EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 1995
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
Commission File Number 1-7850

SOUTHWEST GAS CORPORATION
(Exact name of registrant as specified in its charter)

California
(State or other jurisdiction of incorporation or organization)

88-0085720
(I.R.S. Employer Identification No.)

5241 Spring Mountain Road Post Office Box 98510
Las Vegas, Nevada 89193-8510
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (702) 876-7237

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes $X \quad$ No
$\qquad$

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of the latest practicable date.

Common Stock, \$1 Par Value $23,581,568$ shares as of May 10,1995

## ITEM 1. FINANCIAL STATEMENTS

The condensed consolidated financial statements included herein have been prepared by Southwest Gas Corporation (the Company), without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. In the opinion of management, all adjustments, consisting of normal recurring items necessary for a fair presentation of the results for the interim periods, have been made. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations. It is suggested that these condensed consolidated financial statements be read in conjunction with the financial statements and the notes thereto included in the Company's 1994 Annual Report on Form 10-K.

## ASSETS

Cash and cash equivalents
Debt securities available for sale
Debt securities held to maturity (fair value of $\$ 97,661$ and $\$ 99,403$ )
Loans receivable, net of allowance for estimated losses of $\$ 18,105$ and $\$ 17,659$
Loans receivable held for sale (fair value of $\$ 1,733$ and $\$ 2,135$ )
Receivables, less reserves for uncollectibles
Gas utility property, net of accumulated depreciation
Other property, net of accumulated depreciation
Excess of cost over net assets acquired
Other assets
$\$ \quad 151,378$

99,772
980,348
1,711
71,872
1,053,556
36,670
64,675
123,865
$\$ \quad 3,095,417$
===========

LIABILITIES \& STOCKHOLDERS' EQUITY

Deposits
Securities sold under agreements to repurchase Deferred income taxes and tax credits, net
Accounts payable and other accrued liabilities
Short-term debt
Long-term debt, including current maturities

Preferred stock, including current maturities

Common stock
Authorized - 30,000,000 shares
Issued and outstanding - 21,527,834 shares and 21,281,717 shares
Additional paid-in capital
Unrealized loss, net of tax, on debt securities available for sale Retained earnings

| $\$ 1,255,993$ | $\$$ |
| ---: | ---: |
| 214,674 | $1,239,949$ |
| 128,599 | 281,935 |
| 217,749 | 133,531 |
| 70,000 | 208,691 |
| 844,821 | 92,000 |
| ----------- | 790,798 |
| $2,731,836$ | ---------- |
| ----------- | $2,746,904$ |

4,000
$\qquad$

|  | 23,158 |  | 22,912 |
| :---: | :---: | :---: | :---: |
|  | 276,576 |  | 273,217 |
|  | $(2,703)$ |  | $(9,467)$ |
|  | 62,550 |  | 52,427 |
|  | 359,581 |  | 339,089 |
| \$ | 3,095,417 | \$ | 3,089,993 |

The accompanying notes are an integral part of these statements.

SOUTHWEST GAS CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME (In thousands, except per share amounts)
(Unaudited)

|  | THREE MONTHS ENDED MARCH 31, |  |  |  | TWELVE MONTHS ENDED MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  | 1995 |  | 1994 |  |
| Operating revenues: |  |  |  |  |  |  |  |  |
| Gas operating revenues | \$ | 203,521 | \$ | 207,369 | \$ | 595,492 | \$ | 564,025 |
| Financial services interest income |  | 33,211 |  | 28,045 |  | 123,600 |  | 124,373 |
| Other |  | 2,156 |  | 3,741 |  | 8,597 |  | 20,037 |
|  |  | 238,888 |  | 239,155 |  | 727,689 |  | 708,435 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Net cost of gas purchased |  | 98,906 |  | 96,996 |  | 251,833 |  | 222,547 |
| Financial services interest expense, net |  | 18,429 |  | 14,049 |  | 64,170 |  | 66,885 |
| Operating expense |  | 43,568 |  | 41,231 |  | 172,118 |  | 165,626 |
| Maintenance expense |  | 7,892 |  | 6,739 |  | 31,351 |  | 28,448 |
| Provision for estimated credit losses |  | 1,710 |  | 1,848 |  | 7,255 |  | 7,709 |
| Depreciation, depletion and amortization |  | 17,064 |  | 16,062 |  | 66,032 |  | 63,895 |
| Taxes other than income taxes |  | 6,887 |  | 6,495 |  | 26,138 |  | 24,795 |
| Other |  | 4,491 |  | 4,281 |  | 17,615 |  | 25,435 |
|  |  | 198,947 |  | 187,701 |  | 636,512 |  | 605,340 |
| Operating income |  | 39,941 |  | 51,454 |  | 91,177 |  | 103,095 |
| Other income and (expenses): |  |  |  |  |  |  |  |  |
| Net interest deductions |  | $(15,731)$ |  | $(13,615)$ |  | $(59,451)$ |  | $(51,226)$ |
| Other income (deductions), net |  | 147 |  | (218) |  | (966) |  | $(14,569)$ |
|  |  | $(15,584)$ |  | $(13,833)$ |  | $(60,417)$ |  | $(65,795)$ |
| Income before income taxes |  | 24,357 |  | 37,621 |  | 30,760 |  | 37,300 |
| Income taxes |  | 9,712 |  | 14,911 |  | 12,523 |  | 16,310 |
| Net income |  | 14,645 |  | 22,710 |  | 18,237 |  | 20,990 |
| Preferred/preference stock dividend requirements |  | 95 |  | 139 |  | 467 |  | 674 |
| Net income applicable to common stock | \$ | 14,550 | \$ | 22,571 | \$ | 17,770 | \$ | 20,316 |
| Earnings per share of common stock | \$ | 0.68 | \$ | 1.07 | \$ | 0.84 | \$ | 0.98 |
| Dividends paid per share of common stock | \$ | 0.205 | \$ | 0.195 | \$ | 0.81 | \$ | 0.76 |
| Average number of common shares outstanding |  | 21,396 |  | 21,023 |  | 21,170 |  | 20,833 |

The accompanying notes are an integral part of these statements.

CASH FLOW FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to net
cash provided by operating activities:
Depreciation, depletion and amortization
Provision for estimated losses
Change in unrecovered purchased gas costs
Change in deferred income taxes
Change in deferred charges and credits
Change in noncash working capital
Other
Net cash provided by operating activities
CASH FLOW FROM INVESTING ACTIVITIES:
Construction expenditures
Loan originations, net of repayments
Sales of loans and loan servicing rights
Purchases of debt securities
Proceeds from sales of debt securities
Maturities and repayments of debt securities
Proceeds from sales of real estate acquired through foreclosure Proceeds from sale of Arizona assets and services Other

Net cash provided by (used in) investing activities
CASH FLOW FROM FINANCING ACTIVITIES:
Issuance of common stock
Dividends paid
Issuance of long-term debt
Retirement of long-term debt
Issuance (repayment) of short-term debt
Change in deposit accounts
Sale and assumption of Arizona deposit liabilities
Proceeds from repos/other borrowings
Repayment of repos/other borrowings
Other
Net cash provided by (used in) financing activities
Net change in cash and cash equivalents
Balance at beginning of period
Balance at end of period
Supplemental disclosures of cash flow information
Cash paid during the year for:
Interest, net of amounts capitalized
Income taxes, net of refunds

THREE MONTHS ENDED MARCH 31,

| 1995 | 1994 |
| :---: | :---: |

\$ $14,645 \quad \$ \quad 22,710$

| 17,064 | 16,062 |
| :---: | :---: |
| 1,710 | 1,848 |
| 21,432 | $(1,425)$ |
| $(8,577)$ | 444 |
| 3,342 | $(2,155)$ |
| 39,660 | 40,773 |
| (713) | $(1,715)$ |
| 88,563 | 76,542 |


| $(34,829)$ | $(30,866)$ |
| :---: | :---: |
| $(47,078)$ | $(61,567)$ |
| 3,850 | 17,921 |
| -- | $(50,987)$ |
| -- | 3,559 |


| 2,860 | 11,905 |
| ---: | ---: |
| $-{ }_{2}$ | 19 |


| $(46,919)$ | $(51,782)$ |
| :---: | :---: |



24,545
5,179 $\quad \$ \quad \begin{aligned} & 26,441 \\ & (3,650)\end{aligned}$

TWELVE MONTHS ENDED MARCH 31,


| \$ | 18,237 | \$ | 20,990 |
| :---: | :---: | :---: | :---: |
|  | 66,032 |  | 63,895 |
|  | 7,255 |  | 7,709 |
|  | 31,871 |  | $(26,232)$ |
|  | $(17,233)$ |  | 11,607 |
|  | 4,525 |  | 9,000 |
|  | 12,040 |  | 2,465 |
|  | 2,226 |  | 9,852 |
|  | 124,953 |  | 99,286 |
|  | $(148,552)$ |  | $(121,570)$ |
|  | $(140,535)$ |  | $(220,985)$ |
|  | 32,019 |  | 78,367 |
|  | $(245,362)$ |  | $(96,875)$ |
|  | 1,515 |  | 352,347 |
|  | 249,735 |  | 298,857 |
|  | 6,889 |  | 22,460 |
|  | -- |  | 6,718 |
|  | 3,484 |  | $(10,010)$ |
|  | $(240,807)$ |  | 309,309 |
|  | 7,867 |  | 7,301 |
|  | $(17,649)$ |  | $(16,567)$ |
|  | 150,900 |  | 97,909 |
|  | $(8,777)$ |  | $(46,484)$ |
|  | 27,000 |  | 43,000 |
|  | 21,403 |  | $(73,521)$ |
|  | -- |  | $(320,902)$ |
|  | 363,109 |  | 1,107,108 |
|  | $(388,382)$ |  | $(1,183,279)$ |
|  | $(4,935)$ |  | $(8,246)$ |
|  | 150,536 |  | $(393,681)$ |
|  | 34,682 |  | 14,914 |
|  | 116,696 |  | 101,782 |
| \$ | 151,378 | \$ | 116,696 |

71,768
$(1,293)$

The accompanying notes are an integral part of these statements.

Note 1 - Summarized Consolidated Financial Statement Data

Summarized consolidated financial statement data for PriMerit Bank is presented below:

## CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION <br> (Thousands of dollars)

(Unaudited)

| MARCH 31, | DECEMBER |
| :---: | :---: |
| 1995 | 1994 |

## ASSETS

Cash and due from banks
Cash equivalents
Debt securities available for sale
Debt securities held to maturity (fair value of $\$ 97,661$ and $\$ 99,403$ )
Loans receivable, net of allowance for estimated credit losses
of $\$ 18,105$ and $\$ 17,659$
Loans receivable held for sale (fair value of $\$ 1,733$ and $\$ 2,135$ )
Real estate acquired through foreclosure


## LIABILITIES AND STOCKHOLDER'S EQUITY

Deposits
Securities sold under agreements to repurchase
Advances from FHLB
Notes payable
Other liabilities

| \$ | 1,255,993 | \$ | 1,239,949 |
| :---: | :---: | :---: | :---: |
|  | 214,674 |  | 281,935 |
|  | 149,400 |  | 99,400 |
|  | 8,135 |  | 8,135 |
|  | 26,058 |  | 20,514 |
|  | 1,654,260 |  | 1,649,933 |
|  | 57 |  | 57 |
|  | 160,442 |  | 160,442 |
|  | $(2,703)$ |  | $(9,467)$ |
|  | 17,033 |  | 15,356 |
|  | 174,829 |  | 166,388 |
| \$ | 1,829,089 | \$ | 1,816,321 |

CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Thousands of dollars)
(Unaudited)

|  | THREE MONTHS ENDED MARCH 31, |  |  |  | TWELVE MONTHS ENDED MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  | 1995 |  | 1994 |  |
| Interest income | \$ | 33,211 | \$ | 28,045 | \$ | 123,600 | \$ | 124,373 |
| Interest expense |  | 18,429 |  | 14,049 |  | 64,170 |  | 66,885 |
| Net interest income |  | 14,782 |  | 13,996 |  | 59,430 |  | 57,488 |
| Provision for estimated credit losses |  | $(1,364)$ |  | $(1,434)$ |  | $(7,160)$ |  | $(6,523)$ |
| Net interest income after provision for credit losses |  | 13,418 |  | 12,562 |  | 52,270 |  | 50,965 |
| Net loss from real estate operations |  | (433) |  | (485) |  | (560) |  | $(1,232)$ |
| Gain on sale of loans |  | 72 |  | 248 |  | 422 |  | 1,528 |
| Loss on sale of loans |  | -- |  | (156) |  | (195) |  | (213) |
| Net gain on sale of debt securities |  | -- |  | 33 |  | 1 |  | 7,830 |
| Gain (loss) on secondary marketing hedging activity |  | (4) |  | 131 |  | 254 |  | (246) |
| Loan-related fees |  | 317 |  | 237 |  | 1,245 |  | 978 |
| Deposit-related fees |  | 1,850 |  | 1,495 |  | 7,143 |  | 6,480 |
| Gain (loss) on sale of credit cards |  | -- |  | 1,690 |  | (1) |  | 1,690 |
| Loss on sale - Arizona branches |  | -- |  | -- |  | -- |  | $(6,262)$ |
| Other income |  | 8 |  | 134 |  | 193 |  | 2,036 |
| Total noninterest income |  | 2,243 |  | 3,812 |  | 9,062 |  | 13,821 |
| General and administrative expenses |  | 11,151 |  | 10,988 |  | 43,672 |  | 47,295 |
| Amortization of cost in excess of net assets acquired |  | 965 |  | 966 |  | 3,860 |  | 3,911 |
| Total noninterest expense |  | 12,116 |  | 11,954 |  | 47,532 |  | 51,206 |
| Income before income taxes |  | 3,112 |  | 3,935 |  | 13,240 |  | 12,348 |
| Income tax expense |  | 1,434 |  | 1,746 |  | 6,079 |  | 7,217 |
| Net income | \$ | 1,678 | \$ | 2,189 | \$ | 7,161 | \$ | 5,131 |
| Contribution to consolidated net income (a) | \$ | 196 | \$ | 976 | \$ | 1,997 | \$ | 198 |

(a) Includes after-tax allocation of costs from parent.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The Company is comprised of two business segments; natural gas operations and financial services. The gas segment purchases, transports and distributes natural gas to residential, commercial and industrial customers in geographically diverse portions of Arizona, Nevada and California. The financial services segment consists of PriMerit Bank (the Bank), a wholly owned subsidiary, which is engaged in retail and commercial banking. The Bank's principal business is to attract deposits from the general public and make consumer and commercial loans secured by real estate and other collateral. For the twelve months ended March 31, 1995, the natural gas operations segment contributed $\$ 16.2$ million and the financial services segment contributed $\$ 2$ million, resulting in consolidated net income of \$18.2 million.

## CONSOLIDATED CAPITAL RESOURCES AND LIQUIDITY

The capital requirements and resources of the Company generally are determined independently for the natural gas operations and financial services segments. Each segment is generally responsible for securing its own financing sources.

The Company's unsecured debt is rated Baa3 by Moody's Investors Service, BBBby Standard and Poor's Ratings Group and BB+ by Duff and Phelps Credit Rating Company.

See separate discussions of the capital resources and liquidity for each segment.

RESULTS OF CONSOLIDATED OPERATIONS

Quarterly Analysis

|  | Contribution to Consolidated Net Income Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (Thousands of dollars) |  |  |  |
|  | 1995 |  | 1994 |  |
| Natural gas operations segment | \$ | 14,449 | \$ | 21,734 |
| Financial services segment |  | 196 |  | 976 |
| Consolidated net income | \$ | 14,645 | \$ | 22,710 |

See separate discussions of each business segment for an analysis of these changes.

Twelve Month Analysis

|  | Contribution to Consolidated Net Income Twelve Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (Thousands of dollars) |  |  |  |
|  | 1995 |  | 1994 |  |
| Natural gas operations segment | \$ | 16,240 | \$ | 20,792 |
| Financial services segment |  | 1,997 |  | 198 |
| Consolidated net income | \$ | 18,237 | \$ | 20,990 |

See separate discussions of each business segment for an analysis of these changes.

The Company is engaged in the business of purchasing, transporting, and distributing natural gas in portions of Arizona, Nevada and California. Its service areas are geographically as well as economically diverse. The Company is the largest distributor in Arizona, selling and transporting natural gas in most of southern, central, and northwestern Arizona, including the Phoenix and Tucson metropolitan areas. The Company is also the largest distributor and transporter of natural gas in Nevada, and serves the Las Vegas metropolitan area and northern Nevada. In addition, the Company distributes and transports natural gas in portions of California, including the Lake Tahoe area in northern California and high desert and mountain areas in San Bernardino county.

The Company purchases, transports and distributes natural gas to approximately 989,000 residential, commercial and industrial customers within its threestate service territory, of which 59 percent are in Arizona, 30 percent are in Nevada, and 11 percent are in California. During the twelve months ended March 31, 1995, the Company earned 59 percent of operating margin from residential customers, 24 percent from commercial customers, and 17 percent from industrial and other customers. During this same period, the Company earned 58 percent of operating margin in Arizona, 31 percent in Nevada and 11 percent in California. This pattern is consistent with prior years and is expected to continue.

For the twelve months ended March 31, 1995, the Company's natural gas construction expenditures totaled $\$ 145$ million, a 21 percent increase when compared to $\$ 120$ million of additions for the same period ended a year ago. The increase is attributed to the investment in new transmission and distribution plant in Arizona, Nevada, and California to meet the demand from the Company's growing customer base.

## CAPITAL RESOURCES AND LIQUIDITY

The Company currently estimates that construction expenditures for the three-year period ending December 31, 1997 will be approximately $\$ 410$ million, and that debt maturities and repayments and other cash requirements are expected to approximate $\$ 15$ million. It is currently estimated that cash flow from operating activities (net of dividends) will generate approximately one-half of the gas segment's total financing requirements during the three-year period ending December 31, 1997. A portion of the remaining funding requirements will be provided by $\$ 83$ million of funds held in trust, at December 31, 1994, from the issuance of 1993 Clark County, Nevada, Series $A$ and 1993 City of Big Bear Lake, California, Series A industrial development revenue bonds (IDRB).

In May 1995, the Company completed an offering of 2 million primary shares of common stock. The net proceeds from this offering, before exercise of underwriter options to purchase up to 300,000 additional shares, are estimated at $\$ 26.7$ million after deducting underwriting discounts, commissions, and expenses. The proceeds will be used to repay a portion of short-term borrowings incurred to finance utility construction, and to finance construction, completion, extension or improvement of the Company's facilities located in and around the communities it serves.

The remaining cash requirements are expected to be provided by external financing sources. The timing, types, and amounts of these additional external financings will be dependent on a number of factors, including conditions in the capital markets, timing and amounts of rate relief, and growth factors in the Company's service areas. These external financings may include the issuance of both debt and equity securities, bank and other short-term borrowings, and other forms of financing.

Three Months Ended
March 31,
(Thousands of dollars)

| 1995 |  | 1994 |  |
| :---: | :---: | :---: | :---: |
| \$ | 203,521 | \$ | 207,369 |
|  | 98,906 |  | 96,996 |
|  | 104,615 |  | 110,373 |
|  | 45,867 |  | 42,435 |
|  | 15,137 |  | 14,048 |
|  | 6,782 |  | 6,371 |
|  | 36,829 |  | 47,519 |
|  | 147 |  | (218) |
|  | 36,976 |  | 47,301 |
|  | 15,731 |  | 13,615 |
|  | 8,278 |  | 13,165 |
|  | 12,967 |  | 20,521 |
|  | 1,482 |  | 1,213 |
| \$ | 14,449 | \$ | 21,734 |

Contribution to consolidated net income decreased $\$ 7.3$ million, compared to the first quarter of 1994. The decrease was principally the result of lower operating margin directly attributable to significantly warmer weather throughout the Company's service territories when compared to the same period in 1994. In addition, higher operating expenses and net interest deductions were incurred as a result of the continued expansion and upgrading of the gas system to accommodate the Company's customer growth.

Operating margin declined five percent in the first quarter of 1995 when compared to the first quarter of 1994. Unseasonably warm weather in the Company's three largest operating areas, Phoenix, Las Vegas, and Tucson, resulted in weather-sensitive customers purchasing approximately 14 percent less gas than anticipated. On a weather-normalized basis, first quarter 1995 operating margin would have been approximately $\$ 14.6$ million, or 14 percent, greater than actually reported, while first quarter 1994 operating margin would have been approximately $\$ 3.6$ million, or 3 percent greater than actual, resulting in a weather-related decrease between periods of $\$ 11$ million.

The negative impact of warmer weather on operating margin was mitigated partially by record customer growth. During the first quarter of 1995, the Company billed an average of 48,000 more customers per month than in the first quarter of 1994, resulting in approximately $\$ 5.3$ million of additional operating margin.

Operations and maintenance expenses increased $\$ 3.4$ million, or eight percent, reflecting increases in labor and maintenance costs along with incremental operating expenses associated with meeting the needs of the Company's growing customer base.

Depreciation expense increased $\$ 1.1$ million, or eight percent, as a result of additional plant in service. Average gas plant in service increased $\$ 110$ million, or eight percent, as compared to the first quarter of 1994. The increase reflects ongoing capital expenditures for the upgrade of existing operating facilities and the expansion of the system to accommodate continued customer growth.

Net interest deductions increased $\$ 2.1$ million, or 15 percent, over the prior period. Average debt outstanding during the current quarter increased 14 percent compared to the first quarter of 1994 , and consisted of a $\$ 68$ million increase in average long-term debt, net of funds held in trust, and a $\$ 25$ million increase in average short-term debt. The increase in debt is attributed primarily to borrowings for construction expenditures and operating activities as well as the drawdown of IDRB funds previously held in trust. Higher interest rates on variable-rate debt also contributed to the increase in net interest deductions.

Twelve Month Analysis

Twelve Months Ended March 31,
(Thousands of dollars)

Gas operating revenues
Net cost of gas

Operating margin
Operations and maintenance expense
Depreciation and amortization
Taxes other than income taxes

Operating income
Other income (expense), net
Income before interest and income taxes
Net interest deductions
Income tax expense

Net income before allocation to the Bank
Carrying costs allocated to the Bank, net of tax
Contribution to consolidated net income

Contribution to consolidated net income decreased $\$ 4.6$ million, or 22 percent, as compared to the corresponding twelve-month period of the prior year. Increased operating margin was offset by increased operations and maintenance expense, depreciation expense, general taxes, and net interest deductions. The recognition of the Arizona pipe replacement program disallowances had a significant negative impact on net income for the twelve months ended March 31, 1994 (see discussion below).

Operating margin increased $\$ 2.2$ million due to continued customer growth in the Company's service areas, combined with rate relief in the Company's Arizona and California rate jurisdictions, offset by differences in heating demand between periods. The Company added approximately 48,000 customers, an increase of five percent, during the twelve-month period.

Operations and maintenance expenses increased $\$ 10.7$ million, or six percent, primarily a result of general cost increases in labor and materials over the same period a year ago. These increases reflect the incremental cost of providing service to the Company's steadily growing customer base.

Depreciation expense and general taxes increased $\$ 4.3$ million, or five percent, as a result of additional plant in service. Average gas plant in service for the current twelve-month period increased $\$ 87$ million, or seven percent, compared to the corresponding period a year ago. This was attributable to the upgrade of existing operating facilities and the expansion of the system to accommodate the number of new customers being added to the system.

Other expenses for the twelve months ended March 31, 1994, includes a $\$ 15.9$ million write-off in gross plant related to the central and southern Arizona pipe replacement programs, the result of a regulatory mandate. The
impact of these disallowances, net of accumulated depreciation, tax benefits and other related items, was a noncash reduction to net income of $\$ 9.3$ million.

Net interest deductions increased $\$ 8.2$ million, or 16 percent, during the twelve months ended March 1995 over the comparative period of the prior year. Average total debt outstanding during the period increased 12 percent compared to the corresponding period of the prior year, and consisted of a $\$ 47$ million increase in average long-term debt, net of funds held in trust, and a $\$ 31$ million increase in average short-term debt. The increase in debt is attributed primarily to borrowings for construction expenditures and operating activities as well as the drawdown of IDRB funds previously held in trust. Higher interest rates on variable-rate debt also contributed to the increase in net interest deductions.

## FINANCIAL SERVICES SEGMENT

PriMerit Bank (the Bank) is a federally chartered stock savings bank conducting business through branch offices in Nevada. The Bank's deposit accounts are insured to the maximum extent permitted by law by the Federal Deposit Insurance Corporation (FDIC) through the Savings Association Insurance Fund (SAIF). The Bank is regulated by the Office of Thrift Supervision (OTS) and the FDIC, and is a member of the Federal Home Loan Bank (FHLB) system.

The Bank's principal business is to attract deposits from the general public and make loans secured by real estate and other collateral to enable borrowers to purchase, refinance, construct or improve such property. Revenues are derived from interest on real estate loans and debt securities and, to a lesser extent, from interest on nonmortgage loans, gains on sales of loans and debt securities, and fees received in connection with loans and deposits. The Bank's major expense is the interest paid on savings deposits and borrowings.

CAPITAL RESOURCES AND LIQUIDITY

In accordance with OTS regulations, the Bank is required to maintain an average daily balance of liquid assets equal to at least five percent of its liquidity base (as defined in the OTS regulations) during the preceding calendar month. The liquidity ratio was 14 percent for the month of March 1995. The Bank maintains a ratio substantially higher than the requirement due to its increased level of transaction accounts relative to a traditional thrift. Management considers the Bank's liquidity position to be adequate. At March 31, 1995, the Bank maintained in excess of $\$ 324$ million of unencumbered assets which could be borrowed against or sold to increase liquidity levels.

The Bank's deposits increased $\$ 16$ million during the quarter primarily due to an increase in money market transaction accounts. During the first quarter, the Bank borrowed $\$ 50$ million in the form of FHLB advances. The proceeds were used to pay down long-term reverse repurchase agreements.

FINANCIAL AND REGULATORY CAPITAL
The Bank exceeded all three adequately capitalized FDIC Improvement Act of 1991 (FDICIA) required ratios applicable at March 31, 1995, and all three fully phased-in FDICIA capital requirements which will be applicable at July 1, 1996 under current FDICIA capital standards. As required by the OTS, effective January 1995, all supervisory goodwill was excluded from regulatory capital, resulting in a decline in all three of the Bank's regulatory capital ratios. This decline was offset partially by the Bank's year-to-date net income and goodwill amortization. The Bank continues to be classified as "well capitalized" under FDICIA.

A reconciliation of stockholder's equity to the three FDICIA regulatory capital standards and the Bank's resulting ratios are set forth in the table below (thousands of dollars):

|  | March 31, 1995 |  |  |  |  |  | December 31, 1994 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Total } \\ \text { Risk-Based } \end{gathered}$ |  | $\begin{gathered} \text { Tier } 1 \\ \text { Risk-Based } \end{gathered}$ |  | Tier 1 <br> Leverage |  | Total <br> Risk-Based |  | $\begin{gathered} \text { Tier } 1 \\ \text { Risk-Based } \end{gathered}$ |  | Tier 1 <br> Leverage |  |
| Stockholder's equity | \$ | 174,829 | \$ | 174,829 | \$ | 174,829 | \$ | 166,388 | \$ | 166,388 | \$ | 166,388 |
| Capital adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonsupervisory goodwill |  | $(39,853)$ |  | $(39,853)$ |  | $(39,853)$ |  | $(40,376)$ |  | $(40,376)$ |  | $(40,376)$ |
| Supervisory goodwill |  | $(24,822)$ |  | $(24,822)$ |  | $(24,822)$ |  | $(18,661)$ |  | $(18,661)$ |  | $(18,661)$ |
| Real estate investments |  | (724) |  | -- |  | -- |  | $(1,325)$ |  | (194) |  | (194) |
| Unrealized loss, net of tax, on debt securities available for sale |  | 2,703 |  | 2,703 |  | 2,703 |  | 9,467 |  | 9,467 |  | 9,467 |
| General loan loss reserves |  | 11,872 |  | -- |  | -- |  | 11,512 |  | -- |  | -- |
| Regulatory capital | \$ | 124,005 | \$ | 112,857 | \$ | 112,857 | \$ | 127,005 | \$ | 116,624 | \$ | 116,624 |
| Regulatory capital ratio |  | 13.12\% |  | 11.94\% |  | 6.38\% |  | 13.88\% |  | 12.75\% |  | 6.62\% |
| Adequately capitalized required ratio |  | 8.00 |  | 4.00 |  | 4.00 |  | 8.00 |  | 4.00 |  | 4.00 |
| Excess |  | 5.12\% |  | 7.94\% |  | 2.38\% |  | 5.88\% |  | 8.75\% |  | 2.62\% |
| Asset base | \$ | 945,093 | \$ | 945,093 |  | 767,912 | \$ | 914,812 | \$ | 914,812 |  | 760,801 |

At March 31, 1995 under fully phased-in FDICIA capital rules applicable at July 1, 1996, the Bank would have exceeded its fully phased-in adequately capitalized total risk-based, tier 1 risk-based, and tier 1 leverage capital requirements by $\$ 47.9$ million, $\$ 74.7$ million and $\$ 42$ million, respectively.

The OTS has indefinitely delayed the implementation of its regulation regarding the interest rate risk (IRR) component for risk-based capital. Based on the Bank's internal model of IRR exposure as of March 31, 1995, no capital deduction would be required if the OTS regulation had been implemented.

The Bank enters into various interest rate swaps in managing its IRR. In these swaps, the Bank agrees with other parties to exchange, at specified intervals, the difference between fixed-rate and floating-rate interest amounts calculated on an agreed-upon notional principal amount. Because the Bank's interest-earning assets tend to be long-term fixed-rate instruments while the Bank's interest-bearing liabilities tend to be shorter term or floating-rate obligations, interest rate swaps reduce the impact of market fluctuations on the Bank's net interest income.

The Bank only enters into interest rate swaps to hedge specific assets or liabilities, and not for speculative or trading purposes. Therefore, the Bank accounts for the swaps by accruing for the cash flows which are contractually receivable and payable under the agreements. These net costs are included as cost of hedging activities in the consolidated statements of income.

The Bank mitigates the credit risk associated with interest rate swaps by limiting itself to transactions with counterparties who are U.S. Government Securities dealers registered with the Securities and Exchange Commission (SEC) and are in full compliance with the SEC's Net Capital Rule for Brokers and Dealers. Additionally, the Bank's policy limits the maximum notional amount outstanding per dealer and in total.

The following table summarizes the terms of the Bank's outstanding interest rate swaps as of the dates indicated (thousands of dollars):

Notional principal
Weighted average remaining term (months)
Weighted average fixed-rate payable
Weighted average variable-rate receivable
Unrealized gains
Unrealized losses

| $\begin{gathered} \text { March 31, } \\ 1995 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 1994 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 72,450 | \$ | 72,450 |
|  | 56 |  | 59 |
|  | 6.95\% |  | 6.95\% |
|  | 6.45\% |  | 5.66\% |
| \$ | 955 | \$ | 2,991 |
| \$ | (140) | \$ | (5) |

RESULTS OF FINANCIAL SERVICES OPERATIONS

Quarterly Analysis
QuarterlyAnalysis

The Bank recorded net income of $\$ 1.7$ million for the three months ended March 31, 1995 compared to net income of $\$ 2.2$ million for the same period in 1994. After-tax components of the Bank's 1995 first quarter net income were comprised of $\$ 3$ million from core banking operations offset partially by $\$ 281,000$ in real estate losses and $\$ 965,000$ in goodwill amortization expense. After-tax components of the Bank's 1994 first quarter net income were comprised of income of $\$ 2.4$ million from core banking operations, a $\$ 1.1$ million gain on the sale of the Bank's credit card receivables, partially offset by a $\$ 319,000$ loss from real estate, and $\$ 966,000$ in goodwill amortization expense.

The following table sets forth information with respect to interest rate spread for the periods shown (thousands of dollars):


Despite an increasing interest rate environment between periods, the Bank's net interest margin remained strong due to the repricing of the Bank's adjustable-rate assets and the Bank's ability to lag increasing rates paid on deposits relative to the increasing general interest rate environment. The increase in the average loan yield is due to originations between the periods at higher rates and adjustable-rate loans repricing at higher rates. The increased yield on interest-earning assets was partially offset by a 198 basis point increase in the average wholesale borrowing rate on securities sold under agreements to repurchase, along with an increased level of long-term FHLB advances which carried a higher rate of interest than the short-term borrowings paid down.

Noninterest income declined $\$ 1.6$ million in the first quarter of 1995 compared to 1994 , principally due to the one time $\$ 1.7$ million gain on the sale of credit card receivables recorded in 1994. The $\$ 355,000$ increase in depositrelated fees during 1995 was due primarily to increases in the fees charged on these accounts. The $\$ 188,000$ decrease in net gains on sale of loans and securities from secondary marketing activities resulted from lower levels of 30 -year fixed-rate loan originations in the first quarter of 1995 compared to the same period in 1994.

General and administrative expenses increased slightly in the first quarter of 1995 compared to the same period in 1994, due primarily to increased marketing expenditures.

Twelve Month Analysis

The Bank recorded net income of $\$ 7.2$ million for the twelve months ended March 31, 1995 compared to net income of $\$ 5.1$ million for the twelve months ended March 31, 1994. After-tax components of the Bank's net income for the twelve months ended March 31, 1995 were comprised of $\$ 11.9$ million from core banking operations, a gain of $\$ 166,000$ from real estate operations, offset partially by $\$ 498,000$ from adjustments and charge-offs related to the January 1994 sale of the Bank's credit card receivables, $\$ 527,000$ of real estate litigation costs, and $\$ 3.9$ million of goodwill amortization expense. After-tax components of the Bank's net income for the twelve months ended March 31, 1994 were comprised of $\$ 8.6$ million from core banking operations, a $\$ 400,000$ benefit recorded as a result of the 1993 change in federal income tax rates, a gain of $\$ 1.1$ million on the sale of the Bank's credit card receivables, and a $\$ 780,000$ gain from a legal settlement, offset by a $\$ 789,000$ loss from real estate operations, a net $\$ 1.1$ million loss resulting from the May 1993 sale of the Bank's Arizona branch operations and related transactions, and \$3.9 million of goodwill amortization expense.

The following table sets forth information with respect to interest rate spread for the periods shown (thousands of dollars):

|  | 1995 |  |  |  | 1994 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest |  | Average Yield | Average <br> Balance | Interest |  | Average Yield |
| Interest-earning assets: |  |  |  |  |  |  |  |  |
| Cash equivalents | \$ 59,752 | \$ | 3,137 | 5.25\% | \$ 48,504 | \$ | 1,481 | 3.05\% |
| Debt securities held to maturity | 81,731 |  | 5,641 | 6.90 | 148,358 |  | 10,841 | 7.31 |
| Debt securities available for sale | 538,784 |  | 34,399 | 6.38 | 689,260 |  | 38,819 | 5.63 |
| Loans receivable | 912,144 |  | 79,512 | 8.72 | 815,546 |  | 72,570 | 8.90 |
| FHLB stock | 17,126 |  | 911 | 5.32 | 16,452 |  | 662 | 4.02 |
| Total interest-earning assets | \$1,609,537 |  | 123,600 | 7.68 | \$1,718,120 |  | 124,373 | 7.24 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |
| Deposits | \$1,237,516 |  | 46,187 | 3.73 | \$1,344, 872 |  | 50,701 | 3.77 |
| Securities sold under agreements to repurchase | 223,794 |  | 12,347 | 5.52 | 279,953 |  | 12,062 | 4.31 |
| Advances from FHLB | 83,843 |  | 4,344 | 5.18 | 52,647 |  | 2,620 | 4.98 |
| Notes payable | 8,171 |  | 652 | 7.98 | 11,635 |  | 931 | 8.00 |
| Unsecured senior notes | -- |  | -- | -- | 7,527 |  | 551 | 7.32 |
| Total interest-bearing liabilities | \$1,553,324 |  | 63,530 | 4.09 | \$1,696,634 |  | 66,865 | 3.94 |
| Cost of hedging activities |  |  | 646 | 0.04 |  |  | 61 | -- |
| Cost of funds |  |  | 64,176 | 4.13 |  |  | 66,926 | 3.94 |
| Capitalized and transferred interest |  |  | (6) | -- |  |  | (41) | -- |
| Net interest income |  | \$ | 59,430 | 3.55\% |  | \$ | 57,488 | 3.30\% |
| Net yield on interestearning assets |  |  |  | 3.69\% |  |  |  | 3.35\% |

The net decrease in total debt securities was due primarily to the sale of $\$ 334$ million of MBS during August 1993 to fund the sale of the Arizona-based deposit liabilities. Average deposits also declined as a result of the sale of the Arizona-based deposit liabilities.

The net loss from real estate operations of $\$ 560,000$ for the twelve months ended March 31, 1995 was primarily due to litigation costs on a real estate apartment complex which the Bank built and sold in 1989. The net loss from real estate operations for the comparable period ended March 31, 1994 included $\$ 1.2$ million in provisions for estimated losses on the Bank's real estate investments.

The decrease in net gains on sale of loans resulted from lower levels of 30 -year fixed-rate loan originations during the twelve-month period ended March 31, 1995 compared to the same period a year ago.

Deposit-related fees increased by $\$ 663,000$ due to a higher deposit fee structure and an increased level of transaction accounts subject to fee assessment. Other income for the twelve months ended March 31, 1994 included the receipt of a legal settlement.

General and administrative expenses declined $\$ 3.6$ million, or eight percent, for the twelve months ended March 31, 1995 compared to the same period in 1994 due principally to the Arizona sale.

## ASSET QUALITY

Loan Impairment. On January 1, 1995, the Bank adopted Statement of Financial Accounting Standards (SFAS) No. 114, "Accounting by Creditors for Impairment of a Loan," and SFAS No. 118, "Accounting by Creditors for Impairment of a Loan - Income Recognition and Disclosures." SFAS No. 114 requires the measurement of loan impairment to be based on the present value of expected
future cash flows discounted at the loan's effective interest rate or the fair value of the underlying collateral on collateral-dependent loans. SFAS No. 118 allows a creditor to use existing methods for recognizing interest income on impaired loans.

Upon adoption of SFAS No. $114, \$ 2.9$ million of in-substance foreclosed assets were reclassified on the Bank's consolidated balance sheet from real estate acquired through foreclosure to loans receivable as SFAS No. 114 eliminated the in-substance designation. No other financial statement impact resulted from the Bank's adoption of SFAS No. 114.

In general, under SFAS No. 114, interest income on impaired loans will continue to be recognized by the Bank on the accrual basis of accounting unless the loan is greater than 90 days delinquent with respect to principal or interest, or the loan has been partially or fully charged-off. Interest on loans greater than 90 days delinquent is generally recognized on a cash basis. Interest income on loans which have been fully or partially charged off is generally recognized on a cost-recovery basis; that is, all proceeds from the loan payments are first applied as a reduction to principal before any income is recorded.

Interest income recognized on impaired loans during the quarter ended March 31, 1995, consisted of $\$ 625,000$ using an accrual basis of accounting and $\$ 1,000$ using a cash basis of accounting. The average balance outstanding of impaired loans for the quarter was $\$ 23.8$ million, while at March 31,1995 , the outstanding impaired loan balance was $\$ 23.2$ million.

Nonperforming Assets. Nonperforming assets are comprised of nonaccrual assets, restructured loans and real estate acquired through foreclosure. Nonaccrual assets are those on which management believes the timely collection of interest or principal is doubtful. Assets are transferred to nonaccrual status when payments of interest or principal are 90 days past due or if, in management's opinion, the accrual of interest should be ceased sooner. There were no assets on accrual status which were over 90 days delinquent or past maturity as of March 31, 1995.

The following table summarizes nonperforming assets as of the dates indicated (thousands of dollars):

|  | $\begin{gathered} \text { March 31, } \\ 1995 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 1994 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Nonaccrual loans past due 90 days or more: |  |  |  |  |
| Mortgage loans: |  |  |  |  |
| Construction and land | \$ | 1,586 | \$ | 576 |
| Permanent single-family residences |  | 4,984 |  | 5,517 |
| Other mortgage loans |  | 5,538 |  | 5,696 |
|  |  | 12,108 |  | 11,789 |
| Nonmortgage loans |  | 1,280 |  | 904 |
| Restructured loans |  | 17,292 |  | 16,768 |
| Total nonperforming loans |  | 30,680 |  | 29,461 |
| Real estate acquired through foreclosure |  | 3,724 |  | 7,631 |
| Total nonperforming assets | \$ | 34,404 | \$ | 37,092 |
| Allowance for estimated credit losses | \$ | 18,105 | \$ | 17,659 |
| Allowance for estimated credit losses as a |  |  |  |  |
| Allowance for estimated credit losses as a percentage of nonperforming assets |  | $52.62 \%$ |  | $47.61 \%$ |

Restructured loans include $\$ 13.5$ million of single-family residential loan modifications made to borrowers with earthquake-related damage in California. Federal agencies encouraged financial institutions to modify loan terms for certain borrowers who were affected by the earthquake which occurred in January 1994. The terms of these modifications were generally three- to
six-month payment extensions with no negative credit reporting regarding the borrower. All loans classified as restructured are performing in accordance with the terms of the restructuring

Classified Assets. OTS regulations require the Bank to classify certain assets and establish prudent valuation allowances. Classified assets are categorized as "substandard," "doubtful" and "loss." In addition, the Bank can designate an asset as "special mention." The Bank designated \$31.9 million and $\$ 32.2$ million of its assets as "special mention" at March 31, 1995 and December 31, 1994, respectively. Impaired loans, as defined by SFAS No. 114, are included in substandard assets.

The following table sets forth the amounts of the Bank's classified assets and ratio of classified assets to total assets, net of allowances and charge-offs, as of the dates indicated (thousands of dollars):



Substandard assets:
Loans: Single-family residential Consumer Commercial and multi-family mortgage Construction and land

| 6,006 | $0.33 \%$ |
| ---: | ---: |
| 1,591 | 0.09 |
| 20,602 | 1.13 |
| 1,561 | 0.09 |
| 3,724 | 0.20 |
| 1,168 | 0.06 |
| 20,534 | 1.12 |
| -- | -- |
|  | -- |
| --------------- |  |
| $\$$ | 55,186 |


| 6,882 | $0.38 \%$ |
| ---: | ---: |
| 1,297 | 0.07 |
| 20,797 | 1.14 |
| 615 | 0.03 |
| 7,631 | 0.42 |
| 1,191 | 0.07 |
| 21,972 | 1.21 |
| -- | -- |
| --- | -- |
| -------- | $3.32 \%$ |
| $\$$ | 60,385 |

Classified assets decreased $\$ 5.2$ million from December 31, 1994 to March 31, 1995, primarily as a result of repayments of $\$ 1.4$ million in the investment security, paydowns of $\$ 1.3$ million in construction and land loans, sales of $\$ 1.1$ million in foreclosed commercial real estate and $\$ 500,000$ of commercial loan paydowns. Foreclosed real estate also decreased and substandard loans increased as a result of the January 1995 implementation of SFAS No. 114, whereby $\$ 2.9$ million of in-substance foreclosures were reclassified from foreclosed real estate to substandard loans.

The investment classified as substandard represents a privately issued MBS collateralized by apartments, office buildings, town homes, shopping centers and day care centers located in various states along the southeastern seaboard which is supported by a credit enhancement feature. The single A credit rating of this security was withdrawn in January 1993 due to the delinquency of a large number of loans underlying the security. Based on extensive credit reviews, the Bank determined that only a portion of the underlying loans met the criteria for substandard classification. However, the entire investment is classified as substandard because the OTS does not have a policy allowing the "split rating" of a security. The Bank receives monthly payments of principal and interest on this security.

The largest substandard loan at March 31, 1995 was an $\$ 8.2$ million multi-family real estate loan in Nevada. The Bank had three additional substandard loans in excess of $\$ 1$ million at March 31, 1995: two hotel loans and one multi-family loan, all located in Nevada. The largest foreclosed real estate asset held by the Bank at March 31, 1995 was a $\$ 1.4$ million parcel of partially developed land in California. The Bank's largest investment in real estate classified as substandard was a former Bank branch in Arizona with a current book value of $\$ 838,000$.

The geographic concentration of the Bank's classified assets at March 31, 1995 was 46 percent in Nevada, 37 percent in the southeastern seaboard states, 13 percent in California and 4 percent in Arizona.

The following tables set forth the Bank's charge-off experience for loans receivable and real estate acquired through foreclosure by loan type (thousands of dollars):

|  | Charge-Offs |  | Recoveries |  | Net Charge-Offs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended March 31, 1995: |  |  |  |  |  |  |
| Single-family residential | \$ | 329 | \$ | (173) | \$ | 156 |
| Commercial and multi-family mortgage |  | 86 |  | -- |  | 86 |
| Construction/land |  | 102 |  | (35) |  | 67 |
| Nonmortgage |  | 849 |  | (240) |  | 609 |
| Total net charge-offs | \$ | 1,366 | \$ | (448) | \$ | 918 |
| Three Months Ended March 31, 1994: |  |  |  |  |  |  |
| Single-family residential | \$ | 404 | \$ | (68) | \$ | 336 |
| Commercial and multi-family mortgage |  | 539 |  | (3) |  | 536 |
| Construction/land |  | 665 |  | (6) |  | 659 |
| Nonmortgage |  | 753 |  | (162) |  | 591 |
| Total net charge-offs | \$ | 2,361 | \$ | (239) | \$ | 2,122 |

Provisions and Allowances for Loan and Real Estate Losses. On a regular basis, management evaluates the adequacy of the allowances for estimated losses on loans, investments, and real estate and establishes additions to the allowances through provisions to expense. The Bank utilizes a comprehensive internal asset review system and general valuation allowance methodology. General valuation allowances are established for each of the loan, investment, and real estate portfolios for unforeseen losses. Factors taken into account in determining the adequacy of allowances include review of existing risks in the portfolios, prevailing and anticipated economic conditions, actual loss experience and delinquencies. Regular reviews of the quality of the Bank's loan, investment, and real estate portfolios by the Risk Management Committee, and examinations by regulatory authorities, are performed periodically.

Charge-offs are recorded on particular assets when it is determined that the present value of expected cash flows or fair value of the underlying collateral of an asset is below its carrying value. When a loan is foreclosed, the asset is written down to fair value based on a current appraisal of the subject property.


| Impaired Loans |  |
| :---: | :---: |
| \$ | N/A |
|  | N/A |
|  | N/A |
| \$ | N/A |


| Total Loans and |  |
| :---: | :---: |
| Foreclosed |  |
|  | Estate |
| \$ | 16,251 |
|  | 1,434 |
|  | $(2,122)$ |
| \$ | 15,563 |


| Investments in |  | Total |  |
| :---: | :---: | :---: | :---: |
| Real Estate |  |  |  |
| \$ | 935 | \$ | 17,186 |
|  | 414 |  | 1,848 |
|  | (808) |  | (2,930 |
| \$ | 541 | \$ | 16,104 |

* Balances for impaired loans and foreclosed real estate and nonimpaired loans at December 31, 1994, have been reclassified to reflect adoption of SFAS No. 114.

The loan and foreclosed real estate charge-offs for the quarter were primarily attributable to various consumer loan and single-family residential loan charge-offs. The Bank's quarterly analysis of the adequacy in the allowance for estimated credit losses at March 31 , 1995 reflected no significant total change from the December 31, 1994 level.

PART II - OTHER INFORMATION

Items 1-5 None
Item 6 Exhibits and Reports on Form 8-K
(a) The following document is filed as part of this report on Form 10-Q:

Exhibit 27--Financial Data Schedule (filed electronically only)
(b) Reports on Form 8-K

The Company filed a Form 8-K, dated April 17, 1995, reporting summary financial information for the quarter ended March 31, 1995.

The Company filed a Form 8-K, dated May 3, 1995, containing exhibits relating to its 2 million share common stock offering.

## Southwest Gas Corporation

## (Registrant)

/s/ Edward A. Janov

Controller/Chief Accounting Officer

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM SOUTHWEST GAS CORPORATION'S FORM 10-Q FOR THE THREE MONTHS ENDED MARCH 31, 1995 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

$$
\begin{aligned}
& 3-\mathrm{MOS} \\
& \text { DEC-31-1995 } \\
& \text { MAR-31-1995 } \\
& \text { 33,991 } \\
& 87,289 \\
& 0 \\
& \text { 511, } 570 \\
& \text { 99,772 } \\
& \text { 97,661 } \\
& \text { 1,000,164 } \\
& \text { 18,105 } \\
& \text { 3,095,417 } \\
& 1,255,993 \\
& \text { 214,674 } \\
& 346,348 \\
& \text { 844,821 } \\
& \text { 23,158 } \\
& \text { 4,000 } \\
& 0 \\
& \text { 3,095,417 } \\
& \text { 21,247 } \\
& \text { 10,481 } \\
& \text { 1,483 } \\
& \text { 33,211 } \\
& \text { 12,404 } \\
& \text { 18,429 } \\
& \text { 14,782 } \\
& 1,364 \\
& 72 \\
& 12,549 \\
& \text { 24,357 } \\
& 14,645 \\
& 0 \\
& 0 \\
& \text { 14,645 } \\
& 0.68 \\
& 0.68 \\
& 3.53 \\
& \text { 13,388 } \\
& 0 \\
& \text { 17,292 } \\
& \text { 31,900 } \\
& \text { 17,659 } \\
& \text { 1,366 } \\
& 448 \\
& \text { 18,105 } \\
& \text { 18,105 } \\
& 0
\end{aligned}
$$

Balance specific to financial services segment
Consolidated financial statement balance
Includes gas plant in service, net $\$ 1,053,556$
Balance includes consolidated deferred income taxes, accounts payable and other accrued liabilities
Bank specific items including general and administrative expense, goodwill amortization and loss from real estate operations

