

MULTI-STAGE DCF MODEL - 30-DAY AVERAGE PRICE

Inputs		[1]	[2]	[3]	[4]	[5]	[6]	[7]	[8]	[9]	[10]	[11]
Company	Ticker	Stock Price	EPS Growth	GDP Growth	2012	Payout Ratio 2016	2026	Solver Cells Delta	k(e)	Near-Term Growth	Intermediate Growth	Long-Term Growth
American Electric Power	AEP	\$38.25	3.95%	4.75%	60.00%	58.00%	66.57%	#NAME?	10.24%	3.95%	4.35%	4.75%
Cleco Corp.	CNL	\$40.36	5.50%	4.75%	52.00%	52.00%	66.57%	#NAME?	9.36%	5.50%	5.12%	4.75%
Empire District Electric	EDE	\$20.33	8.10%	4.75%	80.00%	68.00%	66.57%	#NAME?	10.67%	8.10%	6.42%	4.75%
Great Plains Energy Inc.	GXP	\$20.05	6.75%	4.75%	66.00%	60.00%	66.57%	#NAME?	9.79%	6.75%	5.75%	4.75%
Hawaiian Electric	HE	\$26.59	7.78%	4.75%	77.00%	65.00%	66.57%	#NAME?	9.55%	7.78%	6.26%	4.75%
IDACORP, Inc.	IDA	\$39.35	4.00%	4.75%	43.00%	54.00%	66.57%	#NAME?	10.23%	4.00%	4.37%	4.75%
Pinnacle West Capital	PNW	\$48.28	5.51%	4.75%	63.00%	64.00%	66.57%	#NAME?	9.42%	5.51%	5.13%	4.75%
Portland General	POR	\$25.07	4.81%	4.75%	55.00%	54.00%	66.57%	#NAME?	10.13%	4.81%	4.78%	4.75%
Southern Co.	SO	\$45.62	5.23%	4.75%	76.00%	70.00%	66.57%	#NAME?	9.03%	5.23%	4.99%	4.75%
Westar Energy	WR	\$28.23	6.00%	4.75%	70.00%	63.00%	66.57%	#NAME?	9.72%	6.00%	5.37%	4.75%
Mean:			5.76%	4.75%	64.20%	60.80%	66.57%		9.81%	5.76%	5.25%	4.75%
								Flotation Adjustment:	0.25%			
								Adjusted Mean ROE:	10.06%			

Earnings per Share		[12]	[13]	[14]	[15]	[16]	[17]	[18]	[19]	[20]	[21]	[22]	[23]	[24]	[25]	[26]	[27]
Company	Ticker	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
American Electric Power	AEP	\$3.13	\$3.25	\$3.38	\$3.52	\$3.65	\$3.80	\$3.95	\$4.12	\$4.30	\$4.49	\$4.70	\$4.92	\$5.16	\$5.40	\$5.66	\$5.93
Cleco Corp.	CNL	\$2.59	\$2.73	\$2.88	\$3.04	\$3.21	\$3.39	\$3.57	\$3.75	\$3.95	\$4.14	\$4.35	\$4.55	\$4.77	\$4.99	\$5.23	\$5.48
Empire District Electric	EDE	\$1.31	\$1.42	\$1.53	\$1.65	\$1.79	\$1.93	\$2.08	\$2.22	\$2.37	\$2.51	\$2.64	\$2.76	\$2.90	\$3.03	\$3.18	\$3.33
Great Plains Energy Inc.	GXP	\$1.25	\$1.33	\$1.42	\$1.52	\$1.62	\$1.73	\$1.84	\$1.96	\$2.07	\$2.18	\$2.29	\$2.40	\$2.51	\$2.63	\$2.76	\$2.89
Hawaiian Electric	HE	\$1.44	\$1.55	\$1.67	\$1.80	\$1.94	\$2.09	\$2.25	\$2.40	\$2.55	\$2.70	\$2.84	\$2.97	\$3.11	\$3.26	\$3.42	\$3.58
IDACORP, Inc.	IDA	\$3.36	\$3.49	\$3.63	\$3.78	\$3.93	\$4.09	\$4.26	\$4.44	\$4.63	\$4.84	\$5.06	\$5.30	\$5.56	\$5.82	\$6.10	\$6.39
Pinnacle West Capital	PNW	\$2.99	\$3.15	\$3.33	\$3.51	\$3.71	\$3.91	\$4.12	\$4.34	\$4.56	\$4.79	\$5.02	\$5.26	\$5.51	\$5.77	\$6.04	\$6.33
Portland General	POR	\$1.95	\$2.04	\$2.14	\$2.25	\$2.35	\$2.47	\$2.58	\$2.71	\$2.84	\$2.97	\$3.11	\$3.26	\$3.42	\$3.58	\$3.75	\$3.93
Southern Co.	SO	\$2.55	\$2.68	\$2.82	\$2.97	\$3.13	\$3.29	\$3.46	\$3.63	\$3.82	\$4.00	\$4.20	\$4.40	\$4.60	\$4.82	\$5.05	\$5.29
Westar Energy	WR	\$1.79	\$1.90	\$2.01	\$2.13	\$2.26	\$2.40	\$2.53	\$2.68	\$2.82	\$2.97	\$3.11	\$3.26	\$3.41	\$3.58	\$3.75	\$3.92

Dividend Payout Ratio		[28]	[29]	[30]	[31]	[32]	[33]	[34]	[35]	[36]	[37]	[38]	[39]	[40]	[41]	[42]
Company	Ticker	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
American Electric Power	AEP	60.00%	59.50%	59.00%	58.50%	58.00%	59.43%	60.86%	62.28%	63.71%	65.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Cleco Corp.	CNL	52.00%	52.00%	52.00%	52.00%	52.00%	54.43%	56.86%	59.28%	61.71%	64.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Empire District Electric	EDE	80.00%	77.00%	74.00%	71.00%	68.00%	67.76%	67.52%	67.28%	67.04%	66.81%	66.57%	66.57%	66.57%	66.57%	66.57%
Great Plains Energy Inc.	GXP	66.00%	64.50%	63.00%	61.50%	60.00%	61.09%	62.19%	63.28%	64.38%	65.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Hawaiian Electric	HE	77.00%	74.00%	71.00%	68.00%	65.00%	65.26%	65.52%	65.78%	66.04%	66.31%	66.57%	66.57%	66.57%	66.57%	66.57%
IDACORP, Inc.	IDA	43.00%	45.75%	48.50%	51.25%	54.00%	56.09%	58.19%	60.28%	62.38%	64.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Pinnacle West Capital	PNW	63.00%	63.25%	63.50%	63.75%	64.00%	64.43%	64.86%	65.28%	65.71%	66.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Portland General	POR	55.00%	54.75%	54.50%	54.25%	54.00%	56.09%	58.19%	60.28%	62.38%	64.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Southern Co.	SO	76.00%	74.50%	73.00%	71.50%	70.00%	69.43%	68.86%	68.28%	67.71%	67.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Westar Energy	WR	70.00%	68.25%	66.50%	64.75%	63.00%	63.59%	64.19%	64.78%	65.38%	65.97%	66.57%	66.57%	66.57%	66.57%	66.57%

MULTI-STAGE DCF MODEL – 30-DAY AVERAGE PRICE

Dividends per Share and Terminal Market Value		[43]	[44]	[45]	[46]	[47]	[48]	[49]	[50]	[51]	[52]	[53]	[54]	[55]	[56]	[57]	[58]	[59]
Company	Ticker	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	Terminal Price	Terminal P/E Ratio
American Electric Power	AEP	\$1.95	\$2.01	\$2.07	\$2.14	\$2.20	\$2.35	\$2.51	\$2.68	\$2.86	\$3.06	\$3.28	\$3.43	\$3.60	\$3.77	\$3.94	\$75.30	12.71
Cleco Corp.	CNL	\$1.42	\$1.50	\$1.58	\$1.67	\$1.76	\$1.94	\$2.13	\$2.34	\$2.56	\$2.79	\$3.03	\$3.17	\$3.32	\$3.48	\$3.65	\$82.90	15.13
Empire District Electric	EDE	\$1.13	\$1.18	\$1.22	\$1.27	\$1.31	\$1.41	\$1.50	\$1.59	\$1.68	\$1.76	\$1.84	\$1.93	\$2.02	\$2.12	\$2.22	\$39.21	11.78
Great Plains Energy Inc.	GXP	\$0.88	\$0.92	\$0.96	\$1.00	\$1.04	\$1.13	\$1.22	\$1.31	\$1.40	\$1.50	\$1.60	\$1.67	\$1.75	\$1.84	\$1.92	\$39.92	13.82
Hawaiian Electric	HE	\$1.20	\$1.24	\$1.28	\$1.32	\$1.36	\$1.47	\$1.57	\$1.68	\$1.78	\$1.88	\$1.98	\$2.07	\$2.17	\$2.27	\$2.38	\$51.90	14.51
IDACORP, Inc.	IDA	\$1.50	\$1.66	\$1.83	\$2.01	\$2.21	\$2.39	\$2.58	\$2.79	\$3.02	\$3.26	\$3.53	\$3.70	\$3.87	\$4.06	\$4.25	\$81.15	12.71
Pinnacle West Capital	PNW	\$1.99	\$2.11	\$2.23	\$2.36	\$2.50	\$2.65	\$2.81	\$2.98	\$3.14	\$3.32	\$3.50	\$3.67	\$3.84	\$4.02	\$4.21	\$94.43	14.92
Portland General	POR	\$1.12	\$1.17	\$1.22	\$1.28	\$1.33	\$1.45	\$1.58	\$1.71	\$1.85	\$2.01	\$2.17	\$2.27	\$2.38	\$2.50	\$2.61	\$50.87	12.95
Southern Co.	SO	\$2.04	\$2.10	\$2.17	\$2.24	\$2.30	\$2.40	\$2.50	\$2.61	\$2.71	\$2.82	\$2.93	\$3.06	\$3.21	\$3.36	\$3.52	\$86.21	16.29
Westar Energy	WR	\$1.33	\$1.37	\$1.42	\$1.46	\$1.51	\$1.61	\$1.72	\$1.83	\$1.94	\$2.05	\$2.17	\$2.27	\$2.38	\$2.49	\$2.61	\$55.01	14.02
																	Median	13.92

Investor Cash Flows		[60]	[61]	[62]	[63]	[64]	[65]	[66]	[67]	[68]	[69]	[70]	[71]	[72]	[73]	[74]	[75]	[76]
Company	Ticker	Initial Outflow	5/31/12	12/1/12	12/1/13	12/1/14	12/1/15	12/1/16	12/1/17	12/1/18	12/1/19	12/1/20	12/1/21	12/1/22	12/1/23	12/1/24	12/1/25	12/1/26
American Electric Power	AEP	#NAME?	\$0.00	\$1.95	\$2.01	\$2.07	\$2.14	\$2.20	\$2.35	\$2.51	\$2.68	\$2.86	\$3.06	\$3.28	\$3.43	\$3.60	\$3.77	\$79.25
Cleco Corp.	CNL	#NAME?	\$0.00	\$1.42	\$1.50	\$1.58	\$1.67	\$1.76	\$1.94	\$2.13	\$2.34	\$2.56	\$2.79	\$3.03	\$3.17	\$3.32	\$3.48	\$86.54
Empire District Electric	EDE	#NAME?	\$0.00	\$1.13	\$1.18	\$1.22	\$1.27	\$1.31	\$1.41	\$1.50	\$1.59	\$1.68	\$1.76	\$1.84	\$1.93	\$2.02	\$2.12	\$41.43
Great Plains Energy Inc.	GXP	#NAME?	\$0.00	\$0.88	\$0.92	\$0.96	\$1.00	\$1.04	\$1.13	\$1.22	\$1.31	\$1.40	\$1.50	\$1.60	\$1.67	\$1.75	\$1.84	\$41.85
Hawaiian Electric	HE	#NAME?	\$0.00	\$1.20	\$1.24	\$1.28	\$1.32	\$1.36	\$1.47	\$1.57	\$1.68	\$1.78	\$1.88	\$1.98	\$2.07	\$2.17	\$2.27	\$54.28
IDACORP, Inc.	IDA	#NAME?	\$0.00	\$1.50	\$1.66	\$1.83	\$2.01	\$2.21	\$2.39	\$2.58	\$2.79	\$3.02	\$3.26	\$3.53	\$3.70	\$3.87	\$4.06	\$85.40
Pinnacle West Capital	PNW	#NAME?	\$0.00	\$1.99	\$2.11	\$2.23	\$2.36	\$2.50	\$2.65	\$2.81	\$2.98	\$3.14	\$3.32	\$3.50	\$3.67	\$3.84	\$4.02	\$98.65
Portland General	POR	#NAME?	\$0.00	\$1.12	\$1.17	\$1.22	\$1.28	\$1.33	\$1.45	\$1.58	\$1.71	\$1.85	\$2.01	\$2.17	\$2.27	\$2.38	\$2.50	\$53.48
Southern Co.	SO	#NAME?	\$0.00	\$2.04	\$2.10	\$2.17	\$2.24	\$2.30	\$2.40	\$2.50	\$2.61	\$2.71	\$2.82	\$2.93	\$3.06	\$3.21	\$3.36	\$89.74
Westar Energy	WR	#NAME?	\$0.00	\$1.33	\$1.37	\$1.42	\$1.46	\$1.51	\$1.61	\$1.72	\$1.83	\$1.94	\$2.05	\$2.17	\$2.27	\$2.38	\$2.49	\$57.62

MULTI-STAGE DCF MODEL - 90-DAY AVERAGE PRICE

Inputs		[1]	[2]	[3]	[4]	[5]	[6]	[7]	[8]	[9]	[10]	[11]
Company	Ticker	Stock Price	EPS Growth	GDP Growth	2012	Payout Ratio 2016	2026	Solver Cells Delta	k(e)	Near-Term Growth	Intermediate Growth	Long-Term Growth
American Electric Power	AEP	\$38.58	3.95%	4.75%	60.00%	58.00%	66.57%	#NAME?	10.19%	3.95%	4.35%	4.75%
Cleco Corp.	CNL	\$39.52	5.50%	4.75%	52.00%	52.00%	66.57%	#NAME?	9.45%	5.50%	5.12%	4.75%
Empire District Electric	EDE	\$20.34	8.10%	4.75%	80.00%	68.00%	66.57%	#NAME?	10.66%	8.10%	6.42%	4.75%
Great Plains Energy Inc.	GXP	\$20.20	6.75%	4.75%	66.00%	60.00%	66.57%	#NAME?	9.76%	6.75%	5.75%	4.75%
Hawaiian Electric	HE	\$25.84	7.78%	4.75%	77.00%	65.00%	66.57%	#NAME?	9.69%	7.78%	6.26%	4.75%
IDACORP, Inc.	IDA	\$40.49	4.00%	4.75%	43.00%	54.00%	66.57%	#NAME?	10.09%	4.00%	4.37%	4.75%
Pinnacle West Capital	PNW	\$47.66	5.51%	4.75%	63.00%	64.00%	66.57%	#NAME?	9.48%	5.51%	5.13%	4.75%
Portland General	POR	\$24.98	4.81%	4.75%	55.00%	54.00%	66.57%	#NAME?	10.15%	4.81%	4.78%	4.75%
Southern Co.	SO	\$44.98	5.23%	4.75%	76.00%	70.00%	66.57%	#NAME?	9.09%	5.23%	4.99%	4.75%
Westar Energy	WR	\$28.03	6.00%	4.75%	70.00%	63.00%	66.57%	#NAME?	9.76%	6.00%	5.37%	4.75%
Mean:			5.76%	4.75%	64.20%	60.80%	66.57%		9.83%	5.76%	5.25%	4.75%
								Flotation Adjustment:	0.25%			
								Adjusted Mean ROE:	10.08%			

Earnings per Share		[12]	[13]	[14]	[15]	[16]	[17]	[18]	[19]	[20]	[21]	[22]	[23]	[24]	[25]	[26]	[27]
Company	Ticker	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
American Electric Power	AEP	\$3.13	\$3.25	\$3.38	\$3.52	\$3.65	\$3.80	\$3.95	\$4.12	\$4.30	\$4.49	\$4.70	\$4.92	\$5.16	\$5.40	\$5.66	\$5.93
Cleco Corp.	CNL	\$2.59	\$2.73	\$2.88	\$3.04	\$3.21	\$3.39	\$3.57	\$3.75	\$3.95	\$4.14	\$4.35	\$4.55	\$4.77	\$4.99	\$5.23	\$5.48
Empire District Electric	EDE	\$1.31	\$1.42	\$1.53	\$1.65	\$1.79	\$1.93	\$2.08	\$2.22	\$2.37	\$2.51	\$2.64	\$2.76	\$2.90	\$3.03	\$3.18	\$3.33
Great Plains Energy Inc.	GXP	\$1.25	\$1.33	\$1.42	\$1.52	\$1.62	\$1.73	\$1.84	\$1.96	\$2.07	\$2.18	\$2.29	\$2.40	\$2.51	\$2.63	\$2.76	\$2.89
Hawaiian Electric	HE	\$1.44	\$1.55	\$1.67	\$1.80	\$1.94	\$2.09	\$2.25	\$2.40	\$2.55	\$2.70	\$2.84	\$2.97	\$3.11	\$3.26	\$3.42	\$3.58
IDACORP, Inc.	IDA	\$3.36	\$3.49	\$3.63	\$3.78	\$3.93	\$4.09	\$4.26	\$4.44	\$4.63	\$4.84	\$5.06	\$5.30	\$5.56	\$5.82	\$6.10	\$6.39
Pinnacle West Capital	PNW	\$2.99	\$3.15	\$3.33	\$3.51	\$3.71	\$3.91	\$4.12	\$4.34	\$4.56	\$4.79	\$5.02	\$5.26	\$5.51	\$5.77	\$6.04	\$6.33
Portland General	POR	\$1.95	\$2.04	\$2.14	\$2.25	\$2.35	\$2.47	\$2.58	\$2.71	\$2.84	\$2.97	\$3.11	\$3.26	\$3.42	\$3.58	\$3.75	\$3.93
Southern Co.	SO	\$2.55	\$2.68	\$2.82	\$2.97	\$3.13	\$3.29	\$3.46	\$3.63	\$3.82	\$4.00	\$4.20	\$4.40	\$4.60	\$4.82	\$5.05	\$5.29
Westar Energy	WR	\$1.79	\$1.90	\$2.01	\$2.13	\$2.26	\$2.40	\$2.53	\$2.68	\$2.82	\$2.97	\$3.11	\$3.26	\$3.41	\$3.58	\$3.75	\$3.92

Dividend Payout Ratio		[28]	[29]	[30]	[31]	[32]	[33]	[34]	[35]	[36]	[37]	[38]	[39]	[40]	[41]	[42]
Company	Ticker	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
American Electric Power	AEP	60.00%	59.50%	59.00%	58.50%	58.00%	59.43%	60.86%	62.28%	63.71%	65.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Cleco Corp.	CNL	52.00%	52.00%	52.00%	52.00%	52.00%	54.43%	56.86%	59.28%	61.71%	64.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Empire District Electric	EDE	80.00%	77.00%	74.00%	71.00%	68.00%	67.76%	67.52%	67.28%	67.04%	66.81%	66.57%	66.57%	66.57%	66.57%	66.57%
Great Plains Energy Inc.	GXP	66.00%	64.50%	63.00%	61.50%	60.00%	61.09%	62.19%	63.28%	64.38%	65.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Hawaiian Electric	HE	77.00%	74.00%	71.00%	68.00%	65.00%	65.26%	65.52%	65.78%	66.04%	66.31%	66.57%	66.57%	66.57%	66.57%	66.57%
IDACORP, Inc.	IDA	43.00%	45.75%	48.50%	51.25%	54.00%	56.09%	58.19%	60.28%	62.38%	64.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Pinnacle West Capital	PNW	63.00%	63.25%	63.50%	63.75%	64.00%	64.43%	64.86%	65.28%	65.71%	66.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Portland General	POR	55.00%	54.75%	54.50%	54.25%	54.00%	56.09%	58.19%	60.28%	62.38%	64.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Southern Co.	SO	76.00%	74.50%	73.00%	71.50%	70.00%	69.43%	68.86%	68.28%	67.71%	67.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Westar Energy	WR	70.00%	68.25%	66.50%	64.75%	63.00%	63.59%	64.19%	64.78%	65.38%	65.97%	66.57%	66.57%	66.57%	66.57%	66.57%

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Dividends per Share and Terminal Market Value		[43]	[44]	[45]	[46]	[47]	[48]	[49]	[50]	[51]	[52]	[53]	[54]	[55]	[56]	[57]	[58]	[59]
Company	Ticker	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	Terminal Price	Terminal P/E Ratio
American Electric Power	AEP	\$1.95	\$2.01	\$2.07	\$2.14	\$2.20	\$2.35	\$2.51	\$2.68	\$2.86	\$3.06	\$3.28	\$3.43	\$3.60	\$3.77	\$3.94	\$75.97	12.82
Cleco Corp.	CNL	\$1.42	\$1.50	\$1.58	\$1.67	\$1.76	\$1.94	\$2.13	\$2.34	\$2.56	\$2.79	\$3.03	\$3.17	\$3.32	\$3.48	\$3.65	\$81.24	14.82
Empire District Electric	EDE	\$1.13	\$1.18	\$1.22	\$1.27	\$1.31	\$1.41	\$1.50	\$1.59	\$1.68	\$1.76	\$1.84	\$1.93	\$2.02	\$2.12	\$2.22	\$39.24	11.79
Great Plains Energy Inc.	GXP	\$0.88	\$0.92	\$0.96	\$1.00	\$1.04	\$1.13	\$1.22	\$1.31	\$1.40	\$1.50	\$1.60	\$1.67	\$1.75	\$1.84	\$1.92	\$40.22	13.92
Hawaiian Electric	HE	\$1.20	\$1.24	\$1.28	\$1.32	\$1.36	\$1.47	\$1.57	\$1.68	\$1.78	\$1.88	\$1.98	\$2.07	\$2.17	\$2.27	\$2.38	\$50.44	14.10
IDACORP, Inc.	IDA	\$1.50	\$1.66	\$1.83	\$2.01	\$2.21	\$2.39	\$2.58	\$2.79	\$3.02	\$3.26	\$3.53	\$3.70	\$3.87	\$4.06	\$4.25	\$83.41	13.06
Pinnacle West Capital	PNW	\$1.99	\$2.11	\$2.23	\$2.36	\$2.50	\$2.65	\$2.81	\$2.98	\$3.14	\$3.32	\$3.50	\$3.67	\$3.84	\$4.02	\$4.21	\$93.22	14.73
Portland General	POR	\$1.12	\$1.17	\$1.22	\$1.28	\$1.33	\$1.45	\$1.58	\$1.71	\$1.85	\$2.01	\$2.17	\$2.27	\$2.38	\$2.50	\$2.61	\$50.69	12.91
Southern Co.	SO	\$2.04	\$2.10	\$2.17	\$2.24	\$2.30	\$2.40	\$2.50	\$2.61	\$2.71	\$2.82	\$2.93	\$3.06	\$3.21	\$3.36	\$3.52	\$84.97	16.06
Westar Energy	WR	\$1.33	\$1.37	\$1.42	\$1.46	\$1.51	\$1.61	\$1.72	\$1.83	\$1.94	\$2.05	\$2.17	\$2.27	\$2.38	\$2.49	\$2.61	\$54.63	13.92
																	Median	13.92

Investor Cash Flows		[60]	[61]	[62]	[63]	[64]	[65]	[66]	[67]	[68]	[69]	[70]	[71]	[72]	[73]	[74]	[75]	[76]
Company	Ticker	Initial Outflow	5/31/12	12/1/12	12/1/13	12/1/14	12/1/15	12/1/16	12/1/17	12/1/18	12/1/19	12/1/20	12/1/21	12/1/22	12/1/23	12/1/24	12/1/25	12/1/26
American Electric Power	AEP	#NAME?	\$0.00	\$1.95	\$2.01	\$2.07	\$2.14	\$2.20	\$2.35	\$2.51	\$2.68	\$2.86	\$3.06	\$3.28	\$3.43	\$3.60	\$3.77	\$79.91
Cleco Corp.	CNL	#NAME?	\$0.00	\$1.42	\$1.50	\$1.58	\$1.67	\$1.76	\$1.94	\$2.13	\$2.34	\$2.56	\$2.79	\$3.03	\$3.17	\$3.32	\$3.48	\$84.89
Empire District Electric	EDE	#NAME?	\$0.00	\$1.13	\$1.18	\$1.22	\$1.27	\$1.31	\$1.41	\$1.50	\$1.59	\$1.68	\$1.76	\$1.84	\$1.93	\$2.02	\$2.12	\$41.46
Great Plains Energy Inc.	GXP	#NAME?	\$0.00	\$0.88	\$0.92	\$0.96	\$1.00	\$1.04	\$1.13	\$1.22	\$1.31	\$1.40	\$1.50	\$1.60	\$1.67	\$1.75	\$1.84	\$42.14
Hawaiian Electric	HE	#NAME?	\$0.00	\$1.20	\$1.24	\$1.28	\$1.32	\$1.36	\$1.47	\$1.57	\$1.68	\$1.78	\$1.88	\$1.98	\$2.07	\$2.17	\$2.27	\$52.82
IDACORP, Inc.	IDA	#NAME?	\$0.00	\$1.50	\$1.66	\$1.83	\$2.01	\$2.21	\$2.39	\$2.58	\$2.79	\$3.02	\$3.26	\$3.53	\$3.70	\$3.87	\$4.06	\$87.67
Pinnacle West Capital	PNW	#NAME?	\$0.00	\$1.99	\$2.11	\$2.23	\$2.36	\$2.50	\$2.65	\$2.81	\$2.98	\$3.14	\$3.32	\$3.50	\$3.67	\$3.84	\$4.02	\$97.43
Portland General	POR	#NAME?	\$0.00	\$1.12	\$1.17	\$1.22	\$1.28	\$1.33	\$1.45	\$1.58	\$1.71	\$1.85	\$2.01	\$2.17	\$2.27	\$2.38	\$2.50	\$53.31
Southern Co.	SO	#NAME?	\$0.00	\$2.04	\$2.10	\$2.17	\$2.24	\$2.30	\$2.40	\$2.50	\$2.61	\$2.71	\$2.82	\$2.93	\$3.06	\$3.21	\$3.36	\$88.49
Westar Energy	WR	#NAME?	\$0.00	\$1.33	\$1.37	\$1.42	\$1.46	\$1.51	\$1.61	\$1.72	\$1.83	\$1.94	\$2.05	\$2.17	\$2.27	\$2.38	\$2.49	\$57.24

MULTI-STAGE DCF MODEL - 180-DAY AVERAGE PRICE

Inputs		[1]	[2]	[3]	[4]	[5]	[6]	[7]	[8]	[9]	[10]	[11]
Company	Ticker	Stock Price	EPS Growth	GDP Growth	2012	Payout Ratio 2016	2026	Solver Cells Delta	k(e)	Near-Term Growth	Intermediate Growth	Long-Term Growth
American Electric Power	AEP	\$38.89	3.95%	4.75%	60.00%	58.00%	66.57%	#NAME?	10.14%	3.95%	4.35%	4.75%
Cleco Corp.	CNL	\$37.71	5.50%	4.75%	52.00%	52.00%	66.57%	#NAME?	9.67%	5.50%	5.12%	4.75%
Empire District Electric	EDE	\$20.26	8.10%	4.75%	80.00%	68.00%	66.57%	#NAME?	10.69%	8.10%	6.42%	4.75%
Great Plains Energy Inc.	GXP	\$20.42	6.75%	4.75%	66.00%	60.00%	66.57%	#NAME?	9.70%	6.75%	5.75%	4.75%
Hawaiian Electric	HE	\$25.60	7.78%	4.75%	77.00%	65.00%	66.57%	#NAME?	9.74%	7.78%	6.26%	4.75%
IDACORP, Inc.	IDA	\$40.35	4.00%	4.75%	43.00%	54.00%	66.57%	#NAME?	10.10%	4.00%	4.37%	4.75%
Pinnacle West Capital	PNW	\$46.71	5.51%	4.75%	63.00%	64.00%	66.57%	#NAME?	9.58%	5.51%	5.13%	4.75%
Portland General	POR	\$24.69	4.81%	4.75%	55.00%	54.00%	66.57%	#NAME?	10.21%	4.81%	4.78%	4.75%
Southern Co.	SO	\$44.34	5.23%	4.75%	76.00%	70.00%	66.57%	#NAME?	9.16%	5.23%	4.99%	4.75%
Westar Energy	WR	\$27.64	6.00%	4.75%	70.00%	63.00%	66.57%	#NAME?	9.83%	6.00%	5.37%	4.75%
Mean:			5.76%	4.75%	64.20%	60.80%	66.57%		9.88%	5.76%	5.25%	4.75%
								Flotation Adjustment:	0.25%			
								Adjusted Mean ROE:	10.13%			

  

Earnings per Share		[12]	[13]	[14]	[15]	[16]	[17]	[18]	[19]	[20]	[21]	[22]	[23]	[24]	[25]	[26]	[27]
Company	Ticker	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
American Electric Power	AEP	\$3.13	\$3.25	\$3.38	\$3.52	\$3.65	\$3.80	\$3.95	\$4.12	\$4.30	\$4.49	\$4.70	\$4.92	\$5.16	\$5.40	\$5.66	\$5.93
Cleco Corp.	CNL	\$2.59	\$2.73	\$2.88	\$3.04	\$3.21	\$3.39	\$3.57	\$3.75	\$3.95	\$4.14	\$4.35	\$4.55	\$4.77	\$4.99	\$5.23	\$5.48
Empire District Electric	EDE	\$1.31	\$1.42	\$1.53	\$1.65	\$1.79	\$1.93	\$2.08	\$2.22	\$2.37	\$2.51	\$2.64	\$2.76	\$2.90	\$3.03	\$3.18	\$3.33
Great Plains Energy Inc.	GXP	\$1.25	\$1.33	\$1.42	\$1.52	\$1.62	\$1.73	\$1.84	\$1.96	\$2.07	\$2.18	\$2.29	\$2.40	\$2.51	\$2.63	\$2.76	\$2.89
Hawaiian Electric	HE	\$1.44	\$1.55	\$1.67	\$1.80	\$1.94	\$2.09	\$2.25	\$2.40	\$2.55	\$2.70	\$2.84	\$2.97	\$3.11	\$3.26	\$3.42	\$3.58
IDACORP, Inc.	IDA	\$3.36	\$3.49	\$3.63	\$3.78	\$3.93	\$4.09	\$4.26	\$4.44	\$4.63	\$4.84	\$5.06	\$5.30	\$5.56	\$5.82	\$6.10	\$6.39
Pinnacle West Capital	PNW	\$2.99	\$3.15	\$3.33	\$3.51	\$3.71	\$3.91	\$4.12	\$4.34	\$4.56	\$4.79	\$5.02	\$5.26	\$5.51	\$5.77	\$6.04	\$6.33
Portland General	POR	\$1.95	\$2.04	\$2.14	\$2.25	\$2.35	\$2.47	\$2.58	\$2.71	\$2.84	\$2.97	\$3.11	\$3.26	\$3.42	\$3.58	\$3.75	\$3.93
Southern Co.	SO	\$2.55	\$2.68	\$2.82	\$2.97	\$3.13	\$3.29	\$3.46	\$3.63	\$3.82	\$4.00	\$4.20	\$4.40	\$4.60	\$4.82	\$5.05	\$5.29
Westar Energy	WR	\$1.79	\$1.90	\$2.01	\$2.13	\$2.26	\$2.40	\$2.53	\$2.68	\$2.82	\$2.97	\$3.11	\$3.26	\$3.41	\$3.58	\$3.75	\$3.92

  

Dividend Payout Ratio		[28]	[29]	[30]	[31]	[32]	[33]	[34]	[35]	[36]	[37]	[38]	[39]	[40]	[41]	[42]
Company	Ticker	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
American Electric Power	AEP	60.00%	59.50%	59.00%	58.50%	58.00%	59.43%	60.86%	62.28%	63.71%	65.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Cleco Corp.	CNL	52.00%	52.00%	52.00%	52.00%	52.00%	54.43%	56.86%	59.28%	61.71%	64.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Empire District Electric	EDE	80.00%	77.00%	74.00%	71.00%	68.00%	67.76%	67.52%	67.28%	67.04%	66.81%	66.57%	66.57%	66.57%	66.57%	66.57%
Great Plains Energy Inc.	GXP	66.00%	64.50%	63.00%	61.50%	60.00%	61.09%	62.19%	63.28%	64.38%	65.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Hawaiian Electric	HE	77.00%	74.00%	71.00%	68.00%	65.00%	65.26%	65.52%	65.78%	66.04%	66.31%	66.57%	66.57%	66.57%	66.57%	66.57%
IDACORP, Inc.	IDA	43.00%	45.75%	48.50%	51.25%	54.00%	56.09%	58.19%	60.28%	62.38%	64.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Pinnacle West Capital	PNW	63.00%	63.25%	63.50%	63.75%	64.00%	64.43%	64.86%	65.28%	65.71%	66.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Portland General	POR	55.00%	54.75%	54.50%	54.25%	54.00%	56.09%	58.19%	60.28%	62.38%	64.47%	66.57%	66.57%	66.57%	66.57%	66.57%
Southern Co.	SO	76.00%	74.50%	73.00%	71.50%	70.00%	69.43%	68.86%	68.28%	67.71%	67.14%	66.57%	66.57%	66.57%	66.57%	66.57%
Westar Energy	WR	70.00%	68.25%	66.50%	64.75%	63.00%	63.59%	64.19%	64.78%	65.38%	65.97%	66.57%	66.57%	66.57%	66.57%	66.57%

MULTI-STAGE DCF MODEL - 180-DAY AVERAGE PRICE

Dividends per Share and Terminal Market Value		[43]	[44]	[45]	[46]	[47]	[48]	[49]	[50]	[51]	[52]	[53]	[54]	[55]	[56]	[57]	[58]	[59]
Company	Ticker	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	Terminal Price	Terminal P/E Ratio
American Electric Power	AEP	\$1.95	\$2.01	\$2.07	\$2.14	\$2.20	\$2.35	\$2.51	\$2.68	\$2.86	\$3.06	\$3.28	\$3.43	\$3.60	\$3.77	\$3.94	\$76.57	12.92
Cleco Corp.	CNL	\$1.42	\$1.50	\$1.58	\$1.67	\$1.76	\$1.94	\$2.13	\$2.34	\$2.56	\$2.79	\$3.03	\$3.17	\$3.32	\$3.48	\$3.65	\$77.65	14.17
Empire District Electric	EDE	\$1.13	\$1.18	\$1.22	\$1.27	\$1.31	\$1.41	\$1.50	\$1.59	\$1.68	\$1.76	\$1.84	\$1.93	\$2.02	\$2.12	\$2.22	\$39.07	11.74
Great Plains Energy Inc.	GXP	\$0.88	\$0.92	\$0.96	\$1.00	\$1.04	\$1.13	\$1.22	\$1.31	\$1.40	\$1.50	\$1.60	\$1.67	\$1.75	\$1.84	\$1.92	\$40.65	14.07
Hawaiian Electric	HE	\$1.20	\$1.24	\$1.28	\$1.32	\$1.36	\$1.47	\$1.57	\$1.68	\$1.78	\$1.88	\$1.98	\$2.07	\$2.17	\$2.27	\$2.38	\$49.97	13.97
IDACORP, Inc.	IDA	\$1.50	\$1.66	\$1.83	\$2.01	\$2.21	\$2.39	\$2.58	\$2.79	\$3.02	\$3.26	\$3.53	\$3.70	\$3.87	\$4.06	\$4.25	\$83.14	13.02
Pinnacle West Capital	PNW	\$1.99	\$2.11	\$2.23	\$2.36	\$2.50	\$2.65	\$2.81	\$2.98	\$3.14	\$3.32	\$3.50	\$3.67	\$3.84	\$4.02	\$4.21	\$91.35	14.43
Portland General	POR	\$1.12	\$1.17	\$1.22	\$1.28	\$1.33	\$1.45	\$1.58	\$1.71	\$1.85	\$2.01	\$2.17	\$2.27	\$2.38	\$2.50	\$2.61	\$50.12	12.76
Southern Co.	SO	\$2.04	\$2.10	\$2.17	\$2.24	\$2.30	\$2.40	\$2.50	\$2.61	\$2.71	\$2.82	\$2.93	\$3.06	\$3.21	\$3.36	\$3.52	\$83.71	15.82
Westar Energy	WR	\$1.33	\$1.37	\$1.42	\$1.46	\$1.51	\$1.61	\$1.72	\$1.83	\$1.94	\$2.05	\$2.17	\$2.27	\$2.38	\$2.49	\$2.61	\$53.84	13.72
																	Median	13.84

Investor Cash Flows		[60]	[61]	[62]	[63]	[64]	[65]	[66]	[67]	[68]	[69]	[70]	[71]	[72]	[73]	[74]	[75]	[76]
Company	Ticker	Initial Outflow	5/31/12	12/1/12	12/1/13	12/1/14	12/1/15	12/1/16	12/1/17	12/1/18	12/1/19	12/1/20	12/1/21	12/1/22	12/1/23	12/1/24	12/1/25	12/1/26
American Electric Power	AEP	#NAME?	\$0.00	\$1.95	\$2.01	\$2.07	\$2.14	\$2.20	\$2.35	\$2.51	\$2.68	\$2.86	\$3.06	\$3.28	\$3.43	\$3.60	\$3.77	\$80.52
Cleco Corp.	CNL	#NAME?	\$0.00	\$1.42	\$1.50	\$1.58	\$1.67	\$1.76	\$1.94	\$2.13	\$2.34	\$2.56	\$2.79	\$3.03	\$3.17	\$3.32	\$3.48	\$81.30
Empire District Electric	EDE	#NAME?	\$0.00	\$1.13	\$1.18	\$1.22	\$1.27	\$1.31	\$1.41	\$1.50	\$1.59	\$1.68	\$1.76	\$1.84	\$1.93	\$2.02	\$2.12	\$41.28
Great Plains Energy Inc.	GXP	#NAME?	\$0.00	\$0.88	\$0.92	\$0.96	\$1.00	\$1.04	\$1.13	\$1.22	\$1.31	\$1.40	\$1.50	\$1.60	\$1.67	\$1.75	\$1.84	\$42.58
Hawaiian Electric	HE	#NAME?	\$0.00	\$1.20	\$1.24	\$1.28	\$1.32	\$1.36	\$1.47	\$1.57	\$1.68	\$1.78	\$1.88	\$1.98	\$2.07	\$2.17	\$2.27	\$52.35
IDACORP, Inc.	IDA	#NAME?	\$0.00	\$1.50	\$1.66	\$1.83	\$2.01	\$2.21	\$2.39	\$2.58	\$2.79	\$3.02	\$3.26	\$3.53	\$3.70	\$3.87	\$4.06	\$87.40
Pinnacle West Capital	PNW	#NAME?	\$0.00	\$1.99	\$2.11	\$2.23	\$2.36	\$2.50	\$2.65	\$2.81	\$2.98	\$3.14	\$3.32	\$3.50	\$3.67	\$3.84	\$4.02	\$95.56
Portland General	POR	#NAME?	\$0.00	\$1.12	\$1.17	\$1.22	\$1.28	\$1.33	\$1.45	\$1.58	\$1.71	\$1.85	\$2.01	\$2.17	\$2.27	\$2.38	\$2.50	\$52.73
Southern Co.	SO	#NAME?	\$0.00	\$2.04	\$2.10	\$2.17	\$2.24	\$2.30	\$2.40	\$2.50	\$2.61	\$2.71	\$2.82	\$2.93	\$3.06	\$3.21	\$3.36	\$87.23
Westar Energy	WR	#NAME?	\$0.00	\$1.33	\$1.37	\$1.42	\$1.46	\$1.51	\$1.61	\$1.72	\$1.83	\$1.94	\$2.05	\$2.17	\$2.27	\$2.38	\$2.49	\$56.46

MULTI-STAGE DCF NOTES

- [1] Source: Schedule 3; Bloomberg Professional; based on 30, 90, or 180-day averaging period
- [2] Source: Schedule 3; Yahoo! Finance, Zacks & Value Line; equals average earnings growth estimate
- [3] Source: Bloomberg Professional, Blue Chip Financial Forecasts
- [4] Source: Value Line
- [5] Source: Value Line
- [6] Equals industry average historical payout ratio (1990-present)
- [7] Equals Column [1] + Column [60]
- [8] Equals result of Excel Solver function; goal: Column [7] equals \$0.00
- [9] Equals  $(\text{Column [17]} / \text{Column [12]})^{(1/(2016-2011))} - 1$
- [10] Equals  $(\text{Column [22]} / \text{Column [17]})^{(1/(2021-2016))} - 1$
- [11] Equals  $(\text{Column [27]} / \text{Column [22]})^{(1/(2026-2021))} - 1$
- [12] Source: Value Line
- [13] Equals  $\text{Column [12]} \times (1 + \text{Column [2]})$
- [14] Equals  $\text{Column [13]} \times (1 + \text{Column [2]})$
- [15] Equals  $\text{Column [14]} \times (1 + \text{Column [2]})$
- [16] Equals  $\text{Column [15]} \times (1 + \text{Column [2]})$
- [17] Equals  $\text{Column [16]} \times (1 + \text{Column [2]})$
- [18] Equals  $(1 + (\text{Column [2]} + (((\text{Column [3]} - \text{Column [2]}) / (2021 - 2016 + 1)) \times (2017 - 2016)))) \times \text{Column [17]}$
- [19] Equals  $(1 + (\text{Column [2]} + (((\text{Column [3]} - \text{Column [2]}) / (2021 - 2016 + 1)) \times (2018 - 2016)))) \times \text{Column [18]}$
- [20] Equals  $(1 + (\text{Column [2]} + (((\text{Column [3]} - \text{Column [2]}) / (2021 - 2016 + 1)) \times (2019 - 2016)))) \times \text{Column [19]}$
- [21] Equals  $(1 + (\text{Column [2]} + (((\text{Column [3]} - \text{Column [2]}) / (2021 - 2016 + 1)) \times (2020 - 2016)))) \times \text{Column [20]}$
- [22] Equals  $(1 + (\text{Column [2]} + (((\text{Column [3]} - \text{Column [2]}) / (2021 - 2016 + 1)) \times (2021 - 2016)))) \times \text{Column [21]}$
- [23] Equals  $\text{Column [22]} \times (1 + \text{Column [3]})$
- [24] Equals  $\text{Column [23]} \times (1 + \text{Column [3]})$
- [25] Equals  $\text{Column [24]} \times (1 + \text{Column [3]})$
- [26] Equals  $\text{Column [25]} \times (1 + \text{Column [3]})$
- [27] Equals  $\text{Column [26]} \times (1 + \text{Column [3]})$
- [28] Equals Column [4]
- [29] Equals  $\text{Column [28]} + ((\text{Column [32]} - \text{Column [28]}) / 4)$
- [30] Equals  $\text{Column [29]} + ((\text{Column [32]} - \text{Column [28]}) / 4)$
- [31] Equals  $\text{Column [30]} + ((\text{Column [32]} - \text{Column [28]}) / 4)$
- [32] Equals Column [5]
- [33] Equals  $\text{Column [32]} + ((\text{Column [38]} - \text{Column [32]}) / 6)$
- [34] Equals  $\text{Column [33]} + ((\text{Column [38]} - \text{Column [32]}) / 6)$
- [35] Equals  $\text{Column [34]} + ((\text{Column [38]} - \text{Column [32]}) / 6)$
- [36] Equals  $\text{Column [35]} + ((\text{Column [38]} - \text{Column [32]}) / 6)$
- [37] Equals  $\text{Column [36]} + ((\text{Column [38]} - \text{Column [32]}) / 6)$
- [38] Equals Column [6]
- [39] Equals Column [6]
- [40] Equals Column [6]
- [41] Equals Column [6]
- [42] Equals Column [6]
- [43] Equals  $\text{Column [13]} \times \text{Column [28]}$
- [44] Equals  $\text{Column [14]} \times \text{Column [29]}$
- [45] Equals  $\text{Column [15]} \times \text{Column [30]}$
- [46] Equals  $\text{Column [16]} \times \text{Column [31]}$
- [47] Equals  $\text{Column [17]} \times \text{Column [32]}$
- [48] Equals  $\text{Column [18]} \times \text{Column [33]}$
- [49] Equals  $\text{Column [19]} \times \text{Column [34]}$
- [50] Equals  $\text{Column [20]} \times \text{Column [35]}$
- [51] Equals  $\text{Column [21]} \times \text{Column [36]}$
- [52] Equals  $\text{Column [22]} \times \text{Column [37]}$
- [53] Equals  $\text{Column [23]} \times \text{Column [38]}$
- [54] Equals  $\text{Column [24]} \times \text{Column [39]}$
- [55] Equals  $\text{Column [25]} \times \text{Column [40]}$
- [56] Equals  $\text{Column [26]} \times \text{Column [41]}$
- [57] Equals  $\text{Column [27]} \times \text{Column [42]}$
- [58] Equals  $(\text{Column [57]} \times (1 + \text{Column [3]})) / (\text{Column [8]} - \text{Column [3]})$
- [59] Equals  $\text{Column [58]} / \text{Column [27]}$
- [60] Equals negative net present value; discount rate equals Column [8], cash flows equal Column [61] through Column [76]
- [61] Equals \$0.00
- [62] Equals Column [43]
- [63] Equals Column [44]
- [64] Equals Column [45]
- [65] Equals Column [46]
- [66] Equals Column [47]
- [67] Equals Column [48]
- [68] Equals Column [49]
- [69] Equals Column [50]
- [70] Equals Column [51]
- [71] Equals Column [52]
- [72] Equals Column [53]
- [73] Equals Column [54]
- [74] Equals Column [55]
- [75] Equals Column [56]
- [76] Equals  $\text{Column [57]} + \text{Column [58]}$