

Table 11: Washington Gas (WG) vs. Gateway Energy Services Corporation

Commodity Gas Cost Comparison

District of Columbia Residential Customer a/

Twelve Months Ended October 2017

| Month | Therms | Commodity Gas Costs b/ | | Customer Commodity Gas Costs | | Customer Savings c/ |
|--------|--------|------------------------|-------------------------------|------------------------------|-------------------------------|-------------------------------|
| | | WG PGC | Gateway Energy Services Corp. | WG - Utility | Gateway Energy Services Corp. | Gateway Energy Services Corp. |
| A | B | C | D | E=B*C | F=B*D | G=E-F |
| Nov-16 | 47 | 0.4886 | 0.8840 | 22.96 | 41.55 | (18.58) |
| Dec-16 | 97 | 0.4158 | 0.8840 | 40.33 | 85.75 | (45.42) |
| Jan-17 | 143 | 0.4390 | 0.8840 | 62.78 | 126.41 | (63.64) |
| Feb-17 | 148 | 0.5032 | 0.8840 | 74.47 | 130.83 | (56.36) |
| Mar-17 | 117 | 0.5324 | 0.8840 | 62.29 | 103.43 | (41.14) |
| Apr-17 | 73 | 0.5574 | 0.8840 | 40.69 | 64.53 | (23.84) |
| May-17 | 36 | 0.6384 | 0.8840 | 22.98 | 31.82 | (8.84) |
| Jun-17 | 21 | 0.6537 | 0.8200 | 13.73 | 17.22 | (3.49) |
| Jul-17 | 14 | 0.6117 | 0.9100 | 8.56 | 12.74 | (4.18) |
| Aug-17 | 12 | 0.6297 | 0.9560 | 7.56 | 11.47 | (3.92) |
| Sep-17 | 13 | 0.4809 | 0.8200 | 6.25 | 10.66 | (4.41) |
| Oct-17 | 18 | 0.4809 | 0.8980 d/ | 8.66 | 16.16 | (7.51) |
| | 739 | | Total | \$ 371.27 | \$ 652.58 | \$ (281.31) |
| | | | | | | -75.8% |

a/ Average DC residential customer data (normal weather therms updated Feb. 2013).

b/ Prices include balancing charges.

c/ Amount customer would have saved had they switched to transportation service with the respective supplier.

d/ Rate provided by Daniel Wood, Direct Energy Services(Daniel.Wood@directenergy.com)
In January 2012 Direct Energy acquired Gateway Energy Services.