

Small Size Premium and Service Area Comparability

		[1]	[2]	[3]	[4]		
		Customers	Service Area	Customer	Market Cap		
		(Mil)	(Sq. Miles)	Density	(\$Bil)		
				(cust./sq. mi.)			
Otter Tail Power Company		0.13	33,727	3.89	\$0.045		
Median Market to Book for Proxy Group					1.73		
OTP Implied Market Cap					\$0.078		
		[5]	[6]	[7]	[8]	[9]	[10]
Company Name	Ticker	Customers	Service Area	Customer	Market Cap	Market to	Included in
		(Mil)	(Sq. Miles)	Density	(\$Bil)	Book Ratio	Proxy Group
				(Cust./Sq. mi.)			
ALLETE, Inc.	ALE	0.16	2,437	65.79	\$3.60	1.75	✓
Alliant Energy Corporation	LNT	0.95	18,499	51.59	\$9.03	2.17	✓
Ameren Corporation	AEE	2.43	26,553	91.65	\$13.40	1.82	
American Electric Power Company, Inc.	AEP	4.35	112,433	38.69	\$32.89	1.82	
Black Hills Corporation	BKH	0.21	18,830	11.06	\$2.84	1.69	✓
CMS Energy Corporation	CMS	1.80	28,175	64.05	\$12.29	2.72	
Dominion Resources, Inc.	D	2.55	13,239	192.61	\$48.34	2.96	
DTE Energy Company	DTE	2.17	7,775	279.03	\$18.46	1.96	
Duke Energy Corporation	DUK	7.45	99,739	74.68	\$53.66	1.29	
EI Paso Electric Company	EE	0.41	7,012	58.26	\$2.06	1.81	✓
Hawaiian Electric Industries, Inc.	HE	0.46	5,800	79.15	\$3.65	1.73	✓
IDACORP, Inc.	IDA	0.53	28,944	18.31	\$4.23	1.88	✓
Northwestern Corporation	NWE	0.43	100,767	4.23	\$2.59	1.46	✓
OGE Energy Corp.	OGE	0.83	27,304	30.40	\$6.27	1.72	✓
Pinnacle West Capital Corporation	PNW	1.19	3,014	396.04	\$8.72	1.70	
PNM Resources, Inc.	PNM	0.76	7,212	105.93	\$3.05	1.63	✓
Portland General Electric Company	POR	0.86	3,074	279.55	\$3.67	1.52	
Southern Company	SO	4.58	118,840	38.53	\$44.27	1.84	
WEC Energy Group, Inc.	WEC	1.59	11,910	133.75	\$19.52	2.08	
Xcel Energy Inc.	XEL	3.54	56,639	62.54	\$22.54	1.97	
ALL COMPANIES - MEAN		1.1	18,665	64.92	\$8.88	1.81	
ALL COMPANIES - MEDIAN		1.9	34,910	103.79	\$15.75	1.88	
PROXY COMPANIES - MEAN		0.5	24,090	47.19	\$4.15	1.76	
PROXY COMPANIES - MEDIAN		0.5	18,499	51.59	\$3.60	1.73	

Market Capitalization (\$Mil) [11]			
Decile	Low	High	Size Premium
2	\$ 10,784.101	\$24,233.747	0.61%
3	\$ 5,683.991	\$10,711.194	0.89%
4	\$ 3,520.566	\$ 5,676.716	0.98%
5	\$ 2,392.689	\$ 3,512.913	1.51%
6	\$ 1,571.193	\$ 2,390.899	1.66%
7	\$ 1,033.341	\$ 1,569.984	1.72%
8	\$ 569.279	\$ 1,030.426	2.08%
9	\$ 263.715	\$ 567.843	2.68%
10	\$ 2.516	\$ 262.891	5.59%

Notes:

- [1] Source: S&P Global Market Intelligence
- [2] Source: S&P Global Market Intelligence
- [3] Equals [1] / [2]
- [4] Proposed Rate Base x Equity ratio
- [5] Source: S&P Global Market Intelligence
- [6] Source: S&P Global Market Intelligence
- [7] Equals [5] / [6]
- [8] Source: S&P Global Market Intelligence, 30-day average
- [9] Source: S&P Global Market Intelligence, 30-day average
- [10] Indicates if proxy group screening criteria were met
- [11] Source: Duff and Phelps 2017 Valuation Handbook