



## Edgar Filing: PNM RESOURCES - Form 8-K

### Highlights:

- o GAAP quarterly earnings of \$0.45 per diluted share including a one-time charge of \$0.14 per diluted share for a workforce reduction; ongoing earnings for the quarter were \$0.59 per diluted share.
- o Reaffirm previous earnings guidance for 2002, estimating ongoing earnings will be within previously announced target of \$1.90 to \$2.10 per diluted share for the year.
- o Contract to buy 200 megawatts (net generating capacity) of wind power will add a significant renewable component to generation portfolio.
- o Negotiated settlement will set a five-year rate path for PNM electric customers, if approved by state regulators.
- o Company will support dropping plans to introduce retail electric competition in New Mexico in 2007.

ALBUQUERQUE, N.M., October 29, 2002 - PNM Resources (NYSE: PNM) today reported consolidated net earnings available for common stock for the three months ended September 30, 2002, of \$17.7 million, or \$0.45 per diluted share. In the comparable period in 2001, the company reported consolidated net earnings available for common stock of \$32.6 million, or \$0.82 per diluted share.

Ongoing earnings for the quarter ended September 30, 2002, were \$0.59 per diluted share, down from \$0.96 per diluted share in the same period last year. In the latest quarter, the company recorded a one-time charge against earnings of \$8.8 million (pre-tax), or \$0.14 per diluted share, to reflect the cost of a 3.1 percent reduction in force announced in August 2002. In the comparable quarter in 2001, expenses related to PNM's transaction with Westar Energy (formerly Western Resources) and the write-off of an investment in a technology company reduced earnings by \$0.14 per diluted share.

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PNM Resources reported earnings for the first nine months of 2002 were \$1.35 per diluted share, compared to \$3.66 per diluted share for the first nine months of 2001. Year-to-date ongoing earnings were \$1.49 per diluted share compared with \$4.31 per diluted share for the first three quarters of 2001.

PNM Resources, Inc.  
Reconciliation of Ongoing Earnings Per Share To GAAP Reported EPS  
September 30, 2002

	Three Months		Nine Months		Twelve Months	
	2002	2001	2002	2001	2002	2001
	-----	-----	-----	-----	-----	-----
GAAP Reported EPS	\$0.45	\$0.82	\$1.35	\$3.66	\$1.46	\$4.01
One-time charge	0.14	0.06	0.14	0.47	0.14	0.64
Westar transaction costs (1)	--	0.08	--	0.18	0.09	0.25
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Ongoing earnings	\$0.59	\$0.96	\$1.49	\$4.31	\$1.69	\$4.90

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Average shares (000s)	39,325	39,748	39,484	39,771	39,502	39,728
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Note 1. This transaction has been terminated.

### PERFORMANCE SUMMARY

PNM electric gross margin (Electric Operating Revenues less Fuel and Purchased Power Expense) for the third quarter 2002 was \$133.2 million, down from \$166.4 million in the comparable period last year. The decline in electric gross margin was due to lower prices and less activity in the wholesale power market in 2002 compared to the same period in 2001.

PNM gas gross margin (Gas Operating Revenues less Gas Purchased for Resale) was \$23.3 million for the latest quarter, compared to \$25.3 million in the third quarter of 2001.

Non-fuel operations and maintenance (O&M) expense fell 4.9 percent for the latest quarter compared to the same period last year. Total non-fuel O&M for the first three quarters of 2002 was down \$16.5 million, or 6.0 percent compared to the same period in 2001, as PNM continues to improve operational efficiency.

Beginning with the September 30, 2002 quarterly reporting period, PNM Resources will reclassify its energy trading activities to a net margin presentation in accordance with Financial Accounting Standards Board (FASB) Emerging Issues Task Force (EITF) Issue 02-3, "Issues Related to Accounting for Contracts Involved in Energy Trading and Risk Management Activities." The EITF also requires the restatement of prior periods to conform to the current period classification. The reclassification to net margin on trading activities has no impact on previously reported operating margins or net income. The reclassification adjustments are currently under review and will be included in the financial statements on Form 10-Q to be filed with the Securities and Exchange Commission on or before November 14, 2002.

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### Other Significant Developments

PNM Resources has recently announced several significant developments designed to lay the foundation for future growth in revenues and earnings:

- o On October 21, PNM announced it has entered into an agreement with FPL Energy LLC, a subsidiary of FPL Group, Inc. (NYSE: FPL) to develop a 200 megawatt (net generating capacity) wind power project in New Mexico. PNM will buy the power generated under a long-term contract.
- o On October 10, PNM announced an agreement with representatives of various customer groups and the staff of the New Mexico Public Regulation Commission (NMPRC) to set PNM electric rates in New Mexico over a five-year period. If approved by the NMPRC, PNM's current rate structure will largely remain intact. The agreement will lower rates 6.5 percent, or about \$35 million, in a two-step reduction beginning in September 2003.
- o The company expects that lower fuel costs at its major coal-fired generation facility will largely offset the reduction in retail electric revenues. Because the agreement does not provide for a fuel adjustment clause in rates, savings from lower fuel costs and improved business productivity will accrue to shareholders. Under the terms of the agreement, benefits from the company's wholesale power sales will also flow to shareholders.

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- o Parties to the agreement also committed to support repeal of the 1999 law that put New Mexico on the path to retail electric competition in 2007, if the agreement is approved by the NMPRC.
- o On September 25, PNM Resources and Westar Energy agreed to dismiss litigation over their unsuccessful attempt to combine the two companies' electric utilities businesses. Each side agreed to release all of its claims and potential claims in connection with the transaction in exchange for a release from the other party of all of its claims and potential claims.
- o On August 22, the company announced a corporate realignment that will consolidate several business areas and reduce operation and maintenance costs while maintaining PNM's high standards for reliability and customer service.

Details of these announcements and other PNM Resources news are available at the company's website, [pnm.com](http://pnm.com).

### Earnings Guidance for 2002

Based on results so far this year and its financial and operating forecasts for the fourth quarter, the company expects 2002 earnings will be in the range of \$1.90 to \$2.10 per diluted share. This earnings forecast is unchanged from the last guidance offered to analysts and investors in July.

The company has scheduled a teleconference for 9:00 a.m. Eastern Time on Wednesday, October 30, to discuss third quarter earnings and other issues of interest to shareholders and investors.

The public is invited to listen to the teleconference by calling 1-973-694-2225. A webcast of the PNM Resources quarterly earnings presentation can be accessed through the company's website at [pnm.com](http://pnm.com). A replay of the conference call will be available beginning at 11:00 a.m. (ET) Oct. 30 through 11:00 p.m. (ET) November 6, 2002, at 1-973-709-2089 (passcode 265548).

PNM Resources is an energy holding company based in Albuquerque, New Mexico. PNM, the principal subsidiary of PNM Resources, provides natural gas service to 439,637 gas customers and electric utility service to 385,468 customers in New Mexico. The company also sells power on the wholesale market in the Western U.S. PNM Resources stock is traded primarily on the NYSE under the symbol PNM.

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### Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995

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Statements made in this news release that relate to future events are made pursuant to the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based upon current expectations and the company assumes no obligation to update this information. Because actual results may differ materially from expectations, the company cautions readers not to place undue reliance on these statements. Future financial results will be affected by a number of factors, including interest rates, weather, fuel costs, changes in supply and demand in the market for electric power, wholesale power prices, market liquidity, the performance of generating units and transmission system, and state and federal regulatory and legislative decisions and actions, including NMPRC action on the agreement to set electric rates for five years and the result of attempts to repeal the law authorizing retail electric competition. For a detailed discussion of the important factors affecting PNM Resources, please see "Management's Discussion and Analysis of Financial

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Condition and Results of Operations" in the Company's Form 10-K for the year ended December 31, 2001, Form 10-Q for the quarter ended June 30, 2002 and Form 8-K filings with the Securities and Exchange Commission.

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This financial statement has been condensed to a net operating margin presentation. Full financial statements will be provided in the Form 10-Q to be filed with the Securities and Exchange Commission (SEC) on or before November 14, 2002. The financial statements filed with the SEC will include the impact of adopting Emerging Issues Task Force (EITF) Issue 02-3, "Issues Related to Accounting for Contracts Involved in Energy Trading and Risk Management Activities" which concluded that trading activities should be presented on a net rather than gross basis in the statement of earnings. The reclassification to net margin on trading activities has no impact on previously reported operating margins or net income.

### PNM RESOURCES, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENT OF EARNINGS (Unaudited)

	Three Months Ended September 30,		Nine M Sept
	2002	2001	2002
	(In thousands, except per share am		
Operating Margin.....	156,030	191,930	456,79
Operating Expenses			
Administrative and general.....	38,041	39,241	106,49
Energy production costs.....	35,238	36,224	104,41
Depreciation and amortization.....	25,780	24,194	75,77
Transmission and distribution costs.....	15,949	18,402	47,93
Taxes, other than income taxes.....	7,077	6,380	24,58
Income taxes.....	4,810	20,067	16,31
Total operating expenses.....	126,895	144,508	375,52
Operating income.....	29,135	47,422	81,27
Other Income and Deductions, Net of Tax.....	4,418	1,033	18,20
Income before interest charges.....	33,553	48,455	99,47
Interest Charges.....	15,756	15,680	45,57
Net Earnings.....	17,797	32,775	53,90
Preferred Stock Dividend Requirements.....	147	147	44
Net Earnings Applicable to Common Stock.....	\$ 17,650	\$ 32,628	\$ 53,46
Earnings Per Share of Common Stock (Basic).....	\$ 0.45	\$ 0.83	\$ 1.3

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Average Shares Outstanding (Basic).....	39,118	39,118	39,118
Earnings Per Share of Common Stock (Diluted)....	\$ 0.45	\$ 0.82	\$ 1.3
Average Shares Outstanding (Diluted).....	39,325	39,748	39,48
Dividends Paid Per Share of Common Stock.....	\$ 0.22	\$ 0.20	\$ 0.6

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PNM RESOURCES, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS

	September 30,
	2002
	(Unaudited)
	(In thous
<b>ASSETS</b>	
Total utility plant.....	\$2,865,287
Accumulated depreciation and amortization.....	(1,310,747)
Construction work in progress.....	228,390
Nuclear fuel, net of accumulated amortization.....	29,942
Net utility plant.....	1,812,872
Other Property and Investments.....	406,569
Current Assets	
Cash and cash equivalents.....	29,991
Accounts receivables, net of allowance for uncollectible accounts....	118,264
Other receivables.....	38,644
Inventories.....	36,613
Regulatory assets.....	120
Short-term investments.....	109,469
Other current assets.....	25,906
Total current assets.....	359,007
Deferred Charges.....	328,850
Total assets.....	\$2,907,298

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PNM RESOURCES, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS

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	September 30, 2002	December 31, 2001
	(Unaudited)	
	(In thousands)	
CAPITALIZATION AND LIABILITIES		
Capitalization		
Common stock.....	\$ 622,723	\$ 625,
Accumulated other comprehensive income, net of tax.....	(40,810)	(28,
Retained earnings.....	451,640	415,
Minority interest.....	11,538	11,
Preferred stock.....	12,800	12,
Long-term debt, less current maturities.....	953,926	953,
	-----	-----
Total capitalization.....	2,011,817	1,990,
	-----	-----
Current Liabilities		
Short-term debt.....	100,000	35,
Accounts payable.....	99,528	120,
Accrued interest and taxes.....	59,833	72,
Other current liabilities.....	55,702	101,
	-----	-----
Total current liabilities.....	315,063	329,
	-----	-----
Deferred Credits		
Accumulated deferred income taxes.....	111,670	120,
Accumulated deferred investment tax credits.....	42,366	44,
Regulatory liabilities.....	67,977	67,
Other deferred credits.....	358,405	382,
	-----	-----
Total deferred credits.....	580,418	614,
	-----	-----
Total capitalization and liabilities.....	\$ 2,907,298	\$ 2,934,
	=====	=====

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	2002	2001
	(In thousands)	
Cash Flows From Operating Activities:		
Net earnings.....	\$ 53,903	\$ 53,903
Adjustments to reconcile net earnings to net cash flows from operating activities:		
Depreciation and amortization.....	85,625	85,625
Other, net.....	(25,276)	(25,276)
Changes in certain assets and liabilities:		
Accounts receivables.....	29,523	29,523
Other assets.....	907	907
Accounts payable.....	(21,390)	(21,390)
Other liabilities.....	(19,258)	(19,258)
Net cash flows provided by operating activities.....	104,034	104,034
Cash Flows From Investing Activities:		
Utility plant additions.....	(166,640)	(166,640)
Redemption of short term investments.....	45,000	45,000
Return of principle of PVNGS lease lessor notes.....	17,531	17,531
Other investing.....	(32,493)	(32,493)
Net cash flows used for investing activities.....	(136,602)	(136,602)
Cash Flows From Financing Activities:		
Borrowings.....	65,000	65,000
Exercise of employee stock options.....	(2,909)	(2,909)
Dividends paid.....	(25,475)	(25,475)
Other financing.....	(114)	(114)
Net cash flows provided by (used for) financing activities.....	36,502	36,502
Increase in Cash and Cash Equivalents.....	3,934	3,934
Beginning of Period.....	26,057	26,057
End of Period.....	\$ 29,991	\$ 29,991
Supplemental Cash Flow Disclosures:		
Interest paid.....	\$ 45,610	\$ 45,610
Income taxes paid, net.....	\$ 43,534	\$ 43,534

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following table shows retail electric revenues by customer class and average customers:

Retail Electric Revenues  
(In thousands)



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	Three Months Ended September 30,		Nine Months Ended September 30,	
	2002	2001	2002	2001
Residential.....	\$ 53,213	\$ 49,942	\$ 149,631	\$ 142,785
Commercial.....	69,800	68,422	187,382	183,372
Industrial.....	21,819	21,836	62,239	62,161
Other.....	11,708	13,512	33,207	36,461
	-----	-----	-----	-----
	\$ 156,540	\$ 153,712	432,459	\$ 424,779
	=====	=====	=====	=====
Average customers.....	385,468	378,336	383,572	376,520
	=====	=====	=====	=====

The following table shows electric sales by customer class:

Retail Electric Sales  
(Megawatt hours)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2002	2001	2002	2001
Residential.....	620,299	593,186	1,743,712	1,676,271
Commercial.....	928,251	932,204	2,462,728	2,447,231
Industrial.....	427,481	425,299	1,225,398	1,210,266
Other.....	74,225	75,750	183,590	182,450
	-----	-----	-----	-----
	2,050,256	2,026,439	5,615,428	5,516,218
	=====	=====	=====	=====

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PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following table shows gas revenues by customer and average customers:

Gas Revenues  
(In thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2002	2001	2002	2001
	-----	-----	-----	-----

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Residential.....	\$20,550	\$21,717	\$118,274	\$ 188,1
Commercial.....	6,248	6,700	36,838	56,3
Industrial.....	348	623	1,412	26,5
Transportation*.....	4,941	6,024	13,686	16,4
Other.....	4,823	4,585	20,339	31,2
	-----	-----	-----	-----
	\$36,910	\$39,649	\$190,549	\$ 318,6
	=====	=====	=====	=====
Average customers.....	439,637	431,703	442,364	433,5
	=====	=====	=====	=====

\*Customer-owned gas.

The following table shows gas throughput by customer class:

Gas Throughput  
(Thousands of decatherms)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2002	2001	2002	2001
	-----	-----	-----	-----
Residential.....	2,291	2,337	18,791	18,357
Commercial.....	1,262	1,176	7,826	6,867
Industrial.....	94	145	390	3,665
Transportation*.....	13,753	16,842	35,226	41,243
Other.....	801	764	3,905	3,541
	-----	-----	-----	-----
	18,201	21,264	66,138	73,673
	=====	=====	=====	=====

\*Customer-owned gas.

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The revenues included in this table are presented on a gross basis. PNM Resources will adopt Emerging Issues Task Force (EITF) Issue 02-3, "Issues Related to Accounting for Contracts Involved in Energy Trading and Risk Management Activities" which concluded that trading activities should be presented on a net rather than gross basis in the statement of earnings. The September 30, 2002 financial statements included in the Form 10-Q to be filed with the Securities and Exchange Commission on or before November 14, 2002 will include reclassification adjustments to net the costs related to these trading activities against the revenues shown below for all periods presented. The reclassification to net margin on trading activities has no impact on previously reported operating margins or net income.

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following table shows revenues by customer class:

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### Generation and Trading Revenues By Market (In thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2002	2001	2002	2001
Intersegment sales.....	\$ 96,592	\$ 95,413	\$264,554	\$ 259,000
Long-term contracts.....	7,261	15,967	32,160	61,000
Trading *.....	83,828	412,564	199,702	1,217,000
Other.....	5,408	-	13,549	
	\$ 193,089	\$ 523,944	\$509,965	\$1,539,000
	\$ 193,089	\$ 523,944	\$509,965	\$1,539,000

\*Includes mark-to-market gains/(losses).

The following table shows sales by customer class:

### Generation and Trading Sales By Market (Megawatt hours)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2002	2001	2002	2001
Intersegment sales.....	2,050,256	2,026,439	5,615,428	5,500,000
Long-term contracts.....	160,946	322,930	669,099	1,100,000
Trading.....	2,306,314	3,194,083	6,569,009	8,600,000
	4,517,516	5,543,452	12,853,536	15,300,000
	4,517,516	5,543,452	12,853,536	15,300,000

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#### 1. Reconcile GAAP to Ongoing 2002 vs. 2001 Third Quarter Earnings

	Third Quarter 2002	Third Quarter 2001	
Reported Earnings (Diluted)	\$0.45	\$0.82	
One-Time Items			
Realignment Expenses	\$0.14		Administrative & General
Merger Related Expenses		\$0.08	Other Income
Avistar write-off		\$0.06	Other Income
Ongoing Earnings	\$0.59	\$0.96	
	\$0.59	\$0.96	

#### 2. Current Liquidity Arrangements as of 10/25/2002

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PNM ---	PNM Resources -----
\$150 million unsecured Revolver - \$100 million Drawn	\$25 million in unsecured Local Lines of Credit -\$0 Drawn
\$30 million in unsecured Local Lines of Credit - \$0 Drawn	\$137 million in Cash and Liquid Investments
\$38 million in invested Cash	

### 3. Historical Earnings Excluding Special Gains and Charges

	First Quarter -----	Second Quarter -----	Third Quarter -----	Fourth Quarter -----	Year-end -----
2002	\$0.63	\$0.28	\$0.59	N/A	N/A
2001	\$1.78	\$1.58	\$0.96	\$0.20	\$4.52
2000	\$0.55	\$0.45	\$1.01	\$0.57	\$2.58
1999	\$0.55	\$0.41	\$0.52	\$0.43	\$1.91

### 4. Historical Market Data

	Spark Spread*		Velocity of Trading	
	Third Quarter Only -----	Annual -----	Third Quarter Only -----	Annual -----
2002	8.32	N/A	1.65	N/A
2001	28.83	74.52	2.15	1.93
2000	146.67	75.49	1.85	1.88
1999	21.07	13.07	2.03	1.80

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### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

PNM RESOURCES, INC.

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(Registrant)

Date: October 30, 2002

/s/ John R. Loyack

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John R. Loyack  
Vice President and Chief Accounting Officer  
(Officer duly authorized to sign this report)

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