

# *UGI Energy Services*

*Lenders' Presentation  
\$700mm Senior Secured Term Loan B  
July 2019*



# DISCLAIMER

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This presentation contains certain forward-looking statements that management believes to be reasonable as of today's date only. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by which, such performance or results will be achieved. Forward-looking information is based on information available at the time and/or management's good faith belief with respect to future events, and is subject to risks and uncertainties, some or all of which are not predictable or within the control of UGI Energy Services, LLC ("UGIES" or the "Company"), that could cause actual performance or results to differ materially from those expressed in the statements.

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Actual results may differ significantly because of risks and uncertainties that are difficult to predict and many of which are beyond management's control. You should read UGI Corporation's Annual Report on Form 10-K for a more extensive list of factors that could affect the Company's results. Among them are adverse weather conditions, cost volatility and availability of all energy products, the impact of pending and future legal proceedings, continued analysis of recent tax legislation, liability for uninsured claims and for claims in excess of insurance coverage, domestic and international political, regulatory and economic conditions, changes in Marcellus Shale gas production, the availability, timing and success of our acquisitions, commercial initiatives and investments to grow our business, our ability to successfully integrate acquired businesses and achieve anticipated synergies, including with respect to the Company's proposed acquisition of the Columbia Midstream Group, LLC, the interruption, disruption, failure, malfunction or breach of our information technology systems, including due to cyber-attack.

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## *Use of Non-GAAP Measures*

In this presentation, Management uses certain non-GAAP financial measures, including UGI Corporation adjusted earnings per share, UGI Corporation Free Cash Flow, UGI Energy Services Margin and UGI Energy Services earnings before interest, income taxes, depreciation and amortization ("EBITDA"). These financial measures are not in accordance with, or an alternative to, GAAP and should be considered in addition to, and not as a substitute for, the comparable GAAP measures. Management believes the presentation of these non-GAAP financial measures provide useful information to investors to more effectively evaluate period-over-period earnings, profitability and cash flow generation of the Company's businesses. Reconciliations of these non-GAAP financial measures to the most directly comparable financial measure calculated and presented in accordance with GAAP are presented in the Appendix of this presentation.

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## Today's Presenters



Ted Jastrzebski  
*UGI Corporation*  
*Chief Financial Officer*



Bob Beard  
*UGI Corporation*  
*Executive Vice President – Natural Gas*



Joe Hartz  
*UGI Energy Services, LLC*  
*President*

# 1. Transaction Overview

## Summary of Transaction

- On July 2, 2019, UGI Energy Services, LLC (“UGIES”), a wholly owned subsidiary of UGI Corporation (“UGI”), entered into a definitive agreements to acquire Columbia Midstream Group, LLC (“CMG”) from TC Energy Corporation (“TC Energy”) for \$1.275bn (the “Transaction”)
  - CMG was acquired by TC Energy in 2016 as part of its \$13bn acquisition of Columbia Pipeline Group
  - Includes a 47.025% joint venture interest in Pennant Midstream, LLC (“Pennant”)
- CMG provides natural gas gathering and processing services in the Appalachian Basin through five discrete systems with gathering capacity of ~2,675,000 MMBtu/d and processing capacity of ~240,000 MMBtu/d, the addition of which increases UGIES’ overall system gathering capacity in excess of 3x<sup>(1)</sup>
  - Complements UGI’s existing footprint in Northcentral and Eastern Pennsylvania and creates a contracted midstream platform with substantial scope of operations and a diverse customer base
  - Synergy opportunities for UGI’s downstream businesses created by CMG’s multiple interconnections to interstate pipelines
- Transaction will be funded by a combination of debt raised at UGIES and capital provided by UGI
  - UGIES is seeking to raise a \$700mm Senior Secured Term Loan B (the “TLB”)
- Pro forma for the Transaction, the Company will be conservatively levered at 2.7x total net leverage based on LTM 3/31/19 PF Adjusted EBITDA<sup>(2)</sup> of \$252mm
  - Represents lowest leveraged profile of any BB/BBB midstream peer<sup>(3)</sup>
- Expected to close during the fourth quarter of fiscal year 2019, subject to customary regulatory and other closing conditions

# Sources and Uses / Pro Forma Capitalization

## Sources and Uses

(\$ in millions, unless otherwise noted)

### Sources

UGIES New Senior Secured TLB	\$700
<b>A</b> Contribution from UGI <sup>(1)</sup>	602
<b>Total sources</b>	<b>\$1,302</b>

### Uses

Purchase of CMG	\$1,275
Estimated transaction fees & expenses (including OID)	27
<b>Total uses</b>	<b>\$1,302</b>

## Pro Forma Capitalization<sup>(2)</sup>

(\$ in millions, unless otherwise noted)

	As of: 3/31/2019	Adj.	Pro forma 3/31/2019
Cash and cash equivalents	\$55	(\$27)	\$29
<b>B</b> \$200mm RCF Facility	–	–	–
\$150mm A/R Facility	–	–	–
UGIES Senior Secured TLB	–	700	700
<b>Total Debt</b>	<b>–</b>	<b>\$700</b>	<b>\$700</b>
Book Value of Equity	1,081	575	1,656
<b>Total Capitalization</b>	<b>\$1,081</b>	<b>\$1,275</b>	<b>\$2,356</b>
<b>EBITDA Statistics</b>			
<b>C</b> LTM 3/31/19 PF Adj. EBITDA	\$161	91 <sup>(4)</sup>	\$252
<b>Credit Statistics:</b>			
Total Debt /			
LTM 3/31/19 PF Adj. EBITDA	N/A		2.8x
Total Net Debt /			
<b>D</b> LTM 3/31/19 PF Adj. EBITDA	N/A		2.7x
<b>E</b> Debt / Book Capitalization	N/A		<b>30%</b>

## Key Commentary

- A** UGI's support of the acquisition with corporate liquidity illustrates UGIES's strategic importance to UGI
- B** Anticipate \$200mm secured, pari revolver; maturity 2021 – amendment pending
  - Key maintenance covenants will remain:
    - Max leverage of 3.5x (subject to 4x during acquisition periods)
    - Minimum interest coverage ratio of 3.5x
- C** Material pro forma scale with \$252mm LTM Adjusted EBITDA<sup>(2)</sup>
- D** At 2.7x LTM 3/31/19 total net leverage, UGIES leverage profile will be among the **lowest** across the midstream peer group<sup>(3)</sup>
- E** Debt / Book capitalization of 30% results in material equity cushion of 70%

Note: UGI fiscal year end of 9/30. Net leverage calculated as Total Debt Less Cash divided by EBITDA.  
 (1) Capital contribution from UGI, which may be sourced via existing credit facilities, will be contributed to UGIES as equity. Assumes fees & expenses addressed with UGIES cash from balance sheet.  
 (2) EBITDA is a non-GAAP measure. See appendix for reconciliation.

(3) Peer group consists of AM, CEQP, CNXM, DCP, ENBL, ENLC, EQM, SMLP, and TRGP.  
 (4) CMG EBITDA adjusted for loss on sale of miscellaneous assets and allocated parent overhead expenses.

## Key Investment Highlights

Critical midstream infrastructure serving high-demand markets

Strategically located in the core regions of the Marcellus & Utica

Stable cash flows derived from long-term contracts with substantial take-or-pay component

Diverse customer base of high quality, well-capitalized producers and end users of scale

Low opening leverage when in comparison to industry peers

Strategic relationship with UGI family of companies

Experienced management team with proven track record



## 2. Company Overview

# UGI Corporation

## UGI Corporation Overview

UGI Corporation is a publicly traded distributor and marketer of energy products and services including natural gas, propane, butane and electricity

Enterprise Value: \$17.3bn<sup>(1)</sup>

Market Cap: \$11.0bn<sup>(1)</sup>



- **Assets:** Regulated gas & electric utilities serving over 700,000 customers
- **Scale:** 2nd largest gas utility in Pennsylvania<sup>(2)</sup> serving 44 of 67 counties
  - Most advanced distribution system in Pennsylvania
- **Location:** Service territories that lie within or adjacent to the Marcellus Shale production area



- **Largest LPG Distributor in U.S.<sup>(2)</sup>** with ~1.1bn retail gallons sold in FY18 and ~1.7mm customers
- **National Accounts:** Utilizing scale to serve regional and national customers
- **Bulk Distribution:** 1mm tanks with 120 – 1,200 gallon capacity
- **Cylinder Exchange:** Portable tanks for barbecues and outdoor heating



- **Midstream & Storage:** Natural gas pipeline and gathering systems across Pennsylvania serving producers, UGI Utilities and 3rd party end users
- **LNG / Peak Shaving:** Provides peaking services in periods of high demand
- **Power Generation:** ~300 MWs of electric generation capacity
- **Commodity Marketing:** Sells natural gas, liquid fuels and electricity to 40,000 customer locations along the East Coast



- **Operations:** 17 countries with ~550,000 total customers
- **LPG Distribution:** ~1bn gallons sold in FY18, 18.5mm cylinders in circulation
  - Largest distributor in France, Austria, Belgium, Denmark, Luxembourg and Hungary
- **Energy Marketing:** ~28 Bcf of natural gas sold in FY18; ~5% of FY18 total margin

(1) Pro forma for AmeriGas Partners, L.P. ("APU") buy-in simplification transaction by UGI, where UGI will issue 34.6mm shares to APU unit holders and pay \$7.63 per APU unit. UGI consolidates 100% of APU EBITDA currently. Pro forma for CMG acquisition. Assumes pro forma share count of 208.8mm UGI shares, \$6,641mm total debt, and \$363mm cash as of 7/16/2019.

(2) Based on total customers.

# Business Segment Snapshot

**UGI Corporation<sup>(1)</sup>**  
 Enterprise Value: \$17.3bn  
 Market Cap: \$11.0bn

**New \$550mm Term Loan A<sup>(1)</sup>**  
**New \$300mm Revolving Credit Facility<sup>(1)</sup>**  
 LTM PF Revenue: \$7.6bn

**UGI International**  
 Ratings: Ba1 / BB+  
 (Moody's / Fitch)

**AmeriGas**  
 Ratings: Ba2 / BB  
 (Moody's / Fitch)

**UGI Energy Services**  
 CMG Acquiring Entity & TLB Borrower

**UGI Utilities**  
 Ratings: A2 / A-  
 (Moody's / Fitch)

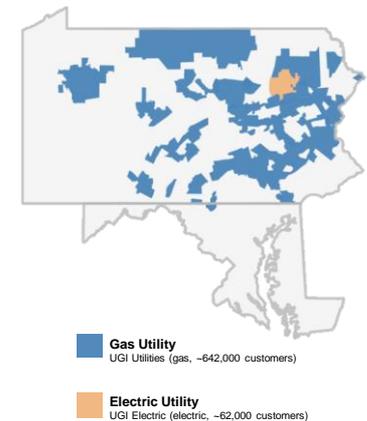
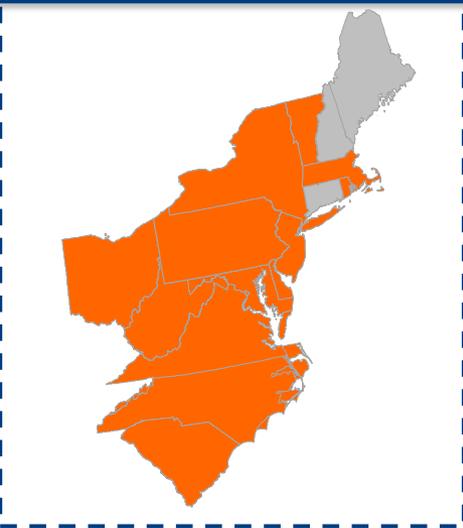
Revenue Contribution: 33%

Revenue Contribution: 37%

**\$200mm Revolving Credit Facility<sup>(2)</sup>**  
**\$150mm A/R Facility**  
**New \$700mm Term Loan B**  
 Revenue Contribution: 18%

Revenue Contribution: 13%

## Areas of operation:



Source: Company filings and FactSet as of 7/16/2019.  
 Note: Debt balances as of Q2 2019 (quarter ending 3/31/2019). Fiscal year ending 9/30/2019. LTM as of 3/31/19.  
 Pro forma for AmeriGas Partners, L.P. ("APU") buy-in simplification transaction by UGI, where UGI will issue 34.6mm shares to APU unit holders and pay \$7.63 per APU unit. UGI consolidates 100% of APU EBITDA currently. Pro forma for CMG acquisition. Assumes pro forma share count of 208.8mm UGI shares, \$6,641mm total debt, and \$363mm cash as of 7/16/2019.

(2) Amendment pending.

# UGI Corp is Leading Distributor and Marketer of Energy Products

## Outstanding, disciplined growth

- UGI has invested \$10.3bn over the last 20 years building its current business
- Delivered a 20 year adjusted earnings growth of 12.1%<sup>(1)(3)</sup>
- UGI is focused on building out fee-based income, limiting commodity exposure and maintaining a strong balance sheet

## Strong cash flow profile

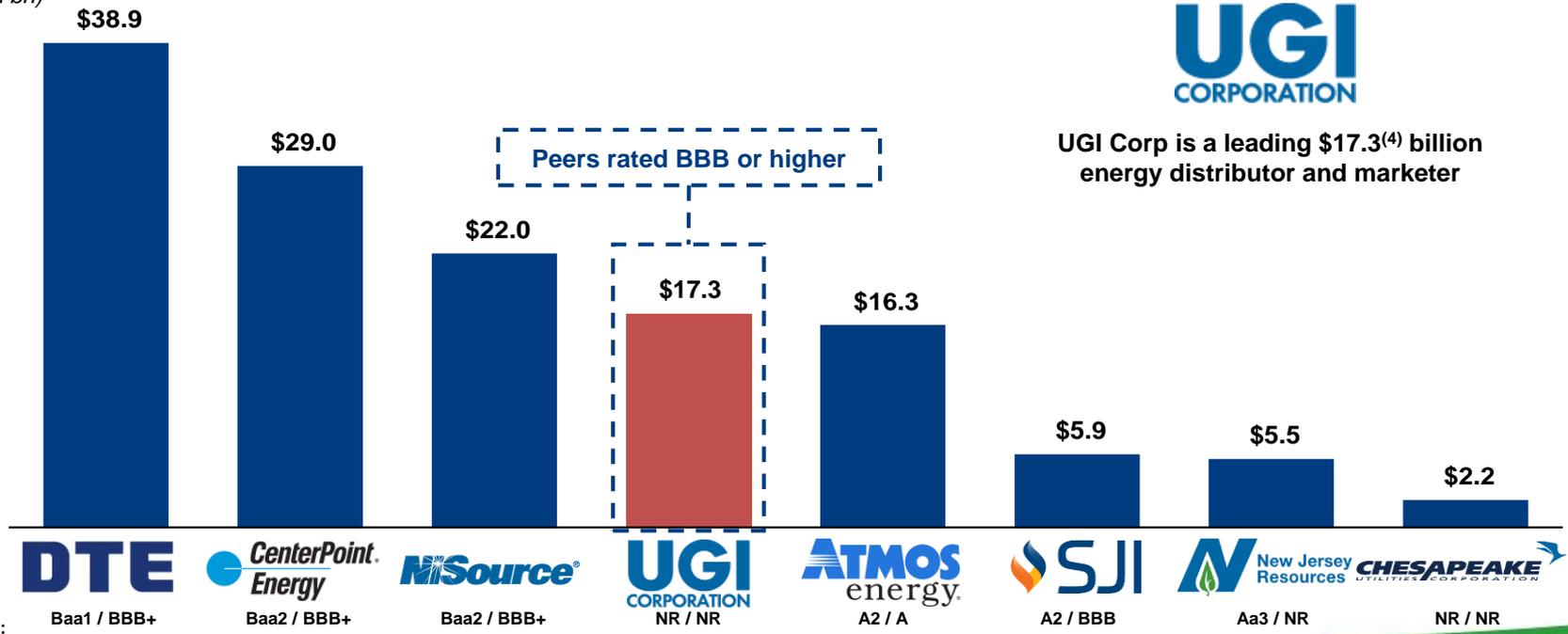
- Highest Free Cash Flow as a % of EBITDA among multi-utilities in S&P Utilities Index over the past decade<sup>(3)</sup>
- UGI expects to generate \$1.1bn - \$1.4bn<sup>(2)</sup> of Cash from Operations annually; \$950mm - \$1.3bn designated primarily to fund UGIES and Utilities growth

## A leader in its markets

- AmeriGas is the largest U.S. LPG company, based on propane gallons sold
- Utilities is the 2<sup>nd</sup> largest gas utility in PA, based on total customers
- International is the largest LPG distributor in six western European countries, based on LPG gallons sold
- **CMG acquisition provides material midstream scale for UGIES**

## Enterprise value of UGI and select peers

(\$ in bn)



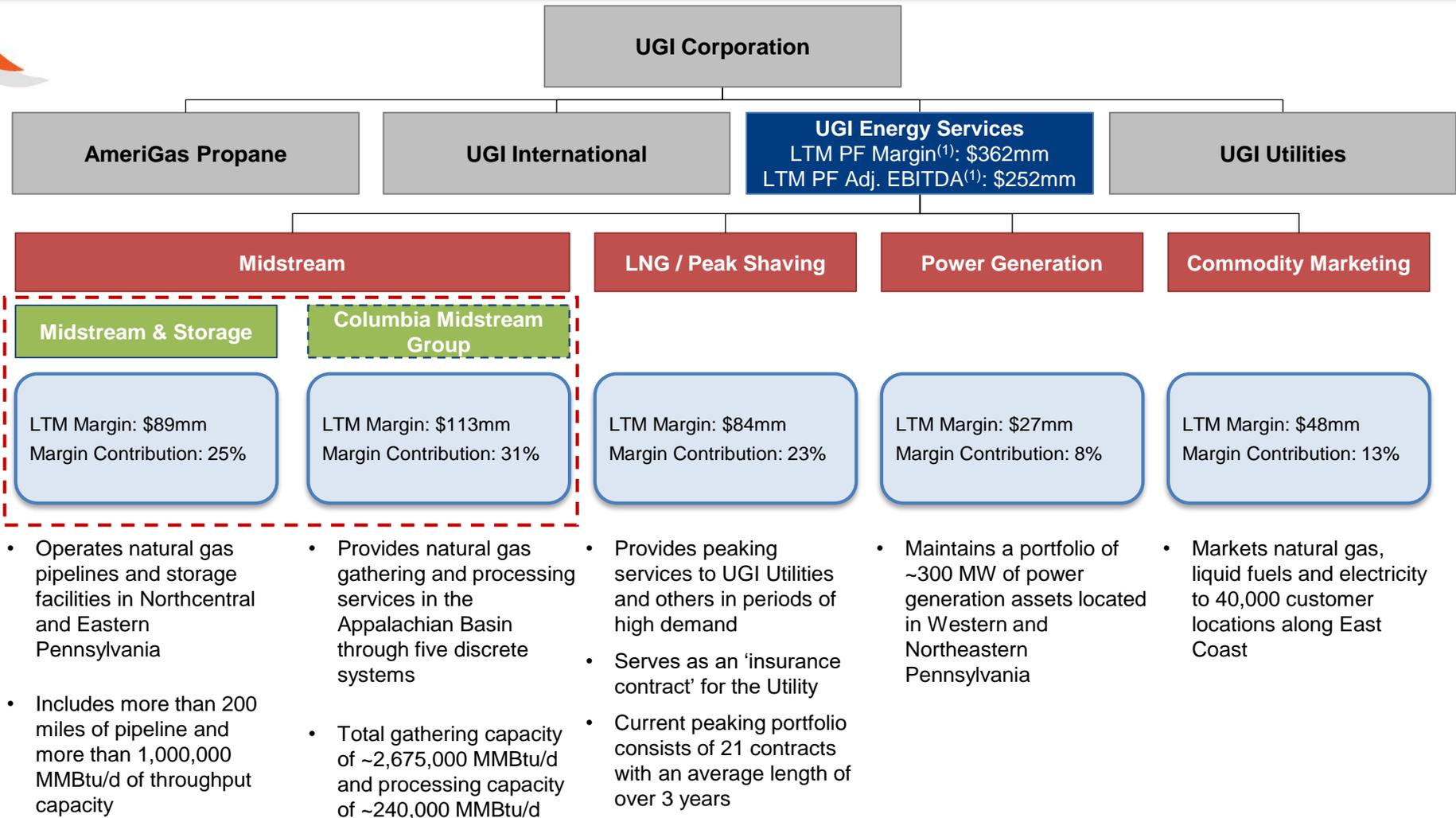
Credit Rating (Moody's / S&P):

(1) 1998-2009 GAAP EPS, 2010-2018 Adjusted EPS.  
 (2) Represents multi-year average targets.  
 (3) Adjusted EPS and Free Cash Flow are non-GAAP measures. See appendix for reconciliation.

(4) Pro forma for AmeriGas Partners, L.P ("APU") buy-in simplification transaction by UGI, where UGI will issue 34.6mm shares to APU unit holders and pay \$7.63 per APU unit. UGI consolidates 100% of APU EBITDA currently. Pro forma for CMG acquisition. Assumes pro forma share count of 208.8mm UGI shares, \$6,641mm total debt, and \$363mm cash as of 7/16/2019.

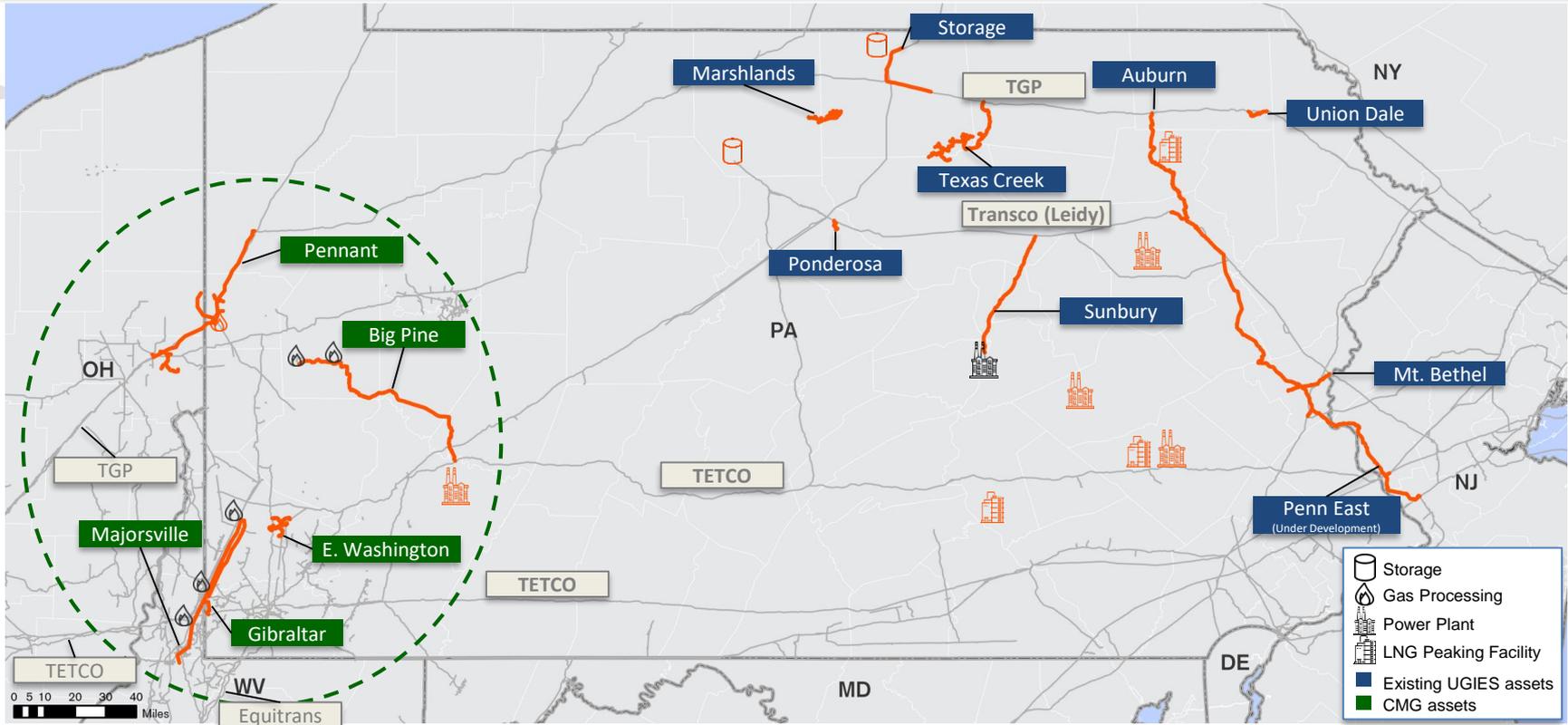
# UGI Energy Services

# Pro Forma UGIES Organizational Structure



Note: LTM as of 3/31/19.  
(1) Margin and EBITDA are non-GAAP measures. See appendix for reconciliation.

# Pro Forma UGIES Asset Footprint



- ✓ Significant scale in Appalachian Basin with midstream assets serving high quality customer base
- ✓ Cash flows supported by long-term contract structure with creditworthy customer base and a large take-or-pay component
- ✓ Geographic synergies and complementary assets provide increased access to long-haul pipelines and facilitate future expansion
- ✓ Strategically rebalances UGI portfolio towards natural gas

# Appalachian Basin Overview

## Marcellus and Utica: A Long-Lived Resource

### Expansive Footprint

**Located in the heart of a large, resource-rich legacy oil and gas field**

- Marcellus spans +100,000 sq. miles (60mm acres)
- Utica extends +170,000 sq. miles (100mm acres)
- Marcellus is the most abundant shale gas reservoir in the U.S. with over 30 Bcf/d current production

### Attractive Recoverable Resource and Stack Pay Potential

**Marcellus and Utica are estimated to retain 600+ Tcfe of technically recoverable resource**

- In high producing areas, Marcellus Gas-in-Place reaches 125 – 150 Bcf and Point Pleasant 75 – 100 Bcf per sq. mile
- Stacked pay potential exists where productive areas of Marcellus and Utica overlap

### Competitive Economics and Access to Markets

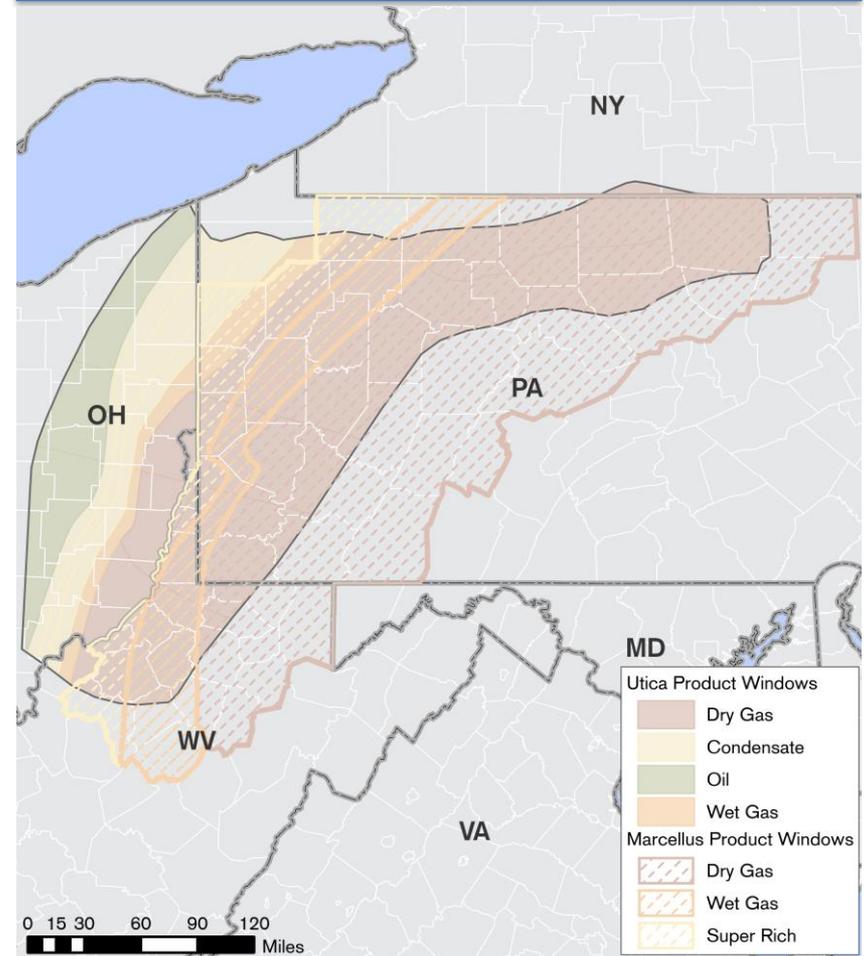
**Advances in drilling, completions and cost optimization continue to improve drilling returns**

- Competitive single well IRRs relative to other plays

**Access to markets provides a competitive advantage over other gas plays**

- Close proximity to population centers in NE and Mid-Atlantic
- Continued expansion of takeaway systems support additional growth

## Overview Map

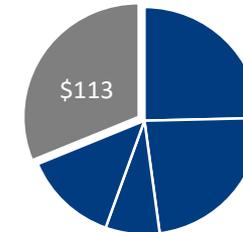
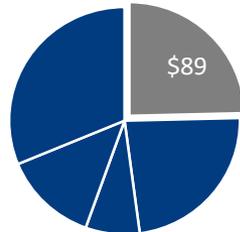


## Pro Forma UGIES Midstream Overview

### Legacy UGIES Midstream & Storage

### Columbia Midstream Group

LTM Margin Contribution (\$ in mm)



Key Assets / Description

- Six natural gas pipelines and gathering systems across NE Pennsylvania serving both 3rd party end users and UGI Utilities
- >200 miles of pipeline, 15 MMDth of natural gas storage
- Key development project in PennEast pipeline (currently in permitting process) anticipating in-service in 2021
  - 120 mile 36" pipeline with 1,100,000 MMcf/d capacity; received FERC approval in 2018
  - Most revenues are contracted with large investment-grade utility companies

- Five natural gas pipelines and one gas processing facility across SW Pennsylvania serving large, well capitalized operators
- >240 miles of pipeline and 240,000 MMBtu/d total processing capacity
- Highly contracted and predictable future revenues
- Near-term identified growth projects provide attractive opportunities to deploy capital at 5.0x – 7.0x multiples

Cash Flow Quality

- Highly contracted cash flows with take-or-pay component
- Long-term contracts with initial tenor of 15 – 30 years

- Highly contracted cash flows with take-or-pay component
- Average remaining contract life of ~9 years

Customer Profile

- Customers include top-tier E&P operators, natural gas powered electricity generation stations and UGI Utilities

- Customer profiles include large recognizable E&P operators in the Appalachian Basin
- Prior to the Transaction, UGIES had existing business relationships and interactions with all CMG shippers

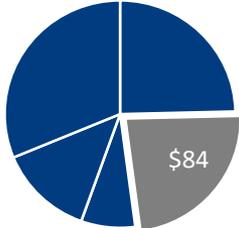
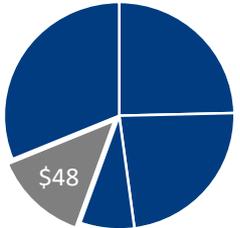
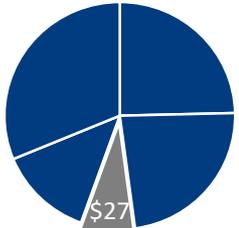
# Pro Forma UGIES Midstream & Storage Asset Summary

	Legacy UGIES (Midstream & Storage)									Columbia Midstream Group					
	Sunbury	PennEast	Auburn	Uniondale	Texas Creek	Ponderosa	Marshlands	Natural Gas Storage	Capacity Mgmt.	Big Pine	Gibraltar	Majorsville	East Washington	Pennant <sup>(2)</sup>	
Capacity ('000 MMBtu/d)	~200	~1,100	~620	~100	~200	~33	~80	15,000 <sup>(1)</sup>	N/A	~425	~1,000	~350	~300	~600 (gathering) ~240 (processing)	
Total Capacity	~1,233,000 MMBtu/d									~2,915,000 MMBtu/d (includes processing)					
LTM Margin	~\$89mm									~\$113mm					
% Take-or-Pay	~50% Take-or-Pay <sup>(3)</sup>									~64% Take-or-Pay					
Contract Type	Primarily comprised of contracts with ToP and Acreage Dedication									Primarily comprised of contracts with a mix of MVC and Acreage Dedication					
Wtd. Avg. Contract Life	Most contracts are primarily ~15 to ~30 year long contracts Average remaining life of 17.6 years									~9 years across all assets					
Key Customers & End Users	<b>Primary Customers</b> Cabot Oil & Gas Corporation RANGE RESOURCES Hilcorp			XTO ENERGY UG Energy to do more®			<b>Other Customers</b> CNX equinor Kalvin Ventures PENNENERGY RESOURCES ROCKDALE Southern Company Chevron HG ENERGY New Jersey Natural Gas PINOAK ENERGY PARTNERS SJ S.T.L. SWN Southwestern Energy TALDEN UGI Energy Services								

- ✓ Adds significant scale and scope of operations, with system capacity growing from ~1,233,000 MMBtu/d to ~3,998,000 MMBtu/d and expanding to the southwest portion of the Appalachian Basin
- ✓ Expands base of customers, creating a diversified suite of producers underpinned by long-term contracts
- ✓ Provides a full suite of midstream services across transportation, gathering, and processing

(1) Natural gas storage measured in MMcf.  
 (2) Reflects 100% capacity on the system.  
 (3) Represents consolidated UGIES take-or-pay margin.

## Other UGIES Business Overview

	LNG / Peak Shaving	Commodity Marketing	Power Generation
LTM Margin Contribution (\$ in mm)			
Key Assets / Description	<ul style="list-style-type: none"> <li>Two LNG liquefaction plants with up to 25,000 Dth/d of capacity</li> <li>Six propane air peak shaving facilities with up to 95,000 Dth/d of capacity and 5 million gallons of propane storage</li> <li>Three large scale LNG peak shaving plants and two portable LNG peak shaving units with combined capacity of 295,000 Dth/d and over 17 million gallons of LNG storage</li> </ul>	<ul style="list-style-type: none"> <li>Markets and sells natural gas, liquid fuels, and electricity along the East Coast</li> <li>Strong synergies with Midstream segment</li> <li>Complementary asset portfolio, large natural gas supply purchases, and management of regional supply infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Approximately 300 MW of power generation including:               <ul style="list-style-type: none"> <li>Hunlock Creek: Gas-fired plant</li> <li>Landfill gas facility</li> <li>Conemaugh: Coal plant</li> <li>Distributed solar</li> </ul> </li> </ul>
Cash Flow Quality	<ul style="list-style-type: none"> <li>Margin derived from demand charges under term contracts</li> <li>Portfolio includes 21 contracts with 3+ years of remaining tenor</li> </ul>	<ul style="list-style-type: none"> <li>Fixed-price contracts &amp; back-to-back hedges executed at inception of contract</li> <li>Remarkable track record of consistent margin (does not speculate on prices)</li> </ul>	<ul style="list-style-type: none"> <li>Substantial contribution from fixed capacity payments and renewable energy credits</li> </ul>
Customer Profile	<ul style="list-style-type: none"> <li>High quality gas utilities</li> <li>Critical in serving customers on high-demand days</li> </ul>	<ul style="list-style-type: none"> <li>40,000 customer locations</li> <li>Small-to-medium commercial and industrial customers with high customer retention rate</li> </ul>	<ul style="list-style-type: none"> <li>Operates within established PJM Interconnection market</li> </ul>

# Legacy UGI Energy Services

## Legacy UGIES Midstream and Storage Asset Summary

	FERC Transmission		Trunkline Gathering		Infield Gathering			Other	
	Sunbury	PennEast	Auburn	Uniondale	Texas Creek	Ponderosa	Marshlands	Natural Gas Storage	Capacity Management
Services Provided	Pipeline	Pipeline	Gathering	Gathering	Gathering	Gathering	Gathering	Storage	Capacity Management
Length (miles)	35	120	46	7	60	4	21	20	N/A
Diameter (in)	20	36	12, 20, 24	12	6, 8, 12, 16	6	4, 8, 10	8, 14	N/A
Capacity (MMBtu/d)	~200,000	~1,100,000	~620,000	~100,000	~200,000	~33,000	~80,000	~15,000 <sup>(1)</sup>	N/A
LTM Volumes	Approximately 0.5 Bcf/d								
LTM Margin (\$ in mm)	Total Margin: ~\$89mm								
# of Shippers	2	12	3	1	1	1	1	N/A	N/A
Contract Type	ToP	ToP	ToP	ToP	Acreage Dedication w/ MVC	Acreage Dedication w/ MVC	Acreage Dedication w/ MVC	Annual Contract Renewal	Opportunistic
% Take-or-Pay	~50% <sup>(2)</sup>								
Weighted Average Contract Life	Most contracts are primarily ~15 to ~30 year long contracts Average remaining life of 17.6 years								
Key Customers & End Users	          								

(1) Natural gas storage measured in MMcf.  
(2) Represents consolidated UGIES take-or-pay margin.

# Sunbury System Summary

## System Description

- FERC regulated, 35-mile, 20" pipeline with related facilities located in Snyder, Union, Northumberland, Montour, and Lycoming Counties, Pennsylvania
- Went in service early 2017, serving Hummel Station, a 1,124 MW natural gas-fired power plant near Shamokin Dam in Snyder County
  - Hummel is a new, highly efficient combined cycle gas turbine plant that went into service in 2018
  - Sunbury supplies 100% of Hummel's natural gas needs and connects the plant to gas supply from the Transco and MARC I pipelines
- Also interconnects and serves UGI Central Penn Gas Utility

## System Highlights

<b>System Details</b>	<ul style="list-style-type: none"> <li>• 35 miles of 20" pipeline</li> <li>• &gt;200,000 MMBtu/d capacity</li> </ul>
<b>Compression</b>	<ul style="list-style-type: none"> <li>• None</li> </ul>
<b>Receipt Points</b>	<ul style="list-style-type: none"> <li>• Transco</li> <li>• MARC I</li> </ul>
<b>Delivery Points</b>	<ul style="list-style-type: none"> <li>• Hummel Station</li> <li>• UGI Central Penn Gas</li> </ul>



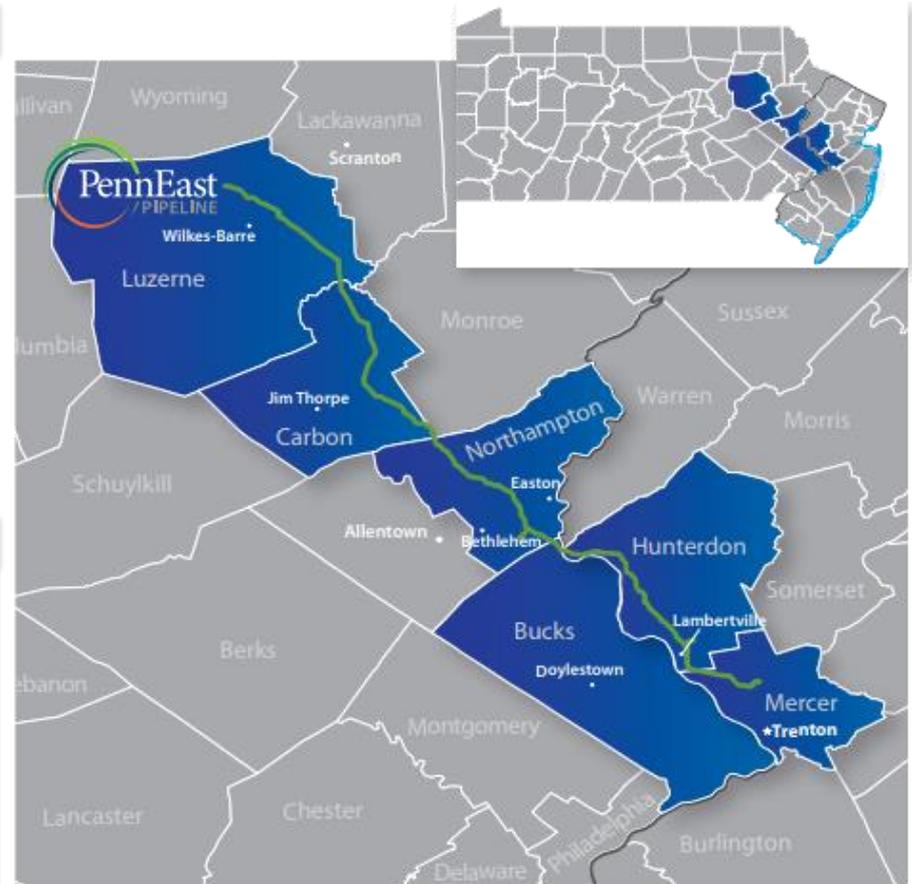
## Overview of Key Gathering Systems

		System Highlights	Description
Auburn	System Details	<ul style="list-style-type: none"> <li>46 miles of pipeline</li> <li>&gt;620,000 MMBtu/d capacity completed over 4 phases since 2011</li> </ul>	<ul style="list-style-type: none"> <li>Multi-phase, multi-year project located in Northeast Pennsylvania</li> <li>Provides transportation service for natural gas producers linking production to the interstate pipelines</li> <li>Multiple outlets for gas, including access to both Tennessee and Transco Interstate Pipeline System</li> <li>Contains approximately 46 miles of pipe, two existing compressors stations and two additional compressors stations under construction</li> </ul>
	Receipt Points	<ul style="list-style-type: none"> <li>Energy Transfer Gathering System</li> <li>Williams Gathering System</li> </ul>	
	Delivery Points	<ul style="list-style-type: none"> <li>Tennessee Pipeline</li> <li>Transco Pipeline</li> </ul>	
Texas Creek	System Details	<ul style="list-style-type: none"> <li>60 miles of pipeline</li> <li>200,000 MMBtu/d capacity</li> </ul>	<ul style="list-style-type: none"> <li>Infield gathering system operating in the Marcellus Shale in Northeast Pennsylvania</li> <li>Compressor and dehydration stations capable of moving ~200,000 MMBtu/d</li> <li>Key delivery points include Tennessee and Transco Interstate Pipeline System (via Regency)</li> <li>Received acreage dedication and ample minimum volume commitments from producers</li> </ul>
	Receipt Points	<ul style="list-style-type: none"> <li>Infield gathering</li> </ul>	
	Delivery Points	<ul style="list-style-type: none"> <li>Tennessee Pipeline</li> <li>Transco Pipeline (via Energy Transfer)</li> </ul>	
Marshlands	System Details	<ul style="list-style-type: none"> <li>21 miles</li> <li>80,000 MMBtu/d gathering capacity</li> </ul>	<ul style="list-style-type: none"> <li>Infield gathering system operating in the Marcellus Shale in northeast Pennsylvania</li> <li>Purchased in early 2019, a Gas Gathering Agreement is in place with shipper including ample minimum volume commitment and acreage dedication</li> </ul>
	Receipt Points	<ul style="list-style-type: none"> <li>Infield gathering</li> </ul>	
	Delivery Points	<ul style="list-style-type: none"> <li>Dominion Transmission</li> </ul>	

# PennEast System Summary (Under Development)

## System Description

- ~\$1bn project located in Eastern Pennsylvania and Western New Jersey that delivers 1.1 Bcf/d of natural gas (90% subscribed)
- 120 mile natural gas pipeline originates in Dallas, PA and terminate near Pennington, NJ
- UGIES (operator) and its equal partners (Southern Company, New Jersey Resources, South Jersey Industries and Enbridge) all plan to be customers under 15-year contracts
- Received FERC approval in 2018 and plans to commence construction type activities in 2020 with a seven month construction period



## System Highlights

<b>System Details</b>	• 120 miles of 36" pipeline, 1.1 Bcf/d capacity
<b>Compression</b>	• Kidder Township, Carbon County, PA
<b>Receipt Points</b>	• Auburn, Transco, Williams, Energy Transfer
<b>Delivery Points</b>	• Transco, Columbia Gas Transmission, Texas Eastern Transmission, Algonquin
<b>Key Shippers</b>	

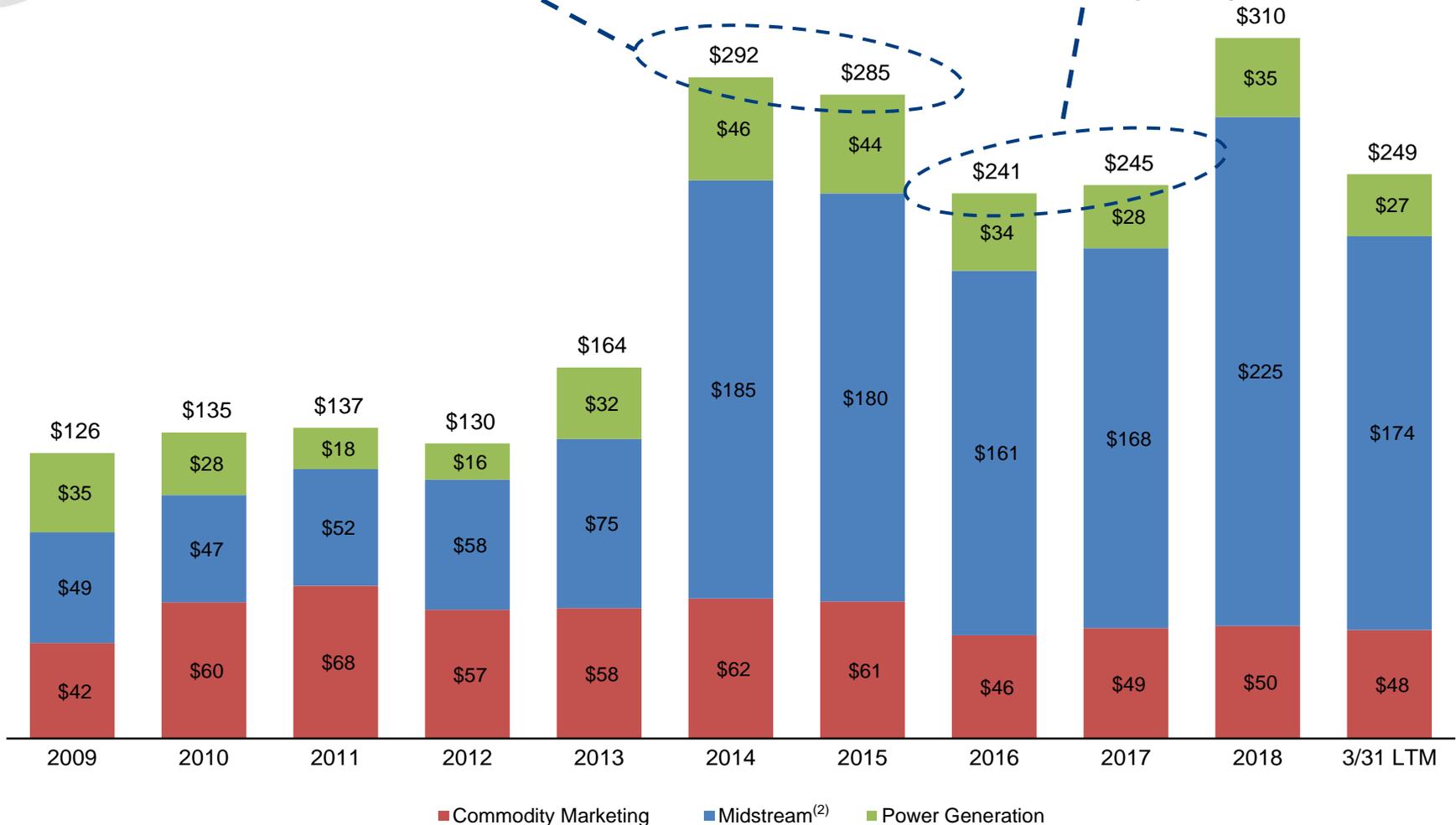
**990,000 Dth/day already subscribed; represents 90% of total project capacity**

# UGIES Historical Margin Breakdown<sup>(1)</sup>

(\$ in mm)

*11% & 12% colder than normal winter, respectively*

*21% & 15% warmer than normal winter, respectively*



(1) Margin is a non-GAAP measure. See GAAP reconciliation in the appendix.  
 (2) Includes LNG Peak Shaving.

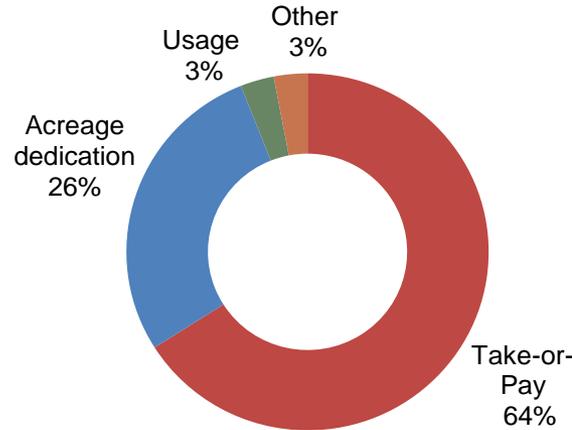
# Columbia Midstream Group

# Strategic Platform Underpinned by Long-Term Contracts

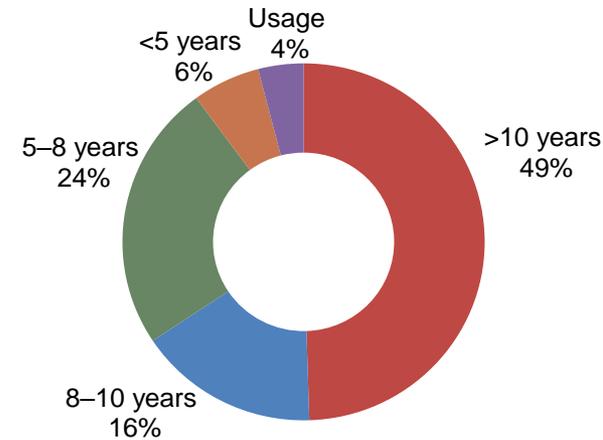
## Overview of CMG

- Five recently constructed assets enhance existing gathering business and expand UGI into processing, treating, and liquids handling services
- ~95% of CMG's 2019E revenue is from take-or-pay contracts or acreage dedication with active operators in the Appalachian Basin
- Diversified customer base; 90% of current contracts have tenor greater than 5 years
- Connectivity to key market hubs creates optimization opportunities
- Each system provides multiple interconnection or processing hubs enhancing producer net backs
- Allows customers to fill capacity commitments on interconnecting pipelines
- Strategically located assets adjacent to long-haul pipelines allows for future expansion

## 2019E Contract Profile



## 2019E Contract Tenor



## Systems located in the core regions of the Appalachian Basin



## CMG Acquisition Rationale

### Establishes midstream platform with substantial scale

- Adds significant scale and scope of operations to UGI's existing natural gas midstream business in the Appalachian Basin
- Expands base of quality business partners and customers
- Provides UGI with a full suite of midstream services, including in-basin transportation, dry and wet gas gathering, and natural gas processing

### Cash flows supported by take-or-pay contracts and acreage dedication

- Weighted average contract life of ~9 years; ~64% take-or-pay
- Existing contracts with multiple producers backed by strong credit ratings and high quality acreage positions in Southwest Marcellus
- Located in one of the most prolific natural gas basins with attractive well economics

### Synergies with UGI subsidiaries

- Supply and Logistics: Creates wholesale opportunities to assist producers in optimizing their access to the highest value market
- Retail Gas Marketing: Facilitates access to local supply sourced from producers shipping on the CMG gathering assets

### Contracted growth opportunities

- Visible expansion projects supported by significant contracted cash flow component and attractive build multiples
- Existing UGIES footprint, acquired CMG assets and future expansion projects drive deleveraging through strong free cash flow generation

## Columbia Midstream Group System Summary

	Big Pine	Gibraltar	Majorsville	East Washington	Pennant <sup>(1)</sup>
Services Provided	Dry gas gathering	Dry gas gathering	Wet gas gathering	Infield gathering	Gas gathering and processing
Length (miles)	67	25	46	21	82
Diameter (in)	20, 24	36	16, 20	8, 12, 16	16, 20, 24
Capacity (MMBtu/d)	~425,000	~1,000,000	~350,000	~300,000	~600,000 (gathering) ~240,000 (processing)
LTM Volumes (MMBtu/d)	~1,054,000				
LTM Margin (\$ in mm)	\$113mm				
# of Shippers	4	3	6	1	3
Contract Type	MVC and Acreage Dedication	MVC and Usage / Interruptible	Demand Based (w/ ToP fee on Capacity) / Interruptible	Acreage Dedication with MVC component	MVC, AMI w/ Usage and Cost-of-Service
% of Take-or-Pay	~64%				
Weighted Average Contract Life	~9 years across all assets				
Key Customers					

(1) Reflects 100% capacity on the system. CMG owns a 47.025% joint venture interest in Pennant.

# CMG System Summary

## Big Pine System Description

- Big Pine's base system was completed in 2013 and originally consisted of ~57 miles of dry gas gathering capability
- An additional ~10 mile expansion was completed in 2016 for a total of ~67 miles
  - Included a connection to the Bluestone Gas Plant operated by MarkWest (MPLX affiliate) and additional compression
- The system is fully contracted and support by a mix of acreage dedications and take-or-pay commitments under long-term contracts
  - Anchor shipper contract underpinned by large acreage dedication
- Bowser meter expansion and recently installed producer gathering lines completed 1H 2019

<b>System Details</b>	<ul style="list-style-type: none"> <li>• In-service date: 2013</li> <li>• ~425,000 MMBtu/d capacity</li> </ul>
<b>Compression</b>	<ul style="list-style-type: none"> <li>• One 4,000 HP compressor station</li> </ul>
<b>Receipt Points</b>	<ul style="list-style-type: none"> <li>• Various gathering connections from gas producers</li> <li>• XTO processing plant</li> <li>• Bluestone processing plant (MarkWest)</li> </ul>
<b>Delivery Points</b>	<ul style="list-style-type: none"> <li>• DTI, TCO<sup>(1)</sup>, TETCO</li> </ul>
<b>Contract Summary</b>	<ul style="list-style-type: none"> <li>• MVC and Acreage Dedication</li> </ul>

## Gibraltar System Summary

- The Gibraltar system was placed into service in late 2017 to transport dry gas through Washington County, PA
- Runs adjacent to CMG's Majorsville pipeline and provides access to Columbia Gas Transmission's XPress pipeline grid with ~1.8Bcf/d of receipt takeaway capacity at TCO Pool and downstream markets
- Underpinned by three producer contracts with the anchor shipper having backstopped the project with a MVC of 300,000 MMBtu/d; increasing to 400,000 MMBtu/d in December 2019
- Receives gas from direct producer connections and from the Houston gas processing plant
- The Houston plant is operated by MarkWest and was upgraded in 2018 to 720 MMcf/d of total capacity

<b>System Details</b>	<ul style="list-style-type: none"> <li>• In service late 2017</li> <li>• ~1,000,000 MMBtu/d capacity</li> <li>• 25 miles of 36 inch dry gas gathering system</li> </ul>
<b>Compression</b>	<ul style="list-style-type: none"> <li>• One 10,000 HP compressor station with expandability</li> </ul>
<b>Receipt Points</b>	<ul style="list-style-type: none"> <li>• Dry gas from direct connections to producers</li> <li>• Tailgate volumes from Houston gas plant (MarkWest)</li> </ul>
<b>Delivery Points</b>	<ul style="list-style-type: none"> <li>• TCO, TETCO / Nexus</li> </ul>
<b>Contract Summary</b>	<ul style="list-style-type: none"> <li>• MVC and Usage / Interruptible</li> </ul>

## CMG System Summary (Cont'd)

### Majorsville System Description

- The Majorsville system is located on top of core Marcellus wet gas drilling activity
- Provides access to two processing plants
  - Majorsville: Operated by MarkWest with 1.3 Bcf/d of processing capacity (additional 200 MMcf/d of capacity added in 2018)
  - Ft. Beeler: Operated by Williams with 0.5 Bcf/d of capacity
- Four segments of pipe, including two wet gas gathering lines and two residue gas outlets from the Majorsville processing plants
- Contracts in place with six different area producers, which have allowed the system to operate near capacity since 2017
- A substantial portion of their volumes come from demand based contracts, which earn a take-or-pay fee on capacity, plus incremental fees for actual throughput volumes

<b>Line 1758</b> ~300,000 MMBtu/d	<ul style="list-style-type: none"> <li>• High pressure, 21 miles, 20 inch pipe</li> <li>• Gathers wet gas from Victory Storage area and other receipts for delivery into the Majorsville plant</li> </ul>
<b>Line 1360</b> ~88,000 MMBtu/d	<ul style="list-style-type: none"> <li>• Low pressure, 21 miles, 16 inch pipe</li> <li>• Gathers wet gas from MarkWest Liberty System</li> <li>• Delivery into MarkWest Majorsville plant</li> </ul>
<b>Line 1758</b> ~338,000 MMBtu/d	<ul style="list-style-type: none"> <li>• Residue outlet, 4 miles, 16 inch pipe</li> <li>• Receives gas from Majorsville plant and Gibraltar</li> <li>• Provides deliveries into TETCO / Nexus</li> </ul>
<b>TCO Meter</b>	<ul style="list-style-type: none"> <li>• Residue outlet</li> <li>• Delivers gas into Columbia Gas Line 1758</li> </ul>
<b>Contract Summary</b>	<ul style="list-style-type: none"> <li>• Demand Based (w / ToP fee on Capacity)</li> </ul>

### East Washington System Summary

- East Washington gathering system constructed to service a single system producer (Ba2 / BB+)
- Take-or-pay demand based contract of 100,000 MMBtu/d, as well as an acreage dedication for the additional capacity of the system
- At Producer's discretion, CMG would be obligated to add compression to the system; Producer pays an incremental fee on the rated capacity of the compression facility over a ten years
- Tie-in gathering lines to new wells pads are built by the shipper
- Delivery points are TCO (Line 1570) and Equitrans, with the majority of volumes being delivered to Equitrans
- Producer recently came to an agreement with Equitrans for additional takeaway from the area increasing optionality and throughput for the gathering system

<b>System Details</b>	<ul style="list-style-type: none"> <li>• In service date: 2015</li> <li>• Constructed to service a single customer</li> <li>• ~300,000 MMBtu/d capacity</li> <li>• 21 miles of 8', 12' and 16' pipe</li> </ul>
<b>Compression</b>	<ul style="list-style-type: none"> <li>• None</li> </ul>
<b>Receipt Points</b>	<ul style="list-style-type: none"> <li>• Various producer delivery points across the system</li> </ul>
<b>Delivery Points</b>	<ul style="list-style-type: none"> <li>• TCO</li> <li>• Equitrans</li> </ul>
<b>Contract Summary</b>	<ul style="list-style-type: none"> <li>• Acreage Dedication with MVC component</li> </ul>

# Pennant System Summary

## System Description

- 47.025% ownership in a JV with Harvest Pipeline, a subsidiary of Hilcorp Energy Company (“Hilcorp”) and Three Rivers Midstream (affiliate of Williams)
- CMG is operator of the system, which was completed and placed in-service mid-2014 with AMI consisting of six counties
- Gathers wet gas in Ohio and Pennsylvania for delivery into the Hickory Bend processing plant in Mahoning County (plant 100% owned by the joint venture)
  - Wet gas gathering and processing volumes are under a MVC contract with one primary customer
- Additional dry gas gathering and processing contracts are under acreage dedication with cost-of-service rate of return / usage fees

<b>System Details</b>	<ul style="list-style-type: none"> <li>• Cryogenic gas processing plant</li> <li>• ~240,000 MMBtu/d capacity</li> </ul>
<b>Wet Gas Header</b>	<ul style="list-style-type: none"> <li>• 43 mile, 20 and 24 inch pipe</li> </ul>
<b>Y-Grade Line</b>	<ul style="list-style-type: none"> <li>• 38 mile, 16 and 20 inch pipe</li> </ul>
<b>Y-Grade Outlets</b>	<ul style="list-style-type: none"> <li>• Harrison Hub Fraction Facility Scio</li> </ul>
<b>Residue Outlets</b>	<ul style="list-style-type: none"> <li>• Dominion East Ohio</li> <li>• TGP</li> </ul>
<b>Contract Summary</b>	<ul style="list-style-type: none"> <li>• MVC, AMI w/ Usage and Cost-of-Service</li> </ul>

## Columbia Midstream Group Contract Summary

	Big Pine		Gibraltar		Majorsville			East Washington	Pennant <sup>(1)</sup>	
Contract Type	Take-or-pay	Acreage dedication	Take-or-pay	Interruptible	Take-or-pay	Demand / Usage	Interruptible	Acreage dedication	Take-or-pay (Gathering)	Take-or-pay (Processing)
Contracted Capacity (MMBtu/d)	~175,000	~240,000	~525,000 <sup>(2)</sup>	NA	~150,000 <sup>(3)</sup>	~175,000	~25,000	~300,000	~200,000	~175,000
Expiration	~9 years across all assets									
Renewal Terms	Annual evergreen / five year evergreen	Annual evergreen	Annual evergreen	Annual renewal	Annual evergreen	None	None	Five year renewal with annual evergreens	Five year evergreens (x2)	Five year evergreens (x2)

Source: Company filings and presentations.  
 (1) Reflects 100% capacity on the system.  
 (2) Gibraltar contracted capacity based off of existing MVC of 300,000 MMBtu/d increasing to 400,000 MMBtu/d in December 2019 and with the MRC dropping from 300,000 MMBtu/d to 121,000 MMBtu/d at the time.  
 (3) Shipper has the option to flow volumes of 150,000 MMBtu/d across either the Gibraltar or Majorsville system.

# Columbia Midstream Group

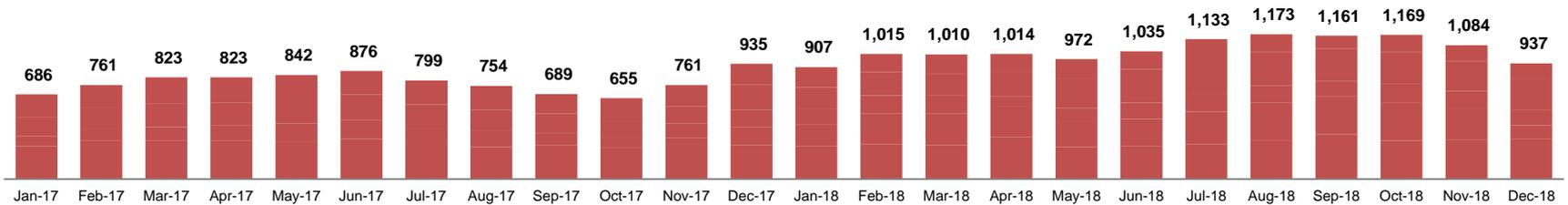
## Historical Margin

(\$ in mm)



## Historical Volume

Existing capacity:  
~2,675,000 MMBtu/d  
(\*'000s MMBtu/d)



# UGI Energy Services

## *Pro Forma*

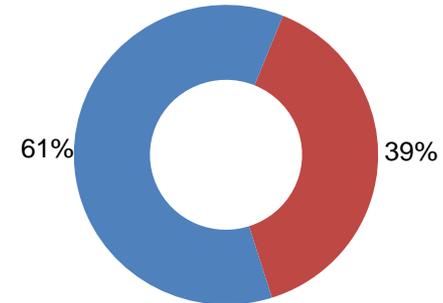
# Transformative acquisition enhances business portfolio mix and scale

## Creates contracted natural gas portfolio of scale

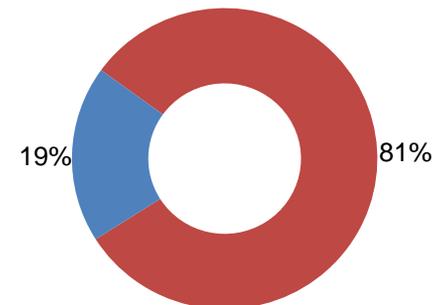
- CMG acquisition rebalances UGI toward highly-contracted natural gas assets with fee-based margins and take or pay components
- Cash flows supported by long-term contract structure with creditworthy customer base and a large take-or-pay component
- Development projects further enhance stability of cash flows, with PennEast being fully subscribed with 15 year contracts
- Pro forma system capacity of ~4.0 Bcf/d approaching scale of blue-chip investment-grade competitors
- Geographic synergies and complementary assets provide increased access to long-haul pipelines and facilitate future expansion

## Increasing Fee-Based Margin<sup>(1)</sup>

**2013A Margin**



**2023E Margin**



■ All Other Margin ■ Fee-Based Margin

(1) Margin is a non-GAAP measure. See appendix for reconciliation.

# Summary of Growth Projects

## Major Capital Projects

Asset	Description	Net Capex
PennEast	Long-haul pipeline delivering natural gas to key utilities in PA & NJ with construction type activities expected to begin in 2020	\$200mm
Columbia Midstream Group	Trunkline expansion	\$300mm - \$500mm
	In-field gathering build-out	
	Compression addition	

- UGIES has identified capital investment opportunities in both legacy and CMG portfolio at estimated build multiples of 5.0x – 7.0x
- Growth projects underwritten by attractive contracts with existing customers
- PennEast development represents highly-contracted cash flow profile at ~90% subscription
  - Anticipated to execute non-recourse project financing upon completion of the project
- Remaining capital expenditure program funded through operating cash flow

PennEast (Under Development)



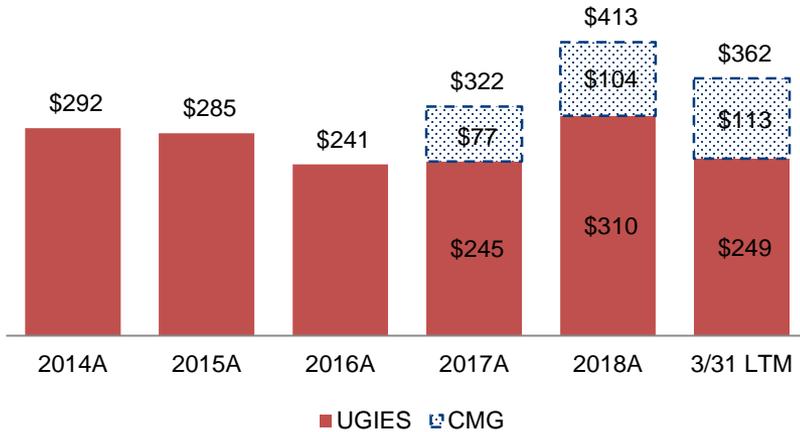
Hickory Bend Gathering & Processing



# UGIES + CMG Pro Forma Business

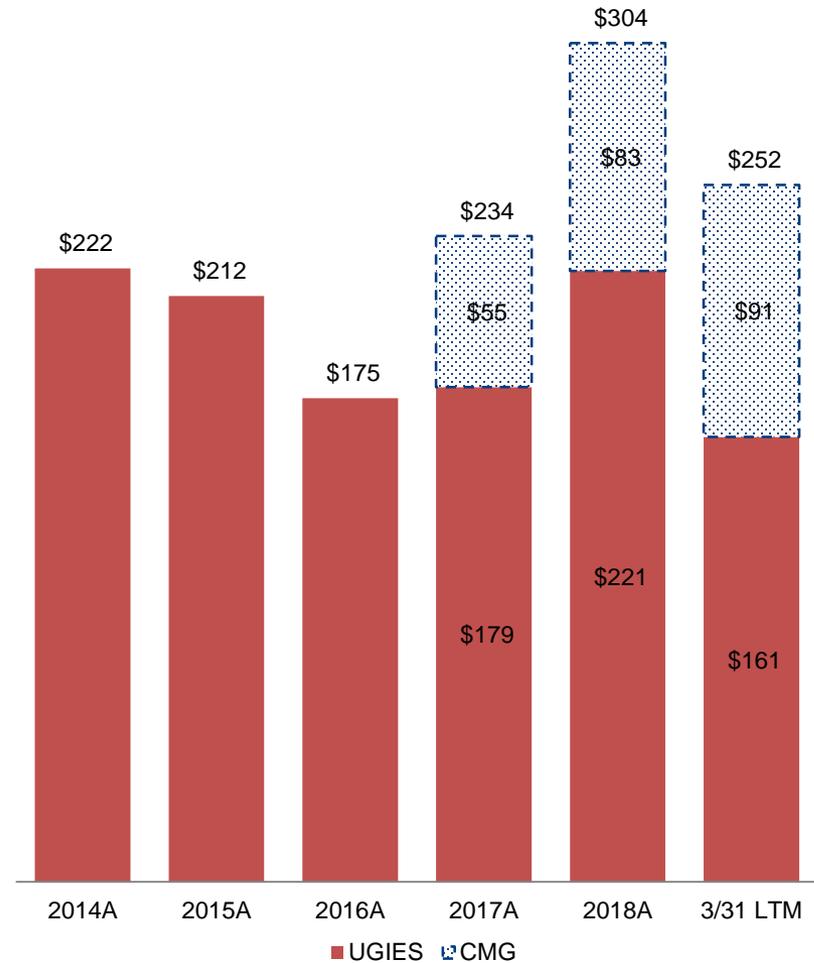
## Historical Margin<sup>(1)</sup>

(\$ in mm)



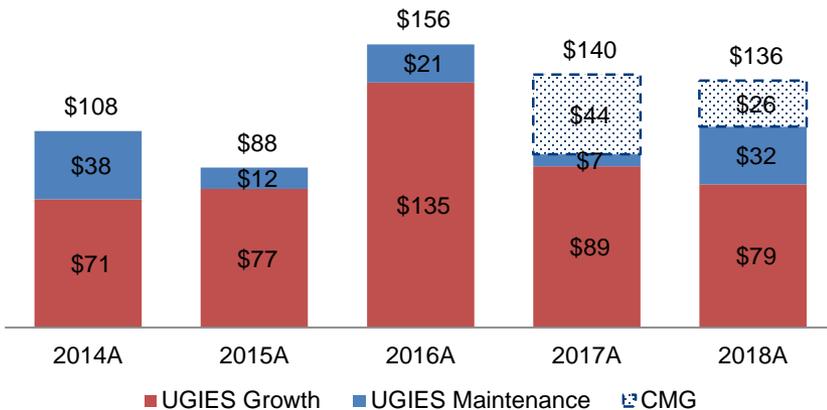
## EBITDA<sup>(1)(2)</sup>

(\$ in mm)



## Capital Expenditures

(\$ in mm)



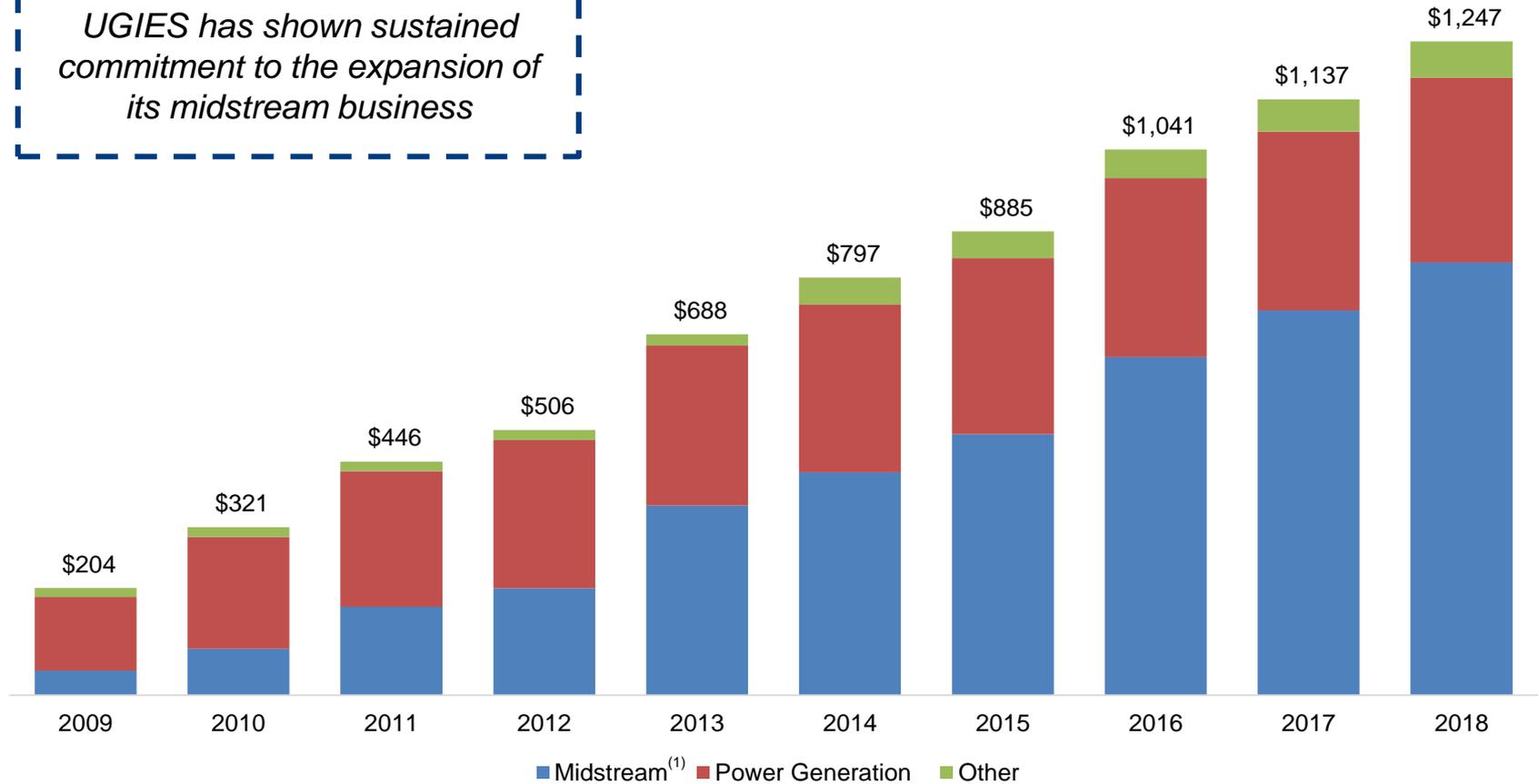
Source: Company filings and presentations.  
 Note: Fiscal year end of September 30. CMG data reflective of calendar year end. CMG reflects Adjusted EBITDA.  
 (1) EBITDA and Margin are non-GAAP measures. See GAAP reconciliation in the appendix.  
 (2) CMG EBITDA adjusted for loss on sale of miscellaneous assets and allocated parent overhead expenses.

# Significant Capital Investment to Date

## UGIES Cumulative Capital Expenditure

(\$ in mm)

*UGIES has shown sustained commitment to the expansion of its midstream business*



(1) Includes LNG Peak Shaving.

## 3. Key Credit Highlights

## Key Highlights

- 1 Critical midstream infrastructure serving high-demand markets
- 2 Strategically located in the core regions of the Marcellus & Utica
- 3 Stable cash flows derived from long-term contracts with substantial take-or-pay component
- 4 Diverse customer base of high quality, well-capitalized producers and end users of scale
- 5 Low opening leverage when in comparison to industry peers
- 6 Strategic relationship with UGI family of companies
- 7 Experienced management team with proven track record

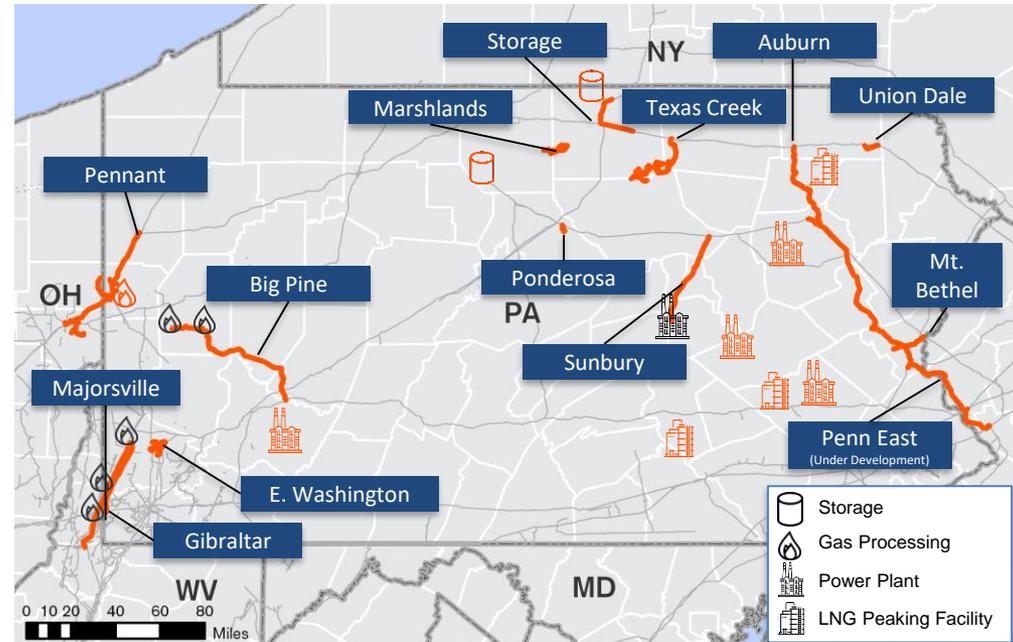
1

# Critical midstream infrastructure serving high-demand markets

## Asset Highlights

- UGIES pipelines serve some of the basin's largest public and private oil and gas producers
- Legacy business provides dry gas gathering and storage services to key shippers in NE Pennsylvania
- Critical gas supplier for LDCs serving large population centers along the East Coast
- CMG acquisition diversifies into wet-gas gathering and processing in SW Marcellus with attractive growth potential
- Midstream system functions as an intra-basin transportation system, connecting critical pieces of infrastructure
- LNG peaking provides steady & predictable stream of cash flows with A-rated counterparty
- Power generation assets include baseload capacity in the PJM market

## Pro Forma Asset Footprint



**UGIES operates a diversified, integrated midstream platform with complementary businesses across the energy value chain**

1

# Critical midstream infrastructure serving high-demand markets

UGIES assets are located strategically close to low-cost supply and demand centers

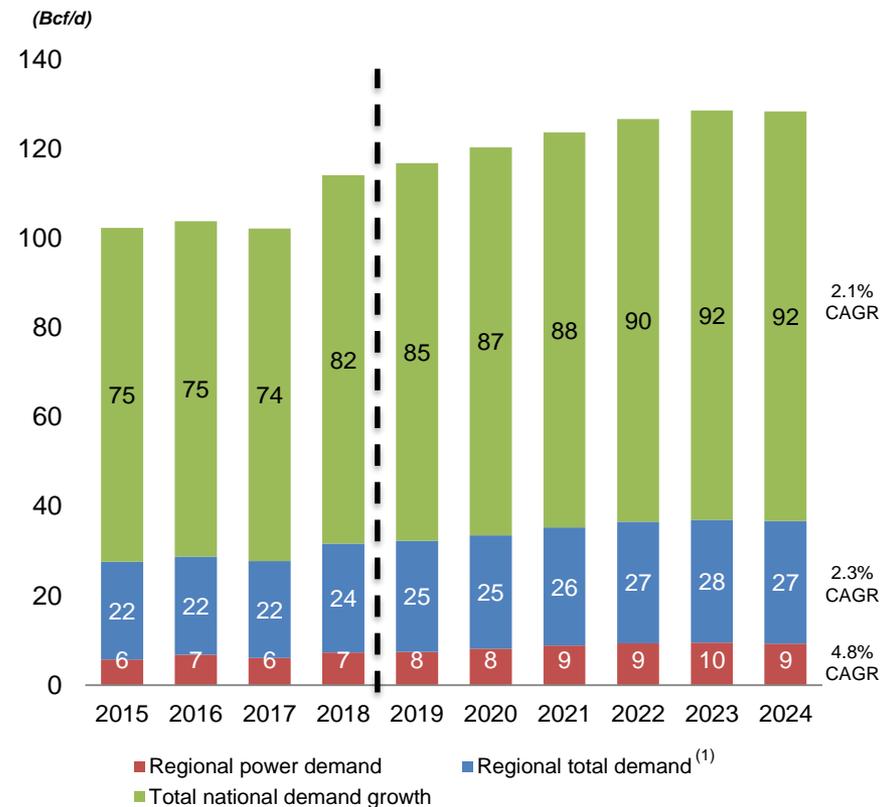
## Low cost supply:

- UGIES assets are located in the core region of the Appalachian Basin, with volumes supported by long-lived, low-cost resources
- Production from the Appalachian region has grown at a CAGR of 14% from 2014
- Projections show Marcellus and Utica will account for 32% of U.S. gas production by 2024

## Growing regional and national demand:

- Natural gas demand is poised to continue growing in the U.S. and especially in the regions served by the assets
- U.S. demand set to grow 1.9% to 2024, with the NE growing at 2.5%
- National demand growth is supported by increasing long-haul takeaway capacity to serve growing Gulf Coast demand
- Regional demand story driven by proximity to major population centers and a major transition of the Northeastern power generation fleet from coal to gas

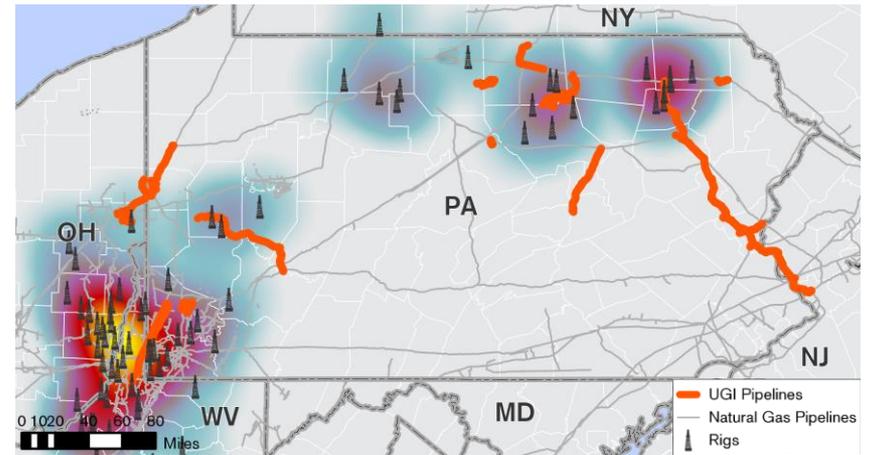
## Natural gas demand projections



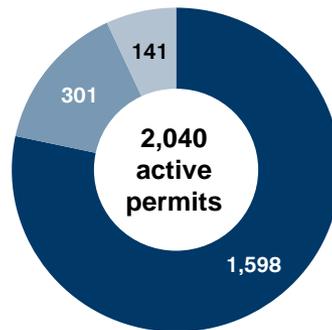
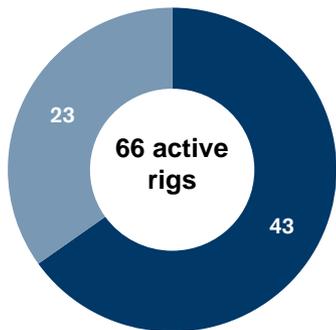
## 2 Strategically located in the core regions of the Marcellus & Utica

- UGIES pipelines are located in one of North America's most prolific natural gas producing basins
- Activity has increased to drive both SW Appalachia & NE Appalachia production
  - Approximately 65% and 35% of rigs are located in SW Appalachia & NE Appalachia, respectively
- Both sub-regions of the Appalachia have improved drilling & completions costs, creating one of the most economic gas basins, driving significant production growth

### Active Rig Footprint in Core of Basins



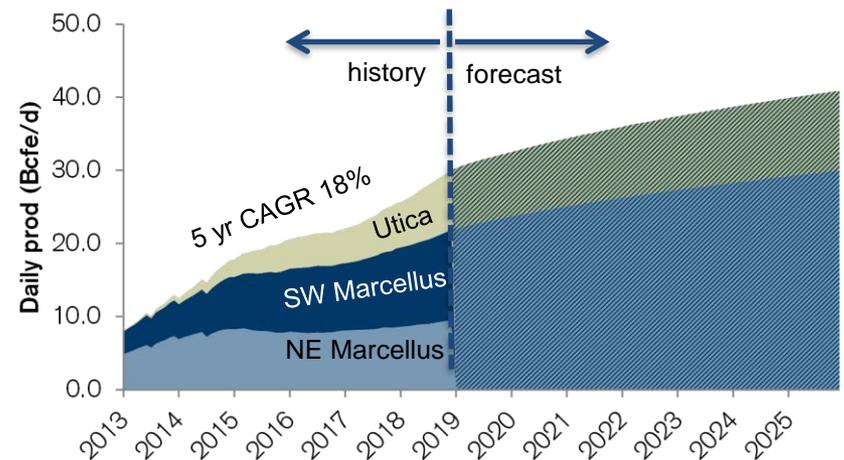
### Active Rigs & Permits



■ Southwest Appalachia ■ Northeast Appalachia

■ Marcellus ■ Utica ■ Other

### Historical & Projected Production



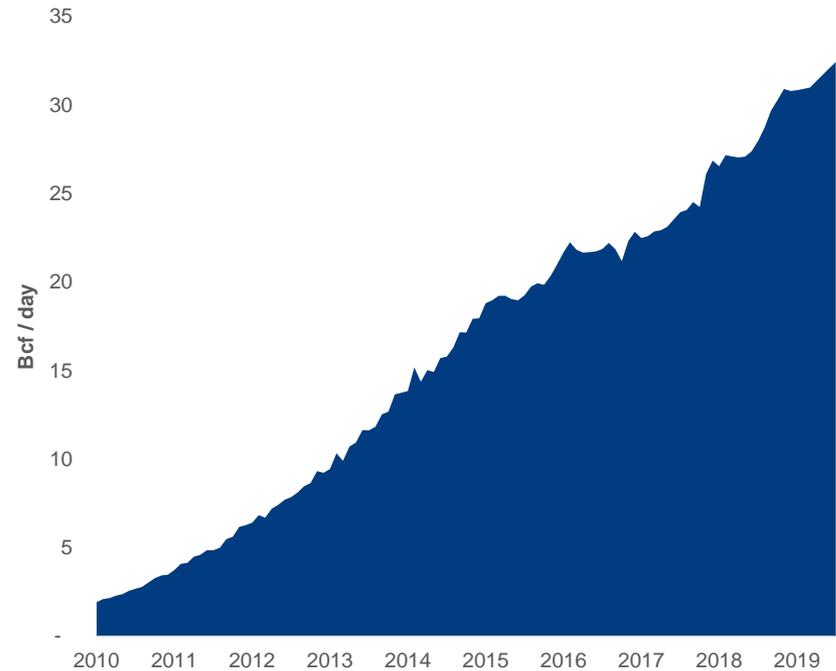
2

## Appalachian basin continues to see growth

New-well Gas Production per Rig



Appalachian Natural Gas Production



**Rig count has stabilized in the Appalachia Region; production per rig and total production has continued to increase**

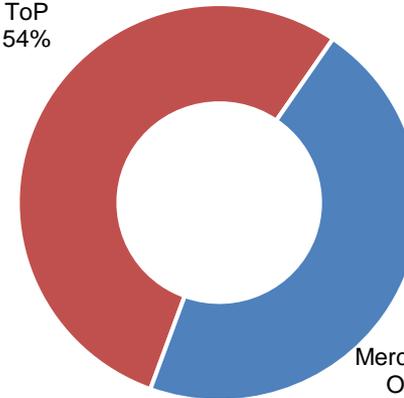
### 3 Stable cash flows derived from long-term contracts with take-or-pay component

#### Cash Flow Highlights

- UGIES operates a diverse asset portfolio with limited direct commodity exposure
- Columbia Midstream Group average remaining contract life of ~9 years, with UGIES remaining average contract life of ~18 years
- Stable base business supports leverage profile
- Growth and expansion plans are underpinned by take-or-pay contract component

#### Pro Forma Take or Pay Margin<sup>(1)</sup>

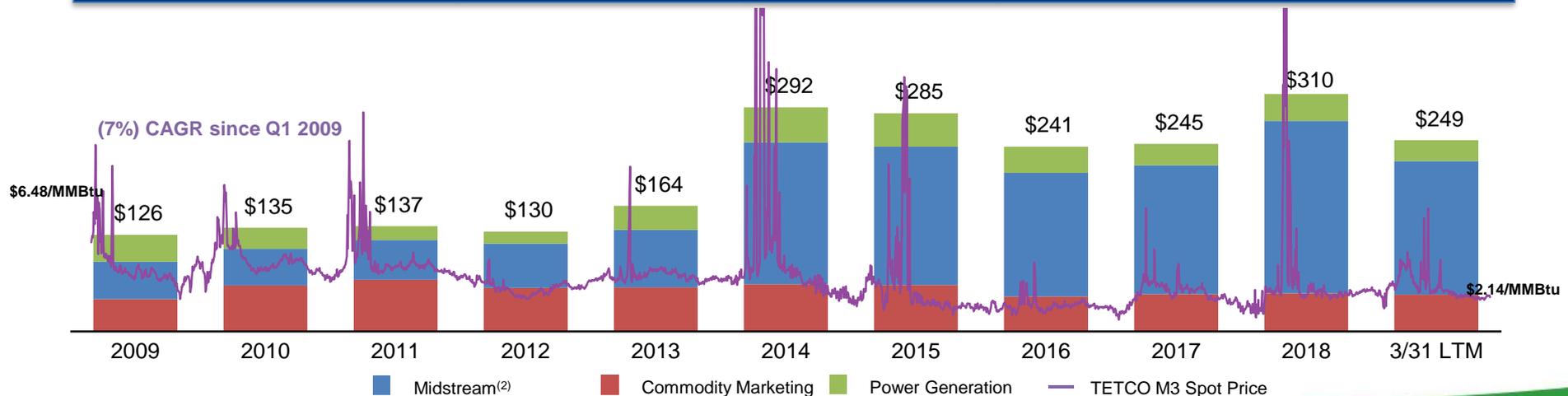
Pro Forma ToP 54%



Expect greater future take-or-pay contribution from:

- Contracted growth projects
- MVC step-ups with existing customers
- Increased demand for LNG capacity

#### Stable Margin Performance During Volatile Commodity Price Environment<sup>(2)</sup>



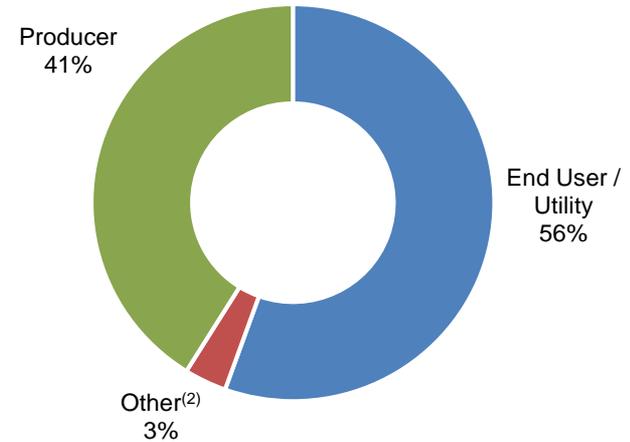
(1) Represents weighted average ToP percentage based on ~50% of UGIES \$249mm LTM margin and 64% of CMG \$113mm LTM margin.  
 (2) Includes LNG / Peak Shaving. Margin is a non-GAAP measure. See GAAP reconciliation in the appendix.

## 4 Diverse customer base of high quality, well-capitalized producers and end users

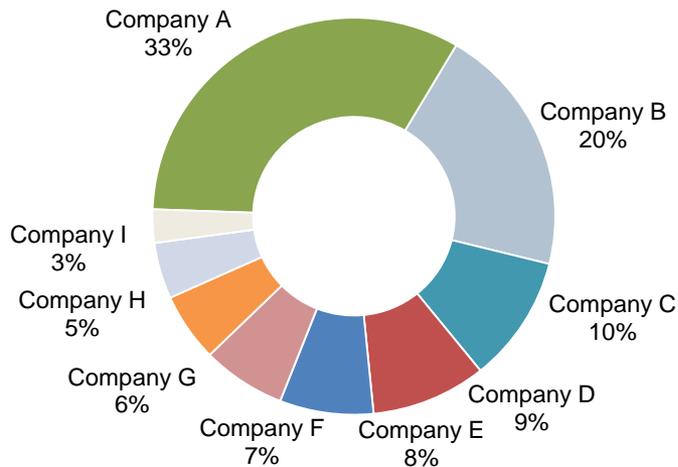
### Customer Diversification

- Pro forma for the acquisition, UGIES expands the size and scope of its customers to a variety of producers and end users
- Adds 10 incremental customers with an average credit rating of BB+; CMG producer customers include top-tier Marcellus operators
- Pro forma customer allocation evenly distributed across both producers & end users (e.g. UGI Utilities)
- UGI connects its producers to additional markets; access to propane distribution and natural gas end-users creates strategic differentiation

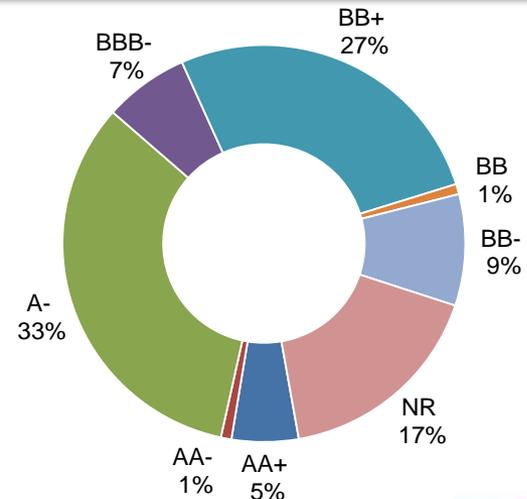
### Pro Forma Customer Profile Allocation



### Pro Forma Customer Concentration



### Pro Forma Customer Credit Ratings<sup>(1)</sup>



Note: Customer allocation based on margin.  
 (1) Excludes Commodity Marketing, merchant Power Generation, and merchant LNG / Peak Shaving.  
 (2) Includes capacity management and other ancillary business units.

4

## Diverse customer base of high quality, well-capitalized producers and end users

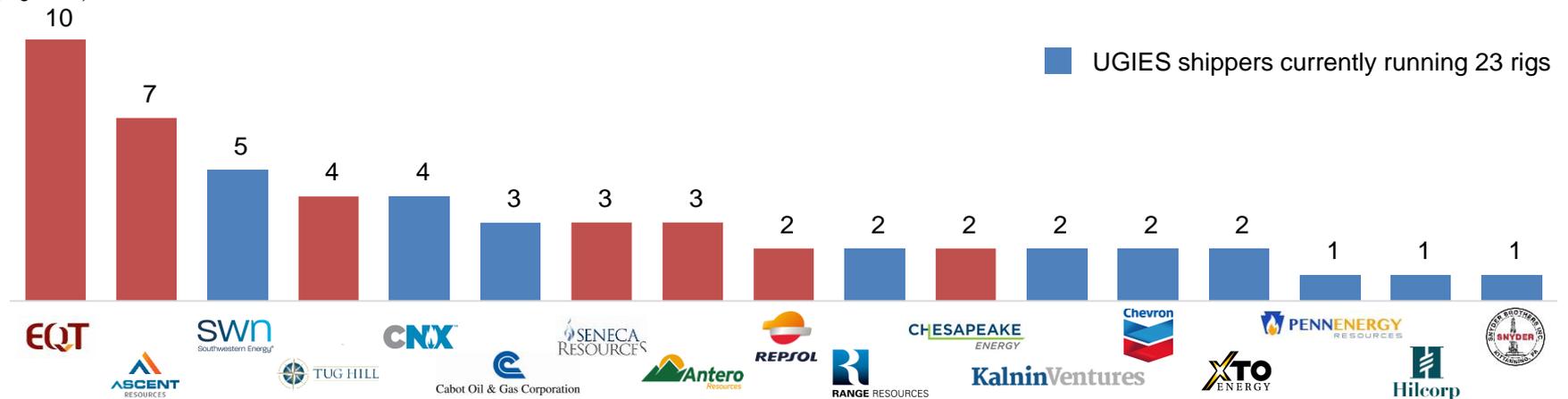
### Customer & End User Enterprise Value

(\$ in mm)



### UGIES Customers Continue to be Active Across the Basin

(Rig count)

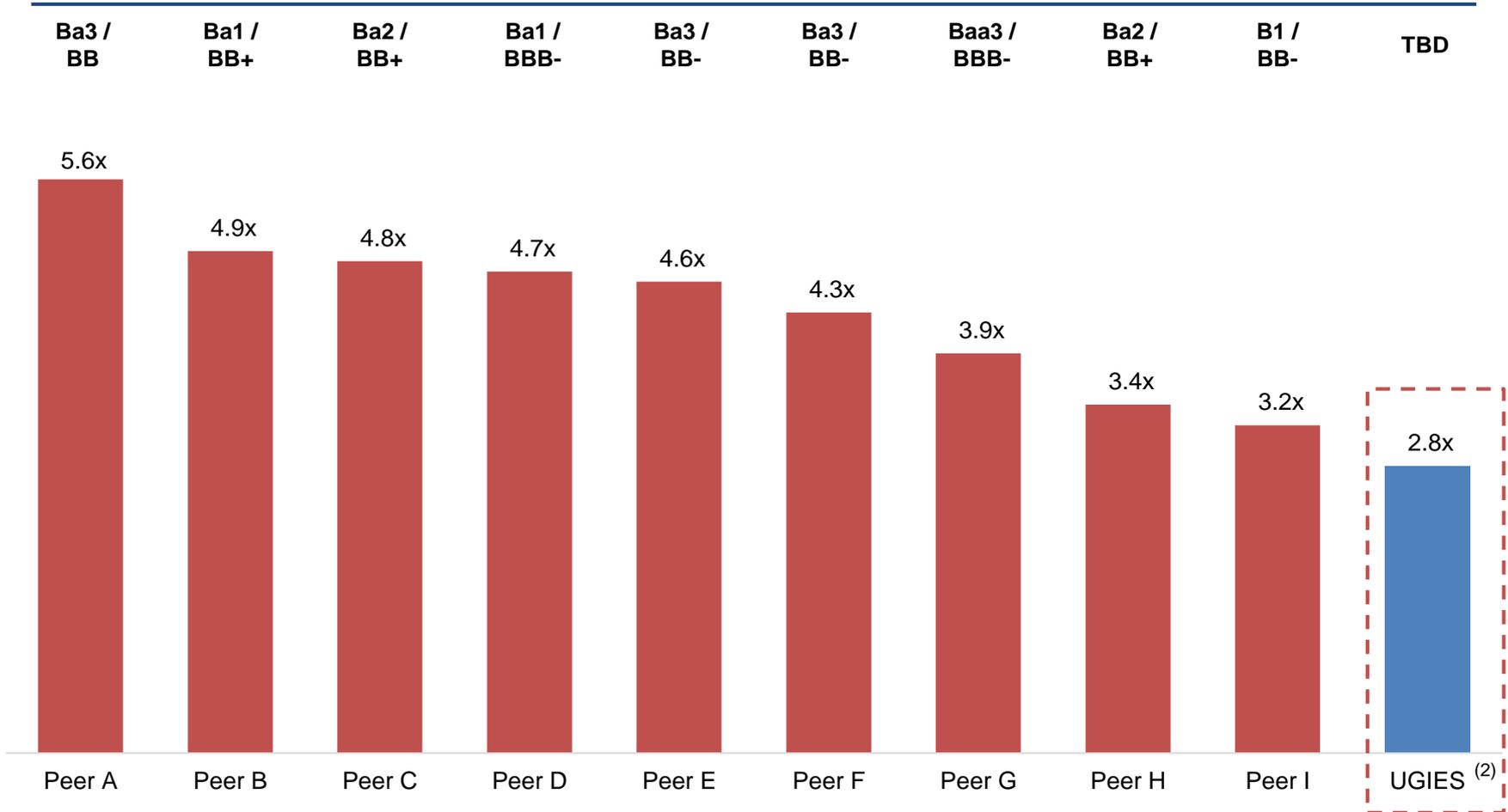


5

## Low opening leverage when in comparison to industry peers

2019E Total Leverage<sup>(1)</sup>

Credit Rating (Moody's / S&P):



Source: Wall Street Research and company filings. Peer group consists of AM, CEQP, CNXM, DCP, ENBL, ENLC, EQM, SMLP, and TRGP. Credit Rating based on corporate family rating.

(1) Rating agency leverage that reflects adjustments made to total debt and EBITDA that Moody's typically applies.

(2) Represents leverage based on LTM pro forma Adjusted EBITDA.

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## UGIES Supported by Strong Relationships Across UGI Businesses

**UGIES is a key strategic priority for UGI and benefits from the support of both the corporate entity and other UGI businesses, together a ~\$17bn company<sup>(1)</sup>**

- UGIES has been a critical driver of growth for UGI Corp and is a focus of UGI Corp’s natural gas business growth strategy
- UGI has a demonstrated track record of investment in its midstream business, which it has grown both organically and through M&A with total cumulative capital investment of over \$1.2 billion from \$135mm in annual margin in 2010 to \$310mm in 2018

### UGIES benefits from strong relationships with UGI family of companies

#### UGI Corp is a strong source of capital to fund UGIES’s growth

- UGI Corp committed to \$3.7 billion of capex across the company through 2022, 70% of which will be dedicated UGIES and Utilities



#### Strong contractual relationships with UGI Utilities

- UGI Utilities is the primary counterparty for UGIES’s LNG / Peak Shaving business as well as a key end user on the Auburn pipeline
- UGIES provides a source of competitive low-cost supply to the UGI Utilities, creating a synergistic relationship which helps add new customers to the UGI Utilities network
- New CMG assets will provide additional retail marketing opportunities

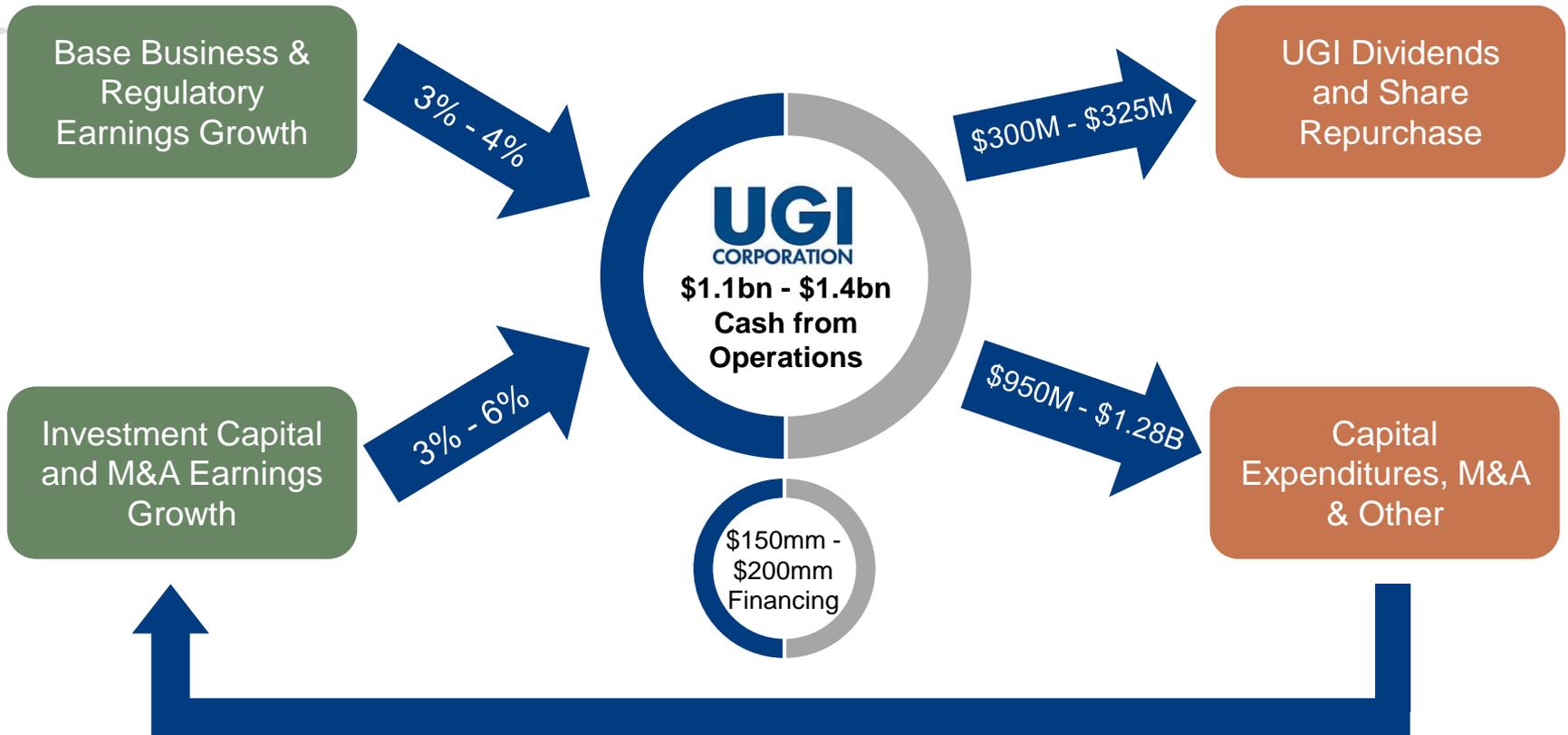
#### CMG acquisition drives potential for stronger relationships with AmeriGas & International

- CMG’s access to wet gas processing will open up propane supply opportunities
- This new propane source could be an attractive and cost effective supply alternative for AmeriGas and UGI International
- Could also eliminate the need for AmeriGas to utilize 3<sup>rd</sup> party marketers to source propane

(1) Pro forma for AmeriGas Partners, L.P. (“APU”) buy-in simplification transaction by UGI, where UGI will issue 34.6mm shares to APU unit holders and pay \$7.63 per APU unit. UGI consolidates 100% of APU EBITDA currently. Pro forma for CMG acquisition. Assumes pro forma share count of 208.8mm UGI shares, \$6,641mm total debt, and \$363mm cash as of 7/16/2019.  
 (2) Represents multi-year average targets.

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## Strategic relationship with UGI family of companies



CMG acquisition illustrates UGI Corporation's commitment to utilizing FCF to invest in Midstream & Marketing

## Experienced Management with Proven Track Record

**Joe Hartz**  
UGIES  
Chief Executive  
Officer

- Oversees all operations of UGIES including Human Resources, Sales and Marketing, Finance, Business Development, Gas Supply, Customer Scheduling, Information Technology, Plant Operations, Construction and Engineering
- Has been with UGI for over thirty years, ten years at the Utilities division before moving to UGIES
- Holds a B.S. in Accounting from Pennsylvania State University
- Completed the Advanced Management Program at MIT

**Ann Doerries**  
UGIES  
Chief Financial  
Officer

- Responsible for all financial and risk management activities including accounting, financial planning and analysis, risk and internal control and credit
- Previously held positions at Kinder Morgan, LyondellBasell, Deloitte Consulting, Reliant Energy, and Baker Hughes
- Holds a BBA in Accounting and Marketing from the University of Texas at Austin and is a Certified Public Accountant

**Dante D'Alessandro**  
UGIES  
VP of Engineering  
and Operations

- Oversees the development of all new infrastructure projects through their entire life cycle, which includes engineering and design, land acquisition, permitting, procurement and construction, and responsible for all asset operations
- Holds a B.S. in Mechanical Engineering from Pennsylvania State University and is a licensed Professional Engineer in the Commonwealth of Pennsylvania

**Matthew Dutzman**  
UGIES  
VP of Business  
Development &  
Power

- Responsible for all corporate development activities for midstream and marketing, including the companies' capital project development and M&A activity. Also, oversees power generation and marketing
- Previously held positions with Southern California Gas Company, Brentwood Resources, Arthur D. Little, and Consolidated Edison
- Holds an MBA from the University of Southern California and a B.S. from Pennsylvania State University

**Michael Gibbs**  
UGIES  
VP of Commodity  
Marketing

- Responsible for the overall strategic and tactical management of commodity sales & marketing
- Previously held positions with TXU Energy, Enserch Energy Services, and Direct Gas Supply Corp.
- Graduate of the New York City College of Technology of the City University of NY

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# Management has Successfully Built an Appalachian Business

- Completed 1<sup>st</sup> phase of Auburn expansion
- Announced Union Dale lateral, PennEast Pipeline project, and Temple liquefaction expansion

2013 -2014



- Acquired Columbia Midstream Group, strategically creating pan-Appalachia G&P system

2019

2017-2018

- Acquired Texas Creek and Ponderosa Gathering Systems
- Announced Bethlehem LNG
- Received FERC Certificate for PennEast

2015-2016

- Initiated construction of Manning and Steelton LNG facilities
- Announced Sunbury Pipeline

2011-2012

- Acquired 15MM Dths of storage
- Announced \$150mm Auburn expansion
- Completed 4-fold expansion of Temple LNG facility

- 2010
- Announced \$300mm in Marcellus Development Projects



■ Marcellus Shale

## 4. Syndication Details

## Senior Secured Term Loan B

<b>Borrower:</b>	<ul style="list-style-type: none"> <li>UGI Energy Services, LLC (“UGIES” or the “Company”)</li> </ul>
<b>Facility:</b>	<ul style="list-style-type: none"> <li>\$700 million Senior Secured Term Loan B (the “TLB”)</li> </ul>
<b>Tenor:</b>	<ul style="list-style-type: none"> <li>7 years (2026)</li> </ul>
<b>Use of Proceeds:</b>	<ul style="list-style-type: none"> <li>Net proceeds will be used to finance the purchase of Columbia Midstream Group, LLC (the “Target”) and associated transaction fees &amp; expenses</li> </ul>
<b>Indicative Rate / Floor / OID:</b>	<ul style="list-style-type: none"> <li>TBD</li> </ul>
<b>Amortization:</b>	<ul style="list-style-type: none"> <li>1.0% per annum</li> </ul>
<b>Incremental:</b>	<ul style="list-style-type: none"> <li>\$150 million fixed dollar basket plus additional amounts subject to closing date senior secured net leverage; 50 bps MFN for life</li> </ul>
<b>Call Protection:</b>	<ul style="list-style-type: none"> <li>101 soft call for 6 months</li> </ul>
<b>Guarantors:</b>	<ul style="list-style-type: none"> <li>Each of the Company’s material domestic restricted subsidiaries (10% or greater of EBITDA or total assets) excluding any receivables entities, subject to customary exceptions and limitations</li> </ul>
<b>Security:</b>	<ul style="list-style-type: none"> <li>First priority perfected security interest in, and mortgages on, substantially all tangible and intangible assets of the Company and subsidiary guarantors (including equity interests held by the Company and subsidiary guarantors (limited to 2/3rds in the case of first tier foreign subsidiaries)), subject to certain exceptions and limitations</li> </ul>
<b>Mandatory Prepayments:</b>	<ul style="list-style-type: none"> <li>Customary for facilities of this type, including but not limited to: <ul style="list-style-type: none"> <li>Excess Cash Flow – 75% with step-downs to 50% and 0% based on achievement of 4.0x and 2.375x total net leverage, respectively, subject to customary exceptions and limitations</li> <li>100% of net cash proceeds from asset sales, subject to customary reinvestment rights</li> <li>100% of net cash proceeds from certain non-permitted debt issuances</li> </ul> </li> </ul>
<b>Affirmative Covenants:</b>	<ul style="list-style-type: none"> <li>Customary for facilities of this type</li> </ul>
<b>Negative Covenants:</b>	<ul style="list-style-type: none"> <li>Customary for facilities of this type and including limitations on indebtedness, liens, mergers and acquisitions, asset sales, restricted payments, repayments of junior indebtedness, transactions with affiliates, and investments including but not limited to: <ul style="list-style-type: none"> <li>General restricted payment basket not to exceed \$25 million</li> <li>Restricted payments not in excess of the retained portion of cumulative excess cash flow subject to no event of default and pro forma compliance with the Financial Covenant</li> </ul> </li> </ul>
<b>Financial Covenant:</b>	<ul style="list-style-type: none"> <li>Minimum Debt Service Coverage Ratio of 1.10x</li> </ul>

## Preliminary Financing Timeline

July 2019

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

August 2019

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

- Bank holiday
- Key date

<b>July 2<sup>nd</sup>, 2019</b>	<ul style="list-style-type: none"> <li>Announce definitive agreement for UGIES to acquire CMG</li> </ul>
<b>July 25<sup>th</sup>, 2019</b>	<ul style="list-style-type: none"> <li>Launch TLB via Bank Meeting in New York</li> </ul>
<b>Week of August 5<sup>th</sup></b>	<ul style="list-style-type: none"> <li>Commitments due (8/7)</li> <li>Price and allocate TLB (8/8)</li> </ul>
<b>Mid August 2019</b>	<ul style="list-style-type: none"> <li>Close &amp; fund transaction concurrent with M&amp;A closing</li> </ul>

# Appendix

## Senior Secured Revolving Credit Facility

<b>Borrower:</b>	<ul style="list-style-type: none"> <li>UGI Energy Services, LLC (“UGIES” or the “Company”)</li> </ul>
<b>Facility:</b>	<ul style="list-style-type: none"> <li>\$200 million Revolving Credit Facility (reduced from \$240 million)</li> </ul>
<b>Administrative Agent:</b>	<ul style="list-style-type: none"> <li>JPMorgan Chase Bank, N.A.</li> </ul>
<b>Joint Lead Arrangers:</b>	<ul style="list-style-type: none"> <li>JPMorgan Chase Bank, N.A., PNC Capital Markets LLC and Wells Fargo Securities, LLC.</li> </ul>
<b>Maturity:</b>	<ul style="list-style-type: none"> <li>March 1, 2021</li> </ul>
<b>Rate / Commitment Fee:</b>	<ul style="list-style-type: none"> <li>L+225 bps / 40 bps, currently (subject to ratings based grid, same as existing)</li> </ul>
<b>Incremental</b>	<ul style="list-style-type: none"> <li>\$60 million for incremental revolving commitments (same as existing)</li> </ul>
<b>Guarantors:</b>	<ul style="list-style-type: none"> <li>Same as existing</li> </ul>
<b>Security:</b>	<ul style="list-style-type: none"> <li>Shared on a pari passu basis with the Term Loan B, a first priority perfected security interest in, and mortgages on, substantially all tangible and intangible assets of the Company and subsidiary guarantors (including equity interests held by the Company and subsidiary guarantors (2/3rd in the case of first tier foreign subsidiaries)), subject to certain exceptions and limitations (currently unsecured)</li> </ul>
<b>Affirmative Covenants:</b>	<ul style="list-style-type: none"> <li>Customary for facilities of this type (same as existing)</li> </ul>
<b>Negative Covenants:</b>	<ul style="list-style-type: none"> <li>Customary for facilities of this type and including limitations on indebtedness, liens, guarantees, mergers and acquisitions, asset sales, restricted payments, transactions with affiliates, and investments (including permitting the incurrence of the TLB and other changes to be mutually agree, otherwise generally same as existing)</li> </ul>
<b>Financial Covenant:</b>	<ul style="list-style-type: none"> <li>Maximum Leverage Ratio of 3.5x with step up to 4.0x during any two quarter period in which there is a purchase of assets with a value exceeding \$250mm, subject to customary limitations and exceptions (currently 3.5x, only)</li> <li>Minimum Interest Coverage of 3.5x (same as existing)</li> </ul>

# Non-GAAP Reconciliations (UGI Corporation Adjusted Earnings Per Share)

(Millions of dollars, except per share amounts)

	Year Ended September 30,									
	2010	2011	2012	2013	2014	2015	2016	2017	2018	
<b>Non-GAAP Reconciliation:</b>										
<b>Adjusted net income attributable to UGI Corporation:</b>										
Net income attributable to UGI Corporation	\$251.8	\$245.4	\$210.2	\$278.1	\$337.2	\$281.0	\$364.7	\$436.6	\$718.7	
Net losses (gains) on commodity derivative instruments not associated with current-period transactions (net of tax of \$(5.8), \$11.5, \$6.3, \$3.1, \$(4.5), \$(30.9), \$13.5, \$31.9, and \$26.7 respectively)	8.2	(17.4)	(8.9)	(4.3)	6.6	53.3	(29.9)	(51.2)	(68.1)	
Integration and acquisition expenses associated with Finagaz acquired on May 29, 2015 (net of tax of \$0, \$0, \$0, \$(2.2), \$(7.7), \$(10.6), \$(13.7), and \$(13.7) respectively)					4.3	14.9	17.3	26.2	18.5	
Unrealized losses (gains) on foreign current derivative instruments (net of tax of \$(9.9) and \$9.3 in 2017 and 2018, respectively)	-	-	-	-	-	-	-	13.9	(19.6)	
Loss on extinguishments of debt (net of tax of \$0, \$0, \$(1.4), \$0, \$0, \$0, \$(5.0), \$(6.1), and \$0 respectively)			2.2		-	-	7.9	9.6	-	
Costs associated with extinguishment of debt (net of tax of \$0, \$(6.6), \$0, \$0, \$0, \$(5.7), \$0, \$0, and \$0 respectively)	-	10.4	-	-	-	4.6	-	-	-	
Impact of retroactive change in French tax law	-	-	-	-	5.7	-	-	-	-	
Integration and acquisition expenses associated with the retail propane businesses of Energy Transfer Partners, L.P. ("Heritage Propane") acquired by the Partnership on January 12, 2012 (net of tax of \$0, \$0, \$(5.6), \$(2.8), \$0, \$0, \$0, and \$0 respectively)	-	-	8.8	4.4	-	-	-	-	-	
Impairment of Partnership tradenames and trademarks (net of tax of \$(5.8) in 2018)	-	-	-	-	-	-	-	-	14.5	
Impact from change in French tax rate	-	-	-	-	-	-	-	(29.0)	(12.1)	
Remeasurement impact from TCJA	-	-	-	-	-	-	-	-	(166.3)	
Gain on sale of Atlantic Energy (net of tax of \$19.3 in 2010)	(17.2)	0.0	-	-	-	-	-	-	-	
<b>Adjusted net income attributable to UGI Corporation</b>	<b>\$242.8</b>	<b>\$238.4</b>	<b>\$212.3</b>	<b>\$278.2</b>	<b>\$353.8</b>	<b>\$353.8</b>	<b>\$360.0</b>	<b>\$406.1</b>	<b>\$485.6</b>	
<b>Adjusted diluted earnings per common share attributable to UGI stockholders:</b>										
UGI Corporation earnings per share - diluted	\$1.52	\$1.45	\$1.24	\$1.60	\$1.92	\$1.60	\$2.08	\$2.46	\$4.06	
Net losses (gains) on commodity derivative instruments not associated with current-period transactions	0.05	(0.10)	(0.05)	(0.02)	0.04	0.30	(0.17)	(0.29)	(0.39)	
Integration and acquisition expenses associated with Finagaz acquired on May 29, 2015	-	-	-	-	0.03	0.08	0.10	0.15	0.10	
Unrealized (gains) losses on foreign currency derivative instruments	-	-	-	-	-	-	-	0.08	(0.11)	
Loss on extinguishments of debt	-	0.06	0.01	-	-	-	0.04	0.05	-	
Costs associated with extinguishment of debt	-	-	-	-	-	0.03	-	-	-	
Impact from change in French tax rate	-	-	-	-	0.03	-	-	(0.16)	(0.07)	
Integration and acquisition expenses associated with the retail propane businesses of Energy Transfer Partners, L.P. ("Heritage Propane") acquired by the Partnership on January 12, 2012	-	-	0.05	0.03	-	-	-	-	-	
Impairment of Partnership tradenames and trademarks	-	-	-	-	-	-	-	-	0.08	
Remeasurement impact from TCJA	-	-	-	-	-	-	-	-	(0.93)	
Gain on sale of Atlantic Energy	(0.11)	-	-	-	-	-	-	-	-	
<b>Adjusted diluted earnings per share</b>	<b>\$1.46</b>	<b>\$1.41</b>	<b>\$1.25</b>	<b>\$1.61</b>	<b>\$2.02</b>	<b>\$2.01</b>	<b>\$2.05</b>	<b>\$2.29</b>	<b>\$2.74</b>	

## Non-GAAP Reconciliations (UGI Corporation Free Cash Flow)

(Millions of dollars, except otherwise noted)

	Year Ended September 30,										
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>Net Cash Provided by Operating Activities</b>	\$178.5	\$141.9	\$132.7	\$203.5	\$247.5	\$249.1	\$260.7	\$437.7	\$279.4	\$456.2	\$464.4
Less: Expenditures for property, plant, and equipment	(69.2)	(70.2)	(71.0)	(78.0)	(94.7)	(100.9)	(133.7)	(158.4)	(191.7)	(223.1)	(232.1)
<b>Free Cash Flow Before Distributions on AmeriGas Partners Publicly Held Common Units</b>	\$ 109.3	\$ 71.7	\$ 61.7	\$ 125.5	\$ 152.8	\$ 148.2	\$ 127.0	\$ 279.3	\$ 87.7	\$ 233.1	\$ 232.3
Less: Distributions on AmeriGas Partners Publicly Held Common Units	(39.0)	(39.0)	(39.1)	(44.3)	(53.5)	(56.4)	(62.4)	(66.6)	(73.6)	(85.0)	(80.9)
<b>UGI Free Cash Flow After Distributions on AmeriGas Partners Publicly held Common Units</b>	\$ 70.3	\$ 32.7	\$ 22.6	\$ 81.2	\$ 99.3	\$ 91.8	\$ 64.6	\$ 212.7	\$ 14.1	\$ 148.1	\$ 151.4

	Year Ended September 30,									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Net Cash Provided by Operating Activities</b>	\$665.0	\$598.8	\$554.7	\$707.7	\$801.5	\$1,005.4	\$1,163.8	\$969.7	\$964.4	\$1,085.3
Less: Expenditures for property, plant, and equipment	(301.8)	(347.3)	(360.7)	(339.4)	(486.0)	(456.8)	(490.6)	(563.8)	(638.9)	(574.9)
<b>Free Cash Flow Before Distributions on AmeriGas Partners Publicly Held Common Units</b>	\$ 363.2	\$ 251.5	\$ 194.0	\$ 368.3	\$ 315.5	\$ 548.6	\$ 673.2	\$ 405.9	\$ 325.5	\$ 510.4
Less: Distributions on AmeriGas Partners Publicly Held Common Units	(90.4)	(89.1)	(93.7)	(181.7)	(226.5)	(237.7)	(248.9)	(257.3)	(261.6)	(263.0)
<b>UGI Free Cash Flow After Distributions on AmeriGas Partners Publicly held Common Units</b>	\$ 272.8	\$ 162.4	\$ 100.3	\$ 186.6	\$ 89.0	\$ 310.9	\$ 424.3	\$ 148.6	\$ 63.9	\$ 247.4

## Non-GAAP Reconciliations (UGI Energy Services Margin)

(Millions of dollars, except otherwise noted)

	Year Ended September 30,										
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	LTM 3/31/19
Total Revenues - Midstream & Marketing	\$1,309.5	\$1,222.6	\$1,155.9	\$942.2	\$1,122.8	\$1,473.7	\$1,181.4	\$876.6	\$1,121.2	\$1,421.7	\$1,530.3
Total Cost of Sales - Midstream & Marketing <sup>(1)</sup>	(1,147.8)	(1,055.5)	(986.5)	(779.7)	(927.3)	(1,149.8)	(872.4)	(612.2)	(856.7)	(1,090.8)	(1,260.0)
Margin - Midstream & Marketing	161.7	167.1	169.4	162.5	195.5	323.9	309.0	264.4	264.5	330.9	270.3
Less: HVAC Margin	(35.5)	(31.8)	(32.0)	(32.1)	(31.5)	(31.6)	(24.4)	(23.4)	(19.8)	(21.2)	(20.9)
<b>UGI Energy Services Margin</b>	<b>\$126.2</b>	<b>\$135.3</b>	<b>\$137.4</b>	<b>\$130.4</b>	<b>\$164.0</b>	<b>\$292.3</b>	<b>\$284.6</b>	<b>\$241.0</b>	<b>\$244.7</b>	<b>\$309.7</b>	<b>\$249.4</b>
Add: CMG Margin									77.2	103.7	112.8
<b>Pro Forma UGI Energy Services Margin</b>									<b>\$ 321.9</b>	<b>\$ 413.4</b>	<b>\$ 362.2</b>

### Margin Breakdown:

Commodity Marketing	\$42.2	\$60.2	\$67.5	\$56.9	\$57.6	\$61.9	\$60.6	\$45.7	\$48.8	\$49.8	\$48.1
Midstream	49.0	47.4	51.7	57.5	74.9	184.9	180.4	161.1	168.0	225.0	173.9
Power Generation	35.0	27.7	18.2	16.0	31.5	45.5	43.6	34.2	27.9	34.9	27.4
<b>UGI Energy Services Margin</b>	<b>\$126.2</b>	<b>\$135.3</b>	<b>\$137.4</b>	<b>\$130.4</b>	<b>\$164.0</b>	<b>\$292.3</b>	<b>\$284.6</b>	<b>\$241.0</b>	<b>\$244.7</b>	<b>\$309.7</b>	<b>\$249.4</b>
Add: CMG Margin									77.2	103.7	112.8
<b>Pro Forma UGI Energy Services Margin</b>									<b>\$ 321.9</b>	<b>\$ 413.4</b>	<b>\$ 362.2</b>

Note: Midstream & Marketing is a reportable segment of UGI Corporation.

(1) Total cost of sales excludes changes in unrealized gains and losses on commodity derivative instruments. No depreciation is included in cost of sales

## Non-GAAP Reconciliations (UGI Energy Services EBITDA)

(Millions of dollars, except otherwise noted)

	Year Ended September 30,					
	2014	2015	2016	2017	2018	LTM 3/31/19
Net Income - Midstream & Marketing	\$ 116.7	\$ 107.5	\$ 87.1	\$ 86.9	\$ 196.8	\$ 77.3
Income tax expense (benefit)	77.2	73.0	57.5	54.5	(20.5)	33.2
Interest expense	2.9	2.1	2.1	2.1	2.4	1.8
Depreciation and amortization	24.2	28.0	30.6	35.4	43.5	45.6
<b>EBITDA - Midstream &amp; Marketing</b>	<b>221.0</b>	<b>210.6</b>	<b>177.3</b>	<b>178.9</b>	<b>222.2</b>	<b>157.9</b>
Less: HVAC EBITDA	0.7	1.2	(2.4)	0.4	(1.2)	3.1
<b>UGI Energy Services EBITDA</b>	<b>\$ 221.7</b>	<b>\$ 211.8</b>	<b>\$ 174.9</b>	<b>179.3</b>	<b>221.0</b>	<b>161.0</b>
Add: Adjusted LTM CMG EBITDA <sup>(1)</sup>				54.7	82.5	91.1
<b>Pro Forma Adjusted UGI Energy Services EBITDA</b>				<b>\$ 234.0</b>	<b>\$ 303.5</b>	<b>\$ 252.1</b>

Note: Midstream & Marketing is a reportable segment of UGI Corporation.

(1) CMG EBITDA adjusted for loss on sale of miscellaneous assets and allocated parent overhead expenses.