

Industry Update  
**Power and Utilities**  
Q3 2020

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# Financial Performance

## Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 09/30/20	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2020 Est. Revenue	2020 Est. EBITDA
<b>Electric Utilities</b>									
NextEra Energy, Inc.	NEE	\$69.39	92.7%	\$197,716	\$126,382	\$18,190	\$9,618	\$19,688	\$10,773
Duke Energy Corporation	DUK	\$88.56	85.3%	\$138,098	\$160,049	\$23,992	\$10,941	\$25,403	\$10,874
The Southern Company	SO	\$54.22	76.3%	\$116,612	\$123,158	\$20,172	\$8,874	\$21,945	\$8,908
Exelon Corporation	EXC	\$35.76	70.8%	\$81,539	\$127,767	\$33,267	\$8,906	\$30,952	\$8,940
American Electric Power Company, Inc.	AEP	\$81.73	77.9%	\$78,068	\$78,689	\$14,924	\$5,399	\$15,817	\$5,984
PG&E Corporation	PCG	\$9.39	51.2%	\$59,932	\$95,587	\$18,464	\$5,846	\$18,514	\$6,187
Xcel Energy Inc.	XEL	\$69.01	94.5%	\$60,302	\$53,708	\$11,377	\$3,990	\$11,827	\$4,167
Edison International	EIX	\$50.84	64.4%	\$47,135	\$68,556	\$13,391	\$4,574	\$13,394	\$5,040
PPL Corporation	PPL	\$27.21	73.9%	\$44,384	\$47,924	\$7,632	\$4,449	\$7,984	\$4,387
Entergy Corporation	ETR	\$98.53	72.7%	\$42,462	\$56,070	\$10,206	\$3,841	\$10,502	\$3,747
FirstEnergy Corp.	FE	\$28.71	54.7%	\$38,217	\$42,922	\$10,735	\$2,317	\$11,400	\$3,715
ITC Limited	ITC	\$2.34	64.5%	\$25,525	\$0	\$6,209	\$2,290	\$427,339	\$149,627
Evergy, Inc.	EVRG	\$50.82	66.4%	\$22,736	\$26,881	\$4,951	\$2,048	\$5,030	\$2,085
Pinnacle West Capital Corporation	PNW	\$74.55	70.7%	\$16,278	\$19,751	\$3,516	\$1,496	\$3,577	\$1,449
OGE Energy Corp.	OGE	\$29.99	64.6%	\$9,900	\$10,498	\$2,109	\$891	\$2,308	\$924
PNM Resources, Inc.	PNM	\$41.33	73.6%	\$7,568	\$7,742	\$1,508	\$631	\$1,486	\$601
Portland General Electric Company	POR	\$35.50	56.3%	\$6,622	\$8,869	\$2,137	\$704	\$2,127	\$696
IDACORP, Inc.	IDA	\$79.90	70.3%	\$6,263	\$6,930	\$1,328	\$475	\$1,335	\$469
Hawaiian Electric Industries, Inc.	HE	\$33.24	60.3%	\$5,583	\$14,481	\$2,784	\$612	\$2,868	\$539
ALLETE, Inc.	ALE	\$51.74	58.9%	\$4,860	\$5,760	\$1,148	\$373	\$1,169	\$404
Otter Tail Corporation	OTTR	\$36.17	62.6%	\$2,432	\$2,535	\$879	\$224	\$887	\$237
Unitil Corporation	UTL	\$38.64	58.8%	\$1,072	\$1,424	\$418	\$117	\$429	\$124

## Financial Performance (cont.)

### Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 09/30/20	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2020 Est. Revenue	2020 Est. EBITDA
<b>Independent Power Producers</b>									
The AES Corporation	AES	\$18.11	85.3%	\$35,722	\$34,267	\$9,531	\$3,238	\$10,390	\$3,356
Vistra Corp.	VST	\$18.86	67.5%	\$19,212	\$25,499	\$11,779	\$4,134	\$11,351	\$3,541
Central Pattana Public Company Limited	CPN	\$1.35	62.7%	\$8,840	\$7,009	\$1,116	\$671	\$26,873	\$16,184
Ormat Technologies, Inc.	ORA	\$59.11	67.9%	\$5,141	\$3,521	\$718	\$349	\$712	\$412
Atlantic Power Corporation	ATP	\$1.97	78.3%	\$943	\$849	\$272	\$98	\$280	\$181
<b>Gas Utilities</b>									
Atmos Energy Corporation	ATO	\$95.59	78.9%	\$16,289	\$14,871	\$2,790	\$1,229	\$3,103	\$1,302
UGI Corporation	UGI	\$32.98	66.4%	\$13,267	\$13,843	\$6,585	\$1,477	\$6,776	\$1,510
Southwest Gas Holdings, Inc.	SWX	\$63.10	68.5%	\$6,677	\$8,430	\$3,233	\$718	\$1,393	\$730
Spire Inc.	SR	\$53.20	60.5%	\$6,278	\$7,823	\$1,829	\$512	\$1,894	\$556
National Fuel Gas Company	NFG	\$40.59	85.1%	\$6,309	\$6,965	\$1,546	\$785	\$1,665	\$838
ONE Gas, Inc.	OGS	\$69.01	71.2%	\$5,693	\$5,764	\$1,499	\$484	\$1,558	\$504
New Jersey Resources Corporation	NJR	\$27.02	59.0%	\$5,316	\$5,282	\$2,033	\$280	\$2,251	\$348
South Jersey Industries, Inc.	SJI	\$19.27	57.6%	\$5,355	\$6,309	\$1,519	\$404	\$1,567	\$421
FirstGroup plc	FGP	\$0.49	28.0%	\$5,024	\$10,388	\$9,655	\$623	\$6,388	\$983
Northwest Natural Holding Company	NWN	\$45.39	58.7%	\$2,599	\$3,618	\$761	\$235	\$793	\$252
Chesapeake Utilities Corporation	CPK	\$84.30	83.2%	\$2,422	\$1,888	\$483	\$163	\$520	\$170
Suburban Propane Partners, L.P.	SPH	\$16.28	66.6%	\$2,302	\$2,075	\$1,114	\$249	\$1,110	\$255
Strabag SE	STR	\$30.82	81.8%	\$1,947	\$13,448	\$16,896	\$1,057	\$14,061	\$983

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## Valuation Metrics

## Return Profile, Trading Multiples

Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Electric Utilities</b>									
NextEra Energy, Inc.	NEE	2.7%	8.3%	-4.3%	52.9%	-3.5%	0.2x	10.9x	20.6x
Duke Energy Corporation	DUK	2.2%	4.2%	-1.6%	45.6%	5.2%	0.2x	5.8x	12.6x
The Southern Company	SO	2.7%	9.7%	-7.6%	44.0%	-1.2%	0.4x	5.8x	13.1x
Exelon Corporation	EXC	2.0%	6.7%	-4.7%	26.8%	-4.6%	0.4x	2.5x	9.2x
American Electric Power Company, Inc.	AEP	2.4%	9.4%	-5.2%	36.2%	2.8%	0.3x	5.2x	14.5x
PG&E Corporation	PCG	1.7%	-34.2%	12.1%	31.7%	31.3%	1.1x	3.2x	10.3x
Xcel Energy Inc.	XEL	2.6%	11.0%	-2.0%	35.1%	5.4%	0.3x	5.3x	15.1x
Edison International	EIX	2.6%	2.3%	8.1%	34.2%	19.1%	0.5x	3.5x	10.3x
PPL Corporation	PPL	4.2%	12.1%	-1.6%	58.3%	2.0%	0.8x	5.8x	10.0x
Entergy Corporation	ETR	2.3%	13.0%	-6.6%	37.6%	17.7%	0.5x	4.2x	11.1x
FirstEnergy Corp.	FE	1.9%	8.4%	-1.3%	21.6%	-32.6%	0.3x	3.6x	16.5x
ITC Limited	ITC	0.0%	0.0%	-4.5%	36.9%	-8.2%	0.6x	4.1x	11.1x
Evergy, Inc.	EVRG	2.7%	7.4%	-5.1%	41.4%	-1.5%	0.4x	4.6x	11.1x
Pinnacle West Capital Corporation	PNW	2.7%	11.2%	-1.1%	42.6%	5.5%	0.3x	4.6x	10.9x
OGE Energy Corp.	OGE	3.0%	-4.9%	-7.1%	42.2%	8.3%	0.7x	4.7x	11.1x
PNM Resources, Inc.	PNM	2.7%	11.8%	3.5%	41.8%	77.7%	0.6x	5.0x	12.0x
Portland General Electric Company	POR	2.1%	6.4%	1.8%	32.9%	-3.3%	0.2x	3.1x	9.4x
IDACORP, Inc.	IDA	2.8%	9.8%	-2.7%	35.8%	5.6%	0.4x	4.7x	13.2x
Hawaiian Electric Industries, Inc.	HE	1.5%	9.3%	-4.2%	22.0%	2.9%	0.1x	2.0x	9.1x
ALLETE, Inc.	ALE	1.9%	7.0%	-20.5%	32.5%	-5.3%	0.3x	4.2x	13.0x
Otter Tail Corporation	OTTR	3.9%	12.1%	-5.0%	25.5%	12.7%	0.3x	2.8x	10.8x
Unitil Corporation	UTL	2.9%	8.0%	-6.5%	28.0%	-2.2%	0.3x	2.6x	9.1x
	<b>Mean</b>	2.4%	5.9%	-3.0%	36.6%	6.1%	0.4x	4.5x	12.0x
	<b>Median</b>	2.6%	8.3%	-4.3%	36.0%	2.9%	0.4x	4.4x	11.1x

## Valuation Metrics (cont.)

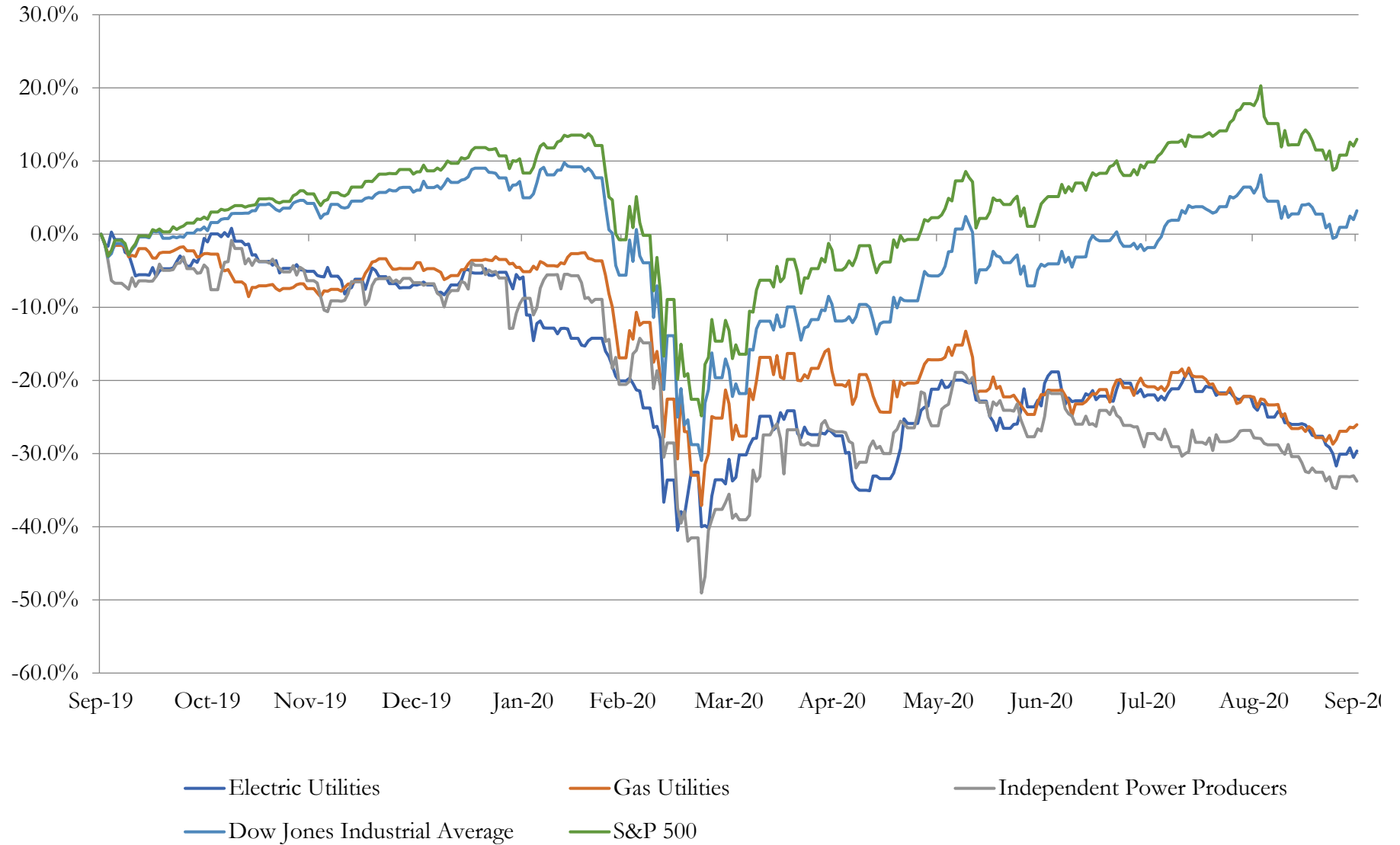
### Return Profile, Trading Metrics

Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Independent Power Producers</b>									
The AES Corporation	AES	4.0%	-7.8%	-8.2%	34.0%	0.2%	0.9x	3.7x	11.0x
Vistra Corp.	VST	5.2%	10.9%	2.3%	35.1%	18.1%	0.9x	1.6x	4.6x
Central Pattana Public Company Limited	CPN	4.6%	15.7%	-6.8%	60.1%	5.1%	0.6x	7.9x	13.2x
Ormat Technologies, Inc.	ORA	3.6%	6.0%	-3.4%	48.5%	-0.1%	0.4x	7.2x	14.7x
Atlantic Power Corporation	ATP	2.4%	-19.5%	-2.9%	36.1%	-13.0%	0.4x	3.5x	9.6x
	Mean	4.0%	1.1%	-3.8%	42.8%	2.1%	0.6x	4.8x	10.6x
	Median	4.0%	6.0%	-3.4%	36.1%	0.2%	0.6x	3.7x	11.0x
<b>Gas Utilities</b>									
Atmos Energy Corporation	ATO	3.6%	9.8%	-3.9%	44.0%	8.3%	0.3x	5.8x	13.3x
UGI Corporation	UGI	4.8%	9.4%	-11.5%	22.4%	21.3%	1.0x	2.0x	9.0x
Southwest Gas Holdings, Inc.	SWX	3.0%	8.6%	5.7%	22.2%	9.4%	0.2x	2.1x	9.3x
Spire Inc.	SR	2.6%	2.9%	-7.0%	28.0%	3.4%	0.1x	3.4x	12.3x
National Fuel Gas Company	NFG	4.5%	-6.0%	-8.7%	50.8%	2.4%	0.7x	4.1x	8.0x
ONE Gas, Inc.	OGS	3.3%	8.8%	-10.0%	32.3%	4.7%	0.2x	3.8x	11.8x
New Jersey Resources Corporation	NJR	2.1%	9.9%	-26.4%	13.8%	14.1%	0.4x	2.6x	19.0x
South Jersey Industries, Inc.	SJI	2.6%	8.4%	-13.5%	26.6%	24.0%	0.8x	3.5x	13.3x
FirstGroup plc	FGP	0.9%	-24.0%	8.8%	6.5%	-13.8%	1.6x	0.5x	8.1x
Northwest Natural Holding Company	NWN	1.9%	7.4%	4.8%	30.9%	-7.7%	0.4x	3.4x	11.1x
Chesapeake Utilities Corporation	CPK	3.6%	11.4%	0.3%	33.7%	3.7%	0.2x	5.0x	14.9x
Suburban Propane Partners, L.P.	SPH	4.0%	10.9%	-13.6%	22.3%	-7.6%	0.8x	2.1x	9.3x
Strabag SE	STR	2.6%	10.0%	-5.7%	6.3%	39.9%	1.2x	0.1x	1.8x
	Mean	3.0%	5.2%	-6.2%	26.1%	7.9%	0.6x	3.0x	10.8x
	Median	3.0%	8.8%	-7.0%	26.6%	4.7%	0.4x	3.4x	11.1x

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## LTM Equity Performance

Major Indexes



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## Recent M&amp;A Activity

*Last Twelve (12) Months as of September 30, 2020*

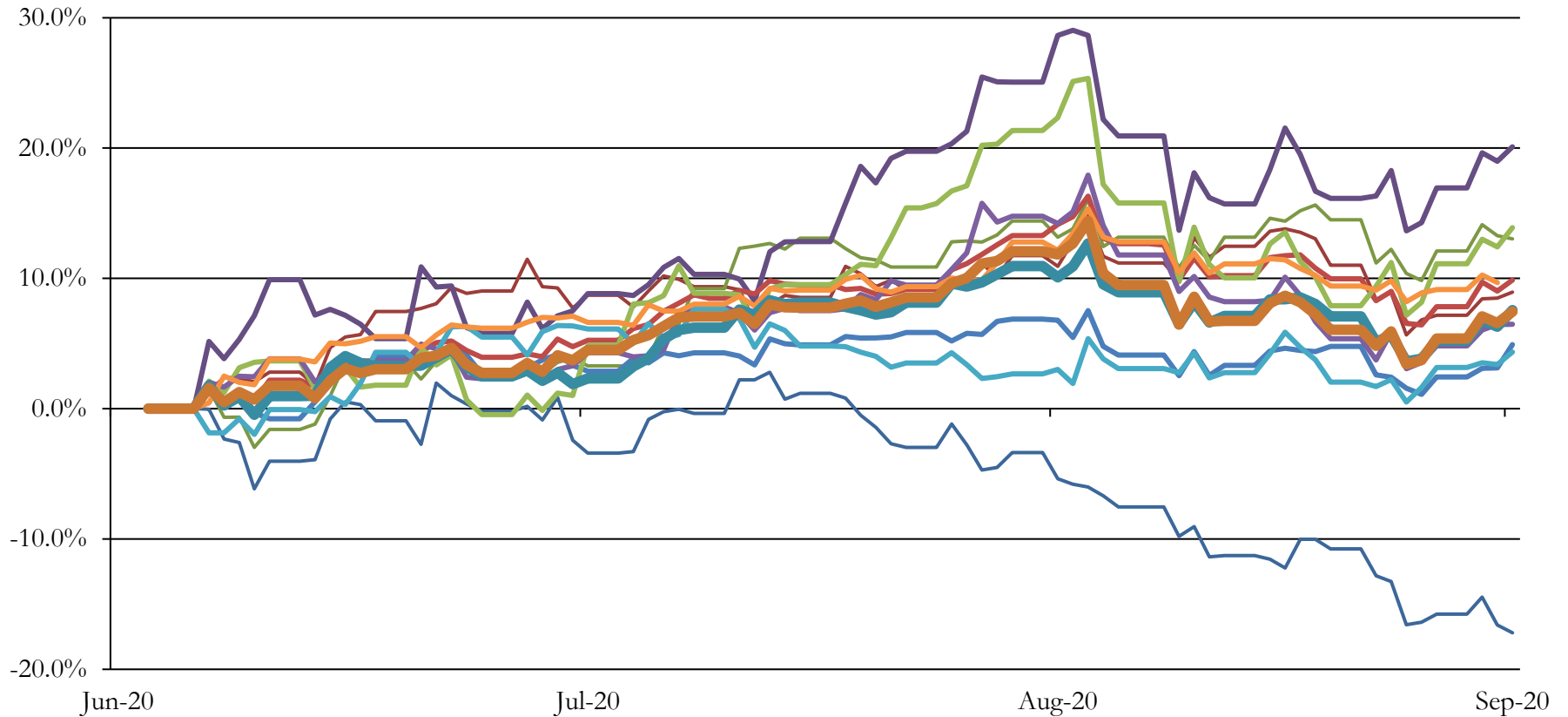
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Mar-20	Pattern Energy Group Inc.	Canada Pension Plan Investment Board	\$6,308
Jul-20	El Paso Electric Company	J.P. Morgan Asset Management, Inc.; JPMorgan Infrastructure Investments, L.P.	\$4,324
Mar-20	Emera Maine (nka:Versant Power)	ENMAX Corporation	\$1,300
Dec-19	Thermal North America, Inc.	Antin Infrastructure Partners S.A.S.	\$1,250
Oct-19	Connecticut Water Service, Inc.	SJW Group	\$1,127
Oct-19	Cube Hydro Partners, LLC/Helix Partners, LLC	Ontario Power Generation Inc.	\$1,123
Dec-19	527 MW Carlsbad Energy Center	Clearway Energy Operating LLC	\$987
Jul-20	Mankato Energy Center of Xcel Energy Inc.	Southwest Generation Operating Company, LLC	\$680
Jan-20	Mankato Energy Center of Xcel Energy Inc.	Northern States Power Company	\$650
Oct-19	Oilfield Water Logistics, LLC	InstarAGF Asset Management Inc.	\$620
Nov-19	Ambit Energy Holdings, LLC	Vistra Energy Corp. (nka:Vistra Corp.)	\$475
Feb-20	Verso Androscoggin LLC	Pixelle Specialty Solutions LLC	\$381
May-20	All Assets of Empire Generating Co, LLC	Black Diamond Capital Management, L.L.C.; MJX Asset Management LLC	\$353
Oct-19	Choctaw facility of NRG Wholesale Generation LP	Entergy Mississippi, Inc. (nka:Entergy Mississippi, LLC)	\$314
Mar-20	76 Distributed Solar Energy Projects of Marina Energy LLC	Goldman Sachs Asset Management, L.P.	\$287
Jun-20	CenterPoint Energy Services Inc. (nka:Symmetry Energy Solutions LLC)	Energy Capital Partners, LLC	\$286
Apr-20	Assets of Alta Holdings, Alta Finance, Oklahoma Energy, Alta Services, Alta	BCE-Mach III LLC	\$232
Nov-19	Distributed Energy Solutions Business of Lockheed Martin Corporation	TRC Companies, Inc.	\$225
Dec-19	Dry Lake II Wind Farm and Copper Crossing Solar Project	Axium Infrastructure Inc.	\$224
Feb-20	Primary Energy Recycling Corp.	SDCL Energy Efficiency Income Trust Plc; Sustainable Development Capital	\$220
Oct-19	Grady Wind facility in New Mexico	Pattern Energy Group Inc.; Vertuous Energy LLC	\$195
Jan-20	Interstate Energy Company LLC	Adelphia Gateway, LLC	\$189
Feb-20	Palmas Altas Wind Farm	JPMorgan Capital Corporation	\$179
Feb-20	Marina Thermal Facility of Marina Energy LLC	DTE Energy Services, Inc.	\$100
May-20	Portfolio of Residential Solar Assets of NRG Yield RPV Holding LLC	Spruce Finance Inc.	\$75
Apr-20	Buckthorn Wind Power Project	Capital Power Corporation	\$68
Nov-19	St. Lawrence Gas Company, Inc.	Liberty Utilities Co.	\$62
Jul-20	North American Electricity Transmission Operation	N/A	\$60
Jul-20	20 MW / 80 MWH Pomona Energy Storage Facility in California	Ormat Nevada, Inc.	\$47
Mar-20	177MWDC portfolio of twenty-two operating utility-scale solar power projects	US Solar Fund Plc; New Energy Solar Manager Pty Limited	\$38

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

Last Three (3) Months as of September 30, 2020



- Energy
- Consumer Discretionary
- Information Technology
- Consumer Staples
- Materials
- Healthcare
- Telecommunication Services
- Dow Jones Industrial Average
- Industrials
- Financials
- Utilities
- S&P 500

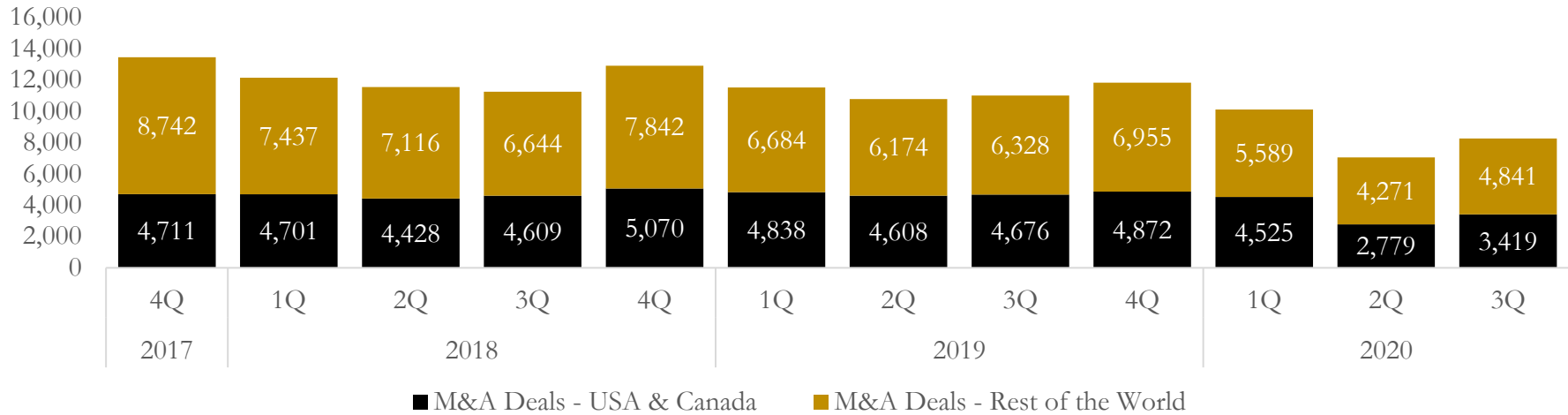


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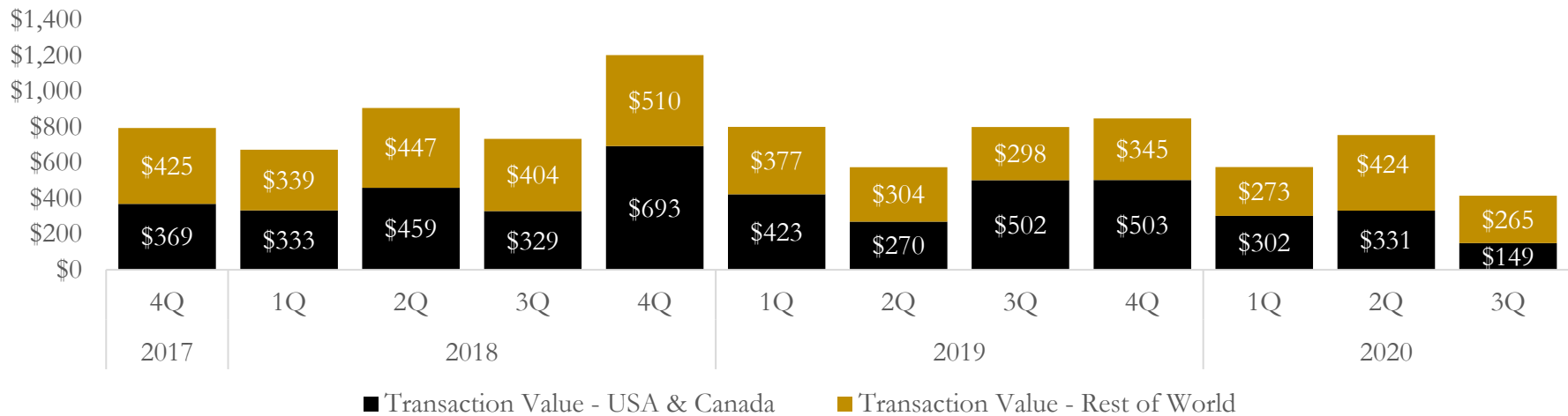
## M&A Deal Flow Statistics

Last Three (3) Years as of September 30, 2020

### M&A Deal Count - Number of Transactions



### M&A Deal Count - Total Transaction Value (\$B)



## About Houlihan Capital

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

### Valuation & Financial Advisory

We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

### Investment Banking

Through our Investment Banking Group, we offer sell side/buy side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

### Litigation Support

Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

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