



# Fueling Conversations



May 5, 2020

For the foreseeable future, each week, Fueling Conversations – a message from Dave Bauer, President and CEO of National Fuel – will be delivered to your inbox. If you have recommendations on topics, questions, or comments, please email [corpcomm@natfuel.com](mailto:corpcomm@natfuel.com).

The past few months have been anything but ordinary for National Fuel as we adapted our operations to address the COVID-19 pandemic. Each of our businesses has been deemed an essential service and continues to operate as such, but we've taken considerable steps to limit the potential exposure of our workforce, customers, and communities in which we operate.

I am proud to say that we have continued to safely and reliably provide natural gas service to our more than 743,000 utility customers in Western New York and northwestern Pennsylvania, operate our extensive network of transportation, compression and gathering infrastructure, and produce critical natural gas supplies. The continuity of our operations is a direct result of the dedication and hard work of our 2,000-plus employees. Thank you for using your remarkable talents and skills to fuel our mutual efforts.

Last week, the [Company reported second-quarter earnings](#). In short, other than pricing and weather, the quarter was right in line with our expectations. In these uncertain times, our diversified business model continues to function as designed, providing National Fuel with stability through a consistent, predictable base of cash flows and a strong balance sheet.

Yesterday, the [Company announced it entered into a purchase and sale agreement with SWEPI LP](#), a subsidiary of Royal Dutch Shell plc, to acquire Shell's upstream and midstream gathering assets in Pennsylvania for a total consideration of approximately \$541 million. With significant economies of scale provided by Shell's large Tioga County acreage footprint, which is contiguous to our existing development areas – along with significant, integrated gathering facilities and valuable pipeline capacity – Shell's assets are a perfect fit for the



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Company's diversified business model and provide meaningful synergies with our existing operations.

## Faces of the Frontline

As Seneca Resources Company's footprint expands, they remain committed to helping those who need it most. Having heard there was a need for hand sanitizer across their western Pennsylvania operating territory, the team at Seneca set out to fill that gap. With the help

of their friends at New Pig Energy Corporation, they partnered with Elk County-based Chicken Hill Distillery, which had recently converted their operations to hand sanitizer manufacturing. After placing and receiving the order, Director of Stakeholder Relations Rob Boulware set off to make deliveries. He stopped first at the Christian Food Bank in St. Mary's followed by Helping Hands, a



neighboring food pantry in Johnsonburg. Additional boxes were given to the Elk County Commissioners to be taken to the nearby Penn Highlands Hospital. Rob rounded out his trip with a stop at the Lutheran Home in Kane, helping ensure our neighbors have the necessary supplies to effectively serve their communities during this critical time.

As this public health crisis evolves, the health and wellbeing of our employees and our communities will remain our number one priority. National Fuel will continue to monitor developments to take appropriate steps to mitigate the impacts of the COVID-19 virus for all of our stakeholders.