

AMERICAN REAL ESTATE PARTNERS L P  
Form DEFM14A  
June 06, 2005

[QuickLinks](#) -- Click here to rapidly navigate through this document

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**SCHEDULE 14A**

(RULE 14a-101)

INFORMATION REQUIRED IN PROXY STATEMENT SCHEDULE 14A INFORMATION  
PROXY STATEMENT PURSUANT TO SECTION 14(a)  
OF THE SECURITIES EXCHANGE ACT OF 1934

Filed by the Registrant

Filed by a Party other than the Registrant

Check the appropriate box:

- Preliminary Proxy Statement
- Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))**
- Definitive Proxy Statement
- Definitive Additional Materials
- Soliciting Material Pursuant to §240.14a-12

**AMERICAN REAL ESTATE PARTNERS, L.P.**

---

(Name of Registrant as Specified in Charter)

---

(Name of Person(s) Filing Proxy Statement, if other than the Registrant)

Payment of Filing Fee (Check the appropriate box):

- No fee required.
- Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.

(1) Title of each class of securities to which transaction applies:

---

(2) Aggregate number of securities to which transaction applies:

---

(3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):

---

(4)

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Proposed maximum aggregate value of transaction:

---

(5) Total fee paid:

---

ý Fee paid previously with preliminary materials.

o Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.

(1) Amount Previously Paid:

---

(2) Form, Schedule or Registration Statement No.:

---

(3) Filing Party:

---

(4) Date Filed:

---

Copies to:  
Steven L. Wasserman, Esq.  
DLA Piper Rudnick Gray Cary US LLP  
1251 Avenue of the Americas  
New York, New York 10020-1104  
Telephone: (212) 835-6000  
Facsimile: (212) 835-6001

---

JUNE 3, 2005

AMERICAN REAL ESTATE PARTNERS, L.P.  
100 SOUTH BEDFORD ROAD  
MT. KISCO, NEW YORK 10549

PROXY STATEMENT  
ACTION TO BE TAKEN BY WRITTEN CONSENT

To the holders of Depositary Units of American Real Estate Partners, L.P.:

This proxy statement is being furnished by American Property Investors, Inc., which we refer to as API or the General Partner, to the holders of Depositary Units of American Real Estate Partners, L.P., or AREP, a Delaware limited partnership, in connection with the proposed approval of the following actions:

1. The issuance of up to 16,275,863 of AREP's Depositary Units representing limited partnership interests of AREP, or the Depositary Units, in connection with AREP's acquisitions from affiliates of Carl C. Icahn, the beneficial owner of approximately 86.5% of our Depositary Units, of:

the 50% managing membership interest in NEG Holding LLC, or NEG Holding, which constitutes all of the membership interest of NEG Holding other than the membership interest already owned by National Energy Group, Inc., or NEG, which is itself 50.01% owned by us;

Panaco, Inc., or Panaco, pursuant to an agreement and plan of merger; and

approximately 41.2% of the common stock of GB Holdings, Inc., or GB Holdings, and 11.3% of the fully diluted common stock of its subsidiary, Atlantic Coast Entertainment Holdings, Inc., or Atlantic Holdings, which owns 100% of ACE Gaming LLC, or ACE Gaming, the owner and operator of The Sands Hotel and Casino located in Atlantic City, New Jersey, or The Sands.

These transactions are referred to as the Acquisitions.

2. The amendment of our Amended and Restated Agreement of Limited Partnership, dated May 12, 1987, as amended on February 22, 1995, August 16, 1996 and May 9, 2002, or the Partnership Agreement, to provide for amendments to (i) Section 3.01 *Purposes and Business*; (ii) Section 4.05(c) *Additional Issuance of Units*; (iii) Section 6.18 *Other Matters Concerning General Partner*; (iv) Sections 5.03 *Distributions*; (v) add new Section 4.13 *Nevada Gaming Law Disposition*; and (vi) other miscellaneous changes. We refer to this action as the LP Agreement Amendments.

3. The amendment of the Amended and Restated Agreement of Limited Partnership of American Real Estate Holdings Limited Partnership, or AREH, dated May 21, 1987, as amended on August 16, 1996 and June 14, 2002 to provide for amendments to (i) Section 3.01 *Purpose and Business* and (ii) Section 5.03 *Distributions*. We refer to this action as the OLP Agreement Amendments.

4. The issuance to Keith A. Meister, Chief Executive Officer of our General Partner, of options to purchase an aggregate of 700,000 Depositary Units. We refer to this action as the Grant of the Meister Option.

---

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

In accordance with the rules of the New York Stock Exchange, on which the Depositary Units are listed, the issuance of Depositary Units to affiliates of Mr. Icahn in connection with the Acquisitions and the Grant of the Meister Option require the approval of holders of our Depositary Units.

In accordance with our Partnership Agreement, the LP Agreement Amendments and OLP Agreement Amendments require the approval of record holders of a majority of the outstanding Depositary Units.

Sincerely,

/s/ KEITH A. MEISTER

---

Keith A. Meister  
Chief Executive Officer  
of American Property Investors, Inc.,  
the General Partner of American  
Real Estate Partners, L.P.

This proxy statement and the accompanying Unitholder Written Consent Card, or Consent Card, are being furnished to you in connection with the solicitation of consents from holders of Depositary Units in lieu of a meeting of the holders of Depositary Units to approve the proposed matters. Only record owners of the Depositary Units at the close of business on May 10, 2005, the Record Date, are entitled to consent to the proposed matters. This proxy statement and the accompanying Unitholder Written Consent Card are being sent or given to the holders of Depositary Units commencing on or about June 8, 2005.

The Consent Solicitation will expire at, and your Consent Card must be received by, 5:00 p.m. eastern time on June 28, 2005, or the Expiration Date. Any holder of Depositary Units executing a Consent Card has the power to revoke it at any time before the Expiration Date by delivering written notice of such revocation to the transfer agent, as indicated in the Consent Card.

---

**AMERICAN REAL ESTATE PARTNERS, L.P.**

100 South Bedford Road  
Mt. Kisco, NY 10549

---

**PROXY STATEMENT  
ACTION TO BE TAKEN BY WRITTEN CONSENT**

---

This Proxy Statement is being furnished to the holders of Depositary Units of American Real Estate Partners, L.P., or AREP, as of the close of business on May 10, 2005, the Record Date, in connection with the solicitation of consents of the holders of Depositary Units of AREP, to approve the following actions, as defined and discussed within the Proxy Statement:

1. The Acquisitions;
2. The LP Agreement Amendments;
3. The OLP Agreement Amendments; and
4. The Grant of the Meister Option.

This Proxy Statement and the enclosed Unitholder Written Consent Card are being mailed to Unitholders on or about June 8, 2005. Only Unitholders of record at the close of business on the Record Date are entitled to vote.

The enclosed proxy is being solicited by and on behalf of the Board of Directors of American Property Investors, Inc., or API, the general partner of AREP.

Affiliates of Carl C. Icahn, the Chairman of the Board of API, beneficially owned approximately 86.5% of the outstanding Depositary Units of AREP as of the Record Date and currently intend to have Consent Cards executed and delivered that approve Items 1-4 with respect to all such Depositary Units. Upon receipt by AREP of completed Consent Cards from affiliates of Mr. Icahn holding more than a majority of the outstanding Depositary Units, consenting to the approval of each of the Items, AREP will have received written consents sufficient to approve each of the Items.

Each of the Items proposed for approval has been approved unanimously by the Board of Directors of the General Partner.

This Solicitation will expire at, and your consent must be received by, 5:00 p.m., eastern time, on June 28, 2005, or the Expiration Date. You may revoke your consent at any time before the Expiration Date by delivering written notice of such revocation to the transfer agent.

This Proxy Statement is dated June 3, 2005.

---

## TABLE OF CONTENTS

	<u>Page</u>
CAUTIONARY STATEMENT REGARDING FORWARD LOOKING INFORMATION	(iii)
SUMMARY TERM SHEET	1
PROXY STATEMENT CONSENT	
Voting Securities, Record Date and Outstanding Units	6
Required Vote	6
Solicitation of Consents	6
ITEM 1: ACQUISITIONS	6
Background of the Acquisitions	6
Approval of the Audit Committee and Its Reasons for the Acquisitions	10
Opinion of Financial Advisor	12
Oil and Gas Reserve Reports	27
The Purchase Agreements	33
Additional Provisions Applicable to the NEG Holding, Panaco and GB Holdings Agreement	36
Registration Rights Agreement	36
Information about AREP, NEG Holding, Panaco and GB Holdings	37
Pro Forma Financial Data	37
Financial Statements	37
Regulation	37
Certain U.S. Federal Income Tax Consequences	37
Accounting Treatment	38
The Depositary Units	38
Description of Certain Provisions of the Partnership Agreement	41
Appraisal and Preemptive Rights	44
ITEM 2: AMENDMENT TO AREP'S LIMITED PARTNERSHIP AGREEMENT	45
ITEM 3: AMENDMENT TO AREH'S LIMITED PARTNERSHIP AGREEMENT	47
ITEM 4: GRANT OF OPTIONS TO KEITH MEISTER	47
EXECUTIVE COMPENSATION	48
SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT INTERESTS OF CERTAIN PERSONS IN OR OPPOSITION TO MATTERS TO BE ACTED UPON AND CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS	51
WHERE YOU CAN FIND MORE INFORMATION	55
DELIVERY OF DOCUMENTS TO SECURITY HOLDERS SHARING AN ADDRESS	55
APPENDIX A: AMERICAN REAL ESTATE PARTNERS, L.P.	A-1
APPENDIX B: NEG HOLDING LLC	B-1
APPENDIX C: PANACO, INC.	C-1
APPENDIX D: GB HOLDINGS, INC.	D-1

APPENDIX E: UNAUDITED PRO FORMA FINANCIAL DATA FOR AMERICAN REAL ESTATE PARTNERS, L.P.	E-1
APPENDIX F: FINANCIAL STATEMENTS	F-1
EXHIBIT A: OPINION OF MORGAN JOSEPH & CO. INC., DATED JANUARY 21, 2005 NEG HOLDING	EX-A-1
EXHIBIT B: OPINION OF MORGAN JOSEPH & CO. INC., DATED JANUARY 21, 2005 PANACO	EX-B-1
EXHIBIT C: OPINION OF MORGAN JOSEPH & CO. INC., DATED JANUARY 21, 2005 GB HOLDINGS	EX-C-1
EXHIBIT D: NEG HOLDING ACQUISITION AGREEMENT	EX-D-1
EXHIBIT E: PANACO MERGER AGREEMENT	EX-E-1
EXHIBIT F: GB HOLDINGS ACQUISITION AGREEMENT AND AMENDMENT NO. 1 TO GB HOLDINGS ACQUISITION AGREEMENT	EX-F-1
EXHIBIT G: FORM OF AMENDMENT NO. 4 TO AREP'S AMENDED AND RESTATED AGREEMENT OF LIMITED PARTNERSHIP	EX-G-1
EXHIBIT H: FORM OF AMENDMENT NO. 3 TO AREH'S AMENDED AND RESTATED AGREEMENT OF LIMITED PARTNERSHIP	EX-H-1
EXHIBIT I: OPTION GRANT AGREEMENT	EX-I-1

\*\*\*\*\*

**CAUTIONARY STATEMENT REGARDING FORWARD LOOKING INFORMATION**

Statements included in this proxy statement which are not historical in nature, are intended to be, and are hereby identified as, "forward looking statements" for purposes of the safe harbor provided by Section 27A of the Securities Act of 1933 and section 21(e) of the Securities Exchange Act of 1934, as amended by Public Law 104-67.

This proxy statement contains certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, many of which are beyond our ability to control or predict. Forward-looking statements may be identified by words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," "will" or words of similar meaning and include, but are not limited to, statements about the expected future business and financial performance of AREP and its subsidiaries. Among these risks and uncertainties are changes in general economic conditions, the extent, duration and strength of any economic recovery, the extent of any tenant bankruptcies and insolvencies, our ability to maintain tenant occupancy at current levels, our ability to obtain, at reasonable costs, adequate insurance coverage, risks related to our hotel and casino operations, including the effect of regulation, substantial competition, rising operating costs and economic downturns, competition for investment properties, risks related to our oil and gas operations, including costs of drilling, completing and operating wells and the effects of regulation, and other risks and uncertainties detailed from time to time in our filings with the SEC. We undertake no obligation to publicly update or review any forward-looking information, whether as a result of new information, future developments or otherwise.



**SUMMARY TERM SHEET**

*This summary term sheet highlights important information about the Acquisitions discussed in greater detail elsewhere in this proxy statement. This summary includes parenthetical references to pages in other portions of this proxy statement containing a more detailed description of the topics presented in this summary term sheet. This summary term sheet may not contain all of the information that is important to you. To more fully understand the Acquisitions discussed in this proxy statement, you should read carefully this entire document and the other documents to which we have referred you.*

**The Acquisitions (Pages 6-10)**

We are sending this proxy statement:

To provide you with information about the Acquisitions, which are transactions with affiliates of Mr. Icahn, the beneficial owner of approximately 86.5% of our Depository Units, pursuant to which we will acquire:

The managing membership interest in NEG Holding which constitutes all of the membership interest other than the membership interest already owned by NEG, which is itself 50.01% owned by us; Panaco, pursuant to an agreement and plan of merger; and Approximately 41.2% of the common stock of GB Holdings and approximately 11.3% of the fully diluted common stock of its subsidiary, Atlantic Holdings. Atlantic Holdings owns 100% of ACE Gaming, the owner and operator of The Sands.

**The Parties to the Acquisition Agreements (Pages 33-35)**

The Acquisitions are structured and were negotiated as three separate transactions among us, certain of our wholly-owned subsidiaries and affiliates of Mr. Icahn.

The parties to the NEG Holding purchase agreement are:

American Real Estate Partners, L.P. (a Delaware master limited partnership) We are a diversified holding company engaged in a variety of businesses. Our primary business strategy is to continue to grow our core businesses, including real estate, gaming and entertainment, and oil and gas. In addition, we seek to acquire undervalued assets and companies that are distressed or in out of favor industries. Our businesses currently include rental real estate and real estate development; hotel and resort operations; hotel and casino operations; oil and gas exploration and production; and investments in equity and debt securities. We may also seek opportunities in other sectors, including energy, industrial manufacturing and insurance and asset management; and

Gascon Partners (a New York general partnership) Gascon Partners, or Gascon, is controlled by Mr. Icahn. Its only material asset is its managing membership interest in NEG Holding.

The parties to the Panaco merger agreement are:

AREP;

National Offshore LP (a Delaware limited partnership) National Offshore LP, or National Offshore, is an indirect wholly-owned subsidiary of AREP and was formed solely for the purpose of effecting the merger with Panaco;

Highcrest Investors Corp. (a Delaware corporation) Highcrest Investors is controlled by Mr. Icahn and is a stockholder of Panaco;

Arnos Corp. (a Nevada corporation) Arnos is controlled by Mr. Icahn and is a stockholder of Panaco; and

Panaco, Inc. (a Delaware corporation) Panaco is wholly owned by Highcrest Investors and Arnos, entities controlled by Mr. Icahn, and is engaged in the exploration and production of oil and gas, primarily in the Gulf of Mexico and the Gulf Coast Region and, at March 31, 2005, owned interests in 123 wells.

The parties to the purchase agreement for the securities of GB Holdings and Atlantic Holdings are:

AREP; and

Cyprus, LLC (a Delaware limited liability company) Cyprus, LLC, or Cyprus is controlled by Mr. Icahn and owns approximately 41.2% of the outstanding common stock of GB Holdings and approximately 11.3% of the fully diluted common stock of Atlantic Holdings.

The address and phone number of our and our subsidiaries' principal executive offices are:

American Real Estate Partners, L.P.

100 South Bedford Rd.

Mt. Kisco, NY 10549

Telephone: (914) 242-7700

The address and phone number of the executive offices of affiliates of Mr. Icahn other than Panaco that are parties to the Acquisitions are:

c/o Icahn Associates Corp.

767 Fifth Avenue, Suite 4700

New York, NY 10153

Telephone: (212) 702-4300

The address and phone number of the executive offices of Panaco are:

1400 One Energy Square

4925 Greenville Avenue

Dallas, TX 75206

Telephone: (214) 692-9211

**Consideration (Pages 33-35)**

Upon the closing of the Acquisitions:

AREP will acquire the managing membership interest of NEG Holding owned by Gascon in consideration for up to 11,344,828 Depositary Units with an aggregate valuation of up to \$329.0 million, based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit. NEG Holding owns NEG Operating LLC, which is engaged in the exploration and production of oil and gas, primarily in Arkansas, Louisiana, Texas and Oklahoma.

Panaco will merge with and into National Offshore in consideration for up to 4,310,345 Depositary Units with an aggregate valuation of up to \$125.0 million, based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit.

AREP will acquire approximately 41.2% of the outstanding common stock of GB Holdings and approximately 11.3% of the fully diluted common stock of Atlantic Holdings in consideration for 413,793 Depositary Units with an aggregate valuation of \$12.0 million, based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit, plus up to an additional 206,897 Depositary Units with an aggregate valuation of up to \$6.0 million, based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit, if Atlantic Holdings meets certain earnings targets during 2005 and 2006. GB Holdings owns Atlantic Holdings, which is the indirect owner of The Sands.

**The Effects of the Acquisitions  
(Pages 33-36)**

As a result of the Acquisitions:

We will own a managing membership interest in NEG Holding and NEG, of which we own 50.01% of the outstanding common stock, will continue to own the other membership interest in NEG Holding;

We will own Panaco; and

We will own approximately 77.5% of the common stock of GB Holdings and approximately 63.4% of the fully diluted common stock of Atlantic Holdings.

**Determination of the Consideration (Page 33)**

The number of Depositary Units to be issued in the Acquisitions was determined by reference to the closing market price of our Depositary Units on January 19, 2005, two days prior to the date on which we entered into the purchase agreements.

**Reasons for the Acquisitions  
(Pages 10-12)**

Among the matters considered by the Audit Committee of API, our General Partner, were the following material factors:

The potential strategic benefits of the Acquisitions;

The financial terms of the Acquisitions;

The terms and condition of the Acquisitions; and

The opinions of Morgan Joseph & Co. Inc., or Morgan Joseph, as to the fairness to AREP of the consideration to be paid by AREP in the Acquisitions, from a financial point of view.

**United States Federal Income Tax Consequences  
(Page 37)**

Each of the Acquisitions is intended to qualify as a transaction in which AREP does not recognize a gain or loss.

**Accounting Treatment of Acquisitions (Page 38)**

The Acquisitions will be treated for accounting purposes in a manner similar to a pooling-of-interests due to the common control by Mr. Icahn of both us and each of the companies to be acquired.

**Conditions to Closing (Pages 33-35)**

The consummation of each of the Acquisitions depends on the approval by Depository Unit holder action as required by the New York Stock Exchange and, for the acquisition of the membership interest of NEG Holding and Panaco, the receipt of oil and gas reserve reports as of January 21, 2005 and the satisfaction or waiver of a number of customary conditions to closing described in greater detail in this document. The condition that the Panaco reserve reports be received has been satisfied. The condition to the acquisition of GB Holdings common stock and Atlantic Holdings securities, that a bank pledge encumbering the GB Holdings common stock be removed, has been satisfied.

**Termination of the Acquisition Agreements  
(Pages 33-35)**

Each of the purchase agreements may be terminated:

By either us or the sellers if the respective transaction contemplated by such agreement is not consummated by September 30, 2005; or

By either us or the sellers if there shall have been a material breach of any covenant, representation or warranty or other agreement of the other party which has not been remedied.

**Financial Information (Pages A-i, F-i)**

We have provided supplemental consolidated financial statements, selected financial data, and financial information included in Management's Discussion and Analysis of Supplemental Financial Condition and Results of Operations to give effect to the acquisition by us in April 2005 of TransTexas Gas Corporation, or TransTexas, in a manner similar to a pooling-of-interest due to common control ownership. Upon consummation of the Acquisitions, we will restate our historical financial statements to account for the Acquisitions in a manner similar to a pooling-of-interest due to common control by Mr. Icahn of both us and each of the companies to be acquired. In addition, we have included, as Appendices to this Proxy Statement, historical financial statements for each of us, NEG Holding, Panaco and GB Holdings.

**Consent Required (Page 6)**

In accordance with the rules of the New York Stock Exchange, Items 1 and 4 each requires the approval of the recordholders of a majority of the votes cast, provided that the total votes cast represents more than 50% in interest of the Depositary Units. In accordance with our Partnership Agreement, Items 2 and 3 require the approval of a majority of the outstanding Depositary Units. Mr. Icahn, the Chairman of the Board of the Directors of API, beneficially owns approximately 86.5% of the outstanding Depositary Units as of the date of this proxy statement. The written consent of affiliates of Mr. Icahn, as record owners of more than a majority-in-interest of the Depositary Units is sufficient to approve the Acquisitions. Mr. Icahn currently intends to have consents executed and delivered to approve Item 1. Mr. Icahn also currently intends to have executed and delivered the appropriate consents to approve Items 2-4. Upon receipt by AREP of such completed Consent Cards consenting to the approval of each of the Acquisitions, the LP Agreement Amendments, the OLP Agreement Amendments and the Grant of the Meister Option, AREP will have received written consents sufficient to approve each of the Items.

**Consent Card (Page 6)**

The Board of Directors of the General Partner requests that each record owner of Depositary Units on the Record Date complete, date, sign and mail the enclosed Consent Card promptly to the address indicated therein. A postage paid return envelope is enclosed for your convenience.

**Revocation of Consents (Page 6)**

Any consent executed and delivered by a record owner of Depositary Units on the Record Date may be revoked at any time provided that a written, dated revocation is executed and delivered to the Transfer Agent on or prior to the Expiration Date. A revocation may be in any written form validly signed by a record owner of Depositary Units on the Record Date as long as it clearly states that the consent previously given is no longer effective. The revocation should be sent to the place fixed for receipt of the Consent Cards.

**Appraisal and Preemptive Rights (Page 44)**

Holders of our Depositary Units do not have appraisal rights in connection with the Acquisitions and issuance of Depositary Units in connection with the Acquisitions.

## PROXY STATEMENT CONSENT

### Voting Securities, Record Date and Outstanding Units

Under Delaware law and under AREP's Partnership Agreement, as amended, any action that may be taken at a meeting of holders of Depository Units may be taken without a meeting, without prior notice and without a vote, if consents in writing, setting forth the action so taken, are signed by the holders of outstanding Depository Units having not less than the minimum number of votes that would be necessary to authorize or take such action at a meeting at which all Depository Units entitled to vote thereon were present and voted.

On the Record Date, there were a total of 46,098,284 Depository Units outstanding, which were held by approximately 9,000 recordholders.

### Required Vote

In accordance with the rules of the New York Stock Exchange, Items 1 and 4 each requires the approval of the recordholders of a majority of the votes cast, provided that the total votes cast represents more than 50% in interest of the Depository Units. In accordance with AREP's Partnership Agreement, Items 2 and 3 require the approval of a majority of the outstanding Depository Units.

Affiliates of Carl C. Icahn, the Chairman of the Board of API, beneficially owned approximately 86.5% of the outstanding Depository Units of AREP as of the Record Date and currently intend to have Consent Cards executed and delivered that approve Items 1-4 with respect to all such Depository Units. Upon receipt by AREP of completed Consent Cards from affiliates of Mr. Icahn holding more than a majority of the outstanding Depository Units, consenting to the approval of each of the Items, AREP will have received written consents sufficient to approve each of the Items.

The Board of Directors of the General Partner requests that each record owner of Depository Units on the Record Date complete, date, sign and mail the enclosed Consent Card promptly to the address indicated therein. A postage paid return envelope is enclosed for your convenience.

Any consent executed and delivered by a record owner of Depository Units on the Record Date may be revoked at any time provided that a written, dated revocation is executed and delivered to the Partnership on or prior to the Expiration Date. A revocation may be in any written form validly signed by a record owner of Depository Units on the Record Date as long as it clearly states that the consent previously given is no longer effective. The revocation should be sent to the place fixed for receipt of the Consent Cards.

### Solicitation of Consents

The cost of soliciting consents will be borne by AREP. AREP has not engaged any entity or made any arrangements to assist it in the solicitation of consents.

## ITEM 1: ACQUISITIONS

In accordance with the rules of the New York Stock Exchange, before we can issue Depository Units to affiliates of Mr. Icahn in connection with the Acquisitions, we must obtain the approval of holders of our Depository Units. Each of the Acquisitions described below was separately considered and approved by the Audit Committee of API, AREP's general partner, or the Audit Committee. The Audit Committee was advised as to each transaction by its own independent legal counsel and independent financial advisor.

The written consent of affiliates of Mr. Icahn, as record owners of more than a majority-in-interest of the Depository Units, is sufficient to ensure approval of the Acquisitions. Mr. Icahn currently intends to have consents executed and delivered that approve the Acquisitions.

### Background of the Acquisitions

As part of its primary business strategy to grow its core businesses, including real estate, gaming and entertainment, and oil and gas, the management of AREP continually reviews investment opportunities in these businesses with the objective of making acquisitions or investments which will increase value for holders of our Depository Units. Mr. Icahn has, from time to time, proposed that AREP acquire one or more of his businesses. At such times, and pursuant to Section 6.13 of the Partnership Agreement, the Audit Committee considers the proposed transaction and, if in AREP's

best interest, negotiates the proposed transaction with Mr. Icahn. The Audit Committee consists of independent directors, and they are assisted by their own independent legal counsel and financial advisor.

On October 15, 2004, Mr. Icahn sent a letter to Mr. Jack G. Wasserman, Chairman of the Audit Committee, which proposed that AREP (a) purchase the interest in NEG Holding held by Gascon, an entity owned by Mr. Icahn, and (b) purchase (1) 4,121,033 shares of GB Holdings common stock, (2) warrants, expiring July 22, 2011, to purchase an aggregate of 1,133,284 shares of common stock of Atlantic Holdings, and (3) \$37,009,500 principal amount of 3% Notes due 2008 of Atlantic Holdings, which we refer to as the Atlantic Holdings Notes. Mr. Icahn's letter further proposed that in consideration of the foregoing, AREP issue to Mr. Icahn's entities a new class of convertible preferred units with a liquidation preference of \$390.0 million, which would increase at a rate of 8% per annum, compounded semi-annually. Finally, Mr. Icahn's offer letter contemplated that AREP would make a capital contribution to NEG Holding and would receive an additional 1% ownership interest in NEG Holding.

In late October and early November, 2004, the Audit Committee had several telephone meetings to discuss Mr. Icahn's proposals. During this period, the Audit Committee also interviewed potential financial advisors.

In mid-November, 2004, Mr. Icahn and Mr. Wasserman had a telephone conversation during which Mr. Icahn proposed that AREP purchase from entities owned by Mr. Icahn (a) \$38.0 million of the senior secured indebtedness of Panaco, and (b) \$27.5 million face amount of 10% senior secured indebtedness of TransTexas. Panaco is and TransTexas was owned by entities owned by Mr. Icahn. At Mr. Wasserman's request, on November 18, 2004, Mr. Icahn sent a letter to Mr. Wasserman which confirmed this proposal. Mr. Wasserman circulated this letter to the other members of the Audit Committee and its legal counsel.

On November 22, 2004, the Audit Committee, together with an attorney from Debevoise & Plimpton LLP, or Debevoise, the Audit Committee's independent legal counsel, met to review in detail the terms of the various transactions proposed by Mr. Icahn's October 15 and November 18 letters. During this meeting, the Audit Committee approved the engagement of Morgan Joseph as financial advisor to the Audit Committee in connection with the proposed transactions.

During the week of November 22, 2004, representatives of Morgan Joseph conducted a site visit of The Sands, which is the primary asset of Atlantic Holdings and GB Holdings, during which it met with senior management. During this week, representatives of Morgan Joseph also held a financial due diligence conference call with members of senior management of NEG, the entity which manages NEG Holding, Panaco and TransTexas.

On November 30, 2004, the Audit Committee met at length with representatives of Morgan Joseph and Debevoise to continue the Audit Committee's consideration of the proposed transactions. Representatives of Morgan Joseph updated the Audit Committee on the status of its business due diligence investigation and financial analyses of the proposed transactions.

During late-November and early-December, 2004, it became the understanding of the parties that the acquisitions of Panaco and TransTexas debt, as well as the proposed acquisition of Atlantic Holdings Notes would be negotiated before the other transactions. During this period, legal counsel for Mr. Icahn and the Audit Committee negotiated the agreements with respect to these transactions on behalf of their respective clients.

On December 2nd and 3rd, 2004, a Debevoise attorney visited The Sands and performed a legal due diligence review of GB Holdings and Atlantic Holdings.

On December 3, 2004, the Audit Committee met with representatives of Morgan Joseph and Debevoise to continue the Audit Committee's consideration of the proposal by Mr. Icahn set forth in his November 18, 2004 letter to have AREP purchase debt securities of TransTexas and Panaco. Representatives of Morgan Joseph reviewed with the Audit Committee the financial terms of the proposed transactions, including the terms of the securities to be acquired, the structure of the proposed transaction, and the histories of TransTexas and Panaco. After extensive discussion, the Audit Committee determined that Mr. Wasserman, acting on behalf of the Audit Committee, should continue discussions with Mr. Icahn.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

On December 6, 2004, the Audit Committee met to discuss (a) Mr. Icahn's proposal that AREP acquire interests in NEG Holding and GB Holdings, and (b) the acquisitions of the TransTexas and Panaco debt securities. At this meeting, Morgan Joseph delivered its opinions to the Audit Committee, with regard to the fairness of the proposed purchase price to be paid for the TransTexas and Panaco debt securities, from a financial point of view to AREP. The Audit Committee then approved those transactions and authorized the entering into of definitive agreements. Pursuant to the definitive agreements executed later that day, AREP (a) purchased \$27.5 million aggregate principal amount of term notes issued by TransTexas for cash consideration of \$28,245,890.41 from entities owned by Mr. Icahn, and (b) purchased all of the membership interests of Mid River LLC, or Mid River, for an aggregate purchase price of \$38,125,998.63. The assets of Mid River consist of \$38.0 million principal amount of term loans outstanding under the term loan and security agreement, dated as of November 16, 2004, among Panaco, as borrower, the lenders (as defined therein) and Mid River, as administrative agent, which we refer to as the Panaco Debt. Each of the sellers and Panaco is indirectly controlled by Mr. Icahn. We refer to these transactions as the December 2004 TransTexas and Panaco Debt Acquisitions.

On December 8, 2004, Mr. Icahn sent a letter to Mr. Wasserman proposing that AREP or a subsidiary of AREH acquire 100% of the issued and outstanding stock of Panaco and TransTexas from entities owned by Mr. Icahn for an aggregate purchase price equal to \$500 million.

On December 9 and 10, 2004, representatives of Debevoise and Morgan Joseph visited the offices of NEG and performed a legal and financial due diligence review, respectively, with respect to proposed transactions by AREP involving NEG Holding, TransTexas and Panaco.

On December 13, 2004, the Audit Committee met to receive a preliminary report from Debevoise regarding its legal due diligence of NEG Holding, TransTexas and Panaco and to review the transactions in detail.

On December 20, 2004, the Audit Committee met extensively with representatives of Morgan Joseph and Debevoise. At this meeting, the Audit Committee reviewed the prospects of The Sands, as well as the gaming industry in general and the gaming industry market of Atlantic City in particular. Representatives of Morgan Joseph also discussed with the Audit Committee its preliminary valuation analysis with respect to the Atlantic Holdings Notes.

On December 27, 2004, the Audit Committee met to continue discussions of the transactions with Mr. Icahn. At this meeting, Morgan Joseph delivered its opinion to AREP, with regard to the fairness of the proposed purchase price to be paid for the Atlantic Holdings Notes by AREP, from a financial point of view. After extensive discussions, the Audit Committee authorized those transactions and authorized the entering into of a definitive agreement. Later that day, pursuant to a definitive agreement, AREP acquired \$37,009,500 principal amount of Atlantic Holdings Notes for cash consideration of \$36 million from entities owned by Mr. Icahn. We refer to this transaction as the December 2004 Atlantic Holdings Debt Acquisition.

On December 29, 2004, the Audit Committee met and reviewed and considered in detail the proposed acquisitions of interests in NEG Holding, TransTexas and Panaco.

During the week of January 3, 2005, representatives of Morgan Joseph again visited the offices of NEG and performed additional financial due diligence review with respect to proposed transactions by AREP involving NEG Holding, TransTexas and Panaco.

On January 11, 2005, the Audit Committee met and discussed with representatives of Morgan Joseph its valuation analyses of NEG Holding, TransTexas, Panaco and the securities of GB Holdings and Atlantic Holdings. The Audit Committee then discussed with representatives of Morgan Joseph the impact of the issuance of AREP securities as consideration in the various transactions under consideration. The Audit Committee also discussed the possibility of a purchase price adjustment for each of the oil and gas properties based on a reserve report prepared by independent engineers.



Following this meeting, Mr. Wasserman and Mr. Icahn continued negotiations regarding the various proposed transactions.

On January 12, 2005, the Audit Committee met with representatives of Morgan Joseph and Debevoise and discussed in detail the status of negotiations with Mr. Icahn. Mr. Wasserman reported that through their extensive negotiations, the sides had made progress on an agreement with respect to the prices of the various entities but remained without an agreement on TransTexas. The Audit Committee again discussed the possibility and parameters of a purchase price adjustment for each of the oil and gas properties based on a reserve report prepared by independent engineers. Mr. Wasserman indicated that during their negotiations, Mr. Icahn had tentatively agreed to such an adjustment. The Audit Committee then discussed in detail the valuation of TransTexas with representatives of Morgan Joseph, as well as the appropriate terms for the preferred securities of AREP to be used as consideration.

Over the course of the following week, Mr. Wasserman, on behalf of the Audit Committee, continued negotiations with Mr. Icahn, while Morgan Joseph refined its valuation analyses and Debevoise negotiated definitive purchase agreements on behalf of the Audit Committee with Mr. Icahn's legal representatives.

On January 19, 2005, the Audit Committee met with representatives of Morgan Joseph and Debevoise and discussed the status of negotiations with Mr. Icahn. At this meeting, representatives of Morgan Joseph also updated the Audit Committee on the status of its valuation analyses of Panaco, TransTexas, NEG Holding, and the securities of GB Holdings and Atlantic Holdings. The Audit Committee also discussed the status of negotiations with respect to the preferred securities of AREP to be used as acquisition currency, as well as other terms of the transactions. Later that day, Mr. Icahn and Mr. Wasserman agreed to an "earn out" mechanism with respect to the purchase price of the securities of GB Holdings and Atlantic Holdings whereby certain of the consideration would be contingent on the future earnings of GB Holdings. Mr. Icahn and Mr. Wasserman further agreed that the securities used as consideration in the transactions would be Depositary Units, rather than a new class of preferred securities.

On January 21, 2005, the Audit Committee met to discuss the transactions. At this meeting, representatives of Morgan Joseph delivered its opinions to AREP, with regard to the fairness to AREP of the proposed purchase price to be paid by AREP for the interests in NEG Holding, Panaco, TransTexas and the securities of GB Holdings and Atlantic Holdings, from a financial point of view. The Audit Committee then authorized these transactions and authorized the entering into of definitive agreements. Later that day, pursuant to definitive agreements, AREP and/or its wholly owned subsidiaries, agreed to acquire (a) Gascon's managing membership interest in NEG Holding for a purchase price of up to 11,344,828 of the Depositary Units with an aggregate valuation of up to \$329.0 million, based on the closing market price of the Depositary Units on January 19, 2005 of \$29.00 per unit, (b) TransTexas for a purchase price of up to \$180.0 million in cash, (c) Panaco, Inc. for a purchase price of up to 4,310,345 of the Depositary Units with an aggregate valuation of up to \$125.0 million based on the closing market price of the Depositary Units on January 19, 2005 of \$29.00 per unit, and (d) 4,121,033 shares of common stock of GB Holdings and 4,121,033 warrants of Atlantic Holdings, which are exercisable for an aggregate of 1,133,284 shares of common stock of Atlantic Holdings, in each case from entities owned by Mr. Icahn, in consideration for 410,793 Depositary Units with an aggregate valuation of \$12.0 million, based on the closing price of the Depositary Units, on January 19, 2005, plus up to an additional 206,897 Depositary Units, based on the closing price of the Depositary Units on January 19, 2005, if Atlantic Holdings meets certain earnings targets during 2005 and 2006.

The purchase agreements pursuant to which AREP agreed to acquire the interests in NEG Holding, Panaco, TransTexas, and the securities of GB Holdings and Atlantic Holdings were executed

by the parties on January 21, 2005. Later that day, AREP issued a press release announcing the execution of the purchase agreements.

In March, 2005, the independent engineering reports with respect to TransTexas were received and Mr. Icahn submitted the required closing statement which calculated the purchase price. On April 6, 2005, the TransTexas acquisition closed for a purchase price of \$180.0 million in cash. Subsequently, independent engineering reports with respect to Panaco have been received.

The Audit Committee is composed of Mr. Wasserman, Mr. James L. Nelson and Mr. William A. Leidesdorf. The members of the Audit Committee each received a fee from AREP in connection with their work with respect to the Acquisitions and the other related transactions. Mr. Wasserman received a fee of \$40,000, Mr. Nelson received a fee of \$20,000, and Mr. Leidesdorf received a fee of \$15,000.

#### **Approval of the Audit Committee and its Reasons for the Acquisitions**

At a meeting held on January 21, 2005, the Audit Committee determined that the Acquisitions and the purchase agreements to be executed in connection with the Acquisitions, or the Purchase Agreements, are fair to, and in the best interests of, AREP and its Depositary Unit holders, and approved the three Purchase Agreements and the Acquisitions. Among the matters considered by the Audit Committee in its deliberations were the following material factors:

##### *The Panaco and NEG Holding Acquisitions*

The potential strategic benefits of the Panaco and NEG Holding Acquisitions, including:

the ability to expand and diversify our portfolio of oil and gas holdings;

the ability to expand our involvement with NEG Holding and Panaco from the day-to-day management provided by our 50.01% subsidiary NEG, to the control of the strategic direction of NEG Holding and Panaco;

the operating efficiencies and synergies expected to result from the transactions, including the operating efficiencies and synergies resulting from the consolidation of Panaco and NEG Holding under the same ownership control as NEG, the manager of each company;

the ability to build upon our significant management strength in the oil and gas industry;

the ability to better compete with other participants in the oil and gas industry;

the financial terms of the Panaco and NEG Holding Acquisitions in light of:

information concerning the financial performance, financial condition, business and prospects of AREP, Panaco, and NEG Holding, as well as conditions in the oil and gas industry generally;

information concerning the historical Depositary Unit price performance of AREP;

the prices paid in comparable transactions involving other oil and gas companies, as well as the trading performance of the stock of other comparable companies in the industry;

the terms and conditions in the relevant Purchase Agreements, including:

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

the mechanisms for an adjustment of the purchase prices based on independent reserve reports prepared by independent engineers which allow for a decrease in the purchase price, but not an increase;

the provisions restricting Mr. Icahn from effecting a short form merger of AREP or any successor entity after the close of the Acquisitions; and

the written opinions of Morgan Joseph, dated January 21, 2005, to the effect that, as of that date, and based upon and subject to the considerations, assumptions, qualifications and limitations described in its opinions and based upon such other matters as Morgan Joseph considered relevant, the consideration to be paid by AREP for the interest in NEG Holding and

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

the acquisition of Panaco pursuant to the relevant Purchase Agreements were fair to AREP from a financial point of view.

The Audit Committee also considered the following factors, uncertainties and risks in its deliberations concerning the acquisitions of the interest in NEG Holding and Panaco. However, the Audit Committee concluded that these risks were outweighed by the potential benefits:

the risk that the potential benefits sought in the transactions might not be fully realized;

the possibility that the transactions might not be completed, or that completion might be unduly delayed, for reasons beyond AREP's control;

the highly competitive nature of the oil and gas industry;

the operational risks associated with the exploration for an production of oil and natural gas;

the extensive state and federal environmental regulation associated with the oil and gas industry;

the possibility of difficulty in the discovery and acquisition of additional reserves to compensate for depleted reserves;

the volatility of oil and gas prices;

the inherent uncertainty in estimates of reserves which may affect future cash flows;

operating hazards and uninsured risks associated with oil and gas operations;

the possibility that hedging arrangements could reduce our income;

the government regulation associated with abandoning oil and gas facilities.

### ***The GB Holdings and Atlantic Holdings Acquisition***

the potential strategic benefits of the GB Holdings and Atlantic Holdings Acquisition, including:

the ability to expand AREP's investment in The Sands and the gaming industry;

the strong brand name recognition of "The Sands Hotel and Casino";

the ability to obtain a majority of the outstanding shares of GB Holdings and Atlantic Holding warrants;

the operating efficiencies and synergies expected to result from the consolidation of The Sands under the same ownership control as that of AREP's existing gaming properties;

the improvements, additions and enhancements of The Sands' capital expenditure program;

the financial terms of the Acquisitions in light of:

information concerning the financial performance, financial condition, business and prospects of AREP, GB Holdings and Atlantic Holdings, as well as conditions in the gaming industry generally;

information concerning the historical Depositary Unit price performance of AREP;

the prices paid in comparable transactions involving other gaming companies, as well as the trading performance of the stock of other comparable companies in the industry;

the terms and conditions in the relevant Purchase Agreement, including:

the earn-out mechanism whereby a significant portion of the consideration is contingent on the future earnings of Atlantic Holdings;

the provision restricting Mr. Icahn from effecting a short form merger of AREP or any successor entity after the close of the Acquisitions; and

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

the written opinion of Morgan Joseph dated January 21, 2005, to the effect that, as of that date, and based upon and subject to the considerations, assumptions, qualifications and limitations described in its opinion and based upon such other matters as Morgan Joseph considered relevant, the consideration to be paid by AREP for the securities of Atlantic Holdings and GB Holdings pursuant to the relevant Purchase Agreement was fair to AREP from a financial point of view.

The Audit Committee also considered the following factors, uncertainties and risks in its deliberations concerning the acquisitions of the securities of Atlantic Holdings and GB Holdings. However, the Audit Committee concluded that these risks were outweighed by the potential benefits:

the risk that the potential benefits sought in the transaction might not be fully realized;

the possibility that the transaction might not be completed, or that completion might be unduly delayed, for reasons beyond AREP control;

the substantial competition in the gaming industry;

the high level of regulation in the gaming industry;

the potential for rising operating costs at The Sands;

the possibility that The Sands may need to increase capital expenditures to compete effectively;

the possibility of increased state taxation of gaming and hospitality revenues;

the possibility that GB Holdings may not be able to pay the outstanding interest on its 11% notes due 2005 prior to maturity or the interest or principal on its notes at maturity;

the seasonal nature of The Sands' operating results;

the risks associated with The Sands' former use of Arthur Anderson LLP as its independent public accountant;

the exposure to risks associated with the creditworthiness of the patrons of The Sands.

It was not practical to, and thus the Audit Committee did not, quantify, rank or otherwise assign relative weights to the wide variety of factors it considered in evaluating the Acquisitions and the Purchase Agreements, nor did the Audit Committee determine that any one factor was of particular importance in deciding that the Purchase Agreements and associated transactions were in the best interests of AREP and its Depository Unit holders. This discussion of information and material factors considered by the Audit Committee is intended to be a summary rather than an exhaustive list. In considering these factors, individual members of the Audit Committee may have given different weight to different factors. The Audit Committee conducted an overall analysis of the factors described above, and overall considered the factors to support its decision in favor of the Acquisitions and the Purchase Agreements. The decision of each member of the Audit Committee was based upon his own judgment, in light of all of the information presented, regarding the overall effect of the Purchase Agreements and associated transactions on AREP Depository Unit holders as compared to any potential alternative transactions or courses of action. After considering this information, the Audit Committee unanimously approved the Purchase Agreements and the transactions contemplated by the Purchase Agreements, including the Acquisitions.

### **Opinion of Financial Advisor**

In connection with its review and analysis of the proposed acquisitions by AREP of (i) Gascon's 50% membership interest in NEG Holding for up to 11,344,828 Depository Units, (ii) Panaco for up to 4,310,345 Depository Units, as well as (iii) warrants to purchase 1,133,284 shares of

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

common stock of Atlantic Holdings, or the Warrants, and 4,121,033 shares of common stock, or GB Shares, of GB Holdings for (a) 413,793 Depository Units and (b) the contingent issuance of 206,897 Depository Units

upon achievement of certain thresholds in 2005 and 2006 related to earnings before interest, taxes, depreciation and amortization, or EBITDA, from entities controlled by Mr. Icahn, the Audit Committee engaged Morgan Joseph to advise the Audit Committee and render written opinions to the Audit Committee as to the fairness to AREP from a financial point of view of the consideration to be paid by AREP in connection with each of the proposed Acquisitions. AREP selected Morgan Joseph to render such opinions because it has substantial experience in transactions similar to the proposed Acquisitions. Morgan Joseph regularly engages in the valuation of businesses and securities in connection with mergers and acquisitions, leveraged buyouts, negotiated underwritings, secondary distributions of listed and unlisted securities and private placements. Morgan Joseph assisted the Audit Committee and rendered opinions with regard to the fairness, from a financial point of view, to AREP in connection with the consideration paid by AREP pursuant to the December 2004 TransTexas and Panaco Debt Acquisitions, the December 2004 Atlantic Holdings Debt Acquisition and the acquisition of TransTexas, and received customary fees for those services.

At the meeting of the Audit Committee on January 21, 2005, Morgan Joseph rendered its opinions, or the Morgan Joseph Opinions, that, as of such date, and based upon the assumptions made, matters considered and limits of review set forth in its written opinions, the consideration to be paid by AREP in connection with each of the proposed Acquisitions was fair, from a financial point of view, to AREP.

The full text of the Morgan Joseph Opinions are attached to this document as Exhibits A through C. The description of those opinions set forth in this section is qualified in its entirety by reference to the full text of the Morgan Joseph Opinions set forth in Exhibits A through C. You are urged to read the Morgan Joseph Opinions in their entirety for a description of the procedures followed, assumptions made, matters considered and qualifications and limitations on the Morgan Joseph Opinions and the review undertaken by Morgan Joseph in rendering the Morgan Joseph Opinions.

In furnishing the Morgan Joseph Opinions, Morgan Joseph did not admit that it is an expert within the meaning of the term "expert" as used in the Securities Act of 1933, as amended, or the Securities Act, nor did it admit that any of the Morgan Joseph Opinions constitute a report or valuation within the meaning of the Securities Act.

THE MORGAN JOSEPH OPINIONS ARE DIRECTED TO THE AUDIT COMMITTEE AND ADDRESS ONLY THE FAIRNESS FROM A FINANCIAL POINT OF VIEW OF THE CONSIDERATION TO BE PAID BY AREP IN CONNECTION WITH EACH OF THE PROPOSED ACQUISITIONS. THEY DO NOT ADDRESS THE MERITS OF THE UNDERLYING BUSINESS DECISIONS OF AREP TO ENGAGE IN EACH OF THE PROPOSED ACQUISITIONS AND DO NOT CONSTITUTE A RECOMMENDATION TO ANY AREP UNITHOLDER AS TO HOW A UNITHOLDER SHOULD VOTE WITH RESPECT TO THE PROPOSED ACQUISITIONS OR ANY OTHER MATTER IN CONNECTION WITH THE PROPOSED ACQUISITIONS.

In connection with rendering the Morgan Joseph Opinions, Morgan Joseph reviewed and analyzed, among other things, the following:

- (i) drafts of the Purchase Agreements;
- (ii) that certain operating agreement for NEG Holding dated as of May 1, 2001, or the Operating Agreement;
- (iii) that certain First Amended and Restated Agreement of Partnership of Gascon, the seller of the 50% membership interest in NEG Holding;
- (iv) the Fifth Amended Joint Plan of Reorganization of Panaco dated August 25, 2004 and certain other documents related thereto;
- (v) certain publicly available business and financial information concerning AREP, NEG (a publicly traded company which manages NEG Holding and Panaco and which owns the other 50%



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

membership interest in NEG Holding), NEG Holding, Panaco, Atlantic Holdings, GB Holdings and ACE Gaming (a wholly subsidiary of Atlantic Holdings) as well as the industries in which they each respectively operate;

(vi) a draft of the audited consolidated financial statements for Panaco for the twelve months ended December 31, 2003, unaudited financial information for Panaco for the ten months ended October 31, 2004, and an estimated pro forma balance sheet of Panaco as of October 31, 2004;

(vii) certain internal information and other data relating to each of NEG Holding, Panaco, Atlantic Holdings and ACE Gaming and their respective business and prospects, including their respective budgets and projections and in the cases of NEG Holding and Panaco, internal reserve reports which provide an evaluation of their respective oil and gas reserves as of December 31, 2004, or the Internal Reserve Reports, all prepared and provided by the respective managements of NEG, Atlantic Holdings and ACE Gaming to Morgan Joseph;

(viii) in the case of NEG Holding, reserve reports prepared by (a) Netherland, Sewell & Associates, Inc. dated February 19, 2004, (b) DeGolyer and MacNaughton dated February 17, 2004 and (c) Prator Bett, L.L.C. dated February 13, 2004, which provide an evaluation of NEG Holding's oil and natural gas reserves as of December 31, 2003, and in the case of Panaco, reserve reports prepared by (a) McCune Engineering dated January 22, 2004; (b) Netherland, Sewell & Associates, Inc. dated March 2, 2004, (c) W.D. Von Gonten & Co. dated February 9, 2004 and (d) Ryder Scott Company dated February 24, 2004, which provide an evaluation of Panaco's oil and gas reserves as of January 1, 2004, or, collectively, with the Internal Reserve Reports, the Reserve Reports;

(ix) certain publicly available information concerning certain other companies and the trading markets for certain of such other companies' securities;

(x) the financial terms of certain recent business transactions which Morgan Joseph believed to be relevant;

(xi) a draft dated as of January 13, 2005 of the Preliminary Offering Memorandum relating to AREP's anticipated issuance of Senior Notes due 2013; and

(xii) certain financial information regarding Barberry Corp., or Barberry, (an entity controlled by Mr. Icahn) as guarantor of the obligations of Cyprus (the seller of the GB Shares and the Warrants) under one of the Purchase Agreements.

Morgan Joseph also met and had discussions with certain of the officers and employees of NEG, Atlantic Holdings and ACE Gaming concerning each of their respective businesses and operations, assets, financial condition and prospects of NEG Holding, Panaco, Atlantic Holdings and ACE Gaming and undertook other studies, analyses and investigations that it deemed appropriate.

In performing its analyses, numerous assumptions were made with respect to industry performance, general business, economic, market and financial conditions and other matters, many of which are beyond the control of Morgan Joseph, AREP, NEG, NEG Holding, Panaco, Atlantic Holdings and ACE Gaming. Any estimates contained in the analyses performed by Morgan Joseph are not necessarily indicative of actual values or future results, which may be significantly more or less favorable than suggested by those analyses. Additionally, estimates of the value of businesses or securities do not purport to be appraisals or to reflect the prices at which those businesses or securities might actually be sold. Accordingly, the analyses and estimates are inherently subject to substantial uncertainty.

In preparing the Morgan Joseph Opinions, Morgan Joseph assumed and relied upon the accuracy and completeness of all financial and other information and data used by it and did not attempt independently to verify such information, nor did Morgan Joseph assume any responsibility to do so. Morgan Joseph also assumed and relied upon the assurances of NEG, Atlantic Holdings, ACE Gaming, GB Holdings, Barberry, Cyprus and other affiliates of Icahn, that no relevant information had been omitted or remained undisclosed to Morgan Joseph, including, without limitation, with respect to the

Reserve Reports or the respective financial conditions of NEG Holding, Panaco, Atlantic Holdings, ACE Gaming, Cyprus or Barberrry and did not attempt independently to verify any such information, nor did Morgan Joseph assume any responsibility to do so. Morgan Joseph also assumed that there existed no facts as of January 21, 2005 that would give rise to a claim by AREP against Cyprus under the related Purchase Agreement. Morgan Joseph assumed that forecasts and projections of NEG Holding, Panaco, Atlantic Holdings and ACE Gaming provided to or reviewed by it were reasonably prepared based on the best current estimates and judgments of the respective managements of such companies as to the future financial condition and results of operations of such companies. Morgan Joseph did not express an opinion related to the forecasts, the projections or the assumptions on which they were based. Morgan Joseph also assumed that there were no material changes in the assets, financial condition, results of operations, business or prospects of NEG Holding, Panaco, Atlantic Holdings and ACE Gaming since the date of the last financial statements made available to Morgan Joseph. Morgan Joseph made no independent investigation of any legal, accounting or tax matters affecting NEG Holding, Panaco, Atlantic Holdings, ACE Gaming, Cyprus, Barberrry or the 3% notes due 2008 of Atlantic Holdings, or the Atlantic Holdings Notes, and Morgan Joseph assumed the completeness of all legal, accounting and tax advice given to AREP and the Audit Committee. Morgan Joseph did not conduct a comprehensive physical inspection of any of the properties and facilities related to the proposed acquisitions, nor did it make or obtain any independent evaluation or appraisal of such properties and facilities except for the Reserve Reports. The Morgan Joseph Opinions relate solely to the consideration and do not address any other terms or aspects of the Purchase Agreements or the Atlantic Holdings Notes, including without limitation, the perfection and priority of the security interest with respect to the New Notes. Morgan Joseph also assumed that the Atlantic Holdings Notes were validly issued and are enforceable in accordance with their terms. Morgan Joseph also took into account its assessment of general economic, market and financial conditions and its experience in transactions that, in whole or in part, it deemed to be relevant for purposes of its analyses, as well as its experience in securities valuation in general. In each case, Morgan Joseph made the assumptions in the Morgan Joseph Opinions with the permission of the Audit Committee.

The Morgan Joseph Opinions necessarily are based upon economic, market, financial and other conditions as they exist and can be evaluated on the date of those opinions and do not address the fairness of the proceeds proposed to be paid by AREP in connection with the proposed Acquisitions on any other date. Morgan Joseph expressed no opinion as to the price at which the Depositary Units or any other securities will trade at any future time.

In connection with rendering the Morgan Joseph Opinions, Morgan Joseph performed a variety of financial analyses, including those summarized below. These analyses were presented to the Audit Committee at a meeting held on January 21, 2005. The summary set forth below does not purport to be a complete description of the analyses performed by Morgan Joseph in this regard. The preparation of opinions regarding fairness involves various determinations as to the most appropriate and relevant methods of financial analyses and the application of these methods to the particular circumstances, and, therefore, such opinions are not readily susceptible to a partial analysis or summary description. Accordingly, notwithstanding the separate analyses summarized below, Morgan Joseph believes that its analyses must be considered as a whole and that selecting portions of its analyses and factors considered by it, without considering all of its analyses and factors, or attempting to ascribe relative weights to some or all of its analyses and factors, could create an incomplete view of the evaluation process underlying the Morgan Joseph Opinions.

The financial forecasts furnished to Morgan Joseph and used by it in some of its analyses were prepared respectively by the managements of NEG (which manages NEG Holding and Panaco), Atlantic Holdings and ACE Gaming. NEG, NEG Holding, Panaco, Atlantic Holdings and ACE Gaming do not publicly disclose financial forecasts of the type provided to Morgan Joseph in connection with its review of the proposed acquisitions, and, as a result, these financial forecasts were not prepared with a view towards public disclosure. The financial forecasts were based on numerous

variables and assumptions which are inherently uncertain, including, without limitation, factors related to general economic and competitive conditions, and, accordingly, actual results could vary significantly from those set forth in such financial forecasts.

No company or transaction used in the analyses described below is identical to AREP, Atlantic Holdings, ACE Gaming, GB Holdings, NEG, NEG Holding, Panaco or the proposed acquisitions. Accordingly, an analysis of the results thereof necessarily involves complex considerations and judgments concerning differences in financial and operating characteristics and other factors that could affect the proposed acquisitions or the public trading or other values of AREP, Atlantic Holdings, ACE Gaming, GB Holdings, NEG, NEG Holding, Panaco or companies to which they are being compared. Mathematical analysis (such as determining the average or median) is not in itself a meaningful method of using selected acquisition or company data. In addition, in performing such analyses, Morgan Joseph relied on projections prepared by research analysts at established securities firms and on the Reserve Reports, any of which may or may not prove to be accurate.

The following is a summary of the material analyses performed by Morgan Joseph in connection with the Morgan Joseph Opinions.

*Atlantic Holdings and GB Holdings*

The Sands is wholly owned by ACE Gaming, a wholly owned direct subsidiary of Atlantic Holdings. On an undiluted basis (which assumes that the Atlantic Holdings Notes remain outstanding and are not converted and that none of the Atlantic Holdings warrants are exercised), Atlantic Holdings is wholly and directly owned by GB Holdings. The interest in Atlantic Holdings of GB Holdings is comprised of approximately 2.9 million shares of Atlantic Holdings common stock. Prior to the sale of the GB Shares by Cyprus to AREP, GB Holdings was owned approximately 41%, 36% and 23% by Cyprus, AREH (in which AREP owns a 99% limited partnership interest) and public stockholders, respectively. Prior to the sale of the Warrants by Cyprus to AREP, Cyprus, AREH and public stockholders of GB Holdings separately owned warrants to purchase approximately 1.1 million, 1.0 million and 0.6 million shares of common stock, respectively, of Atlantic Holdings. On a fully diluted basis (which assumes that the Atlantic Holdings Notes are converted and that all of the Atlantic Holdings warrants are exercised), GB Holdings would own approximately 29% of the common stock of Atlantic Holdings. In addition, after giving effect to the exercise of all of the Atlantic Holdings warrants and conversion of all of the Atlantic Holdings Notes, and prior to the sale of the GB Shares and the Warrants by Cyprus to AREP, Cyprus, AREH and public stockholders of GB Holdings would own approximately 11%, 52% and 8%, respectively, of the common stock of Atlantic Holdings in addition to their respective ownership interests in GB Holdings. The remaining 29% of the common stock of Atlantic Holdings would be owned by GB Holdings. The primary asset of GB Holdings is its ownership of approximately 2.9 million shares of Atlantic Holdings and GB Holdings has no revenues except for certain payments it is entitled to receive from Atlantic Holdings through September 2005. Atlantic Holdings is required to make payments to GB Holdings for the required interest payments of GB Holdings on approximately \$43.7 million aggregate principal amount of 11% notes due September 2005, or the GB Notes, that were not exchanged in an exchange offer transaction of GB Holdings consummated on July 22, 2004. Given that any payment made by Atlantic Holdings to GB Holdings associated with principal payments on the GB Notes would be deemed restricted payments under the indenture pursuant to the New Notes and that the ability of GB Holdings to pay the principal amount of the GB Notes at maturity in September 2005 will depend upon its ability to refinance or restructure such notes, or to derive sufficient funds from the sale of its Atlantic Holdings common stock or from a borrowing, GB Holdings has disclosed that it may be required to seek bankruptcy protection unless the GB Notes are refinanced or restructured on or prior to their maturity. Accordingly, Morgan Joseph ascribed only nominal value to the GB Shares. As such, the valuation analysis set forth below relates solely to the Warrants.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

*Selected Acquisitions Analysis.* Using publicly available information, Morgan Joseph reviewed the purchase prices and multiples paid in the following selected small to medium size mergers, acquisitions and restructurings of gaming facilities in Atlantic City that have closed since 2000, or the Selected Gaming Transactions, presented in Acquiror/Target format with date of announcement:

Creditors/Trump Hotels & Casino Resorts, October 21, 2004;

Colony Capital LLC/Bally's Tunica, Atlantic City Hilton, Harrah's Tunica and Harrah's East Chicago, September 27, 2004;

Caesars Entertainment Inc./The Claridge Hotel & Casino Corp., May 21, 2001; and

Colony Capital LLC/Resorts Casino Hotel, October 31, 2000.

Of the Selected Gaming Transactions, Morgan Joseph considered the acquisitions of the Claridge Hotel & Casino and the Resorts Casino Hotel to be the more relevant transactions because they both compete directly with The Sands in the Atlantic City market. The financial information reviewed by Morgan Joseph included the purchase prices and multiples paid by the acquiring company of the acquired company's financial results over the twelve months preceding the acquisition, or LTM, and the expected financial performance of the acquired company over the twelve months subsequent to the acquisition, or NTM. The table below summarizes the results of this analysis:

### Median Multiples Observed in the Selected Gaming Transactions

Transaction Value/LTM Net Sales	0.6x
Transaction Value/LTM EBITDA	7.2x
Transaction Value/LTM EBIT	10.7x
Transaction Value/NTM Net Sales	NA
Transaction Value/NTM EBITDA	8.1x
Transaction Value/NTM EBIT	12.6x

Based on this analysis, Morgan Joseph derived a valuation range of 5.5x to 6.5x 2004 estimated EBITDA or 6.4x to 7.6x LTM EBITDA to arrive at an enterprise valuation for Atlantic Holdings. This enterprise valuation range implied a range of transaction values for the Warrants from approximately \$9 million to approximately \$13 million, assuming conversion of all of the Atlantic Holdings Notes, and approximately \$12 million to \$15 million, assuming no conversion of the Atlantic Holdings Notes.

*Selected Publicly Traded Companies Analysis.* Using publicly available information, Morgan Joseph reviewed the stock prices (as of January 19, 2005) and selected market trading multiples of the following companies, or the Selected Gaming Companies:

Ameristar Casinos Inc.;

Argosy Gaming Co.;

Aztar Corp.;

Boyd Gaming Corp.;

Caesars Entertainment Inc.;

Harrah's Entertainment Inc.;

Isle of Capri Casinos Inc.;

Mandalay Resort Group;

MGM Mirage;

Monarch Casino & Resort Inc.;

Penn National Gaming Inc.;

Pinnacle Entertainment Inc.;

Riviera Holdings Corp.; and

Station Casinos Inc.

The financial information reviewed by Morgan Joseph included market trading multiples exhibited by the Selected Gaming Companies with respect to their LTM or 2004 estimated financial performance. The table below provides a summary of these comparisons:

Multiples Observed of the Selected Gaming Companies

	<u>Median</u>	<u>Mean</u>
Enterprise Value/LTM EBITDA	10.7x	11.3x
Enterprise Value/2004E EBITDA	10.5x	10.7x

Morgan Joseph gave little weight to this analysis because it determined that there were no publicly-traded companies that were reasonably comparable to Atlantic Holdings. Each of the Selected Gaming Companies, which it determined to be the most comparable in terms of line of business, are much larger companies with many facilities often in multiple gaming markets, while Atlantic Holdings has only one facility in the Atlantic City market.

*NEG Holding*

*Present Value Approach to Valuing NEG Holding's Reserves.* Morgan Joseph conducted a net asset valuation analysis to derive a range of values for Gascon's 50% membership interest in NEG Holding. Morgan Joseph performed its analysis based on a variety of data sources provided by the management of NEG. Using the Internal Reserve Reports, Morgan Joseph reviewed the present value of future cash flows associated with each category of proved reserves, probable reserves and possible reserves discounted at different discount rates in order to take into account the varying degrees of risk associated with the various classes of reserves as well as the rates of returns that could reasonably be expected in the acquisition of such reserves.

	<b>Discount Rate Used in the Morgan Joseph Calculation of the Present Value of the Net Reserves' Cash Flows</b>	
	<u>Low Case</u>	<u>High Case</u>
Proved Developed Producing Reserves	10%	10%
Proved Developed Non-Producing Reserves	15%	10%
Proved Undeveloped Reserves:		
- NEG other than Longfellow Ranch	20%	15%
- Longfellow Ranch	15%	15%
Probable Reserves:		
- NEG other than Longfellow Ranch	40%	25%
- Longfellow Ranch	25%	20%
Possible Reserves:		
- NEG other than Longfellow Ranch	60%	40%

**Discount Rate Used  
in the Morgan  
Joseph  
Calculation of the  
Present Value of the  
Net Reserves' Cash  
Flows**

---

- Longfellow Ranch	40%	40%
--------------------	-----	-----

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

NEG estimated (i) the total quantity of reserves as of December 31, 2004, (ii) the future annual production of oil and gas from such reserves, (iii) the future oil and gas production (lifting) costs and other operating expenses, (iv) future production taxes, and (v) the capital expenditures necessary to develop the reserves. In its analysis of the present value of future cash flows from reserves, Morgan Joseph also reviewed recent "strip prices" of oil and gas futures prices for the period 2005-2007 plus, based on discussions with NEG management, estimated prices in 2008 and 2009 and all subsequent years which management used in the derivation of the estimated future cash flows in the Internal Reserve Reports. The strip prices approximate the prices at which NEG Holding could sell forward its oil and gas production in each year from 2005-2007 (based on the average of the monthly strip prices for each year).

	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>After 2009</u>
Oil (\$/Bbl)	\$ 44.36	\$ 41.35	\$ 39.57	\$ 37.50	\$ 35.00	\$ 35.00
Gas (\$/Mcf)	\$ 6.18	\$ 6.27	\$ 5.92	\$ 5.75	\$ 5.50	\$ 5.50

To derive the range of net asset values for NEG Holding, Morgan Joseph first calculated the sum of the discounted future cash flows for each category of proved reserves, probable reserves and possible reserves. The estimated values of the following items were then added to (+) or subtracted from (-) the above reserve valuation range:

- + the estimated value, based on discussions with NEG management, of NEG Holding's exploratory acreage;
- + the estimated value, based on discussions with NEG management, of NEG Holding's seismic data value;
- + the book value of NEG Holding's cash as of November 30, 2004;
- + the book value of NEG Holding's other net working capital as of November 30, 2004;
- the book value of NEG Holding's bank debt as of November 30, 2004;
- the estimated liability, according to NEG management, to plug and abandon certain of NEG Holding's wells, platforms and pipelines in accordance with guidelines established by regulatory authorities; and
- the estimated liability, as prepared by third party engineering consultants in connection with Panaco's bankruptcy, and discussed with NEG management, created by several oil and gas price hedging contracts to sell forward oil or gas reserves in 2005 or 2006 at certain prices subject to a floor and a ceiling. Morgan Joseph valued such hedges at the difference, if any, between the average selling price for oil or gas (used in the Internal Reserve Reports to calculate the net present value of future cash flows generated by the reserves), and the hedge prices.

Based on this analysis, Morgan Joseph estimated the net asset value of NEG Holding to range from approximately \$491 million to \$544 million.

Pursuant to the Operating Agreement, a Priority Amount (as defined in the Operating Agreement), which had a balance of \$148.6 million as of September 30, 2004, is to be paid to NEG on or before November 6, 2006. The Priority Amount includes all outstanding debt owed to entities owned or controlled by Icahn, including the amount of NEG's 10.75% senior notes. In addition, Guaranteed Payments (as defined in the Operating Agreement) of interest are to be paid by NEG on the outstanding Priority Amount. An amount equal to the Priority Amount and all Guaranteed Payments paid to NEG, plus any additional capital contributions made by Gascon, less any distribution previously made by NEG Holding to Gascon, is to be paid to Gascon. Management of NEG estimated such



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

amount due to Gascon, or the Gascon Amount, to be approximately \$278 million as of January 15, 2005.

After the deduction of the above distributions to NEG and Gascon, one half of the remaining net asset value balance (the remaining amount attributable to Gascon based on its 50% membership interest in NEG Holding) was then added to the Gascon Amount to derive the range of values for Gascon's 50% membership interest in NEG Holding. The total amount attributable to Gascon was estimated to range from approximately \$311 million to \$337 million.

Additionally, Morgan Joseph reviewed a number of financial ratios including enterprise value to estimated 2004 earnings before interest and taxes, or EBIT, enterprise value to earnings before interest, taxes, depreciation, depletion and amortization, and exploration expenses, or EBITDAX, the implied market value of reserves, or IMVR, to the physical quantities of both proved and total reserves, and IMVR to pre-tax SEC PV-10 values. IMVR is calculated as enterprise value less the value of non-oil and gas assets. The ratio of IMVR to reserves is expressed on a \$/mcf basis. The term "mcf" means thousand cubic feet equivalents. The SEC PV-10 value is an industry standard metric that represents the present value of estimated future revenues to be generated from the production of proved reserves calculated in accordance with Securities and Exchange Commission guidelines, net of estimated production and future development costs, using prices and costs as of the date of estimation without future escalation, without giving effect to non-property related expenses such as general and administrative expenses, debt service, future income tax expense and depreciation, depletion and amortization, and discounted using an annual discount rate of 10%.

*Selected Publicly Traded Companies Analysis.* Using publicly available information, Morgan Joseph reviewed the stock prices (as of January 11, 2005) and selected market trading multiples of the following companies, or the Selected Oil & Gas Companies:

Brigham Exploration Co.;

Newfield Exploration Co.;

Comstock Resources Inc.;

Houston Exploration Co.;

Southwestern Energy Co.; and

Chesapeake Energy Corp.

The financial information reviewed by Morgan Joseph included market trading multiples exhibited by the Selected Oil & Gas Companies with respect to their LTM financial performance and reserve information.

Morgan Joseph compared the Selected Oil & Gas Companies' multiples to the multiples implied by the proposed acquisitions. The table below provides a summary of these comparisons:

### Multiples Observed from the Selected Oil & Gas Companies

	<u>25<sup>th</sup> Percentile</u>	<u>50<sup>th</sup> Percentile</u>	<u>75<sup>th</sup> Percentile</u>
<b>Multiple of Enterprise Value:</b>			
/LTM EBIT	9.7 x	10.2 x	12.2 x
/LTM EBITDAX	5.2 x	5.9 x	7.3 x
<b>Multiple of IMVR:</b>			
/Proved Reserves (\$/mcf)	\$ 2.37	\$ 2.72	\$ 3.34
/Pre-tax SEC PV-10	0.9 x	1.1 x	1.2 x

Multiples Implied by the Present Value Approach to Valuing NEG Holding Reserves

	<u>Low</u>	<u>High</u>
Multiple of Enterprise Value:		
/LTM EBIT	13.7 x	15.0 x
/LTM EBITDAX	9.0 x	9.9 x
Multiple of IMVR:		
/Proved Reserves (\$/mcf)	\$ 2.27	\$ 2.45
/Pre-tax SEC PV-10	0.8 x	0.9 x

Morgan Joseph compared the multiples implied by its present value approach of valuing NEG Holding's reserves to the multiples observed in the Selected Oil & Gas Companies taking into account a number of factors including, without limitation, the varying geographies, oil and gas mixes, and reserve lives of the Selected Oil & Gas Companies as compared to NEG Holding.

*Selected Acquisitions Analysis.* Using publicly available information, Morgan Joseph reviewed the purchase prices and multiples paid in selected mergers and acquisitions. Morgan Joseph reviewed the following acquisitions (in Target/Acquirer format, with date of announcement), or the Selected Oil & Gas Transactions:

Antero Resources Corp./XTO Barnett Inc., January 11, 2005;

BRG Petroleum Corp./Chesapeake Energy Corp., December 27, 2004;

Patina Oil & Gas Corp./Noble Energy Inc., December 16, 2004;

Pine Mountain Oil and Gas/Range Resources, November 23, 2004;

Wynn-Crosby Energy Corp./Petrohawk Energy Corp., October, 13, 2004;

Inland Resources Inc./Newfield Exploration Co., August 6, 2004;

Bravo, Legend, Tilford Pinson/Chesapeake Energy Corp., July 26, 2004;

Prima Energy Corp./Petro-Canada, June 9, 2004;

The Wiser Oil Co./Forest Oil Corp., May 23, 2004;

Greystone Petroleum LLC/Chesapeake Energy Corp., May 11, 2004;

Southwest Royalties Inc./Clayton Williams Energy Inc., May 4, 2004;

Evergreen Resources Inc./Pioneer Natural Resources Co., May 4, 2004;

Tom Brown, Inc./EnCana Corp., April 15, 2004;

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Nuevo Energy Co./Plains Exploration, February 11, 2004; and

Equity Oil Co./Whiting Petroleum Corp., February 2, 2004

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The financial information reviewed by Morgan Joseph included the purchase prices, IMVR and multiples paid by the acquiring company of the acquired company's financial results over the LTM. The operating statistics reviewed by Morgan Joseph included the quantity of reserves by category within the last fiscal year preceding the acquisition and the production of reserves for the last fiscal year preceding the acquisition. The table below summarizes the results of this analysis:

### Multiples Observed from the Selected Oil & Gas Transactions

	<u>25<sup>th</sup> Percentile</u>	<u>50<sup>th</sup> Percentile</u>	<u>75<sup>th</sup> Percentile</u>
<b>Multiple of IMVR of Proved Reserves:</b>			
/Proved Reserves (\$/mcfe)	\$ 1.03	\$ 1.31	\$ 1.77
/Pre-tax SEC PV-10	0.7 x	0.8 x	1.0 x
<b>Multiple of IMVR:</b>			
/Proved Reserves (\$/mcfe)	\$ 1.18	\$ 1.46	\$ 1.93
/Total Reserves (\$/mcfe)	\$ 0.65	\$ 0.87	\$ 1.21
/Pre-tax SEC PV-10	0.7 x	0.9 x	1.0 x
<b>Multiple of Enterprise Value:</b>			
/LTM EBITDAX	6.3 x	8.1 x	9.4 x
/LTM EBIT	8.8 x	12.4 x	14.4 x

### Multiples Implied by the Present Value Approach to Valuing NEG Holding Reserves

	<u>Low</u>	<u>High</u>
<b>Multiple of IMVR of Proved Reserves:</b>		
/Proved Reserves (\$/mcfe)	\$ 1.90	\$ 1.95
/Pre-tax SEC PV-10	0.7x	0.7x
<b>Multiple of IMVR:</b>		
/Proved Reserves (\$/mcfe)	\$ 2.27	\$ 2.45
/Total Reserves (\$/mcfe)	\$ 1.67	\$ 1.80
/Pre-tax SEC PV-10	0.8 x	0.9 x
<b>Multiple of Enterprise Value:</b>		
/LTM EBITDAX	9.0 x	9.9 x
/LTM EBIT	13.7 x	15.0 x

Morgan Joseph compared the multiples implied by its present value approach to valuing NEG Holding's reserves to the multiples observed in the Selected Oil & Gas Transactions taking into account a number of factors including, without limitation, the varying geographies, oil and gas mixes, and reserve lives of the companies involved in the Selected Oil & Gas Transactions as compared to NEG Holding.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

*Selected Local Asset M&A Transactions Analysis.* Using publicly available information, Morgan Joseph reviewed the purchase prices and multiples paid in selected 2004 acquisitions involving (i) oil and gas assets located at or around the geographic region of NEG Holding reserves or (ii) assets that produce a similar gas/oil ratio as that of NEG Holding. Morgan Joseph reviewed the following transactions (in Seller/Buyer format, with date of announcement), or the Selected Local Asset Transactions:

Hallwood Energy Corp./Chesapeake Energy, November 30, 2004;

Undisclosed/St. Mary Land & Exploration Co., October 20, 2004;

Undisclosed/Pogo Producing Co., October 19, 2004

Contango Oil & Gas Co./Edge Petroleum Corp., October 7, 2004;

Undisclosed/Magnum Hunter Resources Inc., August 30, 2004;

Delta Petroleum Corp./Whiting Petroleum Corp., August 5, 2004;

Dale Operating Co./Encore Acquisition Co., April 27, 2004;

Undisclosed/XTO Energy Inc., February 23, 2004;

Undisclosed/XTO Energy Inc., February 23, 2004; and

Total SA, JMI Energy Inc., Classic Petroleum/XTO Energy Inc., January 8, 2004

The table below summarizes the results of this analysis:

### Multiples Observed from the Selected Local Asset Transactions

	<u>25<sup>th</sup> Percentile</u>	<u>50<sup>th</sup> Percentile</u>	<u>75<sup>th</sup> Percentile</u>
Multiple of IMVR:			
/Proved Reserves (\$/mcf)	\$ 1.38	\$ 1.52	\$ 1.87

### Multiples Implied by the Present Value Approach to Valuing NEG Holding Reserves

	<u>Low</u>	<u>High</u>
Multiple of IMVR:		
/Proved Reserves (\$/mcf)	\$ 2.27	\$ 2.45

Morgan Joseph compared the multiples implied by its present value approach to valuing NEG Holding's reserves to the multiples observed in the Selected Local Asset Transactions taking into account a number of factors including, without limitation, the varying geographies, oil and gas mixes, and reserve lives of the assets involved in the Selected Local Asset Transactions as compared to NEG Holding.

Panaco

*Present Value Approach to Valuing Panaco's Reserves.* Morgan Joseph conducted a net asset valuation analysis to derive a range of values for Panaco. Morgan Joseph performed its analysis based on a variety of data sources provided by the management of NEG. Using the Internal Reserve Reports, Morgan Joseph reviewed the present value of future cash flows associated with each category of proved reserves, probable reserves and possible reserves discounted at different discount rates in order to take into account the varying degrees of risk associated with the various classes of reserves as well as the rates of returns that could reasonably be expected in the acquisition of such reserves.

**Discount Rate Used in the Morgan Joseph  
Calculation of the Present Value of the  
Net Reserves' Cash Flows**

	Low Case	High Case
Proved Developed Producing Reserves	10%	10%
Proved Developed Non-Producing Reserves	15%	10%
Proved Undeveloped Reserves	20%	15%
Probable Reserves	50%	40%
Possible Reserves:	NA(1)	NA(1)

(1) Morgan Joseph did not assign any value to Panaco's Possible Reserves.

NEG management estimated (i) the total quantity of reserves as of December 31, 2004, (ii) the future annual production of oil and gas from such reserves, (iii) the future oil and gas production (lifting) costs and other operating expenses, (iv) future production taxes, and (v) the capital expenditures necessary to develop the reserves. In its analysis of the present value of future cash flows from reserves, Morgan Joseph also reviewed recent "strip prices" of oil and gas futures prices for the period 2005-2007 plus, based on discussions with NEG management, estimated prices in 2008 and 2009 and all subsequent years which management used in the derivation of the estimated future cash flows in the Internal Reserve Reports. The strip prices approximate the prices at which Panaco could sell forward its oil and gas production in each year from 2005-2007 (based on the average of the monthly strip prices for each year).

	2005	2006	2007	2008	2009	After 2009
Oil (\$/Bbl)	\$ 44.36	\$ 41.35	\$ 39.57	\$ 37.50	\$ 35.00	\$ 35.00
Gas (\$/Mcf)	\$ 6.18	\$ 6.27	\$ 5.92	\$ 5.75	\$ 5.50	\$ 5.50

To derive the range of net asset values for Panaco, Morgan Joseph first calculated the sum of the discounted future cash flows for each category of proved reserves, probable reserves and possible reserves. The estimated values of the following items were then added to (+) or subtracted from (-) the above reserve valuation range:

- + the estimated value, based on discussions with NEG management, of Panaco's exploratory acreage;
- + the estimated value, based on discussions with NEG management, of Panaco's seismic data value;
- + the book value of Panaco's cash as of October 31, 2004;
- + the book value of Panaco's other net working capital as of October 31, 2004;
- the book value of Panaco's funded indebtedness as of October 31, 2004; and

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

the estimated liability, presumed by third party engineering consultants in connection with Panaco's bankruptcy to plug and abandon certain of Panaco's wells, platforms and pipelines in accordance with guidelines established by regulatory authorities, net of certain cash held in escrow for such purpose.

Based on this analysis, Morgan Joseph estimated the net asset value of Panaco to range from approximately \$117 million to \$139 million.

Additionally, Morgan Joseph reviewed a number of financial ratios including enterprise value to estimated 2004 EBIT, enterprise value to EBITDAX, IMVR to the physical quantities of both proved and total reserves, and IMVR to pre-tax SEC PV-10 values.

*Selected Publicly Traded Companies Analysis.* Using publicly available information, Morgan Joseph reviewed the stock prices (as of January 11, 2005) and selected market trading multiples of the following companies, or the Other Selected Oil & Gas Companies:

Energy Partners;

Spinnaker Exploration Co.;

Stone Energy Corp.;

Remington Oil & Gas Corp.; and

PetroQuest Energy Inc.

The financial information reviewed by Morgan Joseph included market trading multiples exhibited by the Other Selected Oil & Gas Companies with respect to their LTM financial performance and reserve information.

Morgan Joseph compared the Other Selected Oil & Gas Companies' multiples to the multiples implied by the proposed acquisitions. The table below provides a summary of these comparisons:

### Multiples Observed from by the Other Selected Oil & Gas Companies

	25th Percentile	50th Percentile	75th Percentile
<b>Multiple of Enterprise Value:</b>			
/LTM EBIT	7.6x	9.5x	10.1x
/LTM EBITDAX	3.7x	3.8x	4.0x
<b>Multiple of IMVR:</b>			
/Proved Reserves (\$/mcf)	\$ 2.40	\$ 2.75	\$ 3.26
/Pre-tax SEC PV-10	1.0x	1.1x	1.1x

### Multiples Implied by the Present Value Approach to Valuing Panaco Reserves

	Low	High
<b>Multiple of Enterprise Value:</b>		
/LTM EBIT	9.2x	10.7x
/LTM EBITDAX	4.1x	4.7x
<b>Multiple of IMVR:</b>		
/Proved Reserves (\$/mcf)	\$ 2.64	\$ 3.04
/Pre-tax SEC PV-10	0.8x	0.9x

Morgan Joseph compared the multiples implied by its present value approach of valuing Panaco's reserves to the multiples observed in the Other Selected Oil & Gas Companies taking into account a number of factors including, without limitation, the varying geographies, oil and gas mixes, and reserve lives of the Other Selected Oil & Gas Companies as compared to Panaco.





*Selected Acquisitions Analysis.* Using publicly available information, Morgan Joseph reviewed the purchase prices and multiples paid in the Selected Oil & Gas Transactions. The financial information reviewed by Morgan Joseph included the purchase prices, IMVR and multiples paid by the acquiring company of the acquired company's financial results over the LTM. The operating statistics reviewed by Morgan Joseph included the quantity of reserves by category (proved developed, proved undeveloped, estimated probable and possible) within the last fiscal year preceding the acquisition and the production of reserves for the last fiscal year preceding the acquisition. The table below summarizes the results of this analysis:

**Multiples Implied by the Present Value Approach to Valuing Panaco Reserves**

	<b>Low</b>	<b>High</b>
<b>Multiple of IMVR of Proved Reserves:</b>		
/Proved Reserves (\$/mcf)	\$ 2.07	\$ 2.28
/Pre-tax SEC PV-10	0.6x	0.7x
<b>Multiple of IMVR:</b>		
/Proved Reserves (\$/mcf)	\$ 2.64	\$ 3.04
/Total Reserves (\$/mcf)	\$ 1.38	\$ 1.59
/Pre-tax SEC PV-10	0.8x	0.9x
<b>Multiple of Enterprise Value:</b>		
/LTM EBITDAX	4.1x	4.7x
/LTM EBIT	9.2x	10.7x

Morgan Joseph compared the multiples implied by its present value approach to valuing Panaco's reserves to the multiples observed in the Selected Oil & Gas Transactions taking into account a number of factors including, without limitation, the varying geographies, oil and gas mixes, and reserve lives of the companies involved in the Selected Oil & Gas Transactions as compared to Panaco.

*Selected Local Asset M&A Transactions Analysis.* Using publicly available information, Morgan Joseph reviewed the purchase prices and multiples paid in selected mergers and acquisitions involving (i) oil and gas assets located at or around the geographic region of Panaco reserves (offshore Gulf of Mexico) or (ii) assets that produce a similar percentage of gas/oil as those of Panaco. Morgan Joseph reviewed the following transactions (in Seller/Buyer format, with date of announcement), or the Other Selected Local Asset Transactions:

Anadarko Petroleum Corp./Apache Corp., August 20, 2004;

ConocoPhillips/W&T Offshore Inc., December 31, 2003;

Unocal Corp./Forest Oil Corp., September 21, 2003;

Transworld Exploration and Production Inc./The Houston Exploration Co., September 15, 2003;

Shell Exploration and Production Co./Apache Corp., July 3, 2003;

Amerada Hess Corp./Anadarko Petroleum Corp., June 9, 2003;

BP plc, BP Exploration and Production Inc./Nexen Inc., March 27, 2003; and

BP plc/Apache Corp., January 13, 2003

The table below summarizes the results of this analysis:

**Multiples Observed from the Other Selected Local Asset Transactions**

---

	<u>25th Percentile</u>	<u>50th Percentile</u>	<u>75th Percentile</u>
Multiple of IMVR:			
/Proved Reserves (\$/mcf)	\$ 1.33	\$ 1.43	\$ 1.50

---

26

**Multiples Implied by the Present Value Approach to Valuing Panaco Reserves**

	<b>Low</b>	<b>High</b>
<b>Multiple of IMVR:</b>		
/Proved Reserves (\$/mcf)	\$ 2.64	\$ 3.04

Morgan Joseph compared the multiples implied by its present value approach to valuing Panaco's reserves to the multiples observed in the Other Selected Local Asset Transactions taking into account a number of factors including, without limitation, the varying geographies, oil and gas mixes, and reserve lives of the assets involved in the Other Selected Local Asset Transactions as compared to Panaco.

AREP and Morgan Joseph entered into letter agreements dated October 22, 2004, December 6, 2004, December 6, 2004, December 27, 2004 and December 29, 2004 relating to the services to be provided by Morgan Joseph in connection with the December 2004 TransTexas and Panaco Debt Acquisitions, the December 2004 Atlantic Holdings Debt Acquisition, the acquisition of TransTexas, and the proposed Acquisitions. AREP paid Morgan Joseph a customary fee following the delivery of the Morgan Joseph Opinions. AREP also agreed to reimburse Morgan Joseph for its reasonable out-of-pocket expenses incurred in connection with its engagement, including certain fees and disbursements of its legal counsel. Under a separate letter agreement, AREP agreed to indemnify Morgan Joseph against liabilities relating to or arising out of its engagements, including liabilities under the securities laws.

### **Oil and Gas Reserve Reports**

The following summarizes reports with respect to oil and gas reserves that were prepared in connection with the proposed acquisitions of NEG Operating and Panaco.

#### ***NEG Operating LLC***

##### *Prator Bett, L.L.C.*

Prator Bett is comprised of experienced engineers familiar with the subject properties. Prator Bett was selected to prepare the January 31, 2005 reserve report because of its expertise and NEG Holding's satisfaction with prior services provided to NEG Operating. During the past two years, NEG Operating paid approximately \$57,000 to the firm as consideration for annual reserve reports. We intend to obtain future reports and evaluations from Prator Bett. Except for the provision of professional services on a fee basis, Prator Bett has no commercial arrangement with NEG Operating or any other person or company involved in the interests which are the subject of the report.

The report provides an assessment of the Proved, Probable and Possible reserves of certain oil and gas properties owned by NEG Operating, as of January 31, 2005. The report was prepared as an independent assessment in connection with our purchase of the remaining interest in NEG Holding from Gascon. Pursuant to the NEG Holding purchase agreement, the number of our Depositary Units to be issued in connection with the acquisition of the interest in NEG Holding is subject to reduction based in part on the results of the report.

Since December 31, 2000, Prator Bett has prepared annual reports for NEG Operating covering Proved and Probable reserves and future net revenue of the properties reviewed in the January 31, 2005 report. The most recent report prepared by Prator Bett was as of December 31, 2004. The reserve estimate parameters used in the December 31, 2004 report are identical to those used in the January 31, 2005 report. Possible reserves were not considered in the December 31, 2004 report, but are included in the January 31, 2005 report.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Prator Bett was instructed to generate a report as of January 31, 2005 of NEG Operating's reserves to enable Prator Bett to present the estimated value of NEG Operating's reserves. The scope of instructions for the January 31, 2005 report was not limited or varied as compared to the annual reports, except to request the inclusion of Possible reserves.

In preparing the reserve report, Prator Bett projected production rates and timing of development expenditures and analyzed available geological, production and engineering data. Estimates of natural gas and oil reserves are inherently imprecise. The process requires various assumptions, including natural gas and oil prices, drilling and operating expenses, capital expenditures, taxes, and availability of funds. Actual future production, natural gas and oil prices, revenues, taxes, development expenditures, operating expenses and quantities of recoverable natural gas and oil reserves most likely will vary from estimates. Any significant variance could materially affect the estimated quantities and net present value of reserves.

Extrapolation of performance history (production, water-cut, and/or pressure) was utilized for producing properties where sufficient history was available to suggest decline trends. Reserves assigned to the remaining producing properties, the nonproducing zones and the undeveloped locations were necessarily estimated utilizing volumetric calculations and analogy to nearby production. Estimates such as these are inherently subject to more variation than are estimates which are based on established decline trends.

The Prator Bett reserve report concluded that NEG Operating's estimated net Proved and Unproved natural gas and oil reserves and the pre-tax net present value of its reserves at January 31, 2005 were as set forth in the following table. The pre-tax present value is not intended to represent the current market value of the estimated natural gas and oil reserves that NEG Operating owns. The pre-tax net present value of future cash flows attributable to its reserves was based upon specific oil and gas pricing schedules provided by AREP. These prices represent a specific five-year schedule of the Henry Hub cash price for gas and the Koch WTI posted price for oil. Adjustments were made to these pricing levels based on historical data on a property-by-property basis for items such as transportation, basis differentials, marketing, the quality and gravity of the crude oil, and the heating value of the gas. The Henry Hub cash price and Koch WTI posted price were forecasted to be \$6.18 per Mcf of gas and \$44.36 per barrel of oil in 2005. The cash pricing levels for the year 2009 of \$35.00 per barrel and \$5.50 per MMBtu were held constant throughout the remaining life of the properties.

### Total Proved Reserves as of January 31, 2005

	Developed			Total Proved
	Producing	Nonproducing	Undeveloped	
	Natural Gas (MMcf)	4,723.3	1,567.0	
Oil and condensate (bbls)	167,413	67,306	40,314	275,033
Total proved reserves (MMcfe)	5,727.8	1,970.8	1,325.3	9,023.9
Pre-tax net present value, Disc. at 10% (\$)	13,366,507	3,787,811	2,736,602	19,890,920

### Total Unproved Reserves as of January 31, 2005

	Probable		Possible	
	Total	Less Producing	Total	Less Producing
Natural Gas (MMcf)	2,672.4	640.9	640.9	640.9
Oil and condensate (bbls)	95,452	7,496	7,496	7,496
Total proved reserves (MMcfe)	3,245.1	685.9	685.9	685.9
Pre-tax net present value, Disc. at 10% (\$)	5,088,559	457,426	457,426	457,426

*DeGolyer and MacNaughton*

DeGolyer and MacNaughton is a leading international petroleum reservoir consultant and is familiar with the subject properties. DeGolyer and MacNaughton was selected to prepare the January 31, 2005 reserve report because of its expertise and NEG Operating's satisfaction with its prior services. During the past two years, NEG Operating paid approximately \$96,173 to the firm as consideration for annual reserve reports. We intend to obtain future reports and evaluations from DeGolyer and MacNaughton. Except for the provision of professional services on a fee basis, DeGolyer and MacNaughton has no commercial arrangement with NEG Operating or any other person or company involved in the interests which are the subject of this report.

The report provides an assessment of the Proved, Probable, and Possible reserves of certain oil and gas properties owned by NEG Operating as of January 31, 2005. The report was prepared as an independent assessment in connection with the purchase of the interest in NEG Holding from Gascon. Pursuant to the NEG Holding purchase agreement, the number of our Depositary Units to be issued in connection with the acquisition of the interest in NEG Holding is subject to reduction based in part on the results of the reserve report.

Since August 12, 2003, DeGolyer and MacNaughton has prepared semiannual and annual reserve reports, SEC compliant reserve evaluations and property appraisals for NEG Operating. The most recent annual report prepared by DeGolyer and MacNaughton is dated as of December 31, 2004. The reserve estimate parameters used in the December 31, 2004 report are identical to those used in the January 31, 2005 report. Possible reserves were not considered in the December 31, 2004 annual report, but are included in the January 31, 2005 report.

DeGolyer and MacNaughton was instructed to generate a report as of January 31, 2005 of NEG Operating's reserves to enable DeGolyer and MacNaughton to present the estimated value of NEG Operating's reserves. The scope of the instructions for the January 31, 2005 report was not limited or varied as compared to the semiannual and annual reports, except to request the inclusion of Possible reserves.

In preparing this reserve report, DeGolyer and MacNaughton projected production rates and timing of development expenditures and analyzed available geological, production and engineering data. The estimates for Proved Reserves used initial prices and costs and future price and cost assumptions specified by NEG Operating. Estimates of natural gas and oil reserves are inherently imprecise. The process requires various assumptions, including natural gas and oil prices, drilling and operating expenses, capital expenditures, taxes, and availability of funds. Actual future production, natural gas and oil prices, revenues, taxes, development expenditures, operating expenses and quantities of recoverable natural gas and oil reserves most likely will vary from estimates. Any significant variance could materially affect the estimated quantities and net present value of reserves.

The DeGolyer and MacNaughton reserve report concluded that NEG Operating's estimated net Proved, Probable and Possible natural gas and oil reserves at January 31, 2005 were as set forth in the following table. Values for Proved and Probable reserves were based on projections of estimated future production and revenue prepared for these properties with no risk adjustment applied to the Probable

reserves. Probable reserves involve substantially higher risks than Proved reserves. Revenue values for Probable reserves have not been adjusted to account for such risks.

	Net Reserves	
	Oil and Condensate (Mbbbl)	Sales Gas (MMcf)
Proved		
Developed Producing	32	31,074
Developed Nonproducing	47	12,528
<b>Total Developed</b>	<b>79</b>	<b>43,602</b>
Undeveloped	539	83,890
<b>Total Proved</b>	<b>618</b>	<b>127,492</b>
Probable (Not Risk Adjusted)	570	32,011
Possible (Not Risk Adjusted)	1,513	100,918

In the preparation of these reserves estimates, interest reversions indicated by NEG Operating were taken into account.

*Netherland, Sewell & Associates, Inc.*

Netherland, Sewell is a leading international petroleum reservoir consultant and is familiar with the subject properties. Netherland, Sewell was selected to prepare the February 1, 2005 reserve report because of its expertise and NEG Operating's satisfaction with its prior services. During the past two years, NEG Operating paid approximately \$166,053 to the firm as consideration for annual reserve reports. We intend to obtain future reports and evaluations from Netherland, Sewell. Except for the provision of professional services on a fee basis, Netherland, Sewell has no commercial arrangement with NEG Operating or any other person or company involved in the interests which are the subject of this report.

The report provides an assessment of the Proved, Probable, and Possible reserves of certain oil and gas properties owned by NEG Operating as of February 1, 2005. The report was prepared as an independent assessment in connection with our purchase of an interest in NEG Holding from Gascon. Pursuant to the NEG Holding purchase agreement, the number of our Depositary Units to be issued in connection with the acquisition of the interest in NEG Holding is subject to reduction based in part on the results of the reserve report.

Since 2001, Netherland, Sewell has prepared annual reserve reports, SEC compliant reserve evaluations and property appraisals for NEG Operating. The most recent annual report prepared by Netherland, Sewell was as of December 31, 2004. The reserve estimate parameters used in the December 31, 2004 report are identical to those used in the February 1, 2005 report. Possible reserves were not considered in the December 31, 2004 report, but are included in the February 1, 2005 report.

Netherland, Sewell was instructed to generate a report of NEG Operating's reserves to enable Netherland, Sewell to present the estimated value of NEG Operating's reserves. The scope of the instructions for the February 1, 2005 report was not varied or limited as compared to the semiannual and annual reports, except to request the inclusion of Possible reserves.

In preparing this reserve report, Netherland, Sewell projected production rates and timing of development expenditures and analyzed available geological, production and engineering data. The estimates for proved reserves used initial prices and costs and future price and cost assumptions specified by NEG Operating. Oil prices are based on NYMEX West Texas Intermediate process, and gas prices are based on NYMEX Henry Hub prices. Oil prices are adjusted by lease for quality, transportation fees, and regional price differentials. Gas prices are adjusted by lease for energy content, transportation fees, and regional price differentials. Estimates of natural gas and oil reserves are

inherently imprecise. The process requires various assumptions, including natural gas and oil prices, drilling and operating expenses, capital expenditures, taxes, and availability of funds. Actual future production, natural gas and oil prices, revenues, taxes, development expenditures, operating expenses and quantities of recoverable natural gas and oil reserves most likely will vary from estimates. Any significant variance could materially affect the estimated quantities and net present value of reserves.

The Netherland, Sewell reserve report concluded that NEG Operating's estimated net Proved natural gas and oil reserves and future net revenue of NEG Operating's reserves at January 31, 2005 was as set forth in the following table. The oil reserves shown include crude oil and condensate. Oil volumes are expressed in barrels that are equivalent to 42 United States gallons. Gas volumes are expressed in thousands of standard cubic feet (MCF) at the contract temperature and pressure bases. Oil prices are adjusted for quality, transportation fees and regional price differentials. Gas prices are adjusted by lease for energy content, transportation fees and regional price differentials.

The estimated reserves and future revenue shown are for Proved developed producing, Proved developed non-producing, Proved undeveloped, Probable, and Possible reserves. Any value which could be attributed to interests in undeveloped acreage beyond those tracts for which undeveloped reserves have been estimated was not included.

Category	Net Reserves		Future Net Revenue (\$)	
	Oil (Barrels)	Gas (MCF)	Total	Present Worth At 10%
Proved Developed				
Producing	3,040,278	54,826,203	304,542,500	188,680,500
Non-Producing	296,040	4,654,101	28,368,400	9,052,700
Proved Undeveloped	548,434	19,291,373	71,546,400	28,580,700
<b>Total Proved</b>	<b>3,884,752</b>	<b>78,771,677</b>	<b>404,457,300</b>	<b>226,313,900</b>
Probable(1)	168,082	13,498,858	50,159,700	22,390,900
Possible(1)	434,928	10,186,215	66,020,500	38,085,400

(1)

These reserves and future revenue are not risk-weighted. Probable reserves are those reserves which geological and engineering data demonstrate to be potentially recoverable, but where some element of risk or insufficient data prevent classification as proved. Possible reserves are those speculative reserves estimated beyond proved and probable reserves where geologic and engineering data suggest the presence of additional reserves, but where the risk is relatively high.

### **Panaco**

Netherland, Sewell was selected to prepare the February 1, 2005 reserve report because of its expertise and Panaco's satisfaction with its prior services. During the past two years, Panaco paid \$29,759 to the firm as consideration for annual reserve reports. We intend to obtain future reports and evaluations from Netherland, Sewell. Except for the provision of professional services on a fee basis, Netherland, Sewell has no commercial arrangement with Panaco or any other person or company involved in the interests which are the subject of this report.

The report provides an assessment of the Proved, Probable, and Possible reserves of certain oil and gas properties owned by Panaco, as of February 1, 2005. The report was prepared as an independent assessment in connection with the purchase of Panaco. Pursuant to the Panaco purchase agreement, the number of our Depository Units to be issued in connection with our acquisition of Panaco is subject to reduction based in part on the results of the reserve report.

Since 2004, Netherland, Sewell has prepared annual reserve reports, SEC compliant reserve evaluations and property appraisals for Panaco. The most recent annual report prepared by Netherland,

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Sewell was as of December 31, 2004. The reserve estimate parameters used in the December 31, 2004 report are identical to those used in the February 1, 2005 report. Probable and Possible reserves were not considered in the December 31, 2004 report, but are included in the February 1, 2005 report.

Netherland, Sewell was instructed to generate a report of Panaco's reserves to enable us to present the estimated value of our reserves. The scope of the instructions for the February 1, 2005 report was not varied or limited as compared to the annual reports, except to request the inclusion of Probable and Possible reserves.

In preparing this reserve report, Netherland, Sewell projected production rates and timing of development expenditures and analyzed available geological, production and engineering data. The estimates for Proved reserves used initial prices and costs and future price and cost assumptions that were specified by Panaco. Estimates of natural gas and oil reserves are inherently imprecise. The process requires various assumptions, including natural gas and oil prices, drilling and operating expenses, capital expenditures, taxes, and availability of funds. Actual future production, natural gas and oil prices, revenues, taxes, development expenditures, operating expenses and quantities of recoverable natural gas and oil reserves most likely will vary from estimates. Any significant variance could materially affect the estimated quantities and net present value of reserves.

The Netherland, Sewell reserve report concluded that Panaco's estimated net Proved natural gas and oil reserves and the future net revenue of Panaco's reserves at February 1, 2005 were as set forth in the following table. The report was prepared using oil and gas price parameters specified by Panaco. The oil reserves shown include crude oil and condensate. Oil volumes are expressed in barrels that are equivalent to 42 United States gallons. Gas volumes are expressed in thousands of standard cubic feet (MCF) at the contract temperature and pressure bases. Oil prices are adjusted by lease for quality, transportation fees, and regional price differentials. Gas prices are adjusted by lease for energy content, transportation fees, and regional price differentials.

The estimated reserves and future revenue shown are for proved developed producing, Proved developed non-producing, Proved undeveloped, Probable, and Possible reserves. Any value which could be attributed to interests in undeveloped acreage beyond those tracts for which undeveloped reserves have been estimated was not included.

Category	Net Reserves		Future Net Revenue (\$)	
	Oil (Barrels)	Gas (MCF)	Total	Present Worth At 10%
Proved Developed				
Producing	1,719,398	4,896,807	57,509,400	50,523,400
Non-Producing	634,910	8,320,946	43,444,300	31,111,600
Proved Undeveloped	2,273,942	11,614,761	78,124,300	45,835,900
<b>Total Proved</b>	<b>4,628,250</b>	<b>24,832,514</b>	<b>179,078,000</b>	<b>127,470,900</b>
Probable(1)	4,355,739	14,241,397	183,919,500	112,849,100
Possible(1)	19,225,750	19,640,851	701,345,500	334,742,700

- (1) These reserves and future revenue are not risk-weighted. Probable reserves are those reserves which geological and engineering data demonstrate to be potentially recoverable, but where some element of risk or insufficient data prevent classification as proved. Possible reserves are those speculative reserves estimated beyond proved and probable reserves where geologic and engineering data suggest the presence of additional reserves, but where the risk is relatively high.



## **The Purchase Agreements**

The following describes the terms of the Acquisitions. None of the pending Acquisitions is conditioned upon the closing of the others. We may not complete all or any of the pending Acquisitions.

### ***NEG Holding LLC***

On January 21, 2005, we entered into a purchase agreement with Gascon Partners, Cigas Corp. and Astral Gas Corp., the general partner of Gascon, or the NEG Agreement, pursuant to which we will purchase Gascon's managing membership interest in NEG Holding for a purchase price of up to 11,344,828 Depositary Units with an aggregate valuation of up to \$329.0 million based on the closing market price of the Depositary Units, on January 19, 2005 of \$29.00 per unit. The number of Depositary Units to be issued is subject to reduction based upon NEG Holding's oil and gas reserve reports as of January 31, 2005, prepared by an independent reserve engineering firm. However, if the "Adjusted Purchase Amount" pursuant to the Panaco Agreement, described below, exceeds \$125.0 million and/or the "Adjusted Purchase Amount" pursuant to our agreement to purchase TransTexas exceeds \$180.0 million, the amounts of such excess will be applied to any reduction of the number of Depositary Units to be issued under the NEG Agreement. Upon the closing of the NEG Agreement, AREP will contribute the NEG Holding membership interest to American Real Estate Holdings Limited Partnership, or AREH, and AREH will contribute the membership interest to AREP Oil & Gas LLC, a recently formed wholly-owned subsidiary. The other member of NEG Holding is NEG. The purchase agreement contains customary representations and warranties, indemnification provisions, covenants regarding the conduct of business prior to closing and conditions to closing.

The closing of the NEG Agreement is subject to the satisfaction or waiver of certain conditions, including, for each of the parties, no action or proceeding by any governmental authority or other person shall have been instituted or threatened which (1) might have a material adverse effect on NEG Holding or (2) could enjoin, restrain or prohibit, or could result in substantial damages in respect of, any provision of the NEG Agreement or the consummation of the transactions contemplated by it. The closing of the NEG Agreement is also subject to the approval by all Depositary Unit holder action required by the NYSE.

For AREP, the closing of the NEG Agreement is also subject to (1) the satisfaction or waiver of the condition that no material adverse change with respect to NEG Holding shall have occurred and no event shall have occurred which, in the reasonable judgment of AREP, is reasonably likely to have a material adverse effect and (2) the receipt of NEG Holding's oil and gas reserve reports. Affiliates of Mr. Icahn have agreed to indemnify AREP against, and agreed to hold it harmless from, any and all losses it incurs associated with any breach of, or any inaccuracy in, any representation or warranty made by Gascon in the purchase agreement, or any breach of or failure by Gascon to perform any of its respective covenants or obligations set out or contemplated in the NEG Agreement.

The NEG Agreement may be terminated if the transaction is not consummated by September 30, 2005 or by either us or the sellers if there shall have been a material breach of any covenant, representation or warranty or other agreement of the party which has not been remedied.

The foregoing summary description of the NEG Agreement is subject in its entirety to the terms of the NEG Agreement, a copy of which is attached hereto as Exhibit D.

### ***Panaco, Inc.***

On January 21, 2005, we and National Offshore LP, the 1% general partnership interest of which and the 99% limited partnership interest of which are owned, respectively, by two limited liability companies, each of which is a wholly-owned subsidiary of AREP, entered into an agreement and plan of merger with Higherest, Arnos and Panaco, or the Panaco Agreement, pursuant to which Panaco will merge with and into National Offshore and all of the common stock of Panaco will be canceled and cease to exist in exchange for up to 4,310,345 Depositary Units with an aggregate valuation of up to

\$125.0 million based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit. The number of Depositary Units to be issued is subject to reduction based upon Panaco's oil and gas reserve reports as of February 1, 2005, prepared by an independent reserve engineering firm. However, if the "Adjusted Purchase Amount," as defined, pursuant to the NEG Agreement exceeds \$329.0 million and/or the "Adjusted Purchase Amount," pursuant to our agreement to purchase TransTexas exceeds \$180.0 million, the amounts of such excess will be applied to reduce the reduction of the number of Depositary Units to be issued under the Panaco Agreement. Immediately following the merger, AREP will contribute each of the general partner and limited partner of National Offshore to AREH and AREH will contribute each of these limited liability companies to AREP Oil & Gas. The Panaco Agreement contains customary representations and warranties, indemnification provisions, covenants regarding the conduct of business prior to closing and conditions to closing.

The closing of the merger is subject to the satisfaction or waiver of certain conditions, including, for each of the parties, no action or proceeding by any governmental authority or other person shall have been instituted or threatened which (1) might have a material adverse effect on Panaco or (2) could enjoin, restrain or prohibit, or could result in substantial damages in respect of, any provision of the Panaco Agreement or the consummation of the transactions contemplated by the Panaco Agreement. The closing of the Panaco Agreement is also subject to the approval by all Depositary Unit holder action required by the NYSE.

For National Offshore, the closing of the merger is also subject to (1) the satisfaction or waiver of the condition that no material adverse change with respect to Panaco shall have occurred and no event shall have occurred which, in the reasonable judgment of National Offshore, is reasonably likely to have a material adverse effect and (2) the receipt of Panaco's oil and gas reserve reports. The condition that Panaco's oil and gas reserve reports be received has been satisfied. Highcrest and Arnos have agreed to indemnify National Offshore against, and agreed to hold it harmless from, any and all losses it incurs associated with any breach of or any inaccuracy in any representation or warranty made by Highcrest and Arnos in the Panaco Agreement, or any breach of or failure by Highcrest and Arnos to perform any of their covenants or obligations set out or contemplated in the merger agreement.

The Panaco Agreement may be terminated if the transaction is not consummated by September 30, 2005 or by either us or the other parties to the agreement if there shall have been a material breach of any covenant, representation or warranty or other agreement of the other party which has not been remedied.

The foregoing summary description of the Panaco Agreement is subject in its entirety to the terms of the Panaco Agreement, a copy of which is attached hereto as Exhibit E.

***GB Holdings, Inc. and Atlantic Coast Entertainment Holdings, Inc. (The Sands)***

On January 21, 2005, we entered into a purchase agreement with Cyprus, or The Sands Agreement, pursuant to which we will purchase 4,121,033 shares of common stock of GB Holdings and approximately 1,133,284 shares of common stock of Atlantic Holdings. On May 23, 2005, we entered into Amendment No. 1 to the Sands Agreement. Amendment No. 1 amends Annex A to the Sands Agreement to include in the listing of securities owned by Cyprus, shares of Atlantic Holdings Common Stock owned by Cyprus as a result of the exercise of the Atlantic Holdings warrants. Upon the closing of this transaction, we will transfer all of these securities to AREP Sands Holding LLC, a recently formed wholly-owned subsidiary of AREH.

The purchase price for these securities is 413,793 Depositary Units with an aggregate valuation of \$12.0 million based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit, plus up to an additional 206,897 Depositary Units with an aggregate valuation of \$6.0 million based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit, if for each of fiscal 2005 and 2006 the EBITDA for Atlantic Holdings is equal to or greater than \$24 million.

EBITDA means, for any period, as certified by Atlantic Holdings' independent registered public accounting firm and its Chief Financial Officer, Consolidated Net Income for the period plus the following to the extent deducted in calculating such Consolidated Net Income: (1) Consolidated Interest Expense, (2) provision for all taxes based on income, profits or capital and (3) depreciation and amortization (including, but not limited to, amortization of goodwill and intangibles).

For purposes of determining EBITDA, allocations of expenses will be made on a basis consistent with past practice. Consolidated Net Income means, for any period, the net income (loss) of Atlantic Holdings and its subsidiaries, determined on a consolidated basis in accordance with generally accepted accounting principles; *provided* that there will not be included in Consolidated Net Income: (1) any net income (loss) of any person acquired by Atlantic Holdings or a subsidiary in a transaction accounted for in a manner similar to a pooling of interests for any period prior to the date of such acquisition; (2) any gain or loss realized upon the sale or other disposition of any asset of Atlantic Holdings or any subsidiary (including pursuant to any sale/leaseback transaction) that is not sold or otherwise disposed of in the ordinary course of business; (3) any item classified as an extraordinary, unusual or nonrecurring gain, loss or charge; (4) the cumulative effect of a change in accounting principles; (5) any unrealized gains or losses in respect of any foreign exchange contract, currency swap agreement or other similar agreement or arrangement (including derivative agreements or arrangements); and (6) any unrealized foreign currency translation gains or losses in respect of indebtedness denominated in a currency other than the functional currency of such debtor.

Consolidated Interest Expense means, for any period, the total interest expense of Atlantic Holdings and its subsidiaries to the extent deducted in calculating Consolidated Net Income, net of any interest income of Atlantic Holdings and its subsidiaries, including, but not limited to, any such interest expense consisting of (a) interest expense attributable to an obligation that is required to be classified and accounted for as a capitalized lease for financial reporting purposes in accordance with GAAP; (b) amortization of debt discount; (c) the interest portion of any deferred payment obligation; and (d) commissions, discounts and other fees and charges owed with respect to letters of credit and bankers' acceptance financing, as determined on a consolidated basis in accordance with GAAP; *provided* that gross interest expense shall be determined after giving effect to any net payments made or received by Atlantic Holdings and its subsidiaries with respect to any interest rate protection agreement, interest rate future agreement, interest rate option agreement, interest rate swap agreement, interest rate cap agreement, interest rate collar agreement, interest rate hedge agreement or other similar agreement or arrangement (including derivative agreements or arrangements), and *further provided* that to avoid double counting, amortization of any item shall not be included in the calculation of Consolidated Interest Expense if it is already to be included in the calculation of EBITDA.

The Sands Agreement contains customary representations and warranties, indemnification provisions, covenants regarding the conduct of business prior to closing and conditions to closing. The closing of the Sands Agreement is subject to the satisfaction or waiver of certain conditions, including, for each of the parties, no action or proceeding by any governmental authority or other person shall have been instituted or threatened which (1) might have a material adverse effect on GB Holdings or Atlantic Holdings or (2) could enjoin, restrain or prohibit, or could result in substantial damages in respect of, any provision of the purchase agreement or the consummation of the transactions contemplated by the purchase agreement. The closing of the Sands Agreement is also subject to the approval by all Depositary Unit holder action required by the New York Stock Exchange.

For AREP, the closing of the Sands Agreement is also subject to the satisfaction or waiver of the condition (1) that no material adverse change with respect to GB Holdings or Atlantic Holdings shall have occurred and no event shall have occurred which, in the reasonable judgment of AREP, is reasonably likely to have a material adverse effect and (2) that the GB Holdings and Atlantic Holdings securities are released from a bank pledge. The condition that the bank pledge encumbering the GB Holdings common stock be removed has been satisfied. Cyprus has agreed to indemnify us against, and

agreed to hold us harmless from, any and all losses we incur associated with any breach of or any inaccuracy in any representation or warranty made by Cyprus in the Sands Agreement, or any breach of or failure by Cyprus to perform any of its covenants or obligations set out or contemplated in the Sands Agreement.

The Sands Agreement may be terminated if the transaction is not consummated by September 30, 2005 or by either us or the seller if there shall have been a material breach of any covenant, representation or warranty or other agreement of the other party which has not been remedied.

The foregoing summary descriptions of the Sands Agreement and Amendment No. 1 to the Sands Agreement are subject in their entirety to the terms of the Sands Agreement and Amendment No. 1 to the Sands Agreement, copies of which are attached hereto as Exhibit F.

#### **Additional Provisions applicable to the NEG Holding, Panaco and Sands Agreements**

The Panaco Agreement, the NEG Agreement and Sands Agreement each requires that AREP's Partnership Agreement be amended (1) as necessary to consummate the Acquisitions (including without limitation, modification of Section 4.5(c) of the Partnership Agreement to render such section inapplicable to any transactions approved by the Audit Committee of AREP), and (2) such that the general partner and the limited partners, as defined in the Partnership Agreement, may not cause AREP, or any successor entity of AREP, whether in its current form as a limited partnership or as converted to or succeeded by a corporation or other form of business association, to effect a merger or other business combination of AREP or such successor, in each case pursuant to Section 253 of the General Corporation Law of Delaware, or any successor statute, or any similar short-form merger statute under the laws of Delaware or any other jurisdiction.

#### **Registration Rights Agreement**

Upon the consummation of the Acquisitions, we will enter into a registration rights agreement with Highcrest, Arnos, Cyprus and Gascon, each a Holder, and collectively the Holders, of Depositary Units.

Pursuant to the registration rights agreement, we are required to notify in writing the Holders of our determination to register any of our equity securities or warrants to purchase equity securities, other than a registration statement on Form S-8 or on Form S-4 relating to Depositary Units to be issued solely in connection with any acquisition of any entity or business, and to use reasonable efforts to include, at our expense, in such registration statement all or any part of the Depositary Units any such Holder requests to be included in the registration statement. Our obligations to include Depositary Units in a registration statement with respect to an underwritten offering are subject to such limitations as are imposed by the managing underwriters of such offering.

A Holder or Holders of at least a majority, determined by capital account balance, of the Depositary Units held by all Holders, upon written request, may cause us to use best efforts to file two registration statements, at our expense, as expeditiously as possible with the Securities and Exchange Commission to register the public sale of Depositary Units held by such Holders, provided that the request is with respect to at least 20% of the Depositary Units owned by all Holders. In addition, if the registration of Depositary Units can be effected on Form S-3, then, upon the request of Holders for the registration of at least 20% of the units held by all Holders, we will use our best efforts to, as expeditiously as possible, effect such registration.

Pursuant to the registration rights agreement, we are required to use our best efforts to maintain the effectiveness of the registration statement for up to 90 days (or such shorter period of time as the underwriters, if any, of any offering need to complete the distribution of the registered offering), or one year in the case of a "shelf" registration on Form S-3, pursuant to which any of the Depositary Units are being offered. We have agreed to indemnify and hold harmless each Holder and each underwriter of Depositary Units from and against any and all losses, claims, damages, expenses or liabilities, joint or several, to which they or any of them become subject under the Securities Act, applicable state securities laws or under any other statute or at common law and agreed to reimburse

them for any legal or other expenses reasonably incurred by them or any of them in connection with investigating or defending such actions, subject to certain limitations described in the registration rights agreement.

#### **Information about AREP, NEG Holding, Panaco and GB Holdings**

Appendices A, B, C and D set forth descriptions of our business and the businesses of each of NEG Holding, Panaco and GB Holdings. The Appendices also include "Selected Financial Data" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" for each of AREP, NEG Holding, Panaco and GB Holdings.

#### **Pro Forma Financial Data**

Appendix E sets forth unaudited pro forma condensed consolidated financial statements presented to reflect the pro forma effects of the Acquisitions and the issuance of 16,068,966 Depositary Units with an aggregate valuation of \$466.0 million, based on the closing market price of the Depositary Units, on January 19, 2005, of \$29.00 per unit and our issuance in February 2005 of \$480.0 million principal amount of senior notes due 2013 with an interest rate of 7<sup>1</sup>/<sub>8</sub>% per annum.

#### **Financial Statements**

Financial information for each of us, on a historical and supplemental basis to give effect to the acquisition of TransTexas, American Property Investors, Inc., our general partner, NEG Holding, Panaco and GB Holdings are set forth in pages F-1 to F-226.

#### **Regulation**

We are not required to obtain the consent or approval of any regulatory authority with respect to the Acquisitions.

#### **Certain U.S. Federal Income Tax Consequences**

The following general discussion summarizes certain material United States federal income tax consequences of the Acquisitions. This summary does not consider state, local or foreign tax laws. This summary is based on the Internal Revenue Code of 1986, as amended, or the Code, and applicable Treasury Regulations, rulings, administrative pronouncements and decisions as of the date hereof, all of which are subject to change or differing interpretations at any time with possible retroactive effect. We have not sought and will not seek any rulings from the Internal Revenue Service with respect to the statements made and the conclusions reached in this summary, and there can be no assurance that the Internal Revenue Service will agree with such statements and conclusions. Each holder of Depositary Units is advised to consult the holder's tax advisor regarding specific federal, state, local and foreign income and other tax considerations in respect of the Acquisitions.

The Acquisitions generally should not result in the recognition of gain or loss to AREP, the holders of Depositary Units, or the transferors of property acquired by AREP. AREP's initial tax basis in property acquired in an Acquisition should equal the transferor's adjusted tax basis in the property immediately prior to the Acquisition.

In general, where property is acquired in an Acquisition with built-in gain or built-in loss (i.e., difference, if any, between the fair market value and adjusted tax basis of such property at the time of the Acquisition), such built-in gain or loss generally will be allocated to the transferor in accordance with section 704(c) of the Code when it is recognized. Where such built-in gain or loss property gives rise to depreciation, depletion or other cost-recovery deductions (as may be the case for property acquired in the merger of Panaco with and into National Offshore LP), the recognition of such built-in gain or built-in loss may effectively be accelerated. This is because the distributive share of such cost-recovery deductions allocated to the transferor may be required to be reduced in the case of built-in gain property or increased in the case of built-in loss property in accordance with section 704(c)

of the Code. The result to the other holders of Depositary Units is that they may be allocated more deductions than the transferor if there is built-in gain property or less deductions if there is built-in loss property.

Further, in the case of the Acquisition of interests in NEG Holding, to the extent that Gascon previously contributed property to NEG Holding with built-in gain or loss, which built-in gain or loss has not been fully recognized by Gascon, any remaining amount of such built-in gain or loss will be allocated by NEG Holding under the above allocation rules to AREP as it would have been allocated to Gascon. Allocations by AREP of its distributive share of tax items allocated from NEG Holding with respect to such property will again be subject to the same allocation rules described in the above paragraph, with the result that such remaining amount of built-in gain or loss generally is allocated to Gascon.

The character of the gross income that is likely to result from the property acquired in the Acquisitions should not adversely affect AREP's ability to continue to qualify as a partnership for tax purposes (and not be subject to tax as a corporation).

### **Accounting Treatment**

The Acquisitions will be treated for accounting purposes in a manner similar to a pooling-of-interest due to common control ownership.

### **The Depositary Units**

The following is a brief description of our Depositary Units which are proposed to be issued in the Acquisitions and certain provisions of the depositary agreement, as amended, or the Depositary Agreement, pursuant to which the Depositary Units have been issued, entered into among us, the Registrar and Transfer Company, as Depositary, and the Unitholders.

#### ***General***

The Depositary Units represent limited partner interests in AREP. The percentage interest in AREP represented by a Depositary Unit is equal to the ratio it bears at the time of such determination to the total number of Depositary Units in AREP (including any undeposited Depositary Units) outstanding, multiplied by 99%, which is the aggregate percentage interest in AREP of all holders of Depositary Units. Subject to the rights and preferences of any preferred units, each Depositary Unit evidences entitlement to a portion of AREP's distributions and an allocation of AREP's net income and net loss, as determined in accordance with our partnership agreement.

Depositary Units are evidenced by depositary receipts issued by the Depositary. We are authorized to issue additional Depositary Units or other securities, including, without limitation preferred units from time to time to unitholders or additional investors without the consent or approval of Unitholders. There is no limit to the number of Depositary Units or additional classes of units that may be issued. The Board of Directors of API, our General Partner has the power, without any further action by the unitholders, to issue units with such designations, preferences and relative, participating or other special rights, powers and duties, including rights, powers and duties senior to existing classes of Depositary Units or preferred units. The Depositary Units have no preemptive rights.

#### ***Transfer of Depositary Units***

Until a Depositary Unit has been transferred on the books of the Depositary, we and the Depositary will treat the record holder thereof as the absolute owner for all purposes. A transfer of Depositary Units will not be recognized by the Depositary or us unless and until the transferee of the Depositary Units, or a Subsequent Transferee, executes and delivers a transfer application to the Depositary. Transfer applications appear on the back of each depositary receipt and also will be furnished at no charge by the Depositary upon receipt of a request for the transfer application.

By executing and delivering a Transfer Application to the Depository, a Subsequent Transferee automatically requests admission as a substituted unitholder in the Partnership, agrees to be bound by the terms and conditions of our partnership agreement and grants a power of attorney to our general partner. On a monthly basis, the Depository will, on behalf of Subsequent Transferees who have submitted Transfer Applications, request the general partner to admit the Subsequent Transferees as substituted limited partners of AREP. If our general partner consents to a substitution, a Subsequent Transferee will be admitted to the partnership as a substituted limited partner upon the recordation of the Subsequent Transferee's name in our books and records. Upon admission, which is in the sole discretion of our general partner, the Subsequent Transferee will be entitled to all of the rights of a limited partner under the Delaware Revised Uniform Limited Partnership Act, or the Delaware Act, and pursuant to our partnership agreement.

A Subsequent Transferee will, after submitting a Transfer Application to the Depository but before being admitted to AREP as a substituted unitholder of record, have the rights of an assignee under the Delaware Act and our partnership agreement, including the right to receive his pro rata share of distributions. Subsequent Transferee who does not execute and deliver a Transfer Application to the Depository will not be recognized as the record holder of Depository Units and will only have the right to transfer or assign his Depository Units to a purchaser or other transferee. Therefore, such Subsequent Transferee will not receive distributions from the partnership and will not be entitled to vote on partnership matters or any other rights to which record holders of Depository Units are entitled under the Delaware Act or pursuant to our partnership agreement. Distributions made in respect of the Depository Units held by such Subsequent Transferees will continue to be paid to the transferor of such Depository Units.

A Subsequent Transferee will be deemed to be a party to the Depository Agreement and to be bound by its terms and conditions whether or not such Subsequent Transferee executes and delivers a Transfer Application to the Depository. A transferor will have no duty to ensure the execution of a Transfer Application by a Subsequent Transferee and will have no liability or responsibility if such Subsequent Transferee neglects or chooses not to execute and deliver the Transfer Application to the Depository.

Whenever Depository Units are transferred, the Transfer Application requires that a Subsequent Transferee answer a series of questions. The required information is designed to provide us with the information necessary to prepare our tax information return. If the Subsequent Transferee does not furnish the required information, we will make certain assumptions concerning this information, which may result in the transferee receiving a lesser amount of consideration.

***Withdrawal of Depository Units from Deposit***

A unitholder may withdraw from the Depository the Depository Units represented by his depository receipts, upon written request and surrender of the depository receipts evidencing the Depository Units, and receive, in exchange, a certificate issued by us evidencing the same number of Depository Units. A Subsequent Transferee is required to become a unitholder of record before being entitled to withdraw Depository Units from the Depository. Depository Units which have been withdrawn from the Depository, and are therefore not evidenced by depository receipts, are not transferable except upon death, by operation of law, by transfer to us or redeposit with the Depository. A holder of Depository Units withdrawn from deposit will continue to receive his respective share of distributions and allocations of net income and losses pursuant to our Partnership Agreement. In order to transfer Depository Units withdrawn from the Depository other than upon death, by operation of law or to the partnership, a unitholder must redeposit the certificate evidencing the withdrawn Depository Units with the Depository and request issuance of depository receipts representing such Depository Units, which depository receipts then may be transferred. Any redeposit of the withdrawn Depository Units with the Depository requires 60 days advance written notice and payment to the

Depositary of a redeposit fee initially \$5.00 per 100 Depositary Units or portion thereof, and will be subject to the satisfaction of certain other procedural requirements under the Depositary Agreement.

***Replacement of Lost Depositary Receipts and Certificates***

A unitholder or Subsequent Transferee who loses or has his or her certificate for Depositary Units or depositary receipts stolen or destroyed may obtain a replacement certificate or depositary receipt by furnishing an indemnity bond and by satisfying certain other procedural requirements under the Depositary Agreement.

***Amendment of Depositary Agreement***

Subject to the restrictions described below, any provision of the Depositary Agreement, including the form of depositary receipt, may at any time and from time to time be amended by the mutual agreement of us and the Depositary in any respect deemed necessary or appropriate by them, without the approval of the holders of Depositary Units. No amendment to the Depositary Agreement, however, may impair the right of a holder of Depositary Units to surrender a depositary receipt and to withdraw any or all of the deposited Depositary Units evidenced thereby or to redeposit Depositary Units pursuant to the Depositary Agreement and receive a depositary receipt evidencing such redeposited Depositary Units.

The Depositary will furnish notice to each record holder of a Depositary Unit, and to each securities exchange on which Depositary Units are listed for trading, of any material amendment made to the Depositary Agreement. Each record holder of a Depositary Unit at the time any amendment of the Depositary Agreement becomes effective will be deemed, by continuing to hold such Depositary Unit, to consent and agree to the amendment and to be bound by the Depositary Agreement as so amended. The Depositary will give notice of the imposition of any fee or charge, other than fees and charges provided for in the Depositary Agreement, or change thereto, upon record holders of Depositary Units to any securities exchange on which the Depositary Units are listed for trading and to all record holders of Depositary Units. The imposition of any such fee or charge, or change thereto, will not be effective until the expiration of 30 days after the date of such notice, unless it becomes effective in the form of an amendment to the Depositary Agreement effected by us and the Depositary.

***Termination of Depositary Agreement***

We may not terminate the Depositary Agreement unless the termination is (1) in connection with us entering into a similar agreement with a new depositary selected by the general partner, (2) as a result of our receipt of an opinion of counsel to the effect that the termination is necessary for us to avoid being treated as an "association" taxable as a corporation for federal income tax purposes or to avoid being in violation of any applicable federal or state securities laws or (3) in connection with our dissolution. The Depositary will terminate the Depositary Agreement, when directed to do so by us, by mailing notice of such termination to the record holders of Depositary Units then outstanding at least 60 days before the date fixed for the termination in such notice. Termination will be effective on the date fixed in the notice, which date must be at least 60 days after it is mailed. Upon termination of the Depositary Agreement, the Depositary will discontinue the transfer of Depositary Units, suspend the distribution of reports, notices and disbursements and cease to perform any other acts under the Depositary Agreement, except in the event the Depositary Agreement is not being terminated in connection with us entering into a similar agreement with a new depositary, the Depositary will assist in the facilitation of the withdrawal of Depositary Units by holders who desire to surrender their depositary receipts.

***Resignation or Removal of Depositary***

The Depositary may resign as Depositary and may be removed by us at any time upon 60 days' written notice. The resignation or removal of the Depositary becomes effective upon the appointment of a successor Depositary by us and written acceptance by the successor Depositary of such



appointment. In the event a successor Depositary is not appointed within 75 days of notification of such resignation or removal, the general partner will act as Depositary until a successor Depositary is appointed. Any corporation into or with which the Depositary may be merged or consolidated will be the successor Depositary without the execution or filing of any document or any further act.

### **Description of Certain Provisions of the AREP Partnership Agreement**

The rights of a limited partner of the partnership are set forth in our Partnership Agreement. The following is a summary of certain provisions of our Partnership Agreement.

#### ***Distributions***

The General Partner has the power and authority to retain or use partnership assets or revenues as, in the sole and absolute discretion of the General Partner, may be required to satisfy the anticipated present and future cash needs of the partnership, whether for operations, expansion, improvements, acquisitions or otherwise.

##### *Distributions from Operations*

The Partnership Agreement provides that net cash flow of AREP for each fiscal year or portion of any fiscal year may be distributed quarterly, or at any other time to the extent deemed appropriate by the general partner, in its sole and absolute discretion, to the holders of depositary units and the general partner in accordance with their respective percentage interests in the partnership. The holders of the currently outstanding cumulative pay-in-kind preferred units are not entitled to distributions of net cash flow of the partnership.

##### *Distributions from Capital Transactions*

Capital transaction proceeds may be distributed or retained by AREP for reinvestment or other partnership purposes in the discretion of the General Partner. The amount and timing of distributions of capital transaction proceeds, if any, will be in the sole discretion of the General Partner. To the extent that capital transaction proceeds are distributed, the capital transaction proceeds will be distributed by AREP to the holders of Depositary Units and to the General Partner in accordance with their respective percentage interests in the partnership.

Generally, distributions resulting from a liquidation or dissolution of AREP will be made in the same manner as distributions of cash flow and capital transaction proceeds, subject to the overall requirement that distributions be made to partners in accordance with their positive capital account balances and the rights of the holders of preferred units, if any, to their liquidation preference.

#### ***Allocations of Income and Loss***

The Partnership Agreement provides, in general, that, after allocation to the holders of our cumulative pay-in-kind preferred units of an amount of income or gain equal to the 5% accrued distribution rate for the year, all items of income, gain, loss and deduction are allocated to the General Partner and to the holders of Depositary Units in accordance with their respective percentage ownership in the Partnership. Items allocated to the holders of Depositary Units are further allocated among them pro rata in accordance with the respective number of Depositary Units owned by each of them. The Partnership's income gain, and loss and deduction, for federal income tax purposes, will be computed on an annual basis and apportioned equally among the calendar monthly among the General Partner and record holders of Depositary Units in accordance with their percentage interests as of the close of business on the second to last day of the month in which taxable income or losses are apportioned. The Partnership's gains and losses from capital transactions generally will be allocated among the General Partner and record holders of Depositary Units in proportion to their percentage interests as of the close of business on the last day of the month in which such gains and losses occurred. However, if gain from a capital transaction is recognized by the Partnership over more than

one calendar year, gain recognized by the Partnership in years subsequent to the year in which the capital transaction occurred shall be allocated in the same manner as income of the Partnership is allocated.

***Amendment of the Partnership Agreement***

Amendments to the Partnership Agreement may be proposed by the General Partner or by holders of Depositary Units owning at least 10% of the total number of Depositary Units outstanding then owned by all unitholders. Any proposed amendment (other than those described below) must be approved by the General Partner in writing and, subject to limitations on the exercise by unitholders of voting rights, by at least a majority interest in order to be adopted. Unless approved by the General Partner in writing and, subject to limitations on the exercise by unitholders of voting rights, by all of the holders of Depositary Units, no amendment may be made to the Partnership Agreement if the amendment, in the opinion of counsel would result in the loss of the limited liability of unitholders or AREP as the sole limited partner of AREH or would cause AREP or AREH to be treated as an association taxable as a corporation for federal income tax purposes. In addition, no amendment to the Partnership Agreement may be made which would:

enlarge the obligations of the General Partner or any unitholder or convert the interest of any unitholder into the interest of a General Partner;

modify the expense reimbursement payable to the General Partner and its affiliates pursuant to the Partnership Agreement or the fees and compensation payable to the General Partner and its affiliates pursuant to the Partnership Agreement of AREH;

modify the order and method for allocations of net income and net loss or distributions of net cash flow from operations without the consent of the General Partner or the unitholders adversely affected; or

amend sections of the Partnership Agreement concerning amendments of the agreement without the consent of unitholders owning more than 95% of the total number of Depositary Units outstanding then held by all unitholders.

Notwithstanding the foregoing, the General Partner may make amendments to the Partnership Agreement without the consent of the unitholders, if such amendments are necessary or appropriate:

to reflect a change in the name or location of the principal office of the Partnership;

to reflect the admission, substitution, termination, or withdrawal of unitholders in accordance with the Partnership Agreement;

to qualify AREP as a limited partnership or to ensure that AREP will not be treated as an association taxable as a corporation for federal income tax purposes;

in connection with or as a result of the General Partner's determination that AREP does not or no longer will qualify as a partnership for federal income tax purposes, including, without limitation, an amendment reflecting the reorganization of AREP into a qualified "real estate investment trust";

to reflect a change that is of an inconsequential nature and does not adversely affect the unitholders in any material respect, or to cure any ambiguity, correct or supplement any provision in the partnership agreement not inconsistent with law or with other provisions, or make other changes with respect to matters arising under the partnership agreement that will not be inconsistent with law or with the provisions of the Partnership Agreement;

to satisfy any requirements, conditions, or guidelines contained in any order, directive, opinion, ruling or regulation of a federal or state agency or contained in federal or state law;

to facilitate the trading of the Depositary Units or comply with any requirement or guideline of any securities exchange on which the Depositary Units are or will be listed for trading;

to make any change required or contemplated by the Partnership Agreement;

to amend any provisions requiring any action by the General Partner if applicable provisions of the Delaware Act related to AREP or AREH are amended or changed so that such action is no longer necessary; or

to authorize AREP to issue units (or other securities) in one or more additional classes, or one or more series of classes, with any designations, preferences and relative, participating, optional or other special rights, powers and duties, including rights, powers and duties senior to existing classes of Depositary Units or preferred units, as shall be fixed by the General Partner.

#### ***Issuance of Additional Securities***

The Partnership is authorized to issue additional Depositary Units or other securities from time to time to unitholders or additional investors without the consent or approval of unitholders. There is no limit to the number of Depositary Units or additional classes that may be issued. The board of directors of the General Partner has the power, without any further action by the unitholders, to issue securities with such designations, preferences and relative, participating or other special rights, powers and duties, including rights, powers and duties senior to existing classes of Depositary Units or preferred units.

#### ***Meetings; Voting Rights of Unitholders***

Any action that is required or permitted to be taken by unitholders may be taken either at a meeting of the holders of Depositary Units or without a meeting if consents in writing setting forth the action so taken are signed by holders of Depositary Units owning not less than the minimum number of depositary units or preferred units that would be necessary to authorize or take such action at a meeting. Meetings of the holders of Depositary Units may be called by the General Partner or by unitholders owning at least 10% of the total Depositary Units outstanding then owned by all such unitholders. Holders of Depositary Units may vote either in person or by proxy at meetings.

Matters submitted to the unitholders for their consent will be determined by the affirmative vote, in person or by proxy, of a majority interest, except that a higher vote will be required for certain amendments described above, the removal of the General Partner and the continuation of AREP after certain events that would otherwise cause dissolution.

Each unitholder will have one vote for each Depositary Unit as to which the unitholder has been admitted as a unitholder. A subsequent transferee of depositary units who has not been admitted as a unitholder of record with respect to the Depositary Units will have no voting rights with respect to the Depositary Units, even if such subsequent transferee holds other Depositary Units as to which it has been admitted as a unitholder. The voting rights of a unitholder who transfers a Depositary Unit will terminate with respect to that Depositary Unit upon its transfer, whether or not the subsequent transferee is admitted as a unitholder of record with respect thereto. The Partnership Agreement does not provide for annual meetings of the unitholders.

#### ***Liability of General Partner and Unitholders***

The General Partner will be liable for all general obligations of the Partnership to the extent not paid by the Partnership. The General Partner will not, however, be liable for the nonrecourse obligations of the Partnership. Assuming that a unitholder does not take part in the control of the business of AREP and otherwise acts in conformity with the provisions of the Partnership Agreement, the liability of the unitholder will, under the Delaware Act, be limited, subject to certain possible exceptions, generally to the amount contributed by the unitholder or the unitholder's predecessor in interest to the capital of the partnership, plus the unitholder's share of any undistributed partnership income, profits or property. However, under the Delaware Act, a unitholder who receives a distribution from AREP that is made in violation of the Delaware Act and who knew at the time of the distribution that the distribution was improper, is liable to AREP for the amount of the distribution. Such liability

or liability under other applicable Delaware law (such as the law of fraudulent conveyances) ceases after expiration of three years from the date of the applicable distribution.

Under the Delaware Act, a partnership is prohibited from making a distribution to a partner to the extent that at the time of the distribution, after giving effect to the distribution, all liabilities of the partnership, other than liabilities to partners on account of their partnership interests and liabilities for which the recourse of creditors is limited to specified property of the partnership, exceed the fair value of the assets of the partnership (except that fair value of property that is subject to a liability for which the recourse of creditors is limited is included in the assets of the partnership only to the extent that the fair value of the property exceeds that liability). An assignee of a limited partner who becomes a substituted limited partner does not, under the Delaware Act, become liable for any obligation of the assignor to restore prior distributions.

### ***Termination, Dissolution and Liquidation***

The partnership will continue until December 31, 2085, unless sooner dissolved or terminated and its assets liquidated upon the occurrence of the earliest of:

the withdrawal, removal or bankruptcy of the General Partner (subject to the right of the unitholders to reconstitute and continue the business of AREP by written agreement of a majority interest and designation by them of a successor general partner within 90 days);

the written consent or affirmative vote of a majority interest, with the approval of the General Partner, to dissolve and terminate the partnership;

the sale or other disposition of all or substantially all of the assets of the partnership;

the partnership's insolvency or bankruptcy; or

any other event causing or requiring a dissolution under the Delaware Act.

The unitholders' right to continue AREP described above is subject to the receipt of an opinion of counsel to the effect that the continuation and the selection of a successor general partner will not result in the loss of limited liability of the unitholders and will not cause AREP to be treated as an association taxable as a corporation for federal income tax purposes. Upon dissolution, the General Partner or other entity or person authorized to wind up the affairs of AREP will proceed to liquidate the assets of AREP and apply the proceeds of liquidation in the order of priority set forth in the partnership agreement.

### **Appraisal and Preemptive Rights**

Under Delaware law, no dissenter's rights, or rights of non-consenting security holders to exchange interests in us for payment of their fair value, are available to any holder of Depository Units regardless of whether the holder has consented to any significant transactions or other actions. Further, the Partnership Agreement does not provide appraisal rights with respect to any of the partnership actions and therefore the holders of Depository Units dissenting from significant actions passed by at least a majority-in-interest of Depository Units would not be entitled to appraisal rights.

Neither Delaware law nor our Partnership Agreement provide preemptive rights to holders of Depository Units.

## **ITEM 2: AMENDMENT TO AREP'S LIMITED PARTNERSHIP AGREEMENT**

The purpose of this proposal is to amend our Amended and Restated Agreement of Limited Partnership, as amended, as set forth in Amendment No. 4 to the Partnership Agreement. These include changes to: (1) Section 3.01 *Purposes and Business*; (2) Section 4.05(c) *Additional Issuance of Units*; (3) Section 6.18 *Other Matters Concerning the General Partner*; (4) Section 5.03 *Distributions* (prior to the Amendment, *Distributions of Cash Flow and Capital Proceeds*); and (5) add new Section 4.13 *Nevada Gaming Law Disposition*. We also propose to make other miscellaneous changes,



as described below. All such amendments will be considered as a single proposal. The full text of Amendment No. 4 to the Partnership Agreement is attached as Exhibit G to this proxy statement.

Pursuant to Article XIV of the Partnership Agreement, the approval, including by written consent, by Record Holders, as defined, owning at least a majority of the outstanding Depositary Units is sufficient for the adoption of an amendment to the Partnership Agreement, with certain exceptions (none of which is applicable to the amendment). The written consent of affiliates of Mr. Icahn, as record owners of more than a majority of the Depositary Units, is sufficient to ensure approval of this Amendment. Mr. Icahn currently intends to have consents executed and delivered that approve the Amendment.

Under applicable law, no dissenter's rights (i.e. rights of non-consenting security holders to exchange interests in the Partnership for payment of fair value) are available to any holder of Depositary Units, regardless of whether such holder of Depositary Units has consented to the adoption of the Amendment.

## **Reasons and Effects of the Amendment**

### ***Section 3.01 Purposes and Business***

In 1996, the Partnership Agreement was amended to permit investments in companies that were not necessarily engaged as one of their principal activities in the ownership, development or management of real estate. As permitted by that amendment, we have developed into a diversified holding company engaged in a variety of businesses. Our current businesses include rental real estate; real estate development; hotel and resort operations; hotel and casino operations; oil and gas exploration and production; and investments in equity and debt securities. Our primary business strategy is to continue to grow our core businesses. In addition, we seek to acquire undervalued assets that are distressed or in out of favor industries.

We believe that Section 3.01, as proposed to be amended, provides us with added flexibility to pursue our strategy.

The Partnership will continue to conduct its investment activities in such a manner so as not to be deemed an investment company under the Investment Company Act of 1940. Generally, this means that the Partnership does not intend to enter the business of investing in securities and that no more than 40% of the Partnership's total assets will be invested in securities. While the Partnership intends to operate so as to not be treated as an investment company under the 1940 Act, if it did not meet the exclusions under the 1940 Act, the Partnership would be required to register as an investment company under the 1940 Act and would be subject to the reporting requirements and regulatory constraints of the 1940 Act.

The Partnership intends to structure its investments so as to continue to be taxed as a partnership rather than as a corporation under the publicly-traded partnership rules of Section 7704 of the Internal Revenue Code. Under those rules, a publicly traded partnership is generally taxable as a corporation unless 90% or more of its gross income is "qualifying" income, which includes interest, dividends, real property rents, gains from the sale of other disposition of real property, gain from the sale or other disposition of capital assets held for the production of interest or dividends, and certain other items. While the Partnership intends to continue to structure its diversified business in a manner such that at least 90% of its gross income will constitute qualifying income, if less than 90% of the Partnership's gross income constitutes qualifying income, the Partnership may be subject to corporate tax on its net income at regular corporate tax rates.

**Section 5.03.**

Section 5.03(a) currently provides for distributions in the discretion of the General Partner, from Cash Flow, as defined. Section 5.03(b) currently provides for distributions from Capital Transactions. Cash flow is defined as "Net Cash Flow" as defined in the registration statement filed by the Partnership in connection with its formation in 1987. "Net Cash Flow" was defined as consisting of "operating revenues (excluding proceeds from sales and refinancings) less (i) operating expense (excluding non-cash expenses such as depreciation and amortization but including any management, reinvestment incentive and other fees payable to the General Partner and its affiliates), (ii) debt service, (iii) provisions for such reserves from operating revenues as the General Partner, in its sole discretion, deems appropriate, and (iv) capital transactions to the extent not made out of established revenues. Capital Transactions means "any (1) incurring of indebtedness secured by Partnership Assets, (2) refinancing of any indebtedness secured by Partnership Assets, (3) sale or exchange, liquidation or other disposition of any Partnership Assets, (4) net condemnation award or casualty loss recovery with respect to any Partnership Assets, (5) elimination of any funded reserve or (6) liquidation or dissolution of the Partnership."

We believe that the proposed amendment to this provision will permit the Board of Directors greater flexibility in considering whether to make distributions from Partnership assets or otherwise, subject to the limitations under any of our debt or equity securities. The Board of Directors has commenced a review of the Partnership's distribution policy, and it is uncertain when the Board will conclude its review or whether the Board will authorize distributions.

We also propose to change the definition of "Record Date" to conform to the changes to Section 5.04 and simplify the definition.

**Section 4.05(c) Additional Issuance of Units; Insurance of Securities. Section 6.18 Other Matters Concerning General Partner.**

In connection with the Acquisitions, our Audit Committee required that the Partnership Agreement be amended to restrict certain short-form merger transactions of AREP, or any successor of AREP, whether in its current form as a limited partnership or as converted to or succeeded by a corporation or other form of business combination of AREP or such successor, in each case pursuant to Section 253 of the Delaware General Corporation Law, or any successor statute, or any similar short-form merger statute under the laws of Delaware or any other jurisdiction. Section 253 of the Delaware General Corporation Law generally allows a holder of 90% or more of the voting securities of a corporation to cause that corporation to merge with another corporation without approval of the minority stockholder or the board of directors. This allows for the minority stockholders to be squeezed out in a cash out merger. There is no similar provision in the Delaware Revised Uniform Limited Partnership Act.

We propose to add a new subsection 6.18(c)(iii) to effect these restrictions. Section 6.18(c)(iii) also will require the unanimous vote of Record Holders to amend the proposed subsection 6.18(c)(iii), unless that amendment is approved by the Audit Committee.

The amendment to Section 4.05(c) allows for the determination of the number of Depositary Units to be issued in exchange for property without the restrictions imposed by that section, including the issuance of the Units in the Acquisitions, if the consideration is approved by our Audit Committee. See "Item 1 The Acquisitions" for a description of the determinations of the consideration to be issued in the Acquisitions.



**Section 4.13 Nevada Gaming Law Disposition**

We propose to add a provision applicable to any Limited Partner that is required to be licensed, qualified or found suitable under any Nevada Gaming Law and fails to apply for any license, qualification or finding of suitability within 30 days of being so required by an applicable Nevada Gaming Authority or is denied a license or qualification or not found suitable. The Partnership would have the right to require the Limited Partner to dispose of its interest or to redeem the interest. Upon a determination that a Limited Partner is not suitable or will not be licensed or qualified, the Limited Partner would not have the right to exercise any rights to which Limited Partners are entitled or to receive distributions. We also propose to add definitions related to this provision

If the Nevada Gaming Commission determines that a person is unsuitable to own any of our securities, then pursuant to the Nevada Gaming Control Act, we can be sanctioned, including the loss of our approvals for our Nevada hotels and casinos. The Partnership Agreement already contains similar provisions with respect to New Jersey regulation of casinos.

**ITEM 3: AMENDMENT TO AREH'S LIMITED PARTNERSHIP AGREEMENT**

The purpose of this proposal is to amend the Amended and Restated Agreement of Limited Partnership of AREH or the OLP Agreement: (1) Section 3.01 *Purposes and Business* and (2) Section 5.03 *Distributions*. The amendments to the OLP Agreement is to conform these sections to the corresponding sections in the Partnership Agreement, as proposed to be amended in accordance with Item 3. The full text of Amendment No. 3 to the OLP Agreement is set forth as Exhibit H. The amendments will be considered as a single proposal.

Section 6.08(b) of the Partnership Agreement provides that the General Partner of AREP shall have no authority to cause AREP, in its capacity as sole limited partnership AREH, to consent to any proposal submitted for the approval of the limited partners of AREH unless AREP's limited partners vote to approve the proposal in the same percentage as is required by the OLP Agreement for the approval of such proposal by the limited partners of AREH.

Pursuant to Article XIV of the Partnership Agreement, the approval, including by written consent, by Record Holders, as defined, to an amendment to the OLP Partnership Agreement owning at least a majority-in-interest of the outstanding Depository Units is sufficient for the adoption of an amendment to the OLP Agreement. The written consent of affiliates of Mr. Icahn, as record owners of more than a majority-in-interest of the Depository Units, is sufficient to ensure approval of this amendment. Mr. Icahn currently intends to have consents executed and delivered that approve the OLP Agreement Amendments.

**ITEM 4: GRANT OF OPTIONS TO KEITH MEISTER**

AREP proposes granting to Keith Meister, Chief Executive Officer of API, the General Partner, nonqualified unit options, which we refer to as the Options, pursuant to an option grant agreement, which we refer to as the Option Agreement. AREP would be providing these Options outside of an adopted equity incentive plan. The Options would be an inducement for the continuation of Mr. Meister's employment with the General Partner. In accordance with the rules of the New York Stock Exchange, before we can issue the Options to Mr. Meister, we must obtain the approval of holders of our Depository Units. The written consent of affiliates of Mr. Icahn, as record owners of more than a majority of the Depository Units, is sufficient to ensure approval of the Options. Mr. Icahn currently intends to have consents executed and delivered that approve the Options. The following is a summary of the Option Agreement as proposed. The full text of the Option Agreement is set forth as Exhibit I.

**Number of Units, Consideration, Vesting and Expiration.** The Options would permit Mr. Meister to purchase up to 700,000 Depositary Units, or Units, at an exercise price of \$35.00 per Unit. Mr. Meister must pay the exercise price for the Units by (i) money order or other cash equivalent or (ii) a broker-assisted cashless exercise. The market value of the Depositary Units as of June 1, 2005 was \$27.85.

The Options would vest at a rate of 100,000 Units on the first seven anniversaries of the date on which the Options are granted, which we refer to as the Grant Date, such that the Options will become fully vested by the seventh anniversary of the Grant Date.

The Options would vest sooner upon the occurrence of two events: (a) a change of control, as defined, in the Option Agreement or (b) if Mr. Meister is terminated by AREP or the General Partner without "cause" as defined in the Option Agreement.

The Options would expire as to 600,000 of the vested Units on the last business day preceding the seventh anniversary of the Grant Date. The Options for the remaining 100,000 vested Units would expire after the last business day prior to the eighth anniversary of the Grant Date.

All unvested Options would terminate immediately if Mr. Meister otherwise ceases being employed by AREP or the General Partner.

**Exercise of Options After Termination.** With regard to vested Options which have not expired, Mr. Meister would have 180 days after termination of his employment to exercise the vested Options.

**Adjustments to Options.** The Options and the terms of the Option Agreement may be adjusted for certain transactions and other events as described in the Option Agreement.

**Federal Income Tax Consequences to Mr. Meister and AREP.** Mr. Meister would not recognize any taxable income at the time he is granted the Options. Upon exercise, Mr. Meister would recognize taxable ordinary income generally equal to the excess of the fair market value of the Units at exercise over the exercise price. Any gain or loss recognized upon disposition of the Units in excess of the amount treated as ordinary income is treated as long-term or short-term capital gain or loss, depending on the holding period. Upon Mr. Meister's exercise of the Options, AREP may have to adjust or create capital accounts to reflect Mr. Meister's investment in AREP. In addition, AREP may recognize a deduction for the amount of ordinary income recognized by Mr. Meister.

**Amendments.** The Option Agreement may be amended from time to time in writing by the parties to the Option Agreement.

## **Executive Compensation**

The following table sets forth information in respect of the compensation of the Chief Executive Officer and each of the four most highly compensated other executive officers of AREP and its subsidiaries as of December 31, 2004 for services in all capacities to AREP for the fiscal years ended December 31, 2004, 2003 and 2002.

## SUMMARY COMPENSATION TABLE

Name and Principal Position	Annual Compensation(1)			
	Year	Salary(\$)	Bonus(\$)	All Other Compensation\$(3)
Keith A. Meister(2) President and Chief Executive Officer	2004	227,308		
	2003	73,150		
	2002			
Martin L. Hirsch(2)(3) Executive Vice President and Director of Acquisitions and Development	2004	295,000	200,000	4,000
	2003	269,923	50,000	4,000
	2002	231,000	24,500	3,667
John P. Saldarelli(2)(3) Vice President, Chief Financial Officer, Secretary and Treasurer	2004	191,100	22,932	3,819
	2003	182,200	18,200	4,000
	2002	182,000	8,400	3,666
Richard P. Brown President and Chief Executive Officer, American Casino & Entertainment Properties LLC	2004	461,155	250,000	8,335
	2003	316,154	20,000	8,315
	2002	274,988	20,000	6,459
Bob Alexander President and Chief Executive Officer, National Energy Group, Inc.	2004	300,000	175,000	
	2003	300,000	150,000	
	2002	300,000		

- (1) Pursuant to applicable regulations, certain columns of the Summary Compensation Table and each of the remaining tables required by such regulations have been omitted, as there has been no compensation awarded to, earned by or paid to any of the named executive officers by us, or by API, which was subsequently reimbursed by us, required to be reported in those columns or tables, excepted as noted below.
- (2) On August 18, 2003, Keith A. Meister was elected President and Chief Executive Officer. Mr. Meister devotes approximately 50% of his time to the performance of services for AREP and its subsidiaries. Messrs. Saldarelli and Hirsch devote all of their time to the performance of services for AREP and its subsidiaries.
- (3) Represent matching contributions under AREP's 401(k) plan. In 2004, AREP made a matching contribution to the employee's individual plan account in the amount of one-third of the first six (6%) percent of gross salary contributed by the employee.

Each of our executive officers may perform services for our affiliates which are reimbursed to us. However, Mr. Meister devotes approximately 50% of his time, to services for our businesses. He is compensated by affiliates of Mr. Icahn for the services he provides in connection with their businesses. His compensation from such affiliates includes a base salary and additional compensation, including incentive compensation.

### Employment Agreements

ACEP and Richard P. Brown, its President and Chief Executive Officer, entered into a two-year employment agreement effective April 1, 2004, or the Brown Agreement. The Brown agreement provides that Mr. Brown will be paid a base annual compensation of \$500,000. The agreement also provides that Mr. Brown will receive an annual bonus of up to 50% of base compensation. The Brown Agreement further provides that if Mr. Brown is terminated without "Cause" (as defined in the Brown Agreement) or there is a "Change of Control" as defined in the Brown Agreement, then Mr. Brown will receive an immediate severance payment in the amount equal to the then current Base Salary. Mr. Brown was paid a bonus in 2004 for the year ended December 31, 2003 and a \$250,000 bonus in 2005 for the year ended December 31, 2004.



**Director Compensation**

Each executive officer and director will hold office until his successor is elected and qualified. Directors who are also audit committee members received quarterly fees of \$7,500 in 2004 and may receive additional compensation for special committee assignments. In 2004, Messrs. Wasserman, Nelson and Leidesdorf received audit and special committee fees of \$50,030, \$41,217 and \$41,020, respectively. Mr. Icahn does not receive director's fees or other fees or compensation from us.

**SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT**

As of May 1, 2005, affiliates of Mr. Icahn, including High Coast Limited Partnership, a Delaware limited partnership, owned 39,896,836 Depositary Units, or approximately 86.5% of the outstanding Depositary Units, and 9,346,038 preferred units, or approximately 86.5% of the outstanding preferred units.

The affirmative vote of unitholders holding more than 75% of the total number of all Depositary Units then outstanding, including Depositary Units held by API and its affiliates, is required to remove API as the general partner. Thus, since Mr. Icahn, through affiliates, holds approximately 86.5% of the Depositary Units outstanding, API will not be able to be removed pursuant to the terms of our partnership agreement without Mr. Icahn's consent. Moreover, under the partnership agreement, the affirmative vote of API and unitholders owning more than 50% of the total number of all outstanding Depositary Units then held by unitholders, including affiliates of Mr. Icahn, is required to approve, among other things, selling or otherwise disposing of all or substantially all of our assets in a single sale or in a related series of multiple sales, our dissolution or electing to continue our partnership in certain instances, electing a successor general partner, making certain amendments to the partnership agreement or causing us, in our capacity as sole limited partner of AREH, to consent to certain proposals submitted for the approval of the limited partners of AREH. Accordingly, as affiliates of Mr. Icahn hold in excess of 50% of the Depositary Units outstanding, Mr. Icahn, through affiliates, has effective control over such approval rights.

The following table provides information, as of May 1, 2005, as to the beneficial ownership of our Depositary Units and preferred units for (1) each person known to us to be the beneficial owner of more than 5% of either our Depositary Units and preferred units, (2) each director of API, (3) each of our named executive officers and (4) all directors and executive officers of API as a group.

<b>NAME OF BENEFICIAL OWNER</b>	<b>BENEFICIAL OWNERSHIP OF DEPOSITARY UNITS</b>	<b>PERCENT OF CLASS</b>	<b>BENEFICIAL OWNERSHIP OF PREFERRED UNITS(2)</b>	<b>PERCENT OF CLASS</b>
Carl C. Icahn(1)	39,896,836	86.5%	9,346,038	86.5%
William A. Leidesdorf				
James L. Nelson				
Jack G. Wasserman				
Keith A. Meister				
Jon F. Weber				
Martin L. Hirsch				
John P. Saldarelli				
Bob Alexander				
Richard P. Brown				
All directors and executive officers as a group (ten persons)	39,896,836	86.5%	9,346,038	86.5%

- (1) Carl C. Icahn, through affiliates, is the beneficial owner of the 39,896,836 Depositary Units set forth above and may also be deemed to be the beneficial owner of the 700 Depositary Units owned of record by API Nominee Corp., which in accordance with state law are in the process of

being turned over to the relevant state authorities as unclaimed property; however, Mr. Icahn disclaims such beneficial ownership. The foregoing is exclusive of a 1.99% ownership interest which API holds by virtue of its 1% general partner interest in each of us and AREH. Furthermore, pursuant to a registration rights agreement entered into by affiliates of Mr. Icahn, we have agreed to pay any expenses incurred in connection with two demand and unlimited piggy-back registrations requested by affiliates of Mr. Icahn.

(2)

Upon the closing of the Acquisitions, AREP will issue an aggregate of up to 16,068,966 Depositary Units to affiliates of Mr. Icahn in consideration for the acquisition of the managing membership interest of NEG Holding, Panaco's equity and the securities of GB Holdings and Atlantic Holdings. The number of Depositary Units to be issued does not include up to an additional 206,897 Depositary Units that may be issued to affiliates of Mr. Icahn if Atlantic Holdings meets certain earnings targets during 2005 and 2006, as described above. Giving effect to the issuance of an additional 16,068,966 Depositary Units, Mr. Icahn would beneficially own approximately 90.1% of our Depositary Units.

#### **INTERESTS OF CERTAIN PERSONS IN OR OPPOSITION TO MATTERS TO BE ACTED UPON AND CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS**

As discussed above, affiliates of Mr. Icahn currently own approximately 86.5% of our Depositary Units and preferred units and, as a result of the Acquisitions, they will increase their holdings in us to up to approximately 90.1% of our Depositary Units. Please see above for more information about the current and post-Acquisitions holdings by affiliates of Mr. Icahn.

#### **Related Transactions with our General Partner and its Affiliates**

##### ***Preferred and Depositary Units***

Mr. Icahn, in his capacity as majority unitholder, will not receive any additional benefit with respect to distributions and allocations of profits and losses not shared on a pro rata basis by all other unitholders. In addition, Mr. Icahn has confirmed to us that neither he nor any of his affiliates will receive any fees from us in consideration for services rendered in connection with non-real estate related investments by us. We may determine to make investments in which Mr. Icahn or his affiliates have independent investments in such assets. We may enter into other transactions with API and its affiliates, including, without limitation, buying and selling assets from or to API or its affiliates and participating in joint venture investments in assets with API or its affiliates, whether real estate or non-real estate related, provided the terms of all such transactions are fair and reasonable to us. Furthermore, it should be noted that our partnership agreement provides that API and its affiliates are permitted to have other business interests and may engage in other business ventures of any nature whatsoever, and may compete directly or indirectly with our business. Mr. Icahn and his affiliates currently invest in and perform investment management services with respect to assets that may be similar to those we may invest in and intend to continue to do so; pursuant to the partnership agreement, however, we shall not have any right to participate therein or receive or share in any income or profits derived therefrom. Pursuant to a registration rights agreement, Mr. Icahn has certain registration rights with regard to the preferred units.

For the years ended December 31, 2004 and 2003, we made no payments with respect to the Depositary Units owned by API. However, in 2004 and 2003, API was allocated approximately \$3.3 million and approximately \$1.2 million, respectively, of our net earnings (exclusive of the earnings of NEG, TransTexas Gas Corporation, or TransTexas, and Arizona Charlie's Decatur and Arizona Charlie's Boulder, or the Arizona Charlie's entities, allocated to API prior to the acquisitions of NEG, TransTexas and the Arizona Charlie's entities) as a result of its combined 1.99% general partner interests in us and AREH.

On March 31, 2004, Mr. Icahn received 423,856 preferred units as part of our scheduled annual preferred unit distribution and received 445,043 preferred units on March 31, 2005 as part of our scheduled annual preferred unit distribution.

Pursuant to a registration rights agreement, Mr. Icahn has certain registration rights with regard to the Depository Units.

## **Oil and Gas**

### ***Purchases of Debt***

On December 6, 2004, AREP Oil & Gas, which is our indirect subsidiary, pursuant to a purchase agreement and related assignment and assumption agreement, each dated as of that date, with Thornwood, purchased \$27.5 million aggregate principal amount of the TransTexas Notes. The purchase price for the TransTexas Notes was \$28.2 million, which equaled the principal amount of the TransTexas Notes plus accrued but unpaid interest. The TransTexas Notes are payable in five annual installments, the first four of which are of \$5 million, with the final installment of the unpaid principal payable on August 28, 2008. Interest is payable semi-annually on March 1 and September 1, at the rate of 10% per annum. The TransTexas Notes are secured by a first priority lien on all of TransTexas' assets. Thornwood and TransTexas each is controlled by Mr. Icahn.

On December 6, 2004, AREP Oil & Gas, pursuant to a membership interest purchase agreement and related assignment and assumption agreement, each dated as of that date, by and among AREP Oil & Gas, as purchaser, and Arnos, High River and Hopper Investments, as sellers, purchased all of the membership interests of Mid River for an aggregate purchase price of \$38.1 million. The assets of Mid River consisted of \$38.0 million principal amount of the Panaco Debt. The purchase price for the membership interests in Mid River equaled the outstanding principal amount of the Panaco Debt, plus accrued but unpaid interest. The principal is payable in 27 equal quarterly installments of \$1.4 million commencing on March 15, 2005, through and including September 15, 2011. Interest is payable quarterly at a rate per annum equal to the LIBOR daily floating rate plus four percent. The term loan is secured by first priority liens on all of Panaco's assets. Each of the sellers and Panaco is controlled by Mr. Icahn.

Each of the purchases described above was separately approved by our Audit Committee. Our Audit Committee was advised as to each transaction by its independent financial advisor and legal counsel. Our Audit Committee received an opinion as to the fairness to AREP of the consideration, from a financial point of view.

### ***NEG Holding Ownership***

NEG owns a membership interest in NEG Holding. The other membership interest in NEG Holding is held by Gascon. Gascon is the managing member of NEG Holding. NEG Holding owns NEG Operating which is engaged in the business of oil and gas exploration and production with properties located on-shore in Texas, Louisiana, Oklahoma and Arkansas. NEG Operating owns interests in wells managed by NEG. Under the Operating Agreement, NEG is to receive guaranteed payments of approximately \$32.0 million and a priority distribution of approximately \$148.6 million before Gascon receives any distributions. The Operating Agreement contains a provision that allows Gascon, or its successor, at any time, in its sole discretion, to redeem NEG's membership interest in NEG Holding at a price equal to the fair market value of the interest determined as if NEG Holding had sold all of its assets for fair market value and liquidated. A determination of the fair market value of such assets will be made by an independent third party jointly engaged by Gascon and NEG.

***Management Agreements***

The management and operation of each of NEG Operating, TransTexas and Panaco is undertaken by NEG pursuant to a separate management agreement with each. In 2004, NEG recorded management fees of \$6.2 million, \$4.7 million and \$0.7 million from NEG Operating, TransTexas and Panaco, respectively.

***Purchase Agreements***

For a description of the purchase agreements, see Item 1 The Acquisitions, above.

***Hotel and Casino Operations***

On January 5, 2004, ACEP, our wholly-owned subsidiary, entered into an agreement to acquire two Las Vegas hotels and casinos, Arizona Charlie's Decatur and Arizona Charlie's Boulder from Mr. Icahn and an entity affiliated with Mr. Icahn, for aggregate consideration of \$125.9 million. The closing of the acquisition occurred on May 26, 2004. The terms of the acquisition were approved by the Audit Committee, which received an opinion from its financial advisor as to the fairness of the consideration to be paid from a financial point of view.

As of May 26, 2004, we have entered into an intercompany services arrangement with Atlantic Coast Entertainment Holdings, Inc., the owner of The Sands Hotel and Casino in Atlantic City, New Jersey, which is controlled by affiliates of Mr. Icahn. We are compensated based upon an allocation of salaries plus an overhead charge of 15% of the salary allocation, and reimbursement of reasonable out-of-pocket expenses. During 2004, we billed for services provided in an amount equal to approximately \$387,500.

As of December 31, 2004, we were owed approximately \$388,000 for reimbursable expenses from related parties.

On December 27, 2004, AREP Sands, pursuant to a note purchase agreement, dated as of that date, with Barberry and Cyprus, purchased \$37.0 million principal amount of 3% Notes due 2008 issued by Atlantic Holdings for cash consideration of \$36.0 million. Interest on the notes is payable in kind, accreting annually at a rate of 3%. The notes are convertible, under certain circumstances, into 65.909 shares of common stock of Atlantic Holdings for each \$1,000 of principal amount of such notes and are secured by all existing and future assets of Atlantic Holdings and ACE Gaming. Each of Cyprus and Barberry is controlled by Mr. Icahn.

The purchase described above was approved by the Audit Committee. The Audit Committee received advice from its independent financial advisor and legal counsel. Our Audit Committee received an opinion from its financial advisor as to the fairness of the consideration to be paid by AREP Sands for the notes from a financial point of view.

**Partnership Provisions Concerning Property Management**

API and its affiliates may receive fees in connection with the acquisition, sale, financing, development, construction, marketing and management of new properties acquired by us. As development and other new properties are acquired, developed, constructed, operated, leased and financed, API or its affiliates may perform acquisition functions, including the review, verification and analysis of data and documentation with respect to potential acquisitions, and perform development and construction oversight and other land development services, property management and leasing services, either on a day-to-day basis or on an asset management basis, and may perform other services and be entitled to fees and reimbursement of expenses relating thereto, provided the terms of such transactions are fair and reasonable to us in accordance with our partnership agreement and customary



to the industry. It is not possible to state precisely what role, if any, API or any of its affiliates may have in the acquisition, development or management of any new investments. Consequently, it is not possible to state the amount of the income, fees or commissions API or its affiliates might be paid in connection therewith since the amount thereof is dependent upon the specific circumstances of each investment, including the nature of the services provided, the location of the investment and the amount customarily paid in such locality for such services. Subject to the specific circumstances surrounding each transaction and the overall fairness and reasonableness thereof to us, the fees charged by API and its affiliates for the services described below generally will be within the ranges set forth below:

**Property Management and Asset Management Services.** To the extent that we acquire any properties requiring active management (e.g., operating properties that are not net-leased) or asset management services, including on site services, we may enter into management or other arrangements with API or its affiliates. Generally, it is contemplated that under property management arrangements, the entity managing the property would receive a property management fee (generally 3% to 6% of gross rentals for direct management, depending upon the location) and under asset management arrangements, the entity managing the asset would receive an asset management fee (generally .5% to 1% of the appraised value of the asset for asset management services, depending upon the location) in payment for its services and reimbursement for costs incurred.

**Brokerage and Leasing Commissions.** We also may pay affiliates of API real estate brokerage and leasing commissions (which generally may range from 2% to 6% of the purchase price or rentals depending on location; this range may be somewhat higher for problem properties or lesser-valued properties).

**Lending Arrangements.** API or its affiliates may lend money to, or arrange loans for, us. Fees payable to API or its affiliates in connection with such activities include mortgage brokerage fees (generally .5% to 3% of the loan amount), mortgage origination fees (generally .5% to 1.5% of the loan amount) and loan servicing fees (generally .10% to .12% of the loan amount), as well as interest on any amounts loaned by API or its affiliates to us.

**Development and Construction Services.** API or its affiliates may also receive fees for development services, generally 1% to 4% of development costs, and general contracting services or construction management services, generally 4% to 6% of construction costs.

There were not any fees paid under these provisions during 2004, 2003 or 2002.

#### **Other Related Transactions**

As of December, 2004, we owned approximately 443,000 shares, or 4.4%, of common stock of Philip Services Corporation and \$0.1 million principal amount of unsecured, subordinated payment-in-kind debt. The debt matures December 31, 2010 and bears interest at 3.6% per annum. Philip is an affiliate of Mr. Icahn.

For the years ended December 31, 2004 and 2003, we paid approximately \$325,000 and \$273,000, respectively, to an affiliate, XO Communications, Inc. of API for telecommunication services.

In 1997, we entered into a license agreement for a portion of office space from an affiliate of API. Pursuant to the license agreement, we have the non-exclusive use of approximately 2,275 square feet for which we pay monthly rent of \$11,185 plus 10.77% of certain "additional rent." The agreement which expired in May 2004, has been extended on a month-to-month basis. For the year ended December 31, 2004, we paid an affiliate of API approximately \$162,000, of rent in connection with this

licensing agreement. The terms of such license agreement were reviewed and approved by our Audit Committee.

We may also enter into other transactions with API and its affiliates, including, without limitation, buying and selling properties and borrowing and lending funds from or to API or its affiliates, joint venture developments and issuing securities to API or its affiliates in exchange for, among other things, assets that they now own or may acquire in the future, provided the terms of such transactions are fair and reasonable to us. API is also entitled to reimbursement by us for all allocable direct and indirect overhead expenses, including, but not limited to, salaries and rent, incurred in connection with the conduct of our business.

In addition, our employees may, from time to time, provide services to affiliates of API, with us being reimbursed therefor. Reimbursement to us by such affiliates in respect of such services is subject to review and approval by our Audit Committee. For the year ended December 31, 2004, we received approximately \$80,000 for such services. Also, an affiliate of API provided certain administrative services to us for the amount of approximately \$82,000 in the year ended December 31, 2004.

#### WHERE YOU CAN FIND MORE INFORMATION

We file annual, quarterly and current reports, proxy statements and other information with the SEC under the Exchange Act. The Exchange Act file number for our SEC filings is 1-9516. You may read any document we file at the SEC's public reference rooms at 450 Fifth Street, N.W., Washington, D.C. 20549. Please call the SEC toll free at 1-800-SEC-0330 for information about its public reference rooms. We file information electronically with the SEC. Our SEC filings are available from the SEC's Internet site at <http://www.sec.gov>.

Our internet address is <http://www.areplp.com>. The information contained on our website is not part of this proxy statement and is not incorporated by reference in this proxy statement.

#### DELIVERY OF DOCUMENTS TO SECURITY HOLDERS SHARING AN ADDRESS

Only one copy of this proxy statement is being delivered to multiple unitholders sharing an address unless we have received contrary instructions from one or more of the unitholders. Upon written or oral request, we will promptly deliver a separate copy of the proxy statement to a unitholder at a shared address to which a single copy of the documents was delivered. If you share an address and are now receiving multiple copies of our mailings to unitholders and would prefer to receive one copy, or, if you are receiving a single copy for several persons and wish to receive your own copy, please contact us by telephone at (914) 242-7700 or write to American Real Estate Partners, L.P., 100 South Bedford Road, Mount Kisco, NY 10549, attention: John P. Saldarelli.

June 3, 2005

BY ORDER OF THE BOARD OF DIRECTORS  
/s/ KEITH A. MEISTER

---

Keith A. Meister  
Chief Executive Officer  
of American Property Investors, Inc.,  
the general partner of American  
Real Estate Partners, L.P.

55

---

INDEX TO APPENDICES

American Real Estate Partners, L.P.	
Business Summary	A-1
Selected Historical Consolidated Financial Data	A-6
Selected Supplemental and Pro Forma Consolidated Financial Data	A-8
Management's Discussion and Analysis of Supplemental Financial Condition and Results of Operations	A-10
NEG Holding LLC	
Business	B-1
Selected Financial Data	B-2
Management's Discussion and Analysis of Financial Condition and Results of Operations	B-4
Panaco, Inc.	
Business	C-1
Selected Financial Data	C-1
Management's Discussion and Analysis of Financial Condition and Results of Operations	C-1
GB Holdings, Inc.	
Overview	D-1
Selected Financial Data	D-12
Management's Discussion and Analysis of Financial Condition and Results of Operations	D-15
Unaudited Pro Forma Financial Data for American Real Estate Partners, L.P.	E-1
Pro Forma Condensed Consolidated Balance Sheet at March 31, 2005	E-2
Pro Forma Condensed Consolidated Statement of Earnings for the three months ended March 31, 2005	E-3
Pro Forma Condensed Consolidated Statement of Earnings for the year ended December 31, 2004	E-4
Pro Forma Condensed Consolidated Statement of Earnings for the year ended December 31, 2003	E-5
Pro Forma Condensed Consolidated Statement of Earnings for the year ended December 31, 2002	E-6
Notes to Unaudited Pro Forma Condensed Consolidated Financial Data	E-7
Index to Financial Statements	F-i

**APPENDIX A: AMERICAN REAL ESTATE PARTNERS, L.P.**

**OUR COMPANY**

We are a diversified holding company engaged in a variety of businesses. Our primary business strategy is to continue to grow our core businesses, including real estate, gaming and entertainment, and oil and gas. In addition, we seek to acquire undervalued assets and companies that are distressed or in out of favor industries.

Our businesses currently include rental real estate; real estate development; hotel and resort operations; hotel and casino operations; oil and gas exploration and production and investments in equity and debt securities. We may also seek opportunities in other sectors, including energy, industrial manufacturing and insurance and asset management.

In continuation of our strategy to grow our core businesses, we have recently acquired, and have entered into agreements to acquire, additional gaming and entertainment and oil and gas assets from affiliates of Mr. Icahn.

**NEG Holding LLC.** We currently own 50.01% of the outstanding common stock of National Energy Group, Inc., or NEG, and all of its approximately \$148.6 million aggregate principal amount of notes. NEG owns a membership interest in NEG Holding LLC. NEG Holding owns 100% of NEG Operating LLC, an oil and gas exploration and production company. We have entered into an agreement to acquire the membership interest in NEG Holding not owned by NEG for an aggregate of up to 11,344,828 depository units, with an aggregate valuation of up to \$329.0 million, based on the closing market price of AREP's Depository Units as of January 19, 2005 of \$29.00 per unit subject to reduction under certain circumstances.

**TransTexas Gas Corporation.** On December 6, 2004, we purchased \$27.5 million aggregate principal amount of term notes issued by TransTexas, which constitutes 100% of the outstanding term notes of TransTexas. On April 6, 2005, we acquired 100% of the equity of TransTexas, an oil and gas exploration and production company, for a purchase price of \$180.0 million in cash.

**Panaco, Inc.** On December 6, 2004, we purchased \$38.0 million aggregate principal amount of term loans issued by Panaco, which constitutes 100% of the outstanding term loans of Panaco, or the Panaco Debt. We have entered into an agreement to acquire 100% of the common stock of Panaco, an oil and gas exploration and production company, for up to 4,310,345 depository units with an aggregate of up to \$125.0 million, based on the closing market price of AREP's Depository Units as of January 19, 2005 of \$29.00 per unit subject to reduction under certain circumstances.

**GB Holdings, Inc.** As of March 31, 2005, we own approximately 36.3% of the outstanding common stock of GB Holdings. On December 27, 2004, we purchased \$37.0 million principal amount of the convertible debt issued by GB Holdings' subsidiary, Atlantic Coast Entertainment Holdings, Inc., or Atlantic Holdings, bringing our ownership of that debt to approximately \$63.9 million principal amount (\$28.8 million of which has been converted into shares of common stock of Atlantic Holdings), or approximately 96.4% of the principal amount outstanding. Atlantic Holdings owns 100% of ACE Gaming LLC, the owner and operator of The Sands Hotel and Casino located in Atlantic City, New Jersey. We have entered into an agreement to acquire an additional approximate 41.2% of the outstanding common stock of GB Holdings and approximately 11.3% of the fully diluted common stock of Atlantic Holdings for an aggregate of \$12.0 million of Depository Units, plus an aggregate of up to \$6.0 million of Depository Units, if GB Holdings meets certain earnings targets during 2005 and 2006. Upon completion of the Acquisitions, we will own approximately 77.5% of the outstanding GB Holdings common stock and approximately 63.4% of the fully diluted common stock of Atlantic Holdings.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

**Rental Real Estate.** Our rental real estate operations consist primarily of retail, office and industrial properties leased to single corporate tenants. To capitalize on favorable real estate market conditions and the mature nature of our commercial real estate portfolio, we have offered for sale our rental real estate portfolio. During the year ended December 31, 2004, we sold 57 rental real estate properties for approximately \$245.4 million. These properties were encumbered by mortgage debt of approximately \$93.8 million that we repaid from the sale proceeds. As of December 31, 2004, we owned 71 rental real estate properties with a book value of approximately \$196.3 million, individually encumbered by mortgage debt which aggregated approximately \$91.9 million. In the three months ended March 31, 2005, we sold four rental real estate properties and a golf resort for approximately \$51.9 million which were encumbered by mortgage debt of approximately \$10.7 million repaid from the sale proceeds.

Of the five properties, we sold one financing lease property for approximately \$8.4 million encumbered by mortgage debt of approximately \$3.8 million. The carrying value of this property was approximately \$8.2 million; therefore, we recognized a gain on sale of approximately \$0.2 million in the three months ended March 31, 2005, which is included in income from continuing operations. We sold four operating properties for approximately \$43.5 million encumbered by mortgage debt of approximately \$6.9 million. The carrying value of these properties was approximately \$24.8 million. We recognized a gain on sale of approximately \$18.7 million in the three months ended March 31, 2005, which is included in income from discontinued operations.

At March 31, 2005, we had 11 properties under contract or as to which letters had been executed by potential purchasers, all of which contracts or letters of intent are subject to purchaser's due diligence and other closing conditions. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$45.5 million. These properties are encumbered by mortgage debt of approximately \$25.3 million. At March 31, 2005, the carrying value of these properties is approximately \$29.1 million.

**Real Estate Development.** Our real estate development operations focus primarily on the acquisition, development, construction and sale of single-family homes, custom-built homes, multi-family homes and lots in subdivisions and planned communities. We currently are developing seven residential subdivisions. Two subdivisions are in Westchester County, New York, one subdivision is in Putnam County, New York and one subdivision is in Naples, Florida. In addition, we are pursuing the development of our New Seabury property, a luxury second-home waterfront community in Cape Cod, Massachusetts, and Grand Harbor and Oak Harbor, waterfront communities in Vero Beach, Florida, which we acquired in July 2004 for approximately \$75.0 million.

**Hotel and Resort Operations.** Our hotel and resort operations primarily consist of our New Seabury resort located in Cape Cod, Massachusetts. The property currently includes a golf club with two 18 hole championship golf courses, the Popponesset Inn, which is a casual waterfront dining and wedding facility, a private beach club, a fitness center and a 16 court tennis facility.

**Hotel and Casino Operations.** Our hotel and casino operations currently consist of the Stratosphere Casino Hotel & Tower, Arizona Charlie's Decatur and Arizona Charlie's Boulder, all in Las Vegas, Nevada. In addition, we own approximately 36.3% of the common stock of GB Holdings and approximately \$63.9 million principal amount of the convertible debt of Atlantic Holdings (\$28.8 million of which has been converted into shares of common stock of Atlantic Holdings), or approximately 96.4% of the principal amount outstanding. GB Holdings indirectly owns The Sands Hotel and Casino in Atlantic City, New Jersey. We have entered into an agreement with affiliates of Mr. Icahn to acquire an additional approximate 41.2% of the outstanding common stock of GB Holdings and an additional approximate 11.3% of the fully diluted common stock of Atlantic Holdings. See "The Acquisitions."

**Oil and Gas.** Our oil and gas operations involve the exploration, development and acquisition of oil and gas properties and the production and sale of oil and gas. In addition to owning 50.01% of the

outstanding common stock of NEG, we own all of its approximately \$148.6 million principal amount of 10<sup>3</sup>/<sub>4</sub>% senior notes due 2006, or the NEG Notes. NEG owns a 50% membership interest in NEG Holding which owns 100% of NEG Operating. NEG Operating is engaged in the exploration and production of oil and gas and, at March 31, 2005, owned interests in approximately 700 wells located in Arkansas, Louisiana, Oklahoma and Texas. We have entered into agreements with affiliates of Mr. Icahn to acquire the other membership interest in NEG Holding and 100% of the common stock of Panaco. Panaco is engaged in the exploration and production of oil and gas, primarily on the Gulf of Mexico and the Gulf Coast Region, and, at March 31, 2005, owned interests in 123 wells. On April 6, 2005, we acquired 100% of the equity of TransTexas. TransTexas is engaged in the exploration, production and transmission of oil and gas, primarily in South Texas, and, at March 31, 2005, owned interests in 48 wells. NEG manages the operations of NEG Operating, TransTexas and Panaco. See "The Acquisitions."

**Investments.** We seek to purchase undervalued securities to maximize our returns. Undervalued securities are those which we believe may have greater inherent value than indicated by their then current trading price and may present the opportunity for "activist" bondholders or shareholders to act as catalysts to realize value. During 2004, our significant investment activity included:

the purchase for approximately \$205.8 million of an aggregate of approximately \$278.1 million principal amount of secured bank debt of WestPoint Stevens, Inc. Approximately \$193.6 million principal amount is secured by a first priority lien of certain assets of WestPoint, and approximately \$84.5 million principal amount is secured by a second priority lien. WestPoint is currently operating as a debtor-in-possession under Chapter 11 of the U.S. Bankruptcy Code;

the purchase of an aggregate of approximately \$71.8 million of secured bank debt of Union Power Partners L.P. and Panda Gila River L.P., independent power producers, for a purchase price of approximately \$39.3 million;

the sale, for \$82.3 million, of approximately \$86.9 million principal amount of corporate debt securities, which we purchased for approximately \$45.1 million, resulting in a gain of \$37.2 million; and

the short sale of approximately 2.5 million shares of common stock of a company in bankruptcy.

In the three months ended March 31, 2005, we purchased approximately \$66.5 million of equity securities. Such securities are treated as available for sale. In the three months ended March 31, 2005, we recorded in Partners' Equity approximately \$2.4 million of unrealized losses on such securities.

Additionally, we engage in real estate lending, including making second mortgage or secured mezzanine loans to developers for the purpose of developing single-family homes, luxury garden apartments or commercial properties.

### **Business Strategy**

We believe that we have developed significant management strength, industry relationships and expertise in our core real estate, gaming and entertainment and oil and gas businesses. The Acquisitions will increase our focus on our gaming and entertainment and gas businesses.

We also believe that our core strengths include:

identifying and acquiring undervalued assets and businesses, often through the purchase of distressed securities;

increasing value through management, financial or other operational changes; and

managing complex legal, regulatory or financial issues which may include bankruptcy or insolvency, environmental, zoning, permitting and licensing issues.

The key elements of our business strategy include the following.

***Continue to Invest In and Grow Our Existing Operating Businesses.*** We believe that we have developed a strong portfolio of businesses with experienced management teams. We may expand our existing businesses if appropriate opportunities are identified, as well as use our established businesses as a platform for additional Acquisitions in the same or other areas.

***Seek to Acquire Undervalued Assets.*** We intend to continue to make investments in real estate and in companies or their securities which are undervalued. These may be undervalued due to market inefficiencies, may relate to opportunities in which economic or market trends have not been identified and reflected in market value, or may include investments in complex or not readily followed businesses or securities. Market inefficiencies and undervalued situations may arise from disappointing financial results, liquidity or capital needs, lowered credit ratings, revised industry forecasts or legal complications. We may acquire businesses or assets directly or we may establish an ownership position through the purchase of debt or equity securities of troubled entities and may then negotiate for the ownership or effective control of their assets.

***Actively Manage Our Businesses.*** We believe that we can leverage off of our core businesses to better assess and increase the value of our Acquisitions. For instance, our homebuilding expertise allows us to appropriately assess the risks of a real estate development prior to making a mezzanine loan and also to complete a development if it is necessary or profitable to do so.

***Deploy Operating and Transaction Structuring Expertise of Existing Management Team into Related Fields.*** Our management team has extensive experience in acquiring, developing and operating real estate, hotel and casino and oil and gas businesses and in identifying and acquiring undervalued assets. We believe there is significant opportunity to use this experience by acquiring or starting businesses in asset-intensive sectors, including other real estate development activities, industrial manufacturing, energy and insurance and asset management, in which we have had no or limited experience to date, but which may be undervalued and have potential for growth.

## **Reasons for the Acquisitions**

### ***The Panaco and NEG Holding Acquisitions***

The potential strategic benefits of the Panaco and NEG Holding Acquisitions, including:

the ability to expand and diversify AREP's portfolio of oil and gas holdings;

the ability to expand our involvement with NEG Holding and Panaco from the day-to-day management provided by our 50.01% subsidiary NEG, to the control of the strategic direction of NEG Holding and Panaco;

the operating efficiencies and synergies expected to result from the transactions, including the operating efficiencies and synergies resulting from the consolidation of Panaco and NEG Holding under the same ownership as NEG, the manager of each company;

the ability to build upon our significant management strength in the oil and gas industry;

the ability of the company to better compete with other participants in the oil and gas industry;

*The GB Holdings and Atlantic Holdings Acquisition*

the potential strategic benefits of the GB Holdings and Atlantic Holdings Acquisitions, including:

the ability to expand AREP's investment in the Sands Hotel and Casino and the gaming industry;

the strong brand name recognition of "The Sands Hotel and Casino";

The ability to obtain a majority of the outstanding shares of GB Holdings and Atlantic Holding warrants;

the operating efficiencies and synergies expected to result from the consolidation of The Sands Hotel and Casino under the same ownership as that of AREP's existing gaming properties;

the improvements, additions and enhancements of The Sands' capital expenditure program;

**Completed Acquisitions**

On December 6, 2004, AREP Oil & Gas LLC, pursuant to a membership interest purchase agreement and related assignment and assumption agreement with Arnos Corp., High River Limited Partnership and Hopper Investments LLC, purchased all of the membership interests of Mid River LLC for an aggregate purchase price of \$38.1 million, which equaled the principal amount of the Panaco Debt plus accrued but unpaid interest. The assets of Mid River consisted of \$38.0 million principal amount of the Panaco Debt. Arnos, High River and Hopper Investments are controlled by Mr. Icahn.

On December 27, 2004, AREP Sands Holding LLC, our indirect subsidiary, pursuant to a note purchase agreement with Barberry Corp. and Cyprus, LLC, purchased \$37.0 million principal amount of 3% notes due 2008 issued by Atlantic Holdings, or the Atlantic Holdings Notes. The purchase price was \$36.0 million. The Atlantic Holdings notes are convertible, under certain circumstances, into 65.909 shares of common stock of Atlantic Holdings for each \$1,000 of principal amount of such notes and are secured by all existing and future assets of Atlantic Holdings and ACE Gaming. Cyprus and Barberry are controlled by Mr. Icahn.

On April 6, 2005, the merger of TransTexas Gas Corporation with and into National Onshore LP, an indirect wholly-owned subsidiary of AREP, closed at a price of \$180 million in cash.



## SELECTED HISTORICAL CONSOLIDATED FINANCIAL DATA

The following table summarizes certain selected historical consolidated financial data of AREP, which you should read in conjunction with its financial statements and the related notes contained in this proxy statement and "Management's Discussion and Analysis of Supplemental Financial Condition and Results of Operations." The selected historical consolidated financial data as of December 31, 2004 and 2003, and for the years ended December 31, 2004, 2003 and 2002, have each been derived from our audited consolidated financial statements at those dates and for those periods, contained elsewhere in this proxy statement. The selected historical consolidated financial data as of December 31, 2002 and 2001 and for the year ended December 31, 2001 have each been derived from our audited consolidated financial statements at that date and for that period, not contained in this proxy statement. The selected historical consolidated financial data as of and for the year ended December 31, 2000 has been derived from our consolidated financial statements (unaudited) at that date and for that period. The selected historical consolidated financial data as of March 31, 2005 and for the three months ended March 31, 2005 and 2004 are unaudited. For the three month periods ended March 31, 2005 and 2004, all adjustments, consisting only of normal recurring adjustments, which are, in our opinion, necessary for a fair presentation of the interim consolidated financial statements, have been included. Results for the three months ended March 31, 2005 and 2004 are not necessarily indicative of the results for the full year.

	Three Months Ended March 31,		Year Ended December 31,				
	2005	2004	2004	2003	2002	2001	2000
	(in \$000's, except per unit amounts)						
Total revenues	\$ 130,623	\$ 102,219	\$ 452,012	\$ 368,946	\$ 434,652	\$ 414,545	\$ 378,179
Operating income	\$ 25,670	\$ 24,142	\$ 88,837	\$ 68,979	\$ 79,387	\$ 63,938	\$ 66,356
Other gains (losses):							
Gain on sale of marketable equity and debt securities		28,857	40,159	2,607		6,749	
Unrealized gains (losses) on securities sold short	21,704		(23,619)				
Impairment loss on equity interest in GB Holdings, Inc.			(15,600)				
(Loss) gain on sale of other assets	(180)	(4)		(1,503)	(353)	27	
Gain on sales and disposition of real estate	186	6,047	5,262	7,121	8,990	1,737	6,763
Write-down of marketable equity and debt securities and other investments				(19,759)	(8,476)		
(Loss) gain on limited partnership interests					(3,750)		3,461
Minority interest					(1,943)	(450)	(2,747)
Income from continuing operations before income taxes	47,380	59,042	95,039	57,445	73,855	72,001	73,833
Income tax (expense) benefit	(7,650)	(6,169)	(16,763)	1,573	(10,096)	25,664	379
Income from continuing operations	39,730	52,873	78,276	59,018	63,759	97,655	74,212
Discontinued operations:							
Income from discontinued operations	957	3,218	7,500	7,653	6,937	7,944	6,260
Gain on sales and disposition of real estate	18,723	6,929	75,197	3,353			
Total income from discontinued operations	19,680	10,147	82,697	11,006	6,937	7,944	6,260
Net earnings	\$ 59,410	\$ 63,020	\$ 160,973	\$ 70,024	\$ 70,696	\$ 105,609	\$ 80,472

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Three Months Ended March 31,			Year Ended December 31,				
Net Earnings Attributable to:								
Limited partners	\$ 58,228	\$ 57,608	\$ 152,507	\$ 59,360	\$ 63,168	\$ 66,190	\$ 72,225	
General partner	1,182	5,412	8,466	10,664	7,528	39,419	8,247	
Net earnings	\$ 59,410	\$ 63,020	\$ 160,973	\$ 70,024	\$ 70,696	\$ 105,609	\$ 80,472	

A-6

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Three Months Ended March 31,		Year Ended December 31,				
2005	2004	2004	2003	2002(1)	2001(1)	2000(1)

(in \$000's except per unit amounts)

Net earnings per limited partnership unit:

Basic earnings:

Income from continuing operations

\$	0.84	\$	1.03	\$	1.55	\$	1.00	\$	1.12	\$	1.17	\$	1.35
----	------	----	------	----	------	----	------	----	------	----	------	----	------

Income from discontinued operations

	0.42		0.22		1.76		0.24		0.15		0.17		0.13
--	------	--	------	--	------	--	------	--	------	--	------	--	------

Basic earnings per LP Unit

\$	1.26	\$	1.25	\$	3.31	\$	1.24	\$	1.27	\$	1.34	\$	1.48
----	------	----	------	----	------	----	------	----	------	----	------	----	------

Weighted average limited partnership units outstanding

46,098,284	46,098,284	46,098,284	46,098,284	46,098,284	46,098,284	46,098,284	46,098,284
------------	------------	------------	------------	------------	------------	------------	------------

Diluted earnings:

Income from continuing operations

\$	0.81	\$	0.93	\$	1.48	\$	0.94	\$	1.00	\$	1.05	\$	1.18
----	------	----	------	----	------	----	------	----	------	----	------	----	------

Income from discontinued operations

	0.39		0.19		1.57		0.19		0.12		0.14		0.11
--	------	--	------	--	------	--	------	--	------	--	------	--	------

Diluted earnings per LP Unit

\$	1.20	\$	1.12	\$	3.05	\$	1.13	\$	1.12	\$	1.19	\$	1.29
----	------	----	------	----	------	----	------	----	------	----	------	----	------

Weighted average limited partnership units and equivalent partnership units outstanding

49,857,622	52,499,303	51,542,312	54,489,943	56,466,698	55,599,112	56,157,079
------------	------------	------------	------------	------------	------------	------------

Other financial data:

Capital expenditures (excluding property acquisitions)

\$	4,781	\$	1,658	\$	16,221	\$	33,324	\$	21,896	\$	68,199	\$	52,598
----	-------	----	-------	----	--------	----	--------	----	--------	----	--------	----	--------

At December 31,

At March 31, 2005	2004	2003	2002(1)	2001(1)	2000(1)
-------------------	------	------	---------	---------	---------

(in \$000's)

Balance Sheet Data:

Cash and cash equivalents	\$	1,245,762	\$	762,708	\$	487,498	\$	79,540	\$	83,975	\$	172,621
Hotel, casino and resort operating properties		334,931		339,492		340,229		335,121		339,201		264,566
		5,533		102,331		61,573		336,051		313,641		475,267

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

At December 31,

Investment in U.S. Government and Agency obligations							
Other investments	244,602	245,948	50,328	54,216	10,529	4,289	
Total assets	2,775,685	2,263,057	1,646,606	1,706,031	1,721,100	1,566,597	
Mortgages payable	4,205	91,896	180,989	171,848	166,808	182,049	
Senior secured notes payable 7.85%	215,000	215,000					
Senior unsecured notes payable 8%	830,679	350,598					
Senior unsecured notes payable 7%	480,000						
Liability for preferred limited partnership units(1)	108,006	106,731	101,649				
Partners' equity	\$ 1,360,142	\$ 1,303,126	\$ 1,270,214	\$ 1,245,437	\$ 1,136,452	\$ 1,154,400	

(1)

On July 1, 2003, we adopted Statement of Financial Accounting Standards No. 150 (SFAS 150), Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity. SFAS 150 requires that a financial instrument, which is an unconditional obligation, be classified as a liability. Previous guidance required an entity to include in equity financial instruments that the entity could redeem in either cash or stock. Pursuant to SFAS 150, our preferred units, which are an unconditional obligation, have been reclassified from "Partners' equity" to a liability account in the consolidated balance sheets and the preferred pay-in-kind distribution for the period from July 1, 2003 to December 31, 2003 of \$2.4 million and all future distributions have been and will be recorded as "Interest expense" in the consolidated statements of earnings.

A-7

**AMERICAN REAL ESTATE PARTNERS, L.P.**  
**SELECTED SUPPLEMENTAL AND PRO FORMA CONSOLIDATED FINANCIAL DATA**

The following table summarizes certain historical and unaudited pro forma consolidated financial data for AREP, to give effect to the acquisition of TransTexas accounted for in a manner similar to a pooling of interests, which you should read in conjunction with AREP's supplemental financial statements and the related notes contained in this proxy statement and "Management's Discussion and Analysis of Supplemental Financial Condition and Results of Operations." The selected historical supplemental consolidated financial data as of December 31, 2004 and 2003, and for the years ended December 31, 2004 and 2003, have each been derived from our audited supplemental consolidated financial statements at those dates and for those periods, contained elsewhere in this proxy statement. The selected historical supplemental consolidated financial data as of March 31, 2005 and for the three months ended March 31, 2005 and 2004 have each been derived for our unaudited supplemental consolidated financial statements contained elsewhere in this proxy statement. For the three months ended March 31, 2005 and 2004, all adjustments consisting only of normal recurring adjustments, which are, in our opinion, necessary for a fair presentation of the interim supplemental consolidated financial statements have been included. Results for the three months ended March 31, 2005 and 2004 are not necessarily indicative of the results for the full year. The selected unaudited pro forma consolidated financial data as of March 31, 2005 (unaudited) and December 31, 2004 and 2003 and for the three months ended March 31, 2005 (unaudited) and the years ended December 31, 2004, 2003 and 2002 should be read in conjunction with the pro forma consolidated financial statements and related notes contained in this proxy statement.

(in \$000's, except per unit amounts)

	Three Months Ended March 31,			Year Ended December 31,				
	2005	2004	2005	2004	2004	2003	2003	2002
	(Supplemental)	(Supplemental)	(Pro Forma)	(Supplemental)	(Pro Forma)	(Supplemental)	(Pro Forma)	(Pro Forma)
Total revenues	\$ 144,226	\$ 116,452	\$ 210,874	\$ 506,196	\$ 768,079	\$ 388,666	\$ 601,647	\$ 622,108
Operating income	\$ 27,290	\$ 22,533	\$ 24,854	\$ 87,159	\$ 39,718	\$ 61,948	\$ 57,332	\$ 52,589
Other gains (losses):								
Gain on sale of marketable equity and debt securities		28,857		40,159	40,159	2,607	1,653	8,712
Unrealized losses on securities sold short	21,704		21,704	(23,619)	(23,619)			(347)
Change in fair market value of derivative contract	(9,813)		(38,769)					
Impairment loss on equity interest in GB Holdings, Inc.				(15,600)	(15,600)			
Gain (loss) on sale of other assets	(180)	(4)	(180)	1,680	1,680	(1,503)	(1,531)	(538)
Gain on sales and disposition of real estate	186	6,047	190	5,262	5,034	7,121	7,121	8,990
Write-down of marketable equity and debt securities and other investments						(19,759)	(19,759)	(8,476)
Loss on limited partnership interests								(3,750)
Debt restructuring/reorganization costs			(24)		(3,084)		(1,843)	
Severance tax refund				4,468	4,468			
Dividend expense								(145)
Minority interest		(39)	932	(812)	2,074	(1,266)	2,721	(295)
Income from continuing operations before income taxes	39,187	57,394	8,707	98,697	50,830	49,148	45,694	56,740
Income tax (expense) benefit	(4,782)	(5,966)	(3,405)	(17,326)	4,565	16,750	15,792	(10,880)
Income from continuing operations	\$ 34,405	\$ 51,428	\$ 5,302	\$ 81,371	\$ 55,395	\$ 65,898	\$ 61,486	\$ 45,860

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

(in \$000's, except per unit amounts)

<b>Discontinued operations:</b>								
Income from discontinued operations	957	3,218		7,500		7,653		
Gain on sales and disposition of real estate	18,723	6,929		75,197		3,353		
<b>Total income from discontinued operations</b>	<b>19,680</b>	<b>10,147</b>		<b>82,697</b>		<b>11,006</b>		
<b>Net earnings</b>	<b>\$ 54,085</b>	<b>\$ 61,575</b>		<b>\$ 164,068</b>		<b>\$ 76,904</b>		
<b>Net earnings attributable to:</b>								
Limited partners	\$ 58,228	\$ 57,608		\$ 152,507		\$ 59,360		
General partner	(4,143)	3,967		11,561		17,544		
<b>Net earnings</b>	<b>\$ 54,085</b>	<b>\$ 61,575</b>		<b>\$ 164,068</b>		<b>\$ 76,904</b>		
<b>Net earnings per limited partnership unit:</b>								
<b>Basic earnings:</b>								
Income from continuing operations	\$ 0.84	\$ 1.03	\$ 0.17	\$ 1.55	\$ 0.74	\$ 1.00	\$ 0.72	\$ 0.59
Income from discontinued operations	0.42	0.22		1.76		0.24		
<b>Basic earnings per LP unit</b>	<b>\$ 1.26</b>	<b>\$ 1.25</b>		<b>\$ 3.31</b>		<b>\$ 1.24</b>		
<b>Weighted average limited partnership units outstanding</b>	<b>46,098,284</b>	<b>46,098,284</b>	<b>62,167,250</b>	<b>46,098,283</b>	<b>62,167,250</b>	<b>46,098,284</b>	<b>57,856,905</b>	<b>57,856,905</b>
<b>Diluted earnings:</b>								
Income from continuing operations	\$ 0.81	\$ 0.93	\$ 0.17	\$ 1.48	\$ 0.74	\$ 0.94	\$ 0.70	\$ 0.57
Income from discontinued operations	0.39	0.19		1.57		0.19		
<b>Diluted earnings per LP unit</b>	<b>\$ 1.20</b>	<b>\$ 1.12</b>		<b>\$ 3.05</b>		<b>\$ 1.13</b>		
<b>Weighted average limited partnership units outstanding</b>	<b>49,857,622</b>	<b>52,499,303</b>	<b>62,167,250</b>	<b>51,542,312</b>	<b>62,167,250</b>	<b>54,489,942</b>	<b>66,248,564</b>	<b>68,225,319</b>
<b>Other financial data:</b>								
Capital expenditures (excluding property acquisitions)	\$ 25,852	\$ 6,106		\$ 63,749	\$ 150,854	\$ 33,957	\$ 86,841	\$ 60,776
Book value per unit				\$ 30.97	\$ 23.76			

A-8

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

(in \$000's)

	At March 31,		At December 31,		
	2005	2005	2004	2004	2003
	(Supplemental)	(Pro Forma)	(Supplemental)	(Pro Forma)	(Supplemental)
<b>Balance Sheet Data:</b>					
Cash and cash equivalents	1,250,074	1,105,723	\$ 768,918	\$ 1,097,810	\$ 504,369
Hotel, casino and resort operating properties	334,931	503,168	339,492	511,132	340,229
Oil and gas properties	180,241	521,776	168,136	506,900	168,921
Investment in U.S. Government and Agency Obligations	74,427	74,427	102,331	102,331	61,573
Other investments	244,602	244,602	245,948	245,948	50,328
<b>Total assets</b>	<b>2,935,697</b>	<b>3,215,728</b>	<b>2,408,189</b>	<b>3,179,167</b>	<b>1,831,573</b>
Mortgages payable	80,191	80,191	91,896	91,896	180,989
Senior secured note payable 7.85% due 2012	215,000	215,000	215,000	215,000	
Senior unsecured notes payable 8 <sup>1</sup> / <sub>8</sub> % due 2012	350,679	350,679	350,598	830,598	
Senior unsecured notes payable 7 <sup>1</sup> / <sub>8</sub> % due 2013	480,000	480,000			
Liability for preferred limited partnership units	108,006	108,006	106,731	106,731	101,649
<b>Partner's equity</b>	<b>1,479,125</b>	<b>1,505,122</b>	<b>1,427,435</b>	<b>1,477,355</b>	<b>1,393,347</b>
<b>Capital Expenditures:</b>					
As reported	\$ 25,852	N/A	\$ 63,750	\$ 63,750	\$ 33,957
Panaco	N/A	N/A	1,994	N/A	N/A
GB Holdings, Inc.	N/A	N/A	17,378	N/A	N/A
NEG Holding	N/A	N/A	67,732	N/A	N/A
	\$ 25,852	N/A	\$ 63,750	\$ 150,854	\$ 33,957

**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
SUPPLEMENTAL FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

**Overview**

We are a diversified holding company engaged in a variety of businesses. Our primary business strategy is to continue to grow our core businesses, including real estate, gaming and entertainment, and oil and gas. In addition, we seek to acquire undervalued assets and companies that are distressed or in out of favor industries.

Our businesses currently include rental real estate; real estate development; hotel and resort operations; hotel and casino operations; oil and gas exploration and production; and investments in equity and debt securities. We may also seek opportunities in other sectors, including energy, industrial manufacturing, insurance and asset management.

In continuation of our strategy to grow our core businesses, we have recently acquired, and have entered into agreements to acquire, additional gaming and entertainment and oil and gas assets from affiliates of Mr. Icahn. See "Pending Acquisitions."

To capitalize on favorable real estate market conditions and the mature nature of our commercial real estate portfolio, we have offered our rental real estate portfolio for sale. During the year ended December 31, 2004, we sold 57 rental real estate properties for approximately \$245.4 million. These properties were encumbered by mortgage debt of approximately \$93.8 million that we repaid from the sale proceeds. As of December 31, 2004, we owned 71 rental real estate properties with a book value of approximately \$196.3 million, individually encumbered by mortgage debt which aggregated approximately \$91.9 million. As of December 31, 2004, we had entered into conditional sales contracts or letters of intent for 15 rental real estate properties. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$97.9 million. These properties are encumbered by mortgage debt of approximately \$36.0 million. Because of the conditional nature of sales contracts and letters of intent, we cannot be certain that these properties will be sold. We continue to seek purchasers for our remaining rental real estate portfolio. We cannot be certain that we will receive offers satisfactory to us or, if we receive offers, any of the properties will ultimately be sold at prices acceptable to us. In the three months ended March 31, 2005, we sold four rental real estate properties and a golf resort for approximately \$51.9 million which were encumbered by mortgage debt of approximately \$10.7 million that was repaid from the sale proceeds.

Of the five properties, we sold one financing lease property for approximately \$8.4 million encumbered by mortgage debt of approximately \$3.8 million. The carrying value of this property was approximately \$8.2 million; therefore, we recognized a gain on sale of approximately \$0.2 million in the three months ended March 31, 2005, which is included in income from continuing operations. We sold four operating properties for approximately \$43.5 million encumbered by mortgage debt of approximately \$6.9 million. The carrying value of these properties was approximately \$24.8 million. We recognized a gain on sale of approximately \$18.7 million in the three months ended March 31, 2005, which is included in income from discontinued operations.

At March 31, 2005, we had 11 properties under contract or as to which letters of intent had been executed by potential purchasers, all of which contracts or letters of intent are subject to purchaser's due diligence and other closing conditions. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$45.5 million. These properties are encumbered by mortgage debt of approximately \$25.3 million. At March 31, 2005, the carrying value of these properties is approximately \$29.1 million. In accordance with generally accepted accounting principles, only the real estate operating properties under contract or letter of intent, but not the financing lease properties,



were reclassified to "Properties Held for Sale" and the related income and expense reclassified to "Income from Discontinued Operations."

Historically, substantially all of our real estate assets leased to others have been net-leased to single corporate tenants under long-term leases. With certain exceptions, these tenants are required to pay all expenses relating to the leased property and therefore we are not typically responsible for payment of expenses, such as maintenance, utilities, taxes and insurance associated with such properties.

Expenses relating to environmental clean-up related to our development and rental real estate operations have not had a material effect on our earnings, capital expenditures or competitive position. We believe that substantially all such costs would be the responsibility of the tenants pursuant to lease terms. While most tenants have assumed responsibility for the environmental conditions existing on their leased property, there can be no assurance that we will not be deemed to be a responsible party or that the tenant will bear the costs of remediation. Also, as we acquire more operating properties, our exposure to environmental clean-up costs may increase. We have completed Phase I environmental site assessments on most of our properties through third-party consultants. Based on the results of these Phase I environmental site assessments, the environmental consultant has recommended that certain sites may have environmental conditions that should be further reviewed. We have notified each of the responsible tenants to attempt to ensure that they cause any required investigation and/or remediation to be performed and most tenants continue to take appropriate action. However, if the tenants fail to perform responsibilities under their leases referred to above, we could potentially be liable for these costs. Based on the limited number of Phase II environmental site assessments that have been conducted by the consultants, there can be no accurate estimate of the need for or extent of any required remediation, or the costs thereof. Phase I environmental site assessments will also be performed in connection with new acquisitions and with such property refinancings as we may deem necessary and appropriate. We are in the process of updating our Phase I environmental site assessments for certain of our environmentally sensitive properties. Approximately 75 updates were completed in 2003. No additional material environmental conditions were discovered. Although we conducted environmental investigations in 2004 for newly acquired properties and no environmental concerns were disclosed by such investigations, we did not conduct any updates to the Phase I environmental site assessments for our remaining portfolio in 2004.

We have made investments in the gaming industry through our ownership of Stratosphere Casino Hotel & Tower in Las Vegas, Nevada and through our purchase of securities of the entity which owns The Sands Hotel and Casino in Atlantic City, New Jersey. One of our subsidiaries, formed for this purpose, entered into an agreement in January 2004 to acquire two Las Vegas hotels and casinos, Arizona Charlie's Decatur and Arizona Charlie's Boulder, from Mr. Icahn and an entity affiliated with Mr. Icahn, for aggregate consideration of \$125.9 million. Upon obtaining all approvals necessary under gaming laws, the acquisition was completed in May 2004. We have entered into an agreement with affiliates of Mr. Icahn pursuant to which we will acquire approximately 41.2% of the outstanding common stock of GB Holdings and warrants to purchase, upon the occurrence of certain events, approximately 11.3% of the fully diluted common stock of Atlantic Holdings, the indirect owner of The Sands Hotel and Casino. We are considering additional gaming industry investments. These investments may include acquisitions from, or be made in conjunction with, our affiliates, provided that the terms thereof are fair and reasonable to us.

We have entered into agreements with affiliates of Mr. Icahn to purchase the other membership interest in NEG Holding and 100% of the equity of TransTexas and Panaco, each an oil and gas exploration and production company. On April 6, 2005, we completed the purchase of TransTexas for \$180.0 million of cash. A Form 8-K was filed on May 10, 2005, which included AREP's supplemental consolidated historical financial statements to give effect to the acquisition of TransTexas. See "Item

1 Business Pending Acquisitions." NEG Operating, TransTexas and Panaco are affected by extensive regulation through various federal, state and local laws and regulations relating to the exploration for and development, production, gathering and marketing of oil and gas. NEG Operating, TransTexas and Panaco are also subject to numerous environmental laws, including but not limited to, those governing management of waste, protection of water, air quality, the discharge of materials into the environment, and preservation of natural resources. Non-compliance with environmental laws and the discharge of oil, natural gas, or other materials into the air, soil or water may give rise to liabilities to the government and third parties, including civil and criminal penalties, and may require us to incur costs to remedy the discharge. Laws and regulations protecting the environment have become more stringent in recent years, and may in certain circumstances impose retroactive, strict, and joint and several liabilities rendering entities liable for environmental damage without regard to negligence or fault. We cannot assure you that new laws and regulations, or modifications of or new interpretations of existing laws and regulations, will not substantially increase the cost of compliance or otherwise adversely affect our oil and gas operations and financial condition or that material indemnity claims will not arise with respect to properties that we acquire. While we do not anticipate incurring material costs in connection with environmental compliance and remediation, we cannot guarantee that material costs will not be incurred.

In accordance with GAAP, assets transferred between entities under common control are accounted for at historical costs similar to a pooling of interests and the financial statements of previously separate companies for periods prior to the acquisition are (and, in the case of the pending acquisitions, following the closing of the acquisitions, will be) restated on a combined basis.

### **Supplemental Results of Operations**

#### ***Three Months Ended March 31, 2005 Compared to Three Months Ended March 31, 2004***

Gross revenues increased by \$27.8 million, or 23.9%, during the three months ended March 31, 2005 as compared to the same period in 2004. This increase reflects increases of \$8.0 million in interest income on U.S. government and agency obligations and other investments, \$7.9 million in hotel and casino operating income, \$4.2 million in hotel and resort operating income, \$3.4 million in dividend and other income, \$3.3 million in land, house and condominium sales, \$2.0 million in accretion of investment in NEG Holding LLC and \$0.6 million in NEG management fees, partially offset by decreases of \$1.0 million in interest income on financing leases and \$0.6 million in equity in earnings of GB Holdings. The increase in interest income on U.S. government and agency obligations and other investments is primarily due to increased interest income from the senior debt proceeds, increased interest income from other investment and increased interest income on debt securities of affiliates. The increase in hotel and casino operating income is primarily due to an increase in casino, hotel and food and beverage revenues. Hotel and resort operating income increased primarily due to the Grand Harbor acquisition. The increase in land, house and condominium sales is primarily due to an increase in the number of units sold.

Expenses increased by \$23.0 million, or 24.5%, during the three months ended March 31, 2005 as compared to the same period in 2004. This increase reflects increases of \$12.1 million in interest expense, \$4.0 million in hotel and resorts operating expenses, \$3.7 million in the cost of land, house and condominium sales, \$3.4 million in hotel and casino operating expenses, and \$3.2 million in general and administrative expenses partially offset by decreases of \$2.2 million in depreciation and amortization and \$0.1 million in property expenses. The increase in interest expense is primarily attributable to interest on the senior notes issued by us in May 2004 and February 2005, respectively. The increase in hotel and resort operating expenses is primarily due to the Grand Harbor acquisition. The increase in costs of land, house and condominium sales is due to increased sales as noted above. The increase in hotel and casino operating expenses is primarily attributable to increased costs

associated with increased revenues. The increase in general and administrative expenses is primarily attributable to expenses incurred by NEG in connection with the increase in NEG management fees, legal fees, the addition of Grand Harbor and state and local franchise taxes in connection with the 2004 property sales.

Operating income increased during the three months ended March 31, 2005 \$4.8 million as compared to the same period in 2004 as detailed above.

Earnings from land, house and condominium operations decreased by \$0.4 million in the three months ended March 31, 2005 compared to the same period in 2004 due to a decrease in margins on units sold.

Earnings from hotel and casino operating properties increased by \$4.4 million during the three months ended March 31, 2005 due to increased revenues throughout the properties.

A gain on property transactions from continuing operations of \$0.2 million was recorded in the three months ended March 31, 2005 as compared to \$6.0 million in the same period in 2004.

Other losses of \$0.2 million were recorded in the three months ended March 31, 2005. There were no significant other losses in 2004.

A gain on sale of marketable equity securities of \$28.9 million was recorded in the three months ended March 31, 2004. There were no such gains in the comparable period of 2005.

Unrealized gains on securities sold short of \$21.7 million were recorded in the three months ended March 31, 2005. There were no such gains in 2004.

Income from continuing operations before income taxes decreased by \$18.2 million in the three months ended March 31, 2005 as compared to the same period in 2004 as detailed above.

Income tax expense of \$4.8 million was recorded in the three months ended March 31, 2005 as compared to \$6.0 million in the same period in 2004. Income tax expense was recorded by our corporate subsidiaries, NEG, TransTexas and American Casino.

Income from continuing operations decreased by \$17.0 million in the three months ended March 31, 2005 as compared to the same period in 2004 as detailed above.

Income from discontinued operations increased by \$9.5 million in the three months ended March 31, 2005, as compared to the same period in 2004 due to gains on property dispositions.

Net earnings for the three months ended March 31, 2005 decreased by \$7.5 million as compared to the three months ended March 31, 2004, primarily due to decreased gain on sales of real estate from continuing operations (\$5.9 million) and decreased gain on sale of marketable equity securities (\$28.9 million), partially offset by unrealized gains on securities sold short (\$21.7 million) and in the 2005 period increased income from discontinued operations (\$9.5 million).

#### ***Calendar Year 2004 Compared to Calendar Year 2003***

Gross revenues increased by \$117.5 million, or 30.2%, during 2004 as compared to 2003. This increase reflects increases of \$37.5 million in oil and gas operating revenues, \$37.1 million in hotel and casino operating revenues, \$21.8 million in interest income on U.S. government and agency obligations and other investments, \$13.3 million in land, house and condominium sales, \$4.3 million in accretion of investment in NEG Holding LLC, \$3.8 million in hotel and resort operating income, \$0.3 million in NEG management fees, \$1.4 million in equity in earnings of GB Holdings, \$0.8 million in rental

income, and \$0.4 million in dividend and other income. These increases were partially offset by a decrease of \$3.2 million in interest income on financing leases. The increase in oil and gas operating income was due to a full year of income for TransTexas compared to four months in 2003. The increase in hotel and casino operating income is primarily due to an increase in casino, hotel, and food and beverage revenues. The increase in interest income on U.S. government and agency obligations and other investments is primarily due to the repayment of two mezzanine loans, on which interest was accruing, and increased interest income from other investments. The increase in land, house and condominium sales is primarily due to sales of higher priced units. The increase in NEG management fees is primarily due to management fees received from Panaco. NEG entered into a management agreement with Panaco in November 2004. The decrease in interest income on financing leases is primarily due to property sales and reclassifications.

Expenses increased by \$92.3 million, or 28.3%, during 2004, as compared to 2003. This increase reflects increases of \$22.6 million in interest expense, \$10.7 million in hotel and casino operating expenses, \$9.4 million in cost of land, house and condominium sales, \$8.8 million in oil and gas operating expenses, \$6.9 million in general and administrative expenses, \$27.7 million in depreciation, depletion and amortization, \$4.0 million in hotel and resort operating expenses and \$2.4 million in provision for loss on real estate. These increases were partially offset by a decrease of \$0.2 million in property expenses. The increase in interest expense is primarily attributable to interest on the \$215 million principal amount of 7.85% senior secured notes issued by American Casino, the \$353 million principal amount of 8<sup>1</sup>/<sub>8</sub>% senior notes issued by us in May 2004 and interest expense pertaining to preferred limited partnership pay-in-kind distribution. The increase in hotel and casino operating expenses is primarily attributable to increased costs associated with increased revenues. The increase in the land, house and condominium expenses is primarily attributable to increased sales as discussed above. The increase in oil and gas operating expenses of \$8.8 million was due to a full year of expenses in 2004 compared to four months in 2003. The increase in general and administrative expenses is primarily attributable to expenses incurred in connection with the increase in NEG management fees and as a result of the Grand Harbor acquisition in July 2004. The increase in depreciation, depletion and amortization is primarily due to increased depreciation and amortization with respect to American Casino and a full year of depletion with respect to TransTexas compared to four months in 2003.

Operating income increased during 2004 by \$25.3 million, or 40.9%, to \$87.2 million from \$61.9 million in 2003, as detailed above.

Earnings from land, house and condominium operations increased by \$4.0 million or 96.0% to \$8.1 million in 2004 due to sales of higher priced units. Based on current information, sales are expected to decrease in early 2005. However, the Company currently expects that the effects of the acquisition of Grand Harbor, completed in July 2004, and the approval in March 2004 of a 35 unit sub-division in Westchester County, New York, should provide increased earnings from these operations in the second half of 2005.

Earnings from hotel and casino operating properties increased by \$26.4 million, or 57.4%, to \$72.4 million during 2004 due to increased revenues at each of our three properties.

Earnings from oil and gas operating properties increased by \$28.7 million, or 180.5% to \$44.6 million.

Gains on sales of property transactions and other assets from continuing operations increased by \$1.3 million or 23.2%, to \$6.9 million, in 2004.

A gain on sale of marketable debt securities of \$40.2 million was recorded in 2004, as compared to a gain of \$2.6 million in 2003.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

A write-down of marketable equity and debt securities and other investments of \$19.8 million was recorded in 2003. There was no such write-down in 2004.

Unrealized losses on securities sold short of \$23.6 million was recorded in 2004. There were no such losses in 2003. At March 1, 2005, the \$23.6 million of unrealized losses has been reversed and a net gain of \$3 million recorded.

An impairment loss on equity interest in GB Holdings, Inc. of \$15.6 million was recorded in 2004. The impairment reflects the price, \$12 million, subject to increases up to \$6 million based upon Atlantic Holdings meeting earnings targets in 2005 and 2006, used in the agreement to purchase, from an affiliate of Mr. Icahn, shares of GB Holdings common stock representing approximately 41.2% of the outstanding GB Holdings common stock. The purchase price pursuant to the agreement was less than our carrying value, approximately \$26.2 million, for the approximately 36.3% of the outstanding GB Holdings common stock that we own. There was no such loss in 2003.

A severance tax refund of \$4.5 million was received in 2004. No such refund was received in 2003.

Minority interest in the net earnings of TransTexas was \$0.8 million in 2004 as compared to \$1.3 million during 2003.

Income from continuing operations before income taxes increased by \$49.5 million in 2004 as compared to 2003, as detailed above.

Income tax expense of \$17.3 million was recorded in 2004 as compared to a \$16.8 million income tax benefit in 2003 due to a reduction in the tax valuation allowance in 2003. Income tax expense was recorded by our corporate subsidiaries NEG, TransTexas and American Casino.

Income from continuing operations increased by \$15.5 million, or 23.5%, to \$81.4 million in 2004.

Income from discontinued operations increased by \$71.7 million to \$82.7 million in 2004. This reflects our decision to capitalize on favorable real estate markets and the mature nature of our commercial real estate portfolio, which resulted in gains on property dispositions.

Net earnings for 2004 increased by \$87.2 million, or 113.3%, to \$164.1 million. This primarily was attributable to increased income from discontinued operations (\$71.7 million), increased gain on marketable debt securities (\$37.6 million), increased net oil and gas operating income (\$28.7 million), increased net hotel and casino operating income (\$26.4 million) and increased interest income (\$21.8 million). These gains were partially offset by increased depreciation, depletion and amortization (\$27.7 million) increased interest expense (\$22.6 million), increase in unrealized losses on securities sold short (\$23.6 million), increased income tax expense (\$34.1 million) and impairment loss on equity interest in GB Holdings, Inc. (\$15.6 million). Net earnings in 2003 also was affected by a write down of other investments of \$19.8 million.

Upon completion of the acquisitions described in Note 29 of the consolidated financial statements, the Company will consolidate the financial statements of NEG Holding, Panaco, and GB Holdings. Certain intercompany transactions will be eliminated. As a result, certain intercompany transactions will be eliminated, including, along others, the equity interest in GB Holdings for which we recorded an impairment loss in 2004, and NEG management fees.

### *Calendar Year 2003 Compared to Calendar Year 2002*

Gross revenues decreased by \$46.0 million, or 10.6%, during 2003 as compared to 2002. This decrease reflects decreases of (1) \$62.8 million in land, house and condominium sales, (2) \$8.0 million

in interest income on U.S. government and agency obligations and other investments, (3) \$3.8 million in equity in earnings of GB Holdings, Inc., (4) \$2.7 million in accretion of investment in NEG Holding, (5) \$1.6 million in financing lease income, (6) \$1.0 million in NEG management fee and (7) \$0.5 million in hotel and resort operating income, partially offset by increases of \$20.9 million in oil and gas operating income, \$12.8 million in hotel and casino operating income, \$0.2 million in rental income, \$0.5 million in dividend and other income. The decrease in land, house and condominium sales is primarily due to a decrease in the number of units sold, as the Grassy Hollow, Gracewood and Stone Ridge properties were depleted by sales. During 2003, Hammond Ridge received necessary approvals and, along with Penwood, have commenced lot sales. The decrease in interest income on U.S. government and agency obligations and other investments is primarily attributable to the prepayment of a loan to Mr. Icahn in 2003 and a decline in interest rates on U.S. Government and Agency obligations as higher rate bonds were called in 2002. The decrease in equity in earnings of GB Holdings, Inc. is due to decreased casino revenue primarily attributable to a reduction in the number of table games as new slot machines were added in 2002. This business strategy had a negative effect on casino operations and was changed in 2003 to focus on the mid to high-end slot customer with a balanced table game business. The decrease in accretion of investment in NEG Holding is primarily attributable to priority distributions received from NEG Holding in 2003. The decrease in financing lease income is the result of lease expirations, reclassifications of financing leases and normal financing lease amortization. The decrease in NEG management fee was due to a decrease in costs associated with NEG. The decrease in rental income is primarily attributable to property dispositions. The increase in hotel and casino operating income is primarily attributable to an increase in hotel, food and beverage revenues and a decrease in promotional allowances. The average daily room rate, or ADR, at the Stratosphere increased \$3 to \$51 and percentage occupancy increased approximately 0.2% to 89.8%. The ADR at Arizona Charlie's Decatur decreased \$1 to \$43 and percentage occupancy increased 10.9% to 85.3%. The ADR at Arizona Charlie's Boulder increased less than \$1 to \$43 and percentage occupancy increased 0.5% to 55.7%.

Expenses decreased by \$28.5 million, or 8.0%, during 2003 as compared to 2002. This decrease reflects decreases of \$45.5 million in the cost of land, house and condominium sales, \$1.8 million in hotel and resort operating expenses, \$1.1 million in hotel and casino operating expenses and \$2.5 million in provision for loss on real estate, partially offset by increases of \$5.0 million in oil and gas operating expenses, \$0.6 million in rental property expenses and \$16.9 million in depreciation, depletion and amortization. The decrease in the cost of land, house and condominium sales is due to decreased sales. Costs as a percentage of sales decreased from 72% in 2002 to 69% in 2003. The decrease in hotel and resort operating expenses is due to a decrease in payroll and related expenses. The decrease in hotel and casino operating expenses is primarily attributable to a decrease in selling, general and administrative expenses. Costs as a percentage of sales decreased from 87% in 2002 to 83% in 2003. A provision for loss on real estate of \$0.8 million was recorded in 2003 as compared to \$3.2 million in 2002. In 2002, there were more properties vacated due to tenant bankruptcies than in 2003. The increase in oil and gas operating expenses was due to no activity during 2002. The increase in depreciation, depletion and amortization was due to the inclusion of TransTexas in our operating results for four months in 2003.

Operating income decreased during 2003 by \$17.4 million compared to 2002 as detailed above.

Earnings from land, house and condominium operations decreased significantly in 2003 compared to 2002 due to a decline in inventory of completed units available for sale. Based on current information, sales will increase moderately during 2004. However, municipal approval of land inventory or the purchase of approved land is required to continue this upward trend into 2005 and beyond.

Earnings from hotel, casino and resort properties could be constrained by recessionary pressures, international tensions and competition.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Earnings from oil and gas operations were \$45.4 million in 2003 as compared to \$33.4 million in 2002. The increase was due to the inclusion of TransTexas in our operating results in 2003.

Gain on property transactions from continuing operations decreased by \$1.9 million during 2003 as compared to 2002 due to the size and number of transactions.

A loss on sale of other assets of \$1.5 million was recorded in 2003 as compared to \$0.4 million loss in 2002.

A write-down of marketable equity and debt securities and other investments of \$19.8 million, pertaining to our investment in the Philip notes, was recorded in 2003 as compared to a write-down of \$8.5 million in 2002. These write downs relate to our investment in Philip Services Corp., which filed for bankruptcy protection in June 2003.

A write-down of a limited partnership investment of \$3.8 million was recorded in 2002. There was no such write-down in 2003.

A gain on sale of marketable equity securities of \$2.6 million was recorded in 2003. There was no such gain in 2002.

Minority interest in the net earnings of Stratosphere Corporation was \$1.9 million during 2002. As a result of the acquisition of the minority interest in December 2002, there was no minority interest in Stratosphere in 2003 or thereafter. Minority interest in the net earnings of TransTexas was \$1.3 million during 2003.

Income from continuing operations before income taxes decreased by \$24.7 million in 2003 as compared to 2002, as detailed above.

An income tax benefit of \$16.8 million was recorded in 2003 as compared to an expense of \$10.1 million in 2002. The effective tax rate on earnings of taxable subsidiaries was positively affected in 2003 by a reduction in the valuation allowance in deferred tax assets. We expect our effective tax rate on earnings of taxable subsidiaries to increase significantly in 2004.

Income from continuing operations increased by \$2.1 million in 2003 as compared to 2002, as detailed above.

Income from discontinued operations increased by \$4.1 million in 2003 as compared to 2002, primarily due to gains on property dispositions.

Net earnings for 2003 increased by \$6.2 million as compared to 2002 primarily due to oil and gas net operating income of \$15.9 million in 2003, decreased income tax expense of \$26.8 million, decreased write-down of limited partnership interests of \$3.8 million, increased earnings from hotel and casino operations of \$13.9 million, increased gain on the sale of marketable equity securities of \$2.6 million and an increase in income from discontinued operations of \$4.1 million which was partially offset by an increase in depreciation, depletion and amortization of \$16.9 million, an increase in the write-down of marketable equity and debt securities and other investments of \$11.3 million, decreased earnings from land, house and condominium operations of \$17.2 million, decreased interest income of \$8.0 million and decreased equity in earnings of GB Holdings of \$3.8 million.

**Liquidity and Capital Resources***March 31, 2005 and 2004*

Net cash provided by operating activities was \$37.0 million for the three months ended March 31, 2005 as compared to \$39.3 million in the comparable period of 2004. This decrease was primarily due to an increase in restricted cash (\$8.7 million), an increase in due from brokers (\$2.5 million), a decrease in accounts payable and accrued expenses (\$11.6 million) and a decrease in discontinued operations (\$2.4 million), partially offset by an increase in cash flow from other operations (\$0.1 million), a decrease in receivables and other assets (\$14.1 million), a decrease in land and construction-in-progress (\$6.4 million), and an increase in deferred income tax expense (\$2.3 million).

Net cash provided by operating activities was \$98.0 million for 2004 as compared to \$32.9 million for 2003. This increase of \$65.1 million was primarily due to an increase in oil and gas operations (\$28.7 million), hotel and casino operations (\$26.4 million), an increase in interest income (\$21.8 million), repayment of accounts payable and accrued expenses in 2003 and increased accounts payable and accrued expenses in 2004 (\$134.6 million) and an increase in cash flow from other operations (\$10.0 million), partially offset by an increase in interest expense (\$22.6 million), an increase in due from brokers (\$123.0 million) and an increase in receivables and other assets (\$14.2 million).

The following table reflects, at March 31, 2005, our contractual cash obligations, subject to certain conditions, due over the indicated periods and when they come due (in \$millions):

	<b>Less Than 1 Year</b>	<b>1-3 Years</b>	<b>3-5 Years</b>	<b>After Years</b>	<b>Total</b>
Mortgages payable	\$ 4.2	\$ 8.9	\$ 29.3	\$ 37.8	\$ 80.2
Acquisition of TransTexas	180.0				180.0
Senior secured notes payable				215.0	215.0
Senior unsecured notes payable				833.0	833.0
Senior debt interest	78.3	159.5	159.5	211.3	608.6
Construction and development obligations	44.5	15.8			60.3
<b>Total</b>	<b>\$ 307.0</b>	<b>\$ 184.2</b>	<b>\$ 188.8</b>	<b>\$ 1,297.1</b>	<b>\$ 1,977.1</b>

***Mortgages***

During the three months ended March 31, 2005 and 2004, approximately \$1.0 million and \$1.7 million of mortgage principal amounts were repaid. During the years ended December 31, 2004 and 2003, approximately \$5.2 million and \$6.5 million, respectively, of mortgage principal were repaid. These amounts do not include mortgage debt repaid in connection with sales of real estate. In 2004, mortgage financing proceeds were \$10.0 million on commercial condo units located New York City. In May 2003, we obtained mortgage financing in the principal amount of \$20.0 million on a distribution facility located in Windsor Locks, Connecticut. We intend to use asset sale, financing and refinancing proceeds for new investments.

***Long-Term Debt***

In January 2004, ACEP issued senior secured notes due 2012. The notes, in the aggregate principal amount of \$215.0 million, bear interest at the rate of 7.85% per annum. ACEP used the proceeds of the offering for the Arizona Charlie's acquisitions, to repay intercompany indebtedness and for distributions to AREH. ACEP also has a \$20.0 million credit facility. At December 31, 2004, there were no borrowings under the credit facility. The restrictions imposed by ACEP's senior secured notes



and the credit facility likely will preclude our receiving payments from the operations of our principal hotel and gaming properties. ACEP accounted for 67% of our revenues and 34% of our operating income in 2004.

ACEP's 7.85% senior secured notes due 2012 restrict the payment of cash dividends or distributions by ACEP, the purchase of its equity interests, the purchase, redemption, defeasance or acquisition of debt subordinated to ACEP's notes and investments as "restricted payments." ACEP's notes also prohibit the incurrence of debt, or the issuance of disqualified or preferred stock, as defined by ACEP, with certain exceptions, provided that ACEP may incur debt or issue disqualified stock if, immediately after such incurrence or issuance, the ratio of consolidated cash flow to fixed charges (each as defined) for the most recently ended four full fiscal quarters for which internal financial statements are available immediately preceding the date on which such additional indebtedness is incurred or disqualified stock or preferred stock is issued would have been at least 2.0 to 1.0, determined on a pro forma basis giving effect to the debt incurrence or issuance. As of March 31, 2005, such ratio was 1.1 to 1.0. The ACEP notes also restrict the creation of liens, the sale of assets, mergers, consolidations or sales of substantially all of its assets, the lease or grant of a license, concession, other agreements to occupy, manage or use our assets, the issuance of capital stock of restricted subsidiaries and certain related party transactions. The ACEP notes allow it to incur indebtedness, among other things, of up to \$50 million under credit facilities, non-recourse financing of up to \$15 million to finance the construction, purchase or lease of personal or real property used in its business, permitted affiliate subordinated indebtedness (as defined), the issuance of additional 7.85% senior secured notes due 2012 in an aggregate principal amount not to exceed 2.0 times net cash proceeds received from equity offerings and permitted affiliate subordinated debt, and additional indebtedness of up to \$10.0 million.

Additionally, ACEP's senior secured revolving credit facility allows for borrowings of up to \$20.0 million, including the issuance of letters of credit of up to \$10.0 million. Loans made under the senior secured revolving facility will mature and the commitments under them will terminate in January 2008. At March 31, 2005, there were not any borrowings or letters of credit outstanding under the facility. The facility contains restrictive covenants similar to those contained in the 7.85% senior secured notes due 2012. In addition, the facility requires that, as of the last date of each fiscal quarter, ACEP's ratio of net property, plant and equipment for key properties, as defined, to consolidated first lien debt be not less than 5.0 to 1.0 and ACEP's ratio of consolidated first lien debt to consolidated cash flow not be more than 1.0 to 1.0. At March 31, 2005, these ratios were 86.3 to 1.0 and 0.0 to 1.0, respectively.

On May 12, 2004, we and AREP Finance issued senior notes due 2012. The notes, in the aggregate principal amount of \$353.0 million, and priced at 99.266% of principal amount, bear interest at a rate of 8<sup>1</sup>/<sub>8</sub>% per annum. The notes are guaranteed by AREH. Net proceeds from the offering have been and will continue to be used for general business purposes, including to pursue our primary business strategy of acquiring undervalued assets in either our existing lines of business or other businesses and to provide additional capital to grow our existing businesses.

On February 7, 2005, we and AREP Finance issued senior notes due 2013. The notes, in the aggregate principal amount of \$480 million, bear interest at a rate of 7<sup>1</sup>/<sub>8</sub>% per annum. The notes are guaranteed by AREH. Net proceeds from the offering will be used to fund the acquisition of TransTexas, to pay related fees and expenses, and for general business purposes, including to pursue our primary business strategy of acquiring undervalued assets in either our existing lines of business or other businesses and to provide additional capital to grow our existing businesses.

Our 8<sup>1</sup>/<sub>8</sub>% senior notes due 2012 and 7<sup>1</sup>/<sub>8</sub>% notes due 2013 restrict the payment of cash dividends or distributions, the purchase of equity interests or the purchase, redemption, defeasance or acquisition

of debt subordinated to the 8<sup>1</sup>/<sub>8</sub>% senior notes due 2012 and 7<sup>1</sup>/<sub>8</sub>% notes due 2013. The notes also restrict the incurrence of debt, or the issuance of disqualified stock, as defined, with certain exceptions, provided that we may incur debt or issue disqualified stock if, immediately after such incurrence or issuance, the ratio of the aggregate principal amount of all outstanding indebtedness of AREP and its subsidiaries on a consolidated basis to the tangible net worth of AREP and its subsidiaries on a consolidated basis would have been less than 1.75 to 1.0. As of March 31, 2005, such ratio was 0.76 to 1.0. In addition, both issues of notes require that on each quarterly determination date that the Fixed Charge Coverage Ratio of us and the guarantor of the notes (currently only AREH) for the four consecutive fiscal quarters most recently completed prior to such quarterly determination date be at least 1.5 to 1.0. For the four quarters ended March 31, 2005, such ratio was 2.44 to 1.0. If the ratio is less than 1.5 to 1.0, we will be deemed to have satisfied this test if there is deposited cash, which together with cash previously deposited for such purpose and not released, equal to the amount of interest payable on the notes for one year. If at any subsequent quarterly determination date, the ratio is at least 1.5 to 1.0, such deposited funds will be released to us. The notes also require, on each quarterly determination date, that the ratio of total unencumbered assets, as defined, to the principal amount of unsecured indebtedness, as defined, be greater than 1.5 to 1.0 as of the last day of the most recently completed fiscal quarter. As of March 31, 2005, such ratio was 2.90 to 1.0. The notes also restrict the creation of liens, mergers, consolidations and sales of substantially all of our assets, and transactions with affiliates. As of March 31, 2005, based upon these tests, on a pro forma basis, giving effect to the issuance of the 7<sup>1</sup>/<sub>8</sub>% notes due 2013, we and AREH could have incurred up to approximately \$[1.5] billion of additional indebtedness.

The operating subsidiary of NEG Holding, of which we have agreed to acquire a membership interest, has a credit agreement which contains covenants that have the effect of restricting dividends or distributions. These, together with the ACEP indenture and the indenture governing the notes, likely will preclude our receiving payments from the operations of our principal hotel and casino and certain of our oil and gas properties.

*Asset Sales and Purchases*

In the three months ended March 31, 2005, we sold four rental real estate properties and a golf resort for approximately \$51.9 million which were encumbered by mortgage debt of approximately \$10.7 million repaid that was from the sale proceeds. Net proceeds from the sale or disposal of portfolio properties totaled approximately \$1.2 million in the three months ended March 31, 2005. During the comparable period of 2004, net proceeds totaled approximately \$25.3 million.

Of the five properties, we sold one financing lease property for approximately \$8.4 million encumbered by mortgage debt of approximately \$3.8 million. The carrying value of this property was approximately \$8.2 million; therefore, we recognized a gain on sale of approximately \$0.2 million in the three months ended March 31, 2005, which is included in income from continuing operations. We sold four operating properties for approximately \$43.5 million encumbered by mortgage debt of approximately \$6.9 million. The carrying value of these properties was approximately \$24.8 million. We recognized a gain on sale of approximately \$18.7 million in the three months ended March 31, 2005, which is included in income from discontinued operations.

During the year ended December 31, 2004, we sold 57 rental real estate properties for approximately \$245.4 million, which were encumbered by mortgage debt of approximately \$93.8 million which was repaid from the sales proceeds. As of December 31, 2004, we had entered into conditional sales contracts or letters of intent for 15 additional rental real estate properties, all of which contracts or letters of intent are subject to purchaser's due diligence and other closing conditions. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$97.9 million. These properties are encumbered by mortgage debt of approximately \$36.0 million.

Net proceeds from the sale or disposal of portfolio properties totaled approximately \$151.6 million in the year ended December 31, 2004. During 2003, net sales proceeds totaled approximately \$20.6 million.

At March 31, 2005, we had 11 properties under contract or as to which letters of intent had been executed by the potential purchaser, all of which contracts or letters of intent are subject to purchaser's due diligence and other closing conditions. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$45.5 million. These properties are encumbered by mortgage debt of approximately \$25.3 million.

*Capital Expenditures*

Capital expenditures for real estate, oil and gas operations, hotel and casino and hotel and resort operations were approximately \$4.8 million and \$1.7 million during the three months ended March 31, 2005 and 2004, respectively, and \$63.8 million and \$34.0 million during the years ended December 31, 2004 and 2003, respectively. In the year ended December 31, 2004, we acquired a property for approximately \$14.6 million, a hotel and resort property for approximately \$16.5 million and development property for approximately \$62.2 million, the latter two acquired in the Grand Harbor acquisition.

*Leases*

In 2003, 17 leases covering 17 rental real estate properties and representing approximately \$2.2 million in annual rentals expired. Twelve leases originally representing \$1.6 million in annual rental income were renewed for \$1.4 million in annual rentals. Such renewals are generally for a term of five years. Five properties with annual rental income of \$0.6 million were not renewed.

In 2004, 11 leases covering 11 rental real estate properties and representing approximately \$1.8 million in annual rentals expired. Eight leases representing \$1.5 million in annual rental income were renewed for \$1.5 million in annual rentals. Such renewals are generally for a term of five years. Three properties with annual rentals of \$0.3 million were not renewed.

In 2005, 14 leases covering 24 rental real estate properties representing approximately \$3.6 million in annual rentals are scheduled to expire. Six leases representing approximately \$2.9 million in annual

rentals were renewed for approximately \$2.9 million. Such renewals are generally for a term of 10 years. Three properties with annual rentals of approximately \$0.2 million have not been renewed. The status of five properties with annual rentals of approximately \$0.5 million has not yet been determined.

### ***Distributions***

On March 31, 2004, we distributed to holders of record of our preferred units, as of March 12, 2004, 489,657 additional preferred units. Pursuant to the terms of the preferred units, on March 4, 2005, we declared our scheduled annual preferred unit distribution payable in additional preferred units at the rate of 5% of the liquidation preference of \$10.00. On March 31, 2005, we distributed to holders of record as of March 15, 2005, 514,133 additional preferred units. In March 2005, the number of authorized preferred units was increased to 10,900,000.

Our preferred units are subject to redemption at our option on any payment date, and the preferred units must be redeemed by us on or before March 31, 2010. The redemption price is payable, at our option, subject to the indenture, either all in cash or by the issuance of depository units, in either case, in an amount equal to the liquidation preference of the preferred units plus any accrued but unpaid distributions thereon.

### ***Cash and Cash Equivalents***

Our cash and cash equivalents and investment in U.S. government and agency obligations increased by \$455.1 million during the three months ended March 31, 2005 primarily due to proceeds from the issuance of our 7<sup>1</sup>/<sub>8</sub>% senior notes due 2013 (\$474.0 million), property sales proceeds (\$41.2 million), cash provided by operations (\$27.3 million) and repayment of affiliates' debt securities (\$2.7 million), partially offset by purchase of equity securities (\$66.3 million), repayment of affiliate debt (\$16.6 million), capital expenditures (\$4.8 million) and other (\$6.4 million).

Our cash and cash equivalents and investment in U.S. government and agency obligations increased by \$305.3 million during the year ended December 31, 2004 primarily due to proceeds from the issuance of our 8<sup>1</sup>/<sub>8</sub>% senior notes due 2012 and ACEP's 7.85% senior secured notes due 2012 in the aggregate (\$565.4 million), property sales proceeds (\$151.6 million), proceeds from the sale of marketable equity in the aggregate and debt securities (\$90.6 million), repayment of mezzanine loans (\$49.1 million), cash provided by operations (\$98.0 million), guaranteed payment from NEG Holding (\$16.0 million), proceeds from mortgages payable (\$10.0 million) and proceeds from the sale of other assets (\$3.8 million) partially offset by the purchase of debt securities (\$245.2 million), purchase of the Arizona Charlies' (\$125.9 million), the Grand Harbor and Oak Harbor acquisition (\$78.6 million), purchase of debt securities of affiliates (\$65.5 million), purchase of Atlantic Holdings debt (\$36 million), repayment of affiliate debt (\$25.0 million), capital expenditures (\$63.8 million), rental real estate acquisitions (\$14.6 million), periodic principal payments (\$14.6 million) and other (\$10.0 million).

Of our cash and cash equivalents at December 31, 2004, approximately \$75.2 million is at ACEP. The terms of ACEP's 7.85% senior secured notes and its revolving credit facility restrict dividends and distributions to us, as well as redemptions of equity interests and other transactions that would make the cash available to AREP and its other subsidiaries.

We received net proceeds of approximately \$474 million from the issuance, in February 2005, of our 7<sup>1</sup>/<sub>8</sub>% senior notes due 2013. Our cash will be used to fund the \$180 million acquisition of TransTexas, and for general business purposes, including to pursue our primary business strategy of acquiring undervalued assets in either our existing lines of business or other businesses and to provide additional capital to grow our businesses.

### ***Acquisitions***

On April 6, 2005, we acquired 100% of the equity of TransTexas, an oil and gas exploration and production company, for a purchase price of \$180.0 million in cash.

During December 2004, we acquired the following:

\$27.5 million aggregate principal amount of term notes issued by TransTexas, or the TransTexas Notes, for \$28.2 million in cash, which included \$0.7 million of accrued interest through December 6, 2004;

All of the membership interests of Mid River, the assets of which consist of \$38.0 million principal amount of term loans outstanding under the term loan and security agreement, dated as of November 16, 2004, among Panaco, Inc., as borrower, the lenders (as defined therein) and Mid River as administrative agent, or the Panaco Debt, and \$0.1 million of accrued interest, through December 6, 2004, for \$38.1 million in cash; and

\$37.0 million principal amount of 3% notes due 2008 issued by Atlantic Coast Entertainment Holdings LLC, or Atlantic Holdings, or the Atlantic Holdings Notes, for \$36.0 million in cash.

On May 26, 2004, ACEP acquired two Las Vegas hotels and casinos, Arizona Charlie's Decatur and Arizona Charlie's Boulder, from Mr. Icahn and an entity affiliated with Mr. Icahn, for aggregate consideration of \$125.9 million. At the closing of those acquisitions, AREH transferred 100% of the common stock of Stratosphere to ACEP. As a result, ACEP owns and operates three gaming and entertainment properties in the Las Vegas metropolitan area.

In October 2003, pursuant to a purchase agreement dated as of May 16, 2003, we acquired all of the debt and 50% of the equity securities of NEG from entities affiliated with Mr. Icahn for an aggregate consideration of approximately \$148.1 million plus approximately \$6.7 million of accrued interest on the debt securities.

In July 2004, we acquired Grand Harbor and Oak Harbor, two waterfront communities in Vero Beach, Florida. The communities include three golf courses, a tennis complex, fitness center, beach club and an assisted living facility. In addition, we acquired approximately 400 acres of land to the north of Grand Harbor which currently has entitlements to build approximately 600 homes and an 18 hole golf course. The total purchase price was approximately \$75.0 million.

In January 2004, we purchased a 34,422 square foot commercial condominium unit in New York City for approximately \$14.5 million.

#### **Off-Balance Sheet Arrangements**

We do not have any off-balance sheet arrangements.

#### **Critical Accounting Policies and Estimates**

Our consolidated financial statements have been prepared in accordance with generally accepted accounting principles, or GAAP. The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities. Among others, estimates are used when accounting for valuation of investments, recognition of casino revenues and promotional allowances and estimated costs to complete its land, house and condominium developments. Estimates and assumptions are evaluated on an ongoing basis and are based on historical and other factors believed to be reasonable under the circumstances. The results of these estimates may form the basis of the carrying value of certain assets and liabilities and may not be readily apparent from other sources. Actual results, under conditions and circumstances different from those assumed, may differ from estimates.

We accounted for our acquisitions of NEG, TransTexas and the Arizona Charlie's hotels and casinos as assets transferred between entities under common control which requires that they be accounted for at historical costs similar to a pooling of interests. NEG's investment in NEG Holding constitutes a variable interest entity. In accordance with GAAP, we have determined that NEG is not the primary beneficiary of NEG Holding and therefore we do not consolidate NEG Holding in our consolidated financial statements.

We believe the following accounting policies are critical to our business operations and the understanding of results of operations and affect the more significant judgments and estimates used in the preparation of our consolidated financial statements.

***Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed of***

Long-lived assets held and used by us and long-lived assets to be disposed of, are reviewed for impairment whenever events or changes in circumstances, such as vacancies and rejected leases, indicate that the carrying amount of an asset may not be recoverable.

In performing the review for recoverability, we estimate the future cash flows expected to result from the use of the asset and its eventual disposition. If the sum of the expected future cash flows, undiscounted and without interest charges, is less than the carrying amount of the asset an impairment loss is recognized. Measurement of an impairment loss for long-lived assets that we expect to hold and use is based on the fair value of the asset. Long-lived assets to be disposed of are reported at the lower of carrying amount or fair value less cost to sell.

***Commitments and Contingencies Litigation***

On an ongoing basis, we assess the potential liabilities related to any lawsuits or claims brought against us. While it is typically very difficult to determine the timing and ultimate outcome of such actions, we use our best judgment to determine if it is probable that we will incur an expense related to the settlement or final adjudication of such matters and whether a reasonable estimation of such probable loss, if any, can be made. In assessing probable losses, we make estimates of the amount of insurance recoveries, if any. We accrue a liability when we believe a loss is probable and the amount of loss can be reasonably estimated. Due to the inherent uncertainties related to the eventual outcome of litigation and potential insurance recovery, it is possible that certain matters may be resolved for amounts materially different from any provisions or disclosures that we have previously made.

***Marketable Equity and Debt Securities and Investment in U.S. Government and Agency Obligations***

Investments in equity and debt securities are classified as either held-to-maturity or available for sale for accounting purposes. Investment in U.S. government and agency obligations are classified as available for sale. Available for sale securities are carried at fair value on our balance sheet. Unrealized holding gains and losses are excluded from earnings and reported as a separate component of partners' equity. Held-to-maturity securities are recorded at amortized cost.

A decline in the market value of any held-to-maturity security below cost that is deemed to be other than temporary results in a reduction in carrying amount to fair value. The impairment is charged to earnings and a new cost basis for the security is established. Dividend income is recorded when declared and interest income is recognized when earned.

***Mortgages and Notes Receivable***

We have generally not recognized any profit in connection with the property sales in which certain purchase money mortgages receivable were taken back. Such profits are being deferred and will be recognized when the principal balances on the purchase money mortgages are received.

We engage in real estate lending, including making second mortgage or secured mezzanine loans to developers for the purpose of developing single-family homes, luxury garden apartments or commercial properties. These loans are subordinate to construction financing and we target an interest rate in excess of 20% per annum. However interest is not paid periodically and is due at maturity or earlier from unit sales or refinancing proceeds. We defer recognition of interest income on mezzanine loans pending receipt of principal and interest payments.

### ***Revenue Recognition***

Revenue from real estate sales and related costs are recognized at the time of closing primarily by specific identification. We follow the guidelines for profit recognition set forth by Financial Accounting Standards Board (FASB) Statement No. 66, Accounting for Sales of Real Estate.

### ***Casino Revenues and Promotional Allowances***

We recognize revenues in accordance with industry practice. Casino revenue is recorded as the net win from gaming activities, the difference between gaming wins and losses. Casino revenues are net of accruals for anticipated payouts of progressive and certain other slot machine jackpots. Revenues include the retail value of rooms, food and beverage and other items that are provided to customers on a complimentary basis. A corresponding amount is deducted as promotional allowances. The cost of such complimentary items is included in "Hotel and casino operating expenses." We also reward customers, through the use of loyalty programs, with points based on amounts wagered, that can be redeemed for a specified period of time for cash. We deduct the cash incentive amounts from casino revenue.

### ***Natural Gas Production Imbalances***

We account for natural gas production imbalances using the sales method, whereby we recognize revenue on all natural gas sold to our customers notwithstanding the fact its ownership may be less than 100% of the natural gas sold. We record liabilities for imbalances greater than our proportionate share of remaining natural gas reserves.

### ***Hedging Agreements***

From time to time, we enter into commodity price swap agreements (the Hedge Agreements) to reduce our exposure to price risk in the spot market for natural gas. We follow Statement of Financial Accounting Standards No. 133 (SFAS 133), *Accounting for Derivative Instruments and Hedging Activities*, which was amended by Statement of Financial Accounting Standards No. 138, *Accounting for Certain Derivative Instruments and Certain Hedging Activities*. These pronouncements established accounting and reporting standards for derivative instruments and for hedging activities, which generally require recognition of all derivatives as either assets or liabilities in the balance sheet at their fair value. The accounting for changes in fair value depends on the intended use of the derivative and its resulting designation. We elected not to designate these instruments as hedges for accounting purposes, accordingly both realized and unrealized gains and losses are included in oil and natural gas sales.

### ***Oil and Natural Gas Properties***

The Company utilizes the full cost method of accounting for its crude oil and natural gas properties. Under the full cost method, all productive and nonproductive costs incurred in connection with the acquisition, exploration and development of crude oil and natural gas reserves are capitalized and amortized on the units-of-production method based upon total proved reserves. The costs of unproven properties are excluded from the amortization calculation until the individual properties are evaluated and a determination is made as to whether reserves exist. Conveyances of properties, including gains or losses on abandonments of properties, are treated as adjustments to the cost of crude oil and natural gas properties, with no gain or loss recognized.

Under the full cost method, the net book value of oil and natural gas properties, less related deferred income taxes, may not exceed the estimated after-tax future net revenues from proved oil and natural gas properties, discounted at 10% per year (the ceiling limitation). In arriving at estimated future net revenues, estimated lease operating expenses, development costs, abandonment costs, and certain production related and ad-valorem taxes are deducted. In calculating future net revenues, prices and costs in effect at the time of the calculation are held constant indefinitely, except for changes, which are fixed and determinable by existing contracts. The net book value is compared to the ceiling limitation on a quarterly basis.

### ***Accounting for Asset Retirement Obligations***

We account for our asset retirement obligation under Statement of Financial Accounting Standards No. 143 (SFAS 143), *Accounting for Asset Retirement Obligations*. SFAS 143 provides accounting requirements for costs associated with legal obligations to retire tangible, long-lived assets. Under SFAS 143, an asset retirement obligation is needed at fair value in the period in which it is incurred by increasing the carrying amount for the related long-lived asset. In each subsequent period, the liability is accreted to its present value and the capitalized cost is depreciated over the useful life of the related asset.

### ***Income Taxes***

No provision has been made for federal, state or local income taxes on the results of operations generated by partnership activities as such taxes are the responsibility of the partners. Stratosphere Corporation, National Energy Group, Inc. and TransTexas Gas Corporation, our corporate subsidiaries, account for their income taxes under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases and operating loss and tax credit carry forwards.

Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

Management periodically evaluates all evidence, both positive and negative, in determining whether a valuation allowance to reduce the carrying value of deferred tax assets is still needed. In 2004 and 2003, we concluded, based on the projected allocations of taxable income, that our corporate subsidiaries, NEG, Stratosphere and TransTexas, more likely than not will realize a partial benefit from their deferred tax assets and loss carryforwards. Ultimate realization of the deferred tax asset is dependent upon, among other factors, our corporate subsidiaries' ability to generate sufficient taxable income within the carryforward periods and is subject to change depending on the tax laws in effect in the years in which the carryforwards are used.

### ***Properties***

Properties held for investment, other than those accounted for under the financing method, are carried at cost less accumulated depreciation unless declines in the value of the properties are considered other than temporary at which time the property is written down to net realizable value. Properties held for sale are carried at the lower of cost or net realizable value. Such properties are no longer depreciated and their operations are included in discontinued operations. A property is classified as held for sale at the time we determine that the criteria in SFAS 144 have been met.

### ***Trends and Other Uncertainties***

#### ***General***

*Certain of our management are committed to the management of other businesses.*

Certain of the individuals who conduct the affairs of API, including our chairman, Carl C. Icahn, and our chief executive officer, Keith A. Meister, are and will in the future be committed to the management of other businesses owned or controlled by Mr. Icahn and his affiliates. Accordingly, these individuals will not be devoting all of their professional time to the management of us, and conflicts may arise between our interests and the other entities or business activities in which such individuals are involved. Conflicts of interest may arise in the future as such affiliates and we may compete for the same assets, purchasers and sellers of assets or financings.



*We may be subject to the pension liabilities of our affiliates.*

Mr. Icahn, through certain affiliates, currently owns 100% of API and approximately 86.5% of our outstanding depositary units and preferred units. Applicable pension and tax laws make each member of a "controlled group" of entities, generally defined as entities in which there is at least an 80% common ownership interest, jointly and severally liable for certain pension plan obligations of any member of the controlled group. These pension obligations include ongoing contributions to fund the plan, as well as liability for any unfunded liabilities that may exist at the time the plan is terminated. In addition, the failure to pay these pension obligations when due may result in the creation of liens in favor of the pension plan or the Pension Benefit Guaranty Corporation, or the PBGC, against the assets of each member of the controlled group.

As a result of the more than 80% ownership interest in us by Mr. Icahn's affiliates, we and our subsidiaries, are subject to the pension liabilities of all entities in which Mr. Icahn has a direct or indirect ownership interest of at least 80%. One such entity, ACF Industries LLC, is the sponsor of several pension plans which are underfunded by a total of approximately \$33.0 million on an ongoing actuarial basis and \$149.0 million if those plans were terminated, as most recently reported by the plans' actuaries. These liabilities could increase or decrease, depending on a number of factors, including future changes in promised benefits, investment returns, and the assumptions used to calculate the liability. As members of the ACF controlled group, we would be liable for any failure of ACF to make ongoing pension contributions or to pay the unfunded liabilities upon a termination of the ACF pension plans. In addition, other entities now or in the future within the controlled group that includes us may have pension plan obligations that are, or may become, underfunded and we would be liable for any failure of such entities to make ongoing pension contributions or to pay the unfunded liabilities upon a termination of such plans.

The current underfunded status of the ACF pension plans requires ACF to notify the PBGC of certain "reportable events," such as if we cease to be a member of the ACF controlled group, or if we make certain extraordinary dividends or stock redemptions. The obligation to report could cause us to seek to delay or reconsider the occurrence of such reportable events.

Starfire Holding Corporation, which is 100% owned by Mr. Icahn, has undertaken to indemnify us and our subsidiaries from losses resulting from any imposition of pension funding or termination liabilities that may be imposed on us and our subsidiaries or our assets as a result of being a member of the Icahn controlled group. The Starfire indemnity provides, among other things, that so long as such contingent liabilities exist and could be imposed on us, Starfire will not make any distributions to its stockholders that would reduce its net worth to below \$250.0 million. Nonetheless, Starfire may not be able to fund its indemnification obligations to us.

*We are subject to the risk of possibly becoming an investment company.*

Because we are a holding company and a significant portion of our assets consists of investments in companies in which we own less than a 50% interest, we run the risk of inadvertently becoming an investment company that is required to register under the Investment Company Act of 1940. Registered investment companies are subject to extensive, restrictive and potentially adverse regulation relating to, among other things, operating methods, management, capital structure, dividends and transactions with affiliates. Registered investment companies are not permitted to operate their business in the manner in which we operate our business, nor are registered investment companies permitted to have many of the relationships that we have with our affiliated companies.

To avoid regulation under the Investment Company Act, we monitor the value of our investments and structure transactions with an eye toward the Investment Company Act. As a result, we may structure transactions in a less advantageous manner than if we did not have Investment Company Act concerns, or we may avoid otherwise economically desirable transactions due to those concerns. In addition, events beyond our control, including significant appreciation or depreciation in the market value of certain of our publicly traded holdings, could result in our inadvertently becoming an investment company.

If it were established that we were an investment company, there would be a risk, among other material adverse consequences, that we could become subject to monetary penalties or injunctive relief, or both, in an action brought by the SEC, that we would be unable to enforce contracts with third parties or that third parties could seek to obtain rescission of transactions with us undertaken during the period it was established that we were an unregistered investment company.

*We may become taxable as a corporation.*

We operate as a partnership for federal income tax purposes. This allows us to pass through our income and deductions to our partners. We believe that we have been and are properly treated as a partnership for federal income tax purposes. However, the Internal Revenue Service, or IRS, could challenge our partnership status and we could fail to qualify as a partnership for past years as well as future years. Qualification as a partnership involves the application of highly technical and complex provisions of the Internal Revenue Code of 1986, as amended. For example, a publicly traded partnership is generally taxable as a corporation unless 90% or more of its gross income is "qualifying" income, which includes interest, dividends, real property rents, gains from the sale or other disposition of real property, gain from the sale or other disposition of capital assets held for the production of interest or dividends, and certain other items. We believe that in all prior years of our existence at least 90% of our gross income was qualifying income and we intend to structure our business in a manner such that at least 90% of our gross income will constitute qualifying income this year and in the future. However, there can be no assurance that such structuring will be effective in all events to avoid the receipt of more than 10% of non-qualifying income. If less than 90% of our gross income constitutes qualifying income, we may be subject to corporate tax on our net income at regular corporate tax rates. Further, if less than 90% of our gross income constituted qualifying income for past years, we may be subject to corporate level tax plus interest and possibly penalties. In addition, if we register under the Investment Company Act of 1940, it is likely that we would be treated as a corporation for U.S. federal income tax purposes and subject to corporate tax on our net income at regular corporate tax rates. The cost of paying federal and possibly state income tax, either for past years or going forward, would be a significant liability and would reduce our funds available to make interest and principal payments on the notes.

#### ***Real Estate Operations***

*Our investment in property development may be more costly than anticipated.*

We have invested and expect to continue to invest in unentitled land, undeveloped land and distressed development properties. These properties involve more risk than properties on which development has been completed. Unentitled land may not be approved for development. Undeveloped land and distressed development properties do not generate any operating revenue, while costs are incurred to develop the properties. In addition, undeveloped land and development properties incur expenditures prior to completion, including property taxes and development costs. Also, construction may not be completed within budget or as scheduled and projected rental levels or sales prices may not be achieved and other unpredictable contingencies beyond our control could occur. We will not be able to recoup any of such costs until such time as these properties, or parcels thereof, are either disposed of or developed into income-producing assets.

*Competition for acquisitions could adversely affect us and new acquisitions may fail to perform as expected.*

We seek to acquire investments that are undervalued. Acquisition opportunities in the real estate market for value-added investors have become competitive to source and the increased competition may negatively impact the spreads and the ability to find quality assets that provide returns that we seek. These investments may not be readily financeable and may not generate immediate positive cash flow for us. There can be no assurance that any asset we acquire, whether in the real estate sector or otherwise, will increase in value or generate positive cash flow.

*We may not be able to sell our rental properties, which would reduce cash available for other purposes.*

We are currently marketing for sale our rental real estate portfolio. As of March 31, 2005, we owned 67 rental real estate properties with a book value of approximately \$164.8 million, individually encumbered by mortgage debt which aggregated approximately \$80.2 million. As of March 31, 2005, we had entered into conditional sales contracts or letters of intent for 11 rental real estate properties. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$45.5 million. These properties are encumbered by mortgage debt of approximately \$25.3 million. Generally, these contracts and letters of intent may be terminated by the buyer with little or no penalty. We may not be successful in obtaining purchase offers for our remaining properties at acceptable prices and sales may not be consummated. Many of our properties are net-leased to single corporate tenants, it may be difficult to sell those properties that existing tenants decline to re-let. Our attempt to market the real estate portfolio may not be successful. Even if our efforts are successful, we cannot be certain that the proceeds from the sales can be used to acquire businesses and investments at prices or at projected returns which are deemed favorable. From April 1, through May 31, we sold 5 of these rental real estate properties for approximately \$3.1 million. These properties were unencumbered by mortgage debt.

*We face potential adverse effects from tenant bankruptcies or insolvencies.*

The bankruptcy or insolvency of our tenants may adversely affect the income produced by our properties. If a tenant defaults, we may experience delays and incur substantial costs in enforcing our rights as landlord. If a tenant files for bankruptcy, we cannot evict the tenant solely because of such bankruptcy. A court, however, may authorize a tenant to reject or terminate its lease with us.

*We may be subject to environmental liability as an owner or operator of development and rental real estate.*

Under various federal, state and local laws, ordinances and regulations, an owner or operator of real property may become liable for the costs of removal or remediation of certain hazardous substances, pollutants and contaminants released on, under, in or from its property. These laws often impose liability without regard to whether the owner or operator knew of, or was responsible for, the release of such substances. To the extent any such substances are found in or on any property invested in by us, we could be exposed to liability and be required to incur substantial remediation costs. The presence of such substances or the failure to undertake proper remediation may adversely affect the ability to finance, refinance or dispose of such property. We generally conduct a Phase I environmental site assessment on properties in which we are considering investing. A Phase I environmental site assessment involves record review, visual site assessment and personnel interviews, but does not typically include invasive testing procedures such as air, soil or groundwater sampling or other tests performed as part of a Phase II environmental site assessment. Accordingly, there can be no assurance that these assessments will disclose all potential liabilities or that future property uses or conditions or changes in applicable environmental laws and regulations or activities at nearby properties will not result in the creation of environmental liabilities with respect to a property.

#### ***Hotel and Casino Operations***

*The gaming industry is highly regulated. The gaming authorities and state and municipal licensing authorities have significant control over our operations.*

Our properties currently conduct licensed gaming operations in Nevada. In addition, we have entered into an agreement to acquire shares of GB Holdings and shares of Atlantic Holdings that, together with shares we currently own, will result in our owning approximately 77.5% of the common stock of GB Holdings and approximately 58.3% of the stock of Atlantic Holdings. Atlantic Holdings, through its wholly-owned subsidiary, owns and operates The Sands Hotel and Casino. Various regulatory authorities, including the Nevada State Gaming Control Board, Nevada Gaming Commission

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

and the New Jersey Casino Control Commission, require our properties and The Sands Hotel and Casino to hold various licenses and registrations, findings of suitability, permits and approvals to engage in gaming operations and to meet requirements of suitability. These gaming authorities also control approval of ownership interests in gaming operations. These gaming authorities may deny, limit, condition, suspend or revoke our gaming licenses, registrations, findings of suitability or the approval of any of our current or proposed ownership interests in any of the licensed gaming operations conducted in Nevada and New Jersey, any of which could have a significant adverse effect on our business, financial condition and results of operations, for any cause they may deem reasonable. If we violate gaming laws or regulations that are applicable to us, we may have to pay substantial fines or forfeit assets. If, in the future, we operate or have an ownership interest in casino gaming facilities located outside of Nevada or New Jersey, we may also be subject to the gaming laws and regulations of those other jurisdictions.

The sale of alcoholic beverages at our Nevada properties is subject to licensing and regulation by the City of Las Vegas and Clark County, Nevada. The City of Las Vegas and Clark County have full power to limit, condition, suspend or revoke any such license, and any such disciplinary action may, and revocation would, reduce the number of visitors to our Nevada casinos to the extent the availability of alcoholic beverages is important to them. If our alcohol licenses become in any way impaired, it would reduce the number of visitors. Any reduction in our number of visitors will reduce our revenue and cash flow.

*Rising operating costs for our gaming and entertainment properties could have a negative impact on our profitability.*

The operating expenses associated with our gaming and entertainment properties could increase due to some of the following factors:

potential changes in the tax or regulatory environment which impose additional restrictions or increase operating costs;

our properties use significant amounts of electricity, natural gas and other forms of energy, and energy price increases may reduce our working capital;

our Nevada properties use significant amounts of water and a water shortage may adversely affect our operations;

an increase in the cost of health care benefits for our employees could have a negative impact on our profitability;

some of our employees are covered by collective bargaining agreements and we may incur higher costs or work slow-downs or stoppages due to union activities;

our reliance on slot machine revenues and the concentration of manufacturing of slot machines in certain companies could impose additional costs on us; and

our insurance coverage may not be adequate to cover all possible losses and our insurance costs may increase.

*We face substantial competition in the hotel and casino industry.*

The hotel and casino industry in general, and the markets in which we compete in particular, are highly competitive.

we compete with many world class destination resorts with greater name recognition, different attractions, amenities and entertainment options;

we compete with the continued growth of gaming on Native American tribal lands;

the existence of legalized gambling in other jurisdictions may reduce the number of visitors to our properties;

certain states have legalized, and others may legalize, casino gaming in specific venues, including race tracks and/or in specific areas, including metropolitan areas from which we traditionally attract customers; and

our properties also compete and will in the future compete with all forms of legalized gambling.

Many of our competitors have greater financial, selling and marketing, technical and other resources than we do. We may not be able to compete effectively with our competitors and we may lose market share, which could reduce our revenue and cash flow.

*Economic downturns, terrorism and the uncertainty of war, as well as other factors affecting discretionary consumer spending, could reduce the number of our visitors or the amount of money visitors spend at our casinos.*

The strength and profitability of our business depends on consumer demand for hotel-casino resorts and gaming in general and for the type of amenities we offer. Changes in consumer preferences or discretionary consumer spending could harm our business.

During periods of economic contraction, our revenues may decrease while some of our costs remain fixed, resulting in decreased earnings, because the gaming and other leisure activities we offer at our properties are discretionary expenditures, and participation in these activities may decline during economic downturns because consumers have less disposable income. Even an uncertain economic outlook may adversely affect consumer spending in our gaming operations and related facilities, as consumers spend less in anticipation of a potential economic downturn. Additionally, rising gas prices could deter non-local visitors from traveling to our properties.

The terrorist attacks which occurred on September 11, 2001, the potential for future terrorist attacks and wars in Afghanistan and Iraq have had a negative impact on travel and leisure expenditures, including lodging, gaming and tourism. Leisure and business travel, especially travel by air, remain particularly susceptible to global geopolitical events. Many of the customers of our properties travel by air, and the cost and availability of air service can affect our business. Furthermore, insurance coverage against loss or business interruption resulting from war and some forms of terrorism may be unavailable or not available on terms that we consider reasonable. We cannot predict the extent to which war, future security alerts or additional terrorist attacks may interfere with our operations.

*Our hotels and casinos may need to increase capital expenditures to compete effectively.*

Capital expenditures, such as room refurbishments, amenity upgrades and new gaming equipment, may be necessary from time to time to preserve the competitiveness of our hotels and casinos. The gaming industry market is very competitive and is expected to become more competitive in the future. If cash from operations is insufficient to provide for needed levels of capital expenditures, the competitive position of our hotels and casinos could deteriorate if our hotels and casinos are unable to raise funds for such purposes.

*Increased state taxation of gaming and hospitality revenues could adversely affect our hotel and casinos' results of operations.*

The casino industry represents a significant source of tax revenues to the various jurisdictions in which casinos operate. Gaming companies are currently subject to significant state and local taxes and fees in addition to normal federal and state corporate income taxes. Future changes in state taxation of casino gaming companies cannot be predicted and any such changes could adversely affect the operating results of our hotels and casino.

*Oil and Gas*

*We face substantial risks in the oil and gas industry.*

The exploration for and production of oil and gas involves numerous risks. The cost of drilling, completing and operating wells for oil or gas is often uncertain, and a number of factors can delay or prevent drilling operations or production, including:

unexpected drilling conditions;

pressure or irregularities in formation;

equipment failures or repairs;

fires or other accidents;

adverse weather conditions;

pipeline ruptures or spills; and

shortages or delays in the availability of drilling rigs and the delivery of equipment.

*The oil and gas industry is subject to environmental regulation by state and federal agencies.*

The operations that we expect to acquire are affected by extensive regulation through various federal, state and local laws and regulations relating to the exploration for and development, production, gathering and marketing of oil and gas. Matters subject to regulation include discharge permits for drilling operations, drilling and abandonment bonds or other financial responsibility requirements, reports concerning operations, the spacing of wells, unitization and pooling of properties, and taxation. From time to time, regulatory agencies have imposed price controls and limitations on production by restricting the rate of flow of oil and gas wells below actual production capacity in order to conserve supplies of oil and gas.

The operations that we expect to acquire are also subject to numerous environmental laws, including but not limited to, those governing management of waste, protection of water, air quality, the discharge of materials into the environment, and preservation of natural resources. Non-compliance with environmental laws and the discharge of oil, natural gas, or other materials into the air, soil or water may give rise to liabilities to the government and third parties, including civil and criminal penalties, and may require us to incur costs to remedy the discharge. Oil and gas may be discharged in many ways, including from a well or drilling equipment at a drill site, leakage from pipelines or other gathering and transportation facilities, leakage from storage tanks, and sudden discharges from oil and gas wells or explosion at processing plants. Hydrocarbons tend to degrade slowly in soil and water, which makes remediation costly, and discharged hydrocarbons may migrate through soil and water supplies or adjoining property, giving rise to additional liabilities. Laws and regulations protecting the environment have become more stringent in recent years, and may in certain circumstances impose retroactive, strict, and joint and several liabilities rendering entities liable for environmental damage without regard to negligence or fault. In the past, we have agreed to indemnify sellers of producing properties against certain liabilities for environmental claims associated with those properties. We cannot assure you that new laws or regulations, or modifications of or new interpretations of existing laws and regulations, will not substantially increase the cost of compliance or otherwise adversely affect our oil and gas operations and financial condition or that material indemnity claims will not arise with respect to properties that we acquire. While we do not anticipate incurring material costs in connection with environmental compliance and remediation, we cannot guarantee that material costs will not be incurred.

The operations that we expect to acquire depend upon financing or acquiring additional reserves.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

*We may experience difficulty finding and acquiring additional reserves and may be unable to compensate for the depletion of proved reserves.*

The future success and growth of the operations that we expect to acquire depend upon the ability to find or acquire additional oil and gas reserves that are economically recoverable. Except to the extent that we conduct successful exploration or development activities or acquire properties containing proved reserves, our proved reserves will generally decline as they are produced. The decline rate varies depending upon reservoir characteristics and other factors. Future oil and gas reserves and production, and, therefore, cash flow and income will be highly dependent upon the level of success in exploiting current reserves and acquiring or finding additional reserves. The business of exploring for, developing or acquiring reserves is capital intensive. To the extent cash flow from operations is reduced and external sources of capital become limited or unavailable, the ability to make the necessary capital investments to maintain or expand this asset base of oil and gas reserves could be impaired. Development projects and acquisition activities may not result in additional reserves. We may not have success drilling productive wells at economic returns sufficient to replace our current and future production. We may acquire reserves which contain undetected problems or issues that did not initially appear to be significant to us.

*Difficulties in exploration and development could adversely affect our financial condition.*

The costs of drilling all types of wells are uncertain, as are the quantity of reserves to be found, the prices that NEG Holding, TransTexas or Panaco will receive for the oil or natural gas, and the costs to operate the well. While each has successfully drilled wells, you should know that there are inherent risks in doing so, and, if we complete the acquisitions, those difficulties could materially affect our financial condition and results of operations. Also, just because we complete a well and begin producing oil or natural gas, we cannot assure you that we will recover our investment or make a profit.

*Oil and gas prices are likely to be volatile.*

The revenues, profitability and the carrying value of oil and gas properties that we have agreed to acquire are substantially dependent upon prevailing prices of, and demand for, oil and gas and the costs of acquiring, finding, developing and producing reserves. Historically, the markets for oil and gas have been volatile. Markets for oil and gas likely will continue to be volatile in the future. Prices for oil and gas are subject to wide fluctuations in response to: (1) relatively minor changes in the supply of, and demand for, oil and gas; (2) market uncertainty; and (3) a variety of additional factors, all of which are beyond our control. These factors include, among others:

domestic and foreign political conditions;

the price and availability of domestic and imported oil and gas;

the level of consumer and industrial demand;

weather, domestic and foreign government relations; and

the price and availability of alternative fuels and overall economic conditions.

The production of each of NEG Holding, TransTexas and Panaco is weighted toward natural gas, making earnings and cash flow more sensitive to natural gas price fluctuations.

*Operating hazards and uninsured risks are inherent to the oil and gas industry.*

The oil and gas business involves a variety of operating risks, including, but not limited to, unexpected formations or pressures, uncontrollable flows of oil, natural gas, brine or well fluids into the environment (including groundwater contamination), blowouts, fires, explosions, pollution and other risks, any of which could result in personal injuries, loss of life, damage to properties and substantial

losses. Although NEG Holding, TransTexas and Panaco carry insurance at levels we believe are reasonable, they are not fully insured against all risks. Losses and liabilities arising from uninsured or under-insured events could have a material adverse effect on their and our financial condition and operations.

*Our use of hedging arrangements could adversely affect our results of operations.*

NEG Holding and TransTexas typically hedge a portion of oil and gas production during periods when market prices for products are higher than historical average prices. During 2004, NEG Holding and TransTexas hedged 61% and 57%, respectively, of annual natural gas production and NEG Holding and TransTexas hedged 96% and 81%, respectively, of annual oil production.

Typically, NEG Holding, TransTexas and Panaco have used swaps, cost-free collars and options to put products to a purchaser at a specified price, or floor. In these transactions, NEG Holding, TransTexas and Panaco will usually have the option to receive from the counterparty to the hedge a specified price or the excess of a specified price over a floating market price. If the floating price exceeds the fixed price, the hedging party is required to pay the counterparty all or a portion of this difference multiplied by the quantity hedged.

*The oil and gas industry is highly competitive.*

There are many companies and individuals engaged in the exploration for and development of oil and gas properties. Competition is particularly intense with respect to the acquisition of oil and gas producing properties and securing experienced personnel. We encounter competition from various oil and gas companies in raising capital and in acquiring producing properties. Many of our competitors have financial and other resources considerably larger than ours.

#### **Investments**

*We may not be able to identify suitable investments, and our investments may not result in favorable returns or may result in losses.*

Our partnership agreement allows us to take advantage of investment opportunities we believe exist outside of the real estate market. The equity securities in which we may invest may include common stocks, preferred stocks and securities convertible into common stocks, as well as warrants to purchase these securities. The debt securities in which we may invest may include bonds, debentures, notes, or non-rated mortgage-related securities, municipal obligations, bank debt and mezzanine loans. Certain of these securities may include lower rated or non-rated securities which may provide the potential for higher yields and therefore may entail higher risk and may include the securities of bankrupt or distressed companies. In addition, we may engage in various investment techniques, including derivatives, options and futures transactions, foreign currency transactions, "short" sales and leveraging for either hedging or other purposes. We may concentrate our activities by owning one or a few businesses or holdings, which would increase our risk. We may not be successful in finding suitable opportunities to invest our cash and our strategy of investing in undervalued assets may expose us to numerous risks.

*Our investments may be subject to significant uncertainties.*

Our investments may not be successful for many reasons including, but not limited to:

fluctuation of interest rates;

lack of control in minority investments;

worsening of general economic and market conditions;

lack of diversification;



inexperience with non-real estate areas;

fluctuation of U.S. dollar exchange rates; and

adverse legal and regulatory developments that may affect particular businesses.

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

The United States Securities and Exchange Commission requires that registrants include information about primary market risk exposures relating to financial instruments. Through our operating and investment activities, we are exposed to market, credit and related risks, including those described elsewhere herein. We may invest in debt or equity securities of companies undergoing restructuring or undervalued by the market, these securities are subject to inherent risks due to price fluctuations, and risks relating to the issuer and its industry, and the market for these securities may be less liquid and more volatile than that of higher rated or more widely followed securities.

Other related risks include liquidity risks, which arise in the course of our general funding activities and the management of our balance sheet. This includes both risks relating to the raising of funding with appropriate maturity and interest rate characteristics and the risk of being unable to liquidate an asset in a timely manner at an acceptable price. Real estate investments by their nature are often difficult or time-consuming to liquidate. Also, buyers of minority interests may be difficult to secure, while transfers of large block positions may be subject to legal, contractual or market restrictions. Other operating risks for us include lease terminations, whether scheduled terminations or due to tenant defaults or bankruptcies, development risks, and environmental and capital expenditure matters, as described elsewhere herein. Our mortgages payable are primarily fixed-rate debt and, therefore, are not subject to market risk.

We invest in U.S. Government and Agency obligations which are subject to interest rate risk. As interest rates fluctuate, we will experience changes in the fair value of these investments with maturities greater than one year. If interest rates increased 100 basis points, the fair value of these investments at December 31, 2004, would decline by approximately \$200,000.

At March 31, 2005, we had a short position with respect to 2.5 million shares of common stock of a company in bankruptcy. If the price of the common stock increased by 10% from the price at that date, we would have incurred an additional loss of approximately \$8.7 million with respect to that position.

Whenever practical, we employ internal strategies to mitigate exposure to these and other risks. We perform, on a case by case basis with respect to new investments, internal analyses of risk identification, assessment and control. We review credit exposures, and seek to mitigate counterparty credit exposure through various techniques, including obtaining and maintaining collateral, and assessing the creditworthiness of counterparties and issuers. Where appropriate, an analysis is made of political, economic and financial conditions, including those of foreign countries. Operating risk is managed through the use of experienced personnel. We seek to achieve adequate returns commensurate with the risk it assumes. We utilize qualitative as well as quantitative information in managing risk.

We are exposed to market risk from adverse changes in prices for oil and natural gas.

Our revenues, profitability, access to capital and future rate of growth are substantially dependent upon the prevailing prices of oil and natural gas. These prices are subject to wide fluctuations in response to relatively minor changes in supply and demand and a variety of additional factors beyond our control. From time to time, we have utilized hedging transactions with respect to a portion of its oil and gas production to achieve a more predictable cash flow, as well as to reduce exposure to price fluctuations. While hedging limits the downside risk of adverse price movements, it may also limit future revenues from favorable price movements. Because gains or losses associated with hedging

transactions are included in oil and gas revenues when the hedged volumes are delivered, such gains and losses are generally offset by similar changes in the realized prices of commodities.

From time to time, TransTexas enters into commodity price swap agreements (the Hedge Agreements) to reduce its exposure to price risk in the spot market for natural gas. The Company follows Statement of Financial Accounting Standards No. 133 (SFAS 133), *Accounting for Derivative Instruments and Hedging Activities*, which was amended by Statement of Financial Accounting Standards No. 138, *Accounting for Certain Derivative Instruments and Certain Hedging Activities*. These pronouncements established accounting and reporting standards for derivative instruments and for hedging activities, which generally require recognition of all derivatives as either assets or liabilities in the balance sheet at their fair value. The accounting for changes in fair value depends on the intended use of the derivative and its resulting designation.

The following is a summary of natural gas and oil contracts entered into with Shell Trading (US) Company as of March 31, 2005.

Type contract	Production Month	Volume per month	Fixed price	Floor	Ceiling
Fixed price	April June 2004	300,000 MMBTU	\$ 5.44		
Fixed price	July Sept 2004	300,000 MMBTU	\$ 5.34		
No cost collars	Oct Dec 2004	300,000 MMBTU		\$ 5.25	\$ 5.90
No cost collars	Jan Dec 2004	25,000 Bbls		\$ 28.72	\$ 31.90
No cost collars	Jan Dec 2005	15,000 Bbls		\$ 42.50	\$ 46.00
No cost collars	Jan Dec 2005	400,000 MMBTU		\$ 6.00	\$ 8.35
No cost collars	March Dec 2005	9,000 Bbls		\$ 44.50	\$ 48.00
No cost collars	March Dec 2005	210,000 MMBTU		\$ 6.05	\$ 7.30
No cost collars	Jan Dec 2006	14,000 Bbls		\$ 41.65	\$ 45.25
No cost collars	Jan Dec 2006	430,000 MMBTU		\$ 6.00	\$ 7.25

We have elected not to designate these instruments as hedges for accounting purposes. Accordingly, both realized and unrealized gains and losses are included in oil and natural gas sales. The following summarizes our realized and unrealized gains and losses.

	March 31, 2005	December 31, 2004
Realized (cash payments)	\$ 232,695	\$ 3,906,326
Valuation loss	9,812,799	1,658,808
	\$ 10,045,494	\$ 5,565,134

A liability of \$11,471,607 and \$1,658,808 was recorded at March 31, 2005 and December 31, 2004, respectively, representing the market value of our derivatives.

**APPENDIX B: NEG HOLDING LLC**

**BUSINESS**

We currently beneficially own 50.01% of the outstanding common stock of NEG. NEG owns a membership interest in NEG Holding. The other membership interest in NEG Holding is held by Gascon, an affiliate of Mr. Icahn. Gascon is the managing member of NEG Holding. NEG Holding owns NEG Operating which is engaged in the business of oil and gas exploration and production with properties located on-shore in Texas, Louisiana, Oklahoma and Arkansas. NEG Operating's oil and gas properties are managed by NEG. Under the Operating Agreement between NEG and Gascon, NEG is to receive, as of March 31, 2005, guaranteed payments of approximately \$39.9 million and a priority distribution of approximately \$148.6 million before Gascon receives any distributions. The Operating Agreement contains a provision that allows Gascon, or its successor, at any time, in its sole discretion, to redeem NEG's membership interest in NEG Holding at a price equal to the fair market value of the interest determined as if NEG Holding had sold all of its assets for fair market value and liquidated. A determination of the fair market value of such assets shall be made by an independent third party jointly engaged by Gascon and NEG.

NEG Holding is developing and exploiting existing properties by drilling development and exploratory wells, and recompleting and reworking existing wells. NEG Holding anticipates that it will continue its drilling operations on existing properties and will selectively participate in drilling opportunities generated by third parties. NEG Holding also seeks to acquire existing producing properties or interests in them. In November 2002, NEG Holding completed the acquisition of producing oil and gas properties in Pecos County, Texas known as Longfellow Ranch Field for \$45.4 million in cash. In December 2002, NEG Holding completed the acquisition of an additional interest in Longfellow Ranch Field for \$2.9 million in cash.

## SELECTED FINANCIAL DATA

The following table sets forth NEG Holding's selected historical financial and operating data as of and for the three months ended March 31, 2005 and 2004 (unaudited) and for each of the four years in the period ended December 31, 2004. The financial data was derived from its historical financial statements and is not necessarily indicative of our future performance. NEG Holdings was formed in August 2000. The financial data set forth below should be read in conjunction with "Management's Discussion and Analysis of Financial Condition and Results of Operations" and NEG Holding's consolidated financial statements and the related notes thereto included elsewhere herein. The selected historical consolidated financial data as of December 31, 2004 and 2003, and for the years ended December 31, 2004, 2003 and 2002, have each been derived from NEG Holding's audited consolidated financial statements at those dates and for those periods, contained elsewhere in this proxy statement. The selected historical consolidated financial data as of December 31, 2001 and for the year ended December 31, 2001 has been derived from NEG Holding's audited consolidated financial statements at that date and for that period, not contained in this proxy statement. The selected financial data as of March 31, 2005 and for the three months ended March 31, 2005 and 2004 are unaudited. For the three month periods ended March 31, 2005 and 2004, all adjustments, consisting only of normal recurring adjustments, which are, in our opinion, necessary for a fair presentation of the interim consolidated financial statements, have been included. Results for the three months ended March 31, 2005 and 2004 are not necessarily indicative of the results for the full year.

	Three Months Ended March 31,		Year Ended December 31,			
	2005	2004	2004	2003	2002	2001(1)(3)
(In thousands, except for ratios and per unit data)						
<b>Statement of Operations Data:</b>						
Oil and natural gas sales	\$ 2,347	\$ 25,017	\$ 76,677	\$ 75,740	\$ 35,320	\$ 7,786
Field and plant operations	522	551	2,050	1,866	581	203
Total revenue	2,869	25,568	78,727	77,606	35,901	7,989
Costs and expenses:						
Lease operating	3,883	3,127	13,505	11,501	8,509	2,687
Field and plant operations	252	216	1,015	975	489	124
Oil and natural gas production taxes	1,695	1,349	5,732	5,771	1,875	721
Depreciation, depletion and amortization	6,516	5,352	21,386	23,443	15,509	4,349
Accretion of asset retirement obligation	61	63	261	243		
Amortization of loan costs	172	111	494			
General and administration	556	824	4,920	4,833	5,683	2,107
Total costs and expenses	13,135	11,042	47,313	46,766	32,065	9,988
Operating income (loss)	(10,266)	14,526	31,414	30,840	3,836	(1,999)
Other income:						
Interest expense	(729)	(483)	(2,222)	(1,538)	(96)	(64)
Interest income	23	124	449	712	1,966	772
Gain (loss) on sale of securities				(954)	8,712	
Other	(211)		(518)	(102)	(492)	
Income (loss) before cumulative effect of change in accounting principle	(11,183)	14,167	29,123	28,958	13,926	(1,291)
Cumulative effect of change in accounting principle				1,912		
Net income (loss)	\$ (11,183)	\$ 14,167	\$ 29,123	\$ 30,870	\$ 13,926	\$ (1,291)
<b>Cash Flow Data:</b>						
Net cash provided by (used in) operating activities	\$ 16,325	\$ 18,295	\$ 61,630	\$ 52,792	\$ 26,641	\$ 16,169
Net cash used in investing activities	(21,155)	(12,108)	(67,730)	(36,548)	(68,278)	(8,832)

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Three Months Ended March 31,		Year Ended December 31,			
Net cash provided by (used in) financing activities	14,946	(328)	(8,418)	(15,853)	(21,653)	70,964
<b>Balance Sheet Data (at period end):</b>						
Cash and cash equivalents	10,999	21,259	883	15,401	15,010	78,300
Total assets	282,429	236,973	260,273	223,804	222,737	216,721
Members' equity	162,998	175,205	174,181	161,037	199,841	207,568

B-2

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Year Ended December 31,			
	2004(4)	2003(4)	2002(4)	2001(3)
<b>Operating Data:</b>				
Production:				
Oil (Mbls)	565	629	629	246
Natural gas (Mmcf)	13,106	13,437	7,827	2,713
Natural gas equivalent (Mmcfe)	16,496	17,211	11,602	4,189
Average sales price:				
Oil (per Bbl)	\$ 23.37	\$ 26.54	\$ 28.93	\$ 20.81
Natural gas (per Mcf)	5.21	4.39	3.06	2.63
Unit economics (per Mcfe):				
Average sales price	\$ 5.11	\$ 4.40	\$ 3.36	\$ 2.97
Lease operating expenses	0.82	0.66	0.73	0.64
Oil and natural gas production taxes (net of refunds in 2002)	0.35	0.34	0.16	0.17
Depreciation, rate	1.28	1.25	1.29	1.00
General and administrative	0.25	0.28	0.50	0.50

- (1) As mandated by NEG's Plan of Reorganization it contributed all of its assets and liabilities, except for \$4.3 million in cash, to NEG Holding in exchange for a 50% membership interest and certain guaranteed amounts and priority distributions. The contribution was recorded as of September 1, 2001.
- (2) Accrual of interest on the NEG's Senior Notes was discontinued during the bankruptcy proceeding. Approximately \$10.5 million of additional interest expense would have been recognized NEG during 2000, if not for the discontinuation of the interest accrual. As part of the Plan of Reorganization, \$35.3 million of interest on the senior notes was reinstated.
- (3) Operating data is included only from August 31, 2001 when the oil and natural gas assets were contributed to Holding LLC.
- (4) See note 9 of notes to NEG Holding's consolidated financial statements.

**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

**Results of Operations**

*Three Months Ended March 31, 2005 Compared With Three Months Ended March 31, 2004*

*Revenues.* Total revenues decreased by \$22.7 million, or 88.7%, to \$2.9 million for the three months ended March 31, 2005 from \$25.6 million for the same period in 2004. Average natural gas prices decreased \$0.19 per Mcf to \$5.20 per Mcf for the three months ended March 31, 2005 from \$5.39 per Mcf for the same period in 2004, and average oil prices increased \$18.86 per barrel to \$48.99 per barrel for the three months ended March 31, 2005 from \$30.13 per barrel for the same period in 2004. The decrease in revenue is primarily due to a \$22.7 million unrealized loss on NEG Holding's derivative contracts as a result of marking them to market which has been included in oil and gas sales for the three months ended March 31, 2005.

In the three months ended March 31, 2005, NEG Holding produced 134 Mbbls of oil, a decrease compared to 153 Mbbls for the three months ended in March 31, 2004 and NEG Holding produced 3,539 Mmcf of natural gas for the three months ended in March 31, 2005, an increase from 3,289 Mmcf for the same period in 2004.

*Cost and Expenses.* Lease operating expenses increased by \$0.8 million, or 25.8%, to \$3.9 million for the three months ended March 31, 2005 from \$3.1 million for the same period in 2004. This increase was the result of rising prices in the service industries.

Oil and natural gas production taxes increased by \$0.3 million, or 23.1%, to \$1.7 million for the three months ended in March 31, 2005 from \$1.3 million for the same period in 2004 reflecting the increase in oil and natural gas revenue, excluding the effects of marking the derivative contracts to market noted above.

Depletion, depreciation and amortization increased \$1.1 million, or 20.4%, to \$6.5 million in the three months ended March 31, 2005 from \$5.4 million for the same period in 2004. The increase was attributable to a higher rate due to increased production.

General and administrative costs decreased \$0.3 million to \$0.6 million in 2005 from \$.8 million in 2004. The decrease is due to lower management fees charged by NEG. NEG Holding capitalized internal costs of \$0.3 million and \$0.3 million for the three months ended March 31, 2005 and 2004 as costs of oil and gas natural gas properties. Such capitalized costs include salaries and related benefits of individuals directly involved in NEG Holding's acquisition, exploration and development activities based on a percentage of their salaries.

*Other income (expenses).* Interest expense increased by \$0.2 million, or 40.0%, to \$0.7 million for the three months ended March 31, 2005 from \$0.5 million for the same period in 2004. Increased interest expense reflects increased average borrowings under the credit facility incurred to fund drilling and development costs. Equity in loss from an investment was \$309,542 for the three months ended March 31, 2005. This is an investment in a CO2 recovery and sales venture. The high cost of natural gas has been a detriment to the development of this venture and resulted in losses.

*Net income.* Net income decreased \$25.4 million to an \$11.2 million loss for the three months ended March 31, 2005 from net income of \$14.2 million for the same period in 2004. The decrease is due to the \$22.7 million unrealized loss on derivative contracts in the first quarter of 2005 combined with additional operating expenses.

**2004 Compared to 2003**

*Revenues.* Total revenues increased by \$1.1 million, or 1.2%, to \$78.7 million for 2004 from \$77.6 million for 2003. The increase was due to increased oil and natural gas prices. Average natural gas prices increased \$0.82 per Mcf to \$5.21 per Mcf for 2004 from \$4.39 per Mcf for 2003, and average oil prices increased \$1.83 per barrel to \$28.37 per barrel for 2004 from \$26.54 per barrel for 2003.

In 2004, NEG Holding produced 565 Mbbls of oil, a decrease compared to 629 Mbbls in 2003 and NEG Holdings produced 13,106 Mmcf of natural gas, a decrease from 13,437 Mmcf in 2003.

*Cost and Expenses.* Lease operating expenses increased by \$2.0 million, or 13.3%, to \$13.5 million for 2004 from \$11.5 million for 2003. This increase was the result of rising prices in the service industries.

Oil and natural gas production taxes were essentially stable at \$5.7 million in 2004 and \$5.8 million in 2003, reflecting the approximate 1.2% increase in oil and natural gas sales in 2004, offset in part by slightly lower production.

Depletion, depreciation and amortization decreased \$2.1 million, or 8.8%, to \$21.4 million in 2004 from \$23.4 million in 2003. The decrease was attributable to a lower rate due to increased reserves.

General and administrative costs were essentially stable at \$4.9 million in 2004 and \$4.8 million in 2003. NEG Holding capitalized internal costs of \$1.0 million and \$0.65 million in 2004 and 2003, as costs of oil and gas natural gas properties. Such capitalized costs include salaries and related benefits of individuals directly involved in NEG Holding's acquisition, exploration and development activities based on a percentage of their salaries.

*Other income (expenses).* Interest expense increased by \$0.68 million, or 44.5%, to \$2.2 million in 2004 from \$1.5 million in 2003. Increased interest expense reflects increased average borrowings under the credit facility incurred to fund drilling and development costs. Equity in loss from an investment increased to \$518,892 in 2004 from \$102,000 in 2003. This is an investment in a CO2 recovery and sales venture. The high cost of natural gas has been a detriment to the development of this venture and resulted in losses.

Income before cumulative effect of change in accounting principle essentially was unchanged in 2004, at \$29.1 million, and \$29.0 million in 2003. In 2003, NEG Holding recognized a cumulative effect of change in accounting principle of \$1.9 million related to the adoption of SFAS 143 "Accounting for Asset Retirement Obligations", which resulted in net income of \$30.9 million in 2003, compared to net income of \$29.1 million in 2004.

**2003 Compared to 2002**

*Revenues.* Total revenues increased by \$41.7 million, or 116%, to \$77.6 million for 2003 from \$35.9 million for 2002. The increase was due to increased oil and natural gas prices and an increase in production. Average natural gas prices increased \$1.33 per Mcf to \$4.39 per Mcf for 2003 from \$3.06 per Mcf for 2002, and average oil prices increased \$2.61 per barrel to \$26.54 per barrel for 2003 from \$23.93 per barrel for 2002.

In 2003, NEG Holding produced 629 MBbls of oil, compared to the same volume for 2002, and NEG Holding produced 13,437 Mmcf of natural gas in 2003, a increase from 7,827 Mmcf in 2002. This increase was due to the acquisition of Longfellow Ranch in December 2002 and increased drilling activity.



*Cost and expenses.* Lease operating expenses increased by \$3.0 million, or 3.5%, to \$11.5 million in 2003 from \$8.5 million for 2002. This increase is due to the acquisition of Longfellow Ranch in 2002 and additional wells added from drilling.

Oil and gas production taxes increased by \$3.9 million, or 209%, to \$5.8 million in 2003 from \$1.9 million in 2002. The increase directly resulted from increased oil and gas revenue in 2003.

Depreciation, depletion and amortization increased \$7.9 million, or 51.5%, to \$23.4 million in 2003 from \$15.5 million in 2002. The increase resulted from additional production in 2003.

Despite the increase in revenues, general and administrative expenses decreased \$0.85 million, or 15%, to \$4.8 million in 2003 from \$5.7 million in 2002. This resulted from the management agreement with TransTexas Gas in 2003 with less G&A allocated to NEG Holding. NEG Holding capitalized internal costs of \$0.65 million in 2003 and \$0.6 million in 2002.

*Other income (expense).* Interest expense increased by \$1.4 million to \$1.5 million in 2003 from \$0.1 million in 2002 as a result of borrowing under the Mizuho Credit Facility to pay off long term debt. In 2002, NEG Holding had interest income of \$1.2 million as a result of cash deposits compared to interest income of \$0.5 million in 2003. In addition, in 2002, NEG Holding had interest income from affiliate of \$0.5 million, as a result of a loan to National Energy Group, compared to \$.1 million of such income in 2003. In 2002, NEG Holding had a gain on sale of securities of \$8.7 million, compared to a loss of \$1.0 million in 2002, as a result of sales of securities held for investment purposes.

*Net income.* Net income of \$13.9 million was recognized for 2002, compared to net income of \$30.0 million in 2003. Net income for 2003 included cumulative effect of accounting change of \$1.9 million.

## **Liquidity and Capital Resources**

### ***Cash flows***

NEG Holding expects that its primary sources of cash in 2005 will be funds generated from operations and borrowings under its credit facility. Based on its current level of operations, NEG Holding believes that its cash flow from operations and available borrowings under the credit agreement will be adequate to meet its future liquidity needs for 2005.

NEG Holding operating activities provide cash flows of \$16.3 million for the three months ended March 31, 2005 compared to \$18.3 million for the same period in 2004. The decrease was primarily due to \$1.7 million derivatives deposit that was refunded to NEG Holding in the first quarter of 2004. In addition, accounts receivable decreased \$1.1 million in the first quarter of 2004 compared to an increase in accounts receivable for the same period in 2005.

NEG Holding's operating activities provided cash flows of \$61.6 million in 2004 compared to \$52.8 million in 2003. The increase was primarily due to increases in change in fair value of derivative contracts by \$4.5 million from \$3.0 million at December 31, 2003 to \$7.5 million at December 31, 2004 and in accounts payable and accrued liabilities by \$7.5 million from \$.5 million at December 31, 2003 to \$8.0 million at December 31, 2004. These were offset by decrease in accounts receivable by \$3.0 million and in other current assets by \$2.0 million.

### ***Capital Expenditures***

During the first quarter of 2005, NEG Holding invested approximately \$22.2 million in drilling activity compared to \$10.9 million for the same period in 2004. For the remainder of 2005, NEG Holding expects to expend approximately \$51.9 million on additional drilling and leasing activities.

## Credit Facility

On December 29, 2003, NEG Holding's subsidiary, NEG Operating LLC, entered into a credit agreement with certain commercial lending institutions, including Mizuho Corporate Bank, Ltd. as the Administrative Agent and the Bank of Texas, N.A. and the Bank of Nova Scotia as Co-Agents. The credit agreement provides for a loan commitment amount of up to \$120 million and a letter of credit commitment of up to \$15 million (provided the outstanding aggregate amount of the unpaid borrowings plus the aggregate undrawn face amount of all outstanding letters of credit may not exceed the borrowing base under the credit agreement). The credit agreement provides further that the amount available to NEG Holding at any time is subject to certain restrictions, covenants, conditions and changes in the borrowing base calculation. In partial consideration of the loan commitment amount, NEG Holding has pledged a continuing security interest in all of its oil and natural gas properties and its equipment, inventory, contracts, fixtures and proceeds related to its oil and natural gas business.

At Operating LLC's option, interest on borrowings under the credit agreement bear interest at a rate based upon either the prime rate or the LIBOR rate plus, in each case, an applicable margin that, in the case of prime rate loans, can fluctuate from 0.75% to 1.50% per annum, and, in the case of LIBOR rate loans, can fluctuate from 1.75% to 2.50% per annum. Fluctuations in the applicable interest rate margins are based upon Operating LLC's total usage of the amount of credit available under the credit agreement, with the applicable margins increasing as Operating LLC's total usage of the amount of credit available under the credit agreement increases. The credit agreement expires on September 1, 2006.

At the closing of the credit agreement, Operating LLC borrowed \$43.8 million to repay \$42.9 million owed under an existing secured loan arrangement, which was then terminated, and to pay administrative fees in connection with this borrowing. The Company has capitalized \$1.4 million of loan issuance costs in connection with the closing of this transaction. These costs will be amortized over the life of the loan using the interest method.

As a condition to the lenders' obligations under the credit agreement, the lenders required that Operating LLC, NEG Holding and the members of NEG Holding, National Energy Group, Inc. and Gascon, execute and deliver at the closing a pledge agreement and irrevocable proxy in favor of Bank of Texas, N.A., its successors and assigns. Pursuant to the terms of the pledge agreement, in order to secure the performance of the obligations of Operating LLC (i) each of NEG and Gascon pledged their 50% membership interest in NEG Holding (such interests constituting 100% of the outstanding equity membership interest of NEG Holding); (ii) NEG Holding pledged its 100% equity membership interest in Operating LLC; and (iii) Operating LLC pledged its 100% equity membership interest in its subsidiary, Shana National LLC. The Pledge Agreement also provides for a continuing security interest in such collateral and that Bank of Texas, N.A. as the collateral agent, is the duly appointed attorney-in-fact of Operating LLC. The collateral agent may take all action deemed reasonably necessary for the maintenance, preservation and protection of the collateral and the security interest in it until such time that all of Operating LLC's obligations under the credit agreement are fulfilled, terminated or otherwise expired. If under the credit agreement an event of default shall have occurred and is continuing, the collateral agent may enforce certain rights and remedies, including, but not limited to, the sale of the collateral, the transfer of all or part of the collateral to the collateral agent or its nominee and/or the execution of all endorsements.

Draws made under the credit facility are normally made to fund working capital requirements, acquisitions and capital expenditures. During the first quarter of 2005, Operating LLC borrowed \$15 million to fund drilling operations. During 2004, outstanding balances under the credit facility have ranged from a low of \$44 million to a high of \$52 million. As of March 31, 2005, the outstanding

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

balance under the credit facility was \$66.8 million. As of December 31, 2004 the outstanding balance under the credit facility was \$52 million.

The credit agreement requires, among other things, semiannual engineering reports covering oil and natural gas properties, and maintenance of certain financial ratios, including the maintenance of minimum interest coverage, a current ratio, and a minimum tangible net worth. Operating LLC was in compliance with all covenants at December 31, 2003. Operating LLC was not in compliance with the minimum interest coverage ratio covenant at December 31, 2004. Operating LLC obtained a waiver of compliance with respect to this covenant for the period ended December 31, 2004. Operating LLC was in compliance with all covenants at March 31, 2005.

**Derivative Instruments**

NEG Holding's financial results and cash flows can be significantly impacted as commodity prices fluctuate in response to changing market conditions. To manage its exposure to natural gas or oil price volatility, NEG Holding may enter into various derivative instruments consisting principally of collar options and swaps.

While the use of derivative contracts can limit the downside risk of adverse price movements, it may also limit future gains from favorable movements. NEG Holding addresses market risk by selecting instruments whose value fluctuations correlate strongly with the underlying commodity. Credit risk related to derivative activities is managed by requiring minimum credit standards for counterparties, periodic settlements, and mark to market valuations.

The following is a summary of the oil and natural gas no-cost commodity price collars entered into with Shell Trading company:

Date of Contract	Volume/Month	Production Month	Floor	Ceiling
August 2002	30,000 Bbls	2003	\$ 23.55	\$ 26.60
August 2002	300,000 MMBTU	2003	\$ 3.25	\$ 4.62
November 2002	300,000 MMBTU	2003	\$ 3.50	\$ 4.74
November 2002	300,000 MMBTU	2004	\$ 3.35	\$ 4.65
November 2002	300,000 MMBTU	2005	\$ 3.35	\$ 4.60
November 2003	45,000 Bbls	2004	\$ 26.63	\$ 29.85
February 2005	16,000 Bbls	2006	\$ 41.75	\$ 45.40
February 2005	120,000 MMBTU	2006	\$ 6.00	\$ 7.28

On January 28, 2003, NEG Holding entered into an eleven month fixed price swap agreement with Plains Marketing, L.P., consisting of a contract for 28,000 barrels of oil per month at a fixed price of \$28.35 effective February 2003 through December 2003.

The following is a summary of oil and natural gas contracts entered into with Bank of Oklahoma on January 6, 2004 and November 15, 2004.

Type Contract	Production Month	Volume per Month	Fixed Price	Floor	Ceiling
Fixed price	February March 2004	400,000 MMBTU	\$ 6.915	\$ -	\$ -
Fixed price	April June 2004	400,000 MMBTU	\$ 5.48	\$ -	\$ -
Fixed price	July September 2004	400,000 MMBTU	\$ 5.38	\$ -	\$ -
No Cost Collars	October December 2004	400,000 MMBTU	\$ -	\$ 5.25	\$ 5.85
No Cost Collars	2005	300,000 MMBTU	\$ -	\$ 4.75	\$ 5.45
No Cost Collars	2006	500,000 MMBTU	\$ -	\$ 4.50	\$ 5.00
No Cost Collars	2005	250,000 MMBTU	\$ -	\$ 6.00	\$ 8.70
No Cost Collars	2005	25,000 Bbls	\$ -	\$ 43.60	\$ 45.80

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

A liability of \$36.7 million (\$23.8 million as current, \$12.9 million as long-term) and \$14.1 million was recorded by NEG Holding as of March 31, 2005 and December 31, 2004 respectively, in connection with these contracts. A liability of \$14.1 million (\$7.8 million as current, \$6.3 million as long-term) and \$6.6 million was recorded by NEG Holding as of December 31, 2004 and 2003 respectively, in connection with these contracts. NEG Holding had \$0.0 and \$1.7 million on deposit with Shell Trading as of December 31, 2004 and 2003, respectively, to collateralize the contracts. As of March 31, 2005 and December 31, 2004, NEG Holding had issued \$11.0 million in letters of credit to Shell to collateralize the contracts.

### Inflation and Prices

The average price of NEG Holding's natural gas decreased \$0.19 per Mcf from \$5.39 per Mcf to \$5.20 per Mcf in the first quarter of 2005. The average price of NEG Holding's oil increased from \$30.13 per barrel in the first quarter of 2004 to \$48.95 per barrel for the first quarter of 2005. The average price of NEG Holding's natural gas increased from \$3.06 per Mcf in 2002 to \$4.39 per Mcf in 2003, and \$5.21 per Mcf in 2004. The average price of NEG Holding's oil increase from \$23.93 per barrel in 2002 to \$26.54 per barrel in 2003 and \$28.37 in 2004. These prices reflect average prices for oil and gas sales of NEG Holding's continuing operations. The oil and natural gas prices include the effect of NEG Holding's hedging activity.

The price of oil and natural gas has a significant impact on NEG Holding's results of operations. Oil and natural gas prices fluctuate based on market conditions and, accordingly, cannot be predicted. Costs to drill, complete and service wells can fluctuate based on demand for these services, which is generally influenced by high or low commodity prices. NEG Holding's costs and expenses may be subject to inflationary pressures if oil and gas prices are favorable.

A large portion of NEG Holding's natural gas is sold subject to market sensitive contracts. Natural gas price risk has historically been mitigated (hedged) by the utilization of swaps, options or collars. Natural gas price hedging decisions have historically been made in the context of NEG Holding's strategic objectives, taking into account the changing fundamentals of the natural gas marketplace.

### Contractual Obligations

NEG Holding has various commitments primarily related to leases for office space, vehicles, natural gas compressors and computer equipment. NEG Holding expects to fund these commitments with cash generated from operations. NEG Holding has no off-balance sheet debt or other such unrecorded obligations, and has not guaranteed the debt of any other party.

The Company is obligated to make semi-annual payments to NEG "Guaranteed Payments" as defined in the Holding LLC Operating Agreement referred herein. Two payments totaling \$21.7 million were made in 2002, three payments totaling \$18.2 million were made in 2003 and two payments totaling \$16.0 million were made in 2004 under this obligation. In March 2003, the Company made a distribution of Priority Amount of \$51.4 million to NEG.

The following table summarizes NEG Holding's contractual obligations at March 31, 2005:

Contractual Obligations at December 31, 2004	Payment Due By Period				
	Total	Less than 1 Year	1-3 Years	4-5 Years	After 5 Years
	(in thousands)				
Long-term debt	\$ 51,917	\$ 83	\$ 51,834	\$	\$
Total contractual cash obligations	\$ 51,917	\$ 83	\$ 51,834	\$	\$

B-9

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

NEG Holding has entered into joint operating agreements, area of mutual interest agreements and joint venture agreements with other companies. These agreements may include drilling commitments or other obligations in the normal course of business.

In the normal course of business, NEG Holding has performance obligations which are supported by surety bonds or letters of credit. These obligations are primarily site restoration and dismantlement, royalty payments and exploration programs where governmental organizations require such support. NEG Holding also has letters of credit with its hedging counterparty.

NEG Holding has certain other commitments and uncertainties related to its normal operations, including obligations to plug wells.

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

Among other risks, NEG Holding is exposed to interest rate and commodity price risks.

The interest rate risk relates to the debt under NEG Holding's credit facility. If market interest rates for short-term borrowings increased 1%, the increase in NEG Holdings' annual interest expense would be approximately \$0.7 million.

NEG Holding's financial results can be significantly impacted as commodity prices fluctuate in response to changing market forces. From time to time NEG Holding may enter into various derivative instruments to manage its exposure to price volatility. NEG Holding employs a policy of hedging oil and gas production. These contracts may take the form of swaps or options. If gas prices decreased \$0.50 per Mcf, NEG Holding's gas sales revenues for the three months ended March 31, 2005 would have decreased by \$1.8 million, after considering the effects of the derivative contracts in place at March 31, 2005. If the price of crude oil decreased \$1.00 per Bbl, NEG Holding's oil sales revenues for the three months ended March 31, 2005 would have decreased by \$0.1 million. If gas prices decreased \$0.50 per Mcf, NEG Holding's gas sales revenues for the year ended December 31, 2004 would have decreased by \$6.5 million, after considering the effects of the derivative contracts in place at December 31, 2004. If the price of crude oil decreased \$1.00 per Bbl, NEG Holding's oil sales revenues for the year ended December 31, 2004 would have decreased by \$.6 million.

### **Critical Accounting Policies**

NEG Holding prepares its consolidated financial statements in accordance with accounting principles generally accepted in the United States and SEC guidance. See the "Notes to Consolidated Financial Statements" elsewhere in this information statement for a more comprehensive discussion of NEG Holding's significant accounting policies. GAAP requires information in financial statements about the accounting principles and methods used and the risks and uncertainties inherent in significant estimates including choices between acceptable methods. Following is a discussion of NEG Holding's most critical accounting policies:

### **Off-Balance Sheet Arrangements**

NEG Holding does not have any off-balance sheet arrangements.

### **Derivatives**

NEG Holding follows SFAS No. 133, "*Accounting for Certain Derivative Instruments and Certain Hedging Activities*" and SFAS No. 138, "*Accounting for Certain Derivative Instruments and Certain Hedging Activity, an Amendment of SFAS 133*" which require that all derivative instruments be recorded on the balance sheet at their respective fair value.

## Oil and Natural Gas Properties

NEG Holding utilizes the full cost method of accounting for its crude oil and natural gas properties. Under the full cost method, all productive and nonproductive costs incurred in connection with the acquisition, exploration, and development of crude oil and natural gas reserves are capitalized and amortized on the units-of-production method based upon total proved reserves. The costs of unproven properties are excluded from the amortization calculation until the individual properties are evaluated and a determination is made as to whether reserves exist. Conveyances of properties, including gains or losses on abandonments of properties, are treated as adjustments to the cost of crude oil and natural gas properties, with no gain or loss recognized.

Under the full cost method, the net book value of oil and natural gas properties, less related deferred income taxes, may not exceed the estimated after-tax future net revenues from proved oil and natural gas properties, discounted at 10% per year (the ceiling limitation). In arriving at estimated future net revenues, estimated lease operating expenses, development costs, abandonment costs, and certain production related and ad-valorem taxes are deducted. In calculating future net revenues, prices and costs in effect at the time of the calculation are held constant indefinitely, except for changes which are fixed and determinable by existing contracts. The net book value is compared to the ceiling limitation on a quarterly basis. The excess, if any, of the net book value above the ceiling limitation is required to be written off as a non-cash expense. NEG Holding did not incur a ceiling writedown in 2002, 2003 and 2004. There can be no assurance that there will not be writedowns in future periods under the full cost method of accounting as a result of sustained decreases in oil and natural gas prices or other factors.

NEG Holding has capitalized internal costs of \$0.3 million and \$0.3 million for the three months ended March 31, 2005 and 2004, respectively, as costs of oil and natural gas properties. NEG Holding has capitalized internal costs of \$1.0 million, \$0.65 million and \$0.60 million for the years ended December 31, 2004, 2003 and 2002, respectively, as costs of oil and natural gas properties. Such capitalized costs include salaries and related benefits of individuals directly involved in the Company's acquisition, exploration, and development activities based on a percentage of their salaries.

## Recent Accounting Pronouncements

On September 28, 2004, the SEC released Staff Accounting Bulletin ("SAB") 106 regarding the application of SFAS 143, "*Accounting for Asset Retirement Obligations*" ("AROs"), by oil and gas producing companies following the full cost accounting method. Pursuant to SAB 106, oil and gas producing companies that have adopted SFAS 143 should exclude the future cash outflows associated with settling AROs (ARO liabilities) from the computation of the present value of estimated future net revenues for the purposes of the full cost ceiling calculation. In addition, estimated dismantlement and abandonment costs, net of estimated salvage values, that have been capitalized (ARO assets) should be included in the amortization base for computing depreciation, depletion and amortization expense. Disclosures are required to include discussion of how a company's ceiling test and depreciation, depletion and amortization calculations are impacted by the adoption of SFAS 143. SAB 106 is effective prospectively as of the beginning of the first fiscal quarter beginning after October 4, 2004. The adoption of SAB 106 is not expected to have a material impact on either the ceiling test calculation or depreciation, depletion and amortization.

On December 16, 2004, the FASB issued Statement 123 (revised 2004), "*Share-Based Payment*" that will require compensation costs related to share-based payment transactions (e.g., issuance of stock options and restricted stock) to be recognized in the financial statements. With limited exceptions, the amount of compensation cost will be measured based on the grant-date fair value of the equity or liability instruments issued. In addition, liability awards will be remeasured each reporting period. Compensation cost will be recognized over the period that an employee provides service in exchange

for the award. Statement 123(R) replaces SFAS 123, "*Accounting for Stock-Based Compensation*," and supersedes Accounting Principles Board ("APB") Opinion No. 25, "*Accounting for Stock Issued to Employees*." For NEG Holdings, SFAS 123(R) is effective for the first reporting period after June 15, 2005. Entities that use the fair-value-based method for either recognition or disclosure under SFAS 123 are required to apply SFAS 123(R) using a modified version of prospective application. Under this method, an entity records compensation expense for all awards it grants after the date of adoption. In addition, the entity is required to record compensation expense for the unvested portion of previously granted awards that remain outstanding at the date of adoption. In addition, entities may elect to adopt SFAS 123(R) using a modified retrospective method where by previously issued financial statements are restated based on the expense previously calculated and reported in their pro forma footnote disclosures. The company had no share based payments subject to this standard.

On December 16, 2004, the FASB issued Statement 153, "*Exchanges of Nonmonetary Assets*," an amendment of APB Opinion No. 29, to clarify the accounting for nonmonetary exchanges of similar productive assets. SFAS 153 provides a general exception from fair value measurement for exchanges of nonmonetary assets that do not have commercial substance. A nonmonetary exchange has commercial substance if the future cash flows of the entity are expected to change significantly as a result of the exchange. The Statement will be applied prospectively and is effective for nonmonetary asset exchanges occurring in fiscal periods beginning after June 15, 2005. NEG Holdings does not have any nonmonetary transactions for any period presented that this Statement would apply.

On March 30, 2005, FASB issued FASB FIN 47, "*Accounting for Conditional Asset Retirement Obligations*." FIN 47 clarifies that the term conditional asset retirement obligation as used in SFAS 143, "*Accounting for Asset Retirement Obligations*," refers to a legal obligation to perform an asset retirement activity in which the timing and (or) method of settlement are conditional on a future event that may or may not be within the control of the entity. The obligation to perform the asset retirement activity is unconditional even though uncertainty exists about the timing and (or) method of settlement. Uncertainty about the timing and or method of settlement of a conditional asset retirement obligation should be factored into the measurement of the liability when sufficient information exists. FIN 47 also clarifies when an entity would have sufficient information to reasonable estimate the fair value of an asset retirement obligation. FIN 47 is effective no later than the end of fiscal years ending after December 15, 2005 (December 31, 2005 for calendar year-end companies). Retrospective application of interim financial information is permitted but not required and early adoption is encouraged. The adoption of FIN 47 to have a material impact on the Company's financial statements.

## APPENDIX C: PANACO, INC.

## BUSINESS

Panaco is an independent oil and gas exploration and production company focused primarily on opportunities in the Gulf Coast Region and offshore opportunities on the Gulf of Mexico. Panaco is in the business of selling oil and gas, produced on properties it leases, to third party purchasers. It obtains reserves of crude oil and gas by either buying them from others or drilling developmental and exploratory wells on acquired properties. It acquires producing properties with a view toward further exploitation and development, capitalizing on 3-D seismic and advanced directional drilling technology to recover reserves that were bypassed or previously overlooked.

## SELECTED FINANCIAL DATA.

The following historical data is derived from Panaco's financial statements and the notes thereto.

	For the Three Months Ending March 31,		For the Years Ending December 31,				
	2005	2004	2004	2003	2002	2001	2000
(amounts in thousands, except per share data)							
<b>Statement of Operations Data:</b>							
Oil and natural gas sales	\$ 6,474	\$ 12,156	\$ 51,234	\$ 50,160	\$ 39,065	\$ 76,246	\$ 88,550
Gain (loss) on sale of assets	(715)		(76)			3,967	1,938
Lawsuit recoveries							2,575
Total revenues	5,759	12,156	51,158	50,160	39,065	80,213	93,063
Total costs and expenses before income taxes and extraordinary item (1)	9,451	8,382	40,235	35,936	79,684	99,784	76,591
Total other expense	472	594	1,785	2,655	8,798		
Reorganization costs (gains)	(60)	1,084	(56,408)	2,898	2,258		
Income tax expense (benefit) (2)	(1,497)		(22,877)			22,734	(22,683)
Cumulative effect of accounting change				12,149			
Net income (loss) (3)	\$ 2,607	\$ 2,096	\$ 88,423	\$ (3,478)	\$ (51,675)	\$ (42,305)	\$ 39,155
Net income (loss) per common share	\$ 2,607	\$ 0.09		\$ (0.14)	\$ (2.12)	\$ (1.74)	\$ 1.61
<b>Balance Sheet Data (at period end):</b>							
Total assets	\$ 140,873	\$	\$ 157,608	\$ 125,814	\$ 96,268	\$ 146,064	\$ 174,079
Long-term debt	\$ 31,214	\$	\$ 32,571	\$ 100,000	\$ 102,249	\$ 135,120	\$ 121,693
Stockholders' equity (deficit)	\$ 52,683	\$	\$ 55,290	\$ (84,937)	\$ (81,459)	\$ (29,784)	\$ 12,408

(1) Results for the years ended December 31, 2001, include impairments of oil and gas properties of \$9.1 million.

(2) During 2001 Panaco re-established a deferred tax valuation allowance that had been eliminated in 2000. The change in the valuation allowance was primarily due to lower volumes and market prices for oil and natural gas, resulting in lower estimates of future net income, see "Panaco Management's Discussion and Analysis of Financial Condition and Results of Operations."

**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

**2004 Reorganization Overview**



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

On July 16, 2002, Panaco filed a Voluntary Petition for Relief under Chapter 11 of the United States Bankruptcy Code in the United States Bankruptcy Court of the Southern District of Texas. The filing was made primarily due to the Company's inability to pay its debts as they became due, including the existence of a significant working capital deficit and continuing lack of compliance with certain financial and technical covenants of the Company's various debt obligations.

An order of relief was entered by the Bankruptcy Court, placing Panaco under protection of the Bankruptcy Court, which precluded payment of the interest on the Senior Notes. In addition, payment of liabilities existing as of July 15, 2002 to certain unsecured creditors and pending litigation were

C-1

---

stayed during the Bankruptcy proceeding. Panaco has been operating as a debtor-in-possession and continued to operate, conduct business and manage the company's assets in the ordinary course of business during the Chapter 11 proceeding. On November 3, 2004, the Court entered a confirmation order for the Plan of Reorganization (the "Plan"). The Plan became effective November 16, 2004 and Panaco began operating as a reorganized entity.

In aggregate, approximately 55% or \$63.8 million of liabilities were forgiven as part of the reorganization comprised of \$51.3 million of unsecured Senior Notes and \$12.5 million of unsecured creditors. Approximately, \$52 million was converted into 100% or 1,000 shares of Panaco new common stock. Overall, at December 31, 2004, Panaco's debt obligations were reduced by 67% to \$38 million. Panaco also had unrestricted cash of \$23.8 million, working capital of \$19.1 million and total equity of \$32.2 million.

Also as a requirement of the confirmation order for our Plan of Reorganization, Panaco entered into a management contract with National Energy Group, Inc. ("NEG") to manage and operate the Company's oil and gas operations, including but not limited to, all land, well, engineering, geological and geophysical, acquisition and divestiture, marketing, operations, contract and compliance functions. NEG also provide all management, administrative and accounting services and maintain insurance coverage usual and customary for companies in the oil and gas industry and consistent with the requirements of our agreements. Under the agreement, all services will be done in compliance with the Articles of Incorporation and Bylaws of Panaco to the extent allowed by the agreements, applicable laws and approval by the Board of Directors. NEG is an affiliate company, as defined in the agreement, and is to be compensated on a monthly basis an amount equal to 115% of the actual direct and indirect administrative overhead costs incurred by NEG in operating and/or administrating the Company's properties. The calculation of the costs will be provided to and approved by the Board of Directors.

## Results of Operations

### *Quarter Ended March 31, 2005 Compared to Quarter Ended March 31, 2004*

#### *Revenues*

Total revenues decreased by \$6.4 million, or 57.4%, to \$5.8 million for the three month period ended March 31, 2005 from \$12.2 million for the comparable period in 2004. \$6.3 million of the decrease was due to the unrealized loss on Panaco's derivatives during the 2005 quarter. In late 2004 and early 2005, Panaco acquired certain no-cost commodity price collars to limit our exposure to oil and natural gas price declines during 2005. The collars were not designated as hedges and, consequently increases or decreases in the fair value of the collar contracts are required to be recorded in income currently. During the first quarter of 2005, oil and natural gas prices increased substantially, resulting in an unrealized loss on the collar contracts which was recorded as a \$6.3 million reduction in oil and natural gas revenues. The remaining decrease was due to increased oil and natural gas prices, offset by lower gas and oil production. Average natural gas prices increased \$0.54 per Mcf to \$6.26 per Mcf for the three month period ended March 31, 2005 from \$5.72 per Mcf for the comparable period in 2004, and average oil prices increased \$13.80 per barrel to \$48.72 per barrel for the three month period ended March 31, 2005 from \$34.92 per barrel for the comparable period in 2004.

During the first quarter 2005, Panaco produced 126 Mbbls of oil, a 27.0% decrease compared to 174 Mbbls in during the first quarter of 2004 and Panaco produced 774 Mmcf of natural gas, a 25.6% decrease from 1040 Mmcf in the first quarter of 2004. The production decreases were primarily attributable to the sale of the West Delta properties during the first quarter of 2005 and normal production level declines. In addition, the planned work over of several wells did not prove to be successful in enhancing production levels.

*Cost and Expenses*

Lease operating expenses, production taxes, geological and geophysical expenses and depreciation depletion and amortization were unchanged from the prior year.

General and administrative costs, including management fees paid to related parties increased \$1.1 million to \$1.5 million during the three month period ended March 31, 2005 from \$0.4 million in the comparable period in 2004. The increase was attributable to lower activity levels in 2004 compared to 2005. During the three month period ended March 31, 2004, Panaco operated as a debtor in possession and scaled back operations to conserve cash. The 2005 period includes approximately \$1.0 million in management fees paid to NEG pursuant to the management agreement entered into with NEG following the bankruptcy plan confirmation in November, 2004.

*Other income (expenses)*

Interest income increased \$0.1 million to \$0.2 million due to higher average cash balances in 2005 compared to 2004. Interest expense, including interest expense from related parties, was relatively unchanged. During the three month period ended March 31, 2004, the company incurred \$1.1 million in bankruptcy related charges, principally legal and professional fees. No similar charges were incurred in 2005 following Panaco's confirmation of the Bankruptcy plan in November 2004.

**2004 Compared to 2003**

*Revenues*

Total revenues increased by \$1.0 million, or 2.0%, to \$51.2 million for 2004 from \$50.2 million for 2003. The increase was due to increased oil and natural gas prices, offset by lower gas and oil production. Average natural gas prices increased \$0.45 per Mcf to \$5.99 per Mcf for 2004 from \$5.54 per Mcf for 2003, and average oil prices increased \$9.73 per barrel to \$40.61 per barrel for 2004 from \$30.88 per barrel for 2003.

In 2004, Panaco produced 643 Mbbls of oil, a 6.7% decrease compared to 689 Mbbls in 2003 and Panaco produced 3,938 Mmcf of natural gas, a 21.9% decrease from 5,044 Mmcf in 2003. The production decreases were primarily attributable to major storms in the gulf of Mexico, the Company's primary operating area. The Gulf of Mexico had seven named hurricanes in late summer and fall of 2004. Several properties were shut-in due to these storms and weather in general, for as many as three to four months. During this time, the Company also performed necessary maintenance on tangible property to enhance future production levels which delayed the production start up of several properties. In addition, the planned work over of several wells did not prove to be successful in enhancing production levels.

*Cost and Expenses*

Lease operating expenses decreased by \$3.2 million, or 18.6%, to \$14.0 million for 2004 from \$17.2 million for 2003. During mid 2004, Panaco signed agreements with several operators to utilize Panaco's platforms and production facilities to process natural gas and facilitate pipeline transportation of the operator's gas. The arrangements specify a minimum monthly charge for the use of the Panaco facilities, which reduced the company's lease operating costs. In addition, weather conditions did not allow for some maintenance activities to be performed in 2004. In 2003, an extensive amount of maintenance was performed to get the properties up to full production standards and maximum marketability post bankruptcy.

Oil and natural gas production taxes decreased 30.4% or \$.3 million to \$0.7 million in 2004. The decrease is primary attributable to the 21.9% decrease in natural gas production.

Geological and geophysical expenditures were essentially unchanged at \$0.1 million.

Depletion, depreciation and amortization increased \$6.2 million, or 48.4%, to \$19.0 million in 2004 from \$12.8 million in 2003. The decrease was attributable to a higher rate due to a 33% decline in natural gas reserves.

General and administrative costs, including management fees paid to related parties increased \$0.9 million to \$3.2 million in 2004 to \$2.3 million in 2003. The increase was attributable to the management fees paid to National Energy Group pursuant to the management agreement entered into with NEG following the bankruptcy plan confirmation in November, 2003.

Bad debt expense decreased \$1.8 million to \$0.1 million in 2004 from \$1.9 million in 2003. The decrease was attributable to several large receivables from non-operators that were unable to pay their operating expenses in 2003.

The Company recorded a \$2.2 million gain on production payment during 2003 due to the unexpected cessation of production from certain wells associated with a non-recourse production payment. The Company's obligations to a former lender were payable solely from the production from certain oil and gas properties. During 2003, the wells associated with the production payment ceased production, thus canceling any further obligation of the Company.

*Other income (expenses).*

Interest income increased \$0.4 million to \$0.7 million due to higher average cash balances in 2004 compared to 2003. Interest expense, including interest expense from related parties, decreased \$0.4 million, or 13.8%, to \$2.5 million in 2004 from \$2.9 million in 2003. Decreased interest expense reflects the lower debt balances since confirmation of the Bankruptcy plan.

Income before reorganization costs, income taxes and cumulative effect of change in accounting principle essentially decreased \$2.5 million from \$11.6 million in 2003 to \$9.1 million in 2004. The decrease is principally due the increased depletion, depreciation and amortization expense incurred in 2004

Reorganization costs reflect the confirmation of Panaco's Bankruptcy plan and the forgiveness of \$63.8 million of liabilities comprising \$51.3 million of unsecured Senior Notes and \$12.5 million of unsecured creditors. Approximately, \$52 million was converted into 100% or 1,000 shares of Panaco new common stock. In addition, the Company incurred \$3.8 million in professional fees associated with the bankruptcy proceedings in 2004 compared to \$2.9 million in 2003. The fees are primarily comprised of legal fees.

Deferred tax benefit increased \$22.9 million in 2004 from nil in 2003. The 2004 benefit is primarily attributable to the reversal of the valuation allowance for the deferred tax asset. Following the confirmation of the bankruptcy plan and, based on projected future taxable income, management determined that it was more likely than not that the deferred tax asset would be realized.

Panaco recognized a cumulative effect of change in accounting principle of \$12.1 million related to the adoption of SFAS 143 "*Accounting for Asset Retirement Obligations*".

**2003 Compared to 2002**

*Revenues*

Total revenues increased by \$11.1 million, or 28.4%, to \$50.2 million for 2003 from \$39.1 million for 2002. The increase was due to increased oil and natural gas prices and an increase in production. Average natural gas prices increased \$0.64 per Mcf to \$5.54 per Mcf for 2003 from \$4.90 per Mcf for

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

2002, and average oil prices increased \$6.36 per barrel to \$30.88 per barrel for 2003 from \$24.52 per barrel for 2002.

In 2003, Panaco produced 689 MBbls of oil, compared to 916 MBbls in 2002, and Panaco produced 5,044 Mmcf of natural gas in 2003, a decrease from 5,622 Mmcf in 2002. This decrease was due to normal production declines.

### *Cost and expenses*

Lease operating expenses increased by \$2.7 million, or 18.6%, to \$17.2 million in 2003 from \$14.5 million for 2002. In 2003, an extensive amount of maintenance was performed to get the properties up to full production standards and maximum marketability post bankruptcy.

Oil and gas production taxes increased by \$0.3 million, or 42.8%, to \$1.0 million in 2003 from \$0.7 million in 2002. The increase directly resulted from increased gas revenue in 2003.

Depreciation, depletion and amortization decreased \$24.2 million, or 65.4%, to \$12.8 million in 2003 from \$37.0 million in 2002. The decrease resulted from the property impairment of \$23.3 million recorded in 2002. The 2002 impairment was primarily due to lower estimated of future net revenues from the Company's proved reserves caused mainly by an increase in the estimate of future obligations to plug and abandon the company's oil and gas properties.

General and administrative expenses decreased \$1.3 million, or 36%, to \$2.3 million in 2003 from \$3.6 million in 2002. This resulted from staff reductions in 2002.

### *Other income (expense)*

Interest expense decreased by \$6.4 million to \$2.9 million in 2003 from \$9.3 million in 2002 as a result of the suspension of interest in the senior notes during bankruptcy proceedings. In addition, approximately \$1.0 million of debt issuance costs was expensed when the company filed for bankruptcy protection.

### *Net income*

Net loss of \$51.7 million was recognized for 2002, compared to net loss of \$3.5 in 2003. Net loss 2003 included cumulative effect of accounting change of \$12.1million. The 2002 net loss included an impairment expense of \$23.2 million and higher depreciation, depletion and amortization in 2002.

## **Liquidity and Capital Resources**

### ***2005 Outlook***

Following the confirmation of the bankruptcy plan in November 2004, the Company has been concentrating on the development and growth of oil and natural gas assets. In early 2005, the company sold interests in West Delta properties and transferred the corresponding plugging and abandonment escrow funds and associated environmental, general, plugging and abandonment and other liabilities.

### *Cash flows*

Panaco expects that its primary sources of cash in 2005 will be cash on hand and funds generated from operations. Based on its current level of operations, Panaco believes that its cash on hand (\$9.7 million at March 31, 2005 and \$23.8 million at December 31, 2004), the repayment of the \$10.0 million advance to affiliate and cash flow from operations will be adequate to meet its future liquidity needs for 2005.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Panaco's operating activities used \$7.5 in cash flows during the three month period ended March 31, 2005, primarily as a result of the \$10.0 million advance to affiliate and a \$3.6 million deposit required to collateralized the company's derivatives position. Excluding the advance and the hedge deposit, cash flows provided by operations were similar to the prior year comparable period.

Panaco's operating activities provided cash flows of \$19.4 million in 2004 compared to \$16.4 million in 2003. The increase was primarily due to changes in operating assets and liabilities, primarily driven by lower operating cost.

### Capital Expenditures

During the first three months of 2005, Panaco invested approximately \$4.7 million in drilling activity. For the remainder of 2005, Panaco expects to expend approximately \$18 million on additional drilling and leasing activities.

### Derivative Instruments

During late 2004 and early 2005, Panaco entered into some large hedging agreements to achieve managed cash flow and reduce exposure to downward price fluctuations.

Panaco's financial results and cash flows can be significantly impacted as commodity prices fluctuate in response to changing market conditions. To manage its exposure to natural gas or oil price volatility, Panaco may enter into various derivative instruments consisting principally of collar options and swaps.

While the use of derivative contracts can limit the downside risk of adverse price movements, it may also limit future gains from favorable movements. Panaco addresses market risk by selecting instruments whose value fluctuations correlate strongly with the underlying commodity. Credit risk related to derivative activities is managed by requiring minimum credit standards for counterparties, periodic settlements, and mark to market valuations.

The following is a summary of the oil and natural gas no-cost commodity price collars entered into with Shell Trading company:

<u>Date of Contract</u>	<u>Volume/Month</u>	<u>Beginning</u>	<u>Ending</u>	<u>Floor</u>	<u>Ceiling</u>
November 2004	25,000 Bbls	January 2005	December 2005	\$ 42.50	\$ 46.00
November 2004	150,000 MMBTU	January 2005	December 2005	\$ 6.00	\$ 8.35
February 2005	5,000 Bbls	March 2005	December 2005	\$ 44.50	\$ 48.00
February 2005	40,000 MMBTU	March 2005	December 2005	\$ 6.05	\$ 7.30
February 2005	17,000 Bbls	January 2006	December 2006	\$ 41.65	\$ 45.25
February 2005	140,000 MMBTU	January 2006	December 2006	\$ 6.00	\$ 7.25

During the three month period ended March 31, 2005, Panaco recorded an unrealized loss on its derivative contracts which reduced oil and natural gas revenues. A liability of \$7.2 million (\$5.0 million current) was recorded by Panaco as of March 31, 2005 in connection with these contracts.

### Inflation and Prices

The average price of Panaco's natural gas increased from \$4.90 per Mcf in 2002 to \$5.54 per Mcf in 2003, and \$5.99 per Mcf in 2004. The average price of Panaco's oil increase from \$24.52 per barrel in 2002 to \$30.88 per barrel in 2003, and \$40.61 in 2004. These prices reflect average prices for oil and gas sales of the company's continuing operations. The oil and natural gas prices include the effect of Panaco's hedging activity.

The price of oil and natural gas has a significant impact on Panaco's results of operations. Oil and natural gas prices fluctuate based on market conditions and, accordingly, cannot be predicted. Costs to drill, complete and service wells can fluctuate based on demand for these services, which is generally influenced by high or low commodity prices. Panaco's costs and expenses may be subject to inflationary pressures if oil and gas prices are favorable.

A large portion of Panaco's natural gas is sold subject to market sensitive contracts. Natural gas price risk has historically been mitigated (hedged) by the utilization of swaps, options or collars. Natural gas price hedging decisions have historically been made in the context of Panaco's strategic objectives, taking into account the changing fundamentals of the natural gas marketplace.

### Contractual Obligations

Panaco has various commitments primarily related to funding escrow accounts that are required as collateral for Panaco's offshore retirement obligations. Panaco expects to fund these commitments with cash generated from operations. Panaco has no off-balance sheet debt or other such unrecorded obligations, and has not guaranteed the debt of any other party.

The following table summarizes Panaco's contractual obligations at December 31, 2004:

Contractual Obligations at December 31, 2004	Payment Due By Period				
	Total	Less than 1 Year	1-3 Years	4-5 Years	After 5 Years
	(in thousands)				
Long-term debt	\$ 38,000,000	\$ 5,429,000	\$ 16,287,000	\$ 10,858,000	\$ 5,426,000
Escrow funding	\$ 18,000,000	\$ 3,200,000	\$ 9,600,000	\$ 5,200,000	\$
<b>Total contractual cash obligations</b>	<b>\$ 56,000,000</b>	<b>\$ 8,629,000</b>	<b>\$ 25,887,000</b>	<b>\$ 16,058,000</b>	<b>\$ 5,426,000</b>

Panaco has entered into joint operating agreements, area of mutual interest agreements and joint venture agreements with other companies. These agreements may include drilling commitments or other obligations in the normal course of business.

In the normal course of business, Panaco has performance obligations which are supported by surety bonds or letters of credit. These obligations are primarily site restoration and dismantlement, royalty payments and exploration programs where governmental organizations require such support.

Panaco has certain other commitments and uncertainties related to its normal operations, including obligations to plug wells.

### Quantitative and Qualitative Disclosures About Market Risk

Among other risks, Panaco is exposed to interest rate and commodity price risks.

The interest rate risk relates to the debt under Panaco's term loan. If market interest rates for short-term borrowings increased 1%, the increase in Panaco's annual interest expense would be approximately \$0.4 million.

Panaco's financial results can be significantly impacted as commodity prices fluctuate in response to changing market forces. From time to time Panaco may enter into various derivative instruments to manage its exposure to price volatility. Panaco employs a policy of hedging oil and gas production. These contracts may take the form of swaps or options. If gas prices decreased \$0.50 per Mcf, Panaco's gas sales revenues for the quarter ended March 31, 2005 would have decreased by \$0.4 million, after considering the effects of the derivative contracts in place March 31, 2005. If the price of crude oil decreased \$1.00 per Bbl, Panaco's oil sales revenues for the quarter ended March 31, 2005 would have decreased by \$0.1 million. If gas prices decreased \$0.50 per Mcf, Panaco's gas sales revenues for the

year ended December 31, 2004 would have decreased by \$2.5 million, after considering the effects of the derivative contracts in place at December 31, 2004. If the price of crude oil decreased \$1.00 per Bbl, Panaco's oil sales revenues for the year ended December 31, 2004 would have decreased by \$0.6 million.

#### **Off-Balance Sheet Arrangements**

Panaco does not have any off-balance sheet arrangements

#### **Critical Accounting Policies**

Panaco prepares its consolidated financial statements in accordance with accounting principles generally accepted in the United States and SEC guidance. See the "Notes to Consolidated Financial Statements" elsewhere in this information statement for a more comprehensive discussion of Panaco's significant accounting policies. GAAP requires information in financial statements about the accounting principles and methods used and the risks and uncertainties inherent in significant estimates including choices between acceptable methods. Following is a discussion of Panaco's most critical accounting policies:

#### **Derivatives**

Panaco follows SFAS No. 133, "*Accounting for Certain Derivative Instruments and Certain Hedging Activities*" and SFAS No. 138, "*Accounting for Certain Derivative Instruments and Certain Hedging Activity, an Amendment of SFAS 133*" which require that all derivative instruments be recorded on the balance sheet at their respective fair value.

*Proved Reserves* Our estimates of proved reserves are based on quantities of oil and natural gas reserves which current geological and engineering data demonstrate are recoverable in future years from known reservoirs under existing economic and operating conditions. However, there are numerous uncertainties inherent in estimating quantities of proved reserves and in projecting future revenues, rates of production and timing of development expenditures, including many factors beyond our control. The estimation process relies on assumptions and interpretations of available geologic, geophysical, engineering and production data and, the accuracy of reserve estimates is a function of the quality and quantity of available data, engineering and geological interpretation and judgment. In addition, as a result of changing market conditions, commodity prices and future development costs will change from year to year, causing estimates of proved reserves to also change. For the years ended December 31, 2004 and 2003, we revised our proved reserves downward by approximately 17.5 and 7.8 Bcfe, respectively, due to proved undeveloped reserves that were depleted or otherwise not recoverable, or from production performance indicating less oil and gas in place or smaller reservoir size than initially estimated. Estimates of proved reserves are key components of our most significant financial estimates involving our unevaluated properties, our rate for recording depreciation, depletion and amortization. Our reserves are fully engineered on an annual basis by independent petroleum engineers (See Note 12 "*Supplemental Information Related to Oil and natural Gas Producing Activities (Unaudited)*").

*Oil and Natural Gas Properties* We utilize the successful efforts method of accounting for our oil and natural gas properties. Under this method, lease acquisition costs and exploratory drilling costs are initially capitalized. If proved reserves are not discovered related to these costs, they are expensed. All development costs are capitalized, while all non-drilling exploratory costs, including seismic and rentals are expensed as incurred. We assess periodically on a property by property basis unproved leaseholds with significant acquisitions cost and recognize a loss to the extent that the cost of the property has been impaired. For those unproved leaseholds that are not individually significant, we aggregate such costs and amortized them over an average holding period. In all cases, as unproved leaseholds are



determined to be productive, the related costs are transferred to proved leaseholds and depleted on a unit basis. The depletion rates per Mcfe for December 31, 2004 and 2003 were \$2.44 and \$1.95, respectively with the increase due to a decrease in reserves. We also review our properties quarterly when circumstances suggest the need and for impairment. During 2004 and 2003 no impairment was recorded. We did record a \$23.3 million oil and natural gas impairment in 2002 due to lower estimates of future net cash flow from our proved reserves caused mainly by an increase in the estimate of future obligations to plug and abandon the wells and platforms used on its properties and a negative

#### Recent Accounting Pronouncements

On December 16, 2004, the FASB issued Statement 123 (revised 2004), "*Share-Based Payment*" that will require compensation costs related to share-based payment transactions (e.g., issuance of stock options and restricted stock) to be recognized in the financial statements. With limited exceptions, the amount of compensation cost will be measured based on the grant-date fair value of the equity or liability instruments issued. In addition, liability awards will be remeasured each reporting period. Compensation cost will be recognized over the period that an employee provides service in exchange for the award. Statement 123(R) replaces SFAS 123, "*Accounting for Stock-Based Compensation*," and supersedes Accounting Principles Board ("APB") Opinion No. 25, "*Accounting for Stock Issued to Employees*." For NEG Holdings, SFAS 123(R) is effective for the first annual reporting period after December 15, 2005. Entities that use the fair-value-based method for either recognition or disclosure under SFAS 123 are required to apply SFAS 123(R) using a modified version of prospective application. Under this method, an entity records compensation expense for all awards it grants after the date of adoption. In addition, the entity is required to record compensation expense for the unvested portion of previously granted awards that remain outstanding at the date of adoption. In addition, entities may elect to adopt SFAS 123(R) using a modified retrospective method where by previously issued financial statements are restated based on the expense previously calculated and reported in their pro forma footnote disclosures. The company had no share based payments subject to this standard.

On December 16, 2004, the FASB issued Statement 153, "*Exchanges of Nonmonetary Assets*," an amendment of APB Opinion No. 29, to clarify the accounting for nonmonetary exchanges of similar productive assets. SFAS 153 provides a general exception from fair value measurement for exchanges of nonmonetary assets that do not have commercial substance. A nonmonetary exchange has commercial substance if the future cash flows of the entity are expected to change significantly as a result of the exchange. The Statement will be applied prospectively and is effective for nonmonetary asset exchanges occurring in fiscal periods beginning after June 15, 2005. Panaco does not have any nonmonetary transactions for any period presented that this Statement would apply.

On March 30, 2005, FASB issued FASB FIN 47, "*Accounting for Conditional Asset Retirement Obligations*." FIN 47 clarifies that the term conditional asset retirement obligation as used in SFAS 143, "*Accounting for Asset Retirement Obligations*," refers to a legal obligation to perform an asset retirement activity in which the timing and (or) method of settlement are conditional on a future event that may or may not be within the control of the entity. The obligation to perform the asset retirement activity is unconditional even though uncertainty exists about the timing and (or) method of settlement. Uncertainty about the timing and or method of settlement of a conditional asset retirement obligation should be factored into the measurement of the liability when sufficient information exists. FIN 47 also clarifies when an entity would have sufficient information to reasonable estimate the fair value of an asset retirement obligation. FIN 47 is effective no later than the end of fiscal years ending after December 15, 2005 (December 31, 2005 for calendar year-end companies). Retrospective application of interim financial information is permitted but not required and early adoption is encouraged. The adoption of FIN 47 to have a material impact on the Company's financial statements.

**APPENDIX D: GB HOLDINGS, INC.**

The information included in this Appendix is taken from the GB Holdings, Inc. Annual Report on Form 10-K for the year ended December 31, 2004 and the GB Holdings, Inc. quarterly report on Form 10-Q for the three months ended March 31, 2005.

**OVERVIEW**

GB Holdings is a Delaware corporation and was a wholly-owned subsidiary of Pratt Casino Corporation, or PCC, through December 31, 1998. PCC, a Delaware corporation, was incorporated in September 1993 and was wholly-owned by PPI Corporation, a New Jersey corporation and a wholly-owned subsidiary of Greate Bay Casino Corporation, or GBCC. Effective after December 31, 1998, PCC transferred 21% of the stock ownership in GB Holdings to PBV, Inc., a newly formed entity controlled by certain stockholders of GBCC. As a result of a certain confirmed plan of reorganization of PCC and others in October 1999, the remaining 79% stock interest of PCC in GB Holdings was transferred to Greate Bay Holdings, LLC, or GBLLC, whose sole member as a result of the same reorganization was PPI. In February 1994, GB Holdings acquired Greate Bay Hotel and Casino, Inc., or GBHC, a New Jersey corporation, through a capital contribution by its then parent. From its creation until July 22, 2004, GBHC's principal business activity was its ownership of The Sands Hotel and Casino located in Atlantic City, New Jersey. GB Property Funding Corp., or Property, a Delaware corporation and a wholly-owned subsidiary of GB Holdings, was incorporated in September 1993 as a special purpose subsidiary of GB Holdings for the purpose of borrowing funds for the benefit of GBHC.

On January 5, 1998, GB Holdings, and its then existing subsidiaries, filed petitions for relief under Chapter 11 of the United States Bankruptcy Code in the United States Bankruptcy Court for the District of New Jersey. On August 14, 2000, the Bankruptcy Court entered an order, or the Confirmation Order, confirming the Modified Fifth Amended Joint Plan of Reorganization Under Chapter 11 of the Bankruptcy Code Proposed by the Official Committee of Unsecured Creditors and High River Limited Partnership and its affiliates, or the Plan, for GB Holdings and its then existing subsidiaries. High River is an entity controlled by Mr. Icahn. On September 13, 2000, the New Jersey Casino Control Commission, or NJCCC, approved the Plan. On September 29, 2000, the Plan became effective. All material conditions precedent to the Plan becoming effective were satisfied on or before September 29, 2000. In addition, as a result of the Confirmation Order and the occurrence of the effective date of the Plan, and in accordance with Statement of Position No. 90-7, "Financial Reporting by Entities in Reorganization under the Bankruptcy Code", or SOP 90-7, GB Holdings has adopted "fresh start reporting" in the preparation of the accompanying consolidated financial statements. GB Holdings' emergence from Chapter 11 resulted in a new reporting entity with no retained earnings or accumulated deficit as of September 30, 2000.

On the effective date of the Plan, Property's existing debt securities, consisting of its 10<sup>7</sup>/<sub>8</sub>% First Mortgage Notes due January 15, 2004, or the Old Notes, and all of GB Holdings' issued and outstanding shares of common stock owned by PBV and GBLLC, or the Old Common Stock, were cancelled. As of the effective date of the Plan, an aggregate of 10,000,000 shares of new common stock, par value \$.01 per share, of GB Holdings were issued and outstanding, and \$110,000,000 of 11% Notes were issued by Property. Holders of the Old Notes received a distribution of their pro rata shares of (i) the 11% Notes and (ii) 5,375,000 shares of the GB Holdings' common stock, or the Stock Distribution.

In October 2003, Atlantic Holdings, a Delaware corporation and a wholly-owned subsidiary of GBHC, was formed. ACE Gaming, a New Jersey limited liability company and a wholly-owned subsidiary of Atlantic Holdings, was formed in November 2003. Atlantic Holdings and ACE were formed in connection with a transaction, which included a Consent Solicitation and Offer to Exchange

in which holders of \$110 million of 11% Notes due 2005, issued by Property, were given the opportunity to exchange such notes, on a dollar for dollar basis, for \$110 million of 3% Notes due 2008, issued by Atlantic Holdings. The transaction was consummated on July 22, 2004, and holders of approximately \$66.3 million of 11% Notes exchanged such notes for approximately \$66.3 million of 3% Notes. Also on July 22, 2004, in connection with the Consent Solicitation and Offer to Exchange, the indenture governing the 11% Notes was amended to eliminate certain covenants and to release the liens on the collateral securing such notes. The transaction included, among other things, the transfer of substantially all of the assets of GB Holdings to Atlantic Holdings. The transfer of assets has been accounted for as an exchange of net assets between entities under common control, whereby the entity receiving the assets shall initially recognize the assets and liabilities transferred at their historical carrying amount in the accounts of the transferring entity at the date of transfer. No gain or loss was recorded relating to the transfer. Also on July 22, 2004, in connection with the consummation of the transaction, GBHC and Property merged into GB Holdings with GB Holdings as the surviving entity. Atlantic Holdings and ACE Gaming own and operate The Sands and prior to July 22, 2004, Atlantic Holdings and its subsidiary, ACE Gaming, had limited operating activities. GB Holdings has no operating activities and it has no income. GB Holdings' only significant asset is its investment in Atlantic Holdings.

In connection with the transfer of the assets and certain liabilities of GB Holdings, including the assets and certain liabilities of GBHC, Atlantic Holdings issued 2,882,938 shares of common stock to GBHC which, following the merger of GBHC, became the sole asset of GB Holdings. Substantially all of the assets and liabilities of GB Holdings and GBHC, with the exception of the remaining 11% Notes and accrued interest thereon, the Atlantic Holdings common stock, and the related pro rata share of deferred financing costs were transferred to Atlantic Holdings or ACE Gaming. As part of the transaction, an aggregate of 10,000,000 warrants issued by Atlantic Holdings were distributed on a pro rata basis to the stockholders of GB Holdings upon the consummation of the transaction. These warrants allow the holders to purchase from Atlantic Holdings, at an exercise price of \$.01 per share, an aggregate of 2,750,000 shares of Atlantic Holdings common stock and are only exercisable following the earlier of (1) either the 3% Notes being paid in cash or upon conversion, in whole or in part, into Atlantic Holdings common stock, (2) payment in full of the outstanding principal of the 11% Notes exchanged, or (3) a determination by a majority of the board of directors of Atlantic Holdings, including at least one independent director of Atlantic Holdings, that the warrants may be exercised. The Sands' New Jersey gaming license was transferred to ACE Gaming in accordance with the approval of the NJCCC.

GB Holdings owns 2,882,938 shares of Atlantic Holdings common stock, which, on a non-diluted basis, represents 100% of the outstanding Atlantic Holdings common stock. At the election of the holders of a majority of the aggregate principal amount of the 3% Notes outstanding, which they may exercise at any time in their sole discretion, the notes are convertible into 4,367,062 shares of Atlantic Holdings common stock. Also, as set forth above, if such holders so elect, the warrants will become exercisable for 2,750,000 shares of Atlantic Holdings common stock. Currently, affiliates of Mr. Icahn own approximately 96% of the 3% Notes and have the ability, which they may exercise prior to the maturity of the 11% Notes or at any other time in their sole discretion, to determine when and whether the 3% Notes will be paid in or convertible into Atlantic Holdings common stock at, or prior to, maturity, thereby making the warrants exercisable. If the 3% Notes are converted into Atlantic Holdings common stock and if the warrants are exercised, GB Holdings will own 28.8% of the Atlantic Holdings common stock and affiliates of Mr. Icahn will beneficially own approximately 63.4% of the Atlantic Holdings common stock (without giving effect to the affiliates of Mr. Icahn's interest in Atlantic Holdings common stock which is owned by GB Holdings). Affiliates of Mr. Icahn currently own approximately 77.5% of GB Holdings common stock.

The consolidated financial statements included in GB Holdings' financial statements include the accounts and operations of GB Holdings and its subsidiaries, Atlantic Holdings and ACE, and also Property and GBHC until July 22, 2004. All references to GB Holdings, Atlantic Holdings and ACE Gaming refer to such entities as they existed following the consummation of the transaction. All significant intercompany balances and transactions have been eliminated.

GB Holdings and Property listed the GB Holdings' Common Stock and 11% Notes, respectively, on the American Stock Exchange, or AMEX, on March 27, 2001. On January 13, 2004, the SEC granted GB Holdings application to delist the 11% Notes from trading on the AMEX. On January 14, 2004, AMEX halted trading on the 11% Notes and on February 2, 2004 trading resumed. On April 12, 2004, the SEC granted GB Holdings application to delist the 11% Notes from trading on the AMEX. On April 19, 2004 the AMEX delisted the 11% Notes. On September 2, 2004, the SEC granted GB Holdings' application to delist the GB Holdings' common stock from trading on the AMEX effective at the opening of business on September 3, 2004. On September 4, 2004, the AMEX delisted the GB Holdings common stock.

GB Holdings primarily generates revenues from gaming operations in its Atlantic City facility. GB Holdings' other business activities, including rooms, entertainment, retail store and food and beverage operations, also generate revenues, which are nominal in comparison to the casino operations. The non-casino operations primarily support the casino operation by providing complimentary goods and services to deserving casino customers. The Company competes in a capital intensive industry that requires continual reinvestment in its facility and technology.

### **The Sands**

The Sands has segregated its gaming customers into three broad segments:

The Premium Segment Those customers who have a high potential loss per trip. This segment has the lowest profit margin percentage per customer.

The Middle Segment Those customers who have a high repeat trip frequency along with a potential loss per trip that equates to a high annual potential loss per customer.

The Mass Segment Those customers who have a low casino loyalty and a low potential loss per trip. This category has the highest profit margin percentage per customer.

### **Business Strategy**

Traditionally, The Sands' marketing strategy in the highly competitive Atlantic City market has consisted of seeking premium category patrons. In the past, The Sands has been successful in its marketing efforts towards these premium patrons through its offering of private, limited-access facilities, related amenities and use of information technology to monitor patron play, control certain casino operating costs and target marketing efforts toward frequent visitors with above average gaming budgets. While The Sands strived to maintain market share within this category, competition within the industry for the premium category (both table and slot) reduced The Sands' ability to retain or attract this type of player on a profitable basis.

In the second quarter of 2002, The Sands changed its marketing strategy to reduce its focus on the lower profit margin premium table games and slot business segments and focus almost exclusively on the mass slot machine segment. In the process, The Sands reduced the number of table games from 69 to 26 and increased its number of slot machines by 400. Towards the end of 2002, it had become apparent that the gain in slot machine revenue could not offset the loss of table game revenue. In addition, the volume required from the mass slot player segment, to make up the loss of the middle to premium slot player segments, could not be accommodated in a property with the physical constraints of The Sands. Subsequent review of marketing data revealed that the loss in table game play had a

direct effect on the loss in some slot machine play, as many slot patrons who frequented The Sands with family and friends were forced to patronize competitors to find the variety of gaming experience they desired. As a result, by the end of the fourth quarter of 2002, The Sands had redirected its marketing strategy to focus more on the middle to premium categories of slot players and try to recapture the table game segment. The Sands continues to direct its marketing strategy to both the middle and premium slot and table game segments and is aggressively focused on the recovery of inactive players, those specific players who have had prior play at The Sands and are not current customers, and the acquisition of new players with a strong program to generate repeat visits. There will be a significant emphasis to grow the player database through an aggressive attraction program and the redistribution of events, entertainment and promotion expenditures to target the defined customer segments.

GB Holdings has recognized that the "Sands" name has a strong brand recognition and a rich heritage in gaming that went back to the original property in Las Vegas, Nevada, of the 1950's. Beginning in 2003, GB Holdings began to leverage the heritage of The Sands and promote the property as a boutique casino hotel that provides outstanding value and service that exceeds expectations. The tagline "The Players Place," was developed and encapsulates the benefits of playing slots and tables, as well as communicating the promise that The Sands provide personalized service to its players in an intimate atmosphere offering outstanding gaming odds, highest table game limits, more liberal player rewards towards the avid customer and unparalleled, personal boutique service.

During the prior three years, The Sands has continued to invest in improvements and upgrades to the casino hotel complex that support this theme. These improvements included new slot machines, renovations to the first floor casino, the showroom, two private lounges for casino guests and hotel room and suite renovations to both The Sands and the Madison House Hotel.

The first floor casino renovation included the addition of a high limit pit and The Swingers lounge was constructed in the center of the casino to provide a multi-faceted state-of-the-art entertainment experience. The Swingers lounge includes bartop slot machines and is staffed by "Flair Bartenders", part mixologist, part performance artist. In addition, further renovations to the bus lobby entrance, the promotions center and the Platinum Club improved the customer experience by providing easier access to facilities. The slot product has continually been upgraded including converting a majority of all slot machines to ticket-in/ticket-out technology. These slots accept paper cash, coin or coupons and allow the player an option to return winnings or cash-outs in the form of redeemable tickets.

This technology has gained customer acceptance at competitors and management believes it will enhance profitability by reducing labor intensive slot transactions while providing greater customer service and more uninterrupted player time on machines.

The Sands uses a player tracking system to record and rate patrons' play through the use of identification cards, which it issues to patrons, or "casino players' cards". All Sands' slot machines are connected with, and information with respect to table games activity can be input into, a computer network. When patrons insert their casino players' card into slot machines or present them to supervisors at table games, meaningful information, including amounts wagered and duration of play, is transmitted in real-time to a casino management database. The information contained in the database facilitates the implementation of targeted and cost effective marketing programs, which appropriately recognize and reward patrons during current and future visits to The Sands. Certain of these marketing programs allow patrons to obtain complimentary based on levels of play. Such complimentary include free meals, hotel accommodations, entertainment, retail merchandise, parking, and sweepstakes giveaways. Management believes that its ability to reward its customers on a "same-visit" basis is valuable in encouraging the loyalty of repeat visits. The computer systems also allow The Sands to monitor, analyze and control the granting of gaming credit, promotional expenses and other marketing costs.

Management primarily focuses its marketing efforts on patrons who have been identified by its casino management computer system as profitable patrons. Management believes that its philosophy of encouraging participation in its casino players' card program, using the information obtained thereby to identify the relative playing patterns of patrons and tailoring specific marketing programs and property amenities to this market category enhances profitability of The Sands.

The Sands also markets to the mass casino patron market through various forms of direct and indirect advertising, and group and bus tour programs. Once new patrons are introduced to The Sands' players' card program, management uses its information technology capabilities to directly market to these patrons to encourage repeat patronage.

*Competition.*

The Sands faces intense competition from the eleven other Atlantic City casinos, including the Borgata which opened in July 2003. According to reports of the NJCCC, the twelve Atlantic City casinos currently offer approximately 1.4 million square feet of gaming space.

On July 3, 2003, The Borgata, a joint venture of Boyd Gaming Corporation and MGM Mirage, opened in the marina district of Atlantic City. The Borgata features a 40-story tower with 2,010 rooms and suites, as well as a 135,000 square-foot casino, restaurants, retail shops, a spa and pool, and entertainment venues. This project represents a significant increase to capacity in the market. In addition, other of The Sands' competitors in Atlantic City have recently completed expansions of their hotels or have announced expansion projects. For example, Resorts Casino opened a 399-room hotel tower addition in July 2004 and the Tropicana Atlantic City has completed a significant expansion which included a 502-room hotel tower, a 25-room conference center, a 2,400 space parking garage, an expanded casino floor and a 200,000 square foot themed shopping, dining and entertainment complex called The Quarter. During 2003, Showboat Atlantic City opened a new 544-room hotel tower and expanded its gaming space to 101,000 square feet and increased its slot machines to 3,972 and has recently announced an expansion and affiliation with House of Blues. The business of the Company may be adversely impacted (1) by the additional gaming and room capacity generated by this increased competition in Atlantic City and/or (2) by other projects not yet announced in New Jersey or in other markets, including Pennsylvania, New York and Maryland. Accordingly, the existing and future competing forces could have a materially adverse impact on the operations of The Sands.

After the announced acquisition of Caesars Entertainment Corp. by Harrahs Entertainment, Inc. and the related divestiture of the Atlantic City Hilton, of the twelve Atlantic City casinos, Harrahs Entertainment will control four casinos and Colony Capital will control two. Harrahs Entertainment will also control the so-called Traymore site located between the boardwalk and The Sands and has acquired a property contiguous to The Sands' parking garage that formerly contained the Continental Motel property. The Trump Organization controls three of the twelve Atlantic City casinos. The gaming industry is highly competitive and the Company's competitors may have greater resources than the Company. If other properties operate more successfully, if existing properties are enhanced or expanded, or if additional hotels and casinos are established in and around the location in which the Company conducts business, the Company may lose market share. In particular, expansion of gaming in or near the geographic area from which The Sands attracts or expects to attract a significant number of customers could have a significant adverse effect on GB Holdings' business, financial condition and results of operations. The Sands competes, and will in the future compete, with all forms of existing legalized gaming and with any new forms of gaming that may be legalized in the future. Additionally, GB Holdings faces competition from all other types of entertainment.

The Casino Reinvestment Development Authority, or CRDA, is a governmental agency that administers the statutorily mandated investments required to be funded by casino licensees. Legislation enacted during 1993 and 1996 allocated an aggregate of \$175 million of CRDA funds and credits to

subsidize and encourage the construction of additional hotel rooms by Atlantic City casino licensees. Competitors of The Sands that have the financial resources to construct hotel rooms can take advantage of such credits more readily than The Sands. The Sands has an approved hotel expansion program with the CRDA and a retail entertainment development project. Plans have been announced by other casino operators to complete expansions within the required subsidy period. The expansion of existing gaming facilities and the addition of new casinos will continue to increase competition within the Atlantic City market.

In April 2004, the casino industry, the CRDA and the New Jersey Sports and Exposition Authority agreed to a plan regarding New Jersey video lottery terminals, or VLTs. Under the plan, casinos will pay a total of \$96 million over a period of four years, of which \$10 million will fund, through project grants, North Jersey CRDA projects and \$86 million will be paid to the New Jersey Sports and Exposition Authority who will then subsidize certain New Jersey horse tracks to increase purses and attract higher-quality races that would allow them to compete with horse tracks in neighboring states. In return, the race tracks and New Jersey have committed to postpone any attempts to install VLTs for at least four years. \$52 million of the \$86 million would be donated by the CRDA from the casinos' North Jersey obligations and \$34 million would be paid by the casinos directly. It is currently estimated that The Sands' current CRDA deposits for North Jersey projects are sufficient to fund The Sands' proportionate obligations with respect to the \$10 million and \$52 million commitments. The Sands' proportionate obligation with respect to the \$34 million commitment is estimated to be approximately \$1.3 million payable over a four year period. The Sands' proportionate obligation with respect to the combined \$10 million and \$52 million commitment is estimated to be approximately \$2.5 million payable over a four year period.

On March 1, 2005, the Acting Governor of the State of New Jersey proposed a state budget for the 2005-2006 fiscal year which includes as a revenue source the proceeds from installation and operation of 1,500 to 2,000 VLTs at the Meadowlands Racetrack in East Rutherford, New Jersey. This location in Northern New Jersey would be in direct competition for gamblers who now frequent the Atlantic City casinos. At this time, there is no certainty that the Legislature of New Jersey will enact the necessary legislation to permit the installation and operation of these VLTs.

The Sands also competes with legalized gaming from casinos located on Native American tribal lands. In July 2004, the Appellate Division of the Supreme Court of New York unanimously ruled that Native American owned casinos could legally be operated in New York under the New York State law passed in October 2001. That law permits three casinos in Western New York, all of which would be owned by the Seneca Indian Nation. The law also permits up to three casinos in the Catskills in Ulster and Sullivan Counties, also to be owned by Native American Tribes. In addition, the legislation allows slot machines to be placed in Native American-owned casinos. The court also ruled that New York could participate in the Multi-State Mega Millions Lottery Game.

The New York law had also permitted the installation of VLTs at five racetracks situated across the State of New York. In the July 2004 ruling, the Appellate Division ruled that a portion of the law was unconstitutional because it required a portion of the VLTs revenues to go to horse-racing, breeding funds and track purses. It is anticipated that ruling will be appealed.

The Pennsylvania legislature passed and the governor signed a bill in July 2004 that will allow for up to 61,000 slot machines state wide in up to 14 different locations, seven or eight of which would be racetracks plus four or five slot parlors in Philadelphia and Pittsburgh and two small resorts.

Maryland is among the other states contemplating some form of gaming legislation. Maryland's proposed legislation would authorize VLTs at some of Maryland's racing facilities. The Maryland Legislature did not enact any legalized gaming legislation during their 2004 legislative sessions.

In this highly competitive environment, each property's relative success is affected by a great many factors that relate to its location and facilities. These include the number of parking spaces and hotel rooms it possesses, close proximity to Pacific Avenue, the Boardwalk and to other casino/hotels and access to the main expressway entering Atlantic City. During 2003, the Pacific Avenue front entrance was redesigned and refurbished as an exclusive entrance for Sands bus patrons, complete with a new and expanded bus waiting lounge. Also during 2003, the porte cochere was renovated and expanded in order to make The Sands more easily accessible to the drive-in customer. In 2004, The Sands renovated an entire floor of standard rooms into suites providing a competitive resource to attract and retain customers in the Middle and Premium Segments. The Sands continued to invest in its slot product by purchasing new slot machines, most of which included ticket-in/ticket-out technology. The ticket-in/ticket-out slot machines are less labor intensive in operation than traditional slot machines.

*Industry Developments.*

On July 1, 2003, the State of New Jersey amended the NJCCA to impose various tax increases on Atlantic City casinos, including The Sands. Among other things, the amendments to the NJCCA include the following new tax provisions: (1) a new 4.25% tax on casino complimentarys, with proceeds deposited to the Casino Revenue Fund; (2) an 8% tax on casino service industry multi-casino progressive slot machine revenue, with the proceeds deposited to the Casino Revenue Fund; (3) a 7.5% tax on adjusted net income of licensed casinos, or the Casino Net Income Tax, in State fiscal years 2004 through 2006, with the proceeds deposited to the Casino Revenue Fund; (4) a fee of \$3.00 per day on each hotel room in a casino hotel facility that is occupied by a guest, for consideration or as a complimentary item, with the proceeds deposited into the Casino Revenue Fund in State fiscal years 2004 through 2006, and beginning in State fiscal year 2007, \$2.00 of the fee deposited into the Casino Revenue Fund and \$1.00 to be transferred to the CRDA; (5) an increase of the minimum casino hotel parking fee from \$1.50 to \$3.00, with \$1.50 of the fee to be deposited into the Casino Revenue Fund in State fiscal years 2004 through 2006, and beginning in State fiscal year 2007, \$0.50 to be deposited into the Casino Revenue Fund and \$1.00 to be transferred to the CRDA for its purposes pursuant to law, and for use by the CRDA to post a bond for \$30 million for deposit into the Casino Capital Construction Fund, which was also created by the July 1, 2003 Act; and (6) the elimination of the deduction from casino licensee calculation of gross revenue for uncollectible gaming debt. These changes to the NJCCA, and the new taxes imposed on The Sands and other Atlantic City casinos, will reduce GB Holdings' profitability. For the year ended December 31, 2004, these new and increased taxes have cost The Sands approximately \$1.9 million annually in additional net expenses.

Slot machines continue to be more popular than table games particularly with frequent patrons and with recreational and other casual visitors. Casino operators have been catering increasingly to slot patrons through new forms of promotions and incentives such as slot machines that are linked among the various casinos enabling the pay out of large pooled jackpots, and through more attractive and entertaining gaming machines with secondary jackpots. Various competitors have committed efforts to provide ticket-in/ticket-out technology in their slot product, which appears to be an industry trend for the future. Slot machines generally produce higher margins and profitability than table games because they require less labor and have lower operating costs. As a result, slot machine revenue growth has outpaced table game revenue growth in recent years. In 2004, according to Commission filings, slot win accounted for approximately 73.8% of total Atlantic City gaming win. However, table games remain important to a select category of gaming patrons and industry table game drop has shown two consecutive years of growth in 2004 and 2003 after three straight years of decline. Management believes the availability of table games provides a varied gaming experience that benefits both slot and table game revenues.



*Casino Credit.*

Casino operations are conducted on both a credit and a cash basis. Patron gaming debts incurred in accordance with the NJCCA are enforceable under New Jersey law. For the year ended December 31, 2004, gaming credit extended to The Sands' table game patrons accounted for approximately 21.8% of overall table game wagering, and table game wagering accounted for approximately 12.1% of overall casino wagering during the period. At December 31, 2004, gaming receivables amounted to \$7.8 million before an allowance for uncollectible gaming receivables of \$3.5 million. Management believes that such allowance is adequate.

*Seasonality.*

Historically, The Sands' operations have been highly seasonal in nature, with the peak activity occurring from May to September. Consequently, the results of operations for the first and fourth quarters are traditionally less profitable than the other quarters of the fiscal year. Such seasonality and fluctuations may materially affect casino revenues and profitability.

*Environmental Matters.*

We are subject to various federal, state and local laws, ordinances and regulations that (1) govern activities or operations that may have adverse environmental effects, such as discharges to air and water or (2) may impose liability for the costs of cleaning up and certain damages resulting from sites of past spills, disposals or other releases of hazardous or toxic substances or wastes. We endeavor to maintain compliance with environmental laws, but from time to time, current or historical operations on, or adjacent to, our property may have resulted or may result in noncompliance or liability for cleanup pursuant to environmental laws. In that regard, we may incur costs for cleaning up contamination relating to historical uses of certain of our properties.

*License Agreement.*

GB Holdings' rights to the trade name "The Sands" were derived from a license agreement with an unaffiliated third party. Amounts payable by GB Holdings for these rights were equal to the amounts paid to the unaffiliated third party. On September 29, 2000, High River assigned GB Holdings the rights under a certain agreement with the owner of the trade name to use the trade name as of September 29, 2000 through May 19, 2086, subject to termination rights for a fee after a certain minimum term. High River received no payments for its assignment of these rights. Payment is made directly to the owner of the trade name. On or about July 14, 2004, GB Holdings entered into a license agreement with the Las Vegas Sands, Inc., for the use of the trade name "Sands" through May 19, 2086, subject to termination rights for a fee after a certain minimum term. This new license agreement superseded and replaced the above-mentioned trade name rights assigned to GB Holdings by High River. In connection with the transaction discussed above, the July 14, 2004 license agreement was assigned to ACE Gaming as of July 22, 2004. The payments made to the licensor in connection with the trade name amounts to \$259,000, \$263,000 and \$272,000, respectively, for the years ended December 31, 2004, 2003 and 2002.

**Employees and Labor Relations.**

In Atlantic City, all employees, except certain hotel employees, must be licensed under the NJCAA. Due to the seasonality of the operations of The Sands, the number of employees varies during the course of the year. At December 31, 2004, The Sands had approximately 1,938 employees. The Sands has collective bargaining agreements with three unions that represent approximately 804 employees. Management considers its labor relations to be good.

## Casino Regulation

Casino gaming is strictly regulated in Atlantic City under the NJCCA and the regulations of the NJCCC, which affect virtually all aspects of the operations of The Sands. The NJCCA and regulations affecting Atlantic City casino licensees concern primarily the financial stability, integrity and character of casino operators, their employees, their debt and equity security holders and others financially interested in casino operations; the nature of casino/hotel facilities; the operation methods (including rules of games and credit granting procedures) and financial and accounting practices used in connection with casino operations. A number of these regulations require practices that are different from those in casinos in Nevada and elsewhere, and some of these regulations result in casino operating costs greater than those in comparable facilities in Nevada and elsewhere.

## Casino Licenses.

NJCCA requires that all casino owners and management contractors be licensed by the NJCCC and that all employees, except for certain non-casino related job positions, major shareholders and other persons or entities financially interested in the casino operation be either licensed or approved by the NJCCC. A license is not transferable and may be revoked or suspended under certain circumstances by the NJCCC. A plenary license authorizes the operation of a casino with the games authorized in an operation certificate issued by the NJCCC, and the operation certificate may be issued only on a finding that the casino conforms to the requirements of the NJCCA and applicable regulations and that the casino is prepared to entertain the public. Under such determination, ACE Gaming has been issued a plenary casino license. The plenary license issued to The Sands was renewed by the NJCCC in September 2004 for a period of four years.

In order to renew The Sands' casino license, the NJCCC determined that Atlantic Holdings and ACE Gaming are financially stable. In order to be found "financially stable" under the NJCCA, Atlantic Holdings and ACE Gaming must demonstrate, among other things, their ability to pay, exchange, or refinance debts that mature or otherwise become due and payable during the license term, or to otherwise manage such debts. During July 2004, The Sands filed a timely renewal application of its casino license for a four year term. The NJCCC approved The Sands casino license renewal application for a four year term on September 29, 2004 with certain conditions, including monthly written reports on the status of the 11% Notes, and a definitive plan to address the maturity of the 11% Notes to be submitted no later than August 1, 2005 as well as other standard industry reporting requirements.

The NJCCA provides for a casino license fee of not less than \$200,000 based upon the cost of the investigation and consideration of the license application, and a renewal fee of not less than \$100,000 or \$200,000 for a one year or four year renewal, respectively, based upon the cost of maintaining control and regulatory activities. In addition, a licensee must pay annual taxes of 8% of casino win, as defined in the NJCCA.

The NJCCA also requires casino licensees to pay an investment alternative tax of 2.5% of Gross Revenue, or the 2.5% Tax, or, in lieu thereof, to make quarterly deposits of 1.25% of quarterly Gross Revenue with the CRDA, or the Deposits. The Deposits are then used to purchase bonds at below-market interest rates from the CRDA or to make qualified investments approved by the CRDA. The CRDA administers the statutorily mandated investments required to be funded by casino licensees and is required to expend the monies received by it for eligible projects as defined in the NJCCA. The Sands has elected to make the Deposits with the CRDA rather than pay the 2.5% Tax.

The NJCCA also imposes certain restrictions upon the ownership of securities issued by a corporation that holds a casino license or is a holding company of a corporate licensee. Among other restrictions, the sale, assignment, transfer, pledge or other disposition of any security issued by a corporate licensee or holding company is subject to the regulation of the NJCCC. The NJCCC may

require divestiture of any security held by a disqualified holder such as an officer, director or controlling stockholder who is required to be qualified under the NJCCA.

Note holders are also subject to the qualification provisions of the NJCCA and may, in the sole discretion of the NJCCC, be required to make filings, submit to regulatory proceedings and qualify under the NJCCA. If an investor is an "Institutional Investor" such as a retirement fund for governmental employees, a registered investment company or adviser, a collective investment trust, or an insurance company, then, in the absence of a prima facie showing by the New Jersey Division of Gaming Enforcement that the "Institutional Investor" may be found unqualified, the NJCCC shall grant a waiver of this qualification requirement with respect to publicly traded debt or equity securities of parent companies or affiliates if the investor will own (i) less than 10% of the common stock of the company in question on a fully diluted basis, or (ii) less than 20% of such company's overall indebtedness provided the investor owns less than 50% of an outstanding issue of indebtedness of such company; the NJCCC, upon a showing of good cause, may, in its sole discretion, grant a waiver of qualification to an "Institutional Investor" not satisfying the above percentage criteria. An "Institutional Investor" must also purchase securities for investment and have no intent to influence the management or operations of such company. The NJCCC may, in its sole discretion, grant a waiver of the qualification requirement to investors not qualifying as "Institutional Investors" under the NJCCA if such investors will own less than 5% of the publicly traded common stock of such company on a fully diluted basis or less than 15% of the publicly traded outstanding indebtedness of such company.

### **Properties**

The Sands is located in Atlantic City, New Jersey on approximately 6.1 acres of land one-half block from the Boardwalk at Brighton Park between Indiana Avenue and Dr. Martin Luther King, Jr. Boulevard. The Sands' facility currently consists of a casino and simulcasting facility with approximately 78,000 square feet of gaming space containing approximately 2,205 slot machines and approximately 73 table games; 2 hotels (see discussion on the Madison House Hotel immediately below) with an overall total of 620 rooms (including 187 suites); five restaurants; two cocktail lounges; two private lounges for invited guests; an 800-seat cabaret theater; retail space; an adjacent nine-story office building with approximately 77,000 square feet of office space for its executive, financial and administrative personnel; the "People Mover", an elevated, enclosed, one-way moving sidewalk connecting The Sands to the Boardwalk using air rights granted by an easement from the City of Atlantic City and a garage and surface parking for approximately 1,684 vehicles.

The Sands entered into a long-term lease of the Madison House Hotel. The initial lease period is from December 2000 to December 2012 with lease payments ranging from \$1.8 million per year to \$2.2 million per year. The Madison House is physically connected at two floors to the existing Sands casino-hotel complex. The Sands completed renovations in 2002 to upgrade and combine the rooms of the Madison House into a total of 113 suites and 13 single rooms. It is the intention of The Sands to maintain and operate the Madison House at the same quality level as The Sands.

With the exception of the land over which the People Mover is constructed and the Madison House Hotel land, The Sands owns the land and improvements comprising The Sands' facility. The Sands owns and operates the casino, the hotel, all of the restaurants, the cocktail lounge, the private lounges, the theatre and a retail gift shop. In addition, The Sands has licensed certain space within the hotel building to unrelated third parties who operate a beauty shop, a peanut shop, a game room and a coffee stand.

### **Legal Proceedings**

GB Holdings is, from time to time, party to various legal proceedings arising out of its businesses. Management of GB Holdings believes, however, that other than the proceedings discussed below, there

are no proceedings pending or threatened against it, which, if determined adversely, would have a material adverse effect upon its business, financial conditions, results of operations or liquidity.

Tax appeals on behalf of ACE and the City of Atlantic City challenging the amount of ACE's real property assessments for tax years 1996 through 2003 are pending before the NJ Tax Court.

By letter dated January 23, 2004, Sheffield Enterprises, Inc. asserted potential claims against The Sands under the Lanham Act for permitting a show entitled The Main Event, to run at The Sands during 2001. Sheffield also asserts certain copyright infringement claims growing out of the Main Event performances. This matter was concluded by a confidential settlement entered in to by the parties in January 2005. Under the settlement, The Sands was fully indemnified by Main Event's insurer for the amount of the stipulated damages. The Sands was responsible for payment of its own legal fees, which were not material.

D-11

---

**SELECTED FINANCIAL DATA**

The following table summarizes certain selected historical consolidated financial data of GB Holdings, and is qualified in its entirety by, and should be read in conjunction with GB Holdings' consolidated financial statements and related notes thereto contained elsewhere herein. The data as of December 31, 2004, 2003, 2002, 2001 and 2000 and for the years ended December 31, 2004, 2003, 2002, 2001 and 2000 have been derived from the audited consolidated financial statements of GB Holdings at those dates and for those periods. The selected financial data as of March 31, 2005 and for the three months ended March 31, 2005 and 2004 are unaudited. For the three month periods ended March 31, 2005 and 2004, all adjustments, consisting only of normal recurring adjustments, which are, in our opinion, necessary for a fair presentation of the interim consolidated financial statements, have been included. Results for the three months ended March 31, 2005 and 2004 are not necessarily indicative of the results for the full year.

All references herein to GB Holdings are on a consolidated basis and all operating assets, including cash, are owned by GB Holdings' subsidiaries, Atlantic Coast Entertainment Holdings Inc. and ACE Gaming LLC, and GB Holdings' sole asset is 2,882,938 shares of Atlantic Holdings Common Stock.

GB Holdings implemented Statement of Position No. 90-7 "Financial Reporting by Entities in Reorganization under the Bankruptcy Code" and, therefore, adopted "fresh start reporting" as of September 30, 2000. The Company's emergence from its Chapter 11 proceedings resulted in a new reporting entity with no retained earnings or accumulated deficit as of September 30, 2000. Accordingly, GB Holdings' consolidated financial statements for periods prior to September 30, 2000 are not comparable to consolidated financial statements presented on or subsequent to September 30, 2000. Column headings have been included on the accompanying consolidated statement of operations data to distinguish between the pre-reorganization and post-reorganization entities.

**GB HOLDINGS, INC. AND SUBSIDIARIES**  
(Dollars in thousands, except share data)

**Statements of Operations Data:**

	Unaudited		Post-reorganization				Pre-Reorganization	
	Three Months Ended 3/31/05	Three Months Ended 3/31/04	Year Ended 12/31/04	Year Ended 12/31/03	Year Ended 12/31/02	Year Ended 12/31/01	10/01/00 through 12/31/00	01/01/00 through 09/30/00
Total Revenues	\$ 45,308	\$ 46,324	\$ 194,389	\$ 191,683	\$ 213,273	\$ 237,463	\$ 47,910	\$ 168,634
Promotional Allowances	(5,343)	(5,344)	(23,146)	(23,934)	(23,356)	(29,298)	(7,099)	(20,922)
Net revenues	39,965	40,990	171,243	167,749	189,917	208,165	40,811	147,712
Expenses:								
Departmental Depreciation and amortization	37,230	36,140	153,087	155,122	169,046	189,393	41,702	124,897
Provision for obligatory investments	4,026	3,567	14,898	14,123	13,292	10,511	2,756	8,561
Loss on impairment of assets	238	368	1,165	1,434	1,521	1,238	1,068	853
(Gain) loss on disposal of fixed assets					1,282			
	(4)		152	28	185	20	11	10
Total Expenses	41,490	40,075	169,302	170,707	185,326	201,162	45,537	134,321
Income (loss) from operations	(1,525)	915	1,941	(2,958)	4,591	7,003	(4,726)	13,391
Non-operating income (expense):								
Interest income	107	111	422	627	1,067	2,671	1,338	518
Interest expense	(2,451)	(3,189)	(11,115)	(12,581)	(12,195)	(11,453)	(3,143)	(366)
Debt restructuring costs	(24)	(710)	(3,084)	(1,843)				
Reorganization costs							34	(2,807)
Gain on prepetition debt discharge								14,795
Total non-operating expense, net	(2,368)	(3,788)	(13,777)	(13,797)	(11,128)	(8,782)	(1,771)	12,140
(Loss) income before income taxes	(3,893)	(2,873)	(11,836)	(16,755)	(6,537)	(1,779)	(6,497)	25,531
Income tax provision	(247)	(267)	(986)	(958)	(784)	(55)		
Net (loss) income	\$ (4,140)	\$ (3,140)	\$ (12,822)	\$ (17,713)	\$ (7,321)	\$ (1,834)	\$ (6,497)	\$ 25,531
Basic/diluted (loss) income per common share:	\$ (0.41)	\$ (0.31)	\$ (1.28)	\$ (1.77)	\$ (0.73)	\$ (0.18)	\$ (0.65)	\$ 2.55 (1)

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Unaudited	Unaudited	Post-reorganization					Pre-Reorganization
Weighted average common shares outstanding	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000

**Other Data:**

Capital Expenditures	\$ 571	\$ 2,118	\$ 17,378	\$ 12,825	\$ 14,058	\$ 23,095	\$ 2,934	\$ 14,422
Ratio of earnings to fixed charges(3)			0.0x	(0.2)x	0.5x	0.9x	5.9x(2)	
Deficiency of less than one-to-one ratio			\$ 11,483	\$ 16,452	\$ 6,300	\$ 1,779		

D-13

**Balance Sheet Data:**

	As of 3/31/05	As of 12/31/04	As of 12/31/03	As of 12/31/02	As of 12/31/01	As of 12/31/00
Total assets	\$ 217,054	\$ 216,958	\$ 227,563	\$ 244,712	\$ 255,922	\$ 264,247
Total current capital leases	236	248				
Line of credit	4,000					
Total current portion long-term debt	43,741	43,741				
Total non-current capital leases	385	432				
Total long-term debt	66,259	66,259	110,000	110,000	110,371	110,838
Shareholders' equity	31,086	35,226	91,635	109,348	116,669	118,503

- (1) Income (loss) per share information is presented on a pro forma basis for periods presented prior to the September 30, 2000.
- (2) Includes \$14,795 of gain on pre-petition debt discharge and is presented for combined full year 2000.
- (3) For purposes of calculating this ratio, earnings consist of the sum of (a) pretax income, (b) fixed charges and (c) amortization of capitalized interest, less the sum of interest capitalized. Fixed charges consists of (a) interest expensed and capitalized, (b) amortized premiums, discounts and capitalized expenses related to indebtedness, and (c) our estimate of the interest within rental expense.



**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

In connection with the Consent Solicitation and Offer to Exchange described above, holders of \$66,258,970 of 11% Notes exchanged such notes for an equal principal amount of 3% Notes. As a result, \$43,741,030 of principal amount of the 11% Notes remain outstanding and will mature on September 29, 2005. GB Holdings' ability to pay the interest and principal amount of the remaining 11% Notes at maturity in September 2005 will depend upon its ability to refinance such Notes on favorable terms or at all or to derive sufficient funds from the sale of its Atlantic Holdings Common Stock or from a borrowing. If GB Holdings is unable to pay the interest and principal due on the remaining 11% Notes at maturity it could result in, among other things, the possibility of GB Holdings seeking bankruptcy protection or being forced into bankruptcy or reorganization. The status of the 11% Notes due September 2005 is currently being reviewed by the Company and various alternatives are being evaluated.

GB Holdings management believes that cash flows generated from operations of its subsidiaries during 2005, as well as available cash reserves, will be sufficient to meet their operating plan. Based upon expected cash flow generated from operations, GB Holdings' management determined that it would be prudent for GB Holdings' subsidiaries to obtain a line of credit to provide additional cash availability, to meet the working capital needs of the subsidiaries, in the event that anticipated cash flow is less than expected or expenses exceed those anticipated. As a result of this determination, on November 12, 2004, Atlantic Holdings and ACE entered into a senior secured revolving credit facility, with Fortress Credit Corp, or Fortress, which provides for working capital loans of up to \$10 million to be used for working capital purposes, in the operation of The Sands. The loan agreement and the loans thereunder have been designated by the Board of Directors of Atlantic Holdings and Atlantic Holdings, as manager of ACE, as Working Capital Indebtedness (as that term is defined in the Indenture, dated as of July 22, 2004, among Atlantic Holdings, as issuer, ACE, as guarantor, and Wells Fargo Bank, National Association, as trustee). As of December 31, 2004, Atlantic Holdings had not borrowed any funds available under the \$10 million credit facility. As of March 31, 2005, Atlantic Holdings had outstanding borrowings of \$4.0 million under the credit facility.

Atlantic Holdings and ACE are currently exploring various plans for potential expansion and improvements. If they decide to expand and improve the facilities, they will need to obtain additional financing since internally generated funds and amounts available for borrowing under existing facilities would not be sufficient. They may not be able to obtain the required consents or additional financing.

**Operating Activities**

At March 31, 2005, the Company had cash and cash equivalents of \$14.9 million. The Company used \$747,000 of net cash from operations during the three months ended March 31, 2005 compared to using \$2.8 million during the same prior year period. The 2005 decrease in net cash used in operations was primarily due to a reduction in amounts used for accounts payable and accrued expenses and a decrease in interest expense associated with the reduced interest rate on debt associated with the exchange of approximately \$66.3 million of 11% Notes for an equal amount of 3% Notes.

At December 31, 2004, GB Holdings had cash and cash equivalents of \$12.8 million. GB Holdings generated \$4.4 million of net cash provided by operating activities during the year ended December 31, 2004 compared to \$2.3 million used in operating activities and \$9.7 million provided by operating activities during the years ending December 31, 2003 and 2002, respectively.

**Investing Activities**

Capital expenditures for the three months ended March 31, 2005 amounted to approximately \$571,000 compared to \$2.1 million in 2004. In order to enhance its competitive position in the market

place, the Company may determine to incur additional substantial costs and expenses to maintain, improve and expand its facilities and operations.

The Company is required by the CCC to make certain quarterly deposits based on gross revenue with the Casino Reinvestment Development Authority ("CRDA") in lieu of a certain investment alternative tax. Deposits for the three months ended March 31, 2005 and 2004 amounted to \$553,000 and \$517,000, respectively.

Capital expenditures for the year ended December 31, 2004 amounted to \$17.4 million compared to \$12.8 million and \$14.1 million in 2004, 2003 and 2002, respectively. The 2004 expenditures primarily included the 15th floor suite renovations, new slot machines and refurbishing premium slot and table game areas of the casino. In order to enhance its competitive position in the market place, The Company may determine to incur additional substantial costs and expenses to maintain, improve and expand its facilities and operations depending on availability of cash flow.

GB Holdings is required by the NJCCA to make certain quarterly deposits based on gross revenue with the CRDA in lieu of a certain investment alternative tax. Deposits for the years ended December 31, 2004, 2003 and 2002 amounted to \$2.3 million, \$2.3 million and \$2.5 million, respectively.

### **Financing Activities**

In connection with the Consent Solicitation and Offer to Exchange described above, holders of approximately \$66,259,000 of 11% Notes exchanged such notes for an equal principal amount of 3% Notes. As a result, approximately \$43,741,000 of principal amount of the 11% Notes remain outstanding and mature on September 29, 2005. GB Holdings' ability to pay the interest and principal amount of the remaining 11% Notes at maturity on September 29, 2005 will depend upon its ability to refinance such Notes on favorable terms or at all or to derive sufficient funds from the sale of its Atlantic Holdings Common Stock or from a borrowing. If GB Holdings is unable to pay the interest and principal due on the remaining 11% Notes at maturity it could result in, among other things, the possibility of GB Holdings seeking bankruptcy protection or being forced into bankruptcy or reorganization. The 3% Notes mature on July 22, 2008.

At March 31, 2005 and December 31, 2004 and 2003, accrued interest on the 11% Notes was \$13,000, \$1,216,000 and \$3,092,000, respectively. Interest on the 11% Notes is due semi-annually on March 29th and September 29th. Accrued interest on the 3% Notes was \$1,378,000 at March 31, 2005 and \$883,000 at December 31, 2004. Interest on the 3% Notes is due at maturity, on July 22, 2008.

On November 12, 2004, Atlantic Holdings and ACE entered into a Loan and Security Agreement or the Loan Agreement, by and among Atlantic Holdings, as borrower, ACE, as guarantor, and Fortress Credit Corp., as lender, and certain related ancillary documents, pursuant to which, Fortress agreed to make available to Atlantic Holdings a senior secured revolving credit line providing for working capital loans of up to \$10 million or the Loans, to be used for working capital purposes in the operation of The Sands. The Loan Agreement and the Loans thereunder have been designated by the Board of Directors of Atlantic Holdings and Atlantic Holdings, as manager of ACE, as Working Capital Indebtedness (as that term is defined in the Indenture) or the Indenture, dated as of July 22, 2004, among Atlantic Holdings, as issuer, ACE, as guarantor, and Wells Fargo Bank, National Association, as trustee or the Trustee.

The aggregate amount of the Loans shall not exceed \$10 million plus interest. All Loans under the Loan Agreement are payable in full by no later than the day immediately prior to the one-year anniversary of the Loan Agreement, or any earlier date on which the Loans are required to be paid in full, by acceleration or otherwise, pursuant to the Loan Agreement.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The outstanding principal balance of the Loan Agreement will accrue interest at a fixed rate to be set monthly which is equal to one month LIBOR (but not less than 1.5%), plus 8% per annum. In addition to interest payable on the principal balance outstanding from time to time under the Loan Agreement, Atlantic Holdings is required to pay to Fortress an unused line fee for each preceding three-month period during the term of the Loan Agreement in an amount equal to .35% of the excess of the available commitment over the average outstanding monthly balance during such preceding three-month period.

The Loans are secured by a first lien and security interest on all of Atlantic Holdings' and ACE's personal property and a first mortgage on The Sands. Fortress entered into an Intercreditor Agreement, dated as of November 12, 2004, with the Trustee pursuant to the Loan Agreement. The Liens (as that term is defined in the Indenture) of the Trustee on the Collateral (as that term is defined in the Indenture), are subject and inferior to Liens which secure Working Capital Indebtedness such as the Loans.

Fortress may terminate its obligation to advance and declare the unpaid balance of the Loans, or any part thereof, immediately due and payable upon the occurrence and during the continuance of customary defaults which include payment default, covenant defaults, bankruptcy type defaults, attachments, judgments, the occurrence of certain material adverse events, criminal proceedings, and defaults by Atlantic Holdings or ACE under certain other agreements.

Pursuant to the Loan Agreement, Atlantic Holdings and ACE are required to maintain the following financial covenants; (1) a minimum EBITDA (as defined in the Loan Agreement) of \$12.5 million, which shall be measured and confirmed as of the twelve month period ended each respective January 1, April 1, July 1 and October 1 of each year until the full and final satisfaction of the loan and (2) a Minimum Leverage Ratio of which the Borrower shall not permit its ratio of defined Total Debt to EBITDA, as measured and confirmed annually on a trailing twelve month basis to exceed 6.25:1. As of December 31, 2004, GB Holdings is in compliance with these covenants.

Pursuant to New Jersey law, the corporate owner of The Sands is required to maintain a casino license in order to operate The Sands. The gaming licenses required to own and operate The Sands were required to be renewed in 2004, which required that the CCC determine that among other things, Atlantic Holdings and ACE are financially stable. In order to be found "financially stable" under NJCCA, Atlantic Holdings and ACE had to demonstrate among other things, its ability to pay, exchange, or refinance debts that mature or otherwise become due and payable during the license term, or to otherwise manage such debts. During July 2004, The Sands filed a timely renewal application of its casino license for a four year term. The CCC approved The Sands' casino license renewal application on September 29, 2004 with certain conditions, including monthly written reports on the status of the 11% Notes, a definitive plan to address the maturity of the 11% Notes, to be submitted no later than August 1, 2005 as well as other standard industry reporting requirements.

### **Critical Accounting Policies and Estimates**

GB Holdings' discussion and analysis of its results of operations and financial condition are based upon its consolidated financial statements that have been prepared in accordance with US generally accepted accounting principles or US GAAP. The preparation of financial statements in conformity with US GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, and the disclosure of contingent assets and liabilities. Estimates and assumptions are evaluated on an ongoing basis and are based on historical and other factors believed to be reasonable under the circumstances. The results of these estimates may form the basis of the carrying value of certain assets and liabilities and may not be readily apparent from other sources. Actual results, under conditions and circumstances different from those assumed, may differ from estimates. The impact and any associated risks related to estimates, assumptions, and accounting policies are discussed within Management's Discussion and Analysis of Financial Condition and Results of Operations, as well as in the notes to the consolidated financial statements, if applicable, where such

estimates, assumptions, and accounting policies affect GB Holdings' reported and expected financial results.

GB Holdings believes the following accounting policies are critical to its business operations and the understanding of results of operations and affect the more significant judgments and estimates used in the preparation of its consolidated financial statements:

*Allowance for Doubtful Accounts* GB Holdings maintains accounts receivable allowances for estimated losses resulting from the inability of its customers to make required payments. The adequacy of the allowance is determined by management based on a periodic review of the receivable portfolio. Additional allowances may be required if the financial condition of GB Holdings' customers deteriorates.

*Commitments and Contingencies* *Litigation* On an ongoing basis, GB Holdings assesses the potential liabilities related to any lawsuits or claims brought against GB Holdings. While it is typically very difficult to determine the timing and ultimate outcome of such actions, GB Holdings uses its best judgment to determine if it is probable that it will incur an expense related to the settlement or final adjudication of such matters and whether a reasonable estimation of such probable loss, if any, can be made. In assessing probable losses, GB Holdings makes estimates of the amount of insurance recoveries, if any. GB Holdings accrues a liability when it believes a loss is probable and the amount of loss can be reasonably estimated. Due to the inherent uncertainties related to the eventual outcome of litigation and potential insurance recovery, it is possible that certain matters may be resolved for amounts materially different from any provisions or disclosures that GB Holdings has previously made.

*Long-Lived Assets* GB Holdings periodically reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Assumptions and estimates used in the determination of impairment losses, such as future cash flows and disposition costs, may affect the carrying value of long-lived assets and possible impairment expense in GB Holdings' consolidated financial statements.

*Self-Insurance* GB Holdings retains the obligation for certain losses related to customer's claims of personal injuries incurred while on GB Holdings property as well as workers compensation claims beginning in 2002 and major medical claims for non-union employees beginning in 2003. GB Holdings accrues for outstanding reported claims, claims that have been incurred but not reported and projected claims based upon management's estimates of the aggregate liability for uninsured claims using historical experience, and adjusting company's estimates and the estimated trends in claim values. Although management believes it has the ability to adequately project and record estimated claim payments, it is possible that actual results could differ significantly from the recorded liabilities.

*Income Taxes* GB Holdings accounts for income tax assets and liabilities in accordance with Statement of *Financial Accounting Standards*, *Accounting for Income Taxes*, or SFAS No. 109. SFAS No. 109 requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in the period that includes the enactment date. GB Holdings maintains valuation allowances where it is determined more likely than not that all or a portion of a deferred tax asset will not be realized. Changes in valuation allowances from period to period are included in the tax provision in the period of change. In determining whether a valuation allowance is warranted, Management takes into account such factors as prior earnings history, expected future earnings, carryback and carryforward periods, and tax planning strategies. Management believes that it is more likely than not that the tax benefits of certain future deductible temporary differences will be realized based on the reversal of existing temporary differences, and therefore, a valuation allowance has not been provided for these deferred tax assets. Additionally, management has determined that the

realization of certain of GB Holdings' deferred tax assets is not more likely than not and, as such, has provided a valuation allowance against those deferred tax assets at December 31, 2004 and 2003.

*Allowance for Obligatory Investments* GB Holdings obligatory investment allowances for its investments made in satisfaction of its CRDA obligation. The obligatory investments may ultimately take the form of CRDA issued bonds, which bear interest at below market rates, direct investments or donations. CRDA bonds bear interest at approximately one-third below market rates. Management bases its reserves on the type of investments the obligation has taken or is expected to take. Donations of The Sands' quarterly deposits to the CRDA have historically yielded a 51% future credit or refund of obligations. Therefore, management has reserved the predominant balance of its obligatory investments at between 33% and 49%.

## Results of Operations

### *Three Months Ended March 31, 2005 Compared to Three Months Ended March 31, 2004*

#### *Revenues*

Overall casino revenues decreased \$778,000 for the three months ended March 31, 2005 compared to the same prior year period. The decrease in casino revenue is a result of decreased slot win of \$2,163,000, partially offset by increased table game win of \$1,385,000. Table game drop increased by \$192,000 (0.3%) during the three months ended March 31, 2005 compared with the same prior year period despite a highly competitive Atlantic City market. GB Holdings' increase in table game drop is a result of a combination of enhanced player development efforts, especially in Asian marketing, and an increase in the number of table games, which included games favored by Asian players. The table game hold percentage increased 2.3 percentage points to 17.7% for the three month period ended March 31, 2005 compared to the same period for the prior year. Slot machine handle decreased \$30.8 million (7.1%) during the three months ended March 31, 2005, compared with the same period of 2004. GB Holdings' 2005 decrease in handle is primarily attributed to the effect of an increased capacity in slots, hotel, and parking at existing Atlantic City Casinos. This decrease in slot machine handle is partially offset by an increase in hold percentage.

Food and beverage revenue decreased \$124,000 (2.5%) for the three months ended March 31, 2005 compared to the same prior year period. This decrease is due to decreased food revenue (\$153,000) partially offset by an increase in beverage revenue (\$29,000).

#### *Promotional Allowances*

Promotional allowances are comprised of the estimated retail value of goods and services provided to casino customers under various marketing programs. As a percentage of casino revenues, promotional allowances increased to 14.3% during the three months ended March 31, 2005 from 14.0% during the same prior year period. The increase in this ratio is attributable to the Company's efforts to retain casino gaming market share due to the competitiveness within the Atlantic City market.

#### *Department Expenses*

Casino expenses decreased by \$387,000 (3.2%) for the three months ended March 31, 2005 compared to the same prior year period. The decrease in casino expenses is primarily due to the reduction in payroll and related expenses (\$459,000) due to labor efficiencies. This was partially offset by an increase in regulatory fee (\$272,000) due to a credit received from surplus NJCCC funds in 2004.

Hotel expenses increased \$48,000 for the three months ended March 31, 2005 compared to the same prior year period. The increases were due to fewer costs allocated to casino expenses (\$134,000) as a result of decreased room complementaries generated by casino promotions. Total complimentary room nights decreased by 1,044 or 3.2% over the same prior year period. Rooms payroll and benefits decreased \$110,000 due to labor efficiencies.

Food and beverage expenses decreased \$461,000 for the three months ended March 31, 2005 compared to the same prior year period. The decrease was primarily due to decreases in payroll and related expense (\$325,000) due to increased labor efficiencies. The decreases were also due to decreases in food and beverage cost of sales (\$214,000) as a result of decreased food revenue, which was offset slightly by a reduction of allocable costs of complementaries (\$76,000) to casino expense.

*General and Administrative Expenses*

Selling, general, and administrative expenses increased \$1.9 million for the three months ended March 31, 2005, compared to the same period last year. The increases were due to increased advertising and promotions expenses (\$1.5 million), legal fees (\$324,000), and repairs and maintenance expense (\$130,000).

*Depreciation and Amortization*

Depreciation and amortization expense increased \$459,000 for the three month period ended March 31, 2005, compared to the same prior year period due to an increase in depreciation expense as a result of the continued investment in infrastructure and equipment during the current and preceding year.

*Interest Expense*

Interest expense decreased \$738,000 during the three month period ended March 31, 2005, compared to the same period in 2004. The decrease is primarily due to the reduced interest rate on debt associated with the exchange of approximately \$66.3 million of 11% Notes for an equal amount of 3% Notes.

**2004 Compared to 2003 and 2002**

***Gaming Operations***

*Patron Gaming Volume*

Information contained herein, regarding Atlantic City casinos other than The Sands, was obtained from reports filed with the Commission.

Table game drop increased by \$30.0 million (13.8%) during 2004 compared with 2003 and decreased by \$24.7 million (10.2%) in 2003 compared to 2002. By comparison, according to Commission reports, table game drop at all other Atlantic City casinos increased 10.3% in 2004 compared to 2003 and by 2.6% in 2003 compared to 2002. During 2004, The Sands has gradually increased its number of table games to 83 units at December 31, 2004 after increasing to 73 units in 2003 from 40 units at the end of 2002. The table game product was supported by marketing, player development and customer service programs that focused on attracting premium and middle category table game players.

Slot machine handle decreased \$124.0 million (6.5%) during 2004, compared with 2003 and \$307.5 million (13.8%) in 2003 compared to 2002. By comparison, according to Commission reports, the percentage increase in slot machine handle for all other Atlantic City casinos for the same periods was 6.7% and 2.1%, respectively. The decreased Sands slot handle during 2004 and 2003 can be attributed to an increase in competitive capacity of both gaming space and hotel rooms in the Atlantic City Market. The number of slot machines increased slightly at The Sands to 2,205 at December 31, 2004 compared to 2,202 at December 31, 2003. For all other Atlantic City casinos, the number of slot machines decreased 1.9% in 2004 compared to 2003.

*Revenues*

Casino revenues at The Sands increased by \$2.8 million (1.8%) in 2004 compared to 2003 and decreased by \$20.3 million (11.5%) in 2003 compared to 2002. The 2004 increase was due to the \$7.0 million increase in table game revenues, which was a result of the \$30.0 million (13.8%) increase

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

in table game drop and a 1.0% increase in table hold percentage. An increase in slot hold percentage from 7.78% in 2003 to 8.15% in 2004 slightly offset the impact of the decrease in slot handle. The 2003 decrease was due to the \$19.3 million decline in slot revenues, which was a result of the \$307.5 million (13.8%) decrease in slot handle. The decrease in slot handle was primarily due to an increase in competitive capacity in the Atlantic City market.

Room revenues decreased by \$86,000 (0.8%) in 2004 compared to 2003 and by \$149,000 (1.3%) in 2003 compared to 2002. The 2004 decrease is due to a decrease in occupied room nights offset slightly by an increase in average room rates. The 2004 decrease in occupied room nights was due to the continuing increased rooms inventory in the Atlantic City market and a conscious decision to reduce the number of complimentary rooms allotted to lower rated customers as compared to the prior year. The 2003 decrease is due to a decrease in occupied room nights while average room rates remained flat. This was a result of a decrease in occupied room nights for cash sales, offset slightly by an increase in occupied room nights for complimentary rooms. The 2003 decline in occupied room nights for cash sales is primarily due to the increased rooms inventory in the Atlantic City market as a result of the Borgata, which opened in July 2003, as well as room additions at existing competitors.

Food and beverage revenues decreased \$64,000 (0.3%) in 2004 compared to 2003 and decreased by \$1.4 million (5.8%) in 2003 compared to 2002. The 2004 decrease is due to a \$662,000 decrease in food revenue offset by a \$598,000 increase in beverage revenues. The decrease in food revenue is primarily due to a decrease in cash sales and covers in the Boardwalk Buffet. The increase in beverage revenue is due to increased sales (cash and complimentary) in Swingers Lounge. The 2003 decrease is due to a decrease in food revenue (\$2.2 million) partially offset by an increase in beverage revenues (\$841,000). The decrease in food revenue occurred predominantly in the high volume outlets (Boardwalk Buffet and Food Factory). The Food Factory has been closed since December 2002. In 2002, these outlets were the preferred choice of and marketed to the mass category slot player. The 2003 increase in beverage revenue is primarily due to the new Swingers lounge, which opened in July 2003, as well as increases in room service and casino service bars.

Other revenues increased \$26,000 in 2004 compared to 2003 and by \$179,000 (4.8%) in 2003 compared to 2002. The 2004 increase is due to increased revenue from outlet rentals, parking and commissions offset by decreases in entertainment and retail sales. The 2003 increase is due to increased revenue in entertainment, lobby store sales and parking. These increases were primarily from complimentary services provided to customers in the middle and premium segments.

### *Promotional Allowances*

Promotional allowances are comprised of the estimated retail value of complimentary goods and services provided to the casino customers under various marketing programs. As a percentage of casino revenues, promotional allowances decreased to 14.7% during 2004 compared to 15.5% during 2003 and increased from 13.3% in 2002. The 2004 decrease is primarily attributable to an increased reliance on more profitable customers and less reliance on lower rated room customers. The 2003 increase is a result of the marketing, player development and customer service programs implemented to maintain and recapture lost market share in the middle and premium player segments due to the reduction in table games and the marketing program during the summer of 2002 that focused on the mass slot player segments.

### *Expenses*

Casino expenses at The Sands decreased by \$2.2 million (4.2%) in 2004 compared to 2003 and by \$7.3 million (12.2%) in 2003 compared to 2002. The 2004 decrease is primarily due to reduced payroll and benefits costs (\$1.9 million) as a result of the increased utilization of ticket-in/ticket-out slot technology, which reduces related slot and cashier labor. The 2003 decrease is primarily due to a reduction in casino payroll and employee benefits (\$2.4 million) as a result of a full year of lower employment levels related to a series of layoffs and job eliminations beginning in 2001. Other favorable

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

casino expense variances in 2003 were directly related to the lower casino revenues, including gaming taxes (\$1.8 million). The 2002 decrease in casino expenses is primarily due to the reduction of complimentary costs associated with food and beverage and decreased casino payroll expenses due to the reduction in table games. The decrease in the provision for doubtful accounts expense was caused by a reduction in credit issuance due to lower table game activity. Lower costs for customer transportation were a result of reduced volume in air travel and ground transportation. Reductions in advertising expense and gaming revenue tax also contributed significantly to the decreases in casino expenses in 2002.

Rooms expenses increased by \$720,000 (26.9%) in 2004 compared to 2003 and decreased by \$962,000 (26.4%) in 2003 compared to 2002. The 2004 increase is primarily due to less allocable cost related to a decrease in complimentary rooms utilization by casino and marketing departments (\$849,000). The 2003 decrease is primarily due to reductions in staffing, which reduced payroll and employee benefits. Linen usage and laundry expense decreased as a result of fewer occupied rooms in 2003 compared to 2002.

Food and beverage expenses decreased by \$551,000 (6.5%) in 2004 compared to 2003 and by \$1.9 million (18.0%) in 2003 compared to 2002. The 2004 decrease is primarily due to lower payroll and employee benefits (\$1.2 million) and cost of food sales (\$139,000) offset by increased costs as a result of lower allocable costs for complimentaries (\$366,000) and employee meals (\$240,000). Cost of beverage sales increased also (\$203,000) as a direct result of increased sales. The 2003 decrease is due to a decrease in payroll and employee benefits as a result of staffing reductions. Food cost of sales decreased as a result of lower food costs in the Boardwalk Buffet and the closing of the Food Factory in 2002. These favorable variances were offset slightly by lower allocable food and beverage costs transferred to other departments.

Other expenses decreased by \$427,000 (32.9%) in 2004 compared to 2003 and increased by \$75,000 (6.1%) in 2003 compared to 2002. The 2004 decrease is due to lower costs for headline entertainment and allocable cost of complimentaries as a result of fewer headline shows in 2004 than 2003. The 2003 increase was due to increased entertainment costs as the theatre was open more often with headliner entertainers than it was in 2002.

Selling, general and administrative expenses increased by \$413,000 (0.5%) in 2004 compared to 2003 and decreased by \$3.9 million (4.1%) in 2003 compared to 2002. The 2004 increase is due to increases in utilities (\$443,000), advertising and payroll taxes (\$362,000) partially offset by decreases in allocated cost of complimentaries (\$1.0 million). The 2003 decrease was primarily due to lower payroll and benefits costs (\$2.1 million) as a result of continued labor efficiencies. Also contributing to the decrease in 2003, was lower severance payouts (\$1.6 million) than in 2002 as a result of smaller adjustments in staffing levels than in the prior year. These favorable variances were offset somewhat by increases in insurance premiums and reserves due to market conditions and higher payouts and more significant claims in 2003.

Depreciation and amortization increased by \$775,000 (5.5%) in 2004 compared to 2003 and by \$831,000 (5.7%) in 2003 compared to 2002. The 2004 and 2003 increase is due to increased depreciation expense (\$773,000 and \$826,000, respectively) resulting from further renovations and upgrades to infrastructure and public areas such as the replacement of slot machines, the 15th floor suite renovations, Swingers Lounge, Platinum Club and the new bus entrance and waiting area.

### *Interest Income and Expense*

Interest income decreased by \$205,000 (32.7%) in 2004 compared to 2003 and by \$440,000 (41.2%) in 2003 compared to 2002. The 2004 and 2003 decreases were due to lower invested cash reserves, which were used to fund capital expenditures, debt restructuring costs and consent fees during those years.

Interest expense decreased by \$1.5 million (11.7%) in 2004 compared to 2003 and increased by \$386,000 (3.2%) in 2003 compared to 2002. The 2004 decrease is primarily due to the modification of debt resulting in the exchange of approximately \$66.3 million in notes accruing interest at 11% for an equal amount at 3% interest. The increase in 2003 is due to lower levels of capitalized interest than in 2002.



*Income Tax Provision*

Income tax provision increased \$28,000 (2.9%) in 2004 compared to 2003 and \$174,000 (22.2%) in 2003 compared to 2002. The 2004 increase is primarily due to the increase in net revenues, which is the basis for the New Jersey Alternative Minimum Assessment. The 2003 increase is predominantly due to the newly enacted New Jersey Casino Net Income Tax (\$175,000), which became effective in July 2003.

**Contractual Obligations**

The following table sets forth the contractual obligations of GB Holdings at December 31, 2004.

Contractual Obligations	Payments Due By Period				
	Total	Less Than 1 Year	1-3 Years	3-5 Years	More Than 5 Years
Long-Term Debt	\$ 110,000,000	\$ 43,741,000	\$	\$ 66,259,000	\$
Capital Lease Obligations	760,000	286,000	474,000		
Obligatory Contributions:					
CRDA Obligation	4,736,000	74,000	154,000	2,244,000	2,264,000
VLT Agreement	2,860,000	953,000	1,907,000		
Operating Leases:					
Madison House	16,226,000	1,800,000	3,996,000	3,996,000	6,434,000
Equipment	167,000	167,000			
<b>Total Contractual Obligations</b>	<b>\$ 134,749,000</b>	<b>\$ 47,021,000</b>	<b>\$ 6,531,000</b>	<b>\$ 72,499,000</b>	<b>\$ 8,698,000</b>

**Risk Factors Related to the Business of GB Holdings**

*GB Holdings may be unable to pay the interest or principal on the 11% Notes at maturity which may impact our ability to continue as a going concern.*

GB Holdings' ability to pay the interest and principal amount of the remaining 11% Notes at maturity on September 29, 2005 will depend upon its ability to refinance such Notes on favorable terms or at all or to derive sufficient funds from the sale of its Atlantic Holdings Common Stock or from a borrowing. If GB Holdings is unable to pay the interest and principal due on the remaining 11% Notes at maturity it could result in, among other things, the possibility of GB Holdings seeking bankruptcy protection or being forced into bankruptcy or reorganization.

*The Sands must maintain its casino license in order to operate.*

Pursuant to New Jersey law, the corporate owner of The Sands is required to maintain a casino license in order to operate The Sands. The gaming licenses required to own and operate The Sands were required to be renewed in 2004, which required that the CCC determine that among other things, Atlantic Holdings and ACE are financially stable. In order to be found "financially stable" under the NJCCA, Atlantic Holdings and ACE must demonstrate among other things, their ability to pay, exchange, or refinance debts that mature or otherwise become due and payable during the license term, or to otherwise manage such debts. During July 2004, a timely renewal application of its casino license for a four year term was filed. The CCC approved the casino license renewal application for a four year term on September 29, 2004 with certain conditions, including monthly written reports on the status of the 11% Notes, a definitive plan by GB Holdings to address the maturity of the 11% Notes, to be submitted no later than August 1, 2005 as well as other standard industry reporting requirements.

***Going Concern Consideration.***

GB Holdings consolidated financial statements have been prepared assuming it will continue as a going concern. Its independent registered public accounting firm's report on GB Holdings' consolidated financial statements includes an explanatory paragraph relating to substantial doubt as to the ability of GB Holdings to continue as a going concern, due to GB Holdings' recurring net losses, net working capital deficiency and significant current debt obligations. The consolidated financial statements do not include any adjustments that might result from the outcome of this uncertainty. On September 29, 2005, the 11% Notes will mature and GB Holdings will owe approximately \$46.1 million in interest and principal payments. If GB Holdings is unable to pay the interest and principal due at maturity, it will be in default on the 11% Notes.

***GB Holdings may need to increase capital expenditures to compete effectively.***

Capital expenditures, such as room refurbishments, amenity upgrades and new gaming equipment, are necessary from time to time to preserve the competitiveness of GB Holdings. The gaming industry is very competitive and is expected to become more competitive in the future. If cash from operations is insufficient to provide for needed levels of capital expenditures, The Sands' competitive position could deteriorate if GB Holdings is unable to borrow funds for such purposes.

***If GB Holdings fails to offer competitive products and services or maintain the loyalty of The Sands' patrons, its business will be adversely affected.***

In addition to capital expenditures, GB Holdings is required to anticipate the changing tastes of The Sands' patrons and offer both competitive and innovative products and services to ensure that repeat patrons return and new patrons visit The Sands. The demands of meeting GB Holdings' debt service payments and the need to make capital expenditures limits the available cash to finance such products and services. In addition, the consequences of incorrect strategic decisions may be difficult or impossible to anticipate or correct in a timely manner.

***GB Holdings' quarterly operating results are subject to fluctuations and seasonality, and if GB Holdings fails to meet the expectations of securities analysts or investors, GB Holdings' share price may decrease significantly.***

GB Holdings' quarterly operating results are highly volatile and subject to unpredictable fluctuations due to unexpectedly high or low losses, changing customer tastes and trends, unpredictable patron gaming volume, the proportion of table game revenues to slot game revenues, weather and discretionary decisions by The Sands' patrons regarding frequency of visits and spending amounts. GB Holdings' operating results for any given quarter may not meet analyst expectations or conform to the operating results of GB Holdings' local, regional or national competitors. If GB Holdings' operating results do not conform to such expectations our share price may be adversely affected. Conversely, favorable operating results in any given quarter may be followed by an unexpected downturn in subsequent quarters.

***Increased state taxation of gaming and hospitality revenues could adversely affect GB Holdings' results of operations.***

The casino industry represents a significant source of tax revenues to the various jurisdictions in which casinos operate. Gaming companies are currently subject to significant state and local taxes and fees in addition to normal federal and state corporate income taxes. For example, casinos in Atlantic City pay for licenses as well as special taxes to the city and state. New Jersey taxes annual gaming revenues at the rate of 8.0%. New Jersey also levies an annual investment alternative tax of 2.5% on annual gaming revenues in addition to normal federal and state income taxes. This 2.5% obligation,

however, can be satisfied by purchasing certain bonds or making certain investments in the amount of 1.25% of annual gaming revenues. On July 3, 2002, the State of New Jersey passed the New Jersey Business Tax Reform Act, which, among other things, suspended the use of the New Jersey net operating loss carryforwards for two years and introduced a new alternative minimum assessment under the New Jersey corporate business tax based on gross receipts or gross profits. For the years ended December 31, 2004 and 2003, there was a charge to income tax provision of \$636,000 and \$778,000, respectively, related to the impact of the New Jersey Business Tax Reform Act.

On July 1, 2003, the State of New Jersey amended the NJCCA to impose various tax increases on Atlantic City casinos, including The Sands. Among other things, the amendments to the NJCCA include the following new tax provisions: (i) a new 4.25% tax on casino complimentarys, with proceeds deposited to the Casino Revenue Fund; (ii) an 8% tax on casino service industry multi-casino progressive slot machine revenue, with the proceeds deposited to the Casino Revenue Fund; (iii) a 7.5% tax on adjusted net income of licensed casinos or the Casino Net Income Tax in State fiscal years 2004 through 2006, with the proceeds deposited to the Casino Revenue Fund; (iv) a fee of \$3.00 per day on each hotel room in a casino hotel facility that is occupied by a guest, for consideration or as a complimentary item, with the proceeds deposited into the Casino Revenue Fund in State fiscal years 2004 through 2006, and beginning in State fiscal year 2007 \$2.00 of the fee deposited into the Casino Revenue Fund and \$1.00 transferred to the CRDA; (v) an increase of the minimum casino hotel parking charge from \$2 to \$3, with \$1.50 of the fee to be deposited into the Casino Revenue Fund in State fiscal years 2004 through 2006, and beginning in State fiscal year 2007, \$0.50 to be deposited into the Casino Revenue Fund and \$1.00 to be transferred to the CRDA for its purposes pursuant to law, and for use by the CRDA to post a bond for \$30 million for deposit into the Casino Capital Construction Fund, which was also created by the July 1, 2003 Act; and (vi) the elimination of the deduction from casino licensee calculation of gross revenue for uncollectible gaming debt. These changes to the NJCCA, and the new taxes imposed on The Sands and other Atlantic City casinos, has reduced the Company's profitability.

Future changes in New Jersey state taxation of casino gaming companies cannot be predicted and any such changes could adversely affect The Company's profitability.

***Energy price increases may adversely affect GB Holdings' costs of operations and revenues of The Sands.***

The Sands uses significant amounts of electricity, natural gas and other forms of energy. While no shortages of energy have been experienced, substantial increases in the cost of forms of energy in the U.S. will negatively affect GB Holdings' operating results. The extent of the impact is subject to the magnitude and duration of the energy price increases, but this impact could be material. In addition, higher energy and gasoline prices which affect The Sands' customers may result in reduced visitation to The Sands' property and a reduction in revenues.

***A downturn in general economic conditions may adversely affect GB Holdings' results of operations.***

GB Holdings' business operations are affected by international, national and local economic conditions. A recession or downturn in the general economy, or in a region constituting a significant source of customers for The Sands' property, could result in fewer customers visiting GB Holdings' property and a reduction in spending by customers who do visit GB Holdings' property, which would adversely affect the Company's revenues while some of its costs remain fixed, resulting in decreased earnings.

A majority of The Sands' patrons are from automobile travel and bus tours. Higher gasoline prices could reduce automobile travel to The Sands' location and could increase bus fares to The Sands. In addition, adverse winter weather conditions could reduce automobile travel to The Sands' location and could reduce bus travel. Accordingly, GB Holdings' business, assets, financial condition and results of

operations could be adversely affected by a weakening of regional economic conditions and higher gasoline prices or adverse winter weather conditions.

***Acts of terrorism and the uncertainty of the outcome and duration of the activity in Iraq and elsewhere, as well as other factors affecting discretionary consumer spending, have impacted the gaming industry and may harm GB Holdings' operating results and GB Holdings' ability to insure against certain risks.***

The potential for future terrorist attacks, the national and international responses to terrorist attacks and other acts of war or hostility have created many economic and political uncertainties which could adversely affect GB Holdings' business and results of operations. Future acts of terror in the U.S. or an outbreak of hostilities involving the United States, may again reduce The Sands' guests' willingness to travel with the result that GB Holdings' operations will suffer.

***GB Holding may incur losses that would not be covered by insurance and the cost of insurance will increase.***

Although GB Holdings is required to maintain insurance customary and appropriate for its business GB Holding cannot assure you that insurance will be available or adequate to cover all loss and damage to which GB Holdings' business or GB Holdings' assets might be subjected. In connection with insurance renewals subsequent to September 11, 2001, the insurance coverage for certain types of damages or occurrences has been diminished substantially and is unavailable at commercial rates. GB Holdings is self-insured for certain risks. The lack of insurance for certain types or levels of risk could expose GB Holding to significant losses in the event that an uninsured catastrophe occurred. Any losses GB Holding incurs that are not covered by insurance may decrease its future operating income, require it to find replacements or repairs for destroyed property and reduce the funds available for payments of its obligations on the 11% Notes and 3% Notes.

***There are risks related to the creditworthiness of patrons of the casinos.***

GB Holding is exposed to certain risks related to the creditworthiness of its patrons. Historically The Sands has extended credit on a discretionary basis to certain qualified patrons. For the year ended December 31, 2004, gaming credit extended to The Sands' table game patrons accounted for approximately 21.8% of overall table game wagering, and table game wagering accounted for approximately 12.1% of overall casino wagering during the period. At December 31, 2004, gaming receivables amount to \$7.8 million before an allowance for uncollectible gaming receivables of \$3.5 million. There can be no assurance that defaults in the repayment of credit by patrons of The Sands would not have a material adverse effect on the results of operations of The Sands and, consequently GB Holding.

***GB Holdings' success depends in part on the availability of qualified management and personnel and on GB Holdings' ability to retain such employees.***

The quality of individuals hired for positions in the hotel and gaming operations will be critical to the success of GB Holdings' business. It may be difficult to attract, retain and train qualified employees due to the competition for employees with other gaming companies and their facilities in GB Holdings' jurisdiction and nationwide. The Borgata opening and other Atlantic City casino expansions has aggravated this problem. Future expansions, in Atlantic City or other neighboring jurisdictions, could further exacerbate this situation. There can be no assurance that GB Holdings will be successful in retaining current personnel or in hiring or retaining qualified personnel in the future. A failure to attract or retain qualified management and personnel at all levels or the loss of any of GB Holdings' or Operating's key executives could have a material adverse effect on the Company's financial condition and results of operations.

### **Risk Factors Related to the Gaming Industry**

#### *The gaming industry is highly competitive.*

The gaming industry is highly competitive and GB Holdings' competitors may have greater resources than GB Holdings. If other properties operate more successfully, if existing properties are enhanced or expanded, or if additional hotels and casinos are established in and around the location in which GB Holdings conducts business, GB Holding may lose market share. In particular, expansion of gaming in or near the geographic area from which GB Holding attracts or expects to attract a significant number of customers could have a significant adverse effect on GB Holdings' business, financial condition and results of operations. The Sands competes, and will in the future compete, with all forms of existing legalized gaming and with any new forms of gaming that may be legalized in the future. Additionally, GB Holdings faces competition from all other types of entertainment.

#### *Pending and enacted gaming legislation from neighboring States and New Jersey may harm The Sands.*

In the summer of 2003, the State of New Jersey considered approving VLTs at the racetracks in the state and on July 1, 2003, the NJCCA was amended to impose various new and increased taxes on casino license revenues. There is no guarantee that New Jersey will not consider approving VLTs in the future, and if VLTs are approved, it could adversely affect GB Holdings' operations, and an increase in the gross gaming tax without a significant simultaneous increase in revenue would adversely affect GB Holdings' results of operations.

In April 2004, the casino industry, the CRDA and the New Jersey Sports and Exposition Authority agreed to a plan regarding New Jersey VLTs. Under the plan, casinos will pay a total of \$96 million over a period of four years, of which \$10 million will fund, through project grants, North Jersey CRDA projects and \$86 million will be paid to the New Jersey Sports and Exposition Authority who will then subsidize certain New Jersey horse tracks to increase purses and attract higher-quality races that would allow them to compete with horse tracks in neighboring states. In return, the race tracks and New Jersey have committed to postpone any attempts to install VLTs for at least four years. \$52 million of the \$86 million would be donated by the CRDA from the casinos' North Jersey obligations and \$34 million would be paid by the casinos directly. It is currently estimated that The Sands' current CRDA deposits for North Jersey projects are sufficient to fund The Sands' proportionate obligations with respect to the \$10 million and \$52 million commitments. The Sands' proportionate obligation with respect to the \$34 million commitment is estimated to be approximately \$1.3 million payable over a four year period. The Sands' proportionate obligation with respect to the combined \$10 million and \$52 million commitment is estimated to be approximately \$2.5 million payable over a four year period.

The Sands also competes with legalized gaming from casinos located on Native American tribal lands. In July 2004, the Appellate Division of the Supreme Court of New York unanimously ruled that Native American owned casinos could legally be operated in New York under the New York State law passed in October 2001. That law permits three casinos in Western New York, all of which would be owned by the Seneca Indian Nation. The law also permits up to three casinos in the Catskills in Ulster and Sullivan Counties, also to be owned by Native American Tribes. In addition, the legislation allows slot machines to be placed in Native American-owned casinos. The court also ruled that New York could participate in the Multi-State Mega Millions Lottery Game.

The New York law had also permitted the installation of VLTs at five racetracks situated across the State of New York. In the July 2004 ruling, the Appellate Division ruled that a portion of the law was unconstitutional because it required a portion of the VLTs revenues to go to horse-racing, breeding funds and track purses. It is anticipated that ruling will be appealed.

The Pennsylvania legislature passed and the governor signed a bill in July 2004 that will allow for up to 61,000 slot machines state wide in up to 14 different locations, seven or eight of which would be racetracks plus four or five slot parlors in Philadelphia and Pittsburgh and two small resorts.

Maryland is among the other states contemplating some form of gaming legislation. Maryland's proposed legislation would authorize VLTs at some of Maryland's racing facilities. The Maryland Legislature did not enact any legalized gaming legislation during their 2004 legislative sessions which ended September 30, 2004.

The Sands' market is primarily a drive-to market, and legalized gambling in Pennsylvania, the Catskills and any other neighboring state within close proximity to New Jersey could have a material adverse effect on the Atlantic City gaming industry overall, including The Sands.

On March 1, 2005, the Acting Governor of the State of New Jersey proposed a state budget for the 2005-2006 fiscal year which includes as a revenue source the proceeds from installation and operation of 1,500 to 2,000 VLTs at the Meadowlands Racetrack in East Rutherford, New Jersey. This location in Northern New Jersey would be in direct competition for gamblers who now frequent the Atlantic City casinos. At this time, there is no certainty that the Legislature of New Jersey will enact the necessary legislation to permit the installation and operation of these VLTs.

***Holders of the Company's securities are subject to the CCC and the NJCCA.***

The holders of the GB Holding common stock, the 11% Notes and the 3% Notes are subject to certain regulatory restrictions on ownership. While holders of publicly traded obligations such as the 11% Notes and the 3% Notes are generally not required to be investigated and found suitable to hold such securities, the CCC has the discretionary authority to (i) require holders of securities of corporations governed by New Jersey gaming law to file applications; (ii) investigate such holders; and (iii) require such holders to be found suitable or qualified to be an owner or operator of a gaming establishment. Pursuant to the regulations of the CCC such gaming corporations may be sanctioned, including the loss of its approvals, if, without prior approval of the CCC, it (i) pays to the unsuitable or unqualified person any dividend, interest or any distribution whatsoever; (ii) recognizes any voting right by such unsuitable or unqualified person in connection with the securities; (iii) pays the unsuitable or unqualified person remuneration in any form; or (iv) makes any payments to the unsuitable or unqualified person by way of principal, redemption, conversion, exchange, liquidation, or similar transaction. If GB Holdings is served with notice of disqualification of any holder, such holder will be prohibited by the NJCCA from receiving any payments on, or exercising any rights connected to, the GB Holdings' Common Stock, the 11% Notes, or the 3% Notes as applicable.

**Quantitative and Qualitative Disclosures About Market Risk**

Market risk is the risk of loss arising from changes in market rates and prices, such as interest rates and foreign currency exchange rates. GB Holdings does not have securities subject to interest rate fluctuations and has not invested in derivative-based financial instruments. The note entitled "Long-Term Debt" in the Notes to the Consolidated Financial Statements of GB Holdings included in this information statement outlines the principal amounts, interest rates, fair values and other terms required to evaluate the expected sensitivity of interest rate changes on the fair value of GB Holdings' long-term debt.

No market exists for GB Holdings' 11% notes since April 16, 2004, the last full trading day prior to the delisting of the 11% notes from trading on the American Stock Exchange, therefore the fair market value of GB Holdings' fixed rate debt was \$35.4 million compared with its carrying amount of \$43.7 million at March 31, 2005.

**APPENDIX E: UNAUDITED PRO FORMA FINANCIAL DATA  
FOR AMERICAN REAL ESTATE PARTNERS, L.P.**

The unaudited pro forma condensed consolidated financial statement information set forth below is presented to reflect the pro forma effects of the following transactions as if they occurred on the dates indicated as discussed below:

- (i) The Acquisitions; and
- (ii) The issuance of \$480.0 million of Senior Notes due 2013 at an interest rate of 7<sup>1</sup>/<sub>8</sub>% per annum in February 2005.

The Acquisitions will be accounted for as a combination of entities under common control and are recorded at the historical basis of the entities as of the date acquired by AREP. AREP will prepare restated financial statements to include the historical financial position and results of operations up to the date of the Acquisitions for periods that the entities were under common control. The unaudited condensed historical combined balance sheet at March 31, 2005 included herein includes the combination of NEG Holding, GB Holdings and Panaco, which presentation AREP anticipates will be materially consistent with AREP's presentation of its actual consolidated balance sheet after the consummation of the Acquisitions.

The unaudited pro forma condensed consolidated balance sheet has been prepared as if the Acquisitions and the other transactions described above had occurred on March 31, 2005. The unaudited pro forma condensed consolidated balance sheet as of March 31, 2005 gives effect to the unaudited pro forma adjustments necessary to account for the Acquisitions and the other transactions described above.

The unaudited pro forma condensed historical combined statements of earnings for each of the years ended December 31, 2004, 2003 and 2002 (1) combine the historical consolidated statements of earnings of NEG Holding and GB Holdings for each such year, which financial statements are included elsewhere in this information statement, and (2) reflects the combination of such companies during a period of common control, which presentation AREP anticipates will be materially consistent with AREP's presentation of restated consolidated statements of earnings after the consummation of the Acquisitions.

The unaudited pro forma condensed consolidated statements of earnings for the three months ended March 31, 2005 (1) combine the historical consolidated statements of earnings of NEG Holding, GB Holdings and Panaco for the three months ended March 31, 2005 which financial statements are included elsewhere in this proxy statement, and (2) reflects the combination of such companies during a period of common control, which presentation AREP anticipates will be materially consistent with AREP's presentation of restated consolidated statements of earnings after the consummation of the Acquisitions.

The unaudited pro forma condensed consolidated financial statement information is based on, and should be read together with, (1) AREP's (unaudited) consolidated financial statements as of March 31, 2005 and for the three months ended March 31, 2005 and 2004 (unaudited) and for the years ended December 31, 2004, 2003 and 2002 of each; (2) AREP's supplemental consolidated financial statements filings on Form 8-K, dated May 10, 2005 and June 3, 2005, giving effect to the acquisition of TransTexas on April 6, 2005 for \$180.0 million of cash and included herein; (3) the consolidated financial statements as of March 31, 2005 and for the three months ended March 31, 2005 and 2004 (unaudited) and for the years ended December 31, 2004, 2003 and 2002 of each of NEG Holding and GB Holdings and (4) Panaco's financial statement as of December 31, 2004 and for the three months ended March 31, 2005 and 2004 (unaudited) and for the year ended December 31, 2004.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

AMERICAN REAL ESTATE PARTNERS, L.P.  
 PRO FORMA CONDENSED CONSOLIDATED BALANCE SHEET  
 March 31, 2005  
 (In thousands)

	HISTORICAL(1)					PRO FORMA ADJUSTMENTS		
	AREP (SUPPLEMENTAL)	NEG HOLDING	GB PANACO HOLDINGS	INTERCOMPAN ADJUSTMENTS	HISTORICAL COMBINED	ACQUISITIONS (1)	PRO FORMA INTERCOMPAN ADJUSTMENTS (2)	PRO FORMA
<b>ASSETS</b>								
Current Assets								
Cash and cash equivalents	\$ 1,250,074	\$ 10,999	\$ 9,721	\$ 14,929	\$ 1,285,723	\$ (180,000)		\$ 1,105,723
Investment in U.S. Government and Agency obligations	68,894				68,894			68,894
Marketable equity and debt securities	68,497				68,497			68,497
Due from brokers	147,223				147,223			147,223
Restricted cash	28,537				28,537			28,537
Receivables and other assets	52,567	19,992	25,642	16,421	(11,549)	103,073		103,073
Real estate leased to others under the financing method	3,740				3,740			3,740
Properties held for sale	33,995				33,995			33,995
Current portion of investment in debt securities of affiliates	5,429				(5,429)			
Current portion of deferred tax asset	2,685		3,567		6,252			6,252
<b>Total current assets</b>	<b>1,661,641</b>	<b>30,991</b>	<b>38,930</b>	<b>31,350</b>	<b>(16,978)</b>	<b>1,745,934</b>	<b>(180,000)</b>	<b>1,565,934</b>
Investment in U.S. Government and Agency obligations								
Other investments	244,602				244,602	466,000	(466,000)	244,602
Land and construction-in-progress								
Real estate leased to others:								
Accounted for under the financing method	75,949				75,949			75,949
Accounted for under the operating method, net	51,127				51,127			51,127
Oil and gas properties, net	180,241	245,216	96,319		521,776			521,776
Hotel, casino and resort operating properties, net:								
Hotel and Casino	288,890			168,237	457,127			457,127
Hotel and resorts	46,041				46,041			46,041
Deferred finance costs and other assets								
Long-term portion of investment in debt securities of affiliates	91,864				(91,864)			
Investment in NEG Holding LLC	97,693				(97,693)			
Equity interest in GB Holdings, Inc.	9,138				(9,138)			
Equity investment		2,170			2,170			2,170
Deferred tax asset	52,147		21,340		73,487			73,487



Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	HISTORICAL(1)					PRO FORMA ADJUSTMENTS			
Total	\$ 2,935,697	\$ 282,429	\$ 176,221	\$ 217,054	\$ (215,673)	\$ 3,395,728	\$ 286,000	\$ (466,000)	\$ 3,215,728
<b>LIABILITIES AND PARTNERS'/SHAREHOLDERS' EQUITY</b>									
<b>Current Liabilities</b>									
Current portion of mortgages payable	\$ 4,205	\$	\$	\$	\$	\$ 4,205	\$	\$	\$ 4,205
Mortgages on properties held for sale	20,372					20,372			20,372
Due to affiliate	10,000				(10,000)				
Line of credit				4,000		4,000			4,000
Current portion note payable				43,741		43,741			43,741
Current portion of long-term debt			5,429		(5,429)				
Accounts payable and other liabilities	96,814	35,699	15,029	22,500	(207)	169,835			169,835
Securities sold not yet purchased	83,750					83,750			83,750
<b>Total current liabilities</b>	<b>215,141</b>	<b>35,699</b>	<b>20,458</b>	<b>70,241</b>	<b>(15,636)</b>	<b>325,903</b>			<b>325,903</b>
Other liabilities	28,133	13,782	2,258	5,881	(1,342)	48,712			48,712
<b>Mortgages payable:</b>									
Real estate leased to others	55,614					55,614			55,614
Senior secured notes payable and credit facility	215,000					215,000			215,000
Senior unsecured notes payable, net	350,679					350,679			350,679
Senior unsecured notes payable, net	480,000					480,000			480,000
Long-term debt, net		66,834	31,214	66,259	(95,138)	69,169			69,169
Asset retirement obligation	3,999	3,116	33,600			40,715			40,715
Preferred limited partnership units	108,006					108,006			108,006
<b>Total long-term liabilities</b>	<b>1,241,431</b>	<b>83,732</b>	<b>67,072</b>	<b>72,140</b>	<b>(96,480)</b>	<b>1,367,895</b>			<b>1,367,895</b>
Warrants in Atlantic Coast Entertainment Holdings, Inc.				43,587	(43,587)				
<b>Commitments and contingencies</b>									
Minority interests					16,808	16,808			16,808
Limited partners equity	1,383,913					1,383,913	466,000	(6,773)	1,843,140
General partner equity	107,133					107,133		(433,230)	(326,097)
Treasury units at cost	(11,921)					(11,921)			(11,921)
Shareholders' equity		162,998	88,691	31,086	(76,778)	205,997	(180,000)	(25,997)	
<b>Partners'/Shareholders' equity</b>	<b>1,479,125</b>	<b>162,998</b>	<b>88,691</b>	<b>31,086</b>	<b>(76,778)</b>	<b>1,685,122</b>	<b>286,000</b>	<b>(466,000)</b>	<b>1,505,122</b>
Total	\$ 2,935,697	\$ 282,429	\$ 176,221	\$ 217,054	\$ (215,673)	\$ 3,395,728	\$ 286,000	\$ (466,000)	\$ 3,215,728

**HISTORICAL(1)**

**PRO FORMA  
ADJUSTMENTS**

---

---

E-2

**AMERICAN REAL ESTATE PARTNERS, L.P.**  
**PRO FORMA CONDENSED CONSOLIDATED STATEMENT OF EARNINGS**  
**Three Months Ended March 31, 2005**  
(In thousands, except unit and per unit data)

HISTORICAL(1)

	AREP (SUPPLEMENTAL)	NEG HOLDING	PANACO	GB HOLDINGS	INTERCOMPAN ADJUSTMENTS	HISTORICAL COMBINED	DEBT OFFERING(5)	PRO FORMA
<b>Revenues:</b>								
Hotel and casino operating income	\$ 82,838	\$		\$ 39,965	\$ (136)	\$ 122,667		\$ 122,667
Land, house and condominium sales	8,279					8,279		8,279
Interest income on financing leases	1,966					1,966		1,966
Interest income on U.S. Government and Agency obligations and other investments	12,902		132	107	(602)	12,539		12,539
Rental income	2,035					2,035		2,035
Hotel and resort operating income	5,563					5,563		5,563
Oil and gas operating income	15,422	25,490	12,707			53,619		53,619
Accretion of investment in NEG Holding LLC	9,893				(9,893)			
NEG management fee	2,108				(2,108)			
Dividend and other income	4,206					4,206		4,206
Equity in losses of equity method investees	(986)				986			
	144,226	25,490	12,839	40,072	(11,753)	210,874		210,874
<b>Expenses:</b>								
Hotel and casino operating expenses	57,624			37,468	(304)	94,788		94,788
Cost of land, house and condominium sales	7,047					7,047		7,047
Hotel and resort operating expenses	5,405					5,405		5,405
Oil and gas operating expenses	2,866	6,449	5,551		(2,108)	12,758		12,758
Interest expense	19,265	916	604	2,451	(1,074)	22,162	3,575	25,737
Depreciation, depletion and amortization	16,167	6,688	4,842	4,026		31,723		31,723
General and administrative expenses	7,610					7,610		7,610
Property expenses	952					952		952
	116,936	14,053	10,997	43,945	(3,486)	182,445	3,575	186,020
Operating income(loss)	27,290	11,437	1,842	(3,873)	(8,267)	28,429	(3,575)	24,854
<b>Other gains and (losses):</b>								
Other losses	(180)					(180)		(180)
Unrealized gains on securities sold short	21,704					21,704		21,704
Gain on sales and disposition of real estate and other assets	186			4		190		190
Debt restructuring/reorganization costs				(24)		(24)		(24)
Change in fair value of derivative contracts	(9,813)	(22,620)	(6,336)			(38,769)		(38,769)
Minority interest					932	932		932
Income(loss) from continuing operations before income taxes	39,187	(11,183)	(4,494)	(3,893)	(7,335)	12,282	(3,575)	8,707
Income tax(expense) benefit	(4,782)		1,624	(247)		(3,405)		(3,405)
Income(loss) from continuing operations	\$ 34,405	\$ (11,183)	\$ (2,870)	\$ (4,140)	\$ (7,335)	\$ 8,877	\$ (3,575)	\$ 5,302

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

HISTORICAL(1)

Income from continuing operations attributable to:		
Limited partners	\$ 38,940	\$ 10,416
General partner	(4,535)	(5,114)
	<u>\$ 34,405</u>	<u>\$ 5,302</u>
Income from continuing operations per LP unit:		
Basic earnings:		
Income from continuing operations per LP unit	\$ 0.84	\$ 0.17
Weighted average units outstanding	<u>46,098,284</u>	<u>62,167,250</u>
Diluted earnings:		
Income from continuing operations per LP unit	\$ 0.81	\$ 0.17
Weighted average units and equivalent partnership units outstanding	<u>49,857,622</u>	<u>62,167,250</u>

E-3

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

AMERICAN REAL ESTATE PARTNERS, L.P.  
**PRO FORMA CONDENSED CONSOLIDATED STATEMENT OF EARNINGS**  
 Year Ended December 31, 2004  
 (In thousands, except unit and per unit data)

	HISTORICAL(1)				OTHER PRO FORMA ADJUSTMENTS					
	AREP (SUPPLEMENTAL)	NEG (HOLDING)	GB (HOLDING)	INTERCOMPAN (ADJUSTMENTS)	HISTORICAL (COMBINED)	PANACO (ADJUSTMENT)	BANKRUPTCY (OFFERING)	DEBT (OFFERING)	PRIOR DEBT (OFFERING)	PRO FORMA
<b>Revenues:</b>										
Hotel and casino operating income	\$ 299,981	\$	\$ 171,243	\$ (359)	\$ 470,865	\$	\$	\$	\$	\$ 470,865
Land, house and condominium sales	26,591				26,591					26,591
Interest income on financing leases	9,880				9,880					9,880
Interest income on U.S. Government and Agency obligations and other investments	44,376	449	422	(156)	45,091	684	(684)			45,091
Rental income	7,916				7,916					7,916
Hotel and resort operating income	16,211				16,211					16,211
Accretion of investment in NEG Holding LLC	34,432			(34,432)						
NEG management fee	6,887			(6,887)						
Dividend and other income	3,616				3,616	48				3,664
Equity in losses of equity method investees	(2,113)	(519)		2,113	(519)					(519)
Oil and gas operating income	58,419	78,727			137,146	51,234				188,380
	<u>506,196</u>	<u>78,657</u>	<u>171,665</u>	<u>(39,721)</u>	<u>716,797</u>	<u>51,966</u>	<u>(684)</u>			<u>768,079</u>
<b>Expenses:</b>										
Hotel and casino operating expenses	227,603		154,252	(639)	381,216					381,216
Cost of land, house and condominium sales	18,486				18,486					18,486
Hotel and resort operating expenses	12,730				12,730					12,730
Interest expense	49,669	2,716	11,115	(4,754)	58,746	2,517	(2,321)	35,263	12,285	106,490
Depreciation, depletion and amortization	68,291	21,647	14,898		104,836	25,965				130,801
General and administrative expenses	20,952				20,952					20,952
Property expenses	4,340				4,340					4,340
Oil and gas operating expenses	13,816	25,172		(6,162)	32,826	18,095	(725)			50,196
Provision for loss on real estate	3,150				3,150					3,150
	<u>419,037</u>	<u>49,535</u>	<u>180,265</u>	<u>(11,555)</u>	<u>637,282</u>	<u>46,577</u>	<u>(3,046)</u>	<u>35,263</u>	<u>12,285</u>	<u>728,361</u>

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	HISTORICAL(1)				OTHER PRO FORMA ADJUSTMENTS					
Operating income (loss)	87,159	29,122	(8,600)	(28,166)	79,515	5,389	2,362	(35,263)	(12,285)	39,718
Other gains and (losses):										
Gain on sale of other assets	1,680				1,680					1,680
Gain on sale of marketable equity and debt securities and other investments	40,159				40,159					40,159
Unrealized losses on securities sold short	(23,619)				(23,619)					(23,619)
Impairment loss on equity interest in GB Holdings, Inc.	(15,600)				(15,600)					(15,600)
Gain on retirement/restructuring of debt						51,268	(51,268)			
Gain on restructuring of payables						12,495	(12,495)			
Gain on sale and disposition of real estate and other assets	5,262		(152)		5,110	(76)				5,034
Severance tax refund	4,468				4,468					4,468
Debt restructuring/reorganization costs			(3,084)		(3,084)	(7,355)	7,355			(3,084)
Minority interest	(812)			2,886	2,074					2,074
<b>Income (loss) from continuing operations before income taxes</b>	<b>98,697</b>	<b>29,122</b>	<b>(11,836)</b>	<b>(25,280)</b>	<b>90,703</b>	<b>61,721</b>	<b>(54,046)</b>	<b>(35,263)</b>	<b>(12,285)</b>	<b>50,830</b>
Income tax (expense) benefit	(17,326)		(986)		(18,312)	22,877				4,565
<b>Income (loss) from continuing operations</b>	<b>\$ 81,371</b>	<b>\$ 29,122</b>	<b>\$ (12,822)</b>	<b>\$ (25,280)</b>	<b>\$ 72,391</b>	<b>\$ 84,598</b>	<b>\$ (54,046)</b>	<b>\$ (35,263)</b>	<b>\$ (12,285)</b>	<b>\$ 55,395</b>
Income from continuing operations attributable to:										
Limited partners	\$ 71,456									\$ 45,997
General partner	9,915									9,398
	<b>\$ 81,371</b>									<b>\$ 55,395</b>
Income from continuing operations per LP unit:										
Basic earnings:										
Income from continuing operations per	\$ 1.55									0.74

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	HISTORICAL(1)	OTHER PRO FORMA ADJUSTMENTS
LP unit		
Weighted average units outstanding	46,098,284	62,167,250
Diluted earnings:		
Income from continuing operations per LP unit	\$ 1.48	\$ 0.74
Weighted average units and equivalent partnership units outstanding	51,542,312	62,167,250

E-4

## AMERICAN REAL ESTATE PARTNERS, L.P.

## PRO FORMA CONDENSED CONSOLIDATED STATEMENT OF EARNINGS

Year Ended December 31, 2003

(In \$000's)

## HISTORICAL (1)

	AREP (SUPPLEMENTAL)(2)	NEG HOLDING	GB HOLDINGS	INTERCOMPANY ADJUSTMENTS	HISTORICAL COMBINED
<b>Revenues:</b>					
Hotel and casino operating income	\$ 262,811	\$	\$ 167,749	\$ (191)	\$ 430,369
Land, house and condominium sales	13,265				13,265
Interest income on financing leases	13,115				13,115
Interest income on U.S. Government and Agency obligations and other investments	22,592	587	627	(115)	23,691
Rental income	7,092				7,092
Hotel and resort operating income	12,376				12,376
Accretion of investment in NEG Holding LLC	30,142			(30,142)	
NEG management fee	6,629			(6,629)	
Dividend and other income	3,211	125			3,336
Equity in losses of equity method investees	(3,466)	(102)		3,466	(102)
Oil and gas operating income	20,899	77,606			98,505
	388,666	78,216	168,376	(33,611)	601,647
<b>Expenses:</b>					
Hotel and casino operating expenses	216,857		156,556	(191)	373,222
Cost of land, house and condominium sales	9,129				9,129
Hotel and resort operating expenses	8,773				8,773
Interest expense	27,057	1,538	12,581	(7,147)	34,029
Depreciation, depletion and amortization	40,571	23,686	14,123		78,380
General and administrative expenses	14,081				14,081
Property expenses	4,472				4,472
Oil and gas operating expenses	5,028	23,080		(6,629)	21,479
Provision for loss on real estate	750				750
	326,718	48,304	183,260	(13,967)	544,315
Operating income(loss)	61,948	29,912	(14,884)	(19,644)	57,332
<b>Other gains and (losses):</b>					
Gain(loss) on sale of marketable equity and debt securities and other investments	2,607	(954)			1,653
Loss on sale of other assets	(1,503)		(28)		(1,531)
Write-down of equity securities available for sale	(19,759)				(19,759)
Gain on sale and disposition of real estate	7,121				7,121
Debt restructuring/reorganization costs			(1,843)		(1,843)
Minority interest	(1,266)			3,987	2,721
Income(loss) from continuing operations before income taxes	49,148	28,958	(16,755)	(15,657)	45,694
Income tax benefit (expense)	16,750		(958)		15,792
Income(loss) from continuing operations	\$ 65,898	\$ 28,958	\$ (17,713)	\$ (15,657)	\$ 61,486



Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

HISTORICAL (1)

Income from continuing operations attributable to:		
Limited partners	\$ 48,573	\$ 44,249
General partner	17,325	17,237
	<u>\$ 65,898</u>	<u>\$ 61,486</u>
Income from continuing operations per LP unit:		
Basic earnings:		
Income from continuing operations per LP unit	\$ 1.00	\$ 0.72
	<u>46,098,284</u>	<u>57,856,905</u>
Weighted average units outstanding		
Diluted earnings:		
Income from continuing operations per LP unit	\$ 0.94	\$ 0.70
	<u>54,489,943</u>	<u>66,248,564</u>
Weighted average units and equivalent partnership units outstanding		

E-5

## AMERICAN REAL ESTATE PARTNERS, L.P.

## PRO FORMA CONDENSED CONSOLIDATED STATEMENT OF EARNINGS

Year Ended December 31, 2002

(In thousands)

	HISTORICAL(1)				
	AREP	NEG HOLDING	GB HOLDINGS	INTERCOMPANY ADJUSTMENTS	HISTORICAL COMBINED
<b>Revenues:</b>					
Hotel and casino operating income	\$ 250,023	\$	\$ 189,917	\$ (28)	439,912
Land, house and condominium sales	76,024				76,024
Interest income on financing leases	14,722				14,722
Interest income on U.S. Government and Agency obligations and other investments	30,569	1,791	1,067	(546)	32,881
Rental income	6,852				6,852
Hotel and resort operating income	12,921				12,921
Accretion of investment in NEG Holding LLC	32,879			(32,879)	
NEG management fee	7,637			(7,637)	
Dividend and other income	2,720	175			2,895
Equity in earnings of equity method investees	305			(305)	
Oil and gas operating income		35,901			35,901
	<u>434,652</u>	<u>37,867</u>	<u>190,984</u>	<u>(41,395)</u>	<u>622,108</u>
<b>Expenses:</b>					
Hotel and casino operating expenses	217,938		170,567	(28)	388,477
Cost of land, house and condominium sales	54,640				54,640
Hotel and resort operating expenses	10,536				10,536
Interest expense	27,297	96	12,195	(7,578)	32,010
Depreciation, depletion and amortization	23,646	15,509	13,292		52,447
General and administrative expenses	14,134				14,134
Property expenses	3,862				3,862
Oil and gas operating expenses		16,556		(7,637)	8,919
Provision for loss on real estate	3,212				3,212
Loss on impairment of fixed assets			1,282		1,282
	<u>355,265</u>	<u>32,161</u>	<u>197,336</u>	<u>(15,243)</u>	<u>569,519</u>
Operating income(loss)	79,387	5,706	(6,352)	(26,152)	52,589
<b>Other gains and (losses):</b>					
Gain on sale of marketable equity and debt securities and other investments		8,712			8,712
Loss on sale of other assets	(353)		(185)		(538)
Write-down of equity securities available for sale	(8,476)				(8,476)
Gain on sale and disposition of real estate	8,990				8,990
Unrealized loss on financial instruments/short sale		(347)			(347)
Loss on limited partnership interests	(3,750)				(3,750)
Dividend expense		(145)			(145)
Minority interest	(1,943)			1,648	(295)
	<u></u>	<u></u>	<u></u>	<u></u>	<u></u>
Income(loss) from continuing operations before income taxes	73,855	13,926	(6,537)	(24,504)	56,740
Income tax expense	(10,096)		(784)		(10,880)
	<u></u>	<u></u>	<u></u>	<u></u>	<u></u>
Income(loss) from continuing operations	\$ 63,759	\$ 13,926	\$ (7,321)	\$ (24,504)	\$ 45,860

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

HISTORICAL(1)

Income(loss) from continuing operations attributable to:		
Limited partners	\$ 56,369	\$ 38,826
General partner	7,390	7,034
	<u>\$ 63,759</u>	<u>\$ 45,860</u>
Income(loss) from continuing operations per LP unit:		
Basic earnings:		
Income from continuing operations	\$ 1.12	\$ 0.59
Weighted average units outstanding	46,098,284	57,856,905
Diluted earnings:		
Income(loss) from continuing operations per LP unit	\$ 1.00	\$ 0.57
Weighted average units and equivalent partnership units outstanding	56,466,698	68,225,319

E-6

**NOTES TO UNAUDITED PRO FORMA CONDENSED  
CONSOLIDATED FINANCIAL STATEMENT INFORMATION**

(1) Gives effect to the following pending transactions:

We have entered into purchase agreements with affiliates of Mr. Icahn to acquire the following:

The membership interest in NEG Holding for 11,344,828 Depositary Units valued at \$329.0 million.

100% of the equity of Panaco for 4,310,345 Depositary Units valued at \$125.0 million.

Approximately 41.2% of the outstanding common stock of GB Holdings and approximately 11.3% of the fully diluted common stock of Atlantic Holdings for 413,793 Depositary Units valued at \$12.0 million, plus 206,897 units valued at \$6.0 million if certain earnings targets are met during 2005 and 2006.

The Acquisitions will be accounted for as a combination of entities under common control and are recorded at the historical basis of the entities being acquired as of and for the periods for which the entities were under common control.

Although Panaco emerged from bankruptcy on November 16, 2004, the six weeks of operations during this period were not material. For purposes of the pro forma financial statements, Panaco was considered effective December 31, 2004.

None of the pending Acquisitions is conditioned upon the closing of the others. We may not complete all or any of the pending Acquisitions. For purposes of the pro forma presentations, we have assumed the closing of all pending Acquisitions.

The intercompany adjustments reflect the elimination of intercompany amounts necessary to prepare consolidated financial statements. These adjustments are summarized as follows:

(a) *Pro Forma Condensed Consolidated Balance Sheet at March 31, 2005*

The elimination of AREP's \$97.7 million investment in NEG Holding, since NEG Holding is now consolidated.

The elimination of AREP's \$9.1 million equity interest in GB Holdings, since GB Holdings is now consolidated.

The elimination of AREP's \$63.9 million investment in the Atlantic Holdings 3% Notes due 2008 or the Atlantic Holdings Notes, and the elimination of the corresponding debt of Atlantic Holdings.

The elimination of \$2.2 million of deferred consent fees for both AREP and GB Holdings related to AREP's consent, in July 2004, to an exchange of GB Holdings 11% notes due 2005 for the Atlantic Holdings Notes.

The elimination of AREP's share of warrants in Atlantic Holdings, valued at \$33.8 million. The warrants owned by AREP after the Acquisitions represent approximately 77.5% of the outstanding warrants. The remaining approximate 22.5% of the warrants in Atlantic Holdings, valued at \$9.8 million, have been reclassified to minority interests.

The recording of the minority interest in GB Holdings of \$7.0 million.

The elimination of AREP's \$36.6 million investment in the outstanding term loans of Panaco, Inc., or the Panaco Debt, plus accrued interest and the elimination of the corresponding debt of Panaco.

The elimination of a \$10.0 million receivable/payable between AREP and Panaco.

E-7

---

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

### *(b) Pro Forma Condensed Consolidated Statement of Earnings for the Three Months Ended March 31, 2005*

The elimination of AREP's \$9.9 million accretion of investment in NEG Holding, since NEG Holding is now consolidated.

The elimination of AREP's \$1.0 million equity in losses of GB Holdings, since GB Holdings is now consolidated.

The elimination of AREP's \$2.1 million management fee from NEG Holding, since NEG Holding is now consolidated.

The elimination of a \$0.1 million administrative charge between ACEP and GB Holdings.

The elimination of \$0.2 million of amortization of deferred consent fees between AREP and GB Holdings.

The elimination of \$0.5 million of related party interest expense paid by GB Holdings to Mr. Icahn and affiliates.

The recording of a credit to minority interest expense on GB Holdings of \$0.9 million.

The elimination of \$0.6 million of interest expense/income recorded by Panaco/AREP on the term loans of Panaco.

### *(c) Pro Forma Condensed Consolidated Statement of Earnings for the Year Ended December 31, 2004*

The elimination of AREP's \$34.4 million accretion of investment in NEG Holding, since NEG Holding is now consolidated.

The elimination of AREP's \$2.1 million equity in losses of GB Holdings, since GB Holdings is now consolidated.

The elimination of AREP's \$6.2 million management fee from NEG Holding, since NEG Holding is now consolidated.

The elimination of a \$0.3 million administrative charge between ACEP and GB Holdings.

The elimination of \$0.3 million of amortization of deferred consent fees between AREP and GB Holdings.

The elimination of \$4.8 million of related party interest expense paid by GB Holdings to Mr. Icahn and affiliates.

The recording of a credit to minority interest expense on GB Holdings of \$2.9 million.

### *(d) Pro Forma Condensed Consolidated Statement of Earnings for the Year Ended December 31, 2003*

The elimination of AREP's \$30.1 million accretion of investment in NEG Holding, since NEG Holding is now consolidated.

The elimination of AREP's \$3.5 million equity in losses of GB Holdings, since GB Holdings is now consolidated.

The elimination of AREP's \$6.6 million management fee from NEG Holding, since NEG Holding is now consolidated.



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The elimination of a \$0.2 million administrative charge between ACEP, a consolidated subsidiary of AREP and GB Holdings.

The elimination of \$0.1 million of interest income and expense between NEG Holding and NEG, Inc., a consolidated subsidiary of AREP.

The elimination of \$7.0 million of related party interest expense paid by GB Holdings to Mr. Icahn and affiliates.

The recording of a credit to minority interest expense on GB Holdings of \$4.0 million, representing 22.5% of the loss of GB Holdings.

### (e) *Pro Forma Condensed Consolidated Statement of Earnings for the Year Ended December 31, 2002*

The elimination of AREP's \$32.9 million accretion of investment in NEG Holding, since NEG Holding is now consolidated.

The elimination of AREP's \$0.3 million equity in earnings of GB Holdings, since GB Holdings is now consolidated.

The elimination of AREP's \$7.6 million management fee from NEG Holding, since NEG Holding is now consolidated.

The elimination of \$0.5 million of interest income and expense between NEG Holding and NEG.

The elimination of \$7.0 million of related party interest expense paid by GB Holdings to Mr. Icahn and affiliates.

The recording of a debit to minority interest on GB Holdings of \$2.9 million, representing 22.5% of the loss of GB Holdings.

(2)

Gives effect to the following completed transaction:

On April 6, 2005, we purchased from affiliates of Mr. Icahn 100% of the equity of TransTexas for \$180.0 million in cash. The acquisition was accounted for as a combination of entities under common control and the supplemental consolidated financial statements for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004 and 2003 give effect to the inclusion of the results of TransTexas since August 28, 2003, the date it emerged from bankruptcy. The supplemental consolidated financial statements can be found in filings on Form 8-K filed on May 10, 2005 and June 3, 2005.

(3)

The pro forma intercompany adjustments also reflect the elimination of intercompany amounts necessary to prepare consolidated financial statements. These adjustments are summarized as follows:

### *Pro Forma Condensed Consolidated Balance Sheet at March 31, 2005*

The elimination of AREP's \$466 million pro forma investment in the Acquisitions.

The allocation of the change in equity as a result of the transaction between the general partner and the limited partners.



(4)

Reflects the following adjustments for Panaco:

The reduction of interest expense and interest income that results from the effect of its bankruptcy.

The elimination of related party interest expense following emergence from bankruptcy in November 2004.

The elimination of \$0.7 million management fee paid to AREP, following emergence from bankruptcy.

The elimination of \$51.3 million of gain on retirement/restructuring of debt, \$12.5 million gain on restructuring of payables and \$7.4 million debt restructuring/reorganization costs related to the emergence from bankruptcy.

(5)

Reflects interest expense related to the issuance of \$480.0 million of Senior Notes.

(6)

Reflects interest expense and amortization of costs from the beginning of the period presented, (January 1), related to the issuance of notes from prior debt offerings. The prior debt offerings consisted of 7.85% senior secured notes due 2012 in the principal amount of \$215.0 million, issued by American Casino & Entertainment Properties LLC and American Casino & Entertainment Properties Finance Corp in January 2004, and 8<sup>1</sup>/<sub>8</sub>% senior notes due 2012 in the principal amount of \$353.0 million issued by AREP and AREP Finance in May 2004.

## APPENDIX F: INDEX TO FINANCIAL STATEMENTS

American Real Estate Partners, L.P.	
Report of Independent Registered Public Accounting Firm	F-1
Report of Independent Registered Public Accounting Firm	F-2
Consolidated Balance Sheets as of December 31, 2004 and 2003	F-3
Consolidated Statements of Earnings for the years ended December 31, 2004, 2003 and 2002	F-4
Consolidated Statements of Changes in Partners' Equity and Comprehensive Income for the years ended December 31, 2004, 2003 and 2002	F-5
Consolidated Statements of Cash Flows for the years ended December 31, 2004, 2003 and 2002	F-6
Notes to Consolidated Financial Statements	F-8
Consolidated Balance Sheets as of March 31, 2005 and December 31, 2004	
Consolidated Statements of Earnings for the three months ended March 31, 2005 and 2004	F-46
Consolidated Statements of Changes In Partners' Equity and Comprehensive Income for the three months ended March 31, 2005	F-48
Consolidated Statements of Cash Flows for the three months ended March 31, 2005 and 2004	F-49
Notes to Consolidated Financial Statements	F-50
American Real Estate Partners, L.P. Supplemental Consolidated Financial Statements	
Report of Independent Registered Public Accounting Firm	F-52
Report of Independent Registered Public Accounting Firm	F-53
Supplemental Consolidated Balance Sheets as of March 31, 2005 (unaudited), December 31, 2004 and 2003	F-54
Supplemental Consolidated Statements of Earnings for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002	F-55
Supplemental Consolidated Statements of Changes in Partners' Equity and Comprehensive Income for the three months ended March 31, 2005 (unaudited) and the years ended December 31, 2004, 2003 and 2002	F-56
Supplemental Consolidated Statements of Cash Flows for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002	F-57
Notes to Supplemental Consolidated Financial Statements	F-58
American Property Investors, Inc.	
Independent Auditors' Report	F-125
Balance Sheet as of December 31, 2004	F-126
Notes to Financial Statements	F-127
NEG Holding LLC	
Report of Independent Registered Public Accounting Firm	F-130
Report of Independent Registered Public Accounting Firm	F-131
Consolidated Balance Sheets as of December 31, 2004 and 2003	F-132
Consolidated Statements of Operations for the years ended December 31, 2004, 2003 and 2002	F-133
Consolidated Statements of Cash Flows for the years ended December 31, 2004, 2003 and 2002	F-134
Consolidated Statements of Members' Equity for the years ended December 31, 2004, 2003 and 2002	F-135
Notes to Consolidated Financial Statements	F-136
Consolidated Balance Sheet as of March 31, 2005 (unaudited)	F-153

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Consolidated Statements of Operations for the three months ended March 31, 2005 and 2004 (unaudited)	F-154
Consolidated Statements of Cash Flows for the three months ended March 31, 2005 and 2004 (unaudited)	F-155
Consolidated Statements of Members' Equity for the three months ended March 31, 2005 (unaudited)	F-156
Notes to Consolidated Financial Statements for the three months ended March 31, 2005 and 2004 (unaudited)	F-157
<b>Panaco, Inc.</b>	
Report of Independent Registered Public Accounting Firm	F-163
Balance Sheets as of December 31, 2004 and Debtor-In-Possession as of December 31, 2003	F-164
Statements of Operations for the years ended December 31, 2004, 2003 and 2002	F-165
Statements of Changes in Stockholders' Equity (Deficit) for the years ended December 31, 2004, 2003 and 2002	F-166
Statement of Cash Flows for the years ended December 31, 2004, 2003 and 2002	F-167
Notes to Financial Statements	F-168
Balance Sheet as of March 31, 2005 (unaudited)	F-187
Statements of Operations for the three months ended March 31, 2005 and 2004 (unaudited)	F-188
Statements of Changes in Shareholders' Equity as December 31, 2004 and March 31, 2005 (unaudited)	F-189
Statements of Cash Flows for the three months ended March 31, 2005 and 2004 (unaudited)	F-190
Notes to Financial Statements for the three months ended March 31, 2005 and 2004 (unaudited)	F-191
<b>GB Holdings, Inc. and Subsidiaries</b>	
Report of Independent Registered Public Accounting Firm	F-198
Consolidated Balance Sheets as of December 31, 2004 and 2003	F-199
Consolidated Statement of Operations for the years ended December 31, 2004, 2003 and 2002	F-200
Consolidated Statements of Changes in Shareholders' Equity (Deficit) for the years ended December 31, 2004, 2003 and 2002	F-201
Consolidated Statements of Cash Flows for the years ended December 31, 2004, 2003 and 2002	F-202
Notes to Consolidated Financial Statements	F-203
Schedule II: Valuation and Qualifying Accounts	F-220
Condensed Consolidated Balance Sheets as of March 31, 2005 (unaudited) and December 31, 2004	F-221
Condensed Consolidated Statements of Operations for the three months ended March 31, 2005 and 2004 (unaudited)	F-222
Condensed Consolidated Statements of Cash Flows for the three months ended March 31, 2005 and 2004 (unaudited)	F-223
Notes to Condensed Consolidated Financial Statements	F-224

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Partners of  
American Real Estate Partners, L.P.

We have audited the accompanying consolidated balance sheet of American Real Estate Partners, L.P. and Subsidiaries as of December 31, 2004, and the related consolidated statements of earnings, changes in partners' equity and comprehensive income, and cash flows for the year then ended. These consolidated financial statements are the responsibility of the Partnership's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). 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 audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of American Real Estate Partners, L.P. and Subsidiaries as of December 31, 2004, and the results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

/s/ GRANT THORNTON LLP

New York, New York  
June 2, 2005

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Partners

American Real Estate Partners, L.P.:

We have audited the accompanying consolidated balance sheet of American Real Estate Partners, L.P. and subsidiaries as of December 31, 2003, and the related consolidated statements of earnings, changes in partners' equity and comprehensive income, and cash flows for each of the years in the two-year period ended December 31, 2003. These consolidated financial statements are the responsibility of the Partnership's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). 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, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of American Real Estate Partners, L.P. and subsidiaries as of December 31, 2003, and the results of their operations and their cash flows for each of the years in the two-year period ended December 31, 2003, in conformity with U.S. generally accepted accounting principles.

/s/ KPMG LLP

New York, New York  
September 5, 2004

F-2

---

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEETS

DECEMBER 31, 2004 AND 2003

	December 31,	
	2004	2003
(in \$000's except per unit amounts)		
<b>ASSETS</b>		
Current Assets:		
Cash and cash equivalents (Note 2)	\$ 762,708	\$ 487,498
Investment in U.S. government and agency obligations (Note 4)	96,840	52,583
Marketable equity and debt securities (Note 5)	2,248	55,826
Due from brokers (Note 6)	123,001	
Restricted cash	19,856	15,058
Receivables and other current assets	51,575	43,420
Real estate leased to others:		
Current portion of lease amortization for leases accounted for under the financing method (Note 8)	3,912	5,738
Properties held for sale (Notes 9 and 15)	58,021	128,813
Current portion of investment in debt securities of affiliates (Note 12)	10,429	
Current portion of deferred tax asset (Note 23)	2,685	2,982
	<b>1,131,275</b>	<b>791,918</b>
Investment in U.S. government and agency obligations (Note 4)	5,491	8,990
Other investments (Note 7)	245,948	50,328
Land and construction-in-progress (Note 15)	106,537	43,459
Real estate leased to others:		
Accounted for under the financing method (Notes 8, 15 and 16)	85,281	131,618
Accounted for under the operating method, net of accumulated depreciation (Notes 9, 15 and 16)	49,118	76,443
Hotel, casino and resort operating properties, net of accumulated depreciation:		
American Casino & Entertainment Properties LLC (Notes 10 and 17)	289,360	298,703
Hotel and resorts (Notes 9 and 11)	50,132	41,526
Deferred finance costs and other assets, net	21,038	3,833
Long-term portion of investment in debt securities of affiliates (Note 12)	115,075	24,696
Investment in NEG Holding LLC (Note 14)	87,800	69,346
Equity interest in GB Holdings, Inc. (The Sands Hotel and Casino)(Note 13)	10,603	30,854
Deferred tax asset (Note 23)	65,399	74,892
	<b>\$ 2,263,057</b>	<b>\$ 1,646,606</b>
<b>LIABILITIES AND PARTNERS' EQUITY</b>		
Current Liabilities:		
Current portion of mortgages payable (Notes 8, 9 and 16)	\$ 3,700	\$ 4,892
Mortgages on properties held for sale (Notes 9 and 16)	27,477	82,861
Accounts payable, accrued expenses and other current liabilities (Note 20)	81,793	45,774
Securities sold not yet purchased (Note 6)	90,674	
Credit facility due affiliates (Notes 14 and 17)		25,000
	<b>203,644</b>	<b>158,527</b>
Other liabilities	23,239	22,980
Long-term portion of mortgages payable (Notes 8, 9 and 16)	60,719	93,236
Senior secured notes payable (Note 18)	215,000	
Senior unsecured notes payable-net of unamortized discount of \$2,402 (Note 19)	350,598	
Preferred limited partnership units:		
\$10 liquidation preference, 5% cumulative pay-in-kind; 10,400,000 authorized; 10,286,264 and 9,796,607 issued and outstanding as of December 31, 2004 and 2003 (Note 24)	106,731	101,649

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	December 31,	
	2017	2016
Total long-term liabilities	756,287	217,865
Commitments and contingencies (Notes 3 and 24):		
Partners' Equity		
Limited partners:		
Depository units; 47,850,000 authorized; 47,235,484 outstanding	1,328,031	1,184,870
General partner	(12,984)	97,265
Treasury units at cost:		
1,137,200 depository units (Note 28)	(11,921)	(11,921)
Partners' equity (Notes 2 and 3)	1,303,126	1,270,214
<b>Total</b>	<b>\$ 2,263,057</b>	<b>\$ 1,646,606</b>

See notes to consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF EARNINGS

YEARS ENDED DECEMBER 31, 2004, 2003 AND 2002

	Years Ended December 31,		
	2004	2003	2002
	(in \$000's except unit and per unit amounts)		
<b>Revenues:</b>			
Hotel and casino operating income (Note 10)	\$ 299,981	\$ 262,811	\$ 250,023
Land, house and condominium sales	26,591	13,265	76,024
Interest income on financing leases	9,880	13,115	14,722
Interest income on U.S. Government and Agency obligations and other investments (Notes 2 and 7)	44,418	22,583	30,569
Rental income	7,916	7,092	6,852
Hotel and resort operating income (Note 11)	16,211	12,376	12,921
Accretion of investment in NEG Holding LLC (Note 14)	34,432	30,142	32,879
NEG management fee	11,563	7,967	7,637
Dividend and other income (Notes 5 and 7)	3,133	3,061	2,720
Equity in (loss) earnings of GB Holdings, Inc. (Note 13)	(2,113)	(3,466)	305
	452,012	368,946	434,652
<b>Expenses:</b>			
Hotel and casino operating expenses (Note 10)	227,603	216,857	217,938
Cost of land, house and condominium sales	18,486	9,129	54,640
Hotel and resort operating expenses (Note 11)	12,730	8,773	10,536
Interest expense (Notes 15, 16, 17, 18, 19 and 22)	46,099	21,103	27,297
Depreciation and amortization	29,815	24,802	23,646
General and administrative expenses (Note 3)	20,952	14,081	14,134
Property expenses	4,340	4,472	3,862
Provision for losses on real estate	3,150	750	3,212
	363,175	299,967	355,265
Operating income	88,837	68,979	79,387
<b>Other gains and (losses):</b>			
(Loss) on sale of other assets		(1,503)	(353)
Gain on sale of marketable equity and debt securities	40,159	2,607	
Unrealized losses on securities sold short (Note 6)	(23,619)		
Impairment loss on equity interest in GB Holdings, Inc. (Note 13)	(15,600)		
Write-down of marketable equity and debt securities and other investments (Note 5)		(19,759)	(8,476)
Gain on sales and disposition of real estate (Note 15)	5,262	7,121	8,990
Loss on limited partnership interests			(3,750)
Minority interest in net earnings of Stratosphere Corporation (Note 10)			(1,943)
	82,697	11,006	6,937
Income from continuing operations before income taxes	95,039	57,445	73,855
Income tax (expense) benefit (Note 23)	(16,763)	1,573	(10,096)
	78,276	59,018	63,759
<b>Discontinued operations:</b>			
Income from discontinued operations	7,500	7,653	6,937
Gain on sales and disposition of real estate	75,197	3,353	
	82,697	11,006	6,937
Total income from discontinued operations	82,697	11,006	6,937



Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Years Ended December 31,		
	2013	2012	2011
Net earnings	\$ 160,973	\$ 70,024	\$ 70,696
Net earnings attributable to (Note 1):			
Limited partners	\$ 152,507	\$ 59,360	\$ 63,168
General partner	8,466	10,664	7,528
	\$ 160,973	\$ 70,024	\$ 70,696
Net earnings per limited partnership unit (Notes 2 and 21):			
Basic earnings:			
Income from continuing operations	\$ 1.55	\$ 1.00	\$ 1.12
Income from discontinued operations	1.76	0.24	0.15
Basic earnings per LP unit	\$ 3.31	\$ 1.24	\$ 1.27
Weighted average limited partnership units outstanding	46,098,284	46,098,284	46,098,284
Diluted earnings:			
Income from continuing operations	\$ 1.48	\$ 0.94	\$ 1.00
Income from discontinued operations	1.57	0.19	0.12
Diluted earnings per LP unit	\$ 3.05	\$ 1.13	\$ 1.12
Weighted average limited partnership units and equivalent partnership units outstanding	51,542,312	54,489,943	56,466,698

See notes to consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CHANGES IN PARTNERS'  
EQUITY AND COMPREHENSIVE INCOMEYEARS ENDED DECEMBER 31, 2004, 2003 AND 2002  
(in \$000's)

	General Partner's Equity (Deficit)	Limited Partners' Equity		Held in Treasury		Total Partners' Equity
		Depository Units	Preferred Units	Amounts	Units	
Balance, December 31, 2001	\$ 58,846	\$ 996,701	\$ 92,198	\$ (11,921)	1,137	1,135,824
Comprehensive income:						
Net earnings	7,528	63,168				70,696
Reclassification of unrealized loss on sale of debt securities	211	10,384				10,595
Adjustment to reverse unrealized loss on investment securities reclassified to notes receivable	131	6,451				6,582
Net unrealized losses on securities available for sale	(5)	(237)				(242)
Comprehensive income	7,865	79,766				87,631
Net adjustment for acquisition of minority interest (Note 10)	21,151					21,151
Pay-in-kind distribution (Note 22)		(4,610)	4,610			
Capital contribution to American Casino (Note 10)	831					831
Balance, December 31, 2002	88,693	1,071,857	96,808	(11,921)	1,137	1,245,437
Comprehensive income:						
Net earnings	10,664	59,360				70,024
Reclassification of unrealized loss on sale of debt securities	15	746				761
Net unrealized gains on securities available for sale	183	8,991				9,174
Sale of marketable equity securities available for sale	(6)	(274)				(280)
Comprehensive income	10,856	68,823				79,679
Pay-in-kind distribution (Note 22)		(2,391)	2,391			
Change in deferred tax asset valuation allowance related to book-tax differences existing at time of bankruptcy (Note 23)	524	46,581				47,105
Capital distribution (Note 10)	(2,808)					(2,808)
Reclassification of Preferred LP units to liabilities (Note 22)			(99,199)			(99,199)
Balance, December 31, 2003	97,265	1,184,870		(11,921)	1,137	1,270,214
Comprehensive income:						
Net earnings	8,466	152,507				160,973
Reclassification of unrealized gains on marketable securities sold	(190)	(9,378)				(9,568)
Net unrealized gains on securities available for sale	1	32				33

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Limited Partners' Equity

Comprehensive income	8,277	143,161			151,438
Capital distribution from American Casino (Note 10)	(17,916)				(17,916)
Capital contribution to American Casino (Note 10)	22,800				22,800
Arizona Charlie's acquisition (Note 10)	(125,900)				(125,900)
Change in deferred tax asset related to acquisition of Arizona Charlie's	2,490				2,490
Balance, December 31, 2004	\$ (12,984)	\$ 1,328,031	\$	\$ (11,921)	1,137 \$ 1,303,126

Accumulated other comprehensive income (loss) at December 31, 2004, 2003 and 2002 was \$(122), \$9,174 and (\$242), respectively.

See notes to consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS  
YEARS ENDED DECEMBER 31, 2004, 2003 AND 2002

	Years Ended December 31,		
	2004	2003	2002
	(in \$000's)		
Cash flows from operating activities:			
Income from continuing operations	\$ 78,276	\$ 59,018	\$ 63,759
Adjustments to reconcile net earnings to net cash provided by operating activities:			
Depreciation and amortization	29,815	24,802	23,646
Preferred LP interest expense	5,082	2,450	
Gain on sale of marketable equity securities	(40,159)	(2,607)	
Unrealized losses on securities sold short	23,619		
Impairment loss on equity interest in GB Holdings, Inc.	15,600		
Gain on sales and disposition of real estate	(5,262)	(7,121)	(8,990)
Loss on limited partnership interests			3,750
Loss on sale of assets	96	1,503	353
Provision for loss on real estate	3,150	750	3,212
Write-down of marketable equity and debt securities and other investments		19,759	8,476
Minority interest in net earnings of Stratosphere Corporation			1,943
Equity in losses (earnings) of GB Holdings, Inc.	2,113	3,466	(305)
Deferred gain amortization	(2,038)	(2,038)	(2,038)
Accretion of investment in NEG Holding LLC	(34,432)	(30,142)	(32,879)
Deferred income tax expense (benefit)	13,946	(5,875)	9,785
Changes in operating assets and liabilities:			
(Increase) decrease in receivables and other assets	(10,234)	(299)	2,944
Increase in due from brokers	(123,001)		
Increase (decrease) in land and construction-in-progress	(1,626)	(4,106)	24,215
Increase in restricted cash	(4,798)	(13,095)	
Increase (decrease) in accounts payable, accrued expenses and other liabilities	92,476	(37,328)	271
Net cash provided by continuing operations	42,623	9,137	98,142
Total income from discontinued operations			
Depreciation and amortization	1,244	5,129	4,464
Net gain from property transactions	(75,197)	(3,353)	
Net cash provided by discontinued operations	8,744	12,782	11,401
Net cash provided by operating activities	51,367	21,919	109,543
Cash flows from investing activities:			
Increase (decrease) in other investments	2,942	(28,491)	(23,200)
Repayments of mezzanine loans included in other investments	49,130	12,200	23,000
Net proceeds from the sales and disposition of real estate	16,790	15,290	20,513
Principal payments received on leases accounted for under the financing method	4,219	5,310	5,941
Purchase of debt securities included in other investments	(245,166)		
Purchase of debt securities of affiliates	(65,500)		
Purchase of Atlantic Holdings debt included in debt securities due from affiliates	(36,000)		
Acquisition of Arizona Charlies'	(125,900)		
Additions to hotel, casino and resort operating property	(16,203)	(32,911)	(21,715)
Acquisition of hotel and resort operating property	(16,463)		
Acquisitions of rental real estate	(14,583)		(18,226)
Acquisition of land and construction in progress	(61,845)		
Additions to rental real estate	(18)	(413)	(181)
(Increase) decrease in investment in U.S. Government and Agency Obligations (Note 2)	(40,757)	274,478	(22,410)
Increase in marketable equity and debt securities		(45,140)	(4,415)
Proceeds from sale of marketable equity and debt securities	90,614	3,843	

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Years Ended December 31,		
Decrease in note receivable from affiliate		250,000	
Decrease in minority interest in Stratosphere Corp			(44,744)
Decrease in investment in Stratosphere Corp		788	
Investment in NEG, Inc		(148,101)	
Guaranteed payment from NEG Holding LLC	15,979	18,229	21,653
Priority distribution from NEG Holding LLC		40,506	
Decrease in due to affiliate			(68,491)
Other	(194)	560	197
Net cash (used in) provided by investing activities from continuing operations	(442,955)	366,148	(132,078)
			<i>(continued on next page)</i>

F-6

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Years Ended December 31,		
	2004	2003	2002
	(in \$000's)		
<b>Cash flows from investing activities from discontinued operations:</b>			
Net proceeds from the sales and disposition of real estate	134,789	5,336	
<b>Net cash (used in) provided by investing activities</b>	<b>(308,166)</b>	<b>371,484</b>	<b>(132,078)</b>
<b>Cash flows from financing activities:</b>			
<b>Partners' Equity:</b>			
Distributions to members	(17,916)		
Member's contribution	22,800		
Contributions to American Casino			598
<b>Debt:</b>			
Repayment of credit facilities		(2,904)	(5,000)
Proceeds from credit facility		7,780	17,220
Proceeds from Senior Notes Payable	565,409		
Decrease in due to affiliates	(24,925)		
Proceeds from mortgages payable	10,000	20,000	12,700
Payments on mortgages payable		(3,837)	(462)
Periodic principal payments	(5,248)	(6,484)	(7,198)
Debt issuance costs	(18,111)		
Other			242
<b>Net cash provided by financing activities</b>	<b>532,009</b>	<b>14,555</b>	<b>18,100</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>275,210</b>	<b>407,958</b>	<b>(4,435)</b>
Cash and cash equivalents, beginning of year	487,498	79,540	83,975
<b>Cash and cash equivalents at end of year</b>	<b>\$ 762,708</b>	<b>\$ 487,498</b>	<b>\$ 79,540</b>
<b>Supplemental information:</b>			
Cash payments for interest, net of amounts capitalized	\$ 44,258	\$ 65,110	\$ 37,176
<b>Supplemental schedule of noncash investing and financing activities:</b>			
Reclassification of real estate to operating lease	\$	\$ 5,065	\$ 13,403
Reclassification from hotel and resort operating properties	(6,428)		
Reclassification of real estate from financing lease	(1,920)	(5,065)	(13,503)
Reclassification of real estate from operating lease	(38,452)	(126,263)	
Reclassification of real estate to property held for sale	46,800	126,263	100
Decrease in other investments		(3,453)	
Decrease in deferred income		2,565	
Increase in real estate accounted for under the operating method		888	
Reclassification from marketable equity and debt securities			(20,494)
Reclassification from receivable and other assets		(1,631)	
Reclassification to other investments		1,631	20,494
	\$	\$	\$
<b>Net unrealized gains (losses) on securities available for sale</b>	<b>\$ 33</b>	<b>\$ 9,174</b>	<b>\$ (242)</b>
<b>Increase in equity and debt securities</b>	<b>\$ 1,740</b>	<b>\$ 1,200</b>	<b>\$ 2,890</b>
Contribution of note from NEG Holding LLC	\$	\$ 10,940	\$
<b>Change in tax asset related to acquisition</b>	<b>\$ 2,490</b>	<b>\$</b>	<b>\$</b>

See notes to consolidated financial statements.

F-7

---

AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2004, 2003 and 2002

**1. Description of Business and Basis of Presentation**

American Real Estate Partners, L.P. and its subsidiaries (the "Company" or "AREP") are engaged in the following operating businesses: (1) rental real estate; (2) hotel, casino and resort operations; (3) land, house and condominium development; (4) participation and management of oil and gas operating properties; and (5) investment in securities, including investment in other entities and marketable equity and debt securities.

As a result of the Company's expansion into non-real estate businesses, the Company has changed the presentation of its 2004 Consolidated Balance Sheet to a classified basis. The 2003 Consolidated Balance Sheet has been reclassified to conform to the 2004 presentation.

On July 1, 1987, American Real Estate Holdings Limited Partnership (the "Subsidiary" or "AREH"), in connection with an exchange offer (the "Exchange"), entered into merger agreements with American Real Estate Partners, L.P. and each of thirteen separate limited partnerships (collectively, the "Predecessor Partnerships"), pursuant to which the Subsidiary acquired all the assets, subject to the liabilities of the Predecessor Partnerships.

By virtue of the Exchange, the Subsidiary owns the assets, subject to the liabilities, of the Predecessor Partnerships. The Company owns a 99% limited partner interest in AREH. AREH, the operating partnership, was formed to hold the investments of and conduct the business operations of the Company. Substantially all of the assets and liabilities of the Company are owned by AREH and substantially all operations are conducted through AREH. American Property Investors, Inc. (the "General Partner") owns a 1% general partner interest in both the Subsidiary and the Company, representing an aggregate 1.99% general partner interest in the Company and the Subsidiary. The General Partner is owned and controlled by Mr. Carl C. Icahn ("Icahn" or "Mr. Icahn").

On August 16, 1996, the Company amended its Partnership Agreement to permit non-real estate related acquisitions and investments to enhance unitholder value and further diversify its assets. Under the Amendment, investments may include equity and debt securities of domestic and foreign issuers. The portion of the Company's assets invested in any one type of security or any single issuer are not limited.

The Company will conduct its activities in such a manner so as not to be deemed an investment company under the Investment Company Act of 1940 (the "1940 Act"). Generally, this means that no more than 40% of the Company's total assets will be invested in investment securities, as such term is defined in the 1940 Act. In addition, the Company does not intend to invest in securities as its primary business and will structure its investments to continue to be taxed as a partnership rather than as a corporation under the applicable publicly traded partnership rules of the Internal Revenue Code.

As of December 31, 2004, affiliates of the General Partner owned 8,900,995 Preferred Units, or 86.5%, and 39,896,836 Depositary Units or 86.5%.

**2. Summary of Significant Accounting Policies**

*Principles of Consolidations* The consolidated financial statements include the accounts of AREP and its majority-owned subsidiaries in which control can be exercised. The Company is considered to have control if it has a direct or indirect ability to make decisions about an entity's activities through voting or similar rights. The Company uses the guidance set forth in AICPA Statement of Position No. 78-9, *Accounting for Investments in Real Estate Ventures*, with respect to its investments in



partnerships and limited liability companies. In addition, the Company uses the guidance of FASB Interpretation No. 46 (revised December 2003), *Consolidation of Variable Interest Entities*, or FIN 46R, whereby an interest in a variable interest entity where the Company is deemed to be the primary beneficiary would be consolidated. The Company is not deemed to be the primary beneficiary, as defined, with respect to National Energy Group, Inc.'s ("NEG") investment in NEG Holding, LLC ("Holding LLC"). The Company accounts for its residual equity investment in Holding LLC in accordance with APB 18 (See Note 14). All material intercompany balances and transactions are eliminated.

Investments in affiliated companies determined to be voting interest entities in which AREP owns between 20% and 50%, and therefore exercises significant influence, but which it does not control, are accounted for using the equity method. The Company accounts for its 36% interest in GB Holdings on the equity basis.

In accordance with generally accepted accounting principles, assets transferred between entities under common control are accounted for at historical costs similar to a pooling of interests, and the financial statements of previously separate companies for periods prior to the acquisition are restated on a combined basis.

*Net Earnings Per Limited Partnership Unit* Basic earnings per LP Unit are based on net earnings as adjusted prior to the July 1, 2003, preferred pay-in-kind distribution to Preferred Unitholders. The resulting net earnings available for limited partners are divided by the weighted average number of depositary limited partnership units outstanding.

Diluted earnings per LP Unit uses net earnings attributable to limited partner interests, as adjusted after July 1, 2003 for the preferred pay-in-kind distributions as the numerator with the denominator based on the weighted average number of units and equivalent units outstanding. The Preferred Units are considered to be equivalent units. The number of limited partnership units used in the calculation of diluted income per limited partnership unit increased as follows: 5,444,028, 8,391,659, and 10,368,414 limited partnership units for the years ended December 31, 2004, 2003 and 2002, respectively, to reflect the effects of the dilutive preferred units.

For accounting purposes, NEG's earnings prior to the NEG acquisition in October 2003 and Arizona Charlie's earnings prior to its acquisition in May 2004 have been allocated to the General Partner and therefore excluded from the computation of basic and diluted earnings per limited partnership unit.

*Cash and Cash Equivalents* The Company considers short-term investments, which are highly liquid with original maturities of three months or less at date of purchase, to be cash equivalents. Included in cash and cash equivalents at December 31, 2004 and 2003 are investments in government-backed securities of approximately \$658,534,000 and \$378,000,000, respectively.

*Restricted Cash* Restricted Cash consists of funds held by third parties in connection with tax free property exchanges pursuant to Internal Revenue Code Section 1031.

*Marketable Equity and Debt Securities, Investment in U.S. Government and Agency Obligations and Other Investments* Investments in equity and debt securities are classified as either trading, held-to-maturity or available for sale for accounting purposes. Trading securities are valued at quoted

market value at each balance sheet date with the unrealized gains or losses reflected in the Consolidated Statements of Earnings. Investments in U.S. Government and Agency Obligations are classified as available for sale. Available for sale securities are carried at fair value on the balance sheet of the Company. Unrealized holding gains and losses are excluded from earnings and reported as a separate component of Partners' Equity and when sold are reclassified out of Partners' Equity based on specific identification. Held-to-maturity securities are recorded at amortized cost.

A decline in the market value of any held-to-maturity or available for sale security below cost that is deemed to be other than temporary results in a reduction in carrying amount to fair value. The impairment is charged to earnings and a new cost basis for the security is established. Dividend income is recorded when declared and interest income is recognized when earned.

*Other investments.*

a. The Company accounts for secured bank debt acquired at a discount for which the Company believes it is not probable that the undiscounted future cash collection will be sufficient to recover the face amount of the loan and constructive interest utilizing the cost recovery method in accordance with Practice Bulletin 6, "Amortization of Discounts on Certain Acquired Loans." For secured bank debt acquired at a discount where recovery is probable, the Company amortizes the discount on the loan over the period in which the payments are probable of collection, only if the amounts are reasonably estimable and the ultimate collectibility of the acquisition amount of the loan and the discount is probable. The Company evaluates collectibility for every loan at each balance sheet date.

SOP 03-03, "Accounting for Certain Loans or Debt Securities Acquired in a Transfer," which is effective for fiscal years beginning after December 15, 2004, limits the yield that may be accreted to the excess of the Company's estimate of undiscounted cash flows expected to be collected over the Company's initial investment in a loan. The Company does not expect that the adoption of this SOP will have a significant impact on its financial statements.

b. The Company has generally not recognized any profit in connection with the property sales in which certain purchase money mortgages receivable were taken back. Such profits are being deferred and will be recognized when the principal balances on the purchase money mortgages are received.

c. The Company has provided development financing for certain real estate projects. The security for these loans is either a second mortgage or a pledge of the developers' ownership interest in the properties. Such loans are subordinate to construction financing and are generally referred to as mezzanine loans. Generally, interest is not paid periodically but is due at maturity or earlier from unit sales or refinancing proceeds. The Company defers recognition of interest income on mezzanine loans pending receipt of all principal payments.

*Income Taxes* No provision has been made for federal, state or local income taxes on the results of operations generated by partnership activities, as such taxes are the responsibility of the partners. American Entertainment Properties Corp., the parent of American Casino & Entertainment Properties LLC ("American Casino"), and NEG, the Company's corporate subsidiaries, account for their income taxes under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases and operating loss and tax credit carry forwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to

taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

*Leases* The Company leases to others substantially all its real property under long-term net leases and accounts for these leases in accordance with the provisions of Financial Accounting Standards Board Statement No. 13, "Accounting for Leases," as amended. This Statement sets forth specific criteria for determining whether a lease is to be accounted for as a financing lease or an operating lease.

a. *Financing Method* Under this method, minimum lease payments to be received plus the estimated value of the property at the end of the lease are considered the gross investment in the lease. Unearned income, representing the difference between gross investment and actual cost of the leased property, is amortized to income over the lease term so as to produce a constant periodic rate of return on the net investment in the lease.

b. *Operating Method* Under this method, revenue is recognized as rentals become due and expenses (including depreciation) are charged to operations as incurred.

*Properties* Properties held for investment, other than those accounted for under the financing method, are carried at cost less accumulated depreciation unless declines in the values of the properties are considered other than temporary, at which time the property is written down to net realizable value. A property is classified as held for sale at the time management determines that the criteria in SFAS 144 have been met. Properties held for sale are carried at the lower of cost or net realizable value. Such properties are no longer depreciated and their operations are included in discontinued operations. As a result of the reclassification of certain real estate to properties held for sale during the years ended December 31, 2004 and 2003, income and expenses of such properties are reclassified to discontinued operations for all prior periods.

*Depreciation* Depreciation is principally computed using the straight-line method over the estimated useful life of the particular property or property components, which range from 3 to 45 years.

*Use of Estimates* Management has made a number of estimates and assumptions relating to the reporting of assets and liabilities, revenues and expenses and the disclosure of contingent assets and liabilities to prepare these financial statements in conformity with generally accepted accounting principles. Actual results could differ from those estimates. The more significant estimates include the valuation of (1) long-lived assets; (2) mortgages and notes receivable; (3) marketable equity and debt securities and other investments; (4) costs to complete for land, house and condominium developments; (5) gaming-related liability and loyalty programs; and (6) deferred tax assets.

#### ***Revenue and Expense Recognition***

1. Revenue from real estate sales and related costs are recognized at the time of closing primarily by specific identification. The Company follows the guidelines for profit recognition set forth by Financial Accounting Standards Board (FASB) Statement No. 66, "Accounting for Sales of Real Estate."

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

2. **Casino revenues and promotional allowances** The Company recognizes revenues in accordance with industry practice. Casino revenue is the net win from gaming activities (the difference between gaming wins and losses). Casino revenues are net of accruals for anticipated payouts of progressive and certain other slot machine jackpots. Revenues include the retail value of rooms, food and beverage and other items that are provided to customers on a complimentary basis. A corresponding amount is deducted as promotional allowances. Hotel and restaurant revenue is recognized when services are performed. The cost of such complimentary is included in "Hotel and casino operating expenses."

The Company also rewards customers, through the use of loyalty programs with points based on amounts wagered, that can be redeemed for a specified period of time for cash. The Company deducts the cash incentive amounts from casino revenue.

3. **Sales, advertising and promotion** These costs are expensed as incurred and were approximately \$28.8 million, \$22.9 million and \$18.1 million in the years ended December 31, 2004, 2003 and 2002, respectively.

*Land and Construction-in-Progress* These costs are stated at the lower of cost or net realizable value. Interest is capitalized on expenditures for long-term projects until a salable condition is reached. The capitalization rate is based on the interest rate on specific borrowings to fund the projects.

*Investment in NEG Holding LLC* Due to the substantial uncertainty that the Company will receive any distribution above the priority and guaranteed payment amounts, the Company accounts for its investment in Holding LLC as a preferred investment whereby guaranteed payment amounts received and receipts of the priority distribution amount are recorded as reductions in the investment and income is recognized from accretion of the investment up to the priority distribution amount, including the guaranteed payments (based on the interest method). See Note 14. Following receipt of the guaranteed payments and priority distributions, the residual interest in the investment will be valued at zero.

The Company periodically evaluates the carrying amount of its investment in Holding LLC to determine whether current events or circumstances warrant adjustments to the carrying value and/or revisions to accretion of income. The Company currently believes that no such impairment has occurred and that no revision to the accretion of income is warranted.

*Accounting for Impairment of a Loan* If it is probable that, based upon current information, the Company will be unable to collect all amounts due according to the contractual terms of a loan agreement, the Company considers the asset to be "impaired." Reserves are established against impaired loans in amounts equal to the difference between the recorded investment in the asset and either the present value of the cash flows expected to be received, or the fair value of the underlying collateral if foreclosure is deemed probable or if the loan is considered collateral dependent.

*Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed of* Long-lived assets held and used by the Company and long-lived assets to be disposed of, are reviewed for impairment whenever events or changes in circumstances, such as vacancies and rejected leases, indicate that the carrying amount of an asset may not be recoverable.

In performing the review for recoverability, the Company estimates the future cash flows expected to result from the use of the asset and its eventual disposition. If the sum of the expected future cash flows (undiscounted and without interest charges) is less than the carrying amount of the asset an impairment loss is recognized. Measurement of an impairment loss for long-lived assets that the Company expects to hold and use is based on the fair value of the asset. Long-lived assets to be disposed of are reported at the lower of carrying amount or fair value less cost to sell.

### 3. Related Party Transactions

a. On May 26, 2004, American Casino acquired two Las Vegas casino/hotels, Arizona Charlie's Decatur and Arizona Charlie's Boulder from Mr. Icahn and an entity affiliated with Mr. Icahn, for aggregate consideration of \$125.9 million. Mr. Icahn is Chairman of the Board of American Property Investors, Inc. The terms of the transactions were approved by the Audit Committee of the Board of Directors of the General Partner ("Audit Committee") which was advised by its independent financial advisor and by counsel. (See Note 9).

b. At December 31, 2002, the Company had a \$250 million note receivable from Mr. Icahn, Chairman of the General Partner, which was repaid in October 2003. Interest income of approximately \$7.9 million and \$9.9 million was earned on this loan in the years ended December 31, 2003 and 2002, respectively, and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the Consolidated Statements of Earnings.

c. In 1997, the Company entered into a license agreement for a portion of office space from an affiliate. The license agreement dated as of February 1, 1997 expired May 22, 2004 and has been extended on a month to month basis. Pursuant to the license agreement, the Company has the non-exclusive use of approximately 2,275 square feet of office space and common space for which it paid \$11,185 plus 10.77% of "additional rent". In the years ended December 31, 2004, 2003 and 2002, the Company paid such affiliate approximately \$162,000, \$159,000 and \$153,000 respectively, in connection with this licensing agreement. The terms of such sublease were reviewed and approved by the Audit Committee. If the Company must vacate the space, it believes there will be adequate alternative space available.

d. American Casino billed the Sands Hotel and Casino (the "Sands") approximately \$387,500, \$191,000 and \$27,900, respectively, for administrative services performed by Stratosphere personnel during the years ended December 31, 2004, 2003 and 2002.

e. NEG received management fees from affiliates of approximately \$11.6 million, \$8.0 million and \$7.6 million in the years ended December 31, 2004, 2003 and 2002, respectively.

f. For the years ended December 31, 2004, 2003 and 2002, the Company paid approximately \$325,000, \$273,000 and \$160,900, respectively, to an affiliate of the General Partner for telecommunication services, XO Communications, Inc.

g. See Note 12b. and c. regarding the purchase of TransTexas and Panaco debt, respectively, from Icahn affiliates.

h. See Note 12a. regarding the purchase of Atlantic Holdings Notes from Icahn affiliates.

i. See Note 17 regarding additional related party obligations.

j. See Note 29 regarding subsequent events.

**4. Investment in U.S. Government and Agency Obligations**

The Company has investments in U.S. Government and Agency Obligations whose maturities range from January 2005 to December 2008 as follows (in \$millions):

	December 31,			
	2004		2003	
	Cost Basis	Carrying Value	Cost Basis	Carrying Value
Available for Sale:				
Matures in:				
less than 1 year.	\$ 96.8	\$ 96.8	\$ 52.8	\$ 52.6
2-5 years	5.6	5.5	9.0	9.0
	<u>\$ 102.4</u>	<u>\$ 102.3</u>	<u>\$ 61.8</u>	<u>\$ 61.6</u>

**5. Marketable Equity and Debt Securities (in \$millions)**

	December 31,			
	2004		2003	
	Cost Basis	Carrying Value	Cost Basis	Carrying Value
Available for Sale:				
Philip Service Corporation (a):				
Equity	\$	\$	\$	\$
Corporate bonds (b)			45.1	51.6
Other	2.2	2.2	1.3	4.2
Total	<u>\$ 2.2</u>	<u>\$ 2.2</u>	<u>\$ 46.4</u>	<u>\$ 55.8</u>

a. At December 31, 2002, the Company owned the following approximate interests in Philip Service Corporation ("Philip"):

(1) 1.8 million common shares, (2) \$14.2 million in secured term debt, and (3) \$10.9 million in accreted secured convertible payment-in-kind debt. The Company had an approximate 7% equity interest in Philip and an Icahn affiliate had an approximate 38% equity interest. Icahn affiliates also owned term and payment-in-kind debt.

The market value of Philip's common stock declined steadily since it was acquired by the Company. In 2002, based on a review of Philip's financial statements, management of the Company deemed the decrease in value to be other than temporary. As a result, the Company wrote down its investment in Philip's common stock by charges to earnings of \$8,476,000 and charges to other comprehensive income ("OCI") of \$761,000 in the year ended December 31, 2002. This investment had been previously written down by approximately \$6.8 million in charges to earnings. The Company's adjusted carrying value of Philip's common stock was approximately \$200,000 at December 31, 2002.

In June 2003, Philip announced that it and most of its wholly owned U.S. subsidiaries filed voluntary petitions under Chapter 11 of the Federal Bankruptcy Code.

In the year ended December 31, 2003, management of the Company determined that it was appropriate to write-off the balance of its investment in the Philip's common stock by a charge to

earnings of approximately \$961,000; of this amount \$761,000 was previously charged to other comprehensive income in 2002, which was reversed in 2003, and included in the \$961,000 charge to earnings.

Approximately \$6.6 million of charges to OCI were reversed and the investments were reclassified at their original cost to "Other investments" at December 31, 2002. These adjustments had no effect on the Company's reported earnings for the year ended December 31, 2002.

In 2003, the cost basis of the debt was approximately \$22.1 million. As previously mentioned, Philip filed for bankruptcy protection in June 2003. Management of the Company reviewed Philip's financial statements, bankruptcy documents and the prices of recent purchases and sales of the debt and determined this investment to be impaired. Based upon this review, management concluded the fair value of the debt to be approximately \$3.3 million; therefore, the Company recorded a write-down of approximately \$18.8 million by a charge to earnings which was included in "Write-down of marketable equity and debt securities and other investments" in the Consolidated Statements of Earnings in the year ended December 31, 2003. In December 2003, the Company sold two-thirds of its term and paid-in-kind ("PIK") debt with a basis of \$2.2 million for \$2.6 million, generating a gain of \$0.4 million.

Philip emerged from bankruptcy on December 31, 2003 as a private company controlled by an Icahn affiliate. The Company's remaining interest in the debt was delivered and exchanged for approximately 443,000 common shares representing a 4.4% equity interest in the new Philip, valued at the carrying value of the debt at December 31, 2004 of \$0.7 million.

b. In December 2003, the Company acquired approximately \$86.9 million principal amount of corporate bonds for approximately \$45.1 million. These bonds were classified as available for sale securities. Available for sale securities are carried at fair value on the balance sheet. Unrealized holding gains and losses are excluded from earnings and reported as a separate component of Partners' Equity. At December 31, 2003, the carrying value of the bonds was approximately \$51.6 million and accumulated other comprehensive income ("OCI") was approximately \$6.5 million. This OCI was reversed in the year ended December 31, 2004 upon the sale of corporate bonds. In the year ended December 31, 2004, the Company sold the debt securities for approximately \$82.3 million, recognizing a gain of \$37.2 million.

## **6. Due from Brokers**

In November and December 2004, the Company sold short certain equity securities which resulted in the following (in \$000's):

a. \$123,001 Due From Brokers Net proceeds from short sales of equity securities and cash collateral held by brokerage institutions against our short sales.

b. \$90,674 Securities Sold Not Yet Purchased Our obligation to cover the short sales of equity securities described above. The Company recorded unrealized losses on securities sold short of \$23.6 million in the year ended December 31, 2004 reflecting an increase in price in the securities sold short. This amount has been recorded in the consolidated statements of earnings for the year then ended in the respective caption. At March 1, 2005, the \$23.6 million of unrealized losses on such securities has been reversed and a net gain of approximately \$3.0 million recorded.

## 7. Other Investments (in \$000's)

	Balance at December 31,	
	2004	2003
Peninsula/Hampton & Alex Hotel (a) and (b)	\$	\$ 42,030
WestPoint Stevens (c)	205,850	
Union Power Partners L.P. and Panda Gila River L.P. (d)	39,316	
Other	782	8,298
	\$ 245,948	\$ 50,328

a. On November 30, 2000, the Company entered into a mezzanine loan agreement to fund \$23 million in two tranches to an unaffiliated borrower. The funds were to be used for certain initial development costs associated with a 65 unit condominium property located at 931 1st Avenue in New York City. The first tranche of \$10 million was funded on November 30, 2000 and provided for interest accruing at a rate of 25% per annum, with principal and interest due at maturity, May 29, 2003. Also, in November 2000, approximately \$3.7 million of the second tranche of the loan was funded. The balance of approximately \$9.3 million was funded in installments during 2001. The second tranche provided for interest accruing at a rate of 21.5% per annum, with principal and interest due at maturity, November 29, 2002. The loans were payable at any time from the proceeds of unit sales, after satisfaction of senior debt of approximately \$45 million. The loans were secured by the pledge of membership interests in the entity that owns the real estate. In May 2002, the Company received approximately \$31.3 million for prepayment of the mezzanine loans. The balance of the prepayment of \$8.3 million represented accrued interest (\$7.9 million) and exit fees (\$0.4 million), which amounts were recognized as "Interest income on U.S. Government and Agency obligations and other investments" and "Dividend and other income" respectively, in the Consolidated Statements of Earnings for the year ended December 31, 2002.

b. At December 31, 2002, the Company had funded two mezzanine loans for approximately \$23.2 million and had commitments to fund, under certain conditions, additional advances of approximately \$5 million. Both loans had an interest rate of 22% per annum compounded monthly. The Peninsula loan, for a Florida condominium development, which had a term of 24 months from the date of funding, February 2002, was repaid in full in 2003. Approximately \$6.8 million of interest income was recorded and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the Consolidated Statements of Earnings for the year ended December 31, 2003. The Alex Hotel loan, for a New York City hotel with approximately 200 rooms, had a term of 36 months from the closing date, April 2002. At December 31, 2003, accrued interest of approximately \$4.4 million had been deferred for financial statement purposes pending receipt of principal and interest payments in connection with this loan. Origination fees of \$3.0 million have been received in connection with one of the mezzanine loans and approximately \$1.5 million and \$1.1 million has been recognized in "Dividend and other income" in the Consolidated Statements of Earnings in the years ended December 31, 2003 and 2002 respectively. In February 2003, the Company funded the Hampton mezzanine loan for approximately \$30 million on a Florida condominium development. The loan was due in 18 months with one six month extension and had an interest rate of 22% per annum compounded monthly. At December 31, 2003, accrued interest of approximately \$6.7 million had been deferred for financial statement purposes pending receipt of principal and interest payments in



connection with this loan. On April 30, 2004, the Company received approximately \$16.7 million for the prepayment of the Alex Hotel loan. The principal amount of the loan was \$11 million. The prepayment included approximately \$5.7 million of accrued interest, which was recognized as interest income in the year ended December 31, 2004.

c. In 2004, the Company purchased approximately \$278.1 million principal amount of secured bank debt of WestPoint Stevens, a company currently operating as a debtor in possession under Chapter 11 of the U.S. Bankruptcy Code, for a purchase price of approximately \$205.8 million. Approximately \$193.6 million principal amount is secured by a first priority lien of certain assets of WestPoint and approximately \$84.5 million principal amount is secured by a second priority lien. Interest income totaled approximately \$7.2 million in the year ended December 31, 2004 and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the Consolidated Statements of Earnings for the year then ended. Based on the latest available information, the Company has not accreted this debt and does not believe that an other than temporary impairment has been identified.

d. In 2004, the Company purchased approximately \$71.8 million of secured bank debt of Union Power Partners L.P. and Panda Gila River L.P. for a purchase price of approximately \$39.3 million. No interest is currently being received on this debt. Based on the latest available information, the Company has not accreted this debt and does not believe that an other than temporary impairment has been identified.

#### 8. Real Estate Leased to Others Accounted for Under the Financing Method

Real estate leased to others accounted for under the financing method is summarized as follows (in \$000's):

	December 31,	
	2004	2003
Minimum lease payments receivable	\$ 97,725	\$ 161,785
Unguaranteed residual value	48,980	74,651
	146,705	236,436
Less unearned income	57,512	99,080
	89,193	137,356
Less current portion of lease amortization	3,912	5,738
	\$ 85,281	\$ 131,618

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The following is a summary of the anticipated future receipts of the minimum lease payments receivable at December 31, 2004 (in \$000's):

Year Ending December 31,	Amount
2005	\$ 11,941
2006	11,746
2007	10,832
2008	9,476
2009	9,255
Thereafter	44,475
	<u>\$ 97,725</u>

At December 31, 2004, approximately \$73,144,000 and \$107,543,000, respectively, of the net investment in financing leases was pledged to collateralize the payment of nonrecourse mortgages payable.

### 9. Real Estate Leased to Others Accounted for Under the Operating Method

a. Real estate leased to others accounted for under the operating method is summarized as follows (in \$000's):

	December 31,	
	2004	2003
Land	\$ 13,666	\$ 24,040
Commercial Buildings	45,972	83,252
	<u>59,638</u>	<u>107,292</u>
Less accumulated depreciation	10,520	30,849
	<u>\$ 49,118</u>	<u>\$ 76,443</u>

The following is a summary of the anticipated future receipts of minimum lease payments under non-cancelable leases at December 31, 2004 (in \$000's):

Year Ending December 31,	Amount
2005	\$ 7,186
2006	6,232
2007	5,649
2008	5,383
2009	5,001
Thereafter	19,753
	<u>\$ 49,204</u>

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

At December 31, 2004 and 2003, approximately \$14,166,000 and \$15,630,000, respectively, of net real estate leased to others was pledged to collateralize the payment of non-recourse mortgages payable.

b. Property held for sale (in \$000's):

	December 31,	
	2004	2003
Leased to others	\$ 74,444	\$ 146,416
Vacant	450	2,550
	74,894	148,966
Less accumulated depreciation	16,873	20,153
	\$ 58,021	\$ 128,813

At December 31, 2004 and 2003, approximately \$34,881,000 and \$105,984,000, respectively, of real estate held for sale was pledged to collateralize the payment of non-recourse mortgages payable.

The following is a summary of income from discontinued operations (in \$000's):

	December 31,		
	2004	2003	2002
Rental income	\$ 18,621	\$ 23,093	\$ 21,073
Hotel and resort operating income	905	6,128	5,676
	19,526	29,221	26,749
Mortgage interest expense	3,858	7,208	6,737
Depreciation and amortization	1,244	5,129	4,464
Property expenses	3,123	3,550	3,409
Hotel and resort operating expenses	3,801	5,681	5,202
	12,026	21,568	19,812
Income from discontinued operations	\$ 7,500	\$ 7,653	\$ 6,937

### 10. Hotel and Casino Operating Properties

In September 2000, Stratosphere's Board of Directors approved a going private transaction proposed by the Company and an affiliate of Icahn. On February 1, 2001 the Company entered into a merger agreement with Stratosphere under which the Company would acquire the remaining shares of Stratosphere that it did not currently own. The Company owned approximately 51% of Stratosphere and Mr. Icahn owned approximately 38.6%. The Company, subject to certain conditions, agreed to pay approximately \$44.3 million for the outstanding shares of Stratosphere not currently owned by it. Stratosphere stockholders not affiliated with Icahn would receive a cash price of \$45.32 per share and Icahn related stockholders would receive a cash price of \$44.33 per share. This transaction was completed in December 2002 after shareholders' approval.

The acquisition by the Company of the minority shares not owned by an Icahn affiliate has been accounted for as a purchase in accordance with Financial Accounting Standards Board ("FASB") Statement No. 141, "Business Combinations." The acquisition by the Company of the common stock held by an Icahn affiliate has been recorded at historical cost. The excess of the affiliate's historical cost over the amount of the cash disbursed, which amounted to \$21,151,000, has been accounted for as an addition to the General Partner's equity.

On January 5, 2004, American Casino, an indirect wholly-owned subsidiary of the Company, entered into an agreement to acquire two Las Vegas casino/hotels, Arizona Charlie's Decatur and Arizona Charlie's Boulder, from Carl C. Icahn and an entity affiliated with Mr. Icahn, for an aggregate consideration of \$125.9 million. Upon obtaining all approvals necessary under gaming laws, the acquisition was completed on May 26, 2004. The terms of the transactions were approved by the Audit Committee, which was advised by its independent financial advisor and by counsel. As previously contemplated, upon closing, the Company transferred 100% of the common stock of Stratosphere to American Casino. As a result, following the acquisition and contributions, American Casino owns and operates three gaming and entertainment properties in the Las Vegas metropolitan area. The Company consolidates American Casino and its subsidiaries in the Company's financial statements. In accordance with generally accepted accounting principles, assets transferred between entities under common control are accounted for at historical costs similar to a pooling of interests, and the financial statements of previously separate companies for periods prior to the acquisition are restated on a combined basis. The Company's December 31, 2003 and 2002 consolidated financial statements have been restated to reflect the acquisition of Arizona Charlie's Decatur and Arizona Charlie's Boulder.

Earnings, capital contributions and distributions of the two Arizona Charlie's entities prior to the acquisition have been allocated to the General Partner. In accordance with the purchase agreement, prior to the acquisition, capital contributions of \$22.8 million were received from and capital distributions of \$17.9 million were paid to affiliates of Mr. Icahn. The assets acquired and liabilities assumed in this acquisition have been accounted for at historical cost. A reduction of \$125.9 million, reflecting the purchase price, has been made to the General Partner's equity in May 2004.

Also in January 2004, American Casino closed on its offering of senior secured notes due 2012. The Notes, in the aggregate principal amount of \$215 million, bear interest at the rate of 7.85% per annum. The proceeds were held in escrow pending receipt of all approvals necessary under gaming laws and certain other conditions in connection with the acquisition of Arizona Charlie's Decatur and Arizona Charlie's Boulder. Upon satisfaction of all closing conditions on May 26, 2004, the proceeds of the offering were released from escrow. American Casino used the proceeds of the offering for the acquisition, to repay intercompany indebtedness and for distributions to the Company.

American Casino's operations for the years ended December 31, 2004, 2003 and 2002 have been included in "Hotel and casino operating income and expenses" in the Consolidated Statements of Earnings. Hotel and casino operating expenses include all expenses except for depreciation and amortization and income tax provision. Such expenses have been included in "Depreciation and amortization expense" and "Income tax expense" in the Consolidated Statements of Earnings. American Casino's depreciation and amortization expense was \$23.5 million, \$20.2 million and \$20.2 million for the years ended December 31, 2004, 2003 and 2002, respectively. American Casino's income tax provision was \$10.1 million and \$4.9 million for the years ended December 31, 2004 and

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

2002, respectively. American Casino recorded an income tax benefit of \$1.8 million for the year ended December 31, 2003.

The amount of revenues and expenses attributable to casino, hotel and restaurants, respectively, is summarized as follows:

	Year Ended December 31,		
	2004	2003	2002
	(in \$000's)		
<b>Hotel and casino operating income:</b>			
Casino	\$ 167,972	\$ 147,888	\$ 143,057
Hotel	54,653	47,259	44,263
Food and beverage	66,953	59,583	56,349
Tower, retail, and other income	33,778	30,336	28,247
	<u>323,356</u>	<u>285,066</u>	<u>271,916</u>
Gross revenues	323,356	285,066	271,916
Less promotional allowances	(23,375)	(22,255)	(21,893)
	<u>299,981</u>	<u>262,811</u>	<u>250,023</u>
Net revenues	\$ 299,981	\$ 262,811	\$ 250,023
<b>Hotel and casino operating expenses:</b>			
Casino	\$ 61,985	\$ 61,284	\$ 59,879
Hotel	24,272	22,074	20,142
Food and beverage	48,495	44,990	43,393
Other operating expenses	14,131	13,524	14,505
Selling, general, and administrative	78,720	74,985	80,019
	<u>227,603</u>	<u>216,857</u>	<u>217,938</u>
Total expenses	\$ 227,603	\$ 216,857	\$ 217,938

The ownership and operation of the Las Vegas casinos are subject to the Nevada Gaming Control Act and regulations promulgated thereunder, various local ordinances and regulations, and are subject to the licensing and regulatory control of the Nevada Gaming Commission, the Nevada State Gaming Control Board, and various other county and city regulatory agencies, including the City of Las Vegas.

American Casino's property and equipment consist of the following as of December 31, 2004 and 2003 (in \$000's):

	December 31,	
	2004	2003
Land and improvements, including land held for development	\$ 47,210	\$ 47,041
Building and improvements	221,314	220,280
Furniture, fixtures and equipment	108,595	98,586
Construction in progress	7,348	7,224
	<u>384,467</u>	<u>373,131</u>
Less accumulated depreciation and amortization	95,107	74,428
	<u>\$ 289,360</u>	<u>\$ 298,703</u>

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Included in property and equipment at both December 31, 2004 and 2003 are assets recorded under capital leases of \$4.0 million.

In connection with the purchase of the master lease from Strato-Retail, American Casino assumed lessor responsibilities for various non-cancelable operating leases for certain retail space. The future minimum lease payments to be received under these leases for years subsequent to December 31, 2004 are as follows:

Years ending December 31,	
2005	\$ 5,877
2006	4,778
2007	3,615
2008	2,177
2009	1,224
Thereafter	959
<b>Total Payments</b>	<b>\$ 18,630</b>

The above minimum rental income does not include contingent retail income contained within certain retail operating leases. In addition, American Casino is reimbursed by lessees for certain operating expenses.

### 11. Hotel and Resort Operating Properties

a. The Company owns a hotel and resort property that is part of a master planned community situated in the town of Mashpee, located on Cape Cod in Massachusetts. This property includes two golf courses, other recreational facilities, condominium and time share units and land for future development.

Total initial costs of approximately \$28 million were classified as follows: approximately \$17.4 million as "Hotel and resort operating properties", \$8.9 million as "Land and construction-in-progress" and \$1.7 million as "Receivables and other current assets" on the Consolidated Balance Sheet.

Resort operations have been included in the "Hotel and resort operating income and expenses" in the Consolidated Statements of Earnings. Net hotel and resort operations for this property ("hotel and resort operating income" less "hotel and resort operating expenses") resulted in income of approximately \$2,243,000, \$3,033,000 and \$1,909,000 for the years ended December 31, 2004, 2003, and 2002, respectively. Hotel and resort operating expenses include all expenses except for approximately \$2,544,000, \$2,451,000 and \$1,833,000 for the years ended December 31, 2004, 2003 and 2002 of depreciation and amortization, respectively, which is included in such caption in the Consolidated Statements of Earnings.

*Resort operations are highly seasonal in nature with peak activity occurring from June to September.*

b. The Company owned a hotel located in Miami, Florida which had a carrying value of approximately \$6.4 million at December 31, 2003, and was unencumbered by any mortgages. Approximately \$1.3 million of capital improvements were completed in the year ended December 31, 2002.

The Company had a management agreement for the operation of the hotel with a national management organization. As a result of the decision to sell the property in 2004, the operating results for the hotel have been reclassified to discontinued operations for all periods. Net hotel and resort operations ("hotel and resort operating revenues" less "hotel and resort operating expenses") totaled approximately \$306,000, \$596,000 and \$494,000 for the years ended December 31, 2004, 2003 and 2002, respectively and have been included in discontinued operations in the Consolidated Statements of Earnings. Depreciation expense of \$0, \$210,000 and \$374,000 for the years ended December 31, 2004, 2003 and 2002, respectively, have been included in discontinued operations in the Consolidated Statements of Earnings.

In 2004, the Company sold the hotel located in Miami, Florida for a loss of approximately \$0.9 million which included a license termination fee of approximately \$0.7 million.

**12. Investment in Debt Securities of Affiliates (in \$000's):**

	December 31,	
	2004	2003
Atlantic Holdings/GB Holdings(a)	\$ 60,004	\$ 24,696
TransTexas(b)	27,500	
Panaco(c)	38,000	
	\$ 125,504	\$ 24,696
Less current portion	(10,429)	
	\$ 115,075	\$ 24,696

a. In 1998 and 1999, the Company acquired an interest in the Sands, located in Atlantic City, New Jersey, by purchasing the principal amount of approximately \$31.4 million of First Mortgage Notes ("Notes") issued by GB Property Funding Corp. ("GB Property"). GB Property was organized as a special purpose entity for the borrowing of funds by Greate Bay Hotel and Casino, Inc. ("Greate Bay"). The purchase price for such notes was approximately \$25.3 million. An affiliate of the General Partner also made an investment in the Notes of GB Property. A total of \$185 million of such Notes were issued.

Greate Bay owned and operated the Sands, a destination resort complex, located in Atlantic City, New Jersey. On January 5, 1998, GB Property and Greate Bay filed for bankruptcy protection under Chapter 11 of the Bankruptcy Code to restructure its long term debt.

In July 2000, the U.S. Bankruptcy Court ruled in favor of the reorganization plan proposed by affiliates of the General Partner which provided for an additional investment of \$65 million by the

Icahn affiliates in exchange for a 46% equity interest, with bondholders (which also includes the Icahn affiliates) to receive \$110 million in new notes of GB Property First Mortgage ("GB Notes") and a 54% equity interest. The plan, which became effective September 29, 2000, provided the Icahn affiliates with a controlling interest.

As required by the New Jersey Casino Control Act (the "Casino Control Act"), the Partnership Agreement was amended to provide that securities of the Company are held subject to the condition that if a holder thereof is found to be disqualified by the Casino Control Commission, pursuant to the provisions of the Casino Control Act, such holder shall dispose of his interest in the Company in accordance with the Casino Control Act.

At December 31, 2003, the Company owned approximately \$26.9 million principal amount of GB Notes which were accounted for a held-to-maturity securities. These notes bore interest of 11% per annum and were due to mature in September 2005. The carrying value of these notes at December 31, 2003 was approximately \$24.7 million.

As part of the Atlantic Holdings Consent Solicitation and Offer to Exchange further described in Note 13, the Company tendered its GB Notes and received \$26.9 million of 3% Notes due 2008 issued by Atlantic Coast Entertainment Holdings, Inc. (the "Atlantic Holdings Notes").

On December 27, 2004, the Company purchased approximately \$37.0 million principal amount of the Atlantic Holdings Notes from two Icahn affiliates for cash consideration of \$36.0 million. As a result, the Company owns approximately 96.4% of the outstanding Atlantic Holdings Notes. The carrying value of the Atlantic Holdings Notes at December 31, 2004 is approximately \$60 million. Interest income of approximately \$2.5 million in the year ended December 31, 2004 and \$2.9 million in each of the years ended December 31, 2003 and 2002 was recognized.

b. On December 6, 2004, the Company purchased from affiliates of Mr. Icahn \$27,500,000 aggregate principal amount, or 100%, of the outstanding term notes issued by TransTexas (the "TransTexas Notes"). The purchase price was \$28,245,890, which equals the principal amount of the TransTexas Notes plus accrued but unpaid interest. The notes are payable annually in equal consecutive annual payments of \$5,000,000, with the final installment due August 28, 2008. Interest is payable semi-annually in February and August at the rate of 10% per annum. Interest income of approximately \$196,000 was recognized in the year ended December 31, 2004 and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the Consolidated Statements of Earnings in the year then ended. The TransTexas Notes are secured by a first priority lien on all of TransTexas assets. TransTexas is indirectly controlled by Mr. Icahn. See Note 29.

c. On December 6, 2004, the Company purchased all of the membership interests of Mid River LLC ("Mid River") from Icahn affiliates for an aggregate purchase price of \$38,125,999. The assets of Mid River consist of \$38,000,000 principal amount of term loans of Panaco (the "Panaco Debt"). The purchase price included accrued but unpaid interest. The principal is payable in twenty-seven equal quarterly installments of the unpaid principal of \$1,357,143 commencing on March 15, 2005, through and including September 15, 2011. Interest is payable quarterly at a rate per annum equal to the LIBOR daily floating rate plus four percent, which was 6.346% at December 31, 2004. Interest income of \$155,991 was recognized in the year ended December 31, 2004 and is included in "Interest income



on U.S. Government and Agency obligations and other investments" in the Consolidated Statements of Earnings for the year then ended. See Note 29.

### 13. Equity Interest in GB Holdings, Inc.

At December 31, 2003, the Company owned approximately 3.6 million shares, or 36.3%, of GB Holdings, Inc. ("GB Holdings"), the holding company for the Sands (See Note 12). The Company also owned approximately \$26.9 million principal amount of GB Notes.

On June 30, 2004, GB Holdings announced that its stockholders approved the transfer of the Sands to its wholly-owned subsidiary, Atlantic Holdings, in connection with the restructuring of GB Holdings debt.

On July 22, 2004, Atlantic Holdings announced that its Consent Solicitation and Offer to Exchange, in which it offered to exchange the Atlantic Holdings Notes for GB Notes, expired and approximately \$66 million principal amount of the GB Notes (approximately 60% of the outstanding GB Notes) were tendered to Atlantic Holdings for exchange. On July 23, 2004, 10 million warrants were distributed, on a pro rata basis, to stockholders. The warrants, under certain conditions, will allow the holders to purchase common stock of Atlantic Holdings at a purchase price of \$.01 per share, representing 27.5% of the outstanding common stock of Atlantic Holdings, on a fully diluted basis. Mr. Icahn and his affiliated companies hold approximately 77.5% of the GB Holdings stock and held approximately 58.2% of the GB Notes, of which the Company owns approximately 36.3% of the common stock and held approximately 24.5% of the debt. This debt is included in "Investment in debt securities of Affiliates" in the consolidated balance sheets. The Company and Mr. Icahn tendered all of their GB Notes in the exchange. The Company received:

\$26,914,500 principal amount of the Atlantic Holdings Notes;

\$3,620,753 in cash representing accrued interest on the GB Notes and \$100 per \$1,000 in principal amount of the GB Notes; and

3,627,711 warrants, which under certain conditions will allow the Company to purchase approximately 998,000 shares of common stock at \$.01 per share of Atlantic Holdings, representing approximately 10% of the outstanding common stock of Atlantic Holdings, on a fully diluted basis.

The Company reflects its equity interest in GB Holdings as "Equity interest in GB Holdings, Inc." in the Consolidated Balance Sheets.

The Company owns warrants to purchase, upon the occurrence of certain events, approximately 10.0% of the fully diluted common stock of Atlantic Holdings. Atlantic Holdings owns 100% of ACE Gaming LLC, the owner and operator of the Sands. The Company has entered into an agreement with affiliates of Mr. Icahn, to acquire an additional approximate 41.2% of the outstanding common stock of GB Holdings and warrants to purchase, upon the occurrence of certain events, an additional approximate 11.3% of the fully diluted common stock of Atlantic Holdings for an aggregate of \$12.0 million of depositary units, plus an aggregate of up to \$6.0 million of Depositary Units, if GB Holdings meets certain earnings targets during 2005 and 2006. See Note 29 regarding the Company's agreement to purchase an approximate 41.2% interest in GB Holdings from an affiliate of Mr. Icahn.

Upon consummation of the purchase agreement, we will own approximately 77.5% of the outstanding GB Holdings common stock and warrants to purchase, upon the occurrence of certain events, approximately 21.3% of the fully diluted common stock of Atlantic Holdings.

In the year ended December 31, 2004, the Company recorded an impairment loss of \$15.6 million on its equity investment in GB Holdings. The purchase price pursuant to the agreement described above was less than our carrying value, approximately \$26.2 million, for the approximately 36.3% of the outstanding GB Holdings common stock that the Company owns. In the September 30, 2004 Form 10-Q of GB Holdings, there was a working capital deficit of approximately \$32 million and there was approximately \$40 million of debt maturing in September 2005.

#### 14. National Energy Group

##### a. National Energy Group, Inc.

In October 2003, pursuant to a Purchase Agreement dated as of May 16, 2003, the Company acquired certain debt and equity securities of NEG from entities affiliated with Mr. Icahn for an aggregate cash consideration of approximately \$148.1 million plus approximately \$6.7 million in cash of accrued interest on the debt securities. The agreement was reviewed and approved by the Audit Committee, which was advised by its independent financial advisor and legal counsel. The securities acquired were \$148,637,000 in principal amount of outstanding 10<sup>3</sup>/<sub>4</sub>% Senior Notes due 2006 of NEG and 5,584,044 shares of common stock of NEG. As a result of the foregoing transaction and the acquisition by the Company of additional securities of NEG prior to the closing, the Company beneficially owns in excess of 50% of the outstanding common stock of NEG.

NEG owns a 50% interest in Holding LLC, the other 50% interest in Holding LLC is held by Gascon Partners ("Gascon") an Icahn affiliate and managing member. Holding LLC owns NEG Operating LLC ("Operating LLC") which owns operating oil and gas properties managed by NEG. Under the Holding LLC operating agreement, as of September 30, 2004, NEG is to receive guaranteed payments of approximately \$39.9 million in addition to a priority distribution of approximately \$148.6 million before the Icahn affiliate receives any monies. Due to the substantial uncertainty that NEG will receive any distribution above the priority and guaranteed payments amounts, NEG accounts for its investment in Holding LLC as a preferred investment.

In connection with a credit facility obtained by Holding LLC, NEG and Gascon have pledged as security their respective interests in Holding LLC.

See Note 29 pertaining to additional oil and gas acquisitions.

##### b. Investment in NEG Holding LLC

As explained below, NEG's investment in Holding LLC is recorded as a preferred investment. The initial investment was recorded at historical carrying value of the net assets contributed with no gain or loss recognized on the transfer. The Company currently assesses its investment in Holding LLC through a cash flow analysis to determine if Holding LLC will have sufficient cash flows to fund the guaranteed payments and priority distribution. This analysis is done on a quarterly basis. Holding LLC is required to make SFAS 69 disclosures on an annual basis, which include preparation of reserve reports by independent engineers and cash flow projections. These cash flow projections are the basis for the cash

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

flow analysis. The Company follows the conceptual guidance of SFAS 144 "Accounting for the Impairment of Long-Lived Assets" in assessing any potential impairments in Holding LLC.

Summarized financial information for Holding LLC is as follows (in \$000's):

	December 31,	
	2004	2003
Current assets	\$ 23,146	\$ 33,415
Noncurrent assets(1)	237,127	190,389
<b>Total assets</b>	<b>\$ 260,273</b>	<b>\$ 223,804</b>
Current liabilities	\$ 22,456	\$ 14,253
Noncurrent liabilities	63,636	48,514
<b>Total liabilities</b>	<b>86,092</b>	<b>62,767</b>
<b>Members' equity</b>	<b>174,181</b>	<b>161,037</b>
<b>Total liabilities and members' equity</b>	<b>\$ 260,273</b>	<b>\$ 223,804</b>

(1) Primarily oil and gas properties

	December 31,		
	2004	2003	2002
	(in \$000's)		
Total revenues	\$ 78,727	\$ 77,606	\$ 35,900
Costs and expenses	(47,313)	(46,766)	(32,064)
<b>Operating income</b>	<b>31,414</b>	<b>30,840</b>	<b>3,836</b>
Other income (expense)	(2,292)	30	10,090
<b>Net income</b>	<b>29,122</b>	<b>30,870</b>	<b>13,926</b>

In August 2000, pursuant to a plan of reorganization, Holding LLC was formed. Prior to September 2001, NEG owned and operated certain oil and gas properties. In September 2001, NEG contributed oil and natural gas properties in exchange for Holding LLC's obligation to pay the Company the guaranteed payments and priority distributions. The Company also received a 50% membership interest in Holding LLC. Gascon also contributed oil and natural gas assets and cash in exchange for future payments and a 50% membership interest. The Holding LLC operating agreement requires the payment of guaranteed payments and priority distributions to NEG in order to pay interest on senior debt and the principal amount of the debt of \$148.6 million in 2006. After the receipt by NEG of the guaranteed payments and priority distributions that total approximately \$300 million, the agreement requires the distribution of an equal amount to Gascon. Holding LLC is contractually obligated to make the guaranteed payments and priority distributions to NEG and Gascon before any distributions can be made to the LLC interest.

NEG originally recorded its investment in Holding LLC at the historical cost of the oil and gas properties contributed into the LLC. In evaluating the appropriate accounting to be applied to this

F-27

---

investment, NEG anticipated it will collect the guaranteed payments and priority distributions through 2006. However, based on cash flow projections prepared by the management of Holding LLC and its reserve engineers, there is substantial uncertainty that there will be any residual value in Holding LLC subsequent to the payment of the amounts required to be paid to Gascon. Due to this uncertainty, NEG has been accreting its investment in Holding LLC, the value of its preferred interest at the implicit rate of interest up to the guaranteed payments and priority distributions collected through 2006, recognizing the accretion income in earnings. Accretion income is periodically adjusted for changes in the timing of cash flows, if necessary due to unscheduled cash distributions. Receipt of guaranteed payments and the priority distribution are recorded as reductions in the preferred investment in Holding LLC. The preferred investment in Holding LLC is evaluated quarterly for other than temporary impairment. The rights of NEG upon liquidation of Holding LLC are identical to those described above and the Company considered those rights in determining the appropriate presentation.

Because of the continuing substantial uncertainty that there will be any residual value in Holding LLC after the guaranteed payments and priority distributions, no income other than the accretion is currently being given accounting recognition. NEG's preferred investment will be reduced to zero upon collection of the priority distributions in 2006. After that date, NEG will continue to monitor payments made to Gascon and, at such time as it would appear that there is any residual value to NEG's 50% interest in Holding LLC, it would receive accounting recognition. Throughout, and up to this point, NEG believes that the 50% interest in Holding LLC represents a residual interest that is currently valued at zero. The Company accounts for its residual equity investment in Holding LLC in accordance with APB 18.

The following is a roll forward of the Investment in Holding LLC as of December 31, 2004 and 2003 (in \$000s):

	December 31,	
	2004	2003
Investment in Holding LLC at beginning of period	\$ 69,346	\$ 108,880
Priority distribution from Holding LLC		(51,446)
Guaranteed payment from Holding LLC	(15,978)	(18,230)
Accretion of investment in Holding LLC	34,432	30,142
Investment in Holding LLC at end of period	\$ 87,800	\$ 69,346

The Holding LLC Operating Agreement requires that distributions shall be made to both NEG and Gascon as follows:

1. Guaranteed payments are to be paid to NEG, calculated on an annual interest rate of 10.75% on the outstanding priority distribution amount. The priority distribution amount includes all outstanding debt owed to entities owned or controlled by Carl C. Icahn, including the amount of NEG's 10.75% Senior Notes. As of December 31, 2004, the priority distribution amount was \$148.6 million which equals the amount of NEG's 10.75% Senior Notes due the Company. The guaranteed payments will be made on a semi-annual basis.
2. The priority distribution amount is to be paid to NEG. Such payment is to occur by November 6, 2006.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

3. An amount equal to the priority distribution amount and all guaranteed payments paid to NEG, plus any additional capital contributions made by Gascon, less any distribution previously made by NEG to Gascon, is to be paid to Gascon.
4. An amount equal to the aggregate annual interest (calculated at prime plus  $\frac{1}{2}\%$  on the sum of the guaranteed payments), plus any unpaid interest for prior years (calculated at prime plus  $\frac{1}{2}\%$  on the sum of the guaranteed payments), less any distributions previously made by NEG to Gascon, is to be paid to Gascon.
5. After the above distributions have been made, any additional distributions will be made in accordance with the ratio of NEG's and Gascon's respective capital accounts.

In addition, the Holding LLC Operating Agreement contains a provision that allows Gascon at any time, in its sole discretion, to redeem the membership interest in Holding LLC at a price equal to the fair market value of such interest determined as if Holding LLC had sold all of its assets for fair market value and liquidated. Since all of the NEG's operating assets and oil and natural gas properties have been contributed to Holding LLC, as noted above, following such a redemption, NEG's principal assets would consist solely of its cash balances.

- c. See Note 29 pertaining to additional oil and gas acquisitions.

### 15. Significant Property Transactions

Information on significant property transactions during the three-year period ended December 31, 2004 is as follows:

- a. In September 2002, the Company purchased an industrial building located in Nashville, Tennessee for approximately \$18.2 million. The building was constructed in 2001 and is fully leased to two tenants, Alliance Healthcare and Jet Equipment & Tools Inc., with leases expiring in 2011. The annual net operating income was anticipated to be approximately \$1.6 million increasing to approximately \$1.9 million by 2011. In October 2002, the Company closed a \$12.7 million non-recourse mortgage loan on the Nashville, Tennessee property. The loan bore interest at 6.4% per annum and was due to mature in ten years. Required payments were interest only for the first three years and then principal amortization would commence based on a thirty-year amortization schedule. In June 2004, the Company sold the property for a selling price of \$19.2 million. A gain of approximately \$1.4 million was recognized in the year ended December 31, 2004 and is included in discontinued operations in the Consolidated Statements of Earnings.

At December 31, 2003, the property had a carrying value of approximately \$18,066,000 and was encumbered by a non-recourse mortgage in the amount of \$12,700,000.

- b. In October 2002, the Company sold a property located in North Palm Beach, Florida for a selling price of \$3.5 million. A gain of approximately \$2.4 million was recognized in the year ended December 31, 2002.

- c. In October 2003, the Company sold a property located in Columbia, Maryland to its tenant for a selling price of \$11 million. A gain of approximately \$5.8 million was recognized in the year ended December 31, 2003.

d. In the year ended December 31, 2004, the Company sold 57 rental real estate properties for approximately \$245 million which were encumbered by mortgage debt of approximately \$94 million which was repaid from the sales proceeds.

In the year ended December 31, 2004, of the 57 properties, the Company sold nine financing lease properties for approximately \$43.6 million. The properties were encumbered by mortgage debt of approximately \$26.8 million which was repaid from the sales proceeds. The carrying value of these properties was approximately \$38.3 million; therefore, the Company recognized a gain on sale of approximately \$5.3 million in the year ended December 31, 2004, which is included in income from continuing operations in the Consolidated Statements of Earnings.

In the year ended December 31, 2004, of the 57 properties, the Company sold 48 operating and held for sale properties for approximately \$201.8 million. The properties were encumbered by mortgage debt of approximately \$67 million which was repaid from the sales proceeds. The carrying value of these properties was approximately \$126.6 million. The Company recognized a gain on sale of approximately \$75.2 million in year ended December 31, 2004, which is included in income from discontinued operations in the Consolidated Statements of Earnings.

At December 31, 2004, the Company had fifteen properties under contract or as to which letters of intent had been executed by potential purchasers, all of which contracts or letters of intent are subject to purchaser's due diligence and other closing conditions. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$97.9 million. These properties are encumbered by mortgage debt of approximately \$36.0 million. At December 31, 2004, the carrying value of these properties is approximately \$62.3 million. As of March 1, 2005, the Company has sold four of the fifteen properties for \$46.5 million. The properties had a carrying value of \$29.9 million. A gain of \$16.6 million will be recorded in the three months ended March 31, 2005. In accordance with generally accepted accounting principles, only the real estate operating properties under contract or letter of intent, but not the financing lease properties, were reclassified to "Properties Held for Sale" and the related income and expense reclassified to "Income from discontinued operations."

e. In January 2004, in conjunction with its reinvestment program, the Company purchased a 34,422 square foot commercial condominium unit ("North Moore Condos") located in New York City for approximately \$14.5 million. The unit contains a Citibank branch, a furniture store and a restaurant. Current annual rent income from the three tenants is approximately \$1,289,000. The Company obtained mortgage financing of \$10 million for this property in April 2004. The mortgage bears interest at the rate of 5.73% per annum, and matures in March 2014. Annual debt service is \$698,760.

f. In July 2004, the Company purchased two Vero Beach, Florida waterfront communities, Grand Harbor and Oak Harbor ("Grand Harbor"), including their respective golf courses, tennis complex, fitness center, beach club and clubhouses. The acquisition also included properties in various stages of development, including land for future residential development, improved lots and finished residential units ready for sale. The purchase price was approximately \$75 million, which included approximately \$62 million of land and construction in progress. The Company plans to invest in the further development of these properties and the enhancement of the existing infrastructure.

**16. Mortgages Payable**

Mortgages payable, all of which are nonrecourse to the Company, are summarized as follows (in \$000's):

Range of Interest Rates	Range of Maturities	Annual Principal and Interest Payment	Balance At December 31,	
			2004	2003
5.630% 8.250%	10/15/07 10/01/14	\$ 10,811	\$ 91,896	\$ 180,989
Less current portion and mortgages on properties held for sale			(31,177)	(87,753)
			\$ 60,719	\$ 93,236

The following is a summary of the contractual future principal payments of the mortgages (in \$000's):

Year Ending December 31,	Amount
2005	\$ 4,759
2006	5,116
2007	11,428
2008	24,385
2009	7,211
2010 2014	38,997
	\$ 91,896

a. See Note 15a. for Mid-South Logistics financing in October 2002.

b. On May 16, 2003, the Company executed a mortgage note secured by a distribution facility located in Windsor Locks, Connecticut and obtained funding in the principal amount of \$20 million. The loan bears interest at 5.63% per annum and matures on June 1, 2013. Annual debt service is approximately \$1,382,000 based on a 30 year amortization schedule.

c. See Note 15e. for North Moore Condo financing in April 2004.

**17. Senior Notes and Credit Facilities Due Affiliates**

a. At December 31, 2002, NEG had \$10.9 million outstanding under its existing \$100 million credit facility with Arnos, an Icahn affiliate. Arnos continued to be the holder of the credit facility; however, the \$10.9 million note outstanding under the credit facility was contributed to Holding LLC as part of Gascon's contribution to Holding LLC on September 12, 2001. In December 2001, the maturity date of the credit facility was extended to December 31, 2003 and NEG was given a waiver of compliance with respect to any and all covenant violations. NEG was not in compliance with the minimum interest coverage ratio at September 30, 2002; and December 31, 2002 and the current ratio at December 31, 2002, however, in December 2001, NEG was given a waiver of compliance with respect to any and all covenant violations through December 31, 2003.



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

On March 26, 2003, Holding LLC distributed the \$10.9 million note outstanding under NEG's revolving credit facility as a priority distribution to NEG, thereby canceling the note. Also, on March 26, 2003, NEG, Arnos and Operating LLC entered into an agreement to assign the credit facility to Operating LLC. Effective with this assignment, Arnos amended the credit facility to increase the revolving commitment to \$150 million, increase the borrowing base to \$75.0 million and extend the revolving due date until June 30, 2004. Concurrently, Arnos extended a \$42.8 million loan to Operating LLC under the amended credit facility. Operating LLC then distributed \$42.8 million to Holding LLC which, thereafter, made a \$40.5 million priority distribution and a \$2.3 million guaranteed payment to NEG. NEG utilized these funds to pay the entire amount of the long-term interest payable on the Notes and interest accrued thereon outstanding on March 27, 2003. The Arnos facility was canceled on December 29, 2003 in conjunction with a third party bank financing.

b. On September 24, 2001, Arizona Charlie's, Inc., the predecessor entity to Arizona Charlie's, LLC, which was acquired by American Casino in May 2004, refinanced the remaining principal balance of \$7.9 million on a prior note payable to Arnos Corp., an affiliate of Mr. Icahn. The note bore interest at the prime rate plus 1.50% (5.75% per annum at December 31, 2002), with a maturity of June 2004, and was collateralized by all the assets of Arizona Charlie's, Inc. The note was repaid during November 2003. During the years ended December 31, 2003 and 2002, Arizona Charlie's, Inc. paid interest expense of \$0.1 million and \$0.4 million, respectively.

c. During fiscal year 2002, Fresca, LLC, which was acquired by American Casino in May 2004, entered into an unsecured line of credit in the amount of \$25.0 million with Starfire Holding Corporation ("Starfire"), an affiliate of Mr. Icahn. The outstanding balance, including accrued interest, was due and payable on January 2, 2007. As of December 31, 2003, Fresca, LLC had \$25.0 million outstanding. The note bore interest on the unpaid principal balance from January 2, 2002 until maturity at the rate per annum equal to the prime rate, as established by Fleet Bank, from time to time, plus 2.75%. Interest was payable semi-annually in arrears on the first day of January and July, and at maturity. The note was guaranteed by Mr. Icahn. The note was repaid during May 2004. During the years ended December 31, 2004, 2003 and 2002, Fresca, LLC paid \$0.7 million, \$1.2 million and \$0.4 million, respectively.

### **18. Senior Secured Notes Payable and Credit Facility**

In January 2004, American Casino closed on its offering of senior secured notes due 2012. The notes, in the aggregate principal amount of \$215 million, bear interest at the rate of 7.85% per annum. The notes have a fixed annual interest rate of 7.85% per annum, which will be paid every six months on February 1 and August 1, commencing August 1, 2004. The notes will mature on February 1, 2012. The proceeds were held in escrow pending receipt of all approvals necessary under gaming laws and certain other conditions in connection with the acquisition of Arizona Charlie's Decatur and Arizona Charlie's Boulder. Upon satisfaction of all closing conditions on May 26, 2004, the proceeds of the offering were released from escrow. American Casino used the proceeds of the offering for the acquisition of Arizona Charlie's Decatur and Boulder, to repay intercompany indebtedness and for distributions to the Company. The notes are recourse only to, and are secured by a lien on the assets of, American Casino and certain of its subsidiaries. The notes restrict the ability of American Casino and its restricted subsidiaries, subject to certain exceptions, to: incur additional debt; pay dividends and

make distributions; make certain investments; repurchase stock; create liens; enter into transactions with affiliates; enter into sale and leaseback transactions; merge or consolidate; and transfer, lease or sell assets. As of December 31, 2004, American Casino is in compliance with all terms and conditions of the notes. The notes were issued in an offering not registered under the Securities Act of 1933. At the time American Casino issued the notes, it entered into a registration rights agreement in which it agreed to exchange the notes for new notes which have been registered under the Securities Act of 1933. On October 26, 2004, the SEC declared effective American Casino's registration statement. The exchange offer was consummated on December 1, 2004.

The Company recorded approximately \$15.6 million of interest expense on the notes payable in the year ended December 31, 2004 which is included in "Interest expense" in the Consolidated Statements of Earnings for the year then ended.

A syndicate of lenders has provided to American Casino a non-amortizing \$20.0 million revolving credit facility. The commitments are available to the Company in the form of revolving loans, and include a letter of credit facility (subject to \$10.0 million sublimit). Loans made under the senior secured revolving facility will mature and the commitments under them will terminate on January 29, 2008. There were no borrowings outstanding under the facility at December 31, 2004.

Of the Company's cash and cash equivalents at December 31, 2004, approximately \$75.2 million in cash is at American Casino which is subject to the restrictions of its notes and the revolving credit facility.

The fair value of American Casino's long-term debt is based on the quoted market prices for the same or similar issues or on the current rates offered to us for debt of the same remaining maturities. As such, the estimated fair value of long-term debt outstanding is approximately \$229.0 million as of December 31, 2004.

#### **19. Senior Unsecured Notes Payable**

On May 12, 2004, the Company closed on its offering of senior notes due 2012. The notes, in the aggregate principal amount of \$353 million, were priced at 99.266%. The notes have a fixed annual interest rate of 8<sup>1</sup>/<sub>8</sub>%, which will be paid every six months on June 1 and December 1, commencing December 1, 2004. The notes will mature on June 1, 2012. AREH is a guarantor of the debt; however, no other subsidiaries guarantee payment on the notes. American Real Estate Finance Corp. ("AREF"), a wholly-owned subsidiary of the Company, was formed solely for the purpose of serving as a co-issuer of the debt securities. AREF will not have any operations or assets and will not have any revenues. The Company intends to use the proceeds of this offering for general business purposes, including its primary business strategy of acquiring undervalued assets in its existing lines of business or other businesses and to provide additional capital to grow its existing businesses. The notes restrict the ability of the Company, subject to certain exceptions, to, among other things; incur additional debt; pay dividends or make distributions; repurchase stock; create liens; and enter into transactions with affiliates. As of December 31, 2004, the Company is in compliance with all terms and conditions of the notes. The notes were issued in an offering not registered under the Securities Act of 1933. At the time the Company issued the notes, the Company entered into a registration rights agreement in which the Company agreed to exchange the notes for new notes which have been registered under the Securities

Act of 1933. On November 8, 2004, the SEC declared effective the Company's registration statement. The exchange offer was consummated on December 15, 2004.

The fair value of the Company's long-term debt is based on the quoted market prices for the same or similar issues or on the current rates offered to us for debt of the same remaining maturities. As such, the estimated fair value of long-term debt outstanding is approximately \$375 million as of December 31, 2004.

The Company recorded approximately \$18.5 million of interest expense on the notes payable in the year ended December 31, 2004 which is included in "Interest expense" in the Consolidated Statements of Earnings for the year then ended.

**20. Accounts Payable, Accrued Expenses and Other Current Liabilities**

Accounts payable, accrued expenses and other liabilities consist of the following (In \$000's):

	December 31,	
	2004	2003
Accrued liabilities	\$ 11,463	\$ 11,951
Accrued payroll	11,113	12,507
Due to Panaco, Inc.	16,242	
Other	42,975	21,316
	\$ 81,793	\$ 45,774

**21. Earnings Per Limited Partnership Unit**

Basic earnings per LP unit are based on net earnings attributable to limited partners, and in period prior to July 1, 2003, adjusted for the preferred pay-in-kind distribution to Preferred Unitholders. The resulting net earnings available for limited partners are divided by the weighted average number of shares of limited partnership units outstanding.

Diluted earnings per LP unit are based on earnings before the preferred pay-in-kind distribution as the numerator with the denominator based on the weighted average number of units and equivalent units outstanding. The Preferred Units are considered to be equivalent units.

***Net Income Per Unit***

Basic net income per American Real Estate Partners, L.P. Unit is derived by dividing net income attributable to the limited partners by the basic weighted average number of American Real Estate Partners, L.P. Units outstanding for each period. Diluted earnings per American Real Estate Partners, L.P. Unit is derived by adjusting net income attributable to the limited partners for the assumed dilutive effect of the redemption of the Preferred LP Units ("Diluted Earnings") and dividing Diluted

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Earnings by the diluted earnings weighted average number of American Real Estate Partners, L.P. Units outstanding for each period.

	December 31,		
	2004	2003	2002
In \$000's (except per unit data)			
<b>Attributable to Limited Partners:</b>			
Basic income from continuing operations	\$ 71,456	\$ 48,573	\$ 56,365
Add Preferred LP Unit distribution	4,981	4,792	4,518
Income before discontinued operations	76,437	53,365	60,887
Income from discontinued operations	81,051	10,787	6,799
Diluted earnings	\$ 157,488	\$ 64,152	\$ 67,686
Weighted average limited partnership units outstanding	46,098,284	46,098,284	46,098,284
Dilutive effect of redemption of Preferred LP Units	5,444,028	8,391,659	10,368,414
Weighted average limited partnership units and equivalent partnership units outstanding	51,542,312	54,489,943	56,466,698
<b>Basic earnings:</b>			
Income from continuing operations	\$ 1.55	\$ 1.00	\$ 1.12
Income from discontinued operations	1.76	0.24	0.15
Basic earnings per LP unit	\$ 3.31	\$ 1.24	\$ 1.27
<b>Diluted earnings:</b>			
Income from continuing operations	\$ 1.48	\$ 0.94	\$ 1.00
Income from discontinued operations	1.57	0.19	0.12
Diluted earnings per LP unit	\$ 3.05	\$ 1.13	\$ 1.12

## 22. Preferred Units

Pursuant to rights offerings consummated in 1995 and 1997, Preferred Units were issued. The Preferred Units have certain rights and designations, generally as follows. Each Preferred Unit has a liquidation preference of \$10.00 and entitles the holder thereof to receive distributions thereon, payable solely in additional Preferred Units, at the rate of \$.50 per Preferred Unit per annum (which is equal to a rate of 5% of the liquidation preference thereof), payable annually on March 31 of each year (each, a "Payment Date"). On any Payment Date commencing with the Payment Date on March 31, 2000, the Company, with the approval of the Audit Committee of the Board of Directors of the General Partner, may opt to redeem all, but not less than all, of the Preferred Units for a price, payable either in all cash or by issuance of additional Depositary Units, equal to the liquidation preference of the Preferred Units, plus any accrued but unpaid distributions thereon. On March 31, 2010, the Company must redeem all, but not less than all, of the Preferred Units on the same terms as any optional redemption.

Pursuant to the terms of the Preferred Units, on February 25, 2004, the Company declared its scheduled annual preferred unit distribution payable in additional Preferred Units at the rate of 5% of the liquidation preference of \$10 per unit. The distribution was payable March 31, 2004 to holders of record as of March 12, 2004. A total of 489,657 additional Preferred Units were issued. At December 31, 2004 and 2003, 10,286,264 and 9,796,607 Preferred Units are issued and outstanding, respectively. In February 2004, the number of authorized Preferred LP units was increased to 10,400,000.

Pursuant to the terms of the Preferred Units, on March 4, 2005, the Company declared its scheduled annual preferred unit distribution payable in additional Preferred Units at the rate of 5% of the liquidation preference of \$10. The distribution is payable on March 31, 2005 to holders of record as of March 15, 2005. In addition, the Company increased the number of authorized Preferred Units to 10,900,000.

On July 1, 2003, the Company adopted Statement of Financial Accounting Standards No. 150 (SFAS 150), *Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity*. SFAS 150 requires that a financial instrument, which is an unconditional obligation, be classified as a liability. Previous guidance required an entity to include in equity financial instruments that the entity could redeem in either cash or stock. Pursuant to SFAS 150 the Company's Preferred Units, which are an unconditional obligation, have been reclassified from "Partners' equity" to a liability account in the consolidated Balance Sheets and the preferred pay-in-kind distribution for the period from July 1, 2003 to December 31, 2003 of \$2,449,000 and all future distributions have been and will be recorded as "Interest expense" in the Supplemental Consolidated Statements of Earnings.

The Company recorded \$5.1 million and \$2.4 million of interest expense in the years ended December 31, 2004 and 2003, respectively, in connection with the Preferred LP units distribution. These amounts are included in "Interest expense" in the Supplemental Consolidated Statements of Earnings for the years then ended.

**23. Income Taxes (in \$000's)**

	December 31,	
	2004	2003
The difference between the book basis and the tax basis of the net assets of the Company, not directly subject to income taxes, is as follows:		
Book basis of AREH net assets excluding American Casino and NEG	\$ 1,319,566	\$ 1,149,418
Excess of tax over book	120,820	79,238
Tax basis of net assets	\$ 1,440,386	\$ 1,228,656

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

a. Corporate Income Taxes

(i) The Company's corporate subsidiaries recorded the following income tax (expense) benefit attributable to continuing operations for American Casino and NEG for the years ended December 31, 2004, 2003 and 2002 (in \$000's):

	December 31,		
	2004	2003	2002
Current	\$ (2,626)	\$ (4,302)	\$ (311)
Deferred	(14,137)	5,875	(9,785)
	<u>\$ (16,763)</u>	<u>\$ 1,573</u>	<u>\$ (10,096)</u>

(ii) The tax effect of significant differences representing net deferred tax assets (the difference between financial statement carrying values and the tax basis of assets and liabilities) for the Company is as follows at December 31, 2004 and 2003 (in \$000's):

	December 31,	
	2004	2003
Deferred tax assets:		
Depreciation	\$ 39,209	\$ 39,858
Net operating loss carryforwards	32,176	30,942
Investment in Holding LLC	5,333	18,845
Other	5,954	5,962
	<u>82,672</u>	<u>95,607</u>
Valuation allowance	(14,588)	(17,733)
	<u>68,084</u>	<u>77,874</u>
Subtotal	68,084	77,874
Less current portion	(2,685)	(2,982)
	<u>\$ 65,399</u>	<u>\$ 74,892</u>

At December 31, 2004 and 2003, American Casino had net operating loss carryforwards available for federal income tax purposes of approximately \$16.0 million and \$28.5 million, respectively, which begin expiring in 2020.

(iii) The provision (benefit) for income taxes differs from the amount computed at the federal statutory rate as a result of the following:

	Year Ended December 31,		
	2004	2003	2002
Federal statutory rate	35.0%	35.0%	35.0%
Tax deduction not given book benefit	0.0%	5.0%	0.0%
Income not subject to taxation	(25.6)%	(14.3)%	(22.3)%
Valuation allowance	(1.7)%	(28.3)%	(0.5)%
Other	1.1%	0.3%	0.3%
	<u>8.8%</u>	<u>(2.3)%</u>	<u>12.5%</u>

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

SFAS 109 requires a "more likely than not" criterion be applied when evaluating the realizability of a deferred tax asset. As of December 31, 2002, given Stratosphere's history of losses for income tax purposes, the volatility of the industry within which the Stratosphere operates, and certain other factors, Stratosphere had established a valuation allowance for the deductible temporary differences, including the excess of the tax basis of the Stratosphere's assets over the basis of such assets for financial statement purposes and the tax carryforwards. However, at December 31, 2003, based on various factors including the current earnings trend and future taxable income projections, Stratosphere determined that it was more likely than not that the deferred tax assets will be realized and removed the valuation allowance. In accordance with SFAS 109, the tax benefit of any deferred tax asset that existed on the effective date of a reorganization should be reported as a direct addition to contributed capital. Stratosphere has deferred tax assets relating to both before and after Stratosphere emerged from bankruptcy in September of 1998. The net decrease in the valuation allowance was \$79.3 million, of which a net amount of \$47.5 million was credited to partners' equity in the year ended December 31, 2003.

Additionally, American Casino's acquisition of Arizona Charlie's, LLC and Fresca, LLC in May 2004 resulted in a net increase in the tax basis of assets in excess of book basis. As a result, the Company recognized an additional deferred tax asset of approximately \$2.5 million from the transaction. Pursuant to SFAS 109, the benefit of the deferred tax asset from this transaction is credited directly to equity.

At December 31, 2004 and 2003, NEG had net operating loss carryforwards available for federal income tax purposes of approximately \$75.9 and \$58.0 million, respectively, which begin expiring in 2009. Net operating loss limitations may be imposed as a result of subsequent changes in stock ownership of NEG. Prior to the formation of Holding LLC, the income tax benefit associated with the loss carryforwards had not been recognized since, in the opinion of management, there was not sufficient positive evidence of future taxable income to justify recognition of a benefit. Upon the formation of Holding LLC, management again evaluated all evidence, both positive and negative, in determining whether a valuation allowance to reduce the carrying value of deferred tax assets was still needed and concluded, based on the projected allocations of taxable income by Holding LLC, NEG more likely than not will realize a partial benefit from the loss carryforwards. In accordance with SFAS 109, NEG recorded a deferred tax asset of \$25.5 million as of December 31, 2002, \$25.9 million as of December 31, 2003, and \$19.3 million as of December 31, 2004. Ultimate realization of the deferred tax asset is dependent upon, among other factors, NEG's ability to generate sufficient taxable income within the carryforward periods and is subject to change depending on the tax laws in effect in the years in which the carryforwards are used. As a result of the recognition of expected future income tax benefits, subsequent periods will reflect a full effective tax rate provision.

### **24. Commitments and Contingencies**

a. In January 2002, the Cape Cod Commission, (the "Commission"), a Massachusetts regional planning body created in 1989, concluded that AREP's New Seabury development is within its jurisdiction for review and approval (the "Administrative Decision"). It is the Company's position that the proposed residential, commercial and recreational development is in substantial compliance with a special permit issued for the property in 1964 and is therefore exempt from the Commission's

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

jurisdiction and that the Commission is barred from exercising jurisdiction pursuant to a 1993 settlement agreement between the Commission and a prior owner of the New Seabury property (the "Settlement Agreement").

In February 2002, New Seabury Properties L.L.C. ("New Seabury"), an AREP subsidiary and owner of the property, filed in Barnstable County Massachusetts Superior Court, a civil complaint appealing the Administrative Decision by the Commission, and a separate civil complaint to find the Commission in contempt of the Settlement Agreement. The Court subsequently consolidated the two complaints into one proceeding. In July 2003, New Seabury and the Commission filed cross motions for summary judgment.

Also, in July 2003, in accordance with a Court ruling, the Commission reconsidered the question of its jurisdiction over the initial development proposal and over a modified development proposal that New Seabury filed in March 2003. The Commission concluded that both proposals are within its jurisdiction (the Second Administrative Decision). In August 2003, New Seabury filed in Barnstable County Massachusetts Superior Court another civil complaint appealing the Commission's second decision and petitioning the court to find the Commission in contempt of the settlement agreement.

In November 2003, the Court ruled in New Seabury's favor on its July 2003 motion for partial summary judgment, finding that the special permit remains valid and that the modified development proposal is in substantial compliance with the Special Permit and therefore exempt from the Commission's jurisdiction; the Court did not yet rule on the initial proposal to build 675 residential/hotel units and 80,000 square feet of commercial space. Under the modified development proposal New Seabury could potentially develop up to 278 residential units and 145,000 square feet of commercial space. In February 2004, the court consolidated the three complaints into one proceeding. In March 2004, New Seabury and the Commission each moved for Summary Judgment to dispose of remaining claims under all three complaints and to obtain a final judgment from the Court. The Court heard arguments in June 2004 and took matters under advisement. The Commission and New Seabury filed a joint motion to delay, until May 6, 2005, any ruling by the court on New Seabury's pending motion for summary judgment and the Commission's pending cross-motion for summary judgment. The Company is currently in settlement negotiations with the Commission but these discussions may not be successful. The Company cannot predict the effect on the development process if it loses any appeal or if the Commission is ultimately successful in asserting jurisdiction over any of the development proposals.

The carrying value of New Seabury's development assets at December 31, 2004 was approximately \$10.5 million.

The General Partner monitors all tenant bankruptcies and defaults and may, when it deems it necessary or appropriate, establish additional reserves for such contingencies.

b. In addition, in the ordinary course of business, the Company, its subsidiaries and other companies in which the Company has invested are parties to various legal actions. In management's opinion, the ultimate outcome of such legal actions will not have a material effect on the Company's consolidated financial statements taken as a whole.



**25. Employee Benefit Plans**

a. Employees of the Company who are members of various unions are covered by union-sponsored, collectively bargained, multi-employer health and welfare and defined benefit pension plans. The Company recorded expenses for such plans of approximately \$8,100,000, \$7,600,000 and \$6,500,000 for the years ended December 31, 2004, 2003 and 2002, respectively. The Company does not have information from the plans' sponsors with respect to the adequacy of the plans' funding status.

b. The Company has retirement savings plans under Section 401(k) of the Internal Revenue Code covering its non-union employees. The plans allow employees to defer, within prescribed limits, a portion of their income on a pre-tax basis through contributions to the plans. The Company currently matches, within prescribed limits, up to 6.25% of eligible employees' compensation at rates up to 50% of the employee's contribution. The Company recorded charges for matching contributions of approximately \$794,000, \$714,000 and \$981,000, for the years ended December 31, 2004, 2003 and 2002, respectively.

**26. Fair Value of Financial Instruments**

The carrying amount of cash and cash equivalents, receivables, investment in debt securities of affiliates and accounts payable, accrued expenses and other liabilities and the Preferred Limited Partnership Units Liability are carried at cost, which approximates their fair value.

**Other Investments**

The fair values of the mortgages and notes receivable past due, in process of foreclosure, or for which foreclosure proceedings are pending, are based on the discounted cash flows of the underlying lease. The fair values of the mortgages and notes receivable satisfied after year end are based on the amount of the net proceeds received.

The fair values of the mortgages and notes receivable which are current are based on the discounted cash flows of their respective payment streams.

The approximate estimated fair values of other investments held as of December 31, 2004 and 2003 are summarized as follows (in \$000's):

	At December 31, 2004		At December 31, 2003	
	Net Investment	Estimated Fair Value	Net Investment	Estimated Fair Value
Total	\$ 245,948	\$ 248,900	\$ 50,328	\$ 55,000

The net investment at December 31, 2004 and 2003 is equal to the carrying amount of the mortgage receivable less any deferred income recorded.

**Mortgages Payable**

The approximate estimated fair values of the mortgages payable as of December 31, 2004 and 2003 are summarized as follows (in \$000's):

	At December 31, 2004		At December 31, 2003	
	Carrying Value	Estimated Fair Value	Carrying Value	Estimated Fair Value
Total	\$ 91,896	\$ 93,900	\$ 180,989	\$ 185,000

**Limitations**

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

**27. Segment Reporting**

The Company is engaged in six operating segments consisting of the ownership and operation of (1) rental real estate, (2) hotel and resort operating properties, (3) hotel and casino operating properties, (4) property development, (5) investment in securities including investment in other limited partnerships and marketable equity and debt securities and (6) investment in oil and gas operating properties. The Company's reportable segments offer different services and require different operating strategies and management expertise.

Non-segment revenue to reconcile to total revenue consists primarily of interest income on treasury bills and other investments. Non-segment assets to reconcile to total assets includes investment in U.S. Government and Agency obligations, cash and cash equivalents, receivables and other assets.

The accounting policies of the segments are the same as those described in Note 2.

The Company assesses and measures segment operating results based on segment earnings from operations as disclosed below. Segment earnings from operations is not necessarily indicative of cash available to fund cash requirements nor synonymous with cash flow from operations.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The revenues, net earnings, assets and real estate investment capital expenditures for each of the reportable segments are summarized as follows for the years ended and as of December 31, 2004, 2003, and 2002 (in \$000's):

	December 31,		
	2004	2003	2002
<b>Revenues:</b>			
Hotel & casino operating properties	\$ 297,868	\$ 259,345	\$ 250,328
Land, house and condominium sales	26,591	13,265	76,024
Rental real estate	17,796	20,207	21,574
Hotel & resort operating properties	16,211	12,376	12,921
Oil & gas operating properties	45,995	38,109	40,516
Other investments	34,241	13,874	15,283
Subtotal	438,702	357,176	416,646
Reconciling items	13,310(1)	11,770(1)	18,006(1)
Total revenues	\$ 452,012	\$ 368,946	\$ 434,652
<b>Net earnings:</b>			
<b>Segment earnings:</b>			
Hotel & casino operating properties	\$ 70,265	\$ 42,488	\$ 32,390
Land, house and condominium sales	6,355	4,136	21,384
Oil & gas operating properties	34,849	30,879	33,411
Rental real estate	12,863	14,368	14,206
Hotel and resort operating properties	2,674	4,220	2,679
Other investments	34,241	13,874	15,283
Total segment earnings	161,247	109,965	119,353
Interest income	13,310	11,770	18,006
Interest expense	(46,099)	(21,103)	(27,297)
General and administrative expenses	(9,806)	(6,851)	(7,029)
Depreciation and amortization	(29,815)	(24,802)	(23,646)
Operating Income	88,837	68,979	79,387
Gain on sales and disposition of real estate from continuing operations	5,262	7,121	8,990
(Loss) gain on sale of assets		(1,503)	(353)
Loss on sale of limited partnership interests			(3,750)
Write-down of marketable equity and debt securities and other investments		(19,759)	(8,476)
Gain on sale of marketable equity securities	40,159	2,607	
Unrealized losses on securities sold short	(23,619)		
Impairment loss on equity interest in GB Holdings, Inc.	(15,600)		
Minority interest in net earnings of Stratosphere Corp			(1,943)
Income tax (expense) benefit	(16,763)	1,573	(10,096)
Income from discontinued operations	82,697	11,006	6,937
General partner's share of net income	(8,466)	(10,664)	(7,528)
Net earnings-limited partners' unitholders	\$ 152,507	\$ 59,360	\$ 63,168

(1)

Primarily interest income on U.S. Government and Agency obligations and other short-term investments and Icahn note receivable.

F-42

---

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	December 31,		
	2004	2003	2002
<b>Assets:</b>			
Rental real estate	\$ 196,332	\$ 340,062	\$ 359,700
Hotel and casino operating properties	289,360	298,703	290,775
Land and construction-in-progress	106,537	43,459	40,415
Hotel and resort operating properties	50,132	41,526	44,346
Other investments	472,103	231,050	479,104
	<u>1,114,464</u>	<u>954,800</u>	<u>1,214,340</u>
Reconciling items	1,148,593	691,806	491,691
	<u>1,148,593</u>	<u>691,806</u>	<u>491,691</u>
<b>Total</b>	<b>\$ 2,263,057</b>	<b>\$ 1,646,606</b>	<b>\$ 1,706,031</b>
<b>Real estate investment capital expenditures:</b>			
<b>Acquisitions:</b>			
Rental real estate	\$ 14,583	\$	\$ 18,226
Land and construction-in-progress	61,845		
Hotel and casino operating properties	125,900		
Hotel and resort operating properties	16,463		
	<u>218,791</u>	<u>\$</u>	<u>\$ 18,226</u>
<b>Developments:</b>			
Rental real estate	\$ 18	\$ 413	\$ 181
Land and construction-in-progress	17,947		1,138
Hotel and casino operating properties	13,589	31,844	19,133
Hotel and resort operating properties	2,614	1,067	2,582
	<u>34,168</u>	<u>\$ 33,324</u>	<u>\$ 23,034</u>

**28. Repurchase of Depositary Units**

The Company has previously been authorized to repurchase up to 1,250,000 Depositary Units. As of December 31, 2004, the Company has purchased 1,137,200 Depositary Units at an aggregate cost of approximately \$11,921,000.

**29. Subsequent Events**

a. On January 21, 2005, the Company announced that it had entered into agreements to acquire additional oil and gas and gaming and entertainment assets in transactions with affiliates of Carl C. Icahn. The aggregate consideration for the transactions is \$652 million, subject to certain purchase price adjustments, of which \$180 million is payable in cash and the balance is payable by the issuance of the Company's limited partnership depositary units valued at \$29 per unit. Mr. Icahn currently owns indirectly approximately 86.5% of the Company's outstanding depositary and preferred units and indirectly owns 100% of the Company's general partner, American Property Investors, Inc. Upon the closing of the transactions, Mr. Icahn will own approximately 90.1% of the Company's outstanding depositary units and 86.5% of its preferred units, assuming no purchase price reductions. The transactions were approved by the Audit Committee of the Company's general partner. The Audit Committee was advised as to the transactions by independent legal counsel and financial advisor. The Audit Committee obtained opinions that the consideration to be paid in the transactions was fair, from a financial point of view, to the Company.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The transactions include the acquisition of the membership interest in Holding LLC other than that already owned by National Energy Group, Inc. (which is itself 50.02% owned by the Company); 100% of the equity of each of TransTexas Gas Corporation and Panaco, Inc., all of which will be consolidated under AREP Oil & Gas LLC, which is wholly owned by AREH; and approximately 41.2% of the common stock of GB Holdings and warrants to purchase, upon the occurrence of certain events, approximately 11.3% of the fully diluted common stock of its subsidiary, Atlantic Holdings, which owns 100% of ACE Gaming LLC, the owner and operator of the Sands. The closing of each of the transactions is subject to certain conditions, including approval by the depositary unitholders of the issuance of the depositary units with respect to the transactions for which the consideration is depositary units and the receipt of the oil and gas reserve reports as of January 21, 2005 for each of Holding LLC, TransTexas and Panaco.

Prior to the transactions, each of the Company and Mr. Icahn's affiliated companies owned oil and gas and gaming and entertainment assets. Upon completion of these transactions, all such assets held by Mr. Icahn's affiliates will have been acquired by the Company. As a result of these transactions, the Company will have substantially increased its oil and gas holdings, as well as expanded its gaming and entertainment holdings.

Before the acquisition of GB Holdings and Atlantic Holdings securities, the Company owned approximately 36.3% of the outstanding common stock of GB Holdings and warrants to purchase, upon the occurrence of certain events, approximately 10.0% of the fully diluted common stock of Atlantic Holdings. As a result of the transactions, the Company will own approximately 77.5% of the common stock of GB Holdings and warrants to purchase approximately 21.3% of the fully diluted common stock of Atlantic Holdings. The Company also owns approximately \$63.9 million principal amount, or 96.4%, of the 3% senior notes due 2008 of Atlantic Holdings, which, upon the occurrence of certain events, are convertible into approximately 42.1% of the fully diluted common stock of Atlantic Holdings. If all outstanding Atlantic Holdings notes were converted and warrants exercised, the Company would own approximately 63.4% of the Atlantic Holdings common stock, GB Holdings would own approximately 28.8% of the Atlantic Holdings common stock and the remaining shares would be owned by the public.

Between December 6, 2004 and December 27, 2004, the Company purchased (1) \$27.5 million aggregate principal amount of the TransTexas Notes, (2) \$38.0 million aggregate principal amount of the Panaco Debt, and (3) \$37.0 million aggregate principal amount of Atlantic Holdings Notes, bringing the Company's ownership of that debt to \$63.9 million principal amount.

b. On February 7, 2005, the Company and its subsidiary, American Real Estate Finance Corp. ("AREF"), closed on their offering of senior notes due 2013. The notes, in the aggregate principal amount of \$480 million, were priced at 100% of principal amount. The notes will have a fixed annual interest rate of 7<sup>1</sup>/<sub>8</sub>%, which will be paid every six months on February 15 and August 15, commencing August 15, 2005. The notes will mature on February 15, 2013. AREF, a wholly owned subsidiary of the Company, was formed solely for the purpose of serving as co-issuer of the notes. AREF does not have any operations or assets and does not have any revenues. AREH is a guarantor of the debt; however, no other subsidiaries guarantee payment on the notes. The Company intends to use the proceeds of the offering, together with depositary units to be issued to fund for the acquisitions described above, to pay related fees and expenses and for general business purposes. The notes restrict the ability of the Company and AREH, subject to certain exceptions, to, among other things; incur additional debt; pay dividends or make distributions; repurchase stock; create liens; and enter into transactions with

affiliates. The notes were issued in an offering not registered under the Securities Act of 1933. At the time the Company issued the notes, the Company entered into a registration rights agreement in which it agreed to exchange the notes for new notes which have been registered under the Securities Act of 1933. If the registration statement is not filed with the SEC by August 8, 2005 or if the registration statement is not declared effective by the SEC on or prior to December 5, 2005 or if we fail to consummate an exchange offer in which we issue notes registered under the Securities Act of 1933 for the privately issued notes within 30 business days after December 5, 2005, then we will pay, as liquidated damages, \$.05 per week per \$1,000 principal amount for the first 90 day period following such failure, increasing by an additional \$.05 per week of \$1,000 principal amount for each subsequent 90 day period, until all failures are cured.

### 30. Quarterly Financial Data (unaudited) (in \$000'S, Except Per Unit Data)

	Three Months Ended(1)							
	March 31,		June 30,		September 30,		December 31,	
	2004	2003	2004	2003	2004	2003	2004	2003
Revenues	\$ 102,218	\$ 92,416	\$ 117,367	\$ 89,531	\$ 118,487	\$ 94,423	\$ 113,937	\$ 92,576
Operating Income	\$ 24,142	\$ 16,110	\$ 25,253	\$ 15,635	\$ 22,886	\$ 16,962	\$ 12,688	\$ 20,272
Other gains and (losses)	(4)							
Gains (losses) on property transactions	6,047	1,138	(226)	(272)	(10)	501	(549)	5,754
Loss on sale of assets						(311)		(1,192)
Gain on sale of marketable equity and debt securities	28,857		8,310			2,168	2,992	439
Unrealized losses on securities sold short							(23,619)	
Impairment loss on equity interest in GB Holdings, Inc.							(15,600)	
Write-down of marketable equity and debt securities		(961)		(18,798)				
Income (loss) from continuing operations before income tax	59,042	16,287	33,337	(3,435)	22,876	19,320	(24,088)	25,273
Income tax (expense) benefit	(6,169)	(3,892)	(3,088)	(3,167)	(3,637)	(3,577)	(3,869)	12,209
Income (loss) from continuing operations	52,873	12,395	30,249	(6,602)	19,239	15,743	(27,957)	37,482
Income from discontinued operations	10,147	1,997	51,537	3,815	11,784	3,210	13,100	1,984
Net earnings (loss)	\$ 63,020	\$ 14,392	\$ 81,786	\$ (2,787)	\$ 31,023	\$ 18,953	\$ (14,857)	\$ 39,466
Net Earnings (loss) per limited Partnership unit(2):								
Basic earnings:								
Income (loss) from continuing operations	\$ 1.03	\$ 0.15	\$ 0.62	\$ (0.21)	\$ 0.41	\$ 0.25	\$ (0.59)	\$ 0.81
Income from discontinued operations	0.22	0.05	1.09	0.08	0.25	0.07	0.27	0.04
Basic earnings (loss) per LP unit	\$ 1.25	\$ 0.20	\$ 1.71	\$ (0.13)	\$ 0.66	\$ 0.32	\$ (0.32)	\$ 0.85

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Three Months Ended(1)

Diluted earnings:																
Income (loss) from continuing operations	\$	0.93	\$	0.15	\$	0.57	\$	(0.21)	\$	0.39	\$	0.23	\$	(0.59)	\$	0.71
Income from discontinued operations		0.19		0.03		0.97		0.08		0.22		0.06		0.27		0.04
Diluted earnings (loss) per LP unit	\$	1.12	\$	0.18	\$	1.54	\$	(0.13)	\$	0.61	\$	0.29	\$	(0.32)	\$	0.75

(1) All quarterly amounts have been reclassified for the effects of reporting discontinued operations.

(2) Net earnings (loss) per unit is computed separately for each period and, therefore, the sum of such quarterly per unit amounts may differ from the total for the year.



## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEET

MARCH 31, 2005 (Unaudited)

	March 31, 2005	December 31, 2004
	(Unaudited)	
	(In \$000's)	
<b>ASSETS</b>		
Current Assets:		
Cash and cash equivalents	\$ 1,245,762	\$ 762,708
Investment in U.S. government and agency obligations	68,894	96,840
Marketable equity and debt securities	68,497	2,248
Due from brokers	147,223	123,001
Restricted cash	28,537	19,856
Receivables and other assets	43,066	51,575
Real estate leased to others:		
Current portion of lease amortization for leases accounted for under the financing method	3,740	3,912
Properties held for sale	33,995	58,021
Current portion of investment in debt securities of affiliates	10,429	10,429
Current portion of deferred tax asset	2,685	2,685
	<hr/>	<hr/>
Total current assets	1,652,828	1,131,275
Investment in U.S. government and agency obligations	5,533	5,491
Other investments	244,602	245,948
Land and construction-in-progress	106,000	106,537
Real estate leased to others:		
Accounted for under the financing method	75,949	85,281
Accounted for under the operating method, net of accumulated depreciation	51,127	49,118
Hotel, casino and resort operating properties, net of accumulated depreciation:		
American Casino & Entertainment Properties LLC	288,890	289,360
Hotel and resorts	46,041	50,132
Deferred finance costs and other assets, net	24,669	21,038
Long-term portion of investment in debt securities of affiliates	114,364	115,075
Investment in NEG Holding LLC	97,693	87,800
Equity interest in GB Holdings, Inc. (The Sands Hotel and Casino)	9,138	10,603
Deferred tax asset	58,851	65,399
	<hr/>	<hr/>
Total	\$ 2,775,685	\$ 2,263,057
	<hr/>	<hr/>

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEET

MARCH 31, 2005 (Unaudited) (Continued)

	March 31, 2005	December 31, 2004
	(Unaudited)	
	(In \$000's)	
<b>LIABILITIES AND PARTNERS' EQUITY</b>		
Current Liabilities:		
Current portion of mortgages payable	\$ 4,205	\$ 3,700
Mortgages on properties held for sale	20,372	27,477
Accounts payable, accrued expenses and other liabilities	76,100	81,793
Securities sold not yet purchased	83,750	90,674
	<u>184,427</u>	<u>203,644</u>
Total current liabilities	184,427	203,644
	<u>21,817</u>	<u>23,239</u>
Other liabilities	21,817	23,239
Long-term portion of mortgages payable	55,614	60,719
Senior secured notes payable and credit facility	215,000	215,000
Senior unsecured notes payable-8 <sup>1</sup> / <sub>8</sub> % due 2012-net of unamortized discount of \$2,321 and \$2,402 at March 31, 2005 and December 31, 2004	350,679	350,598
Senior unsecured notes payable-7 <sup>1</sup> / <sub>8</sub> % due 2013	480,000	
Preferred limited partnership units:		
\$10 liquidation preference, 5% cumulative pay-in-kind; 10,900,000 authorized; 10,800,397 and 10,286,264 issued and outstanding as of March 31, 2005 and December 31, 2004	108,006	106,731
	<u>1,231,116</u>	<u>756,287</u>
Total long-term liabilities	1,231,116	756,287
Commitments and contingencies (Notes 2 and 3):		
Limited partners:		
Depository units; 47,850,000 authorized; 47,235,484 outstanding	1,383,913	1,328,031
General partner	(11,850)	(12,984)
Treasury units at cost:		
1,137,200 depository units	(11,921)	(11,921)
	<u>1,360,142</u>	<u>1,303,126</u>
Partners' equity	1,360,142	1,303,126
	<u>\$ 2,775,685</u>	<u>\$ 2,263,057</u>
Total	\$ 2,775,685	\$ 2,263,057

See notes to consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

**CONSOLIDATED STATEMENTS OF EARNINGS**  
**THREE MONTHS ENDED MARCH 31, 2005 AND 2004 (Unaudited)**

	Three Months Ended March 31,	
	2005	2004
	(Restated)	
	(Unaudited)	
	(In \$000's except per unit data)	
<b>Revenues:</b>		
Hotel and casino operating income	\$ 82,838	\$ 75,009
Land, house and condominium sales	8,279	5,014
Interest income on financing leases	1,966	2,936
Interest income on U.S. Government and Agency obligations and other investments	13,554	4,889
Rental income	2,035	2,027
Hotel and resort operating income	5,563	1,335
Accretion of investment in NEG, Holding LLC	9,893	7,904
NEG management fee	3,275	2,619
Dividend and other income	4,206	834
Equity in losses of GB Holdings, Inc.	(986)	(348)
	130,623	102,219
<b>Expenses:</b>		
Hotel and casino operating expenses	57,624	54,243
Cost of land, house and condominium sales	7,047	3,358
Hotel and resort operating expenses	5,405	1,424
Interest expense	19,161	6,181
Depreciation and amortization	7,154	7,422
General and administrative expenses	7,610	4,364
Property expenses	952	1,085
	104,953	78,077
Operating income	25,670	24,142
Other gains and (losses):		
Other losses	(180)	(4)
Unrealized gains on securities sold short	21,704	
Gain on sales of marketable equity and debt securities		28,857
Gain on sales and disposition of real estate	186	6,047
	47,380	59,042
Income from continuing operations before income taxes	47,380	59,042
Income tax expense	(7,650)	(6,169)
	39,730	52,873
Income from continuing operations	39,730	52,873
<b>Discontinued operations:</b>		
Income from discontinued operations	957	3,218
Gain on sales and disposition of real estate	18,723	6,929
	19,680	10,147
Income from discontinued operations	19,680	10,147
Net earnings	\$ 59,410	\$ 63,020

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	<b>Three Months Ended March 31,</b>	
	<b>_____</b>	<b>_____</b>
Net earnings attributable to (Note 11):		
Limited partners	\$ 58,228	\$ 57,608
General partner	1,182	5,412
	<b>_____</b>	<b>_____</b>
	<b>\$ 59,410</b>	<b>\$ 63,020</b>
	<b>_____</b>	<b>_____</b>
Net earnings per limited partnership unit:		
Basic earnings:		
Income from continuing operations	\$ 0.84	\$ 1.03
Income from discontinued operations	0.42	0.22
	<b>_____</b>	<b>_____</b>
Basic earnings per LP unit	\$ 1.26	\$ 1.25
	<b>_____</b>	<b>_____</b>
Weighted average limited partnership units outstanding	46,098,284	46,098,284
	<b>_____</b>	<b>_____</b>
Diluted earnings:		
Income from continuing operations	\$ 0.81	\$ 0.93
Income from discontinued operations	0.39	0.19
	<b>_____</b>	<b>_____</b>
Diluted earnings per LP unit	\$ 1.20	\$ 1.12
	<b>_____</b>	<b>_____</b>
Weighted average limited partnership units and equivalent partnership units outstanding	49,857,622	52,499,303
	<b>_____</b>	<b>_____</b>

See notes to consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

**CONSOLIDATED STATEMENTS OF CHANGES IN PARTNERS'  
EQUITY AND COMPREHENSIVE INCOME  
THREE MONTHS ENDED MARCH 31, 2005 (Unaudited)**

Three Months Ended March 31, 2005

	General Partner's Equity	Limited Partners' Equity Depositary Units	Held in Treasury		Total Partners' Equity
			Amounts	Units	
(Unaudited)					
(In \$000's)					
Balance, December 31, 2004	\$ (12,984)	\$ 1,328,031	\$ (11,921)	1,137	\$ 1,303,126
Comprehensive income:					
Net earnings	1,182	58,228			59,410
Net unrealized losses on securities available for sale	(48)	(2,346)			(2,394)
Comprehensive income	1,134	55,882			57,016
Balance, March 31, 2005	\$ (11,850)	\$ 1,383,913	\$ (11,921)	\$ 1,137	\$ 1,360,142

Accumulated other comprehensive loss at March 31, 2005 was \$2,517.

See notes to consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CASH FLOWS

THREE MONTHS ENDED MARCH 31, 2005 AND 2004 (Unaudited)

	Three Months Ended March 31,	
	2005	2004
		(Restated)
		(Unaudited)
		(In \$000's)
Cash flows from operating activities:		
Income from continuing operations	\$ 39,730	\$ 52,873
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	7,154	7,422
Preferred LP unit interest expense	1,286	1,225
Gain on sales and disposition of real estate	(186)	(6,047)
Other losses	180	4
Gain on sales of marketable equity and debt securities		(28,857)
Unrealized gains on securities sold short	(21,704)	
Equity in losses of GB Holdings, Inc.	986	348
Deferred gain amortization	(510)	(510)
Accretion of investment in NEG Holding LLC	(9,893)	(7,904)
Deferred income tax expense	6,548	1,615
Changes in operating assets and liabilities:		
Decrease (increase) in land and construction-in progress	5,950	(455)
(Decrease) increase in accounts payable, accrued expenses and other liabilities	(505)	12,717
Increase in due from brokers	(2,518)	
Increase in restricted cash	(8,682)	
Decrease (increase) in receivables and other assets	8,457	(6,755)
Net cash provided by continuing operations	26,293	25,676
Income from discontinued operations	19,680	10,147
Depreciation and amortization	31	210
Net gain from property transactions	(18,723)	(6,929)
Net cash provided by discontinued operations	988	3,428
Net cash provided by operating activities	27,281	29,104
Cash flows from investing activities:		
Decrease in mortgages and notes receivable		351
Net proceeds from the sales and disposition of real estate	4,650	11,346
Principal payments received on leases accounted for under the financing method	908	1,112
Principal payments received on investments in debt securities of affiliates	2,700	
Increase in marketable equity and debt securities	(66,250)	
Acquisitions of rental real estate		(14,583)
Additions to hotel, casino and resort operating property	(4,781)	(1,492)
Additions to rental real estate		(166)
Decrease (increase) in investment in U.S. Government and Agency Obligations	27,903	(61,077)
Proceeds from sale of marketable equity and debt securities		64,471
Increase in restricted cash		(219,313)

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	<u>Three Months Ended March 31,</u>	
Other		(50)
	<u>(34,870)</u>	<u>(219,401)</u>
Cash flows from discontinued operations:		
Net proceeds from the sales and disposition of real estate	36,582	7,392
	<u>1,712</u>	<u>(212,009)</u>
Net cash provided by (used in) investing activities		

F-50

	Three Months Ended March, 31	
	2005	2004
	(Restated)	
	(Unaudited) (In \$000's)	
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Debt:		
Proceeds from Senior Notes Payable	480,000	215,000
Periodic principal payments	(1,003)	(1,738)
Decrease in due to affiliates	(16,602)	
Debt issuance costs	(8,334)	(7,515)
	<u>454,061</u>	<u>205,747</u>
Net cash provided by financing activities	454,061	205,747
Net increase in cash and cash equivalents	483,054	22,842
Cash and cash equivalents, beginning of period	762,708	500,593
	<u>\$ 1,245,762</u>	<u>\$ 523,435</u>
Cash and cash equivalents at end of period		
Supplemental information:		
Cash payments for interest	\$ 9,517	\$ 5,667
Supplemental schedule of noncash investing and financing activities:		
Reclassification of real estate from operating lease	\$ (411)	\$ (14,353)
Reclassification from hotel and resort operating properties		(6,395)
Reclassification to properties held for sale	716	20,748
Reclassification of real estate to operating lease	3,068	
Reclassification of real estate from financing lease	(358)	
Reclassification from properties held for sale	(3,015)	
	<u>\$</u>	<u>\$</u>
Net unrealized gains (losses) on securities available for sale	\$ (2,394)	\$ 2,378
Increase in equity and debt securities	\$ 805	\$ 300

See notes to consolidated financial statements.



**AMERICAN REAL ESTATE PARTNERS, L.P.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)**

**March 31, 2005 and 2004**

**1. General**

American Real Estate Partners, L.P. ("AREP" or the "Company") is a master limited partnership formed in Delaware on February 17, 1987. Our general partner is American Property Investors, Inc. ("API", or, the "General Partner") The accompanying consolidated financial statements and related footnotes should be read in conjunction with the consolidated financial statements and related footnotes contained in the Company's annual report on Form 10-K for the year ended December 31, 2004.

The financial statements have been prepared in accordance with the rules and regulations of the Securities and Exchange Commission related to interim financial statements. All adjustments which, in the opinion of management, are necessary to fairly present the results for the interim periods have been made. Certain prior year amounts have been reclassified in order to conform to the current year presentation.

The consolidated financial statements include the accounts of the Company and its majority owned subsidiaries in which control can be exercised. The Company is considered to have control if it has a direct or indirect ability to make decisions about an entity's activities through voting or similar rights. All material intercompany accounts and transactions have been eliminated in consolidation.

The financial information contained herein is unaudited; however, in the opinion of management, all adjustments necessary for a fair presentation of such financial information have been included. All such adjustments are of a normal recurring nature. The results of operations for the three months ended March 31, 2005 are not necessarily indicative of the results to be expected for the full year. Hotel, casino and resort operations are highly seasonal in nature and are not necessarily indicative of results expected for the full year.

The Company's March 31, 2004 consolidated financial statements have been restated to reflect the acquisition of Arizona Charlie's Decatur and Arizona Charlie's Boulder on May 26, 2004. The acquisition has been accounted for in a manner similar to a pooling-of-interests method since the acquisition was between entities under common control.

Each of National Energy Group, Inc. ("NEG"), GB Holdings, Inc. ("GBH"), and Atlantic Coast Entertainment Holdings, Inc. ("Atlantic Holdings"), are reporting companies under the Securities Exchange Act of 1934. In addition, American Casino & Entertainment Properties LLC ("American Casino"), voluntarily files annual, quarterly and current reports. Each of these reports is separately filed with the Securities and Exchange Commission. Annual, quarterly and current reports are available to the public free of charge at the SEC website at <http://www.sec.gov>.

**2. Related Party Transactions**

a. The Company currently owns 50.01% of the outstanding common stock of NEG, and all of NEG's approximately \$148.6 million aggregate principal amount of notes. NEG owns a membership interest in NEG Holding LLC ("Holding LLC"). Holding LLC owns 100% of NEG Operating LLC ("Operating LLC"), an oil and gas exploration and production company. The Company has entered into an agreement to acquire the other membership interest in Holding LLC for an aggregate of up to 11,344,828 of depositary units, valued at \$29.00 per unit, or an aggregate of up to \$329 million, from affiliates of Mr. Icahn. The number of depositary units is subject to reduction based upon Holding LLC's oil and gas reserve reports, prepared by an independent reserve engineering firm.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

b. On December 6, 2004, the Company purchased \$27.5 million aggregate principal amount of term notes issued by TransTexas Gas Corporation ("TransTexas"), which constitutes 100% of the outstanding term notes of TransTexas (the "TransTexas Notes"). On April 6, 2005, the Company acquired 100% of the equity of TransTexas, an oil and gas exploration and production company, for a purchase price of \$180.0 million in cash from affiliates of Mr. Icahn.

c. The Company currently owns approximately 36.3% of the outstanding common stock of GBH. On December 27, 2004, the Company purchased \$37.0 million principal amount of the 3% notes due September 2008 issued by GBH's subsidiary, Atlantic Holdings, bringing the Company's ownership of that debt to approximately \$63.9 million principal amount, or approximately 96.4% of the principal amount outstanding. The notes may be paid in full, at the option of the holders of a majority of their principal amount, with common stock of Atlantic Holdings. The Company also owns warrants to purchase, upon the occurrence of certain events, approximately 10.0% of the fully diluted common stock of Atlantic Holdings. Atlantic Holdings owns 100% of ACE Gaming LLC ("ACE Gaming"), the owner and operator of The Sands Hotel and Casino located in Atlantic City, New Jersey (the "Sands"). The Company has entered into an agreement with affiliates of Mr. Icahn to acquire an additional approximate 41.2% of the outstanding common stock of GBH and warrants to purchase, upon the occurrence of certain events, an additional approximate 11.3% of the fully diluted common stock of Atlantic Holdings for an aggregate of 413,793 depository units, valued at \$29.00 per unit, or an aggregate of \$12.0 million plus up to an additional 206,897 depository units, valued at \$29.00 per unit, or an additional \$6.0 million, if Atlantic Holdings meets certain earnings targets during 2005 and 2006. Upon completion of the acquisition, the Company will own approximately 77.5% of the outstanding GBH common stock and warrants to purchase, upon the occurrence of certain events, approximately 21.3% of the fully diluted common stock of Atlantic Holdings. Warrants to purchase, upon the occurrence of certain events, approximately 27.5% of the fully diluted common stock of Atlantic Holdings are currently outstanding. Under certain circumstances, the Atlantic Holdings notes are convertible into approximately 43.7% of the fully diluted common stock of Atlantic Holdings. If all outstanding notes were converted and warrants exercised, giving effect to the acquisition, the Company would own approximately 63.4% of the Atlantic Holdings common stock, GBH would own approximately 28.8% of the Atlantic Holdings common stock and the remaining shares would be owned by the public.

d. On December 6, 2004, the Company purchased \$38.0 million aggregate principal amount of term loans issued by Panaco, Inc. ("Panaco") which constitutes 100% of the outstanding term loans of Panaco, (the "Panaco Debt"). On January 21, 2005, the Company entered into an agreement to acquire 100% of the equity of Panaco, an oil and gas exploration and production company, for up to 4,310,345 depository units, valued at \$29.00 per unit, or an aggregate of up to \$125.0 million, from affiliates of Mr. Icahn. The number of units to be issued is subject to reduction based upon Panaco's oil and gas reserve reports prepared by an independent reserve engineering firm.

e. In 1997 the Company entered into a license agreement with an affiliate of API for office space. Pursuant to the license agreement, the Company has the non-exclusive use of approximately 2,275 square feet for which it pays monthly rent of \$11,185 plus 10.77% of certain "additional rent." The terms of such license agreement were reviewed and approved by the Audit Committee of the Board of Directors of the General Partner (the "Audit Committee"). The agreement, which expired in

May 2004, has been extended on a month-to-month basis. For each of the three months ended March 31, 2005 and 2004, the Company paid rent of approximately \$39,000.

f. American Casino billed GBH, the holding company for the Sands, approximately \$136,000 and \$50,000 for administrative services performed by American Casino personnel during the three months ended March 31, 2005 and 2004, respectively.

g. NEG received management fees from affiliates of the General Partner of approximately \$3.3 million and \$2.6 million in the three months ended March 31, 2005 and 2004, respectively.

h. In the three months ended March 31, 2005 and 2004, the Company paid approximately \$228,000 and \$61,000 to an affiliate of the General Partner for telecommunication services, respectively.

i. An affiliate of the General Partner provided certain administrative services to the Company which paid to such affiliate approximately \$22,000 and \$20,000 in the three months ended March 31, 2005 and 2004, respectively.

j. As of May 1, 2005, affiliates of Mr. Icahn owned 9,346,044 Preferred Units and 39,896,836 Depositary Units which represent 86.5% of the outstanding Preferred Units and Depositary Units.

### 3. Commitments and Contingencies

We continue to pursue the approval and development of our New Seabury resort community located on Cape Cod overlooking Nantucket Sound and Martha's Vineyard. Although there are approximately 178 acres of developable land, construction has been delayed by a dispute with the Cape Cod Commission, a regional planning body which asserted jurisdiction over the development in January 2002. In February 2002, New Seabury Properties L.L.C. ("New Seabury"), the Company's subsidiary and owner of the property commenced legal action to overturn the Commission's assertion of jurisdiction. It is the Company's position that the proposed residential, commercial and recreational development is exempt from the Commission's jurisdiction.

The parties are now in settlement discussions. A proposed settlement agreement was endorsed by the Commission staff and presented at a public hearing of the Executive Committee on April 21, 2005. The staff and the Executive Committee have recommended that the full Commission authorize entry into the settlement as presented. If entered into by the Commission and accepted by the Court, New Seabury's plans to develop up to 400-450 residential private homes and condominium units as well as 10-50,000 square feet of commercial space could proceed immediately. The public hearing was continued until May 12, 2005 at which time the full Commission is expected to vote on the settlement. The Company cannot predict the effect on the development process if the Commission rejects the settlement agreement, the parties proceed with litigation and the Commission is ultimately successful in asserting jurisdiction over any of the development proposals.

The carrying value of New Seabury's development assets at March 31, 2005 is approximately \$11.0 million.

#### 4. Hotel, Casino and Resort Operating Properties

##### a. Hotel and Casino Operating Properties

American Casino is an indirect wholly-owned subsidiary of the Company that owns and operates three gaming and entertainment properties in the Las Vegas metropolitan area. American Casino's operations for the three months ended March 31, 2005 and 2004 have been included in "Hotel and casino operating income and expenses" in the Consolidated Statements of Earnings. Hotel and casino operating expenses include all expenses except for depreciation and amortization and income tax provision. Such expenses have been included in "Depreciation and amortization expense" and "Income tax expense" in the Consolidated Statements of Earnings. American Casino's depreciation and amortization expense was \$5.4 million and \$5.9 million in the three months ended March 31, 2005 and 2004, respectively. American Casino's income tax provision was \$4.5 million and \$4.4 million in the three months ended March 31, 2005 and 2004, respectively. American Casino accounted for approximately 63.4% and 73.4% of the Company's revenues in the three months ended March 31, 2005 and 2004, respectively.

The amount of revenues and expenses attributable to casino, hotel and restaurants, respectively, is summarized as follows:

	Three Months Ended March 31,	
	2005	2004
(In \$000's)		
<b>Revenues:</b>		
Casino	\$ 47,729	\$ 42,592
Hotel	15,793	13,888
Food and beverage	17,076	16,701
Tower, retail and other income	8,206	7,976
Gross revenues	88,804	81,157
Less: Promotional allowances	5,966	6,148
Net revenues	\$ 82,838	\$ 75,009
<b>Cost and Expenses:</b>		
Casino	\$ 15,900	\$ 15,696
Hotel	6,023	5,596
Food and beverage	12,376	11,620
Other operating expenses	3,619	3,151
Selling, general and administrative	19,706	18,180
Total costs and expenses	\$ 57,624	\$ 54,243

##### b. Hotel and Resort Operating Properties

Hotel and resort operations for the three months ended March 31, 2005 and 2004 have been included in "Hotel and resort operating income and expenses" in the Consolidated Statements of Earnings. Hotel and resort operating expenses include all expenses except for approximately \$0.9 million and \$0.6 million of depreciation and amortization for the three months ended March 31,

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

2005 and 2004, respectively. Such amounts have been included in "Depreciation and amortization expense" in the Consolidated Statements of Earnings.

### 5. National Energy Group, Inc.

Holding LLC owns 100% of Operating LLC, an oil and gas exploration company. NEG's investment in Holding LLC is recorded as a preferred investment. The initial investment was recorded at the historical carrying value of the net assets contributed with no gain or loss recognized on the transfer.

Balance sheets for Holding LLC as of March 31, 2005 and December 31, 2004 are as follows:

	<b>March 31, 2005</b>	<b>December 31, 2004</b>
<b>(In \$000's)</b>		
Current assets	\$ 30,991	\$ 23,146
Noncurrent assets(1)	251,438	237,127
<b>Total assets</b>	<b>\$ 282,429</b>	<b>\$ 260,273</b>
Current liabilities	\$ 35,699	\$ 22,456
Noncurrent liabilities	83,732	63,636
<b>Total liabilities</b>	<b>119,431</b>	<b>86,092</b>
<b>Members' equity</b>	<b>162,998</b>	<b>174,181</b>
<b>Total liabilities and members' equity</b>	<b>\$ 282,429</b>	<b>\$ 260,273</b>

(1) Primarily oil and gas properties

Summary income statements for Holding LLC for the three months ended March 31, 2005 and 2004 are as follows:

	<b>March 31, 2005</b>	<b>March 31, 2004</b>
<b>(In \$000's)</b>		
Total revenues	\$ 2,870	\$ 25,569
Costs and expenses	(13,137)	(11,044)
<b>Operating income (loss)</b>	<b>(10,267)</b>	<b>14,525</b>
Other income (expense)	(916)	(358)
<b>Net income (loss)</b>	<b>\$ (11,183)</b>	<b>\$ 14,167</b>

For the three month period ended March 31, 2005, Holding LLC generated cash flows of \$16.3 million from operating activities, used \$21.2 million in investing activities and generated \$15.0 million in financing activities.

For the quarter ended March 31, 2005, Holding LLC recorded \$22.6 million as a reduction in total revenues as a result of marking to market the oil and gas derivatives. This is a non-cash transaction.



The following is a roll forward of the Investment in Holding LLC as of March 31, 2005 (in \$000's):

Investment in Holding LLC at December 31, 2004	\$ 87,800
Accretion of investment in Holding LLC	9,893
	<hr/>
Investment in Holding LLC at March 31, 2005	\$ 97,693
	<hr/>

## 6. Marketable Equity and Debt Securities

In the three months ended March 31, 2005, the Company purchased approximately \$66.5 million of equity securities. Such securities are treated as available for sale. In the three months ended March 31, 2005, the Company recorded in Partners' Equity approximately \$2.4 million of unrealized losses on such securities.

## 7. Due from Brokers

In November and December 2004, the Company sold short certain equity securities which resulted in the following at March 31, 2005 (in \$000's):

- a. \$147,223 Due From Brokers Net proceeds from short sales of equity securities and cash collateral held by brokerage institutions against our short sales.
- b. \$83,750 Securities Sold Not Yet Purchased Our obligation to cover the short sales of equity securities described above. The Company recorded unrealized gains on securities sold short of \$21.7 million in the three months ended March 31, 2005 reflecting a decrease in price of the securities sold short. This amount has been recorded in the consolidated statements of earnings for the three months ended March 31, 2005 in the respective caption.

## 8. Investment in Debt Securities of Affiliates (in \$000's):

	March 31, 2005	December 31, 2004
	<hr/>	<hr/>
Atlantic Holdings/GB Holdings(a)	\$ 60,650	\$ 60,004
TransTexas(b)	27,500	27,500
Panaco(c)	36,643	38,000
	<hr/>	<hr/>
	\$ 124,793	\$ 125,504
Less current portion	(10,429)	(10,429)
	<hr/>	<hr/>
	\$ 114,364	\$ 115,075
	<hr/>	<hr/>

(a) See Note 2 regarding Atlantic Holdings Notes.

(b) On December 6, 2004, the Company purchased from affiliates of Mr. Icahn \$27,500,000 aggregate principal amount, or 100%, of the outstanding term notes issued by TransTexas (the "TransTexas Notes"). The purchase price was \$28,245,890, which equals the principal amount of the TransTexas Notes plus accrued but unpaid interest. The notes are payable annually in

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

equal consecutive annual payments of \$5,000,000, the final installment is due on August 28, 2008. Interest is payable semi-annually in February and August at the rate of 10% per annum. Interest income of \$687,500 was recognized in the three months ended March 31, 2005 and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the consolidated statements of earnings. The TransTexas Notes are secured by a first priority lien on all of TransTexas assets. Trans Texas was indirectly controlled by Mr. Icahn. In April, 2005, the Company acquired 100% of the TransTexas equity. See Note 16b.

(c)

On December 6, 2004, the Company purchased all of the membership interests of Mid River LLC ("Mid River") from Icahn affiliates for an aggregate purchase price of \$38,125,999. The assets of Mid River consist of \$38,000,000 principal amount of term loans of Panaco (the "Panaco Debt"). The purchase price included accrued but unpaid interest. The principal is payable in twenty-seven equal quarterly installments of the unpaid principal of \$1,357,143 commencing on March 15, 2005, through and including September 15, 2011. Interest is payable quarterly at a rate per annum equal to the LIBOR daily floating rate plus four percent, which was 6.346% at December 31, 2004. Interest income of \$400,822 was recognized in the three months ended March 31, 2005 and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the consolidated statements of earnings.

### **9. Senior Unsecured Notes Payable American Real Estate Partners, L.P.**

On February 7, 2005, AREP and its subsidiary, American Real Estate Finance Corp. ("AREF"), closed on their offering of senior notes due 2013. The notes, in the aggregate principal amount of \$480 million, were priced at 100% of principal amount. The notes have a fixed annual interest rate of 7<sup>1</sup>/<sub>8</sub>%, which will be paid every six months on February 15 and August 15, commencing August 15, 2005. The notes will mature on February 15, 2013. AREF, a wholly owned subsidiary of AREP, was formed solely for the purpose of serving as co-issuer of the notes. AREF does not have any operations or assets and does not have any revenues. AREH is a guarantor of the debt; however, no other subsidiaries guarantee payment on the notes. Simultaneously, AREP loaned AREH \$474 million which was net of a discount of \$6 million. The loan is under the same terms and conditions as AREP's Senior Notes due in 2013. The Company intends to use the proceeds of the offering, together with depository units to be issued by AREP, to fund the acquisitions described in Note 2, to pay related fees and expenses and for general business purposes. The notes restrict the ability of AREP and AREH, subject to certain exceptions, to, among other things; incur additional debt; pay dividends or make distributions; repurchase stock; create liens; and enter into transactions with affiliates. The notes were issued in an offering not registered under the Securities Act of 1933. At the time AREP issued the notes, AREP entered into a registration rights agreement in which it agreed to exchange the notes for new notes which have been registered under the Securities Act of 1933. If the registration statement is not filed with the SEC by August 8, 2005 or if the registration statement is not declared effective by the SEC on or prior to December 5, 2005 or if AREP fails to consummate an exchange offer in which we issue notes registered under the Securities Act of 1933 in exchange for the privately issued notes within 30 business days after December 5, 2005, then AREP will pay, as liquidated damages, \$.05 per week per \$1,000 principal amount for the first 90 day period following such failure, increasing by an



additional \$.05 per week of \$1,000 principal amount for each subsequent 90 day period, until all failures are cured.

**10. Preferred Units**

Pursuant to the terms of the Preferred Units, on March 4, 2005, the Company declared its scheduled annual preferred unit distribution payable in additional Preferred Units at the rate of 5% of the liquidation preference of \$10. The distribution was payable March 31, 2005 to holders of record as of March 15, 2005. A total of 514,133 additional Preferred Units were issued. At March 31, 2005, 10,800,397 Preferred Units are issued and outstanding. In February 2005, the number of authorized Preferred Units was increased to 10,900,000.

**11. Earnings Per Limited Partnership Unit**

Basic earnings per LP unit are based on earnings which are attributable to limited partners. Net earnings available for limited partners are divided by the weighted average number of shares of limited partnership units outstanding.

Diluted earnings per LP unit are based on earnings before the preferred pay-in-kind distribution as the numerator with the denominator based on the weighted average number of units and equivalent units outstanding. The Preferred Units are considered to be equivalent units.

***Net Income Per Unit***

Basic net income per LP unit is derived by dividing net income attributable to the limited partners by the basic weighted average number of LP units outstanding for each period. Diluted earnings per LP unit is derived by adjusting net income attributable to the limited partners for the assumed dilutive

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

effect of the redemption of the Preferred Units ("Diluted Earnings") and dividing Diluted Earnings by the diluted weighted average number of LP units outstanding for each period.

	Three Months Ended March 31,	
	2005	2004
In \$000's (Except per unit data)		
Attributable to Limited Partners:		
Basic income from continuing operations	\$ 38,940	\$ 47,663
Add Preferred LP Unit distribution	1,259	1,201
Income before discontinued operations	40,199	48,864
Income from discontinued operations	19,288	9,945
Diluted earnings	\$ 59,487	\$ 58,809
Weighted average limited partnership units outstanding	46,098,284	46,098,284
Dilutive effect of redemption of Preferred LP Units	3,759,338	6,401,019
Weighted average limited partnership units and equivalent partnership units outstanding	49,857,622	52,499,303
Basic earnings:		
Income from continuing operations	\$ 0.84	\$ 1.03
Income from discontinued operations	0.42	0.22
Basic earnings per LP unit	\$ 1.26	\$ 1.25
Diluted earnings:		
Income from continuing operations	\$ 0.81	\$ 0.93
Income from discontinued operations	0.39	0.19
Diluted earnings per LP unit	\$ 1.20	\$ 1.12

## 12. Comprehensive Income

The components of comprehensive income include net income and certain other amounts reported directly in equity.

Comprehensive income for the three months ended March 31, 2005 and 2004 is as follows (in \$000's):

	Three Months Ended March 31,	
	2005	2004 (Restated)
Net income	\$ 59,410	\$ 63,020
Net unrealized gains (losses) on securities available for sale	(2,394)	7,433
Reversal of unrealized gains on securities available for sale		(4,900)
Comprehensive income	\$ 57,016	\$ 65,553

### 13. Segment Reporting

The Company has six operating segments consisting of: (i) hotel and casino operating properties, (ii) property development, (iii) rental real estate, (iv) hotel and resort operating properties, (v) investment in oil and gas operating properties and (vi) investments in securities, including investments in other limited partnerships and marketable equity and debt securities. The Company's reportable segments offer different services and require different operating strategies and management expertise.

The Company assesses and measures segment operating results based on segment earnings from operations as disclosed below. Segment earnings from operations are not necessarily indicative of cash available to fund cash requirements nor synonymous with cash flow from operations.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The revenues and net earnings for each of the reportable segments are summarized as follows for the three months ended March 31, 2005 and 2004 (in \$000's):

	Three Months Ended March 31,	
	2005	2004 (Restated)
<b>Revenues:</b>		
Hotel and casino operating income	\$ 81,852	\$ 74,661
Land, house and condominium sales	8,279	5,014
Rental real estate	4,001	4,963
Hotel and resort operating income	5,563	1,335
Oil and gas operating properties	13,168	10,523
Other investments	11,092	4,763
	<u>123,955</u>	<u>101,259</u>
Subtotal	123,955	101,259
Reconciling items primarily interest income on U.S. Government obligations	6,668	960
	<u>130,623</u>	<u>102,219</u>
Total revenues	\$ 130,623	\$ 102,219
<b>Net earnings:</b>		
Segment earnings:		
Hotel and casino operating properties	\$ 24,228	\$ 20,418
Land, house and condominium development	1,232	1,656
Rental real estate	3,049	3,878
Hotel and resort operating properties	158	(89)
Oil and gas operating properties	10,113	8,092
Other investments	11,092	4,763
	<u>49,872</u>	<u>38,718</u>
Total segment earnings	49,872	38,718
Income from discontinued operations	19,680	10,147
Gain on sales of marketable equity securities		28,857
Unrealized gains on securities sold short	21,704	
Gain on sales and disposition of real estate	186	6,047
Other expenses, net	(32,032)	(20,749)
General partner's share of net income	(1,182)	(5,412)
	<u>58,228</u>	<u>57,608</u>
Net earnings attributable to limited partner units	\$ 58,228	\$ 57,608

**14. Income Taxes (in \$000's)***Corporate income taxes*

(i) The Company's corporations recorded the following income tax (expense) benefit attributable to continuing operations for American Casino and NEG for the three months ended March 31, 2005 (in \$000's):

	Three Months Ended March 31,	
	2005	2004
Current	\$ (1,102)	\$ (4,554)
Deferred	(6,548)	(1,615)
	<u>\$ (7,650)</u>	<u>\$ (6,169)</u>

(ii) The tax effect of significant differences representing net deferred tax assets (the difference between financial statement carrying values and the tax basis of assets and liabilities) for the Company is as follows at March 31, 2005 and December 31, 2004 (in \$000's):

	March 31, 2005	December 31, 2004
Deferred tax assets:		
Depreciation	\$ 38,424	\$ 39,209
Net operating loss carryforwards	30,741	32,176
Investment in NEG Holding LLC	1,927	5,333
Other	5,032	5,954
	<u>76,124</u>	<u>82,672</u>
Valuation allowance	(14,588)	(14,588)
	<u>61,536</u>	<u>68,084</u>
Sub-total	61,536	68,084
Less current portion	(2,685)	(2,685)
	<u>\$ 58,851</u>	<u>\$ 65,399</u>
Net deferred tax assets	\$ 58,851	\$ 65,399

**15. Significant Property Transactions**

To capitalize on favorable real estate market conditions and the mature nature of the Company's commercial real estate portfolio, AREP has offered its rental real estate portfolio for sale. In the three months ended March 31, 2005, the Company sold four rental real estate properties and a golf resort for approximately \$51.9 million which were encumbered by mortgage debt of approximately \$10.7 million repaid from the sale proceeds.

Of the five properties, the Company sold one financing lease property for approximately \$8.4 million encumbered by mortgage debt of approximately \$3.8 million. The carrying value of this property was approximately \$8.2 million; therefore, the Company recognized a gain on sale of approximately \$0.2 million in the three months ended March 31, 2005, which is included in income from continuing operations. The Company sold four operating properties for approximately

\$43.5 million encumbered by mortgage debt of approximately \$6.9 million. The carrying value of these properties was approximately \$24.8 million. The Company recognized a gain on sale of approximately \$18.7 million in the three months ended March 31, 2005, which is included in income from discontinued operations.

At March 31, 2005, the Company had 11 properties under contract or as to which letters of intent had been executed by potential purchasers, all of which contracts or letters of intent are subject to purchaser's due diligence and other closing conditions. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$45.5 million. These properties are encumbered by mortgage debt of approximately \$25.3 million. At March 31, 2005, the carrying value of these properties is approximately \$29.1 million. In accordance with generally accepted accounting principles, only the real estate operating properties under contract or letter of intent, but not the financing lease properties, were reclassified to "Properties Held for Sale" and the related income and expense reclassified to "Income from Discontinued Operations."

#### **16. Subsequent Events**

a. On April 26, 2005, the Board of Directors of our General Partner appointed Jon F. Weber, 46 as President of API. Mr. Weber, who replaces Keith A. Meister as President of API, will assume day-to-day responsibility for our New York-based corporate operations. Mr. Meister will continue to serve as API's Chief Executive Officer.

b. On April 6, 2005, the Company closed its previously announced acquisition of TransTexas Gas Corporation for \$180.0 million in cash.

In accordance with generally accepted accounting principles, assets transferred between entities under common control are accounted for at historical costs similar to a pooling of interests, and the financial statements of previously separate companies for periods prior to the acquisition are restated on a combined basis. Had the pooling been consummated at the date of the financial statements, our revenue for the three months ended March 31, 2005 and 2004 would have been increased by \$6.1 million and \$15.3 million, respectively. Our net income for the three months ended March 31, 2005 and 2004 would have been decreased by \$5.3 million and \$1.4 million, respectively.

Summary financial data for TransTexas for the three months ended March 31, 2005 and 2004 are as follows:

	March 31,	
	2005	2004
	(In \$000's)	
Total revenues	\$ 6,064(1)	\$ 15,333
Pre-tax (loss)	\$ (8,194)	\$ (1,609)
Estimated tax benefit	2,868	203
Minority interest		(39)
Net (loss)	\$ (5,326)	\$ (1,445)

(1) Includes a reduction in total revenues of approximately \$9.8 million as a result of marking to market the oil and gas derivatives. This a non-cash transaction.

c. In April 2005, the Company sold one property for approximately \$2.1 million and will recognize a gain of \$1.2 million with respect to this sale.

d. The Company sold short certain equity securities. Such liability is recorded at market value at the balance sheet date and gains and losses are reflected in the statement of earnings. In the three months ended March 31, 2005, the Company recorded unrealized gains on securities sold short of approximately \$21.7 million.

Based on market value at May 1, 2005, such liability had increased and assuming no change in value at June 30, 2005, the Company would record losses on securities sold short of approximately \$27.7 million and \$6.0 million in the three and six months ended June 30, 2005, respectively.

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Partners of  
American Real Estate Partners, L.P.

We have audited the accompanying supplemental consolidated balance sheet of American Real Estate Partners, L.P. and Subsidiaries as of December 31, 2004, and the related supplemental consolidated statements of earnings, changes in partners' equity and comprehensive income, and cash flows for the year then ended as restated for the acquisition of TransTexas Gas Corporation discussed in Note 1. These supplemental consolidated financial statements are the responsibility of the Partnership's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). 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 audit provides a reasonable basis for our opinion.

In our opinion, the supplemental consolidated financial statements referred to above present fairly, in all material respects, the financial position of American Real Estate Partners, L.P. and Subsidiaries as of December 31, 2004, and the results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

/s/ GRANT THORNTON LLP

New York, New York  
June 2, 2005



**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Partners

American Real Estate Partners, L.P.:

We have audited the accompanying supplemental consolidated balance sheet of American Real Estate Partners, L.P. and subsidiaries as of December 31, 2003, and the related supplemental consolidated statements of earnings, changes in partners' equity and comprehensive income, and cash flows for each of the years in the two-year period ended December 31, 2003. These supplemental consolidated financial statements are the responsibility of the Partnership's management. Our responsibility is to express an opinion on these supplemental consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). 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.

The supplemental consolidated financial statements give retroactive effect to the merger of American Real Estate Partners, L.P. and subsidiaries and TransTexas Gas Corporation on April 6, 2005, which has been accounted for in a manner similar to a pooling-of-interests as described in Note 1 to the supplemental consolidated financial statements. Generally accepted accounting principles proscribe giving effect to a consummated business combination accounted for by the pooling-of-interests method in the financial statements that do not include the date of consummation. These financial statements do not extend through the date of consummation. However, they will become the historical consolidated financial statements of American Real Estate Partners, L.P. and subsidiaries after financial statements covering the date of consummation of the business combination are issued.

In our opinion, the supplemental consolidated financial statements referred to above present fairly, in all material respects, the financial position of American Real Estate Partners, L.P. and subsidiaries as of December 31, 2003, and the results of their operations and their cash flows for each of the years in the two-year period ended December 31, 2003, in conformity with U.S. generally accepted accounting principles applicable after financial statements are issued for a period which includes the date of the consummation of the business combination.

/s/ KPMG LLP

New York, New York  
May 4, 2005

F-67

---

**AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES**  
**SUPPLEMENTAL CONSOLIDATED BALANCE SHEETS**

**MARCH 31, 2005 (UNAUDITED) AND DECEMBER 31, 2004 AND 2003**

	March 31,	December 31,	
	2005	2004	2003

(in \$000's except per unit amounts)

(Unaudited)

**ASSETS**

Current Assets:

Cash and cash equivalents (Note 2)	\$ 1,250,074	\$ 768,918	\$ 504,369
Investment in U.S. government and agency obligations (Note 4)	68,894	96,840	52,583
Marketable equity and debt securities (Note 5)	68,497	2,248	55,826
Due from brokers (Note 6)	147,223	123,001	
Restricted cash	28,537	19,856	15,058
Receivables and other current assets	52,567	59,274	51,780
Real estate leased to others:			
Current portion of lease amortization for leases accounted for under the financing method (Note 8)	3,740	3,912	5,738
Properties held for sale (Notes 9 and 15)	33,995	58,021	128,813
Current portion of investment in debt securities of affiliates (Note 12)	5,429	5,429	
Current portion of deferred tax asset (Note 23)	2,685	2,685	2,982
Total current assets	1,661,641	1,140,184	817,149
Investment in U.S. government and agency obligations (Note 4)	5,533	5,491	8,990
Other investments (Note 7)	244,602	245,948	50,328
Land and construction-in-progress (Note 15)	106,000	106,537	43,459
Real estate leased to others:			
Accounted for under the financing method (Notes 8, 15 and 16)	75,949	85,281	131,618
Accounted for under the operating method, net of accumulated depreciation (Notes 9, 15 and 16)	51,127	49,118	76,443
Oil and gas properties, net (Notes 2 and 14)	180,241	168,136	168,921
Hotel, casino and resort operating properties, net of accumulated depreciation:			
American Casino & Entertainment Properties LLC (Notes 10 and 17)	288,890	289,360	298,703
Hotel and resorts (Notes 9 and 11)	46,041	50,132	41,526
Deferred finance costs and other assets, net	24,831	21,200	4,095
Long-term portion of investment in debt securities of affiliates (Note 12)	91,864	92,575	24,696
Investment in NEG Holding LLC (Note 14)	97,693	87,800	69,346
Equity interest in GB Holdings, Inc. (The Sands Hotel and Casino)(Note 13)	9,138	10,603	30,854
Deferred tax asset (Note 23)	52,147	55,824	65,445
Total	\$ 2,935,697	\$ 2,408,189	\$ 1,831,573

**LIABILITIES AND PARTNERS' EQUITY**

## Current Liabilities:

Current portion of mortgages payable (Notes 8, 9 and 16)	\$ 4,205	\$ 3,700	\$ 4,892
Mortgages on properties held for sale (Notes 9 and 16)	20,372	27,477	82,861
Accounts payable, accrued expenses and other current liabilities (Note 20)	96,814	95,877	55,880
Securities sold not yet purchased (Note 6)	83,750	90,674	
Other debt due to affiliates (Notes 14 and 17)	10,000		30,000
	<u>215,141</u>	<u>217,728</u>	<u>173,633</u>

Other liabilities	28,133	26,048	29,127
Long-term portion of mortgages payable (Notes 8, 9 and 16)	55,614	60,719	93,236
Senior secured notes payable (Note 18)	215,000	215,000	
Senior unsecured notes payable 8 <sup>1</sup> / <sub>8</sub> % due 2012-net of unamortized discount of \$2,321 and \$2,402 at March 31, 2005 and December 31, 2004 (Note 19)	350,679	350,598	
Senior unsecured notes payable-7 <sup>1</sup> / <sub>8</sub> % due 2013 (Note 19)	480,000		
Asset retirement obligation (Note 2)	3,999	3,930	3,477
Due to affiliates (Notes 14 and 17)			27,500

## Preferred limited partnership units:

\$10 liquidation preference, 5% cumulative pay-in-kind; 10,400,000 authorized; 10,800,397, 10,286,264 and 9,796,607 issued and outstanding as of March 31, 2005, December 31, 2004 and 2003 (Note 22)	108,006	106,731	101,649
---	---------	---------	---------

Total long-term liabilities	<u>1,241,431</u>	<u>763,026</u>	<u>254,989</u>
-----------------------------	------------------	----------------	----------------

Minority interest (Note 14)			9,604
-----------------------------	--	--	-------

## Commitments and contingencies (Notes 3 and 24):

## Partners' Equity

## Limited partners:

Depository units; 47,850,000 authorized; 47,235,484 outstanding	1,383,913	1,328,031	1,184,870
General partner	107,133	111,325	220,398
Treasury units at cost:			
1,137,200 depository units (Note 28)	(11,921)	(11,921)	(11,921)

Partners' equity (Notes 2 and 3)	<u>1,479,125</u>	<u>1,427,435</u>	<u>1,393,347</u>
----------------------------------	------------------	------------------	------------------

Total	<u>\$ 2,935,697</u>	<u>\$ 2,408,189</u>	<u>\$ 1,831,573</u>
-------	---------------------	---------------------	---------------------

See notes to supplemental consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

## SUPPLEMENTAL CONSOLIDATED STATEMENTS OF EARNINGS

FOR THE THREE MONTHS ENDED MARCH 31, 2005 AND 2004 (UNAUDITED) AND

YEARS ENDED DECEMBER 31, 2004, 2003 AND 2002

	Three Months Ended March 31,		Years Ended December 31,		
	2005	2004	2004	2003	2002
(in \$000's except unit and per unit amounts)					
(Unaudited)					
<b>Revenues:</b>					
Hotel and casino operating income (Note 10)	\$ 82,838	\$ 75,009	\$ 299,981	\$ 262,811	\$ 250,023
Land, house and condominium sales	8,279	5,014	26,591	13,265	76,024
Interest income on financing leases	1,966	2,936	9,880	13,115	14,722
Interest income on U.S. Government and Agency obligations and other investments (Notes 2 and 7)	12,902	4,944	44,376	22,592	30,569
Rental income	2,035	2,027	7,916	7,092	6,852
Hotel and resort operating income (Note 11)	5,563	1,335	16,211	12,376	12,921
Oil and gas operating income (Notes 2 and 14)	15,422	15,333	58,419	20,899	
Accretion of investment in NEG Holding LLC (Note 14)	9,893	7,904	34,432	30,142	32,879
NEG management fee	2,108	1,464	6,887	6,629	7,637
Dividend and other income (Notes 5 and 7)	4,206	834	3,616	3,211	2,720
Equity in (loss) earnings of GB Holdings, Inc. (Note 13)	(986)	(348)	(2,113)	(3,466)	305
	<u>144,226</u>	<u>116,452</u>	<u>506,196</u>	<u>388,666</u>	<u>434,652</u>
<b>Expenses:</b>					
Hotel and casino operating expenses (Note 10)	57,624	54,243	227,603	216,857	217,938
Cost of land, house and condominium sales	7,047	3,358	18,486	9,129	54,640
Oil and gas operating expense (Notes 2 and 14)	2,866	3,858	13,816	5,028	
Hotel and resort operating expenses (Note 11)	5,405	1,424	12,730	8,773	10,536
Interest expense (Notes 15, 16, 17, 18, 19 and 22)	19,265	7,191	49,669	27,057	27,297
Depreciation, depletion and amortization	16,167	18,396	68,291	40,571	23,646
General and administrative expenses (Note 3)	7,610	4,364	20,952	14,081	14,134
Property expenses	952	1,085	4,340	4,472	3,862
Provision for losses on real estate			3,150	750	3,212
	<u>116,936</u>	<u>93,919</u>	<u>419,037</u>	<u>326,718</u>	<u>355,265</u>
Operating income	27,290	22,533	87,159	61,948	79,387
<b>Other gains and (losses):</b>					
Gain (loss) on sale of other assets	(180)	(4)	1,680	(1,503)	(353)
Gain on sale of marketable equity and debt securities		28,857	40,159	2,607	
Unrealized gains (losses) on securities sold short (Note 6)	21,704		(23,619)		
Change in fair market value of derivative contract	(9,813)				
Impairment loss on equity interest in GB Holdings, Inc. (Note 13)			(15,600)		
Write-down of marketable equity and debt securities and other investments (Note 5)				(19,759)	(8,476)
	186	6,047	5,262	7,121	8,990

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	Three Months Ended March 31,		Years Ended December 31,		
Gain on sales and disposition of real estate (Note 15)					
Loss on limited partnership interests					(3,750)
Severance tax refund			4,468		
Minority interest (Notes 10 and 14)		(39)	(812)	(1,266)	(1,943)
Income from continuing operations before income taxes	39,187	57,394	98,697	49,148	73,855
Income tax (expense) benefit (Note 23)	(4,782)	(5,966)	(17,326)	16,750	(10,096)
Income from continuing operations	34,405	51,428	81,371	65,898	63,759

F-70

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Discontinued operations:					
Income from discontinued operations	957	3,218	7,500	7,653	6,937
Gain on sales and disposition of real estate	18,723	6,929	75,197	3,353	
Total income from discontinued operations	19,680	10,147	82,697	11,006	6,937
Net earnings	\$ 54,085	\$ 61,575	\$ 164,068	\$ 76,904	\$ 70,696
Net earnings attributable to (Note 1):					
Limited partners	\$ 58,228	\$ 57,608	\$ 152,507	\$ 59,360	\$ 63,168
General partner	(4,143)	3,967	11,561	17,544	7,528
	\$ 54,085	\$ 61,575	\$ 164,068	\$ 76,904	\$ 70,696
Net earnings per limited partnership unit (Notes 2 and 21):					
Basic earnings:					
Income from continuing operations	\$ 0.84	\$ 1.03	\$ 1.55	\$ 1.00	\$ 1.12
Income from discontinued operations	0.42	0.22	1.76	0.24	0.15
Basic earnings per LP unit	\$ 1.26	\$ 1.25	\$ 3.31	\$ 1.24	\$ 1.27
Weighted average limited partnership units outstanding	46,098,284	46,098,284	46,098,284	46,098,284	46,098,284
Diluted earnings:					
Income from continuing operations	\$ 0.81	\$ 0.93	\$ 1.48	\$ 0.94	\$ 1.00
Income from discontinued operations	\$ 0.39	0.19	1.57	0.19	0.12
Diluted earnings per LP unit	\$ 1.20	\$ 1.12	\$ 3.05	\$ 1.13	\$ 1.12
Weighted average limited partnership units and equivalent partnership units outstanding	49,857,622	52,499,303	51,542,312	54,489,943	56,466,698

See notes to supplemental consolidated financial statements.

## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

**SUPPLEMENTAL CONSOLIDATED STATEMENTS OF CHANGES IN PARTNERS'  
EQUITY AND COMPREHENSIVE INCOME  
FOR THE THREE MONTHS ENDED MARCH 31, 2005, (Unaudited) AND  
YEARS ENDED DECEMBER 31, 2004, 2003 AND 2002  
(in \$000's)**

	General Partner's Equity (Deficit)	Limited Partners' Equity		Held in Treasury		Total Partners' Equity
		Depository Units	Preferred Units	Amounts	Units	
Balance, December 31, 2001	\$ 58,846	\$ 996,701	\$ 92,198	\$ (11,921)	1,137	1,135,824
Comprehensive income:						
Net earnings	7,528	63,168				70,696
Reclassification of unrealized loss on sale of debt securities	211	10,384				10,595
Adjustment to reverse unrealized loss on investment securities reclassified to notes receivable	131	6,451				6,582
Net unrealized losses on securities available for sale	(5)	(237)				(242)
Comprehensive income	7,865	79,766				87,631
Net adjustment for acquisition of minority interest (Note 10)	21,151					21,151
Pay-in-kind distribution (Note 22)		(4,610)	4,610			
Capital contribution to American Casino (Note 10)	831					831
Balance, December 31, 2002	88,693	1,071,857	96,808	(11,921)	1,137	1,245,437
Comprehensive income:						
Net earnings	17,544	59,360				76,904
Reclassification of unrealized loss on sale of debt securities	15	746				761
Net unrealized gains on securities available for sale	183	8,991				9,174
Sale of marketable equity securities available for sale	(6)	(274)				(280)
Comprehensive income	17,736	68,823				86,559
Pay-in-kind distribution (Note 22)		(2,391)	2,391			
Change in deferred tax asset valuation allowance related to book-tax differences existing at time of bankruptcy (Note 23)	524	46,581				47,105
Capital distribution (Note 10)	(2,808)					(2,808)
Reclassification of Preferred LP units to liabilities (Note 22)			(99,199)			(99,199)
Net adjustment for TransTexas acquisition (Note 14)	116,253					116,253
Balance, December 31, 2003	220,398	1,184,870		(11,921)	1,137	1,393,347
Comprehensive income:						
Net earnings	11,561	152,507				164,068
Reclassification of unrealized gains on marketable securities sold	(190)	(9,378)				(9,568)
Net unrealized gains on securities available for sale	1	32				33
Comprehensive income	11,372	143,161				154,533
Capital distribution from American Casino (Note 10)	(17,916)					(17,916)
Capital contribution to American Casino (Note 10)	22,800					22,800
Arizona Charlie's acquisition (Note 10)	(125,900)					(125,900)
Distribution						
Change in deferred tax asset related to acquisition of Arizona Charlie's	2,490					2,490
	(1,919)					(1,919)

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	<u>Limited Partners' Equity</u>			<u>Held in Treasury</u>		
Distribution to General Partner relating to TransTexas' purchase of minority interest and treasury shares (Note 14)						
Balance, December 31, 2004	111,325	1,328,031		(11,921)	1,137	1,427,435
Comprehensive income:						
Net earnings	(4,143)	58,228				54,085
Net unrealized losses on securities available for sale	(49)	(2,346)				(2,395)
Comprehensive income	(4,192)	55,882				51,690
Balance, March 31, 2005 (unaudited)	\$ 107,133	\$ 1,383,913	\$	\$ (11,921)	\$ 1,137	\$ 1,479,125

Accumulated other comprehensive income (loss) at March 31, 2005, December 31, 2004, 2003 and 2002 was (\$2,517), (\$122), \$9,174 and (\$242), respectively.

See notes to supplemental consolidated financial statements.



## AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

## SUPPLEMENTAL CONSOLIDATED STATEMENTS OF CASH FLOWS

FOR THE THREE MONTHS ENDED MARCH 31, 2005 AND 2004 (UNAUDITED) AND YEARS ENDED DECEMBER 31, 2004, 2003 AND 2002

(in \$000's)

	Three Months Ended March 31,		Years Ended December 31,		
	2005	2004	2004	2003	2002
(Unaudited)					
Cash flows from operating activities:					
Income from continuing operations	\$ 34,405	\$ 51,428	\$ 81,371	\$ 65,898	\$ 63,759
Adjustments to reconcile net earnings to net cash provided by operating activities:					
Depreciation, depletion and amortization	16,099	18,316	67,959	41,173	23,646
Change in fair market value of derivative contracts	9,813	2,050	1,659	(373)	
Note discount amortization	26	71	281	95	
Accretion of discount on asset retirement obligation	69	80	332	96	
Preferred LP interest expense	1,286	1,225	5,082	2,450	
Gain on sale of marketable equity securities		(28,857)	(40,159)	(2,607)	
Unrealized (gains) losses on securities sold short	(21,704)		23,619		
Impairment loss on equity interest in GB Holdings, Inc.			15,600		
Gain on sales and disposition of real estate	(186)	(6,047)	(5,262)	(7,121)	(8,990)
Loss on limited partnership interests					3,750
Loss (gain) on sale of assets	180	4	(1,584)	1,511	353
Provision for loss on real estate			3,150	750	3,212
Write-down of marketable equity and debt securities and other investments				19,759	8,476
Minority interest		39	812	1,266	1,943
Equity in losses (earnings) of GB Holdings, Inc.	986	348	2,113	3,466	(305)
Deferred gain amortization	(510)	(510)	(2,038)	(2,038)	(2,038)
Accretion of investment in NEG Holding LLC	(9,893)	(7,904)	(34,432)	(30,142)	(32,879)
Deferred income tax expense (benefit)	3,678	1,412	14,296	(22,256)	9,785
Changes in operating assets and liabilities:					
Decrease (increase) in receivables and other assets	5,639	(8,414)	(10,442)	3,762	2,944
Increase in due from brokers	(2,518)		(123,001)		
Decrease (increase) in land and construction-in-progress	5,950	(455)	(1,626)	(4,106)	24,215
Increase in restricted cash	(8,682)		(4,798)	(13,095)	
Increase (decrease) in accounts payable, accrued expenses and other liabilities	1,404	13,046	96,280	(38,346)	271
Net cash provided by continuing operations	36,042	35,832	89,212	20,142	98,142
Total income from discontinued operations					
Depreciation and amortization	31	210	1,244	5,129	4,464
Net gain from property transactions	(18,723)	(6,929)	(75,197)	(3,353)	
Net cash provided by discontinued operations	988	3,428	8,744	12,782	11,401
Net cash provided by operating activities	37,030	39,260	97,956	32,924	109,543
Cash flows from investing activities:					
Cash related to combination of TransTexas accounted for as a pooling of interest				15,312	
Increase (decrease) in other investments			2,942	(28,491)	(23,200)
Repayments of mezzanine loans included in other investments			49,130	12,200	23,000

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	<b>Three Months Ended March 31,</b>		<b>Years Ended December 31,</b>		
	<hr/>		<hr/>		
Decrease in mortgages and notes receivable		351			
Net proceeds from the sales and disposition of real estate	4,650	11,346	16,790	15,290	20,513
Proceeds from sale of other assets	19	64	3,779		
Principal payments received on leases accounted for under the financing method	908	1,112	4,219	5,310	5,941
Principal payments received on investments in debt securities of affiliates	2,700				
Purchase of debt securities included in other investments			(245,166)		
Purchase of debt securities of affiliates			(65,500)		
Purchase of Atlantic Holdings debt included in debt securities due from affiliates			(36,000)		
Acquisition of Arizona Charlies'			(125,900)		
Additions to hotel, casino and resort operating property	(4,781)		(16,203)	(32,911)	(21,715)

F-73

---

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Acquisition of hotel and resort operating property	(1,492)	(16,463)			
Acquisitions of rental real estate	(14,583)	(14,583)			(18,226)
Acquisition of land and construction in progress		(61,845)			
Additions to rental real estate	(166)	(18)	(413)		(181)
Additions to oil and gas operating property	(21,071)	(6,106)	(47,528)	(633)	
Decrease (increase) in investment in U.S. Government and Agency Obligations (Note 2)	27,903	(61,077)	(40,757)	274,478	(22,410)
Increase in marketable equity and debt securities	(66,250)			(45,140)	(4,415)
Proceeds from sale of marketable equity and debt securities	64,471	90,614		3,843	
Decrease in note receivable from affiliate				250,000	
Acquisition of minority interest in TransTexas			(4,136)		
Decrease in minority interest in Stratosphere Corp					(44,744)
Decrease in investment in Stratosphere Corp				788	
Investment in NEG, Inc				(148,101)	
Guaranteed payment from NEG Holding LLC			15,979	18,229	21,653
Priority distribution from NEG Holding LLC				40,506	
Decrease in due to affiliate					(68,491)
Increase in restricted cash	(219,313)				
Other	50	(194)	560		197
Net cash (used in) provided by investing activities from continuing operations	(55,922)	(225,443)	(490,840)	380,827	(132,078)
Cash flows from investing activities from discontinued operations:					
Net proceeds from the sales and disposition of real estate	36,582	7,392	134,789	5,336	
Net cash (used in) provided by investing activities	(19,340)	(218,051)	(356,051)	386,163	(132,078)
Cash flows from financing activities:					
Partners' Equity:					
Distributions to members			(17,916)		
Member's contribution			22,800		
Contributions to American Casino					598
Debt:					
Repayment of credit facilities				(2,904)	(5,000)
Proceeds from credit facility				7,780	17,220
Proceeds from Senior Notes Payable	480,000	215,000	565,409		
Decrease in due to affiliates	(6,602)		(24,925)		
Proceeds from mortgages payable			10,000	20,000	12,700
Payments on mortgages payable				(3,837)	(462)
Periodic principal payments	(1,598)	(3,721)	(14,613)	(15,297)	(7,198)
Debt issuance costs	(8,334)	(7,515)	(18,111)		
Other					242
Net cash provided by financing activities	463,466	203,764	522,644	5,742	18,100
Net increase (decrease) in cash and cash equivalents	481,156	24,973	264,549	424,829	(4,435)
Cash and cash equivalents, beginning of period	768,918	517,464	504,369	79,540	83,975
Cash and cash equivalents at end of period	\$ 1,250,074	\$ 542,437	\$ 768,918	\$ 504,369	\$ 79,540
Supplemental information:					
Cash payments for interest, net of amounts capitalized	\$ 9,612	\$ 5,667	\$ 48,015	\$ 65,253	\$ 37,176
Supplemental schedule of noncash investing and financing activities:					
Reclassification of real estate to operating lease	\$ 3,068	\$	\$	\$ 5,065	\$ 13,403
Reclassification from hotel and resort operating properties		(6,395)	(6,428)		
Reclassification of real estate from financing lease	(358)		(1,920)	(5,065)	(13,503)
Reclassification of real estate from operating lease	(411)	(14,353)	(38,452)	(126,263)	
Reclassification of real estate to property held for sale	716	20,748	46,800	126,263	100



Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Reclassification of real estate from properties held for sale	(3,015)				
Decrease in other investments			(3,453)		
Decrease in deferred income			2,565		
Increase in real estate accounted for under the operating method			888		
Reclassification from marketable equity and debt securities				(20,494)	
Reclassification from receivable and other assets			(1,631)		
Reclassification to other investments			1,631	20,494	
	\$	\$	\$	\$	\$
Net unrealized (losses) gains on securities available for sale	\$ (2,394)	\$ 2,378	\$ 33	\$ 9,174	\$ (242)
Increase in equity and debt securities	\$ 805	\$ 300	\$ 1,740	\$ 1,200	\$ 2,890
Contribution of note from NEG Holding LLC	\$	\$	\$	\$ 10,940	\$
Change in tax asset related to acquisition	\$	\$	\$ 2,490	\$	\$

See notes to supplemental consolidated financial statements.

AMERICAN REAL ESTATE PARTNERS, L.P. AND SUBSIDIARIES

NOTES TO SUPPLEMENTAL CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2005 (Unaudited) and December 31, 2004, 2003 and 2002

**1. Description of Business and Basis of Presentation**

American Real Estate Partners, L.P. and its subsidiaries (the "Company" or "AREP") are engaged in the following operating businesses: (1) rental real estate; (2) hotel, casino and resort operations; (3) land, house and condominium development; (4) participation in and ownership of oil and gas operating properties; and (5) investment in securities, including investment in other entities and marketable equity and debt securities.

As a result of the Company's expansion into non-real estate businesses, the Company has changed the presentation of its 2005 and 2004 Consolidated Balance Sheets to a classified basis. The 2003 Consolidated Balance Sheet has been reclassified to conform to the 2005 and 2004 presentation.

On July 1, 1987, American Real Estate Holdings Limited Partnership (the "Subsidiary" or "AREH"), in connection with an exchange offer (the "Exchange"), entered into merger agreements with American Real Estate Partners, L.P. and each of thirteen separate limited partnerships (collectively, the "Predecessor Partnerships"), pursuant to which the Subsidiary acquired all the assets, subject to the liabilities of the Predecessor Partnerships.

By virtue of the Exchange, the Subsidiary owns the assets, subject to the liabilities, of the Predecessor Partnerships. The Company owns a 99% limited partner interest in AREH. AREH, the operating partnership, was formed to hold the investments of and conduct the business operations of the Company. Substantially all of the assets and liabilities of the Company are owned by AREH and substantially all operations are conducted through AREH. American Property Investors, Inc. (the "General Partner") owns a 1% general partner interest in both the Subsidiary and the Company, representing an aggregate 1.99% general partner interest in the Company and the Subsidiary. The General Partner is owned and controlled by Mr. Carl C. Icahn ("Icahn" or "Mr. Icahn").

On August 16, 1996, the Company amended its Partnership Agreement to permit non-real estate related acquisitions and investments to enhance unitholder value and further diversify its assets. Under the Amendment, investments may include equity and debt securities of domestic and foreign issuers. The portion of the Company's assets invested in any one type of security or any single issuer are not limited.

The Company will conduct its activities in such a manner so as not to be deemed an investment company under the Investment Company Act of 1940 (the "1940 Act"). Generally, this means that no more than 40% of the Company's total assets will be invested in investment securities, as such term is defined in the 1940 Act. In addition, the Company does not intend to invest in securities as its primary business and will structure its investments to continue to be taxed as a partnership rather than as a corporation under the applicable publicly traded partnership rules of the Internal Revenue Code.

As of May 1, 2005, affiliates of the General Partner owned 9,346,044 Preferred Units, or 86.5%, and 39,896,836 Depositary Units or 86.5%.

*TransTexas Acquisition* On April 6, 2005, AREP Oil and Gas LLC, a wholly-owned subsidiary of the Company, acquired TransTexas Gas Corporation ("TransTexas") from an entity affiliated with Mr. Icahn for \$180.0 million in cash. TransTexas is considered a company under common control. Accordingly, the accompanying supplemental consolidated financial statements and footnotes include the assets and operations of TransTexas during the period of common control, commencing September 1, 2003. For the three months ended March 31, 2005 (unaudited), the year ended December 31, 2004 and the 4 months ended December 31, 2003 TransTexas' revenue (in thousands)

was approximately \$15,457, \$59,056 and \$21,058, respectively. For the three months ended March 31, 2005 (unaudited), the year ended December 31, 2004 and the 4 months ended December 31, 2003 TransTexas' net (loss) income was approximately (\$5,325), \$3,095 and \$6,880, respectively. Earnings (loss) prior to the acquisition have been allocated to the General Partner. (See notes 3 and 14.)

## 2. Summary of Significant Accounting Policies

*Principles of Consolidation* The consolidated financial statements include the accounts of AREP and its majority-owned subsidiaries in which control can be exercised. The Company is considered to have control if it has a direct or indirect ability to make decisions about an entity's activities through voting or similar rights. The Company uses the guidance set forth in AICPA Statement of Position No. 78-9, *Accounting for Investments in Real Estate Ventures*, with respect to its investments in partnerships and limited liability companies. In addition, the Company uses the guidance of FASB Interpretation No. 46 (revised December 2003), *Consolidation of Variable Interest Entities*, or FIN 46R, whereby an interest in a variable interest entity where the Company is deemed to be the primary beneficiary would be consolidated. The Company is not deemed to be the primary beneficiary, as defined, with respect to National Energy Group, Inc.'s ("NEG") investment in NEG Holding, LLC ("Holding LLC"). The Company accounts for its residual equity investment in Holding LLC in accordance with APB 18 (See Note 14). All material intercompany balances and transactions are eliminated.

Investments in affiliated companies determined to be voting interest entities in which AREP owns between 20% and 50%, and therefore exercises significant influence, but which it does not control, are accounted for using the equity method. The Company accounts for its 36% interest in GB Holdings on the equity basis.

In accordance with generally accepted accounting principles, assets transferred between entities under common control are accounted for at historical costs similar to a pooling of interests, and the financial statements of previously separate companies for periods prior to the acquisition are restated on a combined basis.

All adjustments which, in the opinion of management, are necessary to fairly present the results for the interim period have been made.

*Net Earnings Per Limited Partnership Unit* Basic earnings per LP Unit are based on net earnings as adjusted prior to the July 1, 2003, preferred pay-in-kind distribution to Preferred Unitholders. The resulting net earnings available for limited partners are divided by the weighted average number of depositary limited partnership units outstanding.

Diluted earnings per LP Unit uses net earnings attributable to limited partner interests, as adjusted after July 1, 2003 for the preferred pay-in-kind distributions as the numerator with the denominator based on the weighted average number of units and equivalent units outstanding. The Preferred Units are considered to be equivalent units. The number of limited partnership units used in the calculation of diluted income per limited partnership unit increased as follows: 3,759,338, 6,401,019, 5,444,028, 8,391,659, and 10,368,414 limited partnership units for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, respectively, to reflect the effects of the dilutive preferred units.

For accounting purposes, NEG's earnings prior to the NEG acquisition in October 2003, Arizona Charlie's earnings prior to its acquisition in May 2004 and TransTexas' earnings prior to its acquisition in April 2005 have been allocated to the General Partner and therefore excluded from the computation of basic and diluted earnings per limited partnership unit.

*Cash and Cash Equivalents* The Company considers short-term investments, which are highly liquid with original maturities of three months or less at date of purchase, to be cash equivalents. Included in cash and cash equivalents at March 31, 2005 (unaudited), December 31, 2004 and 2003 are investments in government-backed securities of approximately \$1,105,289,000, \$658,534,000 and \$378,000,000, respectively.

*Restricted Cash* Restricted Cash consists of funds held by third parties in connection with tax free property exchanges pursuant to Internal Revenue Code Section 1031.

*Marketable Equity and Debt Securities, Investment in U.S. Government and Agency Obligations and Other Investments* Investments in equity and debt securities are classified as either trading, held-to-maturity or available for sale for accounting purposes. Trading securities are valued at quoted market value at each balance sheet date with the unrealized gains or losses reflected in the Consolidated Statements of Earnings. Investments in U.S. Government and Agency Obligations are classified as available for sale. Available for sale securities are carried at fair value on the balance sheet of the Company. Unrealized holding gains and losses are excluded from earnings and reported as a separate component of Partners' Equity and when sold are reclassified out of Partners' Equity based on specific identification. Held-to-maturity securities are recorded at amortized cost.

A decline in the market value of any held-to-maturity or available for sale security below cost that is deemed to be other than temporary results in a reduction in carrying amount to fair value. The impairment is charged to earnings and a new cost basis for the security is established. Dividend income is recorded when declared and interest income is recognized when earned.

#### *Oil and Natural Gas Properties*

The Company utilizes the full cost method of accounting for its crude oil and natural gas properties. Under the full cost method, all productive and nonproductive costs incurred in connection with the acquisition, exploration and development of crude oil and natural gas reserves are capitalized and amortized on the units-of-production method based upon total proved reserves. The costs of unproven properties are excluded from the amortization calculation until the individual properties are evaluated and a determination is made as to whether reserves exist. Conveyances of properties, including gains or losses on abandonments of properties, are treated as adjustments to the cost of crude oil and natural gas properties, with no gain or loss recognized.

Under the full cost method, the net book value of oil and natural gas properties, less related deferred income taxes, may not exceed the estimated after-tax future net revenues from proved oil and natural gas properties, discounted at 10% per year (the ceiling limitation). In arriving at estimated future net revenues, estimated lease operating expenses, development costs, abandonment costs, and certain production related and ad-valorem taxes are deducted. In calculating future net revenues, prices and costs in effect at the time of the calculation are held constant indefinitely, except for changes,



which are fixed and determinable by existing contracts. The net book value is compared to the ceiling limitation on a quarterly basis.

The Company has not capitalized internal costs or interest with respect to its oil and gas activities.

The Company is subject to extensive federal, state, and local environmental laws and regulations. These laws, which are constantly changing, regulate the discharge of materials into the environment and may require the Company to remove or mitigate the environment effects of the disposal or release of petroleum or chemical substances at various sites. Environmental expenditures are expensed or capitalized depending on their future economic benefit. Expenditures that relate to an existing condition caused by past operations and that have no future economic benefits are expensed. Liabilities for expenditures of a noncapital nature are recorded when environmental assessment and/or remediation is probable, and the costs can be reasonably estimated.

The Company's operations are subject to all of the risks inherent in oil and natural gas exploration, drilling, and production. These hazards can result in substantial losses to the Company due to personal injury and loss of life, severe damage to and destruction of property and equipment, pollution or environmental damage, or suspension or operations. The Company maintains insurance of various types customary in the industry to cover its operations and believes it is insured prudently against certain of these risks. In addition, the Company maintains operator's extra expense coverage that provides coverage for the care, custody and controls of wells drilled by the Company. The Company's insurance does not cover every potential risk associated with the drilling and production of oil and natural gas. As a prudent operator, the Company does maintain levels of insurance customary in the industry to limit its financial exposure in the event of a substantial environmental claim resulting from sudden and accidental discharges. However, 100% coverage is not maintained. The occurrence of a significant adverse event, the risks of which are not fully covered by insurance, could have a material adverse effect on the Company's financial condition and results of operations. Moreover, no assurance can be given that the Company will be able to maintain adequate insurance in the future at rates it considers reasonable. The Company believes that it operates in compliance with government regulations and in accordance with safety standards which meet or exceed industry standards.

*Other investments.*

a. The Company accounts for secured bank debt acquired at a discount for which the Company believes it is not probable that the undiscounted future cash collection will be sufficient to recover the face amount of the loan and constructive interest utilizing the cost recovery method in accordance with Practice Bulletin 6, "Amortization of Discounts on Certain Acquired Loans." For secured bank debt acquired at a discount where recovery is probable, the Company amortizes the discount on the loan over the period in which the payments are probable of collection, only if the amounts are reasonably estimable and the ultimate collectibility of the acquisition amount of the loan and the discount is probable. The Company evaluates collectibility for every loan at each balance sheet date.

SOP 03-03, "Accounting for Certain Loans or Debt Securities Acquired in a Transfer," which is effective for fiscal years beginning after December 15, 2004, limits the yield that may be accreted to the excess of the Company's estimate of undiscounted cash flows expected to be collected over the Company's initial investment in a loan. The Company does not expect that the adoption of this SOP will have a significant impact on its financial statements.

b. The Company has generally not recognized any profit in connection with the property sales in which certain purchase money mortgages receivable were taken back. Such profits are being deferred and will be recognized when the principal balances on the purchase money mortgages are received.

c. The Company has provided development financing for certain real estate projects. The security for these loans is either a second mortgage or a pledge of the developers' ownership interest in the properties. Such loans are subordinate to construction financing and are generally referred to as mezzanine loans. Generally, interest is not paid periodically but is due at maturity or earlier from unit sales or refinancing proceeds. The Company defers recognition of interest income on mezzanine loans pending receipt of all principal payments.

*Income Taxes* No provision has been made for federal, state or local income taxes on the results of operations generated by partnership activities, as such taxes are the responsibility of the partners. American Entertainment Properties Corp., the parent of American Casino & Entertainment Properties LLC ("American Casino"), TransTexas, and NEG, the Company's corporate subsidiaries, account for their income taxes under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases and operating loss and tax credit carry forwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

For income tax purposes, the taxable income or loss of TransTexas and its subsidiaries is included in the consolidated income tax return of the Starfire Holding Corp. ("Starfire") controlled group. TransTexas and its subsidiaries entered into a tax allocation agreement with Starfire that provides for payments of tax liabilities to Starfire, calculated as if TransTexas and its subsidiaries filed a consolidated income tax return separate from the Starfire controlled group. Additionally, the agreement provides for payments from Starfire to TransTexas and its subsidiaries for any previously paid tax liabilities that are reduced as a result of subsequent determinations by any governmental authority, or as a result of any tax losses or credits that are allowed to be carried back to prior years.

*Leases* The Company leases to others substantially all its real property under long-term net leases and accounts for these leases in accordance with the provisions of Financial Accounting Standards Board Statement No. 13, "Accounting for Leases," as amended. This Statement sets forth specific criteria for determining whether a lease is to be accounted for as a financing lease or an operating lease.

*Financing Method* Under this method, minimum lease payments to be received plus the estimated value of the property at the end of the lease are considered the gross investment in the lease. Unearned income, representing the difference between gross investment and actual cost of the leased property, is amortized to income over the lease term so as to produce a constant periodic rate of return on the net investment in the lease.

*Operating Method* Under this method, revenue is recognized as rentals become due and expenses (including depreciation) are charged to operations as incurred.

*Properties* Properties held for investment, other than those accounted for under the financing method, are carried at cost less accumulated depreciation unless declines in the values of the properties are considered other than temporary, at which time the property is written down to net realizable value. A property is classified as held for sale at the time management determines that the criteria in SFAS 144 have been met. Properties held for sale are carried at the lower of cost or net realizable value. Such properties are no longer depreciated and their operations are included in discontinued operations. As a result of the reclassification of certain real estate to properties held for sale during the three months ended March 31, 2005 (unaudited) income and expenses of such properties are reclassified to discontinued operations for all prior periods. If management determines that a property classified as held for sale no longer meets the criteria in SFAS 144, the property is reclassified as held for use.

*Depreciation* Depreciation is principally computed using the straight-line method over the estimated useful life of the particular property or property components, which range from 3 to 45 years.

*Use of Estimates* Management has made a number of estimates and assumptions relating to the reporting of assets and liabilities, revenues and expenses and the disclosure of contingent assets and liabilities to prepare these financial statements in conformity with generally accepted accounting principles. Actual results could differ from those estimates. The more significant estimates include the valuation of (1) long-lived assets; (2) mortgages and notes receivable; (3) marketable equity and debt securities and other investments; (4) costs to complete for land, house and condominium developments; (5) gaming-related liability and loyalty programs; and (6) deferred tax assets.

#### *Revenue and Expense Recognition*

1. Revenue from real estate sales and related costs are recognized at the time of closing primarily by specific identification. The Company follows the guidelines for profit recognition set forth by Statement of Financial Accounting Standards Board (FASB) Statement No. 66, *Accounting for Sales of Real Estate*.

2. Casino revenues and promotional allowances The Company recognizes revenues in accordance with industry practice. Casino revenue is the net win from gaming activities (the difference between gaming wins and losses). Casino revenues are net of accruals for anticipated payouts of progressive and certain other slot machine jackpots. Revenues include the retail value of rooms, food and beverage and other items that are provided to customers on a complimentary basis. A corresponding amount is deducted as promotional allowances. Hotel and restaurant revenue is recognized when services are performed. The cost of such complimentaries is included in "Hotel and casino operating expenses."

The Company also rewards customers, through the use of loyalty programs with points based on amounts wagered, that can be redeemed for a specified period of time for cash. The Company deducts the cash incentive amounts from casino revenue.

3. Sales, advertising and promotion These costs are expensed as incurred and were approximately \$6.9 million, \$6.3 million, \$28.8 million, \$22.9 million and \$18.1 million in the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, respectively.

*Natural Gas Production Imbalances*

The Company accounts for natural gas production imbalances using the sales method, whereby the Company recognized revenue on all natural gas sold to its customers notwithstanding the fact its ownership may be less than 100% of the natural gas sold. Liabilities are recorded by the Company for imbalances greater than the Company's proportionate share of remaining natural gas reserves. The Company had no gas balancing liabilities as of March 31, 2005 (unaudited), December 31, 2004 and 2003.

*Hedging Agreements*

From time to time, the Company enters into commodity price swap agreements (the Hedge Agreements) to reduce its exposure to price risk in the spot market for natural gas and oil. The Company follows Statement of Financial Accounting Standards No. 133 (SFAS 133), *Accounting for Derivative Instruments and Hedging Activities*, which was amended by Statement of Financial Accounting Standards No. 138, *Accounting for Certain Derivative Instruments and Certain Hedging Activities*. These pronouncements established accounting and reporting standards for derivative instruments and for hedging activities, which generally require recognition of all derivatives as either assets or liabilities in the balance sheet at their fair value. The accounting for changes in fair value depends on the intended use of the derivative and its resulting designation.

The following is a summary of natural gas and oil contracts entered into with Shell Trading (US) Company as of March 31, 2005 (unaudited).

Type contract	Production Month	Volume per month	Fixed price	Floor	Ceiling
Fixed price	April June 2004	300,000 MMBTU	\$ 5.44		
Fixed price	July Sept 2004	300,000 MMUTU	\$ 5.34		
No cost collars	Oct Dec 2004	300,000 MMBTU		\$ 5.25	\$ 5.90
No cost collars	Jan Dec 2004	25,000 Bbls		\$ 28.72	\$ 31.90
No cost collars	Jan Dec 2005	15,000 Bbls		\$ 42.50	\$ 46.00
No cost collars	Jan Dec 2005	400,000 MMBTU		\$ 6.00	\$ 8.35
No cost collars	March Dec 2005	9,000 Bbls		\$ 44.50	\$ 48.00
No cost collars	March Dec 2005	210,000 MMBTU		\$ 6.05	\$ 7.30
No cost collars	Jan Dec 2006	14,000 Bbls		\$ 41.65	\$ 45.25
No cost collars	Jan Dec 2006	430,000 MMBTU		\$ 6.00	\$ 7.25

The Company has elected not to designate these instruments as hedges for accounting purposes, accordingly both realized and unrealized gains and losses are included in oil and natural gas sales. The following summarizes the Company's realized and unrealized gains and losses.

	March 31, 2005	December 31, 2004
Realized (cash payments)	\$ 232,695	\$ 3,906,325
Valuation loss	9,812,799	1,658,809
	\$ 10,045,494	\$ 5,565,134

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

A liability of \$11,471,607, \$1,658,808 and \$0 was recorded at March 31, 2005 (unaudited), December 31, 2004 and 2003, respectively, representing the market value of the Company's derivatives.

### *Accounting for Asset Retirement Obligations*

The Company accounts for its asset retirement obligations under Statement of Financial Accounting Standards No. 143 (SFAS 143), *Accounting for Asset Retirement Obligations*. SFAS 143 provides accounting requirements for costs associated with legal obligations to retire tangible, long-lived assets. Under SFAS 143, an asset retirement obligation is needed at fair value in the period in which it is incurred by increasing the carrying amount for the related long-lived asset. In each subsequent period, the liability is accreted to its present value and the capitalized cost is depreciated over the useful life of the related asset.

The Company's asset retirement obligation represents expected future costs to plug and abandon its wells, dismantle facilities, and reclaim sites at the end of the related assets' useful lives. The following information reflects activity related to the Company's asset retirement obligation for the three months ended March 31, 2005 (unaudited) and the years ended December 31, 2004 and 2003 (in thousands):

	2005	2004	2003
Balance, beginning of period	\$ 3,930	\$ 3,477	\$ 3,375
Accretion expense	69	332	96
Additions		121	6
	\$ 3,999	\$ 3,930	\$ 3,477

*Land and Construction-in-Progress* These costs are stated at the lower of cost or net realizable value. Interest is capitalized on expenditures for long-term projects until a salable condition is reached. The capitalization rate is based on the interest rate on specific borrowings to fund the projects.

*Investment in NEG Holding LLC* Due to the substantial uncertainty that the Company will receive any distribution above the priority and guaranteed payment amounts, the Company accounts for its investment in Holding LLC as a preferred investment whereby guaranteed payment amounts received and receipts of the priority distribution amount are recorded as reductions in the investment and income is recognized from accretion of the investment up to the priority distribution amount, including the guaranteed payments (based on the interest method). See Note 14. Following receipt of the guaranteed payments and priority distributions, the residual interest in the investment will be valued at zero.

The Company periodically evaluates the carrying amount of its investment in Holding LLC to determine whether current events or circumstances warrant adjustments to the carrying value and/or revisions to accretion of income. The Company currently believes that no such impairment has occurred and that no revision to the accretion of income is warranted.

*Accounting for Impairment of a Loan* If it is probable that, based upon current information, the Company will be unable to collect all amounts due according to the contractual terms of a loan agreement, the Company considers the asset to be "impaired." Reserves are established against impaired loans in amounts equal to the difference between the recorded investment in the asset and

either the present value of the cash flows expected to be received, or the fair value of the underlying collateral if foreclosure is deemed probable or if the loan is considered collateral dependent.

*Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed of* Long-lived assets held and used by the Company and long-lived assets to be disposed of, are reviewed for impairment whenever events or changes in circumstances, such as vacancies and rejected leases, indicate that the carrying amount of an asset may not be recoverable.

In performing the review for recoverability, the Company estimates the future cash flows expected to result from the use of the asset and its eventual disposition. If the sum of the expected future cash flows (undiscounted and without interest charges) is less than the carrying amount of the asset an impairment loss is recognized. Measurement of an impairment loss for long-lived assets that the Company expects to hold and use is based on the fair value of the asset. Long-lived assets to be disposed of are reported at the lower of carrying amount or fair value less cost to sell.

#### *Recently Issued Pronouncements*

On September 28, 2004, the SEC released Staff Accounting Bulletin ("SAB") 106 regarding the application of SFAS 143, "Accounting for Asset Retirement Obligations ("AROs")," by oil and gas producing companies following the full cost accounting method. Pursuant to SAB 106, oil and gas producing companies that have adopted SFAS 143 should exclude the future cash outflows associated with settling AROs (ARO liabilities) from the computation of the present value of estimated future net revenues for the purposes of the full cost ceiling calculation. In addition, estimated dismantlement and abandonment costs, net of estimated salvage values, that have been capitalized (ARO assets) should be included in the amortization base for computing depreciation, depletion and amortization expense. Disclosures are required to include discussion of how a company's ceiling test and depreciation, depletion and amortization calculations are impacted by the adoption-of SFAS 143. SAB 106 is effective prospectively as of the beginning of the first fiscal quarter beginning after October 4, 2004. The adoption of SAB 106 is not expected to have a material impact on either the ceiling test calculation or depreciation, depletion and amortization.

### **3. Related Party Transactions**

a. On April 6, 2005, AREP Oil and Gas LLC, a wholly owned subsidiary of the Company, acquired TransTexas from an entity affiliated with Mr. Icahn, for \$180.0 million in cash. Mr. Icahn is Chairman of the Board of American Property Investors, Inc. The terms of the transaction were approved by the Audit Committee of the Board of Directors of the General Partner ("Audit Committee") which was advised by its independent financial advisor and by its counsel. (See Note 14).

b. On May 26, 2004, American Casino acquired two Las Vegas casino/hotels, Arizona Charlie's Decatur and Arizona Charlie's Boulder from Mr. Icahn and an entity affiliated with Mr. Icahn, for aggregate consideration of \$125.9 million. The terms of the transactions were approved by the Audit Committee, which was advised by its independent financial advisor and by counsel. (See Note 10).

c. At December 31, 2002, the Company had a \$250 million note receivable from Mr. Icahn, which was repaid in October 2003. Interest income of approximately \$7.9 million and \$9.9 million was earned on this loan in the years ended December 31, 2003 and 2002, respectively, and is included in

"Interest income on U.S. Government and Agency obligations and other investments" in the Supplemental Consolidated Statements of Earnings.

d. In 1997, the Company entered into a license agreement for a portion of office space from an affiliate. The license agreement dated as of February 1, 1997 expired May 22, 2004 and has been extended on a month to month basis. Pursuant to the license agreement, the Company has the non-exclusive use of approximately 2,275 square feet of office space and common space for which it paid \$11,185 plus 10.77% of "additional rent". In the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, the Company paid such affiliate approximately \$39,000, \$39,000, \$162,000, \$159,000 and \$153,000 respectively, in connection with this licensing agreement. The terms of such sublease were reviewed and approved by the Audit Committee. If the Company must vacate the space, it believes there will be adequate alternative space available.

e. American Casino billed the Sands Hotel and Casino (the "Sands") approximately \$136,000, \$50,000, \$387,500, \$191,000 and \$27,900, respectively, for administrative services performed by Stratosphere personnel during the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002.

f. NEG received management fees from unconsolidated affiliates of approximately \$3.3 million, \$2.6 million, \$6.9 million, \$6.6 million and \$7.6 million in the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, respectively.

g. For the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, the Company paid approximately \$228,000, \$61,000, \$325,000, \$273,000 and \$160,900, respectively, to an affiliate of the General Partner for telecommunication services, XO Communications, Inc.

h. See Note 14c. and 12b. regarding the purchase of TransTexas and Panaco debt, respectively, from Icahn affiliates.

i. See Note 12a. regarding the purchase of Atlantic Holdings Notes from Icahn affiliates.

j. See Note 17 regarding additional related party obligations.

k. See Note 29 regarding subsequent events.

#### 4. Investment in U.S. Government and Agency Obligations

The Company has investments in U.S. Government and Agency Obligations whose maturities range from January 2005 to December 2008 as follows (in \$ millions):

	March 31,		December 31,			
	2005		2004		2003	
	(Unaudited)		2004	2003	2003	2002
	Cost Basis	Carrying Value	Cost Basis	Carrying Value	Cost Basis	Carrying Value
Available for Sale:						
Matures in:						
less than 1 year.	\$ 68.9	\$ 68.9	\$ 96.8	\$ 96.8	\$ 52.8	\$ 52.6
2-5 years	5.6	5.5	5.6	5.5	9.0	9.0
	\$ 74.5	\$ 74.4	\$ 102.4	\$ 102.3	\$ 61.8	\$ 61.6

## 5. Marketable Equity and Debt Securities (in \$Millions)

	March 31,		December 31,			
	2005					
	(Unaudited)		2004		2003	
	Cost Basis	Carrying Value	Cost Basis	Carrying Value	Cost Basis	Carrying Value
Available for Sale:						
Philip Service Corporation(a):						
Equity	\$	\$	\$	\$	\$	\$
Corporate bonds(b)					45.1	51.6
Other(c)	72.4	68.5	2.2	2.2	1.3	4.2
Total	\$ 72.4	\$ 68.5	\$ 2.2	\$ 2.2	\$ 46.4	\$ 55.8

a. At December 31, 2002, the Company owned the following approximate interests in Philip Service Corporation ("Philip"):

(1) 1.8 million common shares, (2) \$14.2 million in secured term debt, and (3) \$10.9 million in accreted secured convertible payment-in-kind debt. The Company had an approximate 7% equity interest in Philip and an Icahn affiliate had an approximate 38% equity interest. Icahn affiliates also owned term and payment-in-kind debt.

The market value of Philip's common stock declined steadily since it was acquired by the Company. In 2002, based on a review of Philip's financial statements, management of the Company deemed the decrease in value to be other than temporary. As a result, the Company wrote down its investment in Philip's common stock by charges to earnings of \$8,476,000 and charges to other comprehensive income ("OCI") of \$761,000 in the year ended December 31, 2002. This investment had been previously written down by approximately \$6.8 million in charges to earnings. The Company's adjusted carrying value of Philip's common stock was approximately \$200,000 at December 31, 2002.

In June 2003, Philip announced that it and most of its wholly owned U.S. subsidiaries filed voluntary petitions under Chapter 11 of the Federal Bankruptcy Code.

In the year ended December 31, 2003, management of the Company determined that it was appropriate to write-off the balance of its investment in the Philip's common stock by a charge to earnings of approximately \$961,000; of this amount \$761,000 was previously charged to other comprehensive income in 2002, which was reversed in 2003, and included in the \$961,000 charge to earnings.

Approximately \$6.6 million of charges to OCI were reversed and the investments were reclassified at their original cost to "Other investments" at December 31, 2002. These adjustments had no effect on the Company's reported earnings for the year ended December 31, 2002.

In 2003, the cost basis of the debt was approximately \$22.1 million. As previously mentioned, Philip filed for bankruptcy protection in June 2003. Management of the Company reviewed Philip's financial statements, bankruptcy documents and the prices of recent purchases and sales of the debt and determined this investment to be impaired. Based upon this review, management concluded the fair value of the debt to be approximately \$3.3 million; therefore, the Company recorded a write-down of approximately \$18.8 million by a charge to earnings which was included in "Write-down of marketable equity and debt securities and other investments" in the Supplemental Consolidated Statements of Earnings in the year ended December 31, 2003. In December 2003, the Company sold two-thirds of its term and paid-in-kind ("PIK") debt with a basis of \$2.2 million for \$2.6 million, generating a gain of \$0.4 million.



Philip emerged from bankruptcy on December 31, 2003 as a private company controlled by an Icahn affiliate. The Company's remaining interest in the debt was delivered and exchanged for approximately 443,000 common shares representing a 4.4% equity interest in the new Philip, valued at the carrying value of the debt at December 31, 2004 of \$0.7 million.

b. In December 2003, the Company acquired approximately \$86.9 million principal amount of corporate bonds for approximately \$45.1 million. These bonds were classified as available for sale securities. Available for sale securities are carried at fair value on the balance sheet. Unrealized holding gains and losses are excluded from earnings and reported as a separate component of Partners' Equity. At December 31, 2003, the carrying value of the bonds was approximately \$51.6 million and accumulated other comprehensive income ("OCI") was approximately \$6.5 million. This OCI was reversed in the year ended December 31, 2004 upon the sale of corporate bonds. In the year ended December 31, 2004, the Company sold the debt securities for approximately \$82.3 million, recognizing a gain of \$37.2 million.

c. In the three months ended March 31, 2005 (unaudited), the Company purchased approximately \$66.5 million of equity securities. Such securities are treated as available for sale. In the three months ended March 31, 2005 (unaudited), the Company recorded in Partners' Equity approximately \$2.4 million of unrealized losses on such securities.

#### **6. Due from Brokers**

In November and December 2004 and during the first quarter of 2005, the Company sold short certain equity securities which resulted in the following (in \$000's):

a. \$147,223 at March 31, 2005 (unaudited) and \$123,001 at December 31, 2004 Due From Brokers Net proceeds from short sales of equity securities and cash collateral held by brokerage institutions against our short sales.

b. \$83,750 at March 31, 2005 (unaudited) and \$90,674 at December 31, 2004 Securities Sold Not Yet Purchased Our obligation to cover the short sales of equity securities described above. The Company recorded unrealized losses on securities sold short of \$23.6 million in the year ended December 31, 2004 reflecting an increase in price in the securities sold short. This amount has been recorded in the consolidated statements of earnings for the year then ended in the respective caption. The Company recorded unrealized gains on securities sold short of \$21.7 million in the three months ended March 31, 2005 (unaudited) reflecting a decrease in price of the securities sold short. This amount has been recorded in the supplemental consolidated statements of earnings for the three months ended March 31, 2005 in the respective caption.

## 7. Other Investments (in \$000's)

	Balance at March 31,	Balance at December 31,	
	2005	2004	2003
	(Unaudited)		
Peninsula/Hampton & Alex Hotel(a) and (b)	\$	\$	\$ 42,030
WestPoint Stevens(c)	205,850	205,850	
Union Power Partners L.P. and Panda Gila River L.P.(d)	37,973	39,316	
Other	779	782	8,298
	\$ 244,602	\$ 245,948	\$ 50,328

a. On November 30, 2000, the Company entered into a mezzanine loan agreement to fund \$23 million in two tranches to an unaffiliated borrower. The funds were to be used for certain initial development costs associated with a 65 unit condominium property located at 931 1st Avenue in New York City. The first tranche of \$10 million was funded on November 30, 2000 and provided for interest accruing at a rate of 25% per annum, with principal and interest due at maturity, May 29, 2003. Also, in November 2000, approximately \$3.7 million of the second tranche of the loan was funded. The balance of approximately \$9.3 million was funded in installments during 2001. The second tranche provided for interest accruing at a rate of 21.5% per annum, with principal and interest due at maturity, November 29, 2002. The loans were payable at any time from the proceeds of unit sales, after satisfaction of senior debt of approximately \$45 million. The loans were secured by the pledge of membership interests in the entity that owns the real estate. In May 2002, the Company received approximately \$31.3 million for prepayment of the mezzanine loans. The balance of the prepayment of \$8.3 million represented accrued interest (\$7.9 million) and exit fees (\$0.4 million), which amounts were recognized as "Interest income on U.S. Government and Agency obligations and other investments" and "Dividend and other income" respectively, in the Supplemental Consolidated Statements of Earnings for the year ended December 31, 2002.

b. At December 31, 2002, the Company had funded two mezzanine loans for approximately \$23.2 million and had commitments to fund, under certain conditions, additional advances of approximately \$5 million. Both loans had an interest rate of 22% per annum compounded monthly. The Peninsula loan, for a Florida condominium development, which had a term of 24 months from the date of funding, February 2002, was repaid in full in 2003. Approximately \$6.8 million of interest income was recorded and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the Supplemental Consolidated Statements of Earnings for the year ended December 31, 2003. The Alex Hotel loan, for a New York City hotel with approximately 200 rooms, had a term of 36 months from the closing date, April 2002. At December 31, 2003, accrued interest of approximately \$4.4 million had been deferred for financial statement purposes pending receipt of principal and interest payments in connection with this loan. Origination fees of \$3.0 million have been received in connection with one of the mezzanine loans and approximately \$1.5 million and \$1.1 million has been recognized in "Dividend and other income" in the Supplemental Consolidated Statements of Earnings in the years ended December 31, 2003 and 2002 respectively. In February 2003, the Company funded the Hampton mezzanine loan for approximately \$30 million on a Florida condominium development. The loan was due in 18 months with one six month extension and had an interest rate of 22% per annum compounded monthly. At December 31, 2003, accrued interest of approximately \$6.7 million had been deferred for financial statement purposes pending receipt of principal and interest payments in connection with this loan. On April 30, 2004, the Company received approximately \$16.7 million for the prepayment of the Alex Hotel loan. The principal amount of the loan was \$11 million. The prepayment included approximately \$5.7 million of accrued interest, which was recognized as interest income in the year ended December 31, 2004.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

c. In 2004, the Company purchased approximately \$278.1 million principal amount of secured bank debt of WestPoint Stevens, a company currently operating as a debtor in possession under Chapter 11 of the U.S. Bankruptcy Code, for a purchase price of approximately \$205.8 million. Approximately \$193.6 million principal amount is secured by a first priority lien of certain assets of WestPoint and approximately \$84.5 million principal amount is secured by a second priority lien. Interest income totaled approximately \$5.1 million and \$7.2 million in the three months ended March 31, 2005 (unaudited) and the year ended December 31, 2004 and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the Supplemental Consolidated Statements of Earnings for the year then ended. Based on the latest available information, the Company has not accreted this debt and does not believe that an other than temporary impairment has been identified.

d. In 2004, the Company purchased approximately \$71.8 million of secured bank debt of Union Power Partners L.P. and Panda Gila River L.P. for a purchase price of approximately \$39.3 million. No interest is currently being received on this debt. Based on the latest available information, the Company has not accreted this debt and does not believe that an other than temporary impairment has been identified.

### 8. Real Estate Leased to Others Accounted for Under the Financing Method

Real estate leased to others accounted for under the financing method is summarized as follows (in \$000's):

	March 31,	December 31,	
	2005	2004	2003
	(Unaudited)		
Minimum lease payments receivable	\$ 87,846	\$ 97,725	\$ 161,785
Unguaranteed residual value	43,422	48,980	74,651
	131,268	146,705	236,436
Less unearned income	51,579	57,512	99,080
	79,689	89,193	137,356
Less current portion of lease amortization	3,740	3,912	5,738
	\$ 75,949	\$ 85,281	\$ 131,618

F-89

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The following is a summary of the anticipated future receipts of the minimum lease payments receivable at December 31, 2004 (in \$000's):

Year Ending December 31,	Amount
2005	\$ 11,941
2006	11,746
2007	10,832
2008	9,476
2009	9,255
Thereafter	44,475
	<b>\$ 97,725</b>

At December 31, 2004 and 2003, approximately \$73,144,000 and \$107,543,000, respectively, of the net investment in financing leases was pledged to collateralize the payment of nonrecourse mortgages payable.

### 9. Real Estate Leased to Others Accounted for Under the Operating Method

Real estate leased to others accounted for under the operating method is summarized as follows (in \$000's):

	March 31,	December 31,	
	2005	2004	2003
	(Unaudited)		
Land	\$ 13,286	\$ 13,666	\$ 24,040
Commercial Buildings	52,672	45,972	83,252
	65,958	59,638	107,292
Less accumulated depreciation	14,831	10,520	30,849
	<b>\$ 51,127</b>	<b>\$ 49,118</b>	<b>\$ 76,443</b>

F-90

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The following is a summary of the anticipated future receipts of minimum lease payments under non-cancelable leases at December 31, 2004 (in \$000's):

Year Ending December 31,	Amount
2005	\$ 7,186
2006	6,232
2007	5,649
2008	5,383
2009	5,001
Thereafter	19,753
	\$ 49,204

At December 31, 2004 and 2003, approximately \$14,166,000 and \$15,630,000, respectively, of net real estate leased to others was pledged to collateralize the payment of non-recourse mortgages payable.

Property held for sale (in \$000's):

	March 31,	December 31,	
	2005	2004	2003
	(Unaudited)		
Leased to others	\$ 40,035	\$ 74,444	\$ 146,416
Vacant	450	450	2,550
	40,485	74,894	148,966
Less accumulated depreciation	6,490	16,873	20,153
	\$ 33,995	\$ 58,021	\$ 128,813

At December 31, 2004 and 2003, approximately \$34,881,000 and \$105,984,000, respectively, of real estate held for sale was pledged to collateralize the payment of non-recourse mortgages payable.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The following is a summary of income from discontinued operations (in \$000's) including the hotel resort properties described in note 11:

	Three Months Ended March 31,		Years Ended December 31,		
	2005	2004	2004	2003	2002
	(Unaudited)				
Rental income	\$ 1,462	\$ 5,871	\$ 15,658	\$ 23,093	\$ 21,073
Hotel and resort operating income	709	1,064	3,868	6,128	5,676
	2,171	6,935	19,526	29,221	26,749
Mortgage interest expense	399	1,726	3,858	7,208	6,737
Depreciation and amortization	31	210	1,244	5,130	4,464
Property expenses	147	1,107	3,123	3,549	3,409
Hotel and resort operating expenses	637	674	3,801	5,681	5,202
	1,214	3,717	12,026	21,568	19,812
Income from discontinued operations	\$ 957	\$ 3,218	\$ 7,500	\$ 7,653	\$ 6,937

#### 10. Hotel and Casino Operating Properties

In September 2000, Stratosphere's Board of Directors approved a going private transaction proposed by the Company and an affiliate of Icahn. On February 1, 2001 the Company entered into a merger agreement with Stratosphere under which the Company would acquire the remaining shares of Stratosphere that it did not currently own. The Company owned approximately 51% of Stratosphere and Mr. Icahn owned approximately 38.6%. The Company, subject to certain conditions, agreed to pay approximately \$44.3 million for the outstanding shares of Stratosphere not currently owned by it. Stratosphere stockholders not affiliated with Icahn would receive a cash price of \$45.32 per share and Icahn related stockholders would receive a cash price of \$44.33 per share. This transaction was completed in December 2002 after shareholders' approval.

The acquisition by the Company of the minority shares not owned by an Icahn affiliate has been accounted for as a purchase in accordance with Statement of Financial Accounting Standards No. 141, *Business Combinations*. The acquisition by the Company of the common stock held by an Icahn affiliate has been recorded at historical cost. The excess of the affiliate's historical cost over the amount of the cash disbursed, which amounted to \$21,151,000, has been accounted for as an addition to the General Partner's equity.

On January 5, 2004, American Casino, an indirect wholly-owned subsidiary of the Company, entered into an agreement to acquire two Las Vegas casino/hotels, Arizona Charlie's Decatur and Arizona Charlie's Boulder, from Carl C. Icahn and an entity affiliated with Mr. Icahn, for an aggregate consideration of \$125.9 million. Upon obtaining all approvals necessary under gaming laws, the acquisition was completed on May 26, 2004. The terms of the transactions were approved by the Audit Committee, which was advised by its independent financial advisor and by counsel. As previously

contemplated, upon closing, the Company transferred 100% of the common stock of Stratosphere to American Casino. As a result, following the acquisition and contributions, American Casino owns and operates three gaming and entertainment properties in the Las Vegas metropolitan area. The Company consolidates American Casino and its subsidiaries in the Company's financial statements. In accordance with generally accepted accounting principles, assets transferred between entities under common control are accounted for at historical costs similar to a pooling of interests, and the financial statements of previously separate companies for periods prior to the acquisition are restated on a combined basis. The Company's December 31, 2003 and 2002 consolidated financial statements have been restated to reflect the acquisition of Arizona Charlie's Decatur and Arizona Charlie's Boulder.

Earnings, capital contributions and distributions of the two Arizona Charlie's entities prior to the acquisition have been allocated to the General Partner. In accordance with the purchase agreement, prior to the acquisition, capital contributions of \$22.8 million were received from and capital distributions of \$17.9 million were paid to affiliates of Mr. Icahn. The assets acquired and liabilities assumed in this acquisition have been accounted for at historical cost. A reduction of \$125.9 million, reflecting the purchase price, has been made to the General Partner's equity in May 2004.

Also in January 2004, American Casino closed on its offering of senior secured notes due 2012. The Notes, in the aggregate principal amount of \$215 million, bear interest at the rate of 7.85% per annum. The proceeds were held in escrow pending receipt of all approvals necessary under gaming laws and certain other conditions in connection with the acquisition of Arizona Charlie's Decatur and Arizona Charlie's Boulder. Upon satisfaction of all closing conditions on May 26, 2004, the proceeds of the offering were released from escrow. American Casino used the proceeds of the offering for the acquisition, to repay intercompany indebtedness and for distributions to the Company.

American Casino's operations for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002 have been included in "Hotel and casino operating income and expenses" in the Supplemental Consolidated Statements of Earnings. Hotel and casino operating expenses include all expenses except for depreciation and amortization and income tax provision. Such expenses have been included in "Depreciation and amortization expense" and "Income tax expense" in the Supplemental Consolidated Statements of Earnings. American Casino's depreciation and amortization expense was \$5.4 million, \$5.9 million, \$23.5 million, \$20.2 million and \$20.2 million for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, respectively. American Casino's income tax provision was \$4.5 million, \$4.4 million, \$10.1 million and \$4.9 million for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004 and 2002, respectively. American Casino recorded an income tax benefit of \$1.8 million for the year ended December 31, 2003.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The amount of revenues and expenses attributable to casino, hotel and restaurants, respectively, is summarized as follows:

	Three Months Ended March 31,		Year Ended December 31,		
	2005	2004	2004	2003	2002
	(Unaudited)		(in \$000's)		
<b>Hotel and casino operating income:</b>					
Casino	\$ 47,729	\$ 42,592	\$ 167,972	\$ 147,888	\$ 143,057
Hotel	15,793	13,888	54,653	47,259	44,263
Food and beverage	17,076	16,701	66,953	59,583	56,349
Tower, retail, and other income	8,206	7,976	33,778	30,336	28,247
Gross revenues	88,804	81,157	323,356	285,066	271,916
Less promotional allowances	(5,966)	(6,148)	(23,375)	(22,255)	(21,893)
Net revenues	\$ 82,838	\$ 75,009	\$ 299,981	\$ 262,811	\$ 250,023
<b>Hotel and casino operating expenses:</b>					
Casino	\$ 15,900	\$ 15,696	\$ 61,985	\$ 61,284	\$ 59,879
Hotel	6,023	5,596	24,272	22,074	20,142
Food and beverage	12,376	11,620	48,495	44,990	43,393
Other operating expenses	3,619	3,151	14,131	13,524	14,505
Selling, general, and administrative	19,706	18,180	78,720	74,985	80,019
Total expenses	\$ 57,624	\$ 54,243	\$ 227,603	\$ 216,857	\$ 217,938

The ownership and operation of the Las Vegas casinos are subject to the Nevada Gaming Control Act and regulations promulgated thereunder, various local ordinances and regulations, and are subject to the licensing and regulatory control of the Nevada Gaming Commission, the Nevada State Gaming Control Board, and various other county and city regulatory agencies, including the City of Las Vegas.

American Casino's property and equipment consist of the following as of March 31, 2005 (unaudited) and December 31, 2004 and 2003 (in \$000's):

	March 31,	December 31,	
	2005	2004	2003
	(Unaudited)		
Land and improvements, including land held for development	\$ 47,274	\$ 47,210	\$ 47,041
Building and improvements	221,847	221,314	220,280
Furniture, fixtures and equipment	112,379	108,595	98,586
Construction in progress	7,577	7,348	7,224
	389,077	384,467	373,131
Less accumulated depreciation and amortization	100,187	95,107	74,428
	\$ 288,890	\$ 289,360	\$ 298,703



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Included in property and equipment at March 31, 2005 (unaudited) and both December 31, 2004 and 2003 are assets recorded under capital leases of \$3.6 million, \$4.0 million and \$4.0 million, respectively.

In connection with the purchase of the master lease from Strato-Retail, American Casino assumed lessor responsibilities for various non-cancelable operating leases for certain retail space. The future minimum lease payments to be received under these leases for years subsequent to December 31, 2004 are as follows:

	(in \$000s)
Years ending December 31,	
2005	\$ 5,877
2006	4,778
2007	3,615
2008	2,177
2009	1,224
Thereafter	959
Total Payments	\$ 18,630

The above minimum rental income does not include contingent retail income contained within certain retail operating leases. In addition, American Casino is reimbursed by lessees for certain operating expenses.

### 11. Hotel and Resort Operating Properties

a. The Company owns a hotel and resort property that is part of a master planned community situated in the town of Mashpee, located on Cape Cod in Massachusetts. This property includes two golf courses, other recreational facilities, condominium and time share units and land for future development.

Total initial costs of approximately \$28 million were classified as follows: approximately \$17.4 million as "Hotel and resort operating properties", \$8.9 million as "Land and construction-in-progress" and \$1.7 million as "Receivables and other current assets" on the Consolidated Balance Sheet.

Resort operations have been included in the "Hotel and resort operating income and expenses" in the Supplemental Consolidated Statements of Earnings. Net hotel and resort operations for this property ("hotel and resort operating income" less "hotel and resort operating expenses") resulted in income (loss) of approximately (\$257,000), (\$240,000) \$2,243,000, \$3,033,000 and \$1,909,000 for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003, and 2002, respectively. Hotel and resort operating expenses include all expenses except for approximately \$700,000, \$600,000, \$2,544,000, \$2,451,000 and \$1,833,000 for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002 of depreciation and amortization, respectively, which is included in such caption in the Supplemental Consolidated Statements of Earnings.

Resort operations are highly seasonal in nature with peak activity occurring from June to September.

b. The Company owned a hotel located in Miami, Florida which had a carrying value of approximately \$6.4 million at December 31, 2003, and was unencumbered by any mortgages. Approximately \$1.3 million of capital improvements were completed in the year ended December 31, 2002.

The Company had a management agreement for the operation of the hotel with a national management organization. As a result of the decision to sell the property in 2004, the operating results for the hotel have been reclassified to discontinued operations for all periods. Net hotel and resort operations ("hotel and resort operating revenues" less "hotel and resort operating expenses") totaled approximately \$306,000, \$596,000 and \$494,000 for the years ended December 31, 2004, 2003 and 2002, respectively and have been included in discontinued operations in the Supplemental Consolidated Statements of Earnings. Depreciation expense of \$0, \$210,000 and \$374,000 for the years ended December 31, 2004, 2003 and 2002, respectively, have been included in discontinued operations in the Supplemental Consolidated Statements of Earnings.

In 2004, the Company sold the hotel located in Miami, Florida for a loss of approximately \$0.9 million which included a license termination fee of approximately \$0.7 million.

c. During the three months ended March 31, 2005, the Company sold a golf resort in Tampa, Florida for \$8.5 million resulting in a gain on sale of \$5.7 million. Net hotel and resort operations for this property totalling approximately \$41,000, \$61,000, (\$378,000), (\$311,000) and (\$156,000) for the three months ended March 31, 2005 and 2004, and the years ended December 31, 2004, 2003 and 2002, respectively, have been reclassified to discontinued operations.

**12. Investment in Debt Securities of Affiliates (in \$000's):**

	<u>March 31,</u>	<u>December 31,</u>	
	<u>2005</u>	<u>2004</u>	<u>2003</u>
Atlantic Holdings/GB Holdings(a)	\$ 60,650	\$ 60,004	\$ 24,696
Panaco(b)	36,643	38,000	
	<u>97,293</u>	<u>\$ 98,004</u>	<u>\$ 24,696</u>
Less current portion	(5,429)	(5,429)	
	<u>\$ 91,864</u>	<u>\$ 92,575</u>	<u>\$ 24,696</u>

a. In 1998 and 1999, the Company acquired an interest in the Sands, located in Atlantic City, New Jersey, by purchasing the principal amount of approximately \$31.4 million of First Mortgage Notes ("Notes") issued by GB Property Funding Corp. ("GB Property"). GB Property was organized as a special purpose entity for the borrowing of funds by Greate Bay Hotel and Casino, Inc. ("Greate Bay"). The purchase price for such notes was approximately \$25.3 million. An affiliate of the General Partner also made an investment in the Notes of GB Property. A total of \$185 million of such Notes were issued.

Greate Bay owned and operated the Sands, a destination resort complex, located in Atlantic City, New Jersey. On January 5, 1998, GB Property and Greate Bay filed for bankruptcy protection under Chapter 11 of the Bankruptcy Code to restructure its long term debt.

In July 2000, the U.S. Bankruptcy Court ruled in favor of the reorganization plan proposed by affiliates of the General Partner which provided for an additional investment of \$65 million by the Icahn affiliates in exchange for a 46% equity interest, with bondholders (which also includes the Icahn affiliates) to receive \$110 million in new notes of GB Property First Mortgage ("GB Notes") and a 54% equity interest. The plan, which became effective September 29, 2000, provided the Icahn affiliates with a controlling interest.

As required by the New Jersey Casino Control Act (the "Casino Control Act"), the Partnership Agreement was amended to provide that securities of the Company are held subject to the condition that if a holder thereof is found to be disqualified by the Casino Control Commission, pursuant to the provisions of the Casino Control Act, such holder shall dispose of his interest in the Company in accordance with the Casino Control Act.

At December 31, 2003, the Company owned approximately \$26.9 million principal amount of GB Notes which were accounted for a held-to-maturity securities. These notes bore interest of 11% per annum and were due to mature in September 2005. The carrying value of these notes at December 31, 2003 was approximately \$24.7 million.

As part of the Atlantic Holdings Consent Solicitation and Offer to Exchange further described in Note 13, the Company tendered its GB Notes and received \$26.9 million of 3% Notes due 2008 issued by Atlantic Coast Entertainment Holdings, Inc. (the "Atlantic Holdings Notes").

On December 27, 2004, the Company purchased approximately \$37.0 million principal amount of the Atlantic Holdings Notes from two Icahn affiliates for cash consideration of \$36.0 million. As a result, the Company owns approximately 96.4% of the outstanding Atlantic Holdings Notes. The carrying value of the Atlantic Holdings Notes at March 31, 2005 (unaudited) and December 31, 2004 is approximately \$60.7 million and \$60 million, respectively. Interest income of approximately \$0.5 million, \$0.7 million; and \$2.5 million was recognized in the three months ended March 31, 2005 and 2004 (unaudited) and the year ended December 31, 2004, respectively, and \$2.9 million was recognized in each of the years ended December 31, 2003 and 2002 was recognized.

b. On December 6, 2004, the Company purchased all of the membership interests of Mid River LLC ("Mid River") from Icahn affiliates for an aggregate purchase price of \$38,125,999. The assets of Mid River consist of \$38,000,000 principal amount of term loans of Panaco (the "Panaco Debt"). The purchase price included accrued but unpaid interest. The principal is payable in twenty-seven equal quarterly installments of the unpaid principal of \$1,357,143 commencing on March 15, 2005, through and including September 15, 2011. Interest is payable quarterly at a rate per annum equal to the LIBOR daily floating rate plus four percent, which was 6.346% at December 31, 2004. Interest income of \$400,822 and \$155,991 was recognized in the three months ended March 31, 2005 (unaudited) and the year ended December 31, 2004, respectively, and is included in "Interest income on U.S. Government and Agency obligations and other investments" in the Supplemental Consolidated Statements of Earnings for the year then ended. (See Note 29).

### **13. Equity Interest in GB Holdings, Inc.**

At December 31, 2003, the Company owned approximately 3.6 million shares, or 36.3%, of GB Holdings, Inc. ("GB Holdings"), the holding company for the Sands (See Note 12). The Company also owned approximately \$26.9 million principal amount of GB Notes.

On June 30, 2004, GB Holdings announced that its stockholders approved the transfer of the Sands to its wholly-owned subsidiary, Atlantic Holdings, in connection with the restructuring of GB Holdings debt.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

On July 22, 2004, Atlantic Holdings announced that its Consent Solicitation and Offer to Exchange, in which it offered to exchange the Atlantic Holdings Notes for GB Notes, expired and approximately \$66 million principal amount of the GB Notes (approximately 60% of the outstanding GB Notes) were tendered to Atlantic Holdings for exchange. On July 23, 2004, 10 million warrants were distributed, on a pro rata basis, to stockholders. The warrants, under certain conditions, will allow the holders to purchase common stock of Atlantic Holdings at a purchase price of \$.01 per share, representing 27.5% of the outstanding common stock of Atlantic Holdings, on a fully diluted basis. Mr. Icahn and his affiliated companies hold approximately 77.5% of the GB Holdings stock and held approximately 58.2% of the GB Notes, of which the Company owns approximately 36.3% of the common stock and held approximately 24.5% of the debt. This debt is included in "Investment in debt securities of Affiliates" in the consolidated balance sheets. The Company and Mr. Icahn tendered all of their GB Notes in the exchange. The Company received:

\$26,914,500 principal amount of the Atlantic Holdings Notes;

\$3,620,753 in cash representing accrued interest on the GB Notes and \$100 per \$1,000 in principal amount of the GB Notes;  
and

3,627,711 warrants, which under certain conditions will allow the Company to purchase approximately 998,000 shares of common stock at \$.01 per share of Atlantic Holdings, representing approximately 10% of the outstanding common stock of Atlantic Holdings, on a fully diluted basis.

The Company reflects its equity interest in GB Holdings as "Equity interest in GB Holdings, Inc." in the Supplemental Consolidated Balance Sheets.

The Company owns warrants to purchase, upon the occurrence of certain events, approximately 10.0% of the fully diluted common stock of Atlantic Holdings. Atlantic Holdings owns 100% of ACE Gaming LLC, the owner and operator of the Sands. The Company has entered into an agreement with affiliates of Mr. Icahn, to acquire an additional approximate 41.2% of the outstanding common stock of GB Holdings and warrants to purchase, upon the occurrence of certain events, an additional approximate 11.3% of the fully diluted common stock of Atlantic Holdings for an aggregate of \$12.0 million of depositary units, plus an aggregate of up to \$6.0 million of Depositary Units, if GB Holdings meets certain earnings targets during 2005 and 2006. See Note 29 regarding the Company's agreement to purchase an approximate 41.2% interest in GB Holdings from an affiliate of Mr. Icahn. Upon consummation of the purchase agreement, we will own approximately 77.5% of the outstanding GB Holdings common stock and warrants to purchase, upon the occurrence of certain events, approximately 21.3% of the fully diluted common stock of Atlantic Holdings.

In the year ended December 31, 2004, the Company recorded an impairment loss of \$15.6 million on its equity investment in GB Holdings. The purchase price pursuant to the agreement described above was less than our carrying value, approximately \$26.2 million, for the approximately 36.3% of the outstanding GB Holdings common stock that the Company owns. In the March 31, 2005 (unaudited) Form 10-Q of GB Holdings, there was a working capital deficit of approximately \$39 million and there is approximately \$40 million of debt maturing in September 2005.

#### 14. Oil and Gas Operating Properties

a. National Energy Group, Inc.

In October 2003, pursuant to a Purchase Agreement dated as of May 16, 2003, the Company acquired certain debt and equity securities of NEG from entities affiliated with Mr. Icahn for an aggregate cash consideration of approximately \$148.1 million plus approximately \$6.7 million in cash of accrued interest on the debt securities. The agreement was reviewed and approved by the Audit Committee, which was advised by its independent financial advisor and legal counsel. The securities acquired were \$148,637,000 in principal amount of outstanding 10<sup>3</sup>/<sub>4</sub>% Senior Notes due 2006 of NEG and 5,584,044 shares of common stock of NEG. As a result of the foregoing transaction and the acquisition by the Company of additional securities of NEG prior to the closing, the Company beneficially owns in excess of 50% of the outstanding common stock of NEG.

NEG owns a 50% interest in Holding LLC, the other 50% interest in Holding LLC is held by Gascon Partners ("Gascon") an Icahn affiliate and managing member. Holding LLC owns NEG Operating LLC ("Operating LLC") which owns operating oil and gas properties managed by NEG. Under the Holding LLC operating agreement, as of September 30, 2004, NEG is to receive guaranteed payments of approximately \$39.9 million in addition to a priority distribution of approximately \$148.6 million before the Icahn affiliate receives any monies. Due to the substantial uncertainty that NEG will receive any distribution above the priority and guaranteed payments amounts, NEG accounts for its investment in Holding LLC as a preferred investment.

In connection with a credit facility obtained by Holding LLC, NEG and Gascon have pledged as security their respective interests in Holding LLC.

b. NEG Investment in NEG Holding LLC

As explained below, NEG's investment in Holding LLC is recorded as a preferred investment. The initial investment was recorded at historical carrying value of the net assets contributed with no gain or loss recognized on the transfer. The Company currently assesses its investment in Holding LLC through a cash flow analysis to determine if Holding LLC will have sufficient cash flows to fund the guaranteed payments and priority distribution. This analysis is done on a quarterly basis. Holding LLC is required to make SFAS 69 disclosures on an annual basis, which include preparation of reserve reports by independent engineers and cash flow projections. These cash flow projections are the basis for the cash flow analysis. The Company follows the conceptual guidance of SFAS 144 "Accounting for the Impairment of Long-Lived Assets" in assessing any potential impairments in Holding LLC.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Summarized financial information for Holding LLC is as follows (in \$000's):

	March 31,		December 31,	
	2005	2004	2004	2003
	(Unaudited)			
Current assets	\$ 30,991	\$ 23,146	\$ 23,146	\$ 33,415
Noncurrent assets(1)	251,438	237,127	237,127	190,389
<b>Total assets</b>	<b>\$ 282,429</b>	<b>\$ 260,273</b>	<b>\$ 260,273</b>	<b>\$ 223,804</b>
Current liabilities	\$ 35,699	\$ 22,456	\$ 22,456	\$ 14,253
Noncurrent liabilities	83,732	63,636	63,636	48,514
<b>Total liabilities</b>	<b>119,431</b>	<b>86,092</b>	<b>86,092</b>	<b>62,767</b>
<b>Members' equity</b>	<b>162,998</b>	<b>174,181</b>	<b>174,181</b>	<b>161,037</b>
<b>Total liabilities and members' equity</b>	<b>\$ 282,429</b>	<b>\$ 260,273</b>	<b>\$ 260,273</b>	<b>\$ 223,804</b>

(1) Primarily oil and gas properties

	Three Months Ended March 31,		Year Ended December 31,		
	2005	2004	2004	2003	2002
	(Unaudited)				
	(in \$000's)				
Total revenues	\$ 2,870	\$ 25,569	\$ 78,727	\$ 77,606	\$ 35,900
Costs and expenses	(13,137)	(11,044)	(47,313)	(46,766)	(32,064)
<b>Operating income</b>	<b>(10,267)</b>	<b>14,525</b>	<b>31,414</b>	<b>30,840</b>	<b>3,836</b>
Other income (expense)	(916)	(358)	(2,292)	30	10,090
<b>Net (loss) income</b>	<b>\$ (11,183)</b>	<b>\$ 14,167</b>	<b>\$ 29,122</b>	<b>\$ 30,870</b>	<b>\$ 13,926</b>

In August 2000, pursuant to a plan of reorganization, Holding LLC was formed. Prior to September 2001, NEG owned and operated certain oil and gas properties. In September 2001, NEG contributed oil and natural gas properties in exchange for Holding LLC's obligation to pay the Company the guaranteed payments and priority distributions. The Company also received a 50% membership interest in Holding LLC. Gascon also contributed oil and natural gas assets and cash in exchange for future payments and a 50% membership interest. The Holding LLC operating agreement requires the payment of guaranteed payments and priority distributions to NEG in order to pay interest on senior debt and the principal amount of the debt of \$148.6 million in 2006. After the receipt by NEG of the guaranteed payments and priority distributions that total approximately \$300 million, the agreement requires the distribution of an equal amount to Gascon. Holding LLC is contractually obligated to make the guaranteed payments and priority distributions to NEG and Gascon before any distributions can be made to the LLC interest.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

NEG originally recorded its investment in Holding LLC at the historical cost of the oil and gas properties contributed into the LLC. In evaluating the appropriate accounting to be applied to this investment, NEG anticipated it will collect the guaranteed payments and priority distributions through 2006. However, based on cash flow projections prepared by the management of Holding LLC and its reserve engineers, there is substantial uncertainty that there will be any residual value in Holding LLC subsequent to the payment of the amounts required to be paid to Gascon. Due to this uncertainty,

F-100

---

NEG has been accreting its investment in Holding LLC, the value of its preferred interest at the implicit rate of interest up to the guaranteed payments and priority distributions collected through 2006, recognizing the accretion income in earnings. Accretion income is periodically adjusted for changes in the timing of cash flows, if necessary due to unscheduled cash distributions. Receipt of guaranteed payments and the priority distribution are recorded as reductions in the preferred investment in Holding LLC. The preferred investment in Holding LLC is evaluated quarterly for other than temporary impairment. The rights of NEG upon liquidation of Holding LLC are identical to those described above and the Company considered those rights in determining the appropriate presentation.

Because of the continuing substantial uncertainty that there will be any residual value in Holding LLC after the guaranteed payments and priority distributions, no income other than the accretion is currently being given accounting recognition. NEG's preferred investment will be reduced to zero upon collection of the priority distributions in 2006. After that date, NEG will continue to monitor payments made to Gascon and, at such time as it would appear that there is any residual value to NEG's 50% interest in Holding LLC, it would receive accounting recognition. Throughout, and up to this point, NEG believes that the 50% interest in Holding LLC represents a residual interest that is currently valued at zero. The Company accounts for its residual equity investment in Holding LLC in accordance with APB 18.

The following is a roll forward of the Investment in Holding LLC as of March 31, 2005 (unaudited), December 31, 2004 and 2003 (in \$000s):

	<u>March 31,</u>	<u>December 31,</u>	
	<u>2005</u>	<u>2004</u>	<u>2003</u>
Investment in Holding LLC at beginning of period	\$ 87,800	\$ 69,346	\$ 108,880
Priority distribution from Holding LLC			(51,446)
Guaranteed payment from Holding LLC		(15,978)	(18,230)
Accretion of investment in Holding LLC	9,893	34,432	30,142
Investment in Holding LLC at end of period	<u>\$ 97,693</u>	<u>\$ 87,800</u>	<u>\$ 69,346</u>

The Holding LLC Operating Agreement requires that distributions shall be made to both NEG and Gascon as follows:

1. Guaranteed payments are to be paid to NEG, calculated on an annual interest rate of 10.75% on the outstanding priority distribution amount. The priority distribution amount includes all outstanding debt owed to entities owned or controlled by Carl C. Icahn, including the amount of NEG's 10.75% Senior Notes. As of March 31, 2005 (unaudited) and December 31, 2004, the priority distribution amount was \$148.6 million which equals the amount of NEG's 10.75% Senior Notes due the Company. The guaranteed payments will be made on a semi-annual basis.
2. The priority distribution amount is to be paid to NEG. Such payment is to occur by November 6, 2006.
3. An amount equal to the priority distribution amount and all guaranteed payments paid to NEG, plus any additional capital contributions made by Gascon, less any distribution previously made by NEG to Gascon, is to be paid to Gascon.
4. An amount equal to the aggregate annual interest (calculated at prime plus  $\frac{1}{2}\%$  on the sum of the guaranteed payments), plus any unpaid interest for prior years (calculated at prime plus  $\frac{1}{2}$



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

% on the sum of the guaranteed payments), less any distributions previously made by NEG to Gascon, is to be paid to Gascon.

5.

After the above distributions have been made, any additional distributions will be made in accordance with the ratio of NEG's and Gascon's respective capital accounts.

In addition, the Holding LLC Operating Agreement contains a provision that allows Gascon at any time, in its sole discretion, to redeem the membership interest in Holding LLC at a price equal to the fair market value of such interest determined as if Holding LLC had sold all of its assets for fair market value and liquidated. Since all of the NEG's operating assets and oil and natural gas properties have been contributed to Holding LLC, as noted above, following such a redemption, NEG's principal assets would consist solely of its cash balances.

### c. TransTexas Gas Corporation

1. On December 6, 2004, the Company purchased from affiliates of Mr. Icahn \$27,500,000 aggregate principal amount, or 100%, of the outstanding term notes issued by TransTexas (the "TransTexas Notes"). The purchase price was \$28,245,890, which equals the principal amount of the TransTexas Notes plus accrued but unpaid interest. The notes are payable annually in equal consecutive annual payments of \$5,000,000, with the final installment due August 28, 2008. Interest is payable semi-annually in February and August at the rate of 10% per annum. The notes eliminate in consolidation due to the acquisition of TransTexas in April 2005.

2. On January 21, 2005, the Company entered into an agreement to acquire TransTexas from an affiliate of Mr. Icahn for an aggregate consideration of \$180.0 million in cash, subject to certain purchase price adjustments. The acquisition was completed on April 6, 2005 for total consideration of \$180.0 million. The terms of the transaction were approved by the Audit Committee, which was advised by its independent financial advisor and by counsel.

On November 14, 2002, TransTexas filed a voluntary petition for relief under Chapter 11 of the U.S. Bankruptcy Code in the United States Bankruptcy Court for the Southern District of Texas, Corpus Christi Division (the "Bankruptcy Court"). The bankruptcy petition was filed in order to preserve cash and give TransTexas the opportunity to restructure its debt. TransTexas' First Amended Joint Plan of Reorganization submitted by Thornwood Associates LP ("Thornwood"), as modified on July 8, 2003 (the "Plan"), was confirmed by the Bankruptcy Court on August 14, 2003 effective August 28, 2003 ("Effective Date"). Thornwood is an entity affiliated with Mr. Icahn.

As of the Effective Date, the entity affiliated with Mr. Icahn owned 89% of the equity interest in TransTexas. During June 2004, the entity affiliated with Mr. Icahn acquired an additional 5.7% of the outstanding shares of TransTexas from certain minority interest holders. During December 2004, TransTexas purchased the remaining 5.3% of the outstanding shares from the minority interest holders. The difference between the purchase price for both acquisitions and the minority interest liability was treated as a purchase price adjustment which reduced the full cost pool.

The Company consolidates TransTexas in the Company's supplemental consolidated financial statements. In accordance with generally accepted accounting principles, assets transferred between entities under common control are accounted for at historical costs similar to a pooling of interests,

and the financial statements of previously separate companies for periods since the Effective Date are restated on a combined basis.

Earnings of TransTexas prior to the acquisition in April 2005 have been allocated to the General Partner. The assets acquired and liabilities assumed in this acquisition have been accounted for at historical cost. An increase of \$116.3 million has been made to the General Partner's equity at the Effective Date as a result of the acquisition. A reduction of \$180.0 million, reflecting the purchase price, will be made to the General Partner's equity in April 2005.

### 3. Capitalized Costs

Capitalized costs as of December 31, 2004 and 2003 relating to oil and gas producing activities are as follows (in \$000's):

	December 31,	
	2004	2003
Proved Properties	\$ 221,351	\$ 182,193
Unproved Properties		
Other property and equipment	540	2,369
<b>Total</b>	<b>221,891</b>	<b>184,562</b>
Less: Accumulated depreciation, depletion and amortization	(53,755)	(15,641)
	<b>\$ 168,136</b>	<b>\$ 168,921</b>

Cost incurred in connection with property acquisition, exploration and development activities for the year ended December 31, 2004 and the period from August 28, 2003 to December 31, 2003 were as follows (in \$000's, except depletion rate):

	2004	2003
Development costs	\$ 14,284	\$ 556
Exploration costs	33,202	
<b>Total</b>	<b>\$ 47,486</b>	<b>\$ 556</b>
Depletion rate per MCFe	\$ 4.70	\$ 4.39

As of December 31, 2004 and 2003, all capitalized costs relating to oil and gas activities have been included in the full cost pool.

#### d. Supplemental Reserve Information (Unaudited)

The accompanying tables present information concerning the Company's oil and natural gas producing activities during the year ended December 31, 2004 and the period from August 28, 2003 to December 31, 2003 and are prepared in accordance with Statement of Financial Accounting Standards No. 69, "Disclosures about Oil and Gas Producing Activities."

Estimates of the Company's proved reserves and proved developed reserves were prepared by Netherland, Sewell & Associates, Inc., an independent firm of petroleum engineers, based on data supplied by them to the Company. Estimates relating to oil and gas reserves are inherently imprecise and may be subject to substantial revisions due to changing prices and new information, such as reservoir performance, production data, additional drilling and other factors becomes available.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Proved reserves are estimated quantities of oil, natural gas, condensate and natural gas liquids which geological and engineering data demonstrate with reasonable certainty to be recoverable in future years from known reservoirs under existing economic and operating conditions. Natural gas liquids and condensate are included in oil reserves. Proved developed reserves are those proved reserves that can be expected to be recovered through existing wells with existing equipment and operating methods. Natural gas quantities represent gas volumes which include amounts that will be extracted as natural gas liquids. The Company's estimated net proved reserves and proved developed reserves of oil and condensate and natural gas for the year ended December 31, 2004 and for the period from August 28, 2003 to December 31, 2003 were as follows:

	December 31,			
	2004		2003	
	Oil and Condensate (barrels)	Gas (MCF)	Oil and Condensate (barrels)	Gas (MCF)
<b>Proved Reserves:</b>				
Beginning of period	3,124,112	38,655,526	1,120,400	41,440,700
<b>Increase (decrease) during the period attributable to:</b>				
Revisions of previous estimates	234,521	(5,630,633)	2,351,163	(308,688)
Extensions and discoveries	78,453	16,875,613		
Sales of reserves				
Production	(918,905)	(5,788,974)	(347,451)	(2,476,486)
End of period	2,518,181	44,111,532	3,124,112	38,655,526
<b>Proved developed reserves:</b>				
Beginning of period	2,755,522	21,557,712	431,400	15,802,000
End of period(1)	2,410,912	26,179,029	2,755,522	21,557,712

- (1) includes proved developed non-producing reserves for 2004 and 2003 of 788,042 and 57,441 barrels of oil and 10,479,632 and 4,586,423 mcf of gas, respectively.

### *Standardized Measure Information*

The calculation of estimated future net cash flows in the following table assumed the continuation of existing economic conditions and applied year-end prices (except for future price changes as allowed by contract) of oil and gas to the expected future production of such reserves, less estimated future expenditures (based on current costs) to be incurred in developing and producing those reserves.

The standardized measure of discounted future net cash flows does not purport, nor should it be interpreted, to present the fair market value of the Company's oil and gas reserves. These estimates reflect proved reserves only and ignore, among other things, changes in prices and costs, revenues that could result from probable reserves which could become proved reserves in later years and the risks

inherent in reserve estimates. The standardized measure of discounted future net cash flows relating to proved oil and gas reserves as of December 31, 2004 and 2003 is as follows:

	2004	2003
Future cash inflows	\$ 354,725,200	\$ 313,032,000
Future production costs	78,680,400	59,113,600
Future development costs	54,721,925	35,690,500
Future income taxes		
Future net cash flows	221,322,875	218,227,900
Annual discount (10%) for estimated timing of cash flows	60,105,800	53,790,300
Standardized measure of discounted future net cash flows	\$ 161,217,075	\$ 164,437,600

Principle sources of change in the standardized measure of discounted future net cash flows for the year ended December 31, 2004 and the period from August 28, 2003 to December 31, 2003 was:

	2004	2003
Beginning of period	\$ 164,437,600	\$ 101,803,900
Sales, net of production costs	(47,635,549)	(16,761,000)
Net change in prices, net of production costs	(14,353,925)	31,943,125
Revisions of quantity estimates	(17,464,167)	44,507,391
Extensions and discoveries	74,451,060	
Development costs incurred	14,056,670	556,000
Change in estimated future development costs	(28,921,504)	4,930,232
Accretion of discount	16,443,760	3,393,463
Changes in production rates and other	203,130	(5,935,511)
End of period	\$ 161,217,075	\$ 164,437,600

During recent years, there have been significant fluctuations in the prices paid for crude oil in the world markets. This situation has had a destabilizing effect on crude oil posted prices in the United States, including the posted prices paid by purchasers of the Company's crude oil. The net weighted average prices of crude oil and natural gas at December 31, 2004 and 2003, used in the above table were \$38.60 and \$25.91 per barrel of crude oil, respectively, and \$5.84 and \$6.00 per thousand cubic feet of natural gas, respectively.

e. See Note 29 pertaining to additional oil and gas acquisitions.

## 15. Significant Property Transactions

Information on significant property transactions during the three month period ended March 31, 2005 (unaudited) and the three-year period ended December 31, 2004 is as follows:

a. In September 2002, the Company purchased an industrial building located in Nashville, Tennessee for approximately \$18.2 million. The building was constructed in 2001 and is fully leased to two tenants, Alliance Healthcare and Jet Equipment & Tools Inc., with leases expiring in 2011. The annual net operating income was anticipated to be approximately \$1.6 million increasing to approximately \$1.9 million by 2011. In October 2002, the Company closed a \$12.7 million non-recourse mortgage loan on the Nashville, Tennessee property. The loan bore interest at 6.4% per annum and was due to mature in ten years. Required payments were interest only for the first three years and then principal amortization would commence based on a thirty-year amortization schedule. In June 2004, the Company sold the property for a selling price of \$19.2 million. A gain of approximately \$1.4 million

was recognized in the year ended December 31, 2004 and is included in discontinued operations in the Consolidated Statements of Earnings.

At December 31, 2003, the property had a carrying value of approximately \$18,066,000 and was encumbered by a non-recourse mortgage in the amount of \$12,700,000.

b. In October 2002, the Company sold a property located in North Palm Beach, Florida for a selling price of \$3.5 million. A gain of approximately \$2.4 million was recognized in the year ended December 31, 2002.

c. In October 2003, the Company sold a property located in Columbia, Maryland to its tenant for a selling price of \$11 million. A gain of approximately \$5.8 million was recognized in the year ended December 31, 2003.

d. In the year ended December 31, 2004, of the 57 properties, the Company sold nine financing lease properties for approximately \$43.6 million. The properties were encumbered by mortgage debt of approximately \$26.8 million which was repaid from the sales proceeds. The carrying value of these properties was approximately \$38.3 million; therefore, the Company recognized a gain on sale of approximately \$5.3 million in the year ended December 31, 2004, which is included in income from continuing operations in the Supplemental Consolidated Statements of Earnings.

In the year ended December 31, 2004, of the 57 properties, the Company sold 48 operating and held for sale properties for approximately \$201.8 million. The properties were encumbered by mortgage debt of approximately \$67 million which was repaid from the sales proceeds. The carrying value of these properties was approximately \$126.6 million. The Company recognized a gain on sale of approximately \$75.2 million in year ended December 31, 2004, which is included in income from discontinued operations in the Supplemental Consolidated Statements of Earnings.

In the three months ended March 31, 2005 (unaudited), the Company sold four rental real estate properties and a golf resort for approximately \$51.9 million which were encumbered by mortgage debt of approximately \$10.7 million repaid from the sale proceeds.

Of the five properties, the Company sold one financing lease property for approximately \$8.4 million encumbered by mortgage debt of approximately \$3.8 million. The carrying value of this property was approximately \$8.2 million; therefore, the Company recognized a gain on sale of approximately \$0.2 million in the three months ended March 31, 2005 (unaudited), which is included in income from continuing operations. The Company sold four operating properties for approximately \$43.5 million encumbered by mortgage debt of approximately \$6.9 million. The carrying value of these properties was approximately \$24.8 million. The Company recognized a gain on sale of approximately \$18.7 million in the three months ended March 31, 2005 (unaudited), which is included in income from discontinued operations.

At March 31, 2005, the Company had 11 properties under contract or as to which letters of intent had been executed by potential purchasers, all of which contracts or letters of intent are subject to purchaser's due diligence and other closing conditions. Selling prices for the properties covered by the contracts or letters of intent would total approximately \$45.5 million. These properties are encumbered by mortgage debt of approximately \$25.3 million. At March 31, 2005, the carrying value of these properties is approximately \$29.1 million. In accordance with generally accepted accounting principles, only the real estate operating properties under contract or letter of intent, but not the financing lease properties, were reclassified to "Properties Held for Sale" and the related income and expense reclassified to "Income from Discontinued Operations."

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

e. In January 2004, in conjunction with its reinvestment program, the Company purchased a 34,422 square foot commercial condominium unit ("North Moore Condos") located in New York City for approximately \$14.5 million. The unit contains a Citibank branch, a furniture store and a restaurant. Current annual rent income from the three tenants is approximately \$1,289,000. The Company obtained mortgage financing of \$10 million for this property in April 2004. The mortgage bears interest at the rate of 5.73% per annum, and matures in March 2014. Annual debt service is \$698,760.

f. In July 2004, the Company purchased two Vero Beach, Florida waterfront communities, Grand Harbor and Oak Harbor ("Grand Harbor"), including their respective golf courses, tennis complex, fitness center, beach club and clubhouses. The acquisition also included properties in various stages of development, including land for future residential development, improved lots and finished residential units ready for sale. The purchase price was approximately \$75 million, which included approximately \$62 million of land and construction in progress. The Company plans to invest in the further development of these properties and the enhancement of the existing infrastructure.

### 16. Mortgages Payable

Mortgages payable, all of which are nonrecourse to the Company, are summarized as follows (in \$000's):

Range of Interest Rates	Range of Maturities	Annual Principal and Interest Payment	Balance At March 31,	Balance At December 31,	
			2005	2004	2003
(Unaudited)					
5.630% 8.25%	10/15/07 10/01/14	\$ 9,373	\$ 80,191	\$ 91,896	\$ 180,989
Less current portion and mortgages on properties held for sale			(24,577)	(31,177)	(87,753)
			<u>\$ 55,614</u>	<u>\$ 60,719</u>	<u>\$ 93,236</u>

The following is a summary of the contractual future principal payments of the mortgages (in \$000's):

Year Ending December 31,	Amount
2005	\$ 4,759
2006	5,116
2007	11,428
2008	24,385
2009	7,211
2010 2014	38,997
	<u>\$ 91,896</u>

a. See Note 15a. for Mid-South Logistics financing in October 2002.

b. On May 16, 2003, the Company executed a mortgage note secured by a distribution facility located in Windsor Locks, Connecticut and obtained funding in the principal amount of \$20 million. The loan bears interest at 5.63% per annum and matures on June 1, 2013. Annual debt service is approximately \$1,382,000 based on a 30 year amortization schedule.

c. See Note 15e. for North Moore Condo financing in April 2004.

#### 17. Due to Affiliates

a. At December 31, 2002, NEG had \$10.9 million outstanding under its existing \$100 million credit facility with Arnos, an Icahn affiliate. Arnos continued to be the holder of the credit facility; however, the \$10.9 million note outstanding under the credit facility was contributed to Holding LLC as part of Gascon's contribution to Holding LLC on September 12, 2001. In December 2001, the maturity date of the credit facility was extended to December 31, 2003 and NEG was given a waiver of compliance with respect to any and all covenant violations. NEG was not in compliance with the minimum interest coverage ratio at September 30, 2002; and December 31, 2002 and the current ratio at December 31, 2002, however, in December 2001, NEG was given a waiver of compliance with respect to any and all covenant violations through December 31, 2003.

On March 26, 2003, Holding LLC distributed the \$10.9 million note outstanding under NEG's revolving credit facility as a priority distribution to NEG, thereby canceling the note. Also, on March 26, 2003, NEG, Arnos and Operating LLC entered into an agreement to assign the credit facility to Operating LLC. Effective with this assignment, Arnos amended the credit facility to increase the revolving commitment to \$150 million, increase the borrowing base to \$75.0 million and extend the revolving due date until June 30, 2004. Concurrently, Arnos extended a \$42.8 million loan to Operating LLC under the amended credit facility. Operating LLC then distributed \$42.8 million to Holding LLC which, thereafter, made a \$40.5 million priority distribution and a \$2.3 million guaranteed payment to NEG. NEG utilized these funds to pay the entire amount of the long-term interest payable on the Notes and interest accrued thereon outstanding on March 27, 2003. The Arnos facility was canceled on December 29, 2003 in conjunction with a third party bank financing.

b. On September 24, 2001, Arizona Charlie's, Inc., the predecessor entity to Arizona Charlie's, LLC, which was acquired by American Casino in May 2004, refinanced the remaining principal balance of \$7.9 million on a prior note payable to Arnos Corp., an affiliate of Mr. Icahn. The note bore interest at the prime rate plus 1.50% (5.75% per annum at December 31, 2002), with a maturity of June 2004, and was collateralized by all the assets of Arizona Charlie's, Inc. The note was repaid during November 2003. During the years ended December 31, 2003 and 2002, Arizona Charlie's, Inc. paid interest expense of \$0.1 million and \$0.4 million, respectively.

c. During fiscal year 2002, Fresca, LLC, which was acquired by American Casino in May 2004, entered into an unsecured line of credit in the amount of \$25.0 million with Starfire Holding Corporation ("Starfire"), an affiliate of Mr. Icahn. The outstanding balance, including accrued interest, was due and payable on January 2, 2007. As of December 31, 2003, Fresca, LLC had \$25.0 million outstanding. The note bore interest on the unpaid principal balance from January 2, 2002 until maturity at the rate per annum equal to the prime rate, as established by Fleet Bank, from time to time, plus 2.75%. Interest was payable semi-annually in arrears on the first day of January and July, and at maturity. The note was guaranteed by Mr. Icahn. The note was repaid during May 2004. During the years ended December 31, 2004, 2003 and 2002, Fresca, LLC paid \$0.7 million, \$1.2 million and \$0.4 million, respectively.

d. In connection with TransTexas' plan of reorganization on the Effective Date, TransTexas as borrower, entered into the Restructured Oil and Gas (O&G) Note with Thornwood, as lender. The

Restructured O&G Note is a term loan in the amount of \$32.5 million and bears interest at a rate of 10% per annum. Interest is payable semi-annually commencing six months after the Effective Date. Annual principal payments in the amount of \$5.0 million are due on the first through fourth anniversary dates of the Effective Date with the final principal payment of \$12.5 million due on the fifth anniversary of the Effective Date. The Restructured O&G Note was purchased by the Company in December 2004 and is eliminated in consolidation.

#### **18. Senior Secured Notes Payable and Credit Facility**

In January 2004, American Casino closed on its offering of senior secured notes due 2012. The notes, in the aggregate principal amount of \$215 million, bear interest at the rate of 7.85% per annum. The notes have a fixed annual interest rate of 7.85% per annum, which will be paid every six months on February 1 and August 1, commencing August 1, 2004. The notes will mature on February 1, 2012. The proceeds were held in escrow pending receipt of all approvals necessary under gaming laws and certain other conditions in connection with the acquisition of Arizona Charlie's Decatur and Arizona Charlie's Boulder. Upon satisfaction of all closing conditions on May 26, 2004, the proceeds of the offering were released from escrow. American Casino used the proceeds of the offering for the acquisition of Arizona Charlie's Decatur and Boulder, to repay intercompany indebtedness and for distributions to the Company. The notes are recourse only to, and are secured by a lien on the assets of, American Casino and certain of its subsidiaries. The notes restrict the ability of American Casino and its restricted subsidiaries, subject to certain exceptions, to: incur additional debt; pay dividends and make distributions; make certain investments; repurchase stock; create liens; enter into transactions with affiliates; enter into sale and leaseback transactions; merge or consolidate; and transfer, lease or sell assets. As of March 31, 2005 (unaudited) and December 31, 2004, American Casino is in compliance with all terms and conditions of the notes. The notes were issued in an offering not registered under the Securities Act of 1933. At the time American Casino issued the notes, it entered into a registration rights agreement in which it agreed to exchange the notes for new notes which have been registered under the Securities Act of 1933. On October 26, 2004, the SEC declared effective American Casino's registration statement. The exchange offer was consummated on December 1, 2004.

The Company recorded approximately \$4.2 million, \$2.9 million and \$15.6 million of interest expense on the notes payable in the three months ended March 31, 2005 and 2004 (unaudited) and the year ended December 31, 2004 which is included in "Interest expense" in the Supplemental Consolidated Statements of Earnings.

A syndicate of lenders has provided to American Casino a non-amortizing \$20.0 million revolving credit facility. The commitments are available to the Company in the form of revolving loans, and include a letter of credit facility (subject to \$10.0 million sublimit). Loans made under the senior secured revolving facility will mature and the commitments under them will terminate on January 29, 2008. There were no borrowings outstanding under the facility at December 31, 2004.

Of the Company's cash and cash equivalents at March 31, 2005 (unaudited) and December 31, 2004, approximately \$85.9 million and \$75.2 million in cash is at American Casino which is subject to the restrictions of its notes and the revolving credit facility.



## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The fair value of American Casino's long-term debt is based on the quoted market prices for the same or similar issues or on the current rates offered to us for debt of the same remaining maturities. As such, the estimated fair value of long-term debt outstanding is approximately \$224.7 million and \$229.0 million as of March 31, 2005 (unaudited) and December 31, 2004, respectively.

### 19. Senior Unsecured Notes Payable

On May 12, 2004, the Company closed on its offering of senior notes due 2012. The notes, in the aggregate principal amount of \$353 million, were priced at 99.266%. The notes have a fixed annual interest rate of 8<sup>1</sup>/<sub>8</sub>%, which will be paid every six months on June 1 and December 1, commencing December 1, 2004. The notes will mature on June 1, 2012. AREH is a guarantor of the debt; however, no other subsidiaries guarantee payment on the notes. American Real Estate Finance Corp. ("AREF"), a wholly-owned subsidiary of the Company, was formed solely for the purpose of serving as a co-issuer of debt securities. AREF does not have any operations or assets and does not have any revenues. The Company intends to use the proceeds of this offering for general business purposes, including its primary business strategy of acquiring undervalued assets in its existing lines of business or other businesses and to provide additional capital to grow its existing businesses. The notes restrict the ability of the Company, subject to certain exceptions, to, among other things; incur additional debt; pay dividends or make distributions; repurchase stock; create liens; and enter into transactions with affiliates. As of March 31, 2005 (unaudited) and December 31, 2004, the Company is in compliance with all terms and conditions of the notes. The notes were issued in an offering not registered under the Securities Act of 1933. At the time the Company issued the notes, the Company entered into a registration rights agreement in which the Company agreed to exchange the notes for new notes which have been registered under the Securities Act of 1933. On November 8, 2004, the SEC declared effective the Company's registration statement. The exchange offer was consummated on December 15, 2004.

The fair value of the Company's long-term debt is based on the quoted market prices for the same or similar issues or on the current rates offered to us for debt of the same remaining maturities. As such, the estimated fair value of long-term debt outstanding is approximately \$375 million as of December 31, 2004.

The Company recorded approximately \$7.1 million and \$18.5 million of interest expense on the notes payable in the three months ended March 31, 2005 (unaudited) and the year ended December 31, 2004 which is included in "Interest expense" in the Supplemental Consolidated Statements of Earnings for the year then ended.

On February 7, 2005, the Company and its subsidiary, American Real Estate Finance Corp. ("AREF"), closed on their offering of senior notes due 2013. The notes, in the aggregate principal amount of \$480 million, were priced at 100% of principal amount. The notes have a fixed annual interest rate of 7<sup>1</sup>/<sub>8</sub>%, which will be paid every six months on February 15 and August 15, commencing August 15, 2005. The notes will mature on February 15, 2013. AREF, a wholly owned subsidiary of the Company was formed solely for the purpose of serving as co-issuer of the notes, AREF does not have any operations or assets and does not have any revenues. AREH is a guarantor of the debt; however, no other subsidiaries guarantee payment on the notes. Simultaneously, the Company loaned AREH \$474 million which was net of a discount of \$6 million. The loan is under the same terms and

conditions as the Company's Senior Notes due in 2013. The Company intends to use the proceeds of the offering, together with depositary units to be issued by the Company, to fund the acquisitions described in Note 29 to pay related fees and expenses and for general business purposes. The notes restrict the ability of the Company and AREH, subject to certain exceptions, to, among other things; incur additional debt; pay dividends or make distributions; repurchase stock; create liens; and enter into transactions with affiliates. The notes were issued in an offering not registered under the Securities Act of 1933. At the time the Company issued the notes, the Company entered into a registration rights agreement in which it agreed to exchange the notes for new notes which have been registered under the Securities Act of 1933. If the registration statement is not filed with the SEC by August 8, 2005 or if the registration statement is not declared effective by the SEC on or prior to December 5, 2005 or if the Company fails to consummate an exchange offer in which we issued notes registered under the Securities Act of 1933 in exchange for the privately issued notes within 30 business days after December 5, 2005, then the Company will pay, as liquidated damages, \$.05 per week per \$1,000 principal amount for the first 90 day period following such failure, increasing by an additional \$.05 per week of \$1,000 principal amount for each subsequent 90 day period, until all failures are cured.

## 20. Accounts Payable, Accrued Expenses and Other Current Liabilities

Accounts payable, accrued expenses and other liabilities consist of the following (In \$000's):

	<u>March 31,</u>	<u>December 31,</u>	
	<u>2005</u>	<u>2004</u>	<u>2003</u>
	(Unaudited)		
Accrued liabilities	\$ 11,617	\$ 11,463	\$ 11,951
Accrued payroll	10,984	11,113	12,507
Due to Panaco, Inc.		16,242	
Other	74,213	57,059	31,422
	<u>\$ 96,814</u>	<u>\$ 95,877</u>	<u>\$ 55,880</u>

## 21. Earnings Per Limited Partnership Unit

Basic earnings per LP unit are based on net earnings attributable to limited partners, and in period prior to July 1, 2003, adjusted for the preferred pay-in-kind distribution to Preferred Unitholders. The resulting net earnings available for limited partners are divided by the weighted average number of shares of limited partnership units outstanding.

Diluted earnings per LP unit are based on earnings before the preferred pay-in-kind distribution as the numerator with the denominator based on the weighted average number of units and equivalent units outstanding. The Preferred Units are considered to be equivalent units.

### *Net Income Per Unit*

Basic net income per American Real Estate Partners, L.P. Unit is derived by dividing net income attributable to the limited partners by the basic weighted average number of American Real Estate Partners, L.P. Units outstanding for each period. Diluted earnings per American Real Estate Partners, L.P. Unit is derived by adjusting net income attributable to the limited partners for the assumed

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

dilutive effect of the redemption of the Preferred LP Units ("Diluted Earnings") and dividing Diluted Earnings by the diluted earnings weighted average number of American Real Estate Partners, L.P. Units outstanding for each period.

	Three Months Ended March 31,		December 31,		
	2005	2004	2004	2003	2002
In \$000's (except per unit data)					
Attributable to Limited Partners:					
Basic income from continuing operations	\$ 38,940	\$ 47,663	\$ 71,476	\$ 48,588	\$ 56,380
Add Preferred LP Unit distribution	1,259	1,201	4,981	4,792	4,518
Income before discontinued operations	40,199	48,864	76,457	53,380	60,898
Income from discontinued operations	19,288	9,945	81,031	10,772	6,788
Diluted earnings	59,487	58,809	157,488	64,152	67,686
Weighted average limited partnership units outstanding	46,098,284	46,098,284	46,098,284	46,098,284	46,098,284
Dilutive effect of redemption of Preferred LP Units	3,759,338	6,401,019	5,444,028	8,391,659	10,368,414
Weighted average limited partnership units and equivalent partnership units outstanding	49,857,622	52,499,303	51,542,312	54,489,943	56,466,698
Basic earnings:					
Income from continuing operations	\$ 0.84	\$ 1.03	\$ 1.55	\$ 1.00	\$ 1.12
Income from discontinued operations	0.42	0.22	1.76	0.24	0.15
Basic earnings per LP unit	\$ 1.26	\$ 1.25	\$ 3.31	\$ 1.24	\$ 1.27
Diluted earnings:					
Income from continuing operations	\$ 0.81	\$ 0.93	\$ 1.48	\$ 0.94	\$ 1.00
Income from discontinued operations	0.39	0.19	1.57	0.19	0.12
Diluted earnings per LP unit	\$ 1.20	\$ 1.12	\$ 3.05	\$ 1.13	\$ 1.12

## 22. Preferred Units

Pursuant to rights offerings consummated in 1995 and 1997, Preferred Units were issued. The Preferred Units have certain rights and designations, generally as follows. Each Preferred Unit has a liquidation preference of \$10.00 and entitles the holder thereof to receive distributions thereon, payable

solely in additional Preferred Units, at the rate of \$.50 per Preferred Unit per annum (which is equal to a rate of 5% of the liquidation preference thereof), payable annually on March 31 of each year (each, a "Payment Date"). On any Payment Date commencing with the Payment Date on March 31, 2000, the Company, with the approval of the Audit Committee of the Board of Directors of the General Partner, may opt to redeem all, but not less than all, of the Preferred Units for a price, payable either in all cash or by issuance of additional Depositary Units, equal to the liquidation preference of the Preferred Units, plus any accrued but unpaid distributions thereon. On March 31, 2010, the Company must redeem all, but not less than all, of the Preferred Units on the same terms as any optional redemption.

Pursuant to the terms of the Preferred Units, on February 25, 2004, the Company declared its scheduled annual preferred unit distribution payable in additional Preferred Units at the rate of 5% of the liquidation preference of \$10 per unit. The distribution was payable March 31, 2004 to holders of record as of March 12, 2004. A total of 489,657 additional Preferred Units were issued. At December 31, 2004 and 2003, 10,286,264 and 9,796,607 Preferred Units are issued and outstanding, respectively. In February 2004, the number of authorized Preferred LP units was increased to 10,400,000.

Pursuant to the terms of the Preferred Units, on March 4, 2005, the Company declared its scheduled annual preferred unit distribution payable in additional Preferred Units at the rate of 5% of the liquidation preference of \$10. The distribution was payable on March 31, 2005 to holders of record as of March 15, 2005. A total of 514,133 additional Preferred Units were issued. At March 31, 2005, 10,800,397 Preferred Units are issued and outstanding. In addition, the Company increased the number of authorized Preferred Units to 10,900,000.

On July 1, 2003, the Company adopted Statement of Financial Accounting Standards No. 150 (SFAS 150), *Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity*. SFAS 150 requires that a financial instrument, which is an unconditional obligation, be classified as a liability. Previous guidance required an entity to include in equity financial instruments that the entity could redeem in either cash or stock. Pursuant to SFAS 150 the Company's Preferred Units, which are an unconditional obligation, have been reclassified from "Partners' equity" to a liability account in the consolidated Balance Sheets and the preferred pay-in-kind distribution for the period from July 1, 2003 to December 31, 2003 of \$2,449,000 and all future distributions have been and will be recorded as "Interest expense" in the Supplemental Consolidated Statements of Earnings.

The Company recorded \$1.3 million, \$1.2 million, \$5.1 million and \$2.4 million of interest expense in the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004 and 2003, respectively, in connection with the Preferred LP units distribution. These amounts are included in "Interest expense" in the Supplemental Consolidated Statements of Earnings for the years then ended.

**23. Income Taxes (in \$000's)**

The difference between the book basis and the tax basis of the net assets of the Company, not directly subject to income taxes, is as follows:

	December 31,	
	2004	2003
Book basis of AREH net assets excluding American Casino, TransTexas and NEG	\$ 1,319,566	\$ 1,149,418
Excess of tax over book	120,820	79,238
<b>Tax basis of net assets</b>	<b>\$ 1,440,386</b>	<b>\$ 1,228,656</b>

a.

Corporate income taxes

(i.)

The Company's corporate subsidiaries recorded the following income tax (expense) benefit attributable to continuing operations for American Casino, TransTexas and NEG for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002 (in \$000's):

	March 31,		December 31,		
	2005	2004	2004	2003	2002
	(Unaudited)				
Current	\$ (1,105)	\$ (4,655)	\$ (3,030)	\$ (5,506)	\$ (311)
Deferred	(3,677)	(1,311)	(14,296)	22,256	(9,785)
	<b>\$ (4,782)</b>	<b>\$ (5,966)</b>	<b>\$ (17,326)</b>	<b>\$ 16,750</b>	<b>\$ (10,096)</b>

(ii.)

The tax effect of significant differences representing net deferred tax assets (the difference between financial statement carrying values and the tax basis of assets and liabilities) for the Company is as follows at March 31, 2005 (unaudited), December 31, 2004 and 2003 (in \$000's):

	March 31,		December 31,	
	2005	2004	2004	2003
	(Unaudited)			
Deferred tax assets:				
Depreciation, depletion and amortization	\$	49,607	\$	54,489
Net operating loss carryforwards		55,724		53,610
Investment in Holding LLC		1,927		5,333
		18,845		18,845

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	March 31,	December 31,	
	<u>                    </u>	<u>                    </u>	<u>                    </u>
Other	11,955	9,458	8,841
	<u>                    </u>	<u>                    </u>	<u>                    </u>
	119,213	122,890	134,122
Valuation allowance	(64,381)	(64,381)	(65,695)
	<u>                    </u>	<u>                    </u>	<u>                    </u>
Net deferred tax assets	54,832	58,509	68,427
Less current portion	(2,685)	(2,685)	(2,982)
	<u>                    </u>	<u>                    </u>	<u>                    </u>
Non-current net deferred tax assets	\$ 52,147	\$ 55,824	\$ 65,445
	<u>                    </u>	<u>                    </u>	<u>                    </u>

F-114

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

(iii.) The provision (benefit) for income taxes differs from the amount computed at the federal statutory rate as a result of the following:

	Year Ended December 31,		
	2004	2003	2002
Federal statutory rate	35.0%	35.0%	35.0%
Tax deduction not given book benefit	1.0	5.6	0.0
Income not subject to taxation	(24.2)	(15.2)	(22.3)
Valuation allowance	(2.3)	(51.8)	(0.5)
Other	0.0	(1.4)	0.3
	9.5%	(27.8)%	12.5%

At December 31, 2004 and 2003, American Casino had net operating loss carryforwards available for federal income tax purposes of approximately \$16.0 million and \$28.5 million, respectively, which begin expiring in 2020.

SFAS 109 requires a "more likely than not" criterion be applied when evaluating the realizability of a deferred tax asset. As of December 31, 2002, given Stratosphere's history of losses for income tax purposes, the volatility of the industry within which the Stratosphere operates, and certain other factors, Stratosphere had established a valuation allowance for the deductible temporary differences, including the excess of the tax basis of the Stratosphere's assets over the basis of such assets for financial statement purposes and the tax carryforwards. However, at December 31, 2003, based on various factors including the current earnings trend and future taxable income projections, Stratosphere determined that it was more likely than not that the deferred tax assets will be realized and removed the valuation allowance. In accordance with SFAS 109, the tax benefit of any deferred tax asset that existed on the effective date of a reorganization should be reported as a direct addition to contributed capital. Stratosphere has deferred tax assets relating to both before and after Stratosphere emerged from bankruptcy in September of 1998. The net decrease in the valuation allowance was \$79.3 million, of which a net amount of \$47.5 million was credited to partners' equity in the year ended December 31, 2003.

Additionally, American Casino's acquisition of Arizona Charlie's, LLC and Fresca, LLC in May 2004 resulted in a net increase in the tax basis of assets in excess of book basis. As a result, the Company recognized an additional deferred tax asset of approximately \$2.5 million from the transaction. Pursuant to SFAS 109, the benefit of the deferred tax asset from this transaction is credited directly to equity.

At December 31, 2004 and 2003, NEG had net operating loss carryforwards available for federal income tax purposes of approximately \$75.9 and \$58.0 million, respectively, which begin expiring in 2009. Net operating loss limitations may be imposed as a result of subsequent changes in stock ownership of NEG. Prior to the formation of Holding LLC, the income tax benefit associated with the loss carryforwards had not been recognized since, in the opinion of management, there was not sufficient positive evidence of future taxable income to justify recognition of a benefit. Upon the formation of Holding LLC, management again evaluated all evidence, both positive and negative, in determining whether a valuation allowance to reduce the carrying value of deferred tax assets was still needed and concluded, based on the projected allocations of taxable income by Holding LLC, NEG more likely than not will realize a partial benefit from the loss carryforwards. In accordance with

SFAS 109, NEG recorded a deferred tax asset of \$25.5 million as of December 31, 2002, \$25.9 million as of December 31, 2003, and \$19.3 million as of December 31, 2004. Ultimate realization of the deferred tax asset is dependent upon, among other factors, NEG's ability to generate sufficient taxable income within the carryforward periods and is subject to change depending on the tax laws in effect in the years in which the carryforwards are used. As a result of the recognition of expected future income tax benefits, subsequent periods will reflect a full effective tax rate provision.

SFAS 109 requires a "more likely than not" criterion be applied when evaluating the realizability of a deferred tax asset. At the Confirmation Date, given TransTexas's history of losses for income tax purposes, the volatility of the industry within which TransTexas operates, and certain other factors, TransTexas could not conclude it was more likely than not that it would recognize these tax benefits and established a valuation allowance for all the deferred tax assets. However, as of December 31, 2003, based on TransTexas's current and projected taxable income, TransTexas determined that it is more likely than not that it will recognize a portion of its federal net operating loss carryforwards prior to their expiration. Accordingly, TransTexas has removed that portion of the valuation allowance previously booked against those assets resulting in a \$14.4 million tax benefit recorded on the current income statement.

At December 31, 2004 and 2003, TransTexas had net operating loss carryforwards available for federal income tax purposes of approximately \$61.2 million and \$60.2 million, respectively, which begin expiring in 2020. Utilization of the net operating loss carryforwards is subject to an annual limitation of approximately \$2.2 million due to a change in control of ownership (as defined in the Internal Revenue Code). Any unused limitation amount in a given year may be carried forward and utilized in subsequent years.

#### **24. Commitments and Contingencies**

a. In January 2002, the Cape Cod Commission, (the "Commission"), a Massachusetts regional planning body created in 1989, concluded that AREP's New Seabury development is within its jurisdiction for review and approval (the "Administrative Decision"). It is the Company's position that the proposed residential, commercial and recreational development is in substantial compliance with a special permit issued for the property in 1964 and is therefore exempt from the Commission's jurisdiction and that the Commission is barred from exercising jurisdiction pursuant to a 1993 settlement agreement between the Commission and a prior owner of the New Seabury property (the "Settlement Agreement").

In February 2002, New Seabury Properties L.L.C. ("New Seabury"), an AREP subsidiary and owner of the property, filed in Barnstable County Massachusetts Superior Court, a civil complaint appealing the Administrative Decision by the Commission, and a separate civil complaint to find the Commission in contempt of the Settlement Agreement. The Court subsequently consolidated the two complaints into one proceeding. In July 2003, New Seabury and the Commission filed cross motions for summary judgment.

Also, in July 2003, in accordance with a Court ruling, the Commission reconsidered the question of its jurisdiction over the initial development proposal and over a modified development proposal that New Seabury filed in March 2003. The Commission concluded that both proposals are within its jurisdiction (the Second Administrative Decision). In August 2003, New Seabury filed in Barnstable County Massachusetts Superior Court another civil complaint appealing the Commission's second decision and petitioning the court to find the Commission in contempt of the settlement agreement.



In November 2003, the Court ruled in New Seabury's favor on its July 2003 motion for partial summary judgment, finding that the special permit remains valid and that the modified development proposal is in substantial compliance with the Special Permit and therefore exempt from the Commission's jurisdiction; the Court did not yet rule on the initial proposal to build 675 residential/hotel units and 80,000 square feet of commercial space. Under the modified development proposal New Seabury could potentially develop up to 278 residential units and 145,000 square feet of commercial space. In February 2004, the court consolidated the three complaints into one proceeding. In March 2004, New Seabury and the Commission each moved for Summary Judgment to dispose of remaining claims under all three complaints and to obtain a final judgment from the Court. The Court heard arguments in June 2004 and took matters under advisement. The Commission and New Seabury filed a joint motion to delay, until May 6, 2005, any ruling by the court on New Seabury's pending motion for summary judgment and the Commission's pending cross-motion for summary judgment. The parties are now in settlement discussions. A proposed settlement agreement was endorsed by the Commission staff and presented at a public hearing of the Executive Committee on April 21, 2005. (See note 29).

b. Environmental Matters

TransTexas' operations and properties are subject to extensive federal, state, and local laws and regulations relating to the generation, storage, handling, emission, transportation, and discharge of materials into the environment. Permits are required for various of TransTexas' operations, and these permits are subject to revocation, modification, and renewal by issuing authorities. TransTexas also is subject to federal, state, and local laws and regulations that impose liability for the cleanup or remediation of property which has been contaminated by the discharge or release of hazardous materials or wastes into the environment. Governmental authorities have the power to enforce compliance with their regulations, and violations are subject to fines or injunctions, or both. TransTexas believes that it is in material compliance with applicable environmental laws and regulations. Noncompliance with such laws and regulations could give rise to compliance costs and administrative penalties. It is not anticipated that TransTexas will be required in the near future to expend amounts that are material to the financial condition or operations of TransTexas by reason of environmental laws and regulations, but because such laws and regulations are frequently changed and, as a result, may impose increasingly strict requirements, TransTexas is unable to predict the ultimate cost of complying with such laws and regulations.

c. The General Partner monitors all tenant bankruptcies and defaults and may, when it deems it necessary or appropriate, establish additional reserves for such contingencies.

d. In addition, in the ordinary course of business, the Company, its subsidiaries and other companies in which the Company has invested are parties to various legal actions. In management's opinion, the ultimate outcome of such legal actions will not have a material effect on the Company's consolidated financial statements taken as a whole.

**25. Employee Benefit Plans**

a. Employees of the Company who are members of various unions are covered by union-sponsored, collectively bargained, multi-employer health and welfare and defined benefit pension plans. The Company recorded expenses for such plans of approximately \$1,767,000, \$2,010,000, \$8,100,000, \$7,600,000 and \$6,500,000 for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, respectively. The Company does not have information from the plans' sponsors with respect to the adequacy of the plans' funding status.

b. The Company has retirement savings plans under Section 401(k) of the Internal Revenue Code covering its non-union employees. The plans allow employees to defer, within prescribed limits, a portion of their income on a pre-tax basis through contributions to the plans. The Company currently matches, within prescribed limits, up to 6.25% of eligible employees' compensation at rates up to 50% of the employee's contribution. The Company recorded charges for matching contributions of approximately \$179,000, \$146,000, \$794,000, \$714,000 and \$981,000, for the three months ended March 31, 2005 and 2004 (unaudited) and the years ended December 31, 2004, 2003 and 2002, respectively.

**26. Fair Value of Financial Instruments**

The carrying amount of cash and cash equivalents, receivables, investment in debt securities of affiliates and accounts payable, accrued expenses and other liabilities and the Preferred Limited Partnership Units Liability are carried at cost, which approximates their fair value.

The Company sells crude oil and natural gas to various customers. In addition, the Company participates with other parties in the operation of crude oil and natural gas wells. Substantially all of the Company's accounts receivable are due from either purchasers of crude oil and natural gas or participants in crude oil and natural gas wells for which the Company serves as the operator. Generally, operators of crude oil and natural gas properties have the right to offset future revenues against unpaid charges related to operated wells. Crude oil and natural gas sales are generally unsecured.

**Other Investments**

The fair values of the mortgages and notes receivable past due, in process of foreclosure, or for which foreclosure proceedings are pending, are based on the discounted cash flows of the underlying lease. The fair values of the mortgages and notes receivable satisfied after year end are based on the amount of the net proceeds received.

The fair values of the mortgages and notes receivable which are current are based on the discounted cash flows of their respective payment streams.

The approximate estimated fair values of other investments held as of March 31, 2005 (unaudited), December 31, 2004 and 2003 are summarized as follows (in \$000's):

	At March 31, 2005		At December 31, 2004		At December 31, 2003	
	Net Investment	Estimated Fair Value	Net Investment	Estimated Fair Value	Net Investment	Estimated Fair Value
Total	\$ 244,602	\$ 247,600	\$ 245,948	\$ 248,900	\$ 50,328	\$ 55,000

F-118

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The net investment at March 31, 2005 (unaudited), December 31, 2004 and 2003 is equal to the carrying amount of the mortgage receivable less any deferred income recorded.

### *Mortgages Payable*

The approximate estimated fair values of the mortgages payable as of March 31, 2005 (unaudited), December 31, 2004 and 2003 are summarized as follows (in \$000's):

	At March 31, 2005		At December 31, 2004		At December 31, 2003	
	Carrying Value	Estimated Fair Value	Carrying Value	Estimated Fair Value	Carrying Value	Estimated Fair Value
Total	\$ 80,191	\$ 81,955	\$ 91,896	\$ 93,900	\$ 180,989	\$ 185,000

### *Limitations*

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

### **27. Segment Reporting**

The Company is engaged in six operating segments consisting of the ownership and operation of (1) rental real estate, (2) hotel and resort operating properties, (3) hotel and casino operating properties, (4) property development, (5) investment in securities including investment in other limited partnerships and marketable equity and debt securities and (6) investment in oil and gas operating properties. The Company's reportable segments offer different services and require different operating strategies and management expertise.

Non-segment revenue to reconcile to total revenue consists primarily of interest income on treasury bills and other investments. Non-segment assets to reconcile to total assets includes investment in U.S. Government and Agency obligations, cash and cash equivalents, receivables and other assets.

The accounting policies of the segments are the same as those described in Note 2.

The Company assesses and measures segment operating results based on segment earnings from operations as disclosed below. Segment earnings from operations is not necessarily indicative of cash available to fund cash requirements nor synonymous with cash flow from operations.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The revenues, net earnings, assets and real estate investment capital expenditures for each of the reportable segments are summarized as follows for the three months ended March 31, 2005 and 2004 (unaudited) and for the years ended and as of December 31, 2004, 2003, and 2002 (in \$000's):

	March 31,		December 31,		
	2005	2004	2004	2003	2002
<b>Revenues:</b>					
Hotel & casino operating properties	\$ 81,852	\$ 74,661	\$ 297,868	\$ 259,345	\$ 250,328
Land, house and condominium sales	8,279	5,014	26,591	13,265	76,024
Rental real estate	4,001	4,963	17,796	20,207	21,714
Hotel & resort operating properties	5,563	1,335	16,211	12,376	12,921
Oil & gas operating properties	27,423	24,701	99,738	57,670	40,516
Other investments	10,440	4,818	34,724	14,024	15,283
Subtotal	137,558	115,492	492,928	376,887	416,646
Reconciling items	6,668(1)	960(1)	13,268(1)	11,779(1)	18,006(1)
Total revenues	\$ 144,226	\$ 116,452	\$ 506,196	\$ 388,666	\$ 434,652
<b>Net earnings:</b>					
<b>Segment earnings:</b>					
Hotel & casino operating properties	\$ 24,228	\$ 20,418	\$ 70,265	\$ 42,488	\$ 32,390
Land, house and condominium sales	1,232	1,656	6,355	4,136	21,384
Oil & gas operating properties	11,689	18,412	74,776	45,412	33,411
Rental real estate	3,049	3,878	12,863	14,368	14,206
Hotel and resort operating properties	158	(89)	2,674	4,220	2,679
Other investments	10,440	4,818	34,724	14,024	15,283
Total segment earnings	50,796	49,093	201,657	124,648	119,353
Interest income	6,668	960	13,268	11,779	18,006
Interest expense	(19,265)	(7,191)	(49,669)	(27,057)	(27,297)
General and administrative expenses	(4,555)	(1,933)	(9,806)	(6,851)	(7,029)
Depreciation, depletion, and amortization	(16,167)	(18,396)	(68,291)	(40,571)	(23,646)
Operating income	27,290	22,533	87,159	61,948	79,387
Gain on sales and disposition of real estate from continuing operations	186	6,047	6,942	7,121	8,990
(Loss) gain on sale of assets	(180)	(4)		(1,503)	(353)
Loss on sale of limited partnership interests					(3,750)
Write-down of marketable equity and debt securities and other investments				(19,759)	(8,476)
Gain on sale of marketable equity securities		28,857	40,159	2,607	
Unrealized losses on securities sold short	21,704		(23,619)		
Change in fair value of derivative contract	(9,813)				
Impairment loss on equity interest in GB Holdings, Inc.			(15,600)		
Severance tax refund			4,468		
Minority interest		(39)	(812)	(1,266)	(1,943)
Income tax (expense) benefit	(4,782)	(5,966)	(17,326)	16,750	(10,096)
Income from discontinued operations	19,680	10,147	82,697	11,006	6,937
General partner's share of net (income) loss	4,143	(3,967)	(11,561)	(17,544)	(7,528)
Net earnings limited partners' unitholders	\$ 58,228	\$ 57,608	\$ 152,507	\$ 59,360	\$ 63,168

- (1) Primarily interest income on U.S. Government and Agency obligations and other short-term investments and Icahn note receivable.

F-120

---

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

	March 31,		December 31,	
	2005	2004	2003	2002
<b>Assets:</b>				
Rental real estate	\$ 164,811	\$ 196,332	\$ 340,062	\$ 359,700
Oil and gas properties	180,241	168,136	168,921	
Hotel and casino operating properties	288,890	289,360	298,703	290,775
Land and construction-in-progress	106,000	106,537	43,459	40,415
Hotel and resort operating properties	46,041	50,132	41,526	44,346
Other investments	466,252	444,603	231,050	479,104
	1,252,235	1,255,100	1,123,721	1,214,340
Reconciling items	1,683,462	1,153,089	707,852	491,691
<b>Total</b>	<b>\$ 2,935,697</b>	<b>\$ 2,408,189</b>	<b>\$ 1,831,573</b>	<b>\$ 1,706,031</b>
<b>Real estate investment capital expenditures:</b>				
<b>Acquisitions:</b>				
Rental real estate	\$	\$ 14,583	\$	\$ 18,226
Land and construction-in-progress		61,845		
Hotel and casino operating properties		125,900		
Hotel and resort operating properties		16,463		
	\$	\$ 218,791	\$	\$ 18,226
<b>Developments:</b>				
Rental real estate	\$	\$ 18	\$ 413	\$ 181
Oil and gas operating properties	21,071	47,529	633	
Land and construction-in-progress		17,947		1,138
Hotel and casino operating properties	4,711	13,589	31,844	19,133
Hotel and resort operating properties	70	2,614	1,067	2,582
	\$ 25,852	\$ 81,697	\$ 33,957	\$ 23,034

## 28. Repurchase of Depositary Units

The Company has previously been authorized to repurchase up to 1,250,000 Depositary Units. As of December 31, 2004, the Company has purchased 1,137,200 Depositary Units at an aggregate cost of approximately \$11,921,000.

## 29. Subsequent Events

a. On January 21, 2005, the Company announced that it had entered into agreements to acquire additional oil and gas and gaming and entertainment assets in transactions with affiliates of Carl C. Icahn. The aggregate consideration for the transactions is \$652 million, subject to certain purchase price adjustments, of which \$180 million is payable in cash and the balance is payable by the issuance of the Company's limited partnership depositary units valued at \$29 per unit. Mr. Icahn currently owns indirectly approximately 86.5% of the Company's outstanding depositary and preferred units and indirectly owns 100% of the Company's general partner, American Property Investors, Inc. Upon the

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

closing of the transactions, Mr. Icahn will own approximately 90.1% of the Company's outstanding depositary units and 86.5% of its preferred units, assuming no purchase price reductions. The transactions were approved by the Audit Committee of the Company's general partner. The Audit Committee was advised as to the transactions by independent legal counsel and financial advisor. The Audit Committee obtained opinions that the consideration to be paid in the transactions was fair, from a financial point of view, to the Company.

The transactions include the acquisition of the membership interest in Holding LLC other than that already owned by National Energy Group, Inc. (which is itself 50.02% owned by the Company); 100% of the equity of each of TransTexas Gas Corporation and Panaco, Inc., all of which will be consolidated under AREP Oil & Gas LLC, which is wholly owned by AREH; and approximately 41.2% of the common stock of GB Holdings and warrants to purchase, upon the occurrence of certain events, approximately 11.3% of the fully diluted common stock of its subsidiary, Atlantic Holdings, which owns 100% of ACE Gaming LLC, the owner and operator of the Sands. The closing of each of the transactions is subject to certain conditions, including approval by the depositary unitholders of the issuance of the depositary units with respect to the transactions for which the consideration is depositary units and the receipt of the oil and gas reserve reports as of January 21, 2005 for each of Holding LLC, TransTexas and Panaco.

Prior to the transactions, each of the Company and Mr. Icahn's affiliated companies owned oil and gas and gaming and entertainment assets. Upon completion of these transactions, all such assets held by Mr. Icahn's affiliates will have been acquired by the Company. As a result of these transactions, the Company will have substantially increased its oil and gas holdings, as well as expanded its gaming and entertainment holdings.

Before the acquisition of GB Holdings and Atlantic Holdings securities, the Company owned approximately 36.3% of the outstanding common stock of GB Holdings and warrants to purchase, upon the occurrence of certain events, approximately 10.0% of the fully diluted common stock of Atlantic Holdings. As a result of the transactions, the Company will own approximately 77.5% of the common stock of GB Holdings and warrants to purchase approximately 21.3% of the fully diluted common stock of Atlantic Holdings. The Company also owns approximately \$63.9 million principal amount, or 96.4%, of the 3% senior notes due 2008 of Atlantic Holdings, which, upon the occurrence of certain events, are convertible into approximately 42.1% of the fully diluted common stock of Atlantic Holdings. If all outstanding Atlantic Holdings notes were converted and warrants exercised, the Company would own approximately 63.4% of the Atlantic Holdings common stock, GB Holdings would own approximately 28.8% of the Atlantic Holdings common stock and the remaining shares would be owned by the public.

Between December 6, 2004 and December 27, 2004, the Company purchased (1) \$27.5 million aggregate principal amount of the TransTexas Notes, (2) \$38.0 million aggregate principal amount of the Panaco Debt, and (3) \$37.0 million aggregate principal amount of Atlantic Holdings Notes, bringing the Company's ownership of that debt to \$63.9 million principal amount.

On April 6, 2005, the Company completed the acquisition of TransTexas for \$180.0 million in cash.

On April 26, 2005, the Board of Directors of our General Partner appointed Jon F. Weber, 46 as President of API. Mr. Weber, who replaces Keith A. Meister as President of API, will assume day-to-

day responsibility for our New York-based corporate operations. Mr. Meister will continue to serve as API's Chief Executive Officer.

In April 2005, the Company sold one property for approximately \$2.1 million and will recognize a gain of \$1.2 million with respect to this sale.

d. The Company sold short certain equity securities. Such liability is recorded at market value at the balance sheet date and gains and losses are reflected in the statement of earnings. In the three months ended March 31, 2005, the Company recorded unrealized gains on securities sold short of approximately \$21.7 million. However, based on market value at June 1, 2005, the Company would have unrealized losses of \$32.9 million.

On Thursday, May 12, 2005 the Cape Cod Commission voted in favor of the settlement agreement resolving the litigation that has been pending since January 2002 between the Commission and AREP's subsidiary, New Seabury Properties, L.L.C. The May 12th agreement between New Seabury and the Commission resolves all outstanding litigation issues, defines the limits of New Seabury's exempt development projects and establishes development "performance standards" to preserve the quality of environmental resource areas. Under these guidelines, the agreement will allow New Seabury to develop an additional 450 residences, recreational amenities and commercial space within New Seabury. New Seabury Properties anticipates beginning the first phase of its development plans during the summer of 2005.

On May 17, 2005 AREP (1) converted \$28.8 million in principal amount of 3% promissory notes issued by Atlantic Holdings in exchange for 1,898,181 shares of Atlantic Holdings common stock and (2) exercised warrants to acquire 997,620 shares of Atlantic Holdings common stock. Also on May 17, 2005, affiliates of Carl C. Icahn exercised warrants to acquire 1,133,283 shares of Atlantic Holdings common stock. As a result of these transactions AREP and the affiliates of Mr. Icahn collectively own approximately 58.3% of the outstanding common stock of Atlantic Holding.



Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

30. Quarterly Financial Data (Unaudited) (in \$000's, Except Per Unit Data)

Three Months Ended(1)

	March 31,		June 30,		September 30,		December 31,	
	2004	2003	2004	2003	2004	2003	2004	2003
Revenues	\$ 116,403	\$ 92,416	\$ 131,185	\$ 89,531	\$ 131,748	\$ 98,154	\$ 126,860	\$ 108,565
Operating Income	\$ 22,532	\$ 16,110	\$ 26,979	\$ 15,635	\$ 24,211	\$ 11,988	\$ 13,437	\$ 18,215
Gains (losses) on property transactions	6,047	1,138	(226)	(272)	1,354	501	(233)	5,754
Loss on sale of assets						(311)		(1,192)
Gain on sale of marketable equity and debt securities	28,857		8,310			2,168	2,992	439
Unrealized losses on securities sold short							(23,619)	
Impairment loss on equity interest in GB Holdings, Inc.							(15,600)	
Write-down of marketable equity and debt securities		(961)		(18,798)				
Severance tax refund			4,468					
Minority interest	(39)		(487)		(123)	459	(163)	(1,725)
Income (loss) from continuing operations before income tax	57,397	16,287	39,044	(3,435)	25,442	14,805	(23,186)	21,491
Income tax (expense) benefit	(5,966)	(3,892)	(3,695)	(3,167)	(3,839)	(3,577)	(3,826)	27,386
Income (loss) from continuing operations	51,431	12,395	35,349	(6,602)	21,603	11,228	(27,012)	48,877
Income from discontinued operations	10,143	1,997	50,161	3,815	10,702	3,210	11,691	1,984
Net earnings (loss)	\$ 61,574	\$ 14,392	\$ 85,510	\$ (2,787)	\$ 32,305	\$ 14,438	\$ (15,321)	\$ 50,861
Net Earnings (loss) per limited Partnership unit (2):								
Basic earnings:								
Income (loss) from continuing operations	\$ 1.03	\$ .15	\$ .62	\$ (.21)	\$ .41	\$ .25	\$ (.59)	\$ .81
Income from discontinued operations	.22	.05	1.09	.08	.25	.07	.27	.04
Basic earnings (loss) per LP unit	\$ 1.25	\$ .20	\$ 1.71	\$ (.13)	\$ .66	\$ .32	\$ (.32)	\$ .85
Diluted earnings:								
Income (loss) from continuing operations	\$ .93	\$ .15	\$ .57	\$ (.21)	\$ .39	\$ .23	\$ (.59)	\$ .71
Income from discontinued operations	.19	.03	.97	.08	.22	.06	.27	.04
Diluted earnings (loss) per LP unit	\$ 1.12	\$ .18	\$ 1.54	\$ (.13)	\$ .61	\$ .29	\$ (.32)	\$ .75

- (1) All quarterly amounts have been reclassified for the effects of reporting discontinued operations.
- (2) Net earnings (loss) per unit is computed separately for each period and, therefore, the sum of such quarterly per unit amounts may differ from the total for the year.

**REPORT OF INDEPENDENT REGISTERED  
PUBLIC ACCOUNTING FIRM**

The Board of Directors  
American Property Investors, Inc.

We have audited the accompanying balance sheet of American Property Investors, Inc. as of December 31, 2004. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with the Standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the balance sheet is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in that balance sheet. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall balance sheet presentation. We believe that our audit of the balance sheet provides a reasonable basis for our opinion.

In our opinion, the balance sheet referred to above presents fairly, in all material respects, the financial position of American Property Investors, Inc. as of December 31, 2004, in conformity with accounting principles generally accepted in the United States of America.

/s/ Grant Thornton LLP

New York, New York  
April 27, 2005

F-125

---

## AMERICAN PROPERTY INVESTORS, INC.

## BALANCE SHEET

DECEMBER 31, 2004

	December 31, 2004
<b>ASSETS</b>	
Cash and cash equivalents	\$ 149,889
Investment in partnerships (Note B)	27,588,000
Accrued interest receivable (Note C)	59,538
	<u>27,797,427</u>
	<u>\$ 27,797,427</u>
<b>LIABILITIES AND STOCKHOLDER'S EQUITY</b>	
Accounts payable and accrued expenses	\$ 15,198
Stockholder's equity:	
Common stock \$1 par value, 1,216 shares authorized, 216 shares outstanding	216
Additional paid-in capital	26,228,997
Note receivable from affiliate (Note C)	(9,500,000)
Retained earnings	11,053,016
	<u>27,782,229</u>
Total stockholder's equity	<u>27,782,229</u>
Total liabilities and stockholder's equity	<u>\$ 27,797,427</u>

The accompanying notes are an integral part of this statement.

**AMERICAN PROPERTY INVESTORS, INC.**

**Notes to Financial Statements**

**December 31, 2004**

**NOTE A BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

1.  
Organization

American Property Investors, Inc. ("API" or "the Company") is the general partner of both American Real Estate Partners, L.P. ("AREP") and American Real Estate Holdings Limited Partnership ("AREH"). API has a 1% general partnership interest in both AREP and AREH. API is a wholly-owned subsidiary of Becton Corporation ("Becton") which in turn is owned by Carl C. Icahn. Mr. Icahn also owns, indirectly, approximately 86.5% of the limited partnership interests of AREP, a New York Stock Exchange master limited partnership.

2.  
Cash and Cash Equivalents

The Company considers all temporary cash investments with maturity at the date of purchase of three months or less to be cash equivalents.

3.  
Use of Estimates

Management of the Company has made certain estimates and assumptions relating to the reporting of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statement to prepare this balance sheet in conformity with accounting principles generally accepted in the United States of America. Actual results could differ from those estimates.

4.  
Income Taxes

The Company and its parent have elected and the stockholders have consented, under the applicable provisions of the Internal Revenue Code, to report their income for Federal income tax purposes as a Subchapter S Corporation. The stockholders report their respective shares of the net taxable income or loss on their personal tax returns. Accordingly, no liability has been accrued for current or deferred Federal income taxes related to the operations of the Company in the accompanying balance sheet. State and local taxes are de minimus.

5.  
Investments in Partnerships

The Company evaluates its investments in partially-owned entities in accordance with FASB Interpretation No. 46 (revised December 2003), Consolidation of Variable Interest Entities, or FIN 46R. If the partially-owned entity is a "variable interest entity," or a "VIE," and the Company is the "primary beneficiary" as defined in FIN 46R, the Company would account for such investment as if it were a consolidated subsidiary.

For a partnership investment which is not a VIE or in which the Company is not the primary beneficiary, the Company follows the accounting set forth in AICPA Statement of Position No. 78-9 Accounting for Investments in Real Estate Ventures (SOP 78-9). In accordance with this pronouncement, investments in joint ventures are accounted for under the equity method when its ownership interest is less than 50% and it does not exercise direct or indirect control. Factors that are considered in determining whether or not the Company exercises control include important rights of partners in significant business decisions, including dispositions and acquisitions of assets, financing and operating and capital budgets, board and management representation and authority and other contractual rights of the partners. To the extent that the Company is deemed to control these entities, these entities would be consolidated.

The Company has determined that the AREP and AREH partnerships are not VIEs and therefore it accounts for these investments under the equity method of accounting as the limited partners have important rights as defined in SOP 78-9. This investment was recorded initially at cost and was subsequently adjusted for equity in earnings or losses and cash contributions and distributions.

On a periodic basis the Company evaluates whether there are any indicators that the value of its investments in partnerships are impaired. An investment is considered to be impaired if the Company's estimate of the value of the investment is less than the carrying amount. The ultimate realization of the Company's investments in partnerships is dependent on a number of factors including the performance of that entity and market conditions. If the Company determines that a decline in the value of a partnership is other than temporary, then the Company would record an impairment charge.

**NOTE B INVESTMENT IN PARTNERSHIPS**

The Company has a 1% general partnership interest in both AREP and AREH. AREP is the 99% limited partner and holding company of AREH which is involved in the following operating businesses: (i) rental real estate, (ii) hotel, casino and resort operations, (iii) land, house and condominium development, (iv) investment in oil and gas operating properties, and (v) investments in securities, including investments in other entities and marketable and debt securities.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Summarized financial information for American Real Estate Partners, L.P. and subsidiaries as of December 31, 2004 is as follows (in thousands of dollars):

Cash and cash equivalents	\$ 762,708
Investment in U.S government and agency obligations	96,840
Due from brokers	123,001
Other current assets	148,726
	<hr/>
Total current assets	1,131,275
	<hr/>
Other investments	245,948
Land and construction-in-progress	106,537
Real estate leased to others	134,399
Hotel casino and resort operating properties	339,492
Investment in debt securities of affiliates	115,075
Investment in NEG Holding LLC	87,800
Other assets	102,531
	<hr/>
Total assets	2,263,057
	<hr/>
Accounts payable, accrued expenses and other current liabilities	\$ 81,793
Securities sold not yet purchased	90,674
Other current liabilities	31,177
	<hr/>
Total current liabilities	203,644
	<hr/>
Mortgages payable	60,719
Senior secured notes payable	215,000
Senior unsecured notes payable	350,598
Preferred limited partnership units	106,731
Other liabilities	23,239
	<hr/>
Total liabilities	959,931
Partners' equity	1,303,126
Total liabilities and partners' equity	\$ 2,263,057
	<hr/>

General partners equity \$ (12,984)

The carrying amount of the investment in partnerships on the Company's balance sheet exceeds the underlying equity in the net assets of the partnerships by \$40,572,000. This difference is as a result of adjustments reflected in AREP's equity to account for certain acquisitions from affiliates of the general partner. The differences between the historical cost of companies acquired and the purchase price paid to the affiliates of the general partner were accounted for as contributions from or distributions to the general partner.

**NOTE C NOTE RECEIVABLE FROM AFFILIATE**

The Company has an unsecured demand note receivable due from Carl C. Iahn, in the amount of \$9,500,000. Interest on the note accrues at the rate of 3.75% per annum and is payable on the last day of April and October. Interest has been paid through October 31, 2004.

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Members  
NEG Holding LLC:

We have audited the accompanying consolidated balance sheet of NEG Holding LLC ("the Company") and subsidiaries as of December 31, 2004, and the related consolidated statement of operations, members' equity and cash flows for the year then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). 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 audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of NEG Holding LLC and subsidiaries as of December 31, 2004, and the results of their operations and their cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

/s/ GRANT THORTON LLP

Houston, Texas  
March 4, 2005

F-130

---



**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Members  
NEG Holding LLC:

We have audited the accompanying consolidated balance sheet of NEG Holding LLC ("the Company") and subsidiaries as of December 31, 2003, and the related consolidated statements of operations, members' equity and cash flows for each of the years in the two-year period ended December 31, 2003. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). 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, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of NEG Holding LLC and subsidiaries as of December 31, 2003, and the results of their operations and their cash flows for each of the years in the two-year period ended December 31, 2003, in conformity with U.S. generally accepted accounting principles.

As discussed in Note 8 to the consolidated financial statements, effective January 1, 2003, the Company changed its method of accounting for asset retirement obligations.

KPMG LLP

Dallas, Texas  
March 12, 2004

F-131

---

## NEG HOLDING LLC

## CONSOLIDATED BALANCE SHEETS

	December 31,	
	2004	2003
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 882,841	\$ 15,401,433
Accounts receivable - oil and natural gas sales	18,220,105	13,214,537
Accounts receivable - joint interest and other (net of allowance of \$104,000 in 2004 & 2003)	495,272	485,083
Notes receivable - other (net of allowance of \$790,000 in 2004)	489,389	1,220,960
Derivative broker deposit		1,700,000
Drilling prepayments	858,114	1,106,871
Other	2,200,156	286,399
	<hr/>	<hr/>
Total current assets	23,145,877	33,415,283
Oil and natural gas properties, at cost (full cost method):		
Subject to ceiling limitation	573,069,515	507,250,803
Accumulated depreciation, depletion, and amortization	(343,485,274)	(322,443,045)
	<hr/>	<hr/>
Net oil and natural gas properties	229,584,241	184,807,758
Other property and equipment	5,055,490	4,838,114
Accumulated depreciation	(4,063,781)	(3,746,317)
	<hr/>	<hr/>
Net other property and equipment	991,709	1,091,797
Note receivable	3,090,000	1,827,000
Equity investment	2,379,108	1,698,000
Other long term assets	1,082,504	964,500
	<hr/>	<hr/>
Total assets	\$ 260,273,439	\$ 223,804,338
	<hr/>	<hr/>
<b>LIABILITIES AND MEMBERS' EQUITY</b>		
Current liabilities:		
Accounts payable - trade	\$ 10,239,384	\$ 2,879,138
Accounts payable - affiliate	1,595,235	411,731
Accounts payable - revenue	4,104,029	3,964,530
Prepayments from partners	90,186	265,871
Other	77,593	136,707
Derivative financial instruments	6,349,714	6,595,475
	<hr/>	<hr/>
Total current liabilities	22,456,141	14,253,452
Long term liabilities:		
Note payable	83,031	592,889
Gas balancing	897,852	818,621
Credit facility	51,833,624	43,833,624
Asset retirement obligation	3,055,240	3,268,381
Derivative financial instruments	7,766,144	
Members' equity	174,181,407	161,037,371
	<hr/>	<hr/>
Total liabilities and members' equity	\$ 260,273,439	\$ 223,804,338
	<hr/>	<hr/>

The accompanying notes are an integral part of these financial statements.

F-132

---

## NEG HOLDING LLC

## CONSOLIDATED STATEMENTS OF OPERATIONS

	Year Ended December 31,		
	2004	2003	2002
<b>Revenues:</b>			
Oil and natural gas sales	\$ 76,677,224	\$ 75,740,373	\$ 35,319,918
Field operations	326,960	297,069	403,933
Plant operations	1,723,305	1,568,502	177,049
<b>Total revenue</b>	<b>78,727,489</b>	<b>77,605,944</b>	<b>35,900,900</b>
<b>Costs and expenses:</b>			
Lease operating	13,505,366	11,501,303	8,508,744
Field operations	334,443	397,669	420,188
Plant operations	680,066	577,003	68,767
Oil and natural gas production taxes	5,732,265	5,770,865	1,874,854
Depreciation, depletion and amortization	21,385,529	23,442,797	15,509,106
Accretion of asset retirement obligation	261,471	242,752	
Amortization of loan cost	494,386		
General and administrative	4,919,525	4,833,546	5,682,804
<b>Total costs and expenses</b>	<b>47,313,051</b>	<b>46,765,935</b>	<b>32,064,463</b>
Operating income	31,414,438	30,840,009	3,836,437
<b>Other income (expense):</b>			
Interest expense	(2,222,009)	(1,538,048)	(96,491)
Interest income and other, net	299,327	472,337	1,245,204
Interest income from affiliate	149,650	114,867	546,228
Commitment fee income		125,000	175,000
Equity in loss on investment	(518,892)	(102,000)	
Dividend expense			(145,200)
Gain (loss) on sale of securities		(953,790)	8,711,915
Unrealized loss on financial instruments/short sale			(346,992)
<b>Income before cumulative effect of change in accounting principle</b>	<b>29,122,514</b>	<b>28,958,375</b>	<b>13,926,101</b>
<b>Cumulative effect of change in accounting principle</b>		<b>1,911,705</b>	
<b>Net income</b>	<b>\$ 29,122,514</b>	<b>\$ 30,870,080</b>	<b>\$ 13,926,101</b>

The accompanying notes are an integral part of these financial statements.

## NEG HOLDING LLC

## CONSOLIDATED STATEMENTS OF CASH FLOWS

	Year Ended December 31,		
	2004	2003	2002
<b>Operating Activities</b>			
Net income	\$ 29,122,514	\$ 30,870,080	\$ 13,926,101
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation, depletion and amortization	21,385,529	23,442,797	15,509,106
Change in fair market value of derivative contracts	7,520,383	2,987,013	3,608,462
Unrealized loss on financial instruments/short sale			346,992
Gain (loss) on sale of assets	(6,136)		7,058
Equity in loss on investment	518,892	102,000	
Accretion of asset retirement obligation	261,471	242,752	
Provision for doubtful account	790,000		
Amortization of note costs	494,386		
Cumulative effect of change in accounting principle		(1,911,705)	
Changes in operating assets and liabilities:			
Accounts receivable	(5,078,989)	(1,296,013)	(2,069,815)
Notes receivable	(1,258,198)	(1,831,802)	(2,774,968)
Drilling prepayments	248,758	(380,288)	(457,565)
Derivative broker deposit	1,700,000	100,000	(1,800,000)
Other current assets	(2,086,257)	(26,215)	912,577
Accounts payable and accrued liabilities	8,017,822	493,730	(566,450)
Net cash provided by operating activities	61,630,175	52,792,349	26,641,498
<b>Investing Activities</b>			
Oil and natural gas exploration and development expenditures	(67,487,412)	(36,034,277)	(18,106,385)
Longfellow Ranch acquisition			(51,037,347)
Purchases of other property and equipment	(245,250)	(149,897)	(222,039)
Increase in restricted cash			(346,992)
Proceeds from sales of oil and natural gas properties	1,202,263	1,436,016	1,434,212
Equity investment	(1,200,000)	(1,800,000)	
Net cash used in investing activities	(67,730,399)	(36,548,158)	(68,278,551)
<b>Financing Activities</b>			
Proceeds from Arnos credit facility		46,756,377	
Repayment of Arnos credit facility		(46,756,377)	
Proceeds from Mizuho credit facility	8,000,000	43,833,624	
Loan issuance costs	(439,890)	(951,697)	
Guaranteed Payment to member	(15,978,478)	(18,228,781)	(21,652,819)
Priority Amount distribution to member		(40,506,072)	
Net cash used in financing activities	(8,418,368)	(15,852,926)	(21,652,819)
Increase (decrease) in cash and cash equivalents	(14,518,592)	391,265	(63,289,872)
Cash and cash equivalents at beginning of period	15,401,433	15,010,168	78,300,040
Cash and cash equivalents at end of period	\$ 882,841	\$ 15,401,433	\$ 15,010,168
<b>Supplemental Cash Flow Information</b>			
Interest paid in cash	\$ 1,713,136	\$ 1,537,127	\$ 96,491

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Year Ended December 31,

Distribution of member note payable

---

\$		\$ 10,939,750	\$

---

The accompanying notes are an integral part of these financial statements.

F-134

---

## NEG HOLDING LLC

## CONSOLIDATED STATEMENTS OF MEMBERS' EQUITY

	<b>Members' Equity</b>
Balance at December 31, 2001	\$ 207,568,612
Guaranteed Payment to member	(21,652,819)
Net income	13,926,101
Balance at December 31, 2002	\$ 199,841,894
Guaranteed Payment to member	(18,228,781)
Priority Amount distribution to member	(51,445,822)
Net income	30,870,080
Balance at December 31, 2003	\$ 161,037,371
Guaranteed Payment to member	(15,978,478)
Net income	29,122,514
Balance at December 31, 2004	\$ 174,181,407

The accompanying notes are an integral part of these financial statements.

## NEG HOLDING LLC

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2004

**1. Background**

NEG Holding LLC (the "Company"), a Delaware limited liability company, was formed in August 2000. Start up costs of the Company were incurred by Gascon Partners ("Gascon") and were not significant. No other activity occurred from August 2000 until the members' contributions in September 2001. In exchange for an initial 50% membership interest in the Company, on September 12, 2001, but effective as of May 1, 2001, National Energy Group, Inc. ("NEG") contributed to the Company all of its operating assets and oil and natural gas properties. In exchange for its initial 50% membership interest in the Company, Gascon contributed its sole membership interest in Shana National LLC, an oil and natural gas producing company, and cash, including a \$10.9 million Revolving Note issued to Arnos Corp. ("Arnos"), evidencing the borrowings under the NEG revolving credit facility. In connection with the foregoing, the Company initially owns 100% of the membership interest in NEG Operating LLC ("Operating LLC"), a Delaware limited liability company. Gascon is currently the managing member of the Company. All of the oil and natural gas assets contributed by NEG and all of the oil and natural gas assets associated with Gascon's contribution to the Company were transferred from the Company to Operating LLC on September 12, 2001, but effective as of May 1, 2001. Allocation of membership interest in the Company was based principally on the estimated fair value of the assets contributed as of May 1, 2001, with each member contributing assets of equal fair value. The following summarizes the historical book carrying value of the net assets contributed as of September 1, 2001.

	National Energy Group, Inc.	Gascon	Total
	_____	_____	_____
Current assets	\$ 11,535,745	\$ 97,183,477	\$ 108,719,222
Net oil and natural gas properties	84,983,139	30,573,625	115,556,764
Hedge assets	4,807,689		4,807,689
Intercompany receivable		4,783,737	4,783,737
	_____	_____	_____
Total assets	\$ 101,326,573	\$ 132,540,839	\$ 233,867,412
	_____	_____	_____
Current liabilities	\$ 4,157,430	\$ 2,657,190	\$ 6,814,620
Long-term liabilities	940,033	1,377,782	2,317,815
Intercompany payable	4,783,737		4,783,737
Members' equity	91,445,373	128,505,867	219,951,240
	_____	_____	_____
Total liabilities and members' equity	\$ 101,326,573	\$ 132,540,839	\$ 233,867,412
	_____	_____	_____

The Holding LLC Operating Agreement entered into on September 12, 2001, contains a provision that allows Gascon at any time, in its sole discretion, to redeem NEG's membership interest in the Company at a price equal to the fair market value of such interest determined as if the Company had sold all of its assets for fair market value and liquidated.

The Company shall be dissolved and its affairs wound up in accordance with the Delaware Limited Liability Company Act and the Holding LLC Operating Agreement on December 31, 2024, unless the Company shall be dissolved sooner and its affairs wound up in accordance with the Delaware Limited Liability Company Act or the Holding LLC Operating Agreement.



## 2. Significant Accounting Policies

### *Consolidation*

The consolidated financial statements include the accounts of the Company, and its sole subsidiary Operating LLC. All significant intercompany transactions and balances have been eliminated.

### *Accounting Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

### *Cash and Cash Equivalents*

Cash and cash equivalents may include demand deposits, short-term commercial paper, and/or money-market investments with maturities of three months or less when purchased.

### *Oil and Natural Gas Properties*

The Company utilizes the full cost method of accounting for its crude oil and natural gas properties. Under the full cost method, all productive and nonproductive costs incurred in connection with the acquisition, exploration, and development of crude oil and natural gas reserves are capitalized and amortized on the units-of-production method based upon total proved reserves. The costs of unproven properties are excluded from the amortization calculation until the individual properties are evaluated and a determination is made as to whether reserves exist. Conveyances of properties, including gains or losses on abandonments of properties, are treated as adjustments to the cost of crude oil and natural gas properties, with no gain or loss recognized.

Under the full cost method, the net book value of oil and natural gas properties, less related deferred income taxes, may not exceed the estimated after-tax future net revenues from proved oil and natural gas properties, discounted at 10% per year (the ceiling limitation). In arriving at estimated future net revenues, estimated lease operating expenses, development costs, abandonment costs, and certain production related and ad-valorem taxes are deducted. In calculating future net revenues, prices and costs in effect at the time of the calculation are held constant indefinitely, except for changes which are fixed and determinable by existing contracts. The net book value is compared to the ceiling limitation on a quarterly basis. The excess, if any, of the net book value above the ceiling limitation is required to be written off as a non-cash expense. The Company did not incur a ceiling writedown in 2002, 2003 and 2004. There can be no assurance that there will not be writedowns in future periods under the full cost method of accounting as a result of sustained decreases in oil and natural gas prices or other factors.

The Company has capitalized internal costs of \$1.0 million, \$0.6 million, and \$0.6 million for the years ended December 31, 2004, 2003 and 2002, respectively, as costs of oil and natural gas properties. Such capitalized costs include salaries and related benefits of individuals directly involved in the Company's acquisition, exploration, and development activities based on a percentage of their salaries.

The Company is subject to extensive federal, state, and local environmental laws and regulations. These laws, which are constantly changing, regulate the discharge of materials into the environment and may require the Company to remove or mitigate the environment effects of the disposal or release of petroleum or chemical substances at various sites. Environmental expenditures are expensed or capitalized depending on their future economic benefit. Expenditures that relate to an existing condition caused by past operations and that have no future economic benefits are expensed. Liabilities for expenditures of a noncapital nature are recorded when environmental assessment and/or remediation is probable, and the costs can be reasonably estimated.

The Company's operations are subject to all of the risks inherent in oil and natural gas exploration, drilling and production. These hazards can result in substantial losses to the Company due to personal injury and loss of life, severe damage to and destruction of property and equipment, pollution or environmental damage, or suspension of operations. The Company maintains insurance of various types customary in the industry to cover its operations and believes it is insured prudently against certain of these risks. In addition, the Company maintains operator's extra expense coverage that provides coverage for the care, custody and control of wells drilled by the Company. The Company's insurance does not cover every potential risk associated with the drilling and production of oil and natural gas. As a prudent operator, the Company does maintain levels of insurance customary in the industry to limit its financial exposure in the event of a substantial environmental claim resulting from sudden and accidental discharges. However, 100% coverage is not maintained. The occurrence of a significant adverse event, the risks of which are not fully covered by insurance, could have a material adverse effect on the Company's financial condition and results of operations. Moreover, no assurance can be given that the Company will be able to maintain adequate insurance in the future at rates it considers reasonable. The Company believes that it operates in compliance with government regulations and in accordance with safety standards which meet or exceed industry standards.

#### ***Other Property and Equipment***

Other property and equipment includes furniture, fixtures, and other equipment. Such assets are recorded at cost and are depreciated over their estimated useful lives using the straight-line method.

The Company's investment in Longfellow Ranch Field includes a minority interest in a gas separation facility. This investment is included in the oil and natural gas properties and depleted over the life of the reserves.

Maintenance and repairs are charged against income when incurred; renewals and betterments, which extend the useful lives of property and equipment, are capitalized.

#### ***Income Taxes***

The Company will be taxed as a partnership under federal and applicable state laws; therefore, the Company has not provided for federal or state income taxes since these taxes are the responsibility of the Members.

***Financial Instruments***

The Company sells crude oil and natural gas to various customers. In addition, the Company participates with other parties in the operation of crude oil and natural gas wells. Substantially all of the Company's accounts receivable are due from either purchasers of crude oil and natural gas or participants in crude oil and natural gas wells for which the Company serves as the operator. Generally, operators of crude oil and natural gas properties have the right to offset future revenues against unpaid charges related to operated wells. Crude oil and natural gas sales are generally unsecured.

***Accounts Receivable***

The allowance for doubtful accounts is maintained at an adequate level to absorb losses in the Company's accounts receivable. Our management continually monitors the accounts receivable from customers for any collectability issues. An allowance for doubtful accounts is established based on reviews of individual customer accounts, recent loss experience, current economic conditions, and other pertinent factors. Accounts deemed uncollectible are charged to the allowance. Provisions for bad debts and recoveries on accounts previously charge-off are added to the allowance.

Allowances for bad debt totaled approximately \$.9 million at December 31, 2004 and \$.1 million at December 31, 2003. At December 31, 2004, the carrying value of the Company's accounts receivable approximates fair value.

***Revenue Recognition***

Revenues from the sale of natural gas and oil produced are recognized upon the passage of title, net of royalties.

***Natural Gas Production Imbalances***

The Company accounts for natural gas production imbalances using the sales method, whereby the Company recognizes revenue on all natural gas sold to its customers notwithstanding the fact that its ownership may be less than 100% of the natural gas sold. Liabilities are recorded by the Company for imbalances greater than the Company's proportionate share of remaining estimated natural gas reserves.

***Comprehensive Income***

Comprehensive income is defined as the change in equity of a business enterprise during a period from transactions and other events and circumstances from non-owner sources. There were no differences between net earnings and total comprehensive income in 2004, 2003 and 2002.

***Derivatives***

The Company follows SFAS No. 133, "*Accounting for Certain Derivative Instruments and Certain Hedging Activities*" and SFAS No. 138, "*Accounting for Certain Derivative Instruments and Certain Hedging Activity, an Amendment of SFAS 133*" that requires that all derivative instruments be recorded on the balance sheet at their respective fair value.

## Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

Prior to contributing all oil and natural gas assets to the Company, NEG periodically managed its exposure to fluctuations in oil and natural gas prices by entering into various derivative instruments consisting principally of collar options and swaps. NEG elected not to designate these instruments as hedges for accounting purposes, accordingly the change in unrealized gains and losses is included in oil and natural gas sales. Cash settlements and valuation losses are included in oil and natural gas sales. The Company has accounted for these instruments in the same manner. The following summarizes the cash settlements and unrealized gains and losses for the years ended December 31, 2004, 2003 and 2002:

	2004	2003	2002
Gross cash receipts	\$ 1,327,200	\$ 14,924	\$ 1,246,080
Gross cash payments	\$ 13,694,010	\$ 8,681,198	\$ 2,430
Valuation loss	\$ 7,520,383	\$ 2,987,013	\$ 3,608,462

While the use of derivative contracts can limit the downside risk of adverse price movements, it may also limit future gains from favorable movements. The Company addresses market risk by selecting instruments whose value fluctuations correlate strongly with the underlying commodity. Credit risk related to derivative activities is managed by requiring minimum credit standards for counterparties, periodic settlements, and mark to market valuations.

The Company received various commodity swap agreements ("contracts") from Gascon and NEG as part of their initial contribution of assets and liabilities in September 2001. The counterparty to these instruments was through Enron North America Corp. As of December 2001, Enron Corp. and Enron North America Corp. et al ("Enron") filed for protection under Chapter 11, Title 18 of the United States Code. Enron ceased making payments under the various contracts in November 2001, prior to the bankruptcy filings. Accordingly, each of the contracts shall be administered as a claim filed by the Company in the Enron bankruptcy proceedings. The Company estimates its claim against Enron related to these contracts is approximately \$7.25 million. The \$7.25 million claim represented a hedge against future oil and natural gas prices and did not reflect a cash gain or loss on the contracts. For this reason, no asset or liability was recorded at December 31, 2001 and the Company recorded a net non cash valuation loss of \$4.6 million through December 31, 2001 in connection with these contracts. The Company cannot predict what amount, if any may be ultimately received in the Enron bankruptcy proceeding.

Edgar Filing: AMERICAN REAL ESTATE PARTNERS L P - Form DEFM14A

The following is a summary of the oil and natural gas no-cost commodity price collars entered into with Shell Trading Company:

<b>Date of Contract</b>	<b>Volume/Month</b>	<b>Production Month</b>	<b>Floor</b>	<b>Ceiling</b>
August 2002	30,000 Bbls	2003	\$ 23.55	\$ 26.60
August 2002	300,000 MMBTU	2003	\$ 3.25	\$ 4.62
November 2002	300,000 MMBTU	2003	\$ 3.50	\$ 4.74
November 2002	300,000 MMBTU	2004	\$ 3.35	\$ 4.65
November 2002	300,000 MMBTU	2005	\$ 3.25	\$ 4.60
November 2003	45,000 Bbls	2004	\$ 26.63	\$ 29.85
February 2005	16,000 Bbls	2006	\$ 41.75	\$ 45.40
February 2005	120,000 MMBTU	2006	\$ 6.00	\$ 7.28

On January 28, 2003, the Company entered into an eleven month fixed price swap agreement with Plains Marketing, L.P., consisting of a contract for 28,000 barrels of oil per month at a fixed price of \$28.35 effective February 2003 through December 2003.

The following is a summary of oil and natural gas contracts entered into with Bank of Oklahoma on January 6, 2004 and November 15, 2004.

<b>Type Contract</b>	<b>Production Month</b>	<b>Volume per</b>	<b>Fixed Price</b>	<b>Floor</b>	<b>Ceiling</b>
Fixed price	February - March 2004	400,000 MMBTU	\$ 6.915	\$	\$
Fixed price	April - June 2004	4			