

FILE

BEFORE  
THE PUBLIC UTILITIES COMMISSION OF OHIO

In the Matter of the Application of Ohio Power Company and Columbus Southern Power Company for Authority to Merge and Related Approvals	) ) ) )	Case No. 10-2376-EL-UNC
In the Matter of the Application of Columbus Southern Power Company and Ohio Power Company for Authority to Establish a Standard Service Offer Pursuant to §4928.143, Ohio Rev. Code, in the Form of an Electric Security Plan	) ) ) ) ) )	Case No. 11-346-EL-SSO Case No. 11-348-EL-SSO
In the Matter of the Application of Columbus Southern Power Company and Ohio Power Company for Approval of Certain Accounting Authority	) ) ) )	Case No. 11-349-EL-AAM Case No. 11-350-EL-AAM
In the Matter of the Application of Columbus Southern Power Company to Amend its Emergency Curtailment Service Riders	) ) ) )	Case No. 10-343-EL-ATA
In the Matter of the Application of Ohio Power Company to Amend its Emergency Curtailment Service Riders	) ) )	Case No. 10-344-EL-ATA
In the Matter of the Commission Review Of the Capacity Charges of Ohio Power Company and Columbus Southern Power Company	) ) ) )	Case No. 10-2929-EL-UNC
In the Matter of the Application of Columbus Southern Power Company for Approval of a Mechanism to Recover Deferred Fuel Costs Ordered Under Ohio Revised Code 4928.144	) ) ) ) )	Case No. 11-4920-EL-RDR
In the Matter of the Application of Ohio Power Company for Approval of a Mechanism to Recover Deferred Fuel Costs Ordered Under Ohio Revised Code 4928.144	) ) ) ) )	Case No. 11-4921-EL-RDR

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**SUPPLEMENTAL TESTIMONY OF**  
**JOSEPH DOMINGUEZ**  
**ON BEHALF OF**  
**EXELON GENERATION COMPANY, LLC**

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September 13, 2011

1    **Q.     PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

2    A.     My name is Joseph Dominguez. My business address is 10 South Dearborn, Chicago,  
3    Illinois 60603.

4    **Q.     DID YOU PREVIOUSLY PROVIDE TESTIMONY IN THIS PROCEEDING?**

5    A.     Yes. I provided my Direct Testimony on July 25, 2011, to explain why the Public  
6    Utilities Commission of Ohio (the "Commission") should reject the proposed Electric Security  
7    Plan ("ESP") filed by Columbus Southern Power Company and Ohio Power Company  
8    (collectively, "AEP Ohio" or the "Company") and to recommend some ideas for how the  
9    Commission should modify AEP Ohio's ESP proposal.

10   **Q.     WHAT IS THE PURPOSE OF YOUR SUPPLEMENTAL TESTIMONY?**

11   A.     Following my Direct Testimony, AEP Ohio worked with the other parties in this  
12   proceeding to reach the settlement memorialized in the Joint Stipulation and Recommendation  
13   filed on September 7, 2011 (the "Stipulation"). The purpose of my supplemental testimony is to  
14   explain why the Stipulation is reasonable and should be approved by this Commission.  
15   Applying the criteria that I understand the Commission will use in its reasonableness analysis, I  
16   conclude that the Stipulation: (1) is a product of serious bargaining among capable,  
17   knowledgeable parties; (2) benefits customers and the public interest; and (3) does not violate  
18   any important regulatory principle or practice.

19   **Q.     WHAT LEADS YOU TO CONCLUDE THAT THE STIPULATION IS A**  
20   **PRODUCT OF SERIOUS BARGAINING AMONG CAPABLE, KNOWLEDGEABLE**  
21   **PARTIES?**

22           The Stipulation is the end result of weeks of intense negotiations among the parties in this  
23   proceeding. The parties to the Stipulation include the Company and the Commission Staff,

1 together with more than 20 organizations, including generators, retail electricity marketers,  
2 environmental groups, demand response providers, commercial and industrial customers and  
3 communities, which collectively represent a critical mass of stakeholders and a broad range of  
4 diverse interests and points of view. The Commission Staff was an integral part of the process,  
5 helping to bridge gaps between AEP Ohio and intervenors, while also ensuring that Commission  
6 Staff's own concerns were addressed. The process was fair, transparent and open.

7 **Q. HOW DOES THE STIPULATION BENEFIT CUSTOMERS AND THE PUBLIC**  
8 **INTEREST?**

9 A. Like all settlements, the Stipulation is a compromise. AEP Ohio compromised its rate  
10 requests and ultimately its business model by agreeing to transition to the fully competitive  
11 model that the parties to this Stipulation unanimously support. Marketers, like Exelon  
12 Generation Company, LLC ("Exelon"), partially compromised their positions that the Company  
13 must provide all suppliers capacity at RPM prices. The end result is a durable settlement that  
14 achieves a fully competitive model faster than a full blown Market Rate Option ("MRO") and  
15 with AEP Ohio's willing participation.

16 As I described in my Direct Testimony, the central problem with AEP Ohio's filed ESP  
17 was twofold: (1) it continued to rely on a flawed, non-market based approach to procuring  
18 energy and capacity for default customers; and (2) it included numerous non-bypassable  
19 generation-related riders that would impede retail shopping. The overwhelming majority of  
20 parties in this proceeding, including the non-settling parties, wanted the Company to use a  
21 competitive process to procure energy and capacity. The Stipulation achieves that outcome. It  
22 memorializes a fundamental change in AEP Ohio's business model under which, beginning June  
23 1, 2015, AEP Ohio's standard service offer ("SSO") rate will be based on costs associated with

1 capacity and energy procured through competitive means. The Stipulation eliminates the  
2 significant proposed non-bypassable generation-related riders, preserves and expands the ability  
3 for customers to shop for competitive retail supply, and protects customers from uneconomic  
4 generation investment costs.

5 **Q. WHY IS JUNE 1, 2015 A REASONABLE DATE FOR THIS TRANSITION?**

6 A. Exelon would have preferred an earlier date, but the practical problem in this case has  
7 always been a timing mismatch between the originally proposed 29-month ESP term and PJM's  
8 forward capacity market. A properly functioning procurement design aligns competitive  
9 procurements of energy and capacity. Here, however, the reality was that the capacity auction  
10 "ship" had sailed long before AEP Ohio even filed its ESP.

11 As I explained in my direct testimony,<sup>1</sup> the PJM Reliability Pricing Model ("RPM") Base  
12 Residual Auctions (the competitive capacity auctions) are held three years in advance of the  
13 delivery date for the capacity. Capacity that could have been delivered during the proposed  
14 January 1, 2012 to May 31, 2014 ESP term was auctioned months – in some cases years – before  
15 AEP Ohio filed its proposed ESP plan in January 2011. AEP Ohio did not participate in those  
16 capacity auctions and, instead, filed a Fixed Resource Requirement ("FRR") plan to self-supply  
17 capacity. Although many parties spent considerable ink in their respective testimonies  
18 explaining why PJM's competitively bid RPM capacity auctions are better than the FRR plans  
19 that AEP Ohio used, the fact remains that there is no way to go backwards in time and have AEP  
20 Ohio participate in capacity auctions that already concluded.

21 The next capacity auction is scheduled for May 2012 and will provide capacity for  
22 delivery for the period from June 1, 2015 through May 31, 2016. This is the first capacity

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<sup>1</sup> Direct Testimony of Joseph Dominguez on Behalf of Exelon Generation Company, LLC, July 25, 2011 ("Dominguez Direct") at 20:15 – 22.

1 auction in which AEP Ohio can participate. For that reason, the settling parties concluded that  
2 June 1, 2015 was an appropriate date to transition to a fully competitive energy and capacity  
3 procurement.

4 To guarantee that AEP Ohio's consumers will receive the benefits of competition, the  
5 Stipulation requires that, pursuant to Schedule 8.1 of the PJM Reliability Assurance Agreement,  
6 AEP Ohio notify PJM in March 2012 that it intends to participate in the PJM Base Residual  
7 Auction for delivery years 2015-2016 (*i.e.*, June 1, 2015 through May 31, 2016).<sup>2</sup> In addition,  
8 the Stipulation requires that the Company use a competitive bidding process to meet 100 percent  
9 of its SSO energy obligation for delivery from June 1, 2015 through May 31, 2016.<sup>3</sup> Subject to  
10 certain restrictions, the first auction will be for 20 percent of the SSO load and will be conducted  
11 no later than September 2013.<sup>4</sup> Auctions for the remaining portion of the SSO load will occur in  
12 2014.<sup>5</sup>

13 **Q. WHAT ARE THE BENEFITS OF AEP OHIO'S TRANSITION TO**  
14 **COMPETITION?**

15 A. As I explained in my Direct Testimony,<sup>6</sup> and as the record overwhelmingly supports, a  
16 competitive bidding process benefits customers and the public interest. Most obviously, under  
17 such a process customers will have the opportunity to choose less costly options rather than be  
18 captive to one provider. All power plants will have to compete on a best-price basis with other  
19 resources in the market for the right to serve default customer load. This will yield lower default

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<sup>2</sup> Stipulation ¶ IV.1.q.

<sup>3</sup> Stipulation ¶ IV.1.r.

<sup>4</sup> *Id.*

<sup>5</sup> *Id.*

<sup>6</sup> *E.g.*, Dominguez Direct at 28:12 – 29:16.

1 service rates and will foster retail competition by giving customers a fixed-rate, default offer that  
2 they can readily compare to retail offers.

3 The Stipulation will benefit competition not only through energy price competition but  
4 also through capacity price competition. In the original ESP proposal and in Case No. 10-2929-  
5 EL-SSO, the Company was seeking to increase the capacity price that would be charged to  
6 Competitive Retail Electric Service (“CRES”) providers to serve retail customers to \$347 per  
7 megawatt day, which would have effectively eliminated all retail shopping in AEP Ohio’s  
8 service territory. The Stipulation will settle both cases and eliminate the risk that AEP Ohio will  
9 be allowed to charge such a high above-market price for capacity during the 41 month ESP  
10 period. Beginning June 1, 2015, CRES providers will be charged the RPM market price for all  
11 capacity in the AEP Ohio service territory, which will enable greater retail competition, and  
12 better prices for consumers. In addition, the Stipulation provides that even before 2015, RPM-  
13 priced capacity will be made available to CRES providers in order to serve designated portions  
14 of AEP Ohio’s total retail load. Specifically, paragraph IV.2.b.3 of the Stipulation provides that  
15 specified, negotiated, and increasing percentages of AEP Ohio’s retail load will be served at  
16 RPM-priced capacity in 2012, 2013, and 2014. As that paragraph recites, the purpose of this  
17 RPM set-aside provision was “to preserve and expand retail shopping in AEP Ohio’s service  
18 territory and implement AEP Ohio’s transition to a fully market-based SSO pricing system more  
19 quickly than is possible under [an MRO].”

20 **Q. DOES THE STIPULATION INCLUDE ANY PROVISIONS THAT ARE**  
21 **DESIGNED TO ENSURE THAT THE COMPETITIVE BENEFITS OF THE**  
22 **STIPULATION ARE IN FACT ACHIEVED?**

1 A. Yes, I can give you two important examples. First, paragraph IV.1.r of the Stipulation  
2 sets forth both the nature of the competitive procurement process and the related auctions that  
3 will implement that process. That paragraph specifies that the bidding process and any  
4 contingency process shall be conducted by an independent third party bid manager. It specifies  
5 that the necessary components of a competitive bid process shall be developed by the bid  
6 manager in conjunction with the parties to the Stipulation. It defines the circumstances under  
7 which the Commission may not accept the results of the auction and how any subsequent  
8 auctions will be conducted. It prescribes what bidders must provide and what risks they will  
9 assume. Many of the attributes of this competitive procurement process have already been  
10 approved by the Commission and are currently being used by FirstEnergy to conduct auctions for  
11 load in its service territory. We included this degree of specificity with respect to the  
12 procurement process, including the dates by which procurements must occur, because leaving  
13 such important details to future discussion or debate would have undermined our competitive  
14 objectives. Including quite prescriptive procurement provisions as to dates and process will help  
15 ensure we realize the full promise of competitive markets.

16 A second example relates to paragraph IV.1.t of the Stipulation. This provision grew out  
17 of AEP Ohio's position during negotiations that termination of the AEP Interconnection  
18 Agreement and AEP Ohio's corporate separation were important preconditions to ensuring that  
19 competitive procurement would be economically feasible for the Company. We heard AEP  
20 Ohio's concerns, but at the same time did not want to be in a position where all of the risk of an  
21 inability to achieve an acceptable Pool modification or termination and corporate separation  
22 would be borne by those parties, like Exelon, who wanted to see a competitive market develop  
23 sooner rather than later. As a result, we reached a compromise with AEP Ohio under which the

1 risks were essentially shared. Thus, paragraph IV.1.t of and Appendix B to the Stipulation  
2 specify the obligations and milestones that AEP Ohio will undertake to achieve Federal Energy  
3 Regulatory Commission approval of corporate separation and Pool dissolution or amendment.  
4 Paragraph IV.1.t also specifies the limited contingencies under which AEP Ohio may be relieved  
5 of its competitive procurement commitment, and prescribes the circumstances under which  
6 auctions may be held notwithstanding AEP Ohio's inability to achieve timely corporate  
7 separation or Pool modification/termination. This heavily negotiated provision strikes a fair  
8 balance between protecting what I believe to be AEP Ohio's legitimate economic interests (that  
9 may arise from termination or modification of the existing Pool agreement) and the ultimate goal  
10 of transitioning to a competitive market process for establishing the SSO price.

11 **Q. WHAT IS EXELON'S VIEW OF THE SETTLEMENT OF THE DIR AND THE**  
12 **BASE GENERATION RATE ISSUES?**

13 A. Exelon's role in this proceeding is that of a wholesale and retail supplier. As such, we do  
14 not have an interest in the DIR case, and we take no position on this issue as it has been resolved  
15 by the Stipulation. Other parties and Commission Staff more appropriately represent those  
16 interests.

17 Similarly, we did not independently analyze the base generation rate. We remain of the  
18 view that rates should be set by a competitive process in the future. The Stipulation achieves that  
19 objective. Further, as with the DIR, other parties to the proceeding are better positioned to  
20 address the base generation rate during the transition period.

21 **Q. IF YOU HAVE NOT SEPARATELY ANALYZED THE DIR AND BASE**  
22 **GENERATION RATE, HOW DO YOU RESPOND TO CLAIMS THAT THE**  
23 **SETTLEMENT REPRESENTS A WINDFALL TO AEP OHIO?**

1 A. In a publicly traded business, windfalls are not easily hidden. We have investors who  
2 demand and receive immediate updates on material settlements. These investors are aided by  
3 sophisticated Wall Street analysts whose job it is to study rate case settlements and opine as to  
4 their financial impacts on the companies that they follow. These analysts measure such  
5 settlements against a backdrop of hundreds of rate cases prosecuted by utilities across the  
6 country. If a particular rate case settlement represented a true windfall as measured in the  
7 context of national results, analysts would be amongst the first to say so. In the case of AEP  
8 Ohio's settlement, no fewer than five Wall Street analysts prepared detailed reports on the  
9 implications. Some of the key conclusions from these reports are set forth in Table 1: Industry  
10 Analysts Perspectives, below, and the underlying reports are attached. As you can see, while  
11 virtually all of the analysts appreciated the positive regulatory certainty that the settlement  
12 provides, nearly all described it as fair and balanced. While the Commission is the ultimate  
13 decision maker, these data points from various analysts should provide ample comfort that the  
14 compromise embodied in the Stipulation is not a windfall to AEP Ohio.

TABLE 1: INDUSTRY ANALYST PERSPECTIVES	
Greg Gordon, <i>Rate Settlement Will Transition AEP Ohio to Competitive Market In '15</i> , International Strategy & Investment Group, September 7, 2011	"This appears to be a balanced deal for ratepayers and shareholders."
Michael S. Worms, <i>ESP Settled Constructively; Gradual Transition To Competition by Mid-2015</i> , BMO Capital Markets, September 7, 2011	<p>"The settlement stipulation on the ESP appears to be balanced and constructive, in our view."</p> <p>"The terms proposed in the agreement should enable ratepayers in AEP's territories to transition smoothly to market rates come mid-2015."</p>
Steve Fleishman, <i>Ohio settlement changes business profile; cut to neutral</i> , Bank of America Merrill Lynch, September 8, 2011	<p>"Ohio rate settlement is reasonable"</p> <p>"We agree with the rationale of the settlement. It balances the near term need for certainty and takes AEP out of a quasi-regulated structure in Ohio."</p> <p>"We are downgrading the shares of AEP to Neutral from Buy following yesterday's Ohio rate settlement, which paves the way for AEP to move from a largely regulated company to an integrated utility. Under the settlement, AEP would shift its Ohio generation into an unregulated subsidiary by 2015. AEP's total earnings following the realignment would be roughly 25%-30% unregulated. We believe this would increase the business risk profile of the company. . . ."</p>
Neil Kalton, <i>AEP: Settlement Appears Balanced--EPS &amp; Outperform Rating Intact, Measures to Limit Shopping Near-Term; Moving to Market Mid-2015</i> , Wells Fargo, September 7, 2011	"... we believe the settlement represents a reasonable (and clear!) path forward in Ohio"
Brian Chin, <i>Alert: Settlement Signals Shift To Competitive Generation</i> , Citi, September 8, 2011	"We believe the settlement is something of a mixed bag for AEP."

**Q. HOW DO YOU RESPOND TO THE CLAIM THAT THE SETTLEMENT IS NOT FAIR BECAUSE THE BASE RATES ARE HIGHER THAN WOULD RESULT FROM A PURELY COMPETITIVE PROCESS?**

**A.** I agree that the base rates are higher than a fully competitive market-based solution would produce, but that only defines the problem. The question is how do we get to a solution. While I am not testifying as a legal expert, I note that even in a case in which an MRO is ordered, the applicable statute recognizes that the transition to market would not occur overnight.

1 In an MRO, the transition occurs through a graduated blending process that achieves full  
2 competition over a *minimum* of five years.<sup>7</sup> Therefore, even under an MRO, rates would be  
3 higher than a fully competitive market based solution and the full benefits of competition would  
4 not be realized until year six of the transition. The stipulated ESP achieves a full transition in  
5 about half of that time. Given that market is the preferred state, a transition in half of the time is  
6 plainly superior to a six year transition.

7 **Q. WHY DO YOU BELIEVE THAT THE STIPULATION DOES NOT VIOLATE**  
8 **ANY IMPORTANT REGULATORY PRINCIPLE OR PRACTICE?**

9 A. The Stipulation furthers many important state policies. By transitioning AEP Ohio to a  
10 fully competitive market, the Stipulation provides consumers viable choices from a diverse set of  
11 electric products and suppliers.<sup>8</sup> It also ensures effective retail electric competition by  
12 eliminating the proposed ESP's significant anti-competitive, non-bypassable generation-related  
13 surcharges.<sup>9</sup> Robust wholesale competition and retail choice better serve Ohio consumers' long-  
14 term interests. Moreover, I believe several of the proposed non-bypassable riders the Stipulation  
15 eliminates were inconsistent with, if not flatly prohibited by, Ohio law.

16 **Q. DOES THIS CONCLUDE YOUR SUPPLEMENTAL TESTIMONY?**

17 A. Yes, although I reserve the right to file rebuttal testimony.

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<sup>7</sup> See Ohio Rev. Code § 4928.142 ("The first application filed under this section by an electric distribution utility that, as of July 31, 2008, directly owns, in whole or in part, operating electric generating facilities that had been used and useful in this state shall require that a portion of that utility's standard service offer load for the first five years of the market rate offer be competitively bid under division (A) of this section as follows: ten per cent of the load in year one, not more than twenty per cent in year two, thirty per cent in year three, forty per cent in year four, and fifty per cent in year five. Consistent with those percentages, the commission shall determine the actual percentages for each year of years one through five.") (emphasis added).

<sup>8</sup> See Ohio Rev. Code §§ 4928.02(B), (C).

<sup>9</sup> See Ohio Rev. Code § 4928.02(H).

**BEFORE  
THE PUBLIC UTILITIES COMMISSION OF OHIO**

In the Matter of the Application of	)	
Ohio Power Company and Columbus	)	Case No. 10-2376-EL-UNC
Southern Power Company for Authority	)	
to Merge and Related Approvals	)	
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Columbus Southern Power Company and	)	
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Establish a Standard Service Offer	)	Case No. 11-348-EL-SSO
Pursuant to §4928.143, Ohio Rev. Code,	)	
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Amend its Emergency Curtailment	)	
Service Riders	)	
In the Matter of the Application of	)	
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Emergency Curtailment Service Riders	)	
In the Matter of the Commission Review	)	
Of the Capacity Charges of Ohio Power	)	Case No. 10-2929-EL-UNC
Company and Columbus Southern	)	
Power Company	)	
In the Matter of the Application of	)	
Columbus Southern Power Company	)	Case No. 11-4920-EL-RDR
for Approval of a Mechanism to Recover	)	
Deferred Fuel Costs Ordered Under	)	
Ohio Revised Code 4928.144	)	
In the Matter of the Application of	)	
Ohio Power Company for Approval of a	)	
Mechanism to Recover Deferred Fuel	)	Case No. 11-4921-EL-RDR
Costs Ordered Under Ohio Revised	)	
Code 4928.144	)	

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**ATTACHMENTS TO THE SUPPLEMENTAL TESTIMONY OF**  
**JOSEPH DOMINGUEZ**  
**ON BEHALF OF**  
**EXELON GENERATION COMPANY, LLC**

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September 13, 2011

## **TABLE OF CONTENTS**

<b><u>Attachment</u></b>	<b><u>Description</u></b>
A	Greg Gordon, <i>Rate Settlement Will Transition AEP Ohio to Competitive Market In '15</i> , International Strategy & Investment Group, September 7, 2011
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C	Steve Fleishman, <i>Ohio settlement changes business profile; cut to neutral</i> , Bank of America Merrill Lynch, September 8, 2011
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# Attachment A

## AMERICAN ELECTRIC POWER Co (AEP)

### Rate Settlement Will Transition AEP Ohio to Competitive Market In '15

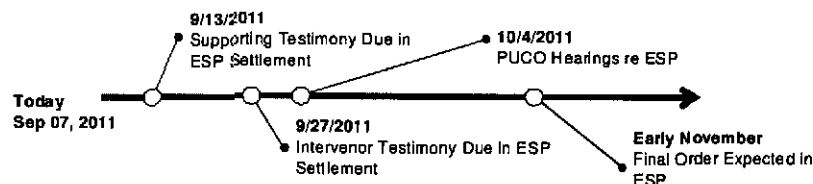
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- **What Happened:** On 9/7/11 AEP filed a settlement agreement in its pending ESP rate case in Ohio. The settlement creates a path for AEP to separate its 12,250MWs of power generation assets in Ohio from its regulated distribution companies and move that generation and their Ohio customers to market in mid-2015.
- **Key Takeaways :** This appears to be a balanced deal for ratepayers and shareholders. It transitions customers to market while giving AEP better financial transparency through '14. The company indicated that they believe their \$3.25 EPS guidance for '12 with modest growth through '14 is still achievable assuming approval, with the business mix moving to +/-25% merchant in '15 and the dividend policy sustainable given that mix. While we are still modeling the nuances of the stipulation, our preliminary view is that net of all the "puts and takes" in the deal that our earnings forecast is reasonable.
- **The Debate Will Shift To Several Issues:** The debate around this stock will shift now to four issues. First: Will the stipulation be approved? Second, does the framework of the deal in fact validate the financial aspirations of the company through '14? Third, what is the earnings power post '14? Fourth, what is the right valuation giving the shifting business mix?
- **Investment Thesis:** We believe the stock overly discounts the above-mentioned risks, reflecting no growth in EPS through 2014 and the company never breaking a 10% ROE at its utility business. Our forecast assumes AEP achieves an EPS growth rate of 3% from '10-15, and that the risk premium in the stock will dissipate over the next 6-12 months. AEP trades at a 14% discount to its large cap peer group, at 11.8x our '12 estimate of \$3.25/sh and 12.7x our downside case estimate of \$3.00/sh.
- **What's Next:** Additional supporting testimony is expected to be filed by 9/13, intervenor testimony is due 9/27 and a hearing is likely to be held on 10/4. A final order should be issued by early November.



#### Summary Financial Data

Ticker	AEP
ISI Rating	BUY
Price Target	42.00

Market Cap (\$ Bn)	18.4
Share Price (as at 9/7/11)	38.24
Shares Outstanding	482.0
2011 Dividend Per Share	1.84
Dividend Yield	4.8%
Payout Ratio	59.4%

	ISI Est.		% Δ	Consensus	
	EPS	PE		EPS	PE
2011E	3.10	12.3x	-1.0%	3.13	12.2x
2012E	3.25	11.8x	0.8%	3.22	11.9x
2013E	3.35	11.4x	-0.1%	3.35	11.4x
2014E	3.45	11.1x	0.0%	3.45	11.1x

	Div Yld	+	Price Return	=	Total Return
AEP	4.8%	+	9.8%	=	14.6%
Group Avg	4.3%	+	1.9%	=	6.2%

Excess Total Return 8.4%

Excess Return Ranking 2 of 18

#### Valuation and Risks

- Our \$36 bear case assumes flat EPS through 2014 and the assumption that AEP's core utility business never meaningfully exceeds a 9-9.5% earned ROE.
- Our upside target is \$46/share assuming the achieves a constructive outcome in the pending ESP filing, gets closer to articulated transmission earnings targets, and therefore hits the midpoint of its 2012-2014 5-7% EPS target.

**\*For analyst certification and other important disclosures, please see "ISI Disclaimer" located on the last page of this report.**

## AEP Financial Summary

EPS Breakdown by Division					
FYE December 31,	2010A	2011E	2012E	2013E	2014E
Utilities	2.98	3.01	3.08	3.19	3.24
Parent / Other	0.06	0.09	0.17	0.16	0.21
<b>Consolidated</b>	<b>3.04</b>	<b>3.10</b>	<b>3.25</b>	<b>3.35</b>	<b>3.45</b>

Summary Consolidated Income Statement					
FYE December 31,	2010A	2011E	2012E	2013E	2014E
Regulated Electric Revenue	12,964	13,271	13,434	13,650	13,872
Regulated Gas Revenue	0	0	0	0	0
Unregulated Generation Revenue	827	847	857	871	885
Other	636	505	170	199	222
<b>Total Operating Revenue</b>	<b>14,427</b>	<b>14,623</b>	<b>14,461</b>	<b>14,720</b>	<b>14,979</b>
Purchased Power / Fuel	-5,029	-5,238	-5,167	-5,167	-5,167
<b>Gross Margin</b>	<b>9,398</b>	<b>9,385</b>	<b>9,294</b>	<b>9,553</b>	<b>9,812</b>
Operating and Maintenance	3,427	3,592	3,691	3,793	3,898
Taxes Other Than Income	801	816	825	835	846
Other	-9,328	-9,102	-9,021	-9,257	-9,488
<b>EBITDA</b>	<b>4,298</b>	<b>4,691</b>	<b>4,790</b>	<b>4,924</b>	<b>5,068</b>
Depreciation and Amortization	-1,635	-1,617	-1,640	-1,673	-1,716
<b>Operating Income</b>	<b>2,663</b>	<b>3,073</b>	<b>3,150</b>	<b>3,252</b>	<b>3,352</b>
Interest Expense	-945	-916	-908	-911	-950
Interest and Other Income	143	156	151	145	155
Other Expense	0	0	0	0	0
<b>Income from Con't Ops, Bef Tax</b>	<b>1,861</b>	<b>2,313</b>	<b>2,392</b>	<b>2,486</b>	<b>2,558</b>
Income Tax	-643	-853	-833	-865	-890
Equity Income	12	19	19	19	19
Minority Interest	0	0	0	0	0
Preferred Stock Dividends	0	0	0	0	0
Adjustments / Other	0	0	0	0	0
<b>Net Income (Operating)</b>	<b>1,455</b>	<b>1,494</b>	<b>1,567</b>	<b>1,615</b>	<b>1,664</b>
Diluted Shares Outstanding	479	482	482	482	482
<b>Adjusted / Operating EPS</b>	<b>3.04</b>	<b>3.10</b>	<b>3.25</b>	<b>3.35</b>	<b>3.45</b>
Dividends Per Diluted Share	1.71	1.84	1.87	1.92	1.97
Payout Ratio	56%	59%	57%	57%	57%

Summary Consolidated Balance Sheet - Assets					
FYE December 31,	2010A	2011E	2012E	2013E	2014E
Parent Cash and Equivalents	194	10	10	10	10
Subsidiary Cash and Equivalents	100	50	50	50	50
Accounts Receivable	1,923	2,123	2,123	2,123	2,123
Inventories	611	1,305	1,305	1,305	1,305
Other Current Assets	2,188	909	909	909	909
<b>Total Current Assets</b>	<b>5,016</b>	<b>4,397</b>	<b>4,397</b>	<b>4,397</b>	<b>4,397</b>
Total Net PP&E In Service	35,674	36,503	36,838	37,300	38,426
CWIP	0	2	2	2	2
<b>Total Net PP&amp;E</b>	<b>35,674</b>	<b>36,505</b>	<b>36,840</b>	<b>37,302</b>	<b>38,428</b>
Capitalized Interest	0	0	0	0	0
Investments	0	0	0	0	0
Net Goodwill	76	76	76	76	76
Other Intangible Assets	0	0	0	0	0
Long Term Deferred Tax Assets	0	0	0	0	0
Stranded Cost Assets	0	0	0	0	0
Other Regulatory Assets	0	0	0	0	0
Other Non-Current Assets	9,689	9,858	9,858	9,858	9,858
<b>Total Assets</b>	<b>50,455</b>	<b>50,836</b>	<b>51,171</b>	<b>51,634</b>	<b>52,759</b>

Valuation and Leverage Statistics					
FYE December 31,	2010A	2011E	2012E	2013E	2014E
Price to Earnings	12.6x	12.3x	11.8x	11.4x	11.1x
EV / EBITDA	8.4x	7.9x	7.7x	7.6x	7.5x
Dividend Yield	4.5%	4.8%	4.9%	5.0%	5.1%
Return on Average Equity	10.9%	10.7%	10.8%	10.6%	10.4%
Return on Capital Employed	5.7%	6.2%	6.2%	6.2%	6.2%
LT Debt / Total Cap	49%	48%	47%	47%	47%
Total Debt / Total Cap	57%	56%	55%	55%	55%
Net Debt / EBITDA	4.2x	3.9x	3.9x	3.8x	3.9x
FFO / Total Debt	17%	21%	26%	25%	24%

Summary Consolidated Statement of Cash Flow					
FYE December 31,	2010A	2011E	2012E	2013E	2014E
<b>Net Income (GAAP)</b>	<b>1,211</b>	<b>1,455</b>	<b>1,557</b>	<b>1,618</b>	<b>1,665</b>
Depreciation and Amortization	1,641	2,424	3,195	3,168	3,154
Other Operating Cash Flow	-211	-186	-500	-500	-500
<b>Cash Flow From Operations</b>	<b>2,641</b>	<b>3,693</b>	<b>4,252</b>	<b>4,285</b>	<b>4,319</b>
Total Subsidiary Capex <sup>1</sup>	-2,243	-2,615	-2,900	-3,000	-3,650
Parent / Other Capex	-75	-551	-630	-630	-630
<b>Total Capital Expenditure</b>	<b>-2,318</b>	<b>-3,166</b>	<b>-3,530</b>	<b>-3,630</b>	<b>-4,280</b>
Acquisitions	-235	-962	0	0	0
Disposals	187	806	0	0	0
Other Investment Cash Flow	-136	-11	0	0	0
<b>Cash Flow From Investing</b>	<b>-2,502</b>	<b>-3,333</b>	<b>-3,530</b>	<b>-3,630</b>	<b>-4,280</b>
Debt Issuance	0	0	0	0	0
Securitized Debt Issuance	0	0	0	0	0
Subsidiary Debt Issuance	1,496	2,772	0	300	1,000
Parent Debt Issuance	0	0	0	0	0
Revolver Issuance	0	178	177	-32	-91
Preferred Equity Issuance	0	0	0	0	0
Common Equity Issuance - DRIP	0	0	0	0	0
Common Equity Issuance	93	49	0	0	0
Common Equity Reductions	0	0	0	0	0
Dividends to Common Equity	-824	-890	-899	-923	-948
Other Financing Cash Flow	-1,100	-2,704	0	0	0
<b>Cash Flow From Financing</b>	<b>-335</b>	<b>-594</b>	<b>-722</b>	<b>-655</b>	<b>-39</b>
<b>Increase / (Decrease) in Cash</b>	<b>-196</b>	<b>-234</b>	<b>0</b>	<b>0</b>	<b>0</b>

Summary Consolidated Balance Sheet - Liabilities and Equity					
FYE December 31,	2010A	2011E	2012E	2013E	2014E
Subsidiary Short Term Debt	0	2,710	2,710	2,710	2,710
Parent Short Term Debt	2,655	0	0	0	0
Short Term Securitized Debt	0	0	0	0	0
Accounts Payable	1,061	969	969	969	969
Other Current Liabilities	2,802	2,208	2,208	2,208	2,208
<b>Total Current Liabilities</b>	<b>6,518</b>	<b>5,887</b>	<b>5,887</b>	<b>5,887</b>	<b>5,887</b>
Subsidiary Long Term Debt	14,455	14,517	14,517	14,817	15,817
Long Term Parent Debt	1,047	1,047	1,047	1,047	1,047
Parent Debt (Revolver)	0	186	364	332	240
Long Term Securitized Debt	1,847	1,755	1,755	1,755	1,755
Long Term Deferred Tax Liabilities	7,359	7,716	7,716	7,716	7,716
Provisions	0	0	0	0	0
Other Non-Current Liabilities	5,547	5,423	4,923	4,423	3,923
<b>Total Liabilities</b>	<b>36,773</b>	<b>36,531</b>	<b>36,209</b>	<b>35,977</b>	<b>36,385</b>
Minority Interests	0	0	0	0	0
Preferred Equity	60	60	60	60	60
Common Equity	13,622	14,245	14,902	15,597	16,314
<b>Total Liabilities and Equity</b>	<b>50,455</b>	<b>50,836</b>	<b>51,171</b>	<b>51,634</b>	<b>52,759</b>

Source: ISI Estimates and Company Reports

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<b>Buy Low Risk ETR</b>	<b>Buy Medium Risk ETR</b>	<b>Buy High Risk ETR</b>
>+10%	>+15%	>+20%
<b>Hold Low Risk ETR</b>	<b>Hold Medium Risk ETR</b>	<b>Hold High Risk ETR</b>
0% to +10%	-5% to +15%	-10% to +20%
<b>Sell Low Risk ETR</b>	<b>Sell Medium Risk ETR</b>	<b>Sell High Risk ETR</b>
<0%	<-5%	<-10%

ISI has assigned a rating of BUY to 43% of the securities rated as of 6/30/11.

ISI has assigned a rating of HOLD to 53% of the securities rated as of 6/30/11.

ISI has assigned a rating of SELL to 4% of the securities rated as of 6/30/11

### RISK RATING

Our risk ratings are based on an assessment of underlying business mix (regulated vs. merchant), state regulatory risk and financial strength

# Attachment B

September 7, 2011

# American Electric Power

(AEP-NYSE)

Stock Rating: Market Perform

Industry Rating: Market Perform

## Electric Utilities and Independent Power

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## ESP Settled Constructively; Gradual Transition To Competition by Mid-2015

### Event

AEP announced yesterday that it had reached a settlement on its proposed Electric Security Plan (ESP). The stipulation was signed by more than 20 organizations, including competitive retail electricity suppliers, environmental groups, communities and other key stakeholders. We expect PUCO to issue a final order on the settlement in early November 2011.

### Impact

We view the settlement agreement as balanced and constructive for AEP. The agreement seems congruent to Ohio Commission's (PUCO) intent on promoting competition, while safeguarding AEP from significant customer switching until mid-2015. However, the outlook beyond 2015 remains unclear as RPM revenues and AEP's environmental profile could somewhat drag the company's ability to accelerate its EPS growth despite our expectation of higher investments in transmission projects.

### Forecasts

Management maintained EPS guidance for 2011 and 2012 and its near-term (2011-2014) low-single-digit EPS growth expectations, and reaffirmed its dividend policy. We are maintaining our EPS estimates of \$3.12, \$3.24, and \$3.39 for 2011-2013, respectively.

### Valuation

Given the potential for elimination of regulatory uncertainty in Ohio, among other things, we are raising our price target on AEP to \$40 from \$38, to reflect a 5% discount to its 2013 peer-group P/E multiple.

### Recommendation

AEP trades roughly in line with our price target and we are maintaining our **MARKET PERFORM** rating.

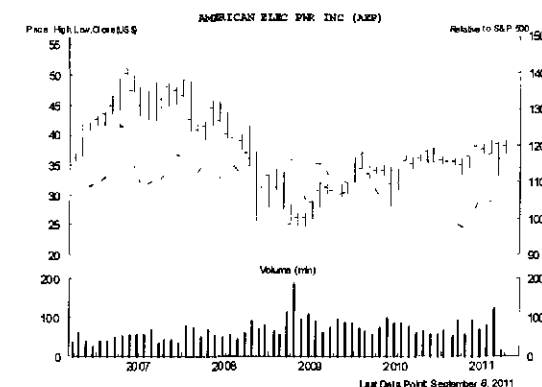
### Securities Info

Price (7-Sep)	\$38.24	Target Price	\$40 ↑
52-Wk High/Low	\$39/\$33	Dividend	\$1.84
Mkt Cap (mm)	\$18,442	Yield	4.8%
Shs O/S (mm, BASIC)	482.3	Float O/S (mm)	481.8
Options O/S (mm)	8.8	ADVOL (30-day, 000s)	5,331

Selected Bonds	Ind Prc	Rat'g	Mdvs/S&P	YTW	Spread
Amer. Elec Pwr 5.375%	na	WR / NR			na
Amer. Elec Pwr 5.25%	110	Baa2 / BBB	2.36%		202bp

Bond data from Bloomberg.

### Price Performance



### Valuation/Financial Data

(FY-Dec.)	2010A	2011E	2012E	2013E
EPS Pro Forma	\$3.03	\$3.12	\$3.24	\$3.39
P/E		12.3x	11.8x	11.3x
First Call Cons.		\$3.22	\$3.35	
EPS GAAP	na	na	na	na
FCF	\$1.49	\$1.00	\$1.21	\$1.88
P/FCF		38.2x	31.6x	20.3x
EBITDA (\$mm)	\$4,855	\$5,053	\$5,246	\$5,470
EV/EBITDA		6.3x	6.1x	5.8x
Rev. (\$mm)	\$14,128	\$14,618	\$15,047	\$15,502
EV/Rev		2.2x	2.1x	2.1x
FCF after Div. (\$mm)	-\$75	-\$322	-\$236	\$91
Quarterly EPS	1Q	2Q	3Q	4Q
2010A	\$0.76	\$0.74	\$1.15	\$0.38
2011E	\$0.82A	\$0.73A	na	na

Balance Sheet Data (30-Jun)			
Net Debt (\$mm)	\$13,509	Total Debt/EBITDA	2.9x
Total Debt (\$mm)	\$14,429	EBITDA/IntExp	6.5x
Net Debt/Cap.	41.9%	Price/Book	1.3x

Notes: All values in US\$.

Source: BMO Capital Markets estimates, Bloomberg, FactSet, Global Insight, Reuters, and Thomson Financial.

Changes

Target  
\$38.00 to \$40.00

## Balanced and Constructive Settlement

The settlement stipulation on the ESP appears to be balanced and constructive, in our view. The agreement seems congruent to Ohio Commission's (PUCO) intent on promoting competition, while safeguarding AEP from significant near-term customer switching until mid-2015, when AEP's Ohio companies go to market-based pricing. The definitive move to market for AEP reduces regulatory uncertainty for AEP; nonetheless, we believe the scenario over the next several years remains unclear. AEP's participation in PJM's RPM auction could be somewhat of a drag on total capacity revenues, in our opinion. In addition, while the generation fleet is now free to capture higher market prices pursuant to EPA's rules without the SEET overhang, it seems unlikely that AEP would be able to run all its plants flat out, potentially muting the benefit of higher pricing until all retrofits are installed.

**Earnings estimate and investment opinion.** While management reaffirmed 2011 EPS guidance, we believe AEP will rework its 2012 point estimate of \$3.25 and instead issue a guidance range for 2012. We expect the revised guidance range to encompass the point estimate and, as such, we are maintaining our 2011, 2012, and 2013 EPS estimates of \$3.12, \$3.24, and \$3.39, respectively.

**Maintaining rating.** We continue to expect AEP to grow earnings modestly by ~3%-4% in the near term, with the potential for modestly higher EPS growth beyond 2014 supported by investments in transmission. AEP Ohio's transition to market, however, muddies the longer term outlook, in our view. As such, we are maintaining our **MARKET PERFORM** rating on AEP shares.

## Key Aspects of the ESP Settlement Agreement

**Several nonbypassable riders dropped from the ESP.** AEP had originally proposed nonbypassable riders in its ESP, which were considered highly contentious by the PUCO staff as well as competitive retail service providers, and have been dropped from the settlement agreement. Riders originally proposed, but excluded from the settlement include:

- Environmental investment carrying cost recovery rider - to recover environmental compliance costs of existing generation dedicated to default service customers;
- Facilities closure cost recovery rider - to recover costs from the retirement of generation that was used to serve default service customers;
- NERC compliance cost recovery rider - to recover NERC-related compliance costs for generation used to serve default service customers;
- Carbon capture and sequestration rider - to recover costs of a front-end engineering and design (FEED) study on carbon capture and sequestration;
- Provider of last resort rider, and rate security riders.

The exclusion of non-bypassable riders, we believe, paved the way for a settlement to be reached on the Electric Security Plan (ESP). The terms proposed in the agreement should enable ratepayers in AEP's territories to transition smoothly to market rates come mid-2015.

**Market transition plan likely to increase customer switching in a controlled manner.** AEP Ohio will make a portion of its generation capacity available to competitive retail suppliers at RPM (Reliability Pricing Mechanism) pricing for 2012-2014. The capacity would be offered to end-customers on a first-come, first-served basis, such that the total capacity offered would not exceed 21%, 31%, and 41% of AEP Ohio's total retail electric load for the years 2012-2014 and 1H2015. The balance of the capacity in each of these years would be priced at \$255/Mw-Day (incorporated in the settlement agreement).

The end customer would have the right to retain the RPM priced capacity even when the customer changes Competitive Retail Electric Service (CRES) Providers. This provision, in effect, could limit the customer load switching to the percentages indicated above, as the balance of the load would continue to pay the higher capacity charge (\$255/Mw-Day) reducing the headroom for competitive retail suppliers.

The RPM prices for 2014-2015 are sharply lower (\$125.99/Mw-Day) than \$255/Mw-Day and AEP's transition option would be valuable to customers. That said, we believe large C&I customers are likely to benefit more from procuring capacity at RPM prices.

**Separation of Generation and regulated distribution to pave way for procurement auctions in 2013.** AEP plans to separate its regulated distribution and generation business in Ohio, gearing the company's structure to brace the move to competitive markets. Following the separation, AEP estimates that the unregulated portion of its EPS would be roughly 25%-30% of the overall EPS.

We expect the separation plan to be completed by May 2013, in time to participate in standard service offer (SSO) auctions to be conducted beginning in September 2013 (2015-2016 delivery period) as well as PJM's 2015-2016 capacity auction.

**Operating a merchant fleet - a mixed bag.** The definitive move to market for AEP reduces regulatory uncertainty for AEP; nonetheless we believe the outlook over the next several years remains unclear.

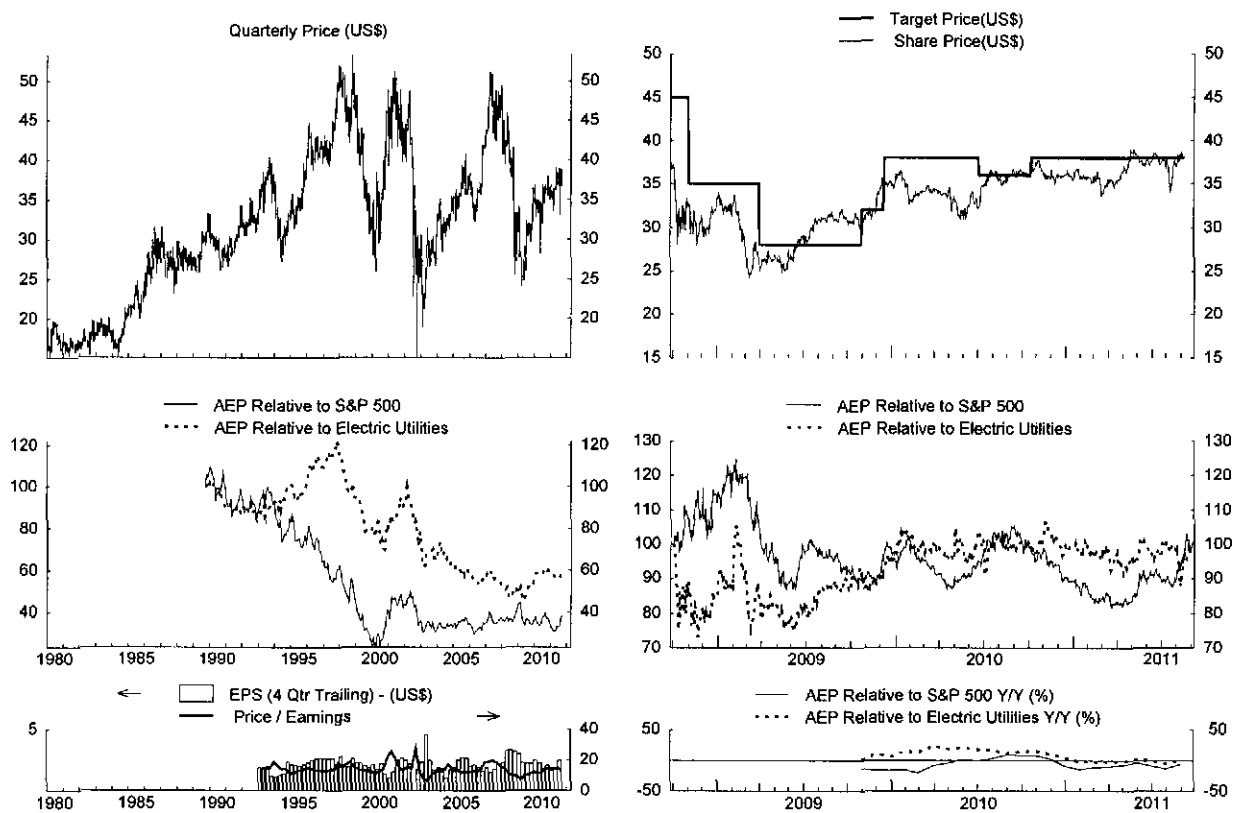
We expect AEP to bid its Ohio generation assets in PJM's May 2013 RPM auction for the 2015-2016 planning year. The company had so far classified its capacity as Fixed Resource Requirement (FRR), which enabled AEP to recover capacity costs through its ESP filings at rates that are sharply above those clearing the RPM auctions. Even as RTO zone in PJM could see higher clearing prices in 2015-2016, we expect RPM tied capacity revenues to be somewhat of a drag for AEP in 2015-2016. The capacity price embedded in the ESP settlement agreement is \$255/Mw compared to the \$125.99 cleared in the 2014-2015 auction. Blending the clearing prices and the ESP capacity price in 40:60 ratio (in line with AEP's commitment to offer capacity to 40% of the load at RPM cleared price), we calculate the 2015-2016 clearing price would have to exceed \$200/Mw-Day for AEP Ohio's capacity revenues to break even.

Operating a merchant generation fleet, without the SEET overhang, affords AEP the potential for upside from higher power prices pursuant to the implementation of EPA's CSAPR and HAP MACT rules. However, several of AEP's units in Ohio would need FGD, SCR, and DSI retrofits, in addition to repowering Muskingum River 5 to a natural gas plant. We believe it is

unlikely that AEP would be able to run these units flat out (given emission compliance regulations), and as such the upside from higher power prices could be potentially muted, until all retrofits are in place.

**Raising price target to \$40.** Given the progress achieved on resolving the ESP and the likely elimination of continual uncertain relating to periodic ESP proceeding, we are now valuing AEP at a 5% discount to its 2013 peer-group multiple (12.5x) using our 2013 EPS estimate of \$3.39. Our revised price target is now \$40 per share versus our previous price target of \$38.

## AMERICAN ELEC PWR INC (AEP)



AEP - Rating as of 27-Feb-03 = Mkt

Last Daily Data Point: September 6, 2011

## Important Disclosures

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### Company Specific Disclosure

### Methodology and Risks to Our Price Target/Valuation

**Methodology:** Our valuation is based on a combination of our DCF analysis and current industry P/E multiples.

**Risks:** A material decline in power prices and / or a change in the regulatory environment could affect our price target.

### Distribution of Ratings (June 30, 2011)

Rating Category	BMO Rating	BMOCM US Universe*	BMOCM US IB Clients**	BMOCM US IB Clients***	BMOCM Universe****	BMOCM IB Clients*****	Starmine Universe
Buy	Outperform	35.8%	11.9%	31.8%	40.7%	44.2%	55.9%
Hold	Market Perform	62.2%	14.7%	68.2%	56.2%	54.6%	39.3%
Sell	Underperform	2.0%	0.0%	0.0%	3.0%	1.3%	4.8%

\* Reflects rating distribution of all companies covered by BMO Capital Markets Corp. equity research analysts.

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Und = Underperform - Forecast to underperform the market;

(S) = speculative investment;

NR = No rating at this time;

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# Attachment C

# Ohio settlement changes business profile; cut to Neutral

Rating Change

NEUTRAL

Equity | United States | Electric Utilities  
08 September 2011

**Bank of America  
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## Was a cheap regulated, now a fairly valued integrated

We are downgrading the shares of AEP to Neutral from Buy following yesterday's Ohio rate settlement, which paves the way for AEP to move from a largely regulated company to an integrated utility. Under the settlement, AEP would shift its Ohio generation into an unregulated subsidiary by 2015. AEP's total earnings following the realignment would be roughly 25%-30% unregulated. We believe this would increase the business risk profile of the company and put AEP into a peer group where valuation multiples are lower. While we are bullish on long-term power prices, we prefer companies like FE (B-1-7, \$43.5) and EXC (B-1-7, \$42.8) with more nuclear exposure relative to AEP's position which has more environmental risk, plant closure risk, and dark spread exposure.

## Ohio rate settlement is reasonable

The settlement, if approved by regulators, would give AEP generation rate certainty from 2012 to mid-2015, after which the generation would move fully to market. Overall rates would remain roughly flat in 2011, with modest increases in 2012 and 2013. AEP would also realign its rate structure and allow some amounts of customers shopping. Finally, AEP would be allowed to build a 500 MW natural gas plant and receive nonbypassable recovery.

## A lot to execute in transition; other attractive integrations

We agree with the rationale of the settlement. It balances the near term need for certainty and takes AEP out of a quasi-regulated structure in Ohio. However, AEP has many steps in the transition to market, including restructuring its power pool and creating an unregulated generation company. The elevated business risk profile would also mean more attention to AEP's balance sheet and could limit dividend growth in the meantime. We are reducing our price objective to \$40 from \$41, which is based on an average of the regulated average 2014E P/E multiple of 12.2x and the integrated average of 10.6x.

## Stock Data

Price	US\$38.24
Price Objective	US\$40.00
Date Established	8-Sep-2011
Investment Opinion	B-2-7
Volatility Risk	MEDIUM
52-Week Range	US\$33.09-38.99
Mkt Val / Shares Out (mn)	US\$18,495 / 483.6
BofAML Ticker / Exchange	AEP / NYS
Bloomberg / Reuters	AEP US / AEP.N
ROE (2011E)	10.5%
Total Dbt to Cap (Dec-2010A)	58.5%
Est. 5-Yr EPS / DPS Growth	3.0% / 2.0%

## Key Changes

(US\$)	Previous	Current
Inv. Opinion	B-1-7	B-2-7
Inv. Rating	BUY	NEUTRAL
Price Obj.	41.00	40.00

## Estimates (Dec)

(US\$)	2009A	2010A	2011E	2012E	2013E
EPS	2.97	3.03	3.11	3.15	3.25
GAAP EPS	2.96	3.03	3.11	3.15	3.25
EPS Change (YoY)	-12.4%	2.0%	2.6%	1.3%	3.2%
Consensus EPS (Bloomberg)			3.13	3.22	3.35
DPS	1.64	1.71	1.84	1.90	1.95

## Valuation (Dec)

	2009A	2010A	2011E	2012E	2013E
P/E	12.9x	12.6x	12.3x	12.1x	11.8x
GAAP P/E	12.9x	12.6x	12.3x	12.1x	11.8x
Dividend Yield	4.3%	4.5%	4.8%	5.0%	5.1%
EV / EBITDA*	11.2x	10.5x	10.3x	10.1x	10.0x
Free Cash Flow Yield*	-1.7%	3.3%	4.7%	3.8%	5.0%

\* For full definitions of *iQmethod*™ measures, see page 6.

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08 September 2011

# *iQprofile*<sup>SM</sup> American Electric Power

## *iQmethod*<sup>SM</sup> – Bus Performance\*

(US\$ Millions)	2009A	2010A	2011E	2012E	2013E
Return on Capital Employed	4.5%	4.5%	4.7%	4.7%	4.8%
Return on Equity	11.4%	10.8%	10.5%	10.2%	10.1%
Operating Margin	20.5%	20.9%	20.8%	20.8%	20.6%
Free Cash Flow	(317)	616	872	710	926

## *iQmethod*<sup>SM</sup> – Quality of Earnings\*

(US\$ Millions)	2009A	2010A	2011E	2012E	2013E
Cash Realization Ratio	1.8x	1.9x	2.4x	2.2x	2.2x
Asset Replacement Ratio	1.7x	1.3x	1.6x	1.5x	1.4x
Tax Rate	29.7%	31.2%	31.6%	31.6%	30.7%
Net Debt-to-Equity Ratio	129.8%	125.2%	120.0%	116.4%	109.5%
Interest Cover	2.8x	3.0x	3.1x	3.1x	3.1x

## Income Statement Data (Dec)

(US\$ Millions)	2009A	2010A	2011E	2012E	2013E
Sales	13,489	14,122	14,678	14,977	15,213
% Change	-6.6%	4.7%	3.9%	2.0%	1.6%
Gross Profit	8,958	9,286	9,516	9,682	9,863
% Change	3.1%	3.7%	2.5%	1.7%	1.9%
EBITDA	4,368	4,665	4,770	4,837	4,916
% Change	2.3%	6.8%	2.3%	1.4%	1.6%
Net Interest & Other Income	(833)	(848)	(871)	(878)	(843)
Net Income (Adjusted)	1,362	1,455	1,503	1,538	1,597
% Change	-0.4%	6.8%	3.3%	2.3%	3.8%

## Free Cash Flow Data (Dec)

(US\$ Millions)	2009A	2010A	2011E	2012E	2013E
Net Income from Cont Operations (GAAP)	1,365	1,455	1,503	1,538	1,597
Depreciation & Amortization	1,597	1,712	1,713	1,722	1,779
Change in Working Capital	(1,212)	0	0	0	0
Deferred Taxation Charge	1,244	192	203	207	211
Other Adjustments, Net	(519)	(538)	122	(100)	(88)
Capital Expenditure	(2,792)	(2,205)	(2,669)	(2,656)	(2,573)
Free Cash Flow	-317	616	872	710	926
% Change	74.0%	NM	41.5%	-18.6%	30.5%

## Balance Sheet Data (Dec)

(US\$ Millions)	2009A	2010A	2011E	2012E	2013E
Cash & Equivalents	490	262	308	386	952
Trade Receivables	1,050	1,050	1,050	1,050	1,050
Other Current Assets	3,216	3,216	3,216	3,216	3,216
Property, Plant & Equipment	34,344	34,837	35,793	36,728	37,521
Other Non-Current Assets	9,248	9,106	8,974	8,866	8,748
<b>Total Assets</b>	<b>48,348</b>	<b>48,472</b>	<b>49,341</b>	<b>50,246</b>	<b>51,488</b>
Short-Term Debt	1,867	1,867	1,867	1,867	1,867
Other Current Liabilities	3,460	3,652	3,855	4,062	4,273
Long-Term Debt	15,757	15,862	16,108	16,535	16,900
Other Non-Current Liabilities	14,063	13,150	12,804	12,428	12,242
<b>Total Liabilities</b>	<b>35,147</b>	<b>34,532</b>	<b>34,635</b>	<b>34,892</b>	<b>35,282</b>
<b>Total Equity</b>	<b>13,201</b>	<b>13,956</b>	<b>14,719</b>	<b>15,482</b>	<b>16,268</b>
<b>Total Equity &amp; Liabilities</b>	<b>48,348</b>	<b>48,488</b>	<b>49,353</b>	<b>50,374</b>	<b>51,551</b>

\* For full definitions of *iQmethod*<sup>SM</sup> measures, see page 6.

## Company Description

American Electric Power is one of the largest utility companies in the country, serving over 5 million customers in eleven states. AEP also has one of the largest generation fleets in the country at over 39,000 MW of capacity. Apart from the unique environment in Ohio, most of the utility jurisdictions are traditionally regulated.

## Investment Thesis

AEP is a large, geographically diverse regulated utility. While the stock trades at a discount to the regulated group average, AEP is planning on transitioning to an integrated utility with a large unregulated generation fleet. This would likely raise the risk profile of the company. Given this, the stock appears fairly valued.

## Stock Data

Average Daily Volume 5,499,614

## Quarterly Earnings Estimates

	2010	2011
Q1	0.76A	0.82A
Q2	0.74A	0.73A
Q3	1.15A	NA
Q4	0.38A	NA

## Settlement changes business risk

We are downgrading AEP to Neutral from Buy based on the announced shift in business strategy stemming from the Ohio settlement filed yesterday. Under the settlement, AEP's Ohio generation would transition to become fully deregulated by 2015. Management estimates that following the transition that about 25%-30% of total earnings for AEP would be unregulated. This increased amount of unregulated earnings would commensurately increase the business risk level of the company. While the shift in strategy could lead to earnings upside in the long term relative to the current quasi-regulated strategy, integrated utilities trade at a discount to fully regulated utilities. AEP moves from a cheap regulated utility to a fairly valued integrated utility.

### More attractive integrated utilities

We continue to be bullish on long-term power prices, and AEP will have exposure to this under the new strategy. However, we see better opportunities in companies such as EXC and FE that have even more upside exposure as well as fewer cost risks due to their nuclear and clean coal capacity. As an unregulated generator, AEP's power upside will be partially offset by environmental costs, plant shutdowns and dark spread exposure. Additionally, AEP has a substantial number of steps ahead before completing the transition, including a restructured power pool, the creation of a newly capitalized generation company, finalization of its environmental strategy, and a more fully developed retail operation. The riskier business profile could also force more attention to the balance sheet as AEP looks to finance environmental upgrades across its entire fleet, and could restrain dividend growth.

### Rate plan settlement is a reasonable outcome

On Tuesday (9/7) AEP reached a settlement with most parties on its proposed Electric Security Plan that balances the company's desire for rate certainty and consumer and retail groups' interest in low rates and openness to competition. While AEP's shift to an integrated business model increases overall business risk, the shift enables the company to side-step the quasi-regulated, lower-of-cost-or-market regulatory structure in Ohio. Highlights of the plan are denoted below.

- **Rate certainty through mid-2015...** AEP would agree to drop virtually all of its proposed riders and implement a base generation average rate (excluding fuel) of \$24.50/MWh in 2012, \$25.70/MWh in 2013, and \$27.20/MWh in 2014 through mid-2015.
- **...then a transition to market.** For the June 2015-May 2016 period, AEP would implement a FirstEnergy-style competitive bid for load. The company would also move its Ohio generation into a separate subsidiary and bid its generation into the PJM capacity auction.
- **No nonbypassable environmental, but AEP can build a gas plant.** AEP agreed to drop its requested nonbypassable riders, including ones that would enable recovery of environmental, plant shutdown costs, and provider of last resort risks. In return, AEP would be allowed to file to build a 500 MW combined cycle power plant at Muskingum River, and recover the investment on a nonbypassable basis. Signatories to the settlement are able to contest the construction if they choose.

- **Managed shopping levels.** The plan would establish a capacity charge of \$255/MW-day to retailers that do not self supply-capacity. However, some load would be carved out and be charged a capacity price in line with the PJM market price. The carve-out would be about 20% in 2012, 30% in 2013 and 40% in 2014. AEP's territory would then be fully open to competition starting in mid 2015, with no shopping restrictions.
- **Higher distribution rates and rider recovery.** A distribution investment rider would be implemented, giving a 10.5% ROE to investments made since 2000. Rate increases would be capped at \$86M in 2012, \$18M in 2013, and \$20M in 2014. AEP would also explore rate decoupling.
- **Securitization of regulatory assets.** AEP and signatories agree to seek legislation in Ohio that would allow the company to securitize regulatory assets, including deferred fuel charges. This amount could be \$700M-\$800M. Securitization would provide AEP with up-front cash that could be used to fund environmental projects, and it would mitigate the rate impacts on customers.

#### **Trimming P.O. to \$40; maintain earnings estimates**

Based on the corporate strategy shift to a more integrated utility model, we are trimming our price objective on AEP to \$40 from \$41. Our new price objective is based on a combination of the average regulated utility 2014E earnings multiple of 12.2x and the average integrated multiple of 10.6x, or an 11.5x target. This combination is warranted given the more regulated model for AEP over the next four years, shifting to an integrated model in out years. We are maintaining our 2012-2014 earnings estimates of \$3.15/\$3.25/\$3.45 as the settlement still needs to be approved. Upside risks are unexpectedly larger benefits from the proposed Ohio rate settlement, higher power prices, and a pullback in potential environmental regulation. Downside risks are approval of the Ohio settlement, lower power prices, and greater costs from environmental restrictions.

## Price objective basis & risk

### American Electric Power (AEP)

Our \$40 price objective takes into account the potential transition of AEP from a fully regulated utility into an integrated generation company over the next several years. We take a combination of the average 2014 earnings multiples for regulated utilities (12.2x) and integrations (10.6x), or 11.5x. Based on our 2014E of \$3.45, we come to a price objective of \$40. Upside risks are unexpectedly larger benefits from the proposed Ohio rate settlement, higher power prices, and a pullback in potential environmental regulation. Downside risks are approval of the Ohio settlement, lower power prices, and greater costs from environmental restrictions.

## Link to Definitions

### Energy

Click [here](#) for definitions of commonly used terms.

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I, Steve Fleishman, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

### US - Electric Utilities/Competitive Power Coverage Cluster

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	Calpine	CPN	CPN US	Ameet I. Thakkar
	CenterPoint Energy, Inc.	CNP	CNP US	Steve Fleishman
	Edison International	EIX	EIX US	Steve Fleishman
	Exelon	EXC	EXC US	Steve Fleishman
	FirstEnergy	FE	FE US	Steve Fleishman
	GenOn Energy, Inc.	GEN	GEN US	Ameet I. Thakkar
	NextEra Energy	NEE	NEE US	Steve Fleishman
	NRG Energy	NRG	NRG US	Ameet I. Thakkar
	NV Energy	NVE	NVE US	Steve Fleishman
	PG&E Corporation	PCG	PCG US	Steve Fleishman
	PPL Corporation	PPL	PPL US	Ameet I. Thakkar
	Public Service Enterprise Group Inc.	PEG	PEG US	Steve Fleishman
	Southern Company	SO	SO US	Steve Fleishman
	Westar Energy	WR	WR US	Steve Fleishman
	Xcel Energy	XEL	XEL US	Steve Fleishman
NEUTRAL	Alliant Energy	LNT	LNT US	Steve Fleishman
	Ameren Corp	AEE	AEE US	Steve Fleishman
	American Electric Power	AEP	AEP US	Steve Fleishman
	CMS Energy	CMS	CMS US	Steve Fleishman
	Dominion Resources	D	D US	Steve Fleishman
	Duke Energy	DUK	DUK US	Steve Fleishman

08 September 2011

**US - Electric Utilities/Competitive Power Coverage Cluster**

Investment rating	Company	BofA Merrill Lynch ticker	Bloomberg symbol	Analyst
<b>UNDERPERFORM</b>	Northeast Utilities	NU	NU US	Steve Fleishman
	NSTAR	NST	NST US	Steve Fleishman
	Pinnacle West	PNW	PNW US	Steve Fleishman
	Sempra Energy	SRE	SRE US	Naaz Khumawala
	Wisconsin Energy	WEC	WEC US	Alex Kania
	Consolidated Edison	ED	ED US	Steve Fleishman
	DTE Energy	DTE	DTE US	Steve Fleishman
	Entergy	ETR	ETR US	Steve Fleishman
	Hawaiian Electric Industries	HE	HE US	Steve Fleishman
	Portland General Electric Company	POR	POR US	Steve Fleishman
	SCANA Corp.	SCG	SCG US	Steve Fleishman
	TECO Energy	TE	TE US	Steve Fleishman
	UIL Holdings	UIL	UIL US	Steve Fleishman
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**iQmethod<sup>SM</sup> Measures Definitions**

Business Performance	Numerator	Denominator
Return On Capital Employed	$\text{NOPAT} = (\text{EBIT} + \text{Interest Income}) * (1 - \text{Tax Rate}) + \text{Goodwill Amortization}$	$\text{Total Assets} - \text{Current Liabilities} + \text{ST Debt} + \text{Accumulated Goodwill Amortization}$
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5-Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations - Total Capex	N/A
<b>Quality of Earnings</b>		
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	$\text{Net Debt} = \text{Total Debt, Less Cash \& Equivalents}$	Total Equity
Interest Cover	EBIT	Interest Expense
<b>Valuation Toolkit</b>		
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations - Total Capex	$\text{Market Cap.} = \text{Current Share Price} * \text{Current Basic Shares}$
Enterprise Value / Sales	$\text{EV} = \text{Current Share Price} * \text{Current Shares} + \text{Minority Equity} + \text{Net Debt} + \text{Sales Other LT Liabilities}$	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

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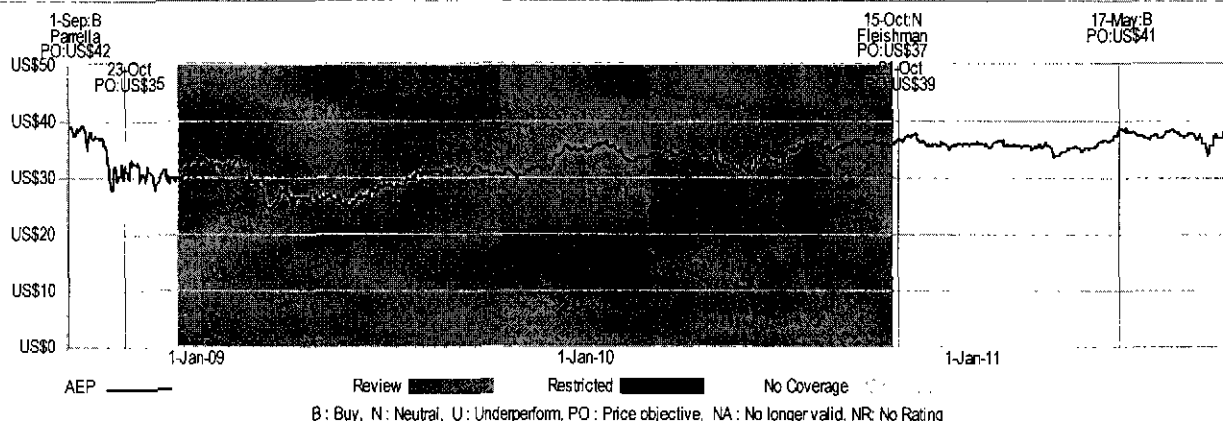
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08 September 2011

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### AEP Price Chart



The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of [August 31, 2011] or such later date as indicated.

### Investment Rating Distribution: Utilities Group (as of 01 Jul 2011)

Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	76	42.22%	Buy	35	51.47%
Neutral	48	26.67%	Neutral	30	69.77%
Sell	56	31.11%	Sell	20	40.00%

### Investment Rating Distribution: Global Group (as of 01 Jul 2011)

Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	2024	53.94%	Buy	935	50.68%
Neutral	944	25.16%	Neutral	442	51.64%
Sell	784	20.90%	Sell	273	37.24%

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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster*
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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08 September 2011

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08 September 2011

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# Attachment D

September 7, 2011



## Equity Research

### American Electric Power Company, Inc.

AEP: Settlement Appears Balanced--EPS & Outperform Rating Intact  
Measures to Limit Shopping Near-Term; Moving to Market Mid-2015

## Outperform

Sector: Regulated Electric Utilities  
Market Weight

### Company Note

- Summary.** On 9/7, AEP and 20+ parties, including the Public Utilities Commission of Ohio (PUCO) Staff, filed a settlement resolving several Ohio proceedings. Though difficult to evaluate all the moving pieces, we believe the agreement, which is pending PUCO approval, is generally supportive of our 12E-15E EPS of \$3.25, \$3.40, \$3.55 & \$3.72. AEP is maintaining its 12E EPS target of \$3.25 and continues to project mid-single-digit EPS growth with potential upside related to wholesale power markets.
- Moving to Market.** The settlement calls for corporate separation of AEP-Ohio's T&D assets from existing generation assets by May '13. For delivery year 6/1/15-5/31/16, AEP-Ohio will meet its entire standard offer service obligation via a competitive bidding process (auctions to commence on or before Sept. '13). Though it is difficult to model an OH Genco with currently available data, the timing of the move to market could align well with potential rising energy/capacity prices driven by likely lower reserve margins. AEP expects unregulated operations will represent 25-30% of earnings post-transition.
- Transition Period.** From '12 through mid-15, AEP will continue to serve its customers under a traditional ESP model with rates roughly flat in '12 and up 2.5% in '13 & '14. Positively, the settlement includes approval of both the OPCo/CSP merger and rate redesign, which should help mitigate CSP commercial customer switching. In addition, AEP will receive a capacity payment of \$255/MW-Day for generation resources open to competitive retail suppliers above predetermined thresholds (20%/30%/40% of resources in plan years 1-3), which should limit customer switching beyond those levels. On the flip side, the settlement does not include the majority of non-bypassables that AEP requested, including environmental.
- Other Provisions** include (1) a non-bypassable rider for new generation, which would apply to a new 500 MW gas plant to replace Muskingum River 5 and be handled within the T&D utility, (2) a distribution rider, and (3) a SEET ROE threshold of 13.5%. Finally, the separation of AEP-Ohio's generation assets will lead to modification/termination of AEP East's power pool.
- Reiterate Outperform & \$41-42/Sh Valuation Range.** While we considered a more regulated model to be the optimal ESP outcome, we believe the settlement represents a reasonable (and clear!) path forward in Ohio. Moreover, with our EPS outlook intact, valuation remains attractive. Shares trade at discounts of 11%, 14% & 2% to the Diversified Electrics on 12E-14E EPS.

	2010A	2011E	2012E		
EPS		Curr.	Prior	Curr.	Prior
Q1 (Mar.)	\$0.76	\$0.82 A	NC	NE	
Q2 (June)	0.74	0.73 A	NC	NE	
Q3 (Sep.)	1.15	1.09	NC	NE	
Q4 (Dec.)	0.38	0.51	NC	NE	
FY	\$3.03	\$3.15	NC	\$3.25	NC
CY	\$3.03	\$3.15		\$3.25	
FY P/E	12.6x	12.1x		11.8x	
Rev.(MM)	\$14,427	\$17,067		\$17,430	

Source: Company Data, Wells Fargo Securities, LLC estimates, and Reuters  
NA = Not Available, NC = No Change, NE = No Estimate, NM = Not Meaningful  
V = Volatile, \* = Company is on the Priority Stock List

Ticker	AEP
Price (09/07/2011)	\$38.24
52-Week Range:	\$33-39
Shares Outstanding: (MM)	481.8
Market Cap.: (MM)	\$18,424.0
S&P 500:	1,198.62
Avg. Daily Vol.:	3,597,390
Dividend/Yield:	\$1.84/4.8%
LT Debt: (MM)	\$15,624.0
LT Debt/Total Cap.:	49.5%
ROE:	11.0%
3-5 Yr. Est. Growth Rate:	4.0%
CY 2011 Est. P/E-to-Growth:	3.0x
Last Reporting Date:	07/29/2011
	Before Open

Source: Company Data, Wells Fargo Securities, LLC estimates, and Reuters

### Valuation Range: \$41.00 to \$42.00

Our valuation range is supported by our P/E multiple (12.5-13x our 2012E EPS), dividend discount and residual income methodologies. Risks include regulatory risks related to rate proceedings, potential regulatory pushback related to environmental spend/costs and economic risks.

### Investment Thesis:

Our Outperform rating is largely predicated on valuation considerations as shares trade at a material discount to peers. We are also attracted to AEP's transmission opportunities and 5% dividend yield.

Please see page 5 for rating definitions, important disclosures and required analyst certifications

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Together we'll go far



**Company Description:**

Headquartered in Columbus, Ohio, AEP serves more than 5 million utility customers in eleven states, including Arkansas, Indiana, Kentucky, Louisiana, Michigan, Ohio, Oklahoma, Tennessee, Texas, Virginia, and West Virginia. AEP is one of the largest electric generation owners in the United States with more than 40,000 MW of capacity and is the largest electric transmission owner with nearly 40,000 miles. AEP derives approximately 95% of annual earnings from the company's regulated operations. The non-regulated businesses consist of AEP River Operations, a coal barge fleet, and AEP Generation & Marketing.

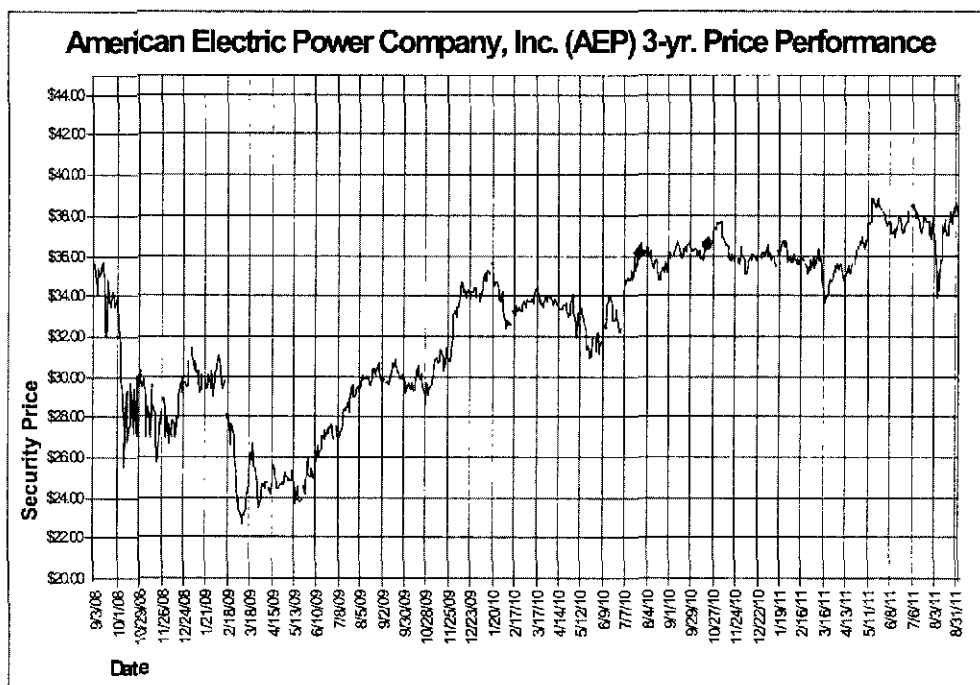
<b>Earnings Model</b>									
(in millions except per share data)									
	2007	2008	2009	2010	2011E	2012E	2013E	2014E	2015E
<b>Revenues</b>	<b>\$13,380</b>	<b>\$14,440</b>	<b>\$13,489</b>	<b>\$14,427</b>	<b>\$17,067</b>	<b>\$17,430</b>	<b>\$17,977</b>	<b>\$18,427</b>	<b>\$18,903</b>
<b>Expenses</b>									
Fuel & Purchased Power	\$4,967	\$5,755	\$4,531	\$5,029	\$7,349	\$7,415	\$7,479	\$7,544	\$7,609
Operation & Maintenance	3,826	3,909	3,825	4,274	4,140	4,229	4,319	4,412	4,507
Depreciation & Amortization	1,513	1,483	1,597	1,641	1,602	1,697	1,808	1,909	2,013
Other Taxes	755	761	765	820	842	866	889	914	939
Asset Impairments & Other Charges	0	(255)	0	0	0	0	0	0	0
<b>Total Operating Expenses</b>	<b>\$11,061</b>	<b>\$11,653</b>	<b>\$10,718</b>	<b>\$11,764</b>	<b>\$13,934</b>	<b>\$14,207</b>	<b>\$14,495</b>	<b>\$14,778</b>	<b>\$15,069</b>
<b>Operating Income</b>	<b>2,319</b>	<b>2,787</b>	<b>2,771</b>	<b>2,663</b>	<b>3,133</b>	<b>3,223</b>	<b>3,482</b>	<b>3,649</b>	<b>3,834</b>
<b>EBITDA</b>	<b>\$3,832</b>	<b>\$4,270</b>	<b>\$4,368</b>	<b>\$4,304</b>	<b>\$4,736</b>	<b>\$4,920</b>	<b>\$5,289</b>	<b>\$5,558</b>	<b>\$5,847</b>
<b>Total Other Income</b>	<b>\$182</b>	<b>\$185</b>	<b>\$140</b>	<b>\$185</b>	<b>\$198</b>	<b>\$214</b>	<b>\$153</b>	<b>\$159</b>	<b>\$162</b>
<b>Total Interest Expense</b>	<b>\$838</b>	<b>\$957</b>	<b>\$973</b>	<b>\$999</b>	<b>\$1,008</b>	<b>\$1,027</b>	<b>\$1,110</b>	<b>\$1,159</b>	<b>\$1,209</b>
<b>Income Taxes</b>	<b>\$516</b>	<b>\$642</b>	<b>\$575</b>	<b>\$643</b>	<b>\$797</b>	<b>\$823</b>	<b>\$857</b>	<b>\$899</b>	<b>\$945</b>
Tax Rate	31%	32%	30%	35%	34%	34%	34%	34%	34%
Equity Earnings in Unconsolidated Subs	\$6	\$3	\$7	\$12	\$0	\$0	\$0	\$0	\$0
<b>Net Income from Continuing Ops.</b>	<b>\$1,153</b>	<b>\$1,376</b>	<b>\$1,370</b>	<b>\$1,218</b>	<b>\$1,526</b>	<b>\$1,587</b>	<b>\$1,667</b>	<b>\$1,751</b>	<b>\$1,841</b>
Discontinued Operations	24	12	0	0	0	0	0	0	0
Extraordinary Loss	(79)	0	(5)	0	0	0	0	0	0
Less Income from Noncontrolling Interests	6	5	5	4	0	0	0	0	0
Preferred Stock Dividends	3	3	3	3	5	5	5	5	5
<b>Earnings Available for Common</b>	<b>\$1,089</b>	<b>\$1,380</b>	<b>\$1,357</b>	<b>\$1,211</b>	<b>\$1,521</b>	<b>\$1,583</b>	<b>\$1,662</b>	<b>\$1,746</b>	<b>\$1,836</b>
Diluted Shares - Average	400	404	459	480	484	486	489	491	494
<b>EPS</b>	<b>\$2.72</b>	<b>\$3.42</b>	<b>\$2.96</b>	<b>\$2.53</b>	<b>\$3.15</b>	<b>\$3.25</b>	<b>\$3.40</b>	<b>\$3.55</b>	<b>\$3.72</b>
Non-Recurring Items	(\$0.27)	\$0.19	(\$0.01)	(\$0.50)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Operating EPS (Diluted)</b>	<b>\$2.99</b>	<b>\$3.23</b>	<b>\$2.97</b>	<b>\$3.03</b>	<b>\$3.15</b>	<b>\$3.25</b>	<b>\$3.40</b>	<b>\$3.55</b>	<b>\$3.72</b>
<b>EPS by Segment</b>									
Utility					\$3.09	\$3.13	\$3.22	\$3.32	\$3.44
Transmission					0.05	0.10	0.17	0.22	0.26
Nonutility Operations					0.12	0.13	0.13	0.13	0.13
Parent & Other					(0.11)	(0.12)	(0.12)	(0.12)	(0.12)
<b>Total</b>					<b>\$3.15</b>	<b>\$3.25</b>	<b>\$3.40</b>	<b>\$3.55</b>	<b>\$3.72</b>
<b>Dividends</b>									
Dividends paid per share	\$1.58	\$1.64	\$1.64	\$1.71	\$1.84	\$1.93	\$2.03	\$2.13	\$2.24
<b>Payout Ratio (%)</b>	<b>53</b>	<b>51</b>	<b>55</b>	<b>56</b>	<b>59</b>	<b>59</b>	<b>60</b>	<b>60</b>	<b>60</b>
<b>Statistics</b>									
Book Value - Year End	\$25.17	\$26.33	\$27.49	\$28.33	\$29.69	\$31.07	\$32.49	\$33.97	\$35.50
Avg Book Value	\$24.45	\$25.75	\$26.91	\$27.91	\$29.01	\$30.38	\$31.78	\$33.23	\$34.73
ROE	12.2%	12.5%	11.0%	10.9%	10.8%	10.7%	10.7%	10.7%	10.7%
EBITDA Per Share	\$9.61	\$10.62	\$9.52	\$8.98	\$9.82	\$10.15	\$10.85	\$11.35	\$11.88
Free CFPS	(\$5.79)	(\$5.09)	(\$2.57)	(\$1.38)	(\$0.58)	(\$0.94)	(\$1.35)	(\$1.23)	(\$1.15)

Source: Wells Fargo Securities, LLC estimates and company filings

Cash Flow Model (in millions)	2007	2008	2009	2010	2011E	2012E	2013E	2014E	2015E
<b>Operating Cash Flow</b>									
Net Income before Discontinued Ops.	\$1,074	\$1,376	\$1,365	\$1,218	\$1,521	\$1,583	\$1,662	\$1,746	\$1,836
Depreciation & Amortization	1,513	1,483	1,597	1,641	1,602	1,697	1,808	1,909	2,013
Deferred Income Taxes	76	498	1,244	809	501	228	(23)	(23)	(23)
Provision for Revenue Refund	0	149	0	0	0	0	0	0	0
Extraordinary Loss	79	0	5	0	0	0	0	0	0
Carrying Cost Income	(51)	(83)	(47)	(70)	0	0	0	0	0
Amortization of Nuclear Fuel	65	88	63	139	139	139	139	139	139
AFUDC	(33)	(45)	(82)	(77)	(100)	(112)	(38)	(38)	(38)
Mark-to-Market of Risk Mgmt. Contracts	3	(140)	(59)	30	0	0	0	0	0
Fuel Over / Under-Recoveries	(117)	(272)	(474)	(253)	0	56	56	56	56
Gain on Sale of Assets	(88)	(17)	(15)	(14)	0	0	0	0	0
Pension Contributions	41	42	0	(500)	(76)	(89)	(35)	0	0
Deferred Property Taxes	(26)	(13)	(17)	(21)	0	0	0	0	0
Change in Noncurrent Assets & Liabilities	(18)	(278)	107	127	0	0	0	0	0
Changes in Working Capital	(124)	(207)	(1,212)	(367)	(11)	0	0	0	0
<b>Net Operating Cash Flow</b>	<b>\$2,394</b>	<b>\$2,581</b>	<b>\$2,475</b>	<b>\$2,662</b>	<b>\$3,577</b>	<b>\$3,503</b>	<b>\$3,570</b>	<b>\$3,789</b>	<b>\$3,984</b>
<b>Investing Cash Flow</b>									
Capital Expenditures	(\$3,556)	(\$3,800)	(\$2,792)	(\$2,345)	(\$2,547)	(\$2,930)	(\$3,150)	(\$3,255)	(\$3,357)
Other	(365)	(227)	(124)	(178)	(421)	(91)	(91)	(91)	(91)
<b>Net Investing Cash Flow</b>	<b>(\$3,921)</b>	<b>(\$4,027)</b>	<b>(\$2,916)</b>	<b>(\$2,523)</b>	<b>(\$2,968)</b>	<b>(\$3,021)</b>	<b>(\$3,241)</b>	<b>(\$3,346)</b>	<b>(\$3,447)</b>
<b>Financing Cash Flow</b>									
Changes in ST Debt	\$659	(\$660)	\$119	\$635	\$0	\$0	\$0	\$0	\$0
Issuance of LT Debt	2,546	2,774	2,306	1,270	1,030	1,108	1,825	1,465	1,665
Repayments of LT Debt	(1,286)	(1,824)	(816)	(1,993)	(830)	(719)	(1,306)	(941)	(1,370)
Net Revolving Credit Facility Activity	(17)	1,976	(1,969)	450	0	0	0	0	0
Issuance / Purchase of Common Stock	144	159	1,728	93	100	100	100	100	100
Dividends Paid (Preferred & Common)	(639)	(669)	(761)	(827)	(890)	(940)	(992)	(1,046)	(1,104)
Principal Payments on Capital Leases	(67)	(97)	(82)	(95)	(95)	(95)	(95)	(95)	(95)
Texas Securitization Bonds					0	820	0	0	0
Other	64	20	(5)	(3)	(56)	0	0	0	0
<b>Net Financing Cash Flow</b>	<b>\$1,404</b>	<b>\$1,679</b>	<b>\$520</b>	<b>(\$470)</b>	<b>(\$741)</b>	<b>\$274</b>	<b>(\$468)</b>	<b>(\$517)</b>	<b>(\$803)</b>
<b>Net Change in Cash</b>	<b>(\$123)</b>	<b>\$233</b>	<b>\$79</b>	<b>(\$331)</b>	<b>(\$132)</b>	<b>\$756</b>	<b>(\$139)</b>	<b>(\$74)</b>	<b>(\$267)</b>
Cash at beginning of period	301	178	411	490	159	27	783	644	570
<b>Cash at end of period</b>	<b>\$178</b>	<b>\$411</b>	<b>\$490</b>	<b>\$159</b>	<b>\$27</b>	<b>\$783</b>	<b>\$644</b>	<b>\$570</b>	<b>\$304</b>
<b>Capital Structure (in thousands)</b>									
Common Equity	\$10,079	\$10,693	\$13,140	\$13,622	\$14,356	\$15,102	\$15,876	\$16,678	\$17,514
LT Debt	14,202	15,536	15,757	15,502	16,532	16,921	17,440	17,964	18,259
ST Debt	1,452	2,423	1,867	1,965	1,135	1,135	1,135	1,135	1,135
Preferred	61	61	61	60	60	60	60	60	60
<b>TOTAL</b>	<b>\$25,794</b>	<b>\$28,713</b>	<b>\$30,825</b>	<b>\$31,149</b>	<b>\$32,083</b>	<b>\$33,218</b>	<b>\$34,510</b>	<b>\$35,838</b>	<b>\$36,969</b>
% Common Equity	39	37	43	44	45	45	46	47	47
% LT Debt	55	54	51	50	52	51	51	50	49
% ST Debt	6	8	6	6	4	3	3	3	3
% Preferred	0	0	0	0	0	0	0	0	0

Sources: Wells Fargo Securities, LLC estimates and company filings

## Required Disclosures



	Date	Publication Price (\$)	Rating Code	Val. Rng. Low	Val. Rng. High	Close Price (\$)
◆	7/26/2010	35.80	1	40.00	41.00	36.17
●	10/19/2010	36.59	1	41.00	42.00	36.52

Source: Wells Fargo Securities, LLC estimates and Reuters data

## Symbol Key

- ▼ Rating Downgrade
- ▲ Rating Upgrade
- Valuation Range Change
- ◆ Initiation, Resumption, Drop or Suspend
- Analyst Change
- Split Adjustment

## Rating Code Key

- 1 Outperform/Buy
- 2 Market Perform/Hold
- 3 Underperform/Sell
- SR Suspended
- NR Not Rated
- NE No Estimate

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**2=Market Perform:** The stock appears appropriately valued, and we believe the stock's total return will be in line with the market over the next 12 months. **HOLD**

**3=Underperform:** The stock appears overvalued, and we believe the stock's total return will be below the market over the next 12 months. **SELL**

**SECTOR RATING**

**O=Overweight:** Industry expected to outperform the relevant broad market benchmark over the next 12 months.

**M=Market Weight:** Industry expected to perform in-line with the relevant broad market benchmark over the next 12 months.

**U=Underweight:** Industry expected to underperform the relevant broad market benchmark over the next 12 months.

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As of: September 7, 2011

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# Attachment E

## Equities

8 September 2011 | 7 pages

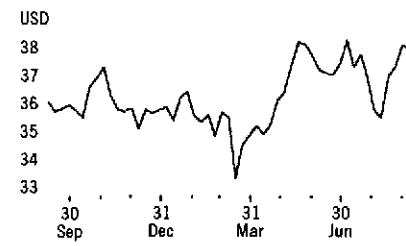
## American Electric Power Co Inc (AEP)

## Alert: Settlement Signals Shift To Competitive Generation

- **Ohio Settlement Filed.** Yesterday, AEP filed a settlement with key stakeholders including Staff, Attorney General, several industrial customers and retail market providers. If approved, the settlement would resolve the ESP rates for 2012 and beyond, the Ohio utility merger, Interconnection Agreement, and capacity charges paid by retail marketers among other major outstanding issues.
- **Settlement Signals Transition To Partial Market-Based Generation.** The settlement would transition to competitive generation after mid-2015, which we highlighted as a likely course in our 9/5/11 note (see <https://www.citigroupgeo.com/pdf/SNA88408.pdf>). The settlement signals a move in Ohio's regulatory structure for AEP and Duke Energy Ohio towards FirstEnergy's path by going to market and partially limiting nonbypassability. If passed as is, AEP Ohio would slowly become an integrated utility.
- **Points Of Contention Remain.** Interveners, including the Ohio Consumer Counsel (representing residential customers), FirstEnergy, the Industrial Energy Users group, and Ohio Partners for Affordable Energy were not party to the settlement. Key points of potential contention: 1) A requested \$255/MW-day capacity charge to 3<sup>rd</sup> party retail providers could be viewed as anti competitive by curtailing shopping for the next few years. FirstEnergy argues the transition charge contributes to a higher rate structure than a fully competitive market. 2) The proposed Generation Resource Rider (GRR) attaches new generating assets to the regulated wires business, and ultimately could set a precedent for new nonbypassable generation costs in the future. Supporting testimony filing is due on 9/13/11; hearings begin on 10/4/11 with a final order expected sometime in November 2011.
- **Actual EPS Ramifications Are Difficult To Gauge At This Point.** Management has reaffirmed 2012 guidance at \$3.25; considerations beyond 2012 include: 1) Each 10% of incremental retail shopping roughly equates to \$0.10 of EPS headwind, which might be offset by off-system sales. 2) AEP's generation capacity that becomes open to competition (20/30/40% in 2012/13/14-15) might be bid into RPM incremental auctions for additional capacity revenues.
- **We view AEP as being fairly valued.** With 20-25% of the business moving to an unregulated structure, we believe most will tend to view AEP as shifting towards a partial integrated utility business model with limited earnings transparency. As such, we believe AEP will trade more like integrateds (currently trading at 11.5x 2013 consensus) than regulateds (currently trading at ~12.5x 2013 consensus). On our current 2013 EPS estimate of \$3.39, we calculate AEP as trading at 11.1x, suggesting the shares are near fairly valued.
- **We believe the settlement is something of a mixed bag for AEP.** The settlement seems to confirm our long held view that nonbypassability is eroding in Ohio in an evitable shift to a competitive market. Future comparisons of AEP to other large cap regulated names are now moot (which undermines the bull case in AEP), and the headwinds this shift presents to EPS are very opaque. On the other hand, the transition period buys AEP time till potentially tighter power markets and improved commodity prices.

## ■ Company Update

<b>Hold/Medium Risk</b>	<b>2M</b>
Price (08 Sep 11)	US\$37.69
Target price	US\$37.00
Expected share price return	-1.8%
Expected dividend yield	4.9%
<b>Expected total return</b>	<b>3.1%</b>
Market Cap	US\$18,177M

Price Performance  
(RIC: AEP.N, BB: AEP US)

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See Appendix A-1 for Analyst Certification, Important Disclosures and non-US research analyst disclosures.

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## American Electric Power Co Inc

### Valuation

Our target price is \$37/share and represents a one year forward horizon. Our target is based on our 2013 EPS of \$3.42, multiplied against an 11.5x multiple, after which we apply a partial year discount. Our target multiple is equal to a discount, AEP specific adjustment, to our group target Defensive multiple of 14x. The multiple discount accounts for risk in Ohio's regulatory environment as it relates to AEP.

We conservatively assume a 10-year Treasury yield of 4.25% in 12 months. For every +1% yield assumption change, our target multiple decreases by 1.5x.

### Risks

We rate American Electric Power Medium Risk, as we expect the core regulated utility business to generate a modestly growing earnings profile, with more volatility coming from its large mid-west wholesale power business. We see the company's credit rating as stable and believe stock price volatility will be consistent with its historical beta. Risks to the stock achieving our valuation target include the following:

**Regulatory Risk** – AEP needs to receive constructive rate relief at its various jurisdictions outside of Ohio over the next few years in order to earn an ROE closer to its authorized levels. To the extent that AEP receives treatment that is less favorable than anticipated, the stock may not achieve our target price.

**Electricity Sales Assumptions Are a Risk** — If electricity sales patterns are higher or lower than forecast at AEP's regulated utilities, then our projections could be better or worse than expected. Also, we make assumptions about volumes and gross margins at AEP's wholesale business, which are dependent on market conditions and whether or not business interruption insurance covers the cost of the Cook nuclear plant outage.

If the impact on the company from any of these factors proves to be greater/less than we anticipate, it may prevent the stock from achieving our target price or could cause our target price to be materially outperformed.

## Appendix A-1

### Analyst Certification

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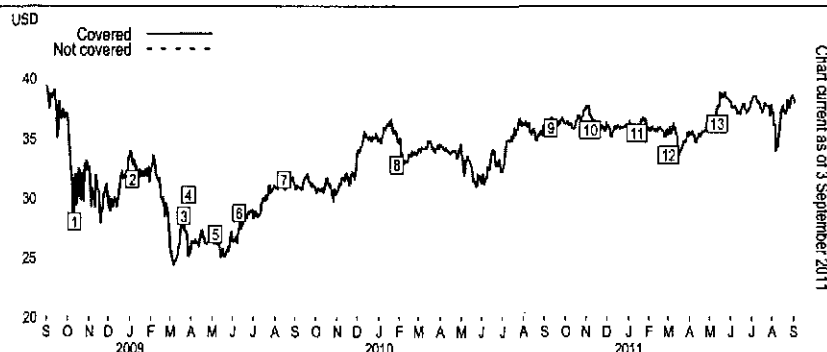
### American Electric Power Co Inc (AEP)

#### Ratings and Target Price History

#### Fundamental Research

Analyst: Brian Chin

Covered since June 12 2009



	Date	Rating	Target Price	Closing Price
1	13-Oct-08	1M	*\$35.00	31.70
2	6-Jan-09	1M	*\$37.00	33.11
3	23-Mar-09	1M	*\$35.00	28.47
4	30-Mar-09	1M	*\$33.00	25.08
5	7-May-09	1M	*\$32.50	26.23

\* Indicates change

	Date	Rating	Target Price	Closing Price
6	11-Jun-09	1M	*\$32.00	27.45
7	17-Aug-09	1M	*\$36.00	30.89
8	28-Jan-10	1M	*\$41.00	35.06
9	10-Sep-10	1M	*\$43.00	36.63
10	8-Nov-10	1M	*\$41.00	36.93

	Date	Rating	Target Price	Closing Price
11	14-Jan-11	*2M	*\$38.00	35.45
12	2-Mar-11	2M	*\$35.00	35.59
13	12-May-11	2M	*\$37.00	37.63

Rating/target price changes above reflect Eastern Standard Time

### American Electric Power Co Inc (AEP)

#### Ratings and Target Price History

#### Best Ideas Research

#### Relative Call (3 Month)

Analyst: Brian Chin

Covered since June 12 2009



	Date	Rating	Target Price	Closing Price
1	20-Jan-11	*ADD LP		36.47

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Data current as of 30 Jun 2011

Citi Investment Research & Analysis Global Fundamental Coverage

% of companies in each rating category that are investment banking clients

12 Month Rating			Relative Rating		
Buy	Hold	Sell	Buy	Hold	Sell
54%	36%	11%	10%	81%	10%
45%	41%	42%	50%	42%	44%

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