



Industry Update  
**Power and Utilities**  
Q4 2020

## 1

# 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 12/31/20 | % of 52 Week High | TEV       | Total Assets | LTM Revenue        | LTM EBITDA | 2021 Est. Revenue | 2021 Est. EBITDA |
| <b>Electric Utilities</b>             |        |                   |                   |           |              |                    |            |                   |                  |
| NextEra Energy, Inc.                  | NEE    | \$77.15           | 92.6%             | \$219,181 | \$127,684    | \$17,997           | \$9,461    | \$21,298          | \$11,860         |
| Duke Energy Corporation               | DUK    | \$91.56           | 88.2%             | \$138,289 | \$161,409    | \$23,773           | \$11,045   | \$26,028          | \$11,729         |
| The Southern Company                  | SO     | \$61.43           | 86.4%             | \$117,362 | \$123,158    | \$20,172           | \$8,874    | \$22,083          | \$9,375          |
| Exelon Corporation                    | EXC    | \$42.22           | 83.5%             | \$82,134  | \$127,767    | \$33,267           | \$8,906    | \$30,147          | \$9,079          |
| American Electric Power Company, Inc. | AEP    | \$83.27           | 79.3%             | \$73,839  | \$78,689     | \$14,924           | \$5,399    | \$17,071          | \$6,519          |
| PG&E Corporation                      | PCG    | \$12.46           | 67.9%             | \$63,961  | \$95,587     | \$18,464           | \$5,846    | \$19,452          | \$7,637          |
| Xcel Energy Inc.                      | XEL    | \$66.67           | 87.2%             | \$54,895  | \$0          | \$11,526           | \$4,187    | \$12,293          | \$4,440          |
| Edison International                  | EIX    | \$62.82           | 79.6%             | \$46,859  | \$68,556     | \$13,391           | \$4,574    | \$13,841          | \$5,493          |
| PPL Corporation                       | PPL    | \$28.20           | 76.6%             | \$44,917  | \$47,924     | \$7,632            | \$4,435    | \$8,152           | \$4,581          |
| Entergy Corporation                   | ETR    | \$99.84           | 73.7%             | \$40,424  | \$56,070     | \$10,206           | \$3,780    | \$10,874          | \$3,940          |
| FirstEnergy Corp.                     | FE     | \$30.61           | 58.3%             | \$39,835  | \$42,938     | \$10,735           | \$2,428    | \$11,739          | \$4,022          |
| ITC Limited                           | ITC    | \$2.86            | 85.7%             | \$36,657  | \$9,982      | \$6,329            | \$2,282    | \$501,922         | \$189,245        |
| Evergy, Inc.                          | EVRG   | \$55.51           | 72.5%             | \$22,315  | \$26,881     | \$4,951            | \$2,086    | \$5,053           | \$2,166          |
| Pinnacle West Capital Corporation     | PNW    | \$79.95           | 75.8%             | \$15,524  | \$19,751     | \$3,516            | \$1,496    | \$3,754           | \$1,579          |
| OGE Energy Corp.                      | OGE    | \$31.86           | 68.6%             | \$9,749   | \$10,498     | \$2,109            | \$884      | \$2,367           | \$982            |
| PNM Resources, Inc.                   | PNM    | \$48.53           | 86.4%             | \$7,838   | \$7,742      | \$1,508            | \$631      | \$1,612           | \$721            |
| Portland General Electric Company     | POR    | \$42.77           | 67.8%             | \$6,789   | \$8,869      | \$2,137            | \$704      | \$2,170           | \$837            |
| IDACORP, Inc.                         | IDA    | \$96.03           | 84.5%             | \$6,142   | \$6,930      | \$1,328            | \$475      | \$1,330           | \$475            |
| Hawaiian Electric Industries, Inc.    | HE     | \$35.39           | 64.2%             | \$6,103   | \$14,542     | \$2,654            | \$617      | \$2,990           | \$569            |
| ALLETE, Inc.                          | ALE    | \$61.94           | 73.1%             | \$5,557   | \$5,879      | \$1,153            | \$385      | \$1,253           | \$463            |
| Otter Tail Corporation                | OTTR   | \$42.61           | 74.9%             | \$2,507   | \$2,535      | \$879              | \$225      | \$940             | \$263            |
| Unitil Corporation                    | UTL    | \$44.27           | 67.3%             | \$1,222   | \$1,478      | \$419              | \$126      | \$458             | \$138            |

## 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 12/31/20 | % of 52 Week High | TEV      | Total Assets       | LTM Revenue | LTM EBITDA | 2021 Est. Revenue | 2021 Est. EBITDA |
| <b>Independent Power Producers</b>     |        |                   |                   |          |                    |             |            |                   |                  |
| The AES Corporation                    | AES    | \$23.50           | 99.5%             | \$39,451 | \$34,267           | \$9,531     | \$3,237    | \$10,617          | \$3,813          |
| Vistra Corp.                           | VST    | \$19.66           | 83.3%             | \$20,464 | \$25,499           | \$11,779    | \$4,134    | \$11,174          | \$3,299          |
| Central Pattana Public Company Limited | CPN    | \$1.59            | 73.7%             | \$10,943 | \$7,023            | \$1,027     | \$627      | \$32,787          | \$20,075         |
| Ormat Technologies, Inc.               | ORA    | \$90.28           | 98.1%             | \$8,084  | \$3,521            | \$718       | \$353      | \$707             | \$419            |
| Atlantic Power Corporation             | ATP    | \$2.10            | 79.5%             | \$1,019  | \$840              | \$267       | \$96       | \$308             | \$183            |
| <b>Gas Utilities</b>                   |        |                   |                   |          |                    |             |            |                   |                  |
| Atmos Energy Corporation               | ATO    | \$95.43           | 78.8%             | \$16,024 | \$16,476           | \$2,860     | \$1,303    | \$3,327           | \$1,492          |
| UGI Corporation                        | UGI    | \$34.96           | 77.2%             | \$14,254 | \$0                | \$6,484     | \$1,703    | \$7,132           | \$1,584          |
| Southwest Gas Holdings, Inc.           | SWX    | \$60.75           | 74.4%             | \$6,423  | \$8,430            | \$3,233     | \$715      | \$1,519           | \$796            |
| Spire Inc.                             | SR     | \$64.04           | 72.8%             | \$6,926  | \$8,516            | \$1,801     | \$566      | \$2,000           | \$593            |
| National Fuel Gas Company              | NFG    | \$41.13           | 88.1%             | \$6,394  | \$7,039            | \$1,543     | \$790      | \$2,068           | \$989            |
| ONE Gas, Inc.                          | OGS    | \$76.77           | 79.2%             | \$5,755  | \$5,764            | \$1,499     | \$484      | \$1,630           | \$540            |
| New Jersey Resources Corporation       | NJR    | \$35.55           | 79.6%             | \$5,917  | \$0                | \$1,793     | \$351      | \$2,424           | \$376            |
| South Jersey Industries, Inc.          | SJI    | \$21.55           | 64.5%             | \$5,602  | \$6,309            | \$1,519     | \$407      | \$1,536           | \$482            |
| FirstGroup plc                         | FGP    | \$1.01            | 55.1%             | \$5,484  | \$11,229           | \$9,471     | \$339      | \$8,053           | \$1,108          |
| Northwest Natural Holding Company      | NWN    | \$45.99           | 59.5%             | \$2,635  | \$3,618            | \$761       | \$234      | \$827             | \$271            |
| Chesapeake Utilities Corporation       | CPK    | \$108.21          | 97.1%             | \$2,579  | \$1,888            | \$483       | \$169      | \$567             | \$188            |
| Suburban Propane Partners, L.P.        | SPH    | \$14.86           | 65.0%             | \$2,293  | \$2,110            | \$1,079     | \$253      | \$1,160           | \$263            |
| Strabag SE                             | STR    | \$34.80           | 89.9%             | \$2,288  | \$13,448           | \$16,896    | \$1,057    | \$14,736          | \$1,028          |

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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    | 2.6%             | 5.5%             | -6.3%          | 52.6%         | -4.9%         | 0.2x              | 12.1x             | 23.0x            |
| Duke Energy Corporation               | DUK    | 2.2%             | 3.9%             | -3.7%          | 46.5%         | 2.6%          | 0.3x              | 5.8x              | 12.4x            |
| 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%         | 0.5x              | 2.4x              | 9.1x             |
| American Electric Power Company, Inc. | AEP    | 2.4%             | 9.4%             | -5.2%          | 36.2%         | 2.8%          | 0.3x              | 4.9x              | 13.7x            |
| PG&E Corporation                      | PCG    | 1.7%             | -34.2%           | 12.1%          | 31.7%         | 31.3%         | 1.4x              | 3.5x              | 10.9x            |
| Xcel Energy Inc.                      | XEL    | 0.0%             | 10.9%            | 0.0%           | 36.3%         | 9.9%          | 0.3x              | 4.8x              | 13.2x            |
| Edison International                  | EIX    | 2.6%             | 2.3%             | 8.1%           | 34.2%         | 19.1%         | 0.6x              | 3.5x              | 10.3x            |
| PPL Corporation                       | PPL    | 4.2%             | 12.1%            | -1.6%          | 58.1%         | 1.7%          | 0.8x              | 5.9x              | 10.1x            |
| Entergy Corporation                   | ETR    | 2.2%             | 13.0%            | -6.6%          | 37.0%         | 17.5%         | 0.5x              | 3.9x              | 10.7x            |
| FirstEnergy Corp.                     | FE     | 1.9%             | 8.4%             | -1.3%          | 22.6%         | -28.1%        | 0.2x              | 3.7x              | 16.3x            |
| ITC Limited                           | ITC    | 13.1%            | 23.5%            | -6.6%          | 36.1%         | -13.0%        | 0.7x              | 5.4x              | 14.9x            |
| Evergy, Inc.                          | EVRG   | 2.7%             | 7.4%             | -5.1%          | 42.1%         | 1.6%          | 0.4x              | 4.5x              | 10.6x            |
| Pinnacle West Capital Corporation     | PNW    | 2.7%             | 11.2%            | -1.1%          | 42.6%         | 5.5%          | 0.3x              | 4.4x              | 10.3x            |
| OGE Energy Corp.                      | OGE    | 2.9%             | -4.9%            | -7.1%          | 41.9%         | 6.2%          | 0.7x              | 4.6x              | 11.0x            |
| PNM Resources, Inc.                   | PNM    | 2.7%             | 11.8%            | 3.5%           | 41.8%         | 77.7%         | 0.5x              | 5.2x              | 12.4x            |
| Portland General Electric Company     | POR    | 2.1%             | 6.4%             | 1.8%           | 32.9%         | -3.3%         | 0.3x              | 3.2x              | 9.7x             |
| IDACORP, Inc.                         | IDA    | 2.8%             | 9.8%             | -2.7%          | 35.8%         | 5.6%          | 0.5x              | 4.6x              | 12.9x            |
| Hawaiian Electric Industries, Inc.    | HE     | 1.5%             | 9.2%             | -8.8%          | 23.3%         | 2.7%          | 0.2x              | 2.3x              | 9.8x             |
| ALLETE, Inc.                          | ALE    | 1.9%             | 7.3%             | -16.7%         | 33.4%         | -3.4%         | 0.4x              | 4.7x              | 14.2x            |
| Otter Tail Corporation                | OTTR   | 3.9%             | 12.1%            | -5.0%          | 25.6%         | 12.9%         | 0.4x              | 2.8x              | 11.0x            |
| Unitil Corporation                    | UTIL   | 3.1%             | 8.4%             | -4.5%          | 30.1%         | 4.5%          | 0.5x              | 2.9x              | 9.6x             |
|                                       | Mean   | 2.9%             | 6.8%             | -3.1%          | 36.9%         | 6.5%          | 0.5x              | 4.6x              | 12.2x            |
|                                       | Median | 2.6%             | 8.8%             | -4.6%          | 36.1%         | 2.8%          | 0.4x              | 4.5x              | 11.0x            |

## Valuation Metrics (cont.)

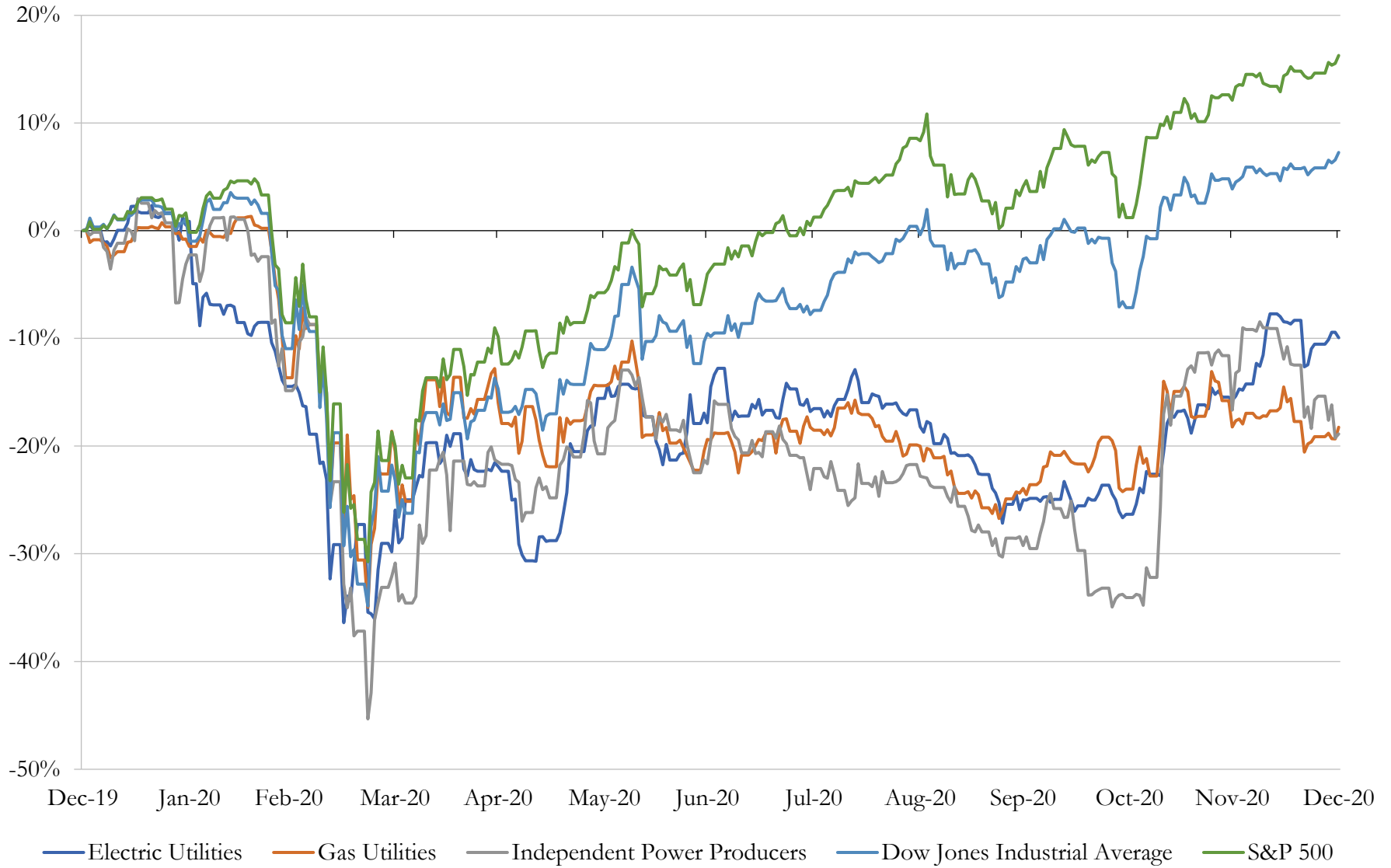
### Return Profile, Trading Metrics

| 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              | 4.1x              | 12.0x            |
| Vistra Corp.                           | VST    | 5.2%             | 10.9%            | 2.3%           | 35.1%         | 18.1%         | 0.9x              | 1.7x              | 4.9x             |
| Central Pattana Public Company Limited | CPN    | 4.4%             | 14.9%            | -12.9%         | 61.0%         | 0.1%          | 0.8x              | 10.3x             | 16.9x            |
| Ormat Technologies, Inc.               | ORA    | 3.6%             | 6.0%             | -3.4%          | 49.2%         | 1.3%          | 0.4x              | 10.8x             | 22.0x            |
| Atlantic Power Corporation             | ATP    | 2.4%             | -15.7%           | -6.9%          | 36.1%         | -18.0%        | 0.3x              | 3.8x              | 10.6x            |
|  | Mean   | 3.9%             | 1.7%             | -5.8%          | 43.1%         | 0.3%          | 0.7x              | 6.1x              | 13.3x            |
|  | Median | 4.0%             | 6.0%             | -6.9%          | 36.1%         | 0.2%          | 0.8x              | 4.1x              | 12.0x            |
| <b>Gas Utilities</b>                   |        |                  |                  |                |               |               |                   |                   |                  |
| Atmos Energy Corporation               | ATO    | 3.5%             | 9.6%             | -1.4%          | 45.7%         | 11.9%         | 0.4x              | 5.5x              | 12.1x            |
| UGI Corporation                        | UGI    | 5.0%             | 13.4%            | -10.4%         | 24.0%         | 43.0%         | 1.0x              | 2.1x              | 8.9x             |
| Southwest Gas Holdings, Inc.           | SWX    | 3.0%             | 8.6%             | 5.7%           | 22.1%         | 10.7%         | 0.2x              | 2.0x              | 8.8x             |
| Spire Inc.                             | SR     | 2.7%             | 3.5%             | -5.0%          | 28.8%         | 8.6%          | 0.3x              | 3.6x              | 12.5x            |
| National Fuel Gas Company              | NFG    | 4.2%             | -6.0%            | -8.7%          | 49.2%         | -0.8%         | 0.7x              | 4.1x              | 8.4x             |
| ONE Gas, Inc.                          | OGS    | 3.3%             | 8.8%             | -10.0%         | 32.3%         | 4.7%          | 0.4x              | 3.9x              | 11.9x            |
| New Jersey Resources Corporation       | NJR    | 2.7%             | 11.4%            | -24.6%         | 17.5%         | 34.3%         | 0.5x              | 3.0x              | 17.2x            |
| South Jersey Industries, Inc.          | SJI    | 2.6%             | 8.4%             | -13.5%         | 26.8%         | 24.9%         | 0.9x              | 3.7x              | 13.7x            |
| FirstGroup plc                         | FGP    | 0.6%             | -19.6%           | -0.4%          | 3.6%          | -61.2%        | 1.9x              | 0.6x              | 15.6x            |
| Northwest Natural Holding Company      | NWN    | 1.9%             | 7.4%             | 4.8%           | 30.7%         | -5.0%         | 0.5x              | 3.4x              | 11.1x            |
| Chesapeake Utilities Corporation       | CPK    | 3.6%             | 11.4%            | 0.3%           | 35.0%         | 7.3%          | 0.3x              | 5.3x              | 15.0x            |
| Suburban Propane Partners, L.P.        | SPH    | 4.3%             | 15.5%            | -12.6%         | 23.1%         | -5.8%         | 0.7x              | 2.1x              | 8.9x             |
| Strabag SE                             | STR    | 2.6%             | 10.0%            | -5.7%          | 6.3%          | 39.9%         | 1.1x              | 0.1x              | 2.2x             |
|  | Mean   | 3.1%             | 6.3%             | -6.3%          | 26.5%         | 8.7%          | 0.7x              | 3.0x              | 11.3x            |
|  | Median | 3.0%             | 8.8%             | -5.7%          | 26.8%         | 8.6%          | 0.5x              | 3.4x              | 11.9x            |

# 3

## LTM Equity Performance

Major Indexes



## 4

## Recent M&amp;A Activity

Last Twelve (12) Months as of December 31, 2020

(USD in millions)

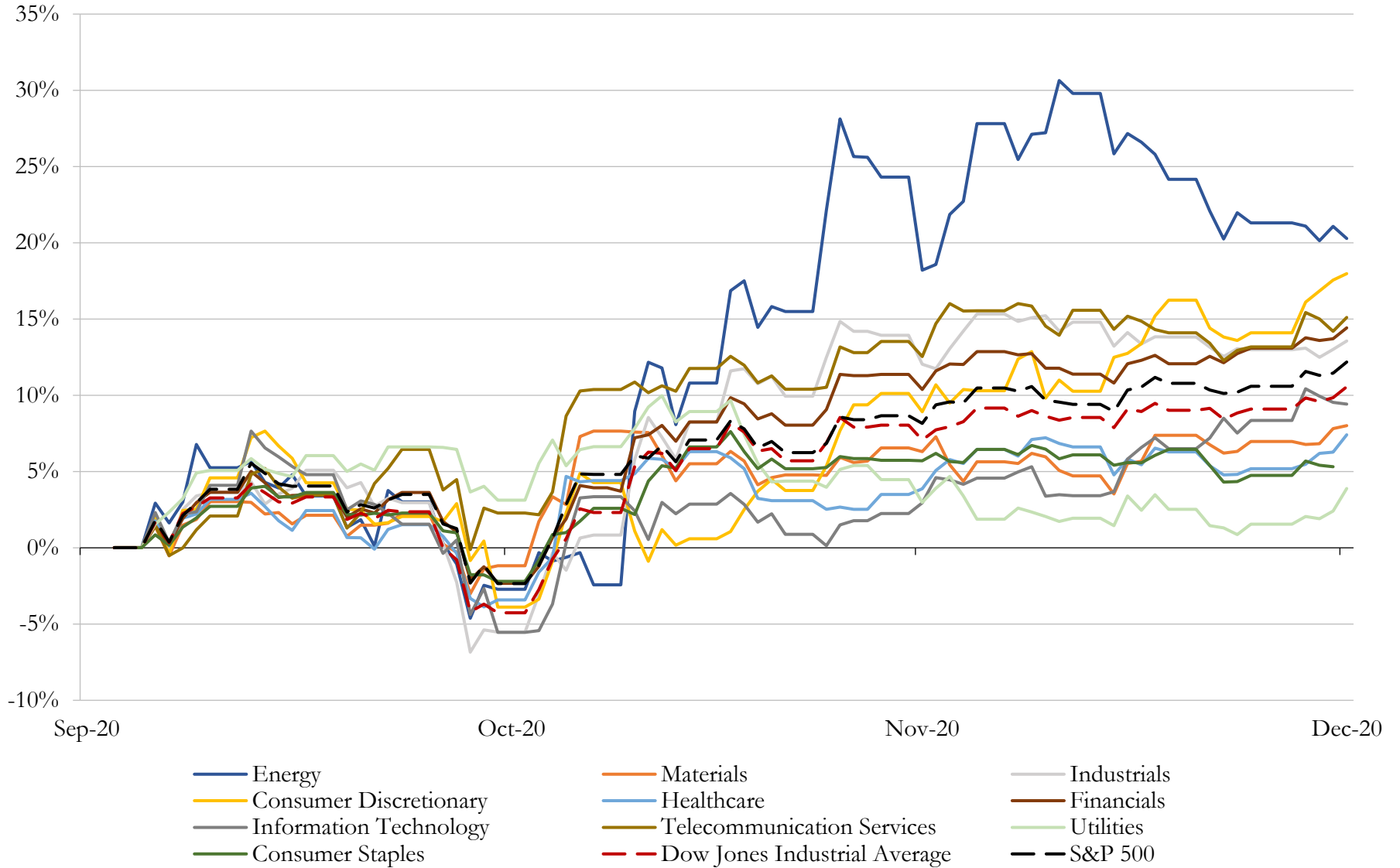
| Close Date | Target  | Acquirer  | Implied TEV |
|------------|---|---|-------------|
| Mar-20     | Pattern Energy Group Inc.   | Canada Pension Plan Investment Board  | \$6,308     |
| Jul-20     | El Paso Electric Company  | J.P. Morgan Asset Management, Inc.; JPMorgan Infrastructure Investments,    | \$4,324     |
| Mar-20     | Emera Maine (nka:Versant Power)   | ENMAX Corporation   | \$1,300     |
| Oct-20     | Massachusetts Natural Gas Assets Of Columbia Gas of Massachusetts           | Eversource Energy   | \$1,100     |
| Jul-20     | Mankato Energy Center of Xcel Energy Inc.                                   | Southwest Generation, LLC   | \$680       |
| Dec-20     | U.S. renewable power portfolio of EDP Renováveis, S.A.                      | Desjardins Financial Security Life Assurance Company; Régime de Rentes du   | \$676       |
| Jan-20     | Mankato Energy Center of Xcel Energy Inc.                                   | Northern States Power Company   | \$650       |
| Sep-20     | 192 MW Hydroelectric Facility in Louisiana                                  | Brookfield Renewable Partners L.P.  | \$560       |
| 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       |
| 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       |
| Sep-20     | Powerton Facility and Units 7 and 8 of the Joliet Facility                  | Midwest Generation LLC  | \$260       |
| Apr-20     | Assets of Alta Holdings, Alta Finance, Oklahoma Energy, Alta Services, Alta | BCE-Mach III LLC  | \$232       |
| Feb-20     | Primary Energy Recycling Corp.  | SDCL Energy Efficiency Income Trust Plc; Sustainable Development Capital    | \$220       |
| Jan-20     | Interstate Energy Company LLC   | Adelphia Gateway, LLC   | \$189       |
| Feb-20     | Palmas Altas Wind Farm  | JPMorgan Capital Corporation  | \$179       |
| Oct-20     | PowerTap Hydrogen Fueling Corp.   | Organic Flower Investments Group Inc. (nka:Clean Power Capital Corp.)       | \$104       |
| 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        |
| 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        |
| Oct-20     | Jerseyville's Water and Wastewater Systems                                  | Illinois American Water Company   | \$43        |
| Mar-20     | 177MWDC portfolio of twenty-two operating utility-scale solar power         | US Solar Fund Plc; New Energy Solar Manager Pty Limited                     | \$38        |
| May-20     | Solar Operations and Maintenance Business of SunPower Corporation           | Clairvest Group Inc.; Clairvest Equity Partners VI Limited Partnership      | \$36        |
| Jan-20     | 39MWDC Solar Power Portfolio of Eight Projects in North Carolina of         | US Solar Fund Plc; New Energy Solar Manager Pty Limited                     | \$36        |
| Jan-20     | Nevada Cogeneration Associates #2   | Panamint Capital  | \$36        |
| Nov-20     | Hudson Ranch 1  | Macquarie Infrastructure and Real Assets; Macquarie Infrastructure Partners | \$36        |
| Nov-20     | Wind and Solar Projects of Building Energy S.p.A.                           | Novis Renewables Holdings, LLC  | \$33        |

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

Last Three (3) Months as of December 31, 2020

### Change in Market Cap by S&P Capital IQ Sector

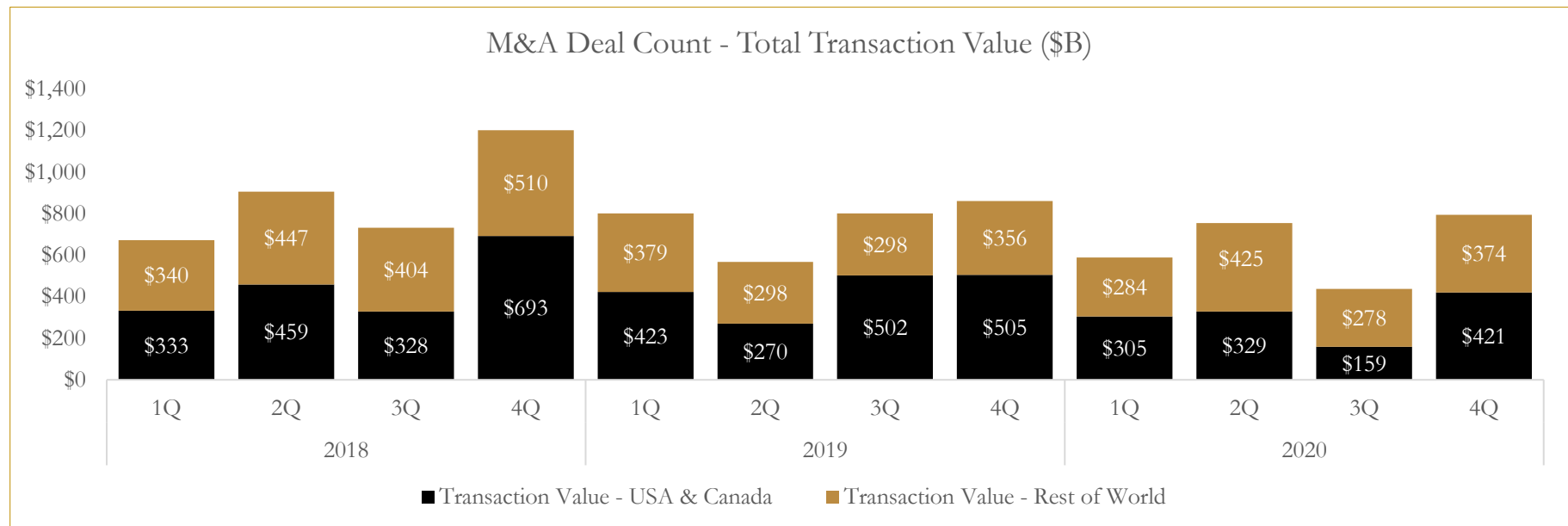
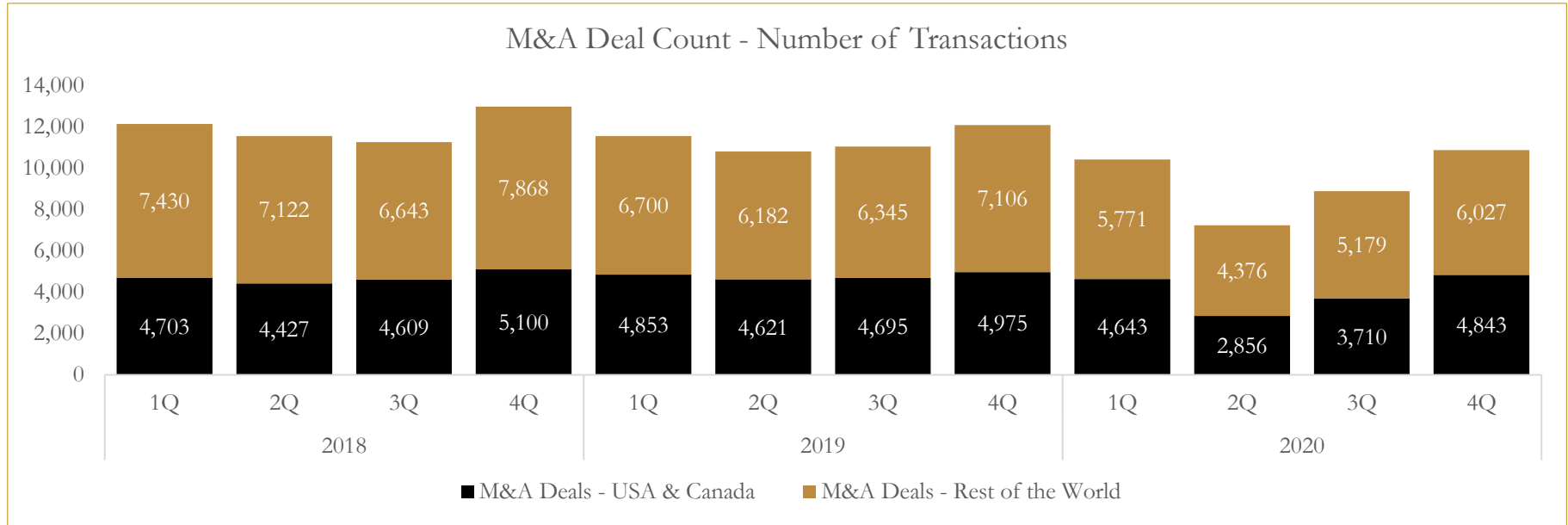




# 6

## M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2020



## 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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