

# QUESTAR



## CNG 4 Kansas Workshop

**Topeka, KS  
September 17, 2013**

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General Manager**



*Natural gas for vehicles*  
**QUESTAR**™  
*Fueling*

# Questar's Businesses

About \$4.5 billion enterprise value

Wexpro

Questar  
Pipeline

Questar Gas

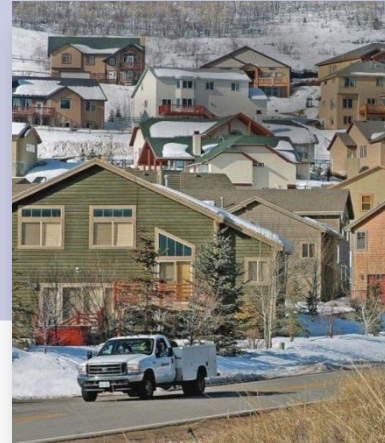
Questar  
Fueling

Development &  
Production

Transmission

Distribution

Compression

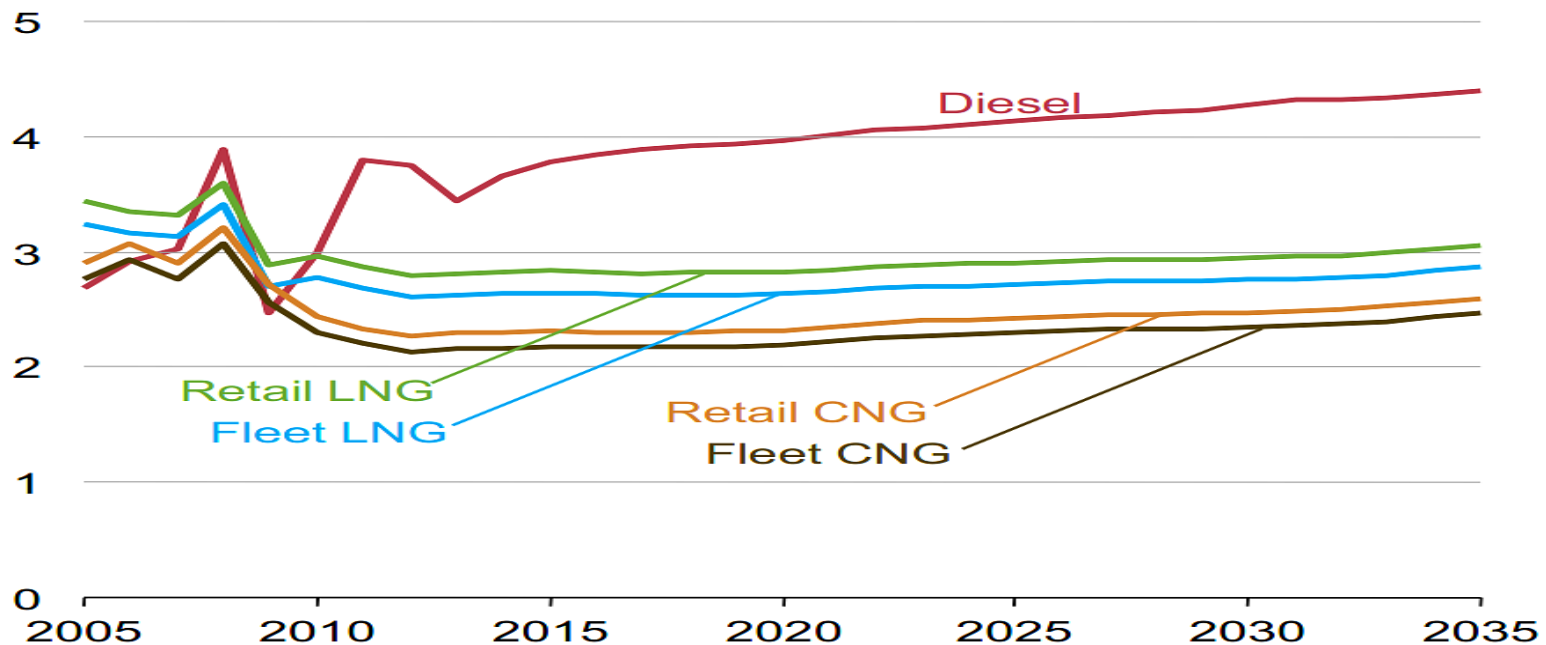


## Market Dynamics

# Continuing Price Gap Between CNG/Diesel

- EIA Forecasts

- Forward looking price differential remains favorable between diesel and natural gas



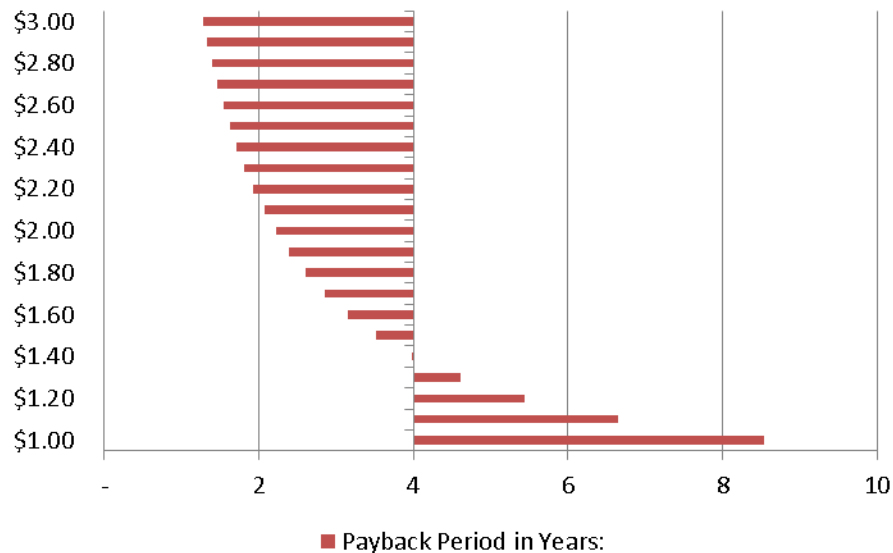
\*Forecast is in 2010 dollars

## Market Dynamics

# CNG-Diesel Spread Impact on Customers

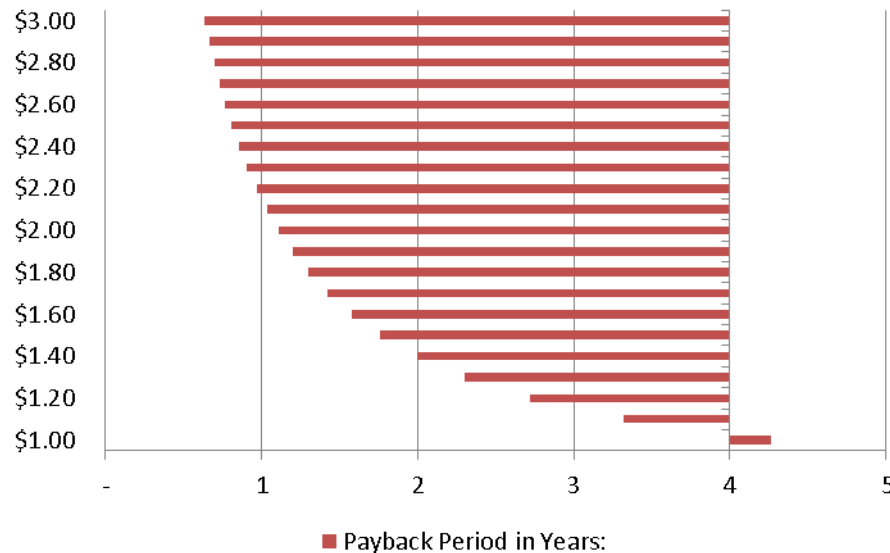
Current National Average Spread of \$1.74

**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:**

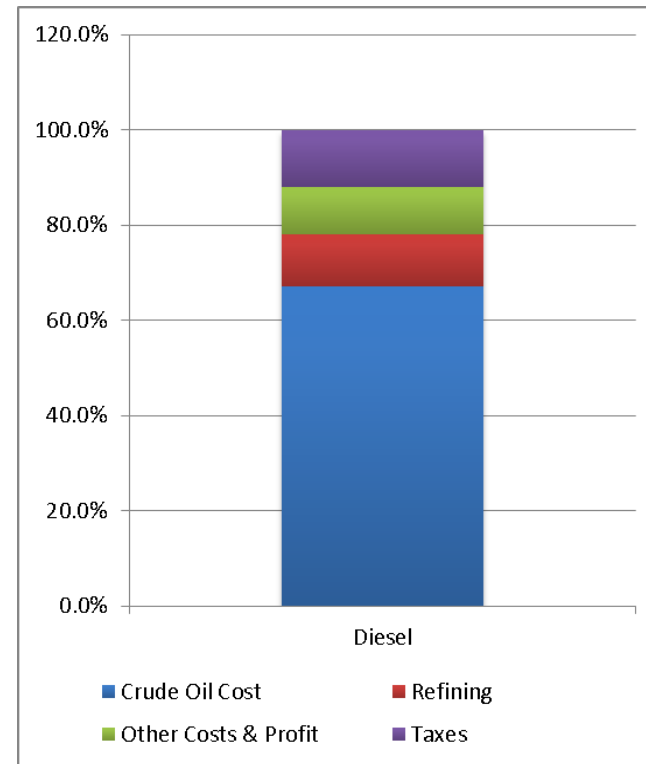
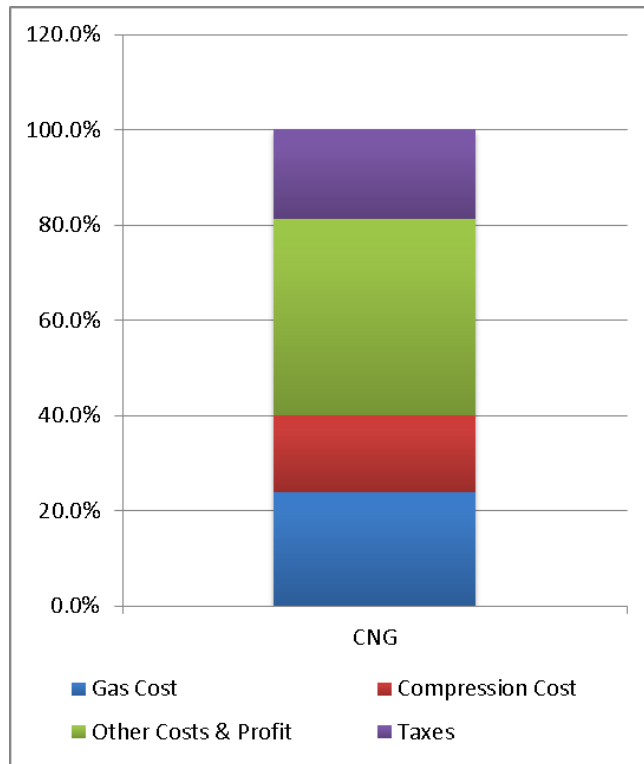


*\*Assumes Incremental CNG cost of \$30,000, driving 120,000 miles per year, 6 miles per gallon of CNG & 7.2 miles per gallon of diesel, Price of diesel at \$3.89 per gallon, and no tax credits*

## Market Dynamics

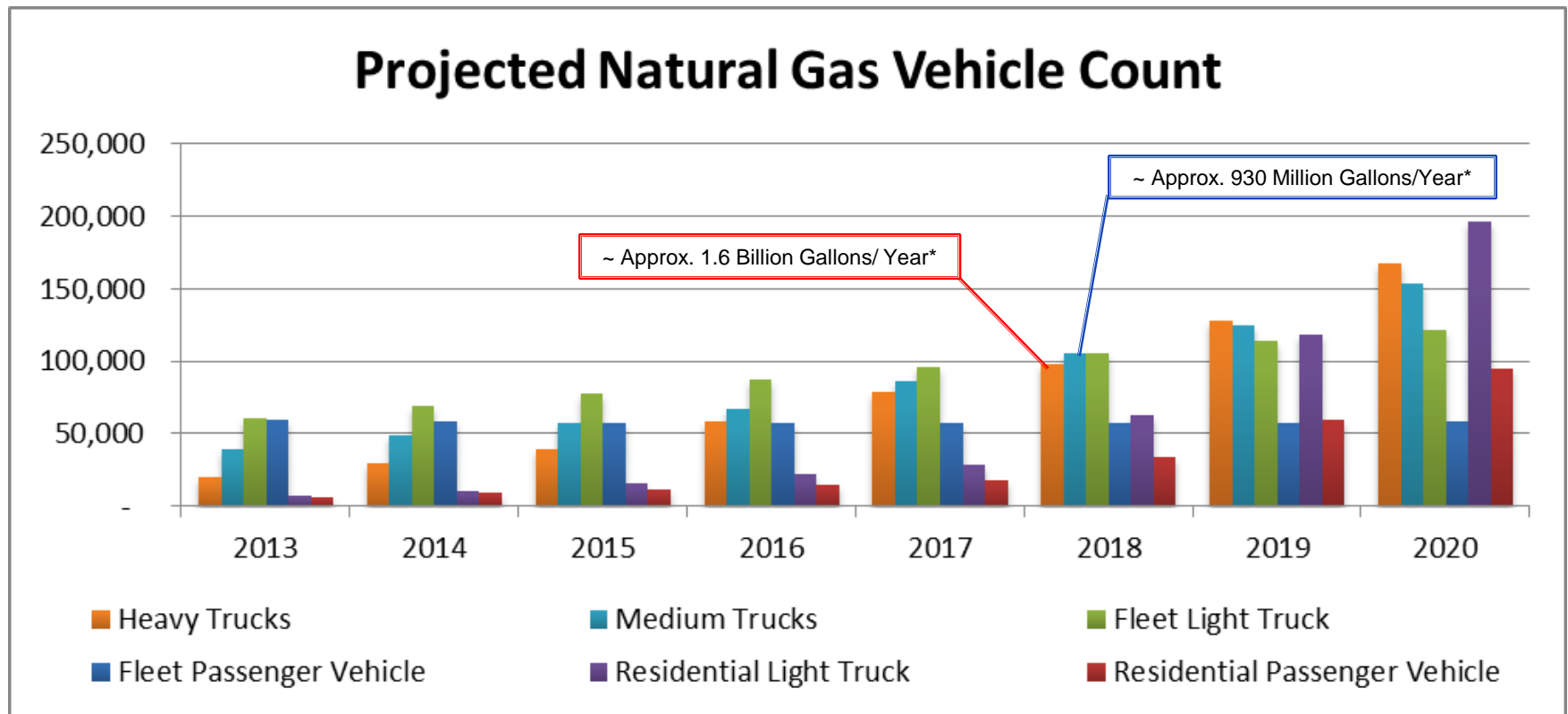
# Impact from Change in Commodity Prices

- 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*

# Projected Number of NGV's

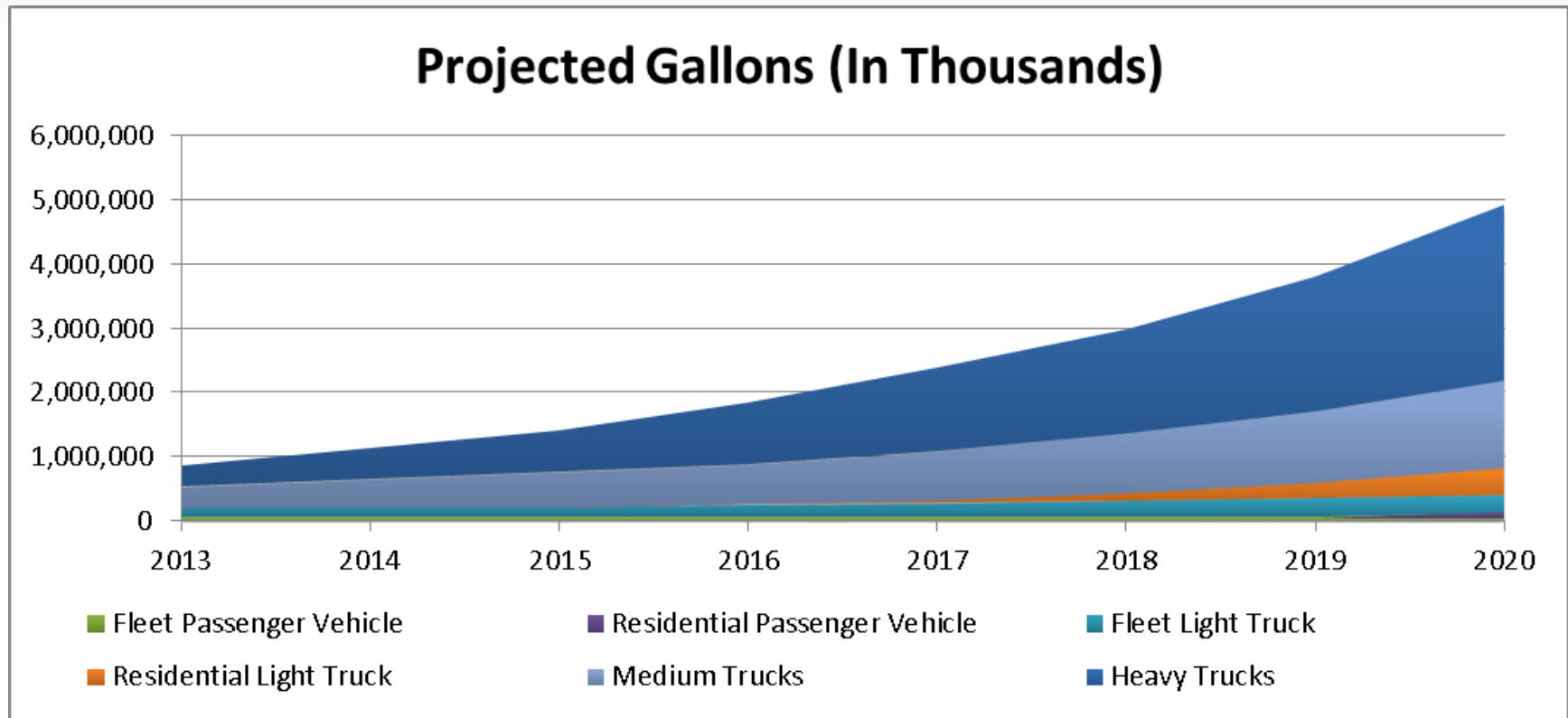


\*Assumes on average each heavy truck would fuel 65 gallons of natural gas 21 days per month and each medium truck would fuel 35 gallons of natural gas 21 days per month.



# Market Dynamics

## Projected Transportation Consumption of Natural Gas



<b>Assumptions:</b>	Fleet Passenger Vehicle	Residential Passenger Vehicle	Fleet Light Truck	Residential Light Truck	Medium Trucks	Heavy Trucks
Assumed Volume	8	8	18	18	35	65
Assumed Days/Month	10	10	10	10	21	21

## 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 or time-fill or both.

