



**Corning Natural Gas**  
 **Holding Corporation**

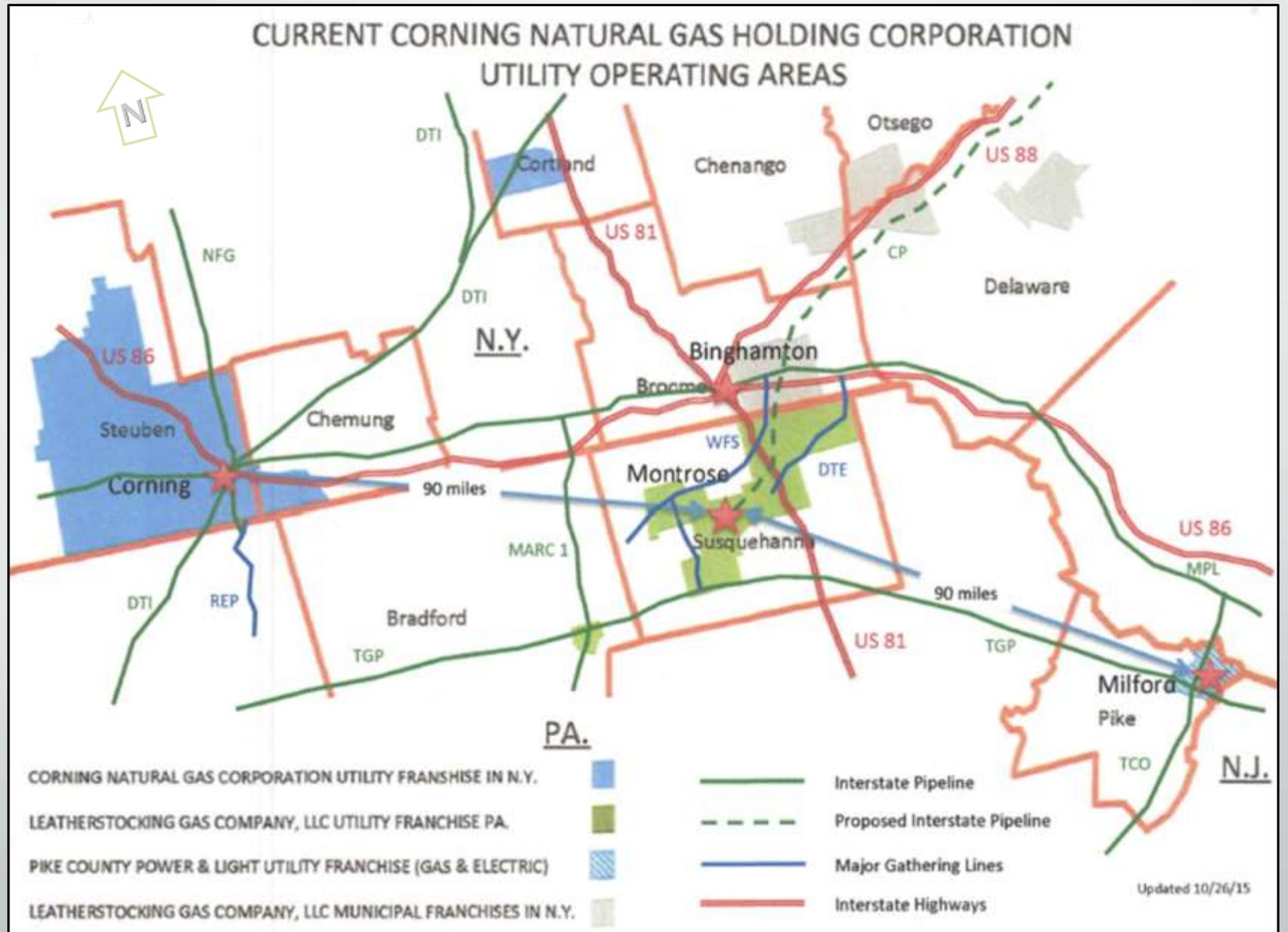
**2018**

**ANNUAL**

**SHAREHOLDER**

**MEETING**

# Core Distribution Companies Map



# VALUES



Innovation



Competence



Service



# INNOVATION

- Aggressive growth company
- Unique marketing and supply programs
- Different capital formation strategies
- New regulatory constructs



# COMPETENCE

- State-of-the-art operations
- Well-trained and motivated staff
- People oriented, not process oriented



# SERVICE



- Hometown customer service
- Superior products at very competitive prices
- Best in class reliability and safety
- Respected in the communities we serve

# 2017 ACCOMPLISHMENTS



Corning, NY, Steuben County

- Grew our customers and revenue
- Integrated Pike
- Improved our infrastructure
- Refinanced nearly all existing debt
- Issued preferred shares
- Successfully concluded CNG rate case
- Built rate base

# 2018 EXPECTATIONS & GOALS

Continue

Continue systematic replacement and leak elimination program to enhance safety and reliability

Grow

Grow existing system and connect every economically feasible customer in core territory

Develop  
and  
improve

Develop and improve strategies to maximize gas and electric supply management benefits

Ensure

Ensure gas and electric supply for growth



- Improve and enhance IT systems
- Continue to improve customer experience and relationships
  - Improve earnings

**2018 EXPECTATIONS & GOALS CONT'D**

# S U M M A R Y



Milford, PA, Pike County

- 2017 foundation year
- 2018 good start
- Corning rate order value added
- Leatherstocking growth accelerates
- Pike integration
- Overall operations performing very well
- Expectation of continued steady revenue, customer, and earnings growth



Questions  
are  
guaranteed in  
life;  
Answers  
aren't.

Thank You