



DTE Energy®

2Q 2015

Supplemental Information



Sales Analysis - 2Q 2015

Electric Sales - DTE Electric Service Area (GWh)

	2Q 2015	2Q 2014	% Change
Residential	3,324	3,452	(4)%
Commercial	4,277	4,168	3 %
Industrial	2,534	2,554	(1)%
Other	62	171	(64)%
	<u>10,197</u>	<u>10,345</u>	<u>(1)%</u>
Choice	1,230	1,237	(1)%
TOTAL SALES	<u>11,427</u>	<u>11,582</u>	<u>(1)%</u>

Electric Billings - DTE Electric Service Area (000s)

	2Q 2015	2Q 2014	% Change
Residential	\$ 465,662	\$ 504,164	(8)%
Commercial	425,441	441,828	(4)%
Industrial	167,024	192,527	(13)%
Other	14,253	22,896	(38)%
	<u>\$ 1,072,380</u>	<u>\$ 1,161,415</u>	<u>(8)%</u>
Choice	13,584	23,079	(41)%
TOTAL BILLINGS	<u>\$ 1,085,964</u>	<u>\$ 1,184,494</u>	<u>(8)%</u>

Gas Sales - DTE Gas Service Area (MMcf)

	2Q 2015	2Q 2014	% Change
Residential	12,172	13,588	(10)%
Commercial	2,909	3,199	(9)%
Industrial	70	145	(52)%
	<u>15,151</u>	<u>16,932</u>	<u>(11)%</u>
End User Transportation*	34,875	31,523	11 %
TOTAL SALES	<u>50,026</u>	<u>48,455</u>	<u>3 %</u>

Gas Billings - DTE Gas Service Area (000s)

	2Q 2015	2Q 2014	% Change
Residential	\$ 118,303	\$ 127,152	(7)%
Commercial	26,279	28,046	(6)%
Industrial	521	1,028	(49)%
	<u>\$ 145,103</u>	<u>\$ 156,226</u>	<u>(7)%</u>
End User Transportation*	39,792	43,495	(9)%
TOTAL BILLINGS	<u>\$ 184,895</u>	<u>\$ 199,721</u>	<u>(7)%</u>

* Includes choice customers

* Includes choice customers

Weather

Cooling Degree Days

DTE Electric service territory

	2Q 2015	2Q 2014	% Change
Actuals	230	240	(4)%
Normal	215	215	— %
Deviation from normal	7%	12%	

Heating Degree Days

DTE Gas service territory

	2Q 2015	2Q 2014	% Change
Actuals	699	780	(10)%
Normal	780	774	1 %
Deviation from normal	(10)%	1%	

Earnings Impact of Weather

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

	2Q 2015	2Q 2014
DTE Electric	\$ (2)	\$ 3
DTE Gas	(2)	1



Sales Analysis - YTD June 30, 2015

Electric Sales - DTE Electric Service Area (GWh)

	YTD 2015	YTD 2014	% Change
Residential	7,176	7,430	(3)%
Commercial	8,438	8,216	3%
Industrial	4,998	5,055	(1)%
Other	147	376	(61)%
	<u>20,759</u>	<u>21,077</u>	<u>(2)%</u>
Choice	2,486	2,504	(1)%
TOTAL SALES	<u>23,245</u>	<u>23,581</u>	<u>(1)%</u>

Electric Billings - DTE Electric Service Area (000s)

	YTD 2015	YTD 2014	% Change
Residential	\$ 999,043	\$ 1,078,837	(7)%
Commercial	832,460	865,403	(4)%
Industrial	334,456	391,554	(15)%
Other	28,686	45,756	(37)%
	<u>\$ 2,194,645</u>	<u>\$ 2,381,550</u>	<u>(8)%</u>
Choice	27,330	46,498	(41)%
TOTAL BILLINGS	<u>\$ 2,221,975</u>	<u>\$ 2,428,048</u>	<u>(8)%</u>

Gas Sales - DTE Gas Service Area (MMcf)

	YTD 2015	YTD 2014	% Change
Residential	65,900	69,017	(5)%
Commercial	16,476	16,450	—%
Industrial	339	620	(45)%
	<u>82,715</u>	<u>86,087</u>	<u>(4)%</u>
End User Transportation*	96,709	93,986	3%
TOTAL SALES	<u>179,424</u>	<u>180,073</u>	<u>0%</u>

Gas Billings - DTE Gas Service Area (000s)

	YTD 2015	YTD 2014	% Change
Residential	\$ 541,259	\$ 565,162	(4)%
Commercial	130,072	130,747	(1)%
Industrial	2,676	7,089	(62)%
	<u>\$ 674,007</u>	<u>\$ 702,998</u>	<u>(4)%</u>
End User Transportation*	129,175	140,156	(8)%
TOTAL BILLINGS	<u>\$ 803,182</u>	<u>\$ 843,154</u>	<u>(5)%</u>

* Includes choice customers

* Includes choice customers

Weather

Cooling Degree Days

DTE Electric service territory

	YTD 2015	YTD 2014	% Change
Actuals	230	240	(4)%
Normal	215	215	—%
Deviation from normal	7%	12%	

Heating Degree Days

DTE Gas service territory

	YTD 2015	YTD 2014	% Change
Actuals	4,490	4,757	(6)%
Normal	4,004	3,949	1%
Deviation from normal	12%	20%	

Earnings Impact of Weather

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

	YTD 2015	YTD 2014
DTE Electric	\$ 8	\$ 16
DTE Gas	18	32



DTE Electric Weather Normal Sales* Analysis - YTD June 30, 2015

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

	YTD 2015	YTD 2014	% Change
Residential	7,097	7,176	(1)%
Commercial	8,342	8,133	3 %
Industrial	4,999	5,053	(1)%
Other	147	377	(61)%
	20,585	20,739	(1)%
Choice	2,469	2,489	(1)%
TOTAL SALES	23,054	23,228	(1)%

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

	YTD 2015	YTD 2014	% Change
Residential	7,097	7,176	(1)%
Commercial	9,813	9,618	2 %
Industrial	5,997	6,057	(1)%
Other	147	377	(61)%
	23,054	23,228	(1)%

* Includes adjustments for temperature normalization and customer outages due to weather