



Distribution Sales and Statistical Data - Continuing Operations

	Fiscal Year Ended September 30				
	2017	2016	2015	2014	2013⁽⁵⁾
METERS IN SERVICE, end of year					
Residential	2,942,824	2,909,524	2,878,740	2,846,664	2,755,831
Commercial	268,480	266,265	262,655	258,404	244,652
Industrial	1,676	1,715	1,862	1,880	1,500
Public authority and other	8,425	8,361	8,409	8,471	9,997
Total meters	<u>3,221,405</u>	<u>3,185,865</u>	<u>3,151,666</u>	<u>3,115,419</u>	<u>3,011,980</u>
SALES VOLUMES — MMcf⁽¹⁾					
Gas Sales Volumes					
Residential	126,834	136,402	170,522	187,431	154,823
Commercial	83,679	86,361	100,323	105,074	88,850
Industrial	29,931	29,053	29,087	30,360	15,678
Public authority and other	6,381	6,834	8,053	9,069	9,811
Total gas sales volumes	<u>246,825</u>	<u>258,650</u>	<u>307,985</u>	<u>331,934</u>	<u>269,162</u>
Transportation volumes	<u>150,107</u>	<u>145,202</u>	<u>148,998</u>	<u>147,776</u>	<u>136,357</u>
Total throughput	<u>396,932</u>	<u>403,852</u>	<u>456,983</u>	<u>479,710</u>	<u>405,519</u>
OPERATING REVENUES (000's)⁽¹⁾					
Gas Sales Revenues					
Residential	\$ 1,642,918	1,477,049	1,761,689	1,933,099	1,512,495
Commercial	708,167	619,979	772,187	876,042	661,930
Industrial	133,372	98,439	131,034	166,736	81,155
Public authority and other	45,820	41,307	53,401	64,779	60,557
Total gas sales revenues	<u>2,530,277</u>	<u>2,236,774</u>	<u>2,718,311</u>	<u>3,040,656</u>	<u>2,316,137</u>
Transportation revenues	87,694	78,064	73,725	69,383	61,013
Other gas revenues	31,204	24,940	29,326	29,182	22,343
Total operating revenues	<u>\$ 2,649,175</u>	<u>\$ 2,339,778</u>	<u>\$ 2,821,362</u>	<u>\$ 3,139,221</u>	<u>\$ 2,399,493</u>
OTHER CONSOLIDATED STATISTICS					
Heating degree days ⁽²⁾					
Actual (weighted average)	2,584	2,622	2,608	2,685	2,729
Percent of normal	96%	98%	98%	102%	103%
Inventory storage balance - Bcf	62.3	62.6	60.3	56.6	51.1
Average transportation revenue per Mcf	\$ 0.58	0.54	0.49	0.47	0.45
Average cost of gas per Mcf sold	\$ 5.14	4.09	5.11	5.88	4.91
Employees	4,504	4,577	4,581	4,588	4,551

See footnotes following these tables.



Distribution Sales and Statistical Data by Division

Fiscal Year Ended September 30, 2017

	Mid-Tex	Kentucky/ Mid-States	Louisiana	West Texas	Mississippi	Colorado- Kansas	Other ⁽⁴⁾	Total
METERS IN SERVICE, end of year								
Residential	1,540,502	309,415	336,860	282,376	243,024	230,647	—	2,942,824
Commercial	132,079	41,020	22,704	26,058	24,588	22,031	—	268,480
Industrial	—	673	356	210	345	92	—	1,676
Public authority and other	—	2,303	—	2,544	2,797	781	—	8,425
Total meters	<u>1,672,581</u>	<u>353,411</u>	<u>359,920</u>	<u>311,188</u>	<u>270,754</u>	<u>253,551</u>	<u>—</u>	<u>3,221,405</u>
SALES VOLUMES – MMcf ⁽¹⁾								
Gas Sales Volumes								
Residential	62,784	15,161	9,961	13,628	10,084	15,216	—	126,834
Commercial	47,186	10,482	6,904	6,779	5,259	7,069	—	83,679
Industrial	3,030	3,138	17,723	991	5,010	39	—	29,931
Public authority and other	—	865	—	1,911	2,818	787	—	6,381
Total	<u>113,000</u>	<u>29,646</u>	<u>34,588</u>	<u>23,309</u>	<u>23,171</u>	<u>23,111</u>	<u>—</u>	<u>246,825</u>
Transportation volumes	<u>47,984</u>	<u>43,493</u>	<u>7,076</u>	<u>24,558</u>	<u>9,029</u>	<u>17,967</u>	<u>—</u>	<u>150,107</u>
Total throughput	<u>160,984</u>	<u>73,139</u>	<u>41,664</u>	<u>47,867</u>	<u>32,200</u>	<u>41,078</u>	<u>—</u>	<u>396,932</u>
OPERATING MARGIN (000's) ^{(1) (3)}	\$ 671,310	\$ 179,513	\$ 161,208	\$ 140,318	\$ 120,102	\$ 103,655	\$ 3,613	\$ 1,379,719
OPERATING EXPENSES (000's) ⁽¹⁾								
Operation and maintenance	\$ 186,521	\$ 55,718	\$ 48,582	\$ 44,403	\$ 46,292	\$ 37,477	\$ (5,916)	\$ 413,077
Depreciation and amortization	\$ 121,009	\$ 34,121	\$ 28,849	\$ 26,714	\$ 17,081	\$ 21,291	\$ 6	\$ 249,071
Taxes, other than income	\$ 130,622	\$ 14,460	\$ 14,477	\$ 22,342	\$ 18,224	\$ 10,229	\$ 1,575	\$ 211,929
OPERATING INCOME (000's) ⁽¹⁾	\$ 233,158	\$ 75,214	\$ 69,300	\$ 46,859	\$ 38,505	\$ 34,658	\$ 7,948	\$ 505,642
CONSOLIDATED CAPITAL								
EXPENDITURES (000's)	\$ 396,070	\$ 129,928	\$ 96,198	\$ 84,445	\$ 78,886	\$ 46,414	\$ 18,009	\$ 849,950
PROPERTY, PLANT AND								
EQUIPMENT (000's)	\$ 3,289,142	\$ 926,446	\$ 752,746	\$ 671,061	\$ 540,336	\$ 456,975	\$ 212,811	\$ 6,849,517
OTHER CONSOLIDATED STATISTICS								
Heating Degree Days ⁽²⁾								
Actual	2,071	3,842	1,436	3,236	2,572	5,038	—	2,584
Percent of normal	97%	98%	91%	100%	97%	92%	—	96%
Miles of pipe	32,165	8,408	8,596	7,852	6,736	6,848	—	70,605
Employees	1,699	373	401	342	322	290	1,077	4,504

See footnotes following these tables.



Fiscal Year Ended September 30, 2016

	Mid-Tex	Kentucky/ Mid-States	Louisiana	West Texas	Mississippi	Colorado- Kansas	Other ⁽⁴⁾	Total
METERS IN SERVICE, end of year								
Residential	1,518,789	304,327	336,141	280,345	241,688	228,234	—	2,909,524
Commercial	130,502	40,327	22,831	25,814	24,880	21,911	—	266,265
Industrial	—	666	356	246	355	92	—	1,715
Public authority and other	—	2,159	—	2,583	2,827	792	—	8,361
Total meters	1,649,291	347,479	359,328	308,988	269,750	251,029	—	3,185,865
SALES VOLUMES - MMcf ⁽¹⁾								
Gas Sales Volumes								
Residential	68,022	15,974	11,103	14,610	11,121	15,572	—	136,402
Commercial	48,986	10,765	7,216	6,480	5,627	7,287	—	86,361
Industrial	2,938	2,538	16,061	2,423	5,057	36	—	29,053
Public authority and other	—	984	—	2,110	2,838	902	—	6,834
Total	119,946	30,261	34,380	25,623	24,643	23,797	—	258,650
Transportation volumes								
Total throughput	168,160	72,138	41,900	49,829	31,930	39,895	—	403,852
OPERATING MARGIN (000's) ⁽¹⁾⁽³⁾	\$ 626,288	\$ 166,250	\$ 145,817	\$ 130,914	\$ 112,040	\$ 99,891	\$ 2	\$ 1,281,202
OPERATING EXPENSES (000's) ⁽¹⁾								
Operation and maintenance	\$ 182,954	\$ 53,726	\$ 48,624	\$ 44,498	\$ 42,288	\$ 37,638	\$ (1,746)	\$ 407,982
Depreciation and amortization	\$ 112,479	\$ 33,586	\$ 27,015	\$ 25,319	\$ 15,366	\$ 20,344	\$ —	\$ 234,109
Taxes, other than income	\$ 120,247	\$ 15,208	\$ 14,321	\$ 19,966	\$ 16,988	\$ 10,069	\$ 428	\$ 197,227
OPERATING INCOME (000's) ⁽¹⁾	\$ 210,608	\$ 63,730	\$ 55,857	\$ 41,131	\$ 37,398	\$ 31,840	\$ 1,320	\$ 441,884
CONSOLIDATED CAPITAL								
EXPENDITURES (000's)	\$ 342,084	\$ 108,576	\$ 87,945	\$ 73,070	\$ 66,279	\$ 40,950	\$ 21,342	\$ 740,246
PROPERTY, PLANT AND								
EQUIPMENT (000's)	\$ 2,980,348	\$ 828,550	\$ 674,768	\$ 609,834	\$ 474,856	\$ 430,018	\$ 210,091	\$ 6,208,465
OTHER CONSOLIDATED STATISTICS								
Heating Degree Days ⁽²⁾								
Actual	2,067	3,953	1,401	3,313	2,625	5,284	—	2,622
Percent of normal	98%	99%	90%	100%	98%	97%	—	98%
Miles of pipe	32,349	8,378	8,528	7,863	6,694	6,821	—	70,633
Employees	1,703	389	419	345	333	296	1,092	4,577

Notes to preceding tables:

- (1) Sales volumes, revenues, operating margins, operating expense and operating income reflect segment operations, including intercompany sales and transportation amounts.
- (2) A heating degree day is equivalent to each degree that the average of the high and the low temperatures for a day is below 65 degrees. The colder the climate, the greater the number of heating degree days. Heating degree days are used in the natural gas industry to measure the relative coldness of weather and to compare relative temperatures between one geographic area and another. Normal degree days are based on National Weather Service data for selected locations. For service areas that have weather normalized operations, normal degree days are used instead of actual degree days in computing the total number of heating degree days. The total degree days are based on the weighted average degree days of the divisions.
- (3) Operating margin is a non-GAAP financial measure and is defined as operating revenues less purchased gas cost.
- (4) The Other column represents our shared services function, which provides administrative and other support to the Company. Certain costs incurred by this function are not allocated.
- (5) Operating revenues from our discontinued natural gas marketing segment have been separately reported as discontinued operations for fiscal years 2014 through 2017. Also, operating revenues by segment have been recasted for fiscal years 2014 through 2016 to be consistent with the segment realignment performed in fiscal 2017. These operations were not reported separately for years prior to fiscal 2014.



Pipeline & Storage Sales and Statistical Data

	Fiscal Year Ended September 30				
	2017	2016	2015	2014	2013
CUSTOMERS, end of year					
Industrial	93	90	86	83	78
Other	234	213	234	257	263
Total	<u>327</u>	<u>303</u>	<u>320</u>	<u>340</u>	<u>341</u>
PIPELINE TRANSPORTATION					
VOLUMES — MMcf⁽¹⁾	770,348	686,042	745,728	723,626	658,116
OPERATING REVENUES (000's)⁽¹⁾	\$ 457,030	\$ 427,196	\$ 384,957	\$ 337,540	\$ 299,932
Inventory storage balance - Bcf	1.2	2.2	3.5	2.1	3.2
Employees, at year end	61	62	61	62	60

⁽¹⁾ Transportation volumes and operating revenues reflect segment operations, including intercompany sales and transportation amounts.