



DTE Energy®

AGA Financial Forum
Business Update

May 15 - 17, 2016






Safe Harbor Statement

Many factors impact forward-looking statements including, but not limited to, the following: impact of regulation by the EPA, FERC, MPSC, NRC, and CFTC, as well as other applicable governmental proceedings and regulations, including any associated impact on rate structures; the amount and timing of cost recovery allowed as a result of regulatory proceedings, related appeals, or new legislation, including legislative amendments and retail access programs; economic conditions and population changes in our geographic area resulting in changes in demand, customer conservation, and thefts of electricity and, for DTE Energy, natural gas; environmental issues, laws, regulations, and the increasing costs of remediation and compliance, including actual and potential new federal and state requirements; health, safety, financial, environmental, and regulatory risks associated with ownership and operation of nuclear facilities; changes in the cost and availability of coal and other raw materials, purchased power, and natural gas; volatility in the short-term natural gas storage markets impacting third-party storage revenues related to DTE Energy; impact of volatility of prices in the oil and gas markets on DTE Energy's gas storage and pipelines operations; impact of volatility in prices in the international steel markets on DTE Energy's power and industrial projects operations; volatility in commodity markets, deviations in weather, and related risks impacting the results of DTE Energy's energy trading operations; changes in the financial condition of DTE Energy's significant customers and strategic partners; the potential for losses on investments, including nuclear decommissioning and benefit plan assets and the related increases in future expense and contributions; access to capital markets and the results of other financing efforts which can be affected by credit agency ratings; instability in capital markets which could impact availability of short and long-term financing; the timing and extent of changes in interest rates; the level of borrowings; the potential for increased costs or delays in completion of significant capital projects; changes in, and application of, federal, state, and local tax laws and their interpretations, including the Internal Revenue Code, regulations, rulings, court proceedings, and audits; the effects of weather and other natural phenomena on operations and sales to customers, and purchases from suppliers; unplanned outages; the cost of protecting assets against, or damage due to, terrorism or cyber attacks; employee relations and the impact of collective bargaining agreements; the risk of a major safety incident at an electric distribution or generation facility and, for DTE Energy, a gas storage, transmission, or distribution facility; the availability, cost, coverage, and terms of insurance and stability of insurance providers; cost reduction efforts and the maximization of plant and distribution system performance; the effects of competition; changes in and application of accounting standards and financial reporting regulations; changes in federal or state laws and their interpretation with respect to regulation, energy policy, and other business issues; contract disputes, binding arbitration, litigation, and related appeals; and the risks discussed in our public filings with the Securities and Exchange Commission. New factors emerge from time to time. We cannot predict what factors may arise or how such factors may cause results to differ materially from those contained in any forward-looking statement. Any forward-looking statements speak only as of the date on which such statements are made. We undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. This presentation should also be read in conjunction with the Forward-Looking Statements section of the joint DTE Energy and DTE Electric 2015 Form 10-K and 2016 Form 10-Q (which sections are incorporated by reference herein), and in conjunction with other SEC reports filed by DTE Energy and DTE Electric.

- **Overview**
- **Long-Term Growth Update**
- **Summary**

DTE Energy's growth is driven by strong, stable utilities and complementary non-utility businesses

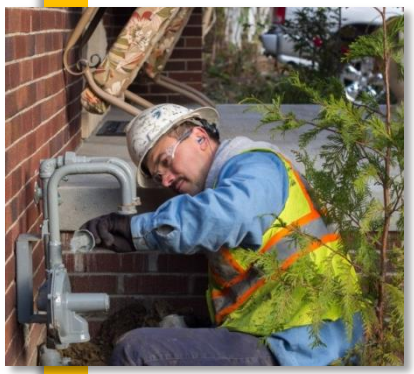
Strong, Stable and Growing Utilities
Fully Regulated by Michigan Public Service Commission

~80% of total earnings



DTE Electric

- *Electric generation and distribution*
- *2.2 million customers*



DTE Gas

- *Natural gas transmission, storage and distribution*
- *1.2 million customers*

Complementary Non-Utility Businesses

~20% of total earnings



Gas Storage & Pipelines

- *Transport and store natural gas*
- *4 pipelines, 2 storage sites*



Power & Industrial Projects

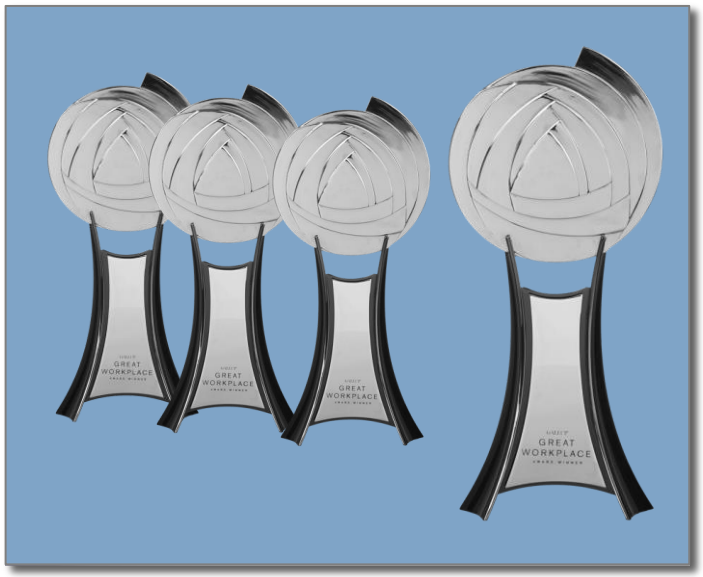
- *Own and operate energy related assets*
- *66 sites, 17 states*



Energy Trading

Generates economic value and provide strategic benefits

Our focus on employees and customers has provided a solid framework for success



- ✓ Received Gallup's Great Work Place Award for the 4th consecutive year
- ✓ Only utility to be recognized



- ✓ Top quartile in residential customer satisfaction* for both DTE Electric and DTE Gas
- ✓ Recognized by Fortune Magazine as one of the world's most admired companies

* J.D. Power 2015 Gas/Electric Utility Residential Customer Satisfaction Study(sm)(large providers). Visit jdpower.com

Our focus on regulatory construct and CI capability has contributed to a solid framework for success



- ✓ Regulatory environment in Michigan ranked in 1st tier*



- ✓ On track for 10th consecutive year of meeting or exceeding initial operating EPS** guidance
- ✓ Continuous Improvement (CI) skills help us lead peers in cost management

* Barclays report April 2016

** Reconciliation to GAAP reported earnings included in the appendix

Energy legislation continues to move forward



✓ **Clean** ✓ **Flexible**

✓ **Reliable** ✓ **Affordable**

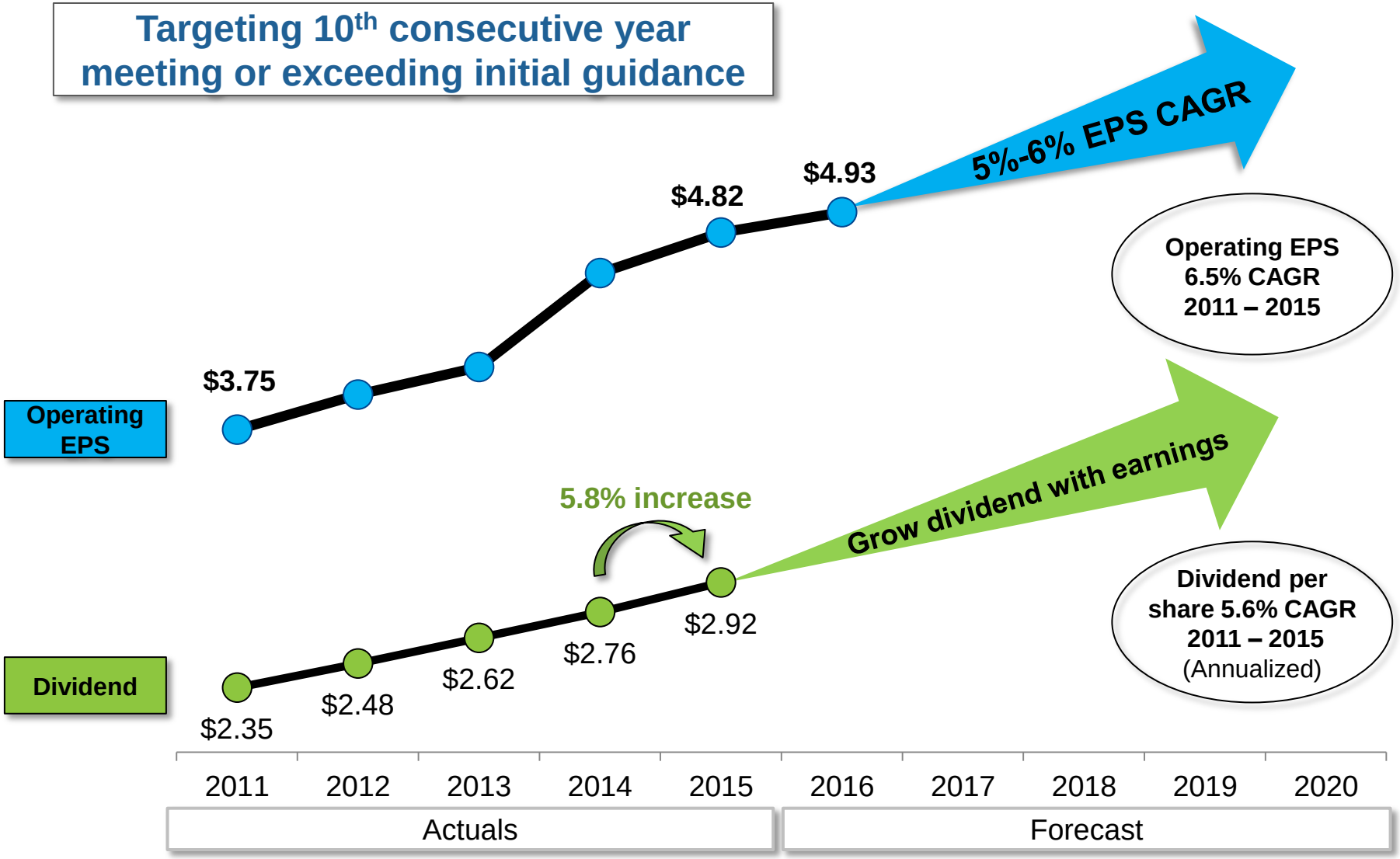
- 2008 law is working well and includes
  - 10% retail open access cap
  - Certificate of Need for large capital projects
  - 12 month final order; 6 month rate case self implementation
  - 10% renewable portfolio standard

- Recent activity
  - Senate hearings introduced substitute bills (SB437 and SB438)
  - Testimony from key stakeholders
- Key provisions include
  - Capacity requirements for all electricity providers
  - Integrated resource planning pre-approval process
  - Energy efficiency related incentives and revenue decoupling

We remain confident in delivering 5%-6% operating EPS* growth target

(dollars per share)

Targeting 10th consecutive year meeting or exceeding initial guidance

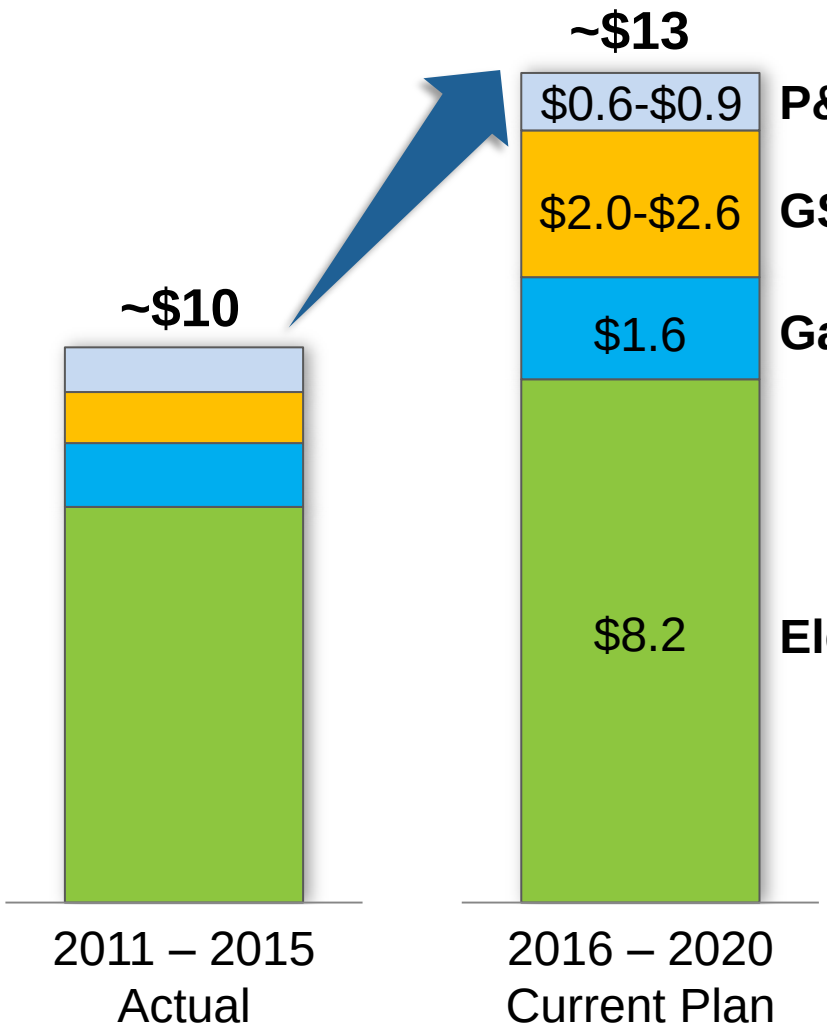


* Reconciliation to GAAP reported earnings included in the appendix

- **Overview**
- **Long-Term Growth Update**
- **Summary**

Distribution and generation infrastructure improvements drive capital investments through 2020

(billions)



P&I ---------- Cogeneration, on-site energy

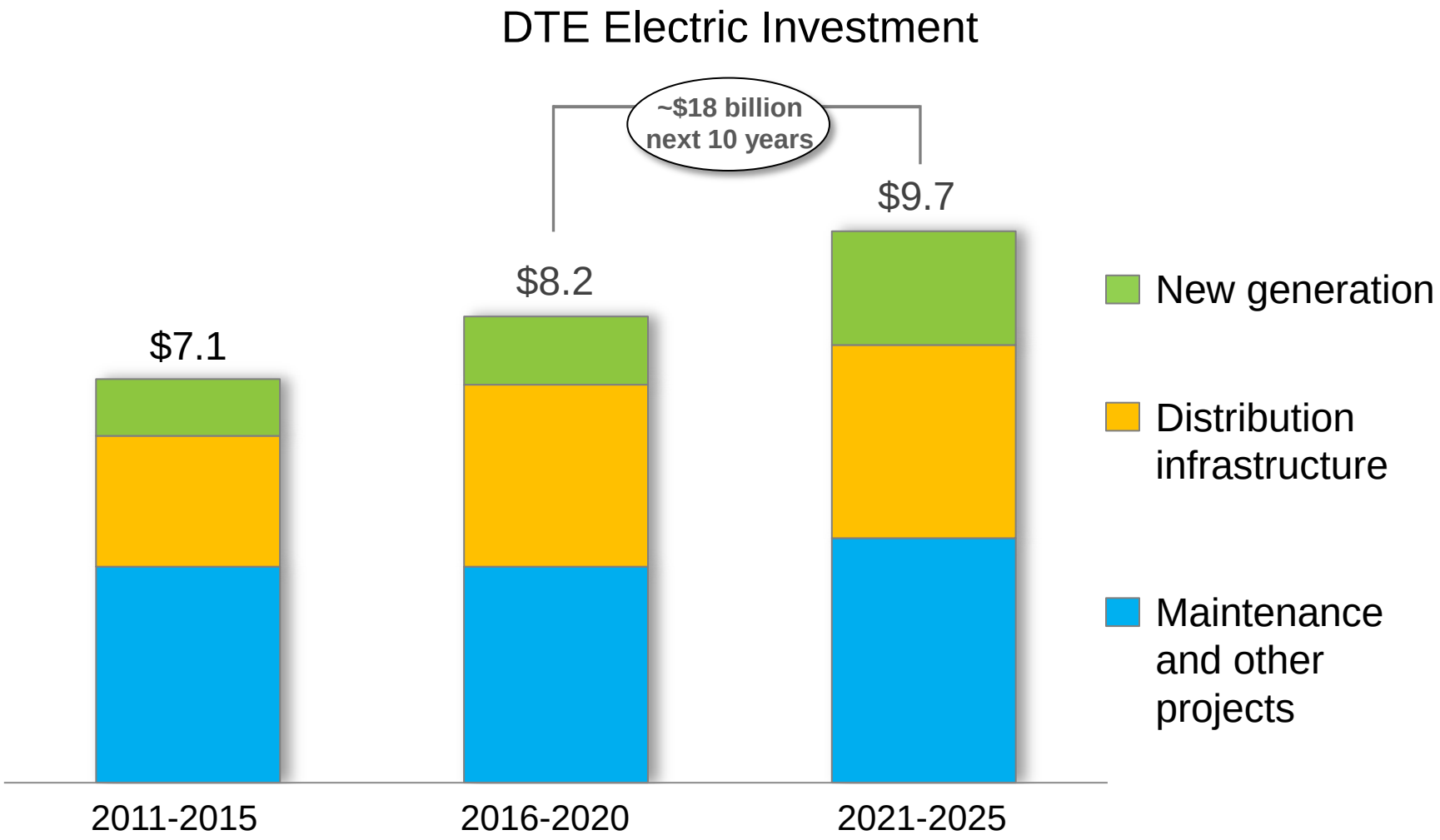
GSP ---------- Gathering investments, NEXUS, pipeline expansions

Gas ---------- Base investments, infrastructure renewal, NEXUS related

Electric -------- Distribution infrastructure, maintenance, new generation

Electric generation and infrastructure renewal will significantly increase investment in the decade ahead

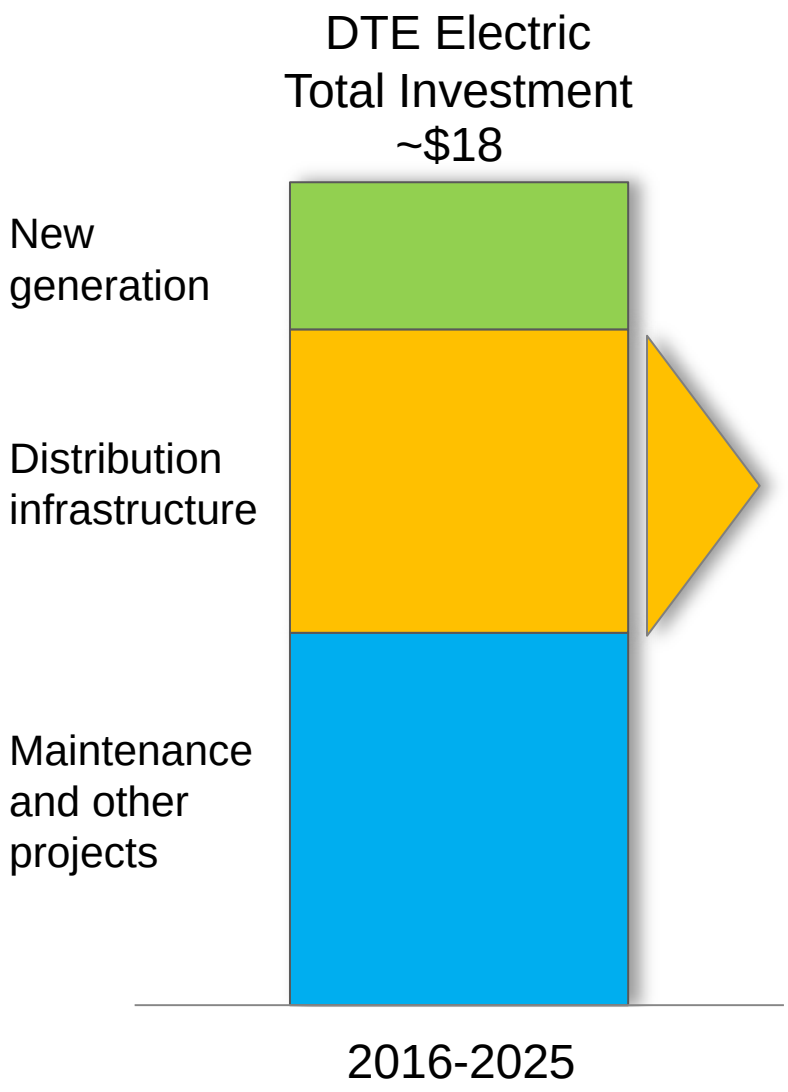
(billions)



The electric company started serving its first customers in 1886

Of the $18 billion investment over the next 10 years, we will invest $6.5 billion on distribution infrastructure

(billions)



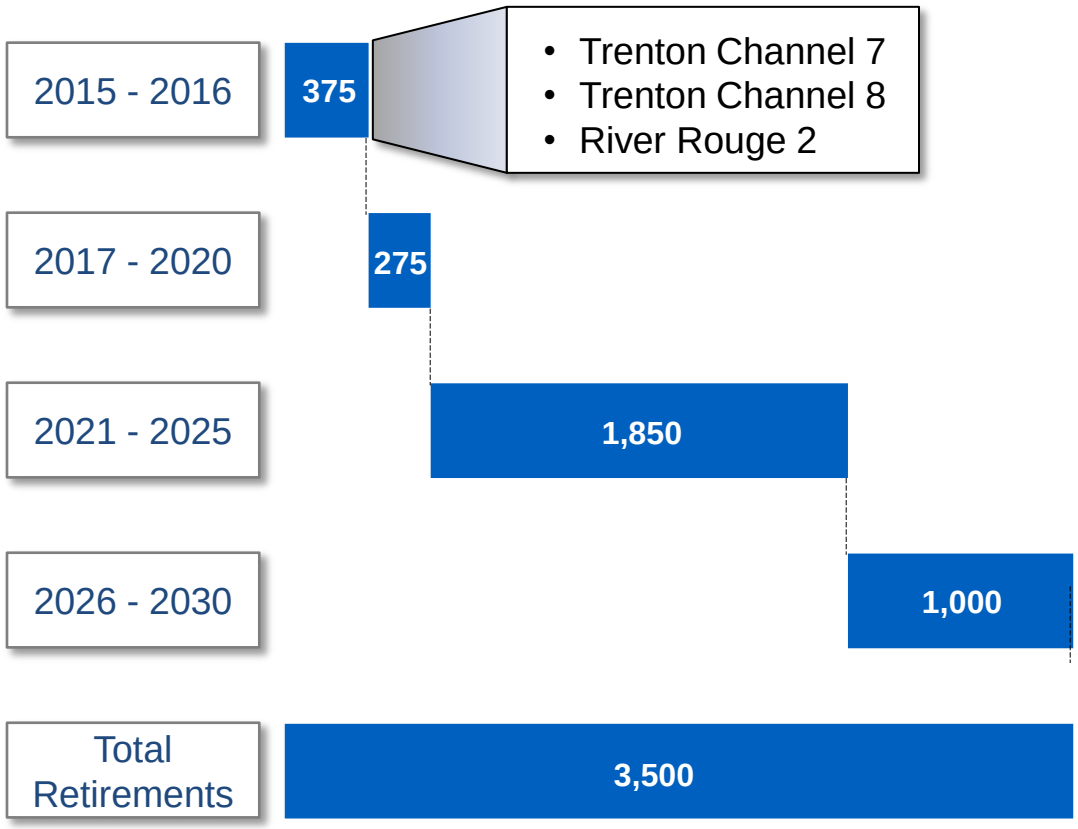
- $6.5 billion over next 10 years
- Potential to increase to $10.5 billion
- Replace aging infrastructure
- Address overloaded substations
- Enhance technology

Customer benefits

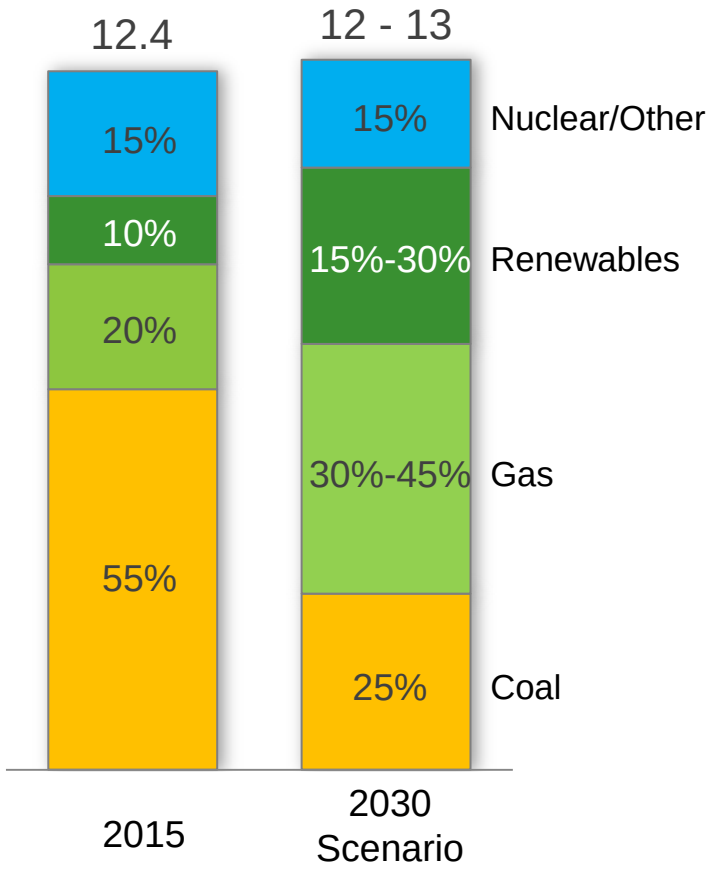
- ✓ Reduce restoration time
- ✓ Improve reliability
- ✓ Decrease outages
- ✓ Create and support Michigan jobs

DTE Electric has already begun to retire its coal-fired generation

Coal-fired Generation Retirement Timeline
(MW)

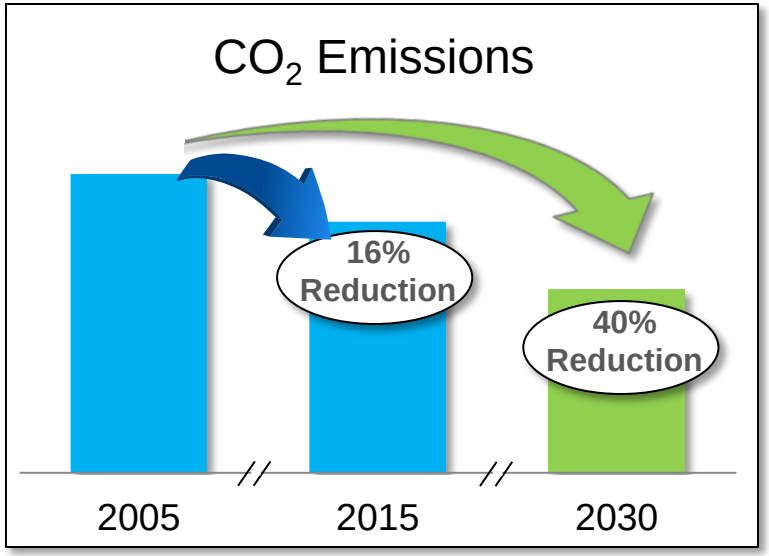


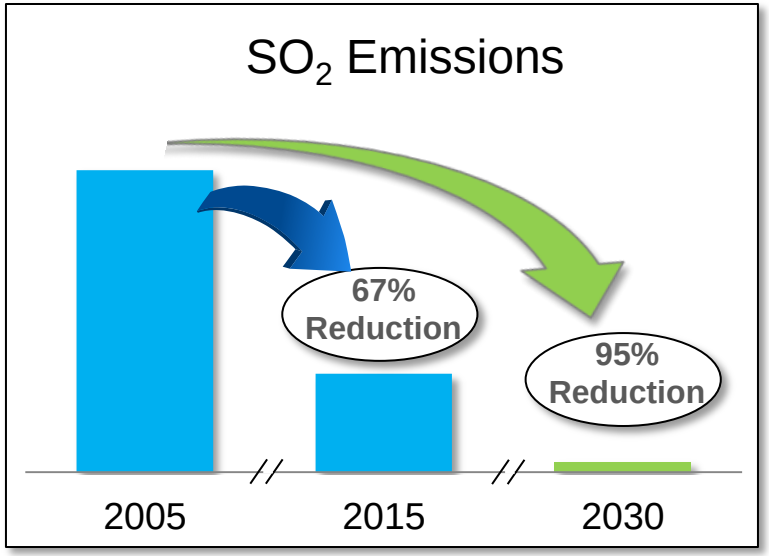
Electric Capacity Shift
(GW)

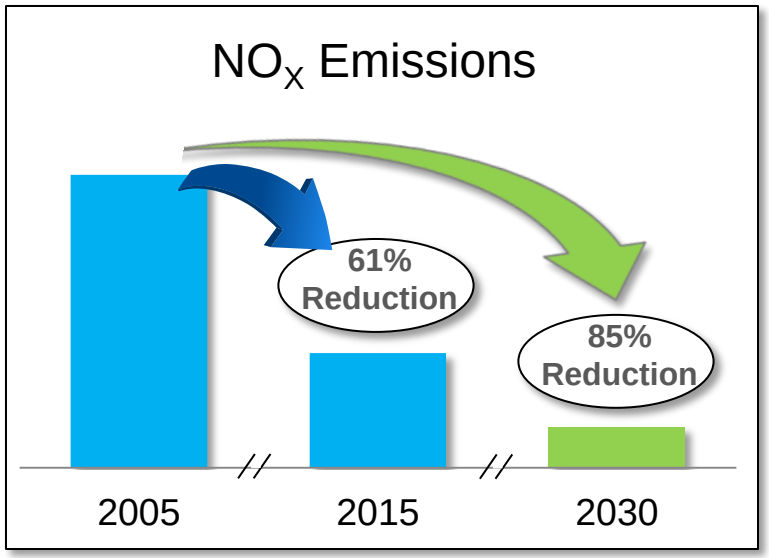


Note: Estimated amounts. Timing and mix of generation impacted by MISO capacity requirements and Michigan and EPA policies

Significant emissions reductions have already been achieved and we continue on the path to clean energy



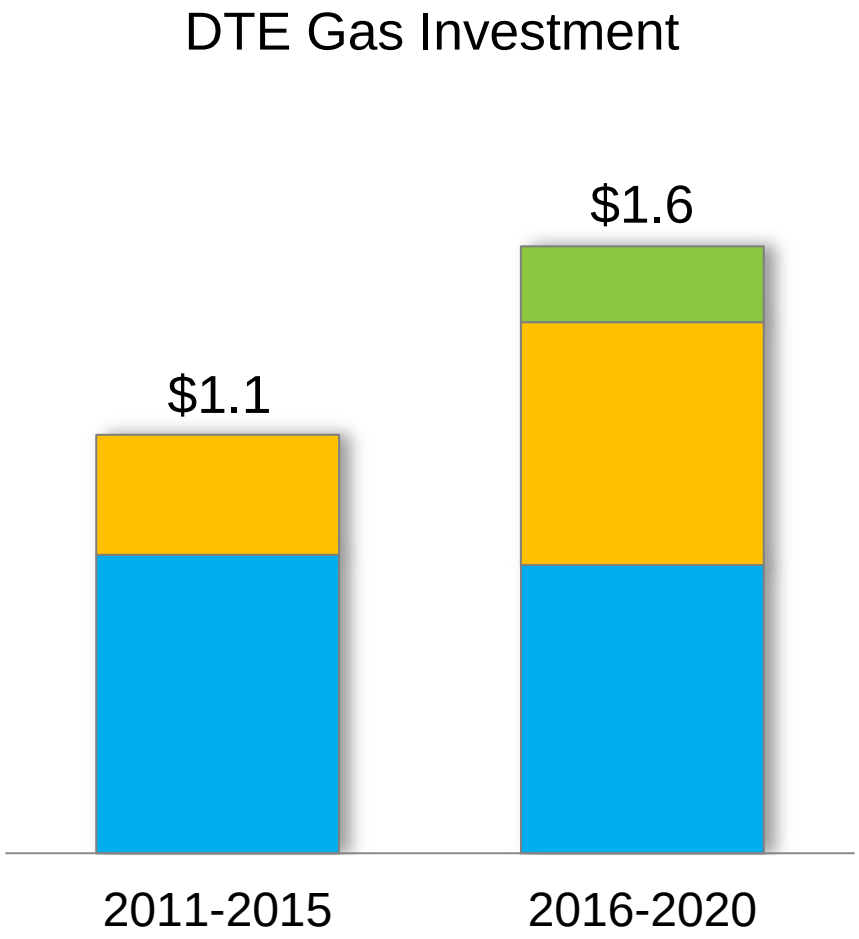




- Emissions reductions are largely due to $2 billion in controls installed at Monroe Power Plant, new technology and reduced reliance on coal-fired generation
- In addition, mercury emissions have been reduced 42% since 2005 with 75% reduction expected by 2030

Strengthening and expanding our gas infrastructure will reduce leaks and lost gas while creating and supporting Michigan jobs

(billions)



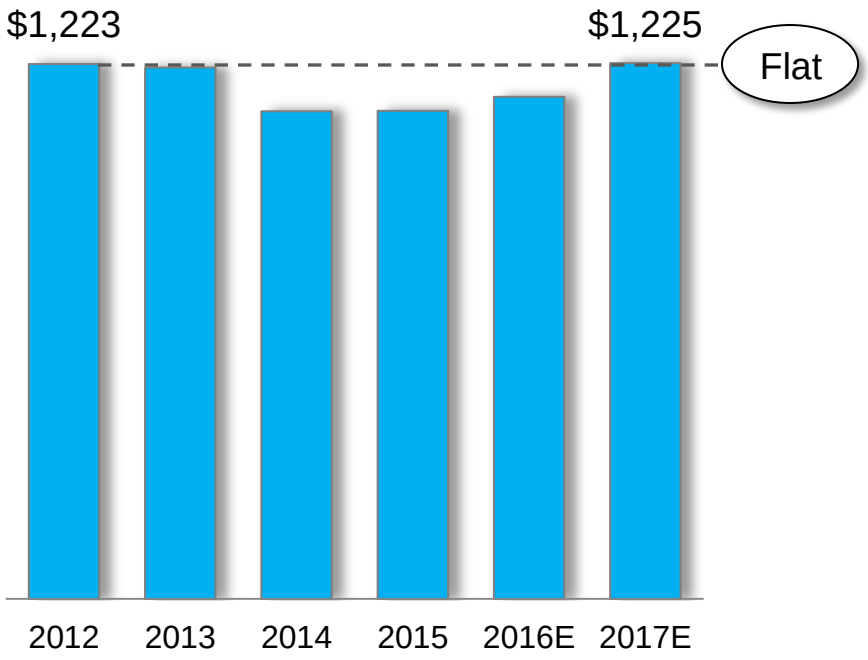
- NEXUS related
  - $200 million through 2017
  - Primarily additional compression
  - Supported by long-term transport agreement with NEXUS
- Infrastructure renewal
  - Main renewal
  - Meter move-out
  - Pipeline integrity
- Base infrastructure
  - Transmission
  - Compression
  - Distribution

The gas company was formed in 1849 and started lighting the streets of Detroit with gas in 1851

We remain focused on customer affordability

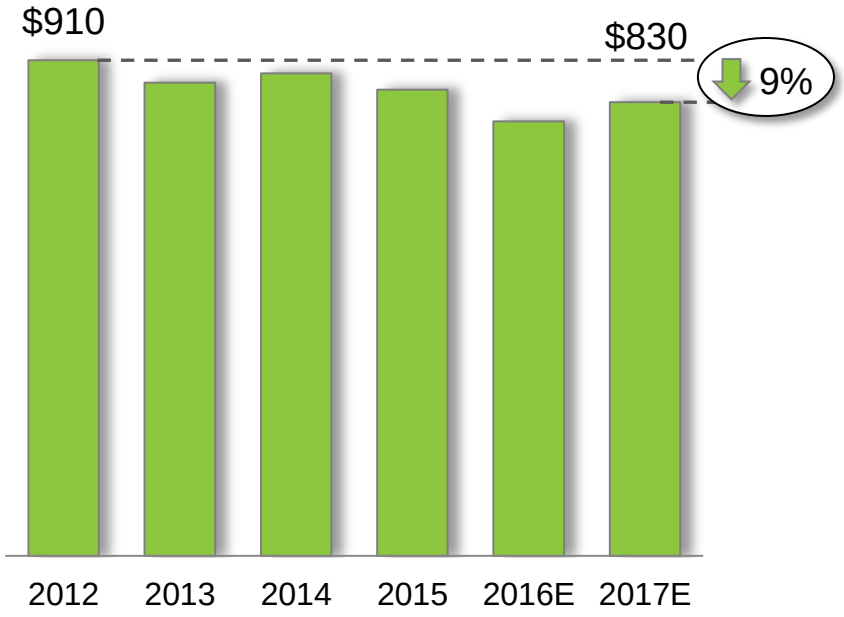
(dollars)

Average Annual Residential Bill*
DTE Electric



* Assumes average usage per year times the average residential rate per year and implementing $344 million rate increase beginning August 2016

Average Annual Residential Bill**
DTE Gas



** Assumes normal weather and implementing $180 million rate increase beginning November 2016

Gas Storage & Pipelines has an asset portfolio with multiple growth platforms



Millennium Pipeline (26.25%) — 1.0 Bcf/d*

- 0.1 Bcf/d lateral expansion 2Q17
- 0.2 Bcf/d expansion 2H18
- Firm capacity/demand-based contracts

Bluestone Pipeline & Gathering — 1.0 Bcf/d*

- Bi-directional pipe
- 0.1 Bcf/d expansion 4Q16
- Firm capacity/demand-based contracts
- Gathering is minimum volume based

NEXUS Pipeline (50%) — 1.5 Bcf/d

- 4Q17 in-service
- Firm capacity/demand-based contracts

Vector Pipeline (40%) — 1.3 Bcf/d

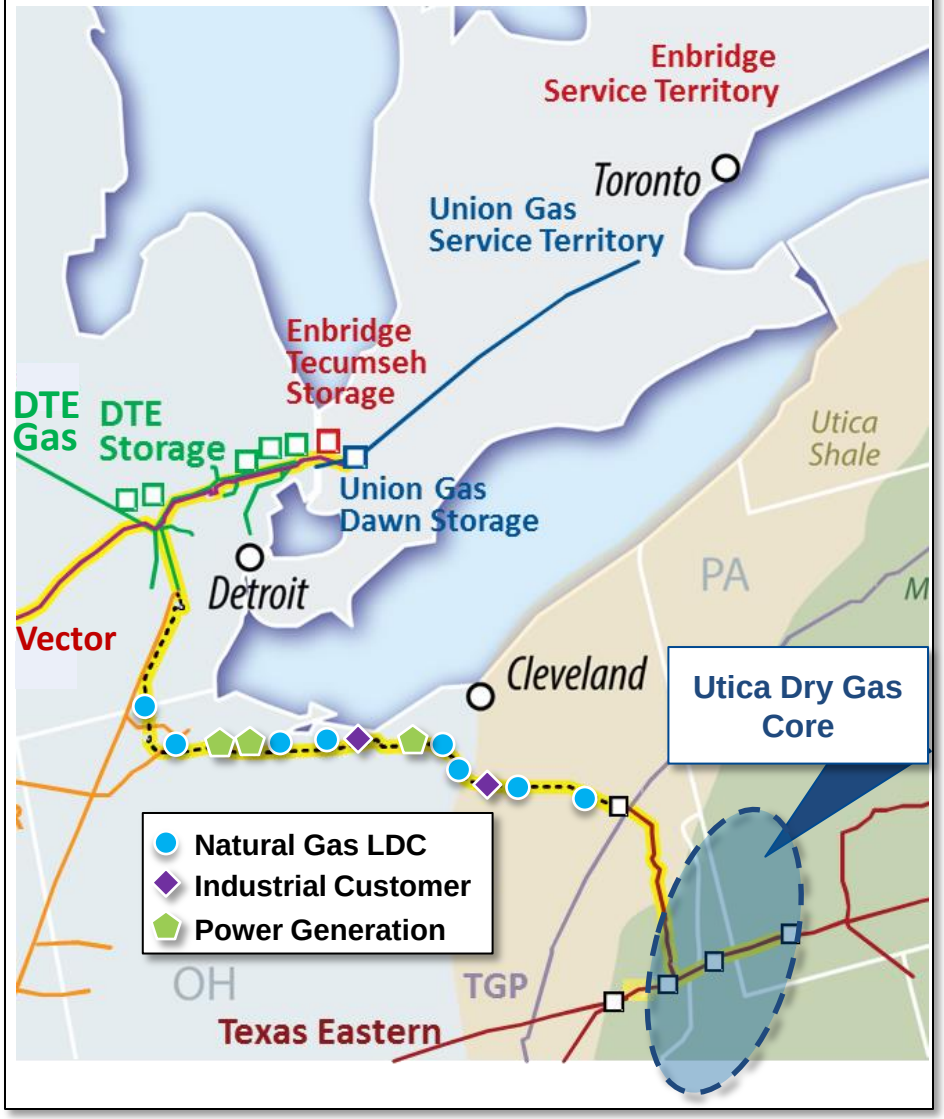
- Bi-directional pipe
- Firm capacity/demand-based contracts

GSP Gas Storage — 91 Bcf

- Strategically located between Chicago and Dawn trading hubs

* Includes expansions

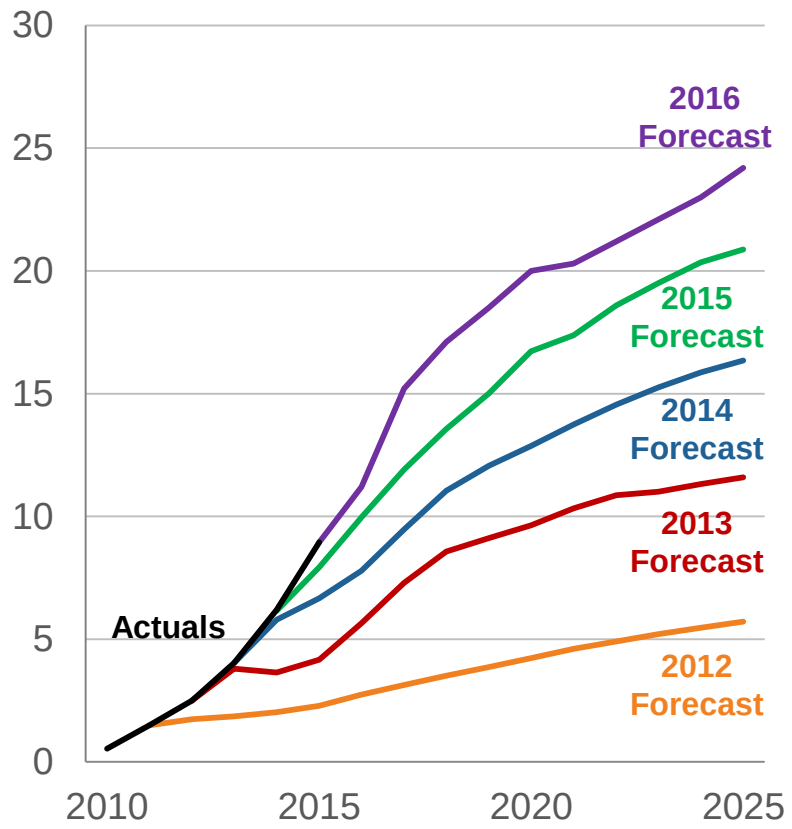
NEXUS project is progressing and originates in the most economical geology in the country



- Project on track for 4th quarter 2017 in-service
- Recent accomplishments
  - Increased interconnect agreements from 1.4 Bcf/d to 1.75 Bcf/d
  - Ordered compressors
  - Continued to advance work with FERC and other regulatory agencies
- Continue to expect FERC Notice of Schedule 2nd quarter 2016

Strong results from the Utica and Marcellus region are increasing expectations for the basin

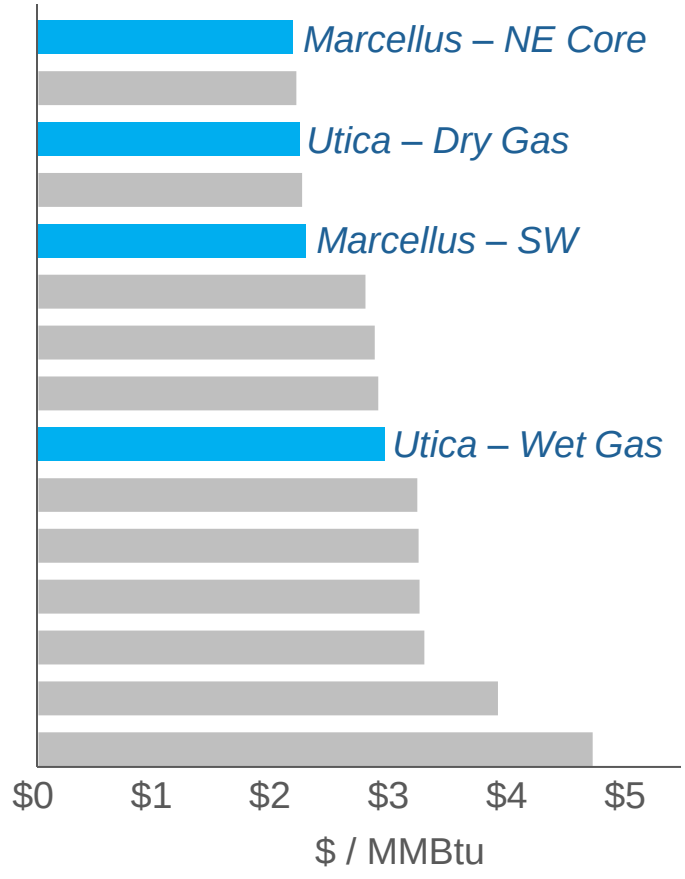
Utica / SW Marcellus Supply Growth (Bcf/d)



Source: IHS CERA

US Shale Basin Economics

(NYMEX Gas Price Required for 15% After-Tax IRR)



Source: Credit Suisse February 2016 report

Gas Storage & Pipelines is focused on continued success in pipeline and gathering

Near-Term



- Accelerated Marcellus development in 2015 delivered 30% year over year earnings growth
- Earnings growth driven by both pipeline and gathering platforms
- Assessing investment opportunities given current sector dynamics

Operating earnings*
2015 Actual
$107 million

2016 Guidance
$105-115 million

Long-Term



- Current sector dynamics not expected to impact targets
- Growth driven by
  - Further Millennium and Bluestone development
  - NEXUS project operational and potential expansions
  - Bolt on acquisitions to complement existing assets

Operating earnings*
2020 Target
$170 million

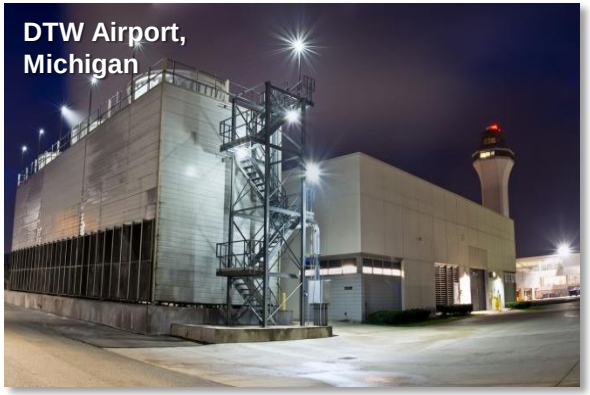
Capital investment
2016-2020
$2.0-2.6 billion

* Reconciliation to GAAP reported earnings included in the appendix

Power & Industrial Projects operates within three distinct business lines in 17 states

Industrial Energy Services

- On-site utility services for industrial and commercial customers
- Coke and pulverized coal for steel customers



Typical contract 5-20 years

Current duration* ~6+ years

Renewable Energy

- Wood-fired power plants
- Landfill gas to energy projects



Typical contract 10-25 years

Current duration* ~15 years

Reduced Emissions Fuel (REF)

- Projects reduce emissions from coal-fired plants
- Utility contracted



Current duration ~5 years

* Current duration does not include expected contract extensions

Power & Industrial Projects is focused on replacing REF earnings over the 5 year outlook

Near-Term



- 2016 earnings in line with 2015 actuals
- Higher REF earnings offset by lower steel related earnings

Operating earnings*

2015 Actual
$95 million

2016 Guidance
$90-100 million

Long-Term



- Grow cogeneration portfolio
- Pursue strategic asset acquisitions
- Maximize REF opportunities through 2021

Operating earnings*
2020 target
$105 million

Capital investment
2016-2020
$0.6-0.9 billion

* Reconciliation to GAAP reported earnings included in the appendix

- **Overview**
- **Long-Term Growth Update**
- **Summary**

Summary

- Confident we will achieve our 2016 operating EPS* guidance**...**
  ...extending our streak to 10 consecutive years meeting or exceeding guidance

- Utilities continue to invest in infrastructure improvements**...**
  ...which will fundamentally renew Michigan's infrastructure and enhance customer reliability

- Non-utility businesses have investment opportunities**...**
  ...and will continue to provide growth and portfolio diversity

- Continue targeting 5% to 6% operating EPS growth**...**
  ...and growing dividends in line with earnings

- Balance sheet remains strong**...**
  ...providing support for future growth opportunities

* Reconciliation to GAAP reported earnings included in the appendix

Contact Us

DTE Energy Investor Relations

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Appendix

DTE Energy
1st Quarter 2016 Operating Earnings* Variance

(millions, except EPS)

Operating Earnings

	1Q 2015	1Q 2016	Change
DTE Electric	$ 136	$ 127	$ (9)
DTE Gas	111	87	(24)
Gas Storage & Pipelines	27	30	3
Power & Industrial Projects	33	21	(12)
Corporate & Other	(25)	(7)	18
Growth segments**	**$ 282**	**$ 258**	**$ (24)**
Growth segments operating EPS	**$ 1.58**	**$ 1.43**	**$ (0.15)**
Energy Trading	$ 12	$ 16	$ 4
DTE Energy	**$ 294**	**$ 274**	**$ (20)**
Operating EPS	**$ 1.65**	**$ 1.52**	**$ (0.13)**
Avg. Shares Outstanding	178	180	

Drivers

DTE Electric

- Warmer weather and 2015 revenue decoupler amortization offset by rate implementation

DTE Gas

- Primarily warmer weather

Non-Utility

- Gas Storage & Pipelines earnings across all platforms
- Power & Industrial Projects steel related earnings and weather related impact on REF

Corporate & Other

- Timing of taxes

Energy Trading

- Stronger realized gas performance

* Reconciliation to GAAP reported earnings included in the appendix
** Total DTE Energy excluding Energy Trading

We are confident we will achieve our 2016 operating EPS* guidance

(millions, except EPS)

	2015 Actuals	2016 Guidance
DTE Electric	$562	$584 - $600
DTE Gas	132	135 - 141
Gas Storage & Pipelines	107	105 - 115
Power & Industrial Projects	95	90 - 100
Corporate & Other	(48)	(50) - (46)
Growth segments**	**$848**	**$864 - $910**
Growth segments operating EPS	**$4.73**	**$4.80 - $5.05**
Energy Trading	$15	$0
DTE Energy	**$863**	**$864 - $910**
Operating EPS	**$4.82**	**$4.80 - $5.05**
Avg. Shares Outstanding	179	180

* Reconciliation to GAAP reported earnings included in the appendix
** Total DTE Energy excluding Energy Trading

DTE Energy
2016 Cash Flow and Capital Guidance

(billions)

Cash Flow Summary

	2015 Actual	2016 Guidance
Cash From Operations*	$1.9	$1.8
Capital Spending	(2.3)	(2.7)
Free Cash Flow	($0.4)	($0.9)
Asset Sales & Other	$0.1	-
Dividends	(0.5)	(0.5)
Net Cash	($0.8)	($1.4)
Debt Financing:		
Issuances	$1.1	$1.9
Redemptions	(0.3)	(0.5)
Change in Debt	$0.8	$1.4

(millions)

Capital Expenditures Summary

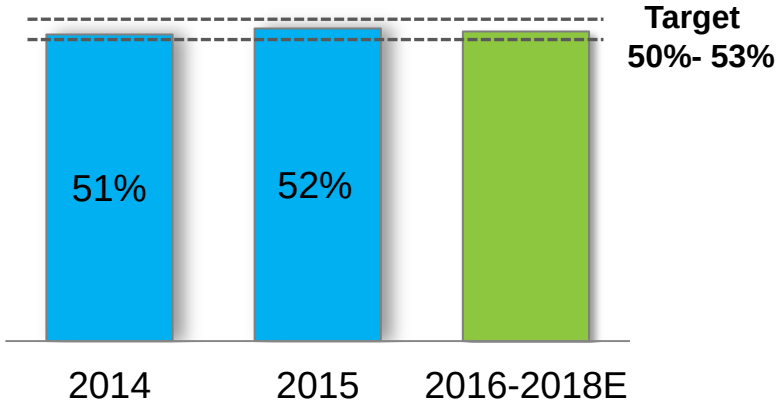
	2015 Actual	2016 Guidance
DTE Electric		
Distribution Infrastructure	$579	$610
New Generation	316	150
Maintenance & Other	892	790
	$1,787	$1,550
DTE Gas		
Base Infrastructure	$184	$220
NEXUS Related	2	110
Main Replacement**	87	100
	$273	$430
Non-Utility	$299	$520 – 720
Total	$2,359	$2,500 - 2,700

* Includes ~$0.2b and ~$0.1b of equity issued for employee benefit programs in 2015 actuals and 2016 guidance, respectively

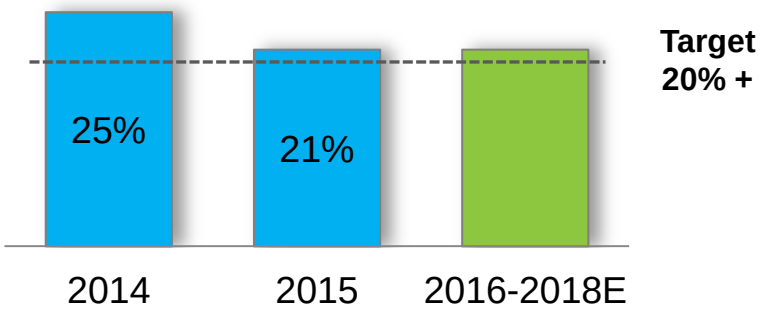
** Includes Main Renewal / Meter Move-out / Pipeline Integrity

A strong balance sheet remains a key priority to support growth

Leverage*



Funds from Operations** / Debt*



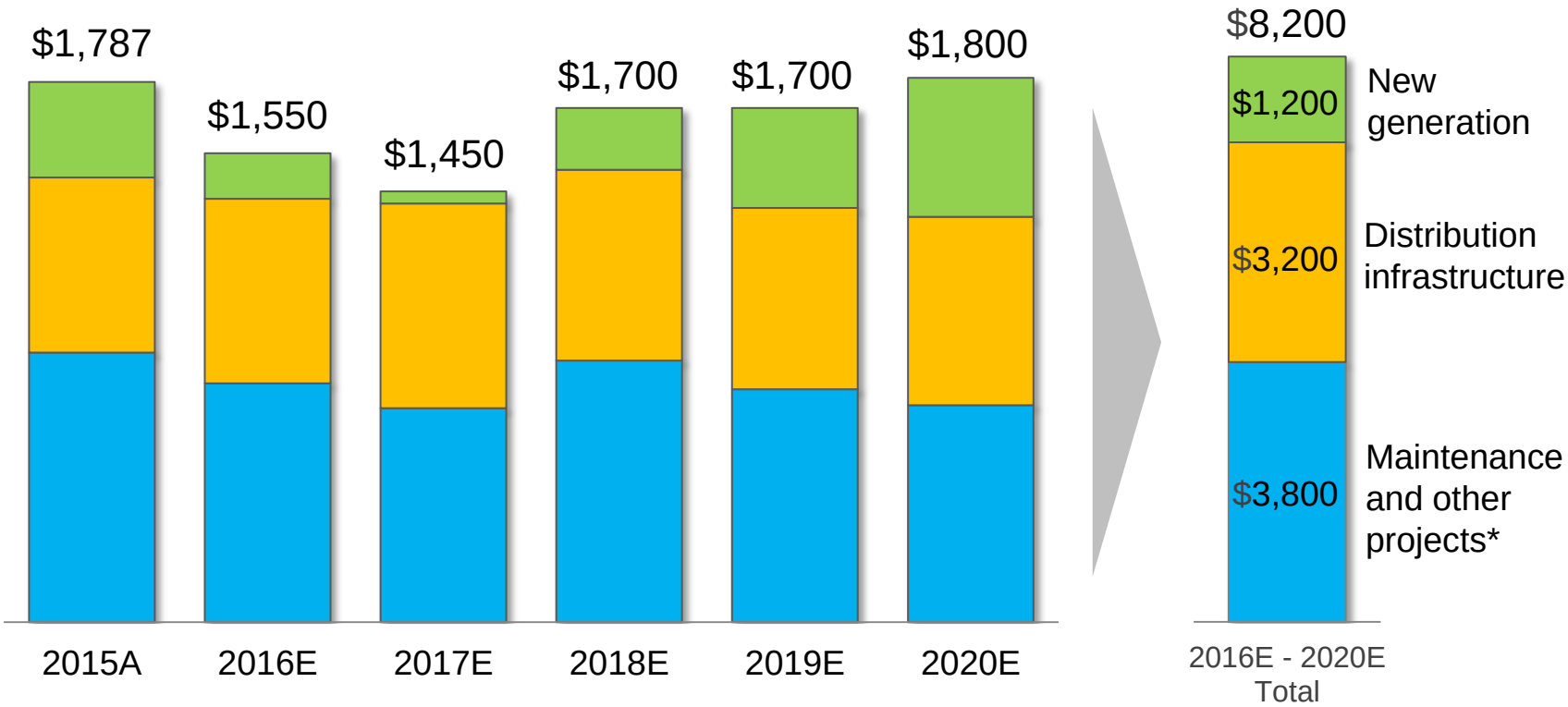
- Target $200 to $300 million total equity issuances over the next 3 years; continue to evaluate current year equity needs
- Extended revolving credit facilities through 2021 in April 2016
  - $1.6 billion of available liquidity as of March 31, 2016
- Maintain strong balance sheet metrics
- FitchRatings 2016 upgrade
  - DTE Energy unsecured to BBB+
  - DTE Electric senior secured to A+

* Debt excludes securitization, a portion of DTE Gas' short-term debt, and considers 50% of the Junior Subordinated Notes as equity
** Funds from Operations (FFO) is calculated using operating earnings

DTE Electric plans $8.2 billion of investments over the next 5 years

(millions)

Targeting 6% - 7% growth



Depreciation	$662M	~$886M
YE Rate Base**	$14.8B	~$19.8B

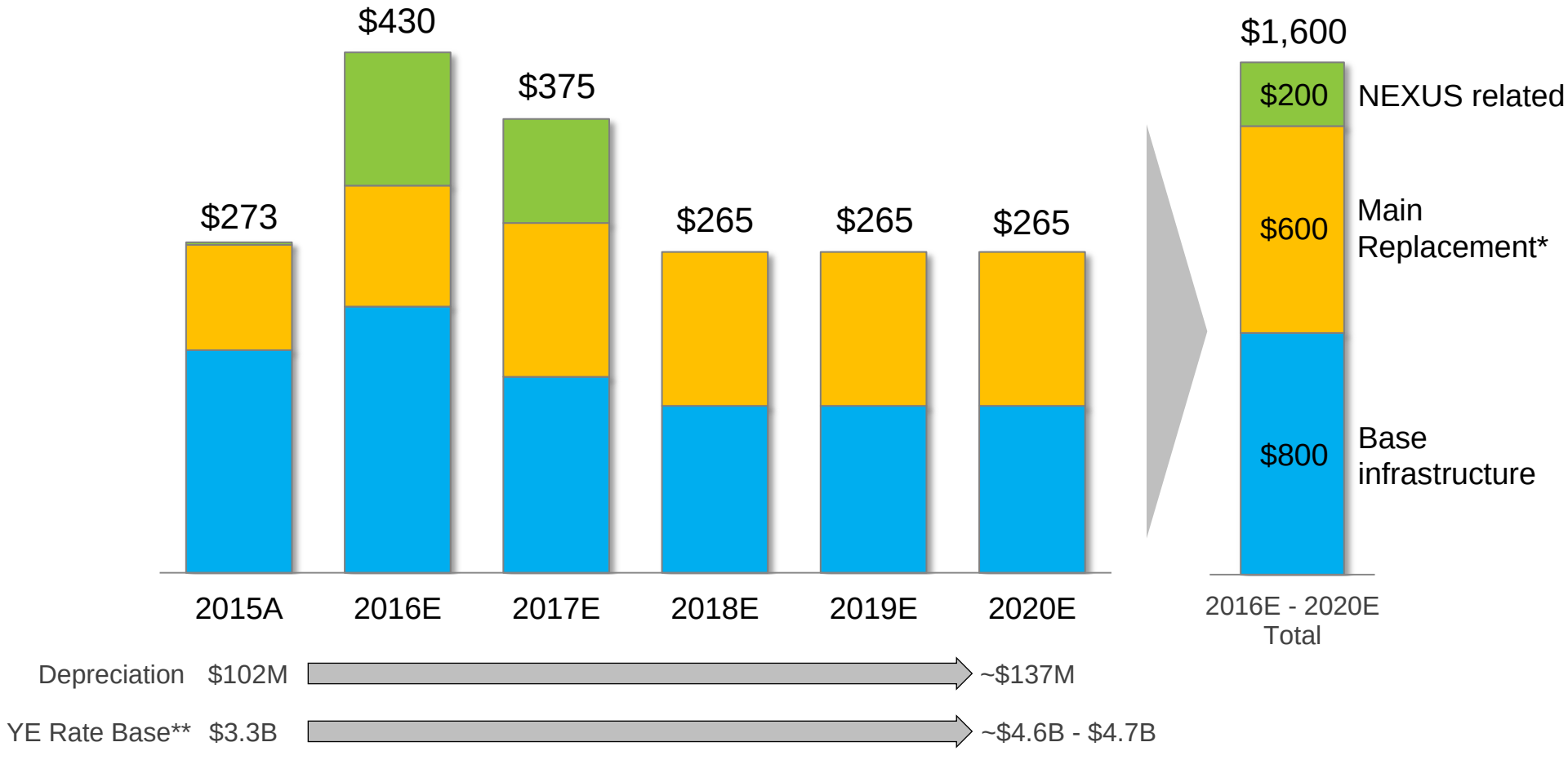
* Includes power reliability, existing generation maintenance, AMI, Ludington expansion and other investments

** Includes working capital and rate base associated with surcharges

DTE Gas plans $1.6 billion of investments over the next 5 years

(millions)

Targeting 7% - 8% growth



* Includes main renewal, meter move-out and pipeline integrity

** Includes working capital

DTE rate case highlights

DTE Electric Rate Case 2014

Approved by MPSC on December 11, 2015

- Rate recovery: $243 million
- Test year: July 1, 2015 to June 30, 2016
- Return on Equity: 10.3%
- Cost of Capital: 5.70%
- Capital Structure: 50% debt, 50% equity
- Rate Base: $13.4 billion

DTE Gas Rate Case 2015

Filed December 18, 2015

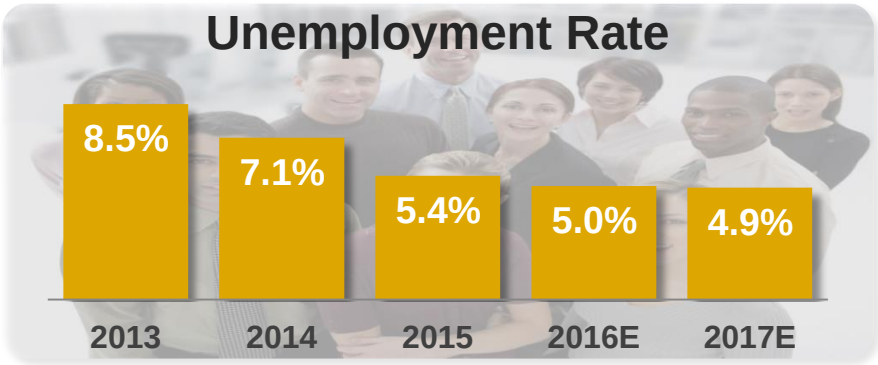
- Requested rate recovery: $183 million
- Test year: November 1, 2016 to October 31, 2017
- Staff/Intervenor testimony: May 2016
- Self implementation: on or after November 1, 2016
- Return on Equity: 10.75%
- Cost of Capital: 6.04%
- Capital Structure: 52% equity, 48% debt
- Rate Base: $3.7 billion
- Last rate case order December 2012

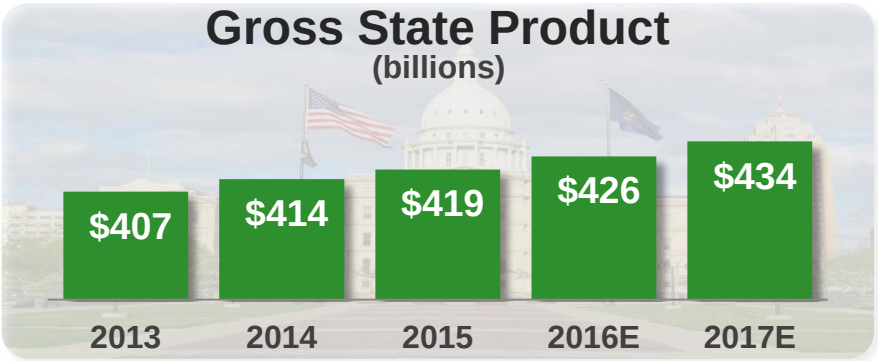
DTE Electric Rate Case 2016

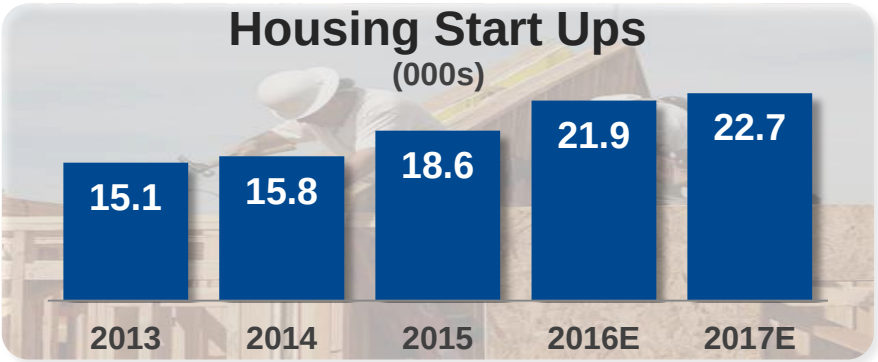
Filed February 1, 2016

- Requested rate recovery: $344 million
- Test year: August 1, 2016 to July 31, 2017
- Staff/Intervenor testimony: July 2016
- Self implementation: on or after August 1, 2016
- Return on Equity: 10.5%
- Cost of Capital: 5.71%
- Capital Structure: 50% debt, 50% equity
- Rate Base: $14.5 billion

Michigan's economy continues to improve







Source: IHS

Lowest unemployment since 2001

Most new manufacturing jobs since 2009*

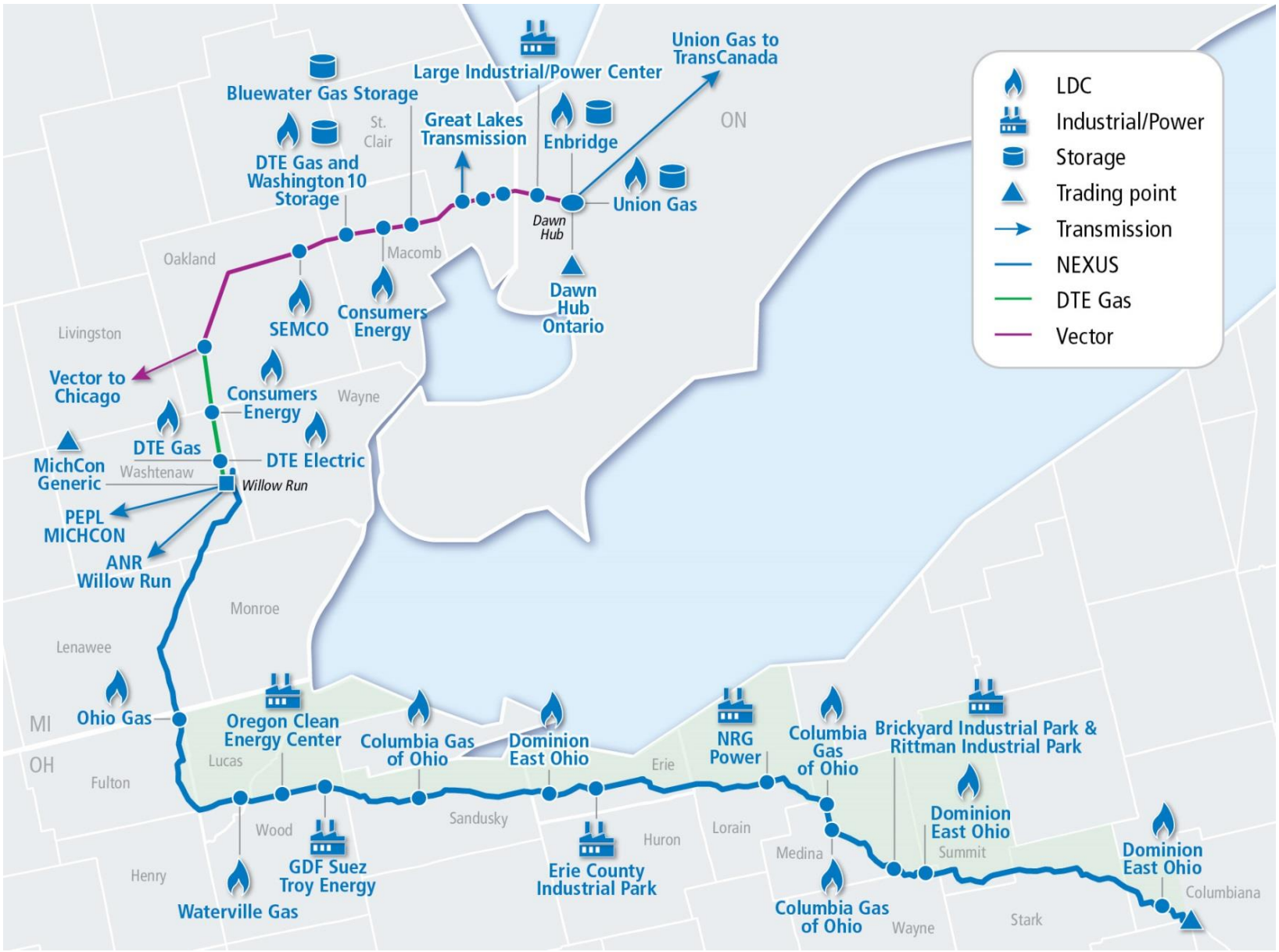
Ranked **Top 10** in pro-business 50 state rankings**

Greatest improved state addressing 21st century challenges***

7th most competitive state for job creation****

* Source: State of Michigan website
** Source: Pollina Corporate/Aedi Pro-Business 50 State Rankings
*** Source: American Economic Institute
**** Source: Site Selection magazine

Interconnect agreements provide strong support on the NEXUS path up to 1.75 Bcf/d



1st Quarter 2016 Reconciliation of Reported to Operating Earnings

Use of Operating Earnings Information – DTE Energy management believes that operating earnings provide a more meaningful representation of the company's earnings from ongoing operations and uses operating earnings as the primary performance measurement for external communications with analysts and investors. Internally, DTE Energy uses operating earnings to measure performance against budget and to report to the Board of Directors. Operating earnings are presented both with and without Energy Trading. The term "Growth Segments" refers to DTE Energy without Energy Trading and represents the business segments that management expects to generate earnings growth going forward.

1Q 2016

Net Income (millions)

	DTE Electric	DTE Gas	Gas Storage and Pipelines	Power and Industrial Projects	Corporate and Other	Growth Segments	Energy Trading	DTE Energy
Reported Earnings	$ 127	$ 87	$ 30	$ 17	$ (7)	$ 254	$ (7)	$ 247
Plant closure	-	-	-	4	-	4	-	4
Certain mark-to-market transactions	-	-	-	-	-	-	23	23
Operating Earnings	$ 127	$ 87	$ 30	$ 21	$ (7)	$ 258	$ 16	$ 274

1Q 2016

EPS

	DTE Electric	DTE Gas	Gas Storage and Pipelines	Power and Industrial Projects	Corporate and Other	Growth Segments	Energy Trading	DTE Energy
Reported Earnings	$ 0.71	$ 0.48	$ 0.17	$ 0.09	$ (0.04)	$ 1.41	$ (0.04)	$ 1.37
Plant closure	-	-	-	0.02	-	0.02	-	0.02
Certain mark-to-market transactions	-	-	-	-	-	-	0.13	0.13
Operating Earnings	$ 0.71	$ 0.48	$ 0.17	$ 0.11	$ (0.04)	$ 1.43	$ 0.09	$ 1.52

1st Quarter 2015 Reconciliation of Reported to Operating Earnings

Use of Operating Earnings Information – DTE Energy management believes that operating earnings provide a more meaningful representation of the company's earnings from ongoing operations and uses operating earnings as the primary performance measurement for external communications with analysts and investors. Internally, DTE Energy uses operating earnings to measure performance against budget and to report to the Board of Directors. Operating earnings are presented both with and without Energy Trading. The term "Growth Segments" refers to DTE Energy without Energy Trading and represents the business segments that management expects to generate earnings growth going forward.

1Q 2015 **Net Income (millions)**

	DTE Electric	DTE Gas	Gas Storage and Pipelines	Power and Industrial Projects	Corporate and Other	Growth Segments	Energy Trading	DTE Energy
Reported Earnings	$ 136	$ 111	$ 27	$ 33	$ (25)	$ 282	$ (9)	$ 273
Natural gas pipeline refund	-	-	-	-	-	-	(10)	(10)
Certain mark-to-market transactions	-	-	-	-	-	-	31	31
Operating Earnings	$ 136	$ 111	$ 27	$ 33	$ (25)	$ 282	$ 12	$ 294

1Q 2015 **EPS**

	DTE Electric	DTE Gas	Gas Storage and Pipelines	Power and Industrial Projects	Corporate and Other	Growth Segments	Energy Trading	DTE Energy
Reported Earnings	$ 0.76	$ 0.62	$ 0.15	$ 0.19	$ (0.14)	$ 1.58	$ (0.05)	$ 1.53
Natural gas pipeline refund	-	-	-	-	-	-	(0.06)	(0.06)
Certain mark-to-market transactions	-	-	-	-	-	-	0.18	0.18
Operating Earnings	$ 0.76	$ 0.62	$ 0.15	$ 0.19	$ (0.14)	$ 1.58	$ 0.07	$ 1.65

2011 – 2015 Full Year
Reconciliation of Reported to Operating Earnings

Use of Operating Earnings Information – DTE Energy management believes that operating earnings provide a more meaningful representation of the company's earnings from ongoing operations and uses operating earnings as the primary performance measurement for external communications with analysts and investors. Internally, DTE Energy uses operating earnings to measure performance against budget and to report to the Board of Directors.

	Net Income (millions)					EPS				
	2011	2012	2013	2014	2015	2011	2012	2013	2014	2015
DTE Energy Reported Earnings	**$ 711**	**$ 610**	**$ 661**	**$ 905**	**$ 727**	**$4.18**	**$3.55**	**$3.76**	**$5.10**	**$4.05**
DTE Electric										
Fermi 1 asset retirement obligation	9					0.05				
2011/2012 PSCR disallowance					12					0.07
Tree trimming disallowance					8					0.05
DTE Gas										
Gas Storage & Pipelines										
Power & Industrial Projects										
Coke oven gas settlement		7					0.04			
Chicago Fuels terminal sale		2					0.01			
Pet coke mill impairment		1					0.01			
Asset impairment			4					0.02		
Contract termination					10					0.05
Plant closure					69					0.39
Energy Trading										
Certain mark-to-market transactions			55	(102)	47			0.31	(0.57)	0.26
Natural gas pipeline refund					(10)					(0.05)
Corporate & Other										
Michigan corporate income tax adj.	(87)					(0.50)				
Investment impairment				5					0.03	
NY state tax law change				8					0.04	
Unconventional Gas										
Discontinued operations	3	56				0.02	0.33			
DTE Energy Operating Earnings	**$ 636**	**$ 676**	**$ 720**	**$ 816**	**$ 863**	**$3.75**	**$3.94**	**$4.09**	**$4.60**	**$4.82**

Reconciliation of Other Reported to Operating Earnings

Use of Operating Earnings Information – DTE Energy management believes that operating earnings provide a more meaningful representation of the company's earnings from ongoing operations and uses operating earnings as the primary performance measurement for external communications with analysts and investors. Internally, DTE Energy uses operating earnings to measure performance against budget and to report to the Board of Directors.

In this presentation, DTE Energy provides guidance for future period operating earnings. It is likely that certain items that impact the company's future period reported results will be excluded from operating results. A reconciliation to the comparable future period reported earnings is not provided because it is not possible to provide a reliable forecast of specific line items. These items may fluctuate significantly from period to period and may have a significant impact on reported earnings.

For comparative purposes, 2011 and 2012 operating earnings exclude the Unconventional Gas Production segment that was classified as a discontinued operation on 12/31/2012.