

# PG&E Corporation

## Investor Conference

March 1, 2010

*This presentation is not complete without the accompanying statements made by management on March 1, 2010.  
A replay is available on PG&E Corporation's homepage at [www.pge-corp.com](http://www.pge-corp.com)*



# Agenda

March 1, 2010 2:00pm – 5:00pm: *Presentation*

- PG&E's Investment Case

Peter A. Darbee  
Chairman, CEO and President  
PG&E Corporation

- PG&E's Operational Outlook

Chris Johns  
President  
Pacific Gas and Electric Company

- PG&E's Financial Outlook

Kent Harvey  
Senior Vice President and Chief Financial Officer  
PG&E Corporation

March 1, 2010 5:00pm – 6:00 pm: *Reception*

# Cautionary Language Regarding Forward-Looking Statements

This presentation contains management's guidance for PG&E Corporation's 2010 and 2011 earnings per share from operations, projections of Pacific Gas and Electric Company's (Utility) capital expenditures, rate base and rate base growth, and projections of PG&E Corporation's and the Utility's financing needs. These statements and projections, as well as the underlying assumptions, are forward-looking statements that are based on current expectations which management believes are reasonable. These statements and assumptions 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 Utility's ability to manage capital expenditures and its operating and maintenance expenses within authorized levels
- the outcome of pending and future regulatory proceedings and whether the Utility is able to timely recover its costs through rates;
- the adequacy and price of electricity and natural gas supplies, and the ability of the Utility to manage and respond to the volatility of the electricity and natural gas markets, including the ability of the Utility and its counterparties to post or return collateral;
- explosions, fires, accidents, mechanical breakdowns, the disruption of information technology and systems, and similar events that can cause unplanned outages, reduce generating output, damage the Utility's assets or operations, 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;
- changes in customer demand for electricity and natural gas resulting from unanticipated population growth or decline, general economic and financial market conditions, changes in technology, including the development of alternative technologies that enable customers to increase their reliance on self-generation, or other reasons;
- the occurrence of unplanned outages at the Utility's two nuclear generating units at Diablo Canyon, the availability of nuclear fuel, the outcome of the Utility's application to renew the operating licenses for Diablo Canyon, and potential changes in laws or regulations with respect to the storage of spent nuclear fuel, security, safety or other matters associated with the operations at Diablo Canyon;
- whether the Utility can maintain the cost savings it has recognized from operating efficiencies it has achieved and identify and successfully implement additional sustainable cost-saving measures;
- whether the Utility earns incentive revenues or incurs obligations under incentive ratemaking mechanisms;
- the impact of changes in federal or state laws, or their interpretation, on energy policy and the regulation of utilities and their holding companies;
- whether the new wholesale electricity markets in California will continue to function effectively and whether the Utility can successfully implement "dynamic pricing" for its electricity customers;
- how the CPUC administers the conditions imposed on PG&E Corporation when it became the Utility's holding company;
- the extent to which PG&E Corporation or the Utility incurs costs and liabilities in connection with litigation that are not recoverable through rates, from insurance, or from other third parties;
- the ability of PG&E Corporation, the Utility, and counterparties to access capital markets and other sources of credit in a timely manner on acceptable terms;
- the impact of environmental laws and regulations and the costs of compliance and remediation;
- the effect of municipalization, direct access, community choice aggregation, or other forms of bypass;
- the outcome of federal or state tax audits and the impact of changes in federal or state tax laws, policies, or regulations; and
- other factors and risks discussed in PG&E Corporation's and the Utility's 2008 Annual Report on Form 10-K and other reports filed with the Securities and Exchange Commission.

# PG&E's Investment Case

Peter Darbee

Chairman, Chief Executive Officer  
and President  
PG&E Corporation



# PCG: Key Takeaways

## *We have a solid strategy*

- customer focus
  - excellence in operations
    - strong regulatory relations
      - environmentally responsible
        - community oriented

## *We execute on our strategy*

- a proven management team
  - delivering consistent solid results  
for our *customers and shareholders*



# PCG Investment Case

**Excellent service at reasonable cost**

**Constructive regulatory environment**

**Investment in infrastructure-  
providing solid, regulated growth**

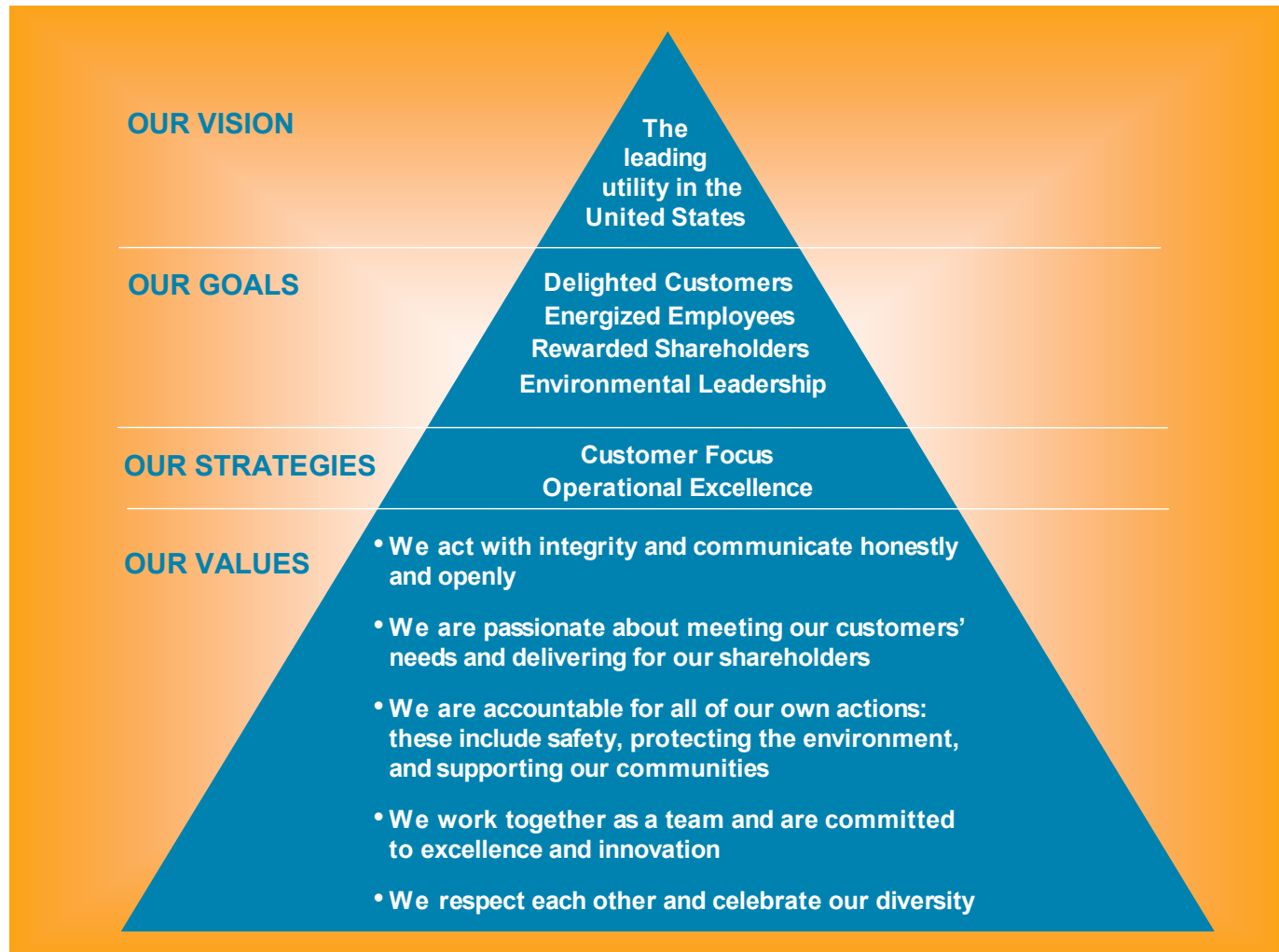
**Clean generation and world-class energy  
efficiency programs**

**Stable capital structure and return**

**Reliable, growing dividend**



# Vision & Values



# 2009 Report Card

## *Our Plan*

## *Our Results*

|                                     |                                   |                   |
|-------------------------------------|-----------------------------------|-------------------|
| <b>Earnings from Operations*</b>    | <b>\$3.15 - \$3.25</b>            | <b>\$3.21</b>     |
| <b>Capital Expenditures</b>         | <b>\$3.6 to \$3.7 B</b>           | <b>\$3.9 B</b>    |
| <b>15% Reduction in Injuries**</b>  | <b>2.76 cases / 200,000 hours</b> | <b>2.38 cases</b> |
| <b>On Time, On Budget Execution</b> | <b>SmartMeter™</b>                | ✓                 |
|                                     | <b>Gateway Generating Station</b> | ✓                 |
|                                     | <b>Nuclear Projects</b>           | ✓                 |
|                                     | <b>New Gas Fired Facilities</b>   | ✓                 |
|                                     | <b>(on line in 2010)</b>          |                   |



\* Reg G reconciliation to GAAP for 2009 EPS from Operations available in Appendix and at [www.pge-corp.com](http://www.pge-corp.com)

\*\* Measured by OSHA Recordable Injuries



# Analysts' Top Questions

**Do you foresee any change in your regulatory environment?**

**What is the impact of the California economy on PG&E?**

**What is the outlook for your General Rate Case?**

**What is your long-term earnings growth trajectory?**



# CPUC and Regulation

“We want to actually work with the people of the state of California, and the utilities and the sources of capital, to effect this multi-decade transformation...”

*(Commissioner Bohn, Feb 4, 2010)*

“We have a need for critical infrastructure. It is crucial that California continue to invest in critical infrastructure, not only in order to augment our portfolio of preferred resources, but also enhance reliability and help grow the economy”

*(Commissioner Simon, Dec 17, 2009)*

“No matter how one looks at it, California will have to make significant investments in transmission and power plants, be they conventional or renewable, to meet the demands of a growing population and economy.”

*(President Peevey, June 23, 2009)*



# Impact of Election

## Under a new governor, what changes?

### May Change

RPS Standards for 2020

Cap & Trade Rules

CPUC Composition

### Not Likely to Change

Decoupling

Pass Through of Procurement Costs

ROE / Equity Ratio Remains through 2012

Previously Approved Projects and Contracts

Emphasis on Energy Efficiency, Renewables  
and Load Management



# State Energy Policy

## AB 32: Developing Implementation Plan

**33% RPS: Executive Order and Legislation**



# Customer Environment

## **PG&E is sensitive to customer needs**

- **Proposing plan to restructure residential tiers**
  - **Making customers aware of options to tiered rates**
  - **Managing revenue changes to keep average rates flat in 2011**



# Recap

**Our team delivers results**

**We understand the regulatory environment and can work constructively in it**

**We actively participate in the development of policies that will shape California's energy future**

**We are sensitive to our customers and the economy**

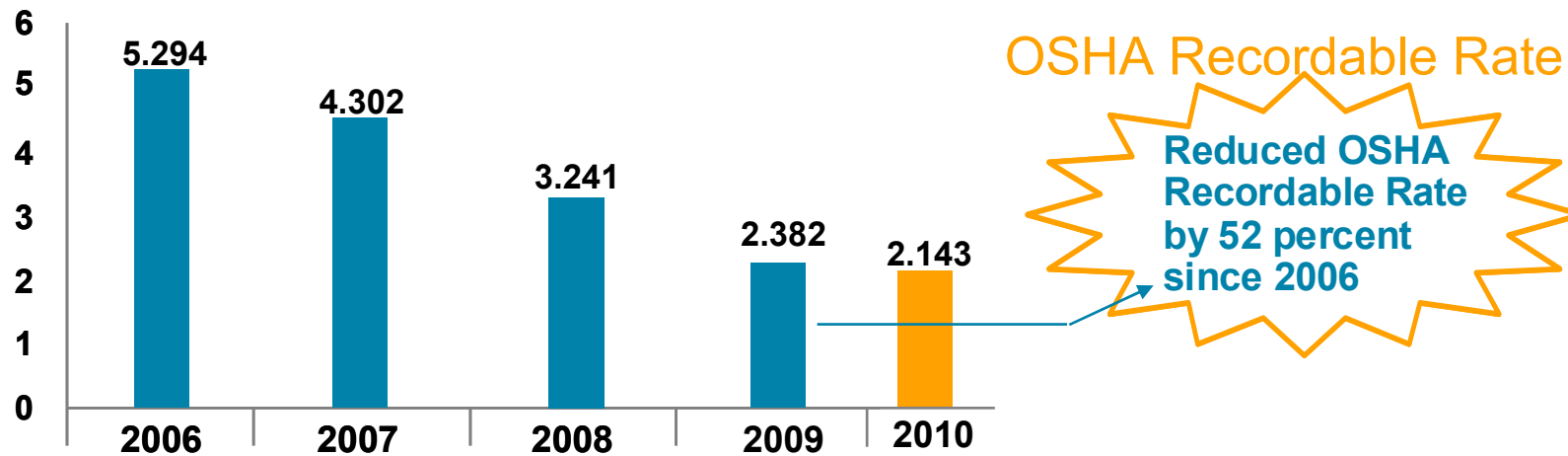


# PG&E's Operational Outlook

Chris Johns  
President  
Pacific Gas and Electric Company

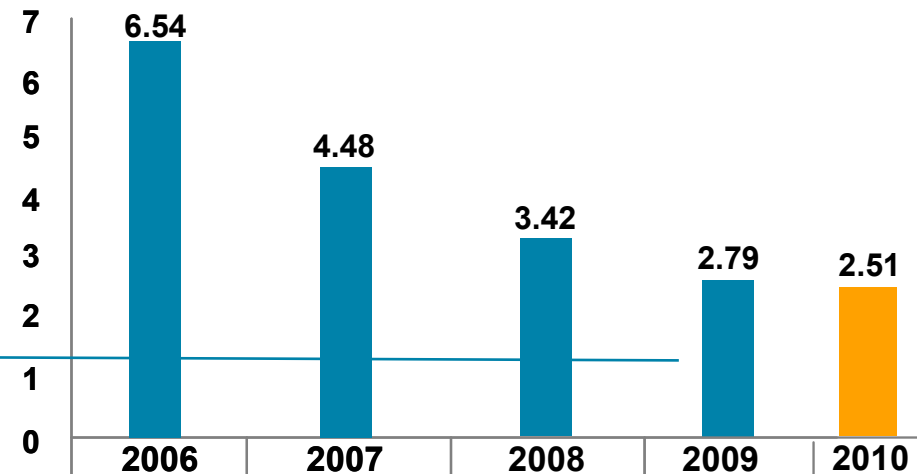


# Focus on Safety



Motor Vehicle Incident Rate

Reduced MVI Rate by 58 percent since 2006



Target Actual



# Excellence in Operations

## Sustained Improvement in Human Performance

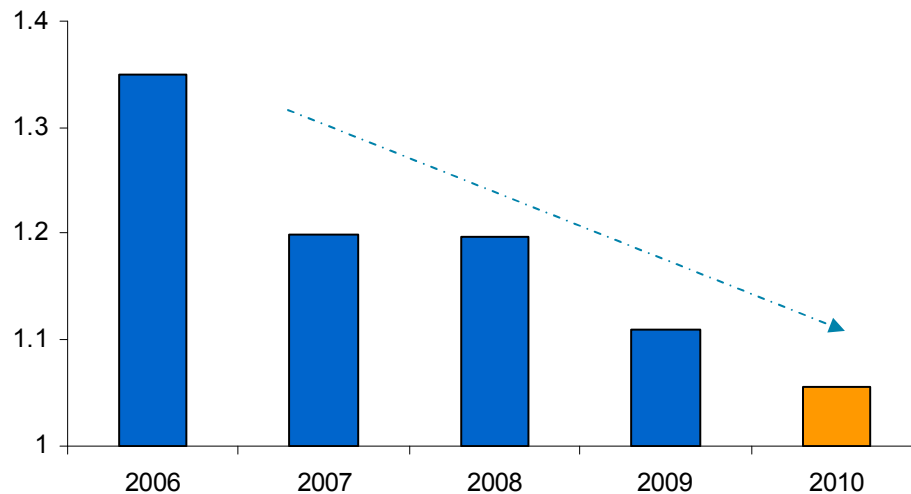
Improved estimating tool reduced paperwork by 65%

Information given to crews improved in actionable content by 60%

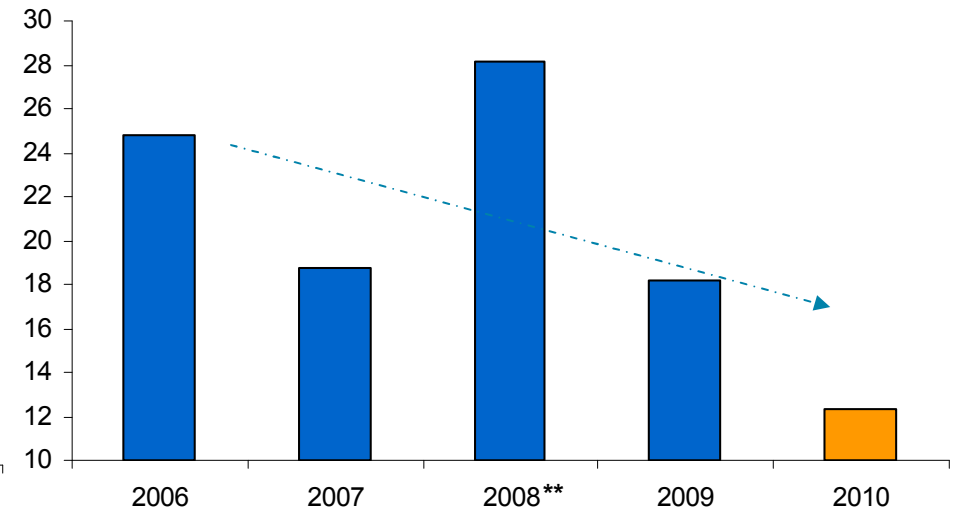


# Reliability Performance

Annual SAIFI\*



Annual CAIDI\*



PG&E's performance has improved in both the *frequency* (SAIFI) and *duration* (CAIDI) of outages

\* Excludes major events and planned outages.

\*\* Results reflect severe non-excludable storms and wildfires experienced in 2008.

Target Actual

# Accelerated Gas Surveys

**2009 Target: Survey 1.05 million service lines on our pipeline**

**2009 Actual: 1.11 million service lines surveyed**

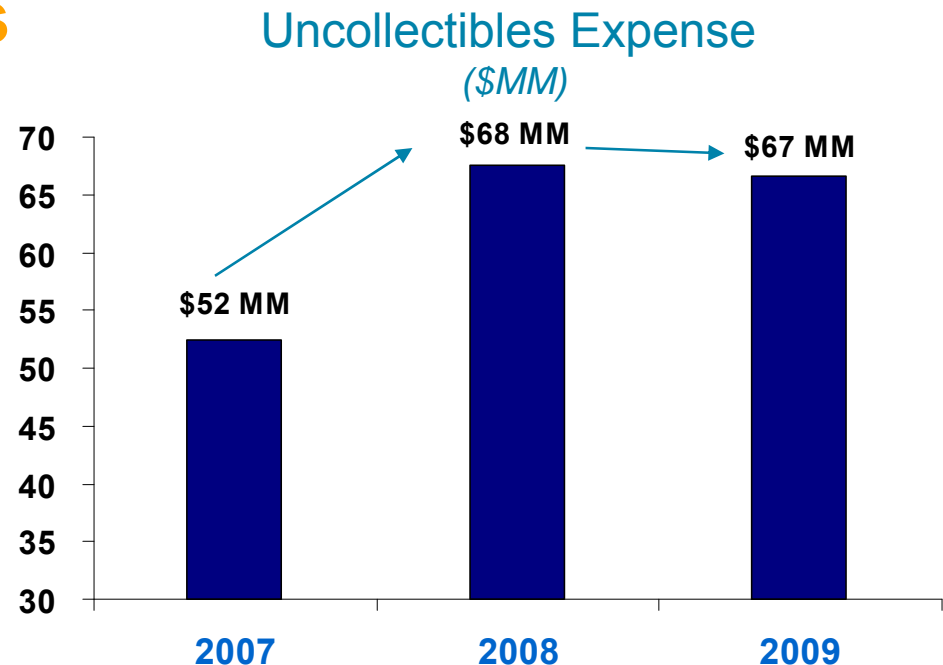
**Result: Greater confidence in the safety and quality of our gas system**



# California Economy

## PG&E's bad debt levels stable

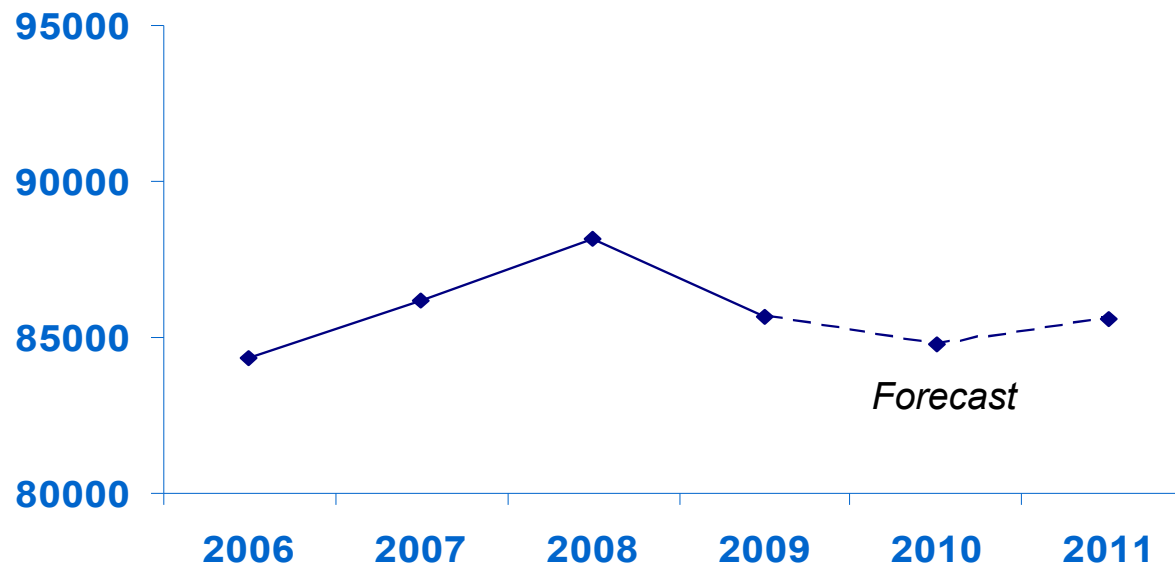
**Key Drivers:**  
**Customer Assistance**  
**Better collections**



# Electric Demand

## Electric Deliveries

(in millions kWh)



# Investment in Infrastructure

## Gas & Electric Distribution

| Estimated Categories of Capital Spend (2010) |     |
|----------------------------------------------|-----|
| Reliability                                  | 20% |
| Maintenance                                  | 25% |
| Customer Directed Work                       | 30% |
| Gas Work                                     | 25% |

**Total Estimated Capital Spend (2010): \$1.3B**



# Investment in Infrastructure

## Electric Transmission

| Estimated Categories of Capital Spend (2010) |     |
|----------------------------------------------|-----|
| System Expansion / Congestion Relief         | 50% |
| Maintenance and Replacement                  | 35% |
| Automation Technology Expansion              | 10% |
| New Generation Interconnection               | 5%  |

**Total Estimated Capital Spend (2010): \$800 MM**



# Investment in Infrastructure

## Natural Gas Transmission

| Estimated Categories of Capital Spend (2010) |     |
|----------------------------------------------|-----|
| Pipeline capacity and integrity              | 50% |
| Reliability                                  | 25% |
| Environmental Compliance                     | 25% |

**Total Estimated Capital Spend (2010): \$250 MM**





# Investment in Infrastructure

## Generation

| Estimated Categories of Capital Spend (2010)* |     |
|-----------------------------------------------|-----|
| Nuclear (Diablo Canyon Power Plant)           | 25% |
| Colusa / Humboldt (construction completion)   | 35% |
| Operating Conventional                        | 35% |
| Fossil Decommisioning                         | 5%  |

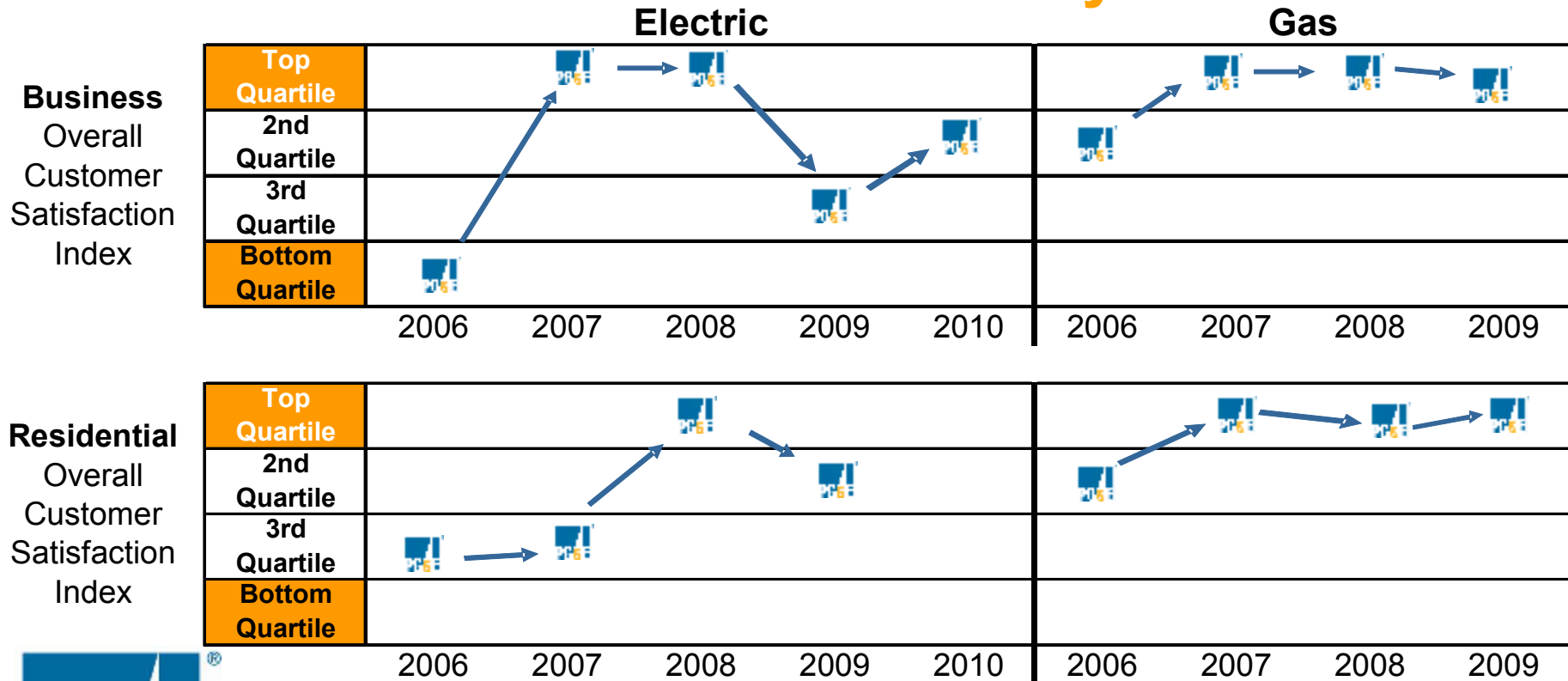
**Total Estimated Capital Spend (2010): \$750 MM**



\* Does not include PV Project or Manzanita Wind

# Customer Satisfaction

## J D Power Surveys



# Outlook for Rates

**Proposed narrowing of tier differentials to mitigate high bills**

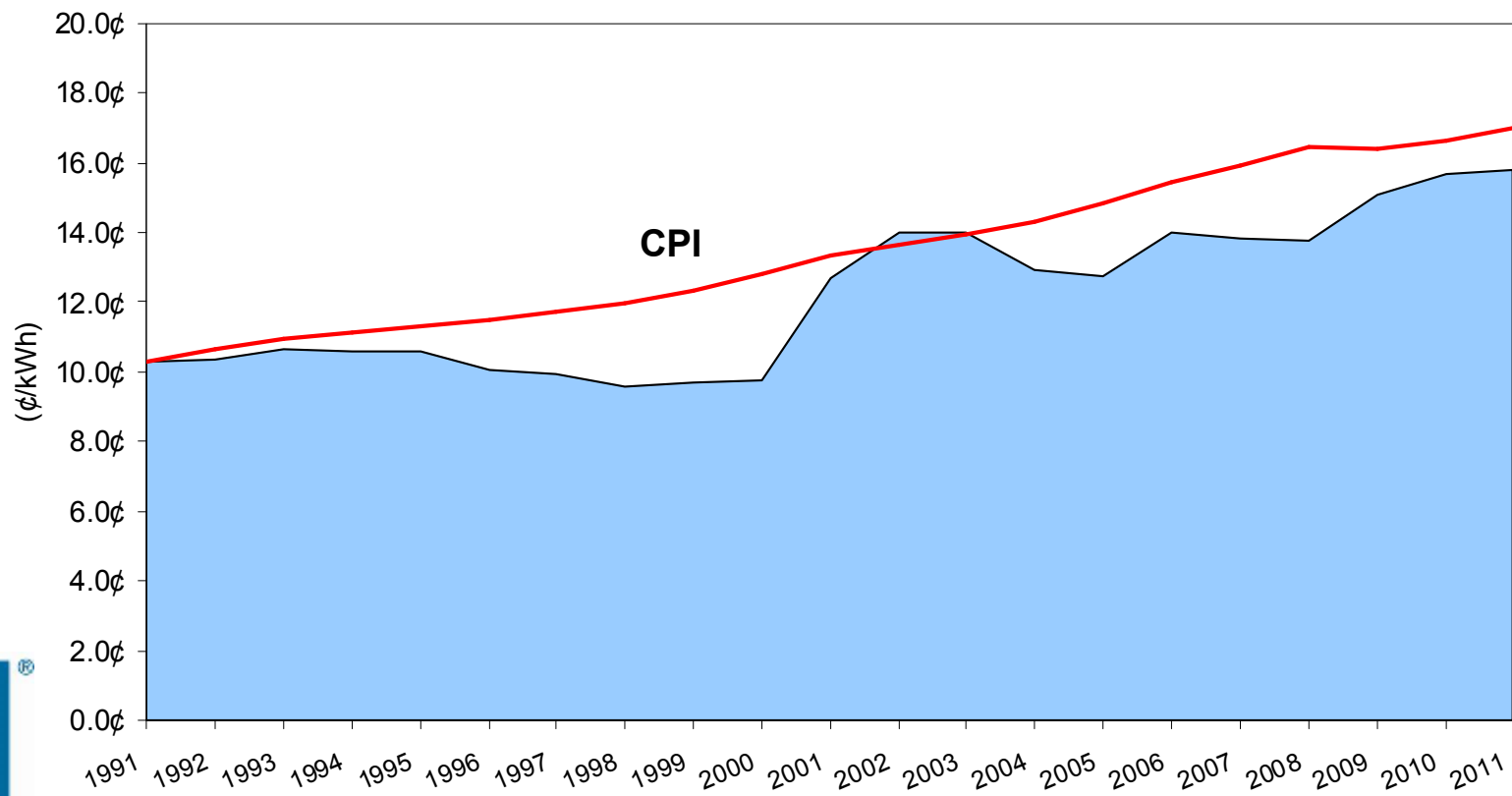
**Overall average rates expected to remain flat in 2011**

**Longer term outlook depends on price of  
carbon, natural gas, and renewables**



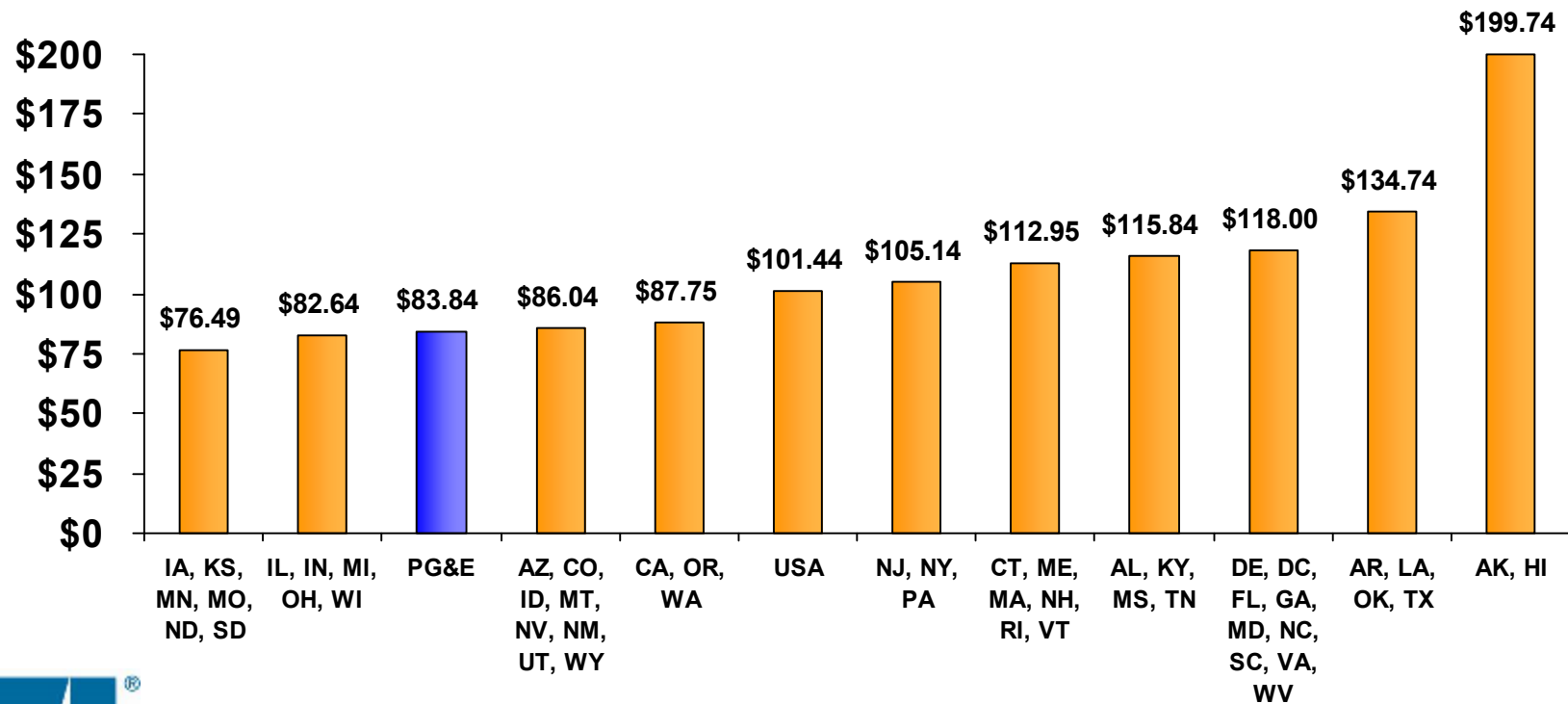
# Electric Rates

System Average Electric Rates



# Residential Bills

## Residential Average Monthly Bills by Region



Source: Edison Electric Institute, Statistical Yearbook, Year 2008

# Customer Programs

|                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                   |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>Family Electric Rate Assistance (FERA):</b> <i>Low-to middle income households of three or more pay a lower rate for part of their electricity usage; If denied for CARE due to income level, customers are considered for FERA</i></p> | <p><b>Breathe Easy Solutions:</b> <i>The California Alternative Rates for Energy (CARE) provides a 20% discount on gas and electricity services for low-income or newly unemployed customers and excludes state imposed energy surcharges</i></p> |
| <p><b>Energy Partners:</b> <i>Provides income-qualified customers free energy education, weatherization measures and energy-efficient appliances to reduce gas and electric usage</i></p>                                                     | <p><b>Balance Payment Plan:</b> <i>Our billing system will calculate your monthly payment amount based on your average energy use costs</i></p>                                                                                                   |
| <p><b>Medical baseline allowance:</b> <i>Allows customers to get additional quantities of energy at the lowest (baseline) price for residential customers</i></p>                                                                             | <p><b>Bill Guaranty:</b> <i>PG&amp;E will accept a cosigner for an eligible customer's credit deposit.</i></p>                                                                                                                                    |
| <p><b>3rd Party Notification:</b> <i>PG&amp;E will notify you or any other person designated as a third party when the person you're concerned about ever receives a late notice due to an unpaid PG&amp;E bill</i></p>                       | <p><b>Cooling Centers:</b> <i>PG&amp;E provides grants to communities to provide a place for residents to go during times of extreme heat</i></p>                                                                                                 |



# Energy Efficiency Programs

## World Class Programs

**\$1.3B program budget (2010-2012)**

**126 Programs for Customers**

**Partnership with Governments**

**\$75 MM in incentive awards in 2008-09**

**National Recognition:**



**EnergySTAR Sustained Excellence Award**

**Platts Energy Efficiency Initiative of the Year**

**EI National Key Accounts Customer Service Award**



# SmartMeter™ Rollout

**SmartMeters™ installed through 2009: 4.5 million**

**Goal for year-end 2010: 8.0 million installed cumulative**

**Total Installations: 10 million by mid-2012**



**Largest AMI deployment in the US**



# Regulatory

## Key Regulatory Cases

- **General Rate Case**
- **Gas Transmission & Storage**
- **Transmission Owner Case**



# GRC Outlook

## GRC Statistics

|                         |          |                     |
|-------------------------|----------|---------------------|
| PG&E's 2007 GRC Request | \$5.246B | (\$532 MM increase) |
|-------------------------|----------|---------------------|

|                    |          |                    |
|--------------------|----------|--------------------|
| DRA's First Filing | \$4.695B | (\$19 MM decrease) |
|--------------------|----------|--------------------|

|                   |          |                    |
|-------------------|----------|--------------------|
| Adoped Settlement | \$5.057B | (\$251MM increase) |
|-------------------|----------|--------------------|

|                           |          |                     |
|---------------------------|----------|---------------------|
| Edison's 2009 GRC Request | \$5.199B | (\$871 MM increase) |
|---------------------------|----------|---------------------|

|                         |          |                     |
|-------------------------|----------|---------------------|
| Edison's Final Decision | \$4.829B | (\$495 MM increase) |
|-------------------------|----------|---------------------|



# RPS Progress

## Getting to the Goal

**Progress towards 2010 goal**

**Pursuing all opportunities**

**14.5% delivered from  
renewable resources in 2009**

**Over 6,000 MW in renewables  
under contract at end of 2009**



# Other 2010 Items

**Diablo Canyon Relicensing**

**Remediation of former Manufactured Gas Sites**

**Taxpayer Right to Vote Act**



# Positioned for the Future

**Excellence in Operations**

**Improved Safety Performance**

**Increased Productivity**

**Higher Reliability**

**Capital Spending “On Plan”**

**Customer Service Options**



***Good Customer Service at a Reasonable Cost***

# PG&E's Financial Outlook

Kent Harvey

Senior Vice President and  
Chief Financial Officer  
PG&E Corporation



# 2009 Financial Accomplishments

## Highlights

**2009 Earnings per share (from Operations): \$3.21\***

**Earned incentive revenues for successful energy efficiency programs**

**Managed large CapEx program**

**Strong cash flow**



*\* Reg G reconciliation to GAAP for 2009 EPS from Operations available in Appendix and at [www.pge-corp.com](http://www.pge-corp.com)*

# Cost of Capital

## Providing Stability for the Future

**Current mechanism extended through 2012**

**52% equity layer remains in place**

**11.35% ROE, subject to adjustment based on  
Moody's bond index**



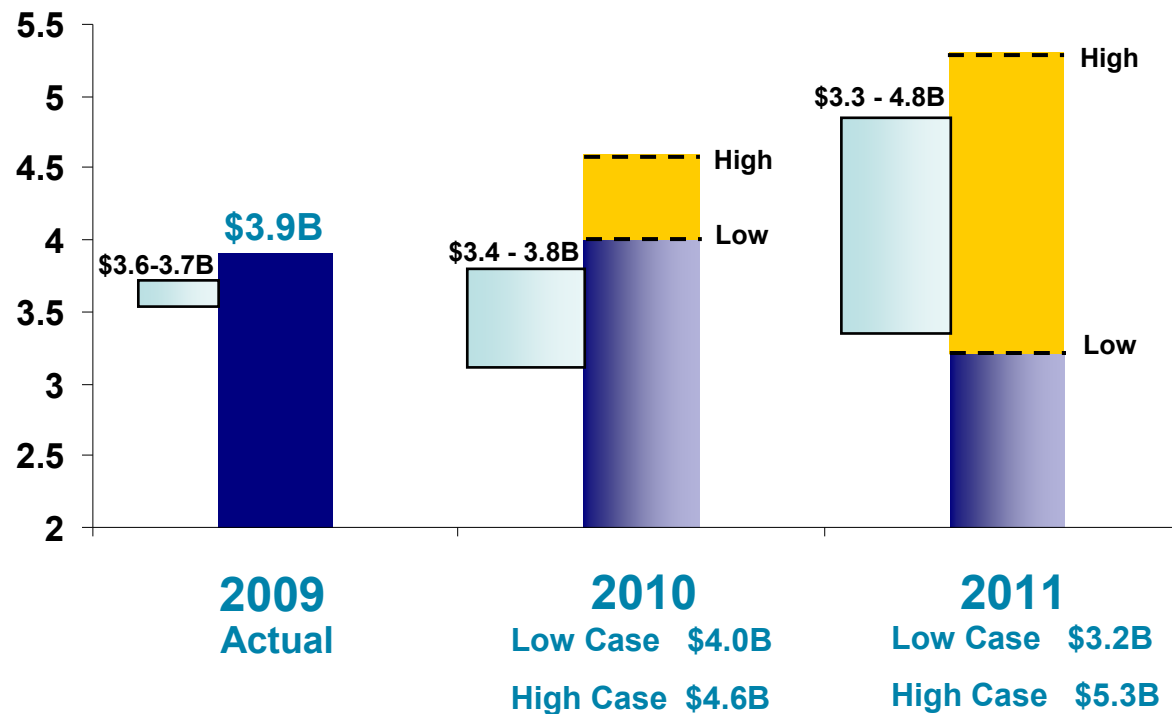


# Capital Expenditure Outlook

## Cap Ex Forecast (\$B)

Prior vs. Current

2009 Investor  
Conference  
Forecast Range



# CapEx Forecast 2010

## Capital Expenditure Forecast (\$MM)\*

| 2010                        |         |         |
|-----------------------------|---------|---------|
| Gas & Electric Distribution | \$1,300 |         |
| Conventional Generation     | \$750   |         |
| Common Plant                | \$265   |         |
| Natural Gas Transmission    | \$250   |         |
| Electric Transmission       | \$800   |         |
| SmartMeter™ Program         | \$535   |         |
|                             | Low     | High    |
| Cornerstone Program         | \$0     | \$100   |
| PV Project                  | \$0     | \$160   |
| Manzana Wind Project        | \$0     | \$280   |
| Dynamic Pricing             | \$75    | \$115   |
| Total                       | \$3,975 | \$4,555 |



\* Excludes tax equity investment outside of the Utility

# CapEx Forecast 2011

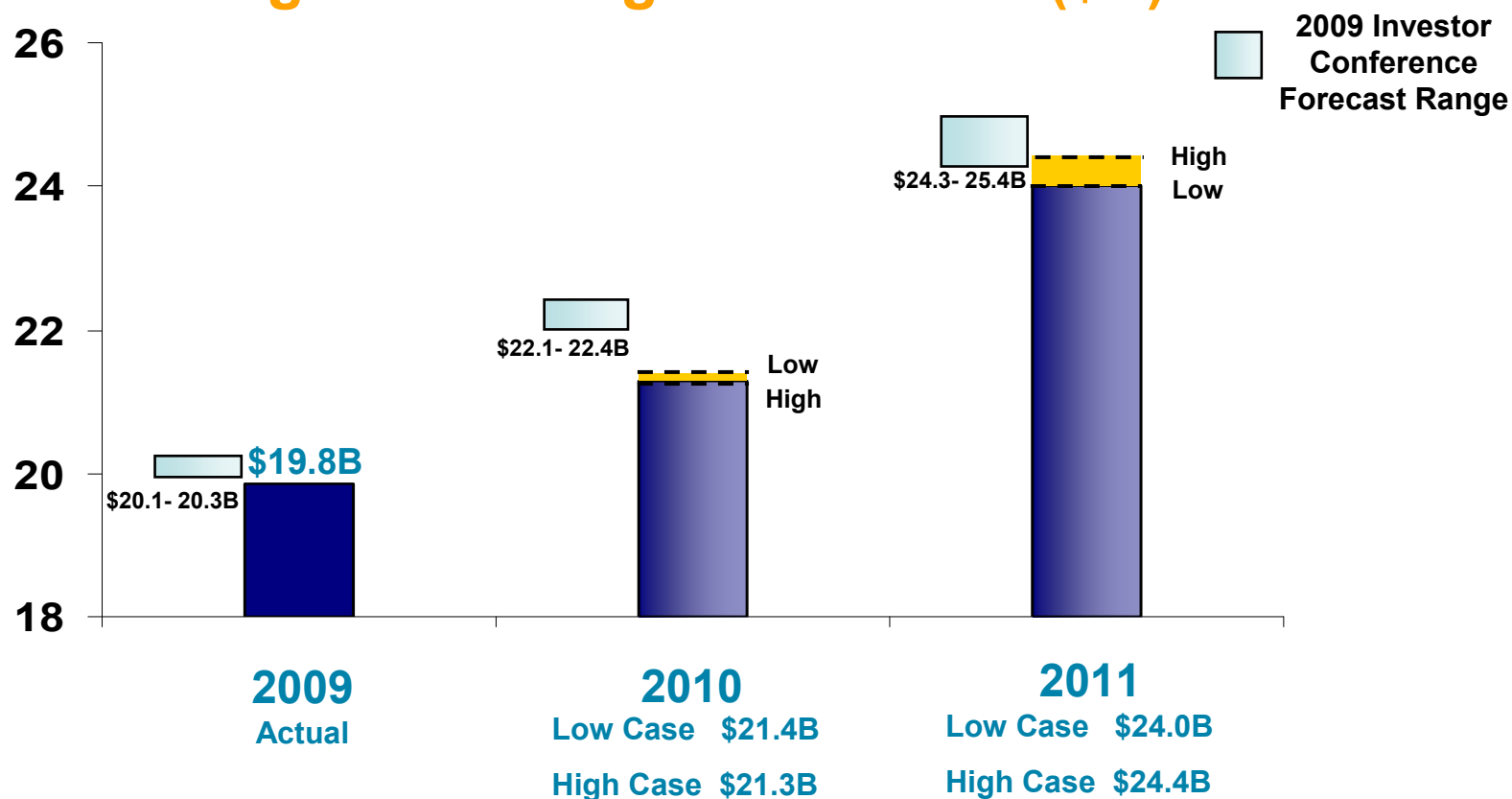
## Capital Expenditure Forecast (\$MM)

| 2011                        |         |         |
|-----------------------------|---------|---------|
|                             | Low     | High    |
| Gas & Electric Distribution | \$1,375 | \$1,900 |
| Conventional Generation     | \$360   | \$450   |
| Common Plant                | \$270   | \$390   |
| Natural Gas Transmission    | \$215   | \$235   |
| Electric Transmission       | \$775   | \$925   |
| SmartMeter™ Program         | \$165   |         |
|                             | Low     | High    |
| Cornerstone Program         | \$0     | \$285   |
| PV Project                  | \$0     | \$300   |
| Manzana Wind Project        | \$0     | \$580   |
| Dynamic Pricing             | \$0     | \$35    |
| Total                       | \$3,160 | \$5,265 |



# Rate Base Growth

## Weighted Average Rate Base\* (\$B)



\* 2009 actual rate base reflects bonus depreciation of approximately \$400 million for 2009 as well as a true-up of 2008 bonus depreciation of approximately \$100 million. The current forecast ranges for 2010 and 2011 rate base reflect these same items as well as 2010 bonus depreciation of approximately \$400 million assumed in the high case only. The previous investor conference forecast reflected none of these items.

# Future Capital Opportunities

**Conventional Generation**

**Renewable Generation**

**SmartGrid Investments**

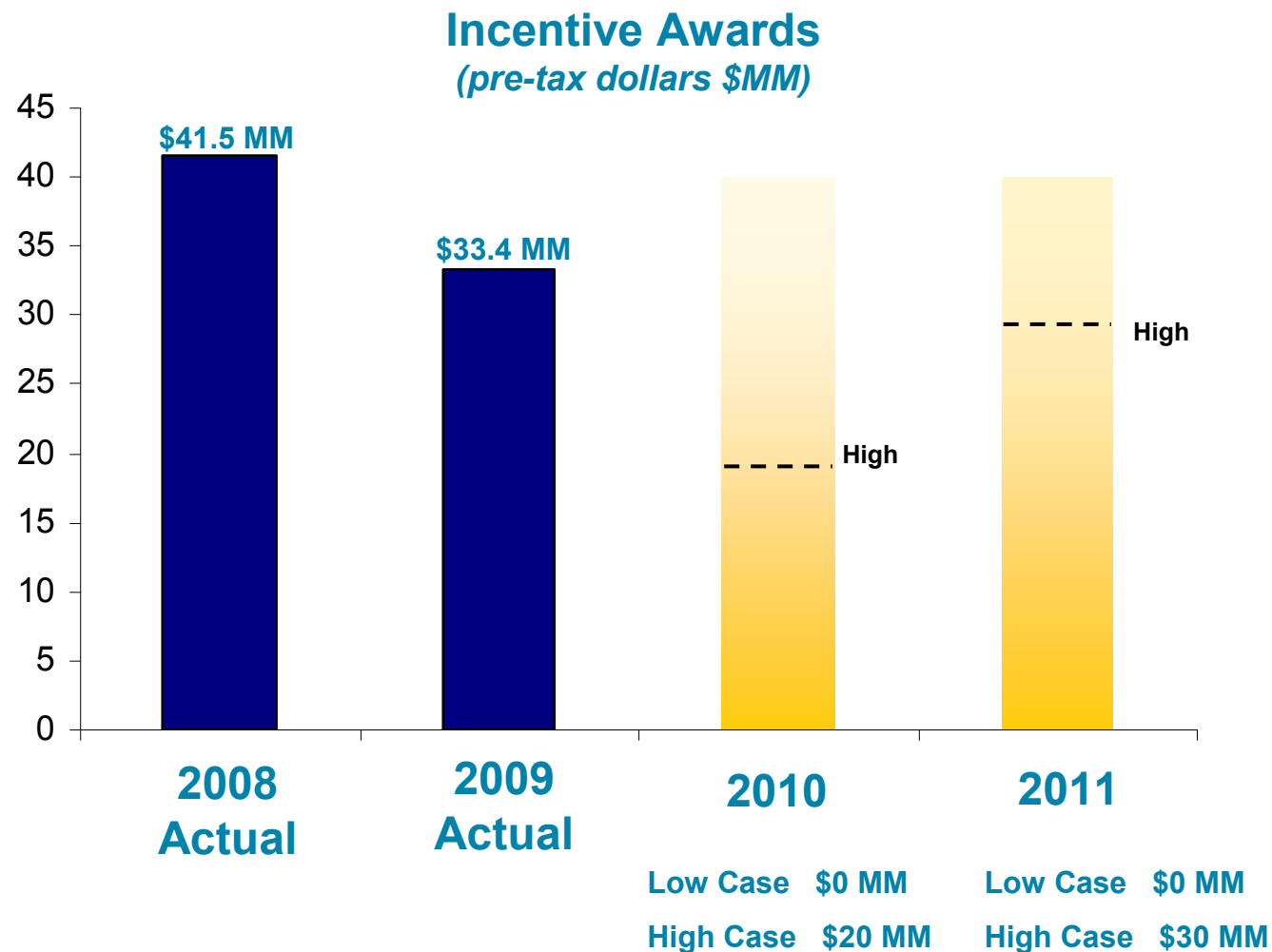
**Energy Storage**

**Electric Vehicle Infrastructure**

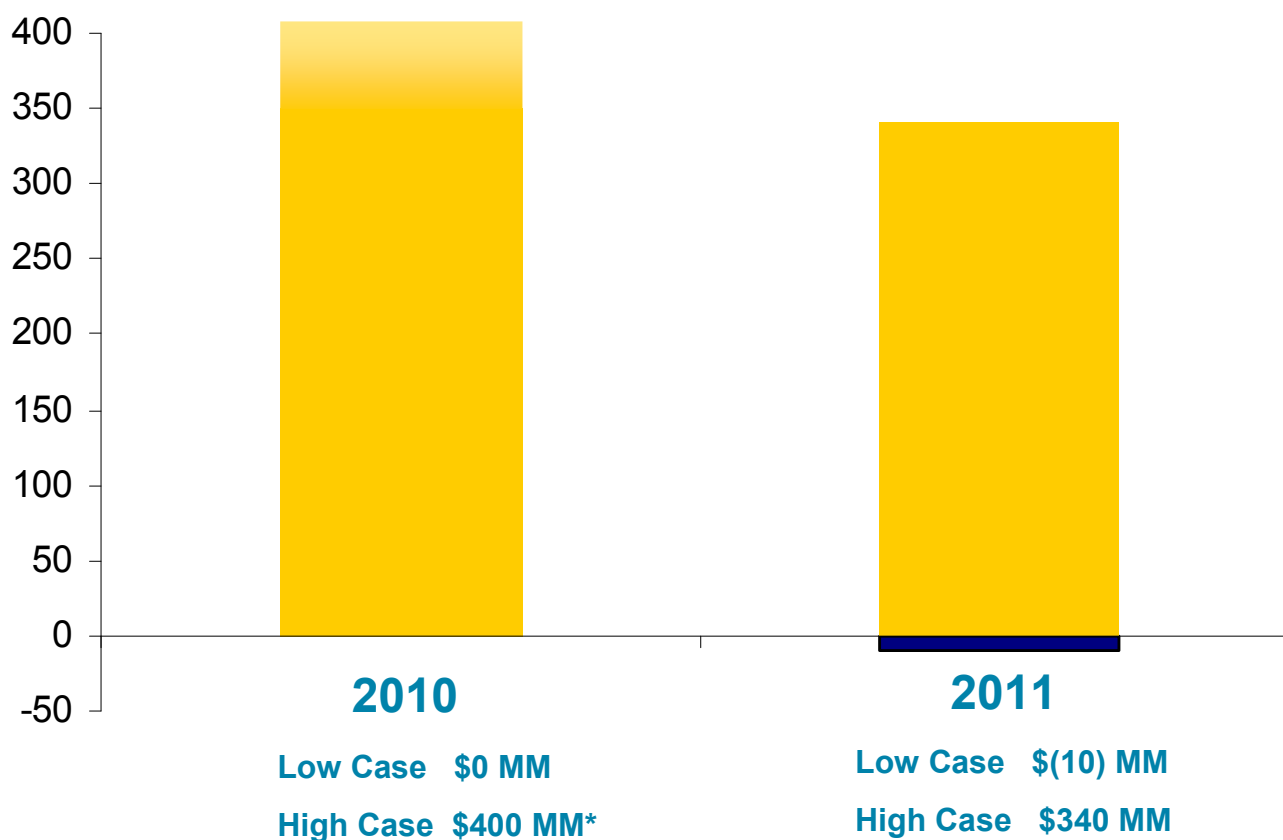
**Transmission for Renewables**



# Energy Efficiency Incentives



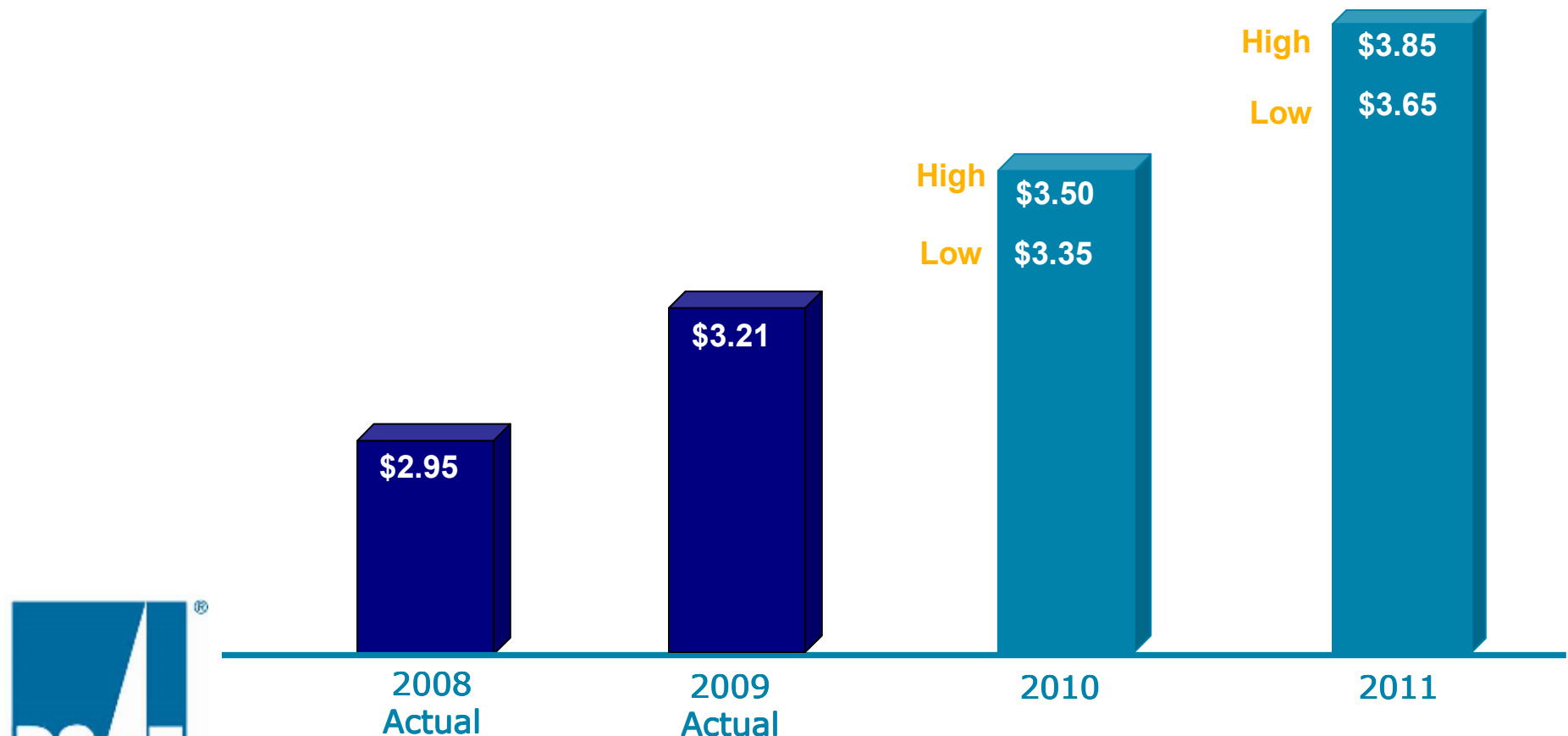
# Impact to Cash Flow from Tax



*\* Estimate of 2010 bonus depreciation impact, but amount could vary based on actual capital additions*

# EPS Guidance

## Earnings per Share from Operations\*



\* Reg G reconciliation to GAAP for 2008 and 2009 EPS from Operations, and 2010-2011 EPS Guidance available in Appendix and at [www.pge-corp.com](http://www.pge-corp.com)



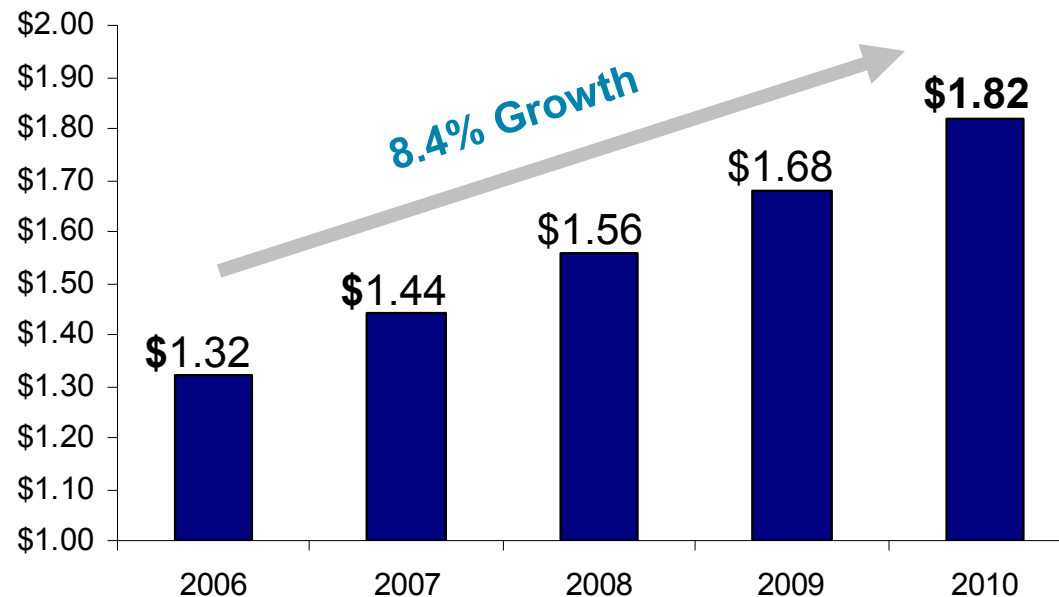
# Dividend Policy

**Sustainable, comparable dividend**

**Payout ratio range of 50% - 70%**

**Dividend growth in line with EPS growth**

**Annualized Dividends per Share**



# Cash Flow and Equity Needs

(in \$MM)

|                                        | 2010    |            | 2011    |            |
|----------------------------------------|---------|------------|---------|------------|
|                                        | Low     | High       | Low     | High       |
| Cash from Operations (Total Sources)   | 2,765   | to 3,395   | 3,355   | to 3,930   |
| Primary Uses                           |         |            |         |            |
| Capital Expenditures                   | (3,975) | to (4,555) | (3,160) | to (5,265) |
| Dividends*                             | (675)   | to (725)   | (760)   | to (865)   |
| Total Uses                             | (4,650) | to (5,280) | (3,920) | to (6,130) |
| Uses in Excess of Sources              | (1,885) | to (1,885) | (565)   | to (2,200) |
| Debt Maturities                        | 0       | to 0       | (500)   | to (500)   |
| Required Funding                       | (1,885) | to (1,885) | (1,065) | to (2,700) |
| Financing                              |         |            |         |            |
| Long-Term Debt Issuances               | 1,445   | to 1,385   | 705     | to 1,845   |
| Equity Needs                           | 150     | to 250     | 430     | to 900     |
| Utilization of Cash (Inc ST Borrowing) | 290     | to 250     | (70)    | to (45)    |
| Total Financings and Cash Utilization  | 1,885   | 1,885      | 1,065   | 2,700      |

Internal Equity  
forecasted to  
provide  
**\$100 to \$200 MM**  
per year



\* Includes both common and preferred dividends

# Financial Assumptions: 2010-2011

## **GUIDANCE REFLECTS:**

**Capital expenditures consistent with low and high case ranges**

**Utility earns ROE of at least 11.35%**

**Ratemaking capital structure maintained at 52% equity**

**CEE incentives and tax cash flow consistent with high and low case ranges**

**Resolution of FERC generator claims in 2011 results in financing needs partially in 2011 (low case) or entirely in 2012 and beyond (high case)**



# Long-Term Forecast

## Key Drivers

- **General Rate Case**
- **Regulated Capital Opportunities**
- **Energy Efficiency Incentive Structure**
- **Holding Company Opportunities**



# PCG Investment Case

**Excellent service at reasonable cost**

**Constructive regulatory environment**

**Investment in infrastructure-  
providing solid, regulated growth**

**Clean generation and world-class energy  
efficiency programs**

**Stable capital structure and return**

**Reliable, growing dividend**



# Conclusion

Peter Darbee

Chairman, Chief Executive Officer and  
President  
PG&E Corporation



# Sustaining Excellence

**10 years from now,  
the industry will be different**

**SmartGrid will be implemented**

**Electric Vehicles will be in the marketplace**

**Distributed Generation will continue to increase**



# Planning Ahead: SmartGrid

## Automation and Managing Usage

Implementation of Home Area Network

Opportunity for load-shifting

Redundancy helps reliability





# Planning Ahead: Electric Vehicles

## Developing infrastructure

**Creates significant load**

**Currently testing “smart” charging port**

**A significant investment opportunity**



# Planning Ahead: Distributed Generation

**Growing rapidly in Northern California**

**Relatively small percentage of load (~2%)**

**Opportunity for further investment**



# Strategic Outlook

**Investing in a “smarter” future**

**Building on our green reputation**

**Aligning investments  
with opportunities for the future**



# Notes



# Appendix



# Navigation of Key Questions

**Do you foresee any change in your regulatory environment?**

**Slides 10-12**

**What is the impact of the California economy on PG&E?**

**Slides 13, 20-21, 30**

**What is the outlook for your General Rate Case?**

**Slides 27-28, 33-34, 43-44**

**What is your long-term earnings growth trajectory?**

**Slide 52**



*This presentation is not complete without the accompanying statements made by management on March 1, 2010.  
A replay is available on PG&E Corporation's homepage at [www.pge-corp.com](http://www.pge-corp.com)*

# Pacific Gas and Electric Company (PG&E)

- Provides energy to approximately 15 million people
- 70,000 square-mile service territory
- Four main operational units:

Electric and gas distribution

Electric transmission

Natural gas transmission

Electric generation



PG&E SERVICE AREA  
IN CALIFORNIA



# PG&E Financial Highlights

|                                | 2008             | 2009             |
|--------------------------------|------------------|------------------|
| <b>Revenues</b>                | \$14.628 billion | \$13.399 billion |
| <b>Consolidated Net Income</b> | \$1.34 billion   | \$1.22 billion   |
| <b>Assets</b>                  | \$40.860 billion | \$42.945 billion |





# Electric and Gas Distribution

## Business Scope

- Retail electricity and natural gas distribution service (construction, operations and maintenance)
- Customer services (call centers, meter reading, billing)
- 5.1 million electric and 4.3 million gas customer accounts

## Primary Assets

- \$12.4 billion of rate base (2009 wtd. avg.)

## Regulation

- California state regulation (CPUC)
- Cost of service ratemaking: General Rate Case <sup>(1)</sup>

<sup>(1)</sup> Authorized revenues = operating costs + (rate of return × rate base)  
Rate base = net plant ± adjustments to approximate invested capital



# Electric Transmission

## Business Scope

- Wholesale electric transmission services (construction, maintenance)
- Operation by CA Independent System Operator

## Primary Assets

- \$3.1 billion of rate base (2009 wtd. avg.)

## Regulation

- Federal regulation (FERC)
- Cost of service ratemaking: Transmission Owner Rate Case
- Revenues vary with system load



# Natural Gas Transmission

## Business Scope

- Natural gas transportation, storage, parking and lending services
- Customers: PG&E natural gas distribution and electric generation businesses, industrial customers, California electric generators

## Primary Assets

- \$1.5 billion of rate base (2009 wtd. avg.)

## Regulation

- California state regulation (CPUC)
- Incentive ratemaking framework: Gas Transmission & Storage Rate Case
- Revenues vary with throughput



# Electric Procurement & Owned Generation

## Business Scope

- Electricity and ancillary services from owned and controlled resources
- Energy procurement program

## Primary Assets

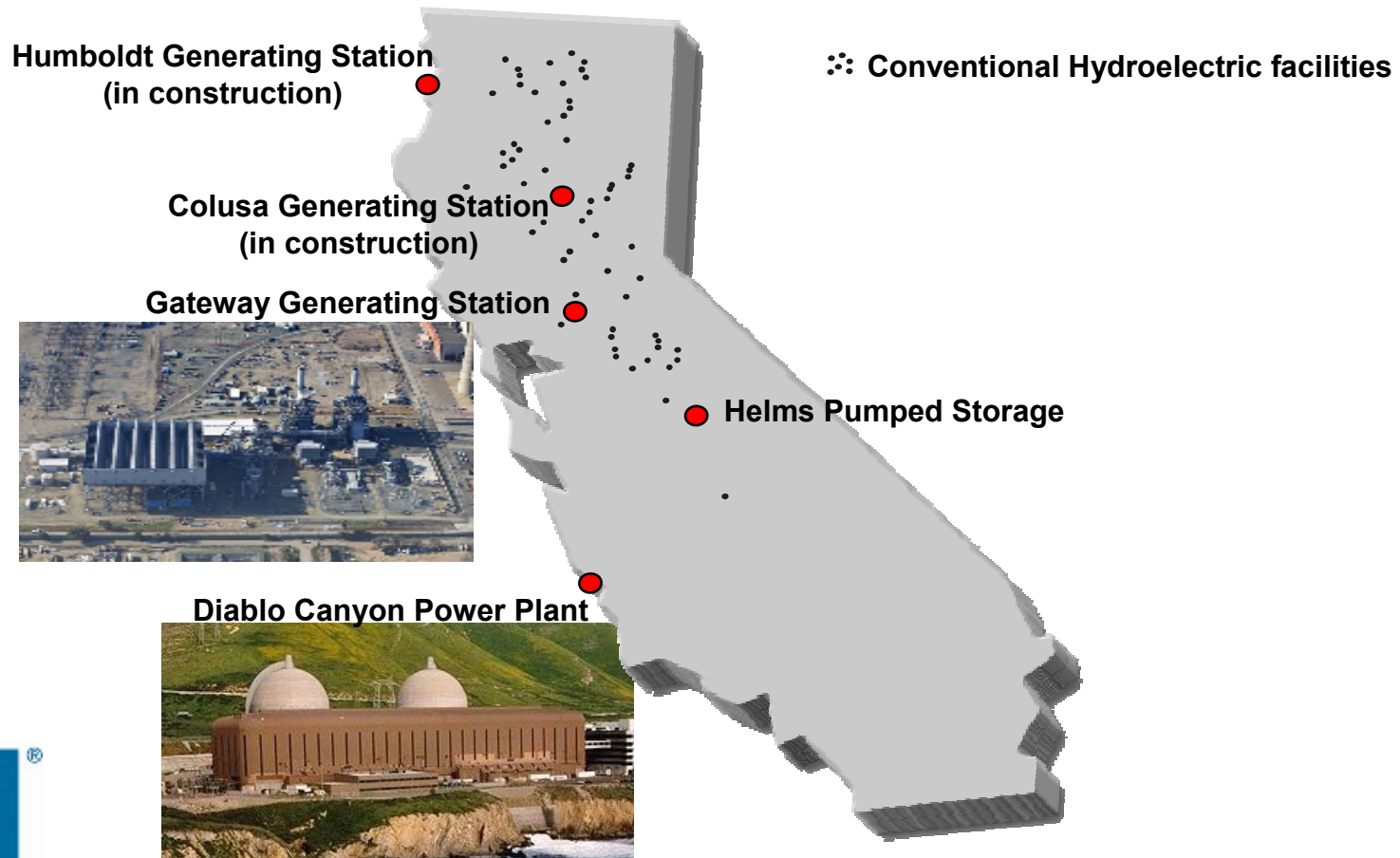
- \$2.8 billion of rate base (2009 wtd. avg.)
- Diablo Canyon Nuclear Power Plant (2,240 MW)
- Gateway Generating Station (530 MW)
- Largest privately owned hydro system (3,896 MW)
- Funded nuclear plant decommissioning trusts of \$2.0 billion

## Regulation



- California state regulation (CPUC)
- Cost of service ratemaking for utility-owned generation: General Rate Case
- Pass through of power procurement costs

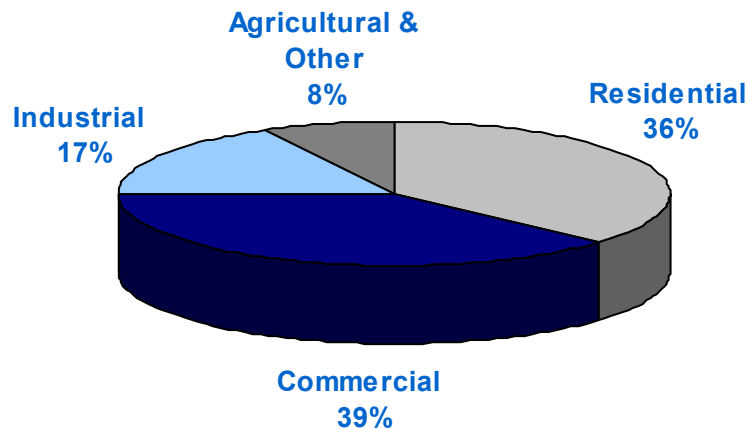
# PG&E Generation in California



# 2009 Customer Profiles - % of Sales

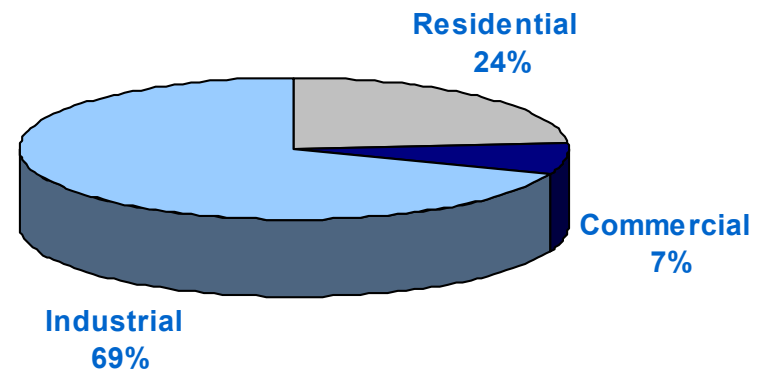
## Electric Customers

(85,629 GWh delivered)



## Gas Customers

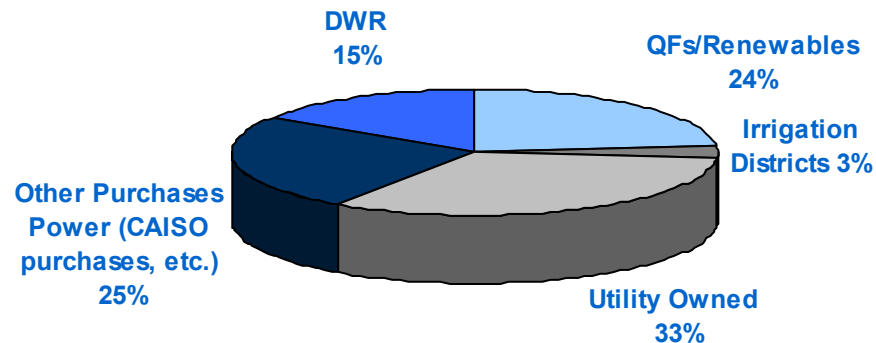
(822 Bcf delivered)



# Existing Resource Mix

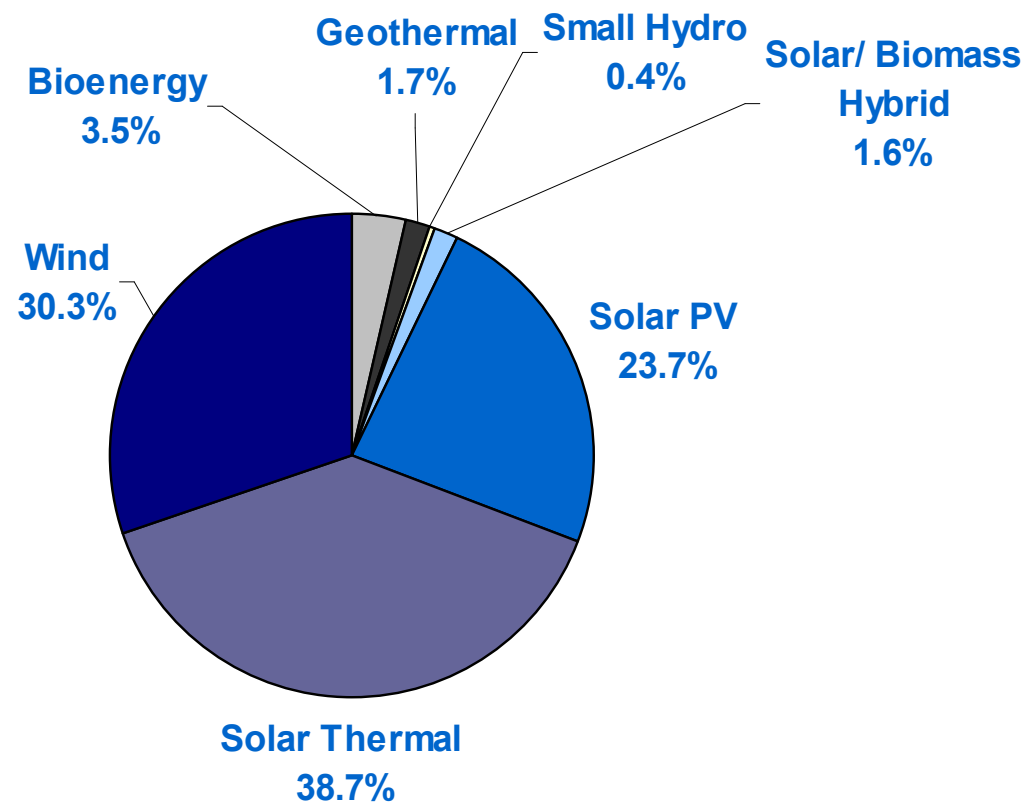
| Owned Generation                 | Type                          | Status                | Net Capacity (MW) |
|----------------------------------|-------------------------------|-----------------------|-------------------|
| Hydroelectric Facilities (total) | Hydroelectric Power Houses    | On-line               | 3,896             |
| Diablo Canyon                    | Nuclear Reactors              | On-line               | 2,240             |
| Gateway Generating Station       | Gas Combined Cycle Generators | On-line               | 530               |
| Humboldt Bay Power Plant         | Fossil Fired Steam Boilers    | On-line until 2H 2010 | 135               |
| Humboldt Bay Generating Station  | Gas Reciprocating Engines     | Operational 2H 2010   | 163               |
| Colusa Generating Station        | Gas Combined Cycle Generators | Operational 2H 2010   | 657               |
| <b>Current Total On-line</b>     |                               |                       | <b>6,801</b>      |
| <b>Total On-line 2H 2010</b>     |                               |                       | <b>7,486</b>      |

## 2009 Total Sources of Electric Energy



# RPS Contracts Signed Since 2002

Over 6,000 MW in RPS Contracts





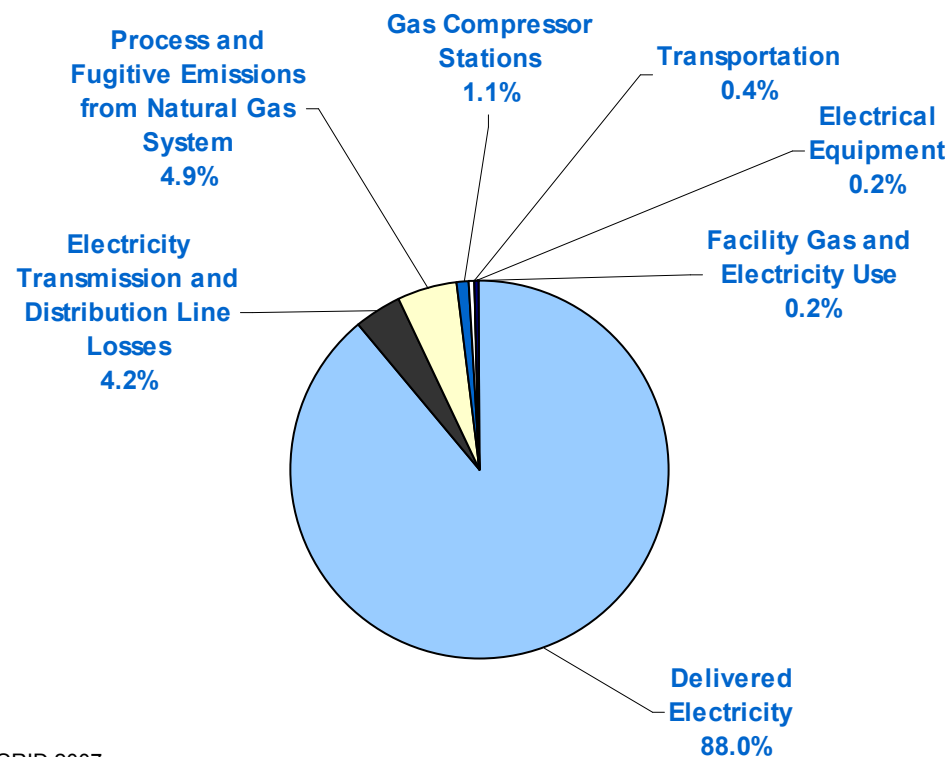
# Greenhouse Gas Emissions

## Benchmarking Greenhouse Gas Emissions for Delivered Electricity (Pounds of CO<sub>2</sub> per MWh)

|                                |       |
|--------------------------------|-------|
| U.S. Average <sup>(1)</sup>    | 1,329 |
| California's Average           | 724   |
| <b>PG&amp;E <sup>(2)</sup></b> |       |
| 2008                           | 641   |
| 2007                           | 636   |
| 2006                           | 456   |
| 2005                           | 489   |
| 2004                           | 566   |
| 2003                           | 620   |



## Total 2008 Greenhouse Gas Emissions by Source Category (Total 27.1 million metric tons CO<sub>2</sub>-e <sup>(2)</sup>)



- (1) Source: U.S. Environmental Protection Agency eGRID 2007 Version 1.1 (updated December 2008 and based on 2005 data).
- (2) PG&E's emissions rates for delivered electricity were independently verified and registered with the California Climate Action Registry. Given that a portion of the electricity that PG&E delivers comes from unspecified generation sources, the company's total emissions, and associated emissions rates may vary from registered figures.

# Key Regulatory Proceedings

| Regulatory Case                                                              | Docket #                                  | Expected Decision Date                                                                                            |
|------------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------------------------------------------------------------------------------|
| Nuclear Relicensing                                                          | A.10-01-022                               | TBD                                                                                                               |
| 2011 General Rate Case ("GRC")                                               | A.09-12-020                               | Final decision is requested in Q4 2010                                                                            |
| SmartGrid Compressed Energy Storage Demonstration Project                    | A.09-09-019<br>D.10-01-025                | Final decision approving PG&E's request received on January 21, 2010                                              |
| Manzana Wind Project                                                         | A.09-12-002                               | Final decision is requested by the end of Q4 2010                                                                 |
| Request for New Generation Offers and Potential New Utility-Owned Generation | R.06-02-013<br>A.09-04-001<br>A.09-09-021 | TBD                                                                                                               |
| Gas Transmission & Storage Rate Case                                         | A.09-09-013                               | Final decision is requested in Q4 2010                                                                            |
| Transmission Owner ("TO") 12 Rate Case                                       | ER09-1521-000                             | Final decision is requested in Q3 2010                                                                            |
| Photovoltaic Program                                                         | A.09-02-019                               | Final decision is requested by Q2 2010                                                                            |
| Energy Efficiency Order Instituting Rulemaking Post-2005                     | R.09-01-019<br>D.09-12-045                | Final decision is requested in 2H 2010                                                                            |
| SmartGrid OIR                                                                | R.08-12-009<br>D.09-12-046                | Initial policy decision issued in December 2009, timing of subsequent rulemaking proceedings in 2010 and 2011 TBD |
| Cornerstone Improvement Program                                              | A.08-05-023                               | Final decision is requested by Q2 2010                                                                            |



# Cost of Capital

**52% Equity Level** · **11.35% ROE** · **Adjustment Mechanism**

- Decided separately from General Rate Case
- Current terms in place until **2013**

## Mechanism

- Triggers change to ROE if average Moody's Utility (A or Baa) bond yield index over a 12 month period moves up or down by 100 basis points over benchmarks.
- 12 month period is October through the following September (i.e. October 2009 through September 2010).

*Monthly Values for 2011 Test Year*

|                            | A    | Baa  |
|----------------------------|------|------|
| Oct-09                     | 5.55 | 6.14 |
| Nov-09                     | 5.64 | 6.18 |
| Dec-09                     | 5.79 | 6.26 |
| Jan-10                     | 5.77 | 6.16 |
| Oct-Jan '10 Average        | 5.69 | 6.19 |
| Benchmark (Dec. 08-05-035) | 6.02 | 6.26 |



# 2011 General Rate Case

Docket # A. 09-12-020

**Sets revenue requirements for Gas and Electric Distribution and Electric Generation businesses for 2011 – 2013**

**Revenue Requirement Request: \$6.7B**

**\$1.048 billion increase**

**\$2.7B average capital expenditures per year**

**Allows for necessary investments in energy infrastructure to deliver energy safely and reliably to customers**

**Key capital projects will focus on:**

- replacement of gas and electric systems that are at or near the end of their useful lives
- replacement of aging generation infrastructure, hydro relicensing requirements
- replacement of aging fleet, buildings and IT systems



# 2011 General Rate Case

**Filing includes a flexible attrition mechanism adjusting for:**

- labor cost adjustments
- materials and services adjustments
- capital related adjustments
- other adjustments, such as changes in franchise, payroll or other taxes

**Attrition revenues are currently forecasted to be \$275M and \$343M in 2012 and 2013**

**Items not included in the 2011 GRC:**

- SmartMeter™ and SmartMeter™ Upgrade programs
- Cornerstone, PV Filing and Manzana



# FERC TO12 Filing

Docket # ER09-1521-000

**Sets revenue requirements for PG&E's Electric Transmission business in 2010-2011**

**Revenue Requirement Request: \$946 million  
\$800M Capital Expenditures**

**Adds additional transmission capacity and performance of maintenance and replacement work on our substations improving overall reliability of our system**

|              | Request  | Settlement |
|--------------|----------|------------|
| <b>TO 10</b> | \$760.5M | \$718M     |
| <b>TO 11</b> | \$846M   | \$776M     |



**Final decision expected in Q3 2010**

# 2011 Gas Transmission and Storage Rate Case

Docket # A. 09-09-013

**Sets revenue requirements, rates, terms and conditions for PG&E's Gas Transmission and Storage services for 2011 – 2014**

**Revenue Requirement Request: \$529M**

**\$67M Increase**

**\$235M Capital Expenditures**

**Allows for upgrades to backbone transmission, local transmission, and storage facilities, and maintenance of equipment**

**Proposed attrition mechanism similar to General Rate Case**



**Attrition revenues are currently forecasted to be \$32.4M, \$30.7M, and 22.6M for 2012, 2013 and 2014**

**Final decision requested by Q4 2010**

# Cornerstone Improvement Program

Docket # A. 08-05-023

**Sets revenue requirements aimed at improving the reliability of PG&E's electric distribution system**

**Request: \$2.0 billion capital spend**

**Enables installation of new substation transformers, feeders, conductors and other equipment to add capacity and relieve points of strain**

**Focuses on improving reliability, while 2011 GRC maintains current reliability levels**



**Hearings completed in 2Q 2009 – Next Step Proposed Decision**



# Solar PV Program

Docket # A. 09-02-019

**Sets revenue requirements to develop and own 250MW of PV and sign PPAs for an additional 250MW of PV over a five year period**

**Request: \$1.45 billion (all capital) for the Utility-owned 250MW**

**PD issued on 01/26/2010 proposes:**

- development and installation of up to 250MW Utility owned PV facilities, ranging in capacity from 1MW to 20MW, up to 50MW per year
- recovery of project costs through performance based pricing resulting from the PPA portion of the program, rather than ratebase
- approval of the 2MW PV pilot constructed at the Vaca-Dixon substation in 2010



**Reply comments filed Feb 16, final oral arguments on Feb 24**

**Next Step: Final Decision**

# Manzana Wind Project

Docket # A. 09-12-002

**Sets revenue requirements to acquire, own, and operate the 189 - 246MW Manzana wind project in the Tehachapi region of Southern California**

**Request: \$900 million (all capital) at 246MW capacity**

**Manzana Wind Project would be developed, designed and constructed by Iberdrola Renewables, Inc.**

- **PG&E will make progress payments throughout construction and will take full ownership at completion**
- **final size of the project will depend upon permitting requirements, completion of land rights acquisition and turbine supply**
- **the proposed wind facility is targeted to be operational as early as December 2011**



**Final decision is requested by the end of Q4 2010**

# Dynamic Pricing

Docket # A. 09-02-022

**Sets revenue requirements to implement peak-day pricing and time-of-use pricing**

**Request: \$160 million spend in 2008-2010, approximately \$110 in capital**

**In February, CPUC issued revised PD approving \$123 million of our request and approving default Peak Day Pricing rates beginning:**

**May 1, 2010: large commercial and industrial customers**

**February 1, 2011: large agricultural customers**

**November 1, 2011: small and medium commercial and industrial**

**February 1, 2011: Small agriculture customers will default to Time-of-Use rates**

**Final decision is expected in Q1 2010**



**Phase II costs associated with real-time pricing  
will be filed under 2011 GRC Phase II filing**

# Carrying Cost Credit Impacts

## Estimated Average Deferred Tax Balances and Carrying Cost Credit Impacts (\$MM)

| (\$MM)                                            | 2010   | 2011   | 2012  |
|---------------------------------------------------|--------|--------|-------|
| Energy Recovery Bond Average Deferred Tax Balance | \$396  | \$243  | \$82  |
| Estimated After-tax Carrying Cost Credit*         | \$(23) | \$(14) | \$(5) |



\* Estimated carrying cost credits include only the equity portion and assume a utility equity ratio of 52% and ROE at 11.35%.

# ERB Amortization Schedule

| (\$MM)                  | 2010  | 2011  | 2012  |
|-------------------------|-------|-------|-------|
| Annual ERB Amortization | \$386 | \$404 | \$423 |
| End-of-year ERB balance | \$827 | \$423 | \$0   |



# Credit Profile

## Current Ratings

- Utility Corporate Credit/Issuer: BBB+ (S&P) and A3 (Moody's)
- Utility Senior unsecured debt: BBB+ (S&P) and A3 (Moody's)

## Average Utility Metrics (2010-2012)\*

- S&P Business Profile Rating: Excellent
- Total Debt to capitalization (EOY): 55.1%
- Funds from Operations Cash Interest Coverage: 5.2x
- Funds from Operations to Average Total Debt: 21.4%



*\* Metrics include debt equivalents for long-term power purchase contracts*

# 2008 EPS - Reg G Reconciliation

|                                           | <u>2008</u>        |
|-------------------------------------------|--------------------|
| EPS on an Earnings from Operations Basis* | <b>\$2.95</b>      |
| Items Impacting Comparability**           | <b><u>0.68</u></b> |
| EPS on a GAAP Basis                       | <b>\$3.63</b>      |



*\* Earnings per share from operations is a non-GAAP measure. This non-GAAP measure is used because it allows investors to compare the core underlying financial performance from one period to another, exclusive of items that do not reflect the normal course of operations.*

*\*\* Items impacting comparability reconcile earnings from operations with consolidated net income as reported in accordance with GAAP. For the three and twelve months ended December 31, 2008, PG&E Corporation recognized \$257 million of net income resulting from a settlement of tax audits for tax years 2001 through 2004. Of this amount, \$154 million was related to PG&E Corporation's former subsidiary, National Energy & Gas Transmission, Inc., and was recorded as income from discontinued operations*

# 2009 EPS – Reg G Reconciliation

|                                                         | <u>2009</u>   |
|---------------------------------------------------------|---------------|
| EPS on an Earnings from Operations Basis <sup>(1)</sup> | \$3.21        |
| Items Impacting Comparability <sup>(2)</sup>            |               |
| Tax Benefit <sup>(3)</sup>                              | 0.18          |
| Recovery of hydro divestiture costs <sup>(4)</sup>      | 0.07          |
| Accelerated work on gas system <sup>(5)</sup>           | (0.16)        |
| Severance costs <sup>(6)</sup>                          | (0.10)        |
| Tax settlement <sup>(7)</sup>                           | 0.00          |
| EPS on a GAAP Basis                                     | <u>\$3.20</u> |

<sup>(1)</sup> Earnings per share from operations is a non-GAAP measure. This non-GAAP measure is used because it allows investors to compare the core underlying financial performance from one period to another, exclusive of items that do not reflect the normal course of operations.

<sup>(2)</sup> Items impacting comparability reconcile earnings from operations with consolidated net income as reported in accordance with GAAP.

<sup>(3)</sup> For the twelve months ended December 31, 2009, PG&E Corporation recognized \$66 million, after-tax, for the interest and state tax benefit associated with a federal tax refund, for 1998 and 1999.

<sup>(4)</sup> For the twelve months ended December 31, 2009, PG&E Corporation recognized \$28 million, after-tax, related to the CPUC's authorization to recover costs previously incurred in connection with the Utility's hydroelectric generation facilities.

<sup>(5)</sup> For the twelve months ended December 31, 2009, PG&E Corporation incurred \$59 million, after-tax of costs to perform accelerated system-wide natural gas integrity surveys and associated remedial work.

<sup>(6)</sup> For the twelve months ended December 31, 2009, PG&E Corporation accrued \$38 million, after-tax of severance costs related to the elimination of approximately 2% percent of the Utility's workforce.

<sup>(7)</sup> For the twelve months ended December 31, 2008, PG&E Corporation recognized \$257 million of net income resulting from a settlement of tax audits for tax years 2001 through 2004. Of this amount, \$154 million was related to PG&E Corporation's former subsidiary, National Energy & Gas Transmission, Inc., and was recorded as income from discontinued operations.





# EPS Guidance – Reg G Reconciliation

|                                                                  | Guidance Range |          |
|------------------------------------------------------------------|----------------|----------|
|                                                                  | Low            | High     |
| 2010                                                             |                |          |
| EPS Guidance on an Earnings from Operations Basis <sup>(1)</sup> | \$3.35         | \$3.50   |
| Estimated Items Impacting Comparability <sup>(2)</sup>           | (0.09)         | (\$0.06) |
| Estimated EPS on a GAAP Basis                                    | \$3.26         | \$3.44   |
|                                                                  |                |          |
|                                                                  | Guidance Range |          |
|                                                                  | Low            | High     |
| 2011                                                             |                |          |
| EPS Guidance on an Earnings from Operations Basis <sup>(1)</sup> | \$3.65         | \$3.85   |
| Estimated Items Impacting Comparability                          | 0.00           | 0.00     |
| Estimated EPS on a GAAP Basis                                    | \$3.65         | \$3.85   |



<sup>(1)</sup> Earnings per share from operations is a non-GAAP measure. This non-GAAP measure is used because it allows investors to compare the core underlying financial performance from one period to another, exclusive of items that do not reflect the normal course of operations.

<sup>(2)</sup> Expenses related to the California Taxpayers' Right to Vote Act.

# Officer Biographies



# PETER A. DARBEE

## Chairman of the Board, Chief Executive Officer and President PG&E Corporation



Peter A. Darbee is Chairman of the Board, Chief Executive Officer and President of PG&E Corporation. Since becoming CEO in 2005, Darbee has spearheaded major new initiatives to establish PG&E as an industry front-runner in customer satisfaction, operational excellence and environmental leadership.

With a record of success in both competitive and regulated businesses, Darbee joined PG&E Corporation in 1999 as Senior Vice President and Chief Financial Officer.

Before joining PG&E, Darbee was Vice President and Chief Financial Officer of Advanced Fibre Communications, Inc. Prior to that, he was CFO and Controller at Pacific Bell. Earlier, as an investment banker with Goldman Sachs, he was Vice President and co-head of the company's energy and telecommunications group. He also held positions at Salomon Brothers and AT&T.

Darbee earned his bachelor's degree in economics from Dartmouth College and an M.B.A. from the Amos Tuck School of Business at Dartmouth. He has also successfully completed the Nuclear Reactor Technology Program at the Massachusetts Institute of Technology.

Darbee has become one of the industry's most active leaders on the issues of climate change, energy efficiency, renewable energy, the "smart grid" and other aspects of energy and environmental policy.

Darbee also is active in numerous civic and community organizations at the national and state levels, including The Business Council, the California Business Roundtable, the California Commission for Jobs and Economic Growth, the San Francisco Committee on JOBS, and the San Francisco Symphony Board of Governors.



# CHRISTOPHER P. JOHNS

## President

### Pacific Gas and Electric Company



Christopher P. Johns is President of Pacific Gas and Electric Company and a member of the Utility's Board of Directors.

Johns joined Pacific Gas and Electric Company in 1996 as Vice President and Controller. Johns was named Senior Vice President and Controller of PG&E Corporation in September 2001 and elected Chief Financial Officer in January 2005. He was named President of Pacific Gas and Electric Company in August 2009.

Before joining PG&E Corporation, Johns was a partner in KPMG Peat Marwick LLP.

Johns earned a bachelor's degree in accounting from the University of Notre Dame. He has also completed the Nuclear Reactor Technology Program at the Massachusetts Institute of Technology. Johns is a Certified Public Accountant in the states of California and Florida. He also serves as a member of the board for the California Chamber of Commerce, and he is a member of the Board of Trustees for the San Francisco Ballet.



# KENT M. HARVEY

Senior Vice President and Chief Financial Officer, PG&E Corporation  
Senior Vice President, Financial Services, Pacific Gas and Electric Company



Kent M. Harvey is Senior Vice President and Chief Financial Officer for PG&E Corporation. Harvey oversees the financial activities of the \$40 billion company, including accounting, treasury, tax, risk, business and financial planning, and investor relations.

Harvey began his career at PG&E in 1982. He has served the company in many different capacities, including as Director of Financial Analysis; Director of Investor Relations; Corporate Secretary; Vice President and Treasurer; and Senior Vice President, Chief Financial Officer and Treasurer of Pacific Gas and Electric Company. In 2005, Harvey became Senior Vice President and Chief Risk and Audit Officer for PG&E Corporation. He assumed his current position in August 2009.

Harvey holds a bachelor's degree in economics and a master's degree in engineering – economic systems, both from Stanford University. He serves as trustee of the American Conservatory Theater and director of the North Bay Leadership Council.



# TOM BOTTORFF

## Senior Vice President, Regulatory Relations Pacific Gas and Electric Company



Tom Bottorff is Senior Vice President, Regulatory Relations, at Pacific Gas and Electric Company. Bottorff is responsible for developing, coordinating and managing policy with state and federal regulatory agencies, including the California Public Utilities Commission (CPUC), the California Energy Commission (CEC) and the Federal Energy Regulatory Commission (FERC). He also is responsible for developing and filing rate proposals with the CPUC, and for oversight of the company's gas and electric tariffs. Bottorff joined PG&E in 1982 and has served in a number of regulatory, rates and customer service areas prior to his current assignment.

Before joining the utility, Bottorff was a power supply analyst for the Nuclear Regulatory Commission in Washington, D.C. He has also developed and built over 25 new homes in Northern California. Bottorff received a Bachelor of Science degree in electrical engineering from the University of California, Berkeley, and a Master of Science degree in engineering economic systems from Stanford University. He holds both general building and engineering contractor licenses in the state of California.

Bottorff also serves on the board of directors of the Silicon Valley Leadership Group.



# HELEN BURT

## Senior Vice President and Chief Customer Officer

### Pacific Gas and Electric Company



Helen Burt is Senior Vice President and Chief Customer Officer for Pacific Gas and Electric Company.

An acknowledged expert in the utility industry, Burt is responsible for leading marketing, product development, sales and services, as well as all meter-to-cash operations, call centers, and field gas and electric service at PG&E. She also leads a \$2.0 billion SmartMeter™ deployment as well as an extensive energy efficiency, solar, and demand response portfolio. Prior to joining PG&E, Burt served as Vice President for TXU Energy.

As an accomplished and visionary business leader, Burt is a sought-after speaker on customer service, marketing and quality assurance programs, both nationally and internationally. She has been a selected lecturer at the International Energy Marketing Forum, at the State of Victoria Quality Council conferences in Melbourne, Australia, and at various venues within the United States.

Burt was recently named to the 100 Most Influential Women in the Bay Area by the San Francisco Business Times for the third year in a row. She is a member of the Board of Directors for The Commonwealth Club, the Retail Energy Services Executive Advisory Committee for the Edison Electric Institute, the Green California Advisory Board, the Board of Directors for the Electric Drive Transportation Association, the Board of Directors for the Global Energy Efficiency Forum and is a working member of the Executive Women in Energy Forum. Burt also works closely with the Alliance to Save Energy Board of Directors.

As a new resident of the Bay Area, Burt is just beginning to become a part of the region's many philanthropic and community-related endeavors. Prior to coming to California, she spent several years working with a variety of Texas community organizations including United Way and Rotary Club. Burt also held board positions with the Girl Scouts and Boy Scouts of America and various Chambers of Commerce.



# FONG WAN

## Senior Vice President, Energy Procurement Pacific Gas and Electric Company



Fong Wan is Senior Vice President, Energy Procurement, for Pacific Gas and Electric Company, and is responsible for gas and electric supply planning and policies, wholesale market design, quantitative analysis, power plant development, commodity procurement and settlements.

Wan joined Pacific Gas and Electric Company in 1988 as a financial analyst and spent six years in the Financial Planning and Analysis organization. He served as director in the Gas Supply and Electric Transmission business units before moving in 1997 to PG&E Energy Trading, an unregulated subsidiary of PG&E Corporation, where he served as Vice President, Structured Transactions.

In 2000, Wan moved to PG&E Corporation and served for four years as Vice President, Risk Initiatives. He was named Vice President, Power Contracts and Electric Resource Development at Pacific Gas and Electric Company in 2004 and Vice President, Energy Procurement in January 2006. He was promoted to his current position in 2008.

Wan has a Bachelor of Science in chemical engineering from Columbia University and a Master of Business Administration from the University of Michigan.





# GABRIEL B. TOGNERI

## Vice President, Investor Relations

### PG&E Corporation



Gabriel B. Togneri is Vice President, Investor Relations for PG&E Corporation. With more than 25 years of experience in energy and finance, Togneri is responsible for providing the investment community with information about the corporation and its operational and financial performance.

Togneri joined Pacific Gas and Electric Company, the corporation's utility unit, in 1977 and has held positions of increasing responsibility in sales forecasting, financial planning, cash management and financings. He was named assistant treasurer in 1994 and joined PG&E Corporation in 1997. He assumed his current position as vice president, Investor Relations in 2000.

Togneri received a bachelor's degree in mathematics from the University of California, Davis and holds master's degrees in statistics, operations research and business administration from the University of California, Berkeley. He is an elder in the Moraga Valley Presbyterian Church and a member of the board of directors of both the National Investor Relations Institute's San Francisco Chapter and the Lindsay Wildlife Museum.



# Notes

