

## NEW JERSEY RESOURCES

	Three Months Ended		Six Months Ended	
	March 31,		March 31,	
<i>(Thousands, except per share data)</i>	2012	2011	2012	2011
<b>Operating Revenues</b>				
Natural Gas Distribution	\$ 226,023	\$ 433,248	\$ 417,397	\$ 723,924
Energy Services	381,010	573,075	823,010	1,003,849
Clean Energy Ventures	527	—	907	—
Energy Holdings	—	—	—	—
Retail and Other	8,277	7,826	17,308	15,952
<i>Sub-total</i>	615,837	1,014,149	1,258,622	1,743,725
Eliminations	(2,916)	(37,162)	(3,290)	(53,586)
<i>Total</i>	\$ 612,921	\$ 976,987	\$ 1,255,332	\$ 1,690,139
<b>Operating Income (Loss)</b>				
Natural Gas Distribution	\$ 75,330	\$ 73,332	\$ 120,313	\$ 116,001
Energy Services	(5,497)	20,773	26,033	18,751
Clean Energy Ventures	(2,766)	(898)	(4,698)	(1,479)
Energy Holdings	(157)	(135)	(290)	(278)
Retail and Other	(263)	(789)	(487)	(1,376)
<i>Sub-total</i>	66,647	92,283	140,871	131,619
Eliminations	1,042	919	2,036	1,846
<i>Total</i>	\$ 67,689	\$ 93,202	\$ 142,907	\$ 133,465
<b>Equity in Earnings of Affiliates</b>				
Energy Holdings	\$ 3,967	\$ 4,360	\$ 7,582	\$ 7,980
Eliminations	(949)	(750)	(1,910)	(1,453)
<i>Total</i>	\$ 3,018	\$ 3,610	\$ 5,672	\$ 6,527
<b>Net Income (Loss)</b>				
Natural Gas Distribution	\$ 44,936	\$ 44,040	\$ 70,910	\$ 68,396
Energy Services	(3,642)	12,929	16,141	11,477
Clean Energy Ventures	11,862	5,171	21,959	5,225
Energy Holdings	2,021	2,145	3,804	3,858
Retail and Other	(543)	(328)	(689)	(488)
<i>Sub-total</i>	54,634	63,957	112,125	88,468
Eliminations	(99)	(30)	(233)	(32)
<i>Total</i>	\$ 54,535	\$ 63,927	\$ 111,892	\$ 88,436
<b>Net Financial Earnings (Loss)</b>				
Natural Gas Distribution	\$ 44,936	\$ 44,040	\$ 70,910	\$ 68,396
Energy Services	15,871	16,001	23,486	19,168
Clean Energy Ventures	11,862	5,171	21,959	5,225
Energy Holdings	2,021	2,145	3,804	3,858
Retail and Other	(543)	(328)	(689)	(488)
<i>Sub-total</i>	74,147	67,029	119,470	96,159
Eliminations	(21)	—	(36)	—
<i>Total</i>	\$ 74,126	\$ 67,029	\$ 119,434	\$ 96,159
<b>Throughput (Bcf)</b>				
NJNG, Core Customers	24.3	31.4	42.0	53.2
NJNG, Off System/Capacity Management	23.2	28.4	48.8	55.7
NJRES Fuel Mgmt. and Wholesale Sales	140.2	230.6	264.0	230.6
<i>Total</i>	187.7	290.4	354.8	339.5
<b>Common Stock Data</b>				
Yield at March 31	3.4%	3.4%	3.4%	3.4%
Market Price				
High	\$ 50.28	\$ 44.09	\$ 50.48	\$ 44.10
Low	\$ 43.86	\$ 40.24	\$ 40.10	\$ 38.94
Close at March 31	\$ 44.57	\$ 42.95	\$ 44.57	\$ 42.95
Shares Out. at March 31	41,526	41,311	41,526	41,311
Market Cap. at March 31	\$ 1,850,814	\$ 1,774,307	\$ 1,850,814	\$ 1,774,307

## NATURAL GAS DISTRIBUTION

<i>(Unaudited)</i> <i>(Thousands, except customer &amp; weather data)</i>	Three Months Ended		Six Months Ended	
	March 31,		March 31,	
	2012	2011	2012	2011
<b>Utility Gross Margin</b>				
Operating revenues	\$ 226,023	\$ 433,248	\$ 417,397	\$ 723,924
Less:				
Gas purchases	81,667	272,948	168,154	450,599
Energy and other taxes	14,353	27,296	26,236	45,778
Regulatory rider expense	18,443	24,304	30,986	41,002
<b>Total Utility Gross Margin</b>	<b>\$ 111,560</b>	<b>\$ 108,700</b>	<b>\$ 192,021</b>	<b>\$ 186,545</b>
<b>Utility Gross Margin, Operating Income and Net Income</b>				
Residential	\$ 73,496	\$ 72,711	\$ 124,726	\$ 123,557
Commercial, Industrial & Other	17,401	16,903	30,511	29,893
Firm Transportation	17,351	15,571	30,531	26,766
<b>Total Firm Margin</b>	<b>108,248</b>	<b>105,185</b>	<b>185,768</b>	<b>180,216</b>
Interruptible	92	84	194	174
<b>Total System Margin</b>	<b>108,340</b>	<b>105,269</b>	<b>185,962</b>	<b>180,390</b>
Off System/Capacity Management/FRM/Storage Incentive	3,220	3,431	6,059	6,155
<b>Total Utility Gross Margin</b>	<b>111,560</b>	<b>108,700</b>	<b>192,021</b>	<b>186,545</b>
Operation and maintenance expense	26,246	26,069	52,186	51,943
Depreciation and amortization	8,749	8,235	17,381	16,458
Other taxes not reflected in gross margin	1,235	1,064	2,141	2,143
<b>Operating Income</b>	<b>\$ 75,330</b>	<b>\$ 73,332</b>	<b>\$ 120,313</b>	<b>\$ 116,001</b>
<b>Net Income</b>	<b>\$ 44,936</b>	<b>\$ 44,040</b>	<b>\$ 70,910</b>	<b>\$ 68,396</b>
<b>Throughput (Bcf)</b>				
Residential	15.6	20.9	25.8	34.6
Commercial, Industrial & Other	3.0	4.0	5.0	6.7
Firm Transportation	4.7	5.3	8.1	9.3
<b>Total Firm Throughput</b>	<b>23.3</b>	<b>30.2</b>	<b>38.9</b>	<b>50.6</b>
Interruptible	1.0	1.2	3.1	2.6
<b>Total System Throughput</b>	<b>24.3</b>	<b>31.4</b>	<b>42.0</b>	<b>53.2</b>
Off System/Capacity Management	23.2	28.4	48.8	55.7
<b>Total Throughput</b>	<b>47.5</b>	<b>59.8</b>	<b>90.8</b>	<b>108.9</b>
<b>Customers</b>				
Residential	428,757	430,437	428,757	430,437
Commercial, Industrial & Other	27,067	27,246	27,067	27,246
Firm Transportation	43,635	37,103	43,635	37,103
<b>Total Firm Customers</b>	<b>499,459</b>	<b>494,786</b>	<b>499,459</b>	<b>494,786</b>
Interruptible	41	42	41	42
<b>Total System Customers</b>	<b>499,500</b>	<b>494,828</b>	<b>499,500</b>	<b>494,828</b>
Off System/Capacity Management*	35	43	35	43
<b>Total Customers</b>	<b>499,535</b>	<b>494,871</b>	<b>499,535</b>	<b>494,871</b>
*The number of customers represents those active during the last month of the period.				
<b>Degree Days</b>				
Actual	1,958	2,510	3,284	4,273
Normal	2,525	2,494	4,176	4,130
Percent of Normal	77.5%	100.6%	78.6%	103.5%

## ENERGY SERVICES

<i>(Unaudited)</i> <i>(Thousands, except customer and megawatt)</i>	Three Months Ended March 31,		Six Months Ended March 31,	
	2012	2011	2012	2011
<b>Operating Income</b>				
Operating Revenues	\$ 381,010	\$ 573,075	\$ 823,010	\$ 1,003,849
Gas Purchases	382,432	548,677	789,195	977,992
<b>Gross Margin</b>	<b>(1,422)</b>	24,398	<b>33,815</b>	25,857
Operation and maintenance expense	3,755	3,309	7,096	6,480
Depreciation and amortization	16	15	32	31
Energy and other taxes	304	301	654	595
<b>Operating (Loss) Income</b>	<b>\$ (5,497)</b>	\$ 20,773	<b>\$ 26,033</b>	\$ 18,751
<b>Net (Loss) Income</b>	<b>\$ (3,642)</b>	\$ 12,929	<b>\$ 16,141</b>	\$ 11,477
<b>Financial Margin</b>	<b>\$ 29,436</b>	\$ 29,254	<b>\$ 45,430</b>	\$ 38,019
<b>Net Financial Earnings</b>	<b>\$ 15,871</b>	\$ 16,001	<b>\$ 23,486</b>	\$ 19,168
<b>Gas Sold and Managed (Bcf)</b>	<b>140.2</b>	121.0	<b>264.0</b>	230.6

## CLEAN ENERGY VENTURES

Operating Revenues	\$ 527	\$ —	\$ 907	\$ —
Operating (Loss)	\$ (2,766)	\$ (898)	\$ (4,698)	\$ (1,479)
Income Tax Benefit	\$ 14,826	\$ 6,071	\$ 26,997	\$ 6,710
Net Income	\$ 11,862	\$ 5,171	\$ 21,959	\$ 5,225
Solar Renewable Energy Certificates Generated	3,287	18	4,276	49
Solar Renewable Energy Certificates Sold	2,110	30	3,433	30
Megawatts Installed	1.0	2.2	22.2	2.3
Megawatts Under Construction	0.4	1.9	0.4	1.9

## ENERGY HOLDINGS

Equity in Earnings of Affiliates	\$ 3,967	\$ 4,360	\$ 7,582	\$ 7,980
Operation and Maintenance	\$ 155	\$ 133	\$ 273	\$ 275
Interest Expense	\$ 683	\$ 817	\$ 1,397	\$ 1,625
Net Income	\$ 2,021	\$ 2,145	\$ 3,804	\$ 3,858

## RETAIL AND OTHER

Operating Revenues	\$ 8,277	\$ 7,826	\$ 17,308	\$ 15,952
Operating (Loss)	\$ (263)	\$ (789)	\$ (487)	\$ (1,376)
Net (Loss)	\$ (543)	\$ (328)	\$ (689)	\$ (488)
Total Customers at March 31,	131,800	135,291	131,800	135,291