



# CALCBENCH

*Next Generation Financial Data Tools*

## **Peer Benchmarking 101 – Electric and Gas example**

### *Benchmark to a peer group in Minutes with Calcbench's Benchmarking & Analytics Tool*

With Calcbench's Benchmarking & Analytics tool, finance leaders have the opportunity to compare and analyze your company's—or any other public firm's—financial data against peers. In just a few minutes, you can compare a company to a customized peer group. Whether you're looking to overcome competitive pressure, drive financial stability, or set strategic business goals, Calcbench has you covered.

Please follow the steps below to create your custom industry report. The example below focuses on the Electric, Gas, And Sanitary Services, SIC code 4900 and uses Centerpoint Energy Resources Corporation (CERC) as the focal point for the analysis.

#### **I. Build and customize a peer group:**

1. Start by choosing the company you'd like to compare to others. In this case, the company selected is Centerpoint Energy Resources Corporation.
2. Next, define the company's peer group by choosing the company's pre-defined SIC code. The SIC code for the Electric, Gas, And Sanitary Services industry is 4900. Alternatively, you can search for peers for this company by entering the company's name or ticker in the **'find peers for'** box. This will bring up all companies that report the same SIC code as Centerpoint.
3. You can filter the group further to make them more comparable to the company of choice. In this case, the primary filter is by revenue, and we chose to focus on companies with revenue of more than \$3 Billion and less than \$5 Billion.
4. Lastly, you can take out any additional companies on your list that you don't view as part of your industry or peer group by clicking the **'X'** on the row with the company's name.

Once you've finished filtering the list, your peer group is ready! Figure 1, shown on the next page, is an example of the peer group we created for this example.



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Looking at: **4900 Electric, Gas, And Sanitary Services** [\(save as peer group\)](#) [add/edit filter](#) [clear filter](#)  
revenue > 3,000,000,000 and revenue < 5,000,000,000

Show 100 entries

Company	Add Prev Period For All Cols	Revenue Year 2012 <small>↔prev</small>	OperatingIncome Year 2012 <small>↔prev</small>
<b>House over number to view date range</b>			
Double click number to trace. Right Click to chart.		\$69,550,870,000 avg: \$3,863,937,222	\$18,146,931,000 avg: \$1,008,162,833
AGL RESOURCES INC. (gas)		\$3,922,000,000	\$610,000,000
ALLIANT ENERGY CORP. (int)		\$3,094,500,000	\$519,700,000
ATMOS ENERGY CORP. (ato)		\$3,438,483,000	\$446,240,000
CENTERPOINT ENERGY RESOURCES CORP. (cerc)		\$4,901,000,000	\$394,000,000
HAWAIIAN ELECTRIC INDUSTRIES INC. (he)		\$3,374,995,000	\$284,196,000
INTEGRYS ENERGY GROUP, INC. (teg)		\$4,212,400,000	\$467,500,000
MIDAMERICAN ENERGY CO. (mec)		\$3,242,000,000	\$370,000,000
NORTHERN STATES POWER CO. (nspm)		\$4,337,339,000	\$658,286,000
OGE ENERGY CORP. (oge)		\$3,671,200,000	\$676,900,000
ONCOR ELECTRIC DELIVERY CO. LLC (cik0001193311)		\$3,328,000,000	\$731,000,000
PACIFICORP. /OR/ (pcorp)		\$4,882,000,000	\$1,021,000,000
PEPCO HOLDINGS INC. (POM)		\$4,625,000,000	\$541,000,000
PINNACLE WEST CAPITAL CORP. (pmw)		\$3,301,804,000	\$851,755,000
PUBLIC SERVICE CO OF COLORADO (psco)		\$3,969,293,000	\$849,219,000
PUGET ENERGY INC./WA (psd)		\$3,215,156,000	\$715,535,000
SCANA CORP. (scg)		\$4,176,000,000	\$4,176,000,000
WISCONSIN ELECTRIC POWER CO. (cik000107815)		\$3,613,300,000	\$2,529,600,000
WISCONSIN ENERGY CORP. (wec)		\$4,246,400,000	\$2,305,000,000

Showing 1 to 18 of 18 entries

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Figure 1

## II. Compare a company to the peer group

After creating your peer group, you can take a deeper dive into the financial data of your chosen company to see how it compares to peers.

1. Click the **small Calcbench logo** associated with any of the companies on the list to see a breakdown of detailed company analytics, including income statements, balance sheets and cash flows, and ratios.
2. Review the metrics to search first for any immediate data points that stand out. Figure 2, shown on the next page, shows that Centerpoint ranks in the 11<sup>th</sup> percentile for gross profit and at the bottom for Net Income. We can observe that their Cost of Revenue is in the top quartile compared to the group (82<sup>nd</sup> percentile).



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## Analytics for: CENTERPOINT ENERGY RESOURCES CORP

Fiscal Year 2012

Income Statement	Value	% Chg YoY	'Common Size'				Peer Group Percentile Rank
			Value	as % of	Peer Group		
					Average	Median	
<i>(dbl click to trace)</i>							
Revenue	\$4,901,000,000	-19.68%	100%		\$3,863,937,222	\$3,796,600,000	94 <a href="#">Chart</a>
Cost Of Revenue	\$3,824,000,000	-23.81%	78.02%	Revenue	53.82%	52.26%	82 <a href="#">Chart</a>
Gross Profit	\$1,077,000,000	-0.55%	21.98%	Revenue	49.17%	47.79%	11 <a href="#">Chart</a>
S. G. & A.	\$146,000,000	-8.18%	2.98%	Revenue	7.43%	4.02%	14 <a href="#">Chart</a>
Operating Expenses	\$683,000,000	62.23%	13.94%	Revenue	46.70%	36.65%	6 <a href="#">Chart</a>
Operating Ex. Items	\$252,000,000		5.14%	Revenue	1.26%	0.26%	80 <a href="#">Chart</a>
Operating Income	\$394,000,000	-40.48%	8.04%	Revenue	25.90%	17.62%	0 <a href="#">Chart</a>
EBIT	\$562,000,000	-18.90%	11.47%	Revenue	17.76%	18.63%	6 <a href="#">Chart</a>
Interest Expense	\$179,000,000	-5.79%	3.65%	Revenue	5.68%	4.69%	12 <a href="#">Chart</a>
EBITDA	\$860,000,000	-11.16%	17.55%	Revenue	28.22%	28.29%	11 <a href="#">Chart</a>
Earnings Before Taxes	\$383,000,000	-23.86%	7.81%	Revenue	12.44%	11.83%	11 <a href="#">Chart</a>
Income Taxes	\$246,000,000	31.55%	5.02%	Revenue	4.01%	4.04%	67 <a href="#">Chart</a>
Tax Rate %	64.23%		-		35.96%	33.82%	88 <a href="#">Chart</a>
Net Income	\$137,000,000	-56.65%	2.80%	Revenue	8.70%	9.09%	0 <a href="#">Chart</a>

Figure 2

- To see a visual comparison for any of these data points, click the associated 'Chart' link atop of the next page. Figure 3 on the next page shows the chart for Centerpoint's net income as a percentage of revenue in comparison to the peer group.

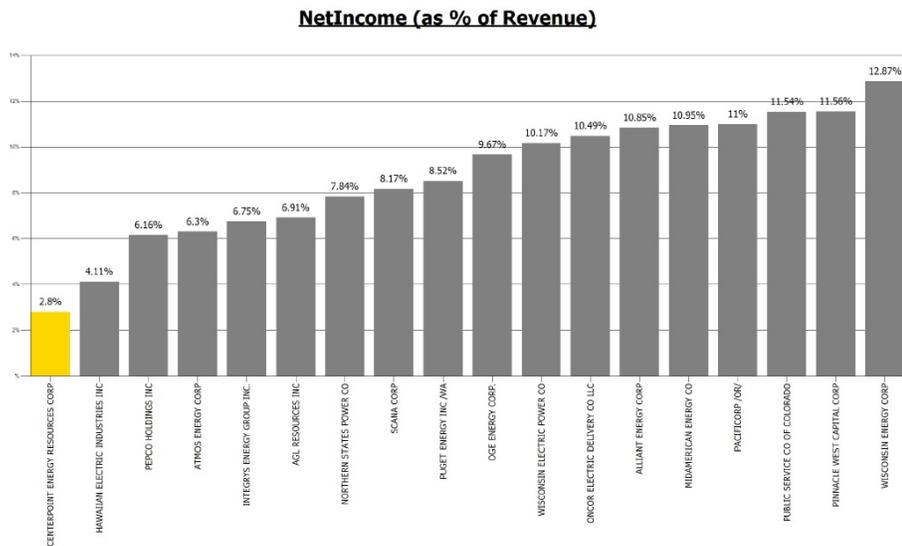


Figure 3



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4. As was shown by Figure 3, examining net income further shows that Centerpoint is in the lowest group relative to its' peers. This may be indicative of high costs or low bargaining power with their suppliers.

The elements above are merely intended as a starting point, as this analysis can be conducted on dozens of data points in order to analyze a firm's financials and competitive standing across a spectrum of metrics and criteria.

For questions about building an industry report or conducting financial benchmarking, or to learn more about how others are leveraging Calcbench to enhance their financial analysis and decision making, [contact us](#) today.

Don't forget to join our [LinkedIn User Group](#) for XBRL resources and discussions, as well as up to date information on Calcbench products!

## ABOUT CALCBENCH

Calcbench helps finance experts accelerate their financial data analysis for more actionable business insights. Never before have finance professionals been able to access and analyze financial data as efficiently and thoroughly as they can with Calcbench's interactive data platform.

Whether one is looking to better understand competitor financials, identify potential risks at their firms, better analyze trends across industry sectors, or conduct more effective due diligence, Calcbench's accessible and intuitive platform gives finance leaders the power to their jobs better.

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