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WELLS FARGO PIPELINE, MLP AND UTILITY SYMPOSIUM

DECEMBER 7, 2016

Forward-Looking Statements

This document and other statements by us include forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the outlook for earnings, revenues, dividends and other future financial business performance or strategies and expectations. Forward-looking statements are typically identified by words such as, but not limited to, “estimates,” “expects,” “anticipates,” “intends,” “believes,” “plans,” “forecasts,” and similar expressions, or future or conditional verbs such as “will,” “should,” “would,” and “could.” Although we believe such forward-looking statements are based on reasonable assumptions, we cannot give assurance that every objective will be achieved. Forward-looking statements speak only as of today, and we assume no duty to update them. Factors that could cause actual results to differ materially from those expressed or implied include, but are not limited to, general economic conditions and the factors discussed under the “Risk Factors” heading in our most recent annual report on Form 10-K and other documents filed with or furnished to the Securities and Exchange Commission.

Non-GAAP Financial Information

Management believes non-GAAP operating earnings (loss) and adjusted EBIT provide a meaningful representation of our earnings from ongoing operations on a consolidated and segment basis, respectively. These measures facilitate analysis by providing consistent and comparable measures to help management, investors and analysts better understand and evaluate our operating results and performance trends, and assist in analyzing period-to-period comparisons. Additionally, we use these non-GAAP measures to report to the board of directors and to evaluate management's performance. To derive our non-GAAP measures, we adjust for the accounting recognition of certain transactions (non-GAAP adjustments) based on at least one of the following criteria: to better match the accounting recognition of transactions with their economics; to better align with regulatory view/recognition; and to eliminate the effects of significant out of period adjustments, other significant items that may obscure historical earnings comparisons and are not indicative of performance trends, and for adjusted EBIT, other items which may obscure segment comparisons. There are limits in using operating earnings (loss) and adjusted EBIT to analyze our consolidated and segment results, respectively, as they are not prepared in accordance with GAAP and may be different from non-GAAP financial measures used by other companies. In addition, using operating earnings (loss) and adjusted EBIT to analyze our results may have limited value as they exclude certain items that may have a material impact on our reported financial results. For a reconciliation of GAAP to non-GAAP financial measures, please refer to our website at www.wglholdings.com (Investor Relations, Quarterly Results).

FY2016 HIGHLIGHTS

- Record earnings in FY2016 of $3.27 per share
- Strong performance from all business segments
- Compound EPS annual growth rate of 11% since 2014
- Invested $688 million to support future growth plans
- Increased dividend 5% to $1.95 per share
- Exceeded emissions reduction goals ahead of schedule

FY2016 HIGHLIGHTS

Regulated Utility

- Added 12,500 utility meters (+1.1%)
- Invested $132M in accelerated replacement
- Generated $32M from Asset Optimization

Retail Energy Marketing

- Earned $54M adjusted EBIT, above forecast
- Continued to meet long-term $50M-$60M target
- Increased electric volumes 9% vs prior year

Midstream Energy Services

- Acquired 30% of Stonewall Gathering System
- Invested $158M in pipeline infrastructure
- Increased interest in Mountain Valley to 10%

Commercial Energy Systems

- Generated 211,000 solar MWH (+43%)
- Invested $163M in distributed generation
- Doubled design-build revenue to $53M

FY2017 GUIDANCE

Utility adjusted EBIT to increase by 8%, driven by customer growth, accelerated replacement programs, and resolution of pending rate cases in District of Columbia and Virginia

Retail Energy earnings expected to decline slightly, but in line with long-term target of $50M-$60M adjusted EBIT

Commercial Energy adjusted EBIT to increase significantly, driven by distributed generation and alternative energy investments, which will include tax equity investments ($50M planned in FY17)

Midstream Energy Services adjusted EBIT to increase slightly, driven primarily by full year impact of Stonewall Gathering System

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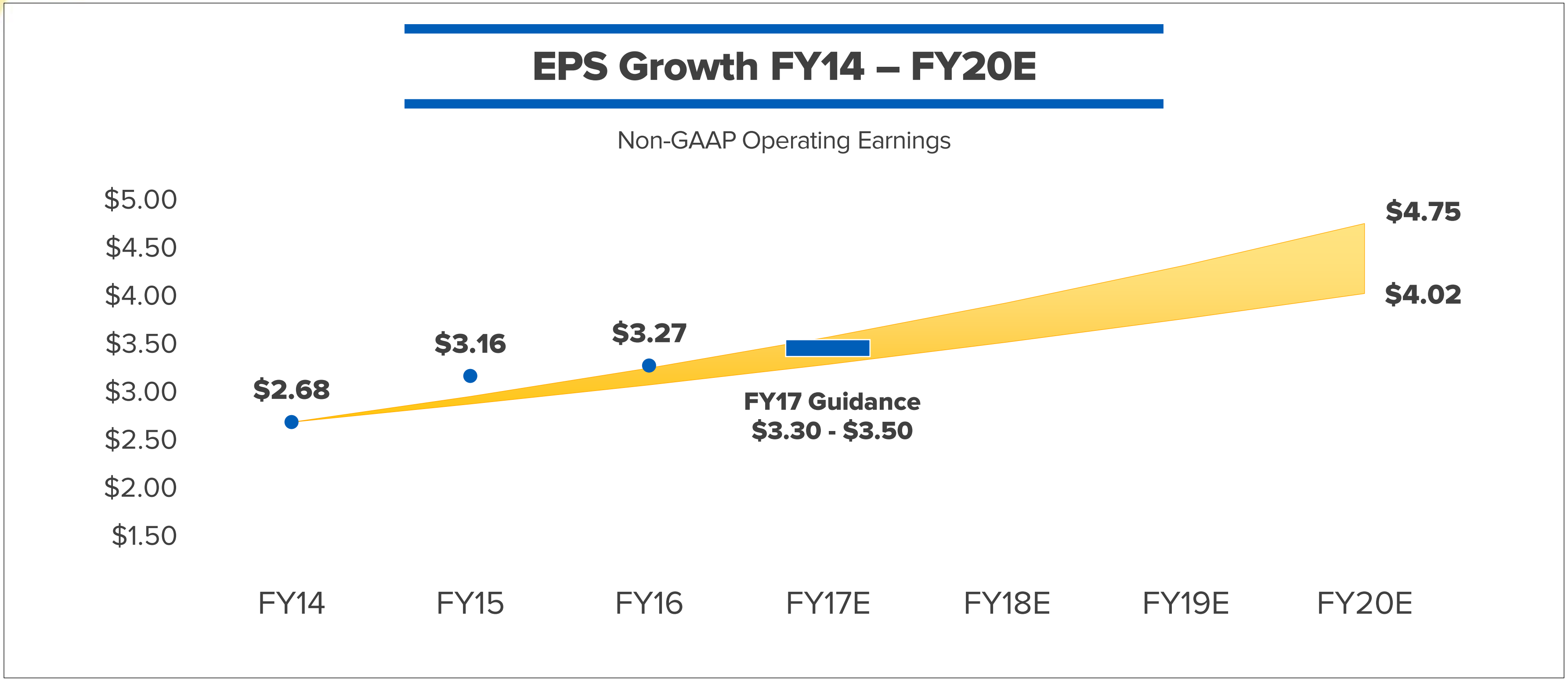
EPS GROWTH



Forecasted long-term Non-GAAP EPS growth of 7-10%

CAPITAL ALLOCATION

Latest Forecast

Invest in utility rate base (Washington Gas)

Customer growth, accelerated pipe replacement

2017-2021 $2.2B

Invest in midstream pipeline projects (WGL Midstream)

Predominantly regulated, fully subscribed

2017-2021 $700M

Less reliance on tax-advantaged investments

Invest in distributed generation projects (WGL Energy)

Contracted long-term revenue streams

2017-2021 $500M

A disciplined capital allocation strategy focused on infrastructure investments

REGULATORY UPDATE

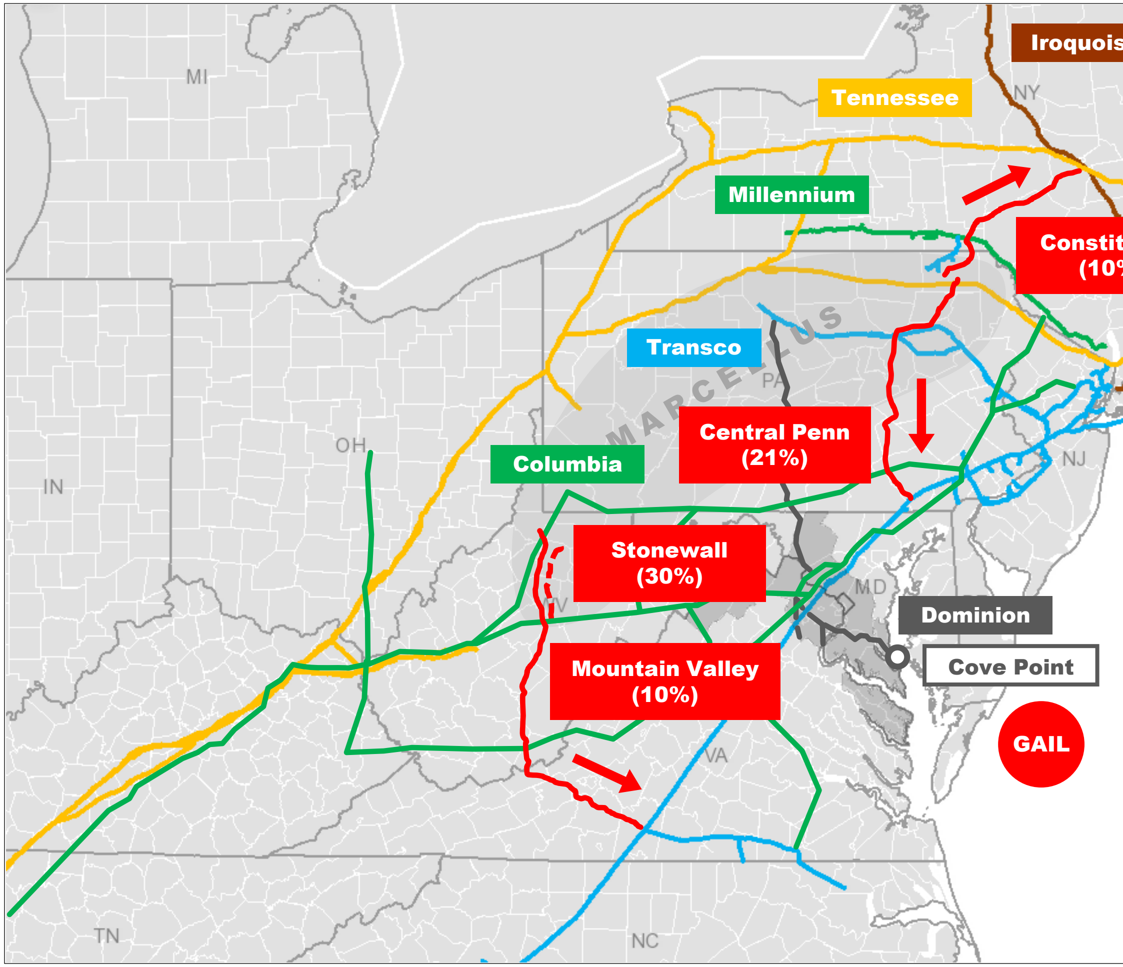
District of Columbia

- Rate case filed in February 2016
- Current value of revenue deficiency is $17.3M
- Requests 8.23% overall rate of return and Return on Equity of 10.25%
- Hearings concluded on November 2nd ; final briefs due December 13th
- Commission Final Order expected in March 2017

Virginia

- Rate case filed in in June 2016
- Requests $45.6M, including $22.3M associated with Virginia SAVE
- Requests 8.21% overall rate of return and Return on Equity of 10.25%
- Intervenor testimony due January 31st; Staff testimony due February 28th
- Hearings are scheduled for April 2017
- New rates into effect in December 2016, subject to refund

MIDSTREAM UPDATE



Constitution:

Two federal court actions appealing NY denial of water quality certificate

Target in-service second half CY2018

Central Penn:

Full in-service revised to mid CY2018

Final EIS expected December 30

Mountain Valley :

Target in-service December 2018

Final EIS expected March 10

APPENDIX:
4Q 2016 EARNINGS CALL

FY2017 NON-GAAP GUIDANCE

	FY2017E	FY2016
Utility	$243M	$224M
Retail Energy Marketing	$50M	$54M
Commercial Energy Systems	$49M	$27M
Midstream Energy Services	$20M	$18M
Other Non-Utility	($6M)	($3M)
Total Adjusted EBIT	**$350M - $370M**	**$320M**
Interest Expense	$65M	$52M
Diluted Average Shares Outstanding	53.6	50.6
Earnings Per Share	**$3.30 - $3.50**	**$3.27**

This forecast guidance has been determined as of November 16, 2016. The Company assumes no obligation to update this guidance. The absence of any statement by the Company in the future should not be presumed to represent an affirmation of this earnings guidance.

EBIT for Commercial Energy Systems includes ITC amortization of **$6.8M** and **$5.3M** in FY17 and FY16 respectively related to distributed generation investments

FY2017 ASSUMPTIONS

Utility

FY2017 average active customer meter additions	**15,000**
Operations & Maintenance expense (GAAP)	**$328M**

Retail Energy Marketing

WGES natural gas volumes	**71 BCF – 77 BCF**
WGES natural gas margins	**$0.60/Dth – $0.70/Dth**
WGES electric volumes	**14 million MWH – 18 million MWH**
WGES electric margins	**$3.50/MWH – $4.50/MWH**
WGES non-commodity related expenses	**$60M – $65M**

Commercial Energy Systems

Distributed generation MWH	**300,000 MWH**

Consolidated

Effective tax rate (GAAP)	**38.0%**
Dividend payout ratio target	**60% - 65%**
Average diluted shares outstanding	**53.6 million**

Active customer meter additions based on 13-month average

FY2017 SEGMENT GUIDANCE

Regulated Utility

FY2016 Adjusted EBIT	**$224M**
Utility Net Revenue (incl Rate Relief)	+ $37M
Depreciation & Amortization	– $15M
Operations & Maintenance	– $5M
Other, Net	+ $2M
FY2017E Adjusted EBIT	**$243M**

Midstream Energy Services

FY2016 Adjusted EBIT	**$18M**
Commodity	– $3M
Pipeline/Infrastructure	+ $6M
Operating & Other Expense	– $1M
FY2017E Adjusted EBIT	**$20M**

Retail Energy Marketing

FY2016 Adjusted EBIT	**$54M**
Electric Gross Margin	+ $7M
Natural Gas Gross Margin	– $1M
Operating & Other Expense	– $10M
FY2017E Adjusted EBIT	**$50M**

Commercial Energy Systems

FY2016 Adjusted EBIT	**$27M**
Commercial Solar & Fuel Cells	+ $12M
Energy Efficiency	– $2M
Alternative Energy Investments	+ $14M
Operating & Other Expense	– $2M
FY2017E Adjusted EBIT	**$49M**

CAPITAL EXPENDITURES

Projected Capital Expenditures FY2017 - FY2021

$ Millions	2017	2018	2019	2020	2021	Total
New Business [a]	$130.9	$148.9	$153.8	$166.6	$189.5	$789.7
Replacements: Regulatory Plans [b]	$130.7	$139.0	$149.8	$167.1	$173.1	$759.7
Replacements: Other	$58.3	$53.7	$54.1	$55.7	$57.3	$279.1
Customer Information System	$23.0	$0.0	$0.0	$0.0	$0.0	$23.0
Other Utility	$49.6	$74.1	$53.4	$57.5	$71.3	$305.9
Total Utility [c]	**$392.5**	**$415.7**	**$411.1**	**$446.9**	**$491.2**	**$2,157.4**
Pipeline Investments	$80.2	$532.4	$82.9	$0.1	$0.0	$695.6
Distributed Generation	$100.1	$100.1	$100.1	$100.1	$100.1	$500.5
Other Non-Utility	$1.5	$0.2	$0.1	$0.1	$0.1	$2.0
Total Investments	**$574.3**	**$1,048.4**	**$594.2**	**$547.2**	**$591.4**	**$3,355.5**

[a] *Includes certain projects that support the existing distribution system.*
[b] *Represents capital expenditures (excluding cost of removal), both approved, and expected to be approved, under our Accelerated Pipeline Replacement Programs in all jurisdictions.*
[c] *Excludes Allowance for Funds Used During Construction and cost of removal. Includes capital expenditures accrued and capital expenditure adjustments recorded in the fiscal year.*