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ALE: ALLETE INC - Stock Earnings Estimates

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## ALLETE INC (NYSE)

ZACKS RANK: 3 - HOLD

ALE 41.97 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.73 | Next Report Date | Nov 07, 2012 |
| Next Quarter Estimate | 0.77 | EPS last quarter | 0.39 |
| Current Year Estimate | 2.56 | Last Quarter EPS Surprise | 5.41% |
| Next Year Estimate | 2.85 | EPS (Trailing 12 Mos.) | 2.15 |
| Expected Earnings Growth | 5% | PE (forward) | 16.41 |
| Expected Sales Growth | 3.49% | ABR | 1.4 |

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| | |
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| ALLETE INC | ALE | PREMIUM |
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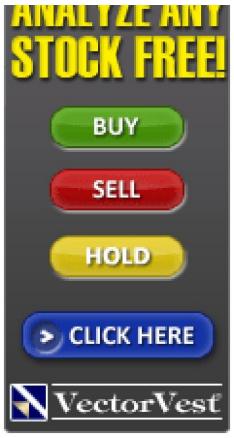


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## Earnings Growth Estimates

| | ALE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 27.6 | N/A | N/A |
| Next Qtr (12/2012) | 45.3 | N/A | N/A |
| Current Year (09/2011) | -3.5 | -1.3 | 5.5 |
| Next Year (09/2012) | 11.3 | 7.8 | 6.6 |
| Past 5 Years | -0.4 | 3.8 | 3.2 |
| Next 5 Years | 5.0 | 5.5 | 0.0 |
| PE | 19.5 | 10.2 | 13.8 |
| PEG Ratio | 3.3 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.73 | 0.77 | 2.56 | 2.85 |
| # of Estimates | 4 | 4 | 5 | 5 |
| Most Recent Estimate | 0.74 | 0.74 | 2.53 | 2.84 |
| High Estimate | 0.74 | 0.82 | 2.61 | 2.86 |
| Low Estimate | 0.69 | 0.74 | 2.52 | 2.84 |
| Year ago EPS | 0.57 | 0.53 | 2.65 | 2.56 |
| Year over Year Growth Est. | 27.63% | 45.28% | -3.47% | 11.26% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 1 | 1 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.73 | 0.77 | 2.56 | 2.85 |
| 7 Days Ago | 0.73 | 0.77 | 2.56 | 2.85 |
| 30 Days Ago | 0.73 | 0.79 | 2.57 | 2.85 |
| 60 Days Ago | 0.68 | 0.74 | 2.58 | 2.84 |
| 90 Days Ago | 0.67 | 0.72 | 2.58 | 2.84 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.72 | 0.75 | 2.53 | 2.84 |
| Zacks Consensus Estimate | 0.73 | 0.77 | 2.56 | 2.85 |
| Earnings ESP | -1.37% ▼ | -2.60% ▼ | -1.17% ▼ | -0.35% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.39 | 0.66 | 0.53 | 0.57 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.39 | 0.66 | 0.53 | 0.57 | |
| Estimate | 0.37 | 0.77 | 0.57 | 0.54 | |
| Difference | 0.02 | -0.11 | -0.04 | 0.03 | -0.03 |
| Surprise | 5.41% | -14.29% | -7.02% | 5.56% | -2.59% |

Earnings Transcript for ALE from 08/04/2012

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## ALLIANT ENERGY CORP (NYSE)

ZACKS RANK: 2 - BUY

LNT 44.41 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.31 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.58 | EPS last quarter | 0.58 |
| Current Year Estimate | 2.95 | Last Quarter EPS Surprise | 28.89% |
| Next Year Estimate | 3.12 | EPS (Trailing 12 Mos.) | 2.71 |
| Expected Earnings Growth | 6.15% | PE (forward) | 15.05 |
| Expected Sales Growth | -.3% | ABR | 1.6 |

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| | |
|---|---|
| **Zacks Rank** upgraded 09/04/2012 Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** downgraded as of 09/03/2012 Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** | PREMIUM |
| **Target Price** | PREMIUM |
| **Equity Research Report** Updated as of 09/03/2012 | PREMIUM |

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## Earnings Growth Estimates

| | LNT | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 16.7 | N/A | N/A |
| Next Qtr (12/2012) | 14.4 | N/A | N/A |
| Current Year (09/2011) | 6.9 | -1.3 | 5.5 |
| Next Year (09/2012) | 5.9 | 7.8 | 6.6 |
| Past 5 Years | 6.3 | 3.8 | 3.2 |
| Next 5 Years | 6.2 | 5.5 | 0.0 |
| PE | 16.4 | 10.2 | 13.8 |
| PEG Ratio | 2.5 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.31 | 0.58 | 2.95 | 3.12 |
| # of Estimates | 3 | 3 | 9 | 10 |
| Most Recent Estimate | 1.33 | 0.60 | 2.99 | 3.10 |
| High Estimate | 1.33 | 0.60 | 3.01 | 3.20 |
| Low Estimate | 1.27 | 0.55 | 2.85 | 3.02 |
| Year ago EPS | 1.12 | 0.51 | 2.76 | 2.95 |
| Year over Year Growth Est. | 16.67% | 14.38% | 6.92% | 5.86% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 1 | 0 | 6 | 1 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 1 | 0 | 2 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.31 | 0.58 | 2.95 | 3.12 |
| 7 Days Ago | 1.31 | 0.58 | 2.94 | 3.12 |
| 30 Days Ago | 1.32 | 0.57 | 2.85 | 3.12 |
| 60 Days Ago | 1.35 | 0.54 | 2.83 | 3.12 |
| 90 Days Ago | 1.35 | 0.54 | 2.84 | 3.10 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.33 | 0.60 | 2.97 | 3.06 |
| Zacks Consensus Estimate | 1.31 | 0.58 | 2.95 | 3.12 |
| Earnings ESP | 1.53% ▲ | 3.45% ▲ | 0.68% ▲ | -1.92% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.58 | 0.50 | 0.51 | 1.12 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.58 | 0.50 | 0.51 | 1.12 | |
| Estimate | 0.45 | 0.64 | 0.56 | 1.33 | |
| Difference | 0.13 | -0.14 | -0.05 | -0.21 | -0.07 |
| Surprise | 28.89% | -21.87% | -8.93% | -15.79% | -4.43% |

Earnings Transcript for LNT from 08/03/2012

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## AMEREN CORP (NYSE)

ZACKS RANK: 2 - BUY

AEE 32.72 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.37 | Next Report Date | Nov 09, 2012 |
| Next Quarter Estimate | 0.13 | EPS last quarter | -999.00 |
| Current Year Estimate | 2.44 | Last Quarter EPS Surprise | 0% |
| Next Year Estimate | 1.96 | EPS (Trailing 12 Mos.) | 2.52 |
| Expected Earnings Growth | -.05% | PE (forward) | 13.44 |
| Expected Sales Growth | -.57% | ABR | 3.37 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** upgraded 08/16/2012 Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** | PREMIUM |
| **Target Price** | PREMIUM |
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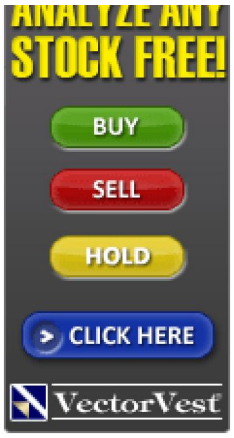


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## Earnings Growth Estimates

| | AEE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -13.0 | N/A | N/A |
| Next Qtr (12/2012) | -7.1 | N/A | N/A |
| Current Year (09/2011) | -4.9 | -1.3 | 5.5 |
| Next Year (09/2012) | -19.6 | 7.8 | 6.6 |
| Past 5 Years | -3.8 | 3.8 | 3.2 |
| Next 5 Years | 0.0 | 5.5 | 0.0 |
| PE | 13.0 | 10.2 | 13.8 |
| PEG Ratio | -268.7 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.37 | 0.13 | 2.44 | 1.96 |
| # of Estimates | 3 | 3 | 8 | 9 |
| Most Recent Estimate | 1.38 | 0.12 | 2.40 | 1.95 |
| High Estimate | 1.40 | 0.14 | 2.48 | 2.09 |
| Low Estimate | 1.34 | 0.12 | 2.40 | 1.85 |
| Year ago EPS | 1.57 | 0.14 | 2.56 | 2.44 |
| Year over Year Growth Est. | -12.95% | -7.14% | -4.88% | -19.55% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 1 |
| Up Last 30 Days | 0 | 0 | 2 | 3 |
| Down Last 7 Days | 1 | 1 | 1 | 0 |
| Down Last 30 Days | 1 | 1 | 1 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.37 | 0.13 | 2.44 | 1.96 |
| 7 Days Ago | 1.37 | 0.15 | 2.45 | 1.96 |
| 30 Days Ago | 1.37 | 0.15 | 2.42 | 1.94 |
| 60 Days Ago | 1.32 | 0.17 | 2.32 | 1.87 |
| 90 Days Ago | 1.32 | 0.17 | 2.33 | 1.88 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.34 | 0.13 | 2.43 | 1.97 |
| Zacks Consensus Estimate | 1.37 | 0.13 | 2.44 | 1.96 |
| Earnings ESP | -2.19% ▼ | 0.00% | -0.41% ▼ | 0.51% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 999.00 | 0.22 | 0.14 | 1.57 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | -999.00 | 0.22 | 0.14 | 1.57 | |
| Estimate | 0.60 | 0.22 | 0.15 | 1.29 | |
| Difference | -999.60 | 0.00 | -0.01 | 0.28 | -333.11 |
| Surprise | 0.00% | 0.00% | -6.67% | 21.71% | 7.52% |

Earnings Transcript for AEE from 08/02/2012

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### AMERICAN ELEC PWR INC (NYSE)

ZACKS RANK: 2 - BUY

AEP 43.14 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.04 | Next Report Date | Oct 24, 2012 |
| Next Quarter Estimate | 0.46 | EPS last quarter | 0.77 |
| Current Year Estimate | 3.06 | Last Quarter EPS Surprise | 6.94% |
| Next Year Estimate | 3.15 | EPS (Trailing 12 Mos.) | 3.14 |
| Expected Earnings Growth | 3.6% | PE (forward) | 14.12 |
| Expected Sales Growth | 2% | ABR | 2.03 |

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| | |
|---|---|
| **Zacks Rank** upgraded 09/05/2012 Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** | PREMIUM |
| **Target Price** | PREMIUM |
| **Equity Research Report** Updated as of 07/23/2012 | PREMIUM |

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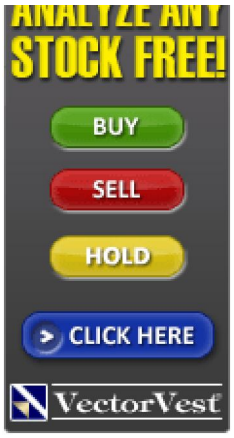


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## Earnings Growth Estimates

| | AEP | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -10.8 | N/A | N/A |
| Next Qtr (12/2012) | 15.3 | N/A | N/A |
| Current Year (09/2011) | -2.0 | -1.3 | 5.5 |
| Next Year (09/2012) | 3.1 | 7.8 | 6.6 |
| Past 5 Years | 1.9 | 3.8 | 3.2 |
| Next 5 Years | 3.6 | 5.5 | 0.0 |
| PE | 13.7 | 10.2 | 13.8 |
| PEG Ratio | 3.9 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.04 | 0.46 | 3.06 | 3.15 |
| # of Estimates | 9 | 8 | 18 | 18 |
| Most Recent Estimate | 1.09 | 0.46 | 3.15 | 3.10 |
| High Estimate | 1.15 | 0.56 | 3.15 | 3.30 |
| Low Estimate | 0.86 | 0.33 | 2.90 | 3.05 |
| Year ago EPS | 1.17 | 0.40 | 3.12 | 3.06 |
| Year over Year Growth Est. | -10.83% | 15.31% | -2.05% | 3.13% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 2 | 3 | 6 | 6 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 2 | 1 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.04 | 0.46 | 3.06 | 3.15 |
| 7 Days Ago | 1.04 | 0.46 | 3.06 | 3.15 |
| 30 Days Ago | 1.04 | 0.45 | 3.04 | 3.11 |
| 60 Days Ago | 1.07 | 0.47 | 3.04 | 3.13 |
| 90 Days Ago | 1.06 | 0.48 | 3.05 | 3.18 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.04 | 0.47 | 3.05 | 3.15 |
| Zacks Consensus Estimate | 1.04 | 0.46 | 3.06 | 3.15 |
| Earnings ESP | 0.00% | 2.17% ▲ | -0.33% ▼ | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.77 | 0.80 | 0.40 | 1.17 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.77 | 0.80 | 0.40 | 1.17 | |
| Estimate | 0.72 | 0.80 | 0.40 | 1.14 | |
| Difference | 0.05 | 0.00 | 0.00 | 0.03 | 0.04 |
| Surprise | 6.94% | 0.00% | 0.00% | 2.63% | 4.79% |

Earnings Transcript for AEP from 07/20/2012

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AVA: AVISTA CORP - Stock Earnings Estimates

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–Estimates

## AVISTA CORP (NYSE)

ZACKS RANK: 4 - SELL

AVA 25.58 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.19 | Next Report Date | Nov 07, 2012 |
| Next Quarter Estimate | 0.49 | EPS last quarter | 0.31 |
| Current Year Estimate | 1.65 | Last Quarter EPS Surprise | -26.19% |
| Next Year Estimate | 1.82 | EPS (Trailing 12 Mos.) | 1.56 |
| Expected Earnings Growth | 4.67% | PE (forward) | 15.52 |
| Expected Sales Growth | 1.25% | ABR | 3 |

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| | |
|---|---|
| **Zacks Rank** ?<br>dow ngraded 08/09/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>upgraded as of 08/23/2012<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
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## Earnings Growth Estimates

| | AVA | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 6.9 | N/A | N/A |
| Next Qtr (12/2012) | 15.9 | N/A | N/A |
| Current Year (09/2011) | -4.2 | -1.3 | 5.5 |
| Next Year (09/2012) | 10.3 | 7.8 | 6.6 |
| Past 5 Years | 10.9 | 3.8 | 3.2 |
| Next 5 Years | 4.7 | 5.5 | 0.0 |
| PE | 16.4 | 10.2 | 13.8 |
| PEG Ratio | 3.3 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.19 | 0.49 | 1.65 | 1.82 |
| # of Estimates | 4 | 3 | 5 | 7 |
| Most Recent Estimate | 0.20 | 0.50 | 1.65 | 1.80 |
| High Estimate | 0.21 | 0.53 | 1.70 | 1.85 |
| Low Estimate | 0.18 | 0.46 | 1.60 | 1.78 |
| Year ago EPS | 0.18 | 0.42 | 1.72 | 1.65 |
| Year over Year Growth Est. | 6.94% | 15.87% | -4.19% | 10.26% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 1 | 2 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 1 |
| Down Last 30 Days | 1 | 0 | 4 | 4 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.19 | 0.49 | 1.65 | 1.82 |
| 7 Days Ago | 0.19 | 0.49 | 1.65 | 1.83 |
| 30 Days Ago | 0.19 | 0.47 | 1.76 | 1.85 |
| 60 Days Ago | 0.19 | 0.47 | 1.76 | 1.85 |
| 90 Days Ago | 0.19 | 0.47 | 1.76 | 1.85 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.19 | 0.49 | 1.65 | 1.81 |
| Zacks Consensus Estimate | 0.19 | 0.49 | 1.65 | 1.82 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | -0.55% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.31 | 0.65 | 0.42 | 0.18 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.31 | 0.65 | 0.42 | 0.18 | |
| Estimate | 0.42 | 0.68 | 0.45 | 0.17 | |
| Difference | -0.11 | -0.03 | -0.03 | 0.01 | -0.04 |
| Surprise | -26.19% | -4.41% | -6.67% | 5.88% | -7.85% |

Earnings Transcript for AVA from 08/07/2012

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### BLACK HILLS CORP (NYSE)

ZACKS RANK: 2 - BUY

BKH 34.46 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.42 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.61 | EPS last quarter | 0.34 |
| Current Year Estimate | 1.99 | Last Quarter EPS Surprise | 0% |
| Next Year Estimate | 2.23 | EPS (Trailing 12 Mos.) | 1.98 |
| Expected Earnings Growth | 6% | PE (forward) | 17.36 |
| Expected Sales Growth | 14.49% | ABR | 2.2 |

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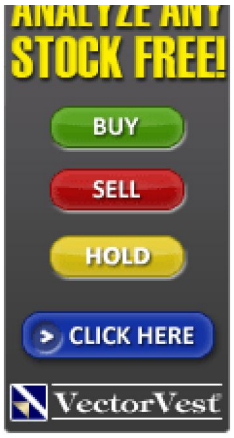


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## Earnings Growth Estimates

| | BKH | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 12.2 | N/A | N/A |
| Next Qtr (12/2012) | -1.6 | N/A | N/A |
| Current Year (09/2011) | 3.4 | -1.3 | 5.5 |
| Next Year (09/2012) | 12.1 | 7.8 | 6.6 |
| Past 5 Years | -3.9 | 3.8 | 3.2 |
| Next 5 Years | 6.0 | 5.5 | 0.0 |
| PE | 17.4 | 10.2 | 13.8 |
| PEG Ratio | 2.9 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.42 | 0.61 | 1.99 | 2.23 |
| # of Estimates | 2 | 2 | 4 | 5 |
| Most Recent Estimate | 0.46 | 0.58 | 2.02 | 2.30 |
| High Estimate | 0.46 | 0.64 | 2.02 | 2.30 |
| Low Estimate | 0.37 | 0.58 | 1.92 | 2.19 |
| Year ago EPS | 0.37 | 0.62 | 1.92 | 1.99 |
| Year over Year Growth Est. | 12.16% | -1.61% | 3.39% | 12.14% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 1 | 0 | 0 | 3 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 1 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.42 | 0.61 | 1.99 | 2.23 |
| 7 Days Ago | 0.37 | 0.64 | 1.97 | 2.21 |
| 30 Days Ago | 0.35 | 0.65 | 1.98 | 2.17 |
| 60 Days Ago | 0.35 | 0.65 | 1.98 | 2.17 |
| 90 Days Ago | 0.35 | 0.65 | 1.98 | 2.17 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.42 | 0.61 | 2.02 | 2.23 |
| Zacks Consensus Estimate | 0.42 | 0.61 | 1.99 | 2.23 |
| Earnings ESP | 0.00% | 0.00% | 1.51% ▲ | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.34 | 0.65 | 0.62 | 0.37 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.34 | 0.65 | 0.62 | 0.37 | |
| Estimate | 0.34 | 0.70 | 0.58 | 0.36 | |
| Difference | 0.00 | -0.05 | 0.04 | 0.01 | 0.00 |
| Surprise | 0.00% | -7.14% | 6.90% | 2.78% | 0.85% |

Earnings Transcript for BKH from 10/29/2010

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### CLECO CORP NEW (NYSE)

ZACKS RANK: 2 - BUY

CNL 41.54 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.97 | Next Report Date | Nov 07, 2012 |
| Next Quarter Estimate | 0.39 | EPS last quarter | 0.64 |
| Current Year Estimate | 2.41 | Last Quarter EPS Surprise | 14.29% |
| Next Year Estimate | 2.56 | EPS (Trailing 12 Mos.) | 2.60 |
| Expected Earnings Growth | % | PE (forward) | 17.24 |
| Expected Sales Growth | 1.8% | ABR | 2.75 |

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| | |
|---|---|
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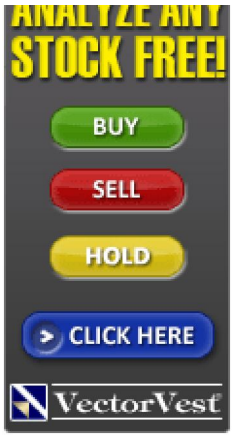


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## Earnings Growth Estimates

| | CNL | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -11.0 | N/A | N/A |
| Next Qtr (12/2012) | -12.6 | N/A | N/A |
| Current Year (09/2011) | -4.7 | -1.3 | 5.5 |
| Next Year (09/2012) | 6.3 | 7.8 | 6.6 |
| Past 5 Years | 13.0 | 3.8 | 3.2 |
| Next 5 Years | 0.0 | 5.5 | 0.0 |
| PE | 16.0 | 10.2 | 13.8 |
| PEG Ratio | 0.0 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.97 | 0.39 | 2.41 | 2.56 |
| # of Estimates | 3 | 3 | 5 | 5 |
| Most Recent Estimate | 0.94 | 0.37 | 0.00 | 2.55 |
| High Estimate | 1.00 | 0.41 | 2.45 | 2.66 |
| Low Estimate | 0.94 | 0.37 | 2.37 | 2.47 |
| Year ago EPS | 1.09 | 0.45 | 2.53 | 2.41 |
| Year over Year Growth Est. | -11.01% | -12.59% | -4.74% | 6.31% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.97 | 0.39 | 2.41 | 2.56 |
| 7 Days Ago | 0.97 | 0.39 | 2.41 | 2.56 |
| 30 Days Ago | 0.97 | 0.39 | 2.41 | 2.56 |
| 60 Days Ago | 0.99 | 0.41 | 2.39 | 2.55 |
| 90 Days Ago | 0.99 | 0.41 | 2.40 | 2.56 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 0.00 | 0.00 |
| Zacks Consensus Estimate | 0.97 | 0.39 | 2.41 | 2.56 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.64 | 0.42 | 0.45 | 1.09 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.64 | 0.42 | 0.45 | 1.09 | |
| Estimate | 0.56 | 0.44 | 0.36 | 1.00 | |
| Difference | 0.08 | -0.02 | 0.09 | 0.09 | 0.06 |
| Surprise | 14.29% ▲ | -4.55% ▼ | 25.00% ▲ | 9.00% ▲ | 10.94% ▲ |

Earnings Transcript for CNL from 02/27/2009

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### CMS ENERGY CORP (NYSE)

ZACKS RANK: 3 - HOLD

CMS 23.25 0.00 (0.00%) Vol. 630 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.61 | Next Report Date | Oct 25, 2012 |
| Next Quarter Estimate | 0.18 | EPS last quarter | 0.40 |
| Current Year Estimate | 1.55 | Last Quarter EPS Surprise | 5.26% |
| Next Year Estimate | 1.64 | EPS (Trailing 12 Mos.) | 1.46 |
| Expected Earnings Growth | 5.63% | PE (forward) | 15.03 |
| Expected Sales Growth | -1.09% | ABR | 1.67 |

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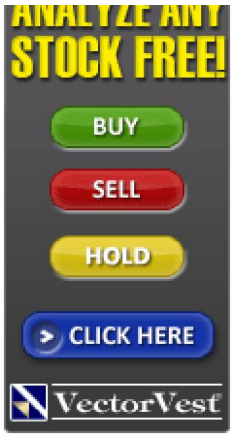


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## Earnings Growth Estimates

| | CMS | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 14.6 | N/A | N/A |
| Next Qtr (12/2012) | 12.5 | N/A | N/A |
| Current Year (09/2011) | 6.7 | -1.3 | 5.5 |
| Next Year (09/2012) | 6.0 | 7.8 | 6.6 |
| Past 5 Years | 12.3 | 3.8 | 3.2 |
| Next 5 Years | 5.6 | 5.5 | 0.0 |
| PE | 15.9 | 10.2 | 13.8 |
| PEG Ratio | 2.7 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.61 | 0.18 | 1.55 | 1.64 |
| # of Estimates | 4 | 4 | 12 | 12 |
| Most Recent Estimate | 0.58 | 0.20 | 1.55 | 1.65 |
| High Estimate | 0.62 | 0.20 | 1.60 | 1.66 |
| Low Estimate | 0.58 | 0.16 | 1.53 | 1.61 |
| Year ago EPS | 0.53 | 0.16 | 1.45 | 1.55 |
| Year over Year Growth Est. | 14.62% | 12.50% | 6.67% | 5.98% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.61 | 0.18 | 1.55 | 1.64 |
| 7 Days Ago | 0.61 | 0.18 | 1.55 | 1.64 |
| 30 Days Ago | 0.61 | 0.18 | 1.54 | 1.64 |
| 60 Days Ago | 0.61 | 0.24 | 1.54 | 1.64 |
| 90 Days Ago | 0.61 | 0.24 | 1.54 | 1.64 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 0.00 | 1.65 |
| Zacks Consensus Estimate | 0.61 | 0.18 | 1.55 | 1.64 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 0.61% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.40 | 0.37 | 0.16 | 0.53 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.40 | 0.37 | 0.16 | 0.53 | |
| Estimate | 0.38 | 0.39 | 0.15 | 0.51 | |
| Difference | 0.02 | -0.02 | 0.01 | 0.02 | 0.01 |
| Surprise | 5.26% ▲ | -5.13% ▼ | 6.67% ▲ | 3.92% ▲ | 2.68% ▲ |

Earnings Transcript for CMS from 07/26/2012

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## CONSOLIDATED EDISON INC (NYSE)

ZACKS RANK: 2 - BUY

ED 60.88 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.35 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.80 | EPS last quarter | 0.73 |
| Current Year Estimate | 3.76 | Last Quarter EPS Surprise | 23.73% |
| Next Year Estimate | 3.85 | EPS (Trailing 12 Mos.) | 3.73 |
| Expected Earnings Growth | 3.39% | PE (forward) | 16.18 |
| Expected Sales Growth | -.91% | ABR | 3.31 |

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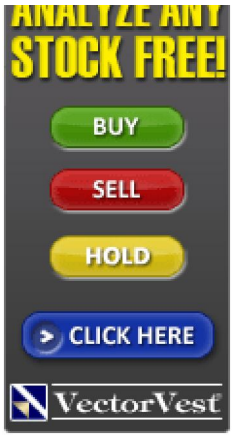


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## Earnings Growth Estimates

| | ED | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 2.5 | N/A | N/A |
| Next Qtr (12/2012) | 8.1 | N/A | N/A |
| Current Year (09/2011) | 4.0 | -1.3 | 5.5 |
| Next Year (09/2012) | 2.4 | 7.8 | 6.6 |
| Past 5 Years | 2.8 | 3.8 | 3.2 |
| Next 5 Years | 3.4 | 5.5 | 0.0 |
| PE | 16.3 | 10.2 | 13.8 |
| PEG Ratio | 4.8 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.35 | 0.80 | 3.76 | 3.85 |
| # of Estimates | 6 | 6 | 12 | 13 |
| Most Recent Estimate | 1.38 | 0.75 | 3.82 | 3.85 |
| High Estimate | 1.45 | 0.83 | 3.83 | 3.91 |
| Low Estimate | 1.18 | 0.75 | 3.70 | 3.75 |
| Year ago EPS | 1.32 | 0.74 | 3.62 | 3.76 |
| Year over Year Growth Est. | 2.53% | 8.11% | 3.96% | 2.38% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 1 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 2 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.35 | 0.80 | 3.76 | 3.85 |
| 7 Days Ago | 1.35 | 0.80 | 3.76 | 3.85 |
| 30 Days Ago | 1.35 | 0.80 | 3.76 | 3.85 |
| 60 Days Ago | 1.36 | 0.81 | 3.74 | 3.85 |
| 90 Days Ago | 1.36 | 0.81 | 3.74 | 3.85 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.38 | 0.75 | 0.00 | 3.86 |
| Zacks Consensus Estimate | 1.35 | 0.80 | 3.76 | 3.85 |
| Earnings ESP | 2.22% ▲ | -6.25% ▼ | 0.00% | 0.26% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.73 | 0.94 | 0.74 | 1.32 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.73 | 0.94 | 0.74 | 1.32 | |
| Estimate | 0.59 | 1.04 | 0.71 | 1.33 | |
| Difference | 0.14 | -0.10 | 0.03 | -0.01 | 0.02 |
| Surprise | 23.73% | -9.62% | 4.23% | -0.75% | 4.40% |

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## DOMINION RES INC VA NEW (NYSE)

ZACKS RANK: 3 - HOLD

D 52.51 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.98 | Next Report Date | Oct 26, 2012 |
| Next Quarter Estimate | 0.71 | EPS last quarter | 0.59 |
| Current Year Estimate | 3.17 | Last Quarter EPS Surprise | 0% |
| Next Year Estimate | 3.43 | EPS (Trailing 12 Mos.) | 2.97 |
| Expected Earnings Growth | 4.65% | PE (forward) | 16.56 |
| Expected Sales Growth | -2.83% | ABR | 2.53 |

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| **Zacks Industry Rank** ? | PREMIUM |
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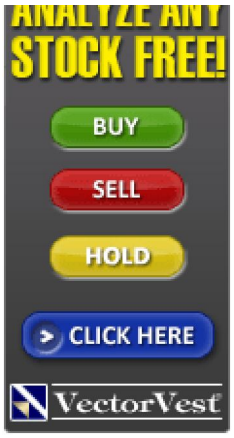


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## Earnings Growth Estimates

| | D | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 3.0 | N/A | N/A |
| Next Qtr (12/2012) | 22.9 | N/A | N/A |
| Current Year (09/2011) | 4.0 | -1.3 | 5.5 |
| Next Year (09/2012) | 8.1 | 7.8 | 6.6 |
| Past 5 Years | 4.5 | 3.8 | 3.2 |
| Next 5 Years | 4.7 | 5.5 | 0.0 |
| PE | 17.7 | 10.2 | 13.8 |
| PEG Ratio | 3.6 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.98 | 0.71 | 3.17 | 3.43 |
| # of Estimates | 7 | 7 | 16 | 16 |
| Most Recent Estimate | 0.95 | 0.70 | 3.12 | 3.38 |
| High Estimate | 1.03 | 0.78 | 3.30 | 3.60 |
| Low Estimate | 0.95 | 0.68 | 3.09 | 3.25 |
| Year ago EPS | 0.95 | 0.58 | 3.05 | 3.17 |
| Year over Year Growth Est. | 3.01% | 22.91% | 4.00% | 8.14% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 1 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.98 | 0.71 | 3.17 | 3.43 |
| 7 Days Ago | 0.98 | 0.71 | 3.17 | 3.43 |
| 30 Days Ago | 0.99 | 0.70 | 3.17 | 3.43 |
| 60 Days Ago | 1.00 | 0.68 | 3.21 | 3.45 |
| 90 Days Ago | 1.00 | 0.68 | 3.21 | 3.45 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.95 | 0.70 | 0.00 | 0.00 |
| Zacks Consensus Estimate | 0.98 | 0.71 | 3.17 | 3.43 |
| Earnings ESP | -3.06% ▼ | -1.41% ▼ | 0.00% | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.59 | 0.85 | 0.58 | 0.95 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.59 | 0.85 | 0.58 | 0.95 | |
| Estimate | 0.59 | 0.86 | 0.64 | 0.94 | |
| Difference | 0.00 | -0.01 | -0.06 | 0.01 | -0.02 |
| Surprise | 0.00% | -1.16% | -9.38% | 1.06% | -3.16% |

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DTE: DTE ENERGY CO - Stock Earnings Estimates

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## DTE ENERGY CO (NYSE)

ZACKS RANK: 1 - STRONG BUY

DTE 59.42 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.13 | Next Report Date | Nov 09, 2012 |
| Next Quarter Estimate | 1.01 | EPS last quarter | 0.86 |
| Current Year Estimate | 3.83 | Last Quarter EPS Surprise | 24.64% |
| Next Year Estimate | 4.00 | EPS (Trailing 12 Mos.) | 3.73 |
| Expected Earnings Growth | 4.93% | PE (forward) | 15.51 |
| Expected Sales Growth | -.97% | ABR | 2.67 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** upgraded 09/05/2012 Short-Term Rating 1-3 Months | PREMIUM |
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| **Zacks Industry Rank** | PREMIUM |
| **Target Price** | PREMIUM |
| **Equity Research Report** Updated as of 08/06/2012 | PREMIUM |

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| Top Peers | Ticker | Zacks Rank |
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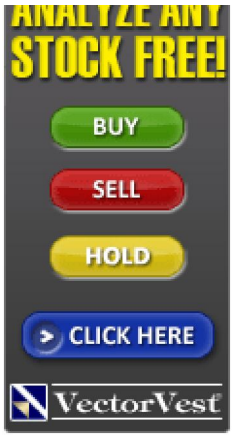


| | | |
|---|---|---|
| MGE ENERGY INC | MGEE | PREMIUM |

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## Earnings Growth Estimates

| | DTE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 5.4 | N/A | N/A |
| Next Qtr (12/2012) | 13.9 | N/A | N/A |
| Current Year (09/2011) | 2.7 | -1.3 | 5.5 |
| Next Year (09/2012) | 4.4 | 7.8 | 6.6 |
| Past 5 Years | 4.2 | 3.8 | 3.2 |
| Next 5 Years | 4.9 | 5.5 | 0.0 |
| PE | 15.9 | 10.2 | 13.8 |
| PEG Ratio | 3.1 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.13 | 1.01 | 3.83 | 4.00 |
| # of Estimates | 4 | 3 | 9 | 9 |
| Most Recent Estimate | 1.15 | 0.96 | 3.85 | 4.00 |
| High Estimate | 1.15 | 1.06 | 3.86 | 4.03 |
| Low Estimate | 1.11 | 0.96 | 3.77 | 3.93 |
| Year ago EPS | 1.07 | 0.89 | 3.73 | 3.83 |
| Year over Year Growth Est. | 5.37% | 13.86% | 2.71% | 4.38% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.13 | 1.01 | 3.83 | 4.00 |
| 7 Days Ago | 1.13 | 1.01 | 3.83 | 4.00 |
| 30 Days Ago | 1.13 | 1.01 | 3.83 | 4.00 |
| 60 Days Ago | 1.11 | 0.98 | 3.76 | 3.99 |
| 90 Days Ago | 1.11 | 0.99 | 3.76 | 3.99 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 0.00 | 0.00 |
| Zacks Consensus Estimate | 1.13 | 1.01 | 3.83 | 4.00 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.86 | 0.91 | 0.89 | 1.07 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.86 | 0.91 | 0.89 | 1.07 | |
| Estimate | 0.69 | 1.16 | 0.80 | 0.98 | |
| Difference | 0.17 | -0.25 | 0.09 | 0.09 | 0.03 |
| Surprise | 24.64% | -21.55% | 11.25% | 9.18% | 5.88% |

Earnings Transcript for DTE from 07/27/2012

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## DUK: DUKE ENERGY CORP - Stock Earnings Estimates

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### DUKE ENERGY CORP (NYSE)

ZACKS RANK: 3 - HOLD

DUK 64.81 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.44 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.70 | EPS last quarter | 1.02 |
| Current Year Estimate | 4.26 | Last Quarter EPS Surprise | 7.37% |
| Next Year Estimate | 4.41 | EPS (Trailing 12 Mos.) | 4.38 |
| Expected Earnings Growth | 3.67% | PE (forward) | 15.21 |
| Expected Sales Growth | 2.47% | ABR | 2.88 |

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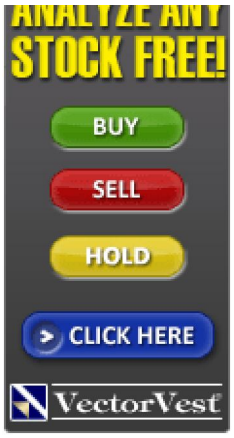


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## Earnings Growth Estimates

| | DUK | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -4.2 | N/A | N/A |
| Next Qtr (12/2012) | -2.8 | N/A | N/A |
| Current Year (09/2011) | -2.7 | -1.3 | 5.5 |
| Next Year (09/2012) | 3.6 | 7.8 | 6.6 |
| Past 5 Years | -1.8 | 3.8 | 3.2 |
| Next 5 Years | 3.7 | 5.5 | 0.0 |
| PE | 14.8 | 10.2 | 13.8 |
| PEG Ratio | 4.1 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.44 | 0.70 | 4.26 | 4.41 |
| # of Estimates | 7 | 7 | 14 | 17 |
| Most Recent Estimate | 1.46 | 0.63 | 4.26 | 4.40 |
| High Estimate | 1.51 | 0.79 | 4.37 | 4.68 |
| Low Estimate | 1.40 | 0.63 | 4.19 | 4.19 |
| Year ago EPS | 1.50 | 0.72 | 4.38 | 4.26 |
| Year over Year Growth Est. | -4.20% | -2.79% | -2.75% | 3.60% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 1 | 0 | 1 |
| Up Last 30 Days | 0 | 1 | 0 | 1 |
| Down Last 7 Days | 1 | 0 | 1 | 0 |
| Down Last 30 Days | 1 | 0 | 1 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.44 | 0.70 | 4.26 | 4.41 |
| 7 Days Ago | 1.43 | 0.72 | 4.26 | 4.41 |
| 30 Days Ago | 1.43 | 0.72 | 4.26 | 4.41 |
| 60 Days Ago | 1.45 | 0.84 | 4.30 | 4.46 |
| 90 Days Ago | 1.47 | 0.84 | 4.28 | 4.46 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.43 | 0.79 | 4.37 | 4.49 |
| Zacks Consensus Estimate | 1.44 | 0.70 | 4.26 | 4.41 |
| Earnings ESP | -0.69% ▼ | 12.86% ▲ | 2.58% ▲ | 1.81% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 1.02 | 1.14 | 0.72 | 1.50 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 1.02 | 1.14 | 0.72 | 1.50 | |
| Estimate | 0.95 | 1.08 | 0.63 | 1.41 | |
| Difference | 0.07 | 0.06 | 0.09 | 0.09 | 0.08 |
| Surprise | 7.37% | 5.56% | 14.29% | 6.38% | 8.40% |

Earnings Transcript for DUK from 08/02/2012

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–Estimates

### EDISON INTL (NYSE)

ZACKS RANK: 3 - HOLD

EIX 43.97 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.19 | Next Report Date | Nov 07, 2012 |
| Next Quarter Estimate | 0.62 | EPS last quarter | 0.32 |
| Current Year Estimate | 2.32 | Last Quarter EPS Surprise | -3.03% |
| Next Year Estimate | 2.58 | EPS (Trailing 12 Mos.) | 2.73 |
| Expected Earnings Growth | 3.7% | PE (forward) | 18.94 |
| Expected Sales Growth | -2.3% | ABR | 1.71 |

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| | |
|---|---|
| **Zacks Rank** Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** Long-Term Rating 6+ Months | PREMIUM |
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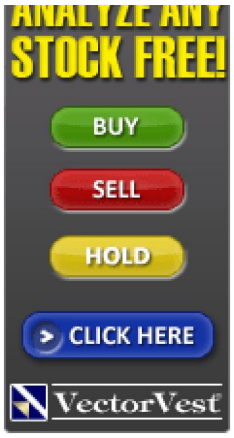


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## Earnings Growth Estimates

| | EIX | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -9.5 | N/A | N/A |
| Next Qtr (12/2012) | -16.8 | N/A | N/A |
| Current Year (09/2011) | -27.9 | -1.3 | 5.5 |
| Next Year (09/2012) | 11.2 | 7.8 | 6.6 |
| Past 5 Years | -0.4 | 3.8 | 3.2 |
| Next 5 Years | 3.7 | 5.5 | 0.0 |
| PE | 16.1 | 10.2 | 13.8 |
| PEG Ratio | 5.1 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.19 | 0.62 | 2.32 | 2.58 |
| # of Estimates | 5 | 5 | 10 | 12 |
| Most Recent Estimate | 1.17 | 0.76 | 2.33 | 2.60 |
| High Estimate | 1.71 | 0.80 | 2.63 | 3.30 |
| Low Estimate | 0.92 | 0.40 | 1.90 | 2.12 |
| Year ago EPS | 1.31 | 0.75 | 3.22 | 2.32 |
| Year over Year Growth Est. | -9.47% | -16.80% | -27.89% | 11.22% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 1 | 1 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 0 | 3 | 2 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.19 | 0.62 | 2.32 | 2.58 |
| 7 Days Ago | 1.19 | 0.62 | 2.32 | 2.58 |
| 30 Days Ago | 1.19 | 0.59 | 2.35 | 2.59 |
| 60 Days Ago | 1.15 | 0.52 | 2.29 | 2.64 |
| 90 Days Ago | 1.16 | 0.53 | 2.33 | 2.70 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.92 | 0.00 | 2.36 | 2.55 |
| Zacks Consensus Estimate | 1.19 | 0.62 | 2.32 | 2.58 |
| Earnings ESP | -22.69% ▼ | 0.00% | 1.72% ▲ | -1.16% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.32 | 0.35 | 0.75 | 1.31 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.32 | 0.35 | 0.75 | 1.31 | |
| Estimate | 0.33 | 0.44 | 0.45 | 1.25 | |
| Difference | -0.01 | -0.09 | 0.30 | 0.06 | 0.07 |
| Surprise | -3.03% | -20.45% | 66.67% | 4.80% | 12.00% |

Earnings Transcript for EIX from 07/31/2012

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ETR: ENTERGY CORP NEW - Stock Earnings Estimates

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## ENTERGY CORP NEW (NYSE)

ZACKS RANK: 3 - HOLD

ETR 68.62 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 2.16 | Next Report Date | Nov 06, 2012 |
| Next Quarter Estimate | 0.74 | EPS last quarter | 2.11 |
| Current Year Estimate | 5.49 | Last Quarter EPS Surprise | 24.12% |
| Next Year Estimate | 5.32 | EPS (Trailing 12 Mos.) | 7.02 |
| Expected Earnings Growth | -1.55% | PE (forward) | 12.5 |
| Expected Sales Growth | -2% | ABR | 2.87 |

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| | |
|---|---|
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| **Zacks Recommendation** ?<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
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## Earnings Growth Estimates

| | ETR | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -38.9 | N/A | N/A |
| Next Qtr (12/2012) | -21.1 | N/A | N/A |
| Current Year (09/2011) | -27.9 | -1.3 | 5.5 |
| Next Year (09/2012) | -3.2 | 7.8 | 6.6 |
| Past 5 Years | 8.0 | 3.8 | 3.2 |
| Next 5 Years | -1.5 | 5.5 | 0.0 |
| PE | 9.8 | 10.2 | 13.8 |
| PEG Ratio | -8.1 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 2.16 | 0.74 | 5.49 | 5.32 |
| # of Estimates | 7 | 7 | 13 | 12 |
| Most Recent Estimate | 2.32 | 0.65 | 5.49 | 5.39 |
| High Estimate | 2.55 | 1.28 | 5.80 | 5.60 |
| Low Estimate | 1.65 | 0.51 | 5.08 | 5.10 |
| Year ago EPS | 3.53 | 0.94 | 7.62 | 5.49 |
| Year over Year Growth Est. | -38.85% | -21.12% | -27.94% | -3.19% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 1 | 0 | 1 | 0 |
| Up Last 30 Days | 1 | 0 | 1 | 0 |
| Down Last 7 Days | 0 | 1 | 0 | 1 |
| Down Last 30 Days | 0 | 1 | 0 | 3 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 2.16 | 0.74 | 5.49 | 5.32 |
| 7 Days Ago | 2.15 | 0.75 | 5.49 | 5.35 |
| 30 Days Ago | 2.15 | 0.75 | 5.46 | 5.43 |
| 60 Days Ago | 2.37 | 0.96 | 5.27 | 5.39 |
| 90 Days Ago | 2.37 | 0.96 | 5.27 | 5.39 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.95 | 0.57 | 5.08 | 5.46 |
| Zacks Consensus Estimate | 2.16 | 0.74 | 5.49 | 5.32 |
| Earnings ESP | -9.72% ▼ | -22.97% ▼ | -7.47% ▼ | 2.63% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 2.11 | 0.44 | 0.94 | 3.53 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 2.11 | 0.44 | 0.94 | 3.53 | |
| Estimate | 1.70 | 0.54 | 0.96 | 3.36 | |
| Difference | 0.41 | -0.10 | -0.02 | 0.17 | 0.12 |
| Surprise | 24.12% ▲ | -18.52% ▼ | -2.08% ▼ | 5.06% ▲ | 2.15% ▲ |

Earnings Transcript for ETR from 07/31/2012

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## FE: FIRSTENERGY CORP - Stock Earnings Estimates

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### FIRSTENERGY CORP (NYSE)

ZACKS RANK: 3 - HOLD

FE 43.49 0.00 (0.00%) Vol. 200 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.11 | Next Report Date | Nov 06, 2012 |
| Next Quarter Estimate | 0.80 | EPS last quarter | 0.60 |
| Current Year Estimate | 3.38 | Last Quarter EPS Surprise | -6.25% |
| Next Year Estimate | 3.10 | EPS (Trailing 12 Mos.) | 3.53 |
| Expected Earnings Growth | .45% | PE (forward) | 12.88 |
| Expected Sales Growth | 4.89% | ABR | 2.47 |

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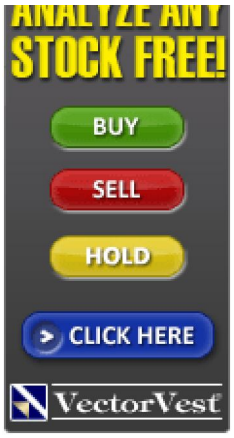


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## Earnings Growth Estimates

| | FE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -17.0 | N/A | N/A |
| Next Qtr (12/2012) | 4.2 | N/A | N/A |
| Current Year (09/2011) | -6.7 | -1.3 | 5.5 |
| Next Year (09/2012) | -8.1 | 7.8 | 6.6 |
| Past 5 Years | -0.3 | 3.8 | 3.2 |
| Next 5 Years | 0.4 | 5.5 | 0.0 |
| PE | 12.3 | 10.2 | 13.8 |
| PEG Ratio | 28.6 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.11 | 0.80 | 3.38 | 3.10 |
| # of Estimates | 6 | 5 | 14 | 14 |
| Most Recent Estimate | 0.99 | 0.90 | 3.30 | 3.05 |
| High Estimate | 1.30 | 0.94 | 3.46 | 3.35 |
| Low Estimate | 0.96 | 0.65 | 3.30 | 2.85 |
| Year ago EPS | 1.34 | 0.77 | 3.62 | 3.38 |
| Year over Year Growth Est. | -17.04% | 4.16% | -6.71% | -8.12% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 2 | 1 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 3 | 2 | 5 | 9 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.11 | 0.80 | 3.38 | 3.10 |
| 7 Days Ago | 1.11 | 0.80 | 3.38 | 3.10 |
| 30 Days Ago | 1.20 | 0.72 | 3.39 | 3.24 |
| 60 Days Ago | 1.19 | 0.75 | 3.40 | 3.25 |
| 90 Days Ago | 1.19 | 0.75 | 3.40 | 3.25 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.03 | 0.84 | 3.35 | 3.05 |
| Zacks Consensus Estimate | 1.11 | 0.80 | 3.38 | 3.10 |
| Earnings ESP | -7.21% ▼ | 5.00% ▲ | -0.89% ▼ | -1.61% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.60 | 0.82 | 0.77 | 1.34 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.60 | 0.82 | 0.77 | 1.34 | |
| Estimate | 0.64 | 0.83 | 0.76 | 1.23 | |
| Difference | -0.04 | -0.01 | 0.01 | 0.11 | 0.02 |
| Surprise | -6.25% | -1.20% | 1.32% | 8.94% | 0.70% |

Earnings Transcript for FE from 08/08/2012

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## EXC: EXELON CORP - Stock Earnings Estimates

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### EXELON CORP (NYSE)

ZACKS RANK: 3 - HOLD

EXC 36.11 0.00 (0.00%) Vol. 2,200 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.73 | Next Report Date | Oct 24, 2012 |
| Next Quarter Estimate | 0.59 | EPS last quarter | 0.61 |
| Current Year Estimate | 2.75 | Last Quarter EPS Surprise | -3.17% |
| Next Year Estimate | 2.71 | EPS (Trailing 12 Mos.) | 3.40 |
| Expected Earnings Growth | 4.9% | PE (forward) | 13.12 |
| Expected Sales Growth | .94% | ABR | 2.72 |

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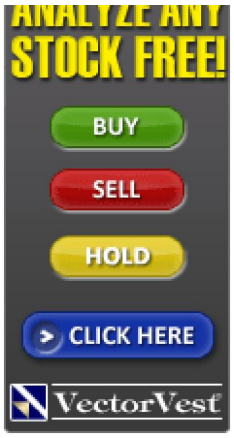


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## Earnings Growth Estimates

| | EXC | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -35.2 | N/A | N/A |
| Next Qtr (12/2012) | -28.1 | N/A | N/A |
| Current Year (09/2011) | -33.8 | -1.3 | 5.5 |
| Next Year (09/2012) | -1.6 | 7.8 | 6.6 |
| Past 5 Years | 3.3 | 3.8 | 3.2 |
| Next 5 Years | 4.9 | 5.5 | 0.0 |
| PE | 10.6 | 10.2 | 13.8 |
| PEG Ratio | 2.7 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.73 | 0.59 | 2.75 | 2.71 |
| # of Estimates | 8 | 8 | 16 | 17 |
| Most Recent Estimate | 0.71 | 0.45 | 2.60 | 2.30 |
| High Estimate | 0.77 | 0.71 | 2.85 | 3.00 |
| Low Estimate | 0.70 | 0.45 | 2.60 | 2.30 |
| Year ago EPS | 1.12 | 0.82 | 4.16 | 2.75 |
| Year over Year Growth Est. | -35.16% | -28.05% | -33.83% | -1.63% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 1 | 1 | 1 | 1 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 1 | 1 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.73 | 0.59 | 2.75 | 2.71 |
| 7 Days Ago | 0.73 | 0.59 | 2.75 | 2.71 |
| 30 Days Ago | 0.73 | 0.60 | 2.76 | 2.74 |
| 60 Days Ago | 0.66 | 0.67 | 2.78 | 2.82 |
| 90 Days Ago | 0.66 | 0.73 | 2.98 | 3.00 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.72 | 0.47 | 2.68 | 2.52 |
| Zacks Consensus Estimate | 0.73 | 0.59 | 2.75 | 2.71 |
| Earnings ESP | -1.37% ▼ | -20.34% ▼ | -2.55% ▼ | -7.01% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.61 | 0.85 | 0.82 | 1.12 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.61 | 0.85 | 0.82 | 1.12 | |
| Estimate | 0.63 | 0.81 | 0.88 | 1.09 | |
| Difference | -0.02 | 0.04 | -0.06 | 0.03 | -0.00 |
| Surprise | -3.17% | 4.94% | -6.82% | 2.75% | -0.58% |

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–Estimates

## GREAT PLAINS ENERGY INCOR (NYSE)

ZACKS RANK: 3 - HOLD

GXP 21.68 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.95 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.04 | EPS last quarter | 0.41 |
| Current Year Estimate | 1.32 | Last Quarter EPS Surprise | 10.81% |
| Next Year Estimate | 1.64 | EPS (Trailing 12 Mos.) | 1.26 |
| Expected Earnings Growth | 7.75% | PE (forward) | 16.4 |
| Expected Sales Growth | -5.55% | ABR | 2.56 |

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| **Zacks Recommendation** ?<br>upgraded as of 08/23/2012<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
| **Equity Research Report** ?<br>Updated as of 08/23/2012 | PREMIUM |

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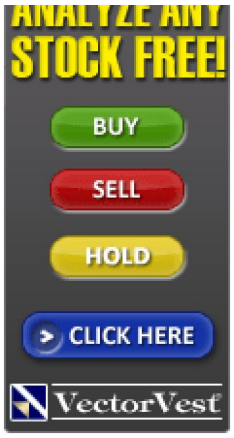


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## Earnings Growth Estimates

| | GXP | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 4.1 | N/A | N/A |
| Next Qtr (12/2012) | 300.0 | N/A | N/A |
| Current Year (09/2011) | 5.8 | -1.3 | 5.5 |
| Next Year (09/2012) | 24.1 | 7.8 | 6.6 |
| Past 5 Years | -7.9 | 3.8 | 3.2 |
| Next 5 Years | 7.8 | 5.5 | 0.0 |
| PE | 17.2 | 10.2 | 13.8 |
| PEG Ratio | 2.1 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.95 | 0.04 | 1.32 | 1.64 |
| # of Estimates | 4 | 3 | 9 | 9 |
| Most Recent Estimate | 0.94 | 0.05 | 1.44 | 0.00 |
| High Estimate | 1.01 | 0.05 | 1.44 | 1.70 |
| Low Estimate | 0.89 | 0.02 | 1.27 | 1.55 |
| Year ago EPS | 0.91 | 0.01 | 1.25 | 1.32 |
| Year over Year Growth Est. | 4.12% | 300.00% | 5.78% | 24.12% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 1 | 0 | 0 | 0 |
| Up Last 30 Days | 2 | 1 | 5 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.95 | 0.04 | 1.32 | 1.64 |
| 7 Days Ago | 0.93 | 0.04 | 1.32 | 1.64 |
| 30 Days Ago | 0.90 | 0.04 | 1.25 | 1.64 |
| 60 Days Ago | 0.90 | 0.04 | 1.25 | 1.65 |
| 90 Days Ago | 0.88 | 0.03 | 1.26 | 1.65 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.95 | 0.05 | 1.33 | 1.66 |
| Zacks Consensus Estimate | 0.95 | 0.04 | 1.32 | 1.64 |
| Earnings ESP | 0.00% | 25.00% ▲ | 0.76% ▲ | 1.22% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.41 | 0.07 | 0.01 | 0.91 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.41 | -0.07 | 0.01 | 0.91 | |
| Estimate | 0.37 | 0.00 | 0.02 | 0.85 | |
| Difference | 0.04 | -0.07 | -0.01 | 0.06 | 0.01 |
| Surprise | 10.81% | 0.00% | -50.00% | 7.06% | -10.71% |

Earnings Transcript for GXP from 05/04/2012

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HE: HAWAIIAN ELECTRIC INDUS - Stock Earnings Estimates

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–Estimates

## HAWAIIAN ELECTRIC INDUS (NYSE)

ZACKS RANK: 4 - SELL

HE 26.81 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.49 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.33 | EPS last quarter | 0.40 |
| Current Year Estimate | 1.61 | Last Quarter EPS Surprise | 11.11% |
| Next Year Estimate | 1.71 | EPS (Trailing 12 Mos.) | 1.66 |
| Expected Earnings Growth | 6.72% | PE (forward) | 16.63 |
| Expected Sales Growth | 3.42% | ABR | 3.6 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** ?<br>dow ngraded 09/05/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
| **Equity Research Report** ?<br>Updated as of 06/08/2012 | PREMIUM |

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| Top Peers | Ticker | Zacks Rank |
|---|---|---|
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| DTE ENERGY CO | DTE | PREMIUM |

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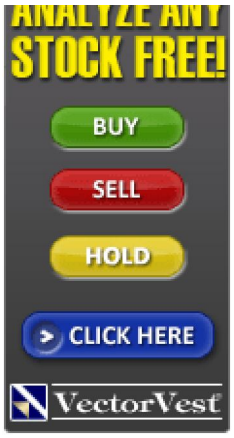


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|---|---|---|
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## Earnings Growth Estimates

| | HE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -2.7 | N/A | N/A |
| Next Qtr (12/2012) | -8.3 | N/A | N/A |
| Current Year (09/2011) | 11.9 | -1.3 | 5.5 |
| Next Year (09/2012) | 6.0 | 7.8 | 6.6 |
| Past 5 Years | 1.9 | 3.8 | 3.2 |
| Next 5 Years | 6.7 | 5.5 | 0.0 |
| PE | 16.2 | 10.2 | 13.8 |
| PEG Ratio | 2.5 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.49 | 0.33 | 1.61 | 1.71 |
| # of Estimates | 3 | 3 | 5 | 5 |
| Most Recent Estimate | 0.45 | 0.37 | 1.60 | 1.65 |
| High Estimate | 0.58 | 0.39 | 1.65 | 1.75 |
| Low Estimate | 0.43 | 0.25 | 1.59 | 1.65 |
| Year ago EPS | 0.50 | 0.36 | 1.44 | 1.61 |
| Year over Year Growth Est. | -2.67% | -8.33% | 11.94% | 5.96% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 1 | 0 | 0 |
| Down Last 7 Days | 1 | 0 | 1 | 1 |
| Down Last 30 Days | 2 | 1 | 2 | 2 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.49 | 0.33 | 1.61 | 1.71 |
| 7 Days Ago | 0.50 | 0.33 | 1.62 | 1.73 |
| 30 Days Ago | 0.51 | 0.34 | 1.63 | 1.74 |
| 60 Days Ago | 0.51 | 0.36 | 1.63 | 1.74 |
| 90 Days Ago | 0.51 | 0.36 | 1.63 | 1.74 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.44 | 0.37 | 1.61 | 1.67 |
| Zacks Consensus Estimate | 0.49 | 0.33 | 1.61 | 1.71 |
| Earnings ESP | -10.20% ▼ | 12.12% ▲ | 0.00% | -2.34% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.40 | 0.40 | 0.36 | 0.50 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.40 | 0.40 | 0.36 | 0.50 | |
| Estimate | 0.36 | 0.36 | 0.36 | 0.43 | |
| Difference | 0.04 | 0.04 | 0.00 | 0.07 | 0.05 |
| Surprise | 11.11% | 11.11% | 0.00% | 16.28% | 12.83% |

Earnings Transcript for HE from 08/03/2012

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## IDA: IDACORP INC - Stock Earnings Estimates

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### IDACORP INC (NYSE)

ZACKS RANK: 2 - BUY

IDA 41.97 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.52 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.56 | EPS last quarter | 0.71 |
| Current Year Estimate | 3.26 | Last Quarter EPS Surprise | 42% |
| Next Year Estimate | 3.23 | EPS (Trailing 12 Mos.) | 2.40 |
| Expected Earnings Growth | 5% | PE (forward) | 12.86 |
| Expected Sales Growth | 3.78% | ABR | 1.25 |

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| | |
|---|---|
| **Zacks Rank** ?<br>dow ngraded 08/16/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>upgraded as of 08/30/2012<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
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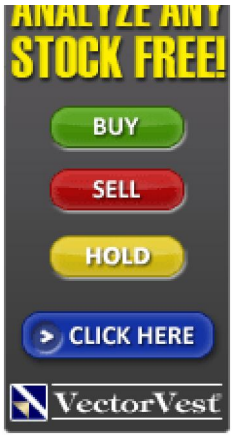


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## Earnings Growth Estimates

| | IDA | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 50.5 | N/A | N/A |
| Next Qtr (12/2012) | 208.3 | N/A | N/A |
| Current Year (09/2011) | 47.0 | -1.3 | 5.5 |
| Next Year (09/2012) | -1.1 | 7.8 | 6.6 |
| Past 5 Years | 2.7 | 3.8 | 3.2 |
| Next 5 Years | 5.0 | 5.5 | 0.0 |
| PE | 17.5 | 10.2 | 13.8 |
| PEG Ratio | 2.6 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.52 | 0.56 | 3.26 | 3.23 |
| # of Estimates | 3 | 2 | 4 | 4 |
| Most Recent Estimate | 1.54 | 0.00 | 3.25 | 3.24 |
| High Estimate | 1.54 | 0.57 | 3.27 | 3.25 |
| Low Estimate | 1.50 | 0.54 | 3.25 | 3.20 |
| Year ago EPS | 1.01 | 0.18 | 2.22 | 3.26 |
| Year over Year Growth Est. | 50.50% | 208.33% | 46.96% | -1.07% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.52 | 0.56 | 3.26 | 3.23 |
| 7 Days Ago | 1.52 | 0.56 | 3.26 | 3.23 |
| 30 Days Ago | 1.51 | 0.56 | 3.27 | 3.23 |
| 60 Days Ago | 1.51 | 0.56 | 3.08 | 3.21 |
| 90 Days Ago | 1.51 | 0.56 | 3.08 | 3.21 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.54 | 0.00 | 3.25 | 0.00 |
| Zacks Consensus Estimate | 1.52 | 0.56 | 3.26 | 3.23 |
| Earnings ESP | 1.32% ▲ | 0.00% | -0.31% ▼ | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.71 | 0.50 | 0.18 | 1.01 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.71 | 0.50 | 0.18 | 1.01 | |
| Estimate | 0.50 | 0.60 | 0.21 | 1.51 | |
| Difference | 0.21 | -0.10 | -0.03 | -0.50 | -0.11 |
| Surprise | 42.00% | -16.67% | -14.29% | -33.11% | -5.52% |

Earnings Transcript for IDA from 05/10/2010

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### MGE ENERGY INC (NASD)

ZACKS RANK: 1 - STRONG BUY

MGEE 50.50 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.89 | Next Report Date | Nov 09, 2012 |
| Next Quarter Estimate | 0.55 | EPS last quarter | 0.62 |
| Current Year Estimate | 2.75 | Last Quarter EPS Surprise | 12.73% |
| Next Year Estimate | 2.95 | EPS (Trailing 12 Mos.) | 2.63 |
| Expected Earnings Growth | 4% | PE (forward) | 18.36 |
| Expected Sales Growth | -1.23% | ABR | 3 |

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| | |
|---|---|
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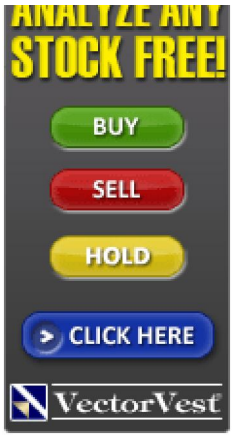


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## Earnings Growth Estimates

| | MGEE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -2.2 | N/A | N/A |
| Next Qtr (12/2012) | 34.2 | N/A | N/A |
| Current Year (09/2011) | 4.2 | -1.3 | 5.5 |
| Next Year (09/2012) | 7.3 | 7.8 | 6.6 |
| Past 5 Years | 6.0 | 3.8 | 3.2 |
| Next 5 Years | 4.0 | 5.5 | 0.0 |
| PE | 19.2 | 10.2 | 13.8 |
| PEG Ratio | 4.6 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.89 | 0.55 | 2.75 | 2.95 |
| # of Estimates | 1 | 1 | 1 | 1 |
| Most Recent Estimate | 0.89 | 0.00 | 2.75 | 2.95 |
| High Estimate | 0.89 | 0.55 | 2.75 | 2.95 |
| Low Estimate | 0.89 | 0.55 | 2.75 | 2.95 |
| Year ago EPS | 0.91 | 0.41 | 2.64 | 2.75 |
| Year over Year Growth Est. | -2.20% | 34.15% | 4.17% | 7.27% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 1 | 0 | 1 | 1 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.89 | 0.55 | 2.75 | 2.95 |
| 7 Days Ago | 0.89 | 0.55 | 2.75 | 2.95 |
| 30 Days Ago | 0.80 | 0.55 | 2.59 | 2.75 |
| 60 Days Ago | 0.80 | 0.55 | 2.59 | 2.75 |
| 90 Days Ago | 0.80 | 0.55 | 2.59 | 2.75 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.89 | 0.00 | 2.75 | 2.95 |
| Zacks Consensus Estimate | 0.89 | 0.55 | 2.75 | 2.95 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.62 | 0.69 | 0.41 | 0.91 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.62 | 0.69 | 0.41 | 0.91 | |
| Estimate | 0.55 | 0.65 | 0.53 | 0.92 | |
| Difference | 0.07 | 0.04 | -0.12 | -0.01 | -0.01 |
| Surprise | 12.73% | 6.15% | -22.64% | -1.09% | -1.21% |

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–Estimates

### NEXTERA ENERGY INC (NYSE)

ZACKS RANK: 3 - HOLD

NEE 67.19 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.40 | Next Report Date | Nov 09, 2012 |
| Next Quarter Estimate | 0.90 | EPS last quarter | 1.26 |
| Current Year Estimate | 4.53 | Last Quarter EPS Surprise | 8.62% |
| Next Year Estimate | 4.94 | EPS (Trailing 12 Mos.) | 4.52 |
| Expected Earnings Growth | 5.7% | PE (forward) | 14.82 |
| Expected Sales Growth | -.85% | ABR | 1.71 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** Short-Term Rating 1-3 Months | PREMIUM |
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| **Target Price** | PREMIUM |
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| CHINA RES POWER | CRPJY | PREMIUM |

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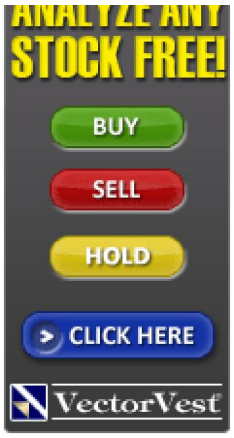


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## Earnings Growth Estimates

| | NEE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 6.9 | N/A | N/A |
| Next Qtr (12/2012) | -3.8 | N/A | N/A |
| Current Year (09/2011) | 3.3 | -1.3 | 5.5 |
| Next Year (09/2012) | 8.9 | 7.8 | 6.6 |
| Past 5 Years | 7.6 | 3.8 | 3.2 |
| Next 5 Years | 5.7 | 5.5 | 0.0 |
| PE | 14.9 | 10.2 | 13.8 |
| PEG Ratio | 2.6 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.40 | 0.90 | 4.53 | 4.94 |
| # of Estimates | 8 | 8 | 19 | 18 |
| Most Recent Estimate | 1.35 | 0.92 | 4.55 | 4.90 |
| High Estimate | 1.58 | 0.96 | 4.65 | 5.11 |
| Low Estimate | 1.33 | 0.82 | 4.47 | 4.80 |
| Year ago EPS | 1.31 | 0.93 | 4.39 | 4.53 |
| Year over Year Growth Est. | 6.87% | -3.76% | 3.30% | 8.95% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.40 | 0.90 | 4.53 | 4.94 |
| 7 Days Ago | 1.40 | 0.90 | 4.53 | 4.94 |
| 30 Days Ago | 1.40 | 0.90 | 4.53 | 4.94 |
| 60 Days Ago | 1.46 | 0.94 | 4.53 | 4.94 |
| 90 Days Ago | 1.46 | 0.95 | 4.53 | 4.95 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 0.00 | 0.00 |
| Zacks Consensus Estimate | 1.40 | 0.90 | 4.53 | 4.94 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 1.26 | 1.02 | 0.93 | 1.31 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 1.26 | 1.02 | 0.93 | 1.31 | |
| Estimate | 1.16 | 0.97 | 0.92 | 1.43 | |
| Difference | 0.10 | 0.05 | 0.01 | -0.12 | 0.01 |
| Surprise | 8.62% | 5.15% | 1.09% | -8.39% | 1.62% |

Earnings Transcript for NEE from 07/26/2012

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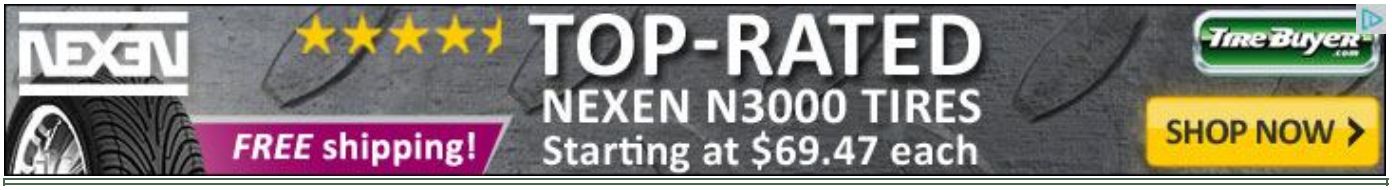




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NVE: NV ENERGY INC - Stock Earnings Estimates

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## NV ENERGY INC (NYSE)

ZACKS RANK: 2 - BUY

NVE 17.78 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.87 | Next Report Date | Nov 07, 2012 |
| Next Quarter Estimate | 0.05 | EPS last quarter | 0.29 |
| Current Year Estimate | 1.23 | Last Quarter EPS Surprise | 61.11% |
| Next Year Estimate | 1.26 | EPS (Trailing 12 Mos.) | 1.02 |
| Expected Earnings Growth | 18.85% | PE (forward) | 14.47 |
| Expected Sales Growth | -4.6% | ABR | 2.5 |

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| | |
|---|---|
| **Zacks Rank** ?<br>dow ngraded 08/09/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>upgraded as of 08/23/2012<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
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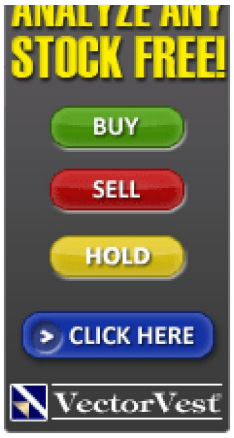


| | | |
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## Earnings Growth Estimates

| | NVE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 18.8 | N/A | N/A |
| Next Qtr (12/2012) | 210.0 | N/A | N/A |
| Current Year (09/2011) | 66.1 | -1.3 | 5.5 |
| Next Year (09/2012) | 2.2 | 7.8 | 6.6 |
| Past 5 Years | -0.4 | 3.8 | 3.2 |
| Next 5 Years | 18.9 | 5.5 | 0.0 |
| PE | 17.4 | 10.2 | 13.8 |
| PEG Ratio | 0.8 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.87 | 0.05 | 1.23 | 1.26 |
| # of Estimates | 4 | 4 | 9 | 9 |
| Most Recent Estimate | 0.90 | 0.05 | 1.29 | 1.30 |
| High Estimate | 0.90 | 0.08 | 1.29 | 1.30 |
| Low Estimate | 0.83 | 0.01 | 1.19 | 1.23 |
| Year ago EPS | 0.73 | -0.05 | 0.74 | 1.23 |
| Year over Year Growth Est. | 18.84% | 210.00% | 66.07% | 2.17% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.87 | 0.05 | 1.23 | 1.26 |
| 7 Days Ago | 0.87 | 0.05 | 1.23 | 1.26 |
| 30 Days Ago | 0.87 | 0.05 | 1.23 | 1.26 |
| 60 Days Ago | 0.89 | 0.08 | 1.20 | 1.25 |
| 90 Days Ago | 0.89 | 0.08 | 1.20 | 1.25 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 0.00 | 0.00 |
| Zacks Consensus Estimate | 0.87 | 0.05 | 1.23 | 1.26 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.39 | 0.05 | 0.05 | 0.73 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.29 | 0.05 | -0.05 | 0.73 | |
| Estimate | 0.18 | 0.03 | 0.03 | 0.71 | |
| Difference | 0.11 | 0.02 | -0.08 | 0.02 | 0.02 |
| Surprise | 61.11% | 66.67% | -266.67% | 2.82% | -34.02% |

Earnings Transcript for NVE from 07/27/2012

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## OGE: OGE ENERGY CORP - Stock Earnings Estimates

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### OGE ENERGY CORP (NYSE)

ZACKS RANK: 3 - HOLD

OGE 54.48 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.84 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.36 | EPS last quarter | 0.95 |
| Current Year Estimate | 3.55 | Last Quarter EPS Surprise | 5.56% |
| Next Year Estimate | 3.75 | EPS (Trailing 12 Mos.) | 3.43 |
| Expected Earnings Growth | 5.7% | PE (forward) | 15.35 |
| Expected Sales Growth | -.22% | ABR | 1.75 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** ?<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>dow ngraded as of 09/04/2012<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
| **Equity Research Report** ?<br>Updated as of 09/04/2012 | PREMIUM |

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| DTE ENERGY CO | DTE | PREMIUM |
| CHINA RES POWER | CRPJY | PREMIUM |

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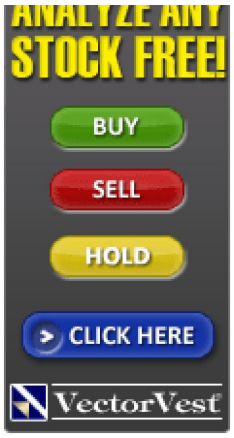


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## Earnings Growth Estimates

| | OGE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 2.4 | N/A | N/A |
| Next Qtr (12/2012) | 3.8 | N/A | N/A |
| Current Year (09/2011) | 2.0 | -1.3 | 5.5 |
| Next Year (09/2012) | 5.7 | 7.8 | 6.6 |
| Past 5 Years | 8.5 | 3.8 | 3.2 |
| Next 5 Years | 5.7 | 5.5 | 0.0 |
| PE | 15.9 | 10.2 | 13.8 |
| PEG Ratio | 2.7 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.84 | 0.36 | 3.55 | 3.75 |
| # of Estimates | 3 | 3 | 6 | 7 |
| Most Recent Estimate | 1.88 | 0.37 | 3.57 | 3.80 |
| High Estimate | 1.88 | 0.37 | 3.58 | 3.91 |
| Low Estimate | 1.80 | 0.35 | 3.50 | 3.60 |
| Year ago EPS | 1.80 | 0.35 | 3.48 | 3.55 |
| Year over Year Growth Est. | 2.41% | 3.81% | 2.01% | 5.67% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.84 | 0.36 | 3.55 | 3.75 |
| 7 Days Ago | 1.84 | 0.36 | 3.55 | 3.75 |
| 30 Days Ago | 1.83 | 0.36 | 3.55 | 3.74 |
| 60 Days Ago | 1.85 | 0.35 | 3.54 | 3.74 |
| 90 Days Ago | 1.95 | 0.40 | 3.61 | 3.77 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.88 | 0.37 | 3.57 | 3.80 |
| Zacks Consensus Estimate | 1.84 | 0.36 | 3.55 | 3.75 |
| Earnings ESP | 2.17% ▲ | 2.78% ▲ | 0.56% ▲ | 1.33% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.95 | 0.33 | 0.35 | 1.80 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.95 | 0.33 | 0.35 | 1.80 | |
| Estimate | 0.90 | 0.33 | 0.35 | 1.76 | |
| Difference | 0.05 | 0.00 | 0.00 | 0.04 | 0.05 |
| Surprise | 5.56% | 0.00% | 0.00% | 2.27% | 3.92% |

Earnings Transcript for OGE from 08/02/2012

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### PEPCO HOLDINGS INC (NYSE)

ZACKS RANK: 3 - HOLD

POM 19.44 0.00 (0.00%) Vol. 200 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.41 | Next Report Date | Nov 09, 2012 |
| Next Quarter Estimate | 0.21 | EPS last quarter | 0.25 |
| Current Year Estimate | 1.21 | Last Quarter EPS Surprise | -21.88% |
| Next Year Estimate | 1.30 | EPS (Trailing 12 Mos.) | 1.05 |
| Expected Earnings Growth | 3.83% | PE (forward) | 16.07 |
| Expected Sales Growth | -12.8% | ABR | 2.8 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** | PREMIUM |
| **Target Price** | PREMIUM |
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| DTE ENERGY CO | DTE | PREMIUM |
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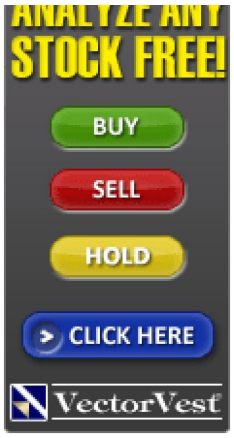


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## Earnings Growth Estimates

| | POM | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 17.1 | N/A | N/A |
| Next Qtr (12/2012) | 41.7 | N/A | N/A |
| Current Year (09/2011) | -3.2 | -1.3 | 5.5 |
| Next Year (09/2012) | 7.7 | 7.8 | 6.6 |
| Past 5 Years | -3.2 | 3.8 | 3.2 |
| Next 5 Years | 3.8 | 5.5 | 0.0 |
| PE | 18.5 | 10.2 | 13.8 |
| PEG Ratio | 4.2 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.41 | 0.21 | 1.21 | 1.30 |
| # of Estimates | 5 | 4 | 10 | 9 |
| Most Recent Estimate | 0.46 | 0.23 | 1.23 | 1.34 |
| High Estimate | 0.46 | 0.24 | 1.25 | 1.35 |
| Low Estimate | 0.37 | 0.18 | 1.15 | 1.25 |
| Year ago EPS | 0.35 | 0.15 | 1.25 | 1.21 |
| Year over Year Growth Est. | 17.14% | 41.67% | -3.20% | 7.71% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 1 | 1 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 3 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.41 | 0.21 | 1.21 | 1.30 |
| 7 Days Ago | 0.41 | 0.21 | 1.21 | 1.30 |
| 30 Days Ago | 0.39 | 0.18 | 1.23 | 1.30 |
| 60 Days Ago | 0.38 | 0.18 | 1.24 | 1.31 |
| 90 Days Ago | 0.41 | 0.17 | 1.25 | 1.32 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.41 | 0.23 | 1.20 | 1.34 |
| Zacks Consensus Estimate | 0.41 | 0.21 | 1.21 | 1.30 |
| Earnings ESP | 0.00% | 9.52% ▲ | -0.83% ▼ | 3.08% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.25 | 0.30 | 0.15 | 0.35 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.25 | 0.30 | 0.15 | 0.35 | |
| Estimate | 0.32 | 0.25 | 0.18 | 0.41 | |
| Difference | -0.07 | 0.05 | -0.03 | -0.06 | -0.03 |
| Surprise | -21.87% | 20.00% | -16.67% | -14.63% | -8.29% |

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### PG&E CORP (NYSE)

ZACKS RANK: 3 - HOLD

PCG 43.44 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.88 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.61 | EPS last quarter | 0.81 |
| Current Year Estimate | 3.16 | Last Quarter EPS Surprise | -2.41% |
| Next Year Estimate | 3.06 | EPS (Trailing 12 Mos.) | 3.67 |
| Expected Earnings Growth | 2.6% | PE (forward) | 13.75 |
| Expected Sales Growth | 1.88% | ABR | 2.47 |

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| | |
|---|---|
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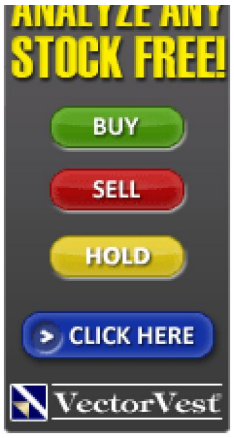


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## Earnings Growth Estimates

| | PCG | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -18.9 | N/A | N/A |
| Next Qtr (12/2012) | -31.3 | N/A | N/A |
| Current Year (09/2011) | -11.7 | -1.3 | 5.5 |
| Next Year (09/2012) | -3.1 | 7.8 | 6.6 |
| Past 5 Years | 6.9 | 3.8 | 3.2 |
| Next 5 Years | 2.6 | 5.5 | 0.0 |
| PE | 11.8 | 10.2 | 13.8 |
| PEG Ratio | 5.3 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.88 | 0.61 | 3.16 | 3.06 |
| # of Estimates | 8 | 8 | 13 | 16 |
| Most Recent Estimate | 0.92 | 0.57 | 3.20 | 3.10 |
| High Estimate | 1.02 | 0.72 | 3.20 | 3.40 |
| Low Estimate | 0.75 | 0.46 | 3.02 | 2.85 |
| Year ago EPS | 1.08 | 0.89 | 3.58 | 3.16 |
| Year over Year Growth Est. | -18.87% | -31.32% | -11.73% | -3.12% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 3 | 0 | 2 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 0 | 6 | 7 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.88 | 0.61 | 3.16 | 3.06 |
| 7 Days Ago | 0.88 | 0.61 | 3.16 | 3.06 |
| 30 Days Ago | 0.89 | 0.60 | 3.18 | 3.12 |
| 60 Days Ago | 0.88 | 0.59 | 3.18 | 3.11 |
| 90 Days Ago | 0.88 | 0.59 | 3.19 | 3.11 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.92 | 0.57 | 3.13 | 2.96 |
| Zacks Consensus Estimate | 0.88 | 0.61 | 3.16 | 3.06 |
| Earnings ESP | 4.55% ▲ | -6.56% ▼ | -0.95% ▼ | -3.27% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.81 | 0.89 | 0.89 | 1.08 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.81 | 0.89 | 0.89 | 1.08 | |
| Estimate | 0.83 | 0.70 | 0.85 | 1.06 | |
| Difference | -0.02 | 0.19 | 0.04 | 0.02 | 0.06 |
| Surprise | -2.41% | 27.14% | 4.71% | 1.89% | 7.83% |

Earnings Transcript for PCG from 08/08/2012

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## PINNACLE WEST CAPITAL CORP (NYSE)

ZACKS RANK: 2 - BUY

PNW 52.20 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 2.28 | Next Report Date | Nov 06, 2012 |
| Next Quarter Estimate | 0.09 | EPS last quarter | 1.12 |
| Current Year Estimate | 3.42 | Last Quarter EPS Surprise | 6.67% |
| Next Year Estimate | 3.55 | EPS (Trailing 12 Mos.) | 3.40 |
| Expected Earnings Growth | 5.9% | PE (forward) | 15.28 |
| Expected Sales Growth | -1.94% | ABR | 2.83 |

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| **Zacks Industry Rank** ? | PREMIUM |
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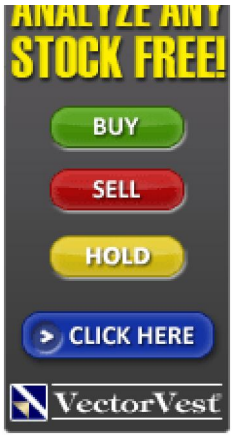


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## Earnings Growth Estimates

| | PNW | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 2.0 | N/A | N/A |
| Next Qtr (12/2012) | -16.6 | N/A | N/A |
| Current Year (09/2011) | 14.2 | -1.3 | 5.5 |
| Next Year (09/2012) | 3.8 | 7.8 | 6.6 |
| Past 5 Years | -0.8 | 3.8 | 3.2 |
| Next 5 Years | 5.9 | 5.5 | 0.0 |
| PE | 15.4 | 10.2 | 13.8 |
| PEG Ratio | 2.6 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 2.28 | 0.09 | 3.42 | 3.55 |
| # of Estimates | 5 | 5 | 12 | 12 |
| Most Recent Estimate | 2.20 | 0.03 | 3.45 | 3.56 |
| High Estimate | 2.45 | 0.16 | 3.47 | 3.61 |
| Low Estimate | 2.20 | -0.08 | 3.34 | 3.46 |
| Year ago EPS | 2.24 | 0.11 | 2.99 | 3.42 |
| Year over Year Growth Est. | 1.96% | -16.62% | 14.24% | 3.80% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 1 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 2.28 | 0.09 | 3.42 | 3.55 |
| 7 Days Ago | 2.28 | 0.09 | 3.42 | 3.55 |
| 30 Days Ago | 2.30 | 0.09 | 3.42 | 3.55 |
| 60 Days Ago | 2.33 | 0.12 | 3.37 | 3.54 |
| 90 Days Ago | 2.34 | 0.14 | 3.37 | 3.55 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 2.20 | 0.00 | 3.43 | 3.56 |
| Zacks Consensus Estimate | 2.28 | 0.09 | 3.42 | 3.55 |
| Earnings ESP | -3.51% ▼ | 0.00% | 0.29% ▲ | 0.28% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 1.12 | 0.07 | 0.11 | 2.24 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 1.12 | -0.07 | 0.11 | 2.24 | |
| Estimate | 1.05 | -0.07 | 0.05 | 2.10 | |
| Difference | 0.07 | 0.00 | 0.06 | 0.14 | 0.09 |
| Surprise | 6.67% | 0.00% | 120.00% | 6.67% | 44.45% |

Earnings Transcript for PNW from 08/02/2012

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## PNM RESOURCES INC (NYSE)

ZACKS RANK: 2 - BUY

PNM 20.93 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.61 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.19 | EPS last quarter | 0.33 |
| Current Year Estimate | 1.28 | Last Quarter EPS Surprise | 6.45% |
| Next Year Estimate | 1.38 | EPS (Trailing 12 Mos.) | 1.33 |
| Expected Earnings Growth | 9.3% | PE (forward) | 16.39 |
| Expected Sales Growth | -6.82% | ABR | 2.75 |

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| | |
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## Earnings Growth Estimates

| | PNM | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 0.4 | N/A | N/A |
| Next Qtr (12/2012) | -11.4 | N/A | N/A |
| Current Year (09/2011) | 18.3 | -1.3 | 5.5 |
| Next Year (09/2012) | 8.4 | 7.8 | 6.6 |
| Past 5 Years | -6.2 | 3.8 | 3.2 |
| Next 5 Years | 9.3 | 5.5 | 0.0 |
| PE | 15.7 | 10.2 | 13.8 |
| PEG Ratio | 1.8 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.61 | 0.19 | 1.28 | 1.38 |
| # of Estimates | 4 | 4 | 7 | 8 |
| Most Recent Estimate | 0.00 | 0.00 | 0.00 | 0.00 |
| High Estimate | 0.65 | 0.21 | 1.31 | 1.50 |
| Low Estimate | 0.60 | 0.17 | 1.25 | 1.35 |
| Year ago EPS | 0.61 | 0.22 | 1.08 | 1.28 |
| Year over Year Growth Est. | 0.41% | -11.36% | 18.25% | 8.45% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 1 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.61 | 0.19 | 1.28 | 1.38 |
| 7 Days Ago | 0.61 | 0.19 | 1.28 | 1.38 |
| 30 Days Ago | 0.61 | 0.20 | 1.28 | 1.39 |
| 60 Days Ago | 0.61 | 0.20 | 1.26 | 1.39 |
| 90 Days Ago | 0.61 | 0.20 | 1.26 | 1.39 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.17 | 0.00 | 1.35 |
| Zacks Consensus Estimate | 0.61 | 0.19 | 1.28 | 1.38 |
| Earnings ESP | 0.00% | -10.53% | 0.00% | -2.17% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.33 | 0.17 | 0.22 | 0.61 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.33 | 0.17 | 0.22 | 0.61 | |
| Estimate | 0.31 | 0.11 | 0.17 | 0.68 | |
| Difference | 0.02 | 0.06 | 0.05 | -0.07 | 0.02 |
| Surprise | 6.45% ▲ | 54.55% ▲ | 29.41% ▲ | -10.29% ▼ | 20.03% ▲ |

Earnings Transcript for PNM from 05/04/2012

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POR: PORTLAND GENERAL ELECTRIC CO - Stock Earnings Estimates

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## PORTLAND GENERAL ELECTRIC CO (NYSE)

ZACKS RANK: 3 - HOLD

POR 27.05 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.49 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.42 | EPS last quarter | 0.34 |
| Current Year Estimate | 1.90 | Last Quarter EPS Surprise | 0% |
| Next Year Estimate | 1.93 | EPS (Trailing 12 Mos.) | 1.74 |
| Expected Earnings Growth | 4.13% | PE (forward) | 14.26 |
| Expected Sales Growth | .96% | ABR | 2.44 |

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| | |
|---|---|
| **Zacks Rank** ?<br>upgraded 08/09/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>dow ngraded as of 08/23/2012<br>Long-Term Rating 6+ Months | PREMIUM |
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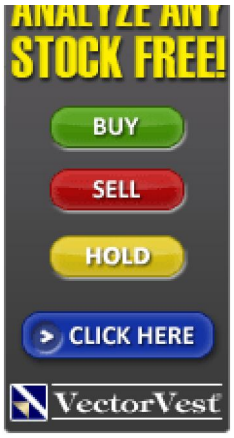


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## Earnings Growth Estimates

| | POR | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 36.7 | N/A | N/A |
| Next Qtr (12/2012) | 7.2 | N/A | N/A |
| Current Year (09/2011) | -2.7 | -1.3 | 5.5 |
| Next Year (09/2012) | 1.7 | 7.8 | 6.6 |
| Past 5 Years | 0.0 | 3.8 | 3.2 |
| Next 5 Years | 4.1 | 5.5 | 0.0 |
| PE | 15.6 | 10.2 | 13.8 |
| PEG Ratio | 3.5 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.49 | 0.42 | 1.90 | 1.93 |
| # of Estimates | 5 | 5 | 8 | 10 |
| Most Recent Estimate | 0.51 | 0.45 | 1.95 | 2.00 |
| High Estimate | 0.55 | 0.46 | 1.95 | 2.00 |
| Low Estimate | 0.43 | 0.33 | 1.87 | 1.84 |
| Year ago EPS | 0.36 | 0.39 | 1.95 | 1.90 |
| Year over Year Growth Est. | 36.67% | 7.18% | -2.69% | 1.66% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 2 | 1 | 2 | 2 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 1 | 0 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.49 | 0.42 | 1.90 | 1.93 |
| 7 Days Ago | 0.49 | 0.42 | 1.90 | 1.93 |
| 30 Days Ago | 0.48 | 0.42 | 1.90 | 1.93 |
| 60 Days Ago | 0.47 | 0.40 | 1.90 | 1.93 |
| 90 Days Ago | 0.47 | 0.40 | 1.90 | 1.93 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.49 | 0.44 | 1.91 | 1.91 |
| Zacks Consensus Estimate | 0.49 | 0.42 | 1.90 | 1.93 |
| Earnings ESP | 0.00% | 4.76% ▲ | 0.53% ▲ | -1.04% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.34 | 0.65 | 0.39 | 0.36 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.34 | 0.65 | 0.39 | 0.36 | |
| Estimate | 0.34 | 0.77 | 0.44 | 0.46 | |
| Difference | 0.00 | -0.12 | -0.05 | -0.10 | -0.09 |
| Surprise | 0.00% | -15.58% | -11.36% | -21.74% | -16.23% |

Earnings Transcript for POR from 08/07/2012

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### SCANA CORP (NYSE)

ZACKS RANK: 3 - HOLD

SCG 47.90 0.00 (0.00%) Vol. 200 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.89 | Next Report Date | Oct 24, 2012 |
| Next Quarter Estimate | 0.79 | EPS last quarter | 0.54 |
| Current Year Estimate | 3.13 | Last Quarter EPS Surprise | 10.2% |
| Next Year Estimate | 3.31 | EPS (Trailing 12 Mos.) | 3.01 |
| Expected Earnings Growth | 4.38% | PE (forward) | 15.28 |
| Expected Sales Growth | -3.04% | ABR | 2.5 |

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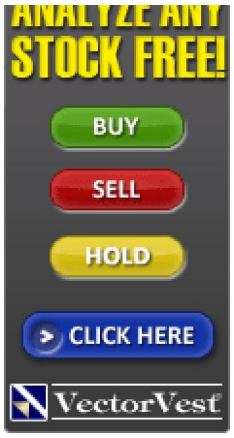


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## Earnings Growth Estimates

| | SCG | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 9.5 | N/A | N/A |
| Next Qtr (12/2012) | 5.8 | N/A | N/A |
| Current Year (09/2011) | 5.5 | -1.3 | 5.5 |
| Next Year (09/2012) | 5.5 | 7.8 | 6.6 |
| Past 5 Years | 1.6 | 3.8 | 3.2 |
| Next 5 Years | 4.4 | 5.5 | 0.0 |
| PE | 15.9 | 10.2 | 13.8 |
| PEG Ratio | 3.5 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.89 | 0.79 | 3.13 | 3.31 |
| # of Estimates | 6 | 6 | 11 | 11 |
| Most Recent Estimate | 0.92 | 0.81 | 3.16 | 3.30 |
| High Estimate | 0.95 | 0.86 | 3.20 | 3.40 |
| Low Estimate | 0.82 | 0.72 | 3.05 | 3.17 |
| Year ago EPS | 0.81 | 0.75 | 2.97 | 3.13 |
| Year over Year Growth Est. | 9.47% | 5.78% | 5.54% | 5.45% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 3 | 2 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 0 | 0 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.89 | 0.79 | 3.13 | 3.31 |
| 7 Days Ago | 0.89 | 0.79 | 3.13 | 3.31 |
| 30 Days Ago | 0.88 | 0.80 | 3.12 | 3.29 |
| 60 Days Ago | 0.90 | 0.80 | 3.13 | 3.31 |
| 90 Days Ago | 0.89 | 0.82 | 3.13 | 3.31 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.90 | 0.81 | 3.15 | 3.33 |
| Zacks Consensus Estimate | 0.89 | 0.79 | 3.13 | 3.31 |
| Earnings ESP | 1.12% ▲ | 2.53% ▲ | 0.64% ▲ | 0.60% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.54 | 0.92 | 0.75 | 0.81 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.54 | 0.92 | 0.75 | 0.81 | |
| Estimate | 0.49 | 1.02 | 0.79 | 0.76 | |
| Difference | 0.05 | -0.10 | -0.04 | 0.05 | -0.01 |
| Surprise | 10.20% ▲ | -9.80% ▼ | -5.06% ▼ | 6.58% ▲ | 0.48% ▼ |

Earnings Transcript for SCG from 08/02/2012

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## SOUTHERN CO (NYSE)

ZACKS RANK: 3 - HOLD

SO 45.47 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.14 | Next Report Date | Oct 24, 2012 |
| Next Quarter Estimate | 0.39 | EPS last quarter | 0.69 |
| Current Year Estimate | 2.64 | Last Quarter EPS Surprise | 1.47% |
| Next Year Estimate | 2.82 | EPS (Trailing 12 Mos.) | 2.48 |
| Expected Earnings Growth | 5.06% | PE (forward) | 17.19 |
| Expected Sales Growth | 2.51% | ABR | 3.13 |

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## Earnings Growth Estimates

| | SO | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 6.7 | N/A | N/A |
| Next Qtr (12/2012) | 29.2 | N/A | N/A |
| Current Year (09/2011) | 2.9 | -1.3 | 5.5 |
| Next Year (09/2012) | 6.5 | 7.8 | 6.6 |
| Past 5 Years | 3.4 | 3.8 | 3.2 |
| Next 5 Years | 5.1 | 5.5 | 0.0 |
| PE | 18.3 | 10.2 | 13.8 |
| PEG Ratio | 3.4 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.14 | 0.39 | 2.64 | 2.82 |
| # of Estimates | 9 | 8 | 17 | 17 |
| Most Recent Estimate | 1.14 | 0.38 | 2.68 | 2.76 |
| High Estimate | 1.18 | 0.45 | 2.70 | 2.90 |
| Low Estimate | 1.05 | 0.33 | 2.59 | 2.70 |
| Year ago EPS | 1.07 | 0.30 | 2.57 | 2.64 |
| Year over Year Growth Est. | 6.65% | 29.17% | 2.91% | 6.49% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 1 | 1 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.14 | 0.39 | 2.64 | 2.82 |
| 7 Days Ago | 1.14 | 0.39 | 2.64 | 2.82 |
| 30 Days Ago | 1.14 | 0.38 | 2.64 | 2.82 |
| 60 Days Ago | 1.15 | 0.39 | 2.65 | 2.81 |
| 90 Days Ago | 1.15 | 0.39 | 2.65 | 2.81 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 2.68 | 2.76 |
| Zacks Consensus Estimate | 1.14 | 0.39 | 2.64 | 2.82 |
| Earnings ESP | 0.00% | 0.00% | 1.52% ▲ | -2.13% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.69 | 0.42 | 0.30 | 1.07 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.69 | 0.42 | 0.30 | 1.07 | |
| Estimate | 0.68 | 0.46 | 0.29 | 1.04 | |
| Difference | 0.01 | -0.04 | 0.01 | 0.03 | 0.00 |
| Surprise | 1.47% ▲ | -8.70% ▼ | 3.45% ▲ | 2.88% ▲ | -0.23% ▲ |

Earnings Transcript for SO from 07/25/2012

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TE: TECO ENERGY INC - Stock Earnings Estimates

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## TECO ENERGY INC (NYSE)

ZACKS RANK: 4 - SELL

TE 17.49 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.41 | Next Report Date | Nov 06, 2012 |
| Next Quarter Estimate | 0.26 | EPS last quarter | 0.34 |
| Current Year Estimate | 1.25 | Last Quarter EPS Surprise | -5.56% |
| Next Year Estimate | 1.30 | EPS (Trailing 12 Mos.) | 1.24 |
| Expected Earnings Growth | 3.3% | PE (forward) | 13.98 |
| Expected Sales Growth | -1.28% | ABR | 2.93 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** ?<br>dow ngraded 08/07/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
| **Equity Research Report** ?<br>Updated as of 05/28/2012 | PREMIUM |

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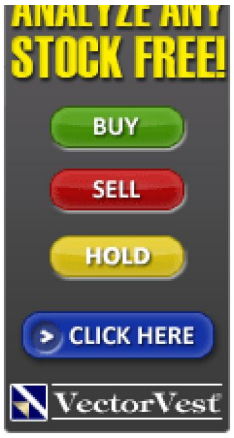


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## Earnings Growth Estimates

| | TE | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -1.9 | N/A | N/A |
| Next Qtr (12/2012) | 3.2 | N/A | N/A |
| Current Year (09/2011) | -1.5 | -1.3 | 5.5 |
| Next Year (09/2012) | 3.8 | 7.8 | 6.6 |
| Past 5 Years | 3.3 | 3.8 | 3.2 |
| Next 5 Years | 3.3 | 5.5 | 0.0 |
| PE | 14.1 | 10.2 | 13.8 |
| PEG Ratio | 4.2 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.41 | 0.26 | 1.25 | 1.30 |
| # of Estimates | 5 | 5 | 13 | 14 |
| Most Recent Estimate | 0.44 | 0.27 | 1.24 | 1.20 |
| High Estimate | 0.44 | 0.28 | 1.30 | 1.35 |
| Low Estimate | 0.40 | 0.22 | 1.20 | 1.17 |
| Year ago EPS | 0.42 | 0.25 | 1.27 | 1.25 |
| Year over Year Growth Est. | -1.90% | 3.20% | -1.45% | 3.76% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.41 | 0.26 | 1.25 | 1.30 |
| 7 Days Ago | 0.41 | 0.26 | 1.25 | 1.30 |
| 30 Days Ago | 0.41 | 0.26 | 1.25 | 1.32 |
| 60 Days Ago | 0.44 | 0.27 | 1.34 | 1.40 |
| 90 Days Ago | 0.44 | 0.27 | 1.34 | 1.40 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.44 | 0.27 | 1.27 | 1.28 |
| Zacks Consensus Estimate | 0.41 | 0.26 | 1.25 | 1.30 |
| Earnings ESP | 7.32% ▲ | 3.85% ▲ | 1.60% ▲ | -1.54% ▼ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.34 | 0.23 | 0.25 | 0.42 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.34 | 0.23 | 0.25 | 0.42 | |
| Estimate | 0.36 | 0.25 | 0.28 | 0.40 | |
| Difference | -0.02 | -0.02 | -0.03 | 0.02 | -0.01 |
| Surprise | -5.56% | -8.00% | -10.71% | 5.00% | -4.82% |

Earnings Transcript for TE from 08/02/2012

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UIL: UIL HOLDINGS CORP - Stock Earnings Estimates

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–Estimates

## UIL HOLDINGS CORP (NYSE)

ZACKS RANK: 3 - HOLD

UIL 35.64 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.32 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.59 | EPS last quarter | 0.23 |
| Current Year Estimate | 2.08 | Last Quarter EPS Surprise | -30.3% |
| Next Year Estimate | 2.31 | EPS (Trailing 12 Mos.) | 1.91 |
| Expected Earnings Growth | 4.49% | PE (forward) | 17.16 |
| Expected Sales Growth | 12.27% | ABR | 2.13 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** ?<br>upgraded 08/08/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
| **Equity Research Report** ?<br>Updated as of 08/22/2012 | PREMIUM |

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## Earnings Growth Estimates

| | UIL | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -24.8 | N/A | N/A |
| Next Qtr (12/2012) | 74.1 | N/A | N/A |
| Current Year (09/2011) | -7.3 | -1.3 | 5.5 |
| Next Year (09/2012) | 11.1 | 7.8 | 6.6 |
| Past 5 Years | 0.2 | 3.8 | 3.2 |
| Next 5 Years | 4.5 | 5.5 | 0.0 |
| PE | 18.7 | 10.2 | 13.8 |
| PEG Ratio | 3.8 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.32 | 0.59 | 2.08 | 2.31 |
| # of Estimates | 5 | 5 | 8 | 8 |
| Most Recent Estimate | 0.32 | 0.60 | 2.05 | 2.35 |
| High Estimate | 0.34 | 0.65 | 2.15 | 2.35 |
| Low Estimate | 0.29 | 0.55 | 2.00 | 2.25 |
| Year ago EPS | 0.42 | 0.34 | 2.24 | 2.08 |
| Year over Year Growth Est. | -24.76% | 74.12% | -7.25% | 11.07% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 2 | 2 | 1 | 2 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 0 | 3 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.32 | 0.59 | 2.08 | 2.31 |
| 7 Days Ago | 0.32 | 0.59 | 2.08 | 2.31 |
| 30 Days Ago | 0.32 | 0.54 | 2.10 | 2.31 |
| 60 Days Ago | 0.31 | 0.54 | 2.10 | 2.31 |
| 90 Days Ago | 0.31 | 0.54 | 2.10 | 2.31 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.31 | 0.60 | 2.07 | 2.32 |
| Zacks Consensus Estimate | 0.32 | 0.59 | 2.08 | 2.31 |
| Earnings ESP | -3.13% ▼ | 1.70% ▲ | -0.48% ▼ | 0.43% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.23 | 0.92 | 0.34 | 0.42 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.23 | 0.92 | 0.34 | 0.42 | |
| Estimate | 0.33 | 1.03 | 0.44 | 0.27 | |
| Difference | -0.10 | -0.11 | -0.10 | 0.15 | -0.04 |
| Surprise | -30.30% | -10.68% | -22.73% | 55.56% | -2.04% |

Earnings Transcript for UIL from 08/06/2012

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UNS: UNS ENERGY CORP - Stock Earnings Estimates

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–Estimates

## UNS ENERGY CORP (NYSE)

ZACKS RANK: 3 - HOLD

UNS 40.47 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.24 | Next Report Date | Nov 05, 2012 |
| Next Quarter Estimate | 0.14 | EPS last quarter | 0.64 |
| Current Year Estimate | 2.20 | Last Quarter EPS Surprise | 4.92% |
| Next Year Estimate | 2.68 | EPS (Trailing 12 Mos.) | 2.39 |
| Expected Earnings Growth | 6.3% | PE (forward) | 18.4 |
| Expected Sales Growth | 1.85% | ABR | 2 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** ?<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>upgraded as of 08/29/2012<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
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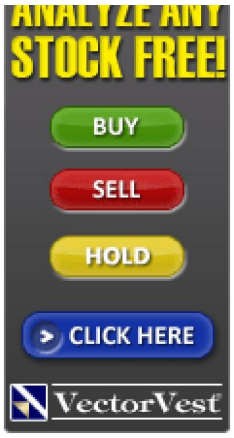


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## Earnings Growth Estimates

| | UNS | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | -8.6 | N/A | N/A |
| Next Qtr (12/2012) | -37.9 | N/A | N/A |
| Current Year (09/2011) | -14.4 | -1.3 | 5.5 |
| Next Year (09/2012) | 21.8 | 7.8 | 6.6 |
| Past 5 Years | 10.2 | 3.8 | 3.2 |
| Next 5 Years | 6.3 | 5.5 | 0.0 |
| PE | 16.9 | 10.2 | 13.8 |
| PEG Ratio | 2.9 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.24 | 0.14 | 2.20 | 2.68 |
| # of Estimates | 3 | 3 | 4 | 4 |
| Most Recent Estimate | 1.24 | 0.11 | 2.20 | 2.92 |
| High Estimate | 1.25 | 0.15 | 2.20 | 2.92 |
| Low Estimate | 1.24 | 0.11 | 2.20 | 2.40 |
| Year ago EPS | 1.36 | 0.22 | 2.57 | 2.20 |
| Year over Year Growth Est. | -8.58% | -37.88% | -14.40% | 21.82% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 1 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.24 | 0.14 | 2.20 | 2.68 |
| 7 Days Ago | 1.24 | 0.14 | 2.20 | 2.68 |
| 30 Days Ago | 1.24 | 0.14 | 2.20 | 2.67 |
| 60 Days Ago | 1.23 | 0.16 | 2.21 | 2.77 |
| 90 Days Ago | 1.23 | 0.16 | 2.21 | 2.77 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 0.00 | 2.75 |
| Zacks Consensus Estimate | 1.24 | 0.14 | 2.20 | 2.68 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 2.61% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.64 | 0.17 | 0.22 | 1.36 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.64 | 0.17 | 0.22 | 1.36 | |
| Estimate | 0.61 | 0.25 | 0.26 | 1.36 | |
| Difference | 0.03 | -0.08 | -0.04 | 0.00 | -0.03 |
| Surprise | 4.92% | -32.00% | -15.38% | 0.00% | -14.15% |

Earnings Transcript for UNS from 07/30/2012

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## WESTERN ENERGY INC (NYSE)

ZACKS RANK: 2 - BUY

WR 29.17 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 1.05 | Next Report Date | Nov 08, 2012 |
| Next Quarter Estimate | 0.24 | EPS last quarter | 0.48 |
| Current Year Estimate | 1.97 | Last Quarter EPS Surprise | 9.09% |
| Next Year Estimate | 2.05 | EPS (Trailing 12 Mos.) | 1.83 |
| Expected Earnings Growth | 6.09% | PE (forward) | 14.98 |
| Expected Sales Growth | 5.71% | ABR | 2.11 |

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### Premium Research: Stock Analysis

| | |
|---|---|
| **Zacks Rank** ?<br>upgraded 08/10/2012<br>Short-Term Rating 1-3 Months | PREMIUM |
| **Zacks Recommendation** ?<br>dow ngraded as of 08/27/2012<br>Long-Term Rating 6+ Months | PREMIUM |
| **Zacks Industry Rank** ? | PREMIUM |
| **Target Price** ? | PREMIUM |
| **Equity Research Report** ?<br>Updated as of 08/27/2012 | PREMIUM |

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|---|---|---|
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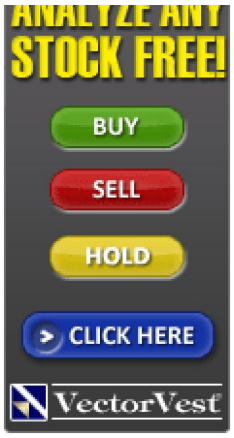


| | | |
|---|---|---|
| CHINA RES POWER | CRPJY | PREMIUM |
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## Earnings Growth Estimates

| | WR | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 7.1 | N/A | N/A |
| Next Qtr (12/2012) | 48.4 | N/A | N/A |
| Current Year (09/2011) | 8.8 | -1.3 | 5.5 |
| Next Year (09/2012) | 4.3 | 7.8 | 6.6 |
| Past 5 Years | 0.4 | 3.8 | 3.2 |
| Next 5 Years | 6.1 | 5.5 | 0.0 |
| PE | 16.1 | 10.2 | 13.8 |
| PEG Ratio | 2.5 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 1.05 | 0.24 | 1.97 | 2.05 |
| # of Estimates | 4 | 4 | 9 | 10 |
| Most Recent Estimate | 1.08 | 0.21 | 2.01 | 2.05 |
| High Estimate | 1.08 | 0.27 | 2.01 | 2.10 |
| Low Estimate | 1.03 | 0.21 | 1.95 | 2.00 |
| Year ago EPS | 0.98 | 0.16 | 1.81 | 1.97 |
| Year over Year Growth Est. | 7.14% | 48.44% | 8.84% | 4.31% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 2 | 1 | 3 | 3 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 1 | 0 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 1.05 | 0.24 | 1.97 | 2.05 |
| 7 Days Ago | 1.05 | 0.24 | 1.97 | 2.05 |
| 30 Days Ago | 1.03 | 0.25 | 1.94 | 2.05 |
| 60 Days Ago | 1.04 | 0.27 | 1.92 | 2.05 |
| 90 Days Ago | 1.04 | 0.27 | 1.92 | 2.05 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 1.06 | 0.24 | 1.99 | 2.07 |
| Zacks Consensus Estimate | 1.05 | 0.24 | 1.97 | 2.05 |
| Earnings ESP | 0.95% ▲ | 0.00% | 1.02% ▲ | 0.98% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.48 | 0.21 | 0.16 | 0.08 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.48 | 0.21 | 0.16 | 0.98 | |
| Estimate | 0.44 | 0.26 | 0.14 | 1.02 | |
| Difference | 0.04 | -0.05 | 0.02 | -0.04 | -0.01 |
| Surprise | 9.09% | -19.23% | 14.29% | -3.92% | 0.06% |

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WEC: WISCONSIN ENERGY CORP - Stock Earnings Estimates

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## WISCONSIN ENERGY CORP (NYSE)

ZACKS RANK: 2 - BUY

WEC 38.38 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.57 | Next Report Date | Oct 25, 2012 |
| Next Quarter Estimate | 0.51 | EPS last quarter | 0.51 |
| Current Year Estimate | 2.31 | Last Quarter EPS Surprise | 15.91% |
| Next Year Estimate | 2.39 | EPS (Trailing 12 Mos.) | 2.29 |
| Expected Earnings Growth | 5.53% | PE (forward) | 16.59 |
| Expected Sales Growth | .18% | ABR | 2.54 |

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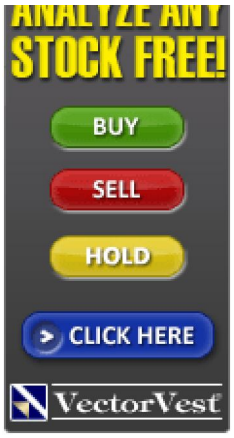


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## Earnings Growth Estimates

| | WEC | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 3.9 | N/A | N/A |
| Next Qtr (12/2012) | 3.5 | N/A | N/A |
| Current Year (09/2011) | 6.1 | -1.3 | 5.5 |
| Next Year (09/2012) | 3.4 | 7.8 | 6.6 |
| Past 5 Years | 10.7 | 3.8 | 3.2 |
| Next 5 Years | 5.5 | 5.5 | 0.0 |
| PE | 16.8 | 10.2 | 13.8 |
| PEG Ratio | 3.0 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.57 | 0.51 | 2.31 | 2.39 |
| # of Estimates | 7 | 7 | 13 | 14 |
| Most Recent Estimate | 0.58 | 0.49 | 2.32 | 2.41 |
| High Estimate | 0.58 | 0.55 | 2.37 | 2.51 |
| Low Estimate | 0.55 | 0.48 | 2.25 | 2.35 |
| Year ago EPS | 0.55 | 0.49 | 2.18 | 2.31 |
| Year over Year Growth Est. | 3.90% | 3.50% | 6.14% | 3.45% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 1 | 1 | 1 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 1 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.57 | 0.51 | 2.31 | 2.39 |
| 7 Days Ago | 0.57 | 0.51 | 2.31 | 2.39 |
| 30 Days Ago | 0.57 | 0.51 | 2.31 | 2.39 |
| 60 Days Ago | 0.56 | 0.55 | 2.28 | 2.46 |
| 90 Days Ago | 0.56 | 0.55 | 2.28 | 2.46 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.56 | 0.52 | 2.33 | 2.41 |
| Zacks Consensus Estimate | 0.57 | 0.51 | 2.31 | 2.39 |
| Earnings ESP | -1.75% ▼ | 1.96% ▲ | 0.87% ▲ | 0.84% ▲ |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.51 | 0.74 | 0.49 | 0.55 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.51 | 0.74 | 0.49 | 0.55 | |
| Estimate | 0.44 | 0.73 | 0.47 | 0.49 | |
| Difference | 0.07 | 0.01 | 0.02 | 0.06 | 0.04 |
| Surprise | 15.91% | 1.37% | 4.26% | 12.24% | 8.45% |

Earnings Transcript for WEC from 08/14/2012

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## XCEL ENERGY INC (NYSE)

ZACKS RANK: 2 - BUY

XEL 28.08 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.71 | Next Report Date | Oct 25, 2012 |
| Next Quarter Estimate | 0.32 | EPS last quarter | 0.38 |
| Current Year Estimate | 1.78 | Last Quarter EPS Surprise | 8.57% |
| Next Year Estimate | 1.88 | EPS (Trailing 12 Mos.) | 1.74 |
| Expected Earnings Growth | 4.86% | PE (forward) | 15.82 |
| Expected Sales Growth | .07% | ABR | 2.31 |

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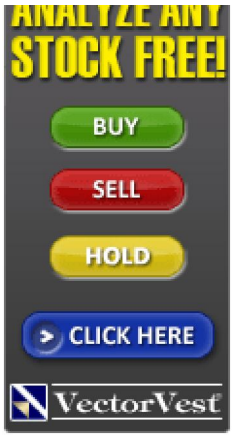


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## Earnings Growth Estimates

| | XEL | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 3.1 | N/A | N/A |
| Next Qtr (12/2012) | 10.8 | N/A | N/A |
| Current Year (09/2011) | 3.2 | -1.3 | 5.5 |
| Next Year (09/2012) | 6.1 | 7.8 | 6.6 |
| Past 5 Years | 4.9 | 3.8 | 3.2 |
| Next 5 Years | 4.9 | 5.5 | 0.0 |
| PE | 16.1 | 10.2 | 13.8 |
| PEG Ratio | 3.3 | -1.0 | 0.0 |

## Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.71 | 0.32 | 1.78 | 1.88 |
| # of Estimates | 8 | 8 | 14 | 13 |
| Most Recent Estimate | 0.70 | 0.32 | 1.78 | 1.87 |
| High Estimate | 0.75 | 0.38 | 1.80 | 1.93 |
| Low Estimate | 0.68 | 0.27 | 1.75 | 1.85 |
| Year ago EPS | 0.69 | 0.29 | 1.72 | 1.78 |
| Year over Year Growth Est. | 3.08% | 10.78% | 3.20% | 6.13% |

## Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 0 | 0 | 0 | 0 |

## Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.71 | 0.32 | 1.78 | 1.88 |
| 7 Days Ago | 0.71 | 0.32 | 1.78 | 1.88 |
| 30 Days Ago | 0.71 | 0.32 | 1.78 | 1.89 |
| 60 Days Ago | 0.71 | 0.34 | 1.77 | 1.88 |
| 90 Days Ago | 0.71 | 0.34 | 1.78 | 1.88 |

## Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.00 | 0.00 | 0.00 | 0.00 |
| Zacks Consensus Estimate | 0.71 | 0.32 | 1.78 | 1.88 |
| Earnings ESP | 0.00% | 0.00% | 0.00% | 0.00% |

## Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.38 | 0.38 | 0.29 | 0.69 | |



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| | | | | | |
|---|---|---|---|---|---|
| Reported | 0.38 | 0.38 | 0.29 | 0.69 | |
| Estimate | 0.35 | 0.37 | 0.30 | 0.65 | |
| Difference | 0.03 | 0.01 | -0.01 | 0.04 | 0.02 |
| Surprise | 8.57% | 2.70% | -3.33% | 6.15% | 3.52% |

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## NORTHEAST UTILS (NYSE)

ZACKS RANK: 3 - HOLD

NU 38.01 0.00 (0.00%) Vol. 0 0.00 CST

| | | | |
|---|---|---|---|
| Current Quarter Estimate | 0.66 | Next Report Date | Nov 09, 2012 |
| Next Quarter Estimate | 0.62 | EPS last quarter | 0.45 |
| Current Year Estimate | 2.28 | Last Quarter EPS Surprise | 0% |
| Next Year Estimate | 2.55 | EPS (Trailing 12 Mos.) | 2.26 |
| Expected Earnings Growth | 6.61% | PE (forward) | 16.64 |
| Expected Sales Growth | -6.08% | ABR | 1.62 |

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| **Zacks Industry Rank** | PREMIUM |
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### Earnings Growth Estimates

| | NU | IND | S&P |
|---|---|---|---|
| Current Qtr (09/2012) | 28.7 | N/A | N/A |
| Next Qtr (12/2012) | -16.9 | N/A | N/A |
| Current Year (09/2011) | -4.0 | -1.3 | 5.5 |
| Next Year (09/2012) | 11.6 | 7.8 | 6.6 |
| Past 5 Years | 14.7 | 3.8 | 3.2 |
| Next 5 Years | 6.6 | 5.5 | 0.0 |
| PE | 16.8 | 10.2 | 13.8 |
| PEG Ratio | 2.5 | -1.0 | 0.0 |

### Detailed Earnings Estimates

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Zacks Consensus Estimate | 0.66 | 0.62 | 2.28 | 2.55 |
| # of Estimates | 8 | 8 | 13 | 14 |
| Most Recent Estimate | 0.63 | 0.61 | 2.21 | 2.46 |
| High Estimate | 0.74 | 0.75 | 2.35 | 2.61 |
| Low Estimate | 0.58 | 0.54 | 2.21 | 2.46 |
| Year ago EPS | 0.51 | 0.74 | 2.38 | 2.28 |
| Year over Year Growth Est. | 28.68% | -16.89% | -4.01% | 11.58% |

### Agreement - Estimate Revisions

| | Current Qtr (09/2012) | Next Qtr (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Up Last 7 Days | 0 | 0 | 0 | 0 |
| Up Last 30 Days | 0 | 0 | 0 | 0 |
| Down Last 7 Days | 0 | 0 | 0 | 0 |
| Down Last 30 Days | 1 | 1 | 1 | 1 |

### Magnitude - Consensus Estimate Trend

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Current | 0.66 | 0.62 | 2.28 | 2.55 |
| 7 Days Ago | 0.66 | 0.62 | 2.28 | 2.55 |
| 30 Days Ago | 0.66 | 0.62 | 2.29 | 2.56 |
| 60 Days Ago | 0.56 | 0.65 | 2.34 | 2.57 |
| 90 Days Ago | 0.57 | 0.66 | 2.36 | 2.57 |

### Upside - Most Accurate Estimate versus Zacks Consensus

| | Current Quarter (09/2012) | Next Quarter (12/2012) | Current Year (12/2012) | Next Year (12/2013) |
|---|---|---|---|---|
| Most Accurate Estimate | 0.67 | 0.62 | 2.27 | 2.50 |
| Zacks Consensus Estimate | 0.66 | 0.62 | 2.28 | 2.55 |
| Earnings ESP ? | 1.52% ▲ | 0.00% | -0.44% ▼ | -1.96% ▼ |

### Surprise - Reported Earnings History

| | 06/2012 | 03/2012 | 12/2011 | 09/2011 | Average Surprise |
|---|---|---|---|---|---|
| Reported | 0.45 | 0.56 | 0.74 | 0.51 | |
| Estimate | 0.45 | 0.68 | 0.69 | 0.55 | |
| Difference | 0.00 | -0.12 | 0.05 | -0.04 | -0.04 |
| Surprise | 0.00% ▲ | -17.65% ▼ | 7.25% ▲ | -7.27% ▼ | -5.89% ▼ |

database error



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