

# FACT SHEET



MIDDLESEX  
WATER COMPANY

Stock Symbol: NASDAQ: MSEX



## Overview

Middlesex Water Company, established in 1897, owns and operates regulated water and wastewater utility systems in New Jersey, Delaware and Pennsylvania. Middlesex Water also operates water and wastewater utility systems under contract on behalf of municipal and private clients in New Jersey and Delaware. The company leverages its core utility experience through such service offerings as Public/Private Partnerships, Acquisitions, Contract Operations, Military Base Water System Acquisitions, Renewable Energy projects and Industrial Applications.

## Corporate Mission and Strategy

Middlesex Water Company's mission is to provide service in the water, wastewater and related areas, in a safe, reliable and efficient manner. In meeting this mission, our strategy is to:

1. Continually build and maintain trust in all of our internal and external interactions.
2. Facilitate quality of life, economic stability and growth for current and future customers by providing a comprehensive suite of sustainable water and wastewater solutions.
3. Actively pursue sensible growth opportunities to the benefit of both customers and shareholders.
4. Innovate within the scope of our core technical competencies while also partnering with those who complement our values and skills to participate in new markets and enhance service to customers and value to shareholders.

## AT A GLANCE

August 2, 2016

**Market Cap** \$666.15 M

**52-Week Range** \$22.12-44.11

**Avg. Volume (3m)** 91,946

**Dividend Yield** 1.92%

**Annualized Dividend** \$0.80

Source: Yahoo Finance

## Financial Highlights

(in thousands except per share amounts)

Three months ended June 30, 2016  
2016 2015

<b>Operating Revenues</b>	\$ 32,725	\$ 31,666
<b>Total Operating Expenses</b>	\$ 22,397	\$ 22,431
<b>Net Income</b>	\$ 5,919	\$ 5,089
<b>Earnings per share of Common Stock:</b>		
<b>Basic:</b>	\$ 0.36	\$ 0.31
<b>Diluted:</b>	\$ 0.36	\$ 0.31
<b>Cash Dividends Paid per Common Share</b>	\$ 0.1988	\$ 0.1925

## Contact Information:

NASDAQ:MSEX

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## Recent News (View additional news and press releases at [www.middlesexwater.com](http://www.middlesexwater.com))

- In August, Middlesex Water Company (NASDAQ:MSEX) announced operating results for the quarter ended June 30, 2016. Consolidated Operating Revenues were up \$1.1 Million, Net Income increased 16.3% and Earnings Per Share climbed 16.1%.
- In July, Middlesex Water announced that the company's Board of Directors approved a dividend of \$0.19875 per common share payable on September 1, 2016 to holders of record as of August 12, 2016. Middlesex Water has paid cash dividends in varying amounts continually since 1912 and has increased its dividend for 43 consecutive years.
- In June, Middlesex Water Company announced that a \$12.0 million project to replace aging water infrastructure began in the Township of Edison and the City of South Amboy. As part of its RENEW Program in 2016, the Company intends to replace eight miles of water mains, as well as service lines, valves, fire hydrants and meters to improve fire flows and overall service quality in the area.

### Data Below: Year Ended 12/31/2015

#### Net Income (\$Millions)



#### Revenue Growth (\$Millions)



#### Earnings Per Share



## Middlesex Water Company Investment Considerations

- ◆ Over a century of water utility management experience
- ◆ Comprehensive suite of services for municipalities, developers and industrial clients
- ◆ Stable residential customer base
- ◆ Strong financial record & balance sheet
- ◆ Solid debt rating (S & P) "A" Stable
- ◆ Successful access to capital markets
- ◆ Socially responsible and focused on sustainability
- ◆ Established reputation for operational and technical excellence
- ◆ Focused on building and leveraging strategic partnerships
- ◆ Well positioned for growth through core business and non-regulated business opportunities
- ◆ Industry thought leader

## Executive Management Team

**Dennis W. Doll** – *Chairman, President and Chief Executive Officer*

**Richard M. Risoldi** - *Vice President Operations & Chief Operating Officer*

**A. Bruce O' Connor** - *Vice President, Treasurer & Chief Financial Officer*

**Jay L. Kooper** - *Vice President, General Counsel & Secretary*

**Bernadette M. Sohler** - *Vice President, Corporate Affairs*

**Lorrie B. Ginegaw** - *Vice President, Human Resources*

**Gerard L. Esposito** - *President, Tidewater Utilities, Inc.*



**Forward Looking Statement**—Certain matters discussed in this fact sheet are forward-looking statements intended to qualify for the “safe harbor” from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements can generally be identified as such because the context of the statement will include words such as the Company “believes,” “anticipates,” “expects” or words of similar import. Similarly, statements that describe the Company’s future plans, objectives, estimates or goals are also forward-looking statements that are subject to the risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the statements.