



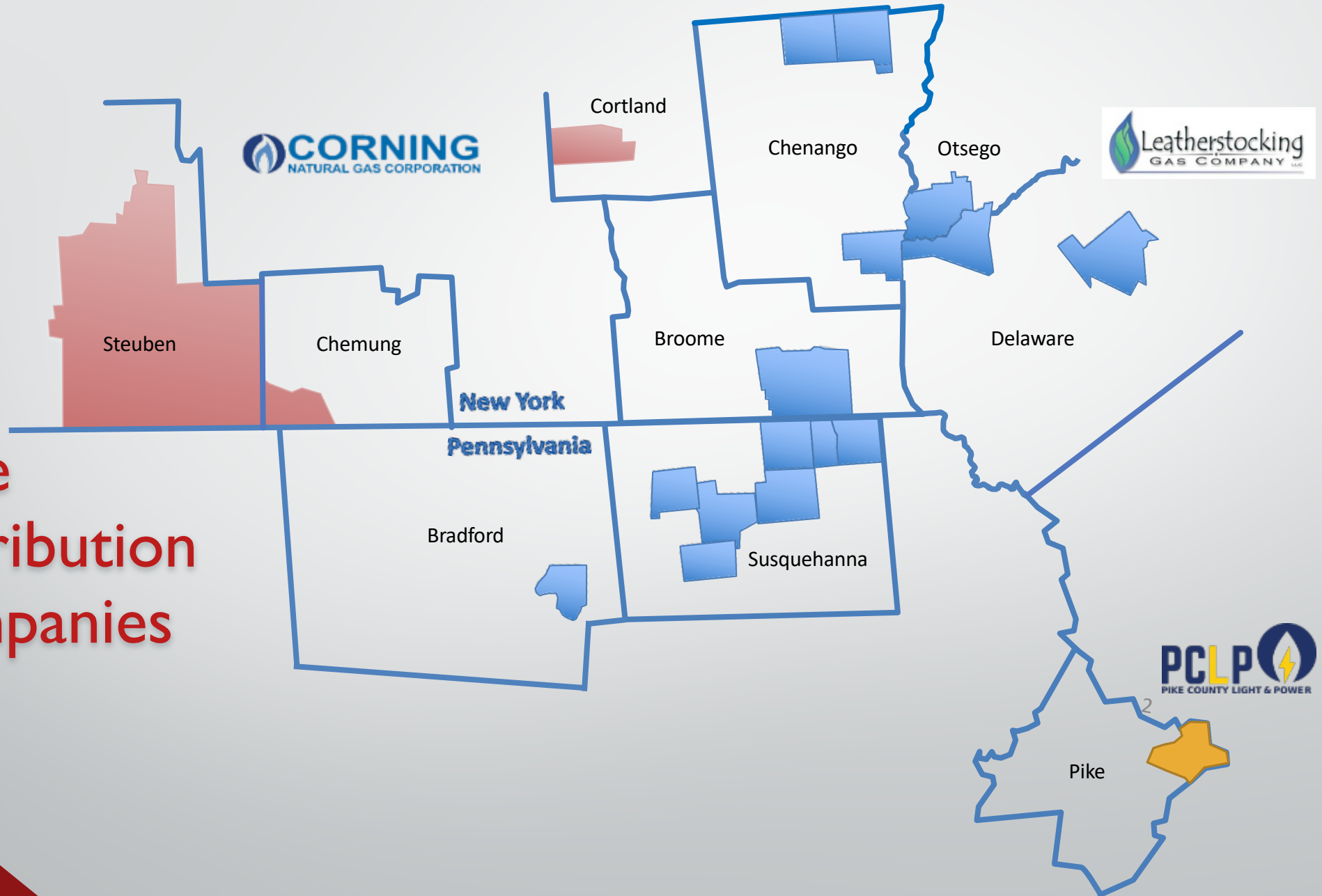
Corning Natural Gas
Holding Corporation

2019

ANNUAL

SHAREHOLDER
MEETING

Core Distribution Companies Map



VALUES



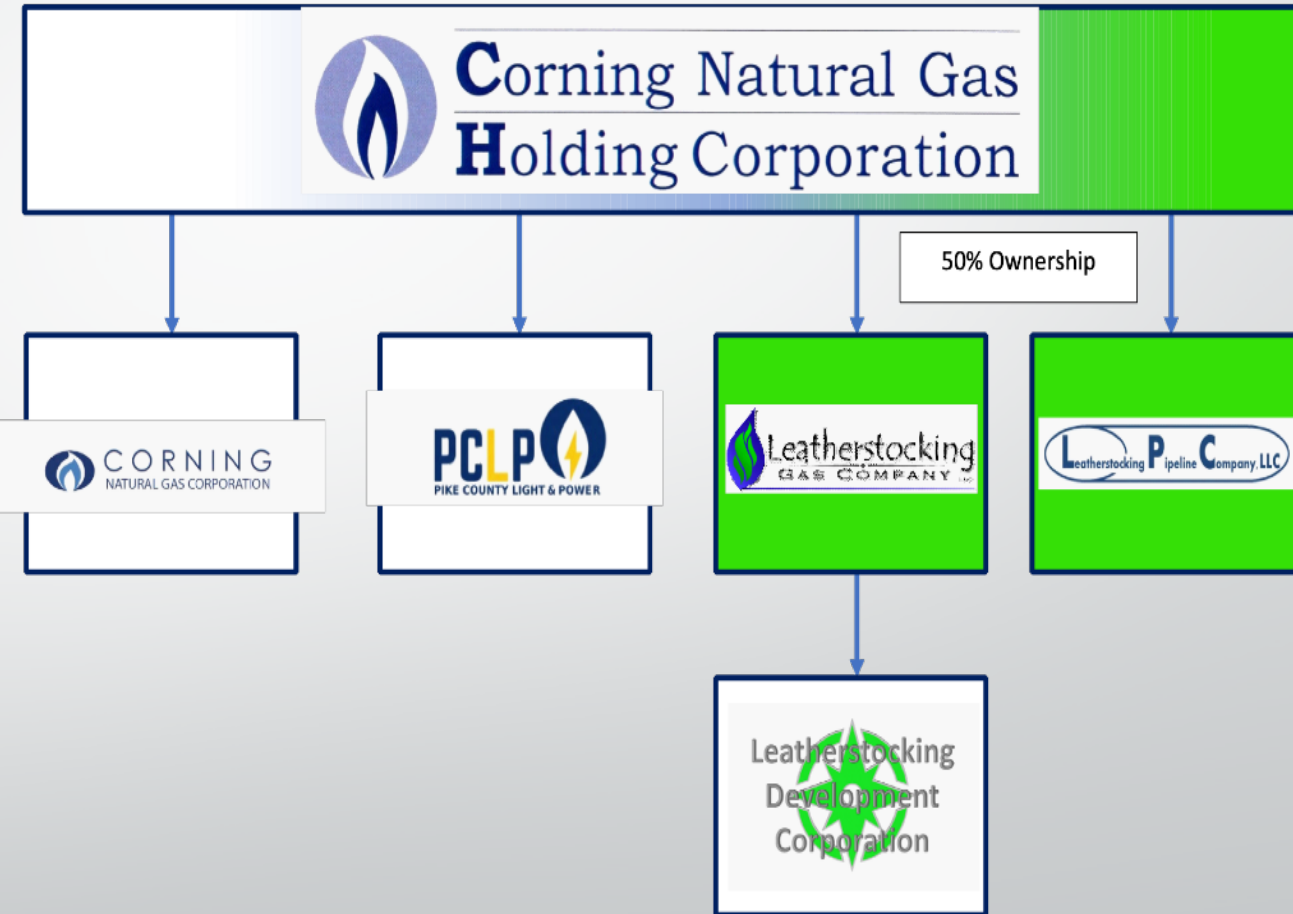
Innovation



Competence



Service



INNOVATION

- Vendor and Customer Relations
- Unique marketing and supply programs
- Different capital formation strategies
- New regulatory constructs



COMPETENCE

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



SERVICE

- Hometown customer service
- Competitive prices
- Best in class reliability and safety
- Respected in the communities we serve



Directional Drilling into rock on SR29 Montrose, PA

2018 ACCOMPLISHMENTS

- Grew top line revenue 14%
- Cash flow from operations up 100%
- Grew operating income 37%
- Invested approximately \$7.8 MM in infrastructure



2018 ACCOMPLISHMENTS cont'd

- Customer satisfaction at 92.2%
- Lost and Unaccounted For (LUAF) low
- Low cost gas supply
- Pike integrated and staffed
- Winter Storm Riley professionally handled
- IT/Cybersecurity upgraded



2019 GOALS

- Enhance profitability and cash flow
- Grow
- Operational excellence

2019 EXPECTATIONS & GOALS

G

- Continue CNG systematic replacement and leak elimination program and extend to PCLP

O

- Grow existing system and connect every economically feasible customer in core territory—rapid expansion at LGC, steady growth at CNG and PCLP

A

- Maximize energy supply management and construction/operations efficiency

L

- Ensure gas resources are in place for growth—gas & electric supply, people, vendors, financings

S

- Regulatory—file gas DSIC and gas rate case and electric LTIP at Pike; rate case at Corning



- Successfully manage Pennsylvania and New York rate cases
- Grow the core businesses at all three utilities
- Best utilities in Northeast on all major parameters—supply, growth, customer service, collections, people, and operations

2019 EXPECTATIONS & GOALS cont'd



- 2018 good year
- Corning rate order value added
- Leatherstocking growth accelerates
- Pike integration successful
- Overall operations performing very well
- Expectation of continued steady revenue, customer and earnings growth for 2019

S
U
M
M
A
R
Y



Thank You