EL PASO CORP/DE Form POS AM May 09, 2005

# As filed with the Securities and Exchange Commission on May 6, 2005

Registration No. 333-82412

# SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

Post-Effective Amendment No. 1 to Form S-3

on
Form S-1
REGISTRATION STATEMENT
UNDER
THE SECURITIES ACT OF 1933

#### **EL PASO CORPORATION**

(Exact Name of Registrant As Specified In its Charter)

**Delaware** 

(State or Other Jurisdiction of Incorporation or Organization)

El Paso Building 1001 Louisiana Street Houston, Texas 77002 (713) 420-2600

(Address, Including Zip Code, and Telephone Number, Including Area Code, of Registrant s Principal Executive Offices) 76-0568816

(I.R.S. Employer Identification Number)

Robert W. Baker, Esq. El Paso Building 1001 Louisiana Street Houston, Texas 77002 (713) 420-2600

(Name, Address, Including Zip Code, and Telephone Number, Including Area Code, of Agent For Service)

Copies To:
Andrews Kurth LLP
600 Travis, Suite 4200
Houston, Texas 77002
Attention: G. Michael O Leary, Esq.
(713) 220-4200

**Approximate date of commencement of proposed sale to the public:** From time to time after the effective date of this Registration Statement, as determined in light of market conditions and other factors.

If any of the securities being registered on this Form are to be offered on a delayed or continuous basis pursuant to Rule 415 under the Securities Act of 1933, other than securities offered only in connection with dividend or interest reinvestment plans, check the following box. b

If this Form is filed to register additional securities for an offering pursuant to Rule 462(b) under the Securities Act of 1933, please check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.

If this Form is a post-effective amendment filed pursuant to Rule 462(c) under the Securities Act of 1933, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.

If this form is a post-effective amendment filed pursuant to Rule 462(d) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.

If delivery of the prospectus is expected to be made pursuant to Rule 434, please check the following box.

This Registration Statement on Form S-1 constitutes a post-effective amendment to the Company s Registration Statement on Form S-3 (Registration No. 333-82412). The Company is filing this post-effective amendment for the purpose of meeting the requirements of Section 10(a)(3) of the Securities Act of 1933. Pursuant to Rule 401(b) under the Securities Act, the Company is filing this post-effective amendment on Form S-1, as it is currently ineligible to file a registration statement on Form S-3.

The Registrant hereby amends this Registration Statement on such date or dates as may be necessary to delay its effective date until the Registrant shall file a further amendment which specifically states that this Registration Statement shall thereafter become effective in accordance with Section 8(a) of the Securities Act of 1933, or until this Registration Statement shall become effective on such date as the Commission, acting pursuant to said Section 8(a), may determine.

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We will amend and complete the information in this prospectus. Although we are permitted by United States Federal Securities Laws to offer these securities using this prospectus, we may not sell them or accept your offer to buy them until the documentation filed with the SEC relating to these securities has been declared effective by the SEC. This prospectus is not an offer to sell these securities or our solicitation of your offer to buy these securities in any jurisdiction where that would not be permitted or legal.

## **SUBJECT TO COMPLETION** MAY 6, 2005

# PROSPECTUS, 2005

# 13,639,403 Shares El Paso Corporation Common Stock

We issued 11,500,000 of our 9.00% equity security units in June 2002, of which 5,442,047 equity security units remain outstanding. Each equity security unit has a stated amount of \$50 and consists of (a) a purchase contract which obligates the holder to purchase from us, at a purchase price of \$50, shares of our common stock on August 16, 2005 and (b) a senior note with a principal amount of \$50 that is due on August 16, 2007. The senior note was initially pledged by us to secure the holders obligation to purchase shares of our common stock under the purchase contract. Based upon the current terms of the purchase contracts, a maximum of approximately 13,639,403 shares of our common stock will be issued upon settlement of the purchase contracts. This prospectus covers the shares of common stock issuable upon maturity or early settlement of the purchase contracts.

Our common stock is listed on the New York Stock Exchange under the symbol EP. On May 5, 2005, the last reported sale price of our common stock on the NYSE was \$10.32 per share.

The equity security units are listed on the NYSE under the symbol EP PrA.

# Investing in our common stock involves risk. Please read Risk Factors beginning on page 6.

Neither the SEC nor any state securities commission has approved or disapproved of these securities or determined if this prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

The date of this prospectus is , 2005.

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Opinion of Andrews Kurth LLP

Consent of Independent Registered Public Accounting Firm

Consent of Independent Registered Public Accounting Firm

Consent of Ryder Scott Company, L.P.

#### **EXPLANATORY NOTE**

On June 26, 2002 we issued 11,500,000 equity security units, or ESUs, of which 5,442,047 ESUs are currently issued and outstanding. Each ESU consists of (a) a purchase contract which obligates the holder to purchase from us, at a purchase price of \$50, shares of our common stock on August 16, 2005 and (b) a senior note with a principal amount of \$50 that is due on August 16, 2005. The issuance of the ESUs, and the issuance pursuant to the purchase contracts of the shares of our common stock on August 16, 2005 or upon the early settlement of the purchase contracts, was originally registered under a shelf registration statement on Form S-3 (Common File No. 333-82412). Due to the late filing of our Annual Report on Form 10-K for the year ended December 31, 2003, under applicable SEC rules we no longer qualify for the use of a registration statement on Form S-3 or for incorporation of information by reference into a prospectus. In order to assure that shares of our common stock issued upon maturity or early settlement of the purchase contracts are so issued under an effective registration statement, we have filed a post-effective amendment on Form S-1 to the registration statement described above. This prospectus is a part of that post-effective amendment and registers the issuance of the shares of our common stock upon the maturity of the purchase contracts on August 16, 2005 or early settlement of such purchase contracts. As we no longer qualify for incorporation of information by reference under applicable SEC rules, no information is incorporated in this prospectus by reference.

#### INDUSTRY AND MARKET DATA

We have obtained some industry and market share data from third party sources that we believe to be reliable. In many cases, however, we have made statements in this offering memorandum regarding our industry and our position in the industry based on our experience in the industry and our own investigation of

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market conditions. We cannot assure you that any of these assumptions are accurate or that our assumptions correctly reflect our position in the industry.

Below is a list of terms that are common to our industry and used throughout this document:

/d = per day Bbl = barrels

BBtu = billion British thermal units

BBtue = billion British thermal unit equivalents

Bcf = billion cubic feet

Bcfe = billion cubic feet of natural gas equivalents

MBbls = thousand barrels
Mcf = thousand cubic feet
MDth = thousand dekatherms

Mcfe = thousand cubic feet of natural gas equivalents

Mgal = thousand gallons MMBbls = million barrels

MMBtu = million British thermal units

MMcf = million cubic feet

MMcfe = million cubic feet of natural gas equivalents

MMWh = thousand megawatt hours

MTons = thousand tons MW = megawatt

TBtu = trillion British thermal units

Tcfe = trillion cubic feet of natural gas equivalents

When we refer to natural gas and oil in equivalents, we are doing so to compare quantities of oil with quantities of natural gas or to express these different commodities in a common unit. In calculating equivalents, we use a generally recognized standard in which one Bbl of oil is equal to six Mcf of natural gas. Also, when we refer to cubic feet measurements, all measurements are at a pressure of 14.73 pounds per square inch.

When we refer to us, we, our, ours or El Paso, we are describing El Paso Corporation and/or our subsidiaries NON-GAAP FINANCIAL MEASURES

Our management uses EBIT to assess the operating results and effectiveness of our business segments. EBIT and the related ratios presented in this offering memorandum are supplemental measures of our performance that are not required by, or recognized as being in accordance with, GAAP. EBIT should not be considered as an alternative to net income, operating income or any other performance measures derived in accordance with GAAP or as an alternative to cash flow from operating activities as a measure of our operating liquidity. For a reconciliation of our EBIT (by segment) to our consolidated net loss for each of the three years ended December 31, 2004, see Management s Discussion and Analysis of Financial Condition and Results of Operations Results of Operations.

We define EBIT as net income (loss) adjusted for (1) items that do not impact our income (loss) from continuing operations, such as extraordinary items, discontinued operations and the impact of accounting changes, (2) income taxes, (3) interest and debt expense and (4) distributions on preferred interests of consolidated subsidiaries. Our businesses consist of consolidated operations as well as investments in unconsolidated affiliates. We exclude interest and debt expense and distributions on preferred interests of consolidated subsidiaries from this measure so that investors may evaluate our operating results independently

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from our financing methods or capital structure. We believe that EBIT is helpful to our investors because it allows them to more effectively evaluate the operating performance of our consolidated businesses and our unconsolidated investments using the same performance measure analyzed internally by our management. EBIT may not be comparable to measurements used by other companies. Additionally, EBIT should be considered in conjunction with net income and other performance measures such as operating income or operating cash flow.

# WHERE YOU CAN FIND MORE INFORMATION

We file annual, quarterly and current reports, proxy statements and other information with the SEC. You may read and copy reports, statements or other information we file at the SEC s public reference room at 450 Fifth Street, N.W., Washington, D.C., 20549. Please call the SEC at 1-800-SEC-0330 for further information on the operation of public reference room. Our SEC filings are also available to the public through the web site maintained by the SEC at <a href="http://www.sec.gov">http://www.sec.gov</a>.

This prospectus is part of a registration statement on Form S-1 that we have filed with the SEC. As allowed by SEC rules, this prospectus does not contain all the information you can find in the registration statement or the exhibits filed with the registration statement. Whenever a reference is made in this prospectus to an agreement or other document of El Paso, be aware that such reference is not necessarily complete and that you should refer to the exhibits that are filed with the registration statement for a copy of the agreement or other document. You may review a copy of the registration statement at the SEC s public reference room in Washington, D.C., as well as through the SEC s website as described above. You may also obtain any of the documents referenced in this prospectus from us free of charge, excluding any exhibits to those documents unless the exhibit is specifically incorporated by reference as an exhibit in this prospectus, by requesting them in writing or by telephone from us at the following address:

El Paso Corporation Office of Investor Relations El Paso Building 1001 Louisiana Street Houston, Texas 77002 Telephone No.: (713) 420-2600

You should read this prospectus and any prospectus supplement together with the registration statement and the exhibits filed with the registration statement. The information contained in this prospectus speaks only as of its date unless the context specifically indicates otherwise.

We have not authorized any person to give any information or to make any representation that differs from, or add to, the information discussed in this prospectus. Therefore, if anyone gives you different or additional information, you should not rely on it.

# CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This prospectus includes statements that constitute forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act. These statements are subject to risks and uncertainties. Forward-looking statements include information concerning possible or assumed future results of operations of us and our affiliates. These statements may relate to, but are not limited to, information or assumptions about earnings per share, capital and other expenditures, dividends, financing plans, capital structure, cash flow, liquidity, pending legal and regulatory proceedings and claims, including environmental matters, future economic performance, operating income, cost savings, management s plans, goals and objectives for future operations and growth. These forward-looking statements generally are accompanied by words such as intend, anticipate, believe, estimate, should or similar expressions. It should be understood that these forward-looking statements are necessarily estimates reflecting the best judgment of our senior management, not guarantees of future performance. They are subject to a number of

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assumptions, risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the forward-looking statements.

Undue reliance should not be placed on forward-looking statements, which speak only as of the date of this prospectus.

For a description of risks relating to us and our business, see Risk Factors beginning on page 6 of this prospectus. All subsequent written and oral forward-looking statements attributable to us or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements contained or referred to in this section and any other cautionary statements that may accompany such forward-looking statements. We do not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events, unless the securities laws require us to do so.

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#### **SUMMARY**

This summary highlights some basic information from this prospectus to help you understand our business, the purchase contracts and the common stock issuable upon settlement thereof. It does not contain all of the information that is important to you. You should carefully read this prospectus to understand fully the terms of the common stock subject to issuance upon settlement of the purchase contracts, as well as the other considerations that are important to you in making your investment decision. You should pay special attention to the Risk Factors beginning on page 6 of this prospectus and the section entitled Cautionary Statement Regarding Forward-Looking Statements on page iii of this prospectus. For purposes of this prospectus, except where we are describing the terms of the ESUs, purchase contracts and the common stock subject to issuance upon settlement thereof, and unless the context otherwise indicates, when we refer to El Paso, us, we, our, or issuer, we are describing El Paso Corporation, together wit subsidiaries. With respect to any description of the terms of the common stock subject to issuance upon settlement of the purchase contracts, such references refer only to El Paso Corporation, and not to its subsidiaries.

#### **Our Business**

We are an energy company originally founded in 1928 in El Paso, Texas. Our business purpose is to provide natural gas and related energy products in a safe, efficient and dependable manner. We own North America's largest natural gas pipeline system and are a large independent natural gas producer. We also own and operate an energy marketing and trading business, a power business, midstream assets and investments, and have an investment in a small telecommunications business. Our power business primarily consists of international assets.

Since the end of 2001, our business activities have largely been focused on maintaining our core businesses of pipelines and production, while attempting to liquidate or otherwise divest of those businesses and operations that were not core to our long-term objectives, or that were not performing consistently with the expectations we had for them at the time we made the investment. Our overall objective during this period has been to reduce debt and improve liquidity, while at the same time investing in our core business activities. Our actions during this period have significantly impacted our financial condition, with the sale of almost \$10 billion of operating assets. These actions have also produced significant financial losses through asset impairments, realized losses on asset sales and diminishment of income producing potential on businesses sold.

In late 2003 and early 2004, we appointed a new chief executive officer and several new members of the executive management team. Following a period of assessment, we announced that our long-term business strategy would principally focus on our core pipeline and production businesses. Our businesses are owned through a complex legal structure of companies that reflect the acquisitions and growth in our business from 1996 to 2001. As part of our long range strategy, we are actively working to reduce the complexity of our corporate structure. See our ownership structure chart on page 70.

We believe that 2004 was a watershed year for us. We were able to meet and exceed a number of the goals established under our 2003 Long Range Plan. As part of our efforts in 2004:

We focused capital investment on our core pipeline and production businesses, where in 2002, 2003 and 2004, we spent 87 percent, 91 percent, and 97 percent of our total capital dollars;

We completed the sale of a number of assets and investments including international production properties, a substantial portion of our general and limited partnership interests in GulfTerra Energy Partners, L.P., a publicly traded limited partnership, a significant portion of our worldwide petroleum markets operations, a significant portion of our domestic power generation operations and our merchant LNG business. Total proceeds from these sales were approximately \$3.3 billion;

We reduced our net debt (debt, net of cash) by \$3.4 billion in 2004, lowering our net debt to \$17.1 billion (debt of \$19.2 billion, less cash and cash equivalents of \$2.1 billion) as of December 31, 2004; and

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We continued our cost-reduction efforts with a goal of achieving \$150 million of savings by the end of 2006. In 2004 we focused on expanding our pipeline operations and beginning the turnaround of our production business. During the year, we completed major expansions in our pipeline operations, including our Cheyenne Plains project, to provide transmission outlets for natural gas supply in the Rocky Mountains, and we are moving forward on our Seafarer and Cypress projects to fulfill demand for natural gas in the southeastern United States, primarily Florida. Additionally, we continue to work in recontracting capacity on our systems and have been successful to date in these efforts. In our production operations, we instituted a new, more rigorous, risk analysis process which emphasizes strict capital discipline. Over the second half of 2004, this process resulted in a shifting of capital to areas with higher returns and improved drilling results and helped us to begin the stabilization of our domestic production. In addition, we have recently made several strategic acquisitions of production properties in Texas and acquired the interests held by one of the third parties under our net profits interest agreements.

In 2005, we will continue to work to achieve our long-range goals by: Simplifying our capital structure;

Continuing to focus on expansions in our core pipeline business and completing the turnaround of our production business;

Selling additional assets that we expect will generate proceeds from \$1.8 billion to \$2.2 billion;

Reducing outstanding debt (net of cash) to \$15 billion by the end of 2005; and

Continuing to reduce costs to achieve the cost savings outlined in our Long Range Plan.

For a further description of our business, see the information set forth under the caption Business that begins on page 70 of this prospectus.

#### The Offering and this Prospectus

This prospectus relates to the shares of our common stock to be issued upon the maturity on August 16, 2005 or early settlement of the purchase contracts originally issued in connection with our public offering of ESUs on June 26, 2002. The number of shares of our common stock issuable upon settlement of the purchase contract will be (1) 2.0886 shares per purchase contract in the case of early settlement, subject to adjustment upon specified events, or (2) in the case of shares issuable upon maturity of the purchase contracts, will depend on the prior consecutive 20-trading day average closing price of our common stock determined on the third trading day immediately prior to August 16, 2005. The settlement rate will range from 2.0886 shares to 2.5063 shares per purchase contract with the actual rate to be determined based on such average price, subject to adjustment upon specified events. Accordingly, we will issue a minimum of approximately 12 million shares and up to a maximum of approximately 15.2 million shares on the settlement date of the purchase contracts, depending on our average stock price. The aggregate purchase price payable to us under the 5,442,047 ESUs that remain outstanding is approximately \$272.1 million (a purchase price of \$50 is payable in respect of the purchase contract under each ESU). For a further description of the ESUs, the purchase contracts constituting a portion thereof and our common stock, see the information set forth under the captions Description of the Equity Security Units and Description of El Paso Capital Stock elsewhere in this prospectus. We intend to use the net proceeds from the issuance of our shares of common stock upon maturity of the purchase contracts for general corporate purposes. See Use of Proceeds.

This prospectus is part of a post-effective amendment to a registration statement filed with the SEC that has been declared effective. This prospectus has been filed with the SEC because under applicable SEC rules we no longer qualify for use of a registration statement on Form S-3 or for incorporation by reference into a prospectus. For a further explanation, see Explanatory Note on page i above.

We may be required to amend or supplement this prospectus at any time prior to August 16, 2005 to add, update or change the information contained in this prospectus. This prospectus does not contain all the

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information you can find in the registration statement or the exhibits filed with the registration statement. You should read this prospectus and any amendment or supplement hereto, together with the registration statement, the exhibits filed with or incorporated by reference into the registration statement and the additional information described under Where You Can Find More Information.

#### **Recent Developments**

# **Preferred Stock Offering**

On April 15, 2005, we completed a private placement of 750,000 shares of our 4.99% Convertible Perpetual Preferred Stock (liquidation preference \$1,000 per share). In connection with the private placement, we entered into a purchase agreement, dated as of April 11, 2005, with the initial purchasers of the preferred stock. The initial purchasers resold the preferred stock to qualified institutional buyers pursuant to Rule 144A under the Securities Act of 1933, and the securities are required to be registered later this year. The gross proceeds to us were approximately \$750 million, and the net proceeds (after deducting the initial purchasers—discounts and commissions and our estimated expenses) were approximately \$722 million. We used approximately \$442 million of the net proceeds of the private placement to prepay our Western Energy Settlement obligations. The remaining net proceeds, along with cash on hand, will be used to redeem the outstanding 8.25% Cumulative Preferred Stock of our subsidiary, El Paso Tennessee Pipeline Co., for approximately \$300 million plus accrued and unpaid dividends. In connection with the prepayment of the Western Energy Settlement obligation, we incurred an additional first quarter 2005 charge of approximately \$59 million, before income taxes, (approximately \$39 million net of income taxes), since the obligation will be paid earlier than originally expected.

# **Deep-Shelf Discovery**

On April 4, 2005, we reported that one of our subsidiaries, El Paso Production Company, has tested a recent deep-shelf discovery in the Gulf of Mexico. The West Cameron 75 No. 1 well was tested with almost 14,000 pounds per square inch of flowing wellhead pressure and has anticipated deliverability of approximately 40 million cubic feet per day.

#### Sale of Interests in Enterprise Products Partners

On January 14, 2005, we sold our remaining interests in Enterprise Products Partners L.P. (Enterprise) and Enterprise Products GP, LLC, the general partner of Enterprise, to Enterprise for approximately \$425 million. The transaction includes the sale of our 9.9 percent membership interest in the general partner of Enterprise and approximately 13.5 million common units in Enterprise. Below are pro forma effects of this sale on the historical financial statements as of and for the year ended December 31, 2004. The El Paso Historical amounts in the tables below represent our condensed historical consolidated balance sheet and income statement information and were derived from our 2004 Annual Report on Form 10-K, as amended. The pro forma adjustment amounts represent the historical results and balances related to our interests in Enterprise which were accounted for as an equity investment. The pro forma adjusting entries below reflect (1) the receipt of proceeds of \$425 million from the sale of our remaining 9.9 percent interest in the general partner of Enterprise and 13.5 million Enterprise common units; (2) the elimination of the remaining carrying value of our investment in Enterprise of \$257 million and unamortized non-current deferred gains of \$15 million that were recognized at the time of sale; (3) the recording of a deferred income tax liability of \$64 million; and (4) the recording of a \$183 million gain, net of income taxes of \$64 million (assuming a 35 percent tax rate), associated with the sale.

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# EL PASO CORPORATION UNAUDITED PRO FORMA CONDENSED CONSOLIDATED BALANCE SHEET As of December 31, 2004

|  | El Paso<br>Historical |         | Pro Forma<br>Adjustments |           | Pro Forma |         |
|--|-----------------------|---------|--------------------------|-----------|-----------|---------|
|  |                       |         | (In ı                    | nillions) |           |         |
| ASS  | SETS                  |         |                          | ,         |           |         |
| Current assets   |                       |         |                          |           |           |         |
| Cash and cash equivalents                                | \$                    | 2,117   | \$                       | 425       | \$        | 2,542   |
| Accounts and notes receivable, net                       |                       | 1,709   |                          |           |           | 1,709   |
| Other  |                       | 1,806   |                          |           |           | 1,806   |
| Total current assets                                     |                       | 5,632   |                          | 425       |           | 6,057   |
| Property, plant and equipment, net                       |                       | 18,812  |                          |           |           | 18,812  |
| Other assets   |                       |         |                          |           |           |         |
| Investments in unconsolidated affiliates                 |                       | 2,614   |                          | (257)     |           | 2,357   |
| Other  |                       | 4,325   |                          | (237)     |           | 4,325   |
| oulei  |                       | 1,525   |                          |           |           | 1,525   |
| Total assets   | \$                    | 31,383  | \$                       | 168       | \$        | 31,551  |
| LIABILITIES & STO  | СКНОІ                 | DERS E  | OUITY                    |           |           |         |
| Current liabilities                                      |                       |         |                          |           |           |         |
| Accounts payable   | \$                    | 1,556   | \$                       |           | \$        | 1,556   |
| Short-term financing obligations, including current      |                       |         |                          |           |           |         |
| maturities   |                       | 955     |                          |           |           | 955     |
| Other  |                       | 2,061   |                          |           |           | 2,061   |
| Total current liabilities                                |                       | 4,572   |                          |           |           | 4,572   |
| Total current machines                                   |                       | 4,372   |                          |           |           | 4,372   |
| Long-term debt   |                       | 18,241  |                          |           |           | 18,241  |
| Other liabilities  |                       |         |                          |           |           |         |
| Deferred income taxes                                    |                       | 1,311   |                          | 64        |           | 1,375   |
| Other  |                       | 3,453   |                          | (15)      |           | 3,438   |
| Commitments and continuous ice                           |                       |         |                          |           |           |         |
| Commitments and contingencies Securities of subsidiaries |                       | 367     |                          |           |           | 367     |
| Securities of subsidiaries                               |                       | 307     |                          |           |           | 307     |
| Stockholders equity                                      |                       |         |                          |           |           |         |
| Common stock   |                       | 1,953   |                          |           |           | 1,953   |
| Additional paid-in capital                               |                       | 4,538   |                          |           |           | 4,538   |
| Accumulated deficit                                      |                       | (2,855) |                          | 119       |           | (2,736) |
| Other  |                       | (197)   |                          |           |           | (197)   |
| Total stockholders equity                                |                       | 3,439   |                          | 119       |           | 3,558   |
|  |                       |         |                          |           |           |         |

Total liabilities & stockholders equity \$ 31,383 \$ 168 \$ 31,551

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# EL PASO CORPORATION UNAUDITED PRO FORMA CONDENSED CONSOLIDATED STATEMENT OF INCOME For the Year Ended December 31, 2004

|  | El Paso<br>Historical |         | Pro Forma<br>Adjustments |           | Pro Forma |         |
|--|-----------------------|---------|--------------------------|-----------|-----------|---------|
|  |                       |         | (In                      | millions) |           |         |
| Operating revenues   | \$                    | 5,874   | \$                       |           | \$        | 5,874   |
| Operating expenses   |                       |         |                          |           |           |         |
| Cost of products and services                                      |                       | 1,363   |                          |           |           | 1,363   |
| Operation and maintenance  |                       | 1,872   |                          |           |           | 1,872   |
| Depreciation, depletion and amortization                           |                       | 1,088   |                          |           |           | 1,088   |
| Loss on long-lived assets  |                       | 1,092   |                          |           |           | 1,092   |
| Taxes, other than income taxes                                     |                       | 253     |                          |           |           | 253     |
|  |                       | 5,668   |                          |           |           | 5,668   |
| Operating income   |                       | 206     |                          |           |           | 206     |
| Earnings from unconsolidated affiliates                            |                       | 559     |                          | (6)       |           | 553     |
| Other income, net  |                       | 90      |                          |           |           | 90      |
| Interest and debt expense  |                       | (1,607) |                          |           |           | (1,607) |
| Distributions on preferred interests of consolidated subsidiaries  |                       | (25)    |                          |           |           | (25)    |
| Loss before income taxes   |                       | (777)   |                          | (6)       |           | (783)   |
| Income taxes   |                       | 25      |                          | 2         |           | 27      |
| Loss from continuing operations                                    | \$                    | (802)   | \$                       | (4)       | \$        | (806)   |
| Basic and diluted loss per common share from continuing operations | \$                    | (1.25)  | \$                       | (0.01)    | \$        | (1.26)  |
| Basic and diluted average common shares outstanding                |                       | 639     |                          |           |           | 639     |

# **Risk Factors**

An investment in our common stock involves risks that a potential investor should carefully evaluate prior to making an investment in the common stock. See Risk Factors beginning on page 6.

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#### RISK FACTORS

Before you invest in our common stock, you should consider the risks, uncertainties and factors that may adversely affect us that are discussed below.

#### Risks Related to Our Business

#### Our operations are subject to operational hazards and uninsured risks.

Our operations are subject to the inherent risks normally associated with those operations, including pipeline ruptures, explosions, pollution, release of toxic substances, fires and adverse weather conditions, and other hazards, each of which could result in damage to or destruction of our facilities or damages to persons and property. In addition, our operations face possible risks associated with acts of aggression on our domestic and foreign assets. If any of these events were to occur, we could suffer substantial losses.

While we maintain insurance against many of these risks to the extent and in amounts that we believe are reasonable, our financial condition and operations could be adversely affected if a significant event occurs that is not fully covered by insurance.

#### The success of our pipeline business depends, in part, on factors beyond our control.

Most of the natural gas and natural gas liquids we transport and store are owned by third parties. As a result, the volume of natural gas and natural gas liquids involved in these activities depends on the actions of those third parties, and is beyond our control. Further, the following factors, most of which are beyond our control, may unfavorably impact our ability to maintain or increase current throughput, to renegotiate existing contracts as they expire, or to remarket unsubscribed capacity on our pipeline systems:

service area competition;

expiration and/or turn back of significant contracts;

changes in regulation and action of regulatory bodies;

future weather conditions;

price competition;

drilling activity and availability of natural gas supplies;

decreased availability of conventional gas supply sources and the availability and timing of other gas supply sources, such as LNG;

increased availability or popularity of alternative energy sources such as hydroelectric power;

increased cost of capital;

opposition to energy infrastructure development, especially in environmentally sensitive areas;

adverse general economic conditions;

expiration and/or renewal of existing interests in real property, including real property on Native American lands, and

unfavorable movements in natural gas and liquids prices.

The revenues of our pipeline businesses are generated under contracts that must be renegotiated periodically.

Substantially all of our pipeline subsidiaries revenues are generated under contracts which expire periodically and must be renegotiated and extended or replaced. We cannot assure you that we will be able to extend or replace these contracts when they expire or that the terms of any renegotiated contracts will be as favorable as the existing contracts.

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In particular, our ability to extend and/or replace contracts could be adversely affected by factors we cannot control, including:

competition by other pipelines, including the proposed construction by other companies of additional pipeline capacity or LNG terminals in markets served by our interstate pipelines;

changes in state regulation of local distribution companies, which may cause them to negotiate short-term contracts or turn back their capacity when their contracts expire;

reduced demand and market conditions in the areas we serve;

the availability of alternative energy sources or gas supply points; and

regulatory actions.

If we are unable to renew, extend or replace these contracts or if we renew them on less favorable terms, we may suffer a material reduction in our revenues, earnings and cash flows.

#### Fluctuations in energy commodity prices could adversely affect our pipeline businesses.

Revenues generated by our transmission, storage, and processing contracts depend on volumes and rates, both of which can be affected by the prices of natural gas and natural gas liquids. Increased prices could result in a reduction of the volumes transported by our customers, such as power companies who, depending on the price of fuel, may not dispatch gas-fired power plants. Increased prices could also result from industrial plant shutdowns or load losses to competitive fuels as well as local distribution companies loss of customer base. We also experience earnings volatility when the amount of gas utilized in operations differs from amounts we receive for that purpose. The success of our transmission, storage and processing operations is subject to continued development of additional oil and natural gas reserves and our ability to access additional suppliers from interconnecting pipelines to offset the natural decline from existing wells connected to our systems. A decline in energy prices could precipitate a decrease in these development activities and could cause a decrease in the volume of reserves available for transmission, storage and processing through our systems or facilities. We retain a fixed percentage of natural gas transported for use as fuel and to replace lost and unaccounted for gas, and we are at risk for the difference between the retained amount and actual gas consumed or lost and unaccounted. Pricing volatility may also impact the value of under or over recoveries of this retained gas. If natural gas prices in the supply basins connected to our pipeline systems are higher on a delivered basis to our off-system markets than delivered prices from other natural gas producing regions, our ability to compete with other transporters may be negatively impacted. Fluctuations in energy prices are caused by a number of factors, including:

regional, domestic and international supply and demand;

availability and adequacy of transportation facilities;

energy legislation;

federal and state taxes, if any, on the sale or transportation of natural gas and natural gas liquids;

abundance of supplies of alternative energy sources; and

political unrest among oil producing countries.

Natural gas and oil prices are volatile. A substantial decrease in natural gas and oil prices could adversely affect the financial results of our exploration and production business.

Our future financial condition, revenues, results of operations, cash flows and future rate of growth depend primarily upon the prices we receive for our natural gas and oil production. Natural gas and oil prices historically have

been volatile and are likely to continue to be volatile in the future, especially given current

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world geopolitical conditions. The prices for natural gas and oil are subject to a variety of additional factors that are beyond our control. These factors include:

the level of consumer demand for, and the supply of, natural gas and oil;

commodity processing, gathering and transportation availability;

the level of imports of, and the price of, foreign natural gas and oil;

the ability of the members of the Organization of Petroleum Exporting Countries to agree to and maintain oil price and production controls;

domestic governmental regulations and taxes;

the price and availability of alternative fuel sources;

the availability of pipeline capacity;

weather conditions:

market uncertainty;

political conditions or hostilities in natural gas and oil producing regions;

worldwide economic conditions; and

decreased demand for the use of natural gas and oil because of market concerns about global warming or changes in governmental policies and regulations due to climate change initiatives.

Further, because approximately 82 percent of our proved reserves at December 31, 2004 were natural gas reserves, we are substantially more sensitive to changes in natural gas prices than we are to changes in oil prices. Declines in natural gas and oil prices would not only reduce revenue, but could reduce the amount of natural gas and oil that we can produce economically and, as a result, could adversely affect the financial results of our production business. Changes in natural gas and oil prices can have a significant impact on the calculation of our full cost ceiling test. A significant decline in natural gas and oil prices could result in a downward revision of our reserves and a write-down of the carrying value of our natural gas and oil properties, which could be substantial, and would negatively impact our net income and stockholders equity.

The success of our natural gas and oil exploration and production businesses is dependent, in part, on factors that are beyond our control.

In addition to prices, the performance of our natural gas and oil exploration and production businesses is dependent, in part, upon a number of factors that we cannot control, including:

the results of future drilling activity;

our ability to identify and precisely locate prospective geologic structures and to drill and successfully complete wells in those structures in a timely manner;

our ability to expand our leased land positions in desirable areas, which often are subject to intensely competitive conditions;

increased competition in the search for and acquisition of reserves;

future drilling, production and development costs, including drilling rig rates and oil field services costs;

future tax policies, rates, and drilling or production incentives by state, federal, or foreign governments;

increased federal or state regulations, including environmental regulations, that limit or restrict the ability to drill natural gas or oil wells, reduce operational flexibility, or increase capital and operating costs;

decreased demand for the use of natural gas and oil because of market concerns about global warming or changes in governmental policies and regulations due to climate change initiatives;

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declines in production volumes, including those from the Gulf of Mexico; and

continued access to sufficient capital to fund drilling programs to develop and replace a reserve base with rapid depletion characteristics.

# Our natural gas and oil drilling and producing operations involve many risks and may not be profitable.

Our operations are subject to all the risks normally incident to the operation and development of natural gas and oil properties and the drilling of natural gas and oil wells, including well blowouts, cratering and explosions, pipe failure, fires, formations with abnormal pressures, uncontrollable flows of natural gas, oil, brine or well fluids, release of contaminants into the environment and other environmental hazards and risks. The nature of the risks is such that some liabilities could exceed our insurance policy limits, or, as in the case of environmental fines and penalties, cannot be insured. As a result, we could incur substantial costs that could adversely affect our future results of operations, cash flows or financial condition.

In addition, in our drilling operations we are subject to the risk that we will not encounter commercially productive reservoirs. New wells drilled by us may not be productive, or we may not recover all or any portion of our investment in those wells. Drilling for natural gas and oil can be unprofitable, not only because of dry holes but wells that are productive may not produce sufficient net reserves to return a profit at then realized prices after deducting drilling, operating and other costs.

# Estimating our reserves, production and future net cash flow is difficult.

Estimating quantities of proved natural gas and oil reserves is a complex process that involves significant interpretations and assumptions. It requires interpretations of available technical data and various estimates, including estimates based upon assumptions relating to economic factors, such as future commodity prices, production costs, severance and excise taxes, capital expenditures and workover and remedial costs, and the assumed effect of governmental regulation. As a result, our reserve estimates are inherently imprecise. Also, the use of a 10 percent discount factor for estimating the value of our reserves, as prescribed by the SEC, may not necessarily represent the most appropriate discount factor, given actual interest rates and risks to which our production business or the natural gas and oil industry, in general, are subject. Any significant variations from the interpretations or assumptions used in our estimates or changes of conditions could cause the estimated quantities and net present value of our reserves to differ materially.

Our reserve data represents an estimate. You should not assume that the present values referred to in this report represent the current market value of our estimated natural gas and oil reserves. The timing of the production and the expenses from development and production of natural gas and oil properties will affect both the timing of actual future net cash flows from our proved reserves and their present value. Changes in the present value of these reserves could cause a write-down in the carrying value of our natural gas and oil properties, which could be substantial, and would negatively affect our net income and stockholders equity.

As of December 31, 2004, approximately 29 percent of our estimated proved reserves were undeveloped. Recovery of undeveloped reserves requires significant capital expenditures and successful drilling operations. The reserve data assumes that we can and will make these expenditures and conduct these operations successfully, but future events, including commodity price changes, may cause these assumptions to change. In addition, estimates of proved undeveloped reserves and proved but non-producing reserves are subject to greater uncertainties than estimates of proved producing reserves.

# The success of our power activities depends, in part, on many factors beyond our control.

The success of our remaining domestic and international power projects could be adversely affected by factors beyond our control, including:

alternative sources and supplies of energy becoming available due to new technologies and interest in self generation and cogeneration;

increases in the costs of generation, including increases in fuel costs;

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uncertain regulatory conditions resulting from the ongoing deregulation of the electric industry in the United States and in foreign jurisdictions;

our ability to negotiate successfully, and enter into advantageous power purchase and supply agreements;

the possibility of a reduction in the projected rate of growth in electricity usage as a result of factors such as regional economic conditions, excessive reserve margins and the implementation of conservation programs;

risks incidental to the operation and maintenance of power generation facilities;

the inability of customers to pay amounts owed under power purchase agreements;

the increasing price volatility due to deregulation and changes in commodity trading practices; and

over-capacity of generation in markets served by the power plants we own or in which we have an interest. *Our use of derivative financial instruments could result in financial losses.* 

Some of our subsidiaries use futures, swaps and option contracts traded on the New York Mercantile Exchange, over-the-counter options and price and basis swaps with other natural gas merchants and financial institutions. To the extent we have positions that are not designated or qualify as hedges, changes in commodity prices, interest rates, volatility, correlation factors, the liquidity of the market could cause our revenues, net income and cash requirements to be volatile.

We could incur financial losses in the future as a result of volatility in the market values of the energy commodities we trade, or if one of our counterparties fails to perform under a contract. The valuation of these financial instruments involves estimates. Changes in the assumptions underlying these estimates can occur, changing our valuation of these instruments and potentially resulting in financial losses. To the extent we hedge our commodity price exposure and interest rate exposure, we forego the benefits we would otherwise experience if commodity prices were to increase, or interest rates were to change. The use of derivatives also requires the posting of cash collateral with our counterparties which can impact our working capital (current assets and liabilities) when commodity prices or interest rates change. For additional information concerning our derivative financial instruments, see Management s Discussion and Analysis of Financial Condition and Results of Operations Quantitative and Qualitative Disclosures About Market Risk and note 10 to our Consolidated Financial Statements.

#### Our businesses are subject to the risk of payment defaults by our counterparties.

We frequently extend credit to our counterparties following the performance of credit analysis. Despite performing this analysis, we are exposed to the risk that we may not be able to collect amounts owed to us. Although in many cases we have collateral to secure the counterparty s performance, it could be inadequate and we could suffer credit losses.

# Our foreign operations and investments involve special risks.

Our activities in areas outside the United States, including material investment exposure in our power, pipeline and production projects in Brazil and Pakistan, are subject to the risks inherent in foreign operations, including: loss of revenue, property and equipment as a result of hazards such as expropriation, nationalization, wars, insurrection and other political risks;

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the effects of currency fluctuations and exchange controls, such as devaluation of foreign currencies and other economic problems; and

changes in laws, regulations and policies of foreign governments, including those associated with changes in the governing parties.

# Retained liabilities associated with businesses that we have sold could exceed our estimates.

We have sold a significant number of assets over the years, including the sale of many assets since 2001. Pursuant to various purchase and sale agreements relating to businesses and assets that we have divested, we have either retained certain liabilities or indemnified certain purchasers against liabilities that they might incur in the future. These liabilities in many cases relate to breaches of warranties, environmental, tax, litigation, personal injury and other representations that we have provided. Although we believe that we have established appropriate reserves for these liabilities, we could be required to accrue additional reserves in the future and these amounts could be material. In addition, as we exit businesses, we have experienced substantial reductions and turnover in our workforce that previously supported the ownership and operation of such assets. There is the risk that such reductions and turnover in our workforce could result in errors or mistakes in managing the businesses that we are exiting prior to closing. There is also the risk that such reductions could result in errors or mistakes in managing the retained liabilities after closing, including the lack of any historical knowledge with regard to such assets and businesses in managing the liabilities or defending any associated litigation.

# Risks Related to Legal and Regulatory Matters

# Ongoing litigation and investigations related to our financial statements associated with our reserve estimates and hedges could significantly adversely affect our business.

In 2004, we restated our historical financial statements as a result of a downward revision of our natural gas and oil reserves and because of the manner in which we applied the accounting rules related to many of our historical hedges, primarily those associated with hedges of our anticipated natural gas production. As a result of this reduction in reserve estimates, several class action lawsuits were filed against us and several of our subsidiaries. The reserve revisions are also the subject of investigations by the SEC and the U.S. Attorney and the hedging matters are also the subject of an investigation by the U.S. Attorney and may become the subject of a separate inquiry by the SEC, any of which could result in significant fines against us. These investigations and lawsuits, and possible future claims based on these same facts, may further negatively impact our credit ratings and place further demands on our liquidity. We cannot provide assurance at this time that the effects and results of these or other investigations or of the class action lawsuits will not be material to our financial conditions, results of operations and liquidity.

#### The agencies that regulate our pipeline businesses and their customers affect our profitability.

Our pipeline businesses are regulated by the FERC, the U.S. Department of Transportation, and various state and local regulatory agencies. Regulatory actions taken by those agencies have the potential to adversely affect our profitability. In particular, the FERC regulates the rates our pipelines are permitted to charge their customers for their services. In setting authorized rates of return in a few recent FERC decisions, the FERC has utilized a proxy group of companies that includes local distribution companies that are not faced with as much competition or risks as interstate pipelines. The inclusion of these companies creates downward pressure on approved tariff rates. If our pipelines tariff rates were reduced in a future proceeding, if our pipelines volume of business under their currently permitted rates was decreased significantly, or if our pipelines were required to substantially discount the rates for their services because of competition or because of regulatory pressure, the profitability of our pipeline businesses could be reduced.

In addition, increased regulatory requirements relating to the integrity of our pipelines requires additional spending in order to maintain compliance with these requirements. Any additional requirements that are enacted could significantly increase the amount of these expenditures.

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Further, state agencies that regulate our pipelines local distribution company customers could impose requirements that could impact demand for our pipelines services.

#### Costs of environmental liabilities, regulations and litigation could exceed our estimates.

Our operations are subject to various environmental laws and regulations. These laws and regulations obligate us to install and maintain pollution controls and to clean up various sites at which regulated materials may have been disposed of or released. Some of these sites have been designated as Superfund sites by the EPA under the Comprehensive Environmental Response, Compensation and Liability Act. We are also party to legal proceedings involving environmental matters pending in various courts and agencies, including matters relating to methyl butyl ether found in water supplies and the clean up of, or exposure to, hazardous substances.

Compliance with environmental laws and regulations can require significant costs, such as costs of installing and maintaining pollution controls and clean-up and damages, including natural resources damages, arising out of contaminated properties, and the failure to comply with environmental laws and regulations may result in fines and penalties being imposed. It is not possible for us to estimate reliably the amount and timing of all future expenditures related to environmental matters because of:

the uncertainties in estimating pollution control and clean up costs;

the discovery of new sites or information;

the uncertainty in quantifying liability under environmental laws that impose joint and several liability on all potentially responsible parties;

the nature of environmental laws and regulations; and

potential changes in environmental laws and regulations, including changes in the interpretation and enforcement thereof.

Although we believe we have established appropriate reserves for liabilities, including clean up costs, we could be required to set aside additional reserves in the future due to these uncertainties, and these amounts could be material. For additional information concerning our environmental matters, see Business Legal Proceedings, and note 17 to our Consolidated Financial Statements.

#### Costs of litigation matters and other contingencies could exceed our estimates.

We are involved in various lawsuits in which we or our subsidiaries have been sued. We also have other contingent liabilities and exposures. Although we believe we have established appropriate reserves for these liabilities, we could be required to set aside additional reserves in the future and these amounts could be material. For additional information concerning our litigation matters and other contingent liabilities, see note 17 to our Consolidated Financial Statements.

Our system of internal controls ensure the accuracy or completeness of our disclosures and a loss of public confidence in the quality of our internal controls or disclosures could have a negative impact on us.

Section 404 of the Sarbanes-Oxley Act of 2002, requires us to provide an annual report on our internal controls over financial reporting, including an assessment as to whether or not our internal controls over financial reporting are effective. We are also required to have our auditors attest to our assessment and to opine on the effectiveness of our internal controls over financial reporting. Based upon such review, we concluded that as of December 31, 2004 we did not maintain effective internal control over financial reporting. We identified several deficiencies in internal control over financial reporting that management has concluded constitute material weaknesses. Although we have taken steps to remediate some of these deficiencies, additional steps must be taken to remediate the remaining control deficiencies. If we are unable to remediate our identified internal control deficiencies over financial reporting by the end of 2005, or we identify additional deficiencies in our internal controls over financial reporting, we could be subjected to additional regulatory

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scrutiny, future delays in filing our financial statements and suffer a loss of public confidence in the reliability of our financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles, which could have a negative impact on our liquidity, access to capital markets, financial condition and the market value of our common stock.

In addition to the risk of not completing the remediation of all deficiencies in our internal controls over financial reporting, we do not expect that our disclosure controls and procedures or our internal controls over financial reporting will prevent all mistakes, errors and fraud. Any system of internal controls, no matter how well designed or implemented, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. The design of a control system must reflect the fact that the benefits of controls must be considered relative to their costs. The design of any system of controls also is based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Therefore, any system of internal controls is subject to inherent limitations, including the possibility that controls may be circumvented or overridden, that judgments in decision-making can be faulty, and that misstatements due to mistakes, errors or fraud may occur and may not be detected. Also, while we document our assumptions and review financial disclosures with the Audit Committee of our Board of Directors, the regulations and literature governing our disclosures are complex and reasonable persons may disagree as to their application to a particular situation or set of facts. In addition, the applicable regulations and literature are relatively new. As a result, they are potentially subject to change in the future, which could include changes in the interpretation of the existing regulations and literature as well as the issuance of more detailed rules and procedures.

# Risks Related to Our Liquidity

We have significant debt and below investment grade credit ratings, which have impacted and will continue to impact our financial condition, results of operations and liquidity.

We have significant debt of approximately \$19 billion as of December 31, 2004 and have significant debt service and debt maturity obligations. The ratings assigned to our senior unsecured indebtedness are below investment grade, currently rated Caa1 by Moody s Investor Service (Moody s) and CCC+ by Standard & Poor s. These ratings have increased our cost of capital and our operating costs, particularly in our trading operations, and could impede our access to capital markets. Moreover, we must retain greater liquidity levels to operate our business than if we had investment grade credit ratings. Our debt maturities as of December 31, 2004 for 2005, 2006 and 2007 are \$948 million, \$1,155 million and \$835 million, respectively. If our ability to generate or access capital becomes significantly restrained, our financial condition and future results of operations could be significantly adversely affected. See note 15 to our Consolidated Financial Statements, for a further discussion of our debt.

We may not achieve all of the objectives set forth in our Long-Range Plan in a timely manner or at all.

Our ability to achieve the objectives of our Long-Range Plan, as well as the timing of their achievement, if at all, is subject, in part, to factors beyond our control. These factors include (1) our ability to raise cash from asset sales, which may be impacted by our ability to locate potential buyers in a timely fashion and obtain a reasonable price, (2) our ability to manage our working capital, (3) our ability to generate additional cash by improving the performance of our pipeline and production operations, (4) our ability to exit the power and trading businesses in the manner and within the time period we expect, (5) our ability to significantly reduce debt, and (6) our ability to preserve sufficient cash flow to service our debt and other obligations. If we fail to achieve in a timely manner the targets of our Long-Range Plan, our liquidity or financial position could be materially adversely affected. In addition, it is possible that any of the asset sales contemplated by our Long-Range Plan could be at prices that are below our current book value for the assets, which could result in losses that could be substantial.

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# A breach of the covenants applicable to our debt and other financing obligations could affect our ability to borrow funds and could accelerate our debt and other financing obligations and those of our subsidiaries.

Our debt and other financing obligations contain restrictive covenants and cross-acceleration provisions, which become more restrictive over time. A breach of any of these covenants could preclude us or our subsidiaries from issuing letters of credit and from borrowing under our \$3 billion credit agreement, and could accelerate our long-term debt and other financing obligations and those of our subsidiaries. If this were to occur, we may not be able to repay such debt and other financing obligations upon such acceleration.

Our \$3 billion credit agreement is collateralized by our equity interests in Tennessee Gas Pipeline Company, ANR Pipeline Company, El Paso Natural Gas Company, Colorado Interstate Gas Company, Wyoming Interstate Company Ltd., Southern Gas Storage Company and ANR Storage Company. A breach of the covenants under the \$3 billion agreement could permit the lender to exercise their rights to the collateral, and we could be required to liquidate these interests.

# Our ability to access capital markets is limited to private placements or filing new registration statements as a result of the restatement of our historical financial results.

In 2004, we restated our historical financial statements as a result of a downward revision of our natural gas and oil reserves and because of the manner in which we applied the accounting rules related to our hedges of our natural gas production and certain other derivatives. As a result of the time required to complete these revisions, our 2003 Form 10-K and our 2004 Forms 10-Q were not filed in a timely manner. As a result, until January 2006, our ability to access approximately \$926 million of capacity under our existing shelf registration statement without filing additional disclosure information with the SEC is restricted. The additional disclosure requirements, and any related review by the SEC, could be expensive and impede our ability to access capital in a timely fashion. If our ability to access capital becomes significantly restrained, our financial condition and future results of operations could be significantly adversely affected.

#### We are subject to financing and interest rate exposure risks.

Our future success depends on our ability to access capital markets and obtain financing at cost effective rates. Our ability to access financial markets and obtain cost-effective rates in the future are dependent on a number of factors, many of which we cannot control, including changes in:

our credit ratings;

interest rates;

the structured and commercial financial markets;

market perceptions of us or the natural gas and energy industry;

changes in tax rates due to new tax laws;

our stock price; and

changes in market prices for energy.

#### Risks Related to Our Common Stock

#### You will bear the entire risk of a decline in the price of our common stock.

The market value of the shares of our common stock you will receive on the stock purchase date may be materially different from the effective price per share paid by you on the settlement date under the applicable purchase contracts. If the average trading price of our common stock on the settlement date under the applicable purchase contracts is less than \$19.95 per share, you will, on the settlement date, be required to purchase shares of common stock at a loss. Accordingly, a holder of ESUs assumes the entire risk that the market value of our common stock may decline. Any such decline could be substantial.

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#### You will receive only a portion of any appreciation in our common stock price.

The aggregate market value of the shares of our common stock you will receive on the settlement date under the applicable purchase contracts generally will exceed the stated amount of \$50 only if the average closing price per share of our common stock over the applicable 20-trading day period preceding settlement equals or exceeds \$23.94, which we refer to as the threshold appreciation price. Therefore, during the period prior to the settlement date, an investment in the ESUs affords less opportunity for equity appreciation than a direct investment in our common stock. If the average closing price of our common stock exceeds \$19.95, which we refer to as the reference price, but falls below the threshold appreciation price, you will realize no equity appreciation on the common stock for the period during which you own the purchase contract.

# The trading price of our common stock and the general level of interest rates and our creditworthiness will directly affect the trading price for the ESUs.

It is impossible to predict whether the price of our common stock or interest rates will rise or fall. Our creditworthiness, operating results and prospects and economic, financial and other factors will affect the trading prices of our common stock. In addition, market conditions can affect the capital markets generally, in turn affecting the price of our common stock. These conditions may include the level of, and fluctuations in, the trading prices of stocks generally and sales of substantial amounts of our common stock in the market after the offering of the ESUs or the perception that those sales could occur. Fluctuations in interest rates may affect the relative value of our common stock subject to issuance upon settlement of the purchase contracts.

# You may suffer dilution of our common stock issuable upon settlement of your purchase contract.

The number of shares of our common stock issuable upon settlement of your purchase contract is subject to adjustment only for stock splits and combinations, stock dividends and other specified transactions described in this prospectus. See Description of the Equity Security Units Anti-dilution Adjustments for more information. The number of shares of our common stock issuable upon settlement of each purchase contract is not subject to adjustment for other events, such as employee stock option grants, offerings of common stock for cash, or in connection with acquisitions or other transactions, any of which may adversely affect the price of our common stock. The terms of the ESUs do not restrict our ability to offer common stock in the future or to engage in other transactions that could dilute our common stock. Moreover, we have no obligation to consider the interests of the holders of the ESUs in engaging in any such offering or transaction.

# The price of our common stock may fluctuate significantly, which may make it difficult for you to resell the common stock issuable upon settlement of the purchase contracts, when you want or at prices you find attractive.

The price of our common stock on the New York Stock Exchange constantly changes. We expect that the market price of our common stock will continue to fluctuate. Because common stock is issuable upon settlement of the purchase contracts, volatility or depressed prices for our common stock could have similar effect on the trading price of the ESUs. Holders of ESUs who receive common stock upon settlement of the purchase contracts will also be subject to the risk of volatility and depressed prices.

# Our corporate documents and Delaware law contain provisions that could discourage, delay or prevent a change in control of our company even if some stockholders might consider such a development favorable, which may adversely affect the price of our common stock.

Provisions in our amended and restated certificate of incorporation and amended and restated by-laws may discourage, delay or prevent a merger or acquisition involving us that our stockholders may consider favorable. For example, our amended and restated certificate of incorporation authorizes our board of directors to issue shares of preferred stock to which special rights are attached, including voting and dividend rights.

We are also subject to the anti-takeover provisions of Section 203 of the Delaware General Corporation Law. Under these provisions, if anyone becomes an interested stockholder, we may not enter into a business combination with that person for three years without special approval, which could discourage a

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third party from making a takeover offer and could delay or prevent a change of control. For purposes of Section 203, interested stockholder means, generally, someone owning 15% or more of our outstanding voting stock or an affiliate of ours that owned 15% or more of our outstanding voting stock during the past three years, subject to certain exceptions as described in Section 203.

Upon a change in control as defined in our existing credit facilities, the lenders under such existing credit facilities will have the right to require us to repay all of our outstanding obligations under the facility. In addition, the holders of certain series of indebtedness of certain of our subsidiaries will have the right upon the occurrence of a change of control as defined in such indebtedness or the indenture relating thereto, subject to certain conditions, to require us to repurchase their notes at a price equal to 100% or 101% of their principal amount, plus accrued and unpaid interest to the date of repurchase.

#### **USE OF PROCEEDS**

We will receive an aggregate of approximately \$272.1 million upon settlement of the purchase contracts, which we will use for general corporate purposes.

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#### SELECTED FINANCIAL DATA

The following historical selected financial data excludes certain of our international natural gas and oil production operations and our petroleum markets and coal mining businesses, which are presented as discontinued operations in our financial statements for all periods. The selected financial data below should be read together with Management s Discussion and Analysis of Financial Condition and Results of Operations beginning on page 19 of this prospectus and Financial Statements beginning on page F-1 of this prospectus. These selected historical results are not necessarily indicative of results to be expected in the future.

#### As of or for the Year Ended December 31,

|                                | 2004 |        | 2003 |                              | 2002 |                          | 2001   |         | 2000(3) |        |
|--------------------------------|------|--------|------|------------------------------|------|--------------------------|--------|---------|---------|--------|
|                                |      |        | •    | cated)(1)(2) nillions, excep | •    | stated)(1)<br>common sha | are ai | mounts) |         |        |
| Operating Results Data:        |      |        |      |                              |      |                          |        |         |         |        |
| Operating revenues             | \$   | 5,874  | \$   | 6,668                        | \$   | 6,881                    | \$     | 10,186  | \$      | 6,179  |
| Income (loss) from continuing  |      |        |      |                              |      |                          |        |         |         |        |
| operations available to common |      |        |      |                              |      |                          |        |         |         |        |
| stockholders(4)                | \$   | (802)  | \$   | (605)                        | \$   | (1,242)                  | \$     | (223)   | \$      | 481    |
| Net income (loss)              | \$   | (948)  | \$   | (1,928)                      | \$   | (1,875)                  | \$     | (447)   | \$      | 665    |
| Basic income (loss) per        |      |        |      |                              |      |                          |        |         |         |        |
| common share from continuing   |      |        |      |                              |      |                          |        |         |         |        |
| operations                     | \$   | (1.25) | \$   | (1.01)                       | \$   | (2.22)                   | \$     | (0.44)  | \$      | 0.98   |
| Diluted income (loss) per      |      |        |      |                              |      |                          |        |         |         |        |
| common share from continuing   |      |        |      |                              |      |                          |        |         |         |        |
| operations                     | \$   | (1.25) | \$   | (1.01)                       | \$   | (2.22)                   | \$     | (0.44)  | \$      | 0.95   |
| Cash dividends declared per    |      |        |      |                              |      |                          |        |         |         |        |
| common share(5)                | \$   | 0.16   | \$   | 0.16                         | \$   | 0.87                     | \$     | 0.85    | \$      | 0.82   |
| Basic average common shares    |      |        |      |                              |      |                          |        |         |         |        |
| outstanding                    |      | 639    |      | 597                          |      | 560                      |        | 505     |         | 494    |
| Diluted average common shares  |      |        |      |                              |      |                          |        |         |         |        |
| outstanding                    |      | 639    |      | 597                          |      | 560                      |        | 505     |         | 506    |
| Financial Position Data:       |      |        |      |                              |      |                          |        |         |         |        |
| Total assets(6)                | \$   | 31,383 | \$   | 36,942                       | \$   | 41,923                   | \$     | 44,271  | \$      | 43,992 |
| Long-term financing            |      |        |      |                              |      |                          |        |         |         |        |
| obligations(7)                 |      | 18,241 |      | 20,275                       |      | 16,106                   |        | 12,840  |         | 11,206 |
| Securities of subsidiaries(7)  |      | 367    |      | 447                          |      | 3,420                    |        | 4,013   |         | 3,707  |
| Stockholders equity            |      | 3,439  |      | 4,352                        |      | 5,749                    |        | 6,666   |         | 6,145  |

(1) During the completion of the financial statements for the year ended December 31, 2004, we identified an error in the manner in which we had originally adopted the provisions of SFAS No. 141, *Business Combinations*, and SFAS No. 142, *Goodwill and Other Intangible Assets*, in 2002. Upon adoption of these standards, we incorrectly adjusted the cost of investments in unconsolidated affiliates and the cumulative effect of change in accounting principle for the excess of our share of the affiliates fair value of the net assets over their original cost, which we believed was negative goodwill. The amount originally recorded as a cumulative effect of accounting change was \$154 million and related to our investments in Citrus Corporation, Portland Natural Gas, several Australian investments and an investment in the Korea Independent Energy Corporation. We subsequently determined that

the amounts we adjusted were not negative goodwill, but rather amounts that should have been allocated to the long-lived assets underlying our investments. As a result, we were required to restate our 2002 financial statements to reverse the amount we recorded as a cumulative effect of an accounting change on January 1, 2002. This adjustment also impacted a deferred tax adjustment and an unrealized loss we recorded on our Australian investments during 2002, requiring a further restatement of that year. The restatements also affected the investment, deferred tax liability and stockholders—equity balances we reported as of December 31, 2002 and 2003. See Notes to Consolidated Financial Statements, Note 1 for a further discussion of the restatements.

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- (2) We also identified an error in the manner in which we had originally reported certain of our income taxes associated with our discontinued Canadian exploration and production operations for the year ended December 31, 2003. We incorrectly included approximately \$82 million of deferred tax benefits in continuing operations in the fourth quarter of 2003 that should have been reflected in discontinued operations. As a result, we were required to restate our 2003 financial statements, and related quarterly financial information, to reclassify this amount from continuing operations to discontinued operations. This restatement did not impact our reported net loss or balance sheet amounts as of and for the year ended December 31, 2003. See Notes to Consolidated Financial Statements, Note 1 for a further discussion of the restatement.
- (3) These amounts are derived from unaudited financial statements. Such amounts were restated in 2003 for the accounting impact of adjustments to our historical reserve estimates.
- (4) We incurred losses of \$1.1 billion in 2004, \$1.2 billion in 2003 and \$0.9 billion in 2002 related to impairments of assets and equity investments as well as restructuring charges related to industry changes and the related realignment of our businesses in response to those changes. In 2003, we also entered into an agreement in principle to settle claims associated with the western energy crisis of 2000 and 2001. This settlement resulted in charges of \$104 million in 2003 and \$899 million in 2002, both before income taxes. In addition, we incurred ceiling test charges of \$5 million, \$5 million and \$1,895 million in 2003, 2002 and 2001 on our full cost natural gas and oil properties. During 2001, we merged with The Coastal Corporation and incurred costs and asset impairments related to this merger that totaled approximately \$1.5 billion. For further discussions of events affecting comparability of our results in 2004, 2003 and 2002, see Notes to Consolidated Financial Statements, Notes 2 through 5.
- (5) Cash dividends declared per share of common stock represent the historical dividends declared by El Paso for all periods presented.
- (6) Decreases in 2002, 2003 and 2004 were a result of asset sales activities during these periods. See Notes to Consolidated Financial Statements, Note 3.
- (7) The increases in total long-term financing obligations in 2002 and 2003 was a result of the consolidations of our Chaparral and Gemstone power investments, the restructuring of other financing transactions, and the reclassification of securities of subsidiaries as a result of our adoption of SFAS No. 150, *Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity*, during 2003.

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# MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Our Management s Discussion and Analysis includes forward-looking statements that are subject to risks and uncertainties. Actual results may differ substantially from the statements we make in this section due to a number of factors that are discussed beginning on page 6.

#### Overview

Our business purpose is to provide natural gas and related energy products in a safe, efficient and dependable manner. We own North America s largest natural gas pipeline system and are a large independent natural gas producer. We also own and operate an energy marketing and trading business, a power business, midstream assets and investments, and have an investment in a small telecommunications business. Our power business primarily consists of international assets.

Since the end of 2001, our business activities have largely been focused on maintaining our core businesses of pipelines and production, while attempting to liquidate or otherwise divest of those businesses and operations that were not core to our long-term objectives, or that were not performing consistently with the expectations we had for them at the time we made the investment. Our overall objective during this period has been to reduce debt and improve liquidity, while at the same time invest in our core business activities. Our actions during this period have significantly impacted our financial condition, with the sale of almost \$10 billion of operating assets. These actions have also resulted in significant financial losses through asset impairments, realized losses on asset sales and reduction of income from the businesses sold.

We believe that 2004 was a watershed year for us. We were able to meet and exceed a number of the goals established under our 2003 Long Range Plan. As part of our efforts in 2004:

We focused capital investment on our core pipeline and production businesses, where in 2002, 2003 and 2004, we spent 87 percent, 91 percent, and 97 percent of our total capital dollars;

We completed the sale of a number of assets and investments including international production properties, a substantial portion of our general and limited partnership interests in GulfTerra, a significant portion of our worldwide petroleum markets operations, a significant portion of our domestic power generation operations and our merchant LNG business. Total proceeds from these sales were approximately \$3.3 billion;

We reduced our net debt (debt, net of cash) by \$3.4 billion in 2004, lowering our net debt to \$17.1 billion as of December 31, 2004; and

We continued our cost-reduction efforts with a goal of achieving \$150 million of savings by the end of 2006. As noted above, in 2004, we focused on expanding our pipeline operations and beginning the turnaround of our production business. During the year, we completed major expansions in our pipeline operations, including our Cheyenne Plains project to provide transmission outlets for natural gas supply in the Rocky Mountains, and we are moving forward on our Seafarer and Cypress projects to fulfill demand for natural gas in the southeastern United States, primarily Florida. Additionally, we continue to work in recontracting capacity on our systems and have been successful to date in these efforts. In our production operations, we instituted a new, more rigorous, risk analysis process which emphasizes strict capital discipline. Over the second half of 2004, this process resulted in a shifting of capital to areas with higher returns, improved drilling results and helped us to begin the stabilization of our domestic production. In addition, we have recently made several strategic acquisitions of production properties in Texas. In 2005, we will continue to work to achieve our long-range goals by:

Simplifying our capital structure;

Continuing to focus on expansions in our core pipeline business and completing the turnaround of our production business:

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Selling additional assets that we expect will generate proceeds from \$1.8 billion to \$2.2 billion;

Reducing outstanding debt (net of cash) to \$15 billion by the end of 2005; and

Continuing to reduce costs to achieve the cost savings outlined in our plan.

#### **Capital Resources and Liquidity**

We rely on cash generated from our internal operations as our primary source of liquidity, as well as available credit facilities, project and bank financings, proceeds from asset sales and the issuance of long-term debt, preferred securities and equity securities. From time to time, we have also used structured financing transactions that are sometimes referred to as off-balance sheet arrangements. We expect that our future funding for working capital needs, capital expenditures, long-term debt repayments, dividends and other financing activities will continue to be provided from some or all of these sources, although we do not expect to use off-balance sheet arrangements to the same degree in the future. Each of our existing and projected sources of cash are impacted by operational and financial risks that influence the overall amount of cash generated and the capital available to us. For example, cash generated by our business operations may be impacted by, among other things, changes in commodity prices, demands for our commodities or services, success in recontracting existing contracts, drilling success and competition from other providers or alternative energy sources. Collateral demands or recovery of cash posted as collateral are impacted by natural gas prices, hedging levels and the credit quality of us and our counterparties. Cash generated by future asset sales may depend on the condition and location of the assets and the number of interested buyers. In addition, our future liquidity will be impacted by our ability to access capital markets which may be restricted due to our credit ratings, general market conditions, and by limitations on our ability to access our existing shelf registration statement as further discussed in note 15 to our Consolidated Financial Statements. For a further discussion of risks that can impact our liquidity, see Risk Factors beginning on page 6.

Our subsidiaries are a significant potential source of liquidity to us and they participate in our cash management program to the extent they are permitted under their financing agreements and indentures. Under the cash management program, depending on whether a participating subsidiary has short-term cash surpluses or requirements, we either provide cash to them or they provide cash to us.

During 2004, we took additional steps to reduce our overall debt obligations. These actions included entering into a new \$3 billion credit agreement and selling entities with substantial debt obligations as follows (in millions):

| Debt obligations as of December 31, 2003 | \$<br>21,732 |
|--|--------------|
| Principal amounts borrowed(1)            | 1,513        |
| Repayment of principal(2)                | (3,370)      |
| Sale of entities(3)                      | (887)        |
| Other                                    | 208          |
|  |              |
| Total debt as of December 31, 2004       | \$<br>19,196 |

- (1) Includes proceeds from a \$1.25 billion term loan under our new \$3 billion credit agreement.
- (2) Includes \$850 million of repayments under our previous \$3 billion revolving credit facility.
- (3) Consists of \$815 million of debt related to Utility Contract Funding and \$72 million of debt related to Mohawk River Funding IV.

For a further discussion of our long-term debt, other financing obligations and other credit facilities, see note 15 to our Consolidated Financial Statements.

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As of December 31, 2004, we had available liquidity as follows (in billions):

| Available cash  | \$ 1.8 |
|---|--------|
| Available capacity under our \$3 billion credit agreement | 0.6    |
|   |        |
| Net available liquidity at December 31, 2004              | \$ 2.4 |

In addition to our available liquidity, we expect to generate significant operating cash flow in 2005. We will supplement this operating cash flow with proceeds from asset sales, which we expect will range from \$1.8 billion to \$2.2 billion over the next 12 to 24 months (of which \$0.7 billion has already closed through March 25, 2005). We will also utilize proceeds from our financing activities as needed. In March 2005, we completed a \$200 million financing at CIG. The proceeds will be used to refinance \$180 million of bonds at CIG that will mature in June 2005 and for other general purposes.

In 2005 we expect to spend between \$1.6 billion and \$1.7 billion on capital investments mainly in our core pipeline and production businesses. We have also spent approximately \$0.3 billion on acquisitions in our natural gas and oil operations in 2005, and may make additional acquisitions during 2005. As of December 31, 2004, our contractual debt maturities for 2005 and 2006 were approximately \$0.6 billion and \$1.3 billion. Additionally, we had approximately \$0.8 billion of zero-coupon debentures that have a stated maturity of 2021, but contain an option whereby the holders can require us to redeem the obligations in February 2006. We currently expect the holders to exercise this right, which combined with our contractual maturities could require us to retire up to \$2.1 billion of debt in 2006. So far, in 2005 we have prepaid approximately \$0.7 billion of our Euro denominated debt originally scheduled to mature in March 2006 and \$0.2 billion of our zero-coupon debentures. As a result of these prepayments, we have reduced our 2006 expected maturities to approximately \$1.2 billion which will give us greater financial flexibility next year.

Finally, in 2005 we may also prepay a number of other obligations including derivative positions in our marketing and trading operations and possibly amounts outstanding for the Western Energy Settlement, among other items. These prepayments could total approximately \$1.1 billion. Of this amount, we have already prepaid approximately \$240 million of obligations through the transfer of derivative contracts to Constellation Power in March 2005, in connection with the sale of Cedar Brakes I and II.

Our net available liquidity includes our \$3 billion credit agreement. As of December 31, 2004, we had borrowed \$1.25 billion as a term loan and issued approximately \$1.2 billion of letters of credit under this agreement. The availability of borrowings under this credit agreement and our ability to incur additional debt is subject to various conditions as further described in note 15 to our Consolidated Financial Statements, which we currently meet. These conditions include compliance with the financial covenants and ratios required by those agreements, absence of default under the agreements, and continued accuracy of the representations and warranties contained in the agreements. The financial coverage ratios under our \$3 billion credit agreement change over time. However, these covenants currently require our Debt to Consolidated EBITDA not to exceed 6.5 to 1 and our ratio of Consolidated EBITDA to interest expense and dividends to be equal to or greater than 1.6 to 1, each as defined in the credit agreement. As of December 31, 2004, our ratio of Debt to Consolidated EBITDA was 4.85 to 1 and our ratio of Consolidated EBITDA to interest expense and dividends was 1.93 to 1.

Our \$3 billion credit agreement is collateralized by our equity interests in TGP, EPNG, ANR, CIG, WIC, Southern Gas Storage Company, and ANR Storage Company. Based upon a review of the covenants contained in our indentures and our other financing obligations, acceleration of the outstanding amounts under the credit agreement could constitute an event of default under some of our other debt agreements. If there was an event of default and the lenders under the credit agreement were to exercise their rights to the collateral, we could be required to liquidate our interests in these entities that collateralize the credit agreement. Additionally, we would be unable to obtain cash from our pipeline subsidiaries through our cash management program in an event of default under some of our subsidiaries indentures. Finally, three of our subsidiaries have indentures associated with their public debt that contain \$5 million

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We believe we will be able to meet our ongoing liquidity and cash needs through the combination of available cash and borrowings under our \$3 billion credit agreement. We also believe that the actions we have taken to date will allow us greater financial flexibility for the remainder of 2005 and into 2006 than we had in 2004. However, a number of factors could influence our liquidity sources, as well as the timing and ultimate outcome of our ongoing efforts and plans. These factors are discussed in detail beginning on page 13.

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## Overview of Cash Flow Activities for 2004 Compared to 2003

For the years ended December 31, 2004 and 2003, our cash flows are summarized as follows:

|  | 2004 |       |          | 003<br>stated) |
|--|------|-------|----------|----------------|
|  |      | (In b | oillions | )              |
| Cash inflows   |      |       |          |                |
| Continuing operating activities                                  |      |       |          |                |
| Net loss before discontinued operations                          | \$   | (0.8) | \$       | (0.6)          |
| Non-cash income adjustments                                      |      | 2.4   |          | 1.8            |
| Payment on Western Energy Settlement                             |      | (0.6) |          |                |
| Change in assets and liabilities                                 |      | 0.1   |          | 1.1            |
|  |      | 1.1   |          | 2.3            |
| Continuing investing activities                                  |      |       |          |                |
| Net proceeds from the sale of assets and investments             |      | 1.9   |          | 2.5            |
| Net proceeds from restricted cash                                |      | 0.6   |          |                |
| Other  |      | 0.1   |          |                |
|  |      | 2.6   |          | 2.5            |
| Continuing financing activities                                  |      |       |          |                |
| Net proceeds from the issuance of long-term debt                 |      | 1.3   |          | 3.6            |
| Borrowings under long-term credit facility                       |      |       |          | 0.5            |
| Proceeds from the issuance of common stock                       |      | 0.1   |          | 0.1            |
| Net discontinued operations activity                             |      | 1.0   |          | 0.4            |
|  |      | 2.4   |          | 4.6            |
| Total cash inflows   | \$   | 6.1   | \$       | 9.4            |
| Cash outflows  |      |       |          |                |
| Continuing investing activities                                  |      |       |          |                |
| Additions to property, plant, and equipment                      | \$   | 1.8   | \$       | 2.4            |
| Net cash paid to acquire Chaparral and Gemstone                  |      |       |          | 1.1            |
| Net payments of restricted cash                                  |      |       |          | 0.5            |
| Other  |      |       |          | 0.1            |
|  |      | 1.8   |          | 4.1            |
| Continuing financing activities                                  |      |       |          |                |
| Payments to retire long-term debt and redeem preferred interests |      | 2.5   |          | 4.1            |
| Payments of revolving credit facilities                          |      | 0.9   |          | 1.2            |
| Dividends paid to common stockholders                            |      | 0.1   |          | 0.2            |
| Other  |      | 0.1   |          |                |
|  |      | 3.6   |          | 5.5            |

| Total cash outflows |    | 5.4       | 9.6         |
|---------------------|----|-----------|-------------|
| Net change in cash  |    | \$<br>0.7 | \$<br>(0.2) |
|                     | 23 |           |             |

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#### **Cash From Continuing Operating Activities**

Overall, cash generated from continuing operating activities decreased by \$1.2 billion largely due to a payment of \$0.6 billion related to the principal litigation under the Western Energy Settlement in 2004 and higher cash recovered from margin deposits in 2003. We recovered \$0.7 billion of cash in 2003 from our margin deposits by substituting letters of credit for cash on deposit as compared to \$0.1 billion recovered in 2004.

## **Cash From Continuing Investing Activities**

For the year ended December 31, 2004, net cash provided by our continuing investing activities was \$0.8 billion. During the year, we received net proceeds of approximately \$0.9 billion from sales of our domestic power assets as well as \$1.0 billion from the sales of our general and limited partnership interests in GulfTerra and various other Field Services assets. We also released restricted cash of \$0.6 billion out of escrow, which was paid to the settling parties to the Western Energy Settlement as discussed above.

Our 2004 capital expenditures included the following (in billions):

| Production exploration, development and acquisition expenditures   | \$<br>0.7 |
|--|-----------|
| Pipeline expansion, maintenance and integrity projects             | 1.0       |
| Other (primarily power projects)                                   | 0.1       |
|  |           |
| Total capital expenditures and net additions to equity investments | \$<br>1.8 |

In 2005, we expect our total capital expenditures, including acquisitions, to be approximately \$1.9 billion, divided approximately equally between our Production and Pipelines segments. In 2004, our Production segment received funds of approximately \$110 million from third parties under net profits interest agreements. In March 2005, we purchased all of the interests held by one of the parties to these agreements for \$62 million. See Supplemental Financial Information, under the heading Supplemental Natural Gas and Oil Operations (Unaudited), for a further discussion of these agreements.

In September 2004, we incurred significant damage to sections of our offshore pipeline facilities due to Hurricane Ivan. Cost estimates are currently in the \$80 million to \$95 million range with damage assessment still in progress. We expect insurance reimbursement with the exception of a \$2 million deductible for this event; however the timing of such reimbursements may occur later than the capital expenditures on the damaged facilities which may increase our net capital expenditures for 2005.

In January 2005, we sold our remaining interests in Enterprise and its general partner for \$425 million. We also sold our membership interest in two subsidiaries that own and operate natural gas gathering systems and the Indian Springs processing facility to Enterprise for \$75 million. During 2005, we will continue to divest, where appropriate, our non-core assets based on our long-term business strategy, including additional power assets in Asia and other countries (see Business and note 3 to our Consolidated Financial Statements, for a further discussion of these divestitures and the asset divestitures of our discontinued operations). The timing and extent of these additional sales will be based on the level of market interest and based upon obtaining the necessary approvals.

#### **Cash From Continuing Financing Activities**

Net cash used in our continuing financing activities was \$1.2 billion for the year ended December 31, 2004. During 2004, our significant financing cash inflows included \$1.25 billion borrowed as a term loan under our new \$3 billion credit agreement. We also had \$1.0 billion of cash contributed by our discontinued operations. Of the amount contributed by our discontinued operations, \$0.2 billion was generated from operations, \$1.2 billion was received as proceeds from the sales of our Eagle Point and Aruba refineries and our international production operations, primarily in western Canada, and \$0.4 billion was used to repay long-term debt related to the Aruba refinery.

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Our significant financing cash outflows included net repayments of \$0.9 billion on our previous \$3 billion revolving credit facilities during 2004, prior to entering into our new \$3 billion credit agreement. We also made \$2.5 billion of payments to retire third party long-term debt and redeem preferred interests as we continued in our efforts to reduce our overall debt obligations under our Long-Range Plan. See note 15 to our Consolidated Financial Statements, for further detail of our financing activities.

## **Contractual Obligations and Off-Balance Sheet Arrangements**

In the course of our business activities, we enter into a variety of financing arrangements and contractual obligations. The following discusses those contingent obligations, often referred to as off-balance sheet arrangements. We also present aggregated information on our contractual cash obligations, some of which are reflected in our financial statements, such as short-term and long-term debt and other accrued liabilities; other obligations, such as operating leases; and capital commitments are not reflected in our financial statements.

## Off-Balance Sheet Arrangements and Related Liabilities

#### Guarantees

We are involved in various joint ventures and other ownership arrangements that sometimes require additional financial support in the form of financial and performance guarantees. In a financial guarantee, we are obligated to make payments if the guaranteed party fails to make payments under, or violates the terms of, the financial arrangement. In a performance guarantee, we provide assurance that the guaranteed party will execute on the terms of the contract. If they do not, we are required to perform on their behalf. For example, if the guaranteed party is required to deliver natural gas to a third party and then fails to do so, we would be required to either deliver that natural gas or make payments to the third party equal to the difference between the contract price and the market value of the natural gas. We also periodically provide indemnification arrangements related to assets or businesses we have sold. These arrangements include indemnifications for income taxes, the resolution of existing disputes, environmental matters, and necessary expenditures to ensure the safety and integrity of the assets sold.

We evaluate our guarantees and indemnity arrangements at the time they are entered into and in each period thereafter to determine whether a liability exists and, if so, if it can be estimated. We record accruals when both these criteria are met. As of December 31, 2004, we had accrued \$70 million related to these arrangements. As of December 31, 2004, we also had approximately \$40 million of financial and performance guarantees and indemnification arrangements not otherwise reflected in our financial statements.

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#### **Contractual Obligations**

The following table summarizes our contractual obligations as of December 31, 2004, for each of the years presented (all amounts are undiscounted):

|                                  | 2005     | 2006     | 2007     | 2008      | 2009     | Thereafter | Total     |
|----------------------------------|----------|----------|----------|-----------|----------|------------|-----------|
|                                  |          |          |          | (In milli | ons)     |            |           |
| Long-term financing              |          |          |          |           |          |            |           |
| obligations:(1)                  |          |          |          |           |          |            |           |
| Principal                        | \$ 948   | \$ 1,155 | \$ 835   | \$ 733    | \$ 2,637 | \$ 13,031  | \$ 19,339 |
| Interest                         | 1,356    | 1,330    | 1,257    | 1,191     | 1,127    | 11,762     | 18,023    |
| Western Energy Settlement(2)     | 44       | 44       | 44       | 44        | 44       | 634        | 854       |
| Other contractual liabilities(3) | 31       | 47       | 23       | 22        | 5        | 32         | 160       |
| Operating leases(4)              | 79       | 66       | 51       | 43        | 40       | 163        | 442       |
| Other contractual commitments    |          |          |          |           |          |            |           |
| and purchase obligations:(5)     |          |          |          |           |          |            |           |
| Tolling, transportation and      |          |          |          |           |          |            |           |
| storage(6)                       | 178      | 144      | 131      | 127       | 122      | 779        | 1,481     |
| Commodity purchases(7)           | 30       | 28       | 28       | 17        | 10       | 36         | 149       |
| Other(8)                         | 151      | 36       | 14       | 15        | 5        | 3          | 224       |
| Total contractual obligations    | \$ 2,817 | \$ 2,850 | \$ 2,383 | \$ 2,192  | \$ 3,990 | \$ 26,440  | \$ 40,672 |

- (1) See Notes to Consolidated Financial Statements, Note 15.
- (2) See Notes to Consolidated Financial Statements, Note 17.
- (3) Includes contractual, environmental and other obligations included in other noncurrent liabilities in our balance sheet. Excludes expected contributions to our pension and other postretirement benefit plans of \$68 million in 2005 and \$209 million for the four year period ended December 31, 2009, because these expected contributions are not contractually required.
- (4) See Notes to Consolidated Financial Statements, Note 17.
- (5) Other contractual commitments and purchase obligations are defined as legally enforceable agreements to purchase goods or services that have fixed or minimum quantities and fixed or minimum variable price provisions, and that detail approximate timing of the underlying obligations.
- (6) These are commitments for demand charges on our tolling arrangements and for firm access to natural gas transportation and storage capacity.
- (7) Includes purchase commitments for natural gas and power.
- (8) Includes commitments for drilling and seismic activities in our production operations and various other maintenance, engineering, procurement and construction contracts, as well as service and license agreements, used by our other operations.

### **Commodity-based Derivative Contracts**

We utilize derivative financial instruments in hedging activities, power contract restructuring activities and in our historical energy trading activities. In the tables below, derivatives designated as hedges primarily consist of instruments used to hedge natural gas production. Derivatives from power contract restructuring activities relate to power purchase and sale agreements that arose from our activities in that business and other commodity-based derivative contracts relate to our historical energy trading activities as well as other derivative contracts not designated as hedges.

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The following table details the fair value of our commodity-based derivative contracts by year of maturity and valuation methodology as of December 31, 2004:

| Source of Fair Value                                       | ]<br><b>]</b> | aturity<br>Less<br>Than<br>Year | 1  | to 3  Years | 4  | to 5<br>Tears | 6      | turity<br>to 10<br>Tears | Be | turity<br>yond<br>Years | Fair<br>Value |
|--|---------------|---------------------------------|----|-------------|----|---------------|--------|--------------------------|----|-------------------------|---------------|
|  |               |                                 |    |             |    | (In m         | illion | ıs)                      |    |                         |               |
| Derivatives designated as hedges                           |               |                                 |    |             |    |               |        |                          |    |                         |               |
| Assets   | \$            | 92                              | \$ | 33          | \$ |               | \$     |                          | \$ |                         | \$<br>125     |
| Liabilities  |               | (416)                           |    | (222)       |    | (14)          |        | (9)                      |    |                         | (661)         |
| Total derivatives designated as hedges                     |               | (324)                           |    | (189)       |    | (14)          |        | (9)                      |    |                         | (536)         |
| Assets from power contract restructuring derivatives(1)(2) |               | 105                             |    | 199         |    | 151           |        | 210                      |    |                         | 665           |
| Other commodity-based derivatives                          |               |                                 |    |             |    |               |        |                          |    |                         |               |
| Exchange-traded positions(3)                               |               |                                 |    |             |    |               |        |                          |    |                         |               |
| Assets   |               | 19                              |    | 220         |    | 76            |        |                          |    |                         | 315           |
| Liabilities  |               | (107)                           |    | (1)         |    |               |        |                          |    |                         | (108)         |
| Non-exchange traded positions(2)                           |               |                                 |    |             |    |               |        |                          |    |                         |               |
| Assets   |               | 431                             |    | 271         |    | 186           |        | 166                      |    | 46                      | 1,100         |
| Liabilities(1)   |               | (372)                           |    | (448)       |    | (267)         |        | (230)                    |    | (51)                    | (1,368)       |
| Total other commodity-based                                |               | <b>(20)</b>                     |    |             |    | .=\           |        | 45.0                     |    | 4-0                     |               |
| derivatives  |               | (29)                            |    | 42          |    | (5)           |        | (64)                     |    | (5)                     | (61)          |
| Total commodity-based derivatives                          | \$            | (248)                           | \$ | 52          | \$ | 132           | \$     | 137                      | \$ | (5)                     | \$<br>68      |

- (1) Includes \$259 million of intercompany derivatives that eliminate in consolidation and have no impact on our consolidated assets and liabilities from price risk management activities.
- (2) In March 2005, we sold our Cedar Brakes I and II subsidiaries and their related restructured power contracts, which had a fair value of \$596 million as of December 31, 2004. In connection with this sale, we also assigned or terminated other commodity-based derivatives that had a fair value loss of \$240 million as of December 31, 2004.
- (3) Exchange-traded positions are traded on active exchanges such as the New York Mercantile Exchange, the International Petroleum Exchange and the London Clearinghouse.

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The following is a reconciliation of our commodity-based derivatives for the years ended December 31, 2004 and 2003.

|  | Dor  | ivatives    |               | rivatives<br>from<br>Power |     | Other<br>modity- |     | Total         |
|--|------|-------------|---------------|----------------------------|-----|------------------|-----|---------------|
|  |      |             |               | ontract                    |     | · ·              |     | -             |
|  | Desi | ignated     | Kest          | ructuring                  | В   | ased             | J   | Based         |
|  | Н    | as<br>edges | A             | ctivities                  | Der | ivatives         | Dei | rivatives     |
|  |      |             | (In millions) |                            |     |                  |     |               |
| Fair value of contracts outstanding at                   |      |             |               |                            |     |                  |     |               |
| December 31, 2002  | \$   | (21)        | \$            | 968                        | \$  | (525)            | \$  | 422           |
|  |      |             |               |                            |     |                  |     |               |
| Fair value of contract settlements                       |      | 1.5         |               | (40.5)                     |     | 602              |     | 212           |
| during the period  |      | 15          |               | (405)                      |     | 602              |     | 212           |
| Change in fair value of contracts                        |      | (25)        |               | 140                        |     | (477)            |     | (362)         |
| Original fair value of contracts                         |      |             |               |                            |     |                  |     |               |
| consolidated as a result of Chaparral                    |      |             |               | 1 222                      |     |                  |     | 1 222         |
| acquisition Option premiums received, net                |      |             |               | 1,222                      |     | (88)             |     | 1,222<br>(88) |
| Option premiums received, net                            |      |             |               |                            |     | (00)             |     | (00)          |
| Net change in contracts outstanding                      |      |             |               |                            |     |                  |     |               |
| during the period  |      | (10)        |               | 957                        |     | 37               |     | 984           |
| during the period  |      | (10)        |               | 751                        |     | 31               |     | 701           |
| Fair value of contracts outstanding at                   |      |             |               |                            |     |                  |     |               |
| December 31, 2003  |      | (31)        |               | 1,925                      |     | (488)            |     | 1,406         |
| Fair value of contract settlements                       |      |             |               | ,                          |     |                  |     | ,             |
| during the period  |      | 49          |               | (1,132)(1)                 |     | 284              |     | (799)         |
| Change in fair value of contracts                        |      | 38          |               | (128)(2)                   |     | (513)(3)         |     | (603)         |
| Other commodity-based derivatives                        |      |             |               |                            |     |                  |     |               |
| designated as hedges                                     |      | (592)       |               |                            |     | 592              |     |               |
| Option premiums paid, net                                |      |             |               |                            |     | 64               |     | 64            |
|  |      |             |               |                            |     |                  |     |               |
| Net change in contracts outstanding                      |      | .=.=        |               | (4.5.5)                    |     |                  |     | / O           |
| during the period  |      | (505)       |               | (1,260)                    |     | 427              |     | (1,338)       |
| Foir value of contracts outstanding at                   |      |             |               |                            |     |                  |     |               |
| Fair value of contracts outstanding at December 31, 2004 | \$   | (536)       | \$            | 665                        | \$  | (61)             | \$  | 68            |
| December 31, 2004  | Φ    | (330)       | Ф             | 003                        | Ф   | (01)             | Ф   | Uo            |

(2)

<sup>(1)</sup> Includes \$861 million and \$75 million of derivative contracts sold in conjunction with the sales of Utility Contract Funding and Mohawk River Funding IV in 2004. See Notes to Consolidated Financial Statements, Notes 3 and 5 for additional information on these sales.

In the fourth quarter of 2004, we recorded a \$227 million charge associated with the sale of our Cedar Brakes I and II subsidiaries and their related restructured power contracts. See Notes to Consolidated Financial Statements, Notes 3 and 5 for additional information on this sale.

(3) In the second quarter of 2004, we reclassified a \$69 million liability from our Western Energy Settlement obligation to our price risk management activities.

The fair value of contract settlements during the period represents the estimated amounts of derivative contracts settled through physical delivery of a commodity or by a claim to cash as accounts receivable or payable. The fair value of contract settlements also includes physical or financial contract terminations due to counterparty bankruptcies and the sale or settlement of derivative contracts through early termination or through the sale of the entities that own these contracts. The change in fair value of contracts during the year represents the change in value of contracts from the beginning of the period, or the date of their origination or acquisition, until their settlement, early termination or, if not settled or terminated, until the end of the period. During 2003, in conjunction with our acquisition of Chaparral, we consolidated a number of derivative contracts. The majority of the value of these contracts was for power purchase agreements and power supply agreements related to power contract restructuring activities conducted by Chaparral.

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In December 2004, we designated a number of our other commodity-based derivative contracts in our Marketing and Trading segment as hedges of our 2005 and 2006 natural gas production. As a result, we reclassified this amount to derivatives designated as hedges beginning in the fourth quarter of 2004. The combination of these positions and our Production segment s other hedges will result in us receiving the following prices on our natural gas production:

|              | Volume<br>(TBtu) | P  | Hedge<br>rice(1)<br>MMBtu) | (  | h Price<br>per<br>//Btu) |
|--------------|------------------|----|----------------------------|----|--------------------------|
| 2005         | 132              | \$ | 6.75                       | \$ | 3.74(2)                  |
| 2006         | 86               | \$ | 6.34                       | \$ | 4.01(2)                  |
| 2007         | 5                | \$ | 3.56                       | \$ | 3.56                     |
| 2008 to 2012 | 21               | \$ | 3.67                       | \$ | 3.67                     |

- (1) Our Production segment will record revenues related to these natural gas volumes at this price in their operating results.
- (2) The difference between our Production segment s hedge price and the cash price we will receive upon settlement of the derivative transactions was previously recorded as losses in our Marketing and Trading segment.

To stabilize the company s pricing outlook for 2005 to 2007, our Marketing and Trading segment entered into additional contracts that provide a floor price on a portion of our unhedged production in 2005, 2006 and 2007 and a ceiling price on a portion of our unhedged 2006 production. These contracts, which are reported on a mark-to-market basis, will result in us receiving the following cash prices on our natural gas production:

|      | Pri<br>() | loor<br>ce(1)<br>per<br>(IBtu) | Floor<br>Volume<br>(TBtu) | Pı | eiling<br>rice(2)<br>(per<br>MBtu) | Ceiling<br>Volume<br>(TBtu) |
|------|-----------|--------------------------------|---------------------------|----|------------------------------------|-----------------------------|
| 2005 | \$        | 6.00                           | 60                        |    |                                    |                             |
| 2006 | \$        | 6.00                           | 120                       | \$ | 9.50                               | 60                          |
| 2007 | \$        | 6.00                           | 30                        |    |                                    |                             |

- (1) The floor price is the minimum cash price to be received under the option contract.
- (2) The ceiling price is the maximum cash price to be received under the option contract.

## **Results of Operations**

#### Overview

Since 2001, we have experienced tremendous change in our businesses. Prior to this time, we had grown through mergers and acquisitions and internal growth initiatives, and at the same time had incurred significant amounts of debt and other obligations. In late 2001, driven by the bankruptcy of a number of energy sector participants, followed by increased scrutiny of our debt levels and credit rating downgrades of our debt and the debt of many of our competitors, our focus changed to improving liquidity, paying down debt, simplifying our capital structure, reducing our cost of capital, resolving substantial contingencies and returning to our core natural gas businesses. Accordingly, our operating results during the three year period from 2002 to 2004 have been substantially impacted by a number of

significant events, such as asset sales, significant legal settlements and ongoing business restructuring efforts as part of this change in focus.

As of December 31, 2004, our operating business segments were Pipelines, Production, Marketing and Trading, Power and Field Services. These segments provide a variety of energy products and services. They are managed separately and each requires different technology and marketing strategies. Our businesses are divided into two primary business lines: regulated and non-regulated. Our regulated business includes our Pipelines segment, while our non-regulated business includes our Production, Marketing and Trading, Power and Field Services segments.

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Our management uses EBIT to assess the operating results and effectiveness of our business segments. We define EBIT as net income (loss) adjusted for (i) items that do not impact our income (loss) from continuing operations, such as extraordinary items, discontinued operations and the impact of accounting changes, (ii) income taxes, (iii) interest and debt expense and (iv) distributions on preferred interests of consolidated subsidiaries.

Our businesses consist of consolidated operations as well as investments in unconsolidated affiliates. We exclude interest and debt expense and distributions on preferred interests of consolidated subsidiaries so that investors may evaluate our operating results independently from our financing methods or capital structure. We believe EBIT is helpful to our investors because it allows them to more effectively evaluate the operating performance of both our consolidated businesses and our unconsolidated investments using the same performance measure analyzed internally by our management. EBIT may not be comparable to measurements used by other companies. Additionally, EBIT should be considered in conjunction with net income and other performance measures such as operating income or operating cash flow.

Below is a reconciliation of our EBIT (by segment) to our consolidated net loss for each of the three years ended December 31:

|  | 2004   |      | 2003                       | 2002 |            |  |
|--|--------|------|----------------------------|------|------------|--|
|  |        |      | stated)(1)<br>(In millions |      | stated)(1) |  |
| Regulated Business                                     |        |      |                            |      |            |  |
| Pipelines  | \$ 1,3 | 331  | \$<br>1,234                | \$   | 828        |  |
| Non-regulated Businesses                               |        |      |                            |      |            |  |
| Production   |        | 734  | 1,091                      |      | 808        |  |
| Marketing and Trading                                  | (.     | 547) | (809)                      |      | (1,977)    |  |
| Power  | (.     | 569) | (28)                       |      | 12         |  |
| Field Services   | -      | 120  | 133                        |      | 289        |  |
|  |        |      |                            |      |            |  |
| Segment EBIT   | 1,0    | )69  | 1,621                      |      | (40)       |  |
| Corporate and other                                    | (2     | 214) | (852)                      |      | (387)      |  |
|  |        |      |                            |      |            |  |
| Consolidated EBIT                                      | 8      | 355  | 769                        |      | (427)      |  |
| Interest and debt expense                              | (1,0   | 507) | (1,791)                    |      | (1,297)    |  |
| Distributions on preferred interests of consolidated   |        |      |                            |      |            |  |
| subsidiaries   |        | (25) | (52)                       |      | (159)      |  |
| Income taxes   |        | (25) | 469                        |      | 641        |  |
|  |        |      |                            |      |            |  |
| Loss from continuing operations                        | 3)     | 302) | (605)                      |      | (1,242)    |  |
| Discontinued operations, net of income taxes           | (      | 146) | (1,314)                    |      | (425)      |  |
| Cumulative effect of accounting changes, net of income |        |      |                            |      |            |  |
| taxes  |        |      | (9)                        |      | (208)      |  |
|  |        |      |                            |      |            |  |
| Net loss   | \$ (9  | 948) | \$<br>(1,928)              | \$   | (1,875)    |  |

<sup>(1)</sup> See Notes to Consolidated Financial Statements, Note 1 for a discussion of the restatements of our 2002 and 2003 financial statements. The restatement of our 2002 financial statements affected our Pipelines segment results and the amounts reported as a cumulative effect of accounting change in 2002. The restatement of our 2003 financial

statements affected the classification of income taxes between continuing and discontinued operations, and therefore the results reported as continuing versus discontinued for that period.

As we refocused our activities on our core businesses by divesting of non-core businesses and restructuring our organization, we incurred losses and incremental costs in each year. During this period, we also resolved significant legal contingencies. These items are described in the table below. For a more detailed

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discussion of these factors and other items impacting our financial performance, see the individual segment and other results included in Notes to Consolidated Financial Statements, Notes 3 through 5, and 21.

## **Operating Segments**

|                            | Pip | oelines |    |      | á  | Marketing<br>and<br>Trading Po |          | Field<br>Services |        | oorate &<br>Other |
|----------------------------|-----|---------|----|------|----|--------------------------------|----------|-------------------|--------|-------------------|
|                            |     |         |    |      |    | (In milli                      | ons)     |                   |        |                   |
| 2004                       |     |         |    |      |    |                                |          |                   |        |                   |
| Asset and investment       |     |         |    |      |    |                                |          |                   |        |                   |
| impairments, net of gain   |     |         |    |      |    |                                |          |                   |        |                   |
| (loss) on sales(1)         | \$  | 20      | \$ | (8)  | \$ |                                | \$ (973) | \$                | (7)(2) | \$<br>3           |
| Restructuring charges      |     | (5)     |    | (14) |    | (2)                            | (5)      |                   | (1)    | (91)              |
|                            |     |         |    |      |    |                                |          |                   |        |                   |
| Total                      | \$  | 15      | \$ | (22) | \$ | (2)                            | \$ (978) | \$                | (8)    | \$<br>(88)        |
|                            |     |         |    |      |    |                                |          |                   |        |                   |
| 2003                       |     |         |    |      |    |                                |          |                   |        |                   |
| Asset and investment       |     |         |    |      |    |                                |          |                   |        |                   |
| impairments, net of gain   |     |         |    |      |    |                                |          |                   |        |                   |
| (loss) on sales(1)         | \$  | 9       | \$ | (5)  | \$ | 3                              | \$ (525) | \$                | 9      | \$<br>(525)       |
| Ceiling test charges       |     |         |    | (5)  |    |                                |          |                   |        |                   |
| Restructuring charges      |     | (2)     |    | (6)  |    | (16)                           | (5)      |                   | (4)    | (91)              |
| Western Energy             |     |         |    |      |    |                                |          |                   |        |                   |
| Settlement(3)              |     | (140)   |    |      |    | (26)                           |          |                   |        | (4)               |
|                            |     |         |    |      |    |                                |          |                   |        |                   |
| Total                      | \$  | (133)   | \$ | (16) | \$ | (39)                           | \$ (530) | \$                | 5      | \$<br>(620)       |
|                            |     |         |    |      |    |                                |          |                   |        |                   |
| <b>2002</b> (Restated)     |     |         |    |      |    |                                |          |                   |        |                   |
| Asset and investment       |     |         |    |      |    |                                |          |                   |        |                   |
| impairments, net of gain   |     |         |    |      |    |                                |          |                   |        |                   |
| (loss) on sales(1)         | \$  | (125)   | \$ | 1    | \$ |                                | \$ (642) | \$                | 129    | \$<br>(212)       |
| Ceiling test charges       |     |         |    | (5)  |    |                                |          |                   |        |                   |
| Restructuring charges      |     | (1)     |    |      |    | (10)                           | (14)     |                   | (1)    | (51)              |
| Western Energy             |     |         |    |      |    |                                |          |                   |        |                   |
| Settlement                 |     | (412)   |    |      |    | (487)                          |          |                   |        |                   |
| Net gain on power          |     |         |    |      |    |                                |          |                   |        |                   |
| contract restructurings(4) |     |         |    |      |    |                                | 578      |                   |        |                   |
|                            |     |         |    |      |    |                                |          |                   |        |                   |
| Total                      | \$  | (538)   | \$ | (4)  | \$ | (497)                          | \$ (78)  | \$                | 128    | \$<br>(263)       |

<sup>(1)</sup> Includes net impairments of cost-based investments included in other income and expense.

<sup>(2)</sup> Includes the gain on our transactions with Enterprise and a goodwill impairment.

- (3) Includes \$66 million of accretion expense and other charges included in operation and maintenance expense associated with the Western Energy Settlement.
- (4) Excludes intercompany transactions related to the UCF restructuring transaction which were eliminated in consolidation.

In our Pipelines segment, we experienced improved financial performance from 2002 to 2004, benefitting from the completion of a number of expansion projects and from the resolution of significant legal issues related to the western energy crisis of 2001.

In our Production segment, we have experienced earnings volatility from 2002 to 2004. During this three-year period, our Production segment sold a significant number of natural gas and oil properties which, coupled with a reduced capital spending program, generally disappointing drilling results and mechanical failures on certain wells, produced a steady decline in production volumes during that timeframe. However, in 2004, we benefited from a favorable pricing environment that allowed for better than anticipated results. The favorable

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pricing environment is expected to continue to provide benefits to the Production segment during 2005, although its future results will largely be impacted by our production levels. The volumes we produce will be driven by our ability to grow the existing reserve base through a successful drilling program and/or acquisitions.

In our Marketing and Trading segment, we also experienced significant earnings volatility during 2002, 2003 and 2004. Beginning in 2002, we began a process of exiting the trading business. At the same time, the overall energy trading industry has declined. The combination of these actions and events and a decrease in the value of our fixed-price natural gas derivative contracts due to natural gas price increases resulted in substantial losses in our Marketing and Trading segment in 2002, 2003 and 2004. We expect that this segment will continue to experience losses in 2005 as it continues performing under its transportation and tolling contracts. However, due to the repositioning of a number of our natural gas derivative contracts as hedges in December 2004, we expect future losses in this segment to be less than those experienced in 2002 through 2004.

Finally, during 2002 through 2004, as we continued to refocus and restructure our company around our core businesses, we incurred significant charges related to asset sales, impairments and other restructuring costs in our Field Services and Power segments as well as in our corporate results. We also incurred approximately \$2.0 billion (including \$1.4 billion during 2003) in after tax losses in exiting certain of our international natural gas and oil production operations and our petroleum markets and coal businesses, which are classified as discontinued operations.

Below is a further discussion of the year over year results of each of our business segments, our corporate activities and other income statement items.

#### **Individual Segment Results**

The results for 2002 of our Pipelines segment presented and discussed below have been restated for errors resulting from a misinterpretation of the provisions of SFAS Nos. 141 and 142 upon the adoption of these standards. See Notes to Consolidated Financial Statements, Note 1 for a further discussion of the restatement.

### **Regulated Business** Pipelines Segment

Our Pipelines segment consists of interstate natural gas transmission, storage, LNG terminalling and related services, primarily in the United States. We face varying degrees of competition in this segment from other pipelines and proposed LNG facilities, as well as from alternative energy sources used to generate electricity, such as hydroelectric power, nuclear, coal and fuel oil.

The FERC regulates the rates we can charge our customers. These rates are a function of the cost of providing services to our customers, including a reasonable return on our invested capital. As a result, our revenues have historically been relatively stable. However, our financial results can be subject to volatility due to factors such as changes in natural gas prices and market conditions, regulatory actions, competition, the creditworthiness of our customers and weather. In 2004, 84 percent of our transportation service, storage and LNG terminalling revenues were attributable to reservation charges paid by firm customers. The remaining 16 percent of our revenues are variable. We also experience earnings volatility when the amount of natural gas utilized in operations differs from the amounts we receive for that purpose.

Historically, much of our business was conducted through long-term contracts with customers. However, over the past several years some of our customers have shifted from a traditional dependence solely on long-term contracts to a portfolio approach which balances short-term opportunities with long-term commitments. This shift, which can increase the volatility of our revenues, is due to changes in market conditions and competition driven by state utility deregulation, local distribution company mergers, new supply sources, volatility in natural gas prices, demand for short-term capacity and new power plants markets.

In addition, our ability to extend existing customer contracts or re-market expiring contracted capacity is dependent on the competitive alternatives, the regulatory environment at the federal, state and local levels and

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market supply and demand factors at the relevant dates these contracts are extended or expire. The duration of new or renegotiated contracts will be affected by current prices, competitive conditions and judgments concerning future market trends and volatility. Subject to regulatory constraints, we attempt to re-contract or re-market our capacity at the maximum rates allowed under our tariffs, although, at times, we discount these rates to remain competitive. The level of discount varies for each of our pipeline systems. Our existing contracts mature at various times and in varying amounts of throughput capacity. We continue to manage our recontracting process to limit the risk of significant impacts on our revenues. The weighted average remaining contract term for active contracts is approximately five years as of December 31, 2004. Below is the expiration schedule for contracts executed as of December 31, 2004, including those whose terms begin in 2005 or later.

|                 | MDth/d | Percent of Total<br>Contracted<br>Capacity |
|-----------------|--------|--|
| 2005            | 3,838  | 13   |
| 2006(1)(2)      | 6,414  | 21   |
| 2007            | 4,539  | 15   |
| 2008 and beyond | 15,540 | 51   |

- (1) Reflects the impact of an agreement, that we entered into to extend 750 MMcf/d of SoCal s current capacity, effective September 1, 2006, for terms of three to five years. The agreement is subject to FERC approval.
- (2) Includes approximately 1,564 MMcf/d currently under contract on EPNG s system through 2011 and beyond that is subject to early termination in August 2006 provided customers give timely notice of an intent to terminate. *Operating Results*

Below are the operating results and analysis of these results for our Pipelines segment for each of the three years ended December 31:

2004

| Pipelines Segment Results                | 2004                                 |         | 2003 |         |     | 2002     |  |  |  |
|--|--------------------------------------|---------|------|---------|-----|----------|--|--|--|
|  |                                      |         |      |         | (Re | estated) |  |  |  |
|  | (In millions, except volume amounts) |         |      |         |     |          |  |  |  |
| Operating revenues                       | \$                                   | 2,651   | \$   | 2,647   | \$  | 2,610    |  |  |  |
| Operating expenses                       |                                      | (1,522) |      | (1,584) |     | (1,822)  |  |  |  |
|  |                                      |         |      |         |     |          |  |  |  |
| Operating income                         |                                      | 1,129   |      | 1,063   |     | 788      |  |  |  |
| Other income                             |                                      | 202     |      | 171     |     | 40       |  |  |  |
|  |                                      |         |      |         |     |          |  |  |  |
| EBIT                                     | \$                                   | 1,331   | \$   | 1,234   | \$  | 828      |  |  |  |
|  |                                      |         |      |         |     |          |  |  |  |
| Throughput volumes (BBtu/d)(1)           |                                      |         |      |         |     |          |  |  |  |
| TGP                                      |                                      | 4,519   |      | 4,760   |     | 4,610    |  |  |  |
| EPNG and MPC                             |                                      | 4,235   |      | 4,066   |     | 4,065    |  |  |  |
| ANR                                      |                                      | 4,067   |      | 4,232   |     | 4,130    |  |  |  |
| CIG, WIC and CPG                         |                                      | 2,795   |      | 2,743   |     | 2,768    |  |  |  |
| SNG                                      |                                      | 2,163   |      | 2,101   |     | 2,151    |  |  |  |
| Equity investments (our ownership share) |                                      | 2,798   |      | 2,433   |     | 2,408    |  |  |  |

| Total throughput  | 20,577 | 20,335 | 20,132 |
|-------------------|--------|--------|--------|
| Total tilloughput | 40,577 | 20,333 | 20,132 |

(1) Throughput volumes exclude volumes related to our equity investments in Portland Natural Gas Transmission System, EPIC Energy Australia Trust and Alliance Pipeline, which have been sold. In addition, volumes exclude intrasegment activities. Throughput volumes include volumes related to our Mexico investments which were transferred from our Power segment effective January 1, 2004.

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The following contributed to our overall EBIT increases in 2004 as compared to 2003 and in 2003 as compared to 2002:

2003 to 2002

2004 to 2003

|                                 | Rev  | enue  | Ex | pense             | O  | ther |    | BIT<br>pact | Rev                                      | enue | Ex | pense | Ot | her  | EBIT<br>Impact |
|---------------------------------|------|-------|----|-------------------|----|------|----|-------------|--|------|----|-------|----|------|----------------|
|                                 | F    | avora |    | (Unfav<br>(In mil |    |      |    |             | Favorable/(Unfavorable)<br>(In millions) |      |    |       |    |      |                |
| Contract                        |      |       |    |                   |    |      |    |             |  |      |    |       |    |      |                |
| modifications/terminations      | \$ ( | (93)  | \$ | 37                |    |      | \$ | (56)        | \$                                       | (52) | \$ | (7)   |    |      | \$ (59)        |
| Gas not used in operations and  |      |       |    |                   |    |      |    |             |  |      |    |       |    |      |                |
| other natural gas sales         |      | 67    |    | (16)              |    |      |    | 51          |  | 57   |    | (18)  |    |      | 39             |
| Mainline expansions             |      | 33    |    | (6)               |    | (6)  |    | 21          |  | 47   |    | (7)   |    | 3    | 43             |
| Sale of Panhandle fields and    |      |       |    |                   |    |      |    |             |  |      |    |       |    |      |                |
| other production properties in  |      |       |    |                   |    |      |    |             |  |      |    |       |    |      |                |
| 2002                            |      |       |    |                   |    |      |    |             |  | (50) |    | 21    |    |      | (29)           |
| Operation and maintenance       |      |       |    |                   |    |      |    |             |  |      |    |       |    |      |                |
| costs(1)                        |      |       |    | (69)              |    |      |    | (69)        |  |      |    | 9     |    |      | 9              |
| Other regulatory matters        |      |       |    | (9)               |    | (19) |    | (28)        |  |      |    |       |    | 18   | 18             |
| Equity earnings from Citrus     |      |       |    |                   |    | 22   |    | 22          |  |      |    |       |    |      |                |
| Mexico investments              |      | 9     |    | (6)               |    | 17   |    | 20          |  |      |    |       |    |      |                |
| Australia investment impairment |      |       |    |                   |    |      |    |             |  |      |    |       |    | 141  | 141            |
| Western Energy Settlement       |      |       |    | 140               |    |      |    | 140         |  |      |    | 272   |    |      | 272            |
| Other(2)                        | (    | (12)  |    | (9)               |    | 17   |    | (4)         |  | 35   |    | (32)  |    | (31) | (28)           |
|                                 |      |       |    |                   |    |      |    |             |  |      |    |       |    |      |                |
| Total impact on EBIT            | \$   | 4     | \$ | 62                | \$ | 31   | \$ | 97          | \$                                       | 37   | \$ | 238   | \$ | 131  | \$ 406         |

- (1) Consists of costs of operations, electric and power purchase costs, shared services allocations and environmental costs.
- (2) Consists of individually insignificant items across several of our pipeline systems.

The following provides further discussion on the items listed above as well as an outlook on events that may affect our operations in the future.

Contract Modifications/ Terminations. Included in this item are (i) the impacts of the expiration of EPNG s historical risk sharing provisions which reduced revenues by \$24 million in 2004 (ii) the impact of EPNG s FERC ordered restrictions on remarketing expiring capacity contracts which reduced EPNG s 2003 revenues by \$35 million compared to 2002 (iii) the renegotiation or restructuring of several contracts on our pipeline systems, including ANR s contracts with We Energies which contributed to the decrease in revenues by \$36 million in 2004 and \$12 million in 2003, and (iv) the termination of the Dakota gasification facility contract on ANR s system, which resulted in lower operating revenues and lower operating expenses during 2004, without a significant overall impact on operating income and EBIT.

During 2003, EPNG was prohibited from remarketing expiring capacity contracts due to certain FERC orders. While these capacity restrictions terminated with the completion of Phases I and II of EPNG s Line 2000 Power-up project in 2004, EPNG remains at risk for that portion of capacity which was turned back to it on a permanently

released basis. EPNG is able, however, to re-market that capacity subject to the general requirement that it demonstrate that any sale of capacity does not adversely impact its service to its firm customers.

EPNG has entered into an agreement effective September 1, 2006, to extend 750 MMcf/d of capacity on its pipeline system with SoCalGas. The new service agreements will have a primary term of three to five years to serve SoCalGas core customers. SoCalGas is currently contracted on EPNG s system for approximately 1.3 Bcf/d of capacity. EPNG continues in its efforts to market the remaining capacity, including marketing efforts to serve, directly or indirectly, SoCalGas non-core customers or to serve new markets. At this time, we are uncertain whether this remaining capacity will be re-contracted.

Guardian Pipeline, which is owned in part by We Energies, currently provides a portion of We Energies firm transportation requirements and, therefore, directly competes with ANR for a portion of the markets in

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Wisconsin. This could impact ANR s existing customer contracts as well as future contractual negotiations with We Energies. In addition, ANR has entered into an agreement with a shipper to restructure one of its transportation contracts on its Southeast Leg as well as a related gathering contract. In March 2005, this restructuring was completed and ANR received approximately \$26 million, which will be included in its earnings during the first quarter of 2005.

Gas Not Used in Operations and Other Natural Gas Sales. For some of our regulated pipelines, the financial impact of operational gas, net of gas used in operations is based on the amount of natural gas we are allowed to recover and dispose of according to the applicable tariff, relative to the amounts of gas we use for operating purposes, and the price of natural gas. The disposition of gas not needed for operations results in revenues to us, which are driven by volumes and prices during the period. During 2003 and 2004, we recovered, fairly consistently, volumes of natural gas that were not utilized for operations for some of our regulated pipeline systems. These recoveries were and are based on factors such as system throughput, facility enhancements and the ability to operate the systems in the most efficient and safe manner. Additionally, a steadily increasing natural gas price environment during this timeframe also resulted in favorable impacts on our operating results in both 2004 versus 2003 and in 2003 versus 2002. We anticipate that this area of our business will continue to vary in the future and will be impacted by things such as rate actions, some of which have already been implemented, efficiency of our pipeline operations, natural gas prices and other factors.

*Expansions*. During the three years ended December 31, 2004, we completed a number of expansion projects that have generated or will generate new sources of revenues the more significant of which were our ANR WestLeg Expansion, SNG South System Expansions, TGP South Texas Expansion and CIG Front Range Expansion. Our expansions during this three year period added approximately 1,968 MMcf/d to our overall pipeline system.

Our pipeline systems connect the principal gas supply regions to the largest consuming regions in the U.S. We are well-positioned to capture growth opportunities in the Rocky Mountains and deepwater Gulf of Mexico, and have an infrastructure that complements LNG growth. We are aggressively seeking to attach new supplies of natural gas to our systems in order to maintain an adequate supply of gas to serve our growing markets and to replace quantities lost due to the natural decline in production from wells currently attached to our system.

Expansion projects currently in process include:

*Rocky Mountain Expansions.* In order to provide an outlet for the growing supply of Rocky Mountain natural gas to markets in the Midwest region of the United States, we have several expansion projects that will increase our transportation capacity, subject to regulatory approval as follows:

Cheyenne Plains Gas Pipeline commenced free-flow operations in December 2004 and as of January 31, 2005 is fully in-service. Approval has already been received for Cheyenne Plains Phase II which will add an additional 179 MMcf/d of capacity that is scheduled to be available by the end of 2005.

CIG s Raton Basin 2005 Expansion will add 104 MMcf/d of capacity that is scheduled to be available by the end of 2005.

WIC expects to complete its Piceance lateral with capacity of 333 MMcf/d by the end of 2005.

EPNG s Line 1903 project, consisting of an expansion from Cadiz, California to Ehrenberg, Arizona, that is expected to be in-service by end of 2005 and will increase its capacity by 372 MMcf/d.

LNG Related Expansions and Other. In order to help serve the growing electrical generation needs in the state of Florida, we (i) have commenced a 3.5 Bcf expansion at our Elba Island LNG facility, which is targeted to be completed in the first quarter of 2006, (ii) have begun developing our Cypress Project, which will transport these additional supplies into the Florida market, and (iii) have filed an application with the FERC for authority to construct and operate the U.S. portion of the proposed Seafarer natural gas pipeline, which will transport natural gas from an LNG facility in the Bahamas to southern Florida.

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On our TGP and ANR systems, we continue to experience intense competition along their mainline corridors; however, both are well-positioned to provide transportation service from discoveries in the deepwater Gulf of Mexico and LNG supply growth along the Gulf Coast. These new supplies are expected to offset the continued decline of production from the Gulf of Mexico shelf. Additionally, TGP is developing its ConneXion Expansions in the Northeast market area and ANR is proceeding with its Eastleg and Northleg expansions in its Wisconsin market area.

Other Regulatory Matters. In November 2004, the FERC issued a proposed accounting release that may impact certain costs our interstate pipelines incur related to their pipeline integrity programs. If the release is enacted as written, we would be required to expense certain future pipeline integrity costs instead of capitalizing them as part of our property, plant and equipment. Although we continue to evaluate the impact of this potential accounting release, we currently estimate that if the release is enacted as written, we would be required to expense an additional amount of pipeline integrity expenditures in the range of approximately \$25 million to \$41 million annually over the next eight years.

In 2003, we re-applied Statement of Financial Accounting Standards (SFAS) No. 71, *Accounting for the Effects of Certain Types of Regulation*, on our CIG and WIC systems, resulting in income from recording the regulatory assets of these systems. SFAS No. 71 allows a company to capitalize items that will be considered in future rate proceedings and \$18 million in income resulted from the capitalization of those items that we believe will be considered in CIG s and WIC s future rate cases. At the same time CIG and WIC re-applied SFAS No. 71, they adopted the FERC depreciation rate for their regulated plant and equipment. This change resulted in an increase in depreciation expense of approximately \$9 million in 2004, an increase which will continue in the future. As of December 31, 2004, ANR Storage Company re-applied SFAS No. 71 which had an immaterial impact and also adopted the FERC depreciation rate which will result in future depreciation expense increases of approximately \$4 million annually.

Our pipeline systems periodically file for changes in their rates which are subject to the approval of the FERC. Changes in rates and other tariff provisions resulting from these regulatory proceedings have the potential to negatively impact our profitability. Listed below is a status of our rate proceedings:

SNG filed a rate case in August 2004; settlement discussions with major customers are underway with a settlement conference to be scheduled in early 2005.

EPNG expected to file for new rates that would be effective January 2006.

CIG required to file for new rates that would be effective October 2006.

MPC expected to file for new rates that would be effective February 2007.

Our other pipelines have no requirements to file new rate cases and expect to continue operating under their existing rates.

*Australian Impairment*. In 2002, our impairment of EPIC Energy Australia Trust of \$141 million occurred due to an unfavorable regulatory environment, increased competition and operational complexities in Australia. During the second quarter of 2004, we substantially exited our investments in Australian operations.

Western Energy Settlement. In 2003, El Paso entered into the Western Energy Settlement. EPNG was a party to that settlement and recorded a charge in its 2002 operating expenses of \$412 million for its share of the expected settlement amounts. This charge represented the value of El Paso stock and cash that EPNG paid to the settling parties. In the second quarter of 2003, the settlement was finalized and EPNG recorded an additional net pretax charge of \$127 million. Also during 2003, accretion expense and other miscellaneous charges of \$13 million were recorded and included in operating expenses.

#### Non-regulated Business Production Segment

Our Production segment conducts our natural gas and oil exploration and production activities. Our operating results are driven by a variety of factors including the ability to locate and develop economic natural

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gas and oil reserves, extract those reserves with minimal production costs, sell the products at attractive prices and minimize our total administrative costs.

Our long-term strategy includes developing our production opportunities primarily in the United States and Brazil, while prudently divesting of production properties outside of these regions. We emphasize strict capital discipline designed to improve capital efficiencies through the use of standardized risk analysis and a heightened focus on cost control. We also implemented a more rigorous process for booking proved natural gas and oil reserves, which includes multiple layers of reviews by personnel independent of the reserve estimation process. Our plan is to stabilize production by improving the production mix across our operating areas and to generate more predictable returns. We intend to improve our production mix by allocating more capital to long-life, slower decline projects and to develop projects in longer reserve life areas. This is being accomplished through our more rigorous capital review process and a more balanced allocation of our capital to development and exploration projects, supplemented by acquisition activities with low-risk development locations that provide operating synergies with our existing operations. In January 2005, we announced two acquisitions in east Texas and south Texas for \$211 million. In March 2005, we acquired the interests held by one of the parties under our net profits interest agreements for \$62 million. See Supplemental Financial Information, under the heading Supplemental Natural Gas and Oil Operations (Unaudited) for a further discussion of these net profits interest agreements. These acquisitions added properties with approximately 139 Bcfe of existing proved reserves and 52 MMcfe/d of current production. More importantly, the Texas acquisitions offer additional exploration upside in two of our key operating areas.

#### Reserves, Production and Costs

Our estimate of proved natural gas and oil reserves as of December 31, 2004 reflects 2.0 Tcfe of proved reserves in the United States and 0.2 Tcfe of proved reserves in Brazil. These estimates were prepared internally by us. Ryder Scott Company, an independent petroleum engineering firm, prepared an estimate of our natural gas and oil reserves for 88 percent of our properties. The total estimate of proved reserves prepared by Ryder Scott is within four percent of our internally prepared estimates. Ryder Scott was retained by and reports to the Audit Committee of our Board of Directors. The properties reviewed by Ryder Scott represented 88 percent of our properties based on value. For additional information on our estimated proved reserves and the processes by which they are developed, see Critical Accounting Policies, Business Non-regulated Business Production Segment, Risk Factors and Supplemental Financial Information, under the heading Supplemental Natural Gas and Oil Operations (Unaudited).

For 2004, our total equivalent production declined 112 Bcfe or 27 percent as compared to 2003. The decrease was due to steep production declines in our Texas Gulf Coast and offshore Gulf of Mexico regions, the sale of properties in Oklahoma and New Mexico at the end of the first quarter of 2003, and a significantly reduced capital expenditure program in 2004 compared to 2003. We began to see our production stabilize in the third and fourth quarters of 2004 as we instituted our more rigorous capital review process and a more balanced allocation of our capital described above. Our depletion rate is determined under the full cost method of accounting. Due to disappointing drilling performance in 2004 that resulted in higher finding and development costs, we expect our domestic unit of production depletion rate to increase from \$1.80/ Mcfe in the fourth quarter of 2004 to \$1.97/ Mcfe in the first quarter of 2005. Our future trends in production and depletion rates will be dependent upon the amount of capital allocated to our Production segment, the level of success in our drilling programs and any future sale or acquisition activities relating to our proved reserves.

## **Production Hedge Position**

As part of our overall strategy, we hedge our natural gas and oil production to stabilize cash flows, reduce the risk of downward commodity price movements on our sales and to protect the economic assumptions associated with our capital investment programs. We conduct our hedging activities through natural gas and oil derivatives on our natural gas and oil production. Because this hedging strategy only partially reduces our exposure to downward movements in commodity prices, our reported results of operations, financial position and cash flows can be impacted significantly by movements in commodity prices from period to period. For 2005, we expect to have hedged approximately 50 percent of our anticipated daily natural gas production and

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approximately 8 percent of our anticipated daily oil production. Below are the hedging positions on our anticipated natural gas and oil production as of December 31, 2004:

Natural Gas

#### **Ouarter Ended**

|                   | Marc             | March 31                          |                  | June 30                           |                  | iber 30                           | Decem            | ber 31                            | Total            |                                   |  |
|-------------------|------------------|-----------------------------------|------------------|-----------------------------------|------------------|-----------------------------------|------------------|-----------------------------------|------------------|-----------------------------------|--|
|                   | Volume<br>(BBtu) | Hedged<br>Price<br>(per<br>MMBtu) |  |
| 2005              | 33,019           | \$ 7.26                           | 33,037           | \$ 6.47                           | 33,055           | \$ 6.49                           | 33,055           | \$ 6.77                           | 132,166          | \$ 6.75                           |  |
| 2006              | 21,349           | \$ 7.07                           | 21,367           | \$ 6.01                           | 21,385           | \$ 6.01                           | 21,385           | \$ 6.28                           | 85,486           | \$ 6.34                           |  |
| 2007              | 1,579            | \$ 3.79                           | 1,447            | \$ 3.64                           | 1,155            | \$ 3.35                           | 1,155            | \$ 3.35                           | 5,336            | \$ 3.56                           |  |
| 2008 through 2012 |                  |                                   |                  |                                   |                  |                                   |                  |                                   | 20,620           | \$ 3.67                           |  |

Oil

#### **Quarter Ended**

|      | Ma                | rch 31                          | Jui               | ne 30                           | Septe             | mber 30                         | Decer             | nber 31                         | T                 | otal                            |
|------|-------------------|---------------------------------|-------------------|---------------------------------|-------------------|---------------------------------|-------------------|---------------------------------|-------------------|---------------------------------|
|      | Volume<br>(MBbls) | Hedged<br>Price<br>(per<br>Bbl) |
| 2005 | 94                | \$ 35.15                        | 96                | \$ 35.15                        | 96                | \$ 35.15                        | 97                | \$ 35.15                        | 383               | \$ 35.15                        |
| 2006 | 94                | \$ 35.15                        | 96                | \$ 35.15                        | 96                | \$ 35.15                        | 97                | \$ 35.15                        | 383               | \$ 35.15                        |
| 2007 | 47                | \$ 35.15                        | 48                | \$ 35.15                        | 48                | \$ 35.15                        | 49                | \$ 35.15                        | 192               | \$ 35.15                        |

The hedged natural gas prices listed above for 2005 and 2006 include the impact of designating trading contracts in our Marketing and Trading segment as hedges of our anticipated natural gas production on December 1, 2004. For a summary of the overall cash price El Paso will receive on natural gas production including the effect of these contracts, see Management s Discussion and Analysis of Financial Condition and Results of Operations Commodity-based Derivative Contracts beginning on page 26.

#### Operational Factors Affecting the Year Ended December 31, 2004

During 2004, our Production segment experienced the following:

*Higher realized prices*. Realized natural gas prices, which include the impact of our hedges, increased eight percent and oil, condensate and NGL prices increased 33 percent compared to 2003.

Average daily production of 814 MMcfe/d (excluding discontinued Canadian and other international operations of 15 MMcfe/d). We achieved the low end of our projected production volume despite the impact of hurricanes in the Gulf of Mexico.

Capital expenditures and acquisitions of \$790 million (excluding discontinued Canadian and other international expenditures of \$29 million). During the first quarter of 2004, we experienced disappointing drilling results. As a result, we significantly reduced our drilling activities and instituted a new, more rigorous, risk analysis program, with an emphasis on strict capital discipline. After implementing this new program, we increased our domestic drilling activities in the third and fourth quarters of 2004 with improved drilling results. During 2004, we drilled 325 wells with a 96 percent success rate. We also acquired the remaining 50 percent interest in UnoPaso in Brazil in July 2004. This acquisition has performed above expectations in the fourth quarter of 2004.

Sale of Canadian and other international operations. These operations were sold in order to focus our operations in the United States and Brazil.

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## **Operating Results**

Below are our Production segment s operating results and analysis of these results for each of the three years ended December 31:

|  | 2004     | 2003          | 2002     |
|--|----------|---------------|----------|
|  |          | (In millions) |          |
| Operating Revenues:                      |          |               |          |
| Natural gas                              | \$ 1,428 | \$ 1,831      | \$ 1,574 |
| Oil, condensate and NGL                  | 305      | 305           | 350      |
| Other                                    | 2        | 5             | 7        |
| Total operating revenues                 | 1,735    | 2,141         | 1,931    |
| Transportation and net product costs     | (54)     | (82)          | (109)    |
| Total operating margin                   | 1,681    | 2,059         | 1,822    |
| Depreciation, depletion and amortization | (548)    | (576)         | (601)    |
| Production costs(1)                      | (210)    | (229)         | (285)    |
| Ceiling test and other charges(2)        | (22)     | (16)          | (4)      |
| General and administrative expenses      | (173)    | (160)         | (122)    |
| Taxes, other than production and income  | (2)      | (5)           | (7)      |
| Total operating expenses(3)              | (955)    | (986)         | (1,019)  |
| Operating income                         | 726      | 1,073         | 803      |
| Other income                             | 8        | 18            | 5        |
| EBIT                                     | \$ 734   | \$ 1,091      | \$ 808   |
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|   | 2004        | Percent<br>Variance | 2003        | Percent<br>Variance | 2002        |
|---|-------------|---------------------|-------------|---------------------|-------------|
| Volumes, prices and costs per unit:<br>Natural gas    |             |                     |             |                     |             |
| Volumes (MMcf)  | 244,857     | (28)%               | 338,762     | (28)%               | 470,082     |
| Average realized prices including hedges (\$/Mcf)(4)  | \$<br>5.83  | 8%                  | \$<br>5.40  | 61%                 | \$<br>3.35  |
| Average realized prices excluding hedges (\$/Mcf)(4)  | \$<br>5.90  | 7%                  | \$<br>5.51  | 74%                 | \$<br>3.17  |
| Average transportation costs (\$/Mcf)                 | \$<br>0.17  | (6)%                | \$<br>0.18  |                     | \$<br>0.18  |
| Oil, condensate and NGL<br>Volumes (MBbls)            | 8,818       | (25)%               | 11,778      | (28)%               | 16,462      |
| Average realized prices including hedges (\$/Bbl)(4)  | \$<br>34.61 | 33%                 | \$<br>25.96 | 22%                 | \$<br>21.28 |
| Average realized prices excluding hedges (\$/Bbl)(4)  | \$<br>34.75 | 30%                 | \$<br>26.64 | 25%                 | \$<br>21.38 |
| Average transportation costs (\$/Bbl)                 | \$<br>1.12  | 7%                  | \$<br>1.05  | 8%                  | \$<br>0.97  |
| Total equivalent volumes(MMcfe)                       | 297,766     | (27)%               | 409,432     | (28)%               | 568,852     |
| Production costs(\$/Mcfe)                             |             |                     |             |                     |             |
| Average lease operating costs                         | \$<br>0.60  | 43%                 | \$<br>0.42  |                     | \$<br>0.42  |
| Average production taxes                              | 0.11        | (21)%               | 0.14        | 75%                 | 0.08        |
| Total production cost(1)                              | \$<br>0.71  | 27%                 | \$<br>0.56  | 12%                 | \$<br>0.50  |
| Average general and administrative expenses (\$/Mcfe) | \$<br>0.58  | 49%                 | \$<br>0.39  | 86%                 | \$<br>0.21  |
| Unit of production depletion cost (\$/Mcfe)           | \$<br>1.69  | 29%                 | \$<br>1.31  | 28%                 | \$<br>1.02  |

<sup>(1)</sup> Production costs include lease operating costs and production related taxes (including ad valorem and severance taxes).

<sup>(2)</sup> Includes ceiling test charges, restructuring charges, asset impairments and gains on asset sales.

- (3) Transportation costs are included in operating expenses on our consolidated statements of income.
- (4) Prices are stated before transportation costs.

## Year Ended December 31, 2004 Compared to Year Ended December 31, 2003

Our EBIT for 2004 decreased \$357 million as compared to 2003. Despite an eight percent increase in natural gas prices including hedges, we experienced a significant decrease in operating revenues due to lower production volumes as a result of normal production declines, asset sales, a lower capital spending program

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and disappointing drilling results. The table below lists the significant variances in our operating results in 2004 as compared to 2003:

|  | Variance             |       |                      |  |          |    |                |  |
|--|----------------------|-------|----------------------|--|----------|----|----------------|--|
|  | Operating<br>Revenue |       | Operating<br>Expense |  | Other(1) |    | EBIT<br>Impact |  |
|  |                      | Favo  |                      | J <mark>nfavorab</mark><br>(In million |          |    |                |  |
| Natural Gas Revenue                                |                      |       |                      |  |          |    |                |  |
| Higher prices in 2004                              | \$                   | 96    | \$                   |  | \$       |    | \$ 96          |  |
| Lower production volumes in 2004                   |                      | (518) |                      |  |          |    | (518)          |  |
| Impact from hedge program in 2004 versus 2003      |                      | 19    |                      |  |          |    | 19             |  |
| Oil, Condensate and NGL Revenue                    |                      |       |                      |  |          |    |                |  |
| Higher realized prices in 2004                     |                      | 72    |                      |  |          |    | 72             |  |
| Lower production volumes in 2004                   |                      | (79)  |                      |  |          |    | (79)           |  |
| Impact from hedge program in 2004 versus 2003      |                      | 7     |                      |  |          |    | 7              |  |
| Depreciation, Depletion and Amortization Expense   |                      |       |                      |  |          |    |                |  |
| Higher depletion rate in 2004                      |                      |       |                      | (115)                                  |          |    | (115)          |  |
| Lower production volumes in 2004                   |                      |       |                      | 146                                    |          |    | 146            |  |
| Production Costs                                   |                      |       |                      |  |          |    |                |  |
| Higher lease operating costs in 2004               |                      |       |                      | (8)                                    |          |    | (8)            |  |
| Lower production taxes in 2004                     |                      |       |                      | 27                                     |          |    | 27             |  |
| Other  |                      |       |                      |  |          |    |                |  |
| Higher general and administrative expenses in 2004 |                      |       |                      | (13)                                   |          |    | (13)           |  |
| Other  |                      | (3)   |                      | (6)                                    |          | 18 | 9              |  |
| Total variance 2004 to 2003                        | \$                   | (406) | \$                   | 31                                     | \$       | 18 | \$ (357)       |  |

#### (1) Consists primarily of changes in transportation costs and other income.

Operating revenues. In 2004, we experienced a significant decrease in production volumes. The decline in our production volumes was due to normal production declines in the Offshore Gulf of Mexico and Texas Gulf Coast regions, asset sales, the impact of hurricanes in the Gulf of Mexico, lower capital expenditures and disappointing drilling results. These declines were partially offset by increased natural gas production in our coal seam operations in the Raton, Arkoma, and Black Warrior basins. We also had increased oil production in Brazil as a result of our acquisition of the remaining interest in UnoPaso in July 2004. In addition, we experienced higher average realized prices for natural gas and oil, condensate and NGL and a favorable impact from our hedging program as our hedging losses were \$18 million in 2004 as compared to \$44 million in 2003.

Depreciation, depletion, and amortization expense. Lower production volumes in 2004 due to the production declines discussed above reduced our depreciation, depletion, and amortization expense. Partially offsetting this decrease were higher depletion rates due to higher finding and development costs.

*Production costs.* In 2004, we experienced higher workover costs due to the implementation of programs in the second half of 2004 to improve production in the Offshore Gulf of Mexico and Texas Gulf Coast regions. We also incurred higher utility expenses and higher salt water disposal costs in the Onshore region. More than offsetting these increases were lower production taxes as a result of higher tax credits taken in 2004 on high cost natural gas wells.

The cost per unit increased due to the higher lease operating costs and lower production volumes discussed above. *Other*. Our general and administrative expenses increased primarily due to higher contract labor costs and lower capitalized costs in 2004. The cost per unit increased due to a combination of higher costs and lower production volumes discussed above.

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### Year Ended December 31, 2003 Compared to Year Ended December 31, 2002

Our EBIT for 2003 increased \$283 million as compared to 2002. For the year ended December 31, 2003, natural gas prices, including hedges, increased 61 percent; however, we also experienced a significant decrease in production volumes as a result of asset sales, normal production declines, mechanical failures in several of our producing wells, a lower capital spending program and disappointing drilling results. The table below lists the significant variances in our operating results in 2003 as compared to 2002:

|  |    |                  |    | Variance                | e   |       |               |    |
|--|----|------------------|----|-------------------------|-----|-------|---------------|----|
|  | -  | erating<br>venue | -  | rating<br>pense         | Oth | er(1) | EBIT<br>Impac |    |
|  |    | Favo             |    | Infavorab<br>In millior |     |       |               |    |
| Natural Gas Revenue                              |    |                  | ,  |                         | 10) |       |               |    |
| Higher realized prices in 2003                   | \$ | 792              | \$ |                         | \$  |       | \$ 792        | 2  |
| Lower production volumes in 2003                 |    | (416)            |    |                         |     |       | (410          | 6) |
| Impact from hedge program in 2003 versus 2002    |    | (119)            |    |                         |     |       | (119          | 9) |
| Oil, Condensate and NGL Revenue                  |    |                  |    |                         |     |       |               |    |
| Higher prices in 2003                            |    | 62               |    |                         |     |       | 62            | 2  |
| Lower production volumes in 2003                 |    | (100)            |    |                         |     |       | (100          | 0) |
| Impact from hedge program in 2003 versus 2002    |    | (7)              |    |                         |     |       | (             | 7) |
| Depreciation, Depletion and Amortization Expense |    |                  |    |                         |     |       |               |    |
| Higher depletion rate in 2003                    |    |                  |    | (116)                   |     |       | (110          | 6) |
| Lower production volumes in 2003                 |    |                  |    | 163                     |     |       | 163           | 3  |
| Higher accretion expense for asset retirement    |    |                  |    |                         |     |       |               |    |
| obligations                                      |    |                  |    | (23)                    |     |       | (23           | 3) |
| Production Costs                                 |    |                  |    |                         |     |       |               |    |
| Lower lease operating costs in 2003              |    |                  |    | 71                      |     |       | 7             | 1  |
| Higher production taxes in 2003                  |    |                  |    | (15)                    |     |       | (1:           | 5) |
| Other  |    |                  |    |                         |     |       |               |    |
| Ceiling test and other charges                   |    |                  |    | (12)                    |     |       | (12           | 2) |
| Higher general and administrative costs in 2003  |    |                  |    | (38)                    |     |       | (38           | 8) |
| Other  |    | (2)              |    | 3                       |     | 40    | 4             | 1  |
| Total variance 2003 to 2002                      | \$ | 210              | \$ | 33                      | \$  | 40    | \$ 283        | 3  |

### (1) Consists primarily of changes in transportation costs and other income.

Operating revenues. During 2003, we experienced a significant decrease in production volumes due to the sale of properties in New Mexico, Oklahoma, Texas, Colorado, Utah, and Offshore Gulf of Mexico, normal production declines, mechanical failures primarily in the Texas Gulf Coast and Offshore Gulf of Mexico regions, a lower capital spending program and disappointing drilling results. In addition, we incurred an unfavorable impact from our hedging program as our hedging losses were \$44 million in 2003 as compared to \$82 million of hedging gains in 2002. Despite lower production and unfavorable hedging results, revenues were higher due to higher average realized prices for natural gas and oil, condensate and NGL during 2003.

Depreciation, depletion, and amortization expense. Lower volumes in 2003 due to the production declines discussed above reduced our depreciation, depletion, and amortization expense. Partially offsetting this decrease were

higher depletion rates due to higher finding and development costs. We also recorded accretion expense related to our liabilities for asset retirement obligations in connection with the adoption of SFAS No. 143 in 2003.

*Production costs*. In 2003, we experienced lower production costs primarily due to the asset sales discussed above. However, we also incurred higher production taxes in 2003 as a result of higher natural gas

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and oil prices and larger tax credits taken in 2002 on high cost natural gas wells. Our cost per unit increased due to the higher production taxes and lower production volumes.

Ceiling test and other charges. In 2003, we incurred an impairment charge related to non-full cost pool assets of \$5 million, net of gains on asset sales, non-cash ceiling test charges of \$5 million associated with our operations in Brazil and \$6 million in employee severance costs. In 2002, we incurred a non-cash ceiling test charge of \$3 million associated with our operations in Brazil.

General and administrative expenses. Higher corporate overhead allocations and lower capitalized costs were the main factors leading to the increase in general and administrative expenses in 2003. The cost per unit increased due to a combination of higher costs and lower production volumes discussed above.

### Outlook for 2005

Based on our strategy to develop a more balanced portfolio of natural gas and oil production and allocate more capital to longer life, slower decline projects and development projects in longer reserve life areas, we anticipate in 2005:

A total capital expenditure budget, including acquisitions, of approximately \$900 million.

Daily production volumes to average in excess of 800 MMcfe/d.

A focus on cost control, operating efficiencies, and process improvements to keep our per unit cash operating costs between \$1.25/ MMcfe and \$1.40/ MMcfe.

Industry-wide increases in drilling costs and oilfield service costs that will require constant monitoring of capital spending programs.

## Non-regulated Business Marketing and Trading Segment

Our Marketing and Trading segment s operations focus on the marketing of our natural gas and oil production and the management of our remaining trading portfolio. Over the past several years, a number of significant events occurred in this business and in the industry:

### 2001 and 2002

The deterioration of the energy trading environment followed by our announcement in November 2002 that we would reduce our involvement in the energy marketing and trading business and pursue an orderly liquidation of our trading portfolio.

#### 2003 and 2004

A challenging trading environment with reduced liquidity, lower credit standing of industry participants and a general decline in the number of trading counterparties.

The ongoing liquidation of our historical trading portfolio.

The announcement in December 2003 that we would change our operations to primarily focus on the physical marketing of natural gas and oil produced in our Production segment.

Currently, we do not anticipate that we will liquidate all of the transactions in our trading portfolio before the end of their contract term. We may retain contracts because (i) they are either uneconomical to sell or terminate in the current environment due to their contractual terms or credit concerns of the counterparty, (ii) a sale would require an acceleration of cash demands, or (iii) they represent hedges associated with activities reflected in other segments of our business, including our Production and Power segments. Changes to our liquidation strategy may impact the cash flows and the financial results of this segment.

Our Marketing and Trading segment s portfolio includes both contracts with third parties and contracts with affiliates that require physical delivery of a commodity or financial settlement. The following is a

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discussion of the significant types of contracts used by our Marketing and Trading segment and how they impact our financial results:

#### Natural Gas Contracts

Production-related and other natural gas derivatives

Derivatives designated as hedges. We enter into contracts with third parties, primarily fixed for floating swaps, on behalf of our Production segment to hedge its anticipated natural gas production. These natural gas contracts consist of obligations to deliver natural gas at fixed prices. As of December 31, 2004, these contracts effectively hedged a total of 244 TBtu of our anticipated natural gas production through 2012. Of this total amount, 84 percent of these contracts were designated as accounting hedges on December 1, 2004. All contracts that are designated as hedges of our Production segment s natural gas and oil production are accounted for in the operating results of that segment.

*Production-related options*. These contracts, which are marked to market in our results each period, and are not accounting hedges, provide price protection to El Paso from natural gas price declines related to our natural gas production in 2005 and 2006. Entered into in the fourth quarter of 2004, these contracts will allow El Paso to achieve a floor price of \$6.00 per MMBtu on 60 TBtu of our natural gas production in 2005 and 120 TBtu in 2006.

In the first quarter of 2005, we entered into additional contracts that provide El Paso with a floor price of \$6.00 per MMBtu on 30 TBtu of our natural gas production in 2007, and also capped us at a ceiling price of \$9.50 per MMBtu on 60 TBtu of our natural gas production in 2006.

Other natural gas derivatives. Other natural gas derivatives consist of physical and financial natural gas contracts that impact our earnings as the fair values of these contracts change. These contracts obligate us to either purchase or sell natural gas at fixed prices. Our exposure to natural gas price changes will vary from period to period based on whether, overall, we purchase more or less natural gas than we sell under these contracts.

Transportation-related contracts

Our transportation contracts provide us with approximately 1.5 Bcf of pipeline capacity per day, for which we are charged approximately \$149 million in annual demand charges. These contracts are accrual-based contracts that impact our gross margin as delivery or service under the contracts occurs. The following table details our transportation contracts:

|                            | Alliance    | <b>Texas Intrastate</b> | Other        |
|----------------------------|-------------|-------------------------|--------------|
| Daily capacity (MMBtu/day) | 160,000     | 435,000                 | 910,000      |
| Annual demand charges (in  | \$66        | \$21                    | \$62         |
| millions)                  |             |                         |              |
| Expiration                 | 2015        | 2006                    | 2005 to 2028 |
| Receipt points             | AECO Canada | South Texas             | Various      |
| Delivery points            | Chicago     | Houston Ship Channel    | Various      |

Historically, these contracts have resulted in significant losses to El Paso. The extent of these losses is dependent upon our ability to utilize the contracted pipeline capacity, which is impacted by:

The difference in natural gas prices at contractual receipt and delivery locations;

The capital needed to use this capacity (i.e. cash margins or letters of credit associated with the purchase and sale of natural gas to use the capacity); and

The capacity required to meet our other long term obligations.

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Storage contracts

During 2003, we eliminated a significant portion of our natural gas storage capacity contracts through the ongoing liquidation of our trading portfolio. We retained storage capacity of 4.7 Bcf at TGP s Bear Creek Storage Field and Enterprise Products Partners Wilson storage facilities for operational and balancing purposes. We do not anticipate that our retained storage contracts will significantly impact our earnings in the future.

Power Contracts

Tolling contracts. We have two tolling contracts under which we supply fuel to power plants and receive the power generated by these plants. In exchange for this right to the power generated, we pay a demand charge. Our ability to recover these demand charges is primarily dependent upon the difference between the cost of fuel we supply to the plant and the value of the power we receive from the plant under the contract. Our tolling contracts are derivatives that impact our earnings as their fair value changes each period.

Our largest tolling contract provides us with approximately 548 MW of generating capacity at the Cordova power plant through 2019, for which we are charged \$27 million to \$32 million in annual demand charges. In addition, the Cordova power plant has the option to repurchase up to 50 percent of this generating capacity from us. We have historically experienced significant volatility in the fair value of this tolling contract, primarily due to changes in natural gas and power prices in the market that Cordova serves. We expect this volatility to continue. Our other tolling contract provides us with approximately 257 MW of generating capacity in the Alberta power pool through the third quarter of 2005, for which we expect to be charged \$14 million of demand charges in 2005.

Contracts related to power restructuring activities. These contracts consist of long-term obligations to provide power for the restructured power contracts in our Power segment. With the sale of substantially all of our restructured power contracts, we have or are in the process of eliminating substantially all of these obligations, with the exception of our contract with Morgan Stanley related to UCF. This contract, which calls for us to deliver of up to 1,700 MMWh per year through 2016 at a fixed price, may continue to impact our earnings in the future.

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# Operating Results

Below are the overall operating results and analysis of these results for our Marketing and Trading segment for each of the three years ended December 31. Because of the substantial changes in the composition of our portfolio, year-to-year comparability was affected:

|  | 2004     | 2003         | 2002       |
|--|----------|--------------|------------|
|  |          | (In millions | <b>(</b> ) |
| Overall EBIT:  |          | · ·          | ,          |
| Gross margin(1)  | \$ (508) | \$ (636)     | \$ (1,316) |
| Operating expenses   | (54)     | (183)        | (677)      |
|  |          |              |            |
| Operating loss   | (562)    | (819)        | (1,993)    |
| Other income   | 15       | 10           | 16         |
| EBIT   | \$ (547) | \$ (809)     | \$ (1,977) |
| Gross Margin by Significant Contract Type:                 |          |              |            |
| Natural Gas Contracts                                      |          |              |            |
| Production-related and other natural gas derivatives       |          |              |            |
| Changes in fair value on positions designated as hedges on |          |              |            |
| December 1, 2004   | \$ (439) | \$ (425)     | \$ (601)   |
| Changes in fair value on production-related options        | 53       |              |            |
| Changes in fair value on other natural gas positions       | 44       | 2            | (486)      |
| Early contract terminations                                | 48       | (8)          |            |
|  |          |              |            |
| Total production-related and other natural gas derivatives | (294)    | (431)        | (1,087)    |
| Transportation-related contracts                           |          |              |            |
| Demand charges   | (149)    | (156)        | (36)       |
| Settlements  | 39       | 4            | 16         |
| Tatal tanana matat'a manalata 1 a amtana ta                | (110)    | (150)        | (20)       |
| Total transportation-related contracts                     | (110)    | (152)        | (20)       |
| Storage contracts  | (2)      | (21)         | (15)       |
| Demand charges Settlements                                 | (2)      | (21)         | (15)<br>56 |
| Early contract terminations                                |          | (17)         | 50         |
| Larry contract terminations                                |          | (17)         |            |
| Total storage contracts                                    | (2)      | (7)          | 41         |
| Total storage contracts                                    | (2)      | (,)          |            |
| Total gross margin natural gas contracts                   | (406)    | (590)        | (1,066)    |
| Power Contracts  | (100)    | (0,0)        | (2,000)    |
| Changes in fair value on Cordova tolling agreement         | (36)     | 75           | (112)      |
| Other power derivatives                                    | ,        |              | ` ,        |
| Changes in fair value                                      | (85)     | (96)         | (138)      |
| Early contract terminations                                | 19       | (25)         |            |
|  |          |              |            |
| Total other power derivatives                              | (66)     | (121)        | (138)      |
|  |          |              |            |
| Total gross margin power contracts                         | (102)    | (46)         | (250)      |
|  |          |              |            |

Total gross margin \$ (508) \$ (636) \$ (1,316)

(1) Gross margin for our Marketing and Trading segment consists of revenues from commodity trading and origination activities less the costs of commodities sold, including changes in the fair value of our derivative contracts.

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Overall, during 2004, 2003 and 2002, we experienced substantial losses in gross margin on our trading contracts due to a number of factors. In 2002, we experienced losses in our natural gas and power contracts as a result of general market declines in energy trading resulting from lower price volatility in the natural gas and power markets and a generally weaker trading and credit environment. Also contributing to the deterioration of the market valuations of our trading and marketing assets was the announcement in the fourth quarter of 2002 by many participants in the trading industry, including us, to discontinue or significantly reduce trading operations. Following this announcement, we liquidated a number of positions earlier than their scheduled maturity, which caused us to incur additional losses in gross margin in 2002 and 2003 than had we held those contracts to maturity. We also experienced difficulty in 2002 and 2003 in collecting on several claims from various industry participants experiencing financial difficulty, several of whom sought bankruptcy protection. Any settlements under ongoing proceedings in these matters could impact our future financial results.

Listed below is a discussion of other factors, by significant contract type, that affected the profitability of our Marketing and Trading segment during each of the three years ended December 31, 2004:

#### Natural Gas Contracts

Production-related and other natural gas derivatives

Derivatives designated as hedges. The amounts in the above table represent changes in the fair values of derivative contracts that were designated as accounting hedges of our Production segment s natural gas production on December 1, 2004. The losses indicated were a result of increases in natural gas prices in 2002, 2003 and 2004 relative to the fixed prices in these contracts and these losses were historically included in our financial results. Following their designation as accounting hedges, future income impacts of these contracts will be reflected in our Production segment. However, the act of designating these contracts as hedges will have no impact on El Paso s overall cash flows in any period.

Production-related options. As natural gas prices decreased in the fourth quarter of 2004, the fair value of the options we entered into in 2004 increased. These contracts had a fair value of \$120 million as of December 31, 2004, which includes the premium we initially paid for the options. If gas prices remain above the option price of \$6.00 per MMBtu, the fair value of these contracts will decrease over their term since they would expire unexercised. We paid a total net premium of \$64 million for these options and the additional option contracts we entered into in the first quarter of 2005.

Other natural gas derivatives. Because we were obligated to purchase more natural gas at a fixed price than we sold under these contracts during 2003 and 2004, the fair value of these contracts increased as natural gas prices increased during those years. In 2002, we incurred significant losses on these contracts because of lower price volatility and the deterioration of the energy trading environment described above.

*Early contract terminations*. This amount includes a \$50 million gain recognized on the termination of an LNG contract at the Elba Island facility in 2004.

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### Transportation-related contracts

In the fourth quarter of 2002, we began accounting for our transportation contracts as accrual-based contracts with the adoption of EITF Issue No. 02-3. As a result, our 2002 results include the demand charges and accrual settlements we recorded during the fourth quarter of 2002. The mark-to-market losses on these contracts during the first nine months of 2002 are included in the change in fair value of our other natural gas derivatives above. Our annual demand charges on these contracts were approximately \$149 million in 2004 and \$156 million in 2003. The decrease in 2004 was due to the liquidation of a number of these positions prior to their original settlement dates.

Our ability to use our Alliance pipeline capacity contract was relatively consistent during 2003 and 2004, allowing us to recover approximately 73 percent of the demand charges we paid each year. This resulted from the price differentials between the receipt and delivery points staying relatively consistent during these years, which resulted in EBIT losses from this contract of \$15 million in 2003 and \$17 million during 2004. Our Texas Intrastate transportation contracts incurred EBIT losses of \$36 million in 2003 and \$26 million in 2004. We were unable to utilize a significant portion of the capacity on these pipelines primarily due to a decrease in the price differentials between South Texas receipt points and Houston Ship Channel delivery locations under the contracts. If the differences in these prices do not improve, we will continue to experience losses on these contracts.

### Storage contracts

In the fourth quarter of 2002, we began accounting for our storage contracts as accrual-based contracts with the adoption of EITF Issue No. 02-3. As a result, our 2002 results include the demand charges and accrual settlements we recorded during the fourth quarter of 2002. The mark-to-market losses on these contracts during the first nine months of 2002 are included in the change in fair value of our other natural gas derivatives. Our annual demand charges on these contracts were approximately \$2 million in 2004 and \$21 million in 2003. In 2002 and 2003, we terminated a significant number of our storage positions and recognized a \$56 million gain in 2002 and a \$31 million gain in 2003 on the withdrawal and sale of the gas held in these storage locations. Based on our actions, our remaining contracts with the Wilson and Bear Creek storage facilities should not have a significant impact on the future financial results of this segment.

#### **Power Contracts**

## Cordova tolling agreement

Our Cordova agreement is sensitive to changes in forecasted natural gas and power prices. In 2003, forecasted power prices increased relative to natural gas prices, resulting in a significant increase in the fair value of this contract. In 2004, forecasted natural gas prices increased relative to power prices, resulting in a decrease in the fair value of the contract. Additionally, although the Cordova power plant historically sold its power into a relatively illiquid power market in the Midwest, this power market was incorporated into the more liquid Pennsylvania-New Jersey-Maryland power pool in 2004. We believe that this change will reduce the volatility of the fair value of the contract in the future.

#### Other power derivatives

Historically, many of our contract origination activities related to power contracts. Because of the changes in the energy trading environment and the change in focus of our Marketing and Trading segment, these activities substantially decreased from 2002 to 2004.

The ongoing liquidation of our trading book significantly impacted our power contracts. We also recorded a \$25 million gain on the termination of a power contract with our Power segment in 2004, which was eliminated in El Paso s consolidated results.

In the first quarter of 2005, we assigned our contracts to supply power to our Power segment s Cedar Brakes I and II entities to Constellation Energy Commodities Group, Inc. We recorded a loss of approximately \$30 million during the fourth quarter of 2004 upon signing the assignment and

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termination agreement. These contracts decreased in fair value by \$64 million, \$67 million and \$48 million in 2004, 2003 and 2002.

In the first quarter of 2002, we recorded an \$80 million gain related to a power supply agreement that we entered into with our Power segment. The gain, which was associated with the UCF restructured power contract, was eliminated from El Paso s consolidated results. Later in 2002, we terminated this contract and entered into a new power supply agreement with Morgan Stanley related to UCF. The Morgan Stanley contract decreased in fair value by \$72 million, \$77 million and \$58 million in 2004, 2003 and 2002.

Our remaining power contracts, which include those that are used to manage the risk associated with our obligations to supply power, increased in fair value by \$81 million in 2004 and \$48 million in 2003.

# **Operating Expenses**

Operating expenses in our Marketing and Trading segment decreased significantly each year due primarily to the following:

In 2002 and 2003, we recorded \$487 million and \$26 million of charges in operating expenses related to the Western Energy Settlement. In late 2003, this obligation was transferred to our corporate operations.

In 2003 and 2004, we recorded \$28 million and \$10 million of bad debt expense associated with a fuel supply agreement we have with the Berkshire power plant.

As a result of the decision in November 2002 to reduce the size of our trading portfolio, we experienced a significant decline in employee headcount, which resulted in lower general and administrative expenses in 2003. This decline in headcount, coupled with the closing of our London office in 2003, contributed to further decreases in general and administrative expenses in 2004.

Overall cost reduction efforts at the corporate level and our reduced level of operations resulted in lower corporate overhead being allocated to us in 2003 and 2004.

## Non-regulated Business Power Segment

As of December 31, 2004, our power segment primarily consisted of an international power business. Historically, this segment also included domestic power plant operations and a domestic power contract restructuring business. We have sold or announced the sale of substantially all of these domestic businesses. Our ongoing focus within the power segment will be to maximize the value of our assets in Brazil. We have designated our other international power operations as non-core activities, and expect to exit these activities in the future as market conditions warrant.

## **International Power Plant Operations**

*Brazil*. As of December 31, 2004, our Brazilian operations include our Macae, Porto Velho, Manaus, Rio Negro, and Araucaria power plants and our investments in the Bolivia to Brazil and Argentina to Chile pipelines.

*Macae*. Our Macae power plant sells a majority of its power to the wholesale Brazilian power market. Macae also has a contract that requires Petrobras to make minimum revenue payments until August 2007. Petrobras did not pay amounts due under the contract for December 2004 and January 2005 and filed a lawsuit and for arbitration. For a further discussion of this matter, see Notes to Consolidated Financial Statements, Note 17. The future financial performance of the Macae plant will be affected by the outcome of this dispute and by regional changes in power markets.

*Porto Velho*. Our Porto Velho plant sells power to Eletronorte under two power sales agreements that expire in 2010 and 2023. Eletronorte absorbs substantially all of the plant s fuel costs and purchases all of the power the plant is able to generate, as long as the plant operates within availability levels

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required by these contracts. As a result, the profitability of the plant is dependent primarily on maintaining these availability levels through efficient operations and maintenance practices. These availability levels are expected to decrease in 2005 because of an equipment failure at the plant during 2004 that is expected to be repaired by the first quarter of 2006. In addition, we are negotiating potential contractual amendments with Eletronorte that may alter the volumes and prices of power to be sold under the contracts and may affect our future earnings. For a further discussion of these negotiations, see Notes to Consolidated Financial Statements, Note 17.

Manaus and Rio Negro. In January 2005, we signed new power sales contracts for our Manaus and Rio Negro power plants with Manaus Energia. Under these new contracts, Manaus Energia will pay a price for its power that is similar to that in the previous contracts. In addition, Manaus Energia will assume ownership of the Manaus and Rio Negro plants in 2008. Based on this ownership transfer and the contract terms, we will deconsolidate the plants in the first quarter of 2005 and begin to account for them as equity investments. In addition, the earnings from these assets will decrease as a result of the new contracts.

*Other*. The power sales contract of the Araucaria power plant is currently in international arbitration due to non-payment by the utility that purchases power from the plant. As a result, Araucaria ceased its operations in 2003. For a further discussion of these arbitration proceedings, see Notes to Consolidated Financial Statements, Note 17.

Our two pipelines began operations in 2003 and generate income through the transportation of natural gas to various customers in South America.

Asia. Our Asian operations include interests in 15 power plants, 13 of which are equity investments. These facilities sell electricity and electrical generating capacity under long-term power sales agreements with local transmission and distribution companies, many of which are government controlled. The majority of these contracts allow for changes in fuel costs to be passed through to the customer through power prices. The economic performance of these facilities is impacted by the level of electricity demand and changes in the political and regulatory environment in the countries they serve as well as the relative cost of producing that power. We recorded an impairment of these assets in 2004 in connection with our decision to sell these assets.

Other International. We have interests in 10 power facilities located in South and Central America and Europe, most of which are equity investments. These facilities sell electricity and electrical generating capacity under long-term and short-term power sales agreements with local transmission and distribution companies as well as to the local spot markets. The economic performance of these facilities is impacted by fuel prices, the level of demand for electricity, the level of competition from other power generators, changes in the political and regulatory environment in the countries they serve, and the relative cost of producing power. The performance of our facilities in Central America is also affected by variances in the level of rainfall in the region. As the level of rainfall increases, the level of generation from hydroelectric plants increases which can negatively impact power pricing in the spot market. We have recently announced that we are considering the sale of a number of these assets, although at this time we have not actively marketed them. As this process progresses we will continue to assess the value of these assets which may result in impairments.

## **Domestic Power Plant Operations**

Our domestic operations as of December 31, 2004, primarily consist of an equity ownership in a natural gas-fired power plant, Midland Cogeneration Venture (MCV). The price of electricity sold by MCV is indexed to coal, while the plant is fueled by natural gas, which it purchases under both long-term contracts and on the spot market. Changes in the relationship between coal and natural gas prices directly impact the economic performance of this facility. In 2004, we recorded an impairment of our interest in this plant based on a decline in the value of the investment that we considered to be other than temporary.

During 2004 and the first quarter of 2005, we sold our interests in 33 domestic power plants. With these sales, we incurred substantial impairments in 2003 and 2004. As a result of these sales, we will have substantially lower earnings in our Power segment.

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### Domestic Power Contract Restructuring Business

In 2002 and 2003, we maintained or completed several contract restructuring transactions, the largest of which was UCF. During 2004, we completed the sale of UCF and its related restructured power contract, and entered into an agreement to sell our ownership in Cedar Brakes I and II, and their related restructured power contracts. As of December 31, 2004, we held an interest in Mohawk River Funding II and Cedar Brakes I and II. We completed the sale of Cedar Brakes I and II in the first quarter of 2005 and are evaluating potential buyers for Mohawk River Funding II.

# **Operating Results**

Below are the overall operating results and analysis of activities within our Power segment for each of the three years ended December 31. Substantial changes in the business during these periods affected year-to-year comparability.

|  | 2  | 2004          | 2003 |       | 2  | 2002  |
|--|----|---------------|------|-------|----|-------|
|  |    | (In millions) |      |       |    |       |
| Overall EBIT:                                    |    |               |      |       |    |       |
| Gross margin(1)                                  | \$ | 643           | \$   | 865   | \$ | 1,103 |
| Operating expenses                               |    |               |      |       |    |       |
| Loss on long-lived assets                        |    | (583)         |      | (185) |    | (160) |
| Other operating expenses                         |    | (468)         |      | (693) |    | (591) |
|  |    |               |      |       |    |       |
| Operating income (loss)                          |    | (408)         |      | (13)  |    | 352   |
| Earnings from unconsolidated affiliates          |    |               |      |       |    |       |
| Impairments and net losses on sale               |    | (390)         |      | (347) |    | (426) |
| Equity in earnings                               |    | 154           |      | 256   |    | 170   |
| Other income (expense)                           |    | 75            |      | 76    |    | (84)  |
| EBIT   | \$ | (569)         | \$   | (28)  | \$ | 12    |
| EBIT by Area:                                    |    |               |      |       |    |       |
| International power                              |    |               |      |       |    |       |
| Brazilian operations                             | \$ | 69            | \$   | 177   | \$ | 78    |
| Asian operations                                 |    | (140)         |      | 49    |    | (3)   |
| Other  |    | 12            |      | 70    |    | (243) |
|  |    | (59)          |      | 296   |    | (168) |
| Domestic power plant operations                  |    |               |      |       |    |       |
| MCV  |    | (171)         |      | 29    |    | 28    |
| Sold or sale announced                           |    | (58)          |      | (400) |    | 55    |
| Other  |    |               |      | (12)  |    | (3)   |
|  |    | (229)         |      | (383) |    | 80    |
| Domestic power contract restructuring activities |    | (228)         |      | 150   |    | 341   |
| Power turbine impairments                        |    | (1)           |      | (33)  |    | (162) |
| Other(2)   |    | (52)          |      | (58)  |    | (79)  |
| EBIT   | \$ | (569)         | \$   | (28)  | \$ | 12    |

(1) Gross margin for our Power segment consists of revenues from our power plants and the initial net gains and losses incurred in connection with the restructuring of power contracts, as well as the subsequent revenues, cost of electricity purchases and changes in fair value of those contracts. The cost of fuel used in the power generation process is included in operating expenses.

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(2) Other consists of the indirect expenses and general and administrative costs associated with our domestic and international operations, including legal, finance, and engineering costs. Direct general and administrative expenses of our domestic and international operations are included in EBIT of those operations.

*International Power.* The following table shows significant factors impacting EBIT in our international power business in 2004, 2003 and 2002:

|  | 2  | 2004  |       | 2003     |    | 2002  |
|--|----|-------|-------|----------|----|-------|
|  |    |       | (In n | nillions | )  |       |
| Brazil   |    |       |       |          |    |       |
| Earnings from consolidated and unconsolidated plant operations | \$ | 236   | \$    | 177      | \$ | 97    |
| Manaus and Rio Negro impairment                                |    | (167) |       |          |    |       |
| Contract termination fee                                       |    |       |       |          |    | (19)  |
| Total Brazil   |    | 69    |       | 177      |    | 78    |
| Asia   |    |       |       |          |    |       |
| Earnings from consolidated and unconsolidated plant operations |    | 61    |       | 49       |    | 45    |
| Asian asset impairments  |    | (212) |       |          |    |       |
| PPN impairment   |    |       |       |          |    | (41)  |
| Meizhou Wan impairment   |    |       |       |          |    | (7)   |
| Other  |    | 11    |       |          |    |       |
| Total Asia   |    | (140) |       | 49       |    | (3)   |
| Other International Power                                      |    |       |       |          |    |       |
| Earnings from consolidated and unconsolidated plant operations |    | 24    |       | 42       |    | 102   |
| Argentina gain on sale (impairment)                            |    |       |       | 28       |    | (342) |
| Other impairments  |    | (3)   |       |          |    | (3)   |
| Other  |    | (9)   |       |          |    |       |
| Total Other  |    | 12    |       | 70       |    | (243) |
| Total  | \$ | (59)  | \$    | 296      | \$ | (168) |

*Brazil.* During 2002 and 2003, we completed the construction of several power plants and pipelines, which allowed them to reach full operational capacity. However, our financial results during each of the three years ended December 31, 2004 were impacted significantly by regional economic and political conditions, which affected the renegotiation of several of the power contracts for our Brazilian power plants. Below is a discussion of each of our significant assets in Brazil.

Macae and Porto Velho

Through the first quarter of 2003, we conducted a majority of our power plant operations in Brazil through Gemstone, an unconsolidated joint venture. In April 2003, we acquired the joint venture partner s interest in Gemstone and began consolidating Gemstone s debt and its interests in the Macae and Porto Velho power plants. As a result, our operating results for 2002 and the first quarter of 2003 include the equity earnings we earned from Gemstone, while our consolidated operating results for all other periods in 2003 and 2004 include the revenues, expenses and equity earnings from Gemstone s assets.

The EBIT we earned from our Macae plant s operations was \$172 million, \$156 million, and \$136 million in 2004, 2003, and 2002. The increase in 2003 was primarily due to Macae reaching full operational capacity in the third quarter of 2002. In addition, the consolidation of Gemstone described above improved our EBIT in 2003 and 2004 since the interest and taxes incurred by Gemstone were no longer included in EBIT.

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The EBIT we earned from our Porto Velho plant s operations was \$28 million, \$28 million and \$23 million in 2004, 2003, and 2002. The increase in 2003 was primarily due to Porto Velho reaching full operational capacity in mid-2003. In the fourth quarter of 2004, our Porto Velho plant experienced an equipment failure that is expected to temporarily reduce the output of the plant by approximately 30 percent. This equipment failure is expected to be repaired by the first quarter of 2006.

Our combined net exposure on the Macae and Porto Velho plants was approximately \$0.8 billion at December 31, 2004. We are currently in negotiations over the Porto Velho contracts with Eletronorte and in a dispute with Petrobras over the Macae contract. As these negotiations and disputes progress, it is possible that impairments of these assets may occur, and these impairments may be significant. For a further discussion of these negotiations and disputes, see Notes to Consolidated Financial Statements, Note 17.

### Manaus and Rio Negro

In 2003, we began negotiating the extension of the Manaus and Rio Negro power contracts, which were to expire in 2005 and 2006. Based on the status of our negotiations to extend the contracts, which was negatively impacted by changes in the Brazilian political environment in 2004, we recorded a \$167 million impairment of our investment in Manaus and Rio Negro in 2004. We completed an extension of these contracts during the first quarter of 2005. The Manaus and Rio Negro plants had earnings from plant operations of \$30 million in 2004, \$12 million in 2003 and \$18 million in 2002.

# South American Pipelines

The EBIT for our Brazilian operations includes EBIT earned by our Bolivia to Brazil and Argentina to Chile pipelines. This amount was \$28 million in 2004 and \$18 million in 2003. Our EBIT earned by these pipelines was not significant in 2002. Increases during the three year period were primarily due to the Bolivia to Brazil pipeline reaching full operational capacity in the third quarter of 2003.

Asia. During the fourth quarter of 2004, we recorded a \$212 million charge on our Asian power assets in connection with our decision to pursue the sale of these assets. These impairment amounts were based on our estimates of the fair value of these projects. In 2005, we engaged a financial advisor to assist us in the sale of these assets. In the first quarter of 2005, we sold our investment in the PPN power facility in India for \$20 million. We had impaired this plant in 2002 primarily because of regional political and economic events at that time. As the sales process continues, we will continue to update the fair value of our Asian assets, which may result in further impairments.

From 2002 to 2004, earnings from our Asian power assets were relatively stable as the underlying plants maintained steady levels of availability and production. Higher fuel costs during these periods did not materially impact these plants—operations as substantially all of the higher fuel costs were passed through to the power purchasers through higher contracted power prices.

However, during this three year period, several other significant events occurred that improved our financial performance from these assets, including:

The conversion of two of our Chinese power plants from heavy fuel oil to natural gas, which lowered the production costs at these facilities;

The issuance of debt at our Meizhou Wan plant in 2004, which reduced liquidity concerns about the plant s operation. This plant had been partially impaired in 2002 based on those concerns;

The favorable completion of negotiations with Philippine regulators on fuel and power prices at our East Asia plants; and

The closing of our Singapore office in 2002, which lowered operating expenses.

*Other International.* The earnings from our other international operations have decreased from 2002 to 2004 due primarily to economic difficulties in some of the countries that we serve as well as specific

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transactions that affected the profitability of the underlying plants. Major factors contributing to the decreases were:

Dominican Republic. An economic crisis in the Dominican Republic during 2002 and 2003 significantly reduced the amount of power generated and impacted our ability to collect some of the receivables at our power plants in the country during 2003 and 2004. The Dominican Republic s economy began to improve in late 2004 following the election of a new president. See Notes to Consolidated Financial Statements, Note 22 for a further discussion of our investments in the Dominican Republic.

*El Salvador*. In 2002, we restructured a power contract at our El Salvador power facility, which resulted in a \$77 million gain in 2002. This restructuring converted the plant to a merchant facility that sells power under short-term contracts and on the open market. As a result, the power and resulting earnings generated by this plant in 2002 were higher than in 2003 and 2004.

*Argentina*. In 2002, we impaired our investment in Argentina based on new legislation resulting from an economic crisis in Argentina. We sold these plants in 2003 and are attempting to recover a portion of these losses through international arbitration.

*Other*. Our other international operations are also sensitive to changes in the local demand for power and the cost of fuel to run the power facilities. Our power plant in England benefited from increases in demand and power prices in 2004, but this was largely offset by higher fuel prices at our Central American power plants.

As part of our long term business strategy, we are considering the sale of a number of our other international power assets. As these sales occur and/or as market indicators of fair value become available, it is possible that impairments of these assets may occur, and these impairments may be significant.

*Domestic Power*. The following table shows significant factors impacting EBIT within our domestic power business in 2004, 2003, and 2002:

|   | 2  | 2004  | 2     | 2003      | 2  | 002  |
|---|----|-------|-------|-----------|----|------|
|   |    |       | (In n | nillions) |    |      |
| MCV   |    |       |       |           |    |      |
| Earnings from plant operations                                    | \$ | (10)  | \$    | 29        | \$ | 28   |
| Impairments   |    | (161) |       |           |    |      |
| Assets sold or expected to be sold in 2005                        |    |       |       |           |    |      |
| Earnings from consolidated and unconsolidated plant operations(1) |    | 47    |       | 103       |    | 144  |
| Impairments and write-offs  |    | (105) |       | (503)     |    | (89) |
| Other   |    |       |       | (12)      |    | (3)  |
|   |    |       |       |           |    |      |
| Total   | \$ | (229) | \$    | (383)     | \$ | 80   |

(1) During 2004 and 2003, we recorded \$60 million and \$105 million of operating income generated by the power plants from Chaparral, an equity investment we consolidated effective January 1, 2003. Prior to January 2003, we recorded our earnings from the Chaparral power plants through the equity earnings and management fees we received which were approximately \$124 million in 2002.

MCV. Our MCV power plant is a natural gas-fired plant, which sells its power at a contracted price that is indexed to coal prices. During 2004, MCV experienced reduced EBIT primarily because natural gas prices increased at a faster rate than coal prices. This decrease in EBIT was magnified by an increase in the volume of power MCV was required to generate. In January 2005, MCV received regulatory approval to reduce the required level of power generation. In

the fourth quarter of 2004, we impaired our investment in MCV based on a decline in the value of the investment due to increased fuel costs. We will continue to assess our ability to recover our investment in MCV and its related operations in the future.

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Assets sold or to be sold in 2005. During the three years ended December 31, 2004, we recorded significant impairments in our domestic power business as discussed below.

In 2004, 2003, and 2002, we incurred approximately \$105 million, \$208 million and \$89 million of asset impairments, net of realized gains and losses, in our domestic power business based on the anticipated sale of these assets as well as operational and contractual issues at several of these facilities. During 2004, these amounts included \$81 million related to impairing the earnings of assets held for sale, in addition to \$24 million of impairments, net of gains and losses, on long-lived assets related to our held for sale merchant and contracted plants. We also incurred a \$25 million loss on the termination of a power contract with our Marketing and Trading segment related to one of the assets sold, which is reflected in our 2004 earnings from plant operations.

#### In 2003, we also:

Recorded an impairment of our Chaparral investment of \$207 million based on a decline in the investment s value that was considered to be other than temporary. See Notes to Consolidated Financial Statements, Notes 2, 3, and 22 for further discussion of these matters.

Wrote-off a receivable of \$88 million from Milford Power LLC related to the transfer of our interest in Milford Power LLC to its lenders after continued difficulties with this facility.

*Domestic Power Contract Restructuring*. The following table shows significant factors impacting EBIT within our domestic power contract restructuring activities in 2004, 2003 and 2002:

|  | 2004     | 2003          | 2002   |
|--|----------|---------------|--------|
|  |          | (In millions) |        |
| Restructuring gain                     | \$       | \$            | \$ 331 |
| Impairments and gains (losses) on sale |          |               |        |
| UCF                                    | (99)     |               |        |
| Cedar Brakes I and II                  | (227)    |               |        |
| Other                                  |          | (15)          |        |
| Change in fair value of contracts      |          |               |        |
| UCF, Cedar Brakes I and II             | 97       | 119           | 9      |
| MRF II                                 | 4        | 10            |        |
| Other                                  | (2)      | 15            |        |
| Other                                  | (1)      | 21            | 1      |
| EBIT                                   | \$ (228) | \$ 150        | \$ 341 |

In 2002, we restructured several above-market, long-term power sales contracts with regulated utilities that were originally tied to older power plants. These contracts were amended so that the power sold to the utilities was not required to be delivered from the specified power generation plant, but could be obtained in the wholesale power market. As a result of our credit rating downgrades and economic changes in the power market, we are no longer pursuing additional power contract restructuring activities and are exiting such activities which will reduce our EBIT in future periods. For a further discussion of our power restructuring activities, see below and Notes to Consolidated Financial Statements, Note 10.

Restructuring Gain. During 2002, we restructured the power sales contracts at our Eagle Point power facility (also known as UCF) and our Mount Carmel power plant, which resulted in combined net gains of \$501 million (net of minority interest.) Prior to restructuring the contracts, the power plants power purchase contracts were accounted for

using accrual accounting. Following the restructuring, the power purchase agreements were accounted for as derivatives and recorded at fair value, resulting in a net gain on the date the contracts were restructured. In conjunction with the UCF restructuring in 2002, we paid a \$90 million contract termination fee to terminate a steam contract between our Eagle Point power plant and the Eagle Point refinery and we recorded an \$80 million loss on a power supply agreement that we entered into with our

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Marketing and Trading segment. The \$90 million and \$80 million losses eliminated in El Paso s consolidated results. *Sale of UCF/ Cedar Brakes I and II*. During 2004, we sold UCF and in March 2005 we sold Cedar Brakes I and II. These sales resulted in impairments on the Cedar Brakes I and II entities and on UCF in 2004.

## Non-regulated Business Field Services Segment

Our Field Services segment conducts our remaining midstream activities, which primarily include gathering and processing assets in south Louisiana. During 2002, 2003 and 2004, we held significant general and limited partner interests in GulfTerra and Enterprise. From December 2003 to January 2005, we sold all of our general and limited partner interests in GulfTerra and Enterprise, our South Texas processing plants, and our interests in the Indian Springs natural gas gathering and processing assets to Enterprise in a series of transactions described further in Notes to Consolidated Financial Statements, Note 22.

During 2003 and 2004, the primary source of earnings in our Field Services segment was from our interests in GulfTerra and Enterprise. On the sale of our interests in GulfTerra in 2003 and 2004, we recognized significant gains, as well as a goodwill impairment of \$480 million. Prior to the sale of our interests in GulfTerra, we also received management fees under an agreement to provide operational and administrative services to the partnership. In addition, we received reimbursements for costs paid directly by us on GulfTerra s behalf. For the twelve months ended December 31, 2004, 2003, and 2002, we received approximately \$71 million, \$91 million, and \$60 million in management fees and cost reimbursements. As a result of the sale of our general and limited partnership interests in September 2004, we no longer receive management fees and, as the result of the sale of our remaining interest in January 2005, we will no longer recognize equity earnings related to these investments.

Our significant remaining obligations to Enterprise are to provide an estimated \$45 million in payments to Enterprise during the next three years and provide for the reimbursement of a portion of Enterprise s future pipeline integrity costs related to assets sold by us to GulfTerra in 2002 for which we recorded a \$74 million liability in 2003. As a result of regulatory changes relating to pipeline integrity and subsequent negotiations with Enterprise, we reduced our estimated obligation to Enterprise by approximately \$9 million during the fourth quarter of 2004. In addition, we are to provide for the reimbursement of a portion of GulfTerra s maintenance expenses on certain previously sold assets for which we recorded an estimated liability and a charge to operating expenses of \$8 million in 2004. For further discussion of these indemnification agreements, see Notes to Consolidated Financial Statements, Note 17.

During 2004, our earnings and cash distributions received from GulfTerra and Enterprise were as follows:

|  | Earnings<br>Recognized |     | e  |     | 9 |  | S |  | S |  |  | ash<br>eived |
|--|------------------------|-----|----|-----|---|--|---|--|---|--|--|--------------|
|  | (In millions)          |     |    |     |   |  |   |  |   |  |  |              |
| General partner s share of distributions                       | \$                     | 65  | \$ | 67  |   |  |   |  |   |  |  |              |
| Proportionate share of income available to common unit holders |                        | 16  |    | 26  |   |  |   |  |   |  |  |              |
| Series C units   |                        | 14  |    | 24  |   |  |   |  |   |  |  |              |
| Gain on issuance by GulfTerra of its common units              |                        | 5   |    |     |   |  |   |  |   |  |  |              |
|  | \$                     | 100 | \$ | 117 |   |  |   |  |   |  |  |              |

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Below are the operating results and analysis of the results for our Field Services segment for each of the three years ended December 31:

|   | 2  | 2004  | 2003 |       | 2  | 2002  |
|---|----|-------|------|-------|----|-------|
| Gathering and processing gross margins(1) | \$ | 165   | \$   | 132   | \$ | 349   |
| Operating expenses                        |    |       |      |       |    |       |
| Gain (loss) on long-lived assets          |    | (508) |      | (173) |    | 179   |
| Other operating expenses                  |    | (122) |      | (152) |    | (255) |
| Operating income (loss)                   |    | (465) |      | (193) |    | 273   |
| Other income                              |    |       |      |       |    |       |
| Gain (loss) on unconsolidated affiliates  |    | 501   |      | 181   |    | (50)  |
| Other income                              |    | 84    |      | 145   |    | 66    |
| EBIT                                      | \$ | 120   | \$   | 133   | \$ | 289   |
| Volumes and Prices:                       |    |       |      |       |    |       |
| Gathering                                 |    |       |      |       |    |       |
| Volumes (BBtu/d)                          |    | 203   |      | 357   |    | 3,023 |
| Prices (\$/MMBtu)                         | \$ | 0.10  | \$   | 0.18  | \$ | 0.17  |
| Processing                                |    |       |      |       |    |       |
| Volumes (BBtu/d)                          |    | 2,780 |      | 3,206 |    | 3,920 |
| Prices (\$/MMBtu)                         | \$ | 0.14  | \$   | 0.10  | \$ | 0.10  |

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<sup>(1)</sup> Gross margins consist of operating revenues less cost of products sold. We believe that this measurement is more meaningful for understanding and analyzing our Field Services segment s operating results because commodity costs play such a significant role in the determination of profit from our midstream activities.

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Below is a summary of significant factors and related discussions affecting EBIT for each of the three years ended December 31:

|   | 20 | 2004  |    | 2003  |    | 002   |
|---|----|-------|----|-------|----|-------|
| Gathering and Processing Activities           |    |       |    |       |    |       |
| Gathering and processing margins              | \$ | 165   | \$ | 132   | \$ | 349   |
| Operating expenses                            |    | (122) |    | (152) |    | (255) |
| Other   |    | 10    |    | (7)   |    | (53)  |
|   |    | 53    |    | (27)  |    | 41    |
| GulfTerra/ Enterprise Related Items           |    |       |    |       |    |       |
| Sale of assets to GulfTerra                   |    |       |    |       |    |       |
| San Juan, Texas, and New Mexico assets        |    |       |    |       |    | 210   |
| Release of Chaco lease obligation             |    |       |    | 67    |    |       |
| Pipeline integrity indemnification            |    | 9     |    | (74)  |    |       |
| Sale of assets/interests to Enterprise        |    |       |    |       |    |       |
| Gain on sale of GP/ LP interests              |    | 507   |    | 266   |    |       |
| Minority interest                             |    | (32)  |    |       |    |       |
| South Texas                                   |    | (11)  |    | (167) |    |       |
| Indian Springs                                |    | (13)  |    |       |    |       |
| Goodwill impairment                           |    | (480) |    |       |    |       |
| Equity earnings                               |    | 100   |    | 153   |    | 69    |
|   |    | 80    |    | 245   |    | 279   |
| Other Asset Sales                             |    |       |    |       |    |       |
| Asset impairments and gains (losses) on sales |    |       |    |       |    |       |
| North Louisiana                               |    |       |    |       |    | (66)  |
| Dauphin Island/ Mobile Bay                    |    |       |    | (86)  |    |       |
| Other   |    | (13)  |    | 1     |    | 35    |
|   |    | (13)  |    | (85)  |    | (31)  |
| EBIT  | \$ | 120   | \$ | 133   | \$ | 289   |

Gathering and Processing Activities. During the three years ended December 31, 2004, we have experienced a decrease in our gross margin with a corresponding decrease in our operation and maintenance expenses primarily as a result of asset sales. Additionally, our gathering and processing margins during these periods have been impacted by the spread between NGL prices and natural gas prices. As these spreads increase, we generally increase the NGL volumes we extract, which affects our margin. In 2003, our margins were negatively impacted by a decrease in these spreads as natural gas prices relative to NGL prices increased, which also caused us to reduce the amount of NGL extracted as compared to 2002. However, in 2004 these margins were positively impacted by an increase in these spreads as NGL prices recovered, which also caused us to increase the amount of NGL extracted by our natural gas processing facilities in south Texas. In addition, our margin attributable to the marketing of NGL increased in 2004 as a result of lower fuel and transportation costs. In the future, the margins for our remaining assets will remain sensitive to the spread between natural gas pricing and NGL pricing.

GulfTerra/ Enterprise Related Items. During 2002 and 2003, we sold a substantial amount of our assets to GulfTerra which decreased our gross margin and operating expenses, while at the same time increasing our

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equity earnings from our general and limited partner interests in GulfTerra. Listed below are the significant transactions with GulfTerra:

2002 the gain on our sale of our Texas and New Mexico gathering and pipeline assets and our San Juan gathering assets.

2003 the release from our Chaco lease obligation in return for communication assets and clarification of our obligation to provide for pipeline integrity costs through 2006.

From December 2003 to January 2005, we entered into a series of transactions with Enterprise in which we sold all of our interests in GulfTerra. In December 2003, we sold 50 percent of our interest in GulfTerra to Enterprise and recorded a gain on the sale in other income. At the same time, we recorded an impairment of our south Texas assets in operating expenses based on the planned sale of these assets to Enterprise in 2004. In September 2004, we completed the sale of our remaining 50 percent interest in the general partner of GulfTerra to Enterprise and recorded a gain on the sale in other income. As a result of the substantial reduction in our asset base primarily from these sales to Enterprise, we recorded an impairment in operating expenses for the entire amount of goodwill upon determination that the goodwill in this segment was no longer recoverable. Finally, at the end of 2004, we entered into negotiations to sell our Indian Springs assets to Enterprise and recorded an impairment charge in operating expenses on these assets based on their planned sale in 2005. We completed the sale of the Indian Springs assets in January 2005. We also sold our remaining general and limited partnership interests in Enterprise for \$425 million in January 2005.

Other Asset Sales. In 2002, we recorded an impairment in operating expenses for our north Louisiana assets based on their planned sale, which was completed in 2003. In 2003, we recorded an impairment in other income of our investment in our Dauphin Island Gathering system and Mobile Bay Processing plant based on the planned sale of these investments. We sold these investments in August 2004.

## Corporate and Other Expenses, Net

Our corporate operations include our general and administrative functions as well as a telecommunications business, petroleum ship charter operations and various other contracts and assets, including financial services and LNG and related items, all of which are immaterial to our results. The following table presents items impacting the EBIT in our corporate operations for the years ended December 31:

|   | 2004     | 2003     | 2002     |
|---|----------|----------|----------|
| Impairments, contract terminations and gains (losses) on asset sales: |          |          |          |
| Telecommunications business   | \$       | \$ (396) | \$ (168) |
| LNG business  |          | (108)    |          |
| Aircraft.   | 8        | (8)      |          |
| Earnings from operations:   |          |          |          |
| Financial services business   | 17       | 21       | (18)     |
| Petroleum ship charters   | 15       | 1        | (13)     |
| Telecommunications business   |          | (44)     | (65)     |
| Restructuring charges   | (91)     | (91)     | (51)     |
| Debt gains (losses):  |          |          |          |
| Foreign currency fluctuations on Euro-denominated debt                | (26)     | (112)    | (95)     |
| Early extinguishment/exchange of debt                                 | (18)     | (49)     | 21       |
| Change in litigation, insurance and other reserves                    | (116)    | (19)     | 14       |
| Other   | (3)      | (47)     | (12)     |
| Total EBIT  | \$ (214) | \$ (852) | \$ (387) |

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We have a number of pending litigation matters, including shareholder and other lawsuits filed against us. During 2004, we incurred additional legal costs related to changes in our estimated reserves for these existing legal matters. These changes were based on ongoing assessments, developments and evaluations of the possible outcomes of these matters. We also incurred accretion expense related to our Western Energy Settlement. Our Western Energy Settlement accrual assumes that we will make payments to claimants through 2023. If we retire this obligation earlier than that period, we could incur additional charges. Finally, in 2004, we increased our insurance reserves by approximately \$30 million. This accrual related to our decision to withdraw from a mutual insurance company in which we were a member and an accrual for additional premiums in another. In all of our legal and insurance matters, we evaluate each suit and claim as to its merits and our defenses. Adverse rulings against us and/or unfavorable settlements related to these and other legal matters would impact our future results.

As discussed in Notes to Consolidated Financial Statements, Note 4, we accrued \$80 million in 2004 related to the consolidation of our Houston-based operations. Our estimated relocation costs are based on a discounted liability, which includes estimates of future sublease rentals. Our earnings in future periods will be impacted by the extent to which actual sublease rentals differ from our estimates, and by accretion of this discounted liability, which is estimated to be approximately \$8 million for 2005. In total, had estimates of sublease rentals for vacated space that was not subleased as of December 31, 2004 been excluded from our calculations, our discounted liability would have been approximately \$121 million versus the amount we recorded. For 2005, if we are unable to collect the estimated sublease rentals included in our accrual, we could incur an additional \$3 million in rental expense. We are also pursuing the sale of our telecommunications facility in Chicago. As the sales process progresses we will continue to assess the value of this facility which may result in an impairment.

# **Interest and Debt Expense**

Below is an analysis of our interest and debt expense for each of the three years ended December 31 (in millions):

|  | 2004     | 2003     | 2002     |
|--|----------|----------|----------|
| Long-term debt, including current maturities | \$ 1,510 | \$ 1,628 | \$ 1,153 |
| Revolving credit facilities                  | 109      | 121      | 16       |
| Commercial paper                             |          |          | 26       |
| Other interest                               | 27       | 73       | 130      |
| Capitalized interest                         | (39)     | (31)     | (28)     |
| Total interest and debt expense              | \$ 1,607 | \$ 1,791 | \$ 1,297 |

## Year Ended December 31, 2004 Compared to Year Ended December 31, 2003

During 2004, our total interest and debt expense decreased primarily due to the retirements of long-term debt and other financing obligations (net of issuances) during 2003 and 2004. During 2004, we also paid off \$850 million of borrowings under our previous \$3 billion revolving credit facility. However, these repayments were offset by \$1.25 billion borrowed under the new \$3 billion credit agreement entered into in November 2004 and related charges and fees incurred with entering into the new credit agreement.

# Year Ended December 31, 2003 Compared to Year Ended December 31, 2002

During 2003, total interest and debt expense increased compared with 2002 as we issued additional debt securities and consolidated various financing obligations including those associated with Chaparral, Gemstone, Lakeside. We also reclassified certain of our preferred securities as long-term debt. Finally, interest expense on revolving credit facilities increased in 2003 from additional borrowings in 2003 as compared to 2002.

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#### Distributions on Preferred Interests of Consolidated Subsidiaries

Our distributions on preferred securities decreased significantly between 2002 and 2004. During this period, we redeemed a number of obligations including those related to our Clydesdale, Trinity River, and Coastal Securities financing arrangements. We also reclassified our Coastal Finance I and Capital Trust I mandatorily redeemable securities to long-term debt upon the adoption of SFAS No. 150 in 2003, and began recording the distributions on these securities as interest expense. Our remaining preferred interests at December 31, 2004 consists of \$300 million of 8.25% preferred stock of our consolidated subsidiary, El Paso Tennessee Pipeline Co.

For a further discussion of our borrowings and other financing activities related to our consolidated subsidiaries, see Notes to Consolidated Financial Statements, Notes 15 and 16.

## **Income Taxes**

Income taxes for 2003 and 2002 have been restated. For a further discussion see Notes to Consolidated Financial Statements, Note 1.

Income taxes for the years ended December 31, 2004, 2003 and 2002 were \$25 million, (\$469) million and (\$641) million resulting in effective tax rates of (3) percent, 44 percent and 34 percent. Differences in our effective tax rates from the statutory tax rate of 35 percent were primarily a result of the following factors:

state income taxes, net of federal income tax effect;

earnings/losses from unconsolidated affiliates where we anticipate receiving dividends;

foreign income taxed at different rates;

abandonments and sales of foreign investments;

valuation allowances;

non-deductible dividends on the preferred stock of subsidiaries;

non-conventional fuel tax credits; and

non-deductible goodwill impairments.

For a reconciliation of the statutory rate to our effective tax rate, as well as matters that could impact our future tax expense, see below and Notes to Consolidated Financial Statements, Note 7.

For 2004, our overall effective tax rate on continuing operations was significantly different than the statutory rate due primarily to the GulfTerra transactions and the impairments of certain of our foreign investments. The sale of our interests in GulfTerra associated with the merger between GulfTerra and Enterprise in September 2004 resulted in a significant net taxable gain (compared to a lower book gain) and significant tax expense due to the non-deductibility of a significant portion of the goodwill written off as a result of the transaction. The impact of this non-deductible goodwill increased our tax expense in 2004 by approximately \$139 million. See Notes to Consolidated Financial Statements, Note 22 for a further discussion of the merger and related transactions. Additionally, we received no U.S. federal income tax benefit on the impairment of certain of our foreign investments. The effective tax rate for 2004 absent these items would have been 32 percent.

For 2003, our overall effective tax rate on continuing operations was significantly different than the statutory rate due, in part, to \$43 million of tax benefits related to abandonments and sales of certain of our foreign investments. The effective tax rate for 2003 absent these tax benefits would have been 40 percent.

In 2004, Congress proposed but failed to enact legislation that would disallow deductions for certain settlements made to or on behalf of governmental entities. It is possible Congress will reintroduce similar legislation in 2005. If enacted, this tax legislation could impact the deductibility of the Western Energy Settlement and could result in a write-off of some or all of the associated tax benefits. In such an event, our tax

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expense would increase. Our total tax benefits related to the Western Energy Settlement were approximately \$400 million as of December 31, 2004.

In October 2004, the American Jobs Creation Act of 2004 was signed into law. This legislation creates, among other things, a temporary incentive for U.S. multinational companies to repatriate accumulated income earned outside the U.S. at an effective tax rate of 5.25%. The U.S. Treasury Department has not issued final guidelines for applying the repatriation provisions of the American Jobs Creation Act. We have not provided U.S. deferred taxes on foreign earnings where such earnings were intended to be indefinitely reinvested outside the U.S. We are currently evaluating whether we will repatriate any foreign earnings under the American Jobs Creation Act, and are evaluating the other provisions of this legislation, which may impact our taxes in the future.

As part of our long-term business strategy, we anticipate that we will sell our Asian power investments. As further discussed in Notes to Consolidated Financial Statements, Note 7, we have not historically recorded United States deferred taxes on book versus tax basis differences in these investments because our historical intent was to indefinitely reinvest earnings from these projects outside the United States. In 2004, our intent on these assets changed such that we now intend to use the proceeds from the sale within the U.S. As a result, we recorded U.S. deferred tax liabilities for those instances where the book basis in our investment exceeded the tax basis in 2004. At this time, however, due to uncertainties as to the manner, timing and approval of the sale transactions, we have not recorded U.S. deferred tax assets for those instances where the tax basis in our investment exceeded the book basis, except in instances where we believe the realization of the asset is assured. As these uncertainties become known, we will record additional tax effects to reflect the ultimate sale transactions, the amounts of which could have a significant impact on our future recorded tax amounts and our effective tax rates in those periods.

We have a number of pending IRS Audits and income tax contingencies that are in various stages of completion as further discussed in Notes to Consolidated Financial Statements, Note 7. We have provided reserves on these matters that are based on our best estimate of the ultimate outcome of each matter. As these audits are finalized and as these contingencies are resolved, we will adjust our estimates, the impact of which could have a material effect on the recorded amount of income taxes and our effective tax rates in those periods.

#### **Discontinued Operations**

Our loss from discontinued operations for 2003 has been restated. For a further discussion see Notes to Consolidated Financial Statements, Note 1.

For the year ended December 2004, the loss from our discontinued operations was \$146 million compared to a loss of \$1,314 million during 2003. In 2004, \$76 million of losses from discontinued operations related to our Canadian and certain other international production operations, primarily from losses on sales and impairment charges, and \$70 million was from our petroleum markets activities, primarily related to losses on the completed sales of our Eagle Point and Aruba refineries along with other operational and severance costs. The losses in 2003 related primarily to impairment charges on our Aruba and Eagle Point refineries and on chemical assets, all as a result of our decision to exit and sell these businesses and ceiling test charges related to our Canadian production operations. The loss in 2002 was primarily due to operating losses at our Aruba refinery, impairment charges on our MTBE chemical plant and coal mining operations, and ceiling test charges related to our Canadian production operations.

# **Commitments and Contingencies**

For a discussion of our commitments and contingencies, see Notes to Consolidated Financial Statements, Note 17, incorporated herein by reference.

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### **Critical Accounting Policies**

Our critical accounting policies are those accounting policies that involve the use of complicated processes, assumptions and/or judgments in the preparation of our financial statements. We have discussed the development and selection of our critical accounting policies and related disclosures with the audit committee of our Board of Directors and have identified the following critical accounting policies for the current year.

Price Risk Management Activities. We record the derivative instruments used in our price risk management activities at their fair values in our balance sheet. We estimate the fair value of our derivative instruments using exchange prices, third-party pricing data and valuation techniques that incorporate specific contractual terms, statistical and simulation analysis and present value concepts. One of the primary assumptions used to estimate the fair value of our derivative instruments is pricing. Our pricing assumptions are based upon price curves derived from actual prices observed in the market, pricing information supplied by a third-party valuation specialist and independent pricing sources and models that rely on this forward pricing information. The table below presents the hypothetical sensitivity of our commodity-based price risk management activities to changes in fair values arising from immediate selected potential changes in quoted market prices:

|                                   |               | 10 Percent<br>Increase |          | 10 Percent<br>Decrease |        |
|-----------------------------------|---------------|------------------------|----------|------------------------|--------|
|                                   | Fair<br>Value | Fair<br>Value          | Change   | Fair<br>Value          | Change |
| Derivatives designated as hedges  | \$ (536)      | \$ (672)               | \$ (136) | \$ (400)               | \$ 136 |
| Other commodity-based derivatives | (61)          | (84)                   | (23)     | (24)                   | 37     |
| Total                             | \$ (597)      | \$ (756)               | \$ (159) | \$ (424)               | \$ 173 |

Other significant assumptions that we use in determining the fair value of our derivative instruments are those related to time value, anticipated market liquidity and credit risk of our counterparties. The assumptions and methodologies that we use to determine the fair values of our derivatives may differ from those used by our derivative counterparties. These differences can be significant and could impact our future operating results as we settle these derivative positions.

Accounting for Natural Gas and Oil Producing Activities. Natural gas and oil reserves estimates underlie many of the accounting estimates in our financial statements as further discussed below. The process of estimating natural gas and oil reserves, particularly proved undeveloped and proved non-producing reserves, is very complex, requiring significant judgment in the evaluation of all available geological, geophysical, engineering and economic data. Accordingly, our reserve estimates are developed internally by a reserve reporting group separate from our operations group and reviewed by internal committees and internal auditors. In addition, a third party engineering firm which is appointed by, and reports to the Audit Committee of our Board of Directors prepares an independent estimate of a significant portion of our proved reserves. As of December 31, 2004, of our total proved reserves, 29 percent were undeveloped and 13 percent were developed, but non-producing. In addition, the data for a given field may also change substantially over time as a result of numerous factors, including additional development activity, evolving production history and a continual reassessment of the viability of production under changing economic conditions. As a result, material revisions to existing reserve estimates occur from time to time. In addition, the subjective decisions and variances in available data for various fields increases the likelihood of significant changes in these estimates.

The estimates of proved natural gas and oil reserves primarily impact our property, plant and equipment amounts in our balance sheets and the depreciation, depletion and amortization amounts in our income statements, among other items. We use the full cost method to account for our natural gas and oil producing activities. Under this accounting

method, we capitalize substantially all of the costs incurred in connection with the acquisition, development and exploration of natural gas and oil reserves in full cost pools maintained by geographic areas, regardless of whether reserves are actually discovered. We record depletion expense of these capitalized amounts over the life of our proved reserves based on the unit of production method and, if

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all other factors are held constant, a 10 percent increase in estimated proved reserves would decrease our unit of production depletion rate by 9 percent and a 10 percent decrease in estimated proved reserves would increase our unit of depletion rate by 11 percent.

Under the full cost accounting method, we are required to conduct quarterly impairment tests of our capitalized costs in each of our full cost pools. This impairment test is referred to as a ceiling test. Our total capitalized costs, net of related income tax effects, are limited to a ceiling based on the present value of future net revenues from proved reserves using end of period spot prices and, discounted at 10 percent, plus the lower of cost or fair market value of unproved properties, net of related income tax effects. If these discounted revenues are not greater than or equal to the total capitalized costs, we are required to write-down our capitalized costs to this level. Our ceiling test calculations include the effect of derivative instruments we have designated as, and that qualify as hedges of our anticipated natural gas and oil production. As a result, higher proved reserves can reduce the likelihood of ceiling test impairments. We recorded ceiling test charges in our continuing and discontinued operations of \$35 million, \$76 million and \$128 million during 2004, 2003 and 2002.

The ceiling test calculation assumes that the price in effect on the last day of the quarter is held constant over the life of the reserves, even though actual prices of natural gas and oil are volatile and change from period to period. A decline in commodity prices can impact the results of our ceiling test and may result in writedowns. A decrease in commodity prices of 10 percent from the price levels at December 31, 2004 would not have resulted in a ceiling test charge in 2004.

Asset Impairments. The asset impairment accounting rules require us to continually monitor our businesses and the business environment to determine if an event has occurred indicating that a long-lived asset or investment may be impaired. If an event occurs, which is a determination that involves judgment, we then assess the expected future cash flows against which to compare the carrying value of the asset group being evaluated, a process which also involves judgment. We ultimately arrive at the fair value of the asset which is determined through a combination of estimating the proceeds from the sale of the asset, less anticipated selling costs (if we intend to sell the asset), or the discounted estimated cash flows of the asset based on current and anticipated future market conditions (if we intend to hold the asset). The assessment of project level cash flows requires us to make projections and assumptions for many years into the future for pricing, demand, competition, operating costs, legal and regulatory issues and other factors and these variables can, and often do, differ from our estimates. These changes can have either a positive or negative impact on our impairment estimates. We recorded impairments of our long-lived assets of \$1.1 billion, \$791 million and \$440 million during the years ended December 31, 2004, 2003 and 2002 and impairments on our unconsolidated affiliates of \$397 million, \$449 million, and \$566 million during the years ended December 31, 2004, 2003 and 2002. We recorded impairments of our discontinued operations of \$9 million, \$1.5 billion and \$290 million during the years ended December 31, 2004, 2003 and 2002. Future changes in the economic and business environment can impact our assessments of potential impairments.

Accounting for Environmental Reserves. We accrue environmental reserves when our assessments indicate that it is probable that a liability has been incurred or an asset will not be recovered, and an amount can be reasonably estimated. Estimates of our liabilities are based on currently available facts, existing technology and presently enacted laws and regulations taking into consideration the likely effects of societal and economic factors, and include estimates of associated onsite, offsite and groundwater technical studies, and legal costs. Actual results may differ from our estimates, and our estimates can be, and often are, revised in the future, either negatively or positively, depending upon actual outcomes or changes in expectations based on the facts surrounding each exposure.

As of December 31, 2004, we had accrued approximately \$380 million for environmental matters. Our reserve estimates range from approximately \$380 million to approximately \$547 million. Our accrual represents a combination of two estimation methodologies. First, where the most likely outcome can be reasonably estimated, that cost has been accrued (\$82 million). Second, where the most likely outcome cannot be estimated, a range of costs is established (\$298 million to \$465 million) and the lower end of the range has been accrued.

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Accounting for Pension and Other Postretirement Benefits. As of December 31, 2004, we had a \$956 million pension asset and a \$274 million other postretirement benefit liability reflected in other assets and liabilities in our balance sheet related to our pension and other postretirement benefit plans. These amounts are primarily based on actuarial calculations. These calculations include assumptions, including those related to the return that we expect to earn on our plan assets, discount rates used in calculating benefit obligations, the rate at which we expect the compensation of our employees to increase over the plan term, the estimated cost of health care when benefits are provided under our plans and other factors.

Actual results may differ from the assumptions included in these calculations, and as a result our estimates associated with our pension and other postretirement benefits can be, and often are, revised in the future. The income statement impact of the changes in the assumptions on our related benefit obligations are generally deferred and amortized into income over the life of the plans. The cumulative amount deferred as of December 31, 2004 is recorded as an \$800 million increase in our pension asset and a \$32 million reduction of our other postretirement liability. The following table shows the impact of a one percent change in the primary assumptions used in our actuarial calculations associated with our pension and other postretirement benefits for the year ended December 31, 2004 (in millions):

|                                   | <b>Pension Benefits</b>               |      |                                    |       | <b>Other Postretirement Benefits</b>  |   |      |
|-----------------------------------|---------------------------------------|------|------------------------------------|-------|---------------------------------------|---|------|
|                                   | Net<br>Benefit<br>Expense<br>(Income) |      | Projected<br>Benefit<br>Obligation |       | Net<br>Benefit<br>Expense<br>(Income) | Accumulated Postretirement Benefit Obligation |      |
| One percent increase in:          |                                       |      |                                    |       |                                       |   | 8    |
| Discount rates                    | \$                                    | (13) | \$                                 | (197) | \$                                    | \$  | (37) |
| Expected return on plan assets    | Ψ                                     | (22) | Ψ                                  | (177) | (1)                                   | Ψ   | (31) |
| Rate of compensation increase     |                                       | 2    |                                    | 4     | (1)                                   |   |      |
| Health care cost trends           |                                       | _    |                                    | •     | 1                                     |   | 19   |
| One percent decrease in:          |                                       |      |                                    |       |                                       |   | -,   |
| Discount rates                    | \$                                    | 15   | \$                                 | 236   | \$                                    | \$  | 40   |
| Expected return on plan assets(1) |                                       | 22   |                                    |       | 1                                     |   |      |
| Rate of compensation increase     |                                       | (1)  |                                    | (4)   |                                       |   |      |
| Health care cost trends           |                                       |      |                                    |       | (1)                                   |   | (18) |

(1) If the actual return on plan assets was one percent lower than the expected return on plan assets, our expected cash contributions to our pension and other postretirement benefit plans would not significantly change.

Our discount rate assumptions reflect the rates of return on the investments we expect to use to settle our pension and other postretirement obligations in the future. We combined current and expected rates of return on investment grade corporate bonds to develop the discount rates used in our benefit expense and obligation estimates as of September 30, 2004.

Our estimates for our net benefit expense (income) are partially based on the expected return on pension plan assets. We use a market-related value of plan assets to determine the expected return on pension plan assets. In determining the market-related value of plan assets, differences between expected and actual asset returns are deferred and recognized over three years. If we used the fair value of our plan assets instead of the market-related value of plan assets in determining the expected return on pension plan assets, our net benefit expense would have been \$14 million higher for the year ended December 31, 2004.

We have not recorded an additional pension liability for our primary pension plan because the fair value of assets of that plan exceeded the accumulated benefit obligation of that plan by approximately \$262 million and \$366 million as of September 30, 2004 and December 31, 2004. If the accumulated benefit obligation exceeded plan assets under this primary pension plan as of September 30, 2004, we would have recorded a pre-tax additional pension liability of approximately \$960 million, plus an amount equal to the excess of the

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accumulated benefit obligation over plan assets of that plan. We would have also recorded an amount equal to this additional pension liability to accumulated other comprehensive loss, net of taxes, in our balance sheet.

# New Accounting Pronouncements Issued But Not Yet Adopted

See Notes to Consolidated Financial Statements, Note 1 under New Accounting Pronouncements Issued But Not Yet Adopted which is incorporated herein by reference.

# Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None.

#### **Quantitative and Qualitative Disclosures About Market Risk**

We are exposed to several market risks in our normal business activities. Market risk is the potential loss that may result from market changes associated with an existing or forecasted financial or commodity transaction. The types of market risks we are exposed to and examples of each are:

### Commodity Price Risk

Natural gas prices change, impacting the forecasted sale of natural gas in our Production segment;

Price spreads between natural gas and natural gas liquids change, making the natural gas liquids we produce in our Field Services segment less valuable;

Locational price differences in natural gas change, affecting our ability to optimize pipeline transportation capacity contracts held in our Marketing and Trading segment; and

Electricity and natural gas prices change, affecting the value of our natural gas contracts, power contracts and tolling contracts held in our Marketing and Trading and Power segments.

#### Interest Rate Risk

Changes in interest rates affect the interest expense we incur on our variable-rate debt and the fair value of our fixed-rate debt; and

Changes in interest rates used in the estimation of the fair value of our derivative positions can result in increases or decreases in the unrealized value of those positions.

### Foreign Currency Exchange Rate Risk

Weakening or strengthening of the U.S. dollar relative to the Euro can result in an increase or decrease in the value of our Euro-denominated debt obligations and the related interest costs associated with that debt; and

Changes in foreign currencies exchange rates where we have international investments may impact the value of those investments and the earnings and cash flows from those investments.

We manage these risks by frequently entering into contractual commitments involving physical or financial settlement that attempts to limit the amount of risk or opportunity related to future market movements. Our risk management activities typically involve the use of the following types of contracts:

Forward contracts, which commit us to purchase or sell energy commodities in the future, involving the physical delivery of an energy commodity, and energy related contracts including transportation, storage, transmission and power tolling arrangements;

Futures contracts, which are exchange-traded standardized commitments to purchase or sell a commodity or financial instrument, or to make a cash settlement at a specific price and future date;

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Options, which convey the right to buy or sell a commodity, financial instrument or index at a predetermined price;

Swaps, which require payments to or from counterparties based upon the differential between two prices for a predetermined contractual (notional) quantity; and

Structured contracts, which may involve a variety of the above characteristics.

Many of the contracts we utilize in our risk management activities are derivative financial instruments. A discussion of our accounting policies for derivative instruments are included in Notes to Consolidated Financial Statements, Notes 1 and 10.

# **Commodity Price Risk**

We are exposed to a variety of commodity price risks in the normal course of our business activities. The nature of these market price risks varies by segment.

# Marketing and Trading

Our Marketing and Trading segment attempts to mitigate its exposure to commodity price risk through the use of various financial instruments, including forwards, swaps, options and futures. We measure risks from our Marketing and Trading segment s commodity and energy-related contracts on a daily basis using a Value-at-Risk simulation. This simulation allows us to determine the maximum expected one-day unfavorable impact on the fair values of those contracts due to adverse market movements over a defined period of time within a specified confidence level, and monitors our risk in comparison to established thresholds. We use what is known as the historical simulation technique for measuring Value-at-Risk. This technique simulates potential outcomes in the value of our portfolio based on market-based price changes. Our exposure to changes in fundamental prices over the long-term can vary from the exposure using the one-day assumption in our Value-at-Risk simulations. We supplement our Value-at-Risk simulations with additional fundamental and market-based price analyses, including scenario analysis and stress testing to determine our portfolio s sensitivity to its underlying risks.

Our maximum expected one-day unfavorable impact on the fair values of our commodity and energy-related contracts as measured by Value-at-Risk based on a confidence level of 95 percent and a one-day holding period was \$16 million and \$34 million as of December 31, 2004 and 2003. Our highest, lowest and average of the month end values for Value-at-Risk during 2004 was \$82 million, \$16 million and \$38 million. Actual losses in fair value may exceed those measured by Value-at-Risk. Our Value-at-Risk decreased during the fourth quarter of 2004 with the designation of a number of our natural gas derivative contracts as hedges of our Production segment s natural gas production. The exposure of these derivatives to natural gas price fluctuations is now captured in the Production segment discussion below.

### Production

Our Production segment attempts to mitigate commodity price risk and to stabilize cash flows associated with its forecasted sales of our natural gas and oil production through the use of derivative natural gas and oil swap contracts. The table below presents the hypothetical sensitivity to changes in fair values arising from immediate selected potential changes in the quoted market prices of the derivative commodity instruments we use to mitigate these market risks that were outstanding at December 31, 2004 and 2003. Any gain or loss on these derivative commodity instruments would be substantially offset by a corresponding gain or loss on the hedged commodity positions, which are not included in the table. These derivatives do not hedge all of our

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commodity price risk related to our forecasted sales of our natural gas and oil production and as a result, we are subject to commodity price risks on our remaining forecasted natural gas and oil production.

|   | 10 Percent |               |    | nt Incre     | Increase 10 |          |    | 0 Percent Decrease |     |       |
|---|------------|---------------|----|--------------|-------------|----------|----|--------------------|-----|-------|
|   | _          | Fair<br>Talue | _  | Fair<br>alue | (Cl         | nange)   |    | Fair<br>Value      | Inc | rease |
|   |            |               |    |              | (In m       | illions) |    |                    |     |       |
| Impact of changes in commodity prices on derivative commodity |            |               |    |              |             |          |    |                    |     |       |
| instruments   |            |               |    |              |             |          |    |                    |     |       |
| December 31, 2004   | \$         | (557)         | \$ | (697)        | \$          | (140)    | \$ | (417)              | \$  | 140   |
| December 31, 2003   | \$         | (45)          | \$ | (60)         | \$          | (15)     | \$ | (30)               | \$  | 15    |

During the fourth quarter of 2004, we designated a number of our Marketing and Trading segment s natural gas derivative contracts as hedges of our Production segment s natural gas production. As a result, the sensitivity of the derivatives in our Production segment to natural gas price changes increased and our Marketing and Trading segment s Value-at-Risk decreased as of December 31, 2004 as discussed above.

Additionally, as of December 31, 2004, our Marketing and Trading segment has entered into derivative contracts designed to provide El Paso with price protection from declines in natural gas prices in 2005 and 2006. These contracts provide us with a floor price of \$6.00 per MMBtu on 60 TBtu of our natural gas production in 2005 and 120 TBtu in 2006. In the first quarter of 2005, we entered into additional contracts that provide El Paso with a floor price of \$6.00 per MMBtu on 30 TBtu of our natural gas in 2007, and a ceiling price of \$9.50 per MMBtu on 60 TBtu of our natural gas production in 2006. The commodity price risk associated with these contracts are not included in the sensitivity analysis, but rather are included in our Value-at-Risk calculation discussed above.

#### Field Services

Our Field Services segment does not significantly utilize financial instruments to mitigate our exposure to the natural gas liquids it retains in its processing operations since this exposure is not material to our overall operations.

### **Interest Rate Risk**

#### Debt

Many of our debt-related financial instruments and project financing arrangements are sensitive to changes in interest rates. The table below shows the maturity of the carrying amounts and related weighted-average interest rates on our interest-bearing securities, by expected maturity dates and the fair values of those securities. As of December 31, 2004 and 2003, the carrying amounts of short-term borrowings are representative of fair values because of the short-term maturity of these instruments. The fair value of the long-term securities has been estimated based on quoted market prices for the same or similar issues.

|  |      |      |      | Decen | nber 31,              | 2004            |      |    |              |    | Dec           | cem<br>20 | ber 3<br>03 | 1,        |
|--|------|------|------|-------|-----------------------|-----------------|------|----|--------------|----|---------------|-----------|-------------|-----------|
| Expected Fiscal Year of Maturity of Carrying Amounts |      |      |      |       | <b>F</b> a <b>!</b> ı | _               | Comm | •  | E.           | .• |               |           |             |           |
|  | 2005 | 2006 | 2007 | 2008  | 2009                  | Thereafter      | Tota | al | Fair<br>Valu |    | Carry<br>Amou | _         | Fa<br>Va    | ur<br>lue |
|  |      |      |      |       | (Doll                 | lars in million | s)   |    |              |    |               |           |             |           |
| Liabilities:   |      |      |      |       |                       |                 |      |    |              |    |               |           |             |           |
|  | \$ 7 |      |      |       |                       |                 | \$   | 7  | \$           | 8  | \$            | 8         | \$          | 8         |

| Short-term<br>debt fixed<br>rate  |        |                |                        |                |                |           |           |           |           |                 |
|---|--------|----------------|------------------------|----------------|----------------|-----------|-----------|-----------|-----------|-----------------|
| Average interest rate   | 6.2%   |                |                        |                |                |           |           |           |           |                 |
| Long-term debt and other obligations, including current portion fixe          |        | <b>.</b> 1.1.1 | ф. <b>7</b> 0 <b>7</b> | ф. <b>7</b> 02 | <b>0.1</b> 474 | Ф 10 020  | Ф 17 7 47 | ¢ 10 207  | Ф 20 152  | <b>0.10.504</b> |
| rate<br>Average   | \$ 740 | \$ 1,111       | \$ 797                 | \$ 703         | \$ 1,464       | \$ 12,932 | \$17,747  | \$ 18,387 | \$ 20,152 | \$ 19,394       |
| interest rate   | 8.2%   | 6.7%           | 7.3%                   | 7.5%           | 6.1%           | 7.6%      |           |           |           |                 |
| Long-term debt and other obligations, including current portion variable rate | \$ 197 | \$ 33          | \$ 27                  |                | \$ 1,165       | \$        |           | \$ 1,442  | \$ 1,572  | \$ 1,572        |
| Average interest rate   | 9.1%   | 4.8%           | 4.7%                   | 5.6%           | 5.6%           |           |           |           |           |                 |
|   |        |                |                        |                |                |           |           |           |           |                 |
|   |        |                |                        |                | 68             |           |           |           |           |                 |

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#### Derivatives from Power Contract Restructuring Activities

Derivatives associated with our power contract restructuring business of our Power segment are valued using estimated future market power prices and a discount rate that considers the appropriate U.S. Treasury rate plus a credit spread specific to the contract—s counterparty. We make adjustments to this discount rate when we believe that market changes in the rates result in changes in value that can be realized in a current transaction between willing parties. Since September 30, 2002, in order to provide for market risk, we have not reflected the increase in value that would result from decreases in U.S. Treasury rates because we believe the resulting increase in the value of these non-trading derivatives could not be realized in a current transaction between willing parties. To the extent there is commodity price risk associated with these derivative contracts, it is included in our Value-at-Risk calculation discussed above, but our exposure to changes in interest rates and credit spreads has not been included in our Value-at-Risk calculation. Historically, our interest rate risk associated with these contracts primarily related to UCF and Cedar Brakes I and II. As a result of the sale of UCF in 2004 and our sale of Cedar Brakes I and II in March 2005, our sensitivity to interest rate changes on our remaining restructured power contract derivatives will be minimal.

# Foreign Currency Exchange Rate Risk

#### Debt

Our exposure to foreign currency exchange rates relates primarily to changes in foreign currency rates on our Euro-denominated debt obligations. As of December 31, 2004, we have Euro-denominated debt with a principal amount of 1,050 million of which 550 million matures in 2006 and 500 million matures in 2009. As of December 31, 2004 and 2003, we had swaps that effectively converted 725 million and 625 million of debt into \$766 million and \$645 million. The remaining principal at December 31, 2004 and 2003 of 325 million and 425 million was subject to foreign currency exchange risk.

In March 2005, we repurchased approximately 528 million of our debt maturing in 2006. After this repurchase, our unhedged Euro-denominated debt that is subject to foreign currency exchange risk totaled 172 million. As a result, a hypothetical ten percent increase or decrease in the Euro/ USD exchange rate of 1.3188 as of the date of repurchase, with all other variables held constant, would increase or decrease the carrying value of our remaining unhedged Euro-denominated debt after the repurchase by approximately \$23 million.

### Power Contracts

Several of our international power plants in Asia, Central America, South America and Europe have long-term power sales contracts that are denominated in the local country s currencies. As a result, we are subject to foreign currency exchange risk related to these power sales contracts. We do not believe that this exposure is material to our operations and have not chosen to mitigate this exposure.

#### **Recent Developments**

For a discussion of recent events related to El Paso that have occurred since the date of our annual report for the year ended December 31, 2004, see Summary Recent Developments.

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#### **BUSINESS**

We are an energy company originally founded in 1928 in El Paso, Texas. For many years, we served as a regional natural gas pipeline company conducting business mainly in the western United States. From 1996 through 2001, we expanded to become an international energy company through a number of mergers, acquisitions and internal growth initiatives. By 2001, our operations expanded to include natural gas production, power generation, petroleum businesses, trading operations and other new ventures and businesses, in addition to our traditional natural gas pipeline businesses. During this period, our total assets grew from approximately \$2.5 billion at December 31, 1995 to over \$44 billion following the completion of The Coastal Corporation merger in January 2001. During this same time period, we incurred substantial amounts of debt and other obligations.

In late 2001 and in 2002, our industry and business were adversely impacted by a number of significant events, including (i) the bankruptcy of a number of energy sector participants, (ii) the general decline in the energy trading industry, (iii) performance in some areas of our business that did not meet our expectations, (iv) credit rating downgrades of us and other industry participants and (v) regulatory and political pressures arising out of the western energy crisis of 2000 and 2001.

These events adversely affected our operating results, our financial condition and our liquidity during 2002 and 2003. During this two year period, we refocused on our natural gas assets and divested or otherwise sold our interests in a significant number of assets, generating proceeds in excess of \$6 billion. As a result of those sales activities and the performance of our businesses during this time period, we also experienced significant losses.

In late 2003 and early 2004, we appointed a new chief executive officer and several new members of the executive management team. Following a period of assessment, we announced that our long-term business strategy would principally focus on our core pipeline and production businesses. Our businesses are owned through a complex legal structure of companies that reflect the acquisitions and growth in our business from 1996 to 2001. As part of our long range strategy, we are actively working to reduce the complexity of our corporate structure, which is shown below in a condensed format, as of December 31, 2004.

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#### **Business Segments**

For the year ended December 31, 2004, we had both regulated and non-regulated operations conducted through five business segments Pipelines, Production, Marketing and Trading, Power and Field Services. Through these segments, we provided the following energy related services:

Regulated Operations
Pipelines

Our interstate natural gas pipeline system is the largest in the U.S., and owns or has interests in approximately 56,000 miles of pipeline and approximately 420 Bcf of storage capacity. We provide customers with interstate natural gas transmission and storage services from a diverse group of supply regions to major markets around the country, serving many of the largest market areas.

Non-regulated Operations
Production

Our production business holds interests in approximately 3.6 million net developed and undeveloped acres and had approximately 2.2 Tcfe of proved natural gas and oil reserves worldwide at the end of 2004. During 2004, our production averaged approximately 814 MMcfe/d.

Marketing and Trading

Our marketing and trading business markets our natural gas and oil production and manages our historical energy trading portfolio. During 2004, we continued to actively liquidate this historical trading portfolio.

Power

Our power business changed significantly during 2003 and 2004 with the sale of a substantial portion of our domestic power assets. As of December 31, 2004, we continued to own or manage approximately 10,400 MW of gross generating capacity in 16 countries. Our plants serve customers under long-term and market-based contracts or sell to the open market in spot market transactions. We have completed the sale of substantially all of our domestic contracted power assets and are either pursuing or evaluating the sale of many of our international assets.

Field Services

Our midstream or field services business provides processing and gathering services, primarily in south Louisiana. Through December 2004, we also owned a 9.9 percent interest in the general partner of Enterprise Products Partners L.P. (Enterprise), a large publicly traded master limited partnership, as well as a 3.7 percent limited partner interest in Enterprise. In January 2005, we sold all of our ownership interests in Enterprise and its general partner. We currently expect to sell many of our remaining Field Services assets.

During 2004, we also had discontinued operations related to a historical petroleum markets business and international natural gas and oil production operations, primarily in Canada.

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Under our long-term business strategy, we will continue to concentrate on our core pipeline and production businesses and activities that support those businesses while divesting or otherwise disposing of our ownership in non-core assets and operations. Our long-term strategy will focus on:

Business Objective and Strategy

Pipelines Protecting and enhancing asset value through successful

recontracting, continuous efficiency improvements through cost

management, and prudent capital spending in the U.S. and

Mexico.

Production Growing our production business in a way that creates

shareholder value through disciplined capital allocation, cost

leadership and superior portfolio management.

Marketing and Trading Marketing and physical trading of our natural gas and oil

production.

Power Managing our remaining power generation assets to maximize

value.

Field Services Optimizing our remaining gathering and processing assets.

Below is a discussion of each of our business segments. Our business segments provide a variety of energy products and services. We managed each segment separately and each segment requires different technology and marketing strategies. For additional discussion of our business segments, see Management s Discussion and Analysis of Financial Condition and Results of Operations. For our segment operating results and identifiable assets, see Notes to Consolidated Financial Statements, Note 21.

### **Regulated Business** Pipelines Segment

Our Pipelines segment provides natural gas transmission, storage, liquefied natural gas (LNG) terminalling and related services. We own or have interests in approximately 56,000 miles of interstate natural gas pipelines in the United States that connect the nation s principal natural gas supply regions to the six largest consuming regions in the United States: the Gulf Coast, California, the Northeast, the Midwest, the Southwest and the Southeast. These pipelines represent the nation s largest integrated coast-to-coast mainline natural gas transmission system. Our pipeline operations also include access to systems in Canada and assets in Mexico. We also own or have interests in approximately 420 Bcf of storage capacity used to provide a variety of flexible services to our customers and an LNG terminal at Elba Island, Georgia.

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Our Pipelines segment conducts its business activities primarily through (i) eight wholly owned and four partially owned interstate transmission systems, (ii) five underground natural gas storage entities and (iii) an entity that owns the Elba Island LNG terminalling facility.

# Wholly Owned Interstate Transmission Systems

Mexico, Oklahoma, Texas and northern Mexico.

#### As of December 31, 2004 **Average Throughput(1) Design** Storage **Transmission** Miles of **Capacity Capacity** 2003 **System Supply and Market Region Pipeline** (MMcf/d) (Bcf) 2004 (BBtu/d) 2002 Tennessee Gas Extends from Louisiana, the Gulf of Mexico and south Pipeline (TGP) Texas to the northeast section of the U.S., including the metropolitan areas of New York City and Boston. 14,200 6,876 90 4,469 4,710 4,596 Extends from Louisiana. ANR Pipeline (ANR) Oklahoma, Texas and the Gulf of Mexico to the midwestern and northeastern regions of the U.S., including the metropolitan areas of Detroit, Chicago and Milwaukee. 10,500 6,620 192 4,067 4,232 4.130 Extends from the San Juan, El Paso Natural Gas (EPNG) Permian and Anadarko basins to California, its single largest market, as well as markets in Arizona, Nevada, New

11,000

73

5,650(2)

4,074

3,874

3,799

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# As of December 31, 2004

|                                       |   | 125 01 2 |              | ., = 0 0 1 | Avera        | ge Througl   | hput(1)      |
|---------------------------------------|---|----------|--------------|------------|--------------|--------------|--------------|
|                                       |   | Miles    | Design       | Storage    |              |              |              |
| Transmission                          |   | of       | Capacity     | Capacity   |              | 2003         |              |
| System                                | Supply and Market Region  | Pipeline | (MMcf/d)     | (Bcf)      | 2004         | (BBtu/d)     | 2002         |
| Southern Natural Gas<br>(SNG)         | Extends from Texas,<br>Louisiana, Mississippi,<br>Alabama and the Gulf of<br>Mexico to Louisiana,<br>Mississippi, Alabama,<br>Florida, Georgia, South<br>Carolina and Tennessee,<br>including the metropolitan  |          |              |            |              |              |              |
| Colorado Interstate<br>Gas (CIG)      | areas of Atlanta and Birmingham. Extends from most production areas in the Rocky Mountain region and the Anadarko Basin to the front range of the Rocky Mountains and multiple interconnects with pipeline systems transporting gas to the Midwest, the Southwest, California and the Pacific | 8,000    | 3,437        | 60         | 2,163        | 2,101        | 2,151        |
| Wyoming Interstate (WIC)              | Northwest. Extends from western Wyoming and the Powder River Basin to various pipeline interconnections near  | 4,000    | 3,000        | 29         | 1,744        | 1,685        | 1,687        |
| Mojave Pipeline (MPC)                 | Cheyenne, Wyoming. Connects with the EPNG and Transwestern transmission systems at Topock, Arizona, and the Kern River Gas Transmission Company transmission system in California, and extends to customers in the vicinity of Bakersfield, California.                                       | 400      | 1,997<br>400 |            | 1,201<br>161 | 1,213<br>192 | 1,194<br>266 |
| Cheyenne Plains Gas<br>Pipeline (CPG) | Extends from the Cheyenne hub in Colorado to various pipeline interconnects near Greensburg, Kansas.  | 400      | 396(3        | )          | 89           |              |              |

- (1) Includes throughput transported on behalf of affiliates.
- (2) This capacity reflects winter-sustainable west-flow capacity and 800 MMcf/d of east-end delivery capacity.
- (3) This capacity was placed in service on December 1, 2004. Compression was added and placed in service on January 31, 2005, which increased the design capacity to 576 MMcf/d.

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We also have several pipeline expansion projects underway as of December 31, 2004 that have been approved by the Federal Energy Regulatory Commission (FERC), the more significant of which are presented below:

| Transmission<br>System | Project                            | Capacity | Description  | Anticipated<br>Completion Date |
|------------------------|------------------------------------|----------|--|--------------------------------|
|                        |                                    | (MMcf/d) |  |                                |
| ANR                    | EastLeg<br>Wisconsin<br>expansion  | 142      | To replace 4.7 miles of an existing 14-inch natural gas pipeline with a 30-inch line in Washington County, add 3.5 miles of 8-inch looping <sup>(1)</sup> on the Denmark Lateral in Brown County, and modify ANR s existing Mountain Compressor Station in Oconto County, Wisconsin. | November 2005                  |
|                        | NorthLeg<br>Wisconsin<br>expansion | 110      | To add 6,000 horsepower of electricpowered compression at ANR s Weyauwega Compressor station in Waupaca County, Wisconsin.   | November 2005                  |
| CPG                    | Cheyenne Plains expansion          | 179      | To add approximately 10,300 horsepower of compression and an additional treatment facility to the Cheyenne Plains project.   | December 2005                  |

<sup>(1)</sup> Looping is the installation of a pipeline, parallel to an existing pipeline, with tie-ins at several points along the existing pipeline. Looping increases a transmission system s capacity.

Partially Owned Interstate Transmission Systems

|  |  | As of December 31, 2004 |             |             |       | Average<br>Throughput(2) |       |  |
|--|--|-------------------------|-------------|-------------|-------|--------------------------|-------|--|
| Transmission                             | •  | Ownership               | Miles<br>of | Design      |       |                          | ,     |  |
| System(1)                                | Supply and Market Region                                 | n Interes <b>P</b> ip   | peline(2)   | Capacity(2) | 2004  | 2003                     | 2002  |  |
|  |  | (Percent)               |             | (MMcf/d)    |       | (BBtu/d)                 |       |  |
| Florida Gas                              | Extends from south Texas to                              |                         | 4.070       | 2.002       | 0.014 | 1.062                    | 2.004 |  |
| Transmission(3) Great Lakes Gas          | south Florida. Extends from the                          | 50                      | 4,870       | 2,082       | 2,014 | 1,963                    | 2,004 |  |
| Transmission                             | Manitoba-Minnesota border                                |                         |             |             |       |                          |       |  |
|  | to the Michigan-Ontario border at St. Clair, Michigan    | . 50                    | 2,115       | 2,895       | 2,200 | 2,366                    | 2,378 |  |
| Samalayuca Pipeline                      | Extends from U.S./Mexico                                 |                         |             |             |       |                          |       |  |
| and Gloria a Dios<br>Compression Station | border to the State of Chihuahua, Mexico.                | 50                      | 23          | 460         | 433   | 409                      | 434   |  |
| San Fernando Pipeline                    | Pipeline running from Pemer<br>Compression Station 19 to |                         | 71          | 1,000       | 951   | 130                      | 151   |  |

Pemex metering station in San Fernando, Mexico in the State of Tamaulipas.

- (1) These systems are accounted for as equity investments.
- (2) Miles, volumes and average throughput represent the systems totals and are not adjusted for our ownership interest.
- (3) We have a 50 percent equity interest in Citrus Corporation, which owns this system.

  We also have a 50 percent interest in Wyco Development, L.L.C. Wyco owns the Front Range Pipeline, a state-regulated gas pipeline extending from the Cheyenne Hub to Public Service Company of Colorado s (PSCo)

  Fort St. Vrain electric generation plant, and compression facilities on WIC s Medicine Bow Lateral. These facilities are leased to PSCo and WIC, respectively, under long-term leases.

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#### **Underground Natural Gas Storage Entities**

In addition to the storage capacity on our transmission systems, we own or have interests in the following natural gas storage entities:

# As of December 31, 2004

| Storage Entity              | Ownership<br>Interest<br>(Percent) | Storage<br>Capacity(1)<br>(Bcf) | Location  |
|-----------------------------|------------------------------------|---------------------------------|-----------|
| Bear Creek Storage          | 100                                | 58                              | Louisiana |
| ANR Storage                 | 100                                | 56                              | Michigan  |
| Blue Lake Gas Storage       | 75                                 | 47                              | Michigan  |
| Eaton Rapids Gas Storage(2) | 50                                 | 13                              | Michigan  |
| Young Gas Storage(2)        | 48                                 | 6                               | Colorado  |

- (1) Includes a total of 133 Bcf contracted to affiliates. Storage capacity is under long-term contracts and is not adjusted for our ownership interest.
- (2) These systems were accounted for as equity investments as of December 31, 2004.

# LNG Facility

In addition to our pipeline systems and storage facilities, we own an LNG receiving terminal located on Elba Island, near Savannah, Georgia. The facility is capable of achieving a peak sendout of 675 MMcf/d and a base load sendout of 446 MMcf/d. The terminal was placed in service and began receiving deliveries in December 2001. The current capacity at the terminal is contracted with a subsidiary of British Gas, BG LNG Services, LLC. In 2003, the FERC approved our plan to expand the peak sendout capacity of the Elba Island facility by 540 MMcf/d and the base load sendout by 360 MMcf/d (for a total peak sendout capacity once completed of 1,215 MMcf/d and a base load sendout of 806 MMcf/d). The expansion is estimated to cost approximately \$157 million and has a planned in-service date of February 2006.

#### Regulatory Environment

Our interstate natural gas transmission systems and storage operations are regulated by the FERC under the Natural Gas Act of 1938 and the Natural Gas Policy Act of 1978. Each of our pipeline systems and storage facilities operates under FERC-approved tariffs that establish rates, terms and conditions for services to our customers. Generally, the FERC s authority extends to:

rates and charges for natural gas transportation, storage, terminalling and related services;

certification and construction of new facilities;

extension or abandonment of facilities;

maintenance of accounts and records;

relationships between pipeline and energy affiliates;

terms and conditions of service;

depreciation and amortization policies;

acquisition and disposition of facilities; and

initiation and discontinuation of services.

The fees or rates established under our tariffs are a function of our costs of providing services to our customers, including a reasonable return on our invested capital. Our revenues from transportation, storage, LNG terminalling and related services (transportation services revenues) consist of reservation revenues and usage revenues. Reservation revenues are from customers (referred to as firm customers) whose contracts

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(which are for varying terms) reserve capacity on our pipeline system, storage facilities or LNG terminalling facilities. These firm customers are obligated to pay a monthly reservation or demand charge, regardless of the amount of natural gas they transport or store, for the term of their contracts. Usage revenues are from both firm customers and interruptiblecustomers (those without reserved capacity) who pay usage charges based on the volume of gas actually transported, stored, injected or withdrawn. In 2004, approximately 84 percent of our transportation services revenues were attributable to reservation charges paid by firm customers. The remaining 16 percent of our transportation services revenues are variable. Due to our regulated nature and the high percentage of our revenues attributable to reservation charges, our revenues have historically been relatively stable. However, our financial results can be subject to volatility due to factors such as weather, changes in natural gas prices and market conditions, regulatory actions, competition and the creditworthiness of our customers. We also experience volatility in our financial results when the amount of gas utilized in our operations differs from the amounts we receive for that purpose.

Our interstate pipeline systems are also subject to federal, state and local pipeline and LNG plant safety and environmental statutes and regulations. Our systems have ongoing programs designed to keep our facilities in compliance with these safety and environmental requirements, and we believe that our systems are in material compliance with the applicable requirements.

#### Markets and Competition

We provide natural gas services to a variety of customers including natural gas producers, marketers, end-users and other natural gas transmission, distribution and electric generation companies. In performing these services, we compete with other pipeline service providers as well as alternative energy sources such as coal, nuclear and hydroelectric power for power generation and fuel oil for heating.

Imported LNG is one of the fastest growing supply sectors of the natural gas market. Terminals and other regasification facilities can serve as important sources of supply for pipelines, enhancing the delivery capabilities and operational flexibility and complementing traditional supply transported into market areas. These LNG delivery systems also may compete with our pipelines for transportation of gas into market areas we serve.

Electric power generation is the fastest growing demand sector of the natural gas market. The growth and development of the electric power industry potentially benefits the natural gas industry by creating more demand for natural gas turbine generated electric power, but this effect is offset, in varying degrees, by increased generation efficiency, the more effective use of surplus electric capacity and increased natural gas prices. The increase in natural gas prices, driven in part by increased demand from the power sector, has diminished the demand for gas in the industrial sector. In addition, in several regions of the country, new additions in electric generating capacity have exceeded load growth and transmission capabilities out of those regions. These developments may inhibit owners of new power generation facilities from signing firm contracts with pipelines and may impair their creditworthiness.

Our existing contracts mature at various times and in varying amounts of throughput capacity. As our pipeline contracts expire, our ability to extend our existing contracts or re-market expiring contracted capacity is dependent on the competitive alternatives, the regulatory environment at the federal, state and local levels and market supply and demand factors at the relevant dates these contracts are extended or expire. The duration of new or re-negotiated contracts will be affected by current prices, competitive conditions and judgments concerning future market trends and volatility. Subject to regulatory constraints, we attempt to re-contract or re-market our capacity at the maximum rates allowed under our tariffs, although we, at times and in certain regions, discount these rates to remain competitive. The level of discount varies for each of our pipeline systems. The table below shows the contracted capacity that expires by year over the next six years and thereafter.

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# **Contract Expirations**

The following table details the markets we serve and the competition faced by each of our wholly owned pipeline systems as of December 31, 2004:

| Transmission<br>System | Customer Information   | Contract Information   | Competition  |
|------------------------|--|--|--|
| TGP                    | Approximately 432 firm and interruptible customers.  Major Customers: None of which individually represents more than 10 percent of revenues | Approximately 464 firm contracts Weighted average remaining contract term of approximately five years. | TGP faces strong competition in the Northeast, Appalachian, Midwest and Southeast market areas. It competes with other interstate and intrastate pipelines for deliveries to multiple-connection customers who can take deliveries at alternative points. Natural gas delivered on the TGP system competes with alternative energy sources such as electricity, hydroelectric power, coal and fuel oil. In addition, TGP competes with pipelines and gathering systems for connection to new supply sources in Texas, the Gulf of Mexico and from the Canadian border. |
|                        | revenues   |  | In the offshore areas of the Gulf of Mexico, factors such as the distance of the supply field from the pipeline, relative basis pricing of the pipeline receipt options, costs of intermediate gathering or required processing of the gas all influence determinations of whether gas is ultimately attached to our system.   |
|                        |  | 78   |  |

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| Transmission<br>System | <b>Customer Information</b>   | Contract Information   | Competition   |
|------------------------|---|--|---|
| ANR                    | Approximately 259 firm and interruptible customers  | Approximately 570 firm contracts Weighted average remaining contract term of approximately three years.      | In the Midwest, ANR competes with other interstate and intrastate pipeline companies and local distribution companies in the transportation and storage of natural gas. In the Northeast, ANR competes with other interstate pipelines serving electric generation and local distribution companies. ANR also competes directly with other interstate pipelines, including Guardian Pipeline, for markets in Wisconsin. We Energies owns an interest in Guardian, which is currently serving a portion of its firm transportation requirements. ANR also competes directly with numerous pipelines and gathering systems for access to new supply sources. ANR s principal supply sources are the Rockies and mid-continent production accessed in Kansas and Oklahoma, western Canadian production delivered to the Chicago area and Gulf of Mexico sources, including deepwater production and LNG imports. |
|                        | Major Customer:<br>We Energies<br>(909 Bbtu/d)  | Contract terms expire in 2005-2010.  |   |
| EPNG                   | Approximately 155 firm and interruptible customers  | Approximately 213 firm contracts Weighted average remaining contract term of approximately five years(1)(2). | EPNG faces competition in the West and Southwest from other existing pipelines, storage facilities, as well as alternative energy sources that generate electricity such as hydroelectric power, nuclear, coal and fuel oil.  |
|                        | Major Customer:<br>Southern California Gas<br>Company(2)<br>(475 BBtu/d)<br>(82 BBtu/d)<br>(768 BBtu/d) | Contract terms expire in 2006. Contract terms expire in 2005 and 2007. Contract terms expire in 2009-2011.   |   |

- (1) Approximately 1,564 MMcf/d currently under contract is subject to early termination in August 2006 provided customers give timely notice of an intent to terminate. If all of these rights were exercised, the weighted average remaining contract term would decrease to approximately three years.
- (2) Reflects the impact of an agreement we entered into, subject to FERC approval, to extend 750 MMCf/d of SoCal s current capacity, effective September 1, 2006, for terms of three to five years.

SNG Approximately 230 firm and interruptible customers

Approximately 203 firm contracts Weighted average remaining contract term of approximately five years.

Competition is strong in a number of SNG s key markets. SNG s four largest customers are able to obtain a significant portion of their natural gas requirements through transportation from other pipelines. Also, SNG competes with several pipelines for the transportation business of many of its other customers.

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**Major Customers:** Atlanta Gas Light

Company Contract terms expire in

(972 BBtu/d) 2005-2007.

Southern Company Contract terms expire in

Services 2010-2018.

(418 BBtu/d) Contract terms expire in

Alabama Gas 2006-2013.

Contract terms expire in Corporation

(415 BBtu/d) 2005-2019.

Scana Corporation (346 BBtu/d)

CIG Approximately 112 firm

and interruptible

customers

contracts

Weighted average remaining

contract term of

approximately five years.

Approximately 191 firm

Major Customers:

**Public Service Company** 

of Colorado (970 BBtu/d) (261 BBtu/d)

Contract term expires in 2007.

Contract term expires in

2009-2014.

Contract term expires in (187 BBtu/d)

2006.

CIG serves two major markets. Its onsystem market consists of utilities and other customers located along the front range of the Rocky Mountains in Colorado and Wyoming. Its

off-system market consists of the transportation of Rocky Mountain production from multiple supply basins to interconnections with other pipelines bound for the Midwest, the Southwest, California and the Pacific Northwest. Competition for its on-system market consists of local production from the Denver-Julesburg basin, an intrastate pipeline, and long-haul shippers who elect to sell into this market rather than the off-system market. Competition for its off-system market consists of other interstate pipelines that are directly connected to its supply sources. WIC competes with eight interstate pipelines and one intrastate pipeline for its mainline supply from several producing basins. WIC s one Bcf/d Medicine Bow lateral is the primary source of transportation for increasing

volumes of Powder River Basin

two other interstate pipelines that

basin.

transport limited volumes out of this

supply and can readily be expanded as supply increases. Currently, there are

**WIC** 

Approximately 49 firm and interruptible

customers

Approximately 47 firm contracts

Weighted average remaining

contract term of

approximately six years.

Major Customers: Williams Power

Company

(303 BBtu/d)

Colorado Interstate Gas

Company (247 BBtu/d)

Western Gas Resources

(235 BBtu/d)

Contract terms expire in

2008-2013.

Contract terms expire in 2005-2016.

Contract terms expire in

2007-2013.

Contract terms expire in

2012-2013.

Cantera Gas Company (226 BBtu/d)

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| MPC | Approximately 14 firm and interruptible customers  Major Customers:             | Approximately nine firm contracts Weighted average remaining contract term of approximately two years. | MPC faces competition from existing pipelines, a newly proposed pipeline, LNG projects and alternative energy sources that generate electricity such as hydroelectric power, nuclear, coal and fuel oil.                     |
|-----|---|--|--|
|     | Texaco Natural Gas Inc.<br>(185 BBtu/d)<br>Burlington Resources<br>Trading Inc. | Contract term expires in 2007.   |  |
|     | (76 BBtu/d) Los Angeles Department of Water and Power (50 BBtu/d)               | Contract term expires in 2007.   |  |
|     |   | Contract term expires in 2007.   |  |
| CPG | Approximately 15 firm and interruptible customers.                              | Approximately 14 firm contracts Weighted average remaining contract term of approximately 10 years.    | Cheyenne Plains competes directly with other interstate pipelines serving the Mid-continent region. Indirectly, Cheyenne Plains competes with other interstate pipelines that transport Rocky Mountain gas to other markets. |
|     | Major Customers:  |  |  |
|     | Oneok Energy Services   |  |  |
|     | Company L.P.  | Contract term expires in 2015.   |  |
|     | (195 BBtu/d)<br>Anadarko Energy Service   |  |  |
|     | Company   | Contract term expires in 2015.   |  |
|     | (100 BBtu/d)  |  |  |
|     | Kerr McGee  | Contract term expires in 2015.   |  |
|     | (83 BBtu/d)   |  |  |

# Non-regulated Business Production Segment

Our Production segment is engaged in the exploration for, and the acquisition, development and production of natural gas, oil and natural gas liquids, primarily in the United States and Brazil. In the United States, as of December 31, 2004, we controlled over 3 million net acres of leasehold acreage through our operations in 20 states, including Louisiana, New Mexico, Texas, Oklahoma, Alabama and Utah, and through our offshore operations in federal and state waters in the Gulf of Mexico. During 2004, daily equivalent natural gas production averaged approximately 814 MMcfe/d, and our proved natural gas and oil reserves at December 31, 2004, were approximately 2.2 Tcfe.

As part of our long-term business strategy we will focus on developing production opportunities around our asset base in the United States and Brazil. Our operations are divided into the following areas:

Area Operating Regions

| United States                |   |
|------------------------------|---|
| Onshore                      | Black Warrior Basin in Alabama                      |
|                              | Arkoma Basin in Oklahoma                            |
|                              | Raton Basin in New Mexico                           |
|                              | Central (primarily in north Louisiana)              |
|                              | Rocky Mountains (primarily in Utah)                 |
| Texas Gulf Coast             | South Texas   |
| Offshore and south Louisiana | Gulf of Mexico (Texas and Louisiana)                |
|                              | South Louisiana                                     |
| Brazil                       | Camamu, Santos, Espirito Santos and Potiguar Basins |

In Brazil, we have been successful with our drilling programs in the Santos and Camamu Basins and are pursuing gas contracts and development options in these two basins. In July 2004, we acquired the remaining 50 percent interest we did not own in UnoPaso, a Brazilian oil and gas company. While we intend to work with Petrobras, a Brazilian national energy company, in growing our presence in the Potiguar Basin with increased

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production and planned exploratory activity, disputes with them in other areas of our business may impact our plans.

# Natural Gas, Oil and Condensate and Natural Gas Liquids Reserves

The tables below detail our proved reserves at December 31, 2004. Information in these tables is based on our internal reserve report. Ryder Scott Company, an independent petroleum engineering firm, prepared an estimate of our natural gas and oil reserves for 88 percent of our properties. The total estimate of proved reserves prepared by Ryder Scott was within four percent of our internally prepared estimates presented in these tables. This information is consistent with estimates of reserves filed with other federal agencies except for differences of less than five percent resulting from actual production, acquisitions, property sales, necessary reserve revisions and additions to reflect actual experience. Ryder Scott was retained by and reports to the Audit Committee of our Board of Directors. The properties reviewed by Ryder Scott represented 88 percent of our proved properties based on value. The tables below exclude our Power segment—sequity interests in Sengkang in Indonesia and Aguaytia in Peru. Combined proved reserves balances for these interests were 132,336 MMcf of natural gas and 2,195 MBbls of oil, condensate and natural gas liquids (NGL) for total natural gas equivalents of 145,507 MMcfe, all net to our ownership interests. Our estimated proved reserves as of December 31, 2004, and our 2004 production are as follows:

#### **Net Proved Reserves(1)**

|                              | Natural<br>Gas | Oil/<br>Condensate | NGL     | Total     |           | 2004<br>Production |
|------------------------------|----------------|--------------------|---------|-----------|-----------|--------------------|
|                              | (MMcf)         | (MBbls)            | (MBbls) | (MMcfe)   | (Percent) | (MMcfe)            |
| United States                |                |                    |         |           |           |                    |
| Onshore                      | 1,100,681      | 14,675             | 1,233   | 1,196,133 | 55        | 84,568             |
| Texas Gulf Coast             | 431,508        | 3,118              | 9,874   | 509,454   | 23        | 103,286            |
| Offshore and south Louisiana | 191,652        | 9,538              | 2,094   | 261,444   | 12        | 101,140            |
|                              |                |                    |         |           |           |                    |
| Total United States          | 1,723,841      | 27,331             | 13,201  | 1,967,031 | 90        | 288,994            |
| Brazil                       | 68,743         | 24,171             |         | 213,769   | 10        | 8,772              |
| Total                        | 1,792,584      | 51,502             | 13,201  | 2,180,800 | 100       | 297,766            |

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<sup>(1)</sup> Net proved reserves exclude royalties and interests owned by others and reflect contractual arrangements and royalty obligations in effect at the time of the estimate.

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The table below summarizes our estimated proved producing reserves, proved non-producing reserves, and proved undeveloped reserves as of December 31, 2004:

#### **Net Proved Reserves(1)**

|                     | Natural Gas | Oil/<br>Condensate |         |           |           |
|---------------------|-------------|--------------------|---------|-----------|-----------|
|                     | (MMcf)      | (MBbls)            | (MBbls) | (MMcfe)   | (Percent) |
| United States       |             |                    |         |           |           |
| Producing           | 1,085,581   | 12,507             | 10,588  | 1,224,152 | 62        |
| Non-Producing       | 201,696     | 7,134              | 1,355   | 252,626   | 13        |
| Undeveloped         | 436,564     | 7,690              | 1,258   | 490,253   | 25        |
| Total proved        | 1,723,841   | 27,331             | 13,201  | 1,967,031 | 100       |
| Brazil<br>Producing | 29,239      | 1,375              |         | 37,488    | 18        |
| Non-Producing       | 24,988      | 1,238              |         | 32,415    | 15        |
| Undeveloped         | 14,516      | 21,558             |         | 143,866   | 67        |
| Total proved        | 68,743      | 24,171             |         | 213,769   | 100       |
| Worldwide           |             |                    |         |           |           |
| Producing           | 1,114,820   | 13,882             | 10,588  | 1,261,640 | 58        |
| Non-Producing       | 226,684     | 8,372              | 1,355   | 285,041   | 13        |
| Undeveloped         | 451,080     | 29,248             | 1,258   | 634,119   | 29        |
| Total proved        | 1,792,584   | 51,502             | 13,201  | 2,180,800 | 100       |

(1) Net proved reserves exclude royalties and interests owned by others and reflect contractual arrangements and royalty obligations in effect at the time of the estimate.

Recovery of proved undeveloped reserves requires significant capital expenditures and successful drilling operations. The reserve data assumes that we can and will make these expenditures and conduct these operations successfully, but future events, including commodity price changes, may cause these assumptions to change. In addition, estimates of proved undeveloped reserves and proved non-producing reserves are subject to greater uncertainties than estimates of proved producing reserves.

There are numerous uncertainties inherent in estimating quantities of proved reserves, projecting future rates of production and projecting the timing of development expenditures, including many factors beyond our control. The reserve data represents only estimates. Reservoir engineering is a subjective process of estimating underground accumulations of natural gas and oil that cannot be measured in an exact manner. The accuracy of any reserve estimate is a function of the quality of available data and of engineering and geological interpretations and judgment. All estimates of proved reserves are determined according to the rules prescribed by the SEC. These rules indicate that the standard of reasonable certainty be applied to proved reserve estimates. This concept of reasonable certainty implies that as more technical data becomes available, a positive, or upward, revision is more likely than a negative, or downward, revision. Estimates are subject to revision based upon a number of factors, including reservoir

performance, prices, economic conditions and government restrictions. In addition, results of drilling, testing and production subsequent to the date of an estimate may justify revision of that estimate. Reserve estimates are often different from the quantities of natural gas and oil that are ultimately recovered. The meaningfulness of reserve estimates is highly dependent on the accuracy of the assumptions on which they were based. In general, the volume of production from natural gas and oil properties we own declines as reserves are depleted. Except to the extent we conduct successful exploration and development activities or acquire additional properties containing proved reserves, or both, our proved reserves will decline as reserves are produced. For further discussion of our reserves, see

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Supplemental Financial Information, under the heading Supplemental Natural Gas and Oil Operations (Unaudited).

# Acreage and Wells

The following table details our gross and net interest in developed and undeveloped acreage at December 31, 2004. Any acreage in which our interest is limited to owned royalty, overriding royalty and other similar interests is excluded.

|                    | Develo    | ped     | Undeveloped |           | Tot       | al        |
|--------------------|-----------|---------|-------------|-----------|-----------|-----------|
|                    | Gross(1)  | Net(2)  | Gross(1)    | Net(2)    | Gross(1)  | Net(2)    |
| United States      |           |         |             |           |           |           |
| Onshore            | 1,032,115 | 419,789 | 1,653,540   | 1,308,491 | 2,685,655 | 1,728,280 |
| Texas Gulf Coast   | 199,035   | 82,850  | 257,225     | 172,340   | 456,260   | 255,190   |
| Offshore and south |           |         |             |           |           |           |
| Louisiana          | 643,861   | 448,599 | 744,957     | 697,515   | 1,388,818 | 1,146,114 |
|                    |           |         |             |           |           |           |
| Total              | 1,875,011 | 951,238 | 2,655,722   | 2,178,346 | 4,530,733 | 3,129,584 |
| Brazil             | 39,476    | 13,817  | 1,346,919   | 452,552   | 1,386,395 | 466,369   |
|                    | ·         |         |             | ·         |           | •         |
| Worldwide Total    | 1,914,487 | 965,055 | 4,002,641   | 2,630,898 | 5,917,128 | 3,595,953 |

- (1) Gross interest reflects the total acreage we participated in, regardless of our ownership interests in the acreage.
- (2) Net interest is the aggregate of the fractional working interest that we have in our gross acreage.

Our United States net developed acreage is concentrated primarily in the Gulf of Mexico (47 percent), Utah (14 percent), Texas (9 percent), Oklahoma (8 percent), New Mexico (7 percent) and Louisiana (7 percent). Our United States net undeveloped acreage is concentrated primarily in New Mexico (23 percent), the Gulf of Mexico (22 percent), Louisiana (12 percent), Indiana (8 percent) and Texas (8 percent). Approximately 22 percent, 9 percent and 11 percent of our total United States net undeveloped acreage is held under leases that have minimum remaining primary terms expiring in 2005, 2006 and 2007.

The following table details our working interests in natural gas and oil wells at December 31, 2004:

|        |                              | Productive<br>Gas V | 220000200 |          |        | Numb<br>We<br>Being I | ells   |          |        |
|--------|------------------------------|---------------------|-----------|----------|--------|-----------------------|--------|----------|--------|
|        |                              | Gross(1)            | Net(2)    | Gross(1) | Net(2) | Gross(1)              | Net(2) | Gross(1) | Net(2) |
| Ţ      | United States                |                     |           |          |        |                       |        |          |        |
|        | Onshore                      | 2,864               | 2,088     | 292      | 220    | 3,156                 | 2,308  | 59       | 48     |
|        | Texas Gulf Coast             | 808                 | 669       | 2        | 1      | 810                   | 670    | 5        | 4      |
|        | Offshore and south Louisiana | 287                 | 194       | 75       | 41     | 362                   | 235    | 4        | 1      |
|        | Total United States          | 3,959               | 2,951     | 369      | 262    | 4,328                 | 3,213  | 68       | 53     |
| Brazil |                              | 4                   | 3         | 11       | 9      | 15                    | 12     |          |        |

Worldwide Total 3,963 2,954 380 271 4,343 3,225 68 53

- (1) Gross interest reflects the total number of wells we participated in, regardless of our ownership interests in the wells.
- (2) Net interest is the aggregate of the fractional working interest that we have in our gross wells. At December 31, 2004, we operated 2,952 of the 3,225 net productive wells.

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The following table details our exploratory and development wells drilled during the years 2002 through 2004:

|               |      | Net Exploratory Wells Drilled(1) |      |      | Net Development<br>Wells Drilled(1) |      |  |  |
|---------------|------|----------------------------------|------|------|-------------------------------------|------|--|--|
|               | 2004 | 2003                             | 2002 | 2004 | 2003                                | 2002 |  |  |
| United States |      |                                  |      |      |                                     |      |  |  |
| Productive    | 13   | 54                               | 27   | 298  | 272                                 | 511  |  |  |
| Dry           | 10   | 22                               | 14   | 3    | 1                                   | 5    |  |  |
| Total         | 23   | 76                               | 41   | 301  | 273                                 | 516  |  |  |
| Brazil        |      |                                  |      |      |                                     |      |  |  |
| Productive    |      | 2                                |      |      |                                     |      |  |  |
| Dry           | 1    | 4                                |      |      |                                     |      |  |  |
| Total         | 1    | 6                                |      |      |                                     |      |  |  |
| Worldwide     |      |                                  |      |      |                                     |      |  |  |
| Productive    | 13   | 56                               | 27   | 298  | 272                                 | 511  |  |  |
| Dry           | 11   | 26                               | 14   | 3    | 1                                   | 5    |  |  |
| Total         | 24   | 82                               | 41   | 301  | 273                                 | 516  |  |  |

<sup>(1)</sup> Net interest is the aggregate of the fractional working interest that we have in our gross wells drilled.

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The information above should not be considered indicative of future drilling performance, nor should it be assumed that there is any correlation between the number of productive wells drilled and the amount of natural gas and oil that may ultimately be recovered.

# Net Production, Sales Prices, Transportation and Production Costs

The following table details our net production volumes, average sales prices received, average transportation costs, average production costs and production taxes associated with the sale of natural gas and oil for each of the three years ended December 31:

|  |    | 2004    | 2  | 2003    | 2002       |
|--|----|---------|----|---------|------------|
| Net Production Volumes                               |    |         |    |         |            |
| United States  |    |         |    |         |            |
| Natural Gas (MMcf)                                   |    | 238,009 |    | 338,762 | 470,082    |
| Oil, Condensate and NGL (MBbls)                      |    | 8,498   |    | 11,778  | 16,462     |
| Total (MMcfe)  |    | 288,994 |    | 409,432 | 568,852    |
| Brazil   |    |         |    |         |            |
| Natural Gas (MMcf)                                   |    | 6,848   |    |         |            |
| Oil, Condensate and NGL (MBbls)                      |    | 320     |    |         |            |
| Total (MMcfe)  |    | 8,772   |    |         |            |
| Worldwide  |    |         |    |         |            |
| Natural Gas (MMcf)                                   |    | 244,857 |    | 338,762 | 470,082    |
| Oil, Condensate and NGL (MBbls)                      |    | 8,818   |    | 11,778  | 16,462     |
| Total (MMcfe)  |    | 297,766 |    | 409,432 | 568,852    |
| Natural Gas Average Realized Sales Price (\$/Mcf)(1) |    |         |    |         |            |
| United States  |    |         |    |         |            |
| Price, excluding hedges                              | \$ | 6.02    | \$ | 5.51    | \$<br>3.17 |
| Price, including hedges                              | \$ | 5.94    | \$ | 5.40    | \$<br>3.35 |
| Brazil   |    |         |    |         |            |
| Price, excluding hedges                              | \$ | 2.01    | \$ |         | \$         |
| Price, including hedges                              | \$ | 2.01    | \$ |         | \$         |
| Worldwide  |    |         |    |         |            |
| Price, excluding hedges                              | \$ | 5.90    | \$ | 5.51    | \$<br>3.17 |
| Price, including hedges                              | \$ | 5.83    | \$ | 5.40    | \$<br>3.35 |
|  | 86 |         |    |         |            |

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|   | 2004 |       | 2  | 2003  |    | 2002  |
|---|------|-------|----|-------|----|-------|
| Oil, Condensate, and NGL Average Realized Sales Price (\$/Bbl)(1) |      |       |    |       |    |       |
| United States   |      |       |    |       |    |       |
| Price, excluding hedges   | \$   | 34.44 | \$ | 26.64 | \$ | 21.38 |
| Price, including hedges   | \$   | 34.44 | \$ | 25.96 | \$ | 21.28 |
| Brazil  |      |       |    |       |    |       |
| Price, excluding hedges   | \$   | 43.01 | \$ |       | \$ |       |
| Price, including hedges   | \$   | 39.19 | \$ |       | \$ |       |
| Worldwide   |      |       |    |       |    |       |
| Price, excluding hedges   | \$   | 34.75 | \$ | 26.64 | \$ | 21.38 |
| Price, including hedges   | \$   | 34.61 | \$ | 25.96 | \$ | 21.28 |
| Average Transportation Cost                                       |      |       |    |       |    |       |
| United States   |      |       |    |       |    |       |
| Natural gas (\$/Mcf)  | \$   | 0.17  | \$ | 0.18  | \$ | 0.18  |
| Oil, condensate and NGL (\$/Bbl)                                  | \$   | 1.16  | \$ | 1.05  | \$ | 0.97  |
| Worldwide   |      |       |    |       |    |       |
| Natural gas (\$/Mcf)  | \$   | 0.17  | \$ | 0.18  | \$ | 0.18  |
| Oil, condensate and NGL (\$/Bbl)                                  | \$   | 1.12  | \$ | 1.05  | \$ | 0.97  |
| Average Production Cost(\$/Mcfe)(2)                               |      |       |    |       |    |       |
| United States   |      |       |    |       |    |       |
| Average lease operating cost                                      | \$   | 0.62  | \$ | 0.42  | \$ | 0.42  |
| Average production taxes  |      | 0.11  |    | 0.14  |    | 0.08  |
|   |      |       |    |       |    |       |
| Total production cost   | \$   | 0.73  | \$ | 0.56  | \$ | 0.50  |
|   |      |       |    |       |    |       |
| Worldwide   |      |       |    |       |    |       |
| Average lease operating cost                                      | \$   | 0.60  | \$ | 0.42  | \$ | 0.42  |
| Average production taxes  |      | 0.11  |    | 0.14  |    | 0.08  |
|   |      |       |    |       |    |       |
| Total production cost   | \$   | 0.71  | \$ | 0.56  | \$ | 0.50  |

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<sup>(1)</sup> Prices are stated before transportation costs.

<sup>(2)</sup> Production costs include lease operating costs and production related taxes (including ad valorem and severance taxes).

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# Acquisition, Development and Exploration Expenditures

The following table details information regarding the costs incurred in our acquisition, development and exploration activities for each of the three years ended December 31:

|                                      | 2  | 2004 |     | 2003     |    | 2002  |
|--------------------------------------|----|------|-----|----------|----|-------|
|                                      |    |      | (In | millions | 3) |       |
| United States                        |    |      | Ì   |          |    |       |
| Acquisition Costs:                   |    |      |     |          |    |       |
| Proved                               | \$ | 33   | \$  | 10       | \$ | 362   |
| Unproved                             |    | 32   |     | 35       |    | 29    |
| Development Costs                    |    | 395  |     | 668      |    | 1,242 |
| Exploration Costs:                   |    |      |     |          |    |       |
| Delay Rentals                        |    | 7    |     | 6        |    | 7     |
| Seismic Acquisition and Reprocessing |    | 29   |     | 56       |    | 35    |
| Drilling                             |    | 149  |     | 405      |    | 482   |
| Asset Retirement Obligations(1)      |    | 30   |     | 124      |    |       |
| Total full cost pool expenditures    |    | 675  |     | 1,304    |    | 2,157 |
| Non-full cost pool expenditures      |    | 11   |     | 17       |    | 47    |
| Total capital expenditures           | \$ | 686  | \$  | 1,321    | \$ | 2,204 |
| Brazil                               |    |      |     |          |    |       |
| Acquisition Costs:                   |    |      |     |          |    |       |
| Proved                               | \$ | 69   | \$  |          | \$ |       |
| Unproved                             |    | 3    |     | 4        |    | 9     |
| Development Costs                    |    | 1    |     |          |    |       |
| Exploration Costs:                   |    |      |     |          |    |       |
| Seismic Acquisition and Reprocessing |    | 15   |     | 11       |    | 32    |
| Drilling                             |    | 10   |     | 84       |    | 13    |
| Asset Retirement Obligations         |    | 3    |     |          |    |       |
| Total full cost pool expenditures    |    | 101  |     | 99       |    | 54    |
| Non-full cost pool expenditures      |    | 3    |     | 1        |    | 2     |
| Total capital expenditures           | \$ | 104  | \$  | 100      | \$ | 56    |
| 88                                   |    |      |     |          |    |       |

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|                                      | 2004   | 2003          | 2002     |
|--------------------------------------|--------|---------------|----------|
|                                      |        | (In millions) |          |
| Worldwide                            |        |               |          |
| Acquisition Costs:                   |        |               |          |
| Proved                               | \$ 102 | \$ 10         | \$ 362   |
| Unproved                             | 35     | 39            | 38       |
| Development Costs                    | 396    | 668           | 1,242    |
| Exploration Costs:                   |        |               |          |
| Delay Rentals                        | 7      | 6             | 7        |
| Seismic Acquisition and Reprocessing | 44     | 67            | 67       |
| Drilling                             | 159    | 489           | 495      |
| Asset Retirement Obligations         | 33     | 124           |          |
|                                      |        |               |          |
| Total full cost pool expenditures    | 776    | 1,403         | 2,211    |
| Non-full cost pool expenditures      | 14     | 18            | 49       |
| Total capital expenditures           | \$ 790 | \$ 1,421      | \$ 2,260 |

(1) Includes an increase to our property, plant and equipment of approximately \$114 million in 2003 associated with our adoption of Statement of Financial Accounting Standards No. 143.

We spent approximately \$156 million in 2004, \$220 million in 2003 and \$275 million in 2002 to develop proved undeveloped reserves that were included in our reserve report as of January 1 of each year.

# Regulatory and Operating Environment

Our natural gas and oil activities are regulated at the federal, state and local levels, as well as internationally by the countries around the world in which we do business. These regulations include, but are not limited to, the drilling and spacing of wells, conservation, forced pooling and protection of correlative rights among interest owners. We are also subject to governmental safety regulations in the jurisdictions in which we operate.

Our domestic operations under federal natural gas and oil leases are regulated by the statutes and regulations of the U.S. Department of the Interior that currently impose liability upon lessees for the cost of environmental impacts resulting from their operations. Royalty obligations on all federal leases are regulated by the Minerals Management Service, which has promulgated valuation guidelines for the payment of royalties by producers. Our international operations are subject to environmental regulations administered by foreign governments, which include political subdivisions and international organizations. These domestic and international laws and regulations relating to the protection of the environment affect our natural gas and oil operations through their effect on the construction and operation of facilities, water disposal rights, drilling operations, production or the delay or prevention of future offshore lease sales. We believe that our operations are in material compliance with the applicable requirements. In addition, we maintain insurance to limit exposure to sudden and accidental spills and oil pollution liability.

Our production business has operating risks normally associated with the exploration for and production of natural gas and oil, including blowouts, cratering, pollution and fires, each of which could result in damage to property or injuries to people. Offshore operations may encounter usual marine perils, including hurricanes and other adverse weather conditions, damage from collisions with vessels, governmental regulations and interruption or termination by governmental authorities based on environmental and other considerations. Customary with industry practices, we maintain insurance coverage to limit exposure to potential losses resulting from these operating hazards.

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#### **Markets and Competition**

We primarily sell our domestic natural gas and oil to third parties through our Marketing and Trading segment at spot market prices, subject to customary adjustments. As part of our long-term business strategy, we will continue to sell our natural gas and oil production to this segment. We sell our Brazilian natural gas and oil to Petrobras, a Brazilian energy company. We sell our natural gas liquids at market prices under monthly or long-term contracts, subject to customary adjustments. We also engage in hedging activities on a portion of our natural gas and oil production to stabilize our cash flows and reduce the risk of downward commodity price movements on sales of our production.

The natural gas and oil business is highly competitive in the search for and acquisition of additional reserves and in the sale of natural gas, oil and natural gas liquids. Our competitors include major and intermediate sized natural gas and oil companies, independent natural gas and oil operations and individual producers or operators with varying scopes of operations and financial resources. Competitive factors include price and contract terms and our ability to access drilling and other equipment on a timely and cost effective basis. Ultimately, our future success in the production business will be dependent on our ability to find or acquire additional reserves at costs that allow us to remain competitive.

# Non-regulated Business Marketing and Trading Segment

Our Marketing and Trading segment s operations primarily involve the marketing of our natural gas and oil production and the management of our remaining trading portfolio. Our operations in this segment over the past several years have been impacted by a number of significant events both in this business and in the industry. As a result of the deterioration of the energy trading environment in late 2001 and 2002 and the reduced availability of credit to us, we announced in November 2002 that we would reduce our involvement in the energy trading business and pursue an orderly liquidation of our historical trading portfolio. In December 2003, we announced that our historical energy trading operations would become a marketing and trading business focused on the marketing and physical trading of the natural gas and oil from our Production segment. Our Marketing and Trading segment s portfolio is grouped into several categories. Each of these categories includes contracts with third parties and contracts with affiliates that require physical delivery of a commodity or financial settlement. The types of contracts used in this segment are as follows:

*Natural gas derivative contracts*. Our natural gas contracts include long-term obligations to deliver natural gas at fixed prices as well as derivatives related to our production activities. As of December 31, 2004, we have seven significant physical natural gas contracts with power plants. These contracts have various expiration dates ranging from 2011 to 2028, with expected obligations under individual contracts with third parties ranging from 32,000 MMBtu/d to 142,000 MMBtu/d.

Additionally, as of December 31, 2004, we had executed contracts with third parties, primarily fixed for floating swaps, that effectively hedged approximately 244 TBtu of our Production segment—s anticipated natural gas production through 2012. In addition to these hedge contracts, as of December 31, 2004, we are a party to other derivative contracts designed to provide price protection to El Paso from declines in natural gas prices in 2005 and 2006. Specifically, these contracts provide El Paso with a floor price of \$6.00 per MMBtu on 60 TBtu of our natural gas production in 2005 and 120 TBtu in 2006. In March 2005, we entered into additional contracts that provide El Paso a floor price of \$6.00 per MMBtu on 30 TBtu of natural gas production in 2007 and a ceiling price of \$9.50 per MMBtu on 60 TBtu of natural gas production in 2006.

Transportation-related contracts. Our transportation contracts give us the right to transport natural gas using pipeline capacity for a fixed reservation charge plus variable transportation costs. We typically refer to the fixed reservation cost as a demand charge. As of December 31, 2004, we have contracted for 1.5 Bcf/d of capacity with contract expiration dates through 2028. Our ability to utilize our transportation capacity is dependent on several factors including the difference in natural gas prices at receipt and delivery locations along the pipeline system, the amount of capital needed to use this capacity and the capacity required to meet our other long-term obligations.

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Tolling contracts. Our tolling contracts provide us with the right to require counterparties to convert natural gas into electricity. Under these arrangements, we supply the natural gas used in the underlying power plants and sell the electricity produced by the power plant. In exchange for this right, we pay a monthly fixed fee and a variable fee based on the quantity of electricity produced. As of December 31, 2004, we have two unaffiliated physical tolling contracts, the largest of which is a contract on the Cordova power project in the Midwest. This contract expires in 2019.

*Power and other.* Our power and other contracts include long-term obligations to provide power to our Power segment for its restructured domestic power contracts. As of December 31, 2004, we have four power supply contracts remaining, the largest being a contract with Morgan Stanley for approximately 1,700 MMWh per year extending through 2016. In the first quarter of 2005, we sold two of these contracts related to subsidiaries in our Power segment, Cedar Brakes I and II. We also have other contracts that require the physical delivery of power or that are used to manage the risk associated with our obligations to supply power. In addition, we have natural gas storage contracts that provide capacity of approximately 4.7 Bcf of storage for operational and balancing purposes.

# Markets and Competition

Our Marketing and Trading segment operates in a highly competitive environment, competing on the basis of price, operating efficiency, technological advances, experience in the marketplace and counterparty credit. Each market served is influenced directly or indirectly by energy market economics. Our primary competitors include: Affiliates of major oil and natural gas producers;

Large domestic and foreign utility companies;

Affiliates of large local distribution companies;

Affiliates of other interstate and intrastate pipelines; and

Independent energy marketers and power producers with varying scopes of operations and financial resources.

#### Non-regulated Business Power Segment

Our Power segment includes the ownership and operation of international and domestic power generation facilities as well as the management of restructured power contracts. As of December 31, 2004, we owned or had interests in 37 power facilities in 16 countries with a total generating capacity of approximately 10,400 gross MW. Our commercial focus has historically been either to develop projects in which new long-term power purchase agreements allow for an acceptable return on capital, or to acquire projects with existing above-market power purchase agreements. However, during 2004, we completed the sale of substantially all of our domestic power generation facilities and a significant portion of our domestic power restructuring business. We will continue to evaluate potential opportunities to sell or otherwise divest the remaining domestic assets and a number of international assets, such that our long-term focus will be on maximizing the value of our power assets in Brazil.

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*International Power.* As of December 31, 2004, we owned or had a direct investment in the following international power plants (only significant assets and investments are listed):

|               |                         | El Paso<br>wnersh |                        |                                 | Expiration<br>Year of<br>Power |                     |  |
|---------------|-------------------------|-------------------|------------------------|---------------------------------|--------------------------------|---------------------|--|
| Project       | Country Interescapacity |                   | <b>Power Purchaser</b> | Sales<br>Contracts              | Fuel Type                      |                     |  |
|               | ſ                       | Percent           | (MW)                   |                                 |                                |                     |  |
| Brazil        |                         |                   | .,                     |                                 |                                |                     |  |
| Araucaria(1)  | Brazil                  | 60                | 484                    | Copel                           | (2                             | 2) Natural Gas      |  |
| Macae         | Brazil                  | 100               | 928                    | Petrobras(3)                    | 2007(2)                        |                     |  |
| Manaus        | Brazil                  | 100               | 238                    | Manaus Energia(4)               | 2008                           | Oil                 |  |
| Porto         |                         |                   |                        | <b>G</b> ( )                    |                                |                     |  |
| Velho(1)      | Brazil                  | 50                | 404                    | Eletronorte                     | 2010,2023                      | Oil                 |  |
| Rio Negro     | Brazil                  | 100               | 158                    | Manaus Energia(4)               | 2008                           | Oil                 |  |
| Asia          |                         |                   |                        | •                               |                                |                     |  |
| Fauji(1)      | Pakistan                | 42                | 157                    | Pakistan Water and Power        | 2029                           | Natural Gas         |  |
| Habibullah(1) | Pakistan                | 50                | 136                    | Pakistan Water and Power        | 2029                           | Natural Gas         |  |
| KIECO(1)      | South Korea             | 50                | 1,720                  | KEPCO                           | 2020                           | Natural Gas         |  |
| Meizhou       |                         |                   |                        |                                 |                                |                     |  |
| Wan(1)        | China                   | 26                | 734                    | Fujian Power                    | 2025                           | Coal                |  |
| Haripur(1)    | Bangladesh              | 50                | 116                    | Bangladesh Power                | 2014                           | Natural Gas         |  |
| PPN(1)(5)     | India                   | 26                | 325                    | Tamil Nadu                      | 2031                           | Naphtha/Natural Gas |  |
| Saba(1)       | Pakistan                | 94                | 128                    | Pakistan Water and Power        | 2029                           | Oil                 |  |
| Sengkang(1)   | Indonesia               | 48                | 135                    | PLN                             | 2022                           | Natural Gas         |  |
| Central and   |                         |                   |                        |                                 |                                |                     |  |
| other South   |                         |                   |                        |                                 |                                |                     |  |
| America       |                         |                   |                        |                                 |                                |                     |  |
| Aguaytia(1)   | Peru                    | 24                | 155                    | Various                         | 2005,2006                      | Natural Gas         |  |
| Fortuna(1)    | Panama                  | 25                | 300                    | Union Fenosa                    | 2005,2008                      | Hydroelectric       |  |
| Itabo(1)      | Dominican               |                   |                        |                                 |                                |                     |  |
|               | Republic                | 25                | 416                    | CDEEE and AES                   | 2016                           | Oil/Coal            |  |
| Nejapa        | El Salvador             | 87                | 144                    | AES and PPL                     | 2005                           | Oil                 |  |
| Europe        |                         |                   |                        |                                 |                                |                     |  |
| Enfield(1)    | United Kingdom          | 25                | 378                    | Spot Market                     |                                | Natural Gas         |  |
| EMA(1)        | Hungary                 | 50                | 69                     | <b>Dunaferr Energy Services</b> | 2016                           | Natural Gas/Oil     |  |

- (1) These power facilities are reflected as investments in unconsolidated affiliates in our financial statements.
- (2) These facilities power sales contracts are currently in arbitration.
- (3) Although a majority of the power generated by this power facility is sold to the wholesale power markets, Petrobras provides a minimum level of revenue under its contract until 2007. Petrobras did not make their December 2004 and January 2005 payments under this contract and have filed a lawsuit and for arbitration. See Notes to Consolidated Financial Statements, Note 17 for a further discussion of this matter.

- (4) These power facilities have new power purchase agreements that were signed in January 2005 extending the terms of the contract through 2008 at which time we will transfer ownership of the plants to Manaus Energia.
- (5) We sold our investment in this plant in the first quarter of 2005.

  In addition to the international power plants above, our Power segment also has investments in the following international pipelines:

| Pipeline           | El Paso<br>Ownership<br>Interest<br>(Percent) | Miles of<br>Pipeline | Design Capacity(1)  (MMcf/d) | Average 2004<br>Throughput(1)<br>(BBtu/d) |
|--------------------|---|----------------------|------------------------------|---|
| Bolivia to Brazil  | 8   | 1,957                | 1,059                        | 722                                       |
| Argentina to Chile | 22  | 336                  | 124                          | 77  |
|                    | 92  |                      |                              |   |

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(1) Volumes represent the pipeline s total design capacity and average throughput and are not adjusted for our ownership interest.

*Domestic Power Plants.* During 2004, we sold substantially all of our domestic power assets. As of December 31, 2004, we owned or had a direct investment in the following domestic power facilities (only significant assets and investments are listed):

| El Paso<br>Ownership Gross |                         |           |                 |                      |                    | xpiration<br>Year of<br>Power |             |
|----------------------------|-------------------------|-----------|-----------------|----------------------|--------------------|-------------------------------|-------------|
| Project                    | State Interest Capacity |           | Power Purchaser | C                    | Sales<br>Contracts | Fuel Type                     |             |
|                            |                         | (Percent) | (MW)            |                      |                    |                               |             |
| Berkshire(1)               | MA                      | 56        | 261             |                      | (2)                | (2)                           | Natural Gas |
| Midland                    |                         |           |                 |                      |                    |                               |             |
| Cogeneration(1)            | MI                      | 44        | 1,575           | Consumers Power, Dow |                    | 2025                          | Natural Gas |
| CDECCA(3)                  | CT                      | 100       | 62              |                      | (2)                | (2)                           | Natural Gas |
| Pawtucket(3)               | RI                      | 100       | 69              |                      | (2)                | (2)                           | Natural Gas |
| San Joaquin(3)             | CA                      | 100       | 48              |                      | (2)                | (2)                           | Natural Gas |
| Eagle Point(4)             | NJ                      | 100       | 233             |                      | (2)                | (2)                           | Natural Gas |
| Rensselaer(4)              | NY                      | 100       | 86              |                      | (2)                | (2)                           | Natural Gas |

- (1) These power facilities are reflected as investments in unconsolidated affiliates in our financial statements.
- (2) These power facilities (referred to as merchant plants) do not have long-term power purchase agreements with third parties. Our Marketing and Trading segment sells the power that a majority of these facilities generate to the wholesale power market.
- (3) These plants have Board approval for sale and are targeted to be sold in the first half of 2005. We have executed sales agreements on the Pawtucket and San Joaquin facilities.
- (4) These plants were sold in the first quarter of 2005.

Domestic Power Contract Restructuring. In addition to our domestic power plants, we were historically involved in a power restructuring business. This business involved restructuring above-market, long-term power purchase agreements with utilities that were originally tied to older power plants built under the Public Utility Regulatory Policies Act of 1978 (PURPA). These PURPA facilities were typically less efficient and more costly to operate than newer power generation facilities.

While we are no longer actively restructuring additional power purchase contracts, we continue to manage the purchase and sale of electricity required under the contracts related to Cedar Brakes I and II and continue to perform under the Mohawk River Funding II contracts. We also retained an interest in Mohawk River Funding III, which is an entity that currently has a claim against an entity in bankruptcy related to a previously restructured power contract. During 2004, we completed the sale of Utility Contract Funding (UCF) and signed binding agreements to sell Cedar Brakes I and II. We completed the sale of Cedar Brakes I and II in the first quarter of 2005.

# Regulatory Environment & Markets and Competition

*International.* Our international power generation activities are regulated by numerous governmental agencies in the countries in which these projects are located. Many of these countries have recently developed or are developing

new regulatory and legal structures to accommodate private and foreign-owned businesses. These regulatory and legal structures are subject to change (including differing interpretations) over time.

Many of our international power generation facilities sell power under long-term power purchase agreements primarily with power transmission and distribution companies owned by the local governments where the facilities are located. When these long-term contracts expire, these facilities will be subject to regional market, competitive and political risks.

*Domestic*. Our domestic power generation activities are regulated by the FERC under the Federal Power Act with respect to the rates, terms and conditions of service of these regulated plants. Our

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cogeneration power production activities are regulated by the FERC under PURPA with respect to rates, procurement and provision of services and operating standards. Our power generation activities are also subject to federal, state and local environmental regulations.

# Non-regulated Business Field Services Segment

Our Field Services segment conducts our midstream activities, which include gathering and processing of natural gas for natural gas producers, primarily in the south Louisiana production area, and held our ownership interests in Enterprise Products Partners, a publicly traded master limited partnership.

Gathering and Processing Assets. As of December 31, 2004, our gathering systems consisted of 240 miles of pipeline with 665 MMcfe/d of throughput capacity. These systems had average throughput of 203 BBtue/d during 2004. Our processing facilities had operational capacity and volumes as follows:

|                                   | Inlet                |                |                             |                |                |                            |                |
|-----------------------------------|----------------------|----------------|-----------------------------|----------------|----------------|----------------------------|----------------|
|                                   | Capacity             |                |                             |                |                |                            |                |
|                                   |                      | Avera          | ge Inlet Vol                | lume           | A              | verage Sale                | S              |
| <b>Processing Plants</b>          | December 31,<br>2004 | 2004           | 2003                        | 2002           | 2004           | 2003                       | 2002           |
|                                   |                      |                |                             |                |                | 0.5 1/1)                   |                |
|                                   | (MMcfe/d)            |                | (BBtue/d)                   |                |                | (Mgal/d)                   |                |
| South Louisiana                   | (MMcfe/d)<br>2,550   | 1,600          | ( <b>BBtue/d</b> )<br>1,627 | 1,407          | 1,631          | ( <b>Mgal/d</b> )<br>1,726 | 1,604          |
| South Louisiana<br>Other areas(1) | ` '                  | 1,600<br>1,180 | `                           | 1,407<br>2,513 | 1,631<br>2,460 |                            | 1,604<br>5,134 |

(1) During 2002, 2003 and 2004, we sold a substantial amount of our midstream assets to GulfTerra and Enterprise. Included in the volume and sales columns is activity through the sale date for the assets which were sold. In January 2005, we sold to Enterprise the membership interests in two subsidiaries that own and operate natural gas gathering systems and the Indian Springs gathering and processing facilities.

General and Limited Partner Interests in Enterprise Products Partners, L.P. During 2003, and through September 2004, we held significant interests in GulfTerra Energy Partners, L.P. In September 2004, GulfTerra merged with Enterprise Products Partners, and we sold our ownership interests in GulfTerra along with our interests in processing assets in South Texas in exchange for cash, a 9.9 percent general partner interest in Enterprise, and 13.5 million units in Enterprise. In January 2005, we sold all of our interests in Enterprise and its general partner for cash.

Regulatory Environment. Some of our operations, owned directly or through equity investments, are subject to regulation by the Railroad Commission of Texas under the Texas Utilities Code and the Common Purchaser Act of the Texas Natural Resources Code. Field Services files the appropriate rate tariffs and operates under the applicable rules and regulations of the Railroad Commission.

In addition, some of our operations, owned directly or through equity investments, are subject to the Natural Gas Pipeline Safety Act of 1968, the Hazardous Liquid Pipeline Safety Act of 1979 and various environmental statutes and regulations. Each of our pipelines has continuing programs designed to keep the facilities in compliance with pipeline safety and environmental requirements, and we believe that these systems are in material compliance with the applicable requirements.

*Markets and Competition*. We compete with major interstate and intrastate pipeline companies in transporting natural gas and NGL. We also compete with major integrated energy companies, independent natural gas gathering and processing companies, natural gas marketers and oil and natural gas producers in gathering and processing natural gas and NGL. Competition for throughput and natural gas supplies is based on a number of factors, including price, efficiency of facilities, gathering system line pressures, availability of facilities near drilling and production activity,

customer service and access to favorable downstream markets.

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#### **Other Operations and Assets**

We currently have a number of other assets and businesses that are either included as part of our corporate activities or as discontinued operations.

## Corporate Activities

Our corporate operations include our general and administrative functions as well as a telecommunications business, a telecommunications facility in Chicago and various other contracts and assets, including those related to our financial services, petroleum ship charter and LNG operations, all of which are insignificant to our results in 2004.

## Discontinued Operations

Our discontinued operations consist of our petroleum markets business and international natural gas and oil production operations, primarily in Canada.

#### **Environmental**

A description of our environmental activities is included in Notes to Consolidated Financial Statements, Note 17, and is incorporated herein by reference.

## **Employees**

As of March 23, 2005, we had approximately 6,400 full-time employees, of which 362 employees in Brazil are subject to collective bargaining arrangements.

## **Properties**

A description of our properties is included under Business beginning on page 70.

We believe that we have satisfactory title to the properties owned and used in our businesses, subject to liens for taxes not yet payable, liens incident to minor encumbrances, liens for credit arrangements and easements and restrictions that do not materially detract from the value of these properties, our interests in these properties, or the use of these properties in our businesses. We believe that our properties are adequate and suitable for the conduct of our business in the future.

## **Legal Proceedings**

Details of the cases listed below, as well as a description of our other legal proceedings are included in Notes to Consolidated Financial Statements, Note 17, and is incorporated herein by reference.

The purported shareholder class actions filed in the U.S. District Court for the Southern District of Texas, Houston Division, are: Marvin Goldfarb, et al v. El Paso Corporation, William Wise, H. Brent Austin, and Rodney D. Erskine, filed July 18, 2002; Residuary Estate Mollie Nussbacher, Adele Brody Life Tenant, et al v. El Paso Corporation, William Wise, and H. Brent Austin, filed July 25, 2002; George S. Johnson, et al v. El Paso Corporation, William Wise, and H. Brent Austin, filed July 29, 2002; Renneck Wilson, et al v. El Paso Corporation, William Wise, H. Brent Austin, and Rodney D. Erskine, filed August 1, 2002; and Sandra Joan Malin Revocable Trust, et al v. El Paso Corporation, William Wise, H. Brent Austin, and Rodney D. Erskine, filed August 15, 2002; Paul C. Scott, et al v. El Paso Corporation, William Wise, H. Brent Austin, and Rodney D. Erskine, filed August 22, 2002; Brenda Greenblatt, et al v. El Paso Corporation, William Wise, H. Brent Austin, and Rodney D. Erskine, filed August 23, 2002; Stefanie Beck, et al v. El Paso Corporation, William Wise, H. Brent Austin, and Rodney D. Erskine, filed September 13,

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2002; The Ezra Charitable Trust, et al v. El Paso Corporation, William Wise, Rodney D. Erskine and H. Brent Austin, filed October 4, 2002. The purported shareholder class actions relating to our reserve restatement filed in the U.S. District Court for the Southern District of Texas, Houston Division, which have now been consolidated with the above referenced purported shareholder class actions, are: James Felton v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee and D. Dwight Scott; Sinclair Haberman v. El Paso Corporation, Ronald Kuehn, Jr., and William Wise; Patrick Hinner v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee, D. Dwight Scott and William Wise; Stanley Peltz v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee and D. Dwight Scott; Yolanda Cifarelli v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee and D. Dwight Scott; Andrew W. Albstein v. El Paso Corporation, William Wise; George S. Johnson v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee, and D. Dwight Scott; Robert Corwin v. El Paso Corporation, Mark Leland, Brent Austin; Ronald Kuehn, Jr., D. Dwight Scott and William Wise; Michael Copland v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee and D. Dwight Scott; Leslie Turbowitz v. El Paso Corporation, Mark Leland, Brent Austin, Ronald Kuehn, Jr., D. Dwight Scott and William Wise; David Sadek v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee, D. Dwight Scott; Stanley Sved v. El Paso Corporation, Ronald Kuehn, Jr., and William Wise; Nancy Gougler v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee and D. Dwight Scott; William Sinnreich v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee, D. Dwight Scott and William Wise; Joseph Fisher v. El Paso Corporation, Ronald Kuehn, Jr., Douglas Foshee, D. Dwight Scott and William Wise; and Glickenhaus & Co. v. El Paso Corporation, Rod Erskine, Ronald Kuehn, Jr., Brent Austin, William Wise, Douglas Foshee and D. Dwight Scott; Haberman v. El Paso Corporation et al and Thompson v. El Paso Corporation et al. The purported shareholder action filed in the Southern District of New York is IRA F.B.O. Michael Conner et al v. El Paso Corporation, William Wise, H. Brent Austin, Jeffrey Beason, Ralph Eads, D. Dwight Scott, Credit Suisse First Boston, J.P. Morgan Securities, filed October 25, 2002.

The stayed shareholder derivative actions filed in the United States District Court for the Southern District of Texas, Houston Division are *Grunet Realty Corp. v. William A. Wise, Byron Allumbaugh, John Bissell, Juan Carlos Braniff, James Gibbons, Anthony Hall Jr., Ronald Kuehn Jr., J. Carleton MacNeil Jr., Thomas McDade, Malcolm Wallop, Joe Wyatt and Dwight Scott, filed August 22, 2002, and Russo v. William Wise, Brent Austin, Dwight Scott, Ralph Eads, Ronald Kuehn, Jr., Douglas Foshee, Rodney Erskine, PricewaterhouseCoopers and El Paso Corporation filed in September 2004. The consolidated shareholder derivative action filed in Houston is John Gebhart and Marilyn Clark v. El Paso Natural Gas, El Paso Merchant Energy, Byron Allumbaugh, John Bissell, Juan Carlos Braniff, James Gibbons, Anthony Hall Jr., Ronald Kuehn, Jr., J. Carleton MacNeil, Jr., Thomas McDade, Malcolm Wallop, William Wise, Joe Wyatt, Ralph Eads, Brent Austin and John Somerhalder filed in November 2002. The stayed shareholder derivative lawsuit filed in Delaware is Stephen Brudno et al v. William A. Wise et al filed in October 2002.* 

## **Environmental Proceedings**

Kentucky PCB Project. In November 1988, the Kentucky Natural Resources and Environmental Protection Cabinet filed a complaint in a Kentucky state court alleging that TGP discharged pollutants into the waters of the state and disposed of PCBs without a permit. The agency sought an injunction against future discharges, an order to remediate or remove PCBs and a civil penalty. TGP entered into interim agreed orders with the agency to resolve many of the issues raised in the complaint. The relevant Kentucky compressor stations are being remediated under a 1994 consent order with the Environmental Protection Agency (EPA). Despite TGP s remediation efforts, the agency may raise additional technical issues or seek additional remediation work and/or penalties in the future.

Toca Air Permit Violation. In June 2003, SNG notified the Louisiana Department of Environmental Quality (LDEQ) that it had discovered possible compliance issues with respect to operations at its Toca Compressor Station. In December 2003, LDEQ issued a Consolidated Compliance Order and Notice of Potential Penalty. SNG s Toca Compressor Station will invest an estimated \$6 million to upgrade the station s environmental controls in 2005. SNG filed a revised permit application and plan for compliance in January 2004 and paid a penalty of \$66,000, resolving the matter.

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Shoup Natural Gas Processing Plant. On December 16, 2003, El Paso Field Services, L.P. received a Notice of Enforcement (NOE) from the Texas Commission on Environmental Quality (TCEQ) concerning alleged Clean Air Act violations at its Shoup, Texas plant. The alleged violations pertained to exceeding the emission limit, testing, reporting, and recordkeeping issues in 2001. On December 29, 2004, TCEQ issued an Executive Director s Preliminary Report and Petition revising the allegations from the NOE and seeking a penalty of \$419,650. We have answered the Petition, disputing the alleged violations and the proposed penalty.

Corpus Christi Refinery Air Violations. On March 18, 2004, the Texas Commission on Environmental Quality issued an Executive Director's Preliminary Report and Petition seeking \$645,477 in penalties relating to air violations alleged to have occurred at our former Corpus Christi, Texas refinery from 1996 to 2000. We filed a hearing request to protect our procedural rights. Pursuant to discussions on March 16, 2005, the parties have reached an agreement in principle to resolve the allegations for \$272,097. The parties are drafting the final settlement document formalizing the agreement.

Coastal Eagle Point Air Issues. Pursuant to the EPA s Petroleum Refinery Initiative, our former Eagle Point refinery resolved certain claims of the U.S. and the State of New Jersey in a Consent Decree entered in December 2003. The Eagle Point refinery will invest an estimated \$3 million to \$7 million to upgrade the plant s environmental controls by 2008. The Eagle Point Refinery was sold in January 2004. We will share certain future costs associated with implementation of the Consent Decree pursuant to the Purchase and Sale Agreement. On April 1, 2004, the New Jersey Department of Environmental Protection issued an Administrative Order and Notice of Civil Administrative Penalty Assessment seeking \$183,000 in penalties for excess emission events that occurred during the fourth quarter of 2003, prior to the sale. We have filed an administrative appeal contesting the penalty.

St. Helens. On November 11, 2003, our St. Helens, Oregon chemical plant discovered a release of ammonia at the facility and reported the release to the National Response Center and state and local contacts on November 12, 2003. On December 3, 2003, the St. Helens plant was sold to Dyno Nobel, Inc. On April 21, 2004, the EPA issued a demand to El Paso Merchant Energy Petroleum Company for penalties for alleged reporting violations. We responded to the EPA s demand, and we have fully resolved the alleged violations by paying a penalty of \$50,345 and conducting a supplemental project costing \$59,581.

*Natural Buttes.* On May 19, 2003, we met with the EPA to discuss potential prevention of significant deterioration violations due to a de-bottlenecking modification at Colorado Interstate Gas Company s facility. The EPA issued an Administrative Compliance Order. We are in negotiations with the EPA as to the appropriate penalty and have reserved our anticipated settlement amount.

Air Permit Violation. In March 2003, the Louisiana Department of Environmental Quality (LDEQ) issued a Consolidated Compliance Order and Notice of Potential Penalty to our subsidiary, El Paso Production Company, alleging that it failed to timely obtain air permits for specified oil and gas facilities. El Paso Production Company requested an adjudicatory hearing on the matter. The hearing has been stayed by agreement to allow El Paso Production Company and LDEQ time to possibly settle this matter. Negotiations are on-going for resolving this matter.

# MARKET PRICE OF AND DIVIDENDS ON THE COMMON STOCK AND RELATED STOCKHOLDER MATTERS

Our common stock is traded on the New York Stock Exchange under the symbol EP. As of May 5, 2005, we had 48,364 stockholders of record, which does not include beneficial owners whose shares are held by a clearing agency, such as a broker or bank.

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The following table reflects the quarterly high and low sales prices for our common stock based on the daily composite listing of stock transactions for the New York Stock Exchange and the cash dividends we declared in each quarter:

|                                      | Hig   | gh      | Low        |    | idends |
|--------------------------------------|-------|---------|------------|----|--------|
|                                      |       | (F      | Per share) |    |        |
| 2005                                 |       |         |            |    |        |
| Second Quarter (through May 5, 2005) | \$ 10 | ).79 \$ | 9.30       |    |        |
| First Quarter                        | 13    | 3.15    | 10.01      |    | 0.04   |
| 2004                                 |       |         |            |    |        |
| Fourth Quarter                       | \$ 11 | 1.85 \$ | 8.42       | \$ | 0.04   |
| Third Quarter                        | g     | 9.20    | 7.37       |    | 0.04   |
| Second Quarter                       | 7     | 7.95    | 6.58       |    | 0.04   |
| First Quarter                        | g     | 9.88    | 6.57       |    | 0.04   |
| 2003                                 |       |         |            |    |        |
| Fourth Quarter                       | \$ 8  | 3.29 \$ | 5.97       | \$ | 0.04   |
| Third Quarter                        | 8     | 3.95    | 6.51       |    | 0.04   |
| Second Quarter                       | g     | 9.89    | 5.85       |    | 0.04   |
| First Quarter                        | 10    | 0.30    | 3.33       |    | 0.04   |

Future dividends will be payable only when, as and if declared by our Board of Directors and will be dependent on business conditions, earnings, our cash requirements and other relevant factors.

## **Odd-lot Sales Program**

We have an odd-lot stock sales program available to stockholders who own fewer than 100 shares of our common stock. This voluntary program offers these stockholders a convenient method to sell all of their odd-lot shares at one time without incurring any brokerage costs. We also have a dividend reinvestment and common stock purchase plan available to all of our common stockholders of record. This voluntary plan provides our stockholders a convenient and economical means of increasing their holdings in our common stock. Neither the odd-lot program nor the dividend reinvestment and common stock purchase plan have a termination date; however, we may suspend either at any time. You should direct your inquiries to Fleet National Bank, care of EquiServe, our exchange agent at 1-877-453-1503.

#### **Equity Compensation Plan Information**

The following table provides information concerning equity compensation plans as of December 31, 2004, that have been approved by stockholders and equity compensation plans that have not been approved by stockholders. The table includes (a) the number of securities to be issued upon exercise of options, warrants and rights outstanding under the equity compensation plans, (b) the weighted-average exercise price of all

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outstanding options, warrants and rights and (c) additional shares available for future grants under all of El Paso s equity compensation plans.

|  | (a)   | <b>(b)</b>  | (c)   |
|--|---|---|---|
| Plan Category  | Number of Securities to be Issued upon Exercise of Outstanding Options, Warrants and Rights (1) | Weighted-Average  Exercise  Price of  Outstanding  Options,  Warrants  and Rights | Number of Securities Remaining Available for Future Issuance under Equity Compensation Plans (Excluding Securities Reflected in Column (a)) |
| Equity compensation plans approved by stockholders     | 6,624,686   | \$ 28.07  | 4,537,843(2)  |
| Equity compensation plans not approved by stockholders | 24,954,615  | \$ 47.00  | 25,804,722(3)   |
| Total  | 31,579,301  |   | 30,342,565  |

- (1) Column (a) does not include 2,344,277 shares with a weighted-average exercise price of \$38.62 per share which were assumed by El Paso under the Executive Award Plan of Sonat Inc. as a result of the merger with Sonat in October 1999. The Executive Award Plan of Sonat Inc. has been terminated and no future awards can be made under it.
- (2) In column (c), equity compensation plans approved by stockholders include 2,831,050 shares available for future issuance under the Employee Stock Purchase Plan.
- (3) In column (c), equity compensation plans not approved by stockholders include 77,568 shares available for future awards granted under the Restricted Stock Award Plan for Management Employees.

If the stockholders approve the Board's proposal to adopt the El Paso Corporation 2005 Omnibus Incentive Compensation Plan, it will replace all existing stockholder approved and non-stockholder approved plans, which are reflected above in the equity compensation plan table and further described below. If the new plan is approved, we will cancel all remaining shares available for grant under these plans and will not make any further grants from these plans.

#### **Stockholder Approved Plans**

2001 Omnibus Incentive Compensation Plan. This plan provides for the grant to officers and key employees of El Paso and its subsidiaries of stock options, stock appreciation rights, limited stock appreciation rights, performance

units and restricted stock. A maximum of 6,000,000 shares in the aggregate may be subject to awards under this plan. The plan administrator designates which employees are eligible to participate, the amount of any grant and the terms and conditions (not otherwise specified in the plan) of such grant. If a change in control (defined in substantially the same manner as under the Key Executive Severance Protection Plan) of El Paso occurs: (1) all outstanding stock options become fully exercisable; (2) stock appreciation rights and limited stock appreciation rights become immediately exercisable; (3) designated amounts of performance units become fully vested; (4) all restrictions placed on awards of restricted stock automatically lapse; and (5) the current year s target bonus amount becomes payable for each officer participating in the plan within 30 days, assuming target levels of performance were achieved by El Paso and the officer for the year in which the change in control occurs, or the prior year if target levels have not been established for the current year, except that no bonus amounts will become payable in connection with a change in control that results solely from a change to the Board of Directors of El Paso. The plan generally may be amended or terminated at any time. Any amendment following a change in control that impairs participants—rights requires participant consent.

1999 Omnibus Incentive Compensation Plan and 1995 Omnibus Compensation Plan Terminated Plans. These plans provided for the grant to eligible officers and key employees of El Paso and its subsidiaries of stock options, stock appreciation rights, limited stock appreciation rights, performance units

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and restricted stock. These plans have been replaced by the 2001 Omnibus Incentive Compensation Plan. Although these plans have been terminated with respect to new grants, certain stock options and shares of restricted stock remain outstanding under them. If a change in control of El Paso occurs, all outstanding stock options become fully exercisable and restrictions placed on restricted stock lapse. For purposes of the plans, the term change in control has substantially the same meaning given such term in the Key Executive Severance Protection Plan.

# **Non-Stockholder Approved Plans**

Strategic Stock Plan. This plan is an equity compensation plan that has not been approved by the stockholders. This plan provides for the grant of stock options, stock appreciation rights, limited stock appreciation rights and shares of restricted stock to non-employee members of the Board of Directors, officers and key employees of El Paso and its subsidiaries primarily in connection with El Paso s strategic acquisitions. A maximum of 4,000,000 shares in the aggregate may be subject to awards under this plan. The plan administrator determines which employees are eligible to participate, the amount of any grant and the terms and conditions (not otherwise specified in the plan) of such grant. If a change in control, as defined earlier under the Key Executive Severance Protection Plan, of El Paso occurs: (1) all outstanding stock options become fully exercisable; (2) stock appreciation rights and limited stock appreciation rights become immediately exercisable; and (3) all restrictions placed on awards of restricted stock automatically lapse. The plan generally may be amended or terminated at any time, provided that no amendment or termination may impair participants—rights under the plan.

Restricted Stock Award Plan for Management Employees. This plan is an equity compensation plan which has not been approved by the stockholders. The plan provides for the granting of restricted shares of El Paso s common stock to management employees (other than executive officers and directors) of El Paso and its subsidiaries for specific accomplishments beyond that which are normally expected and which will have a significant and measurable impact on the long-term profitability of El Paso. A maximum of 100,000 shares in the aggregate may be subject to awards under this plan. The plan administrator designates which employees are eligible to participate, the amount of any grant and the terms and conditions (not otherwise specified in the plan) of such grant. The plan generally may be amended or terminated at any time, provided that no amendment or termination may impair participants rights under the plan.

Omnibus Plan for Management Employees. This plan is an equity compensation plan which has not been approved by the stockholders. This plan provides for the grant of stock options, stock appreciation rights, limited stock appreciation rights and shares of restricted stock to salaried employees (other than employees covered by a collective bargaining agreement) of El Paso and its subsidiaries. A maximum of 58,000,000 shares in the aggregate may be subject to awards under this plan. If a change in control, as defined earlier under the Key Executive Severance Protection Plan, of El Paso occurs: (1) all outstanding stock options become fully exercisable; (2) stock appreciation rights and limited stock appreciation rights become immediately exercisable; and (3) all restrictions placed on awards of restricted stock automatically lapse. The plan generally may be amended or terminated at any time, provided that no amendment or termination may impair participants rights under the plan.

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## **DIRECTORS AND EXECUTIVE OFFICERS**

Our directors and executive officers as of May 1, 2005, are listed below. Prior to August 1, 1998, all references to El Paso refer to positions held with El Paso Natural Gas Company.

|                      |  | Officer/<br>Director |     |
|----------------------|--|----------------------|-----|
| Name                 | Office   | Since                | Age |
| Douglas L. Foshee    | President and Chief Executive Officer of El Paso,<br>Director  | 2003                 | 45  |
| D. Dwight Scott      | Executive Vice President and Chief Financial Officer of El Paso                                      | 2002                 | 41  |
| Robert W. Baker      | Executive Vice President and General Counsel of El Paso  | 1996                 | 48  |
| Lisa A. Stewart      | Executive Vice President of El Paso and President of El Paso Production and Non-Regulated Operations | 2004                 | 47  |
| Ronald L. Kuehn, Jr. | Chairman of the Board  | 1999                 | 69  |
| John M. Bissell      | Director   | 2001                 | 73  |
| Juan Carlos Braniff  | Director   | 1997                 | 47  |
| James L. Dunlap      | Director   | 2003                 | 67  |
| Robert W. Goldman    | Director   | 2003                 | 62  |
| Anthony W. Hall, Jr. | Director   | 2001                 | 60  |
| Thomas R. Hix        | Director   | 2004                 | 57  |
| William H. Joyce     | Director   | 2004                 | 69  |
| J. Michael Talbert   | Director   | 2003                 | 58  |
| John L. Whitmire     | Director   | 2003                 | 64  |
| Joe B. Wyatt         | Director   | 1999                 | 69  |

Douglas L. Foshee has been President, Chief Executive Officer, and a Director of El Paso since September 2003. Mr. Foshee became Executive Vice President and Chief Operating Officer of Halliburton Company in 2003, having joined that company in 2001 as Executive Vice President and Chief Financial Officer. In December 2003, several subsidiaries of Halliburton, including DII Industries and Kellogg Brown & Root, filed for bankruptcy protection, whereby the subsidiaries jointly resolved their asbestos claims. Prior to assuming his position at Halliburton, Mr. Foshee was President, Chief Executive Officer, and Chairman of the Board at Nuevo Energy Company. From 1993 to 1997, Mr. Foshee served Torch Energy Advisors Inc. in various capacities, including Chief Operating Officer and Chief Executive Officer.

D. Dwight Scott has been Executive Vice President and Chief Financial Officer of El Paso since October 2002. Mr. Scott served as Senior Vice President of Finance and Planning for El Paso from July 2002 to September 2002. Mr. Scott was Executive Vice President of Power for El Paso Merchant Energy from December 2001 to June 2002, and he served as Chief Financial Officer of El Paso Global Networks from October 2000 to November 2001. Prior to that, he served as a managing director in the energy investment banking practice of Donaldson, Lufkin and Jenrette.

*Robert W. Baker* has been Executive Vice President and General Counsel of El Paso since January 2004. From February 2003 to December 2003, he served as Executive Vice President of El Paso and President of El Paso Merchant Energy. He was Senior Vice President and Deputy General Counsel of El Paso from January 2002 to February 2003. Prior to that time he held various positions in the legal department of Tenneco Energy and El Paso since 1983.

*Lisa A. Stewart* has been an Executive Vice President of El Paso since November 2004, and President of El Paso Production and Non-Regulated Operations since February 2004. Ms. Stewart was Executive Vice

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President of Business Development and Exploration and Production Services for Apache Corporation from 1995 to February 2004. From 1984 to 1995, Ms. Stewart worked in various positions for Apache Corporation.

John M. Bissell has served as a director since 2001. He is currently a member of our Finance Committee and of our Compensation Committee. Mr. Bissell served as our Lead Director from March 2003 to December 2003. Mr. Bissell served as director of The Coastal Corporation from 1985 to January 2001. During the past six years, Mr. Bissell has been the Chairman of the Board of BISSELL Inc., and he has served in various executive capacities at BISSELL Inc. since 1966. Mr. Bissell served as a director of American Natural Resources Company, parent holding company of ANR Pipeline Company, from May 1983 to June 1996, at which time there was a reduction in the number of directors and he did not stand for re-election. Mr. Bissell has reached the mandatory retirement age for our directors and will not stand for re-election at our next annual stockholders meeting.

Juan Carlos Braniff has served as a director since 1997. He is currently the Chairman of our Audit Committee and a member of our Finance Committee. Mr. Braniff has been a business consultant since January 2004. He served as Vice Chairman of Grupo Financíero BBVA Bancomer from October 1999 to January 2004, as Deputy Chief Executive Officer of Retail Banking from September 1994 to October 1999 and as Executive Vice President of Capital Investments and Mortgage Banking from December 1991 to September 1994.

James L. Dunlap has served as a director since 2003. He is currently a member of our Compensation Committee and of our Governance & Nominating Committee. Mr. Dunlap s primary occupation has been as a business consultant since 1999. He served as Vice Chairman, President and Chief Operating Officer of Ocean Energy/ United Meridian Corporation from 1996 to 1999. He was responsible for exploration and production and the development of the international exploration business. For 33 years prior to that date, Mr. Dunlap served Texaco, Inc. in various positions, including Senior Vice President, President of Texaco USA, President and Chief Executive Officer of Texaco Canada Inc. and Vice Chairman of Texaco Ltd., London. Mr. Dunlap is currently a member of the board of directors of Massachusetts Mutual Life Insurance Company, a trustee of the Nantucket Conservation Foundation, a trustee of the Culver Educational Foundation and a member of the Corporation of the Woods Hole Oceanographic Institution.

Robert W. Goldman has served as a director since 2003. He is currently the Chairman of our Finance Committee and a member of our Audit Committee. Mr. Goldman s primary occupation has been as a business consultant since October 2002. He served as Senior Vice President, Finance and Chief Financial Officer of Conoco Inc. from 1998 to 2002 and Vice President, Finance from 1991 to 1998. For more than five years prior to that date, he held various executive positions with Conoco Inc. and E.I. Du Pont de Nemours & Co., Inc. Mr. Goldman was also formerly Vice President and Controller of Conoco Inc. and Chairman of the Accounting Committee of the American Petroleum Institute. He is currently Vice President, Finance of the World Petroleum Council, and a member of the board of directors of Tesoro Corporation and the Executive Committee of the board of The Alley Theatre.

Anthony W. Hall, Jr. has served as a director since 2001. He is currently the Chairman of our Governance & Nominating Committee and a member of our Health, Safety & Environmental Committee. Mr. Hall has been Chief Administrative Officer of the City of Houston since January 2004. He served as the City Attorney for the City of Houston from March 1998 to January 2004. He served as a director of The Coastal Corporation from August 1999 to January 2001. Prior to March 1998, Mr. Hall was a partner in the Houston law firm of Jackson Walker, LLP. He is a director of Houston Endowment Inc. and Chairman of the Boulé Foundation.

Thomas R. Hix has served as a director since 2004. He is currently a member of our Audit Committee and of our Finance Committee. Mr. Hix has been a business consultant since January 2003. He served as Senior Vice President of Finance and Chief Financial Officer of Cooper Cameron Corporation from January 1995 to January 2003. From September 1993 to April 1995, Mr. Hix served as Senior Vice President of Finance, Treasurer and Chief Financial Officer of The Western Company of North America. Mr. Hix is a member of the board of directors of The Offshore Drilling Company and Health Care Service Corporation.

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William H. Joyce has served as a director since 2004. He is currently a member of our Governance & Nominating Committee and of our Health, Safety & Environmental Committee. Dr. Joyce has been Chairman of the Board and Chief Executive Officer of Nalco Company since November 2003. From May 2001 to October 2003, he served as Chief Executive Officer of Hercules Inc. In 2001, Dr. Joyce served as Vice Chairman of the Board of Dow Chemical Corporation following its merger with Union Carbide Corporation. Dr. Joyce was named Chief Executive Officer of Union Carbide Corporation in 1995 and Chairman of the Board in 1996. Prior to 1995, Dr. Joyce served in various positions with Union Carbide. Dr. Joyce is a director of CVS Corporation and Celanese Corporation.

Ronald L. Kuehn, Jr. is currently the Chairman of our Board of Directors. Mr. Kuehn was Chairman of the Board and Chief Executive Officer from March 2003 to September 2003. From September 2002 to March 2003, Mr. Kuehn was the Lead Director of El Paso. From January 2001 to March 2003, he was a business consultant. Mr. Kuehn served as non-executive Chairman of the Board of El Paso from October 25, 1999 to December 31, 2000. Mr. Kuehn served as President and Chief Executive Officer of Sonat Inc. from June 1984 until his retirement on October 25, 1999. He was Chairman of the Board of Sonat Inc. from April 1986 until his retirement. He is a director of AmSouth Bancorporation, Praxair, Inc. and The Dun & Bradstreet Corporation.

*J. Michael Talbert* has served as a director since 2003. He is currently a member of our Compensation Committee and of our Health, Safety & Environmental Committee. Mr. Talbert has been Chairman of the Board of Transocean Inc. since October 2002. He served as Chief Executive Officer of Transocean Inc. and its predecessor companies from 1994 until October 2002, and has been a member of its board of directors since 1994. He served as President and Chief Executive Officer of Lone Star Gas Company from 1990 to 1994. He served as President of Texas Oil & Gas Company from 1987 to 1990, and served in various positions at Shell Oil Company from 1970 to 1982. Mr. Talbert is a director of The Offshore Drilling Company. Mr. Talbert is a past Chairman of the National Ocean Industries Association and a member of the University of Akron s College of Engineering Advancement Council.

John L. Whitmire has served as a director since 2003. He currently serves as Chairman of our Health, Safety & Environmental Committee and as a member of our Audit Committee. Mr. Whitmire has been Chairman of CONSOL Energy, Inc. since 1999. He served as Chairman and Chief Executive Officer of Union Texas Petroleum Holdings, Inc. from 1996 to 1998, and spent over 30 years serving Phillips Petroleum Company in various positions including Executive Vice President of Worldwide Exploration and Production from 1992 to 1996 and Vice President of North American Exploration and Production from 1988 to 1992. He also served as a member of the Phillips Petroleum Company Board of Directors from 1994 to 1996. He is a member of the board of directors of GlobalSantaFe Inc.

Joe B. Wyatt has served as a director since 1999. He is currently the Chairman of our Compensation Committee and a member of our Governance & Nominating Committee. Mr. Wyatt has been Chancellor Emeritus of Vanderbilt University since August 2000. For eighteen years prior to that date, he served as Chancellor, Chief Executive Officer and Trustee of Vanderbilt University. Prior to joining Vanderbilt University, Mr. Wyatt was a member of the faculty and Vice President of Harvard University. From 1984 until October 1999, Mr. Wyatt was a director of Sonat Inc. He is a director of Ingram Micro, Inc. and Hercules, Inc. He is a principal of the Washington Advisory Group and Chairman of the Universities Research Association.

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## **EXECUTIVE COMPENSATION**

This table and narrative text discusses the compensation paid in 2004, 2003 and 2002 to our Chief Executive Officer and our four other most highly compensated executive officers. The compensation reflected for each individual was for their services provided in all capacities to El Paso and its subsidiaries. This table also identifies the principal capacity in which each of the executives named in this prospectus served El Paso at the end of 2004.

# **Summary Compensation Table**

# **Long-Term Compensation**

|   |                                     | <b>Annual Compensation</b> |          |         |                                 |          | Awards                       |                               |          | Payouts                                |          |                  |
|---|-------------------------------------|----------------------------|----------|---------|---------------------------------|----------|------------------------------|-------------------------------|----------|--|----------|------------------|
|   |                                     | Salary                     |          | Bonus   | Other<br>Annual<br>Compensation |          | estricted<br>Stock<br>Awards | Securities Underlying Options | Iı       | ng-Term<br>ncentive<br>Plan<br>Payouts | A        | All Other        |
| Name and<br>Principal<br>Position           | Year                                | (\$)(1)                    |          | (\$)    | (\$)(2)                         |          | (\$)(3)                      | (#)                           |          | (\$)(4)                                |          | (\$)(5)          |
| Douglas L.<br>Foshee(6)<br>President and    | <ul><li>2004</li><li>2003</li></ul> | \$ 630,000                 | \$ 1     | ,250,00 | 0 5                             | \$ 1     | ,320,000                     | 375,000                       | \$       | 180,500                                | \$       | 51,750           |
| Chief<br>Executive<br>Officer               | 2004                                | \$ 297,115                 | \$       | 600,00  | 0                               | \$       |                              | 1,000,000                     | \$       |  | \$       | 1,758,913        |
| John W. Somerhalder II(7 Executive Vice     | 2004<br>7)<br>2003                  | \$ 642,000                 | \$       | 684,73  | 5 5                             | \$       | 492,800                      | 140,000                       | \$       |  | \$       | 46,500           |
| President                                   | 2002                                | \$ 617,500<br>\$ 600,000   | \$<br>\$ | 750,00  |                                 | \$<br>\$ |                              |                               | \$<br>\$ | 215,850                                | \$<br>\$ | 14,250<br>81,926 |
| Lisa A. Stewart(8) Executive Vice President | 2004                                | \$ 458,337                 | \$       | 441,60  | 4 5                             | \$ 1     | ,077,600                     | 295,000                       | \$       |  | \$       | 316,250          |
| D. Dwight<br>Scott<br>Executive<br>Vice     | <ul><li>2004</li><li>2003</li></ul> | \$ 453,929                 | \$       | 498,64  | 4 5                             | \$       | 739,200                      | 210,000                       | \$       | 261,300                                | \$       | 42,825           |
| President<br>and Chief<br>Financial         | 2002                                | \$ 517,504                 | \$       | 750,00  | 0 8                             | \$       |                              |                               | \$       |  | \$       | 511,775          |
| Officer<br>Robert W.                        | 2004                                | \$ 387,504                 | \$       |         |                                 | \$       |                              |                               | \$       |  | \$       | 71,108           |
| Baker<br>Executive<br>Vice                  | 2003                                | \$ 404,004                 | \$       | 295,20  | 3                               | \$       | 492,800                      | 140,000                       | \$       | 97,350                                 | \$       | 25,658           |
| President                                   |                                     | \$ 360,837                 | \$       | 350,00  | 0 5                             | \$       |                              |                               | \$       |  | \$       | 10,500           |

and General 2002

Counsel \$250,008 \$ 50,000 \$ 36,000 \$ \$ 21,857

(1) The amount in this column for 2004 for Messrs. Foshee and Scott reflects a voluntary reduction in annual base salary. For a one-year period beginning on January 1, 2004, Mr. Foshee voluntarily reduced his annual base salary by 30 percent to \$630,000. Beginning on June 16, 2004, and for the remainder of 2004, Mr. Scott voluntarily reduced his annual base salary by 30 percent to \$379,404. In addition, the amount reflected in this column for 2004, 2003 and 2002 for Messrs. Somerhalder and Baker includes an amount for El Paso mandated reductions to fund certain charitable organizations.

(2) There were no amounts paid for other annual compensation in 2004. The amount reflected for Mr. Baker in 2002 is a \$36,000 perquisite and benefit allowance. During 2003, El Paso eliminated perquisite and benefit allowances for its officers and, except as noted, the total value of the perquisites and other personal benefits received by the other executives named in this proxy statement in 2003 and 2002 are not included in this column since they were below the SEC s reporting threshold.