

# PG&E Corporation

Third Quarter Earnings Call  
November 3, 2011

This presentation is not complete without the accompanying statements made by management during the webcast conference call held on November 3, 2011. In addition, this presentation is complementary to the financial and other information contained in the exhibits attached to PG&E Corporation's Current Report on Form 8-K that was furnished to the Securities and Exchange Commission on November 3, 2011. The Form 8-K, attached exhibits, and replay of the conference call are available on PG&E Corporation's website at [www.pge-corp.com](http://www.pge-corp.com)



# Safe Harbor Statement

**This presentation contains forward-looking statements that relate to management's guidance for PG&E Corporation's 2011 and 2012 earnings per share from operations and various assumptions and estimates on which such guidance is based, including forecasts of costs related to planned gas and electric operations improvements, the amount of costs related to gas pipeline matters and the recoverability of such costs through rates, third-party liabilities associated with the September 9, 2010 natural gas pipeline accident in San Bruno, California, forecast capital expenditures, environmental remediation liability, and future equity issuances. These statements are necessarily subject to various risks and uncertainties, the realization or resolution of which may be outside of management's control. Actual results may differ materially. Factors that could cause actual results to differ materially include:**

- the outcome of pending and future regulatory proceedings and investigations related to the San Bruno accident and the safety of the Utility's natural gas transmission pipelines; the ultimate amount of costs the Utility incurs for natural gas pipeline matters that are not recoverable through rates; the ultimate amount of third-party claims associated with the San Bruno accident that will not be recovered through insurance; and the amount of any civil or criminal fines, penalties, or punitive damages the Utility may incur related to these matters;
- the outcome of future investigations or proceedings that may be commenced by the CPUC or other regulatory authorities relating to the Utility's compliance with law, rules, regulations, or orders applicable to the operation, inspection, and maintenance of its electric and gas facilities (in addition to investigations or proceedings related to the San Bruno accident and natural gas pipeline matters);
- explosions, fires, accidents, mechanical breakdowns, the disruption of information technology and systems (including the newly installed advanced electric and gas metering system), human errors, and similar events that may occur while operating and maintaining an electric and natural gas system in a large service territory with varying geographic conditions that can cause unplanned outages, reduce generating output, damage the Utility's assets or operations, which could subject the Utility to third-party claims for property damage or personal injury, or result in the imposition of civil, criminal, or regulatory fines or penalties on the Utility;
- the impact of storms, earthquakes, floods, drought, wildfires, disease, and similar natural disasters, or acts of terrorism or vandalism, that affect customer demand or that damage or disrupt the facilities, operations, or information technology and systems owned by the Utility, its customers, or third parties on which the Utility relies;
- the potential impacts of climate change on the Utility's electricity and natural gas businesses, the impact of environmental laws and regulations aimed at the reduction of carbon dioxide and other greenhouse gases, and whether the Utility is able to recover associated compliance costs including the cost of emission allowances and offsets that the Utility may incur under cap and trade regulations;
- the outcome of seismic studies the Utility is conducting that could affect the Utility's ability to continue operating Diablo Canyon or renew the operating licenses for Diablo Canyon, the issuance of NRC orders or the adoption of new legislation or regulations to address seismic and other risks at nuclear facilities, or to address the operations, decommissioning, storage of spent nuclear fuel, security, safety, cooling water intake, or other operating or licensing matters associated with Diablo Canyon and whether the Utility is able to comply with such new orders, legislation, or regulations and recover the increased costs of compliance through rates;
- whether the Utility's newly installed electric and gas SmartMeter™ devices and related software systems and wireless communications equipment continue to accurately and timely measure customer energy usage and generate billing information, whether the Utility can successfully implement the system design changes necessary to accommodate changing retail electric rates, and whether the Utility can continue to rely on third-party vendors and contractors to support the advanced metering system;
- the impact of environmental remediation laws and regulations, particularly those affecting the remediation of the Utility's former manufactured gas plants and natural gas compressor sites, the extent to which the Utility is able to recover compliance and remediation costs from third parties or through rates or insurance, and the ultimate amount of environmental remediation costs the Utility incurs related to the Hinkley natural gas compressor station;
- other factors and risks discussed in PG&E Corporation and the Utility's 2010 Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q that have been filed with the Securities and Exchange Commission.



# Today's Speakers

## **Tony Earley**

Chairman, CEO and President, PG&E Corporation

## **Chris Johns**

President, Pacific Gas and Electric Company

## **Kent Harvey**

Senior Vice President and CFO, PG&E Corporation

## **Gabe Togneri**

Vice President, Investor Relations, PG&E Corporation



# Initial Observations at PG&E

- **Commitment to Excellence in Operations**
- **Benchmark – Celebrate the Gaps**
- **Organizational Structure Supports Improvement**

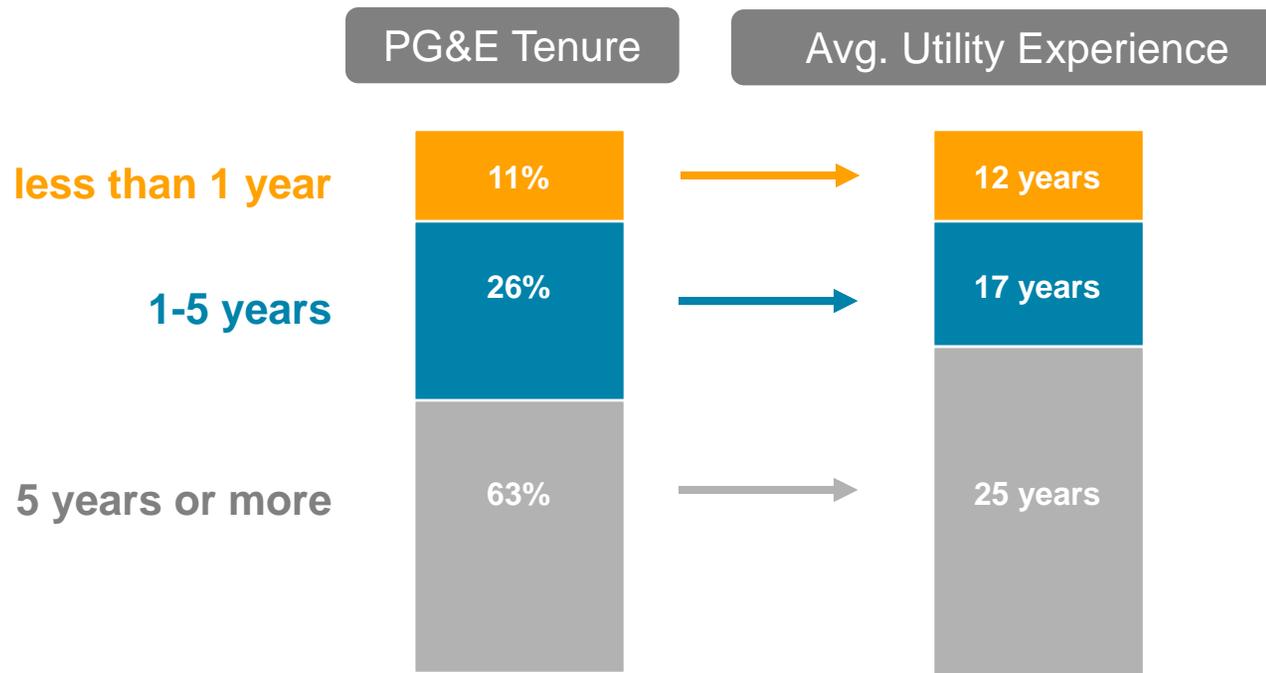


# PG&E Officer Team

## Key Recent Additions

- Nick Stavropoulos, EVP, Gas Operations
- Karen Austin, SVP and Chief Information Officer

Leadership team includes strong, diverse experience at PG&E and other utilities



# Improvement Plans

## Additional Gas and Electric Spending

- Accelerate previously planned work
- Identified new work
- Will impact 2012 and 2013 earnings

## Restore Confidence and Trust

- Work to improve operations is vital
- Consistently provide better service
- Drive to operational excellence and accountability

## Benchmark to Drive Improvement

- Compare to the best in operations
- Identify gaps in performance
- Set meaningful goals



# Operational Review

Reviewed all areas of operations



Assessed opportunities to improve safety, reliability, and customer service



Identified work requiring additional expense spending

# Additional Expenses in 2012

Annual Projections Beyond Previously Planned Expense Level

2012: ~\$200 million

2013: Comparable Amount

## Accelerated Gas and Electric Work

### Gas

- Evaluate and remediate gas services vulnerable to corrosion
- Increase right of way clearances
- Protect or relocate gas distribution meters to prevent damage

### Electric

- Accelerate pole reinforcement program and pole inspection cycles
- Increase hazard patrols in wildfire areas
- Accelerate overhead and underground line maintenance work

## Performance Improvement Work

### Gas

- Increase staffing and training for gas control center
- Shorten leak repair and leak recheck intervals
- Improve integrity management and class location programs

### Electric

- Improve technology used for field asset inventory system

### Customer

- Provide more support to small and medium business customers
- Increase overall customer communications and education efforts



# Natural Gas Pipeline Matters

## Regulatory Proceedings

### NTSB

Final Report Issued

### CPUC

Investigation (OII)

Rulemaking (OIR)

Proceedings on parallel timeframes

## Pipeline Work

### Strength Testing

Q3: Tested 46 miles

YTD: Cleared > 100 mi

### MAOP Validation

Met targets to date

End of 2011: 1,800 miles

## Third Party Liability

### Additional Accrual

Q3: \$96 million charge

- New information about nature of claims
- Experience to date resolving key cases
- Developments in litigation and regulatory proceedings

### Liability Range

\$375 million - \$600 million



# Environmental-Related Costs

Q3 2011 Accrual Increase: \$125 million

## Primary Drivers

- Hinkley - final remediation plan proposal
- Chromium plume extends farther than previously believed
- Order for permanent replacement water



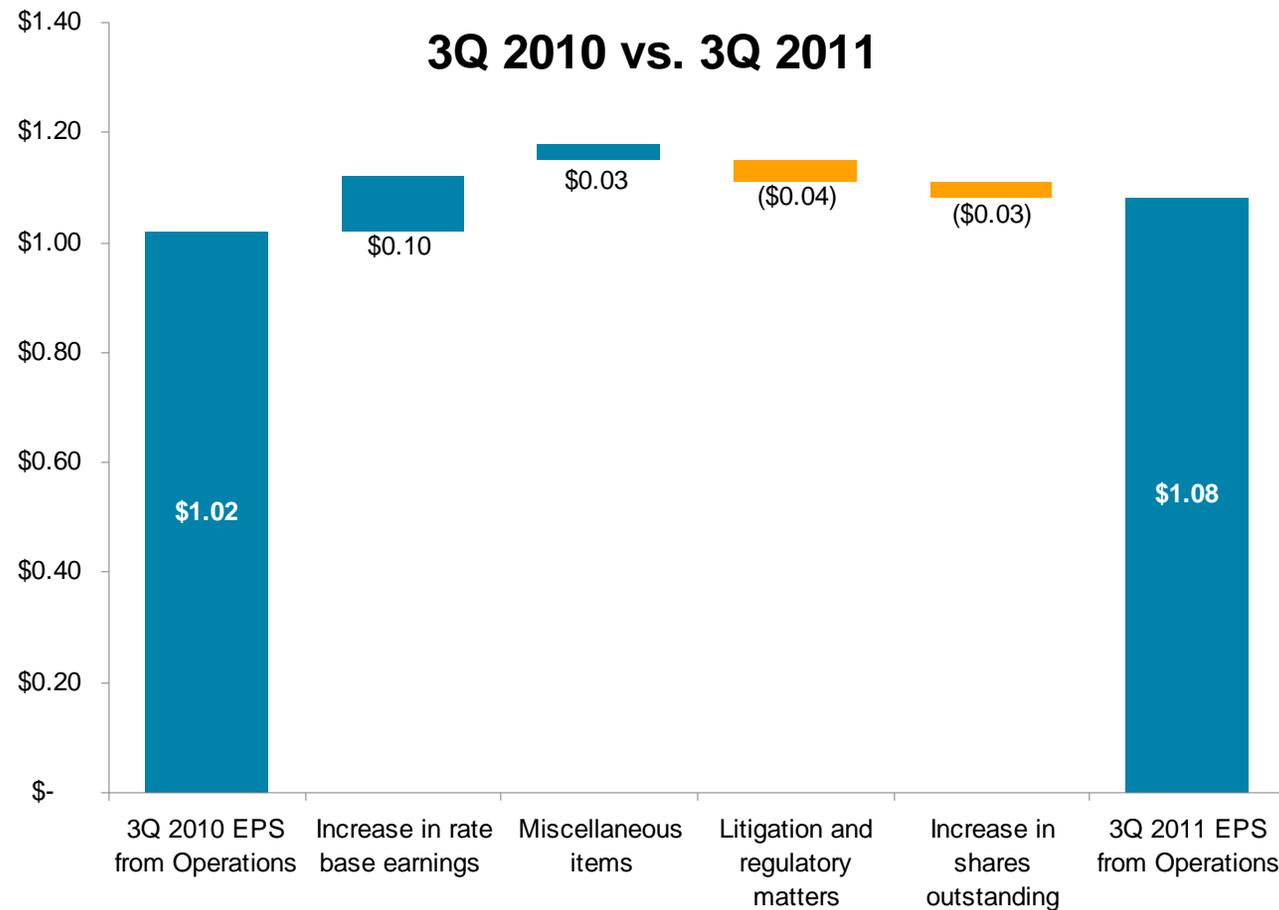
# 3Q 2011 EPS

	<b>Earnings (millions)</b>	<b>EPS</b>
Earnings from Operations	\$ 436	\$ 1.08
Items Impacting Comparability		
Natural Gas Pipeline Matters	(162)	(0.40)
Environmental-Related Costs	(74)	(0.18)
<b>EPS on a GAAP Basis</b>	<b>\$ 200</b>	<b>\$ 0.50</b>

<b>Natural Gas Pipeline Matters</b> (millions, pre-tax)	
	<b>3Q 2011</b>
Pipeline-related costs	\$ (177)
Third-party liability claims	(96)
Insurance Recoveries	-
<b>Total</b>	<b>\$ (273)</b>



# 3Q 2011 Q over Q Comparison



*"Earnings from Operations" is not calculated in accordance with GAAP and excludes items impacting comparability.*

# 2011 EPS Guidance

	<u>Low</u>	<u>High</u>
EPS from Operations	\$ 3.45	\$ 3.60
Estimated Items Impacting Comparability		
Natural Gas Pipeline Matters	(1.28)	(0.65)
Environmental-Related Costs	(0.18)	(0.18)
<b>Estimated EPS on a GAAP Basis</b>	<b>\$ 1.99</b>	<b>\$ 2.77</b>

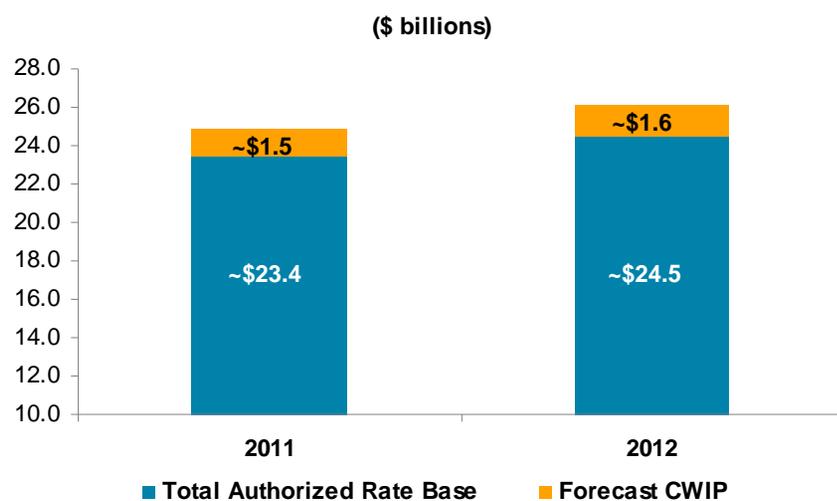
Natural Gas Pipeline Matters (millions, pre-tax)		
	Low guidance range	High guidance range
Pipeline-related costs	\$ (550)	\$ (350)
Third-party liability claims	(380)	(155)
Insurance Recoveries	60	60
<b>Total</b>	<b>\$ (870)</b>	<b>\$ (445)</b>



Does not include additional insurance recoveries or potential fines, penalties, or punitive damages.

# Assumptions for 2012 Guidance

## Authorized Rate Base (*weighted average*)



## Capital Expenditures Forecast (\$ millions)

	2011	2012
Gas Distribution	375	500
Electric Distribution	1250	1400
Gas Transmission	175	275
Electric Transmission	750	775
Conventional Generation	450	550
Common Plant	400	425
<b>Separately Funded</b>		
Cornerstone	100	125
PV	300	275
SmartMeter	225	50
PSEP	69	384
Other	100	75
<b>Total CapEx</b>	<b>~4,200</b>	<b>~4,800</b>

Expect 2012 CapEx: ~\$4,600 - \$4,800 million



Cost of Capital

Authorized ROE: 11.35%

Equity Ratio: 52%

# 2012 Additional Expenses

2012: ~\$200 million more than previously planned

1/3

**Accelerate work previously planned  
over a number of years**

**Plan to complete by end of 2013**

2/3

**Elevate ongoing performance to a  
higher level**



# Earnings from Ops Comparison

2011 EPS from Operations

2012 EPS from Operations

\$3.45 - \$3.60

- Higher expenses
- Higher shares
- + Rate base growth

\$3.10 - \$3.30



*"Earnings from Operations" is not calculated in accordance with GAAP and excludes items impacting comparability.*

# 2012 EPS Guidance

	<u>Low</u>	<u>High</u>
EPS from Operations	\$ 3.10	\$ 3.30
Estimated Items Impacting Comparability		
Natural Gas Pipeline Matters	(0.60)	(0.14)
Environmental-Related Costs	(0.14)	0.00
<b>Estimated EPS on a GAAP Basis</b>	<b>\$ 2.36</b>	<b>\$ 3.16</b>

<b>Natural Gas Pipeline Matters</b>		
(millions, pre-tax)		
	<b>Low guidance range</b>	<b>High guidance range</b>
Pipeline-related costs	\$ (200)	\$ (100)
Third-party liability claims	(225)	0
Insurance Recoveries	-	-
<b>Total</b>	<b>\$ (425)</b>	<b>\$ (100)</b>

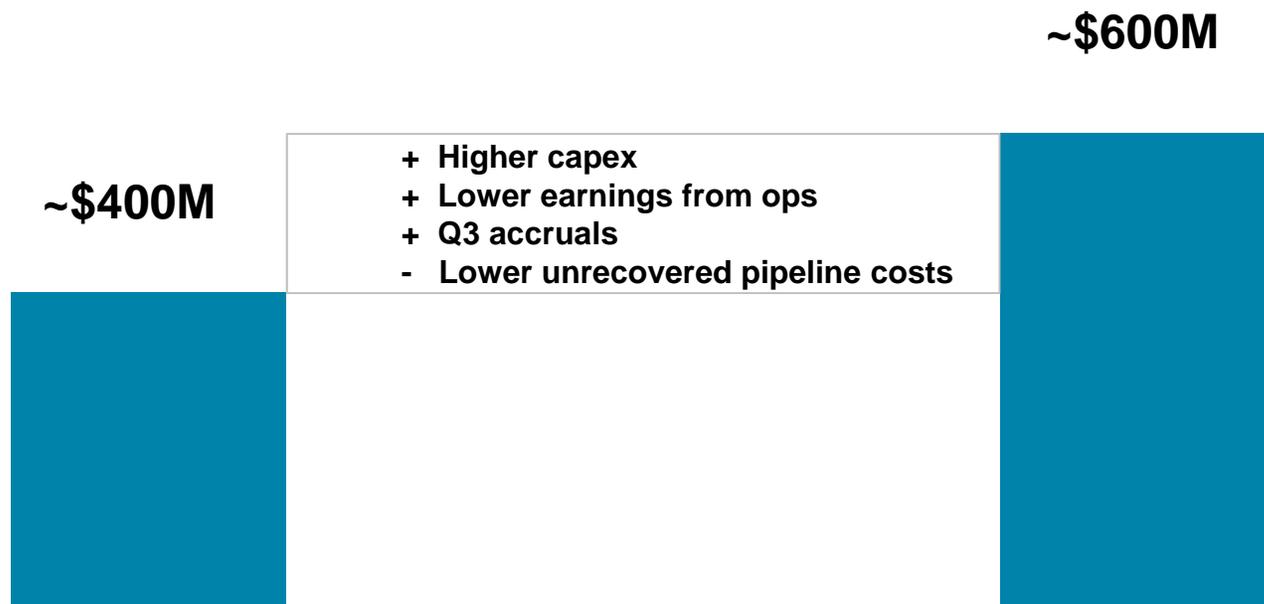


Assumes approval of Pipeline Safety Enhancement Plan as proposed. Does not include insurance recoveries or potential fines, penalties, or punitive damages.

# Equity Issuance

YTD 2011

Through EOY 2012



# In Closing

## The Plan

Resolve pipeline issues

Improve operational performance

Restore reputation with customers and regulators

## Objective

Sustainable earnings and dividend growth

