



**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

**Washington, DC 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

**September 17, 2004**

Date of Report (Date of earliest event reported)

| <u>Commission File<br/>Number</u> | <u>Exact Name of Registrant as Specified in<br/>Its Charter; State of Incorporation;<br/>Address of Principal Executive Offices;<br/>and Telephone Number</u>          | <u>IRS Employer<br/>Identification<br/>Number</u> |
|-----------------------------------|--|---|
| 1-16169                           | EXELON CORPORATION<br>(a Pennsylvania corporation)<br>10 South Dearborn Street—37th Floor<br>P.O. Box 805379<br>Chicago, Illinois 60680-5379<br>(312) 394-7398         | 23-2990190  |
| 1-1839                            | COMMONWEALTH EDISON COMPANY<br>(an Illinois corporation)<br>10 South Dearborn Street — 37th Floor<br>P.O. Box 805379<br>Chicago, Illinois 60680-5379<br>(312) 394-4321 | 36-0938600  |
| 1-1401                            | PECO ENERGY COMPANY<br>(a Pennsylvania corporation)<br>P.O. Box 8699<br>2301 Market Street<br>Philadelphia, Pennsylvania 19101-8699<br>(215) 841-4000                  | 23-0970240  |
| 333-85496                         | EXELON GENERATION COMPANY, LLC<br>(a Pennsylvania limited liability company)<br>300 Exelon Way<br>Kennett Square, Pennsylvania 19348<br>(610) 765-6900                 | 23-3064219  |

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Section 7 — Regulation FD

### Item 7.01. Regulation FD Disclosure

On September 17, 2004, Exelon Corporation (Exelon) will participate in the Bernstein Investor Meeting. Attached as Exhibit 99 to this Current Report on Form 8-K are the slides and handouts to be used at the meeting.

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This combined Form 8-K is being furnished separately by Exelon, Commonwealth Edison Company (ComEd), PECO Energy Company (PECO) and Exelon Generation Company, LLC (Generation) (Registrants). Information contained herein relating to any individual registrant has been furnished by such registrant on its own behalf. No registrant makes any representation as to information relating to any other registrant.

Except for the historical information contained herein, certain of the matters discussed in this Report are forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995, that are subject to risks and uncertainties. The factors that could cause actual results to differ materially from the forward-looking statements made by a registrant include those factors discussed herein, as well as the items discussed in (a) the Registrants' 2003 Annual Report on Form 10-K—ITEM 7. Management's Discussion and Analysis of Financial Condition and Results of Operations—Business Outlook and the Challenges in Managing Our Business for each of Exelon, ComEd, PECO and Generation, (b) the Registrants' 2003 Annual Report on Form 10-K—ITEM 8. Financial Statements and Supplementary Data: Exelon—Note 19, ComEd—Note 15, PECO—Note 14 and Generation—Note 13 and (c) other factors discussed in filings with the United States Securities and Exchange Commission (SEC) by the Registrants. Readers are cautioned not to place undue reliance on these forward-looking statements, which apply only as of the date of this Report. None of the Registrants undertakes any obligation to publicly release any revision to its forward-looking statements to reflect events or circumstances after the date of this Report.

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EXELON CORPORATION  
COMMONWEALTH EDISON COMPANY  
PECO ENERGY COMPANY  
EXELON GENERATION COMPANY, LLC

/s/ Robert S. Shapard

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Robert S. Shapard  
Executive Vice President and Chief Financial Officer  
Exelon Corporation

September 17, 2004



# Power Marketing Update

Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

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## Forward-Looking Statements

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, that are subject to risks and uncertainties. The factors that could cause actual results to differ materially from the forward-looking statements made by a registrant include those factors discussed herein, as well as the items discussed in (a) the Registrants' 2003 Annual Report on Form 10-K—ITEM 7. Management's Discussion and Analysis of Financial Condition and Results of Operations—Business Outlook and the Challenges in Managing Our Business for each of Exelon, ComEd, PECO and Generation, (b) the Registrants' 2003 Annual Report on Form 10-K—ITEM 8. Financial Statements and Supplementary Data: Exelon—Note 19, ComEd—Note 15, PECO—Note 14 and Generation—Note 13, and (c) other factors discussed in filings with the United States Securities and Exchange Commission (SEC) by Exelon Corporation, Commonwealth Edison Company, PECO Energy Company and Exelon Generation Company, LLC (Registrants). Readers are cautioned not to place undue reliance on these forward-looking statements, which apply only as of the date of this presentation. None of the Registrants undertakes any obligation to publicly release any revision to its forward-looking statements to reflect events or circumstances after the date of this presentation.

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## AGENDA – Bernstein Investor Meeting

|                                 |                      |   |
|---------------------------------|----------------------|---|
| <b>Introduction</b>             | <b>10:00 – 10:15</b> | <b>Bob Shapard, EVP &amp; CFO</b><br><b>Michael Metzner, VP, Investor Relations</b>     |
| <b>Generation Co. Overview</b>  | <b>10:15 – 10:30</b> | <b>John Young, EVP &amp; President, Exelon Generation</b>                               |
| <b>Power Marketing Overview</b> | <b>10:30 – 10:45</b> | <b>Ian McLean, EVP &amp; President, Power Team</b>                                      |
| <b>Portfolio Management</b>     | <b>10:45 – 11:30</b> | <b>Ken Cornew, SVP, Power Transactions</b>  |
| <b>Illinois Post-06 Update</b>  | <b>11:30 – 12:00</b> | <b>Anne Pramaggiore, VP, ComEd Regulatory</b>   |
| <b>Break</b>                    | <b>12:00 – 12:15</b> |   |
| <b>POLR Pricing / Lunch</b>     | <b>12:15 – 1:15</b>  | <b>Mike Freeman, Power Transactions</b><br><b>Shravan Chopra, Manager, Pricing</b>      |
| <b>Penn. Regulatory Update</b>  | <b>1:15 – 1:45</b>   | <b>Lisa Crutchfield, VP, PECO Regulatory</b>  |
| <b>Market Fundamentals:</b>     | <b>1:45 – 2:15</b>   | <b>Jim Lockhart, Fuels Forecasting</b><br><b>Bruce Lamson, Manager, Market Planning</b> |
| <b>Trade Floor Tour:</b>        | <b>2:15 – 3:00</b>   | <b>Walt Kuhn, Director, Power Transactions</b>  |

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## Context for Today's Discussion

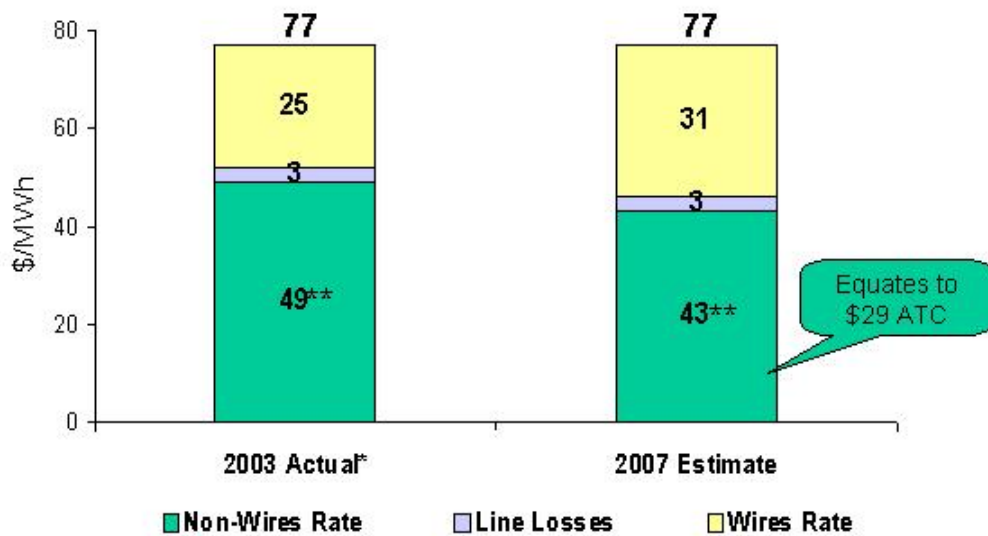
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**Key Message: Exelon is well positioned for end of transition periods in Illinois and Pennsylvania**

- Large, low-cost base load generator
  - Large, stable retail customer base
  - Strong Balance Sheet
  - Driving strong earnings and cash flow growth through Exelon Way
  - Improving power market fundamentals
  - Increasing energy prices
  - Expanding wholesale markets
  - Fully engaged with all our stakeholders
  - Incorporating lessons learned from Mid-Atlantic markets
-

## ComEd Bundled Tariff for Mass Market



Assumes increase in wires charges to recover increased investment in transmission and distribution infrastructure and costs.

\* Representative of unbundling of existing tariff.

\*\* Includes the cost of energy, capacity, ancillary services, load following, weather, switching and congestion.  
 Note: Mass Market represents residential and small commercial and industrial customer classes.

## 2007 ComEd POLR Price Sensitivity to Fuel Prices

| PRB Coal<br>\$/Ton |        | \$ 5  | \$ 7*   | \$ 9  |
|--------------------|--------|-------|---------|-------|
| HH Gas<br>\$/MMBTU |        |       |         |       |
| \$ 3               | \$/MWh | \$ 44 | \$ 45   | \$ 46 |
| \$ 5*              |        | \$ 48 | \$ 49** | \$ 50 |
| \$ 7               |        | \$ 52 | \$ 54   | \$ 55 |

\* Fuel prices assumed in CERA's 2007 MAIN ATC price forecasts (avg. of "Technology Enhanced" and "Rear View Mirror" scenarios)

\*\* POLR price assumed to be 1.5 x CERA's 2007 MAIN ATC price forecast of \$33 per MWh (average of two scenarios above)

Assumptions for sensitivity analysis: Coal on the margin 80% of hours, 10,500 heat rate, 0.057 Tons/MMBTU. Gas on the margin 20% of hours, 7,200 heat rate. POLR price equates to 1.5 x ATC price

2007 NYMEX Henry Hub gas price currently about \$5.70/MMBTU (as of 8/04)

2007 Powder River Basin coal price currently about \$8.30/Ton (as of 8/04)

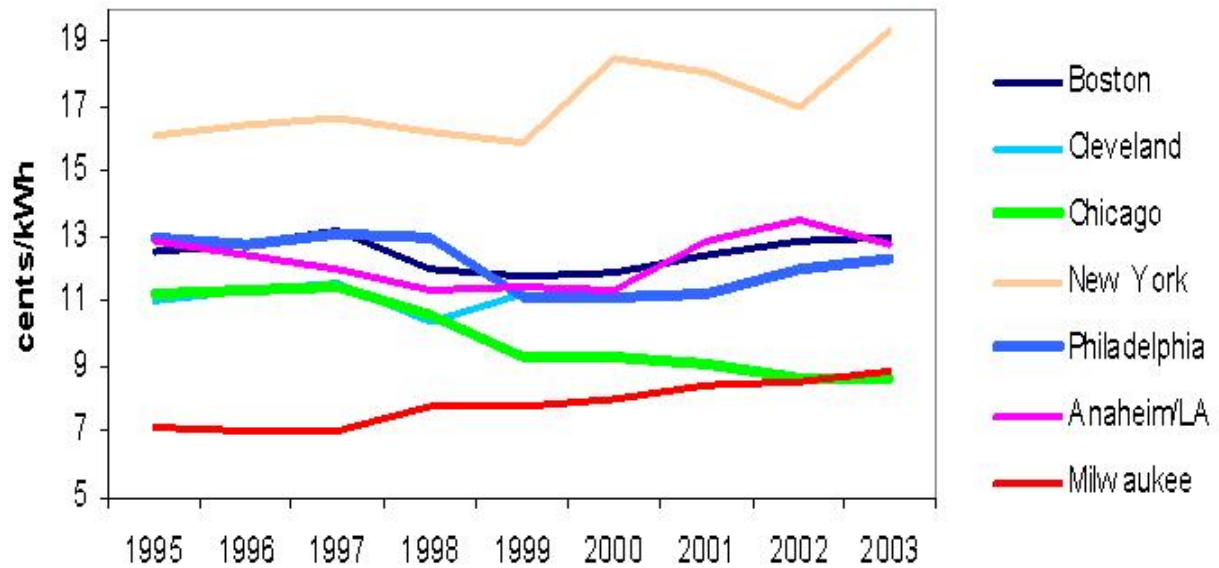
## ComEd Delivery Service Investments

| <b>(Pro forma \$ in Millions)</b>                      | <b>2003</b>     | <b>2000</b>     |            |
|--|-----------------|-----------------|------------|
| Gross DST Plant  | \$ 10,670       | \$ 8,518        | 25%        |
| LESS: Accumulated Depreciation                         | (4,580)         | (3,747)         | 22%        |
| PLUS: Other Add'ts (CWIP, Mtrls, Oper. Reserves, OPEB) | (100)           | (325)           | 69%        |
| LESS: Deferred Taxes                                   | (990)           | (829)           | 19%        |
| Rate Base  | <u>\$ 5,000</u> | <u>\$ 3,617</u> | <u>38%</u> |
| Weighted Average Cost of Capital                       | 9%              | 9%              |            |
| Authorized Return                                      | 450             | 326             |            |
| Gross Revenue Conversion Factor                        | 1.66            | 1.67            |            |
| Authorized Return Grossed Up for Taxes                 | 747             | 543             |            |
| Operating Expenses before Income Taxes                 | 1,480           | 1,115           | 33%        |
| Revenue Requirement                                    | <u>2,227</u>    | <u>1,658</u>    | <u>34%</u> |

ComEd has made significant investments in Delivery Rate Base and experienced significant increases in costs since the last rate case test year (2000).

Note: Financial data is simplified and rounded for illustrative purposes.

## Metropolitan Residential Electric Rates



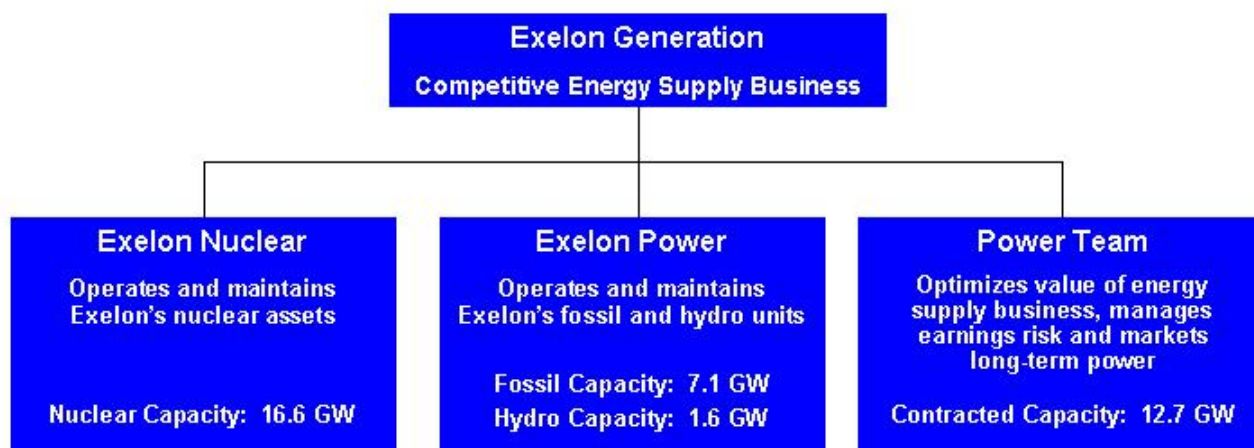
Source: EEI Typical Bill and Average Rate report – Winter2004 (2003 data)

# Generation Company Overview

John F. Young  
President, Exelon Generation Company

Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

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## Exelon Generation:

- Premier nuclear operator, achieving top quartile performance during 2000 – 2003
  - Reliable and commercially responsive fossil operations, significantly improved over previous years
  - Experienced leader in wholesale power marketing and risk management
  - Operational and commercial excellence in the integrated competitive energy supply business
-

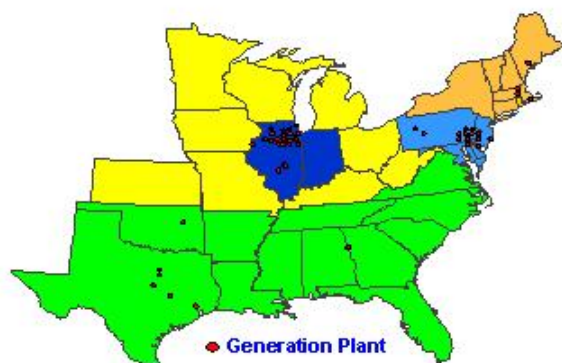
# Our Regional Positions



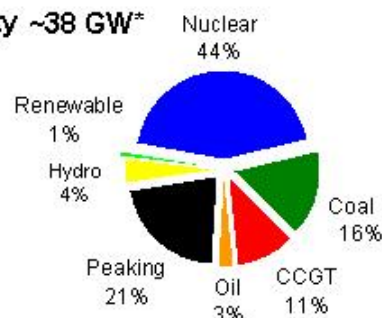
| Midwest                                 |
|---|
| • Owned Generation: 11.4 GW             |
| • Contracted Generation: 9.6 GW         |
| • ComEd Control Area Peak Load: 22.1 GW |

| Mid-Atlantic                          |
|---------------------------------------|
| • Owned Generation: 11.2 GW           |
| • Contracted Generation: 0.3 GW       |
| • PECO Control Area Peak Load: 8.2 GW |

| ERCOT & South                   |
|---------------------------------|
| • Owned Generation: 2.5 GW      |
| • Contracted Generation: 2.9 GW |
| • TXU Tolling Contract: 2.3 GW  |



Capacity ~38 GW\*



\*Includes long-term contracts  
CCGT = combined-cycle gas turbine

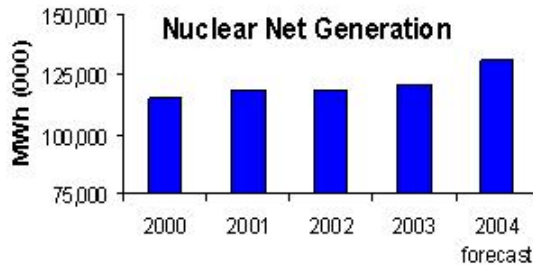
Exelon follows a linked load and generation strategy across three primary regions.



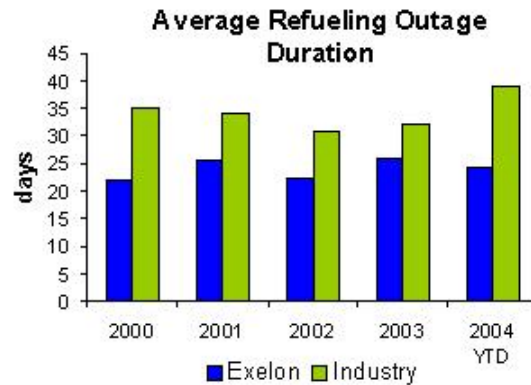
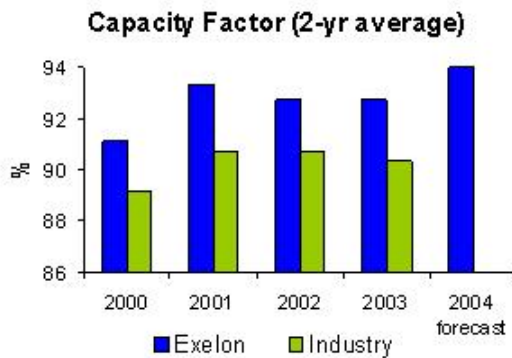
- A defined management model that drives sustainable performance in
  - Operational excellence
  - Productivity improvement
  - Cost management
- Depth of talent and experience
  - Structured leadership development and recruiting
  - A bench capable of meeting current and future challenges
- Rigorous performance management
  - Target top quartile performance
  - Strong track record of delivering on commitments

**Exelon's management model is the basis for operational discipline, sustainable performance, and the ability to replicate success.**

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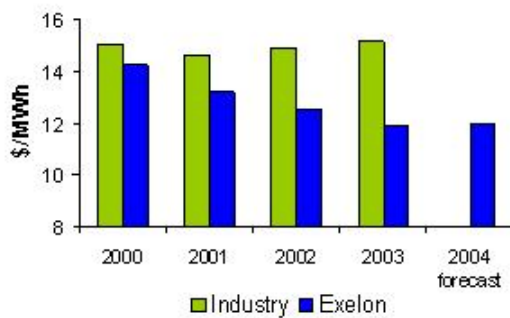


- Consistent growth in generation output
- Consistently high capacity factors
- Consistent performance and industry leadership in refueling outage execution



**Nuclear production performance is consistently good.**

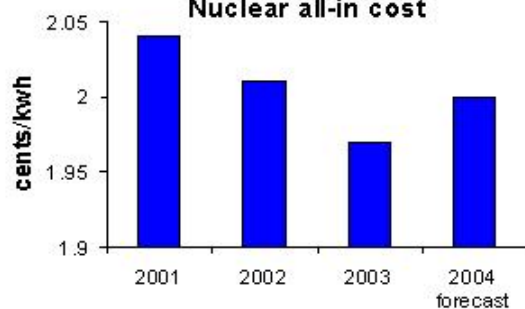
Production Cost - Multi-Unit Sites



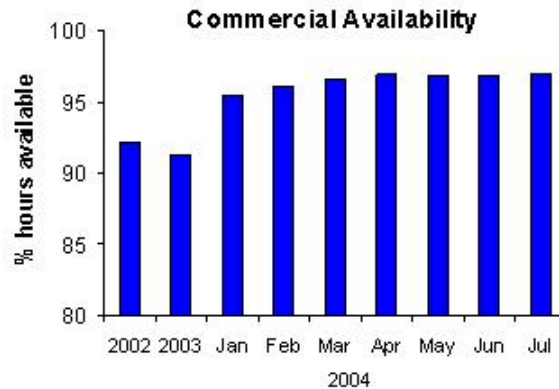
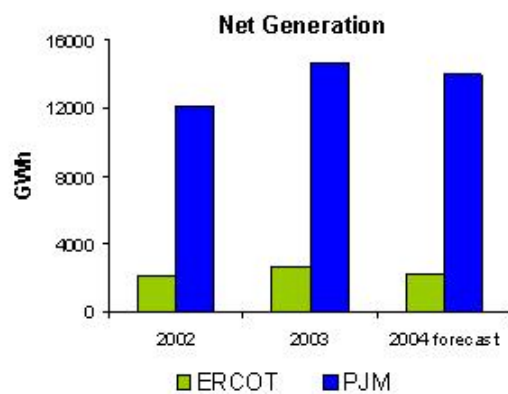
Exelon Nuclear is consistently cost competitive

- Consistent improvement in production cost
- Consistent improvement in all-in cost
- Exelon's 5 big dual unit sites are the 5 lowest cost plants in the U.S. -- they define the top decile of performance

Nuclear all-in cost



**Exelon Nuclear's low cost generation is a significant competitive advantage.**



- Condition-based overhauls are resulting in production improvements and economic gains
  - Production improvements: coal unit mill performance, steam unit boiler reliability, turbine reliability, feedwater heaters, condensers
  - >350 MW gained or recaptured through uprates and material condition improvement
  - Heat rate improvements achieved through unit overhauls have improved economic efficiency
- Ongoing process of asset optimization

**Improved material condition, outage execution, and coordination are driving increased generation.**

## Exelon Generation: Sustained Excellence

- Operating plans based on business imperatives
  - Continued focus on performance discipline
  - Experienced leader in risk management
  - Deep bench of talent and experience
  - Effectively integrated portfolio strategy
  - Positioned to capitalize on market dynamics
-

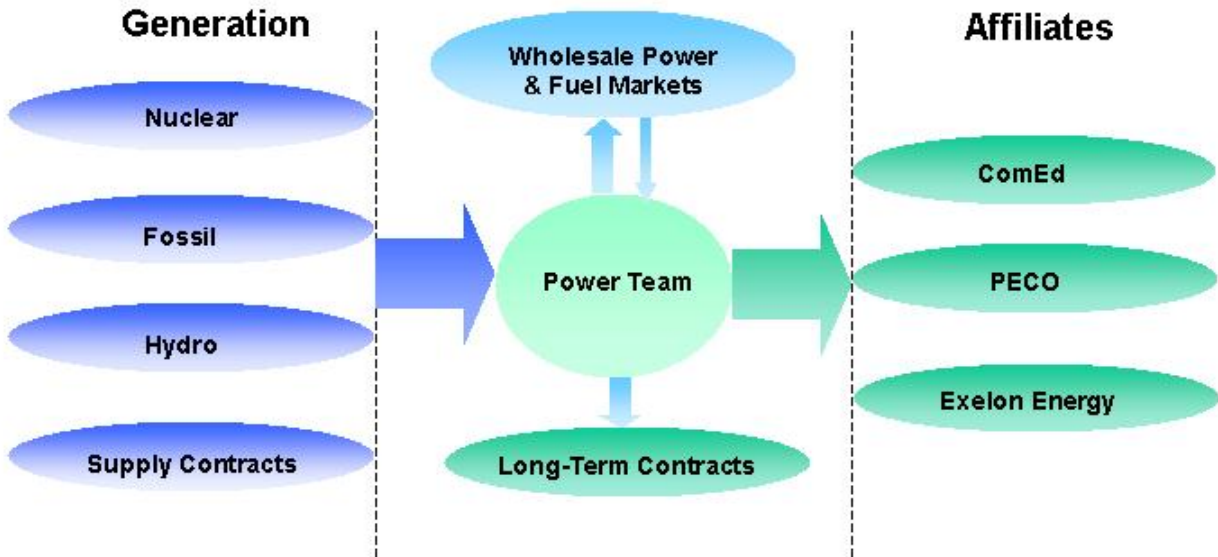
# Power Marketing Overview

Ian P. McLean  
President, Power Team

Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

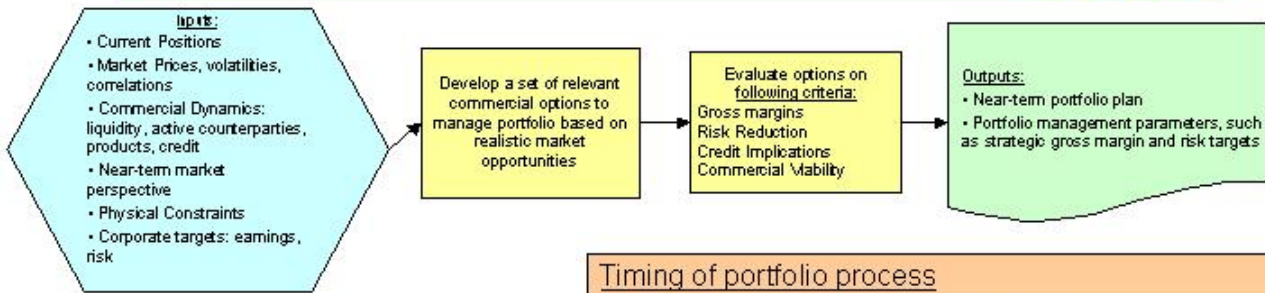
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# Power Team: Value Added Intermediary **Exelon**

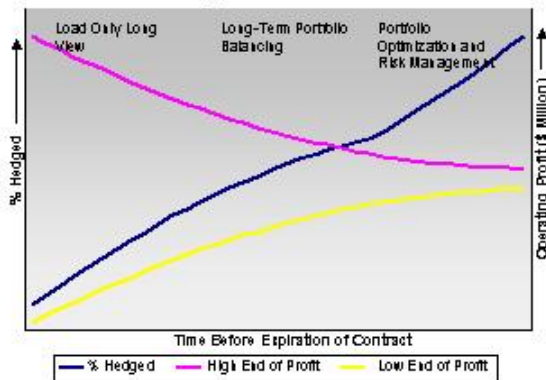


Power Team manages the interaction between the generation portfolio and the wholesale customers and markets in order to reduce risk and optimize Exelon Generation profitability.

# Portfolio Management Process



## Approach to Portfolio Management Over Time



### Timing of portfolio process

- Update the portfolio plan quarterly
- Monitor parameters weekly

### Approach to managing volatility

- Increase percentage hedged as delivery approaches
- Have enough supply to meet peak load
- Cover options created by load obligations so that base load length can be sold
- Leave some length to spot for operational uncertainties and opportunistic sales
- Purchase Coal, Oil, and Natural Gas as power is sold



## The Wholesale Market Is Still Evolving

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- Lack of “Organized Markets”
  - Bilateral markets as another source of value
- Despite regions having surplus, there are customers with significant unmet needs in the next several years
  - Contract expiration
  - Load growth
- Very few active and creditworthy players
- Increased need for risk management
  - Reserve margins beginning to tighten
  - Gas volatility increasing

**Exelon is one of a handful of companies positioned to capitalize on these dynamics.**

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- Generation marketing strategy is aimed at delivering results
  - Improving margins
  - Securing long-term customer base
  - Managing earnings risk
- Long-term focus on strategy, planning and analysis
- All unregulated operations under one roof
- Coordinated use of short, mid, and long-term channels
- Reduce merchant exposure to strengthen balance sheet

Exelon's strategy – proactive focus on capturing opportunities.

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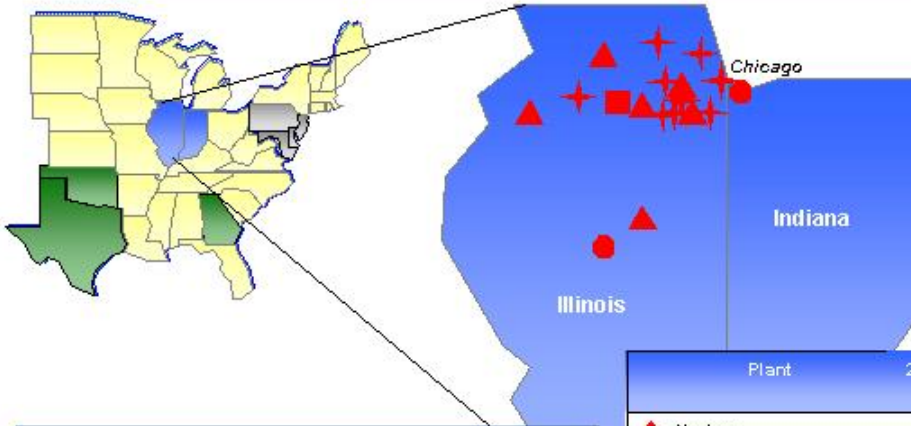
# Portfolio Management

Kenneth W. Cornew  
Senior Vice President, Power Team

Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

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# Midwest Portfolio Characteristics



- Portfolio Opportunities / Challenges**
- Recent integration into PJM market has added liquidity to the standard and structured product markets
  - Length from base-load units to participate in higher market prices
  - Load following capability is purchased from third parties and the power pool
  - Lack of liquidity in off-peak market creates a challenge for portfolio management
  - Analysis of the effects of AEP integration into PJM is underway

| Plant                 | 2005 Capacity (MW) | Avg. Variable Cost (\$/MWh) |
|-----------------------|--------------------|-----------------------------|
| ▲ Nuclear             | 10,877             | \$ 4.50                     |
| ● Coal                | 1,623              | \$ 20.00                    |
| ■ Intermediate        | 0                  | \$ 34.00                    |
| ✦ Peakers*            | 3,631              | \$ 75.00                    |
| <b>Total Capacity</b> | <b>16,131</b>      |                             |
| Demand - PPA          |                    |                             |
| Annual GWh (2005)     | 75,293             |                             |
| Peak Load (MW)        | 18,375             |                             |

\* Assuming \$6.30/MMBtu gas price

# Midwest: Key Elements

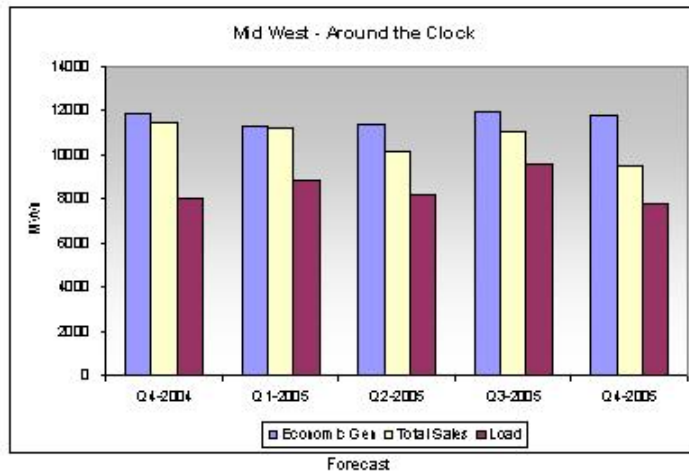


| Commodity          | Impact | Comments  |
|--------------------|--------|---|
| Natural Gas Prices |        | • Gas is on the margin for some on peak hours, and we are primarily a base-load generator |
| Oil Prices         |        | • Oil is not on the margin a significant amount of time and does not drive prices         |
| Gas Spak           |        | • Compared to base-load length, spark length does not significantly drive margins         |
| Oil Spak           |        | • Minimal oil capacity in the portfolio   |

Significant



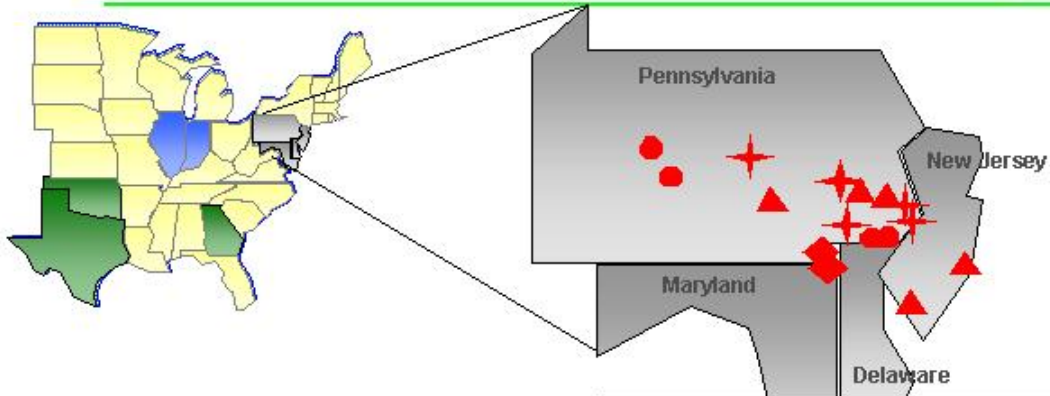
Insignificant



| Portfolio Management 2004   |
|---|
| Hedged for the remainder of the year around the clock   |
| Manage operational risk of baseload length in the off peak hours                                      |
| Portfolio Management in 2005  |
| Includes changes in generation stack due to roll off of PPAs  |
| Length remains in the second, third and fourth quarters   |
| Natural gas needs for peakers is covered as power sales are made                                      |
| Acquired intermediate products from bilateral market to better match assets and load obligations      |
| RES migration assumptions can vary in a range of 2000 MWs; utilize options to cover floating RES risk |

RES = Retail Energy Supplier

# Mid-Atlantic Portfolio Characteristics



- Portfolio Opportunities / Challenges**
- We operate in a centrally dispatched power pool
  - More liquidity in the PJM region creates more capability to hedge
  - CCGTs are on the margin for a majority of the on-peak hours and many of the summer off-peak hours
  - Length from base load units to participate in higher market prices
  - Capability to follow load is dependent on structured transactions and utilization of the pool

CCGTs = Combined-cycle gas turbines

| Plant                    | 2005 Capacity (MW) | Average Variable Cost (\$/Mwh) |
|--------------------------|--------------------|--------------------------------|
| ▲ Nuclear                | 5,767              | 5.00                           |
| ◆ Hydro                  | 1,618              | NA                             |
| ● Coal                   | 1,441              | \$34.00                        |
| ■ LFG/Cogen/Contract     | 406                | \$50.00                        |
| ✦ Resid Oil and Peakers* | 1,975              | \$65 resid oil / \$100 gas     |
| <b>Total Capacity</b>    | <b>11,207</b>      |                                |
| Demand - PPA             |                    |                                |
| Annual (Gwh) (2005)      | 37,829             |                                |
| PPA Peak Load (MW)       | 7,820              |                                |

\* Assuming \$6.30/MMBtu gas price  
LFG = Landfill gas



# Mid-Atlantic: Key Elements

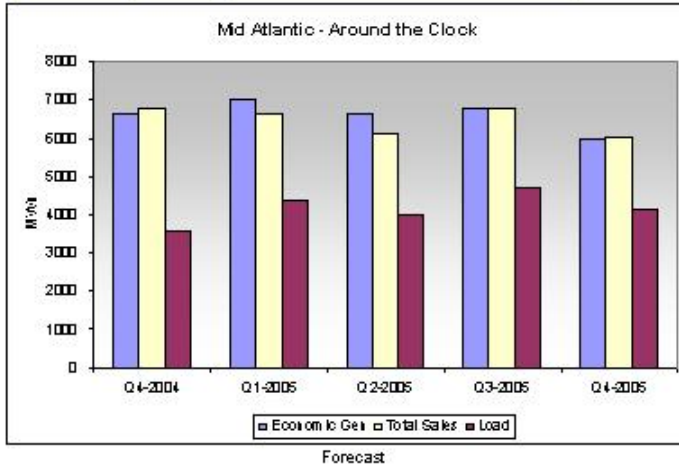


| Commodity          | Impact | Comments   |
|--------------------|--------|--|
| Natural Gas Prices |        | <ul style="list-style-type: none"> <li>Gas is increasingly on the margin</li> <li>We have a substantial amount of base-load capacity. Therefore, gas price movements drive the power market and affect our margins.</li> </ul> |
| Oil Prices         |        | <ul style="list-style-type: none"> <li>Oil on the margin a significant proportion of the time</li> </ul>   |
| Gas Spak           |        | <ul style="list-style-type: none"> <li>We have a relatively insignificant amount of gas peakers as compared to base-load length</li> </ul>   |
| Oil Spak           |        | <ul style="list-style-type: none"> <li>Significant oil-based capacity in the portfolio</li> </ul>  |

Significant



Insignificant



## Portfolio Management 2004

Hedged in outage months

Upside participation with daily dispatchable units

## Portfolio Management 2005

Getting well hedged as 2005 approaches

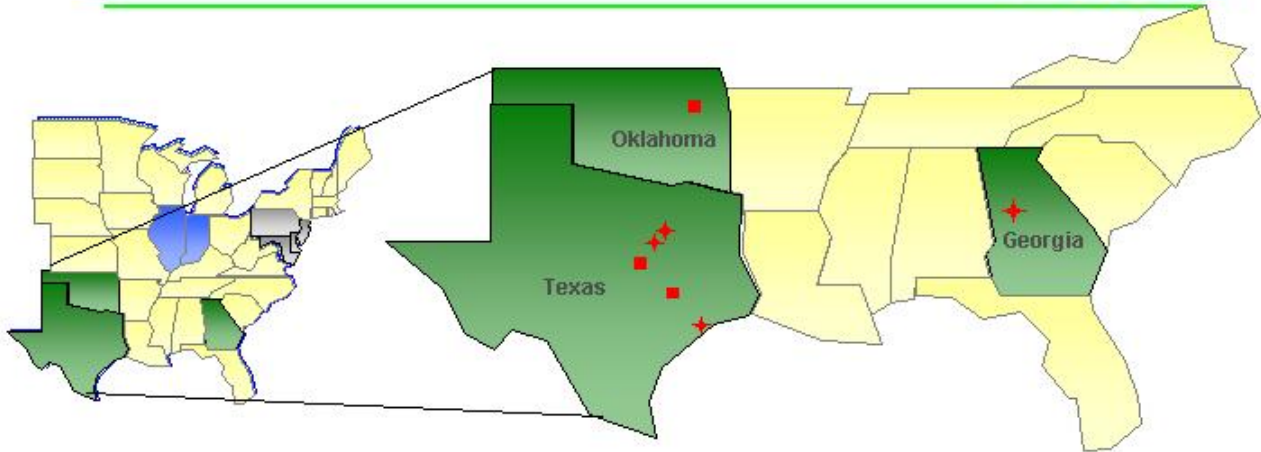
Acquired intermediate products to complement existing asset portfolio

Upside participation and downside protection provided with option strategies in power and fuels markets

Increased native load obligations with switching assumptions

Congestion management strategies are aligned with portfolio management process

# ERCOT/South Portfolio Characteristics



## Portfolio Opportunities / Challenges

- The portfolio assets are in the ERCOT, SPP and SERC regions
- The combined cycle units are generally hedged forward; remaining length and peaker length used for opportunistic sales
- ERCOT ISO often runs the peakers for local reliability reasons

| Plant             | Capacity | Average Variable Cost (\$/Mwh) |
|-------------------|----------|--------------------------------|
| ■ Combined Cycle* | 1,975 MW | \$50.00                        |
| ★ Peakers*        | 3,394 MW | \$75.00                        |
| Total Capacity    | 5,369 MW |                                |
| Summer Toll**     | 2,334 MW |                                |

\* Assuming \$6.30/MMBtu gas price

\*\* TXU tolling deal totaling 2,334 MW



# ERCOT/South: Key Elements

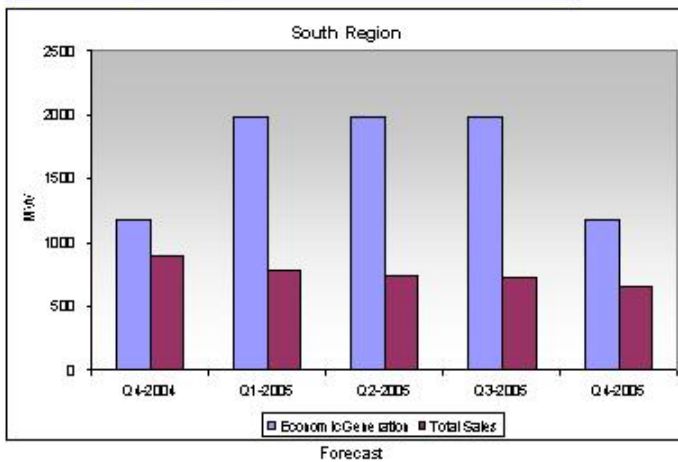


| Commodity          | Impact | Comments  |
|--------------------|--------|---|
| Natural Gas Prices |        | • Gas on the margin a significant proportion of the time; however, spark determines regional profit |
| Oil Prices         |        | • Oil not on the margin in the region   |
| Gas Spark          |        | • The entire portfolio is spark based; 40% are high efficiency combined-cycle units                 |
| Oil Spark          |        | • Minimal oil capacity  |

Significant

Insignificant

| Portfolio Management in 2004  |
|---|
| Portfolio well hedged for the balance of the year   |
| Portfolio Management in 2005  |
| Portfolio has been partially hedged for 2005; market liquidity is increasing as 2005 approaches |
| Natural gas is purchased for all forward power sales  |
| High heat rate units provide support for sales strategy and the ability to sell call options    |



Note: Economic Generation only – excludes higher heat rate units; excludes TXU Toll against Handley, Mountain Creek

# Portfolio Sensitivities for Generation Co.

| Gas Price Sensitivity <sup>1</sup> (\$ million pre-tax)   | Gas +20%                      | Gas -20%                      |
|---|-------------------------------|-------------------------------|
| 2004  | \$13                          | (\$13)                        |
| 2005  | \$15                          | \$4                           |
| Power Price Sensitivity <sup>2</sup> (\$ million pre-tax) | Power +\$1.00                 | Power -\$1.00                 |
| 2004  | \$5                           | (\$4)                         |
| 2005  | \$22                          | (\$20)                        |
| Coal Price Sensitivity <sup>3</sup> (\$ million pre-tax)  | PRB <sup>4</sup> Coal +\$1.00 | PRB <sup>4</sup> Coal -\$1.00 |
| 2004  | \$1                           | (\$1)                         |
| 2005  | \$6                           | (\$6)                         |

**Notes:**

- Gas prices were changed with a correlated change in power prices (power prices in the South and East are more significantly affected by gas prices than in the Midwest); coal prices were held constant
- Power prices were changed; fuel prices were held constant
- Effect of coal prices passed through to length in the off-peak Midwest position; all other commodities held constant
- Powder River Basin Coal

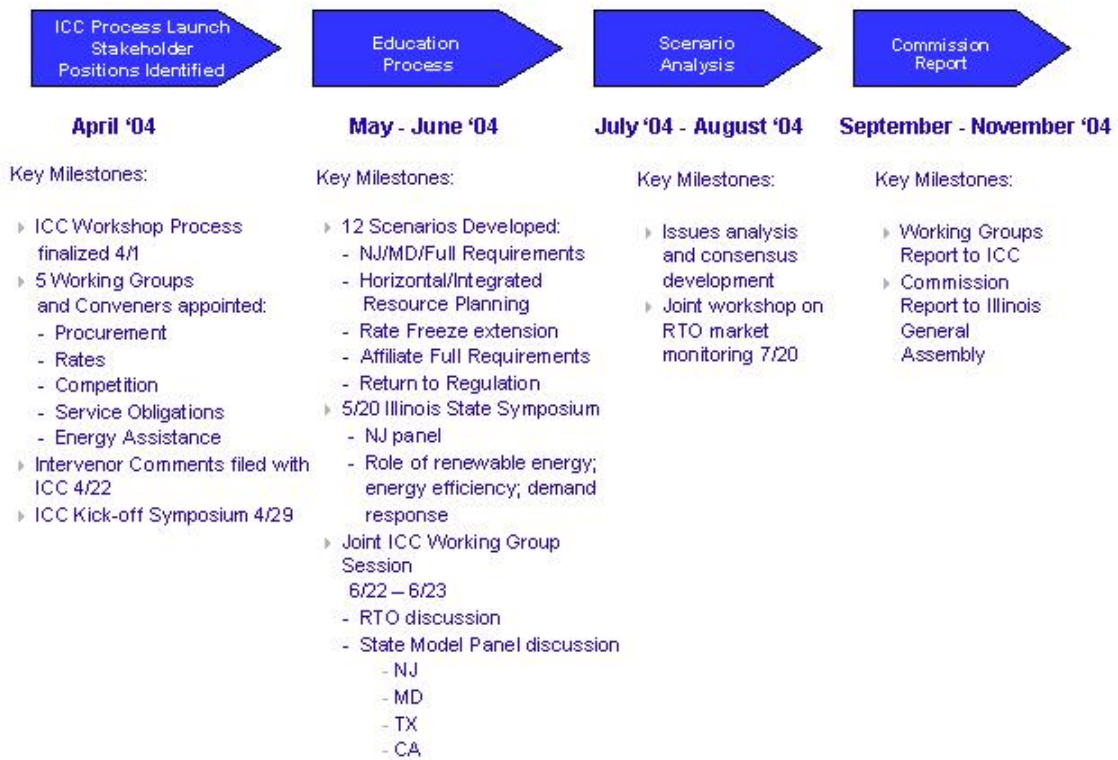
# Illinois Post-06 Update

Anne R. Pramaggiore  
Vice President, ComEd  
Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

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- Debate around Post-2006 issues occurring in ICC-sponsored workshop process:
    - Commissioner Erin O'Connell-Diaz serves as Chair of the workshop process
    - Workshops began April 29, 2004, with a kick-off symposium and will end in September 2004
    - ICC plans to submit Report to Illinois General Assembly on Post-2006 workshop outcome in fourth quarter 2004
    - First half of workshop process served as a forum for education of stakeholders on key issues, including specific supply procurement models, wholesale market development, demand side management and RTO mechanics
    - In final half of workshop process, stakeholders have generated robust debate of key procurement models, their features and impacts
-

# ICC Workshop Process Timeline



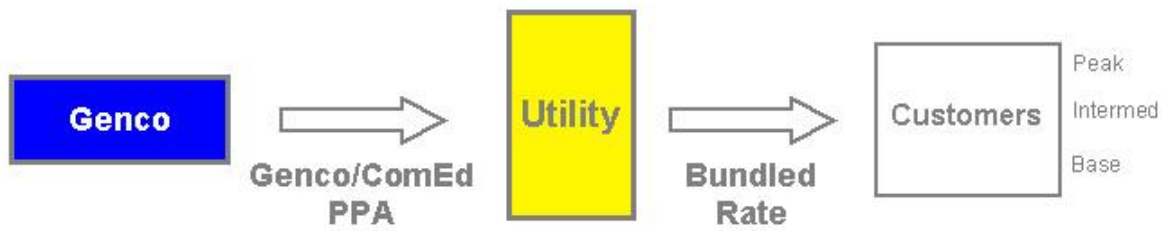
- 12 scenarios are being analyzed, most are variations of two basic models:
    1. “Full Requirements” procurement model (NJ/MD)
    2. “Portfolio Management” procurement model (CA)
  - Strong support for competitive procurement has emerged, with ongoing debate concerning:
    - The specific procurement model
    - The degree and timing of stakeholder and regulatory involvement in the procurement process
    - The adequacy of wholesale market development
    - Rate stability for residential customers
-

# POLR Pricing

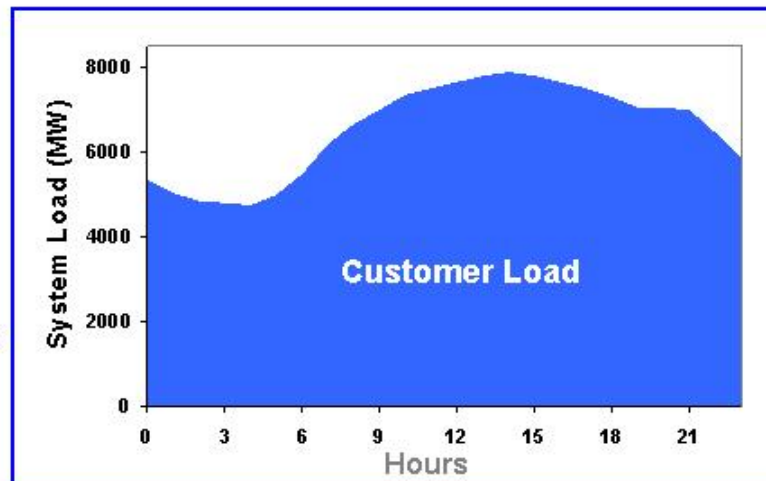
Mike Freeman, Power Transactions  
Shravan Chopra, Manager, Pricing  
Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

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# Current Model

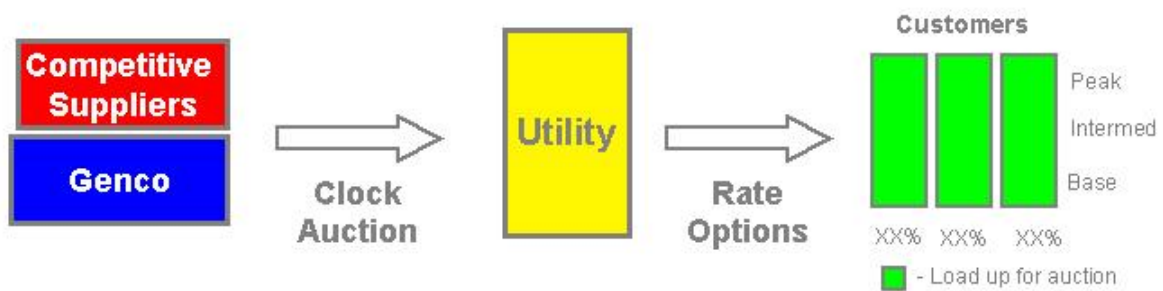


- **Genco is sole supplier of customer load through a PPA with ComEd**
- **Bundled service for customers >3MW has been declared competitive**

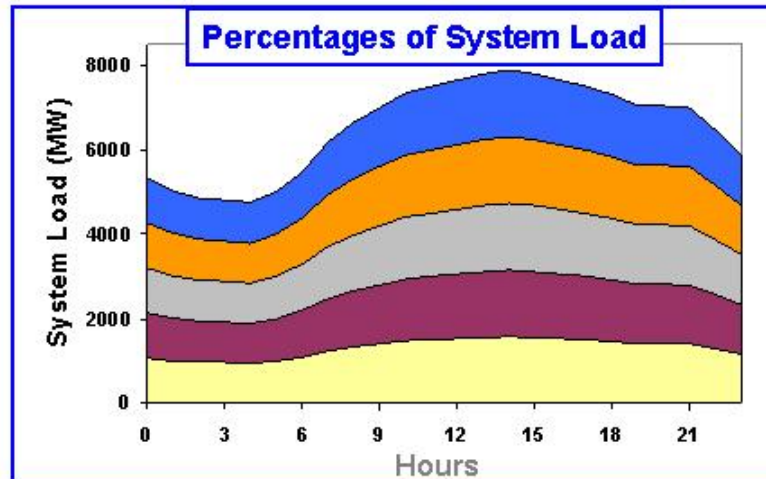




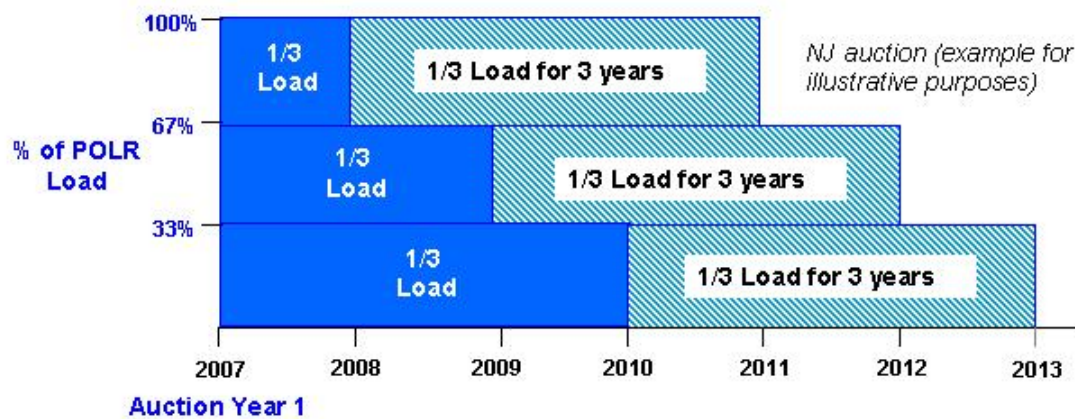
# Competitive Procurement Model



- Multiple winning bidders would supply customer load in vertical slices (fixed % of hourly energy demand)
- New rates determined by auction results



# NJ Auction Design Example



- Rate stability concerns can be addressed through staggered purchases of full requirements product.
- In this example, the first year auction divides the POLR load into thirds with 1/3 bid as a one-year product, 1/3 bid as a two-year product and 1/3 bid as a three-year product.
- In subsequent years, all auctions are for three-year products.

## Overview

- Basic Generation Service (BGS): Over 11,000 MW of load auctioned across 4 utilities in New Jersey in February 2004
- Over 15 winners in the auctions
- Winning bids for POLR product were 50-60% above the standard block product at PJM West Hub

## Lessons Learned

- Risk management of the BGS full requirement contracts for the winners was critical
    - Gas and power prices spiked significantly after the auction
  - Congestion risk needs to be managed largely through physical assets within the congested zone
  - Market liquidity has an impact on the costs over the standard block product
    - Limited liquidity in the Midwest as compared to PJM likely to increase costs of full requirement contracts
-

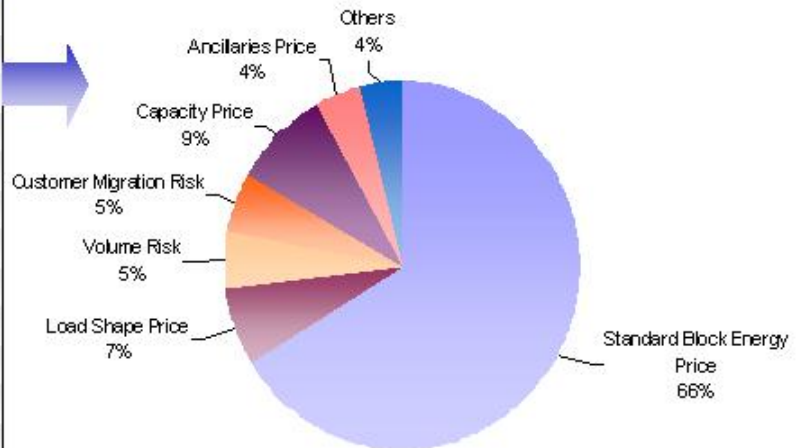
# Full Requirements Contracts



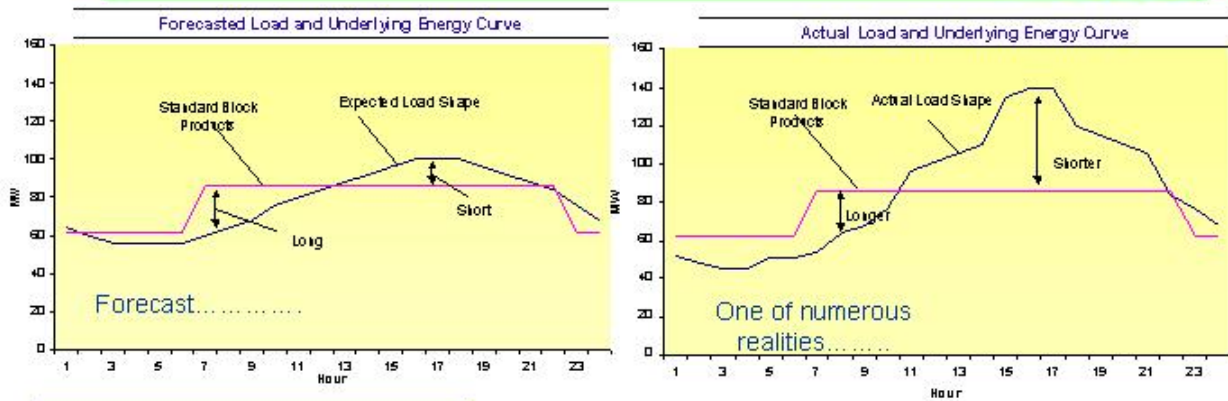
- POLR (Provider of Last Resort) is a Full Requirements Contract
  - Delivering party takes all obligations associated with serving a load at a fixed price
  - Obligations include energy, capacity and ancillary services
  - Delivering party assumes all the risks in the full requirements contract including customer migration risk

| Components of a Full Requirements Price |
|---|
| A. Underlying Energy                    |
| - Standard Block Energy Price           |
| - Load Shape Price                      |
| - Volume Risk                           |
| B. Customer Migration Risk              |
| C. Capacity Price                       |
| D. Ancillaries Price                    |
| E. Other Risks                          |
| - Transmission (Congestion)             |
| - Credit                                |
| - Regulatory                            |

## Components of an Example Full Requirements Contract



# Risk Management of Full Requirements



| Components of a Full Requirements Price | Risk Management Strategy                  | Level of Risk Mitigation |
|---|---|--------------------------|
| <b>A. Underlying Energy</b>             |   |                          |
| - Standard Block Energy Price           | Buy standard blocks / self supply         | High                     |
| - Load Shape Price                      | Buy shaped products / self supply         | High                     |
| - Volume Risk                           | Option strategies / self supply           | Medium                   |
| <b>B. Customer Migration Risk</b>       | Option strategies                         | Low                      |
| <b>C. Capacity Price</b>                | Buy capacity / self supply                | High                     |
| <b>D. Ancillaries Price</b>             | Buy ancillary services / self supply      | High                     |
| <b>E. Other Risks</b>                   |   |                          |
| - Congestion                            | Congestion related options / local supply | Medium                   |
| - Credit                                | Contractual risk management               | High                     |
| - Regulatory                            | Contractual management                    | Low                      |

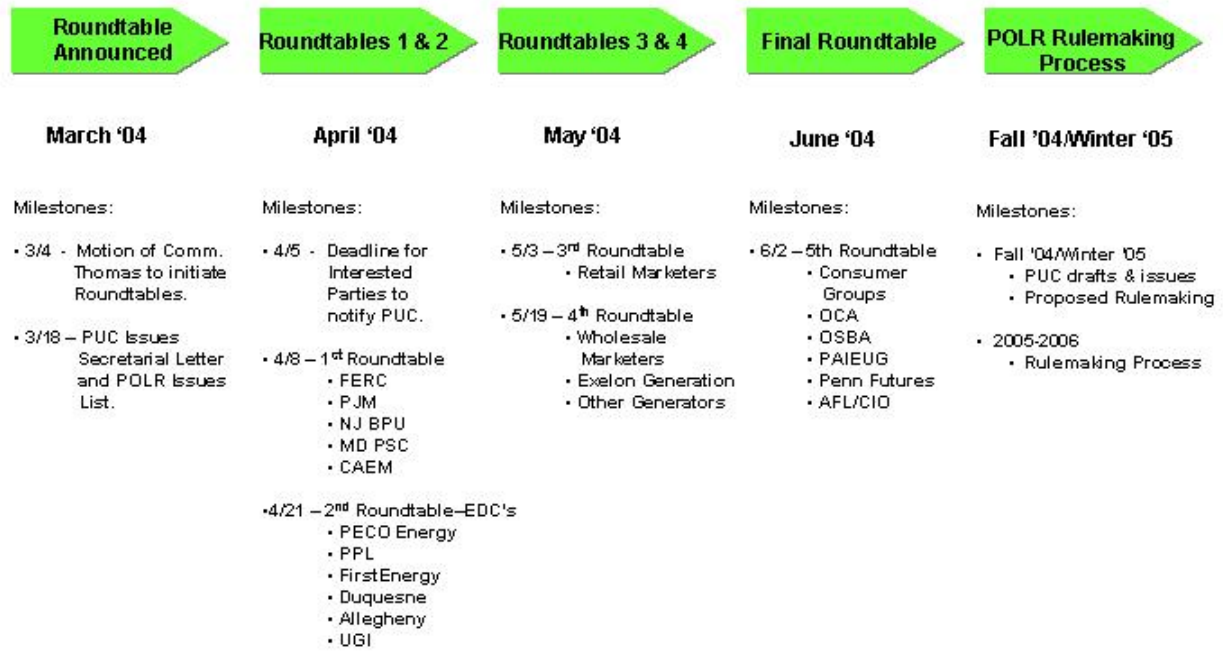
# Pennsylvania Regulatory Update

Lisa Crutchfield  
Vice President, PECO

Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

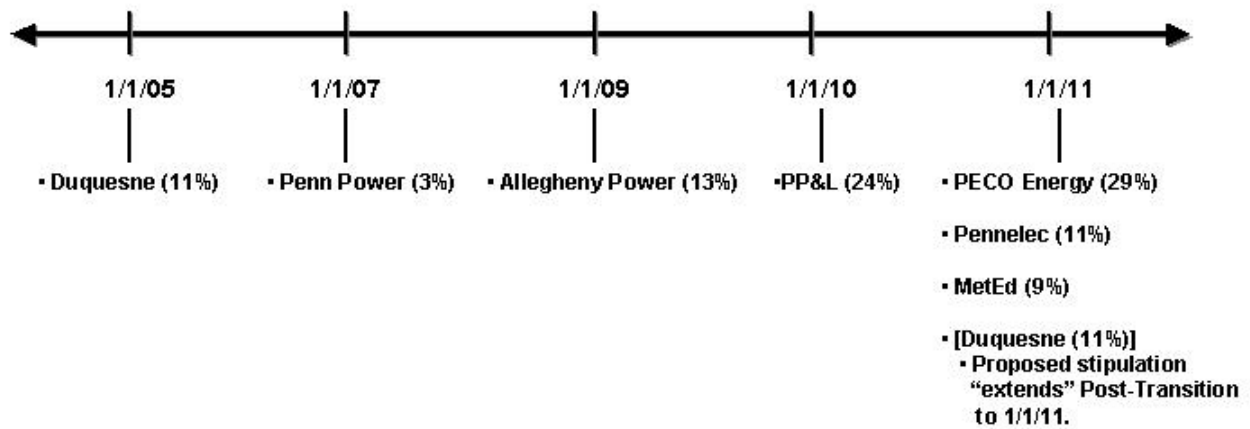
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# PA PUC POLR Timeline



# Major PA Utilities Post Transition Dates

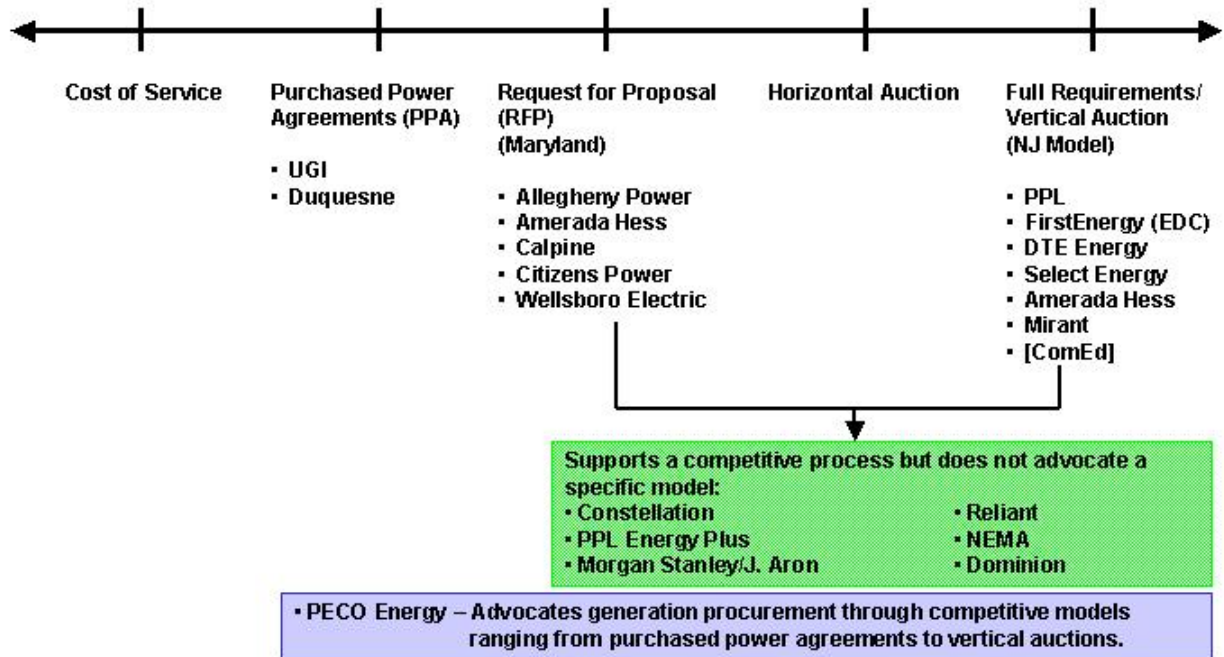
(Includes percentage of customers served in Pennsylvania)



- Post-Transition for almost 75% of customers does not start until after 1/1/10.
- With Duquesne settlement, Post-Transition customer percentage = 86%.



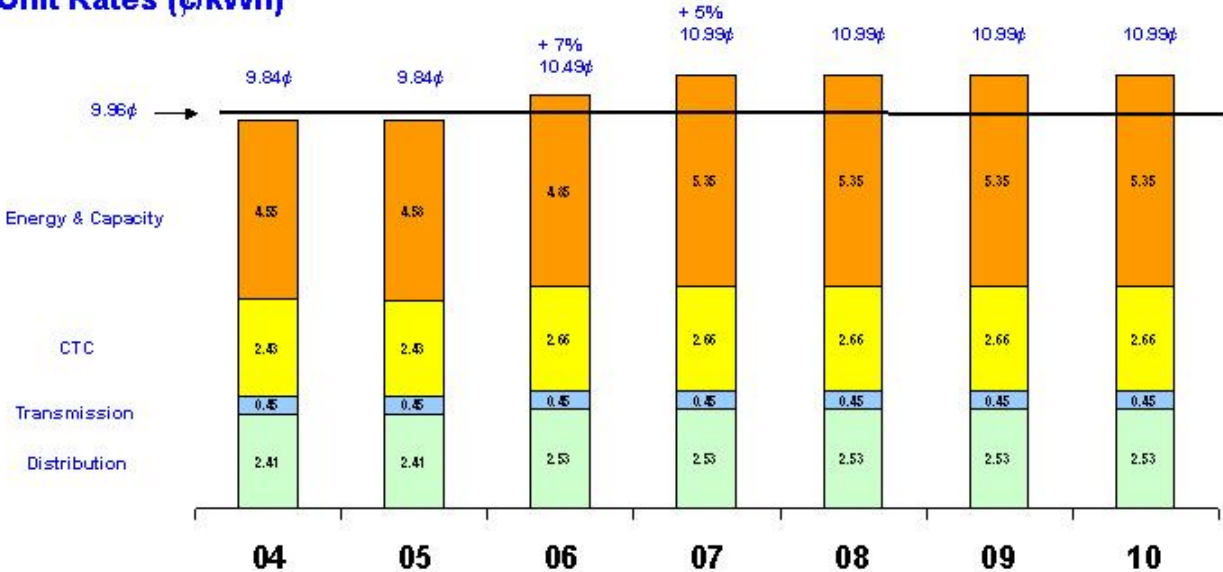
# PA POLR Generation Procurement Models



Source: Company Submission to PA PUC POLR Roundtable

# Electric Restructuring & Merger Settlements **Exelon**

## Unit Rates (¢/kWh)



Source: 1998 Restructuring Settlement

## PECO Bundled Rates

PECO's bundled rates (which include charges for transmission & distribution, stranded cost recovery and a capacity and energy charge, or shopping credit) were capped through 2010. The bundled rate is scheduled to increase in 2006 and 2007 with the following estimated impact on Exelon's cash and EPS:

| Year  | T&D Rate Cap | Generation Rate Cap | Bundled Rate | Revenue                             | Stranded Cost Amortization* | Net Income Impact | EPS Impact | Cash Impact** |
|-------|--------------|---------------------|--------------|-------------------------------------|-----------------------------|-------------------|------------|---------------|
|       | (cents/kWh)  |                     |              | Incremental Impact (\$ in millions) |                             |                   |            |               |
| 2005E | 2.86         | 6.98                | 9.84         | -                                   | -                           | -                 | -          | -             |
| 2006E | 2.98         | 7.51                | 10.49        | 240                                 | 150                         | 60                | \$0.09     | 160           |
| 2007E | 2.98         | 8.01                | 10.99        | 180                                 | 70                          | 70                | \$0.11     | 120           |

Note: Estimates based on Exelon forecasted energy sales; approximate 35% effective income tax rate assumption

\* Per table on page 7 of 2003 Form 10-K filing

\*\* Cash impact before principal payments on securitization debt

# Market Fundamentals

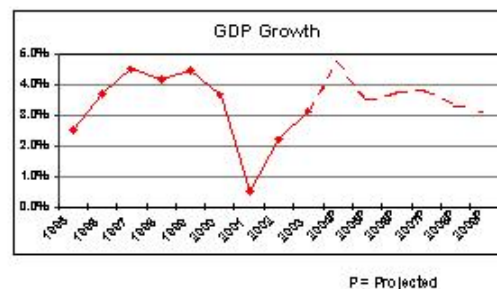
Jim Lockhart, Fuels Forecasting  
Bruce Lamson, Manager, Market Planning

Bernstein Investor Meeting  
Kennett Square  
September 17, 2004

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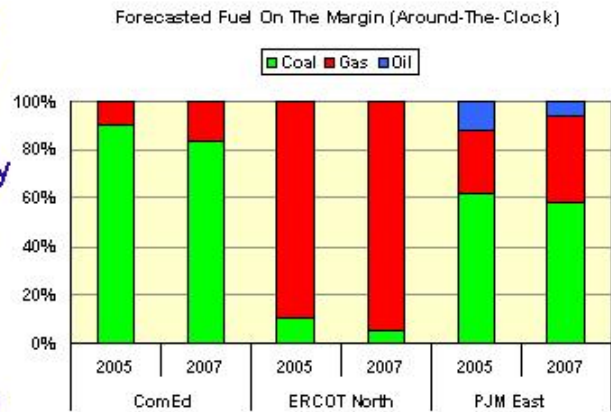
## Economic Growth Drives the Regional Demand for Electricity

- Real U.S. GDP is expected to grow at an average of 3.5% over the next five years
- Economic growth will vary by region
  - Mid-Atlantic 3.4%
  - Midwest 3.2%
  - Texas 4.2%
- Nationwide, electricity use is expected to grow at about 2.2% per year, strongest growth in the South and West



# International Fuel Markets Impact Domestic Electricity Prices

- Fuel prices are higher than in the '90's, unlikely to return to the same low levels
- Strong demand and little excess supply have driven oil prices higher
- High oil prices and tight domestic supply cause high gas prices, LNG may provide relief by the end of the decade
  - Gas is increasingly becoming the fuel on the margin, setting power prices
- Coal spot market prices have increased sharply over the last year, likely to decline over time as capacity increases



Higher fossil fuel prices give an advantage to Exelon's low-cost nuclear generation.

## Regional and Sub-Regional Reserve Margins Are Declining

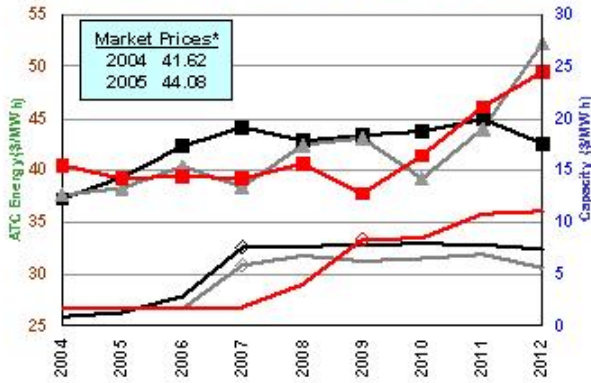
- Exelon's regional and sub-regional (MAIN ComEd, PJM East and ERCOT North) projected planning reserve margins are expected to decline at a faster rate than previously forecasted due to:
  - Economic recovery translating into higher projected electricity growth rates
  - Recent retirement/mothballing of generation assets
- Sub-regional markets are projected to rely more on existing transmission for importing economic power

Decreasing reserve margins are expected to lead to higher values for capacity and an increasing concern about reliability.

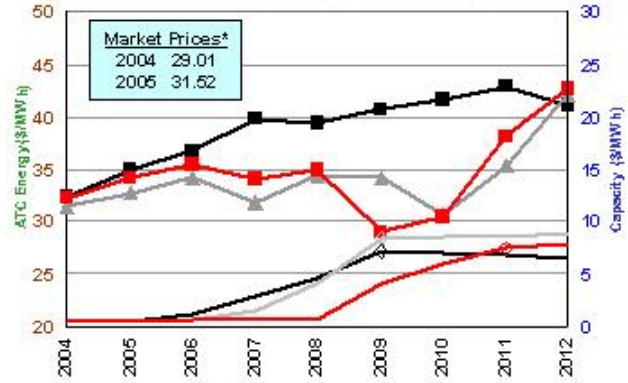
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# Consultant Price Forecasts

## PJM Energy and Capacity (\$/MWh)



## MAIN Energy and Capacity (\$/MWh)



◆ Projected new supply added
\* Market Prices as of August 31, 2004

Sources: Platts Research and Consulting Outlook For Power in North America (Q2 2004)  
 CERA New Realities, New Risks: North American Power and Gas Scenarios (December 2003)

**Industry price forecasts are driven by load growth, retirements and fuel prices.**



# Trade Floor Tour

Walt Kuhn, Director, Power Transactions

Bernstein Investor Meeting  
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September 17, 2004