



**Earnings Conference Call  
Fourth Quarter 2017**

**February 22, 2018**

# Safe Harbor

Some of the matters discussed in this news release may contain forward-looking statements that are subject to certain risks, uncertainties and assumptions. Such forward-looking statements are intended to be identified in this document by the words "anticipate", "believe", "estimate", "expect", "intend", "objective", "plan", "possible", "potential", "project" and similar expressions. Actual results may vary materially. Factors that could cause actual results to differ materially include, but are not limited to: general economic conditions, including the availability of credit, access to existing lines of credit, access to the commercial paper markets, actions of rating agencies and their impact on capital expenditures; the ability of the Company and its subsidiaries to access the capital markets and obtain financing on favorable terms as well as inflation rates and monetary fluctuations; the ability to obtain timely and sufficient rate relief to allow for recovery of items such as capital expenditures, fuel costs, operating costs, transmission costs and deferred expenditures; prices and availability of electricity, coal, natural gas and NGLs; the timing and extent of changes in commodity prices, particularly natural gas and NGLs, the competitive effects of the available pipeline capacity in the regions Enable serves, and the effects of geographic and seasonal commodity price differentials, including the effects of these circumstances on re-contracting available capacity on Enable's interstate pipelines; the timing and extent of changes in the supply of natural gas, particularly supplies available for gathering by Enable's gathering and processing business and transporting by Enable's interstate pipelines, including the impact of natural gas and NGLs prices on the level of drilling and production activities in the regions Enable serves; business conditions in the energy and natural gas midstream industries, including the demand for natural gas, NGLs, crude oil and midstream services; competitive factors including the extent and timing of the entry of additional competition in the markets served by the Company; the impact on demand for our services resulting from cost-competitive advances in technology, such as distributed electricity generation and customer energy efficiency programs; technological developments, changing markets and other factors that result in competitive disadvantages and create the potential for impairment of existing assets; factors affecting utility operations such as unusual weather conditions; catastrophic weather-related damage; unscheduled generation outages, unusual maintenance or repairs; unanticipated changes to fossil fuel, natural gas or coal supply costs or availability due to higher demand, shortages, transportation problems or other developments; environmental incidents; or electric transmission or gas pipeline system constraints; availability and prices of raw materials for current and future construction projects; the effect of retroactive pricing of transactions in the SPP markets or adjustments in market pricing mechanisms by the SPP; Federal or state legislation and regulatory decisions and initiatives that affect cost and investment recovery, have an impact on rate structures or affect the speed and degree to which competition enters the Company's markets; environmental laws, safety laws or other regulations that may impact the cost of operations or restrict or change the way the Company operates its facilities; changes in accounting standards, rules or guidelines; the discontinuance of accounting principles for certain types of rate-regulated activities; the cost of protecting assets against, or damage due to, terrorism or cyberattacks and other catastrophic events; creditworthiness of suppliers, customers and other contractual parties; social attitudes regarding the utility, natural gas and power industries; identification of suitable investment opportunities to enhance shareholder returns and achieve long-term financial objectives through business acquisitions and divestitures; increased pension and healthcare costs; costs and other effects of legal and administrative proceedings, settlements, investigations, claims and matters, including, but not limited to, those described in the Company's Form 10-K filed; difficulty in making accurate assumptions and projections regarding future revenues and costs associated with the Company's equity investment in Enable that the Company does not control; and other risk factors listed in the reports filed by the Company with the Securities and Exchange Commission including those listed in Risk Factors in the Company's Form 10-K for the year ended December 31, 2017.



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# Fourth Quarter EPS Results

	<u>4Q 2017</u>	<u>2017 Tax Reform</u>	<u>4Q 2017 Net Tax Reform</u>	<u>4Q 2016</u>
<b>OG&amp;E</b>	<b>\$0.21</b>	<b>-</b>	<b>\$0.21</b>	<b>\$0.23</b>
<b>OGE Energy Holdings</b> (primarily Natural Gas Midstream Operations)	<b>1.33</b>	<b>1.23</b>	<b>0.10</b>	<b>0.07</b>
<b>Hold. Co.</b>	<b>(0.06)</b>	<b>(0.05)</b>	<b>(0.01)</b>	<b>(0.01)</b>
<b>Consolidated</b>	<b>\$1.48</b>	<b>\$1.18</b>	<b>\$0.30</b>	<b>\$0.29</b>

# 2017 EPS Results

	<u>2017 EPS</u>	<u>2017 Tax Reform</u>	<u>2017 EPS Net Tax Reform</u>	<u>2016 EPS</u>
<b>OG&amp;E</b>	<b>\$1.53</b>	<b>-</b>	<b>\$1.53</b>	<b>\$1.42</b>
<b>OGE Energy Holdings</b> (primarily Natural Gas Midstream Operations)	<b>1.62</b>	<b>1.23</b>	<b>0.39</b>	<b>0.27</b>
<b>Hold. Co.</b>	<b>(0.05)</b>	<b>(0.05)</b>	<b>-</b>	<b>-</b>
<b>Consolidated</b>	<b>\$3.10</b>	<b>\$1.18</b>	<b>\$1.92</b>	<b>\$1.69</b>

# Fourth Quarter Results – OG&E

Net income for OG&E was \$42 million or \$0.21 per share in 2017 as compared to net income of \$46 million or \$0.23 per share in 2016. Primary drivers include:

In Millions of \$	<u>4Q 2017</u>	<u>4Q 2016</u>	<u>Variance</u> <u>Fav/(Unfav)</u>
Gross Margin	\$300.8	\$296.1	\$4.7
Operation & Maintenance	123.3	113.5	(9.8)
Depreciation & Amortization	76.3	80.5	4.2
Net Other Income	20.8	9.4	11.4
Income Tax Expense	25.1	12.0	(13.1)

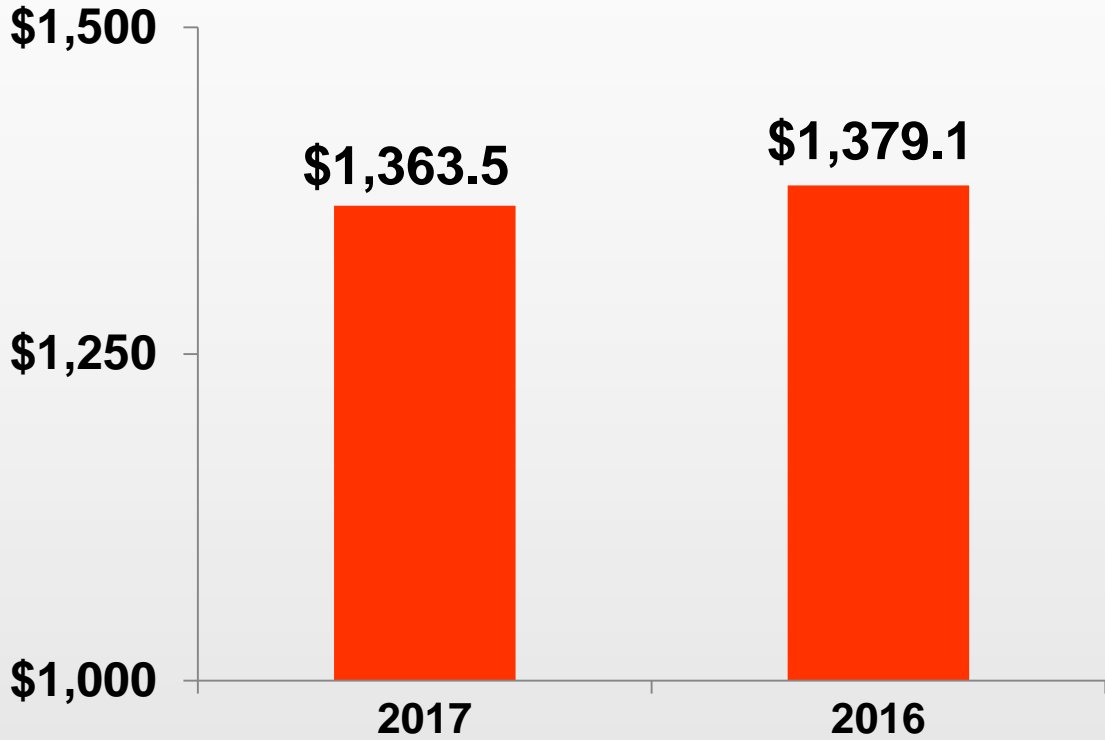
# 2017 Results – OG&E

Net income for OG&E was \$306 million or \$1.53 per share in 2017 as compared to net income of \$284 million or \$1.42 per share in 2016. Primary drivers include:

In Millions of \$	<u>2017</u>	<u>2016</u>	<u>Variance</u> <u>Fav/(Unfav)</u>
Gross Margin	\$1,363.5	\$1,379.1	(\$15.6)
Operation & Maintenance	486.1	469.8	(16.3)
Depreciation & Amortization	280.9	316.4	35.5
Net Other Income	74.0	27.7	46.3
Income Tax Expense	141.8	114.4	(27.4)

# 2017 Results - OG&E Gross Margin

Millions of \$

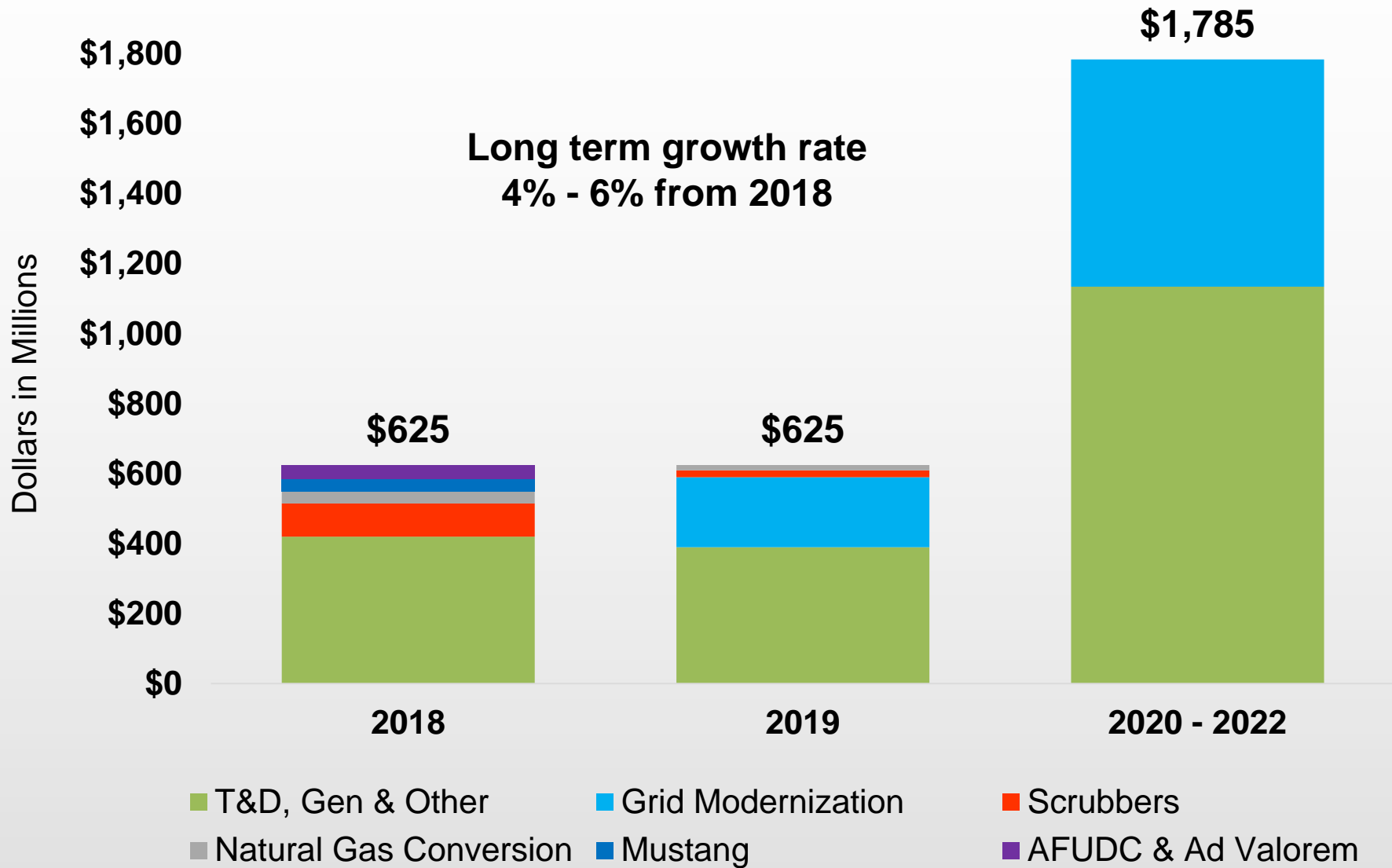


*Gross Margin Drivers:*

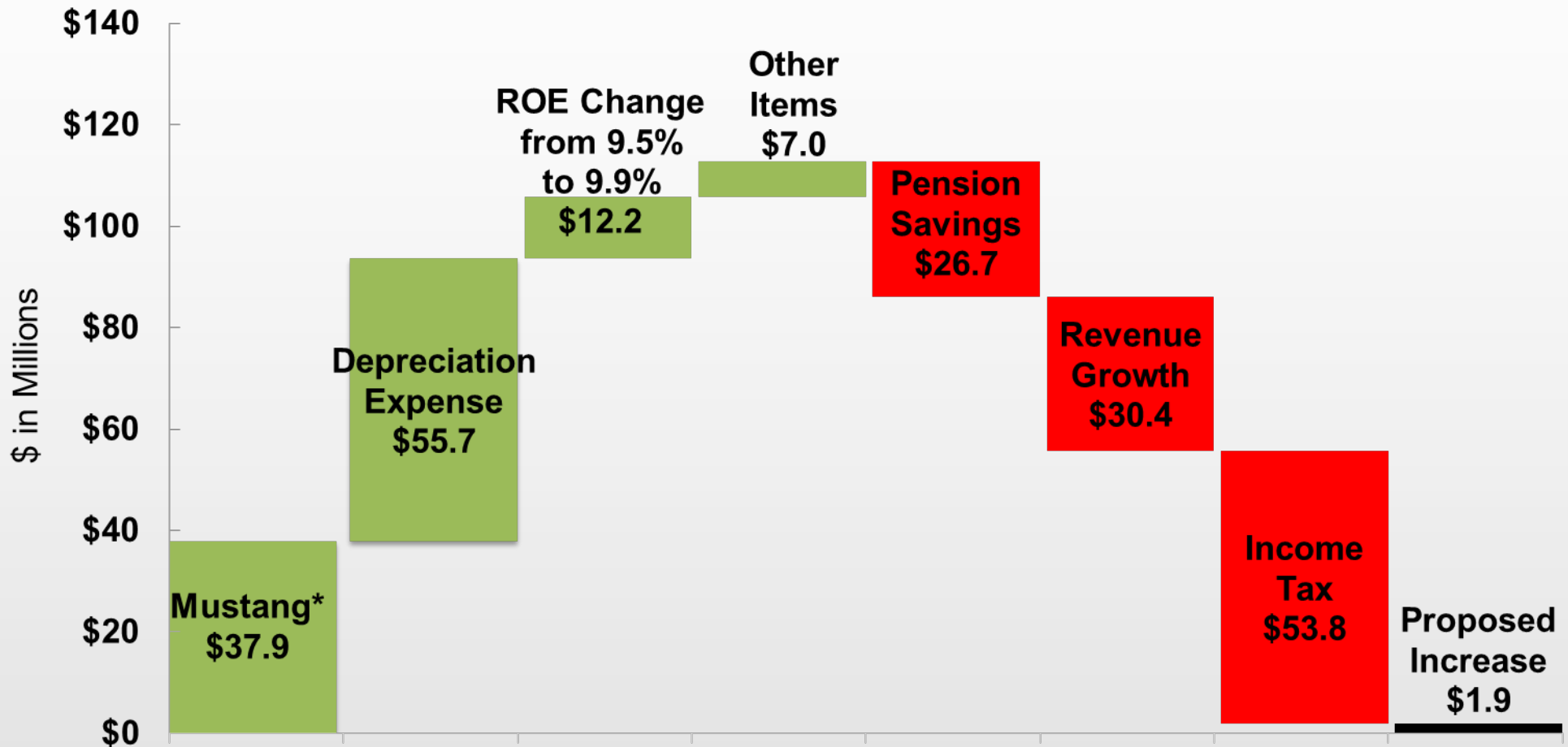
- Weather ↓
- Transmission Revenues ↓
- New Customer Growth ↑



# Utility Investment



# OK Rate Case – Rate Increase Drivers



\*The Mustang portion of this chart includes all aspects of Mustang, such as depreciation, return requirements and taxes.

# Regulatory Schedule

## Oklahoma

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### Rate Case filed 1/16/2018

*(PUD201700496)*

- Recovery of the Mustang CTs – investment approximately \$390M (including AFUDC)
- Test year ending September 2017
- Interim rates can be implemented, subject to refund in Mid-July

### Rate Case to be filed 4<sup>th</sup> Quarter 2018

- Recovery of the Scrubbers and Natural Gas Conversion
  - Scrubber investment approximately \$542M (including AFUDC)
- The first scrubber is anticipated to be in service by June 30, 2018
- Test year ending September 2018; Rates implemented Mid-2019

## Arkansas

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### Formula Rate Plan filings will be October 1<sup>st</sup> each year, starting in 2018

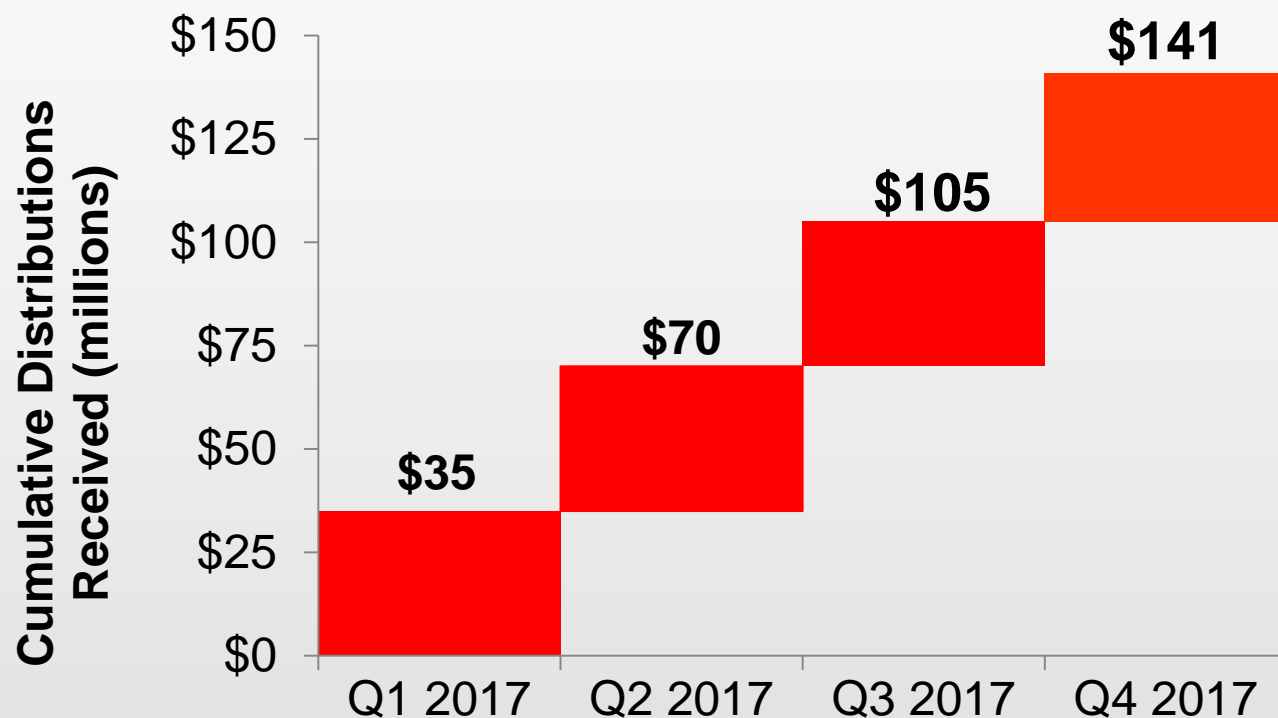
- The first formula rate filing will be for the recovery of Mustang

### 310 Filings – Environmental

- Recovery of Scrubbers and NG Conversion

# 2017 Results – OGE Energy Holdings (Enable)

OGE Energy Holdings, which is primarily Natural Gas Midstream Operations, received cash distributions from Enable Midstream of approximately \$141 million and contributed earnings of \$324 million, or \$1.62 per diluted share in 2017, compared to earnings of \$54 million, or \$0.27 per diluted share in 2016.



# Tax Reform

Tax reform is positive for our customers and OGE

- OGE will benefit from the ownership in the Enable business
  - There was an earnings benefit of \$1.23 related to the reduction of the Enable deferred tax liability
  - On an ongoing basis, earnings from Enable will increase approximately \$0.08 per share annually due to the lower tax rate
- OGE has a strong cash position to handle the utility customer giveback
  - Normalization rules will apply and the giveback will occur over the life of the assets
- OGE has minimal holding company debt
- OGE will not have any equity needs resulting from tax reform

# 2018 Outlook

- OG&E is projected to earn between approximately \$286 million to \$306 million of net income or \$1.43 to \$1.53 per average diluted share assuming normal weather.
- OGE Energy Holdings projects the earnings contribution from its ownership interest in Enable Midstream to be approximately \$96 million to \$104 million or \$0.48 to \$0.52 per average diluted share.
- OGE's dividend growth rate is projected to be 10% per year through 2019.

# 2018 Assumptions – OG&E

**The Company projects OG&E to earn approximately \$286 million to \$306 million or \$1.43 to \$1.53 per average diluted share in 2018 and is based on the following assumptions:**

- Normal weather patterns are experienced for the remainder of the year;
- Gross margin on revenues of approximately \$1.380 billion to \$1.390 billion based on sales growth of approximately 1 percent on a weather adjusted basis;
- Operating expenses of approximately \$927 million to \$937 million with operation and maintenance expenses approximately 53% of the total;
- Interest expense of approximately \$152 million to \$155 million which assumes a \$11 million ABFUDC reduction to interest expense and assumes a debt refinancing of \$250 million in the second half of 2018;
- Other Income of approximately \$33 million including approximately \$21 million of AEFUDC;
- Assumes a regulatory asset for the Sooner scrubbers for approximately \$9 million or \$0.03 per share;
- An effective tax rate of approximately 10.9%;
- New rates take effect in Oklahoma by August 1, 2018;
- Every 25 basis point change in the allowed Oklahoma ROE equates to a change of approximately \$8 million in revenue.



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***OGHE***

**Appendix**

# Reg. G Reconciliation of OG&E Gross Margin to Revenue

<i>(In millions)</i>	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2017	2016	2017	2016
Operating revenues	\$ 501.9	\$ 530.8	\$ 2,261.1	\$ 2,259.2
Fuel and purchased power	201.1	234.7	897.6	880.1
Gross Margin	\$ 300.8	\$ 296.1	\$ 1,363.5	\$ 1,379.1

Gross Margin is defined by OG&E as operating revenues less fuel, purchased power and transmission expenses. Gross margin is a non-GAAP financial measure because it excludes depreciation and amortization, and other operation and maintenance expenses. Expenses for fuel, purchased power and transmission expenses are recovered through fuel adjustment clauses and as a result changes in these expenses are offset in operating revenues with no impact on net income. OG&E believes gross margin provides a more meaningful basis for evaluating its operations across periods than operating revenues because gross margin excludes the revenue effect of fluctuations in these expenses. Gross margin is used internally to measure performance against budget and in reports for management and the Board of Directors. OG&E's definition of gross margin may be different from similar terms used by other companies.

# Reg. G Reconciliation of OG&E Gross Margin to Revenue

(in millions)	Twelve Months Ended December 31, 2018 (A)
Operating revenues	\$ 1,932
Fuel and purchased power	547
<b>Gross Margin</b>	<b>\$ 1,385</b>

(A) Based on the midpoint of OG&E earnings guidance for 2018

Gross Margin is defined by OG&E as operating revenues less fuel, purchased power and transmission expenses. Gross margin is a non-GAAP financial measure because it excludes depreciation and amortization, and other operation and maintenance expenses. Expenses for fuel, purchased power and transmission expenses are recovered through fuel adjustment clauses and as a result changes in these expenses are offset in operating revenues with no impact on net income. OG&E believes gross margin provides a more meaningful basis for evaluating its operations across periods than operating revenues because gross margin excludes the revenue effect of fluctuations in these expenses. Gross margin is used internally to measure performance against budget and in reports for management and the Board of Directors. OG&E's definition of gross margin may be different from similar terms used by other companies.

# Projected Capital Expenditures 2018 – 2022

Dollars in millions	2018	2019	2020	2021	2022
Transmission	\$ 90	\$ 50	\$ 50	\$ 50	\$ 50
Distribution:					
Oklahoma	215	165	165	165	165
Arkansas	10	20	50	60	60
Generation	55	130	95	75	75
Other	50	25	25	25	25
Total T&D, Generation & Other	\$420	\$390	\$385	\$375	\$375
Projects:					
Environmental – Dry Scrubbers	\$95	\$20	-	-	-
Combustion Turbines – Mustang	35	-	-	-	-
Environmental – natural gas conversion	35	15	-	-	-
AFUDC and Ad Valorem	40	-	-	-	-
Grid modernization, reliability, resiliency, technology, and other	-	200	190	280	180
Total Projects	\$205	\$235	\$190	\$280	\$180
Total	\$625	\$625	\$575	\$655	\$555