# CONTINUING OUR TRADITION OF GROWTH

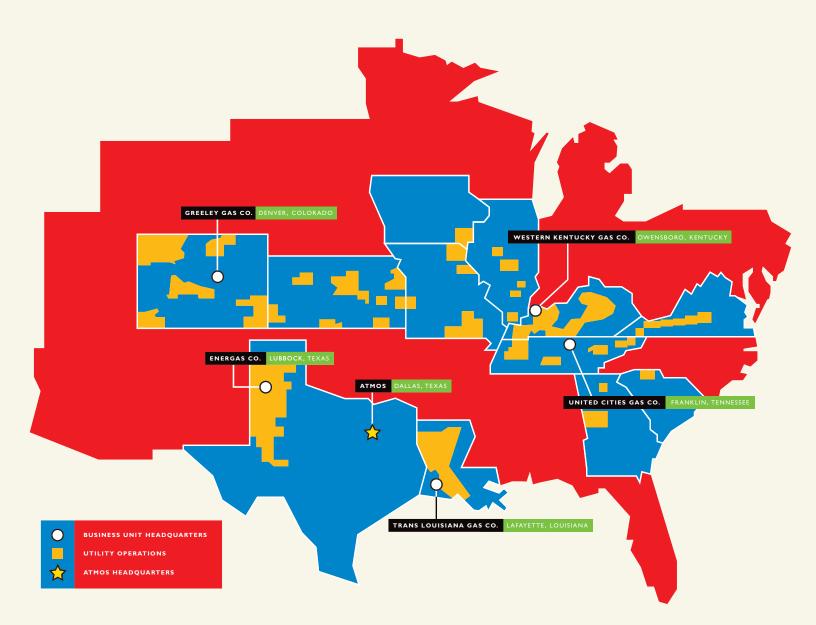
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# ATMOS ENERGY CORPORATION FINANCIAL HIGHLIGHTS

	Year Ended S 2000	eptember 30, 1999	% Change						
	(Dollars in thousands, except share data)								
Operating revenues	\$ 850,152	\$ 690,196	23.2%						
Gross profit	\$ 325,706	\$ 299,794	8.6%						
Utility net income	\$ 22,459	\$ 10,800	108.0%						
Non-utility net income	13,459	6,944	93.8%						
Total	\$ 35,918	\$ 17,744	102.4%						
Total assets	\$1,348,758	\$1,230,537	9.6%						
Total capitalization	\$ 755,664	\$ 755,146	0.1%						
Net income per share – diluted	\$ 1.14	\$.58	96.6%						
Cash dividends per share	\$ 1.14	\$ 1.10	3.6%						
Book value per share at end of year	\$ 12.28	\$ 12.09	1.6%						
Total throughput (MMcf)	197,564	195,587	1.0%						
Heating degree days	3,302	3,374	-2.1%						
Degree days as a % of normal	82%	85%	-3.5%						
Meters in service at end of year	1,096,599	1,037,995	5.6%						
Return on average shareholders' equity	9.3%	4.7%	97.9%						
Shareholders' equity as a % of total capitalization									
(including short-term debt) at end of year	38.4%	40.1%	-4.2%						
Shareholders of record	32,394	35,179	-7.9%						
Average shares outstanding – diluted (000's)	31,594	30,819	2.5%						

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Headquartered in Dallas, Texas, Atmos Energy Corporation distributes natural gas to more than one million customers in Colorado, Georgia, Illinois, Iowa, Kansas, Kentucky, Louisiana, Missouri, South Carolina, Tennessee, Texas and Virginia through its operating divisions – Energas Company, Greeley Gas Company, Trans Lousiana Gas Company, United Cities Gas Company and Western Kentucky Gas Company. Atmos owns an equity interest in Heritage Propane Partners, the nation's fifth largest retail propane marketer. Atmos also owns an equity interest in Woodward Marketing LLC, a natural gas services company located in Houston, Texas.

n 2000, Atmos Energy Corporation continued its tradition of growth which resulted in the creation of new customers, new markets and new sources of revenue. Not only did Atmos experience significant growth in key financial areas such as revenues and net income, but we also put into place new rate structures, made acquisitions in important markets and implemented technology that will allow us to better serve our customers. As you will see in this year's Summary Annual Report, Atmos is growing in a variety of ways - from increasing our presence in the state of Missouri through growth in our utility operations to becoming an owner in one of the nation's largest propane companies. Just as importantly, steps taken in 2000 have put a solid foundation in place for continued growth in 2001 and beyond.

# Letter to Shareholders

# o Our Shareholders:

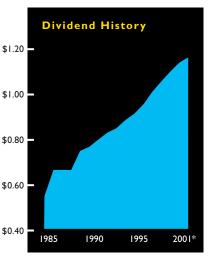
A year ago, I said that we would continue to aggressively focus on growing our utility and non-utility operations by making acquisitions to sustain our historical growth rate. In 2000, we did exactly that. In fact, the number of transactions that we have announced and completed this year is unparalleled in the history of the Company. We also took important steps to improve our profitability, despite the weather:

We were again challenged by weather in fiscal 2000, but we did not sit idly by as warm weather took its toll throughout our operating territories. We were proactive and innovative and grew our earnings despite weather that was 18 percent warmer than normal and two percent warmer than last year. As a result of the steps we took in 2000, net income more than doubled from \$17.7

million in 1999, to \$35.9 million in 2000. Similarly, earnings per share also grew from \$0.58 per diluted share in 1999 to \$1.14 in 2000.

# A Year of Unprecedented Growth – Utility Operations

Since 1986, Atmos' tradition of growth has



\* Indicated Annual Dividend

transformed it from a regional company with operations in the state of Texas and a customer base of 300,000 to a company with a multi-state presence, stretching east from the Rocky Mountains to the Atlantic Seaboard and serving more than one million customers. In 2000, we proved once again that Atmos is a successful acquirer and integrator of natural gas utility operations.

In April, we announced our largest acquisition since 1997 – the purchase of the assets of Louisiana Gas Service Company, a division of Citizens Communications Company, and LGS Natural Gas Company, a Citizens subsidiary, for

> \$365 million. When completed in fiscal 2001, this acquisition will add 279,000 meters to our current Louisiana operations and will make Atmos the largest natural gas distribution company in the state of Louisiana.

In May, we completed the acquisition of Associated Natural Gas' Missouri natural gas distribution properties at a cost of \$667 per customer,



**Robert W. Best** Chairman of the Board, President and Chief Executive Officer

a transaction cost much lower than the industry average. The ANG operations were effectively integrated into our United Cities operations and the acquisition increased our presence in the state of Missouri by 48,000 customers.

With these transactions, Atmos will have doubled its customer base in four years, becoming the fifth largest pure natural gas utility in the nation with approximately 1.4 million customers served.

Atmos has grown from a regional company with a customer base of approximately 300,000 to a company with a multi-state presence and more than one million customers.

> In the future, we plan to continue our acquisition strategy. We also believe it makes sense to divest assets in states where the Company does not have a significant presence or opportunity for growth, such as South Carolina, where we have reached an agreement to sell our operations. Such selective divestitures will enable us to focus our time, attention and resources to more strategic operations.

# A Year of Unprecedented Growth - Non-Utility Operations

We also took important steps in fiscal 2000 to grow and increase the profitability of our nonutility operations.

**Propane Operations.** Our strategy has been to increase the scale, scope and profitability of the propane operations we acquired through United Cities Gas Company in 1997. In February 2000, Atmos and three other gas utility companies announced they would combine their propane assets to create a regional company, US Propane. In August, Atmos and its partners merged US Propane with Heritage Propane Partners, L.P. The combined company, which retained the Heritage name, is the nation's fifth largest retail propane marketer. Atmos and its partners own, indirectly through their ownership of US Propane, all of the general partnership interest and a portion of the limited partnership interest of Heritage Propane Partners. Through this series of transactions, Atmos has leveraged its small and relatively unprofitable propane assets to gain an ownership interest in a highly respected and successful, NYSE listed, national propane company.

Woodward Marketing LLC. In August, we also announced that Atmos will acquire the remaining 55 percent equity interest in Woodward Marketing LLC, a natural gas services company. Atmos currently owns a 45 percent equity interest in Woodward, and we see a significant opportunity to increase Woodward's profitability by acquiring the remaining interest in the Company.

Upon completion of the acquisition, J. D. Woodward, President of Woodward Marketing, will join our senior management team as Senior Vice President of Non-Utility Operations. J.D. and his team have made Woodward Marketing a highly successful company primarily due to the successful relationships they have established with their customers. We believe that Woodward Marketing's ability to prosper will be enhanced both as the core of Atmos' non-utility operations and through the continued leadership of J. D. Woodward and his Woodward Marketing team.

#### Sale of Retail Products and Services.

In 2000, we launched the sale of non-traditional retail products and services to a portion of our customer base. This venture seeks to increase our non-utility revenue by capitalizing on our local brand names and strong customer relationships. Atmos has not invested any capital in this venture but has instead partnered with successful national retail distribution companies. During 2000, we offered our customers home protection products and discount buying club memberships. Initial results are promising and indicate that our customers are interested in purchasing nontraditional products and services from us.

We will continue to look for ways to increase the profitability of our non-utility operations. We expect the earnings growth rate of our non-utility operations to exceed the growth rate of our utility operations, excluding acquisitions.

# Taking Proactive Steps to Mitigate the Effects of Weather on Earnings

We were successful in improving our earnings in 2000 through a diligent regulatory strategy of making timely rate requests and redesigning our rate structures to mitigate the effects of weather. We completed three regulatory proceedings during the fiscal year and settled two others just after the close of the year that will result in more than \$16 million in additional annual revenues. Rate proceedings are also pending in Virginia and Colorado. In December, we placed \$2 million in new rates into effect under bond in Virginia while awaiting a final January 2001 hearing in that case. We anticipate the Colorado rate case will be resolved during the 2001 fiscal year.

During the 2000 fiscal year, Atmos successfully mitigated the effects of weather and established a floor for its earnings by redesigning rates and purchasing weather hedges. As a result of our success in redesigning our rate structures, approximately 34 percent of Atmos' customer base will have weather normalized rates during the 2000-2001 heating season compared to only 17 percent in 1999-2000. To further reduce the impact of weather on earnings, Atmos purchased weather hedges for its Texas and Louisiana operations for the 2000-2001 heating season. These hedges provide protection against weather that is at least seven percent warmer than normal while preserving any upside if the weather approaches normal, or even colder than normal,

# LARGEST PURE NATURAL GAS COMPANY IN THE USS

conditions. We believe these steps have positioned the Company to deliver strong earnings growth going forward, even when weather is warmer than normal.

# Striving for Exceptional Customer Service

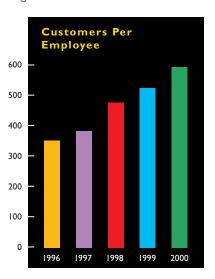
In addition to increasing the

numbers of customers we serve, we have also continued our efforts to deliver exceptional customer service at the lowest possible cost. By continually improving our technology systems and our business processes and training, we have remained among the most efficient operators in the industry. Our operating and maintenance costs of \$135 per meter highlights our efficiency and was once again lower than the indus-

try average of \$220 per meter. In addition, we served 582 customers per employee, up significantly from last year's average of 523 customers per employee, and again better than the average of 390 customers per employee for our peer companies.

We continually work to improve our efficiency and customer service at our Customer Support Center which provides customer call support 24 hours a day, seven days a week. The center now handles more than 7,000 calls per day collectively for our five utility business units.

As we move into the future, technology will



continue to transform our business. More sophisticated technology has already made it possible to read our customers' meters using hand-held electronic meter reading equipment and to dispatch service orders directly to the field

through laptop computers located in our service technicians' vehicles.

Our investment in technology will drive and accommodate our future growth and, at the same time, enable us to mantain and enhance our reputation as one of the most efficient companies in the natural gas industry. This technology should further serve as a platform for web-based customer account information and service requests, which we expect to add to our technology infrastructure in the near future.

# A Bright Future for Natural Gas and for Atmos

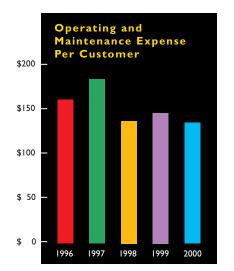
The strong demand for natural gas and the recent dramatic increases in the price of natural gas have made headlines. We are sensitive to the impact of higher commodity prices on our customers. However, we believe that the unregulated price of natural gas at the wellhead and the strong resource base will eventually balance supply and demand.

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JR CUSTOMER

The outlook for natural gas demand is very bright. A recent study by Washington Policy and Analysis, with the support of the American Gas Foundation, forecasts that U.S. consumption of natural gas could rise by as much as 20 percent over the next 20 years. The study states that increased use of natural gas could improve air quality, conserve energy and reduce U.S. reliance on imported oil.

As for Atmos, our fundamental strengths will drive our future growth: our ability to complete and capitalize on acquisitions, the strong relationships we have developed with our customers, our success in growing our non-utility operations and our use of technology to increase efficiency, lower costs and serve more customers in each of our markets.



Our 2000 fiscal year accomplishments would not have been possible without the contributions of many important people. First, I would like to express my thanks to our employees for their dedication and commitment and for

managing company operating expenses at 1998 levels. Their many accomplishments during fiscal 2000 are even more impressive when you consider the challenges they faced as the result of one of the warmest winters on record. I also want our customers to know how much we appreciate them and their loyalty and support of our business. They are the reason we are in business and we know that we must continue to earn their trust and respect every day. I also want to thank our Board of Directors for their unwavering commitment to Atmos' long-term growth and for their guidance and support. Finally, and most importantly, I would like to offer my special thanks to our shareholders for their investment and for their continued confidence in our long-term strategy.

In closing, I want to emphasize that although the past year was extremely challenging, we have accomplished a great deal. We have continued Atmos' tradition of growth by acquiring both utility and non-utility operations. We have stabilized our utility earnings by redesigning rates, achieving rate increases and purchasing weather hedges. We moved our propane operation into a structure in which it can grow and prosper, and we are enhancing Woodward's profitability and growth potential by purchasing the remaining equity interest in the Company. We remain one of the most efficient natural gas distribution companies in the nation by virtue of our ability to leverage technology to aggressively manage our operating costs, accommodate future growth and provide exceptional customer service.

With these accomplishments, we have gained strong momentum and have put the infrastructure in place to deliver solid earnings growth in 2001 and beyond. Our vision and strategy for continuing our tradition of growth are clear, and we have a passion for achieving them. We intend to deliver results that fulfill the great promise of our company.

Sincerely,

Robert W. Best

#### Robert W. Best

Chairman, President and Chief Executive Officer November 8, 2000

# Running Our Utilities Exceptionally Well

atural gas may be the energy success story for the next 20 years. The American Gas Foundation and other organizations project average annual U.S. natural gas consumption will increase from the current level of 22 quadrillion Btus to 30 – 35 quadrillion Btus by 2020. Atmos is positioned to benefit from the bright future of natural gas.

Atmos' core business remains the distribution of natural gas through its five operating divisions: Energas Company, Greeley Gas Company, Trans Louisiana Gas Company, United Cities Gas Company and Western Kentucky Gas Company. We intend to increase earnings by profitably growing our residential, commercial and industrial customer bases, improving our efficiency and earning our allowed rates of return in each 2000, or about 63 percent of total net income. This compares with utility net income of \$10.8 million on revenues of \$621.2 million in 1999. Utility net income was higher in 2000 primarily due to the positive impact of new rate designs and revenue increases approved in recent regulatory proceedings, as well as the addition of approximately 48,000 customers as the result of the closing of the ANG Missouri acquisition. Reduced operating costs in fiscal 2000 also contributed to improved net income.

# Enhancing Efficiency and Convenience

A major part of Atmos' strategy for increasing its earnings is managing costs through efficient operations. Atmos is one of the most efficient operators in the industry, with operating and maintenance costs of \$135 per meter compared to an average

# **CUSTOMER SUPPORT CENTER**

state in which we operate. We will continue to strengthen our utility business by providing superior customer service and reliability, by providing competitive gas rates and by effective cost management.

# Financial Performance

Utility operations reported net income of \$22.4 million on revenues of \$740 million in

of \$220 per meter for our peer group. We are ahead of many companies in having the technology that provides Atmos the foundation for delivering exceptional customer service while



We're using technology that enhances both customer convenience and our service efficiency. Experienced representatives at our Customer Support Center handle more than 7,000 customer calls each day throughout our company and dispatch work orders to computers located in the vehicles of our service technicians.

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improving our efficiency. In 2000, we continued to develop new ways to utilize the customer information system that was implemented in 1999. The customer information system integrates our Customer Support Center with other technology used in the field, including automated dispatching and the automated transmission of service orders to in-truck terminals and electronic meter reading devices.

Atmos' commitment to customer service is important because customers are being presented with more choices and have come to expect high quality service from all types of businesses, including natural gas utilities. To make it easy for customers to do business with Atmos, the Customer Support Center, now in its second full year of operation, handles customer calls from all five utility business units 24 hours a day, seven days a week. The Customer Support Center now handles an average of 7,000 calls each day.

In addition, a network of nearly 300 payment centers, located in convenient retail locations, offers extended hours to customers. A new bill format provides more information to our customers while also making more information available at the fingertips of our customer support associates to enable them to handle customer inquiries more efficiently. In the near future, we plan to expand the Atmos website and enable our customers to access account information and schedule service online.

# Customer Additions

In 2000, Atmos added new meters through internal growth, with the greatest increases occurring in its Kansas City, Western Colorado, and Middle and East Tennessee service areas. Atmos has aggressive programs to make natural gas the fuel of choice for residential and commercial new construction, to convert existing customers from other sources of energy and to market other products and appliances such as gas logs and gas lights to residential customers and builders. During the past year, our marketing team successfully promoted the use of new natural gas applications such as gaspowered chilling technology for cooling large commercial buildings and dehumidification technology that reduces humidity and improves indoor air quality. Atmos added a total of almost 60,000 new meters to its operations in fiscal 2000, including the acquisition of Associated Natural Gas.

# Earning Our Allowed Rates of Return

Atmos has confronted the challenge of warmer weather by successfully executing a regulatory strategy that includes filing for additional revenue

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increases, seeking weather normalization where appropriate, implementing performance-based regulation (PBR) and redesigning rate structures to mitigate the effects of warm weather.

In fiscal 2000, Atmos concluded three rate proceedings for its Western Kentucky Gas, Amarillo, and Trans La operations and received approval for more than \$12 million in additional annual revenue increases. In addition to approving a revenue increase for Western Kentucky Gas, the Kentucky Public Service Commission also agreed to a fiveyear pilot program for weather normalization which was implemented in November 2000. Atmos was also successful in redesigning its rate structures in Louisiana, Western Kentucky and Amarillo to mitigate the impact of warm weather on future earnings.

In November 2000, the Railroad Commission of Texas approved a settlement in our Energas West Texas rate case which will result in an increase in annual revenues of approximately \$3 million. In addition to the revenue increase, the Railroad Commission approved a new rate design which provides more protection from warmer than normal weather. The new rates went into effect December 1, 2000 and affect approximately 217,000 Energas customers in West Texas.

Atmos also filed rate proceedings in Illinois and Virginia during the 2000 fiscal year and filed a rate case in Colorado in November 2000, shortly after the close of the fiscal year. The Illinois rate case was settled for \$1.37 million in October 2000, and \$2 million in new rates were put into effect in Virginia under bond effective December 2000 pending a final January 2001 hearing. Assuming these new rates are approved for Virginia, Atmos' 2001 revenues will include more than \$18 million in additional annual revenue.

With the addition of weather normalized rates in Western Kentucky, combined with existing weather normalized customers in Tennessee and Georgia, approximately 34 percent of Atmos' customer base will be weather normalized in fiscal 2001, compared with 17 percent in 2000.

Performance-based regulation (PBR) is in effect for our Kentucky, Tennessee and Georgia operations. PBRs permit the Company and its customers to share in purchased gas cost savings when Atmos can obtain gas supplies below certain benchmark indices.

In addition to pursuing an aggressive regulatory strategy, the Company has purchased weather hedges for its Texas and Louisiana operations. The hedges are effective for the 2000-2001 heating season and provide protection against weather that is at least seven percent warmer than normal in both states, while preserving any upside opportunities.

# Expanding Our Non-Utility Operations

he natural gas industry has never been more competitive. To continue to prosper during these competitive times, Atmos is developing new non-utility businesses that will increase revenues from our existing customer base. In fiscal 2000, we reported non-utility net income of \$13.5 million or 37 percent of consolidated net income. Our non-utility operations included propane, the sale of natural gas for agricultural and industrial customers in West Texas, a 45 percent equity interest in Woodward Marketing LLC, the sale of retail products and services, and natural gas storage.

# Propane Operations

Net income for our propane operations increased in 2000 despite weather that was 18 percent warmer than normal and two percent warmer than a year ago. In February, Atmos announced a joint venture with three other gas utilities to combine its propane assets with the propane operations of those companies to form a limited partnership, US Propane. In June, Atmos and its US Propane partners announced they would merge operations with Heritage Propane Partners, L.P., to create the fifth largest retail propane marketer in the United States. The Heritage and US Propane transactions were completed in August and the combined company serves more than 480,000 customers in 28 states. Atmos' ownership interest in

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Expanding Our Non-Utility Operations

this partnership should result in increased quarterly cash flow, a decrease in our dependency on weather and allow us to maximize the value of our propane assets by becoming part of a larger national organization.

# Woodward Marketing LLC

Woodward Marketing LLC's contribution to Atmos pre-tax earnings was \$7.3 million in 2000, compared to \$7.2 million in 1999. Atmos currently owns a 45 percent equity interest in Woodward and announced in August 2000 that it will acquire the remaining 55 percent equity interest. In addition to Atmos, the natural gas services company, headquartered in Houston, Texas, serves industrial customers, municipalities and natural gas utilities in the Southeast, Midwest and in California.

# Enermart Energy Services Trust

The seasonal nature of natural gas sales for heating usually makes warm weather months unprofitable for most natural gas utilities. However, through Enermart Energy Services, Atmos serves agricultural and industrial customers in West Texas during the spring and summer months. Enermart's revenues increased by approximately 76 percent in 2000 and were \$67.2 million compared to \$38.2 million in 1999.

Industrial customers include feedlots and cotton gins, as well as other non-agricultural large natural gas users. Enermart's agricultural operations include supplying natural gas to West Texas farmers for powering irrigation pumps. Enermart also promotes new natural gas technologies, such as gaspowered electric generators.

# Atmos Energy Services, Inc.

Each day, more than one million customers rely on

Atmos to provide them with safe and dependable natural gas service. As an extension of that service, Atmos is offering its customers an array of optional services and products through Atmos Energy Services, Inc.

Atmos is partnering with mass-marketing experts to offer customers home protection services and memberships in a discount buying club. Customers who purchase products through the Company receive the added convenience of paying only one bill since the cost of selected products and services is included with the monthly gas bill.

# Natural Gas Storage

Atmos owns 11 non-regulated underground gas storage facilities in Kansas and Kentucky with a total storage capacity of approximately 21 Bcf. In fiscal 2000, storage contributed \$1.4 million to net income, compared to \$1.3 million in 1999.

Woodward Marketing has grown by providing natural gas services to industrial customers, natural gas utilities and municipalities, such as Loudon, Tennessee, known for its many recreational and historic attractions. This lovely Civil War era home is a Loudon landmark. Atmos currently owns 45 percent equity interest in Woodward.

WNERSHIP

# Growing Through Acquisitions

tmos' track record of growth through acquisitions continued in 2000. The geographic, economic and regulatory diversity created through acquisitions is a strength that sets Atmos apart from other natural gas utilities. Following the closing of the LGS acquisition, Atmos will be the fifth largest

# **ASSOCIATED NATURAL GAS**

pure natural gas utility in the U.S. with 1.4 million customers.

# Associated Natural Gas-Missouri

In October 1999, Atmos announced that it would acquire from Southwestern Energy its Associated Natural Gas' Missouri natural gas distribution properties, at a cost per customer of \$667. The transaction closed on June I, adding 48,000 customers in Missouri and significantly increasing Atmos' presence in the state.

# We increased our presence in Missouri, gaining new customers like Noranda Aluminum in New Madrid which employs 1,130 people and has produced more than 10 billion pounds of aluminum used in everything from window frames to automotive wheels and electrical wire.

# NEW CUSTOMERS

Growing Through Acquisitions

# Acquisition of Louisiana Gas Service Company Announced

In April 2000, Atmos announced that it would acquire the assets of Louisiana Gas Service

Company, or LGS, and Louisiana Natural Gas Company, or LGSN, from Citizens Communications Company. The acquisition will make Atmos the largest natural gas distribution company in Louisiana. The transaction is expected to be completed in 2001, subject to regulatory approval. LGS serves approximately

279,000 meters and its service territories include two of the fastest growing parishes in the state. The acquisition of LGS is a positive one for Atmos for a number of reasons including the existence of a successful and profitable non-utility business operation, the opportunity to increase efficiency through the use of technology and the proximity of the LGS operations to Atmos' existing Trans Louisiana operations.



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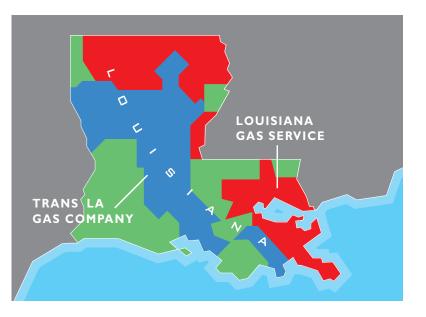
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We'll be the biggest fish in Louisiana, serving more than 360,000 total meters when we complete the acquisition of Louisiana Gas Service Company. The acquisition will make us the fifth largest pure natural gas utility in the U.S, with 1.4 million customers.

NEW METERS

QUEEN TANYA LA2083EE As part of the acquisition, Atmos will also acquire LGSN, an intrastate pipeline company that provides natural gas transportation service to about 200

industrial customers. LGSN also owns a 25 percent undivided interest in Acadian Gas Pipeline's Napoleonville storage facility and a 19 percent undivided interest in Pine Pipeline in Northern Louisiana.



The acquisition of LGS will make Atmos the largest natural gas distribution company in the state of Louisiana.

# Propane Merger

Early in 2000, Atmos and three other gas utility companies announced a plan to combine their propane assets and create a regional company, US Propane. In June 2000, the partners announced that they would combine the assets of US Propane with Heritage Propane Partners, L.P. In August 2000, the transaction was completed and Atmos is now an owner in the nation's fifth largest retail propane marketer:

# Acquisition of Remaining Interest in Woodward Marketing LLC

In August 2000, the Company announced that it would acquire the remaining 55 percent equity interest in Woodward Marketing LLC in exchange for approximately 1.4 million restricted shares of Atmos common stock. Atmos currently owns a 45 percent equity interest in Woodward which it acquired through its acquisition of United Cities Gas Company in 1997. Woodward has a track record of strong growth accompanied by some of the highest customer satisfaction ratings in the industry. The purchase of the remaining equity interest in Woodward should increase the profitability, scale and scope of our non-utility operations. Growth through acquisitions is a key component of Atmos' strategy for increasing earnings and building value for the Company. As a larger company, Atmos will have an even greater competitive advantage as the natural gas industry continues toward unbundling of service and becomes even more competitive.

# **Divestiture Opportunities**

We also believe it makes sense to divest the Company of assets in those states where Atmos has a small number of customers with little opportunity for future growth. In October 2000, Atmos announced the sale of its Gaffney, South Carolina operations for approximately \$5.8 million. The sale is expected to be completed in December 2000.

# Financial Review

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# Summary Annual Report

The financial information presented in this report regarding Atmos Energy Corporation is condensed. Our complete financial statements (including notes) as well as management's discussion and analysis of financial condition and results of operations are presented in our Annual Report on Form 10-K. Investors may request, without charge, our Annual Report on Form 10-K for the year ended September 30, 2000, by calling Investor Relations at 1-800-382-8667 7:30 a.m. – 4:30 p.m. CST. Form 10-K may also be viewed on Atmos' website: http://www.atmosenergy.com. Additional investor information can be found on the inside back cover of this report.

#### ATMOS ENERGY CORPORATION Atmos at a glance

Year Ended September 30, 2000 1999 **Meters in Service** Residential 970,873 919,012 Commercial ..... 104,019 98,268 Industrial (including agricultural) ..... 14,259 14,329 Public authority and other ..... 7,448 6,386 Total meters 1,096,599 1,037,995 Propane customers ..... 39,539 1,096,599 1,077,534 Total **Heating Degree Days** 3,302 3,374 Actual (weighted average) ..... Percent of normal ..... 82% 85% Sales Volumes (MMcf) Residential ..... 63,285 67,128 Commercial ..... 30,707 31,457 Industrial (including agricultural) ..... 38,687 35,741 Public authority and other ..... 5,520 5,793 138,199 140,119 Total ..... Transportation Volumes (MMcf) 59,365 55,468 Total Throughput (MMcf) 197,564 195,587 Propane – Gallons (000's) 19,329 22,291 **Operating Revenues (000's)** Gas Revenues Residential \$ 405.552 \$ 349.691 Commercial ..... 176,712 144,836 Industrial (including agricultural) ..... 171,447 117,382 Public authority and other 27,198 22,330 780,909 634,239 Total Transportation revenues ..... 23,610 23,101 4,674 4,500 Other gas revenues ..... 809,193 661,840 Total gas revenues ..... Propane revenues ..... 22,550 22,944 18,409 5,412 Other revenues ..... \$ 690,196 Total Operating Revenues (000's) \$ 850,152 **Other Statistics** \$1,579,803 \$1,549,258 Gross plant (000's) ..... Net plant (000's) ..... \$ 982,346 \$ 965,782 Miles of pipe ..... 30,029 30,670 Employees ..... 1,885 2,062

# ATMOSENERGY CORPORATION CONDENSED CONSOLIDATED BALANCE SHEETS

			• 30,		
		2000		1999	
		(Dolla	ırs in thou	ısands)	
	¢		¢		
Property, plant and equipment	\$	l,546,569 33,234	\$	1,526,834	
Construction in progress	_	33,234	_	22,424	
		1,579,803		1,549,258	
Less accumulated depreciation and amortization	_	597,457		583,476	
Net property, plant and equipment		982,346		965,782	
Current assets					
Cash and cash equivalents		7,379		8,585	
Accounts receivable, net		4,448		70,564	
Inventories		6,456		8,209	
Gas stored underground		64,222		44,653	
Prepayments		8,101		3,142	
Total current assets		200,606		135,153	
Deferred charges and other assets		165,806		129,602	
	\$	1,348,758	\$	1,230,537	
	* <b>_</b>	1,5 10,7 00	Ť.	1,200,007	
Shareholders' equity					
Shareholders' equity Common stock, no par value (stated at \$.005 per share);	\$	160	\$	156	
<b>Shareholders' equity</b> Common stock, no par value (stated at \$.005 per share); issued and outstanding: 2000 – 31,952,340 shares,	\$	160 306,887	\$		
Shareholders' equity Common stock, no par value (stated at \$.005 per share); issued and outstanding: 2000 – 31,952,340 shares, 1999 – 31,247,800 shares	\$		\$	293,359	
Shareholders' equity Common stock, no par value (stated at \$.005 per share); issued and outstanding: 2000 – 31,952,340 shares, 1999 – 31,247,800 shares Additional paid-in capital	\$	306,887	\$	293,359 83,231	
Shareholders' equity Common stock, no par value (stated at \$.005 per share); issued and outstanding: 2000 – 31,952,340 shares, 1999 – 31,247,800 shares Additional paid-in capital Retained earnings	\$	306,887 83,154	\$	293,359 83,231 917	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity	\$	306,887 83,154 2,265	\$	293,359 83,231 917 377,663	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Shareholders and the state of	\$	306,887 83,154 2,265 392,466 363,198	\$	156 293,359 83,231 917 377,663 377,483	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Long-term debt    Total capitalization	\$	306,887 83,154 2,265 392,466	\$	293,359 83,231 917 377,663 377,483	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Long-term debt    Total capitalization    Current liabilities	\$	306,887 83,154 2,265 392,466 363,198 755,664	\$	293,359 83,231 917 377,663 377,483 755,146	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Total capitalization	\$	306,887 83,154 2,265 392,466 363,198	\$	293,359 83,231 917 377,663 377,483 755,146	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Long-term debt    Total capitalization    Current liabilities    Current maturities of long-term debt    Short-term debt	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047	\$	293,359 83,231 917 377,663 377,483 755,146 17,848 168,304	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Cong-term debt    Total capitalization    Current liabilities    Current maturities of long-term debt    Short-term debt	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047 73,031	\$	293,355 83,231 917 377,663 377,483 755,146 17,848 168,302 64,167	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047 73,031 10,844	\$	293,355 83,231 917 377,663 377,483 755,146 17,848 168,304 64,167 848	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Cong-term debt    Total capitalization    Current liabilities    Current maturities of long-term debt    Short-term debt	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047 73,031	\$	293,355 83,231 917 377,663 377,483 755,146 17,848 168,304 64,167 848 9,657	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Cong-term debt    Total capitalization    Current liabilities    Current maturities of long-term debt    Short-term debt    Taxes payable    Customers' deposits    Other current liabilities	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047 73,031 10,844 9,923 21,085	\$	293,359 83,231 917 377,663 377,483 755,146 17,848 168,304 64,167 848 9,657 25,951	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Long-term debt    Total capitalization    Current liabilities    Current maturities of long-term debt    Short-term debt    Taxes payable    Customers' deposits    Other current liabilities	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047 73,031 10,844 9,923 21,085 382,496	\$	293,359 83,231 917 377,663 377,483 755,146 17,848 168,304 64,167 848 9,657 25,951 286,775	
<pre>issued and outstanding: 2000 – 31,952,340 shares, 1999 – 31,247,800 shares Additional paid-in capital Retained earnings Accumulated other comprehensive income Shareholders' equity . Long-term debt Total capitalization Current liabilities Current maturities of long-term debt Short-term debt Accounts payable . Taxes payable . Customers' deposits . Other current liabilities Total current liabilities Deferred income taxes</pre>	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047 73,031 10,844 9,923 21,085 382,496 131,619	\$	293,359 83,231 917 377,663 377,483 755,146 17,848 168,304 64,167 848 9,657 25,951 286,775 112,610	
Shareholders' equity    Common stock, no par value (stated at \$.005 per share);    issued and outstanding: 2000 – 31,952,340 shares,    1999 – 31,247,800 shares    Additional paid-in capital    Retained earnings    Accumulated other comprehensive income    Shareholders' equity    Long-term debt    Total capitalization    Current liabilities    Current maturities of long-term debt    Short-term debt    Taxes payable    Customers' deposits    Other current liabilities	\$	306,887 83,154 2,265 392,466 363,198 755,664 17,566 250,047 73,031 10,844 9,923 21,085 382,496	\$	293,359 83,231 917 377,663 377,483 755,146 17,848 168,304 64,167 848 9,657 25,951 286,775	

# ATMOSENERGY CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF INCOME

		Year End	ed Septe	mber 30,
		2000		1999
	([	Dollars in thousan	ds, except	per share data,
Operating revenues	\$	850,152	\$	690,196
Purchased gas cost		524,446		390,402
Gross profit		325,706		299,794
Operating expenses				
Operation		140,249		148,065
Maintenance		7,648		9,141
Depreciation and amortization		63,855		56,874
Taxes, other than income		28,638		31,475
Total operating expenses		240,390		245,555
Operating income		85,316		54,239
Other income				
Equity in earnings of unconsolidated investment		7,307		7,156
Other, net		7,437		2,967
Total other income		4,744		10,123
Interest charges, net		43,823		37,063
Income before income taxes		56,237		27,299
Income taxes		20,319		9,555
Net income	\$	35,918	\$	17,744
Basic net income per share	\$	1.14	\$	.58
Diluted net income per share	\$	1.14	\$	.58
Cash dividends per share	\$	1.14	\$	1.10
Weighted average shares outstanding:				
Basic	_	31,461		30,566
Diluted		31,594		30,819

# ATMOSENERGY CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	Year Ende 2000	d Septer	ember 30, 1999		
	(Dollai	rs in thous	anas)		
CASH FLOWS FROM OPERATING ACTIVITIES	25.01.0	<b>•</b>			
Net income	\$ 35,918	\$	17,744		
Adjustments to reconcile net income to net cash provided					
by operating activities:					
Depreciation and amortization:					
Charged to depreciation and amortization	63,855		56,874		
Charged to other accounts	3,065		4,800		
Deferred income taxes	18,251		31,874		
Gain on sale of non-utility assets	(5,831)				
Changes in assets and liabilities	 (61,062)		(26,594)		
Net cash provided by operating activities	54,196		84,698		
CASH FLOWS USED IN INVESTING ACTIVITIES					
Capital expenditures	(75,557)		(110,353)		
Acquisition of Missouri assets of ANG	(32,000)		—		
Retirements of property, plant and equipment, net	957		757		
Proceeds from sale of assets, net	 6,467				
Net cash used in investing activities	(100,133)		(109,596)		
CASH FLOWS FROM FINANCING ACTIVITIES					
Net increase in short-term debt	81,743		101,904		
Repayment of long-term debt	(14,567)		(61,000)		
Cash dividends paid	(35,995)		(33,882)		
ssuance of common stock	13,550		21,726		
Net cash provided by financing activities	44,731	_	28,748		
Net increase (decrease) in cash and cash equivalents	(1,206)		3,850		
Cash and cash equivalents at beginning of year	 8,585		4,735		
Cash and cash equivalents at end of year	\$ 7,379	\$	8,585		

# Report of Independent Auditors

# To Shareholders of Atmos Energy Corporation:

We have audited the consolidated balance sheets of Atmos Energy Corporation at September 30, 2000 and 1999, and the related consolidated statements of income, shareholders' equity and cash flows for each of the three years in the period ended September 30, 2000 (not presented separately herein) and in our report dated November 8, 2000, we expressed an unqualified opinion on those consolidated financial statements.

In our opinion, the information set forth in the accompanying condensed consolidated balance sheets and statements of income and cash flows are fairly stated in all material respects in relation to the basic consolidated financial statements from which they have been derived.

Ernet + Young LLP

Dallas, Texas

November 8, 2000

# ATMOSENERGY CORPORATION CONSOLIDATED FINANCIAL AND STATISTICAL SUMMARY (2000-1996)

				Year	End	ded Septemb	er	30,		
		2000		1999		1998		1997*		1996*
				(Dollars in th	ious	ands, except p	er :	share data)		
BALANCE SHEET DATA AT SE	РТ		3	0						
Capital expenditures	\$	75,557	\$	110,353	\$	134,989	\$		\$	117,589
Net property, plant and equipment		982,346		965,782		917,860		849,127		770,211
Working capital		(181,890)		(151,622)		(116,679)		(169,518)		(102,764)
Total assets		1,348,758		1,230,537		1,141,390		1,088,311		1,010,610
Shareholders' equity		392,466		377,663		371,158		327,260		329,582
Long-term debt, excluding current maturities		363,198		377,483		398,548		302,981		276,162
Total capitalization		755,664		755,146		769,706		630,241		605,744
INCOME STATEMENT DATA										
Operating revenues	\$	850,152	\$	690,196	\$	848,208	\$	906,835	\$	886,691
Gross profit		325,706		299,794		331,836		329,654		324,412
Net income		35,918		17,744		55,265		23,838		41,151
Net income per share – diluted		1.14		.58		1.84		.81		1.42
COMMON STOCK DATA Shares outstanding (in thousands)										
End of year		31,952		31,248		30,398		29,642		29,242
Average		31,594		30,819		30,031		29,422		28,994
Cash dividends per share	\$	1.14	\$	1.10	\$	1.06	\$	1.01	\$	.98
Shareholders of record		32,394		35,179		36,949		29,867		36,472
Market price – High	\$	25	\$	321/16	\$	31 1/16	\$	27 %	\$	31
Low	\$	14 3/4	\$	23 1/16	\$	24 %	\$	22 1⁄8	\$	18
End of year	\$	20 %	\$	24 ¼	\$	28 %	\$	24 %	\$	23¾
Book value per share at end of year	\$	12.28	\$	12.09	\$	12.21	\$	11.04	\$	11.27
Price/Earnings ratio at end of year		18.09		41.59		15.52		30.71		16.46
Market/Book ratio at end of year		1.68		2.00		2.34		2.25		2.07
Annualized dividend yield at end of year		5.5%		4.6%		3.7%		4.1%		4.2%
CUSTOMERS AND VOLUMES (	A S	METER	EC	)						
Gas sales volumes (MMcf)		38,   99		140,119		159,373		164,208		178,293
Gas transportation volumes (MMcf)		59,365		55,468		56,224		48,800		44,146
Total throughput (MMcf)	_	197,564	_	195,587	_	215,597	_	213,008		222,439
Meters in service at end of year		I,096,599		1,037,995		1,004,532		985,448		976,308
Total meters and propane customers		I,096,599		1,077,534		1,041,932		1,014,545		1,002,416
Heating degree days		3,302		3,374		3,799		3,909		4,043
Degree days as a % of normal		82%		85%		95%		98%		101%
Average gas sales price per Mcf sold	\$	5.65	\$	4.53	\$	4.87	\$	5.11	\$	4.51
rvei age gas sales price per i ici solu		3.79	\$	2.79	\$	3.24	\$	3.51	\$	3.15
	\$	5.77	$\Psi$			J.Z 1	Ψ		Ψ	
Average gas sales price per file sold Average purchased gas cost per Mcf sold Average transportation fee per Mcf	\$ \$	.40	↓ \$	.42	\$	.43	ֆ \$	.41	₽ \$	.43
Average purchased gas cost per Mcf sold Average transportation fee per Mcf										.43
Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    S T A T I S T I C S										
Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    S T A T I S T I C S    Return on average shareholders' equity		.40		.42		.43		.41		
Average purchased gas cost per Mcf sold		.40 9.3%		.42 4.7%		.43 15.8%		.41 7.3%		13.0%
Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    S T A T I S T I C S    Return on average shareholders' equity    Number of employees    Net plant per meter.	\$	.40 9.3% 1,885	\$	.42 4.7% 2,062	\$	.43 15.8% 2,193	\$	.41 7.3% 2,679	\$	3.0% 2,863
Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    S T A T I S T I C S    Return on average shareholders' equity    Number of employees    Net plant per meter.    Operating, maintenance and administrative	\$	.40 9.3% 1,885 896	\$	.42 4.7% 2,062 930	\$	.43 15.8% 2,193 914	\$	.41 7.3% 2,679 862	\$	3.0% 2,863 789

\* Amounts for 1997 and 1996 have been restated for pooling of interests with United Cities in July 1997.

# ATMOS ENERGY CORPORATION

# CONSOLIDATED FINANCIAL AND STATISTICAL SUMMARY (1995-1991)<sup>(1)</sup>

	Year Ended September 30,									
		1995		1994		1993		1992		1991
					nous	ands, except ‡	per s	share data)		
BALANCE SHEET DATA AT SE	РТ									
Capital expenditures	\$	103,904	\$	85,471	\$	74,110	\$	71,056	\$	69,247
Net property, plant and equipment		697,287		638,787		592,887		552,599		522,234
Working capital		(41,980)		(32,340)		(31,830)		(16,398)		(39,349
Total assets		900,948		829,385		786,739		723,632		701,185
Shareholders' equity		304,349		267,584		251,317		223,984		197,582
Long-term debt, excluding current maturities		294,463		282,647		257,696		269,887		243,89
Total capitalization		598,812		550,231		509,013		493,871		441,473
INCOME STATEMENT DATA										
Operating revenues	\$	749,555	\$	826,302	\$	794,893	\$	708,968	\$	672,26
Gross profit		300,158		297,020		289,394		264,098		243,21
Net income		28,808		26,772		29,694		21,216		17,487
Net income per share – diluted		1.06		1.05		1.21		.91		.8
COMMON STOCK DATA										
Shares outstanding (in thousands)										
End of year		28,246		25,911		25,183		24,100		22,27
Average		27,208		25,604		24,535		23,324		21,58
Cash dividends per share	\$	.96	\$	.91	\$	.82	\$	.79	\$	.7
Shareholders of record		31,782		27,005		24,649		12,989		11,06
Market price – High	\$	20 %	\$	21%	\$	20 ¾	\$	15 1/4	\$	ŀ
Low	\$	15 %	\$	16¾	\$	13½	\$	12 %	\$	10
End of year	\$	19 3⁄4	\$	173/4	\$	20 1/4	\$	14 %	\$	Ŀ
Book value per share at end of year	\$	10.77	\$	10.33	\$	9.98	\$	9.29	\$	8.8
Price/Earnings ratio at end of year		18.28		16.90		16.74		16.35		17.2
Market/Book ratio at end of year		1.80		1.72		2.03		1.60		1.5
Annualized dividend yield at end of year		5.0%		5.1%		4.1%		5.3%		5.
CUSTOMERS AND VOLUMES (A	A S	METER	ΕD	)						
Gas sales volumes (MMcf)		166,656		170,691		166,065		151,316		151,06
Gas transportation volumes (MMcf)	_	47,647		47,882		51,665		43,320		44,68
Total throughput (MMcf)		214,303		218,573		217,730		194,636		195,74
		949,213		943.728		888,315		876,142		863,08
Meters in service at end of year								897,262		887,56
Meters in service at end of year				965.421		908813				3,58
Total meters and propane customers		972,572		965,421 3,855		908,813 4.080		3 676		5,50
Total meters and propane customers		972,572 3,706		3,855		4,080		3,676 92%		9
Total meters and propane customers	Ð	972,572 3,706 93%	¢	3,855 97%	¢	4,080 102%	¢	92%	¢	
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold	\$	972,572 3,706 93% 4.07	\$	3,855 97% 4.41	\$	4,080 102% 4.32	\$	92% 4.20	\$	4.0
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold    Average purchased gas cost per Mcf sold	\$	972,572 3,706 93% 4.07 2.70	\$	3,855 97% 4.41 3.10	\$	4,080 102% 4.32 3.04	\$	92% 4.20 2.94	\$	9 4.0 2.8
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold		972,572 3,706 93% 4.07		3,855 97% 4.41		4,080 102% 4.32		92% 4.20		4.0 2.8
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold    Average purchased gas cost per Mcf sold    Average transportation fee per Mcf	\$	972,572 3,706 93% 4.07 2.70 .42	\$	3,855 97% 4.41 3.10 .45	\$	4,080 102% 4.32 3.04 .42	\$	92% 4.20 2.94 .50	\$	4.0 2.8 .5
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold    Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    STATISTICS    Return on average shareholders' equity	\$	972,572 3,706 93% 4.07 2.70 .42	\$	3,855 97% 4.41 3.10 .45	\$	4,080 102% 4.32 3.04 .42 12.5%	\$	92% 4.20 2.94 .50	\$	4.0 2.8 .5
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold    Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    STATISTICS    Return on average shareholders' equity    Number of employees	\$	972,572 3,706 93% 4.07 2.70 .42 10.1% 2,944	\$ \$	3,855 97% 4.41 3.10 .45 10.3% 3,052	\$	4,080 102% 4.32 3.04 .42 12.5% 3,105	\$ \$	92% 4.20 2.94 .50 10.1% 3,102	\$ \$	4.0 2.8 .5 9.4 3,13
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold    Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    STATISTICS    Return on average shareholders' equity    Number of employees    Net plant per meter	\$	972,572 3,706 93% 4.07 2.70 .42	\$	3,855 97% 4.41 3.10 .45	\$	4,080 102% 4.32 3.04 .42 12.5%	\$	92% 4.20 2.94 .50	\$	4.0 2.8 .5 9.4 3,13
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold    Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    STATISTICS    Return on average shareholders' equity	\$	972,572 3,706 93% 4.07 2.70 .42 10.1% 2,944	\$ \$	3,855 97% 4.41 3.10 .45 10.3% 3,052	\$	4,080 102% 4.32 3.04 .42 12.5% 3,105	\$ \$	92% 4.20 2.94 .50 10.1% 3,102	\$ \$	4.0
Total meters and propane customers    Heating degree days    Degree days as a % of normal    Average gas sales price per Mcf sold    Average purchased gas cost per Mcf sold    Average transportation fee per Mcf    STATISTICS    Return on average shareholders' equity    Number of employees    Net plant per meter    Operating, maintenance and administrative	\$ \$	972,572 3,706 93% 4.07 2.70 .42 10.1% 2,944 735	\$ \$	3,855 97% 4.41 3.10 .45 10.3% 3,052 677	\$	4,080 102% 4.32 3.04 .42 12.5% 3,105 645	\$ \$	92% 4.20 2.94 .50 10.1% 3,102 611	\$	4.0 2.8 .5 9.4 3,13 58

<sup>(1)</sup> Amounts have been restated for poolings of interests with United Cities Gas Company in July 1997 and Greeley Gas Company in December 1993, and share data have been adjusted for a 3-for-2 stock split in May 1994.

# Senior Management Team

**Robert W. Best** Chairman, President and Chief Executive Officer

J. Patrick Reddy Senior Vice President and Chief Financial Officer

**R. Earl Fischer** Senior Vice President, Utility Operations

Louis P. Gregory Senior Vice President and General Counsel

Wynn D. McGregor Vice President, Human Resources

# Utility Business Units

Thomas R. Blose, Jr. President, United Cities Gas Company

**Conrad E. Gruber** President, Western Kentucky Gas Company

**B. J. Hackler** President, Trans Louisiana Gas Company

**Tom S. Hawkins, Jr.** President, Energas Company

Gary L. Schlessman President, Greeley Gas Company

# Non-Utility Business Units

Jack L. Mars President, Enermart Energy Trust

Robert E. Mattingly Vice President, New Business Ventures – Retail Services

Ron W. McDowell Vice President, New Business Ventures

# Shared Services

**Donald P. Burman** Assistant Controller

Cleaburne H. Fritz Vice President, Information Technology

Shirley A. Hines Corporate Secretary

Lynn L. Hord Vice President, Investor Relations and Corporate Communications

**Fred E. Meisenheimer** Vice President and Controller

**Thomas J. Pearson** Vice President, Customer Information and Technology

Gordon J. Roy Vice President, Gas Supply

Laurie M. Sherwood Vice President and Treasurer

# Travis W. Bain II

Chairman, Texas Custom Pools, Inc. President, Bain Enterprises, Inc. Plano, Texas Board member since 1988 Committees: Work Session/Annual Meeting (Chairman), Audit, Human Resources

# Robert W. Best

Chairman of the Board, President and Chief Executive Officer Atmos Energy Corporation Dallas, Texas Board member since 1997 Committee: Executive

# Dan Busbee

Attorney Dallas, Texas Board member since 1988 Committees: Audit (Chairman), Human Resources

# Richard W. Cardin

Consultant, and retired partner of Arthur Andersen LLP Nashville, Tennessee Board member since 1997 Committees: Audit, Nominating

#### Thomas J. Garland

Chairman of the Tusculum Institute for Public Leadership and Policy Greeneville, Tennessee Board member since 1997 Committees: Human Resources, Work Session/Annual Meeting

# Gene C. Koonce

Formerly Chairman of the Board, President and Chief Executive Officer United Cities Gas Company Nashville, Tennessee Board member since 1997 Committees: Executive, Human Resources (Vice Chairman), Work Session/Annual Meeting

# Vincent J. Lewis

Senior Vice President Legg Mason Wood Walker, Inc. Rutherford, New Jersey Board member since 1997 Committees: Audit, Nominating

# Dr. Thomas C. Meredith

Chancellor of the University of Alabama System Tuscaloosa, Alabama Board member since 1995 Committees: Audit, Nominating

#### Тор:

Seated, from left Carl Quinn, Lee Schlessman (Honorary Director) Standing, from left Gene Koonce, Phillip Nichol, Richard Cardin, Thomas Meredith, Richard Ware

# Bottom:

Seated Dan Busbee Standing, from left Vincent Lewis Travis Bain Charles Vaughan Thomas Garland Robert Best

# Phillip E. Nichol

Senior Vice President and Branch Manager PaineWebber Incorporated Dallas, Texas Board member since 1985 Committees: Nominating (Chairman), Human Resources, Work Session/Annual Meeting

# Carl S. Quinn

General Partner, Quinn Oil Company, Ltd. East Hampton, New York Board member since 1994 Committees: Human Resources (Chairman), Executive

### Charles K. Vaughan

Formerly Chairman of the Board Atmos Energy Corporation Dallas, Texas Board member since 1983 Committee: Executive (Chairman)

#### Richard Ware II

President, Amarillo National Bank Amarillo, Texas Board member since 1994 Committees: Work Session/Annual Meeting, Nominating

Honorary Director

# Lee E. Schlessman

President, Dolo Investment Company Denver, Colorado Retired from Board in 1998





# **Common Stock Listing**

New York Stock Exchange

# Trading Symbol ATO

# **Stock Transfer Agent and Registrar**

Shareholder inquiries on stock transfers may be directed to Fleet National Bank, c/o EquiServe, P.O. Box 43010, Providence, RI 02940-3010. You may also call the interactive voice response system 24 hours a day at 1-800-543-3038, or to speak to a customer service representative, call between 9 a.m. and 6 p.m. EST, Monday through Friday. You may also send an e-mail through our agent's website at http://www.equiserve.com and reference Atmos in your e-mail.

# Independent Auditors

Ernst & Young LLP 2121 San Jacinto, Suite 1500 Dallas, Texas 75201 (214) 969-8000

#### Form 10-K

The Atmos Energy Corporation Annual Report on Form 10-K is available upon request from Investor Relations, Atmos Energy Corporation, P.O. Box 650205, Dallas, Texas 75265-0205, or by calling I-800-38-ATMOS (382-8667) 7:30 a.m. – 4:30 p.m. CST. Form 10-K may also be viewed on Atmos' website: http://www.atmosenergy.com.

# Annual Meeting of Shareholders

The Annual Meeting of Shareholders will be held at the Lafayette Hilton and Towers, 1521 Pinhook Road, Lafayette, Louisiana, 70505, at 11 a.m. CST on February 14, 2001.

# **Direct Stock Purchase Plan**

Atmos Energy Corporation has a Direct Stock Purchase Plan that is available to all investors.

For an initial Investment Form or Enrollment Authorization Form and a Plan Prospectus, please call Atmos Shareholder Relations at I-800-38-ATMOS (382-8667) 7:30 a.m. – 4:30 p.m. CST; or EquiServe at I-800-543-3038. The Prospectus is also available on the Internet at http://www.atmosenergy.com. You may also obtain information by writing to Shareholder Relations, Atmos Energy Corporation, P.O. Box 650205, Dallas, Texas 75265-0205.

This is not an offer to sell nor a solicitation to buy any securities of Atmos. Shares of Atmos common stock purchased through the Direct Stock Purchase Plan will be offered only by Prospectus.

# **Atmos Information by Phone**

Atmos Energy Corporation shareholder information is available by phone seven days a week, 24 hours a day through EquiServe, L.P.'s interactive voice response system. To perform stock transfers, listen to current company information and access daily stock quotes without the assistance of a customer service representative, call I-800-543-3038 and have your Atmos Energy shareholder account number and Social Security or taxpayer ID number ready.

#### Atmos on the Internet

Information about Atmos and its business units may be accessed over the Internet. The Atmos home page, located at http://atmosenergy.com, includes current and historical financial reports and other investor information, management biographies, employment opportunities and information about the Company's operations and service areas. Each business unit has its own home page, with details about products and services. You can reach the business units directly at the following web addresses:

#### http://www.energas.com

http://www.greeleygas.com

http://www.transla.com

http://www.westernkentuckygas.com

http://www.unitedcitiesgas.com

Please visit us on the worldwide web.

# Atmos Energy Corporation Contacts:

Shareholder and Direct Stock Purchase Plan Information: I-800-38-ATMOS (382-8667), 7:30 a.m. – 4:30 p.m. CST

Financial Information for Securities Analysts, Investment Managers and General Information:

Lynn Hord Vice President, Investor Relations and Corporate Communications

(972) 855-3729 (office)

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