DTE Energy®

Business Update

December 9 - 10, 2014








Safe Harbor Statement

The information contained herein is as of the date of this presentation. Many factors may impact forward-looking statements including, but not limited to, the following: impact of regulation by the FERC, MPSC, NRC, CFTC and 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 Customer Choice programs; economic conditions and population changes in our geographic area resulting in changes in demand, customer conservation and increased thefts of electricity and natural gas; environmental issues, laws, regulations, and the increased 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; the potential for losses on investments, including nuclear decommissioning and benefit plan assets and the related increases in future expense and contributions; volatility in the short-term natural gas storage markets impacting third-party storage revenues; volatility in commodity markets; deviations in weather and related risks impacting the results of our energy trading operations; 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 construction 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 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 our 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” sections in each of DTE Energy’s and DTE Electric’s 2013 Forms 10-K and 2014 Forms 10-Q (which sections are incorporated herein by reference), 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



DTE Gas

Natural gas transmission, storage and distribution

Complementary Non-Utility Businesses

~20% of total earnings



Gas Storage & Pipelines

Transport and store natural gas



Power & Industrial Projects

Own and operate energy related assets



Energy Trading

Generate economic value and provide strategic benefits

DTE's earnings are ~95% regulated or contracted, consisting of electric and gas utilities, FERC regulated pipelines and long-term contracted energy projects

Our business strategy is fundamental to how we create value for our investors

- ✓ Utility growth plan driven by infrastructure investments
- ✓ Strategic, transparent, low-risk growth opportunities in non-utility businesses provide diversity in earnings and geography
- ✓ Constructive regulatory structure and continued cost savings enable utilities to earn their authorized returns
- ✓ Operational excellence and customer satisfaction that are distinctive in our industry
- ✓ 60% – 70% dividend payout target and strong BBB credit rating

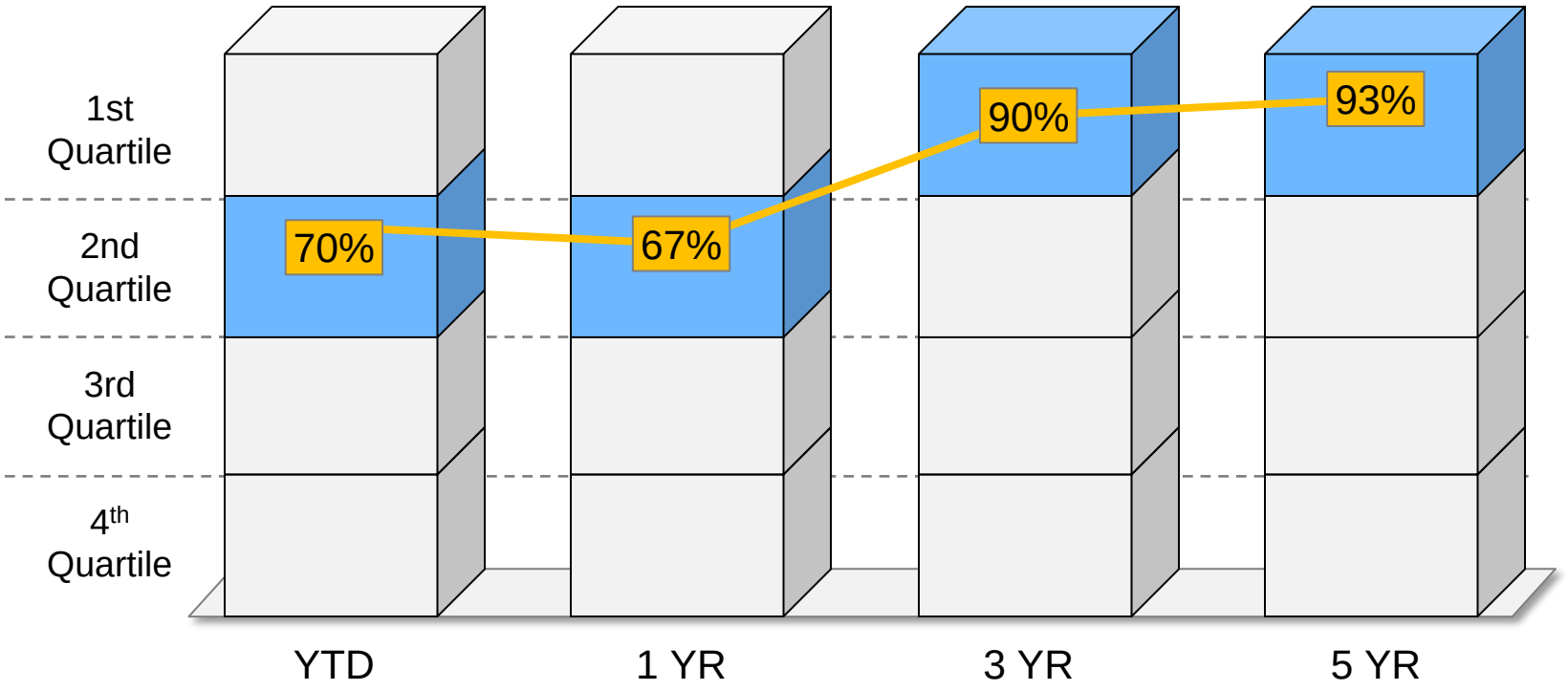
5% - 6% Annual EPS Growth

Attractive Dividend

Strong Balance Sheet

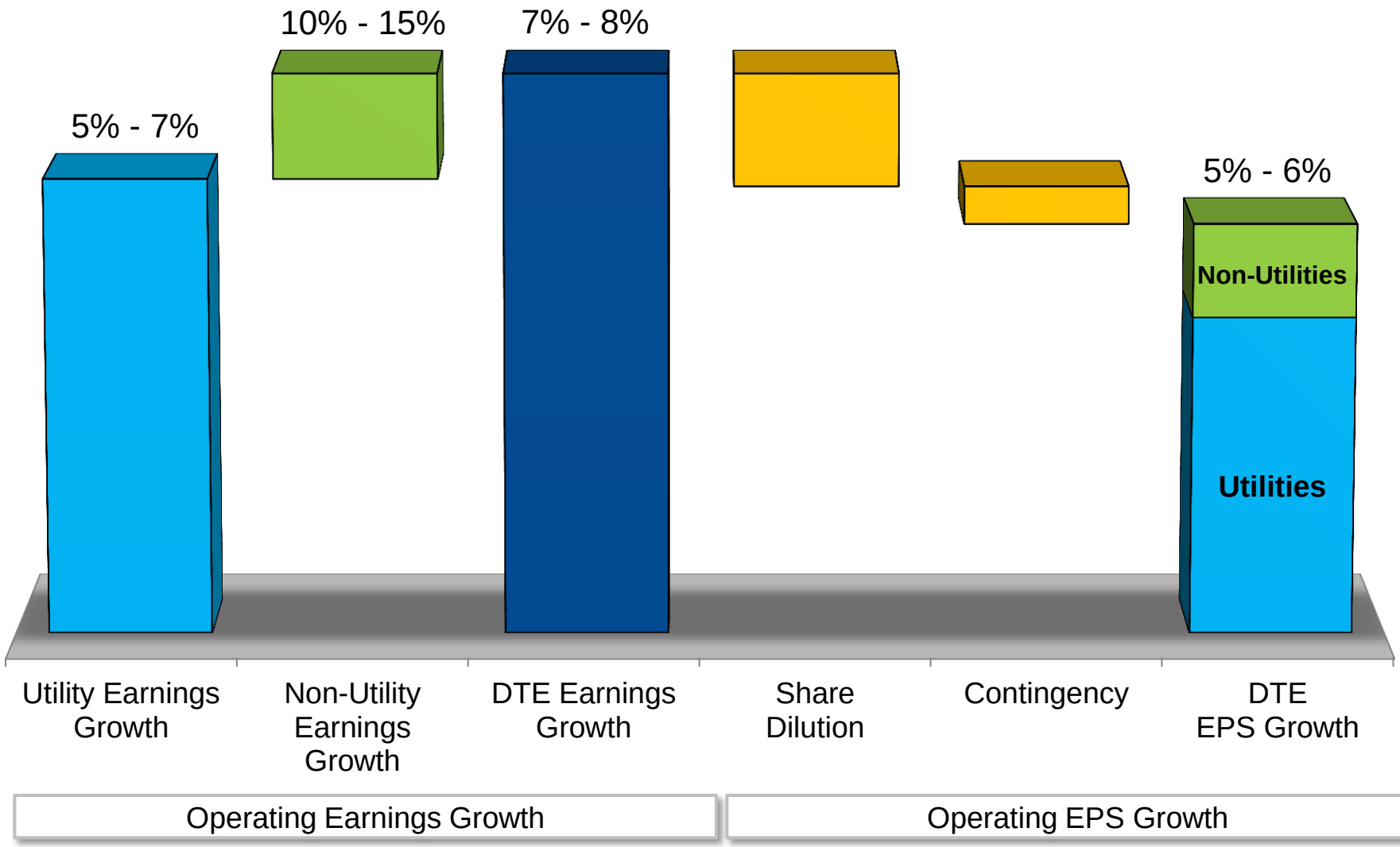
DTE has consistently delivered total shareholder return above the peer average

DTE Energy's Total Shareholder Return
Percentile Ranking Among S&P 500 Utilities



* As of October 31, 2014
Source: Thomson Reuters

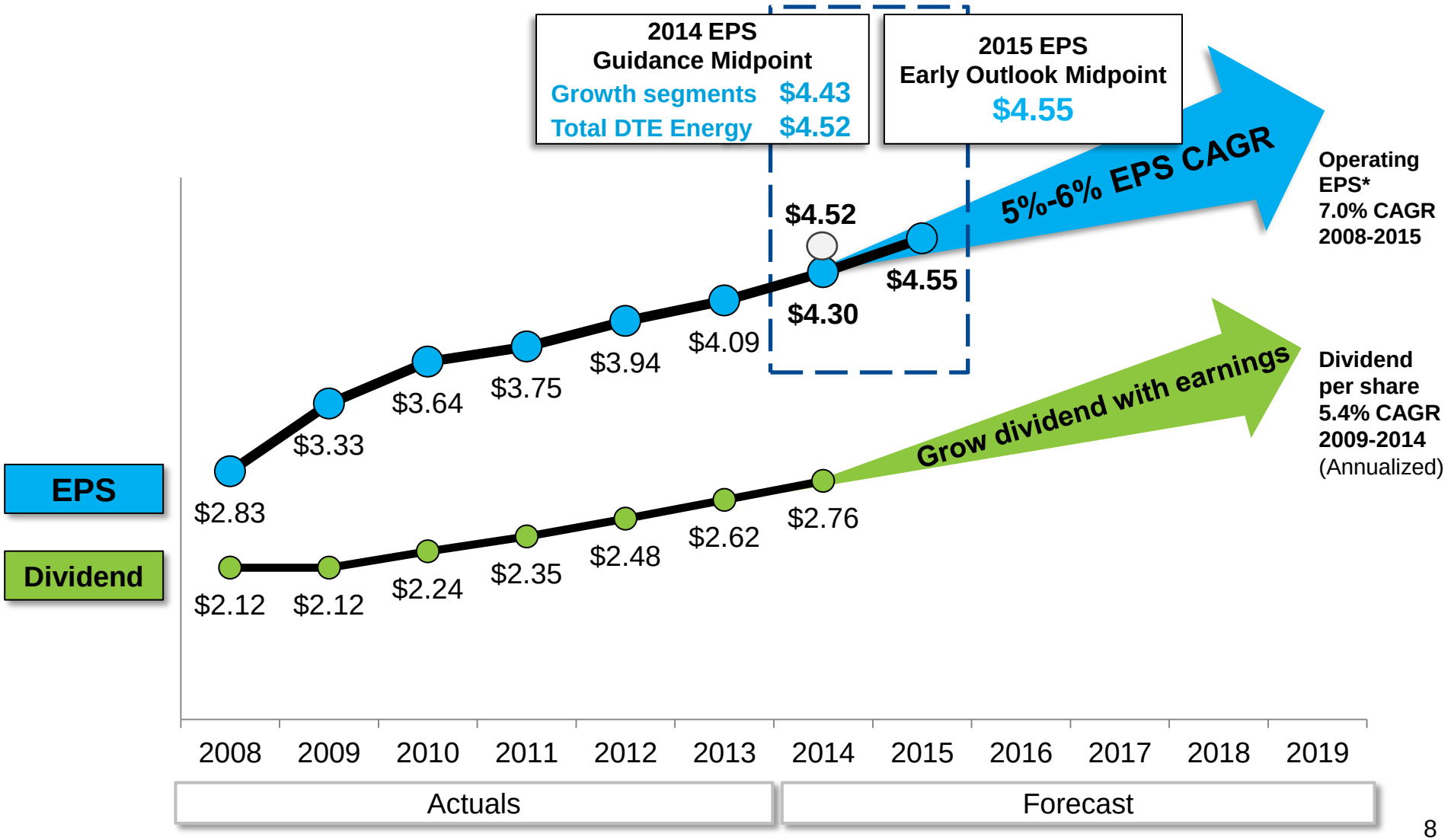
Our strong earnings growth opportunities coupled with our contingency planning gives us confidence in our ability to deliver 5% – 6% operating EPS* growth



* Reconciliation to GAAP reported earnings included in the appendix

We are raising our 2014 operating earnings* guidance to a midpoint of $4.52 per share; our 2015 early outlook midpoint of $4.55 EPS is 5.8% above our original 2014 guidance midpoint

(dollars per share)



* Reconciliation to GAAP reported earnings included in the appendix

We are increasing our 2014 operating earnings* guidance due to cold November weather and strong underlying business performance

(millions, except EPS)

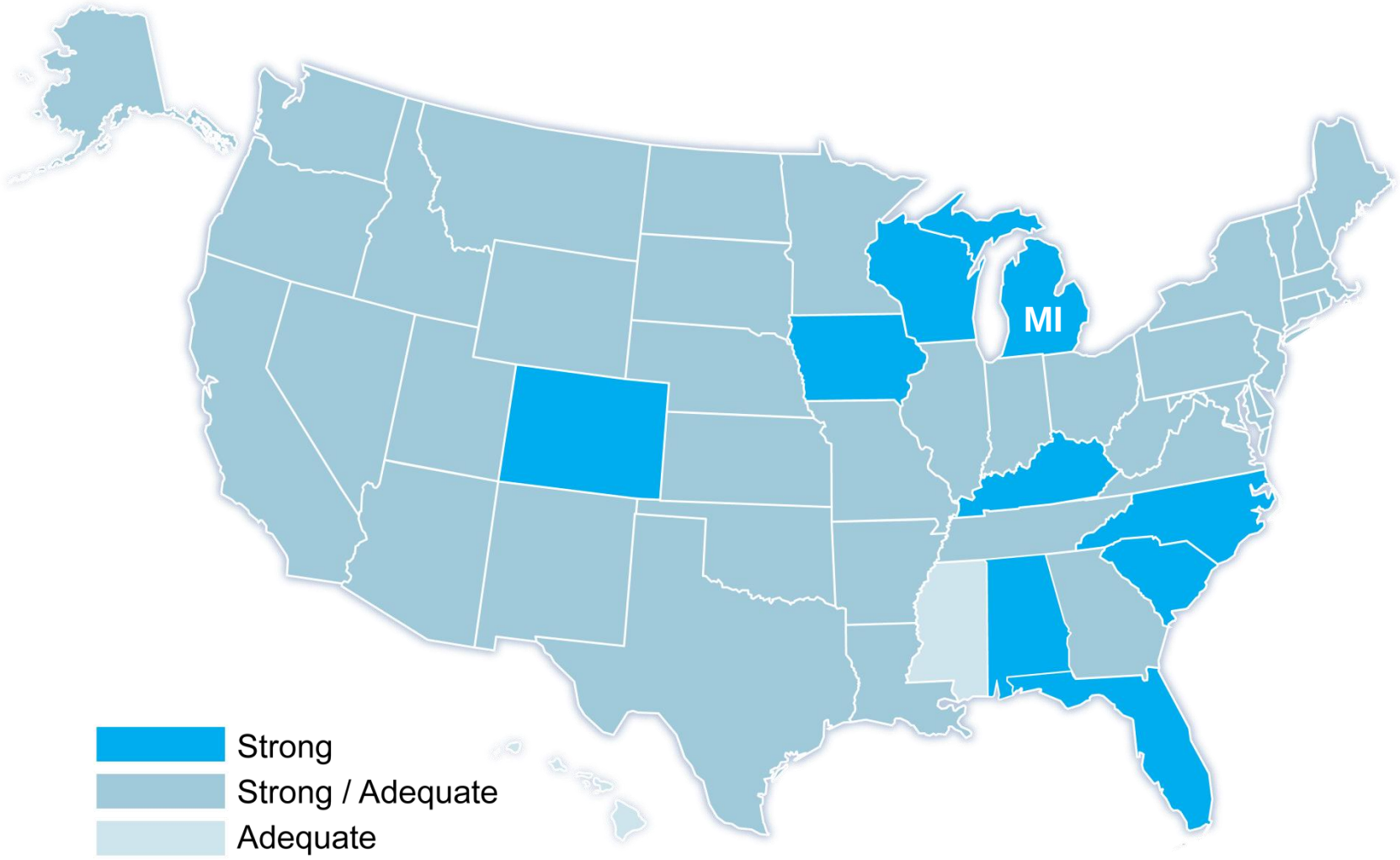
	2014 YTD 3Q Actuals	2014 Prior Guidance	2014 Revised Guidance		Guidance Drivers
DTE Electric	$400	$505 - $515	$510 - $520	↑	Cold November weather and lean actions
DTE Gas	109	134 - 139	140 - 145	↑	Cold November weather
Gas Storage & Pipelines	59	80	83	↑	Pipeline and gathering earnings
Power & Industrial Projects	66	90 - 95	90 - 95	✓	
Corporate & Other	(26)	(49) - (45)	(49) - (45)	✓	
Growth segments**	**$608**	**$760 - $784**	**$774 - $798**		
Growth segments operating EPS	**$3.44**	**$4.28 - $4.42**	**$4.36 - $4.50**		
Energy Trading	$1	$0	$10 - $20	↑	Accounting recognition of strong economic performance
DTE Energy	**$609**	**$760 - $784**	**$784 - $818**		
Operating EPS	**$3.44**	**$4.28 - $4.42**	**$4.42 - $4.62**	↑	
Avg. Shares Outstanding	177	177	177		

* Reconciliation to GAAP reported earnings included in the appendix

** Total DTE Energy excluding Energy Trading

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

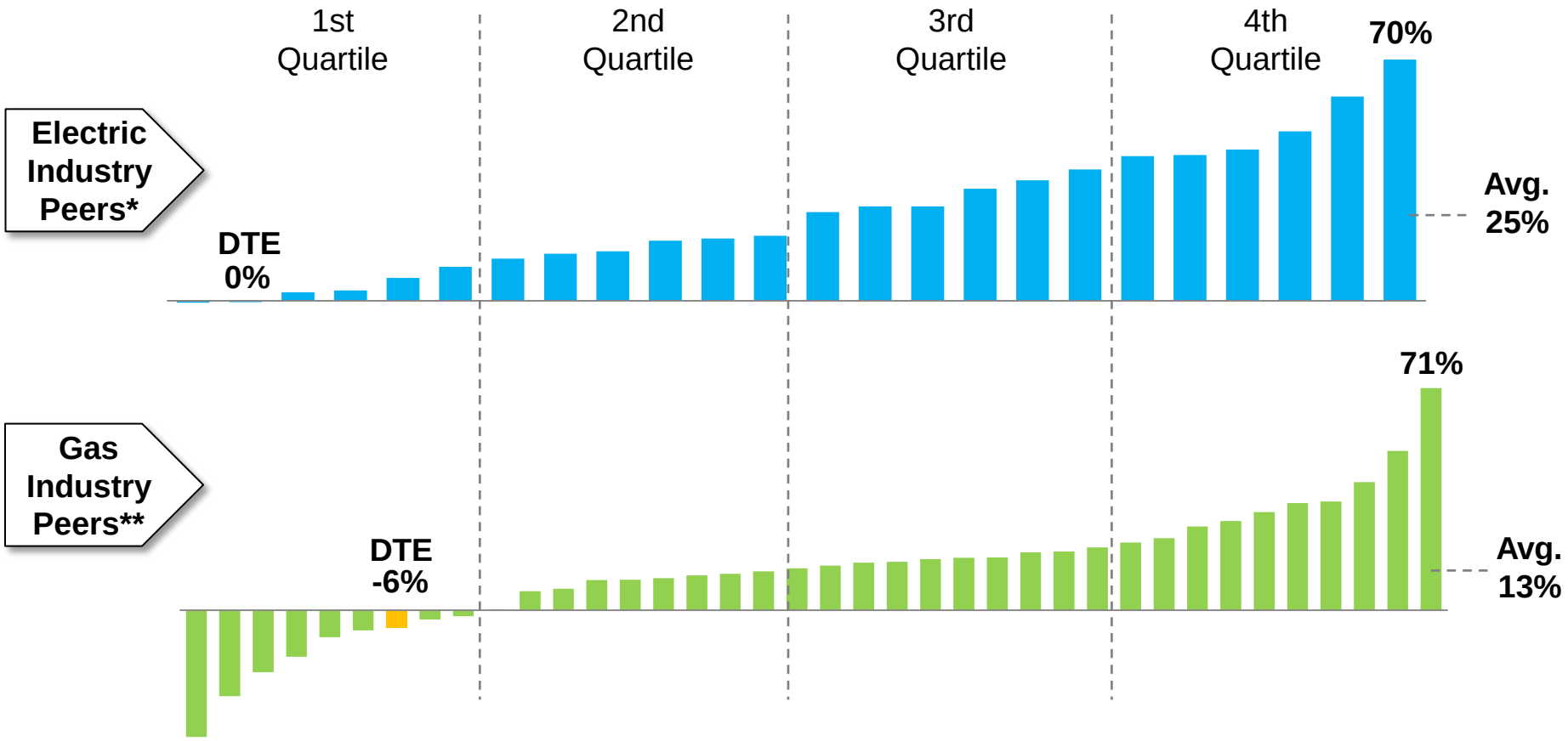
Michigan's regulatory environment is viewed as very constructive; we work hard to earn this every day



Source: Standard & Poor's, January 2014

DTE's continuous improvement capability has enabled us to lead the industry in cost management

2008 to 2013 Change in O&M Costs



Successfully offset ~$300 million of inflation from 2008 to 2013

* Source: SNL Financial, FERC Form 1; major US Electric Utilities with O&M > $800 million; excluding fuel and purchased power

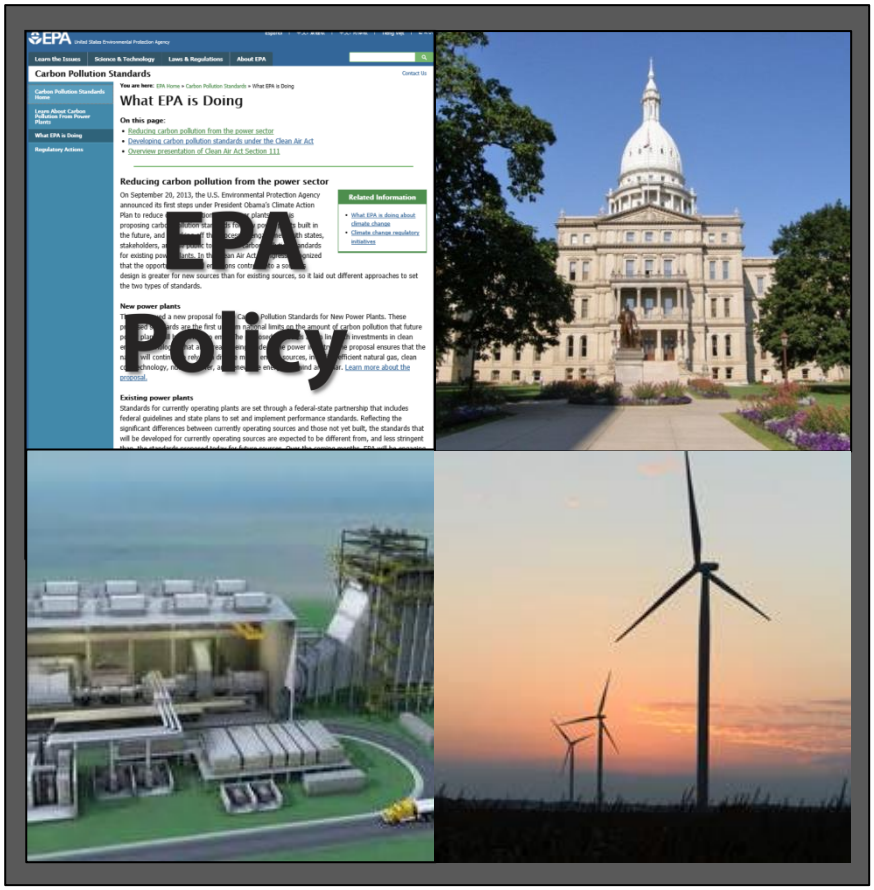
** Source: SNL Financial, FERC Form 2; gas distribution companies with greater than 300,000 customers; excluding production expense

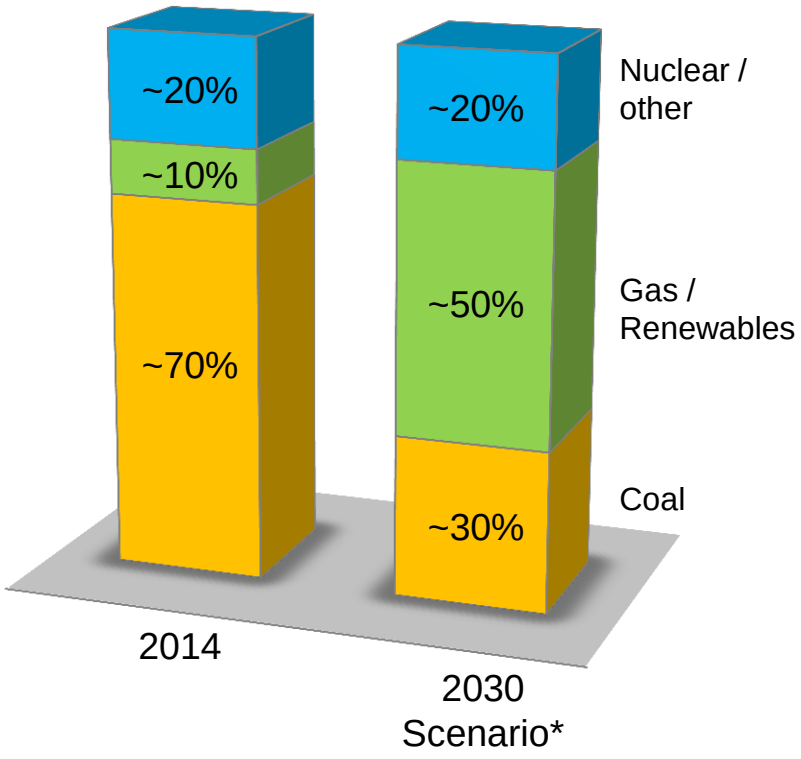
Our electric utility is investing $7.5 billion in three key areas through 2019

Targeting 5% - 6% growth



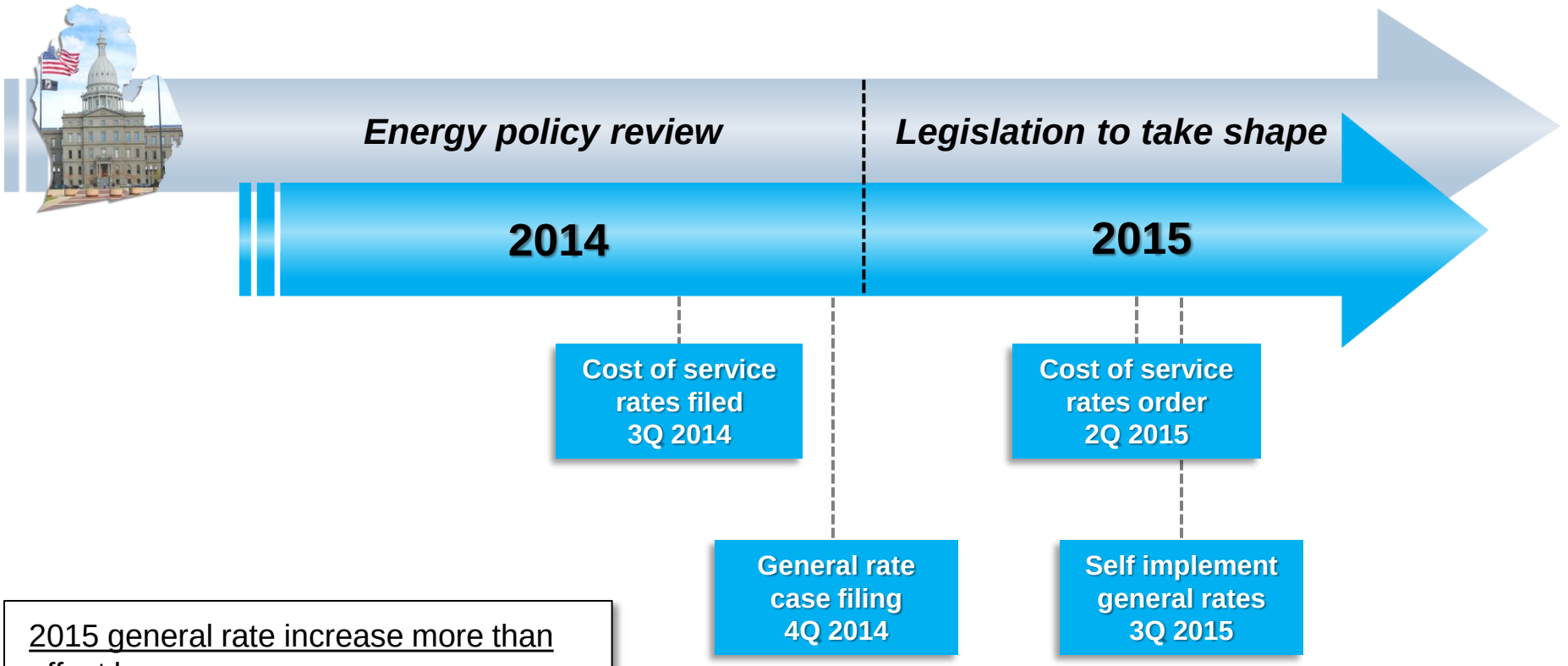
DTE will be transforming its generation mix by replacing coal with natural gas and renewables





* Ultimate timing and mix of generation impacted by MISO capacity requirements and Michigan and EPA policies

2015 will be a year of stepped up activity as we work through Michigan energy policy and electric rate cases



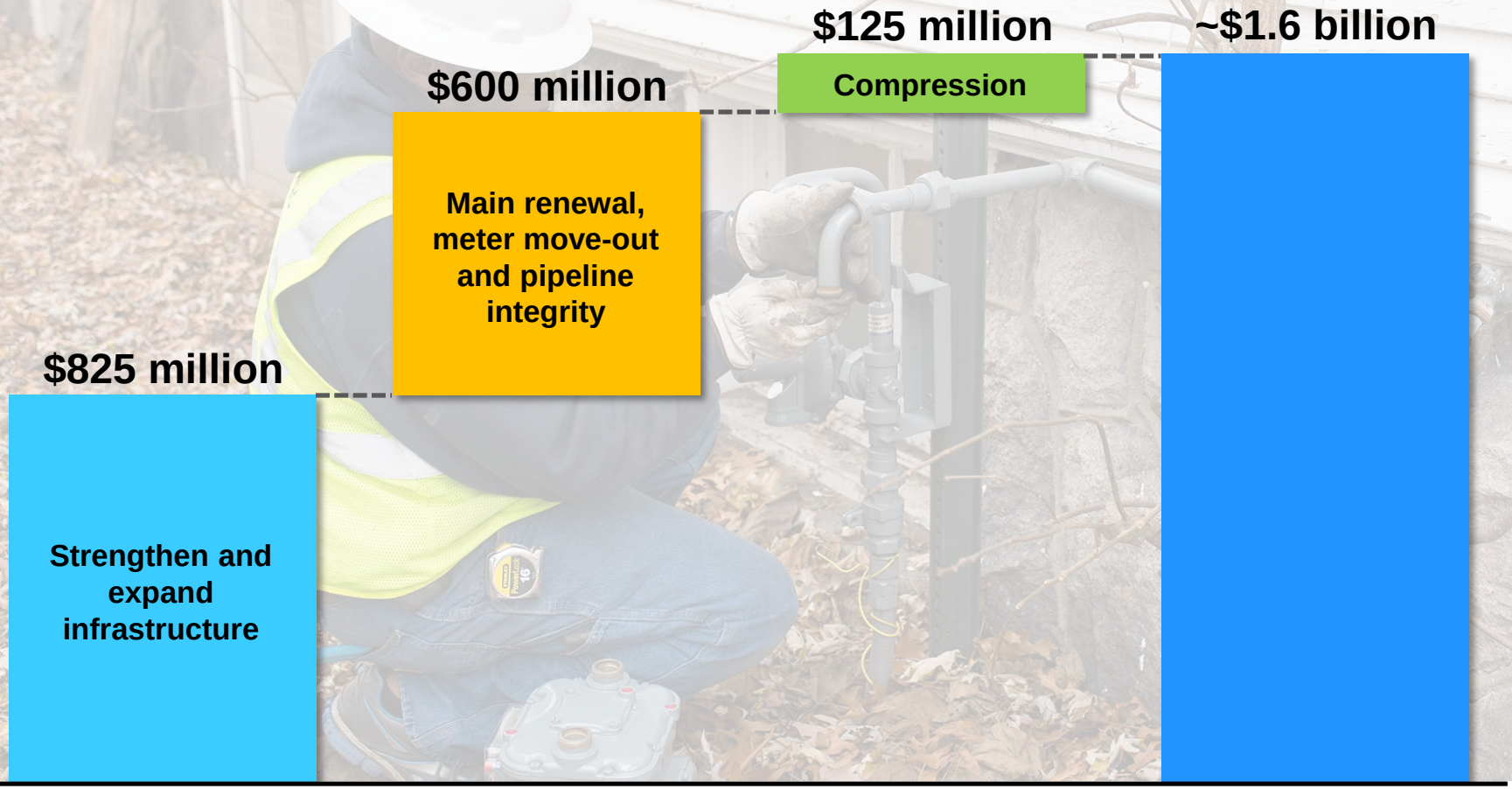
2015 general rate increase more than offset by:

- ✓ Renewable and other surcharge reductions in 2014 ↓6%*
- ✓ Nuclear bond securitization roll off in 2015 ↓6%*
- ✓ Potential change to retail access

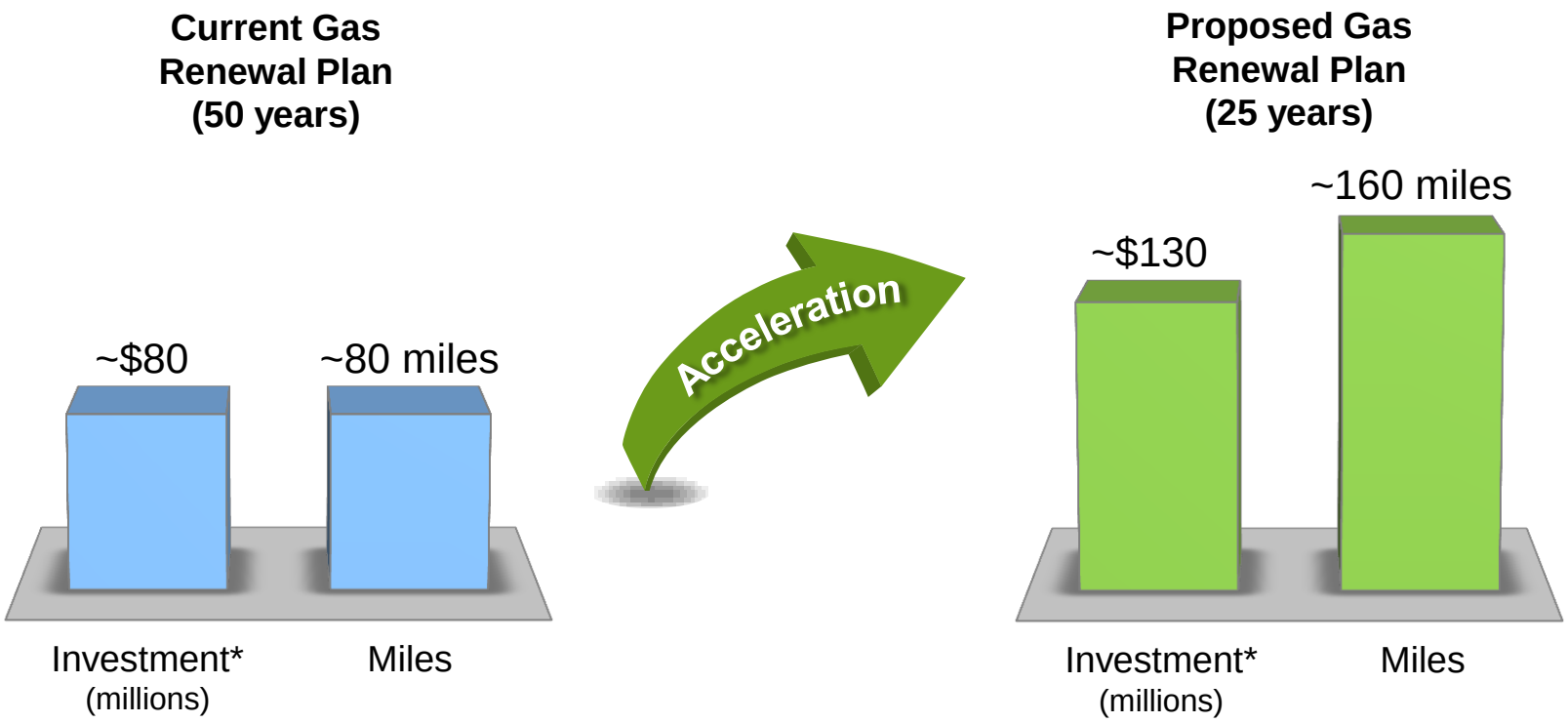
* Represents estimated average rate changes across all electric customer classes; securitization is netted with PSCR increase

Our gas utility is making $1.6 billion of reliability and infrastructure investments through 2019

Targeting 7% - 8% growth



Expanding to 160 miles per year by 2018 would reduce our planned main replacement cycle by approximately half



Key Components of Expanded Infrastructure Recovery Mechanism (IRM) Filing**

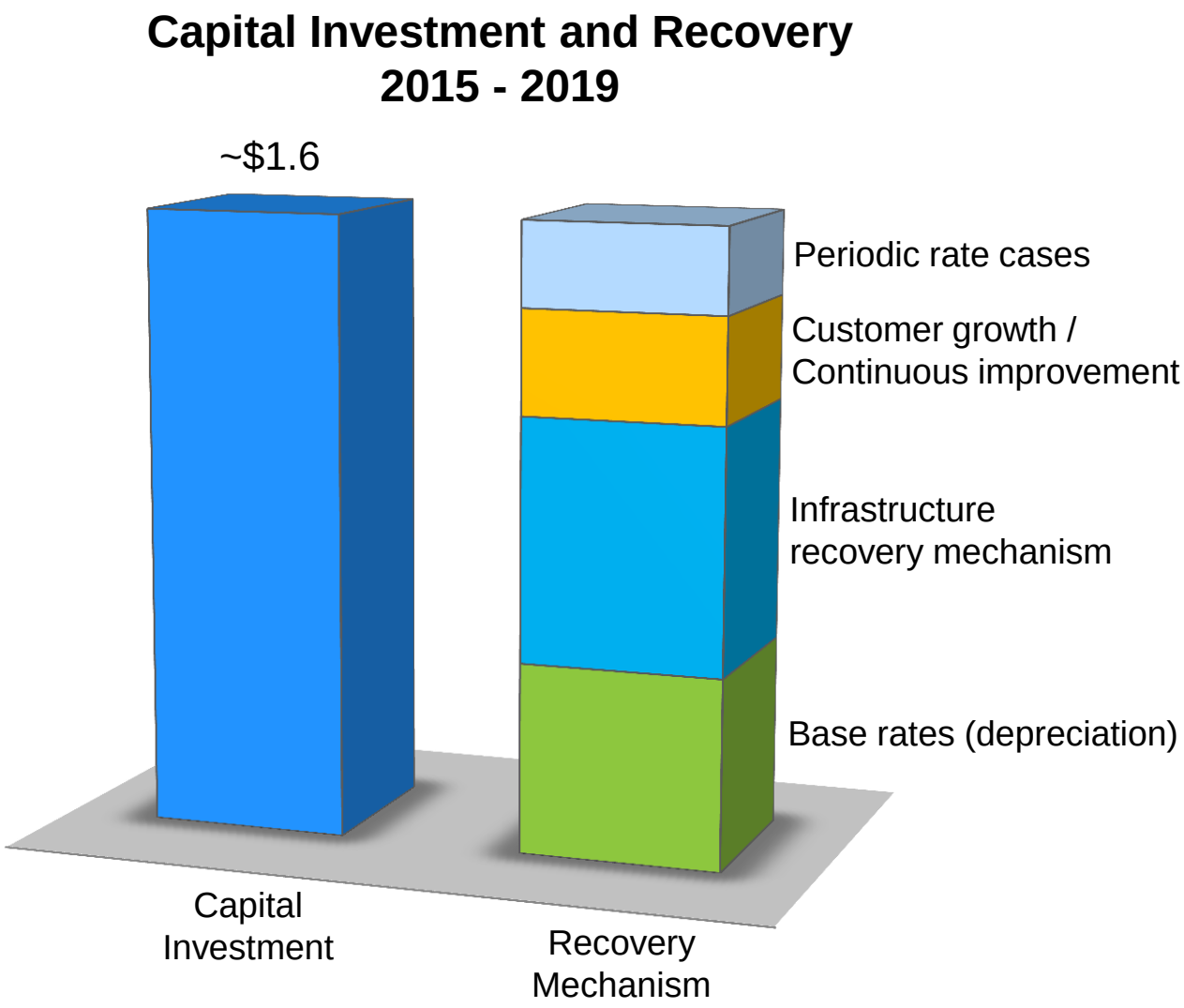
- ✓ Increase annual investment ~$50 million beginning January 2016
- ✓ Ramp up to 160 miles of annual main replacement begins in 2016
- ✓ Proposed surcharge to begin July 2016

* Infrastructure recovery mechanism consists of main replacement, meter move-out and pipeline integrity

** Main replacement application filed with the MPSC on November 12, 2014

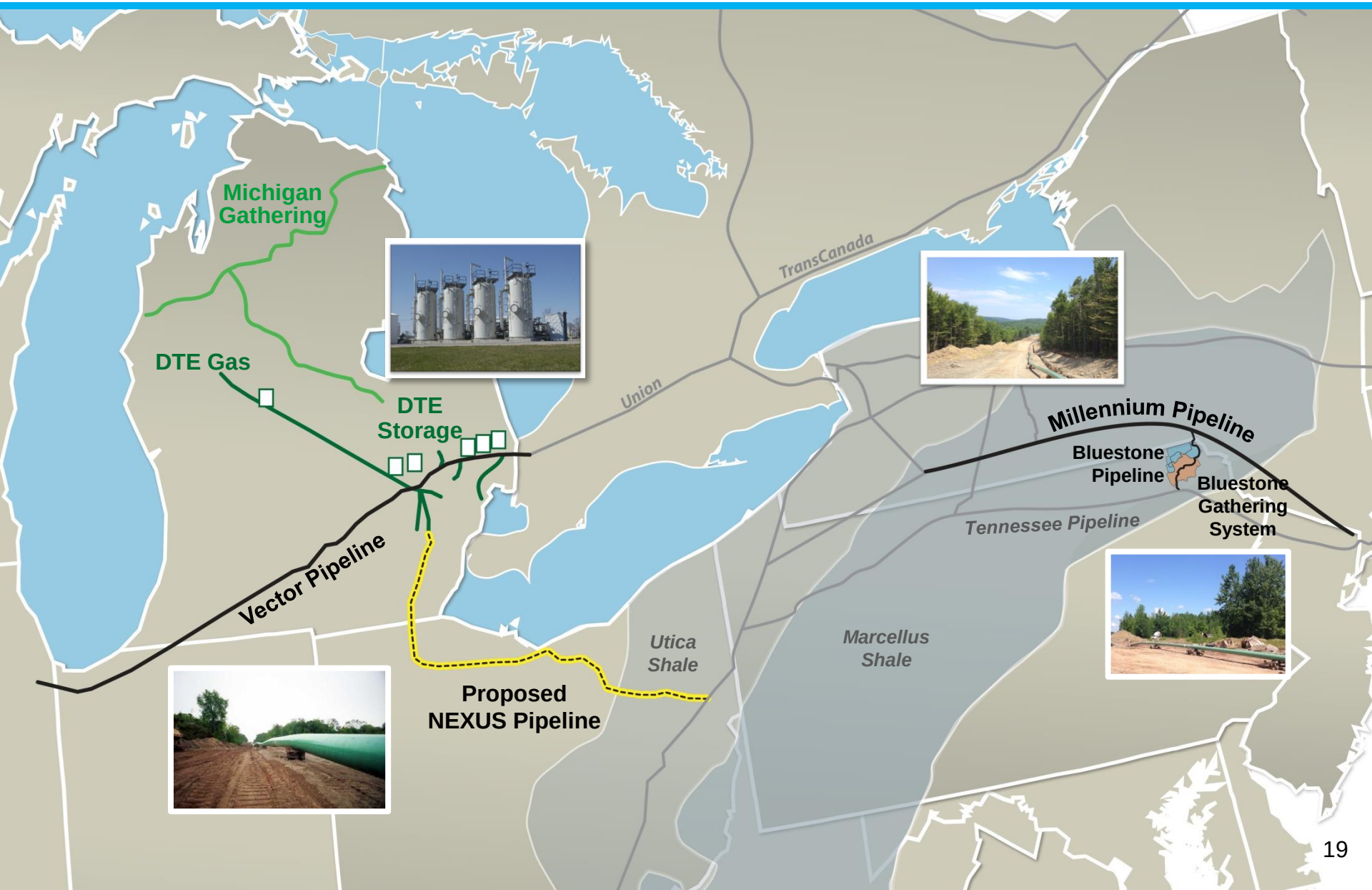
Recovery of DTE Gas capital investments will require periodic rate cases

(billions)



- Expect next general rate case filing in 2016/2017
- Target to keep annualized rate increases in low single digits

Gas Storage & Pipelines is developing an asset portfolio with multiple growth platforms



Gas Storage & Pipelines platforms drive growth through new projects and expansions



Pipeline Platform

- Bluestone Pipeline
- Millennium Pipeline
- Vector Pipeline
- Proposed NEXUS Pipeline



Gathering Platform

- Bluestone Gathering
- Michigan Gathering



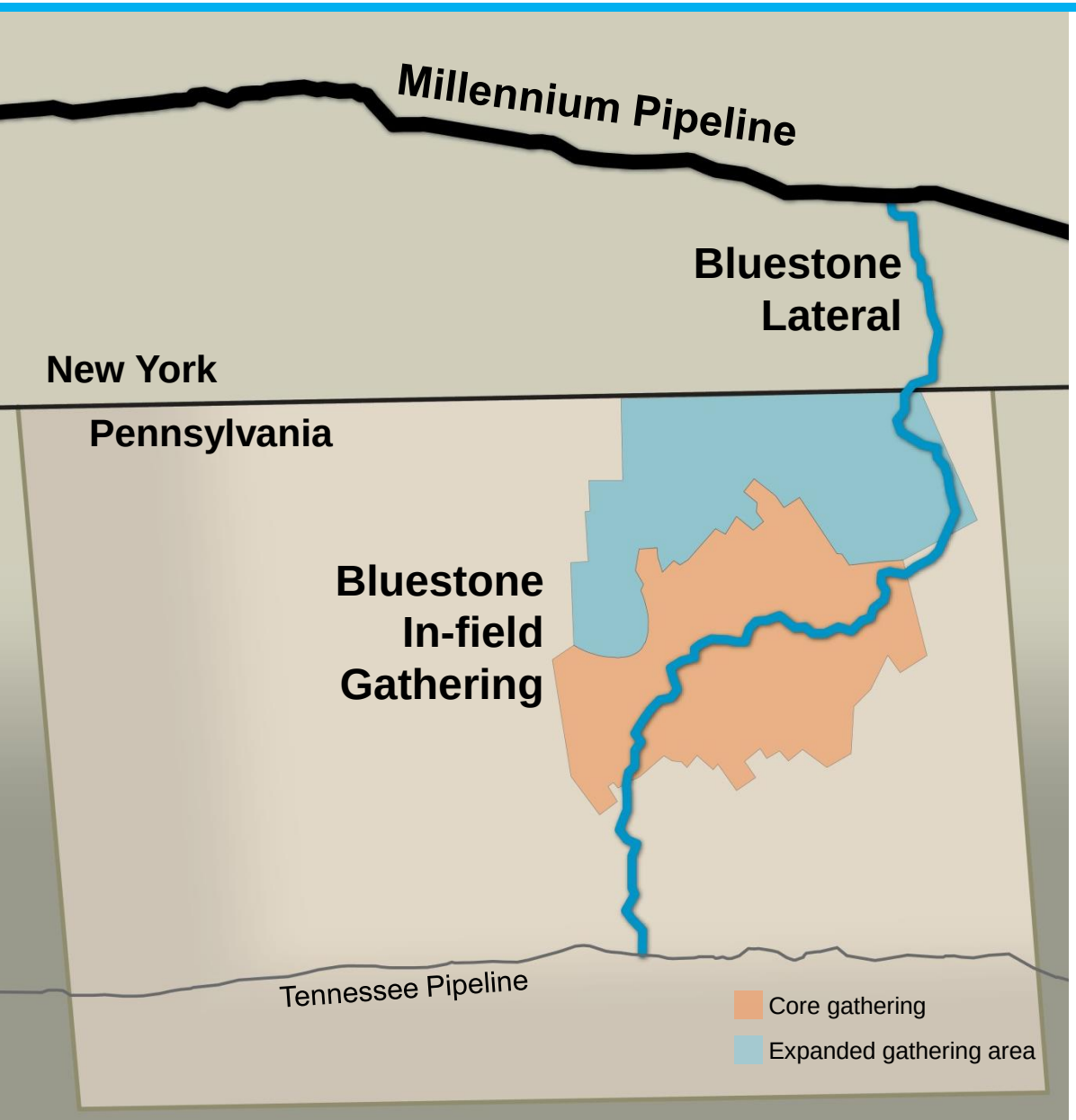
Storage Platform

- 91 Bcf of working capacity
- Strategically located between Chicago and Dawn trading hubs

Growth Strategy

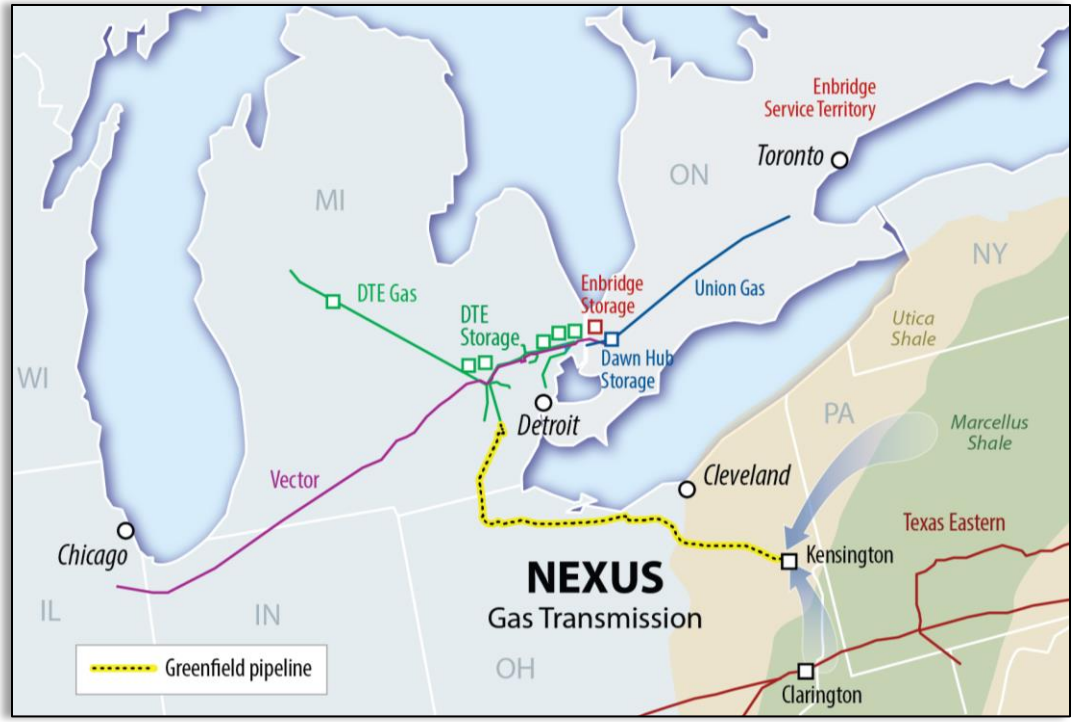
- ✓ Understand and anticipate opportunities in new resource plays
- ✓ Leverage existing foundational assets and build out incremental projects
- ✓ Develop greenfield pipes in partnership with peer energy companies
- ✓ Use relationships in utility industry to develop demand for investments

Expanding gathering footprint in the Marcellus shale

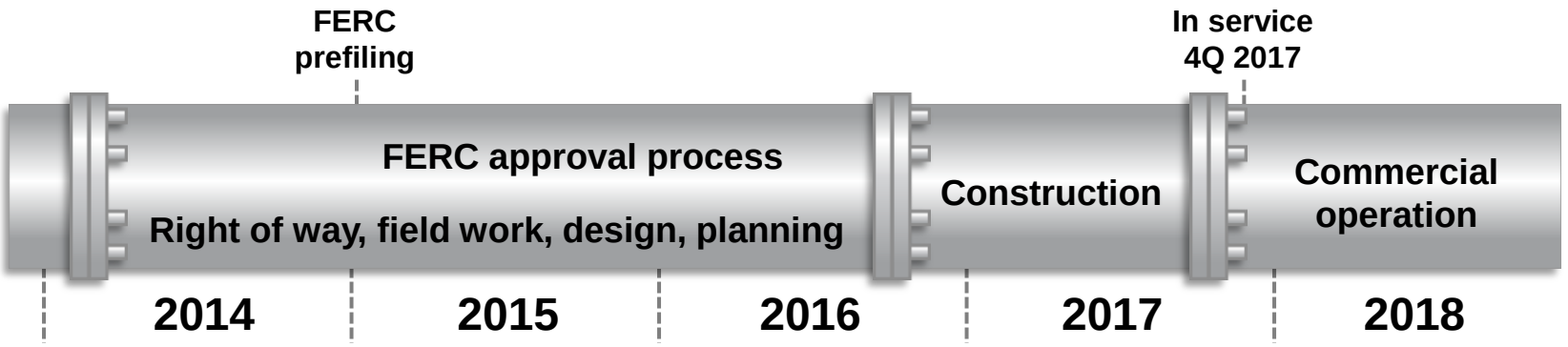


- Executed agreement to expand relationship with Southwestern Energy in November 2014
  - Increases gathering area and assets by 50%
  - Increases volumes on Bluestone lateral
- Pace of gathering development may drive acceleration of earnings growth

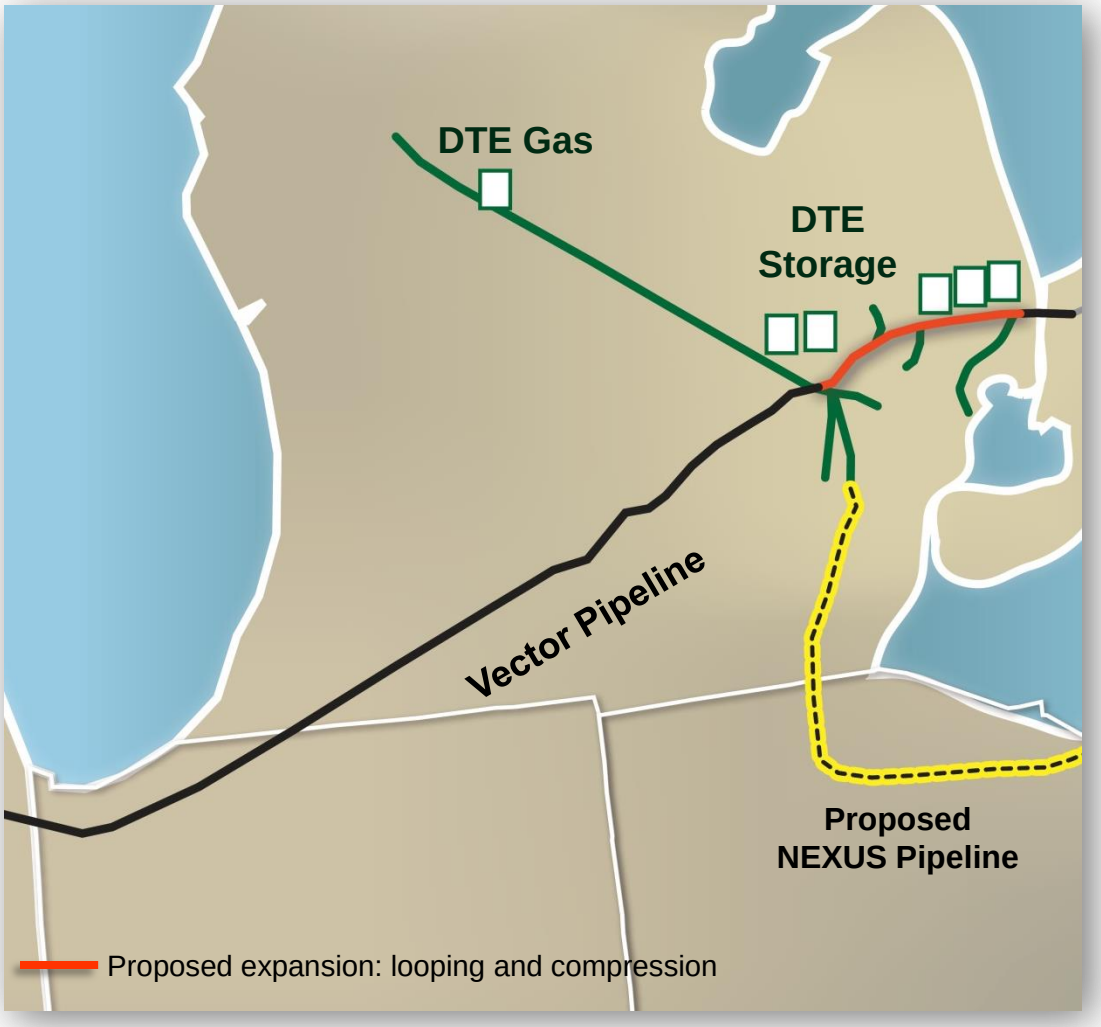
NEXUS continues to move forward to bring Utica and Southwest Marcellus gas to Michigan, Chicago and Ontario markets



- Agreements executed with LDC's and several key shippers; additional discussions underway
- Capacity 1.5 Bcf/day; scalable up to 2 Bcf/d
- DTE's expected investment is $700 million to $1 billion
- Significant right of way and field work underway

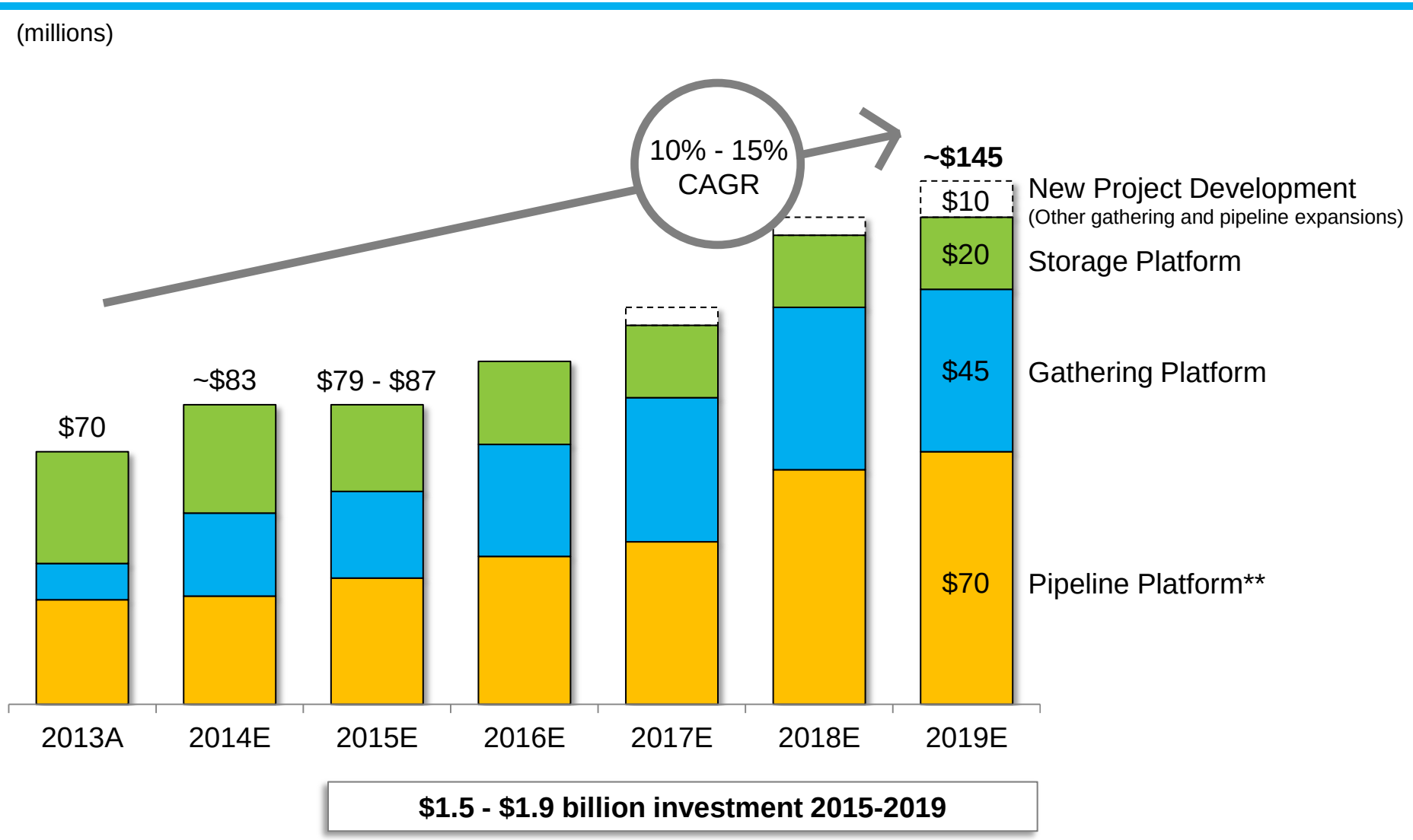


Vector Pipeline is evaluating expansion opportunities to provide increased capacity



- Binding open season completed; discussions with key shippers are progressing
- Goal of open season:
  - Recontracting current capacity
  - Incremental expansion opportunities
- Expected in-service date 4Q 2017

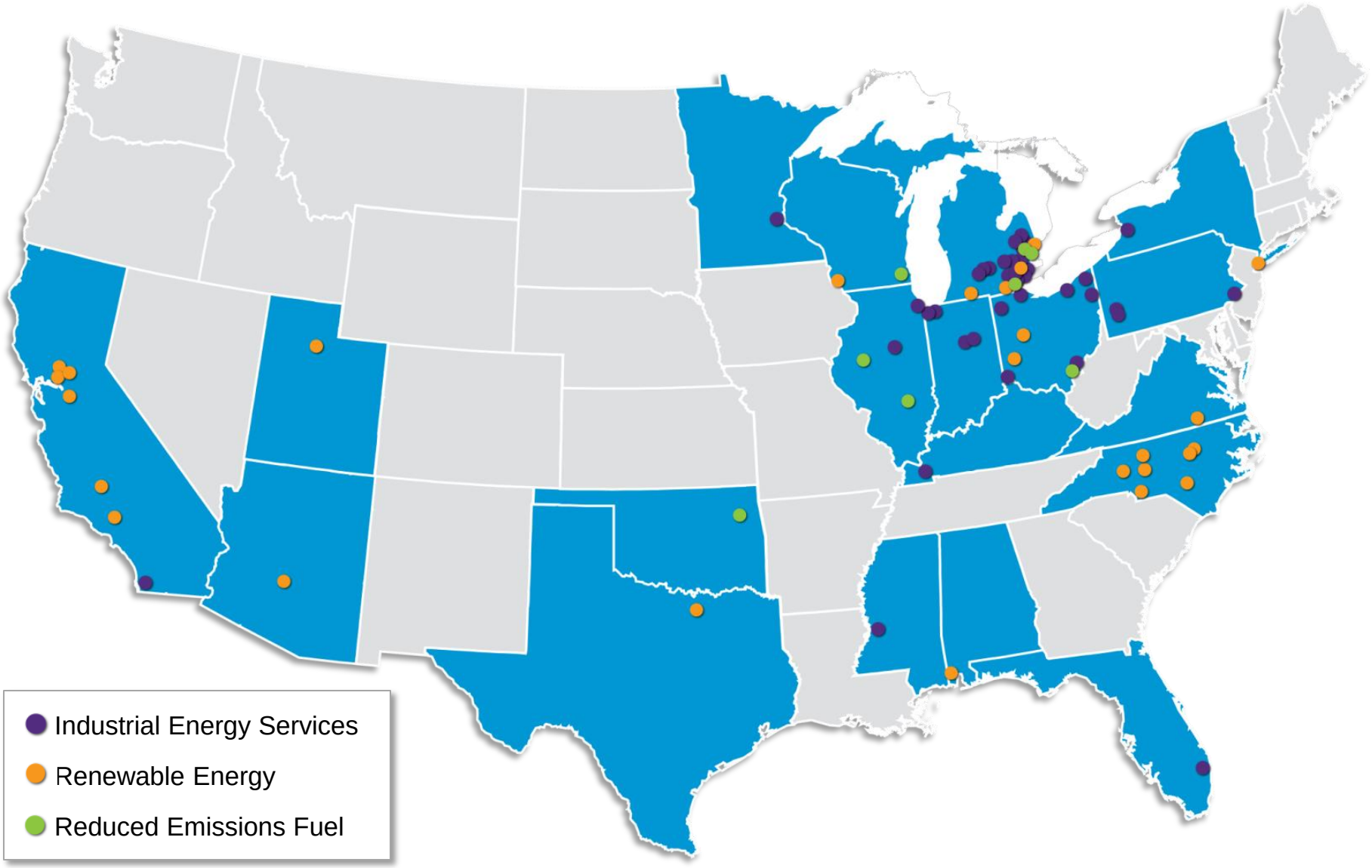
Gas Storage & Pipelines' operating earnings* potential is $145 million by 2019



* Reconciliation to GAAP reported earnings included in the appendix

** Includes Nexus at 33% ownership

Power & Industrial Projects (P&I) is focused in three key business lines across the country



Each business line is pursuing new opportunities contributing to P&I's growth aspirations



Industrial Energy Services

- On-site energy and utility services for industrial, commercial and institutional customers
- Long-term growth from existing expansions, greenfield projects and acquisitions



Renewable Energy

- Wood-fired power plants and landfill gas-to-energy
- Long-term growth opportunities at existing sites and acquisitions

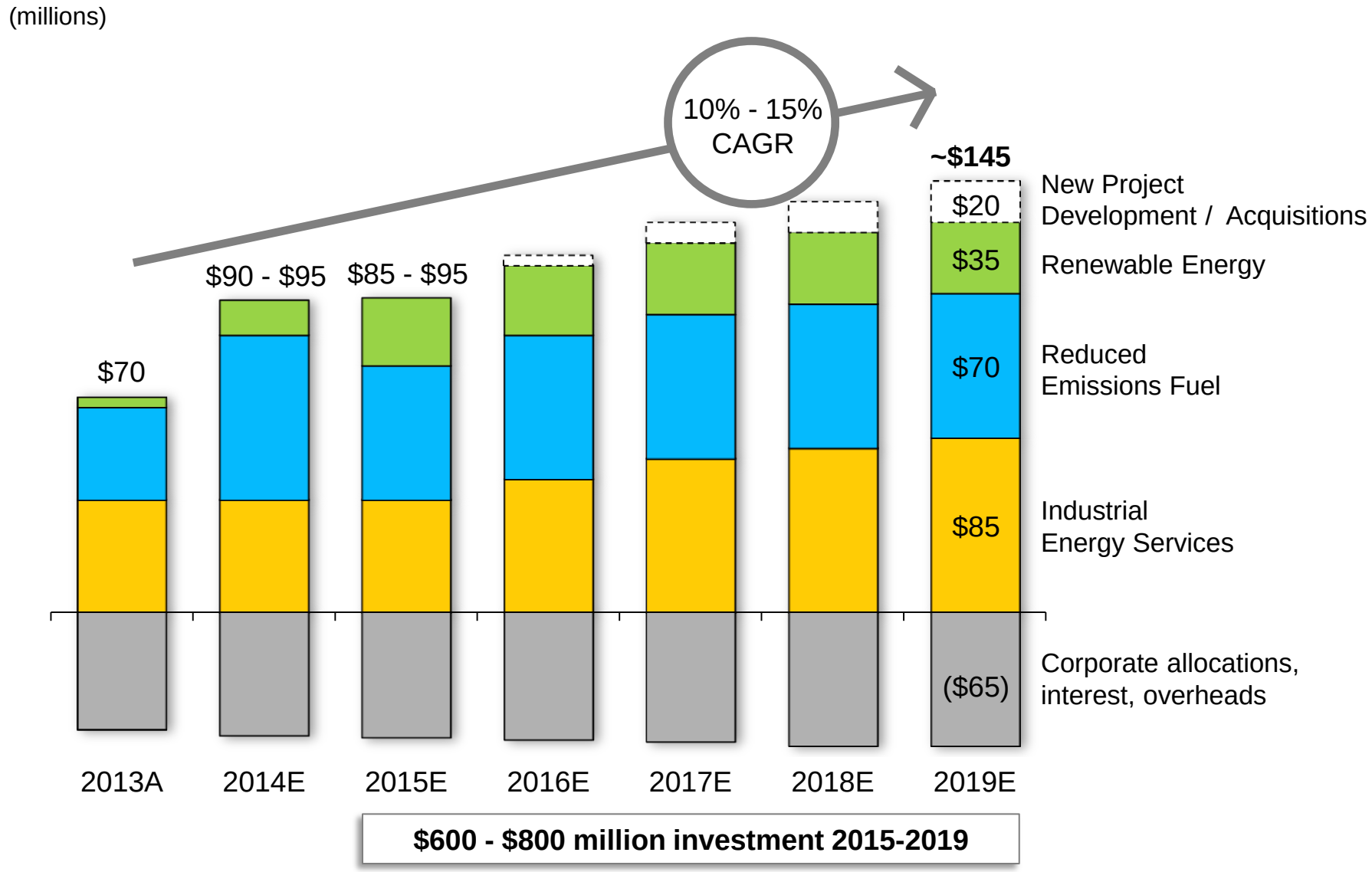


Reduced Emissions Fuel

- Projects reduce emissions from coal fired power plants
- Eligible for federal tax credit
- Significant cash flow over the next seven years

Projects are supported by long-term contracts

Power & Industrial Projects is targeting $145 million of operating earnings* by 2019 through growth in each of its business lines



* Reconciliation to GAAP reported earnings included in the appendix

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

Summary

- Proven track record of premium returns
- We are confident in this year's performance and are increasing our 2014 operating EPS* guidance midpoint to $4.43 for our growth segments and $4.52 for DTE Energy
- Targeting 5% to 6% operating EPS* growth and parallel dividend growth
  - 2015 operating EPS outlook of $4.55 provides 5.8% growth over 2014 original guidance midpoint
  - Generation replacement drives long-term rate base growth
- Constructive regulation, coupled with a focus on operational excellence and strong customer satisfaction, supports meaningful growth at the utilities
- Significant progress on development opportunities drives continued growth at non-utility businesses

* Reconciliation to GAAP reported earnings included in the appendix

Contact Us

DTE Energy Investor Relations

www.dteenergy.com/investors

(313) 235-8030

Appendix

2015 early outlook has a midpoint of $4.55 per share, providing 5.8% growth from 2014 original operating earnings* guidance midpoint

(millions, except EPS)

	2014 Original Guidance (see note)	2015 Early Outlook (see note)	2015 Growth Drivers
DTE Electric	$520 - $530	$554 - $570	Anticipated rate increase
DTE Gas	120 - 126	128 - 134	Infrastructure recovery mechanism
Gas Storage & Pipelines	78 - 86	79 - 87	Pipeline and gathering earnings
Power & Industrial Projects	75 - 85	85 - 95	Full-year renewable earnings
Corporate & Other	(49) - (45)	(51) - (47)	
Growth segments**	**$744 - $782**	**$795 - $839**	
Growth segments operating EPS	**$4.20 - $4.40**	**$4.43 - $4.67**	
Energy Trading	$0	$0	
DTE Energy	**$744 - $782**	**$795 - $839**	
Operating EPS	**$4.20 - $4.40**	**$4.43 - $4.67**	
Avg. Shares Outstanding	177	179	

Note:
- We compare "2015 Early Outlook" to "2014 Original Guidance" as both are based on normalized weather forecasts
- Our current operating earnings guidance, "Revised 2014 Guidance", includes YTD weather impacts and is provided on page 9 of this presentation

* Reconciliation to GAAP reported earnings included in the appendix

** Total DTE Energy excluding Energy Trading

2014 cash flow guidance

(billions)

Cash Flow Summary

	2013 Actual	2014 Guidance
Cash From Operations*	$2.2	$1.6
Capital Spending	(1.9)	(2.2)
Free Cash Flow	**$0.3**	**($0.6)**
Asset Sales	-	-
Dividends	(0.4)	(0.5)
Net Cash	**($0.1)**	**($1.1)**
Debt Financing		
Issuances	$1.2	$2.3
Redemptions	(1.1)	(1.2)
Change in Debt	**$0.1**	**$1.1**

(millions)

Capital Expenditures Summary

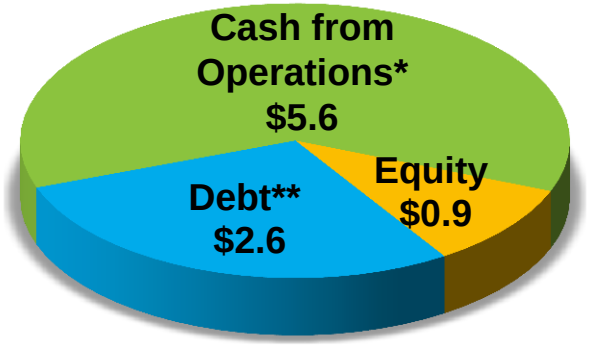
	2013 Actual	2014 Guidance
DTE Electric		
Operational	$999	$1,160
Environmental	165	200
Renewable Energy	161	240
	$1,325	$1,600
DTE Gas		
Operational	$132	$150
Main Renewal / Meter Move-out / Pipeline Integrity	77	90
	$209	$240
Non-Utility	$366	$330
Total	**$1,900**	**$2,170**

* Includes $0.3 billion and $0 of equity issued for employee benefit programs in 2013 and 2014, respectively

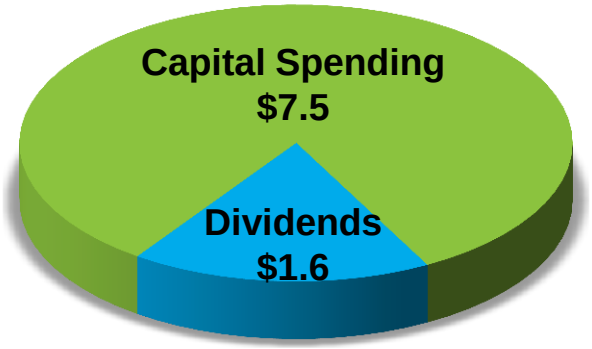
2015 – 2017 cash from operations and equity issuances plan supports utility capital spend and a strong balance sheet

(billions)

Sources of $9.1 billion



Uses of $9.1 billion



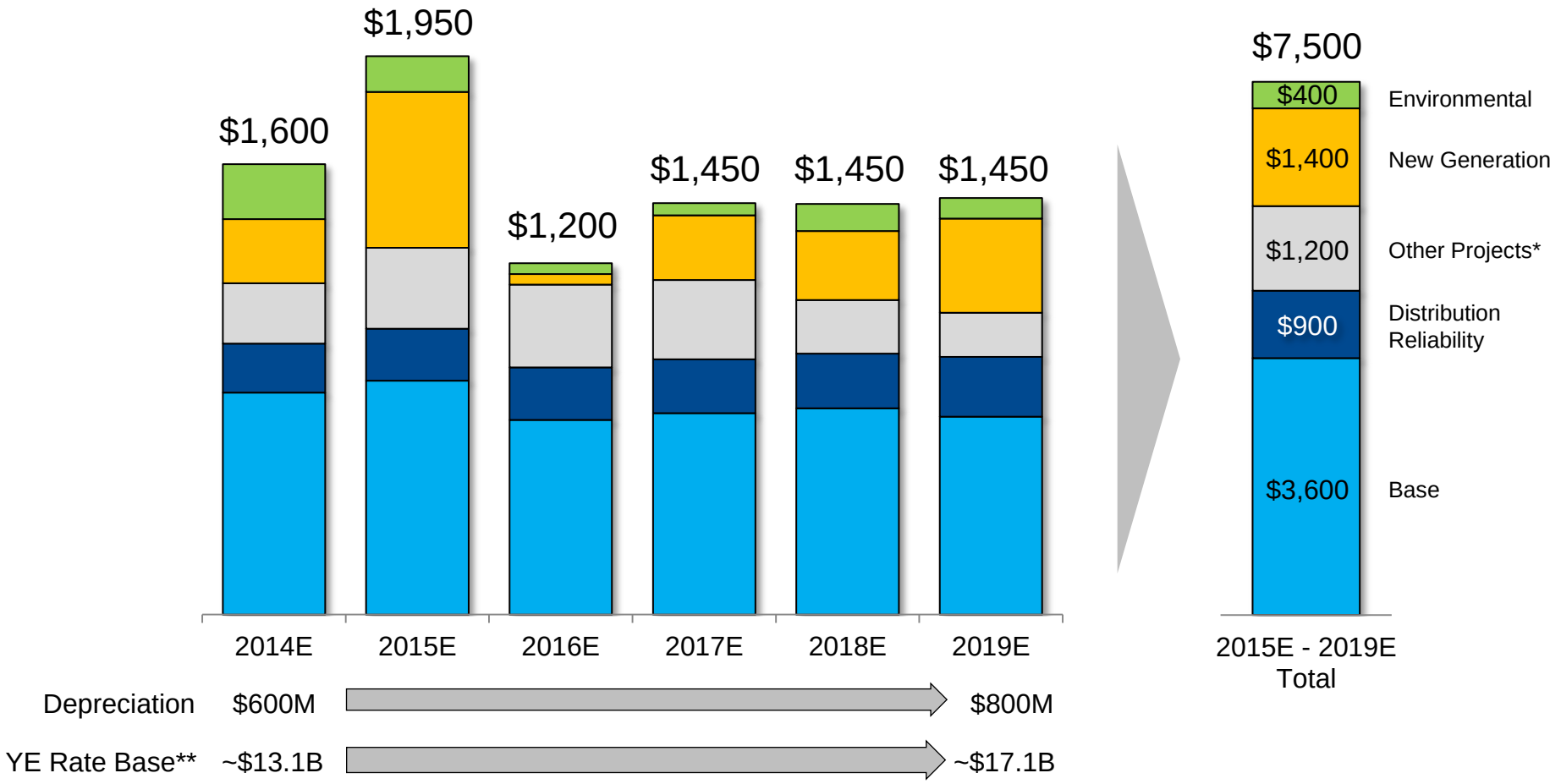
- Targeting $900 million of equity issuances 2015 through 2017
- Leverage target** 50% – 52%
- FFO / Debt** target 20% – 22%

* Excludes securitization

** Debt excludes securitization, a portion of DTE Gas' short-term debt, and considers 50% of the Junior Subordinated Notes as equity

DTE Electric plans $7.5 billion of investments over the next 5 years

(millions)

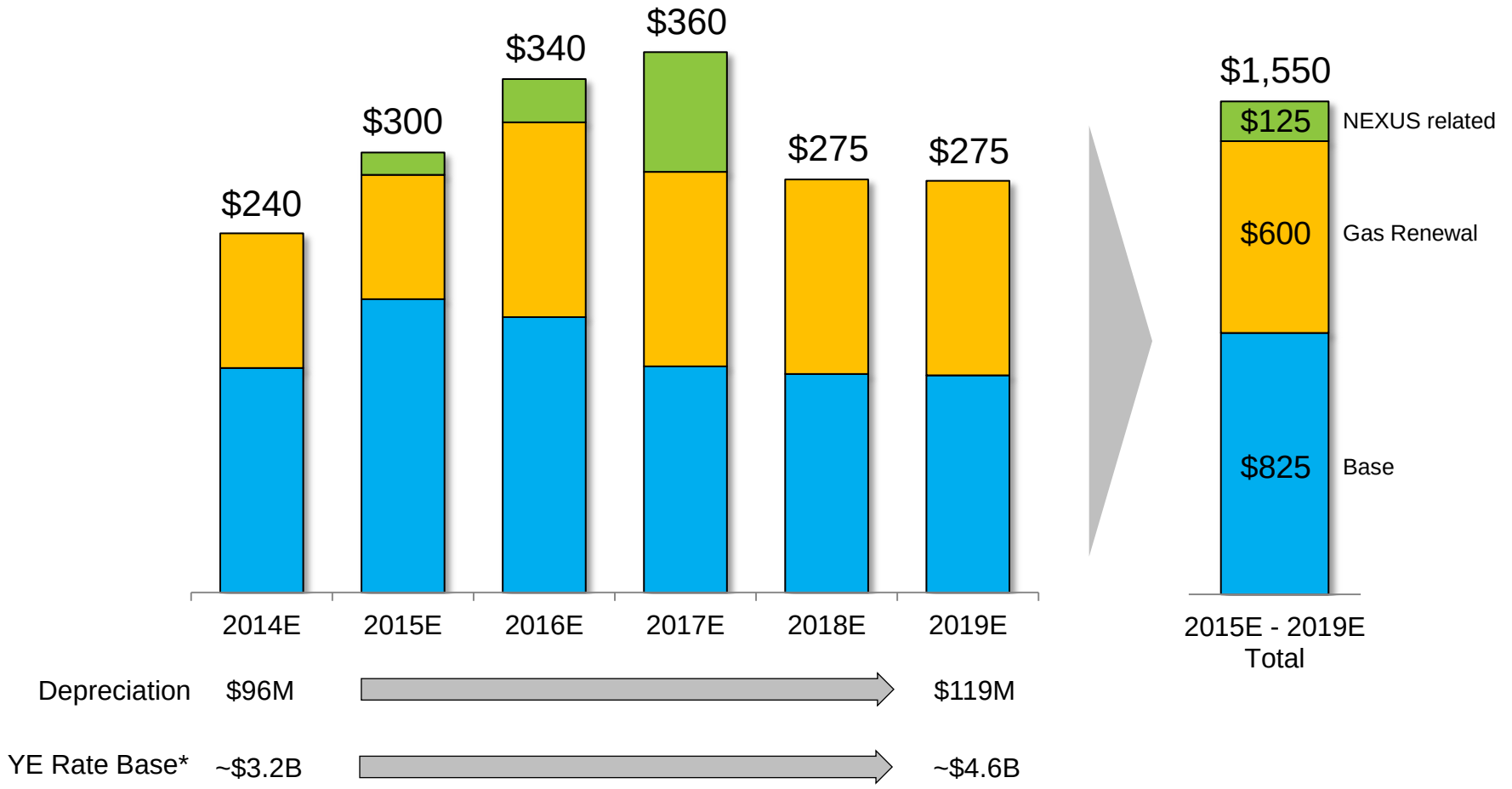


* Includes AMI, Ludington expansion and other investments

** Includes working capital

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

(millions)



* Includes working capital

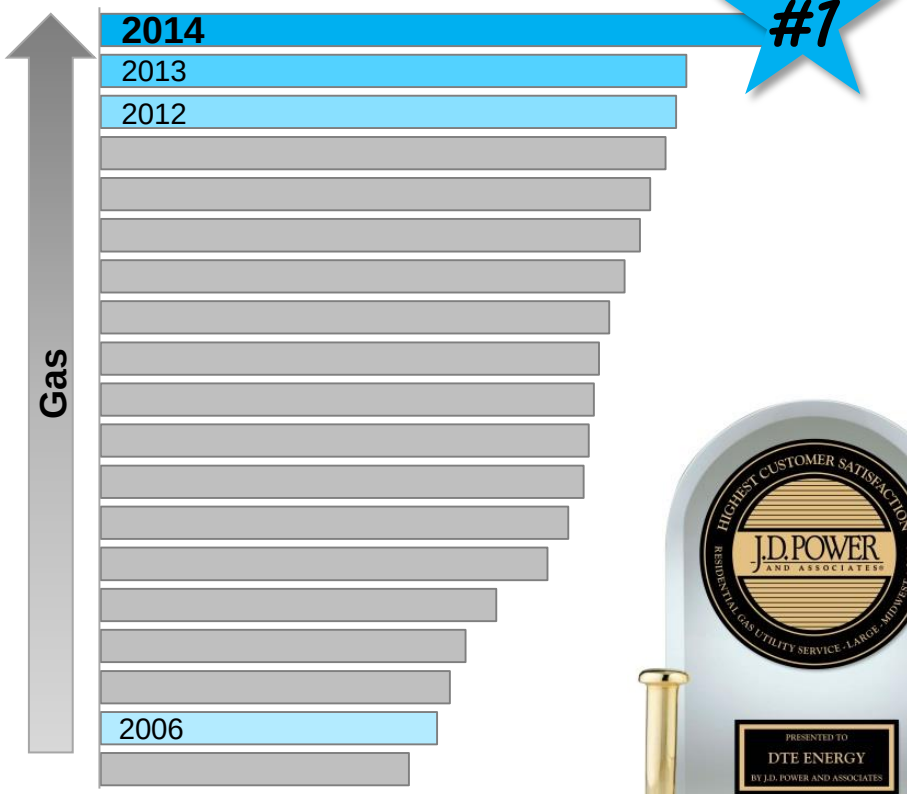
Gas Storage & Pipelines assets have expansion opportunities to accommodate increased demand

Pipeline Assets	Capacity Bcf/ d	In-Service
Millennium Pipeline	0.8	
Future Expansion (planning phase)	0.2 - 0.5	2017 +
Total Planned Capacity	**1.0 - 1.3**	
Bluestone Pipeline (bi-directional)	0.6	
Expansion #1	0.2	3Q 2014
Expansion #2	0.1	2Q 2015
Expansion #3	0.1	2Q 2016
Total Planned Capacity	**1.0**	
Vector Pipeline	1.3	
Potential expansion	TBD	4Q 2017
Total Planned Capacity	**1.3 +**	
Proposed NEXUS Pipeline	**1.5**	2017

Our utilities continue to move toward best in class in customer satisfaction

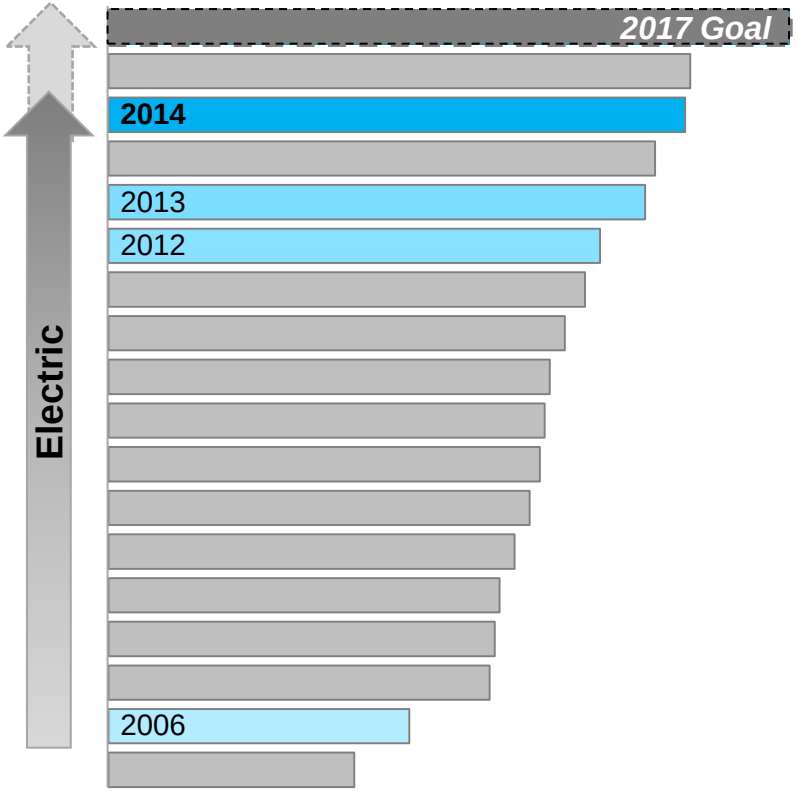
JD Power Gas Utility Residential Gas Customer Satisfaction Ranking

Midwest Region: Large Segment



JD Power Electric Utility Residential Electric Customer Satisfaction Ranking

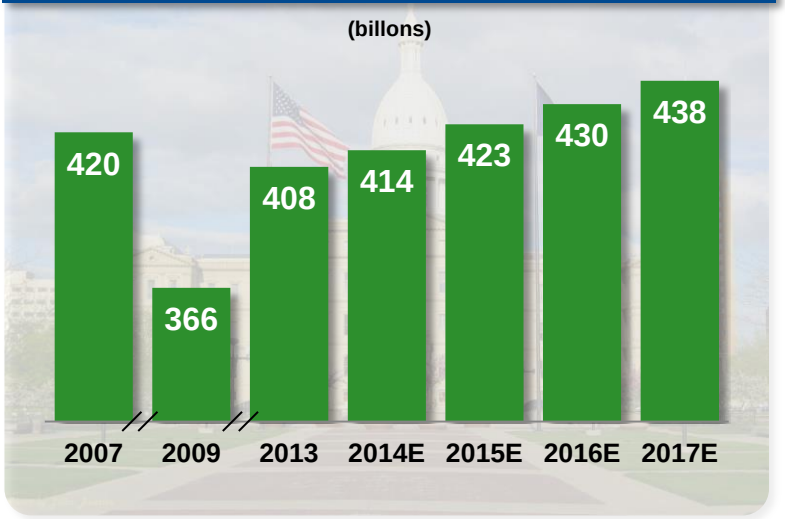
Midwest Region: Large Segment



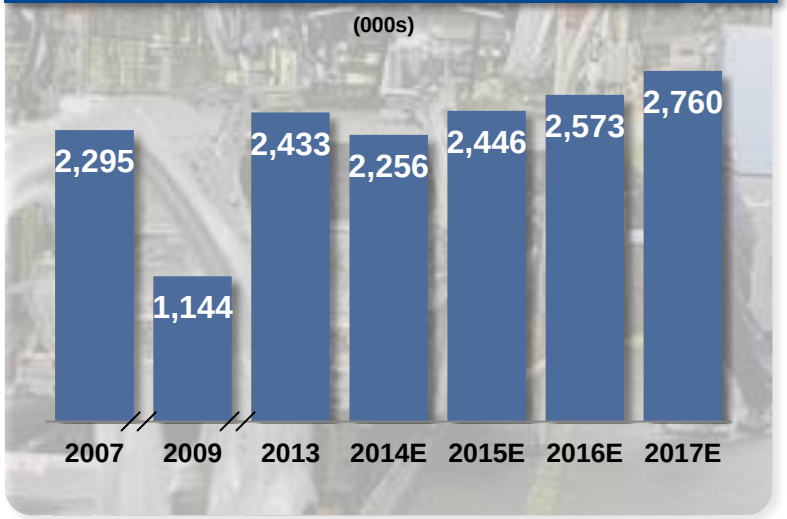
Source: JD Power

Michigan economic indicators highlight continued growth over the next few years

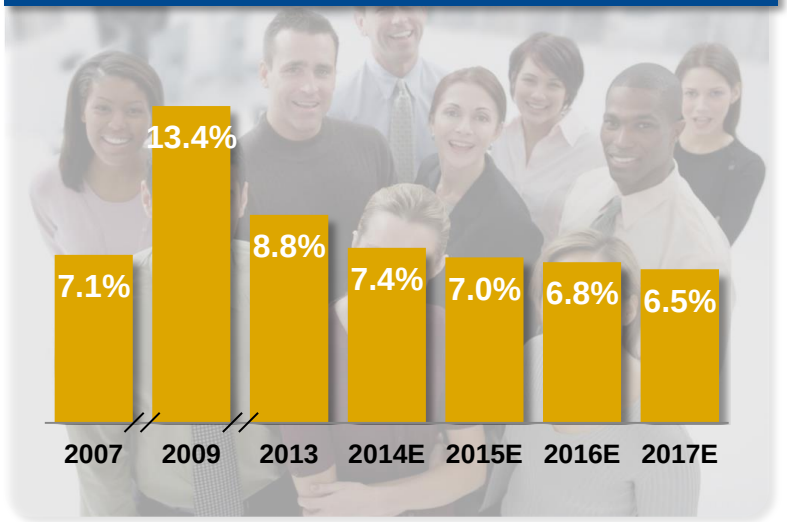
Gross State Product



Increased Auto Production



Lower Unemployment Rate



Housing Starts Up



Source: IHS

Michigan economy continues to improve

Michigan is moving up in ranking of competitive states…

SITE SELECTION

Top 10 Competitive States of 2013

Rank	State
1	Georgia
2	Tennessee
3	Texas
4	Louisiana
5	North Carolina
6	**Michigan 2013**
7	South Carolina
8	Kentucky
Michigan 2012 rank #8	
9	Ohio
10	Virginia
Michigan 2011 rank #16	

…and continues to receive positive recognition

AEDI

AMERICAN ECONOMIC DEVELOPMENT INSTITUTE

with Pollina Corp. Real Estate

Michigan most improved Pro-Business state

BLS

BUREAU OF LABOR STATISTICS
U.S. DEPARTMENT OF LABOR

Michigan leads nation in **MANUFACTURING** job growth

The Michigan Public Service Commission (MPSC) is the state regulator for electric and gas utilities

- The MPSC establishes fair and reasonable rates and administers fair terms and conditions of service for Michigan's utility customers
- The MPSC is composed of three members appointed by the Governor with the advice and consent of the Senate.
- Commissioners are appointed to serve staggered six-year terms.
- One commissioner is designated as chairman by the Governor.



John Quackenbush
Chairman
Appointed: 9/15/11
Term Ends: 7/2/17



Sally Talberg
Commissioner
Appointed: 7/3/13
Term Ends: 7/2/19



Greg White
Commissioner
Appointed: 12/4/09
Term Ends: 7/2/15

Source: MPSC website - www.michigan.gov/mpsc

Third Quarter and September Year To Date
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			
	3Q'14	3Q'13	YTD '14	YTD '13	3Q'14	3Q'13	YTD '14	YTD '13
DTE Energy Reported Earnings	**$ 156**	**$ 198**	**$ 606**	**$ 537**	**$0.88**	**$1.13**	**$ 3.42**	**$ 3.07**
DTE Electric	-	-	-	-	-	-	-	-
DTE Gas	-	-	-	-	-	-	-	-
Gas Storage & Pipelines	-	-	-	-				
Power & Industrial Projects								
Asset Impairment	-	-	-	4	-	-	-	0.02
Corporate & Other								
NY State Tax Law Change	-	-	8	-	-	-	0.04	-
Energy Trading								
Certain Mark to Market Transactions	25	-	(5)	-	0.14	-	(0.02)	-
DTE Energy Operating Earnings	**$ 181**	**$ 198**	**$ 609**	**$ 541**	**$1.02**	**$1.13**	**$ 3.44**	**$ 3.09**

2008 – 2013 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					
	2008	2009	2010	2011	2012	2013	2008	2009	2010	2011	2012	2013
DTE Energy Report Earnings	**$ 546**	**$ 532**	**$ 630**	**$ 711**	**$ 610**	**$ 661**	**$3.34**	**$3.24**	**$3.74**	**$4.18**	**$3.55**	**$3.76**
DTE Electric												
Chrysler Bad Debt	-	4	-	-	-	-	-	0.02	-	-	-	-
Settlement with Detroit Thermal	-	-	(3)	-	-	-	-	-	(0.02)	-	-	-
Fermi 1 Asset Retirement Obligation	-	-	-	9	-	-	-	-	-	0.05	-	-
DTE Gas												
Performance Excellence Process	4	-	(20)	-	-	-	0.03	-	(0.12)	-	-	-
Gas Storage & Pipelines	-	-	-	-	-	-	-	-	-	-	-	-
Power & Industrial Projects												
Performance Excellence Process	1	-	-	-	-	-	0.01	-	-	-	-	-
Chrysler Bad Debt	-	1	-	-	-	-	-	0.01	-	-	-	-
General Motors Bad Debt	-	3	-	-	-	-	-	0.02	-	-	-	-
Coke Oven Gas Settlement	-	-	-	-	7	-	-	-	-	-	0.04	-
Chicago Fuels Terminal Sale	-	-	-	-	2	-	-	-	-	-	0.01	-
Pet Coke Mill Impairment	-	-	-	-	1	-	-	-	-	-	0.01	-
Asset Impairment	-	-	-	-	-	4	-	-	-	-	-	0.02
Energy Trading												
Performance Excellence Process	1	-	-	-	-	-	0.01	-	-	-	-	-
Certain Mark to Market Transactions	-	-	-	-	-	55	-	-	-	-	-	0.31
Corporate & Other												
Antrim Hedge	13	3	-	-	-	-	0.08	0.01	-	-	-	-
Crete Sale - Tax True-up	2	-	-	-	-	-	0.01	-	-	-	-	-
Michigan Corporate Income Tax Adj.	-	-	-	(87)	-	-	-	-	-	(0.50)	-	-
Unconventional Gas												
Core Barnett Sale	(81)	-	-	-	-	-	(0.50)	-	-	-	-	-
Barnett Lease Impairment	5	-	-	-	-	-	0.03	-	-	-	-	-
Discontinued Operations	(11)	6	8	3	56	-	(0.06)	0.03	0.04	0.02	0.33	-
Synfuel												
Discontinued Operations	(20)	-	-	-	-	-	(0.12)	-	-	-	-	-
DTE Energy Operating Earnings	**$ 460**	**$ 549**	**$ 615**	**$ 636**	**$ 676**	**$ 720**	**$2.83**	**$3.33**	**$3.64**	**$3.75**	**$3.94**	**$4.09**

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.

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.

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, 2008 through 2012 operating earnings exclude the Unconventional Gas Production segment that was classified as a discontinued operation on 12/31/2012.