

Siebert Williams Shank - West Cost Utilities Conference

March 17, 2021



PARTICIPANTS



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SOUTHWEST GAS HOLDINGS



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SOUTHWEST GAS CORPORATION



SAFE HARBOR STATEMENT

This presentation includes "forward-looking statements" as defined by the Securities and Exchange Commission ("SEC"). We make these forward-looking statements in reliance on the safe harbor protections provided under the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, included in this presentation that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. These include, without limitation, our 2021 expectations for our utility infrastructure services and natural gas operations segments, estimated natural gas operations capital expenditures through 2025, projected rate base at December 31, 2025, our 2021 EPS guidance and expected long-term value drivers, as well as statements regarding our expansion projects and other investment opportunities.

Forward-looking statements are based on assumptions which we believe are reasonable, based on current expectations and projections about future events and industry conditions and trends affecting our business. However, whether actual results and developments will conform to our expectations and predictions is subject to a number of risks and uncertainties that, among other things, could cause actual results to differ materially from those contained in the forward-looking statements, including without limitation, the risk factors described in Part I, Item 1A "Risk Factors," and Part II, Item 7 and Item 7A "Management's Discussion and Analysis of Financial Condition and Results of Operations," and "Quantitative and Qualitative Disclosure about Market Risk" of our most recent Annual Report on Form 10-K filed with the SEC, and other reports that we file with the SEC from time to time, and the following:

- The timing and amount of rate relief;
- Changes in operating expenses;
- Changes in rate design, infrastructure tracking mechanisms;
- Customer growth rates;
- Conditions in housing markets;
- The effects of regulation/deregulation;
- The impacts of construction activity at our utility infrastructure services segment;
- The impacts from acquisitions;
- The impacts of the ongoing COVID-19 pandemic and efforts to prevent its spread on our business;
- The impacts of stock market volatility; and
- Other factors discussed from time to time in our filings with the SEC.

New factors that could cause actual results to differ materially from those described in forward-looking statements emerge from time to time, and it is not possible for us to predict all such factors, or the extent to which any such factor or combination of factors may cause actual results to differ from those contained in any forward-looking statement. The statements in this presentation are made as of the date hereof, even if subsequently made available on our Web site or otherwise. We do not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.











Financial Highlights



Regulation



Customer Growth & Economic Overview



Sustainability Initiatives



Capital Expenditures and Rate Base Growth



Dividend Growth



2021 EPS Guidance & Focus



Long-Term Value Drivers

2020 HIGHLIGHTS



- Record net income of \$232 million
- Record earnings per share of \$4.15
- 15th year of dividend increases (\$0.10 increase from \$2.28 to \$2.38 annually)



SOUTHWEST GAS

- Added 37,000 new customers (1.8% growth rate is the highest since 2006)
- Operating margin increased \$24 million
- Managed operations and maintenance expense (\$16 million decrease)
- Approved rate relief of \$59.8 million from Nevada and Arizona general rate cases
- California general rate case agreement reached (rate relief of \$6.4 million), with the delay in rate relief in 2021 being tracked in a memorandum account



- Record revenues of \$1.9 billion
 - ✓ Increase of \$197 million (11.3%) over 2019
 - ✓ 11th year in a row of increases
- Emergency restoration services provided
 \$82 million of revenue compared to
 \$13 million in 2019
 - ✓ Responded to 8 major hurricanes /storms in 14 states
- Record net income of \$74.9 million
 - ✓ Increase of \$22.5 million (43%) over 2019
 - √ 8th year in a row of increases
- Paid cash dividends to parent of \$26 million
 - ✓ Have paid \$76 million in dividends over past 4 years



BUSINESS SEGMENTS

Natural Gas Operations

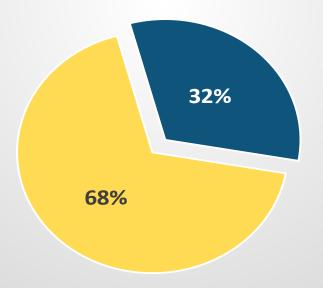
Utility Infrastructure Services



\$232.3 million



Year ended 12/31/20 Net Income





SOUTHWEST GAS

NATURAL GAS OPERATIONS - OVERVIEW

- Largest distributor of natural gas in Arizona (including Phoenix and Tucson metropolitan areas) and Nevada (including Las Vegas), and also distributes and transports gas in parts of California (including the Lake Tahoe area)
- Operates a pipeline transmission system (including an LNG storage facility) through Paiute Pipeline Company ("Paiute"), a wholly owned subsidiary
- Headquartered in Las Vegas
- As of January 1, 2021, 2,123,000 customers, 99% of which are residential and small commercial, and total authorized rate base of approximately \$3.8 billion

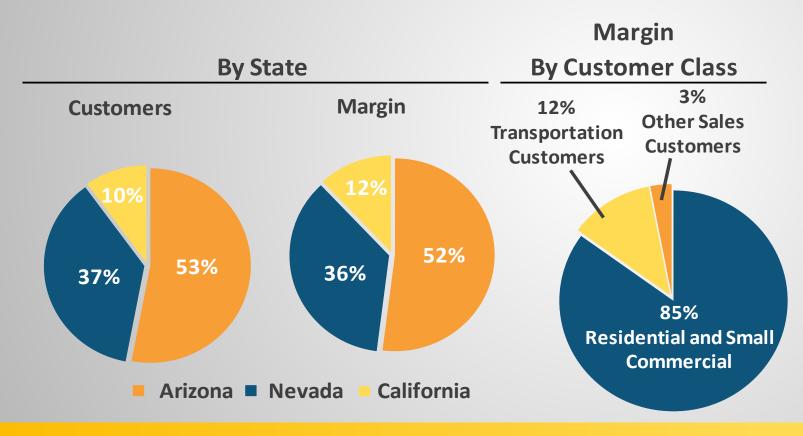
NATURAL GAS OPERATIONS—SERVICE TERRITORIES



DIVERSIFIED AND GROWING CUSTOMER BASE

NATURAL GAS OPERATIONS

Year Ended December 31, 2020
Customer & Operating Margin Distribution



- Decoupled rate structure in all three states
- Residential and small commercial customers represent over 99% of the total customer base
- 85% of margin (residential and small commercial) under decoupled rate structure
- 37,000 first-time meter sets during 2020
- Continued growing customer base

DIVERSIFIED INFRASTRUCTURE SERVICES

MULTISERVICE PLATFORM REDUCES RISK







GAS GROUP





POWER GROUP





CANADA GROUP



supporting North American gas and

electric utilities

MAJOR UTILITY CUSTOMERS

UTILITY INFRASTRUCTURE SERVICES

Gas



























Electric









Combination













Unitil

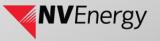


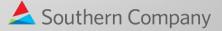










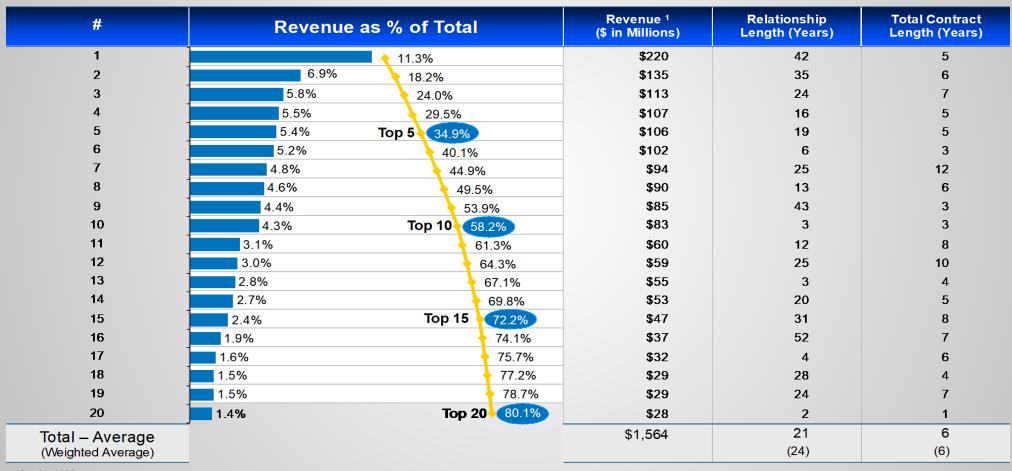




TOP 20 CUSTOMERS

UTILITY INFRASTRUCTURE SERVICES





(1) Trailing Year Ended December 31, 2020



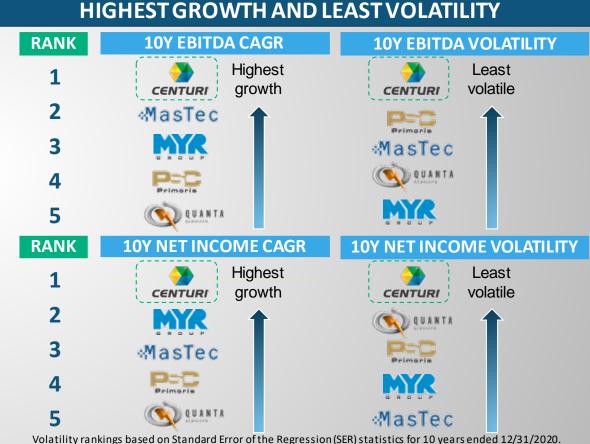
CENTURI BUSINESS PROFILE

Centuri compares favorably to its core peer group in business profile and income volatility

COMPETITIVE POSITION

	CENTURI	QUANTA	«MasTec	P-C Primeria	MYR
Double-breasted workforce	\checkmark	✓	✓	✓	✓
Gas distribution construction	✓	✓	√	✓	×
No cross-country pipeline projects	\checkmark	×	×	×	✓
Electric distribution construction	✓	✓	√	✓	√
No cross-country electric transmission projects	\checkmark	×	×	×	×

Based on company filings.





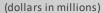
SUMMARY OF OPERATING RESULTS

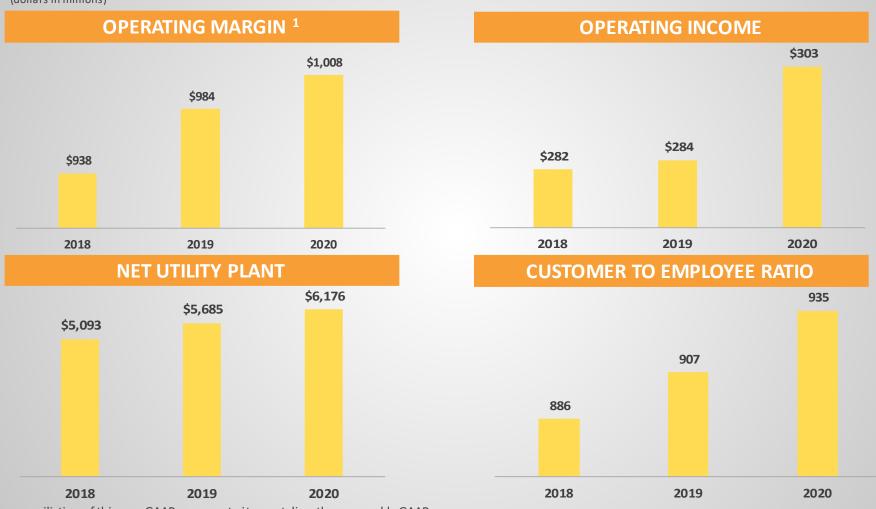
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	Year ended December 31,					
	2020		2019		2018	
Results of Consolidated Operations Natural gas operations income Utility infrastructure services income Other - corporate and administrative Net income	\$	159,118 74,862 (1,656) 232,324	\$	163,171 52,404 (1,639) 213,936	\$	138,842 44,977 (1,542) 182,277
	<u> </u>	,				
Basic earnings per share	\$	4.15	\$	3.94	\$	3.69
Diluted earnings per share	\$	4.14	\$	3.94	\$	3.68
Weighted average common shares		55,998		54,245		49,419
Weighted average diluted shares		56,076		54,312		49,476



PERFORMANCE HIGHLIGHTS





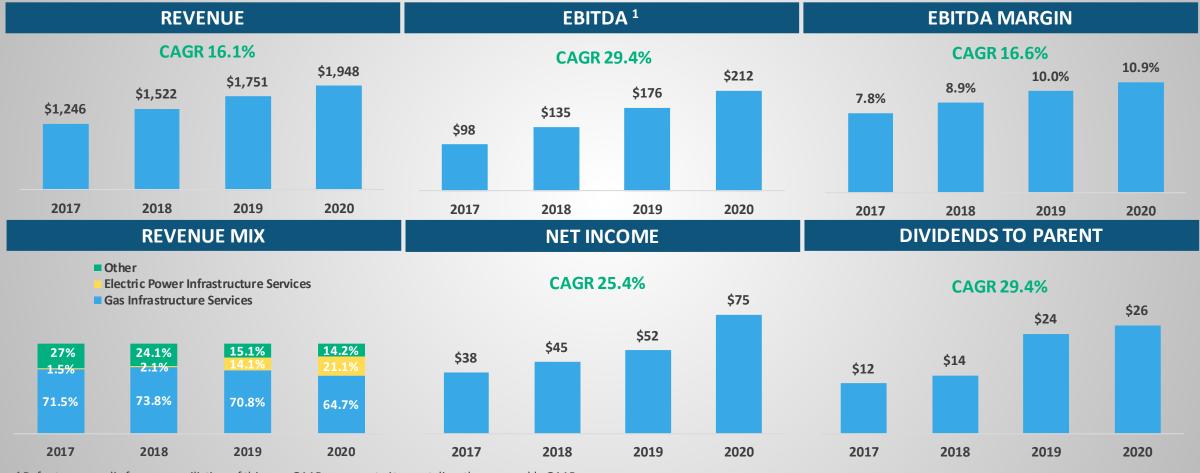
 $^{^1 \, \}text{Refer to appendix for a reconciliation of this non-GAAP measure to its most directly comparable GAAP measure.}$



PERFORMANCE HIGHLIGHTS

Consistent growth and increasing diversification of revenue streams

(in millions)



¹Refer to appendix for a reconciliation of this non-GAAP measure to its most directly comparable GAAP measure.



ARIZONA
NATURAL GAS OPERATIONS

	Final Decision
Rate Relief	\$36.8M
Rate Base	\$1.9B
ROE / Fair Value Increment	9.10% / 0.18%
Capital Structure Equity Ratio	51.1%
Amortization of EDIT	(\$9.8M)
Other Highlights	Continuation of Decoupling Continuation of Property Tax Tracker New Income Tax Tracker Continuation of COYL Program VSP and COYL Compliance Filing within 60 days RNG Workshop Interest on EDIT – (\$1.5M) one time bill credit
Rates Effective	January 2021



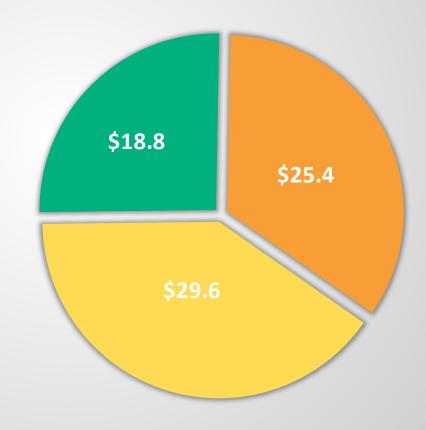
ARIZONA
NATURAL GAS OPERATIONS

COYL & VSP COMPLIANCE FILING

(\$ in millions)

Three Components:

- 2019 COYL & VSP Revenue Requirement
- 2020 COYL & VSP Revenue Requirement
- 2021 -2022 VSP Revenue Requirement
- Compliance application to be filed within 90 days
- Recovery periods by component to be determined
- Expect decision by year end 2021



NEVADA
NATURAL GAS OPERATIONS

	Final Decision
Rate Relief	\$23M
Rate Base	\$1.48B
ROE	9.25%
Capital Structure Equity Ratio	49.26%
Rates Effective	October 2020

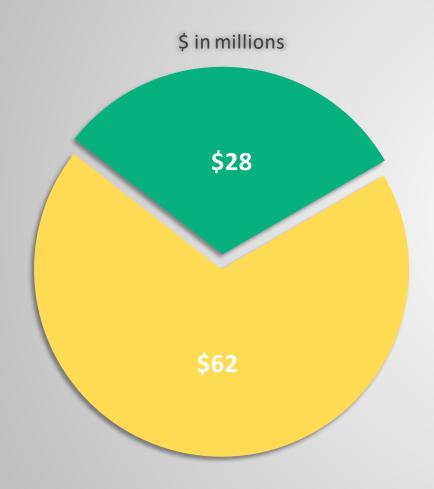
CALIFORNIA
NATURAL GAS OPERATIONS

Proposed Settlement			
Rate Relief	\$6.4M		
Rate Base	\$435.5M		
ROE	10.0%		
Capital Structure Equity Ratio	52%		
Rate Design	Continuation of Decoupling Mechanism Increase Basic Service Charge		
Other Proposals	Continuation of Pension Balancing Account Continuation of 2.75% Annual Attrition Adjustment Targeted Pipe Replacement Program - \$90M* Meter Protection Program - \$19M* School COYL Program - \$10M* Remove NT Lateral Project from Base Rates to Future Surcharge *5 yr. cumulative		
Schedule	Settlement Agreement filed August 3, 2020 Final Decision – 1Q 2021		



REGULATION - EXPANSION PROJECTS

NATURAL GAS OPERATIONS



SOUTHERN NEVADA EXPANSION

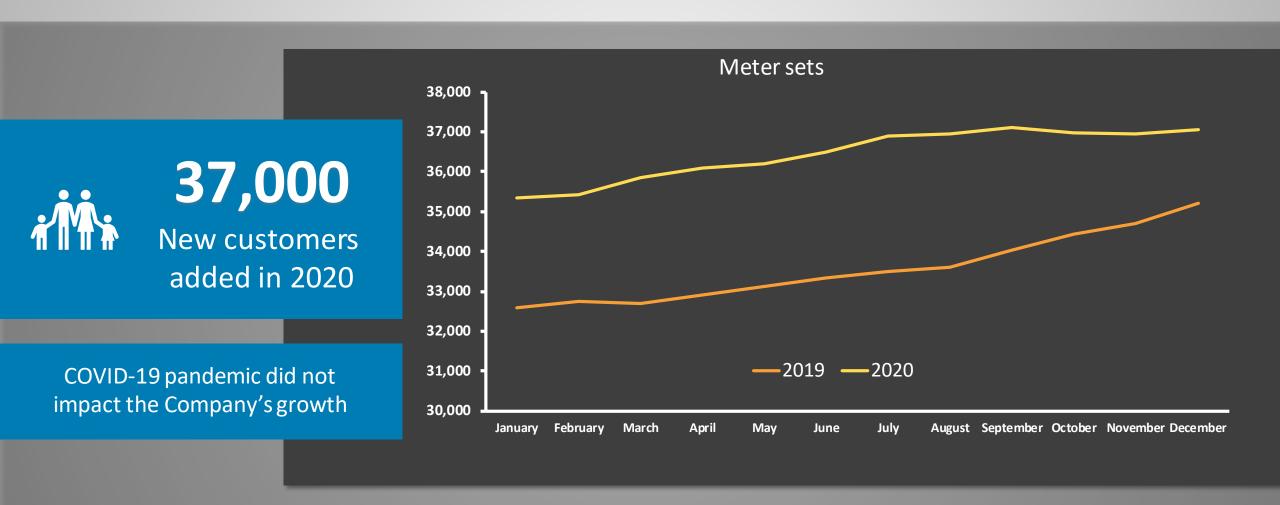
- PUCN approved \$28 million expansion project in May 2018 to extend facilities to Mesquite, NV (SB 151 project)
- Estimated annual revenue requirement of \$2.8 million
- Began serving customers in February 2019 using a temporary virtual pipeline and compressed natural gas
- Approach main to provide permanent supply placed in service in the 4th quarter of 2020

NORTHERN NEVADA EXPANSION

- PUCN approved \$62 million expansion project in December 2019 to extend facilities to Spring Creek, NV (SB 151 project)
- Estimated annual revenue requirement of \$2 million in year 1
- 100% of potential customers signed up for service as part of Phase 1
- Began serving initial customers in the 4th quarter of 2020



2020 CUSTOMER GROWTH WAS STRONG DESPITE COVID-19





CUSTOMERS DEMAND NATURAL GAS FOR VALUE & EFFICIENCY



Affordable & Reliable

- Fall and Winter temperatures bring the importance of affordable natural gas into clear focus.
- Clean natural gas will be keeping homes warm and family meals hot – reliably and affordably.



Preferred Choice

- 91% of Southwest Gas customers prefer the choice of natural gas in their home.
- Currently, 100% of new homes in Las Vegas are equipped with natural gas.



Satisfied Customers

- Southwest Gas customer satisfaction is at an impressive 96% for 2020.
- Southwest ranked first in an independent survey of gas utility customers.

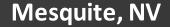
CUSTOMER DEMAND IS HIGH IN NEW SERVICE TERRITORIES

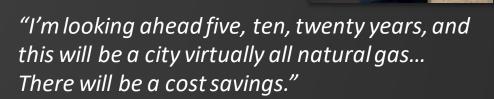


Spring Creek, NV

- Excellent customer response
- 100% of the residents in the Elko Summit Estates signed up to convert to natural gas







- Mayor Allan Litman, City of Mesquite, NV



NEVADA HOME SALES SURGE HEADING INTO 2021



"Las Vegas' housing market, after heating up last year despite widespread economic pain, started 2021 far ahead of year-ago levels."

- Las Vegas Review Journal, 2/8/21



Builders landed more than 11,000 net sales (in 2020)... the most since 2007, according to figures from Las Vegas housing tracker Andrew Smith, president of Home Builders Research.

- Las Vegas Review Journal, 1/30/21

"The Las Vegas area continues to attract new residents mainly due to: continued low interest rates, relative affordability compared to the majority of western U.S. cities, a high standard of living, and a more attractive tax environment compared with many other states."

- Andrew Smith, President of Home Builders Research, Inc.

OUTLOOK ON ARIZONA HOUSING MARKET IS STRONG



"The 2021 Phoenix MSA population estimate is 5 million over the next two decades. A whopping 1.765 million new residents will require a total of 630,000 single-family and multifamily housing units."

- AZBigMedia, "Here's the outlook for land and housing in 2021," 2/8/21



"Metro Phoenix will remain in the top tier for housing, population and job growth 2021-2025... We are and will remain a land of great opportunity."

- 2021 Metro Phoenix Land and Housing Forecast - Greg Vogel, CEO of Land Advisors

"The economic and population boost we have seen, and gave us that unforeseen boost in new home orders and permits, will continue in 2021."

- Jim Daniel, President of RL Brown Housing Reports

ARIZONA & NEVADA ECONOMIC DEVELOPMENT

Economic diversification is the key to strengthening Arizona and Nevada economies

Recent Economic Development Wins in AZ & NV

Billions in investments are planned that would bring thousands of jobs to Arizona and Nevada





















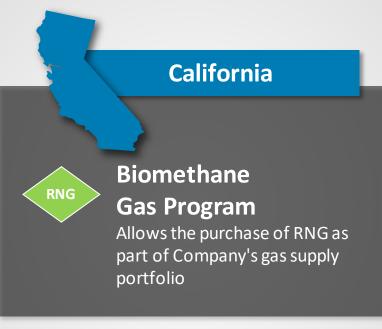






SUSTAINABILITY INITIATIVES LEGISLATIVE & REGULATORY FRAMEWORKS



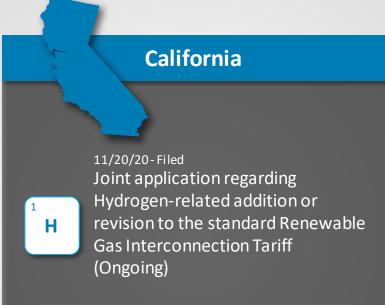


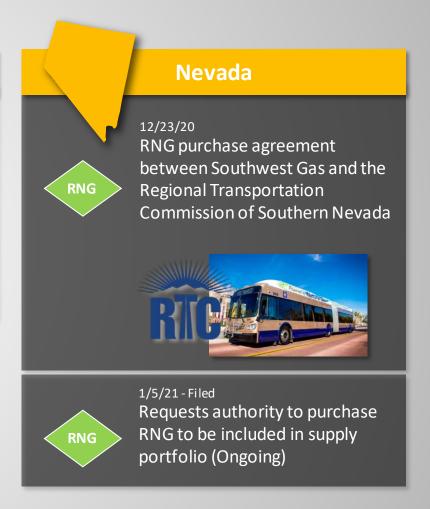




SUSTAINABILITY INITIATIVES EXECUTING ON PROJECTS







The associated RNG projects are expected to start gas deliveries at various times beginning in mid-2021 through fall 2022.



2020 SUSTAINABILITY REPORT AVAILABLE

Adopted the SASB Disclosure Framework

"While no framework is perfect, BlackRock believes that the Sustainability Accounting Standards Board (SASB) provides a clear set of standards for reporting sustainability information across a wide range of issues, from labor practices to data privacy to business ethics."

- Larry Fink, CEO BlackRock Funds



https://www.swgas.com/1409208370925/Southwest-Gas-Holdings-2020-Sustainability-Report.pdf



ASUSTAINABLE

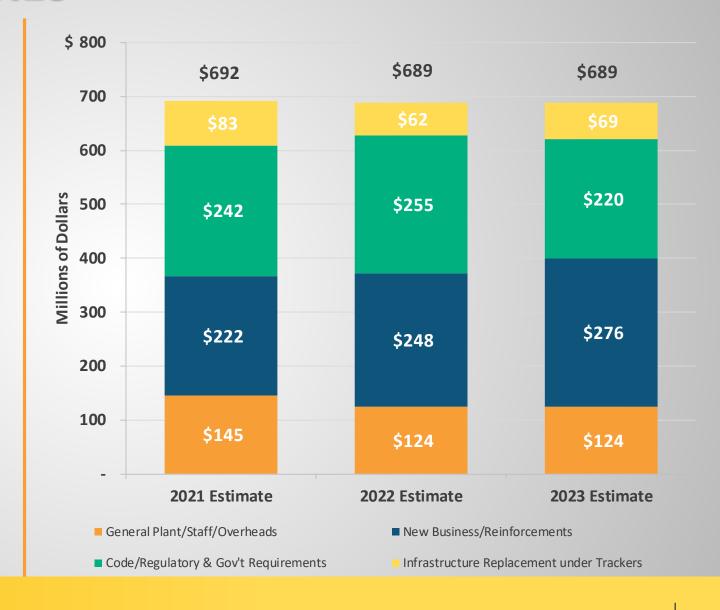
CAPITAL EXPENDITURES

NATURAL GAS OPERATIONS



Three-Year Plan Highlights

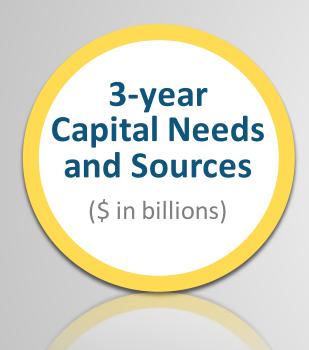
- 45% Investments in Safety and Reliability
- 36% New Business/Reinforcements
- 19% General Plant
- Anticipate funding 50% from internal cash flows and remaining 50% through a balance of debt and equity (ATM Program)

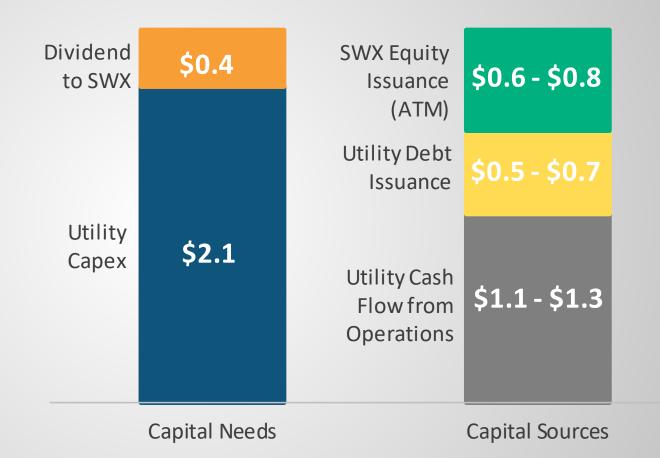




CAPITAL FUNDING

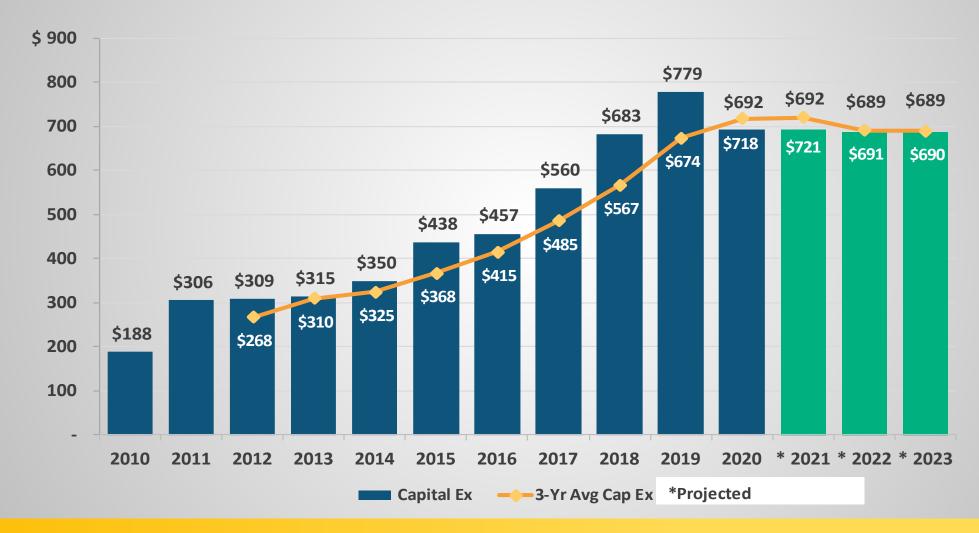
NATURAL GAS OPERATIONS





CAPITAL EXPENDITURES

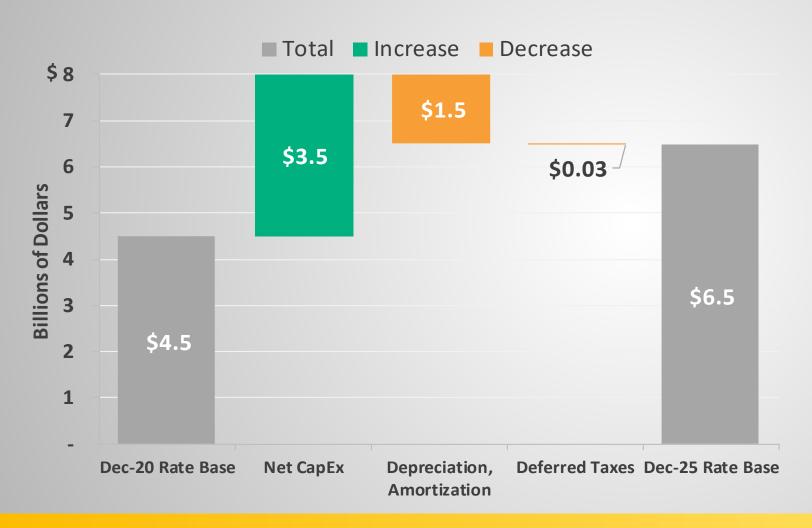
(\$ IN MILLIONS)





RATE BASE GROWTH

NATURAL GAS OPERATIONS



Rate base amounts reflect estimated total investment in facilities necessary to provide utility service. This is different than our authorized rate base, which is the rate base investment that has been approved by our regulatory bodies and that is reflected in rates.

Projecting 7.5% Compound Annual Growth Rate (CAGR) in rate base (2021-2025).



DIVIDEND GROWTH





CAGR = compound annual growth rate

Maintain target payout ratio between 55%-65% Expect future dividends to increase at the sustainable earnings growth rate



STRONG AND STABLE WITH DISCIPLINED FOCUS

Natural Gas Operations

- Continued capital and rate base growth
- Continued customer growth
- Focus on cost control and affordability to customers
- Ongoing decarbonization and efficiency
- Constructive regulatory results
- Continued earnings and dividend growth

Utility Infrastructure Services

- Very favorable electric and gas growth opportunities
- Operations execution focus
- Cost management and resource optimization
- Cross-selling services
- Increasing profitability and dividends
- Cash source for SWX





2021 EPS GUIDANCE



Diluted Earnings Per Share



Notes:

- (1) Changes in economic conditions, events, or other circumstances that the Company cannot currently anticipate could materially impact earnings and, in turn, result in earnings for 2021 significantly above or below this EPS guidance.
- (2) COLI of \$3 \$5 million assumed within EPS guidance.
- (3) Based on normalized COLI of \$4 million (versus actual of \$9.2 million).



2021 LINE ITEM GUIDANCE

Natural Gas Operations

- Operating margin is expected to increase 6% − 8% due to customer growth (1.7%), rate relief in all three states in which we operate, expansion projects, and infrastructure tracker mechanisms
- Operating income is expected to increase 3% 5%
- Total pension costs are expected to be relatively flat compared to 2020
 - O Will be reflected as an increase in O&M costs of about \$6 million, with a comparable decrease to other expense
- Assume normalized COLI of \$3 million \$5 million
- Capital expenditures expected to approximate \$700 million
 - Supporting customer growth, system improvements, and pipe replacement programs

Utility Infrastructure Services

- Revenues expected to be 1% 4% greater than the record 2020 amount, which included \$82 million of emergency storm restoration services
- Operating income is expected to be 5.3% 5.8% of revenues
- Interest expense is expected to be \$8 million \$9 million
- Net income expectations reflect earnings attributable to Southwest Gas Holdings, net of \$5 million \$6 million of noncontrolling interests
 - Changes in Canadian currency exchange rates could influence results



LONG-TERM EXPECTATIONS

AFFIRM EXPECTATIONS

Holdings

- Equity issuances (through ATM), \$600 million \$800 million over 3 years ending 2023
- Target dividend payout ratio: 55% 65%

Natural Gas Operations

- Capital expenditures are expected to be approximately \$3.5 billion over 5 years ending 2025
- Rate base growth is expected to be 7.5% through the same period

Utility Infrastructure Services

- Revenues expected to grow an average 5% 8% annually over 3 years ending 2023
- Operating income expected to be 5.25% 6.25% of revenues over 3 years ending 2023
- EBITDA expected to be 10% 11% of revenues over 3 years ending 2023

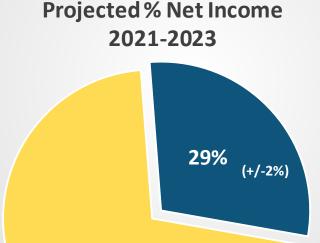


ATTRACTIVE & COMPLEMENTARY BUSINESS SEGMENTS

Natural Gas Operations

SOUTHWEST GAS

- Customer growth
- Strong rate base growth
- Focus on safety and reliability
- Newer, well maintained system
- Pursuing RNG opportunities and evaluating Hydrogen



71% (+/-2%)

Utility Infrastructure Services



- Favorable growth opportunities
- Low risk service platform
- Long-term relationships with exceptional, investment-grade customers
- Increasing dividends and free cash flow

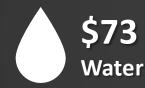


APPENDIX

AFFORDABILITY FOR CUSTOMERS

Natural gas is often the least expensive utility consumers pay













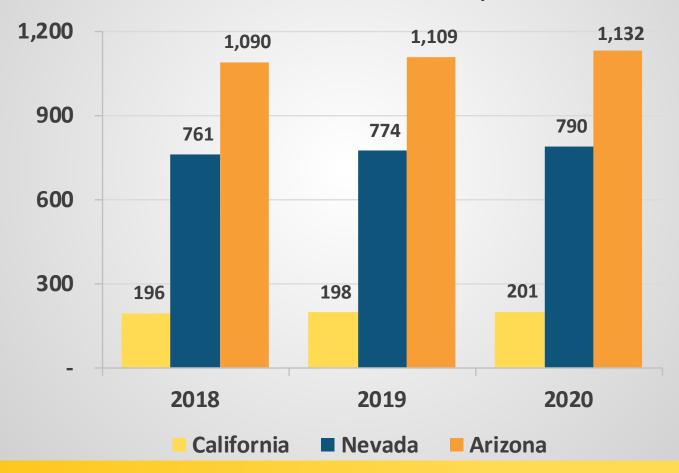
- Natural Gas \$40 2020 Southwest Gas average monthly residential bill
- Water \$73 Circle of Blue (www.circleofblue.org); Price of Water 2019: 3.2 Percent Increase in 30 Large U.S. Cities
- Electric \$112 U.S. Energy Information Administration (www.eia.gov); Electricity data
- Mobile Phone Consumer Reports (https://www.consumerreports.org/) October 2020 based on average cell phone bill for 2 smartphones
- Cable/Satellite TV \$217 Consumer Reports (www.consumerreport.org); Cable Company Fees Add \$450 to a Typical Annual TV Bill



CUSTOMERS BY STATE

NATURAL GAS OPERATIONS (IN THOUSANDS)







SUMMARY OPERATING RESULTS

NATURAL GAS OPERATIONS (IN THOUSANDS)

	Year ended December 31,					
		2020		2019		
Results of Natural Gas Operations						
Gas operating revenues	\$	1,350,585	\$	1,368,939		
Net cost of gas sold		342,837		385,164		
Operating margin		1,007,748		983,775		
Operations and maintenance expense		406,382		422,174		
Depreciation and amortization		235,295		215,620		
Taxes other than income taxes		63,460		62,328		
Operating income		302,611		283,653		
Other income (deductions)		(6,590)		9,517		
Net interest deductions		101,148		95,026		
Income before income taxes		194,873		198,144		
Income tax expense		35,755		34,973		
Segment net income	\$	159,118	\$	163,171		

Voor anded December 21



AUTHORIZED RATE BASE AND RATES OF RETURN

NATURAL GAS OPERATIONS

			% of		Authorized	
	F	Authorized	Total	Authorized	Return on	Authorized
	F	Rate Base	Rate	Rate of	Common	Common
Rate Jurisdiction	(In	thousands)	Base	Return	Equity (ROE)	Equity Ratio
Arizona ¹	\$	1,930,612	50.82 %	7.03 %	% 9.10 %	51.10 %
Southern Nevada ²		1,325,236	34.89	6.52	9.25	49.26
Northern Nevada ²		154,966	4.08	6.75	9.25	49.26
Southern California		159,277	4.19	6.83	10.10	55.00
Northern California		67,620	1.78	8.18	10.10	55.00
South Lake Tahoe		25,389	0.67	8.18	10.10	55.00
Paiute Pipeline Company		135,460	3.57	8.30	11.80	51.75
Total	\$	3,798,560	100.00 %			
Weighted average authorized	ROE.				9.32 %	

² Rates effective October 2020.



¹ Rates effective January 1, 2021.

REGULATION - COMMISSIONS

COMMISSIONER UPDATE NATURAL GAS OPERATIONS

Arizona Commissioners	Party Affiliation	Term Ends
Lea Marquez Peterson (Chair)	R	Jan. 2025
Justin Olson	R	Jan. 2023
Sandra Kennedy	D	Jan. 2023
Anna Tovar	D	Jan. 2025
James O'Conner	R	Jan. 2025

Nevada Commissioners	Party Affiliation	Term Ends
Hayley Williamson (Chair)	D	Apr. 2023
C.J. Manthe	R	Sept. 2021
Tammy Cordova	-	June 2024

California Commissioners	Party Affiliation	Term Ends
Marybel Batjer (President)	D	Jan. 2027
Clifford Rechtschaffen	D	Jan. 2023
Martha Guzman Aceves	D	Jan. 2023
Genevieve Shiroma	D	Jan. 2025
Darcie Houck	D	Jan. 2027

FERC Commissioners	Party Affiliation	Term Ends
Richard Glick (Chair)	D	June 2022
Neil Chatterjee	R	June 2021
James Danly	R	June 2023
Allison Clements	D	June 2024
Mark C. Christie	R	June 2025

SUMMARY OPERATING RESULTS

UTILITY INFRASTRUCTURE SERVICES (IN THOUSANDS)

	2020	2019		
Revenues	\$ 1,948,288	\$	1,750,978	
Cost of sales (1)	1,734,433		1,593,064	
Gross profit	213,855		157,914	
General and administrative expenses (2)	80,939		57,072	
Amortization of intangible assets	10,789		10,708	
Operating income	122,127		90,134	
Other income (deductions)	(207)		466	
Net interest deductions	9,269		14,086	
Income before income taxes	112,651		76,514	
Income tax expense	31,128	<u> </u>	21,399	
Net income	81,523		55,115	
Net income attributable to noncontrolling interest	6,661		2,711	
Contribution to consolidated net income attributable to Centuri	\$ 74,862	\$	52,404	

⁽¹⁾ Included in Cost of sales during the twelve months ended December 31, 2020 and 2019 is depreciation expense of \$82,894 and \$73,365, respectively.

⁽²⁾ Included in General and administrative expenses during the twelve months ended December 31, 2020 and 2019 is depreciation expense of \$3,049 and \$3,544, respectively.

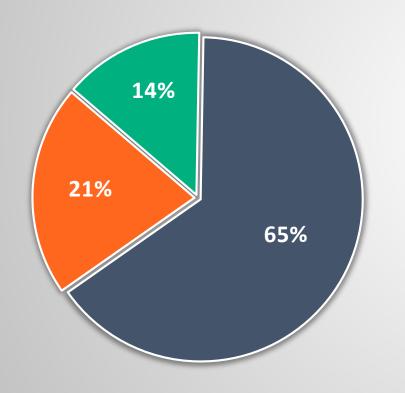


Year ended December 31,

REVENUES BY SERVICE TYPE

UTILITY INFRASTRUCTURE SERVICES

Twelve Months Ended December 31, 2020

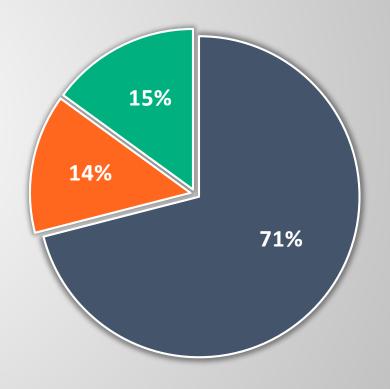


■ Gas Infrastructure Services

Electric Power Infrastucture Services

Other Infrastructure Services

Twelve Months Ended December 31, 2019





REVENUES BY CONTRACT PRICING TYPE

UTILITY INFRASTRUCTURE SERVICES







REVENUES BY CONTRACT STRUCTURE TYPE

UTILITY INFRASTRUCTURE SERVICES







STOCK PERFORMANCE

Southwest Gas Holdings, Inc.
Common Stock Closing Price
December 31, 2010 – December 31, 2020





CREDIT RATINGS

Investment Grade Ratings

Southwest Gas Holdings, Inc.

	Moody's	S&P	Fitch
Issuer Rating	Baa2	BBB+	BBB+
Outlook	Stable	Stable	Stable

Southwest Gas Corporation

	Moody's	S&P	Fitch
Senior Unsecured	Baa1	A-	А
Outlook	Stable	Stable	Stable



CONSOLIDATED CAPITAL STRUCTURE

(IN MILLIONS)

Capitalization at December 31,	 2016	 2017	2018	 2019	 2020
Equity ¹	\$ 1,684	\$ 1,812	\$ 2,333	\$ 2,590	\$ 2,841
Long-Term Debt ²	1,600	1,824	2,141	2,464	2,772
Total Permanent Capital	\$ 3,284	\$ 3,636	\$ 4,474	\$ 5,054	\$ 5,613
Capitalization ratios					
Equity ¹	51.3%	49.8%	52.2%	51.3%	50.6%
Long-Term Debt ²	48.7%	50.2%	 47.8%	48.7%	49.4%
Total Permanent Capital	100.0%	100.0%	100.0%	100.0%	100.0%

¹ Includes redeemable noncontrolling interest, if applicable.



² Includes current maturities of long-term debt.

NON-GAAP MEASURE

UTILITY INFRASTRUCTURE SERVICES (IN THOUSANDS)

Non-GAAP Measure EBITDA - The following table presents the non-GAAP financial measure of EBITDA for the twelve months ended December 31, 2020, 2019, 2018 and 2017, which, when used in connection with net income attributable to Centuri, is intended to provide useful information to investors and analysts as they evaluate Centuri's performance. EBITDA is defined as earnings before interest, taxes, depreciation and amortization. This measure should not be considered as an alternative to net income attributable to Centuri or other measures of performance that are derived in accordance with GAAP. Management believes that the exclusion of these items from net income attributable to Centuri provides an effective evaluation of Centuri's operations period over period and identifies operating trends that might not be apparent when including the excluded items. Because EBITDA, as defined, excludes some, but not all, items that affect net income attributable to Centuri, such measure may not be comparable to similarly titled measures of other companies. The most comparable GAAP financial measure, net income attributable to Centuri, and information reconciling the GAAP and non-GAAP financial measures, are included below.

Reconciliation of Net Income to EBITDA (Non-GAAP measure)

	Year Ended December 31,							
	2020		2019		2018			2017
Contribution to consolidated net income attributable to Centuri	\$	74,862	\$	52,404	\$	44,977	\$	38,360
Net interest deductions		9,269		14,086		14,190		7,986
Income tax expense		31,128		21,399		18,420		2,390
Depreciation expense		85,943		76,909		49,831		44,940
Amortization of intangible assets		10,789		10,708		7,565	<u> </u>	4,089
EBITDA	\$	211,991	\$	175,506	\$	134,983	\$	97,765



NON-GAAP MEASURE

Non-GAAP Measure Operating Margin — Southwest recognizes operating revenues from the distribution and transportation of natural gas (and related services) to customers. Gas cost is a tracked cost, which is passed through to customers without markup under purchased gas adjustment ("PGA") mechanisms, impacting revenues and net cost of gas sold on a dollar-for-dollar basis, thereby having no impact on Southwest's profitability. Therefore, management routinely uses operating margin, defined as operating revenues less the net cost of gas sold, in its analysis of Southwest's financial performance. Operating margin also forms a basis for Southwest's various regulatory decoupling mechanisms. Operating margin is not, however, specifically defined in accounting principles generally accepted in the United States ("U.S. GAAP") and is considered a non-GAAP measure. Management believes supplying information regarding operating margin provides investors and other interested parties with useful and relevant information to analyze Southwest's financial performance in a rate-regulated environment.

Year ended December 31,

983,775

	2020			2019	2018		
			(In t	thousands)			
Natural Gas Operations							
Gas operating revenue	\$	1,350,585	\$	1,368,939	\$	1,357,728	
Less: Net cost of gas sold		342,837		385,164		419,388	

1,007,748



Operating margin

938.340