

407.6 1112.8 1014.8 400% to '09-'11 11.5%

Full

384% 395% Est'd '03-'05 5 Yrs. 16.5% 2.0% 6.5% 2.0% 8.0% 7.0% 8.5% 5.0%

QUARTERLY REVENUES (\$ mill.) A Fiscal Year Year Ends Dec.31 Mar.31 Jun.30 Sep.30 680.4 1194.1 488.5 436.9 2799.9 2003 2004 763.6 546.1 492.8 2920.0 1117.5 2005 1371.0 1687.8 909.9 1004.6 4973.3 2006 b283.8 2033.8 863.2 1099.2 6280 1675 1675 1675 6700 2007 1675 Fiscal Year Ends EARNINGS PER SHARE A B E Mar.31 Jun.30 Dec.31 Sep.30 2003 .60 1.24 d.05 1.71 2004 .57 1.12 .09 d.11 1.58 .79 2005 .06 1.72 1.11 d.21 1.80 2006 88 1.10 d.22 .04 2007 .85 1.15 .08 d.13 1.95 QUARTERLY DIVIDENDS PAID C. Cal-Dec.31 endar Mar.31 Jun.30 Sep.30 Year 2002 .295 .295 .295 .30 1.19 .30 2003 .30 .30 .305 1.21 .305 .305 2004 .305 .31 1.23 31 .315 1.25 2005 31 31 .315 .315 .315 2006

10 Yrs

6.0%

3.5% 4.0%

3.0%

Current Liab.

Fix. Chg. Cov.

of change (per sh)

Revenues

Earnings

Fiscal

'Cash Flow'

Book Value

ANNUAL RATES

sippi Division, Colorado-Kansas Division, and Kentucky Division. Combined 2005 gas volumes: 296 MMcf. Breakdown: 55%, resi-

It appears that Atmos Energy's earnings per share increased around 5%, to \$1.80, in fiscal 2006 (ends September 30th). Within the non-utility division, the marketing segment benefited greatly from strategies to capture favorable arbitrage spreads created by natural gas volatility. But the performance of the utility operation was hampered by warmer temperatures, which especially affected the Mid-Tex and Louisiana units because they did not have a weather-normalized rate structure during that time. (Combined, these units account for over 60% of the customer base.) Also, we estimate that the aftereffects of Hurricane Katrina reduced share net by about \$0.10.

We believe that the bottom line will advance about 8%, to \$1.95 a share, in fiscal 2007, assuming further expansion in operating margins. And it is important to note that weather-normalized rates will be effective for the Mid-Tex operation beginning October 1st. Moreover, a rate design calling for a partial decoupling from the impact of unfavorable temperatures will take effect for the Louisiana unit on December 1st. With these moves, some corporated: Texas. Address: P.O. Box 650205, Dallas, Texas 75265. Telephone: 972-934-9227. Internet: www.atmosenergy.com.

90% of the utility's margins are protected weather-normalization adjustments (versus about 33% previously).

Atmos looks poised to register steady, if measured, bottom-line increases over the 2009-2011 period. With the utility division now serving 3.2 million customers across 12 states, the company is not dependent on the economic climate in any one region of the country. Furthermore, the non-utility segments, particularly pipelines, have decent expansion prospects. In the present corporate configuration, share net ought to grow around 8% annually over the 3- to 5-year horizon.

These good-quality shares offer healthy dose of dividend income. Prospects for additional increases in the distribution seem reasonable, too, as supported by our favorable 2009-2011 projections for Atmos Energy.

But long-term total-return potential is not spectacular, as capital appreciation possibilities are limited at the current quotation. Also, the equity is ranked to perform only in line with the market in the year ahead.

Frederick L. Harris, III September 15, 2006

(A) Fiscal year ends Sept. 30th. (B) Diluted March, June, Sept., and Dec. ■ Div. reinvest-shrs. Excl. nonrec. items: '97, d53¢; '99, d23¢; ment plan. Direct stock purchase plan avail. (F) ATO completed United Cities merger 7/97. shrs. Excl. nonrec. items: '97, d53¢; '99, d23¢; '00, 12¢; '03, d17¢. Next egs. rpt. due early shrs. Excl. nonrec. items: '97, d53¢; '99, d23¢; ment plan. Direct stock purchase plan avail. '00, 12¢; '03, d17¢. Next egs. rpt. due early Nov. (C) Dividends historically paid in early (E) Qtrs may not add due to change in shrs

Company's Financial Strength Stock's Price Stability 100 Price Growth Persistence 30 **Earnings Predictability**