

TAB 1

Search Alerts News Pages Companies/Markets
Quotes Charting Company

Dow Jones Idea Share

Editor's Choice

Language

Logout

Tools

Support

Add to Company List

Company Report [PDF] | Custom Report

South Jersey Industries Inc

Snapshot >

News

Latest News
Web News
Multimedia

Financial Results

Reports

General Information

Address/Contact

South Jersey Industries

1 South Jersey Plaza
Route 54
Folsom, NJ 08037
United States
Map

Phone: 1-609-5619000
Fax: 1-609-5618225

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

Additional Company Links

Ownership Type: Listed
DUNS provided by D&B : 051409498
Auditor/Accountant: Deloitte & Touche, LLP (Deloitte Haskins & Sells)

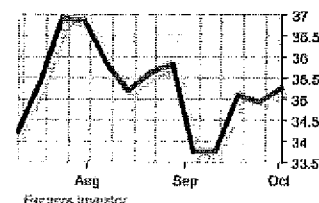
Most Recent Stock Split:
2.0 (1 July 2005)

Historical Stock Split(s):
2.0 (11 May 1987)

Stock Price Activity

Quote | Add to Quote List

3 Months Weekly



Ticker RIC
SJI SJI.N

Price

36.16

Change

0.06

Volume

21,000

Exchange

New York Stock Exchange

52-Week High

40.78

52-Week Low

25.19

Currency

USD

Discovery Pane

News discovered around this company.

Companies

South Jersey Gas...	34
Moody's Corp	30
South Jersey Eno...	5
Southon Califor...	4
New Jersey Natu...	4
Energy East Corp...	4
Rochester Gas & ...	4
PG&E Corp	3
Colorado Springs...	3
Metropolitan Util...	3

Subjects

Corporate Credit...	20
Press Release	10
Earnings	6
Dividends	4
Analyst Comment...	3
Performance	2
Usage Statistics	2
Corporate Social...	2
Headline-Only Co...	1
Corporate Digest	1

Industries

Energy	4
Crude Oil/Natura...	4
Electricity/Gas ...	4
Pipeline Transpo...	1
Gas Utilities	1
Pharmaceuticals	1
Software	1
Legal Services	1
Banking/Credit	1
Business Consult...	1

Keywords

south jersey
jersey gas
gas company
credit security
pf indicator

Business Description

South Jersey Industries, Inc. (SJI) is an energy services holding company that provides a variety of energy related products and services through its five wholly owned subsidiaries: South Jersey Gas Company (SJG), South Jersey Energy Company (SJE), South Jersey Resources Group, LLC (SJRG), Marina Energy, LLC (Marina) and South Jersey Energy Service Plus, LLC (SJESP). SJI operates in several operating segments. Gas Utility Operations (SJG) consists primarily of natural gas distribution to residential, commercial and industrial customers. Wholesale Gas Operations include SJRG's activities. SJE is involved in both retail gas and retail electric activities. Retail Gas and Other Operations include natural gas acquisition and transportation service business lines. Retail Electric Operations consist of electricity acquisition and transportation to commercial and industrial customers. On-Site Energy Production consists of Marina's thermal energy facility and other energy-related projects.

Reuters Extended Business Description
Datamonitor Products and Services
Datamonitor Company Statement

Datamonitor Business Description
Datamonitor Overview and History

Primary Industry Classification

Dow Jones Industry

Crude Petroleum Extraction

SIC

4924 Natural Gas Distribution

NACE

N/A

NAICS

22121 Natural Gas Distribution

 Secondary Industry Classification

Source: Reuters

Key Facts

Key Executives

Chairman of the Board, President, Chief Executive Officer:
Edward Graham
Chief Financial Officer, Vice President: David Kindlick
Vice President: Jeffrey DuBois
Vice President: Michael Renna
Vice President: Sharon Pennington

Key Financials

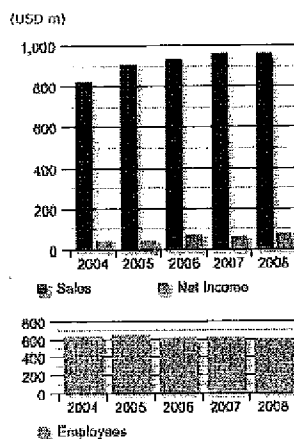
Currency:	USD
Sales:	961.98 m
Sales Growth (1 year):	0.59%
Last Reported Employees (Date):	602 (2 March 2009)
Employees Growth (1 year):	-0.33%
Last Reported Auditor (Date):	Deloitte & Touche, LLP (Deloitte Haskins & Sells) (2 March 2009)
Market Cap (USD):	1,075.64 m (8 October 2009)
Net Income:	76.93 m
Net Profit Margin:	8.00%
EPS:	2.59
Audit Fees (including Non-Audit Fees):	1,055,000.00
Non-Audit Fees:	24,000.00
Fiscal Year-End Date:	31 December 2008

News

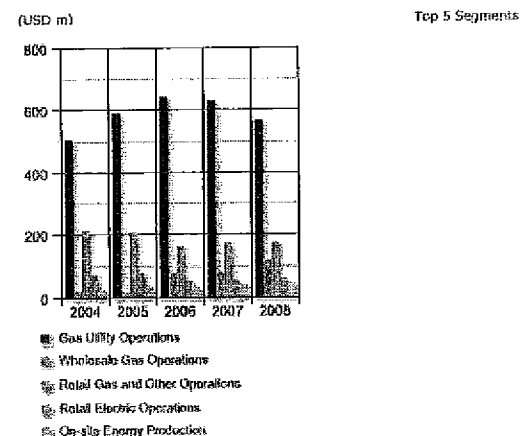
Source: Reuters

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

- South Jersey Industries management to meet with Wells Fargo**
Theftyonthewall.com, 6 October 2009, 24 words, (English)
- New Jersey - Rule Adoptions - Board of Public Utilities - N.J.A.C. 14:7-1.4, B...**
RegAlert, 5 October 2009, 2255 words, (English)
- J.D. Power: Customers Look to Utilities for Corporate Citizenship**
Natural Gas Intelligence, 28 September 2009, 358 words, (English)
- GEI Consultants to Perform Consulting Services for South Jersey Gas and South Jersey Industries**
PR Newswire (U.S.), 11:50, 22 September 2009, 281 words, (English)
- NEW JERSEY LAUNCHES NEW CAMPAIGN TO SUPPORT FOSTER CARE, PREVENT CHILD ABUSE**
US Fed News, 17 September 2009, 960 words, (English)

Peer Group
Nearest 10 by Sales

Dow Jones Industry: Crude Petroleum Extraction
 Total Number of Companies: 216

Rank	Company Name	Sales USD m	Employees	Market Cap USD m	Net Income USD m	Net Profit Margin
35	Park-Ohio Holdings Corp.	1,058.76	3,500	86.82	-119.80	-11.21%
36	South Jersey Industries	961.98	602	1,075.64	76.93	8.00%
37	Cabot Oil & Gas Corporation	945.79	560	3,852.46	211.29	22.34%
38	Lundin Petroleum AB	889.30	524	2,547.57	77.89	4.85%
39	Beach Petroleum Ltd	859.51	88	681.53	226.13	26.31%
40	Dana Petroleum plc	846.22	120	2,008.22	157.22	18.76%
41	Swift Energy Company	820.82	334	731.79	-260.49	-31.33%
42	BreitBurn Energy Partners L.P.	802.40	395	675.98	378.24	47.16%
43	Berry Petroleum Company	801.53	303	1,270.00	133.53	16.66%
44	Quicksilver Resources Inc	800.64	615	2,571.89	-378.28	-46.67%

Competition List from Reuters Research

Source: Reuters

Note: Based on publicly traded company data.

UI 33.13.0 - Friday, September 04, 2009 10:27:32 AM

© 2009 Factiva, Inc. All rights reserved. [DJ Insider](#) | [What's New](#) | [Privacy Policy](#)

TAB 3

Letter to Shareholders

A common characteristic of highly successful companies is their ability to anticipate economic trends, determine the impacts on their business, and develop strategies to benefit from the resulting opportunities.

While I am not aware of any company that fully anticipated the depth and scope of 2008's economic conditions, I believe our exceptional results were firmly rooted in past planning and a clear vision of our direction. We selected the theme for this report, "Growth & Income — Yesterday, Today and Tomorrow," because it clearly and concisely highlights the results we have achieved and the performance our shareholders expect.

We're pleased to report that SJJ's average economic earnings per share growth for the past five years was 8.7%, which exceeds our 6% to 7% annual goal. For 2008, we grew economic earnings per share by 9%, a noteworthy accomplishment considering economic conditions. Our consistency in providing shareholders with EPS and dividend growth is reflected in a stock price that has escalated, consistently ranking us at the top of our peer group. With the Dow Jones Industrial Average down over 30% in 2008, SJJ's stock was a bright spot in investors' portfolios, producing a total shareholder return of almost 14%. More importantly, SJJ has posted total average shareholder returns of 18% over the past five years. Along with this extraordinary financial performance we continue to focus on delivering environmentally friendly energy solutions and superior customer service, which provides a solid platform for the company's future growth.

Performance Highlights

Other key financial highlights include:

- Raised our dividend by 10%, exceeding our policy level of 6% to 7% for the third year in a row
 - > Dividend growth over the past three years was 28.4%
- Equity-to-capitalization ratio improved 7.9 percentage points to 47.4% at year-end 2008 from 39.5% in 2004
- Ranked among the top 25 U.S. energy companies by Public Utilities Fortnightly based on financial performance over three years

Also, we're pleased to announce that in February 2009 Moody's Investors Service upgraded SJG's senior secured debt rating to A3 from Baa1, with a positive outlook.

Growth & Income — Yesterday, Today and Tomorrow

Highlights of our history of consistently producing growth and income follow. For greater detail on these and other activities please read pages four through 10 of this report.

Yesterday

We attribute our stable 5-year growth pattern to adherence to our goals and strategies, which allowed us to successfully weather energy industry restructuring, volatile commodity prices and economic downturns.

Our success comes from the robust growth and profitability of our non-utility activities, along with the reliable, steady growth of our utility. To illustrate this point, our non-utility businesses contributed 27% to SJJ's earnings in 2004, compared with a 42% contribution to economic earnings in 2008. This change occurred despite utility net income increasing from \$31.5 million to \$39.4 million during that time.

Today

Key to South Jersey Gas' recent achievements are customer growth and our Conservation Incentive Program. Regarding customer growth,

conversions are buffering SJG against the slow new housing market allowing us to substantially increase the number of customers switching from other fuels.

Under the CIP, we champion customer and environmental interests, and generate our profits through the number of customers we serve rather than customer usage. Our avid endorsement of energy efficiency has produced significant reductions in customer consumption. From its inception in October 2006, our customers saved \$50 million on their energy bills by implementing efficiency measures, while the CIP protected \$22.9 million of SJG's net income.

Within our non-utility group, the key to South Jersey Resources Group's accomplishments is the combination of 12.2 Bcf of storage and an average of 124,000 Dt per day of pipeline capacity. As our largest non-utility contributor to earnings, SJRG continues to actively seek opportunities to expand its capabilities while carefully managing risk.

SJRG, through Potato Creek, LLC, has a 30% interest in deep mineral rights on 21,000 acres of Marcellus Shale land in Western Pennsylvania. In 2008 we leased the production rights to an established exploration and production company. Besides receiving an upfront lease payment, we retain certain royalty and carried working interest rights that provide an opportunity to boost returns based on natural gas production. The upfront lease payment will add about 15 cents to SJJ's earnings per share over the lease's 7-year life.

Over time we expect our on-site energy production business to surpass SJRG in size and scope. Its projects are long-term with annuity-like income streams. Recently completed projects include Marina Energy's expansion of its thermal plant to serve The Water Club, Borgata Hotel Casino and Spa's new hotel tower, and Energen's landfill gas-to-electric project in Salem County.

Currently under development are Marina's \$4 million solar installation at an educational facility in New Jersey and Energen's landfill gas project with the Northeast Maryland Waste Disposal Authority. Also, Energen is developing an energy facility to serve Revel Entertainment's \$2 billion Atlantic City resort. While this project is undergoing a slowdown



Executive Leadership Team: L. to r., Michael J. Renna, Richard H. Walker, Jr., David A. Kindlick, Jeffrey E. DuBois, Sharon M. Pennington, Kevin D. Patrick, Edward J. Graham

Financial Overview

As we've seen in 2008, many of our nation's highly regarded companies have faltered amidst the weakened economy as evidenced by significantly declining stock prices and lower earnings results. SJI, however, has risen to the challenges and opportunities presented in this new environment and produced strong earnings growth and shareholder returns. We believe our success comes from adhering to our strategic plan. A true test of our goals and strategies is whether or not they produce success under a variety of market conditions.

Goals:

- To generate average annual economic earnings per share growth of at least 6-7%
- To increase the dividend by at least 6-7% annually; and
- To execute from a low- to moderate-risk platform

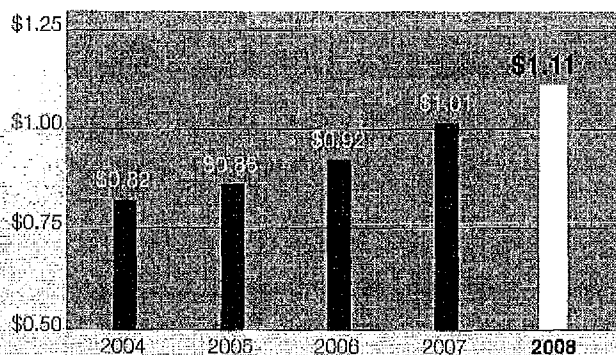
Strategies:

- To remain focused on energy
- To capitalize on our strong regional presence, solid reputation and valuable business relationships
- To exceed customers' expectations with high quality, energy efficient products and services; and
- To maintain our current risk profile

Any shareholder who invested \$100 in SJI's stock at December 31, 2003, would see the value equal \$229.50 at the end of December 2008. If that shareholder had invested that same amount in the S&P 500 Index, it would be worth \$89.50. We also recognize that dividends are a key return component and an important income source for many of our shareholders. Our dividends paid over a 5-year period rose from \$.82 in 2004 to \$1.11 in 2008. In 2008, our board of directors increased the annual dividend by 10%, which is the third year in a row that we have exceeded our policy of 6 to 7%. The board took this action in recognition of our strong historical growth and as an expression of their confidence in our future earnings expectations.

As you will see in the pages ahead, SJI has positioned itself to succeed no matter what the conditions in the marketplace. Our focus will continue to be on providing the highest quality of service to our customers, ensuring reliable income streams and engaging in projects that improve the environment while enhancing shareholder value.

DIVIDENDS PAID PER COMMON SHARE
(Dollars)



VALUE OF \$100 INVESTED AT YEAR END 2003
(Dollars)

