

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549**

**FORM 10-Q**

(Mark One)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended March 31, 2022

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 001-14129

**STAR GROUP, L.P.**

(Exact Name of Registrant as Specified in its Charter)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**9 West Broad Street**  
**Stamford, Connecticut**  
(Address of principal executive office)

**06-1437793**  
(I.R.S. Employer  
Identification No.)

**06902**  
(Zip Code)

Registrant's telephone number, including area code: (203) 328-7310

N/A  
(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Units	SGU	New York Stock Exchange

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	<input type="checkbox"/>	Accelerated filer	<input checked="" type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/>	Smaller reporting company	<input type="checkbox"/>
		Emerging growth company	<input type="checkbox"/>

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

At April 30, 2022, the registrant had 36,783,664 Common Units outstanding.

**STAR GROUP, L.P. AND SUBSIDIARIES**  
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Part I. FINANCIAL INFORMATION

Item 1. Condensed Consolidated Financial Statements

STAR GROUP, L.P. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands)	<u>March 31,</u> <u>2022</u> (unaudited)	<u>September 30,</u> <u>2021</u>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 17,682	\$ 4,767
Receivables, net of allowance of \$6,781 and \$4,779, respectively	262,738	99,680
Inventories	79,698	61,183
Fair asset value of derivative instruments	37,777	26,222
Prepaid expenses and other current assets	64,310	30,140
Total current assets	<u>462,205</u>	<u>221,992</u>
Property and equipment, net	101,456	99,123
Operating lease right-of-use assets	96,076	95,839
Goodwill	254,842	253,398
Intangibles, net	89,601	95,474
Restricted cash	250	250
Captive insurance collateral	67,511	69,933
Deferred charges and other assets, net	18,201	17,854
Total assets	<u>\$ 1,090,142</u>	<u>\$ 853,863</u>
<b>LIABILITIES AND PARTNERS' CAPITAL</b>		
<b>Current liabilities</b>		
Accounts payable	\$ 53,098	\$ 37,291
Revolving credit facility borrowings	185,723	8,618
Current maturities of long-term debt	13,000	17,621
Current portion of operating lease liabilities	16,717	16,446
Accrued expenses and other current liabilities	157,093	121,221
Unearned service contract revenue	66,801	56,972
Customer credit balances	36,542	86,828
Total current liabilities	<u>528,974</u>	<u>344,997</u>
Long-term debt	85,734	92,385
Long-term operating lease liabilities	84,182	84,019
Deferred tax liabilities, net	33,705	29,014
Other long-term liabilities	17,193	25,244
<b>Partners' capital</b>		
Common unitholders	357,020	295,063
General partner	(2,524)	(2,821)
Accumulated other comprehensive loss, net of taxes	(14,142)	(14,038)
Total partners' capital	<u>340,354</u>	<u>278,204</u>
Total liabilities and partners' capital	<u>\$ 1,090,142</u>	<u>\$ 853,863</u>

See accompanying notes to condensed consolidated financial statements.

**STAR GROUP, L.P. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

(in thousands, except per unit data - unaudited)	Three Months Ended March 31,		Six Months Ended March 31,	
	2022	2021	2022	2021
<b>Sales:</b>				
Product	\$ 712,462	\$ 539,371	\$ 1,123,727	\$ 839,703
Installations and services	70,081	64,744	147,086	137,732
Total sales	782,543	604,115	1,270,813	977,435
<b>Cost and expenses:</b>				
Cost of product	492,334	313,552	766,928	485,699
Cost of installations and services	70,136	64,361	144,184	133,664
(Increase) decrease in the fair value of derivative instruments	(17,615)	(8,224)	(4,212)	(25,619)
Delivery and branch expenses	107,486	100,942	196,475	181,629
Depreciation and amortization expenses	8,081	8,268	16,529	16,225
General and administrative expenses	5,902	6,320	12,578	12,561
Finance charge income	(1,026)	(799)	(1,538)	(1,205)
Operating income	117,245	119,695	139,869	174,481
Interest expense, net	(2,729)	(2,136)	(4,787)	(3,987)
Amortization of debt issuance costs	(237)	(243)	(476)	(490)
Income before income taxes	114,279	117,316	134,606	170,004
Income tax expense	32,900	32,152	38,738	46,980
Net income	\$ 81,379	\$ 85,164	\$ 95,868	\$ 123,024
General Partner's interest in net income	697	681	819	977
Limited Partners' interest in net income	\$ 80,682	\$ 84,483	\$ 95,049	\$ 122,047
Basic and diluted income per Limited Partner Unit (1):	\$ 1.75	\$ 1.71	\$ 2.05	\$ 2.43
<b>Weighted average number of Limited Partner units outstanding:</b>				
Basic and Diluted	37,634	40,382	38,218	41,324

(1) See Note 15 - Earnings Per Limited Partner Unit.

See accompanying notes to condensed consolidated financial statements.

**STAR GROUP, L.P. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)**

<b>(in thousands - unaudited)</b>	<b>Three Months Ended March 31,</b>		<b>Six Months Ended March 31,</b>	
	<b>2022</b>	<b>2021</b>	<b>2022</b>	<b>2021</b>
Net income	\$ 81,379	\$ 85,164	\$ 95,868	\$ 123,024
Other comprehensive income (loss):				
Unrealized gain on pension plan obligation	224	235	448	470
Tax effect of unrealized gain on pension plan obligation	(61)	(64)	(106)	(128)
Unrealized loss on captive insurance collateral	(2,062)	(526)	(2,674)	(866)
Tax effect of unrealized loss on captive insurance collateral	435	110	564	182
Unrealized gain on interest rate hedges	1,549	719	2,267	1,051
Tax effect of unrealized gain on interest rate hedges	(410)	(190)	(603)	(278)
<b>Total other comprehensive income (loss)</b>	<b>(325)</b>	<b>284</b>	<b>(104)</b>	<b>431</b>
Total comprehensive income	\$ 81,054	\$ 85,448	\$ 95,764	\$ 123,455

See accompanying notes to condensed consolidated financial statements.

**STAR GROUP, L.P. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENT OF PARTNERS' CAPITAL**

<b>(in thousands - unaudited)</b>	<b>Three Months Ended March 31, 2022</b>					
	<b>Number of Units</b>		<b>Common</b>	<b>General Partner</b>	<b>Accum. Other Comprehensive Income (Loss)</b>	<b>Total Partners' Capital</b>
	<b>Common</b>	<b>General Partner</b>				
Balance as of December 31, 2021	37,942	326	\$ 292,139	\$ (2,963)	\$ (13,817)	\$ 275,359
Net income	—	—	80,682	697	—	81,379
Unrealized gain on pension plan obligation	—	—	—	—	224	224
Tax effect of unrealized gain on pension plan obligation	—	—	—	—	(61)	(61)
Unrealized loss on captive insurance collateral	—	—	—	—	(2,062)	(2,062)
Tax effect of unrealized loss on captive insurance collateral	—	—	—	—	435	435
Unrealized gain on interest rate hedges	—	—	—	—	1,549	1,549
Tax effect of unrealized gain on interest rate hedges	—	—	—	—	(410)	(410)
Distributions	—	—	(5,384)	(258)	—	(5,642)
Retirement of units	(992)	—	(10,417)	—	—	(10,417)
Balance as of March 31, 2022 (unaudited)	<u>36,950</u>	<u>326</u>	<u>\$ 357,020</u>	<u>\$ (2,524)</u>	<u>\$ (14,142)</u>	<u>\$ 340,354</u>

<b>(in thousands - unaudited)</b>	<b>Three Months Ended March 31, 2021</b>					
	<b>Number of Units</b>		<b>Common</b>	<b>General Partner</b>	<b>Accum. Other Comprehensive Income (Loss)</b>	<b>Total Partners' Capital</b>
	<b>Common</b>	<b>General Partner</b>				
Balance as of December 31, 2020	40,737	326	\$ 279,873	\$ (2,447)	\$ (14,810)	\$ 262,616
Net income	—	—	84,483	681	—	85,164
Unrealized gain on pension plan obligation	—	—	—	—	235	235
Tax effect of unrealized gain on pension plan obligation	—	—	—	—	(64)	(64)
Unrealized loss on captive insurance collateral	—	—	—	—	(526)	(526)
Tax effect of unrealized loss on captive insurance collateral	—	—	—	—	110	110
Unrealized gain on interest rate hedges	—	—	—	—	719	719
Tax effect of unrealized gain on interest rate hedges	—	—	—	—	(190)	(190)
Distributions	—	—	(5,369)	(225)	—	(5,594)
Retirement of units	(538)	—	(5,194)	—	—	(5,194)
Balance as of March 31, 2021 (unaudited)	<u>40,199</u>	<u>326</u>	<u>\$ 353,793</u>	<u>\$ (1,991)</u>	<u>\$ (14,526)</u>	<u>\$ 337,276</u>

See accompanying notes to condensed consolidated financial statements.

**STAR GROUP, L.P. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENT OF PARTNERS' CAPITAL**

<b>(in thousands - unaudited)</b>	<b>Six Months Ended March 31, 2022</b>					
	<b>Number of Units</b>		<b>Common</b>	<b>General Partner</b>	<b>Accum. Other Comprehensive Income (Loss)</b>	<b>Total Partners' Capital</b>
	<b>Common</b>	<b>General Partner</b>				
Balance as of September 30, 2021	39,046	326	\$ 295,063	\$ (2,821)	\$ (14,038)	\$ 278,204
Net income	—	—	95,049	819	—	95,868
Unrealized gain on pension plan obligation	—	—	—	—	448	448
Tax effect of unrealized gain on pension plan obligation	—	—	—	—	(106)	(106)
Unrealized loss on captive insurance collateral	—	—	—	—	(2,674)	(2,674)
Tax effect of unrealized loss on captive insurance collateral	—	—	—	—	564	564
Unrealized gain on interest rate hedges	—	—	—	—	2,267	2,267
Tax effect of unrealized gain on interest rate hedges	—	—	—	—	(603)	(603)
Distributions	—	—	(10,910)	(522)	—	(11,432)
Retirement of units	(2,096)	—	(22,182)	—	—	(22,182)
Balance as of March 31, 2022 (unaudited)	<u>36,950</u>	<u>326</u>	<u>\$ 357,020</u>	<u>\$ (2,524)</u>	<u>\$ (14,142)</u>	<u>\$ 340,354</u>

<b>(in thousands - unaudited)</b>	<b>Six Months Ended March 31, 2021</b>					
	<b>Number of Units</b>		<b>Common</b>	<b>General Partner</b>	<b>Accum. Other Comprehensive Income (Loss)</b>	<b>Total Partners' Capital</b>
	<b>Common</b>	<b>General Partner</b>				
Balance as of September 30, 2020	43,328	326	\$ 273,283	\$ (2,506)	\$ (14,957)	\$ 255,820
Net income	—	—	122,047	977	—	123,024
Unrealized gain on pension plan obligation	—	—	—	—	470	470
Tax effect of unrealized gain on pension plan obligation	—	—	—	—	(128)	(128)
Unrealized loss on captive insurance collateral	—	—	—	—	(866)	(866)
Tax effect of unrealized loss on captive insurance collateral	—	—	—	—	182	182
Unrealized gain on interest rate hedges	—	—	—	—	1,051	1,051
Tax effect of unrealized gain on interest rate hedges	—	—	—	—	(278)	(278)
Distributions	—	—	(11,071)	(462)	—	(11,533)
Retirement of units	(3,129)	—	(30,466)	—	—	(30,466)
Balance as of March 31, 2021 (unaudited)	<u>40,199</u>	<u>326</u>	<u>\$ 353,793</u>	<u>\$ (1,991)</u>	<u>\$ (14,526)</u>	<u>\$ 337,276</u>

See accompanying notes to condensed consolidated financial statements.

**STAR GROUP, L.P. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(in thousands - unaudited)	Six Months Ended March 31,	
	2022	2021
<b>Cash flows provided by (used in) operating activities:</b>		
Net income	\$ 95,868	\$ 123,024
Adjustment to reconcile net income to net cash provided by (used in) operating activities:		
(Increase) decrease in fair value of derivative instruments	(4,212)	(25,619)
Depreciation and amortization	17,005	16,715
Provision for losses on accounts receivable	2,167	256
Change in deferred taxes	4,545	12,623
Change in weather hedge contracts	(1,087)	(3,424)
Changes in operating assets and liabilities:		
Increase in receivables	(165,063)	(103,987)
Increase in inventories	(18,048)	(9,652)
Increase in other assets	(41,314)	(2,016)
Increase in accounts payable	16,434	5,538
Decrease in customer credit balances	(50,913)	(43,421)
Increase in other current and long-term liabilities	39,177	35,436
Net cash (used in) provided by operating activities	(105,441)	5,473
<b>Cash flows provided by (used in) investing activities:</b>		
Capital expenditures	(7,128)	(7,232)
Proceeds from sales of fixed assets	530	143
Proceeds from sale of propane assets	—	6,093
Purchase of investments	(369)	(603)
Acquisitions	(6,536)	(38,363)
Net cash used in investing activities	(13,503)	(39,962)
<b>Cash flows provided by (used in) financing activities:</b>		
Revolving credit facility borrowings	200,177	75,154
Revolving credit facility repayments	(23,072)	(40,154)
Term loan repayments	(11,365)	(6,500)
Distributions	(11,432)	(11,533)
Unit repurchases	(22,182)	(30,466)
Customer retainage payments	(267)	(29)
Payments of debt issue costs	—	(11)
Net cash provided by (used in) financing activities	131,859	(13,539)
Net (decrease) increase in cash, cash equivalents, and restricted cash	12,915	(48,028)
Cash, cash equivalents, and restricted cash at beginning of period	5,017	57,161
Cash, cash equivalents, and restricted cash at end of period	\$ 17,932	\$ 9,133

See accompanying notes to condensed consolidated financial statements.

**STAR GROUP, L.P. AND SUBSIDIARIES**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

**1) Organization**

Star Group, L.P. (“Star,” the “Company,” “we,” “us,” or “our”) is a full service provider specializing in the sale of home heating and air conditioning products and services to residential and commercial home heating oil and propane customers. The Company has one reportable segment for accounting purposes. We also sell diesel fuel, gasoline and home heating oil on a delivery only basis, and in certain of our marketing areas, we provide plumbing services primarily to our home heating oil and propane customer base. We believe we are the nation’s largest retail distributor of home heating oil based upon sales volume.

The Company is organized as follows:

- Star is a limited partnership, which at March 31, 2022, had outstanding 36.9 million Common Units (NYSE: “SGU”), representing a 99.1% limited partner interest in Star, and 0.3 million general partner units, representing a 0.9% general partner interest in Star. Our general partner is Kestrel Heat, LLC, a Delaware limited liability company (“Kestrel Heat” or the “general partner”). The Board of Directors of Kestrel Heat (the “Board”) is appointed by its sole member, Kestrel Energy Partners, LLC, a Delaware limited liability company (“Kestrel”). Although Star is a partnership, it is taxed as a corporation and its distributions to unitholders are treated as taxable dividends.
- Star owns 100% of Star Acquisitions, Inc. (“SA”), a Minnesota corporation that owns 100% of Petro Holdings, Inc. (“Petro”). SA and its subsidiaries are subject to Federal and state corporate income taxes. Star’s operations are conducted through Petro and its subsidiaries. Petro is primarily a Northeast and Mid-Atlantic U.S. region retail distributor of home heating oil and propane that at March 31, 2022 served approximately 424,600 full service residential and commercial home heating oil and propane customers and 74,300 customers on a delivery only basis. We also sell gasoline and diesel fuel to approximately 27,800 customers. We install, maintain, and repair heating and air conditioning equipment and to a lesser extent provide these services outside our heating oil and propane customer base including approximately 18,400 service contracts for natural gas and other heating systems.
- Petroleum Heat and Power Co., Inc. (“PH&P”) is a wholly owned subsidiary of Star. PH&P is the borrower and Star is the guarantor of the fifth amended and restated credit agreement’s \$130 million five-year senior secured term loan and the \$300 million (\$450 million during the heating season of December through April of each year) revolving credit facility, both due December 4, 2024. (See Note 11—Long-Term Debt and Bank Facility Borrowings)

**2) Summary of Significant Accounting Policies**

*Basis of Presentation*

The Consolidated Financial Statements include the accounts of Star and its subsidiaries. All material intercompany items and transactions have been eliminated in consolidation.

The financial information included herein is unaudited; however, such information reflects all adjustments (consisting solely of normal recurring adjustments), which are, in the opinion of management, necessary for the fair statement of financial condition and results for the interim periods. Due to the seasonal nature of the Company’s business, the results of operations and cash flows for the six-month period ended March 31, 2022 are not necessarily indicative of the results to be expected for the full year.

These interim financial statements of the Company have been prepared in accordance with U.S. Generally Accepted Accounting Principles (“GAAP”) for interim financial information and Rule 10-01 of Regulation S-X of the U.S. Securities and Exchange Commission (the “SEC”) and should be read in conjunction with the financial statements included in the Company’s Annual Report on Form 10-K for the year ended September 30, 2021.

*Comprehensive Income*

Comprehensive income is comprised of Net income and Other comprehensive income (loss). Other comprehensive income (loss) consists of the unrealized gain on amortization on the Company’s pension plan obligation for its two frozen defined benefit pension plans, unrealized loss on available-for-sale investments, unrealized gain on interest rate hedges and the corresponding tax effects.

### *Cash, Cash Equivalents, and Restricted Cash*

The Company considers all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents. At March 31, 2022, the \$17.9 million of cash, cash equivalents, and restricted cash on the Condensed Consolidated Statements of Cash Flows is composed of \$17.7 million of cash and cash equivalents and \$0.3 million of restricted cash. At September 30, 2021, the \$5.0 million of cash, cash equivalents, and restricted cash on the Condensed Consolidated Statements of Cash Flows is composed of \$4.8 million of cash and cash equivalents and \$0.3 million of restricted cash. Restricted cash represents deposits held by our captive insurance company that are required by state insurance regulations to remain in the captive insurance company as cash.

### *Fair Value Valuation Approach*

The Company uses valuation approaches that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible. The Company determines fair value based on assumptions that market participants would use in pricing an asset or liability in the principal or most advantageous market. When considering market participant assumptions in fair value measurements, the following fair value hierarchy distinguishes between observable and unobservable inputs, which are categorized in one of the following levels:

- Level 1 inputs: Unadjusted quoted prices in active markets for identical assets or liabilities accessible to the reporting entity at the measurement date.
- Level 2 inputs: Other than quoted prices included in Level 1 inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the asset or liability.
- Level 3 inputs: Unobservable inputs for the asset or liability used to measure fair value to the extent that observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the asset or liability at measurement date.

### *Captive Insurance Collateral*

The captive insurance collateral is held by our captive insurance company in an irrevocable trust as collateral for certain workers' compensation and automobile liability claims. The collateral is required by a third party insurance carrier that insures per claim amounts above a set deductible. If we did not deposit cash into the trust, the third party carrier would require that we issue an equal amount of letters of credit. Due to the expected timing of claim payments, the nature of the collateral agreement with the carrier, and our captive insurance company's source of other operating cash, the collateral is not expected to be used to pay obligations within the next twelve months.

Unrealized gains and losses, net of related income taxes, are reported as accumulated other comprehensive income (loss), except for losses from impairments which are determined to be other-than-temporary. Realized gains and losses, and declines in value judged to be other-than-temporary on available-for-sale securities are included in the determination of net income and are included in Interest expense, net, at which time the average cost basis of these securities are adjusted to fair value.

### *Weather Hedge Contract*

To partially mitigate the adverse effect of warm weather on cash flows, the Company has used weather hedge contracts for a number of years. Weather hedge contracts are recorded in accordance with the intrinsic value method defined by the Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 815-45-15 Derivatives and Hedging, Weather Derivatives (EITF 99-2). The premium paid is included in the caption "Prepaid expenses and other current assets" in the accompanying balance sheets and amortized over the life of the contract, with the intrinsic value method applied at each interim period.

The Company entered into weather hedge contracts for fiscal year 2023. Under these contracts, we are entitled to receive a payment if the total number of degree days within the hedge period is less than the prior ten year average. The hedge period runs from November 1 through March 31, taken as a whole, for each respective fiscal year. The "Payment Thresholds," or strikes, are set at various levels. The maximum that the Company can receive is \$12.5 million per year. In addition, we are obligated to make an annual payment capped at \$5.0 million if degree days exceed the Payment Threshold. For fiscal 2022 and 2021, we had weather hedge contracts with similar payment thresholds and terms. The temperatures experienced during the six months ended March 31, 2022 and March 31, 2021 were warmer than the strikes in the weather hedge contracts. As a result at March 31, 2022 and March 31, 2021, the Company reduced delivery and branch expenses and recorded receivable under those contracts of \$1.1 million and \$3.4 million, respectively. The amounts were received in full in April 2022 and April 2021, respectively.

### *New England Teamsters and Trucking Industry Pension Fund (“the NETTI Fund”) Liability*

As of March 31, 2022, we had \$0.2 million and \$16.4 million balances included in the captions “Accrued expenses and other current liabilities” and “Other long-term liabilities,” on our Condensed Consolidated Balance Sheet representing the remaining balance of the NETTI Fund withdrawal liability. As of September 30, 2021, we had \$0.2 million and \$16.5 million balances reflected in these categories respectively. Based on the borrowing rates currently available to the Company for long-term financing of a similar maturity, the fair value of the NETTI Fund withdrawal liability as of March 31, 2022 and September 30, 2021 was \$23.5 million and \$25.8 million, respectively. We utilized Level 2 inputs in the fair value hierarchy of valuation techniques to determine the fair value of this liability.

### *Recently Adopted Accounting Pronouncements*

The Company did not adopt new standards in the first six months of fiscal 2022 that have a material impact on its consolidated financial statements and related disclosures.

### *Recently Issued Accounting Pronouncements*

In October 2021, the FASB issued ASU No. 2021-08, Accounting for Contract Assets and Contract Liabilities from Contracts with Customers, which requires accounting for contract assets and liabilities from contracts with customers in a business combination to be accounted for in accordance with ASC No. 606. The standard is effective for fiscal years beginning after December 15, 2022. The Company has not determined the timing of adoption, but does not expect ASU 2021-08 to have a material impact on its consolidated financial statements and related disclosures.

### **3) Revenue Recognition**

The following disaggregates our revenue by major sources for the three and six months ended March 31, 2022 and March 31, 2021:

<i>(in thousands)</i>	<b>Three Months Ended March 31,</b>		<b>Six Months Ended March 31,</b>	
	<b>2022</b>	<b>2021</b>	<b>2022</b>	<b>2021</b>
<b>Petroleum Products:</b>				
Home heating oil and propane	\$ 593,475	\$ 466,401	\$ 899,198	\$ 707,213
Other petroleum products	118,987	72,970	224,529	132,490
Total petroleum products	712,462	539,371	1,123,727	839,703
<b>Installations and Services:</b>				
Equipment installations	26,965	22,865	60,034	52,925
Equipment maintenance service contracts	27,341	27,045	54,318	53,913
Billable call services	15,775	14,834	32,734	30,894
Total installations and services	70,081	64,744	147,086	137,732
<b>Total Sales</b>	<b>\$ 782,543</b>	<b>\$ 604,115</b>	<b>\$ 1,270,813</b>	<b>\$ 977,435</b>

### *Deferred Contract Costs*

We recognize an asset for incremental commission expenses paid to sales personnel in conjunction with obtaining new residential customer product and equipment maintenance service contracts. We defer these costs only when we have determined the commissions are, in fact, incremental and would not have been incurred absent the customer contract. Costs to obtain a contract are amortized and recorded ratably as delivery and branch expenses over the period representing the transfer of goods or services to which the assets relate. Costs to obtain new residential product and equipment maintenance service contracts are amortized as expense over the estimated customer relationship period of approximately five years. Deferred contract costs are classified as current or non-current within “Prepaid expenses and other current assets” and “Deferred charges and other assets, net,” respectively. At March 31, 2022, the amount of deferred contract costs included in “Prepaid expenses and other current assets” and “Deferred charges and other assets, net” was \$3.5 million and \$6.1 million, respectively. At September 30, 2021, the amount of deferred contract costs included in “Prepaid expenses and other current assets” and “Deferred charges and other assets, net” was \$3.4 million and \$5.7 million, respectively. For each of the six months ended March 31, 2022 and 2021 we recognized expense of \$2.0 million associated with the amortization of deferred contract costs within “Delivery and branch expenses” in the Condensed Consolidated Statement of Operations.

### Contract Liability Balances

The Company has contract liabilities for advanced payments received from customers for future oil deliveries (primarily amounts received from customers on “smart pay” budget payment plans in advance of oil deliveries) and obligations to service customers with equipment maintenance service contracts. Contract liabilities are recognized straight-line over the service contract period, generally one year or less. As of March 31, 2022 and September 30, 2021 the Company had contract liabilities of \$98.0 million and \$141.6 million, respectively. During the six months ended March 31, 2022, the Company recognized \$108.4 million of revenue that was included in the September 30, 2021 contract liability balance. During the six months ended March 31, 2021 the Company recognized \$107.2 million of revenue that was included in the September 30, 2020 contract liability balance.

### Receivables and Allowance for Doubtful Accounts

Accounts receivables from customers are recorded at the invoiced amounts. Finance charges may be applied to trade receivables that are more than 30 days past due, and are recorded as finance charge income.

The allowance for doubtful accounts is the Company’s estimate of the amount of trade receivables that may not be collectible. The allowance is determined at an aggregate level by grouping accounts based on certain account criteria and its receivable aging. The allowance is based on both quantitative and qualitative factors, including historical loss experience, historical collection patterns, overdue status, aging trends, current and future economic conditions. The Company has an established process to periodically review current and past due trade receivable balances to determine the adequacy of the allowance. No single statistic or measurement determines the adequacy of the allowance. The total allowance reflects management’s estimate of losses inherent in its trade receivables at the balance sheet date. Different assumptions or changes in economic conditions could result in material changes to the allowance for doubtful accounts.

Changes in the allowance for credit losses are as follows:

<u>(in thousands)</u>	<u>Credit Loss Allowance</u>
Balance at September 30, 2021	\$ 4,779
Current period provision	2,167
Write-offs, net and other	(165)
Balance as of March 31, 2022	<u>\$ 6,781</u>

### 4) Common Unit Repurchase and Retirement

In July 2012, the Board adopted a plan to repurchase certain of the Company’s Common Units that was amended in fiscal 2018 (the “Repurchase Plan”). Through August 2020, the Company had repurchased approximately 14.4 million Common Units under the Repurchase Plan. In August 2020, the Board authorized an increase of the number of Common Units that remained available for the Company to repurchase from 2.0 million to a total of 6.0 million, of which 4.9 million were available for repurchase in open market transactions and 1.1 million were available for repurchase in privately-negotiated transactions. There is no guarantee of the number of units that will be purchased under the Repurchase Plan and the Company may discontinue purchases at any time. The Repurchase Plan does not have a time limit. The Board may also approve additional purchases of units from time to time in private transactions. The Company’s repurchase activities take into account SEC safe harbor rules and guidance for issuer repurchases. All of the Common Units purchased under the Repurchase Plan will be retired.

Under the Company’s fifth amended and restated credit agreement dated December 4, 2019, in order to repurchase Common Units, we must maintain Availability (as defined in the fifth amended and restated credit agreement) of \$60 million, 15.0% of the facility size of \$400 million (assuming \$100 million of the seasonal aggregate commitment is outstanding) on a historical pro forma and forward-looking basis, and a fixed charge coverage ratio of not less than 1.15 measured as of the date of repurchase. The Company was in compliance with this covenant through March 31, 2022.

The following table shows repurchases under the Repurchase Plan:

(in thousands, except per unit amounts)

Period	Total Number of Units Purchased	Average Price Paid per Unit (a)	Total Number of Units Purchased as Part of Publicly Announced Plans or Programs	Maximum Number of Units that May Yet Be Purchased
Fiscal year 2012 to 2021 total	21,979	\$ 8.60	17,504	2,848
First quarter fiscal year 2022 total	1,104	\$ 10.65	691	2,157 (b)
January 2022	264	\$ 10.59	264	1,893
February 2022	330	\$ 10.34	330	1,563
March 2022	398	\$ 10.58	398	1,165
Second quarter fiscal year 2022 total	992	\$ 10.50	992	1,165
April 2022	165	\$ 11.10	165	1,000 (c)

(a) Amount includes repurchase costs.

(b) On December 30, 2021, the Company purchased 0.4 million Common Units in a private transaction for aggregate consideration of approximately \$4.4 million. The approved purchase was made outside of the Company's unit repurchase plan.

(c) Of the total available for repurchase, approximately 0.7 million units are available for repurchase in open market transactions and 0.3 million units are available for repurchase in privately-negotiated transactions, under the Repurchase Plan.

### 5) Captive Insurance Collateral

The Company considers all of its captive insurance collateral to be Level 1 available-for-sale investments. Investments at March 31, 2022 consist of the following (in thousands):

	Amortized Cost	Gross Unrealized Gain	Gross Unrealized (Loss)	Fair Value
Cash and Receivables	\$ 1,865	\$ —	\$ —	\$ 1,865
U.S. Government Sponsored Agencies	48,473	5	(1,649)	46,829
Corporate Debt Securities	18,865	133	(181)	18,817
Total	\$ 69,203	\$ 138	\$ (1,830)	\$ 67,511

Investments at September 30, 2021 consist of the following (in thousands):

	Amortized Cost	Gross Unrealized Gain	Gross Unrealized (Loss)	Fair Value
Cash and Receivables	\$ 515	\$ —	\$ —	\$ 515
U.S. Government Sponsored Agencies	51,632	108	(53)	51,687
Corporate Debt Securities	16,302	918	(18)	17,202
Foreign Bonds and Notes	502	27	—	529
Total	\$ 68,951	\$ 1,053	\$ (71)	\$ 69,933

Maturities of investments were as follows at March 31, 2022 (in thousands):

	Net Carrying Amount
Due within one year	\$ 1,865
Due after one year through five years	65,646
Due after five years through ten years	—
Total	\$ 67,511

## 6) Derivatives and Hedging—Disclosures and Fair Value Measurements

The Company uses derivative instruments such as futures, options and swap agreements in order to mitigate exposure to market risk associated with the purchase of home heating oil for price-protected customers, physical inventory on hand, inventory in transit, priced purchase commitments and internal fuel usage. FASB ASC 815-10-05 Derivatives and Hedging, established accounting and reporting standards requiring that derivative instruments be recorded at fair value and included in the consolidated balance sheet as assets or liabilities, along with qualitative disclosures regarding the derivative activity. The Company has elected not to designate its commodity derivative instruments as hedging derivatives, but rather as economic hedges whose change in fair value is recognized in its statement of operations in the caption “(Increase) decrease in the fair value of derivative instruments.” Depending on the risk being economically hedged, realized gains and losses are recorded in cost of product, cost of installations and services, or delivery and branch expenses.

As of March 31, 2022, to hedge a substantial majority of the purchase price associated with heating oil gallons anticipated to be sold to its price-protected customers, the Company held the following derivative instruments that settle in future months to match anticipated sales: 6.2 million gallons of swap contracts, 37.1 million gallons of call options, 2.2 million gallons of put options, and 15.5 million net gallons of synthetic call options. To hedge the inter-month differentials for its price-protected customers, its physical inventory on hand and inventory in transit, the Company, as of March 31, 2022, held 2.9 million gallons of long future contracts and 17.1 million gallons of short future contracts that settle in future months. To hedge its internal fuel usage and other activities for fiscal 2022, the Company held 1.0 million gallons of call options and swap contracts that settle in future months.

As of March 31, 2021, to hedge a substantial majority of the purchase price associated with heating oil gallons anticipated to be sold to its price-protected customers, the Company held the following derivative instruments that settle in future months to match anticipated sales: 6.4 million gallons of swap contracts, 4.5 million gallons of call options, 2.8 million gallons of put options, and 54.4 million net gallons of synthetic call options. To hedge the inter-month differentials for its price-protected customers, its physical inventory on hand and inventory in transit, the Company, as of March 31, 2021, held 3.8 million gallons of long future contracts and 25.5 million gallons of short future contracts that settle in future months. To hedge its internal fuel usage and other activities for fiscal 2021, the Company, as of March 31, 2021, held 0.5 million gallons of call options and swap contracts that settle in future months.

As of March 31, 2022, the Company has interest rate swap agreements in order to mitigate exposure to market risk associated with variable rate interest on \$56.5 million, or 57%, of its long term debt. The Company has designated its interest rate swap agreements as cash flow hedging derivatives. To the extent these derivative instruments are effective and the accounting standard’s documentation requirements have been met, changes in fair value are recognized in other comprehensive income (loss) until the underlying hedged item is recognized in earnings. As of March 31, 2022 the fair value of the swap contracts was \$0.7 million. As of September 30, 2021, the notional value of the swap contracts was \$59.0 million and the fair value of the swap contracts was \$(1.6) million. We utilized Level 2 inputs in the fair value hierarchy of valuation techniques to determine the fair value of the swap contracts.

The Company’s derivative instruments are with the following counterparties: Bank of America, N.A., Bank of Montreal, Cargill, Inc., Citibank, N.A., JPMorgan Chase Bank, N.A., Key Bank, N.A., Toronto-Dominion Bank and Wells Fargo Bank, N.A. The Company assesses counterparty credit risk and considers it to be low. We maintain master netting arrangements that allow for the non-conditional offsetting of amounts receivable and payable with counterparties to help manage our risks and record derivative positions on a net basis. The Company generally does not receive cash collateral from its counterparties and does not restrict the use of cash collateral it maintains at counterparties. At March 31, 2022, the aggregate cash posted as collateral in the normal course of business at counterparties was \$7.7 million and recorded in “Prepaid expense and other current assets.” Positions with counterparties who are also parties to our credit agreement are collateralized under that facility. As of March 31, 2022, no hedge positions or payable amounts were secured under the credit facility.

The Company’s Level 1 derivative assets and liabilities represent the fair value of commodity contracts used in its hedging activities that are identical and traded in active markets. The Company’s Level 2 derivative assets and liabilities represent the fair value of commodity and interest rate contracts used in its hedging activities that are valued using either directly or indirectly observable inputs, whose nature, risk and class are similar. No significant transfers of assets or liabilities have been made into and out of the Level 1 or Level 2 tiers. All derivative instruments were non-trading positions and were either a Level 1 or Level 2 instrument. The Company had no Level 3 derivative instruments. The fair market value of our Level 1 and Level 2 derivative assets and liabilities are calculated by our counter-parties and are independently validated by the Company. The Company’s calculations are, for Level 1 derivative assets and liabilities, based on the published New York Mercantile Exchange (“NYMEX”) market prices for the commodity contracts open at the end of the period. For Level 2 derivative assets and liabilities the calculations performed by the Company are based on a combination of the NYMEX published market prices and other inputs, including such factors as present value, volatility and duration.

The Company had no assets or liabilities that are measured at fair value on a nonrecurring basis subsequent to their initial recognition. The Company's commodity financial assets and liabilities measured at fair value on a recurring basis are listed on the following table.

(In thousands)	Derivatives Not Designated as Hedging Instruments Under FASB ASC 815-10	Balance Sheet Location	Total	Fair Value Measurements at Reporting Date Using:	
				Quoted Prices in Active Markets for Identical Assets Level 1	Significant Other Observable Inputs Level 2
<b>Asset Derivatives at March 31, 2022</b>					
Commodity contracts		Fair asset value of derivative instruments	\$ 38,503	\$ —	\$ 38,503
Commodity contracts		Long-term derivative assets included in the deferred charges and other assets, net	1,929	—	1,929
<b>Commodity contract assets at March 31, 2022</b>			<b>\$ 40,432</b>	<b>\$ —</b>	<b>\$ 40,432</b>
<b>Liability Derivatives at March 31, 2022</b>					
Commodity contracts		Fair asset value of derivative instruments	\$ (726)	\$ —	\$ (726)
Commodity contracts		Long-term derivative assets included in the deferred charges and other assets, net	—	—	—
<b>Commodity contract liabilities at March 31, 2022</b>			<b>\$ (726)</b>	<b>\$ —</b>	<b>\$ (726)</b>
<b>Asset Derivatives at September 30, 2021</b>					
Commodity contracts		Fair asset value of derivative instruments	\$ 29,360	\$ —	\$ 29,360
Commodity contracts		Long-term derivative assets included in the deferred charges and other assets, net	2,023	—	2,023
<b>Commodity contract assets September 30, 2021</b>			<b>\$ 31,383</b>	<b>\$ —</b>	<b>\$ 31,383</b>
<b>Liability Derivatives at September 30, 2021</b>					
Commodity contracts		Fair asset value of derivative instruments	\$ (3,138)	\$ —	\$ (3,138)
Commodity contracts		Long-term derivative assets included in the deferred charges and other assets, net	(463)	—	(463)
<b>Commodity contract liabilities September 30, 2021</b>			<b>\$ (3,601)</b>	<b>\$ —</b>	<b>\$ (3,601)</b>

The Company's commodity derivative assets (liabilities) offset by counterparty and subject to an enforceable master netting arrangement are listed on the following table.

(In thousands)	Gross Amounts Not Offset in the Statement of Financial Position					
	Gross Assets Recognized	Gross Liabilities Offset in the Statement of Financial Position	Net Assets (Liabilities) Presented in the Statement of Financial Position	Financial Instruments	Cash Collateral Received	Net Amount
<b>Offsetting of Financial Assets (Liabilities) and Derivative Assets (Liabilities)</b>						
Fair asset value of derivative instruments	\$ 38,503	\$ (726)	\$ 37,777	\$ —	\$ —	\$ 37,777
Long-term derivative assets included in deferred charges and other assets, net	1,929	—	1,929	—	—	1,929
Total at March 31, 2022	\$ 40,432	\$ (726)	\$ 39,706	\$ —	\$ —	\$ 39,706
Fair asset value of derivative instruments	\$ 29,360	\$ (3,138)	\$ 26,222	\$ —	\$ —	\$ 26,222
Long-term derivative assets included in deferred charges and other assets, net	2,023	(463)	1,560	—	—	1,560
Total at September 30, 2021	\$ 31,383	\$ (3,601)	\$ 27,782	\$ —	\$ —	\$ 27,782

(In thousands)		The Effect of Derivative Instruments on the Statement of Operations			
Derivatives Not Designated as Hedging Instruments Under FASB ASC 815-10	Location of (Gain) or Loss Recognized in Income on Derivative	Amount of (Gain) or Loss Recognized		Amount of (Gain) or Loss Recognized	
		Three Months Ended March 31, 2022	Three Months Ended March 31, 2021	Six Months Ended March 31, 2022	Six Months Ended March 31, 2021
Commodity contracts	Cost of product (a)	\$ (8,545)	\$ (5,064)	\$ (18,520)	\$ 6,514
Commodity contracts	Cost of installations and service (a)	\$ (1,355)	\$ (130)	\$ (1,482)	\$ (37)
Commodity contracts	Delivery and branch expenses (a)	\$ (2,968)	\$ (193)	\$ (3,252)	\$ 8
Commodity contracts	(Increase) / decrease in the fair value of derivative instruments (b)	\$ (17,615)	\$ (8,224)	\$ (4,212)	\$ (25,619)

(a) Represents realized closed positions and includes the cost of options as they expire.

(b) Represents the change in value of unrealized open positions and expired options.

## 7) Inventories

The Company's product inventories are stated at the lower of cost and net realizable value computed on the weighted average cost method. All other inventories, representing parts and equipment are stated at the lower of cost and net realizable value using the FIFO method. The components of inventory were as follows (in thousands):

	March 31, 2022	September 30, 2021
Product	\$ 54,907	\$ 37,890
Parts and equipment	24,791	23,293
Total inventory	\$ 79,698	\$ 61,183

## 8) Property and Equipment

Property and equipment are stated at cost. Depreciation is computed over the estimated useful lives of the depreciable assets using the straight-line method (in thousands):

	March 31, 2022	September 30, 2021
Property and equipment	\$ 245,518	\$ 238,330
Less: accumulated depreciation	144,062	139,207
Property and equipment, net	\$ 101,456	\$ 99,123

## 9) Business Combinations and Divestitures

During fiscal year 2022 the Company has acquired four heating oil dealers for an aggregate purchase price of approximately \$7.4 million; \$6.5 million in cash and \$0.9 million in deferred liabilities. The gross purchase price was allocated \$4.9 million to intangible assets, \$3.2 million to fixed assets and reduced by \$0.7 million in working capital credits. The acquired companies' operating results are included in the Company's consolidated financial statements starting on their respective acquisition date, and are not material to the Company's financial condition, results of operations, or cash flows.

During fiscal year 2021, the Company acquired two propane and two oil dealers for approximately \$39.3 million; \$38.4 million in cash and \$0.9 million of deferred liabilities. The gross purchase price was allocated \$34.3 million to intangible assets, \$5.8 million to fixed assets and reduced by \$0.8 million in working capital credits. On October 27, 2020, the Company sold certain propane assets for cash proceeds of \$6.1 million.

## 10) Goodwill and Intangible Assets, net

### Goodwill

A summary of changes in Company's goodwill is as follows (in thousands):

Balance as of September 30, 2021	\$ 253,398
Fiscal year 2022 business combinations	1,444
Balance as of March 31, 2022	<u>\$ 254,842</u>

### Intangibles, net

The gross carrying amount and accumulated amortization of intangible assets subject to amortization are as follows (in thousands):

	March 31, 2022			September 30, 2021		
	Gross Carrying Amount	Accum. Amortization	Net	Gross Carrying Amount	Accum. Amortization	Net
Customer lists	\$ 406,614	\$ 337,508	\$ 69,106	\$ 403,913	\$ 329,406	\$ 74,507
Trade names and other intangibles	41,300	20,805	20,495	40,548	19,581	20,967
Total	<u>\$ 447,914</u>	<u>\$ 358,313</u>	<u>\$ 89,601</u>	<u>\$ 444,461</u>	<u>\$ 348,987</u>	<u>\$ 95,474</u>

Amortization expense for intangible assets was \$9.3 million for the six months ended March 31, 2022, compared to \$9.1 million for the six months ended March 31, 2021.

## 11) Long-Term Debt and Bank Facility Borrowings

The Company's debt is as follows (in thousands):

	March 31, 2022		September 30, 2021	
	Carrying Amount	Fair Value (a)	Carrying Amount	Fair Value (a)
Revolving Credit Facility Borrowings	\$ 185,723	\$ 185,723	\$ 8,618	\$ 8,618
Senior Secured Term Loan (b)	98,734	99,135	110,006	110,500
Total debt	<u>\$ 284,457</u>	<u>\$ 284,858</u>	<u>\$ 118,624</u>	<u>\$ 119,118</u>
Total short-term portion of debt	<u>\$ 198,723</u>	<u>\$ 198,723</u>	<u>\$ 26,239</u>	<u>\$ 26,239</u>
Total long-term portion of debt	<u>\$ 85,734</u>	<u>\$ 86,135</u>	<u>\$ 92,385</u>	<u>\$ 92,879</u>

(a) The face amount of the Company's variable rate long-term debt approximates fair value.

(b) Carrying amounts are net of unamortized debt issuance costs of \$0.4 million as of March 31, 2022 and \$0.5 million as of September 30, 2021.

On December 4, 2019, the Company refinanced its five-year term loan and the revolving credit facility with the execution of the fifth amended and restated revolving credit facility agreement with a bank syndicate comprised of eleven participants, which enables the Company to borrow up to \$300 million (\$450 million during the heating season of December through April of each year) on a revolving credit facility for working capital purposes (subject to certain borrowing base limitations and coverage ratios), provides for a \$130 million five-year senior secured term loan (the “Term Loan”), allows for the issuance of up to \$25 million in letters of credit, and has a maturity date of December 4, 2024. The agreement permits the Company to increase the borrowing limit up to \$450 million upon request during the heating season. During the quarter ended March 31, 2022, the Company increased the revolving credit facility by \$100 million to a total of \$400 million.

The Company can increase the revolving credit facility size by an additional \$200 million without the consent of the bank group. However, the bank group is not obligated to fund the \$200 million increase. If the bank group elects not to fund the increase, the Company can add additional lenders to the group, with the consent of the Agent (as defined in the credit agreement), which shall not be unreasonably withheld. Obligations under the fifth amended and restated credit facility are guaranteed by the Company and its subsidiaries and are secured by liens on substantially all of the Company’s assets, including accounts receivable, inventory, general intangibles, real property, fixtures and equipment.

All amounts outstanding under the fifth amended and restated revolving credit facility become due and payable on the facility termination date of December 4, 2024. The Term Loan is repayable in quarterly payments of \$3.25 million, the first of which was made on April 1, 2020, plus an annual payment equal to 25% of the annual Excess Cash Flow as defined in the credit agreement (an amount not to exceed \$12 million annually), less certain voluntary prepayments made during the year, with final payment at maturity. In fiscal 2022 the Company repaid \$4.9 million of additional loan repayments due to Excess Cash Flow related to fiscal 2021. In the first quarter of fiscal 2021 the banks waived the Excess Cash Flow requirement related to fiscal 2020.

The interest rate on the fifth amended and restated revolving credit facility and the Term Loan is based on a margin over LIBOR or a base rate. At March 31, 2022, the effective interest rate on the Term Loan was approximately 4.3% and the effective interest rate on revolving credit facility borrowings was approximately 2.3%. At September 30, 2021, the effective interest rate on the term loan and revolving credit facility borrowings was approximately 4.3% and 2.5%, respectively.

The commitment fee on the unused portion of the revolving credit facility is 0.30% from December through April, and 0.20% from May through November.

The fifth amended and restated credit agreement requires the Company to meet certain financial covenants, including a Fixed Charge Coverage Ratio (as defined in the credit agreement) of not less than 1.1 as long as the Term Loan is outstanding or revolving credit facility availability is less than 12.5% of the facility size. In addition, as long as the Term Loan is outstanding, a senior secured leverage ratio cannot be more than 3.0 as calculated as of the quarters ending June or September, and no more than 4.5 as calculated as of the quarters ending December or March.

Certain restrictions are also imposed by the credit agreement, including restrictions on the Company’s ability to incur additional indebtedness, to pay distributions to unitholders, to pay certain inter-company dividends or distributions, repurchase units, make investments, grant liens, sell assets, make acquisitions and engage in certain other activities.

At March 31, 2022, \$99.1 million of the Term Loan was outstanding, \$185.7 million amount was outstanding under the revolving credit facility, no hedge positions were secured under the credit agreement, and \$5.1 million of letters of credit were issued and outstanding. At September 30, 2021, \$110.5 million of the Term Loan was outstanding, \$8.6 million was outstanding under the revolving credit facility, no hedge positions were secured under the credit agreement, and \$3.1 million of letters of credit were issued and outstanding.

At March 31, 2022, availability was \$146.7 million, and the Company was in compliance with the fixed charge coverage ratio and the senior secured leverage ratio. At September 30, 2021, availability was \$171.5 million, and the Company was in compliance with the fixed charge coverage ratio and the senior secured leverage ratio.

## 12) Income Taxes

The accompanying financial statements are reported on a fiscal year, however, the Company and its corporate subsidiaries file Federal and State income tax returns on a calendar year.

The current and deferred income tax expense for the three and six months ended March 31, 2022, and March 31, 2021 are as follows:

(in thousands)	Three Months Ended March 31,		Six Months Ended March 31,	
	2022	2021	2022	2021
Income before income taxes	\$ 114,279	\$ 117,316	\$ 134,606	\$ 170,004
Current income tax expense	27,671	23,130	34,193	34,357
Deferred income tax expense	5,229	9,022	4,545	12,623
Total income tax expense	\$ 32,900	\$ 32,152	\$ 38,738	\$ 46,980

At March 31, 2022, we did not have unrecognized income tax benefits.

Our continuing practice is to recognize interest and penalties related to income tax matters as a component of income tax expense. We file U.S. Federal income tax returns and various state and local returns. A number of years may elapse before an uncertain tax position is audited and finally resolved. For our Federal income tax returns we have four tax years subject to examination. In our major state tax jurisdictions of New York, Connecticut and Pennsylvania, we have four years that are subject to examination. In the state tax jurisdiction of New Jersey we have five tax years that are subject to examination. While it is often difficult to predict the final outcome or the timing of resolution of any particular uncertain tax position, based on our assessment of many factors, including past experience and interpretation of tax law, we believe that our provision for income taxes reflect the most probable outcome. This assessment relies on estimates and assumptions and may involve a series of complex judgments about future events.

## 13) Supplemental Disclosure of Cash Flow Information

Cash paid during the period for: (in thousands)	Six Months Ended March 31,	
	2022	2021
Income taxes, net	\$ 6,645	\$ 4,606
Interest	\$ 4,560	\$ 4,756

## 14) Commitments and Contingencies

The Company's operations are subject to the operating hazards and risks normally incidental to handling, storing and transporting and otherwise providing for use by consumers hazardous liquids such as home heating oil and propane. In the ordinary course of business, the Company is a defendant in various legal proceedings and litigation. The Company records a liability when it is probable that a loss has been incurred and the amount is reasonably estimable. We do not believe these matters, when considered individually or in the aggregate, could reasonably be expected to have a material adverse effect on the Company's results of operations, financial position or liquidity.

The Company maintains insurance policies with insurers in amounts and with coverages and deductibles we believe are reasonable and prudent. However, the Company cannot assure that this insurance will be adequate to protect it from all material expenses related to current and potential future claims, legal proceedings and litigation, as certain types of claims may be excluded from our insurance coverage. If we incur substantial liability and the damages are not covered by insurance, or are in excess of policy limits, or if we incur liability at a time when we are not able to obtain liability insurance, then our business, results of operations and financial condition could be materially adversely affected.

## 15) Earnings Per Limited Partner Unit

The following table presents the net income allocation and per unit data:

Basic and Diluted Earnings Per Limited Partner: (in thousands, except per unit data)	Three Months Ended March 31,		Six Months Ended March 31,	
	2022	2021	2022	2021
Net income	\$ 81,379	\$ 85,164	\$ 95,868	\$ 123,024
Less General Partner's interest in net income	697	681	819	977
Net income available to limited partners	80,682	84,483	95,049	122,047
Less dilutive impact of theoretical distribution of earnings *	14,707	15,457	16,599	21,798
Limited Partner's interest in net income	\$ 65,975	\$ 69,026	\$ 78,450	\$ 100,249
<u>Per unit data:</u>				
Basic and diluted net income available to limited partners	\$ 2.14	\$ 2.09	\$ 2.49	\$ 2.95
Less dilutive impact of theoretical distribution of earnings *	0.39	0.38	0.44	0.52
Limited Partner's interest in net income	\$ 1.75	\$ 1.71	\$ 2.05	\$ 2.43
Weighted average number of Limited Partner units outstanding	37,634	40,382	38,218	41,324

\* In any accounting period where the Company's aggregate net income exceeds its aggregate distribution for such period, the Company is required to present net income per Limited Partner unit as if all of the earnings for the period were distributed, based on the terms of the Partnership agreement, regardless of whether those earnings would actually be distributed during a particular period from an economic or practical perspective. This allocation does not impact the Company's overall net income or other financial results.

## 16) Subsequent Events

### Acquisition

In April 2022, the Company purchased the customer list and assets of a heating oil dealer for an aggregate amount of approximately \$8.1 million; \$6.5 million in cash and \$1.6 million of deferred liabilities. The purchase price was allocated \$5.6 million to intangible assets, \$2.4 million to fixed assets and \$0.1 million to working capital.

### Quarterly Distribution Declared

In April 2022, we declared a quarterly distribution of \$0.1525 per unit, or \$0.61 per unit on an annualized basis, on all Common Units with respect to the second quarter of fiscal 2022, paid on May 3, 2022, to holders of record on April 25, 2022. The amount of distributions in excess of the minimum quarterly distribution of \$0.0675 are distributed in accordance with our Partnership Agreement, subject to the management incentive compensation plan. As a result, \$5.6 million was paid to the Common Unit holders, \$0.3 million to the General Partner unit holders (including \$0.3 million of incentive distribution as provided in our Partnership Agreement) and \$0.3 million to management pursuant to the management incentive compensation plan which provides for certain members of management to receive incentive distributions that would otherwise be payable to the General Partner.

### Common Units Repurchased and Retired

In April 2022, in accordance with the Repurchase Plan, the Company repurchased and retired 0.2 million Common Units at an average price paid of \$11.10 per unit.

**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

**Statement Regarding Forward-Looking Disclosure**

This Quarterly Report on Form 10-Q (this "Report") includes "forward-looking statements" which represent our expectations or beliefs concerning future events that involve risks and uncertainties, including those associated with the severity and duration of the novel coronavirus, or COVID-19, pandemic, the pandemic's impact on the U.S. and global economies, the timing, scope and effectiveness of federal, state and local governmental responses to the pandemic, the impact of geopolitical events, such as the crisis in the Ukraine, on wholesale product cost volatility, the effect of weather conditions on our financial performance, the price and supply of the products that we sell, the consumption patterns of our customers, our ability to obtain satisfactory gross profit margins, our ability to obtain new customers and retain existing customers, our ability to make strategic acquisitions, the impact of litigation, our ability to contract for our current and future supply needs, natural gas conversions, future union relations and the outcome of current and future union negotiations, the impact of current and future governmental regulations, including climate change, environmental, health, and safety regulations, the ability to attract and retain employees, customer credit worthiness, counterparty credit worthiness, marketing plans, cyber-attacks, inflation, global supply chain issues, labor shortages, general economic conditions and new technology. All statements other than statements of historical facts included in this Report including, without limitation, the statements under "Management's Discussion and Analysis of Financial Condition and Results of Operations" and elsewhere herein, are forward-looking statements. Without limiting the foregoing, the words "believe," "anticipate," "plan," "expect," "seek," "estimate," and similar expressions are intended to identify forward-looking statements. Although we believe that the expectations reflected in such forward-looking statements are reasonable, we can give no assurance that such expectations will prove to be correct, and actual results may differ materially from those projected as a result of certain risks and uncertainties. These risks and uncertainties include, but are not limited to, those set forth in this Report under the headings "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" and in our Fiscal 2021 Form 10-K under Part I Item 1A "Risk Factors." Important factors that could cause actual results to differ materially from our expectations ("Cautionary Statements") are disclosed in this Report and in our Fiscal 2021 Form 10-K. All subsequent written and oral forward-looking statements attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by the Cautionary Statements. Unless otherwise required by law, we undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise after the date of this Report.

**Impact of COVID 19 - A Global Pandemic on our Operations and Outlook**

In December 2019, there was an outbreak of a new strain of coronavirus ("COVID-19"). On March 11, 2020, the World Health Organization characterized the outbreak of COVID-19 as a global pandemic and recommended containment and mitigation measures. The United States declared a national emergency concerning the outbreak, which adversely impacted global activity and contributed to significant declines and volatility in financial markets. Public health and governmental authorities nationally and in affected regions have taken and continue to take extraordinary and wide-ranging actions to contain and combat the outbreak and spread of COVID-19, including restrictions on travel and business operations, quarantines, and orders and similar mandates for many individuals to substantially restrict daily activities and for many businesses to curtail or cease normal operations.

To date, we have not experienced any supply chain issues impacting our ability to deliver petroleum products to our customers. However, we have experienced and may continue to see disruptions in the procurement of service and installation materials as well as the delivery of certain trucks and service vehicles. Since March 2020, we have implemented various measures in response to the COVID-19 pandemic, such as a majority of our office personnel working remotely. While these measures have not significantly impacted our ability to serve our customers to date, these measures may become strained or result in service delays.

As a result of the COVID-19 pandemic, and in order to protect the safety and health of our workforce and our customers, we have expanded certain employee benefit programs and have incurred additional operating costs such as sanitizing our facilities, providing personal protective equipment for our employees and providing IT infrastructure to allow many office, clerical, sales and customer service employees to work from home. During fiscal 2021, the annual cost of these undertakings was approximately \$2.0 million.

While it has not yet materially impacted our ability to serve our customers, the continued impact of the pandemic, including but not limited to, the increased desire of prospective employees to work from home has impacted our ability to fully staff our customer service, sales and other functions. In addition, we expect that we will experience an increase in wage rates to fill these positions and we might need to adjust the current wage rates of existing employees. We cannot predict how long this staffing issue will continue, but the shortage in conjunction with any kind of spike in customer activity could cause unacceptable delays in response times and increase customer losses.

As of March 31, 2022, we had accounts receivable of \$262.7 million, of which \$198.8 million was due from residential customers and \$63.9 million due from commercial customers. Our ability to borrow from our bank group is based in part on the aging of these accounts receivable. If past due balances that do not meet the eligibility tests as found in our fifth amended and restated credit agreement increase from historic levels, our future ability to borrow would be reduced.

The Company has taken advantage of certain tax and legislative actions which permitted the Company to defer certain calendar 2020 payroll tax withholdings to calendar 2021 and December 2022; approximately half of which were paid in fiscal 2021.

The extent of the impact of the COVID-19 pandemic on our operational and financial performance, including our ability to execute our business strategies and initiatives, will depend on future developments, including the duration and spread of COVID-19 and related restrictions on travel and general mobility, the price of petroleum products and the timing, scope and effectiveness of federal, state and local governmental responses, all of which are uncertain and cannot be predicted. An extended period of global supply chain and economic disruption caused by COVID-19 and its variants could materially affect our business, results of operations, access to sources of liquidity and financial condition.

### Recent Product Price Volatility and Increase

During the second quarter of fiscal 2022, the wholesale price of home heating oil was extremely volatile and we experienced a significant increase in the cost of our product. We believe these circumstances are attributable to certain geopolitical forces, particularly the crisis in the Ukraine. The cost of home heating oil, as measured by the New York Mercantile Exchange (“NYMEX”), increased from \$2.36 per gallon on January 1, 2022, peaked at \$4.44 on March 8, 2022 and closed at \$3.69 on March 31, 2022. From time-to-time, the Company (as well as our competition) paid a premium over the NYMEX-published price for product purchased to ensure prompt delivery. The significant increase in product costs resulted in higher operating expenses for the quarter, such as credit card fees, bad debt expense, and vehicle fuels, and also led to higher premiums and cash requirements for certain of our hedging instruments. Our seasonal working capital needs increased to fund these higher product costs and the cash required to finance our operating activities increased over \$100 million. Further, our credit availability (as defined in our Credit Agreement) was reduced as the Company used a portion of its cash flow to finance these higher working capital needs and to satisfy margin requirements on our hedged inventory positions. The Company accessed \$100 million of its seasonal working capital line which increased the revolving credit facility to a total of \$400 million as of March 31, 2022 to finance its additional working capital needs, which resulted in an increase in interest expense. The Company believes that it may experience a slowing of collection of our accounts receivable over the next few months as our customers respond to higher product prices.

Since the end of the second fiscal quarter we have paid up to \$5.69 per gallon for home heating oil inclusive of a premium over the published NYMEX index charged by our suppliers for prompt deliveries. We cannot predict if the cost of our product will remain at these high levels nor can we predict the impact on future profit margins and customer attrition.

### Liquid Product Price Volatility

Volatility, which is reflected in the wholesale price of liquid products, including home heating oil, propane and motor fuels, has a larger impact on our business when prices rise. Consumers are price sensitive to heating cost increases, which can lead to increased gross customer losses. As a commodity, the price of home heating oil is generally impacted by many factors, including economic and geopolitical forces, and, most recently, the crisis in the Ukraine, and is closely linked to the price of diesel fuel. The volatility in the wholesale cost of diesel fuel as measured by the NYMEX, for the fiscal years ending September 30, 2018, through 2022, on a quarterly basis, is illustrated in the following chart (price per gallon):

Quarter Ended	Fiscal 2022 (a)		Fiscal 2021		Fiscal 2020		Fiscal 2019		Fiscal 2018	
	Low	High	Low	High	Low	High	Low	High	Low	High
December 31	\$ 2.06	\$ 2.59	\$ 1.08	\$ 1.51	\$ 1.86	\$ 2.05	\$ 1.66	\$ 2.44	\$ 1.74	\$ 2.08
March 31	2.36	4.44	1.46	1.97	0.95	2.06	1.70	2.04	1.84	2.14
June 30	—	—	1.77	2.16	0.61	1.22	1.78	2.12	1.96	2.29
September 30	—	—	1.91	2.34	1.08	1.28	1.75	2.08	2.05	2.35

- (a) On April 29, 2022, the NYMEX ultra low sulfur diesel contract closed at \$4.78 per gallon or \$2.06 per gallon higher than the average of \$2.72 through the first six months of Fiscal 2022.

### Income Taxes

#### *Book versus Tax Deductions*

The amount of cash flow generated in any given year depends upon a variety of factors including the amount of cash income taxes required, which will increase as depreciation and amortization decreases. The amount of depreciation and amortization that we deduct for book (i.e., financial reporting) purposes will differ from the amount that the Company can deduct for Federal tax purposes. The table below compares the estimated depreciation and amortization for book purposes to the amount that we expect to deduct for Federal tax purposes, based on currently owned assets. While we file our tax returns based on a calendar year, the amounts below are based on our September 30 fiscal year, and the tax amounts include any 100% bonus depreciation available for fixed assets purchased. However, this table does not include any forecast of future annual capital purchases.

## Estimated Depreciation and Amortization Expense

<u>(In thousands) Fiscal Year</u>	<u>Book</u>	<u>Tax</u>
2022	\$ 32,861	\$ 29,972
2023	28,716	21,049
2024	23,788	20,340
2025	18,996	19,195
2026	15,009	18,371
2027	13,445	16,920

### Weather Hedge Contracts

Weather conditions have a significant impact on the demand for home heating oil and propane because certain customers depend on these products principally for space heating purposes. Actual weather conditions may vary substantially from year to year, significantly affecting the Company's financial performance. To partially mitigate the adverse effect of warm weather on cash flow, we have used weather hedging contracts for a number of years with several providers.

Under these contracts, we are entitled to a payment if the total number of degree days within the hedge period is less than the applicable "Payment Thresholds," or strikes. For fiscal 2021 and 2022, we entered into weather hedging contracts under which we are entitled to a payment capped at \$12.5 million if degree days are less than the Payment Threshold and we are obligated to make an annual payment capped at \$5.0 million if degree days exceed the Payment Threshold. The hedge period runs from November 1 through March 31, taken as a whole, for each respective fiscal year. For the six months ended March 31, 2022 and March 31, 2021 we recorded a \$1.1 million benefit and a \$3.4 million benefit, respectively. For fiscal 2023, the Company has entered into weather hedging contracts with similar arrangements.

### Per Gallon Gross Profit Margins

We believe home heating oil and propane margins should be evaluated on a cents per gallon basis (before the effects of increases or decreases in the fair value of derivative instruments), as we believe that such per gallon margins are best at showing profit trends in the underlying business, without the impact of non-cash changes in the market value of hedges before the settlement of the underlying transaction.

A significant portion of our home heating oil volume is sold to individual customers under an arrangement pre-establishing a ceiling price or fixed price for home heating oil over a set period of time, generally twelve to twenty-four months ("price-protected" customers). When these price-protected customers agree to purchase home heating oil from us for the next heating season, we purchase option contracts, swaps and futures contracts for a substantial majority of the heating oil that we expect to sell to these customers. The amount of home heating oil volume that we hedge per price-protected customer is based upon the estimated fuel consumption per average customer per month. In the event that the actual usage exceeds the amount of the hedged volume on a monthly basis, we may be required to obtain additional volume at unfavorable costs. In addition, should actual usage in any month be less than the hedged volume, our hedging costs and losses could be greater, thus reducing expected margins.

At March 31, 2022, we had 48.6 million gallons of home heating oil hedged for our ceiling customers and 4.7 million gallons for our fixed priced customers. Over 92% of the hedges for our ceiling customers were at their strike price (ceiling), which reduces the potential for per gallon margin expansion for these customers unless the price for home heating oil declines.

### Derivatives

FASB ASC 815-10-05 Derivatives and Hedging requires that derivative instruments be recorded at fair value and included in the consolidated balance sheet as assets or liabilities. To the extent our interest rate derivative instruments designated as cash flow hedges are effective, as defined under this guidance, changes in fair value are recognized in other comprehensive income (loss) until the forecasted hedged item is recognized in earnings. We have elected not to designate our commodity derivative instruments as hedging instruments under this guidance and, as a result, the changes in fair value of the derivative instruments are recognized in our statement of operations. Therefore, we experience volatility in earnings as outstanding derivative instruments are marked to market and non-cash gains and losses are recorded prior to the sale of the commodity to the customer. The volatility in any given period related to unrealized non-cash gains or losses on derivative instruments can be significant to our overall results. However, we ultimately expect those gains and losses to be offset by the cost of product when purchased.

## Customer Attrition

We measure net customer attrition on an ongoing basis for our full service residential and commercial home heating oil and propane customers. Net customer attrition is the difference between gross customer losses and customers added through marketing efforts. Customers added through acquisitions are not included in the calculation of gross customer gains. However, additional customers that are obtained through marketing efforts or lost at newly acquired businesses are included in these calculations. Customer attrition percentage calculations include customers added through acquisitions in the denominators of the calculations on a weighted average basis. Gross customer losses are the result of a number of factors, including price competition, move-outs, credit losses, conversions to natural gas and service disruptions. When a customer moves out of an existing home, we count the “move out” as a loss, and if we are successful in signing up the new homeowner, the “move in” is treated as a gain. The impact of increased product costs due to certain geopolitical events could increase future attrition due to higher losses from credit related issues.

### Customer gains and losses of home heating oil and propane customers

	Fiscal Year Ended								
	2022			2021			2020		
	Gross Customer		Net	Gross Customer		Net	Gross Customer		Net
	Gains	Losses	Gains / (Attrition)	Gains	Losses	Gains / (Attrition)	Gains	Losses	Gains / (Attrition)
<b>First Quarter</b>	19,800	18,500	1,300	19,100	19,900	(800)	23,900	23,100	800
<b>Second Quarter</b>	12,700	17,300	(4,600)	12,600	17,800	(5,200)	12,600	18,200	(5,600)
<b>Third Quarter</b>	—	—	—	6,700	12,300	(5,600)	8,000	13,600	(5,600)
<b>Fourth Quarter</b>	—	—	—	9,500	14,900	(5,400)	10,700	15,800	(5,100)
<b>Total</b>	<u>32,500</u>	<u>35,800</u>	<u>(3,300)</u>	<u>47,900</u>	<u>64,900</u>	<u>(17,000)</u>	<u>55,200</u>	<u>70,700</u>	<u>(15,500)</u>

### Customer gains (attrition) as a percentage of home heating oil and propane customer base

	Fiscal Year Ended								
	2022			2021			2020		
	Gross Customer		Net	Gross Customer		Net	Gross Customer		Net
	Gains	Losses	Gains / (Attrition)	Gains	Losses	Gains / (Attrition)	Gains	Losses	Gains / (Attrition)
<b>First Quarter</b>	4.7%	4.4%	0.3%	4.4%	4.6%	(0.2%)	5.3%	5.1%	0.2%
<b>Second Quarter</b>	3.0%	4.1%	(1.1%)	2.9%	4.1%	(1.2%)	2.8%	4.0%	(1.2%)
<b>Third Quarter</b>	—	—	—	1.3%	2.6%	(1.3%)	1.8%	3.0%	(1.2%)
<b>Fourth Quarter</b>	—	—	—	2.1%	3.3%	(1.2%)	2.3%	3.5%	(1.2%)
<b>Total</b>	<u>7.7%</u>	<u>8.5%</u>	<u>(0.8%)</u>	<u>10.7%</u>	<u>14.6%</u>	<u>(3.9%)</u>	<u>12.2%</u>	<u>15.6%</u>	<u>(3.4%)</u>

For the six months ended March 31, 2022, the Company lost 3,300 accounts (net), or 0.8% of its home heating oil and propane customer base, compared to 6,000 accounts lost (net), or 1.4% of its home heating oil and propane customer base, during the six months ended March 31, 2021. Gross customer gains were 800 more than the prior year’s comparable period, and gross customer losses were 1,900 accounts less primarily due to reduced turnover of newer accounts.

During the six months ended March 31, 2022, we estimate that we lost 0.8% of our home heating oil and propane accounts to natural gas conversions versus 0.7% for the six months ended March 31, 2021 and 0.7% for the six months ended March 31, 2020. Losses to natural gas in our footprint for the heating oil and propane industry could be greater or less than the Company’s estimates.

## Acquisitions

The timing of acquisitions and the types of products sold by acquired companies impact year-over-year comparisons. During fiscal year 2022 through March 31, 2022 the Company acquired four heating oil dealers, and in April 2022 acquired a heating oil dealer. During fiscal 2021 the Company acquired two propane and three heating oil dealers. The following tables detail the Company's acquisition activity and the associated volume sold during the 12-month period prior to the date of acquisition.

(in thousands of gallons)

Fiscal 2022 Acquisitions				
Acquisition Number	Month of Acquisition	Home Heating Oil and Propane	Other Petroleum Products	Total
1	October	437	48	485
2	December	741	—	741
3	December	1,768	—	1,768
4	March	1,225	446	1,671
5	April	3,678	166	3,844
		<u>7,849</u>	<u>660</u>	<u>8,509</u>

(in thousands of gallons)

Fiscal 2021 Acquisitions				
Acquisition Number	Month of Acquisition	Home Heating Oil and Propane	Other Petroleum Products	Total
1	December	5,452	—	5,452
2	December	1,318	—	1,318
3	February	305	—	305
4	March	1,163	—	1,163
5	April	4,509	166	4,675
		<u>12,747</u>	<u>166</u>	<u>12,913</u>

## Protected Price Account Renewals

A substantial majority of the Company's price-protected customers have agreements with us that are subject to annual renewal in the period between April and November of each fiscal year. If a significant number of these customers elect not to renew their price-protected agreements with us and do not continue as our customers under a variable price-plan, the Company's near term profitability, liquidity and cash flow will be adversely impacted. As of April 29, 2022, the wholesale cost of home heating oil as measured by the NYMEX was \$4.78 per gallon, approximately \$2.86 per gallon higher than at April 30, 2021. Based on these recent prices, our price-protected customers will be offered renewal contracts at significantly higher prices than last year which, may adversely impact the acceptance rate of these renewals.

## Seasonality

The Company's fiscal year ends on September 30. All references to quarters and years, respectively, in this document are to the fiscal quarters and fiscal years unless otherwise noted. The seasonal nature of our business has resulted, on average, during the last five years, in the sale of approximately 30% of the volume of home heating oil and propane in the first fiscal quarter and 50% of the volume in the second fiscal quarter, the peak heating season. Approximately 25% of the volume of motor fuel and other petroleum products is sold in each of the four fiscal quarters. We generally realize net income during the quarters ending December and March and net losses during the quarters ending June and September. In addition, sales volume typically fluctuates from year to year in response to variations in weather, wholesale energy prices and other factors.

## Degree Day

A "degree day" is an industry measurement of temperature designed to evaluate energy demand and consumption. Degree days are based on how far the average daily temperature departs from 65°F. Each degree of temperature above 65°F is counted as one cooling degree day, and each degree of temperature below 65°F is counted as one heating degree day. Degree days are accumulated each day over the course of a year and can be compared to a monthly or a long-term (multi-year) average to see if a month or a year was warmer or cooler than usual. Degree days are officially observed by the National Weather Service.

Every ten years, the National Oceanic and Atmospheric Administration ("NOAA") computes and publishes average meteorological quantities, including the average temperature for the last 30 years by geographical location, and the corresponding degree days. The latest and most widely used data covers the years from 1991 to 2020. Our calculations of "normal" weather are based on these published 30 year averages for heating degree days, weighted by volume for the locations where we have existing operations.

**Consolidated Results of Operations**

The following is a discussion of the consolidated results of operations of the Company and its subsidiaries and should be read in conjunction with the historical financial and operating data and Notes thereto included elsewhere in this Quarterly Report.

**Three Months Ended March 31, 2022**  
**Compared to the Three Months Ended March 31, 2021**

**Volume**

For the three months ended March 31, 2022, retail volume of home heating oil and propane sold decreased by 8.7 million gallons, or 5.5%, to 148.9 million gallons, compared to 157.6 million gallons for the three months ended March 31, 2021. For those locations where we had existing operations during both periods, which we sometimes refer to as the “base business” (i.e., excluding acquisitions), temperatures (measured on a heating degree day basis) for the three months ended March 31, 2022 were 3.0% colder than the three months ended March 31, 2021. Temperatures during the three months ended March 31, 2022 were 3.7% warmer than normal, as reported by NOAA. For the twelve months ended March 31, 2022, net customer attrition for the base business was 3.4%. The impact of fuel conservation, along with any period-to-period differences in delivery scheduling, the timing of accounts added or lost during the fiscal years, equipment efficiency, and other volume variances not otherwise described, are included in the chart below under the heading “Other.” An analysis of the change in the retail volume of home heating oil and propane, which is based on management’s estimates, sampling, and other mathematical calculations and certain assumptions, is found below:

<u>(in millions of gallons)</u>	<u>Heating Oil and Propane</u>
Volume - Three months ended March 31, 2021	157.6
Net customer attrition	(6.8)
Impact of colder temperatures	4.4
Acquisitions	3.1
Other (a)	(9.4)
Change	(8.7)
Volume - Three months ended March 31, 2022	<u>148.9</u>

- (a) The volume delivered during the three months ended March 31, 2022 was impacted by approximately 3.5 million gallons pulled into the first quarter of fiscal 2022, as more deliveries than usual were made in the prior quarter in anticipation of potential labor shortages due to a surge of the Omicron variant of COVID-19.

The following chart sets forth the percentage by volume of total home heating oil sold to residential variable-price customers, residential price-protected customers and commercial/industrial/other customers for the three months ended March 31, 2022, compared to the three months ended March 31, 2021:

<u>Customers</u>	<u>Three Months Ended</u>	
	<u>March 31, 2022</u>	<u>March 31, 2021</u>
Residential Variable	44.9%	44.0%
Residential Price-Protected (Ceiling and Fixed Price)	42.7%	44.1%
Commercial/Industrial	12.4%	11.9%
Total	<u>100.0%</u>	<u>100.0%</u>

Volume of motor fuel and other petroleum products sold increased by 0.6 million gallons, or 1.6%, to 36.3 million gallons for the three months ended March 31, 2022, compared to 35.7 million gallons for the three months ended March 31, 2021, as certain sectors rebounded from COVID-19’s impact on economic activity.

**Product Sales**

For the three months ended March 31, 2022, product sales increased by \$173.1 million, or 32.1%, to \$712.5 million, compared to \$539.4 million for the three months ended March 31, 2021, as an increase in selling prices more than offset a decline in total volume sold. The increase in selling prices was largely attributable to an increase in wholesale product cost of \$1.0361 per gallon, or 63.9%.

**Installations and Service**

For the three months ended March 31, 2022, installation and service revenue increased by \$5.4 million, or 8.2%, to \$70.1 million, compared to \$64.7 million for the three months ended March 31, 2021 as economic activity increased as many COVID-19 restrictions were removed.

## Cost of Product

For the three months ended March 31, 2022, cost of product increased \$178.7 million, or 57.0%, to \$492.3 million, compared to \$313.6 million for the three months ended March 31, 2021 as the impact of a \$1.0361 per gallon, or 63.9%, increase in wholesale product cost more than offset a decrease in total volume sold.

## Gross Profit — Product

The table below calculates our per gallon margins and reconciles product gross profit for home heating oil and propane and motor fuel and other petroleum products. We believe the change in home heating oil and propane margins should be evaluated before the effects of increases or decreases in the fair value of derivative instruments, as we believe that realized per gallon margins should not include the impact of non-cash changes in the market value of hedges before the settlement of the underlying transaction. On that basis, home heating oil and propane margins for the three months ended March 31, 2022 increased by \$0.0319 per gallon, or 2.3%, to \$1.4042 per gallon, from \$1.3723 per gallon during the three months ended March 31, 2021. Going forward, we cannot assume that per gallon margins realized during the three months ended March 31, 2022 are sustainable especially with the recent increases in heating oil and propane costs. Product sales and cost of product include home heating oil, propane, other petroleum products and liquidated damages billings.

	Three Months Ended			
	March 31, 2022		March 31, 2021	
	Amount (in millions)	Per Gallon	Amount (in millions)	Per Gallon
<b>Home Heating Oil and Propane</b>				
Volume	148.9		157.6	
Sales	\$ 593.5	\$ 3.9853	\$ 466.4	\$ 2.9603
Cost	\$ 384.4	\$ 2.5811	\$ 250.2	\$ 1.5880
Gross Profit	\$ 209.1	\$ 1.4042	\$ 216.2	\$ 1.3723
<b>Motor Fuel and Other Petroleum Products</b>				
Volume	36.3		35.7	
Sales	\$ 119.0	\$ 3.2806	\$ 73.0	\$ 2.0438
Cost	\$ 108.0	\$ 2.9768	\$ 63.4	\$ 1.7744
Gross Profit	\$ 11.0	\$ 0.3038	\$ 9.6	\$ 0.2694
<b>Total Product</b>				
Sales	\$ 712.5		\$ 539.4	
Cost	\$ 492.4		\$ 313.6	
Gross Profit	\$ 220.1		\$ 225.8	

For the three months ended March 31, 2022, total product gross profit was \$220.1 million, which was \$5.7 million, or 2.5%, lower than the three months ended March 31, 2021, due to a decrease in home heating oil and propane volume (\$11.9 million) that was partially offset by an increase in home heating oil and propane margins (\$4.8 million) and an increase in gross profit from other petroleum products (\$1.4 million).

## Cost of Installations and Service

Total installation costs for the three months ended March 31, 2022 increased by \$3.3 million or 17.3%, to \$22.6 million, compared to \$19.3 million of installation costs for the three months ended March 31, 2021, primarily due to increased installation revenues. Installation costs as a percentage of installation sales were 83.7% for the three months ended March 31, 2022 and 84.2% for the three months ended March 31, 2021. A return to a normal level of installation sales, as many COVID-19 restrictions were removed, drove the increase in installation activity. Gross profit from installations increased by \$0.8 million.

Service expense increased by \$2.5 million, or 5.4%, to \$47.6 million for the three months ended March 31, 2022, representing 110.3% of service sales, versus \$45.1 million, or 107.7% of service sales, for the three months ended March 31, 2021. Service expense rose as the Company resumed normal service work and activity that was curtailed during the second quarter of fiscal 2021 due to COVID-19. A large proportion of our service expenses are incurred under fixed-fee prepaid service contract arrangements, therefore trends in service expenses may not directly correlate to trends in the related revenues. Gross loss from service increased \$1.2 million.

We realized a combined gross loss from service and installation of \$0.1 million for the three months ended March 31, 2022 compared to a gross profit of \$0.4 million for the three months ended March 31, 2021, a \$0.5 million decrease.

#### **(Increase) Decrease in the Fair Value of Derivative Instruments**

During the three months ended March 31, 2022, the change in the fair value of derivative instruments resulted in a \$17.6 million credit due to an increase in the market value for unexpired hedges (a \$24.5 million credit), partially offset by a \$6.9 million charge due to the expiration of certain hedged positions.

During the three months ended March 31, 2021, the change in the fair value of derivative instruments resulted in an \$8.2 million credit due to an increase in the market value for unexpired hedges (a \$9.4 million credit), partially offset by a \$1.2 million charge due to the expiration of certain hedged positions.

#### **Delivery and Branch Expenses**

For the three months ended March 31, 2022, delivery and branch expense increased \$6.6 million, or 6.5%, to \$107.5 million, compared to \$100.9 million for the three months ended March 31, 2021, reflecting a \$0.6 million increase in the charge recorded from the Company's weather hedge as compared to the three months ended March 31, 2021, additional costs from acquisitions of \$1.4 million and a \$4.6 million, or 4.6%, increase in expense within the base business. In the base business, the 27.7% increase in sales that was driven by higher product cost resulted in an increase in bad debts and credit card fees of \$2.7 million. The remaining expenses in the base business increased by \$1.9 million, or 1.9% due to expected wage, benefit and other increases. As of the three months ended March 31, 2022 we recorded a charge of \$1.1 million under our weather hedge program that increased delivery and branch expenses, versus a charge of \$0.5 million as of the three months ended March 31, 2021.

#### **Depreciation and Amortization Expenses**

For the three months ended March 31, 2022, depreciation and amortization expenses decreased \$0.2 million, or 2.3% to \$8.1 million, compared to \$8.3 million for the three months ended March 31, 2021 primarily due to lower amortization expense related to intangible assets that fully amortized in the prior fiscal year.

#### **General and Administrative Expenses**

For the three months ended March 31, 2022, general and administrative expenses decreased by \$0.4 million or 6.6%, to \$5.9 million, from \$6.3 million for the three months ended March 31, 2021, due to a \$0.5 million decrease in profit sharing expense that was partially offset by \$0.1 million of other net increases. The Company accrues approximately 6.0% of Adjusted EBITDA as defined in its profit sharing plan for distribution to its employees. This amount is payable when the Company achieves Adjusted EBITDA of at least 70% of the amount budgeted. The dollar amount of the profit sharing pool adjusts accordingly based on Adjusted EBITDA levels achieved.

#### **Finance Charge Income**

For the three months ended March 31, 2022, finance charge income increased to \$1.0 million from \$0.8 million for the three months ended March 31, 2021, primarily due to slightly higher customer late payment charges.

#### **Interest Expense, Net**

For the three months ended March 31, 2022, net interest expense increased by \$0.6 million, or 27.8%, to \$2.7 million compared to \$2.1 million for the three months ended March 31, 2021. The year-over-year change was driven by an increase in average borrowings of \$101.7 million from \$182.1 million for the three months ended March 31, 2021 to \$283.8 million for the three months ended March 31, 2022, that was partially offset by a decrease in the weighted average interest rate from 3.4% for the three months ended March 31, 2021 to 2.9% for the three months ended March 31, 2022. The increase in average borrowings was largely due to an increase in higher accounts receivable outstanding and higher average inventory balances due to the increase in cost of product. To hedge against rising interest rates, the Company utilizes interest rate swaps. At March 31, 2022, \$56.5 million, or 57%, of Star's long term debt, was fixed.

#### **Amortization of Debt Issuance Costs**

For the three months ended March 31, 2022, amortization of debt issuance cost was \$0.2 million, essentially unchanged from the three months ended March 31, 2021.

## Income Tax Expense

For the three months ended March 31, 2022, the Company's income tax expense increased by \$0.7 million to \$32.9 million, from \$32.2 million for the three months ended March 31, 2021, primarily due to certain non-recurring state tax benefits recorded for the three months ended March 31, 2021.

## Net Income

For the three months ended March 31, 2022, Star's net income decreased \$3.8 million, to \$81.4 million compared to the three months ended March 31, 2021, primarily due to a decrease in Adjusted EBITDA of \$12.0 million and a \$0.7 million increase in a Company's income tax expense, that was partially offset by a favorable change in the fair value of derivative instruments of \$9.4 million.

## Adjusted EBITDA

For the three months ended March 31, 2022, Adjusted EBITDA decreased by \$12.0 million, to \$107.7 million, compared to the three months ended March 31, 2021, as the impact of a decline in home heating oil and propane volume of 8.7 million gallons and an increase in operating expenses more than offset an increase in home heating oil and propane per gallon margins of \$0.0319, or 2.3%. While temperatures for the three months ended March 31, 2022 were 3.0% colder than the three months ended March 31, 2021, temperatures for the three months ended March 31, 2022 were 3.7% warmer than normal, as reported by NOAA. The volume delivered during the three months ended March 31, 2022 was reduced by approximately 3.5 million gallons, or 2.2%, as certain deliveries were made in the quarter ended December 31, 2021 in anticipation of potential labor shortages due to a surge of the Omicron variant of COVID-19. Operating expenses rose by \$6.2 million, or 5.8%, due to the additional costs associated with acquisitions (\$1.4 million) and an increase in operating expenses associated with the base business (\$4.2 million) that were impacted in part by higher product costs that lead to higher credit card fees and bad debt expense totaling \$2.7 million and a \$0.6 million increase in the charge recorded from the Company's weather hedge as compared to the three months ended March 31, 2021. The remaining expenses in the base business increased by \$1.5 million, or 1.4% due to expected wage, benefit and other increases. For the three months ended March 31, 2022 we recorded charge of \$1.1 million under our weather hedge program that increased delivery and branch expenses, versus a charge of \$0.5 million for the three months ended March 31, 2021.

EBITDA and Adjusted EBITDA should not be considered as an alternative to net income (as an indicator of operating performance) or as an alternative to cash flow (as a measure of liquidity or ability to service debt obligations) but provide additional information for evaluating the Company's ability to make the Minimum Quarterly Distribution. EBITDA and Adjusted EBITDA are calculated as follows:

(in thousands)	Three Months Ended March 31,	
	2022	2021
Net income	\$ 81,379	\$ 85,164
Plus:		
Income tax expense	32,900	32,152
Amortization of debt issuance costs	237	243
Interest expense, net	2,729	2,136
Depreciation and amortization	8,081	8,268
EBITDA (a)	125,326	127,963
(Increase) / decrease in the fair value of derivative instruments	(17,615)	(8,224)
Adjusted EBITDA (a)	107,711	119,739
<b>Add / (subtract)</b>		
Income tax expense	(32,900)	(32,152)
Interest expense, net	(2,729)	(2,136)
Provision for losses on accounts receivable	2,455	732
Increase in accounts receivables	(86,269)	(40,998)
Increase in inventories	(1,660)	(2,475)
Decrease in customer credit balances	(36,409)	(34,434)
Change in deferred taxes	5,229	9,022
Change in other operating assets and liabilities	4,996	15,176
Net cash (used in) provided by operating activities	\$ (39,576)	\$ 32,474
Net cash used in investing activities	\$ (6,469)	\$ (4,059)
Net cash provided by (used in) financing activities	\$ 42,488	\$ (38,379)

- (a) EBITDA (Earnings from continuing operations before net interest expense, income taxes, depreciation and amortization) and Adjusted EBITDA (Earnings from continuing operations before net interest expense, income taxes, depreciation and amortization, (increase) decrease in the fair value of derivatives, other income (loss), net, multiemployer pension plan withdrawal charge, gain or loss on debt redemption, goodwill impairment, and other non-cash and non-operating charges) are non-GAAP financial measures that are used as supplemental financial measures by management and external users of our financial statements, such as investors, commercial banks and research analysts, to assess:
- our compliance with certain financial covenants included in our debt agreements;
  - our financial performance without regard to financing methods, capital structure, income taxes or historical cost basis;
  - our operating performance and return on invested capital compared to those of other companies in the retail distribution of refined petroleum products, without regard to financing methods and capital structure;
  - our ability to generate cash sufficient to pay interest on our indebtedness and to make distributions to our partners; and
  - the viability of acquisitions and capital expenditure projects and the overall rates of return of alternative investment opportunities.

The method of calculating Adjusted EBITDA may not be consistent with that of other companies, and EBITDA and Adjusted EBITDA both have limitations as analytical tools and so should not be viewed in isolation but in conjunction with measurements that are computed in accordance with GAAP. Some of the limitations of EBITDA and Adjusted EBITDA are:

- EBITDA and Adjusted EBITDA do not reflect our cash used for capital expenditures.
- Although depreciation and amortization are non-cash charges, the assets being depreciated or amortized often will have to be replaced and EBITDA and Adjusted EBITDA do not reflect the cash requirements for such replacements;
- EBITDA and Adjusted EBITDA do not reflect changes in, or cash requirements for, our working capital requirements;
- EBITDA and Adjusted EBITDA do not reflect the cash necessary to make payments of interest or principal on our indebtedness; and EBITDA and Adjusted EBITDA do not reflect the cash required to pay taxes.

**Six Months Ended March 31, 2022**  
**Compared to the Six Months Ended March 31, 2021**

**Volume**

For the six months ended March 31, 2022, retail volume of home heating oil and propane sold decreased by 11.2 million gallons, or 4.5%, to 235.9 million gallons, compared to 247.1 million gallons for the six months ended March 31, 2021. For those locations where we had existing operations during both periods, which we sometimes refer to as the “base business” (i.e., excluding acquisitions), temperatures (measured on a heating degree day basis) for the six months ended March 31, 2022 were 0.5% warmer than the six months ended March 31, 2021. Temperatures during the six months ended March 31, 2022 were 9.6% warmer than normal, as reported by NOAA. For the twelve months ended March 31, 2022, net customer attrition for the base business was 3.4%. The impact of fuel conservation, along with any period-to-period differences in delivery scheduling, the timing of accounts added or lost during the fiscal years, equipment efficiency, and other volume variances not otherwise described, are included in the chart below under the heading “Other.” An analysis of the change in the retail volume of home heating oil and propane, which is based on management’s estimates, sampling, and other mathematical calculations and certain assumptions, is found below:

<u>(in millions of gallons)</u>	<u>Heating Oil and Propane</u>
Volume - Six months ended March 31, 2021	247.1
Net customer attrition	(10.7)
Impact of warmer temperatures	(1.0)
Acquisitions	6.4
Sale of certain propane assets	(0.2)
Other	(5.7)
Change	(11.2)
Volume - Six months ended March 31, 2022	235.9

The following chart sets forth the percentage by volume of total home heating oil sold to residential variable-price customers, residential price-protected customers and commercial/industrial/other customers for the six months ended March 31, 2022, compared to the six months ended March 31, 2021:

<u>Customers</u>	<u>Six Months Ended</u>	
	<u>March 31, 2022</u>	<u>March 31, 2021</u>
Residential Variable	44.7%	43.5%
Residential Price-Protected (Ceiling and Fixed Price)	42.7%	44.6%
Commercial/Industrial	12.6%	11.9%
Total	100.0%	100.0%

Volume of motor fuel and other petroleum products sold increased by 2.2 million gallons, or 3.0%, to 75.6 million gallons for the six months ended March 31, 2022, compared to 73.4 million gallons for the six months ended March 31, 2021, as certain sectors rebounded from the impact of COVID-19’s impact on economic activity.

**Product Sales**

For the six months ended March 31, 2022, product sales increased by \$0.3 billion, or 33.8%, to \$1.1 billion, compared to \$0.8 billion for the six months ended March 31, 2021, as an increase in selling prices more than offset a decline in total volume sold. The increase in selling prices was largely attributable to an increase in wholesale product cost of \$0.9461 per gallon, or 62.4%.

**Installations and Service**

For the six months ended March 31, 2022, installation and service revenue increased by \$9.4 million, or 6.8%, to \$147.1 million, compared to \$137.7 million for the six months ended March 31, 2021 as economic activity increased as many COVID-19 restrictions were removed. During the six months ended March 31, 2021, we ceased making non-emergency service calls, and we believe that some customers deferred the installation of new equipment.

## Cost of Product

For the six months ended March 31, 2022, cost of product increased \$281.2 million, or 57.9%, to \$766.9 million, compared to \$485.7 million for the six months ended March 31, 2021 as the impact of a \$0.9461 per gallon, or 62.4%, increase in wholesale product cost more than offset a decrease in total volume sold.

## Gross Profit — Product

The table below calculates our per gallon margins and reconciles product gross profit for home heating oil and propane and motor fuel and other petroleum products. We believe the change in home heating oil and propane margins should be evaluated before the effects of increases or decreases in the fair value of derivative instruments, as we believe that realized per gallon margins should not include the impact of non-cash changes in the market value of hedges before the settlement of the underlying transaction. On that basis, home heating oil and propane margins for the six months ended March 31, 2022 increased by \$0.0662 per gallon, to \$1.4191 per gallon, or 4.9%, from \$1.3529 per gallon during the six months ended March 31, 2021. Going forward, we cannot assume that per gallon margins realized during the six months ended March 31, 2022 are sustainable especially with the recent increases in heating oil and propane costs. Product sales and cost of product include home heating oil, propane, other petroleum products and liquidated damages billings.

	Six Months Ended			
	March 31, 2022		March 31, 2021	
	Amount (in millions)	Per Gallon	Amount (in millions)	Per Gallon
<b>Home Heating Oil and Propane</b>				
Volume	235.9		247.1	
Sales	\$ 899.2	\$ 3.8114	\$ 707.2	\$ 2.8623
Cost	\$ 564.4	\$ 2.3923	\$ 372.9	\$ 1.5094
Gross Profit	\$ 334.8	\$ 1.4191	\$ 334.3	\$ 1.3529
<b>Motor Fuel and Other Petroleum Products</b>				
Volume	75.6		73.4	
Sales	\$ 224.5	\$ 2.9693	\$ 132.5	\$ 1.8054
Cost	\$ 202.5	\$ 2.6785	\$ 112.8	\$ 1.5365
Gross Profit	\$ 22.0	\$ 0.2908	\$ 19.7	\$ 0.2689
<b>Total Product</b>				
Sales	\$ 1,123.7		\$ 839.7	
Cost	\$ 766.9		\$ 485.7	
Gross Profit	\$ 356.8		\$ 354.0	

For the six months ended March 31, 2022, total product gross profit was \$356.8 million, which was \$2.8 million, or 0.8%, higher than the six months ended March 31, 2021, as a decrease in home heating oil and propane volume (\$15.1 million) was more than offset by the impact of an increase in home heating oil and propane margins (\$15.6 million) and an increase in gross profit from other petroleum products (\$2.3 million).

## Cost of Installations and Service

Total installation costs for the six months ended March 31, 2022 increased by \$6.5 million or 15.3%, to \$49.3 million, compared to \$42.8 million of installation costs for the six months ended March 31, 2021, primarily due to increased installation revenues. Installation costs as a percentage of installation sales were 82.2% for the six months ended March 31, 2022 and 80.9% for the six months ended March 31, 2021. A return to a normal level of installation sales, as many COVID-19 restrictions were removed, drove the increase in installation activity. Gross profit from installations increased by \$0.6 million.

Service expense increased by \$3.9 million, or 4.4%, to \$94.8 million for the six months ended March 31, 2022, representing 108.9% of service sales, versus \$90.9 million, or 107.2% of service sales, for the six months ended March 31, 2021. Service expense rose as the Company resumed normal service work and activity that was curtailed during the first six months of fiscal 2021 due to COVID-19. A large proportion of our service expenses are incurred under fixed-fee prepaid service contract arrangements, therefore trends in service expenses may not directly correlate to trends in the related revenues. Gross loss from service increased \$1.7 million.

We realized a combined gross profit from service and installation of \$2.9 million for the six months ended March 31, 2022 compared to a gross profit of \$4.1 million for the six months ended March 31, 2021, a \$1.2 million decrease.

#### **(Increase) Decrease in the Fair Value of Derivative Instruments**

During the six months ended March 31, 2022, the change in the fair value of derivative instruments resulted in a \$4.2 million credit due to an increase in the market value for unexpired hedges (a \$24.7 million credit), partially offset by a \$20.5 million charge due to the expiration of certain hedged positions.

During the six months ended March 31, 2021, the change in the fair value of derivative instruments resulted in a \$25.6 million credit consisting of a \$13.6 million credit due to an increase in the market value for unexpired hedges and a \$12.0 million credit due to the expiration of certain hedged positions.

#### **Delivery and Branch Expenses**

For the six months ended March 31, 2022, delivery and branch expense increased \$14.9 million, or 8.2%, to \$196.5 million, compared to \$181.6 million for the six months ended March 31, 2021, reflecting a \$2.3 million lower benefit recorded from the Company's weather hedge, additional costs from acquisitions of \$3.0 million and a \$9.6 million, or 5.3%, increase in expense within the base business. In the base business, the 27.8% increase in sales that was driven by higher product cost resulted in an increase in bad debts and credit card fees of \$3.5 million. The remaining expenses in the base business increased by \$6.1 million, or 3.4% due to expected wage, benefit and other increases. As of March 31, 2022 we recorded a benefit of \$1.1 million under our weather hedge program that reduced delivery and branch expenses, versus a benefit of \$3.4 million as of March 31, 2021 due to warmer temperatures during the weather hedge period of November 1<sup>st</sup> through March 31<sup>st</sup>.

#### **Depreciation and Amortization Expenses**

For the six months ended March 31, 2022, depreciation and amortization expenses increased \$0.3 million, or 1.9% to \$16.5 million, compared to \$16.2 million for the six months ended March 31, 2021 primarily due to acquisitions.

#### **General and Administrative Expenses**

For the six months ended March 31, 2022, general and administrative expenses were \$12.6 million, essentially unchanged from the six months ended March 31, 2021, as \$0.4 million increase in salaries and benefits was offset by a \$0.3 million decrease in profit sharing expense and \$0.1 million of other net decreases. The Company accrues approximately 6.0% of Adjusted EBITDA as defined in its profit sharing plan for distribution to its employees. This amount is payable when the Company achieves Adjusted EBITDA of at least 70% of the amount budgeted. The dollar amount of the profit sharing pool adjusts accordingly based on Adjusted EBITDA levels achieved.

#### **Finance Charge Income**

For the six months ended March 31, 2022, finance charge income increased to \$1.5 million from \$1.2 million for the six months ended March 31, 2021, primarily due to slightly higher customer late payment charges.

#### **Interest Expense, Net**

For the six months ended March 31, 2022, net interest expense increased by \$0.8 million, or 20.1%, to \$4.8 million compared to \$4.0 million for the six months ended March 31, 2021. The year-over-year change was driven by an increase in average borrowings of \$63.4 million from \$156.2 million for the six months ended March 31, 2021 to \$219.6 million for the six months ended March 31, 2022, that was partially offset by a decrease in the weighted average interest rate from 3.8% for the six months ended March 31, 2021 to 3.2% for the six months ended March 31, 2022. The increase in average borrowings was largely due to an increase in higher accounts receivable outstanding and higher average inventory balances due to the increase in cost of product. To hedge against rising interest rates, the Company utilizes interest rate swaps. At March 31, 2022, \$56.5 million, or 57%, of Star's long term debt, was fixed.

#### **Amortization of Debt Issuance Costs**

For the six months ended March 31, 2022, amortization of debt issuance cost was \$0.5 million, essentially unchanged from the six months ended March 31, 2021.

## Income Tax Expense

For the six months ended March 31, 2022, the Company's income tax expense decreased by \$8.3 million to \$38.7 million, from \$47.0 million for the six months ended March 31, 2021, due primarily to a decrease in income before income taxes of \$35.4 million primarily reflecting an unfavorable change in the fair value of derivative instruments of \$21.4 million.

## Net Income

For the six months ended March 31, 2022, Star's net income decreased \$27.2 million, to \$95.9 million compared to the six months ended March 31, 2021, primarily due to an unfavorable change in the fair value of derivative instruments of \$21.4 million and a decrease in Adjusted EBITDA of \$12.9 million, that was partially offset by a decrease in the Company's income tax expense of \$8.3 million.

## Adjusted EBITDA

For the six months ended March 31, 2022, Adjusted EBITDA decreased by \$12.9 million, to \$152.2 million, compared to the six months ended March 31, 2021, as the impact of a decline in home heating oil and propane volume of 11.2 million gallons and an increase in operating expenses more than offset an increase in home heating oil and propane per gallon margins of \$0.0662, or 4.9%. While temperatures for the six months ended March 31, 2022 were 0.5% warmer than the six months ended March 31, 2021, temperatures for the six months ended March 31, 2022 were 9.6% warmer than normal, as reported by NOAA. Operating expenses rose by \$14.9 million, due to the additional costs associated with acquisitions (\$3.0 million), \$2.3 million reduction in the weather insurance benefit and an increase in operating expenses associated with the base business (\$9.6 million). In the base business higher product costs lead to higher credit card fees and bad debt expense totaling \$3.5 million. The remaining expenses in the base business increased by \$6.1 million, or 3.4% due to expected wage, benefit and other increases. As of March 31, 2022 we recorded a benefit of \$1.1 million under our weather hedge program that reduced delivery and branch expenses, versus a benefit of \$3.4 million as of March 31, 2021 due to warmer temperatures during the weather hedge period of November 1<sup>st</sup> through March 31<sup>st</sup>.

EBITDA and Adjusted EBITDA should not be considered as an alternative to net income (as an indicator of operating performance) or as an alternative to cash flow (as a measure of liquidity or ability to service debt obligations) but provide additional information for evaluating the Company's ability to make the Minimum Quarterly Distribution. EBITDA and Adjusted EBITDA are calculated as follows:

(in thousands)	Six Months Ended March 31,	
	2022	2021
Net income	\$ 95,868	\$ 123,024
Plus:		
Income tax expense	38,738	46,980
Amortization of debt issuance costs	476	490
Interest expense, net	4,787	3,987
Depreciation and amortization	16,529	16,225
EBITDA (a)	156,398	190,706
(Increase) / decrease in the fair value of derivative instruments	(4,212)	(25,619)
Adjusted EBITDA (a)	152,186	165,087
<b>Add / (subtract)</b>		
Income tax expense	(38,738)	(46,980)
Interest expense, net	(4,787)	(3,987)
Provision for losses on accounts receivable	2,167	256
Increase in accounts receivables	(165,063)	(103,987)
Increase in inventories	(18,048)	(9,652)
Decrease in customer credit balances	(50,913)	(43,421)
Change in deferred taxes	4,545	12,623
Change in other operating assets and liabilities	13,210	35,534
Net cash (used in) provided by operating activities	\$ (105,441)	\$ 5,473
Net cash used in investing activities	\$ (13,503)	\$ (39,962)
Net cash provided by (used in) financing activities	\$ 131,859	\$ (13,539)

- (a) EBITDA (Earnings from continuing operations before net interest expense, income taxes, depreciation and amortization) and Adjusted EBITDA (Earnings from continuing operations before net interest expense, income taxes, depreciation and amortization, (increase) decrease in the fair value of derivatives, other income (loss), net, multiemployer pension plan withdrawal charge, gain or loss on debt redemption, goodwill impairment, and other non-cash and non-operating charges) are non-GAAP financial measures that are used as supplemental financial measures by management and external users of our financial statements, such as investors, commercial banks and research analysts, to assess:
- our compliance with certain financial covenants included in our debt agreements;
  - our financial performance without regard to financing methods, capital structure, income taxes or historical cost basis;
  - our operating performance and return on invested capital compared to those of other companies in the retail distribution of refined petroleum products, without regard to financing methods and capital structure;
  - our ability to generate cash sufficient to pay interest on our indebtedness and to make distributions to our partners; and
  - the viability of acquisitions and capital expenditure projects and the overall rates of return of alternative investment opportunities.

The method of calculating Adjusted EBITDA may not be consistent with that of other companies, and EBITDA and Adjusted EBITDA both have limitations as analytical tools and so should not be viewed in isolation but in conjunction with measurements that are computed in accordance with GAAP. Some of the limitations of EBITDA and Adjusted EBITDA are:

- EBITDA and Adjusted EBITDA do not reflect our cash used for capital expenditures.
- Although depreciation and amortization are non-cash charges, the assets being depreciated or amortized often will have to be replaced and EBITDA and Adjusted EBITDA do not reflect the cash requirements for such replacements;
- EBITDA and Adjusted EBITDA do not reflect changes in, or cash requirements for, our working capital requirements;
- EBITDA and Adjusted EBITDA do not reflect the cash necessary to make payments of interest or principal on our indebtedness; and EBITDA and Adjusted EBITDA do not reflect the cash required to pay taxes.

## DISCUSSION OF CASH FLOWS

We use the indirect method to prepare our Consolidated Statements of Cash Flows. Under this method, we reconcile net income to cash flows provided by operating activities by adjusting net income for those items that impact net income but do not result in actual cash receipts or payment during the period.

### Operating Activities

Due to the seasonal nature of our business, cash is generally used in operations during the winter (our first and second fiscal quarters) as we require additional working capital to support the high volume of sales during this period, and cash is generally provided by operating activities during the spring and summer (our third and fourth fiscal quarters) when customer payments exceed the cost of deliveries.

During the six months ended March 31, 2022, cash used in operating activities increased \$110.9 million to \$105.4 million, compared to \$5.5 million provided by operating activities during the six months ended March 31, 2021. Higher per gallon product costs drove an increase in receivables on a comparable basis (including accounts receivable, customer credit balance accounts and hedging settlement receivables) of \$87.0 million. While accounts receivable were higher by \$75.3 million, or 40%, at March 31, 2022 than March 31, 2021, day's sales outstanding increased less than one full day to 26.0 days at March 31, 2022 compared to 25.2 days at March 31, 2021. The higher product cost also drove an \$8.4 million increase in cash required to purchase liquid product inventory and contributed to a \$12.2 million increase in net cash paid for certain hedge positions. We also paid \$3.9 million more in payroll taxes in the first fiscal quarter of 2022 versus the first fiscal quarter of 2021 as the result of deferring payment of certain payroll tax withholdings in first quarter of fiscal 2021 to the first fiscal quarter of fiscal 2023, had a \$9.3 million reduction in cash flows from operations and \$1.0 million of other net changes in working capital. These cash flow changes were partially offset by a \$10.9 million favorable change in accounts payable due to the pricing and timing of inventory purchases.

### Investing Activities

During the six months ended March 31, 2022, the Company acquired four heating oil dealers for an aggregate price of approximately \$7.4 million; \$6.5 million in cash and \$0.9 million in deferred liabilities. The gross purchase price was allocated \$4.9 million to intangible assets, \$3.2 million to fixed assets and reduced by \$0.7 million in working capital credits.

Our capital expenditures for the six months ended March 31, 2022 totaled \$7.1 million, as we invested in computer hardware and software (\$0.7 million), refurbished certain physical plants (\$1.5 million), expanded our propane operations (\$2.4 million) and made additions to our fleet and other equipment (\$2.5 million).

During the six months ended March 31, 2022, \$0.4 million of earnings were reinvested into the irrevocable trust. The cash deposited into the trust is shown on our balance sheet as captive insurance collateral and, correspondingly, reduced cash on our balance sheet. We believe that investments into the irrevocable trust lower our letter of credit fees, increase interest income on invested cash balances, and provide us with certain tax advantages attributable to a captive insurance company.

Our capital expenditures for the six months ended March 31, 2021 totaled \$7.2 million, as we invested in computer hardware and software (\$1.0 million), refurbished certain physical plants (\$1.4 million), expanded our propane operations (\$1.1 million) and made additions to our fleet and other equipment (\$3.7 million).

During the six months ended March 31, 2021, \$0.6 million of earnings were reinvested into the irrevocable trust.

On October 27, 2020, the Company sold certain propane assets for cash proceeds of \$6.1 million. During the six months ended March 31, 2021, the Company acquired two propane and two heating oil dealers for an aggregate of approximately \$39.3 million; \$38.4 million in cash and \$0.9 million of deferred liabilities. The gross purchase price was allocated \$34.2 million to intangible assets, \$5.9 million to fixed assets and reduced by \$0.8 million in working capital credits.

## **Financing Activities**

During the six months ended March 31, 2022, we repaid \$11.4 million of our term loan, borrowed \$200.2 million under our revolving credit facility and subsequently repaid \$23.1 million, repurchased 2.1 million Common Units for \$22.2 million primarily in connection with our unit repurchase plan, and paid distributions of \$10.9 million to our Common Unit holders and \$0.5 million to our General Partner unit holders (including \$0.5 million of incentive distributions as provided in our Partnership Agreement).

During the six months ended March 31, 2021, we repaid \$6.5 million of our term loan, borrowed \$75.2 million under our revolving credit facility and subsequently repaid \$40.2 million, repurchased 3.1 million Common Units for \$30.5 million primarily in connection with our unit repurchase plan, and paid distributions of \$11.1 million to our Common Unit holders and \$0.5 million to our General Partner unit holders (including \$0.4 million of incentive distributions as provided in our Partnership Agreement).

## **FINANCING AND SOURCES OF LIQUIDITY**

### **Liquidity and Capital Resources Comparatives**

Our primary uses of liquidity are to provide funds for our working capital, capital expenditures, distributions on our units, acquisitions and unit repurchases. Our ability to provide funds for such uses depends on our future performance, which will be subject to prevailing economic, financial, geopolitical and business conditions, especially in light of the impact of COVID-19 and the crisis in the Ukraine, weather, the ability to collect current and future accounts receivable, the ability to pass on the full impact of high product costs to customers, the effects of high net customer attrition, conservation, inflation and other factors. During the second quarter of fiscal 2022, our liquidity was impacted by the volatility in wholesale price of home heating oil and a significant increase in the cost of our product. The significant increase in product costs resulted in higher operating expenses for the quarter, such as credit card fees, bad debt expense, and vehicle fuels, and also led to higher hedging costs for certain of our hedging instruments. Our seasonal working capital needs increased to fund these higher product costs and the cash required to finance our operating activities increased over \$100 million. Further, our credit availability (as defined in our Credit Agreement) was reduced as the Company used a portion of its cash flow to finance these higher working capital needs and to satisfy margin requirements on our hedged inventory positions. The Company accessed \$100 million of its seasonal working capital line which increased the revolving credit facility to a total of \$400 million as of March 31, 2022 to finance its additional working capital needs, which resulted in an increase in interest expense. The Company believes that it may experience a slowing of collection of our accounts receivable over the next few months as our customers respond to higher product prices.

Capital requirements, at least in the near term, are expected to be provided by cash flows from operating activities, cash on hand as of March 31, 2022 (\$17.7 million) or a combination thereof. We believe that cash flows from operating activities and cash on hand will also be sufficient to satisfy our capital requirements in the longer-term, however, to the extent future capital requirements exceed cash on hand plus cash flows from operating activities, we anticipate that working capital will be financed by our revolving credit facility, as discussed below, and from subsequent seasonal reductions in inventory and accounts receivable. As of March 31, 2022, we had accounts receivable of \$262.7 million of which \$198.8 million is due from residential customers and \$63.9 million is due from commercial customers. Our ability to borrow from our bank group is based in part on the aging of these accounts receivable. If these balances do not meet the eligibility tests as found in our fifth amended and restated credit agreement, our ability to borrow will be reduced and our anticipated cash flow from operating activities will also be reduced. As of March 31, 2022, we had \$185.7 million of borrowings under our revolving credit facility, \$99.1 million outstanding under our term loan, and \$5.1 million in letters of credit outstanding.

Under the terms of the fifth amended and restated credit agreement, we must maintain at all times Availability (borrowing base less amounts borrowed and letters of credit issued) of 15% of the maximum facility size and a fixed charge coverage ratio of not less than 1.15. We must also maintain a senior secured leverage ratio that cannot be more than 3.0 as of June 30<sup>th</sup> or September 30<sup>th</sup>, and no more than 4.5 as of December 31<sup>st</sup> or March 31<sup>st</sup>. As of March 31, 2022, Availability, as defined in the fifth amended and restated

revolving credit facility agreement, was \$146.7 million and we were in compliance with the fixed charge coverage ratio and senior secured leverage ratio.

Maintenance capital expenditures for the remainder of fiscal 2022 are estimated to be approximately \$11.0 million to \$12.0 million, excluding the capital requirements for leased fleet. In addition, we plan to invest approximately \$0.5 million to \$1.0 million in our propane operations. Distributions for the balance of fiscal 2022, at the current quarterly level of \$0.1525 per unit, would result in aggregate payments of approximately \$11.2 million to Common Unit holders, \$0.6 million to our General Partner (including \$0.6 million of incentive distribution as provided for in our Partnership Agreement) and \$0.6 million to management pursuant to the management incentive compensation plan which provides for certain members of management to receive incentive distributions that would otherwise be payable to the General Partner. Under the terms of our credit facility, our term loan is repayable in quarterly payments of \$3.25 million. For fiscal 2022, we are not required to make any additional deposits into our captive insurance company. Further, subject to any additional liquidity issues or concerns resulting from the current COVID-19 pandemic and wholesale price volatility, we intend to continue to repurchase Common Units pursuant to our unit repurchase plan, as amended from time to time, and seek attractive acquisition opportunities within the Availability constraints of our revolving credit facility and funding resources.

### **Contractual Obligations and Off-Balance Sheet Arrangements**

There has been no material change to Contractual Obligations and Off-Balance Sheet Arrangements since our September 30, 2021 Form 10-K disclosure and therefore, the table has not been included in this Form 10-Q.

### **Recent Accounting Pronouncements**

Refer to Note 2 – Summary of Significant Accounting Policies for discussion regarding the impact of accounting standards that were recently adopted and issued but not yet effective, on our consolidated financial statements.

### **Critical Accounting Policy and Critical Accounting Estimates**

We believe that there have been no significant changes to our critical accounting policy and critical accounting estimates during the three months ended March 31, 2022 as compared to those we disclosed in Management's Discussion and Analysis of Financial Condition and Results of Operations included in our annual report on Form 10-K for the fiscal year ended September 30, 2021. While our critical accounting policies and estimates have not changed in any significant way during the three months ended March 31, 2022, the following provides additional disclosures about our critical accounting policy and critical accounting estimates.

#### **Critical Accounting Policy**

##### ***Fair Values of Derivatives***

FASB ASC 815-10-05, Derivatives and Hedging, requires that derivative instruments be recorded at fair value and included in the consolidated balance sheet as assets or liabilities. The Company has elected not to designate its commodity derivative instruments as hedging instruments under this guidance, and therefore the change in fair value of those derivative instruments are recognized in our statement of operations.

We have established the fair value of our derivative instruments using estimates determined by our counterparties and subsequently evaluated them internally using established index prices and other sources. These values are based upon, among other things, future prices, volatility, time-to-maturity value and credit risk. The estimate of fair value we report in our financial statements changes as these estimates are revised to reflect actual results, changes in market conditions, or other factors, many of which are beyond our control.

#### **Critical Accounting Estimates**

##### ***Self-Insurance Liabilities***

We currently self-insure a portion of workers' compensation, auto, general liability and medical claims. We establish and periodically evaluate self-insurance liabilities based upon expectations as to what our ultimate liability may be for outstanding claims using developmental factors based upon historical claim experience, including frequency, severity, demographic factors and other actuarial assumptions, supplemented with the support of a qualified third-party actuary. As of September 30, 2021, we had approximately \$80.6 million of self-insurance liabilities. The ultimate resolution of these claims could differ materially from the assumptions used to calculate the self-insurance liabilities, which could have a material adverse effect on results of operations.

### Item 3.

#### Quantitative and Qualitative Disclosures About Market Risk

##### Interest Rate Risk

We are exposed to interest rate risk primarily through our bank credit facilities. We utilize these borrowings to meet our working capital needs.

At March 31, 2022, we had outstanding borrowings totaling \$284.9 million, of which \$228.4 million are subject to variable interest rates under our credit agreement. In the event that interest rates associated with this facility were to increase 100 basis points, the after tax impact on annual future cash flows would be a decrease of \$1.6 million.

##### Market Risk

We regularly use derivative financial instruments to manage our exposure to market risk related to changes in the current and future market price of home heating oil and vehicle fuels. The value of market sensitive derivative instruments is subject to change as a result of movements in market prices. Sensitivity analysis is a technique used to evaluate the impact of hypothetical market value changes. Based on a hypothetical ten percent increase in the cost of product at March 31, 2022, the potential impact on our hedging activity would be to increase the fair market value of these outstanding derivatives by \$9.7 million to a fair market value of \$49.4 million; and conversely a hypothetical ten percent decrease in the cost of product would decrease the fair market value of these outstanding derivatives by \$8.7 million to a fair market value of \$31.0 million.

### Item 4.

#### Controls and Procedures

##### a) Evaluation of disclosure controls and procedures

The General Partner's chief executive officer and chief financial officer evaluated the effectiveness of the Company's disclosure controls and procedures (as that term is defined in Rule 13a-15(e) of the Securities Exchange Act of 1934, as amended) as of March 31, 2022. Based on that evaluation, such chief executive officer and chief financial officer concluded that the Company's disclosure controls and procedures were effective as of March 31, 2022 at the reasonable level of assurance. For purposes of Rule 13a-15(e), the term disclosure controls and procedures means controls and other procedures of an issuer that are designed to ensure that information required to be disclosed by the issuer in the reports that it files or submits under the Securities Exchange Act of 1934, as amended (the "Act") (15 U.S.C. 78a et seq.) is recorded, processed, summarized and reported, within the time periods specified in the Commission's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by an issuer in the reports that it files or submits under the Act is accumulated and communicated to the issuer's management, including its chief executive officer and chief financial officer, or persons performing similar functions, as appropriate to allow timely decisions regarding required disclosure.

##### b) Change in internal control over financial reporting

No changes in the Company's internal control over financial reporting occurred during the Company's most recent fiscal quarter that has materially affected or is reasonably likely to materially affect the Company's internal control over financial reporting.

##### c) Other

The General Partner and the Company believe that a controls system, no matter how well designed and operated, cannot provide absolute assurance that the objectives of the controls system are met, and no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within a Company have been detected. Therefore, a control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Our disclosure controls and procedures are designed to provide such reasonable assurances of achieving our desired control objectives, and the chief executive officer and chief financial officer of the General Partner have concluded, as of March 31, 2022, that our disclosure controls and procedures were effective in achieving that level of reasonable assurance.

## PART II OTHER INFORMATION

### Item 1.

#### Legal Proceedings

In the opinion of management, we are not a party to any litigation, which individually or in the aggregate could reasonably be expected to have a material adverse effect on our results of operations, financial position or liquidity.

### Item 1A.

#### Risk Factors

In addition to the other information set forth in this Report, investors should carefully review and consider the information regarding certain factors, which could materially affect our business, results of operations, financial condition and cash flows set forth in Part I Item 1A. "Risk Factors" in our Fiscal 2021 Form 10-K. We may disclose changes to such factors or disclose additional factors from time to time in our future filings with the SEC.

### Item 2.

#### Unregistered Sales of Equity Securities and Use of Proceeds

Note 4 to the Condensed Consolidated Financial Statements concerning the Company's repurchase of Common Units during the six months ended March 31, 2022 is incorporated into this Item 2 by reference.

### Item 3.

#### Defaults Upon Senior Securities

None.

### Item 4.

#### Mine Safety Disclosures

N/A

### Item 5.

#### Other Information

N/A

## Item 6.

### Exhibits

(a) *Exhibits Included Within:*

- 3.1 [Amended and Restated Certificate of Limited Partnership \(Incorporated by reference to an exhibit to the Registrant's Quarterly Report on Form 10-Q filed with the Commission on May 9, 2006.\)](#)
- 3.2 [Certificate of Amendment to Amended and Restated Certificate of Limited Partnership \(Incorporated by reference to an exhibit to the Registrant's Current Report on Form 8-K with the Commission on October 27, 2017.\)](#)
- 3.3 [Third Amended and Restated Agreement of Limited Partnership \(Incorporated by reference to an exhibit to the Registrant's Current Report on Form 8-K with the Commission on November 6, 2017.\)](#)
- 31.1\* [Certification of Chief Executive Officer, Star Group, L.P., pursuant to Rule 13a-14\(a\)/15d-14\(a\).](#)
- 31.2\* [Certification of Chief Financial Officer, Star Group, L.P., pursuant to Rule 13a-14\(a\)/15d-14\(a\).](#)
- 32.1\*\* [Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.](#)
- 32.2\*\* [Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.](#)
- 101 The following materials from the Star Group, L.P. Quarterly Report on Form 10-Q for the quarter ended March 31, 2022, formatted in Inline Extensible Business Reporting Language (iXBRL): (i) the Condensed Consolidated Balance Sheets, (ii) the Condensed Consolidated Statements of Operations, (iii) the Condensed Consolidated Statements of Comprehensive Income, (iv) the Condensed Consolidated Statements of Partners' Capital, (v) the Condensed Consolidated Statements of Cash Flows and (vi) related notes.
- 101.INS Inline XBRL Instance Document.
- 101.SCH Inline XBRL Taxonomy Extension Schema Document.
- 101.CAL Inline XBRL Taxonomy Extension Calculation Linkbase Document.
- 101.LAB Inline XBRL Taxonomy Extension Label Linkbase Document.
- 101.PRE Inline XBRL Taxonomy Extension Presentation Linkbase Document.
- 101.DEF Inline XBRL Taxonomy Extension Definition Linkbase Document.
- 104 Cover Page Interactive Data File (formatted as inline XBRL and contained in Exhibit 101)

\* Filed herewith

\*\* The certifications furnished in Exhibits 32.1 and 32.2 hereto are deemed to accompany this Quarterly Report on Form 10-Q and are not deemed "filed" for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that section, nor shall they be deemed incorporated by reference into any filing under the Securities Act or the Exchange Act, irrespective of any general incorporation language contained in such filing.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrants have duly caused this report to be signed on its behalf of the undersigned thereunto duly authorized:

Star Group, L.P.  
(Registrant)

By: Kestrel Heat LLC AS GENERAL PARTNER

<u>Signature</u>	<u>Title</u>	<u>Date</u>
<u>/s/ Richard F. Ambury</u> <b>Richard F. Ambury</b>	Executive Vice President, Chief Financial Officer, Treasurer and Secretary Kestrel Heat LLC (Principal Financial Officer)	May 4, 2022
<u>Signature</u>	<u>Title</u>	<u>Date</u>
<u>/s/ Cory A. Czekanski</u> <b>Cory A. Czekanski</b>	Vice President – Controller Kestrel Heat LLC (Principal Accounting Officer)	May 4, 2022

## CERTIFICATIONS

I, Jeffrey M. Woosnam, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Star Group, L.P. ("Registrant");
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal controls over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) designed such internal controls over financial reporting, or caused such internal controls over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information and;
  - (b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 4, 2022

/s/ Jeffrey M. Woosnam

**Jeffrey M. Woosnam**  
**President and Chief Executive Officer**  
**Star Group, L.P.**

## CERTIFICATIONS

I, Richard F. Ambury, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Star Group, L.P. ("Registrant");
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrants' other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal controls over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) designed such internal controls over financial reporting, or caused such internal controls over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (c) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information and;
  - (d) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 4, 2022

/s/ Richard F. Ambury

**Richard F. Ambury**  
**Chief Financial Officer**  
**Star Group, L.P.**



**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Star Group, L.P. (the "Company") on Form 10-Q for the quarterly period ended March 31, 2022, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Richard F. Ambury, Chief Financial Officer of the Company, certify to my knowledge pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, following due inquiry, I believe that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

A signed original of this written statement required by Section 906 has been provided to Star Group, L.P. and will be retained by Star Group, L.P. and furnished to the Securities and Exchange Commission or its staff upon request.

STAR GROUP, L.P.

By: KESTREL HEAT, LLC (General Partner)

/s/ Richard F. Ambury

By: \_\_\_\_\_  
**Richard F. Ambury**  
**Chief Financial Officer**  
**Star Group, L.P.**

Date: May 4, 2022