



**WGL**

ENERGY ANSWERS.  
ASK US.

# **FOURTH QUARTER FISCAL YEAR 2016 EARNINGS CALL**

**NOVEMBER 17, 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](http://www.wglholdings.com) (Investor Relations, Quarterly Results).**

# 4Q FY2016 CONSOLIDATED EPS

	9/30/16	9/30/15	Change
<b>Reported Consolidated Results (GAAP)<sup>1</sup></b>	<b>(\$0.17)</b>	<b>\$0.03</b>	<b>- \$0.20</b>
Net Adjustments	\$0.16	(\$0.26)	---
<b>Non-GAAP Operating Results<sup>2</sup></b>	<b>(\$0.01)</b>	<b>(\$0.23)</b>	<b>+ \$0.22</b>

<sup>1</sup> GAAP diluted earnings (loss) per average common share

<sup>2</sup> Non-GAAP operating earnings (loss) per share.

# 4Q FY2016 ADJUSTED EBIT

	9/30/16	9/30/15	Change
Regulated Utility	(\$21.2M)	(\$19.8M)	– \$1.4M
Retail Energy Marketing	\$24.3M	\$13.8M	+ \$10.5M
Commercial Energy Systems	\$13.1M	\$6.1M	+ \$7.0M
Midstream Energy Services	(\$1.3M)	(\$1.7M)	+ \$0.4M
Other Activities	(\$0.4M)	(\$0.8M)	+ \$0.4M
Intersegment Eliminations	(\$0.1M)	(\$0.3M)	+ \$0.2M
<b>Total Adjusted EBIT</b>	<b>\$14.4M</b>	<b>(\$2.7M)</b>	<b>+ \$17.1M</b>
<b>Interest Expense</b>	<b>(\$13.6M)</b>	<b>(\$11.8M)</b>	<b>– \$1.8M</b>
<b>Diluted Average Common Shares</b>	<b>51.1M</b>	<b>50.1M</b>	<b>+ 1.0M</b>

EBIT for Commercial Energy Systems includes ITC amortization of **\$1.4M** and **\$1.2M** in 4QFY16 and 4QFY15 respectively related to distributed generation investments

# FY2016 CONSOLIDATED EPS

	9/30/16	9/30/15	Change
<b>Reported Consolidated Results (GAAP)<sup>1</sup></b>	<b>\$3.31</b>	<b>\$2.62</b>	<b>+ \$0.69</b>
Net Adjustments	(\$0.04)	\$0.54	---
<b>Non-GAAP Operating Results<sup>2</sup></b>	<b>\$3.27</b>	<b>\$3.16</b>	<b>+ \$0.11</b>

<sup>1</sup> GAAP diluted earnings (loss) per average common share

<sup>2</sup> Non-GAAP operating earnings (loss) per share.

# FY2016 ADJUSTED EBIT

	9/30/16	9/30/15	Change
Regulated Utility	\$224.3M	\$235.7M	– \$11.4M
Retail Energy Marketing	\$54.2M	\$68.5M	– \$14.3M
Commercial Energy Systems	\$27.3M	\$16.8M	+ \$10.5M
Midstream Energy Services	\$17.8M	(\$3.6M)	+ \$21.4M
Other Activities	(\$3.2M)	(\$4.0M)	+ \$0.8M
Intersegment Eliminations	(\$0.4M)	(\$1.1M)	+ \$0.7M
<b>Total Adjusted EBIT</b>	<b>\$320.0M</b>	<b>\$312.3M</b>	<b>+ \$7.7M</b>
<b>Interest Expense</b>	<b>(\$52.3M)</b>	<b>(\$50.5M)</b>	<b>– \$1.8M</b>
<b>Diluted Average Common Shares</b>	<b>50.6M</b>	<b>50.1M</b>	<b>+ 0.5M</b>

EBIT for Commercial Energy Systems includes ITC amortization of **\$5.3M** and **\$4.1M** in FY16 and FY15 respectively related to distributed generation investments

# FY2016 REGULATED UTILITY

	4Q	FY
<b>FY2015 Adjusted EBIT</b>	<b>(\$19.8M)</b>	<b>\$235.7M</b>
Customer Growth	+ \$0.6M	+ \$7.0M
Accelerated Infrastructure Investments	+ \$3.6M	+ \$12.9M
Asset Optimization	+ \$1.7M	– \$5.7M
Consumption	– \$0.2M	– \$5.7M
Storage Carrying Charge	– \$0.3M	– \$2.6M
Depreciation & Amortization	– \$1.4M	– \$5.7M
Operations & Maintenance	– \$5.9M	– \$5.4M
Other, Net	+ \$0.5M	– \$6.2M
<b>FY2016 Adjusted EBIT</b>	<b>(\$21.2M)</b>	<b>\$224.3M</b>

# FY2016 RETAIL ENERGY MARKETING

	4Q	FY
<b>FY2015 Adjusted EBIT</b>	<b>\$13.8M</b>	<b>\$68.5M</b>
Electric Gross Margin	+ \$8.4M	\$0.0M
Natural Gas Gross Margin	+ \$1.4M	– \$11.9M
Operating & Other Expense	+ \$0.7M	– \$2.4M
<b>FY2016 Adjusted EBIT</b>	<b>\$24.3M</b>	<b>\$54.2M</b>



# FY2016 COMMERCIAL ENERGY SYSTEMS

	4Q	FY
<b>FY2015 Adjusted EBIT</b>	<b>\$6.1M</b>	<b>\$16.8M</b>
Commercial Solar & Fuel Cells	+ \$2.6M	+ \$8.1M
Energy Efficiency	+ \$5.6M	+ \$7.8M
Alternative Energy Investments	+ \$2.0M	+ \$5.9M
Operating & Other Expense	– \$3.2M	– \$11.3M
<b>FY2016 Adjusted EBIT</b>	<b>\$13.1M</b>	<b>\$27.3M</b>

# FY2016 MIDSTREAM ENERGY SERVICES

	4Q	FY
<b>FY2015 Adjusted EBIT</b>	<b>(\$1.7M)</b>	<b>(\$3.6M)</b>
Commodity	\$0.0M	+ \$14.3M
Pipeline/Infrastructure	+ \$0.6M	+ \$4.1M
Operating & Other Expense	- \$0.2M	+ \$3.0M
<b>FY2016 Adjusted EBIT</b>	<b>(\$1.3M)</b>	<b>\$17.8M</b>

# 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)
<b>Total Adjusted EBIT</b>	<b>\$350M - \$370M</b>	<b>\$320M</b>
Interest Expense	\$65M	\$52M
Diluted Average Shares Outstanding	53.6	50.6
<b>Earnings Per Share</b>	<b>\$3.30 - \$3.50</b>	<b>\$3.27</b>

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 REGULATED UTILITY

	FY
<b>FY2016 Adjusted EBIT</b>	<b>\$224M</b>
Utility Net Revenue (including Rate Relief)	+ \$37M
Depreciation & Amortization	– \$15M
Operations & Maintenance	– \$5M
Other, Net	+ \$2M
<b>FY2017E Adjusted EBIT</b>	<b>\$243M</b>

# FY2017 RETAIL ENERGY MARKETING

	FY
<b>FY2016 Adjusted EBIT</b>	<b>\$54M</b>
Electric Gross Margin	+ \$7M
Natural Gas Gross Margin	– \$1M
Operating & Other Expense	– \$10M
<b>FY2017E Adjusted EBIT</b>	<b>\$50M</b>

# FY2017 COMMERCIAL ENERGY SYSTEMS

	FY
<b>FY2016 Adjusted EBIT</b>	<b>\$27M</b>
Commercial Solar & Fuel Cells	+ \$12M
Energy Efficiency	– \$2M
Alternative Energy Investments	+ \$14M
Operating & Other Expense	– \$2M
<b>FY2017E Adjusted EBIT</b>	<b>\$49M</b>

# FY2017 MIDSTREAM ENERGY SERVICES

	FY
<b>FY2016 Adjusted EBIT</b>	<b>\$18M</b>
Commodity	– \$3M
Pipeline/Infrastructure	+ \$6M
Operating & Other Expense	– \$1M
<b>FY2017E Adjusted EBIT</b>	<b>\$20M</b>



# **APPENDIX**

# CAPITAL EXPENDITURES

## Projected Capital Expenditures FY2017 - FY2021

\$ Millions	2017	2018	2019	2020	2021	Total
New Business <sup>(a)</sup>	\$130.9	\$148.9	\$153.8	\$166.6	\$189.5	\$789.7
Replacements: Regulatory Plans <sup>(b)</sup>	\$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
<b>Total Utility <sup>(c)</sup></b>	<b>\$392.5</b>	<b>\$415.7</b>	<b>\$411.1</b>	<b>\$446.9</b>	<b>\$491.2</b>	<b>\$2,157.4</b>
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
<b>Total Investments</b>	<b>\$574.3</b>	<b>\$1,048.4</b>	<b>\$594.2</b>	<b>\$547.2</b>	<b>\$591.4</b>	<b>\$3,355.5</b>

<sup>(a)</sup> Includes certain projects that support the existing distribution system.

<sup>(b)</sup> Represents capital expenditures (excluding cost of removal), both approved, and expected to be approved, under our Accelerated Pipeline Replacement Programs in all jurisdictions.

<sup>(c)</sup> Excludes Allowance for Funds Used During Construction and cost of removal. Includes capital expenditures accrued and capital expenditure adjustments recorded in the fiscal year.

# NTSB INFORMATION

---

**<http://www.nts.gov/investigations>**

**[http://www.nts.gov/legal/Documents/NTSB\\_Investigation\\_Party\\_Form.pdf](http://www.nts.gov/legal/Documents/NTSB_Investigation_Party_Form.pdf)**