



AGL Resources is the largest natural gas-only distribution company in the United States based on customer count. In business for more than 150 years, we're constantly working to ensure our customers have access to clean, safely delivered natural gas for decades to come. In addition to regulated utilities in seven states, we also operate complimentary non-regulated businesses that provide retail, wholesale and storage services.

Seasoned and well-regarded executive leadership, combined with our strategy of maximizing shareholder value by maintaining a long-term focus on the fundamentals of our business, positions AGL Resources as an industry leader.

## NYSE: GAS

**HEADQUARTERS:** Atlanta, GA  
**EMPLOYEES:** 6,300  
**UTILITY OPERATIONS:** 7 States  
**UTILITY CUSTOMERS SERVED:** 4.5 Million  
**RETAIL CUSTOMERS SERVED:** 1.2 Million  
**WHOLESALE GAS DELIVERY:** ~ 5 Bcf/Day  
**NON-UTILITY STORAGE (2012E):** 31 Bcf  
**MARKET CAP:** \$4.7 Billion  
**CEO:** John W. Somerhalder II  
**CFO:** Andrew W. Evans

*All statistics are as of December 7, 2011*

## ABOUT OUR BUSINESS

### Distribution Operations

Comprised of utilities in seven states that deliver natural gas to approximately 4.5 million customers, natural gas distribution is the primary focus of AGL Resources.

#### OUR SEVEN DISTRIBUTION COMPANIES:

- ◆ Atlanta Gas Light (GA)
- ◆ Chattanooga Gas (TN)
- ◆ Elizabethtown Gas (NJ)
- ◆ Elkton Gas (MD)
- ◆ Florida City Gas (FL)
- ◆ Nicor Gas (IL)
- ◆ Virginia Natural Gas (VA)

**4.5**  
MILLION  
CUSTOMERS  
SERVED

These utilities construct, manage and maintain intrastate natural gas pipelines, distribution facilities and peaking and storage facilities. Additionally, they respond to and repair gas leaks and other requests for service. AGL Resources is committed to investing in pipeline maintenance and upgrades.

### Other Businesses

Retail operations feature the marketing of natural gas and related home services, such as appliance repair and line protection plans, to customers in our utility footprint and beyond. Our wholesale services segment helps many of our utilities as well as third parties manage their natural gas assets and requirements more effectively. Midstream operations provide natural gas storage, and our containerized cargo shipping business serves ports in the Bahamas and Caribbean.

## STRONG FINANCIAL PERFORMANCE

AGL Resources remains committed to maintaining a long-term focus on the fundamentals of our business. Our operational expertise and expense discipline makes us an attractive investment option for both individual and institutional investors. In fact, we have delivered a total shareholder return of 35% over the past five years.

**35%**

**TOTAL 5-YEAR  
SHAREHOLDER  
RETURN**

*Includes reinvestment  
of dividends*

Our strategic priorities include:

#### BUSINESS

- ◆ Centralize service functions that are scalable
- ◆ Improve utility returns by operating complementary non-regulated businesses
- ◆ Target fair returns on regulated infrastructure investments

#### FINANCIAL

- ◆ Maximize return on invested capital
- ◆ Maintain financial integrity in utility and non-regulated businesses
- ◆ Grow dividends and earnings

#### INVESTORS

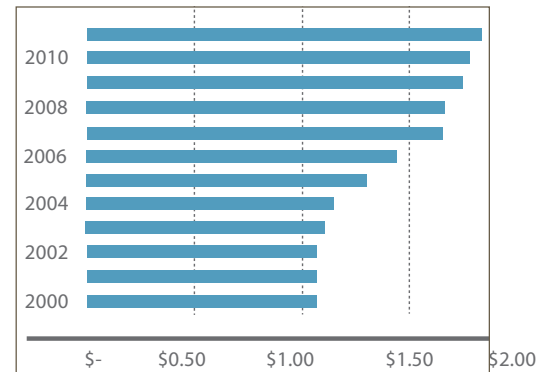
- ◆ Focus on Total Shareholder Return
- ◆ Ensure management and employee incentives are properly aligned with shareholder interests

## Considerable Scale

AGL Resources serves more natural gas customers than any other natural gas-only distribution company in the United States. This scale allows us to operate as one of the lowest cost, most diversified natural gas companies in the country.

## Dividend Growth

AGL Resources has long maintained a policy of increasing dividends in line with earnings. The company has paid 256 consecutive quarterly dividends – dating back to 1948.



## Balanced Portfolio of Companies

Our diverse portfolio of businesses provides balance and helps our company weather a variety of market pressures. However, the primary focus of our business is and has always been in distribution – delivering natural gas to our customers.