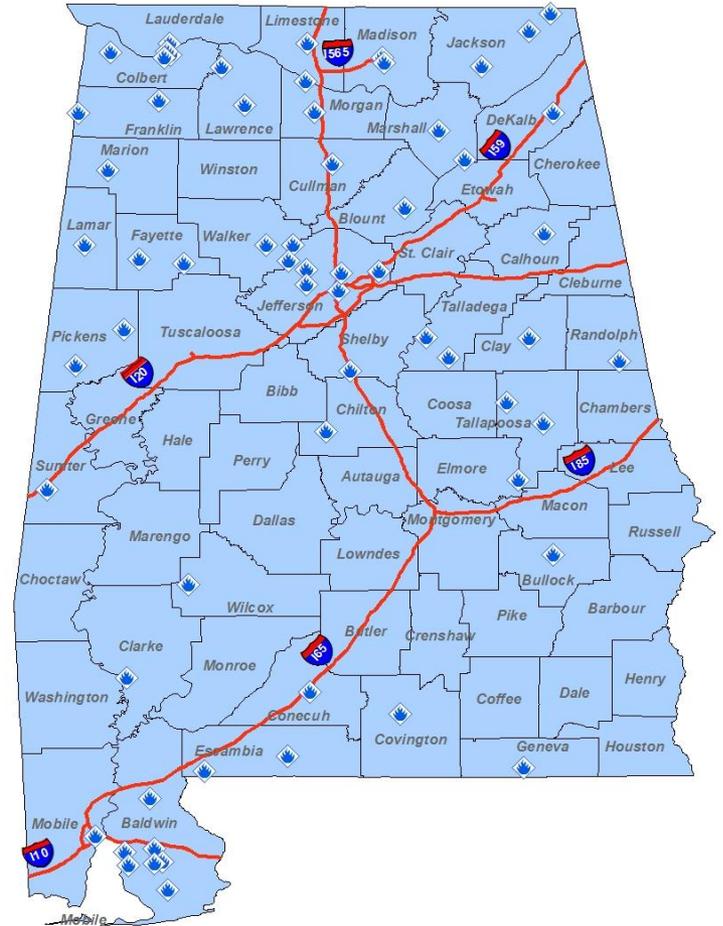


Alabama Summit on Industrial Energy Efficiency and Combined Heat and Power

Alabama State Capital
Montgomery, Alabama
June 11, 2013

Alabama Natural Gas Association

- 77 natural gas distribution companies and 9 pipeline companies
- 1,000,000 customers in all 67 counties of the state
- Over 10,000 jobs



We're the good heat.



Alabama Natural Gas Association

Mission Statement

Develop, enhance and promote marketing, industry training, safety, and education.



ANGA

Alabama Natural Gas Association

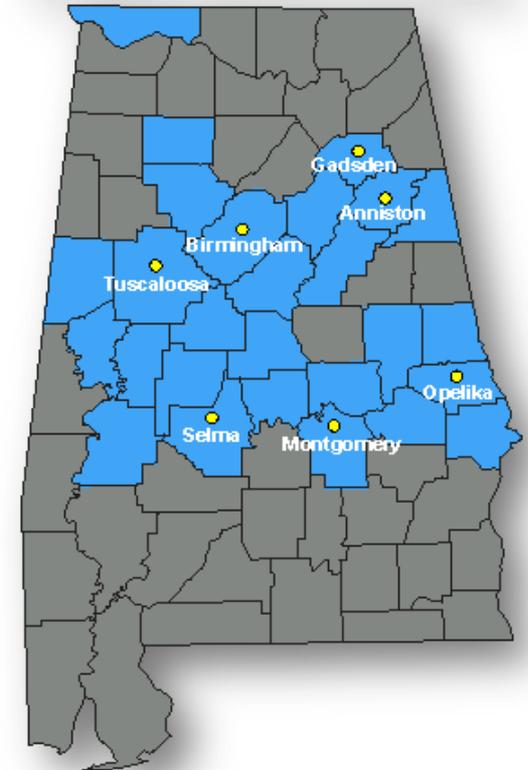
We're the good heat.



Alabama Gas Corporation

- The largest natural gas utility in Alabama serving 425,000 customers
- 26 counties and around 200 Alabama cities, towns and communities
- Operates in 7 major service areas
- 1,000+ employees

Alagasco Service Area Map



We're the good heat.

Alabama Gas Corporation

Large Commercial/Industrial Business Development

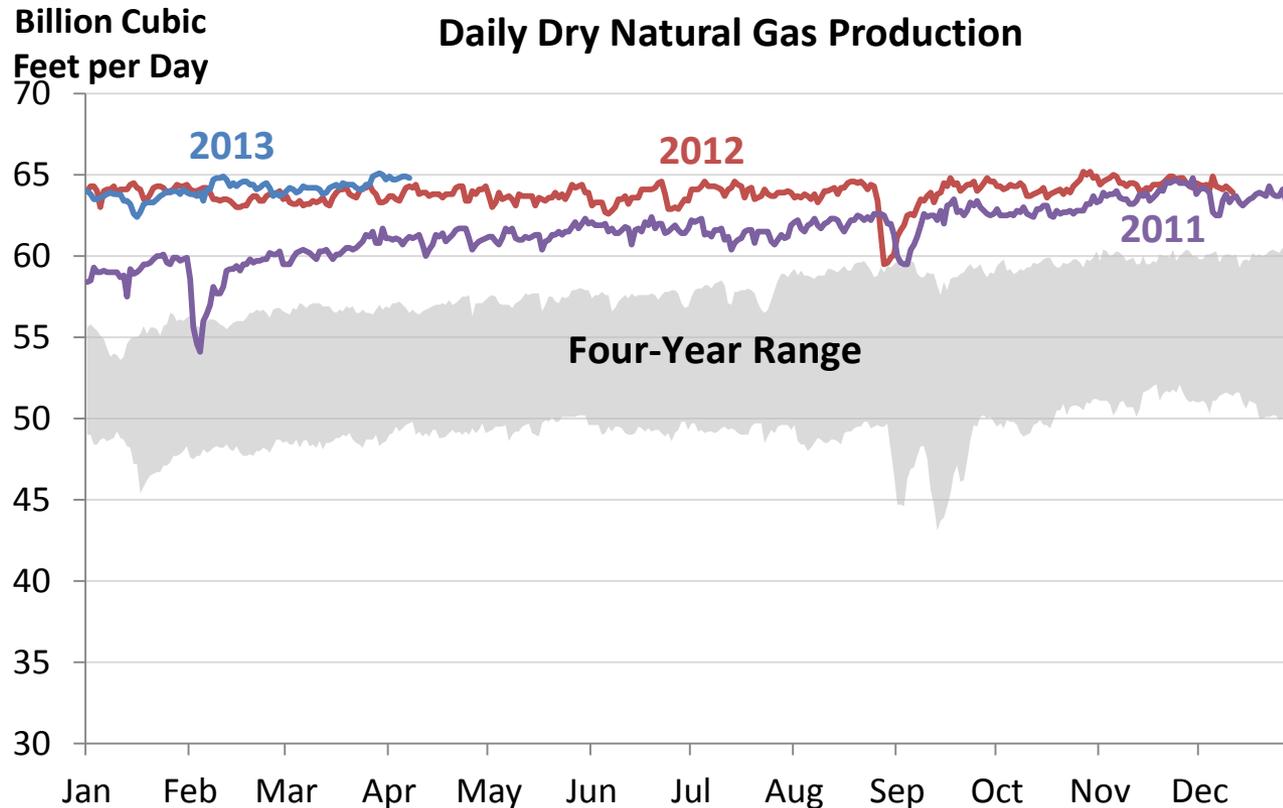
Mission Statement

“To be the best source for helping partners make informed and value-based energy decisions”

We're the good heat.



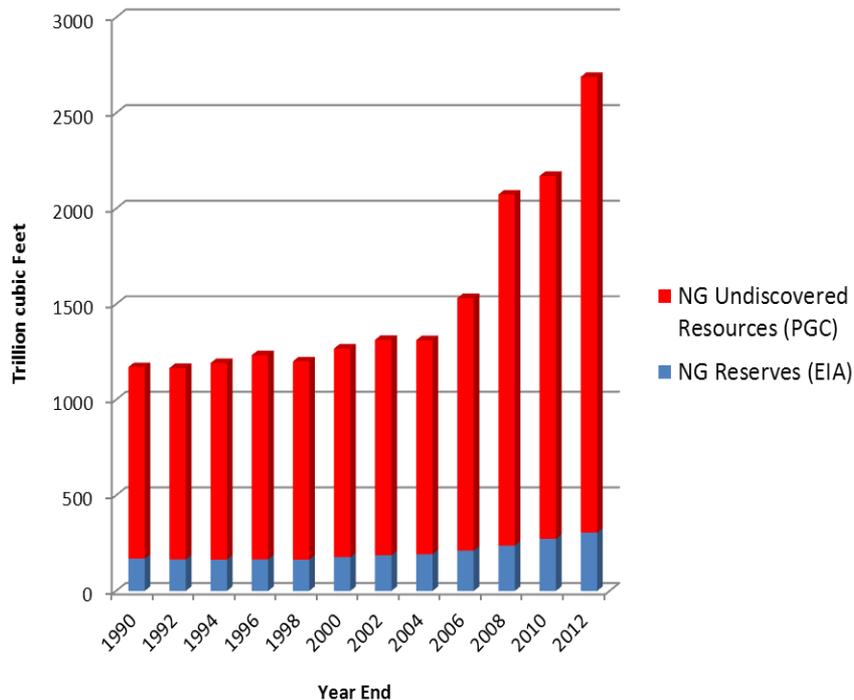
Natural Gas Supply



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Natural Gas Supply

Future Supply of Natural Gas in the United States (1990-2012, Potential Gas Committee)



And Then

There Was Abundance

The U.S. estimated future supply of natural gas (reserves plus resources) stood at 2,689 trillion cubic feet (Tcf) at year end 2012 — enough natural gas to meet America's diverse energy needs for decades.

We're the good heat.



Natural Gas Supply

“We believe there are sufficient reserves that are generated from these shale plays in North America to allow us reserves for at least 50 years.”

- Mark Papa, CE, EOG Resources, May 2013

Natural Gas and Boiler MACT

- Natural gas CHP can help meet MACT emission requirements
- Natural gas boilers have less emissions than coal/oil boilers without the cost of expensive emission control technology

We're the good heat.



Potential Services from Natural Gas Distribution Companies

- Natural Gas Procurement
 - Terms of delivery (volume, pressure)
 - Firm/interruptible service
 - Well head procurement and delivery
 - Interstate pipeline capacity management
 - Coordination with customer's independent natural gas agent
- Technical Assistance, Direct/Indirect

We're the good heat.



Potential Services from Natural Gas Distribution Companies

- Risk Management
 - Market based wellhead
 - Distribution asset operation and maintenance
 - Fuel line operations support
- Financing/Incentives
- Economic Development/Industrial Growth Initiatives

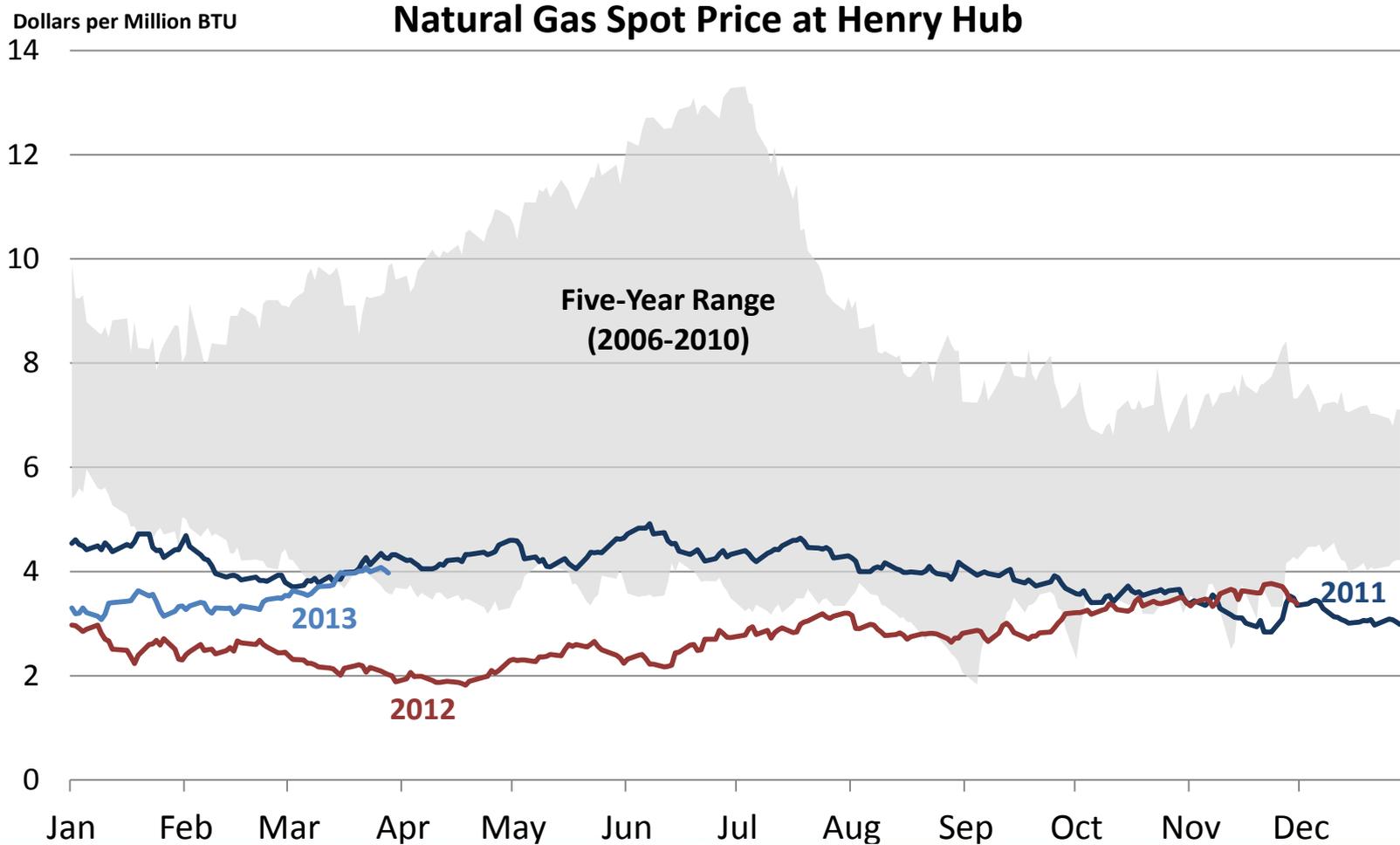
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Questions?

We're the good heat.



Natural Gas Pricing



We're the good heat.



Natural Gas Pricing

“The U.S. will have the lowest long-term natural gas prices of any industrial nation for up to 50 years.”

- Oil and Gas Investor, May 2013

We're the good heat.

