



## Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

may include certain non-GAAP financial measures. A "non-GAAP financial measure" is defined as a numerical measure of a company's financial performance, financial position or cash flows that excludes (or includes) amounts that are included in (or excluded from) the most directly comparable measure calculated and presented in accordance with GAAP in the Company's financial statements.

Non-GAAP financial measures utilized by the Company include presentations of revenues, operating expenses, operating income, other income and deductions, net income, earnings per share and other GAAP measures of operating performance that exclude or include the effect of litigation settlements, accounting or regulatory changes, the restructuring of selected operations, certain merger activities and other similar events. The Company's management believes these non-GAAP financial measures provide useful information to investors by removing the effect of variances in GAAP reported results of operations that are not indicative of fundamental changes in the earnings capacity of the Company's operations. Management also believes that the presentation of the non-GAAP financial measure is consistent with its past practice, as well as industry practice in general, and will enable investors and analysts to compare current non-GAAP measures with non-GAAP measures presented in prior periods. The non-GAAP financial measures used by the Company should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP.

### Limitation on Incorporation by Reference

In accordance with general instruction B.6 of Form 8-K, the information in this report, including exhibits, is furnished pursuant to Item 12 and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, or otherwise subject to the liability of that section and not deemed incorporated by reference in any filing under the Securities Act of 1933.

### EXHIBIT INDEX

#### Exhibit Number Description

- |      |  |
|------|--|
| 99.1 | Press Release dated October 30, 2003, PNM Resources, Inc. and Subsidiaries Consolidated Statements of Earnings for the three and nine months ended September 30, 2003 and 2002 and other select financial information. |
|------|--|

2

### EXHIBIT 99.1

#### PNM Resources Reports Third Quarter Earnings

##### Highlights:

- o Third Quarter 2003 GAAP earnings of \$0.41 per diluted share, compared to \$0.45 per diluted share in the third quarter of 2002.
- o Latest quarter includes a one-time charge of \$0.24 per share due to cost associated with early retirement of debt.
- o Ongoing earnings for third quarter 2003 were \$0.65 per share, up 10 percent or \$0.06 per share over the comparable three months in 2002.

## Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

- o Gas utility operations lost \$0.12 per share in the most recent quarter, compared to a loss of \$0.10 in the third quarter of 2002. A proposed settlement of PNM's pending gas rate case is awaiting decision from the New Mexico Public Regulation Commission.
- o Total operating revenues rose \$110.5 million, or 40 percent, to \$385.2 million for the latest quarter.
- o Wholesale power revenues increased \$73.0 million, or 72.1 percent, in the most recent quarter.
- o Gross operating margin improved \$13.9 million or 8.9 percent, to \$170.7 million for third quarter 2003, compared to \$156.8 million in the third quarter 2002.
- o Gross margin on wholesale power sales increased 47.2 percent, to \$27.1 million in the latest quarter, primarily due to additional long term power sales.
- o Gross margin on PNM utility operations rose \$5.6 million or 4.1 percent over the comparable period last year, to \$143.7 million in the latest quarter.

ALBUQUERQUE, N.M., October 30, 2003 - PNM Resources (NYSE: PNM) today reported ongoing earnings (before including one-time gains or charges) of \$0.65 per share in the third quarter 2003, compared to \$0.59 per share in the same period last year. Consolidated GAAP earnings were \$16.6 million, or \$0.41 per share (diluted), for the three months ended September 30, 2003. In the comparable period in 2002, the company reported consolidated net earnings of \$17.7 million, or \$0.45 per diluted share.

A one-time charge of \$0.24 per share was recorded in the latest quarter. In the comparable period last year, PNM Resources reported a one-time charge of \$0.14 per share.

3

### EXHIBIT 99.1 (Continued)

GAAP net earnings of \$2.06 per diluted common share for the nine months ended September 30, 2003, included a one-time gain of \$0.94 per share (the cumulative effect of a change in accounting principle) and one-time charges of \$0.51 per share, increasing earnings by a net of \$0.43 per share. Ongoing earnings for the first three quarters of 2003 were \$1.63 per diluted share, compared to ongoing earnings of \$1.49 per diluted share in the first nine months of 2002.

PNM Resources, Inc.  
Reconciliation of GAAP Reported to Ongoing Earnings Per Share  
September 30, 2003

	Three Months		Nine Months		Twelve Months	
	Q3 2003	Q3 2002	9/30/03	9/30/02	9/30/03	9/30/02
GAAP Reported EPS	\$0.41	\$0.45	\$2.06	\$1.35	\$2.33	\$1.46
One-time charges	0.24	0.14	0.51	0.14	0.74	0.27

## Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

Change in Accounting (1)	--	--	(0.94)	--	(0.99)	--
Ongoing earnings	\$0.65	\$0.59	\$1.63	\$1.49	\$2.08	\$1.73
Average diluted shares (000s)	40,706	39,325	39,936	39,484	39,795	39,502

"Our success in expanding our long-term wholesale contract business over the past year has been an important factor in improving PNM earnings in 2003," said PNM Resources Chairman, President and Chief Executive Officer Jeff Sterba. "Electric utility earnings were also up for the quarter, but our gas utility continues to underperform. Losses in our gas utility increased 20 percent in this latest quarter compared to last year. The company is awaiting commission action on the negotiated settlement of our pending rate increase."

### PERFORMANCE SUMMARY

Consolidated gross margin (operating revenues less cost of energy) for the quarter increased \$13.9 million, or about 8.9 percent, to \$170.7 million in the most recent quarter, compared to \$156.8 million in the third quarter of 2002.

Retail electric gross margin increased \$4.3 million, or 4.2 percent, to \$104.8 million for the quarter, compared to \$100.5 million in the third quarter last year. An increase in operating revenues due to growth in the PNM service territory and warmer weather in the third quarter 2003 compared to the same period last year was partially offset by the transfer of a large retail customer to wholesale status, and by a reduction in retail electric rates implemented in September 2003.

Gross margin on wholesale electric sales increased \$8.7 million, or 47.2 percent, to \$27.1 million for the third quarter 2003, compared to \$18.4 million in the third quarter 2002. Long-term contract sales revenues increased by \$28.7 million, to \$41.3 million for the quarter, primarily due to the addition of several new contracts in 2003. Short-term and forward contract wholesale revenues increased from \$88.5 million in the third quarter of 2002 to \$132.8 million in the latest quarter, primarily due to higher average prices and increased sales volume in 2003.

4

### EXHIBIT 99.1 (Continued)

#### ONE-TIME AND NON-RECURRING GAINS AND CHARGES

Third quarter 2003 results included a one time charge of \$16.6 million, or \$0.24 per share, reflecting the cost of refinancing long-term debt.

#### OTHER RECENT SIGNIFICANT DEVELOPMENTS AFFECTING PNM RESOURCES:

- o In October, PNM announced an agreement to sell 50MW of energy, together with renewable energy credits, in the third quarter of each year from 2004-2008 to Salt River Project in Arizona.
- o In September, PNM entered into a contract to supply from 15 to 25 MW of power to Overton Power District Number 5 in Nevada.
- o Also in September, PNM issued \$300 million in Senior Unsecured Notes to replace \$268 million in existing debt in a transaction expected to save about \$5 million annually in interest expense.

## Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

- o In October, the company proposed deferring the residential portion of a \$22 million increase in gas revenues (including \$20 million in gas service rates and \$1.6 million in a tariff for miscellaneous charges) until the spring and summer of 2004. The increase, part of a negotiated settlement of PNM's pending gas rate case, was originally planned to take effect in November 2003.

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

### EARNINGS GUIDANCE UNCHANGED FOR 2003

Based on results for the first three quarters of 2003 and its financial and operating forecasts for the remainder of the year, the company today reaffirmed existing earnings guidance for 2003. The company expects 2003 ongoing earnings (not including one-time gains and charges) will be between \$1.80 and \$2.05 per diluted share.

### EARNINGS TELECONFERENCE SCHEDULED

PNM Resources has scheduled a teleconference for 9:00 a.m. Eastern Time on October 31, 2003, to discuss Third Quarter 2003 earnings and other issues of interest to shareholders and investors. The public is invited to listen to the teleconference by calling 1- 800-915-4836 after 8:45 a.m. ET. A webcast of the teleconference can be accessed through a link on the company's website at [pnm.com](http://pnm.com). A presentation that will accompany the teleconference is also available at [pnm.com](http://pnm.com).

PNM Resources is an energy holding company based in Albuquerque, New Mexico. PNM, the principal subsidiary of PNM Resources, serves about 450,000 natural gas customers and 390,000 electric 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. For more information about our company, see our web site at [www.pnm.com](http://www.pnm.com).

5

### EXHIBIT 99.1 (Continued)

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

-----  
Statements made in this filing and documents the Company files with the SEC that relate to future events or the Company expectations, projections, estimates, intentions, goals, targets and strategies are made pursuant to the Private Securities Litigation Reform Act of 1995. You are cautioned that all forward-looking statements are based upon current expectations and estimates and we assume no obligation to update this information. Because actual results may differ materially from those expressed or implied by the forward-looking statements, the Company cautions you not to place undue reliance on these statements. Many factors could cause actual results to differ, and will affect the Company's future financial condition, cash flow and operating results. These factors include interest rates, weather, fuel costs, changes in supply and demand in the market for electric power, wholesale power prices, market liquidity, the competitive environment in the electric and natural gas industries, the performance of generating units and transmission system, state and federal regulatory and legislative decisions and actions, the outcome of legal proceedings and the performance of state, regional and national economies. For a detailed discussion of the important factors that affect the Company and that could cause actual results to differ from those expressed or implied by our

## Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

forward-looking statements, please see "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's current and future Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q and the Company's current and future Current Reports on Form 8-K, filed with the SEC.

6

### EXHIBIT 99.1 (Continued)

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2003	2002	2003	2002
(In thousands, except per share amounts)				
Operating Revenues:				
Electric.....	\$337,198	\$238,096	\$844,726	\$633,100
Gas.....	47,938	36,244	268,200	183,100
Unregulated businesses.....	25	335	137	1,000
Total operating revenues.....	385,161	274,675	1,113,063	827,200
Operating Expenses:				
Cost of energy sold.....	214,416	117,899	615,685	363,100
Administrative and general.....	38,599	38,787	113,241	103,100
Energy production costs.....	34,217	35,238	103,826	103,100
Depreciation and amortization.....	29,260	25,780	86,484	77,100
Transmission and distribution costs.....	15,150	15,949	46,503	46,100
Taxes, other than income taxes.....	7,439	7,077	21,945	21,100
Income taxes.....	10,199	4,810	26,158	1,100
Total operating expenses.....	349,280	245,540	1,013,842	743,600
Operating income.....	35,881	29,135	99,221	83,600
Other Income and Deductions:				
Other income.....	15,455	13,801	39,406	39,100
Other deductions.....	(18,761)	(6,842)	(40,693)	(1,100)
Income tax expense.....	1,193	(2,541)	468	(1,100)
Net other income and deductions.....	(2,113)	4,418	(819)	36,900
Income before interest charges.....	33,768	33,553	98,402	120,500
Interest Charges.....	17,053	15,756	53,050	49,100
Preferred Stock Dividend Requirements of Subsidiary.....	147	147	440	440
Net Earnings from Operations.....	16,568	17,650	44,912	21,860
Cumulative Effect of a Change in Accounting				

Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

Principle, Net of Tax of \$24,524.....	-	-	37,422	
	-----	-----	-----	-----
Net Earnings.....	\$ 16,568	\$ 17,650	\$ 82,334	\$ 5
	=====	=====	=====	=====
Net Earnings per Common Share:				
Basic.....	\$ 0.41	\$ 0.45	\$ 2.08	\$
	=====	=====	=====	=====
Diluted.....	\$ 0.41	\$ 0.45	\$ 2.06	\$
	=====	=====	=====	=====
Dividends Paid per Share of Common Stock.....	\$ 0.23	\$ 0.22	\$ 0.68	\$
	=====	=====	=====	=====

7

EXHIBIT 99.1 (Continued)

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following tables show electric revenues by customer class and average customers:

Electric Retail Revenues

	Three Months Ended September 30,		
	2003	2002	Variance
	-----	-----	-----
		(In thousands)	
Residential.....	\$58,301	\$53,213	\$5,088
Commercial.....	73,918	69,800	4,118
Industrial.....	16,689	21,819	(5,130)
Other.....	5,838	5,838	-
	-----	-----	-----
	\$154,746	\$150,670	\$4,076
	=====	=====	=====
Average customers.....	397,489	385,468	12,021
	=====	=====	=====

	Nine Months Ended September 30,		
	2003	2002	Variance
	-----	-----	-----
		(In thousands)	
Residential.....	\$156,135	\$149,631	\$6,504
Commercial.....	192,008	187,382	4,626
Industrial.....	51,791	62,239	(10,448)
Other.....	14,947	15,174	(227)
	-----	-----	-----
	\$414,881	\$414,426	\$ 455
	=====	=====	=====
Average customers.....	394,878	383,572	11,306
	=====	=====	=====

## EXHIBIT 99.1 (Continued)

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following tables show electric sales by customer class:

## Electric Sales

	Three Months Ended September 30,		Variance
	2003	2002	
	(Megawatt hours)		
Residential.....	688,617	620,299	68,318
Commercial.....	995,470	928,250	67,220
Industrial.....	332,747	427,481	(94,734)
Other.....	76,305	80,711	(4,406)
	2,093,139	2,056,741	36,398

	Nine Months Ended September 30,		Variance
	2003	2002	
	(Megawatt hours)		
Residential.....	1,827,897	1,743,712	84,185
Commercial.....	2,546,486	2,462,727	83,759
Industrial.....	1,029,625	1,225,398	(195,773)
Other.....	189,612	203,736	(14,124)
	5,593,620	5,635,573	(41,953)

## EXHIBIT 99.1 (Continued)

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following tables show gas revenues by customer and average customers:

## Gas Revenues

	Three Months Ended September 30,		Variance
	2003	2002	
	(In thousands)		
Residential.....	\$25,852	\$20,550	\$5,302
Commercial.....	9,281	6,249	3,032



Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

Industrial.....	391	348	43
Transportation*.....	5,584	4,941	643
Other.....	6,830	4,156	2,674
	-----	-----	-----
	\$47,938	\$36,244	\$11,694
	=====	=====	=====
Average customers.....	450,378	439,638	10,740
	=====	=====	=====

	Nine Months Ended		
	September 30,		
	2003	2002	Variance
	-----	-----	-----
		(In thousands)	
Residential.....	\$168,525	\$118,274	\$50,251
Commercial.....	54,844	36,839	18,005
Industrial.....	1,856	1,412	444
Transportation*.....	15,339	13,686	1,653
Other.....	27,636	19,202	8,434
	-----	-----	-----
	\$268,200	\$189,413	\$78,787
	=====	=====	=====
Average customers.....	451,164	442,360	8,804
	=====	=====	=====

\*Customer-owned gas.

10

EXHIBIT 99.1 (Continued)

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following tables show gas throughput by customer class:

Gas Throughput

	Three Months Ended		
	September 30,		
	2003	2002	Variance
	-----	-----	-----
		(Thousands of decatherms)	
Residential.....	2,212	2,291	(79)
Commercial.....	1,306	1,263	43
Industrial.....	62	94	(32)
Transportation*.....	17,613	13,753	3,860
Other.....	955	800	155
	-----	-----	-----
	22,148	18,201	3,947
	=====	=====	=====

	Nine Months Ended		
	September 30,		
	2003	2002	Variance
	-----	-----	-----
		(Thousands of decatherms)	
Residential.....	18,069	18,791	(722)

Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

Commercial.....	7,281	7,827	(546)
Industrial.....	318	390	(72)
Transportation*.....	42,703	35,226	7,477
Other.....	3,924	3,904	20
	-----	-----	-----
	72,295	66,138	6,157
	=====	=====	=====

\*Customer-owned gas.

Electric Transmission Revenues

	Three Months Ended		
	September 30,		
	2003	2002	Variance
	-----	-----	-----
		(In thousands)	
External customers.....	\$ 8,920	\$ 5,693	\$ 3,227
	=====	=====	=====
	Nine Months Ended		
	September 30,		
	2003	2002	Variance
	-----	-----	-----
		(In thousands)	
External customers.....	\$ 15,794	\$ 17,504	\$ (1,710)
	=====	=====	=====

11

EXHIBIT 99.1 (Continued)

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following tables show revenues by customer class:

Wholesale Revenues

	Three Months Ended		
	September 30,		
	2003	2002	Variance
	-----	-----	-----
		(In thousands)	
Long-term contracts....	\$40,702	\$12,682	\$28,020
Forward sales*.....	58,708	18,792	39,916
Short-term sales.....	74,122	69,722	4,400
	-----	-----	-----
	\$173,532	\$101,196	\$72,336
	=====	=====	=====
	Nine Months Ended		
	June 30,		
	2003	2002	Variance
	-----	-----	-----
		(In thousands)	
Long-term contracts....	\$100,488	\$45,742	\$54,746
Forward sales*.....	125,656	56,942	68,714

Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

Short-term sales.....	187,907	156,298	31,609
	-----	-----	-----
	\$414,051	\$258,982	\$155,069
	=====	=====	=====

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

Note: For comparative purposes, wholesale revenues for the three months and nine months ended September 30, 2002 included in these comparative operating statistics have not been reclassified to a net margin basis in accordance with GAAP. The impact would be to reduce 2002 forward sales revenue by \$19.5 million and \$54.9 million, respectively. These GAAP adjustments are included in the statement of earnings.

12

EXHIBIT 99.1 (Continued)

PNM RESOURCES, INC. AND SUBSIDIARIES  
COMPARATIVE OPERATING STATISTICS

The following tables show sales by customer class:

Wholesale Sales

	Three Months Ended September 30,		
	2003	2002	Variance
	-----	-----	-----
	(Megawatt hours)		
Long-term contracts.....	730,536	160,947	569,589
Forward sales.....	1,063,000	292,640	770,360
Short-term sales.....	1,514,924	2,013,673	(498,749)
	-----	-----	-----
	3,308,460	2,467,260	841,200
	=====	=====	=====

	Nine Months Ended September 30,		
	2003	2002	Variance
	-----	-----	-----
	(Megawatt hours)		
Long-term contracts.....	1,792,653	669,100	1,123,553
Forward sales.....	2,580,380	945,620	1,634,760
Short-term sales.....	4,323,668	5,623,388	(1,299,720)
	-----	-----	-----
	8,696,701	7,238,108	1,458,593
	=====	=====	=====

13

SIGNATURES

-----

Edgar Filing: PUBLIC SERVICE CO OF NEW MEXICO - Form 8-K

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. AND  
PUBLIC SERVICE COMPANY OF NEW MEXICO

-----  
(Registrant)

Date: October 31, 2003

/s/ Robin A. Lumney

-----  
Robin A. Lumney  
Vice President, Controller  
and Chief Accounting Officer  
(Officer duly authorized to sign this report)