

FINANCIAL HIGHLIGHTS (dollars in thousands, except per share amounts)

| | 1999 | 1998 | 1997 | Selected Growth Rates | |
|-------------------------------------|--------------|--------------|--------------|-----------------------|---------------|
| | | | | 1999 vs. 1998 | 1998 vs. 1997 |
| INCOME HIGHLIGHTS | | | | | |
| Operating Revenues | \$ 2,423,353 | \$ 2,130,586 | \$ 1,995,026 | 13.7% | 6.8% |
| Income from Continuing Operations | \$ 269,772 | \$ 242,892 | \$ 235,856 | 11.1% | 3.0% |
| BALANCE SHEET HIGHLIGHTS | | | | | |
| Total Assets | \$ 6,608,506 | \$ 6,824,546 | \$ 6,850,417 | (3.2)% | (0.4)% |
| Common Stock Equity | \$ 2,205,733 | \$ 2,163,351 | \$ 2,027,436 | 2.0% | 6.7% |
| PER SHARE HIGHLIGHTS | | | | | |
| Earnings Per Share from Continuing | | | | | |
| Operations – Diluted | \$ 3.17 | \$ 2.85 | \$ 2.74 | 11.2% | 4.0% |
| Dividends Paid Per Share | \$ 1.325 | \$ 1.225 | \$ 1.125 | 8.2% | 8.9% |
| Book Value Per Share – Year-End | \$ 26.00 | \$ 25.50 | \$ 23.90 | 2.0% | 6.7% |
| STOCK PERFORMANCE | | | | | |
| Stock Price Per Share – Year-End | \$ 30 9/16 | \$ 42 3/8 | \$ 42 3/8 | (27.9)% | — |
| Stock Price Appreciation (decrease) | (27.9)% | — | 33.5% | | |
| Total Return | (25.1)% | 2.8% | 38.0% | | |
| Market Capitalization – Year-End | \$ 2,592,462 | \$ 3,594,457 | \$ 3,594,457 | (27.9)% | — |

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Pinnacle West is a Phoenix-based company with consolidated assets of \$6.6 billion and annual revenues of \$2.4 billion. Through our subsidiaries, we generate, sell and deliver electricity, and we sell electricity and energy-

related products and services to retail and wholesale customers in the western United States. We also develop residential, commercial and industrial real estate projects.

To Our Shareholders:

As this year's annual report cover suggests, we're looking ahead, and we see a firm direction for our future. In our view, the old utility industry with its regulatory uncertainties is rapidly receding in the rearview mirror.

What We've Done

We've resolved our regulatory past with a new, performance-based compact. This settlement, which was approved by the Arizona Corporation Commission (ACC) in October 1999, brings competition to Arizona, gives customers a series of price reductions, settles transition and stranded cost issues and allows us to move our generation assets to an unregulated subsidiary by 2002 or sooner.

We've thought long and hard about our competitive position in a restructured utility industry. We've concluded that we don't know gas pipelines or gas production, and we got out of gas distribution a long time ago. We don't know the U.K. or Southeast Asia or South America. So we won't go there.

What we do know is electricity production and delivery in our part of the United States. And we have the benefit – somewhat unique to companies our size and operating in our region – of being

authorized to engage in both. With knowledge of growing western power markets, the cash flow from distribution, the earnings potential of unregulated production and the rules of the competitive game in Arizona finally established, we strongly believe we are well positioned:

- Our bottom-line focus will be even more relentless, bolstered by our regulatory settlement that allows us to retain our cost savings for shareholders.
- Top-line revenue should continue to grow, propelled by dynamic population growth in the Southwest.
- As the second-largest generation operator in the West, we're building and plan to buy additional generation facilities in the western markets that we know well.
- Strong cash flow will fund all of our customer growth and much of our generation growth plan. Generation growth is being undertaken with a goal of maintaining investment-grade credit quality in our securities at the corporate level.

Our cash flow is among the strongest in the electric utility industry. This discretionary cash flow provides flexibility for us to fund customer growth, invest in unregulated businesses, increase the dividend or reduce debt. Based on cash coverage of dividends, we rank in the top 10 percent of the industry.

Throughout the 90s, we improved productivity, doubling the number of customers served per employee. We reduced our actual cost per kilowatt-hour below 1985 levels. We became an outstanding generation performer. We reduced debt, and gained a solid financial footing. We've replaced all of our legacy computer technology, and our focus is on the future of today's core business.

Despite our stop-and-go regulatory environment of the past few years, retail competition has finally begun in Arizona and will be available to all customers in 2001. We worked aggressively to achieve a settlement agreement with representatives from many customer and industry groups to get competition under way and expand the wholesale generation market.

With this settlement in place, we can speak with greater clarity about our strategies and confidently execute them.

Where We're Going

In our view, the future is full of possibility and as wide open as the vistas pictured throughout this report.

We have a capable team. We're building and planning to buy more of the right assets, and we're dedicated to providing outstanding customer service. We intend to capitalize on the intrinsic high growth in

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Our company sits right at a major energy hub in the West – with strong load growth and an expanding wholesale market.



our regulated delivery business, while capturing the benefits of growing competitive wholesale and retail markets.

Delivery APS, our regulated electric utility, will become an electricity delivery company, continuing to build and maintain the “wires” that serve all customers in our regulated service area. APS also will provide electricity for those customers who don’t choose alternative competitive energy suppliers.

Outstanding service will be the key to retaining customers. We will achieve high customer satisfaction while focusing on cost management. We’re using new technology to improve service and productivity, as measured by customers served per employee and cost per kilowatt-hour.

We’ve made a strong commitment to technology because we recognize that information and knowledge drive our business. We’ve invested more than \$200 million in productivity-enhancing systems to help us extract the maximum value from our assets. While the typical shareholder may not think of us as a technology company, we do.

Our strategy for the electricity delivery business is to expand our current customer base while improving margins through relentless cost control.

Generation For generation, the goals are to operate competitively efficient generating plants, maximize output, minimize production costs per unit of output and move our product to market as profitably as possible.

The key to success is a diligent focus on operational efficiency, cost management and continuous improvement, combined with disciplined expansion of generation holdings and innovative power marketing. Our ability to add new generation and to transfer existing generation to a new unregulated subsidiary, Pinnacle West Energy, will let us take advantage of a growing competitive western wholesale market.

We have a number of competitive strengths in the generation business that make us confident we can grow this business profitably:

- We already are the second-largest operator of generation assets in the West. For us, generation is a core business.
- We have an enviable record as a nuclear, coal and gas plant operator.
- We can use our regional market knowledge to site new plants and use our assets to attract partners and obtain assets outside Arizona.

In 1999, we announced two new major gas-fired generating projects totaling about 2,800 megawatts – additions at our West

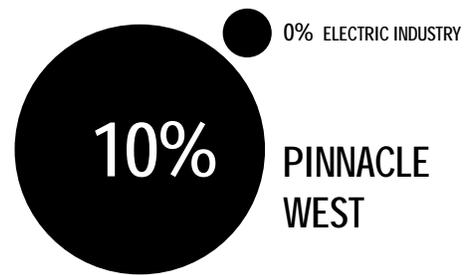
Phoenix plant and a new plant named “Redhawk” to be built near Palo Verde.

The Redhawk site is especially desirable because an extensive transmission system linked to some of the fastest-growing markets in the nation converges at Palo Verde, making it a major trading hub for western power markets. It already provides a settlement site for NYMEX futures contracts and a source of daily spot market quotes.

By moving quickly to build our new plants, we have taken a disciplined stake in the future growth of Arizona, the Southwest and the whole interconnected western electricity market. This strategy is already taking shape. In March 2000, we announced that Houston-based Reliant Energy will partner with us on the first two Redhawk units, and we will join with them on two power plant projects in Nevada. These projects represent Pinnacle West Energy’s first generation venture outside Arizona – but within the West, where we intend to stay.

DIVIDEND GROWTH

(1995-1999)



We're also interested in increasing our ownership share of plants we already operate and partly own, including the Palo Verde nuclear station. We can increase our revenues and earnings by expanding our ownership share in plants that we've already shown can operate at the highest levels.

APS Energy Services Our competitive sales subsidiary expands our retail offerings by selling unregulated power and related services tailored to the customers' individual demands and energy-use patterns.

Our strategy is to target selected customers and customer groups that we can serve profitably with electric energy and demand-management technologies and services. We require positive gross margins from each customer relationship, whether commodity only, services only, or both.

SunCor and El Dorado Our real estate subsidiary, SunCor Development, and our investment subsidiary, El Dorado, almost doubled their combined earnings contribution in 1999. We look for increases again this year if the markets for real estate and technology-related stock remain strong.

Issues Along Our Way

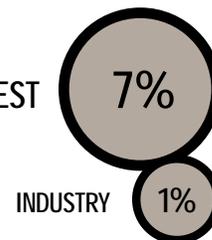
We're aware of several challenges on the road to a new business environment and continuing growth.

Legal Challenges Recently filed lawsuits raise issues about specific parts of our settlement agreement. We believe that these narrow issues will be resolved without significant impact.

EARNINGS PER SHARE GROWTH

(1995-1999)

PINNACLE WEST



The legal challenges also raise Arizona Constitutional issues about allowing competitive markets to set electricity prices. These constitutional issues are unique to Arizona, were favorably decided by lower courts in past utility cases and were considered by the ACC and us in proceeding as we did. Nevertheless, it is possible that a political solution, in the form of a constitutional amendment to facilitate a competitive market in electricity, may be appropriate to remove any legal uncertainty.

Given the broad support for the settlement agreement among the intervenors, and the appeal of a competitive market to Arizona's political leadership, we think a favorable vote on such an amendment is achievable.

Size Our view is that profitability is more important than size, and our focus on growing generation is to target areas with faster-than-average population and load growth.

Strong economic growth in the western United States – and particularly in Arizona – gives us the opportunity to continue superior earnings growth without taking inordinate expansion risks such as offshore investments and convergence strategies.

We believe that operating in the West – a region in which we have proven skills and knowledge – will provide superior growth opportunities.

Power Marketing and Risk Management

Our power marketing group provides key cost and risk management services for our businesses. This group buys power for our regulated customers, acquires energy for our retail energy services business and will sell the output from our unregulated generation company. Balancing our customers' needs and hedging market risks are crucial tasks that our power marketing group manages while adding to the bottom line.

We recognize that risks are different in an unregulated marketplace than they were in the regulated environment. Since 1988, we have managed the risk of buying fuel and purchased power without an adjustment clause, which many electric utilities have relied on extensively for more than a decade. While this situation may have been viewed negatively in the past, we think our experience in risk management provides confidence that we can manage this aspect of our business and readily adapt to more volatile competitive power markets.

The risk of overbuilding merchant generation is often mentioned and is one that we take seriously. Our plans for generation expansion are disciplined and conservative for the following reasons.

First, the Southwest is currently a net importer of power and is continuing to grow rapidly. Second, although other companies have announced plans for new facilities in Arizona, we believe that timing and execution will give us an early entrant advantage.

Our view is that managing the inherent risk in a competitive wholesale market is critical for all our energy businesses. Strong risk management tools, experienced risk managers and detailed western market knowledge have been and will continue to be our trademarks in this area.

Wholesale Markets and Transmission The Federal Energy Regulatory Commission (FERC) recognizes the importance of wholesale markets and is requiring all transmission-owning utilities to join a

regional transmission organization (RTO) or to explain the barriers to forming an RTO. We are working with other western utilities to develop Desert Star, an independent system operator, but conflicting geographic and ownership interests, particularly differences between government-owned and investor-owned utilities, make it difficult to predict the eventual outcome of this effort.

Current western wholesale markets are "thin" and driven more by regulated utilities selling excess generation than by the wholesale sales of all energy distributed for the ultimate consumer. Future expansion of the wholesale market to include a higher proportion of all sales will depend on the region's continued movement to competition, transmission structure, regulatory intervention in evolving competitive markets and new power plant construction. The development of a liquid wholesale market is pre-conditional to a fully competitive retail market. Our settlement lets us participate in this new, growing market while providing a means to deal with regulated sales should a liquid wholesale market not develop.

Value for You

Making money for our shareholders ultimately depends on earnings and dividends. Our earnings over the past five years have grown at an average annual rate of almost seven times the industry growth of one percent. If we eliminate non-recurring items, as Wall Street analysts often do, our average growth was more than 10 percent.

Our highest priority is to provide you with long-term value that we believe comes from financial performance. In our view, value is the ability to continue making money for our shareholders through financial results.

We're proud of our performance in 1999 but dissatisfied that it is not reflected in our current stock price. Despite earnings growth for the past five years that far exceeds the electric utility average, our price earnings ratio is below the utility average.

Our earnings, dividend growth and strong cash flow set a very high standard – one we expect to continue. Our strategies are designed to produce financial results that will attract those who invest not only in electric utilities but other industries as well.

I realize that this year's letter to you is longer than usual, but I felt that it was critical for you to know how we intend to deliver value to you. It's our overriding purpose, and we will continue to outperform our industry. We are very excited about our future and believe that the strategy I have outlined is a firm formula for success.



William J. Post, Chief Executive Officer

OVERVIEW Our defining objective is to provide superior total returns to our shareholders through a combination of earnings and dividend growth, while maintaining financial strength and flexibility.

Financial Performance

From a financial perspective, 1999 was very strong. Earnings per share from continuing operations grew more than 11 percent. Dividends increased 7.7 percent to an indicated annual rate of \$1.40 per share as of year-end. We redeemed all of APS' preferred stock and reduced our outstanding debt by a total of \$132 million.

Income from continuing operations in 1999 was \$269.8 million or \$3.17 per diluted share of common stock, compared with \$242.9 million or \$2.85 per share in 1998. The year-to-year comparison was positively affected by 3.8 percent electricity customer growth, about three times the national average. The comparison also benefited from higher contributions from our non-regulated subsidiaries and lower financing costs. These earnings improvements were partially offset by the effects of two electricity price decreases and increased utility operations and maintenance expense.

Cost management remains high on our agenda. The increase in utility operations and maintenance expense was comprised almost entirely of non-recurring costs totaling approximately \$20 million (\$12

million after income taxes) including certain environmental and other items that are not expected in future cost levels.

Net income for 1999 of \$167.9 million or \$1.97 per share included an extraordinary charge for a regulatory disallowance and an income tax benefit from discontinued operations. We recorded the extraordinary charge of \$139.9 million after income taxes, or \$1.65 per share, in the third quarter as a part of the APS settlement approved by the Arizona Corporation Commission (ACC).

Our expected results from core operations, combined with the outlook in our non-utility businesses, provide us the opportunity for earnings growth in 2000 despite our completion of the amortization of investment tax credits at the end of 1999, which amounted to \$0.28 per share of common stock.

Market Area Economy

In 1999, the population in Arizona grew 2.9 percent, or about three times the national average. Job growth was 3.5 percent. The unemployment rate was 4.2 percent. APS' calculated peak electricity load, adjusted for weather, grew 214 megawatts or 4.4 percent.

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In the Southwest, electricity demand is expected to grow 50 percent faster than for the nation as a whole. In recent years (1995-99), peak loads in the region have grown 3.8 percent annually, which compares favorably with national averages of 1.9 percent.

Continuing strong economic growth is projected for Arizona and the West. Over the next two years, Arizona's population is expected to grow by an annual average rate of more than 2.6 percent, while the West's is slated to increase by about 1.7 percent a year.

Electric Industry Restructuring and Regulatory Issues

In our view, the transition of the electricity supply industry from regulated monopolies to customer-oriented competitors will provide significant opportunities for our company.

In 1999, the ACC approved rules for retail electric competition in the state, as well as

a settlement agreement for APS (see details in Note 3 of Notes to Consolidated Financial Statements, page 35).

We realize that competition could affect our regulated electricity sales, however, it also provides opportunities. In the next several years, we don't expect it to significantly impact our financial results. Beyond that, we expect to enhance returns for our shareholders by participating in the deregulating wholesale electricity markets and by adding customers in markets opening to retail competition.

The settlement agreement opened our retail service area to the first phase of competition in October 1999, allowing many of our customers to choose their electricity suppliers. All of our customers will have the opportunity to choose their electricity suppliers beginning in 2001.

The settlement gives us the opportunity to recover all of our regulatory assets and most of our other stranded costs. It also allows us to improve our competitiveness by reducing electricity prices for our customers as much as 7.5 percent from 1999 through 2003.

Electric industry restructuring in Arizona also is affected by ever-changing legislators and regulators. Two of the three seats on the ACC will be on the election ballot in November 2000. Referenda are being considered in the Arizona Legislature to increase the number of commissioners on the ACC through amendment of the state constitution.



Some other issues to be resolved include:

- Establishment of transmission entities – such as regional transmission organizations, independent system operators (ISOs) and transmission companies – that provide equal access to transmission
- Development of a liquid, robust wholesale market structure that truly provides open access to electricity generators and marketers
- Enactment of federal legislation, including issues related to government-owned utilities and the transmission system
- Resolution of market power and other antitrust issues

REGULATED ELECTRICITY BUSINESS

Delivery

The regulated delivery side of our business will focus on retaining our customer base through a combination of excellent service and fair prices. For the fifth year in a row, APS reduced its prices for customers. By 2004, we will have reduced prices for our residential and small business customers by 16 percent over a 10-year period.

Our main goal is to serve more customers, better and more economically. We are relentless about improving customer service, and we're setting new standards of excellence. We're doing this even while serving more customers with fewer people.

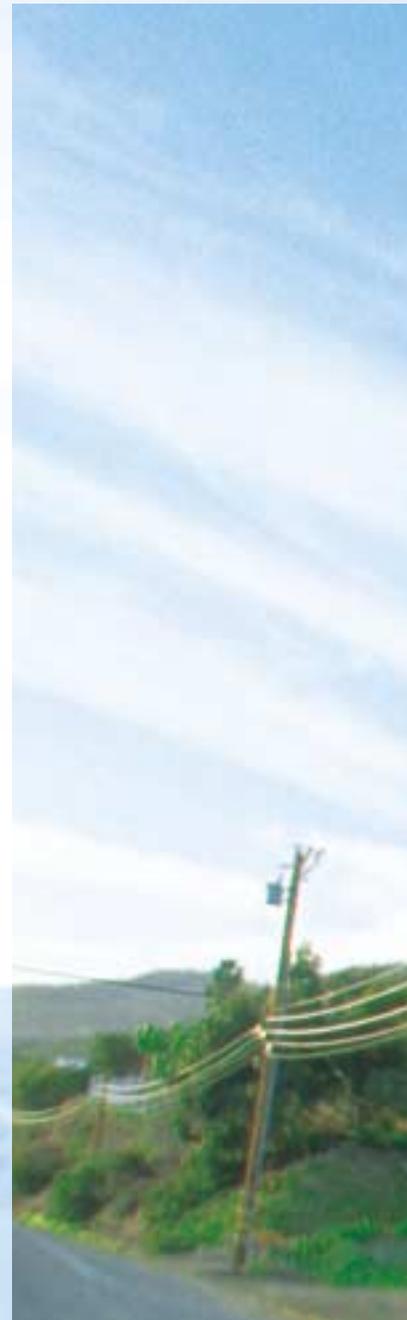
One key to continuing cost reductions and service improvement will be a well-trained

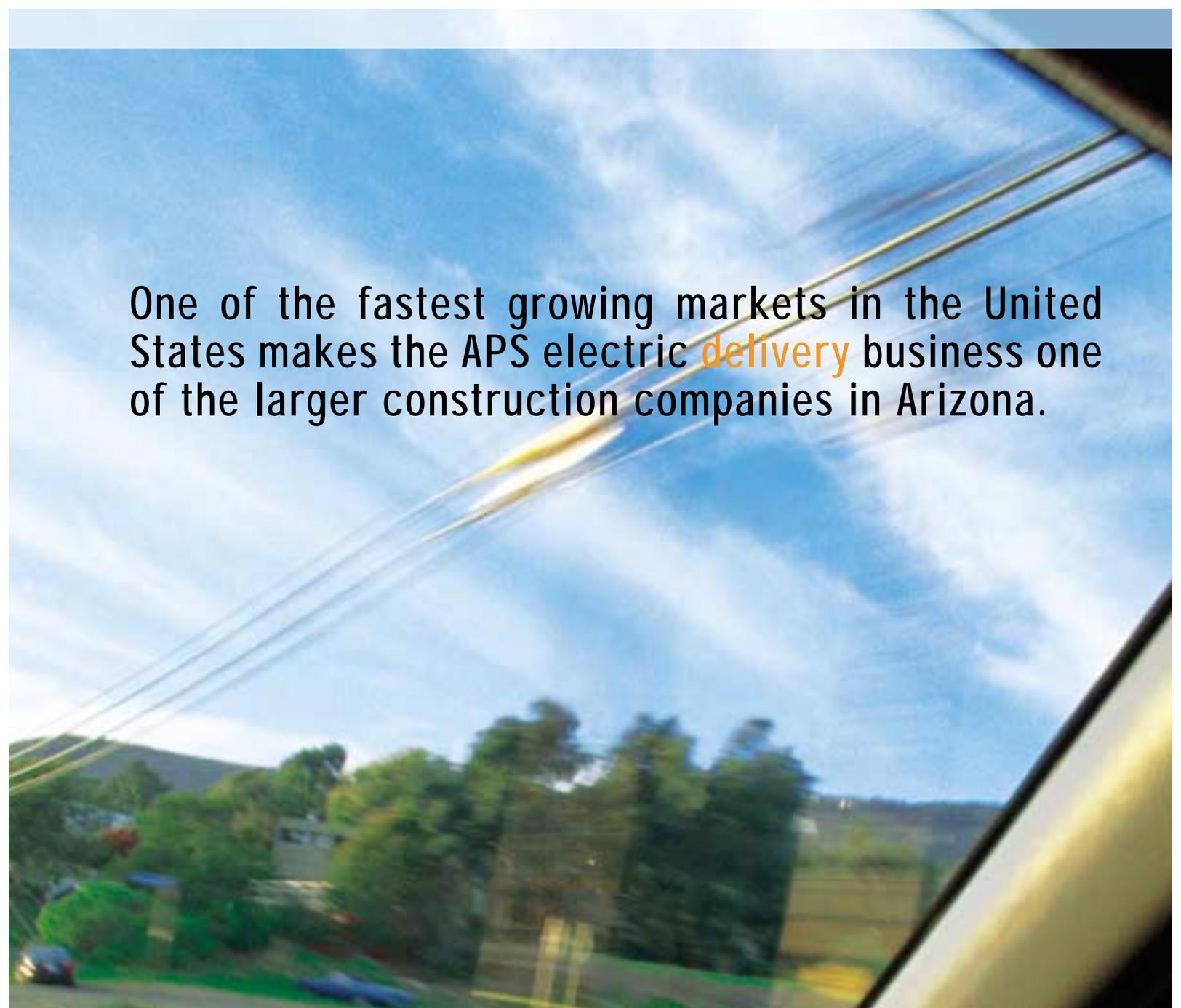
workforce using advanced technologies. New computer systems put powerful tools at our employees' fingertips allowing us to serve customers faster and better and to save money and time. As just a start, customers now can request turn-on or turn-off of electric service through our award-winning website.

Customers will increasingly do business from an internet site. We believe this will be true for electric service as well. We're proud that our site – APS Online – was chosen by Andersen Consulting as one of the top 10 in a study of 144 utility websites.

We see ourselves as a technology company. For example, one of our computer engineers designed an innovative circuit board to strengthen a system that restores power automatically. Without this circuit board, the system sometimes had to be reset manually. This design is the kind of innovation that saves money and improves service.

We have strengthened the infrastructure of our business by continuing to invest in transmission and distribution facilities to ensure we maintain reliable electric service, an overarching mission that we take very seriously. Due to the large growth in our service area, our regulated delivery business is one of the larger construction companies in Arizona. To minimize costs in this area, we aggressively apply new technologies to coordinate teams, tighten supply chains and reduce inventories.





One of the fastest growing markets in the United States makes the APS electric **delivery** business one of the larger construction companies in Arizona.

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Generation

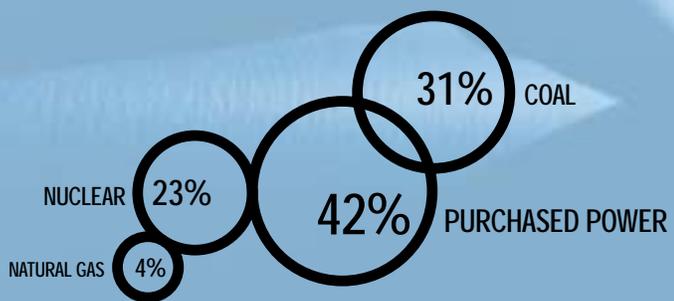
Over the past decade, we have built an impressive record of outstanding generation performance. We continued this tradition in 1999.

For the fifth year in a row, Palo Verde generated more power than any other single power station in the United States. In 1999, the plant achieved a 93 percent capacity factor and produced more than 30.4 billion kilowatt-hours of electricity - both new plant records.

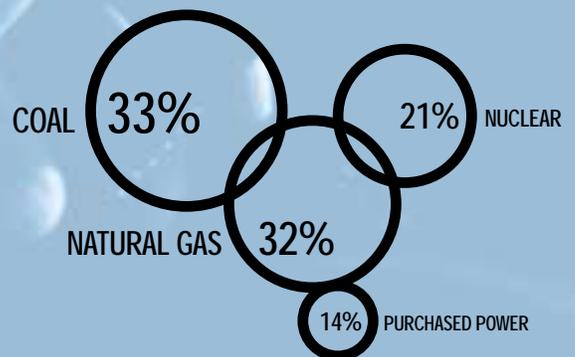
The station also earned a third consecutive "1" rating from the Institute of Nuclear Power Operations, placing us among an elite group of nuclear stations in the United States with superior safety and operating achievements. Palo Verde has shown nearly continuous improvement in output during the 1990s from 20.6 million megawatt-hours in 1990 to 30.4 million in 1999.



1999 ENERGY MIX



2005 PROJECTED ENERGY MIX



For the fifth year in a row, **Palo Verde** generated more power than any other single power station in the United States.

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As a result of a decade of shortening refueling outage durations, improving performance and controlling costs, Palo Verde now ranks consistently among the lowest-cost nuclear plants. In 1999, it ranked fifth in production costs among the nation's nuclear plants.

Our fossil units also performed at record levels in 1999. We achieved a 79.2 percent capacity factor, the best since 1994. Availability at our gas and hydro units reached 98 percent. Through fossil heat-rate improvements in 1999, we achieved \$2.5 million in fuel-cost savings.

At APS generation, we put great emphasis on safety, and we are especially proud of the safety records at our West Phoenix, Ocotillo and Yucca gas-fired power plants, which extended their safety runs without a lost-time accident to 18, 17 and 15 years, respectively.

Cost management remains a central focus. Generation costs must continue their downward slope to meet price reduction targets while continuing to increase earnings.

We have achieved significant savings in coal fuel costs in the past couple of years by renegotiating contracts and by seeking alternative suppliers at one plant that previously had only one supplier. In 1999, we used coal from seven different mines at our Cholla plant, requiring impressive materials

handling and supply-chain management. This fuel diversity will make it easier to manage fuel costs in the future.

Through heat rate improvements, increased capacity factors and fuel cost savings, we have steadily improved our competitive position in the western generation market.

Transmission and Market Structure

In 1997, APS began working with other western utilities to form the Desert Star ISO. Desert Star, as contemplated, is an independent organization of transmission-owning utilities that will be responsible for maintaining reliable and economic operation of an open access transmission system in Arizona, New Mexico and parts of Nevada and Texas.

While discussions continue on Desert Star, we are working with other transmission providers in Arizona to establish an independent system administrator (ISA). This ISA will assure equal access to transmission facilities in Arizona, resolve conflicts in transmission schedules and assure reliable operation of the system while Desert Star is developed and awaits FERC approval for operation.

Power Marketing

Our power marketing group has continued to increase its presence in the growing competitive western markets. This steady growth largely has been accomplished through a conservative strategy backed by a significant asset position in the western electricity generating market.

APS has gained considerable experience in marketing generation as the second-largest operator of generation in the West. As the competitive market develops greater sophistication, our experience positions us well to continue enhancing our ability to manage market costs and risks.

We've increased our risk-management expertise by hiring senior risk managers from oil and gas trading companies. And, we've invested in enhanced risk management software and power system computer models to simulate the daily interaction of energy markets and electric system operations.

Our exposure to procurement risks related to providing electricity to our full-service customers is limited by several factors: top-notch power production performance, favorable long-term purchased-power contracts and an actively managed purchased-power program to ensure that we are able to economically meet our customers' energy demands.

UNREGULATED BUSINESSES

Pinnacle West Energy: Competitive Generation

During 1999, we began to execute a generation growth plan that will capitalize on our competitive strengths as a power plant operator and our location in a high-growth area to take advantage of opportunities in the wholesale power markets.

Pinnacle West Energy, formed in 1999 as our competitive generation affiliate, has announced a growth strategy with about 3,000 megawatts of new gas-fired capacity in various stages of development, and has purchases of existing capacity under consideration.

In April 1999, we announced plans to build two new gas-fired generating units at our existing West Phoenix power plant site. This project consists of a 120-megawatt unit, with commercial operation planned to begin in 2001. A second, larger unit will be a 530-megawatt facility to be operational by mid-2003. These two units will cost about \$330 million and will require about 200 construction workers and a permanent work force of about 12 employees.

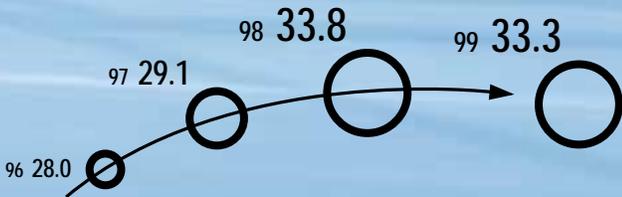
In September, we announced a second, larger project – Redhawk Power Station, to be located near the Palo Verde nuclear station. Redhawk consists of up to four 530-megawatt units, a total of 2,120 megawatts of new combined-cycle capacity. Construction of the Redhawk station is scheduled to begin in mid-2000, with the



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Exceptional **growth** has made Phoenix – the heart of the APS market – the nation’s sixth largest city.



PHOENIX BUILDING PERMITS (in thousands)

units coming on line in stages beginning in 2002. The four units combined are expected to cost about \$1 billion, requiring about 300 workers during peak construction and up to 100 full-time employees during operations.

In 1999, we purchased the land, developed a water plan and ordered eight combustion turbines for Redhawk. In February 2000, we accomplished a major milestone for both projects when we received Certificates of Environmental Compatibility for West Phoenix and Redhawk.

In March 2000, we entered into an agreement with Reliant Energy to equally share the first two Redhawk units. As part of that agreement, Pinnacle West Energy will have half-ownership of three 500-megawatt gas-fired units being developed in Nevada by Reliant. The Nevada plants, like our new Arizona facilities, target fast-growing areas with access to key transmission hubs.

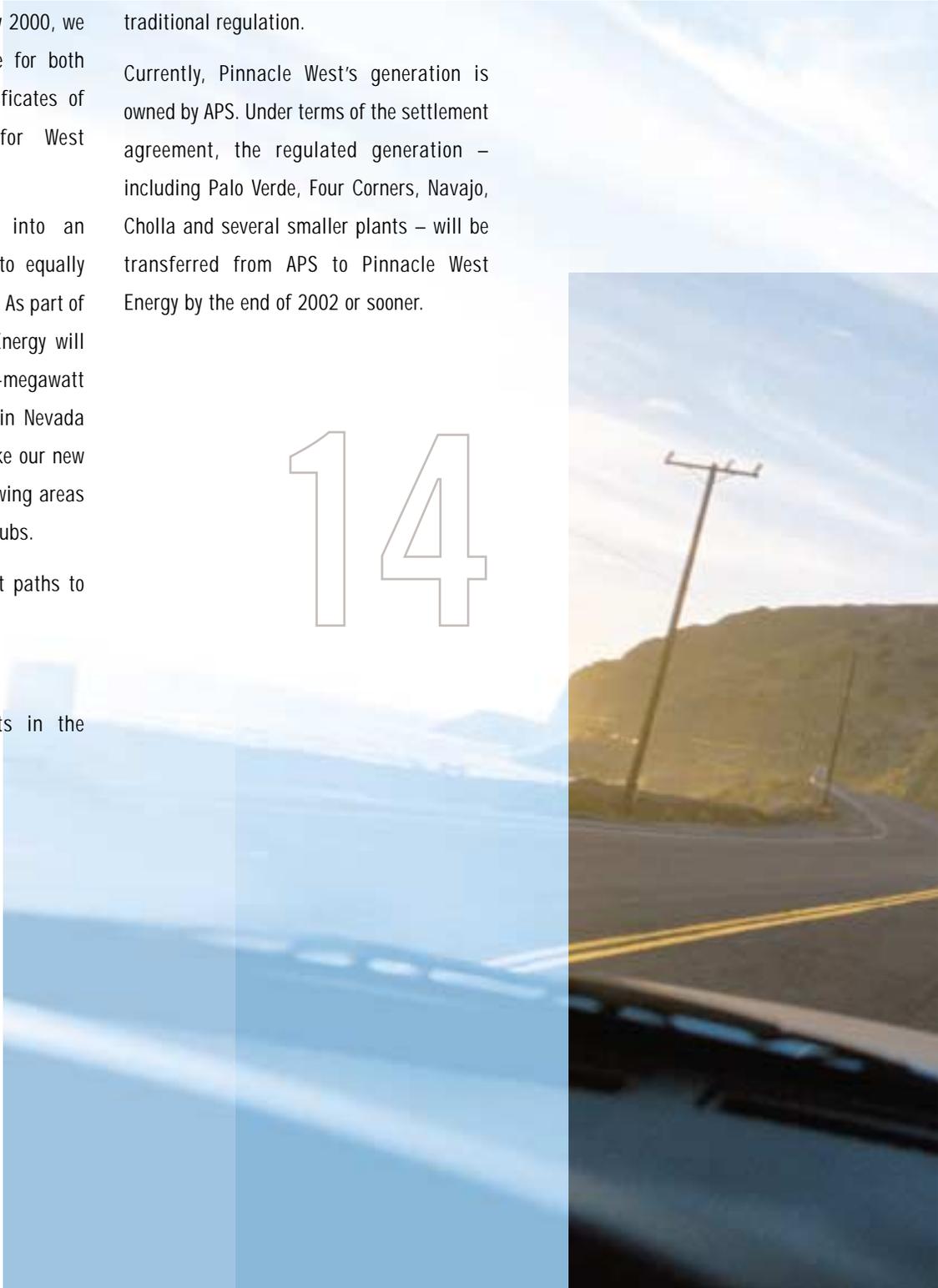
We will consider several different paths to generation growth, including:

- New construction
- Increased ownership interests in the plants we operate
- Alliances with other utilities
- Partnership ventures

Our main objective will be to earn returns that are greater than those possible under traditional regulation.

Currently, Pinnacle West's generation is owned by APS. Under terms of the settlement agreement, the regulated generation – including Palo Verde, Four Corners, Navajo, Cholla and several smaller plants – will be transferred from APS to Pinnacle West Energy by the end of 2002 or sooner.

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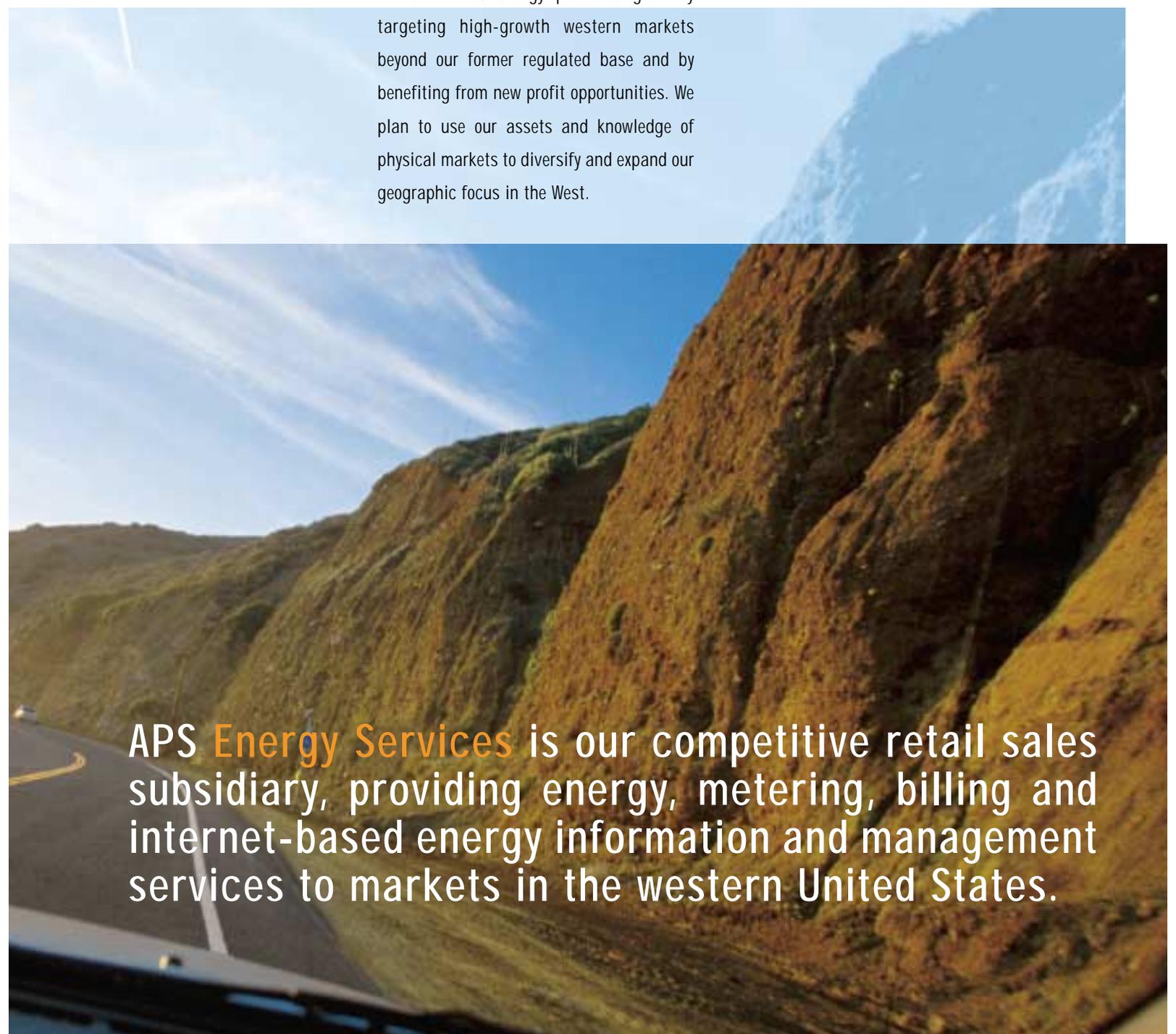


Unlike some utilities, we have chosen to retain and expand generation because it is one of our core competencies. With generation deregulated, we believe it's possible to increase earnings and bolster value for our shareholders in new ways.

Pinnacle West Energy plans to grow by targeting high-growth western markets beyond our former regulated base and by benefiting from new profit opportunities. We plan to use our assets and knowledge of physical markets to diversify and expand our geographic focus in the West.

APS Energy Services

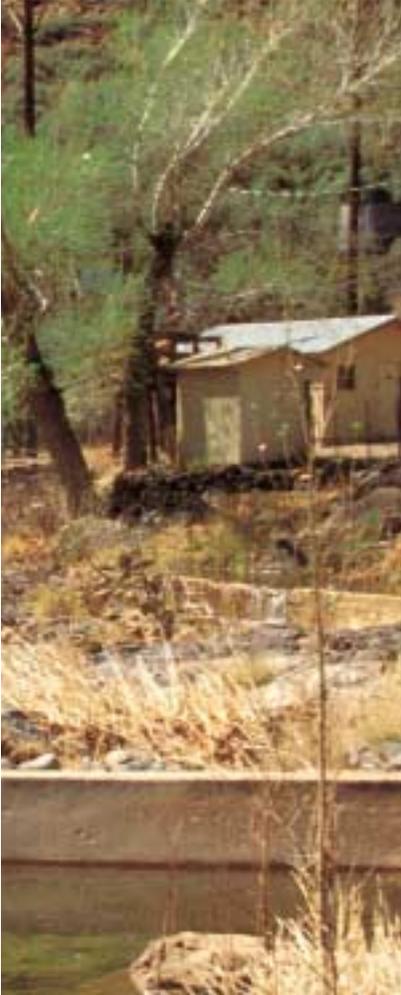
APS Energy Services is our competitive retail sales subsidiary, providing energy, metering, billing and internet-based energy information and management services to markets in the western United States.



APS **Energy Services** is our competitive retail sales subsidiary, providing energy, metering, billing and internet-based energy information and management services to markets in the western United States.



The 4.2-megawatt Childs-Irving facility, built in the early 1900s, will be retired, the waterway will be returned to its natural state and full flows will be returned to the stream by the end of 2004, as part of our commitment to the **environment** and our community.



In 1999, APS Energy Services received approval from the ACC to provide competitive electric power services in Arizona. With two years of experience in the California market, APS Energy Services enters the Arizona market with a keen understanding of customer needs in a competitive environment.

In competitive electricity markets, APS Energy Services is a company of "firsts." We were the first to serve competitive customers in California, where we've signed up customers such as Albertson's, La Quinta Inns, Texas Instruments and Earthgrains.

In Arizona, with competition in effect only a few months, we were the first company to serve customers in the electric utility service areas opened to competition. We are providing commodity and energy efficiency services to customers such as Northern Arizona University and other similar public institutions.

SunCor Development

SunCor, one of the premier real estate developers in the Southwest, had an excellent year in 1999. It contributed \$6 million to consolidated earnings and, at year-end, had assets with a book value of \$437 million.

SunCor's strategy is to improve overall profitability and control its risk by developing select projects in discreet stages, reflecting a disciplined development path. SunCor has provided good cash flow from dividends to the parent company – more than \$136 million over the past five years.

SunCor builds planned residential communities and individual homes, develops commercial properties and manages golf courses in the fast-growing states of Arizona, New Mexico and Utah. Golden Heritage Homes, our home-building unit, sold 345 homes in 1999. About two-thirds of SunCor's assets are invested in planned communities, with the remainder invested in commercial and industrial projects.

With a greater proportion of its holdings now available to produce sales and income, we expect SunCor to show enhanced profitability.

El Dorado Investment

El Dorado earned \$11 million in 1999 compared with \$5 million in 1998, and paid \$10 million in dividends to the parent company. These results included recognition of gains on technology stocks that went public in 1999. Assuming continued strength in this market, we could recognize further increases in 2000.

At the end of 1999, El Dorado had assets with a book value of \$37 million.

Competition and Community

Our location in Arizona makes it easier for us to attract and retain talented employees and is a major benefit to our businesses.

As beneficiaries, we invest in neighborhoods and community-based organizations and encourage employee-involvement in volunteer activities. We participate with and support more than 400 community organizations.

All of our subsidiaries take considerable pride in their commitment to employee safety and development, open communications, sound environmental practices and community outreach. Each of these areas will remain just as important in the competitive arena as they are in the regulated world. Our safety goal is zero lost-time accidents, a standard that several of our facilities maintain year after year.

We endorse the 10-point Code of Conduct adopted by the Coalition for Environmentally Responsible Economies (CERES). These CERES principles require public reporting of specific environmental achievements and goals, and we produce an *Environmental, Health and Safety Annual Report* that is available to the public upon request, as is a *Community Investment Report*.

In 1999, there were several examples of our corporate-wide commitment to responsible business practices:

APS reached an agreement with several environmental groups to accelerate decommissioning of a small but historically significant hydroelectric facility, the Childs-Irving plant in central Arizona. This 4.2-megawatt facility, built in the early 1900s, will be retired, the waterway will be returned to its natural state and full flows will be restored to the stream by the end of 2004.

SunCor opened the Sanctuary Golf Course, the first course in Arizona (and one of only 17 in the world) to receive Signature Status from the Audubon Society for its program of wildlife conservation, habitat enhancement and environmental improvement.

It is efforts like these that build both employee and community support. Community acceptance provides a key strategic advantage for smooth operation of existing plants and facilities as well as for siting of new power plants, new transmission infrastructure and new residential communities. We intend to continue earning the right to business success by supporting our communities and earning their trust.

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1999 FINANCIAL STATEMENTS

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SELECTED CONSOLIDATED DATA (dollars in thousands, except per share amounts)

| | 1999 | 1998 | 1997 | 1996 | 1995 |
|--|--------------------------|---------------------|---------------------|---------------------------|-------------------------|
| OPERATING RESULTS | | | | | |
| Operating revenues | | | | | |
| Electric | \$ 2,293,184 | \$ 2,006,398 | \$ 1,878,553 | \$ 1,718,272 | \$ 1,614,952 |
| Real estate | 130,169 | 124,188 | 116,473 | 99,488 | 54,846 |
| Income from continuing operations | \$ 269,772 | \$ 242,892 | \$ 235,856 | \$ 211,059 ^(a) | \$ 199,608 |
| Discontinued operations | 38,000 ^(d) | — | — | (9,539) ^(b) | — |
| Extraordinary charge – net of income tax | (139,885) ^(e) | — | — | (20,340) ^(c) | (11,571) ^(c) |
| Net income | <u>\$ 167,887</u> | <u>\$ 242,892</u> | <u>\$ 235,856</u> | <u>\$ 181,180</u> | <u>\$ 188,037</u> |
| COMMON STOCK DATA | | | | | |
| Book value per share – year-end | \$ 26.00 | \$ 25.50 | \$ 23.90 | \$ 22.51 | \$ 21.49 |
| Earnings (loss) per average common share outstanding | | | | | |
| Continuing operations – basic | \$ 3.18 | \$ 2.87 | \$ 2.76 | \$ 2.41 ^(a) | \$ 2.28 |
| Discontinued operations | 0.45 | — | — | (0.11) | — |
| Extraordinary charge | (1.65) | — | — | (0.23) | (0.13) |
| Net income – basic | <u>\$ 1.98</u> | <u>\$ 2.87</u> | <u>\$ 2.76</u> | <u>\$ 2.07</u> | <u>\$ 2.15</u> |
| Continuing operations – diluted | \$ 3.17 | \$ 2.85 | \$ 2.74 | \$ 2.40 ^(a) | \$ 2.27 |
| Net income – diluted | \$ 1.97 | \$ 2.85 | \$ 2.74 | \$ 2.06 | \$ 2.14 |
| Dividends declared per share | \$ 1.325 | \$ 1.225 | \$ 1.125 | \$ 1.025 | \$ 0.925 |
| Indicated annual dividend rate – year-end | \$ 1.40 | \$ 1.30 | \$ 1.20 | \$ 1.10 | \$ 1.00 |
| Average common shares outstanding – basic | 84,717,135 | 84,774,218 | 85,502,909 | 87,441,515 | 87,419,300 |
| Average common shares outstanding – diluted | 85,008,527 | 85,345,946 | 86,022,709 | 88,021,920 | 87,884,226 |
| TOTAL ASSETS | <u>\$ 6,608,506</u> | <u>\$ 6,824,546</u> | <u>\$ 6,850,417</u> | <u>\$ 6,989,289</u> | <u>\$ 6,997,052</u> |
| LIABILITIES AND EQUITY | | | | | |
| Long-term debt less current maturities | \$ 2,206,052 | \$ 2,048,961 | \$ 2,244,248 | \$ 2,372,113 | \$ 2,510,709 |
| Other liabilities | 2,196,721 | 2,516,993 | 2,407,572 | 2,428,180 | 2,336,695 |
| | <u>4,402,773</u> | <u>4,565,954</u> | <u>4,651,820</u> | <u>4,800,293</u> | <u>4,847,404</u> |
| Minority interests | | | | | |
| Non-redeemable preferred stock of APS | — | 85,840 | 142,051 | 165,673 | 193,561 |
| Redeemable preferred stock of APS | — | 9,401 | 29,110 | 53,000 | 75,000 |
| Common stock equity | <u>2,205,733</u> | <u>2,163,351</u> | <u>2,027,436</u> | <u>1,970,323</u> | <u>1,881,087</u> |
| Total liabilities and equity | <u>\$ 6,608,506</u> | <u>\$ 6,824,546</u> | <u>\$ 6,850,417</u> | <u>\$ 6,989,289</u> | <u>\$ 6,997,052</u> |

(a) Includes an after-tax charge of \$18.9 million (\$0.22 per share) for a voluntary severance program and about \$12 million (\$0.13 per share) of income tax benefits related to capital loss carryforwards.

(b) Charges, net of tax, associated with the settlement of a legal matter related to MeraBank, A Federal Savings Bank.

(c) Charges associated with the repayment or refinancing of the parent company's high-coupon debt.

(d) Tax benefit stemming from the resolution of income tax matters related to MeraBank, A Federal Savings Bank.

(e) Charges associated with a regulatory disallowance.



(dollars in thousands, except per share amounts)

| | 1999 | 1998 | 1997 | 1996 | 1995 |
|---|--------------|--------------|--------------|--------------|--------------|
| ELECTRIC OPERATING REVENUES | | | | | |
| Residential | \$ 805,173 | \$ 766,378 | \$ 746,937 | \$ 721,877 | \$ 669,762 |
| Commercial | 733,038 | 699,016 | 687,988 | 678,130 | 653,425 |
| Industrial | 159,329 | 172,296 | 164,696 | 162,324 | 156,501 |
| Irrigation | 7,374 | 7,288 | 8,706 | 9,448 | 9,596 |
| Other | 11,708 | 10,644 | 11,842 | 13,078 | 12,631 |
| Total retail | 1,716,622 | 1,655,622 | 1,620,169 | 1,584,857 | 1,501,915 |
| Sales for resale | 506,877 | 300,698 | 226,828 | 98,560 | 86,510 |
| Transmission for others | 11,348 | 11,058 | 10,295 | 10,240 | 9,390 |
| Miscellaneous services | 58,337 | 39,020 | 21,261 | 24,615 | 17,137 |
| Net electric operating revenues | \$ 2,293,184 | \$ 2,006,398 | \$ 1,878,553 | \$ 1,718,272 | \$ 1,614,952 |
| ELECTRIC SALES (MWh) | | | | | |
| Residential | 8,774,822 | 8,310,689 | 7,970,309 | 7,541,440 | 6,848,905 |
| Commercial | 9,543,853 | 8,697,397 | 8,524,882 | 8,233,762 | 7,768,289 |
| Industrial | 2,561,349 | 3,279,430 | 3,123,283 | 3,039,357 | 2,933,459 |
| Irrigation | 99,669 | 84,640 | 112,363 | 121,775 | 119,580 |
| Other | 94,877 | 90,927 | 86,090 | 84,362 | 78,478 |
| Total retail | 21,074,570 | 20,463,083 | 19,816,927 | 19,020,696 | 17,748,711 |
| Sales for resale | 15,693,834 | 10,317,391 | 9,233,573 | 3,367,234 | 2,720,704 |
| Total electric sales | 36,768,404 | 30,780,474 | 29,050,500 | 22,387,930 | 20,469,415 |
| ELECTRIC CUSTOMERS - END OF YEAR | | | | | |
| Residential | 735,359 | 708,215 | 680,478 | 654,602 | 625,352 |
| Commercial | 86,707 | 83,506 | 81,246 | 78,178 | 75,105 |
| Industrial | 3,183 | 3,084 | 3,192 | 3,055 | 2,913 |
| Irrigation | 754 | 710 | 764 | 841 | 837 |
| Other | 932 | 895 | 851 | 828 | 786 |
| Total retail | 826,935 | 796,410 | 766,531 | 737,504 | 704,993 |
| Sales for resale | 73 | 67 | 50 | 48 | 39 |
| Total electric customers | 827,008 | 796,477 | 766,581 | 737,552 | 705,032 |

See "Financial Review" on pages 22-29 for a discussion of certain information in the table above.

QUARTERLY STOCK PRICES AND DIVIDENDS stock symbol: PNW

| 1999 | High | Low | Close | Dividends Per Share(a) | 1998 | High | Low | Close | Dividends Per Share(a) |
|-------------|----------|----------|---------|------------------------|-------------|---------|---------|----------|------------------------|
| 1st Quarter | 43 3/8 | 35 15/16 | 36 3/8 | \$ 0.325 | 1st Quarter | 45 | 39 3/8 | 44 7/16 | \$ 0.300 |
| 2nd Quarter | 42 15/16 | 36 1/4 | 40 1/4 | \$ 0.650 | 2nd Quarter | 46 3/16 | 42 | 45 | \$ 0.600 |
| 3rd Quarter | 41 5/16 | 34 11/16 | 36 3/8 | \$ — | 3rd Quarter | 45 9/16 | 40 1/16 | 44 13/16 | \$ — |
| 4th Quarter | 38 1/8 | 30 3/16 | 30 9/16 | \$ 0.350 | 4th Quarter | 49 1/4 | 41 5/8 | 42 3/8 | \$ 0.325 |

(a) Dividends for the 3rd quarter of 1999 and 1998 were declared in June.



FINANCIAL REVIEW

In this section, we explain the results of operations, general financial condition, and outlook for Pinnacle West and our subsidiaries: APS, SunCor, El Dorado, APS Energy Services, and Pinnacle West Energy, including:

- the changes in our earnings from 1998 to 1999 and from 1997 to 1998
- the factors impacting our business, including competition and electric industry restructuring
- the effects of regulatory agreements on our results and outlook
- our capital needs and resources – for APS and our other operations, and
- our management of market risks.

APS, our major subsidiary and Arizona's largest electric utility, with approximately 827,000 customers, provides wholesale and retail electric service to the entire state with the exception of Tucson and about one-half of the Phoenix area. APS also generates, sells, and delivers electricity and energy-related products and services to wholesale and retail customers in the western United States. SunCor is a developer of residential, commercial, and industrial projects on some 15,000 acres in Arizona, New Mexico, and Utah. El Dorado is a venture capital firm with a diversified portfolio. APS Energy Services was formed in 1998 and sells energy and energy-related products and services in competitive retail markets in the western United States. Pinnacle West Energy, which was formed in 1999, is the subsidiary through which we intend to conduct our future unregulated generation operations.

Throughout this Financial Review, we refer to specific "Notes" in the Notes to Consolidated Financial Statements that begin on page 35. These Notes add further details to the discussion.

RESULTS OF OPERATIONS

1999 Compared with 1998

Our 1999 consolidated net income was \$168 million compared with \$243 million in 1998. The following is a summary:

(millions of dollars)

| | 1999 | 1998 |
|-----------------------------------|---------------|---------------|
| APS | \$ 267 | \$ 246 |
| APS Energy Services | (9) | — |
| SunCor | 6 | 45 |
| El Dorado | 11 | 5 |
| Parent Company | (5) | (53) |
| Income from Continuing Operations | <u>270</u> | <u>243</u> |
| Income Tax Benefit from | | |
| Discontinued Operations | 38 | — |
| Extraordinary Charge – | | |
| Net of Income Taxes of \$94 | <u>(140)</u> | <u>—</u> |
| Net Income | <u>\$ 168</u> | <u>\$ 243</u> |

The income tax benefit from discontinued operations resulted from resolution of tax issues related to a former subsidiary, MeraBank, A Federal Savings Bank.

The extraordinary charge related to a regulatory disallowance which resulted from APS' comprehensive Settlement Agreement that was approved by the Arizona Corporation Commission (ACC) in September 1999. See "Regulatory Agreements" below and Notes 1 and 3 for additional information about the regulatory disallowance and the Settlement Agreement.

APS' earnings before extraordinary charge increased \$21 million – a 9% increase – over 1998 earnings primarily because of increases in the number of customers and in the average amount of electricity used by customers and lower financing costs. These positive impacts more than offset the effects of retail electricity price reductions and higher utility operations and maintenance expense. See Note 3 for additional information about the price reductions.

In 1999, electric operating revenues increased \$287 million primarily because of:

- increased power marketing and trading revenues (\$219 million)
- increases in the number of customers and the average amount of electricity used by customers (\$81 million) and
- miscellaneous factors (\$9 million).



As mentioned above, these positive factors were partially offset by the effects of reductions in retail prices (\$22 million).

The increase in power marketing revenues resulted from higher prices and increased activity in western U.S. bulk power markets. The revenues were accompanied by an increase in purchased power expenses. Although these activities contributed positively to earnings in both periods, the contribution in 1999 was lower than in 1998.

APS' utility operations and maintenance expenses increased \$18 million primarily because of \$19 million of non-recurring items recorded in 1999, including a provision for certain environmental costs. Other increases primarily related to customer growth were more than offset by lower employee benefit costs and movement of certain marketing functions to APS Energy Services in early 1999.

APS Energy Services recorded a loss of \$9 million in 1999, its first year of operations. Income tax benefits related to the loss are recorded at the parent company. In 1999, the loss consisted primarily of operating expenses, which were partially offset by revenues as new markets began to open for retail electricity competition.

Our real estate subsidiary, SunCor Development, reported earnings of \$6 million in 1999 compared with \$45 million in 1998. SunCor's 1998 earnings included \$37 million related to the recording of a deferred tax asset by SunCor in connection with its intercompany tax sharing agreement with Pinnacle West. Income taxes related to SunCor's pretax income are now being recorded by SunCor. Prior to 1998, the income tax effects related to SunCor's income and losses were not recorded at SunCor due to net operating losses. On an after-tax basis and excluding the effects of the deferred tax asset, SunCor's contributions to consolidated earnings were \$6 million in 1999 and \$5 million in 1998 – a significant percentage increase in net income from operations for the real estate subsidiary.

El Dorado Investment Company, our investment subsidiary, reported earnings of \$11 million in 1999 compared with \$5 million in 1998. The improvement related primarily to the increased value of El Dorado's investment in a technology-related venture capital partnership; this investment is revalued on a quarterly basis.

1998 Compared with 1997

Our 1998 consolidated net income was \$243 million compared with \$236 million in 1997 – a 3.0% increase. The following is a summary:

(millions of dollars)

| | 1998 | 1997 |
|----------------|---------------|---------------|
| APS | \$ 246 | \$ 239 |
| SunCor | 45 | 5 |
| El Dorado | 5 | 8 |
| Parent Company | (53) | (16) |
| Net Income | <u>\$ 243</u> | <u>\$ 236</u> |

APS' 1998 earnings increased \$7 million – a 3% increase over 1997 earnings primarily because of an increase in customers, expanded power marketing and trading activities, and lower financing costs. In the comparison, these positive factors more than offset the effects of milder weather, the prior year's benefits of the two fuel-related settlements recorded in 1997, and retail price reductions. See Note 3 for additional information about the price reductions.

In 1998, electric operating revenues increased \$128 million primarily because of:

- increased power marketing and trading revenues (\$94 million)
- increases in the number of customers and the average amount of electricity used by customers (\$77 million) and
- miscellaneous factors (\$8 million).

As mentioned above, these positive factors were partially offset by the effects of milder weather (\$33 million) and reductions in retail prices (\$18 million).

The increase in power marketing revenues resulted from higher prices and increased activity in western U.S. bulk power markets. The revenue increases were accompanied by an increase in purchased power expenses. These activities contributed positively to earnings in both periods; the contribution in 1998 was higher than in 1997.

The two fuel-related settlements increased 1997 pretax earnings by about \$21 million. The income statement reflects these settlements as reductions in fuel expense and as other income.

Operations and maintenance expense increased \$14 million primarily because of customer growth, initiatives related to competition, and expansion of our power marketing and trading function.

Depreciation and amortization expense increased \$11 million because APS had more plant in service.

Financing costs decreased by \$16 million primarily because of lower amounts of outstanding debt and APS preferred stock.

Before the effects of recording deferred taxes under its tax sharing agreement, the earnings contribution from our real estate subsidiary, SunCor Development, increased \$3 million as a result of an increase in land sales. SunCor's stand-alone net income in 1998 was \$45 million, of which \$37 million represents income related to the recognition of a deferred tax asset. The deferred tax asset relates to net operating losses and book/tax basis differences. SunCor is expected to realize these benefits in subsequent periods pursuant to an inter-company tax allocation agreement. On a consolidated basis, Pinnacle West had already recognized the income tax benefits; therefore, there was no impact on consolidated net income in 1998.

The contribution from El Dorado, our investment subsidiary, decreased \$3 million as a result of a decrease in investment sales.

Regulatory Agreements

Regulatory agreements approved by the ACC affect the results of APS' operations. The following discussion focuses on three agreements approved by the ACC: the 1999 Settlement Agreement to implement retail electric competition; a 1996 agreement that accelerated the amortization of APS' regulatory assets; and a 1994 settlement that included accelerated amortization of APS' deferred investment tax credits (ITCs).

As part of the 1999 Settlement Agreement, APS reduced rates for standard offer service for customers with loads less than 3 megawatts in a series of annual retail electric price reductions of 1.5% beginning July 1, 1999 through July 1, 2003, for a total of 7.5%. The first reduction of approximately \$24 million (\$14 million after income taxes) included the July 1, 1999 retail price decrease related to the 1996 regulatory agreement (see below). For customers having loads 3 megawatts or greater, standard offer rates will be reduced in annual increments that total 5% through 2002.

Also, under the Settlement Agreement a regulatory disallowance removed \$234 million before income taxes (\$183 million net present value) from ongoing regulatory cash flows and was recorded as a net reduction of regulatory assets. This reduction (\$140 million after income taxes) was reported as an extraordinary charge on the income statement. Before the ACC approved the 1999 Settlement Agreement, APS was recovering substantially all of its regulatory assets through accelerated amortization over an eight-year period that would have ended June 30, 2004 under the 1996 agreement. For more details, see Note 1.

The regulatory assets to be recovered under this Settlement Agreement are now being amortized as follows:

(millions of dollars)

| 1999 | 2000 | 2001 | 2002 | 2003 | 1/1-6/30 2004 | Total |
|-------|-------|-------|-------|------|------------------|-------|
| \$164 | \$158 | \$145 | \$115 | \$86 | \$18 | \$686 |

Also, as part of the 1996 regulatory agreement, APS reduced its retail electricity prices by 3.4% effective July 1, 1996. This reduction decreased annual revenue by about \$49 million annually (\$29 million after income taxes). APS also agreed to share future cost savings with its customers during the term of the agreement, which resulted in the following additional retail price reductions:

- \$18 million annually (\$11 million after income taxes), or 1.2%, effective July 1, 1997,
- \$17 million annually (\$10 million after income taxes), or 1.1%, effective July 1, 1998, and
- \$11 million annually (\$7 million after income taxes), or 0.7%, effective July 1, 1999, which was included in the July 1, 1999 1.5% price reduction under the 1999 Settlement Agreement.

As part of the 1994 rate settlement, APS accelerated amortization of substantially all deferred investment tax credits (ITCs) over a five-year period that ended on December 31, 1999. The amortization of ITCs decreased annual consolidated income tax expense by approximately \$24 million. Beginning in 2000, no further benefits will be reflected in income tax expense related to the accelerated amortization of ITCs (see Note 4).

CAPITAL NEEDS AND RESOURCES

Pinnacle West (Parent Company)

During the past three years, our primary cash needs were for:

- dividends to our shareholders
- interest payments and
- optional and mandatory repayment of principal on our long-term debt.

In addition, as part of the 1996 agreement with the ACC, we invested \$50 million annually in APS for the years 1996 through 1999. The 1999 payment was the last payment under the 1996 regulatory agreement (see Note 3). During 1997, we repurchased \$80 million of common stock, reducing our shares outstanding at year-end 1997 by 2.7 million shares.

Our primary sources of cash are dividends from our subsidiaries. During 1999, APS paid \$170 million in dividends to the parent. In 1999, SunCor and El Dorado declared dividends to the parent of \$20 million and \$10 million, respectively.

Combined dividends from SunCor and El Dorado are expected to be at least \$25 million annually during the next several years; however, the aggregate amount of those dividends depends somewhat on the status of the real estate and stock markets (particularly the technology sector).

Our long-term debt at December 31, 1999 was \$106 million compared to \$92 million at December 31, 1998. We have a \$250 million line of credit, under which we had \$56 million of borrowings outstanding at December 31, 1999. We do not have any principal debt repayment obligations until 2001.

APS

APS' capital requirements consist primarily of capital expenditures and optional and mandatory redemptions of long-term debt. APS pays for its capital requirements with cash from its operations and, to the extent necessary, external financing.

As part of the 1996 regulatory agreement, APS received annual cash infusions from Pinnacle West of \$50 million from 1996 through 1999. During the period from 1997 through 1999, APS paid for all of its capital expenditures with cash from its operations. APS expects to do so in 2000 through 2002 as well.

APS' capital expenditures in 1999 were \$332 million. APS' projected capital expenditures for the next three years are: \$384 million in 2000; \$342 million in 2001; and \$334 million in 2002. These amounts include about \$30-\$35 million each year for nuclear fuel. In general, most of the projected capital expenditures are for:

- expanding transmission and distribution capabilities to meet customer growth
- upgrading existing utility property and
- environmental purposes.

During 1999, APS redeemed about \$323 million of long-term debt and \$96 million of preferred stock, including premiums, with cash from operations and long- and short-term debt. APS no longer has any outstanding preferred stock. Its long-term debt redemption requirements and payment obligations on a capitalized lease for the next three years are approximately: \$115 million in 2000; \$253 million in 2001; and \$125 million in 2002. In addition, APS made optional redemptions of about \$89 million of long-term debt in January 2000. Based on market conditions and optional call provisions, APS may make optional redemptions of long-term debt from time to time.

As of December 31, 1999, APS had credit commitments from various banks totaling about \$350 million, which were available either to support the issuance of commercial paper or to be used as bank borrowings. At the end of 1999, APS had about \$38 million of commercial paper and \$50 million of long-term bank borrowings outstanding.

In February 1999, APS issued \$125 million of unsecured long-term debt and in November 1999, APS issued \$250 million of unsecured long-term debt.

Although provisions in APS' first mortgage bond indenture and ACC financing orders establish maximum amounts of additional first mortgage bonds that APS may issue, APS does not expect any of these provisions to limit its ability to meet its capital requirements.

Pinnacle West Energy

We are currently planning, through Pinnacle West Energy, a 650-megawatt expansion of our West Phoenix Power Plant, and the construction of a natural gas-fired electric generating station of up to 2,120 megawatts near Palo Verde, called Redhawk. Pinnacle West Energy's capital expenditures in 1999 were \$21 million. Projected capital expenditures for these projects are \$152 million in 2000; \$240 million in 2001; and \$245 million in 2002. We are also considering additional expansion over the next several years, which may result in additional expenditures. Pinnacle West Energy's capital expenditures will be funded with debt proceeds, and with internally generated cash and debt proceeds from the parent company. Assuming all approvals are granted, we expect to begin construction at West Phoenix in the second quarter of 2000.

Pinnacle West Energy has signed a joint development agreement with Reliant Energy Power Generation, Inc. (Reliant) covering construction and operation of three new merchant plants. Pinnacle West Energy plans to contribute the first two units (1,060 megawatts) of the Redhawk project to the joint agreement. Construction is expected to start in the third quarter of 2000, with commercial operation scheduled in the summer of 2002. Reliant plans to contribute two new natural gas-fired projects (1,500 megawatts) in Nevada to the venture.

Other Subsidiaries

During the past three years, SunCor and El Dorado each funded all of their cash requirements with cash from operations and their own external financings.

SunCor's capital needs consist primarily of capital expenditures for land development, retail and office building construction, and home construction. On the basis of projects now under development, SunCor expects capital needs over the next three years to be: \$53 million in 2000; \$43 million in 2001; and \$51 million in 2002. Capital resources to meet these requirements include funds from operations and SunCor's own external financings.

As of December 31, 1999, SunCor had a \$100 million line of credit, under which \$94 million of borrowings were outstanding. SunCor has no principal debt repayment requirements for 2000, \$30 million for 2001, and \$64 million for 2002.

COMPETITION AND INDUSTRY RESTRUCTURING

The electric industry is undergoing significant change. It is moving to a competitive, market-based structure from a highly-regulated, cost-based environment in which companies have been entitled to recover their costs and to earn fair returns on their invested capital in exchange for commitments to serve all customers within designated service territories. See "Results of Operations – Regulatory Agreements" and Note 3 for additional information about APS' Settlement Agreement with the ACC related to the implementation of retail electric competition, the ACC rules that provide a framework for the introduction of retail electric competition in Arizona, and other competitive developments, including an agreement with Salt River Project.

In May 1998, a law was enacted by the Arizona legislature to facilitate implementation of retail electric competition in the state. Additionally, legislation related to electric competition has been proposed in the United States Congress. See Note 3 for a discussion of legislative developments.

We cannot accurately predict the impact of full retail competition on our financial position, cash flows, or results of operations. As competition in the electric industry continues to evolve, we will continue to evaluate strategies and alternatives that will position us to compete effectively in a restructured industry.

APS prepares its financial statements in accordance with Statement of Financial Accounting Standards (SFAS) No. 71, "Accounting for the Effects of Certain Types of Regulation." SFAS No. 71 requires a cost-based, rate-regulated enterprise to reflect the impact of regulatory decisions in its financial statements. As a result of the Settlement Agreement (see Note 3), APS discontinued the application of SFAS No. 71 for its generation operations. This meant that the generation assets were tested for impairment and the portion of the regulatory assets deemed to be unrecoverable through ongoing regulated cash flows was eliminated. APS determined that the generation assets were not impaired. A regulatory disallowance (\$140 million after income taxes) was reported as an extraordinary charge on the income statement. See Note 1 for additional information on regulatory accounting and Note 3 for additional information on the Settlement Agreement.

YEAR 2000 READINESS DISCLOSURE

Some companies expected to face problems on January 1, 2000 in the case that computer systems and equipment would not properly recognize calendar dates. During 1997, APS had initiated a comprehensive company-wide Year 2000 program to review and resolve all Year 2000 issues in mission critical systems in a timely manner to ensure the reliability of electric service to its customers. We have spent about \$5 million to be Year 2000 ready. To date, we have not experienced any material Year 2000 related problems, and we do not anticipate any in the future.

ACCOUNTING MATTERS

We describe a new standard on accounting for derivatives in Note 2. The new standard on derivatives is effective for us in 2001. We are currently evaluating what impact it will have on our financial statements. Also, see Note 2 for a description of a proposed standard on accounting for certain liabilities related to closure or removal of long-lived assets.

RISK MANAGEMENT

Our operations include managing market risks related to changes in interest rates, commodity prices, and investments held by the nuclear decommissioning trust fund.

Interest Rate and Equity Risk

Our major financial market risk exposure is changing interest rates. Changing interest rates will affect interest paid on variable-rate debt and interest earned by the nuclear decommissioning trust fund (see Note 13). Our policy is to manage interest rates through the use of a combination of fixed-rate

and floating-rate debt. The nuclear decommissioning fund also has risks associated with changing market values of equity investments. Nuclear decommissioning costs are recovered in regulated electricity prices.

The tables below present contractual balances of our long-term and short-term debt at the expected maturity dates as well as the fair value of those instruments on December 31, 1999 and December 31, 1998. The interest rates presented in the table below represent the weighted average interest rates for the years ended December 31, 1999 and December 31, 1998.

EXPECTED MATURITY/PRINCIPAL REPAYMENT - DECEMBER 31, 1999 (thousands of dollars)

| | Short-Term | | Variable Long-Term | | Fixed Long-Term | |
|------------------|----------------|------------------|--------------------|-------------------|-----------------|---------------------|
| | Interest Rates | Amount | Interest Rates | Amount | Interest Rates | Amount |
| 2000 | 5.33% | \$ 38,300 | 10.25% | \$ 87 | 5.79% | \$ 114,711 |
| 2001 | — | — | 7.00% | 336,117 | 6.70% | 27,488 |
| 2002 | — | — | 8.47% | 64,085 | 8.13% | 125,000 |
| 2003 | — | — | 5.51% | 50,118 | 6.87% | 25,000 |
| 2004 | — | — | 10.25% | 130 | 6.17% | 205,000 |
| Years thereafter | — | — | 3.19% | 479,727 | 7.87% | 900,483 |
| Total | | <u>\$ 38,300</u> | | <u>\$ 930,264</u> | | <u>\$ 1,397,682</u> |
| Fair Value | | <u>\$ 38,300</u> | | <u>\$ 930,264</u> | | <u>\$ 1,366,968</u> |

EXPECTED MATURITY/PRINCIPAL REPAYMENT - DECEMBER 31, 1998 (thousands of dollars)

| | Short-Term | | Variable Long-Term | | Fixed Long-Term | |
|------------------|----------------|-------------------|--------------------|-------------------|-----------------|---------------------|
| | Interest Rates | Amount | Interest Rates | Amount | Interest Rates | Amount |
| 1999 | 5.88% | \$ 178,830 | 7.30% | \$ 3,268 | 7.24% | \$ 164,777 |
| 2000 | — | — | 7.32% | 25,756 | 5.79% | 114,711 |
| 2001 | — | — | 6.57% | 93,472 | 6.70% | 27,488 |
| 2002 | — | — | 10.25% | 119 | 8.13% | 125,000 |
| 2003 | — | — | 5.94% | 125,131 | 6.87% | 25,000 |
| Years thereafter | — | — | 3.43% | 459,803 | 7.75% | 1,058,963 |
| Total | | <u>\$ 178,830</u> | | <u>\$ 707,549</u> | | <u>\$ 1,515,939</u> |
| Fair Value | | <u>\$ 178,830</u> | | <u>\$ 707,549</u> | | <u>\$ 1,577,365</u> |

Commodity Price Risk

APS is exposed to the impact of market fluctuations in the price and distribution costs of electricity, natural gas, coal, and emissions allowances. APS employs established procedures to manage risks associated with these market fluctuations by utilizing various commodity derivatives, including exchange-traded futures and options, and over-the-counter forwards, options, and swaps. As part of its overall risk management program, APS enters into these derivative transactions for trading and to hedge certain natural gas in storage as well as purchases and sales of electricity, fuels, and emissions allowances/credits.

As of December 31, 1999, a hypothetical adverse price movement of 10% in the market price of APS' commodity derivative portfolio would decrease the fair market value of these contracts by approximately \$6 million. This analysis does not include the favorable impact this same hypothetical price move would have on the underlying position being hedged with the commodity derivative portfolio.

APS is exposed to credit losses in the event of non-performance or non-payment by counterparties. APS uses a credit management process to assess and monitor its financial exposure to counterparties. APS does not expect counterparty defaults to materially impact its financial condition, results of operations, or net cash flow.

FORWARD-LOOKING STATEMENTS

The above discussion contains forward-looking statements that involve risks and uncertainties. Words such as "estimates," "expects," "anticipates," "plans," "believes," "projects," and similar expressions identify forward-looking statements. These risks and uncertainties include, but are not limited to, the ongoing restructuring of the electric industry; the outcome of the regulatory proceedings relating to the restructuring; regulatory, tax, and environmental legislation; the ability of APS to successfully compete outside its traditional regulated markets; regional economic conditions, which could affect customer growth; the cost of debt and equity capital; weather variations affecting customer usage; technological developments in the electric industry; Year 2000 issues; the strength of the stock market (particularly the technology sector) and the strength of the real estate market.

These factors and the other matters discussed above may cause future results to differ materially from historical results, or from results or outcomes we currently expect or seek.

REPORT OF MANAGEMENT AND INDEPENDENT AUDITORS' REPORT

REPORT OF MANAGEMENT

The primary responsibility for the integrity of our financial information rests with management, which has prepared the accompanying financial statements and related information. Such information was prepared in accordance with generally accepted accounting principles appropriate in the circumstances, and based on management's best estimates and judgments. These financial statements have been audited by independent auditors and their report is included.

Management maintains and relies upon systems of internal accounting controls. A limiting factor in all systems of internal accounting control is that the cost of the system should not exceed the benefits to be derived. Management believes that our system provides the appropriate balance between such costs and benefits.

Periodically the internal accounting control system is reviewed by both our internal auditors and our independent auditors to test for compliance. Reports issued by the internal auditors are released to management, and such reports or summaries thereof are transmitted to the Audit Committee of the Board of Directors and the independent auditors on a timely basis.

The Audit Committee, composed solely of outside directors, meets periodically with the internal auditors and independent auditors (as well as management) to review the work of each. The internal auditors and independent auditors have free access to the Audit Committee, without management present, to discuss the results of their audit work.

Management believes that our systems, policies and procedures provide reasonable assurance that operations are conducted in conformity with the law and with management's commitment to a high standard of business conduct.

William J. Post
President and
Chief Executive Officer

Chris N. Froggatt
Vice President and Controller

INDEPENDENT AUDITORS' REPORT

We have audited the accompanying consolidated balance sheets of Pinnacle West Capital Corporation and its subsidiaries as of December 31, 1999 and 1998 and the related consolidated statements of income, retained earnings and cash flows for each of the three years in the period ended December 31, 1999. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the financial position of Pinnacle West Capital Corporation and its subsidiaries at December 31, 1999 and 1998 and the results of their operations and their cash flows for each of the three years in the period ended December 31, 1999 in conformity with generally accepted accounting principles.

Deloitte & Touche LLP
Phoenix, Arizona

February 18, 2000



CONSOLIDATED STATEMENTS OF INCOME (dollars in thousands, except per share amounts)

| year ended december 31, | 1999 | 1998 | 1997 |
|--|-------------------|-------------------|-------------------|
| OPERATING REVENUES | | | |
| Electric | \$ 2,293,184 | \$ 2,006,398 | \$ 1,878,553 |
| Real estate | 130,169 | 124,188 | 116,473 |
| Total | <u>2,423,353</u> | <u>2,130,586</u> | <u>1,995,026</u> |
| OPERATING EXPENSES | | | |
| Fuel and purchased power | 796,109 | 545,297 | 443,571 |
| Utility operations and maintenance | 446,777 | 419,433 | 405,605 |
| Real estate operations | 119,516 | 115,331 | 111,628 |
| Depreciation and amortization (Note 1) | 385,568 | 379,679 | 368,285 |
| Taxes other than income taxes | 96,606 | 103,718 | 108,431 |
| Total | <u>1,844,576</u> | <u>1,563,458</u> | <u>1,437,520</u> |
| OPERATING INCOME | <u>578,777</u> | <u>567,128</u> | <u>557,506</u> |
| OTHER INCOME (EXPENSE) | | | |
| Preferred stock dividend requirements of APS | (1,016) | (9,703) | (12,803) |
| Net other income and expense | 10,793 | 609 | 4,569 |
| Total | <u>9,777</u> | <u>(9,094)</u> | <u>(8,234)</u> |
| INCOME BEFORE INTEREST AND INCOME TAXES | <u>588,554</u> | <u>558,034</u> | <u>549,272</u> |
| INTEREST EXPENSE | | | |
| Interest charges | 162,381 | 169,145 | 182,838 |
| Capitalized interest | (11,664) | (18,596) | (19,703) |
| Total | <u>150,717</u> | <u>150,549</u> | <u>163,135</u> |
| INCOME FROM CONTINUING OPERATIONS BEFORE INCOME TAXES | <u>437,837</u> | <u>407,485</u> | <u>386,137</u> |
| INCOME TAXES (NOTE 4) | <u>168,065</u> | <u>164,593</u> | <u>150,281</u> |
| INCOME FROM CONTINUING OPERATIONS | <u>269,772</u> | <u>242,892</u> | <u>235,856</u> |
| Income tax benefit from discontinued operations | 38,000 | — | — |
| Extraordinary charge – net of income taxes of \$94,115 | (139,885) | — | — |
| NET INCOME | <u>\$ 167,887</u> | <u>\$ 242,892</u> | <u>\$ 235,856</u> |
| AVERAGE COMMON SHARES OUTSTANDING – BASIC | 84,717,135 | 84,774,218 | 85,502,909 |
| AVERAGE COMMON SHARES OUTSTANDING – DILUTED | 85,008,527 | 85,345,946 | 86,022,709 |
| EARNINGS PER AVERAGE COMMON SHARE OUTSTANDING | | | |
| Continuing operations – basic | \$ 3.18 | \$ 2.87 | \$ 2.76 |
| Net income – basic | 1.98 | 2.87 | 2.76 |
| Continuing operations – diluted | 3.17 | 2.85 | 2.74 |
| Net income – diluted | 1.97 | 2.85 | 2.74 |
| DIVIDENDS DECLARED PER SHARE | <u>\$ 1.325</u> | <u>\$ 1.225</u> | <u>\$ 1.125</u> |

See Notes to Consolidated Financial Statements.

CONSOLIDATED BALANCE SHEETS (thousands of dollars)

| december 31, | 1999 | 1998 |
|--|---------------------|---------------------|
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash and cash equivalents | \$ 20,705 | \$ 20,538 |
| Customer and other receivables – net | 244,599 | 233,876 |
| Accrued utility revenues | 72,919 | 67,740 |
| Materials and supplies (at average cost) | 69,977 | 69,074 |
| Fossil fuel (at average cost) | 21,869 | 13,978 |
| Deferred income taxes (Note 4) | 8,163 | 3,999 |
| Other current assets | 60,562 | 47,594 |
| Total current assets | <u>498,794</u> | <u>456,799</u> |
| INVESTMENTS AND OTHER ASSETS | | |
| Real estate investments – net (Note 6) | 344,293 | 331,021 |
| Other assets (Note 13) | 267,458 | 236,562 |
| Total investments and other assets | <u>611,751</u> | <u>567,583</u> |
| UTILITY PLANT (NOTES 6, 10 AND 11) | | |
| Electric plant in service and held for future use | 7,546,314 | 7,265,604 |
| Less accumulated depreciation and amortization | 3,026,194 | 2,814,762 |
| Total | 4,520,120 | 4,450,842 |
| Construction work in progress | 209,281 | 228,643 |
| Nuclear fuel, net of amortization of \$66,357 and \$68,569 | 49,114 | 51,078 |
| Net utility plant | <u>4,778,515</u> | <u>4,730,563</u> |
| DEFERRED DEBITS | | |
| Regulatory assets (Notes 3 and 4) | 613,729 | 980,084 |
| Other deferred debits | 105,717 | 89,517 |
| Total deferred debits | <u>719,446</u> | <u>1,069,601</u> |
| TOTAL ASSETS | <u>\$ 6,608,506</u> | <u>\$ 6,824,546</u> |

See Notes to Consolidated Financial Statements.

(thousands of dollars)

| deceMBER 31, | 1999 | 1998 |
|---|---------------------|---------------------|
| LIABILITIES AND EQUITY | | |
| CURRENT LIABILITIES | | |
| Accounts payable | \$ 186,524 | \$ 155,800 |
| Accrued taxes | 70,510 | 62,520 |
| Accrued interest | 33,253 | 31,866 |
| Short-term borrowings (Note 5) | 38,300 | 178,830 |
| Current maturities of long-term debt (Note 6) | 114,798 | 168,045 |
| Customer deposits | 26,098 | 28,510 |
| Other current liabilities | 26,007 | 14,632 |
| Total current liabilities | <u>495,490</u> | <u>640,203</u> |
| LONG-TERM DEBT LESS CURRENT MATURITIES (NOTE 6) | <u>2,206,052</u> | <u>2,048,961</u> |
| DEFERRED CREDITS AND OTHER | | |
| Deferred income taxes (Note 4) | 1,183,855 | 1,343,536 |
| Deferred investment tax credit (Note 4) | 3,830 | 27,345 |
| Unamortized gain – sale of utility plant | 73,212 | 77,787 |
| Other | 440,334 | 428,122 |
| Total deferred credits and other | <u>1,701,231</u> | <u>1,876,790</u> |
| COMMITMENTS AND CONTINGENCIES (NOTES 3, 12 AND 13) | | |
| MINORITY INTERESTS (NOTE 7) | | |
| Non-redeemable preferred stock of APS | — | 85,840 |
| Redeemable preferred stock of APS | — | 9,401 |
| COMMON STOCK EQUITY (NOTE 8) | | |
| Common stock, no par value; authorized 150,000,000 shares; issued and outstanding 84,824,947 at end of 1999 and 1998 | 1,537,449 | 1,550,643 |
| Retained earnings | 668,284 | 612,708 |
| Total common stock equity | <u>2,205,733</u> | <u>2,163,351</u> |
| TOTAL LIABILITIES AND EQUITY | <u>\$ 6,608,506</u> | <u>\$ 6,824,546</u> |

CONSOLIDATED STATEMENTS OF CASH FLOWS (thousands of dollars)

| year ended december 31, | 1999 | 1998 | 1997 |
|---|------------------|------------------|------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | | |
| Income from continuing operations | \$ 269,772 | \$ 242,892 | \$ 235,856 |
| Items not requiring cash | | | |
| Depreciation and amortization | 385,568 | 379,679 | 368,285 |
| Nuclear fuel amortization | 31,371 | 32,856 | 32,702 |
| Deferred income taxes – net | (17,413) | 41,262 | 24,809 |
| Deferred investment tax credit | (23,514) | (23,516) | (23,518) |
| Other – net | (12,476) | 1,190 | (3,854) |
| Changes in current assets and liabilities | | | |
| Customer and other receivables – net | (10,723) | (50,369) | (14,270) |
| Accrued utility revenues | (5,179) | (9,181) | (3,089) |
| Materials, supplies and fossil fuel | (8,794) | (2,797) | 7,793 |
| Other current assets | (12,968) | (6,186) | (109) |
| Accounts payable | 28,193 | 34,386 | (54,882) |
| Accrued taxes | 12,591 | (22,090) | 2,197 |
| Accrued interest | 1,387 | (1,108) | (6,678) |
| Other current liabilities | 15,047 | (5,235) | (23,087) |
| (Increase) decrease in land held | (12,542) | 33,405 | 33,010 |
| Other – net | (4,720) | (39,350) | 48,254 |
| Net Cash Flow Provided By Operating Activities | <u>635,600</u> | <u>605,838</u> | <u>623,419</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Capital expenditures | (343,448) | (319,142) | (307,876) |
| Capitalized interest | (11,664) | (18,596) | (19,703) |
| Other – net | (16,143) | (2,144) | (3,124) |
| Net Cash Flow Used For Investing Activities | <u>(371,255)</u> | <u>(339,882)</u> | <u>(330,703)</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| Issuance of long-term debt | 607,791 | 148,229 | 146,013 |
| Short-term borrowings – net | (140,530) | 48,080 | 113,850 |
| Dividends paid on common stock | (112,311) | (103,849) | (96,160) |
| Repurchase and retirement of common stock | — | — | (79,997) |
| Repayment of long-term debt | (510,693) | (286,314) | (325,526) |
| Redemption of preferred stock | (96,499) | (75,517) | (47,201) |
| Other – net | (11,936) | (3,531) | (2,897) |
| Net Cash Flow Used For Financing Activities | <u>(264,178)</u> | <u>(272,902)</u> | <u>(291,918)</u> |
| NET CASH FLOW | 167 | (6,946) | 798 |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR | <u>20,538</u> | <u>27,484</u> | <u>26,686</u> |
| CASH AND CASH EQUIVALENTS AT END OF YEAR | <u>\$ 20,705</u> | <u>\$ 20,538</u> | <u>\$ 27,484</u> |

See Notes to Consolidated Financial Statements.

CONSOLIDATED STATEMENTS OF RETAINED EARNINGS (thousands of dollars)

| year ended december 31, | 1999 | 1998 | 1997 |
|--|-------------------|-------------------|-------------------|
| Retained Earnings at Beginning of Year | \$ 612,708 | \$ 473,665 | \$ 333,969 |
| Net Income | 167,887 | 242,892 | 235,856 |
| Common Stock Dividends | (112,311) | (103,849) | (96,160) |
| Retained Earnings at End of Year | <u>\$ 668,284</u> | <u>\$ 612,708</u> | <u>\$ 473,665</u> |

See Notes to Consolidated Financial Statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Consolidation and Nature of Operations

The consolidated financial statements include the accounts of Pinnacle West and our subsidiaries: APS, SunCor, El Dorado, APS Energy Services, and Pinnacle West Energy.

APS, our major subsidiary and Arizona's largest electric utility, with approximately 827,000 customers, provides wholesale or retail electric service to the entire state with the exception of Tucson and about one-half of the Phoenix area. APS also generates, sells, and delivers electricity and energy-related products and services to wholesale and retail customers in the western United States. SunCor is a developer of residential, commercial, and industrial projects on some 15,000 acres in Arizona, New Mexico, and Utah. El Dorado is a venture capital firm with a diversified portfolio. APS Energy Services was formed in 1998 and sells energy and energy-related products and services in competitive retail markets in the western United States. Pinnacle West Energy, which was formed in 1999, is the subsidiary through which we intend to conduct our future unregulated generation operations.

Accounting Records

Our accounting records are maintained in accordance with generally accepted accounting principles (GAAP). The preparation of financial statements in accordance with GAAP requires the use of estimates by management. Actual results could differ from those estimates.

Regulatory Accounting

APS is regulated by the ACC and the Federal Energy Regulatory Commission (FERC). The accompanying financial statements reflect the ratemaking policies of these commissions. For regulated operations, APS prepares its financial statements in accordance with Statement of Financial Accounting Standards (SFAS) No. 71, "Accounting for the Effects of Certain Types of

Regulation." SFAS No. 71 requires a cost-based, rate-regulated enterprise to reflect the impact of regulatory decisions in its financial statements.

During 1997, the Emerging Issues Task Force (EITF) of the Financial Accounting Standards Board (FASB) issued EITF 97-4. EITF 97-4 requires that SFAS No. 71 be discontinued no later than when legislation is passed or a rate order is issued that contains sufficient detail to determine its effect on the portion of the business being deregulated, which could result in write-downs or write-offs of physical and/or regulatory assets. Additionally, the EITF determined that regulatory assets should not be written off if they are to be recovered from a portion of the entity which continues to apply SFAS No. 71.

In September 1999, the APS Settlement Agreement was approved by the ACC (see Note 3 for a discussion of the agreement). APS has discontinued the application of SFAS No. 71 for its generation operations. This means that the generation assets were tested for impairment and the portion of regulatory assets deemed to be unrecoverable through ongoing regulated cash flows was eliminated. APS determined that the generation assets were not impaired. A regulatory disallowance removed \$234 million pretax (\$183 million net present value) from ongoing regulatory cash flows and this was recorded as a net reduction of regulatory assets. This reduction (\$140 million after income taxes) was reported as an extraordinary charge on the consolidated income statement. Prior to the Settlement Agreement, under the 1996 regulatory agreement (see Note 3), the ACC accelerated the amortization of substantially all of APS' regulatory assets to an eight-year period that would have ended June 30, 2004.

The regulatory assets to be recovered under this Settlement Agreement are now being amortized as follows:

(millions of dollars)

| 1999 | 2000 | 2001 | 2002 | 2003 | 1/1-6/30 2004 | Total |
|-------|-------|-------|-------|------|------------------|-------|
| \$164 | \$158 | \$145 | \$115 | \$86 | \$18 | \$686 |

The majority of the regulatory assets relate to deferred income taxes (see Note 4) and rate synchronization cost deferrals (see "Rate Synchronization Cost Deferrals" in this Note).

The balance sheets include the amounts listed below for generation assets not subject to SFAS No. 71:

(thousands of dollars)

| December 31, | 1999 | 1998 |
|---|--------------|--------------|
| Electric plant in service and held for future use | \$ 3,770,234 | \$ 3,680,482 |
| Accumulated depreciation and amortization | (1,817,589) | (1,681,099) |
| Construction work in progress | 87,819 | 107,324 |
| Nuclear fuel, net of amortization | 49,114 | 51,078 |

Utility Plant and Depreciation

Utility plant is the term we use to describe the business property and equipment that supports electric service. We report utility plant at its original cost, which includes:

- material and labor
- contractor costs
- construction overhead costs (where applicable) and
- capitalized interest or an allowance for funds used during construction.

We charge retired utility plant, plus removal costs less salvage realized, to accumulated depreciation. See Note 2 for information on a proposed accounting standard that impacts accounting for removal costs.

We record depreciation on utility property on a straight-line basis. For the years 1997 through 1999 the rates, as prescribed by our regulators, ranged from a low of 1.51% to a high of 20%. The weighted-average rate for 1999 was 3.34%. APS depreciates non-utility property and equipment over the estimated useful lives of the related assets, ranging from 3 to 50 years.

Venture Capital Investments

El Dorado has investments in venture capital partnerships that account for their investments at fair value. Since El Dorado uses the equity method of accounting for its partnership interests, it must record its share of realized and unrealized gains and losses in net income.

Capitalized Interest

Capitalized interest represents the cost of debt funds used to finance construction of utility plant. Plant construction costs, including capitalized interest, are expensed through depreciation when completed projects are placed into commercial operation. Capitalized interest does not represent current cash earnings. The rate used to calculate capitalized interest was a composite rate of 6.65% for 1999, 6.88% for 1998, and 7.25% for 1997.

Revenues

We record electric operating revenues on the accrual basis, which includes estimated amounts for service rendered but unbilled at the end of each accounting period.

Rate Synchronization Cost Deferrals

As authorized by the ACC, operating costs (excluding fuel) and financing costs of Palo Verde Units 2 and 3 were deferred from the commercial operation dates (September 1986 for Unit 2 and January 1988 for Unit 3) until the date the units were included in a rate order (April 1988 for Unit 2 and December 1991 for Unit 3). In accordance with the 1999 Settlement Agreement, APS is continuing to accelerate the amortization of the deferrals over an eight-year period that will end June 30, 2004. Amortization of the deferrals is included in "Depreciation and Amortization" expense on the Statements of Income.

Nuclear Fuel

APS charges nuclear fuel to fuel expense by using the unit-of-production method. The unit-of-production method is an amortization method that is based on actual physical usage. APS divides the cost of the fuel by the estimated number of thermal units that APS expects to produce with that fuel. APS then multiplies that rate by the number of thermal units that it produces within the current period. This calculation determines the current period nuclear fuel expense.

APS also charges nuclear fuel expense for the permanent disposal of spent nuclear fuel. The United States Department of Energy (DOE) is responsible for the permanent disposal of spent nuclear fuel, and it charges APS \$0.001 per kwh of nuclear generation. See Note 12 for information about spent nuclear fuel disposal. In addition, Note 13 has information on nuclear decommissioning costs.

Income Taxes

We file our federal income tax return on a consolidated basis and we file our state income tax returns on a consolidated or unitary basis. In accordance with our intercompany tax sharing agreement, federal and state income taxes are allocated to each subsidiary as though each subsidiary filed a separate income tax return. Any difference between the aforementioned allocations and the consolidated (and unitary) income tax liability is attributed to the parent company.

Reacquired Debt Costs

For debt related to the regulated portion of APS' business, APS amortizes those gains and losses incurred upon early retirement over the remaining life of the debt. In accordance with the 1999 Settlement Agreement, APS is continuing to accelerate reacquired debt costs over an eight-year period that will end June 30, 2004. The accelerated portion of the regulatory asset amortization is included in "Depreciation and Amortization" expense in the Statements of Income.

Statements of Cash Flows

We consider temporary cash investments and marketable securities to be cash equivalents for purposes of reporting cash flows. During 1999, 1998, and 1997 we paid interest, net of amounts capitalized, income taxes, and dividends on preferred stock of APS as follows:

(millions of dollars)

| years ended december 31, | 1999 | 1998 | 1997 |
|--|--------|--------|--------|
| Interest paid | \$ 141 | \$ 144 | \$ 163 |
| Income taxes paid | 200 | 165 | 146 |
| Dividends paid on preferred stock of APS | 1 | 10 | 13 |

Reclassifications

We have reclassified certain prior year amounts for comparison purposes with 1999.

2. ACCOUNTING MATTERS

In June 1998, the Financial Accounting Standards Board issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," which is effective for us in 2001. SFAS No. 133 requires that entities recognize all derivatives as either assets or liabilities on the balance sheet and measure those instruments at fair value. The standard also provides specific guidance for accounting for derivatives designated as hedging instruments. We are currently evaluating what impact this standard will have on our financial statements.

In 1999 we adopted EITF 98-10, "Accounting for Contracts Involved in Energy Trading and Risk Management Activities." EITF 98-10 requires energy trading contracts to be measured at fair value as of the balance sheet date with the gains and losses included in earnings and separately disclosed in the financial statements or footnotes. The effects of adopting EITF 98-10 were not material to our financial statements.

In February 1996, the FASB issued an exposure draft, "Accounting for Certain Liabilities Related to Closure or Removal of Long-Lived Assets." This proposed standard would require the estimated present value of the cost of decommissioning and certain other removal costs to be recorded as a liability, along with an offsetting plant asset when a decommissioning or other removal obligation is incurred. The FASB issued a revised exposure draft in February 2000 and we are evaluating the impacts.

3. REGULATORY MATTERS

Electric Industry Restructuring

STATE

Settlement Agreement. On May 14, 1999, APS entered into a comprehensive Settlement Agreement with various parties, including representatives of major consumer groups, related to the implementation of retail electric competition. On September 23, 1999, the ACC voted to approve the Settlement Agreement, with some modifications. On December 13, 1999, two parties filed lawsuits challenging the ACC's approval of the Settlement Agreement. One of the parties questioned the authority of the ACC to approve the Settlement Agreement and both parties challenged several specific provisions of the Settlement Agreement.

The following are the major provisions of the Settlement Agreement, as approved:

- APS will reduce rates for standard offer service for customers with loads less than 3 megawatts in a series of annual retail electric price reductions of 1.5% beginning July 1, 1999 through July 1, 2003, for a total of 7.5%. The first reduction of approximately \$24 million (\$14 million after income taxes) includes the July 1, 1999 retail price decrease of approximately \$11 million annually (\$7 million after income taxes) related to the 1996 regulatory agreement. See "1996 Regulatory Agreement" below. For customers having loads 3 megawatts or greater, standard offer rates will be reduced in annual increments that total 5% through 2002.

- Unbundled rates being charged by APS for competitive direct access service (for example, distribution services) became effective upon approval of the Settlement Agreement, retroactive to July 1, 1999, and also will be subject to annual reductions beginning January 1, 2000, that vary by rate class, through January 1, 2004.
- There will be a moratorium on retail price changes for standard offer and unbundled competitive direct access services until July 1, 2004, except for the price reductions described above and certain other limited circumstances. Neither the ACC nor APS will be prevented from seeking or authorizing rate changes prior to July 1, 2004 in the event of conditions or circumstances that constitute an emergency, such as an inability to finance on reasonable terms, or material changes in APS' cost of service for ACC-regulated services resulting from federal, tribal, state or local laws, regulatory requirements, judicial decisions, actions or orders.
- APS will be permitted to defer for later recovery prudent and reasonable costs of complying with the ACC electric competition rules, system benefits costs in excess of the levels included in current rates, and costs associated with the "provider of last resort" and standard offer obligations for service after July 1, 2004. These costs are to be recovered through an adjustment clause or clauses commencing on July 1, 2004.
- APS' distribution system opened for retail access effective September 24, 1999. Customers will be eligible for retail access in accordance with the phase-in adopted by the ACC under the electric competition rules (see "Retail Electric Competition Rules" below), with an additional 140 megawatts being made available to eligible non-residential customers. Unless subject to judicial or regulatory restraint, APS will open its distribution system to retail access for all customers on January 1, 2001.
- Prior to the Settlement Agreement, APS was recovering substantially all of its regulatory assets through July 1, 2004, pursuant to the 1996 regulatory agreement. In addition, the Settlement Agreement states that APS has demonstrated that its allowable stranded costs, after mitigation and exclusive of regulatory assets, are at least \$533 million net present value. APS will not be allowed to recover \$183 million net present value of the above amounts. The Settlement Agreement provides that APS will have the opportunity to recover \$350 million net present value through a competitive transition charge (CTC) that will remain in effect through December 31, 2004, at which time it will terminate. Any over/under-recovery will be credited/debited against the

costs subject to recovery under the adjustment clause described above.

- APS will form a separate corporate affiliate or affiliates and transfer to that affiliate(s) its generating assets and competitive services at book value as of the date of transfer, which transfer shall take place no later than December 31, 2002. APS will be allowed to defer and later collect, beginning July 1, 2004, sixty-seven percent of its costs to accomplish the required transfer of generation assets to an affiliate.
- When the Settlement Agreement approved by the ACC is no longer subject to judicial review, APS will move to dismiss all of its litigation pending against the ACC as of the date APS entered into the Settlement Agreement. To protect its rights, APS has several lawsuits pending on ACC orders relating to stranded cost recovery and the adoption and amendment of the ACC's electric competition rules, which would be voluntarily dismissed at the appropriate time under this provision.

As discussed in Note 1 above, APS has discontinued the application of Statement of Financial Accounting Standards No. 71, "Accounting for the Effects of Certain Types of Regulation," for its generation operations.

Retail Electric Competition Rules. On September 21, 1999, the ACC voted to approve the rules that provide a framework for the introduction of retail electric competition in Arizona (Rules). If any of the Rules conflict with the Settlement Agreement, the terms of the Settlement Agreement govern. On December 8, 1999, APS filed a lawsuit to protect its legal rights regarding the Rules. This lawsuit is pending, along with several other lawsuits on ACC orders relating to stranded cost recovery and the adoption or amendment of the Rules, but two related cases filed by other utilities have been partially decided in a manner adverse to those utilities' positions. On January 14, 2000, a special action was filed requesting the Arizona Supreme Court to enjoin implementation of the Rules and decide whether the ACC can allow the competitive marketplace, rather than the ACC, to set just and reasonable rates under the Arizona Constitution. The issue of competitively set rates has been decided by lower Arizona courts in favor of the ACC in four separate lawsuits, two of which relate to telecommunications companies. The Supreme Court denied to hear the case as a special action on March 17, 2000. The lower court litigation will continue.

The Rules approved by the ACC include the following major provisions:

- They apply to virtually all Arizona electric utilities regulated by the ACC, including APS.
- The Rules require each affected utility, including APS, to make available at least 20% of its 1995 system retail peak demand for competitive generation supply beginning when the ACC makes a final decision on each utility's stranded costs and unbundled rates (Final Decision Date) or January 1, 2001, whichever is earlier, and 100% beginning January 1, 2001. Under the Settlement Agreement, APS will provide retail access to customers representing the minimum 20% required by the ACC and an additional 140 megawatts of non-residential load in 1999, and to all customers as of January 1, 2001, or such other dates as approved by the ACC.
- Subject to the 20% requirement, all utility customers with single premise loads of one megawatt or greater will be eligible for competitive electric services on the Final Decision Date, which for APS' customers was the approval of the Settlement Agreement. Customers may also aggregate smaller loads to meet this one megawatt requirement.
- When effective, residential customers will be phased in at 1.25% per quarter calculated beginning on January 1, 1999, subject to the 20% requirement above.
- Electric service providers that get Certificates of Convenience and Necessity (CC&Ns) from the ACC can supply only competitive services, including electric generation, but not electric transmission and distribution.
- Affected utilities must file ACC tariffs that unbundle rates for non-competitive services.
- The ACC shall allow a reasonable opportunity for recovery of unmitigated stranded costs.
- Absent an ACC waiver, prior to January 1, 2001, each affected utility (except certain electric cooperatives) must transfer all competitive generation assets and services either to an unaffiliated party or to a separate corporate affiliate. Under the Settlement Agreement, APS received a waiver to allow transfer of its competitive generation assets and services to affiliates no later than December 31, 2002.

1996 Regulatory Agreement. In April 1996, the ACC approved a regulatory agreement between the ACC Staff and APS. Based on the price reduction formula authorized in the agreement, the ACC approved retail price decreases of approximately \$49 million (\$29 million after income taxes), or 3.4%, effective July 1, 1996; approximately \$18 million (\$11 million after income taxes), or 1.2%, effective July 1, 1997; approximately

\$17 million (\$10 million after income taxes), or 1.1%, effective July 1, 1998; and approximately \$11 million (\$7 million after income taxes), or 0.7%, effective as of July 1, 1999. The July 1, 1999 rate decrease was included in the first rate reduction under the Settlement Agreement discussed above. The regulatory agreement also required the parent company to infuse \$200 million of common equity into APS in annual payments of \$50 million from 1996 through 1999. All of these equity infusions were made by December 31, 1999.

Legislation. In May 1998, a law was enacted to facilitate implementation of retail electric competition in Arizona.

The law includes the following major provisions:

- Arizona's largest government-operated electric utility (Salt River Project) and, at their option, smaller municipal electric systems must (i) make at least 20% of their 1995 retail peak demand available to electric service providers by December 31, 1998 and for all retail customers by December 31, 2000; (ii) decrease rates by at least 10% over a ten-year period beginning as early as January 1, 1991; (iii) implement procedures and public processes comparable to those already applicable to public service corporations for establishing the terms, conditions, and pricing of electric services as well as certain other decisions affecting retail electric competition;
- describes the factors which form the basis of consideration by Salt River Project in determining stranded costs; and
- metering and meter reading services must be provided on a competitive basis during the first two years of competition only for customers having demands in excess of one megawatt (and that are eligible for competitive generation services), and thereafter for all customers receiving competitive electric generation.

In addition, the Arizona legislature will review and make recommendations for the 1999-2000 legislative session on certain competitive issues.

GENERAL

APS cannot accurately predict the impact of full retail competition on its financial position, cash flows, or results of operation. As competition in the electric industry continues to evolve, APS will continue to evaluate strategies and alternatives that will position it to compete in the new regulatory environment.

FEDERAL

The Energy Policy Act of 1992 and recent rulemakings by FERC have promoted increased competition in the wholesale electric

power markets. APS does not expect these rules to have a material impact on its financial statements.

Several electric utility industry restructuring bills have been introduced during the 106th Congress. Several of these bills are written to allow consumers to choose their electricity suppliers beginning in 2000 and beyond. These bills, other bills that are expected to be introduced, and ongoing discussions at the federal level suggest a wide range of opinion that will need to be narrowed before any comprehensive restructuring of the electric utility industry can occur.

AGREEMENT WITH SALT RIVER PROJECT

On April 25, 1998, APS entered into a Memorandum of Agreement with Salt River Project in anticipation of, and to facilitate, the opening of the Arizona electric industry. The ACC approved the Agreement on February 18, 1999. The Agreement contains the following major components:

- Both parties amended the Territorial Agreement to remove any barriers to the provision of competitive electricity supply and non-distribution services.
- Both parties amended the Power Coordination Agreement to lower the price that APS pays Salt River Project for purchased power. During 1999, the price APS paid Salt River Project for purchased power was reduced by approximately \$3 million (pretax) and we estimate the decrease to be approximately \$16 million (pretax) in 2000 and lesser annual amounts through 2006.
- Both parties agreed on certain legislative positions regarding electric utility restructuring at the state and federal levels.

Certain provisions of the Agreement (including those relating to the amendments of the Territorial Agreement and the Power

(thousands of dollars)

| year ended december 31, | 1999 | 1998 | 1997 |
|-------------------------------|------------|------------|------------|
| Current | | | |
| Federal | \$ 171,491 | \$ 105,922 | \$ 105,818 |
| State | 37,501 | 40,621 | 43,172 |
| Total current | 208,992 | 146,543 | 148,990 |
| Deferred | (17,413) | 41,566 | 28,729 |
| Change in valuation allowance | — | — | (3,920) |
| ITC amortization | (23,514) | (23,516) | (23,518) |
| Total expense | \$ 168,065 | \$ 164,593 | \$ 150,281 |

Coordination Agreement) became effective upon the introduction of competition. See "Settlement Agreement" and "ACC Rules" above.

4. INCOME TAXES

Investment Tax Credit

Because of a 1994 rate settlement agreement, we accelerated amortization of substantially all of our investment tax credits (ITCs) over a five-year period (1995-1999).

Income Tax Benefit from Discontinued Operations

The income tax benefit from discontinued operations for \$38 million resulted from resolution of tax issues related to a former subsidiary, Merabank, A Federal Savings Bank.

Income Taxes

Certain assets and liabilities are reported differently for income tax purposes than they are for financial statements. The tax effect of these differences is recorded as deferred taxes. We calculate deferred taxes using the current income tax rates.

APS has recorded a regulatory asset related to income taxes on its Balance Sheet in accordance with SFAS No. 71. This regulatory asset is for certain temporary differences, primarily the allowance for equity funds used during construction. APS amortizes this amount as the differences reverse. In accordance with the 1999 Settlement Agreement, APS is continuing to accelerate its amortization of the regulatory asset for income taxes over an eight-year period that will end June 30, 2004 (see Note 1). We are including this accelerated amortization in depreciation and amortization expense on the Statements of Income. The components of income tax expense for continuing operations are:

The following chart compares pretax income at the 35% federal income tax rate to income tax expense:

(thousands of dollars)

| year ended december 31, | 1999 | 1998 | 1997 |
|---|-------------------|-------------------|-------------------|
| Federal income tax expense at 35% statutory rate | \$ 153,243 | \$ 142,620 | \$ 135,148 |
| Increases (reductions) in tax expense resulting from: | | | |
| Tax under book depreciation | 14,575 | 17,848 | 14,694 |
| Preferred stock dividends of APS | 356 | 3,396 | 4,481 |
| ITC amortization | (23,514) | (23,516) | (23,518) |
| State income tax net of federal income tax benefit | 23,030 | 22,764 | 24,497 |
| Change in valuation allowance | — | — | (3,400) |
| Other | 375 | 1,481 | (1,621) |
| Income tax expense | <u>\$ 168,065</u> | <u>\$ 164,593</u> | <u>\$ 150,281</u> |

The components of the net deferred income tax liability were as follows:

(thousands of dollars)

| year ended december 31, | 1999 | 1998 |
|---|---------------------|---------------------|
| DEFERRED TAX ASSETS | | |
| Deferred gain on Palo Verde Unit 2 sale/leaseback | \$ 29,446 | \$ 31,285 |
| Other | 133,748 | 127,903 |
| Total deferred tax assets | <u>163,194</u> | <u>159,188</u> |
| DEFERRED TAX LIABILITIES | | |
| Plant-related | 1,104,769 | 1,117,253 |
| Regulatory asset for income taxes | 234,117 | 381,472 |
| Total deferred tax liabilities | <u>1,338,886</u> | <u>1,498,725</u> |
| Accumulated deferred income taxes – net | <u>\$ 1,175,692</u> | <u>\$ 1,339,537</u> |

5. LINES OF CREDIT

APS had committed lines of credit with various banks of \$350 million at December 31, 1999 and \$400 million at December 31, 1998, which were available either to support the issuance of commercial paper or to be used for bank borrowings. The commitment fees at December 31, 1999 and 1998 for these lines of credit ranged from 0.07% to 0.125% per annum. APS had long-term bank borrowings of \$50 million outstanding at December 31, 1999 and \$125 million outstanding at December 31, 1998.

APS' commercial paper borrowings outstanding were \$38 million at December 31, 1999 and \$179 million at December 31, 1998. The weighted average interest rate on commercial paper borrowings was 5.33% for the year ended December 31, 1999 and 5.88% for December 31, 1998. By Arizona statute, APS' short-term borrowings cannot exceed 7% of its total capitalization unless approved by the ACC.

Pinnacle West had a revolving line of credit of \$250 million at December 31, 1999 and 1998. The commitment fees were 0.10% in 1999 and 1998. Outstanding amounts at December 31, 1999 were \$56 million and at December 31, 1998 were \$42 million.

SunCor had revolving lines of credit totalling \$100 million at December 31, 1999 and \$55 million at December 31, 1998. The commitment fees were 0.125% in 1999 and 1998. SunCor had \$94 million outstanding at December 31, 1999 and \$38 million outstanding at December 31, 1998.

6. LONG-TERM DEBT

Borrowings under the APS mortgage bond indenture are secured by substantially all utility plant; SunCor's debt is collateralized

by interests in certain real property; Pinnacle West's debt is unsecured. The following table presents the components of consolidated long-term debt outstanding at December 31, 1999 and December 31, 1998:

(thousands of dollars)

| December 31, | Maturity Dates (a) | Interest Rates | 1999 | 1998 |
|---|--------------------|--------------------|---------------------|---------------------|
| APS | | | | |
| First mortgage bonds | 1999 | 7.625% | \$ — | \$ 100,000 |
| | 2000 | 5.75% | 100,000 | 100,000 |
| | 2002 | 8.125% | 125,000 | 125,000 |
| | 2004 | 6.625% | 80,000 | 85,000 |
| | 2020 | 10.25% | 100,550 | 100,550 |
| | 2021 | 9.5% | 45,140 | 45,140 |
| | 2021 | 9% | 72,370 | 72,370 |
| | 2023 | 7.25% | 70,650 | 91,900 |
| | 2024 | 8.75% | 121,668 | 121,668 |
| | 2025 | 8% | 47,075 | 88,300 |
| | 2028 | 5.5% | 25,000 | 25,000 |
| | 2028 | 5.875% | 154,000 | 154,000 |
| Unamortized discount and premium | | | (5,860) | (6,482) |
| Pollution control bonds | 2024-2034 | Adjustable rate(b) | 476,860 | 456,860 |
| Funds held in trust account for certain pollution control bonds | | | (1,236) | — |
| Collateralized loan | 1999-2000 | 5.375%-6.125% | 10,000 | 20,000 |
| Unsecured notes | 2004 | 5.875% | 125,000 | — |
| Unsecured notes | 2005 | 6.25% | 100,000 | 100,000 |
| Floating rate notes | 2001 | Adjustable rate(c) | 250,000 | — |
| Senior notes (d) | 1999 | 6.72% | — | 50,000 |
| Senior notes (d) | 2006 | 6.75% | 83,695 | 100,000 |
| Debentures | 2025 | 10% | 75,000 | 75,000 |
| Bank loans | 2003 | Adjustable rate(e) | 50,000 | 125,000 |
| Capitalized lease obligation | 1999-2001 | 7.48%(f) | 7,199 | 11,612 |
| | | | <u>2,112,111</u> | <u>2,040,918</u> |
| SUNCOR | | | | |
| Revolving credit | 2001-2002 | (g) | 94,000 | 38,139 |
| Bank loan | 2001 | (h) | — | 42,061 |
| Notes payable | 1998-2006 | (i) | 3,404 | 3,888 |
| Bonds payable | 2039 | 5.85% | 5,335 | — |
| | | | <u>102,739</u> | <u>84,088</u> |
| PINNACLE WEST | | | | |
| Revolving credit | 2001 | (j) | 56,000 | 42,000 |
| Senior notes | 2001-2003 | (k) | 50,000 | 50,000 |
| | | | <u>106,000</u> | <u>92,000</u> |
| Total long-term debt | | | 2,320,850 | 2,217,006 |
| Less current maturities | | | 114,798 | 168,045 |
| Total long-term debt less current maturities | | | <u>\$ 2,206,052</u> | <u>\$ 2,048,961</u> |

- (a) This schedule does not reflect the timing of redemptions that may occur prior to maturity.
- (b) The weighted-average rate for the year ended December 31, 1999 was 3.15% and for December 31, 1998 was 3.39%. Changes in short-term interest rates would affect the costs associated with this debt.
- (c) The weighted-average rate for the year ended December 31, 1999 was 6.8525%.
- (d) APS currently has outstanding \$84 million of first mortgage bonds ("senior note mortgage bonds") issued to the senior note trustee as collateral for the senior notes. The senior note mortgage bonds have the same interest rate, interest payment dates, maturity, and redemption provisions as the senior notes. APS' payments of principal, premium, and/or interest on the senior notes satisfy its corresponding payment obligations on the senior note mortgage bonds. As long as the senior note mortgage bonds secure the senior notes, the senior notes will effectively rank equally with the first mortgage bonds. When APS repays all of its first mortgage bonds, other than those that secure senior notes, the senior note mortgage bonds will no longer secure the senior notes and will cease to be outstanding.
- (e) The weighted-average rate for the year ended December 31, 1999 was 5.5% and for December 31, 1998 was 5.94%. Changes in short-term interest rates would affect the costs associated with this debt.
- (f) Represents the present value of future lease payments (discounted at an interest rate of 7.48%) on a combined cycle plant that was sold and leased back (see Note 10).
- (g) The weighted-average rate at December 31, 1999 was 8.51% and at December 31, 1998 was 7.41%. Interest for 1999 and 1998 was based on LIBOR plus 2% or prime plus 0.5%.
- (h) The weighted-average rate at December 31, 1998 was 7.76%. Interest for 1998 was based on LIBOR plus 2% or prime plus 0.5%.

- (i) Multiple notes primarily with variable interest rates based mostly on the lenders' prime plus 1.75%.
- (j) The weighted-average rate at December 31, 1999 was 6.825% and at December 31, 1998 was 5.66%. Interest for 1999 and 1998 was based on LIBOR plus 0.33%.
- (k) Includes two series of notes: \$25 million at 6.62% due 2001, and \$25 million at 6.87% due 2003.

The following is a list of principal payments due on total long-term debt and sinking fund requirements through 2004:

- \$115 million in 2000
- \$364 million in 2001
- \$189 million in 2002
- \$ 75 million in 2003 and
- \$205 million in 2004.

First mortgage bondholders share a lien on substantially all utility plant assets (other than nuclear fuel, transportation equipment, and the combined cycle plant). The mortgage bond indenture restricts the payment of common stock dividends under certain conditions. These conditions did not exist at December 31, 1999.

7. PREFERRED STOCK OF APS

On March 1, 1999, APS redeemed all of its preferred stock.

Preferred stock balances of APS at December 31, 1999 and 1998 are shown below:

| | Authorized | Number of Shares Outstanding December 31, | | Par Value Per Share | Par Value Outstanding December 31, | |
|--|------------|--|-----------|------------------------|---------------------------------------|-----------|
| | | 1999 | 1998 | | 1999 | 1998 |
| (dollars in thousands, except per share amounts) | | | | | | |
| NON-REDEEMABLE: | | | | | | |
| \$1.10 preferred | 160,000 | — | 139,030 | \$ 25.00 | \$ — | \$ 3,476 |
| \$2.50 preferred | 105,000 | — | 86,440 | 50.00 | — | 4,322 |
| \$2.36 preferred | 120,000 | — | 32,520 | 50.00 | — | 1,626 |
| \$4.35 preferred | 150,000 | — | 62,986 | 100.00 | — | 6,299 |
| Serial preferred: | 1,000,000 | | | | | |
| \$2.40 Series A | | — | 200,587 | 50.00 | — | 10,029 |
| \$2.625 Series C | | — | 214,895 | 50.00 | — | 10,745 |
| \$2.275 Series D | | — | 90,691 | 50.00 | — | 4,534 |
| \$3.25 Series E | | — | 304,475 | 50.00 | — | 15,224 |
| Serial preferred: | 4,000,000 | | | | | |
| Adjustable rate | | | | | | |
| Series Q | | — | 295,851 | 100.00 | — | 29,585 |
| Total | | — | 1,427,475 | | \$ — | \$ 85,840 |
| REDEEMABLE: | | | | | | |
| Serial preferred: | | | | | | |
| \$10.00 Series U | | — | 94,011 | \$ 100.00 | \$ — | \$ 9,401 |

Redeemable preferred stock transactions of APS during each of the three years in the period ended December 31, 1999 are as follows:

(dollars in thousands)

| | Number of Shares | Par Value Amount |
|----------------------------|---------------------|---------------------|
| Balance, December 31, 1996 | 530,000 | \$ 53,000 |
| Retirements | | |
| \$10.00 Series U | (118,902) | (11,890) |
| \$7.875 Series V | (120,000) | (12,000) |
| Balance, December 31, 1997 | 291,098 | 29,110 |
| Retirements | | |
| \$10.00 Series U | (197,087) | (19,709) |
| Balance, December 31, 1998 | 94,011 | 9,401 |
| Retirements | | |
| \$10.00 Series U | (94,011) | (9,401) |
| Balance, December 31, 1999 | <u>—</u> | <u>\$ —</u> |

8. COMMON STOCK

Our common stock issued during each of the three years in the period ended December 31, 1999 is as follows:

(dollars in thousands)

| | Number of Shares | Amount (a) |
|----------------------------|---------------------|---------------------|
| Balance, December 31, 1996 | 87,515,847 | \$ 1,636,354 |
| Common stock expense – net | — | (2,586) |
| Common stock retired | (2,690,900) | (79,997) |
| Balance, December 31, 1997 | 84,824,947 | 1,553,771 |
| Common stock expense – net | — | (3,128) |
| Balance, December 31, 1998 | 84,824,947 | 1,550,643 |
| Common stock expense – net | — | (13,194) |
| Balance, December 31, 1999 | <u>84,824,947</u> | <u>\$ 1,537,449</u> |

(a) Including premiums and expenses of preferred stock issues of APS.

9. RETIREMENT PLANS AND OTHER BENEFITS

Pension Plans

Through 1999, Pinnacle West and its subsidiaries each sponsored defined benefit pension plans for their own employees. As of January 1, 2000, these plans were consolidated and now a single pension plan is sponsored by Pinnacle West for the employees of Pinnacle West and its subsidiaries. A defined benefit plan specifies the amount of benefits a plan participant is to receive using information about the participant. The plan covers nearly all of our employees. Our employees do not contribute to this plan. Generally, we calculate the benefits under these plans based on age, years of service, and pay. We fund the plan by contributing at least the

minimum amount required under Internal Revenue Service regulations but no more than the maximum tax-deductible amount. The assets in the plan at December 31, 1999 were mostly domestic and international common stocks and bonds and real estate. Pension expense, including administrative costs, was:

- \$ 4 million in 1999
- \$11 million in 1998 and
- \$ 9 million in 1997.

The following table shows the components of net pension cost before consideration of amounts capitalized or billed to others:

(thousands of dollars)

| | 1999 | 1998 | 1997 |
|--|-----------------|------------------|------------------|
| Service cost – benefits earned during the period | \$ 24,982 | \$ 24,817 | \$ 20,435 |
| Interest cost on projected benefit obligation | 52,905 | 51,524 | 48,402 |
| Expected return on plan assets | (68,335) | (54,513) | (47,959) |
| Amortization of: | | | |
| Transition asset | (3,226) | (3,226) | (3,226) |
| Prior service cost | 2,078 | 2,078 | 2,078 |
| Net periodic pension cost | <u>\$ 8,404</u> | <u>\$ 20,680</u> | <u>\$ 19,730</u> |

The following table shows a reconciliation of the funded status of the plans to the amounts recognized in the balance sheets:

(thousands of dollars)

| | 1999 | 1998 |
|--|--------------------|--------------------|
| Funded status – pension plan assets more than (less than) projected benefit obligation | \$ 37,275 | \$ (41,034) |
| Unrecognized net transition asset | (20,008) | (23,235) |
| Unrecognized prior service cost | 20,636 | 22,715 |
| Unrecognized net actuarial gains | <u>(101,153)</u> | <u>(38,668)</u> |
| Net pension amount recognized in the balance sheets | <u>\$ (63,250)</u> | <u>\$ (80,222)</u> |

The following table sets forth the defined benefit pension plans' change in projected benefit obligation for the plan years 1999 and 1998:

(thousands of dollars)

| | 1999 | 1998 |
|---|-------------------|-------------------|
| Projected pension benefit obligation at beginning of year | \$ 731,305 | \$ 708,144 |
| Service cost | 24,982 | 24,817 |
| Interest cost | 52,905 | 51,524 |
| Benefit payments | (29,694) | (29,636) |
| Actuarial gains | (36,860) | (23,544) |
| Projected pension benefit obligation at end of year | <u>\$ 742,638</u> | <u>\$ 731,305</u> |

The following table sets forth the defined benefit pension plans' change in the fair value of plan assets for the plan years 1999 and 1998:

(thousands of dollars)

| | 1999 | 1998 |
|--|-------------------|-------------------|
| Fair value of pension plan assets at beginning of year | \$ 690,271 | \$ 619,412 |
| Actual return on plan assets | 93,977 | 86,527 |
| Employer contributions | 25,359 | 13,968 |
| Benefit payments | (29,694) | (29,636) |
| Fair value of pension plan assets at end of year | <u>\$ 779,913</u> | <u>\$ 690,271</u> |

We made the assumptions below to calculate the pension liability:

| | 1999 | 1998 |
|---|--------|--------|
| Discount rate | 7.75% | 7.00% |
| Rate of increase in compensation levels | 4.25% | 3.50% |
| Expected long-term rate of return on assets | 10.00% | 10.00% |

Employee Savings Plan Benefits

Through 1999, Pinnacle West and its subsidiaries each sponsored defined contribution savings plans for their own employees. As of January 1, 2000, these plans were consolidated and now a single defined contribution savings plan is sponsored by Pinnacle West for the employees of Pinnacle West and its subsidiaries. In a defined contribution plan, the benefits a participant will receive result from regular contributions they make to a participant account. Under this plan, we make matching contributions to participant accounts. We recorded expenses for this plan of approximately \$4 million for each of the last three years (1997-1999).

Postretirement Plans

We provide medical and life insurance benefits to retired employees. Employees must retire to become eligible for these retirement benefits, which are based on years of service and age. For the medical insurance plans, retirees make contributions to cover a portion of the plan costs. For the life insurance plan, retirees do not make contributions to cover a portion of the plan costs. We retain the right to change or eliminate these benefits.

Funding is based upon actuarially determined contributions that take tax consequences into account. Plan assets consist primarily of domestic stocks and bonds. The postretirement benefit expense was:

- \$ 7 million for 1999
- \$ 9 million for 1998 and
- \$10 million for 1997.

The following table shows the components of net periodic postretirement benefit costs before consideration of amounts capitalized or billed to others:

(thousands of dollars)

| | 1999 | 1998 | 1997 |
|--|------------------|------------------|------------------|
| Service cost – benefits earned during the period | \$ 8,939 | \$ 7,890 | \$ 7,046 |
| Interest cost on accumulated benefit obligation | 17,366 | 15,763 | 14,441 |
| Expected return on plan assets | (18,454) | (12,001) | (8,706) |
| Amortization of: | | | |
| Transition asset | 7,698 | 7,698 | 7,698 |
| Net actuarial gains | (5,117) | (2,952) | (2,685) |
| Net periodic postretirement benefit cost | <u>\$ 10,432</u> | <u>\$ 16,398</u> | <u>\$ 17,794</u> |

The following table shows a reconciliation of the funded status of the plan to the amounts recognized in the balance sheets:

(thousands of dollars)

| | 1999 | 1998 |
|---|-------------------|-------------------|
| Funded status - postretirement plan assets more than (less than) projected benefit obligation | \$ 25,549 | \$ (24,269) |
| Unrecognized net obligation at transition | 100,145 | 107,842 |
| Unrecognized net actuarial gains | (128,309) | (86,692) |
| Net postretirement amount recognized in the balance sheets | <u>\$ (2,615)</u> | <u>\$ (3,119)</u> |

The following table sets forth the postretirement benefit plans' change in accumulated benefit obligation for the plan years 1999 and 1998:

(thousands of dollars)

| | 1999 | 1998 |
|--|-------------------|-------------------|
| Accumulated postretirement benefit obligation at beginning of year | \$ 237,679 | \$ 199,348 |
| Service cost | 8,939 | 7,890 |
| Interest cost | 17,366 | 15,763 |
| Benefit payments | (8,761) | (10,378) |
| Actuarial (gains) losses | (23,234) | 25,056 |
| Accumulated postretirement benefit obligation at end of year | <u>\$ 231,989</u> | <u>\$ 237,679</u> |

The following table sets forth the postretirement benefit plans' change in the fair value of plan assets for the plan years 1999 and 1998:

(thousands of dollars)

| | 1999 | 1998 |
|---|-------------------|-------------------|
| Fair value of postretirement plan assets at beginning of year | \$ 213,410 | \$ 151,146 |
| Actual return on plan assets | 42,975 | 47,284 |
| Employer contributions | 9,914 | 25,327 |
| Benefit payments | (8,761) | (10,347) |
| Fair value of postretirement plan assets at the end of year | <u>\$ 257,538</u> | <u>\$ 213,410</u> |

We made the assumptions below to calculate the postretirement liability:

| | 1999 | 1998 |
|---|-------|-------|
| Discount rate | 7.75% | 7.00% |
| Expected long-term rate of return on assets – after tax | 8.77% | 8.73% |
| Initial health care cost trend rate – under age 65 | 7.00% | 7.50% |
| Initial health care cost trend rate – age 65 and over | 6.00% | 6.50% |
| Ultimate health care cost trend rate (reached in the year 2002) | 5.00% | 5.00% |

Assuming a 1% increase in the health care cost trend rate, the 1999 cost of postretirement benefits other than pensions would increase by approximately \$5 million and the accumulated benefit obligation as of December 31, 1999 would increase by approximately \$38 million.

Assuming a 1% decrease in the health care cost trend rate, the 1999 cost of postretirement benefits other than pensions would decrease by approximately \$4 million and the accumulated benefit obligation as of December 31, 1999 would decrease by approximately \$30 million.

10. LEASES

In 1986, APS sold about 42% of its share of Palo Verde Unit 2 and certain common facilities in three separate sale leaseback transactions. APS accounts for these leases as operating leases. The gain of approximately \$140 million was deferred and is being amortized to operations expense over 29.5 years, the original term of the leases. There are options to renew the leases for two additional years and to purchase the property for fair market value at the end of the lease terms. Consistent with the ratemaking treatment, an amount equal to the annual lease payments is included in rent expense. A regulatory asset is recognized for the difference between lease payments and rent expense calculated on a straight-line basis.

The average amounts to be paid for the Palo Verde Unit 2 leases are approximately \$46 million in 2000 and approximately \$49 million per year in 2001-2015.

In accordance with the 1999 Settlement Agreement, APS is continuing to accelerate amortization of the regulatory asset for leases over an eight-year period that will end June 30, 2004 (see Note 1). The accelerated amortization is included in depreciation and amortization expense on the Statements of Income. The balance of this regulatory asset at December 31, 1999 was \$43 million. Lease expense was approximately \$42 million in each of the years 1997 through 1999.

APS has a capital lease on a combined cycle plant, which it sold and leased back. The lease requires semiannual payments of \$3 million through June 2001, and includes renewal and purchase options based on fair market value. The plant is included in plant in service at its original cost of \$54 million; accumulated amortization at December 31, 1999 was \$51 million.

In addition, we lease certain land, buildings, equipment, and miscellaneous other items through operating rental agreements with varying terms, provisions, and expiration dates. Miscellaneous lease expense was approximately \$10 million in 1999, \$13 million in 1998, and \$11 million in 1997.

Estimated future minimum lease commitments, excluding the Palo Verde and combined cycle leases, are as follows:

(dollars in millions)

| Year | |
|--------------------------|---------------|
| 2000 | \$ 17 |
| 2001 | 19 |
| 2002 | 20 |
| 2003 | 20 |
| 2004 | 20 |
| Thereafter | 138 |
| Total future commitments | <u>\$ 234</u> |

11. JOINTLY-OWNED FACILITIES

APS shares ownership of some of its generating and transmission facilities with other companies. The following table shows APS' interest in those jointly-owned facilities at December 31,

(dollars in thousands)

| | Percent Owned by APS | Plant In Service | Accumulated Depreciation | Construction Work In Progress |
|--|----------------------|------------------|--------------------------|-------------------------------|
| Generating Facilities: | | | | |
| Palo Verde Nuclear Generating Station Units 1 and 3 | 29.1% | \$ 1,829,633 | \$ 751,567 | \$ 7,220 |
| Palo Verde Nuclear Generating Station Unit 2 (see Note 10) | 17.0% | 572,574 | 240,696 | 17,145 |
| Four Corners Steam Generating Station Units 4 and 5 | 15.0% | 139,209 | 71,333 | 364 |
| Navajo Steam Generating Station Units 1, 2, and 3 | 14.0% | 230,536 | 94,332 | 4,555 |
| Cholla Steam Generating Station Common Facilities (a) | 62.8%(b) | 68,643 | 38,068 | 1,679 |
| Transmission Facilities: | | | | |
| ANPP 500 KV System | 35.8%(b) | 68,133 | 21,446 | 7 |
| Navajo Southern System | 31.4%(b) | 27,364 | 17,550 | 42 |
| Palo Verde – Yuma 500 KV System | 23.9%(b) | 11,728 | 4,388 | 36 |
| Four Corners Switchyards | 27.5%(b) | 3,071 | 1,855 | — |
| Phoenix – Mead System | 17.1%(b) | 36,434 | 1,768 | — |

(a) PacifiCorp owns Cholla Unit 4 and APS operates the unit for them. The common facilities at the Cholla Plant are jointly-owned.

1999. APS' share of operating and maintaining these facilities is included in the income statement in operations and maintenance expense.

(b) Weighted average of interests.

12. COMMITMENTS AND CONTINGENCIES

Litigation

We are party to various claims, legal actions, and complaints arising in the ordinary course of business. In our opinion, the ultimate resolution of these matters will not have a material adverse effect on our financial statements.

Palo Verde Nuclear Generating Station

Under the Nuclear Waste Policy Act, DOE was to develop the facilities necessary for the storage and disposal of spent fuel and to have the first such facility in operation by 1998. That facility was to be a permanent repository, but DOE has announced that such a repository now cannot be completed before 2010. In response to lawsuits filed over DOE's obligation to accept used nuclear fuel, the United States Court of Appeals for the D.C. Circuit has ruled that DOE had an obligation to begin accepting used nuclear fuel in 1998. However, the Court refused to issue an order compelling DOE to begin moving used fuel. Instead, the Court ruled that any damages to utilities should be sought under the standard contract signed between DOE and utilities, including APS. The United States Supreme Court has refused to grant review of the D.C. Circuit's decision.

APS has capacity in existing fuel storage pools at Palo Verde which, with certain modifications, could accommodate all fuel expected to be discharged from normal operation of Palo Verde through about 2002, and believes it could augment that wet storage with new facilities for on-site dry storage of spent fuel for an indeterminate period of operation beyond 2002, subject to obtaining any required governmental approvals. APS currently estimates that it will incur \$113 million (in 1999 dollars) over the life of Palo Verde for its share of the costs related to the on-site interim storage of spent nuclear fuel. As of December 31, 1999, APS had recorded a liability and a regulatory asset of \$37 million for on-site interim nuclear fuel storage costs related to nuclear fuel burned to date. APS currently believes that spent fuel storage or disposal methods will be available for use by Palo Verde to allow its continued operation beyond 2002.

The Palo Verde participants have insurance for public liability resulting from nuclear energy hazards to the full limit of liability under federal law. This potential liability is covered by primary

liability insurance provided by commercial insurance carriers in the amount of \$200 million and the balance by an industry-wide retrospective assessment program. If losses at any nuclear power plant covered by the programs exceed the accumulated funds, APS could be assessed retrospective premium adjustments. The maximum assessment per reactor under the program for each nuclear incident is approximately \$88 million, subject to an annual limit of \$10 million per incident. Based upon the 29.1% interest in the three Palo Verde units, APS' maximum potential assessment per incident for all three units is approximately \$77 million, with an annual payment limitation of approximately \$9 million.

The Palo Verde participants maintain "all risk" (including nuclear hazards) insurance for property damage to, and decontamination of, property at Palo Verde in the aggregate amount of \$2.75 billion, a substantial portion of which must first be applied to stabilization and decontamination. APS has also secured insurance against portions of any increased cost of generation or purchased power and business interruption resulting from a sudden and unforeseen outage of any of the three units. The insurance coverage discussed in this and the previous paragraph is subject to certain policy conditions and exclusions.

Fuel and Purchased Power Commitments

APS is a party to various fuel and purchased power contracts with terms expiring from 2000 through 2020 that include required purchase provisions. APS estimates its 2000 contract requirements to be about \$177 million. However, this amount may vary significantly pursuant to certain provisions in such contracts that permit APS to decrease its required purchases under certain circumstances.

APS must reimburse certain coal providers for amounts incurred for coal mine reclamation. APS estimates its share of the total obligation to be about \$103 million. The portion of the coal mine reclamation obligation related to coal already burned is about \$57 million at December 31, 1999 and is included in "Deferred Credits-Other" in the Balance Sheet. A regulatory asset has been established for amounts not yet recovered from ratepayers. In accordance with the 1999 Settlement Agreement with the ACC, APS is continuing to accelerate the amortization of the regulatory asset for coal mine reclamation over an eight-year period that will end June 30, 2004. Amortization is included in depreciation and amortization expense on the Statements of Income. The balance of the regulatory asset at December 31, 1999 was about \$41 million.

Construction Program

Consolidated capital expenditures in 2000 are estimated at \$591 million.

Generation Expansion

We are currently planning, through Pinnacle West Energy, a 650-megawatt expansion of our West Phoenix Power Plant, and the construction of a natural gas-fired electric generating station of up to 2,120 megawatts near Palo Verde, called Redhawk. Pinnacle West Energy's capital expenditures in 1999 were \$21 million. Projected capital expenditures for these projects are \$152 million in 2000; \$240 million in 2001; and \$245 million in 2002. We are also considering additional expansion over the next several years, which may result in additional expenditures. Pinnacle West Energy's capital expenditures will be funded with debt proceeds, and internally generated cash and debt proceeds from the parent company. Assuming all approvals are granted, we expect to begin construction at West Phoenix in the second quarter of 2000.

Pinnacle West Energy has signed a joint development agreement with Reliant Energy Power Generation, Inc. (Reliant) covering construction and operation of three new merchant plants. Pinnacle West Energy plans to contribute the first two units (1,060 megawatts) of the Redhawk project to the joint agreement. Construction is expected to start in the third quarter of 2000, with commercial operation scheduled in the summer of 2002. Reliant plans to contribute two new natural gas-fired projects (1,500 megawatts) in Nevada to the venture.

13. NUCLEAR DECOMMISSIONING COSTS

APS recorded \$11 million for nuclear decommissioning expense in each of the years 1999, 1998, and 1997. APS estimates it will cost about \$1.8 billion (\$472 million in 1999 dollars) to decommission its 29.1% share of the three Palo Verde units. The decommissioning costs are expected to be incurred over a 14-year period beginning in 2024. APS charges decommissioning costs to expense over each unit's operating license term and includes them in the accumulated depreciation balance until each unit is retired. Nuclear decommissioning costs are recovered in rates.

APS' current estimates are based on a 1998 site-specific study for Palo Verde that assumes the prompt removal/dismantlement method of decommissioning. An independent consultant prepared this study. APS is required to update the study every three years.

To fund the costs APS expects to incur to decommission the plant, APS established external decommissioning trusts in accordance with Nuclear Regulatory Commission (NRC) regulations. The trust accounts are reported in "Investments and Other Assets" on the Consolidated Balance Sheets at their market value of \$176 million at December 31, 1999 and \$146 million at December 31, 1998.

APS invests the trust funds primarily in fixed income securities and domestic stock and classifies them as available for sale. Realized and unrealized gains and losses are reflected in accumulated depreciation.

See Note 2 for a proposed accounting standard on accounting for certain liabilities related to closure or removal of long-lived assets.

14. SELECTED QUARTERLY FINANCIAL DATA (UNAUDITED)

Consolidated quarterly financial information for 1999 and 1998 is as follows:

(dollars in thousands, except per share amounts)

| Quarter Ended | 1999 | | | |
|--|------------|------------|--------------|-------------|
| | March 31 | June 30 | September 30 | December 31 |
| Operating revenues | | | | |
| Electric | \$ 413,983 | \$ 511,434 | \$ 867,630 | \$ 500,137 |
| Real estate | 24,533 | 32,697 | 26,640 | 46,299 |
| Operating income (a) | \$ 91,599 | \$ 148,968 | \$ 240,294 | \$ 97,916 |
| Income from continuing operations | \$ 30,690 | \$ 68,702 | \$ 125,579 | \$ 44,801 |
| Income tax benefit from discontinued operations | — | — | 38,000 | — |
| Extraordinary charge – net of income tax | — | — | (139,885) | — |
| Net income | \$ 30,690 | \$ 68,702 | \$ 23,694 | \$ 44,801 |
| Earnings (loss) per average common share outstanding | | | | |
| Continuing operations – basic | \$ 0.36 | \$ 0.81 | \$ 1.48 | \$ 0.53 |
| Discontinued operations – basic | — | — | 0.45 | — |
| Extraordinary charge – basic | — | — | (1.65) | — |
| Net Income – basic | \$ 0.36 | \$ 0.81 | \$ 0.28 | \$ 0.53 |
| Continuing operations – diluted | \$ 0.36 | \$ 0.81 | \$ 1.48 | \$ 0.53 |
| Discontinued operations – diluted | — | — | 0.45 | — |
| Extraordinary charge – diluted | — | — | (1.65) | — |
| Net Income – diluted | \$ 0.36 | \$ 0.81 | \$ 0.28 | \$ 0.53 |
| Dividends declared per share (b) | \$ 0.325 | \$ 0.65 | \$ — | \$ 0.35 |

(dollars in thousands, except per share amounts)

| Quarter Ended | 1998 | | | |
|---|------------|------------|--------------|-------------|
| | March 31 | June 30 | September 30 | December 31 |
| Operating revenues | | | | |
| Electric | \$ 380,423 | \$ 441,715 | \$ 740,734 | \$ 443,526 |
| Real estate | 34,161 | 28,916 | 18,276 | 42,835 |
| Operating income (a) | \$ 90,837 | \$ 122,605 | \$ 251,838 | \$ 101,848 |
| Net income | \$ 31,086 | \$ 48,997 | \$ 127,281 | \$ 35,528 |
| Earnings per average common share outstanding | | | | |
| Net income – basic | \$ 0.37 | \$ 0.58 | \$ 1.50 | \$ 0.42 |
| Net income – diluted | \$ 0.36 | \$ 0.57 | \$ 1.49 | \$ 0.42 |
| Dividends declared per share (b) | \$ 0.30 | \$ 0.60 | \$ — | \$ 0.325 |

(a) APS' utility business is seasonal in nature, with the peak sales periods generally occurring during the summer months. Comparisons among quarters of a year may not represent overall trends and changes in operations.

(b) Dividends for the quarters ending September 30, 1999 and September 30, 1998 were declared in June.

15. FAIR VALUE OF FINANCIAL INSTRUMENTS

We believe that the carrying amounts of our cash equivalents and commercial paper are reasonable estimates of their fair values at December 31, 1999 and 1998 due to their short maturities.

We hold investments in debt and equity securities for purposes other than trading. The December 31, 1999 and 1998 fair values of such investments, which we determine by using quoted market values or by discounting cash flows at rates equal to our cost of capital, approximate their carrying amount.

The carrying value of our long-term debt (excluding a capitalized lease obligation) was \$2.31 billion on December 31, 1999, with an estimated fair value of \$2.29 billion. On December 31, 1998, the carrying value of our long-term debt (excluding a capitalized lease obligation) was \$2.21 billion, with an estimated fair value of \$2.27 billion. The fair value estimates are based on quoted market prices of the same or similar issues.

16. EARNINGS PER SHARE

In 1997 we adopted SFAS No. 128, "Earnings Per Share." This statement requires the presentation of both basic and

diluted earnings per share on the financial statements. The following table presents earnings per average common share outstanding (EPS):

| | 1999 | 1998 | 1997 |
|-------------------------|----------------|----------------|----------------|
| Basic EPS: | | | |
| Continuing operations | \$ 3.18 | \$ 2.87 | \$ 2.76 |
| Discontinued operations | 0.45 | — | — |
| Extraordinary charge | (1.65) | — | — |
| Net income | <u>\$ 1.98</u> | <u>\$ 2.87</u> | <u>\$ 2.76</u> |
| Diluted EPS: | | | |
| Continuing operations | \$ 3.17 | \$ 2.85 | \$ 2.74 |
| Discontinued operations | 0.45 | — | — |
| Extraordinary charge | (1.65) | — | — |
| Net income | <u>\$ 1.97</u> | <u>\$ 2.85</u> | <u>\$ 2.74</u> |

Dilutive stock options increased average common shares outstanding by 291,392 shares in 1999, 571,728 shares in 1998, and 519,800 shares in 1997. Total average common shares outstanding for the purposes of calculating diluted earnings per share were 85,008,527 shares in 1999, 85,345,946 shares in 1998, and 86,022,709 shares in 1997.

Options to purchase 506,734 shares of common stock were outstanding during the last quarter of 1999 but were not included in the computation of diluted EPS because the options' exercise price was greater than the average market price of the common shares.

17. STOCK-BASED COMPENSATION

Pinnacle West offers two stock incentive plans for our and our subsidiaries' officers and key employees.

The most recent plan provides for the granting of new options (which may be non-qualified stock options or incentive stock options) of up to 3.5 million shares at a price per option not less than the fair market value on the date the option is granted. The plan also provides for the granting of any combination of shares of restricted stock, stock appreciation rights or dividend equivalents.

The awards outstanding under the incentive plans at December 31, 1999 approximate 1,441,124 non-qualified stock options, 159,837 restricted stock, and no incentive stock options, stock appreciation rights or dividend equivalents.

The FASB issued SFAS No. 123, "Accounting for Stock-Based Compensation" which was effective beginning in 1996. The statement encourages, but does not require, that a company record compensation expense based on the fair value method. We continue to recognize expense based on Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees."

If we had recorded compensation expense based on the fair value method, our net income would have been reduced to the following pro forma amounts:

(thousands of dollars)

| | 1999 | 1998 | 1997 |
|-------------------------------|------------|------------|------------|
| Net income | | | |
| As reported | \$ 167,887 | \$ 242,892 | \$ 235,856 |
| Pro forma (fair value method) | \$ 166,913 | \$ 242,177 | \$ 235,446 |
| Net income per share – basic | | | |
| As reported | \$ 1.98 | \$ 2.87 | \$ 2.76 |
| Pro forma (fair value method) | \$ 1.97 | \$ 2.86 | \$ 2.75 |

We did not consider compensation costs for stock options granted before January 1, 1995. Therefore, future reported net income may not be representative of this compensation cost calculation. In order to present the pro forma information above, we calculated the fair value of each fixed stock option in the

incentive plans using the Black-Scholes option-pricing model. The fair value was calculated based on the date the option was granted. The following weighted-average assumptions were also used in order to calculate the fair value of the stock options:

| | 1999 | 1998 | 1997 |
|-------------------------|--------|--------|--------|
| Risk-free interest rate | 5.68% | 4.54% | 5.66% |
| Dividend yield | 3.33% | 3.03% | 4.50% |
| Volatility | 20.50% | 18.80% | 15.63% |
| Expected life (months) | 60 | 60 | 60 |

The following table is a summary of the status of our stock option plans as of December 31, 1999, 1998, and 1997 and changes during the years ending on those dates:

| | 1999 Shares | 1999 Weighted Average Exercise Price | 1998 Shares | 1998 Weighted Average Exercise Price | 1997 Shares | 1997 Weighted Average Exercise Price |
|---|------------------|--|------------------|--|------------------|--|
| Outstanding at beginning of year | 1,563,512 | \$ 27.95 | 1,554,631 | \$ 24.38 | 1,739,576 | \$ 21.51 |
| Granted | 458,450 | 35.95 | 244,200 | 46.78 | 260,450 | 39.56 |
| Exercised | (516,838) | 18.19 | (217,317) | 23.09 | (409,975) | 21.60 |
| Forfeited | (64,000) | 40.36 | (18,002) | 33.42 | (35,420) | 27.10 |
| Outstanding at end of year | <u>1,441,124</u> | 33.45 | <u>1,563,512</u> | 27.95 | <u>1,554,631</u> | 24.38 |
| Options exercisable at year-end | <u>835,381</u> | 29.69 | <u>1,106,165</u> | 22.04 | <u>1,075,014</u> | 19.52 |
| Weighted average fair value of options granted during the year | | 7.05 | | 8.15 | | 5.83 |

The following table summarizes information about our stock option plans at December 31, 1999:

| Exercise Prices Per Share | Outstanding | Weighted Average Remaining Contract Life | Options Exercisable |
|------------------------------|------------------|--|------------------------|
| \$10.06 | 7,000 | 1.50 | 7,000 |
| 11.25 | 15,500 | 0.90 | 15,500 |
| 15.75 | 17,500 | 1.90 | 17,500 |
| 16.25 | 3,500 | 0.50 | 3,500 |
| 17.68 | 10,775 | 2.10 | 10,775 |
| 18.13 | 28,000 | 2.50 | 28,000 |
| 19.00 | 82,370 | 4.90 | 82,370 |
| 19.56 | 32,000 | 2.90 | 32,000 |
| 22.13 | 71,584 | 4.00 | 71,584 |
| 23.25 | 28,000 | 3.50 | 28,000 |
| 27.44 | 126,837 | 5.90 | 126,837 |
| 31.44 | 157,874 | 6.90 | 157,874 |
| 34.66 | 348,450 | 9.90 | 9,679 |
| 36.56 | 5,000 | 9.80 | 417 |
| 39.75 | 213,534 | 8.00 | 142,356 |
| 41.00 | 70,000 | 9.10 | 21,389 |
| 46.78 | <u>223,200</u> | 8.90 | <u>80,600</u> |
| \$10.06 – \$46.78 | <u>1,441,124</u> | | <u>835,381</u> |

18. BUSINESS SEGMENTS

Historically, we reported our operations as a single, integrated business segment. The basis of our reporting in previous years was due to APS' regulated operating environment. The ACC authorized a combined rate for supplying and delivering electricity to customers which was cost-based and was designed to recover APS' operating expenses and investment in electric utility assets and to provide a return on the investment.

As a result of the 1999 Settlement Agreement, our generation operations are now deregulated for accounting purposes. For the purposes of complying with SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information" (SFAS No. 131), we are required to disclose information about its business segments separately. Accordingly, APS has separated identifiable expenses between the two segments and has allocated revenues and other expenses using a study that identifies the portion of its base rates related to generation and delivery. APS then used that information to develop the financial information of the business segments for each of the

three years ended December 31, 1999 (or as of December 31, 1999 and 1998, with respect to assets). None of our revenues from external customers are attributed to, and none of our long-lived assets are located in, any foreign country.

Beginning in 1999, we have two principal business segments (determined by products, services, and regulatory environment) which consist of the generation of electricity (generation business segment), and the transmission and distribution of electricity (delivery business segment). The "Other" amounts include activity relating to other subsidiaries including SunCor, El Dorado, and APS Energy Services. Intercompany eliminations primarily relate to intercompany sales of electricity. Financial data for business segments is provided as follows:

BUSINESS SEGMENTS FOR YEAR ENDED DECEMBER 31, 1999 (in thousands)

| | Generation | Delivery | Other | Eliminations | Total |
|---|--------------|--------------|------------|--------------|--------------|
| Operating revenues | \$ 853,755 | \$ 2,292,798 | \$ 130,555 | \$ (853,755) | \$ 2,423,353 |
| Operating expense | 522,925 | 1,672,169 | 106,876 | (853,755) | 1,448,215 |
| Operating margin | 330,830 | 620,629 | 23,679 | — | 975,138 |
| Depreciation and amortization | 121,683 | 260,374 | 3,511 | — | 385,568 |
| Interest and preferred stock dividend requirements | 40,753 | 101,855 | 9,125 | — | 151,733 |
| Pretax margin | 168,394 | 258,400 | 11,043 | — | 437,837 |
| Income taxes | 47,976 | 111,512 | 8,577 | — | 168,065 |
| Income tax benefit from discontinued operations – PNW | — | — | 38,000 | — | 38,000 |
| Extraordinary charge – net of income tax of \$94,115 | — | (139,885) | — | — | (139,885) |
| Earnings for common stock | \$ 120,418 | \$ 7,003 | \$ 40,466 | \$ — | \$ 167,887 |
| Total assets | \$ 2,342,291 | \$ 3,795,846 | \$ 470,369 | \$ — | \$ 6,608,506 |
| Capital expenditures | \$ 110,798 | \$ 241,469 | \$ 126,581 | \$ — | \$ 478,848 |

BUSINESS SEGMENTS FOR YEAR ENDED DECEMBER 31, 1998 (in thousands)

| | Generation | Delivery | Other | Eliminations | Total |
|--|--------------|--------------|------------|--------------|--------------|
| Operating revenues | \$ 858,340 | \$ 2,006,398 | \$ 124,188 | \$ (858,340) | \$ 2,130,586 |
| Operating expense | 522,696 | 1,414,753 | 104,061 | (858,340) | 1,183,170 |
| Operating margin | 335,644 | 591,645 | 20,127 | — | 947,416 |
| Depreciation and amortization | 135,406 | 241,168 | 3,105 | — | 379,679 |
| Interest and preferred stock dividend requirements | 37,045 | 108,670 | 14,537 | — | 160,252 |
| Pretax margin | 163,193 | 241,807 | 2,485 | — | 407,485 |
| Income taxes | 49,969 | 109,487 | 5,137 | — | 164,593 |
| Earnings for common stock | \$ 113,224 | \$ 132,320 | \$ (2,652) | \$ — | \$ 242,892 |
| Total assets | \$ 2,399,560 | \$ 3,993,740 | \$ 431,246 | \$ — | \$ 6,824,546 |
| Capital expenditures | \$ 85,767 | \$ 241,638 | \$ 73,133 | \$ — | \$ 400,538 |

BUSINESS SEGMENTS FOR YEAR ENDED DECEMBER 31, 1997 (in thousands)

| | Generation | Delivery | Other | Eliminations | Total |
|--|------------|--------------|------------|--------------|--------------|
| Operating revenues | \$ 803,647 | \$ 1,878,553 | \$ 116,473 | \$ (803,647) | \$ 1,995,026 |
| Operating expense | 471,992 | 1,297,802 | 98,519 | (803,647) | 1,064,666 |
| Operating margin | 331,655 | 580,751 | 17,954 | — | 930,360 |
| Depreciation and amortization | 131,684 | 233,987 | 2,614 | — | 368,285 |
| Interest and preferred stock dividend requirements | 50,311 | 104,410 | 21,217 | — | 175,938 |
| Pretax margin | 149,660 | 242,354 | (5,877) | — | 386,137 |
| Income taxes | 44,898 | 108,426 | (3,043) | — | 150,281 |
| Earnings for common stock | \$ 104,762 | \$ 133,928 | \$ (2,834) | \$ — | \$ 235,856 |
| Capital expenditures | \$ 84,960 | \$ 217,047 | \$ 67,248 | \$ — | \$ 369,255 |

BOARD OF DIRECTORS



RICHARD SNELL
(69) 1975*
Chairman of the Board**

ROY A. HERBERGER, JR.
(57) 1992
President,
Thunderbird, The American Graduate
School of International Management
Committees:
Audit
Finance and Planning, Chairman



PAMELA GRANT
(61) 1980
Civic Leader
Committees:
Human Resources, Chairman
Finance and Planning

WILLIAM J. POST
(49) 1994
President & Chief Executive Officer



MARTHA O. HESSE
(57) 1991
President,
Hesse Gas Company
Committees:
Audit, Chairman
Human Resources

HUMBERTO S. LOPEZ
(54) 1995
President,
HSL Properties, Inc.
Committees:
Human Resources
Audit



THE REV. BILL JAMIESON, JR.
(56) 1991
President,
Institute for Servant Leadership
of Asheville, North Carolina
Committees:
Audit
Finance and Planning

EDDIE BASHA
(62) 1999
Chairman of the Board,
Bashas'
Committees:
Human Resources
Audit



MICHAEL L. GALLAGHER
(55) 1999
President,
Gallagher & Kennedy, P.A.
Committees:
Human Resources
Finance and Planning



* The year in which the individual first joined the Board of a Pinnacle West company.

** Retired as Chief Executive Officer February 5, 1999.

OFFICERS

PINNACLE WEST

Richard Snell
(69) 1990*
Chairman of the Board**

William J. Post
(49) 1973
President & Chief Executive Officer

Armando B. Flores
(56) 1991
Executive Vice President,
Corporate Business Services

Robert S. Aiken
(43) 1986
Vice President, Federal Affairs

John G. Bohon
(54) 1971
Vice President, Corporate Services &
Human Resources

Edward Z. Fox
(46) 1995
Vice President, Communications,
Environment & Safety

Chris N. Froggatt
(42) 1986
Vice President & Controller

James L. Kunkel
(62) 1997
Vice President

Nancy C. Loftin
(46) 1985
Vice President & General Counsel

Michael V. Palmeri
(41) 1982
Vice President, Finance

Martin L. Shultz
(55) 1979
Vice President, Government Affairs

Faye Widenmann
(51) 1978
Vice President & Secretary

Barbara M. Gomez
(45) 1978
Treasurer

ARIZONA PUBLIC SERVICE

Richard Snell
Chairman of the Board

William J. Post
Chief Executive Officer

Michael V. Palmeri
Vice President, Finance

Faye Widenmann
Vice President & Secretary

Nancy C. Loftin
Vice President & General Counsel

Barbara M. Gomez
Treasurer

Jack E. Davis
(53) 1973
President,
Energy Delivery & Sales

Jan H. Bennett
(52) 1967
Vice President, Customer Service

William L. Stewart
(56) 1994
President, Generation

James M. Levine
(50) 1989
Executive Vice President,
Generation

Gregg R. Overbeck
(53) 1990
Senior Vice President, Nuclear Generation

John R. Denman
(57) 1964
Vice President, Fossil Generation

William E. Ide
(53) 1977
Vice President,
Nuclear Production

David Mauldin
(50) 1990
Vice President, Nuclear Engineering
& Support

PINNACLE WEST ENERGY

William L. Stewart
President

Ajoy K. Banerjee
(54) 1999
Vice President, Generation Expansion

Ajit P. Bhatti
(54) 1973
Vice President, Generation Planning

APS ENERGY SERVICES

Vicki G. Sandler
(43) 1982
Vice President, Energy Services

SUNCOR DEVELOPMENT

Richard Snell
Chairman of the Board

John C. Ogden
(54) 1972
President & Chief Executive Officer

Geoffrey L. Appleyard
(46) 1987
Vice President & Chief Financial Officer

Duane S. Black
(47) 1989
Vice President & Chief Operating Officer

Jay T. Ellingson
(50) 1992
Vice President, Development – Palm Valley

Steven Gervais
(44) 1987
Vice President & General Counsel

Margaret E. Kirch
(50) 1988
Vice President,
Commercial Development

Thomas A. Patrick
(46) 1995
Vice President, Golf Operations

EL DORADO INVESTMENT

Richard Snell
Chairman of the Board

James L. Kunkel
President

* The year in which the individual was first employed within the Pinnacle West group of companies.

** Retired as Chief Executive Officer February 5, 1999.

SHAREHOLDER INFORMATION

CORPORATE HEADQUARTERS

Street address:
400 East Van Buren Street
Phoenix, Arizona 85004

Mailing address:
P.O. Box 52132
Phoenix, Arizona 85072-2132

Main telephone number: (602) 379-2500

ANNUAL MEETING OF SHAREHOLDERS

Wednesday, May 17, 2000

10:30 a.m.

The Wigwam Resort
300 Wigwam Boulevard
Litchfield Park, Arizona 85340

STOCK LISTING

Ticker symbol: PNW on New York Stock Exchange and
Pacific Stock Exchange

Newspaper financial listings: PinWst

FORM 10-K

Pinnacle West's Annual Report to the Securities and Exchange
Commission on Form 10-K will be available after April 1, 2000
to shareholders upon written request, without charge.

Write: Office of the Secretary.

INVESTORS ADVANTAGE PLAN

Pinnacle West offers a direct stock purchase plan. Any
interested investor may purchase Pinnacle West common stock
through the Investors Advantage Plan. Features of the Plan
include a variety of options for reinvesting dividends, direct
deposit of cash dividends, automatic monthly investment,
certificate safekeeping, reduced brokerage commissions and
more. An Investors Advantage Plan prospectus and enrollment
materials may be obtained by calling the Company at the
toll-free number listed on this page or by writing to:

Pinnacle West Capital Corporation
Shareholder Department
P.O. Box 52133
Phoenix, AZ 85072-2133

CORPORATE WEBSITE

<http://www.pinnaclewest.com>

STATISTICAL REPORT

A detailed Statistical Report for Financial Analysis for
1994-1999 will be available in April on the Company's website or
by writing to the Investor Relations Department.

TRANSFER AGENTS AND REGISTRARS

Common Stock
Pinnacle West Capital Corporation
Stock Transfer Department
P.O. Box 52134
Phoenix, Arizona 85072-2134

Or:
400 E. Van Buren St.
Phoenix, AZ 85004
Telephone: (602) 379-2519

BankBoston N.A.
c/o EquiServe
P.O. Box 8040
Boston, Massachusetts 02266-8040
Telephone: (781) 575-3120

SHAREHOLDER ACCOUNT AND ADMINISTRATIVE INFORMATION

Shareholder Department telephone number
(toll-free): 1-800-457-2983

INVESTOR RELATIONS CONTACT

Rebecca L. Hickman
Director, Investor Relations
Telephone: (602) 250-5668
Fax: (602) 250-5640

STATEWIDE ASSOCIATION FOR UTILITY INVESTORS

The Arizona Utility Investors Association represents
the interests of investors in Arizona utilities.
If interested, send your name and address to:

Arizona Utility Investors Association
P.O. Box 34805
Phoenix, Arizona 85067
(602) 257-9200
Web: www.auia.org

IMPORTANT NOTICE FOR SHAREHOLDERS:

Pinnacle West now posts quarterly results and other important
information on its web site (www.pinnaclewest.com). If you would
like to receive news by regular mail, fax or e-mail, let us know by
mail or phone at the addresses and numbers listed on this page.
Also let us know if you would like to be kept abreast of legislative
and regulatory activities at the state and federal levels, which
could impact investor-owned utilities.



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