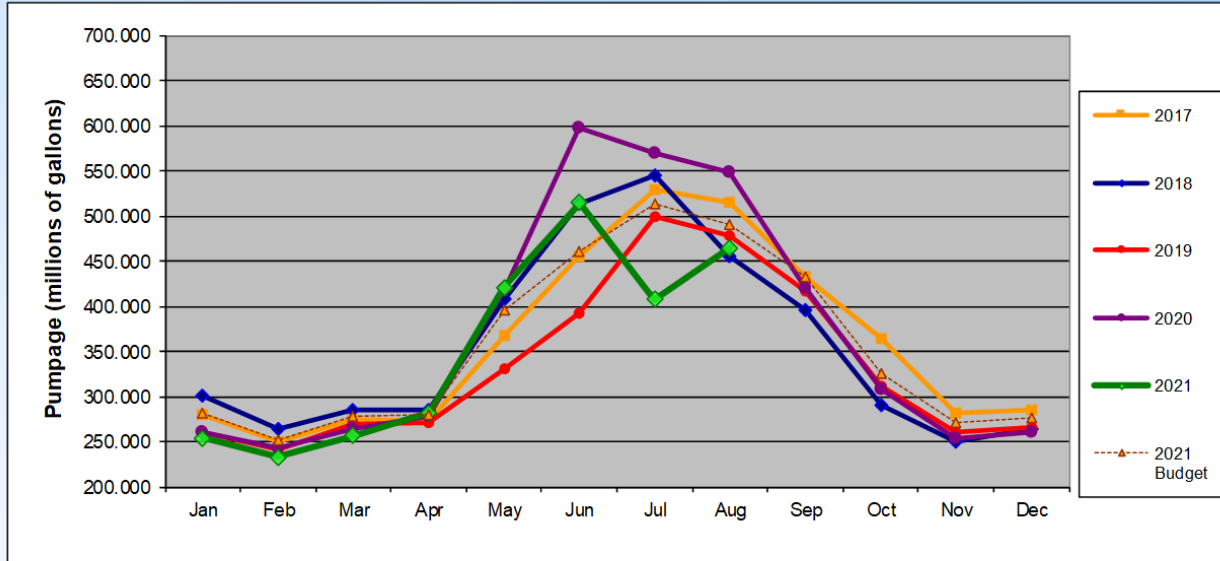


**Financial Review
Of
The Unaudited Results and Usage
through August 30, 2021**

As of September 24, 2021

**Pennichuck Corporation
PWW Pumpage**

8/30/2021
(S000's)



Pumpage Data (millions of gallons)													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
2017	279.330	249.500	274.680	273.160	366.790	455.660	529.650	514.210	432.840	364.900	281.650	285.860	4,308.230
2018	300.940	263.970	284.930	285.380	407.240	512.830	544.480	455.820	395.690	289.960	250.230	264.060	4,255.530
2019	260.370	240.390	269.960	271.300	330.760	391.640	498.650	477.710	417.220	310.770	261.280	266.650	3,996.700
2020	259.710	243.430	264.260	278.920	417.600	597.850	569.160	548.440	420.920	308.680	254.120	260.320	4,423.410
2021	253.700	232.920	256.480	282.210	420.230	514.850	407.890	464.110					2,832.390

Pumpage Data - Budget (millions of gallons)													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
2021 Budget	281.052	252.302	278.188	280.532	395.390	460.976	513.430	491.168	432.690	326.058	271.144	277.104	4,260.034

Pennichuck Corporation
YTD Income Statement

Business: Consolidated

8/30/2021
(\$000's)

	YTD						
	<u>Actual vs. Prior and Budget</u>						
	<u>Prior</u>	<u>Change</u>		<u>Actual</u>	<u>Change</u>		<u>Budget</u>
Revenues:							
Water Utility Operations	\$ 31,270	\$ (154)	-0.5%	\$ 31,116	\$ (1,438)	-4.4%	\$ 32,554
Water Management Services	1,807	310	17.2%	2,117	258	13.9%	1,859
Real Estate Operations	-	-	0.0%	-	-	0.0%	-
Other	8	-	0.0%	8	-	0.0%	8
Total Revenues	33,085	156	0.5%	33,241	(1,180)	-3.4%	34,421
Operating Expenses:							
Water Utility Operations	24,130	(1,809)	-7.5%	25,939	501	1.9%	26,440
Water Management Services	1,712	(301)	-17.6%	2,013	(233)	-13.1%	1,780
Real Estate Operations	2	2	100.0%	-	-	0.0%	-
Other	(30)	7	-23.3%	(37)	4	12.1%	(33)
Total Operating Expenses	25,814	(2,101)	-8.1%	27,915	272	1.0%	28,187
PWW Management Fee Allocation	-	-	0.0%	-	-	0.0%	-
Holding Co. Mgmt. Fee Allocation	-	-	0.0%	-	-	0.0%	-
Net Operating Expenses	25,814	(2,101)	-8.1%	27,915	272	1.0%	28,187
Operating Income (Loss)	7,271	(1,945)	-26.8%	5,326	(908)	-14.6%	6,234
% of Revenue	22.0%			16.0%			18.1%
Eminent Domain & Merger (Costs)	-	-	0.0%	-	-	0.0%	-
Equity Method Net Earnings (Loss)	-	-	0.0%	-	-	0.0%	-
Other Income (Expense)	89	153	-171.9%	242	242	0.0%	-
AFUDC Income (Expense)	-	-	0.0%	-	-	0.0%	-
Interest Income	-	-	0.0%	-	-	0.0%	-
Interest (Expense)	(7,504)	(1,878)	-25.0%	(9,382)	212	2.2%	(9,594)
Pre-tax Income (Loss)	(144)	(3,670)	-2548.6%	(3,814)	(454)	-13.5%	(3,360)
% of Revenue	-0.4%			-11.5%			-9.8%
Provision for Income Taxes	323	747	-231.3%	(424)	(102)	-19.4%	(526)
Effective Tax Rate %	-224.3%			11.1%			15.7%
Net Income (Loss)	(467)	(2,923)	-625.9%	(3,390)	(556)	-19.6%	(2,834)
EBITDA	12,988	(1,575)	-12.1%	11,413	(628)	-5.2%	12,041
Add Back: Extraordinary Items	-	-	0.0%	-	-	0.0%	-
Normalized EBITDA	12,988	(1,575)	-12.1%	11,413	(628)	-5.2%	12,041
Less: Principal and Interest on External Debt	(7,398)	99	1.3%	(7,299)	1,505	17.1%	(8,804)
Less: Principal and Interest on Note Payments to City	(5,656)	-	0.0%	(5,656)	-	0.0%	(5,656)
Net Remainder	(66)	(1,476)	-2236.4%	(1,542)	877	36.3%	(2,419)

Pennichuck Corporation
Consolidated Balance Sheets

8/30/2021
(S000's)

<u>ASSETS</u>	<u>Aug-21</u>		
	<u>Dec-20</u>	<u>Actual</u>	<u>Budget</u>
Land	\$ 5,972	\$ 5,972	\$ 5,964
Buildings	73,721	73,962	74,217
Equipment & software	243,907	245,835	251,320
	323,600	325,769	331,501
Accumulated depreciation	(81,923)	(85,895)	(90,350)
	241,677	239,874	241,151
Work in process	792	4,077	7,467
Net Plant and Equipment	242,469	243,951	248,618
Current Assets:			
Cash	310	1,704	119
Restricted cash - 2014 Bond Project Fund	214	-	-
Restricted cash - 2015 Bond Project Fund	-	-	-
Restricted cash - 2019 Bond Project Fund	-	-	-
Restricted cash - 2020 Bond Project Fund	5	5	-
Restricted cash - 2020 C Bond Project Fund	18	18	-
Restricted cash - 2021 Bond Project Fund	-	15	-
Restricted cash - CIAC	274	1,045	-
Restricted cash -CBFRR RSF	978	1,417	12,254
Restricted cash -DSRR 1.0 RSF	421	1,286	-
Restricted cash - MOERR RSF	2,415	1,365	-
Restricted cash - MOERR	2,040	2,772	-
Restricted cash -DSRR 1.0	1,991	3,631	-
Restricted cash -DSRR .1	766	1,083	-
Accounts receivable-billed, net	4,297	3,473	5,010
Accounts receivable-unbilled, net	4,473	4,823	5,675
Accounts receivable-other	16	15	43
Inventory	598	772	529
Prepaid expenses	507	805	100
Prepaid property taxes	1,290	396	1,499
Prepaid income taxes	-	78	119
Intercompany receivable	-	-	-
Total Current Assets	20,613	24,703	25,348
Other Assets:			
Deferred land costs	-	-	-
Acquisition Premium and other	84,215	82,160	79,070
Total Other Assets	84,215	82,160	79,076
Total Intercompany Accounts	-	-	-
TOTAL ASSETS	\$ 347,297	\$ 350,814	\$ 353,042

Pennichuck Corporation
Consolidated Balance Sheets

8/30/2021
(\$000's)

<u>EQUITY AND LIABILITIES</u>	Aug-21		
	Dec-20	Actual	Budget
Stockholders' Equity:			
Common stock		\$ -	\$ -
Paid in capital	30,561	30,561	30,424
Accumulated other comprehensive income	254	304	254
Retained earnings	(30,403)	(34,002)	(31,867)
Treasury stock and other	-	-	-
Total Stockholders' Equity	412	(3,137)	(1,189)
Long Term Debt:			
Bonds, notes and mortgages	226,912	231,556	230,261
Total Long Term Debt	226,912	231,556	230,261
Current Liabilities:			
Line of credit	624	1,453	3,036
Fixed Asset Lines of Credit	4,856	5,206	10,386
Current portion of long term debt	6,020	6,423	6,338
Accounts payable	2,973	1,581	2,428
Deferred revenue watertight	66	87	-
Accrued interest payable	1,304	1,912	1,906
Other accrued expenses	721	1,179	1,510
Income taxes payable	(25)	(22)	(31)
Customer deposits & other	435	1,350	518
Total Current Liabilities	16,974	19,169	26,091
Other Liabilities and Deferred Credits:			
Deferred income taxes	14,931	14,568	15,518
Accrued liability pension	15,423	15,557	12,945
Unamortized debt premium	-	-	-
Unamortized ITC	405	383	383
Regulatory Liability	9,918	9,910	9,249
Accrued Post Retirement Benefits	4,910	5,095	4,177
Customer Advances	84	84	84
CIAC, net	56,536	56,962	54,904
Other liability: derivative instrument	460	376	459
Other long-term liabilities	332	291	160
Total Other Liabilities and Deferred Credits	102,999	103,226	97,879
TOTAL LIABILITIES AND EQUITY	\$ 347,297	\$ 350,814	\$ 353,042

Pennichuck Corporation
Consolidated Cash Flow Statements

	<u>Prior Yr.</u>	<u>Change</u>		<u>8/30/21</u> <u>(\$000's)</u>	<u>Change</u>		<u>Budget</u>
				<u>YTD</u>			
Operating Activities:							
Net Income (Loss)	\$ (467)	\$ (2,923)	-625.9%	\$ (3,390)	\$ (556)	-19.6%	\$ (2,834)
<u>Adjustments to reconcile net income to net cash provided by operating activities:</u>							
Depreciation and amortization	5,701	144	2.5%	5,845	(126)	-2.1%	5,971
Amortization of original issue discount	-	-	0.0%	-	-	0.0%	-
Gain on sale of property, plant and equipment	-	-	0.0%	-	-	0.0%	-
Gain on forgiveness of long term debt	-	-	0.0%	-	-	0.0%	-
Amortization of deferred investment tax credits	(22)	-	0.0%	(22)	0	0.1%	(22)
Provision for deferred income taxes	343	(747)	217.8%	(404)	(614)	-292.3%	210
Equity component of AFUDC	-	-	0.0%	-	-	0.0%	-
Undistributed loss (earnings) in real estate partnerships	-	-	0.0%	-	-	0.0%	-
Special shareholder distribution	-	-	0.0%	-	-	0.0%	-
<u>Changes in assets and liabilities:</u>							
(Increase) decrease in accounts receivable and unbilled revenue	(3,045)	3,519	-115.6%	474	2,374	124.9%	(1,900)
(Increase) decrease in income taxes payable	(49)	(29)	59.2%	(78)	(78)	0.0%	-
(Increase) decrease in materials and supplies	18	(192)	1066.7%	(174)	(248)	-334.4%	74
(Increase) decrease in prepaid expenses	(218)	813	-372.9%	595	440	283.1%	155
(Increase) decrease in deferred charges and other assets	511	2,826	553.0%	3,337	3,901	691.2%	(564)
Increase (decrease) in accounts payable and accrued expenses	(1,558)	998	64.1%	(560)	(1,620)	-152.8%	1,060
Increase (decrease) in other	(11)	1,463	-13300.0%	1,452	2,391	254.7%	(939)
Net cash provided by (used in) operating activities	1,203	5,872	-488.1%	7,075	5,863	483.8%	1,212
<u>Investing activities:</u>							
Purchases of property, plant and equipment, including debt component of AFUDC	(4,383)	(1,135)	-25.9%	(5,518)	6,162	52.8%	(11,680)
Proceeds from sales of property, plant and equipment	-	-	0.0%	-	-	0.0%	-
(Increase) decrease in restricted cash	-	-	0.0%	-	-	0.0%	-
Sales of investment securities	-	-	0.0%	-	-	0.0%	-
Purchase of investment securities	-	-	0.0%	-	-	0.0%	-
Proceeds from sales of land	-	-	0.0%	-	-	0.0%	-
Net change in deferred land costs	-	-	0.0%	-	-	0.0%	-
Net cash provided by (used in) investing activities	(4,383)	(1,135)	-25.9%	(5,518)	6,162	52.8%	(11,680)
<u>Financing activities:</u>							
Advances (repayments) on line of credit	(3,448)	4,627	-134.2%	1,179	(6,763)	-85.2%	7,942
Payments on long term debt	(5,550)	1,977	35.6%	(3,573)	(209)	-6.2%	(3,364)
Contributions in aid of construction	20	3	15.0%	23	23	0.0%	-
Proceeds from long-term borrowings	11,302	(5,370)	-47.5%	5,932	(998)	-14.4%	6,930
Debt issuance costs	-	-	0.0%	-	(2,038)	-100.0%	2,038
Dividends paid	(210)	1	-0.5%	(209)	(72)	-52.9%	(137)
Net cash provided by (used in) financing activities	2,114	1,238	-58.6%	3,352	(10,057)	-75.0%	13,409
Increase (decrease) in cash	(1,066)	5,975	560.5%	4,909	1,968	66.9%	2,941
Cash and cash equivalents at beginning of period	10,274	(842)	-8.2%	9,432	(1)	0.0%	9,433
Cash and cash equivalents at end of period	\$ 9,208	5,133	55.7%	\$ 14,341	1,967	15.9%	\$ 12,374



Questions?