



company” in Rule 12b-2 of the Exchange Act.

Large accelerated  
filer:

Accelerated filer:  Non-accelerated filer:

Smaller reporting company:

(Do not check if a smaller reporting  
company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes:  No:

The number of shares outstanding of \$2.50 par value Common Stock as of February 6, 2017 was 86,313,212.

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New Jersey Resources Corporation

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## GLOSSARY OF KEY

## TERMS

AFUDC	Allowance for Funds Used During Construction
AOI	Accumulated Other Comprehensive Income
ASC	Accounting Standards Codification
ASU	Accounting Standards Update
Bcf	Billion Cubic Feet
BGSS	Basic Gas Supply Service
BPU	New Jersey Board of Public Utilities
CIP	Conservation Incentive Program
CME	Chicago Mercantile Exchange
CR&R	Commercial Realty & Resources Corp.
DM	Dominion Midstream Partners, L.P., a master limited partnership
DM Common Units	Common units representing limited partnership interests in DM
Dodd-Frank Act	Dodd-Frank Wall Street Reform and Consumer Protection Act
DRP	NJR Direct Stock Purchase and Dividend Reinvestment Plan
Dths	Dekatherms
FASB	Financial Accounting Standards Board
FCM	Futures Commission Merchant
FERC	Federal Energy Regulatory Commission
Financial margin	A non-GAAP financial measure, which represents revenues earned from the sale of natural gas less costs of natural gas sold including any transportation and storage costs, and excludes any accounting impact from the change in the fair value of certain derivative instruments
FMB	First Mortgage Bond
FRM	Financial Risk Management
GAAP	Generally Accepted Accounting Principles of the United States
Home Services and Other	Home Services and Other Operations (formerly Retail and Other Operations)
ICE	Intercontinental Exchange
ISDA	The International Swaps and Derivatives Association
ITC	Federal Investment Tax Credit
LNG	Liquefied Natural Gas
MGP	Manufactured Gas Plant
Moody's	Moody's Investors Service, Inc.
Mortgage Indenture	The Amended and Restated Indenture of Mortgage, Deed of Trust and Security Agreement between NJNG and U.S. Bank National Association dated as of September 1, 2014
MW	Megawatts
MWh	Megawatt Hour
NAESB	The North American Energy Standards Board
NFE	Net Financial Earnings
NGV	Natural Gas Vehicles
NJ RISE	New Jersey Reinvestment in System Enhancement
NJCEP	New Jersey's Clean Energy Program
NJDEP	New Jersey Department of Environmental Protection
NJNG	New Jersey Natural Gas Company
NJNG Credit Facility	NJNG's \$250 million unsecured committed credit facility expiring in May 2019
NJR Credit Facility	NJR's \$425 million unsecured committed credit facility expiring in September 2020

NJR Energy  
NJR or The  
Company

NJR Energy Corporation  
New Jersey Resources Corporation

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GLOSSARY OF KEY TERMS

(cont.)

NJRCEV	NJR Clean Energy Ventures Corporation
NJRES	NJR Energy Services Company
NJRHS	NJR Home Services Company
Non-GAAP	Not in accordance with Generally Accepted Accounting Principles of the United States
NPNS	Normal Purchase/Normal Sale
NYMEX	New York Mercantile Exchange
O&M	Operation and Maintenance
OCI	Other Comprehensive Income
OPEB	Other Postemployment Benefit Plans
PennEast	PennEast Pipeline Company, LLC
PIM	Pipeline Integrity Management
PPA	Power Purchase Agreement
PTC	Federal Production Tax Credit
RA	Remediation Adjustment
REC	Renewable Energy Certificate
S&P	Standard & Poor's Financial Services, LLC
SAFE	Safety Acceleration and Facility Enhancement
SAVEGREEN	The SAVEGREEN Project®
SBC	Societal Benefits Charge
SEC	U.S. Securities and Exchange Commission
SREC	Solar Renewable Energy Certificate
SRL	Southern Reliability Link
Steckman Ridge	Collectively, Steckman Ridge GP, LLC and Steckman Ridge, LP
Superstorm Sandy	Post-Tropical Cyclone Sandy
Tetco	Texas Eastern Transmission
The Exchange Act	The Securities Exchange Act of 1934, as amended
Trustee	U.S. Bank National Association
U.S.	The United States of America
USF	Universal Service Fund

New Jersey Resources Corporation

INFORMATION CONCERNING FORWARD-LOOKING STATEMENTS

Certain statements contained in this report, including, without limitation, statements as to management expectations, assumptions and beliefs presented in Part I, Item 2. "Management's Discussion and Analysis of Financial Condition and Results of Operations," Part I, Item 3. "Quantitative and Qualitative Disclosures About Market Risk," Part II, Item I. "Legal Proceedings" and in the notes to the financial statements are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended and the Private Securities Litigation Reform Act of 1995. Forward-looking statements can also be identified by the use of forward-looking terminology such as "anticipate," "estimate," "may," "could," "might," "intend," "expect," "believe," "will," "plan," or "should," or comparable terminology and are made based upon management's current expectations, assumptions and beliefs as of this date concerning future developments and their potential effect on us. There can be no assurance that future developments will be in accordance with management's expectations, assumptions or beliefs, or that the effect of future developments on us will be those anticipated by management.

We caution readers that the expectations, assumptions and beliefs that form the basis for forward-looking statements regarding customer growth, customer usage, qualifications for ITCs, PTCs and SRECs, future rate case proceedings, financial condition, results of operations, cash flows, capital requirements, future capital expenditures, market risk, effective tax rate and other matters for fiscal 2017 and thereafter include many factors that are beyond our ability to control or estimate precisely, such as estimates of future market conditions, the behavior of other market participants and changes in the debt and equity capital markets. The factors that could cause actual results to differ materially from our expectations, assumptions and beliefs include, but are not limited to, those discussed in Item 1A. Risk Factors of our Annual Report on Form 10-K for the fiscal year ended September 30, 2016, as well as the following:

- weather and economic conditions;
- demographic changes in NJR's service territory and their effect on NJR's customer growth;
- volatility of natural gas and other commodity prices and their impact on NJNG customer usage, NJNG's BGSS incentive programs, NJRES operations and on our risk management efforts;
- changes in rating agency requirements and/or credit ratings and their effect on availability and cost of capital to our Company;
- the impact of volatility in the credit markets on our access to capital;
- the ability to comply with debt covenants;
- the impact to the asset values and resulting higher costs and funding obligations of our pension and postemployment benefit plans as a result of potential downturns in the financial markets, lower discount rates, revised actuarial assumptions or impacts associated with the Patient Protection and Affordable Care Act;
- accounting effects and other risks associated with hedging activities and use of derivatives contracts;
- commercial and wholesale credit risks, including the availability of creditworthy customers and counterparties, and liquidity in the wholesale energy trading market;
- the ability to obtain governmental and regulatory approvals, such as the PennEast pipeline project, land-use rights, electric grid connection (in the case of clean energy projects) and/or financing for the construction, development and operation of our unregulated energy investments and NJNG's infrastructure projects in a timely manner;
- risks associated with the management of our joint ventures and partnerships, and investment in a master limited partnership;
- risks associated with our investments in clean energy projects, including the availability of regulatory and tax incentives, the availability of viable projects, our eligibility for ITCs and PTCs, the future market for SRECs and electricity prices, and operational risks related to projects in service;
- timing of qualifying for ITCs and PTCs due to delays or failures to complete planned solar and wind energy projects and the resulting effect on our effective tax rate and earnings;
-

the level and rate at which NJNG's costs and expenses are incurred and the extent to which they are allowed to be recovered from customers through the regulatory process, including through future base rate case filings;

- access to adequate supplies of natural gas and dependence on third-party storage and transportation facilities for natural gas supply;
- operating risks incidental to handling, storing, transporting and providing customers with natural gas;
- risks related to our employee workforce;
- the regulatory and pricing policies of federal and state regulatory agencies;
- the costs of compliance with present and future environmental laws, including potential climate change-related legislation;
- the impact of a disallowance of recovery of environmental-related expenditures and other regulatory changes;
- environmental-related and other litigation and other uncertainties;
- risks related to cyber-attack or failure of information technology systems; and
- the impact of natural disasters, terrorist activities and other extreme events on our operations and customers.

While we periodically reassess material trends and uncertainties affecting our results of operations and financial condition in connection with the preparation of management's discussion and analysis of results of operations and financial condition contained in our Quarterly and Annual Reports on Form 10-Q and Form 10-K, respectively, we do not, by including this statement, assume any obligation to review or revise any particular forward-looking statement referenced herein in light of future events.



New Jersey Resources Corporation  
Part I

ITEM 1. FINANCIAL  
STATEMENTS

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)

	Three Months Ended December 31,	
(Thousands, except per share data)	2016	2015
OPERATING REVENUES		
Utility	\$ 185,556	\$ 151,606
Nonutility	355,472	292,652
Total operating revenues	541,028	444,258
OPERATING EXPENSES		
Gas purchases:		
Utility	61,320	46,665
Nonutility	337,932	254,088
Related parties	2,111	2,074
Operation and maintenance	52,228	46,233
Regulatory rider expenses	12,601	9,628
Depreciation and amortization	19,260	16,482
Energy and other taxes	14,101	9,637
Total operating expenses	499,553	384,807
OPERATING INCOME	41,475	59,451
Other income, net	3,776	1,924
Interest expense, net of capitalized interest	10,615	6,777
INCOME BEFORE INCOME TAXES AND EQUITY IN EARNINGS OF AFFILIATES	34,636	54,598
Income tax provision	2,018	6,722
Equity in earnings of affiliates	2,311	2,406
NET INCOME	\$34,929	\$50,282
EARNINGS PER COMMON SHARE		
Basic	\$0.41	\$0.59
Diluted	\$0.40	\$0.58
DIVIDENDS DECLARED PER COMMON SHARE	\$0.255	\$0.24
WEIGHTED AVERAGE SHARES OUTSTANDING		
Basic	86,084	85,675
Diluted	86,855	86,676

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)

	Three Months Ended December 31,	
(Thousands)	2016	2015
Net income	\$34,929	\$50,282
Other comprehensive income, net of tax		
Unrealized gain on available for sale securities, net of tax of \$(3,786) and \$(2,614), respectively	5,515	3,701
Net unrealized (loss) on derivatives, net of tax of \$0 and \$19, respectively	—	(1) (33 )
Adjustment to postemployment benefit obligation, net of tax of \$(217) and \$(174), respectively	317	256

Other comprehensive income	5,832	3,924
Comprehensive income	\$40,761	\$54,206

Effective January 1, 2016, the Company elected not to designate its foreign currency derivatives as accounting (1) hedges and, as a result, changes in fair value of the effective portion of the hedges are no longer recorded in OCI.

See Note 4 Derivative Instruments for more information on these transactions.

See Notes to Unaudited Condensed Consolidated Financial Statements

New Jersey Resources Corporation  
Part I

ITEM 1. FINANCIAL STATEMENTS  
(Continued)

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

(Thousands)	Three Months Ended December 31,	
	2016	2015
<b>CASH FLOWS (USED IN) OPERATING ACTIVITIES</b>		
Net income	\$34,929	\$50,282
Adjustments to reconcile net income to cash flows from operating activities		
Unrealized loss (gain) on derivative instruments	28,302	(1,135 )
Depreciation and amortization	19,260	16,482
Allowance for equity used during construction	(584 )	(1,215 )
Allowance for bad debt expense	230	334
Deferred income taxes	16,262	46,166
Manufactured gas plant remediation costs	(1,619 )	(1,520 )
Distributions received from equity investees, net of equity in earnings	1,101	1,139
Cost of removal - asset retirement obligations	(198 )	(33 )
Contributions to postemployment benefit plans	(1,712 )	(30,144 )
Tax benefit from stock-based compensation	1,188	1,635
Changes in:		
Components of working capital	(150,480 )	(102,068 )
Other noncurrent assets	7,242	(20,270 )
Other noncurrent liabilities	15	4,173
Cash flows (used in) operating activities	(46,064 )	(36,174 )
<b>CASH FLOWS (USED IN) INVESTING ACTIVITIES</b>		
Expenditures for:		
Utility plant	(31,396 )	(42,465 )
Solar and wind equipment	(46,785 )	(45,006 )
Real estate properties and other	(171 )	(797 )
Cost of removal	(7,459 )	(6,575 )
Investments in equity investees	(4,636 )	(2,846 )
Distribution from equity investees in excess of equity in earnings	688	555
Withdrawal from restricted cash construction fund	—	1,001
Proceeds from sale of investment	3,218	—
Proceeds from sale of property	—	748
Cash flows (used in) investing activities	(86,541 )	(95,385 )
<b>CASH FLOWS FROM FROM FINANCING ACTIVITIES</b>		
Net proceeds from short-term debt	162,900	144,650
Payments of long-term debt	(2,716 )	(2,676 )
Proceeds from sale-leaseback transaction	9,587	7,107
Payments of common stock dividends	(21,931 )	(20,524 )
Proceeds from issuance of common stock	4,616	3,807
Purchases of treasury stock	(6,355 )	(1,008 )
Tax withholding payments related to net settled stock compensation	(4,167 )	(3,042 )
Cash flows from financing activities	141,934	128,314
Change in cash and cash equivalents	9,329	(3,245 )
Cash and cash equivalents at beginning of period	37,546	4,928

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Cash and cash equivalents at end of period	\$46,875	\$1,683
<b>CHANGES IN COMPONENTS OF WORKING CAPITAL</b>		
Receivables	\$(152,180)	\$(27,784 )
Inventories	(13,954 )	(26,772 )
Recovery of gas costs	(2,472 )	(11,882 )
Gas purchases payable	47,767	(7,071 )
Gas purchases payable - related parties	5	(406 )
Prepaid and accrued taxes	7,954	(27,794 )
Accounts payable and other	(12,405 )	(22,489 )
Restricted broker margin accounts	(26,173 )	6,855
Customers' credit balances and deposits	616	10,056
Other current assets	362	5,219
Total	\$(150,480)	\$(102,068)
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOWS INFORMATION</b>		
Cash paid (received) for:		
Interest (net of amounts capitalized)	\$8,153	\$5,403
Income taxes	\$(7,020 )	\$202
Accrued capital expenditures	\$28,442	\$21,721

See Notes to Unaudited Condensed Consolidated Financial Statements

New Jersey Resources Corporation  
Part I

ITEM 1. FINANCIAL STATEMENTS  
(Continued)

CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)

ASSETS

(Thousands)	December 31, 2016	September 30, 2016
<b>PROPERTY, PLANT AND EQUIPMENT</b>		
Utility plant, at cost	\$ 2,123,926	\$ 2,107,375
Construction work in progress	131,576	122,268
Solar and wind equipment, real estate properties and other, at cost	747,788	631,696
Construction work in progress	5,903	93,791
Total property, plant and equipment	3,009,193	2,955,130
Accumulated depreciation and amortization, utility plant	(470,444)	(467,702)
Accumulated depreciation and amortization, solar and wind equipment, real estate properties and other	(87,000)	(79,776)
Property, plant and equipment, net	2,451,749	2,407,652
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	46,875	37,546
Customer accounts receivable		
Billed	252,755	142,658
Unbilled revenues	47,648	5,744
Allowance for doubtful accounts	(4,916)	(4,865)
Regulatory assets	43,140	54,286
Gas in storage, at average cost	220,097	206,251
Materials and supplies, at average cost	10,886	10,778
Prepaid and accrued taxes	26,391	34,179
Derivatives, at fair value	50,215	29,964
Restricted broker margin accounts	79,118	47,644
Asset held for sale	7,660	7,660
Other	35,194	35,419
Total current assets	815,063	607,264
<b>NONCURRENT ASSETS</b>		
Investments in equity method investees	145,169	141,148
Regulatory assets	408,481	441,294
Derivatives, at fair value	3,660	5,227
Available for sale securities	64,447	55,789
Other	60,937	60,196
Total noncurrent assets	682,694	703,654
Total assets	\$ 3,949,506	\$ 3,718,570

See Notes to Unaudited Condensed Consolidated Financial Statements

New Jersey Resources Corporation  
Part I

ITEM 1. FINANCIAL STATEMENTS  
(Continued)

CAPITALIZATION AND LIABILITIES

(Thousands)	December 31, 2016	September 30, 2016
<b>CAPITALIZATION</b>		
Common stock, \$2.50 par value; authorized 150,000,000 shares; outstanding December 31, 2016 — 86,196,239; September 30, 2016 — 86,086,355	\$222,153	\$ 221,654
Premium on common stock	218,476	215,580
Accumulated other comprehensive (loss), net of tax	(9,323)	)(15,155 )
Treasury stock at cost and other; shares December 31, 2016 — 2,664,765; September 30, 2016 — 2,575,139	(84,450)	)(81,044 )
Retained earnings	838,505	825,556
Common stock equity	1,185,361	1,166,591
Long-term debt	1,026,682	1,055,038
Total capitalization	2,212,043	2,221,629
<b>CURRENT LIABILITIES</b>		
Current maturities of long-term debt	96,832	61,452
Short-term debt	284,600	121,700
Gas purchases payable	187,219	139,452
Gas purchases payable to related parties	1,155	1,150
Accounts payable and other	72,776	107,184
Dividends payable	21,980	21,975
Accrued taxes	1,246	1,080
Regulatory liabilities	12,120	9,469
New Jersey clean energy program	13,180	14,232
Derivatives, at fair value	93,080	61,080
Restricted broker margin accounts	5,294	—
Customers' credit balances and deposits	33,450	32,834
Total current liabilities	822,932	571,608
<b>NONCURRENT LIABILITIES</b>		
Deferred income taxes	490,017	473,847
Deferred investment tax credits	4,538	4,619
Deferred gain	28,317	28,519
Derivatives, at fair value	4,527	25,252
Manufactured gas plant remediation	168,506	172,000
Postemployment employee benefit liability	140,978	141,604
Regulatory liabilities	38,726	41,411
Asset retirement obligation	29,664	28,379
Other	9,258	9,702
Total noncurrent liabilities	914,531	925,333
Commitments and contingent liabilities (Note 12)		
Total capitalization and liabilities	\$ 3,949,506	\$ 3,718,570

See Notes to Unaudited Condensed Consolidated Financial Statements



New Jersey Resources Corporation  
Part I

## NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### 1. NATURE OF THE BUSINESS

New Jersey Resources Corporation provides regulated gas distribution services and operates certain unregulated businesses primarily through the following subsidiaries:

New Jersey Natural Gas Company provides natural gas utility service to approximately 525,500 retail customers in central and northern New Jersey and is subject to rate regulation by the BPU. NJNG comprises the Natural Gas Distribution segment;

NJR Clean Energy Ventures Corporation, the Company's clean energy subsidiary, comprises the Clean Energy Ventures segment and consists of the Company's capital investments in commercial and residential solar projects located throughout New Jersey and onshore wind investments in Montana, Iowa, Kansas, Wyoming and Pennsylvania;

NJR Energy Services Company comprises the Energy Services segment that maintains and transacts around a portfolio of natural gas storage and transportation capacity contracts and provides physical wholesale energy and energy management services in the U.S. and Canada;

NJR Midstream Holdings Corporation invests in energy-related ventures through its subsidiaries, NJR Steckman Ridge Storage Company, which holds the Company's 50 percent combined interest in Steckman Ridge, located in Pennsylvania, and NJR Pipeline Company, which holds the Company's 20 percent ownership interest in PennEast and NJNR Pipeline Company, which holds the Company's 1.84 million Common Units of Dominion Midstream Partners, L.P. The investments in Steckman Ridge, PennEast and DM comprise the Midstream segment; and

NJR Retail Holdings Corporation has two principal subsidiaries, NJR Home Services Company, which provides heating, central air conditioning, standby generators, solar and other indoor and outdoor comfort products to residential homes throughout New Jersey, and Commercial Realty & Resources Corporation, which owns commercial real estate. NJR Retail Holdings Corporation is included in Home Services and Other operations. NJR Energy Corporation, a subsidiary of CR&R, was dissolved on November 28, 2016, and all assets were moved to CR&R during the first quarter of fiscal 2017.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accompanying Unaudited Condensed Consolidated Financial Statements have been prepared by NJR in accordance with the rules and regulations of the SEC and GAAP. The September 30, 2016 Balance Sheet data is derived from the audited financial statements of the Company. These Unaudited Condensed Consolidated Financial Statements should be read in conjunction with the consolidated financial statements and the notes thereto included in NJR's 2016 Annual Report on Form 10-K.

The Unaudited Condensed Consolidated Financial Statements include the accounts of NJR and its subsidiaries. In the opinion of management, the accompanying Unaudited Condensed Consolidated Financial Statements reflect all adjustments necessary for a fair presentation of the results of the interim periods presented. These adjustments are of a normal and recurring nature. Because of the seasonal nature of NJR's utility and wholesale energy services operations, in addition to other factors, the financial results for the interim periods presented are not indicative of the results that are to be expected for the fiscal year ending September 30, 2017. Intercompany transactions and accounts have been



eliminated.

### Gas in Storage

The following table summarizes gas in storage, at average cost by company as of:

	December 31, 2016		September 30, 2016	
(\$ in thousands)	Gas in Storage	Bcf	Gas in Storage	Bcf
NJRES	\$ 163,393	62.9	\$ 130,493	62.0
NJNG	56,704	15.9	75,758	21.3
Total	\$ 220,097	78.8	\$ 206,251	83.3

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New Jersey Resources Corporation  
Part I

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Continued)

Sales Tax Accounting

Sales tax that is collected from customers is presented in both operating revenues and operating expenses on the Unaudited Condensed Consolidated Statements of Operations was \$11.2 million and \$7.2 million during the three months ended December 31, 2016 and 2015, respectively. Effective January 1, 2017, the New Jersey sales tax rate decreased from 7 percent to 6.875 percent.

Asset Held for Sale

NJR's subsidiary, CR&R, has committed to sell an approximately 56,400 square foot office building on five acres of land located in Monmouth County with a net book value of \$7.7 million. Since it is probable that the sale will be completed within the next 12 months, as of September 30, 2016, the Company has classified the property as held for sale in the Unaudited Condensed Consolidated Balance Sheets.

Available for Sale Securities

Included in available for sale securities on the Unaudited Condensed Consolidated Balance Sheets are investments in two publicly traded energy companies. The Company's available for sale securities had a fair value of \$64.4 million and \$55.8 million as of December 31, 2016 and September 30, 2016, respectively. Total unrealized gains associated with these investments are included as a part of accumulated other comprehensive income (loss), a component of common stock equity and were \$16.5 million, \$9.7 million after tax, and \$7.2 million, \$4.2 million after tax, as of December 31, 2016 and September 30, 2016, respectively.

During the three months ended December 31, 2016, NJR received proceeds of approximately \$3.2 million from the sale of available-for-sale securities and realized a pre-tax gain of \$2.6 million, which is included in other income in the Unaudited Condensed Consolidated Statements of Operations. Reclassifications of realized gains out of other comprehensive income into income are determined based on average cost.

Customer Accounts Receivable

Customer accounts receivable include outstanding billings from the following subsidiaries as of:

(Thousands)	December 31, 2016		September 30, 2016	
NJRES	\$ 173,708	69 %	\$ 102,884	72 %
NJNG <sup>(1)</sup>	71,404	28	30,951	22
NJRCEV	2,121	1	1,807	1
NJRHS and other	5,522	2	7,016	5
Total	\$ 252,755	100 %	\$ 142,658	100 %

<sup>(1)</sup> Does not include unbilled revenues of \$47.6 million and \$5.7 million as of December 31, 2016 and September 30, 2016, respectively.

Loans Receivable

NJNG provides loans, with terms ranging from two to 10 years, to customers that elect to purchase and install certain energy efficient equipment in accordance with its BPU-approved SAVEGREEN program. The loans are recognized at net present value on the Unaudited Condensed Consolidated Balance Sheets. The Company has recorded \$8.1 million and \$7.8 million in other current assets and \$40.3 million and \$39.5 million in other noncurrent assets as of December 31, 2016 and September 30, 2016, respectively, on the Unaudited Condensed Consolidated Balance Sheets, related to the loans.

NJNG's policy is to establish an allowance for doubtful accounts when loan balances are in arrears for more than 60 days. As of December 31, 2016 and September 30, 2016, there was no allowance for doubtful accounts established for the SAVEGREEN loans.

New Jersey Resources Corporation  
Part I

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Continued)

Recently Adopted Updates to the Accounting Standards Codification

Stock Compensation

In March 2016, the FASB issued ASU 2016-09, an amendment to ASC 718, Compensation - Stock Compensation, which simplifies several aspects of the accounting for employee share-based compensation, including the accounting for income taxes and forfeitures. The new guidance also increased the threshold for tax withholding to the maximum statutory rate, as applicable, to maintain equity classification and amended the classification of certain tax transactions within the statement of cash flows.

The Company elected to early adopt the amended guidance during the third quarter of fiscal 2016 and applied the new provisions as of the beginning of the year of adoption on a retrospective or prospective basis depending on each amendment's transition requirements. As such, effective October 1, 2015, NJR is recognizing forfeitures as they occur and is recognizing excess tax benefits (deficiencies) as a component of income tax (benefit) provision in its Unaudited Condensed Consolidated Statements of Operations on a prospective basis. All related information for prior periods has been adjusted throughout this report on a retrospective basis to reflect the effects of the adoption. See Note 11. Income Taxes for more information on these transactions.

In addition, the following amounts on the Unaudited Condensed Consolidated Financial Statements have been adjusted retrospectively, for the three months ended December 31, 2015:

(Thousands)	As Previously Reported	Effect of Change	As Adjusted
Statements of Operations			
Income tax provision	\$8,357	\$(1,635)	\$6,722
Net income	\$48,647	\$1,635	\$50,282
Earnings per common share			
Basic	\$0.57	\$0.02	\$0.59
Diluted	\$0.56	\$0.02	\$0.58
Cash flows (used in) operating activities			
Net income	\$48,647	\$1,635	\$50,282
Tax benefit from stock based compensation	\$—	\$1,635	\$1,635
Other noncurrent liabilities	\$4,401	\$(228 )	\$4,173
Net cash flows (used in) operating activities	\$(39,216 )	\$3,042	\$(36,174 )
Cash flows from financing activities			
Tax withholding payments related to net settled stock compensation	\$—	\$(3,042)	\$(3,042 )
Cash flows from financing activities	\$131,356	\$(3,042)	\$128,314

There was no impact to the Unaudited Condensed Consolidated Balance Sheets upon adoption of the new guidance.

In June 2014, the FASB issued ASU No. 2014-12, an amendment to ASC 718, Compensation - Stock Compensation, which clarifies the accounting for performance awards when the terms of the award provide that a performance target could be achieved after the requisite service period. The Company adopted the new guidance in the first quarter of fiscal 2017 and applied the new provisions on a prospective basis which did not impact its financial position, results of

operations or cash flows upon adoption.

#### Consolidation

In February 2015, the FASB issued ASU No. 2015-02, an amendment to ASC 810, Consolidation, which changes the consolidation analysis required under GAAP and reevaluates whether limited partnerships and similar entities must be consolidated. The Company adopted the new guidance in the first quarter of fiscal 2017 and applied the new provisions on a full retrospective basis, which did not impact its financial position, results of operations or cash flows upon adoption.

#### Interest

In April 2015, the FASB issued ASU No. 2015-03, an amendment to ASC 835, Interest - Imputation of Interest, which simplifies the presentation of debt issuance costs by requiring them to be presented on the balance sheet as a deduction from the carrying amount of the liability. The amendments do not affect the recognition and measurement guidance for debt issuance costs. In August 2015, the FASB issued ASU No. 2015-15, which clarified that the amendments contained within ASU No. 2015-03 do not require companies to modify their accounting for costs incurred in obtaining revolving credit facilities. The Company adopted

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the new guidance in the first quarter of fiscal 2017 and applied the new provisions on a full retrospective basis. Accordingly, as of December 31, 2016, the Company reclassified \$7.4 million and \$949,000 from other non-current assets to long-term debt and current maturities of long-term debt, respectively.

In addition, the following amounts on the Unaudited Condensed Consolidated Balance sheets have been adjusted, retrospectively, as of September 30, 2016.

(Thousands)	As Previously Reported	Effect of Change	As Adjusted
<b>Assets</b>			
Other noncurrent assets	\$68,708	\$(8,512)	\$60,196
Total noncurrent assets	\$712,166	\$(8,512)	\$703,654
Total assets	\$3,727,082	\$(8,512)	\$3,718,570
<b>Capitalization and Liabilities</b>			
Long-term debt	\$1,063,550	\$(8,512)	\$1,055,038
Total capitalization	\$2,230,141	\$(8,512)	\$2,221,629
Total capitalization and liabilities	\$3,727,082	\$(8,512)	\$3,718,570

#### Intangibles

In April 2015, the FASB issued ASU No. 2015-05, an amendment to ASC 350, Intangibles - Goodwill and Other - Internal-Use Software, which clarifies the accounting for fees in a cloud computing arrangement. The amendments provide guidance on how an entity should evaluate the accounting for fees paid in a cloud computing arrangement to determine whether an arrangement includes the sale or license of software. The Company adopted the new guidance in the first quarter of fiscal 2017 and applied the new provisions on a prospective basis, which did not impact its financial position, results of operations or cash flows upon adoption.

#### Other Recent Updates to the Accounting Standards Codification

##### Revenue

In May 2014, the FASB issued ASU No. 2014-09, and added Topic 606, Revenue from Contracts with Customers, to the ASC. ASC 606 supersedes ASC 605, Revenue Recognition, as well as most industry-specific guidance, and prescribes a single, comprehensive revenue recognition model designed to improve financial reporting comparability across entities, industries, jurisdictions and capital markets. In August 2015, the FASB issued ASU No. 2015-14, which defers the implementation of the new guidance for one year. The new guidance will become effective for the Company's fiscal year ending September 30, 2019, and interim periods within that year. The Company continues to evaluate the provisions of ASC 606 and monitor industry specific developments and interpretations, however, based on the review of customer contracts to date, it is not anticipating a material impact to its financial position, results of operations or cash flows upon adoption. Accordingly, the Company expects to transition to the new guidance using the modified retrospective approach.

##### Inventory

In July 2015, the FASB issued ASU No. 2015-11, an amendment to ASC 330, Inventory, which requires entities to measure most inventory “at the lower of cost or net realizable value,” thereby simplifying the current guidance under which an entity must measure inventory at the lower of cost or market. The guidance is effective for the Company’s fiscal year ending September 30, 2018, and interim periods within that year. Upon adoption, the amendments will be applied on a prospective basis. The Company is currently evaluating the amendment to understand the impact on its financial position, results of operations and cash flows upon adoption.

#### Financial Instruments

In January 2016, the FASB issued ASU 2016-01, an amendment to ASC 825, Financial Instruments, to address certain aspects of the recognition, measurement, presentation and disclosure of financial instruments. The standard affects investments in equity securities that do not result in consolidation and are not accounted for under the equity method and the presentation of certain fair value changes for financial liabilities measured at fair value. It also simplifies the impairment assessment of equity investments without a readily determinable fair value by requiring a qualitative assessment. The guidance is effective for the Company’s fiscal year ending September 30, 2019, and interim periods within that year. Upon adoption, the amendments will be

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applied on a modified-retrospective basis. The Company has evaluated the amendments and noted that, upon adoption, subsequent changes to the fair value of the Company's available for sale securities will be recorded in the statement of operations as opposed to other comprehensive income. The Company does not expect any other material impacts to its financial position, results of operations or cash flows upon adoption.

In June 2016, the FASB issued ASU 2016-13, an amendment to ASC 326, Financial Instruments - Credit Losses, which changes the impairment model for certain financial assets that have a contractual right to receive cash, including trade and loan receivables. The new model requires recognition based upon an estimation of expected credit losses rather than recognition of losses when it is probable that they have been incurred. The guidance is effective for the Company's fiscal year ending September 30, 2021, and interim periods within that year, with early adoption permitted. The Company is currently evaluating the amendments to understand the impact on its financial position, results of operations and cash flows upon adoption and will apply the new guidance to its trade and loan receivables on a modified retrospective basis.

#### Leases

In February 2016, the FASB issued ASU 2016-02, an amendment to ASC 842, Leases, which provides for a comprehensive overhaul of the lease accounting model and changes the definition of a lease within the accounting literature. Under the new standard, all leases with a term greater than one year will be recorded on the balance sheet. Amortization of the related asset will be accounted for using one of two approaches prescribed by the guidance. Additional disclosures will be required to allow the user to assess the amount, timing and uncertainty of cash flows arising from leasing activities. A modified retrospective transition approach is required for leases existing at the time of adoption. The guidance is effective for the Company's fiscal year ending September 30, 2020, and interim periods within that year, with early adoption permitted. The Company is currently evaluating the amendments to understand the impact on its financial position, results of operations and cash flows upon adoption.

#### Statement of Cash Flows

In August 2016, the FASB issued ASU No. 2016-15, an amendment to ASC 230, Statement of Cash Flows, which addresses eight specific cash flow issues for which there has been diversity in practice. The guidance is effective for the Company's fiscal year ending September 30, 2019, and interim periods within that year with early adoption permitted. Upon adoption, the amendments will be applied on a retrospective basis. The Company is currently evaluating the amendments to understand the impact on its consolidated statements of cash flows upon adoption.

#### Restricted Cash

In November 2016, the FASB issued ASU No. 2016-18, an amendment to ASC 230, Statement of Cash Flows, which requires that any amounts that are deemed to be restricted cash or restricted cash-equivalents be included in cash and cash-equivalent balances on the cash flow statement. Transfers between cash and restricted cash accounts will no longer be recognized within the statement of cash flows. The guidance is effective for the Company's fiscal year ending September 30, 2019, with early adoption permitted. Upon adoption, the amendments will be applied on a retrospective basis. Based on the Company's historical restricted cash balances, it does not expect any material impacts to its financial position, results of operations or cash flows upon adoption.



### 3. REGULATION

NJNG is subject to cost-based regulation, therefore, it is permitted to recover authorized operating expenses and earn a reasonable return on its utility capital investments based on the BPU's approval. The impact of the ratemaking process and decisions authorized by the BPU allows NJNG to capitalize or defer certain costs that are expected to be recovered from its customers as regulatory assets and to recognize certain obligations representing amounts that are probable future expenditures as regulatory liabilities in accordance with accounting guidance applicable to regulated operations.

NJNG's recovery of costs is facilitated through its base rates, BGSS and other regulatory tariff riders. NJNG is required to make an annual filing to the BPU by June 1 of each year for review of its BGSS, CIP and various other programs and related rates. Annual rate changes are requested to be effective at the beginning of the following fiscal year. In addition, NJNG is also permitted to request approval of certain rate or program changes on an interim basis. All rate and program changes are subject to proper notification and BPU review and approval.

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In September 2016, the BPU approved NJNG's base rate case, effective October 1, 2016, which included an increase in base rates in the amount of \$45 million. The base rate increase includes a return on common equity of 9.75 percent, a common equity ratio of 52.5 percent and a depreciation rate of 2.4 percent. The approval also included the five-year extension of SAFE II, rate recovery of NJ RISE capital investment costs through June 30, 2016, recovery of NJNG's SAFE I, NGV and LNG capital investments and recovery of other costs previously deferred in regulatory assets.

Regulatory assets and liabilities included on the Unaudited Condensed Consolidated Balance Sheets are comprised of the following:

(Thousands)	December 31, September 30, 2016                      2016	
Regulatory assets-current		
Conservation Incentive Program	\$ 28,662	\$ 36,957
New Jersey Clean Energy Program	13,180	14,232
Underrecovered gas costs	1,298	—
Derivatives at fair value, net	—	3,097
Total current regulatory assets	\$ 43,140	\$ 54,286
Regulatory assets-noncurrent		
Environmental remediation costs		
Expended, net of recoveries	\$ 20,025	\$ 19,595
Liability for future expenditures	168,506	172,000
Deferred income taxes	20,599	20,273
Derivatives at fair value, net	2,702	23,384
SAVEGREEN	22,060	25,208
Postemployment and other benefit costs	154,221	157,027
Deferred Superstorm Sandy costs	14,659	15,201
Other noncurrent regulatory assets	5,709	8,606
Total noncurrent regulatory assets	\$ 408,481	\$ 441,294
Regulatory liability-current		
Overrecovered gas costs	\$ —	\$ 9,469
Derivatives at fair value, net	12,120	—
Total current regulatory liabilities	\$ 12,120	\$ 9,469
Regulatory liabilities-noncurrent		
Cost of removal obligation	\$ 25,318	\$ 30,549
New Jersey Clean Energy Program	12,659	10,657
Other noncurrent regulatory liabilities	749	205
Total noncurrent regulatory liabilities	\$ 38,726	\$ 41,411

#### 4. DERIVATIVE INSTRUMENTS

The Company is subject to commodity price risk due to fluctuations in the market price of natural gas, SRECs and electricity. To manage this risk, the Company enters into a variety of derivative instruments including, but not limited to, futures contracts, physical forward contracts, financial options and swaps to economically hedge the commodity price risk associated with its existing and anticipated commitments to purchase and sell natural gas, SRECs and electricity. In addition, the Company may utilize foreign currency derivatives to hedge Canadian dollar denominated

gas purchases and/or sales. Therefore, the Company's primary underlying risks include commodity prices, interest rates and foreign currency. These contracts are accounted for as derivatives. Accordingly, all of the financial and certain of the Company's physical derivative instruments are recorded at fair value on the Unaudited Condensed Consolidated Balance Sheets. For a more detailed discussion of the Company's fair value measurement policies and level disclosures associated with NJR's derivative instruments, see Note 5. Fair Value.

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NJRES

Since NJRES chooses not to designate its financial commodity and physical forward commodity derivatives as accounting hedges or to elect NPNS, the changes in the fair value of these derivatives are recorded as a component of gas purchases or operating revenues, as appropriate for NJRES, on the Unaudited Condensed Consolidated Statements of Operations as unrealized gains or (losses). For NJRES at settlement, realized gains and (losses) on all financial derivative instruments are recognized as a component of gas purchases and realized gains and (losses) on all physical derivatives follow the presentation of the related unrealized gains and (losses) as a component of either gas purchases or operating revenues.

NJRES also enters into natural gas transactions in Canada and, consequently, is exposed to fluctuations in the value of Canadian currency relative to the U.S. dollar. NJRES may utilize foreign currency derivatives to lock in the exchange rate associated with natural gas transactions denominated in Canadian currency. The derivatives may include currency forwards, futures, or swaps and are accounted for as derivatives. These derivatives are typically used to hedge demand fee payments on pipeline capacity, storage and gas purchase agreements. Accordingly, changes in the fair value of foreign exchange contracts are recognized in gas purchases on the Unaudited Condensed Consolidated Statements of Operations. For transactions occurring on or before December 31, 2015, NJRES' foreign exchange contracts were designated as cash flow hedges, and the effective portion of the hedges were recorded in OCI.

As a result of NJRES entering into transactions to borrow natural gas, commonly referred to as "park and loans," an embedded derivative is recognized relating to differences between the fair value of the amount borrowed and the fair value of the amount that will ultimately be repaid, based on changes in the forward price for natural gas prices at the borrowed location over the contract term. This embedded derivative is accounted for as a forward sale in the month in which the repayment of the borrowed gas is expected to occur, and is considered a derivative transaction that is recorded at fair value on the Unaudited Condensed Consolidated Balance Sheets, with changes in value recognized in current period earnings.

Expected production of SRECs is hedged through the use of forward and futures contracts. All contracts require the Company to physically deliver SRECs through the transfer of certificates as per contractual settlement schedules. The Company applies NPNS accounting to SREC forward and futures contracts entered into on or before December 31, 2015. Effective for contracts executed January 1, 2016, and on a prospective basis, NJRES no longer elects NPNS accounting treatment on all SREC forward sales contracts and recognizes changes in the fair value of these derivatives as a component of operating revenues. Upon settlement of the contract, the related revenue is recognized when the SREC is transferred to the counterparty.

NPNS is a contract-by-contract election and, where it makes sense to do so, we can and may elect certain contracts to be normal.

NJNG

Changes in fair value of NJNG's financial commodity derivatives are recorded as a component of regulatory assets or liabilities on the Unaudited Condensed Consolidated Balance Sheets. The Company elects NPNS accounting treatment on all physical commodity contracts that NJNG entered into on or before December 31, 2015, and accounts for these contracts on an accrual basis. Accordingly, physical natural gas purchases are recognized in regulatory assets

or liabilities on the Unaudited Condensed Consolidated Balance Sheets when the contract settles and the natural gas is delivered. The average cost of natural gas is charged to expense in the current period earnings based on the BGSS factor times the therm sales. Effective for contracts executed January 1, 2016, and on a prospective basis, NJNG no longer elects NPNS accounting treatment on all physical forward commodity contracts. However, since NPNS is a contract-by-contract election, where it makes sense to do so, we can and may elect certain contracts to be normal. Because NJNG recovers these amounts through future BGSS rates as increases or decreases to the cost of natural gas in NJNG's tariff for gas service, the changes in fair value of these contracts are deferred as a component of regulatory assets or liabilities on the Unaudited Condensed Consolidated Balance Sheets.

In an April 2014 BPU Order, NJNG received regulatory approval to enter into interest rate risk management transactions related to long-term debt securities. On June 1, 2015, NJNG entered into a treasury lock transaction to fix a benchmark treasury rate of 3.26 percent associated with a forecasted \$125 million debt issuance expected in May 2018. This forecasted debt issuance coincides with the maturity of NJNG's existing \$125 million, 5.6 percent notes due May 15, 2018. The change in fair value of NJNG's treasury lock agreement is recorded as a component of regulatory assets or liabilities on the Unaudited Condensed Consolidated Balance Sheets since NJNG believes that the market value upon settlement will be recovered in future rates. Upon settlement, any gain or loss will be amortized into earnings over the life of the future underlying debt issuance.

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## Fair Value of Derivatives

The following table reflects the fair value of NJR's derivative assets and liabilities recognized on the Unaudited Condensed Consolidated Balance Sheets as of:

(Thousands)	Balance Sheet Location	Fair Value		Fair Value	
		December 31, 2016	September 30, 2016	December 31, 2016	September 30, 2016
		Asset Derivatives	Liability Derivatives	Asset Derivatives	Liability Derivatives
Derivatives not designated as hedging instruments:					
NJNG:					
Physical commodity contracts	Derivatives - current	\$ 1,181	\$ 76	\$ 235	\$ 1,154
Financial commodity contracts	Derivatives - current	13,931	2,919	805	2,979
	Derivatives - noncurrent	—	—	75	386
Interest rate contracts	Derivatives - noncurrent	—	2,702	—	23,073
NJRES:					
Physical commodity contracts	Derivatives - current	5,477	5,978	5,994	11,660
	Derivatives - noncurrent	2,192	1,193	3,987	1,212
Financial commodity contracts	Derivatives - current	29,626	84,016	22,929	45,255
	Derivatives - noncurrent	1,468	632	1,165	581
Foreign currency contracts	Derivatives - current	—	91	1	32
Fair value of derivatives not designated as hedging instruments		\$ 53,875	\$ 97,607	\$ 35,191	\$ 86,332
Total fair value of derivatives		\$ 53,875	\$ 97,607	\$ 35,191	\$ 86,332

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Offsetting of Derivatives

NJR transacts under master netting arrangements or equivalent agreements that allow it to offset derivative assets and liabilities with the same counterparty. However, NJR's policy is to present its derivative assets and liabilities on a gross basis at the contract level unit of account on the Unaudited Condensed Consolidated Balance Sheets. The following table summarizes the reported gross amounts, the amounts that NJR has the right to offset but elects not to, financial collateral, as well as the net amounts NJR could present on the Unaudited Condensed Consolidated Balance Sheets but elects not to.

(Thousands)	Amounts Presented in Balance Sheets <sup>(1)</sup>	Offsetting Derivative Instruments <sup>(2)</sup>	Financial Collateral Received/Pledged <sup>(3)</sup>	Net Amounts <sup>(4)</sup>
As of December 31, 2016:				
Derivative assets:				
NJRES				
Physical commodity contracts	\$ 7,669	\$(3,278 )	\$ (200 )	\$ 4,191
Financial commodity contracts	31,094	(31,094 )	—	—
Total NJRES	\$ 38,763	\$(34,372 )	\$ (200 )	\$ 4,191
NJNG				
Physical commodity contracts	\$ 1,181	\$(4 )	\$ —	\$ 1,177
Financial commodity contracts	13,931	(2,919 )	(4,205 )	6,807
Total NJNG	\$ 15,112	\$(2,923 )	\$ (4,205 )	\$ 7,984
Derivative liabilities:				
NJRES				
Physical commodity contracts	\$ 7,171	\$(3,278 )	\$ —	\$ 3,893
Financial commodity contracts	84,648	(31,093 )	(53,555 )	—
Foreign currency contracts	91	—	—	91
Total NJRES	\$ 91,910	\$(34,371 )	\$ (53,555 )	\$ 3,984
NJNG				
Physical commodity contracts	\$ 76	\$(4 )	\$ —	\$ 72
Financial commodity contracts	2,919	(2,919 )	—	—
Interest rate contracts	2,702	—	—	2,702
Total NJNG	\$ 5,697	\$(2,923 )	\$ —	\$ 2,774
As of September 30, 2016:				
Derivative assets:				
NJRES				
Physical commodity contracts	\$ 9,981	\$(2,837 )	\$ (755 )	\$ 6,389
Financial commodity contracts	24,094	(17,945 )	(6,149 )	—
Foreign currency contracts	1	(1 )	—	—
Total NJRES	\$ 34,076	\$(20,783 )	\$ (6,904 )	\$ 6,389
NJNG				
Physical commodity contracts	\$ 235	\$(31 )	\$ —	\$ 204
Financial commodity contracts	880	(880 )	—	—

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Total NJNG	\$ 1,115	\$(911	) \$ —	\$ 204
Derivative liabilities:				
NJRES				
Physical commodity contracts	\$ 12,872	\$(2,837	) \$ 1,200	\$ 11,235
Financial commodity contracts	45,836	(17,945	) (27,891	) —
Foreign currency contracts	32	(1	) —	31
Total NJRES	\$ 58,740	\$(20,783	) \$ (26,691	) \$ 11,266
NJNG				
Physical commodity contracts	\$ 1,154	\$(31	) \$ —	\$ 1,123
Financial commodity contracts	3,365	(880	) (2,485	) —
Interest rate contracts	23,073	—	—	23,073
Total NJNG	\$ 27,592	\$(911	) \$ (2,485	) \$ 24,196

- (1) Derivative assets and liabilities are presented on a gross basis in the balance sheet as the Company does not elect balance sheet offsetting under ASC 210-20.
- (2) Includes transactions with NAESB netting election, transactions held by FCMs with net margining and transactions with ISDA netting.
- (3) Financial collateral includes cash balances at FCMs as well as cash received from or pledged to other counterparties.
- (4) Net amounts represent presentation of derivative assets and liabilities if the Company were to elect balance sheet offsetting under ASC 210-20.



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NJRES utilizes financial derivatives to economically hedge the gross margin associated with the purchase of physical gas to be used for storage injection and its subsequent sale at a later date. The gains or (losses) on the financial transactions that are economic hedges of the cost of the purchased gas are recognized prior to the gains or (losses) on the physical transaction, which are recognized in earnings when the natural gas is delivered. Therefore, mismatches between the timing of the recognition of realized gains or (losses) on the financial derivative instruments and gains or (losses) associated with the actual sale of the natural gas that is being economically hedged along with fair value changes in derivative instruments creates volatility in the results of NJRES, although the Company's intended economic results relating to the entire transaction are unaffected.

The following table reflects the effect of derivative instruments on the Unaudited Condensed Consolidated Statements of Operations as of:

(Thousands)	Location of gain (loss) recognized in income on derivatives	Amount of gain (loss) recognized in income on derivatives	
		Three Months Ended December 31, 2016	2015
Derivatives not designated as hedging instruments: NJRES:			
Physical commodity contracts	Operating revenues	\$ 1,743	\$ 11,874
Physical commodity contracts	Gas purchases	(8,799 )	(21,237 )
Financial commodity contracts	Gas purchases	(30,611 )	41,276
Foreign currency contracts	Gas purchases	(86 )	—
Total unrealized and realized (losses) gains		\$ (37,753 )	\$ 31,913

NJRES designated its foreign exchange contracts entered into prior to January 1, 2016, as cash flow hedges and, as a result, changes in fair value of the effective portion of the hedges were recorded in OCI and, upon settlement of the contracts, realized gains and (losses) were reclassified from AOCI to gas purchases on the Unaudited Condensed Consolidated Statements of Operations. The following table reflects the effect of derivative instruments that were designated as cash flow hedges on OCI during the three months ended December 31, 2015:

(Thousands)	Amount of	Amount of
	Gain or (Loss) Recognized in OCI on Derivatives (Effective Portion)	Gain or (Loss) Reclassified from OCI into Income (Effective Portion)
Foreign currency contracts	\$ (64 )	\$ 12

NJNG's derivative contracts are part of the Company's risk management activities that relate to its natural gas purchases, BGSS incentive programs and debt financing. These transactions are entered into pursuant to regulatory approval. At settlement, the resulting gains and/or losses are payable to or recoverable from utility customers and are

deferred in regulatory assets or liabilities resulting in no impact to earnings.

The following table reflects the gains (losses) associated with NJNG's derivative instruments as of:

(Thousands)	Three Months Ended December 31,	
	2016	2015
NJNG:		
Physical commodity contracts	\$1,050	\$—
Financial commodity contracts	11,178	(5,635 )
Interest rate contracts	20,371	2,366
Total unrealized and realized gains (losses)	\$32,599	\$(3,269)

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NJNG and NJRES had the following outstanding long (short) derivatives as of:

	Volume (Bcf)	
	December 31, September 30,	
	2016	2016
NJNG Futures	24.3	23.6
Physical	4.4	9.2
NJRES Futures	(76.4)	(79.1)
Options	0.5	1.2
Physical	70.4	94.6

Not included in the previous table are NJRES' gross notional amount of foreign currency transactions of approximately \$3.7 million, NJNG's treasury lock agreement as previously discussed and 179,000 SRECs at NJRES that are open as of December 31, 2016.

#### Broker Margin

Generally, exchange-traded futures contracts require posted collateral, referred to as margin, usually in the form of cash. The amount of margin required is comprised of a fixed initial amount based on exchange requirements and a variable amount based on a daily mark-to-market. The Company maintains separate broker margin accounts for NJNG and NJRES. The balances by company, are as follows:

(Thousands) Balance Sheet Location		December 31, September 30,	
		2016	2016
NJNG	Broker margin - Current assets	\$ —	\$ 4,822
	Broker margin - Current (liabilities)	\$ (5,294)	\$ —
NJRES	Broker margin - Current assets	\$ 79,118	\$ 42,822

We are assessing the impact of rulebook changes that became effective in January 2017 at the CME and other exchanges whereby contracts will now be referred to as settled-to-market, rather than collateralized-to-market contracts and may have different balance sheet presentation for the associated variation margin. Presently, variation margin is reported on the Unaudited Condensed Consolidated Balance Sheets as restricted broker margin accounts. The CME rulebook changes may require us to consider variation margin as a single unit of account, as a settlement payment on the derivative, to be reported on the Unaudited Condensed Consolidated Balance Sheets as derivatives, at fair value.

#### Wholesale Credit Risk

NJNG, NJRES and NJRCEV are exposed to credit risk as a result of their sales/wholesale marketing activities. As a result of the inherent volatility in the prices of natural gas commodities, derivatives, SRECs, electricity and RECs, the market value of contractual positions with individual counterparties could exceed established credit limits or collateral provided by those counterparties. If a counterparty fails to perform the obligations under its contract (e.g., failed to deliver or pay for natural gas, SRECs, electricity or RECs), then the Company could sustain a loss.

NJR monitors and manages the credit risk of its wholesale operations through credit policies and procedures that management believes reduce overall credit risk. These policies include a review and evaluation of current and

prospective counterparties' financial statements and/or credit ratings, daily monitoring of counterparties' credit limits and exposure, daily communication with traders regarding credit status and the use of credit mitigation measures, such as collateral requirements and netting agreements. Examples of collateral include letters of credit and cash received for either prepayment or margin deposit. Collateral may be requested due to NJR's election not to extend credit or because exposure exceeds defined thresholds. Most of NJR's wholesale marketing contracts contain standard netting provisions. These contracts include those governed by ISDA and the NAESB. The netting provisions refer to payment netting, whereby receivables and payables with the same counterparty are offset and the resulting net amount is paid to the party to which it is due.

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Internally-rated exposure applies to counterparties that are not rated by S&P or Moody's. In these cases, the counterparty's or guarantor's financial statements are reviewed, and similar methodologies and ratios used by S&P and/or Moody's are applied to arrive at a substitute rating. Gross credit exposure is defined as the unrealized fair value of physical and financial derivative commodity contracts, plus any outstanding wholesale receivable for the value of natural gas delivered and/or financial derivative commodity contract that has settled for which payment has not yet been received.

The following is a summary of gross credit exposures grouped by investment and noninvestment grade counterparties, as of December 31, 2016. The amounts presented below have not been reduced by any collateral received or netting and exclude accounts receivable for NJNG retail natural gas sales and services and NJRCEV residential solar installations.

(Thousands)	Gross Credit Exposure
Investment grade	\$200,025
Noninvestment grade	40,457
Internally rated investment grade	14,769
Internally rated noninvestment grade	23,082
Total	\$278,333

Conversely, certain of NJNG's and NJRES' derivative instruments are linked to agreements containing provisions that would require cash collateral payments from the Company if certain events occur. These provisions vary based upon the terms in individual counterparty agreements and can result in cash payments if NJNG's credit rating were to fall below its current level. NJNG's credit rating, with respect to S&P, reflects the overall corporate credit profile of NJR. Specifically, most, but not all, of these additional payments will be triggered if NJNG's debt is downgraded by the major credit agencies, regardless of investment grade status. In addition, some of these agreements include threshold amounts that would result in additional collateral payments if the values of derivative liabilities were to exceed the maximum values provided for in relevant counterparty agreements. Other provisions include payment features that are not specifically linked to ratings, but are based on certain financial metrics.

Collateral amounts associated with any of these conditions are determined based on a sliding scale and are contingent upon the degree to which the Company's credit rating and/or financial metrics deteriorate, and the extent to which liability amounts exceed applicable threshold limits. The aggregate fair value of all derivative instruments with credit-risk-related contingent features that were in a liability position on December 31, 2016 and September 30, 2016, was \$2.7 million and \$23.1 million, respectively, for which the Company had not posted collateral. If all thresholds related to the credit-risk-related contingent features underlying these agreements had been invoked on December 31, 2016 and September 30, 2016, the Company would have been required to post an additional \$2.7 million and \$23.1 million, respectively, to its counterparties. These amounts differ from the respective net derivative liabilities reflected on the Unaudited Condensed Consolidated Balance Sheets because the agreements also include clauses, commonly known as "Rights of Offset," that would permit the Company to offset its derivative assets against its derivative liabilities for determining additional collateral to be posted, as previously discussed.

## 5. FAIR VALUE

## Fair Value of Assets and Liabilities

The fair value of cash and cash equivalents, accounts receivable, current loan receivables, accounts payable, commercial paper and borrowings under revolving credit facilities are estimated to equal their carrying amounts due to the short maturity of those instruments. Non-current loan receivables are recorded based on what the Company expects to receive, which approximates fair value. The Company regularly evaluates the credit quality and collection profile of its customers to approximate fair value.

The estimated fair value of long-term debt at NJNG and NJR, including current maturities, excluding capital leases and debt issuance costs, is as follows:

(Thousands)	December 31,	September 30,
	2016	2016
Carrying value <sup>(1)</sup>	\$ 1,082,845	\$ 1,082,845
Fair market value	\$ 1,079,431	\$ 1,131,077

<sup>(1)</sup> Excludes capital leases of \$49 million and \$42.2 million as of December 31, 2016 and September 30, 2016, respectively.

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NJR utilizes a discounted cash flow method to determine the fair value of its debt. Inputs include observable municipal and corporate yields, as appropriate for the maturity of the specific issue and the Company's credit rating. As of December 31, 2016, NJR discloses its debt within Level 2 of the fair value hierarchy.

Fair Value Hierarchy

NJR applies fair value measurement guidance to its financial assets and liabilities, as appropriate, which include financial derivatives and physical commodity contracts qualifying as derivatives, available for sale securities and other financial assets and liabilities. In addition, authoritative accounting literature prescribes the use of a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value based on the source of the data used to develop the price inputs. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities and the lowest priority to inputs that are based on unobservable market data and include the following:

Level 1 Unadjusted quoted prices for identical assets or liabilities in active markets. NJR's Level 1 assets and liabilities include exchange traded natural gas futures and options contracts, listed equities and money market funds. Exchange traded futures and options contracts include all energy contracts traded on the NYMEX, CME and ICE that NJR refers internally to as basis swaps, fixed swaps, futures and financial options that are cleared through a FCM.

Level 2 Other significant observable inputs such as interest rates or price data, including both commodity and basis pricing that is observed either directly or indirectly from publications or pricing services. NJR's Level 2 assets and liabilities include over-the-counter physical forward commodity contracts and swap contracts, SREC forward sales or derivatives that are initially valued using observable quotes and are subsequently adjusted to include time value, credit risk or estimated transport pricing components for which no basis price is available. Level 2 financial derivatives consist of transactions with non-FCM counterparties (basis swaps, fixed swaps and/or options). NJNG's treasury lock is also considered Level 2 as valuation is based on quoted market interest and swap rates as inputs to the valuation model. Inputs are verifiable and do not require significant management judgment. For some physical commodity contracts the Company utilizes transportation tariff rates that are publicly available and that it considers to be observable inputs that are equivalent to market data received from an independent source. There are no significant judgments or adjustments applied to the transportation tariff inputs and no market perspective is required. Even if the transportation tariff input were considered to be a "model," it would still be considered to be a Level 2 input as the data is:

- widely accepted and public;
- non-proprietary and sourced from an independent third party; and
- observable and published.

These additional adjustments are generally not considered to be significant to the ultimate recognized values.

Level 3 Inputs derived from a significant amount of unobservable market data. These include NJR's best estimate of fair value and are derived primarily through the use of internal valuation methodologies.





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Assets and liabilities measured at fair value on a recurring basis are summarized as follows:

(Thousands)	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
As of December 31, 2016:				
Assets:				
Physical commodity contracts	\$—	\$ 8,850	\$ —	\$ 8,850
Financial commodity contracts	45,025	—	—	45,025
Available for sale equity securities - energy industry	64,447	—	—	64,447
Other <sup>(1)</sup>	33,614	—	—	33,614
Total assets at fair value	\$ 143,086	\$ 8,850	\$ —	\$ 151,936
Liabilities:				
Physical commodity contracts	\$—	\$ 7,247	\$ —	\$ 7,247
Financial commodity contracts	87,567	—	—	87,567
Financial commodity contracts - foreign exchange	—	91	—	91
Interest rate contracts	—	2,702	—	2,702
Total liabilities at fair value	\$ 87,567	\$ 10,040	\$ —	\$ 97,607
As of September 30, 2016:				
Assets:				
Physical commodity contracts	\$—	\$ 10,216	\$ —	\$ 10,216
Financial commodity contracts	24,974	—	—	24,974
Financial commodity contracts - foreign exchange	—	1	—	1
Available for sale equity securities - energy industry	55,789	—	—	55,789
Other <sup>(1)</sup>	35,516	—	—	35,516
Total assets at fair value	\$ 116,279	\$ 10,217	\$ —	\$ 126,496
Liabilities:				
Physical commodity contracts	\$—	\$ 14,026	\$ —	\$ 14,026
Financial commodity contracts	49,201	—	—	49,201
Financial commodity contracts - foreign exchange	—	32	—	32
Interest rate contracts	—	23,073	—	23,073
Total liabilities at fair value	\$ 49,201	\$ 37,131	\$ —	\$ 86,332

(1) Includes various money market funds.

## 6. INVESTMENTS IN EQUITY METHOD INVESTEES

NJR's investments in equity method investees includes the following as of:

(Thousands)	December 31, 2016	September 30, 2016
Steckman Ridge <sup>(1)</sup>	\$ 122,431	\$ 123,155

PennEast	22,738	17,993
Total	\$ 145,169	\$ 141,148

(1) Includes loans with a total outstanding principal balance of \$70.4 million for both December 31, 2016 and September 30, 2016. The loans accrue interest at a variable rate that resets quarterly and are due October 1, 2023.

NJR, through a subsidiary, NJR Pipeline Company, formed PennEast with five other investors, and plans to construct and operate a 120-mile pipeline that will extend from northeast Pennsylvania to western New Jersey, which is estimated to be in service by the first quarter of fiscal 2019.

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NJRES and NJNG have entered into storage and park and loan agreements with Steckman Ridge. In addition, NJNG has entered into a precedent capacity agreement with PennEast. See Note 14. Related Party Transactions for more information on these intercompany transactions.

## 7. EARNINGS PER SHARE

The following table presents the calculation of the Company's basic and diluted earnings per share for:

(Thousands, except per share amounts)	Three Months Ended December 31,	
	2016	2015
Net income, as reported	\$34,929	\$50,282
Basic earnings per share		
Weighted average shares of common stock outstanding-basic	86,084	85,675
Basic earnings per common share	\$0.41	\$0.59
Diluted earnings per share		
Weighted average shares of common stock outstanding-basic	86,084	85,675
Incremental shares <sup>(1)</sup>	771	1,001
Weighted average shares of common stock outstanding-diluted	86,855	86,676
Diluted earnings per common share <sup>(2)</sup>	\$0.40	\$0.58

(1) Incremental shares consist primarily of unvested stock awards and performance shares.

(2) There were no anti-dilutive shares excluded from the calculation of diluted earnings per share for the three months ended December 31, 2016 and 2015.

## 8. COMMON STOCK EQUITY

Changes in common stock equity during the three months ended December 31, 2016, were as follows:

(Thousands)	Number of Shares	Common Stock	Premium on Common Stock	Accumulated Other Comprehensive (Loss) Income	Treasury Stock And Other	Retained Earnings	Total
Balance at September 30, 2016	86,086	\$221,654	\$215,580	\$ (15,155 )	\$(81,044)	\$825,556	\$1,166,591
Net income						34,929	34,929
Other comprehensive income				5,832			5,832
Common stock issued:							
Incentive plan	200	499	3,779				4,278
Dividend reinvestment plan <sup>(1)</sup>	139		(883 )		5,502		4,619
Cash dividend declared (\$.255 per share)						(21,980 )	(21,980 )
Treasury stock and other	(229 )		—		(8,908 )		(8,908 )
Balance at December 31, 2016	86,196	\$222,153	\$218,476	\$ (9,323 )	\$(84,450)	\$838,505	\$1,185,361

(1) The DRP allows NJR, at its option, to use newly issued shares to raise capital. There were no new shares issued through the waiver discount feature during fiscal 2017.

NJR satisfies its external common equity requirements, if any, through issuances of its common stock, including the proceeds from stock issuances under its DRP. The DRP allows NJR, at its option, to use treasury shares or newly issued shares to raise capital. In December 2015, NJR registered 5 million shares of NJR common stock for issuance under the DRP. NJR raised \$4.6 million and \$3.8 million of equity through the DRP, by issuing approximately 139,000 and 127,000 shares of treasury stock, during the three months ended December 31, 2016 and 2015, respectively.

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Accumulated Other Comprehensive Income (Loss)

The following table presents the changes in the components of accumulated other comprehensive income (loss), net of related tax effects:

(Thousands)	Available Cash for Sale	Flow Hedges	Postemployment Benefit Obligation	Total
Balance at September 30, 2016	\$4,198	\$—	\$(19,353 )	\$(15,155)
Other comprehensive income, net of tax				
Other comprehensive income, before reclassifications, net of tax of \$(4,840), \$0, \$0, \$(4,840)	7,042	—	—	7,042
Amounts reclassified from accumulated other comprehensive income, net of tax of \$1,054, \$0, \$(217), \$837	(1,527 )	—	317	(2) (1,210 )
Net current-period other comprehensive income, net of tax of \$(3,786), \$0, \$(217), \$(4,003)	5,515	—	317	5,832
Balance at December 31, 2016	\$9,713	\$—	\$(19,036 )	\$(9,323 )
Balance as of September 30, 2015	\$6,385	\$—	\$(15,779 )	\$(9,394 )
Other comprehensive income (loss), net of tax				
Other comprehensive income (loss), before reclassifications, net of tax of \$(2,614), \$23, \$0, \$(2,591)	3,701	(41 )	—	3,660
Amounts reclassified from accumulated other comprehensive income, net of tax of \$0, (\$4), (\$174), (\$178)	—	8	(1) 256	(2) 264
Net current-period other comprehensive income, net of tax of \$(2,614), \$19, \$(174), \$(2,769)	3,701	(33 )	256	3,924
Balance as of December 31, 2015	\$10,086	\$(33)	\$(15,523 )	\$(5,470 )

(1) Consists of realized losses related to foreign currency derivatives, which are reclassified to gas purchases on the Unaudited Condensed Consolidated Statements of Operations.

(2) Included in the computation of net periodic pension cost, a component of operations and maintenance expense on the Unaudited Condensed Consolidated Statements of Operations.

9. DEBT

NJR and NJNG finance working capital requirements and capital expenditures through various short-term debt and long-term financing arrangements, including a commercial paper program, committed unsecured credit facilities and private placement debt shelf facilities.

Credit Facilities

A summary of NJR's credit facility and NJNG's commercial paper program and credit facility are as follows:

(Thousands)	December 31, 2016	September 30, 2016	Expiration Dates
NJR			
Bank revolving credit facilities <sup>(1)</sup>	\$ 425,000	\$ 425,000	

				September 2020
Notes outstanding at end of period	\$ 284,600		\$ 121,700	
Weighted average interest rate at end of period	1.54	%	1.43	%
Amount available at end of period <sup>(2)</sup>	\$ 126,010		\$ 288,910	
NJNG				
Bank revolving credit facilities <sup>(1)</sup>	\$ 250,000		\$ 250,000	May 2019
Commercial paper outstanding at end of period	\$ —		\$ —	
Weighted average interest rate at end of period	—	%	—	%
Amount available at end of period <sup>(4)</sup>	\$ 249,269		\$ 249,269	

(1) Committed credit facilities, which require commitment fees on the unused amounts.

(2) Letters of credit outstanding total \$14.4 million for both December 31, 2016 and September 30, 2016, which reduces amount available by the same amount.

(3) Uncommitted credit facilities, which require no commitment fees.

(4) Letters of credit outstanding total \$731,000 for both December 31, 2016 and September 30, 2016, which reduces the amount available by the same amount.

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Amounts available under credit facilities are reduced by bank or commercial paper borrowings, as applicable, and any outstanding letters of credit. Neither NJNG nor the results of its operations are obligated or pledged to support the NJR credit or debt shelf facilities.

Long-term Debt

NJNG

In December 2016, the Company decided to call and purchase, in lieu of redemption, three FMBs. As a result, the \$10.3 million, 4.5 percent Series II, the \$10.5 million, 4.6 percent Series JJ and the \$15 million, 4.9 percent Series KK bonds have been reclassified to current maturities of long-term debt on the Unaudited Condensed Consolidated Balance Sheets as of December 31, 2016. On January 17, 2017, the Company completed the purchase of the three FMBs.

NJNG received \$9.6 million and \$7.1 million in December 2016 and 2015, respectively, in connection with the sale-leaseback of its natural gas meters. NJNG records a capital lease obligation that is paid over the term of the lease and has the option to purchase the meters back at fair value upon expiration of the lease. During the first quarter of fiscal 2017, NJNG exercised early purchase options with respect to meter leases by making final principal payments of \$1 million. NJNG did not exercise early purchase options during the first quarter of fiscal 2016.

10. EMPLOYEE BENEFIT PLANS

Pension and Other Postemployment Benefit Plans

The components of the net periodic cost for pension benefits, including the Company's Pension Equalization Plan, and OPEB costs (principally health care and life insurance) for employees and covered dependents were as follows:

	Pension		OPEB	
	Three Months		Three Months	
	Ended		Ended	
	December 31,		December 31,	
(Thousands)	2016	2015	2016	2015
Service cost	\$2,087	\$1,898	\$1,095	\$1,130
Interest cost	2,443	2,836	1,386	1,564
Expected return on plan assets	(4,828)	(5,029)	(1,192)	(1,211)
Recognized actuarial loss	2,207	1,820	1,093	819
Prior service cost amortization	27	28	(91)	(91)
Net periodic benefit cost	\$1,936	\$1,553	\$2,291	\$2,211

The Company made a discretionary contribution of \$30 million during the first quarter of fiscal 2016, to improve the funded status of the pension plans based on then current actuarial assumptions, which included the adoption of the most recent mortality table. The Company does not expect to be required to make additional contributions to fund the pension plans during fiscal 2017 or 2018 based on current actuarial assumptions; however, funding requirements are uncertain and can depend significantly on changes in actuarial assumptions, returns on plan assets and changes in the demographics of eligible employees and covered dependents. In addition, as in the past, the Company may elect to

make contributions in excess of the minimum required amount to the plans. There were no discretionary contributions made during the three months ended December 31, 2016.

#### 11. INCOME TAXES

NJR evaluates its tax positions to determine the appropriate accounting and recognition of potential future obligations associated with unrecognized tax benefits. During the three months ended December 31, 2016 and 2015, based on its analysis, the Company determined there was no need to recognize any liabilities associated with uncertain tax positions.



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To calculate the estimated annual effective tax rate, NJR considers forecasted pre-tax book income and estimated permanent book versus tax differences, as well as tax credits associated with solar and wind projects. For investment tax credits the estimate is based on solar projects that are probable of being completed and placed in service during the current fiscal year based on the best information available at each reporting period. For production tax credits the estimate is based on the forecast of electricity produced during the current fiscal year based on the best information available at each reporting period. Adjustments to the effective tax rate and management's estimates will occur as information and assumptions change.

The forecasted effective tax rates for the three months ended December 31, 2016 and 2015, were 8.7 percent and 14.7 percent, respectively. The decreased effective tax rate is due primarily to a decrease in forecasted pre-tax income along with an increase in forecasted tax credits for the fiscal year ended September 30, 2017, compared with the prior fiscal year. Forecasted tax credits, net of deferred taxes, were \$34.1 million and \$26.8 million for fiscal 2017 and 2016, respectively.

To the extent there are discrete tax items that are not included in the forecasted effective tax rate, the actual effective tax rate will differ from the estimated annual effective tax rate. The Company recognized \$1.2 million and \$1.6 million during the three months ended December 31, 2016 and 2015, respectively, in excess tax benefits associated with the vesting of share-based awards, as a component of income tax provision in its Unaudited Condensed Consolidated Statements of Operations. Since the tax effects of the awards are treated as a discrete item, NJR's actual effective tax rate was 5.5 percent and 11.8 percent as of December 31, 2016 and 2015, respectively.

As of December 31, 2016, the Company has federal and state income tax net operating losses of approximately \$78.7 million and \$323.9 million, respectively, which generally have a life of 20 years. The Company has recorded federal and state deferred tax assets of approximately \$27.5 million and \$19 million, respectively, on the Unaudited Condensed Consolidated Balance Sheets, reflecting the tax benefits associated with these net operating losses. As of September 30, 2016, the Company had federal and state income tax net operating losses of approximately \$78.7 million and \$310.6 million, respectively, deferred federal and state tax assets of approximately \$27.5 million and \$18.2 million, respectively. As of December 31, 2016 and September 30, 2016, the Company recorded a valuation allowance in the amount of \$108,000 and \$262,000, respectively, because it believes that it is more likely than not that the state net operating losses related to CR&R will expire unused. The Company expects to utilize all of the net operating losses not related to CR&R.

In addition, as of December 31, 2016 and September 30, 2016, the Company had an ITC/PTC carryforward of approximately \$79.1 million and \$74 million, respectively, which has a life of 20 years. The Company expects to utilize this entire carryforward, which would begin to expire in fiscal 2034.

In December 2015, the Consolidated Appropriations Act extended the 30 percent ITC for solar property that is under construction on or before December 31, 2019. The credit will decline to 26 percent for property under construction during 2020 and to 22 percent for property under construction during 2021. For any property that is under construction before 2022, but not placed in service before 2024 the ITC will be reduced to 10 percent. In addition, the PTC was extended for five years through December 31, 2019, with a gradual three year phase out for any project for which construction of the facility begins after December 31, 2016.

## 12. COMMITMENTS AND CONTINGENT LIABILITIES

## Cash Commitments

NJNG has entered into long-term contracts, expiring at various dates through October 2033, for the supply, storage and transportation of natural gas. These contracts include annual fixed charges of approximately \$60.9 million at current contract rates and volumes, which are recoverable through BGSS.

For the purpose of securing storage and pipeline capacity, NJRES enters into storage and pipeline capacity contracts, which require the payment of certain demand charges by NJRES to maintain the ability to access such natural gas storage or pipeline capacity, during a fixed time period, which generally ranges from one to 10 years. Demand charges are established by interstate storage and pipeline operators and are regulated by FERC. These demand charges represent commitments to pay storage providers or pipeline companies for the right to store and/or transport natural gas utilizing their respective assets.

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Commitments as of December 31, 2016, for natural gas purchases and future demand fees for the next five fiscal year periods are as follows:

(Thousands)	2017	2018	2019	2020	2021	Thereafter
NJRES:						
Natural gas purchases	\$239,269	\$101,247	\$51,731	\$—	\$—	\$—
Storage demand fees	25,935	19,079	12,064	9,248	5,914	3,734
Pipeline demand fees	56,144	28,853	6,761	2,931	2,412	1,416
Sub-total NJRES	\$321,348	\$149,179	\$70,556	\$12,179	\$8,326	\$5,150
NJNG:						
Natural gas purchases	\$75,679	\$4,511	\$—	\$—	\$—	\$—
Storage demand fees	21,865	25,766	19,864	12,802	7,023	10,535
Pipeline demand fees	39,065	90,931	91,906	90,998	88,295	732,579
Sub-total NJNG	\$136,609	\$121,208	\$111,770	\$103,800	\$95,318	\$743,114
Total <sup>(1)</sup>	\$457,957	\$270,387	\$182,326	\$115,979	\$103,644	\$748,264

(1) Does not include amounts related to intercompany asset management agreements between NJRES and NJNG.

#### Legal Proceedings

##### Manufactured Gas Plant Remediation

NJNG is responsible for the remedial cleanup of five MGP sites, dating back to gas operations in the late 1800s and early 1900s, which contain contaminated residues from former gas manufacturing operations. NJNG is currently involved in administrative proceedings with the NJDEP, and participating in various studies and investigations by outside consultants, to determine the nature and extent of any such contaminated residues and to develop appropriate programs of remedial action, where warranted, under Administrative Consent Orders or Memoranda of Agreement with the NJDEP.

NJNG may recover its remediation expenditures, including carrying costs, over rolling seven-year periods pursuant to a RA approved by the BPU. In June 2016, the BPU approved NJNG's December 2015 filing, which requested approval of its MGP expenditures incurred through June 30, 2015, with recovery of \$9.4 million annually related to the SBC RA factor with rates effective July 9, 2016. As of December 31, 2016, \$20 million of previously incurred remediation costs, net of recoveries from customers and insurance proceeds, are included in regulatory assets on the Unaudited Condensed Consolidated Balance Sheets.

NJNG periodically, and at least annually, performs an environmental review of the MGP sites, including a review of potential liability for investigation and remedial action. NJNG estimated at the time of the most recent review that total future expenditures to remediate and monitor the five MGP sites for which it is responsible, including potential liabilities for Natural Resource Damages that might be brought by the NJDEP for alleged injury to groundwater or other natural resources concerning these sites, will range from approximately \$143.9 million to \$231.6 million. NJNG's estimate of these liabilities is based upon known facts, existing technology and enacted laws and regulations in place when the review was completed. Where it is probable that costs will be incurred, and the information is sufficient to establish a range of possible liability, NJNG accrues the most likely amount in the range. If no point within the range is more likely than the other, it is NJNG's policy to accrue the lower end of the range. Accordingly, NJNG recorded an MGP remediation liability and a corresponding regulatory asset on the Unaudited Condensed

Consolidated Balance Sheets of \$172 million as of September 30, 2016, based on the most likely amount at year end and \$168.5 million as of December 31, 2016, which includes adjustments for actual expenditures. The actual costs to be incurred by NJNG are dependent upon several factors, including final determination of remedial action, changing technologies and governmental regulations, the ultimate ability of other responsible parties to pay and any insurance recoveries.

NJNG will continue to seek recovery of MGP-related costs through the RA. If any future regulatory position indicates that the recovery of such costs is not probable, the related non-recoverable costs would be charged to income in the period of such determination.

#### General

In February 2015, a natural gas fire and explosion occurred in Stafford Township, New Jersey as a result of a natural gas leak emanating from an underground pipe. There were no fatalities, although several employees of NJNG were injured and several homes were damaged. NJNG notified its insurance carrier and believes that any costs associated with the incident, including

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attorneys' fees, property damage and other losses, will be substantially covered by insurance. The Company believes the resolution of any potential claims associated with the incident will not have a material effect on its financial condition, results of operations or cash flows. As of December 31, 2016, NJNG estimates that liabilities associated with claims will range between \$600,000 and \$3.2 million and has accrued the lower end of the range.

The Company is party to various other claims, legal actions and complaints arising in the ordinary course of business. In the Company's opinion, the ultimate disposition of these matters will not have a material effect on its financial condition, results of operations or cash flows.

### 13. BUSINESS SEGMENT AND OTHER OPERATIONS DATA

NJR organizes its businesses based on a combination of factors, including its products and its regulatory environment. As a result, the Company manages its businesses through the following reportable segments and other operations: the Natural Gas Distribution segment consists of regulated energy and off-system, capacity and storage management operations; the Clean Energy Ventures segment consists of capital investments in clean energy projects; the Energy Services segment consists of unregulated wholesale energy operations; the Midstream segment consists of NJR's investments in natural gas transportation and storage facilities; the Home Services and Other operations consist of heating, cooling and water appliance sales, installations and services, commercial real estate development, other investments and general corporate activities.

Information related to the Company's various business segments and other operations is detailed below:

(Thousands)	Three Months Ended	
	December 31,	
	2016	2015
Operating revenues		
Natural Gas Distribution		
External customers	\$ 185,556	\$ 151,606
Clean Energy Ventures		
External customers	7,567	7,794
Energy Services		
External customers <sup>(1)</sup>	338,930	276,182
Intercompany	(1,749)	)2,511
Subtotal	530,304	438,093
Home Services and Other		
External customers	8,975	8,676
Intercompany	1,031	897
Eliminations	718	(3,408 )
Total	\$ 541,028	\$ 444,258
Depreciation and amortization		
Natural Gas Distribution	\$ 12,030	\$ 11,238
Clean Energy Ventures	7,041	5,110
Energy Services	16	23
Midstream	1	1
Subtotal	19,088	16,372

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Home Services and Other	221	227
Eliminations	(49	)(117 )
Total	\$19,260	\$16,482
Interest income <sup>(2)</sup>		
Natural Gas Distribution	\$75	\$68
Energy Services	—	72
Midstream	462	264
Subtotal	537	404
Home Services and Other	121	37
Eliminations	(583	)(371 )
Total	\$75	\$70

(1) Includes sales to Canada, which accounted for 1.9 and 3.5 percent of total operating revenues during the three months ended December 31, 2016 and 2015.

(2) Included in other income, net on the Unaudited Condensed Consolidated Statements of Operations.

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(Thousands)	Three Months Ended December 31,	
	2016	2015
Interest expense, net of capitalized interest		
Natural Gas Distribution	\$6,824	\$4,588
Clean Energy Ventures	3,324	2,053
Energy Services	571	208
Midstream	56	42
Subtotal	10,775	6,891
Home Services and Other	74	—
Eliminations	(234 )	(114 )
Total	\$10,615	\$6,777
Income tax provision (benefit)		
Natural Gas Distribution	\$14,887	\$13,507
Clean Energy Ventures	(11,887 )	(11,734 )
Energy Services	(3,176 )	4,905
Midstream	1,649	1,640
Subtotal	1,473	8,318
Home Services and Other	(245 )	(1,130 )
Eliminations	790	(466 )
Total	\$2,018	\$6,722
Equity in earnings of affiliates		
Midstream	\$3,331	\$3,545
Eliminations	(1,020 )	(1,139 )
Total	\$2,311	\$2,406
Net financial earnings		
Natural Gas Distribution	\$30,348	\$30,926
Clean Energy Ventures	2,842	7,652
Energy Services	3,487	10,304
Midstream	2,387	2,344
Subtotal	39,064	51,226
Home Services and Other	1,542	259
Eliminations	(223 )	(218 )
Total	\$40,383	\$51,267
Capital expenditures		
Natural Gas Distribution	\$38,855	\$49,040
Clean Energy Ventures	46,785	45,006
Subtotal	85,640	94,046
Home Services and Other	171	797
Total	\$85,811	\$94,843
Investments in equity investees		
Midstream	\$4,636	\$2,846
Total	\$4,636	\$2,846





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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Continued)

The Chief Executive Officer, who uses NFE as a measure of profit or loss in measuring the results of the Company's segments and operations, is the chief operating decision maker of the Company. A reconciliation of consolidated NFE to consolidated net income is as follows:

(Thousands)	Three Months Ended December 31,	
	2016	2015
Net financial earnings	\$40,383	\$51,267
Less:		
Unrealized loss (gain) on derivative instruments and related transactions	28,302	(1,135 )
Tax effect	(9,757 )	413
Effects of economic hedging related to natural gas inventory	(17,939 )	3,813
Tax effect	6,204	(1,385 )
Net income to NFE tax adjustment	(1,356 )	(721 )
Net income	\$34,929	\$50,282

The Company uses derivative instruments as economic hedges of purchases and sales of physical gas inventory. For GAAP purposes, these derivatives are recorded at fair value and related changes in fair value are included in reported earnings. Revenues and cost of gas related to physical gas flow is recognized when the gas is delivered to customers. Consequently, there is a mismatch in the timing of earnings recognition between the economic hedges and physical gas flows. Timing differences occur in two ways:

• Unrealized gains and losses on derivatives are recognized in reported earnings in periods prior to physical gas inventory flows; and

• Unrealized gains and losses of prior periods are reclassified as realized gains and losses when derivatives are settled in the same period as physical gas inventory movements occur.

NFE is a measure of the earnings based on eliminating these timing differences, to effectively match the earnings effects of the economic hedges with the physical sale of gas, SRECs and foreign currency contracts. Consequently, to reconcile between net income and NFE, current period unrealized gains and losses on the derivatives are excluded from NFE as a reconciling item. Additionally, realized derivative gains and losses are also included in current period net income. However, NFE includes only realized gains and losses related to natural gas sold out of inventory, effectively matching the full earnings effects of the derivatives with realized margins on physical gas flows. NJR also calculates a quarterly tax adjustment based on an estimated annual effective tax rate for NFE purposes.

The Company's assets for the various business segments and business operations are detailed below:

(Thousands)	December 31, September 30,	
	2016	2016
Assets at end of period:		
Natural Gas Distribution	\$2,554,928	\$2,517,401
Clean Energy Ventures	677,978	665,696
Energy Services	470,282	327,626
Midstream	201,128	186,259

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Subtotal	3,904,316	3,696,982
Home Services and Other	132,427	109,487
Intercompany assets <sup>(1)</sup>	(87,237)	(87,899)
Total	\$ 3,949,506	\$ 3,718,570

(1) Consists of transactions between subsidiaries that are eliminated and reclassified in consolidation.

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Continued)

14. RELATED PARTY TRANSACTIONS

In January 2010, NJNG entered into a 10-year agreement effective April 1, 2010, for 3 Bcf of firm storage capacity with Steckman Ridge. Under the terms of the agreement, NJNG incurs demand fees, at market rates, of approximately \$9.3 million annually, a portion of which is eliminated in consolidation. These fees are recoverable through NJNG's BGSS mechanism and are included in regulatory assets.

NJRES may periodically enter into storage or park and loan agreements with its affiliated FERC-regulated natural gas storage facility, Steckman Ridge. As of December 31, 2016, NJRES has entered into storage and park and loan transactions with Steckman Ridge for varying terms, all of which expire by October 2020.

Demand fees, net of eliminations, associated with Steckman Ridge were as follows:

	Three Months Ended December 31,	
(Thousands)	2016	2015
NJNG	\$ 1,410	\$ 1,389
NJRES	701	685
Total	\$ 2,111	\$ 2,074

The following table summarizes demand fees payable to Steckman Ridge as of:

(Thousands)	December 31, September 30,	
	2016	2016
NJNG	\$ 778	\$ 775
NJRES	377	375
Total	\$ 1,155	\$ 1,150

NJNG and NJRES have entered into various asset management agreements, the effects of which are eliminated in consolidation. Under the terms of these agreements, NJNG releases certain transportation and storage contracts to NJRES. NJNG retains the right to purchase market priced gas or fixed price storage gas from NJRES. As of December 31, 2016, NJNG and NJRES had three asset management agreements with expiration dates ranging from March 2017 through March 2018.

NJNG has entered into a 15 year transportation precedent agreement for committed capacity of 180,000 Dths per day with PennEast, which is estimated to be in service by the first quarter of fiscal 2019.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Critical Accounting Policies

A summary of our critical accounting policies is included in Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations of our Annual Report on Form 10-K for the period ended September 30, 2016. Our critical accounting policies have not changed from those reported in the 2016 Annual Report

on Form 10-K.

#### Recently Issued Accounting Standards

Refer to Note 2. Summary of Significant Accounting Policies for discussion of recently issued accounting standards.

#### Management's Overview

##### Consolidated

NJR is an energy services holding company providing retail natural gas service in New Jersey and wholesale natural gas and related energy services to customers in the United States and Canada, through its subsidiaries NJNG and NJRES. In addition, we invest in clean energy projects, midstream assets and provide various repair, sales and installations services. A more detailed description of our organizational structure can be found in Item 1. Business of our 2016 Annual Report on Form 10-K.

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Continued)

Business Segments

We have four primary business segments as presented in the chart below:

In addition to the four business segments noted above, we have non-utility operations that either provide corporate support services or do not meet management's criteria to be treated as a separate business segment. These operations, which comprise Home Services and Other, include: appliance repair services, sales and installations at NJRHS; and commercial real estate holdings at CR&R.

Net income (loss) by business segment and operations are as follows:

(Thousands)	Three Months Ended			
	December 31,			
	2016		2015	
Net Income (Loss)				
Natural Gas Distribution	\$30,348	87 %	\$30,926	61 %
Clean Energy Ventures	4,198	12	8,373	17
Energy Services	(4,790)	(14)	9,396	18
Midstream	2,387	7	2,344	5
Home Services and Other	1,542	4	259	1
Eliminations <sup>(1)</sup>	1,244	4	(1,016)	(2)
Total	\$34,929	100 %	\$50,282	100 %

(1) Consists of transactions between subsidiaries that are eliminated in consolidation.

The decrease in net income during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, was driven primarily by unrealized derivative losses and higher O&M at NJRES, as well as increased operating and interest expense at NJRCEV. The decreases were partially offset by an increase at Home Services and Other due primarily to the sale of available-for-sale securities at CR&R, which resulted in a pre-tax gain. The primary drivers of the changes noted above are described in more detail in the individual segment discussions.

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Continued)

Assets by business segment and operations are as follows:

(Thousands)	December 31, 2016		September 30, 2016	
Assets				
Natural Gas Distribution	\$2,554,928	65 %	\$2,517,401	68 %
Clean Energy Ventures	677,978	17	665,696	18
Energy Services	470,282	12	327,626	9
Midstream	201,128	5	186,259	5
Home Services and Other	132,427	3	109,487	3
Intercompany assets <sup>(1)</sup>	(87,237 )	(2 )	(87,899 )	(3 )
Total	\$3,949,506	100 %	\$3,718,570	100 %

(1) Consists of transactions between subsidiaries that are eliminated in consolidation.

The increase in assets during the three months ended December 31, 2016, was due primarily to increases in accounts receivable, broker margin and gas in storage at NJRES, as well as additional utility plant expenditures at NJNG.

Non-GAAP Financial Measures

Management of the Company uses NFE, a non-GAAP financial measure, when evaluating the operating results of the Company. NJRES economically hedges its natural gas inventory with financial derivative instruments. NFE is a measure of the earnings based on eliminating timing differences surrounding the recognition of certain gains or losses, to effectively match the earnings effects of the economic hedges with the physical sale of gas and, therefore, eliminates the impact of volatility to GAAP earnings associated with the derivative instruments. To the extent the Company utilizes forwards, futures, or other derivatives to hedge forecasted SREC production, unrealized gains and losses are also eliminated for NFE purposes.

GAAP requires us, during the interim periods, to estimate our annual effective tax rate and use this rate to calculate the year-to-date tax provision. We also determine an annual estimated effective tax rate for NFE purposes and calculate a quarterly tax adjustment based on the differences between our forecasted net income and our forecasted NFE for the fiscal year. Since the annual estimated effective tax rate is based on certain forecasted assumptions, including estimates surrounding completion of NJRCEV projects, the rate and resulting NFE are subject to change. Since this adjustment is made to reflect the forecasted tax rate, no adjustment is needed at year end.

Non-GAAP financial measures are not in accordance with, or an alternative to, GAAP and should be considered in addition to, and not as a substitute for or a replacement of, the comparable GAAP measure and should be read in conjunction with those GAAP results. The following is a reconciliation of consolidated net (loss) income, the most directly comparable GAAP measure, to NFE:

(\$ in Thousands)	Three Months Ended December 31,	
	2016	2015
Net income	\$34,929	\$50,282
Add:		
Unrealized loss (gain) on derivative instruments and related transactions	28,302	(1,135 )

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Tax effect	(9,757 )	413
Effects of economic hedging related to natural gas inventory	(17,939 )	3,813
Tax effect	6,204	(1,385 )
NFE tax adjustment	(1,356 )	(721 )
Net financial earnings	\$40,383	\$51,267
Basic earnings per share	\$0.41	\$0.59

Add:

Unrealized loss (gain) on derivative instruments and related transactions	0.33	(0.01 )
Tax effect	(0.11 )	0.01
Effects of economic hedging related to natural gas inventory	(0.21 )	0.04
Tax effect	0.07	(0.02 )
NFE tax adjustment	(0.02 )	(0.01 )
Basic NFE per share	\$0.47	\$0.60

(1) Effects of hedging natural gas inventory transactions where the economic impact is realized in a future period.

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Continued)

NFE by business segment and other operations, discussed in more detail within the operating results sections of each segment, is summarized as follows:

(\$ in Thousands)	Three Months Ended December 31,			
	2016		2015	
Net Financial Earnings				
Natural Gas Distribution	\$30,348	75 %	\$30,926	59 %
Clean Energy Ventures	2,842	7	7,652	15
Energy Services	3,487	9	10,304	20
Midstream	2,387	6	2,344	5
Home Services and Other	1,542	4	259	1
Eliminations <sup>(1)</sup>	(223)	(1)	(218)	—
Total	\$40,383	100 %	\$51,267	100 %

(1) Consists of transactions between subsidiaries that are eliminated in consolidation.

The decrease in NFE during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, was due primarily to a decrease at NJRES due to lower financial margin, partially offset by the related decrease in income tax expense, as well as a decrease at NJRCEV related primarily to increased operating and interest expense. The decreases were partially offset by an increase at Home Services and Other due primarily to the sale of available-for-sale securities as previously discussed.

### Natural Gas Distribution Segment

#### Overview

Our Natural Gas Distribution segment is comprised of NJNG, a natural gas utility that provides regulated retail natural gas service in central and northern New Jersey to approximately 525,500 residential and commercial customers in its service territory and also participates in the off-system sales and capacity release markets. The business is subject to various risks, which can negatively impact customer growth, operating and financing costs, fluctuations in commodity prices and customer conservation efforts. These risks include, but are not limited to, adverse economic conditions, customer usage, certain regulatory actions, environmental remediation and severe weather conditions. It is often difficult to predict the impact of events or trends associated with these risks.

In addition, NJNG's business is seasonal by nature, as weather conditions directly influence the volume of natural gas delivered. Specifically, customer demand substantially increases during the winter months when natural gas is used for heating purposes. As a result, NJNG receives most of its natural gas distribution revenues during the first and second fiscal quarters and is subject to variations in earnings and working capital during the year.

As a regulated company, NJNG is required to recognize the impact of regulatory decisions on its financial statements. See Note 3. Regulation in the accompanying Unaudited Condensed Consolidated Financial Statements for a more detailed discussion on regulatory actions, including filings related to programs and associated expenditures, as well as rate requests related to recovery of capital investments and operating costs.



NJNG's operations are managed with the goal of providing safe and reliable service, growing its customer base, diversifying its gross margin, promoting clean energy programs and mitigating the risks discussed above through several key initiatives, including:

• earning a reasonable rate of return on the investments in its natural gas distribution and transmission businesses, as well as timely recovery of all prudently incurred costs to provide safe and reliable service throughout NJNG's territory;

• continuing to invest in the safety and integrity of its infrastructure;

• managing its customer growth rate, which NJNG expects will be approximately 1.6 percent annually through fiscal 2019;

• maintaining a collaborative relationship with the BPU on regulatory initiatives, including:

- planning and authorization of infrastructure investments;

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS  
(Continued)

- pursuing rate and regulatory strategies to stabilize and decouple margin, including CIP;
- utilizing BGSS incentive programs through BPU-approved mechanisms to reduce gas costs and generate margin; and
- administering and promoting NJNG's BPU-approved SAVEGREEN Project;

managing the volatility of wholesale natural gas prices through a hedging program designed to keep customers' BGSS rates as stable as possible; and

working with the NJDEP and BPU to manage its financial obligations related to remediation activities associated with its former MGP sites.

#### Base Rate Case

In September 2016, the BPU approved NJNG's base rate case, effective October 1, 2016, which included the following:

an increase in base rates in the amount of \$45 million. The base rate increase includes a return on common equity of 9.75 percent, a common equity ratio of 52.5 percent and an increase in the overall depreciation rate from 2.34 percent to 2.4 percent;

the five-year extension of SAFE II and estimated cost, excluding AFUDC, is approximately \$200 million and related costs to be recovered on an accelerated basis are approximately \$157.5 million. The remaining \$42.5 million in capital expenditures will be requested for recovery in a future base rate case. As a condition of the extension approval, NJNG is required to file a base rate case no later than November 2019;

rate recovery of NJ RISE capital investment costs through June 30, 2016, and the filing for recovery of future NJ RISE capital investment costs to be recovered, will occur in conjunction with SAFE II, commencing with the rate recovery filing to be submitted in March 2017;

recovery of NJNG's NGV and LNG plant investments; and

- recovery of other costs previously deferred in regulatory assets over seven years.

#### Infrastructure projects

NJNG has significant annual capital expenditures associated with the management of its natural gas distribution and transmission system, including new utility plant associated with customer growth and its associated PIM and infrastructure programs.

Below is a summary of NJNG's capital expenditures, including accruals, for the three months ended December 31, 2016, and estimates of expected investments for fiscal 2017 and 2018:



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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS  
(Continued)

Estimated capital expenditures are reviewed on a regular basis and may vary based on the ongoing effects of regulatory oversight, environmental regulations, unforeseen events and the ability to access capital.

SAFE and NJ RISE

NJNG continues to implement BPU-approved infrastructure projects that are designed to enhance the reliability and integrity of NJNG's gas distribution system.

The BPU approved recovery of SAFE I capital investments through September 30, 2016, and approved the extension of SAFE II for an additional five years to replace the remaining unprotected steel mains and services from its natural gas distribution system at an estimated cost of approximately \$200 million, excluding AFUDC. The cost recovery methodology for the \$157.5 million associated with the extension of SAFE II was approved in NJNG's new base rates. The remaining \$42.5 million in capital expenditures will be requested for recovery in a future base rate case.

The BPU approved the recovery of NJNG's NJ RISE capital infrastructure program, which consists of six capital investment projects estimated to cost \$102.5 million, excluding AFUDC, for gas distribution storm hardening and mitigation projects, along with associated depreciation expense. These system enhancements are intended to minimize service impacts during extreme weather events to customers that live in the most storm prone areas of NJNG's service territory. Recovery of NJ RISE investments through June 30, 2016, is included in NJNG's base rates.

Requests for recovery of future NJ RISE and SAFE II capital investment costs will be in conjunction, commencing with the rate recovery filing to be submitted in March 2017 with a weighted cost of capital of 6.9 percent including a return on equity of 9.75 percent.

Southern Reliability Link

The SRL is an approximate 30-mile, 30-inch transmission main designed to support improved system reliability and integrity in the southern portion of NJNG's service territory, estimated to cost between \$175 million and \$180 million. In January 2016, the BPU issued an order approving NJNG's proposed SRL pipeline installation, operation and route selection, as modified by NJNG, including specific requirements regarding permitting, safety and integrity assessment. In March 2016, the BPU issued an order designating the SRL route and exempting the SRL from municipal land use ordinances, regulations, permits and license requirements. The two BPU orders have been appealed by third parties. As construction has not yet commenced, rate treatment for SRL was not included in NJNG's new base rates. NJNG expects to request rate treatment in a future rate proceeding.

Customer growth

In conducting NJNG's business, management focuses on factors it believes may have significant influence on its future financial results. NJNG's policy is to work with all stakeholders, including customers, regulators and policymakers, to achieve favorable results. These factors include the rate of NJNG's customer growth in its service territory, which can be influenced by political and regulatory policies, the delivered cost of natural gas compared with competing fuels, interest rates and general economic and business conditions.

NJNG's total customers include the following:

	December 31, 2016	December 31, 2015
Firm customers		
Residential	451,587	441,464
Commercial, industrial & other	27,995	27,240
Residential transport	35,698	37,352
Commercial transport	10,149	10,184
Total firm customers	525,429	516,240
Other	64	62
Total customers	525,493	516,302

During the three months ended December 31, 2016 and 2015, respectively, NJNG added 1,866 and 2,046 new customers and converted 196 and 77 existing customers to natural gas heat and other services. This customer growth, as well as commercial customers who switched from interruptible to firm natural gas service, will contribute approximately \$1.3 million annually to utility gross margin.

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Continued)

In addition, NJNG currently expects to add approximately 24,000 to 27,000 new customers during the three-year period of fiscal 2017 to 2019. Based on information from municipalities and developers, as well as external industry analysts and management's experience, NJNG estimates that approximately 53 percent of the growth will come from new construction markets and 47 percent from customer conversions to natural gas from other fuel sources. This new customer and conversion growth would increase utility gross margin under NJNG's base rates by approximately \$5 million annually, as calculated under NJNG's CIP tariff. See the Natural Gas Distribution Operating Results section of Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations that follows for a definition and further discussion of utility gross margin.

SAVEGREEN

SAVEGREEN conducts home energy audits and provides various grants, incentives and financing alternatives, that are designed to encourage the installation of high efficiency heating and cooling equipment and other energy efficiency upgrades. Depending on the specific incentive or approval, NJNG recovers costs associated with the programs over a two to 10-year period through a tariff rider mechanism.

Since inception, the BPU has approved total SAVEGREEN investments of approximately \$219.3 million, of which \$140.3 million in grants, rebates and loans has been provided to customers, with a total annual recovery of approximately \$20 million. In June 2016, the BPU approved NJNG's extension of SAVEGREEN through December 31, 2018. On October 31, 2016, the BPU approved NJNG's filing to maintain the existing SAVEGREEN recovery rate. The recovery includes a weighted average cost of capital that ranges from 6.69 percent, with a return on equity of 9.75 percent, to 7.76 percent, with a return on equity of 10.3 percent.

Conservation Incentive Program

The CIP facilitates normalizing NJNG's utility gross margin for variances not only due to weather but also for other factors affecting customer usage, such as conservation and energy efficiency. Recovery of utility gross margin for the non-weather variance through the CIP is limited to the amount of certain gas supply cost savings achieved and is subject to an annual earnings test. An annual review of the CIP must be filed by June 1, coincident with NJNG's annual BGSS filing, during which NJNG can request rate changes to the CIP. In May 2014, the BPU approved the continuation of the CIP program with no expiration date; however, it is subject to review in the 2017 rate filing. In June 2016, NJNG filed a petition with the BPU to increase its CIP rates effective October 1, 2016, resulting in an 8.2 percent increase to the average residential heat customer's bill.

NJNG's total utility firm gross margin includes the following adjustments related to the CIP mechanism:

	Three Months Ended December 31,	
(Thousands)	2016	2015
Weather <sup>(1)</sup>	\$2,985	\$18,162
Usage	(125)	4,292
Total	\$2,860	\$22,454

(1) Compared with the CIP 20-year average, weather was 6 percent and 33.6 percent warmer-than-normal during the three months ended December 31, 2016 and 2015, respectively.

As of December 31, 2016, NJNG has \$28.7 million in regulatory assets related to CIP to be collected from customers in future periods on the Unaudited Condensed Consolidated Balance Sheets. As of September 30, 2016, NJNG had \$37 million in regulatory assets related to CIP to be collected from customers in future periods on the Unaudited Condensed Consolidated Balance Sheets.

#### Commodity prices

Our Natural Gas Distribution segment is affected by the price of natural gas, which can have a significant impact on our cash flows, short-term financing costs, the price of natural gas charged to our customers through the BGSS clause, our ability to collect accounts receivable, which impacts our bad debt expense, and our ability to maintain a competitive advantage over other fuel sources.

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## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Continued)

The graph below, which illustrates the daily natural gas prices,<sup>(1)</sup> shows the change in natural gas commodity prices for the three months ended December 31, 2016 and 2015 in the Northeast market region, also known as Tetco M-3:

(1) Data source from Platts, a division of McGraw Hill Financial.

The maximum daily price at Tetco M-3 was \$8.71 and \$1.88 and the minimum daily price was \$0.36 and \$0.74 for the three months ended December 31, 2016 and 2015, respectively. A more detailed discussion of the impacts of the price of natural gas on operating revenues, gas purchases and cash flows can be found in the Results of Operations and Cash Flow sections of Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

### BGSS

#### Recovery of natural gas costs

NJNG's cost of natural gas is passed through to our customers, without markup, by applying NJNG's authorized BGSS rate to actual therms delivered. There is no utility gross margin associated with BGSS costs; therefore, changes in such costs do not impact NJNG's earnings. NJNG monitors its actual gas costs in comparison to its rates to manage its cash flows associated with its allowed recovery of natural gas costs, which is facilitated through BPU-approved deferred accounting and the BGSS pricing mechanism. Accordingly, NJNG occasionally adjusts its periodic BGSS rates or can issue credits or refunds, as appropriate, for its residential and small commercial customers when the commodity cost varies from the existing BGSS rate. BGSS rates for its large commercial customers are adjusted monthly based on NYMEX prices.

In June 2016, NJNG filed a petition to decrease its BGSS rate for residential and small commercial customers effective October 1, 2016, resulting in a 5.5 percent decrease to the average residential heat customer's bill. When combined with the proposed CIP increase, the impact of these rate changes would result in an approximate 2.7 percent increase to the average residential heat customer's bill. This petition included proposed bill credits to be issued during the months of November 2016 through February 2017, as a result of a decline in the wholesale price of natural gas. In September 2016, NJNG notified the BPU that the estimated bill credits will be approximately \$48 million. Approximately \$19.3 million and \$19.6 million in bill credits were issued as of December 31, 2016 and 2015, respectively.



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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS  
(Continued)

BGSS Incentive Programs

NJNG is eligible to receive financial incentives for reducing BGSS costs through a series of utility gross margin-sharing programs that include off-system sales, capacity release and storage incentive programs. These programs are designed to encourage better utilization and hedging of its natural gas supply, transportation and storage assets. Depending on the program, NJNG shares 80 or 85 percent of utility gross margin generated by these programs with firm customers. Should performance of the existing incentives or market conditions warrant, NJNG is permitted to propose a process to re-evaluate and discuss alternative incentive programs annually. Utility gross margin from incentive programs was \$3.8 million and \$4.5 million during the three months ended December 31, 2016 and 2015, respectively. A more detailed discussion of the impacts to utility gross margin can be found in the Natural Gas Distribution Operating Results section of Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Hedging

In order to provide relative price stability to its natural gas supply portfolio, NJNG employs a hedging strategy with the goal of having at least 75 percent of the Company's projected winter periodic BGSS gas sales volumes hedged by each November 1 and at least 25 percent of the projected BGSS gas sales hedged for the following April through March period. This is accomplished with the use of various financial instruments including futures, swaps and options used in conjunction with commodity and/or weather-related hedging activity.

Due to the capital-intensive nature of NJNG's operations, significant changes in interest rates can impact NJNG's results. NJNG entered into a treasury lock transaction to fix a benchmark treasury rate associated with debt issuance expected in May 2018. The fair value of NJNG's treasury lock agreement is recorded as a component of regulatory assets or liabilities on the Unaudited Condensed Consolidated Balance Sheets since the Company believes that the market value upon settlement will be reflected in future rates. Upon settlement, any gain or loss will be amortized in earnings over the life of the future debt issuance.

A more detailed discussion of NJNG's debt can be found in the Liquidity and Capital Resources and Cash Flow sections of Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Societal Benefits Charge

USF

On September 23, 2016, the BPU approved NJNG's annual USF compliance filing proposing to increase the statewide USF rate, resulting in a .2 percent increase to the average residential heat customer's bill, effective October 1, 2016.

Environmental Remediation

NJNG is responsible for the environmental remediation of five MGP sites, which contain contaminated residues from former gas manufacturing operations that ceased operating at these sites by the mid-1950s and, in some cases, had been discontinued many years earlier. Actual MGP remediation costs may vary from management's estimates due to the developing nature of remediation requirements, regulatory decisions by the NJDEP and related litigation. NJNG

reviews these costs quarterly and adjusts its liability and corresponding regulatory asset as necessary to reflect its expected future remediation obligation. Accordingly, NJNG recognized a regulatory asset and an obligation of \$168.5 million as of December 31, 2016, a decrease of \$3.5 million, compared with September 30, 2016.

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Continued)

Operating Results

NJNG's operating results are as follows:

(Thousands)	Three Months Ended December 31,	
	2016	2015
Operating revenues	\$ 185,556	\$ 151,606
Less:		
Gas purchases <sup>(1)</sup>	64,186	45,243
Energy and other taxes	12,149	8,162
Regulatory rider expense	12,601	9,628
Operation and maintenance	33,218	29,628
Depreciation and amortization	12,030	11,238
Operating income	51,372	47,707
Other income, net	687	1,314
Interest expense, net of capitalized interest	6,824	4,588
Income tax provision	14,887	13,507
Net income	\$30,348	\$30,926

<sup>(1)</sup> Includes related party transactions of approximately \$2.9 million and \$1.4 million for the three months ended December 31, 2016 and 2015, respectively, a portion of which is eliminated in consolidation.

Operating Revenues and Gas Purchases

Operating revenues increased by 22.4 percent and gas purchases increased 41.9 percent during the three months ended December 31, 2016, compared with the three months ended December 31, 2015. The factors contributing to the increases (decreases) in operating revenues and gas purchases are as follows:

(Millions)	Three Months Ended December 31, 2016 v. 2015	
	Operating revenues	Gas purchases
Firm sales	\$42.5	\$ 19.4
Base rate impact	8.1	—
Off-system sales	5.2	5.2
CIP adjustments	(19.6)	—
Average BGSS rates <sup>(1)</sup>	(6.5 )	(6.1 )
Other <sup>(2)</sup>	4.3	0.4
Total increase	\$34.0	\$ 18.9

<sup>(1)</sup> Operating revenues includes an increase in sales tax of \$(400,000) during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, respectively.

<sup>(2)</sup> Other includes changes in rider rates, including those related to NJCEP and other programs.

The increases in operating revenues and gas purchases was due primarily to:

- increased firm sales due primarily to higher usage related to weather being 38.1 percent colder;

• higher off-system sales due primarily to a 49.9 percent increase in the average price of gas sold, partially offset by a 17.7 percent reduction in volumes; partially offset by

• a decrease in CIP due primarily to weather, as well as changes in the CIP as a result of the settlement of the base rate case.

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## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Continued)

### Non-GAAP Financial Measures

Management uses utility gross margin, a non-GAAP financial measure, when evaluating the operating results of NJNG. NJNG's utility gross margin is defined as natural gas revenues less natural gas purchases, sales tax, and regulatory rider expenses, and may not be comparable to the definition of gross margin used by others in the natural gas distribution business and other industries. Management believes that utility gross margin provides a meaningful basis for evaluating utility operations since natural gas costs, sales tax and regulatory rider expenses are included in operating revenue and passed through to customers and, therefore, have no effect on utility gross margin. Non-GAAP financial measures are not in accordance with, or an alternative to, GAAP and should be considered in addition to, and not as a substitute for, the comparable GAAP measure.

### Utility Gross Margin

A reconciliation of operating revenues, the closest GAAP financial measure, to NJNG's utility gross margin is as follows:

(Thousands)	Three Months Ended December 31,	
	2016	2015
Operating revenues	\$ 185,556	\$ 151,606
Less:		
Gas purchases	64,186	45,243
Energy and other taxes	10,882	6,908
Regulatory rider expense	12,601	9,628
Utility gross margin	\$ 97,887	\$ 89,827

Utility gross margin consists of three components:

- utility firm gross margin generated from only the delivery component of either a sales tariff or a transportation tariff from residential and commercial customers who receive natural gas service from NJNG;

- BGSS incentive programs, where revenues generated or savings achieved from BPU-approved off-system sales, capacity release, FRM or storage incentive programs are shared between customers and NJNG; and

- utility gross margin generated from off-tariff customers, as well as interruptible customers.

The following provides more information on the components of utility gross margin and associated throughput (Bcf) of natural gas delivered to customers:

(\$ in thousands)	Three Months Ended December 31,	
	2016	2015
Utility gross margin/throughput	Margin Bcf	Margin Bcf

Residential	\$62,498	12.6	\$55,076	8.9
Commercial, industrial and other	13,696	2.4	13,279	1.7
Firm transportation	16,285	4.5	15,547	3.4
Total utility firm gross margin/throughput	92,479	19.5	83,902	14.0
BGSS incentive programs	3,784	43.6	4,535	55.9
Interruptible/off-tariff agreements	1,624	13.3	1,390	16.0
Total utility gross margin/throughput	\$97,887	76.4	\$89,827	85.9

#### Utility Firm Gross Margin

The increase of \$8.6 million during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, was due primarily to the base rate increase of \$7.5 million and customer growth of \$1.1 million.

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BGSS Incentive Programs

The decrease of \$751,000 during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, was due primarily to a decrease in the value of capacity as well as decreased margins in the storage incentive program due primarily to the timing of storage injections.

Operation and Maintenance Expense

The factors contributing to the increases in O&M expense is as follows:

	Three Months Ended December 31, 2016 v. 2015
(Thousands)	
Compensation and benefits	\$ 1,294
Shared corporate costs	1,191
Base rate impact	745
Other	360
Total increase	\$ 3,590

The increase in O&M expense during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, was due primarily to:

increased compensation costs due primarily to increases in headcount, incentives, as well as the timing of capitalized labor, healthcare premiums and increased pension/OPEB benefit costs related to changes in actuarial assumptions, partially offset by implementation of the spot rate method to measure interest and service cost components;

increased shared corporate costs resulting primarily from increases in headcount, incentives and healthcare premiums; and

an increase due to the amortization of regulatory assets resulting from the settlement of the base rate case.

Depreciation Expense

Depreciation expense increased \$792,000 during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, as a result of additional utility plant being placed into service, as well as an increase in the overall depreciation rate from 2.34 percent to 2.4 percent resulting from the settlement of the base rate case.

Operating Income

Operating income increased \$3.7 million during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, due primarily to the increase in total utility gross margin of \$8.1 million, partially offset by the increases in O&M and depreciation as previously discussed.

#### Income Tax Provision

Income tax provision increased \$1.4 million during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, due primarily to an increase in actual pre-tax income, as well as an increase in the forecasted effective tax rate resulting from an increase in forecasted pre-tax income.

#### Net Income

Net income remained relatively flat during the three months ended December 31, 2016, compared with the three months ended December 31, 2015. The changes include the increase in operating income and tax provision, as previously discussed, along with a decrease in other income related to AFUDC interest earned on infrastructure projects and an increase in interest expense associated with higher long-term debt outstanding.



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Clean Energy Ventures Segment

Overview

Our Clean Energy Ventures segment actively pursues opportunities in the clean energy markets, including solar and onshore wind. Clean Energy Ventures has entered into various agreements to install solar net-metered systems for residential and commercial customers, as well as large commercial grid-connected projects. In addition, Clean Energy Ventures has entered into various long-term agreements, including PPAs, to supply energy from wind and solar projects.

Solar

Since its inception, Clean Energy Ventures has placed a total of 152.5 MW of solar capacity into service and as of December 31, 2016, had 3.9 MW under construction. We estimate total solar-related capital expenditures for ITC eligible projects during fiscal 2017 to be between \$90 million and \$110 million. There were no commercial projects placed into service during the three months ended December 31, 2016 or 2015.

As part of its solar investment portfolio, NJRCEV operates a residential solar program, The Sunlight Advantage®, that provides qualifying homeowners the opportunity to have a solar system installed at their home with no installation or maintenance expenses. NJRCEV owns, operates and maintains the system over the life of the contract in exchange for monthly lease payments. NJRCEV's residential solar leasing program installed approximately 2.8 MW of capacity on 314 homes, and .7 MW of capacity on 84 homes during the three months ended December 31, 2016 and 2015, respectively.

Once a solar installation has received the proper certifications and commences operations, each MWh of electricity produced creates an SREC that represents the renewable energy attribute of the solar-electricity generated that can be sold to third parties, predominantly load-serving entities that are required to comply with the solar requirements under New Jersey's renewable portfolio standard. NJRCEV hedges a portion of its expected SREC production through the use of forward sales contracts. In addition, under the recently updated federal tax guidelines, projects that are placed in service through December 31, 2019, qualify for a 30 percent federal ITC. The credit will decline to 26 percent for property under construction during 2020 and to 22 percent for property under construction during 2021. The ITC will be reduced to 10 percent for any property that is under construction before 2022, but not placed in service before 2024.

Onshore Wind

Clean Energy Ventures invests in small to mid-size onshore wind projects that fit its investment profile and has a total of 126.6 MW of wind capacity as of December 31, 2016. The wind projects are eligible for PTCs for a 10-year period following commencement of operations and have PPAs of various terms in place, which typically govern the sale of energy, capacity and/or renewable energy credits. A \$88.9 million, 39.9 MW wind project in Somerset County, Pennsylvania was completed in December 2016.

Clean Energy Ventures' investments are subject to a variety of factors, such as timing of construction schedules, permitting and regulatory processes, volatility of energy prices, the ability to secure PPAs, delays related to electric

grid interconnection, which can affect our ability to commence operations on a timely basis or, at all, economic trends, the ability to access capital or allocation of capital to other investments or business opportunities and other unforeseen events. Solar projects not placed in service, as originally planned prior to the end of a reporting period, may result in a failure to qualify for ITCs and changes in prices on the unhedged portion of SREC production could have a significant adverse impact on earnings with some offset expected from higher wind energy market prices due to the PTC phase out and/or improved efficiencies from lower costs for related turbine technology. Wind projects for which construction of a facility begins after December 31, 2016 through December 31, 2019, will be subject to reduced PTCs, and could have a significant adverse impact on 10 years of forward earnings. PTCs will be phased out from 100 percent in 2016 to 80 percent in 2017, 60 percent in 2018, 40 percent in 2019 and zero thereafter. In addition, since the primary contributors toward the value of qualifying clean energy projects are tax incentives and SRECs, changes in the federal statutes related to the ITC or PTC or in the marketplace and/or relevant legislation surrounding renewable clean energy credits, could also significantly affect earnings.

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS  
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Operating Results

The financial results of NJRCEV are summarized as follows:

(Thousands)	Three Months Ended December 31,	
	2016	2015
Operating revenues	\$7,567	\$7,794
Less:		
Operation and maintenance	4,404	3,857
Depreciation and amortization	7,041	5,110
Other taxes	415	253
Operating (loss)	(4,293)	(1,426)
Other (expense) income, net	(72)	118
Interest expense, net	3,324	2,053
Income tax (benefit)	(11,887)	(11,734)
Net income	\$4,198	\$8,373

Operating Revenues

Operating revenues consist of the following:

Operating revenues remained relatively flat during the three months ended December 31, 2016, compared with the three months ended December 31, 2015. SREC sales decreased due to the timing of the delivery of the SRECs, which was partially offset by increased electricity sales due primarily to additional wind generation.

SREC activity consisted of the following:

	Three Months Ended December 31,	
	2016	2015
Beginning balance as of October 1,	24,135	33,203
SRECs generated	41,443	35,014
SRECs delivered	(10,319)	(21,182)
Ending balance as of December 31,	55,259	47,035

During the three months ended December 31, 2016, SRECs generated increased 18.4 percent, compared with the three months ended December 31, 2015. The average SREC sales price was \$241 and \$217 during the three months ended December 31, 2016, and 2015, respectively.

The following table reflects the hedged percentage of SREC inventory and projected SREC production related to its in-service commercial and residential assets:

Fiscal Year	Percent of SRECs Hedged
2017	92%
2018	72%



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There are no direct costs associated with the production of SRECs/RECs by our solar and wind assets. All related costs are included as a component of O&M expenses on the Unaudited Condensed Consolidated Statements of Operations, including such expenses as facility maintenance and various fees.

### Operation and Maintenance Expense

O&M expense increased \$547,000 during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, due primarily to additional maintenance and administrative costs associated with wind and solar projects placed in service.

### Depreciation Expense

Depreciation expense increased \$1.9 million during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, as a result of increases in solar and wind capital additions.

### Income Tax (Benefit)

Our effective tax rate is significantly impacted by the amount of tax credits forecast to be earned during the fiscal year. GAAP requires us to estimate our annual effective tax rate and use this rate to calculate its year-to-date tax provision. Based on NJRCEV's forecast of solar projects to be completed and wind production during the fiscal year, our estimated annual effective tax rate for fiscal 2017 is 8.7 percent and \$7.4 million related to tax credits, net of deferred taxes, were recognized during the three months ended December 31, 2016. The annual effective tax rate as of December 31, 2015, was 14.7 percent and \$10.1 million related to tax credits, net of deferred taxes, were recognized during the three months ended December 31, 2015.

### Net Income

Net income decreased \$4.2 million, during the three months ended December 31, 2016, compared with the three months ended December 31, 2015, due primarily to increased costs related to depreciation and O&M as discussed above, an increase in interest expense due to higher debt associated with capital expenditures and the decreases in the income tax benefit and SREC sales described above.

### Non-GAAP Financial Measures

Management of the Company uses NFE, a non-GAAP financial measure, when evaluating the operating results of Clean Energy Ventures. GAAP requires us, during the interim periods, to estimate our annual effective tax rate and use this rate to calculate the year-to-date tax provision. We also determine an annual estimated effective tax rate for NFE purposes and calculate a quarterly tax adjustment based on the differences between our forecasted net income and our forecasted NFE for the fiscal year. This adjustment is applied to NJRCEV, as such adjustment is primarily related to tax credits generated by NJRCEV. Since this adjustment is made to reflect the forecasted tax rate, no adjustment is needed at year end.

Accordingly, for NFE purposes, the annual estimated effective tax rate for fiscal 2017 is 14.7 percent and \$7.1 million of tax credits, net of deferred taxes, were recognized during the three months ended December 31, 2016. During the

three months ended December 31, 2015, the annual estimated effective tax rate for fiscal 2016 was 16.4 percent and \$9.6 million of tax credits, net of deferred taxes, were recognized during the three months ended December 31, 2015.

Since the annual estimated effective tax rate is based on certain forecasted assumptions, including estimates surrounding completion of projects, the rate and resulting NFE are subject to change. The details of such tax adjustments can be found in the table below. Non-GAAP financial measures are not in accordance with, or an alternative to GAAP, and should be considered in addition to, and not as a substitute for the comparable GAAP measure.

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ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

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A reconciliation of NJRCEV's net income, the most directly comparable GAAP financial measure to NFE is as follows:

(Thousands)	Three Months Ended December 31,	
	2016	2015
Net income	\$4,198	\$8,373
Add:		
Net income to NFE tax adjustment	(1,356 )	(721 )
Net financial earnings	\$2,842	\$7,652

Energy Services Segment

Overview

NJRES markets and sells natural gas to wholesale customers and manages natural gas storage and transportation assets throughout major market areas across North America. NJRES maintains a strategic portfolio of natural gas storage and transportation contracts that it utilizes in conjunction with its market expertise to provide service and value to its customers. Availability of these storage and transportation contracts from a time and location perspective allows NJRES to generate market opportunities by capturing price differentials over specific time horizons and between geographic market locations.

NJRES also provides management of storage and transportation assets for natural gas producers and regulated utilities. These management transactions typically involve the release of producer/utility owned storage and/or transportation capacity in combination with either an obligation to purchase and/or deliver physical natural gas. In addition to the contractual purchase and/or sale of physical natural gas, NJRES generates or pays fee-based margin in exchange for its active management and may provide the producer and/or utility with additional margin based on actual results.

In conjunction with the active management of these contracts, NJRES generates financial margin by identifying market opportunities and simultaneously entering into natural gas purchase/sale, storage or transportation contracts and financial derivative contracts. In cases where storage is utilized to fulfill these contracts, these forecast sales and/or purchases are economically hedged through the use of financial derivative contracts. The financial derivative contracts consist primarily of exchange-traded futures, options, and swap contracts, and are frequently used to lock in anticipated transactional cash flows and to help manage volatility in natural gas market prices. Generally, when its storage and transportation contracts are exposed to periods of increased market volatility, NJRES is able to implement strategies that allow them to capture margin by improving the respective time or geographic spreads on a forward basis.

NJRES accounts for its physical commodity contracts and its financial derivative instruments at fair value on the Unaudited Condensed Consolidated Balance Sheets. Changes in the fair value of physical commodity contracts and financial derivative instruments are included in earnings as a component of operating revenue and/or gas purchases, and gas purchases, respectively, on the Unaudited Condensed Consolidated Statements of Operations. Volatility in reported net income at NJRES can occur over periods of time due to changes in the fair value of derivatives as well as

timing differences related to certain transactions. Unrealized gains and losses can fluctuate as a result of changes in the price of natural gas, SRECs and foreign currency from the original transaction price compared with the market price of natural gas at each reporting date. Volatility in earnings can also occur as a result of timing differences between the settlement of financial derivatives and the sale of the underlying physical commodity. For example, when a financial instrument settles and the physical natural gas is injected into inventory, the realized gains and losses associated with the financial instrument are recognized in earnings. However, the gains and losses associated with the physical natural gas are not recognized in earnings until the natural gas inventory is withdrawn, at which time NJRES realizes the entire margin on the transaction.



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Operating Results

NJRES' financial results are summarized as follows:

(Thousands)	Three Months Ended December 31,	
	2016	2015
Operating revenues <sup>(1)</sup>	\$337,181	\$278,693
Less:		
Gas purchases (including demand charges <sup>(2)(3)</sup> )	339,087	260,239
Operation and maintenance	5,018	3,757
Depreciation and amortization	16	23
Other taxes	455	237
Operating (loss) income	(7,395)	