



WGL

ENERGY ANSWERS.
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FIRST QUARTER FISCAL YEAR 2015 EARNINGS CALL

FEBRUARY 5, 2015

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 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.

1Q FY2015 CONSOLIDATED RESULTS

	12/31/14	12/31/13
Reported Consolidated Results (GAAP) ¹	\$1.28	\$0.36
Net Adjustments	(\$0.12)	\$0.63
Non-GAAP Operating Results²	\$1.16	\$0.99

¹ GAAP diluted earnings (loss) per average common share

² Non-GAAP operating earnings (loss) per share.

For a reconciliation of GAAP to non-GAAP financial measures, please refer to our website at www.wglholdings.com (Investor Relations, Quarterly Results)

1Q FY2015 SEGMENT RESULTS

Adjusted EBIT (In \$ thousands)	12/31/14	12/31/13
Regulated Utility	96,556	90,855
Retail Energy Marketing	8,955	1,358
Commercial Energy Systems	1,168	(23)
Midstream Energy Services	2,566	1,840
Other Activities	(1,474)	(1,910)
Intersegment Eliminations	(32)	144
Total Adjusted EBIT	107,739	92,264

Interest Expense	\$12,310	\$8,992
Diluted Avg Common Shares Outstanding	50,091	51,827

1Q FY2015 UTILITY DRIVERS

	1Q
FY2014 Utility Adjusted EBIT	\$90.9M
Customer Growth	+ \$1.5M
Asset Optimization	+ \$5.8M
Maryland Rate Case	+ \$2.6M
Accelerated Infrastructure Investments	+ \$2.3M
Consumption, Other Revenue	+ \$0.7M
Operations & Maintenance	- \$4.7M
Depreciation	- \$1.6M
Other, Net	- \$0.9M
FY2015 Utility Adjusted EBIT	\$96.6M

1Q FY2015 NON-UTILITY DRIVERS

	1Q
FY2014 Non-Utility Adjusted EBIT	\$1.4M
Retail Energy Marketing	
Electric Gross Margins	+ \$8.8M
Natural Gas Gross Margins	- \$1.5M
Operating & Other Expense	+ \$0.3M
Commercial Energy Systems	+ \$1.2M
Midstream Energy Services	+ \$0.7M
Other Non-Utility, Net	+ \$0.4M
Intersegment Eliminations	- \$0.1M
FY2015 Non-Utility Adjusted EBIT	\$11.2M

FY2015 NON-GAAP GUIDANCE

FY2015

Non-GAAP Operating Guidance

\$2.70 – \$2.90

This forecast guidance has been determined as of February 4, 2015. 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.