First Quarter Fiscal Year 2008 Earnings Conference Call

February 5, 2008



Forward-Looking Statements

This news release 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," 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 FY2008 Consolidated Results

	12/31/07	12/31/06
Reported Consolidated Results (GAAP)	\$0.95	\$0.92
Regulated Utility	\$0.89	\$0.88
Energy Marketing	\$0.07	\$0.05
Commercial HVAC	\$0.01	\$0.00
Other Non-Utility	(\$0.02)	(\$0.01)
Reported Consolidated Results (GAAP)	\$0.95	\$0.92
Net Adjustments	\$0.01	(\$0.02)
Non-GAAP Operating Results ¹	\$0.96	\$0.90



¹ For a reconciliation of GAAP to non-GAAP financial measures, please go to our website at www.wglholdings.com (Investor Relations, Quarterly Results)

1Q FY2008 Utility Results

Utility	12/31/07	12/31/06
Reported Operating Results (GAAP)	\$0.89	\$0.88
Adjustments for:		
Reversal of costs related to business process outsourcing	(\$0.02)	
Unrealized mark-to-market loss on energy-related derivatives	\$0.03	
Other regulatory adjustments	(\$0.02)	
Retroactive depreciation expense adjustment		(\$0.05)
Non-GAAP Operating Results ¹	\$0.88	\$0.83



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1Q FY2008 Utility Results Drivers

1Q FY2007 Non-GAAP Operating Results	\$0.83
New Rates and Regulatory Mechanisms	\$0.05
Asset Management Retained Earnings	\$0.05
Higher DC & VA Usage	\$0.04
Customer Growth	\$0.02
Operation & Maintenance Expense	(\$0.09)
VA PBR Earnings Sharing	(\$0.01)
Depreciation & General Taxes	(\$0.04)
Other, Net	\$0.03
1Q FY2008 Non-GAAP Operating Results	\$0.88



1Q FY2008 Retail Energy Results

Retail Energy Marketing	12/31/07	12/31/06
Reported Operating Results (GAAP)	\$0.07	\$0.05
Adjustments for:		
Unrealized mark-to-market (gain) loss on energy-related derivatives	\$0.02	\$0.03
Non-GAAP Operating Results ¹	\$0.09	\$0.08



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

1Q FY2008 Retail Energy Results Drivers

1Q FY2007 Non-GAAP Operating Results	\$0.08
Higher Natural Gas Gross Margins	\$0.01
Lower Interest Expense	\$0.01
Higher Salaries, General, & Administrative Expense	(\$0.01)
1Q FY2008 Non-GAAP Operating Results	\$0.09



5-Year Capital Expenditures (\$ in millions)

(\$ in millions)	2005A	2006A	2007A	2008E	2009E	2010E	2011E	2012E	Total '08-'12
New Business	\$58.2	\$48.7	\$44.9	\$51.8	\$53.3	\$60.4	\$55.3	\$49.3	\$270.1
Rehabilitation Project	8.2	47.8	30.8	2.5	0.0	0.0	0.0	0.0	2.5
Other Replacements	22.5	22.7	33.8	37.7	41.7	42.0	42.7	41.4	205.5
LNG Peaking Plant	1.5	5.8	0.3	0.7	45.0	60.0	20.0	15.0	140.7
Other ¹	33.7	36.5	48.3	43.9	39.4	30.2	15.1	17.9	146.5
Total	\$124.1	\$161.5	\$158.1	\$136.6	\$179.4	\$192.6	\$133.1	\$123.6	\$765.3



¹ Includes conditioning facilities

Pending Regulatory Actions

Jurisdiction	Key Issues	Status
D.C.	Hexane recovery	Pending
D.C.	Decoupling/RNA	Washington Gas may file for RNA after decoupling decision in Pepco Case No. 1053
Maryland	Case No. 9103 Changes in Depreciation Rates	Hearings scheduled for May 12-13 Proposed Order expected by mid-July
Maryland	Phase II of Case No. 9104 Performance Based Rates/BPO	Hearings scheduled for June 10-12 Proposed Order expected by September
Virginia	Decoupling/RNA	Pending legislation provides regulatory mechanisms to recover LDC costs of customer conservation and activities that promote efficiency
FERC	Cove Point Request for Rehearing	WGL filed brief with DC Circuit Court of Appeals on Oct 5 FERC filed brief with Court on Dec 18 Cove Point and Shippers filed brief on Jan 9 WGL reply brief due on Feb 8



Achieving Stability Through Recovery Mechanisms

	DC	MD	VA
Automatic gas cost recovery via PGC	✓	✓	✓
Carrying costs on storage gas balances	✓	✓	✓
Carrying costs on over/undercollected gas costs	✓		✓
Pension & OPEB expense	✓		
Normalization (RNA/WNA)	1	RNA	WNA
Performance-Based Rate Plan (PBR)	2	Pending	✓
Recovery of Hexane costs	Pending	✓	✓
Gas Administrative Charge (GAC)	✓	✓	✓
Asset Management sharing	✓	✓	✓

¹ Settling Parties agree that Washington Gas may seek approval of an RNA through a separate formal proceeding after the PSC has issued its initial decision on the proposed Bill Stabilization Adjustment in Case No. 1053 (Pepco), during the rate freeze period.

² DC settlement includes rate freeze that enables Washington Gas to retain all earnings in excess of 8.12% ROR through Oct 1, 2011



On January 30, 2008, the District of Columbia PSC issued an order in Case No. 1053, agreeing in concept to the Bill Stabilization Adjustment and will open a Phase II proceeding to address regulatory implementation issues.

Recent WGL Rate Cases

Virginia - \$3.9M rate increase (granted)*

Date	Rate Base	ROR	ROE	Equity	LT Debt	ST Debt	Preferred	Other ¹
12/18/03 Order	\$626,514,067	8.44%	10.50%	50.96%	39.72%	6.42%	1.80%	1.10%
9/15/06 Filing	\$649,980,494	9.12%	11.25%	55.56%	39.35%	2.44%	1.79%	0.86%
9/19/07 Order	N/A	8.41%	10.00%	55.70%	39.02%	2.70%	1.77%	0.81%

Four-year delivery service base rate freeze effective October 1, 2007.

District of Columbia - \$1.4M rate increase (granted)*

Date	Rate Base	ROR	ROE	Equity	LT Debt	ST Debt	Preferred	Other
11/10/03 Order	\$242,262,145	8.42%	10.60%	50.30%	42.08%	5.84%	1.78%	N/A
12/21/06 Filing	\$247,712,766	8.89%	11.08%	55.48%	38.99%	3.80%	1.73%	N/A
12/28/07 Order	N/A	8.12%	10.00%	51.09%	43.38%	3.80%	1.73%	N/A

No further change in distribution rates may be made prior to October 1, 2011.

Maryland - \$20.6M rate increase (granted)

Date	Rate Base	ROR	ROE	Equity	LT Debt	ST Debt	Preferred	Other
10/31/03 Order	\$539,628,108	8.61%	10.75%	51.49%	41.22%	5.46%	1.83%	N/A
4/20/07 Filing	\$667,087,664	8.88%	11.00%	56.02%	39.04%	3.21%	1.73%	N/A
11/16/07 Order	\$645,455,615	8.20%	10.00%	53.02%	37.95%	7.34%	1.69%	N/A

^{*} The rate increases shown above do no not reflect the financial effects of certain favorable regulatory mechanisms associated with the DC and VA rate cases.



¹ Job Development Tax Credits

FY 2008 Non-GAAP Operating Guidance

	FY2008
Utility	\$1.97 – \$2.03
Non-Utility	\$0.38 - \$0.42
Total	\$2.35 – \$2.45

This guidance has been determined as of February 4, 2008, and 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.



FY 2008 Non-GAAP Operating Guidance Assumptions

Utility	
Active customer meter additions	17,500
Operations & Maintenance expense (GAAP)	\$249M

Retail Energy	
WGES natural gas volumes	63 - 64 BCF
WGES natural gas margins	\$0.45/Dth - \$0.55/Dth
WGES electric volumes	4.0 million MWH – 4.5 million MWH
WGES electric margins	\$6.50/Mwh - \$7.00/Mwh
WGES O&M expense	\$25M-\$30M

Consolidated						
Effective tax rate	39%					
Equity ratio target	Mid-50% range of total capital					
Dividend payout ratio target	< 70%					
Average diluted shares outstanding	49,645,000					



Drivers of Change in Projected Utility Operating Results

FY2007 Non-GAAP Utility EPS	\$1.71
New Rates and Regulatory Mechanisms	\$0.36
Asset Management Retained Earnings	\$0.11
Customer Growth	\$0.09
Higher DC & VA Usage	\$0.03
Operation & Maintenance Expense	(\$0.11)
Depreciation & General Taxes	(\$0.06)
VA PBR Earnings Sharing	(\$0.02)
Lost and Unaccounted for Gas FY2007	(\$0.03)
Other, Net	(\$0.08)
Midpoint of FY2008E Non-GAAP Utility EPS Guidance	\$2.00



Drivers of Change in Projected Non-Utility Operating Results

FY2007 Non-GAAP Non-Utility EPS	\$0.28
Retail Energy Marketing	
Higher Natural Gas Gross Margins	\$0.13
Lower Electric Gross Margins	(\$0.08)
Changes in Operating & Interest Expense	\$0.00
Commercial HVAC	\$0.02
Other Non-Utility	\$0.05
Midpoint of FY2008E Non-GAAP Non-Utility EPS Guidance	\$0.40



Drivers of Change in Projected Utility Operating Results

FY2008E Non-GAAP Utility EPS Guidance (11/08/07)	\$1.87
New Rates and Regulatory Mechanisms	\$0.08
Asset Management Retained Earnings	\$0.06
Higher DC & VA Usage	\$0.03
Operation & Maintenance Expense	(\$0.02)
VA PBR Earnings Sharing	(\$0.02)
FY2008E Non-GAAP Utility EPS Guidance (02/05/08)	\$2.00



Drivers of Change in Projected Non-Utility Operating Results

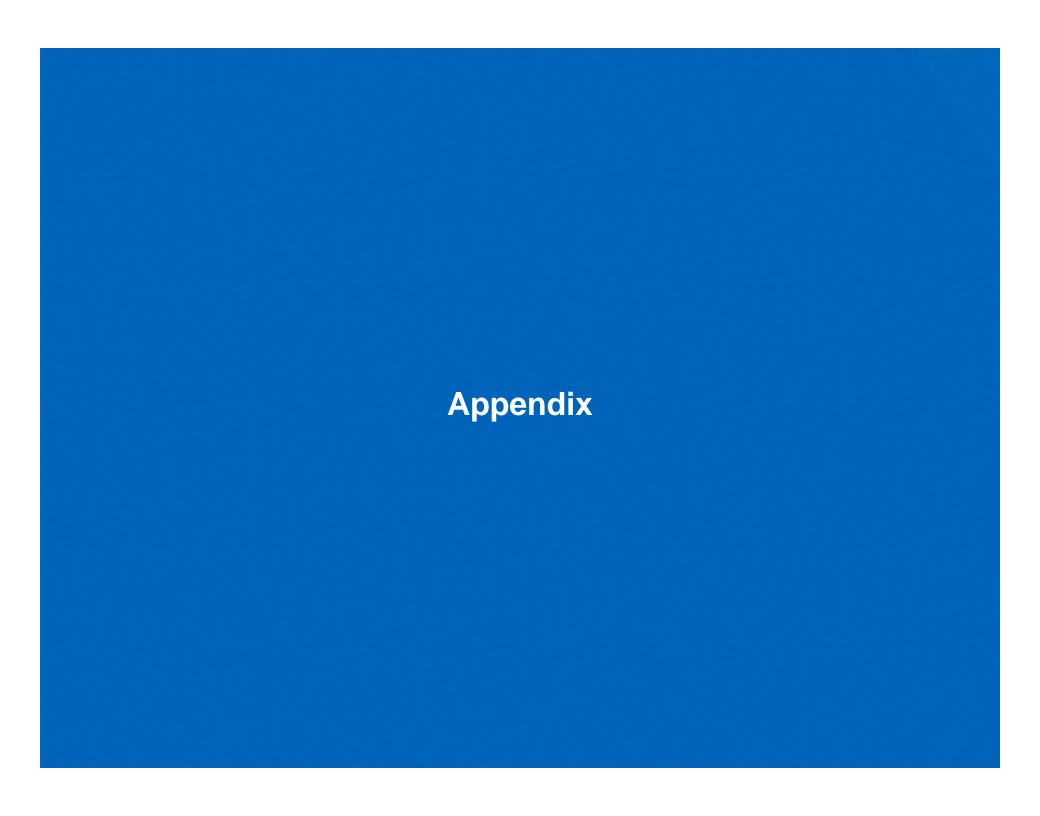
FY2008E Non-GAAP Non-Utility EPS Guidance (11/08/07)	\$0.35
Retail Energy Marketing	
Higher Electric Gross Margins	\$0.09
Lower Natural Gas Gross Margins	(\$0.01)
Higher Operating & Interest Expense	(\$0.02)
Commercial HVAC	\$0.00
Other Non-Utility	(\$0.01)
FY2008E Non-GAAP Non-Utility EPS Guidance (02/05/08)	\$0.40



Investment Highlights

- High-growth, demographically attractive service area
- Strong, operationally efficient utility operations
- Favorable regulatory framework
- Profitable retail energy marketing business
- Solid balance sheet and top-tier credit ratings
- Thirty-one consecutive years of dividend increases;
 157 consecutive years of dividend payouts





Operating Segment Data¹

<i>a</i>	Non-Utility Operations										
	_			ail Energy-			04 4 2 2	Eliminations			
In thousands)		lated Utility	N	[arketing		HVAC	Other Activities	Elim	inations	Con	solidated
Three Months Ended December 31, 2007	_	464.400	•	*****	_	4.074	•		(0. (50)	^	
Operating Revenues	S	464,428	8	285,267	8	4,414	5 (5) S	(2,478)	8	751,626
Operating Expenses:											
Cost of Energy-Related Sales		268,279		271,877		3,666	-		(2,478)		541,34
Operation		50,867		6,321		384	767		-		58,33
Maintenance		10,510		-		-	-		-		10,510
Depreciation and Amortization		24,046		199		10	-		-		24,25
General Taxes and Other Assessments:											
Revenue Taxes		15,453		137		-	-		-		15,590
Other		10,882		739		23	9		-		11,653
Total Operating Expenses		380,037		279,273		4,083	776		(2,478)		661,69
Operating Income (Loss)		84,391		5,994		331	(781)	-		89,93
Other Income (Expenses) - Net		536		-		114	506		(568)		588
Interest Expense		12,151		564		_	590		(568)		12,73
Dividends on Washington Gas Preferred Stock		330		_		_	_		_		330
Income Tax Expense (Benefit)		28,244		2,149		172	(306)	_		30,259
Net Income (Loss) Applicable to Common Stock	s	44,202	s	3,281	s	273	S (559) S	-	S	47,19
Three Months Ended December 31, 2006 Operating Revenues	S	433.350	S	300.092	S	1 764	\$ 85	S	(2.329)	S	732,962
Operating Expenses:	-	455,550	•	300,072		1,704	• 00		(2,323)	•	152,702
Cost of Energy-Related Sales		251,005		288,447		1.396			(2.329)		538,519
Operation		46,588		5.261		456	835		(2,329)		53.140
Maintenance		9,465		3,201		430	033		-		9.46
Depreciation and Amortization		18,551		87		2			-		18.640
General Taxes and Other Assessments:		10,551		0/		2	-		-		10,040
Revenue Taxes		15,277		172							15,449
Other		9.275		697		14	11		-		9,99
		350.161		294.664		1.868	846		(2.329)		645.210
Total Operating Expenses Operating Income (Loss)		83,189				(104)			(2,529)		87,75
Comerating Income (LOSS)				5,428				•	(1.021)		
		(131)		-		106	884		(1,031)		(172 13.212
Other Income (Expenses) - Net		,		1.010							
Other Income (Expenses) — Net Interest Expense		11,974		1,018		-	1,251		(1,031)		
Other Income (Expenses) - Net		,		1,018 - 1.734		(95)	1,251		(1,031)		33(28,94(



 $^{^{\}rm 1}\,$ Figures are preliminary and may be different in filed 10-Q