



4Q 2014

Supplemental Information



Sales Analysis - 4Q 2014

Electric Sales - DTE Electric Service Area (GWh)

	4Q 2014	4Q 2013	% Change
Residential	3,578	3,673	(3)%
Commercial	4,035	4,076	(1)%
Industrial	2,434	2,557	(5)%
Other	78	241	(68)%
	10,125	10,547	(4)%
Choice	1,195	1,260	(5)%
TOTAL SALES	11,320	11,807	(4)%

Electric Billings - DTE Electric Service Area (000s)

	4Q 2014	4Q 2013	% Change
Residential	\$ 514,191	\$ 566,727	(9)%
Commercial	421,940	455,874	(7)%
Industrial	179,828	197,806	(9)%
Other	15,733	26,552	(41)%
	\$ 1,131,692	\$ 1,246,959	(9)%
Choice	21,218	23,704	(10)%
TOTAL BILLINGS	\$ 1,152,910	\$ 1,270,663	(9)%

Gas Sales - DTE Gas Service Area (MMcf)

	4Q 2014	4Q 2013	% Change
Residential	32,136	33,756	(5)%
Commercial	7,466	7,441	— %
Industrial	168	160	5 %
	39,770	41,357	(4)%
End User Transportation*	45,170	45,791	(1)%
TOTAL SALES	84,940	87,148	(3)%

Gas Billings - DTE Gas Service Area (000s)

	4Q 2014	4Q 2013	% Change
Residential	\$ 284,395	\$ 273,728	4 %
Commercial	64,044	58,572	9 %
Industrial	1,329	1,163	14 %
	\$ 349,768	\$ 333,463	5 %
End User Transportation*	61,385	62,006	(1)%
TOTAL BILLINGS	\$ 411,153	\$ 395,469	4 %

* Includes choice customers

* Includes choice customers

Weather

Cooling Degree Days

DTE Electric service territory

	4Q 2014	4Q 2013	% Change
Actuals	—	—	—
Normal	—	—	—
Deviation from normal	—	—	—

Heating Degree Days

DTE Gas service territory

	4Q 2014	4Q 2013	% Change
Actuals	2,326	2,427	(4)%
Normal	2,218	2,187	1 %
Deviation from normal	5%	11%	

Earnings Impact of Weather

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

	4Q 2014	4Q 2013
DTE Electric	\$ 3	\$ 5
DTE Gas	4	10



Sales Analysis - YTD December 31, 2014

Electric Sales - DTE Electric Service Area (GWh)

	YTD 2014	YTD 2013	% Change
Residential	14,940	15,273	(2)%
Commercial	16,792	16,661	1%
Industrial	10,199	10,303	(1)%
Other	516	942	(45)%
	<u>42,447</u>	<u>43,179</u>	<u>(2)%</u>
Choice	5,033	5,200	(3)%
TOTAL SALES	<u>47,480</u>	<u>48,379</u>	<u>(2)%</u>

Electric Billings - DTE Electric Service Area (000s)

	YTD 2014	YTD 2013	% Change
Residential	\$ 2,167,583	\$ 2,350,798	(8)%
Commercial	1,760,533	1,883,144	(7)%
Industrial	767,178	798,650	(4)%
Other	75,380	107,571	(30)%
	<u>\$ 4,770,674</u>	<u>\$ 5,140,163</u>	<u>(7)%</u>
Choice	91,562	96,735	(5)%
TOTAL BILLINGS	<u>\$ 4,862,236</u>	<u>\$ 5,236,898</u>	<u>(7)%</u>

Gas Sales - DTE Gas Service Area (MMcf)

	YTD 2014	YTD 2013	% Change
Residential	108,799	102,176	6%
Commercial	25,497	22,421	14%
Industrial	844	575	47%
	<u>135,140</u>	<u>125,172</u>	<u>8%</u>
End User Transportation*	166,731	157,322	6%
TOTAL SALES	<u>301,871</u>	<u>282,494</u>	<u>7%</u>

Gas Billings - DTE Gas Service Area (000s)

	YTD 2014	YTD 2013	% Change
Residential	\$ 938,646	\$ 868,176	8%
Commercial	212,778	186,338	14%
Industrial	8,885	4,254	109%
	<u>\$ 1,160,309</u>	<u>\$ 1,058,768</u>	<u>10%</u>
End User Transportation*	233,734	223,668	5%
TOTAL BILLINGS	<u>\$ 1,394,043</u>	<u>\$ 1,282,436</u>	<u>9%</u>

* Includes choice customers

* Includes choice customers

Weather

Cooling Degree Days

DTE Electric service territory

	YTD 2014	YTD 2013	% Change
Actuals	648	865	(25)%
Normal	803	803	—%
Deviation from normal	(19)%	8%	

Heating Degree Days

DTE Gas service territory

	YTD 2014	YTD 2013	% Change
Actuals	7,242	6,616	9%
Normal	6,297	6,207	1%
Deviation from normal	15%	7%	

Earnings Impact of Weather

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

	YTD 2014	YTD 2013
DTE Electric	\$ (14)	\$ 4
DTE Gas	36	17



DTE Electric Weather Normal Sales* Analysis - YTD December 31, 2014

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

	YTD 2014	YTD 2013	% Change
Residential	15,114	15,248	(1)%
Commercial	16,838	16,682	1 %
Industrial	10,226	10,305	(1)%
Other	517	942	(45)%
	42,695	43,177	(1)%
Choice	5,043	5,202	(3)%
TOTAL SALES	47,738	48,379	(1)%

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

	YTD 2014	YTD 2013	% Change
Residential	15,115	15,248	(1)%
Commercial	19,874	19,801	— %
Industrial	12,232	12,388	(1)%
Other	517	942	(45)%
TOTAL SALES	47,738	48,379	(1)%

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