Water and Wastewater Cost of Capital First Quarter 2018 (1-1-2018)

As a Investor-Owned Utility

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Weighted Cost of Capital (Discount Rate)							
(1)	(2)	(2a)	(3)	(3a)	(4)	(4a)	(5)
							After-tax
	Portion of					Tax affect on	Market
	Capital	Type of Data	Capital Cost	Type of Data	Tax Rate	cost of capital	Capital Cost
	AUS Input		AUS Input			·	(2)*(3)*(4a)
Debt	28%	Market	3.60%	Market	28.89%	71.11%	0.72%
Equity	72%	Market	8.99%	Market	0.0%	100.0%	6.47%
Total Capital r	100.0%						7.19%
Growth (g)							1.44%
Rate without Growth: [(1+r)/(1+g)]-1							5.67%
Weighted Cost of Capital (Capitlization Rate)		(2.)	(5)	(2)			(=)
(1)	(2)	(2a)	(3)	(3a)	(4)	(4a)	(5)
							After-tax
	Portion of					Tax affect on	Market
	Capital	Type of Data	Capital Cost	Type of Data	Tax Rate	cost of capital	Capital Cost
	AUS Input	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	AUS Input	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	i di li di di		(2)*(3)
Debt	28%	Market	3.62%	Market	Not Applicable	Not Applicable	1.01%
					••		
Equity	72%	Market	8.99%	Market	Not Applicable	Not Applicable	6.47%
Total Capital r	100.0%						7 400/
Growth (g)	100.0%						7.48%
Rate without Growth: [(1+r)/(1+g)]-1							1.44%
Kate without Growth: [[1+1]/[1+g]]-1							5.96%
Weighted Cost of Capital (Rate of Return on I	-						
(1)	(2)	(2a)	(3)	(3a)	(4)	(4a)	(5)
							After tex
	Portion of					Tax affect on	After-tax Market
	Capital	Type of Data	Capital Cost	Tuno of Data	Tay Pata		
	AUS Input	Type of Data	•	Type of Data	Tax Rate	cost of capital	Capital Cost
Debt	40%	Embedded	AUS Input 3.80%	Embedded	Not Applicable	Not Applicable	(2)*(3) 1.52%
	40%	LINDEGUEU	5.00%	Linnenned	Not Applicable	NOT Applicable	1.3270
Equity	60%	Embedded	8.99%	Market	Not Applicable	Not Applicable	5.39%
Total Capital r	100.0%						6.91%
Growth (g)							0.00% Not Applicable
Rate without Growth: [(1+r)/(1+g)]-1							6.91%

Water Industry As of First Quarter 2018 (1-1-2018) Value Line Investment Surveys

Long Term	Interest	Rate	(embedde	(p
		Long	Term	Interest
			Long Term	Debt
		S&P	Debt	Rating

Input Value Line Input Value Line (4) / (3)

			•	
American states Water		321.0	21.3	6.64%
American Water	۷	6,672.0	349.0	5.23%
Aqua American		1,952.5	80.0	4.10%
California Water		519.7	35.0	6.73%
Connecticut Water		255.2	8.5	3.33%
Consolidated Water Company		ı	,	
Middlesex Water		135.8	6.0	4.42%
SJW Corporation		431.0	20.0	4.64%
York Water		88.9	5.4	6.07%
		10,376.1	525.2	5.06%
Minimum				3.33%
wtd Mean				5.06%
Mean				5.15%
Median				4.94%
Maximum				6.73%
Debt Rating and Cost of Debt				
Embedded		5.06% w	5.06% wtd mean col 5	ъ
Rating (S&P)		A	Input	
Market Cost of Debt @ S&P Rating		4.58% Input	put	
Use		4.58% Input	put	

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Value Line Investment Surveys Water Industry As of First Quarter 2018 (1-1-2018)

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Valueline Valueline No. Issue

Ticker

Company	Exchange	Ticker	No.	Issue	Beta	Divided	8	Revenues		Cas	Cash Flows		Ea	Earnings		Divi	Dividends		Bog	Book Value	
							Past 10	ш (Est'd 14- 16 to 20-	ast 10	Es 16	Est'd 14- 16 to 20- Pi	Past 10	Est 16	Est'd 14- 16 to 20- Pa	st 10	Est' 16 t	Est'd 14- 16 to 20- Pa			t'd 14- to 20-
Inners Value I free	Input Value	Input Value	Input Value	tan I and	Input Value	Input Value	Yrs P Input Value 1	Past 5 yrs Input Value Ir	-	yrs Pa nput Value Inp	Past 5 yrs Input Value Inp 	-	<u> </u>	L a	-	- 4	ne l	-	yrs Pa Input Value Inp	Ľ s	22 Input Value
					2	2						eun	Line	The	l	- Line	Line	Line	Tine	Line	Line
American States Water	NYSE	AWR	1784	1/12/2018	0.8	1.9%	5.5%	3.0%	4.5%	7.5%	6.5%	6.0%	10.0%	9.5%	6.5%	7.0%	10.5%	7.5%	5.5%	5.0%	4.0%
American Water	NYSE	AWK	1785	1/12/2018	0.65	2.0%	3.0%	3.5%	4.5%	23.0%	8.5%	6.5%		11.0%	8.5%		9.0%	10.0%	1.5%	4.0%	5.5%
Aqua American	NYSE	WTR	1786	1/12/2018	0.75	2.2%	4.0%	2.0%	5.0%	7.5%	7.0%	6.0%	8.5%	11.0%	7.0%	8.0%	8.0%	9.0%	7.0%	7.5%	6.5%
California Water	NYSE	CWT	1787	1/12/2018	0.8	1.6%	4.0%	2.0%	3.0%	5.0%	3.5%	5.5%	4.0%	3.0%	10.0%	1.5%	2.0%	7.5%	5.0%	5.0%	3.5%
Connecticut Water	NDQ	CTWS	1788	1/12/2018	0.65	2.1%	4.0%	3.0%	7.0%	6.5%	9.5%	4.5%	8.0%	12.0%	6.5%	2.5%	3.0%	5.5%	6.0%	9.0%	5.0%
Consolidated Water Company	NDQ	CWCO	1789	1/12/2018	-	2.7%	7.5%	1.5%	16.0%	3.0%	-1.5%	13.5%	-1.0%	-5.5%	21.0%	4.5%	0.5%	7.0%	7.5%	2.5%	4.0%
Middlesex Water	NDQ	MSEX	1790	1/12/2018	0.8	2.3%	2.0%	3.0%	3.5%	4.5%	6.5%	8.0%	5.0%	8.0%	9.0%	1.5%	1.5%	5.0%	4.0%	3.0%	4.5%
SJW Corporation	NYSE	SJW	1791	1/12/2018	0.7	1.4%	5.0%	5.5%	5.0%	7.0%	12.0%	4.5%	8.0%	20.5%	7.0%	4.0%	3.0%	7.0%	5.5%	6.5%	4.5%
York Water	NDQ	YORW	1792	1/12/2018	0.8	2.0%	4.0%	3.5%	6.5%	6.5%	6.5%	8.0%	5.5%	6.0%	9.5%	3.5%	3.0%	8.0%	5.0%	3.5%	4.5%
Minimum					0.65	1.40%	2.00%	1.50%	3.00%	3.00%	-1.50%	4.50%	-1.00%	-5.50%	6.50%	1.50%	0.50%	5.00%	1.50%	2.50%	3.50%
wtd Mean																					
Mean					0.77	2.02%	4.33%	3.00%	6.11%	7.83%	6.50%	6.94%	6.00%		9.44%	4.06%	4.50%	7.39%	5.22%	5.11%	4.67%
Median					0.80	2.00%	4.00%	3.00%	5.00%	6.50%	6.50%	6.00%	6.75%	9.50%				7.50%	5.50%	5.00%	4.50%
Maximum					1.00	2.70%	7.50%	5.50%	16.00%	23.00%	12.00%	13.50%				-		10.00%	7.50%	%00%	6.50%
Cost of Equity Dividend Growth Model	lei		0	Cost of Equity Capital Asset Pricing Model (CAPM)	Capital Asset	Pricing Mod	lel (CAPM)														

2.02% mean Col 7 Cost of Equity D Dividend

							Min-Max	0.65-1		Cost of Equity Capital Asset Pricing Model (CAPM)	4.99% Input		0.77	7.07% Input SBBI 7.07% Input		3.88% Input SBBI	1.88% Input SBBI	1.12% Input SBBI	0.00% Input SBBI	0.00% Input	10.45%
		Beta					Input Mi	0.77 0		Cost of Equity Cap	Risk Free Rate	Risk Premium	Beta	Risk Premia	Size Premia	Micro	Small	Mid	Large	Size Premia	Cost of Equity
Est'd 13-	15 to 19-	21	6.11%	6.94%	9.44%	7.39%	4.67%	6.91%													
		Past 5 yrs	3.00%	6.50%	8.39%	4.50%	5.11%	5.50%	Input												
	Past 10	yrs	4.33%	6.50%	6.00%	3.75%	5.50%	5.22%	5.50% Input	rowth Model	2.02%	5.50%	7.52%								
		Growth	Revenues	Cash Flow	Earnings	Dividends	Book Value	Mean	Growth	Cost of Equity Dividend Growth Model	Dividend	Growth	Cost of Equity								

10 year treasure per PA PUC

r_p=r_m-r_f per PA PUC

Cost of Equity Dividend Growth Model Capital Asset Pricing Model (CAPM) Mean Cost of Equity Growth

7.52% 10.45% 8.99% Input 5.50% Input

Value Line Investment Surveys Water Industry As of First Quarter 2018 (1-1-2018)

Company	Exchange	Ticker	Valueline No.	Valueline Issue		Tax Rate	ate	
Input Value Line	Input Value Line	Input Value Line	Input Value Line	Input Value Line	2016 Input Value Line	2017 Input Value Line	2018 Input Value Line	
American States Water	NYSE	AWR	1784	1784 1/12/2018	36.8%	36.5%	21.0%	
American Water	NYSE	AWK	1785	1785 1/12/2018	39.2%	40.0%	21.0%	
Aqua American	NYSE	WTR	1786	1786 1/12/2018	8.2%	9.0%	9.0%	
California Water	NYSE	CWT	1787	1787 1/12/2018	35.5%	35.0%	21.0%	
Connecticut Water	Q Q Q	CTWS	1788	1/12/2018	9.9%	19.0%	20.0%	
Consolitated water Company Middlesex Water	DON	LWCU MSFX	1790 1790	1/12/2018	20.00	/00 CC	20. CO	
SJW Corporation	NYSE	SJW	1791	1/12/2018	38.8%	38.0%	21.0%	
York Water	DDQ	YORW	1792	1/12/2018	31.3%	24.0%	21.0%	
Minimum					8.20%	8,00,6	9.00%	
wtd Mean								
Mean					29.21%	29.19%	19.38%	
Median					34.75%	33.50%	21.00%	
Maximum					39.20%	40.00%	21.00%	
Historical	34.00% Median	Median						
Marginal	35.00% AUS Input	AUS Input	21.00% AUS Input	AUS Input				
US 50-state average	4.91%	4.91% AUS Input	4.91%	4.91% AUS Input				
Pennsylvania	66.6	9.99% AUS Input	9.99%	9.99% AUS Input				
Tax Rate	41.49% Calculated	Calculated	28.89% Calculated	Calculated				

21.0% 21.0% 21.0% 21.0% 20.0%

20-22 Input Value Line 21.0% 21.0% 21.0% 10.00%

19.50% 21.00% 21.00%

Value Line Investment Surveys

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	Total Market tion Capital	Line (6)+(14)+(18)	\$s Million	2,436.0	23,360.7	8,925.9	2,897.1	953.5	188.2	808.2	1,733.5	517.8	41,820.7																						
	Capitalization	Input Value Line		84.92% Mid Cap	68.02% Large Cap	76.94% Large Cap	74.08% Mid Cap	72.31% Small Cap	Small Cap	Small Cap	75.14% Mid Cap	Small Cap																							
	Portion Market Equity	(18) / (21)	*	84.92%	68.02%								72.26%	/000 03	9270-02	12.20%	19.23%	76.94%	867.9%																
	Market Equity	Input Value Line	\$s Million	2,068.7			2				-		30,219.9																						
	Price per Share	Input Value Line	\$s per Share	0 56.4	w							33.35																							
	Shares Outstanding	Input Value Line	Shares Million	36.67917500	178.37540000	177.69059800	48.01500000	12.06829900	14.90171100	16.34603600	20.52085600	12.85943200																							
	% Preferred	(14) / (21)	*	0.00%	0.04%	0.00%	0.00%	0.08%	0.00%	0.30%	0.00%	0.00%	0.03%		10000	0.00%	%cn.n	0.00%	0.30%																
	Preferred Stock	Input Value Line	\$s Million	ı	9.0		, ,	0.8		2.4			12.2																						
	Book Equity	Input Value Line	*	60.0%	46.5%	53.0%	57.0%	%C.5C	100.0%	14 007	%0.1C	%0./c		46 50%		20,000		57.00%	100.00%																
	Book Debt	Input Value Line	*					•	%0.0 27 EV					7000		7010 00			53.50%																
	Proportion _ of Debt	Input Value Line	*	38.0%	55.0%	%n.nc	44.0%	%0.7 4	%0.0 20 0c	NO.00	47U.64	\$0.CH		%00.0		700000		44.00%	55.00%																
	Long Term Interest Rate Cong Term Long Term (enbedde Debt Interest d)	(8)/(6)	*				6.73% 2.73%		70LV V			e 10:0	×90.c	3.33%	5 06%	5 15%	2000	4.94%	6.73%																
	n Long Term Interest	Input Value Line	\$s Million		349.0		35.0																												
		Input Value Line	\$s Million		% 6,672.0		6 519.7 2 755.7		;			6		9	9			۰ م	9																
	Market ot Debt	(6)/(21)	*		31.94%		2009 TC 0							0.21%	27.71%	20.72%	/020 66	×00.62	31.947																
	Total Debt	Input Value Line	\$s Million		7,462.0	4	2.06/		-			11	0.000(11																						
	Valueline Issue	Input Value Line			1/12/2018						1/12/2018										Embedded	Reference		40.44% mean col 11		0.05% mean col 15		60.00% mean rol 13				40% Input	60% Input		
	Valueline No.	Input Value Line		1784	1785	10011	1788	1780	1790	1791	1797										Emb	Proportion		40.44%		0.05%		50 00%	100.49%			40%	60%	100%	
,	Ticker	Input Value Line Input Value Line Input Value Line		AWR	AWK	TWO	SWED	CWCO	MSEX	AIM.	YORW									ital structure	Market	Proportion Reference Proportion Reference	wtd mean		3		wtd mean					28% input	72% Input		
8)	Exchange	Input Value Line		NYSE	NYSE NYSE	NIVCE		OUN	NDO	NYSF	NDQ	ſ								water industry Capital Structure	Ma	Proportion		27.71%		0.03%		277 26%	100.00%			28%	72%	100%	
Water Industry As of First Quarter 2018 (1-1-2018)	Company	Input Value Line		American States Water	American Water Agua American	California Water	Connecticut Water	Consolidated Water Company	Middlesex Water	SJW Corporation	York Water	Total		Minimum	wtd Mean	Mean	Median	Maximum		Wate		Capital Structure		Debt		Preferred		Equity	Total	:	Use	Debt	Equity	Total	

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Source: Ibbotson SBBI 2013 Valuation Yearbook

A-16	Risk Premia (A-1)-(A-7)	0.0789 0.3408	0.4039	-0.1189 -0.2822	-0.4667	-0.1188 0 5087	-0.0462	0.4486	0.3115 -0 3769	0.2848	-0.0281	-0.1201	-0.1353	-0.0346	0.1729	0.3377	0.1011	01200	0.1654	0.2959	0.2164	0.1571	-0.0383 0.4983	0.2881	0.0357	-0.1422	0.4009	0.0795	-0.0379	0.2306	0 1891	0.1233	0.0826	0.1455	0.1939	0.0556
A-15 /		-0.0149 -0.0208		0.0020 -		-0.1030 - 0.0051			0.0121					0.0316				1060.0					- 0.0050			·				0.006/				·	0.0304	0.0472
											-																									
A-14	U.S. Treasury Bills Total Returns Jan-Dec *	0.0327	0.0356	0.0475 0.0241	0.0107	0:0096	0.0016	0.0017	0.0018	-0.0002	0.0002	0,000	0.0006	0.0035	0.0033	0.0033	0.0035	00000			0.0149		0.0086			0.0314			0.0266	0.0213		0.0354	0.0393	0.0476		0.0521
A-13	utermediate-Term Government Bonds Yields Jan-Dec *	0.0361	0.0401	0.0362 0.0291	0.0412	0.0304	0.0249	0.0163	0.0129	0.0152	0.0098	0.0057	0.0082	0.0145	0.0140	0.0103	0.0112	0.0151	0.0123	0.0162	0.0217	0.0235	0.0172	0.0280	0.0363	0.0284	0.0381	0.0498	0.0331	0.0384	00000	0.0403	0.0490	0.0479	0.0577	0.0596
A-12	itermediate-Term Ii Government Bonds Capital Appreciation Returns Jan-Dec *	0.0151 0.0096	-0.0273	0.0177 0.0333	-0.0540	0.0502	0.0597	0.0494	0.0160	0.0437	0.0318	0.0204	-0.0017	0.0123	0.0035	0.0102	-0.008	7,000 0	0.0095	-0.0069	-0.0163	-0.0057	0.0108	-0.0310	-0.0345	0.0405	-0.0417	-0.0456	0.0/42	-0.0172	01000-	-0.0003	-0.0310	-0.0041	-0.0385	-00.09
A-11	Intermediate-Term Intermediate-Term Intermediate-Term Government Government Government Government Bonds Bonds Bonds Bonds Capital Appreciation Appreciation Total Returns Income Returns Returns Yields Jan-Dec* Jan-Dec* Jan-Dec* Jan-Dec*	0.0378 0.0349	0.0364	0.0407 0.0330	0.0316	0.0363	0.0293	0.0202	0.0144	0.0182	0.0131	0600.0	0.0067	0.0156	0.0144	0.0119	0.0108	0.0156	0.0136	0.0139	0.0198	0.0219	0.0160	0.0245	0.0305	0.0359	0.0293	0.0418	0.0415	0.0354	6760 0 1750 0	0.0400	0.0415	0.0493	0.0488	0.0549
A-10	ntermediate-Term I Government Bonds Total Returns Jan-Dec *	0.0538 0.0452	0.0092	-0.0601 0.0672	-0.0232	0.0810	0060.0	0.0701	0.0306	0.0623	0.0452	0.0296	0.0050	0.0281	0.0180	0.0222	0.0100	0.00185	0.0232	0.0070	0.0036	0.0163	0.0368	-0.0065	-0.0042	0.0784	-0.0129	-0.0039	0.11/6	0.0185	0,000	0.0404	0.0120	0.0469	0.0101	0.0454
A-9	Long-Term I Government Bonds Yields Jan-Dec *	0.0354 0.0316	0.0340	0.0340 0.0330	0.0407	0.0315	0.0293	0.0276	0.0255	0.0252	0.0226	0.0194	0.0204	0.0248	0.0246	0.0199	0.0212	0.0243	0.0209	0.0224	0.0269	0.0279	0.0274	0.0295	0.0345	0.0323	0.0382	0.0447	0.0380	0.0415	71000	0.0423	0.0450	0.0455	0.0556	0.0598
A-8	Long-Term Government Bonds Capital Appreciation Returns Jan-Dec *	0.0391 0.0540	-0.0312	-0.0020 0.0128	-0.0846	0.1294	0.0676	0.0214	0.0464	0.0283	0.0348	0.0377	-0.0101	-0.0037	0.0032	0.0827	-0.0215	0.0470	0.0415	-0.0206	-0.0627	-0.0148	0.0067	-0.0407	-0.0846	0.0382	-0.0923	-0.0620	0.0929	-0.0286	02000-	-0.0072	-0.0345	-0.0106	-0.1355	-0.0551
A-7	Long-Term Government Bonds Income Returns Jan-Dec *	0.0373 0.0341	0.0322	0.0347 0.0332	0.0333	0.0369 0.0312	0.0318	0.0281	0.0277	0.0264	0.0240	0.0223	0.0194	0.0244	0.0246	0.0234	0.0204	07000	0.0275	0.0212	0.0238	0.0266	0.0284	0.0275	0.0299	0.0344	0.0327	0.0401	0.0426	0.0383	0.0400	0.0415	0.0419	0.0449	0.0459	0.0550
A-6	Long-Term Government Bonds Total Returns Jan-Dec *	0.0777 0.0893	0.0010	0.0342 0.0466	-0.0531	0.1684	0.1003	0.0498	0.0752	0.0553	0.0594	0.0609	0.0093	0.0208	0.0281	0.1073	-0.0010	0.0202	0.0645	0.0006	-0.0393	0.0116	0.0364	-0.0129	-0.0559	0.0746	-0.0609	-0.0226	0.1378	0.0097	10100	0.0351	0.0071	0.0365	-0.0918	-0.0026
A-5	Long-Term Corporate Bonds Total Returns Jan-Dec *	0.0737 0.0744	0.0284	0.0327 0.0798	-0.0185	0.1082	0.1384	0.0961	0.0674	0.0613	0.0397	0.0339	0.0273	0.0283	0.C473	0.0408	0.0172	0.0414	0.0331	0.0212	-0.0269	0.0352	0.0341	0.0048	-0.0681	0.0871	-0.0222	-0.0097	0.0907	0.0482		0.0477	-0.0046	0.0020	-0.0495	0.0257
A-4	Small Company Stocks Total Returns Jan-Dec *	0.0028 0.2210	0.3969	-0.5136 -0.3815	-0.4975	-0.0539	0.2422	0.4019	0.6480	0.3280	0.0035	-0.0516	-0.0900	0.8837 0.8837	0.5372	0.7361	-0.1163	7600.0	0.1975	0.3875	0.0780	0.0303	-0.0649 0.6058	0.2044	0.0428	-0.1457	0.6489	0.1640	-0.0329	0.3209	0511.U-	0.2352	0.4175	-0.0701	0.8357	0.3597
A-3	Large Company (Stocks Capital Appreciation Returns Jan-Dec * J	0.0572 0.3091	0.3788	-0.1191 -0.2848	-0.4707	-0.1515 0.4659	-0.0594	0.4137	0.2792 -0.3859	0.2521	-0.0545	-0.1529	-0.1786	0.1945	0.1380	0.3072	-0.1187	-0,0005	0.1026	0.2178	0.1646	0.1178	-0.0662	0.2640	0.0262	-0.1431	0.3806	0.0848	-0.0297	0.2313	0111.0-	0.1297	9060.0	-0.1309	0.2090	0.0766
A-2	Large Company Stocks Income Returns Jan-Dec *	0.0541 0.0571	0.0481	0.0398 0.0457	0.0535	0.0616	0.0446	0.0495	0.0536	0.0483	0.0469	0.0536	0.0671	0.0624	0.0548	0.0497	0.0409	64cU.U	0.0750	0.0877	0.0691	0.0593	0.0546	0.0456	0.0383	0.0384	0.0438	0.0331	0.0326	0.0348	0.02500	0.0333	0.0321	0.0311	0.0364	0.0318
A-1	Large Company Stocks Total Returns Jan-Dec *	0.1162 0.3749	0.4361	-0.0842 -0.2490	-0.4334	-0.0819 0 5399	-0.0144	0.4767	0.3392 -0.3503	0.3112	-0.0041	-0.0978	-0.1159	0.2590	0.1975	0.3611	-0.0807	1/50.0	0.1879	0.3171	0.2402	0.1837	-0.0099	0.3156	0.0656	-0.1078	0.4336	0.1196	0.0047	0.2689	C/00/0-	0.1648	0.1245	-0.1006	0.2398	0.1106
	Year	1926 1927	1928	1929 1930	1931	1932 1933	1934	1935	1936 1937	1938	1939	1940	1941	1942 1943	1944	1945	1946	1947	1949	1950	1951	1952	1953 1954	1955	1956	1957	1958	1959	1960	1961	7061	1964	1965	1966	1967	1968

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Source: Ibbotson SBBI 2013 Valuation Yearbook

A-16	Risk Premia	(A-1)-(A-7)		-0.1445	-0.0273	0.0799	0.1311	-0.3374	0.2921	0.1595	-0.1432	-0.0134	3260.0	-0.1646	0.0791	0.1213	-0.0547	0.2091	0.0949	-0.0269	0.0784	0.2268	0 2233	0.0041	0.0282	-0.0528	0.2983	0.1689	0.2775	0.1547	-0.1561	-0.1741	-0.2769	0.2390	0.0585	0.0022	0.1112	0.0063	-0.4145	5007 O	0.1081
A-15	Inflation		Jan-Dec *	0.0611	0.0549	0.0336	0.0341	0.1220	0.0701	0.0481	0.0677	0.0903	0.1231	0.0894	0.0387	0.0380	0.0395	0.0377	0.0113	0.0441	0.0442	0.0465	TTON'N	0.0290	0.0275	0.0267	0.0254	0.0332	0/TO:0	0.0268	0.0339	0.0155	0.0238	0.0188	0.0326	0.0342	0.0254	0.0408	0000.0	0.0410	0.0296
A-14	>	Total Returns	lan-Dec * J	0.0658	0.0652	0.0439	0.0384	0080.0	0.0580	0.0508	0.0512	0.0718	0.1124	0.1471	0.1054	0.0880	0.0985	0.0772	0.0616	0.0547	0.0635	0.0837	10/0200	0.0351	0.0290	0.0390	0.0560	0.0521	9750.0	0.0468	0.0589	0.0383	0.0165	0.0102	0.0120	0.0298	0.0480	0.0466	0.0160		0.0004
A-13			Jan-Dec *	0.0829	0.0590	0.0525	0.0585	0.0712	0.0719	0.0600	0.0751	0.0883	0.1045	0.1396	0660'0	0.1141	0.1104	0.0855	0.0685	0.0832	0.0917	0.0/94	0.0770	0.0610	0.0522	0.0780	0.0538	0.0616	5/50.0 9000	0.0645	0.0507	0.0442	0.0261	0.0297	0.0347	0.0434	0.0465	0.0328	0.0126	0.0242	0.01/0
A-12	ntermediate-Term I Government Bonds Capital	Appreciation Returns	Jan-Dec *	-0.0727	0.0871	0.0272	-0.0075	-0.0199	0.0012	0.0525	-0.0515	-0.0449	-0.050/0- 16810-	-0.0455	0.1423	-0.0330	0.0122	0.0901	0.0699	-0.0475	-0.0226	0.0434	2010.0	0.0064	0.0556	-0.1114	0.0966	-0.0390	56T0'0	-0.0706	0.0594	0.0323	0.0865	-0.0048	-0.0107	-0.0258	-0.0151	0.0533	0.0992	-0.0442	0.0779
A-11	Intermediate-Term Intermediate-Term Intermediate-Term Government Government Government Bonds Bonds Bonds Bonds Capital	Income Returns	Jan-Dec *	0.0665	0.0749	0.0575	0.0575	0.0724	0.0735	0.0710	0.0649	0.0783	0.0904	0.1297	0.1281	0.1035	0.1168	0.1029	0.0772	0.0747	0.0824	0.0846	CT00.0	0.0627	0.0553	0.0607	0.0669	0.0582	0.0614	0.0530	0.0619	0.0427	0.0398	0.0285	0.0328	0.0392	0.0454	0.0444	0.0296	1020.0	0.0192
A-10	ntermediate-Term II Government Bonds	Total Returns	Jan-Dec *	-0.0074	0.1686	0.0872	0.0516	0.0569	0.0783	0.1287	0.0141	0.0349	0.0409	0.0945	0.2910	0.0741	0.1402	0.2033	0.1514	0.0290	0.0610	0.1329	0.1546	0.0719	0.1124	-0.0514	0.1680	0.0210	0.0838	-0.0177	0.1259	0.0762	0.1293	0.0240	0.0225	0.0136	0.0314	0.1005	0.1311	-0.0240	0.0712
A-9	Long-Term II Government Bonds	Yields	- Jan-Dec	0.0687	0.0648	0.0597	0.0599 2770 0	0.0760	0.0805	0.0721	0.0803	0.0898	0.1199	0.1334	0.1095	0.1197	0.1170	0.0956	0.0789	0.0920	0.0918	0.0816	0.0344	0.0726	0.0654	0.0799	0.0603	0.0673	0.0602	0.0682	0.0558	0.0575	0.0484	0.0511	0.0484	0.0461	0.0491	0.0450	0.0303	0.0408	0.0414
A-8	Long-Term Government Bonds Capital	Appreciation Returns	Jan-Dec	-0.1083	0.0484	0.0661	-0.0035	-0.0345	0.0073	0.0807	-0.0786	-0.0905	-0.0984	-0.1033	0.2395	-0.0982	0.0232	0.1784	0.1499	-0.1069	0.0036	0.0862	-0.0261	0.0034	0.1071	-0.1429	0.2304	-0.0737	0.0891	-0.1435	0.1436	-0.0189	0.1169	-0.0336	0.0326	0.0302	-0.0364	0.0469	0.2050	C70T'0-	0.0374
A-7	Long-Term Government Bonds	Returns	Jan-Dec	0.0595	0.0674	0.0632	0.058/	0.0727	0.0799	0.0789	0.0714	0.0790	0.0997	0.1155	0.1350	0.1038	0.1174	0.1125	0.0898	0.0792	0.0897	0.0881	6190.0	0.0726	0.0717	0.0659	0.0760	0.0618	0.0664	0.0557	0.0650	0.0553	0.0559	0.0480	0.0502	0.0469	0.0468	0.0486	0.0445	0.0347	0.0425
A-6	Long-Term Government Bonds	Total Returns	Jan-Dec	-0.0507	0.1211	0.1323	0.0569	0.0435	0.0920	0.1675	-0.0069	-0.0118	362U U-	0.0186	0.4036	0.0065	0.1548	0.3097	0.2453	-0.0271	0.0967	0.1811	01920	0.0805	0.1824	-0.0777	0.3167	-0.003	C8CT.0	-0.0896	0.2148	0.0370	0.1784	0.0145	0.0851	0.0781	0.0119	0.0988	0.2587	- 101 0	0.1014
A-5	Long-Term Corporate Bonds	Returns	Jan-Dec	-0.0809	0.1837	0.1101	0.0726	-0.0306	0.1464	0.1865	0.0171	-0.0007	92000-	-0.0124	0.4256	0.0626	0.1686	0.3009	0.1985	-0.0027	0.1070	0.1623	0.00/0	0.0939	0.1319	-0.0576	0.2720	0.0140	2621.U 2701.0	-0.0745	0.1287	0.1065	0.1633	0.0527	0.0872	0.0587	0.0324	0.0260	0.0878	2050.0	0.1244 0.1795
A-4	2	Returns		-0.2505	-0.1743	0.1650	0.0443	-0.1995	0.5282	0.5738	0.2538	0.2346	0.4540	0.4134	0.2801	0.3967	-0.0667	0.2466	0.0685	-0.0930	0.2287	0.1018	0C12.0-	0.2335	0.2098	0.0311	0.3446	0.1762	0.2278	0.2979	-0.0359	0.2277	-0.1328	0.6070	0.1839	0.0569	0.1617	-0.0522	-0.3672	5007.0	0.3126 -0.0326
A-3	Large Company Stocks Capital	Appreciation Returns		-0.1142	0.0016	0.1079	0.1263 0.1737	-0.2972	0.3155	0.1915	-0.1150	0.0106	1621.0	-0.0972	0.1476	0.1727	0.0139	0.2634	0.1463	0.0203	0.1241	0.2726	-0.0550	0.0446	0.0706	-0.0154	0.3411	0.2026	1015.0	0.1953	-0.1014	-0.1304	-0.2337	0.2638	0.0899	0.0300	0.1362	0.0353	-0.3849	01010	0.0000
A-2	Large Company Stocks	Returns		0.0304	0.0341	0.0333	0.0309	0.0369	0.0537	0.0438	0.0431	0.0533	1/50.0	0.0489	0.0550	0.0500	0.0456	0.0510	0.0374	0.0364	0.0417	2850.0	0550.0	0.0303	0.0283	0.0282	0.0291	0.0254	0.0168	0.0136	0.0110	0.0118	0.0139	0.0200	0.0175	0.0184	0.0201	0.0196	0.0192	0.0240	0.0202 0.0213
A-1	Large Company Stocks	lotal Returns Ian_Dec *	זפוו-חפר	-0.0850	0.0401	0.1431	0.1898 -0 1466	-0.2647	0.3720	0.2384	-0.0718	0.0656	0.3247	-0.0491	0.2141	0.2251	0.0627	0.3216	0.1847	0.0523	0.1681	0.3149	1160.0-	0.0767	0.0999	0.0131	0.3743	0.2307	0.3336	0.2104	-0.0911	-0.1188	-0.2210	0.2870	0.1087	0.0491	0.1580	0.0549	-0.3700	0.2040	0.0211
		Vear		1969	1970	1971	1972	1974	1975	1976	1977	1978	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989 1000	1991	1992	1993	1994	1995	1996	1991 1992	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	6002	2010 2011

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Source: Ibbotson SBBI 2013 Valuation Yearbook

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A-16	Risk Premia	(A-1)-(A-1)	0.1360 0.2951	0.1028	-0.0109	0.0966	0.1916	0.0687	0.0797	0.5087	-0.4667		0.1350	0.1028	0.2951	-0.0109
A-15	Inflation	-	0.0174 0.0151	0.0076	0.0073	0.0207	0.0211	0.0297	0.0270	0.1816	-0.1030		0.0144	0.0151	0.0211	0.0073
A-14			0.0006 0.0002	0.0002	0.0002	0.0020	0.0080	0.0340	0.0297	0.1471	-0.0002		0.0021	0.0002	0.0080	0.0002
A-13	termediate-Term Government Bonds	Jan-Dec * J	0.0046 0.0149	0.0155	0.0169	0.0185	0.0211	0.0437	0.0372	0.1396	0.0046		0.0174	0.0169	0.0211	0.0149
A-12	termediate-Term Ir Government Bonds Capital Appreciation	Jan-Dec *	0.0148 -0.0468	0.0135	0.0029	0.0058	-0.0029	0.0067	0.0032	0.1423	-0.1114		-0.0055	0.0029	0.0135	-0.0468
A-11	itermediate-Term In Government Bonds	Jan-Dec *	0.0058 0.0102	0.0163	0.0151	0.0136	0.0193	0.0441	0.0376	0.1297	0.0058		0.0149	0.0151	0.0193	0.0102
A-10	Intermediate-Term Intermediate-Term Intermediate-Term Government Government Government Government Bonds Bonds Bonds Bonds Bonds Capital Appreciation	Jan-Dec *	0.0207 -0.0368	0.0300	0.0179	0.0192	0.0164	0.0514	0.0336	0.2910	-0.0601		0.0093	0.0179	0.0300	-0.0368
A-9	Long-Term Ir Government Bonds violds	Jan-Dec *	0.0241 0.0378	0.0246	0.0268	0.0272	0.0254	0.0504	0.0420	0.1334	0.0194		0.0284	0.0268	0.0378	0.0246
A-8	Long-Term Government Bonds Capital Appreciation	Jan-Dec *	0.0088 -0.1570	0.2093	-0.0311	-0.0040	0.0351	0.0077	0.0033	0.2395	-0.1825		0.0105	-0.0040	0.2093	-0.1570
A-7	Long-Term Government Bonds Income	Jan-Dec *	0.0240 0.0288	0.0341	0.0247	0.0230	0.0267	0.0499	0.0417	0.1350	0.0194		0.0275	0.0267	0.0341	0.0230
A-6	Long-Term Government Bonds	Jan-Dec *	0.0331 -0.1278	0.2478	-0.0065	0.0175	0.0624	0.0599	0.0368	0.4036	-0.1490		0.0387	0.0175	0.2478	-0.1278
A-5	Long-Term Corporate Bonds Total	Jan-Dec *	0.1068 -0.0707	0.1728	-0.0102	0.0670	0.1225	0.0637	0.0480	0.4256	-0.0809		0.0563	0.0670	0.1728	-0.0707
A-4	Small Company Stocks Total	Jan-Dec *	0.1824 0.4507	0.0292	-0.0360	0.2565	0.1119	0.1681	0.1832	1.4287	-0.5801		0.1625	0.1119	0.4507	-0.0360
A-3	Large Company Stocks Capital Appreciation	Jan-l	0.1341 0.2960					0.0785	0.1053	0.4659	-0.4707		0.1384	0.1139	0.2960	-0.0073
A-2	Large Company Stocks Income	Jan-Dec *	0.0250 0.0248	0.0216	0.0210	0.0226	0.0221	0.0397	0.0383	0.0877	0.0110		0.0224	0.0221	0.0248	0.0210
A-1	Large Company Stocks Total		0.1600 0.3239	0.1369	0.0138	0.1196			0.1307	0.5399	-0.4334	ast 5 year (60 months)	0.1625	0.1369	0.3239	0.0138
		Year	2012 2013	2014	2015	2016	2017	Average	Median	High	Low	Last 5 year I	Average	Median	High	Low

* Compound Annual Return

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Exhibit 2.4: Large-Cap Stocks, Long-term Government Bonds, and Intermediate-term Government Bonds; Annual Total, Income, Capital Appreciation, and Reinvestment Returns, and Long-term Government Bonds verterm Government Bonds Year-end Yields (%) 1926–2017

		Year-end	Yield	5.25 5.85	6.79	7.12	7.19	6.00	7.51	8.83	10.33	12.45	13.96	9.90 14.11	14.11	8 55	6.85	8.32	9.17	7.94	7.70	5.97	6.11	5.22	7.80	5.38	6.16	5.73	4.68	6.45 5.07	10.0	4.42 2.61	2.97	3.47	4.34	4.65	3.28	1.26	2.42	1.10	0.74 0.61	10.0	ר די די	1.69	1.85	2.11
		Total	Return	8.72 5.16	4.61	5.69	7.83	12.87	1.41	3.49	4.09	3.91	9.45	01.82	14.1	20.33	15.14	2.90	6.10	13.29	9.73	15.46	7.19	11.24	-5.14	16.80	2.10	8.38	10.21	-1.77	12.09	70.7 20.7	2.40	2.25	1.36	3.14	10.05	13.11	-2.40	21.12	8.81 1.66	00.1	3.00	1.79	1.92	1.64
S	Reinvest-	ment	Return	0.16	0.22	0.44	0.36	0.51	0.06	0.14	0.12	0.17	1.03	2.Ub 2.05	0.0 011	1.04	0.43	0.19	0.13	0.49	0.56	0.67	0.28	0.15	-0.08	0.45	0.18	0.30	0.25	-0.01	0.40	0.30 0.30	0.03	0.04	0.03	0.11	0.28	0.23	0.00	0.04	0.U8	10.0	0.0	0.00	-0.02	0.00
n Gov't Bond		Income	Heturn	3.75 5.75	6.58	7.24	7.35	7.10	6.49	7.83	9.04	10.55	12.97	10.21	11 68	10.29	7.72	7.47	8.24	8.46	8.15	7.43	6.27	5.53	6.07	6.69	5.82	6.14	5.29	5.30 6.10	01.0 7.0.4	3 98	2.85	3.28	3.92	4.54	4.44	2.96	2.01	76.1	1.04 0.73	1.02	163	1.51	1.36	1.93
Intermediate-term Gov't Bonds	Capital	Appreciation	Heturn	-0.75	-2.19	-1.99	0.12	5.25	-5.15	-4.49	-5.07	-6.81	-4.55	14.23	00°°-	10.6	6.99	-4.75	-2.26	4.34	1.02	7.36	0.64	5.56	-11.14	9.66	-3.90	1.95	4.66	-7.06 5 97	1000	3.23 8.65	-0.48	-1.07	-2.58	-1.51	5.33	9.92	-4.42	0.10	20.7 0 03	-4.68	1.35	0.29	0.58	-0.29
Kanta		Year-end		5.99	7.26	7.60	8.05	7.21	8.03	8.98	10.12	11.99	13.34	70 L L	02 LL	9.56	7.89	9.20	9.19	8.16	8.44	7.30	7.26	6.54	7.99	6.03	6.73	6.02	5.42	6.82 5.58	0.00 E 7E	0.70 4.84	5.11	4.84	4.61	4.91	4.50	3.03	4.58	44 0.55	2.00	3 78	2.46	2.68	2.72	2.54
		Total		5.69	-1.11	4.35	9.20	16.75	-0.69	-1.18	-1.23	-3.95	1.86	40.30 0.65	15.48	30.97	24.53	-2.71	9.67	18.11	6.18	19.30	8.05	18.24	-7.77	31.67	-0.93	15.85	13.06	-8.96 21 48	270	07.84 17.84	1.45	8.51	7.81	1.19	9.88	25.87	-14.90	10.14	3.43	-12 78	24.71	-0.65	1.75	6.24
	Reinvest-	ment	Neturn	0.17	0.08	0.54	0.47	0.80	0.04	-0.03	-0.25	0.08	0.64	16.2	1.42	1.88	0.56	0.06	0.34	0.68	0.61	0.98	0.45	0.35	-0.08	1.03	0.26	0.71	0.34	-0.19	0.06	0.00	0.01	0.23	0.10	0.15	0.33	0.93	-0.12	0.00	0.03	0.04	0.37	-0.02	-0.14	0.06
Bonds		Income	E 30	5.87	6.51	7.27	7.99	7.89	7.14	7.90	8.86	9.97	11.55	10.38	11.74	11.25	8.98	7.92	8.97	8.81	8.19	8.22	7.26	71.7	6.59	7.60	6.18	6.64 7 0.0	5.83	5.51 6.50	553	0.00 5.59	4.80	5.02	4.69	4.68	4.86	4.45	3.47	07.4 00.0	2.02 2.46	2.88	3.41	2.47	2.30	7.07
ong-term Gov't Bonds	Capital	Appreciation	- 199	-0.35	-7.70	-3.45	0.73	8.07	-7.86	-9.05	-9.84	-14.00	- 10.33 22 05	-0 87	2.32	17.84	14.99	-10.69	0.36	8.62	-2.61	10.10	0.34	10.71	-14.29	23.04	-1.31	8.51	0.89	- 14.35 14.36	-180	-1.69 11.69	-3.36	3.26	3.02	-3.64	4.69	20.50	-18.25	0,00	20.22 0 95	-15.70	20.93	-3.11	-0.40	3.01
		Total	14.30	18.99	-14.69	-26.47	37.23	23.93	-7.16	6.57	18.61	32.50	-4.92 21.65	22.56	6.27	31.73	18.67	5.25	16.61	31.69	-3.10	30.47	7.62	10.08	1.32	37.58	22.96	33.3b	28.52	-9.10	-11 89	-22.10	28.68	10.88	4.91	15.79	5.49	-37.00	20.40		16.00	32.39	13.69	1.38	11.96	21.83
	Reinvest-	Deturn	018	0.25	-0.19	-0.44	0.31	0.29	0.00	0.18	0.41	0.99	. 80.0- 1 18	0.24	0.31	0.67	0.13	-0.41	0.22	0.40	0.03	0.40	0.17	0.12	0.03	0.43	0.26	0.25	0.24	c1.0 -0.07	-0.03	-0.13	0.31	0.13	0.07	0.17	0.00	-0.43	0.03	100-	01.0	0.31	0.14	0.01	0.17	N.21
		Income Beturn	3 49	2.95	2.86	3.69	5.37	4.49	4.35	5.33	5.89	5.74	4.88 F.61	5.04	4.57	4.72	3.92	3.64	3.99	4.03	3.43	3.76	2.98	2.91	2.83	3.04	2.43	2.10	10.1	1.11	118	1.39	1.99	1.76	1.84	2.01	1.96	1.92	2.48 7 0.0	21.0	2.50	2.48	2.16	2.10	2.26 2.21	17.7
Large-Cap Stocks	Capital	Appreciation Return	10.63	15.79	-17.37	-29.72	31.55	19.15	-11.50	1.06	12.31		-9.75 14.76	, 17.27	1.40	26.33	14.62	2.03	12.40	27.25	-6.56	26.31	4.46	7.06	-1.54 	34.11	97.UZ	31.01	10.02	-10.14	-13.04	-23.37	. 26.38	8.99	3.00	13.62	3.53	-38.49	04.62 07 01		13.41	29.60	11.39	-0.73	9.54 10.40	19.42
1		Vear	1971	1972	1973	1974	1975	1976	1977	19/8	1979 1999	1980	1981	1983	1984	1985	1986	1987	1988	1989	1990	1661	1992	1993	1994	9001	9661 2001	1991	0001	2000	2001	2002	2003	2004	2005	2006	2007	2000	6007	1106	2012	2013	2014	2015	2016 2017	7017

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Exhibit 2.4: Large-Cap Stocks, Long-term Government Bonds, and Intermediate-term Government Bonds; Annual Total, Income, Capital Appreciation, and Reinvestment Returns, and Long-term Government Bonds, and Intermediate-term Government Bonds Year-end Yields (%) 1926–2017

Return Return Return
5.71 0.87 37.49
-0.49
-0.98
-1.62
0.80
1.01
4.46 0.04 -1.44 4.95 1.35 7.57
1.33 164.1
-1.09
1.07
0.35
0.14
-0.44
1.12
0.21
0.47
0.74
77.0
1.03
8.77 1.16 31.71
0.65
0.18
1.39
0.60
11.0
0.50
010
0.28
01.0
0.30
0.18
0.18
-0.08
0.25
0.22
2.30 -0.13 -8.50 3.33 0.42 2.65
0.43

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Exhibit 2.5: Basic Series

Annual Total Returns (%) 1926–2017

	Large-	Small-	Long-term	Long-term	Inter-term	U.S.	
Year	Cap Stocks	Cap Stocks	Corp Bonds	Gov't	Gov't	Treasury	
1976	23.93	57.38	18.65	Bonds	Bonds	Bills	Inflation
1977	-7.16	25.38	18.65	16.75	12.87	5.08	4.81
1978	6.57	23.46	-0.07	-0.69	1.41	5.12	6.77
1979	18.61	23.40 43.46		-1.18	3.49	7.18	9.03
1980	32.50	43.40 39.88	-4.18	-1.23	4.09	10.38	13.31
1981	-4.92	13.88	-2.76 -1.24	-3.95	3.91	11.24	12.40
1982	21.55	28.01	42.56	1.86	9.45	14.71	8.94
1983	22.56	39.67	42.56 6.26	40.36	29.10	10.54	3.87
1984	6.27	-6.67	16.86	0.65	7.41	8.80	3.80
1985	31.73	24.66	30.09	15.48	14.02	9.85	3.95
1986	18.67	6.85	19.85	30.97	20.33	7.72	3.77
1987	5.25	-9.30	-0.27	24.53	15.14	6.16	1.13
1988	16.61	22.87	10.70	-2.71 9.67	2.90	5.47	4.41
1989	31.69	10.18	16.23		6.10	6.35	4.42
1990	-3.10	-21.56	6.78	18.11 6.18	13.29	8.37	4.65
1991	30.47	44.63	19.89	19.30	9.73	7.81	6.11
1992	7.62	23.35	9.39	8.05	15.46	5.60	3.06
1993	10.08	20.98	13.19	8.05 18.24	7.19	3.51	2.90
1994	1.32	3.11	-5.76	-7.77	11.24	2.90	2.75
1995	37.58	34.46	27.20	31.67	-5.14	3.90	2.67
1996	22.96	17.62	1.40	-0.93	16.80 2.10	5.60	2.54
1997	33.36	22.78	12.95	15.85	8.38	5.21 5.26	3.32
1998	28.58	-7.31	10.76	13.06	10.21	5.26 4.86	1.70
1999	21.04	29.79	-7.45	-8.96	-1.77	4.80 4.68	1.61
2000	-9.10	-3.59	12.87	21.48	12.59	4.00 5.89	2.68 3.39
2001	-11.89	22.77	10.65	3.70	7.62	3.83	3.39
2002	-22.10	-13.28	16.33	17.84	12.93	1.65	2.38
2003	28.68	60.70	5.27	1.45	2.40	1.03	1.88
2004	10.88	18.39	8.72	8.51	2.25	1.20	3.26
2005	4.91	5.69	5.87	7.81	1.36	2.98	3.42
2006	15.79	16.17	3.24	1.19	3.14	4.80	2.54
2007	5.49	-5.22	2.60	9.88	10.05	4.66	4.08
2008	-37.00	-36.72	8.78	25.87	13.11	1.60	0.09
2009	26.46	28.09	3.02	-14.90	-2.40	0.10	2.72
2010	15.06	31.26	12.44	10.14	7.12	0.12	1.50
2011	2.11	-3.26	17.95	27.10	8.81	0.04	2.96
2012	16.00	18.24	10.68	3.43	1.66	0.06	1.74
2013	32.39	45.07	-7.07	-12.78	-3.68	0.02	1.51
2014	13.69	2.92	17.28	24.71	3.00	0.02	0.76
2015	1.38	-3.60	-1.02	-0.65	1.79	0.02	0.73
2016	11.96	25.65	6.70	1.75	1.92	0.20	2.07
2017	21.83	11.19	12.25	6.24	1.64	0.80	2.11

Exhibit 2.5: Basic Series

Annual Total Returns (%) 1926-2017

	Large-	Small-	Long-term	Long-term	Inter-term	U.S.	
M	Сар	Cap	Corp	Gov't	Gov't	Treasury Bills	Inflation
Year	Stocks	Stocks	Bonds 7.37	Bonds 7.77	Bonds 5.38	3.27	-1.49
1926	11.62	0.28		8.93	4.52	3.12	-2.08
1927	37.49	22.10	7.44	8.93 0.10	0.92	3.12	-2.08
1928	43.61	39.69	2.84 3.27	0.10 3.42	6.01	4.75	0.97
1929	-8.42	-51.36	3.27 7.98	3.42 4.66	6.72	2.41	-6.03
1930 1931	-24.90 -43.34	-38.15 -49.75	7.98 -1.85	4.00 -5.31	-2.32	1.07	-0.03
		-49.75 -5.39	10.82	-5.31	8.81	0.96	-10.30
1932	-8.19	-5.39 142.87	10.82	-0.07	1.83	0.30	0.51
1933 1934	53.99 -1.44	24.22	10.38	10.03	9.00	0.16	2.03
1934 1935	-1.44 47.67	40.19	9.61	4.98	7.01	0.17	2.00
1935	33.92	64.80	6.74	7.52	3.06	0.18	1.21
1930	-35.03	-58.01	2.75	0.23	1.56	0.31	3.10
1937	31.12	32.80	6.13	5.53	6.23	-0.02	-2.78
		0.35	3.97	5.94	4.52	0.02	-0.48
1939	-0.41 -9.78	-5.16	3.39	5.94 6.09	2.96	0.02	0.46
1940 1941	-9.78 -11.59	-9.00	3.39 2.73	0.93	0.50	0.06	9.72
1941	20.34	-9.00 44.51	2.73	3.22	1.94	0.00	9.29
1942	20.34 25.90	44.51 88.37	2.83	2.08	2.81	0.35	3.16
1943 1944	20.90 19.75	53.72	4.73	2.00	1.80	0.33	2.11
1944 1945	36.44	73.61	4.08	10.73	2.22	0.33	2.25
1945	-8.07	-11.63	1.72	-0.10	1.00	0.35	18.16
1940 1947	5.71	0.92	-2.34	-2.62	0.91	0.50	9.01
1947 1948	5.50	-2.11	-2.34 4.14	3.40	1.85	0.81	2.71
1948 1949	18.79	19.75	3.31	6.45	2.32	1.10	-1.80
1949 1950	31.71	38.75	2.12	0.45	0.70	1.20	5.79
1950	24.02	7.80	-2.69	-3.93	0.70	1.49	5.87
1951	18.37	3.03	3.52	1.16	1.63	1.66	0.88
1952	-0.99	-6.49	3.41	3.64	3.23	1.82	0.62
1953 1954	-0.99 52.62	60.58	5.39	7.19	2.68	0.86	-0.50
1954	31.56	20.44	0.48	-1.29	-0.65	1.57	0.37
1955	6.56	4.28	-6.81	-5.59	-0.42	2.46	2.86
1950	-10.78	-14.57	8.71	7.46	7.84	3.14	3.02
1958	43.36	64.89	-2.22	-6.09	-1.29	1.54	1.76
1959	11.96	16.40	-0.97	-2.26	-0.39	2.95	1.50
1960	0.47	-3.29	9.07	13.78	11.76	2.66	1.48
1961	26.89	32.09	4.82	0.97	1.85	2.13	0.67
1962	-8.73	-11.90	7.95	6.89	5.56	2.73	1.22
1963	22.80	23.57	2.19	1.21	1.64	3.12	1.65
1964	16.48	23.52	4.77	` <u>3.51</u>	4.04	3.54	1.19
1965	12.45	41.75	-0.46	0.71	1.02	3.93	1.92
1966	-10.06	-7.01	0.20	3.65	4.69	4.76	3.35
1967	23.98	83.57	-4.95	-9.18	1.01	4.21	3.04
1968	11.06	35.97	2.57	-0.26	4.54	5.21	4.72
1969	-8.50	-25.05	-8.09	-5.07	-0.74	6.58	6.11
1909	3.86	-17.43	18.37	12.11	16.86	6.52	5.49
1970	14.30	16.50	10.01	13.23	8.72	4.39	3.36
1972	14.30	4.43	7.26	5.69	5.16	3.84	3.41
1972	-14.69	-30.90	1.14	-1.11	4.61	6.93	8.80
1973	-26.47	-19.95	-3.06	4.35	5.69	8.00	12.20
1974	37.23	52.82	-3.00 14.64	4.35 9.20	7.83	5.80	7.01
1010	01.20	02.02	17.04	5.20	1.00	0.00	1.01

Cost of Capital / Required Return Support Work Papers As of January 1, 2018

Equity & Size Premia

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Company Size	Arithmetic Mean Return 1926- 2017	Risk Premia over Income Return Long- term Government Bonds	Size Risk Premia over Large Company Risk Premia	Capitaliza	ition Size
Decile 1 (Largest)	11.19%	6.2%	-0.9%	18,612,367,381	18,612,367,381
Large Company (Decile 1-2)					
Total Return	12.1%	7.1%	0.0%	1,878,839,877	18,612,367,381
Income Return	4.0%				
Capital Appreciation Return	7.8%				
Decile 2	12.89%	7.9%	0.8%	1,878,839,877	3,226,232,338
Decile 3	13.67%	8.7%	1.6%	1,188,986,271	1,878,839,877
Mid-cap Stocks (Decile 3-5)					
Total Return	13.9%	8.9%	1.8%	612,455,110	1 970 020 077
Income Return	3.8%	0.570	1.078	012,400,110	1,878,839,877
Capital Appreciation Return	9.9%				
Decile 4	13.84%	8.8%	1.7%	752,944,915	1,188,986,271
Decile 5	14.62%	9.6%	2.5%	612,455,110	752,944,915
Decile 6	14.89%	9.9%	2.8%	428,291,875	612,455,110
Low-cap Stocks (Decile 6-8)					
Total Return	15.3%	10.20			
Income Return	3.4%	10.3%	3.2%	212,070,070	612,455,110
Capital Appreciation Return	5.4% 11.7%				
Decile 7	15.41%	10.4%	3.3%	327,841,070	428,291,875
Decile 8	16.08%	11.1%	4.0%	212,070,070	327,841,070
Decile 9	16.94%	11.9%	4.8%	99,799,059	212,070,070
Micro-cap Stocks (Decile 9-10)					
Total Return	10.00/	10.00			
Income Return	18.0%	13.0%	5.9%	-	212,070,070
Capital Appreciation Return	2.5% 15.4%				
Decile 10	20.19%	15.2%	8.1%	-	99,799,059
Long-term Government Bonds					
Total Return	6.0%	1.0%			
Income Return	5.0%				
Capital Appreciation Return	0.8%				

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Large Company	Arithmetic Mean Return 1926- 2017	Risk Premia over Income Return Long- term Government Bonds	Size Risk Premia over Large Company Risk Premia	Capitaliz	ation Size
Total Return	12.1%	7.1%	0.0%	3,820,771,064	18,612,367,381
Income Return	4.0%				
Capital Appreciation Return	7.8%				
Mid-cap Stocks (Decile 3-5)					
Total Return	13.9%	8.9%	1.8%	1,368,588,055	3,820,771,064
Income Return	3.8%				
Capital Appreciation Return	9. 9 %				
Low-cap Stocks (Decile 6-8)					
Total Return	15.3%	10.3%	3.2%	311,969,129	1,368,588,055
Income Return	3.4%				
Capital Appreciation Return	11.7%				
Micro-cap Stocks (Decile 9-10)					
Total Return	18.0%	13.0%	5.9%	-	311,969,129
Income Return	2.5%				, ,
Capital Appreciation Return	·* 15.4%				
Long-term Government Bonds	· · ·				
Total Return	6.0%	1.0%			
Income Return	5.0%				
Capital Appreciation Return	0.8%				

Equity & Size Premia

Water Industry cost of Capital 1-1-2018

Inputs

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Chapter 3 Basic Building Blocks of the Cost of Equity Capital – Risk-free Rate and Equity Risk Premium

Chapter 3 is in the final process of being updated through December 31, 2017, and will be posted as soon as it is completed, likely during the first week of March 2018.

NOTE: All of the critical year-end risk-free rate and equity risk premia data (Historical ERP, Supply-Side ERP, and Duff & Phelps Conditional ERP) through December 31, 2017 is calculated and is available for Analysts to use in the online Cost of Capital Navigator.

For your convenience, the Historical ERP, Supply-Side ERP, and Duff & Phelps Recommended ERP (and the corresponding normalized risk-free rate the Duff & Phelps Recommended ERP should be used with) are listed below, all as of December 31, 2017.

On page two of this document, we have also included a table entitled: "Duff & Phelps Recommended U.S. ERP and Corresponding Risk-Free Rates from January 2008–Present" for your convenience.

Long-term Equity Risk Premia Estimates as of December 31, 2017

Long-horizon expected equity risk premium (historical): large company stock total returns minus long-term government bond income returns	7.07%
<i>Long-horizon expected equity risk premium (supply-side)</i> : historical equity risk premium minus price-to-earnings ratio calculated using three-year average earnings	6.04%
Duff & Phelps recommended equity risk premium (conditional): The Duff & Phelps recommended ERP was developed in relation to (and should be used in conjunction with) a 3.5% "normalized" risk-free rate.	5.00%

2018 Cost of Capital: Annual U.S. Guidance and Examples EquityC& apita: Broania: Building Blocks of Cost of Equity Capital – Risk-free-Rate & Equity Risk Premium

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Table: Equity Risk Premium & Risk-free Rates

Duff & Phelps Recommended U.S. Equity Risk Premium (ERP) and Corresponding Risk-free Rates (R_f) ; January 2008–Present DUFF&PHELPS

December 31, 2017

For additional information, please visit www.duffandphelps.com/CostofCapital

Date	Risk-free Rate (R ,)	R ₁ (%)	Duff & Phelps Recommended ERP (%)	What Changed
Current Guidance: September 5, 2017 - UNTIL FURTHER NOTICE	Normalized 20-year U.S. Treasury yield	3.50	5.00	ERP
November 15, 2016 - September 4, 2017	Normalized 20-year U.S. Treasury yield	3.50		
January 31, 2016 - November 14, 2016	Normalized 20-year U.S. Treasury yield	4.00		
	Normalized 20-year U.S. Treasury yield	4.00		
	Normalized 20-year U.S. Treasury yield	4.00		
•	Normalized 20-year U.S. Treasury yield	4.00		
······································	Normalized 20-year U.S. Treasury yield	4.00		
	Normalized 20-year U.S. Treasury yield	4.00		
January 15, 2012 - February 27, 2013	Normalized 20-year U.S. Treasury yield	4.00		
	Normalized 20-year U.S. Treasury yield	4.00		
September 30, 2011 - January 14, 2012	Normalized 20-year U.S. Treasury yield	4.00		
July 1 2011 – September 29, 2011	Normalized 20-year U.S. Treasury yield	4.00		
June 1, 2011 – June 30, 2011				
May 1, 2011 - May 31, 2011	Normalized 20-year U.S. Treasury yield	4.00		
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December 1, 2010 - April 30, 2011				
June 1, 2010 - November 30, 2010	Normalized 20-year U.S. Treasury yield	4.00		
December 1, 2009 - May 31, 2010	-			
June 1, 2009 – November 30, 2009				
	Normalized 20-year U.S. Treasury yield	4.50		
lovember 1, 2008 – May 31, 2009	Normalized 20-year U.S. Treasury yield	4.50		
october 27, 2008 - October 31, 2008				
anuary 1, 2008 - October 26, 2008				

2018 Cost of Capital: Annual U.S. Guidance and Examples Equity Chapter Brenatic Building Blocks of Cost of Equity Capital – Risk-free-Rate & Equity Risk Premium

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1926-2017	Geometric Mean Returns (%)	Arithmetic Mean Returns (%)	Standard Deviation of Returns (%)	Risk Promik
Large Company Stocks Total Return Income Return Capital Appreciation Return	. 10.2 4.0 6.0	12.1 - 4.0 7.8	19.8 1.6 19.1	7.1
Small Company Stocks Total Return	12.1	16.5	31.7	
Mid-cap Stocks (Decile 3-5) Total Return Income Return Capital Appreciation Return	11.2 3.7 7.2	13.9 – 3.8 9.9	24.3 1.8 23.6	
Low-cap Stocks (Decile 6-8) Total Return Income Return Capital Appreciation Return	11.6 3.4 8.0	15.3 3.4 11.7	28.5 2.0 27.9	
Micro-cap Stocks (Decile 9-10) Total Return Income Return Capital Appreciation Return	12.2 2.5 9.7	18.0 - 2.5 15.4	38.6 1.7 37.8	
Long-term Corporate Bonds Total Return	6.1	6.4	8.3	
Long-term Government Bonds Total Return Income Return Capital Appreciation Return	5.5 5.0 0.4	6.0 5.0 0.8	9.9 2.6 8.9	
Intermediate-term Government Bonds Total Return Income Return Capital Appreciation Return	5.1 4.4 0.6	5.2 4.4 0.7	5.6 2.9 4.4	
US Treasury Bills Total Return	3.4	3.4	3.1	
Inflation	2.9	3.0	4.0	

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Cost of Capital Navigator 4 Page 7 of 21 Summary Statistics of Annual Total Returns, Income Returns, and Capital Appreciation Returns of Basic U.S. Asset Classes 1963–2017

1963-2017	Geometric Mean Returns (%)	Arithmetic Mean Returns (%)	Standard Deviation of Returns (%)
Large Company Stocks	·		
Total Return	10.3	11.7	16.5
Income Return	3.1	3.1	1.2
Capital Appreciation Return	7.0	8.3	16.0
Small Company Stocks			
Total Return	13.6	16.2	24.3
Mid-cap Stocks (Decile 3-5)			
Total Return	12.1	13.8	19.3
Income Return	2.8	2.8	19.3
Capital Appreciation Return	9.1	10.8	18.7
Low-cap Stocks (Decile 6-8)			
Total Return	107	15.0	00.0
Income Return	12.7 2.4	15.2 2.4	23.2
Capital Appreciation Return	10.2	2.4 12.6	1.3 22.5
,	10.2	12.0	22.0
Micro-cap Stocks (Decile 9-10) Total Return	10.0	161	00 5
Income Return	12.3 1.8	16.1	29.5
Capital Appreciation Return	1.8	1.9 14.1	1.0 28.9
	10.5	14.1	28.9
Long-term Corporate Bonds Total Return			
Total Return	7.5	7.9	10.0
Long-term Government Bonds			¥
Total Return	7.1	7.7	11.7
Income Return	6.4	6.4	2.5
Capital Appreciation Return	0.4	1.0	10.7
Intermediate-term Government Bonds			
Total Return	6.5	6.7	6.4
Income Return	5.7	5.8	· 2.9
Capital Appreciation Return	0.5	0.6	5.2
US Treasury Bills			
Total Return	4.7	. 4.8	3.2
Inflation	•		
IIIIAUVII	3.9	3.9	2.9

(CRSP standard market-cap-weighted NYSE/NYSE MKT/NASDAQ deciles 1–10. Mid-cap stocks represented by a market-capitalization weighted portfolio comprised of CRSP deciles 3-5; Low-cap stocks represented by a market-capitalization weighted portfolio comprised of CRSP deciles 6-8; Micro-cap stocks represented by a market-capitalization weighted portfolio comprised of CRSP deciles 6-8; Micro-cap stocks represented by a market-capitalization weighted portfolio comprised of CRSP deciles 9-10. Total return is equal to sum of three components returns: income return, capital appreciation, and reinvestment return. Used with permission. All rights reserved. Calculations performed by Duff & Phelps, LLC.

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Summary statistics over the 1926–2017 period for CRSP NYSE/NYSE MKT/NASDAQ⁴⁶ deciles 1– 10 are shown in Exhibit 4.1. As size (in this case, as measured by market cap) *decreases*, return tends to *increase*. For example, the annual arithmetic mean return of decile 1 (the largest-cap companies) was 11.19% over the 1926–2017 period, while the annual arithmetic mean return of decile 10 (the smallest-cap companies) was 20.19%. Note that this increased return comes at a price: risk (as measured by standard deviation) increases from 18.86% for decile 1 to 42.22% for decile 10. The relationship between risk and return is a fundamental principle of finance and for estimating the cost of capital.

Decile	Geometric Mean (%)	Arithmetic Mean (%)	Standard Deviation (%)
1-Largest	9.45%	11.19%	18.86%
2	10.65%	12.89%	21.37%
3	11.16%	13.67%	23.24%
4	10.93%	13.84%	25.42%
5	11.53%	14.62%	26.03%
6	11.48%	14.89%	26.97%
7	11.63%	15.41%	28.87%
8	11.55%	16.08%	32.84%
9	11.59%	16.94%	36.97%
10-Smallest	13.31%	20.19%	42.22%

Summary Statistics of Annual Returns (CRSP NYSE/NYSE MKT/NASDAQ Deciles) 1926–2017

CRSP U.S. Stock Database and CRSP U.S. Indices Database © 2018 Center for Research in Security Prices (CRSP®), University of Chicago Booth School of Business. CRSP NYSE/NYSE MKT/NASDAQ deciles 1–10. Used with permission. All rights reserved. Calculations performed by Duff & Phelps, LLC

Exhibit 4.2 illustrates the size effect. As size (measured by market cap in this case) *decreases*, return tends to *increase*. For example, an investment of \$1 in CRSP decile 1 (comprised of the largest companies) at the end of 1925 would have grown to \$4,065 by the end of 2017, and an investment in CRSP decile 6 (comprised of medium-sized companies) would have grown to \$21,937. However, an investment of \$1 in CRSP decile 10 (comprised of the smallest companies) would have grown to \$98,396 over the same period.

⁴⁶ On October 1, 2008, NYSE Euronext acquired the American Stock Exchange (AMEX). The "NYSE MKT" is the former American Stock Exchange, or AMEX. The CRSP standard market-cap-based NYSE/AMEX/NASDAQ indices are now called the NYSE/NYSE MKT/ NASDAQ indices.

Aggregate Market Capitalization and Company Counts of the CRSP (NYSE/NYSE MKT/ NASDAQ) Deciles and Size Groupings December 31, 2017

1-Largest	63.17%	194	18,612,367,381	68.08%
2	13.94%	192	3,226,232,338	11.80%
3	7.54%	202	1,878,839,877	6.87%
4	4.73%	221	1,188,986,271	4.35%
5	3.25%	219	752,944,915	2.75%
6	2.41%	265	612,455,110	2.24%
7	1.79%	285	428,291,875	1.57%
8	1.33%	365	327,841,070	1.20%
9	1.03%	448	212,070,070	0.78%
10-Smallest	0.82%	753	99,799,059	0.37%
Mid-Cap 3-5	15.52%	642	3,820,771,064	13.98%
Low-Cap 6-8	5.52%	915	1,368,588,055	5.01%
Micro-Cap 9-10	1.85%	1,201	311,869,129	1.14%

Calculated (or derived) based on data from CRSP © 2018 Center for Research in Security Prices (CRSP®). The University of Chicago Booth School of Business (2018). Calculations by Duff & Phelps, LLC.

In Exhibit 7.2 (next page), the largest company in each of the CRSP (NYSE/NYSE MKT/NASDAQ) deciles and size groupings (by market capitalization) as of September 30, 2017.⁷¹³

713 The CRSP deciles are re-constituted and rebalanced at the end of each calendar quarter (March, June, September, and December). These quarter-end portfolios are then followed for the subsequent three months. For example, the breakpoints in Exhibit 7 2 were a key input in defining the companies placed in each decile at the end of September 2017; these portfolio compositions were then used to calculate the October, November, and December 2017 returns associated with each decile.

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