Questar’s Businesses

About $4.5 billion enterprise value

Wexpro
Questar Pipeline
Questar Gas
Questar Fueling

Development & Production
Transmission
Distribution
Compression
Market Dynamics

Continuing Price Gap Between CNG/Diesel

• EIA Forecasts
  • Forward looking price differential remains favorable between diesel and natural gas

*Forecast is in 2010 dollars

Graph obtained from the Annual Energy Outlook 2012 by the EIA at www.EIA.gov

QUESTAR
Fueling
Natural Gas for Vehicles™
Market Dynamics

CNG-Diesel Spread Impact on Customers

Current National Average Spread of $1.74

Payback For CNG-Diesel Spread with Current Incremental Cost:

*Assumes Incremental CNG cost of $60,000, driving 120,000 miles per year, 6 miles per gallon of CNG & 7.2 miles per gallon of diesel, Price of diesel at $3.89 per gallon, and no tax credits

Payback For CNG-Diesel Spread with Projected Incremental Cost:

*Assumes Incremental CNG cost of $30,000, driving 120,000 miles per year, 6 miles per gallon of CNG & 7.2 miles per gallon of diesel, Price of diesel at $3.89 per gallon, and no tax credits
Market Dynamics

Impact from Change in Commodity Prices

• The price of CNG on a gallon equivalent is less sensitive to a change in commodity price than diesel.

*Data obtained from the Alternative Fuels Data Center
Market Dynamics

Projected Number of NGV’s

Projected Natural Gas Vehicle Count

- Heavy Trucks
- Medium Trucks
- Fleet Light Truck
- Fleet Passenger Vehicle
- Residential Light Truck
- Residential Passenger Vehicle

*Assumes on average each heavy truck would fuel 65 gallons of natural gas 21 days per month and each medium truck would fuel 35 gallons of natural gas 21 days per month.

Data obtained from American Clean Skies Foundation’s “Driving On Natural Gas” April 2013 Report
Market Dynamics
Projected Transportation Consumption of Natural Gas

Data obtained from American Clean Skies Foundation’s “Driving On Natural Gas” April 2013 Report
Available Fueling Options:

• Public Stations:
  • Questar and others are building publicly accessible stations across the country to provide fast-fill CNG fueling

• Private-Public Stations:
  • In this scenario, Questar locates a CNG fueling facility on your site and leases the space from you. Questar can provide private time-fill CNG for you behind the fence and publicly accessible CNG fast-fill dispensers outside the fence.

• Private Fueling
  • With high volume CNG requirements and available space, Questar can provide private CNG fueling in either fast-fill of time-fill or both.