



Distribution Sales and Statistical Data

	Fiscal Year Ended September 30				
	2018	2017	2016	2015	2014
METERS IN SERVICE, end of year					
Residential	2,975,724	2,942,824	2,909,524	2,878,740	2,846,664
Commercial	270,560	268,480	266,265	262,655	258,404
Industrial	1,668	1,676	1,715	1,862	1,880
Public authority and other	8,384	8,425	8,361	8,409	8,471
Total meters	<u>3,256,336</u>	<u>3,221,405</u>	<u>3,185,865</u>	<u>3,151,666</u>	<u>3,115,419</u>
SALES VOLUMES — MMcf⁽¹⁾					
Gas Sales Volumes					
Residential	161,721	126,834	136,402	170,522	187,431
Commercial	97,874	83,679	86,361	100,323	105,074
Industrial	34,167	29,931	29,053	29,087	30,360
Public authority and other	7,055	6,381	6,834	8,053	9,069
Total gas sales volumes	<u>300,817</u>	<u>246,825</u>	<u>258,650</u>	<u>307,985</u>	<u>331,934</u>
Transportation volumes	<u>157,994</u>	<u>150,107</u>	<u>145,202</u>	<u>148,998</u>	<u>147,776</u>
Total throughput	<u>458,811</u>	<u>396,932</u>	<u>403,852</u>	<u>456,983</u>	<u>479,710</u>
OPERATING REVENUES (000's)⁽¹⁾					
Gas Sales Revenues					
Residential	\$ 1,916,101	\$ 1,642,918	\$ 1,477,049	\$ 1,761,689	\$ 1,933,099
Commercial	797,073	708,167	619,979	772,187	876,042
Industrial	131,267	133,372	98,439	131,034	166,736
Public authority and other	47,714	45,820	41,307	53,401	64,779
Total gas sales revenues	<u>2,892,155</u>	<u>2,530,277</u>	<u>2,236,774</u>	<u>2,718,311</u>	<u>3,040,656</u>
Transportation revenues	100,645	87,694	78,064	73,725	69,383
Other gas revenues	10,247	31,204	24,940	29,326	29,182
Total operating revenues	<u>\$ 3,003,047</u>	<u>\$ 2,649,175</u>	<u>\$ 2,339,778</u>	<u>\$ 2,821,362</u>	<u>\$ 3,139,221</u>
OTHER STATISTICS					
Heating degree days ⁽²⁾					
Actual (weighted average)	2,650	2,584	2,622	2,608	2,685
Percent of normal	99%	96%	98%	98%	102%
Inventory storage balance - Bcf	64.6	62.3	62.6	60.3	56.6
Average transportation revenue per Mcf	\$ 0.64	0.58	0.54	0.49	0.47
Average cost of gas per Mcf sold	\$ 5.19	5.14	4.09	5.11	5.88
Employees	4,564	4,504	4,557	4,581	4,588

See footnotes following these tables.



Distribution Sales and Statistical Data by Division

Fiscal Year Ended September 30, 2018

	Mid-Tex	Kentucky/ Mid-States	Louisiana	West Texas	Mississippi	Colorado- Kansas	Other ⁽⁴⁾	Total
METERS IN SERVICE, end of year								
Residential	1,563,048	313,363	339,304	284,884	241,822	233,303	—	2,975,724
Commercial	134,123	41,224	22,573	26,219	24,391	22,030	—	270,560
Industrial	—	679	356	203	339	91	—	1,668
Public authority and other	—	2,301	—	2,522	2,781	780	—	8,384
Total meters	<u>1,697,171</u>	<u>357,567</u>	<u>362,233</u>	<u>313,828</u>	<u>269,333</u>	<u>256,204</u>	<u>—</u>	<u>3,256,336</u>
SALES VOLUMES – MMcf ⁽¹⁾								
Gas Sales Volumes								
Residential	82,933	19,493	12,979	15,239	13,388	17,689	—	161,721
Commercial	55,663	12,864	7,657	7,418	6,295	7,977	—	97,874
Industrial	3,153	3,217	21,896	974	4,885	42	—	34,167
Public authority and other	—	1,052	—	2,063	3,055	885	—	7,055
Total	<u>141,749</u>	<u>36,626</u>	<u>42,532</u>	<u>25,694</u>	<u>27,623</u>	<u>26,593</u>	<u>—</u>	<u>300,817</u>
Transportation volumes	<u>52,513</u>	<u>49,182</u>	<u>7,428</u>	<u>27,714</u>	<u>10,247</u>	<u>10,910</u>	<u>—</u>	<u>157,994</u>
Total throughput	<u>194,262</u>	<u>85,808</u>	<u>49,960</u>	<u>53,408</u>	<u>37,870</u>	<u>37,503</u>	<u>—</u>	<u>458,811</u>
CONTRIBUTION MARGIN (000's) ⁽¹⁾⁽³⁾								
	\$ 708,388	\$ 189,304	\$ 164,699	\$ 144,417	\$ 129,668	\$ 105,486	\$ 1,249	\$ 1,443,211
OPERATING EXPENSES (000's) ⁽¹⁾								
Operation and maintenance	\$ 226,973	\$ 56,812	\$ 49,482	\$ 47,331	\$ 45,649	\$ 39,168	\$ 433	\$ 465,848
Depreciation and amortization	\$ 129,379	\$ 36,653	\$ 28,481	\$ 29,076	\$ 18,895	\$ 22,446	\$ —	\$ 264,930
Taxes, other than income	\$ 149,592	\$ 14,734	\$ 16,127	\$ 22,516	\$ 17,887	\$ 11,539	\$ (829)	\$ 231,566
OPERATING INCOME (000's) ⁽¹⁾	\$ 202,444	\$ 81,105	\$ 70,609	\$ 45,494	\$ 47,237	\$ 32,333	\$ 1,645	\$ 480,867
CAPITAL EXPENDITURES (000's)								
	\$ 534,401	\$ 133,262	\$ 104,336	\$ 98,608	\$ 95,566	\$ 45,928	\$ 13,699	\$ 1,025,800
PROPERTY, PLANT AND EQUIPMENT, net (000's)								
	\$ 3,711,747	\$ 1,031,493	\$ 832,833	\$ 750,478	\$ 617,220	\$ 484,628	\$ 216,294	\$ 7,644,693
OTHER STATISTICS								
Heating Degree Days ⁽²⁾								
Actual	2,138	3,892	1,524	3,219	2,627	5,199	—	2,650
Percent of normal	100%	99%	99%	100%	100%	95%	—	99%
Miles of pipe	31,226	8,517	8,747	7,921	6,791	6,869	—	70,071
Employees	1,777	367	393	337	332	298	1,060	4,564

See footnotes following these tables.



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								
Total throughput	<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>
	<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>
CONTRIBUTION 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
CAPITAL EXPENDITURES (000's)	\$ 396,609	\$ 130,028	\$ 96,167	\$ 83,371	\$ 78,886	\$ 46,413	\$ 18,476	\$ 849,950
PROPERTY, PLANT AND EQUIPMENT, net (000's)								
	\$ 3,289,142	\$ 926,446	\$ 752,746	\$ 671,061	\$ 540,336	\$ 456,975	\$ 212,811	\$ 6,849,517
OTHER 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

Notes to preceding tables:

- (1) Sales volumes, operating revenues, contribution 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) Contribution 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.



Pipeline & Storage Sales and Statistical Data

	Fiscal Year Ended September 30				
	2018	2017	2016	2015	2014
CUSTOMERS, end of year					
Industrial	93	93	90	86	83
Other	226	234	213	234	257
Total	<u>319</u>	<u>327</u>	<u>303</u>	<u>320</u>	<u>340</u>
PIPELINE TRANSPORTATION					
VOLUMES — MMcf⁽¹⁾	871,904	770,348	686,042	745,728	723,626
OPERATING REVENUES (000's)⁽¹⁾	\$ 507,713	\$ 457,030	\$ 427,196	\$ 384,957	\$ 337,540
Inventory storage balance - Bcf	0.9	1.2	2.2	3.5	2.1
Employees, at year end	64	61	62	61	62

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