

## The C Three Group Energy Utility Industry Totals and Averages

Measure	2000	2001	2002	2003	2004	2005
<b>Income Statement</b>						
Total Revenue	\$355,164,918,457	\$423,046,844,440	\$394,045,242,955	\$422,951,725,052	\$449,153,120,432	\$485,312,541,933
Total Operating Income	\$47,131,182,940	\$75,111,293,233	\$49,552,659,265	\$50,012,696,366	\$63,195,807,285	\$63,338,532,859
Net Income	\$18,628,639,127	\$25,722,275,569	(\$9,718,160,344)	\$9,393,196,483	\$28,015,459,040	\$28,058,917,238
Comprehensive Income	\$15,371,360,127	\$22,835,642,569	(\$21,651,806,497)	\$15,668,777,971	\$25,837,048,266	\$22,296,852,468
Trading Revenue	\$31,285,332,867	\$53,575,317,996	\$33,455,436,425	\$3,206,335,000	\$358,120,000	\$10,154,159,113
Trading Income	\$5,000,347,803	\$5,685,050,940	(\$2,423,628,736)	\$358,120,000	\$10,154,159,113	\$20,104,631,607
Dividends Per Share	\$1.25	\$1.23	\$1.18	\$1.12	\$1.15	\$1.21
<b>Balance Sheet</b>						
Total Assets	\$1,056,523,336,644	\$1,096,285,169,799	\$1,087,699,973,746	\$1,091,561,785,084	\$1,095,385,208,172	\$1,143,645,132,485
Investments	\$53,212,743,293	\$74,911,421,901	\$42,919,227,855	\$137,033,047,710	\$50,944,444,422	\$31,027,493,000
Goodwill / Intangible Assets	\$57,653,901,000	\$63,277,085,283	\$62,611,473,141	\$61,907,566,664	\$58,451,993,415	\$60,373,842,134
Long-Term Debt	\$291,745,487,613	\$336,202,273,498	\$372,238,379,108	\$399,466,247,545	\$386,354,769,366	\$371,559,558,560
Shareholder Equity	\$215,951,459,367	\$241,949,027,446	\$224,884,528,048	\$238,211,261,952	\$259,639,010,420	\$271,919,626,262
<b>Cash Flow</b>						
Operating Cash Flow	\$43,353,012,417	\$66,264,277,235	\$63,240,146,027	\$66,000,381,695	\$67,763,944,000	\$56,781,667,418
Capital Expenditures	\$66,008,163,595	\$84,221,436,390	\$71,584,782,117	\$54,426,694,749	\$50,858,841,912	\$56,971,312,156
Free Cash Flow	(\$22,655,151,178)	(\$17,957,159,155)	(\$8,344,636,090)	\$11,573,686,946	\$16,905,102,088	(\$189,644,738)
Common Stock Repurchased	\$8,698,888,000	\$1,868,904,000	\$1,368,822,000	\$226,199,000	\$7,208,735,652	\$5,912,479,000
Common Stock Issued	\$10,231,360,338	\$14,427,089,151	\$16,812,552,887	\$11,315,550,836	\$12,413,824,542	\$11,782,480,209
Long-Term Debt Issued	\$72,591,570,194	\$109,759,213,000	\$75,249,300,850	\$93,535,958,000	\$62,801,529,000	\$58,891,623,000
Long-Term Debt Retired	\$41,050,762,042	\$53,419,542,411	\$55,137,253,901	\$119,216,464,967	\$85,625,590,420	\$60,472,759,533
Acquisitions	\$31,892,048,000	\$27,614,379,000	\$14,104,071,888	\$10,154,159,113	\$5,291,104,000	\$11,106,524,000
Asset Sales	\$15,849,727,195	\$9,631,906,044	\$16,701,083,458	\$20,104,631,607	\$28,834,227,752	\$28,834,227,752
Common Dividend Payments	\$15,145,556,593	\$15,286,103,775	\$15,432,749,669	\$14,357,358,812	\$15,621,956,284	\$17,169,235,326

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<b>Non-Regulated Results</b>						
Non-Regulated Revenue	\$140,146,024,590	\$181,285,707,002	\$176,373,827,803	\$187,033,433,953	\$192,163,509,923	\$207,431,344,000
Non-Regulated Net Income	\$6,443,728,538	\$3,055,071,490	(\$12,953,047,039)	(\$3,871,095,846)	\$4,721,123,550	\$8,938,262,000
Non-Regulated Operating Income / EBIT	\$12,865,508,469	\$16,105,947,923	(\$2,902,686,408)	\$10,447,525,000	\$7,793,558,638	\$6,546,876,000
Non-Regulated Assets	\$450,253,443,977	\$528,576,682,432	\$524,151,972,665	\$484,023,197,786	\$460,254,506,155	\$465,420,338,000
Non-Regulated Capital Expenditures	\$37,588,117,369	\$52,849,017,273	\$40,673,266,780	\$25,684,558,574	\$21,114,869,673	\$22,338,096,000
<b>Key Metrics</b>						
ROE	8.6%	10.6%	-4.3%	3.9%	10.8%	10.3%
ROA	1.8%	2.3%	-0.9%	0.9%	2.6%	2.5%
EPS	\$1.55	\$1.96	(\$0.70)	\$1.36	\$1.97	\$1.85
P/E Ratio	19.4	26.7	12.1	13.5	12.9	13.9
Return on Revenue	5.2%	6.1%	-2.5%	2.2%	6.2%	5.8%
Book Value Per Share	\$17.93	\$18.46	\$16.14	\$17.17	\$18.67	\$18.24
LT Debt to Equity	1.35	1.39	1.66	1.68	1.49	1.37
Market Capitalization	\$514,207,813,296	\$398,037,392,869	\$296,011,829,617	\$379,793,126,397	\$474,337,562,034	\$548,859,360,266
Average Shares Outstanding	12,047,171,927	13,109,270,128	13,930,926,551	14,795,627,913	15,508,077,695	16,952,280,406
Dividend Payout Ratio	81.3%	59.4%	-158.8%	152.8%	55.8%	61.2%
Operating Income as % of Revenue	13.3%	17.8%	12.6%	11.8%	14.1%	13.1%
Number of Employees	643,021	706,150	664,839	604,061	575,230	563,634
Revenue Per Employee	\$552,338	\$599,089	\$592,693	\$700,180	\$780,824	\$861,042
Net Income Per Employee	\$28,970	\$36,426	(\$14,617)	\$15,550	\$48,703	\$49,782
Assets Per Employee	\$1,643,062	\$1,552,482	\$1,636,035	\$1,807,039	\$1,904,256	\$2,029,056
Total Electric Customers	80,501,236	81,477,045	89,852,068	90,039,034	93,243,129	94,874,952
Total Gas Customers	52,689,818	54,325,688	59,133,364	60,241,577	61,395,824	62,658,670