## VIA HAND DELIVERY \& ELECTRONIC MAIL

Luly E. Massaro, Commission Clerk
Rhode Island Public Utilities Commission
89 Jefferson Boulevard
Warwick, RI 02888

## RE: Docket 4065 - National Grid Request for Change of Electric Distribution Rates Response to Data Requests

Dear Ms. Massaro:
Enclosed please find ten (10) copies of National Grid's ${ }^{1}$ responses to the Division's third and fourth sets of data requests issued in the above-referenced proceeding. In addition, responses are included to the Commission's first set of data requests. Attached is a listing of the data requests issued to date and designating the responses included in this filing.

Thank you for your attention to this transmittal. If you have any questions, please feel free to contact me at (401) 784-7667.

Very truly yours,


Thomas R. Teehan

Enclosures
cc: Docket 4065 Service List

[^0]
## Certificate of Service

I hereby certify that a copy of the cover letter and/or any materials accompanying this certificate were electronically submitted, hand delivered and mailed to the individuals listed below.
$\frac{\text { /S/ }}{\text { Linda Samuelian }} \quad \frac{\text { July 6, } 2009}{\text { Date }}$

National Grid (NGrid) - Request for Change in Electric Distribution Rates Docket No. 4065 - Service List as of 6/26/09

| Name/Address | E-mail Distribution | Phone/FAX |
| :---: | :---: | :---: |
| Thomas R. Teehan, Esq. National Grid. 280 Melrose St. Providence, RI 02907 | Thomas.teehan@us.ngrid.com | $\begin{aligned} & \text { 401-784-7667 } \\ & 401-784-4321 \end{aligned}$ |
|  |  |  |
|  | Joanne.scanlon@us.ngrid.com |  |
| Cheryl M. Kimball, Esq. (for NGrid) <br> Keegan Werlin LLP <br> 265 Franklin Street <br> Boston, MA 02110 | ckimball@keeganwerlin.com | $\begin{aligned} & \hline 617-951-1400 \\ & 617-951-1354 \end{aligned}$ |
|  |  |  |
|  | lindas@keeganwerlin.com |  |
| Leo Wold, Esq. (for Division) <br> Dept. of Attorney General 150 South Main St. <br> Providence, RI 02903 | Lwold@riag.ri.gov | $\begin{aligned} & \hline 401-222-2424 \\ & 401-222-3016 \end{aligned}$ |
|  | Steve.scialabba@ripuc.state.ri.us |  |
|  | David.stearns@ripuc.state.ri.us |  |
| Ladawn S. Toon, Esq. Dept. of Attorney General 150 South Main St. Providence, RI 02903 | Ltoon@riag.ri.gov | $\begin{aligned} & 401-222-2424 \\ & 401-222-3016 \end{aligned}$ |
|  | dmacrae@riag.ri.gov |  |
|  | Mtobin@riag.ri.gov |  |
| Audrey Van Dyke, Esq. <br> Naval Facilities Engineering Command <br> Litigation Headquarters <br> 720 Kennon Street, S.E. Bdg. 36, Rm 136 <br> Washington Navy Yard, DC 20374 | Audrey.VanDyke@navy.mil | $\begin{aligned} & 202-685-1931 \\ & 202-433-2591 \\ & \hline \end{aligned}$ |
| Khojasteh (Kay) Davoodi Naval Facilities Engineering Command Director, Utility Rates and Studies Office 1322 Patterson Avenue SE <br> Washington Navy Yard, DC 20374-5065 | Khojasteh.Davoodi@navy.mil | $\begin{aligned} & \hline 202-685-3319 \\ & 202-433-7159 \end{aligned}$ |
|  | Larry.r.allen@navy.mil |  |
| Jerry Elmer, Esq. <br> Conservation Law Foundation <br> 55 Dorrance Street <br> Providence, RI 02903 | Jelmer@clf.org | $\begin{array}{\|l} 401-351-1102 \\ 401-351-1130 \end{array}$ |
| David Effron <br> Berkshire Consulting <br> 12 Pond Path <br> North Hampton, NH 03862-2243 | Djeffron@aol.com | 603-964-6526 |


| Bruce Oliver <br> Revilo Hill Associates <br> 7103 Laketree Drive <br> Fairfax Station, VA 22039 | Boliver.rha@verizon.net | 703-569-6480 |
| :---: | :---: | :---: |
| Dale Swan <br> Exeter Associates <br> 5565 Sterrett Place <br> Suite 310 <br> Columbia, MD 21044 | dswan@exeterassociates.com | $\begin{aligned} & 410-992-7500 \\ & 410-992-3445 \end{aligned}$ |
| Matthew Kahal c/o/ Exeter Associates 5565 Sterrett Place Suite 310 Columbia, MD 21044 | mkahal@exeterassociates.com | $\begin{aligned} & \hline 410-992-7500 \\ & 410-992-3445 \end{aligned}$ |
| Bruce Gay <br> Monticello Consulting Group <br> 4209 Buck Creek Court <br> North Charleston, SC 29420 | bruce@monticelloconsulting.com | $\begin{aligned} & \hline 843-767-9001 \\ & 843-207-8755 \end{aligned}$ |
| Lee Smith <br> Richard Hahn <br> Mary Neal <br> LaCapra Associates <br> One Washington Mall, 9th Floor <br> Boston, MA 02108 | lees@lacapra.com <br> rhahn@lacapra.com <br> mneal@lacapra.com | $\begin{aligned} & \text { 617-778-5515 } \\ & \text { Ext. 117 } \\ & 617-778-2467 \end{aligned}$ |
| File original \& nine (9) copies w/: <br> Luly E. Massaro, Commission Clerk <br> Public Utilities Commission <br> 89 Jefferson Blvd. <br> Warwick, RI 02889 | Lmassaro@puc.state.ri.us <br> Anault@puc.state.ri.us <br> Plucarelli@puc.state.ri.us <br> Nucci@puc.state.ri.us <br> Sccamara@puc.state.ri.us | $\begin{aligned} & \hline 401-780-2107 \\ & 401-941-1691 \end{aligned}$ |


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| The Narragansett Electric Company d/b/a National Grid |  |  |  |  |  |
| Docket 4065 |  |  |  |  |  |
| Discovery Log |  |  |  |  |  |
| As of: July 6, 2009 |  |  |  |  |  |
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| [C-denotes confidentiality is being sought] |  |  |  |  |  |
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| Data Request | Status | Date Filed | Witness | CONFIDENTIAL | Attachments |
| COMM 1-1 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-1-3, 1-1-4, 1-1-5, 1-1-7, 1-1-8, 1-1-9 BULK |
| COMM 1-2 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-2 A-D |
| COMM 1-3 | Filed | 6/26/2009 | Dinkel |  | Attachments COMM 1-3 A-B BULK |
| COMM 1-4 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-5 | Pending |  |  |  |  |
| COMM 1-6 | Filed | 6/26/2009 | Dinkel | C-attachment | Attachments COMM 1-6-1 \& 1-6-2 BULK |
| COMM 1-7 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-7 |
| COMM 1-8 | Filed | 6/26/2009 | Dinkel |  | Attachments COMM 1-8 (A-D) BULK |
| COMM 1-9 | Filed | 6/26/2009 | Dinkel | C-attachment | Attahments COMM 1-9 (1-11) BULK |
| COMM 1-10 | Filed | 6/26/2009 | Dinkel |  | Attachment COMM 1-10 <br> (hard copy only) |
| COMM 1-11 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-12 | Filed | 7/1/2009 | Dinkel/Morrissey |  | Attachments COMM 1-12 (1-2) |
| COMM 1-13 | Filed | 6/26/2009 | Dinkel |  | Attachment COMM 1-13 |
| COMM 1-14 | Filed | 6/26/2009 | Dinkel |  | Attachment COMM 1-14 |
| COMM 1-15 | Filed | 6/26/2009 | Dinkel |  | Attachment COMM 1-15 |
| COMM 1-16 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-16 (1-12) |
| COMM 1-17 | Filed | 7/6/2009 | Pettigrew |  |  |
| COMM 1-18 | Pending |  |  |  |  |
| COMM 1-19 | Pending |  |  |  |  |
| COMM 1-20 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-21 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-21 (1-4) |
| COMM 1-22 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-22 (1-2) |
| COMM 1-23 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-23 (1-2) |
| COMM 1-24 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-24 |
| COMM 1-25 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-25 (1-14) BULK |
| COMM 1-26 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-26 |
| COMM 1-27 | Pending |  |  |  |  |
| COMM 1-28 | Filed | 7/6/2009 | O'Brien |  | Attachment COMM 1-28 |
| COMM 1-29 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-30 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-31 | Filed | 6/26/2009 | King |  |  |
| COMM 1-32 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-32 |
| COMM 1-33 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-33 (1-3) BULK |
| COMM 1-34 | Filed | 6/26/2009 | Dowd |  | Attachments COMM 1-34 (1-2) BULK |
| COMM 1-35 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-35 BULK |
| COMM 1-36 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-36 |
| COMM 1-37 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-37 |
| COMM 1-38 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-38 |
| COMM 1-39 | Pending |  |  |  |  |
| COMM 1-40 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-40 |
| COMM 1-41 | Filed | 6/26/2009 | Dowd |  |  |
| COMM 1-42 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-42 |
| COMM 1-43 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-43 |
| COMM 1-44 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-44 |
| COMM 1-45 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-45 |
| COMM 1-46 | Filed | 6/26/2009 | Dowd |  |  |
| COMM 1-47 | Filed | 6/26/2009 | Dowd |  | Attachments COMM 1-47 (1-3) BULK |
| COMM 1-48 (Part 1) | Filed | 7/1/2009 | Dowd |  | Attachment COMM 1-48 |
| COMM 1-48 $2-5)$ (Parts | Filed | 6/26/2009 | O'Brien |  |  |


| The Narragansett Electric Company d/b/a National Grid |  |  |  |  |  |
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| Data Request | Status | Date Filed | Witness | CONFIDENTIAL | Attachments |
| COMM 1-49 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-49 (1-5) |
| COMM 1-50 | Filed | 6/26/2009 | Dowd |  | Attachments COMM 1-50 (1-38) BULK |
| COMM 1-51 | Filed | 6/26/2009 | Dowd |  |  |
| COMM 1-52 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-52 |
| COMM 1-53 | Filed | 6/26/2009 | Dowd |  | Attachment COMM 1-53 |
| COMM 1-54 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-54 (1-2) |
| COMM 1-55 | Pending |  |  |  |  |
| COMM 1-56 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-57 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-57 |
| COMM 1-58 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-58 (1-2) |
| COMM 1-59 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-59 |
| COMM 1-60 | Filed | 7/1/2009 | O'Brien |  | Attachment COMM 1-60 (A-B) |
| COMM 1-61 | Filed | 6/26/2009 | Dowd |  |  |
| COMM 1-62 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-62 (1-2) |
| COMM 1-63 | Pending |  |  |  |  |
| COMM 1-64 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-64 |
| COMM 1-65 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-65 |
| COMM 1-66 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-66 (1-2) |
| COMM 1-67 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-67 (1-3) |
| COMM 1-68 | Filed | 6/26/2009 | Wynter |  | Attachment COMM 1-68 |
| COMM 1-69 | Filed | 6/26/2009 | Wynter |  | Attachment COMM 1-69 |
| COMM 1-70 | Filed | 6/26/2009 | Wynter |  |  |
| COMM 1-71 | Filed | 6/26/2009 | O'Brien |  | Attachments DIV 4-1 (1-2) BULK |
| COMM 1-72 | Pending |  |  |  |  |
| COMM 1-73 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-73 (1-2) |
| COMM 1-74 | Filed | 7/6/2009 | O'Brien |  |  |
| COMM 1-75 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-76 | Filed | 7/1/2009 | O'Brien |  | Attachment COMM 1-76 |
| COMM 1-77 | Pending |  |  |  |  |
| COMM 1-78 | Pending |  |  |  |  |
| COMM 1-79 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-79 |
| COMM 1-80 | Pending |  |  |  |  |
| COMM 1-81 | Pending |  |  |  |  |
| COMM 1-82 | Filed | 7/1/2009 | O'Brien |  |  |
| COMM 1-83 | Filed | 6/26/2009 | O'Brien |  | Attachments COMM 1-83 |
| COMM 1-84 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-84 |
| COMM 1-85 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-85 |
| COMM 1-86 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-87 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-88 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-88 |
| COMM 1-89 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-89 |
| COMM 1-90 | Filed | 7/6/2009 | O'Brien |  | Attachments COMM 1-90 (1-2) BULK |
| COMM 1-91 | Filed | 6/26/2009 | O'Brien |  | Attachment DIV 4-21 (1-2) BULK |
| COMM 1-92 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-92 |
| COMM 1-93 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-94 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-94 |
| COMM 1-95 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-95 |
| COMM 1-96 | Filed | 6/26/2009 | King |  | Attachment COMM 1-96 |
| COMM 1-97 | Pending |  |  |  |  |
| COMM 1-98 | Filed | 7/1/2009 | Dowd |  |  |
| COMM 1-99 | Filed | 6/26/2009 | Gorman |  | Attachment COMM 1-99 |
| COMM 1-100 | Filed | 7/1/2009 | Gorman |  |  |
| COMM 1-101 | Filed | 7/1/2009 | Gorman |  |  |
| COMM 1-102 | Filed | 6/26/2009 | Gorman |  | Attachment COMM 1-102 |
| COMM 1-103 | Filed | 6/26/2009 | Wynter |  |  |
| COMM 1-104 | Filed | 6/26/2009 | Wynter |  |  |
| COMM 1-105 | Filed | 6/26/2009 | O'Brien |  |  |
| COMM 1-106 | Pending |  |  |  |  |
| COMM 1-107 | Filed | 6/26/2009 | O'Brien |  | Attachment COMM 1-107 |
| COMM 1-108 | Filed | 6/26/2009 | Wynter |  | Attachment COMM 1-108 |
| COMM 1-109 | Filed | 6/26/2009 | Dowd/Pettigrew |  | Attachment COMM 1-109 |
| Discovery Log Ends Here: July 6, 2009 |  |  |  |  |  |



| The Narragansett Electric Company d/b/a National Grid |  |  |  |  |  |
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| Information Request | Status | Date Filed | Witness | CONFIDENTIAL | Attachments |
| DIV-3-22 | Pending |  |  |  |  |
|  |  |  |  |  |  |
| DIV-4-1 | Filed | 7/6/2009 | Moul |  | Attachments DIV 4-1 (1-2) BULK |
| DIV-4-2 | Filed | 7/6/2009 | Dinkel |  |  |
| DIV-4-3 | Filed | 7/6/2009 | Dinkel |  |  |
| DIV-4-4 | Filed | 7/6/2009 | Dinkel |  |  |
| DIV-4-5 | Filed | 7/6/2009 | O'Brien |  |  |
| DIV-4-6 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-7 | Filed | 7/6/2009 | Dinkel |  | Attachment DIV 4-7 |
| DIV-4-8 | Filed | 7/6/2009 | Dinkel |  | Attachments DIV 4-8 (1-3) |
| DIV-4-9 | Filed | 7/6/2009 | Dinkel |  | Attachment DIV 4-9 |
| DIV-4-10 | Filed | 7/6/2009 | Dinkel |  |  |
| DIV-4-11 | Pending |  |  |  |  |
| DIV-4-12 | Filed | 7/6/2009 | Dinkel |  |  |
| DIV-4-13 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-14 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-15 | Filed | 7/6/2009 | Moul |  | Attachment DIV 4-15 |
| DIV-4-16 | Filed | 7/6/2009 | Moul |  | Attachment DIV 4-16 (1-2) |
| DIV-4-17 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-18 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-19 | Filed | 7/6/2009 | Moul |  | Attachment DIV 4-19 |
| DIV-4-20 | Filed | 7/6/2009 | Moul |  | Attachment DIV 4-20 |
| DIV-4-21 | Filed | 7/6/2009 | O'Brien |  | Attachment DIV 4-21 (1-2) BULK |
| DIV-4-22 | Filed | 7/6/2009 | Moul |  | Attachment DIV 4-22 (1-2) |
| DIV-4-23 | Filed | 7/6/2009 | Dinkel |  | Attachment DIV 4-23 |
| DIV-4-24 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-25 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-26 | Filed | 7/6/2009 | Moul |  |  |
| DIV-4-27 | Filed | 7/6/2009 | Moul |  | Attachment DIV 4-27 |
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| DIV-5-A | Pending |  |  |  |  |
| DIV-5-B | Pending |  |  |  |  |
| DIV-5-C | Pending |  |  |  |  |
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| DIV-6-32 | Pending |  |  |  |  |


| The Narragansett Electric Company d/b/a National Grid |  |  |  |  |  |
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| Information Request | Status | Date Filed | Witness | CONFIDENTIAL | Attachments |
| DIV-6-33 | Pending |  |  |  |  |
| DIV-6-34 | Pending |  |  |  |  |
| DIV-6-35 | Pending |  |  |  |  |
| DIV-6-36 | Pending |  |  |  |  |
| DIV-6-37 | Pending |  |  |  |  |
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| DIV-8-25 | Pending |  |  |  |  |
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| DIV-9-1 | Pending |  |  |  |  |
| DIV-9-2 | Pending |  |  |  |  |
| DIV-9-3 | Pending |  |  |  |  |
| DIV-9-4 | Pending |  |  |  |  |
| DIV-9-5 | Pending |  |  |  |  |
| DIV-9-6 | Pending |  |  |  |  |
| DIV-9-7 | Pending |  |  |  |  |
| DIV-9-8 | Pending |  |  |  |  |
| DIV-9-9 | Pending |  |  |  |  |
| DIV-9-10 | Pending |  |  |  |  |
| DIV-9-11 | Pending |  |  |  |  |
| DIV-9-12 | Pending |  |  |  |  |
| DIV-9-13 | Pending |  |  |  |  |
| DIV-9-14 | Pending |  |  |  |  |
| DIV-9-15 | Pending |  |  |  |  |
| DIV-9-16 | Pending |  |  |  |  |
| DIV-9-17 | Pending |  |  |  |  |


| The Narragansett Electric Company d/b/a National Grid |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Docket 4065 |  |  |  |  |  |
| Discovery Log |  |  |  |  |  |
| As of: July 6, 2009 |  |  |  |  |  |
|  |  |  |  |  |  |
| [C-denotes confidentiality is being sought] |  |  |  |  |  |
|  |  |  |  |  |  |
| Information Request | Status | Date Filed | Witness | CONFIDENTIAL | Attachments |
| DIV-9-18 | Pending |  |  |  |  |
| DIV-9-19 | Pending |  |  |  |  |
|  |  |  |  |  |  |
| DIV-10-1 | Pending |  |  |  |  |
| DIV-10-2 | Pending |  |  |  |  |
| DIV-10-3 | Pending |  |  |  |  |
| DIV-10-4 | Pending |  |  |  |  |
| DIV-10-5 | Pending |  |  |  |  |
| DIV-10-6 | Pending |  |  |  |  |
| DIV-10-7 | Pending |  |  |  |  |
| DIV-10-8 | Pending |  |  |  |  |
| DIV-10-9 | Pending |  |  |  |  |
| DIV-10-10 | Pending |  |  |  |  |
| DIV-10-11 | Pending |  |  |  |  |
| DIV-10-12 | Pending |  |  |  |  |
| DIV-10-13 | Pending |  |  |  |  |
| DIV-10-14 | Pending |  |  |  |  |
| DIV-10-15 | Pending |  |  |  |  |
| DIV-10-16 | Pending |  |  |  |  |
| DIV-10-17 | Pending |  |  |  |  |
| DIV-10-18 | Pending |  |  |  |  |
| DIV-10-19 | Pending |  |  |  |  |
| DIV-10-20 | Pending |  |  |  |  |
| DIV-10-21 | Pending |  |  |  |  |
| DIV-10-22 | Pending |  |  |  |  |
| DIV-10-23 | Pending |  |  |  |  |
| DIV-10-24 | Pending |  |  |  |  |
| DIV-10-25 | Pending |  |  |  |  |
| DIV-10-26 | Pending |  |  |  |  |
| DIV-10-27 | Pending |  |  |  |  |
| DIV-10-28 | Pending |  |  |  |  |
| DIV-10-29 | Pending |  |  |  |  |
|  |  | Discovery L | re: July 6, |  |  |


|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| The Narragansett Electric Company d/b/a National Grid |  |  |  |  |  |
| Docket 4065 |  |  |  |  |  |
| Discovery Log |  |  |  |  |  |
| As of: July 6, 2009 |  |  |  |  |  |
|  |  |  |  |  |  |
| [C-denotes confidentiality is being sought] |  |  |  |  |  |
|  |  |  |  |  |  |
| Information Request | Status | Date Filed | Witness | CONFIDENTIAL | Attachments |
| NAVY-1-1 | Filed | 6/29/2009 |  |  |  |
| NAVY-1-2 | Filed | 6/29/2009 |  |  |  |
| NAVY-1-3 | Filed | 6/29/2009 |  |  |  |
| NAVY-1-4 | Filed | 6/29/2009 |  |  |  |
| Discovery Log Ends Here: July 62009 |  |  |  |  |  |

R.I.P.U.C. Docket No. 4065

Responses to Commission First Set of Data Requests
Issued June 5, 2009

Commission Data Request 1-17

## Request:

Please provide a five-year forecast of the company's construction budget by account.

## Response:

Listed below is the 5-year capital forecast relating to work performed on the Company's electrical distribution system and associated equipment. This information is summarized by budget category for each calendar year. Please note that the calendar year amount was estimated using an un-weighted, prorated split of the Company's fiscal year capital plan, which runs from April 1 through March 31, based on 9 months of the current fiscal year and 3 months of the prior fiscal year. The categories listed as "Budget Classifications" represent the Company's standard reporting format for the 5-year capital plan:

| CAPITAL FORECAST - CALENDAR YEAR |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Budget Classifcation | TOTAL 2009 | TOTAL 2010 | TOTAL 2011 | TOTAL 2012 | TOTAL 2013 |
| Asset Replacement | 13,320,098 | 17,670,000 | 19,608,000 | 21,108,000 | 22,269,000 |
| Damage/Failure | 6,590,536 | 7,812,000 | 8,670,000 | 9,342,000 | 9,855,000 |
| Land and Land Rights | 353,393 | 357,000 | 400,000 | 422,000 | 450,000 |
| Load Relief | 12,243,596 | 16,523,000 | 18,339,000 | 19,749,000 | 20,817,000 |
| Meters | 2,339,027 | 2,937,000 | 3,264,000 | 3,516,000 | 3,702,000 |
| New Business | 8,666,304 | 8,958,000 | 9,939,000 | 10,701,000 | 11,289,000 |
| Other | 1,772,346 | 1,524,000 | 1,692,000 | 1,818,000 | 1,920,000 |
| Outdoor Lighting | 1,380,911 | 1,653,000 | 1,833,000 | 1,971,000 | 2,085,000 |
| Public Requirements | 3,664,635 | 4,194,000 | 4,653,000 | 5,013,000 | 5,289,000 |
| Reliability | 7,804,669 | 9,534,000 | 10,584,000 | 11,397,000 | 12,024,000 |
| Storms | 589,988 | 357,000 | 390,000 | 423,000 | 450,000 |
| Transformers | 4,899,295 | 5,892,000 | 6,534,000 | 7,032,000 | 7,422,000 |
| Total | 63,624,799 | 77,411,000 | 85,906,000 | 92,492,000 | 97,572,000 |

Although the capital plan is not established by FERC account, the Company anticipates the accounts to which amounts will be recorded are estimated in the table below:
R.I.P.U.C. Docket No. 4065

Responses to Commission First Set of Data Requests

## Commission Data Request 1-17 (cont.)

| FERC ACCOUNT | 2009 | $\mathbf{2 0 1 0}$ | 2011 | 2012 | 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $360-362$ | 10,682 | 15,809 | 17,514 | 21,743 | 23,187 |
| $364-373$ | 52,793 | 60,694 | 67,369 | 69,707 | 73,290 |
| $390-398$ | 150 | 908 | 1,023 | 1,042 | 1,095 |
| TOTAL | 63,625 | 77,411 | 85,906 | 92,492 | 97,572 |

The information provided above does not include non-construction, facilities \& IS capital related items. The Executive Board approves the first year of the capital plan and the remaining years are for planning purposes. The capital plan is reviewed annually and is subject to change.
R.I.P.U.C. Docket No. 4065

Responses to Commission First Set of Data Requests Issued June 5, 2009

## Commission Data Request 1-28

## Request:

Please itemize all rent revenue and all rent expense items incurred curing the test year that were $\$ 50,000$ or greater.

Response:
Please see Attachment COMM 1-28.

## Narragansett Electric Company <br> Itemized Rent Revenue Greater Then $\mathbf{\$ 5 0 K}$

Bus Unit Description

| Bus Unit Description | Activity Description | Description | GL Act \$ |
| :--- | :--- | :--- | ---: |
| Narragansett Electric Company | Rent fr Elec Prop-Wayfndr-Elim | Wayfinder is paying attachment fees | $\$ 192,200$ |
| Narragansett Electric Company | Rent From Elec Prop Lincoln | Lincoln is paying attachment fees | $\$ 159,540$ |
| Narragansett Electric Company | Rent from elec. prop. - distri | Pole attachment rental fees | $\$ 1,348,944$ |
| Narragansett Electric Company | Rent From Electric Property | Pole attachment rental fees | $\$ 571,201$ |
| Narragansett Electric Company | Rent From Support Payments | Rent From Support Payments | $\$ 614,141$ |
|  |  |  | $\mathbf{\$ 2 , 8 8 6 , 0 2 6}$ |

## Narragansett Electric Company

Itemized Rent Expense Greater Then $\$ 50 \mathrm{~K}$

| Bus Unit Description | Activity Description |  | Gescription |
| :--- | :--- | :--- | ---: |
| Narragansett Electric Company | Rents-Bldg-Dist-ELM | Facility | ( |
| Narragansett Electric Company | Accounting Services | Computer | $\$ 87,554$ |
| Narragansett Electric Company | Data Center Services | Computer | $\$ 568,517$ |
| Narragansett Electric Company | Deploy Systems \& Train | Computer | $\$ 259,731$ |
| Narragansett Electric Company | Executive-Rent-Elim | Facility | $\$ 120,778$ |
| Narragansett Electric Company | Facility Leasing \& Financing | Facility | $\$ 130,387$ |
| Narragansett Electric Company | Operations Executive Services | Computer | $\$ 857,266$ |
| Narragansett Electric Company | Program Admin-Rent-Elim | Facility | $\$ 242,068$ |
| Narragansett Electric Company | Provide Administrative \& Gener | Computer | $\$ 63,174$ |
| Narragansett Electric Company | Systems Planning Strategy \& E | Computer | $\$ 919,337$ |
| Narragansett Electric Company | NE Share CSS Costs-Elim | Computer | $\$ 100,975$ |
|  |  |  | $\$ 724,188$ |

## Commission Data Request 1-90

## Request:

Please provide a complete and detailed description of the methodology that National Grid and its service companies use to allocate/assign to the Company plant that is common to more than one of its affiliates. Please also provide the workpapers, calculations, formulas, assumptions, and supporting documents used to determine each allocation or assignment.

## Response:

There is no formal narrative description of the methodology employed to allocate the cost of common assets to all other companies. Attachments COMM 1-90-1 and COMM 1-90-2 provide the workpapers and supporting documentation that are used to determine the allocation of common assets.

The facilities charges, property taxes, depreciation expense and carrying charges for legacy National Grid common assets (i.e., Syracuse office complex, airplane, hangar, Henry Clay Data Center, and the Investment Recovery Center) are calculated and allocated to the appropriate operating companies on an annual basis. Under the principles of appropriate cost causation theory, a journal entry is prepared at fiscal year end to effect an allocation to the operating companies based on O\&M across all operating companies represented by the allocation percentages associated with bill pool 00382 for FY2009 and bill pool 00380 for years 2007 and 2008. Attachment COMM 1-90-1 entitled "Legacy Grid NY Facilities and Data Center Cost Allocation" presents the journals, calculations and workpapers for fiscal year end 2007, 2008, and 2009.

Building Services charges for common assets (i.e., buildings owned by legacy KeySpan companies) are calculated based on usage (i.e., square footage) and are charged proratably among the operating companies on a monthly basis. Building Services charges to departments within the service companies are allocated to the operating companies based on the allocation code assigned to the specific cost pool where the building service charges are posted. In other words, building service charges follow the allocation of all the other charges included in an area's allocation cost pool in accordance with the appropriate cost causation relationship assigned to that cost pool. Attachment COMM 1-90-2 entitled "Legacy KeySpan Building Services" are the building service journals and support that are booked each month for 2007 (in effect from January 2007 - March 2008) and 2008.

Prepared by or under the supervision of: Robert L. O’Brien

## Division Data Request 3-1

## Request:

Referring to O’Brien testimony, Page 7, lines 17-19, please provide specific citation to the testimony of Mr. Gorman supporting the referenced revenue adjustment.

## Response:

Mr. Gorman, at page 18, lines 4 to 6 of his testimony, references the calculation of the pro forma distribution revenue at current rates of $\$ 215,542,992$ (Schedule NG-RLO-2, page 1, column (f), line 2) which was computed on Schedule NG-HSG-2, pages 7 to 10. The adjustment to the distribution revenue of $\$ 4,103,999$ on Schedule NG-RLO-2, page 1, column (e), line 2 is the difference between the "Adjusted Per Books 12/31/2008" distribution revenue of $\$ 219,646,991$ on line 2, column (d) and the $\$ 215,542,992$ calculated by Mr. Gorman.
R.I.P.U.C. Docket No. 4065

Responses to Division Third Set of Data Requests Issued June 16, 2009

## Division Data Request 3-3

Request:
Please provide detail of the "Other Revenue" of $\$ 7,353,188$ on Schedule NG-RLO-2, Page 1. The response should itemize the other revenues and the allocation of those other revenues to distribution service.

## Response:

Please see Attachment DIV 3-3 for detail of "Other Revenue" applicable to distribution service.

## The Narragansett Electric Company d/b/a National Grid Detailed Summary of Other Revenue Calendar Year 2008

|  |  | 2008 |
| :---: | :---: | :---: |
| Summary by Ferc: |  |  |
| 450 | Forfeited Discount (Customer Late Payment Charges) | \$2,230,203 |
| 451 | Miscellaneous Service Revenue | 426,652 |
| 454 | Rent From Electric Property | 2,947,916 |
| 456 | Other Electric Revenues | 1,748,417 |
| Total |  | \$7,353,188 |
| Additional Details: |  |  |
| 451 | Other Miscellaneous Service Revenues-CIS/CSS | \$149,213 |
|  | Reconnect Charges | 144,227 |
|  | Interval Data Services | 46,752 |
|  | Service Turn on Charge | 83,535 |
|  | Bad Debt Charge | 2,925 |
|  | Total | \$426,652 |
| 454 | Pole Attachment Rental | \$1,348,945 |
|  | Rent from Electric Property | 581,347 |
|  | Rent from Support Payments | 614,142 |
|  | Rent from Electric Property to Affiliates |  |
|  | Lincoln Facility | 159,540 |
|  | National Grid USA Service Company | 51,742 |
|  | Wayfinder Group Inc. | 192,200 |
|  | Total | \$2,947,916 |
| 456 | Supervisory and Administrative Allocations | \$866,488 |
|  | CIAC Reclassifications | 623,370 |
|  | Other Electric Revenues - Billing | 257,813 |
|  | Cash receipts and miscellaneous entries | 746 |
|  | Total | \$1,748,417 |

## Division Data Request 3-5

Request:
Referring to NG-RLO-3, Page 5, please reconcile the 2008 Narragansett CTA of $\$ 6,161,009$ to the 2008 CTA of $\$ 3,810,202$ on Workpaper NG-RLO-4.

Response:
The 2008 Narragansett CTA of \$6,161,000 per NG-RLO-3, Page 5 reflects the Company's Year 1 share of the $\$ 400$ million of total CTA resulting from the National Grid/KeySpan transaction. As described in the testimony of Mr. O’Brien on pages 43 to 44, the Year 1 amount was derived based on the total CTA allocated to the Company of $\$ 16,006,779$, as shown on NG-RLO-3, Page 3, line 15, column (c) times the estimated phase-in percentage 38.49 percent of CTA for Year 1, as shown on NG-RLO-3, Page 4, line 1, column (a).

The 2008 Narragansett CTA of \$3,810,202 reflects the actual CTA incurred by Narragansett in the 2008 test year. As also shown on Workpaper NG-RLO-4, this amount was then increased by CTA costs related to the test year but recorded post-test year of $\$ 229,265$ and reduced by test year costs recorded as transmission of $\$ 8,387$, which were adjusted out of the cost of service as part of the Integrated Facilities Agreement transmission O\&M expense adjustment. This net CTA amount of $\$ 4,031,080$ was eliminated from the cost of service, as shown on NG-RLO-2, Page 2, line 14, column (b).

## Division Data Request 3-8

Request:
Referring to Schedule NG-APM-1, please provide the actual kWh sales by month to date in 2009 and for the corresponding months in 2008 for each customer class shown.

Response:
Please see Attachment DIV 3-8. Also, please note that, while actual kWh sales are up $1.7 \%$ for the year-to-date May period versus last year, the number of days billed is up $1.8 \%$ for the same period. Adjusted for days billed, actual kWh sales are $0.1 \%$ lower than last year for the year-to-date May period.

The Narragansett Electric Company d/b/a National Grid
R.I.P.U.C Docket No. 4065

Responses to Division Third Set of Data Requests
Division Data Request 3-8

## Narragansett Electric Company

Actual KWh Sales

|  | Residential |  |  |
| ---: | ---: | ---: | ---: |
| Month | $\underline{2008}$ | $\underline{2009}$ | Percent <br> Difference |
|  | $291,581,557$ | $312,283,365$ | $7.1 \%$ |
| 2 | $262,513,515$ | $253,763,785$ | $-3.3 \%$ |
| 3 | $250,475,022$ | $243,005,927$ | $-3.0 \%$ |
| 4 | $222,095,811$ | $228,219,855$ | $2.8 \%$ |
| $\underline{5}$ | $192,029,476$ | $\underline{196,894,044}$ | $\underline{2.5 \%}$ |
| YTD | $1,218,695,381$ | $1,234,166,976$ | $1.3 \%$ |


| Month | Commercial |  |  |  | Industrial |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2008}$ | $\underline{2009}$ | Percent Difference | Month | $\underline{2008}$ | $\underline{2009}$ | Percent Difference |
| 1 | 319,536,209 | 348,407,353 | 9.0\% | 1 | 88,113,894 | 89,313,142 | 1.4\% |
| 2 | 289,248,333 | 299,933,015 | 3.7\% | 2 | 89,214,105 | 79,387,532 | -11.0\% |
| 3 | 274,757,414 | 329,354,349 | 19.9\% | 3 | 62,898,620 | 71,484,116 | 13.6\% |
| 4 | 310,991,717 | 277,298,071 | -10.8\% | 4 | 111,841,131 | 38,493,271 | -65.6\% |
| 5 | 257,109,347 | 281,491,937 | 9.5\% | 5 | 82,854,053 | 108,265,299 | 30.7\% |
| YTD | 1,451,643,020 | 1,536,484,725 | 5.8\% | YTD | 434,921,803 | 386,943,360 | -11.0\% |
|  |  | Resale * |  |  |  | Total |  |
| Month | $\underline{2008}$ | $\underline{2009}$ | Percent Difference | Month | $\underline{2008}$ | $\underline{2009}$ | Percent Difference |
| 1 | 82,157 | 0 | -100.0\% | 1 | 706,724,632 | 756,895,360 | 7.1\% |
| 2 | 0 | 0 | \#DIV/0! | 2 | 646,712,983 | 639,374,426 | -1.1\% |
| 3 | 164,499 | 0 | -100.0\% | 3 | 593,923,724 | 649,322,507 | 9.3\% |
| 4 | 69,704 | 0 | -100.0\% | 4 | 649,780,275 | 548,908,016 | -15.5\% |
| $\underline{5}$ | 68,457 | $\underline{0}$ | -100.0\% | $\underline{5}$ | 536,320,186 | 590,739,693 | 10.1\% |
| YTD | 384,817 | 0 | -100.0\% | YTD | 3,133,461,800 | 3,185,240,002 | 1.7\% |

R.I.P.U.C. Docket No. 4065

Responses to Division Third Set of Data Requests Issued June 16, 2009

## Division Data Request 3-9

Request:
Referring to Schedule NG-APM-2, please provide the weather normalized kWh sales by month to date in 2009 and for the corresponding months in 2008 for each customer class shown.

## Response:

Please see Attachment DIV 3-9. Also, please note that, while weather-normalized kWh sales are down $0.3 \%$ for the year-to-date May period versus last year, the number of days billed is up $1.8 \%$ for the same period. Adjusted for days billed, weather-normalized kWh sales are 2.1\% lower than last year for the year-to-date May period.

The Narragansett Electric Company d/b/a National Grid
R.I.P.U.C. Docket No. 4065

Responses to Third Set of Data Requests
Division Data Request 3-9

| Month | Residential |  |  |
| :---: | :---: | :---: | :---: |
|  | $\underline{2008}$ | 2009 | Percent Difference |
| 1 | 301,043,512 | 309,376,745 | 2.8\% |
| 2 | 270,557,476 | 247,801,189 | -8.4\% |
| 3 | 256,969,062 | 246,170,789 | -4.2\% |
| 4 | 224,071,843 | 225,457,753 | 0.6\% |
| 5 | 196,068,574 | 198,296,838 | 1.1\% |
| YTD | ,248,710,468 | ,227,103,314 | -1.7\% |


|  | Streetlighting |  |  |
| ---: | ---: | ---: | ---: |
| Month | $\underline{2008}$ | $\underline{2009}$ | Percent <br> Difference |
|  | $7,410,815$ | $6,891,500$ | $-7.0 \%$ |
| 2 | $5,737,030$ | $6,290,094$ | $9.6 \%$ |
| 3 | $5,628,169$ | $5,478,115$ | $-2.7 \%$ |
| 4 | $4,781,912$ | $4,896,819$ | $2.4 \%$ |
| $\underline{5}$ | $\underline{4,258,853}$ | $\underline{4,088,413}$ | $\underline{-4.0 \%}$ |
| YTD | $27,816,779$ | $27,644,941$ | $-0.6 \%$ |

Narragansett Electric Company Weather-Normalized KWh Sales

| Month | Commercial |  |  |  | Industrial |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2008}$ | $\underline{2009}$ | Percent Difference | Month | $\underline{2008}$ | $\underline{2009}$ | Percent Difference |
| 1 | 324,766,797 | 346,809,665 | 6.8\% | 1 | 88,113,894 | 89,313,142 | 1.4\% |
| 2 | 293,648,338 | 296,643,138 | 1.0\% | 2 | 89,214,105 | 79,387,532 | -11.0\% |
| 3 | 278,314,957 | 331,098,247 | 19.0\% | 3 | 62,898,620 | 71,484,116 | 13.6\% |
| 4 | 312,053,217 | 275,451,066 | -11.7\% | 4 | 111,837,131 | 38,445,271 | -65.6\% |
| 5 | 260,767,553 | 280,836,886 | 7.7\% | 5 | 83,068,196 | 108,048,442 | 30.1\% |
| YTD | 1,469,550,863 | 1,530,839,003 | 4.2\% | YTD | 435,131,946 | 386,678,503 | -11.1\% |
|  | Resale * |  |  |  | Total |  |  |
| Month | $\underline{2008}$ | $\underline{2009}$ | Percent Difference | Month | $\underline{2008}$ | $\underline{2009}$ | Percent Difference |
| 1 | 82,157 | 0 | -100.0\% | 1 | 721,417,175 | 752,391,053 | 4.3\% |
| 2 | 0 | 0 | \#DIV/0! | 2 | 659,156,949 | 630,121,953 | -4.4\% |
| 3 | 164,499 | 0 | -100.0\% | 3 | 603,975,308 | 654,231,268 | 8.3\% |
| 4 | 69,704 | 0 | -100.0\% | 4 | 652,813,807 | 544,250,909 | -16.6\% |
| $\underline{5}$ | 68,457 | $\underline{0}$ | -100.0\% | $\underline{5}$ | 544,231,634 | 591,270,579 | 8.6\% |
| YTD | 384,817 | 0 | -100.0\% | YTD | 3,181,594,872 | 3,172,265,762 | -0.3\% |

## Division Data Request 3-10

Request:
Referring to Schedule NG-APM-5, please provide the number of customers by month to date in 2009 and for the corresponding months in 2008 for each customer class shown.

Response:
Please see Attachment DIV 3-10.

The Narragansett Electric Company d/b/a National Grid R.I.P.U.C Docket No. 4065

## Narragansett Electric Company <br> Number of Customers

|  | Residential |  |  |
| ---: | ---: | ---: | ---: |
| Month | $\underline{2008}$ | $\underline{2009}$ | Percent <br> Difference |
| 1 | 413,539 | 428,616 | $3.6 \%$ |
| 2 | 428,944 | 429,593 | $0.2 \%$ |
| 3 | 428,586 | 430,291 | $0.4 \%$ |
| 4 | 415,810 | 429,785 | $3.4 \%$ |
| $\underline{5}$ | $\underline{428,775}$ | $\underline{430,767}$ | $\underline{0.5 \%}$ |
| YTD | 423,131 | 429,810 | $1.6 \%$ |


| Month | Commercial |  |  |
| :---: | :---: | :---: | :---: |
|  | $\underline{2008}$ | $\underline{2009}$ | Percent Difference |
| 1 | 54,929 | 56,270 | 2.4\% |
| 2 | 56,248 | 56,716 | 0.8\% |
| 3 | 56,254 | 56,697 | 0.8\% |
| 4 | 55,036 | 56,484 | 2.6\% |
| 5 | 56,346 | 56,494 | 0.3\% |
| YTD | 55,763 | 56,532 | 1.4\% |
|  | Total |  |  |
| Month | $\underline{2008}$ | $\underline{2009}$ | Percent Difference |
| 1 | 470,508 | 486,938 | 3.5\% |
| 2 | 487,292 | 488,377 | 0.2\% |
| 3 | 486,942 | 489,028 | 0.4\% |
| 4 | 472,941 | 488,324 | 3.3\% |
| $\underline{5}$ | 487,238 | 489,313 | 0.4\% |
| YTD | 480,984 | 488,396 | 1.5\% |

## Division Data Request 3-11

Request:
Please provide Schedules NG-APM-1, 2, and 5 on disk in native electronic spreadsheet format.

Response:
Schedules NG-APM-1, 2 and 5 will be provided in EXCEL format on CD-ROM with this response.

## Narragansett Electric Company GWh Sales Forecast Before Additional DSM

Actual and Forecast GWh Sales by Revenue Class, 1990-2010

|  |  | Growth |  | Growth |  | Growth | Street | Growth |  | Growth |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Residential | Rate | Commercial | Rate | Industrial | Rate | Lighting | Rate | Resale | Rate | Total | Rate |
| 1990 | 2,355.626 |  | 2,589.119 |  | 1,360.680 |  | 75.574 |  | 0.602 |  | 6,381.601 |  |
| 1991 | 2,347.151 | -0.4\% | 2,575.753 | -0.5\% | 1,366.442 | 0.4\% | 73.434 | -2.8\% | 0.583 | -3.2\% | 6,363.362 | -0.3\% |
| 1992 | 2,340.224 | -0.3\% | 2,590.136 | 0.6\% | 1,351.413 | -1.1\% | 71.581 | -2.5\% | 0.600 | 2.9\% | 6,353.954 | -0.1\% |
| 1993 | 2,388.456 | 2.1\% | 2,641.179 | 2.0\% | 1,411.043 | 4.4\% | 67.477 | -5.7\% | 0.553 | -7.8\% | 6,508.709 | 2.4\% |
| 1994 | 2,432.355 | 1.8\% | 2,660.848 | 0.7\% | 1,370.570 | -2.9\% | 66.129 | -2.0\% | 0.591 | 6.9\% | 6,530.493 | 0.3\% |
| 1995 | 2,414.834 | -0.7\% | 2,684.213 | 0.9\% | 1,346.135 | -1.8\% | 64.031 | -3.2\% | 0.583 | -1.4\% | 6,509.796 | -0.3\% |
| 1996 | 2,463.461 | 2.0\% | 2,711.490 | 1.0\% | 1,346.375 | 0.0\% | 62.157 | -2.9\% | 0.588 | 0.8\% | 6,584.071 | 1.1\% |
| 1997 | 2,457.081 | -0.3\% | 2,749.704 | 1.4\% | 1,383.470 | 2.8\% | 61.324 | -1.3\% | 0.619 | 5.4\% | 6,652.199 | 1.0\% |
| 1998 | 2,500.434 | 1.8\% | 2,839.409 | 3.3\% | 1,428.162 | 3.2\% | 61.387 | 0.1\% | 0.656 | 5.9\% | 6,830.048 | 2.7\% |
| 1999 | 2,633.849 | 5.3\% | 2,962.778 | 4.3\% | 1,414.073 | -1.0\% | 61.915 | 0.9\% | 0.708 | 7.9\% | 7,073.324 | 3.6\% |
| 2000 | 2,606.986 | -1.0\% | 3,089.688 | 4.3\% | 1,406.947 | -0.5\% | 61.693 | -0.4\% | 0.711 | 0.5\% | 7,166.026 | 1.3\% |
| 2001 | 2,689.214 | 3.2\% | 3,231.227 | 4.6\% | 1,357.889 | -3.5\% | 62.074 | 0.6\% | 0.792 | 11.3\% | 7,341.196 | 2.4\% |
| 2002 | 2,799.301 | 4.1\% | 3,327.314 | 3.0\% | 1,325.874 | -2.4\% | 62.304 | 0.4\% | 0.821 | 3.7\% | 7,515.614 | 2.4\% |
| 2003 | 2,955.332 | 5.6\% | 3,418.260 | 2.7\% | 1,256.555 | -5.2\% | 63.054 | 1.2\% | 0.890 | 8.4\% | 7,694.092 | 2.4\% |
| 2004 | 2,971.390 | 0.5\% | 3,489.108 | 2.1\% | 1,297.438 | 3.3\% | 63.480 | 0.7\% | 0.864 | -2.9\% | 7,822.280 | 1.7\% |
| 2005 | 3,129.682 | 5.3\% | 3,580.945 | 2.6\% | 1,210.959 | -6.7\% | 62.886 | -0.9\% | 0.863 | -0.1\% | 7,985.335 | 2.1\% |
| 2006 | 2,992.324 | -4.4\% | 3,534.610 | -1.3\% | 1,141.426 | -5.7\% | 63.169 | 0.5\% | 0.801 | -7.2\% | 7,732.329 | -3.2\% |
| 2007 | 3,074.049 | 2.7\% | 3,625.716 | 2.6\% | 1,116.802 | -2.2\% | 62.274 | -1.4\% | 0.814 | 1.6\% | 7,879.655 | 1.9\% |
| 2008 | 3,019.000 | -1.8\% | 3,613.682 | -0.3\% | 1,036.156 | -7.2\% | 64.336 | 3.3\% | 0.446 | -45.2\% | 7,733.621 | -1.9\% |
| Forecast |  |  |  |  |  |  |  |  |  |  |  |  |
| 2009 * | 3,008.390 | -0.4\% | 3,548.115 | -1.8\% | 990.062 | -4.4\% | 64.370 | 0.1\% | 0.659 | 47.7\% | 7,611.597 | -1.6\% |
| 2010 | 3,014.092 | 0.2\% | 3,606.355 | 1.6\% | 1,009.074 | 1.9\% | 64.336 | -0.1\% | 0.827 | 25.6\% | 7,694.684 | 1.1\% |

* 2009 data are 2 months actual and 10 months forecast.

Compound Average Annual Growth Rates

| 1990-2008 18 -year | $1.4 \%$ | $1.9 \%$ | $-1.5 \%$ |
| :--- | ---: | ---: | ---: |
| 1998-2008 10-Year | $1.9 \%$ | $2.4 \%$ | $-3.2 \%$ |
| 2003-2008 5-Year | $0.4 \%$ | $1.1 \%$ | $-3.8 \%$ |
| $2005-2008$ 3-Year | $-1.2 \%$ | $0.3 \%$ | $-5.1 \%$ |
| $2008-2010$ 2-Year | $-0.1 \%$ | $-0.1 \%$ | $-1.3 \%$ |


| $-0.9 \%$ | $-1.7 \%$ | $1.1 \%$ |
| ---: | ---: | ---: |
| $0.5 \%$ | $-3.8 \%$ | $1.3 \%$ |
| $0.4 \%$ | $-12.9 \%$ | $0.1 \%$ |
| $0.8 \%$ | $-19.8 \%$ | $-1.1 \%$ |
| $0.0 \%$ |  |  |
|  | $36.2 \%$ | $-0.3 \%$ |

The Narragansett Electric Company d/b/a National Grid R.I.P.U.C. Docket No. 4065 Att. DIV 3-11-2
Schedule NG-APM-2
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Narragansett Electric Company GWh Sales Forecast Before Additional DSM Weather-Normalized and Forecast GWh Sales by Revenue Class, 1990-2010

|  |  | Growth |  | Growth |  | Growth | Street | Growth |  | Growth |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Residential | Rate | Commercial | Rate | Industrial | Rate | Lighting | Rate | $\underline{\text { Resale }}$ | Rate | Total | Rate |
| 1990 | 2,366.879 |  | 2,582.545 |  | 1,358.650 |  | 75.574 |  | 0.602 |  | 6,384.250 |  |
| 1991 | 2,353.215 | -0.6\% | 2,547.039 | -1.4\% | 1,359.381 | 0.1\% | 73.434 | -2.8\% | 0.583 | -3.2\% | 6,333.651 | -0.8\% |
| 1992 | 2,385.029 | 1.4\% | 2,623.502 | 3.0\% | 1,358.316 | -0.1\% | 71.581 | -2.5\% | 0.600 | 2.9\% | 6,439.028 | 1.7\% |
| 1993 | 2,355.790 | -1.2\% | 2,607.358 | -0.6\% | 1,404.960 | 3.4\% | 67.477 | -5.7\% | 0.553 | -7.8\% | 6,436.138 | 0.0\% |
| 1994 | 2,455.275 | 4.2\% | 2,663.899 | 2.2\% | 1,371.473 | -2.4\% | 66.129 | -2.0\% | 0.591 | 6.9\% | 6,557.367 | 1.9\% |
| 1995 | 2,426.425 | -1.2\% | 2,665.836 | 0.1\% | 1,341.963 | -2.2\% | 64.031 | -3.2\% | 0.583 | -1.4\% | 6,498.837 | -0.9\% |
| 1996 | 2,502.757 | 3.1\% | 2,726.085 | 2.3\% | 1,350.319 | 0.6\% | 62.157 | -2.9\% | 0.588 | 0.8\% | 6,641.906 | 2.2\% |
| 1997 | 2,494.176 | -0.3\% | 2,749.637 | 0.9\% | 1,383.671 | 2.5\% | 61.324 | -1.3\% | 0.619 | 5.4\% | 6,689.428 | 0.7\% |
| 1998 | 2,572.713 | 3.1\% | 2,838.717 | 3.2\% | 1,426.251 | 3.1\% | 61.387 | 0.1\% | 0.656 | 5.9\% | 6,899.724 | 3.1\% |
| 1999 | 2,611.911 | 1.5\% | 2,933.210 | 3.3\% | 1,401.703 | -1.7\% | 61.915 | 0.9\% | 0.708 | 7.9\% | 7,009.447 | 1.6\% |
| 2000 | 2,637.783 | 1.0\% | 3,117.478 | 6.3\% | 1,411.621 | 0.7\% | 61.693 | -0.4\% | 0.711 | 0.5\% | 7,229.287 | 3.1\% |
| 2001 | 2,681.474 | 1.7\% | 3,212.826 | 3.1\% | 1,355.136 | -4.0\% | 62.074 | 0.6\% | 0.792 | 11.3\% | 7,312.302 | 1.1\% |
| 2002 | 2,729.537 | 1.8\% | 3,285.124 | 2.3\% | 1,315.639 | -2.9\% | 62.304 | 0.4\% | 0.821 | 3.7\% | 7,393.425 | 1.1\% |
| 2003 | 2,846.843 | 4.3\% | 3,408.321 | 3.8\% | 1,248.428 | -5.1\% | 63.054 | 1.2\% | 0.890 | 8.4\% | 7,567.537 | 2.4\% |
| 2004 | 2,954.145 | 3.8\% | 3,475.171 | 2.0\% | 1,297.285 | 3.9\% | 63.480 | 0.7\% | 0.864 | -2.9\% | 7,790.944 | 3.0\% |
| 2005 | 3,011.879 | 2.0\% | 3,528.750 | 1.5\% | 1,198.328 | -7.6\% | 62.886 | -0.9\% | 0.863 | -0.1\% | 7,802.706 | 0.2\% |
| 2006 | 3,004.917 | -0.2\% | 3,550.791 | 0.6\% | 1,138.189 | -5.0\% | 63.169 | 0.5\% | 0.801 | -7.2\% | 7,757.866 | -0.6\% |
| 2007 | 3,043.344 | 1.3\% | 3,597.028 | 1.3\% | 1,110.901 | -2.4\% | 62.274 | -1.4\% | 0.814 | 1.6\% | 7,814.361 | 0.7\% |
| 2008 | 3,017.406 | -0.9\% | 3,619.827 | 0.6\% | 1,032.532 | -7.1\% | 64.336 | 3.3\% | 0.446 | -45.2\% | 7,734.547 | -1.0\% |
| Forecast |  |  |  |  |  |  |  |  |  |  |  |  |
| 2009 * | 2,999.521 | -0.6\% | 3,543.228 | -2.1\% | 990.062 | -4.1\% | 64.370 | 0.1\% | 0.659 | 47.7\% | 7,597.840 | -1.8\% |
| 2010 | 3,014.092 | 0.5\% | 3,606.355 | 1.8\% | 1,009.074 | 1.9\% | 64.336 | -0.1\% | 0.827 | 25.6\% | 7,694.684 | 1.3\% |

* 2009 data are 2 months actual and 10 months forecast.

Compound Average Annual Growth Rates

| $1990-200818$-year | $1.4 \%$ | $1.9 \%$ | $-1.5 \%$ |
| :--- | :--- | :--- | :--- |
| 1998-2008 10-Year | $1.6 \%$ | $2.5 \%$ | $-3.2 \%$ |
| $2003-2008$ 5-Year | $1.2 \%$ | $1.2 \%$ | $-3.7 \%$ |
| $2005-2008$ 3-Year | $0.1 \%$ | $0.9 \%$ | $-4.8 \%$ |
|  |  |  |  |
| $2008-2010$ 2-Year | $-0.1 \%$ | $-0.2 \%$ | $-1.1 \%$ |

$-0.9 \%$
$0.5 \%$
$0.4 \%$
$0.8 \%$

$0.0 \%$

| $-1.7 \%$ | $1.1 \%$ |
| ---: | ---: |
| $-3.8 \%$ | $1.1 \%$ |
| $-12.9 \%$ | $0.4 \%$ |
| $-19.8 \%$ | $-0.3 \%$ |
|  |  |
| $36.2 \%$ | $-0.3 \%$ |

The Narragansett Electric Company d/b/a National Grid R.I.P.U.C. Docket No. 4065 Att. DIV 3-11-3
Schedule NG-APM-5
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## Narragansett Electric Company Customer Forecast

Actual and Forecast Customer Counts by Revenue Class, 1990-2010

| Year | Growth |  |  | Growth | Growth |  |  | GrowthRate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Residential | Rate | Commercial | Rate | Industrial | Rate | Total |  |
| 1990 | 381,900 |  | 44,485 |  | 2,572 |  | 428,957 |  |
| 1991 | 384,195 | 0.6\% | 44,462 | -0.1\% | 2,514 | -2.3\% | 431,170 | 0.5\% |
| 1992 | 386,490 | 0.6\% | 44,222 | -0.5\% | 2,495 | -0.7\% | 433,207 | 0.5\% |
| 1993 | 389,201 | 0.7\% | 44,246 | 0.1\% | 2,474 | -0.9\% | 435,921 | 0.6\% |
| 1994 | 391,234 | 0.5\% | 44,146 | -0.2\% | 2,577 | 4.2\% | 437,957 | 0.5\% |
| 1995 | 396,293 | 1.3\% | 42,876 | -2.9\% | 2,584 | 0.3\% | 441,754 | 0.9\% |
| 1996 | 398,905 | 0.7\% | 43,216 | 0.8\% | 2,577 | -0.3\% | 444,698 | 0.7\% |
| 1997 | 401,665 | 0.7\% | 43,737 | 1.2\% | 2,529 | -1.9\% | 447,931 | 0.7\% |
| 1998 | 404,266 | 0.6\% | 45,846 | 4.8\% | 2,576 | 1.8\% | 452,688 | 1.1\% |
| 1999 | 408,191 | 1.0\% | 46,972 | 2.5\% | 2,556 | -0.8\% | 457,720 | 1.1\% |
| 2000 | 409,273 | 0.3\% | 50,673 | 7.9\% | 2,578 | 0.8\% | 462,523 | 1.0\% |
| 2001 | 411,333 | 0.5\% | 52,433 | 3.5\% | 2,550 | -1.1\% | 466,316 | 0.8\% |
| 2002 | 413,819 | 0.6\% | 52,819 | 0.7\% | 2,473 | -3.0\% | 469,111 | 0.6\% |
| 2003 | 416,421 | 0.6\% | 53,559 | 1.4\% | 2,420 | -2.1\% | 472,400 | 0.7\% |
| 2004 | 418,366 | 0.5\% | 54,160 | 1.1\% | 2,364 | -2.3\% | 474,890 | 0.5\% |
| 2005 | 421,615 | 0.8\% | 54,611 | 0.8\% | 2,313 | -2.2\% | 478,539 | 0.8\% |
| 2006 | 422,888 | 0.3\% | 55,172 | 1.0\% | 2,222 | -3.9\% | 480,283 | 0.4\% |
| 2007 | 424,781 | 0.4\% | 55,796 | 1.1\% | 2,165 | -2.6\% | 482,742 | 0.5\% |
| 2008 | 425,344 | 0.1\% | 56,056 | 0.5\% | 2,071 | -4.3\% | 483,471 | 0.2\% |
| Forecast |  |  |  |  |  |  |  |  |
| 2009 * | 427,252 | 0.4\% | 54,343 | -3.1\% | 1,997 | -3.6\% | 483,593 | 0.0\% |
| 2010 | 427,115 | 0.0\% | 53,400 | -1.7\% | 2,063 | 3.3\% | 482,578 | -0.2\% |

* 2009 data are 2 months actual and 10 months forecast

Compound Average Annual Growth Rates

| $1990-2008$ | 18 -year | $0.6 \%$ | $1.3 \%$ | $-1.2 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| 19-Year | $0.5 \%$ | $2.0 \%$ | $-2.2 \%$ | $0.7 \%$ |
| $2003-2008$ 5-Year | $0.4 \%$ | $0.9 \%$ | $-3.1 \%$ | $0.7 \%$ |
| $2005-2008$ 3-Year | $0.3 \%$ | $0.9 \%$ | $-3.6 \%$ | $0.5 \%$ |
| $2008-2010$ 2-Year | $0.2 \%$ | $-2.4 \%$ | $-0.2 \%$ | $0.3 \%$ |
|  |  |  | $-0.1 \%$ |  |

## Division Data Request 3-12

## Request:

Please provide workpapers that develop the rate year revenues on Schedule RLO-2, Page 1 from the rate year billing determinants in the APM series of schedules.

Response:
Rate Year Revenue of $\$ 215,542,992$ on Schedule RLO-2, Page 1, Column F, Line 2, is based on forecasted (rate year) kWh and number of customers at current rates. Attachment DIV 3-12 provides a reconciliation of total company forecasted kWh and number of customers used to calculate Rate Year Revenue of $\$ 215,542,992$ to the forecasted kWh and number of customers reported on Schedule NG-APM-6 and Schedule NG-APM-5, respectively.

In the process of preparing this response, the Company identified that revisions were incorporated into the allocation study, Schedule NG-HSG-2, prior to the initial filing that were not reflected in the revenue requirement Schedule NG-RLO-2.As shown in Attachment 1, Line 16 to this response, using the forecasted billing determinants from the APM series of schedules, as appropriately adjusted for streetlighting inventory and Rate M-01 billing units, the Rate Year Revenue is $\$ 215,420,989$, which is the amount which should have appeared on Schedule NG-RLO-2. Rate Class M-01 was not included as a separate class in the cost allocation study. Therefore, the rate year revenue associated with Rate Class M-01 was removed from distribution revenue and added to "Other" revenue. This reclassification of revenue was not reflected on Schedule NG-RLO-2. However, as shown on Line 3 of Schedule NG-HSG-1 and on Line 5 of Schedule NG-RLO-1, page 1, the sum of distribution revenue and other revenue on both schedules is $\$ 223,242,000$. The Company will submit a revised set of schedules incorporating all corrections at a later date during the proceeding.

## Narragansett Electric Company <br> Reconciliation of Forecasted 2010 kWh Sales to 2010 Adjusted Pro Forma Distribution Revenue



| Line Des | tions: |
| :---: | :---: |
| 1 | Schedule NG-APM-6, Page 1 (with additional DSM) |
| 2 | see Schedule NG-APM-2, Page 1 for forecasted Streetlight kWh without DSM. Note that this reconciliation contains the forecasted Streetlight kWh with DSM wich is not provided the NG-APM series of schedules. |
| 3 | kWh based on inventory levels as of December 2008; Note that inventory levels are not provided in the NG-APM series of schedules. |
| 4-5 | Additional forecasted kWh due to the Minimum Bill Provision is not provided the NG-APM series of scheduled. Minimum Bill Provision kWh is calculated as: (Test Year Minimim Bill kWh $\div($ Test Year Minimum Bill kWh + Test Year total kWh)) * Forecasted kWh |
| 6 | Sum of Lines 1 through 5 |
| 7 | Schedule NG-HSG-2, Page 5 |
| 8 | Line 6 minus Line 7 |
| 9 | NG-HSG-2, page 7 |
| 10 | n/a |
| 11 | Line $9 \div$ Line 10 |
| 12 | Schedule NG-APM-5, Page 1 |
| 13 | Line 11 minus Line 12 |
| 14 | Line $13 \div$ Line 12 |
| 15 | Schedule NG-RLO-2 |
| 16 | Schedule NG-HSG-2, page 8, Line 24 |
| 17 | In the NG-HSG series of schedules, the Monthly Customer Charge Revenue for rate class M1 is categorized as Other Revenue where as in the NGRLO series of schedules, it is categorized as Distribution Charge Revenue. Total Revenue reported on Schedule NG-HSG-1, Page 2, Line 3 of \$223,242 ties to NG-RLO-2, Page 1, Line 5. |

18 Line 15 + Line 16 + Line 17

## Division Data Request 3-13

Request:
Please reconcile the 2008 test year sales on NG-APM-1 to the 2008 test year deliveries on Workpaper RLO-25, Page 2.

Response:
The 2008 test year sales on Schedule NG-APM-1 total 7,733,621,000 kWh and the 2008 test year sales on Workpaper NG-RLO-25, Page 2 total $7,725,372,033 \mathrm{kWh}$ for a difference of $8,248,967 \mathrm{kWh}$. This difference is caused by the following:

| Description | kWh |
| :--- | :---: |
| Rate B-32 billing adjustment | $(632,880)^{1}$ |
| Rate E-40 billing adjustment | $14,421^{1}$ |
| Rate G-02 correction of billing error | $3,996,000^{1}$ |
| Rate G-32 correction of billing error | $3,998,280^{1}$ |
| Rate S-10 and S-14 - adjustment | $871,748^{2}$ |
| Variance due to rounding | 1,398 |
| Total | $8,248,967$ |

The adjustments and corrections identified above are reflected in the kWh shown on Workpaper NG-RLO-25, Page 2 (but not those shown in Schedule NG-APM-1).

[^1]Prepared by or under the supervision of: Robert L. O’Brien and Alfred P. Morrissey, Jr.

## Division Data Request 3-14

Request:
Please reconcile the 2010 rate year sales on NG-APM-1 to the 2010 rate year deliveries on Workpaper RLO-25, Page 1.

Response:
The 2010 rate year kWh deliveries of $7,649,879,930$ presented in column (a) of page 1 of Workpaper NG-RLO-25 are incorrect. The kWh deliveries in Workpaper NG-RLO-25 should be the same as the kWh deliveries appearing on Line 7 of the attachment to the Company's response to Division Data Request 3-12 of 7,662,968,634 and on Schedule NG-HSG-2, page 2, Line 1. Attachment DIV 3-14 reconciles the 2010 rate year sales on Schedule NG-APM-1 to the correct level of 2010 forecasted rate year deliveries by adjusting the initial forecast by estimated savings realized from energy efficiency savings of $29,591,046 \mathrm{kWh}$ in the rate year. The attachment also reflects the same streetlighting adjustment identified in the response to Division Data Request 3-12. The proper level of rate year kWh deliveries that should be reflected in Workpaper NG-RLO-25 7,662,968,634. The Company will provide revised version of Workpaper NG-RLO-25 at a later date during this proceeding.


Column Descriptions:
(a) Schedule NG-APM-1, Page 1, Column (a)
(b) Demand Side Management, see Testimony of Alfred P. Morrissey, page 17, line 16
(c) Schedule NG-APM-6 or Column (a) + Column (b)
(d) From Column (c), rate class S-14 only
(e) forecast based on December 2008 streetlights inventory, see Schedule NG-RLO-25, page 25, Column (b), Row 14 and 15

Additional forecasted kWh due to the Minimum Bill Provision. Minimum Bill Provision kWh is calculated as: (Test Year Minimim Bill $\mathrm{kWh} \div(\mathrm{Test}$ Year Minimum Bill $\mathrm{kWh}+\mathrm{Test}$ Year total kWh$)$ ) *
(f) Forecasted kWh
(g) Column (c ) - Column (d) + Column (e) + Column (f)
(h) NG-HSG-2, Page 5
(i) Column (g) - Column (h)

Note: The variance between the total kWh in column (f) and the total kWh on page 10 of NG-HSG-6 of 7,662,968,634 due to incorrect kWh for rate C-06. Rate C-06 kWh on NG-HSG-6 incorrectly includes 16,610 attributable to minimum billed customers.

## Division Data Request 3-15

## Request:

Please explain the difference between the 2008 sales on NG-APM-1 and the sales reported in the Narragansett 2008 FERC Form 1.

## Response:

The MWh reported in the Narragansett 2008 FERC Form 1, page 304, Column (b) does not include MWh deliveries associated with Sales for Resale or MWh deliveries to customers receiving commodity service from competitive suppliers. Please refer to Attachment 1 to this response for a reconciliation of the FERC Form 1 sales to Schedule NG-APM-1, which results in a difference of $78,465 \mathrm{MWh} .{ }^{1}$

[^2]
## Narragansett Electric Company <br> Reconciliation between 2008 MWh Sales reported on NG-APM-1 and 2008 FERC Form 1

| Line No. | MWh |  |
| :--- | :--- | ---: |
| (1) | NG-APM-1 2008 Sales | $7,733,620$ |
| $(2)$ | Minus 2008 Open Access MWh Sales | $(1,083,681)$ |
| $(3)$ | Minus 2008 Resale | $(446)$ |
| $(4)$ | Adjusted 2008 MWh Sales reported in NG-APM-1 | $6,649,493$ |
|  |  |  |
| $(5)$ | MWh Sales Reported on Form 1, page 304 \& 304.1, Column (b) | $6,727,958$ |
| $(6)$ | Difference - MWh | $(78,465)$ |

Line Descriptions:
(1) NG-APM-1, Page 12008 Total Sales
(2) per company revenue reports
(3) NG-APM-1, Page 12008 Resale
(4) Line (1) + Line (2) + Line (3)
(5) MWh Sales Reported on Form 1, page 304 \& 304.1, Column (b)
(6) Line (4) - Line (5)

In preparing the response to this data request it was determined that the MWhs reported in Narragansett 2008 FERC Form 1 on page 304, column (b) are incorrect.

## Division Data Request 3-16

## Request:

Referring to NG-JP-1, Pages 2 and 3, please provide supporting documentation for the Cost per Mile for Level 2 and Level 3 Work.

## Response:

For the purpose of establishing the cost associated with this program, the Company is projecting that work generated from Level 2 and 3 program activities will be approximately equal to the work generated through the current Feeder Hardening Program, on a combined basis.

The Feeder Hardening program was developed to specifically address overhead deteriorated equipment and lightning related interruptions on distribution feeders. Feeder Hardening utilizes remediation measures, such as replacement of fuse cutouts, cross arms, poles and transformers; lightning protection with bonding, grounding and lightning arrester installations; and installation of animal guards. Equipment is inspected and replaced as needed on the selected Feeder Hardening circuits. The work that will be completed as part of the Inspection and Maintenance program will be a more systematic application of this program; targeted at addressing $20 \%$ of the system on an annual basis.

The current cost of feeder hardening is approximately $\$ 15,000$ per mile for capital expenditures and $\$ 4500$ per mile for O\&M expense. These estimates were developed based on historic spending.

## Division Data Request 3-17

Request:
Referring to NG-JP-1, Pages 2 and 3, please provide supporting documentation for the Miles in Column (a).

Response:
National Grid has approximately 5,100 miles of overhead distribution and subtransmission lines in Rhode Island. Through the I\&M Program, the Company will perform inspections on the entire population of overhead distribution and sub-transmission lines in Rhode Island on a recurring, five-year cycle. This means that $20 \%$ of the feeder population, or 1,020 miles, would be inspected each year.

National Grid is expecting to complete approximately $75 \%$ of the annual mileage ( 770 miles) through the ongoing Feeder Hardening Program through 2011. However, as discussed in the testimony of John Pettigrew, the Company plans to conduct broader, incremental Feeder Hardening activities beyond 2011 through the I\&M Program. The Feeder Hardening Program was targeted at the inspection and repair of particular feeders in order to gain a reliability improvement. The I\&M Program is designed with a broader scope that will involve inspections and repairs across the entire system on all major distribution facilities. As a result, once fully implemented in 2011, the I\&M Program will encompass Feeder Hardening activities within its broader scope.

## Division Data Request 3-18

## Request:

Referring to NG-JP-1, Page 5, please provide supporting documentation for number of FTEs and the Assumed Cost per FTE.

Response:
The total number of 22 FTE's is comprised of the actual staff currently working within the inspection group in New England. The breakdown is as follows:

- 1 Manager
- 1 Lead Supervisor
- 3 Supervisors
- 2 Analysts
- 2 Administrative Support Personnel
- 13 Inspectors

The estimated average cost per FTE is $\$ 89,411$. This amount is based on the average annual salaries of 13 additional inspectors hired in New England in December 2008. The Rhode Island portion is approximately $24.8 \%$ of the total New England cost.

With the implementation of the new Inspection \& Maintenance strategy in calendar year 2010, it is estimated that the Company will need to add 2 additional FTEs to perform approximately 900 miles of subtransmission inspection in New England; 10 additional FTEs to perform various underground inspections in New England including metallic hand-holes, internal inspection of pad-mounted transformers and switchgears and infrared inspection of separable components; 1 additional supervisor; and 8 additional FTE's to perform 25\% QA/QC review.

## Division Data Request 3-21

Request:
Please provide the vegetation management expense incurred in 2006 and 2007.

## Response:

Below is the Company’s Distribution Vegetation Management expense incurred in 2006 and 2007.

|  | CY 06 <br> Actual | CY 07 <br> Actual |
| :--- | ---: | ---: |
| OPEX - Vegetation Management |  |  |
| Cycle Trimming | $3,472,306$ | $4,702,319$ |
| Hazard Tree On-Cycle | 179,124 | 183,945 |
| Hazard Tree Off-Cycle |  | 234,194 |
| Worst Feeders |  | 12,780 |
| Interim/Spot Trim | 133,052 | 131,288 |
| Sub-T (on-road and off-road costs up to CY 09) | 415,552 | 329,069 |
| Police/Flagman Detail | 229,163 | 330,635 |
| Customer Requests | 221,974 | 334,817 |
| Trouble Maintenance | 48,964 | 119,947 |
| Other Veg Costs - Contractor | 51,304 | 97,725 |
| Other Veg Costs - All Other | 174,431 | 210,546 |
|  |  | $\mathbf{\$ 6 , 6 8 7 , 2 6 5}$ |

## Division Data Request 4-1

## Request:

Please update Schedules NG-PRM-3 and 4 to include 2008 data.

## Response:

Please Attachments DIV 4-1-1 and DIV 4-1-2 for the updates to Schedules NG-PRM-3 and 4, respectively. Since the time that the companies were compiled for Schedule NG-PRM-4, Standard \& Poor's added the following companies to its Public Utility index: EQT Corporation (added February 6, 2009) Northeast Utilities (added March 16, 2009), SCANA Corporation (added December 31, 2008), and Wisconsin Energy Corporation (added October 30, 2008). Those companies are included in the attached update.
R.I.P.U.C. Docket No. 4065

Responses to Division Fourth Set of Data Requests Issued June 17, 2009

## Division Data Request 4-2

Request:
Please provide copies of all credit rating reports for National Grid and Narragansett since January 1, 2008.

Response:
Please see the attachments included with the Company's response to Data Request COMM 1-10.

## Division Data Request 4-3

Request:
Please provide a copy of the most recent presentation by National Grid and/or Narragansett management to credit rating agencies and to securities analysts.

Response:
Please the attachments included with the Company's response to Data Request COMM
1-9.

## Division Data Request 4-4

## Request:

With regard to Schedule NR-PRM-1, footnote (3), please explain why the $\$ 58.5$ million of debt retained by Narragansett is excluded from capital structure. Is that debt still outstanding? If so, identify the cost rate.

## Response:

The $\$ 58.5$ million of long-term debt at Narragansett Electric Company was excluded only from the calculation of the effective long-term debt interest rate used to determine the Company's overall cost of capital. This debt is still outstanding and, as shown on page 2 of Schedule NG-PRM-1, was included in the Company's consolidated capital structure and the calculation of its capitalization ratios. This debt has an average cost rate of 7.99\%. The reason for excluding the cost of this debt from the Company's overall cost of capital is explained on lines 5 through 12 of page 4 of Mr. Moul's pre-filed direct testimony.

## Division Data Request 4-5

Request:
Provide copies of Narragansett's income and cash flow statements for 2008 and its balance sheet at December 31, 2008 and March 31, 2009.

Response:
Please refer to the attachments provided in response to Data Request COMM 1-6(2) for Narragansett's income statement and balance sheet at December 31, 2008. As the Company does not file electric-only cash flow statements, Narragansett's consolidated electric and gas cash flow statement for 2008 is available in response to Data Request COMM 1-1(8)(i).

## Division Data Request 4-6

Request:
Schedule NG-PRM-1, page 1 of 2, states that $\$ 512$ million of debt in the form of 10-year bonds was issued on November 1, 2008. However, page 2 of that exhibit shows $\$ 58.3$ million of debt at December 31, 2008. Please explain this discrepancy.

## Response:

The date of November 1, 2008 stated on page 1 of 2 of Schedule NG-PRM-1 is an error. Page 1 of 2 of Schedule NG-PRM-1 should be revised to reflect the correct date of November 1, 2009, which is the expected issuance date of the $\$ 512$ million of new 10 -year debt.

## Division Data Request 4-7

Request:
Please provide the details on the timing of achieving and completing the capitalization restructuring plan.

Response:
The details on the timing of achieving and completing the capitalization restructuring plan are contained in the Application of The Narragansett Electric Company d/b/a National Grid Regarding the Issuance of New Long-Term Debt, which is provided herewith as Attachment DIV 4-7.

## VIA HAND DELIVERY \& ELECTRONIC MAIL

Luly E. Massaro, Division Clerk
Rhode Island Division of Public Utilities and Carriers
89 Jefferson Boulevard
Warwick, RI 02888

## RE: Application of Narragansett Electric Company d/b/a National Grid Regarding Issuance of New Long-Term Debt

Dear Ms. Massaro:
On behalf of Narragansett Electric Company d/b/a National Grid ("National Grid"), I am filing an original and four copies of the Application of The Narragansett Electric Company d/b/a National Grid Regarding Issuance of New Long-Term Debt. This filing consists of the Company’s Application, the direct testimony of Lorraine M. Lynch and supporting Exhibits B, C, and D. This filing also includes a proposed public notice of the filing and an attached certificate of service noticing the service of this filing on the Department of the Attorney General.

Thank you for your attention to this transmittal. If you have any questions, please feel free to contact me at (401) 784-7667.


Thomas R. Teehan
Enclosure

cc: Patrick C. Lynch, Attorney General, State of Rhode Island<br>Leo Wold, Esq., Office of Attorney General<br>Thomas Ahern, Administrator, Division of Public Utilities \& Carriers<br>Steve Scialabba, Division of Public Utilities \& Carriers<br>Patricia Luccarelli, Esq., Public Utilities Commission

## Certificate of Service

I hereby certify that a copy of the cover letter and / or any materials accompanying this certificate has been mailed or hand-delivered to the individuals listed below.


Joanne M. Scanlon
June 18, 2009
Date


## STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

 DIVISION OF PUBLIC UTILITIES AND CARRIERS| Application and Statement by The | ) |
| :--- | :--- |
| Narragansett Electric Company | ) |
| d/b/a National Grid | ) |
| Regarding Issue of New | ) |
| Long-Term Debt |  |

Docket No. $\qquad$

The Applicant, The Narragansett Electric Company d/b/a National Grid (the "Company"), respectfully represents that:
(1) The Company seeks authorization to issue and sell one or more series and/or issues of new long-term debt, pursuant to the General Laws of Rhode Island, Sections 39-3-15 and 39-3-17.
(2) The Company is a duly organized and existing corporation of the State of Rhode Island, with a place of business at 280 Melrose Street, Providence, Rhode Island, having been created by Special Act of the General Assembly of the State, passed at its January Session, A.D. 1926, which Act has been amended by further special Acts of the General Assembly, passed at its January Sessions, A.D., 1927, 1937, 1947, 1956, 1964, 1976, and 1988 (such Act as amended being hereinafter referred to as the "Charter"). The Company is a public utility as defined in the General Laws of Rhode Island, Section 39-1-2, and possesses and is subject to the powers, privileges, duties, and obligations set forth in its Charter, subject to the provisions of the General Laws of the State of Rhode Island. The Company is authorized to do business in the State of Rhode Island. Correspondence and communications to the Company should be addressed to:

Thomas R. Teehan.
Senior Counsel
National Grid
280 Melrose Street
Providence, Rhode Island 02901

With a copy to:

Thomas P. O’Neill<br>Senior Counsel<br>National Grid Corporate Services, LLC<br>40 Sylvan Road<br>Waltham, MA 02451

(3) Pursuant to the provisions of its Charter and approval of the Division of Public Utilities and Carriers (the "Division"), or its predecessors, the Company had authorized and outstanding as of December 31, 2008 the following:

Capital Stock
Common Stock, \$50 par value
Cumulative Preferred Stock, \$50 par value 4.50\% Series

Shares
1,132,487
49,089

## First Mortgage Bonds (*)

| Series | Percent | Due | Amount |
| :---: | :---: | :---: | :---: |
| Providence Gas FMB S | 6.82\% | April 1, 2018 | 14,464,000 |
| Providence Gas FMB N | 9.63\% | May 30, 2020 | 10,000,000 |
| Providence Gas FMB O | 8.46\% | September 30, 2022 | 12,500,000 |
| Providence Gas FMB $\underline{\text { P }}$ | 8.09\% | September 30, 2022 | 8,750,000 |
| Providence Gas FMB R | 7.50\% | December 15, 2025 | 12,750,000 |

(*) An Indenture, dated as of January 1, 1922, by and between the U.S. Bank National Association (successor to State Street Bank and Trust Company, successor to BankBoston, N.A., successor to Rhode Island Hospital Trust National Bank, successor to Rhode Island Hospital Trust Company), as trustee, and the Company, successor to Southern Union Company, successor to Providence Gas Company, as heretofore supplemented and amended, secures these First Mortgage Bonds assumed by the Company in connection with the acquisition of certain Rhode Island gas assets of Southern Union Company.
(4) It is in the public interest, and the Company hereby seeks Division authorization, to:
(a) issue, from time to time, through March 31, 2012, new long term debt not to exceed an aggregate principal amount of $\$ 840$ million outstanding at any one time for the purpose of:
(1) replenishing internally generated cash resources that were used to fund long-lived capital plant additions and refund long-term debt; (2) helping to fund capital expenditures anticipated through March 31, 2012; (3) redeeming existing outstanding long-term debt; (4) repayment of existing short-term debt and; (5) other proper corporate purposes of the Company.
(b) issue long-term debt with a maturity greater than one year and not to exceed 40 years from the date of issuance. The securities would carry either a fixed rate or adjustable interest rate, which will vary with a market index to be designated at the time of issuance, not to exceed an effective rate of 12 percent per annum (the "Maximum Interest Rate"). To ensure adequate flexibility in meeting market conditions at the time of issuance, the Company is requesting authorization to issue secured or unsecured debt, taxable or tax-exempt debt, bonds, medium or long term notes, debentures, revolving credit loans and term or bank loans, or similar securities (i.e., the "New Debt").
(c) enter into evidences of indebtedness and related instruments in connection with the New Debt, including, but not limited to, loan agreements, indentures, supplemental indentures, promissory notes, debentures, credit agreements, participation agreements, underwriting or similar agreements, bond purchase agreements, remarketing agreements, security agreements and instruments insurance agreements, hedging instruments, or their equivalent, and amendments, restatements, modifications, or supplements thereto ("Instruments"). The terms of each Instrument will be substantially similar to the terms for comparable transactions available in the credit market, at the time of New Debt issuance, to companies having a credit rating substantially equivalent to the Company's credit rating.

The New Debt may be issued to or through third parties, in either public offerings or private placements. Publicly offered New Debt may include, without limitation, New Debt registered with the Securities and Exchange Commission and New Debt listed on the New York,

London or other Stock Exchange, with or without an associated guaranty by a direct or indirect parent of the Company.

The owners of New Debt issued to or through third parties may have the right to tender the New Debt for purchase upon specified notice periods. The New Debt may be subject to redemption at the option of the Company in accordance with the terms of the applicable agreement and otherwise as required by such agreement.
(5) As of December 31, 2008, the Company has approximately $\$ 278$ million of debt outstanding (including short-term debt), which the Company may refinance with New Debt depending upon market conditions and the terms of such debt.
(6) In determining the timing and amount of issuance of the New Debt, the Company intends to maintain a ratio of total long-term debt to total capitalization (excluding goodwill) of approximately 45 percent and a ratio of total short-term debt to total capitalization of approximately 5 percent.
(7) In accordance with Section 14 of the Division’s Rules of Practice and Procedure, written testimony and supporting exhibits are attached hereto including the written testimony of the Company’s Assistant Treasurer, Lorraine M. Lynch.
(8) Because of volatility in the debt markets, it is in the public interest that the Company have the flexibility to choose the timing of and to select purchasers of the long term debt securities on the basis of standards and criteria that in management's judgment will result in benefits to the Company and its customers, including, but not limited to, the terms and interest rate. Because the precise terms of the proposed New Debt issuances are not known at this time, the Company seeks a waiver of the Division's Rules of Practice and Procedure 14 (1) (ii), (iii) and (iv) to the extent that it would require the Company to provide investment memoranda, prospectuses,
information or registration statements or other documents to describe the transactions or potential funding sources.
(9) Exhibit B contains the Company's current estimate of the costs and expenses of issuing New Debt; however, this is an estimate only and the actual costs and expenses may differ from this estimate. The Company requests that the actual costs and expenses of issuing New Debt be deferred and amortized over the life of the New Debt.
(10) The Company currently plans to begin issuing New Debt in the Fall 2009. The Company respectfully requests that the Division act on this Application by August 1, 2009 to enable the Company to plan the issuance of New Debt in accordance with its current schedule.
(11) Exhibit C of this Application comprises the actual balance sheet of the Company at December 31, 2008.
(12) In accordance with Section 14 of the Division's Rules of Practice and Procedure a copy of this application has been filed with the Rhode Island Office of Attorney General.

Accordingly, the Company, under the General Laws of Rhode Island, Sections 39-3-15 and 39-3-17, requests the entry of an order:
A. Authorizing, approving and consenting to the issuance and sale by the Company, from time to time, to or through third parties (including, but not limited to, through public offerings or private placements), through March 31, 2012, of new long-term debt securities not exceeding \$840 million in aggregate principal amount outstanding at any one time, upon such terms, at such rates of interest, with such maturities and at such prices, as the Company may determine, and if the price of any such long term debt securities is below the face amount of such long-term debt securities, find that the issuance and sale below face amount is in the public interest and if any such long-term debt security is sold at less than face value, authorize and approve the amortization of the discount over the life of such security; provided that, each issue
of new long-term debt securities shall (a) mature in not more than 40 years from the date of issuance, (b) be sold at a price not less than 95 percent nor more than 100 percent of its principal amount, exclusive of accrued interest and expenses, (c) bear interest at a fixed rate or an adjustable rate, which will vary with a market index designated at the time of each such issuance, not exceeding an effective rate of 12 percent per annum (unless an order of the Division is issued approving a higher rate), and (d) shall be sold through one or more of (i) competitive bidding, (ii) negotiation with underwriters, (iii) negotiation directly with investors, (iv) through one or more agents, (v) to one or more agents as principal for resale to investors, (vi) in private or public offerings, or (vii) in connection with the establishment of loan facilities with a bank or syndicate of banks;
B. Authorizing, approving and consenting to the execution and delivery by the Company of agreements and other instruments in connection with the issuance and sale of such new long term debt securities including, but not limited to, loan agreements, indentures, notes, debentures, credit agreements, participation agreements, underwriting agreements, bond purchase agreements, remarketing agreements, security agreements and instruments, insurance agreements, hedging instruments, or their equivalents;
C. Authorizing, approving and consenting to the use of the proceeds of the issue and sale of such new long-term debt securities for the payment of capital expenditures incurred by the Company for extensions, additions and improvements to the Company's plant and properties or for the payment of obligations of the Company incurred for such purposes; for the repayment or terming out of short-term debt; for the refinancing of existing debt; for general working capital purposes; and for other proper corporate purposes, including, but not limited to, the replenishment of internally generated funds previously used to refund long-term debt and
construct and reinforce the distribution system, the restructuring of the Company's capitalization and the payment of dividends.
D. Authorizing, approving and consenting that the Company may, from time to time in one or more transactions, refinance some or all of the new long-term debt securities, in one or more series and/or issues;
E. Authorizing, approving and consenting to the execution and delivery by the Company of such other financing and security agreements or instruments as may be reasonably necessary in the view of the Company in connection with the issuance of the new long-term debt securities described in this Application, and also authorize, approve, and vote that the new longterm debt securities described in this Application may be guaranteed by a direct or indirect parent of the Company, as necessary and appropriate to complete a debt issuance;
F. Reciting the purposes to which the proceeds of such new long-term debt securities may be applied and reciting that the money to be procured by such series and/or issues of new long-term debt securities is reasonably required for the purpose specified in such order; and
G. Authorizing, approving and consenting to such other and further orders and approvals as the Division may deem proper in the circumstances.

Respectfully submitted,
THE NARRAGANSETT ELECTRIC COMPANY


Dated: June 18, 2009
Exhibit A - Direct Testimony of Lorraine Lynch, Assistant Treasurer
Exhibit B - Estimated Expenses of Issue
Exhibit C - Balance Sheet
Exhibit D - Impact of Proposed Financing Plan to Restructure Capitalization

## THE COMMONWEALTH OF MASSACHUSETTS

Middlesex, ss.
Sworn to and subscribed before me this 18 , day of June, 2009 by Thomas King, President of The Narragansett Electric Company $\mathrm{d} / \mathrm{b} / \mathrm{a}$ National Grid.


Middlesex, ss.
Sworn to and subscribed before me this 17, day of June, 2009 by Colin Owyang, Secretary of The Narragansett Electric Company d/b/a National Grid.


National Grid
Testimony of Lorraine M. Lynch
Docket No $\qquad$
Q. Please state your name, business address and position with The Narragansett Electric Company.
A. My name is Lorraine M. Lynch. I am the Assistant Treasurer of The Narragansett Electric Company, which is an electric and gas distribution company wholly owned by National Grid USA (the "Company"). I am employed by National Grid Corporate Services LLC ("Service Company"), a service company affiliate of the Company. Service Company is a subsidiary of KeySpan Corporation ("KeySpan"). KeySpan was acquired by National Grid USA in 2007. My business address is One MetroTech Center, Brooklyn, New York 11201.
Q. Please describe your educational and professional background.
A. In 1991, I graduated from Saint Francis College with a Bachelor of Science Degree in Business Management and a minor in Accounting. I am currently pursuing my MBA in Finance at Pace University in NYC. I am a Certified Treasury Professional and a member of the Association of Financial Professionals and the Institute of Management Accountants. I joined the KeySpan companies in 1991 as a management trainee and over the years have held various management positions in Tax, Accounting and Treasury.
Q. Please describe your current duties and responsibilities.
A. In 2007, I was named Vice President of US Treasury, accountable for U.S. cash management, regulatory financing applications, local compliance, pension and 401 K investment management, commodity and credit risk management and debt investor relations and U.S. capital market support.
Q. Please describe the Company's application in this proceeding.
A. The Narragansett Electric Company is a combined electric and gas distribution company, which in this filing is seeking the Division's authorization to issue new long-term debt not to exceed an aggregate principal amount of $\$ 840$ million for the purpose of financing utility operations. The Company plans to issue the debt in at least two offerings, with the first offering of approximately $\$ 512$ million
occurring in the Fall 2009, assuming acceptable market conditions. The Company would issue the remainder of the authorized amount in one or more offerings occurring before March 31, 2012.

## Q. What is the purpose of the debt issuance?

A. The issuance of an aggregate principal amount of $\$ 840$ million is necessary to fund utility operations now and in the future. Specifically, the funds are necessary to meet the following public-service objectives: (1) to replenish internally generated cash resources that were used to fund long-lived capital plant additions and refund long-term debt over the past several years; (2) to help fund capital expenditures anticipated through March 31, 2012, which represent a considerable ramp-up over historical capital-expenditure levels, (3) to redeem existing outstanding long-term debt, and (4) to repay existing short-term debt so that these financing resources are made available for ongoing working capital needs. Currently, the Company's gas and electric utility plant in service is funded almost exclusively by short-term debt, which is not intended to be utilized to support permanent capital assets on a long-term basis. In addition, short-term debt is priced at variable rates, which have the potential to experience a high degree of volatility in response to inflation and other market factors. Therefore, in order to protect the interests of customers who ultimately pay the cost of that debt, and to serve fundamental finance principles that call for the financing of long-lived assets with long-term debt, the Company has determined it necessary to complete a debt issuance in an aggregate amount not to exceed $\$ 840$ million.
Q. Are there any particular concerns that the Company is trying to address, which increase the importance of this filing for customers?
A. Yes. Due to the current crisis in the credit markets and potential actions of the Federal Reserve, the Company has a concern that short-term interest rates could vary widely over periods of time in the future. Therefore, the Company plans to use a portion of the funds obtained through the debt issuance to refinance a fairly
significant amount of the Company's currently outstanding short-term debt, as warranted by prevailing market conditions. For the last several years, the Company has used internally generated funds and short-term debt to finance the construction and replacement of utility plant-in-service, which represents longlived assets that should be financed, in part, with debt issuances having maturities closer to or matching the average expected life of the underlying asset. As noted above, replacement of short-term debt with long-term debt will have the corollary effect of freeing up short-term debt capacity for its intended purpose of financing day-to-day working capital needs and, on a temporary basis, new construction work in progress until the time that these projects are placed in service. It is in the interests of customers for the Company to have a capital structure that appropriately supports utility operations because, over the long run, the Company will maintain access to vital capital resources at a reasonable cost.

## Q. Are there circumstances in the current market for long-term debt securities that the Company must consider in determining the timing and structure of any debt issuances?

A. Yes. Conditions in the credit markets at the present time are extremely difficult for borrowers, including the Company and similarly rated companies. Given current market conditions, the Company no longer has the opportunity to choose its preferred debt instrument and to make an offering to the market with a predictable outcome. In this market, the opportunities for debt issuance are far fewer than in the past and are driven by investors and their requirements for capital investment, rather than the Company's preference. As a result, the Company will need to have a level of flexibility in terms of identifying details such as (1) the type of debt instrument to be utilized; (2) the term of the debt instrument, and (3) the interest rate to be paid to investors. There is no reasonable evaluation that the Company can perform at this point in time to identify the structure, term and cost of a debt issuance that will not take place for several months. Because market conditions are highly unusual, there is no reliable basis
upon which the Company can assess investor preferences and predilections in advance of the actual issuance. This is because there is a high probability that any investor preference existing today for a particular type of debt instruments will change by the time the Company actually brings an offering to market. For example, the Company's preference would be to issue unsecured bonds because historically these instruments have had a high degree of marketability and are attractive to a larger investor base. However, investors may not be willing to invest capital in this type of instrument given prevailing market conditions and other opportunities that exist for capital investment. At the time the issuance is made, it may be that investors are only willing to provide capital through credit agreements, syndicated borrowing or other types of debt instruments. Investor preference is simply not following predictable historical patterns in this market, and therefore, it is very difficult for the Company to identify the specific structure, term and cost of its debt issuance.

## Q. How does the Company propose to deal with this level of uncertainty in tendering its offering?

A. When authorization for the debt issuance is obtained from the Division, the Company will consult with its banking partners and financial advisors who will provide the Company with indicators on the structure, term and cost of financings that have recently occurred. The Company will work with its advisors to develop an approach designed to attract capital at the most favorable rates and terms possible. Given the need to adapt to market conditions existing at the time of the debt issuance, it is necessary for the Company to obtain a waiver of the Division's Rules of Practice and Procedure 14 (1) (ii), (iii) and (iv) to the extent that those provisions require the Company to provide investment memoranda, prospectuses, information or registration statements or other documents to describe the transactions or potential funding sources as part of this application.


#### Abstract

Q. What are the types of debt instruments that the Company anticipates could be utilized depending upon market conditions? A. Historically, there have been a number of debt instruments that would be available to the Company. In this case, the Company is requesting authorization to issue long-term debt with a maturity greater than one year and not to exceed 40 years from the date of issuance. The securities would carry either a fixed rate or adjustable interest rate, which will vary with a market index to be designated at the time of issuance, not to exceed an effective rate of 12 percent per annum (the "Maximum Interest Rate"). To ensure adequate flexibility in meeting market conditions at the time of issuance, the Company is requesting authorization to issue secured or unsecured debt, taxable or tax-exempt debt, bonds, medium or long term notes, debentures, revolving credit loans and term or bank loans, or similar securities (i.e., the "New Debt"). In addition, the Company requires Division authorization to enter into evidences of indebtedness and related instruments in connection with the New Debt, including, but not limited to, loan agreements, indentures, supplemental indentures, promissory notes, debentures, credit agreements, participation agreements, underwriting agreements, bond purchase agreements, remarketing agreements, security agreements and instruments, insurance agreements, Hedging Instruments (as defined below), or any other agreements equivalent to each of the foregoing as well as amendments, restatements, modifications, or supplements thereto ("Instruments"). The terms of each Instrument will be substantially similar to the terms for comparable transactions available in the credit market, at the time of New Debt issuance, to companies having a credit rating substantially equivalent to the Company’s credit rating.


## Q. Are you familiar with Exhibit C, the Balance Sheet dated December 31, 2008?

A. Yes I am.


#### Abstract

Q. What does this Exhibit show with respect to the capital structure of the Company? A. Exhibit C shows that at December 31, 2008 the Company's total capitalization was composed of 14.4 percent debt ( 11.4 percent short-term debt and 3.0 percent long-term debt), 85.4 percent common equity, and 0.1 percent preferred stock. The Company's debt securities are largely composed of short-term borrowings from the National Grid USA money pool and open account advances.

\section*{Q. How does the Company plan to issue debt in an aggregate amount of up to $\$ 840$ million?} A. The Company's immediate financing need is the issuance of approximately $\$ 512$ million of new long-term debt to repay $\$ 156$ million of short-term debt and to provide a dividend of $\$ 356$ million in order to establish an appropriate capital structure for the Company. As noted above, the Company currently plans to complete this issuance in the Fall 2009. The remainder of the authorized debt will be issued at a later date. Q. What impact will the Fall 2009 issuance have on the capital structure of Narragansett Electric? A. As shown in Exhibit D, Narragansett Electric's planned issuance will reduce the existing equity ratio (using the reimbursement of previously generated internal funds to provide for a dividend) to 50 percent (exclusive of goodwill) and will establish a long-term debt ratio of 44.8 percent, a preferred stock ratio of 0.2 percent and a short-term debt ratio of 5 percent.


## Q. Is this an appropriate capital structure for a regulated distribution company?

A. Yes, it is. The 50 percent equity ratio is the same ratio as used for ratemaking purposes in the Second Amended Stipulation and Settlement, which was approved
by the Rhode Island Public Utilities Commission in Docket No. 3617 and one that is generally in line with the electric utility industry. Statistics published in The Value Investment Survey issued in February 2009 indicated that, in 2008, the capital structures of electric utilities in the Eastern United States (exclusive of short-term debt) were, on average, comprised of 48 percent common equity. The survey also projects that the average common equity ratios of the electric industry will increase to 50 percent in coming years.

## Q. What ratings are assigned to the Company's outstanding senior unsecured long term debt by the major rating agencies? <br> A. The Company's outstanding senior unsecured long term debt is rated A3 by Moody's and A - by Standard and Poor's. <br> Q. What is the plan for the remaining $\$ 328$ million that would be authorized by the Division if the Company's application is approved in this case?

A. The remaining $\$ 328$ million of financing authority requested by the Company will be used to finance a portion of future capital expenditures and to maintain a capital structure composed of approximately 50 percent common equity (exclusive of goodwill). Over the next three years, the Company's capital expenditures are forecasted to exceed its cash flow from internal sources by approximately $\$ 450$ million. As a result, the remaining $\$ 328$ million resulting from this application will be a significant contributor to the funding capital projects.

Depending on the type of New Debt security to be issued, the New Debt securities would be sold from time to time in light of the Company's cash requirements and market conditions. These securities may be sold in one or more offerings through one or more of competitive bidding; negotiation with underwriters; negotiation directly with investors, through one or more agents; to one or more agents as principal for resale to investors, in private or public offerings; or in connection with the establishment of loan facilities with a bank or syndicate of banks.

## Q. Please describe the public offering procedure.

A. Publicly offered securities may include, without limitation, securities registered with the Securities and Exchange Commission ("SEC") and securities listed on the London, New York or similar Stock Exchange, with or without an associated guaranty by a direct or indirect parent of the Company. Such securities may include, without limitation, secured or unsecured, taxable or tax-exempt, bonds, medium or long term notes, debentures and similar securities. In the case of publicly offered securities guaranteed by a direct or indirect parent of the Company, the Company may, under applicable SEC rules, be able to register such parent guaranteed securities without being required to undertake the costly burden of preparing and filing periodic reports under Section 13 of the Securities Exchange Act of 1934.
Q. For cases where the Company elects to issue New Debt in a private offering, that is not a revolving credit, term or other bank loan, please describe the procedure for offering securities in such a private offering.
A. In such a private offering, the securities would be offered to one or more accredited or qualified investors pursuant to an applicable exemption from the registration requirements of the Securities Act of 1933. The Company would not be required to file a registration statement with the SEC in connection with such private offerings. The securities may be offered either directly to such accredited or qualified investors or through one or more placement agents.

## Q. Will the New Debt be secured?

A. The Company cannot determine, at this point in time, whether the New Debt will be secured or unsecured. However, depending on market conditions, the New Debt may be supported by a letter or line of credit or standby bond purchase agreement with a bank or other financial entity, by bond insurance, or by other credit or liquidity support ("Security"). The Security may also consist of or include a guaranty of the New Debt issued by a direct or indirect parent of the Company
("Parent Guaranty"). As noted above, under applicable SEC rules, a Parent Guaranty of New Debt securities may permit the Company to register such New Debt securities without requiring the Company to undertake the costly burden of preparing and filing periodic reports under Section 13 of the Securities Exchange Act of 1934. The Company may execute and deliver such agreements and documents as may be necessary to obtain such Security in connection with the New Debt, including, without limitation, insurance agreements and letter of credit and reimbursement agreements. The Company also may execute and deliver other related financing and security agreements, as may be reasonably necessary in the view of the Company, to issue or refinance the New Debt.

## Q. Does the Company intend to engage in hedging arrangements in connection with the New Debt?

A. Yes. The Company proposes to enter into financial instruments intended to manage the volatility of currencies and interest rates, including currency and interest rate swaps, options, and forward agreements or similar agreements ("Hedging Instruments") in connection with the New Debt. The Company would employ Hedging Instruments as a means of prudently managing the risk associated with the New Debt by limiting the impact of changes in interest rates or foreign exchange rates. The Company will determine the optimal structure of each Hedging Instrument at the time of execution. Hedging Instruments would be entered into only with counterparties whose senior debt ratings are investment grade as determined by Standard \& Poor's, Moody's Investors Service, Inc. or Fitch Ratings, Ltd. The Company would not enter into transactions in Hedging Instruments for speculative purposes.

## Q. Please indicate what you estimate the costs and expenses of issuing New Debt to be.

A. The Company's current estimate of the costs and expenses of issuing New Debt is indicated on Exhibit B; however, this is an estimate only and the actual costs and
expenses may differ from this estimate. The Company requests that the actual costs and expenses of issuing New Debt be deferred and amortized over the life of the New Debt.

## Q. Does this conclude your testimony?

A. Yes it does.

## Exhibit B

Estimated Expenses of Issue for Narragansett Debt Expressed as a Percentage of Principal

| Maturity in years | 2 | 3 | 5 | 7 | 10 | 20 | 30 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |  |  |
| Underwriting Commissions | $0.350 \%$ | $0.350 \%$ | $0.600 \%$ | $0.625 \%$ | $0.650 \%$ | $0.875 \%$ | $0.875 \%$ |
| Other Issuance Expenses* | $0.200 \%$ | $0.200 \%$ | $0.200 \%$ | $0.200 \%$ | $0.200 \%$ | $0.200 \%$ | $0.200 \%$ |
|  |  |  |  |  |  |  |  |
| Total Issuance Expenses | $0.550 \%$ | $0.550 \%$ | $0.800 \%$ | $0.825 \%$ | $0.850 \%$ | $1.075 \%$ | $1.075 \%$ |
|  |  |  |  |  |  |  |  |

* Other issuance expenses are usually approximately $\$ 1$ million per issue. This equates to $0.200 \%$ for a principal amount of $\$ 500$ million, but this proportion would rise for smaller issuances.


## THE NARRAGANSETT ELECTRIC COMPANY

## Balance Sheets

(In thousands)
(Unaudited)

## December 31,

 $\underline{2008}$ASSETS

| Utility plant, at original cost | \$ | 2,003,904 |
| :---: | :---: | :---: |
| Less accumulated provision for depreciation |  | $(835,204)$ |
| Net utility plant |  | 1,168,700 |
| Goodwill |  | 724,810 |
| Other property and investments |  | 6,624 |
| Current assets: |  |  |
| Cash and cash equivalents |  | 3,231 |
| Restricted cash |  | 72,223 |
| Accounts receivable, net (less reserves of \$21,419 and including $\$ 8,810$ from affiliates) |  | 330,542 |
| Materials and supplies, at average cost |  |  |
| Gas storage |  | 12,629 |
| Other |  | 8,808 |
| Prepayments |  | 1,878 |
| Total current assets |  | 429,311 |
| Regulatory assets |  | 281,715 |
| Deferred charges and other assets |  | 112,853 |
|  | \$ | 2,724,013 |

## CAPITALIZATION AND LIABILITIES

Capitalization:
Common stock, par value $\$ 50$ per share, authorized and outstanding 1,132,487 shares
Other paid-in capital
Retained earnings
Accumulated other comprehensive income/(loss)
Total common equity
Cumulative preferred stock, par value $\$ 50$ per share, authorized and outstanding 49,089 shares $\mathbf{2 , 4 5 4}$
Long-term debt $\quad 56,922$
Total capitalization $\quad \mathbf{1 , 7 0 3 , 9 4 6}$
Current liabilities:
Long-term debt due within one year $\quad 1,375$
Short-term debt to affiliates 219,400
Accounts payable (including $\$ 3,809$ to affiliates) 143,649
Accrued taxes $\quad 16,199$
Accrued interest $\quad \mathbf{1 , 5 6 3}$
Rate adjustment mechanisms 43,848
Accrued wages and benefits $\quad 8,099$
Other accrued expenses $\quad \mathbf{8 , 2 4 2}$
Derivative Liabilities 48,901
Customer deposits $\quad \mathbf{7 , 4 5 0}$
Dividends payable
Total current liabilities 498,754
Deferred federal income taxes 191,034
Unamortized investment tax credits 2,940
Regulatory liabilities
77,557
Other reserves and deferred credits
—
\$ 2,724,013

NARRAGANSETT ELECTRIC COMPANY
mpact of Proposed Financing Plan to Restructure Capitalization
(\$000)

|  | Capital Structure |  | Ratemaking Adjustments | Capital Structure <br> For Ratemaking Purposes |  | Restructuring Financing Plan | Capital Structure After Restructuring |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | Ratio |  | Balance | Ratio |  | Balance | Ratio |
| Long-Term Debt | 58,297 | 3.0\% | 167 (A) | 58,464 | 4.6\% | 512,000 | 570,464 | 44.8\% |
| Short-Term Debt | 219,400 | 11.4\% |  | 219,400 | 17.2\% | $(156,000)$ | 63,400 | 5.0\% |
| Preferred Stock | 2,454 | 0.1\% |  | 2,454 | 0.2\% |  | 2,454 | 0.2\% |
| Common Equity | 1,644,570 | 85.4\% | $(651,068)(\mathrm{B})$ | 993,502 | 78.0\% | $(356,000)$ | 637,502 | 50.0\% |
| Total Capitalization | 1,924,721 | 100.0\% |  | 1,273,820 | 100.0\% |  | 1,273,820 | 100.0\% |

## Long-Term Debt

## Series

Providence Gas FMB S
Providence Gas FMB N Providence Gas FMB 0
Providence Gas FMB P
Providence Gas FMB R
Total

| Amount | Interest | Maturity |
| :---: | :---: | :---: |
| Outstanding | Rate | Date |
| 14,464 | 6.82\% | 01-Apr-18 |
| 10,000 | 9.63\% | 30-May-20 |
| 12,500 | 8.46\% | 30-Sep-22 |
| 8,750 | 8.09\% | 30-Sep-22 |
| 12,750 | 7.50\% | 15-Dec-25 |
| 58,464 | 7.99\% |  |


| Preferred Stock |  |  |
| :--- | ---: | ---: |
| Series Amount <br> NARR $4.50 \%$ $\frac{\text { Outstanding }}{2,454}$ | $\frac{\text { Dividend }}{4.50 \%}$ |  |

(A) Removal of unamortized debt issuance expenses of $\$ 167$.
(B) Removal of goodwill of $\$ 724,810$ and accumulated other comprehensive income of $(\$ 73,741)$

# STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS 

DIVISION OF PUBLIC UTILITIES AND CARRIERS

The Narragansett Electric Company ) d/b/a National Grid

Docket No.

## APPLICATION FOR BORROWING AUTHORITY

## NOTICE OF FILING AND PUBLIC HEARING

On June 18, 2009, pursuant to the Rhode Island General Law § 39-3-15, §39-3-17 and Section 14 of the Division of Public Utilities and Carriers' ("Division") Rules of Practice and Procedure, The Narragansett Electric Company d/b/a National Grid (" National Grid" or the "Company ") hereby gives notice that it has filed with the Division an Application to issue, from time to time, through March 31, 2012, new long term debt not to exceed an aggregate principal amount of $\$ 840$ million outstanding at any one time for the purpose of: (1) replenishing internally generated cash resources that were used to fund long-lived capital plant additions and refund long-term debt; (2) helping to fund capital expenditures anticipated through March 31, 2012; (3) redeeming existing outstanding long-term debt; (4) repayment of existing short-term debt, and; (5) other proper corporate purposes of the Company.

A hearing on the proposal will be held at the Division, 89 Jefferson Boulevard, Warwick, Rhode Island on $\qquad$ , 2009 at $\qquad$ a.m. The hearing may continue thereafter from day to day and time to time as required. At this hearing, the Division will consider the propriety of the Company's Application for Borrowing Authority. Please note that the Division is accessible to the handicapped, and that individuals requesting interpreter services for the hearing impaired must contact the Clerk seventy-two hours in advance of the hearing.

A copy of the application is on file for examination at National Grid, 280 Melrose Street, Providence, Rhode Island, and at the offices of the Division, 89 Jefferson Boulevard, Warwick, Rhode Island. A copy of the filing was also provided to the Rhode Island Attorney General's Department, Consumer Division.

Reference is made to Chapters 39-3-15 and 39-3-17 of the Rhode Island General Laws.

Thomas F. Ahern, Administrator.

## Division Data Request 4-8

Request:
Please provide the basis and documentation for the 2.5 percent short-term debt rate.

## Response:

The short-term debt rate of $2.5 \%$ is the estimated annual average cost of high grade commercial paper for 2010 that would be charged to the Company on funds borrowed from National Grid's corporate money pool. That rate was assumed to be the projected average 6 month LIBOR rate for 2010 plus a 50 basis point spread over LIBOR that was determined through conversations with commercial paper dealers regarding the pricing of high grade paper in the United States. The average LIBOR rate was determined using the attached graphs from Bloomberg.

The graphs labeled "US0003M Index" and "US0006M Index" show that, in mid April 2009 when the projection was made, the three and six month LIBOR rates were approximately $1.11 \%$ and $1.65 \%$, respectively. The third graph from Bloomberg labeled "GP - Line Chart" shows the pricing of a forward three month LIBOR futures contract for December 2010. The graph indicates that, in mid April 2009, the three month LIBOR rate in December 2010 was estimated to be approximately $1.65 \%$ (please note that by the way these contracts are priced the rate is equal to 100 minus the $y$-axis amount of 98.35 ). Because there were no traded six month LIBOR futures contracts, the 6 month LIBOR rate for December 2010 was then estimated by adding the same spread of $0.5 \%$ that existed between the three and six month rates in mid April to the projected three month LIBOR rate for December 2010. That resulted in a projected six month LIBOR rate of $2.15 \%$. As shown on the attached spread sheet, the six month LIBOR rate was assumed to increase linearly from 1.65\% in April 2009 to 2.15\% in December 2010 resulting in average rate of $2.01 \%$ for 2010 .

## Short Term Debt Interest Rate Projection

|  | 6 Month <br> Libor Rate (\%) |
| :--- | :---: |
| April 2009 | 1.65 |
| May 2009 | 1.68 |
| June 2009 | 1.70 |
| July 2009 | 1.73 |
| August 2009 | 1.75 |
| September 2009 | 1.78 |
| October 2009 | 1.80 |
| November 2009 | 1.83 |
| December 2009 | 1.85 |
| January 2010 | 1.88 |
| February 2010 | 1.90 |
| March 2010 | 1.93 |
| April 2010 | 1.95 |
| May 2010 | 1.98 |
| June 2010 | 2.00 |
| July 2010 | 2.03 |
| August 2010 | 2.05 |
| September 2010 | 2.08 |
| October 2010 | 2.10 |
| November 2010 | 2.13 |
| December 2010 | 2.15 |
| 2010 Average | 2.01 |
| Commercial Paper Spread | 0.50 |
| Short-Term Debt Rate | 2.51 |





## Division Data Request 4-9

Request:
Provide the monthly short-term balances and cost rates for January 2008 through June 2009 for Narragansett.

## Response:

The monthly short-term debt balances and cost rates for the period January 2008 through May 2009 for the Company are provided in Attachment DIV 4-9. June 2009 balances and cost rates will not be available until after the end of that month.

## NARRAGANSETT ELECTRIC COMPANY <br> Month Ending Short-Term Debt Balances and Monthly Cost Rates

|  | Money Pool | Cost Rate | Open Account Advance | Cost Rate |
| :---: | :---: | :---: | :---: | :---: |
| JANUARY 08 | \$73,650,000 | 4.12\% | 0 | 0\% |
| FEBRUARY 08 | \$66,500,000 | 3.85\% | 0 | 0\% |
| MARCH 08 | \$89,625,000 | 3.23\% | 0 | 0\% |
| APRIL 08 | \$71,475,000 | 2.84\% | 0 | 0\% |
| MAY 08 | \$45,650,000 | 2.58\% | 0 | 0\% |
| JUNE 08 | \$54,825,000 | 2.46\% | 0 | 0\% |
| JULY 08 | \$99,500,000 | 2.45\% | 0 | 0\% |
| AUGUST 08 | \$134,525,000 | 2.44\% | 0 | 0\% |
| SEPTEMBER 08 | \$75,800,000 | 3.47\% | \$50,000,000 | 0\% |
| OCTOBER 08 | \$98,375,000 | 4.52\% | \$50,000,000 | 0\% |
| NOVEMBER 08 | \$147,475,000 | 1.88\% | \$50,000,000 | 0\% |
| DECEMBER 08 | \$119,400,000 | 1.18\% | \$100,000,000 | 0\% |
| JANUARY 09 | \$122,075,000 | 0.57\% | \$130,000,000 | 0\% |
| FEBRUARY 09 | \$124,800,000 | 0.76\% | \$130,000,000 | 0\% |
| MARCH 09 | \$129,625,000 | 0.69\% | \$130,000,000 | 0\% |
| APRIL 09 | \$126,825,000 | 0.48\% | \$130,000,000 | 0\% |
| MAY 09 | \$131,600,000 | 0.38\% | \$100,000,000 | 0\% |

## Division Data Request 4-10

Request:
Please provide the complete basis for Narragansett's decision to move to the capitalization restructuring plan ratios (including 50 percent common equity) shown on page 2 of Schedule NG-PRM-1.

## Response:

The complete basis for the Company's decision to restructure its capitalization in accordance with Schedule NG-PRM-1 is explained in the testimony of Lorraine Lynch that was filed with the Commission on June 18, 2009 as part of the "Application of the Narragansett Electric Company d/b/a National Grid Regarding Issuance of New Long-Term Debt." A copy of that application is provided in response to Data Request DIV 4-7.

## Division Data Request 4-12

Request:
Please provide a history of Narragansett's authorized return on equity (ROE) and Commission-approved common equity ratio each year for the past ten years. Identify the month/year of any change in the authorized ROE and common equity ratio.

## Response:

In Docket No. 2290, which became effective on November 14, 1995, the Commission approved an allowed return on equity and common-equity ratio of $11.0 \%$ and $47.27 \%$, respectively, for the purposes of establishing the Company's rates at that time. The Commission subsequently approved a Stipulation and Settlement dated March 14, 2000 in Docket No. 2930. Under the Stipulation and Settlement, the Company's allowed return on equity and commonequity ratio were set $10.5 \%$ and $50 \%$, respectively. The Company's allowed return on equity and common equity ratio were reaffirmed on November 1, 2004 when the Commission approved the Stipulation and Settlement in Docket No. 3617, which included the same allowed return on equity and common equity ratio of $10.5 \%$ and $50 \%$, respectively. These rations have remained unchanged to date.

## Division Data Request 4-13

## Request:

Does Mr. Moul consider his comparable earnings study to be a methodology that calculates or estimates the market-based cost of equity for Narragansett? If so, please explain why he holds that opinion.

## Response:

No, Mr. Moul does not consider Comparable Earnings to be a market-based model.
R.I.P.U.C. Docket No. 4065

Responses to Division Fourth Set of Data Requests
Issued June 17, 2009

## Division Data Request 4-14

Request:
What role, if any, does the comparable earnings study play in Mr. Moul's 11.6 percent recommendation for Narragansett's ROE?

## Response:

Comparable Earnings was used for verification purposes as a check on the results of the market based models.
R.I.P.U.C. Docket No. 4065

## Division Data Request 4-15

Request:
Provide a copy of the Blue Chip Financial Forecast document(s) relied upon by Mr. Moul for his risk premium analysis.

Response:
Please see Attachment DIV 4-15.


## BLUE CHIP <br> FINANCIAL <br> FORECASTS ${ }^{\text {a }}$

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## Things Still Bad, But Rate Of Decline In GDP Is Abating

Omestic Commentary The results of our March $23^{\text {rd }}-24^{\text {th }}$ survey reinforces prior consensus expectations that real GDP contracted sharply once again in the quarter just ended. Morcover, consensus estimates of GDP growth in Q2 and Q3 of this ycar fell once more this month. Nonethcless, the survey results continue to suggest the economy's downward momenturn will ease considerably over the course of Q2 and Q3 and that real GDP will register moxestly positive growth in the final quarter of this year. That said much of the improvement in the GDP data over the next few quarters will be simply attributable to a significant lessening of the drag on overall growth from consumer spending, residential investment and business inventorics that produced the sharp contractions in GDP during the final quarter of 2008 and the first quarter of 2009 . Based on the current consensus forecast, the real dollar value of GDP will not return to its Q2 2008 peak until the first half of 2011 . The huge output gap created by the recession also implics that unemployment is likely to continue increasing well into 2010 and that inflation will remain quite subducd over the forecast horizon.

As it now stands, the consensus predicts real GDP declined at an annualized rate of $5.3 \%$ in Q1 of this year versus last month's estimatc of a $5.0 \%$ fatl. That follows declines of $0.5 \%$ and $6.3 \%$, respectively, in Q3 and Q4 of last ycar. Real GDP is expected to contract by $2.4 \%$ in Q2, 0.7 of a percentage point greater than a month ago. The forecast of Q3 real GDP growth slipped 0.3 of a point to $0.1 \%$ this month while the estimate of Q 4 's growth rate remained at $1.6 \%$. Consensus forecasts of real (iD)' growth during Q1 and Q2 of 2010 dipped by 0.1 of a point to $2.2 \%$ and $2.6 \%$, respectively, while the consensus puts Q3 2010's growth rate at $2.8 \%$. Following an up-
ardly revised estimate that the Consumer Price Index (CPI) fell at ammualized rate of $1.6 \%$ in Q 1 of this year, it is expected to register positive growth of $0.6 \%$ in Q 2 and $1.4 \%$ in Q 3 and Q 4 of this ycar. The Q2 estimate fell 0.1 of a percemage point over the past month while the Q 3 and Q 4 forecasts dropped 0.3 of a point. The consensus sees the CPI registering annualized growth of about $2.0 \%$ over the first three quarters of 2010 . Similarly small downward adjustments occurred in consensus forceasts for the Gil)P price index. The consensus continues to predict the trade-wcighted value of the U.S. dollar will likely bounce around its current level over the remainder of this year but begin to weaken over the course of 2010 .
The assumption that real GDP declined at an annual rate of about $5 \%$ in Q1 is premised on a variety of factors. Most impontantly, business inventories are believed to have fallen sharply and may subtract upwards of two full percentage points from the rate of growth. An additional, albeit smaller decline is expected in Q2. Residential investment no doubt fell for a $13^{\text {th }}$ consecutive quarter. Although housing starts rebounded in February some of the gain may have been weather related and will be unwound in the March data. Moreover, the level of starts during the first two months of this year remained well below the Q4 2008 average, implying an annualized drop of better than $20 \%$. Even so, better-than-expected sales of new and existing homes in February, coupled with the highest home affordability in decades, hints the housing sector may be stabilizing and that new starts along with residential investment will bottom in Q 2 .
Nonresidential fixed investment also looks to have fallen sharply in Q1. Shipments of non-defense capital goods excluding aircraft, a proxy for capital spending, barely rose in February after falling more yan $11 \%$ in January. That left such shipments well below the Q4 008 level, suggesting a decline on par with the $28.1 \%$ contraction in Q4. Business investment in structures, weighed down by excess capacity and difficult financing conditions, likely contracted for a second consecutive quarter during Q1. While the rate of contraction in capital spending will likely slow over coming quarters the drop in business structures is expected to become more pronounced.

Real exports, a source of strength over the last few years, fell precipitously in Q4, accounting for half of the plunge in real GDP during the quarter. Although the trade deficit contracted on a current dollar basis during Q4 and again in January, the narrowing primarily resulted from the plunge in petroleum prices since last summer. The sharpest downturn in global trade since the 1930s will likely keep export growth weak over the remainder of this year, producing a widening of our real net export deficit. If, as expected, the U.S. economy begins to recover before that of our majot trading partners, an even sharper widening of the real trade gap will occur in 2010.
The most encouraging news of late pertains to consumer spending. Real personal consumption expenditures (PCE) rose $0.7 \%$ in January and fell just $0.2 \%$ in February. As a result, real PCE now is on track to rise slightly Q1 after the huge $3.8 \%$ and $4.3 \%$ declines registered. respectively, in Q 3 and Q 4 of last year, and many panelists predict furher modestly positive growth over the remainder of this year and nex1. Spurring the revival in spending: sharply lower gasoline prices; the boost to personal income April $1^{\text {st }}$ when income tax withholding rates drop due to passage of the fiscal stimulus package earlier this year; a surge in home refimancing that reduces monthly payments; and some further loosening of credit conditions.
Despite signs the plunge in GlPP is poised to moderate, much still depends on the relative success or failure of the various steps taken by government to loosen credit conditions and spur demand. The Federal Reserve's TALF program is now up and running and while initial participation has been subdued, our panelists expect it to be pretty successful (see page 14). The Federal ()pen Market Committee upped the ante at its latest meeting by announcing it would purchase an additional $\$ 500$ billion of agency-backed mortgage-backed securities (MBSS) and $\$ 300$ billion of longer-term Treasuries over the next six months. The amouncement helped push conventional 30 -year mortgage rates to record lows white the 10 -year Treasury note yield dropped better than 40 basis points. About half of that decline las since been reversed, but the Fed seems determined to fight any sustained rise in longer-term yields that results from the tidal wave of new Treasury issuance destined to swamp the market this year. The Treasury Department raised the bet a week later with the announcement of its Public-Private lnvestment Program (PPIP) that is intended to aid the removal of toxic assets clogging banks' balance sheets and preventing now lending. Although the initial market response to the program appeared positive, bank and investor participation is voluntary and its ultimate success uncertain. Also on tap, an anticipated amendment to FASB Rule 157 that would case the mark-to-market requirements for financial institutions holding residential and commercial mortgaged-backed paper, thus reducing the need to raise additional regulatory capital.
In part, stepped up effons over the past month by the Fed and Treasury to furthcr unfreeze credit markets likely reflects fear that going back to Congress for additional funds has become politically impossible. It also may explain why Trcasury is playing coy about how much of the $\$ 700$ billion in TARP funds remain uncommitted.
Consensus Forecast The FOMC is expected to hold leave its target federal funds rate unchanged until at least carly next year. Lingering concerns about the economy and cfforts by the ed are expected to hold 10 -year Treasury yield to less than $3.0 \%$ over the rest of 2009 (see page 2 for U.S consensus forecasts).
Special Questions Nearly $75 \%$ of the panclists think the Fed will end up increasing and extending its purchases of longer-term Treasury paper. Almost $60 \%$ predict the Fcd will eventually purchase pri-vate-label MBS. Two-thirds say the Fed's balance sheet will stand at about $\$ 4$ trillion by the end of 2010 . The consensus now sces a peak unemployment ratc of $9.8 \%$ (see page ( 4 for details)

## Consensus Forecasts Of U.S. Interest Rates And Key Assumptions ${ }^{1}$

Intcrest Rates
Federal Funds Rate
Prime Rate
LIBOR, 3 -mo.
Commercial Paper, 1-mo.
Trcasury bill, 3-mo.
Treasury bill, $6-\mathrm{mo}$.
Treasury bill, 1 yr.
Treasury note. 2 yr.
Treasury note, 5 yr .
Treasury note, 10 yr .
Treasury note, 30 yr .
Corporate Aaa bond
Comprate Baa bond
State \& Local bonds
Home mortgage rate

Kcy Assumptions
Major Currency Index
Real (it)
GDP Price Index
Consumer Price Index

| verage For Wcek End------- ---Average For Month---- Latest Q* |  |  |  |  |  |  |  | Consensus Forecasts ${ }^{\text {Quarterty } A \text { A }}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | 20 | 3Q | 40 | 10 |  | 30 |
| Mar. 20 | Mar. 13 | Mar. 6 | Feb. 27 | Feb. | Jan. | Dec. | 1Q2009 | 2019 | 30109 | 2788 | 2015 |  | 2010 |
| 0.17 | 0.20 | 0.22 | 0.20 | 0.22 | 0.15 | 0.16 | 0.19 | 6.2 | 0.2 | 02 | 0.3 | 0.3 | 4.9 |
| 3.25 | 3.25 | 3.25 | 3.25 | 3.25 | 3.25 | 3.61 | 3.25 | 3.2 | 3.2 | 3.2 | 3.4 | 3.6 | 3.9 |
| 1.29 | 1.32 | 1.28 | 1.26 | 1.24 | 1.21 | 1.83 | 1.25 | 13 | 1.2 | 12 | 1.2 | 1.4 | 1.7 |
| 0.23 | 0.25 | 0.25 | 0.29 | 0.28 | 0.15 | 0.25 | 0.22 | 6.4 | 0.4 | -0.5 | 0.6 | 0.8 | - 1.2 |
| 0.22 | 0.22 | 0.24 | 0.29 | 0.30 | 0.13 | 0.03 | 0.22 | 0.2 | 0.3 | 0.3 | 6.4 | 0.7 | 1.0 |
| 0.42 | 0.45 | 0.42 | 0.49 | 0.46 | 0.30 | 0.26 | 0.40 | 0.4 | 0.5 | 0.5 | 0.7 | 0.9 | 1.2 |
| 0.64 | 0.70 | 0.68 | 0.72 | 0.62 | 0.44 | 0.49 | 0.58 | 0.6 | 0.7 | 0.7 | 0.9 | 1.2 | 1.5 |
| 0.93 | 1.00 | 0.92 | 1.03 | 0.98 | 0.81 | 0.82 | 0.91 | 0.9 | 1.0 | 1.1 | 1.3 | 1.6 | 1.9 |
| 1.75 | 1.93 | 1.87 | 1.97 | 1.87 | 1.60 | 1.52 | 1.77 | 1.8 | -1.9 | 2.0 | 2.2 | 2.5 | 2.7 |
| 2.75 | 2.92 | 2.90 | 2.91 | 2.87 | 2.52 | 2.42 | 2.75 | 2.7 | 2.8 | 2.9 | 31 | 3.3 | 35 |
| 3.69 | 3.65 | 3.60 | 3.60 | 3.59 | 3.13 | 2.87 | 3.46 | -3.5 | 3.6 | 3.7 | 3.9 | 4.1 | 4.3 |
| 5.62 | 5.49 | 5.40 | 5.31 | 5.27 | 5.05 | 5.08 | 5.27 | 5.3 | 5.3 | $5: 3$ | 5.4 | 5.5 | 5.6 |
| 8.50 | 8.40 | 8.23 | 8.13 | 8.08 | 8.14 | 8.46 | 8.20 | 8.1 | 7.9 | 7.8 | 7.7 | 7.7 | 7.8 |
| 4.98 | 5.03 | 4.96 | 4.87 | 4.90 | 5.07 | 5.56 | 4.99 | 4.8 | 4.8 | 4.8 | 4.8 | 4.8 | 4.9 |
| 4.98 | 5.03 | 5.15 | 5.07 | 5.13 | 5.06 | 5.33 | 5.08 | 4.9 | 4.9 | 4.9 | 5.1 | 5.1 | 5.4 |
|  |  |  | --Histor |  |  |  |  | Cons | 2nimus | Fereca | ts-90 | crenty | Avg. |
| 2Q | 3Q | 4Q | 10 | 2 Q | 3Q | 4Q | 1Q* | 20 | 30 | 49 | 10 | 20 | 30 |
| $\underline{2007}$ | 2007 | 2007 | 2008 | 2008 | $\underline{2008}$ | 2008 | 2009 | 2069 | 20099 | 2009 | 2010 | 2018 | 2910 |
| 79.3 | 77.0 | 73.3 | 72.0 | 70.9 | 73.5 | 81.3 | 82.9 | 82.3 | 82.5 | 82.6 | 823 | 81.7 | 81.0 |
| 4.8 | 4.8 | -0.2 | 0.9 | 2.8 | -0.5 | -6. 3 | -5.3 | -2:4 | 0.1 | 1.6 | 2.2 | 2.6 | 2.8 |
| 2.0 | 1.5 | 2.8 | 2.6 | 1.1 | 3.9 | 0.5 | 1.1 | 1.0 | 13 | 1.2 | 1.5 | 1.5 | 1.6 |
| 4.2 | 2.4 | 5.8 | 4.5 | 4.5 | 6.2 | -8. 3 | -1.6 | $0 \cdot 6$ | 1.4 | 1.4 | 18 | 1.9 | 2.1 |

 able from The Wafl Sireet Journal. Defitutions reported here are same as those in FRSR 11. I5. Ireasury yelds are reported on a constant maturity basis. Ilistorical data for the II.S.

 through the week ended Morch 2ft'. Data for 102009 Major Currency fodex also is baved in data throukh weeh ended March $2 \theta^{\prime \prime}$. Figurex for IQ 2009 Real GDP, Git (hained Price Index and Consumer Price fndex are consensus forecasts based on a special yuestion asked of yhe panelism this month (sep page 14)


|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Latest: | Ago: | Ago: | 3 | 6 | 12 |
| U.S. | 1.63 | 1.69 | 2.63 | 1.11 | 0.84 | 0.61 |
| Japan | 1.00 | 0.88 | 0.90 | 0.68 | 0.61 | 0.63 |
| L.K. | 1.82 | 1.86 | 5.85 | 1.70 | 1.48 | 1.46 |
| Switzerland | 1.38 | 0.95 | 2.86 | 0.37 | 0.40 | 0.53 |
| Canada | 1.13 | 1.49 | 3.65 | 1.38 | 1.25 | 0.90 |
| Australia | 3.80 | 3.80 | 7.78 | 3.58 | 3.58 | 3.90 |
| tiurozone | 1.55 | 1.92 | 4.66 | 1.63 | 1.44 | 1.44 |

-3-Month Interest Rates ${ }^{1}$

|  | ----------History--------- |  |  | Consensus Forecasts Months From Now: |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Latest: | Ago: | Ago: | 3 | 6 | 12 |
| U.S. | 2.68 | 2.80 | 3.52 | 2.23 | 2.14 | 2.73 |
| Germany | 3.04 | 3.00 | 3.76 | 2.81 | 2.65 | 2.86 |
| Japan | 1.27 | 1.28 | 1.26 | 1.20 | 1.24 | 1.35 |
| ! ! K. | 3.14 | 3.41 | 4.30 | 3.15 | 3.10 | 3.40 |
| France | 3.61 | 3.56 | 3.96 | 3.30 | 3.14 | 3.29 |
| Italy | 4.35 | 4.48 | 4.31 | 4.36 | 4.15 | 4.31 |
| Switzerland | 2.14 | 2.20 | 2.76 | 1.97 | 1.87 | 2.00 |
| ( anada | 2.77 | 2.85 | 3.50 | 2.45 | 2.32 | 2.73 |
| Australia | 4.51 | 4.16 | 5.97 | 4.00 | 4.13 | 4.43 |
| Spain | 4.05 | 4.19 | 4.12 | 3.99 | 3.83 | 3.96 |
| lurszone | 4.21 | 4.26 | 4.11 | 3.07 | 2.90 | 3.17 |


|  | -------------Forcign Exchange Rates'------..- |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ----------Mistory--....--- |  |  | Consensus Forecasts Months From Now: |  |  |
|  |  | Montl | Year |  |  |  |
|  | L.atest: | Ago: | Ago: | 3 | 6 | 12 |
| USS. | 81.53 | 83.82 | 71.022 | 86.0 | 87.2 | 87.4 |
| Japan | 98.36 | 96.81 | 100.77 | 97.3 | 99.8 | 100.5 |
| I! K. | 1.4467 | 1.4488 | 1.9852 | 1.37 | 1.39 | 1.45 |
| Switzerland | 1.1276 | $1.160 \%$ | 1.0230 | 1.17 | 1.15 | 1.14 |
| Canada | 1.2246 | 1.2433 | 1.0203 | 1.33 | 1.35 | 1.33 |
| Australia | 0.7005 | 0.6511 | 0.9062 | 0.61 | 0.61 | 0.63 |
| Euro | 1.3545 | 1.2846 | 1.5394 | 1.26 | 1.26 | 1.28 |
|  | Consensus <br> 3-Month Rates <br> vs. U.S. Rate |  |  |  | Consensus 10-Year Gov't Yields vs. L.S. Yield |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | Now | ln 12 Mo . |  |  | Now | In 12 Mo . |
| Japan | -0.63 | 0.01 | Germa |  | 0.36 | 0.14 |
| U.K. | 0.19 | 0.85 | Japan |  | -1.41 | -1.38 |
| Switzerland | -0.25 | -0.08 | U.K. |  | 0.46 | 0.68 |
| Canada | -0.50 | 0.29 | France |  | 0.93 | 0.56 |
| Australia | 2.17 | 3.29 | Italy |  | 1.67 | 1.59 |
| Curozone | -0.08 | 0.83 | Switze | land | -0.54 | -0.73 |
|  |  |  | Canada |  | 0.09 | 0.01 |
|  |  |  | Austra |  | 1.83 | 1.70 |
|  |  |  | Spain |  | 1.37 | 1.24 |
|  |  |  | Eurozo |  | 1.53 | 0.44 |

Forecasts of individual panel members are on pages 10 and 11. Defini"ons of variables are as follows: 'Three month currency interest rates. Governmen bonds are yields to maturity. Foreign exchange rate forecasts for U.K., Australia and the Euro are currencies per U.S. dollar. For the U.S dollar, forecasts are of the U.S. Federal Reserve Board's Major Currency Index.

International Commentary The Bank of England cut it benchmark overnight rate to a record low of $0.5 \%$ on March $5^{\text {th }}$ and announced it would commence a quantitative casing of monetary policy with purchases of 75 billion pounds of government and corporate bonds over the next 3 months Treasury gave the BoE an overall 150 billion pound asset purchase limit. Gilt yields initially fell and corporate spreads tightened on the announcement. However, rising investor concem about surging government borrowing, a recent unprecedented BoE waming to the government about excessive fiscal stimulus, and a March $24^{\text {th }}$ comment from Governor King that the BoE: might not use the full 75 billion allotment to purchase assets over the next three months helped produce the first "failed" auction of gits in seven ycars. That could spell trouble for Prime Minister Brown's plan to sell upwards of 150 billion pounds of debt this fiscal year and next to fund spending increases and tax cuts designed to bring the economy out of recession. Real GDP contracted $1.5 \%(\mathrm{q} / \mathrm{q})$ in the fimal quarter of last year, its stecpest fall since 1980. An equally large downtum is cxpected by many in QI 2009. Most analysts think the BoE will leave its repo rate unchanged at its April meeting.
The Europcan Central Bank (ECB) reduced its ovemight repo rate to a record low of $1.5 \%$ on March $5^{\text {ih }}$ and hinted of additional cuts as needed. Hurt by weak domestic spending and plunging exports. Eurozone real GDP contracted $-1.5 \%(\mathrm{q} / \mathrm{q})$ in Q 42008 , an annualized rate of about $-6 \%$. Alihough some recent data out of Europe has looked a little better than expected of late, GDP growth in Q1 2009 could come close to matching the Q4 plunge. (jemany's government now predicts this year will see the sharpest contraction in real GIDP since the start of the federal republic 60 years ago. Ireland, Span, Italy, Portugal and Greece may suffer similar outcomes as the credit noose continues to tighten. Such fears have greatly widened spreads on the sovereign deht of Ireland and the currency zone's "Club Med" members and raised the cost of insuring against defautt. Moreover, there also are growing fears about rapidly souring loans made by Western Furopean banks to Central and Eastern European borowers, imposing yet one more source of stress on an already beleaguered European banking system. The ECB now seems likely to cut rates again at its April meeting but could disappoint markets with a smaller than expected reduction of 25 basis points in the overnight repo rate to $1.25 \%$. However, the bank's decision to allow the KCB's deposit rate, which lenders carn on overnight deposits, at the central bank, to fall to $0.5 \%$ continues to drive lower the cost of borrowing by banks.

The Bank of Japan (BoJ) left its ovemight call rate at $0.1 \%$ on March $18^{\text {th }}$ but announced it would increase its monthly outright purchases of JGBs and begin purchases of subordinated bank debt to help ease the credit crunch. Elsewhere, the government has pledged to soon offer another fiscal stiumulus package of undetermined size in an effort to spur growth. Japan's economy, alrcady weak, went into a tailspin in Q4, contracting at an annualized rate of $-12.1 \%$ as exports and industrial production collapsed at unprecented rates. The Q4 decline in GDP was the sharpest since the 1974 oil shock. Growth may look no better in Q1 as exports plunged by a record $-49 \%$ on a $y / y$ basis in February.
The Bank of Canada ( BoC ) cut its overnight rate in half to a record low of 50 basis points in early March. Morcover, it kept the door open to additional rate cuts and raised the possibility of credit and quantatitive easing, if required. Real GDP likely fell at a $-5.0 \%$ rate in Q1 after falling - $3.4 \%$ in Q4 2008 .
The Reserve Bank of Australia (RBA) surprised markcts by leaving its cash rate unchanged at $3.25 \%$ on March $3^{\text {rd }}$. Economic news of late has been a bit better than expected but most analysts continue to expect further easing from the RBA as slower cconomic growth abroad weighs on Australian exports (see 10 and 11 for individual panel members' forecasts).

Second Quarter 2009
Interest Rate Forecasts
Key Assumptions


Key Assumptions

| Alsecicipy <br> Fintrelat foriocen ${ }^{2}$ <br> Pandi Membert | Percent Per Annum - Average For Quarter $\qquad$$\qquad$$\qquad$ Intermediate-Term $\qquad$$\qquad$ Long-Term |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Avg. For $-\mathrm{Qu} .-$, A. Fed's Majajor Currency \$ Index | $\text { - } 0 \text { O Change }$$\text { ----\{SAAR\}-.------ }$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3 |  |  | 6 | 7 | B | 9 | 10 | 11 | 12 | 13 | 14 | 15 |  | B. | C. | $\square$. |
|  | Federal |  |  |  |  |  | Treas. |  | Treas | Treas. | Treas. | Ааз | 8 Ba | State 8 | Home |  |  | GDP | Cons. |
|  | Funds | Bank | Rate | Paper | Bills | Bills | Bills | Notes | Notes | Notes | Bond | Cop. | Copp. | Local | Mtg. |  | Real | Price | Pnce |
|  | Rale | Rate | 3-Mo. | 1-Mo | 3-Mo. | 6. M प | 1 -Yr. | $2-\mathrm{Y}_{\mathrm{r}}$. | 5.Yr | 10-Yr. | $30 . \mathrm{Yr}$ | Bond | Bond | Bonds | Rate |  | GDP | Index | Index |
| Zlearview Economics | 0.3 H | 33 H | 1.8 H | 03 | 03 | 0.6 | 08 | 1.1 | 1.9 | 29 | 38 | 5.7 | 86 | 50 | 5.1 | 84.0 | 12 | 20 | 4.0 |
| Nooctworth Holdings | 0.3 H | 33 H | 1.6 | 04 | 0.2 | 0.5 | 07 | 1.0 | 19 | 2.7 | 34 | 5.1 | 79 | 50 | 4.8 | 850 | -3.2 L | 1.0 | 1.4 |
| Saiwa Securities Amenca | 0.3 H | 3.3 H | 1.3 | 05 | 0.4 | 06 | 0.8 | 1.3 | 20 | 2.9 | 3.9 | 57 | 8.6 | 4.7 | 4.9 | 840 | 0.5 | 1.3 | 1.3 |
| Эank of Toyko-Mitsubisti UFJ | 0.3 H | 3.3 H | 13 | 03 | 0.3 | 0.5 | 0.7 | 1.2 | 22 | 3.2 | 4.1 H | 50 | 6.51 | 4.9 | 5.0 | 870 | 15 | 2.5 | 24 |
| Usody's Capitar Markels | 03 H | 3.3 H | 12 | 0.5 | 0.3 | 05 | 0.7 | 1.0 | 1.9 | 2.7 | 3.9 | 5.6 | 8.0 | 4.9 | 4.6 | 825 | 1.5 | 1.4 | 1.8 |
| zuussell livesiments | 03 H | 3.3 H | 09 L | 0.6 | 03 | 0.5 | 06 | 09 | 2.1 | 29 | 3.9 | 5.5 | 8.1 | 4.7 | 46 | 78.5 | 0.2 | 08 | 0.1 |
| Seorgra State Unversily | 0.3 H | 3.3 H | пa | na | 02 | 0.4 | 0.5 | 09 | 1.8 | 27 | 34 | 5.2 | 8.1 | па | 4.9 | na | 2.9 | 07 | 0.8 |
| Scollabank | 0.3 H | 3.3 H | na | na | 02 | na | na | 07 | 1.7 | 24 | 33 | 5.2 | 7.8 | 33 L | 50 | па | 10 | 10 | 1.3 |
| :0omis. Sayles \& Company | 0.2 | 32 | 1.1 | 03 | 03 | 0.5 | 06 | 1.0 | 2.1 | 31 | 40 | 5.4 | B 1 | 51 | 5.0 | 835 | -0.2 | 03 | 1.4 |
| Macrofin Analytics | 0.2 | 33 H | 1.3 | 05 | 03 | 06 | 0.8 | 1.1 | 20 | 29 | 36 | 5.2 | B 1 | 49 | 4.8 | B2 5 | 05 | 0.7 | 0.4 |
| ${ }^{\text {J NC F Financial Services Corp. }}$ | 0.2 | 3.3 H | 13 | 04 | 0.3 | 04 | 0.6 | 1.0 | 19 | 2.7 | 38 | 54 | 84 | 4.9 | 4.8 | 850 | 00 | 1.6 | 2.1 |
| 20 OL Economics | 02 | 3.3 H | 12 | 03 | 0.4 | 08 | 1.0 | 1.1 | 23 | 3.5 H | 40 | 59 | 8.4 | 5.0 | 5.3 H | 822 | 0.9 | 23 | 20 |
| Whordey Park Research | 02 | 3.3 H | 11 | 03 | 03 | 04 | 07 | 10 | 17 | 27 | 3.3 | 53 | 8.2 | 48 | 50 | 82.1 | 2.9 H | 08 | 09 |
| Wachova | 02 | 3.3 H | 11 | 04 | 03 | 05 | 06 | 12 | 2.0 | 2.8 | 36 | 55 | 8.5 | 49 | 47 | 850 | -0.4 | 03 | 05 |
| Stone Harbor Inwestmenl Partners | 0.2 | 3.3 H | 11 | 0.4 | 02 | 04 | 0.6 | 07 | 1.4 | 20 L | 29 L | 4.2 | 70 | na | 44 L | 82.0 | ง.0 | 21 | 13 |
| Socrete Generale | 0.2 | 33 H | 1.1 | na | 03 | 0.4 | 07 | 14 | 24 H | 31 | 38 | 5.5 | 73 | пп | 50 | 85.0 | 22 | 12 | 18 |
| NG Invesiment Mgt. | 0.2 | 33 H | 1.0 | 04 | 02 | 0.3 | 05 | 08 | 16 | 27 | 35 | 5.0 | 80 | 5.0 | 5.0 | 820 | . 10 | 0.5 | 00 |
| RBS Greenwich Capital Econ | 0.2 | 33 H | 10 | 04 | 03 | 0.6 | 08 | 11 | 19 | 29 | 38 | 52 | 82 | 52 H | 49 | 850 | 03 | 18 | 1.4 |
| Cumenca Bank | 02 | 33 H | 09 L | 04 | 03 | 0.6 | 09 | 13 | 23 | 3.2 | 39 | 53 | 72 | 45 | 5.1 | 830 | 10 | 09 | 10 |
| Hesrow Financial | 02 | 3.2 | 14 | 04 | 0.4 | 07 | 10 | 1.6 H | 22 | 2.9 | 3.4 | 53 | 19 | 47 | 50 | 820 | 0.4 | 0.5 | 13 |
| Nayne Hummer Invesiments | 02 | 3.2 | 13 | 04 | 0.3 | 05 | 0.7 | 10 | 2.0 | 3.0 | 3.6 | 57 | 7.8 | 50 | 50 | 825 | 09 | 09 | 06 |
| -hredgold Ecomomic Assoc | 02 | 3.2 | 13 | 05 | 02 | 04 | 06 | 09 | 17 | 27 | 37 | 5.3 | 7.8 | 4.8 | 49 | 800 | -1.0 | 12 | 1.5 |
| "rier Ecomomic Adusers | 0.2 | 32 | 12 | 0.7 | 03 | 05 | 07 | 10 | 1.8 | 20 | 34 | 5.2 | 80 | 50 | 50 | 780 | 10 | 20 | 27 |
| F- Mae | 0.2 | $3 \%$ | กа | ria | 04 | na | 08 | na | na | 29 | 38 | 51 | na | na | 51 | na | 06 | 10 | 20 |
| -re Northerrs Trust Company | 0.2 | na | 1.2 | na | 03 | na | 05 | 0.9 | 19 | 27 | na | na | na | па | 49 | na | 09 | 18 | 2.0 |
| Cefrence \& Assuciates | 0.2 | 32 | 1.3 | 05 | 0.2 | 0.5 | 07 | 1.1 | 21 | 28 | 3.7 | 53 | 68 | na | 44 L | 806 | 06 | 1.2 | 14 |
| Mhody's Ecanomy com | 02 | 3.2 | 09 L | 05 | 04 | 04 | 05 | 09 | 09 L | 2.6 | 31 | 49 | 69 | па | 4.8 | na | 01 | 096 | 14 |
| Harclays Capital | 02 | 33 H | 12 | 03 | 0.2 | 04 | 05 | 09 | 18 | 2.7 | 3.8 | 52 | 1.6 | 48 | 49 | па | 00 | 1.7 | 25 |
| Anmura Econommes \& Analytics | 07 | 3.3 H | 12 | 04 | 02 | 04 | 0.7 | 10 | 18 | 2.7 | 35 | 54 | na | na | 47 | 775 L | 0.1 | 10 | 10 |
| JP Morgan Privare Wealli Mgt | 02 | 3.2 | 16 | 0.5 | 02 | 04 | 0.6 | 09 | 1.7 | 27 | 37 | 5.6 | 8.5 | 50 | 49 | 78 ! | 0.5 | $\dagger 2$ | 1.1 |
| slandard \& Poor's Corp. | 0.1 | 33 H | 13 | 0.6 | 03 | 0.5 | 0.6 | 10 | 1.9 | 28 | па | 4.9 | 77 | 48 | 49 | 82.3 | 0.3 | 08 | 08 |
| .JBS Warburg | 0.1 | 33 H | 13 | ла | 06 | na | na | 1.3 | 24 | 27 | 33 | na | na | n8 | na | na | 2.0 | 17 | 54 H |
| Action Economics | 0.1 | 33 H | 1.1 | 03 | 0.3 | 0.5 | 05 | 1.0 | 20 | 3.0 | 35 | 50 | 74 | 46 | 46 | 837 | -2.5 | 14 | 3.2 |
| Soldman Sachs \& Co | 01 | 3.3 H | 11 | ra | 0.3 | na | na | 0.8 | 19 | 2.8 | 35 | 39 L | na | na | 4.8 | na | 10 | 13 | 1.0 |
| HMO Capital Markets | 01 | 3.3 H | 10 | 04 | 42 | 04 | 0.6 | 0 O | 15 | 2.4 H | 3.5 | 55 | 8.4 | 4.8 | 4.8 | 840 | -09 | 0.7 | 17 |
| OLC Firiancial Economics | 01 | 3.1 | 1.8 H | 05 | 0.2 | 04 | 0.5 | 08 | 1.6 | 26 | 3.4 | 5.3 | 8.2 | 4.8 | 49 | 83.8 | -1.1 | 1.9 | 22 |
| Wells Capilal Management | 01 | 3.1 | 12 | 0.8 H | 08 H | 0.9 H | 1.1 H | 12 | 2.2 | 32 | 40 | 6.0 H | 89 H | 45 | 50 | 82.1 | -0.5 | 20 | 16 |
| Ecomomisi Intelirgence Unit | 0.1 | 3.1 | 12 | 0.4 | 03 | 0.5 | 0.6 | 10 | 1.7 | 26 | 34 | na | na | na | na | na | 0.5 | na | 04 |
| Nornura Securilles. Inc | 0.1 | 31 | 11 | 0.2 | 04 | 0.6 | 07 | 13 | 2.2 | 30 | 39 | 5.4 | 7.9 | na | 51 | 83.0 | 1.1 | 04 | 2.0 |
| - W Coons Admsors LLC | 0.1 | 31 | 11 | 00 L | $-0.2 \mathrm{~L}$ | 0.1 L | 02 L | 0.6 L | 15 | 21 | 32 | 4.9 | 74 | na | 4.5 | 903 H | 20 | 07 | -1.1 L |
| Banc of America-Mermil Lymen | 0.1 | na | 1.1 | na | 03 | na | na | 0.9 | 18 | 2.6 | 3.5 | n | na | na | na | na | 25 | 0.9 | 06 |
| : 2 Morgan Chase | 0.1 | na | 1.0 | na | 0.2 | na | na | 0.9 | 16 | 2.3 |  | na | na | na | па | na | 10 | 1.1 | 13 |
| vat'l Assn. of Realtors | 01 | 3.3 H | 1.6 | 04 | 0.3 | 0.5 | 0.8 | 1.0 | 20 | 2.8 | 3.7 | 57 | 8.5 | 5. | 5.0 | กa | 0.9 | 0.4 | 06 |
| varoff Economic Advisors | 00 L | 3.3 H | 0.91 | 0.5 | 0.2 | 05 | 0.7 | 13 | 2.0 | 3.0 | 3.9 | 5.0 | 7.0 | 4.7 | 49 | 79.0 | 1.8 | 1.1 | 09 |
| Urciedata Corp. | 0.0 L | 3.2 | $\dagger 2$ | 0.5 | 0.2 | 04 | 0.6 | 09 | 1.7 | 27 | 39 | 5.6 | 8.2 | 4.7 | 48 | 80.0 | 0.1 | 1.6 | 0.8 |
| Aggus Research | 0.0 L | 3.0 L | 11 | 0.3 | 02 | 0.4 | 0.6 | 0.9 | 1.6 | 27 | 37 | 5.3 | 8.3 | 49 | 4.9 | 8.8 | -2.2 | 33 H |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Top 10 Avg. | 0.2 | 3.3 | 1.5 | 06 | 0.4 | 0.6 | 0.9 | 1.3 | 2.2 | 3.1 | 3.9 | 5.7 | B. 5 | 5.0 | 5.1 | 85.4 | 19 | 2.2 | 29 |
| Bottom 10 Avg. | 0.1 | 3.1 | ¢. 0 | 0.3 | 0.2 | 0.3 | 0.5 | 08 | 1.5 | 2.3 | 3.2 | 4.8 | 7.1 | 4.5 | 4.6 | 79.5 | -1.9 | 04 | 02 |
| March Consensus | 0.2 | 3.2 | 1.2 | 0.4 | 03 | 05 | 0.7 | t. 0 | 1.9 | 29 | 35 | 5.2 | 7.7 | 48 | 5.0 | 82.7 | 0.4 | 1.3 | 17 |
| Number of Forecasts Changed From A thonth Ago: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Down | 6 | 6 | 7 | 12 | 20 | 20 | 17 | 24 | 24 | 32 | 13 | 12 | 10 | 11 | 32 | 13 | 28 | 20 | 20 |
| Same | 34 | 35 | 17 | 16 | 18 | 11 | 10 | 13 | 8 | $B$ | 11 | 11 | 4 | 9 | 6 | 7 | 9 | 14 | 16 |
| Up | 6 | 2 | 19 | 8 | 8 | 8 | 13 | 8 | 13 | 6 | 19 | 18 | 24 | 11 | 4 | 14 | 9 | 11 | 10 |
| Diffusion mdex | 50\% | 45\% | $64 \%$ | 44\% | $37 \%$ | $35 \%$ | 45\% | $32 \%$ | 38\% | 22\% | 5\% \% | 57\% | $68 \%$ | 50\% | $17 \%$ | $51 \%$ | $29 \%$ | $40 \%$ | $39 \%$ |

Fourth Quarter 2009
Interest Rate Forecasts
Key Assumptions

| Hunt Chip |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Avg. For <br> --atr...- <br> A. <br> Fed's Major <br> Currency <br> $\$$ Index | -10-0\% Charge$\qquad$ ISMR |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Flimaciol Fowesutis Panot montions: | 1 <br> Federal <br> Funds <br> Rate | 2 <br> Prime <br> Bank <br> Rate | $\begin{gathered} 3 \\ \text { LIBOR } \\ \text { Rale } \\ 3-\mathrm{Mof} . \\ \hline \end{gathered}$ | 4 <br> com. <br> Paper <br> 1-Mo | $\begin{gathered} 5 \\ \text { treas } \\ \text { Bills } \\ \text { 3-Mo. } \end{gathered}$ | $\begin{gathered} 6 \\ \text { Treas. } \\ \text { Bills } \\ \text { 6-M0. } \end{gathered}$ | $\begin{gathered} 7 \\ \text { Treas } \\ \text { Bills } \\ 1-\mathrm{Yr} . \end{gathered}$ | 8 <br> Treas. <br> Notes <br> $2 . Y \mathrm{r}$. | $\begin{gathered} 9 \\ \text { Treas. } \\ \text { Notes } \\ 5-\mathrm{yr}_{\mathrm{r}} . \end{gathered}$ | 10 <br> Treas. <br> Notes <br> $10-\mathrm{Yr}$. | $\begin{gathered} 11 \\ \text { Treas } \\ \text { Band } \\ 30-\mathrm{Yr} . \end{gathered}$ | 12 <br> Aaa <br> Corp. <br> Bond | 13 <br> Baa <br> Corp <br> Gand | 14 <br>  <br> Local <br> Bonds | 5 <br> Home <br> MAtg <br> Rale |  | B <br> Real <br> GDP | 气 <br> GDP <br> Proce <br> Index | $\begin{gathered} z \\ 2 \pi \\ 2+\infty \\ \operatorname{mose} \end{gathered}$ |
| Clearvisw Economics | 07 H | 3.7 H | 2.4 H | 07 | 0.8 | 1.2 H | 16 H | 1.9 H | 25 | 3.3 | 41 | 6.0 | 8.8 | 5.2 | 5.5 | 830 | 39 | 22 | 3:- |
| Kellner Economic Advisers | 04 | 3.4 | 1.1 | 09 H | 04 | 0.6 | 0.8 | 1.1 | 19 | 2.0 L | 36 | 5.4 | 80 | 5.0 | 50 | 760 | 20 | 22 | E |
| Woodworth Meldings | 0.3 | 3.3 | 1.4 | 04 | 0.2 | 05 | 0.7 | 1.0 | 1.9 | 2.6 | 33 | 4.9 | 76 | 5.0 | 47 | 87.0 | -03 | 13 | . |
| Daiwa Securilies America | 0.3 | 3.3 | 13 | 0.5 | 0.4 | 0.6 | 0.8 | 16 | 23 | 3.2 | 4.1 | 58 | 86 | 46 | 51 | 84.0 | 16 | 12 | $=$ |
| Moody's Capital Markets | 0.3 | 3.3 | 13 | 0.6 | 03 | 05 | 0.9 | 13 | 2.0 | 2.9 | 4.0 | 56 | 7.5 | 4.8 | 4.8 | 83.5 | 25 | 13 | $\bullet$ |
| Eank of Toyko-Mtitsubishi (HFJ | 0.3 | 3.3 | 13 | 0.3 | 03 | 0.5 | 0.7 | 17 | 2.8 | 3.6 | 4.6 H | 50 | 6.5 | 4.8 | 5.2 | 860 | 27 | 26 | : |
| 5 tons Harbor Investment Partners | 0.3 | 33 | 11 | 0.5 | 0.2 | 0.4 | 0.6 | 08 | 1.5 | 21 | 3.0 | 4.1 | 67 | na | 45 | 85.0 | . 04 | ¢ | ${ }^{5}$ |
| Comerica Bank | 03 | 33 | 0.9 | 0.5 | 04 | 0.7 | 11 | 15 | 2.5 | 3.5 | 4.2 | 54 | 7.0 | 45 | 5.3 | B40 | 20 | - | . |
| Russell Investmenis | 0.3 | 33 | 07 L | 0.6 | 03 | 0.5 | 06 | 10 | 22 | 3.0 | 4.1 | 5.6 | 7.9 | 46 | 4.6 | 77.8 | 02 | $\because 9$ | : |
| Georgla Slate University | 03 | 33 | na | na | 03 | 0.4 | 05 | 0.9 | 18 | 27 | 34 | 5.2 | 8.2 | na | 4.9 | na | -15 L | 04 | $\cdot$ |
| Scotiabank | 03 | 33 | na | na | 03 | na | па | 1.1 | 22 | 27 | 35 | 5.2 | 7.6 | 3.5 L | 50 | กa | 20 | : c | $\cdots$ |
| Moody's Economy.com | 02 | 3.2 | 0.9 | 06 | 0.5 | 05 | 06 | 12 | 15 | 30 | 35 | 5.3 | 73 | na | 5.1 | na | 17 | 09 | - |
| DePrince 8 Assoc. | 02 | 3.2 | 19 | 06 | 0.3 | 06 | 0.8 | 1.2 | 22 | 2.9 | 37 | 5.2 | 62 L | na | 42 L | 80.8 | 18 | ${ }^{3}$ |  |
| Loomis. Sayles \& Company | 0.2 | 3.2 | 0.9 | 03 | 03 | 05 | 07 | 1.1 | 24 | 3.3 | 43 | 53 | 75 | 5.0 | 5.0 | 83.5 | 17 | 04 |  |
| Macrof in Analytics | 0.2 | 3.3 | 13 | 05 | 03 | 08 | 1.0 | 1.3 | 2.2 | 3.0 | 37 | 5.2 | 81 | 4.9 | 47 | 82.0 | 10 | 06 | :4 |
| PNC Financial Services Corp | 0.2 | 3.3 | 13 | 0.4 | 0.3 | 04 | 06 | 10 | 1.9 | 2.7 | 3.8 | 53 | 83 | 4.9 | 4.8 | 87.0 | 10 | 18 | : |
| ROO Economics | 0.2 | 33 | 11 | 0.3 | 05 | 0.9 | 11 | 12 | 26 | 4.0 H | 4.5 | 63 H | 87 | 50 | 57 H | 81.7 | 08 | 25 | $\therefore$ |
| Woodley Park Research | 0.2 | 33 | 10 | 0.4 | 04 | 05 | 07 | 10 | 17 | 2.7 | 3.2 | 52 | 8.0 | 47 | 5.0 | 81.3 | 39 | 06 | $\cdots$ |
| Wachova | 0.2 | 33 | 10 | 04 | 0.7 | 0.5 | 06 | 13 | 21 | 29 | 3.7 | 5.5 | 8.5 | 49 | 47 | 870 | 06 | 09 | : |
| ING Investment Mg1. | 0.2 | 33 | 10 | 04 | $0 \%$ | 0.4 | 05 | 09 | 17 | 28 | 3.5 | 50 | 7.8 | 50 | 50 | 800 | 20 | 10 | $\because \leq$ |
| Socrete Generale | 02 | 33 | 1.0 | na | 03 | 05 | 08 | 17 | 3.0 H | 36 | 42 | 56 | 68 | na | 5.0 | 860 | 22 | 16 | $\cdot \bar{\square}$ |
| RBS Greenwath Capial Econ | 0.2 | 3.3 | 1.0 | 03 | 04 | 07 | 10 | 1.3 | 23 | 34 | 42 | 5.4 | 8.2 | 5.5 H | 53 | B80 | 18 | 18 | ; |
| Wayne Hummer investments | 02 | 32 | 1.4 | 06 | 0.4 | 06 | 08 | 11 | 21 | 31 | 37 | 5.7 | 79 | 49 | 51 | 82.3 | 18 | 11 |  |
| Mesrow Financial | 02 | 3.2 | 1.4 | 04 | 04 | 07 | 1.0 | 1.6 | 22 | 29 | 35 | 5.2 | 78 | 4.6 | 49 | 833 | 09 | 01 |  |
| JW Coons Adusors IIC | 02 | 3.2 | 14 | 02 | 091 | 026 | 041 | 0.8 | 17 | 2.3 | 34 | 49 | 73 | na | 45 | 925 H | 30 | 04 | - $\cdot$ |
| Threagold Ecanomic Assoc | 02 | 32 | 13 | 05 | 0.3 | 05 | 0.6 | 10 | 18 | 2.8 | 38 | 5.4 | 78 | 48 | 49 | B0.0 | 10 | 13 |  |
| 1 annie Mae | 0.2 | 3.2 | na | "1a | 04 | na | 10 | na | na | 3.0 | 39 | 57 | na | na | 5.1 | па | 02 | 07 | * |
| The Nerthern Trust Company | 0.2 | na | 11 | ná | 03 | na | 06 | 10 | 19 | 2.8 | na | na | na | na | 50 | na | 22 | 20 | \% |
| Standard 8 Poors Corb. | 0.2 | 33 | 13 | 05 | 04 | 05 | 0.7 | 11 | 1.9 | 29 | na | 4.9 | 76 | 4.9 | 49 | 815 | 16 | 04 | $\stackrel{\square}{3}$ |
| Barclays Capilal | 0.2 | 33 | 11 | 0.3 | 02 | 04 | 05 | 10 | 2.2 | 3.3 | 4.1 | 59 | 79 | 52 | 5.3 | na | 20 | 18 | 2 |
| Chmura Economics \& Anaiytics | 0.2 | 33 | 0.9 | 0.4 | 02 | 04 | 08 | 1.0 | 1.6 | 27 | 36 | 55 | na | na | 4.6 | 757 L | 02 | 14 | $\stackrel{6}{6}$ |
| JPMorgan Privare Wealth Mgl. | 02 | 32 | 1.6 | 06 | 03 | 0.5 | 0.7 | 10 | 17 | 27 | 3.7 | 57 | 86 | 51 | 4.8 | 782 | 1.5 | 12 | - |
| UBS Warturg | 01 | 3.3 | 1.6 | na | 10 H | na | na | 1.6 | 2.5 | 30 | 36 | na | na | na | na | na | 25 | 12 | -4 |
| Goldman Sacris \& Co | 01 | 33 | 10 | na | 0.4 | na | na | 0.8 | 20 | 29 | 37 | 4.0 L | na | กа | 49 | na | 10 | 12 | E |
| emO Capital Mankels | 01 | 3.3 | 0.9 | 04 | 02 | 04 | 06 | 0.9 | 17 | 2.6 | 37 | 5.7 | 8.6 | 5.0 | 5.0 | 830 | 17 | 09 | ¢ 9 |
| Action Elonomics | 01 | 3.3 | 08 | 0.3 | 0.4 | 05 | 0.6 | 1.2 | 25 | 3.7 | 40 | 5.1 | 65 | 4.5 | 48 | 83.1 | 25 | 19 | 16 |
| GLC Financial Economics | 0.1 | 3.1 | 17 | 0.5 | 01 | 04 | 0.5 | 07 L | 1.4 L | 2.5 | 31 | 5.3 | 82 | 4.7 | 4.8 | 83.6 | 20 | 20 | 32 - |
| Economist Intelligerce Unit | 0.1 | 31 | 12 | 0.4 | 0.3 | 05 | 0.6 | 10 | 1.7 | 2.6 | 3.4 | na | na | na | na | па | 0.5 | па | 08 |
| Wells Capital Management | 0.1 | 31 | 11 | 0.9 H | 0.9 | 10 | 1.1 | 1.3 | 2.3 | 3.4 | 4.2 | 6.0 | 8.9 H | 4.6 | 5.1 | 82.6 | 13 | 2.2 | - 8 |
| Nomura Securities, Inc. | 0.1 | 31 | 10 | 0.2 L | 04 | 0.6 | 0.7 | 15 | 2.3 | 3.1 | 4.0 | 54 | 7.6 | na | 5.1 | 835 | 2.2 | 02 | 17 |
| Banc of America-Merrill Lymich | 0.1 | na | 1.1 | na | 04 | па | na | 08 | 1.6 | 2.4 | 3.3 | na | กà | na | na | na | 2.7 | 0.0 | 2. |
| J.P. Morgan Chase | 0.1 | na | 1.0 | na | 0.2 | na | na | 0.8 | 1.5 | 2.2 | 2.8 L | na | กa | na | na | na | 1.0 | 09 | 1 - |
| Nar' Assn of Realtors | 0.1 | 3.3 | 1.5 | 04 | 03 | 0.7 | 10 | 1.2 | 2.1 | 30 | 3.9 | 5.7 | 8.4 | 5.2 | 5.1 | na | 1.0 | 06 | 08 |
| Naroff Economic Advisors | 00 L | 3.3 | 0.7 L | 06 | 0.4 | 0.6 | 08 | 15 | 2.1 | 32 | 4.1 | 4.5 | 6.4 | 44 | 5.0 | 76.5 | 5.8 H | 13 | 12 |
| Cycledata Corp. | 0.0 L | 3.2 | 1.2 | 05 | 0.2 | 0.4 | 0.6 | 0.9 | 17 | 2.7 | 39 | 5.6 | 8.2 | 47 | 4.8 | 790 | 1.5 | 1.8 | 16 |
| Argus Research | 0.0 L | 3.01 | 1.0 | 0.4 | 0.3 | 0.5 | 0.7 | 0.9 | 17 | 2.9 | 38 | 5.2 | 8.2 | 4.8 | 4.9 | 810 | 0.0 |  | 29 |

Argus Researth

| Appr Censenstas | 9.2 |  | 1.2 | 05 | $0 \cdot 3$ | 0. | 7.7 | 4 4. | + | 15 | 3 | 43. | $7{ }^{\text {I }}$ | -130 | 4 | $\text { 新 } 6$ | $18$ | 42 | 14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Top 10 Avg. | 0.3 | 33 | 1.6 | 0.7 | 0.6 | 0.8 | 1.1 | 16 | 2.5 | 3.5 | 4.2 | 58 | 8.5 | 5.1 | 5.3 | 86.7 | 3.2 | 2.3 | 25 |
| Bottom 10 Avg. | 0.1 | 31 | 0.9 | 0.3 | 02 | 0.4 | 0.5 | 0.8 | 1.6 | 2.4 | 3.2 | 4.7 | 6.8 | 44 | 4.6 | 78.5 | 0.0 | 0.3 | 02 |
| March Consensus | 0.2 | 33 | 1.2 | 0.5 | 04 | 0.6 | 0.8 | 12 | 2.1 | 3.1 | 3.7 | 5.3 | 7.6 | 4.8 | 5.1 | 82.5 | 1.6 | 1.4 | 17 |
| Number of Forecasts Changed From A Month Ago: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Down | 9 | 10 | 14 | 16 | 23 | 17 | 18 | 23 | 27 | ${ }^{28}$ | 13 | 12 | 9 | 8 | 30 | 12 | 22 | 16 |  |
| Same | 30 | 30 | 16 | 13 | 14 | 15 | 13 | 14 | 10 | 10 | 12 | 12 | 6 | 10 | 7 | 10 | 15 | 18 | 18 |
| up | 7 | 3 | 13 | 7 | 9 | 7 | 9 | 8 | 8 | 8 | 18 | 17 | 23 | 13 | 5 | 12 | 9 | 11 | 6 |
| Diffusion index | $48 \%$ | $42 \%$ | $49 \%$ | $38 \%$ | $35 \%$ | $37 \%$ | $39 \%$ | $33 \%$ | $29 \%$ | $28 \%$ | 56\% | $56 \%$ | $68 \%$ | 58\% | $20 \%$ | $50 \%$ | $36 \%$ | $44 \%$ | $33 \%$ |

# First Quarter 2010 

Interest Rate Forecasts
Key Assumptions


Key Assumptions

| Blie Chip Fnanclat Fervertats Purel Manbars |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Avg. For-alt.-.A.Fed's MajorCurrencyS index | $--\quad(Q \cdot Q \% \text { Change })$$- \text {-- }\{\text { SAAR! }-$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |  | E. |  |  |
|  | Federal | Prme | LIBOR | Com. | Treas. | Treas. | Treas. | Treas. | Treas | Treas. | Treas. | Aaa | Baa | State 8 | Home |  |  | GDP | Cons. |
|  | Funds | Eank | Rate | Paper | Bulls | Bills | Bills | Notas | Noles | Notes | Bond | Corp | Coro. | Local | Mtg |  | Real | Price | Price |
|  | Rate | Rate | 3-Mo | 1-Mo. | $3-\mathrm{Mo}$. | 6-Mb. | 1-Yf | 2-Yr | $5-\mathrm{Yr}$. | 10.Yr. | $30-\mathrm{Yr}$. | Bond | Bond | Bonds | Rate |  | GOP | Index | Index |
| Clearkew Economics | 1.6 H | 4.6 H | 3.2 H | 1.6 | 1.6 | 1.9 H | 2.2 H | 2.5 | 3.0 | 3.7 | 44 | 6.3 | 9.1 H | 5.4 | 5.9 | 790 | 4.4 | 2.3 | 3.0 |
| Cycledata Corp. | 1.5 | 4.5 | 2.4 | 21 H | 1.5 | 1.7 | 2.0 | 23 | 3.0 | 3.9 | 44 | 6.2 | 8.9 | 4.9 | 5.3 | 790 | 1.8 | 2.0 | 2.6 |
| Naroff Economic Advisors | 1.3 | 4.3 | 1.9 | 1.7 | 1.7 H | 1.9 H | 2.2 H | 2.6 H | 3.3 | 4.0 | 49 | 5.0 | 6.0 | 46 | 5.6 | 745 | 2.2 | 2.0 | 2.2 |
| J.W Coons Advisors LLC | 1.2 | 42 | 23 | 1.1 | 0.8 | 1.2 | 15 | 18 | 2.5 | 2.9 | 3.8 | 5.2 | 7.4 | na | 4.9 | 82.3 | 2.0 | 0.7 | 29 |
| Moody's Economy Com | 1.0 | 40 | 16 | 13 | 0.8 | 1.1 | 13 | 2.2 | 3.0 | 4.6 | 5.0 | 6.4 | 8.5 | na | 6.4 H | na | 2.3 | 0.9 | 2.6 |
| ING Investmend Mgi | 1.0 | 40 | 20 | 1.5 | 0.8 | 1.0 | 12 | 15 | 2.5 | 3.5 | 4.2 | 5.5 | 8.0 | 5.0 | 6.0 | 790 | 2.0 | 1.2 | 1.5 |
| Dana Securities Amenca | 1.0 | 40 | 19 | 1.1 | 1.1 | 1.3 | 14 | 26 H | 3.2 | 3.9 | 4.8 | 6.1 | 87 | 4.2 | 5.4 | 800 | 2.8 | 1.0 | 1.2 |
| Moody's Capilal Markets | 1.0 | 40 | 15 | 1.2 | 1.0 | 1.3 | 16 | 2.0 | 2.7 | 3.3 | 4.0 | 5.3 | 71 | 46 | 5.2 | 85.3 | 2.6 | 1.8 | 23 |
| Argus Research | 1.0 | 40 | 1.5 | 0.9 | 0.5 | 0.7 | 10 | 1.1 | 1.8 | 3.4 | 3.9 | 5.2 | 78 | 4.7 | 4.9 | 810 | 2.4 | 3.5 H | 33 |
| Kelner Economic Advisers | 1.0 | 40 | 14 | 1.4 | 1.2 | 1.4 | 16 | 1.6 | 2.2 | 2.2 | 4.0 | 5.8 | B2 | 5.0 | 5.0 | 740 | 2.6 | 2.8 | 3.4 M |
| Wells Captal Management | 10 | 40 | 15 | 1.6 | 14 | 14 | 15 | 1.6 | 2.5 | 3.6 | 4.4 | 6.1 | 90 | 4.5 | 5.3 | 830 | 2.7 | 23 | 2.0 |
| Wayne Hummer Investments | 08 | 38 | 15 | 1.0 | 0.8 | 10 | 12 | 15 | 26 | 35 | 4.1 | 5.8 | 79 | 5.0 | 5.2 | 815 | 2.4 | 16 | 22 |
| Woodworth Holdings | 08 | 38 | 1.5 | 11 | 07 | 10 | 1.2 | 1.5 | 2.4 | 31 | 3.8 | 5.2 | 7.7 | 5.0 | 52 | 91.0 | 3.8 | 15 | 1.8 |
| Action Economics | 08 | 38 | 13 | 0.8 | 09 | $\dagger 1$ | 1.5 | 2.0 | 3.2 | 4.3 | 4.5 | 5.3 | 62 | 4.7 | 51 | 830 | 3.5 | 2.0 | 1.8 |
| Bank of Toyko-Mitsubushi JFJ | 08 | 38 | 13 | 08 | 05 | 08 | 15 | 1.8 | 29 | 36 | 4.6 | 5.0 | 65 | 4.7 | 52 | 84.0 | 2.6 | 25 | 28 |
| Comenca Bank | 07 | 3.7 | 1.3 | 0.9 | 0.7 | 11 | 1.4 | 18 | 25 | 31 | 37 | 4.7 | 59 L | 3.6 L | 48 | 860 | 6.0 H | 11 | 12 |
| Deprince \& Assocrates | 07 | 37 | 16 | 09 | 07 | 10 | 1.3 | 1.8 | 2.6 | 33 | 3.8 | 5.3 | 60 | na | 42 L | B14 | 2.7 | 18 | 2.2 |
| Macrofin Analylics | 05 | 3.8 | 1.6 | 10 | 0.7 | 10 | 1.3 | 1.6 | 2.5 | 32 | 3.9 | 50 | 7.8 | 4.8 | 48 | B2.6 | 25 | 13 | 1.0 |
| Nat'l Assn of Realtors | 05 | 3.5 | 1.7 | 08 | 09 | 12 | 17 | 1.8 | 23 | 32 | 41 | 57 | 82 | 54 | 53 | na | 27 | 12 | 21 |
| Thredgotd Economic Assoc | 05 | 35 | 14 | 08 | 06 | 08 | 10 | 13 | 22 | 31 | 4.1 | 56 | 80 | 4.8 | 50 | 81.0 | 20 | 1.5 | 18 |
| Russell invesiments | 04 | 34 | 071 | 0.5 | 05 | 07 | 0.8 | 1.3 | 2.6 | 33 | 4.6 | 55 | 7.3 | 46 | 51 | 76.0 | 2.8 | 0.9 | 1.5 |
| GLC Financial Economics | 03 | 3.3 | 1.6 | 07 | 0.3 | 07 | 0.8 | 0.9 | 14 L | 24 | 2.9 L | 5.2 | 8.0 | 4.5 | 45 | B2.5 | 1.7 | 1.4 | $2{ }^{\circ}$ |
| BMO Capital Markets | 03 | 33 | 09 | 06 | 04 | 07 | 1.0 | 14 | 22 | 30 | 4.0 | 60 | 8.8 | 5.2 | 53 | 81.0 | 27 | 1.6 |  |
| UBS Warburg | 0.3 | 33 | 1.9 | na | 13 | па | na | 2.5 | 31 | 36 | 4.2 | па | ก3 | na | па | лว | 25 | 16 |  |
| Loomis, Saytes \& Company | 03 | 33 | 08 | 04 | 03 | 05 | 0.9 | 15 | 28 | 35 | 43 | 50 | 6.6 | 46 | 52 | 83.5 | 28 | 0.7 | 15 |
| RES Greenwich Caputal Econ | 03 | 3.3 | 1.6 | 06 | 08 | 13 | 17 | 25 | 35 | 45 | 51 H | 58 | 8.1 | 60 H | 62 | 920 H | 37 | 20 | 26 |
| Economist Intefligence Unit | 03 | 3.3 | 1.4 | 06 | 05 | 07 | 09 | 13 | 23 | 29 | 36 | na | na | na | na | na | 15 | na | 12 |
| Stone Hartor investment Parners | 03 | 33 | 12 | 05 | 02 L | 0.5 | 09 | 1.5 | 2.4 | 31 | 40 | 44 | 6.6 | na | 5.1 | 81.0 | 25 | 1.9 | 22 |
| Wachovia | 0.3 | 33 | 08 | 05 | 04 | 0.6 | 0.7 | 15 | 2.3 | 3.3 | 39 | 31 | 8.5 | 48 | 4.7 | 900 | 2.0 | 1.5 | 14 |
| Scotiabank | 0.3 | 33 | na | na | 03 | na | na | 15 | 2.7 | 3.4 | 39 | 35 | 7.5 | 39 | 5.3 | na | 2.5 | 1.5 | 15 |
| Georgia State University | 0.3 | 33 | na | na | 04 | 0.5 | 06 | 11 | 1.9 | 2.7 | 34 | 5.2 | 8.2 | na | 4.9 | na | 1.2 L | 1.1 | 23 |
| PNC Financial Services Comp. | 0.2 | 3.3 | 1.4 | 0.5 | 0.4 | 0.5 | 07 | 1.1 | 2.0 | 2.8 | 40 | 5.3 | 8.0 | 50 | 4.8 | 870 | 2.5 | 1.8 | 24 |
| Scciete Generale | 0.2 | 3.3 | 13 | กа | 0.3 | 0.7 | 15 | 24 | 3.5 H | 3.9 | 4.4 | 5.8 | 6.5 | na | 5.2 | 839 | 3.1 | 0.9 | 0.9 |
| RDQ Economics | 0.2 | 33 | 11 | 0.3 | 0.5 | 0.9 | 11 | 1.3 | 3.0 | 4.6 H | 51 H | 67 H | 8.9 | 56 | 6.3 | 811 | 16 | 2.6 | 26 |
| Mesirow Financial | 0.2 | 32 | 1.2 | 0.3 | 0.4 | 0.7 | 11 | 1.7 | 2.3 | 3.1 | 3.7 | 5.1 | 75 | 4.5 | 51 | 816 | 3.0 | 02 | 0.8 |
| Woodley Park Research | 0.2 | 32 | 09 | 0.3 | 0.4 | 05 | 08 | 1.1 | 17 | 2.6 | 3.0 | 5.1 | 7.8 | 4.5 | 4.9 | 790 | 3.5 | 1.5 | 27 |
| Fannie Mae | 0.2 | 32 | na | na | 0.4 | na | 16 | na | na | 3.1 | 4.0 | 5.6 | na | na | 5.2 | na | 2.6 | 1.1 | 2.3 |
| Standard \& Poor's Corp | 02 | 33 | 1.5 | 0.8 | 0.6 | 0.7 | 09 | 1.3 | 2.0 | 2.9 | na | 5.0 | 7.7 | 5.0 | 49 | 79.4 | 2.9 | 14 | 2.7 |
| Earclays Capital | 0.2 | 33 | 0.9 | 0.3 | 0.2 L | 0.4 L | 0.5 L | 1.3 | 2.9 | 4.3 | 5.0 | 6.1 | 77 | 5.3 | 5.6 | na | 3.5 | 14 | 00 L |
| Chmura Economics \& Analytics | 0.2 | 33 | 0.9 | 0.4 | 0.2 L | 04 L | 0.8 | 1.1 | 1.9 | 2.8 | 3.6 | 5.5 | na | na | 4.8 | 70.3 L | 1.9 | 18 | 1.8 |
| JPMorgan Prware Wealth Mgit. | 0.2 | 3.2 | 1.6 | 0.6 | 0.3 | DS | 0.7 | 1.0 | 1.7 | 3.1 | 4.1 | 6.1 | 90 | 5.4 | 5.1 | 78.2 | 2.0 | 13 | 1.6 |
| Goldman Sachs 8 Co | 0.1 L | 3.3 | 1.0 | na | 0.5 | na | na | 0.8 | 2.2 | 3.1 | 3.9 | 4.2 L | па | na | 5.1 | na | 1.5 | 03 | 0.2 |
| Nomura Secuities. Inc. | 01 L | 3.1 L | 0.7 L | 0.2 L | 0.4 | 06 | 0.8 | 2.0 | 2.6 | 3.3 | 4.1 | 5.4 | 7.2 | па | 53 | 82.0 | 2.6 | 1.2 | 1.4 |
| Banc of Anenca-Merill Lynch | 01 L | па | 0.9 | па | 0.4 | na | na | 0.6 L | 1.4 | 22 L | 3.0 | na | na | na | na | na | 2.3 | 00 | 0.9 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Top 10 Avg . | 12 | 4.2 | 2.0 | 1.4 | 1.3 | 14 | 1.8 | 2.4 | 3.2 | 4.2 | 4.8 | 6.2 | ${ }^{8 .} 8$ | 5.3 | 5.8 | 86.6 | 3.7 | 2.4 | 2.8 |
| Bottom 10 Avg. | 0.2 | 3.2 | 0.8 | 04 | 0.3 | 0.5 | 0.7 | 1.0 | 1.8 | 2.6 | 3.4 | 48 | 6.5 | 4.3 | 4.7 | 76.8 | 1.7 | 0.5 | 08 |
| March Consensus | 0.7 | 3.8 | 1.6 | 11 | 0.9 | 1.1 | 1.4 | 1.8 | 26 | 35 | 4.1 | 55 | 7.6 | 4.8 | 5.4 | 82.1 | 2.7 | 1.5 | 19 |
| Number of Forecasts Changed From A Month Ago: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Down | 14 | 14 | 20 | 19 | 21 | 21 | 22 | 25 | 23 | 27 | 16 | 15 | 10 | 7 | 25 | 17 | 17 | 15 |  |
| Same | 26 | 25 | 14 | 10 | 17 | 12 | 9 | 13 | 11 | 11 | 12 | 11 | $B$ | 12 | 9 | 6 | 17 | 15 | 17 |
| Up | 4 | 4 | 7 | 7 | 6 | 6 | 9 | 5 | 9 | 6 | 14 | 15 | 19 | 11 | 7 | 9 | 10 | 13 | 11 |
| Diffusion Index | $39 \%$ | $38 \%$ | $34 \%$ | $33 \%$ | 33\% | $31 \%$ | $34 \%$ | $27 \%$ | 34\% | 26\% | 48\% | 50\% | $62 \%$ | 57\% | $28 \%$ | $38 \%$ | 42\% | $48 \%$ | $44 \%$ |

# Third Quarter 2010 

Interest Rate Forecasts
Key Assumptions

| 田卦 C C <br> Firgnatit Fortetults Pron Itamberes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Avg. For <br> $\cdots$-atr.-- <br> A. <br> Fed's Major <br> Currency <br> $\$$ Index | $\cdots . . . .(Q . Q \%$ Change $)$ <br> -__-_SAAR1.-........ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 15 |  | B. |  |  |
|  | Federal | Prme | LIBOR | Com. | Treas | Treas. | Freas | Treas. | Treas. | Treas | Treas. | Aas | Ваа | Stale \& | Home |  |  | GDP | Cons |
|  | Funds | Bank | Rate | Paper | Bills | Bills | Bills | Notes | Noles | Notes | Bond | Corp. | Corp | Lecal | M19. |  | Real | Price | Price |
|  | Rate | Rate | 3-M\%. | 1-Mo. | $3 . \mathrm{Mo}$. | S-MO. | 1-Yr. | 2. Yr | 5-Yr. | 10.Yr. | $30 . \mathrm{Yr}$ | Bond | Bond | Bonds | Rate |  | GDP | index | Index |
| Naroff Economic Advisors | 25 H | 5.5 H | 3.1 | 28 H | 2.8 H | 3.0 H | 3.0 H | 3.4 H | 4.1 | 4.9 H | 5.7 H | 5.1 | 6.0 L | 5.2 | 6.5 | 76.0 | 2.4 | 2.2 | 2.6 |
| Clearliew Etonomics | 2.4 | 5.4 | 40 H | 2.4 | 2.4 | 2.6 | 2.8 | 3.1 | 34 | 4.1 | 46 | 6.6 | 9.5 H | 5.6 | 6.3 | 77.0 | 3.8 | 2.5 | 3.6 |
| Cyctedala Comp. | 20 | 5.0 | 2.9 | 26 | 2.0 | 22 | 2.5 | 2.8 | 35 | 4.4 | 5.0 | 6.7 | 9.2 | 5.2 | 56 | 80.0 | 2.0 | 2.3 | 2.9 |
| J.W Coons Advisors LLC | 1.7 | 4.7 | 29 | 16 | 1.3 | 16 | 2.0 | 2.3 | 28 | 3.2 | 4.0 | 5.4 | 7.4 | па | 52 | 79.6 | 2.5 | 1.7 | 2.8 |
| Moody's Economy com | 1.5 | 4.5 | 21 | 1.7 | 1.3 | 16 | 1.8 | 28 | 33 | 4.8 | 5.2 | 6.5 | 86 | na | 67 H | па | 3.6 | 1.0 | 26 |
| Daiwa Securties America | 1.5 | 4.5 | 2.3 | 16 | 1.5 | 17 | 1.8 | 31 | 3.7 | 4.3 | 5.2 | 6.4 | B. 8 | 4.0 | 56 | 78.0 | 2.7 | 1.0 | 12 |
| Nat' Assn. of Reallors | 1.5 | 4.5 | 20 | 1.7 | 17 | 1.9 | 2.0 | 21 | 24 | 33 | 4.2 | 5.8 | 8.0 | 5.5 | 55 | па | 2.7 | 13 | 23 |
| Mooty's Capital Markets | 1.5 | 4.5 | 20 | 1.6 | 16 | 1.8 | 2.2 | 25 | 3.0 | 3.5 | 4.9 | 5.4 | 7.1 | 44 | 5.4 | 86.2 | 2.9 | 18 | 25 |
| Comerica Bank | 1.5 | 4.5 | 20 | 1.7 | 14 | 1.8 | 2.2 | 26 | 3.0 | 3.5 | 4.0 | 4.9 | 61 | 3.81 | 5.2 | 870 | 4.0 | 1.2 | 14 |
| Wells Captal Management | 1.4 | 44 | 19 | 1.9 | 18 | 1.8 | 1.9 | 21 | 2.8 | 3.9 | 4.7 | 64 | 92 | 4.9 | 5.6 | 835 | 3.0 | 25 | 25 |
| Kellner Economic Advisers | 1.4 | 44 | 17 | 1.5 | 15 | 1.7 | 1.8 | 18 | 2.5 | 2.4 | 4.4 | 60 | B. 2 | 5.0 | 5.2 | 720 | 26 | 30 | 3.8 H |
| RBS Greemwich Capital Econ | 1.3 | 43 | 25 | 1.7 | 17 | 2.3 | 2.9 | 30 | 4.3 H | 4 B | 5.3 | 60 | 80 | 5.8 | 6.5 | 940 H | 4.2 H | 22 | 28 |
| Action Economics | 13 | 43 | 1.6 | 13 | 12 | 1.5 | 18 | 2.3 | 3.4 | 44 | 46 | 53 | 6.3 | 4.8 | 5.1 | 830 | 36 | 2.1 | 1.9 |
| Wapme Hummer Investmenls | 12 | 42 | 1.6 | 1.4 | 12 | 1.4 | $\dagger 5$ | 1.9 | 2.8 | 37 | 42 | 59 | 81 | 5.1 | 5.3 | 806 | 27 | 18 | 2.3 |
| OePrince \& Assoc | 12 | 42 | 2.0 | 1.5 | 12 | 1.5 | 18 | 2.3 | 3.0 | 35 | 39 | 55 | 6.2 | na | 4.4 L | 821 | 27 | 1.8 | 2.2 |
| Macrofin Analytics | 10 | 42 | 2.0 | 13 | 12 | 1.5 | 18 | 2.0 | 2.6 | 33 | 40 | 5.0 | 7.7 | 4.7 | 5.0 | 830 | 25 | 15 | 1.3 |
| ING Investment Mgy. | 1.0 | 4.0 | 20 | 15 | 0.8 | 1.0 | 12 | 15 | 25 | 35 | 43 | 5.6 | 8.0 | 50 | 60 | 78.0 | 20 | 12 | 1.5 |
| Woodwornh Holdings | 10 | 40 | 1.8 | 14 | 10 | 12 | 15 | 1.8 | 2.7 | 33 | 40 | 53 | 7.7 | 5.0 | 54 | 930 | 41 | 1.5 | 1.8 |
| Argus Research | 10 | 4.0 | 1.5 | 10 | 06 | 08 | 11 | 1.2 | 19 | 35 | 40 | 5.3 | 7.6 | 47 | 49 | 81.5 | 21 | 3.5 H | 30 |
| Russell Invesiments | 08 | 3 B | 09 | 07 | 0.7 | 10 | 12 | 1.6 | 28 | 35 | 47 | 5.5 | 37 | 47 | 5.2 | 75.3 | 31 | 11 | 2.0 |
| Ecomomiss Inteligence Unit | 08 | 3.8 | 18 | 09 | 0.8 | 09 | 1.2 | 1.6 | 25 | 33 | 40 | na | na | па | na | na | 1.6 | in | 14 |
| Stone Harbor Invegtment Partners . 10 Capital Markets | 08 | 3.8 | 15 | 10 | 05 | 08 | 1.4 | 2.7 | 30 | 37 | 45 | 4.8 | 6.8 | na | 57 | 790 | 4.0 | 2.3 | 28 |
|  | 0.8 | 3.8 | 13 | 10 | 08 | 11 | 1.5 | 20 | 26 | 3 ? | 41 | 6.1 | B. 8 | 52 | 54 | 800 | 2.8 | 1.7 | 26 |
| - NC: Financial Services Corp | 07 | 3.7 | 18 | 09 | 08 | 0.9 | 1.1 | 15 | 24 | 32 | 44 | 5.4 | $B 0$ | 53 | 51 | 850 | 3.0 | 1.8 | 24 |
| Thredgold Economic Assoc: | 07 | 37 | 16 | 10 | 08 | 10 | 1.2 | 15 | 2.4 | 3.2 | 42 | 57 | 80 | 4.8 | 50 | 810 | 24 | 1.7 | 20 |
| Gre Financial kconomics | 0.7 | 37 | 18 | 1.0 | 04 | 08 | 1.0 | $t 1$ | 1.5 | 2.4 | 2.9 | 52 | 79 | 4.4 | 4.5 | B2 2 | 2.8 | 16 | 29 |
| Chmura Ecomomics \& Analyucs | 07 | 37 | 11 | 09 | 06 | 08 | 1.1 | 14 | 22 | 32 | 38 | 55 | na | na | 51 | 674 L, | 2.8 | 17 | 19 |
| UBS Warburg | 0.6 | 36 | 19 | na | 14 | na | na | 28 | 33 | 3.8 | 4.4 | na | na | па | na | na | 2.6 | 16 | 24 |
| Loomis. Sayles 8 Company | 0.6 | 36 | 12 | 08 | 07 | 0.9 | 1.1 | 16 | 28 | 35 | 4.3 | 49 | 62 | 44 | 5.1 | 835 | 2.7 | 09 L | 14 |
| Woodiey Park Resparch | 0.4 | 34 | 11 | 05 | 06 | 0.7 | 10 | 1.3 | 1.8 | 26 | 3.0 | 51 | 7.8 | 45 | 50 | 775 | 34 | 17 | 3.1 |
| Wachovia | 0.3 | 33 | 08 | 05 | 05 | 0.7 | 08 | 1.6 | 2.4 | 34 | 3.9 | 58 | 8.6 | 48 | 4.8 | 91.0 | 23 | 17 | 1.9 |
| Scotabank | 03 | 33 | па | na | 18 | na | na | 1.8 | 3.1 | 36 | 41 | 56 | 7.6 | 4.1 | 55 | na | 3.0 | 20 | 1.6 |
| Georgla Stale University | 03 | 33 | na | กั | 05 | 0.6 | 08 | 1.2 | 2.0 | 2.8 | 35 | 52 | 8.2 | กa | 50 | na | 10 L | 1.3 | 2.6 |
| Standard \& Poors Corp | 0.2 | 33 | 1.6 | 0.9 | 0.7 | 0.9 | 10 | 1.4 | 2.2 | 29 | na | 5.1 | 7.8 | 5.0 | 5.0 | 78.1 | 21 | 1.5 | 2.8 |
| Societe Generale | 02 | 3.3 | 14 | па | 0.4 | 0.8 | 1.7 | 2.7 | 37 | 4.0 | 46 | 5.8 | 6.5 | na | 55 | 81.4 | 3.0 | 0.9 | 0.9 |
| ROQ Economics | 02 | 3.3 | 1.1 | 03 | 0.5 | 0.3 | 11 | 1.3 | 31 | 48 | 53 | 6.8 H | 8.9 | 58 H | 65 | 80.6 | 22 | 2.7 | 2.9 |
| Mesirow Financial | 02 | 3.2 | 1.1 | 03 | 0.4 | 08 | 11 | 1.7 | 24 | 32 | 39 | 5.1 | 7.2 | 4.5 | 52 | 80.8 | 37 | 0.2 | 1.0 |
| Fannie Mae | 02 | 3.2 | na | na | 0.4 | na | 18 | na | na | 3.1 | 41 | 5.5 | n ${ }^{\text {a }}$ | na | 52 | na | 2.6 | 1.3 | 28 |
| Barclays Capital | 0.2 | 3.3 | 08 | 0.3 | 0.2 L | 041 | 0.5 L | 13 | 29 | 4.3 | 5.0 | 6.1 | 75 | 52 | 56 | na | 3.5 | 16 | 2.0 |
| J.P. Morgan Chase | 0.2 | 3.2 | 1.6 | 07 | 0.3 | 05 | 0.7 | 1.0 | 18 | 3.3 | 4.3 | 6.3 | 9.2 | 55 | 52 | 37.5 | 2.5 | 1.4 | 2.0 |
| JPMorgan Privare Wealin Mggt | 0.2 | 3.2 | 1.6 | 07 | 0.3 | 05 | 0.7 | 1.0 | 18 | 3.3 | 4.3 | 6.3 | 9.2 | 55 | 5.2 | 77.5 | 2.5 | 1.4 | 20 |
| Goldman Sachs 8 Co | 0.1 L | 3.3 | 10 | na | 0.5 | na | nа | 0.8 | 2.4 | 3.3 | 4.1 | 44 L | па | na | 5.3 | na | 2.0 | -03 | 0.2 L |
| Nomura Securibes, Inc. | 0.1 L | 3.1 L | 0.6 L | 0.2 L | 0.4 | 06 | 0.8 | 21 | 27 | 3.4 | 4.1 | 5.4 | 7.2 | na | 53 | 82.0 | 2.7 | 1.0 | 11 |
| Banc of Amenta-Merrill Lynch | 0.1 L | na | 0.8 | nа | 04 | na | na | 061 | 1.3 L | 2.1 L | 2.8 L | па | na | па | na | па | 1.3 | 0.3 | 03 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Top 10 Avg. | 1.8 | 4.8 | 2.6 | 2.0 | 1.9 | 2.1 | 2.3 | 2.9 | 3.6 | 4.5 | 5.1 | 6.4 | 9.0 | 5.5 | 6.1 | 869 | 38 | 2.5 | 3.1 |
| Bottom 10 Avg . | 0.2 | 3.2 | 0.9 | 05 | 0.4 | 0.6 | 0.8 | 1.1 | 1.9 | 2.8 | 3.6 | 4.9 | 6.6 | 4.3 | 4.9 | 75.6 | 1.9 | 0.5 | 1.0 |
| March Consensus | na | na | na | na | па | ла | na | na | na | п® | na | па | na | na | na | па | na | na | na |
| Number of Forecasts Changed From A Month Ago: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1 Down | na | ла | na | na | na | na | na | па | na | na | na | na | na | na | ma | na | na | лa | กа |
| Same | na | na | na | па | па | na | na | na | na | na | na | na | па | n2 | п3 | па | na | na | na |
| Up | na | na | na | na | ra | na | na | na | na | na | na | na | па | па | na | na | na | na | па |
| Diffusion Index | па \% | na \% | na \% | na \% | $n \mathrm{~m} \%$ | na \% | па \% | па \% | na \% | na $\%$ | па \% | na \% | na \% | na \% | na \% | na \% | ла \% | กа \% | na \% |

## International Interest Rate And Foreign Exchange Rate Forecasts

|  | 3 Mo. Dollar Rate |  |  |
| :--- | :---: | :---: | :---: |
| Blue Chip Forecasters | $\operatorname{In} 3 \mathrm{Mo}$ | In 6 Mo | In 12 Mo |
| Scotiabank | 1.14 | 0.90 | 0.50 |
| Deutsche Bank AG | na | na | na |
| WestLB | 1.00 | 0.80 | 0.70 |
| TNG Financial Markets | 1.20 | 0.90 | 0.75 |
| Mizuho Research Institute | 1.10 | 0.75 | 0.50 |
| April Consensus | $\mathbf{1 . 1 1}$ | $\mathbf{0 . 8 4}$ | $\mathbf{0 . 6 1}$ |
| High | 1.20 | 0.90 | 0.75 |
| Low | 1.00 | 0.75 | 0.50 |
| Last Months Avg. | 1.15 | 0.86 | 0.63 |


| United States |  |  |
| :---: | :---: | :---: |
| 10 Yr. Gov't Bond Yield \% |  |  |
| In 3 Mo . | In 6 Mo | In 12 Mo . |
| 2.50 | 2.35 | 3.10 |
| na | na | na |
| 2.10 | 2.00 | 2.80 |
| 1.70 | 1.70 | 2.10 |
| 2.60 | 2.50 | 2.90 |
| 2.23 | 2.14 | 2.73 |
| 2.60 | 2.50 | 3.10 |
| 1.70 | 1.70 | 2.10 |
| 2.23 | 2.19 | 2.69 |


| Fed's Major Currency $\$$ Index |  |  |  |
| :---: | :---: | :---: | :---: |
| In 3 Mo. | In $6 \mathbf{M o}$ | In 12 Mo |  |
| na | na | na |  |
| na | na | na |  |
| 84.0 | 85.0 | 84.0 |  |
| 92.1 | 93.7 | 93.8 |  |
| 81.8 | 83.0 | 84.3 |  |
| $\mathbf{8 6 . 0}$ | $\mathbf{8 7 . 2}$ | $\mathbf{8 7 . 4}$ |  |
| 92.1 | 93.7 | 93.8 |  |
| $\mathbf{8 1 . 8}$ | 83.0 | 840 |  |
| $\mathbf{8 5 . 0}$ | $\mathbf{8 6 . 4}$ | $\mathbf{8 7 . 4}$ |  |


| : $\quad$ japan |  |  |
| :---: | :---: | :---: |
| 10 Yr . Gov't Bond Yield \% |  |  |
| In 3 Mo . | In 6 Mo . | In 12 Mo . |
| 1.20 | 1.40 | 1.60 |
| na | na | na |
| 1.30 | 1.30 | 1.40 |
| 1.10 | 1.10 | 1.20 |
| 1.20 | 1.15 | 1.20 |
| 1.20 | 1.24 | 1.35 |
| 1.30 | 1.40 | 1.60 |
| 1.10 | 1.10 | 1.20 |
| 118 | 1.23 | 1.33 |


| Unitedithagdofn |  |  |
| :---: | :---: | :---: |
| 10 Yr . Gilt Yleids \% |  |  |
| in 3 Mo . | In 6 Mo . | In 12 Mo . |
| 3.30 | 3.50 | 4.00 |
| na | na | na |
| 3.50 | 350 | 3.50 |
| 2.80 | 2.50 | 3.00 |
| 3.00 | 2.90 | 3.10 |
| 3.15 | 3.10 | 3.40 |
| 3.50 | 3.50 | 4.00 |
| 2.80 | 2.50 | 3.00 |
| 3.21 | 3.23 | 3.45 |


| USDIPound Sterling |  |  |
| :---: | :---: | :---: |
| $\operatorname{In} 3 \mathrm{Mo}$. | $\operatorname{In} 6 \mathrm{Mo}$ | $\operatorname{In} 12 \mathrm{Mo}$ |
| 1.39 | 1.41 | 1.48 |
| na | na | na |
| 1.40 | 1.45 | 1.50 |
| 1.33 | 1.31 | 1.38 |
| na | na | na |
| 1.37 | 1.39 | 1.45 |
| 1.40 | 1.45 | 1.50 |
| 1.33 | 1.31 | 1.38 |
| 1.41 | 1.43 | 1.49 |


|  | 3 Mo. Franc Rate $\%$ |  |  |
| :--- | :---: | :---: | :---: |
| Blue Chip Forecasters | In 3 Mo. | $\ln 6$ Mo. | In 12 Mo. |
| Scotiabank | 0.40 | 0.50 | 0.80 |
| Deutsche Bank AG | na | na | na |
| WestLB | 0.50 | 0.50 | 0.50 |
| ING Financial Markets | 0.20 | 0.20 | 0.30 |
| Mizuho Research Institute | na | na | na |
| April Consensus | $\mathbf{0 . 3 7}$ | $\mathbf{0 . 4 0}$ | $\mathbf{0 . 5 3}$ |
| High | 0.50 | 0.50 | 0.80 |
| Low | 0.20 | 0.20 | 0.30 |
| Last Months Avg. | 0.43 | 0.43 | 0.53 |


|  |  |  |
| :---: | :---: | :---: |
| 10 Yr. Gov't Bond Yield \% |  |  |
| In 3 Mo . | In 6 Mo. | In 12 Mo . |
| 2.00 | 1.80 | 2.00 |
| na | na | na |
| 2.00 | 1.80 | 2.00 |
| 1.90 | 2.00 | 2.00 |
| na | na | na |
| 1.97 | 1.87 | 2.00 |
| 2.00 | 2.00 | 2.00 |
| 1.90 | 1.80 | 2.00 |
| 1.97 | 1.87 | 2.00 |


|  | 3 Mo. Dollar Rate |  |  |
| :--- | :---: | :---: | :---: |
| Blue Chip Forecasters | In 3 Mo. | In 6 Mo. | In 12 Mo. |
| Scotiabank | 1.35 | 1.20 | 0.80 |
| Deutsche Bank AG | na | na | na |
| WestLB | 1.40 | 1.25 | 1.00 |
| ING Financial Markets | 1.40 | 1.30 | 0.90 |
| Mizuho Research Institute | na | na | na |
| April Consensus | 1.38 | 1.25 | 0.90 |
| High | 1.40 | 1.30 | 1.00 |
| Low | 1.35 | 1.20 | 0.80 |
| Last Months Avg. | 1.30 | 1.15 | 0.87 |


| Qterecras |  |  |
| :---: | :---: | :---: |
| 10 Yr. Gov't Bond Yield \% |  |  |
| In 3 Mo . | In 6 Mo . | in 12 Mo . |
| 2.40 | 2.20 | 3.00 |
| na | na | na |
| 2.75 | 2.75 | 3.00 |
| 2.20 | 2.00 | 2.20 |
| na | na | na |
| 2.45 | 2.32 | 2.73 |
| 2.75 | 2.75 | 3.00 |
| 2.20 | 2.00 | 2.20 |
| 2.58 | 2.55 | 2.77 |


| CADIUSD |  |  |
| :---: | :---: | :---: |
| In 3 Mo. | $\ln 6 \mathrm{Mo}$. | $\ln 12 \mathrm{Mo}$. |
| 1.33 | 1.32 | 1.23 |
| na | na | na |
| 1.30 | 1.35 | 1.35 |
| 1.36 | 1.39 | 1.42 |
| na | na | na |
| 1.33 | 1.35 | 1.33 |
| 1.36 | 1.39 | 1.42 |
| 1.30 | 1.32 | 1.23 |
| 1.31 | 1.32 | 1.30 |

International Interest Rate And Foreign Exchange Rate Forecasts

|  | 3 Mo. Dollar Rate |  |  |
| :---: | :---: | :---: | :---: |
| Blue Chip Forecasters | $\ln 3 \mathrm{Mo}$. | $\ln 6 \mathrm{Mo}$. | in 12 Mo . |
| Scotiabank | 3.40 | 3.40 | 3.80 |
| Jeutsche Bank AG | na | na | na |
| $\therefore$ AestLB | 3.75 | 3.75 | 4.00 |
| VG Financial Markets | na | na | na |
| $\because \cdot$ zuho Research Institute | na | na | na |
| April Consensus | 3.58 | 3.58 | 3.90 |
| -9.gh | 3.75 | 3.75 | 4.00 |
| -ow | 3.40 | 3.40 | 3.80 |
| -ast Months Avg. | 3.63 | 3.63 | 4.00 |


| Australla |  |  |
| :---: | :---: | :---: |
| 10 Yr. Gov't Bond Yield \% |  |  |
| $\ln 3 \mathrm{Mo}$. | $\ln 6 \mathrm{Mo}$. | $\ln 12 \mathrm{Mo}$ |
| 4.00 | 4.00 | 4.50 |
| na | na | na |
| 4.00 | 4.25 | 4.35 |
| na | na | na |
| na | na | na |
| 4.00 | 4.43 | 4.43 |
| 4.00 | 4.25 | 4.50 |
| 4.00 | 4.00 | 4.35 |
| 3.90 | 4.13 | 4.43 |


| USD/AUD |  |  |
| :---: | :---: | :---: |
| $\operatorname{In} 3 \mathrm{Mo}$ | $\ln 6 \mathrm{Mo}$. | $\ln 12 \mathrm{Mo}$ |
| 0.60 | 0.60 | 0.64 |
| na | na | na |
| 0.65 | 0.65 | 0.70 |
| 0.59 | 0.57 | 0.56 |
| na | na | na |
| $\mathbf{0 . 6 1}$ | $\mathbf{0 . 6 1}$ | 0.63 |
| 0.65 | 0.65 | 0.70 |
| 0.59 | 0.57 | 0.56 |
| 0.63 | 0.63 | 0.66 |


|  | 3 Mo. Euro Rate |  |  |
| :--- | :---: | :---: | :---: |
| Blue Chip Forecasters | In 3 Mo. | in 6 Mo. | In 12 Mo. |
| Scotiabank | $\mathbf{1 . 3 0}$ | 1.20 | 1.60 |
| Jeutsche Bank AG | na | na | na |
| NestLB | 2.00 | 1.75 | 1.75 |
| NG Financial Markets | 1.80 | 1.70 | 1.50 |
| Mizuho Research Institute | 1.40 | 1.10 | 0.90 |
| April Consensus | $\mathbf{1 . 6 3}$ | $\mathbf{1 . 4 4}$ | $\mathbf{1 . 4 4}$ |
| High | 2.00 | 1.75 | 1.75 |
| -ow | 1.30 | 1.10 | 0.90 |
| ast Months Avg. | 1.73 | $\mathbf{1 . 5 4}$ | 1.49 |


| Eurgzone |  |  |
| :---: | :---: | :---: |
| 10 Yr Euro Bond Yield \% |  |  |
| $\ln 3 \mathrm{Mo}$. | $\ln 6 \mathrm{Mo}$ | In 12 Mo |
| 3.00 | 2.70 | 3.00 |
| na | na | na |
| 3.50 | 3.30 | 3.50 |
| 2.70 | 2.70 | 3.00 |
| na | na | na |
| $\mathbf{3 . 0 7}$ | 2.90 | 3.17 |
| 3.50 | 3.30 | 3.50 |
| 2.70 | 2.70 | 3.00 |
| 3.07 | 2.93 | 3.13 |


| USD/EUR |  |  |
| :---: | :---: | :---: |
| In 3 Mo. | In 6 Mo | $\ln 12 \mathrm{Mo}$ |
| 1.25 | 1.30 | 1.38 |
| na | na | na |
| 1.30 | 1.28 | 1.30 |
| 1.20 | 1.18 | 1.20 |
| 1.28 | 1.26 | 1.24 |
| 1.26 | 1.26 | 1.28 |
| 1.30 | 1.30 | 1.38 |
| 1.20 | 1.18 | 1.20 |
| 1.28 | 1.27 | 1.29 |


|  | 10 Yr.Cort Boed Yoids\% |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Germany |  |  | France |  |  | Italy |  |  | Spain |  |  |
| Blue Chip Forecasters | In 3 Mo . | $\ln 6 \mathrm{Mo}$. | $\ln 12 \mathrm{Mo}$. | $\ln 3 \mathrm{Mo}$. | $\ln 6 \mathrm{Mo}$. | In 12 Mo . | $\ln 3 \mathrm{Mo}$ | In 6 Mo. | $\ln 12 \mathrm{Mo}$. | $\ln 3 \mathrm{Mo}$. | In 6 Mo . | In 12 MO |
| Scotiabank | 3.00 | 2.70 | 3.00 | 3.50 | 3.20 | 3.50 | 4.40 | 4.20 | 4.50 | 4.10 | 3.90 | 4.20 |
| Nest LB | 2.70 | 2.50 | 2.70 | 3.10 | 3.00 | 3.20 | 4.50 | 4.30 | 4.50 | 4.00 | 3.90 | 4.00 |
| ING Financial Markets | 2.70 | 2.70 | 3.00 | 3.25 | 3.15 | 3.30 | 4.20 | 3.90 | 4.00 | 3.90 | 3.70 | 3.80 |
| Mizuho Research Institute | 2.85 | 2.70 | 2.75 | 3.35 | 3.20 | 3.15 | 4.35 | 4.20 | 4.25 | 3.95 | 3.80 | 3.85 |
| April Consensus | 2.81 | 2.65 | 2.86 | 3.30 | 3.14 | 3.29 | 4.36 | 4.15 | 4.31 | 3.99 | 3.83 | 3.96 |
| High | 3.00 | 2.70 | 3.00 | 3.50 | 3.20 | 3.50 | 4.50 | 4.30 | 4.50 | 4.10 | 3.90 | 4.20 |
| Low | 2.70 | 2.50 | 2.70 | 3.10 | 3.00 | 3.15 | 4.20 | 3.90 | 4.00 | 3.90 | 3.70 | 3.80 |
| Last Months Avg. | 2.83 | 2.69 | 2.86 | 3.31 | 3.18 | 3.29 | 4.40 | 4.19 | 4.31 | 4.00 | 3.86 | 3.96 |


|  | Consensus Femocasto <br>  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Current | In 3 Mo . | in 6 Mo. | $\ln 12 \mathrm{Mo}$. |
| Japan | -1.41 | -1.03 | -0.90 | -1.38 |
| United Kingdom | 0.46 | 0.93 | 0.96 | 0.68 |
| Switzerland | -0.54 | -0.26 | -0.27 | -0.73 |
| Canada | 0.09 | 0.23 | 0.18 | 0.01 |
| Australia | 1.83 | 1.78 | 1.99 | 1.70 |
| Germany | 0.36 | 0.59 | 0.51 | 0.14 |
| 'rance | 0.93 | 1.08 | 1.00 | 0.56 |
| Italy | 1.67 | 2.14 | 2.01 | 1.59 |
| Spain | 1.37 | 1.76 | 1.69 | 1.24 |
| Eurozone | 1.53 | 0.84 | 0.76 | 0.44 |


|  | Consenstus Forecats <br> 3 Wo, Interest Rates ws L.S. Rate |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Current | In 3 Mo . | In 6 Mo . | $\ln 12 \mathrm{Mo}$. |
| Japan | -0.63 | -0.44 | -1.45 | 0.01 |
| United Kingdom | 0.19 | 0.59 | 0.64 | 0.85 |
| Swizerland | -0.25 | -0.74 | -0.44 | -0.08 |
| Canada | -0.50 | 0.27 | 0.41 | 0.29 |
| Australia | 2.17 | 2.47 | 2.74 | 3.29 |
| Eurozone | -0.08 | 0.52 | 0.60 | 0.83 |

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A Sampling of Views on the Economy, Financial Markets and Government Policy Excerpted from Recent Reports Issued by our Blue Chip Panel Members and Others

## The Power Of An Dinlimited Balance Sheet

The Fed moved aggressively this weck to further expand its credit easing program. It said it would purchase $\$ 300 \mathrm{bn}$ of longer-term Treasury securities and raise its purchases of agency mortgage-backed securities to $\$ 1.25$ trn (from $\$ 750 \mathrm{bn}$ ) and of agency debt to $\$ 200 \mathrm{bn}$ (from $\$ 100 \mathrm{bn}$ ). Figure I gives some context to the purchases. They represent more than a quarter of the stock of agency-backed mortgages and $8.1 \%$ of the stock of Treasury coupon debt. In the case of the former, the Fed is buying more than twice the net issuance that our strategists project for this year. By any metric, the purchases look massive.
Why did the Fed make this move now? Certainly, the move to Treasury purchases is consistent with Chaiman Bemanke's previous arguments that a central bank needs to be aggressive early in combating the threat of deflation. The Fed believes that the persistent deflations in the US in the 1930s and in Japan in the 1990s could have been prevented by appropriately aggressive policy. The sizeable drop in UK gill yields after the Bank of England announced its purchase plan may have given the Fed more conviction about the effectiveness of this policy, and the Fed could have been influenced by the slow roll-out of programs such as the Ireasury Deparment's Public-Private Investment Fund. It any event. the action makes clear that the Fed will continue to introduce new tools to fight economic weakness. For example, its statement this week indicated that the range of eligible collateral for the Term Asset-Backed Securities Loan Facility was likely to be expanded.
The 50bp fall in treasury rates after the amouncement highlights that the Fed does not necessarily need to buy many trillions of dollars in assets to achieve siguificant results, as some have asserted. Rather, much of the power of its actions comes from markel participants' knowledge that the Fed will commit whatever resources are needed to acheve its goals. We see little reason to doubt that it will be able to raise intlation rates and revive growth through its programs; after all, if the curtently scheduled amounts are not enough, it can keep printing money and multiplying its actions until it sees the desired results. The message from the Fed is clear: We have an unlimited balanee sheet and we are prepared to use it.
Our mortgage strategists expect a fall in the no-point rate on agencybacked mortgages below $5 \%$ to lead to a major refinancing wave. So far, the effeets of low mortgage rates on refinancing has been muted by increases over the past year in upfront guarantee fees and mortgage insurance fees charged by the agencies, which have made mortgages notably more expensive than published rates would suggest. In addition, many borrowers whose home prices had dropped found that they could not meet the loan-to-value requirements to refinance, or that they would be charged additional mortgage insurance fees as a result. However, the administration's Homeowner Affordability Refinance Plan helps by raising the maximum loan-to-value ratio on refinanced agency mortgages to $105 \%$ and sharply reducing or eliminating upfront guarantec and mortgage insurance fees. Also, households whose home value has dropped will not face an increase in their mortgage insurance fees relative to their current payments. We expect these changes to interact with lower mortgage rates to allow more houscholds to refinance, and the reduction in payments will be a support to consumer spending.
Onc of the reasons the Fed is expanding its balance sheet is that it fears deflation. Recent data have been encouraging on this front. The sharp decline in core inflation in 4 Q 08 had led some on the FOMC to wonder if the US had already slipped into a flat or negative core inflation environment, but recent data confirm that the trend remains solidly positive. The core CPI rose $0.2 \%$ in February for the second consecutive month and is now up at a $1.5 \%$ anntualized pace over the past three months and $1.8 \%$ over the past year. The recent firming has been focused in the
core commodities index, as prices of apparel, new vehicles, and medical commoditics all have risen. Producer prices also show this pattern, with all measures of the core PPI moving higher over the past three months. The Fed's action also led to further moves higher in commodity prices. in part because of the dollar's weakening, a desirable turn for those fearing deflation. Despite the recent firming in goods inflation, we continue to expect core inflation to decelerate gradually in coming quarters because of increased slack in the economy. The recent data confirm that disinflation is likely to be gradual rather than rapid.

## Dean Maki, Barclays Capital. New York, NY

## Treasury Provides Details On Public-Private Investment Program

On Monday, Treasury Secretary Geithner unveiled his most comprehensive outline so far of the Administration's Public-Private Investrment Program. The plan will use $\$ 75-\$ 100$ billion in TARP funding, coupled with private funds, to purchase between $\$ 500$ billion and $\$ 1$ trillion in legacy loans and securitics. The focus of the plan is centered on two parts: one that deal with toxic securities (partly through an expansion of the Fed's TAL.I' program) and another that deals with legacy loans.
According to the Treasury, the icgacy loans portion of the plan would "fucilitare market-priced sales of troubled assets" by creating an investment fund that will purchase pools of troubled assets curtently held by banks. Loan cligibility will be determined by the FDC . The goal of the legacy security program is to "restart the narket for legacy secturities, allowing banks and other financial institutions to free up capital and stimulate the extension of new credit. The resulting process of price discovery will alse reduce the uncertainty surrounding the finantiat institutions holding these securities, potimially enabhing them to raise new private capital."
The legacy securities include commercial mortgage-backed securites (('MBS) and residential mortgage backed securities (RMBS) issued by 2009. Broadly speaking, it looks as if the plan provides some pretty large incentives to private investors guarantees, loans, leverage, etc. It would be useful to see private investor interest, especially when Congress is creating some uncertainty. In any case, progress on making credit crunch less pervasive is critical, and this seems likely to be a step in that direction as it ramps up. We continue to expect that the financial rescue plans, along with private sector adjustment and the combination of monetary and fiscal stimulus, will help the economy return to growth in the second half of 2009 .
Maury N. Harris, UBS, New York, NY

## Headwinds Stiffer For '09...But '10 Looking Better

The US economy is in for a wave of stimulus come April 1 , and a plan to relieve banks of their toxic assets is taking shape, finally, but in our view, nonc of it will arrive soon enough to prevent the steepest output decline in post-WWII history. The new information we have received since we last updated our forecasts indicates an even deeper decline in cconomic activity this year, a $3.4 \%$ annualized drop versus $-3.0 \%$ previously. The peak-to-trough output dectine will probably be $4.8 \%$. the largest contraction since the 1930s. We think 2010 is looking better at almost $2 \%$, versus $1.5 \%$ previously, but we remain cautious about whether the growth will last, barring a significant upturn in the supply, and demand, for loan-able funds.
This is an unprecedented fast moving period in terms of the data flow and the events of last week were dramatic enough for us to brush up our GDP forecasts. There were four key factors that have changed rather dramatically in the past few weeks - a deeper global recession, higher energy prices, lower interest rates and a weaker US dollar. While the latter two are positive factors, the fonmer two are overwhelmingly negative for the 2009 outlook.

## Viewpoints

## A Sampling of Views on the Economy, Financial Markets and Government Policy Excerpted from Recent Reports Issued by our Blue Chip Panel Members and Others

(In the positive side for the near-term outlook was the announcement from the Fed that it would delve more decply and formally into quantitative easing, a signal that it intended to re-inflate the economy and move toward monetizing the debt. The result was a major 50 bps rally in Treasuries, producing an almost equal drop in mortgage rates while the sreenback staged one of the steepest one-day declines since the Plaza ficord in the mid-1980s. These factors imply a higher expected trough :n homebailding at atound 400.000 to be reached some time in the next souple of quarters.
However, these factors did not come close to offsetting the significant deterioration in the global economy. As the IMF noted last weck, we are facing the deepest global recession in 60 years. Indecd, our in-house outlook for non- US GDP growth has been shaved by about $3 / 4$ of a percent in the past month, and since demand for US goods is five times more important a driver of exports than the exchange rate, it took exports and capex down by a full percentage point in 2009 . Moreover, for a varjety of supply-related reasons energy prices have crept up of late implying less relief for consumers on that front.
None of these factors suggest the consumer recession will and any time soon. In fact, the new GilP profile suggests we will see another 2.5 million jobs lost in $2009,300 \mathrm{k}$ more than our previous expectation, and that the unemployment rate will hit the ignoble double digit level by early summer. Our weaker capex and export ontlook means more shnttered production, steeper job cuts, and moves the re-hiring process off further in the distance. Against these headwinds the 30 cent jump in gasoline proces is domg little more than adding insult to injury though oronetheless serves as a $\$ 3 \mathrm{~Kb}$ drainage from discretionary spending.
In spite of the efforts to re-inllate the economy, the wheels of deflation have already been set in motion and the risks that it could become enIrenched in consumers' expectations remain a significant risk. Spare upacily is already close to $6 \%$ of (il)P and the gap will probably press Io a very deflationary $7.5 \%$ betore the Public Private Investment pian buys their first mortgage backed security. Moreover, given that over half of all workers have lost their job forever .. this is no ordinary production slump we are dealing with after all - the path to a lower unemployment rate remains far from clear, in our view. And, with 15 million workers hunting tor a meager pool of jobs, we expect wage deflation to persist for the next several years.
Iavid A. Rosenherg and Sheryt King, Banc of American Securifies/Merrill Lynch, New York, NY

## Renewed Credit Growth?

The Fed has now commenced to haul the big guns out using quantitative and credit easing to flood the system with capital. In simpler terms, the fed will be buying increasing volumes of mortgage-backed bonds, other asset-backed bonds and U.S. Treasury bonds with maturities of 2 -to- 10 years, adding to the money supply. The purchases by the Fed will be paid for by printing money. The intention is to restart credit expansion, which will encourage financial institutions to make loans, and houscholds and businesses to borrow money. This is done by reducing interest rates, which increases housing affordability and the prospects of profitable investment spending.
At the same time, the Fed is assuring the yicld curve remains steep by keeping short-tenm interest rates very low. A steep yield curve increases the profitability of banks. Also, the flood of money into the system increases the excess reserves of banks, another factor that encourages banks to open the credit spigots. However, everything the Fed has done so far to encourage credit growth has not been successful. The money supply has grown sharply, but the velocity of money (its tumover rate to buy goods and services) has plummeted. People who have lost
roughly half their wealth and face serious prospects of lower income flows are unlikely to inerease spending and thus are unlikely to borrow money. The same goes for businesses that are losing money with little clarity of profit growth in the future. In addition, over the past year, the channels that distribute credit throughout the economy have ceased to function. What has made the current financial crisis so umerving to policymakers is a realization that cven the vigorous use of conventional monelary tools has had little effect. Without a fully functioning financial infrastructure, the cconomy cannot grow.
Unlike previous recessions, the current collapse wasn't caused by a constricted money supply, and it hasn't becn cured by an expanded one. Even with a larger money supply, the financial infrastructure has broken so quickly and fully that it can't distribute the increased moncy supply sufficiently. Many companies that need short-term funding for operating expenses complain they have fully used their credit lines and have nowhere else to turn. Households, too. cannot get the funding they need to buy cars or homes, to the extent that the demand for cars and homes remains.
Mortgage rates are falling sharply to their lowest levels since World War II. House prices have fallen roughly $27 \%$ in the U.S. Yet potential buycrs are afraid of further declines in prices that could wipe out their down-payments, and many potential buyers fear for their jobs. Mortgage refis are picking up, which provides greater buying potential for those who can qualify, but banks are now quite cautious in their lending practices. Government assistance ard increased Fomnie Mae and Freddic Mac support wibl help. Programs to msure small business loans are also helpful. fundamentally, the key to the revival in credit growth is an increase in the velocity of money.

Sherry (iooper, BMO (iapital Marke's. Toronto, ('imadu

## Salami Economics?

Economists are often aceused of using 'salami tactics" in revising their forccasts: adjust them frequently and in waler-thin slices. Well, it's different this time. While forecasts of economic growth around the globe have in face been cut frequently over the last $3-6$ months, the changes have been anything but wafer-thin. The Morgan Stanley economics team is no exception during 400 K and $1 Q 09$ we have been forced to cut our growth forecasts several times, and in big chunks. We thus remain more bearish than the consensus, sceing a record-deep recession and only tepid recovery in 2010.
To many, our baseline view that the global economy will bottom during 2 H 09 and will witness a recovery in 2010 appears optimistic. Only time will tell. However, the more important question to us is what kind of recovery to expect over the next several years. We have only fully fleshed out forecasts for 2010 at this stage, and we point out that the anticipated global GDP growth rate of $2.8 \%$ is only barely above the 'global recession' thrcshold of $2.5 \%$. looking beyond 2010, there are strong reasons to expect significantly lower average rates of cconomic growth rates than in the last $5-10$ years, for at least three reasons: 1) the sharp decline in global capex is likely to reduce potential output growth over the next several years; 2) more government involvement in the economy and a likely increase in protectionism should reduce economic efficiency and 3) the ability of the financial sector to provide and the willingness of the non-financial private scetor to take on leverage are likely to be curtailed for years. Thus, while we ate reasonably contident that the recession will end later this year, we do believe that the me-dium-term growth trajectory will be much lower than in the last five years. So, the real issue may not be how thick or thin the salami sices are, but how big the next salami will be. Our guess: much smaller.

Joachim Fels, Morgan Stantev, London, England

## Special Questions:

1. Please provide your forecasts of the quarter-to-quarter annualized pereent change in Real GDP, the GDP Price Index and the Consumer Price Index during Q1 2009

Q/Q Annualized Percent change in Q1 2009

|  |  | Rcal GDP | Q/Q Annualized Percent change in Q1 200 |
| :---: | :---: | :---: | :---: |
| Consensus | $-5.3 \%$ | GDP Price Index | Consumer Price Index |
| Top 10 Average | $-4.3 \%$ | $1.1 \%$ | $-1.6 \%$ |
| Bottom 10 Average | -6.2 | $2.4 \%$ | $0.2 \%$ |
|  | $-0.4 \%$ | $-2.7 \%$ |  |

2. A. Among other measures, the FOMC announced following its March $17^{\text {th }}-18^{\text {th }}$ mecting that the Fed would purchase up to $\$ 300$ billion of longerterm Treasury sccuritics over the next six months. Do you think Fed purchases of longer-term Treasuries will ultimately be extended beyond this initial six-month period?
(Pcrcentage of those responding)
$\frac{\mathrm{Y}_{\mathrm{cs}}}{73.8 \%} \quad \frac{\text { No }}{26.2 \%}$
B. Fed purchases of morgage-backed securities (MBS) have so far been confined to agency paper. Will the Fed also eventually purchase pri-vate-label MBS?
(Percentage of those responding)


$$
\frac{\mathrm{No}}{40.5 \%}
$$

C. Given the Fed's recent announcement that it will purchase additional MBS and agency debt, phus a substantial amount of longer-term Treasury securities, the Fed's balance sheet will likely exceed $\$$ ? trillion in size within about six months. How large will be the Fed's balance sheet at the and of 2010?

|  | (Percentage of those responding) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\$ 3$ trillion | About | About | About | $\$ 7$ trillion |  |  |
| $\frac{\text { or less }}{28.6 \%}$ | $\frac{\$ 4 \text { trillion }}{36.1 \%}$ | $\$ 5$ trillion | $\$ 6$ trillion | $\frac{\text { or more }}{26.2 \%}$ |  |  |

3. The Obama Admimistration previonsly indicated that it would likely ask Congress for additional money beyond the $\$ 700$ billion approved last fall to fund the Troubled Assets Relief Program (TARP). Do you think such a request remains politically feasible?
(Percentage of those responding)

| $\frac{\mathrm{Yes}}{47.6} \%$ | $\quad \mathrm{No}$ |
| :--- | :--- |
| $52.4 \%$ |  |

4. The Fed's Temm Asset-Backed Securities Loan Facility (TALF) will make loans collateralized by a varicty of asset-backed securities. On a scale of 1 (Lneffective) to 5 (Very Effective), how suceessful do you think the TALF will be at improving the availability of credit in the asset-backed markets?
(Percentage of those responding)

| Ineftective | 硣 |  |  | Very Effective |
| :---: | :---: | :---: | :---: | :---: |
|  | -.... 2 .--- | ----- 3 ----- | .-.-. $4 \ldots$ |  |
| 2.4\% | 4.8\% | 35.7\% | 50.0\% | 7.1\% |

5. A. ONE YEAR from now are bond markets more likely to be preoccupied by concerns about intlation or deflation?
(Percentage of those responding)

| Yes | $\quad$ No |
| :--- | :--- |
| $59.5 \%$ | $40.5 \%$ |

B. THREE YEARS from now are bond markets more likely to be preeccupied by concerns about inflation or deflation?
(Percentage of those responding)

| Yes | $\frac{\text { No }}{92.9 \%}$ |
| :--- | :--- |

7. What will be the cyclical peak in the unemployment rate during the current period of economic weakness?

|  | Cyclical peak in unemployment rate |
| :--- | :---: |
| April Consensus | $\mathbf{9 . 8 \%}$ |
| Top 10 Average | $10.7 \%$ |
| Bottom 10 Average | $9.1 \%$ |
| March Consensus | $9.2 \%$ |
| February Consensus | $8.8 \%$ |
| January Consensus | $8.5 \%$ |


| Monthly Indicator | Jan | Feb | Mar | Apr | May | Jun | Jly | Aug | Sep | Oct | Nov | Dec |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail and Food Service Sales (a) | 1.8 | -0.1 |  |  |  |  |  |  |  |  |  |  |
| Auto \& Light Truck Sales (b) | 9.5 | 9.1 |  |  |  |  |  |  |  |  |  |  |
| Personal Income (a, curent \$) | 0.2 | -0.2 |  |  |  |  |  |  |  |  |  |  |
| Personal Consumption (a, current \$) | 1.0 | 0.2 |  |  |  |  |  |  |  |  |  |  |
| Consumer Credit (e) | 0.8 |  |  |  |  |  |  |  |  |  |  |  |
| (onsumer Sentiment (U, of Mich.) | 61.2 | 56.3 |  |  |  |  |  |  |  |  |  |  |
| Household Employment (c) | -1239 | -351 |  |  |  |  |  |  |  |  |  |  |
| Vion-farm Payroll Limployment (c) | -655 | -651 |  |  |  |  |  |  |  |  |  |  |
| l inemployment Rate (\%) | 7.6 | \$. 1 |  |  |  |  |  |  |  |  |  |  |
| Average Hourly larnings ('82S) | 8.64 |  |  |  |  |  |  |  |  |  |  |  |
| Average Itourly Earnings (current \$) | 18.44 | 18.47 |  |  |  |  |  |  |  |  |  |  |
| Non-Farm Work week (hrs.) | 33.3 | 3.3 .3 |  |  |  |  |  |  |  |  |  |  |
| Industrial Production (d) | -10.1 | -11.2 |  |  |  |  |  |  |  |  |  |  |
| ( ${ }^{\text {apacity }}$ l lilizationt (\%) | 71.9 | 70.9 |  |  |  |  |  |  |  |  |  |  |
| ISM Manutacturng Index (g) | 35.6 | 35.8 |  |  |  |  |  |  |  |  |  |  |
| ISM Non-Manufacturing Index (g) | 42.9 | 41.6 |  |  |  |  |  |  |  |  |  |  |
| 1 lousing Starts (b) | 477 | . 583 |  |  |  |  |  |  |  |  |  |  |
| Housing Permits (b) | . 531 | . 547 |  |  |  |  |  |  |  |  |  |  |
| New Home Sales ( 1 -fanily, c) | . 322 | 337 |  |  |  |  |  |  |  |  |  |  |
| Consirucion Lexpenditures (a) | -3.3 |  |  |  |  |  |  |  |  |  |  |  |
| ( onsumer Price Index (nsal. d) | 0.0 | 0.2 |  |  |  |  |  |  |  |  |  |  |
| ( Plex. Food and Energy (tisa., d) | 1.7 | 1.8 |  |  |  |  |  |  |  |  |  |  |
| I'roducer Price Index ( $n$ s.a.a. d) | -1.0 | -13 |  |  |  |  |  |  |  |  |  |  |
| Durable Cioeds Orders (a) | $-7.3$ | 3.4 |  |  |  |  |  |  |  |  |  |  |
| 1 eading liconomic indicalors (g) | 0.1 | -0.4 |  |  |  |  |  |  |  |  |  |  |
| *alance of Trade \& Services ( f ) | $-36.0$ |  |  |  |  |  |  |  |  |  |  |  |
| Cederal Funds Rate (\%) | 0.15 | 0.22 |  |  |  |  |  |  |  |  |  |  |
| L.Mo. Treasury liall Rate (\%) | 0.13 | 0.30 |  |  |  |  |  |  |  |  |  |  |
| 10-Year Treasury Nore Yield ("\%) | 2.52 | 2.87 |  |  |  |  |  |  |  |  |  |  |

## 2008

| Monthly Indicator | Jan | Feb | Mar | Apr | May | Jun | Jly | Aug | Sep | Oct | Nov | Dec |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retan and Find Service Salces (a) | 0.6 | -0.5 | 0.5 | 0.2 | 0.8 | 0.1 | -0.6 | -0.7 | -1.6 | -3.4 | -2.4 | $-3.1$ |
| Auto \& Light ruck Sales (b) | 15.3 | 15.3 | 150 | 14.4 | 14.3 | 13.6 | 12.5 | 13.7 | 12.5 | 10.5 | 10.1 | 10.3 |
| Personal Income (a, current \$) | 0.1 | 0.2 | 0.4 | 0.0 | 1.8 | 0.1 | -0. 8 | 0.3 | 0.1 | -9.1 | -0.5 | -0.3 |
| Personal (onsumption (a, current \$) | 0.4 | 0.0 | 0.6 | 0.3 | 0.7 | 0.5 | -0.1 | -0.2 | -0.4 | -1.2 | -0.7 | -1.1 |
| Comsumer C'redit (c) | 5.8 | 3.4 | 5.9 | 4.2 | 3.3 | 4.1 | 3.5 | -3.0 | 3.1 | -1.0 | -4.2 | -3.5 |
| (consumer Sentiment (1) of Mich.) | 78.4 | 70.8 | 69.0 | 62.6 | 59.8 | 56.4 | 61.2 | 63.0 | 70.3 | 57.6 | 55.3 | 60.1 |
| Houschold Employment (c) | 23 | -242 | -52 | 234 | $-28.3$ | -236 | -142 | -323 | -244 | . 372 | -513 | -806 |
| Non-Iamm layrold Employment (c) | -72 | -144 | -122 | . 160 | -1,37 | -161 | -128 | -175 | -321 | . 380 | -597 | -681 |
| Estemployment Rate (\%) | 4.4 | 4.8 | 5.1 | 5.0 | 5.5 | 5.6 | 5.8 | 6.2 | 6.2 | 6.6 | 6.8 | 7.2 |
| Average Hourly Larnings ('82\$) | 8.27 | 8.29 | 8.30 | 8.30 | 8.26 | 8.18 | 8.14 | 8.19 | 8.21 | 8.34 | 8.54 | 8.65 |
| Average Hourly Earnings (current \$) | 17.77 | 17.83 | 17.90 | 17.94 | 17.99 | 18.04 | 18.10 | 18.18 | 18.21 | 18.28 | 18.34 | 18.40 |
| Vor-farm Workweek (hrs) | 33.7 | 33.8 | 33.8 | 33.8 | 33.7 | 33.6 | 33.6 | 33.7 | 33.6 | 33.5 | 33.4 | 33.3 |
| Industrial Production (d) | 2.6 | 1.6 | 1.5 | 0.4 | 0.2 | -0.1 | -0.7 | -2.0 | -6.2 | -4.3 | -5.9 | -8.2 |
| ( spacity l itilization (\%) | 81.0 | 80.7 | 80.4 | 79.9 | 79.6 | 79.6 | 79.4 | 78.3 | 75.0 | 76.1 | 75.2 | 73.3 |
| Isvi Manulacturing Index (g) | 50.7 | 48.3 | 49.0 | 48.6 | 49.3 | 49.5 | 49.5 | 49.3 | 43.4 | 38.7 | 36.6 | 32.9 |
| IN\ Viom-Manufacturing Index (g) | 44.6 | 49.3 | 49.6 | 52.0 | 51.7 | 48.2 | 49.5 | 50.6 | 50.2 | 44.2 | 37.3 | 40.6 |
| Housing Stants (b) | 1.064 | 1.107 | . 988 | 1.004 | . 982 | 1.089 | . 949 | . 854 | 824 | . 767 | . 655 | . 558 |
| Housing Permits (b) | 1.052 | . 981 | . 932 | . 982 | . 978 | 1.138 | . 937 | . 857 | . 805 | . 730 | . 615 | . 547 |
| New Home Sales (l-family, c) | 597 | 572 | 513 | 542 | 515 | 499 | 505 | 448 | 434 | 404 | 387 | 371 |
| Construction lixpenditures (a) | -0.4 | -0.9 | 1.4 | -0.5 | 0.3 | -0.2 | -2.4 | 2.4 | 0.3 | -0.7 | -3.5 | -2.4 |
| Consumer Priee index ( $n$ sa., d) | 4.3 | 4.0 | 4.0 | 3.9 | 4.2 | 5.0 | 5.6 | 5.4 | 4.9 | 3.7 | 1.1 | 0.1 |
| CPl ex. Ford and Finergy (risa, d) | 2.5 | 2.3 | 2.4 | 2.3 | 2.3 | 2.4 | 2.5 | 2.5 | 2.5 | 2.2 | 2.0 | 1.8 |
| Producer Price Index (nsa., d) | 7.4 | 6.5 | 6.7 | 6.4 | 7.3 | 9.1 | 9.9 | 9.7 | 8.8 | 5.2 | 0.4 | -0.9 |
| Durable Goreds Orders (a) | -4.4 | 1.1 | -0.2 | -1.0 | 0.1 | 1.4 | 0.7 | -5.5 | 0.0 | -8.5 | -4.0 | -4.6 |
| Leading Fconome Indicators (g) | 0.5 | -0.2 | 0.0 | 0.1 | -0.1 | 0.0 | -0.7 | -0.9 | 0.0 | -1.0 | -0.7 | -0.1 |
| Balance of Trade \& Services (f) | -59.2 | -62.0 | -57.5 | -61.9 | -60.5 | -59.2 | -61.6 | -59.4 | -58.1 | -58.0 | -42.5 | -39.9 |
| Federal Furds Rate $\left.1^{\circ} \mathrm{s}\right)$ | 3.94 | 2.98 | 2.60 | 2.28 | 1.98 | 2.00 | 2.01 | 2.00 | 1.81 | 0.97 | 0.99 | 0.16 |
| 3-Mo. Treasury Bill Rate ${ }^{\circ}$ ol | 2.75 | 2.12 | 1.34 | 1.29 | 1.73 | 1.86 | 1.63 | 1.72 | 1.13 | 0.67 | 0.19 | 0.03 |
| 10-Year Treasury Note Yield $1^{\circ} \%$ | 3.74 | 3.74 | 3.51 | 3.68 | 3.88 | 4.10 | 4.01 | 3.89 | 3.69 | 3.81 | 3.53 | 2.42 |

(a) month-over-month \% change: (b) millions, sazr; (c) thousands, saar; (d) year-over-year \% change; (e) annualized \% change; (f) $\$$ billions; (g) level. Most series are subject to frequent government revisions. Use with care.

## Calendar Of Epcoming Economic Data Releases

| Monday <br> March 30 <br> Agricullural Prices (Mar) | Tuesday <br> 31 <br> Chicago PMI (Mar) <br> Consumer Confidence (Confer- <br> ence Board. Mar) <br> S\&P/Case-Shiller home price index (Јал) <br> Weekly Store Sales <br> ABC. Consumer Comfort Index | Wednesday <br> April 1 <br> ISM Manufacturing (Mar) Vehicle Sales (Mar) ADP Employment Survey (Mat Construction Spending (Feb) Pending Home Sales (Feb) Ell: Crude Oil Stocks Morteage Applications | Thursday <br> 2 <br> Factory Orders (Feb) Weekly Jobless Claims Weekly Moncy Supply | Friday <br> 3 <br> Employment Report (Mar) <br> ISM Non-Manufacturing (Mar) |
| :---: | :---: | :---: | :---: | :---: |
| 6 | 7 <br> Consumer Credit (Feb) <br> FOMC minutes (Mar 17-1\% meeting) <br> ABC Consumer Comfort ladex Weckly Store Sales | ```8 Wholesale Inventories (Feb) EIA Crude Oil Stocks Mortgage Applications``` | 9 <br> U.S. Trade (Feb) <br> Trade Price Indexes (Mar) Weckly Jobless Claims Weekly Money Supply | 10 <br> Good Friday <br> U.S. Markets Closed |
| 13 <br> Ireasury Budgel (Mar) | 14 <br> 1'reflucer Price Index (Mar) Retanl Sales (Mar) Business Inventories (IVCh) ABC' (onsumer (comtort Index Weekly Store Sales | 15 <br> Consumer Price Index (Mar) Indusitral Production (Mar) <br> Empire State Index (Apr) <br> NAFIB Housing Market Index <br> (Apr) <br> Treasury Itn'I Capital (Feh) <br> Bege Book for April 28-29 <br> FOMC Merung <br> F:IA ('rude (Jil Stock. <br> Moryage Appluations | 16 <br> Itousing Starts (Mar) Philadelphia Fexd Index (Apr) Weekly kubless (laims Factors Nfectity Memetary Weckly Moncy Supply | 17 <br> (onsumer Sentimen (Unis. af Mıchıgan, Prelıminary. Apr) |
| 20 <br> 1. Lading licomome Indeators (Mar) | ```21 Weckly Store Sales ABC`('onsumer C'amlorl Index``` | 22 <br> R:IA Crude Oil Slocks <br> Mortgage Applications | 23 <br> I:xisting I lome Sales (Mar) Weekly Jobless Claims Wiekly Money Supply | 24 <br> Durable (iooods Orders (Mar) <br> New flome Sales (Mar) |
| 27 | 28 <br> FOMC. Meeting <br> S\&P/Case-Shiller home price index (Feh) <br> Consumer Contidence (Apr, <br> Conference Board) <br> Weekly Store Sales <br> ABC Consumer Comfort Index | 29 <br> FOMC Meeting GDP (QI, Advance) Fill Crude Oil Stocks Morgage Applications | 30 <br> Chicago PMI (Apr) <br> Personal locome and Consumption (Mar) <br> Fimployment Cosi Index (Q1) <br> Agricultural Prices (Apr) <br> Weekly Jobless (laims <br> Weekly Moncy Supply | May 1 <br> 1SM Non-Manufacturing (Apr) <br> Unit Vehicle Sales (Apr) Consumer Sentıment ( $\mathrm{Apr}, \mathrm{Fi}$ nal, University of Michigan) Factory Or4ders (Mar) |
| 4 <br> Construction spending(Mar) <br> Ponding Home Sales (Mar) | 5 <br> 1SM Nori-Manutacturing (Apr) ABC Consumer Comfort Index Weekly Store Sales | 6 <br> ADP Employment Survey (Apr) <br> Chatlenger (Apr) <br> FiA Crude (ill Stocks <br> Mortgage Applications | 7 <br> Monster Employment Index <br> ( $\wedge \mathrm{pr}$ ) <br> Productivity (Q1, Preliminary) <br> Consurner Credit (Mar) <br> Weekly Jobless Clams <br> Weekly Money Supply | 8 <br> Employment Report (Apr) <br> Wholesale Trade (Mar) |

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R.I.P.U.C. Docket No. 4065

## Division Data Request 4-16

Request:
Please provide the individual company-by-company dividend yields and various growth rate measures relied upon by Mr. Moul for each proxy electric company.

## Response:

Please see Attachments DIV 4-16-1 and DIV 4-16-2.

| Company | Apr-08 | May-08 | Jun-08 | $\underline{\text { Jul-08 }}$ | Aug-08 | Sep-08 | Oct-08 | Nov-08 | Dec-08 | Jan-09 | Feb-09 | Mar-09 | 12-Month Average | 6-Month Average | 3-Month <br> Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Edison Inc. (NYSE:\| | 5.69\% | 5.68\% | 6.03\% | 5.97\% | 5.74\% | 5.49\% | 5.47\% | 5.81\% | 6.06\% | 5.87\% | 6.54\% | 6.00\% |  |  |  |
| Edison International (NYSE:EIX) | 2.34\% | 2.30\% | 2.38\% | 2.53\% | 2.67\% | 3.06\% | 3.50\% | 3.74\% | 3.86\% | 3.82\% | 4.59\% | 4.31\% |  |  |  |
| IdaCorp, Inc. (NYSE:IDA) | 3.73\% | 3.93\% | 4.18\% | 4.07\% | 4.04\% | 4.15\% | 4.55\% | 3.96\% | 4.10\% | 4.16\% | 4.95\% | 5.18\% |  |  |  |
| Pepco Holdings, Inc. (NYSE:PON | 4.36\% | 4.03\% | 4.22\% | 4.36\% | 4.30\% | 4.73\% | 5.27\% | 6.09\% | 6.10\% | 6.12\% | 7.32\% | 8.71\% |  |  |  |
| PG\&E Corp. (NYSE:PCG) | 3.91\% | 3.97\% | 3.93\% | 4.06\% | 3.80\% | 4.17\% | 4.27\% | 4.13\% | 4.03\% | 4.36\% | 4.43\% | 4.40\% |  |  |  |
| Portland General Electric Compaı | 4.10\% | 4.22\% | 4.36\% | 4.19\% | 3.85\% | 4.15\% | 4.80\% | 5.41\% | 5.04\% | 5.07\% | 6.03\% | 5.58\% |  |  |  |
| Sempra Energy (NYSE:SRE) | 2.48\% | 2.43\% | 2.48\% | 2.50\% | 2.43\% | 2.78\% | 3.30\% | 3.02\% | 3.29\% | 3.57\% | 3.78\% | 3.38\% |  |  |  |
| Average | $\underline{\underline{3.80 \%}}$ | $\underline{\underline{3.79 \%}}$ | 3.94\% | 3.95\% | 3.83\% | 4.08\% | 4.45\% | 4.59\% | $\underline{\text { 4.64\% }}$ | 4.71\% | 5.38\% | 5.37\% | 4.38\% | 4.86\% | 5.15\% |

Note: Monthly dividend yields are calculated by dividing the annualized quarterly dividend by the month-end closing stock price adjusted by the fraction of the ex-dividend.

Source of Information: http://finance.yahoo.com/
http://ccbn.aol.com Event Calendar - Split/Dividend data provided by FT Interactive Data

|  |  | Apr-08 |  | May-08 |  | un-08 | Jul-08 |  | Aug-08 |  | Sep-08 |  | Oct-08 |  | Nov-08 |  | Dec-08 |  | an-09 |  | eb-09 |  | Mar-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Edison Inc. (NYSE: | \$ | 41.600 | \$ | 41.300 | \$ | 39.090 | \$ 39.700 | \$ | 40.900 | \$ | 42.960 | \$ | 43.320 | \$ | 40.390 | \$ | 38.930 | \$ | 40.750 | \$ | 36.210 | \$ | 39.610 |
| Edison International (NYSE:EIX) | \$ | 52.170 | \$ | 53.230 | \$ | 51.380 | \$ 48.340 | \$ | 45.920 | \$ | 39.900 | \$ | 35.590 | \$ | 33.400 | \$ | 32.120 | \$ | 32.570 | \$ | 27.220 | \$ | 28.810 |
| IdaCorp, Inc. (NYSE:IDA) | \$ | 32.440 | \$ | 30.660 | \$ | 28.890 | \$ 29.810 | \$ | 29.800 | \$ | 29.090 | \$ | 26.660 | \$ | 30.400 | \$ | 29.450 | \$ | 29.110 | \$ | 24.340 | \$ | 23.360 |
| Pepco Holdings, Inc. (NYSE:PON | \$ | 24.910 | \$ | 27.040 | \$ | 25.650 | \$ 24.940 | \$ | 25.350 | \$ | 22.910 | \$ | 20.650 | \$ | 17.990 | \$ | 17.760 | \$ | 17.810 | \$ | 15.000 | \$ | 12.480 |
| PG\&E Corp. (NYSE:PCG) | \$ | 40.000 | \$ | 39.590 | \$ | 39.690 | \$ 38.530 | \$ | 41.330 | \$ | 37.450 | \$ | 36.670 | \$ | 38.040 | \$ | 38.710 | \$ | 38.670 | \$ | 38.220 | \$ | 38.220 |
| Portland General Electric Compaı | \$ | 24.000 | \$ | 23.410 | \$ | 22.520 | \$ 23.490 | \$ | 25.620 | \$ | 23.660 | \$ | 20.520 | \$ | 18.310 | \$ | 19.470 | \$ | 19.450 | \$ | 16.420 | \$ | 17.590 |
| Sempra Energy (NYSE:SRE) | \$ | 56.670 | \$ | 57.810 | \$ | 56.450 | \$ 56.160 | \$ | 57.920 | \$ | 50.470 | \$ | 42.610 | \$ | 46.670 | \$ | 42.630 | \$ | 43.840 | \$ | 41.570 | \$ | 46.240 |


|  | Apr-08 |  | May-08 |  | Jun-08 |  | Jul-08 |  | Aug-08 |  | Sep-08 |  | Oct-08 |  | Nov-08 |  | Dec-08 |  | Jan-09 |  | Feb-09 |  | Mar-09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Edison Inc. (NYSE: | \$ | 0.585 | \$ | 0.585 | \$ | 0.585 | \$ | 0.585 | \$ | 0.585 | \$ | 0.585 | \$ | 0.585 | \$ | 0.585 | \$ | 0.585 | \$ | 0.590 | \$ | 0.590 | \$ | 0.590 |
| Edison International (NYSE:EIX) | \$ | 0.305 | \$ | 0.305 | \$ | 0.305 | \$ | 0.305 | \$ | 0.305 | \$ | 0.305 | \$ | 0.310 | \$ | 0.310 | \$ | 0.310 | \$ | 0.310 | \$ | 0.310 | \$ | 0.310 |
| IdaCorp, Inc. (NYSE:IDA) | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 | \$ | 0.300 |
| Pepco Holdings, Inc. (NYSE:PON | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 | \$ | 0.270 |
| PG\&E Corp. (NYSE:PCG) | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 | \$ | 0.420 | \$ | 0.420 | \$ | 0.420 |
| Portland General Electric Compa | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 | \$ | 0.245 |
| Sempra Energy (NYSE:SRE) | \$ | 0.350 | \$ | 0.350 | \$ | 0.350 | \$ | 0.350 | \$ | 0.350 | \$ | 0.350 | \$ | 0.350 | \$ | 0.350 | \$ | 0.350 | \$ | 0.390 | \$ | 0.390 | \$ | 0.390 |

Ex-Dividend Dates

|  | Apr-08 | May-08 | Jun-08 | Jul-08 | ug-08 | Sep-08 | Oct-08 | Nov-08 | Dec-08 | Jan-09 | Feb-09 | Mar-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Edison | eb-08 | 12-May-08 | 12-May-08 | 12-May-08 | 11-Aug-08 | 11-Aug-08 | 11-Aug-08 | 07-Nov-08 | 07-Nov-08 | 07-Nov-08 | 13-Feb-09 | 3- |
| Edison International (NYSE:EIX) | 27-Mar-08 | 27-Mar-08 | 26-Jun-08 | 26-Jun-08 | 26-Jun-08 | 26-Sep-08 | 26-Sep-08 | 26-Sep-08 | 29-Dec-08 | 29-Dec-08 | 29-Dec-08 | 27-Mar-09 |
| IdaCorp, Inc. (NYSE:IDA) | 01-Feb-08 | 01-May-08 | 01-May-08 | 01-May-08 | 01-Aug-08 | 01-Aug-08 | 01-Aug-08 | 03-Nov-08 | 03-Nov-08 | 03-Nov-08 | 03-Feb-09 | 03-Feb-09 |
| Pepco Holdings, Inc. (NYSE:PO^ | 06-Mar-08 | 06-Mar-08 | 06-Jun-08 | 06-Jun-08 | 06-Jun-08 | 08-Sep-08 | 08-Sep-08 | 08-Sep-08 | 08-Dec-08 | 08-Dec-08 | 08-Dec-08 | 06-Mar-09 |
| PG\&E Corp. (NYSE:PCG) | 27-Mar-08 | 27-Mar-08 | 26-Jun-08 | 26-Jun-08 | 26-Jun-08 | 26-Sep-08 | 26-Sep-08 | 26-Sep-08 | 29-Dec-08 | 29-Dec-08 | 29-Dec-08 | 27-Mar-09 |
| Portland General Electric Compa | 20-Mar-08 | 20-Mar-08 | 23-Jun-08 | 23-Jun-08 | 23-Jun-08 | 23-Sep-08 | 23-Sep-08 | 23-Sep-08 | 23-Dec-08 | 23-Dec-08 | 23-Dec-08 | 23-Mar-09 |
| Sempra Energy (NYSE:SRE) | 18-Mar-08 | 18-Mar-08 | 17-Jun-08 | 17-Jun-08 | 17-Jun-08 | 23-Sep-08 | 23-Sep-08 | 23-Sep-08 | 19-Dec-08 | 19-Dec-08 | 19-Dec-08 | 17-Ma |

## Days from Ex-Dividend Date

|  | Apr-08 | May-08 | Jun-08 | Jul-08 | Aug-08 | Sep-08 | Oct-08 | Nov-08 | Dec-08 | Jan-09 | Feb-09 | Mar-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Edison Inc. (NYSE: | 79 | 19 | 49 | 80 | 20 | 50 | 81 | 23 | 54 | 85 | 15 | 46 |
| Edison International (NYSE:EIX) | 34 | 65 | 4 | 35 | 66 | 4 | 35 | 65 | 2 | 33 | 61 | 4 |
| IdaCorp, Inc. (NYSE:IDA) | 89 | 30 | 60 | 91 | 30 | 60 | 91 | 27 | 58 | 89 | 25 | 56 |
| Pepco Holdings, Inc. (NYSE:PON | 55 | 86 | 24 | 55 | 86 | 22 | 53 | 83 | 23 | 54 | 82 | 25 |
| PG\&E Corp. (NYSE:PCG) | 34 | 65 | 4 | 35 | 66 | 4 | 35 | 65 | 2 | 33 | 61 | 4 |
| Portland General Electric Compa | 41 | 72 | 7 | 38 | 69 | 7 | 38 | 68 | 8 | 39 | 67 | 8 |
| Sempra Energy (NYSE:SRE) | 43 | 74 | 13 | 44 | 75 | 7 | 38 | 68 | 12 | 43 | 71 | 14 |

## Adjusted Prices

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|  | Apr-08 | May-08 | Jun-08 | Jul-08 | Aug-08 | Sep-08 | Oct-08 | Nov-08 | Dec-08 | Jan-09 | Feb-09 | Mar-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Edison Inc. (NYSE: | \$41.092 | \$41.178 | \$38.775 | \$39.186 | \$40.771 | \$42.639 | \$42.799 | \$40.242 | \$38.583 | \$40.199 | \$36.113 | \$39.312 |
| Edison International (NYSE:EIX) | \$52.056 | \$53.012 | \$51.367 | \$48.223 | \$45.699 | \$39.887 | \$35.471 | \$33.179 | \$32.113 | \$32.458 | \$27.012 | \$28.796 |
| IdaCorp, Inc. (NYSE:IDA) | \$32.147 | \$30.561 | \$28.692 | \$29.510 | \$29.701 | \$28.892 | \$26.360 | \$30.311 | \$29.259 | \$28.817 | \$24.258 | \$23.175 |
| Pepco Holdings, Inc. (NYSE:PON | \$24.747 | \$26.785 | \$25.579 | \$24.777 | \$25.095 | \$22.845 | \$20.493 | \$17.744 | \$17.692 | \$17.650 | \$14.757 | \$12.406 |
| PG\&E Corp. (NYSE:PCG) | \$39.854 | \$39.311 | \$39.673 | \$38.380 | \$41.047 | \$37.433 | \$36.520 | \$37.761 | \$38.701 | \$38.518 | \$37.938 | \$38.202 |
| Portland General Electric Compa | \$23.890 | \$23.216 | \$22.501 | \$23.388 | \$25.434 | \$23.641 | \$20.418 | \$18.127 | \$19.448 | \$19.345 | \$16.240 | \$17.568 |
| Sempra Energy (NYSE:SRE) | \$56.505 | \$57.525 | \$56.400 | \$55.991 | \$57.632 | \$50.443 | \$42.464 | \$46.408 | \$42.584 | \$43.656 | \$41.266 | \$46.180 |

## Historical Growth Rates

Earnings Per Share, Dividends Per Share, Book Value Per Share, and Cash Flow Per Share

Docket No. RIPUC 4065
Attachment DIV 4-16-2
Page 1 of 2

|  | Earnings per Share |  | Dividends per Share |  | Book Value per Share |  | Cash Flow per Share |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Value Line |  | Value Line |  | Value Line |  | Value Line |  |
| RDM Group | 5 Year | 10 Year | 5 Year | 10 Year | 5 Year | 10 Year | 5 Year | 10 Year |
| Consolidated Edison | 0.50\% | 0.50\% | 1.00\% | 1.00\% | 3.00\% | 2.50\% | -0.50\% | 1.00\% |
| Edison Int'I | - | 7.00\% | - | 1.00\% | 17.50\% | 4.50\% | 20.50\% | 4.50\% |
| IDACORP Inc. | -7.00\% | -1.00\% | -8.50\% | -4.50\% | 2.50\% | 3.50\% | -4.00\% | 0.50\% |
| PEPCO Holdings | -4.50\% | - | - | - | 1.00\% | - | -3.50\% | - |
| PG\&E Corp. | - | 1.50\% | - | -3.00\% | 17.50\% | 0.50\% | 24.50\% | 2.50\% |
| Portland General | - | - | - | - | - | - | - | - |
| Sempra Energy | 10.00\% | 7.00\% | 3.50\% | -2.50\% | 16.50\% | 7.50\% | 4.00\% | 3.00\% |
| Average | -0.25\% | 3.00\% | -1.33\% | -1.60\% | 9.67\% | 3.70\% | 6.83\% | 2.30\% |

[^3]
## Analysts' Five-Year Projected Growth Rates

Earnings Per Share, Dividends Per Share,
Book Value Per Share, and Cash Flow Per Share

|  |  |  |  |  |  | Value Line |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Source of Information : Thomson Financial, March 18, 2009
Zacks, March 18, 2009
Value Line Investment Survey, February 6, 2009, February 27, 2009
NMF stands for no meaningful figure

## Division Data Request 4-17

Request:
Page 39 of Mr. Moul's testimony mentions several utility cases in Pennsylvania in which a leverage-type adjustment has been approved. Please identify cases in other states that Mr. Moul is aware of that have approved a leverage-type adjustment (i.e., an adjustment for the difference between book value and market value capital structure).

Response:
Aside from the cases listed on page 39 of Mr. Moul's testimony, the Connecticut DPUC adopted in part the leverage adjustment in Docket No. 97-07-14 regarding Birmingham Utilities, Inc.

## Division Data Request 4-18

## Request:

Please identify cases that Mr. Moul is aware of that have adopted a "size adjustment" to the CAPM study results, analogous to the adjustment proposed in this case by Mr. Moul.

## Response:

Rates of return established in rate case decisions by regulatory agencies do not always identify the specific elements that comprise the cost of equity that is granted in the order. In certain cases, the rate case decision will recite the evidence presented on the cost of equity, usually commenting on various aspects of the evidence and then make a determination. In addition, where rate cases are resolved by stipulation/settlement, even less detail is available, including "black box" settlements that do not even specify the cost of equity. Hence, it is difficult to determine whether or what weight may have been given to the size adjustment.
R.I.P.U.C. Docket No. 4065

## Division Data Request 4-19

Request:
Please provide a copy of the PUF article cited on page 59 of Mr. Moul's testimony. Response:

Please see Attachment DIV 4-19, for a copy of the PUF article that is cited on page 55 of Mr. Moul's testimony.

# Equity and the Small-Stock Effect 


#### Abstract

The capital asset pricing model shows


 risk inherentin return on
equity. But something
goes wrong when it's used for small-sized companies.

Does the size of a company affect the rate of return it should earn? If smaller companies should earn a higher return than larger firms, then small utilities, because of their size, should be allowed to adjust the rates they charge to customers.

By far the most notable and welldocumented apparent anomaly in the stock market is the effect of company size on equity returns. The first study focusing on the impact that company size exerts on security returns was performed by Rolf W. Banz. Banz sorted New York Stock Exchange (NYSE) stocks into quintiles based on their market capitalization (price per share times number of shares outstanding), and calculated total returns for a value-weighted portfolio of the stocks in each quintile. His results indicate that returns for companies from the smallest quintile surpassed all other quintiles, as well as the Standard \& Poor's 500 and other large stock indices. A number of other researchers have replicated Banz's work in other countries; nevertheless, a consensus has not yet been formed on why small stocks behave as they do.

One explanation for the higher returns is the lack of information on small
companies. Investors must search more diligently for data. For small utilities, investors face additional obstacles, such as a smaller customer base, limited financial resources, and a lack of diversification across customers, energy sources, and geography. These obstacles imply a higher investor return.

## The Flaw in CAPM

One of the more common cost of equity models used in practice today is the capital asset pricing model (CAPM). The CAPM describes the expected return on any company's stock as proportional to the amount of systematic risk an investor assumes. The traditional CAPM formula can be stated as:

$$
R_{s}=\left[\beta_{s} x R P\right]+R_{f}
$$

where:

$$
\begin{aligned}
R_{s}= & \text { expected return or cost of } \\
& \text { equity on the stock of } \\
& \text { company " } s \text { " } \\
\beta= & \text { the beta of the stock of } \\
& \text { company " } s \text { " } \\
R P= & \text { the expected equity risk } \\
& \text { premium } \\
R_{f}= & \text { expected return on a riskless } \\
& \text { asset. }
\end{aligned}
$$

|  <br> -Beass are estimated from montry retums in excess of the 20 -year covemment bond income return, Janway 1926-Decemberi 1994 , <br>  <br>  |
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Source: Cost ol Capital Ouarterly '95 Yearbook by Ibborson Associates Note: Public utilites include electric, gas, and sanitary servicas companies.

Table 1 shows beia and risk premiums over the past 69 years for each decile of the NYSE. It shows that a hypothetical risk premium calculated under the CAPM fails to match the actual risk premium, shown by actual market returns. The shortall in the CAPM return rises as company size decreases, suggesting a need to revise the CAPM.

The risk premium component in the actual returns (realized equity risk premium) is the return that compensates investors for taking on risk equal to the risk of the market as a whole (estimated by the 69-vear arithmetic mean return on large company stocks, 12.2 percent, less the historical riskless rate). The risk premium in the CAPM returns is beta multiplied by the realized equity risk premium.

The smaller deciles show returns not fully explainable by the CAPM. The difference in risk premiums (realized versus CAPM) grows larger as one moves from the largest companies in decile 1 to the smallest in decile 10. The difference is especially pronounced for deciles 9 and 10 , which contain the smallest companies.

Based on this analysis, we modify the CAPM formula to include a small-stock premium. The modified CAPM formula can be stated as follows:

$$
R_{j}=\left[\beta_{s} \times R P\right]+R_{f}+S P
$$

where:
$S P=$ small-stock premium.
Because the small-stock premium can be identified by company size, the appropriate premium to add for any particular company will depend on its equity capitalization. For instance, a utility with a market capitalization of $\$ 1$ billion would require a small capitalization adjustment of approximately 1.3 percent over the traditional CAPM; at 5400 million, approximately 2.1 percent, and at only $\$ 100$ million, approximately 4 percent.

Again, these additions to the traditional CAPM represent an adjustment over and above any increase already provided to these smaller companies by having higher beias.

## Implications for Smaller Utilities

These tindings carry important ramifications for relatively small public utilities. Boosting the traditional CAPM return by a full 400 basis points for small utilities translates into a substantial premium over larger utilities.

Table 2 shows the results of an analysis of 202 utility companies that calculated cost of equity figures. Composites (arithmetic means) weighted by equity capitalization were also calculated for the largest and smallest 20 companies. The results show the impact size has on cost of equity.

For the traditional CAPM, the large-company composite shows a cost of equity of 12.05 percent; the small company composite, 13.93 percent. However, once the respective small capitalization premium is added in, the spread increases dramatically, to 12.07 and 17.95 percent, respectively. Clearly, the smaller the utility (in terms of equity capitalization), the larger the impact that size exerts on the expected return of that security.

Michael Anmin, CFA, is a senior consultant with Ibboison Associates, specializing in business valuation and cost of capital analusis. He oversees the Cost of Capital Quarterly, a reference work on using cost of capital for company valuations.

Bounds, Size, Docket No. RIPUC 4065

| Decile $\quad$ To | Historical Average Percentage of Total Capitalization | Recent Numioer of Companies | Pecent Decile Market Capitalization (in thousands) | Recent Percentage of Total Capitalization |
| :---: | :---: | :---: | :---: | :---: |
| 1 -Largest | 62.34 | 168 | 2,384,4,4,683 | 63.19\% |
| 2 | 15.41 | 167 | 585,938,436 | 15.52 |
| 3 | 8.56 | 168 | 306,811,948 | 8.13 |
| 4 | 5.18 | 168 | 187,218,791 | 4.96 |
| 5 | 3.32 | 167 | 121,844,654 | 3.23 |
| 6 | 2.15 | 168 | 81,362,005 | 2.16 |
| 7 | 1.39 | 168 | 49,092,923 | 1.30 |
| 8 | 0.89 | 167 | 32,431,847 | 0.86 |
| 9 | 0.53 | 168 | 17,552,505 | 0.48 |
| 10-Smallest | 0.23 | 168 | 6,970,879 | 0.18 |
| Mid-Cap 3-5 | 17.06 | 503 | 615,875.304 | 16.32 |
| Low-Cap 6-8 | 4.43 | 503 | 162,8ĉo. 715 | 4.32 |
| Micro-Capo-10 | 0 0.70 | 336 | $24,523,475$ | 0.65 |

Source: Center for Researci in Sectrity Prices, Universty of Chicago

Historical average percentage of total capitalization shows the average, over the last 69 years, of the decile market values as a percentage of the total NYSE calculated each year. Number of companies in deciles, recent markel capitalization of deciles and recent percentage oi total capitalization are as of September 30, 1994.

| Decile | Recent <br> Marke! <br> Capitalization | Comoany Name |
| :--- | ---: | :--- |
| 1-Largest | $\$ 84,752,352,000$ | AT\&T Corporation |
| 2 | $5,071,977,000$ | Alltel Corporation |
| 3 | $2,570,451,000$ | Citizens Utilities Corporation |
| 4 | $1,462,677,000$ | Owens Coming Fiberglass Corporation |
| 5 | $915,547,750$ | Tosco Corporation |
| 6 | $617,148,250$ | Enterra Corporation |
| 7 | $403,901,625$ | Commonwealth Energy Systems |
| 8 | $241,076,250$ | Zum Industries Incorporated |
| 9 | $149,207,500$ | Oneida Limited |
| 10-Smallest | $70,284,375$ | Mestek Incorporated |

Source: Center for Research in Securicy Prices, Universicy of Chicsgo.
Market capitalization and name of largest company in each decile as of Seplember 30, 1594.

## Division Data Request 4-20

Request:
Please provide a copy of any analysis performed by Mr. Moul to determine whether the non-regulated companies listed on Schedule NG-PRM-11 operate in competitive markets or possess any market power.

## Response:

Copies of the Value Line reports that contain the requested information for each Company listed on Schedule NG-PRM-11 are provided as Attachment DIV 4-20.

| TIMELINESS |
| :--- |
| SAFETY |

2 Lameditabi



 \begin{tabular}{|c|}
\hline Insider Decisions <br>
A S O N D J F M A <br>
\hline

 $\left.\begin{array}{llllllllll} & \text { A } & \text { S } & \mathbf{O} & \mathbf{N} & \mathbf{D} & \text { J } & \text { F } & \text { M } & \text { A } \\ \text { to Buy } & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \text { Options } & 2 & 0 & 2 & 4 & 0 & 0 & 4 & 0 & 0 \\ \text { to Sell } & 2 & 0 & 4 & 4 & 0 & 0 & 4 & 0 & 2\end{array}\right]-$ 

\hline to Sell \& 2 \& 0 \& 4 \& 4 \& 0 \& 0 \& 4 <br>
\hline \& Institutional Decisions
\end{tabular}

|  | 3 Q2007 | 4 Q2007 | 1 Q2008 |
| :--- | ---: | ---: | ---: |
| to Buy | 272 | 340 | 297 |
| to Sell | 334 | 297 | 375 |
| Hld's(000) | 303950 | 305034 | 305826 |
| 1992 | 1993 | 1994 | 1995 |


| 1992 | 1993 | 1994 | 1995 |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |


| 5.44 | 6.79 | 8.30 | 10.69 |
| ---: | ---: | ---: | ---: |
| .86 | 1.11 | 1.34 | 1.80 |
| .30 | .39 | .47 | .58 |
| .06 | .06 | .07 | .08 |
| 1.75 | 2.19 | 2.56 | 3.76 |
| 619.12 | 622.26 | 624.00 | 567.97 |
| $231 \%$ | $225 \%$ | $209 \%$ | $178 \%$ |
| 13.5 | 12.8 | 11.3 | 11.5 |
| .82 | .76 | .74 | .77 |
| $1.4 \%$ | $1.3 \%$ | $1.4 \%$ | $1.3 \%$ |

CAPITAL STRUCTURE as of $3 / 31 / 08$
Total Debt $\$ 1606$ mill. Due in 5 Yrs $\$ 1518$ mill. LT Debt $\$ 1606$ mill. LT Interest $\$ 38.0$ mill.
Leases, Uncapitalized: Annual rentals: $\$ 46.0$ mill.
Pension Assets-12/07 $\$ 229.0$ mill.
Oblig. $\$ 311.0$ mill
Pfd Stock None
Common Stock 475,337,623 shares
as of $5 / 2 / 08$
MARKET CAP: $\$ 30$ billion (Large Cap) $\begin{array}{llll}\begin{array}{c}\text { FINANCIAL POSITION } \\ \text { (SMILL.) }\end{array} & 2006 & 2007 & 3 / 31 / 08\end{array}$


| ANNUAL RATES of change (per sh) | Past 10 Yrs. | 5 Yrs. | Est'd ${ }^{\text {'05-'07 }}$ |
| :---: | :---: | :---: | :---: |
| or change (per sh Premium Inc | 9.0\% | ${ }^{5} \mathrm{Frrs}$. . | 9.5\% |
| Invest Income | 9.0\% | 8.0\% | 9.0\% |
| Earnings | 16.5\% | 16.0\% | 14.5\% |
| Dividends | 20.0\% | 25.0\% | 21.0\% |
| Book Value | 13.5\% | 10.0\% | 10.5\% |


| $\begin{gathered} \text { Cal- } \\ \text { endar } \end{gathered}$ | QUARTERLY PREMIUM INC. (\$ mill.) Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 3041 | 3020 | 2997 | 2932 | 11990 |
| 2006 | 3005 | 3093 | 3102 | 3114 | 12314 |
| 2007 | 3156 | 3162 | 3260 | 3395 | 12973 |
| 2008 | 3635 | 3600 | 3600 | 3665 | 14500 |
| 2009 | 3700 | 3725 | 3775 | 3900 | 15100 |
|  |  | IINGS | PER SHAR |  | Full |
| enc | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2005 | . 65 | 64 | 66 | 59 | 2.54 |
| 2006 | . 72 | . 75 | . 72 | .66 | 2.85 |
| 2007 | . 82 | 82 | 85 | . 78 | 3.27 |
| 2008 | 98 | 1.02 | 1.04 | . 96 | 4.00 |
| 2009 | 1.10 | 1.15 | 1.16 | 1.09 | 4.50 |
|  | QUAR | TERLY DIV | VIDENDS P | PAID ${ }^{\text {B }}$ |  |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2004 | . 095 | . 095 | . 095 | . 095 |  |
| 2005 | . 11 | . 11 | . 11 | . 11 | 44 |
| 2006 | . 13 | . 13 | . 13 | 16 | . 55 |
| 2007 | . 185 | . 205 | . 205 | . 205 | . 80 |
| 2008 | . 24 | . 24 |  |  |  |

[^4]BUSINESS: Aflac Incorporated is the world's largest underwriter of supplemental cancer insurance, most of which is sold through businesses and employee organizations in Japan. Also sells life, Medicare supplement, accident, and long-term convalescent care policies. The company does business in all 50 states and Japan. Japanese operations, largely medical, cancer, and life insurance,
Aflac is benefiting from the weaker dollar. With about $70 \%$ of its earnings in $J$ apan, the stronger yen added about $\$ 0.05$ a share in the first quarter of 2008. Still, earnings would have risen about $13 \%$ if the yen had remained at the prior-year period's average rate of 119 to the dollar, rather than the 105 per dollar in the March 2008 frame. That said, profits rose by double digits in both J apan and the U.S. Results in Japan benefited from strong growth in new health and cancer policies introduced in 2007, a lower benefits ratio, and better recruiting. U.S. profits were helped by higher premiums, deriving from sales growth last year, though investment income growth was held back by stock repurchases.
The balance of 2008 should bring more of the same. With interest rates likely to remain low in the U.S., Aflac should continue to benefit from a weak dollar through at least the rest of the year. Profits in J apan will probably rise at a good clip, buoyed by sales of the new medical insurance product, Gentle Ever, and
the new cancer policy, Cance Forte; the the new cancer policy, Cancer Forte; the
latter is Aflac's first new cancer insurance
accounted for roughly $71 \%$ of revenues and $72 \%$ of profits in 2007. Has about 8,100 employees. Officers and directors own $4.6 \%$ of the stock, with $20.3 \%$ of voting power (3/08 proxy). Chairman \& CEO: Daniel P. Amos. President: Kriss Cloninger III. Inc.: Georgia. Address: 1932 Wynnton Road, Columbus, Georgia 31999. Telephone: 706-323-3431. Internet: www.aflac.com.
offering in six years and is being well received. Moreover, about 120 banks have begun to offer Aflac policies at branches, including the four "megabanks", and that will likely give earnings a visible lift.
We look for solid growth in 2009 and beyond, though possibly restrained by a stronger dollar. Late in 2008, J apan Post will probably begin to sell Aflac policies at some of its 24,000 post offices, and by the end of next year, most of the network should be offering them. While there will likely be some effect on sales through other distribution channels, Japan Post should contribute a net gain. More important, Aflac's newer policies have lower benefit ratios than products devised years ago; thus, Aflac J apan's profitability should rise slowly but steadily for at least the next few years. And in the U.S., most people have heard of Aflac, thanks to the ubiquitous fowl, and many would buy policies if offered at work.

## These timely shares have aboveaverage risk-adjusted total return

 potential. Aflac plans to raise the dividend faster than its earnings grow. Sigourney B. Romaine CFA J uly 18, 2008TIMELINESS
SAFETY
TECHNCAL


| 52.4 | 41.0 |
| :--- | :--- |
| 36.1 |  |

$\qquad$
4.10

| 41.9 | 43.3 | 52.0 | 63.2 | 66.1 | 65.9 | 52.9 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 31.0 | 30.0 | 42.6 | 49.7 | 50.2 | 48.9 | 42.5 |

52.9
42.5

|  | 402007 | 102008 | 202008 |
| :--- | ---: | ---: | ---: |
| to Buy | 300 | 272 | 276 |
| to Sell | 362 | 363 | 334 |
| Hlld's(000) | 396891 | 386972 | 377779 |


| Hld's(000) | 396891 | 386972 | 377779 |  |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 9 9 2}$ | $\mathbf{1 9 9 3}$ | $\mathbf{1 9 9 4}$ | $\mathbf{1 9 9 5}$ | $\mathbf{1}$ |
| 18.08 | 18.14 | 18.73 | 19.71 |  |
| 3.68 | 3.69 | 3.79 | 4.08 |  |
| d3.84 | d.61 | 11.84 | d.19 |  |
| d.58 | 1.50 | .54 | 2.12 |  |
| $\cdots$ | .18 | .36 | .39 |  |
| 6.18 | 11.44 | 9.39 | 14.25 |  |
| 870.52 | 900.00 | 897.45 | 890.00 | 8 |
| -- | $133 \%$ | $133 \%$ | $111 \%$ |  |
| $\cdots$ | 10.2 | 23.1 | 7.5 |  |
| -- | .60 | 1.52 | .50 |  |
| -- | $1.2 \%$ | $2.9 \%$ | $2.5 \%$ |  |



| (\$MILL.) |  | 2007 |  |
| :--- | ---: | ---: | ---: |
| Bonds | 97293 | 94451 | 83224 |
| Stocks | 6152 | 5257 | 4664 |
| Mortgages | 9467 | 10830 | 10629 |
| Other | 44642 | 45870 | 52316 |
| Total Assets | 157554 | $\frac{156408}{}$ | 150833 |
| Unearned Prems | 10427 | 10409 | 10266 |
| Reserves P/C | 18866 | 18865 | 18863 |
| Other | 106415 | 105283 | 101995 |
| Total Liab'ties | 135708 | 134557 | 131124 |

## ANNUAL RATES Pas

 $\begin{array}{llll}\text { of change (per sh) } & 10 \text { Yrs. } & \text { Past Est'd '05-'07 } \\ 5 \text { Yrs. } & \text { to '11' } 13\end{array}$ $\begin{array}{lrrr}\text { Premium Inc } & 7.5 \% & 8.0 \% & 5.0 \% \\ \text { Invest Income } & 8.0 \% & 8.0 \% & 6.0 \%\end{array}$ Invest Income Earnings DividendsBook Value
$\qquad$

BUSINESS: Allstate Corporation is the second-largest property/casualty insurer, and one of the largest life insurers in the country. 2007 Revenue breakdown: property/casualty ( $74 \%$ ); life insurance (5\%); Investment Income (21\%). Total work force 38,000 employees. Property/Casualty premium breakdown: standard auto, $63 \%$ of net written premiums; non-standard, $5 \%$; homeowners,

## Allstate Corp.'s earnings comparisons

 continue to suffer in this environment. Weather conditions contributed to catastrophe losses that were at record levels for the J une interim, and about 60\% more than in the same period last year. Lower automobile and home sales, due to the weak domestic economy, led to a decline in new applications and premiums written. In all,We don't expect earnings to recover to last year's levels until 2010. Although there has been a decline in claims frequency on the auto side (perhaps due to higher gas prices and less driving), claims severity continues to rise, increasing total loss ratios. Even with the slowdown in new business, rate increases would better reflect the underwriting experience, and we do not expect to see Allstate cut rates to chase growth at the expense of profitability. Too, higher-premium programs like Your Choice Auto, which offer additional benefits, continue to gain traction, and the company has plans to roll this offering out in more states.
Acquisitions may provide a boost in
$23 \%$; other personal lines, $9 \%$. Life insurance includes annuity, term, universal life, whole life. Northern Trust Corporation owns $5.1 \%$ of common shares outstanding; officers \& directors own $1.0 \%$ (5/08 proxy). Chairman and Chief Executive Officer: Thomas J. Wilson. Address: Allstate Plaza, Northbrook, Illinois 60062 . Telephone: 847-402-5000. Internet: www.allstate.com.
closed the purchase of the Partnership Marketing Group, the second-largest provider of roadside assistance in the country. This should roughly double the company's motor dub segment, and increase the customer base to which it can cross-market.
The investment portfolio has taken a hit, as well. Net investment income in the second quarter was down $14 \%$ from the year-ago period due to a larger percentage of more-liquid, short-term assets, as well as reduced income from limited partnerships. Allstate has been reducing its exposure to riskier assets, particularly mortgage loans and securities of financial institutions, and has been realizing capital losses as it sheds these investments.
These neutrally ranked shares don't stand out for the long term. Although an aggressive stock-buyback program should lend support to share earnings, we project only average capital appreciation out to 2011-2013. However, the company receives good marks for its Financial Strength (A), and has been steadily increasing its quarterly dividend, where the yield is somewhat above average. William Kuo

September 19, 2008

| AMER\|SOJROE NYSE-ABC |  |  | $\begin{aligned} & \text { RECENT } \\ & \text { PRICE } \end{aligned} 41,40$ |  | $\begin{array}{\|l\|l\|} \hline \text { P/E } & 13.8\left(\begin{array}{l} \text { Trailing: } \\ \text { RATIO } \\ \text { Median: } 19.0 \end{array}\right) \end{array}$ |  |  |  | $\begin{aligned} & \text { RELATIVE } 0,90 \\ & \text { P/E RATIO } 9,90 \end{aligned}$ |  | $\begin{array}{ll} \text { DIV'D } & 0.7 \% \end{array}$ |  |  | VALUE LINE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{l\|} \hline 20.2 \\ 11.1 \\ \hline \end{array}$ | 20.7 5.5 | $\begin{array}{r\|} \hline 26.8 \\ 6.0 \end{array}$ | $\begin{aligned} & 36.0 \\ & 20.1 \end{aligned}$ | $\begin{aligned} & 41.4 \\ & 25.1 \end{aligned}$ | $\begin{aligned} & 36.7 \\ & 22.8 \end{aligned}$ | $\begin{aligned} & 32.0 \\ & 24.9 \end{aligned}$ | $\begin{aligned} & 42.2 \\ & 26.5 \end{aligned}$ | $\begin{aligned} & \hline 49.0 \\ & 40.2 \end{aligned}$ | $\begin{aligned} & 56.6 \\ & 42.2 \end{aligned}$ | $\begin{aligned} & 48.6 \\ & 36.7 \end{aligned}$ |  |  | $\begin{aligned} & \text { Target Pri } \\ & 2011 \mid 20 \end{aligned}$ | ange 013 |
|  | LEGENDS <br> -... $17.0 \times$ "Cash Flow" $p$ sh <br> $\underset{2 \text {-for-1 }}{ }$ Relative Price Strength <br> 2-for-1 split 1205 <br> Options: Yes <br> Shaded area indicates recession |  |  |  |  |  |  |  |  |  |  |  |  |  | 2013 -160 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -160 |
| 2011-13 PROJECTIONS    <br>     <br>    Ann'I Total <br> Hice Gain Return  <br> High 95 $(+130 \%)$ $24 \%$ <br> Low 70 $(+70 \%)$ $15 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -100 |
|  |  |  |  |  |  |  |  | 2-for-1 |  |  |  |  |  |  | -60 |
|  |  |  |  |  |  |  |  | ${ }^{+4} 10111+1$ |  |  |  |  |  |  | 5 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
|  |  |  |  |  |  |  |  | II' |  |  |  |  |  |  | 30 |
|  |  |  |  | $\left\\|\\|^{1+1}\right.$ | - |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | $7$ |  |  |  |  |  |  |  |  | \% TOT. RETURN 7/08 |  | -20 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -15 |
| Institutional Decisions <br> 302007402007102008 |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{aligned} & \text { THIS } \\ & \text { VLARITH } \\ & \text { STOCK } \\ & \text { INDEX } \end{aligned}$ |  |
| to Buy 109 131 163 Percent <br> shares     |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{rr} -10.6 & -12.2 \\ 18.1 & 7.2 \end{array}$ |  |
|  262 187 169 $\left.\begin{array}{l}\text { shares } \\ \text { to Sell } \\ \text { Hld's }\end{array} 000\right)$ |  |  |  |  |  |  |  |  | 1 | 込 |  |  | 3 yr . 5 yr. | $\begin{array}{lr} 18.1 & 7.2 \\ 34.8 & 58.6 \end{array}$ |  |
| AmerisourceBergen was formed in 2001 by the merger of AmeriSource and Bergen | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | ${ }^{\circ}$ VAL | JE LINE PUB., INC | 11-13 |
|  | 88.48 | 95.03 | 111.40 | 76.41 | 188.14 | 203.04 | 232.46 | 239.84 | 295.04 | 367.16 | 460.55 | 501.40 | Sales | sh A | 593.75 |
| Brunswig. Prior to that, AmeriSource was | . 84 | . 98 | 1.10 | . 77 | 1.97 | 2.32 | 2.59 | 2.10 | 2.88 | 3.48 | 3.60 | 3.95 | "Cash F | low" per sh | 5.15 |
| formed to acquire Alco Health Services | . 69 | . 81 | . 95 | 1.16 | 1.65 | 1.98 | 2.03 | 1.69 | 2.17 | 2.56 | 2.85 | 3.25 | Earning | per sh A B | 4.30 |
| Corp. in a $\$ 545$ million leveraged buyout of that company in 1988. In April of 1995 the |  |  |  |  | . 05 | . 05 | . 05 | . 05 | . 10 | . 20 | . 30 | . 30 | Div'ds D | ecl'd per sh C | . 40 |
|  | . 11 | . 15 | . 16 | . 11 | . 30 | . 40 | . 90 | . 98 | . 59 | . 70 | . 85 | . 85 | Cap'IS | ending per sh | . 90 |
| company issued 6.6 million shares at an of- | . 78 | 1.62 | 2.71 | 13.71 | 15.51 | 17.86 | 20.64 | 20.53 | 21.56 | 18.46 | 19.00 | 21.00 | Book Va | ue per sh | 26.60 |
| fering price of $\$ 5.25$ a share. That offering was led by Donaldson, Lufkin \& Jenrette. A | 96.92 | 102.70 | 104.22 | 207.07 | 213.89 | 224.28 | 210.23 | 208.52 | 192.09 | 167.96 | 150.00 | 144.00 | Commo | Shs Outst'g D | 144.00 |
|  | 21.3 | 18.9 | 11.6 | 22.8 | 20.5 | 15.2 | 14.1 | 19.0 | 18.9 | 19.2 | Bold figures are Value Line estimates |  | Avg Ann'I P/E Ratio |  | 19.5 |
| subsequent offering of 4.8 million shares | 1.11 | 1.08 | . 75 | 1.17 | 1.12 | . 87 | . 74 | 1.01 | 1.02 | 1.00 |  |  | Relative | P/E Ratio | 1.30 |
| was made in May of ' 96 at $\$ 8.75$ a share. |  |  |  |  | .1\% | .2\% | .2\% | .2\% | .2\% | .4\% |  |  | Avg Ann | I Div'd Yield | .5\% |
| CAPITAL STRUCTURE as of $6 / 30 / 08$ Total Debt $\$ 1233.1$ mill. Due in 5 Yrs $\$ 201.1$ mill. LT Debt $\$ 1231.2$ mill. LT Interest $\$ 60.0$ mill. | 8575.4 | 9760.1 | 11610 | 15823 | 40241 | 45537 | 48871 | 50013 | 56673 | 61669 | 69085 | 72200 | Sales (\$ | mill) A | 85500 |
|  | 1.9\% | 2.0\% | 1.9\% | 1.8\% | 2.0\% | 2.1\% | 2.0\% | 1.5\% | 1.5\% | 1.5\% | 1.5\% | 1.5\% | Operatin | Margin | 1.5\% |
|  | 14.8 | 17.4 | 16.1 | 21.6 | 61.2 | 71.0 | 75.8 | 81.2 | 86.0 | 91.2 | 95.0 | 100 | Depreci | tion (\$mill) | 120 |
| (Total interest coverage: 25.3 x ) (31\% of Cap'l) | 66.8 | 83.1 | 99.0 | 138.2 | 359.6 | 449.2 | 468.4 | 356.7 | 468.0 | 494.0 | 440 | 470 | Net Pro | (\$mill) | 625 |
|  | 39.0\% | 38.1\% | 38.0\% | 38.3\% | 39.7\% | 39.2\% | 38.4\% | 37.8\% | 36.8\% | 37.1\% | 38.0\% | 38.0\% | Income | ax Rate | 38.0\% |
| Leases, Uncapitalized \$56.6 mill. | .8\% | .9\% | .9\% | .9\% | .9\% | 1.0\% | 1.0\% | .7\% | .8\% | .7\% | .6\% | .7\% | Net Prof | Margin | .7\% |
|  | 403.1 | 592.7 | 569.1 | 1980.0 | 2250.1 | 2602.4 | 2191.5 | 1935.6 | 1751.2 | 857.3 | 655 | 810 | Workin | Cap'I (\$mill) | 1180 |
| Pension Assets-9/07 \$104.4 mill. Oblig. \$109.8 mill. | 453.8 | 558.7 | 413.2 | 1597.3 | 1756.5 | 1722.7 | 1157.1 | 951.5 | 1093.9 | 1227.3 | 1225 | 1225 | Long-Te | m Debt (\$mill) | 925 |
|  | 75.3 | 166.3 | 282.3 | 2838.6 | 3316.3 | 4005.3 | 4339.0 | 4280.4 | 4141.2 | 3099.7 | 2850 | 3025 | Shr. Equ | ty (\$mill) | 3830 |
| Pfd Stock None Common Stock 158,461,460 shs. | 16.6\% | 14.2\% | 17.2\% | 3.6\% | 8.5\% | 9.1\% | 9.5\% | 7.4\% | 9.1\% | 11.7\% | 11.5\% | 12.0\% | Return | Total Cap'l | 14.0\% |
|  | 88.7\% | 50.0\% | 35.1\% | 4.9\% | 10.8\% | 11.2\% | 10.8\% | 8.3\% | 11.3\% | 14.9\% | 15.5\% | 15.5\% | Return | Shr. Equity | 16.5\% |
| MARKET CAP: $\$ 6.6$ billion (Large Cap) | $88.7 \%$ | $50.0 \%$ | $35.1 \%$ | $\begin{array}{r} 4.9 \% \\ \hline . \end{array}$ | 10.5\% | 10.9\% | 10.5\% | 8.1\% | 10.8\% | 13.4\% | 14.0\% | 14.0\% | Retaine | to Com Eq | 15.0\% |
| $\begin{array}{llll}\text { CURRENT POSITION } & 2006 & 2007 & 6 / 30 / 08\end{array}$ |  |  |  |  | 3\% | 2\% | 2\% | 3\% | 4\% | 8\% | 11\% | 9\% | All Div | to Net Prof | 9\% |


| (\$MILL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 1329.1 | 1107.6 | 583.1 |
| Receivables | 3427.1 | 3472.4 | 3667.1 |
| Inventory (LIFO) | 4422.1 | 4101.5 | 416.3 |
| Other | 32.1 | 32.8 | 81.3 |
| Current Assets | 9210.4 | 8714.3 | 8447.8 |
| Accts Payable | 6499.3 | 6988.8 | 7039.1 |
| Other | 959.9 | 8688.2 | 832.4 |
| Current Liab. | 7459.2 | 7857.0 | 7871.5 |


| ANNUAL RATES | Past | Past | Est'd '04-'06 |
| :---: | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs . | 5 Yrs. | to '11-'13 |
| Sales | 16.5\% | 22.0\% | 12.0\% |
| "Cash Flow" | 17.5\% | 21.5\% | 11.0\% |
| Earnings | 16.5\% | 15.5\% | 12.0\% |
| Dividends |  |  | 22.0\% |
| Book Value |  | 28.5\% | 4.5\% |


| Fiscal <br> Year <br> Ends | QUARTERLY SALES (\$ mill.) A <br> Dec.31 |  |  | Mar.31 | Fun. <br> Fusis <br> Fiscal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 12204 | 12241 | 12603 | 12965 | 50013 |
| Year |  |  |  |  |  |$|$

BUSINESS: AmerisourceBergen was created by the merger of AmeriSource Health and Bergen Brunswig. The company is a fullservice wholesale distributor of pharmaceutical products and related health-care services in the U.S. It operates in two segments: Pharmaceutical Distribution and PharMerica, its international pharmacy. Acquired Gulf Dist. Inc. and Diabetic Shoppe, Inc., in

## AmerisourceBergen has inked an

 agreement to sell its PMSI workers' compensation business to H.I.G. Capital, LLC for approximately $\$ 40$ million, plus a contingency payment of up to an additional $\$ 10$ million, subject to adjustments at closing. This transaction, which ought to be completed by the end of September of this year, comes as a bit of a surprise, as ABC had announced in April that it was no longer interested in selling the divison, since the bids that were received did not reflect the turnaround value of the business. However, after reevaluating its alternatives, management decided to sell the business and focus on its pharmaceutical distribution and related businesses.In the meantime, we look for the company to post double-digit earnings advances both this fiscal year and next (years end September 30th). During the J une quarter, AmerisourceBergen posted a net, on record sales of $\$ 17.8$ billion, with much of the good news attributable to impressive demand reported by the pharmaceutical distribution division. And over the
'96; Walker Drug in '97; C.D. Smith in July '99. 2007 depreciation rate: 11.5\%. Goldman Sachs owns 11.7\% of common; Officers and directors, 3.0\% (1/08 Proxy). Has about 11,300 employees. Incorporated: DE. President \& CEO: R. David Yost. Address: 1300 Morris Drive, Suite 100, Chesterbrook, PA 19087. Telephone: 610-727-7000. Internet: www.amerisourcebergen.net.
balance of this year and into next, we look for ABC to benefit from the expected growth of its largest institutional customers and improving operating margins. As a result, fiscal 2008 earnings should approach the $\$ 2.85$-a-share mark, with roughly a $14 \%$ improvement the following year.
AmerisourceBergen is in strong financial shape. The company finished off the $J$ une interim with $\$ 583.1$ million in cash, a rather impressive feat given that it had repurchased $\$ 554$ million in outstanding common stock during the first nine months of fiscal 2008. And we look for ABC to use a majority of the $\$ 144$ million remaining in its current share repurchase authorization during the last quarter of the year.
Investors with an eye toward 20112013 may wish to consider neutrally ranked AmerisourceBergen stock. At the current quotation, the issue offers strong appreciation potential 3 to 5 years hence, thanks, in large part, to the doubledigit sales and earnings advances we envision over that period.
Kenneth A. Nugent

[^5]| TIMELINESS | $\mathbf{3}$ Lowered $1 / 4 / 08$ |
| :--- | :--- | :--- |
| SAFETY | $\mathbf{2}$ Raised $7 / 20 / 07$ |
| TECHNICAL | $\mathbf{4}$ Lowered $6 / 27 / 08$ |
| BETA $1.00 \quad(1.00=$ Market) |  |


| 2011-13 PROJECTIONS |  |  |  |
| :---: | :---: | :---: | :---: |
| High | $\begin{gathered} \text { Price } \\ 40 \\ 30 \end{gathered}$ | $\begin{array}{cc} \text { An'I Tota } & \text { Return } \\ (+85 \%) & 20 \% \\ (+40 \%) & 13 \% \end{array}$ |  |
|  |  |  |  |
|  |  |  |  |
| Insider Decisions |  |  |  |
|   A S $\mathbf{O}$ $\mathbf{N}$ D J F M A <br> to          <br> Opuy 0 0 0 0 0 0 0 0 0 <br> Options 0 0 0 0 0 0 0 0 0 <br> to Sell 0 0 0 0 0 0 0 0 0 |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Institutional Decisions |  |  |  |
|  | 302 | 402007 | 1Q2008 |
| Buy |  | 474 | - 386 |
| to Sell |  | 420 | 490 |
|  | 14878 | 14599 | 430 |

 Bristol-Myers Squibb was incorporated in Delaware in August 1933 as successor to a New York business started in 1887. The company was formed by a merger between Bristol-Myers Company and Squibb Corporation on October 4, 1989. The combination was effected through an exchange of 2.4 shares of Bristol-Myers for each share of Squibb.
The merger was effected utilizing the pooling-of-interests accounting method.
CAPITAL STRUCTURE as of $3 / 31 / 08$
Total Debt $\$ 6341$ mill. Due in 5 Yrs $\$ 1951$ mill. LT Debt $\$ 4390$ mill. LT Interest $\$ 312.1$ mill. (31\% of Cap'l)
(Total interest coverage: 3.9 x )
Leases, Capitalized $\$ 49.0$ mill
Pension Assets-12/07 $\$ 6.3$ bill. Oblig. $\$ 6.8$ bill.
Pfd Stock None
Common Stock 1,975,290,706 shs as of $4 / 28 / 08$ MARKET CAP: $\$ 42.8$ billion (Large Cap)

| CURRENT POSITION (\$MILL.) | 2006 | 2007 | 3/31/08 |
| :---: | :---: | :---: | :---: |
| Cash Assets | 4013 | 2225 | 2319 |
| Receivables | 3247 | 4240 | 4381 |
| Inventory (Avg Cst) | 2079 | 2162 | 2209 |
| Other | 963 | 1721 | 1645 |
| Current Assets | 10302 | 10348 | 10554 |
| Accts Payable | 1239 | 1442 | 1476 |
| Debt Due | 187 | 1891 | 1951 |
| Other | 5070 | 5311 | 5390 |
| Current Liab. | 6496 | 8644 | 8817 |

Current Liab.

ANNUAL RATES of chan
Sales "Cales Cash Flow" Earnings Dividends
Book Value

| Past | Past | Est'd '05'-'07 |
| :---: | :---: | :---: |
| 10 Yrs. | 5 Yrs. | to 111.13 |
| $2.5 \%$ | - | $4.0 \%$ |
| $-0.5 \%$ | $-6.5 \%$ | $6.5 \%$ |
| $-2.5 \%$ | $-10.0 \%$ | $8.5 \%$ |
| $4.0 \%$ | $1.0 \%$ | $3.5 \%$ |
| $5.5 \%$ | $3.0 \%$ | $2.0 \%$ |


| Cal- | QUARTERLY SALES (\$ mill.) | Full |
| :---: | :---: | :---: |
| endar | Mar. 31 Jun. 30 Sep. 30 Dec. 31 | Yar | | 2005 | 4532 | 4889 | 4767 | 5019 | 19207 |
| :--- | :--- | :--- | :--- | :--- | :--- | | 2006 | 4676 | 4871 | 4154 | 4213 | 17914 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2007 | 4317 | 4757 | 4893 | 5381 | 19348 |
| 2008 | 5181 | 5250 | 5250 | 5299 | 2980 | | 2008 | 5181 | 5250 | 5250 | 5299 | 20980 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2009 | 5450 | 5500 | 5700 | 5850 | 22500 | | 2009 | 5450 | 5500 | 5700 | 5850 | 22500 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cal- | EARNNGS PER SHARE A | Full |  |  |  | | endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | .32 | .50 | .44 | .26 | 1.52 |


| 2005 | .32 | .50 | .44 | .26 | 1.52 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2006 | .32 | .34 | .17 | d.02 | .81 |
| 2007 | .35 | .36 | .43 | d.05 | 1.09 |
| 2008 | .33 | .35 | .42 | .30 | 1.40 |
| 2009 | .35 | .40 | .45 | .40 | 1.60 |


| 2009 | . 35 | . 40.45 |  | . 40 | 1.60 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cal- | QUAR | RLY DII | ENDS P | ID ${ }^{\text {B }}$ | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2004 | . 28 | . 28 | . 28 | . 28 | 1.12 |
| 2005 | . 28 | . 28 | . 28 | . 28 | 1.12 |
| 2006 | . 28 | . 28 | . 28 | . 28 | 1.12 |
| 2007 | . 28 | . 28 | . 28 | . 28 | 1.12 |
| 2008 | . 31 | . 31 |  |  |  |

BUSINESS: Bristol-Myers Squibb Company manufactures proprietary medical products, ethical pharmaceuticals, diagnostics, infant formula, orthopedic implants, health and beauty aids. Major brand names include: Plavix ( $\$ 4.8$ billion in ' 07 sales), Avapro, Pravachol, Coumadin, Reyataz, Sustiva, Baraclude, Erbitux, Taxol, Sprycel, Ixempra, Abilify, Enfamil, Enfagrow. Acquired DuPont Pharma.
Income-oriented investors may be interested in Bristol-Myers Squibb. The seven-point drop in the stock price this year has resulted in a highly attractive dividend yield. Bristol raised the annual dividend to a very generous $\$ 1.24$ a share in 2008. Given that the company has well over $\$ 2$ billion on the balance sheet, and will likely generate cash flow per share of $\$ 1.85$ this year, we feel the dividend is secure. Those investors looking for a little more security may want to consider the $\$ 2$ convertible preferred stock, which has a dividend of $\$ 0.50$ a share. Either investment strategy should prove fruitful, while awaiting a partial resurrection in the stock price.
The next few years should be fairly eventful for holders of this goodquality stock. We feel that at this point most, if not all, the bad news is already baked into the equity. Hard on the heels of patent exclusivity losses on mainstay drugs, BuSpar, Pravachol, Taxol, and Glucophage, is the near-term patent loss of Plavix. Generic drug manufacturers are pursuing this platelet blocker with unmitigated tenacity. Meanwhile, it remains e

| 1998 | 1999 | 2000 | 2001 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9.19 | . 2 | 9.32 |  | 9.35 | 0.77 |  |  |
| 1.89 | 2.45 | 2.48 | 2.81 | 1.43 | 2.0 | 170 |  |
| 1.55 | 2.06 | 2.36 | 2.4 | . 07 | 1.59 | 1.21 |  |
| . 78 | . 86 | 98 | 1.10 | . 12 | 1.12 | 1.1 | , |
| 40 |  |  |  |  |  |  |  |
| 3.81 | 4.36 | 4.70 | 5.48 | 4.63 | 5.04 | 5.2 |  |
| 1988.8 | 1980.8 | 1953.5 | 1960.6 | 1937.4 | 1940.5 | 1942.4 | 1952.3 |
| 35.2 | 33. | 24.6 | 23.8 | 29 | 15. | 20.8 | 15 |
| 1.83 | . 89 | 1.60 | . 22 | 1.59 | . 9 | 1.10 |  |
| 1.4\% | 1.3\% | 1.7 | 1.9\% | 3.6\% | 4.4\% | 4.4\% |  |
|  |  |  |  |  |  |  |  |
| 31.4\% | 34.3 | 37.6 | 38.3\% | 26.2\% | 27.5\% | 29.9 | 31.6 |
| 25.0 | 8.0 | 476.0 | 181.0 | 35. | 89. | 09. | 29. |
| 3141.0 | 41 | 40 | 4723.0 | 203 | 06.0 | 2388 | 3000. |
| 26.4\% | 27.7\% | 25.2\% |  |  | 25.9\% | 342\% |  |
| 17.2\% | 20.6\% | 22.5\% | 24.3\% | 11.2\% | 14.9\% | 12.3\% |  |
| 2991.0 | 3730.0 | 4192.0 | 3523. | 1755.0 | 88. | 958. |  |
| 4.0 | 1342 | 13 | 6237 | 6261.0 | 8522.0 | 8463.0 |  |
| 7576.0 | 8645. | 9180.0 | 1073 | 8967 | 9786. | 02 | 1208 |
| 35.5\% | 42.1 | 39.5 | 28.9\% | 14.8 | 18.8 | 4.8 | . |
| 41.5\% | 48.2\% | 44.6\% | 44.0 | 22.7 | 31.7 | 23.4 | 26.8\% |
| 21.0 | 28.5 | 23.6 | 24 |  |  |  | .3\% |
| 49\% | 41\% | 47\% | 45\% | 107\% | 70\% | 91\% |  |
| BUSINESS: Bristol-Myers Squibb Company manufactures proprietary medical products, ethical pharmaceuticals, diagnostics, infant formula, orthopedic implants, health and beauty aids. Major brand names include: Plavix ( $\$ 4.8$ billion in '07 sales), Avapro, Pravachol, Coumadin, Reyataz, Sustiva, Baraclude, Erbitux, Taxol, Sprycel, Ixempra, Abilify, Enfamil, Enfagrow. Acquired DuPont Pharma. |  |  |  |  |  |  |  |

to be seen whether newer drugs like Spryce, Sustiva, Abilify, Reyataz, and Erbitux will fill the revenue gap left by the aforementioned heavyweights. To combat the prospective shortfall, Bristol is hoping to sell its baby food business Mead J ohnson for around $\$ 9$ billion, possibly offloading the ConvaTec wound care unit, and cutting costs ( $8 \%$ of the workforce over the next two years). Proceeds would most likely be used to acquire other brand name and/or generics companies, as well as consumer healthcare entities. The recent acquisition of Kosan BioSciences for $\$ 190$ million is a small indication of things to come.
Given this stock's depressed valuation, investors might think this is a good time to buy. And for those interested in income, it probably is. But those expecting the stock to rebound quickly are likely in for a surprise. There are few, if any, long- or short-term catalysts. Much will depend on the company's ability to reposition itself (via divestiture and acquisition), such that it becomes attractive to a potential suitor.
J eremy J. Butler
J uly 18, 2008

| TIMELINESS | $\mathbf{3}$ Lowered 74/408 |
| :--- | :--- |
| SAFETY | $\mathbf{2}$ Raised 10/2502 |
| TECHNICAL | 3 Lowered $6 / 2000$ |
| BETA $.80 \quad(1.00=$ Market) |  | BETA 80 ( $1.00=$ Market)




Capitol Federal Financial is a federally chartered holding company, which converted from mutual to stock ownership on March 31, 1999. On that day, the company sold $37,807,183$ shares at $\$ 10$ per share in a subscription offering to certain depositors. It also sold an additional $53,705,104$ shares during its IPO. The offering, led by Charles Webb \& Company, netted proceeds of $\$ 355.5$ million.
CAPITAL STRUCTURE as of $3 / 31 / 08$
FHLB Advances $\$ 2547.6$ mill.


| Fiscal <br> Year <br> Ends | SAVINGS DEPOSITS (\$ mill.) A <br> Dec.31 | Full <br> Fur. |  |  |
| :---: | :---: | :---: | :---: | :---: | ---: |
| 2005 | 4151 | 4051 | Jun. 30 | Sep. 30 |
| Fiscal |  |  |  |  |
| Year |  |  |  |  |$|$

BUSINESS: Capitol Federal Financial is the holding company for Cap. Fed. Savings Bank. It has 39 branch locations in Kansas and is the leading residential lender in the state. The bank serves the Topeka, Kansas City, Wichita, Lawrence, Manhattan, Emporia, and Salina areas. It primarily attracts retail deposits and uses the funds to provide mortgage loans to owner-occupied residences. Deposits
Capitol Federal posted good results for the March quarter (fiscal year ends September 30th). Share net was the best in two years, as net interest income was bolstered by lower funding costs. Interest expense declined almost $\$ 7 \mathrm{mil}$ lion due to the maturation of higher-cost deposits that were not renewed, and by the termination of a $\$ 575$ million interestrate swap. Too, interest costs were contained in part by recent interest-rate cuts by the F ederal Reserve.
Loan quality appears steady. The percentage of loans that are categorized as nonperforming (90 or more days delinquent) remained at .19\% as of March 31st, unchanged from December 31st. About one-third of the nonperforming loans have LTV (loan-to-value) ratios greater than $80 \%$, but most of these nonperformers have private mortgage insurance, which substantially reduces the bank's exposure. Still, although the percentage of troubled loans stayed steady since December, it compares unfavorably to the year-ago ratio. Too, loans from 30 to 89 days delinquent (and hence not yet included in the nonperforming total) increased $\$ 1.2$ mil-
include passbook and statement savings, money market accounts, NOW and noninterest bearing checking. Loans at $9 / 30 / 07: 96 \%$ real estate; $4 \%$ consumer. Has about 724 empl. Cap. Fed. Sav. Bank owns $70.3 \%$ of shs.; Off. \& dir., 2.6\% (12/07 proxy). Chrmn.: John C. Dicus. CEO: John B. Dicus. Inc.: KS. Addr.: 700 Kansas Ave. Topeka, KS 66603. Tel.: 785-235-1341. Net: www.capfed.com.
Iion since September 30th, to $\$ 18.9$ million. Simply put, the quality of the loan portfolio has dropped a touch, but remains steady, for now. We attribute this to the generally stable condition of Cap Fed's local economy.
Asset and loan growth are what is needed. Capitol Federal is in the business of making mortgage loans, from which it earns a spread. March results were aided by a widening spread, due in part to management actions aimed at reducing the cost of funds, and in part due to Federal Reserve actions that resulted in a generally lower level of interest rates. That said, we expect that asset and loan growth will remain sluggish at least through the end of calendar 2008, as the local and national economies continue to languish.
We see no reason to rush into these good-yielding shares. We expect that asset growth will be challenged by sluggish macroeconomic trends, and that interestrate spreads may be pressured if the Federal Reserve raises interest rates in an attempt to quell emerging inflationary pressures.
Douglas G. Maurer, CFA
(A) Fiscal year ends September 30th.
(B) Diluted earnings. Fiscal 2004 earnings exclude a debt restructuring charge of \$2.03/ share. Next earnings report due early August.
(C) Dividends paid in mid-Feb., May, Aug., and $25 \%$ of the excess of net income over the Nov. Excludes special dividends: '06; \$0.09, scheduled annual dividend payments. Histori'05; \$0.30, '03; $\$ 0.81$, '02; $\$ 1.22$. Starting in cally, dividends have been waived by Cap. '05, CFFN' has paid a special dividend equal to $\mid$ Fed. Savings Bank. (D) In millions.

Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability
 TECHNICAL 3 Lowered $6 / 6 / 08$ BETA $.95 \quad(1.00=$ Market $)$

 \begin{tabular}{|l}
\hline Low 10 <br>
\hline Insider Decisions <br>
0 N D J F M

 

\& $\mathbf{O}$ \& $\mathbf{N}$ \& $\mathbf{D}$ \& $\mathbf{J}$ \& $\mathbf{F}$ \& $\mathbf{M}$ \& $\mathbf{A}$ \& $\mathbf{M}$ \& $\mathbf{J}$ <br>
to Buy \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 <br>
Options \& 1 \& 2 \& 1 \& 0 \& 13 \& 9 \& 4 \& 5 \& 0 <br>
to Sell \& 1 \& 6 \& 3 \& 0 \& 9 \& 0 \& 2 \& 6 \& 1 <br>
\hline \multicolumn{1}{l}{ Intitutional }

 Institutional Decisions 

\& 4 Q2007 \& 1Q2008 \& 2 Q2008 <br>
to Buy \& 288 \& 287 \& 245 <br>
to Sell \& 279 \& 284 \& 308 <br>
Hld's $(000)$ \& 323671 \& 315997 \& 313803 <br>
\hline

 

\hline 1992 \& 1993 \& 1994 \& 1995 \& 19 <br>
\hline \&
\end{tabular}

CAPITAL STRUCTURE as of $6 / 30 / 08$
Total Debt $\$ 4435$ mill. Due in 5 Yrs $\$ 2060$ mill. LT Debt $\$ 4435$ mill. LT Interest $\$ 270$ mill.
(24\% of Cap'l)
Leases, Uncapitalized Annual rentals $\$ 89.0$ mill.
Pension Assets-12/07 \$1409 mill.
Oblig. $\$ 1658$ mill.
Pfd Stock None
Common Stock $360,557,474$ shs.

MARKET CAP: $\$ 17.4$ billion (Large Cap) | FINANCIAL POSITION | 2006 | 2007 | $6 / 30 / 08$ |
| :--- | :--- | :--- | :--- |
| $(\$ M I L L)$. |  |  |  | (\$MILL.)

Bonds


|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5303.8 | 5652.0 | 5.9 | 6.4 | 8085.3 | 10183 | 11636 | 12176 | 11958 | 1194 | 11885 | 11775 | P/C Premiums | 2400 |
| \% | 70.5\% | 67.5\% | 80.8\% | 75.4\% | 67.6\% | 63.1\% | 64.3\% | 55.2\% | 52.8\% | 58.0 | 59.5\% | Loss to Prem Earned | 62.5\% |
| 33.5\% | 32.3\% | 32.9\% | 32.6\% | 31.3\% | 30.4\% | 29.2\% | 28.0\% | 29.0\% | 30.1\% | 29.5\% | 29.5\% | Expense to Prem Writ | 29.5\% |
| -2.3\% | -2.8\% | . $4 \%$ | -13.4\% | \% | 2.0\% | 7.7\% | 7.7\% | 15.8\% | 17.1\% | 12.5\% | 11.0\% | Underwriting Margin | 8.0\% |
| 16.8\% | 12.5\% | 16.0\% |  |  | 11.2\% | 24.2\% | 23.5\% | 27.8\% | 28.0\% | 28.0\% | 28.0\% | Income Tax Rate | 28.0\% |
| 707.0 | 621.1 | 714.7 | 11.5 | 200.9 | 753.9 | 1402.4 | 1578.2 | 2367.0 | 2564.0 | 2210 | 2100 | Net Profit (\$mill) | 212 |
| 5.7\% | 5.8\% | 5.8\% | 5.8\% | 5.2\% | 4.7\% | 4.2\% | 4.3\% | 4.5\% | 4.5\% | 4.5\% | 5.0\% | $\operatorname{lnv} \operatorname{lnc}$ Total Inv | 5.5\% |
| 20746 | 37 | 25027 | 49 | 34114 | 38361 | 260 | 4806 | 5027 | 5057 | 52000 | 53500 | Total Assets (\$mill) | 62000 |
| 5644.1 | 6271.8 | 6981.7 | 6525.3 | 6859.2 | 8522.0 | 10126 | 12407 | 13863 | 444 | 1490 | 16200 | Shr. Equity (Smill) | 19400 |
| 12.5\% | 9.9\% | 10.2\% | 1.7\% | 2.9\% | 8.8\% | 13.8\% | 12.7\% | 17.1\% | 17.8\% | $15.0 \%$ | 13.0\% | Return on Shr. Equity | 11.0\% |
| 8.9\% | 6.5\% | 7.0\% | NMF | NMF | 5.9\% | 10.9\% | 9.9\% | 4.1\% | 14.7\% | 11.5\% | 10.0\% | Retained to Com Eq | 8.0\% |
| 29\% | 34\% | 32\% | NMF | 118\% | 33\% | 21\% | 22\% | 17\% | $17 \%$ | 21\% | 23\% | All Div'ds to Net Prot |  |

BUSINESS: The Chubb Corporation is a holding company engaged in property and casualty insurance. The company has offices located throughout North America, Europe, South America, and the Pacific Rim. Acquired Executive Risk, Inc. in July, 1999. Sold life/health and real estate operations in 1997. Mix of $p / \mathrm{c}$ premiums written at 12/31/07: personal lines, $31 \%$; standard commercial,
High catastrophe losses hurt Chubb's operating results in the second quarter. Indeed, earnings per share came in $\$ 0.20$ below the year-ago tally and a nickel short of our estimate. Much of the weakness stemmed from above-normal catastrophe losses related to storms in the Midwest that impacted the commercial property and marine insurance line. These losses, which accounted for 5.4 percentage points of the combined ratio, essentially penalized share earnings by $\$ 0.28$. A large loss incurred within the surety line didn't help matters either, as it offset some of the favorable reserve development and exerted additional pressure on the combined ratio.
Meanwhile, soft pricing within the P/C insurance sector seems apt to persist for a while. No doubt, industrywide competition in the U.S. is largely to blame for the dedine in the company's top line in recent years. Although foreign business is providing some relief, intense pricing pressure on the homefront will likely continue to make growth within the core domestic operations fairly challenging.

## profit estimate of $\mathbf{\$ 6 . 0 0}$ intact. Our tar-

43\%; specialized commercial, 25\%; Reinsurance, $1 \%$. Has about 10,600 employees. Morgan Stanley owns $6.2 \%$ of common stock; officers and directors control less than $1 \%$ of common ( $3 / 08$ proxy). Chairman, President, and CEO: John D. Finnegan. Incorporated: N.J. Address: 15 Mountain View Road, P.O. Box 1615 , Warren, NJ 07061. Telephone: 908-903-2000. Internet: www.chubb.com.
get is within management's annual guidance of $\$ 5.70$ to $\$ 6.10$, which is based on a combined ratio of between $86 \%$ and $88 \%$. Granted, given the unusually high outlays incurred in the J une quarter and considering that the hurricane season is currently in progress, Chubb now expects catastrophe losses to make up four points of the combined ratio for the full year, instead of three points as it originally assumed. However, the company's earnings guidance reflects a positive outlook for the second half of 2008. Looking ahead, we don't expect a pickup in profits until after 2009, though a healthier pricing backdrop and better loss and expense trends may prove our projections conservative.
Share repurchases should continue, which would be a good use of excess cash and beneficial to share net. More than nine million shares remained in the stock buyback authorization as of J une 30th.
Conservative investors may want to look here. A well-covered dividend, along with a top-notch Safety rank and high marks for Financial Strength and Price Stability, gives this issue some appeal.
(A) Before taxes. Incl. p/c inv. inc. after 1996. 60c; Q1 '08, 12c; Q2 '08, (13c). Incl. cap. shs. out'g. Next egs. rpt. due late Oct. (C) (B) Primary egs. thru 1996. Dil. thereafter. gains: '00, 10c; '99, 17c; '98, 27c; '97, 20¢; Dividends are historically paid early January, Excl. cap. gains/(losses) begin. with 2002: '02, '96, 174;' 95 , 244;' '92, 69c. Excl. nonrec. loss: April, July, October. - Dividend reinvestment


| CONMERCE BANCSH, NDQ-CBSH |  |  |  |  |  |  |  | $\begin{array}{\|l\|} \hline \text { RECENT } \\ \text { PRICE } \end{array}$ |  | $\begin{aligned} & \text { P/E } \\ & \text { RATIO } 17.4\binom{\text { Trailing: } 15.1}{\text { Median: } 15.0} \end{aligned}$ |  |  |  | $\begin{array}{\|l\|l\|} \hline \text { RELATIVE } \\ \text { PIE RATIO } 1.15 \end{array}$ |  | $\text { DIV'D } 2.3 \%$ |  |  | $\begin{aligned} & \text { VALUE } \\ & \text { LINE } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELINESS 3 <br> Raised $10 / 2607$  <br> SAFETY 1 <br> New 7/2790  <br> TECHNICAL 3 <br> BETA Lowered $5 / 30008$ <br> BET (1.00 $=$ Market) |  |  |  | High: | $\begin{aligned} & 28.8 \\ & 16.4 \end{aligned}$ | $\begin{aligned} & 31.7 \\ & 20.9 \\ & \hline \end{aligned}$ | 28.1 21.8 | $\begin{aligned} & 30.4 \\ & 17.9 \end{aligned}$ | $\begin{aligned} & 31.0 \\ & 23.4 \end{aligned}$ | $\begin{aligned} & 35.0 \\ & 25.8 \end{aligned}$ | $\begin{aligned} & \hline 40.6 \\ & 27.6 \end{aligned}$ | $\begin{aligned} & 43.4 \\ & 36.2 \end{aligned}$ | $\begin{aligned} & \hline 48.6 \\ & 39.9 \end{aligned}$ | $\begin{aligned} & 48.3 \\ & 43.4 \end{aligned}$ | $\begin{aligned} & 48.4 \\ & 41.2 \end{aligned}$ | $\begin{aligned} & 46.8 \\ & 36.5 \end{aligned}$ |  |  | Target Pric 20112012 | Range $2013$ |
|  |  |  |  | LEGENDS <br> 13.0 x Earnings p sh <br> $\ldots \ldots$ Relative Price Strength <br> 3-for-2 split $3 / 98$ <br> Options: Yes <br> Shaded area indicates recession |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 120 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 80 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 64 |
|  | 1-13 PRO | ECTIO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 64 |
|  | ( | An | 1 Tota |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 48 |
|  | Price | in | 7\% |  |  |  |  |  |  |  |  |  |  |  | , 11 | ., |  |  |  | - |  |  |  | 32 |
| High Low | $55 \quad(+$ | $\begin{gathered} 20 \%) \\ (\mathrm{Nil}) \end{gathered}$ | $\begin{aligned} & 7 \% \\ & 2 \% \end{aligned}$ |  |  |  |  |  |  | 1 |  |  | $1 /$ | - |  |  |  |  |  |  |  |  |  | -32 |
|  |  |  |  |  |  |  |  | , IIII |  |  |  |  |  |  |  |  |  |  |  | -24 |
|  | $0 \text { N D }$ | J F M | A M J |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 16 |
| to Buy | 000 | 20 | - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 12 |
| Options | 021 | 220 | $\begin{array}{lll}1 & 0 & 1 \\ 1\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RETURN 8/08 | 8 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 402007 | 102008 | 202008 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr . | $\begin{array}{cc} \text { STOCK } & \text { INDEX } \\ 3.6 & -9.4 \end{array}$ |  |
| to Buy | 86 82 | $\begin{aligned} & 80 \\ & 79 \end{aligned}$ |  | Percent shares traded |  |  |  |  |  |  |  |  |  |  |  |  |  | 3 yr y | $\begin{array}{ll} 3.6 & -9.4 \\ 3.1 & 12.4 \end{array}$ |  |
| Hld's(00) | 32590 | 33003 | 34444 | $\begin{array}{l\|l\|} \hline 1996 & 1997 \\ \hline \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  | 5 yr . | $45.7 \quad 56.8$ |  |
| 1992 | 1993 | 1994 | 1995 |  |  | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |  | JJE LINE PUB., INC | 11-13 |
| . 82 | . 92 | 1.01 | 1.06 | 1.21 | 1.38 | 1.56 | 1.75 | 1.96 | 2.04 | 2.26 | 2.43 | 2.68 | 2.87 | 2.94 | 2.82 | 2.85 | 2.90 | Ear | per sh A | 3.70 |
| . 18 | . 20 | . 22 | . 25 | . 28 | . 32 | . 35 | . 39 | . 42 | . 46 | . 49 | . 61 | . 76 | . 83 | . 89 | . 95 | 1.00 | 1.04 | Div'ds | lecl'd per sh B | 1.20 |
| 6.84 | 7.55 | 7.67 | 8.94 | 9.64 | 10.39 | 11.39 | 10.92 | 12.99 | 14.53 | 16.54 | 17.56 | 18.04 | 17.93 | 19.61 | 21.25 | 23.10 | 25.40 | Book | lue per sh | 33.35 |
| 88.26 | 94.39 | 94.95 | 98.87 | 95.89 | 94.43 | 94.88 | 98.87 | 88.05 | 87.60 | 85.64 | 82.62 | 79.11 | 74.62 | 73.55 | 71.89 | 72.50 | 74.00 | Comm | Shs Outst'g C | 78.00 |
| 10.5 | 11.0 | 10.3 | 11.2 | 11.7 | 14.9 | 18.1 | 14.4 | 11.7 | 13.2 | 13.8 | 13.6 | 14.7 | 15.3 | 15.6 | 15.9 | Bold figu | res are | Avg A | IP/E Ratio | 13.0 |
| . 64 | . 65 | . 68 | . 75 | . 73 | . 86 | . 94 | . 82 | . 76 | . 68 | . 75 | . 78 | . 78 | . 81 | . 84 | . 83 |  |  | Relat | P/E Ratio | . 85 |
| 2.1\% | 1.9\% | 2.1\% | 2.1\% | 2.0\% | 1.6\% | 1.3\% | 1.5\% | 1.8\% | 1.7\% | 1.6\% | 1.8\% | 1.9\% | 1.9\% | 1.9\% | 2.1\% |  |  | Avg | 'I Div'd Yield | 2.5\% |
| CAPITAL STRUCTURE as of $6 / 30 / 08$ <br> LT Debt $\$ 1,075.7$ mill. LT Interest $\$ 35.0$ mill. Due In 5 Years $\$ 421.3$ mill. |  |  |  |  |  | 11402 | 11401 | 11115 | 12903 | 13308 | 14287 | 14250 | 13886 | 15230 | 16205 | 17500 | 18500 |  | sets (\$mill) | 23000 |
|  |  |  |  |  |  | 6929.8 | 7453.9 | 7778.2 | 7508.5 | 7745.3 | 8007.5 | 8173.0 | 8770.7 | 9828.4 | 10472 | 11300 | 12000 | Loans | mill) | 15000 |
|  |  |  |  |  |  | 427.7 | 466.0 | 480.7 | 467.9 | 500.0 | 502.4 | 497.3 | 501.7 | 513.2 | 538.1 | 580 | 615 | Net | est Inc (\$mill) | 730 |
|  |  |  |  |  |  | 36.9 | 35.3 | 35.2 | 36.4 | 34.1 | 40.7 | 30.4 | 28.8 | 25.6 | 42.7 | 95.0 | 80.0 | Loan | ss Prov'n (\$mill) | 90.0 |
| Pension Assets-12/07 \$104.8 mill. Oblig. $\$ 86.3$ mill. |  |  |  |  |  | 214.0 | 236.2 | 252.8 | 277.5 | 280.6 | 301.7 | 326.9 | 341.2 | 361.6 | 379.8 | 415 | 405 | Nonin | est Inc (\$mill) | 475 |
|  |  |  |  |  |  | 379.3 | 419.0 | 430.4 | 439.6 | 452.9 | 472.1 | 482.8 | 496.5 | 525.4 | 574.8 | 615 | 625 | Nonin | est Exp (\$mill) | 690 |
|  |  |  |  |  |  | 150.1 | 166.2 | 178.6 | 182.0 | 199.5 | 206.5 | 220.3 | 223.2 | 219.8 | 206.7 | 205 | 215 | Net P | (\$mill) | 290 |
| Pfd Stock None |  |  |  |  |  | 33.5\% | 32.9\% | 33.3\% | 32.4\% | 32.0\% | 29.1\% | 29.2\% | 29.7\% | 32.1\% | 31.2\% | 28.0\% | 32.0\% | Income | Tax Rate | 32.0\% |
| Common Stock $72,053,819$ shs.as of $8 / 1 / 08$ |  |  |  |  |  | 1.32\% | 1.46\% | 1.61\% | 1.41\% | 1.50\% | 1.45\% | 1.55\% | 1.61\% | 1.44\% | 1.28\% | 1.15\% | 1.15\% | Return | Total Assets | 1.25\% |
|  |  |  |  |  |  | 27.1 | 25.7 | 224.7 | 392.6 | 338.5 | 401.0 | 389.5 | 269.4 | 53.9 | 583.6 | 1075 | 1200 | Long. | m Debt (\$mill) | 1600 |
|  |  |  |  |  |  | 1080.8 | 1079.8 | 1143.8 | 1272.5 | 1416.3 | 1451.0 | 1426.9 | 1337.8 | 1442.1 | 1527.7 | 1675 | 1880 | Shr. | uity (\$mill) | 2600 |
| MARKET CAP: $\$ 3.3$ billion (Mid Cap) |  |  |  |  |  | 9.5\% | 9.5\% | 10.3\% | 9.9\% | 10.6\% | 10.2\% | 10.0\% | 9.6\% | 9.5\% | 9.4\% | 9.5\% | 10.0\% | Shr. Eq | to Total Assets | 11.5\% |
|  |  |  |  |  |  | 60.8\% | 65.4\% | 70.0\% | 58.2\% | 58.2\% | 56.0\% | 57.4\% | 63.2\% | 64.5\% | 64.6\% | 64.5\% | 65.0\% | Loans | Tot Assets | 65.0\% |
| ASSETS Loans Funds Sold Securities Other Earning |  | $\begin{array}{r} 2006 \\ 9828.4 \\ 527.8 \end{array}$ |  | $\begin{array}{r} 2007 \\ 0471.8 \\ 655.2 \end{array}$ | $\begin{array}{r} 6 / 30 / 08 \\ 10971.1 \\ 466.2 \\ 3782.9 \end{array}$ | 13.9\% | 15.4\% | 15.6\% | 14.3\% | 14.1\% | 14.2\% | 15.4\% | 16.7\% | 15.2\% | 13.5\% | 12.0\% | 11.5\% | Retur | Shr. Equity | 11.0\% |
|  |  | 10.8\% | 12.1\% |  |  | 12.3\% | 11.1\% | 11.1\% | 10.7\% | 11.2\% | 11.9\% | 10.7\% | 9.0\% | 8.0\% | 7.5\% | Retain | to Com Eq | 7.5\% |
|  |  | 3297.0 | 22\% | 22\% |  | 21\% | 2२\% | 21\% | 25\% | 28\% | 28\% | 30\% | 33\% | 35\% | 36\% | All Div' | s to Net Prof | 32\% |

Other
LIABILITIES(\$Mill.)

## Deposits

 Funds Borrowed Long-Term Debt Other Other Loan Loss Resrv.$1377.8 \quad 1780.8 \quad 1798.3$
11744.912551 .612535 .6 $\begin{array}{rrr}1771.3 & 1239.2 & 1613.8 \\ 53.9 & 583 . & 1075\end{array}$ $\begin{array}{lll}1442.1 & 1527.7 & 1605.5\end{array}$ $1 \frac{218.1}{15230.3} \frac{302.7}{16204.8} \frac{187.9}{17018.5}$ ANNUAL RATES Past Past Est'd '05-'07 of change (per sh) 10 Yrs. 5 Yrs. to '11.' 13 Loans Earnings Dividends Book Value Total Assets

| $8.5 \%$ | $8.5 \%$ | $6.0 \%$ |
| ---: | ---: | ---: |
| $9.0 \%$ | $6.5 \%$ | $4.5 \%$ |
| $12.0 \%$ | $14.5 \%$ | $5.0 \%$ |
| $7.5 \%$ | $6.0 \%$ | $9.5 \%$ |
| $7.5 \%$ | $7.5 \%$ | $6.0 \%$ |


| $\begin{array}{\|c} \text { Cal- } \\ \text { endar } \end{array}$ | Mar. 31 | $\begin{aligned} & \text { LOANS } \\ & \text { Jun. } 30 \end{aligned}$ | $\begin{aligned} & (\$ \text { mill. }) \\ & \text { Sep. } 30 \end{aligned}$ | Dec. 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 8275 | 8370 | 8614 | 8771 |  |
| 2006 | 9010 | 9251 | 9701 | 9828 |  |
| 2007 | 9772 | 10093 | 10317 | 10472 |  |
| 2008 | 10792 | 10971 | 11100 | 11300 |  |
| 2009 | 11400 | 11500 | 11700 | 12000 |  |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
| 2005 | .63 | . 69 | . 81 | . 74 | 2.87 |
| 2006 | . 70 | . 74 | . 73 | . 77 | 2.94 |
| 2007 | . 70 | . 75 | . 77 | . 60 | 2.82 |
| 2008 | . 89 | . 77 | . 47 | . 72 | 2.85 |
| 2009 | .66 | . 73 | . 74 | . 77 | 2.90 |
| $\begin{array}{\|c} \text { Cal- } \\ \text { endar } \end{array}$ | QUARTERLY DIVIDENDS PAID B |  |  |  | Full Year |
| 2004 | . 189 | . 189 | . 189 | . 189 | . 76 |
| 2005 | . 208 | . 208 | . 208 | . 208 | . 83 |
| 2006 | . 222 | . 222 | . 222 | . 222 | . 89 |
| 2007 | . 238 | . 238 | . 238 | . 238 | . 95 |
| 2008 | 25 | 25 | 25 |  |  |

BUSINESS: Commerce Bancshares, Inc. has over 360 locations in Missouri, Illinois, Kansas, Oklahoma, \& Colorado. Subsidiaries engaged in mortgage, credit-related insurance, venture capital, and real estate activities. Annualized net loan losses, $.42 \%$ of average loans in '07. Loan loss reserve, $1.31 \%$ of loans at $6 / 30 / 08$; problem \& past-due assets, $.58 \%$. Loan portfolio (12/31/07): commercial,

## Commerce Bancshares' earnings pat-

 tern has been lumpy lately. Reported results have included some one-time items: a $\$ 0.06$-a-share gain on the sale of a bank branch in the June quarter; the \$0.27-a-share positive effect of the Visa initial public offering in the March period; and \$0.18-a-share of Visa litigation costs in the final period of 2007. The company now expects to buy back about $\$ 545$ million of auction-rate securities from its customers at a possible $\$ 28$ million loss, which would boost operating expenses and reduce earnings in this year's September interim by about $\$ 0.26$ a share.The company's problem asset and loan loss ratios are much lower than most banks', but Commerce isn't immune to credit problems. The bank is a fairly conservative lender, and its area doesn't include the real estate markets hit hardest by the housing debacle. Even so, since the end of 2007, losses on credit cards, marine, and recreational vehicle loans have ticked up; nonaccrual real estate loans (though still very low) have
increased; potential problem credits have risen, from $\$ 127$ million last December
$31 \%$; commercial real estate, $27 \%$; residential mortgage, 15\%; consumer, $27 \%$. On 6/30/08, had 5,181 full-time equivalent empl. Directors \& officers own $9.4 \%$ of stock; Commerce Bank in trust capacities, $12.5 \%$; American Century, $5.7 \%$ (proxy 3/08). CEO: D.W. Kemper. Inc.: MO. Address: 1000 Walnut, P.O. Box 13686, Kansas City, MO 64199. Tel.: 816-234-2000. Internet: commercebank.com.
31st to $\$ 180$ million as of mid-2008. Commerce's loan loss reserve is more than double its problem and past-due loans. Still, we look for some further increase in loan losses in the uncertain economic climate and somewhat higher reserve provisions over the rest of 2008 and into 2009.
Reflecting the possible loss on the auction-rate securities and higher credit costs, we have lowered our share-net estimates for 2008 and 2009, by a dime and \$0.15, respectively. Operating expenses advanced a little faster than core revenues (minus the branch sale gain) in the J une quarter. But much of the expense growth was in support of revenues (incentive pay, marketing outlays to attract depositors, data processing costs that track bank card income), so we look for the revenue/expense balance to improve. Quarterly comparisons of reported earnings will be difficult in the first half of next year given the 2008 one-time gains.
The stock has held up well, and discounts much of its appreciation potential to 2011-2013. Too, the dividend yield is only about average. Theresa Brophy

September 19, 2008
(A) Based on diluted shares out
earnings report due mid-Oct
(B) Dividends historically paid in late March June, September, and December. Plus stock
dividend: $5 \%$ in '94, '95, '96, '97, '98, '99, '00,
'01, '02, '03, '04, '05, '06, '07.
(C) In millions, adjusted for stock split \&
(C) In millio.
dividends.

| Company's Financial Strength | A |
| :--- | ---: |
| Stock's Price Stability | 100 |
| Price Growth Persistence | 50 |
| Earnings Predictability | 100 |


| TIMELINESS $\mathbf{3}$ Lowered 8/108 <br> SAFETY $\mathbf{2}$ Raised $5 / 1200$ <br> TECHNICAL 3 Rased $6 / 20008$ <br> BETA $.90 \quad(1.00=$ Market)  |  |  |  | High: <br> Low: | $\begin{aligned} & 22.6 \\ & 11.9 \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| 2011-13 PROJECTIONS    <br>  Price Gain Ann'I Total <br> Return    <br> High 105 $(+70 \%$ $15 \%$ <br> Low 80 $(+30 \%)$ $8 \%$ |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Insider Decisions |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Institutional Decisions |  |  |  |  |  |  |
|  | 302007 | 402007 | 102008 | Perce shares traded |  |  |
| to Buy | 262 | 345 | 339 |  |  |  |
| Hld's(000) 358352 | 358352 | 353105358252 |  |  |  |  |
| 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |  |
| 28.15 | 35.70 | 37.84 | 46.75 | 49.77 | 51.21 |  |
| $\begin{aligned} & .63 \\ & .47 \end{aligned}$ | . 77 | . 77 | . 92 | 1.04 | 1.25 |  |
|  | . 50 | . 44 | . 53 | . 61 | . 82 |  |
|  |  |  |  |  |  |  |
| 3.45 | 4.14 | 3.87 | 3.92 | 4.52 | 5.78 |  |
| 235.19 | 434.15 | 435.59 | 390.33 | 393.15 | 427.19 |  |
| $\begin{aligned} & 35.5 \\ & 2.15 \end{aligned}$ | 21.3 | 19.6 | 14.1 | 14.9 | 16.9 |  |
|  | 1.26 | 1.29 | . 94 | . 93 | 97 |  |
|  |  |  |  |  |  |  |
| CAPITAL STRUCTURE as of 5/11/08 |  |  |  |  |  |  |
| Total Debt $\$ 2284.4$ mill. Due in 5 Yrs $\$ 983.8$ mill. |  |  |  |  |  |  |
| LT Debt $\$ 2186.9$ mill. LT Interest $\$ 115.0$ mill. |  |  |  |  |  |  |
| Incl. $\$ 900$ mill. of $5.3 \%$ senior notes due 2012 and |  |  |  |  |  |  |
| $\$ 1.1$ bill. of $5.5 \%$ senior notes due 2017. <br> (20\% of Cap'l) |  |  |  |  |  |  |
| Leases, Uncapitalized Annual rentals $\$ 114.7$ mill. |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Pfd Stock None |  |  |  |  |  |  |
| Common Stock 434,774,651 shs. as of $6 / 8 / 08$ |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| MARKET CAP: $\$ 26.9$ billion (Large Cap) |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| CURRENT PSSITION(\$MILL.) |  |  |  |  |  |  |
| Cash Assets |  |  | 33.1 | 355.5 |  |  |
|  |  |  | 65.4 | 762.0 | 682 |  |
| Inventory (FIFO) |  |  | 68.7 | 879.5 | 5305.8 |  |
| Other |  |  | 64.9 | 327.1 | 435.5 |  |
| Current Assets |  |  | 32.1 | 324.1 | 0078.5 |  |
| Accts PayableDebt Due |  |  | 81.4 | 124.9 | 5720.5 |  |
|  |  |  | 49.9 | 113.7 | 97.5 |  |
| Other |  |  | 87.9 | 343.1 | 3707.5 |  |
| Current Liab. |  |  | 19.2 | 581.7 | 9525.5 |  |
| ANNUAL RATES of change (per sh) |  | S Past |  |  | '05-07 |  |
|  |  | 10 Yrs. |  |  | '11-'13 |  |
| Sales "Cash" |  | 10.0\% |  | \% 10.0 | 0.0\% |  |
|  |  | 12.5\% |  | \% 11 | 1.5\% |  |
| Earnings |  | 13.5\% |  | 0\% 12 | 2.0\% |  |
|  |  |  |  |  | 8.5\% |  |
| Book Value |  | 15.0\% |  | .0\% | 7.0\% |  |


| Fiscal <br> Year <br> Ends | QUARTERLY REVENUES (\$ mill.) A E <br> Nov.Per Feb.Per May Per Aug.Per | Full <br> Fiscal <br> Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 11578 | 12658 | 11997 | 16702 | 52935 |
| 2006 | 12933 | 14059 | 13284 | 19875 | 60151 |
| 2007 | 14152 | 15342 | 14888 | 20527 | 64909 |
| 2008 | 15809 | 16959 | 16610 | 22622 | 72000 |
| 2009 | 17100 | 18300 | 17850 | 25000 | 78250 |
| Fiscal <br> Year | EARNINGS PER SHARE A B |  |  |  | Full <br> Ends |
| Nov.Per Feb.Per May Per Aug.Per | Fiscal |  |  |  |  |
| 2005 | .40 | .54 | .43 | .66 | 2.03 |
| 2006 | .45 | .62 | .49 | .75 | 2.31 |
| 2007 | .51 | .66 | .56 | .90 | 2.63 |
| 2008 | .59 | .74 | .67 | .90 | 2.90 |
| 2009 | .65 | .80 | .70 | 1.15 | 3.30 |
| Cal- | QUARTERLY DIVIDENDS PAID C | Full |  |  |  |
| endar | Mar. 31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2004 | -- | .- | .10 | .10 | .20 |
| 2005 | .10 | .10 | .115 | .115 | .43 |
| 2006 | .115 | .115 | .13 | .13 | .49 |
| 2007 | .13 | .145 | .145 | .145 | .57 |
| 2008 | .145 | .16 |  |  |  |


| 24270 | 27456 | 32164 | 34797 | 38762 | 42546 | 48107 | 52935 | 60151 | 64909 | 72000 | 78250 | Revenues (\$mill) A E | 96500 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12.7\% | 12.8\% | 12.6\% | 12.7\% | 13.0\% | 13.3\% | 13.4\% | 13.2\% | 13.2\% | 13.3\% | 13.5\% | 13.5\% | Gross Margin | 14.0\% |
| 4.2\% | 4.3\% | 4.0\% | 3.7\% | 3.8\% | 3.6\% | 3.8\% | 3.7\% | 3.6\% | 3.6\% | 3.7\% | 3.8\% | Operating Margin | 4.0\% |
| 278 | 292 | 313 | 365 | 374 | 397 | 417 | 433 | 458 | 488 | 545 | 560 | Number of Stores | 630 |
| 459.8 | 545.3 | 631.4 | 602.1 | 700.0 | 721.0 | 882.4 | 989.3 | 1103.2 | 1202.3 | 1290 | 1425 | Net Profit (\$mill) | 1955 |
| 40.0\% | 40.0\% | 40.0\% | 40.0\% | 38.5\% | 37.8\% | 37.0\% | 35.5\% | 37.0\% | 36.7\% | 37.0\% | 37.0\% | Income Tax Rate | 37.0\% |
| 1.9\% | 2.0\% | 2.0\% | 1.7\% | 1.8\% | 1.7\% | 1.8\% | 1.9\% | 1.8\% | 1.9\% | 1.8\% | 1.8\% | Net Profit Margin | 2.0\% |
| 431.3 | 449.7 | 65.7 | d229.7 | 180.8 | 700.4 | 1098.5 | 1477.4 | 412.9 | 742.4 | 100 | d400 | Working Cap'I (\$mill) | 225 |
| 930.0 | 918.9 | 790.1 | 859.4 | 1210.6 | 1289.6 | 993.7 | 710.7 | 215.4 | 2108.0 | 2050 | 2000 | Long-Term Debt (\$mill) | 1900 |
| 2965.9 | 3532.1 | 4240.3 | 4882.9 | 5694.2 | 6555.0 | 7624.8 | 8881.1 | 9143.4 | 8623.3 | 8700 | 9150 | Shr. Equity (\$mill) | 12250 |
| 12.4\% | 12.8\% | 12.9\% | 10.8\% | 10.3\% | 9.4\% | 10.4\% | 10.5\% | 11.9\% | 11.5\% | 12.0\% | 13.0\% | Return on Total Cap'l | 13.5\% |
| 15.5\% | 15.4\% | 14.9\% | 12.3\% | 12.3\% | 11.0\% | 11.6\% | 11.1\% | 12.1\% | 13.9\% | 15.0\% | 15.5\% | Return on Shr. Equity | 16.0\% |
| 15.5\% | 15.4\% | 14.9\% | 12.3\% | 12.3\% | 11.0\% | 10.4\% | 8.8\% | 9.5\% | 11.1\% | 12.0\% | 12.5\% | Retained to Com Eq | 13.5\% |
|  | .- |  |  | .- | .- | 10\% |  | 21\% | 20\% | 21\% | 20\% | All Div'ds to Net Prof | 17\% |

BUSINESS: Costco Wholesale Corp., formerly known as Costco Companies, Inc., was formed by the merger of Price Co. and Costco Wholesale in October '93. Company operates wholesalemembership warehouses in the U.S. (389 as of 2/08), Canada (75), United Kingdom (19), Korea (6), Taiwan (5), Japan (7), and 30 warehouses in Mexico through a joint partnership. Sells mer-

## Although Costco will likely achieve a

 healthy share-net gain this year, results will be hurt due to rising vendor costs. The company recently revealed that its suppliers have been raising prices at a faster rate then previously expected, Iargely due to inflationary pressures. Costco has decided to limit the amount of these price increases that it will pass on to its customers in an effort to continue providing less expensive wares compared to its competition. This should allow COST to maintain market-share gains and custom-er loyalty, albeit at the expense of profits over the coming quarters. Furthermore, the company indicated that greater gas sales will continue to damper profitability because they are a lower-margin item. In response to this recent development, we have cut our 2008 and 2009 earnings estimates by $\$ 0.10$ and $\$ 0.15$ to $\$ 2.90$ and $\$ 3.30$ per share, respectively.

## We expect sales gains to remain

 robust, however. In its fiscal third quarter, (year ends August 31st) traffic trends, and an increase in the averagetransaction amount, drove same-store sales up 4\% year over year, with an addi-
chandise directly from warehouses to a restricted membership. Food and sundries account for $54 \%$ of sales. Employs 127,000. Off. \& Dir. own 2.3\% of stock; Davis Selected Advisors, 14.2\%; (12/07 proxy). Chrmn.: Jeffrey H. Brotman. Pres. \& CEO: James D. Sinegal. Inc.: WA. Address: 999 Lake Drive, Issaquah, WA 98027. Tel.: 425-313-8100. Internet: www.costco.com.
tional 4\% credited to the higher gas prices and foreign currency translation. We think that consumers' concern over the current economic backdrop will continue to steer them toward Costco's thrifty merchandise, resulting in further same-store sales gains going forward.
Membership remains best in class. At the end of the third quarter, COST led the industry in total members with 52.6 million, which reflects a $1.5 \%$ sequential advance. Revenues from membership fees rose 10\% year over year, which certainly helped boost earnings since there are minimal costs associated with the fees. Too, the membership renewal rate remained strong at an industry leading 87\%.
These shares are not particularly appealing. The company's revised earnings outlook has put a damper on investor sentiment, and the shares are down 15\% since our May report. Pricing pressure should remain in the near term, and our projections indicate below-average capital gains potential to 2011-2013. Thus, most investors should hold off on this issue until a more favorable entry point arises. Kevin Downing

August 8, 2008
A) Fiscal year ends on Sunday nearest Aug. 31st. Interim periods cover 12, 12, 12, 16 weeks

37¢; '97, 20¢; '99, 64¢; '05, 15¢; '07, (26¢). Next earnings report due early October.
(C) Div'ds historically paid in late Feb.,

Aug., Nov. ■ Div'd reinvestment plan available.
(D) In mill. adjusted for split.
(E) Incl. membership fees.
( Primary egs. through '93, thereafter diluted

| TIMELINESS $\mathbf{3}$ Lowered 44108 <br> SAFETY $\mathbf{2}$ Raised 68101 <br> TECHNICAL 3 Raised 812908 <br> BETA $.80 \quad(1.00=$ Market $)$  <br>   |  |  |  | High: Low: | $\begin{array}{r}10.6 \\ 7.4 \\ \hline\end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 2011-13 PROJECTIONS Ann'I Total |  |  |  |  |  |
|  |  |  |  | Options: Yes Shaded area indica |  |
| $\begin{array}{cccc} \text { High } & 60 & (+50 \% & 10 \% \\ \text { Low } & 45 & (+10 \%) & 3 \% \\ \hline \end{array}$ |  |  |  |  |  |
|  |  |  |  |  |  |
| Insider Decisions |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Institutional Decisions |  |  |  | 1,.1! |  |
|  | 302007 | 402007 | 102008 | Percen shares traded | $\begin{gathered} 21 \\ 14 \\ 7 \end{gathered}=$ |
| to Buy | 183 | 206 | 188 |  |  |
| to Sell | 192 | 202 | 240 |  |  |
| Hld's (000) 118425 |  | 121389121986 |  |  |  |
| 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 3.49 | 3.33 | 3.15 | 3.53 | 4.07 | 4.44 |
| . 35 | . 39 | . 45 | . 47 | . 59 | . 66 |
| . 24 | . 30 | . 33 | . 33 | . 42 | . 46 |
|  |  | . 01 | . 05 | . 06 | . 07 |
| . 11 | 07 | . 08 | 11 | 13 | 17 |
| . 69 | 1.42 | 1.80 | 1.95 | 2.27 | 2.61 |
| 145.47 | 166.19 | 166.55 | 162.00 | 161.40 | 162.30 |
| 22.8 | 21.9 | 18.8 | 17.8 | 16.8 | 19.2 |
| 1.38 | 1.29 | 1.23 | 1.19 | 1.05 | 1.1 |
|  |  | .2\% | .9\% | .8\% | .7\% |
| PITAL STRUCTURE as of 6/30 |  |  |  |  |  |
| Total Debt $\$ 581.5$ mill. Due in 5 Yrs $\$ 475.0$ mill. LT Debt $\$ 576.6$ mill. LT Interest $\$ 25.2$ mill. (Total interest coverage: 17.2x) (26\% of Cap') |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Leases, Uncapitalized Annual rentals $\$ 24.0$ mill. Pension Assets-12/07 $\$ 68.4$ mill. Oblig. $\$ 151.8$ mill. |  |  |  |  |  |
| Pfd Stock None |  |  |  |  |  |
| Common Stock 148,659,688 shs. as of $7 / 29 / 08$ MARKET CAP: $\$ 6.0$ billion (Large Cap) |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| CURRENT POSITION (\$MILL.) |  |  | 2006 | 2007 | 6/30/08 |
|  |  |  |  |  |  |
| Cash Assets <br> Receivables |  |  | 290.8 | 307.6 | 371.5 |
| Inventory (FIFO) |  |  | 332.4 | 258.0 | 282.8 |
| Other |  |  | 129.9 | 100.1 | 104.6 |
| Current Assets |  |  | 718.2 | 982.0 | 1182.1 |
|  |  |  | 80.0 | 82.3 | 94.4 |
| Accts Payable |  |  | 3.0 | 1.2 | 4.9 |
| Other |  |  | 228.4 | 228.9 | 226.3 |
| Current Liab. |  |  | 311.4 | 312.4 | 325.6 |


| ANNUAL RATES | Past | Past | Est'd '05-'07 |
| :--- | ---: | ---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'11-'13 |
| Sales | $11.5 \%$ | $10.0 \%$ | $10.5 \%$ |
| "Cash Flow" | $12.5 \%$ | $11.5 \%$ | $11.5 \%$ |
| Earnings | $14.0 \%$ | $14.5 \%$ | $11.5 \%$ |
| Dividends | $9.5 \%$ | $9.5 \%$ | $11.0 \%$ |
| Book Value | $14.5 \%$ | $16.0 \%$ | $11.0 \%$ |


| Calendar | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 3 | Sep. 3 | Dec. 3 |  |
| 2005 | 407.0 | 444.7 | 416.0 | 447.4 | 1715.1 |
| 2006 | 431.0 | 472.4 | 435.7 | 471.4 | 1810.5 |
| 2007 | 472.9 | 507.3 | 488.1 | 541.5 | 2009.8 |
| 2008 | 560.8 | 594.8 | 535 | 579.4 | 2270 |
| 2009 | 590 | 605 | 565 | 615 | 2375 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | D |  |
| 2005 | . 30 | 35 | . 32 | . 37 | . 34 |
| 2006 | . 33 | . 39 | . 33 | . 37 | 1.42 |
| 2007 | . 38 | . 44 | . 39 | . 44 | 1.66 |
| 2008 | 45 | . 53 | . 44 | . 49 | 1.91 |
| 2009 | . 49 | . 55 | . 51 | . 55 | 2.10 |
|  | QUARTERLY DIVIDENDS PAID B |  |  |  | Full Year |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2004 | . 027 | . 027 | . 027 | . 027 | 1 |
| 2005 | . 03 | . 03 | . 03 | . 03 | 12 |
| 2006 | . 035 | . 035 | . 035 | . 035 | . 14 |
| 2007 | . 04 | . 04 | . 04 | , | 10 |
| 2007 | . 04 |  |  |  |  |

BUSINESS: Dentsply International Inc. develops, manufactures,
and markets products for the dental industry. Dental consumable
and laboratory products include artificial teeth, root canal instruand laboratory products include artificial teeth, root canal instruments, impression materials, dental sealants, and anesthetics. Dental equipment includes dental x-ray systems, intraoral cameras,
computer imaging systems and related software. Divested medical

Dentsply performed very well in 2008's initial half. Excluding the volatile precious metals business, year over year increases in aggregate sales were 17.2\% and $17.3 \%$ in the first and second quarters, respectively. M ore important, organic growth in the two periods was solid, at $6.3 \%$ and $5.9 \%$; acquistions and changes in exchange rates account for the balance. There was a marked quarter-to-quarter deceleration in the United States, with growth slowing from 4.0\% to 1.0\%, but this softness was more than offset by persistent strength in international markets. Europe was especially robust, with growth accelerating 1.5 percentage points to $10 \%$. Earnings per share, meantime, were up 20\% (year over year), and topped our \$0.49 estimate by $\$ 0.04$, helped by better-thanexpected revenues and margins.
We're leaving our share-net estimates for the year's second half and 2009 unchanged, though. The anemic showing in the U.S. Iast period reflected both a difficult comparison base, which was inflated by the release of pent-up demand for anesthetics, and delayed purchases by distribu-
(A) Diluted earnings. Prior to '97, egs. based '02, 1c; '03, 2c; ' 04,8 c. Extra. chg.:' 93, , (10c). paid in early January, April, July, and October. on avg. shares out. Quarterlies may not sum to Disc. op.: '94, 1c; ' $03,3 \mathrm{c}$; '04, 27c; ' 05 , (C) In millions, adjusted for stock splits. (D) total due to rounding. Excl. nonrec. gains ( $\$ 1.05$ ); '06, 14; 07' 2¢; '08, 14. Next egs. Incl. intang. In '07, $\$ 1203.6$ mill., $\$ 7.98 / \mathrm{sh}$. (losses): '93, (12¢); '94, 4¢; '98, (29¢); '01, 8¢; $\left\lvert\, \begin{aligned} & \text { report due late Oct. (B) Dividends historically }\end{aligned}\right.$
equip. unit 12/94. Foreign sales accounted for about $59 \%$ of ' 07 total. Has about 8,900 emplys. Dentsply ESOP owns $5.1 \%$ of common; Fidelity, $5.7 \%$; Barclays Global, $6.3 \%$; Off. \& Dir., $1.8 \%$ (4/08 Proxy). Chairman: John C. Miles II. CEO: Gerald K. Kunkle, Jr. Inc. Delaware. Address: 570 West College Avenue, P.O. Box 872, York, PA 17405. Tel.: 717-845-7511. Internet: www.dentsply.com.
launch of the Stylus dental handpiece. So, domestic organic growth could re-accelerate. That said, we're reluctant to raise our near-term expectations for the following reasons: persistent weakness at home will undoubtedly continue to curb demand for high-end discretionary items; the combination of softening labor markets and rising inflation in the Euro zone suggest a slowing in international sales. Management raised its full-year guidance from $\$ 1.83-\$ 1.88$ to $\$ 1.86-\$ 1.91$, and we've added $\$ 0.04$ to our figure, now $\$ 1.91$, due to the J une-quarter outperformance. Our estimate for 2009 stays at $\$ 2.10$ a share.
We don't have a strong position on this stock. Favorable socioeconomic and demographic trends are long-term positives, as are the company's diversified product portfolio and productive R\&D program. Healthy finances also give management the wherewithal to boost share net through acquisitions and stock repurchases. XRAY shares are neutrally ranked for the year ahead, however, and current valuations probably preclude better-thanaverage 3- to 5-year price appreciation. George R ho

August 29, 2008

| TIMELIN | NESS | Raised 10 | /27/06 | High: Low: | $\begin{aligned} & 37.2 \\ & 26.5 \\ & \hline \end{aligned}$ | $\begin{aligned} & 45.0 \\ & 29.8 \end{aligned}$ | $\begin{aligned} & \hline 39.9 \\ & 20.1 \end{aligned}$ | $\begin{aligned} & \hline 36.5 \\ & 19.9 \end{aligned}$ | $\begin{aligned} & 38.8 \\ & 18.6 \end{aligned}$ | $\begin{aligned} & 31.3 \\ & 19.0 \end{aligned}$ | $\begin{aligned} & 27.6 \\ & 17.8 \end{aligned}$ | $\begin{aligned} & 28.5 \\ & 22.6 \end{aligned}$ | $\begin{aligned} & \hline 39.0 \\ & 27.0 \end{aligned}$ | $\begin{aligned} & 41.6 \\ & 30.2 \end{aligned}$ | $\begin{aligned} & 46.3 \\ & 35.2 \end{aligned}$ | $\begin{aligned} & 39.9 \\ & 31.5 \end{aligned}$ |  |  | Target Pri 2011 | Range 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SAFET | $2$ | Raised 12 | 1/107 | LEGEN | S |  |  |  | 18.6 |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \mathbf{2 0 1 3} \\ -120 \end{array}$ |
|  |  |  |  | - | ve Pric | trength |  |  |  |  |  |  |  |  |  |  |  |  |  | -100 |
| $\mathrm{CH}$ |  | Raised |  | 2-for-1 splif | 12/95 | engt |  |  |  |  |  |  |  |  |  |  |  |  |  | 80 |
| BETA | (1.00 | Market) |  | Options: | es |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 64 |
|  | 1-13 PRO | OJECTIO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 64 |
|  | Price | Gain | n'I Total Return |  |  |  |  |  |  |  |  |  |  | 1 | , ${ }^{11}$ | $\left.l_{1}\right\|^{\prime} l_{1}$ |  |  |  | 2 |
| High Low | $\begin{array}{ll} 80 & +1 \\ 60 & + \end{array}$ | $\begin{aligned} & 130 \% \\ & +75 \%) \end{aligned}$ | $\begin{aligned} & 23 \% \\ & 15 \% \end{aligned}$ |  | . | $4$ | $\mid$ |  |  |  |  | الالب山! |  |  |  |  |  |  |  | -32 |
| Insider | r Decisi | ons |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 20 |
|  | 0 N D | J F M | A M J |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 16 |
| to Buy | 000 | 0 0 0 | 0 0 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 12 |
| Options to Sell | $\begin{array}{lll}0 & 2 & 0 \\ 0 & 0 & 1\end{array}$ | $\begin{array}{lll}0 & 1 & 0 \\ 0 & 2 & 0\end{array}$ | $\begin{array}{lll}2 & 0 & 1 \\ 1 & 3 & 0\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 12 |
| Institut | tional D | Decision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RETURN 7/08 | -8 |
|  | 3 Q2007 | $4 \mathrm{Q2007}$ | 1 Q2008 | Percent |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VLAR |  |
| to Buy | 116 | 130 | 128 | shares |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr . | -12.9 -12.2 |  |
| to Sell | 182 | 166 | 165 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3 yr . | -2.3 7.2 |  |
| HId's(000) | 104425 | 105314 | 107517 |  |  | \|ل1| |  |  |  |  |  |  |  |  |  |  |  | 5 yr . | 53.958 .6 |  |
| 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 001F | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | © V | E LINE PUB., INC | 11-13 |
| 7.48 | 7.81 | 8.97 | 10.54 | 11.96 | 9.16 | 11.58 | 13.23 | 14.47 | 8.36 | 8.17 | 9.23 | 9.84 | 11.17 | 12.40 | 14.21 | 16.10 | 17.25 | Rev | per sh A | 21.60 |
| . 92 | . 96 | 1.18 | 1.46 | 1.74 | 1.76 | 2.12 | 2.55 | 2.77 | 1.90 | 2.00 | 2.24 | 2.29 | 2.48 | 2.76 | 3.35 | 3.70 | 3.90 | "Cas | low" per sh | 5.05 |
| . 52 | . 63 | . 81 | . 98 | 1.22 | 1.26 | 1.34 | 1.55 | 1.68 | 1.09 | 1.38 | 1.48 | 1.62 | 1.80 | 2.02 | 2.28 | 2.50 | 2.70 | Earni | per sh B | 3.70 |
| . 26 | . 28 | . 31 | . 32 | . 33 | . 35 | . 35 | . 36 | . 37 | . 23 | . 08 | . 08 | . 11 | . 15 | . 16 | . 16 | . 16 | . 16 | Div'd | cl'd per sh Cm | . 20 |
| . 34 | . 35 | . 20 | . 38 | . 66 | . 58 | . 85 | . 90 | . 81 | . 10 | . 09 | . 11 | . 13 | . 36 | . 42 | . 91 | 1.10 | . 15 | Cap' | ending per sh | . 15 |
| 1.70 | 1.63 | 2.28 | 2.30 | 2.81 | 2.34 | 2.62 | 1.61 | 2.82 | 1.79 | 1.63 | 2.80 | 4.05 | 6.35 | 6.72 | 10.79 | 13.65 | 16.30 | Book | ue per sh ${ }^{\text {D }}$ | 26.20 |
| 151.55 | 155.82 | 158.59 | 153.96 | 151.43 | 149.16 | 140.04 | 134.00 | 135.84 | 136.20 | 135.70 | 132.70 | 129.40 | 129.20 | 124.70 | 129.70 | 125.00 | 125.00 | Comm | Shs Outst'g E | 125.00 |
| 16.3 | 17.5 | 16.8 | 17.9 | 20.7 | 25.2 | 28.1 | 20.7 | 15.6 | 21.7 | 18.3 | 15.5 | 15.8 | 18.7 | 18.1 | 17.4 | Bold fi | ures are | Avg | P/E Ratio | 19.0 |
| . 99 | 1.03 | 1.10 | 1.20 | 1.30 | 1.45 | 1.46 | 1.18 | 1.01 | 1.11 | 1.00 | . 88 | . 83 | 1.00 | . 98 | . 91 | Value | Line | Relat | P/E Ratio | 1.25 |
| 3.1\% | 2.5\% | 2.2\% | 1.8\% | 1.3\% | 1.1\% | . $9 \%$ | 1.1\% | 1.4\% | 1.0\% | . $3 \%$ | . $3 \%$ | .4\% | .4\% | .4\% | .4\% | estim | ates | Avg An | Div'd Yield | . $3 \%$ |
| CAPITAL STRUCTURE as of $6 / 30 / 08$ <br> Total Debt $\$ 1340.5$ mill. Due in 5 Yrs $\$ 127.3$ mill. <br> LT Debt $\$ 1213.2$ mill. LT Interest $\$ 75.0$ mill. <br> (LT int. earned: 8.4 x ; total int. coverage: 7.5 x ) <br> ( $45 \%$ of Cap'l) <br> Leases, Uncapitalized Annual rentals $\$ 17.4$ mill. <br> Pension Assets-12/07 \$606.6 mill. <br> Pension Oblig. $\$ 581.6$ mill. <br> Pfd Stock None <br> Common Stock 128,247,757 shs. <br> as of $7 / 25 / 08$ <br> (Excl. 3,900,000 shs. held by employee benefit <br> trusts, not counted in earnings per. sh. calc.) <br> MARKET CAP: $\$ 4.5$ billion (Mid-Cap) |  |  |  |  |  | 1621.0 | 1772.7 | 1965.9 | 1139.0 | 1109.3 | 1225.4 | 1272.8 | 1443.4 | 1546.3 | 1843.0 | 2010 | 2155 | Reve | (\$mill) A | 2700 |
|  |  |  |  |  |  | 29.0\% | 30.5\% | 30.7\% | 36.9\% | 38.9\% | 35.7\% | 36.1\% | 34.9\% | 33.6\% | 35.5\% | 36.5\% | 36.5\% | Opera | Margin | 36.5\% |
|  |  |  |  |  |  | 103.8 | 125.3 | 148.8 | 106.2 | 80.5 | 95.3 | 81.1 | 82.2 | 82.8 | 127.7 | 130 | 135 | Depr | ion (\$mill) | 150 |
|  |  |  |  |  |  | 193.4 | 215.9 | 228.0 | 152.3 | 191.3 | 201.8 | 215.8 | 238.6 | 261.0 | 307.4 | 330 | 350 | Net P | (\$mill) | 480 |
|  |  |  |  |  |  | 40.9\% | 41.0\% | 40.8\% | 42.1\% | 39.3\% | 35.7\% | 38.5\% | 37.5\% | 35.1\% | 33.9\% | 36.0\% | 38.0\% | Incom | Tax Rate | 40.0\% |
|  |  |  |  |  |  | 11.9\% | 12.2\% | 11.6\% | 13.4\% | 17.2\% | 16.5\% | 17.0\% | 16.5\% | 16.9\% | 16.7\% | 16.4\% | 16.3\% | Net P | Margin | 17.8\% |
|  |  |  |  |  |  | 101.2 | 104.6 | 178.7 | 82.1 | d142.3 | d68.9 | d157.3 | d14.1 | d236.9 | d121.9 | d95.0 | 50.0 | Work | Cap'l (\$mill) | 460 |
|  |  |  |  |  |  | 869.5 | 933.7 | 993.6 | 693.6 | 690.6 | 663.0 | 398.5 | 463.8 | 173.9 | 1165.2 | 1065 | 865 | Long- | m Debt (\$mill) | 265 |
|  |  |  |  |  |  | 366.5 | 215.6 | 383.6 | 243.5 | 221.0 | 371.5 | 523.6 | 820.3 | 838.1 | 1399.2 | 1710 | 2040 | Shr. E | ity (\$mill) | 3275 |
|  |  |  |  |  |  | 17.3\% | 21.4\% | 19.0\% | 18.5\% | 23.1\% | 21.3\% | 24.6\% | 19.7\% | 27.4\% | 12.9\% | 13.0\% | 13.0\% | Return | on Total Cap'l | 14.5\% |
|  |  |  |  |  |  | 52.8\% | 100.1\% | 59.4\% | 62.5\% | 86.6\% | 54.3\% | 41.2\% | 29.1\% | 31.1\% | 22.0\% | 19.5\% | 17.0\% | Return | Shr. Equity | 14.5\% |
|  |  |  |  |  |  | $\begin{array}{r} 38.6 \% \\ 27 \% \end{array}$ | 76.0\% | 45.8\% | 49.3\% | 81.4\% | 51.3\% | 38.3\% | 26.6\% | 28.7\% | 20.5\% | 18.0\% | 16.0\% | Retain | do Com Eq | 14.0\% |
| CURRENT POSITION (SMILL) |  |  | $\begin{array}{lll} \hline 2006 & 2007 & 6 / 30 / 08 \end{array}$ |  |  |  | 24\% | 23\% | 21\% | 6\% | 6\% | 7\% | 8\% | 8\% | 7\% | 6\% | 6\% | All Div | to Net Prof | 5\% |


| (\$MILL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 67.8 | 81.6 | 72.6 |
| Receivables | 244.8 | 295.8 | 305.9 |
| Other | 32.6 | 47.6 | 54.8 |
|  | 345.2 | 425.0 | 433.3 |
| Current Assets |  |  |  |
|  | 23.5 | 31.1 | 31.6 |
| Accts Payable | 330.0 | 222.1 | 127.3 |
| Debt Due | 228.6 | 293.7 | 275.4 |
| Other | 582.1 | 546.9 | 434.3 |


| ANNUAL RATES | Past | Past | Est'd '05-'07 |
| :--- | ---: | ---: | ---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to'11-'13 |
| Revenues | $2.0 \%$ | $4.0 \%$ | $9.5 \%$ |
| "Cash Flow" | $5.5 \%$ | $5.0 \%$ | $10.0 \%$ |
| Earnings | $6.0 \%$ | $8.0 \%$ | $11.0 \%$ |
| Dividends | $-7.5 \%$ | $-7.0 \%$ | $4.0 \%$ |
| Book Value | $12.5 \%$ | $31.0 \%$ | $22.0 \%$ |


| Cal- <br> endar | QUARTERLY REVENUES (\$ mill.) A <br> Mar.31 |  |  | Fun.30 <br> Full <br> Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 343.4 | 363.4 | 375.3 | 361.3 | 1443.4 |
| 2006 | 374.0 | 387.7 | 394.6 | 390.0 | 1546.3 |
| 2007 | 405.1 | 454.5 | 492.5 | 490.9 | 1843.0 |
| 2008 | 503.1 | 501.9 | 500 | 505 | 2010 |
| 2009 | 515 | 540 | 550 | 550 | 2155 |
| Cal- | EARNINGS PER SHARE B |  |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Full |
| 2005 | .44 | .45 | .45 | .46 | 1.80 |
| 2006 | .48 | .49 | .52 | .53 | 2.02 |
| 2007 | .54 | .57 | .58 | .59 | 2.28 |
| 2008 | .60 | .64 | .62 | .64 | 2.50 |
| 2009 | .65 | .67 | .68 | .70 | 2.70 |
| Cal- | QUARTERLY DIVIDENDS PAID C |  | Full |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2004 | .02 | .03 | .03 | .03 | .11 |
| 2005 | .03 | .04 | .04 | .04 | .15 |
| 2006 | .04 | .04 | .04 | .04 | .16 |
| 2007 | .04 | .04 | .04 | .04 | .16 |
| 2008 | .04 | .04 |  |  |  |

BUSINESS: Equifax Inc. enables and secures global commerce through its information management, consumer credit, marketing services, business information, authentication, and e-commerce businesses. Acquired Naviant, 8/02; TALX, 5/07. Insurance Services group spun off, $8 / 97$ (Equifax stkhldrs. received $1 / 10$ sh. of ChoicePoint per sh. of EFX). Payment Services division spun off,

## Equifax will probably experience

 decent 2008 top-line growth in spite of softening market fundamentals. The economy seems to be headed into a recession. In fact, we are projecting a moderate contraction for the upcoming December and March quarters. But, so far, it's been a fairly orderly and moderate slowdown, which has still been relatively favorable for the company's earnings growth. Consumer sentiment has been weak, and the overall trend for spending is down. As a result, client firms will likely require help generating sales leads. Demand for solutions, like those offered by Equifax, should expand over time. Also, lending standards have tightened over the past year. Consequently, risk assessment products that weed out undesirables stand to do well.Expansion prospects for Information Solutions (IS) appear good, thanks to an expanding portfolio of enabling technology products. Although a soft housing market has slowed mortgage-related operations, management has found ways to mostly offset this loss of business by shiftsoftware systems that support the loan

market. The company's enabling technology products now account for more than $30 \%$ of total loan industry transactional volume. Equifax's share of the market stands to rise in the coming years, too, with new releases and acquisitions.
Predictive analytical software has promise, too. The segment should increasingly benefit as additional products come to the fore.
Things at Marketing Services will probably continue to be somewhat difficult. These products make use of the company's database of consumer credit activity to identify cross-selling opportunities for large financial corporations. But customers have been focusing more on managing existing accounts rather than acquiring new ones. Given such an environment, we expect this to continue for the next several quarters.
Overall, we look for good profit growth. A favorable shift in revenue mix, some efficiency-enhancing measures, and share repurchases should all help to lift share net nicely this year and next.
EFX stock has 3- to 5-year appeal.
Warren Thorpe
September 5, 2008
A) Telecredit incl. since ' 90
B) Dil. egs. Excl. n/r gain/(loss): '93, (41¢); 97, (2¢); '01, (25¢); '03, (17¢); '04, (14¢); '05 6¢. Excl. disc. g/(I): '01, 4¢; '02, (10¢); '03,
(10c); '07, (26¢). Next egs. rpt. due late Oct. (C) Dividends historically paid in mid-Mar., June, Sept., Dec. ■ Div'd reinvest. plan avail. June, Sept., Dec. ■ Div'd reinvest. plan avail.
(D) Incl. intang. In '07: $\$ 2694.8$ mill., $\$ 20.78 / \mathrm{sh}$.
(E) In mill., adj. for splts.
(F) Certegy spin off, 7/01; excl. as of $1 / 01$

| TIMELINESS 3 Lowered 2/108 High: 43.0 <br> Low: 26.0  <br>    | $\begin{array}{r} 45.3 \\ 28.8 \\ \hline \end{array}$ | 38.9 20.5 | $\begin{aligned} & 74.8 \\ & 20.7 \end{aligned}$ | $\begin{aligned} & 78.5 \\ & 46.5 \end{aligned}$ | $\begin{aligned} & 76.5 \\ & 42.6 \end{aligned}$ | $\begin{aligned} & 85.3 \\ & 47.9 \end{aligned}$ | $\begin{aligned} & 90.7 \\ & 69.2 \end{aligned}$ | $\begin{array}{r} 108.5 \\ 80.2 \end{array}$ | $\begin{array}{r} 103.3 \\ 85.6 \end{array}$ | $\begin{array}{r} 115.9 \\ 91.4 \end{array}$ | $\begin{array}{r} 105.3 \\ 73.6 \end{array}$ |  |  | Target Price Range |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SAFETY 1 Raised 81/108 $\quad$ LEGENDS | LEGENDS$\ldots$ Re.. $\times$ Earnings p sh$\ldots$ Relative Price StrengthOptions. YesShaded area indicates recession |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TECHNICAL 4 Lowered $7 / 25 / 08$ —. . . Re.0.ative Prnic <br> Options: Yes <br> Shaded area indic <br> BETA $.90 \quad(1.00=$ Market $)$  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 320 |
| 2011-13 PROJECTIONS |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 160 |
| Ann'l Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Price Gain Return |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 100 |
| High 165 $(+105 \%)$ $21 \%$ <br> Low 135 $(+70 \%)$ $16 \%$ |  |  |  |  |  |  |  |  |  |  | 㖇。 |  |  |  | 80 |
| Low 135 $(+70 \%)$ <br> Insider Decisions   |  |  |  | $\|1\| 1\|1\|$ | , | ${ }^{1111}$ | ${ }^{1,11}$ |  |  |  |  |  |  |  | 60 |
| Insider Decisions <br> S O N D J F M A M |  |  |  | , | 1 |  |  |  |  |  |  |  |  |  | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
|  | , |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional Decisions $302007 \quad 402007$ |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS STOCK VLARITH. VINDEX | - ${ }^{18}$ |
| to Buy116 149 142 $\begin{array}{l}\text { Percent } \\ \text { shares }\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr . | -25.2 -18.0 |  |
| to Sell 153 133 142  <br> trased     <br> Hld's O00) 58456 57879 57144 |  |  |  |  |  |  |  | $44$ |  |  |  |  | 3 yr . 5 yr . | $\begin{array}{rr} -11.0 & 11.3 \\ 9.2 & 63.2 \end{array}$ |  |
| Hld's'(000) 584565787857144 | 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Everest Reinsurance Holdings, Inc.'s ini- | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | $\bigcirc{ }^{\text {Q VAL }}$ | UE LINE PUB., INC | -13 |
| tial public offering occurred in October of | 21.36 | 22.85 | 25.53 | 31.70 | 44.67 | 67.11 | 79.45 | 61.35 | 59.28 | 61.12 | 61.15 | 62.85 | P/C | Earned p sh | 83.35 |
| 1995. The IPO, which generated proceeds | 4.90 | 5.39 | 6.55 | 7.35 | 6.89 | 7.22 | 8.90 | 8.09 | 9.68 | 10.43 | 10.00 | 10.50 | Investm | ent Inc p sh | 14.00 |
| of \$737 million (44 million shares were | d. 37 | d. 73 | d. 75 | d4.27 | . 44 | 3.22 | . 93 | d12.41 | 6.71 | 5.66 | 5.40 | 5.35 | Under | iting Inc p sh | 5.00 |
| issued at a price of \$16.75 per share), was | 3.26 | 3.25 | 4.02 | 2.10 | 5.14 | 8.29 | 7.48 | d4.49 | 12.52 | 12.17 | 12.20 | 12.15 | Earnin | per sh ${ }^{\text {A }}$ | 15.00 |
| underwritten by Goldman Sachs and Com- | . 20 | . 24 | . 24 | . 28 | . 32 | . 36 | . 40 | . 44 | . 60 | 1.92 | 2.00 | 2.08 | Div'ds | ecl'd per sh B | 2.35 |
| pany. On February 24th, 2000, a restructur- | 29.58 | 28.30 | 34.42 | 37.16 | 46.54 | 56.82 | 66.65 | 64.08 | 78.58 | 86.92 | 96.65 | 112.50 | Book V | lue per sh | 134.15 |
| ing was completed, and Everest Re Group, | 50.00 | 46.90 | 46.00 | 46.30 | 50.90 | 55.70 | 55.70 | 64.60 | 65.00 | 65.40 | 60.00 | 60.00 | Comm | Shs Outst'g C | 60.00 |
| Ltd. became the new parent holding compa- | 129\% | 105\% | 114\% | 178\% | 130\% | 123\% | 122\% | 144\% | 121\% | 117\% |  |  | Price to | Book Value | 90\% |
| ny of Everest Reinsurance Holdings (which | 11.7 | 9.1 | 9.7 | 31.6 | 11.8 | 8.4 | 10.9 | -- | 7.6 | 8.4 | Bold fig | res are | Avg An | II P/E Ratio | 10.0 |
| remains the holding company for RE's U.S. | . 61 | . 52 | . 63 | 1.62 | . 64 | . 48 | . 58 |  | . 41 | 44 |  |  | Relative | P/E Ratio | . 65 |
| operations). | .5\% | .8\% | .6\% | .4\% | .5\% | .5\% | .5\% | .5\% | .6\% | 1.9\% |  |  | Avg An | 'I Div'd Yield | 1.6\% |
| CAPITAL STRUCTURE as of $3 / 31 / 08$ | 1068.0 | 1071.5 | 1174.2 | 1467.5 | 2273.7 | 3737.9 | 4425.1 | 4013.1 | 3853.2 | 3997.5 | 3670 | 3770 | P/C Pre | miums Earned | 5000 |
| Total Debt $\$ 1179.0$ mill. Due in 5 Yrs $\$ 84.0$ mill. | 72.9\% | 72.0\% | 75.3\% | 82.4\% | 71.7\% | 69.6\% | 74.4\% | 94.0\% | 63.2\% | 63.7\% | 64.0\% | 65.0\% | Loss to | Prem Earned | 68.0\% |
|  | 30.3\% | 30.5\% | 26.6\% | 29.2\% | 23.6\% | 25.6\% | 24.5\% | 26.2\% | 25.5\% | 27.0\% | 27.0\% | 26.5\% | Expens | to Prem Writ | 26.0\% |
| Leases Uncapitalized: Annual rentals \$8.5 mill. | -3.2\% | -2.5\% | -1.9\% | -11.6\% | 4.8\% | 4.8\% | 1.2\% | -20.2\% | 11.3\% | 9.3\% | 9.0\% | 8.5\% | Underw | iting Margin | 6.0\% |
| Pension Assets 12/07-\$83.0 mill. | 22.3\% | 19.6\% | 19.6\% | -- | 20.0\% | 13.3\% | 10.0\% | -- | 14.5\% | 18.2\% | 17.0\% | 17.0\% | Income | Tax Rate | 17.0\% |
| Oblig. \$90.6 mill. | 165.2 | 158.1 | 186.4 | 99.0 | 263.0 | 472.9 | 423.2 | d259.0 | 818.3 | 770.3 | 730 | 730 | Net Pro | it (\$mill) | 900 |
| Pfd Stock No | 5.8\% | 6.3\% | 6.0\% | 6.1\% | 5.1\% | 4.5\% | 4.6\% | 4.6\% | 5.1\% | 5.5\% | 5.7\% | 6.0\% | Inv Inc/ | otal Inv | 6.5\% |
| Common Stock 61,929,503 shs. as of $5 / 1 / 08$ | 5997 | 5704 | 7013 | 7796 | 9865 | 12683 | 15073 | 16475 | 17108 | 17999 | 19000 | 20750 | Total | sets (\$mill) | 24000 |
| as of 5/1/08 | 1479.2 | 1327.5 | 1583.4 | 1720.5 | 2578.6 | 3374.9 | 3712.5 | 4139.7 | 5107.7 | 5684.8 | 5800 | 6750 | Shr. Eq | uity (\$mill) | 8050 |
| MARKET CAP: $\$ 5.0$ billion (Large Cap) | 11.2\% | 11.9\% | 11.8\% | 5.8\% | 10.2\% | 14.0\% | 11.4\% | NMF | 16.0\% | 13.5\% | 20.0\% | 11.0\% | Return | Shr. Equity | 11.0\% |
| FINANCIAL POSITION 2006 2007 3 3/31/08 | 10.5\% | 11.0\% | 11.1\% | 5.0\% | 10.3\% | 13.8\% | 10.8\% | NMF | 15.3\% | 11.4\% | 10.5\% | 9.0\% | Retain | to Com Eq | 9.5\% |
| (\$MMILL.) | 6\% | 7\% | 6\% | 13\% | 7\% | 8\% | 5\% | NMF | 5\% | 16\% | 16\% | 17\% | All Div | s to Net Prof | 16\% |


| Total Liabilities |  | 11999.9 | $1 \overline{2314.7}$ | $1 \overline{2413.0}$ |
| :--- | :--- | :--- | :--- | :--- |
| ANNUAL RATES | Past | Past Est'd '05-'07 |  |  |

ANNUAL RATES Pas of change (per sh) $10 \mathrm{Yrs} \quad 5 \mathrm{Yrs} \quad$ Estd '05-'07 Premium Inc Invest Income Earnings Dividends Book Value

BUSINESS: Everest Re Group underwrites P/C reinsurance on a treaty and facultative basis for insurance and reinsurance companies in the U.S. and abroad. The company operates in five segments: U.S. Reinsurance ( $32 \%$ of ' 07 , net premiums earned); U.S. Insurance (18\%); Specialty Underwriting (7\%); Int'I (20\%); and Bermuda Operations (23\%). Has 779 employees. Officers and

## Everest Re Group posted a year-over-

 year share-net decline during the March quarter. The reinsurer registered earnings of $\$ 3.03$ per share on an operating basis, relative to $\$ 4.13$ last year. The combined ratio (the sum of the loss and expense ratios) increased 6.7\% from last year, while net investment income fell 4\%. The latter decline was due to reduced income from the company's investment in limited partnerships. It should be noted that last year's March quarter was particularly strong, with an abnormally low level of catastrophes. Thus, on an absolute basis, this year's first quarter was fairly solid. J une-quarter operating earnings came in at \$2.90 per share.We look for relatively stable bottomline results for 2008 and 2009, in aggregate. The primary insurance and reinsurance markets have been in a gradual decline over the past two or three years. This followed several years of good times. At this juncture, we don't believe that Everest has significant exposure to many of the natural disasters that have been publicized in recent weeks, though we look for a year-to-year profit decline
directors own approximately $1.7 \%$ of common stock; FMR, 9.3\%; Southeastern Asset Management, 6.8\%; Oppenheimer, 5.4\% (4/08 proxy). Chairman and CEO: Joseph Taranto. President and COO: Thomas Gallagher. Incorporated: Bermuda. Add.: Wessex House (2nd fl.), 45 Reid Street, PO Box HM 845, Hamilton HM DX, Bermuda. Telephone: 441-295-0006. Internet: www.everestre.com.

## during the September quarter.

We have left our 3- to 5-year earnings estimate intact at $\mathbf{\$ 1 5 . 0 0}$ per share. It appears that pricing conditions will improve by that time, as supply and demand conditions tighten. Indeed, management's stringent underwriting standards might well result in a profitable combined ratio over the 3 to 5 years ahead.
Everest stock has declined sharply in price over the past three months. AIthough this has been the case with the broader market averages, we believe that investors have been concerned about the direction of the reinsurance market. Indeed, floods, wildfires, and other natural disasters have made the headlines lately. Although we believe that these catastrophes might well hurt reinsurers' profits in the near term, these events might well give these companies greater bargaining power during 2009's renewal season. In summary, neutrally ranked Everest stock offers solid price recovery potential over the pull to 2011-2013. Earnings Predictability is low, however, which is commonplace among reinsurers. Alan G. House

August 1, 2008
(A) Diluted earnings. Includes capital gains 2002. Next earnings report due late Oct.
(losses): '01, (36¢); '00, Nil; '99, (22\$); '98, (B) Dividends historically paid in late March, (1¢). Excludes capital gains and losses 2002 late June, late September, and late December. and thereafter. Excludes charge of 62¢ in (C) In millions.


| Cash Assets | 208.0 | 255.9 | 232.9 |
| :--- | ---: | ---: | ---: |
| Receivables | 2011.2 | 1905.1 | 1779.3 |

Receivables
Investme
Other
Othe
Current Assets
Accts Payable
Debt Due
Other
Current Liab.

## ANNUAL RATES of change (per

 "Cash Flow" Earnings Earnings DividendsBook Value


| $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | $\begin{array}{c}\text { QUARTERLY DIVIDENDS PAID } \\ \text { Mar.31 }\end{array}$ |  |  |  | $\begin{array}{c}\text { Full } \\ \text { Mun.30 }\end{array}$ | Sep.30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dec. 31 |  |  |  |  |  |  |$)$

BUSINESS: Arthur J. Gallagher \& Company provides insurance brokerage, risk management, and employee benefit services to a wide variety of commercial, industrial, institutional and governmental organizations through over 250 offices in seven countries. Risk management services analyze risks and determine the best protection through insurance and risk control (loss control and pre-

## Arthur Gallagher's J une-interim earn-

 ings were in line with our expectations. The company posted share net of $\$ 0.45$, which was a penny shy of the prior year's tally. What's more, sales were relatively flat year over year. As has been the case over the past few years, acquisitions continued to be the main contributor to growth for the brokerage division, where revenues climbed 6\%. Excluding takeovers, though, sales in the segment were actually down $1 \%$. Meanwhile, risk management revenues rose $7 \%$, all of which was through in-house efforts. Specifically, the division benefited from solid gains in its international operations, where sales jumped 26\%.We expect ongoing softness in insurance premium-rate pricing environment in the year ahead. Property/casualty premium prices have been flat or have even declined over the past few years, especially for commercial policies, as competition has intensified. And we think that the environment will remain fierce over the coming quarters. Thus, internal growth will likely be limited. As a result, additional cost-cutting efforts may
vention). Commissions are generated through negotiation and placement of insurance for its clients. Officers \& directors own about $3.3 \%$ of common stock; (4/08 proxy). Has about 9,300 employees. President \& Chief Executive Officer: J. Patrick Gallagher. Inc.: DE. Address: Two Pierce Place, Itasca, Illinois 60143. Telephone: 630-773-3800. Internet: www.ajg.com.
be in the works. Overall, these initiatives, along with some volume growth and higher investment income, ought to offset the lower pricing that Gallagher will probably face over the next year.
Acquisitions should continue to be the primary growth catalyst. Historically, AJ G has averaged 15 takeovers annually. Since the beginning of this year, it has picked up the pace, closing 20 deals. And we believe that Gallagher will continue to implement its aggressive acquisition strategy, given its ability to successfully integrate smaller companies into its operations. However, we do not expect the number of transactions going forward to be as large in the coming years, due to slimmer pickings.
These shares have not moved much since our May coverage. Furthermore, they do not stand out for the upcoming year or the pull to 2011-2013. Nevertheless, the selection does offer a measure of conservative appeal for income-oriented investors, given that it carries our highest Safety Rank (1) and has an above-average dividend yield.
Randy Shrikishun
Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability
Earnings Predictability


| (\$MILL.) | 15. |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 115.1 | 151.5 | 119.5 |
| Receivables | 369.9 | 412.2 | 477.2 |
| Inventory (Avg Cst) | 446.6 | 484.2 | 525.7 |
| Other | 148.2 | 142.6 | 156.6 |
| Current Assets | 1079.8 | 1190.5 | 1279.0 |
| Accts Payable | 111.7 | 131.0 | 137.2 |
| Debt Due | 15.9 | 152.4 | 147.6 |
| Other | 319.2 | 255.5 | 258.0 |
| Current Liab. | 446.8 | 538.9 | 542.8 |


| ANNUAL RATES | Past | Past | Est'd '05-'07 |
| :--- | ---: | ---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '11-'13 |
| Sales | $6.0 \%$ | $7.0 \%$ | $8.0 \%$ |
| "Cash Flow" | $2.5 \%$ | $5.5 \%$ | $8.5 \%$ |
| Earnings | -- | $6.5 \%$ | $1.5 \%$ |
| Dividends | $-5.5 \%$ | $-9.0 \%$ | $9.5 \%$ |
| Book Value | $0.5 \%$ | $8.0 \%$ | $11.5 \%$ |


| Book Value |  | 0.5\% 8. |  | 8.0\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Calendar | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2005 | 523.0 | 515.6 | 493.1 | 461.7 | 1993. |
| 2006 | 511.4 | 530.5 | 539.1 | 514.4 | 2095. |
| 2007 | 566.1 | 573.7 | 583.3 | 553.5 | 2276.6 |
| 2008 | 596.6 | 636.1 | 620 | 577.3 | 2430 |
| 2009 | 635 | 675 | 645 | 610 | 2565 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. |  |
| 2005 | . 55 | . 60 | 48 | . 33 | . |
| 2006 | . 58 | . 67 | . 63 | . 47 | 2.34 |
| 2007 | . 69 | . 76 | . 71 | . 53 | 2.69 |
| 2008 | . 70 | 81 | . 80 | . 64 | 2.95 |
| 2009 | . 80 | . 90 | . 85 | . 70 | 3.25 |
| Calendar | QUARTERLY DIVIDENDS PAID ${ }^{\text {B }}$ |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2004 | . 16 | . 16 | . 175 | . 175 | . 67 |
| 2005 | . 175 | . 175 | . 185 | . 185 | 72 |
| 2006 | . 185 | . 185 | . 185 | . 185 | . 74 |
| 2007 | . 21 | . 21 | . 23 | . 23 | . 88 |
| 2008 | 23 | 23 | 25 |  |  |

BUSINESS: International Flavors \& Fragrances is a leading manufacturer of flavor and fragrance chemicals sold to consumer products manufacturers worldwide. Fragrances account for about 56\% of 2007 sales; flavors, $44 \%$. Its products are principally used in perfumes, cosmetics, soaps and detergents, prepared foods, beverages, dairy foods, pharmaceuticals, and confectionery and to-

## International Flavors \& Fragrances

 continues to perform well this year. The company's top line has been bene fiting from strong growth in Latin America and Asia. Sales in both of those areas have been advancing well into the double digits. Non-U.S. sales now comprise almost 75\% of total revenues. IFF continues to post solid bottom-line increases as a result. However, weak domestic results remain an offsetting factor. Meanwhile, higher material costs and a shift in product mix have been weighing on margins. Therefore, financial results in the second half of 2008 should moderate a bit as input costs rise. And.
## We have lowered our September-

 period and 2008 share-net estimates by a nickel. The Fragrance business unit will probably remain in the doldrums, at least in the near term. As consumers try to pinch pennies, discretionary items like perfumes and colognes have not been in high demand. Consequently, it will likely take some time for that unit to rebound This trend should be offset by an everexpanding geographic footprint, as well as higher demand for fragrance ingredients.bacco products. In '07, international operations generated $72 \%$ of sales; R\&D, $8.7 \%$ of sales. ' 07 depreciation rate: $7.4 \%$. Acquired Bush Boake Allen, $11 / 00$. Has about 5,300 employees. Off./dir. own $1.9 \%$ of stock; 2 instit. (in total), $13.7 \%$ ( $3 / 08$ proxy). Chairman \& CEO: Robert M. Amen. Inc.: NY. Address: 521 W. 57th St., New York, NY 10019. Telephone: 212-765-5500. Internet: www.iff.com.
Meanwhile, the Flavors division should continue to do well as IFF implements pricing increases, wins new customer accounts, and experiences heightened volumes. All told, the bottom line ought to increase about $10 \%$ this year.
The company stands to post solid results next year. We look for the top and bottom lines to increase $6 \%$ and $10 \%$, respectively. The majority of the lift in sales should stem from the Flavors segment. Also, the company's international operations, predominantly in emerging markets, continue to augur well for both sales and earnings. Meanwhile, IFF's margins ought to start to rebound next year as cost-cutting efforts begin to gain traction. But a bit of uncertainty stems from the domestic economy and how that will continue to weigh on profitability.
At present, these shares do not stand out for the short or long term. The equity is only ranked to mirror the broader market for the coming six to 12 months. And it offers only modestly attractive riskadjusted total return potential for the pull to 2011-2013.
Bryan Fong

[^6]

| Cash Assets | 137.7 | 96.6 | 81.3 |
| :---: | :---: | :---: | :---: |
| Receivables | 52.7 | 46.9 | 2. |
| Inventory (Avg Cost) | 4.0 | 4.5 | 5.7 |
| Other | 9.2 | 11.8 | 19.0 |
| Current Assets | 203.6 | 159.8 | 178.4 |
| Accts Payable | 29.6 | 37.5 | 22.7 |
| Debt Due | 8 | 2.5 | 152.9 |
| Other | 165.9 | 172.3 | 239.7 |
| Current Liab. | 196.3 | 212.3 | 415.3 |


| ANNUAL RATES | Past | Past | Est'd '05-'07 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5Yrs. | to '11.'13 |
| Revenues | $16.5 \%$ | $9.0 \%$ | $7.5 \%$ |
| "Cash Flow" | $17.0 \%$ | $11.0 \%$ | $8.0 \%$ |
| Earnings | $16.5 \%$ | $14.5 \%$ | $6.5 \%$ |
| Dividends | $4.0 \%$ | $6.0 \%$ | $10.0 \%$ |
| Book Value | $17.0 \%$ | $5.0 \%$ | $12.5 \%$ |


| Fiscal Year Ends | QUARTERLY REVENUES (\$ mill.) A <br> Feb. 28 May 31 Aug. 31 Nov. 30 |  |  |  | Full Fiscal Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 179.4 | 157.5 | 166.5 | 236.7 | 740.1 |
| 2006 | 193.9 | 172.1 | 178.9 | 253.5 | 798.4 |
| 2007 | 185.2 | 181.5 | 196.3 | 253.6 | 816.6 |
| 2008 | 193.9 | 174.9 | 205 | 236.2 | 810 |
| 2009 | 195 | 185 | 210 | 240 | 830 |
| Fiscal Year Ends | EARNINGS PER SHARE AFeb. 28 May 31 Aug. 31 Nov. 30 |  |  |  | Full Fiscal Year |
| 2005 | . 77 | . 50 | . 69 | 1.03 | 2.99 |
| 2006 | . 83 | . 58 | . 69 | 1.19 | 3.29 |
| 2007 | . 70 | . 51 | . 53 | 1.11 | 2.85 |
| 2008 | . 80 | . 54 | . 71 | 1.00 | 3.05 |
| 2009 | . 82 | . 56 | . 74 | 1.03 | 3.15 |
| Calendar | QUARTERLY DIVIDENDS PAID B Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| 2004 | -- | . 06 |  |  | . 06 |
| 2005 | -- | . 06 | -- | -- | . 06 |
| 2006 | -- | . 08 | -- | -- | . 08 |
| 2007 | -- | . 10 | -- | -- | . 10 |
| 2008 | -- | . 12 |  |  |  |

BUSINESS: International Speedway Corporation owns and/or operates 12 motorsports facilities in the U.S., including Daytona International Speedway and Talladega (AL) Superspeedway. Hosts 20 races in the popular NASCAR NEXTEL Cup series. Also sponsors Busch Grand National, CART, IRL, \& other events. Acquired PensRaceway Associates, 2/07. Fiscal 2007 revenue sources: ticket
Weak consumer sentiment hurt International Speedway during the second quarter of fiscal 2008 (ends November 30th). Although the $\$ 0.54$ a share tally represents a solid advance over the pre vious year's mark, it fell a penny short of our expecations. The primary reason was weak attendancerelated revenue results, which declined from roughly $\$ 57$ million during the like period in 2007, to $\$ 53$ million. The Food, Beverage, and Merchandise segment also registered tepid results. In sum, a combination of factors, including rising costs for gas and food, led consumers to tighten their budgets. These conditions will likely persist for the remainder of the year.
Management has tempered 2008 guidance to the lower half of its previous range. The racetrack operator is now looking for between $\$ 805$ million and $\$ 815$ million in revenue and $\$ 3.05$ to $\$ 3.10$ in earnings per share.
The company should continue to return capital to shareholders. International Speedway purchased approximately one million shares, for $\$ 40$ million, during the recent quarter. Over the last two
sales, $31 \%$; broadcast \& sponsorship fees and hospitality rentals, $59 \%$; concessions, $10 \%$. Has 1,100 employees. Officers \& directors control $66.6 \%$ of the voting rights (3/08 Proxy). Chairman \& CEO: James C. France. Address: 1801 West International Speedway Boulevard, Daytona Beach, FL 32114. Telephone: 386-254-2700. Internet: iscmotorsports.com.
years, IS has bought back almost four million shares for approximately $\$ 170$ million. This leaves roughly $\$ 80$ million remaining on its $\$ 250$ million authorization plan. Additionally, proceeds from the eventual sale of the property on Staten Island will likely also be allocated to repurchases. During the fourth quarter of 2007, management reached an agreement to sell the 676-acre property for roughly $\$ 100$ million. However, the buyer backed out, and the land was once again placed on the market. Management hopes to finalize a sale by the end of the current calendar year.

## Motorsports Authentics (MA) turned

 in another profitable quarter. The 50/50 joint venture between IS and Speedway Motorsports registered a profit of nearly $\$ 6$ million. This reflects advances on new strategies. In light of the fact that the venture has generated a healthy profit this year, we view management's expectations of break-even results in 2008 to be overly conservative.These neutrally ranked shares offer only average appreciation potential to 2011-2013.
Dominic B. Silva
Company's Financial Strength Stock's Price Stability
Price Growth Persistence
Earnings Predictability
(A) Fiscal year

Diluted earnings.
Next earnings report due late September. '00, (7¢); '02, (\$9.74); '03, (29¢); '04, 50¢; '06,
(C) Incl intang. In 2007: $\$ 297.8$ mill., $\$ 5.79 /$ sh
(D) In millions.


| (\$MILL.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Bonds | 2899.0 | 2887.8 | 2772.0 |
| Stocks | 318.4 | 413.1 | 493.1 |
| Other | 1083.7 | 1113.6 | 1045.7 |
| Total Assets | 4301.1 | 4414.5 | 4310.8 |
| Unearned Premium | m 950.3 | 938.4 | 919.6 |
| Reserves | 1088.8 | 1103.9 | 1020.9 |
| Other | 537.8 | 510.2 | 504.0 |
| Total Liab. | 2576.9 | 2552.5 | 2444.5 |
| ANNUAL RATES | Past | Past Est' | t'd '05-'07 |
| of change (per sh) 10 | 10 Yrs. | 5 Yrs . | to '11-13 |
| Premium Inc | 14.0\% | 15.0\% | 6.0\% |
| Invest Income | 7.0\% | 5.0\% | 11.0\% |
| Earnings | 6.5\% | 15.5\% | 5.5\% |
| Dividends | 14.5\% | 12.0\% | 4.5\% |
| Book Value | 10.0\% | 10.0\% | 6.5\% |


| Cal- <br> endar | P/C PREMIUMS EARNED (\$ mill.)A <br> Mar.31 |  |  |  |  | Funll <br> Jun.30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 684.7 | 707.3 | 722.9 | 732.8 | 2847.7 |  |
| 2006 | 736.7 | 753.4 | 753.1 | 753.8 | 2997.0 |  |
| 2007 | 755.8 | 754.1 | 748.8 | 735.2 | 2993.9 |  |
| 2008 | 720.9 | 711.2 | 722 | 725.9 | 2880 |  |
| 2009 | 745 | 750 | 755 | 770 | 3020 |  |
| Cal- | EARNINGS PER SHARE A |  |  |  | Full |  |
| endar | Mar.31 Jun.30 | Sep.30 | Dec.31 | Year |  |  |
| 2005 | 1.05 | 1.31 | 1.24 | .83 | 4.43 |  |
| 2006 | .99 | .64 | 1.22 | .89 | 3.74 |  |
| 2007 | 1.11 | 1.15 | 1.13 | .69 | 4.08 |  |
| 2008 | 1.02 | .86 | 1.02 | .95 | 3.85 |  |
| 2009 | 1.04 | .92 | 1.04 | 1.00 | 4.00 |  |
| Cal- | QUARTERLY DIVIDENDS PAID B | Full |  |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |  |
| 2004 | .37 | .37 | .37 | .37 | 1.48 |  |
| 2005 | .43 | .43 | .43 | .43 | 1.72 |  |
| 2006 | .48 | .48 | .48 | .48 | 1.92 |  |
| 2007 | .52 | .52 | .52 | .52 | 2.08 |  |
| 2008 | .58 | .58 | .58 |  |  |  |

BUSINESS: Mercury General is an insurance holding company that writes private passenger ( $83.7 \%$ of ' 07 premiums written), and commercial auto insurance ( $4.1 \%$ ), as well as other property/casualty insurance ( $12.2 \%$ ). Sells through approx. 4,500 agents. Most of the company's business is in California ( $78.0 \%$ of ' 07 premiums written), but also operates in Georgia, Illinois, Oklahoma, Texas, Flor-
Mercury's June-interim results fell short of our expectations. The softened pricing environment and increased competition, especially in California, caused net premiums earned to decline 6\% year over year. Lower investment income also drove down the top line. And although losses and expenses were lower than a year earlier, the insurer's combined ratio deteriorated 300 basis points, to $97 \%$. Overall, because of these factors, share net missed our estimate of $\$ 1.04$ by $17 \%$, and was off the prior year's tally by $25 \%$.
We have reduced our earnings-pershare estimate for 2009 by $5 \%$, to $\$ 4.00$. This was due to the intensifying competitive environment, both within and outside the insurer's home market and the depressed premium prices. In addition, we think the insurer will continue to strengthen reserves over the coming quarters to cushion against the probability of greater loss development in the difficult Florida and New J ersey markets. That said, healthy renewal rates and stronger underwriting efforts should help lift premiums. Elevated gas prices may also
help to keep more drivers off the road,
ida, Virginia, New York, New Jersey, Arizona, Pennsylvania, Michigan and Nevada. Acq'd American Fidelity 12/96. Has about 5,200 employees. Off. and dir. own $34.8 \%$ of stock (incl. George Joseph's 34.4\%); (3/08 proxy). Chrmn.: George Joseph. Pres. \& CEO: Gabriel Tirador. Inc: CA. Addr.: 4484 Wilshire Blvd., Los Angeles, CA 90010. Tel.: 323-937-1060. Web: www.mercuryinsurance.com.
thereby lowering the probability of automobile accidents.
We are optimistic for the coming 3 to 5 years. Mercury is a low-cost provider, and should gain greater market share within and outside of California. It currently operates in 13 states, and expansion opportunities seem plentiful. All told, we envision annual earnings and premium gains of $5 \%-10 \%$ over the pull to 2011-2013. But as the company expands, it will probably face some unfavorable reserve development in new markets. Thus, greater experience and scale in states such as Florida and New Jersey would be necessary to help mitigate losses. Despite the recent difficulties in Mercury's operating environment, its stock has held up fairly well over the past few months. And even though the equity is ranked to only mirror the broader markets over the next year and provides subpar appreciation potential for the 2011-2013 pull, it does have some appeal. Specifically, its relatively high dividend yield and solid Safety rank may attract conservative, income-oriented investors. Randy Shrikishun

September 19, 2008

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| Cash Assets | 76.3 | 138.7 | 152.2 |
| :--- | ---: | ---: | ---: |
| Receivables | 188.8 | 180.9 | 211.9 |
| Inventory (FIFO) | 129.9 | 103.4 | 128.7 |
| Other | 16.8 | 50.2 | 49.3 |
|  | 411.8 | 473.2 | 542.1 |
| Current Assets | 61.0 | 66.1 | 78.0 |
| Accts Payable | 89.7 | 16.7 | 19.8 |
| Debt Due | 61.4 | 84.3 | 67.1 |
| Other | $\underline{212.1}$ | 167.1 | 164.9 |


| ANNUAL RATES <br> of change (per sh) Sales <br> "Cash Flow" <br> Earnings <br> Dividends <br> Book Value |  | Past 10 Yrs. 8.5\% 6.0\% 3.0\% 7.5\% |  Past  <br>  Est'd  <br> 5 Yrs. to'  <br>  $9.0 \%$  <br> $\%$ $2.5 \%$ 6 <br> $\%$ $15.0 \%$ 12 <br> $\%$ $8.0 \%$  | $\begin{aligned} & 05-07 \\ & 1.13 \\ & .0 \% \\ & 5 \% \\ & .5 \% \\ & \text { Nil } \\ & .5 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| Calendar | $\begin{gathered} \text { QUARTERLY SALES (\$ mill.) } \\ \text { Mar.Per Jun.Per Sep.Per Dec. } 31 \\ \hline \end{gathered}$ |  |  | Full Year |
| 2005 | 250.8 | 244.7 | 246.8253 .5 | 995.8 |
| 2006 | 264.7 | 266.4 | 265.3262 .9 | 1059.3 |
| 2007 | 265.5 | 271.4 | 266.5274 .3 | 1077.7 |
| 2008 | 277.5 | 299.8 | 297.7300 | 1175 |
| 2009 | 300 | 325 | $325 \quad 325$ | 1275 |
| Calendar | EARNINGS PER SHARE A Mar.Per Jun.Per Sep.Per Dec. 31 |  |  | Full Year |
| 2005 | . 73 | . 63 | . 60.63 | 2.59 |
| 2006 | . 63 | . 63 | . 72.63 | 2.61 |
| 2007 | . 56 | . 74 | . 69 . 84 | 2.82 |
| 2008 | . 88 | . 98 | . 85 . 99 | 3.70 |
| 2009 | 1.00 | 1.05 | 1.001 .10 | 4.15 |
| Calendar | QUARTERLY DIVIDENDS PAID B Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  | Full Year |
| 2004 | . 05 | . 05 | . 05 . 05 | . 20 |
| 2005 | . 05 | . 05 | . 05.05 | . 20 |
| 2006 | . 05 | . 05 | . 05.05 | . 20 |
| 2007 | . 05 | . 05 | . 05.05 | . 20 |
| 2008 | . 05 | . 05 | . 05 |  |

BUSINESS: Minerals Technologies Inc. develops, produces and markets a broad range of specialty mineral, mineral-based and synthetic mineral products and supporting systems and services. Has two main segments: The Specialty Minerals unit produces and sells precipitated calcium carbonate and lime. The refractories business produces and markets monolithic and shaped refractory mate-
Minerals Technologies is having a good year. In the J une quarter, sales increased $10 \%$, to $\$ 299.8$ million. About half of the total revenue advance was attributable to the weaker dollar, though, which led to $\$ 14.1$ million in foreign currency translation gains. The remainder of the top-line growth was generated by a slight uptick in volume and by product price hikes necessitated by higher raw materials and energy costs. By segment, Specialty Minerals, which includes the Precipitated Calcium Carbonate (PCC) and Processed Minerals product lines, enjoyed a $5 \%$ sales advance in the interim. Favorable foreign currency exchange rates and product price increases more than offset volume dedines that were spurred by weakness in the North American construction and automotive markets. Refractories, which primarily serves the steel industry, posted a $22 \%$ top-line gain in the J une quarter, thanks to higher selling prices and strong demand. The hefty revenue growth led to better expense leveraging, which allowed Minerals to record a $32 \%$ share-earnings advance. Ongoing improvement initiatives and restructuring also boosted profits.
rials and products. Employs about 2,700. Officers \& directors own $1.1 \%$ of common; M\&G Investment, 15.0\%; FMR, 13.8\%; Dimensional Fund, 8.2\%; Capital World, 7.2\%; Vanguard, 6.9\% (4/08 proxy). Chairman \& CEO: Joseph C. Muscari. Incorporated: DE. Address: 405 Lexington Ave., New York, NY 10174. Telephone: 212-878-1800. Internet: www.mineralstech.com.
We expect the company to slow down some in the second half, though. Paper PCC volumes will likely dedine slightly in the North American and European markets. Weakness in the domestic residential and commercial construction markets, as well as the global automotive market, will probably persist, which bodes ill for the processed minerals product lines. We look for Mineral's operating and profit margins to continue contracting, due to escalating raw materials prices. Like many of its competitors, the company recently announced further product price hikes, but energy, fuel, freight, and raw material outlays will likely mitigate any pricing gains.
Still, our 2008 share-earnings estimate is a dime higher than our previous target. Keeping a close eye on expenses and raising the price of talc, lime, and PCC products should enable the company to keep its operating margin in the $16.5 \%-17.0 \%$ range for now.
This issue is timely, so momentum investors may want to delve deeper. However, these shares offer below-average long-term price appreciation potential. Erik A. Antonson

September 12, 2008

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|  |  |  |  |
| :---: | :---: | :---: | :---: |
| Bonds | 3501.6 | 4402.3 | 4024.8 |
| Stocks | 853.0 | 1043.2 | 1049.0 |
| Other | 4599.1 | 4055.5 | 4725.5 |
| Total Assets | 8953.7 | 9501.0 | 9799.3 |
| Unearned Prems | 741.3 | 724.3 | 3739.9 |
| Reserves | 5142.2 | 5119.1 | 5140.6 |
| Other | 986.6 | 1002.9 | 1106.0 |
| Total Liab'ties | 6870.1 | 6846.3 | 6986.5 |
| ANNUAL RATES | Past | Past Est | st'd '05-'07 |
| of change (per sh) | 10 Yrs. | 5 Yrs. to | to '11-13 |
| Premium Inc | -- | 12.0\% | 2.0\% |
| Invest Income | - | 21.5\% | 7.5\% |
| Earnings | -- | 21.0\% | 17.0\% |
| Dividends | - | 21.5\% | 6.5\% |
| Book Value | -- | 15.0\% | 11.0\% |


| Cal-endar | NET PREMIUMS EARNED (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2005 | 564.1 | 568.2 | 590.5 | 554.0 | 2276.8 |
| 2006 | 553.5 | 584.6 | 545.4 | 542.3 | 2225.8 |
| 2007 | 538.9 | 514.7 | 548.0 | 518.9 | 2120.5 |
| 2008 | 511.4 | 490 | 505 | 493.6 | 2000 |
| 2009 | 515 | 500 | 520 | 515 | 2050 |
| Cal- |  | RNINGS | ER SHAR |  | 11 |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2005 | . 25 | . 55 | d2.38 | d1.07 | d2.65 |
| 2006 | . 80 | 1.24 | . 79 | . 91 | 3.74 |
| 2007 | . 77 | . 93 | . 77 | . 84 | 3.32 |
| 2008 | . 57 | . 90 | . 76 | . 87 | 3.10 |
| 2009 | . 65 | . 92 | . 80 | . 88 | 3.25 |
| Cal- | QUAR | TERLY DI | IIDENDS |  | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2004 | . 031 | . 031 | . 031 | . 031 | . 13 |
| 2005 | . 031 | . 031 | . 031 | . 031 | . 13 |
| 2006 | . 031 | . 031 | . 031 | . 031 | . 13 |
| 2007 | . 063 | . 063 | . 063 | . 063 | . 25 |
| 2008 | . 063 | . 063 |  |  |  |

BUSINESS: Odyssey Re Holdings Corp. operates as an underwriter of reinsurance, providing a full range of property and casualty products on a worldwide basis, and an underwriter of specialty insurance, primarily in the United States and through the Lloyd's of London marketplace. Policies are written through wholly owned subsidiaries; Odyssey America, Clearwater, UK Holdings,
Odyssey Re likely posted a low singledigit earnings decline for the J une period. The company was scheduled to issue second-quarter results shortly after this report went to press. Premiums earned probably receded a bit. This trend has been an ongoing problem across all insurance markets. Continued competition and price cuts have been making it difficult for many in this industry to expand policy volumes. Meanwhile, the turmoil affecting the capital markets has been weighing on investment income. In sum, these factors likely resulted in the aforementioned bottom-line downturn.
This year ought to prove challenging for the Connecticut-based reinsurer. As the year progresses, premium dedines will likely remain evident. Meanwhile, ORH's combined ratio has slipped in the recent quarters. This situation stemmed from windstorm Emma, floods in Australia, and snowstorms in China, which boosted catastrophe claims. Consequently, we have lowered our 2008 earnings tally by about 9\%. Meanwhile, this year's hurricane season causes uncertainty with regards to 2009's prospects. N onetheless,
etc.. Has approximately 635 employees. Officers and directors own $1.3 \%$ of common stock; TIG Insurance Group, 43.0\%; ORH Holdings Inc., 8.9\%; TIG Insurance Company, 6.8\% (3/08 Proxy). Chairman: Prem Watsa. President and Chief Executive Officer: Andrew A. Barnard. Inc.: Delaware. Addr.: 300 First Stamford Place, Stamford, CT 06902. Tele.: (203) 977-8000. http: www.odysseyre.com.
Acquisitions and continued share repurchases augur well for share net. Hudson Insurance Group, the U.S. insurance division of ORH, recently purchased the remaining 60\% stake of Hooghuis Group LLC (HGL). It bought 40\% of the company back in 2004. HGL is an underwriting agency specializing in U.S. officers \& directors liability insurance. This move should increase synergies and reduce expenses for Odyssey. Meanwhile, the board of directors just approved an increase in the previous share repurchase program. ORH can now buy up to $\$ 400$ million in stock. So far, it has bought back roughly $\$ 212$ million, or 5.8 million shares. In all, we believe these actions will benefit the bottom line in the years to come. But, Investors may want to look elsewhere. These shares are ranked to mirror the broader market in the coming six to 12 months. But, economic malaise, turmoil in the capital markets, and competitive rates do not augur well for its long-term prospects. Consequently, the equity offers below-average appreciation potential for the pull to 2011-2013.
Bryan Fong
August 1, 2008

[^10](C) In millions
$\$ 1.53$. Next egs. due late August. May not

| Company's Financial Strength |
| :--- |
| Stock's Price Stability |
| Price Growth Persistence |
| Earnings Predictability |

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| Twwelives |
| :---: |
| shfity |

3
3 cmeas sma
| $\quad$ High:

| 31.4 | 30.3 |
| :--- | :--- |


| 35.8 |
| :--- | :--- |
| 28.0 |


| 8 | 43.4 |
| :--- | :--- |
| 0 | 30.1 |


| 42.0 |
| :--- | :--- |
| 26.0 |


| -- | -- | -- | - | 60.03 |
| ---: | ---: | ---: | ---: | ---: |
| -- | -- | -- | - | 4.31 |
| -- | -- | -- | -- | .45 |
| -- | -- | -- | -- | -- |
| -- | -- | -- | -- | 3.80 |
| -- | -- | -- | - | -- |
| -- | -- | -- | -- | 110.00 |
| -- | -- | -- | -- | -- |
| -- | -- | -- | -- | -- |
| -- | -- | -- | -- |  |

CAPITAL STRUCTURE as of 6/14/08
Total Debt $\$ 5645$ mill. Due in 5 Yrs $\$ 265$ mill. LT Debt $\$ 3476$ mill. LT Interest $\$ 160$ mill. (Total interest coverage: 4.0 x ) ( $60 \%$ of Cap'l)

| Leases, Uncapitalized Annual rentals $\$ 54.0$ mill. |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| CURRENT POSITION (SMILL.) | $\text { ION } 2006$ |  | 6/14/08 |
| Cash Assets | 629 | 647 | 517 |
| Receivables | 1332 | 1520 | 1956 |
| Inventory (FIFO) | 533 | 577 | 773 |
| Other | 255 | 342 | 395 |
| Current Assets | 2749 | 3086 | 3641 |
| Accts Payable | 1677 | 1968 | 2078 |
| Debt Due | 374 | 247 | 2169 |
| Other |  |  |  |
| Current Liab. | 2051 | 2215 | 4247 |
| ANNUAL RATES of change (per sh) | Past <br> 10 Yrs. | $\begin{array}{ll} \hline \text { Past } & \text { Est } \\ 5 \text { Yrs. } \end{array}$ | $\begin{aligned} & \text { t'd '05-'07 } \\ & \text { to '11'13 } \end{aligned}$ |
| Sales (por - | -2.5\% | 11.5\% | 6.5\% |
| "Cash Flow" |  | 12.0\% | 6.0\% |
| Earnings 1 | 15.0\% | 21.5\% | 9.0\% |
| Dividends |  | NMF | 9.5\% |
| Book Value |  | 8.0\% | 16.5\% |


| $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | $\begin{array}{c}\text { QUARTERLY SALES (\$ mill.) A } \\ \text { Mar.Per Jun.Per Sep.Per Dec.Per }\end{array}$ | $\begin{array}{c}\text { Full } \\ \text { Year }\end{array}$ |
| :---: | :---: | :---: | :---: |
| 2005 | 2147 | 2862 |


|  | Mar.Per Jun.Per Sep.Per Dec.Per |  |  |  | Yea |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 2147 | 2862 | 3214 | 3662 | 11885 |
| 2006 | 2367 | 3138 | 3460 | 3765 | 12730 |
| 2007 | 2466 | 3360 | 3729 | 4036 | 13591 |


| 2007 | 2466 | 3360 | 3729 | 4036 | 13591 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2008 | 2650 | 3522 | 3925 | 4203 | 14300 |
| 2009 | 2750 | 3600 | 4100 | 4300 | 14750 |


| 2009 | 2750 | 3600 | 4100 | 4300 | 14750 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cal- | EARNINGS PER SHARE A B | Full |  |  |  |


| $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | $\begin{array}{c}\text { EARNINGS PER SHARE A B } \\ \text { Mar.Per Jun.Per Sep.Per Dec.Per }\end{array}$ | $\begin{array}{c}\text { Full } \\ \text { Year }\end{array}$ | C |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | .15 | .59 |  | .34 | 1.86 |  |


| 2005 | . 15 | . 59 | . 78 | . 34 | 1.86 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2006 | . 14 | . 61 | . 86 | . 28 | 1.89 |
| 2007 | . 12 | . 70 | . 99 | . 39 | 2.20 |
| 2008 | . 12 | . 78 | 1.05 | . 40 | 2.35 |
| 2009 | . 15 | . 85 | 1.10 | . 45 | 2.55 |


| 2009 | . 15 | . 85 | 1.10 | . 45 | 2.55 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cal- | QUAR | TERLY DII | VIDENDS | PAID | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2004 | . 01 | . 05 | . 05 | . 05 | . 16 |
| 2005 | . 05 | . 08 | . 08 | . 08 | . 29 |
| 2006 | . 08 | . 11 | . 11 | . 11 | . 41 |
| 2007 | . 11 | . 14 | . 14 | . 14 | . 53 |
| 2008 | . 14 | 17 |  |  |  |

BUSINESS: Pepsi Bottling Group, Inc. is the world's largest manufacturer, seller, and distributor of Pepsi-Cola beverages. PBG accounts for $55 \%$ of domestic Pepsi-Cola product shipments, $32 \%$ of international shipments. About 78\% of sales are in United States. Operates 95 production facilities in the U.S., Canada, Spain, Greece, Turkey, and Russia. The company has the capacity to

## Despite persistent domestic chal- lenges, delivered solid second-quarter re-

 sults. Share net and revenues advanced $11.5 \%$ and almost $5.0 \%$ during the $J$ une period. As a result, our 2008 top- and bottom-line estimates suggest progress of $5.0 \%$ and $6.8 \%$ for the year, and gains of $3.0 \%$ and $8.5 \%$ in 2009. Although the company is currently navigating through a difficult operating environment, its near-and long-term initiatives will likely steer PBG toward sustained earnings growth.But all news is not good for PBG. It continues to face domestic headwinds. Consumers are notably altering their spending habits, in light of escalating gas and food prices. Even well- known brands, like Pepsi, are being hurt by tightened budgets, dwindling store traffic, and bulkbuying, as a means of obtaining greater value. Rising raw material costs, such as for high fructose corn syrup and aluminum, are also factors in shrinking operating margins this year. Meanwhile, one of management's alternatives has been to focus on other geographic regions.
deliver over 100 million eight-ounce servings per day. 2007 depreciation rate: $7.9 \%$. Has approximately 69,100 employees. PepsiCo owns $35.7 \%$ of common; off./dir.; 1.2\%; Barclays Global Investors, 9.4\% (4/08 proxy). Chairman and CEO: Eric Foss. Inc.: DE. Address: One Pepsi Way, Somers, New York 10589. Telephone: 914-767-6000. Internet: www.ppg.com.
for the beverage bottler. Foreign revenues increased about $2.5 \%$ compared to the first half of last year. Russia and Turkey are notable, as the latter country has experienced four consecutive quarters of revenue growth. And the acquisition of Lebedyansky, by PepsiCo, should be completed shortly. This deal will augment PBG's drink portfolio, as Lebedyansky is the biggest juice maker in Russia. Although revenue growth is modest, and integration costs will likely dampen shortterm earnings, such moves will allow the bottler to increase its geographic presence. New products should pique waning consumer interest. The company is introducing beverages in its hydration and CSD segments for the summer season, and this should boost third-quarter profits.
Shareholder value is also being enhanced in two ways. The company is continuing its share-repurchase program, and the company increased the quarterly dividend payout by $21 \%$ in J une.
This neutrally ranked stock has wide capital appreciation potential for the 2011-2013 period.
Nira Maharaj
August 1, 2008

[^11]Narragansett Electric Company
Attachment DIV 4-20
Page 19 of 26


Tweluess
safery
3 Rasesalyan TEGHMCL 3 Lameersarase





| $\mathbf{1 9 9 2}$ | $\mathbf{1 9 9 3}$ | $\mathbf{1 9 9 4}$ | 1995 |
| ---: | ---: | ---: | ---: |
| 1.77 | 1.93 | 2.56 | 3.15 |
| .19 | .16 | .19 | .23 |
| .06 | .21 | .21 | .18 |
| .15 | .30 | .25 | .27 |
| .02 | .02 | .02 | .02 |
| .66 | 1.05 | 1.25 | 1.61 |
| 805.20 | 865.20 | 854.40 | 865.20 |
| $255 \%$ | $285 \%$ | $233 \%$ | $212 \%$ |
| 10.9 | 10.0 | 11.7 | 12.6 |
| .66 | .59 | .77 | .84 |
| $.9 \%$ | $.6 \%$ | $.6 \%$ | $.5 \%$ |

CAPITAL STRUCTURE as of 6/30/08 Total Debt $\$ 2174.7$ mill. Due in 5 Yrs $\$ 350.0$ mill. LT Debt $\$ 2174.7$ mill. LT Interest $\$ 108.6$ mill.
( $31 \%$ of Cap'l)
Leases, Uncapitalized Annual rentals $\$ 94.3$ mill.
No Defined Pension Benefit Plan
Pfd Stock None
Common Stock 675,549,693 shs
as of $7 / 31 / 08$

| Market Cap: $\$ 12.0$ billion (Large Cap) |  |
| :--- | :--- | :--- |
| FINANCIAL POSITION $2006 \quad 2007$ | $6 / 30 / 08$ | (SMILLL.) Bonds

Stocks Stocks Premiums Due Other Total Assets Loss Reserves Unearned Prems Other
Total Liabilities

| ANNUAL RATES | Past | Past | Est'd '05''07 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '11.'13 |
| Premium Inc | $17.0 \%$ | $17.0 \%$ | $5.0 \%$ |
| Invest Income | $12.0 \%$ | $12.0 \%$ | $14.0 \%$ |
| Earnings | $18.0 \%$ | $32.5 \%$ | $1.0 \%$ |
| Dividends | $.5 \%$ | $-3.5 \%$ | NMF |
| Book Value | $14.5 \%$ | $16.0 \%$ | $7.5 \%$ |


| Cal- <br> endar | NET PREM. EARNED (\$ mill.) A <br> Mar.31 |  |  |  | Funll <br> Jun. 30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 3350 | 3454 | 3479 | 3481 | 13764 |
| 2006 | 3501 | 3564 | 3544 | 3509 | 14118 |
| 2007 | 3494 | 3509 | 3462 | 3412 | 13877 |
| 2008 | 3390 | 3411 | 3375 | 3324 | 13500 |
| 2009 | 3350 | 3350 | 3400 | 3400 | 13500 |
| Cal- | EARNINGS PER SHARE B E |  |  |  | Full |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2005 | .51 | .49 | .39 | .36 | 1.75 |
| 2006 | .55 | .51 | .53 | .53 | 2.10 |
| 2007 | .49 | .39 | .42 | .34 | 1.65 |
| 2008 | .35 | .32 | .30 | .28 | 1.25 |
| 2009 | .35 | .30 | .35 | .30 | 1.30 |
| Cal- | QUARTERLY DIVIDENDS PAIDC |  |  |  |  |
| endar | Mar.31 | Jun.30 | Sep. 30 | Dec. 31 | Year |
| 2004 | .006 | .006 | .008 | .008 | .03 |
| 2005 | .008 | .008 | .008 | .008 | .03 |
| 2006 | .008 | .008 | .009 | .009 | .03 |
| 2007 | - | -- | -- | -- | -- |
| 2008 | .145 | -- |  |  |  |

(A) Incl. some D\&O liab. insurance. (B) Dil. Optg. EPS starting in 2002. Excluding. $\mathrm{n} / \mathrm{r}$ gains (losses): '94, 21c; '96, (1c);' '99, (4¢); '00,
(9¢). Inc. cap. gains/(losses): '92, $5 ¢$;' '93, $32 ¢$;
'94, 7¢; '95, 13c; '96, 2c; '97, 28¢; '98, 3c; '99, year at yearend. Paid a special div'd of $\$ 2.00$ 14¢; '00, 84; '01, (32¢). Next quarterly earnings per share in 8/07. (D) In millions, adjusted for report due mid-November. (C) Beginning in stock splits. (E) May not sum to total due to 2007, a variablovember. (C) Beginning in
$\begin{array}{lll}9958.9 & 9184.9 & 9212.9 \\ 418.9\end{array}$
$\begin{array}{lll}4149.1 & 4597.8 & 4763.1\end{array}$
$\begin{array}{lll}2413.4 & 2395.1 & 2515.5 \\ 2960.7 & 2665.3 & 24229\end{array}$
$\begin{array}{rrrr}2960.7 & \frac{2665.3}{8482.1} & \frac{2422.9}{8843.1} & 18914.4\end{array}$
$\begin{array}{llll}5725.0 & 5942.7 & 6000.6\end{array}$
$\begin{array}{lll}5725.0 & 5942.7 & 6000.6 \\ 4355.0 & 4210.4 & 4403.6\end{array}$
$\begin{array}{lll}4335.0 & 4210.4 & 4403.6 \\ 2575.5 & 3754.5 & 3704.7\end{array}$
$1 \frac{2575.5}{2635.5}, \frac{3754.5}{3907.6} 1 \frac{3704.7}{4108.9}$
BUSINESS: The Progressive Corporation of Ohio is an insurance holding company that writes standard and nonstandard (i.e., high risk) private passenger automobile coverage. Also writes recreational vehicle, mobile home, nonstandard commercial vehicle, and credit-related insurance. 2007 geographical premium breakdown: Florida, 12.0\%; Texas, 7.8\%; New York, 6.2\%; California, 8.0\%;

## Progressive Corp.'s earnings com-

 parisons will likely remain depressed for the next few quarters. In the J une interim, net premiums earned declined $3 \%$, year over year. New business applications were down $5 \%$, reflecting fewer car and home sales in a slowing economy. Large catastrophe losses also contributed to lower-than-expected earnings. In all, we expect net earned premiums to stay roughly flat through 2009. Based on results for the first half of the year, no dividend would be payable under the new annual variable dividend policy.In the face of slowing growth, the company has been focusing on customer retention and cost-cutting. It reorganized its Agency and Direct segments into one group to realize savings in IT, product design, and customer servicing. A new claims service center was recently completed, with two more planned through next year. Policy life expectancy has been increasing, and renewal applications were up $5 \%$ in the latest quarter, as the company tinkers with its
customer loyalty programs.

Georgia, $5.4 \%$; Ohio, $4.8 \%$; other states, $55.8 \%$. Statutory surplus, $\$ 4.6$ billion at 12/07. Has 26,851 employees. Peter B. Lewis controls $7.2 \%$ of common stock; other off./dir., 1.5\%; Davis Slcted Adv, 11.6\% (3/08 Proxy). Chrmn.: Peter B. Lewis. President and CEO: Glenn Renwick. Inc.: Ohio. Addr.: 6300 Wilson Mills, Mayield Village, Ohio 44143. Tel.: 216-461-5000. Web: www.progressive.com.
net sales, should account for a growing share of policies written. Direct policies, currently about $38 \%$ of the personal auto lines, increased 7\% over a year ago, while the number of Agency policies declined $2 \%$. Progressive recently entered the Massachusetts market with its Internet products, and plans to follow with agency- and phone-based offerings next year. As insurance shoppers grow increasingly comfortable with the convenience of online quotes, growth in this higher-margin area should accelerate. In addition, the company is testing a few new products, such as usage-based insurance, and a program in which coverage levels are matched to the customer 's desired payment amount.

## These shares offer worthwhile appre-

 ciation potential over the 3- to 5 -year pull. As the industry comes out of the recent slump, the company's focus on cost saving and customer retention should benefit its long-term performance. Also, continued stock buybacks ought to bolster share earnings. The potential loss of the small dividend should not hurt the stock. William KuoSeptember 19, 2008

| Tweliwes |
| :--- |
| Safery |

3 Reasersiag 1 Besedixas TECHNCA 3 Lemend Alas

 msder oce issons

 |  | $3 Q 2007$ | 4 Q2007 | 1 Q2008 |
| :--- | ---: | ---: | ---: |
| to Buy | 91 | 111 | 103 |
| to Sell | 91 | 80 | 92 |
| Hld's $(000)$ | 33120 | 33699 | 32469 |
| 1992 | 1993 | 1994 | 1995 |



| -- | 15.74 | 11.87 | 14.59 |
| ---: | ---: | ---: | ---: |
| -- | 2.29 | 1.87 | 2.31 |
| -- | 1.00 | 1.05 | 1.24 |
| -- | .05 | .11 | .12 |
| -- | 11.58 | 7.28 | 9.65 |
| -- | 24.13 | 38.04 | 39.07 |
| -- | $116 \%$ | $149 \%$ | $136 \%$ |
| -- | 13.5 | 10.4 | 10.5 |
| -- | .80 | .68 | .70 |
| - | $.4 \%$ | $1.0 \%$ | $.9 \%$ |

CAPITAL STRUCTURE as of $3 / 31 / 08$ Total Debt $\$ 925.9$ mill. Due in 5 Yrs $\$ 200.0$ mill.

LT Debt $\$ 925.9$ mill. LT Interest $\$ 50.0$ mill. (LT interest earned: 19.2x) (23\% of Cap'l)

Pension Assets-12/07 \$24.2 mill. Oblig. \$44.7 mill.

Pfd Stock none
Common Stock 62,281,408 shs.
as of 4/30/08
MARKET CAP: $\$ 2.7$ billion (Mid Cap)

| $\begin{array}{c}\text { CURRENT POSITION } \\ \text { (\$MILL) }\end{array}$ | 2006 | 2007 | $3 / 31 / 08$ |
| :---: | :---: | :---: | :---: |

(\$MILL.)
Bonds
Bonds
Stocks
Stocks
Mortgages
Total Assets
Reserves Unearn Prems
Other
Total Liab.
ANNUAL RATES
of change (per sh)
of change (per sh
Premium Inc
Premium Inc
Invest Income Earnings Dividends Book Value

$8372.2 \quad 9397.9 \quad 9387.1$ $735.6831 .6 \quad 812.5$ $\frac{9929.0}{} \frac{11368.5}{111612.9}$ $1 \overline{9036.8} 2 \overline{1598.0} \quad 2 \overline{1812.5}$ 5315.46333 .26449 .0 $1826.8 \quad 2055.3 \quad 2196.1$ | 9079.3 | 10019.7 | 10108.5 |
| :--- | :--- | :--- |


| Calendar | QUARTERLY PREM. (\$ mill.)Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| 2005 | 901.8 | 931.4 | 973.5 | 1060.1 | 3866.8 |
| 2006 | 992.5 | 1076.6 | 1076.2 | 1200.7 | 4346.0 |
| 2007 | 1125.5 | 1207.6 | 1227.9 | 1348.0 | 4909.0 |
| 2008 | 1298.1 | 1380 | 1396.9 | 1520 | 5595 |
| 2009 | 1450 | 1535 | 1550 | 1675 | 6210 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
| 2005 | . 95 | . 32 | 1.13 | 1.15 | 3.54 |
| 2006 | 1.09 | 1.10 | 1.18 | 1.27 | 4.65 |
| 2007 | 1.28 | 1.31 | 1.49 | 1.42 | 5.50 |
| 2008 | 1.10 | 1.50 | 1.55 | 1.60 | 5.75 |
| 2009 | 1.61 | 1.65 | 1.68 | 1.71 | 6.65 |
| Cal- | QUARTERLY DIVIDENDS PAID Ba |  |  |  | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2004 | . 06 | . 06 | . 06 | . 09 | . 27 |
| 2005 | . 09 | . 09 | . 09 | . 09 | . 36 |
| 2006 | . 09 | . 09 | . 09 | . 09 | . 36 |
| 2007 | . 09 | . 09 | . 09 | . 09 | . 36 |
| 2008 | . 09 | . 09 |  |  |  |

$1 \overline{6221.5} 18408.2 \quad 18753.6$

| Past | Past | Est'd '05-'07 |
| :---: | :---: | :---: |
| 10 Yrs. | 5 Yrs. | to '11-'13 |
| $14.5 \%$ | $16.0 \%$ | $9.0 \%$ |
| $13.5 \%$ | $12.5 \%$ | $11.5 \%$ |
| $11.5 \%$ | $20.0 \%$ | $11.5 \%$ |
| $10.5 \%$ | $8.5 \%$ | $6.0 \%$ |
| $15.0 \%$ | $17.5 \%$ | $8.5 \%$ |



## 

BUSINESS: Reinsurance Group of America, Incorporated is an insurance holding company. It is engaged primarily in life reinsurance and international life and disability insurance on a direct and reinsurance basis. In addition, it provides reinsurance of nontraditional business, including asset-intensive products and financial reinsurance. In 2007, United States operations generated about
Share net for Reinsurance Group of America plunged almost $15 \%$ in the first quarter of 2008, compared to the year-earlier tally. That was attributable primarily to a jump in daims filed in the United States and United Kingdom (the company's two biggest markets). On the upside, operations in Canada and the Asia Pacific region benefited partially from generally favorable currency exchange rates.

## But better quarterly bottom-line com-

 parisons may occur during the remainder of this year, based mainly on our assumption that mortality experience levels moderate domestically and in the United Kingdom. We expect businesses in Canada and the Asia Pacific area to continue to perform nicely, also.Nonetheless, it appears that earnings per share for 2008, as a whole, will advance just around 5\% That could happen because of Reinsurance Group's disappointing first-quarter showing. But a stronger rate of bottom-line growth may be in store for next year, aided by initiatives
to boost market share (e.g., staff additions and product enhancements).
$59 \%$ of net premium income; Asia Pacific (18\%); Canada (10\%); Other international (13\%). Officers and directors own approximately 1.6\% of common stock; MetLife, 52.0\% (2007 10K). President and Chief Executive Officer: A. Greig Woodring. Incorporated: MO. Address: 1370 Timberlake Manor Parkway, Chesterfield, MO 63017. Telephone: 636-736-7439. Internet: www.rgare.com.
Meanwhile, MetLife intends to divest its 52\% equity stake in RGA. Under the terms of the transaction, RGA would recapitalize its common stock into two classes, Class A (with the right to elect up to 20\% of the reinsurer's directors) and Class B (having the right to elect 80\% of RGA's directors). Following the recapitalization, MetLife would offer the Class B shares to MetLife stockholders in exchange for shares of MetLife common stock. We like this move partly because it should provide management with greater flexibility in making business decisions. Also, the liquidity of RGA stock ought to significantly increase. Note that the deal is expected to close during the third quarter of this year, pending regulatory approval and other conditions.

## These high-quality shares have lost

 substantial ground over the past several months, reflecting, no doubt, the company's poor performance for the first quarter. Even at the current quotation, capital appreciation possibilities are limited. The Timeliness rank is only 3 (Average), as well.Frederick L. Harris, III
July 18, 2008
 cludes nonrecurring gain (losses): '97, (\$0.70); $\$ 0.37$; '05', \$0.18; '06, \$0.08; '07, \$0.23; '08, plan. (C) In mill., adjusted for stock splits.
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Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability

| High： <br> Low： |  |
| :--- | :---: |
| LEGENDS |  |


|  | $\mathbf{S}$ | $\mathbf{O}$ | $\mathbf{N}$ | $\mathbf{D}$ | $\mathbf{J}$ | $\mathbf{F}$ | $\mathbf{M}$ | $\mathbf{A}$ | $\mathbf{M}$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| to Buy | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 |
| Options | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| to Sell | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Institutional Decisions |  |  |  |  |  |  |  |  |  |


|  | 3 Q2007 | 4Q2007 | 1 Q2008 |
| :---: | :---: | :---: | :---: |
| to Buy | 147 | 188 | 194 |
| to Sell | 251 | 231 | 227 |
| Hld＇s＇（000） | 499559 | 500652 | 494404 |
| 1992 | 1993 | 1994 | 1995 |


| 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 13.80 | 15.02 | 16.16 | 18.43 | 19.20 | 20.54 |
| 1.10 | 1.23 | 1.31 | 1.43 | 1.56 | 1.72 |
| ． 62 | ． 70 | ． 74 | ． 81 | ． 92 | 1.02 |
| ． 31 | ． 28 | ． 31 | ． 34 | ． 37 | ． 41 |
| ． 53 | ． 75 | ． 65 | ． 50 | ． 56 | 57 |
| 3.18 | 3.33 | 3.14 | 3.79 | 4.16 | 4.1 |
| 959.45 | 970.76 | 961.53 | 961.31 | 970.11 | 960.55 |
| 19.5 | 19.9 | 16.2 | 15.4 | 17.0 | 18.5 |
| 1.18 | 1.18 | 1.06 | 1.03 | 1.06 | 1.07 |
| 2．5\％ | 2．0\％ | 2．6\％ | 2．7\％ | 2．4\％ | 2．2\％ |
| CAPITAL STRUCTURE as of 3／29／08 |  |  |  |  |  |
| Total Debt $\$ 3365$ mill．Due in 5 Yrs $\$ 3166$ mill． |  |  |  |  |  |
|  |  |  |  |  | LT Debt $\$ 2478$ mill．LT interest $\$ 205.0$ mill． |
| Incl．ES | P loan | uarante |  |  |  |

Incl．ESOP loan guarantees．
（LT interest earned：6．0x；total interest
coverage：5．0x）
（42\％of Cap＇）
Pension Assets $-6 / 07 \$ 4.3$ bill．Oblig．$\$ 4.9$ bill．
Common Stock 706，307，100 shs．
MARKET CAP：$\$ 9.3$ billion（Large Cap）

| CURRENT POSITION | 2006 | $\mathbf{2 0 0 7}$ | $\mathbf{3 / 2 9 / 0 8}$ |
| :--- | ---: | ---: | ---: |
| （\＄MLLL．） |  |  |  |
| Cash Assets | 2231 | 2520 | 1258 |
| Receivables | 1750 | 1307 | 1433 |
| Inventory（FIFO） | 2153 | 1050 | 1297 |
| Other | 640 | 766 | 720 |
|  | 6774 | 5643 | 4708 |
| Current Assets | 1226 | 1075 | 1068 |
| Accts Payable | 2152 | 1464 | 887 |
| Debt Due | 2899 | 1762 | 1814 |
|  | 6277 | 4301 | 3769 |
| Other |  |  |  |
| Current Liab． |  |  |  |


| ANNUAL RATES <br> of change（per sh） <br> Sales <br> ＂Cash Flow＂ <br> Earnings <br> Dividends <br> Book Value |  | $\begin{gathered} \hline \text { Past } \\ 10 \text { Yrs. } \\ .5 \% \\ 2.0 \% \\ 1.0 \% \\ 6.0 \% \\ -1.5 \% \end{gathered}$ | Past Est＇d＇05－＇07 <br> 5 Yrs． to＇11＇13 <br> $-1.0 \%$ $2.0 \%$ <br> $-2.0 \%$ $3.5 \%$ <br> $-5.5 \%$ $5.5 \%$ <br> $30.0 \%$ $-3.0 \%$ <br> $20.0 \%$ $7.5 \%$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Fiscal Year Ends | QUARTERLY SALES（\＄mill．）A Sep．Per Dec．Per Mar．Per Jun．Per |  |  |  | Full <br> Fiscal Year |
|  |  |  |  |  |  |  |  |  |  |
| 2005 | 4757 | 5073 | 4670 | 4754 | 19254 |
| 2006 | 3900 | 4155 | 3789 | 4100 | 15944 |
| 2007 | 2891 | 3182 | 3006 | 3199 | 12278 |
| 2008 | 3131 | 3491 | 3243 | 3485 | 13350 |
| 2009 | 3300 | 3675 | 3400 | 3625 | 14000 |
| Fiscal | EARNINGS PER SHARE A B <br> Sep．Per Dec．Per Mar．Per Jun．Per |  |  |  |  |
| Year <br> Ends |  |  |  |  | Fiscal Year |
| 2005 | ． 44 | 40 | 23 | 29 | 1.36 |
| 2006 | ． 28 | ． 32 | ． 22 | ． 11 | ． 93 |
| 2007 | ． 21 | ． 21 | ． 13 | ． 17 | ． 72 |
| 2008 | ． 10 | ． 22 | ． 22 | ． 26 | ． 80 |
| 2009 | ． 13 | ． 24 | ． 25 | ． 28 | 90 |
| Cal－ endar | QUARTERLY DIVIDENDS PAID ${ }_{\text {■ }}$ |  |  |  | Full |
|  | Mar． 31 | Jun． 30 S | Sep． 30 | Dec． 31 | Year |
| 2004 | ． 1875 | ． 1875 | ． 1875 | ． 1875 | ． 75 |
| 2005 | ． 1975 | ． 1975 | ． 1975 | ． 1975 | ． 79 |
| 2006 | ． 1975 | ． 1975 | ． 1975 | ． 10 | ． 69 |
| 2007 | ． 10 | ． 10 | ． 10 | ． 10 | ． 40 |
| 2008 | 105 | 105 | 105 |  |  |

[^12]BUSINESS：Sara Lee Corporation is a diversified international manufacturer and marketer of branded consumer products with op－ erations in beverages，specialty meats，baked goods，and household／personal care．Meats group includes：Hillshire Farms， Jimmy Dean，and Ball Park．Bakery group includes Earthgrains and Sara Lee．Beverage group includes numerous brands of coffee and
Sara Lee＇s top line is climbing at a good clip．Foreign currency translations are providing a noticeable boost，reflecting the company＇s sizable presence overseas， where it generates over half of its sales． Otherwise，revenues have been rising at a solid，mid－single－digit clip，with all six businesses contributing to the gains．Price increases to combat rising commodity costs have been a big element of this growth， particularly in the North American and International Bakery divisions．Thus far， these actions don＇t seem to be sparking too much resistance from consumers．

## Sara Lee likely halted a three－year

 earnings slump in fiscal 2008，which ended on J une 28th．Lower interest ex－ pense and a smaller share base have share net headed back in the right direction，and the company probably maintained this mo－ mentum in the J une quarter．From an op－ erating perspective，though，progress has been slower to develop，with adjusted op－ erating income actually declining modestly year over year during the first nine months of the fiscal year．Still，The food producer appears to be gain－ ing the upper hand on rising com－
tea．Apparel business（intimates and underwear）spun off，9／06．Int＇। sales： $54 \%$ of total．＇ 07 deprec．rate： $10.1 \%$ ．Has about 52,000 em－ ployees．Officers \＆directors own less than $1 \%$ of stock；three finan－ cial institutions， $18.5 \%$（9／07 proxy）．Chairman \＆CEO：Brenda C． Barnes．Inc．：Maryland．Address：Three First National Plaza，Chica－ go，IL 60602．Tel．：312－726－2600．Internet：www．saralee．com．
modity costs．In fact，improved pricing， along with lower marketing spending and ongoing cost－cutting initiatives，should al－ low Sara Lee to report meaningful growth in operating profits for the final three months of fiscal 2008.
The stock is an Average（3）selection for Timeliness．Likewise，total return potential to 2011－2013，though getting a boost from an above－average dividend yield，is unexceptional in our view．Earn－ ings now look to be headed in the right direction，and should climb another 13\％， to $\$ 0.90$ a share，in fiscal 2009．The mar－ ket，though，seems reluctant to give Sara Lee much credit for this just yet．The restructuring efforts begun by manage－ ment in 2005 have been slow to bear fruit， and profits will likely remain below their mid－decade peak for several more years． Too，the company has expressed concerns about the impact on its business of volatile commodity prices and weaker economic conditions in some key markets．In response，we have trimmed our fiscal 2008 and 2009 calls by $\$ 0.02$ and $\$ 0.05$ ，respec－ tively，since our May report．
Robert M．Greene，CFA
August 1， 2008


| (\$MILL.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 60.6 | 96.6 | 118.6 |
| Receivables | 78.5 | 71.6 | 100.3 |
| Inventory (Avg Cst) | 79.4 | 81.2 | 78.7 |
| Other | 16.9 | 32.8 | 16.5 |
| Current Assets | 235.4 | 282.2 | 314.1 |
| Accts Payable | 57.4 | 57.0 | 49.5 |
| Debt Due |  |  |  |
| Other | 135.2 | 139.4 | 82.8 |
| Current Liab. | 192.6 | 196.4 | 132.3 |


| ANNUAL RATES | Past | Past | Est'd '05-'07 |
| :--- | ---: | ---: | ---: |
| of change (per unit) | 10 Yrs. | 5 Yrs. | to'11'13 |
| Revenues | $6.5 \%$ | $8.5 \%$ | Nil |
| "Cash Flow' | $6.0 \%$ | $-1.5 \%$ | $9.0 \%$ |
| Earnings | $16.5 \%$ | $2.0 \%$ | $13.5 \%$ |
| Cash Dist. | $10.0 \%$ | $3.0 \%$ | $7.5 \%$ |
| Book Value | $-3.0 \%$ | $13.0 \%$ | $17.0 \%$ |


| $\begin{array}{l}\text { Fiscal } \\ \text { Year } \\ \text { Ends }\end{array}$ | QUARTERLY REVENUES (\$ mill.) |
| :--- | :--- | :--- |


| 2005 | 424.0 | 587.4 | 327.2 | 281.6 | 1620.2 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2006 | 487.5 | 590.9 | 304.0 | 279.2 | 1661.6 |
| 2007 | 397.9 | 555.1 | 271.5 | 215.1 | 1439.6 | | 2008 | 425.1 | 587.1 | 305.5 | 232.3 | 1550 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | | Fiscal | EARNINGS (PER UNIT) A | $\begin{array}{l}\text { Full } \\ \text { Fiscal }\end{array}$ |
| :---: | :---: | :---: |


| Ends | Dec. per Mar. per Jun. per Sep. per |  |  |  | Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | .77 | 1.90 | d1.92 | d1.23 | d. 26 |
| 2006 | 1.14 | 2.43 | d.33 | d.66 | 2.83 |
| 2007 | 1.67 | 3.22 | d.04 | d1.02 | 3.79 |
| 2008 | 1.27 | 2.87 | d.42 | d.37 | 3.35 |
| 2009 | 1.40 | 3.10 | d.05 | d.65 | 3.80 |
| Cal- | QUARTERLY DIST. (PER UNIT) B |  |  | Full |  |
| endar | Mar. perJun. perSep. per Dec. per | Year |  |  |  |
| 2004 | .588 | .600 | .613 | .613 | 2.41 |
| 2005 | .613 | .613 | .613 | .613 | 2.45 |
| 2006 | .613 | .613 | .638 | .663 | 2.53 |
| 2007 | .688 | .700 | .713 | .750 | 2.85 |
| 2008 | .763 | .775 | .80 |  |  |

BUSINESS: Suburban Propane Partners, L.P., is a leading marketer and distributor of propane, fuel oil, and other refined fuels in the United States. It also markets natural gas and electricity in deregulated markets. The partnership operates in four segments: Propane; Fuel Oil and Refined Fuels; Natural Gas and Electricity; and Heating, Ventilation, and Air Conditioning (HVAC). As of
Elevated commodity prices are pressuring margins at Suburban Propane Partners. Through the first nine months of fiscal 2008, expenses far outpaced revenue growth, with product costs increasing nearly three times faster than sales (year ends on the last Saturday in September). In addition, warmer-than-normal temperatures in several markets hindered year-todate revenues somewhat.
The company's hedging techniques have faltered lately. To ensure its field operations have adequate supply, the partnership keeps a certain level of inventory on tap at all times, which is subject to market fluctuations. SPH employs different tools to mitigate that risk-including commodity futures contracts-with realized gains/losses typically offset by inventory sales. But recently, fast-rising commodity prices have outstripped revenues, leading to larger-than-expected losses, and pulling the bottom line further into the red.
Customer conservation efforts are on the rise. Consumers, already being squeezed by rising prices at the gas pump and falling home values, have sought to

9/29/07, the partnership serves approximately $1,000,000$ active propane customers through more than 300 locations in 30 states, concentrated on the east and west coasts of the United States. Has about 3,500 employees. Chairman \& Chief Executive Officer: Mark A. Alexander. Address: 240 Route 10 West, Whippany, NJ 07981. Tel.: 973-887-5300. Internet: http://www.suburbanpropane.com.
cut corners elsewhere, driving efforts to conserve propane and heating oil.
Although revenues are making progress, earnings will likely tumble in fiscal 2008. While sales ought to improve $7 \%-8 \%$, share earnings will likely drop $11 \%-12 \%$, largely due to higher product costs. Looking ahead,
The bottom-line outlook is more upbeat for next year. Projections for fiscal 2009 call for more-normal seasonal weather and, although still elevated, commodity prices have come back to earth somewhat in recent months.
This issue offers subpar capital gains potential over the pull to 2011-2013. Despite solid long-term prospects, the stock's current quotation discounts much of its upside potential over the coming three to five years. However,
Suburban Propane Partners still features a stellar yield. The payout on these units is near the top of its peer group, and is well above the Value Line median. That, coupled with its relatively low risk (Beta: .75), makes this a good selection for income-minded accounts. Sharif Abdou

September 12, 2008

[^13]| $\text { TIM HORTONS INC } \text { NYSE-THI }^{\text {A }}$ |  |  |  | $\begin{aligned} & \text { RECENT } \\ & \text { PRICE } \end{aligned} 31.02$ |  |  | $\begin{aligned} & \text { P/E } \\ & \text { RATIO } 18.8\binom{\text { Trailing: } 20.7}{\text { Median:NMF }} \end{aligned}$ |  |  | $\begin{aligned} & \text { RELATIVE } \\ & \text { P/E RATIO } \end{aligned} \mathbf{2 2}$ |  | $\text { DIV'D } \quad 1.20$ |  |  | $\begin{aligned} & \text { VALUE } \\ & \text { LINE } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELINESS $\mathbf{3}$ New $9 / 508$ <br> SAFETY $\mathbf{3}$ New 97707 <br> TECHNICAL $\mathbf{4}$ New 95/08 <br> BETA $.80 \quad(1.00=$ Market $)$  |  |  |  |  |  |  |  |  | High: Low: | $\begin{aligned} & \hline 33.0 \\ & 23.8 \end{aligned}$ | $\begin{aligned} & 39.9 \\ & 28.6 \end{aligned}$ | $\begin{aligned} & 1 \\ & 37.5 \\ & 26.3 \end{aligned}$ |  |  | $\begin{aligned} & \text { Target Pric } \\ & 2011 \mid 201 \end{aligned}$ | $\begin{aligned} & \text { Range } \\ & \mid 2013 \end{aligned}$ |
|  | LEGENDS <br> $\ldots$ Relative Price Strength Options: Yes Shaded area <br> Shaded area indicates recession |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2013 80 60 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 60 50 |
| 2011-13 PROJECTIONS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
| Price Gain Ann'I Total Return |  |  |  |  |  |  |  |  |  |  | , $\cdot \cdots 1 l^{\text {I }}$ | ${ }^{111} \cdot$ |  |  |  | 30 |
| High $45 \quad(+45 \%) 11 \%$ |  |  |  |  |  |  |  |  |  | $\|111,1\|^{\prime \prime}$ |  |  |  |  |  | 25 |
| Low $30 \quad(-5 \%) \quad 1 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 20 |
| Insider Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 15 |
| $\begin{array}{llllllllll}  & 0 & \mathbf{N} & \mathbf{D} & \mathbf{J} & \mathbf{F} & \mathbf{M} & \text { A } & \mathbf{M} & \mathbf{J} \\ \text { to Buy } & 0 & 0 & 0 & 0 & 1 & 0 & 0 & 0 & 0 \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -10 |
| 10ptions $\begin{array}{lllllllllll} & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0\end{array}$ |  |  |  |  |  |  |  |  |  | -. |  | -• |  |  |  |  |
| to Sell $10000 c c c c c c c c c$ | Percent 9 <br> shares 6 <br> traded 3 |  |  |  |  |  |  |  |  | - |  |  |  |  | T. RETURN 7/08 | 7.5 |
| $\begin{array}{\|lll\|}\text { Institutional Decisions } \\ & \\ 302007 & 402007 & 102008\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VLARITH |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{ll} \text { STOCK } & \text { INDEX } \\ -11.1 & -12.2 \end{array}$ |  |
| to Buy 78 103 98 <br> to Sell 95 72 84 |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr. 3 yr. | $\begin{array}{rr} -11.1 & -12.2 \\ - & 7.2 \end{array}$ |  |
| $\begin{array}{lrrrr}\text { to Sell } & 95 & 72 & 84 \\ \text { Hhld's(000) } & 112265 & 113522 & 111682\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  | 5 yr. | - <br> $-\quad 58.6$ |  |
| Tim Hortons Incorporated was formed in May, 1964. It was subsequently acquired by Wendy's International, and it was spun off in March, 2006. The initial public offering was for 33.35 million shares at $\$ 23.16$ per share, representing $17.25 \%$ of the common stock outstanding. In September, 2006, Wendy's distributed the remaining $82.75 \%$ to Wendy's stockholders by a special pro-rated dividend distribution. |  | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 ${ }^{\text {A }}$ | 2006 | 2007 | 2008 | 2009 | VALU | LINE, INC. | -13 |
|  |  | -- |  |  |  |  | -- |  | . 86 | . 86 | 1.02 | . 95 | . 93 | Trans. | Rate (US\$/Cdn.\$) | . 92 |
|  |  |  |  |  |  |  |  | -- | 7.97 | 7.46 | 10.19 | 11.30 | 11.95 | Reven | s per sh | 14.30 |
|  |  | -- | -- | -- | -- | -- | -- | -- | 1.41 | 1.49 | 1.90 | 2.15 | 2.35 | "Cash | low" per sh | 2.85 |
|  |  |  |  |  |  | - | - |  | 1.02 | 1.20 | 1.43 | 1.60 | 1.80 | Earnin | per sh ${ }^{\text {A }}$ | 2.10 |
|  |  |  |  |  |  |  | .- |  | -- | . 12 | . 28 | . 36 | . 36 | Div'ds | ecl'd per sh ${ }^{\text {B }}$ | . 52 |
|  |  |  |  |  |  |  | - |  | 1.18 | . 81 | . 94 | 1.05 | 1.15 | Cap'IS | ending per sh | 1.30 |
|  |  |  |  |  |  |  | -- |  | . 21 | 4.58 | 5.38 | 6.75 | 8.30 | Book | lue per sh ${ }^{\text {D }}$ |  |
|  |  |  |  | -- | - | -- | -- | -- | 159.95 | 191.37 | 186.13 | 182.00 | 180.00 | Comm | Shs Outst'g C | 174.00 |
|  |  | -- | - | -- |  | - | -- | - | -- | 20.3 | 23.2 | Bold figu | res are | Avg An | IP/E Ratio | 17.0 |
|  |  |  |  | -- |  | .- | -- | -- | -. | 1.10 | 1.23 |  |  | Relativ | P/E Ratio | 1.15 |
|  |  |  |  |  |  |  | -- |  |  | .5\% | .8\% |  |  | Avg A | 'I Div'd Yield | 1.1\% |
| CAPITAL STRUCTURE as of 6/29/08 Total Debt $\$ 399.9$ mill. Due in 5 Yrs $\$ 308.6$ mill. LT Debt $\$ 393.5$ mill. LT Interest $\$ 18.0$ mill. |  | -- | -- | -- | -- | -- | -- | -- | 1274.5 | 1427.2 | 1895.9 | 2060 | 2150 | Revenu | (\$mill) | 2490 |
|  |  | -- |  | -- |  | - |  | - | 25.4\% | 25.2\% | 24.9\% | 24.5\% | 24.5\% | Operat | $g$ Margin | 26.0\% |
|  |  | -- | -- | -- | -- | -- | -- | -- | 61.9 | 62.5 | 83.6 | 95.0 | 100 | Deprec | ation (\$mill) | 130 |
| (28\% of Cap') <br> Leases, Uncapitalized Annual rentals $\$ 65.7$ mill. |  | - |  | .- |  | .- | -- | .- | 164.3 | 223.3 | 269.6 | 290 | 325 | Net Pro | it (\$mill) | 365 |
|  |  | -- | -- | -- | -- | -- | -- | -- | 30.6\% | 28.0\% | 34.0\% | 33.0\% | 33.0\% | Income | Tax Rate | 33.0\% |
| No Defined Benefit Pension Plan |  | -- | -- | -- | -- | -- | -- | -- | 12.9\% | 15.6\% | 14.2\% | 14.0\% | 15.2\% | Net Pro | it Margin | 14.7\% |
|  |  |  |  |  |  | -- | -- | -- | d925.1 | 96.0 | 75.5 | 20.0 | d25.0 | Workin | Cap'I (\$mill) | d35.0 |
| Pfd. Stock None |  | -- | -- | -- | -- | -- | -- | -- | 75.7 | 338.6 | 394.8 | 380 | 390 | Long-T | rm Debt (\$mill) | 370 |
|  |  |  |  |  |  | - | -- |  | 33.9 | 875.8 | 1002.1 | 1230 | 1490 | Shr. Eq | uity (\$mill) | 2275 |
| Common Stock 183,983,000 shs. <br> MARKET CAP: $\$ 5.7$ billion (Mid Cap) |  | -- | -- | -- | -- | -- | -- | -- | NMF | 19.2\% | 20.2\% | 19.0\% | 18.0\% | Return | - Total Cap'l | 14.0\% |
|  |  | -- |  | -- | -- | -- | -- | -- | NMF | 25.5\% | 26.9\% | 24.0\% | 22.0\% | Return | on Shr. Equity | 16.0\% |
| CURRENT POSITION 2006 2007 $\mathbf{6 / 2 9 / 0 8}$ <br> (\$MILL.) 151.4 195.4 90.9 <br> Cash Assets 107.2   |  | -- | -- | $\cdots$ | -- | $\cdots$ | -- | -- | NMF | $\begin{array}{r} 22.8 \% \\ 10 \% \end{array}$ | $21.6 \%$ $20 \%$ | $\begin{array}{r} 18.5 \% \\ 22 \% \end{array}$ | 17.5\% 20\% | Retain All Div | to Com Eq s to Net Prof | $\begin{array}{r} \hline 12.0 \% \\ 25 \% \end{array}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| Cash Assets | 151.4 | 195.4 | 90.9 |
| :---: | :---: | :---: | :---: |
| Receivables | 107.2 | 104.9 | 122.7 |
| Inventory (FIFO) | 35.5 | 60.3 | 58.6 |
| Other | 38.6 | 42.2 | 47.7 |
| Current Assets | 332.7 | 402.8 | 319.9 |
| Accts Payable | 99.4 | 133.4 | 108.8 |
| Debt Due | 4.7 | 6.1 | 6.4 |
| Other | 132.6 | 187.8 | 133.1 |
| Current Liab. | 236.7 | 327.3 | 248.3 |


| ANNUAL RATES of change (per ADR) |  | $\begin{gathered} \text { Past } \\ 10 \text { Yrs. } \end{gathered}$ | Pas 5 Yrs | Est'd '05-'07 to '11-13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  | 9.5\% |  |  |
| "Cash Flow" |  |  | 10.5\% |  |  |
| Earnings |  |  |  | NMF |  |
| Divide |  |  |  |  |  |
| Book Value |  |  |  | 17.5\% |  |
| Calendar | QUARTERLY REVENUES (\$ mill.) A Mar.Per Jun.Per Sep.Per Dec.Per |  |  |  | Full Year |
|  |  |  |  |  |  |  |  |
| 2005 | 278.3 | 316.9 | 332.0 | 347.3 | 1274.5 |
| 2006 | 320.6 | 306.5 | 355.7 | 444.4 | 1427.2 |
| 2007 | 424.6 | 465.3 | 490.5 | 515.5 | 1895.9 |
| 2008 | 460.3 | 510.7 | 530 | 559 | 2060 |
| 2009 | 490 | 530 | 555 | 575 | 2150 |
|  |  | RNINGS P | ER SHAR |  | Full |
| endar | Mar.Per | Jun.Per | Sep.P | ec.Per | Year |
| 2005 | . 26 | . 33 | . 35 | . 08 | 1.02 |
| 2006 | . 34 | . 34 | . 23 | . 29 | 1.20 |
| 2007 | . 31 | . 36 | . 36 | . 40 | 1.43 |
| 2008 | . 33 | . 41 | . 41 | . 45 | 1.60 |
| 2009 | . 38 | . 45 | . 47 | . 50 | 1.80 |
|  | QUART | TERLY DIV | VIDENDS | AID ${ }^{\text {B }}$ |  |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2004 | -- | .- | -- |  |  |
| 2005 | -- | -- | - | - |  |
| 2006 | -- | -- | . 06 | . 06 | . 12 |
| 2007 | . 07 | . 07 | . 07 | . 07 | . 28 |
| 2008 | . 09 | . 09 | . 09 |  |  |

BUSINESS: Tim Hortons Incorporated engages in the operation, development, and franchising of quick-service restaurants. The company was formed in 1964. As of December 31, 2007, franchisees operated $97.8 \%$ of system-wide restaurants. The company's warehouse and distribution operations supply the restaurants, and rental income is derived from leases of most of the franchised
Tim Hortons posted healthy 2008 J une-quarter comparisons in spite of weakening economic conditions. Same-store sales at its Canadian properties increased nearly 6\%, owing to an approximately $4 \%$ price hike. The same metric registered a $3 \%$ gain in the U.S., thanks to a 3\% price increase.
The quick-service restaurant operator had a solid second quarter. The company benefited as consumers turned away from casual dining outlets toward more value-oriented outlets such as Tim Hortons. Operations also got a boost from a slew of new coffee items and baked goods. As a result, revenue expanded nearly $10 \%$, to $\$ 510$ million, over the year-ago figure. Distribution sales, the largest component of revenue, grew $9 \%$, to $\$ 335 \mathrm{mil}$ lion. Revenue from rent and royalties gained nearly $10 \%$, to $\$ 155$ million. Although costs of sales and general and administrative expenses rose considerably, top-line growth overcame this. All told, the coffee and donut chain registered a surprising $\$ 0.41$ a share, easily beating our estimates. The performance has led us to increase our 2008 earnings tally by a nick-
restaurants. As of March 30, 2008, operated 2,839 restaurants in Canada and 399 in the United States. Has about 1,520 employees. Off./dir. own less than $1 \%$ of common stock (3/08 proxy). Chief Executive Officer: Paul D. House. Incorporated: Delaware. Address: 874 Sinclair Road, Oakville, Ontario, Canada, L6K 2Y1. Telephone: (905) 845-6511. Internet: www.timhortons.com.

## el, to \$1.60.

Worsening economic conditions in Canada pose a danger. This is particuIarly so in Quebec and Ontario. High energy and food costs and a weakening housing market do not augur well for consumer sentiment. In light of the fact that a considerable portion of Tim Horton's store base is in Canada, this company's operations are vulnerable.
The rising price of coffee also has the potential to hurt Tim Hortons in the quarters ahead. A major portion of operating earnings is generated through royalty fees, which are determined by sales trends. Thanks to hedging practices, managment has not been forced to increase coffee prices proportionately to its higher cost. This would have had an adverse affect on sales since coffee costs advanced $40 \%$, year over year, in April. However, new coffee contracts will likely be negotiated at higher prices. This could pressure operating margins.
This neutrally ranked stock offers below-average appreciation potential over the 3- to 5 -year pull.
Dominic B. Silva
September 5, 2008

[^14]| Company's Financial Strength | B++ |
| :--- | ---: |
| Stock's Price Stability | 90 |
| Price Growth Persistence | NMF |
| Earnings Predictability | NMF |

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| FINANCIAL POSITION 2006 | 2007 | $3 / 31 / 08$ |
| :---: | :---: | :---: | :---: |


| Bonds | 8315.1 | 9349.2 | 9539.3 |
| :---: | :---: | :---: | :---: |
| Stocks | 899.4 | 888.4 | 793.9 |
| Other | 5054.0 | 5246.7 | 5438.8 |
| Total Assets | 14268.5 | 15484.3 | 15772.0 |
| Unearned Prems | 1144.0 | 1226.7 | 1282.7 |
| Reserves | 7467.9 | 7926.3 | 8069.6 |
| Other | 2698.3 | 2982.3 | 3039.0 |
| Total Liab'ties | 11310.2 | 12135.3 | 12391.3 |
| ANNUAL RATES | Past | Past | d '05-'07 |
| of change (per sh) | 10 Yrs. | 5 Yrs . | '11-13 |
| Premium Inc | 12.5\% | 13.5\% | 3.0\% |
| Invest Income | 8.0\% | 11.5\% | 7.0\% |
| Earnings | 6.5\% | 17.5\% | 10.0\% |
| Dividends | 11.5\% | 11.5\% | 12.0\% |
| Book Value | 9.5\% | 9.0\% | 11.0\% |


| Cal- <br> endar | NET PREMIUMS <br> Mar.31 |  |  |  | Jun.30 | Sep.30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | (\$ mill.) $\left.$| Dec.31 |
| :---: | | Full |
| ---: |
| Year | \right\rvert\,

BUSINESS: Transatlantic Holdings Inc. is one of the largest reinsurance companies operating through the broker market in the U.S. It offers reinsurance capacity through its subsidiaries TRC and Putnam for a full range of property/casualty products on a treaty ( $96 \%$ of premiums) and facultative ( $4 \%$ ) basis, in domestic ( $50 \%$ of premiums) and international ( $50 \%$ ) markets. Premium breakdown:
Transatlantic Holdings posted a 12\% share-net advance for the J une interim . The company has done a good job of increasing its global footprint and market share. Meanwhile, the overall financial market downturn weighed on some of the company's investments. TRH registered almost $\$ 60$ million or $\$ 0.75$ a share in capital losses during the J une period. This loss is excluded from earnings, as is practice for all insurance and reinsurance companies in the Value Line Investment Survey. Meanwhile, the lack of any major catastrophic events benefited the combined ratio during the second quarter. All told, the company did a good job of navigating these difficult times. But,
The weakening insurance environment and capital market turmoil may weigh on this year's results. Meanwhile, the company's ability to capitalize on less saturated sectors of the global reinsurance markets opened up new business opportunities last year. But those niche markets are becoming scarce as TRH's peers scour the globe for attractive
policies. And it is unlikely that similar benefits will persist in the second half.

Casualty $71 \%$ (General Liability, Medical Malpractice, Automobile, Aircraft, Marine, Other); Property, 29\% (Fire, Marine, Homeowners, Allied). Has 570 employees. Officers and directors own $2.1 \%$ of common stock; AIG, $59.0 \%$, (4/08 proxy). President and CEO: Robert F. Orlich. Address: 80 Pine Street, New York, N.Y., 10005. Telephone: 212-770-2162: Web: www.transre.com.
This year's hurricane season adds a bit of uncertainty toward 2009's prospects. The previous two years of relatively mild weather have been applying downward pressure on policy prices. Should 2008's hurricane season prove to be on the quiet side, reinsurers will have little bargaining power during this year's renewal season. Conversely, an active season would detract from this year's earnings, and benefit 2009's through higher policy prices. Typically a more severe season shakes out the weaker reinsurers that have loosened underwriting standards.
The equity has lost about $15 \%$ of its market value since our May report. But given the current market conditions, the stock has not fallen as far as some of its peers. Nonetheless, these shares offer below-average appreciation potential for the pull to 2011-2013. Also, TRH has fallen one notch in our Timeliness Ranking System, and is now expected to mirror the broader market for the year ahead. In all, given the uncertainty affecting the markets in which it operates, we feel these shares hold little investment appeal. Bryan Fong

August 1, 2008

[^15]

| (\$MILL.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 65.7 | 67.4 | 87.7 |
| Receivables | 41.9 | 48.5 | 40.0 |
| Inventory (LIFO) | 189.5 | 193.7 | 183.4 |
| Other | 3.9 | 11.4 | 9.2 |
| Current Assets | 301.0 | 321.0 | 320.3 |
| Accts Payable | 105.9 | 111.6 | 115.5 |
| Other | 47.6 | 52.0 | 53.3 |
| Current Liab. | 153.5 | 163.6 | 168.8 |


| ANNUAL RATES | Past | Past | Est'd '05-'07 |
| :---: | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '11-13 |
| Sales | 7.5\% | 5.0\% | 3.5\% |
| "Cash Flow" | 3.5\% | 2.0\% | 4.5\% |
| Earnings | 1.0\% | 2.0\% | 5.0\% |
| Dividends | 3.0\% | 1.5\% | 3.0\% |
| Book Value | 2.0\% | 2.0\% | 3.5\% |


| Calendar | QUARTERLY SALES (\$ mill.)AMar.Per Jun.Per Sep.Per Dec.Per |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2005 | 549.7 | 535.7 | 535.3 | 601.9 | 2222.6 |
| 2006 | 547.8 | 561.9 | 557.2 | 577.6 | 2244.5 |
| 2007 | 571.8 | 578.8 | 565.0 | 603.0 | 2318.6 |
| 2008 | 595.7 | 603.4 | 595 | 630.9 | 2425 |
| 2009 | 605 | 615 | 610 | 645 | 2475 |
| $\begin{array}{\|c} \text { Cal- } \\ \text { endar } \end{array}$ | EARNINGS PER SHARE ABMar.Per Jun.Per Sep.Per Dec.Per |  |  |  | Full Year |
| 2005 | . 62 | . 54 | . 51 | . 68 | 2.35 |
| 2006 | . 55 | . 57 | . 43 | . 52 | 2.07 |
| 2007 | . 50 | . 54 | . 33 | . 32 | 1.69 |
| 2008 | . 34 | . 48 | . 42 | . 51 | 1.75 |
| 2009 | . 45 | . 50 | . 45 | . 55 | 1.95 |
| Cal | QUARTERLY DIVIDENDS PAID C. |  |  |  | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2004 | . 28 | . 28 | 1.28 | . 28 | 2.12 |
| 2005 | . 28 | . 28 | . 28 | . 28 | 1.12 |
| 2006 | . 29 | . 29 | 29 | . 29 | 1.16 |
| 2007 | . 29 | . 29 | . 29 | . 29 | 1.16 |
| 2008 | . 29 | 29 |  |  |  |

BUSINESS: Weis Markets, Inc. operates 155 retail food markets (at year end '07), including both superstores and conventional stores, located in PA (125 stores), MD (24), NJ (3), NY (1), and WV (2). Owns about $50 \%$ of sites. Sells nat'l brand merchandise plus 2,000 items under its own trademarks. Owns SuperPetz, a 31-store (at yearend) pet supply chain with stores in PA (9), OH (6), SC (5), TN
Revenues are edging higher at Weis Markets, with most of the growth being driven by existing stores. Same-store sales have been rising at a low- to mid-singledigit rate in recent years, including a gain of $4.5 \%$ in the first half of 2008. The company has been utilizing aggressive promotional activity to maintain this momentum. Incremental sales from remodeled, expanded, or relocated stores are also part of the equation. New supermarkets, though, have not been much of a factor, as Weis continues to focus on defending its turf by upgrading units in existing markets, rather than pushing out into new territory. In fact, the number of stores in operation has declined slightly this decade. Earnings remain under pressure. Profits have been falling for most of the past three years, due in part to shrinking operating margins. Share net dropped another $11 \%$ in the J une quarter, to $\$ 0.48$. As has been the case for the past several quarters, the food retailer was unable to increase prices enough to keep pace with inflationary pressure on food, energy, and labor costs. Aggressive promotional activity, while likely helping with price-
(3), AL (2), MI (2), 1 ea. in GA, IN, MD \& NC. Sold Weis Food Service, $4 / 00$. ' 07 deprec. rate: $4.5 \%$. Has about 17,000 employees. R.F. Weis owns $46.8 \%$ of stock; other offs. \& dirs., $0.6 \%$; Ellen Wasserman, $6.5 \%$ ( $3 / 08$ proxy). Chairman: Robert F. Weis. CEO: Norman S. Rich. Inc.: PA. Address: 1000 South Second Street, Sunbury, PA 17801. Tel.: 570-286-4571. Internet: www.weis.com.
conscious customers, has also taken a toll on margins.
The food retailer's finances are strong. Operating cash flow should be sufficient to fund the dividend payout and capital spending. Any efforts to accelerate growth through aggressive new-store development would require Weis to dip into its cash reserves or take on debt.
These neutrally ranked shares have below-average total return potential to 2011-2013. Earnings, aided by easier year-over-year comparisons and efforts to better match pricing to the current cost environment, should begin to rally in the second half of 2008. Still, the difficulty the company is having in the current operating environment tempers our enthusiasm here. N otably, while the other traditional supermarket operators we follow are also experiencing rising commodity costs, most have been able to make the adjustments necessary to keep earnings moving higher. Too, the current valuation is a bit lofty by historical standards, which, in our view, limits the upside resulting from an improvement in earnings.
Robert M. Grene, CFA

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## Division Data Request 4-21

## Request:

Please provide the financial statements and annual report of National Grid USA covering the year 2008. If National Grid USA or Narragansett submitted an SEC Form 10Q for the quarter ended March 31, 2009, please provide a copy.

## Response:

The annual report for National Grid USA is filed on a fiscal year end basis; therefore, the March 2008 National Grid USA Consolidated annual report is provided as DIV 4-21-1. The corresponding financials are provided as Attachment DIV 4-21-2. Reports for fiscal year ending March 2009 are being prepared and will be available at the end of July.

No SEC filings are prepared for either Narragansett or National Grid USA.

## Division Data Request 4-22

Request:
Please provide any comparison Mr. Moul has undertaken concerning the regulatory risk of Narragansett versus his proxy electrics.

Response:
Mr. Moul used reports issued by Value Line and Standard and Poor's to assess regulatory risk. The Value Line reports rank state regulatory climates as: Above Average, Average, and Below Average. The Value Line reports that show these rankings are provided as Attachment DIV 4-22-1. (Please note that after the Value Line reports that were used by Mr. Moul were published, Value Line lowered the regulatory climate in New York to Below Average). Standard \& Poor's Corporation has also made a determination as to whether a state regulatory agency has been supportive of credit quality. The S\&P article dated November 25, 2008 showing those determinations is provided as Attachment DIV 4-22-2.


|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | -1.8 | -1.9 | -1.6 |
| \% Change Retail Sales (KWH) Avg. Inoust. Use (MWH) |  |  | NA | NA | NA |
| Avg. Indust. Revs. per KWH (c) |  |  | NA | NA | NA |
| Capacaity at Peak (Mw)Peak Load, Summer (Mw) |  |  | 565 | 565 | 565 |
|  |  |  | 13059 | 13141 | 12807 |
| Annual Load Factor (\%) \% Change Customers yr-end) |  |  | NMF | NMF | NMF |
|  |  |  | +. 8 | +. 9 | +. 9 |
| Fixed Charge Cov. (\%) |  |  | 312 |  | 339 |
| ANNUAL RATES Past of change (per sh) 10 Yrs. |  |  | Past Est'd '05-'07 <br> 5 Yrs. to '12.'14 |  |  |
|  |  |  |  |  |  |
| nge (persh) Revenues |  | 5.0\% | \% 2.0\% |  | 3.5\% |
| "Cash Flow" |  | 1.0\% | -.5\% |  | 5.0\% |
| Earnings |  | . $5 \%$ | .5\% |  | 1.0\% |
| Dividends |  | 1.0\% | 1.0\% |  | $\begin{aligned} & 1.0 \% \\ & 1.0 \% \end{aligned}$ |
| Book V | alue | 2.5\% |  | \% |  |
| Calendar | QUARTERLY REVENUES (\$ mill.) |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2006 | 3317 | 2555 | 3441 | 2824 | 12137 |
| 2007 | 3357 | 2956 | 3579 | 3228 | 13120 |
| 2008 | 3577 | 3149 | 3858 | 2999 | 13583 |
| 2009 | 3200 | 3500 | 3900 | 3300 | 13900 |
| 2010 | 3600 | 3450 | 3950 | 3375 | 14375 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2006 | . 74 | . 51 | . 92 | . 78 | 2.95 |
| 2007 | . 99 | . 58 | 1.15 | . 76 | 3.48 |
| 2008 | 1.11 | 2.02 | . 66 | . 58 | 4.37 |
| 2009 | . 95 | . 45 | 1.05 | . 75 | 3.20 |
| 2010 | 1.00 | . 48 | 1.08 | . 79 | 3.35 |
| Calendar | QUARTERLY DIVIDENDS PAID ${ }^{\text {B }}$ - |  |  |  | Full |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2005 | . 57 | . 57 | . 57 | . 57 | 2.28 |
| 2006 | . 575 | . 575 | . 575 | . 575 | 2.30 |
| 2007 | . 58 | . 58 | . 58 | . 58 | 2.32 |
| 2008 | . 585 | . 585 | . 585 | . 585 | 2.34 |
| 2009 |  |  |  |  |  |

costs: $67 \%$ of revenues; labor costs, 14\%. 2007 reported deprec. rate: $2.9 \%$. In ' 07 , purchased almost all energy it sold on firm contracts with nonutility generators. Has 15,214 employees, Chairman, Chief Executive Officer \& President: Kevin Burke. Incorporated: N.Y. Add.: 4 Irving Place, New York, N.Y. 10003. Tel.: 212-4603903. Internet: www.coned.com.
likely the company will include projects to enhance demand capabilities.
The company must seek funding from the capital markets. Constrained credit markets have raised company financing costs, but regulated utilities have not been affected as much. ConEd recently issued $\$ 600$ million of 10 -year senior notes in December, and was not hurt by higher rates. But a further deterioration in the credit markets may hamper ED's plan to issue about $\$ 2.0$ billion in debt as well as another $\$ 500$ million in common stock. Increased borrowings will lift interest expense, and capital investment will likely increase property taxes. Further, more shares outstanding will dilute the bottom line.
This high-quality issue is a good choice for income-seeking accounts. Ongoing market unpredictability has had little impact on ED's stock price. A new rate plan, investments in its service area, and growing demand should all augur well for bottom-line growth once the recession has lifted. Too, a steadily increasing dividend provides appeal.
Mary Beth Wiedenkeler February 27, 2009

| TIMELIN | $\text { NESS } 3$ | Raised 5／1 |  | High： Low： | $\begin{aligned} & 27.8 \\ & 19.4 \\ & \hline \end{aligned}$ | $\begin{aligned} & 31.0 \\ & 25.1 \end{aligned}$ | 29.6 21.6 | $\begin{aligned} & 30.0 \\ & 14.1 \end{aligned}$ | $\begin{array}{r} \hline 16.1 \\ 6.3 \end{array}$ | $\begin{array}{r} 19.6 \\ 7.8 \end{array}$ | $\begin{aligned} & 22.1 \\ & 10.6 \end{aligned}$ | $\begin{aligned} & 32.5 \\ & 21.2 \end{aligned}$ | $\begin{aligned} & 49.2 \\ & 30.4 \end{aligned}$ | $\begin{aligned} & 47.2 \\ & 37.9 \end{aligned}$ | $\begin{aligned} & 60.3 \\ & 42.8 \end{aligned}$ | $\begin{aligned} & 55.7 \\ & 26.7 \end{aligned}$ |  |  | Target Pri 2011 | Range 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SAFET | $3$ | Raised | ／11／05 | LEGEN | DS |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $2013$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 120 |
| TECHN | $\text { CAL } 3$ | Rased | \|/28/08 |  | ey | Rate |  |  |  |  |  |  |  |  |  |  |  |  |  | 100 80 |
| beta | （ $1.00=$ | Market） |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | －13 P | JECTIO |  | Shaded | area：prior | 1207 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | － | A |  | Latest rece | on | $12 / 07$ |  |  |  |  |  |  |  |  |  |  |  |  |  | 48 |
|  |  | in | Return |  |  |  |  |  |  |  |  |  | 唽 | 年 |  |  |  |  |  | 32 |
| High | $55$ | ＋65\％） | $16 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | （＋5\％） |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 24 |
| Insider | Decisi | ions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 20 |
|  | A M | J J A | 0 N | 4－ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 16 |
|  | 100 | 000 | 0 N |  |  |  |  |  | 1 |  |  |  |  |  |  | ． |  |  |  | 12 |
| Options | $\begin{array}{lll}0 & 0 & 1 \\ 0 & 0\end{array}$ | $\begin{array}{lll}0 & 0 & 1 \\ 0 & 0\end{array}$ | 000 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| to Sell | 001 | 001 | 000 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RETURN 12／08 |  |
| Institu | tional D | Decision |  |  |  |  |  |  |  |  | $7$ |  |  |  |  |  |  |  | THIS VLARITH． |  |
|  | 102008 | 202008 | 302008 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | STOCK INDEX |  |
| to Buy | 203 | 205 | 170 | shares | 10 |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{ll}-38.0 & -37.4 \\ -20.4 & -26.7\end{array}$ |  |
| to Sell | 187 245280 | $\begin{array}{r} 183 \\ 248036 \end{array}$ | 245209 | traded |  |  |  |  |  |  | 右 |  |  |  |  |  |  | 3 yr. 5 yr. | $\begin{array}{rr}-20.4 & -26.7 \\ 66.1 & -8.2\end{array}$ |  |
| 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | $\bigcirc$ © VA | UE LINE PUB．，INC | ， |
| 17.83 | 17.47 | 18.64 | 18.95 | 20.13 | 24.58 | 29.12 | 27.85 | 35.96 | 35.10 | 35.26 | 37.25 | 31.30 | 36.38 | 38.74 | 40.25 | 42.95 | 45.10 | Reve | s per sh | 53.50 |
| 3.54 | 3.63 | 3.67 | 3.95 | 4.45 | 5.49 | 6.65 | 7.20 | d． 52 | 4.35 | 4.79 | 5.88 | 3.79 | 6.99 | 7.25 | 7.60 | 7.65 | 8.05 | ＂Cash | ow＂per sh | 9.50 |
| 1.75 | 1.57 | 1.56 | 1.66 | 1.64 | 1.75 | 1.86 | 2.03 | d5．84 | 1.30 | 1.82 | 2.38 | ． 69 | 3.38 | 3.28 | 3.32 | 3.65 | 3.85 | Earning | per sh A | 4.75 |
| 1.39 | 1.42 | 1.11 | 1.00 | 1.00 | 1.00 | 1.04 | 1.08 | ． 83 |  |  |  | ． 80 | 1.02 | 1.10 | 1.18 | 1.23 | 1.25 | Div＇d D | cl＇d per sh ${ }^{\text {B }}$－$\dagger$ | 1.40 |
| 1.89 | 2.81 | 2.54 | 2.18 | 1.75 | 2.08 | 2.75 | 3.55 | 4.57 | 2.86 | 4.88 | 3.95 | 5.32 | 5.73 | 7.78 | 8.67 | 9.05 | 15.65 | Cap＇ | ending per sh | 12.25 |
| 13.30 | 13.31 | 13.72 | 14.34 | 15.07 | 14.71 | 14.55 | 15.01 | 7.43 | 10.04 | 13.62 | 16.52 | 18.57 | 20.30 | 23.66 | 25.92 | 27.50 | 29.70 | Book | lue per sh C | 37.50 |
| 447.74 | 447.80 | 447.80 | 443.61 | 424.52 | 375.76 | 350.55 | 347.21 | 325.81 | 325.81 | 325.81 | 325.81 | 325.81 | 325.81 | 325.81 | 325.81 | 325.81 | 325.81 | Comm | Shs Outst＇g D | 325.81 |
| 12.6 | 14.8 | 9.7 | 10.0 | 10.8 | 13.7 | 15.1 | 12.9 |  | 10.0 | 7.8 | 7.0 | NMF | 11.7 | 13.0 | 16.0 | 12.5 |  | Avg | IP／E Ratio | 10.0 |
| ． 76 | ． 87 | ． 64 | ． 67 | ． 68 | ． 79 | ． 79 | ． 74 | －－ | ． 51 | 43 | ． 40 | NMF | ． 62 | ． 70 | ． 85 | ． 80 |  | Relativ | P／E Ratio | ． 65 |
| 6．3\％ | 6．1\％ | 7．4\％ | 6．0\％ | 5．7\％ | 4．2\％ | 3．7\％ | 4．1\％ | 3．9\％ | －－ | －－ | －－ | 3．1\％ | 2．6\％ | 2．6\％ | 2．2\％ | 2．7\％ |  | Avg An | ＇I Div＇d Yield | 3．0\％ |
| CAPITAL STRUCTURE as of 9／30／08 <br> Total Debt $\$ 12504$ mill．Due in 5 Yrs $\$ 4623.0$ mill． LT Debt $\$ 10523$ mill．LT Interest $\$ 658.0$ mill． （LT interest earned：3．2x） <br> Leases，Uncapitalized Annual rentals $\$ 980.0$ mill． Pension Assets－12／07 $\$ 3.60$ bill．Oblig．$\$ 3.36$ bill． Pfd Stock $\$ 907.0$ mill．Pfd Div＇d $\$ 51.0$ mill． $4,800,198$ shs． $4.08 \%$ to $4.78 \%$ ，$\$ 25$ par，call． $\$ 25.50$ to $\$ 28.75 /$ sh． $8,000,000$ shs． $5.349 \%$ to 6．125\％，\＄100 par． <br> Common Stock 325，811，206 shs． as of $11 / 5 / 08$ <br> MARKET CAP：$\$ 11$ billion（Large Cap） |  |  |  |  |  | 10208 | 9670.0 | 11717 | 11436 | 11488 | 12135 | 10199 | 11852 | 12622 | 13113 | 14000 | 14700 | Revenu | （\＄mill） | 17400 |
|  |  |  |  |  |  | 706.0 | 776.8 | d1982 | 536.1 | 644.0 | 738.0 | 220.0 | 1132.0 | 1134.0 | 1151.0 | 1375 | 1475 | Net Pro | it（\＄mill） | 1790 |
|  |  |  |  |  |  | 39．2\％ | 27．5\％ | －－ | NMF | 37．8\％ | 22．4\％ |  | 26．0\％ | 31．4\％ | 27．3\％ | 32．0\％ | 32．0\％ | Income | Tax Rate | 32．0\％ |
|  |  |  |  |  |  | 2．8\％ |  |  |  | 3．3\％ | 3．7\％ | 11．4\％ | 4．9\％ | 5．1\％ | 8．2\％ | 7．0\％ | 7．0\％ | AFUDC | \％to Net Profit | 6．0\％ |
|  |  |  |  |  |  | 58．7\％ | 66．1\％ | 75．6\％ | 73．3\％ | 66．6\％ | 68．1\％ | 60．5\％ | 54．6\％ | 51．3\％ | 49．1\％ | 53．0\％ | 51．5\％ | Long－T | m Debt Ratio | 46．0\％ |
|  |  |  |  |  |  | 37．4\％ | 25．7\％ | 15．0\％ | 18．9\％ | 25．6\％ | 31．1\％ | 37．8\％ | 40．9\％ | 43．5\％ | 46．0\％ | 43．0\％ | 44．5\％ | Comm | Equity Ratio | 50．5\％ |
|  |  |  |  |  |  | 13642 | 20261 | 16080 | 17279 | 17352 | 17299 | 15995 | 16167 | 17725 | 18375 | 20875 | 21775 | Total | pital（\＄mill） | 24300 |
|  |  |  |  |  |  | 7254.0 | 7331.0 | 7819.0 | 8013.0 | 8247.0 | 12587 | 13475 | 14469 | 15913 | 17403 | 19050 | 22800 | Net Pla | t（\＄mill） | 32500 |
|  |  |  |  |  |  | 7．6\％ | 5．6\％ | NMF | 6．6\％ | 6．7\％ | 7．2\％ | 4．2\％ | 9．4\％ | 8．6\％ | 8．3\％ | 8．0\％ | 8．5\％ | Return | n Total Cap＇l | 9．0\％ |
|  |  |  |  |  |  | 12．5\％ | 11．3\％ | NMF | 11．6\％ | 11．1\％ | 13．4\％ | 3．5\％ | 15．4\％ | 13．1\％ | 12．3\％ | 12．5\％ | 12．5\％ | Return | o Shr．Equity | 12．5\％ |
|  |  |  |  |  |  | 13．1\％ | 13．6\％ | NMF | 13．6\％ | 11．9\％ | 13．6\％ | 3．5\％ | 16．7\％ | 14．0\％ | 13．0\％ | 13．5\％ | 13．0\％ | Return | Com Equity E | 13．0\％ |
| ELECTRIC OPERATING STATISTICS ${ }_{2} 2005$ 2006 2007 |  |  |  |  |  | 6．5\％ | 6．4\％ | NMF | 13．6\％ | 11．9\％ | 13．6\％ | NMF | 12．2\％ | 10．1\％ | 9．2\％ | 9．0\％ | 9．0\％ | Retained to Com Eq All Div＇ds to Net Prof |  | 9．0\％ |
|  |  |  |  |  |  | 53\％ | 57\％ | NMF | 17\％ | 18\％ | 1\％ | 121\％ | 29\％ | 31\％ | 33\％ | 33\％ | 31\％ |  |  | 28\％ |


|  |  |  | 2007 |
| :---: | :---: | :---: | :---: |
| \％Change Retail Sales（KWH） | H）$\quad+2.1$ | $1+2.9$ | ＋． 1 |
| Avg．Indust．Use（MWH） 661 |  |  |  |
| Avg．Indust．Revs．per KWH（c）$\quad 5.5 .99$ |  |  |  |
| Capacity at Peak（Mw） | NA | A NA | NA |
| Peak Load，Summer（Mw） 219342288923303 |  |  |  |
| Annual Load Factor（\％） | 52.3 | 352.7 | 52.2 |
| $\begin{array}{llll}\text { \％Change Customers（yr－end）} & +1.6 & +1.5 & +.8\end{array}$ |  |  |  |
| Fixed Charge Cov．（\％） |  | 265266 | 278 |
| ANNUAL RATES P | Past P | Past Est＇ | ＇d＇05－＇07 |
| of change（per sh） 10 | 10 Yrs． 5 | 5 Yrs． | 0＇11．＇13 |
| Revenues | 6．0\％ | 1．5\％ | 5．5\％ |
| ＂Cash Flow＂ | 4．5\％20 | 20．5\％ | 4．5\％ |
| Earnings | 7．0\％ |  | 6．0\％ |
| Dividends | 1．0\％ |  | 4．0\％ |
| Book Value | 4．5\％17 | 17．5\％ | 8．5\％ |


| Cal－ endar | QUARTERLY REVENUES（\＄mill．） |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 |  |
| 2005 | 2446 | 2649 | 3783 | 2974 | 11852 |
| 2006 | 2751 | 3001 | 3802 | 3068 | 12622 |
| 2007 | 2912 | 3047 | 3942 | 3212 | 13113 |
| 2008 | 3083 | 3382 | 4111 | 3424 | 14000 |
| 2009 | 3300 | 3450 | 4350 | 3600 | 14700 |
| Cal－ endar | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 |  |
| 2005 | ． 59 | ． 55 | 1.33 | ． 90 | 3.38 |
| 2006 | ． 56 | ． 53 | 1.39 | ． 80 | 3.28 |
| 2007 | 1.00 | ． 28 | 1.40 | ． 65 | 3.32 |
| 2008 | ． 92 | ． 79 | 1.31 | ． 63 | 3.65 |
| 2009 | ． 95 | ． 75 | 1.50 | ． 65 | 3.85 |
| Cal－ endar | QUARTERLY DIVIDENDS PAID ${ }^{\text {B }} \dagger$ |  |  |  | Full Year |
|  | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 |  |
| 2005 | ． 25 | ． 25 | ． 25 | ． 25 | 1.00 |
| 2006 | ． 27 | ． 27 | ． 27 | ． 27 | 1.08 |
| 2007 | ． 29 | ． 29 | ． 29 | ． 29 | 1.16 |
| 2008 | ． 305 | ． 305 | ． 305 | ． 305 | 1.22 |
| 2009 | ． 31 |  |  |  |  |

BUSINESS：Edison International（formerly SCECorp）is a holding company for Southern California Edison（SCE），which supplies electricity to 4.9 million customers in a $50,000 \mathrm{sq}$ ．mi．area in cen－ tral，coastal，and southern California（excl．Los Angeles and San Diego）．Edison Mission Group（EMG）is an independent power pro－ ducer．Electric revenue breakdown，＇07：residential，39\％；commer－
Edison International＇s utility subsidi－ ary is awaiting orders on two rate cases．Southern California Edison is ask－ ing the state commission for a base rate increase of $\$ 739$ million（16．5\％）．This would be followed by increases of $\$ 211$ million in 2010 and $\$ 256$ million in 2011. This filing seeks to place the utility＇s capi－ tal spending into the rate base．New tariffs will be retroactive to the start of 2009．An order was expected as this report was going to press．Separately，SCE is asking the Federal Energy Regulatory Commis－ sion for a rate hike of $\$ 129$ million（1．2\％） based on a $12.7 \%$ return on equity．An or－ der is expected by the end of March．Rate relief should help the company＇s earnings advance in 2009.
Another regulatory matter is pending in California．SCE is proposing to spend $\$ 875$ million to add 250 megawatts of solar power over a five－year period．The commis－ sion＇s decision is expected by the end of March．

## Edison Mission Group is adding wind

 capacity．This nonregulated power gener－ ator＇s capacity is now predominantly coal． Now，due to the credit crisis，it is limitingcial， $42 \%$ ；industrial， $7 \%$ ；other， $12 \%$ ．Generating sources，＇ 07 ： nuclear， $21 \%$ ；gas，7\％；coal， $6 \%$ ；hydro， $3 \%$ ；purchased， $63 \%$ ．En－ ergy costs： $38 \%$ of revs．＇ 07 reported depr．rate（util．）： $4.2 \%$ ．Has 17,300 employees．Chairman，President \＆CEO：Theodore F． Craver，Jr．Inc．：CA．Address： 2244 Walnut Grove Ave．，Rosemead， CA 91770．Tel．：626－302－2222．Internet：www．edison．com．
its capacity additions to the wind turbines that it is already committed to buy．Ideal－ ly，EMG will wind up with a portfolio of assets that is equally divided among coal， gas，and renewable sources（mainly wind）．
The board of directors has raised the dividend．The increase，at just two cents （1．6\％）annually，was less than in recent years，however．Edison International has a goal of annual dividend hikes and wants to pay out 45\％－55\％of SCE＇s earnings．
It appears as if Edison International will take a sizable noncash charge stemming from the settlement of a dispute with the IRS．Based on settle－ ment discussions，the company figures that the charge will be $\$ 612$ million，at most，to reflect the impairment of some leases．We will exclude it from our presen－ tation as a nonrecurring item．
This stock looks more attractive for the 3－to 5－year period than the near term．Its yield is about a percentage point below the utility average．Good earnings and dividend growth through 2011－2013 should produce a total return that＇s a cut above the industry norm over that time． Paul E．Debbas，CFA

February 6， 2009

[^17]| ｜DA | C0 | ， | ${ }_{1}$ | SE－ |  |  |  | $\begin{aligned} & \text { ECENT } \\ & \text { RICE } \end{aligned}$ | $30.0$ | P／E RATIO | $12 .$ | $\left(\begin{array}{l}\text { Trailin } \\ \text { Median }\end{array}\right.$ | $\begin{aligned} & \text { ng: } 13.4 \\ & \text { an: } 15.0) \end{aligned}$ | $\begin{array}{\|l\|l} \text { RELATIVE } \\ \text { P/E RATIO } \end{array}$ |  | $\begin{aligned} & \text { DIV'D } \\ & \text { YLD } \end{aligned}$ |  |  | $\begin{aligned} & \text { /ALUE } \\ & \text { LINE } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELIN | $\text { IESS } 2$ | Raised 111 | $14 / 08$ | High： | 37.8 28.5 | 38.1 29.9 | 36.5 26.0 | $\begin{aligned} & 53.0 \\ & 25.9 \end{aligned}$ | $\begin{aligned} & 49.4 \\ & 33.6 \end{aligned}$ | $\begin{aligned} & 11.0 \\ & 20.9 \end{aligned}$ | $\begin{aligned} & 30.2 \\ & 20.6 \end{aligned}$ | $\begin{aligned} & 32.9 \\ & 25.3 \end{aligned}$ | $\begin{aligned} & \hline 32.1 \\ & 26.2 \end{aligned}$ | $\begin{aligned} & 40.2 \\ & 29.0 \end{aligned}$ | $\begin{aligned} & 39.2 \\ & 30.1 \end{aligned}$ | $\begin{aligned} & 1 \\ & 35.1 \\ & 21.9 \end{aligned}$ |  |  | Target Price 2011 ｜ 2012 | Range 2013 |
| SAFETY <br> TECHNI |  | Lowered <br> Lowered | $1 / 1403$ $1 / 3009$ |  | X | ds $p$ sh rest Rate |  |  |  |  |  |  |  |  |  |  |  |  |  | $-80$ |
| BETA | (1.00 | arket） |  | Options | ative Pr | Strength |  |  |  |  |  |  |  |  |  |  |  |  |  | 60 |
|  | 13 PR | JECTIO |  | Shaded Latest rec | area：prio | 12／07 |  |  |  |  |  |  |  |  |  |  |  |  |  | 50 40 |
| High | Price <br> 40 | Gain <br> 35\％） | n＇l Total Return 11\％ |  |  |  | 州开 | ｜1411 |  |  |  | N＂ | 元 | ルハリ＂ | $1{ }^{1}$ | 㛧为而而 | － |  |  | 30 -25 -25 |
| High Low | $\begin{aligned} & 40 \\ & 30 \end{aligned}$ | $\begin{aligned} & 35 \% \\ & (\mathrm{Nil}) \\ & \hline \end{aligned}$ | $\begin{array}{r} 11 \% \\ 4 \% \end{array}$ |  |  | $\cdots$ |  |  |  | ｜1｜｜＇1 | 吅， 1 |  |  |  |  | 1 |  |  |  | $\begin{array}{r} -25 \\ -20 \end{array}$ |
| Insider | Decisi | Ons |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 15 |
|  | $\begin{array}{cc} M & A \\ M & M \\ 0 & 0 \end{array}$ | J J A | $\begin{array}{lll} \mathbf{s} & 0 & \mathbf{N} \\ 0 & 0 & 1 \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 10 |
| ${ }^{\text {Options }}$ | 000 | 000 | $\begin{array}{llll}0 & 0 & 1\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  | ＊＊＊＊＊＊ |  |  |  |  |
| to Sell | 102 | 001 | $0 \quad 0 \quad 1$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RETURN 12／08 | 7.5 |
| Institut | 102008 | 202008 | $\mathbf{i s}_{3 Q 2008}$ |  |  |  |  |  |  |  |  |  |  |  | ｜H｜｜｜ |  |  |  | THIS VLARITH． <br> STOCK INDEX |  |
| to Buy | 77 | 68 | 66 | shares |  |  |  |  |  |  |  |  |  | 他！ |  |  |  | 1 1 3 yr yr． | $\begin{array}{rr}-13.0 & -37.4 \\ 12 . & -267\end{array}$ |  |
| to Soll Hld＇s（000） | 65 39105 | 74 37089 |  | traded |  |  | Nلll |  |  |  |  |  |  |  |  |  |  | 5 yr 3 yr ． | 12.0 -26.7 <br> 19.0 -8.2 |  |
| 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | © V | JE LINE PUB．，INC． | 11－13 |
| 13.76 | 14.57 | 14.45 | 14.51 | 15.38 | 19.90 | 29.83 | 17.50 | 27.10 | 150.10 | 24.43 | 20.41 | 20.00 | 20.15 | 21.23 | 19.51 | 20.60 | 21.70 | Reve | s per sh | 24.50 |
| 3.16 | 3.53 | 3.39 | 3.89 | 4.05 | 4.22 | 4.69 | 4.50 | 5.63 | 5.63 | 4.08 | 3.50 | 4.12 | 3.87 | 4.58 | 4.11 | 4.50 | 4.45 | ＂Cash | ow＂per sh | 4.55 |
| 1.55 | 1.97 | 1.80 | 2.10 | 2.21 | 2.32 | 2.37 | 2.43 | 3.50 | 3.35 | 1.63 | ． 96 | 1.90 | 1.75 | 2.35 | 1.86 | 2.25 | 2.25 | Earnin | per sh ${ }^{\text {A }}$ | 2.65 |
| 1.86 | 1.86 | 1.86 | 1.86 | 1.86 | 1.86 | 1.86 | 1.86 | 1.86 | 1.86 | 1.86 | 1.70 | 1.20 | 1.20 | 1.20 | 1.20 | 1.20 | 1.20 | Div＇d | cl＇d per sh ${ }^{\text {B }}$－ | 1.20 |
| 3.26 | 3.32 | 2.94 | 2.23 | 2.49 | 2.51 | 2.37 | 2.95 | 3.73 | 4.78 | 3.53 | 3.89 | 4.73 | 4.53 | 5.16 | 6.39 | 6.05 | 5.85 | Cap＇IS | ending per sh | 5.35 |
| 17.28 | 17.86 | 17.91 | 18.15 | 18.47 | 18.93 | 19.42 | 20.02 | 21.82 | 23.15 | 23.01 | 22.54 | 23.88 | 24.04 | 25.77 | 26.79 | 27.80 | 28.85 | Book V | lue per sh ${ }^{\text {c }}$ | 32.15 |
| 36.19 | 37.09 | 37.61 | 37.61 | 37.61 | 37.61 | 37.61 | 37.61 | 37.61 | 37.63 | 38.02 | 38.34 | 42.22 | 42.66 | 43.63 | 45.06 | 45.60 | 47.00 | Comm | Shs Outst＇g ${ }^{\text {D }}$ | 51.50 |
| 17.0 | 15.4 | 13.9 | 12.4 | 13.7 | 13.6 | 14.4 | 12.7 | 10.9 | 11.4 | 18.9 | 26.5 | 15.5 | 16.7 | 15.1 | 18.2 | 13.5 |  | Avg | IP／E Ratio | 13.0 |
| 1.03 | ． 91 | ． 91 | ． 83 | ． 86 | ． 78 | ． 75 | ． 72 | ． 71 | ． 58 | 1.03 | 1.51 | ． 82 | ． 89 | ． 82 | ． 96 | ． 85 |  | Relati | P／E Ratio | ． 85 |
| 7．1\％ | 6．1\％ | 7．4\％ | 7．2\％ | 6．1\％ | 5．9\％ | 5．4\％ | 6．0\％ | 4．9\％ | 4．9\％ | 6．0\％ | 6．7\％ | 4．1\％ | 4．1\％ | 3．4\％ | 3．5\％ | 4．0\％ |  | Avg An | ＇I Div＇d Yield | 4．1\％ |
| CAPITAL STRUCTURE as of 9／30／08 <br> Total Debt $\$ 1484.8$ mill．Due in 5 Yrs $\$ 325.0$ mill． LT Debt $\$ 1273.0$ mill．LT Interest $\$ 65.2$ mill． <br> （LT interest earned：2．4x） |  |  |  |  |  | 1122.0 | 658.3 | 1019.4 | 5648.0 | 928.8 | 782.7 | 844.5 | 859.5 | 926.3 | 879.4 | 940 | 1020 | Revenu | （\＄mill） | 1260 |
|  |  |  |  |  |  | 94.8 | 96.9 | 137.6 | 130.0 | 66.3 | 40.1 | 77.8 | 63.7 | 100.1 | 82.3 | 105 | 110 | Net Pro | （\＄mill） | 135 |
|  |  |  |  |  |  | 32．0\％ | 32．0\％ | 32．1\％ | 33．3\％ | －－ | －－ | －－ | 16．9\％ | 13．3\％ | 14．3\％ | 24．0\％ | 24．0\％ | Incom | Tax Rate | 24．0\％ |
|  |  |  |  |  |  | 1．3\％ | 3．2\％ | 3．6\％ | 3．1\％ | 3．0\％ | 7．5\％ | 3．9\％ | 4．7\％ | 4．0\％ | 9．7\％ | 5．0\％ | 5．0\％ | AFUDC | \％to Net Profit | 5．0\％ |
| Pension Assets－12／07 \＄408．0 mill．Oblig．$\$ 420.5$ mill． |  |  |  |  |  | 49．4\％ | 48．9\％ | 48．3\％ | 46．4\％ | 49．2\％ | 50．8\％ | 49．3\％ | 50．0\％ | 45．2\％ | 48．9\％ | 50．1\％ | 49．9\％ | Long－ | m Debt Ratio | 48．5\％ |
|  |  |  |  |  |  | 44．2\％ | 44．8\％ | 45．9\％ | 47．9\％ | 47．9\％ | 46．4\％ | 50．7\％ | 50．0\％ | 54．8\％ | 51．1\％ | 49．9\％ | 50．1\％ | Comm | Equity Ratio | 51．5\％ |
| Pfd Stock None |  |  |  |  |  | 1652.3 | 1680.3 | 1790.0 | 1818.0 | 1826.9 | 1862.5 | 1987.8 | 2048.8 | 2052.8 | 2364.2 | 2545 | 2705 | Total | oital（\＄mill） | 3205 |
|  |  |  |  |  |  | 1711.5 | 1745.7 | 1805.0 | 1886.0 | 1906.5 | 2088.3 | 2209.5 | 2314.3 | 2419.1 | 2616.6 | 2805 | 2980 | Net Pla | （\＄mill） | 3450 |
| Common Stock 45，566，370 shs． |  |  |  |  |  | 7．3\％ | 7．4\％ | 9．2\％ | 8．7\％ | 5．1\％ | 3．7\％ | 5．3\％ | 4．5\％ | 6．2\％ | 4．7\％ | 5．5\％ | 5．0\％ | Return | n Total Cap＇l | 5．0\％ |
|  |  |  |  |  |  | 11．3\％ | 11．3\％ | 14．9\％ | 13．3\％ | 7．1\％ | 4．4\％ | 7．7\％ | 6．2\％ | 8．9\％ | 6．8\％ | 8．5\％ | 8．0\％ | Return | Shr．Equity | 8．0\％ |
|  |  |  |  |  |  | 12．2\％ | 12．1\％ | 16．0\％ | 14．4\％ | 7．0\％ | 4．2\％ | 7．2\％ | 6．2\％ | 8．9\％ | 6．8\％ | 8．5\％ | 8．0\％ | Return | n Com Equity E | 8．0\％ |
| MARKET CAP：$\$ 1.4$ billion（Mid Cap） |  |  |  |  |  | $\begin{gathered} 2.6 \% \\ 80 \% \end{gathered}$ | 2．9\％ | 7．5\％ | 6．3\％ | NMF | NMF | 2．7\％ | 1．3\％ | 4．3\％ | 2．4\％ | 4．0\％ | 4．0\％ | Retain | to Com Eq | 4．5\％ |
| ELECTRIC OPERATING STATISTICS |  |  |  |  |  |  | 78\％ | 55\％ | 58\％ | 113\％ | NMF | 65\％ | 80\％ | 51\％ | 64\％ | 52\％ | 52\％ | All Div＇ | s to Net Prof | 46\％ |


|  |  |  | 2005 | 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \％Change | Retail Sales（K1 |  |  | ＋1．0 | ＋4．3 |
| Avg．Inous | Use（MWH） |  | 26535 | 26731 | 27413 |
| Avg．Indus | Revs．per KW | NH（c） | 3.45 | 2.96 | 2.92 |
| Capacity | Peak（Mw） |  | 3084 | 3085 | 3267 |
| Peak Load | Summer（Mw） |  | 2963 | 3084 | 3193 |
| Annual Loa | dacior（\％） |  | NA | NA | NA |
| \％Change | Customers（y－e | －rend） | ＋3．8 | ＋3．6 | ＋2．6 |
| Fixed Char | ye Cov．（\％） |  | 207 | 274 | 262 |
| ANNUAL | L RATES | Past |  | st Est＇d | ＇05－＇07 |
| of chang | （per sh） | 10 Yrs． | 5 |  | ＇11＇13 |
| Reven |  | 2．0\％ |  |  | 3．0\％ |
| ＂Cash | Flow＂ |  |  |  | 1．5\％ |
| Earnin |  | －1．0\％ |  | 0\％ | 5．0\％ |
| Dividen |  | －4．5\％ |  | 5\％ | Nil |
| Book V | alue | 3．5\％ |  | 5\％ | 4．0\％ |
| Cal－ | QUART | TERLY REV | ENUES | mill．） | Il |
| endar | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 | Year |
| 2005 | 195.6 | 204.9 | 248.4 | 210.6 | 859.5 |
| 2006 | 268.4 | 242.6 | 230.5 | 184.8 | 926.3 |
| 2007 | 206.7 | 213.8 | 261.5 | 197.4 | 879.4 |
| 2008 | 213.4 | 230.2 | 299.7 | 196.7 | 940 |
| 2009 | 235 | 250 | 300 | 235 | 1020 |
| al－ |  | RNINGS PE | ER SHAR |  | Il |
| endar | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 | Year |
| 2005 | ． 55 | ． 22 | ． 56 | ． 42 | 1.75 |
| 2006 | ． 64 | ． 53 | ． 76 | ． 42 | 2.35 |
| 2007 | ． 56 | ． 42 | ． 65 | ． 23 | 1.86 |
| 2008 | ． 48 | ． 39 | 1.14 | ． 24 | 2.25 |
| 2009 | ． 56 | ． 44 | ． 80 | ． 45 | 2.25 |
| Cal－ | QUARTE | TERLY DIVID | DENDS P | AID Bt． | Full |
| endar | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 | Year |
| 2005 | ． 30 | ． 30 | ． 30 | ． 30 | 1.20 |
| 2006 | ． 30 | ． 30 | ． 30 | ． 30 | 1.20 |
| 2007 | ． 30 | ． 30 | ． 30 | ． 30 | 1.20 |
| 2008 | ． 30 | ． 30 | ． 30 | ． 30 | 1.20 |
| 2009 | ． 30 |  |  |  |  |

Fuel and purchased power cost： $51 \%$ of＇ 07 revenues；estimated labor costs： $9.0 \%$ ． 2007 depreciation rate： $3.0 \%$ ．Fuel sources： hydro，46\％；thermal， $54 \%$ ．Has 2，044 employees．Chairman：Jon H．Miller．Chief Executive Officer \＆President：J．LaMont Kean．In－ corporated：Idaho．Address： 1221 W ．Idaho St．，Boise，Idaho 83702．Telephone：208－388－2200．Internet：www．idacorpinc．com．
nually．Of this，$\$ 23$ million relates to power supply expense and $\$ 44$ million is for the base rate increase．The filing also includes a requested return on equity of 11．25\％，up from the current 10．25\％．

## The company is focused on trimming

 capital expenditures．Continued volatil－ ity in credit markets，coupled with weakening demand，has resulted in IDACORP cutting back on spending．The company announced that it will be im－ plementing hiring restrictions in an at－ tempt to slow operation and maintenance spending in 2009．Moreover，management is currently reviewing future capital plans， which will likely result in the cancellation or deferral of projects relating to noncore operations．Though timely，these shares do not appear to be a favorable holding over the 3－to 5－year period．At the current quotation，this stock offers limited appreci－ ation potential，as it is already trading within the range we see as probable for 2011－2013．Furthermore，with a yield slightly below the industry average，we be－ lieve better utility options are available． Michad Ratty

February 6， 2009

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 3 Lowered 9/1908 TECHNICAL 3 Lowered 1222608 BETA. 75 ( $1.00=$ Market)

| BETA . 75 (1.00 = Market) |  |  |  |
| :---: | :---: | :---: | :---: |
| 2012-14 PROJECTIONS |  |  |  |
| High Low | Price | Gain A | Return |
|  | 40 (+ | 140\%) | 27\% |
|  | 25 | 50\%) | 15\% |
| Insider Decisions |  |  |  |
|  | A M J | J A S | 0 ND |
| to Buy | 000 | 000 | $0 \begin{array}{lll}0 & 0 & 0\end{array}$ |
| Options | 200 | 000 | 000 |
| to Sell | 000 | $0 \quad 2$ | $0 \quad 0 \quad 0$ |
| Institutional Decisions |  |  |  |
|  | 1 Q2008 | 2 Q2008 | 3Q2008 |
| to Buy | 158 | 184 | 122 |
| to Sell | 129 | 99 | 174 |
| Hld's(000) | 0) 113740 | 119680 | 117302 | |  | 99 | 174 | $\begin{array}{l}\text { shares } \\ \text { traded }\end{array}$ | 8 |
| :--- | :--- | :--- | :--- | :--- | :--- | August 1, 2002, upon the merger of Potomac Electric Power Co. (PEPCO) and Conectiv. In the $\$ 2.2$ billion deal, PEPCO common stockholders received one common share in PHI for each of their shares, and Conectiv investors exchanged each of their common shares for $\$ 25$ worth of PHI stock and cash, prorated 50/50.

CAPITAL STRUCTURE as of 9/30/08 Total Debt $\$ 5754.9$ mill. Due in 5 Yrs $\$ 2625$ mill. LT Debt $\$ 4642.6$ mill. LT Interest $\$ 255$ mill. Incl. $\$ 418.3$ mill. ACE transition bonds and $\$ 102.3$ mill. capitalized leases. (LT interest earned: 2.6x)
Pension Assets-12/07 $\$ 1.63$ bill. Oblig. $\$ 1.70$ bill. Pfd Stock $\$ 24.4$ mill. Pfd Div'd $\$ 1.2$ mill. Incl. 62,145 shs $4.0 \%-5.0 \%$ ACE redeem. serial pfd, $\$ 100$ par val., $\$ 100-\$ 105.5$ redem. price; 181,698 shs $3.7 \%-5.0 \%$ DPL redeem. serial pfd, $\$ 100.00$ par val., $\$ 103-\$ 105$ remp. price Common Stock 202,208,790 shs. MARKET CAP: $\$ 3.4$ billion (Mid Cap)

| ELECTRIC OPERATING STATISTICS |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 |
| \% Change Retail Sales (KWH) | H) +2.0 | +2.2 | +4.7 |
| Avg. Resid'l Use (KWH) ${ }^{\text {Ava. Resid'l }}$ /evs. per KWH (c) | 11333 | 11342 | 11064 |
|  | (c) 5.59 | 6.44 | N/A |
| Avg. Resid'l Revs. per KWH(c) Capacitya Peak (Mw) | 5059 | 5060 | 6071 |
| Peak Load, Summer (Mw) | N/A | N/A | N/A |
| Annua Load Factor (\%) | N/A | N/A | N/A |
| \% Change Customers (yr-end) | d) +1.3 | +1.5 | +1.0 |
| Fixed Charge Cov. \%) | 199 | 218 | 20 |
| ANNUAL RATES  <br> of change (per sh) $\begin{array}{c}\text { Past } \\ 10 \text { Yrs. }\end{array}$ |  | ast Est' | d '05-'07 |
|  |  | Yrs. | 12:14 |
| Revenues |  | 0.5\% | 2.5\% |
| "Cash Flow" | -3 | 3.5\% | 6.5\% |
| Earnings |  | 4.5\% | 10.0\% |
| Dividends |  |  | 2.5\% |
| Book Value |  | 1.0\% | 4.5\% |


| $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | $\begin{array}{c}\text { QUARTERLY REVENUES (\$ mill.) }\end{array}$ |  |  | $\begin{array}{c}\text { Full } \\ \text { Mar.31 } \\ \text { Jun.30 }\end{array}$ | Sep.30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dec. 31 |  |  |  |  |  |$)$

$$
19
$$



$$
\begin{array}{|r|r|}
\hline 1999 & 2000 \\
\hline \cdot- & 45.87 \\
\hline
\end{array}
$$

| High: |
| :--- |
| Low: |

23.8
8.0
34.

| 40.1 |
| :--- | :--- |


| 48.2 | 52.2 | 4 |
| :--- | :--- | :--- |

Institutional Decisions

|  | 102008 | 202008 | 302008 |
| ---: | ---: | ---: | ---: |
| to Buy | 171 | 189 | 165 |
| to Sell | 197 | 158 | 171 |
| Hld's(000) | 241684 | 243516 | 240651 |
|  | 1993 |  |  |



| $\mathbf{1 9 9 2}$ | $\mathbf{1 9 9 3}$ | $\mathbf{1 9 9 4}$ | $\mathbf{1 9 9 5}$ | $\mathbf{1 9 9 6}$ | $\mathbf{1 9 9 7}$ | $\mathbf{1 9}$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 24.19 | 24.77 | 24.28 | 23.24 | 23.82 | 36.87 | 52.12 |
| 5.42 | 5.42 | 5.99 | 6.31 | 5.24 | 5.98 |  |
| 2.58 | 2.33 | 2.76 | 2.95 | 2.16 | 1.57 |  |
| 1.76 | 1.88 | 1.96 | 1.96 | 1.77 | 1.20 |  |
| 5.41 | 4.13 | 2.54 | 2.25 | 3.05 | 4.36 |  |
| 1.41 | 19.77 | 20.07 | 20.77 | 2.03 | 21.30 | 2 |
| 426.85 | 427.22 | 430.24 | 414.03 | 403.50 | 417.67 | 38 |
| 12.3 | 14.8 | 9.5 | 9.4 | 10.9 | 15.5 |  |
| .75 | .87 | .62 | .63 | .68 | .89 |  |
| $5.6 \%$ | $5.5 \%$ | $7.5 \%$ | $7.1 \%$ | $7.5 \%$ | $4.9 \%$ | 3 |

CAPITAL STRUCTURE as of 9/30/08 Total Debt $\$ 11427$ mill. Due in 5 yrs $\$ 2750$ mill. LT Debt $\$ 9126$ mill. LT Interest $\$ 470.0$ mill. Incl. $\$ 1310$ mill. Energy Recovery Bonds. (LT interest earned: 3.2x)
Pension Assets-12/07 $\$ 9.54$ bill. Oblig. $\$ 9.08$ bill. Pfd Stock $\$ 252.0$ mill. Pfd Div'd $\$ 14.0$ mill. $5,973,456$ shs. $4.36 \%$ to $7.04 \%$, cum. and $\$ 25$ par, redeemable from $\$ 25.75$ to $\$ 27.25 ; 5,784,825$ shs. $5.00 \%$ to $6.00 \%$, cum. nonredeemable and $\$ 25$ par; $5,500,000$ shs. $6.30 \%$ and $6.57 \%$, cum. $\$ 25$ par, subject to mandatory redemption. Common Stock $358,198,151$ shs.
MARKET CAP: $\$ 14$ billion (Large Cap)

## ELECTRIC OPERATING STATISTICS

| ELECTRIC OPERATING STATISTICS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \% Change Retail Sales (KWH) |  |  | 2005 | 2006 | 2007 |
|  |  |  | -1.6 | +5.8 | +2.2 |
| Avg. Indust. Use (MWH) |  |  | 12341 | 12536 | 12253 |
| Avg. Indust. Revs. per KWH (c)Capacitya Peak |  |  | 8.25 | 8.53 | 8.26 |
|  |  |  | NMF | NMF | NMF |
| Peak Load, Summer (Mw) |  |  | NMF | NMF | NMF |
| Annual Load Facior (\%) <br> \% Change Customers (yr-end) |  |  | NMF | NMF | NMF |
|  |  |  |  | +2.7 | +2.0 |
| Fixed Charge Cov. \%) |  |  | 309268 |  | 257 |
| ANNUAL RATES Pa |  |  | Past Est'd '05-'07 |  |  |
| of change (per sh) 10 |  |  |  |  | 11'13 |
| Revenues |  |  | \% -8 | 5\% | 5.5\% |
| "Cash Flow" |  |  |  | 5\% | 3.0\% |
| Earnings |  |  | \% |  | 7.0\% |
| DividendsBook Value |  |  |  |  | 9.0\% |
|  |  |  | 17.5\% |  | 7.5\% |
| Calendar | QUARTERLY REVENUES (\$ mill.) |  |  |  | Full <br> Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2005 | 2669 | 2498 | 2804 | 3732 | 11703 |
| 2006 | 3148 | 3017 | 3168 | 3206 | 12539 |
| 2007 | 3356 | 3187 | 3279 | 3415 | 13237 |
| 2008 | 3733 | 3578 | 3674 | 3815 | 14800 |
| 2009 | 3950 | 3800 | 3850 | 4000 | 15600 |
| Calendar | EARNINGS PER SHARE A |  |  |  |  |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2005 | . 54 | . 70 | . 62 | . 49 | 2.35 |
| 2006 | . 60 | . 65 | 1.09 | . 43 | 2.76 |
| 2007 | . 71 | . 74 | . 77 | . 56 | 2.78 |
| 2008 | . 62 | . 80 | . 83 | 1.35 | 3.60 |
| 2009 | . 70 | . 85 | . 90 | . 75 | 3.20 |
| Cal- | QUARTE | ERLY DIV | ENDS P | AID ${ }^{\text {- } \dagger ~}$ | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2005 | - - | . 30 | . 30 | . 30 | 90 |
| 2006 | . 33 | . 33 | . 33 | . 33 | 1.32 |
| 2007 | . 33 | . 36 | . 36 | . 36 | 1.41 |
| 2008 | . 36 | . 39 | . 39 | . 39 | 1.53 |
| 2009 | . 39 |  |  |  |  |

BUSINESS: PG\&E Corporation is a holding company for Pacific Gas and Electric Company and nonutility subsidiaries. Supplies electricity and gas to most of northern and central California. Has 5.1 million electric, 4.3 million gas customers. Electric revenue breakdown, '07: residential, 41\%; commercial, 40\%; industrial, $11 \%$; other, $8 \%$. Generating sources, '07: nuclear, $22 \%$; hydro, $9 \%$;
PG\&E has reached a favorable settlement with the IRS. PG\&E estimates that the reversal of previous tax reserves added \$0.66-\$0.69 to share earnings in the fourth quarter of 2008. We will indude this in our earnings presentation because the original reserves were also included. The settlement will provide the company with more than $\$ 300$ million in cash.
Earnings will probably decline in 2009 due to the absence of income from the tax settlement. Our estimate is at the midpoint of PG\&E's targeted range of $\$ 3.15-\$ 3.25$ a share. The stock is timely.
We look for a dividend increase at the board meeting later this quarter. We figure that the directors will raise the quarterly dividend by $\$ 0.03$ a share (7.7\%). That has been the pattern in recent years. The payout ratio is low, by utility standards, and should allow for strong dividend growth to continue over the next few years, at least. Even with the expected dividend hike, however, the stock's yield is below average for a utility.
Expansion of the utility's rate base should be the main source of PG\&E's
purchased and other, $69 \%$. Fuel costs: $41 \%$ of revenues. ' 07 reported depreciation rate (utility): $3.3 \%$. Has 20,050 employees. Chairman, President \& Chief Executive Officer: Peter A. Darbee. Incorporated: California. Address: One Market, Spear Tower, Suite 2400, San Francisco, California 94105. Telephone: 415-267-7000. Internet: www.pgecorp.com.
The company replaced the steam generator of Unit 2 of the Diablo Canyon nuclear station last year and plans to replace the steam generator of Unit 1 in 2009. The total cost is $\$ 700$ million. A 530-megawatt gas-fired plant began commercial operation last month at a cost of $\$ 350$ million. A 657-mw gas-fired facility is under construction, and a $163-\mathrm{mw}$ repowering of an existing gas-fired plant awaits some approvals before construction begins. The capital budget for these two projects is around $\$ 900$ million. On the distribution side, PG\&E is proposing a $\$ 572$ million upgrade of its advanced metering system and an $\$ 800$ million, six-year program to enhance system reliability. Each of these requires the approval of the California commission. Due to the company's large capital budget, a lot of financing will be required in the next few years, including over $\$ 1$ billion in common equity.
This stock's total return potential to 2011-2013 is subpar, even by utility standards. The high-single-digit earnings and dividend growth we project are adequately reflected in the share price.
Paul E. Debbas, CFA
February 6, 2009
 (losses): '94, (554); '95, 44; '96, (414); '97, (B) Dividends historically paid in mid-Jan., Apr., (E) Rate base: net orig. cost. Rate allowed on 184;' ' $99,(\$ 2.44) ; ' 04, \$ 6.95$. Incl. nonrecurring
loss: '00, $\$ 11.83$. '06 EPS don't add due to
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Company's Financial Strength Stock's Price Stability
Price Growth Persistence
Earnings Predictability

| PORGAND GENERAL NYSE－POR |  |  |  | $\begin{array}{\|l\|} \hline \text { RECENT } \\ \text { PRICE } \end{array} 19.40$ |  |  | $\begin{aligned} & \text { P/E } \\ & \text { RATIO } 12,3\binom{\text { Trailing: } 13.2}{\text { Median:NMF }} \end{aligned}$ |  |  | $\begin{aligned} & \text { RELATIVE } \\ & \text { PIE RATIO } 1.05 \end{aligned}$ |  | $\begin{aligned} & \text { DIV'D } \\ & \text { YLD } \end{aligned}$ | $5.2 \%$ |  | $\begin{aligned} & \text { VALUE } \\ & \text { LINE } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELINESS 3 New 11／708 |  |  |  |  |  |  |  |  | High： Low： | $\begin{aligned} & 35.0 \\ & 24.2 \end{aligned}$ | $\begin{aligned} & \hline 31.3 \\ & 25.5 \end{aligned}$ | $\begin{aligned} & 17.7 \\ & 15.4 \end{aligned}$ |  |  | $\begin{aligned} & \text { Target Pric } \\ & 2011 \mid 201 \end{aligned}$ | Range 2013 |
| SAFETY 2 New 11／1000 | LEGENDS <br> $\ldots$ Relative Price Strength <br> Options：Yes <br> Shaded area：prior recession <br> Latest recession began 12／07 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $-80$ |
| TECHNICAL 3 Lowered 1／30009 BETA $65 \quad(1.00=$ Market $)$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | －60 |
| 2011－13 PROJECTIONS    <br>  Price Gain Ann＇I Total <br> Return    <br> High 30 $(+55 \%)$ $16 \%$ <br> Low 25 $(+30 \%)$ $12 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 30 |
|  |  |  |  |  |  |  |  |  |  | $\\|_{1111}$ | ハ！バい |  |  |  |  | 30 25 |
|  |  |  |  |  |  |  |  |  |  |  |  | I， |  |  |  | 20 |
| Insider Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 15 |
| $\begin{array}{lccccccccc}  & \mathbf{M} & \mathbf{A} & \mathbf{M} & \mathbf{J} & \text { J A A } & \mathbf{S} & 0 & \mathbf{N} \\ \text { to Buy } & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | －10 |
| $\begin{array}{llllllllll} \text { to Buy } & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \\ \text { Options } & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 & 0 \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | －10 |
| to Sell | Percent shares traded |  |  |  |  |  |  |  |  |  |  | $\cdots$ |  | \％TO | RETURN 12／08 | 7.5 |
| Institutional Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| to Buy $\begin{array}{llll}105 & 109 & 100\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr ． | －26．7 $\quad-37.4$ |  |
| to Sell $\quad 82$ |  |  |  |  |  |  |  |  |  |  |  |  |  | 3 yr ． | $-\quad-26.7$ |  |
| Hld＇s（000） $62154 \quad 6125559926$ |  |  |  |  |  |  |  |  |  |  |  |  |  | 5 yr ． | －－8．2 |  |
| On April 3，2006，Portland General Electric＇s existing stock（which was owned by Enron） was canceled，and 62.5 million shares were issued to Enron＇s creditors or the Disputed Claims Reserve（DCR）．The stock began trading on a when－issued basis that day， and regular trading began on April 10， 2006. Shares issued to the DCR were released over time to Enron＇s creditors until all of the remaining shares were released in June， 2007. |  | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 005 ${ }^{\text {G }}$ | 2006 | 2007 | 2008 | 2009 | ${ }^{\text {® VAL }}$ | JE LINE PUB．，INC | 11－13 |
|  |  | －－ |  |  |  | －－ | －－ |  | 23.14 | 24.32 | 27.87 | 27.95 | 25.70 | Reve | s per sh | 28.50 |
|  |  |  | － | －－ |  | －－ | －－ | －－ | 4.75 | 4.64 | 5.21 | 4.75 | 4.60 | ＂Cash | low＂per sh | 5.25 |
|  |  | －－ | －－ |  | －－ | －－ | －－ | －－ | 1.02 | 1.14 | 2.33 | 1.50 | 1.85 | Earnin | per sh A | 2.25 |
|  |  | －－ | －－ |  |  | ．－ |  |  | －－ | ． 68 | ． 93 | ． 97 | 1.01 | Div＇d D | cl＇d per sh ${ }^{\text {B }}$ | 1.20 |
|  |  | －－ |  |  |  | －－ | －－ |  | 4.08 | 5.94 | 7.28 | 6.65 | 10.70 | Cap＇IS | ending per sh | 4.25 |
|  |  | －－ | －－ | －－ | －－ | －－ | －－ | －－ | 19.15 | 19.58 | 21.05 | 21.55 | 22.10 | Book | lue per sh c | 24.75 |
|  |  | －－ |  | －－ |  | －－ | －－ | －－ | 62.50 | 62.50 | 62.53 | 62.60 | 74.00 | Comm | Shs Outst＇g D | 79.00 |
|  |  | －－ | －－ | －－ | －－ | －－ | －－ | －－ | －－ | 23.4 | 11.9 | 15.1 |  | Avg An | ＇IP／E Ratio | 12.5 |
|  |  |  |  | ． |  | －－ | －－ | －－ | －－ | 1.26 | ． 63 | ． 95 |  | Relativ | P／E Ratio | ． 85 |
|  |  |  |  |  |  | －－ |  |  |  | 2．5\％ | 3．3\％ | 4．3\％ |  | Avg An | ＇I Div＇d Yield | 4．5\％ |
| CAPITAL STRUCTURE as of 9／30／08 <br> Total Debt $\$ 1344.0$ mill．Due in 5 Yrs $\$ 322.0$ mill． <br> LT Debt $\$ 1164.0$ mill．LT Interest $\$ 72.0$ mill． <br> （LT interest earned：3．2x） <br> Leases，Uncapitalized Annual rentals $\$ 8.0$ mill． |  | －－ | －－ | －－ | －－ | －－ | －－ | 1454.0 | 1446.0 | 1520.0 | 1743.0 | 1750 | 1900 | Revenu | （\＄mill） | 2250 |
|  |  | －－ |  |  |  | －－ | －－ | 92.0 | 64.0 | 71.0 | 145.0 | 95.0 | 125 | Net Pro | it（\＄mill） | 170 |
|  |  | －－ |  | －－ |  | －－ | －－ | 37．0\％ | 40．2\％ | 33．6\％ | 33．8\％ | 28．5\％ | 38．0\％ | Income | Tax Rate | 38．0\％ |
|  |  |  |  |  |  |  | － | 9．8\％ | 18．8\％ | 33．8\％ | 17．9\％ | 16．0\％ | 23．0\％ | AFUDC | \％to Net Profit | 12．0\％ |
|  |  | －－ | －－ | －－ | －－ | －－ | －－ | 41．1\％ | 42．3\％ | 43．4\％ | 49．9\％ | 51．0\％ | 48．5\％ | Long－T | m Debt Ratio | 48．0\％ |
| Pension Assets－12／07 $\$ 518.0$ mill．Oblig．$\$ 475.0$ mill． |  | －－ | －－ | －－ | －－ | －－ | －－ | 58．9\％ | 57．7\％ | 56．6\％ | 50．1\％ | 49．0\％ | 51．5\％ | Comm | Equity Ratio | 52．0\％ |
|  |  | －－ |  | －－ | －－ | －－ | －－ | 2171.0 | 2076.0 | 2161.0 | 2629.0 | 2760 | 3165 | Total | pital（\＄mill） | 3800 |
| Pfd Stock None |  |  |  |  |  |  |  | 2275.0 | 2436.0 | 2718.0 | 3066.0 | 3275 | 3850 | Net Pla | （\＄mill） | 4525 |
| Common Stock 62，557，928 shs． as of 10／24／08 |  | －－ | － | －－ | －－ | －－ | －－ | 5．6\％ | 4．6\％ | 4．7\％ | 6．9\％ | 5．0\％ | 5．5\％ | Return | n Total Cap＇l | 6．0\％ |
|  |  | －－ | －－ | －－ | －－ | －－ | －－ | 7．2\％ | 5．3\％ | 5．8\％ | 11．0\％ | 7．0\％ | 7．5\％ | Return | n Shr．Equity | 8．5\％ |
|  |  | －－ | －－ | －－ | －－ | －－ | －－ | 7．2\％ | 5．3\％ | 5．8\％ | 11．0\％ | 7．0\％ | 7．5\％ | Return | Com Equity E | 8．5\％ |
| MARKET CAP：$\$ 1.2$ billion（Mid Cap） |  | －－ | －－ | －－ | －－ | －－ | －－ | 7．2\％ | 5．3\％ | 3．5\％ | 6．6\％ | 2．5\％ | 3．5\％ | Retaine | to Com Eq | 4．0\％ |
| ELECTRIC OPERATING STATISTICS |  |  | －－ | －－ | －－ | －－ | －－ | ．－ | －－ | 39\％ | 40\％ | 65\％ | 55\％ | All Div＇ | $s$ to Net Prof | 56\％ |


| \％Change Retail Sales（KWH） |  |  | 2005 | 2006 | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | ＋1．2 | ＋3．6 | ＋1．0 |
| \％Change Retail Sales（KWH） Avg．Indust．Use（MWH） |  |  | 13199 | 15930 | 16148 |
| Avg．Indust．Revs．per KWH（c） |  |  | 5.65 | 5.82 | 6.40 |
| Capacity at Peak（MW）Peak Load Winter（MW） |  |  | NA | NA | NA |
| Aeak Laad，Winer（MW）${ }^{\text {A }}$ |  |  | 3608 | 3706 | 3664 |
|  |  |  | NA | NA | NA |
| \％Change Customers（yr－end） |  |  | ＋1．7 | ＋1．7 | ＋1．4 |
| Fixed Charge Cov．（\％） |  |  | 239 | 206 | 320 |
| ANNUAL RATES Past of change（per sh） 10 Yrs． |  |  | Past Est＇d＇05－＇07 |  |  |
|  |  |  | 5 Yrs． |  | ， |
| 10 Yrs |  |  |  |  | 2．0\％ |
| ＂Cash Flow＂ |  |  |  |  | 1．5\％ |
| Earnings |  |  | －－－ |  | 7．0\％NMF |
| Dividends |  |  |  |  |  |
| Book Value |  |  |  |  | 3．5\％ |
| Cal－ endar | QUARTERLY REVENUES（\＄mill．） |  |  |  | Full Year |
|  | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 |  |
| 2005 | 371.0 | 333.0 | 355.0 | 387.0 | 1446.0 |
| 2006 | 381.0 | 351.0 | 372.0 | 416.0 | 1520.0 |
| 2007 | 436.0 | 402.0 | 435.0 | 470.0 | 1743.0 |
| 2008 | 471.0 | 425.0 | 400.0 | 454 | 1750 |
| 2009 | 500 | 450 | 475 | 475 | 1900 |
| Cal－ | EARN | NINGS PE | ER SHAR |  | Full |
| endar | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 | Year |
| 2005 | ． 61 | ． 26 | ． 30 | d． 15 | 1.02 |
| 2006 | d． 10 | ． 43 | ． 16 | ． 65 | 1.14 |
| 2007 | ． 88 | ． 73 | ． 32 | ． 40 | 2.33 |
| 2008 | ． 44 | ． 63 |  | ． 43 | 1.50 |
| 2009 | ． 60 | ． 55 | ． 25 | ． 45 | 1.85 |
| al－ | QUART | TERLY DIV | VIDENDS | PAID | Full |
| endar | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 | Year |
| 2005 |  | －－ | －－ | －－ |  |
| 2006 | － |  | ． 225 | ． 225 | ． 45 |
| 2007 | ． 225 | ． 225 | ． 235 | ． 235 | ． 92 |
| 2008 | ． 235 | ． 245 | ． 245 | ． 245 | ． 97 |
| 2009 | ． 245 |  |  |  |  |

[^19]


| Calendar | QUARTERLY REVENUES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2005 | 2697 | 2276 | 2770 | 3994 | 11737 |
| 2006 | 3336 | 2486 | 2694 | 3245 | 11761 |
| 2007 | 3004 | 2661 | 2663 | 3110 | 11438 |
| 2008 | 3270 | 2503 | 2692 | 3035 | 11500 |
| 2009 | 3100 | 2600 | 2700 | 3100 | 11500 |
| Calendar | $\text { Mar. } 31$ | RNINGS Jun. 30 | $\text { eр. } 30$ | $\text { Dec. } 31$ | Full Year |
| 2005 | . 92 | . 49 | . 71 | 1.39 | 3.52 |
| 2006 | . 90 | . 71 | 1.29 | 1.33 | 4.23 |
| 2007 | . 86 | 1.06 | 1.24 | 1.10 | 4.26 |
| 2008 | . 92 | . 98 | 1.24 | . 81 | 3.95 |
| 2009 | . 90 | . 90 | 1.20 | 1.15 | 4.15 |
| Calendar | $\begin{array}{\|c} \text { QUART } \\ \text { Mar. } 31 \\ \hline \end{array}$ | $\text { Jun. } 30$ | $\text { Sep. } 30$ | $\text { Dec. } 31$ | Full <br> Year |
| 2005 | . 25 | . 29 | . 29 | . 29 | 1.12 |
| 2006 | . 29 | . 30 | . 30 | . 30 | 1.19 |
| 2007 | . 30 | . 31 | . 31 | . 31 | 1.23 |
| 2008 | . 31 | . 32 | . 35 | . 35 | 1.33 |
| 2009 | . 35 |  |  |  |  |

[^20]BUSINESS: Sempra Energy is a holding company for San Diego Gas \& Electric Co., which sells electricity and gas mainly in San Diego County, \& Southern California Gas Co., which distributes gas to most of Southern California. Customers: 1.4 million electric, 6.5 million gas. Electric revenue breakdown, '07: residential, 45\%; commercial, 39\%; industrial, 10\%; other, $6 \%$. Purchases most of its

## Sempra Energy is investing heavily in

 the natural gas infrastructure business. The company has $\$ 3.4$ billion of pipeline, storage, and liquefied natural gas terminal projects that were completed last year or will be completed by 2012. Sempra also expanded its presence in gas infrastructure last fall, when it bought EnergySouth, which has two large gas storage facilities as well as a small gas utility in Alabama. With this deal comes an opportunity to invest an additional $\$ 500$ million (excluded from the aforementioned $\$ 3.4$ billion) for majority interests in two projects that will be built from 2010 to 2015.Construction on the new Liberty Gas Storage facility has hit some serious snags. If Sempra is unable to correct the problems, it might have to take an impairment charge of approximately $\$ 65$ million after taxes. We would exclude this from our earnings presentation.
Higher financing costs have prompted us to cut our 2009 earnings estimate by $\$ 0.30$ a share, to $\$ 4.15$. The parent company's credit rating is on the low end of investment grade. In the fourth quarter, Sempra issued two series of senior notes
power; the rest is nuclear and gas. Has various nonutility subsidiaries (54\% of '07 earnings). Acq'd EnergySouth 10/08. Power costs: $42 \%$ of revenues. '07 deprec. rate: 3.3\%. Has 14,300 employees. Chairman \& CEO: Donald E. Felsinger. President \& COO: Neal E. Schmale. Inc.: California. Address: 101 Ash St., San Diego, CA 92101-3017. Tel.: 619-696-2034. Internet: www.sempra.com.
that carried coupons of $8.9 \%$ and $9.8 \%$. Given the state of the credit markets, the $\$ 1$ billion stock buyback that the company had planned for this year is on hold. Liquidity problems might well hurt the profitability of Sempra's commodities trading joint venture with Royal Bank of Scotland, too. Our revised share-earnings estimate is below the company's original targeted range of \$4.35-\$4.60.
San Diego Gas \& Electric has received permission from the California commission to build a transmission line. This $\$ 1.9$ billion project will be a regulated asset and is expected to go into service in 2012. The new line will enhance the reliability of SDG\&E's electric system. It will also help the utility import renewable energy.
This stock's total return potential to 2011-2013 is superior to that of most utility issues. We expect Sempra's infrastructure projects to enhance profitability 3 to 5 years out. The current yield is about one percentage point below the industry mean, however, despite our estimate of a dividend increase later this month. Paul E. Debbas, CFA

February 6, 2009
R.I.P.U.C. Docket No. 4065

Responses to Division Fourth Set of Data Requests Issued June 17, 2009

## Division Data Request 4-23

Request:
Please provide a listing of the currently authorized ROE and common equity ratio (including the month/year authorized) for each National Grid USA utility subsidiary.

Response:
Please see Attachment DIV 4-23.

|  | Authorized <br> Return on <br> Equity (\%) | Common Equity <br> Ratio Used to <br> Set Rates (\%) | Effective Date |
| :--- | :---: | :---: | :---: |
| National Grid USA Utility Subsidiary |  |  |  |
| KeySpan Energy Delivery - New York | 9.80 | 45.0 | Jan-08 |
| KeySpan Energy Delivery - Long Island | 9.80 | 45.0 | Jan-08 |
| Niagara Mohawk Power Corp. - Gas | 10.20 | 43.7 | May-09 |
| Boston Gas | 10.20 | 50.0 | Oct-03 |
| Colonial Gas | 11.19 | 46.0 | Aug-93 |
| Essex Gas | 11.19 | 55.0 | Sep-96 |
| Energy North Natural Gas | 9.54 | 50.0 | Aug-08 |
| Narragansett Electric Company - Gas | 10.50 | 47.7 | Dec-08 |
| Narragansettt Electric Company - Electric | 10.50 | 50.0 | Nov-04 |
| Massachusetts Electric Company/ |  |  |  |
| Nantucket Electric Company (1) | --- | 38.6 | May-00 |
| Niagara Mohawk Power Corp - Electric (2) | 10.60 | 50.0 | Feb-02 |
| Granite State Electric Company | 9.67 | 57.4 | Jul-07 |
| New England Power Company | 9.40 | 40.0 | Sep-98 |
| National Grid Generation LLC | 9.50 |  | Jan-04 |

(1) The companies are currently operating under a ten year settlement agreement that does not specify the returr on equity and common equity ratio on which it is based. The last time these items were addressed was in the companies' last full electric rate cases in 1995 in which they were set by the Massachusetts Department of Public Utilities at $11.0 \%$ and $50.4 \%$, respectively.
(2) The common equity ratio used to determine the company's 2009 revenue requirments under the current rate plan that became effective in February 2002 was based on a forecast of the company's actual common equity ratio made at that time. The company's actual common equity ratio as of December 31, 2008 was 55.0\%, exclusive of goodwill.

## Division Data Request 4-24

Request:
Please provide Mr. Moul's assessment of the business risk (as perceived by investors and credit rating agencies) for pure T\&D utilities versus vertically-integrated electric utilities.

Response:
Standard \& Poor's Corporation ("S\&P") assigns public utilities to the following categories of business risk profiles: Excellent, Strong, Satisfactory, Weak, and Vulnerable. Mr. Moul has observed that electric delivery utilities and integrated electric utilities are usually assigned excellent business risk profiles by S\&P; however, some have been assigned strong business risk profiles.

## Division Data Request 4-25

Request:
Please identify the OCI amount that Mr. Moul removed from Narragansett's common equity balance and the source for that figure.

## Response:

Mr. Moul removed the following amounts of OCI from Narragansett’s common equity balance. The source of these amounts was the Company's FERC Form No. 1.

| Year |  | Accumulated <br> Other <br> Comprehensive <br> Income |  |
| :---: | :---: | :---: | ---: |
|  |  | (\$ millions) |  |
| 2008 |  | (73.741) |  |
| 2007 |  | $\$$ | $(67.423)$ |
| 2006 |  | $\$$ | $(0.589)$ |
| 2005 |  | $(58.717)$ |  |
| 2004 |  | $\$$ | $(54.037)$ |
| 2003 |  | $\$$ | $(49.705)$ |
| 2002 |  | $\$$ | 0.123 |

## Division Data Request 4-26

## Request:

Schedule NG-PRM-9, page 1 of 2, provides returns data extending through 2007. Please provide the 2008 row for that table.

## Response:

The 2008 returns are show below. The return on Long-Term Public Utility Bonds has not been updated due to the difficulty in obtaining those returns from Lehman Brothers.

| Year | S\&P Composite Index | S\&P Public Utility Index | Long Term <br> Corporate Bonds | Long Term Public Utility Bonds |
| :---: | :---: | :---: | :---: | :---: |
| 2008 | -37.00\% | -28.96\% | 8.78\% | N/A |

## Division Data Request 4-27

Request:
Provide the source documents for the S\&P 500 dividend yield and growth rate shown on page H5 of workpaper NG-PMR-H.

## Response:

The requested source documents are provided as Attachment DIV 4-27. Please note that the Vanguard report on PEPCO Holdings has been included because their individual company reports also show the annual long-term estimated growth rate for the S\&P 500 companies for comparative purposes.

Research Funds \& Stocks » Stocks, Bonds, \& CDs » Stock Profile

| PEPCO HLDGS INC COM ( New York Stock Exchange : POM ) |  |  |
| :--- | :--- | :--- |
| Overview | Charts | News |
| Fundamentals | Price history | Financials |
| Share details | Earnings | Analyst reports |

## First Call Consensus



## Expected Annual Growth Rates

Long term estimated growth rate

## PEG Ratio

P/E ratio divided by the expected growth rate. The higher the PEG ratio, the more expensive the stock.


## Consensus Estimates

|  | This Quarter <br> $(06 / 2009)$ | Next Quarter <br> $(09 / 2009)$ | This Year <br> $(12 / 2009)$ | Next Year <br> $(12 / 2010)$ |
| :--- | ---: | ---: | ---: | ---: |
| Average Estimate | $\$ 0.41$ | $\$ 0.48$ | $\$ 1.54$ | $\$ 1.72$ |
| Number of Analysts | 3 | 2 | 10 | 8 |
| High Estimate | $\$ 0.42$ | $\$ 0.50$ | $\$ 1.95$ | $\$ 2.15$ |
| Low Estimate | $\$ 0.41$ | $\$ 0.46$ | $\$ 1.11$ | $\$ 1.41$ |
| Year Ago EPS | $\$ 0.53$ | $\$ 0.59$ | $\$ 1.93$ | $\$ 1.54$ |
| EPS Growth | $-22.64 \%$ | $-9.43 \%$ | $-20.21 \%$ | $11.69 \%$ |

## Current Price to Earnings

Narragansett Electric Company
d/b/a National Grid
Docket No. RIPUC 4065
Attachment DIV 4-27
Page 2 of 6

|  | Company | Industry | S\&P 500 |
| :--- | ---: | ---: | ---: |
| Trailing | 6.47 | 10.73 | 14.12 |
| Forward | 8 | 11 | 13 |
| Current Fiscal Year | 8.10 | 10.54 | 13.59 |
| Next Fiscal Year | 7.30 | 9.60 | 10.64 |

## Earnings Estimates Revision Trend

|  | This Quarter <br> $(06 / 2009)$ | Next Quarter <br> $(09 / 2009)$ | This Year <br> $(12 / 2009)$ | Next Year <br> $(12 / 2010)$ | Long-Term Growth |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Current | - | - | - | - | $4.30 \%$ |
| 7 Days Ago | - | - | - | - | - |
| 30 Days Ago | $\$ 0.52$ | $\$ 0.62$ | $\$ 1.88$ | $\$ 2.11$ | - |
| 60 Days Ago | $\$ 0.52$ | $\$ 0.62$ | $\$ 1.89$ | $\$ 2.10$ | - |
| 90 Days Ago | $\$ 0.52$ | $\$ 0.62$ | $\$ 1.92$ | $\$ 2.13$ | - |

## Historical Earnings Surprise

|  | $12 / 2008$ | $09 / 2008$ | $06 / 2008$ | $03 / 2008$ | $12 / 2007$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Estimate | $\$ 0.30$ | $\$ 0.70$ | $\$ 0.39$ | $\$ 0.35$ | $\$ 0.34$ |
| Actual | $\$ 0.32$ | $\$ 0.59$ | $\$ 0.53$ | $\$ 0.49$ | $\$ 0.29$ |
| Difference | $\$ 0.02$ | $-\$ 0.11$ | $\$ 0.14$ | $\$ 0.14$ | $-\$ 0.05$ |
| Surprise | $6.70 \%$ | $-15.70 \%$ | $35.90 \%$ | $40.00 \%$ | $-14.70 \%$ |

## Glossary

Earnings data provided by Thomson, Copyright: ©2003 Thomson.
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At $1: 41 \mathrm{PM}$ ET: $915.92 \div 4.34$ (0.47\%)

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| PRICES |  |  | First \| Prev \| Next | Last |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date | Open | High | Low | Close | Avg Vol | Adj Close* |  |  |
| Mar-09 | 729.57 | 832.98 | 666.79 | 797.87 | $7,633,306,300$ | 797.87 |  |  |
|  |  |  |  |  |  |  |  |  |

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Delay times are 15 mins for NASDAQ, 20 mins for NYSE and Amex. See also delay times for other exchanges.




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[^0]:    ${ }^{1}$ The Narragansett Electric Company d/b/a National Grid ("Company").

[^1]:    ${ }^{1}$ Adjustments to test year kWhs to reflect bill cancellations and rebillings that did not correctly report adjusted kWhs on Company revenue reports.
    ${ }^{2}$ Adjustment for S-10 \& S-14 to reflect kWh as of December 2008 inventory levels.

[^2]:    ${ }^{1}$ In preparing the response to this data request, the Company determined that the MWhs reported in Narragansett's 2008 FERC Form 1 on page 304, Column (b) are incorrect.

[^3]:    Source of Information:
    Value Line Investment Survey, December 26, 2008, February 6, 2009, February 27, 2009

[^4]:    (A) Diluted operating earnings. Excludes non- (B) Dividends historically paid in early March, (C) In millions, adjusted for stock splits recurring items: '07, 4¢; '06, 10¢; '05, 384; '04, June, September, and December.
    23¢; '03, (37¢); '97, 18¢. Next earnings report $\quad$ Dividend reinvestment plan available
    due late July.

[^5]:    (A) Fiscal year ends Sept. 30th. (B) Primary '04, (\$0.07); '05, (\$0.33); '06, (\$0.09); '07, stock splits.
    earnings through fiscal 1997, diluted thereafter. $\$ 0.09$. Next egs. report due late Oct. (C) Divi-
    Excludes $n / r$ (losses)/gains: '98, ( $\$ 0.34$ ); '99, dend historically paid in early March, June, $\qquad$ Company's Financial Strength Stock's Price Stability Price Growth Persistence (\$0.07); '01, (\$0.21);'02, (\$0.13); '03, (\$0.07); ; Sept., and Dec. (D) In millions, adjusted for

[^6]:    (A) Primary earnings through ' 97 , then basic. ludes discontinued: ' 05 Q1, (2¢). Next earnings dend reinvestment plan available. Excludes one-time gains/(losses): '92, 50¢; '96, $\quad$ report due late Oct. Qtly egs. may not sum due $\begin{array}{ll}\text { (C) Includes intangibles. In 2007: } \$ 732.8 \text { mil- }\end{array}$
    

[^7]:    (A) Basic earnings. Includes capital gains '90, (\$0.01). Excl. gain/(loss) in '02 and there- (C) In millions, adjusted for stock split. (losses): '01, $\$ 0.08$; '00, $\$ 0.05$; '99, $\$ 0.06$; '98, atter. Next earnings report due early Nov. $\$ 0.09$; '97, $\$ 0.06$; '96 (\$0.04); '95, \$0.02; '94, (B) Dividends historically paid in late March, (\$0.12); '93, (\$0.04); '92, (\$0.07); '91, (\$0.02); June, September, and December.

[^8]:    Company's Financial Strength Stock's Price Stability
    Price Growth Persistence

[^9]:    A) Primary earnings through '96, diluted there- sum due to rounding. Next earnings report due (C) In millions.
    after. Excludes nonrecurring items: '00, d31c; late October.
    '01, d10¢; '02, d2¢; '03, 57¢; '06, d8¢; '07, (B) Dividends historically paid in March, June, $\$ 3.77$ a share. d\$6.16; '08, 26c. Quarterly figures may not September, and December.

[^10]:    (A) Based on diluted earnings. Excl. cap. sum due to change in shares outstanding.
    gains/(losses) '01, \$0.13; '02, \$1.92; '03, (B) Dividends historically paid in mid-March,
    \$2.02; '04, \$0.47;' '05, \$1.16; '06, \$1.70; '07, ( June, Sept., and Dec.

[^11]:    A) Fiscal year ends on last Sat. in December.

    Quarters are 12,12,12, and 16 weeks.
    (B) Diluted es. Exc , due to rounding. Next egs rpt. due mid-Oct.
    (B) Diluted egs. Excl. nonrecurring items: '98, (C) Dividends historically paid at the end of
    (\$2.63); '99, 5¢; '01, 8¢; '03, (2¢); '04, 1ф, '06 Mar., June, Sept., and Dec.
    (D) Includes intangibles. In 2007: $\$ 5.71$ bill,
    (E) In millions; adjusted for stock split.
    (F) '99 figure treats IPO as of January 1, 1999.

[^12]:    （A）Fisc．year ends on Sat．closest to June 30 （B）Prmry．egs．until fisc．＇ 97 ．Diluted egs．beg． （B）Prmry．egs．until fisc．＇97．Diluted egs．beg fisc．＇98．Excl．net nonrecurr．items：＇92，15¢； ＇94，d55¢；＇98，d\＄1．73；＇99，5¢；＇00，49¢；＇01，

    55¢；＇02，1¢；＇05 d7¢；＇06，d40¢；＇07，d15¢；＇08，in Jan．，April，July，Oct．■ Div＇d．reinv．plan d\＄1．00．Excl．disc．ops．：＇00，8¢；＇01，77¢；＇02，$\quad$ avail．（D）Incl．intang．In＇07：$\$ 3,759$ mill．；
     $14 ¢ ;$＇03，1¢；＇05，2¢；＇06，19¢；＇07，10¢．Next
    egs．report due August 7th（C）Dividends paid

[^13]:    (A) Fiscal year ends last Saturday in Septem- ations: '03, \$0.09; '04, \$0.83; '05, \$0.03; '07, to rounding.
    ber. Basic earnings. Quarterly earnings do not $\begin{aligned} & \text { \$1.46. Next earnings report due early Nov. } \\ & \text { (C) Includes intangibles. At 6/28/08: \$292.9 }\end{aligned}$ sum due to two-class method of computing (B) Historically distributions paid mid-February, mill., \$8.95 per share. earnings per unit. Excludes discontinued oper- May, August, and November. May not sum due ${ }^{\text {(D) In millions. }}$

[^14]:    (A) All amounts are in U.S. dollars. Also trade (B) Dividends historically paid late Feb.,May, $\$ 0.02$ per share on TSX: TKR:THI. Diluted earnings. Pro Forma Aug., Nov data before 2006. Next earnings report due late (C) In millions.

    ## (D) Included

    November.
    (D) Included intangibles: In 2007: $\$ 3.1$ million,

[^15]:    (A) Based on primary earnings through 1996; gain '92, \$0.92. Next egs. due late Oct.

[^16]:     through ' 96 , diluted thereatter. Excludes non- (C) Dividends historically paid in late Feb., 12/29/07: $\$ 19.9$ mill., $74 \mathrm{C} /$ share. (E) In mill. recurring gains (losses): '92, 2¢; '97, (3¢); '98, May, Aug., and Nov. Includes special (F) Grocery stores only.
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[^17]:    （A）Diluted EPS．Excl．nonrecur．gains（losses）： 99，（24¢）；＇01，\＄1．88 net；＇02，\＄1．48；＇03，（12\＄） net；＇04，\＄2．12；loss from disc．ops．：＇07，14．
    Incl．nonrecur．losses：＇00，\＄7．58；＇01，\＄1．88．

    05 \＆＇07 EPS don＇t add due to rounding．Next avail．（C）Incl．def＇d chgs．In＇07：\＄8．35／sh earnings report due late Feb．（B）Div＇ds histori－（D）In mill．（E）Rate base：net orig．cost．Rate cally paid late Jan．，Apr．，July，Oct．■ Div＇d rein－allowed on com．eq．in＇08：11．5\％；earned on vest．plan avail．$\dagger$ Shareholder invest．plan avg．com．eq．，＇07：13．6\％．Regul．Climate：Avg．

[^18]:     06，17c．Next earnings report due late Feb．（B）$\quad \begin{aligned} & \text {（C）Incl．deferred debits．In＇07：} \$ 3.86 / \text { sh．（D）In } \\ & \text {（ }\end{aligned}$ | ＇06， $17 ¢$ ．Next earnings report due late Feb．（B） | （C）Incl．deferred debits．In＇07：$\$ 3.86 / \mathrm{sh}$ ．（D）In |
    | :--- | :--- |
    | Div＇ds historically paid in late Feb．，late May， | mill．（E）Rate Base：Net original cost．Rate al－ |

    Company＇s Financial S Stock＇s Price Stability<br>Price Growth Persistence<br>Earnings Predictability

[^19]:    BUSINESS：Portland General Electric Company（PGE）provides electricity to 814,000 customers in 52 cities in a 4,000 －square－mile area of Oregon，including Portland and Salem．The company is in the process of decommissioning the Trojan nuclear plant，which it closed in 1993．Electric revenue breakdown，＇07：residential，43\％； commercial， $35 \%$ ；industrial， $13 \%$ ；other， $9 \%$ ．Generating sources
    Portland General Electric has re－ ceived a rate increase．The Oregon Pub－ lic Utility Commission（OPUC）granted the utility a tariff hike of $\$ 121$ million （7．6\％），based on a $10.1 \%$ return on a $50 \%$ common－equity ratio．Of the $\$ 121$ million， $\$ 95$ million is for expected increases in net variable power costs，with the remaining $\$ 26$ million for operating and maintenance costs and new rate base．The company got its full variable power cost request but received less than a sought－after $\$ 56$ mil－ lion in the＂everything else＂portion of its application．The new rates took effect at the start of 2009.
    Earnings should wind up considerab－ ly higher in 2009．The comparison will be easy because the OPUC ordered the utility to refund some previously collected reve－ nues．This hurt earnings by $\$ 0.41$ a share in 2008．The aforementioned rate hike will help，and the customer count is rising modestly，despite the state of the economy． All told，we estimate that earnings will rise to $\$ 1.85$ a share this year，compared with an estimated $\$ 1.50$ a share in 2008. with the company＇s targeted ranges of
    include coal，gas，hydro，wind，and purchased；breakdown is not available．Fuel costs： $50 \%$ of revenues．＇07 reported depreciation rate：3．9\％．Has 2，700 employees．Chairman：Corbin A．McNeill，Jr． Chief Executive Officer and President：Jim Piro．Inc．：Oregon．Ad－ dress： 121 SW Salmon Street，Portland，Oregon 97204．Tel．：503－ 464－8000．Internet：www．portlandgeneral．com．

    ## \＄1．40－\＄1．50 and \＄1．80－\＄1．90 a share，

    respectively．Two significant capital projects are under construction．PGE is adding 325 megawatts of capacity at the site of an ex－ isting $125-\mathrm{mw}$ windfarm．The budget for this expansion is $\$ 730$ million－$\$ 770$ mil－ lion．The additional capacity will come on line in two phases，at the end of 2009 and the end of 2010．The utility is also install－ ing an advanced metering system at an es－ timated cost of $\$ 130$ million－$\$ 135$ million． The new system is expected to reduce an－ nual operating expenses by $\$ 18$ million be－ ginning in 2011.
    The company＇s rising capital budget will require some financing．PGE has already issued $\$ 130$ million out of a total $\$ 300$ million of long－term debt that it plans to add in 2009．Also，the company intends to issue $\$ 230$ million of common stock by yearend．Liquidity appears to be adequate．
    This stock＇s yield and 3－to 5 －year total－return potential are slightly above the norms for the electric utili－ ty industry．
    Paul E．Debbas，CFA
    February 6， 2009

[^20]:    (A) Diluted egs. Excl. nonrec. gain (loss): '05, port due late Feb. (B) Div'ds historically paid $\quad$ Excl. ESOP shs. (E) Rate base: Net orig. cost. 174; '06, (64); gain (losses) from disc. Ops.: mid-Jan., Apr., July, \& Oct. - Div'd reinvest. Rate all'd on com. eq.: SDG\&E in '08, 11.1\%; '04, (10¢);' ${ }^{\prime 25}$, (4c); ' $06, \$ 1.21$; ' $07,(10 \mathrm{C})$. ' 05 plan avail. t Shareholder invest. plan avail. SoCalGas in ${ }^{\prime} 03,10.82 \%$; earned on avg. com. EPS don't add due to rounding. Next egs. re- (C) Incl. intang. In '07: $\$ 3.56 /$ sh. (D) In mill. eq., ${ }^{\prime} 07: 14.2 \%$. Regulatory Climate: Average.
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