



### **Forward-Looking Statements**

This presentation includes certain forward-looking statements intended to qualify for safe-harbor provisions of the Federal securities laws. Forward-looking statements are statements of future expectation and not facts. Words such as "expects," "estimates," "anticipates," "intends," "believes," "plans," "will" and similar expressions identify forward-looking statements. Forward-looking statements are based on information available at the time the statements are made, and accordingly speak only as of that time. Actual results might differ materially from those included in the forward-looking statements because of various factors including, but not limited to, those discussed in reports the company has filed with the Securities and Exchange Commission.

#### **Non-GAAP Financial Measure**

This presentation contains a financial measure, adjusted earnings (which the Company formerly referred to as earnings from ongoing operations), not determined in accordance with Generally Accepted Accounting Principles (GAAP). Adjusted earnings should not be considered as an alternative to net income. Management uses this non-GAAP measure to facilitate the analysis of the company's operating performance and believes that this non-GAAP measure also is useful and meaningful to investors. A reconciliation of this non-GAAP measure to earnings determined in accordance with GAAP is included in this presentation.

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## Consolidated Edison, Inc.: Who We Are

- Longest continuously-listed company on the NYSE
- Provides the world's highest electric reliability
- Operates the world's largest district steam system
- 6<sup>th</sup> largest operator of solar energy in North America
- #1 ranked "green" utility in the U.S. by Newsweek in 2014
- Only utility in the S&P 500 with 30 or more years of consecutive dividend increases



### **Consolidated Edison Investment Thesis**

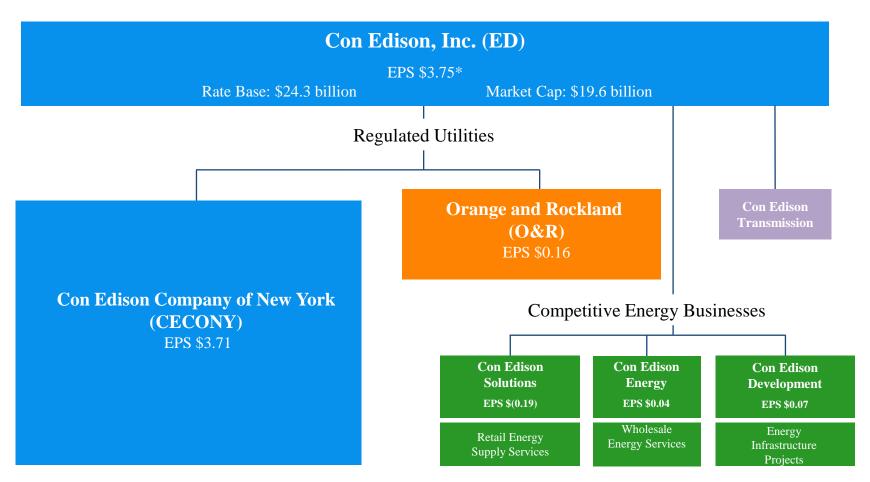
- Core regulated energy delivery business with growing renewable energy portfolio
  - Limited commodity exposure
- Reduced regulatory lag
  - Forward-looking test years
  - Timely recovery of most fuel and commodity costs
  - Revenue decoupling mechanism in NY (electric and gas)
  - Adjustment mechanisms for several major uncontrollable expenses (e.g. pension)
- Significant dividend record
  - 41 consecutive years of dividend increases; 3<sup>rd</sup> longest in electric utility industry
  - 4.0 % yield is the 3<sup>rd</sup> highest among S&P 500 Dividend Aristocrats
  - The dividend payout ratio was 68% in 2014
- Ability to invest for customer benefit
  - Majority of investment is replacement and upgrade of existing assets
  - Growth opportunity through increased natural-gas conversions
  - Targeted energy efficiency and demand side management
  - Strong, stable balance sheet and conservatively managed liquidity





## **Regulated Transmission and Distribution Focused**

(EPS – Twelve Months Ended September 30, 2015)



<sup>\*</sup>Earnings include after-tax net mark-to-market effects of (0.28), the impact of LILO transactions of (0.02) and the impairment of assets held for sale of (0.01)



# **Where Are Our Growth Opportunities?**

- Delivering energy to a growing service area
- Energy conservation programs
- Oil-to-gas conversions
- Development of renewable energy
- Energy infrastructure investments
  - Electric and gas transmission
  - Electric and gas storage

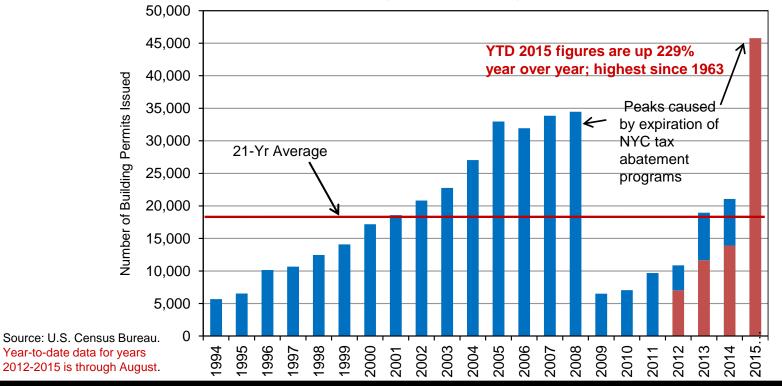




### **Business Environment**

- Con Edison is at the forefront of the transformation of energy landscape
- Vibrant local economy with job growth in the region outpacing the nation
- Job growth from Technology, Health, Education, Hospitality, Tourism, and Business Services
- Tourism at record levels









# **Annual Growth Rates in Weather-Adjusted Peak Usage**

**5- Year Forecast** 

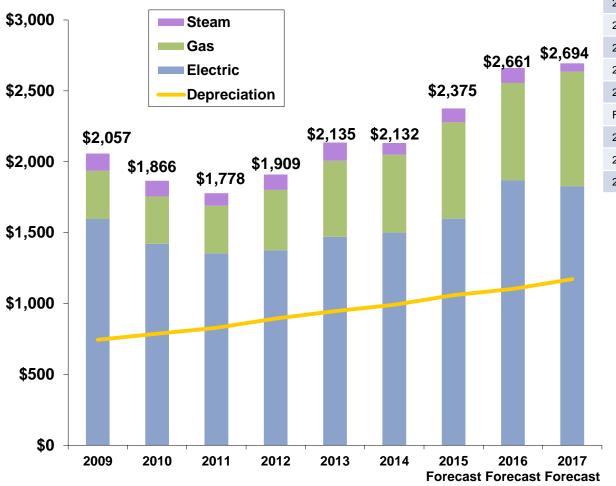
2016 - 2020

	LOIO LOLO
CECONY (%)	
Electric	0.2
Gas	2.3
Steam	-0.8
O&R (%)	
Electric	0.3
Gas	0.6

#### **Con Edison of New York**

# Infrastructure Investment

(\$ millions)



	Electric	Gas	Steam	Depreciation
Actual				
2009	1596	339	122	744
2010	1421	334	111	787
2011	1354	335	89	829
2012	1375	426	108	894
2013	1471	536	128	946
2014	1500	549	83	991
Forecast				
2015	1598	679	98	1059
2016	1868	687	106	1103
2017	1827	808	59	1172

Source of capex forecasts: 2014 10-K. Estimates do not include Con Edison Transmission projects.

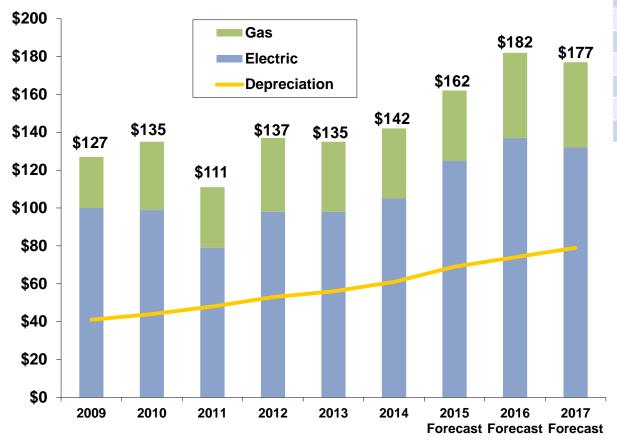




### **Orange and Rockland**

# **Infrastructure Investment**

(\$ millions)



	Electric	Gas	Depreciation
Actual			
2009	85	42	42
2010	99	36	44
2011	79	32	48
2012	98	39	53
2013	98	37	56
2014	105	37	61
Forecast			
2015	125	37	69
2016	137	45	74
2017	132	45	79

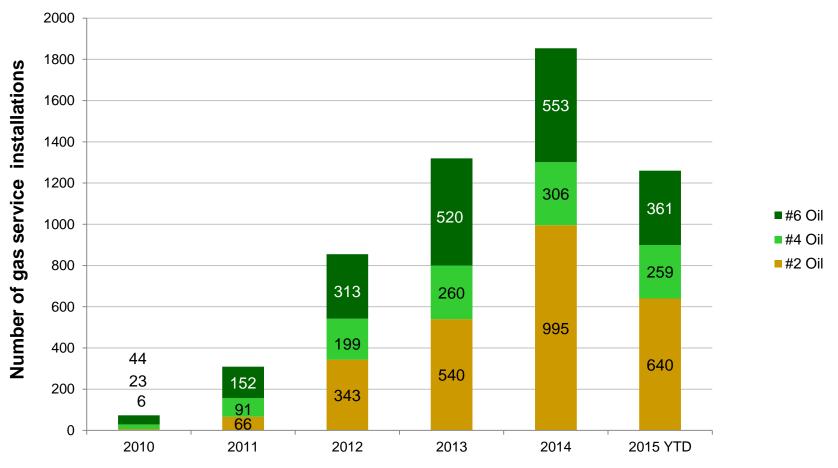
Source of capex forecasts: 2014 10-K





#### **CECONY**

# Annual Multi-Family and Commercial Oil-to-Gas Conversions by Oil Type 2015 YTD through September 30<sup>th</sup>



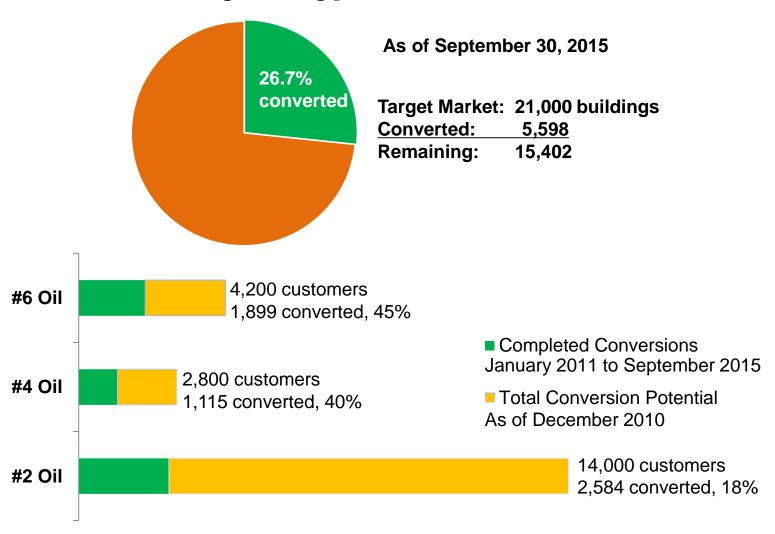
Note: Multi-family buildings include 5 or more families. Figures for #2 oil include burners rated 350,000 BTUs or higher.





#### Con Edison of New York

# Market for Multi-Family and Commercial Oil-to-Gas Conversions by Oil Type



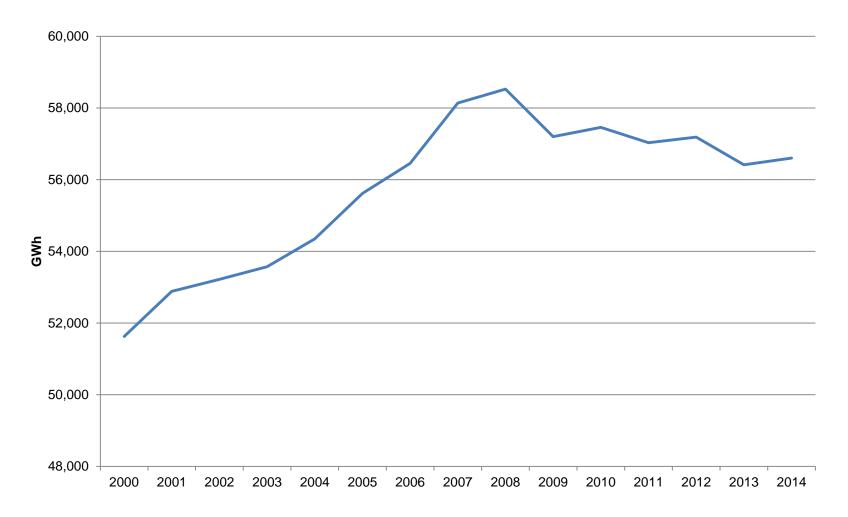
Note: Multi-family buildings include 5 or more families. Figures for #2 oil include burners rated 350,000 BTUs or higher.



### **CECONY**

# **Historic Electric Volumes**

(Weather Normalized)



Source: Consolidated Edison Company of New York, NYISO.





### **CECONY**

# An Initial Demonstration: Brooklyn-Queens Demand Management



- \$200 million investment to defer a \$1.2 billion substation configuration using portfolio of alternative investments
  - Deferral of about 5 years
  - 41 MW customer and 11 MW utility solutions
- Allowed ROE on invested capital plus potential 100-basis-point incentive adder
- Challenges include developing portfolio of assets to meet a 12-hour peak
  - Traditional solutions include energy efficiency and targeted demand-side management
  - Other solutions include solar PV coupled with 12 MWh battery storage





# **Reforming the Energy Vision Proposed Demonstration Projects**

### **CECONY**

- Residential Solar and Energy Storage Aggregation
  - Partnering with SunPower and SunVerge
- Commercial Distributed Energy Resources Marketplace
  - Partnering with Retroficiency
- Residential Targeted Offerings
  - Partnering with Opower, SunPower, Nest and HomeServe

## Orange & Rockland Utilities (O&R)

- Residential Marketplace
  - Partnering with Simple Energy

## Aggregate proposed investment of about \$40 million

 CECONY and O&R are authorized by the New York Public Service Commission to invest up to \$130 million and up to \$10 million, respectively, in REV demonstration projects





# Advanced Metering Infrastructure (AMI) is Foundational to Reforming the Energy Vision

- AMI includes smart meters and a two-way communications network between the customer and the utility
- 50 million AMI meters deployed in U.S reaching 43% of homes nationwide\*
- CECONY-proposed \$1.3 billion capital investment
  - \$69 million tentatively approved for 2016
  - Updated business plan submitted on October 15, 2015
- O&R investment
  - Approximately \$30 million for 2016-2018 included in rate plans for NY
  - \$7.3 million for 2016 and \$3.9 million for 2017 proposed for NJ

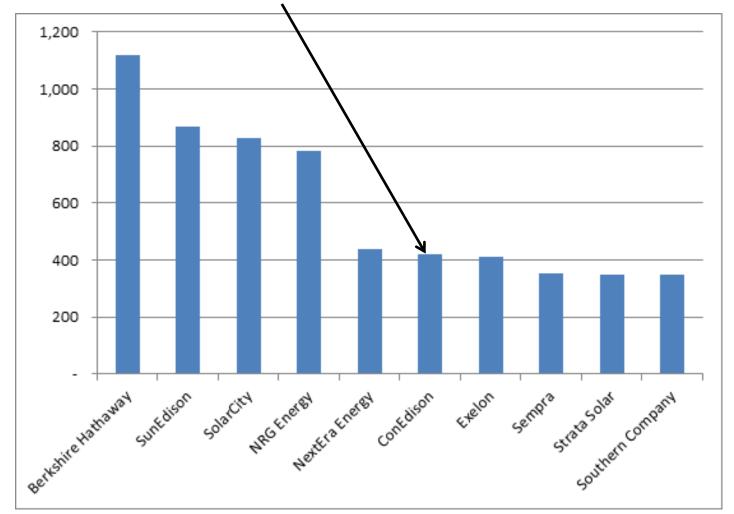


<sup>\*</sup> Source: Institute for Electric Innovation September 2014 report – *Utility Scale Smart Meter Deployments: Building Block of the Evolving Power Grid* 

# Con Edison Development Solar Photovoltaic Ownership Ranking for North America

Con Edison ranks #6 in North America

Megawatts



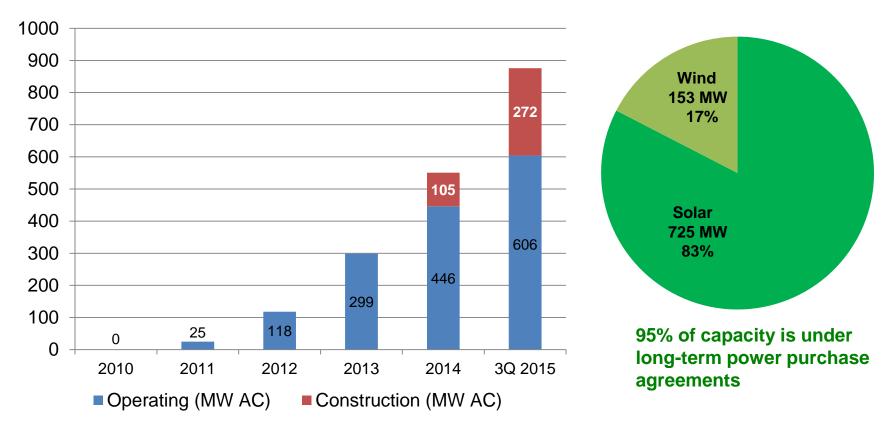
Source: IHS EER (as of year-end 2014)



### **Con Edison Development**

#### **Renewable Portfolio**

Contracted infrastructure development focused on investment-grade off-takers



Note: 3Q 2015 figures exclude 124 MW AC of solar not yet under construction in CA representing CED's 50% interest in Panoche Holdings.



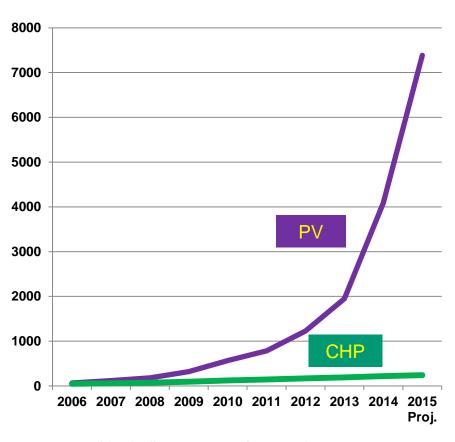
#### **CECONY**

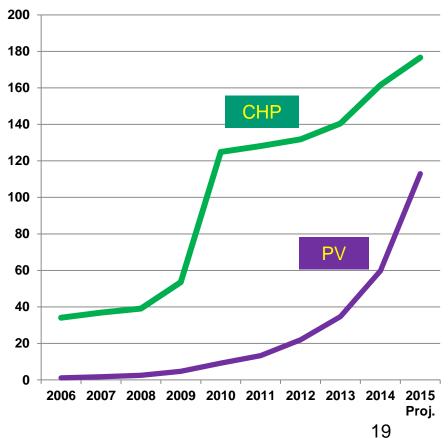
### **Distributed Generation**

## **Adoption Trends in CECONY Service Area**



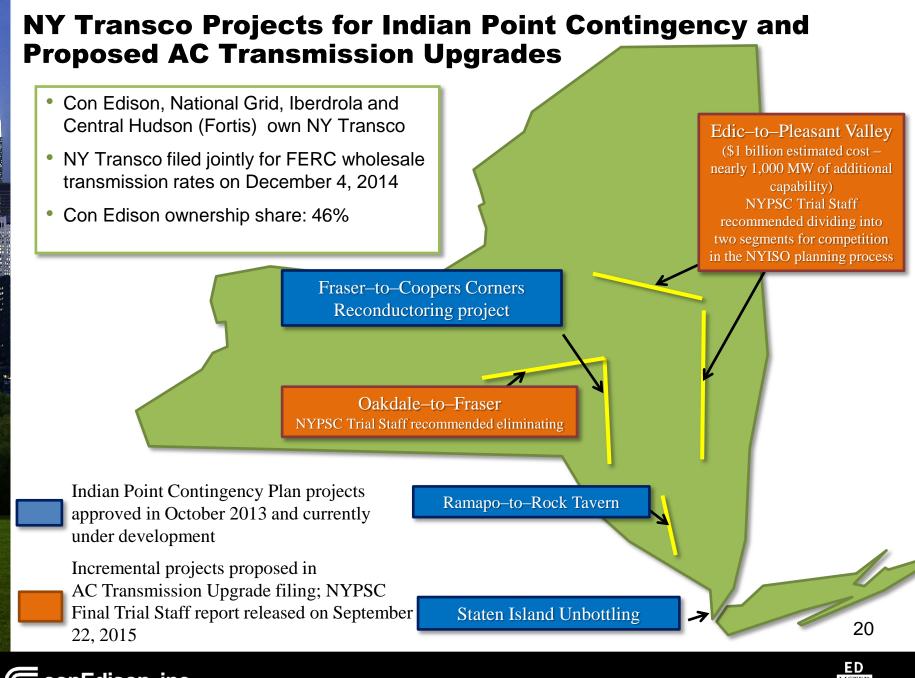
Total Installed Capacity (Megawatts)





Source: Consolidated Edison Company of New York.

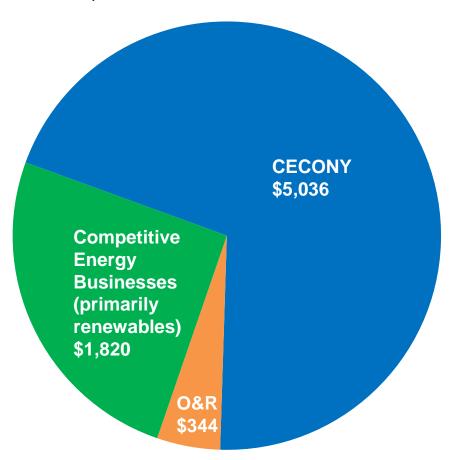






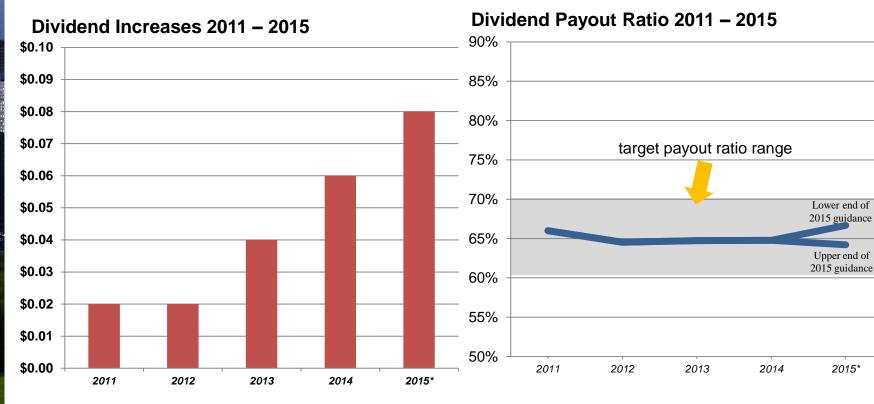
# Forecasted Capital Expenditures by Segment (\$ millions)

2-Year Forecast 2015-2016 Total invested \$7,200



# A Compelling Dividend Record

# 41 Consecutive Years of Dividend Increases Indicated dividend for 2015 = \$2.60



<sup>\*</sup> On January 15, 2015 Con Edison declared a quarterly dividend of 65 cents a share, for an annualized rate of \$2.60.

 $<sup>\</sup>ast$  On November 5, 2015, Con Edison reaffirmed adjusted earnings guidance of \$3.90 to \$4.05 per share.

# **Growth Opportunities Benefit Customers, Shareholders and the Environment**

- Delivering energy to a growing service area
- Energy conservation programs
- Oil-to-gas conversions
- Development of renewable energy
- Energy infrastructure investments
  - Electric and gas transmission
  - Electric and gas storage



# **Appendix**



## Regulated Utilities are the Core of Con Edison, Inc.

**Power to Corning** 

**Natural Gas** 

### Con Edison of New York (CECONY)

- 3.4 million electric customers
- 1.1 million gas customers
- 1,700 steam customers
- 700 MW of regulated generation
- Delivered 40.8% of NYS 2014 electric peak

### Orange and Rockland (O&R)

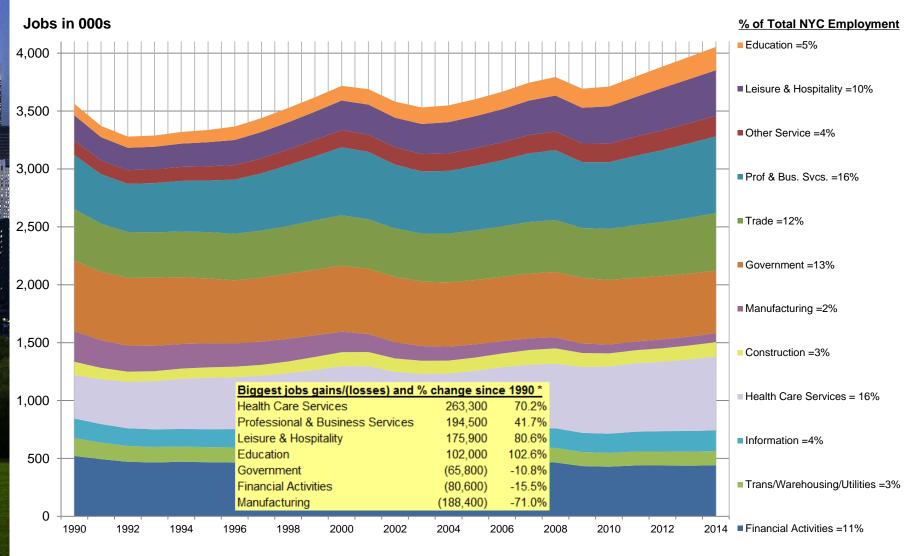
- 0.3 million electric customers
- 0.1 million gas customers
- Delivered 3.2% of NYS 2014 electric peak

October 2015
agreement reached to sell Pike County Light &



#### **CECONY**

# **New York City's Diverse Employment By Sector**

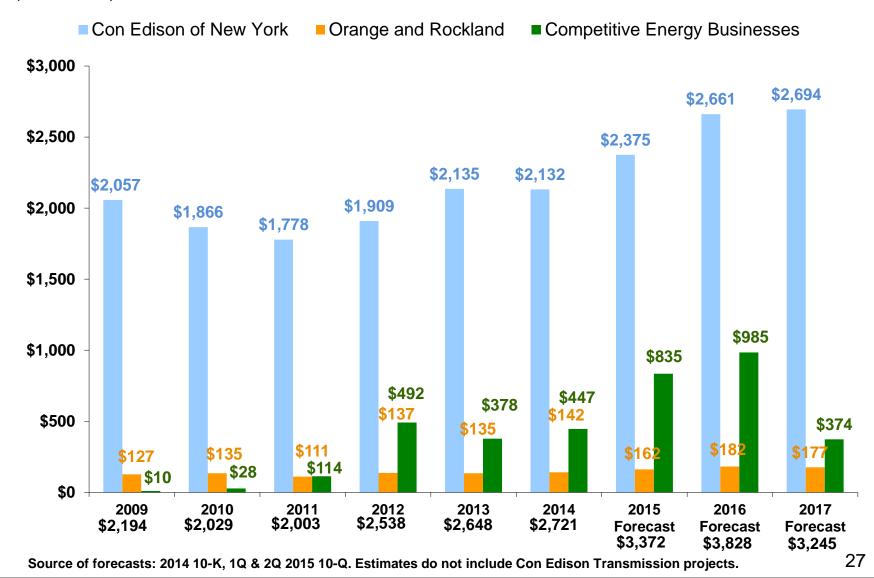


<sup>\*</sup> NYC nonfarm employment increased by 94,600 from December 2013 to December 2014. Source: New York State Department of Labor



## **Capital Expenditures**

(\$ millions)

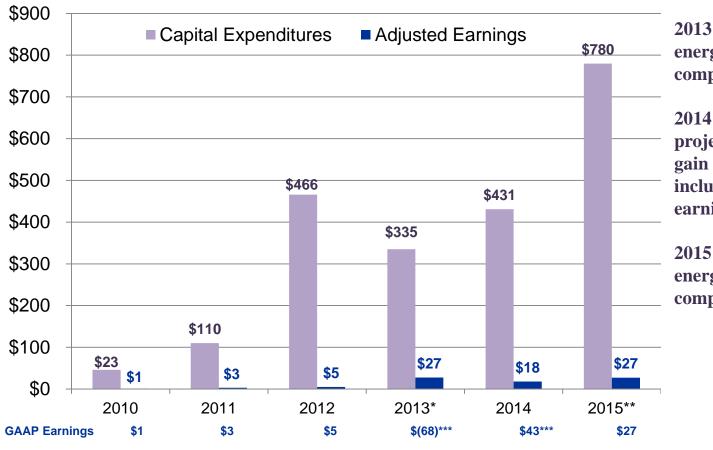






### **Con Edison Development**

# Annual Capital Investment and Adjusted Earnings (\$millions)

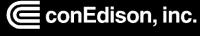


2013: \$219 million solar energy project finance completed

2014: Sale of solar energy projects netted after-tax gain of \$26 million not included in adjusted earnings

2015: \$118 million solar energy project finance completed

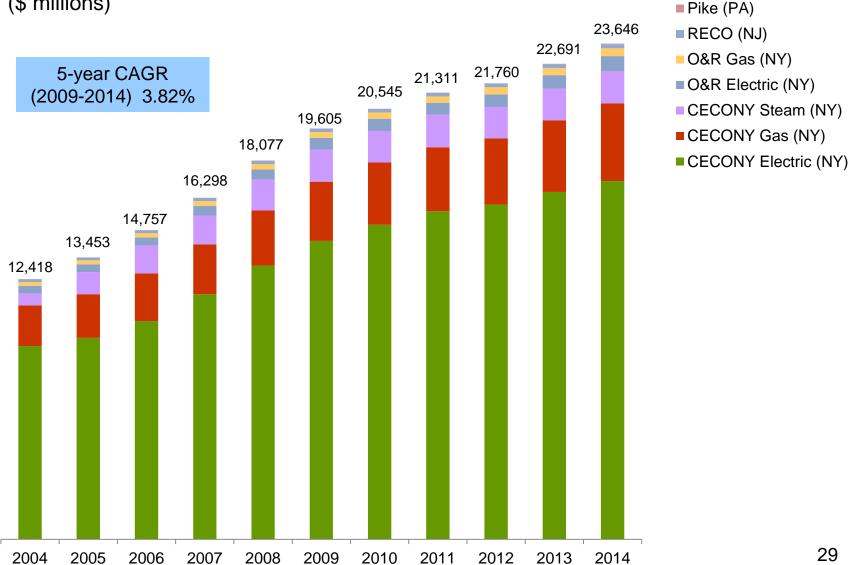
<sup>\*\*\*2014</sup> GAAP earnings includes an after-tax gain of \$26 million on sale of solar electric production projects and an after tax charge of \$1 million relating to the LILO transaction. 2013 GAAP earnings include an after-tax charge of \$95 million relating to the LILO transaction. Note: Investments include a gas storage facility, the majority interest of which was acquired in 2010.



<sup>\*2013</sup> GAAP and adjusted earnings include a net income gain from prior period taxes of approximately \$15 million.

<sup>\*\*2015</sup> figures reflect full-year cap ex forecast and 9-months adjusted earnings through September 30th.

# Consolidated Edison, Inc. Rate Base Growth (\$ millions)

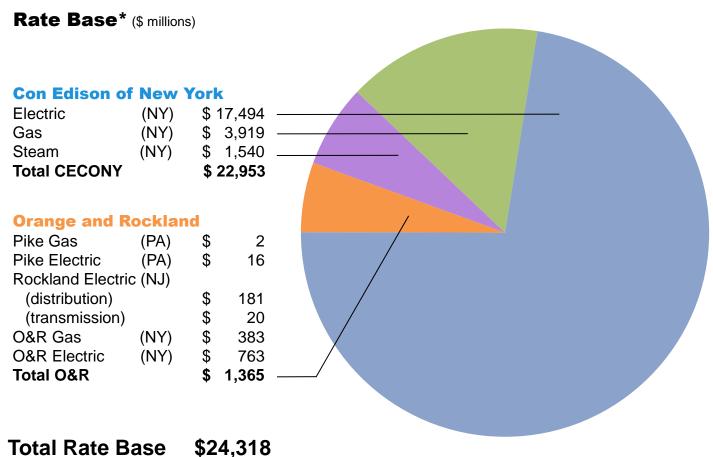






## **Composition of Rate Base**

(as of September 30, 2015)

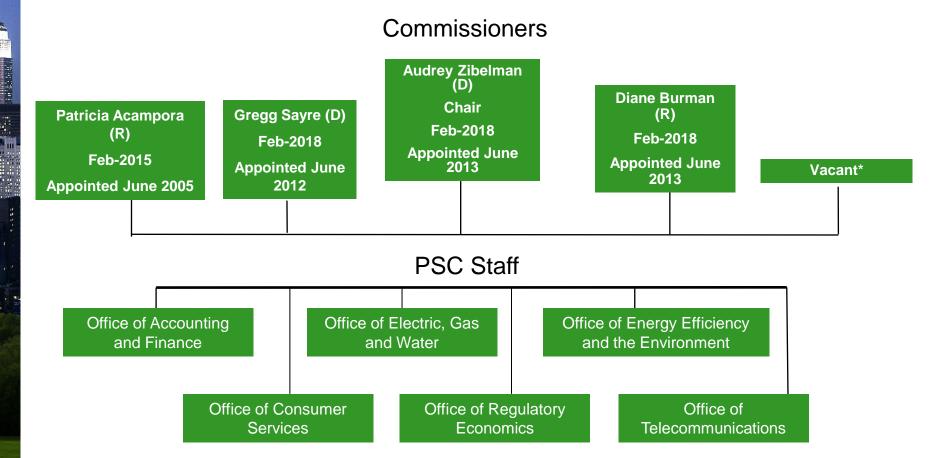






<sup>\*</sup> Average rate base for 12 months ending 9/30/2015.

# **New York Public Service Commission (NY PSC)**



- Annual budget: \$84 million; Staffing: 533 employees
- Regulates: Electric (7 companies), Gas (10), Water (300), Telecom (5), Cable (30)

<sup>\*</sup> Gubernatorial appointee will need Senate confirmation.





### **NY PSC Staff's Discounted Cash Flow Model**

The Staff employs a dividend discount model.

Value = 
$$\frac{D_1}{(1+R)} + \frac{D_2}{(1+R)^2} + \frac{D_3}{(1+R)^3} + \dots$$

- Solving for an equity return, R, where:
  - $D_1$  through  $D_4$  = Value Line estimates
  - −  $D_5$  through  $D_\infty$  = Value Line estimates based on future earnings retention and share growth
  - Value = average of prior three monthly high and low proxy group stock prices



# **NY PSC Staff's Capital Asset Pricing Model**

Staff solves for an equity return, R

$$R = R_{UST} + (R_{MKT} - R_{UST})*\beta$$

- Where:
  - R<sub>UST</sub> is the risk-free return: average of prior three monthly yields for 10-year and 30-year Treasuries
  - R<sub>MKT</sub> is the market rate of return: BofA Merrill Lynch's monthly Quantitative Profiles report (three month average)
  - β is the risk of the individual share relative to that of the market: Value
     Line estimate for peer group



# **NY PSC's Formulaic ROE Approach: Recent Decisions**

Date	Company	ROE	Term	ı
09/06	CECONY Steam	9.80%	2 years	(
10/06	O&R Gas	9.80%	3 years	(
08/07	Keyspan Gas	9.80%	5 years	(
09/07	CECONY Gas	9.70%	3 years	(
10/07	O&R Electric	9.10%	1 year	
12/07	National Fuel Gas	9.10%	1 year	
03/08	CECONY Electric	9.10%	1 year	(
06/08	O&R Electric	9.40%	3 years	(
09/08	CECONY Steam	9.30%	2 years	(
04/09	CECONY Electric	10.00%	1 year	(
05/09	Niagara Mohawk Gas	10.20%	2 years	(
06/09	Central Hudson	10.00%	1 year	(
09/09	Corning Gas	10.70%	2 years	
10/09	O&R Gas	10.40%	3 years	
03/10	CECONY Electric	10.15%	3 years	
06/10	Central Hudson	10.00%	3 years	
09/10	CECONY Gas	9.60%	3 years	
09/10	CECONY Steam	9.60%	3 years	

Date	Company	ROE	Term
09/10	Energy East (RGE/NYSEG)	10.00%	40 months
06/11	Niagara Mohawk Electric	9.30%	2 years
06/11	O&R Electric	9.20%	1 year
04/12	Corning Gas	9.50%	3 years
06/12	O&R Electric	9.40%	1 <sup>st</sup> year
		9.50%	2 <sup>nd</sup> year
		9.60%	3 <sup>rd</sup> year
04/13	Niagara Mohawk Electric & Gas	9.30%	3 years
06/13	Keyspan Gas	9.40%	2 years
02/14	CECONY Gas and Steam	9.30%	3 years
02/14	CECONY Electric	9.20%	2 years
05/14	National Fuel Gas	9.10%	2 years
06/15	Central Hudson Gas & Electric	9.00%	3 years
06/15	CECONY Electric extension	9.00%	3 <sup>rd</sup> year
06/15	O&R Electric Joint Proposal	9.00%	2 years
06/15	O&R Gas Joint Proposal	9.00%	3 years

Rate of return on equity



2/3 Discounted Cash Flow model

t Acel Icanital &

1/3 Capital Asset Pricing model





# 3Q15 vs 3Q14 Earnings Per Share

# ED's 3Q15 Adjusted EPS of \$1.45 compares to \$1.49 in 3Q14

3 months ending September 30, 2015	CECONY	O&R	Con Edison Development	Con Edison Energy	Con Edison Solutions	Parent	Total
Reported EPS – GAAP basis	\$1.28	\$0.07	\$0.05	\$-	\$0.07	\$(0.01)	\$1.46
Impairment of assets held for sale	-	0.01	-	-	-	-	0.01
Mark-to-market losses/(gains)	-	-	-	-	(0.02)	-	(0.02)
Adjusted earnings	\$1.28	\$0.08	\$0.05	\$-	\$0.05	\$(0.01)	\$1.45

3 months ending September 30, 2014	CECONY	O&R	Con Edison Development	Con Edison Energy	Con Edison Solutions	Parent	Total
Reported EPS – GAAP basis	\$1.36	\$0.07	\$0.03	\$0.01	\$0.03	\$(0.01)	\$1.49
Mark-to-market losses/(gains)	-	-	-	-	-	-	-
Adjusted earnings	\$1.36	\$0.07	\$0.03	\$0.01	\$0.03	\$(0.01)	\$1.49

# 1st 9-months 2015 vs 1st 9-months 2014 Earnings Per Share

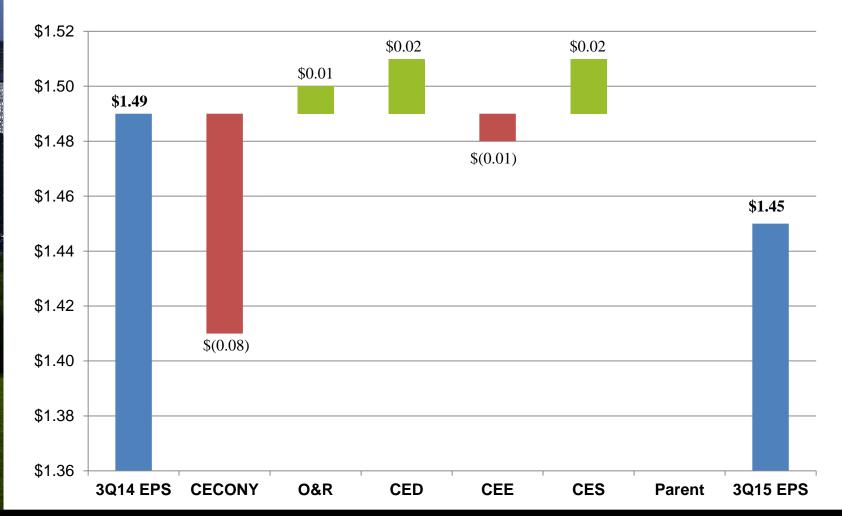
## ED's 9-months 2015 Adjusted EPS of \$3.47 compares to \$3.31 for 9-months 2014

9 months ending September 30, 2015	CECONY	O&R	Con Edison Development	Con Edison Energy	Con Edison Solutions	Parent	Total
Reported EPS – GAAP basis	\$3.19	\$0.12	\$0.09	\$0.03	\$0.07	\$(0.03)	\$3.47
Impairment of assets held for sale	-	0.01	-	-	-	-	0.01
Mark-to-market losses/(gains)	-	-	-	-	(0.01)	-	(0.01)
Adjusted earnings	\$3.19	\$0.13	\$0.09	\$0.03	\$0.06	\$(0.03)	\$3.47

9 months ending September 30, 2014	CECONY	O&R	Con Edison Development	Con Edison Energy	Con Edison Solutions	Parent	Total
Reported EPS – GAAP basis	\$3.09	\$0.17	\$0.17	\$0.04	\$-	\$(0.02)	\$3.45
Gain on sale of solar electric production projects	-	-	(0.09)	-	-	-	(0.09)
Mark-to-market losses/(gains)	-	-	-	-	(0.03)	-	(0.03)
Lease In/Lease Out transactions	-	-	(0.02)	-	-	-	(0.02)
Adjusted earnings	\$3.09	\$0.17	\$0.06	\$0.04	\$(0.03)	\$(0.02)	\$3.31

# Improvement in 3Q15 EPS Over 3Q14 EPS

### ED's 3Q15 Adjusted EPS of \$1.45 compares to \$1.49 in 3Q14



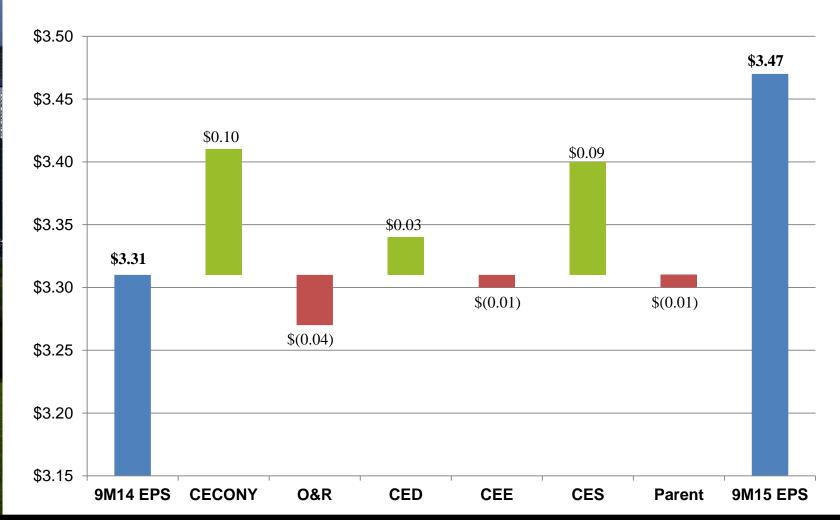




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# 1st 9-months 2015 vs 1st 9-months 2014 Earnings Per Share

### ED's 9-months 2015 Adjusted EPS of \$3.47 compares to \$3.31 for 9-months 2014





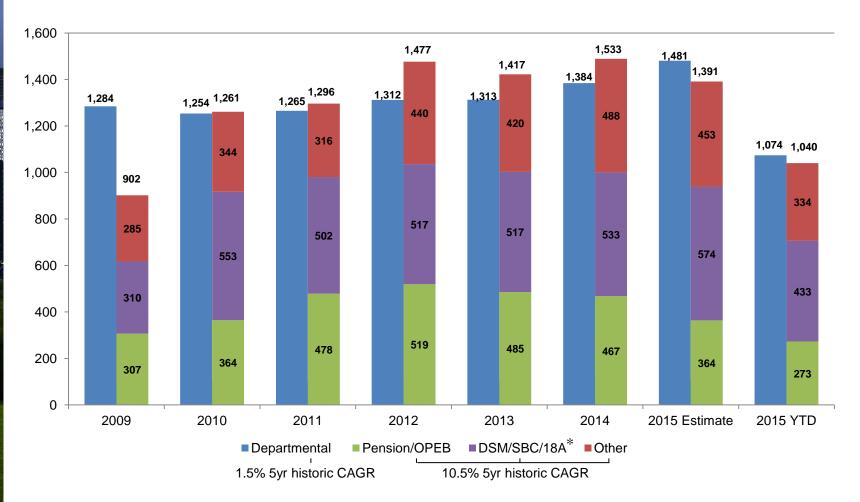


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#### Con Edison of New York

# **Departmental and Other Expenses**

September 30, 2015 (\$ millions)



<sup>\*</sup> Includes Demand Side Management, System Benefit Charges and 18A assessment.





# Regulated Returns on Equity and Equity Ratios

(for twelve months ended September 30, 2015)

CECONY		Allowed	Actual
	Electric	9.2%	9.9%
	Gas	9.3%	7.3%
	Steam	9.3%	11.5%
Overall - CE	CONY	9.2%*	9.6%
CECONY Eq.	uity Ratio*	48.0%	49.3%
	Electric	9.6%	9.3%
	Gas	NA	1.3%
RECO		9.8%	10.3%
Overall – O	&R	9.8%*	7.2%
O&R Equity	Ratio*	48.0%	50.4%

<sup>\*</sup> Average for trailing twelve months.

# 2015 Financing

- Issue between \$1,000 million and \$1,500 million of long-term debt, including maturities
- Activity so far: In June 2015, O&R issued \$120 million aggregate principal amount of 4.95% debentures, due 2045. Also in June 2015, a Con Edison Development subsidiary issued \$118 million aggregate principal amount of 3.94% Senior Notes, due 2036. The Notes are secured by four of the company's solar projects
- No equity issuance other than through the company's stock plans

#### **Schedule of Debt Maturities**

(\$ millions)	2015	2016	2017	2018	2019
Con Edison, Inc. – parent company	\$ 2	\$ 2	\$ 2	\$ 2	\$ 3
Con Edison of New York	350	650	-	1,200	475
Orange and Rockland	143	79	4	58	62
Competitive energy businesses	65	-	-	-	-
Total	\$ 560	\$ 731	\$ 6	\$ 1,260	\$ 540

#### 2015

- CECONY \$350 million debenture maturing in December, 5.375%
- O&R \$40 million debenture matured in April, 5.3%
- O&R \$55 million debenture matured in August, 2.5%
- O&R \$44 million debenture matured in August, variable rate

#### 2016

- CECONY \$400 million debenture maturing in September, 5.5%
- CECONY \$250 million debenture maturing in December, 5.3%
- O&R \$75 million debenture maturing in October, 5.45%



# Capital Structure — September 30, 2015

(\$ millions)

	n Edison, Inc 3 / A- / BBB+	
Debt	\$12,282	48%
Equity	13,049	52
Total	\$25,331	100%

Con Edison of New York A2 / A- / A-		
Debt	\$11,215	50%
Equity	11,430	50
Total	\$22,645	100%

Orange and Rockland A3 / A- / A-			
Debt	\$575	49%	
Equity	595	51	
Total	\$1,170	100%	

<b>Competitive and Parent</b>			
Debt	\$492	32%	
Equity	1,024	68	
Total	\$1,516	100%	

Amounts shown exclude notes payable and include the current portion of long-term debt; issuer credit ratings shown in order of Moody's / S&P /Fitch; each rating has a stable outlook.

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# **Liquidity Adequacy**

\$2,250 million CEI Consolidated revolving credit facility

