

# TAB 1

Dow Jones Idea Share

Editor's Choice

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## New Jersey Resources Corp

Company Report [PDF] | Custom Report

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## News

Latest News  
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## Financial Results

## Reports

## General Information

## Address/Contact

## New Jersey Resources Corporation

1415 Wyckoff Road  
 Wall, NJ 07719  
 United States  
 Map

Phone: 1-732-9381480  
 Fax: 1-732-9383154

<http://www.njresources.com/>

## Additional Company Links

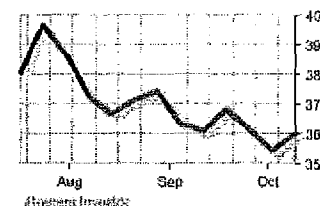
Ownership Type: Listed  
 DUNS provided by D&B : 006971592  
 Auditor/Accountant: Deloitte & Touche,  
 LLP (Deloitte Haskins & Sells)

Most Recent Stock Split:  
 1.5 (4 March 2008)

Historical Stock Split(s):  
 1.5 (4 March 2002)  
 2.0 (3 March 1987)

Stock Price  
ActivityQuote | Add to Quote  
List

## 3 Months Weekly

Ticker RIC  
NJR NJR.N

## Price

36.34

## Change

0.33

## Volume

32,200

## Exchange

New York Stock Exchange

## 52-Week High

41.99

## 52-Week Low

29.15

## Currency

USD

## Discovery Pane

News discovered around this company.

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## Keywords

new jersey  
 natural gas  
 jersey resources  
 resources corp  
 jersey natural

## Business Description

New Jersey Resources Corporation (NJR) is an energy services holding company providing retail and wholesale energy services to customers in states from the Gulf Coast to the New England regions, including the Mid-Continent region and Canada. The Company operates in two business segments: Natural Gas Distribution and Energy Services. The Natural Gas Distribution segment consists of regulated energy and off-system, capacity and storage management operations and the Energy Services segment consists of unregulated wholesale energy operations.

Reuters Extended Business Description

Datamonitor Products and Services

Datamonitor Company Statement

Datamonitor Business Description

Datamonitor Overview and History

## Primary Industry Classification

Dow Jones Industry

SIC

NACE

NAICS

Gas Utilities

4924 Natural Gas Distribution

N/A

22121 Natural Gas Distribution

## + Secondary Industry Classification

Source: Reuters

## Key Facts

## Key Executives

Chairman of the Board, President, Chief Executive Officer:  
Laurence Downes  
Chief Financial Officer, Senior Vice President: Glenn Lockwood  
Senior Vice President, General Counsel: Mariellen Dugan  
Senior Vice President - Corporate Affairs and Marketing;  
Executive Vice President and Chief Operating Officer of NJNG:  
Kathy Ellis  
Executive Vice President and Chief Operating Officer - NJRES  
and SVP - Energy Services, NJNG: Joe Shields

## Key Financials

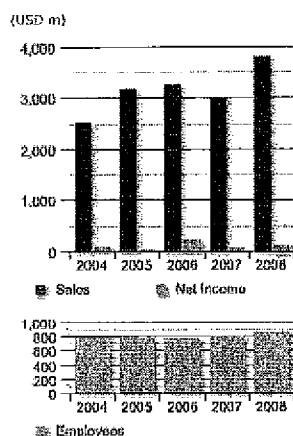
Currency: USD  
Sales: 3,816.21 m  
Sales Growth (1 year): 26.29%  
Last Reported Employees (Date): 854 (24 November 2008)  
Employees Growth (1 year): 5.69%  
Last Reported Auditor (Date): Deloitte & Touche, LLP (Deloitte Haskins & Sells) (24 November 2008)  
Market Cap (USD): 1,512.95 m (9 October 2009)  
Net Income: 113.91 m  
Net Profit Margin: 2.93%  
EPS: 2.70  
Audit Fees (Including Non-Audit Fees): 1,553,000.00  
Non-Audit Fees: 54,000.00  
Fiscal Year-End Date: 30 September 2008

## News

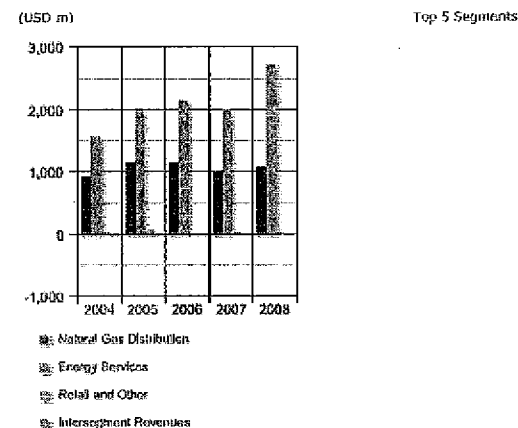
Source: Reuters

## Performance/Segment Information

## Financial Performance



## Business Segment



Source: Reuters

## Latest News Web News Multimedia

**Suggested Categories:** All | Performance | Bankruptcy | Management Moves | Contracts/Orders | New Products/Services | Legal/Judicial | Ownership Changes | Press Releases | Trade Articles | Capacities/Facilities | Earnings

View More

- GOV. CORZINE CONVENES 2ND ANNUAL NEW JERSEY HIGH SCHOOL GRADUATION CAMPAIGN...**  
US Fed News, 7 October 2009, 1227 words, (English)
- New Jersey - Rule Adoptions - Board of Public Utilities - N.J.A.C. 14:7-1.4, 8...**  
RegAlert, 5 October 2009, 2255 words, (English)
- New Jersey Resources Corporation**  
MarketResearch.com, 1 October 2009, 186 words, (English)
- Enviro-friendly utilities get highest marks in survey**  
Gas Daily, 28 September 2009, 556 words, (English)
- Warm feelings: Homeowners won't get hit as hard in the wallets when they heat their homes this winter.**  
Asbury Park Press (MCT), 27 September 2009, 1093 words, (English)

Peer Group  
Nearest 10 by Sales

Dow Jones Industry: Gas Utilities

Total Number of Companies: 176

Rank	Company Name	Sales USD m	Employees	Market Cap USD m	Net Income USD m	Net Profit Margin
14	Southern California Gas Company	4,768.00	7,188	0.00	245.00	5.14%
15	Pacific Enterprises, Inc.	4,282.00	7	0.00	0.00	0.00%
16	<b>New Jersey Resources Corporation</b>	3,816.21	854	1,512.95	113.91	2.93%
17	Nicor Inc.	3,776.60	3,900	1,687.67	119.50	3.16%
18	Dynegy Inc.	3,549.00	2,000	2,137.77	174.00	4.82%
19	Questar Corporation	3,465.10	2,457	6,732.16	683.80	19.73%
20	Northern Illinois Gas Company	3,206.90	2,200	0.00	59.60	0.00%
21	Southern Union Company	3,070.15	2,413	2,622.56	291.62	9.61%
22	ATCO Ltd.	3,016.81	9,514	2,361.07	251.25	15.37%
23	Snam Rete Gas SpA	2,809.03	2,345	16,431.95	779.47	27.75%

Competition List from Reuters Research

Source: Reuters,

Note: Based on publicly traded company data.

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# TAB 2

Consolidated Edison, Inc.  
 Pepco Holdings, Inc.  
 AGL Resources Inc.  
 South Jersey Industries  
 Chesapeake Utilities Corporation

Source: Reuters Publication Date: 02-Sep-2009

## Overview and History

### Overview

New Jersey Resources Corporation (NJRC) is an energy holding company that provides retail and wholesale natural gas. The company has a number of subsidiaries including New Jersey Natural Gas Company; NJRC Home Services Company; NJRC Energy Services Company; and NJRC Services Corporation that provide gas. The company primarily operates in the US, where it is headquartered in Wall, New Jersey and employs about 854 people.

The company recorded revenues of \$3,816.2 million in the fiscal year ended September 2008, an increase of 26.3% over 2007. The company's operating profit was \$201.5 million in fiscal 2008, an increase of 58.3% over 2007. Its net profit was \$113.9 million in fiscal 2008, an increase of 74.5% over 2007.

New Jersey Resources Corporation (NJRC) is an energy holding company that provides retail and wholesale natural gas. The company's key services include:

- Natural gas distribution
- Natural gas storage
- Pipeline capacity
- Supply management
- Appliance repair services
- Professional duct cleaning
- Develops commercial real estate
- Energy-related equity investments

### History

New Jersey Resources Corporation (NJRC) was formed in 1981, pursuant to a corporate reorganization. In the same year, the company was listed on New York Stock Exchange.

In 2003, New Jersey Natural Gas (NJNG), the principal subsidiary of the company, announced two initiatives to support the state's clean energy goals.

Commercial Realty & Resources, a subsidiary of the company, sold approximately 15 acres of land in 2006. In the same year, Alliance Pipeline, Duke Energy Gas Transmission (DEGT) and NJRC Pipeline Company, a subsidiary of the company, signed a memorandum of understanding (MOU) to construct the Lebanon Connector pipeline that connects from either the Alliance Pipeline in Joliet, Illinois, or from an interconnect with the Vector Pipeline at near Springville, Indiana.

Spectra Energy and New Jersey Resources formed a new partnership to jointly develop and operate a natural gas storage facility with the capacity to store in excess of 10 billion cubic feet (bcf) of working natural gas for markets in Pennsylvania and the Northeast US, in 2007.

In March 2008, NJRC Energy Services (NJRES), a subsidiary of the company, opened an office in Houston in order to expand its business.

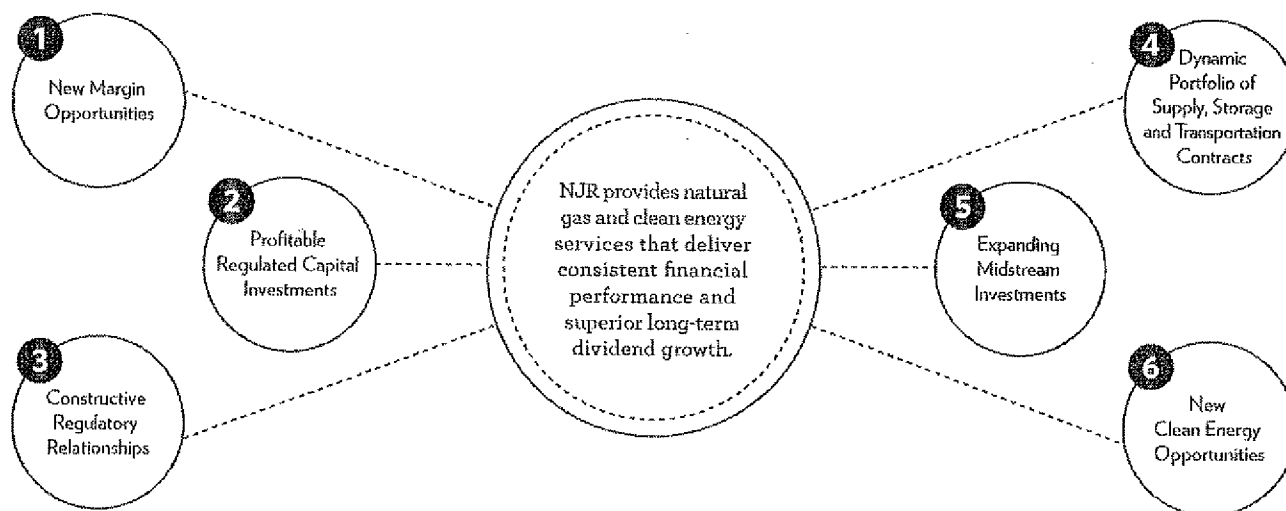
Source: DataMonitor

### Products and Services

### Sales by Business Segment

# TAB 3

# OUR PERFORMANCE MODEL



talent and visionary leadership, we, once again, have rewarded the confidence you placed in us.

This year, we were recognized by J.D. Power with the Founder's Award for our outstanding commitment to customer service. Our company is just one of 23 companies and individuals worldwide to receive this distinction in the 40-year history of J.D. Power and Associates. To be recognized by an organization whose name is synonymous with quality speaks volumes about who we are and is a credit to the work we do.

Fiscal year 2008 was another solid year for our company. We achieved our 17th consecutive year of net financial earnings (NFE) growth. NFE were \$93.8 million, or \$2.24 per basic share, compared with \$88.4 million, or \$2.11 per basic share, last year. Net financial earnings is a financial measure not calculated in accordance with generally accepted accounting principles (GAAP) of the United States as it excludes all unrealized and certain realized gains and losses associated with derivative instruments. For further discussion of this financial measure, please see our Form 10-K.

As a result of our strong performance, we were able to increase our dividend twice in fiscal 2008 by a total of 10.5 percent and recently announced another 10.7 percent increase to an annual rate of \$1.24 per share, effective January 2, 2009. This

represents the 14th consecutive year that we have increased our annual dividend rate. Earlier this year, NJR's board of directors also approved a three-for-two stock split. This was the third common stock split in the company's 25-year history on the New York Stock Exchange.

The results at NJNG, our core business, were sustained by steady customer growth in the face of challenging market conditions and our regulatory incentive programs. NJNG added 7,175 new customers and converted 728 existing customers to natural gas heat and other services, which we expect will contribute approximately \$4 million to annual gross margin. Growth in the commercial and conversion markets was particularly strong. Our total customer count now exceeds 483,500.

NJRES, our unregulated wholesale energy services company, had another record year. Net financial earnings were \$47 million compared with \$40.1 million last year.

NJR Home Services (NJRHS), our unregulated retail subsidiary, which provides home-appliance contracts, sales, installations and related services, continued to increase productivity and maintain almost 97 percent customer satisfaction. In fiscal 2008, NJRHS recorded earnings of \$2.2 million.