



DTE Energy®

3Q 2014

**Supplemental Financial
Information**



DTE Energy Debt/Equity Calculation
As of September 30, 2014
(\$ millions)

Short-term borrowings	\$	653
Current portion of long-term debt, including capital leases		274
Mortgage bonds, notes and other		7,426
Capital lease obligations		3
Other adjustments		48
less Securitization bonds, including current portion		(105)
50% Junior Subordinated Debentures		240
Total debt		<u>8,539</u>
50% Junior Subordinated Debentures		240
Common equity		8,186
Total adjusted equity		<u>8,426</u>
Total capitalization	\$	<u><u>16,965</u></u>
Debt		50.3%
Adjusted equity		49.7%
Total		<u><u>100%</u></u>



Sales Analysis - 3Q 2014

Electric Sales - DTE Electric Service Area (GWh)

	3Q 2014	3Q 2013	% Change
Residential	3,932	4,401	(11)%
Commercial	4,541	4,504	1 %
Industrial	2,710	2,635	3 %
Other	62	233	(73)%
	11,245	11,773	(4)%
Choice	1,334	1,393	(4)%
TOTAL SALES	12,579	13,166	(4)%

Electric Billings - DTE Electric Service Area (000s)

	3Q 2014	3Q 2013	% Change
Residential	\$ 574,555	\$ 672,902	(15)%
Commercial	473,190	508,522	(7)%
Industrial	195,796	203,606	(4)%
Other	13,891	27,685	(50)%
	\$ 1,257,432	\$ 1,412,715	(11)%
Choice	23,846	25,789	(8)%
TOTAL BILLINGS	\$ 1,281,278	\$ 1,438,504	(11)%

Gas Sales - DTE Gas Service Area (MMcf)

	3Q 2014	3Q 2013	% Change
Residential	7,646	8,671	(12)%
Commercial	1,581	1,297	22 %
Industrial	56	113	(50)%
	9,283	10,081	(8)%
End User Transportation*	27,575	23,924	15 %
TOTAL SALES	36,858	34,005	8 %

Gas Billings - DTE Gas Service Area (000s)

	3Q 2014	3Q 2013	% Change
Residential	\$ 89,088	\$ 86,918	2 %
Commercial	17,988	14,625	23 %
Industrial	466	817	(43)%
	\$ 107,542	\$ 102,360	5 %
End User Transportation*	32,192	31,865	1 %
TOTAL BILLINGS	\$ 139,734	\$ 134,225	4 %

* Includes choice customers

* Includes choice customers

Weather

Cooling Degree Days

DTE Electric service territory

	3Q 2014	3Q 2013	% Change
Actuals**	408	583	(30)%
Normal	580	580	— %
Deviation from normal	(30)%	1%	

Heating Degree Days

DTE Gas service territory

	3Q 2014	3Q 2013	% Change
Actuals	159	143	11%
Normal	130	122	7%
Deviation from normal	22%	17%	

Earnings Impact of Weather

Variance from normal weather (\$ millions, after-tax)

	3Q 2014	3Q 2013
DTE Electric	\$ (33)	\$ —
DTE Gas	1	1



Sales Analysis - YTD September 30, 2014

Electric Sales - DTE Electric Service Area (GWh)

	YTD 2014	YTD 2013	% Change
Residential	11,362	11,600	(2)%
Commercial	12,757	12,585	1%
Industrial	7,765	7,746	—%
Other	438	701	(38)%
	32,322	32,632	(1)%
Choice	3,838	3,940	(3)%
TOTAL SALES	36,160	36,572	(1)%

Electric Billings - DTE Electric Service Area (000s)

	YTD 2014	YTD 2013	% Change
Residential	\$ 1,653,392	\$ 1,784,071	(7)%
Commercial	1,338,593	1,427,270	(6)%
Industrial	587,350	600,844	(2)%
Other	59,647	81,019	(26)%
	\$ 3,638,982	\$ 3,893,204	(7)%
Choice	70,344	73,031	(4)%
TOTAL BILLINGS	\$ 3,709,326	\$ 3,966,235	(6)%

Gas Sales - DTE Gas Service Area (MMcf)

	YTD 2014	YTD 2013	% Change
Residential	76,663	68,420	12%
Commercial	18,031	14,980	20%
Industrial	676	415	63%
	95,370	83,815	14%
End User Transportation*	121,561	111,531	9%
TOTAL SALES	216,931	195,346	11%

* Includes choice customers

Gas Billings - DTE Gas Service Area (000s)

	YTD 2014	YTD 2013	% Change
Residential	\$ 654,251	\$ 594,449	10%
Commercial	148,735	127,767	16%
Industrial	7,555	3,092	144%
	\$ 810,541	\$ 725,308	12%
End User Transportation*	172,348	161,663	7%
TOTAL BILLINGS	\$ 982,889	\$ 886,971	11%

* Includes choice customers

Weather

Cooling Degree Days

DTE Electric service territory

	YTD 2014	YTD 2013	% Change
Actuals	648	846	(23)%
Normal	795	795	—%
Deviation from normal	(18)%	6%	

Heating Degree Days

DTE Gas service territory

	YTD 2014	YTD 2013	% Change
Actuals	4,916	4,189	17%
Normal	4,079	4,020	1%
Deviation from normal	21%	4%	

Earnings Impact of Weather

Variance from normal weather (\$ millions, after-tax)

	YTD 2014	YTD 2013
DTE Electric	\$ (17)	\$ (1)
DTE Gas	32	8



DTE Electric Weather Normal Sales* Analysis - YTD September 30, 2014

Weather Normal Electric Sales - DTE Electric Service Area (GWh)

	YTD 2014	YTD 2013	% Change
Residential	11,558	11,666	(1)%
Commercial	12,807	12,610	2 %
Industrial	7,792	7,747	1 %
Other	439	702	(37)%
	32,596	32,725	(1)%
Choice	3,848	3,943	(2)%
TOTAL SALES	36,444	36,668	(1)%

Weather Normal Electric Sales - DTE Electric Service Area (Includes Electric Choice) (GWh)

	YTD 2014	YTD 2013	% Change
Residential	11,558	11,666	(1)%
Commercial	15,117	14,945	1 %
Industrial	9,330	9,355	— %
Other	439	702	(37)%
TOTAL SALES	36,444	36,668	(1)%

* Includes adjustments for temperature normalization and, beginning in 2014, customer outages due to weather