# Fall 2021 Investor Meetings



## **Cautionary Statements Regarding Forward-Looking Information**

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 including, among others, those related to the timing, manner, tax-free nature, and expected benefits associated with the potential separation of Exelon's competitive power generation and customer-facing energy business from its six regulated electric and gas utilities. Words such as "could," "may," "expects," "anticipates," "will," "targets," "goals," "projects," "intends," "plans," "believes," "seeks," "estimates," "predicts," and variations on such words, and similar expressions that reflect our current views with respect to future events and operational, economic, and financial performance, are intended to identify such forward-looking statements.

The factors that could cause actual results to differ materially from the forward-looking statements made by Exelon Corporation, Exelon Generation Company, LLC, Commonwealth Edison Company, PECO Energy Company, Baltimore Gas and Electric Company, Pepco Holdings LLC, Potomac Electric Power Company, Delmarva Power & Light Company, and Atlantic City Electric Company (Registrants) include those factors discussed herein, as well as the items discussed in (1) the Registrants' 2020 Annual Report on Form 10-K in (a) Part I, ITEM 1A. Risk Factors, (b) Part II, ITEM 7. Management's Discussion and Analysis of Financial Condition and Results of Operations, and (c) Part II, ITEM 8. Financial Statements and Supplementary Data: Note 19, Commitments and Contingencies; (2) the Registrants' Second Quarter 2021 Quarterly Report on Form 10-Q (to be filed on Aug. 4, 2021) in (a) Part II, ITEM 1A. Risk Factors, (b) Part I, ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations, and (c) Part I, ITEM 1. Financial Statements: Note 15, Commitments and Contingencies; and (3) other factors discussed in filings with the SEC by the Registrants.

Investors are cautioned not to place undue reliance on these forward-looking statements, whether written or oral, 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.



#### **Non-GAAP Financial Measures**

Exelon reports its financial results in accordance with accounting principles generally accepted in the United States (GAAP). Exelon supplements the reporting of financial information determined in accordance with GAAP with certain non-GAAP financial measures, including:

- Adjusted operating earnings exclude certain costs, expenses, gains and losses and other specified items, including mark-tomarket adjustments from economic hedging activities, unrealized gains and losses from nuclear decommissioning trust fund
  investments, asset impairments, certain amounts associated with plant retirements and divestitures, costs related to cost
  management programs, asset retirement obligations and other items as set forth in the reconciliation in the Appendix
- **Adjusted operating and maintenance expense** excludes regulatory operating and maintenance costs for the utility businesses and direct cost of sales for certain Constellation and Power businesses, decommissioning costs that do not affect profit and loss, the impact from operating and maintenance expense related to variable interest entities at Generation, EDF's ownership of O&M expenses, and other items as set forth in the reconciliation in the Appendix
- Total gross margin is defined as operating revenues less purchased power and fuel expense, excluding revenue related to
  decommissioning, gross receipts tax, JExel Nuclear JV, variable interest entities, and net of direct cost of sales for certain
  Constellation and Power businesses
- Adjusted cash flow from operations primarily includes net cash flows from operating activities and net cash flows from investing activities excluding capital expenditures, net merger and acquisitions, and equity investments
- Free cash flow primarily includes net cash flows from operating activities and net cash flows from investing activities excluding certain capital expenditures, net merger and acquisitions, and equity investments
- **Operating ROE** is calculated using operating net income divided by average equity for the period. The operating income reflects all lines of business for the utility business (Electric Distribution, Gas Distribution, Transmission).
- **EBITDA** is defined as earnings before interest, taxes, depreciation and amortization. Includes nuclear fuel amortization expense.
- **Revenue net of purchased power and fuel expense** is calculated as the GAAP measure of operating revenue less the GAAP measure of purchased power and fuel expense

Due to the forward-looking nature of some forecasted non-GAAP measures, information to reconcile the forecasted adjusted (non-GAAP) measures to the most directly comparable GAAP measure may not be currently available, as management is unable to project all of these items for future periods



#### **Non-GAAP Financial Measures Continued**

This information is intended to enhance an investor's overall understanding of period over period financial results and provide an indication of Exelon's baseline operating performance by excluding items that are considered by management to be not directly related to the ongoing operations of the business. In addition, this information is among the primary indicators management uses as a basis for evaluating performance, allocating resources, setting incentive compensation targets and planning and forecasting of future periods.

These non-GAAP financial measures are not a presentation defined under GAAP and may not be comparable to other companies' presentations. Exelon has provided these non-GAAP financial measures as supplemental information and in addition to the financial measures that are calculated and presented in accordance with GAAP. These non-GAAP measures should not be deemed more useful than, a substitute for, or an alternative to the most comparable GAAP measures provided in the materials presented.

Non-GAAP financial measures are identified by the phrase "non-GAAP" or an asterisk (\*). Reconciliations of these non-GAAP measures to the most comparable GAAP measures are provided in the appendices and attachments to this presentation, except for the reconciliation for total gross margin, which appears on slide 50 of this presentation.



## **Exelon: An Industry Leader**

\$27 billion

Being invested in utilities through 2024

\$58 million
In 2020, Exelon gave
approximately \$58
million to charitable
and community causes

**215 TWh** 

Customer load served

31,300

Megawatts of tota power generation capacity



More than

133,000

Employee volunteer

\$33.0 billion
Operating revenue

in 2020

FORTUNE
100
Exelon is a FORTUNE
100 company

Zero-carbon energy provider in America

2.0 million

Approximate number of residential, public sector and business customers served by Exelon's Constellation business

11,160
Transmission line miles for utilities

**32,300** Employees





- Strong advocate for policies to address climate change for more than two decades
- Largest producer of zero-carbon electricity in the U.S. (1 out of every 9 MWhs) with the lowest carbon intensity among major power producers
- Exelon has no coal-fired generation divested more than 2,000 MWs since 2010
- Exelon's electric generation carbon intensity is significantly below 2° Celsius glide scope
- Utility energy efficiency programs helped customers save 22.3 million MWhs in 2020
- Utility light and heavy-duty vehicle fleet electrification goal of 30% by 2025 and 50% by 2030
- Utilities' Green Power Connection program enables interconnection of local renewables
- Committed to driving **a zero-carbon transition** through \$20M 2c2i initiative targeting investments in emerging electrification, storage and energy capture technologies



- Recognized as top employer for diversity by Human Rights Campaign, Diversity Inc. and Forbes
- Effective COVID-19 response, including added safeguards and benefits for employees, temporary moratoriums and assistance programs for customers and ~\$8M of charitable donations in our communities
- Executive Committee is 53% women or people of color
- Created Executive-led Racial Equity and Social Justice Task Force in 2020
- \$2.7 billion of expenditures with diverse suppliers represented 29% of total sourced supplier spend in 2020
- More than 100 company-sponsored workforce development programs address economic inequities in our communities
- Top quartile reliability and customer satisfaction at all utilities
- Utility customer bills at or below the national averages
- More than \$58M in charitable contributions and 133,000 employee volunteer hours in 2020



- 92% of Board members are independent, including independent Board Chair
- 25% of Board members are people of color and 33% are women
- Top 6% of S&P 500 companies for corporate political disclosure according to the CPA-Zicklin Index and named trendsetter
- Executive compensation is tied to strategy, financials and operational goals
- Stock ownership requirement for executives and directors aligns interests with stakeholders
- History of **robust shareholder engagement** since 2006 with demonstrated responsiveness to governance, compensation and environmental stewardship input
- Strong ethics and compliance controls, including the implementation of four mandatory policies significantly expanding oversight over interactions with public officials



#### **2021 Business Priorities and Commitments**

Maintain industry-leading operational excellence

**Prepare for separation of businesses** 

**Meet or exceed our financial commitments** 

Effectively deploy ~\$6.6B of utility capex

Ensure timely recovery on investments to enable customer benefits

**Support enactment of clean energy policies** 

**Continued demonstration of corporate responsibility** 



# **Separation Overview**



#### **Strategic Rationale**

Creates Two Strong
Pure-Play Businesses

Tailored Business Strategies to Drive Value

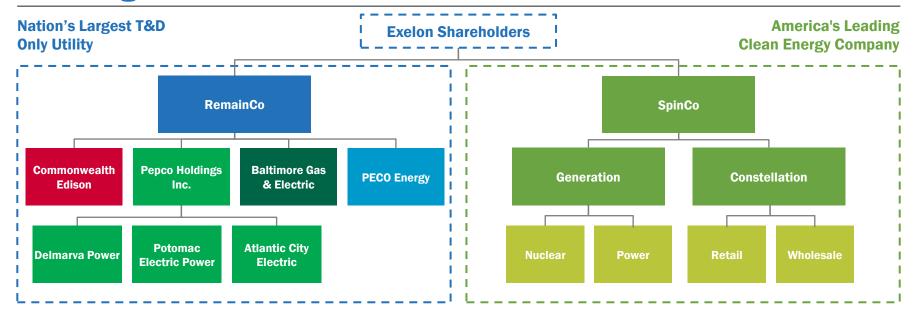
Aligns With Investor Preferences

- Creates two best-in-class companies with continually demonstrated operational expertise and financial discipline
  - Nation's largest regulated transmission & distribution (T&D)
     only utility with high growth and best-positioned to lead
     innovations in urban energy infrastructure
  - America's leading clean energy company the lowest carbon free power producer paired with the leading customer-facing platform
- Better positions each company within its comparable peer set
- Business strategies tailored to these distinct sectors
- Continued support of strong balance sheets and investment grade ratings for each business while pursing differentiated investment opportunities for distinct investor profiles
- Aligns our business mix with investor preferences and overall market trends

Delivering increased shareholder value by creating the nation's largest transmission & distribution only utility and America's leading clean energy company



#### **Creating Two Premier Businesses**



- √ 100% regulated transmission and distribution utility
- ✓ High-growth utility targeting 6-8% regulated earnings growth
- ✓ Leading operational track record and customer focus
- ✓ Diversified rate base with ~100% of growth covered by alternative rate mechanisms
- Strong commitment to ESG principles

- Produces most zero-carbon generation in the United States by a factor of two
- ✓ No coal generation
- Largest customer-facing platform in the country, with strong customer relationships in stable markets
- Committed to maintaining investment grade credit ratings and strong balance sheet

Industry-leading businesses with attributes that are in-line with best-in-class peers



#### **Transaction Overview**

#### **Structure**

- · Spin-off of ExGen designed to be tax-free
- Immediately after closing, EXC shareholders:
  - Retain current EXC shares
  - Receive pro rata distribution of SpinCo shares

# Approvals and Timing

- Targeting Q1 2022 close
- Required approvals:
  - FERC statutory deadline of 180 days
  - NRC no statutory deadline, but typically takes 9-12 months
  - NY PSC no statutory timeline, but typically takes 9-12 months
- Applications for approval will be filed as promptly as possible

# Financial Considerations

- Dis-synergies: Expect all dis-synergies to be offset at RemainCo and SpinCo
- RemainCo Dividend<sup>(1)</sup>: Expects to target a 60% dividend payout ratio and grow with earnings
- SpinCo capital allocation: Will include a combination of debt paydown to support investment grade credit metrics, return of capital to shareholders, and investment in clean energy solutions<sup>(1)</sup>
- RemainCo equity: Equity issuance around \$1 billion through 2024 which is reflected in utility EPS guidance on slide 14



# RemainCo Overview



## RemainCo: High-Quality, Premium Utility

# Strong Fully Regulated Growth

- Projecting rate base growth of 7.6% from 2020-2024
  - Capital investments that enhance reliability and resilience, and modernize our electric and gas systems for the benefit of our customers
- Targeting utility earnings growth of 6-8%

## Constructive Regulatory Environments

- ~100% of rate base growth recovered through alternative recovery mechanisms like formula rates and Multi-Year Plans (MYP)
- Diversified rate base across 5 states, the District of Columbia and FERC

# Committed to Customer Affordability

- Focused on effectively managing costs to help keep customer bills affordable
- Average total bills are below the national average
- Residential rates are below the average for 20 largest cities and the national average

# Best-in-Class Operations

- Capital investments leading to premium customer experience:
  - Top decile outage frequency and first quartile outage duration metrics at all utilities
  - Each utility had its best-ever performance in the Customer Satisfaction Index in 2020

#### **Attractive ESG Story**

- Focused on enabling clean energy future for our customers and communities
- · Support our diverse employees, customers and communities in pursuit of racial equity and social justice
- Maintain highest standards of ethics and corporate governance

# Disciplined Financial Policy

- Committed to strong investment grade credit ratings with credit supportive balance sheet and cash flows
- RemainCo expects to target a 60% dividend(1) payout ratio and grow with earnings
- \$1 billion equity issuance through 2024 which is reflected in utility EPS guidance on slide 14



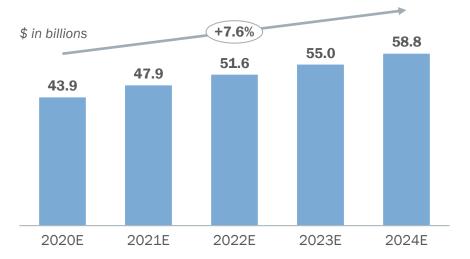
## RemainCo Has a Strong Growth Trajectory

#### **Capital Expenditures**

# \$ in millions 6,550 6,725 6,725 6,725 2021E 2022E 2023E 2024E

~\$27B of capital planned to be invested at Exelon utilities from 2021–2024 for grid modernization and resiliency for the benefit of our customers

#### **Projecting 7.6% Rate Base Growth**(1)

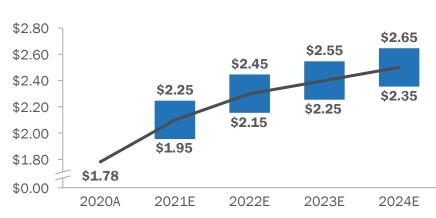


#### Committed to Customer Affordability<sup>(2)</sup>

Exelon Utilities' Average - National Average



#### Targeting 6-8% EPS Growth to 2024(3)

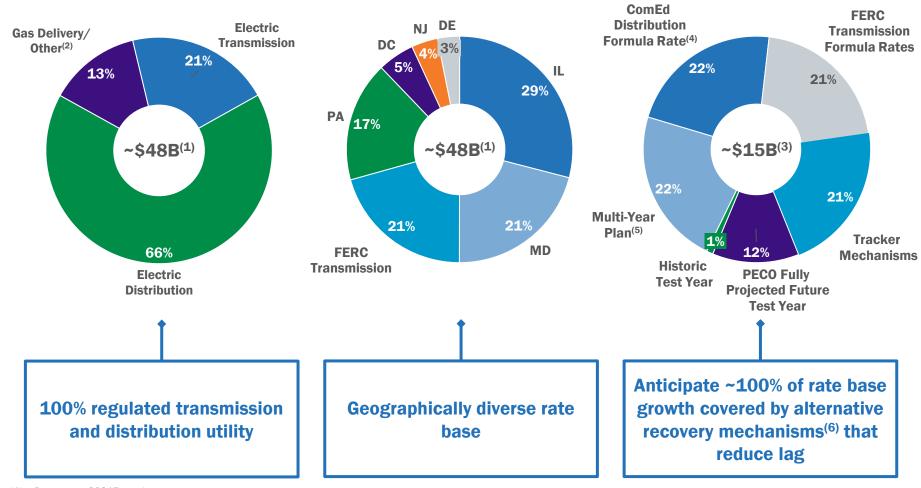


Note: CapEx numbers are rounded to nearest \$25M and numbers may not sum due to rounding

- (1) Rate base reflects year-end estimates
- (2) Source: Edison Electric Institute (EEI) Typical Bills and Average Rates report for Summer 2016-2020; reflects a typical 750 kWh monthly residential bill; 2020 Exelon average was adjusted to include DPL and ACE, which was not reported in the 2020 EEI Typical Bills and Average Rates report
- (3) Includes after-tax interest expense and assumes \$1B equity issuance. ComEd Distribution ROEs assume a forward 30-Year Treasury Yield as of 2/19/2021.



# Geographically Diverse, Fully Regulated T&D Utility with Constructive Recovery Mechanisms



<sup>(1)</sup> Represents 2021E rate base

<sup>6)</sup> Includes rate base recovered through formula, multi-year plan, tracker mechanisms (includes proposed NJ AMI recovery through the Infrastructure Investment Program), and fully projected future test year



<sup>(2)</sup> Other includes long-term regulatory assets, which generally earn a return consistent with rate base, including Energy Efficiency and the Solar Rebate Program

<sup>(3)</sup> Reflects rate base growth for 2021E-2024E (calculated from 2020E base year)

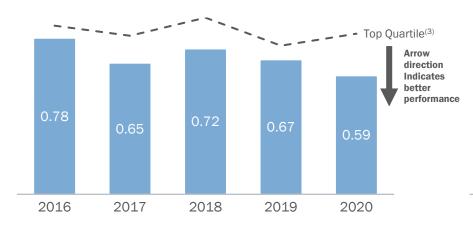
<sup>(4)</sup> ComEd Distribution formula rate expires in 2022, but 2023 results will be based on the final formula rate filing. Rate base growth in 2024 assumes ComEd formula until clarity emerges around post-formula recovery mechanism.

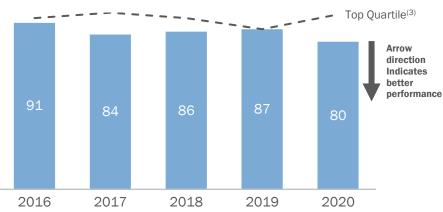
<sup>(5)</sup> Figure assumes implementation of multi-year plans for BGE, Pepco and DPL Maryland. Pepco DC filed a multi-year plan on May 30, 2019 and received an order on June 8, 2021. BGE filed a multi-year plan on May 15, 2020 and received an order on December 16, 2020. Pepco MD filed a multi-year plan on October 26, 2020 and received an order on June 28, 2021.

#### **Best-in-Class Utility Operations and Customer Satisfaction**

#### 2.5 Beta SAIFI (Outage Frequency)(1,2)

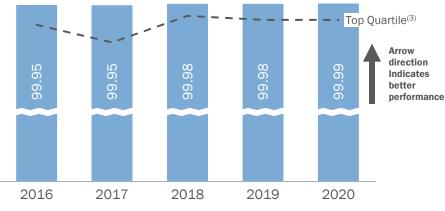
#### 2.5 Beta CAIDI (Outage Duration)(2,4)

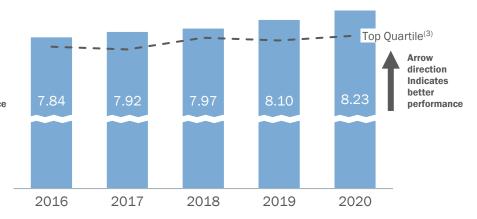




#### **Gas Odor Response**(5)

#### **Customer Satisfaction Index**(6)





- (1) Reflects the average number of interruptions per customer
- (2) Higher frequency and duration of outages in 2018/2019 were due to minor weather events that were not declared as a major event day, and as a result were not excludable from calculations
- (3) Quartiles are calculated using reported results by a panel of peer companies that are deemed most comparable to Exelon's utilities
- 4) Reflects the average time to restore service to customer interruptions
- (5) Reflects the percentage of calls responded to in 1 hour or less
- (6) Reflects the measurement of satisfaction, meeting expectations and favorability by residential and small business customers



#### **Continued Commitment to ESG**

# **Enabling a Clean Energy Future**



- Committed to investments that drive a more dynamic and resilient utility system where customers have more choice and control over their energy use and facilitate the transition to a clean, low-carbon energy future
- Continued partnership with our states and communities to support and advance their clean energy goals

# **Supporting Our Employees** and Communities



- Committed to ensuring that all employees, customers, communities and business partners are able to fully and equitably participate in social, environmental and economic progress, especially employment opportunities
- Continued focus on workforce development, job training programs, and STEM awareness and education

# Transparent, Accountable, Ethical



- Committed to maintaining the highest standards of corporate governance to help us achieve our performance goals and maintain the trust and confidence of our shareholders, employees, customers, regulators, and other stakeholders
- Continued focus on board refreshment and diversity to ensure critical skill sets, experiences and a broad set of perspectives are maintained



# **SpinCo Overview**



## SpinCo: America's Leading Clean Energy Company

# Committed to a Clean Energy Future

- Cleanest generation fleet in the country providing 12% of clean power in the U.S.
- Enabling customers to meet their environment and sustainability goals by providing innovative products aimed at clean energy solutions
- · Well positioned for policy supporting clean energy goals, at both the state and national level

# Industry-Leading Customer Business

- Largest customer-facing platform in the U.S., serving ~215 TWhs<sup>(1)</sup> of load, including ~155 TWhs
  of primarily C&I retail and ~60 TWhs of wholesale volumes
- High customer satisfaction levels resulting in business stability:
  - 77% average retail power renewal rate since 2016
  - Since 2016, average customer duration of more than 6 years

#### **World Class Operations**

- Industry-leading nuclear capacity factor of ~94% or higher since 2013; ~4% better than industry average each year
- 2020 average refueling outage duration of 22 days; 11 days better than the industry average
- · High customer satisfaction, resulting in strong customer renewal and retention rates

# Committed to ESG Principles

- Maintain the highest standards of corporate governance to help us achieve our performance goals and maintain the trust and confidence of our shareholders, employees, customers, regulators, and other stakeholders
- Partner and support the communities in which we operate through philanthropy, racial and social justice initiatives, and workforce development programs

# Disciplined Financial Policy

- · Committed to investment grade credit ratings with strong balance sheet and cash flows
- Record of cost management, more than \$1.1B of cost reductions at ExGen since 2015
- Prioritizing capital allocation to support balance sheet, return of value to shareholders and investment in clean energy solutions<sup>(2)</sup>
- Well-defined risk mitigation strategies



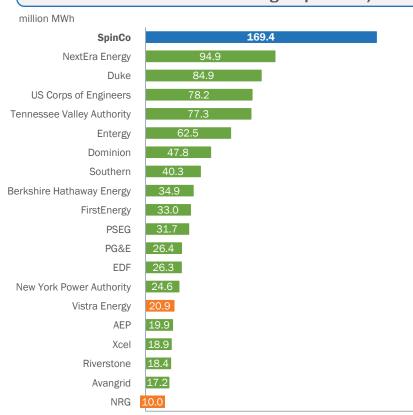
<sup>(1)</sup> Reflects retail load and wholesale load auction volumes as of December 31, 2020

<sup>(2)</sup> Return of capital is subject to approval by SpinCo's Board of Directors

# **SpinCo is the Largest Producer of Clean Electricity in the United States**

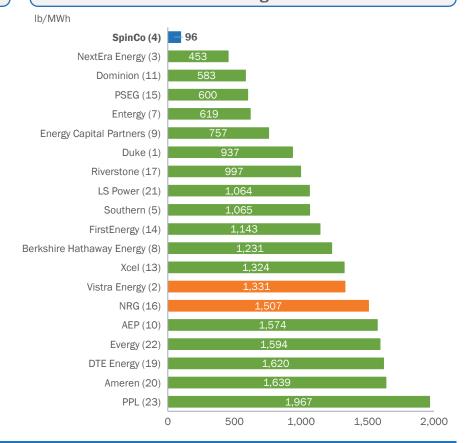
Largest Producers of Zero-Carbon Generation<sup>(1)</sup>

Largest U.S. generator of zero-carbon electricity (almost 2 times more than next largest producer)



CO<sub>2</sub> Emission Rates of Investor-Owned Power Producers<sup>(1,2)</sup>

Lowest carbon intensity among major investor-owned generators



SpinCo produces nearly 12% or 1 out of every 9 MWhs of clean electricity in the U.S.

200

Note: SpinCo data does not reflect retirement impacts of Byron and Dresden

50

- (1) Reflects 2018 regulated and non-regulated generation. Source: Benchmarking Air Emissions, July 2020; https://www.mjbradley.com/sites/default/files/Presentation of Results 2020.pdf
- (2) Number in parentheses is the company generation ranking in 2018, i.e. Exelon was the fourth largest generator in 2018

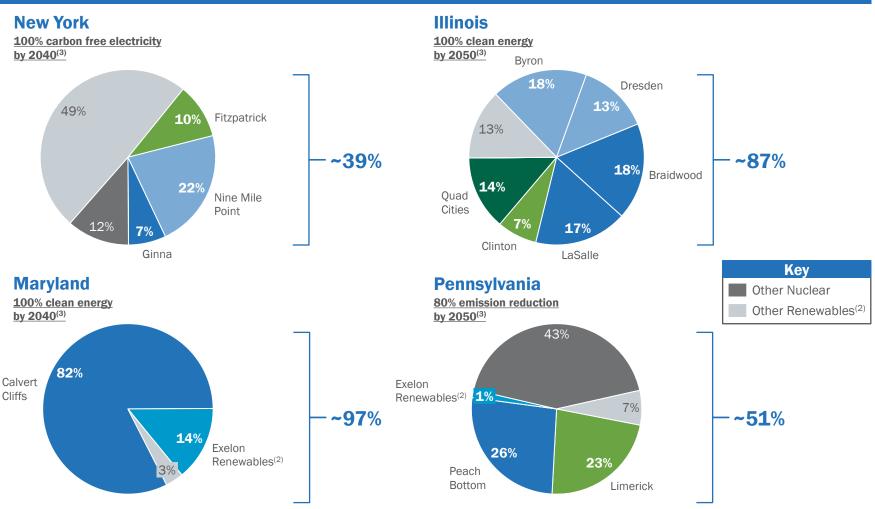
150

100



# **SpinCo's Generation is Essential for States to Meet Clean Energy Goals**





Note: may not sum due to rounding

- (1) Source: 2019 U.S. EIA data. Assumes whole unit output of CENG and other partially-owned generation. Pennsylvania is adjusted to exclude Three Mile Island to reflect the retirement of the plant in September 2019. New York is adjusted to exclude Indian Point Unit 2 to reflect the retirement of the plant in April 2020. Does not adjust for announced retirements of Byron, Dresden and Indian Point Unit 3, which remain under operation.
- (2) Renewables include hydroelectric, solar and wind generation; excludes biomass
- 3) Reflects clean energy goals as outlined in the state's existing law or goal established by the state's Governor



# **Constellation is Enabling a Clean Energy Future for Our Customers**

#### Helping customers meet their clean energy goals and manage their energy usage





#### **Clean Energy Solutions**

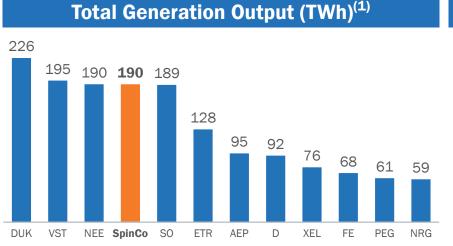
- Constellation offsite renewables (CORe)
   product matches customers' retail power
   supply contract with a local offsite renewable
   energy asset
- Purchase of renewable energy credits (RECs) and emission-free energy certificates (EFECs) allows customers to support renewable generating facilities

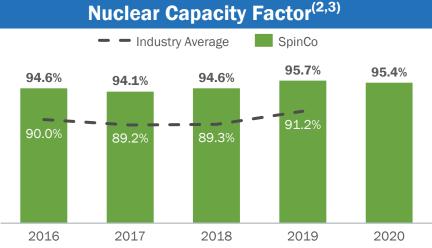
#### **Energy Intelligence Platforms**

- Pear.Al platform enables customers to proactively manage costs, understand trends, and develop strategies to optimize spend and drive sustainability objectives
- Breaker Box platform helps customers align energy supply contracts with their energy goals

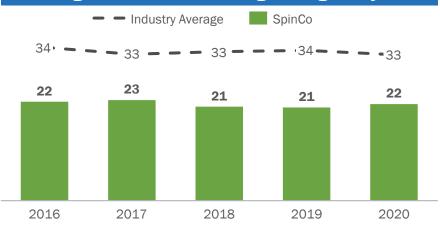


## **Best-in-Class Nuclear Operations**





#### **Average Nuclear Refueling Outage Days** (4,5)

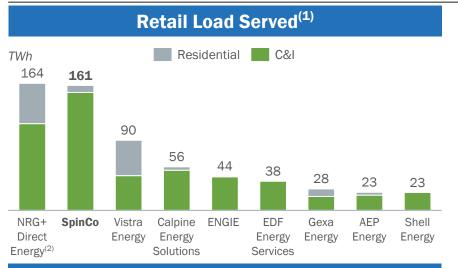


#### **Nuclear Operational Highlights**

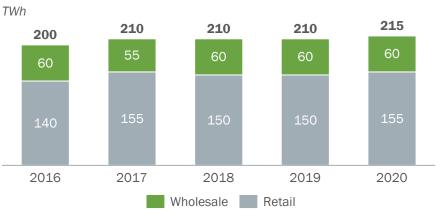
- Industry-leading clean energy company, with one of the largest merchant fleets in the nation
- Nuclear capacity factor has been ~4% better than industry average each year since 2013
- Average nuclear refueling outage duration has been
   10 days or better than the industry average each year since 2013
- (1) Reflects 2018 regulated and non-regulated generation. Source: Benchmarking Air Emissions, July 2020; https://www.mjbradley.com/sites/default/files/Presentation\_of\_Results\_2020.pdf.
- (2) Reflects Exelon's ownership share of CENG and other partially-owned units. Includes FitzPatrick beginning in April of 2017, and Oyster Creek and TMI partial year operation in 2018 and 2019, respectively. Excludes Salem and Fort Calhoun.
- (3) Industry average is for major operators excluding Exelon and includes 3 months of Fitzpatrick prior to Exelon acquisition. 2020 industry capacity factor average (excluding Exelon) was not available at the time of publication.
- (4) Reflects CENG and other partially-owned units at 100% ownership share. Includes FitzPatrick beginning in 2018. Excludes Salem and Fort Calhoun.
- (5) Industry average reflects nuclear refueling outage days as tracked by the Nuclear Energy Institute



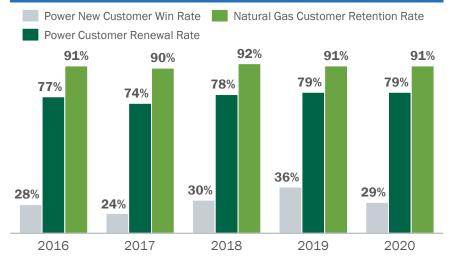
## **Industry-Leading Customer-Facing Business**







#### **Leading Customer Operational Metrics**



#### **Customer-Facing Business Highlights**

- Serve more than 2 million customers, including 3/4 of the Fortune 100
- #1 retail C&I power provider and #5 residential power provider in the U.S., supplying ~152 TWh to business and public sector customers and ~9 TWh to residential customers(1)
- Consistent operational metrics drive strong customer relationships. Since 2016:
  - ~77% average retail power customer renewal rates
  - ~90% or greater Natural gas customer retention rates
  - ~25-month average power contract term
  - Average customer duration of more than 6 years
- Reflects 2019 annualized retail load volumes under contract. Source: DNV GL Market Share Landscape, Spring 2020 Edition. Does not equate to 2019 retail load and wholesale load auction volumes.
- Reflects pro forma load served of NRG and Direct Energy
- Reflects retail load and wholesale load auction volumes as of December 31, 2020. Does not equate to annualized retail load volumes under contract as reported in DNV GL Market Share Landscape. Exelon

## **SpinCo is Committed to a Strong Balance Sheet**

<b>SpinCo Financial Policy</b>	SpinCo	<b>Financial</b>	Policy
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#### **Optimize Free Cash Flow**

- Stable customer-facing business
- Effective cost management, more than \$1.1B cut since 2015
- Disciplined risk-mitigation policies including ratable hedging strategy
- Continue to seek fair compensation for the zero-carbon attributes of our fleet, while remaining disciplined in closing uneconomic plants and opportunistically monetizing assets

# Maintain Investment Grade Balance Sheet

 Committed to maintaining investment grade ratings with best-in-class IPP balance sheet

# **Capital Allocation Priorities**

- Available cash flow used to manage debt in order to support investment grade credit ratings
- Then, SpinCo will consider the following:
  - Incremental return of capital to shareholders
  - Investing in clean energy solutions



# **Financial Overview**



## Reaffirming 2021 Adjusted Operating Earnings\* Guidance



2021 Guidance



# **Appendix**



#### **Exelon Utilities Overview**



\$43.9 billion

\$16.7 billion
In Revenue

25.6K mi<sup>2</sup>
Combined Service
Territory

**10 million**Customers



\$27 billion

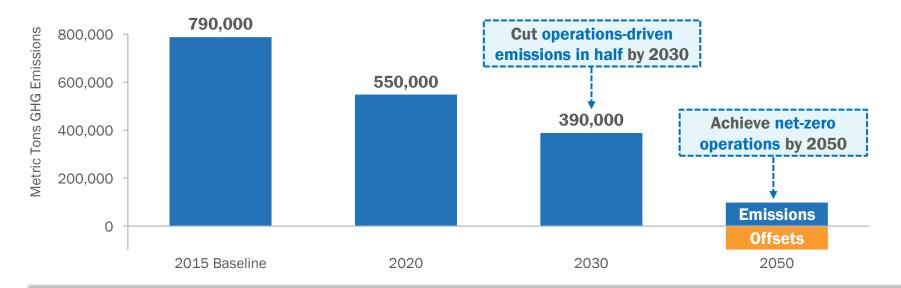
utilities through 2024

1.1,160
Transmission line miles
(circuit)



#### **Exelon Utilities Path to Clean: Net-Zero by 2050**

Building on Exelon's current company-wide commitment to reduce 15% of operations-driven emissions by 2022 and positioning the new Exelon Utilities organization to expand upon a transition to a clean energy economy



# Reducing our operations-driven emissions to net-zero...



Focus on energy efficiency and clean electricity for our operations



Invest in our own vehicle fleet to deliver on our vehicle electrification targets



Advance transportation electrification, energy efficiency programs and other technologies that modernize the grid

... while supporting our customers and communities in reaching clean energy goals



Invest in equipment and processes to reduce SF<sub>6</sub> leakage from our systems



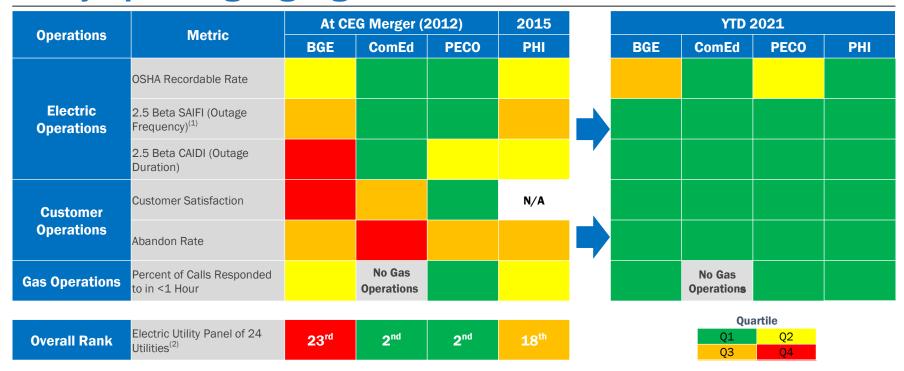
Invest in **natural gas infrastructure modernization** to minimize methane leakage



Advocate for equitable policies that enable clean electric supply and low-carbon fuels for customers



## **Utility Operating Highlights**



- Reliability performance was strong across the utilities:
  - BGE, ComEd and PHI delivered top decile CAIDI performance, and ComEd scored in the top decile in SAIFI
- Each utility continued to deliver on key customer operations metrics:
  - BGE, ComEd and PECO recorded top decile performance in customer satisfaction
  - PHI achieved top decile performance in abandon rate
- BGE, PECO and PHI performed in top decile in gas odor response
- Focused on improving safety at BGE and PECO



<sup>(1)</sup> YTD 2021 2.5 Beta SAIFI is YE projection

<sup>(2)</sup> Ranking based on results of five key industry performance indicators - CAIDI, SAIFI, Safety, Customer Satisfaction, and Cost per Customer

## **Utility Highlights**

	Com Ed.	⇒ PECO.	<b>BG</b> E	рерсо.	delmarva power.	atlantic city electric.
2020 Electric Customer Mix (% of Revenues) <sup>(1)</sup>	An Exelon Company	An Exelon Company	An Exclor Company	Ar Exelon Company	An Exelon Company	An Exelon Company
Commercial & Industrial (C&I)	32%	24%	28%	41%	23%	27%
Residential	52%	66%	58%	47%	58%	55%
Public Authorities/Other	16%	10%	14%	12%	18%	18%
2020 Electric Customer Mix (% of Volumes) <sup>(1)</sup>						
Commercial & Industrial (C&I)	65%	59%	54%	62%	55%	52%
Residential	34%	40%	45%	35%	45%	48%
Public Authorities/Other	1%	2%	1%	3%	0%	1%
Decoupled <sup>(2)</sup>	$\checkmark$		$\checkmark$	$\checkmark$	MD Only ✓	
Bad Debt Tracker	✓					✓
Tracker Recovery Mechanism for Specified Investments or Programs	✓	✓	<b>√</b>	✓	<b>√</b>	<b>√</b>
COVID Expense Regulatory Asset Authorized <sup>(3)</sup>	✓	✓	✓	✓	<b>√</b>	✓
Formula Rate or Multi-Year Plan (Distribution) <sup>(4)</sup>	✓		<b>√</b>	✓	MD Only ✓	
Forward-Looking Test Year		✓				
Formula Rate (Transmission)	✓	✓	✓	✓	✓	✓

Constructive rate mechanisms across jurisdictions support ability to efficiently invest in systems while also allowing our utilities to earn a timely return on capital

<sup>(4)</sup> Maryland PSC approved alternative ratemaking allowing for multi-year plans. Pepco DC filed a multi-year plan on May 30, 2019 and received an order on June 8, 2021. BGE filed a multi-year plan on May 15, 2020 and received an order on December 16, 2020. Pepco MD filed a multi-year plan on October 26, 2020 and received an order on June 28, 2021. Recovery of distribution revenues through multi-year plans uses forward-looking test year.



<sup>(1)</sup> Percent of revenues and volumes by customer class may not sum due to rounding

<sup>(2)</sup> ComEd's formula rate includes a mechanism that eliminates volumetric risk; certain classes for BGE. DPL MD and Pepco are not decoupled

<sup>(3)</sup> Under EIMA statute (220 ILCS 5/16-108.5), ComEd is able record expenses greater than \$10 million resulting from a one-time event to a regulatory asset and amortize over 5 years. PECO is authorized to recover bad debt expenses only.

#### **Exelon Utilities' Distribution Rate Case Updates**

					R	ate (	Case	Sche	edule	and	Key '	Terms			
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Revenue Requirement	Requested ROE / Equity Ratio	Expected Order
Pepco DC		 	FO	 					 	 		 	\$108.6M <sup>(1,2)</sup> 3-Year MYP	9.275% / 50.68%	Jun 8, 2021
<b>PECO</b> Gas			FO						 	 		I I I	\$29.1M <sup>(1)</sup>	10.24% / 53.38%	Jun 22, 2021
Pepco MD	EH	B	RB FO						 	 		; 	\$52.2M <sup>(1,3)</sup> 3-Year MYP	9.55% / 50.50%	Jun 28, 2021
ACE				SA FO	1				1 1 1	: 		 	\$41.0M <sup>(1,4)</sup>	9.60% / 50.21%	Jul 14, 2021
<b>DPL DE</b> Electric		RB				FO			 	 		I I I	\$13.5M <sup>(1,5)</sup>	9.60% / 50.37%	Sep 15, 2021 <sup>(6</sup>
<b>PECO</b> Electric				RT	EH	SA			FO	 		 	\$132.0M <sup>(1)</sup>	10.95% / 53.41%	Dec 2021
ComEd	CF			RT		EH	IB RB		FO	I I I		I I I	\$45.9M <sup>(1,7)</sup>	7.36% / 48.70%	Dec 2021
DPL MD						CF			 	 		FO	\$28.8M <sup>(1)</sup>	10.10% / 50.61%	Mar 2022
		e case fi	led lirect test	imony			testimon		IB RE	5	briefs briefs			nmission order	

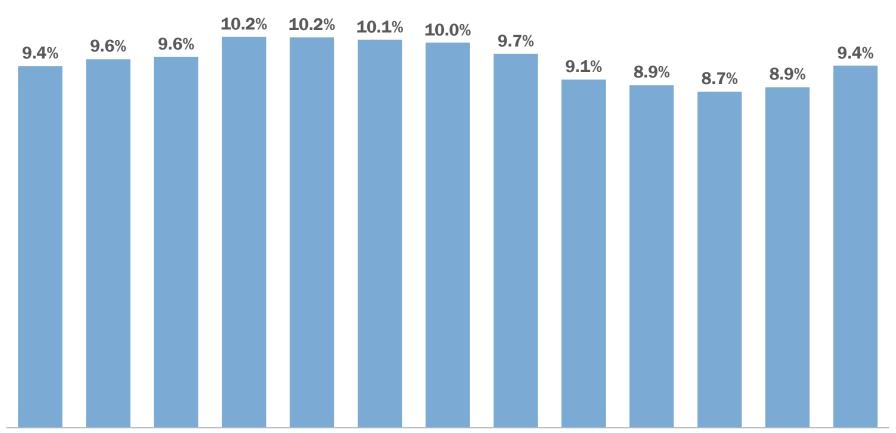
Note: Unless otherwise noted, based on schedules of Illinois Commerce Commission (ICC), Maryland Public Service Commission (MDPSC), Pennsylvania Public Utility Commission (PAPUC), Delaware Public Service Commission (DPSC), Public Service Commission of the District of Columbia (DCPSC), and New Jersey Board of Public Utilities (NJBPU) that are subject to change

- (1) Revenue requirement includes changes in depreciation and amortization expense and other costs where applicable, which have no impact on pre-tax earnings
- (2) Reflects gross incremental revenue requirement increases (before offsets) for the remaining 18 months of the 3-year MYP of \$41.7M and \$66.9M with rates effective July 1, 2021, and January 1, 2022, respectively
- (3) Reflects gross incremental revenue requirement increases (before offsets) of \$20.6M, \$16.3M and \$15.3M with rates effective June 28, 2021, April 1, 2022, and April 1, 2023, respectively
- (4) Reflects annual gross incremental revenue requirement (before offsets), effective January 1, 2022. Pro-rated gross incremental revenue requirement for 2021 (July 14, 2021 through December 31, 2021) is approximately \$16M and will be offset in customer rates by \$16M of certain accelerated tax benefits.
- (5) Requested revenue requirement excludes the transfer of \$3.2M of revenues from the Distribution System Improvement Charge (DSIC) capital tracker into base distribution rates. As permitted by Delaware law, Delmarva Power implemented full allowable rates on October 6, 2020, subject to refund.
- (6) The DPSC issued a minute order on September 15, 2021 with new rates effective on September 17, 2021. The final order with further justification is expected shortly.
- (7) Revenue requirement in initial filing was an increase of \$51.2M. Through the discovery period in the current proceeding, ComEd agreed to ~(\$5.3M) in adjustments to limit issues in the case.



#### **Exelon Utilities Trailing Twelve Month Earned ROEs\***

#### **Exelon Utilities' Consolidated Trailing Twelve Month Earned ROEs\***

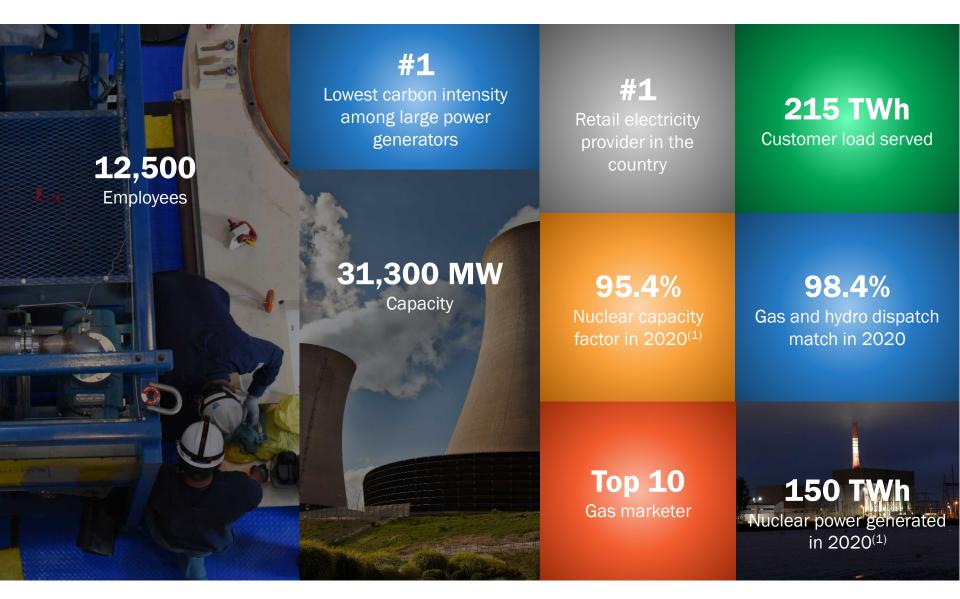


Q2 2018 Q3 2018 Q4 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019 Q1 2020 Q2 2020 Q3 2020 Q4 2020 Q1 2021 Q2 2021

**Exelon Utilities' Consolidated TTM Earned ROE\* improved into our 9-10% targeted range** primarily due to the roll-off of impacts from last year's storms

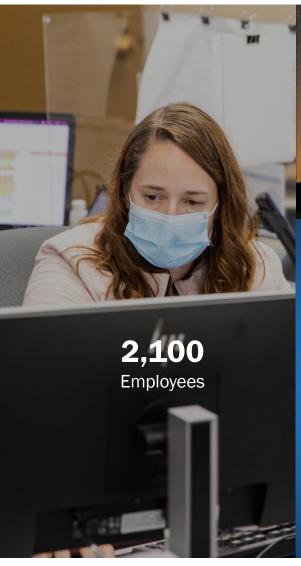
Note: Represents the twelve-month periods ending June 30, 2018-2021, March 31, 2019-2021, December 31, 2018-2020, and September 30, 2018-2020. Earned ROEs\* represent weighted average across all lines of business (Electric Distribution, Gas Distribution, and Electric Transmission). Exelon.

#### **Exelon Generation Overview**





#### **Constellation Overview**



2.0 million
Approximate number of customers served

#1 Retail

#1 Retail electricity provider in the U.S. and among the top 10 largest gas marketers in the U.S.

**1.5 TCF** 

Gas delivered

In 2020, retired

approximately

**5.2 million** RECs and **13.4 million** EFECs for customers, enabling them to avoid

6.7 million metric tons of

GHG emissions and support the development of renewable power generation Served 3/4 of the Fortune 100

48
Operate in 48 states

**27,000**Volunteer hours





## **Best-in-Class Nuclear and Retail**

## **Nuclear Operational Metrics**

- Continued best-in-class performance across our nuclear fleet<sup>(1)</sup>:
  - Capacity factor of 95.4%<sup>(2)</sup> was the second highest ever for Exelon (owned and operated units)
  - Generated 150 TWhs<sup>(2)</sup> of zero-emitting nuclear power avoiding approximately ~78 million metric tonnes of carbon dioxide
  - 2020 average refueling outage duration of 22 days, one day above the fleet record and 11 days better than the industry average

#### **Retail Metrics**

79% retail power customer renewal rate

29% power new customer win rate

91% natural gas customer retention rate

21-month average power contract term

Average customer duration of more than 6 years

Stable Retail Margins

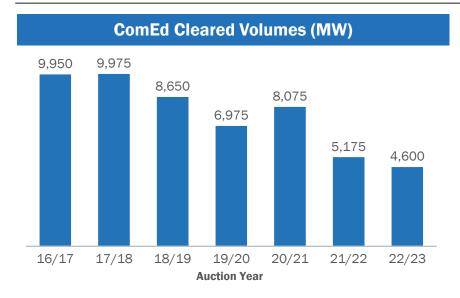
Note: Statistics represent full year 2020 results



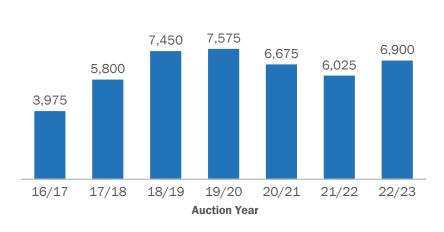
<sup>(1)</sup> Excludes Salem

<sup>(2)</sup> Excludes EDF's equity ownership share of the CENG Joint Venture

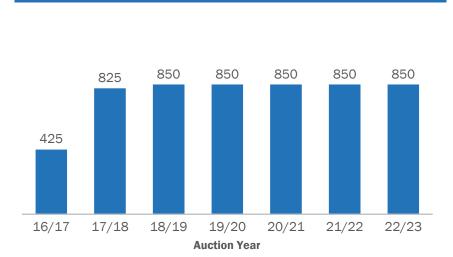
# **Capacity Market: PJM**



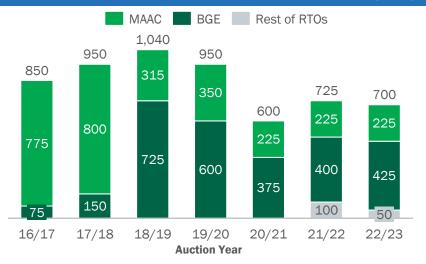
## **EMAAC Cleared Volumes (MW)**



### **SWMAAC Cleared Volumes (MW)**

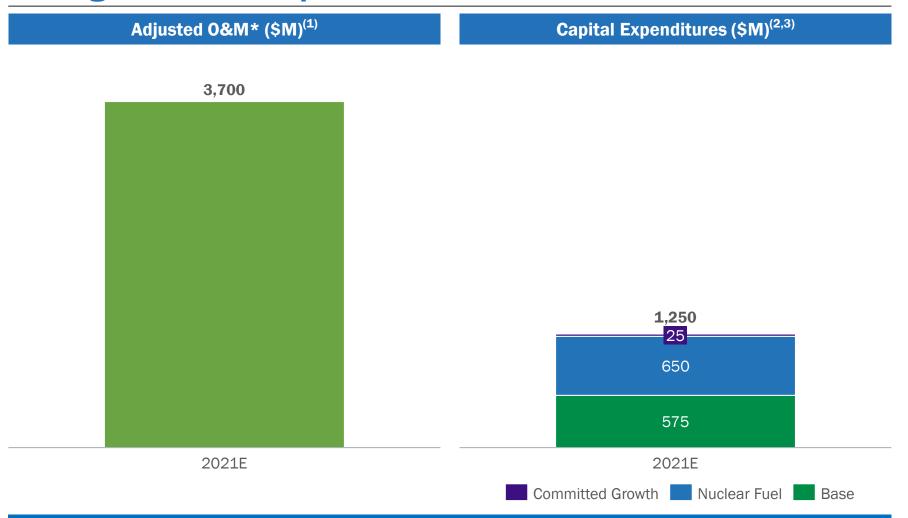


## MAAC, BGE, and Rest of RTO Cleared Volumes (MW)





# **Driving Costs and Capital Out of the Generation Business**



## Continued focus on all O&M and capital costs at ExGen

Note: All amounts rounded to the nearest \$25M and numbers may not sum due to rounding

- (1) Adjusted 0&M\* includes a preliminary estimate of bad debt associated with the February weather event that is subject to change
- (2) Capital spend represents cash CapEx with CENG at 100% and excludes merger commitments
- 3) Committed Growth Capex reflects retail solar spend. The proceeds from the sale of the business (closed in the first quarter of 2021) included a reimbursement for this spend.



# **Constellation Technology Ventures' Active Investments**

Investing in venture stage energy technology companies<sup>(1)</sup> that can provide new solutions to Exelon and its customers



Artificial intelligence and enterprise data management



**Electric buses for public and private mass transit** 



HVAC optimization for SMB and C&I



EV charging network and service equipment



Energy storage systems and controls



Residential load disaggregation platform



**Battery monitoring and management software** 



Residential PV and EE for low-tomiddle income homeowners

# sparkfund

EE financing and building optimization for SMB and C&I



Class 2-6 HEV and PHEV fleet electrification



Commercial LIDAR and fleet safety software



Unmanned aerial vehicle software control platform

Exelon.



Building sustainability reporting platform



Renewable PPA Marketplace

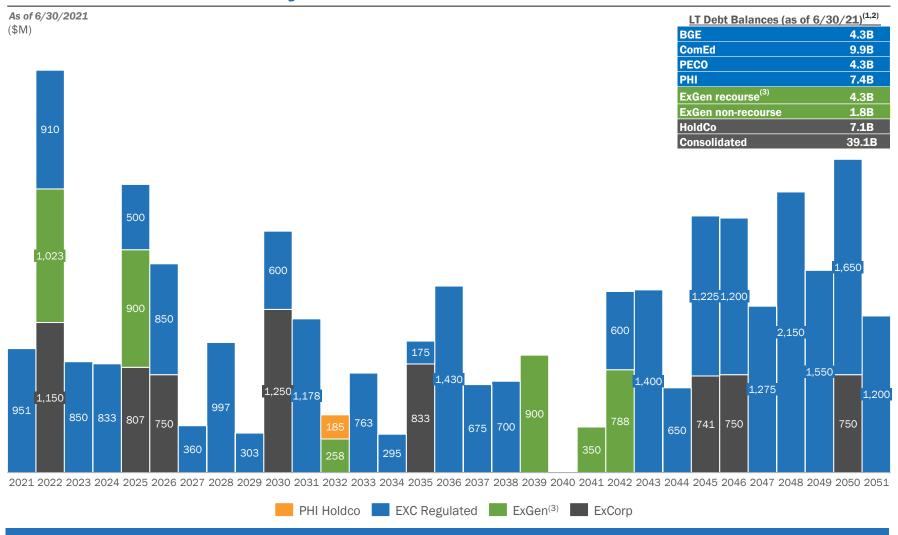


Non-invasive energy data collection and reporting

Note: Constellation's active technology investments can be found at <a href="http://technologyventures.constellation.com/">http://technologyventures.constellation.com/</a>; reflects current portfolio as of August 4, 2021

(1) Green boxes reflect companies that have executed Initial Public Offerings (IPOs) or merger transactions with Special Purpose Acquisition Companies (SPACs). XL Fleet (SPAC) and C3.ai (IPO) transactions closed in Q4 2020. ChargePoint (SPAC) and Ouster (SPAC) transactions closed in Q1 2021. STEM (SPAC) and Proterra (SPAC) transactions closed in Q2 2021.

# **Exelon Debt Maturity Profile**(1,2)



## **Exelon's weighted average LTD maturity is approximately 16 years**

- (1) Maturity profile excludes non-recourse debt, securitized debt, capital leases, fair value adjustments, unamortized debt issuance costs and unamortized discount/premium
- (2) Long-term debt balances reflect Q2 2021 10-Q GAAP financials, which include items listed in footnote 1
- (3) Includes \$258M of legacy CEG debt in 2032



# **Exelon Generation Disclosures**

Data as of June 30, 2021
These disclosures were presented on August 4, 2021, and are not being updated at this time



# **Portfolio Management Strategy**

#### Strategic Policy Alignment

- Aligns hedging program with financial policies and financial outlook
  - Establish minimum hedge targets to meet financial objectives of the company (dividend, credit rating)
  - Hedge enough commodity risk to meet future cash requirements under a stress scenario

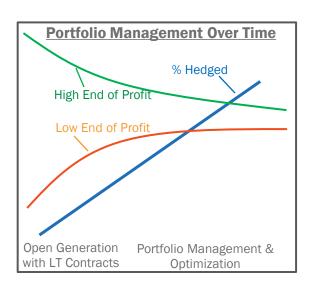
#### Three-Year Ratable Hedging

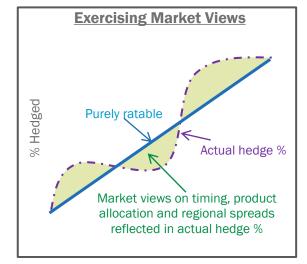
- Ensure stability in near-term cash flows and earnings
  - Disciplined approach to hedging
  - Tenor aligns with customer preferences and market liquidity
  - Multiple channels to market that allow us to maximize margins
  - Large open position in outer years to benefit from price upside

#### Bull / Bear Program

- Ability to exercise fundamental market views to create value within the ratable framework
  - Modified timing of hedges versus purely ratable
  - Cross-commodity hedging (heat rate positions, options, etc.)
- Delivery locations, regional and zonal spread relationships







**Protect Balance Sheet** 

**Ensure Earnings Stability** 

**Create Value** 



# **Components of Gross Margin\* Categories**

## **Gross margin\* linked to power production and sales**

# Open Gross Margin\*

- Generation Gross Margin\* at current market prices, including ancillary revenues, nuclear fuel amortization and fuels expense
- Power Purchase Agreement (PPA) Costs and Revenues
- Provided at a consolidated level for all regions (includes hedged gross margin\* for South, West, New England and Canada<sup>(1)</sup>)

# Capacity and ZEC Revenues

- Expected capacity revenues for generation of electricity
- Expected revenues from Zero Emissions Credits (ZEC)

# MtM of Hedges<sup>(2)</sup>

- Mark-to-Market (MtM) of power, capacity and ancillary hedges, including cross commodity, retail and wholesale load transactions
- Provided directly at a consolidated level for four major regions. Provided indirectly for each of the four major regions via Effective Realized Energy Price (EREP), reference price, hedge %, expected generation.

# "Power" New Business

- Retail, Wholesale planned electric sales
- Portfolio
   Management new business
- Mid marketing new business

# Gross margin\* from other business activities

# "Non Power" Executed

- Retail, Wholesale executed gas sales
- Energy Efficiency<sup>(4)</sup>
- BGE Home<sup>(4)</sup>
- Distributed Solar

#### "Non Power" New Business

- Retail, Wholesale planned gas sales
- Energy Efficiency<sup>(4)</sup>
- BGE Home<sup>(4)</sup>
- Distributed Solar
- Portfolio
   Management /
   origination fuels
   new business
- Proprietary trading<sup>(3)</sup>



Margins move from new business to MtM of hedges over the course of the year as sales are executed<sup>(5)</sup>

Margins move from "Non power new business" to "Non power executed" over the course of the year



<sup>(1)</sup> Hedged gross margins\* for South, West, New England & Canada region will be included with Open Gross Margin\*; no expected generation, hedge %, EREP or reference prices provided for this region

<sup>(2)</sup> MtM of hedges provided directly for the four larger regions; MtM of hedges is not provided directly at the regional level but can be easily estimated using EREP, reference price and hedged MWh

<sup>(3)</sup> Proprietary trading gross margins\* will generally remain within "Non Power" New Business category and only move to "Non Power" Executed category upon management discretion

<sup>(4)</sup> Gross margin\* for these businesses are net of direct "cost of sales"

<sup>(5)</sup> Margins for South, West, New England & Canada regions and optimization of fuel and PPA activities captured in Open Gross Margin\*

# **Exelon Generation: Gross Margin\* Update**

Gross Margin Category (\$M) <sup>(1)</sup>	<u>June 30, 2021</u> 2021	Change from March 31, 2021 2021
Open Gross Margin* <sup>(2,5)</sup> (including South, West, New England, Canada hedged gross margin)	\$4,250	\$750
Capacity and ZEC Revenues <sup>(2)</sup>	\$1,800	-
Mark-to-Market of Hedges <sup>(2,3)</sup>	\$(100)	\$(600)
Power New Business / To Go	\$250	\$(150)
Non-Power Margins Executed	\$350	\$50
Non-Power New Business / To Go	\$150	\$(50)
Total Gross Margin* (Excluding Impact of February Weather Event) <sup>(4,5)</sup>	\$6,700	-
Estimated Gross Margin Impact of February Weather Event <sup>(6)</sup>	\$(950)	-
Total Gross Margin*	\$5,750	-

## **Recent Developments**

- 2021 Total Gross Margin\* is projected to be flat primarily due to increased power prices, offset by our hedges
  - Executed \$150M of Power New Business and \$50M of Non-Power New Business for 2021

- (1) Gross margin\* categories rounded to nearest \$50M
- (2) Excludes EDF's equity ownership share of the CENG Joint Venture
- (3) Mark-to-Market of Hedges assumes mid-point of hedge percentages
- (4) Based on June 30, 2021 market conditions
- (5) Reflects Byron and Dresden retirements in September 2021 and November 2021, respectively
- (6) Reflects the midpoint of the current gross margin estimate of \$(850)-\$(1,050)M across our portfolios. Excludes bad debt and other P&L offsets.



## **ExGen Disclosures**

	June 30, 2021
Gross Margin Category (\$M) <sup>(1)</sup>	2021
Open Gross Margin (including South, West, New England & Canada hedged GM)* (2,5)	\$4,250
Capacity and ZEC Revenues <sup>(2)</sup>	\$1,800
Mark-to-Market of Hedges <sup>(2,3)</sup>	\$(100)
Power New Business / To Go	\$250
Non-Power Margins Executed	\$350
Non-Power New Business / To Go	\$150
Total Gross Margin* (Excluding Impact of February Weather Event) <sup>(4,5)</sup>	\$6,700
Estimated Gross Margin Impact of February Weather Event <sup>(6)</sup>	\$(950)
Total Gross Margin*	\$5,750
Reference Prices <sup>(4)</sup>	2021
Henry Hub Natural Gas (\$/MMBtu)	\$3.21
Midwest: NiHub ATC prices (\$/MWh)	\$29.69
Mid-Atlantic: PJM-W ATC prices (\$/MWh)	\$31.92
ERCOT-N ATC Spark Spread (\$/MWh)  HSC Gas, 7.2HR, \$2.50 VOM	\$92.86
New York: NY Zone A (\$/MWh)	\$25.35

<sup>(1)</sup> Gross margin\* categories rounded to nearest \$50M



<sup>(2)</sup> Excludes EDF's equity ownership share of the CENG Joint Venture

<sup>(3)</sup> Mark-to-Market of Hedges assumes mid-point of hedge percentages

<sup>(4)</sup> Based on June 30, 2021 market conditions

<sup>(5)</sup> Reflects Byron and Dresden retirements in September 2021 and November 2021, respectively

<sup>(6)</sup> Reflects the midpoint of the current gross margin estimate of \$(850)-\$(1,050)M across our portfolios. Excludes bad debt and other P&L offsets.

## **ExGen Disclosures**

## June 30, 2021

Generation and Hedges	2021		
Expected Generation (GWh) <sup>(1)</sup>	170,800		
Midwest <sup>(5)</sup>	88,200		
Mid-Atlantic <sup>(2)</sup>	48,000		
ERCOT	17,800		
New York <sup>(2)</sup>	16,800		
% of Expected Generation Hedged <sup>(3)</sup>	98%-101%		
Midwest <sup>(5)</sup>	99%-102%		
Mid-Atlantic <sup>(2)</sup>	97%-100%		
ERCOT	99%-102%		
New York <sup>(2)</sup>	97%-100%		
Effective Realized Energy Price (\$/MWh) <sup>(4)</sup>			
Midwest <sup>(5)</sup>	\$27.00		
Mid-Atlantic <sup>(2)</sup>	\$34.50		
New York <sup>(2)</sup>	\$26.00		

<sup>(1)</sup> Expected generation is the volume of energy that best represents our commodity position in energy markets from owned or contracted for capacity based upon a simulated dispatch model that makes assumptions regarding future market conditions, which are calibrated to market quotes for power, fuel, load following products, and options. Expected generation assumes 11 refueling outages in 2021 at Exelon-operated nuclear plants and Salem. Expected generation assumes capacity factor of 94.7% in 2021 at Exelon-operated nuclear plants, at ownership.

(5) Reflects Byron and Dresden retirements in September 2021 and November 2021, respectively



<sup>(2)</sup> Excludes EDF's equity ownership share of CENG Joint Venture

<sup>(3)</sup> Percent of expected generation hedged is the amount of equivalent sales divided by expected generation. Includes all hedging products, such as wholesale and retail sales of power, options and swaps.

<sup>(4)</sup> Effective realized energy price is representative of an all-in hedged price, on a per MWh basis, at which expected generation has been hedged. It is developed by considering the energy revenues and costs associated with our hedges and by considering the fossil fuel that has been purchased to lock in margin. It excludes uranium costs, RPM capacity and ZEC revenues, but includes the mark-to-market value of capacity contracted at prices other than RPM clearing prices including our load obligations. It can be compared with the reference prices used to calculate open gross margin\* in order to determine the mark-to-market value of Exelon Generation's energy hedges.

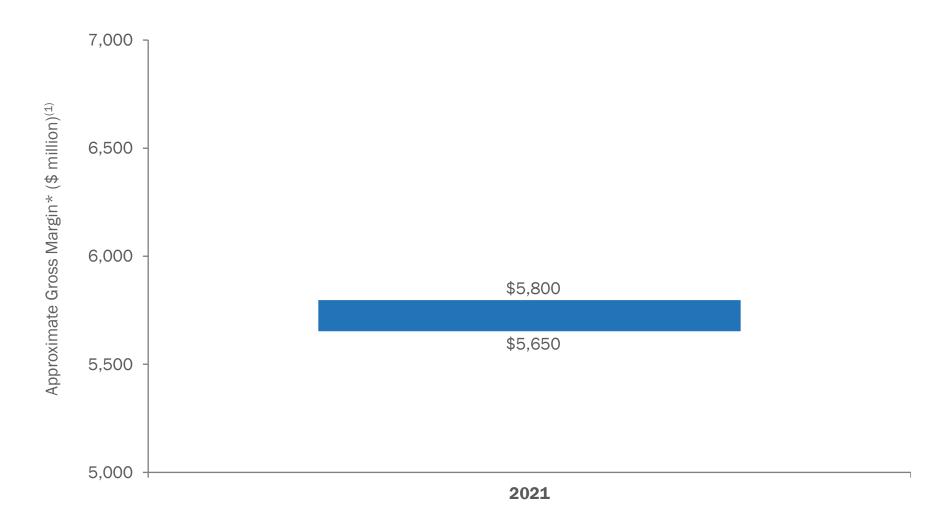
# **ExGen Hedged Gross Margin\* Sensitivities**

## June 30, 2021

<b>Gross Margin* Sensitivities (with existing hedges)</b> (1,2)	2021
Henry Hub Natural Gas (\$/MMBtu)	
+ \$1/MMBtu	\$(80)
- \$1/MMBtu	\$65
NiHub ATC Energy Price	
+ \$5/MWh	\$5
- \$5/MWh	\$(5)
PJM-W ATC Energy Price	
+ \$5/MWh	\$(20)
- \$5/MWh	\$20
NYPP Zone A ATC Energy Price	
+ \$5/MWh	\$(5)
- \$5/MWh	\$5
Nuclear Capacity Factor	
+/- 1%	+/- \$15

<sup>(1)</sup> Based on June 30, 2021 market conditions and hedged position; gas price sensitivities are based on an assumed gas-power relationship derived from an internal model that is updated periodically; power price sensitivities are derived by adjusting the power price assumption while keeping all other price inputs constant; due to correlation of the various assumptions, the hedged gross margin\* impact calculated by aggregating individual sensitivities may not be equal to the hedged gross margin\* impact calculated when correlations between the various assumptions are also considered; sensitivities based on commodity exposure which includes open generation and all committed transactions; excludes EDF's equity share of CENG Joint Venture Exelon.

# **ExGen Hedged Gross Margin\* Upside/Risk**



Represents an approximate range of expected gross margin\*, taking into account hedges in place, between the 5th and 95th percent confidence levels assuming all unhedged supply is sold into the spot market; approximate gross margin\* range is based upon an internal simulation model and are subject to change based upon market inputs, future transactions and potential modeling changes; the price distributions that generate this range are calibrated to market quotes for power, fuel, load following products, and options as of June 30, 2021. Gross Margin\* Upside/Risk based on commodity exposure which includes open generation and all committed transactions. Reflects Byron and Dresden retirements in September 2021 and November 2021, respectively. Exelon.

# **Additional ExGen Modeling Data**

Total Gross Margin Reconciliation (in \$M) <sup>(1)</sup>	2021
Revenue Net of Purchased Power and Fuel Expense*(2,3)	\$7,150
Other Revenues <sup>(4)</sup>	\$(175)
Direct cost of sales incurred to generate revenues for certain Constellation and Power businesses	\$(275)
Total Gross Margin* (Excluding Impact of February Weather Event) (Non-GAAP)	
Estimated Gross Margin Impact of February Weather Event(5)	\$(950)
Total Gross Margin* (Non-GAAP)	\$5,750

Key ExGen Modeling Inputs (in \$M) <sup>(1,6)</sup>	2021
Other <sup>(7)</sup>	\$400
Adjusted O&M*(8)	\$(3,700)
Taxes Other Than Income (TOTI)(9)	\$(350)
Depreciation & Amortization*	\$(1,000)
Interest Expense	\$(300)
Effective Tax Rate	25.0%

- (1) All amounts rounded to the nearest \$25M
- (2) ExGen does not forecast the GAAP components of RNF separately, as to do so would be unduly burdensome. RNF also includes the RNF of our proportionate ownership share of CENG.
- (3) Excludes the Mark-to-Market impact of economic hedging activities due to the volatility and unpredictability of the future changes to power prices
- (4) Other Revenues primarily reflects revenues from variable interest entities, funds collected through revenues for decommissioning the former PECO nuclear plants through regulated rates and gross receipts tax revenues
- (5) Reflects the midpoint of the initial gross margin estimate of \$(850)-\$(1,050)M across our portfolios. Excludes bad debt and other P&L offsets.
- (6) ExGen 0&M, TOTI and Depreciation & Amortization excludes EDF's equity ownership share of the CENG Joint Venture
- (7) Other reflects Other Revenues excluding gross receipts tax revenues, includes nuclear decommissioning trust fund earnings from unregulated sites, includes the minority interest in ExGen Renewables JV, and unrealized gains or losses from equity investments
- (8) 2021 Adjusted 0&M\* includes \$150M of non-cash expense related to the increase in the ARO liability due to the passage of time and a preliminary estimate of bad debt associated with the February weather event that is subject to change
- (9) 2021 TOTI excludes gross receipts tax of \$125M



# **Appendix**

# Reconciliation of Non-GAAP Measures



# **Projected GAAP to Operating Adjustments**

- Exelon's projected 2021 adjusted (non-GAAP) operating earnings excludes the earnings effects of the following:
  - Mark-to-market adjustments from economic hedging activities;
  - Unrealized gains and losses from NDT funds to the extent not offset by contractual accounting as described in the notes to the consolidated financial statements;
  - Asset impairments;
  - Certain costs related to plant retirements and divestitures;
  - Certain costs incurred to achieve cost management program savings;
  - Direct costs related to the novel coronavirus (COVID-19) pandemic;
  - Certain acquisition-related costs;
  - Costs related to a multi-year Enterprise Resource Program (ERP) system implementation;
  - Costs related to the planned separation;
  - Costs related to the impact of suspension of contractual offset for the Byron units;
  - Other items not directly related to the ongoing operations of the business; and
  - Generation's noncontrolling interest related to exclusion items.



## **GAAP to Non-GAAP Reconciliations**

Consolidated EU Operating TTM ROE Reconciliation (\$M)	Q2 2021	Q1 2021		
Net Income (GAAP)	\$2,214	\$1,841		
Operating Exclusions	\$36	\$249		
Adjusted Operating Earnings	\$2,250	\$2,090		
Average Equity	\$23,882	\$23,598		
Operating (Non-GAAP) TTM ROE (Adjusted Operating Earnings/Average Equity)	9.4%	8.9%		
Consolidated EU Operating TTM ROE Reconciliation (\$M)	Q4 2020	Q3 2020	Q2 2020	Q1 2020
Net Income (GAAP)	1,737	1,747	\$1,728	\$2,060
Operating Exclusions	246	243	\$254	\$31
Adjusted Operating Earnings	1,984	1,990	\$1,982	\$2,091
Average Equity	22,690	22,329	\$21,885	\$21,502
Operating (Non-GAAP) TTM ROE (Adjusted Operating Earnings/Average Equity)	8.7%	8.9%	9.1%	9.7%
Consolidated EU Operating TTM ROE Reconciliation (\$M)	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Net Income (GAAP)	\$2,065	\$2,037	\$2,011	\$1,967
Operating Exclusions	\$30	\$33	\$31	\$33
Adjusted Operating Earnings	\$2,095	\$2,070	\$2,042	\$1,999
Average Equity	\$20,913	\$20,500	\$20,111	\$19,639
Operating (Non-GAAP) TTM ROE (Adjusted Operating Earnings/Average Equity)	10.0%	10.1%	10.2%	10.2%
Consolidated EU Operating TTM ROE Reconciliation (\$M)	Q4 2018	Q3 2018	Q2 2018	
Net Income (GAAP)	\$1,836	\$1,770	\$1,724	
Operating Exclusions	\$32	\$40	\$13	
Adjusted Operating Earnings	\$1,869	\$1,810	\$1,737	
Average Equity	\$19,367	\$18,878	\$18,467	
Operating (Non-GAAP) TTM ROE (Adjusted Operating Earnings/Average Equity)	9.6%	9.6%	9.4%	

Note: Represents the twelve-month periods ending June 30, 2018-2021, March 31, 2019-2021, December 31, 2018-2020, and September 30, 2018-2020. Earned ROEs\* represent weighted average across all lines of business (Electric Distribution, Gas Distribution, and Electric Transmission). **Exelon**.

## **GAAP to Non-GAAP Reconciliations**

ExGen Adjusted O&M Reconciliation (\$M) <sup>(1)</sup>	2021
GAAP O&M	\$4,475
Decommissioning <sup>(2)</sup>	\$75
Byron and Dresden Retirements <sup>(3)</sup>	\$475
Asset Impairments <sup>(4)</sup>	(\$500)
Direct cost of sales incurred to generate revenues for certain Constellation and Power businesses <sup>(5)</sup>	(\$275)
O&M for managed plants that are partially owned	(\$400)
Other	(\$125)
Adjusted O&M (Non-GAAP)	\$3,700

Note: Items may not sum due to rounding

- (1) All amounts rounded to the nearest \$25M
- (2) Reflects earnings neutral O&M
- (3) Includes \$500M of accelerated earnings neutral O&M from the retirements of Byron and Dresden
- (4) Reflects an impairment in the New England asset group and an impairment recorded as a result of the agreement to sell the Albany Green Energy biomass facility
- (5) Reflects the direct cost of sales of certain businesses, which are included in Total Gross Margin\*

