EXHIBIT NO. \_\_\_(EMM-7)
DOCKET NO. UE-07\_\_\_/UG-07\_\_\_
2007 PSE GENERAL RATE CASE
WITNESS: ERIC M. MARKELL

# BEFORE THE WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION,	
Complainant,	
v.	Docket No. UE-07 Docket No. UG-07
PUGET SOUND ENERGY, INC.,	
Respondent.	

SIXTH EXHIBIT (NONCONFIDENTIAL) TO THE PREFILED DIRECT TESTIMONY OF ERIC M. MARKELL ON BEHALF OF PUGET SOUND ENERGY, INC.



# UBS Investment Research Puget Energy Inc.

# Final Rate Order: A Mixed Bag

# ■ Rate increase in line with expectation

On Friday, the WUTC authorized Puget an increase of \$17 MM in electric and \$31 MM in gas rates based on 10.4% ROE, 44% equity (vs. 11.25% ROE and 45% equity requested) and \$4.2 B rate base. We are pleased with certain aspects of the order in that the WUTC did not disapprove any aspect of the rate base and modestly raised the ROE and equity ratio from the last general rate case.

# Order falls short in non-traditional ratemaking requests

The rate order does not completely address the issue of regulatory lag that Puget faces. The WUTC did not approve a depreciation tracker but did allow the company to seek out-of-period adjustments to the rate base so long as the amounts are not large so as to trigger a general rate proceeding. We expect Puget to continue to under-earn its authorized ROE.

# ■ Maintaining '07E EPS of \$1.65; Introducing '08E EPS of \$1.70

Our EPS estimates do not capture potential exposure to unrecovered fuel and purchased power costs. The WUTC left the current PCA dead band and sharing bands unchanged and did not extend the \$40 MM cap that could have mitigated the financial exposure. However, Puget can seek frequent true-ups of the power cost baseline rate.

# ■ Valuation: Maintaining Neutral 2 rating and \$25 price target

Our price target (derived using DCF) implies 14.7x PE on '08E EPS. We expect Puget to continue to trade at a discount to peers given higher regulatory risk.

Highlights (US\$m)	12/04	12/05	12/06E	12/07E	12/08E
Revenues	2,199	2,573	2,532	2,631	2,688
EBIT (UBS)	403	392	437	473	487
Net income (UBS)	151	146	180	192	199
EPS (UBS, US\$)	1.51	1.42	1.55	1.65	1.70
Net DPS (UBS, US\$)	1.00	1.00	1.00	1.00	1.00
Profitability & Valuation	5-yr hist. av.	12/05	12/06E	12/07E	12/08E
EBIT margin %	15.5	15.2	17.3	18.0	18.1
ROIC (EBIT) %	-	11.6	11.6	11.8	11.8
EV/EBITDA x	-	5.9	6.4	6.0	5.8
PE (UBS) x	-	15.8	16.2	15.2	14.7
Net dividend yield %	5.9	4.5	4.0	4.0	4.0

Source: Company accounts, Thomson Financial, UBS estimates. UBS adjusted EPS is stated before goodwill-related charges and other adjustments for abnormal and economic items at the analysts' judgement.

Valuations: Sused on an average share price that year, (E): based on a share price of US\$24.99 on 08 Jan 2007 12:22 EST

Ronald J. Barone Shalini Mahajan, CFA

Analyst Analyst

ronald.barone@ubs.com shalini.mahajan@ubs.com +1-212-713 3848 +1-212-713 2491

# **Global Equity Research**

Americas

**Price** 

**Electric Utilities** 

Rating	Neutral 2
	Unchanged
Price target	US\$25.00 Unchanged

RIC: PSD.N BBG: PSD US

8 January 2007

US\$24.99

Trading data	
52-wk. range	US\$25.76-20.41
Market cap.	US\$2.90bn
Shares o/s	116m
Free float	80%
Avg. daily volume ('000)	324
Avg. daily value (US\$m)	7.9

# Balance sheet data 12/06E

Shareholders' equity	US\$2.05bn
P/BV (UBS)	1.2x
Net cash (debt)	(US\$2.77bn)

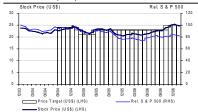
#### Forecast returns

Forecast price appreciation	+0.0%
Forecast dividend yield	4.0%
Forecast stock return	+4.0%
Market return assumption	9.8%
Forecast excess return	-5.8%

# EPS (UBS, US\$)

	12/06E			12/05	
	From	То	Cons.	Actual	
Q1	0.63	0.63	0.63	0.68	
Q2	0.26	0.26	0.26	0.15	
Q3	0.08	0.16	0.14	0.06	
Q4E	0.57	0.49	0.53	0.52	
12/06E	1.55	1.55	1.50		
12/07E	1.65	1.65	1.64		

### Performance (US\$)



Source: UBS

www.ubs.com/investmentresearch

# This report has been prepared by UBS Securities LLC

# **ANALYST CERTIFICATION AND REQUIRED DISCLOSURES BEGIN ON PAGE 2**

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# ■ Puget Energy Inc.

Puget Energy, Inc. is an energy services holding company incorporated in Washington State. All of its operations are conducted through its subsidiary, Puget Sound Energy, Inc. (PSE). PSE furnishes electric and gas service in a territory covering 6,000 square miles, principally in the Puget Sound region of Washington State.

# **■** Statement of Risk

Investors should be aware that PSE is short power and purchases a proportion of its power requirement in the spot market. This exposes the utility to volatile power costs - a grave concern given that PSE does not have a complete fuel pass- through. PSE has a power tracker mechanism in place that shares power costs / savings with customers in a specified manner. It is also important to note that PSE relies on hydro for roughly 27% of its total power requirement. While hydro is a cheap fuel source, it comes with a high degree of volatility since it is highly dependent on the weather and, more specifically, on the stream flow. This introduces fuel cost volatility that forces PSE to purchase electricity in the spot market in the event the company faces a low hydro year.

To address the short power situation, PSE continues to progress on its generation acquisition program that has resulted in addition of several wind and natural gas fueled resources to its rate base in the recent past. While this plan is integral to Puget's growth strategy, it introduces significant execution risks. These include the availability of generation assets, pricing, integration of the new acquisitions, and negotiating a working relationship with co-owners on partial ownership acquisitions.

Investors should also be aware of the potential impact of weather on Puget's regulated utility sales and the impact of soft patches in the economy. As a regulated entity, PSE faces regulatory risks. Finally, while Puget does not have any rating downgrade triggers that would accelerate the maturity dates of its outstanding debt, a rating downgrade could adversely impact its ability access the capital markets.

# ■ Analyst Certification

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# **UBS Investment Research: Global Equity Ratings Definitions and Allocations**

UBS rating	Definition	UBS rating	Definition	Rating category	Coverage <sup>1</sup>	IB services <sup>2</sup>
Buy 1	FSR is > 6% above the MRA, higher degree of predictability	Buy 2	FSR is > 6% above the MRA, lower degree of predictability	Buy	44%	36%
Neutral 1	FSR is between -6% and 6% of the MRA, higher degree of predictability	Neutral 2	FSR is between -6% and 6% of the MRA, lower degree of predictability	Hold/Neutral	43%	36%
Reduce 1	FSR is > 6% below the MRA, higher degree of predictability	Reduce 2	FSR is > 6% below the MRA, lower degree of predictability	Sell	13%	26%

<sup>1:</sup> Percentage of companies under coverage globally within this rating category.

Source: UBS. Ratings allocations are as of 31 December 2006.

#### **KEY DEFINITIONS**

Forecast Stock Return (FSR) is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months.

Market Return Assumption (MRA) is defined as the one-year local market interest rate plus 5% (a proxy for, and not a forecast of, the equity risk premium).

Predictability Level The predictability level indicates an analyst's conviction in the FSR. A predictability level of '1' means that the analyst's estimate of FSR is in the middle of a narrower, or smaller, range of possibilities. A predictability level of '2' means that the analyst's estimate of FSR is in the middle of a broader, or larger, range of possibilities.

Under Review (UR) Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation.

# **EXCEPTIONS AND SPECIAL CASES**

US Closed-End Fund ratings and definitions are: Buy: Higher stability of principal and higher stability of dividends; Neutral: Potential loss of principal, stability of dividend; Reduce: High potential for loss of principal and dividend risk.

UK and European Investment Fund ratings and definitions are: Buy: Positive on factors such as structure, management, performance record, discount; Neutral: Neutral on factors such as structure, management, performance record, discount; Reduce: Negative on factors such as structure, management, performance record, discount.

Core Banding Exceptions (CBE): Exceptions to the standard +/-6% bands may be granted by the Investment Review Committee (IRC). Factors considered by the IRC include the stock's volatility and the credit spread of the respective company's debt. As a result, stocks deemed to be very high or low risk may be subject to higher or lower bands as they relate to the rating. When such exceptions apply, they will be identified in the Companies Mentioned or Company Disclosure table in the relevant research piece.

# Companies mentioned

Company Name	Reuters	Rating	Price	Price date/time
Puget Energy Inc. <sup>2,4,6a,6b,7,16</sup>	PSD.N	Neutral 2	US\$24.62	05 Jan 2007 19:38 EST

Source: UBS, EST: Eastern standard time.

<sup>2:</sup> Percentage of companies within this rating category for which investment banking (IB) services were provided within the past 12 months.

- 2. UBS AG, its affiliates or subsidiaries has acted as manager/co-manager in the underwriting or placement of securities of this company/entity or one of its affiliates within the past 12 months.
- 4. Within the past 12 months, UBS AG, its affiliates or subsidiaries has received compensation for investment banking services from this company/entity.
- 6a. This company/entity is, or within the past 12 months has been, a client of UBS Securities LLC, and investment banking services are being, or have been, provided.
- 6b. This company/entity is, or within the past 12 months has been, a client of UBS Securities LLC, and non-securities services are being, or have been, provided.
- 7. Within the past 12 months, UBS Securities LLC has received compensation for products and services other than investment banking services from this company/entity.
- 16. UBS Securities LLC makes a market in the securities and/or ADRs of this company.

Unless otherwise indicated, please refer to the Valuation and Risk sections within the body of this report.

# Puget Energy Inc. (US\$)



Source: UBS; as of 5 January 2007.

Note: On September 9, 2006, UBS adopted new percentage band criteria for its rating system. (See 'UBS Investment Research: Global Equity Ratings Definitions and Allocations' table for details). Between October 13, 2003 and September 9, 2006 the percentage band criteria used in the rating system was 10%. Prior to October 13, 2003, the UBS ratings and their definitions were: Buy 1: Excess return potential >15%, smaller range around price target; Buy 2: Excess return potential >15%, larger range around price target; Neutral 1: Excess return potential between -15% and 15%, smaller range around price target; Neutral 2: Excess return potential between -15% and 15%, larger range around price target; Reduce 2: Excess return potential < -15%, larger range around price target; Excess return is defined as the difference between the FSR and the one-year local market interest rate.

Puget Energy Inc. 8 January 2007

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