



Analyst Call to Review

Fiscal 2021 First Quarter Financial Results

*February 3, 2021
9:00 a.m. Eastern*

■ Financial Performance

- ✓ Diluted EPS of \$1.71
- ✓ Capital spending of \$456.8 million; 87% allocated to safety and reliability spending
- ✓ Reaffirmed Fiscal 2021 EPS guidance range of \$4.90 - \$5.10
- ✓ 8.7% increase in fiscal 2021 indicated annual dividend to \$2.50 per diluted share - 37th consecutive year of rising dividends

■ Executed Our Regulatory Strategy

- ✓ Implemented \$109.8 million as of February 2, 2021
- ✓ \$32.0 million currently in progress

■ Strong Balance Sheet

- ✓ \$2.9 billion in liquidity, including \$247 million available under forward agreements as of December 31, 2020
- ✓ \$600 million of long-term debt financing completed in Q1 Fiscal 2021
- ✓ \$216 million of equity forwards settled in Q1 Fiscal 2021
- ✓ Equity capitalization at 58% at December 31, 2020

Consolidated Financial Highlights – Q1 Fiscal 2021

Segment Net Income <i>(\$millions, except EPS)</i>	Three Months Ended December 31	
	2020	2019
Distribution	\$ 154	\$ 130
Pipeline & Storage	64	49
Net Income	\$ 218	\$ 179
Diluted EPS¹	\$ 1.71	\$ 1.47
Capital Expenditures	\$ 456.8	\$ 529.2

1. Since Atmos Energy has non-vested share-based payments with a nonforfeitable right to dividends, there is a requirement to use the two-class method of computing earnings per share. As a result, EPS cannot be calculated directly from the income statement.

Segment Operating Income Results

Three Months Ended December 31 (\$millions)	2020	2019	Change
Distribution	\$ 209.5	\$ 180.3	\$ 29.2
Pipeline & Storage	89.3	72.5	16.8
Operating Income	\$ 298.8	\$ 252.8	\$ 46.0

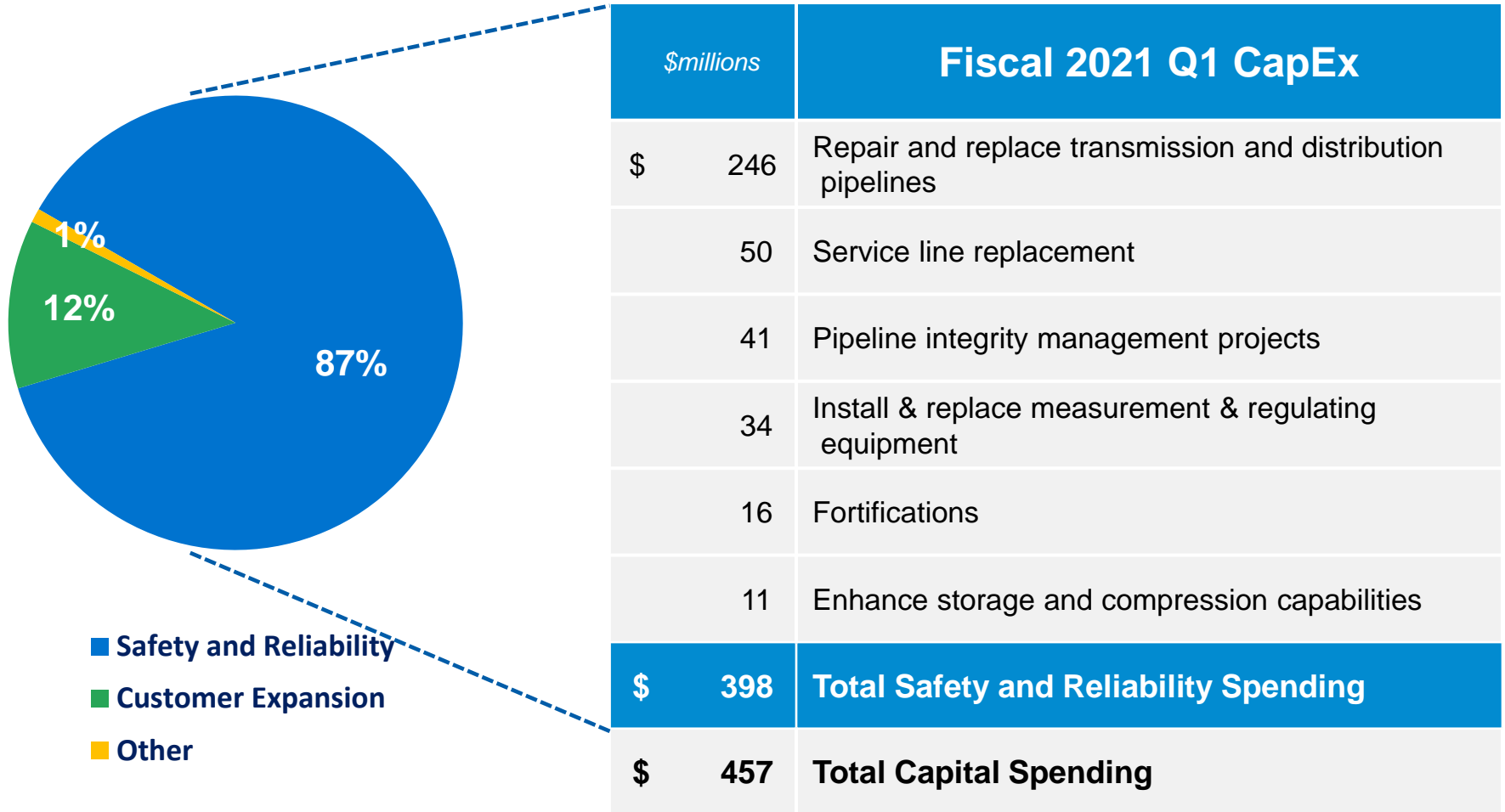
Distribution Key Drivers

- **\$37.0MM – Increase in rates**
- **\$5.7MM – Increase in customer growth**
- **\$9.8MM – Net decrease in consumption and service order revenues**
- **\$5.6MM – Decrease in O&M**
 - ✓ Decrease in T&E spending
 - ✓ Decrease in employee costs
 - ✓ Increase in bad debt expense
- **\$9.8MM – Increase in D&A and property tax expense**
 - ✓ Increased capital investments

Pipeline & Storage Key Drivers

- **\$13.3MM – Increase in rates**
- **\$8.2MM – Decrease in system maintenance**
 - ✓ Nonrecurring well integrity costs
- **\$4.6MM – Increase in D&A and property tax expense**
 - ✓ Increased capital investments

Safety & Reliability Investments Support Infrastructure Modernization



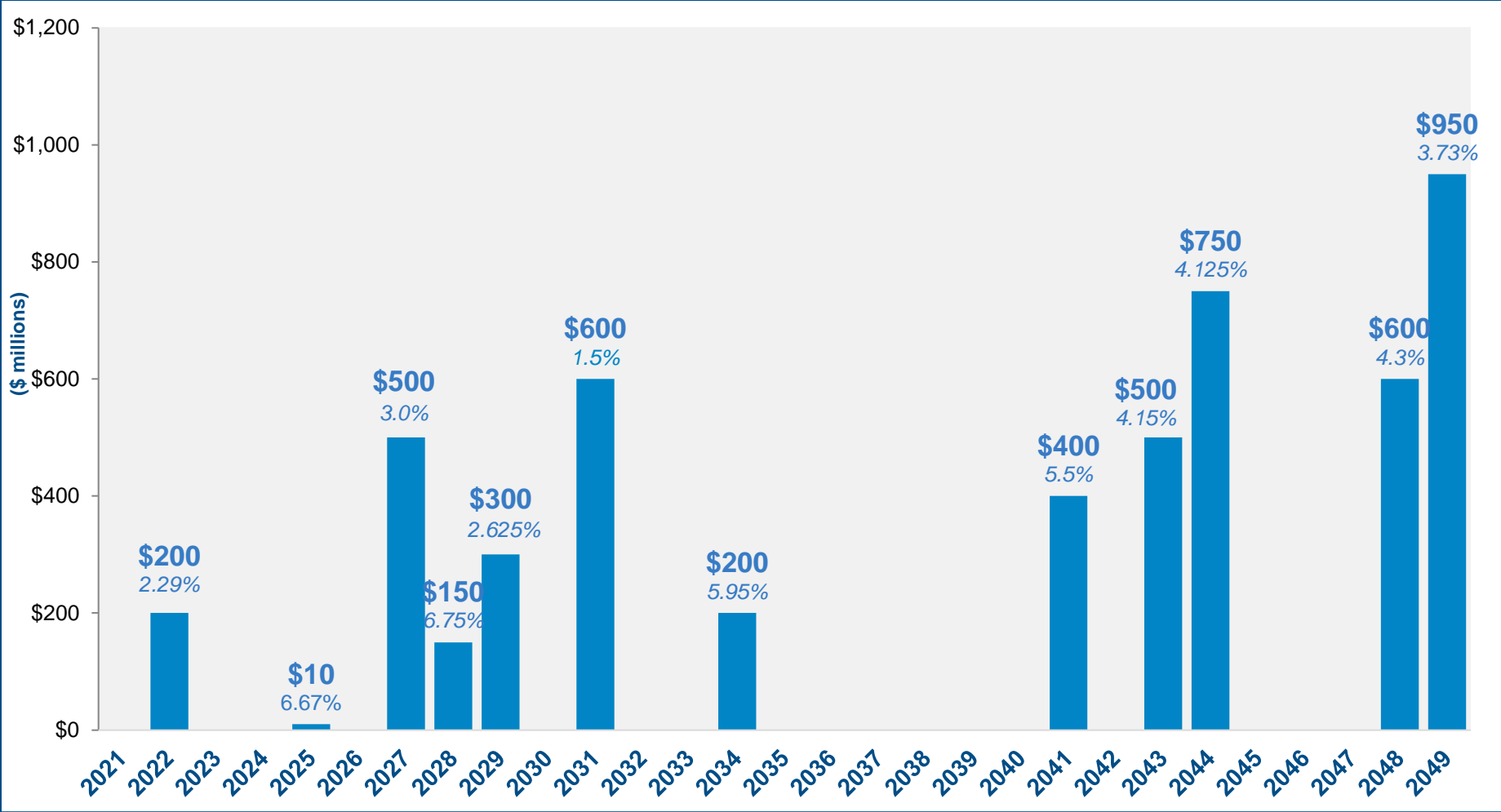
- **\$600 million of long-term debt financing issued**
 - ✓ 1.50% 10-year senior notes issued in October 2020

- **Equity needs satisfied through our ATM program**
 - ✓ \$122 million of equity priced in Q1 fiscal 2021
 - ✓ \$216 million in settled equity forward arrangements
 - ✓ \$247 million net proceeds available under forward agreements at December 31, 2020
 - **Maturity:** June 30, 2021 to September 30, 2021
 - **Shares:** 2,452,177
 - **Forward Share Price:** \$100.66
 - ✓ \$430 million available for issuance as of December 31, 2020

Strong Financial Foundation



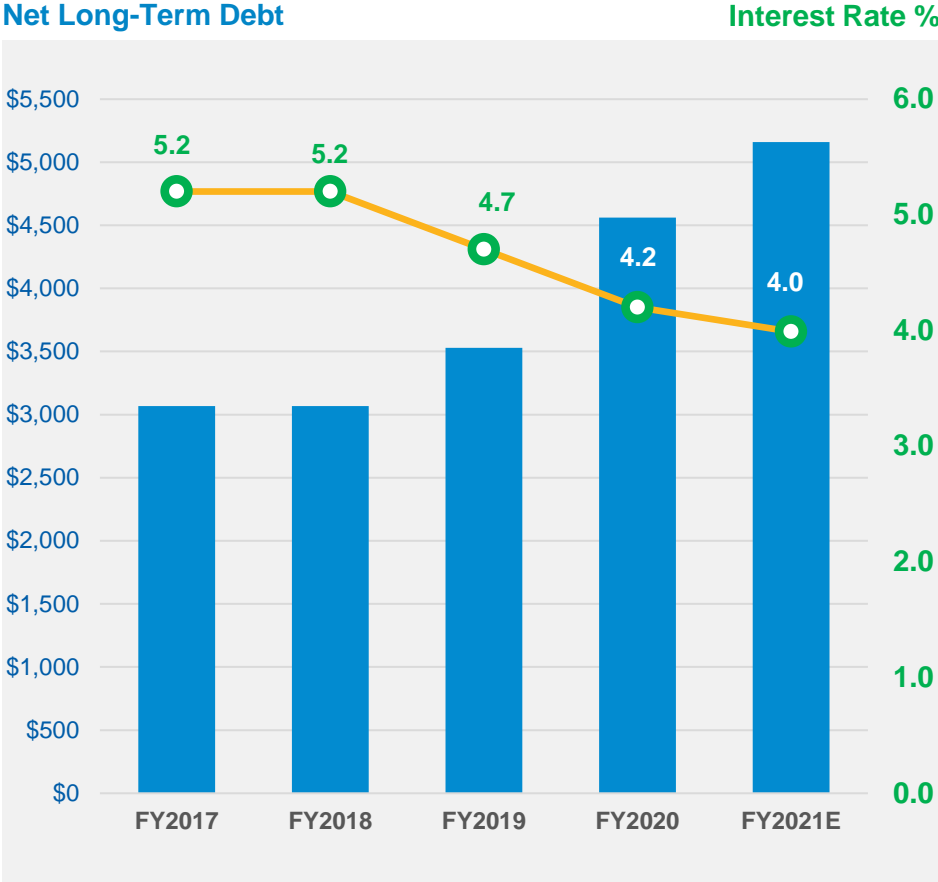
Weighted Average Maturity ~19 Years



Strong Financial Foundation



Improved Weighted Average Cost of Long-Term Debt Credit Metrics Remain Strong

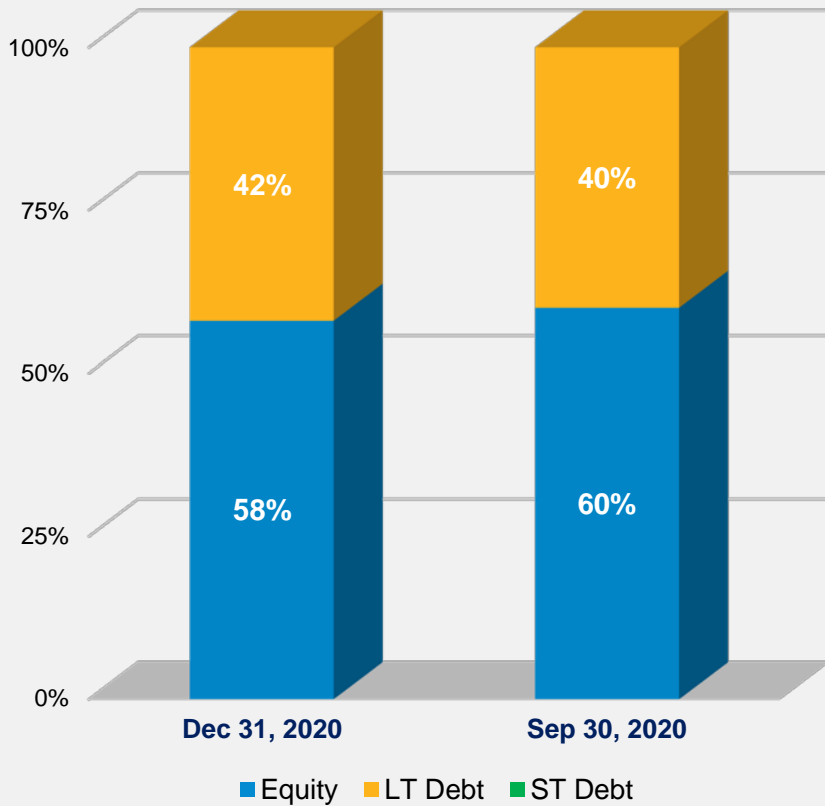


Strong Investment Grade Credit Ratings		
	Moody's	Standard & Poor's
• Senior Unsecured	A1	A
• Commercial Paper	P-1	A-1
• Ratings Outlook	Stable	Stable
• CFO (Pre-WC) / Adj Debt	24.5%	21.6%

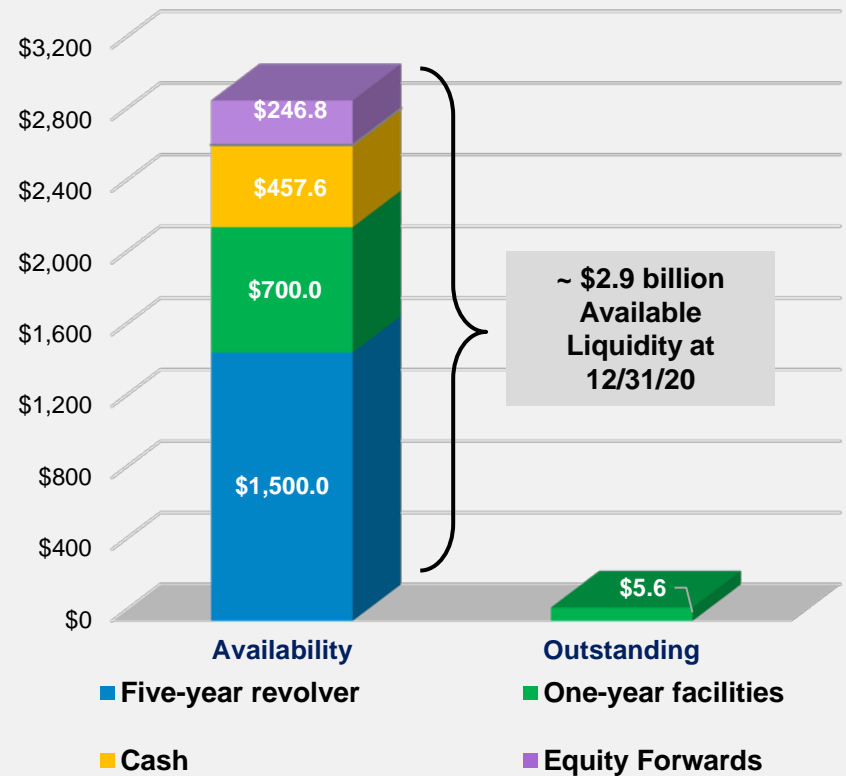
Strong Financial Foundation Further Enhanced

Capitalization and Liquidity Profile

Total Capitalization



Liquidity Profile as of December 31, 2020



Fiscal 2021E Guidance

(\$millions, except EPS)	FY 2020	FY 2021E ¹
Distribution	\$ 395	\$ 425 - 440
Pipeline & Storage	206	205 - 220
Total Net Income	\$ 601	\$ 635 - 665
Average Diluted Shares	122.9	129.0 - 131.5
Adjusted Diluted EPS²	\$ 4.72³	\$ 4.90 - \$ 5.10
Capital Spending	\$ 1,936	\$ 2,000 - \$ 2,200

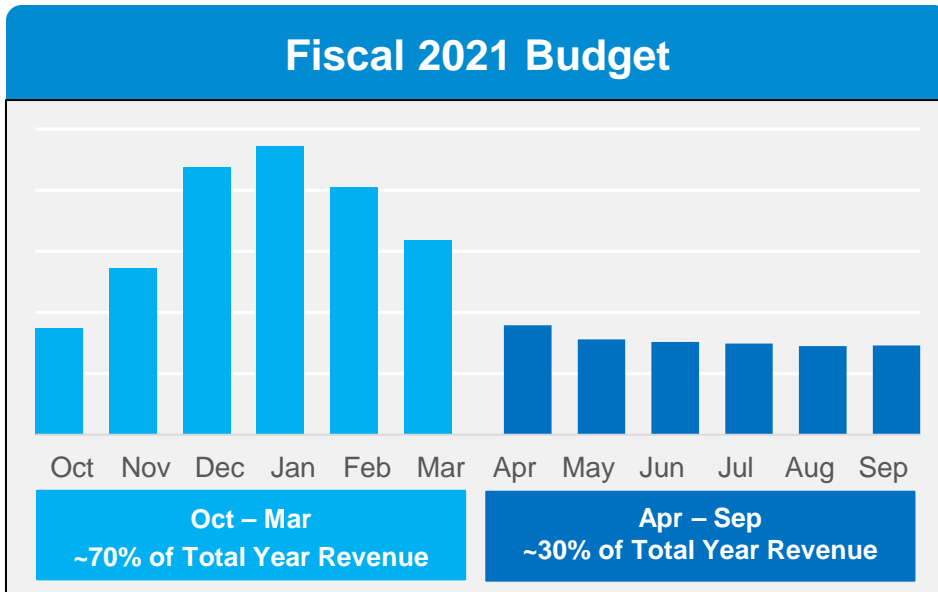
1. Changes in events or other circumstances that the Company cannot currently anticipate could materially impact earnings and could result in earnings for fiscal 2021 significantly above or below this outlook.
2. Since Atmos Energy has non-vested share-based payments with a non-forfeitable right to dividends, there is a requirement to use the two-class method of computing earnings per share. As a result, EPS cannot be calculated directly from the income statement.
3. Adjusted diluted EPS is a non-GAAP measure defined as diluted EPS before a one-time, non-cash income tax benefit recognized in Q3 2020.

Fiscal 2021E Guidance

Selected Expenses (\$millions)	FY 2020	FY 2021E ¹
O&M	\$ 630	\$ 660 - 690
D&A	\$ 430	\$ 470 - 480
Interest	\$ 84	\$ 75 - 85
Adjusted Income Tax	\$ 166 ²	\$ 175 - 185
Adjusted Effective Tax Rate	22.2% ³	20% - 23% ⁴

1. Changes in events or other circumstances that the Company cannot currently anticipate could materially impact earnings and could result in earnings for fiscal 2021 significantly above or below this outlook.
2. Adjusted Income Tax is a Non-GAAP measure defined as Income Taxes of \$145 million before a \$21 million one-time, non-cash income tax benefit recognized in Q3 2020.
3. Adjusted Effective Tax Rate is a Non-GAAP measure calculated using Income before Income Taxes and Adjusted Income Tax, which excludes the \$21 million one-time, non-cash income tax benefit recognized in Q3 2020.
4. Excluding the amortization of excess deferred tax liabilities, the effective rate is expected to be 23% - 25%.

Volume by Customer Class



Base Charge as a % of Revenue⁽¹⁾

Residential	65%
Commercial	44%
Industrial	24%
Transport/Other	22%
Total	58%

FY21 Estimated Revenue by Customer Class			FY21 Estimated EPS Sensitivity <i>1% change in volumes</i>		
Residential		66%	Residential		\$ 0.0235
Nonresidential			Nonresidential		
• Commercial	27%		• Commercial	\$ 0.0117	
• Industrial	2%		• Industrial	\$ 0.0008	
• Transport/Other	5%		• Transport/Other	\$ 0.0038	
Total Nonresidential	34%	34%	Total Nonresidential	\$ 0.0163	\$ 0.0163
Total		100%	Total		\$ 0.0398

⁽¹⁾ Revenue excluding gas costs

COVID-19 Key Financial Factors

Revenue	<ul style="list-style-type: none">▪ 58% of distribution revenue¹ is included in base charge▪ >80% of APT revenues earned from LDC customers via demand charge▪ 25% of APT through system revenue retained through Rider Rev
Bad Debt Expense	<ul style="list-style-type: none">▪ Regulatory asset treatment in 6 states²
O&M	<ul style="list-style-type: none">▪ Regulatory asset treatment for COVID-19 related costs in 5 states²
Capital Spending	<ul style="list-style-type: none">▪ No material supply chain issues

¹ Revenue excluding gas costs

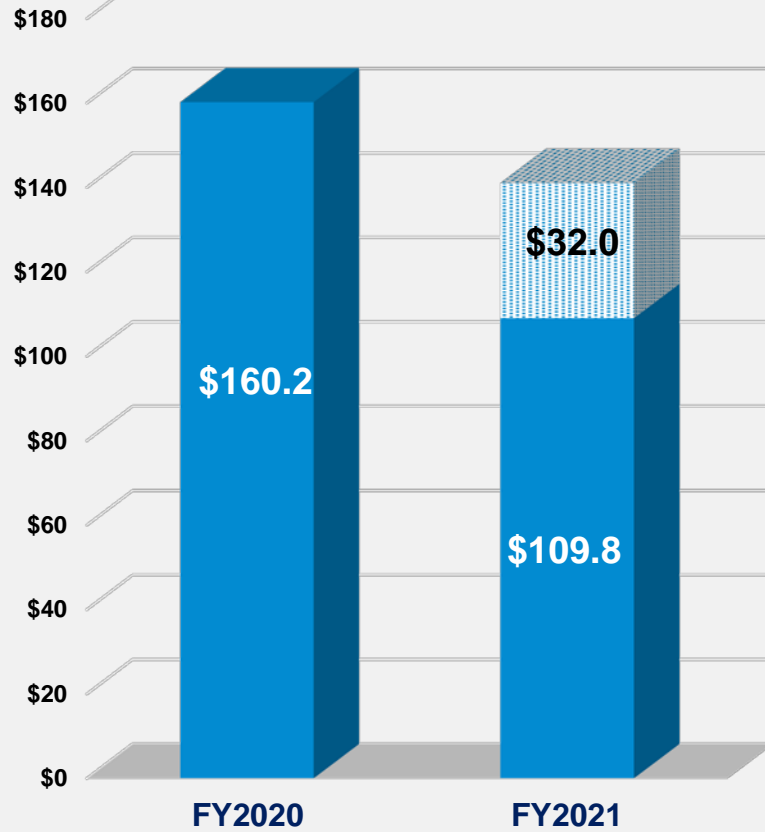
² As of December 31, 2020, no amounts have been recorded as regulatory assets or liabilities for expenses related to COVID-19.

Regulatory Approaches to COVID-19

State	Status
Colorado	Order received 9/3/20 Authorized deferral of incremental bad debt expense
Kansas	Order received 7/9/20 Authorized deferral of incremental bad debt expenses and foregone fee revenue that may arise from customer protections
Kentucky	Order received 9/21/20 Authorized deferral of carrying charges on arrearages
Louisiana	Order received 4/29/20 Authorized deferral of expenses incurred from the suspension of disconnections and collection of late fees imposed by the 3/13/20 executive order
Mississippi	Order received 4/14/20 Authorized deferral of incremental bad debt expenses and all associated credit and collection costs
Tennessee	Tracking COVID related costs for possible future recovery
Texas	Order received 4/8/20 Authorized deferral of expenses incurred to address the impact on utilities and their customers that otherwise would not have been incurred during the normal course of business, including incremental bad debt and associated credit and collection costs
Virginia	Order received 4/29/20 Authorized deferral of incremental bad debt, late payment fees suspended, reconnection costs, carrying costs and other incremental incurred costs

Approved Annualized Operating Income Increases

\$millions



Key Rate Activity Through February 2, 2021

- **\$109.8MM Implemented**
 - ✓ \$ 82.6MM – Mid-Tex RRM
 - ✓ \$ 10.6MM – Mississippi SIR
 - ✓ \$ 5.9MM – Mississippi SRF
 - ✓ \$ 5.6MM – West TX RRM
 - ✓ \$ 2.4MM – Colorado SSIR
 - ✓ \$ 1.7MM – Kansas GSRS
 - ✓ \$ 1.6MM – Kentucky PRP
- **\$32.0MM In Progress**
 - ✓ \$ 15.9MM – Mid-Tex DARR
 - ✓ \$ 8.4MM – West TX ALDC SOI
 - ✓ \$ 7.7MM – Tennessee ARM

Regulatory Mechanisms To Support Recovery

Jurisdiction	Annual Revenue and Lag Mechanisms		Revenue Stability and Lag Mechanisms			Other
	Annual Rate Stabilization	Infrastructure	Pension and Retirement Cost Trackers	WNA	Bad Debt in GCA	Recovery of Certain COVID-19 Costs
Colorado		✓	✓			✓
Kansas		✓	✓	✓	✓	✓
Kentucky		✓		✓	✓	✓
Tennessee	✓	✓	✓	✓	✓	
Virginia		✓		✓	✓	✓
Louisiana	✓	✓	✓	✓		✓
Mississippi	✓	✓		✓		✓
Mid-Tex	✓	✓	✓	✓	✓	✓
West Texas	✓	✓	✓	✓	✓	✓
APT		✓	✓			✓

Key Regulatory Filings – Fiscal 2021E

Rate Filing Planned Timing

Q1 October → December	Q2 January → March	Q3 April → June	Q4 July → September
Mid-Tex and WTX Cities – Completed Rate Review Mechanism (RRM) of \$88.2 million with new rates implemented December 1, 2020	Colorado – Implemented SSIR filing of \$2.4 million	Mid-Tex and WTX Cities – Anticipate Rate Review Mechanism (RRM) filing in April 2021; new rates implemented Q1 fiscal 2022	Mississippi – Anticipate Stable Rate Filing (SRF) in July 2021; new rates anticipated Q1 fiscal 2022
Mississippi – Implemented Stable Rate Filing (SRF) and System Integrity Rider (SIR) of \$16.5 million	Kansas – Implemented GSRS of \$1.7 million	Louisiana – Anticipate annual Rate Stabilization Clause filing in April 2021; new rates anticipated Q4 fiscal 2021	Kentucky – Anticipate PRP filing in August 2021; new rates anticipated Q1 2022
Kentucky – Implemented PRP filing of \$1.6 million	Mid-Tex (Dallas) – Filed Dallas Annual Rate Review (DARR) in January 2021; new rates anticipated Q3 fiscal 2021	Virginia – Anticipate SAVE Annual filing in June 2021; new rates anticipated in Q1 fiscal 2022	WTX ALDC – Anticipate filing GRIP in September 2021; new rates anticipated Q1 fiscal 2022
Virginia – Implemented SAVE filing of \$0.3 million	Atmos Pipeline Texas (APT) – Anticipate filing GRIP in February 2021; new rates anticipated Q3 fiscal 2021		
WTX ALDC – Filed Statement of Intent (SOI) of \$8.4 million in September 2020; new rates anticipated Q4 fiscal 2021	Tennessee – Filed Annual Review Mechanism (ARM) in February 2021; new rates anticipated Q3 2021		
	Mid-Tex ATM, WTX Triangle and Texas Environs – Anticipate filing GRIP in March 2021; new rates anticipated Q3 fiscal 2021		
	Mississippi – Anticipate filing System Integrity Rider (SIR) in March 2021; new rates anticipated Q1 fiscal 2022		
	Kentucky – Anticipate filing General Rate Case in March 2021; new rates anticipated Q1 fiscal 2022		

- **Kansas: Implemented Gas Safety Reliability Surcharge (GSRS) filing on January 26, 2021**

- ✓ Authorized an annual operating income increase of \$1.7 million
- ✓ Authorized ROE: 9.10%; ROR: 7.03%
- ✓ Authorized capital structure: 44% debt / 56% equity
- ✓ Authorized rate base: \$16.9 million
- ✓ Test year ended September 30, 2020

- **Colorado: Implemented System Safety and Integrity Rider (SSIR) on January 1, 2021**

- ✓ Authorized an annual operating income increase of \$2.4 million
- ✓ Authorized ROE: 9.45%; ROR: 7.55%
- ✓ Authorized capital structure: 44% debt / 56% equity
- ✓ Authorized rate base : \$78.3 million
- ✓ Test year ended December 31, 2020

Distribution Operations – Regulatory Update

Kentucky/Mid-States Division

- **Tennessee ARM Filing: Filed Annual Review Mechanism (ARM) on February 1, 2021**
 - ✓ Requested an increase in annual operating income of \$7.7 million
 - ✓ Requested ROE of 9.80%; ROR of 7.62%
 - ✓ Requested capital structure of 40% debt / 60% equity
 - ✓ Requested system-wide rate base of \$421 million
 - ✓ Test year ended September 30, 2020

- **Kentucky PRP Rate Filing: Implemented annual Pipe Replacement Program (PRP) filing on October 1, 2020**
 - ✓ Authorized an annual operating income increase of \$1.6 million
 - ✓ Authorized ROE of 9.65%; ROR of 7.49%
 - ✓ Authorized capital structure: 42% debt / 58% equity
 - ✓ Authorized rate base: \$39.4 million
 - ✓ Forward-looking test year ending September 2021

- **Virginia Rate Filing: Implemented SAVE Infrastructure Program on October 1, 2020**
 - ✓ Authorized an annual operating income increase of \$0.3 million
 - ✓ Authorized ROE: 9.20%; ROR: 7.43%
 - ✓ Authorized capital structure: 42% debt / 58% equity
 - ✓ Authorized rate base: \$3.5 million

- **Mid-Tex City of Dallas: Filed Dallas Annual Rate Review (DARR) on January 15, 2021**
 - ✓ Requested an increase in annual operating income of \$15.9 million
 - ✓ Requested ROE of 9.80%; ROR of 7.57%
 - ✓ Requested capital structure of 41% debt / 59% equity
 - ✓ Requested system-wide rate base of \$4.2 billion
 - ✓ Test year ended September 30, 2020

- **Mid-Tex Cities: Implemented 2019 Annual Rate Review Mechanism (RRM) on December 1, 2020**
 - ✓ Authorized an increase in annual operating income of \$82.6 million
 - ✓ Authorized ROE of 9.80%; ROR of 7.53%
 - ✓ Authorized capital structure of 42% debt / 58% equity
 - ✓ Authorized system-wide rate base of \$3.7 billion
 - ✓ Test year ended December 31, 2019

- **Mississippi: Implemented Annual Stable Rate Filing (SRF) on November 1, 2020**
 - ✓ Authorized an annual operating income increase of \$5.9 million
 - ✓ Authorized ROR: 7.81%
 - ✓ Authorized rate base: \$474.2 million
 - ✓ Forward-looking components - PP&E, accumulated depreciation, accumulated deferred income taxes, depreciation and ad valorem taxes from November 2020 - October 2021

- **Mississippi: Implemented Annual System Integrity Rider (SIR) on November 1, 2020**
 - ✓ Authorized an annual operating income increase of \$10.6 million
 - ✓ Authorized ROR: 7.81%
 - ✓ Authorized rate base: \$247.4 million
 - ✓ Forward-looking components - PP&E, accumulated depreciation, accumulated deferred income taxes, depreciation and ad valorem taxes from November 2020 - October 2021

- **West Texas ALDC: Filed 2020 Statement of Intent (SOI) on September 30, 2020**
 - ✓ Requested an annual operating income increase of \$8.4 million
 - ✓ Requested ROE: 10.50%; ROR: 7.94%
 - ✓ Requested capital structure: 41% debt / 59% equity
 - ✓ Requested rate base: \$751.9 million
 - ✓ Test year ending June 30, 2020

- **West Texas Cities: Implemented 2019 Annual Rate Review Mechanism (RRM) on December 1, 2020**
 - ✓ Authorized an annual operating income increase of \$5.6 million
 - ✓ Authorized ROE: 9.80%; ROR: 7.53%
 - ✓ Authorized capital structure: 42% debt / 58% equity
 - ✓ Authorized rate base: \$660.9 million
 - ✓ Test year ending December 31, 2019

Regulatory Summary

Jurisdictions		Effective Date of Last Rate Action	Date of Last Rate Filing (Pending)	Authorized Operating Income \$millions	Requested Operating Income \$millions	Rate Base \$millions ⁽¹⁾	Requested Rate Base \$millions	Authorized Rate of Return ⁽¹⁾	Requested Rate of Return	Authorized Return on Equity ⁽¹⁾	Requested Return on Equity	Authorized Debt/Equity Ratio	Requested Debt/Equity Ratio	Meters at 12/31/20
Atmos Pipeline-TX (GUD 10580)		8/1/17		\$13.0		\$1,767		8.87%		11.50%		47/53		NA
Atmos Pipeline-TX GRIP	3	9/1/20		\$49.3		\$2,698		8.87%		11.50%		47/53		NA
Mid-Tex - City of Dallas DARR		9/1/20	1/15/21	\$14.7	\$15.9	\$3,511	\$4,237	7.83%	7.57%	9.80%	9.80%	40/60	41/59	235,124
Mid-Tex Cities RRM	5	12/1/20		\$82.6		\$3,733		7.53%		9.80%		42/58		1,278,904
Mid-Tex ATM Cities SOI/GRIP (GUD 10779)	3	9/1/20		\$11.1		\$3,655		7.97%		9.80%		40/60		180,624
Mid-Tex Environs SOI/GRIP (GUD 10944)	3	9/1/20		\$4.4		\$3,655		7.97%		9.80%		40/60		78,172
WTX Cities RRM	5	12/31/20		\$5.6		\$661		7.53%		9.80%		42/58		148,125
WTX ALDC SOI	4	4/1/14	9/30/20	\$8.4	\$8.4	\$324	\$752	2	7.94%	2	10.50%	2	41/59	NA
WTX ALDC GRIP	3,4	9/1/20		\$5.9		\$672		8.57%		10.50%		48/52		151,311
WTX Environs SOI/GRIP (GUD 10945)	3	9/1/20		\$1.0		\$668		7.97%		9.80%		40/60		24,224
WTX Triangle (GUD 10900)		4/21/20		(\$0.8)		\$37		7.71%		9.80%		40/60		NA
Louisiana RSC (U-35525)	6	7/1/20		\$14.8		\$747		7.57%		9.80%		42/58		370,943
Mississippi SRF (2005-UN-0503)		11/1/20		\$5.9		\$474		7.81%		2		2		272,607
Mississippi SIR (2015-UN-049)		11/1/20		\$10.6		\$247		7.81%		2		2		NA

(See Next Page for Footnote Explanations)

Regulatory Summary (continued)

Jurisdictions	Effective Date of Last Rate Action	Date of Last Rate Filing (Pending)	Authorized Operating Income \$millions	Requested Operating Income \$millions	Rate Base \$millions ⁽¹⁾	Requested Rate Base \$millions	Authorized Rate of Return ⁽¹⁾	Requested Rate of Return	Authorized Return on Equity (1)	Requested Return on Equity	Authorized Debt/Equity Ratio	Requested Debt/Equity Ratio	Meters at 12/31/20
Kentucky PRP (2019-00253)	10/1/20		\$1.6		\$39		7.49%		9.65%		42/58		NA
Kentucky (2018-00281)	5/7/19		\$3.4		\$425		7.49%		9.65%		42/58		183,697
Tennessee ARM (19-00067)	6/1/19	2/1/21	\$2.4	\$7.7	\$389	\$421	7.79%	7.62%	9.80%	9.80%	42/58	40/60	157,770
Kansas (19-ATMG-525-RTS)	4/1/20		(\$0.2)		\$242		7.03%		9.10%		44/56		138,986
Kansas GSRS	1/26/20		\$ 1.7		\$17		7.03%		9.10%		44/56		NA
Colorado (17AL-0429G)	5/3/18		(\$0.2)		\$135		7.55%		9.45%		44/56		124,424
Colorado SSIR (20AL-0471G)	1/1/21		\$2.4		\$78		7.55%		9.45%		44/56		NA
Colorado GIS (18A-0765G)	4/1/19		\$0.1		\$1		7.55%		9.45%		44/56		NA
Virginia (PUR-2018-00014)	4/1/19		(\$0.4)		\$48		7.43%		9.20%		42/58		24,711
Virginia SAVE (PUR-2020-00107)	10/1/20		\$0.3		\$4		7.43%		9.20%		42/58		NA

1. Rate base, authorized rate of return and authorized return on equity presented in this table are those from the last base rate case for each jurisdiction. These rate bases, rates of return and returns on equity are not necessarily indicative of current or future rate bases, rates of return or returns on equity.
2. A rate base, rate of return, return on equity or debt/equity ratio was not included in the final decision.
3. GRIP filings are based on existing returns and the change in net utility plant investment.
4. Includes the cities of Amarillo, Lubbock, Dalhart and Channing.
5. The implementation date of the approved rates is December 1, 2020.
6. Louisiana RSC rates were implemented July 1, 2020 subject to refund.

Forward Looking Statements

The matters discussed or incorporated by reference in this presentation may contain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. All statements other than statements of historical fact included in this presentation are forward-looking statements made in good faith by the company and are intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. When used in this presentation, or any of the company’s other documents or oral presentations, the words “anticipate”, “believe”, “estimate”, “expect”, “forecast”, “goal”, “intend”, “objective”, “plan”, “projection”, “seek”, “strategy” or similar words are intended to identify forward-looking statements. Such forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those discussed in this presentation, including the risks relating to regulatory trends and decisions, our ability to continue to access the credit and capital markets, and the other factors discussed in our reports filed with the Securities and Exchange Commission. These risks and uncertainties include the following: federal, state and local regulatory and political trends and decisions, including the impact of rate proceedings before various state regulatory commissions; increased federal regulatory oversight and potential penalties; possible increased federal, state and local regulation of the safety of our operations; the impact of greenhouse gas emissions or other legislation or regulations intended to address climate change; possible significant costs and liabilities resulting from pipeline integrity and other similar programs and related repairs; the inherent hazards and risks involved in distributing, transporting and storing natural gas; the availability and accessibility of contracted gas supplies, interstate pipeline and/or storage services; increased competition from energy suppliers and alternative forms of energy; adverse weather conditions; the impact of climate change; the inability to continue to hire, train and retain operational, technical and managerial personnel; increased dependence on technology that may hinder the Company's business if such technologies fail; the threat of cyber-attacks or acts of cyber-terrorism that could disrupt our business operations and information technology systems or result in the loss or exposure of confidential or sensitive customer, employee or Company information; natural disasters, terrorist activities or other events and other risks and uncertainties discussed herein, all of which are difficult to predict and many of which are beyond our control; the capital-intensive nature of our business; our ability to continue to access the credit and capital markets to execute our business strategy; market risks beyond our control affecting our risk management activities, including commodity price volatility, counterparty performance or creditworthiness and interest rate risk; the concentration of our operations in Texas; the impact of adverse economic conditions on our customers; changes in the availability and price of natural gas; increased costs of providing health care benefits, along with pension and postretirement health care benefits and increased funding requirements; and the outbreak of COVID-19 and its impact on business and economic conditions. Accordingly, while we believe these forward-looking statements to be reasonable, there can be no assurance that they will approximate actual experience or that the expectations derived from them will be realized. Further, we undertake no obligation to update or revise any of our forward-looking statements whether as a result of new information, future events or otherwise.

Further, we will only update our annual earnings guidance through our quarterly and annual earnings releases. All estimated financial metrics for fiscal year 2021 and beyond that appear in this presentation are current as of February 2, 2021.