



DTE Energy®

1Q 2015

Supplemental Information



Sales Analysis - 1Q 2015

Electric Sales - DTE Electric Service Area (GWh)

	1Q 2015	1Q 2014	% Change
Residential	3,852	3,978	(3)%
Commercial	4,160	4,048	3%
Industrial	2,464	2,501	(1)%
Other	85	205	(59)%
	<u>10,561</u>	<u>10,732</u>	<u>(2)%</u>
Choice	1,256	1,267	(1)%
TOTAL SALES	<u>11,817</u>	<u>11,999</u>	<u>(2)%</u>

Electric Billings - DTE Electric Service Area (000s)

	1Q 2015	1Q 2014	% Change
Residential	\$ 533,381	\$ 574,673	(7)%
Commercial	407,018	423,575	(4)%
Industrial	167,432	199,027	(16)%
Other	14,433	22,859	(37)%
	<u>\$ 1,122,264</u>	<u>\$ 1,220,134</u>	<u>(8)%</u>
Choice	13,746	23,418	(41)%
TOTAL BILLINGS	<u>\$ 1,136,010</u>	<u>\$ 1,243,552</u>	<u>(9)%</u>

Gas Sales - DTE Gas Service Area (MMcf)

	1Q 2015	1Q 2014	% Change
Residential	53,728	55,429	(3)%
Commercial	13,567	13,251	2%
Industrial	269	475	(43)%
	<u>67,564</u>	<u>69,155</u>	<u>(2)%</u>
End User Transportation*	61,834	62,463	(1)%
TOTAL SALES	<u>129,398</u>	<u>131,618</u>	<u>(2)%</u>

Gas Billings - DTE Gas Service Area (000s)

	1Q 2015	1Q 2014	% Change
Residential	\$ 422,956	\$ 438,011	(3)%
Commercial	103,793	102,702	1%
Industrial	2,155	6,062	(64)%
	<u>\$ 528,904</u>	<u>\$ 546,775</u>	<u>(3)%</u>
End User Transportation*	89,383	96,661	(8)%
TOTAL BILLINGS	<u>\$ 618,287</u>	<u>\$ 643,436</u>	<u>(4)%</u>

* Includes choice customers

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Weather

Cooling Degree Days

DTE Electric service territory

	1Q 2015	1Q 2014	% Change
Actuals	—	—	—
Normal	—	—	—
Deviation from normal	—	—	—

Heating Degree Days

DTE Gas service territory

	1Q 2015	1Q 2014	% Change
Actuals	3,791	3,977	(5)%
Normal	3,224	3,175	2%
Deviation from normal	18%	25%	

Earnings Impact of Weather

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

	1Q 2015	1Q 2014
DTE Electric	\$ 10	\$ 13
DTE Gas	20	31



DTE Electric Weather Normal Sales* Analysis - YTD March 31, 2015

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

	1Q 2015	1Q 2014	% Change
Residential	3,718	3,769	(1)%
Commercial	4,093	3,987	3 %
Industrial	2,464	2,504	(2)%
Other	85	205	(59)%
	10,360	10,465	(1)%
Choice	1,243	1,257	(1)%
TOTAL SALES	11,603	11,722	(1)%

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

	1Q 2015	1Q 2014	% Change
Residential	3,718	3,769	(1)%
Commercial	4,833	4,729	2 %
Industrial	2,967	3,019	(2)%
Other	85	205	(59)%
	11,603	11,722	(1)%

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