

## STATISTICS FOR SIC CODE 4

Transportation, Communications, Electric, Gas, and Sanitary Services  
This Industry Comprises 287 Companies

### Industry Description

This division includes establishments providing, to the general public or to other business enterprises, passenger and freight transportation, communications services, or electricity, gas, steam, water or sanitary services, and all establishments of the United States Postal Service

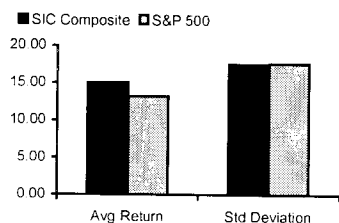
### Sales (million\$)

|                                 |          |
|---------------------------------|----------|
| Total                           | 827,926  |
| Average                         | 2,884.8  |
| <b>Three Largest Companies</b>  |          |
| VERIZON COMMUNICATIONS          | 67,752.0 |
| SBC COMMUNICATIONS INC          | 40,843.0 |
| AT&T CORP                       | 34,529.0 |
| <b>Three Smallest Companies</b> |          |
| TELEMETRIX INC                  | 0.4      |
| TRANSTECH INDUSTRIES INC        | 0.3      |
| PURECYCLE CORP                  | 0.2      |

### Total Capital (million\$)

|                                 |           |
|---------------------------------|-----------|
| Total                           | 1,705,532 |
| Average                         | 5,942.6   |
| <b>Three Largest Companies</b>  |           |
| VERIZON COMMUNICATIONS          | 145,637.6 |
| SBC COMMUNICATIONS INC          | 98,252.0  |
| COMCAST CORP                    | 89,575.2  |
| <b>Three Smallest Companies</b> |           |
| REZCONNECT TECHNOLOGIES INC     | 2.0       |
| ENVIRONMENTAL SAFEGUARDS INC    | 1.5       |
| TRANSTECH INDUSTRIES INC        | 0.3       |

### SIC vs. S&P 500 for Last 10 Years (%)



### Number of Companies & Total Capital (billion\$)

| S&P Debt Rating   | Large Cap     | Mid Cap      | Low Cap     | Micro Cap   | Totals          |
|-------------------|---------------|--------------|-------------|-------------|-----------------|
| AAA, AA, A        | 12            | 8            | 6           | 3           | 29 (companies)  |
|                   | 492.2         | 30.2         | 7.0         | 0.8         | 530.2 (capital) |
| BBB               | 26            | 21           | 9           | 3           | 59              |
|                   | 620.4         | 118.1        | 12.1        | 1.1         | 751.6           |
| BB, B, CCC, CC, D | 5             | 19           | 19          | 22          | 65              |
|                   | 127.9         | 132.3        | 63.9        | 18.4        | 342.5           |
| Not Rated         | 2             | 10           | 17          | 105         | 134             |
|                   | 21.5          | 19.9         | 16.8        | 23.0        | 81.3            |
| <b>Totals</b>     | <b>45</b>     | <b>58</b>    | <b>51</b>   | <b>133</b>  | <b>287</b>      |
|                   | <b>1262.0</b> | <b>300.5</b> | <b>99.8</b> | <b>43.2</b> | <b>1705.5</b>   |

### Annualized Statistics for Last 10 Years (%)

|                 | Avg Return | Std Deviation |
|-----------------|------------|---------------|
| S&P 500         | 13.20      | 17.68         |
| SIC Composite   | 15.02      | 17.50         |
| Large Composite | 11.73      | 19.44         |
| Small Composite | 75.53      | 116.68        |

### Compound Annual Equity Return (%)

|                 | 5 Years | 10 Years |
|-----------------|---------|----------|
| 75th Percentile | 10.36   | 12.29    |
| Median          | 1.36    | 8.74     |
| 25th Percentile | -13.47  | 2.06     |
| SIC Composite   | 3.41    | 12.38    |
| Large Composite | -2.21   | 10.09    |
| Small Composite | 53.79   | 40.57    |

### Sales, Income & Market Capitalization (billion\$)

|             | Operating Sales | Operating Income | Net Income | Equity Capital | Debt Capital |
|-------------|-----------------|------------------|------------|----------------|--------------|
| Current Yr. | 827.9           | 197.2            | 34.8       | 1,001.3        | 704.2        |
| Last Yr.    | 786.7           | 187.9            | -3.0       | 924.2          | 752.8        |
| 2 Yrs. Ago  | 1,008.6         | 202.4            | 1.6        | 879.6          | 797.0        |
| 3 Yrs. Ago  | 878.5           | 201.8            | 50.2       | 1,197.4        | 735.3        |
| 4 Yrs. Ago  | 703.7           | 181.1            | 44.5       | 1,164.5        | 567.7        |

### Growth Over Last 5 Years (%)

|                 | Net Sales | Operating Income | Net Income |
|-----------------|-----------|------------------|------------|
| Median          | 8.67      | 5.36             | 5.41       |
| SIC Composite   | 5.86      | 4.17             | -3.04      |
| Large Composite | 4.36      | 2.83             | -4.59      |
| Small Composite | -5.02     | 133.79           | 31.66      |

### Capital Structure Ratios (%)

|                 | Debt/Total Capital |            | Debt/MV Equity |            |
|-----------------|--------------------|------------|----------------|------------|
|                 | Latest             | 5-Year Avg | Latest         | 5-Year Avg |
| Median          | 42.40              | 47.68      | 73.60          | 91.13      |
| SIC Composite   | 40.96              | 40.44      | 69.39          | 67.90      |
| Large Composite | 36.86              | 36.84      | 58.37          | 58.32      |
| Small Composite | 7.50               | 36.83      | 8.10           | 58.29      |

### Distribution of Sales & Total Capital (million\$)

|                 | Distribution of Sales |            |         | Total Capital |        |
|-----------------|-----------------------|------------|---------|---------------|--------|
|                 | Latest                | 5-Year Avg | Latest  | 5-Year Avg    | Latest |
| 90th Percentile | 9,451.8               | 8819.4     | 17643.2 | 16,985.4      |        |
| 75th Percentile | 2,504.7               | 2410.5     | 4867.8  | 4,702.7       |        |
| Median          | 563.6                 | 439.2      | 1044.3  | 845.7         |        |
| 25th Percentile | 126.7                 | 110.5      | 186.9   | 164.8         |        |
| 10th Percentile | 22.8                  | 22.3       | 37.6    | 33.6          |        |

### Margins (%)

|                 | Operating Margin |            | Net Margin |            | Asset Turnover |            | Return on Inv. Cap. |            | Return on Assets |            | Return on Equity |            |
|-----------------|------------------|------------|------------|------------|----------------|------------|---------------------|------------|------------------|------------|------------------|------------|
|                 | Latest           | 5-Year Avg | Latest     | 5-Year Avg | Latest         | 5-Year Avg | Latest              | 5-Year Avg | Latest           | 5-Year Avg | Latest           | 5-Year Avg |
| Median          | 17.57            | 16.63      | 3.16       | 3.17       | 55.30          | 54.72      | 2.97                | 2.28       | 2.04             | 1.91       | 3.68             | 4.64       |
| SIC Composite   | 23.96            | 23.07      | 4.43       | 3.02       | 43.38          | 47.24      | 2.55                | 1.80       | 1.92             | 1.43       | 3.69             | 2.44       |
| Large Composite | 27.04            | 26.70      | 4.76       | 4.10       | 43.07          | 46.45      | 2.81                | 2.48       | 2.05             | 1.90       | 3.73             | 3.00       |
| Small Composite | -140.19          | -56.10     | -117.69    | -87.08     | 12.05          | 17.36      | -15.69              | -17.22     | -14.18           | -15.12     | -6.42            | -16.27     |

### Equity Valuation Ratios (Multiples)

|                 | Price/Earnings |            | Market/Book |            | Price/Sales |            | Price/Cash Flow |            | Price/Operating Income |            | Dividend Yield (% of Price) |            |
|-----------------|----------------|------------|-------------|------------|-------------|------------|-----------------|------------|------------------------|------------|-----------------------------|------------|
|                 | Latest         | 5-Year Avg | Latest      | 5-Year Avg | Latest      | 5-Year Avg | Latest          | 5-Year Avg | Latest                 | 5-Year Avg | Latest                      | 5-Year Avg |
| Median          | 27.20          | 21.53      | 1.54        | 1.26       | 0.98        | 0.81       | 49.09           | NMF        | 5.32                   | 4.28       | 0.00                        | 0.00       |
| SIC Composite   | 27.08          | 28.50      | 1.38        | 1.49       | 1.20        | 1.24       | 24.00           | NMF        | 5.01                   | 5.38       | 2.68                        | 2.32       |
| Large Composite | 26.80          | 30.17      | 1.47        | 1.61       | 1.28        | 1.36       | 17.39           | 99.68      | 4.72                   | 5.11       | 3.09                        | 2.50       |
| Small Composite | NMF            | NMF        | 3.05        | 2.76       | 18.34       | 5.35       | NMF             | NMF        | NMF                    | NMF        | 0.20                        | 0.34       |

### Growth Rates (%)

|                 | Cost of Equity Capital (%) |       |                      |                              |                              | Weighted Average Cost of Capital (%) |                      |                              |                              |          | Levered Betas |          | Unlevered Betas |  |
|-----------------|----------------------------|-------|----------------------|------------------------------|------------------------------|--------------------------------------|----------------------|------------------------------|------------------------------|----------|---------------|----------|-----------------|--|
|                 | Analysts' Estimate         | CAPM  | 3-Factor Fama-French | Discounted Cash Flow 1-Stage | Discounted Cash Flow 3-Stage | CAPM                                 | 3-Factor Fama-French | Discounted Cash Flow 1-Stage | Discounted Cash Flow 3-Stage | Raw Beta | Adjusted Beta | Raw Beta | Adjusted Beta   |  |
| Median          | 9.95                       | 9.59  | 11.62                | 12.45                        | 9.95                         | 8.95                                 | 10.07                | 10.38                        | 9.88                         | 9.51     | 0.59          | 0.61     | 0.29            |  |
| SIC Composite   | 9.95                       | 11.13 | 11.13                | 11.25                        | 10.18                        | 9.94                                 | 9.94                 | 10.02                        | 9.32                         | 8.54     | 0.81          | 0.81     | 0.55            |  |
| Large Composite | 8.87                       | 11.08 | 11.08                | 10.87                        | 10.25                        | 9.94                                 | 9.94                 | 9.79                         | 9.37                         | 9.13     | 0.80          | 0.80     | 0.58            |  |
| Small Composite | 44.13                      | 19.25 | 23.26                | 26.05                        | 10.18                        | 18.62                                | 22.37                | 24.98                        | 10.13                        | 6.70     | 2.27          | 1.94     | 1.84            |  |