



UGI
CORPORATION

**AGA Financial Forum
May 2012**

This presentation contains forward-looking statements which management believes to be reasonable as of today's date only. Actual results may differ significantly because of risks and uncertainties that are difficult to predict and many of which are beyond management's control. Among them are adverse weather conditions, cost volatility and availability of all energy products, including propane, natural gas, electricity and fuel oil, increased customer conservation measures, the impact of pending and future legal proceedings, domestic and international political, regulatory and economic conditions including currency exchange rate fluctuations (particularly the euro), the timing and development of Marcellus Shale gas production, the timing and success of our acquisitions, commercial initiatives, and investments to grow our business and our ability to successfully integrate acquired businesses and achieve anticipated synergies. You should read UGI's Annual Report on Form 10-K for a more extensive list of factors that could affect results. UGI undertakes no obligation to release revisions to its forward-looking statements to reflect events or circumstances occurring after today.

UGI Corporation is a distributor and marketer of energy products and services.

- ❖ NYSE: UGI
- ❖ Headquarters: Valley Forge, PA
- ❖ Market Cap: \$3.3B (as of May 3)
- ❖ FY11 Revenue: \$6,091 million
- ❖ FY11 Net Income: \$232.9 million
- ❖ FY11 Dividend Yield: 3.4%



Domestic Propane

AmeriGas

Heritage Propane
Serving America With Pride

International Propane

antargaz

AVANTIGAS

FLAGA

kosan gas

Midstream & Marketing

UGI Energy Services

UGI Utilities

UGI UTILITIES, INC.

UGI Corporation is a balanced growth and income investment.

- ❖ **Diversified, balanced portfolio** of businesses creates multiple revenue streams, synergies, and a natural risk hedge
- ❖ Proven strategy for achieving **explicit financial goals** through operational excellence, sound investment, and acquisition integration
 - ❖ 6% - 10% EPS growth target
 - ❖ 4% dividend growth target (payout ratio 35-45%)
- ❖ **Significant cash generation** offers balanced growth and income through a growing dividend and diversified investment opportunities
 - ❖ Generate \$100M+ of investible cash annually
 - ❖ Uninterrupted dividends for 128 years
 - ❖ Dividend increases for 25 consecutive years
- ❖ **Pursuing accelerated growth** through a combination of organic capital investments and M&A

Earnings Growth
13.2% 10-year CAGR

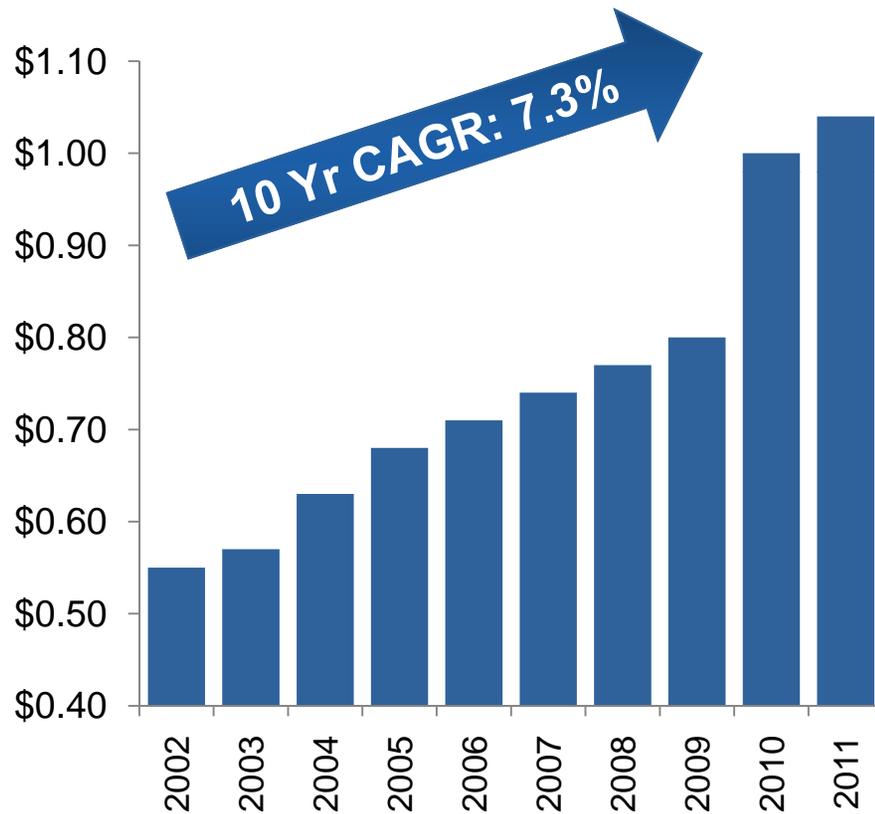
Balanced
← **growth and income** →

Dividend Growth
7.3% 10-year CAGR

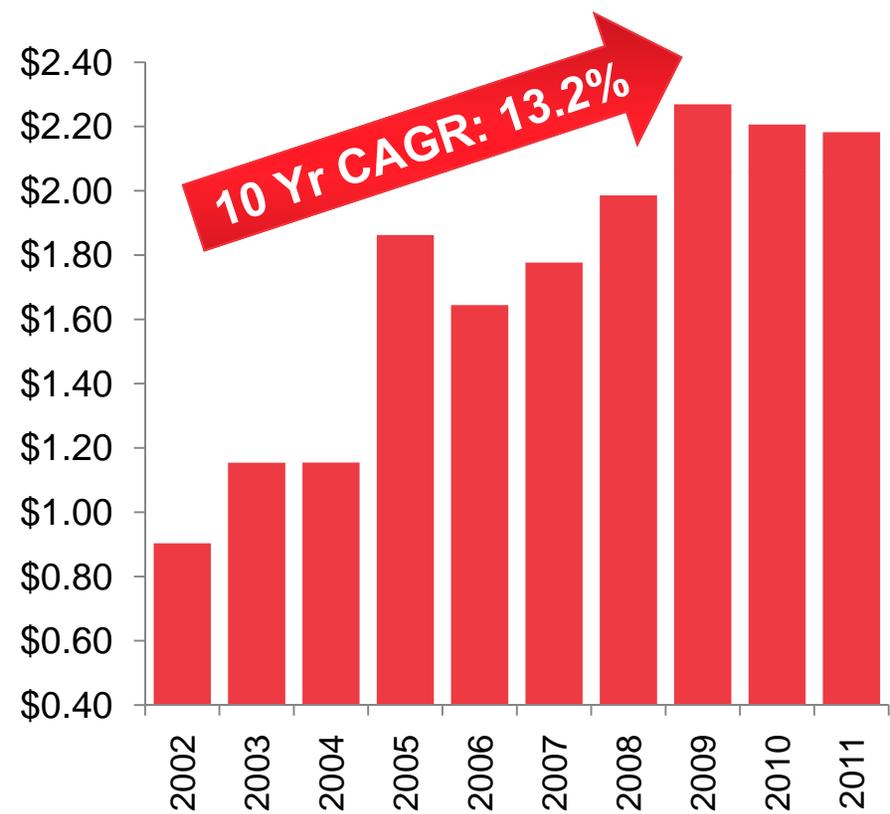
May 2012

UGI Corporation has an established record of dividend and earnings growth.

Dividend Growth



Adjusted EPS¹ Growth

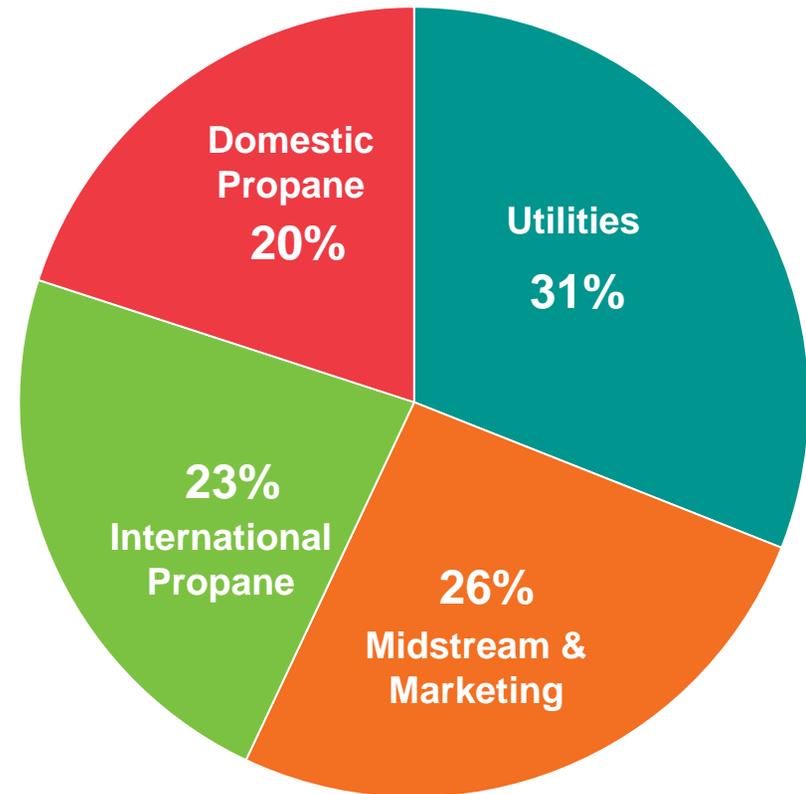
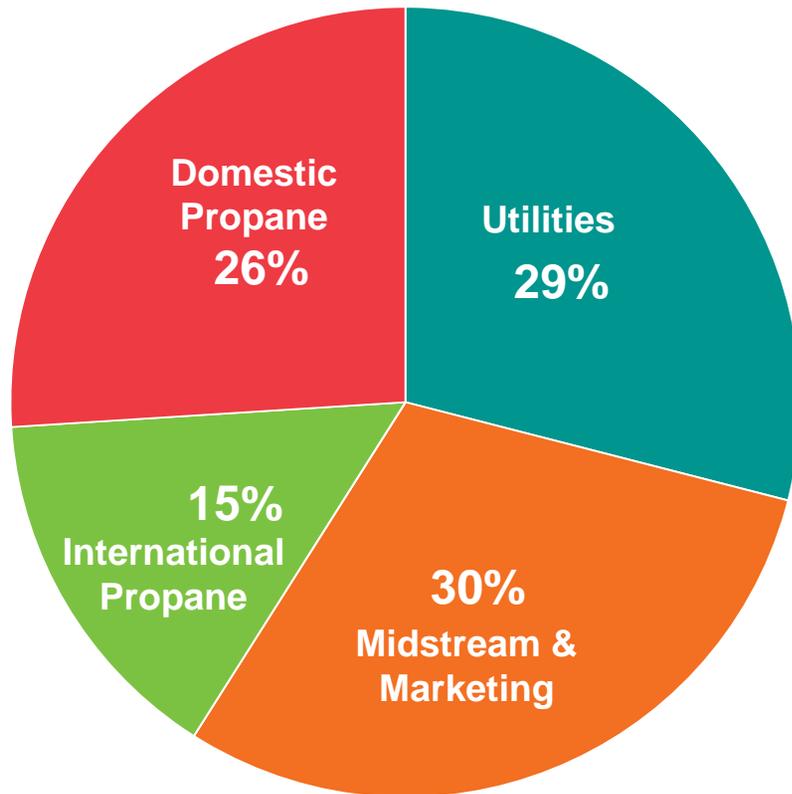


(1) See reconciliation of Adjusted EPS to GAAP EPS in Appendix

Diversified Cash Flow and Earnings¹

Cash Generation
\$220MM to \$275MM

Earnings Generation



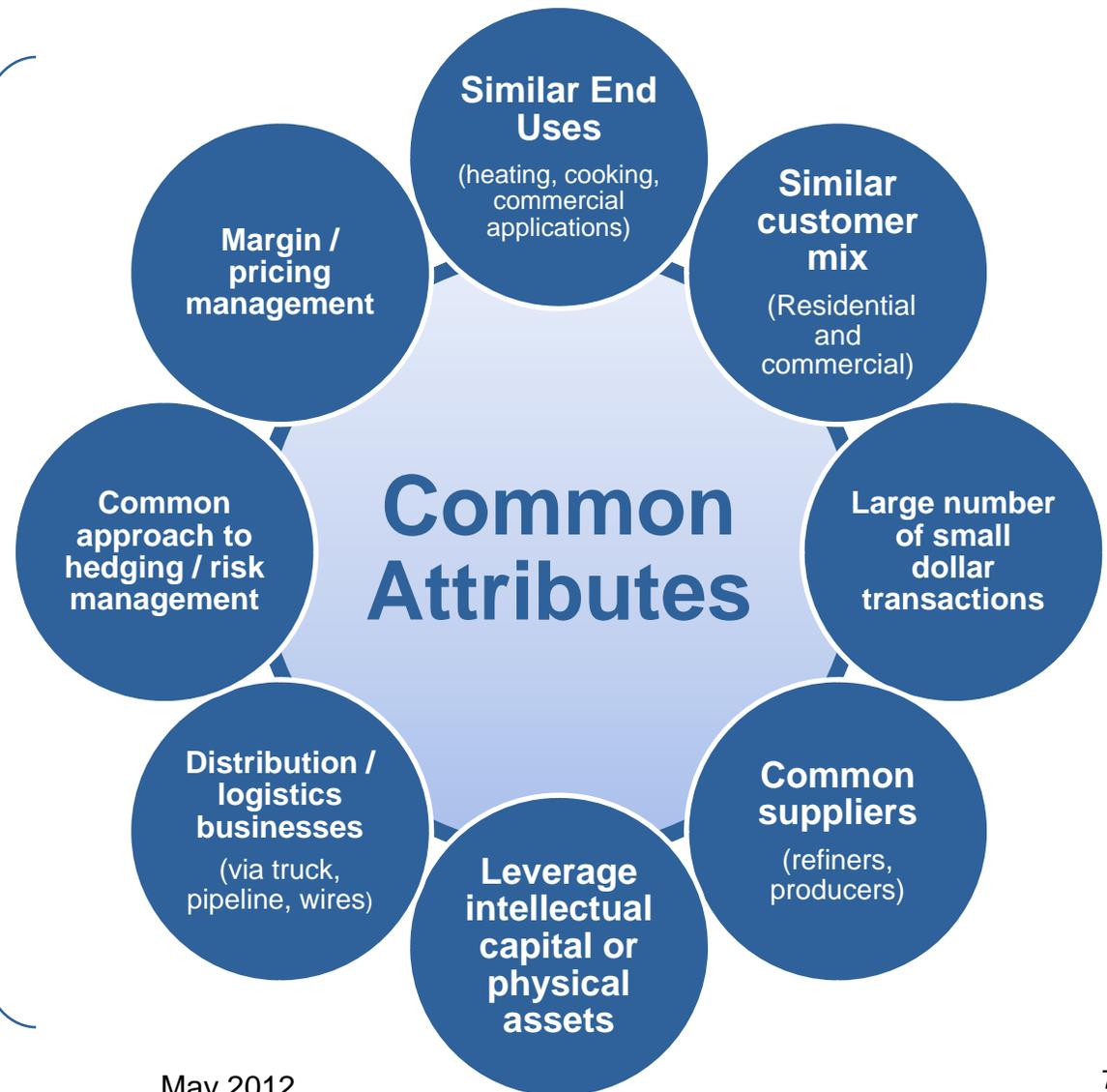
Cash available for growth after UGI dividends
\$120MM to \$140MM

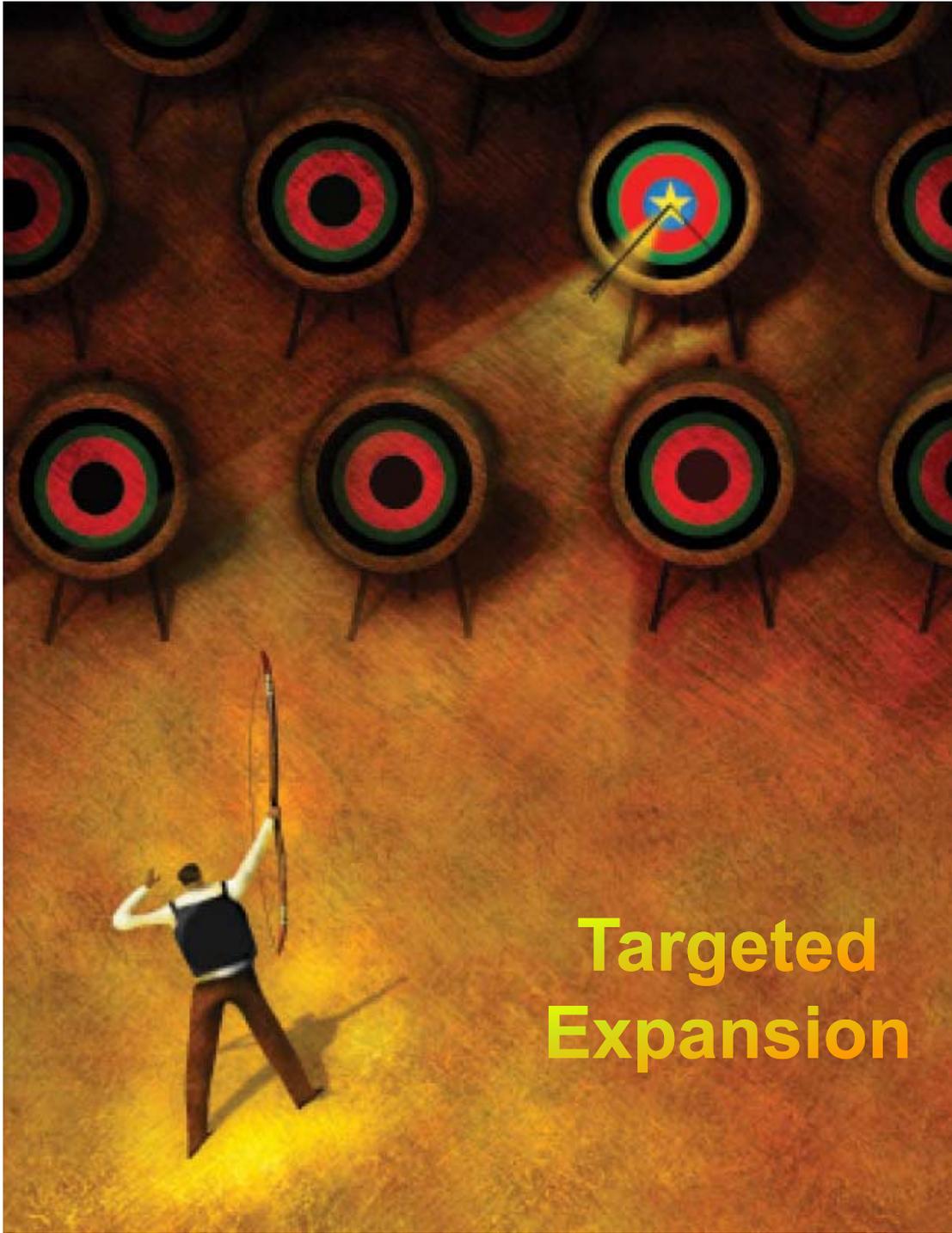
(1) Forecasted multi-year averages

UGI Corporation as a whole is greater than the sum of its parts.

Diverse business mix allows for:

- ❖ Shared knowledge of common industries
- ❖ Cross-pollination of ideas
- ❖ Development of human capital
- ❖ Leveraging of corporate fixed costs





UGI CORPORATION

Business Units





KEY STATS

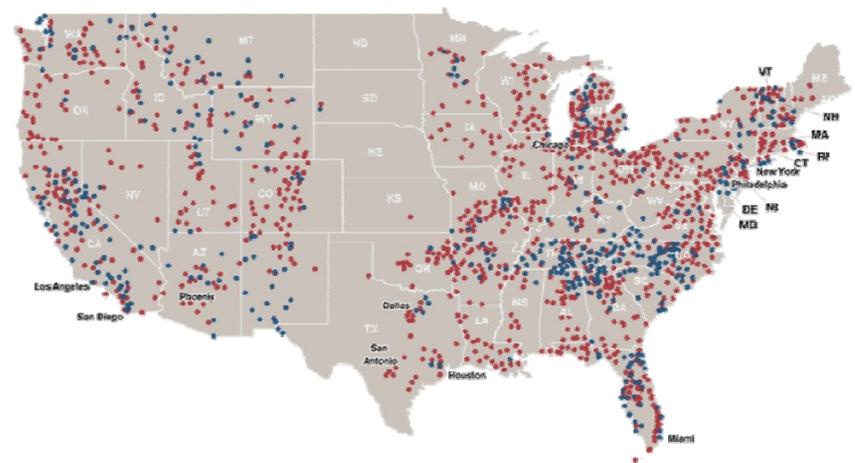
- ❖ AmeriGas Partners, L.P. (NYSE: APU)
- ❖ #1 propane distributor in U.S.
- ❖ 2 million customers
- ❖ Leading provider in a highly fragmented market

FINANCIAL OBJECTIVES

- ❖ 3% annual EBITDA increase
- ❖ 5% annual distributions increase
- ❖ Growth opportunities:
 - ❖ AmeriGas cylinder exchange
 - ❖ National accounts
 - ❖ Bolt-on acquisitions

KEY INITIATIVES

- ❖ Integration of Heritage Propane
- ❖ Drive productivity and efficiency
- ❖ World class safety performance





- ❖ Targeting a minimum of \$50 million total synergies by fiscal 2013¹
- ❖ Creates a stronger, more diversified, propane company
- ❖ Extends AmeriGas's geographic coverage
- ❖ Tangible benefits to shareholders:
 - ❖ *AmeriGas increased its distribution by 5% at its board meeting in April, which resulted in an annualized distribution rate of \$3.20 per limited unit*
 - ❖ *This followed the 3% distribution increase after the closing of the Heritage Propane acquisition in January*
- ❖ Integration progress ahead of schedule due to warm weather

(1) Synergies are net of customer attrition and exclude transition expenses



KEY STATS

- ❖ Over 700 million gallons balanced across cylinder, bulk, autogas, and wholesale segments
- ❖ Serving France, Scandinavia, Austria, and most of Central Europe
- ❖ Recent €140 million Shell LPG acquisition in October 2011

KEY INITIATIVES

- ❖ Completion of Shell LPG integration
- ❖ Organic growth opportunities:
 - ❖ Centralized piped networks
 - ❖ Customer conversions (oil to propane)
- ❖ Pursue bolt-on acquisitions

FINANCIAL OBJECTIVES

- ❖ Cash generation from mature Western European markets
- ❖ Earnings growth from developing Central European markets
- ❖ Deliver benefits of Shell acquisition





KEY STATS

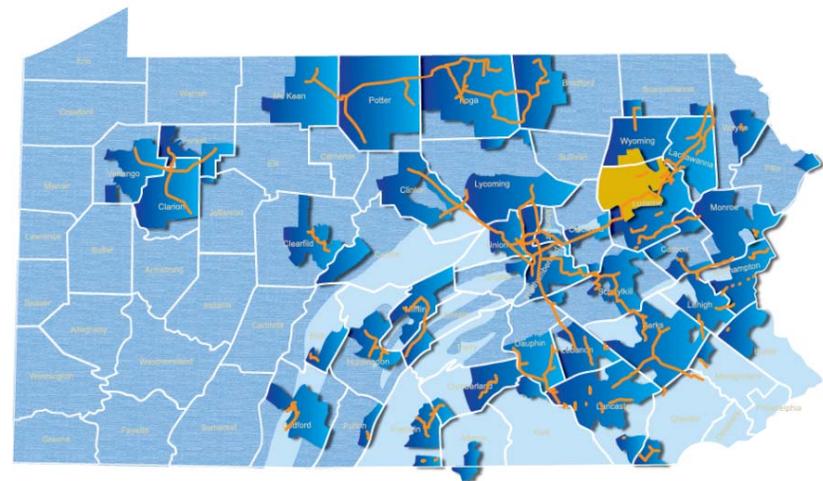
- ❖ Largest gas utility in PA with 575,000 customers and 173 Bcf gas throughput
- ❖ Small electric utility with 62,000 customers, integrated with gas utility operations
- ❖ Modernized infrastructure (84% of gas mains of plastic or coated steel)

FINANCIAL OBJECTIVES

- ❖ Growth of core customer base
- ❖ Manage expenses consistent with a distribution company
- ❖ Periodic rate cases as appropriate

KEY INITIATIVES

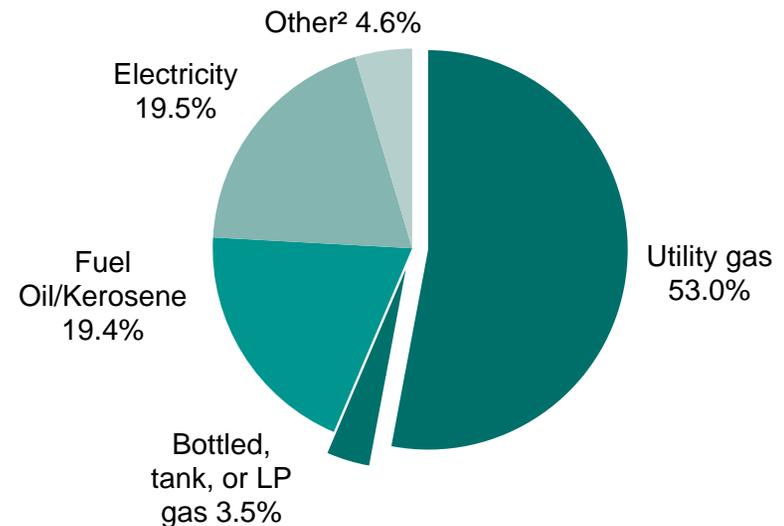
- ❖ Customer conversions (primarily fuel oil to natural gas)
- ❖ Accelerate infrastructure replacement
- ❖ Integration of Marcellus Shale production into supply plan



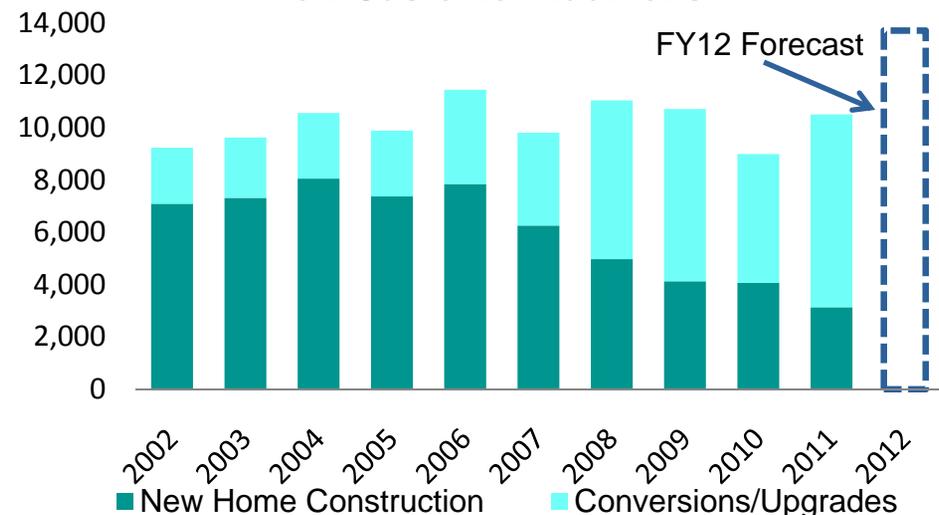
Gas Conversions/Upgrades

- ❖ Gas Utility grows core heating customer base by 1% to 2% annually
 - ❖ Average over 10,000 new heating customers each year
 - ❖ Utility connected 10,500 residential customers in FY11
 - ❖ Utility has connected over 8,000 customers in the first 6 months of FY12

Heating Sources in 4.9M PA Homes¹



New Customer Additions



(1) Source: U.S. Census Bureau, 2010

(2) Other heat sources include coal, wood, solar, and no fuel



KEY STATS

- ❖ Marketing:
 - ❖ Gas: 125 Bcf, 30,000+ locations
 - ❖ Power: 2MM MWhr/8,000 locations
- ❖ Midstream assets:
 - ❖ Auburn I gathering system
 - ❖ Nat gas peaking assets
 - ❖ 14.7 Bcf storage in NE PA
- ❖ Electric generation: 125 MW combined cycle gas, 102 MW coal-fired, 11 MW landfill, 6.5 MW solar

KEY INITIATIVES

- ❖ Hunlock restart in Q3
- ❖ 1.0 Bcf LNG storage in service in Q4
- ❖ Auburn II and Commonwealth Pipelines

OBJECTIVES

- ❖ Optimizing returns using a broad base of assets in our Mid-Atlantic footprint
 - ❖ Link Marcellus producers to attractive gas markets
 - ❖ Investments in deliverability and infrastructure
- ❖ Build position as a leading gas/power marketer



Auburn I

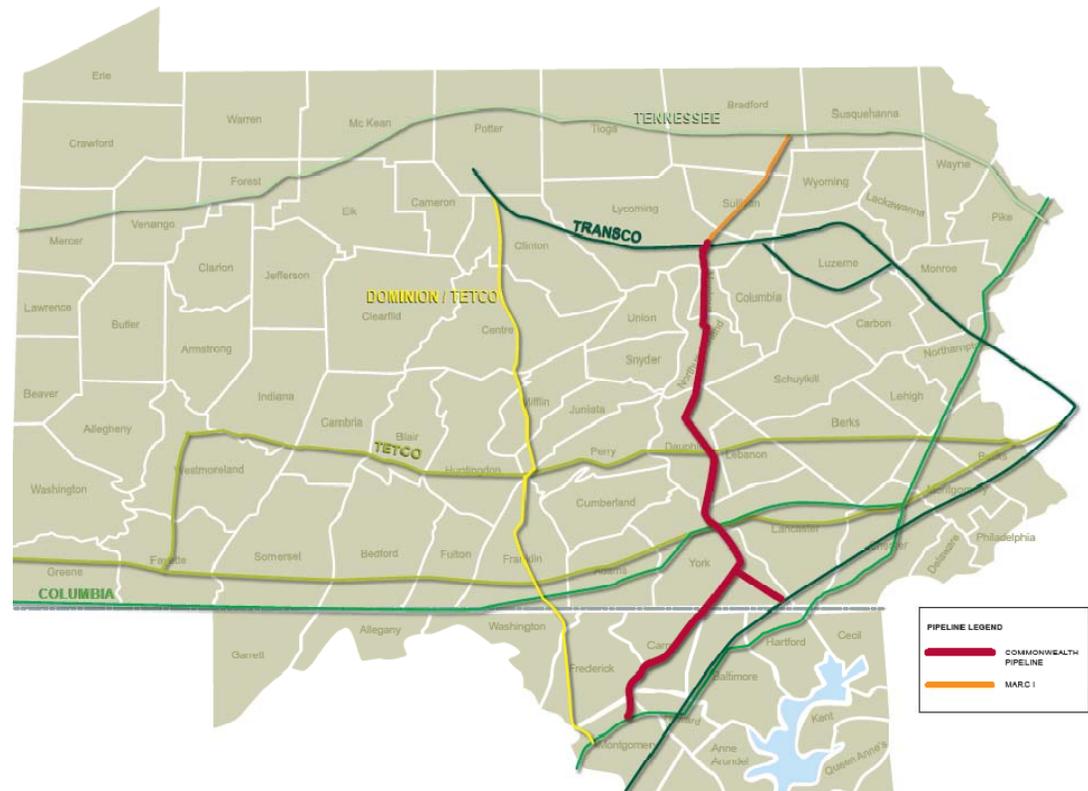
- ❖ 9 mile pipeline to deliver Marcellus gas north to Tennessee Interstate Pipeline
- ❖ Announced: September 2010
- ❖ Full Capacity: February 2012
- ❖ Volumes transported: 120,000 Dth/d

Auburn II

- ❖ 30 mile pipeline to extend Auburn south to Transco Pipeline
- ❖ Announced: October 2011
- ❖ Targeted completion date: Late 2013
- ❖ Investment: approximately \$150 million
- ❖ Capacity: 200,000 to 300,000 Dth/d

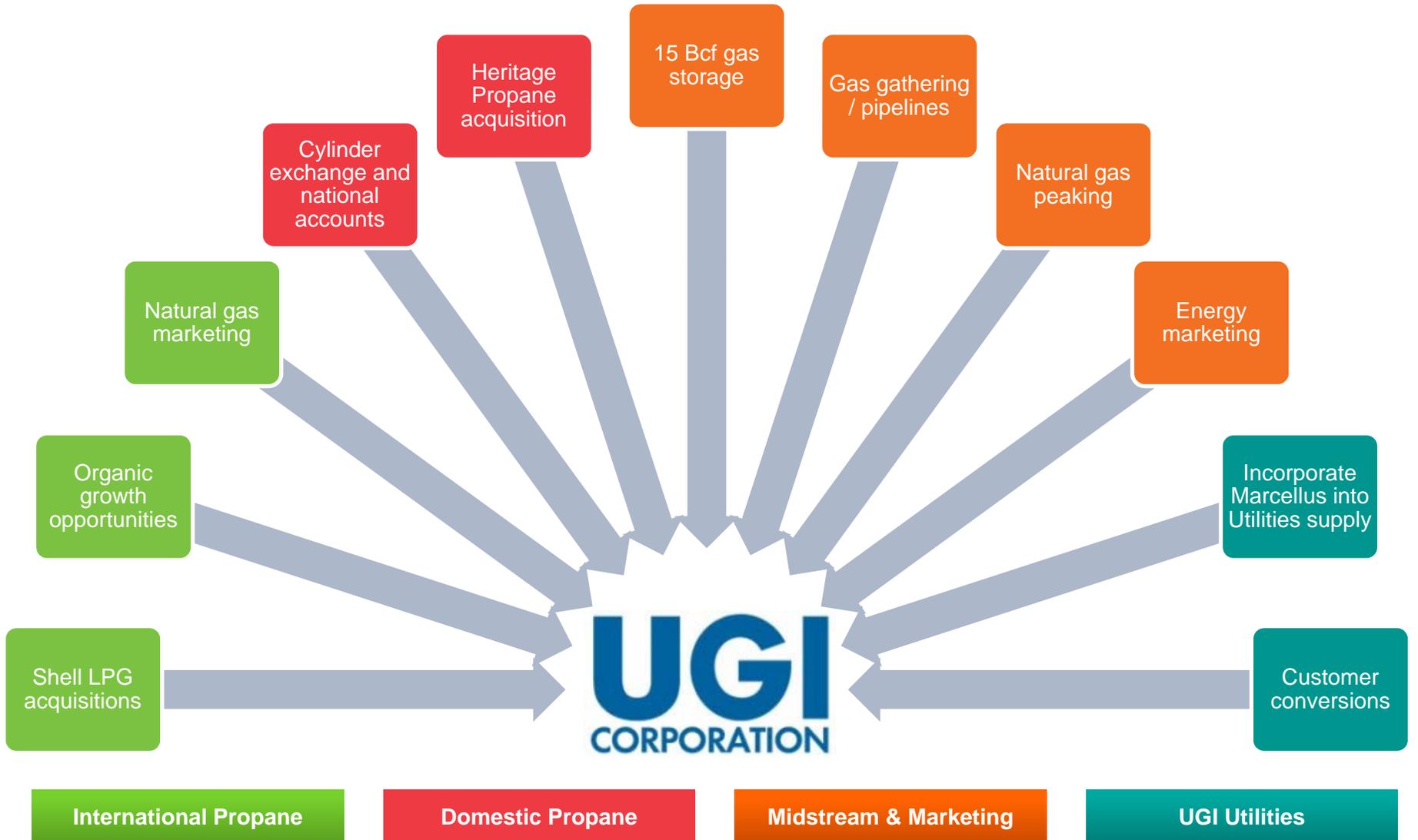


- ❖ Joint Development Agreement with affiliates of Inergy and WGL
- ❖ 200-mile FERC-regulated interstate pipeline
- ❖ Connect markets in Philadelphia, Baltimore, and Washington, D.C. metro areas to Marcellus shale gas
- ❖ Will cross and interconnect with several interstate pipelines, resulting in even greater supply diversity
- ❖ Capacity: 800,000 Dth/d
- ❖ Approximate cost is \$1.0 billion, funded equally by the sponsors
- ❖ Open season: Q3 of FY12



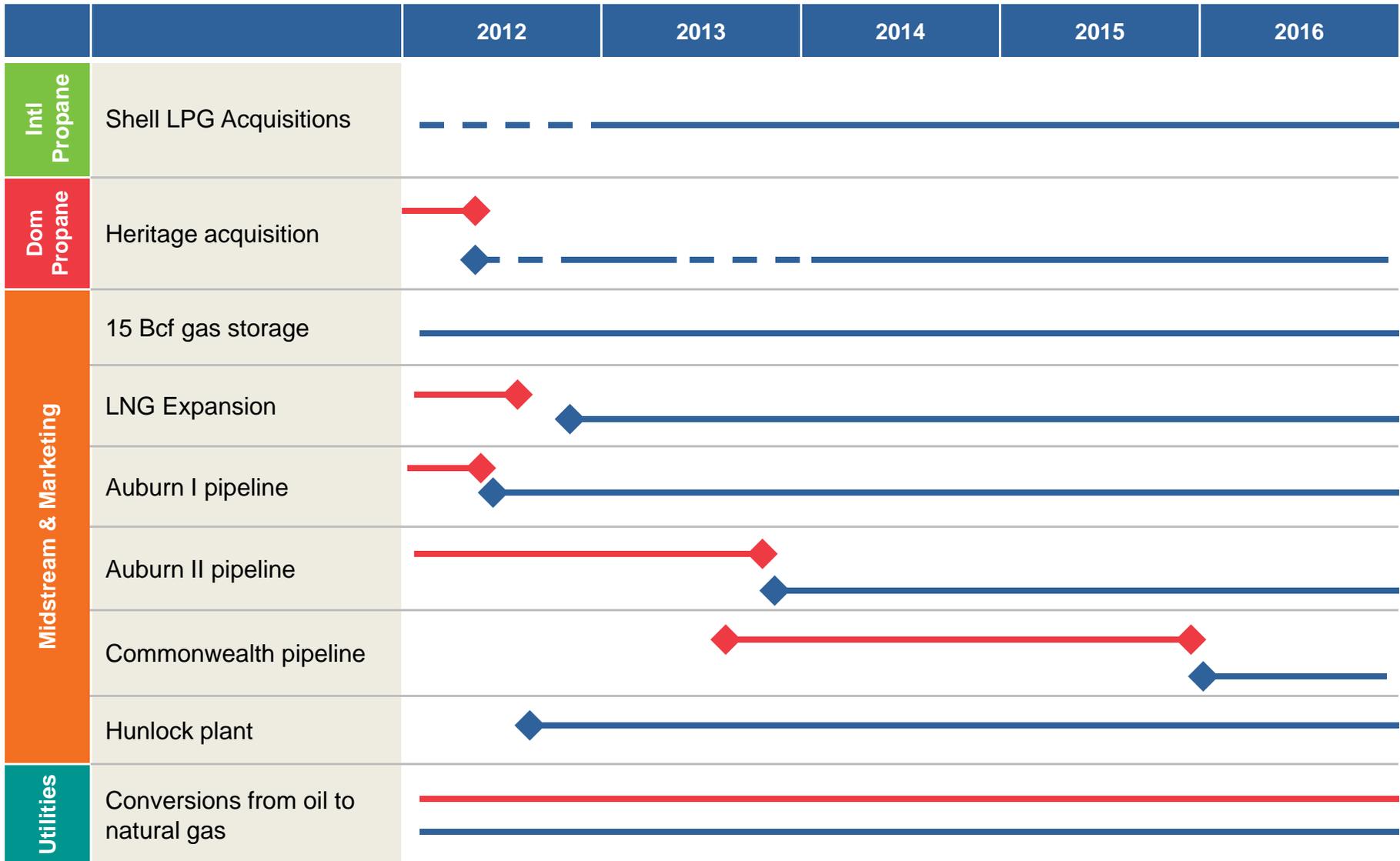
Diversified Growth Opportunities

UGI has a variety of initiatives in place to drive growth in all its businesses.



Diversified Growth Opportunities

◆ — ◆ Earnings contribution ◆ — ◆ Integration period
◆ — ◆ Capital investment



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13.2% 10-year CAGR

Balanced
← **growth and income** →

Dividend Growth
7.3% 10-year CAGR

May 2012



**Targeted
Expansion**



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Treasurer

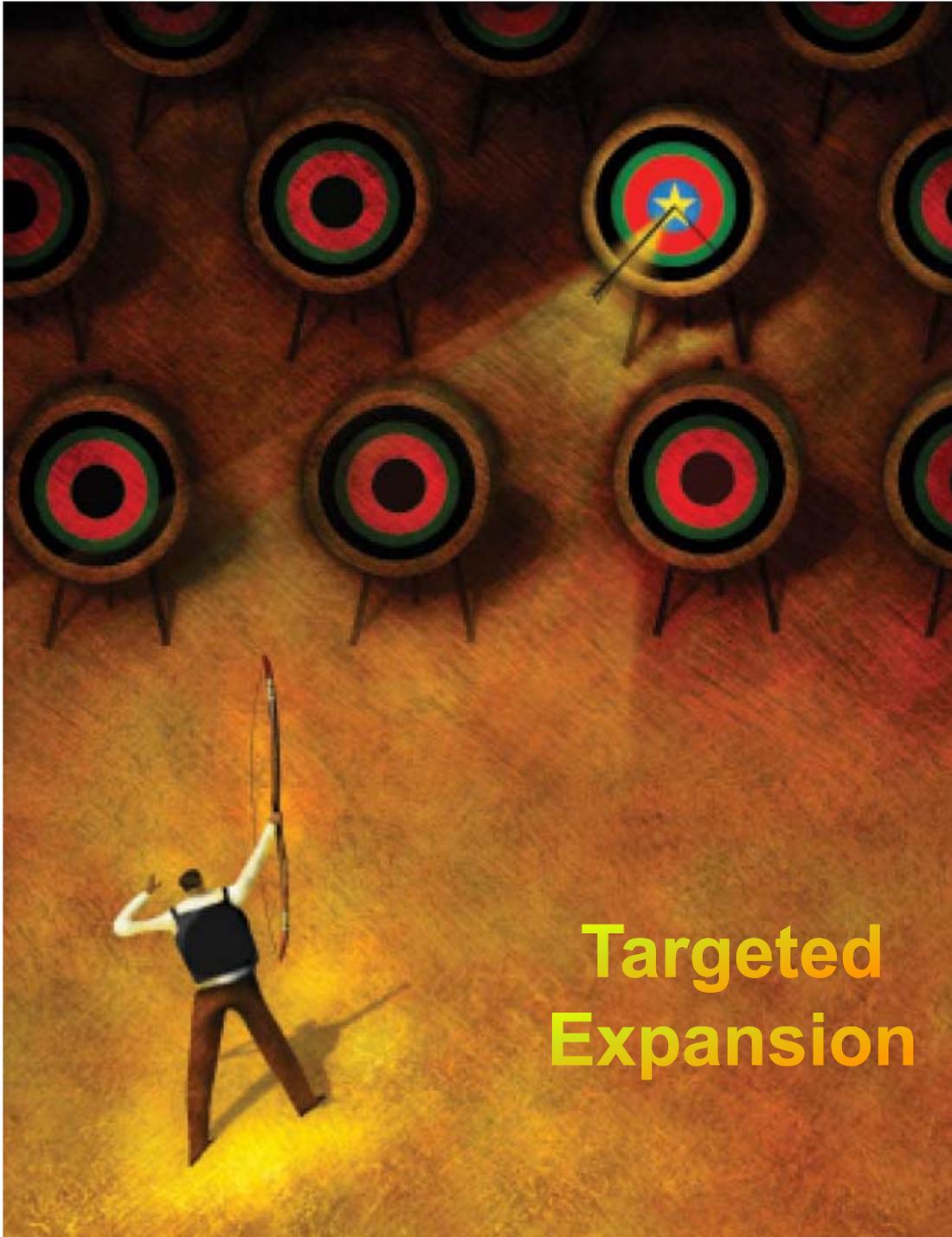
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UGI
CORPORATION

Supplemental Data



UGI Corporation EPS Reconciliation

UGI Reconciliation of Adjusted EPS to GAAP EPS

| (millions of dollars) | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> | <u>2005</u> | <u>2004</u> | <u>2003</u> | <u>2002</u> |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| GAAP Net Income | \$232.9 | \$261.0 | \$258.5 | \$215.5 | \$204.3 | \$176.2 | \$187.5 | \$111.6 | \$ 98.9 | \$ 75.5 |
| Adjustments: | | | | | | | | | | |
| Cumulative effect of change in accounting | | | | | | | | | | |
| Loss on early extinguishment of debt at AmeriGas | (10.3) | | | | | (4.6) | (9.4) | | (0.9) | (0.2) |
| Loss from discontinuance of cash flow hedge accounting at AmeriGas | | (3.3) | | | | | | | | |
| Gain on sale of 50% ownership of Energy Venture | | | | | | 5.3 | | | | |
| Gains from sale of AmeriGas storage terminals | | | 10.4 | | 12.5 | | | | | |
| Gain from sale of Atlantic Energy LLC - UGI Energy Services | | 17.2 | | | | | | | | |
| Adjusted Net Income | \$243.2 | \$247.1 | \$248.1 | \$215.5 | \$191.8 | \$175.5 | \$196.9 | \$111.6 | \$ 99.8 | \$ 75.7 |
| GAAP EPS | \$2.06 | \$2.36 | \$2.36 | \$1.99 | \$1.89 | \$1.65 | \$1.77 | \$1.15 | \$1.14 | \$0.90 |
| Adjusted EPS | \$2.15 | \$2.24 | \$2.27 | \$1.99 | \$1.78 | \$1.64 | \$1.86 | \$1.15 | \$1.15 | \$0.90 |
| Diluted Shares Outstanding | 112.9 | 110.5 | 109.3 | 108.5 | 107.9 | 106.7 | 105.7 | 96.7 | 86.5 | 83.8 |

UGI Common Stock Data

| | Year Ended September 30, | | | | | |
|---|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Stockholders' equity - end of year (millions) | \$ 1,977.7 | \$ 1,824.5 | \$ 1,591.4 | \$ 1,417.7 | \$ 1,321.9 | \$ 1,099.6 |
| Shares outstanding - end of year (millions) | 111.9 | 110.4 | 108.7 | 107.9 | 106.6 | 105.5 |
| Average shares outstanding (millions) | 111.7 | 109.6 | 108.5 | 107.4 | 106.5 | 105.5 |
| Return on average common equity | 12.3% | 15.3% | 17.2% | 15.7% | 16.9% | 16.8% |
| Per common share: | | | | | | |
| Book value - end of year | \$ 17.67 | \$ 16.53 | \$ 14.64 | \$ 13.14 | \$ 12.40 | \$ 10.42 |
| Dividends paid | \$ 1.01 | \$ 0.85 | \$ 0.78 | \$ 0.75 | \$ 0.71 | \$ 0.68 |
| Annual dividend rate - end of year | \$ 1.04 | \$ 1.00 | \$ 0.80 | \$ 0.77 | \$ 0.74 | \$ 0.71 |
| Dividend yield - end of year | 4.0% | 3.5% | 3.2% | 3.0% | 2.8% | 2.9% |
| Price range: | | | | | | |
| High | \$ 33.53 | \$ 29.00 | \$ 27.38 | \$ 28.87 | \$ 29.63 | \$ 28.64 |
| Low | \$ 25.81 | \$ 23.18 | \$ 18.69 | \$ 23.99 | \$ 22.75 | \$ 20.21 |
| Close | \$ 26.27 | \$ 28.61 | \$ 25.06 | \$ 25.78 | \$ 25.98 | \$ 24.45 |

AmeriGas Financial Data:

| (millions of dollars, except where otherwise indicated) | Year Ended September 30, | | | | | |
|--|--------------------------|----------------|----------------|----------------|----------------|----------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Income Statement - AmeriGas Propane | | | | | | |
| Revenues | \$ 2,538.0 | \$ 2,320.3 | \$ 2,260.1 | \$ 2,815.2 | \$ 2,277.4 | \$ 2,119.3 |
| Cost of sales | (1,605.3) | (1,395.1) | (1,316.5) | (1,908.3) | (1,437.2) | (1,343.8) |
| Total Margin | 932.7 | 925.2 | 943.6 | 906.9 | 840.2 | 775.5 |
| Operating expenses | (620.6) | (609.7) | (615.1) | (610.5) | (562.5) | (535.2) |
| Depreciation and amortization | (94.7) | (87.4) | (83.9) | (80.4) | (75.6) | (72.5) |
| Gain on sale of storage facility | - | - | 39.9 | - | 46.1 | - |
| Other income, net | 25.6 | 7.7 | 16.0 | 18.9 | 17.6 | 16.3 |
| Operating income | 242.9 | 235.8 | 300.5 | 234.9 | 265.8 | 184.1 |
| Interest expense | (63.5) | (65.1) | (70.3) | (72.9) | (71.5) | (74.1) |
| Loss on extinguishment of debt | (38.1) | - | - | - | - | (17.1) |
| Income before income taxes | 141.3 | 170.7 | 230.2 | 162.0 | 194.3 | 92.9 |
| Income taxes - AmeriGas Propane, Inc. and Subsidiaries (1) | (26.4) | (32.3) | (41.6) | (29.7) | (35.8) | (16.5) |
| Noncontrolling interests (2) | (75.0) | (91.1) | (123.6) | (88.4) | (105.3) | (51.3) |
| Net income attributable to UGI | \$ 39.9 | \$ 47.3 | \$ 65.0 | \$ 43.9 | \$ 53.2 | \$ 25.1 |
| Balance Sheet- AmeriGas Propane | | | | | | |
| Total assets | \$ 1,800.4 | \$ 1,690.9 | \$ 1,647.7 | \$ 1,722.8 | \$ 1,708.4 | \$ 1,627.2 |
| Property, plant and equipment, net | 645.8 | 642.8 | 628.9 | 616.8 | 634.0 | 580.6 |
| Goodwill | 696.3 | 683.1 | 670.1 | 645.2 | 645.1 | 619.1 |
| Debt: | | | | | | |
| Bank loans | 95.5 | 91.0 | - | - | - | - |
| Long-term debt | 933.5 | 791.4 | 865.6 | 933.4 | 933.1 | 933.7 |
| Total debt | 1,029.0 | 882.4 | 865.6 | 933.4 | 933.1 | 933.7 |

(1) Primarily taxes related to the general partner's ownership interests in the Partnership.

(2) The general public's interests in AmeriGas Partners, L.P.

AmeriGas Partners, L.P. Reconciliation of Adjusted EBITDA

| (millions of dollars) | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> | <u>2005</u> | <u>2004</u> | <u>2003</u> |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Net income attributable to AmeriGas Partners, L.P. ¹ | \$ 138.5 | \$ 165.3 | \$ 224.6 | \$ 158.0 | \$ 190.8 | \$ 91.1 | \$ 60.8 | \$ 91.8 | 72.0 |
| Income tax expense | 0.4 | 3.2 | 2.6 | 1.7 | 0.8 | 0.2 | 1.5 | 0.3 | 0.6 |
| Interest expense | 63.5 | 65.1 | 70.4 | 72.9 | 71.5 | 74.1 | 79.9 | 83.2 | 87.2 |
| Depreciation and amortization | 94.7 | 87.4 | 83.8 | 80.4 | 75.6 | 72.5 | 73.6 | 80.6 | 74.6 |
| EBITDA | 297.1 | 321.0 | 381.4 | 313.0 | 338.7 | 237.9 | 215.8 | 255.9 | 234.4 |
| Add back: Loss on extinguishment of debt | 38.1 | | | | | 17.1 | 33.6 | | 3.0 |
| Exclude: Gain on sale of storage facility | | | (39.9) | | (46.1) | | | | |
| Add back: Litigation reserve adjustment | | 12.2 | | | | | | | |
| Exclude: Cumulative effect of accounting changes | | 7.0 | | | | | | | |
| Adjusted EBITDA | \$335.2 | \$340.2 | \$341.5 | \$313.0 | \$292.6 | \$255.0 | \$249.4 | \$255.9 | \$237.4 |

¹Periods prior to 2008 have been restated to conform to current presentation



AmeriGas Partners Cash Flow Reconciliation

AmeriGas Partners, L.P. Historical Distributable Cash Flow Reconciliation

| (\$ in millions) | Year Ended September 30, | | | | | |
|---|--------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Net Cash Provided by Operating Activities | \$ 188.9 | \$ 218.8 | \$ 367.5 | \$ 180.2 | \$ 207.1 | \$ 179.5 |
| Exclude the impact of working capital changes: | | | | | | |
| Accounts Receivable | 65.6 | 47.9 | (74.1) | 51.3 | 17.1 | 21.0 |
| Inventories | 20.5 | 24.6 | (57.8) | 19.0 | 18.8 | 9.0 |
| Accounts Payable | (25.7) | (15.6) | 58.1 | (8.1) | (17.8) | (7.6) |
| Collateral Deposits | - | - | (17.8) | 17.8 | - | - |
| Other Current Assets | (2.9) | 4.4 | (16.2) | 5.3 | (0.3) | (15.1) |
| Other Current Liabilities | 37.4 | (10.5) | 21.6 | (10.4) | 12.3 | - |
| Provision for Uncollectible Accounts | (12.8) | (12.5) | (9.3) | (15.9) | (9.5) | (10.8) |
| Other cash flows from operating activities, net | 2.8 | (2.1) | (0.3) | 1.4 | (4.9) | 6.0 |
| Distributable cash flow before capital expenditures | 273.8 | 254.9 | 271.5 | 240.7 | 222.9 | 182.2 |
| Capital Expenditures: | | | | | | |
| Growth | (39.0) | (42.1) | (41.2) | (33.7) | (46.6) | (47.1) |
| Maintenance | (38.2) | (41.1) | (37.5) | (29.1) | (27.2) | (23.6) |
| Expenditures for property, plant and equipment | (77.2) | (83.2) | (78.7) | (62.8) | (73.8) | (70.7) |
| Distributable cash flow¹ | \$ 235.6 | \$ 213.8 | \$ 234.0 | \$ 211.6 | \$ 195.7 | \$ 158.6 |
| Divided by: Distributions paid | \$ 171.8 | \$ 161.6 | \$ 165.3 | \$ 144.7 | \$ 154.7 | \$ 130.8 |
| Equals: Distribution Coverage | 1.4x | 1.3x | 1.4x | 1.5x | 1.3x | 1.2x |
| Distribution rate per limited partner unit - end of year | \$ 2.96 | \$ 2.82 | \$ 2.68 | \$ 2.56 | \$ 2.44 | \$ 2.32 |

¹ Distributable cash flow before capital expenditures less maintenance capital expenditures

- ❖ The enclosed supplemental information contains a reconciliation of Earnings before interest expense, income taxes, depreciation and amortization ("EBITDA"), Adjusted EBITDA to Net Income and Distributable Cash Flow to Cash Flow from Operations.
- ❖ EBITDA, Adjusted EBITDA and Distributable Cash Flow are not measures of performance or financial condition under accounting principles generally accepted in the United States ("GAAP"). Management believes EBITDA, Adjusted EBITDA and Distributable Cash Flow are meaningful non-GAAP financial measures used by investors to (1) compare the Partnership's operating performance with that of other companies within the propane industry and (2) assess the Partnership's ability to pay distributions and meet its loan covenants. The Partnership's definitions of EBITDA, Adjusted EBITDA and Distributable Cash Flow may be different from those used by other companies.
- ❖ EBITDA and Adjusted EBITDA should not be considered as alternatives to net income (loss) attributable to AmeriGas Partners, L.P. Management uses EBITDA to compare year-over-year profitability of the business without regard to capital structure as well as to compare the relative performance of the Partnership to that of other master limited partnerships without regard to their financing methods, capital structure, income taxes or historical cost basis. Management uses Adjusted EBITDA to exclude from AmeriGas Partners' EBITDA gains and losses that competitors do not necessarily have to provide additional insight into the comparison of year-over-year profitability to that of other master limited partnerships. In view of the omission of interest, income taxes, depreciation and amortization from EBITDA and Adjusted EBITDA, management also assesses the profitability of the business by comparing net income attributable to AmeriGas Partners, L.P. for the relevant years. Management also uses EBITDA to assess the Partnership's profitability because its parent, UGI Corporation, uses the Partnership's EBITDA to assess the profitability of the Partnership, which is one of UGI Corporation's industry segments. UGI Corporation discloses the Partnership's EBITDA in its disclosures about its industry segments as the profitability measure for its domestic propane segment.
- ❖ Distributable cash flow as defined herein should not be considered an alternative to cash flows from operating activities or any other measure of financial performance calculated in accordance with generally accepted accounting principles as those items are used to measure operating performance, liquidity, or the ability to service debt obligations. Management believes that distributable cash flow provides additional information for evaluating our ability to declare and pay distributions to unitholders.

Operating Statistics - AmeriGas

| | Year Ended September 30, | | | | | |
|---------------------------------------|--------------------------|--------------|--------------|--------------|----------------|--------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| AmeriGas Propane | | | | | | |
| Retail sales - millions of gallons | | | | | | |
| Residential | 344.0 | 358.7 | 380.6 | 399.0 | 400.1 | 378.6 |
| Commercial / Industrial | 330.0 | 330.4 | 339.9 | 354.5 | 358.1 | 343.2 |
| Motor Fuel | 123.1 | 117.9 | 116.0 | 141.7 | 143.3 | 147.8 |
| Agricultural | 37.4 | 44.6 | 44.4 | 47.3 | 52.9 | 52.0 |
| Transport | 39.7 | 41.9 | 47.3 | 50.7 | 52.3 | 53.6 |
| Total | 874.2 | 893.4 | 928.2 | 993.2 | 1,006.7 | 975.2 |
| Wholesale sales - millions of gallons | 124.8 | 129.2 | 119.7 | 111.2 | 117.4 | 119.7 |
| Degree days - percent of normal | 99% | 98% | 97% | 97% | 93% | 90% |
| Number of employees | 5,800 | 5,800 | 5,950 | 5,888 | 6,218 | 5,895 |

International Propane Income Statement Data:

| (millions of dollars, except where otherwise indicated) | Year Ended September 30, | | | | | |
|---|--------------------------|----------------|----------------|----------------|----------------|----------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Income Statement | | | | | | |
| Revenues | \$ 1,488.7 | \$ 1,059.5 | \$ 955.3 | \$ 1,124.8 | \$ 800.4 | \$ 945.5 |
| Cost of sales | (970.8) | (582.1) | (429.5) | (651.9) | (388.6) | (517.2) |
| Total Margin | 517.9 | 477.4 | 525.8 | 472.9 | 411.8 | 428.3 |
| Operating expenses, net of other income | (361.2) | (300.0) | (317.9) | (311.4) | (272.4) | (266.9) |
| Depreciation and amortization | (70.6) | (60.4) | (56.5) | (54.7) | (44.9) | (42.1) |
| Operating income | 86.1 | 117.0 | 151.4 | 106.8 | 94.5 | 119.3 |
| Loss from equity investees | (0.9) | (2.1) | (3.1) | (2.9) | (3.8) | (2.2) |
| Interest expense | (28.2) | (25.4) | (26.6) | (29.7) | (25.2) | (24.8) |
| Income before income taxes | 57.0 | 89.5 | 121.7 | 74.2 | 65.5 | 92.3 |
| Income taxes | (15.7) | (30.4) | (43.7) | (20.7) | (19.2) | (28.2) |
| Noncontrolling interests | (0.3) | (0.3) | 0.3 | (1.2) | (1.4) | 3.0 |
| Net income attributable to UGI | \$ 41.0 | \$ 58.8 | \$ 78.3 | \$ 52.3 | \$ 44.9 | \$ 67.1 |

International Propane Summary Financial Data:

| (millions of dollars, except where otherwise indicated) | Year Ended September 30, | | | | | |
|---|--------------------------|-------------------|------------------|-------------------|------------------|------------------|
| | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 |
| Revenues: | | | | | | |
| Antargaz | \$ 1,050.6 | \$ 887.1 | \$ 837.7 | \$ 1,062.6 | \$ 759.2 | \$ 881.9 |
| Flaga and other | 438.1 | 172.4 | 117.6 | 62.2 | 41.2 | 63.6 |
| Total revenues | \$ 1,488.7 | \$ 1,059.5 | \$ 955.3 | \$ 1,124.8 | \$ 800.4 | \$ 945.5 |
| Total assets: | | | | | | |
| Antargaz | \$ 1,636.6 | \$ 1,678.3 | \$ 1,705.6 | \$ 1,673.2 | \$ 1,648.9 | \$ 1,406.8 |
| Flaga and other | 428.8 | 320.2 | 260.1 | 196.8 | 196.8 | 183.4 |
| Total assets | 2,065.4 | 1,998.5 | 1,965.7 | 1,870.0 | 1,845.7 | 1,590.2 |
| Capital expenditures: | | | | | | |
| Antargaz | \$ (48.9) | \$ (51.4) | \$ (70.5) | \$ (70.7) | \$ (61.8) | \$ (47.9) |
| Flaga and other | (16.5) | (7.6) | (5.8) | (4.3) | (2.5) | (7.6) |
| Total capital expenditures | \$ (65.4) | \$ (59.0) | \$ (76.3) | \$ (75.0) | \$ (64.3) | \$ (55.5) |
| Other financial information | | | | | | |
| EBITDA | \$ 155.5 | \$ 175.0 | \$ 205.1 | \$ 157.4 | \$ 134.2 | \$ 162.2 |
| Investments in equity investees | 0.3 | 0.4 | 3.0 | 63.1 | 63.9 | 58.2 |
| Goodwill | 674.0 | 689.7 | 717.3 | 667.9 | 676.6 | 601.6 |
| Debt: | | | | | | |
| Bank loans | 18.9 | 92.4 | 9.1 | 79.4 | 8.9 | 9.4 |
| Long-term debt | 571.3 | 561.1 | 613.8 | 589.5 | 605.2 | 547.0 |
| Total debt | \$ 590.2 | \$ 653.5 | \$ 622.9 | \$ 668.9 | \$ 614.1 | \$ 556.4 |

Operating Statistics - International Propane

| | Year Ended September 30, | | | | | |
|--|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Antargaz sales volumes - millions of gallons | 270.5 | 279.9 | 289.3 | 292.6 | 269.1 | 315.2 |
| Flaga sales volumes - millions of gallons | 159.2 | 70.4 | 68.5 | 72.7 | 55.8 | 65.0 |
| Antargaz degree days - percent of normal | 92% | 99% | 97% | 96% | 79% | 96% |
| Flaga degree days - percent of normal | 95% | 99% | 91% | 95% | 78% | 96% |
| Antargaz - number of employees | 980 | 950 | 1,050 | 1,070 | 1,121 | 1,133 |
| Flaga - number of employees | 850 | 850 | 615 | 631 | 658 | 700 |

UGI Utilities Financial Data:

| (millions of dollars) | Year Ended September 30, | | | | | |
|---------------------------------------|--------------------------|----------------|----------------|----------------|----------------|----------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Income Statement | | | | | | |
| Revenues | \$ 1,137.4 | \$ 1,169.5 | \$ 1,381.3 | \$ 1,289.1 | \$ 1,183.3 | \$ 822.0 |
| Cost of sales | (678.5) | (730.5) | (944.8) | (920.4) | (816.5) | (573.9) |
| Total Margin | 458.9 | 439.0 | 436.5 | 368.7 | 366.8 | 248.1 |
| Operating expenses | (189.0) | (183.7) | (206.2) | (158.9) | (151.6) | (106.8) |
| Taxes other than income taxes | (16.6) | (18.6) | (16.9) | (18.3) | (17.7) | (14.3) |
| Depreciation and amortization | (52.5) | (53.5) | (51.1) | (41.4) | (40.9) | (26.6) |
| Other income, net | 10.8 | 6.3 | 7.2 | 12.9 | 8.5 | 4.5 |
| Operating income | 211.4 | 189.5 | 169.5 | 163.0 | 165.1 | 104.9 |
| Interest expense | (42.7) | (42.3) | (43.9) | (39.1) | (42.3) | (24.4) |
| Income before income taxes | 168.7 | 147.2 | 125.6 | 123.9 | 122.8 | 80.5 |
| Income taxes | (63.5) | (56.9) | (46.9) | (49.9) | (48.6) | (31.9) |
| Net income attributable to UGI | \$ 105.2 | \$ 90.3 | \$ 78.7 | \$ 74.0 | \$ 74.2 | \$ 48.6 |



UGI Utilities: Summary Financial Data (cont.)

UGI Utilities Financial Data (continued):

| (millions of dollars) | Year Ended September 30, | | | | | |
|---|--------------------------|-------------------|-------------------|-------------------|-------------------|------------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Revenues by segment: | | | | | | |
| Gas Utility | \$ 1,026.4 | \$ 1,047.5 | \$ 1,241.0 | \$ 1,138.4 | \$ 1,045.0 | \$ 724.0 |
| Electric Utility | 109.1 | 120.2 | 138.5 | 139.2 | 121.9 | 98.0 |
| Other and eliminations | 1.8 | 1.8 | 1.8 | 11.5 | 16.4 | - |
| Total revenues | \$ 1,137.4 | \$ 1,169.5 | \$ 1,381.3 | \$ 1,289.1 | \$ 1,183.3 | \$ 822.0 |
| Total assets by segment: | | | | | | |
| Gas Utility | \$ 2,028.7 | \$ 1,996.3 | \$ 1,915.9 | \$ 1,582.4 | \$ 1,530.4 | \$ 1,504.4 |
| Electric Utility | 140.6 | 143.3 | 113.2 | 112.1 | 110.1 | 105.3 |
| Other and eliminations | - | - | 1.1 | - | 8.5 | - |
| Total assets | 2,169.3 | 2,139.6 | 2,030.2 | 1,694.5 | 1,649.0 | 1,609.7 |
| Capital expenditures by segment: | | | | | | |
| Gas Utility | \$ (91.3) | \$ (73.5) | \$ (73.8) | \$ (58.3) | \$ (66.2) | \$ (49.2) |
| Electric Utility | (7.5) | (8.1) | (5.3) | (6.1) | (7.2) | (9.0) |
| Other and eliminations | - | - | - | - | - | - |
| Total capital expenditures | \$ (98.9) | \$ (81.6) | \$ (79.1) | \$ (64.4) | \$ (73.4) | \$ (58.2) |
| Other financial information: | | | | | | |
| Acquisitions of businesses, net of cash acqui | \$ - | \$ - | \$ (292.6) | \$ - | \$ 23.7 | \$ (585.2) |
| Proceeds from sale of Penn Fuel Propane | - | - | 32.3 | - | - | - |
| Dividends paid to UGI | (99.5) | (74.0) | (61.2) | (68.8) | (40.0) | (37.6) |
| Property, plant and equipment, net | 1,418.4 | 1,382.0 | 1,364.8 | 1,106.9 | 1,083.9 | 1,050.8 |
| Goodwill | 182.1 | 180.1 | 180.1 | 161.7 | 162.3 | 182.9 |
| Debt: | | | | | | |
| Bank Loans | - | 17.0 | 154.0 | 57.0 | 190.0 | 216.0 |
| Long-term debt | 640.0 | 640.0 | 640.0 | 532.0 | 512.0 | 512.0 |
| Total debt | 640.0 | 657.0 | 794.0 | 589.0 | 702.0 | 728.0 |

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Operating Statistics - Utilities

| | Year Ended September 30, | | | | | |
|---|--------------------------|----------------|----------------|------------------|------------------|------------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Degree days - percent of normal | 104% | 95% | 104% | 95% | 95% | 91% |
| Miles of gas distribution main | 12,200 | 11,900 | 11,900 | 7,867 | 7,800 | 7,700 |
| Miles of electric distribution line | 2,100 | 2,120 | 2,150 | 2,164 | 2,164 | 2,150 |
| Number of employees | 1,400 | 1,400 | 1,430 | 1,210 | 1,238 | 1,433 |
| Gas Utility system throughput - millions of cubic feet | | | | | | |
| Residential - firm | 42,968 | 38,810 | 42,999 | 35,320 | 35,820 | 19,330 |
| Commercial - firm | 16,003 | 17,154 | 21,057 | 17,735 | 18,377 | 11,361 |
| Industrial - firm | 1,111 | 1,343 | 1,707 | 1,579 | 1,685 | 1,347 |
| Transportation - firm | 64,811 | 56,044 | 51,676 | 40,628 | 42,065 | 23,747 |
| Transportation - interruptible | 48,228 | 40,448 | 31,918 | 37,577 | 33,198 | 26,292 |
| Retail - interruptible | 48 | 92 | 344 | 907 | 640 | 561 |
| Total | 173,169 | 153,891 | 149,701 | 133,746 | 131,785 | 82,638 |
| Electric distribution system sales - thousands of kilowatt hours | | | | | | |
| Residential | 547,823 | 528,165 | 520,558 | 526,819 | 534,714 | 530,129 |
| Commercial | 332,734 | 331,031 | 332,453 | 347,272 | 348,875 | 348,059 |
| Industrial and other | 114,137 | 113,380 | 112,709 | 130,330 | 127,032 | 126,854 |
| Total | 994,694 | 972,576 | 965,720 | 1,004,421 | 1,010,621 | 1,005,042 |

Energy Services Financial Data:

| (millions of dollars) | Year Ended September 30, | | | | | |
|---|--------------------------|----------------|----------------|----------------|----------------|----------------|
| | <u>2011</u> | <u>2010</u> | <u>2009</u> | <u>2008</u> | <u>2007</u> | <u>2006</u> |
| Income Statement | | | | | | |
| Revenues | \$ 1,059.7 | \$ 1,145.9 | \$ 1,224.7 | \$ 1,619.5 | \$ 1,336.1 | \$ 1,414.3 |
| Cost of sales | (920.0) | (1,010.7) | (1,098.5) | (1,495.4) | (1,235.2) | (1,328.2) |
| Total Margin | 139.7 | 135.2 | 126.2 | 124.1 | 100.9 | 86.1 |
| Operating expenses, net of other income | (48.8) | (7.5) | (52.9) | (39.8) | (36.6) | (26.3) |
| Depreciation and amortization | (8.0) | (7.7) | (8.5) | (7.0) | (6.9) | (6.7) |
| Operating income | 82.9 | 120.0 | 64.8 | 77.3 | 57.4 | 53.1 |
| Interest expense | (2.7) | (0.2) | - | - | - | - |
| Income before income taxes | 80.2 | 119.8 | 64.8 | 77.3 | 57.4 | 53.1 |
| Income taxes | (27.7) | (51.6) | (26.7) | (32.0) | (22.9) | (21.8) |
| Net income attributable to UGI (*) | \$ 52.5 | \$ 68.2 | \$ 38.1 | \$ 45.3 | \$ 34.5 | \$ 31.3 |

Other financial information

| | | | | | | |
|----------------------------|------------|------------|-----------|-----------|-----------|----------|
| Total capital expenditures | \$ (112.8) | \$ (116.4) | \$ (66.2) | \$ (30.7) | \$ (10.7) | \$ (7.0) |
| Total assets | 580.7 | 450.8 | 344.1 | 312.3 | 254.9 | 238.5 |

(*) Includes after tax gain from the sale of Atlantic Energy of \$17.2