



Segment and Financial Information First Quarter 2021

Supplement to NiSource First Quarter 2021
Earnings Presentation



Information contained herein is on a non-GAAP basis that is supplemental to and should be read in conjunction with our GAAP financial results. For our GAAP financial results and discussion of segment operations, please refer to Part I, Item 2, Management's Discussion and Analysis of Financial Condition and Results of Operations, of the Company's Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2021. For a reconciliation of GAAP to non-GAAP earnings, see Schedules 1, 2 and 3 contained herein.

First Quarter 2021 Net Operating Earnings - Segment Results (non-GAAP)

NiSource's consolidated net operating earnings (non-GAAP) for the first quarter of 2021 were 319.6 million, compared to 304.7 million in the comparable 2020 period. Refer to the attached schedules for the items included in 2021 and 2020 GAAP net income but excluded from net operating earnings (non-GAAP).

Operating income (non-GAAP) for NiSource's business segments for the three months ended March 31, 2021, are discussed below.

Gas Distribution Operations

For the first quarter of 2021, Gas Distribution Operations reported non-GAAP operating income of \$374.0 million, compared to non-GAAP operating income of \$391.6 million in the comparable 2020 period.

Non-GAAP operating revenues for the first quarter of 2021 were \$1,147.3 million, a decrease of \$108.5 million from the comparable 2020 period.

Changes in non-GAAP Operating Revenues <i>(in millions)</i>	Favorable (Unfavorable)
Lower revenues associated with the Massachusetts Business in 2020	\$ (123.1)
New rates from base rate proceedings, infrastructure replacement programs and Columbia of Ohio's CEP	38.0
The effects of customer growth	3.4
Other	(2.1)
Change in operating revenues (before cost of energy and other tracked items)	\$ (83.8)
Operating revenues offset in operating expense	
Higher cost of energy billed to customers	81.3
Lower cost of energy associated with the Massachusetts Business in 2020	(79.7)
Lower operation and maintenance trackers associated with the Massachusetts Business in 2020	(24.3)
Lower operation and maintenance, depreciation, and tax trackers	(2.0)
Total change in non-GAAP operating revenues	\$ (108.5)

Non-GAAP operating expenses for the first quarter of 2021 were \$773.3 million, a decrease of \$90.9 million from the comparable 2020 period.

Changes in non-GAAP Operating Expenses <i>(in millions)</i>	Favorable (Unfavorable)
Lower operating expenses associated with the Massachusetts Business in 2020	\$ 65.6
Lower employee and administrative expenses	4.9
Higher depreciation and amortization expense primarily due to higher capital expenditures placed in service	(5.8)
Other	1.5
Change in operating expenses (before cost of energy and other tracked items)	\$ 66.2
Operating expenses offset in operating revenue	
Higher cost of energy billed to customers	(81.3)
Lower cost of energy associated with the Massachusetts Business in 2020	79.7
Lower operation and maintenance trackers associated with the Massachusetts Business in 2020	24.3
Lower operation and maintenance, depreciation, and tax trackers	2.0
Total change in non-GAAP operating expense	\$ 90.9

Electric Operations

For the first quarter of 2021, Electric Operations reported non-GAAP operating income of \$90.6 million, compared to non-GAAP operating income of \$80.0 million in the comparable 2020 period.

Non-GAAP operating revenues for the first quarter of 2021 were \$403.3 million, a increase of \$24.3 million from the comparable 2020 period.

Changes in non-GAAP Operating Revenues <i>(in millions)</i>	Favorable (Unfavorable)
Increased customer usage, primarily driven by residential customers	\$ 4.8
New rates from infrastructure improvement and DSM programs	2.8
The effects of customer growth	1.0
Other	0.5
Change in operating revenues (before cost of energy and other tracked items)	\$ 9.1
Operating revenues offset in operating expense	
Higher cost of energy billed to customers	12.8
Higher operation and maintenance and depreciation trackers	2.4
Total change in non-GAAP operating revenues	\$ 24.3

Non-GAAP operating expenses for the first quarter of 2021 were \$312.7 million, an increase of \$13.7 million from the comparable 2020 period.

Changes in non-GAAP Operating Expenses <i>(in millions)</i>	Favorable (Unfavorable)
Higher generation-related maintenance	\$ (4.2)
Increased depreciation primarily due to additional plant placed in service	(3.4)
Decreased environmental costs	6.8
Lower employee and administrative costs	4.3
Other	(2.0)
Change in operating expenses (before cost of energy and other tracked items)	\$ 1.5
Operating expenses offset in operating revenue	
Higher cost of energy billed to customers	(12.8)
Higher operation and maintenance and depreciation trackers	(2.4)
Total change in non-GAAP operating expense	\$ (13.7)

Corporate and Other Operations

For the first quarter of 2021, Corporate and Other Operations reported non-GAAP operating income of zero compared to a non-GAAP operating loss of \$8.9 million in the comparable 2020 period. This change resulted primarily from favorable fluctuations in unrealized gains and losses on the cash surrender value of corporate owned life insurance investments.

Other Deductions, net

Other deductions, net, reduced income by \$74.1 million for the first quarter of 2021 compared to a reduction in income of \$87.5 million in the comparable 2020 period. This change is primarily driven by lower short term debt interest due to lower balances and a lower rate on commercial paper in 2021 compared to 2020.

Income Taxes

The effective tax rate of net operating earnings was 18.2 percent compared to 18.8 percent for the same period last year. The decrease in 2021 is primarily due to increased amortization of excess deferred federal income tax liabilities and deduction for AFUDC equity in 2021.

NiSource Inc.

Consolidated Net Operating Earnings Available to Common Shareholders (Non-GAAP) (unaudited)

<i>(in millions, except per share amounts)</i>	Three Months Ended March 31,	
	2021	2020
Operating Revenues	\$ 1,554.6	\$ 1,631.8
Operating Expenses		
Cost of energy	476.8	462.4
Operation and maintenance	297.7	360.5
Operation and maintenance - trackers	48.5	76.0
Depreciation and amortization	182.0	182.8
Depreciation and amortization - trackers	3.0	1.5
Loss on sale of assets, net	1.2	—
Other taxes	53.7	60.9
Other taxes - trackers	27.1	25.0
Total Operating Expenses	1,090.0	1,169.1
Operating Income	464.6	462.7
Other Income (Deductions)		
Interest expense, net	(84.6)	(92.9)
Other, net	10.5	6.5
Other, net - trackers	—	(1.1)
Total Other Deductions, Net	(74.1)	(87.5)
Operating Earnings Before Income Taxes	390.5	375.2
Income Taxes	70.9	70.5
Net Operating Earnings	319.6	304.7
Net income attributable to noncontrolling interest	1.0	—
Net Operating Earnings attributable to NiSource	318.6	304.7
Preferred dividends	(13.8)	(13.8)
Net Operating Earnings Available to Common Shareholders (Non-GAAP)	304.8	290.9
Non-GAAP Diluted Net Operating Earnings Per Share	\$ 0.77	\$ 0.76
Diluted Average Common Shares Outstanding	393.9	384.1

NiSource Inc.
Segment Operating Income (Non-GAAP) *(unaudited)*

Gas Distribution Operations <i>(in millions)</i>	Three Months Ended March 31,	
	2021	2020
Operating Revenues	\$ 1,147.3	\$ 1,255.8
Operating Expenses		
Cost of energy	379.0	377.4
Operation and maintenance	198.9	254.9
Operation and maintenance - trackers	38.3	67.1
Depreciation and amortization	92.0	96.0
Depreciation and amortization - trackers	0.9	0.5
Loss on sale of assets, net	1.2	—
Other taxes	35.9	43.3
Other taxes - trackers	27.1	25.0
Total Operating Expenses	773.3	864.2
Operating Income (Non-GAAP)	\$ 374.0	\$ 391.6

Electric Operations <i>(in millions)</i>	Three Months Ended March 31,	
	2021	2020
Operating Revenues	\$ 403.3	\$ 379.0
Operating Expenses		
Cost of energy	97.8	85.0
Operation and maintenance	106.8	112.0
Operation and maintenance - trackers	10.2	8.9
Depreciation and amortization	81.3	77.9
Depreciation and amortization - trackers	2.1	1.0
Other taxes	14.5	14.2
Total Operating Expenses	312.7	299.0
Operating Income (Non-GAAP)	\$ 90.6	\$ 80.0

Corporate and Other Operations <i>(in millions)</i>	Three Months Ended March 31,	
	2021	2020
Operating Income (Loss) (Non-GAAP)	\$ —	\$ (8.9)

NiSource Inc.
Segment Volumes and Statistical Data *(unaudited)*

	Three Months Ended March 31,	
	2021	2020
Gas Distribution Operations		
Sales and Transportation (MMDth)		
Residential	118.4	118.5
Commercial	74.3	73.7
Industrial	136.4	146.8
Off-System	5.4	11.2
Other	0.2	0.2
Total	334.7	350.4
Weather Adjustment	6.7	32.0
Sales and Transportation Volumes - Excluding Weather	341.4	382.4
Customers		
Residential	2,965,004	3,233,222
Commercial	254,188	283,579
Industrial	4,965	6,002
Other	3	3
Total	3,224,160	3,522,806
Heating Degree Days	2,703	2,440
Normal Heating Degree Days	2,854	2,897
% Colder (Warmer) than Normal	(5)%	(16)%

	Three Months Ended March 31,	
	2021	2020
Electric Operations		
Sales (Gigawatt Hours)		
Residential	804.6	755.5
Commercial	867.9	878.7
Industrial	2,063.3	2,071.1
Wholesale	32.1	71.4
Other	27.3	28.2
Total	3,795.2	3,804.9
Weather Adjustment	6.2	20.9
Sales Volumes - Excluding Weather	3,801.4	3,825.8
Customers		
Residential	419,582	416,501
Commercial	57,538	57,150
Industrial	2,156	2,160
Wholesale	720	725
Other	2	2
Total	479,998	476,538

NiSource Inc.

Schedule 1 - Reconciliation of Consolidated Net Income Available to Common Shareholders to Net Operating Earnings Available to Common Shareholders (Non-GAAP) (unaudited)

<i>(in millions, except per share amounts)</i>	Three Months Ended March 31,	
	2021	2020
GAAP Net Income Available to Common Shareholders	\$ 281.7	\$ 61.8
Adjustments to Operating Income:		
Operating Revenues:		
Weather - compared to normal	9.0	26.3
Operating Expenses:		
Greater Lawrence Incident ⁽¹⁾	5.8	8.1
NiSource Next initiative ⁽²⁾	9.7	—
Massachusetts Business sale related amounts ⁽³⁾	6.9	280.2
Gain on sale of assets, net	—	(0.1)
Total adjustments to operating income	31.4	314.5
Income Taxes:		
Tax effect of above items ⁽⁴⁾	(8.3)	(85.4)
Total adjustments to net income	23.1	229.1
Net Operating Earnings Available to Common Shareholders (Non-GAAP)	\$ 304.8	\$ 290.9
Average Common Shares Outstanding⁽⁵⁾	393.9	383.1
GAAP Diluted Earnings Per Share	\$ 0.72	\$ 0.16
Adjustments to diluted earnings per share	0.05	0.60
Non-GAAP Diluted Net Operating Earnings Per Share	\$ 0.77	\$ 0.76

⁽¹⁾Represents costs incurred for estimated third-party claims and related other expenses as a result of the Greater Lawrence Incident.

⁽²⁾Represents incremental severance and third-party consulting costs incurred in connection with the NiSource Next initiative.

⁽³⁾2021 represents loss incurred for the Massachusetts Business primarily due to net working capital adjustments on the final purchase price. 2020 represents loss recorded as a result of measuring the assets and liabilities of the Massachusetts Business at fair value, less costs to sell.

⁽⁴⁾Represents income tax expense calculated using the statutory tax rates by legal entity.

⁽⁵⁾Beginning in 2021, we changed our Non-GAAP measure from Basic to Diluted Net Operating Earnings per Share. Diluted Average Common Shares Outstanding would have been 384.1M in 2020 resulting in no change to Non-GAAP Net Operating Earnings per Share of \$0.76.

NiSource Inc.

Schedule 2 - Reconciliation by Segment of Operating Income (Loss) to Operating Income (Loss)
(Non-GAAP) (unaudited)

Three Months Ended March 31, 2021 (in millions)	Gas Distribution	Electric	Corporate & Other	Total
Operating Income (Loss) (GAAP)	\$ 346.9	\$ 87.9	\$ (1.6)	\$ 433.2
Adjustments to Operating Income (Loss):				
Operating Revenues:				
Weather - compared to normal	8.4	0.6	—	9.0
Operating Expenses:				
Greater Lawrence Incident ⁽¹⁾	5.8	—	—	5.8
NiSource Next initiative ⁽²⁾	6.0	2.1	1.6	9.7
Massachusetts Business sale related amounts ⁽³⁾	6.9	—	—	6.9
Total Adjustments to Operating Income (Loss)	27.1	2.7	1.6	31.4
Operating Income (Non-GAAP)	\$ 374.0	\$ 90.6	\$ —	\$ 464.6

⁽¹⁾Represents costs incurred for estimated third-party claims and related other expenses as a result of the Greater Lawrence Incident.

⁽²⁾Represents incremental severance and third-party consulting costs incurred in connection with the NiSource Next initiative.

⁽³⁾Represents loss incurred for the Massachusetts Business primarily due to net working capital adjustments on the final purchase price.

Three Months Ended March 31, 2020 (in millions)	Gas Distribution	Electric	Corporate & Other	Total
Operating Income (Loss) (GAAP)	\$ 78.5	\$ 78.5	\$ (8.8)	\$ 148.2
Adjustments to Operating Income (Loss):				
Operating Revenues:				
Weather - compared to normal	24.8	1.5	—	26.3
Operating Expenses:				
Greater Lawrence Incident ⁽¹⁾	8.1	—	—	8.1
Loss on classification as held for sale ⁽²⁾	280.2	—	—	280.2
Gain on sale of fixed assets and impairments, net	—	—	(0.1)	(0.1)
Total Adjustments to Operating Income (Loss)	313.1	1.5	(0.1)	314.5
Operating Income (Non-GAAP)	\$ 391.6	\$ 80.0	\$ (8.9)	\$ 462.7

⁽¹⁾Represents costs incurred for estimated third-party claims and related other expenses as a result of the Greater Lawrence Incident.

⁽²⁾Represents loss recorded as a result of measuring the assets and liabilities of the Massachusetts Business at fair value, less costs to sell.

NiSource Inc.

Schedule 3 - Reconciliation by Segment of Operating Revenues and Expenses (GAAP) to Operating Revenues and Expenses (Non-GAAP) (unaudited)

Three Months Ended March 31, 2021 (in millions)	Gas Distribution	Electric	Corporate & Other	Total
Operating Revenues (GAAP)	\$ 1,138.9	\$ 402.7	\$ 4.0	\$ 1,545.6
Adjustments:				
Weather - compared to normal	8.4	0.6	—	9.0
Operating Revenues (Non-GAAP)	\$ 1,147.3	\$ 403.3	\$ 4.0	\$ 1,554.6

Three Months Ended March 31, 2020 (in millions)	Gas Distribution	Electric	Corporate & Other	Total
Operating Revenues (GAAP)	\$ 1,231.0	\$ 377.5	\$ (3.0)	\$ 1,605.5
Adjustments:				
Weather - compared to normal	24.8	1.5	—	26.3
Operating Revenues (Non-GAAP)	\$ 1,255.8	\$ 379.0	\$ (3.0)	\$ 1,631.8

Three Months Ended March 31, 2021 (in millions)	Gas Distribution	Electric	Corporate & Other	Total
Operating Expenses (GAAP)	\$ 792.0	\$ 314.8	\$ 5.6	\$ 1,112.4
Adjustments:				
Greater Lawrence Incident ⁽¹⁾	5.8	—	—	5.8
NiSource Next initiative ⁽²⁾	6.0	2.1	1.6	9.7
Massachusetts Business sale related amounts ⁽³⁾	6.9	—	—	6.9
Operating Expenses (Non-GAAP)	\$ 773.3	\$ 312.7	\$ 4.0	\$ 1,090.0

⁽¹⁾Represents costs incurred for estimated third-party claims and related other expenses as a result of the Greater Lawrence Incident.

⁽²⁾Represents incremental severance and third-party consulting costs incurred in connection with the NiSource Next initiative.

⁽³⁾Represents loss incurred for the Massachusetts Business primarily due to net working capital adjustments on the final purchase price.

Three Months Ended March 31, 2020 (in millions)	Gas Distribution	Electric	Corporate & Other	Total
Operating Expenses (GAAP)	\$ 1,152.5	\$ 299.0	\$ 5.8	\$ 1,457.3
Adjustments:				
Greater Lawrence Incident ⁽¹⁾	8.1	—	—	8.1
Loss on classification as held for sale ⁽²⁾	280.2	—	—	280.2
Gain on sale of fixed assets and impairments, net	—	—	(0.1)	(0.1)
Operating Expenses (Non-GAAP)	\$ 864.2	\$ 299.0	\$ 5.9	\$ 1,169.1

⁽¹⁾Represents costs incurred for estimated third-party claims and related other expenses as a result of the Greater Lawrence Incident.

⁽²⁾Represents loss recorded as a result of measuring the assets and liabilities of the Massachusetts Business at fair value, less costs to sell.

NiSource Inc.
Consolidated Income Statements (GAAP)

	Three Months Ended March 31,	
	2021	2020
<i>(in millions, except per share amounts)</i>		
Operating Revenues		
Customer revenues	\$ 1,506.5	\$ 1,525.9
Other revenues	39.1	79.6
Total Operating Revenues	1,545.6	1,605.5
Operating Expenses		
Cost of energy	476.8	462.4
Operation and maintenance	361.5	444.6
Depreciation and amortization	185.0	184.3
Loss on sale of assets, net	8.1	280.1
Other taxes	81.0	85.9
Total Operating Expenses	1,112.4	1,457.3
Operating Income	433.2	148.2
Other Income (Deductions)		
Interest expense, net	(84.6)	(92.9)
Other, net	10.5	5.4
Total Other Deductions, Net	(74.1)	(87.5)
Income before Income Taxes	359.1	60.7
Income Taxes	62.6	(14.9)
Net Income	296.5	75.6
Net income attributable to noncontrolling interest	1.0	—
Net Income attributable to NiSource	295.5	75.6
Preferred dividends	(13.8)	(13.8)
Net Income Available to Common Shareholders	281.7	61.8
Earnings Per Share		
Basic Earnings Per Share	\$ 0.72	\$ 0.16
Diluted Earnings Per Share	\$ 0.72	\$ 0.16
Basic Average Common Shares Outstanding	392.7	383.1
Diluted Average Common Shares	393.9	384.1

NiSource Inc.
Consolidated Balance Sheets (GAAP)

<i>(in millions)</i>	March 31, 2021	December 31, 2020
ASSETS		
Property, Plant and Equipment		
Plant	\$ 24,524.7	\$ 24,179.9
Accumulated depreciation and amortization	(7,688.0)	(7,560.4)
Net Property, Plant and Equipment ⁽¹⁾	16,836.7	16,619.5
Investments and Other Assets		
Available-for-sale debt securities (amortized cost of \$163.8 and \$163.9, allowance for credit losses of \$0.3 and \$0.5, respectively)	167.9	170.9
Other investments	81.5	81.1
Total Investments and Other Assets	249.4	252.0
Current Assets		
Cash and cash equivalents	89.1	116.5
Restricted cash	7.6	9.1
Accounts receivable	848.4	843.6
Allowance for credit losses	(53.9)	(52.3)
Accounts receivable, net	794.5	791.3
Gas inventory	48.1	191.2
Materials and supplies, at average cost	145.6	141.5
Electric production fuel, at average cost	52.5	68.4
Exchange gas receivable	53.7	34.1
Regulatory assets	188.9	135.7
Deferred property taxes	104.2	85.6
Prepayments and other	109.3	86.0
Total Current Assets ⁽¹⁾	1,593.5	1,659.4
Other Assets		
Regulatory assets	1,791.3	1,794.8
Goodwill	1,485.9	1,485.9
Deferred charges and other	237.7	228.9
Total Other Assets	3,514.9	3,509.6
Total Assets	\$ 22,194.5	\$ 22,040.5

⁽¹⁾Includes \$174.2 million and \$175.6 million of net property, plant and equipment assets and \$4.2 million and \$1.7 million of current assets of a consolidated VIE as of March 31, 2021 and December 31, 2020 that may be used only to settle obligations of the consolidated VIE.

NiSource Inc.
Consolidated Balance Sheets (GAAP) (continued)

<i>(in millions, except share amounts)</i>	March 31, 2021	December 31, 2020
CAPITALIZATION AND LIABILITIES		
Capitalization		
Stockholders' Equity		
Common stock - \$0.01 par value, 600,000,000 shares authorized; 392,129,866 and 391,760,051 shares outstanding, respectively	\$ 3.9	\$ 3.9
Preferred stock - \$0.01 par value, 20,000,000 shares authorized; 440,000 shares outstanding	880.0	880.0
Treasury stock	(99.9)	(99.9)
Additional paid-in capital	6,892.9	6,890.1
Retained deficit	(1,669.8)	(1,765.2)
Accumulated other comprehensive loss	(75.5)	(156.7)
Total NiSource Stockholders' Equity	5,931.6	5,752.2
Noncontrolling interest in consolidated subsidiaries	94.1	85.6
Total Stockholders' Equity	6,025.7	5,837.8
Long-term debt, excluding amounts due within one year	9,202.3	9,219.8
Total Capitalization	15,228.0	15,057.6
Current Liabilities		
Current portion of long-term debt	44.4	23.3
Short-term borrowings	520.0	503.0
Accounts payable	554.9	589.0
Dividends payable - common stock	86.3	—
Dividends payable - preferred stock	19.4	—
Customer deposits and credits	146.7	243.3
Taxes accrued	301.5	244.1
Interest accrued	94.6	104.7
Exchange gas payable	25.5	48.5
Regulatory liabilities	169.6	161.3
Accrued compensation and employee benefits	131.2	141.8
Other accruals	164.7	220.4
Total Current Liabilities	2,258.8	2,279.4
Other Liabilities		
Deferred income taxes	1,573.6	1,470.6
Accrued liability for postretirement and postemployment benefits	328.9	336.1
Regulatory liabilities	1,881.0	1,904.2
Asset retirement obligations	479.7	477.1
Other noncurrent liabilities	444.5	515.5
Total Other Liabilities	4,707.7	4,703.5
Commitments and Contingencies	—	—
Total Capitalization and Liabilities	\$ 22,194.5	\$ 22,040.5

NiSource Inc.
Statements of Consolidated Cash Flows (GAAP)

Three Months Ended March 31, <i>(in millions)</i>	2021	2020
Operating Activities		
Net Income	\$ 296.5	\$ 75.6
Adjustments to Reconcile Net Income to Net Cash from Operating Activities:		
Depreciation and amortization	185.0	184.3
Deferred income taxes and investment tax credits	55.2	(19.9)
Loss on sale of assets	8.1	280.2
Other adjustments	3.5	7.9
Changes in Assets and Liabilities:		
Components of working capital	(89.3)	(147.1)
Regulatory assets/liabilities	8.4	12.9
Deferred charges and other noncurrent assets	(10.7)	(12.1)
Other noncurrent liabilities	(8.4)	(11.9)
Net Cash Flows from Operating Activities	448.3	369.9
Investing Activities		
Capital expenditures	(367.0)	(452.1)
Cost of removal	(26.9)	(34.5)
Purchases of available-for-sale securities	(16.6)	(43.5)
Sales of available-for-sale securities	16.9	45.4
Payment to renewable generation asset developer	(7.4)	—
Other investing activities	(0.8)	0.1
Net Cash Flows used for Investing Activities	(401.8)	(484.6)
Financing Activities		
Repayments of long-term debt and finance lease obligations	(5.9)	(4.1)
Issuance of short-term debt (maturity > 90 days)	—	500.0
Change in short-term borrowings, net (maturity ≤ 90 days)	17.0	(226.8)
Issuance of common stock, net of issuance costs	2.8	3.7
Equity costs, premiums and other debt related costs	(2.5)	(5.1)
Contributions from non-controlling interest, net of issuance costs	7.5	—
Dividends paid - common stock	(86.2)	(80.3)
Dividends paid - preferred stock	(8.1)	(8.1)
Net Cash Flows (used for) from Financing Activities	(75.4)	179.3
Change in cash, cash equivalents and restricted cash	(28.9)	64.6
Cash, cash equivalents and restricted cash at beginning of period	125.6	148.4
Cash, Cash Equivalents and Restricted Cash at End of Period	\$ 96.7	\$ 213.0