

Supplier Diversity Financings



December 3, 2013



Summary

PG&E has been and continues to be supportive of women, minority, and disabled-veteran business enterprises, including in the area of financial services

- First California utility and second utility in the country to hire minority-owned firms as bookrunners (lead underwriters) on a bond transaction
- Engaged 17 separate diverse suppliers as underwriters on its bond transactions since 2007
- Paid over \$7.7 million to diverse suppliers since 2007
- Increased percentage of bond financing fees paid to diverse suppliers from 5% in 2007 to 15% in 2013
- Utilizes a minority-owned firm as one of five dealers on the company's commercial paper program
- Frequently meet with diverse suppliers, providing guidance and mentorship



Increasing Supplier Diversity Spend

PG&E Bond Fees to Diverse Suppliers

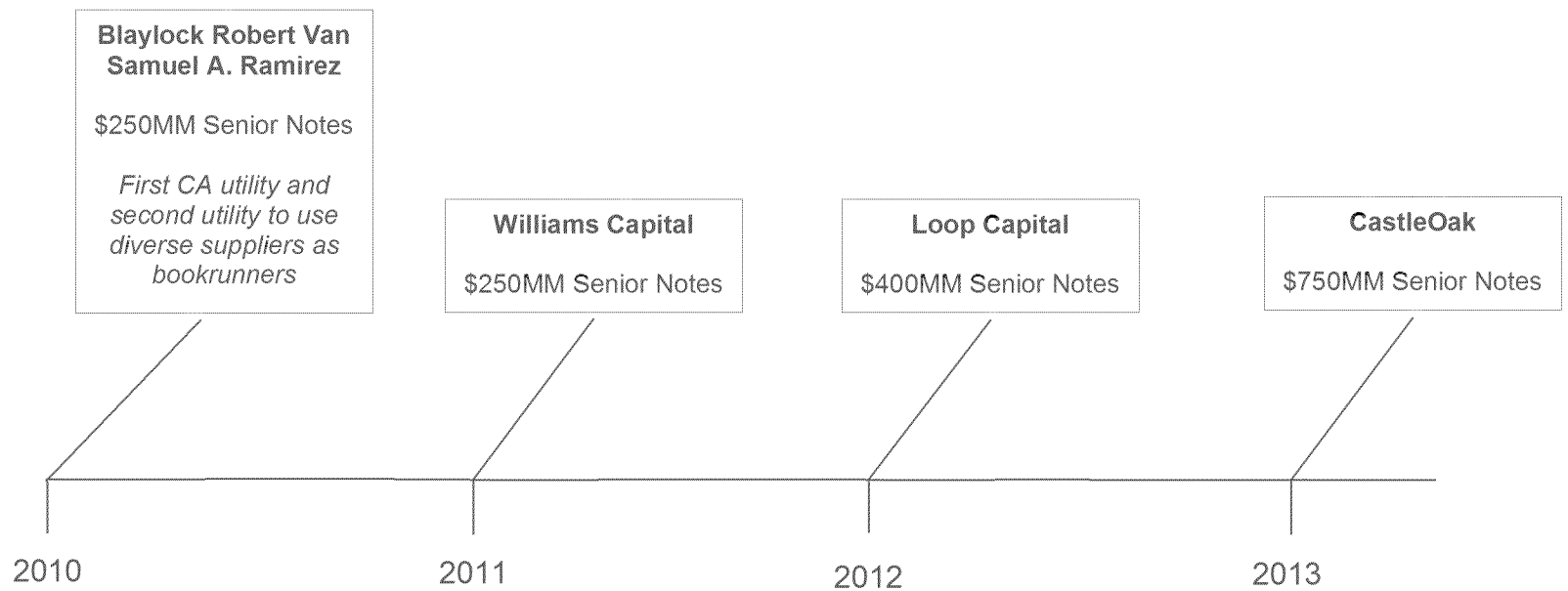


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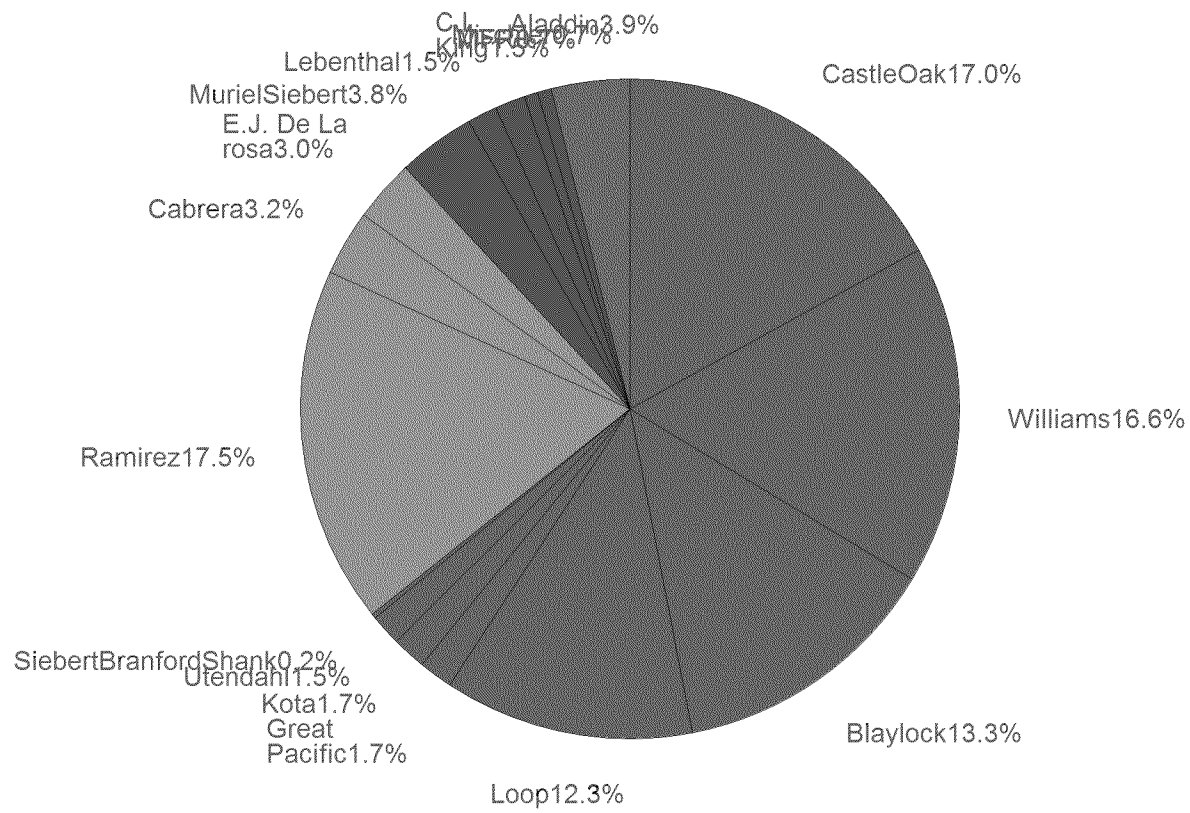
Bookrunners (Lead Underwriters)

PG&E has utilized a diverse supplier as a bookrunner each year since 2010





Spend Among Diversity Suppliers (2007- current)



African-American Hispanic Women Disabled-Veteran East-Indian

PG&E also maintains an active dialogue with additional diverse firms that have not yet served as an underwriter on a PG&E bond transaction



Diverse Supplier Comments

“Over the years, PG&E has been an enduring partner, providing support early in our firm’s development and helping to foster our continued growth.”

- Redacted

“We were delighted to work with PG&E on this important transaction. The company was patient in accessing the markets and really benefitted from enthusiastic participation by a broad range of investors seeking to have a high-quality bond in their portfolio.”

- Redacted

“PG&E demonstrates that one can pursue a policy of meaningful inclusion without compromising the quality of execution. The company’s track record of inclusion is a true catalyst to the growth and expansion of emerging and diverse firms.”

- Redacted

“PG&E’s selection of our Oakland based firm demonstrates not only PG&E’s leadership in providing opportunities to qualified minority enterprises, but also its commitment to helping foster the growth of the local economy by keeping more business in California.”

- Redacted

“PG&E has taken a leading role in incorporating diversity in its investment banking relationships and we are happy to have the opportunity to build our banking relationship with one of California’s premier companies.”

- Redacted