



1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	© VALUE LINE PUB., INC.	09-11
17.02	16.74	14.10	18.15	18.30	16.02	16.86	15.82	16.77	18.17	21.09	25.78	25.07	23.57	25.69	33.01	39.65	42.25	Revenues per sh	51.80
3.22	2.57	3.25	3.74	3.50	3.41	3.86	3.72	3.24	3.72	3.68	3.86	3.65	3.85	3.92	4.34	4.60	4.75	"Cash Flow" per sh	5.10
1.62	.67	.74	1.74	1.63	1.61	1.97	1.76	1.02	1.70	1.79	1.88	1.62	1.76	1.86	2.11	2.22	2.40	Earnings per sh ^A	2.85
1.10	1.13	1.15	1.17	1.17	1.18	1.20	1.21	1.22	1.23	1.24	1.25	1.26	1.27	1.30	1.32	1.38	1.42	Div'ds Decl'd per sh ^{B=C}	1.70
3.85	3.58	3.73	3.61	4.23	3.02	3.70	5.07	4.02	4.78	3.46	3.23	3.11	4.90	5.52	3.48	3.70	3.60	Cap'l Spending per sh	3.60
12.61	12.23	12.41	13.08	13.63	14.55	15.37	16.02	16.59	17.12	17.93	18.56	18.88	19.52	20.64	21.28	22.10	22.95	Book Value per sh	25.55
17.41	17.68	19.46	19.77	20.13	22.24	22.56	22.86	24.85	25.09	25.23	25.23	25.59	25.94	27.55	27.58	27.75	27.80	Common Shs Outst'g ^C	28.00
10.2	28.1	27.0	12.9	13.0	12.9	11.7	14.4	26.7	14.5	12.4	12.9	17.2	15.8	16.7	17.0	17.0	17.0	Avg Ann'l P/E Ratio	15.0
.76	1.79	1.64	.76	.85	.86	.73	.83	1.39	.83	.81	.66	.94	.90	.88	.91	.88	.91	Relative P/E Ratio	.95
6.7%	5.9%	5.7%	5.2%	5.5%	5.7%	5.2%	4.8%	4.5%	5.0%	5.6%	5.1%	4.5%	4.6%	4.2%	3.7%	3.7%	3.7%	Avg Ann'l Div'd Yield	4.3%

CAPITAL STRUCTURE as of 6/30/06																				
Total Debt \$577.3 mill. Due in 5 Yrs \$204.2 mill.																		Revenues (\$mill)		1450
LT Debt \$492.0 mill. LT Interest \$31.0 mill.																		Net Profit (\$mill)		80.0
(Total interest coverage: 3.4x)																		Income Tax Rate		36.0%
Pension Assets-12/05 \$218.6 mill.																		Net Profit Margin		5.5%
Oblig. \$267.9 mill.																		Long-Term Debt Ratio		47%
Pfd Stock None																		Common Equity Ratio		53%
Common Stock 27,548,346 shs.																		Total Capital (\$mill)		1350
as of 7/31/06																		Net Plant (\$mill)		1500
MARKET CAP \$1.1 billion (Mid Cap)																		Return on Total Cap'l		7.0%
																		Return on Shr. Equity		10.5%
																		Return on Com Equity		10.5%
																		Retained to Com Eq		3.8%
																		All Div'ds to Net Prof		60%

CURRENT POSITION																	
(SMILL.)																	
Cash Assets	5.2	7.1	6.6														
Other	231.9	316.6	191.5														
Current Assets	237.1	323.7	198.1														
Accts Payable	102.5	135.3	76.8														
Debt Due	117.5	134.7	85.3														
Other	47.3	56.6	53.0														
Current Liab.	267.3	326.6	215.1														
Fx. Chg. Cov.	316%	340%	NMF														

ANNUAL RATES																	
of change (per sh)																	
Revenues	4.5%	8.0%	11.0%														
"Cash Flow"	1.5%	2.5%	4.5%														
Earnings	1.5%	5.0%	7.0%														
Dividends	1.0%	1.0%	4.0%														
Book Value	4.0%	3.5%	3.5%														

QUARTERLY REVENUES (\$ mill.)																			
Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year														
2003	206.5	117.5	69.5	217.8	611.3														
2004	254.5	109.7	81.4	262.0	707.6														
2005	308.7	153.7	106.7	341.4	910.5														
2006	390.4	171.0	130	333.6	1025														
2007	375	185	140	350	1050														

EARNINGS PER SHARE ^A																			
Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year														
2003	1.01	.17	d.25	.83	1.76														
2004	1.24	d.03	d.30	.95	1.86														
2005	1.44	.04	d.31	.94	2.11														
2006	1.48	.07	d.30	.97	2.22														
2007	1.55	.05	d.30	1.10	2.40														

QUARTERLY DIVIDENDS PAID ^{B=C}																			
Cal-endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year														
2002	.315	.315	.315	.315	1.26														
2003	.315	.315	.315	.325	1.27														
2004	.325	.325	.325	.325	1.30														
2005	.325	.325	.325	.345	1.32														
2006	.345	.345	.345																

(A) Diluted earnings per share. Excludes non-recurring gain: '98, \$0.15; '00, \$0.11. Next earnings report due early November.
 (B) Dividends historically paid in mid-February.
 (C) In millions, adjusted for stock split.

mid-May, mid-August, and mid-November.
 ■ Div'd reinvestment plan available.

Company's Financial Strength A
Stock's Price Stability 100
Price Growth Persistence 55
Earnings Predictability 75

Northwest Natural's second-quarter earnings turned out a bit better than expected, despite weather that was 16% warmer than average and 12% warmer than last year's. The company's share of commodity cost savings added about \$0.03 a share in the June period, and profits from interstate gas storage contributed an additional \$0.02. Operations and maintenance expenses were up 3% but would have risen 2% without increased bad debt costs, due to higher gas prices.

We anticipate roughly normal earnings growth over the balance of the year. Northwest Natural increased its customer count by 3.3% in the 12 months ended in June, and the new accounts should boost earnings through 2006 and 2007. While the national economy is definitely slowing, Portland seems to be doing better than the nation as a whole, with little decline in new home construction. (Northwest's share of new home heating fuel is over 90%.) But the company plans to lay off 50 to 100 employees in the second half of the year, and severance costs will probably add up to around \$0.04 a share in the fourth quarter.

Earnings in 2007 will likely benefit from new efficiency and cost-cutting efforts. Northwest has begun to implement a companywide plan to reduce costs by consolidating some operations, standardizing functions, and outsourcing some operations, such as new construction. The plan will take a few years to implement completely and will probably result in a workforce reduction of 200 to 250 employees, some by normal attrition.

Northwest's earnings will probably grow faster than its industry's, thanks to above-average customer growth. The area to the southeast of Portland will soon be zoned for higher density, permitting profitable installation of gas mains and significant customer growth. And the company serves less than 60% of its market at present, allowing it to pick up new customers as old oil tanks need replacing.

These neutrally ranked shares have below-average total return potential at their recent quotation. Although we like Northwest's prospects, we think investors will have an opportunity to invest at a better price.

Sigourney B. Romaine September 15, 2006