





## CONSOLIDATED EDISON, INC.

2<sup>nd</sup> Quarter 2017 Earnings Release Presentation

August 3, 2017







### **Available Information**

On August 3, 2017, Consolidated Edison, Inc. issued a press release reporting its second quarter 2017 earnings and filed with the Securities and Exchange Commission the company's Second Quarter 2017 Form 10-Q. This presentation should be read together with, and is qualified in its entirety by reference to, the earnings press release and the Form 10-Q. Copies of the earnings press release and the Form 10-Q are available at: <a href="http://www.conedison.com">www.conedison.com</a> (select "For Investors" and then select "Press Releases" and "SEC Filings", respectively).

### **Forward-Looking Statements**

This presentation contains forward-looking statements that are intended to qualify for the safe-harbor provisions of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are statements of future expectations and not facts. Words such as "forecasts," "expects," "estimates," "anticipates," "intends," "believes," "plans," "will" and similar expressions identify forward-looking statements. The forward-looking statements reflect information available and assumptions at the time the statements are made, and speak only as of that time. Actual results or developments may differ materially from those included in the forward-looking statements because of various factors such as those identified in reports the company has filed with the Securities and Exchange Commission, including that the company's subsidiaries are extensively regulated and are subject to penalties; its utility subsidiaries' rate plans may not provide a reasonable return; it may be adversely affected by changes to the utility subsidiaries' facilities could adversely affect it; a cyber-attack could adversely affect it; it is exposed to risks from the environmental consequences of its subsidiaries' operations; a disruption in the wholesale energy markets or failure by an energy supplier could adversely affect it; it has substantial unfunded pension and other postretirement benefit liabilities; its ability to pay dividends or interest depends on dividends from its subsidiaries; it requires access to capital markets to satisfy funding requirements; changes to tax laws could adversely affect it; its strategies may not be effective to address changes in the external business environment; and it also faces other risks that are beyond its control.

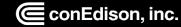
### **Non-GAAP Financial Measure**

This presentation also contains a financial measure, adjusted earnings, that is not determined in accordance with generally accepted accounting principles in the United States of America (GAAP). This non-GAAP financial measure should not be considered as an alternative to net income, which is an indicator of financial performance determined in accordance with GAAP. Adjusted earnings excludes from net income the net mark-to-market changes in the fair value of the derivative instruments the subsidiaries of Con Edison Clean Energy Businesses, Inc. use to economically hedge market price fluctuations in related underlying physical transactions for the purchase or sale of electricity and gas. Adjusted earnings may also exclude from net income certain other items that the company does not consider indicative of its ongoing financial performance. Management uses this non-GAAP financial measure to facilitate the analysis of the company's financial performance as compared to its internal budgets and previous financial results. Management also uses this non-GAAP financial measure to communicate to investors and others the company's expectations regarding its future earnings and dividends on its common stock. Management believes that this non-GAAP financial measure is also useful and meaningful to investors to facilitate their analysis of the company's financial performance.

#### For more information, contact:

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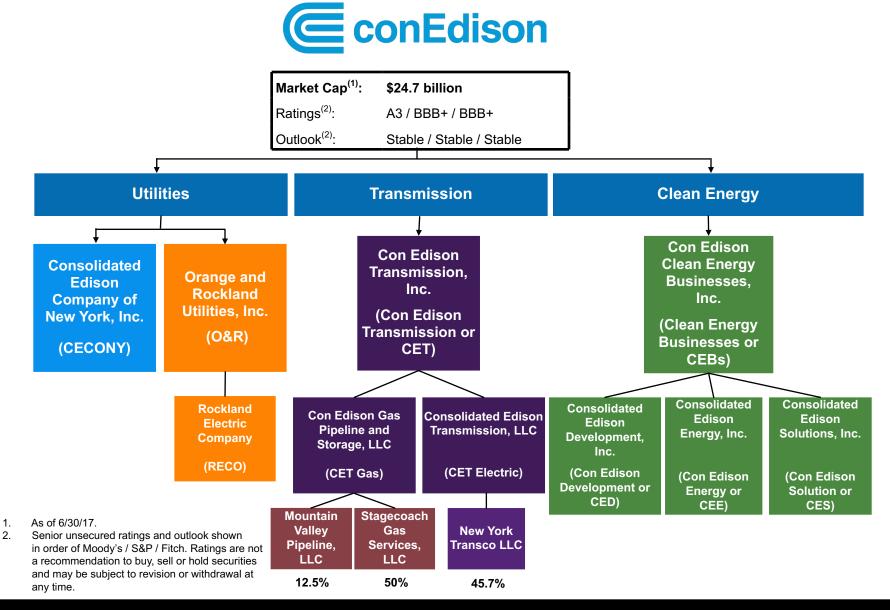
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## **Organizational Structure**







## The Con Edison Plan

#### **Customer Focused**

Ensure safety and reliability

Enhance the customer experience

Achieve operational excellence

#### **Strategic**

Strengthen core utility delivery business

Pursue additional regulated growth opportunities to add value in the evolving industry

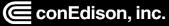
Grow existing clean energy businesses and pursue additional clean energy growth opportunities consistent with our risk appetite

### **Value Oriented**

Provide steady, predictable earnings

Maintain balance sheet stability

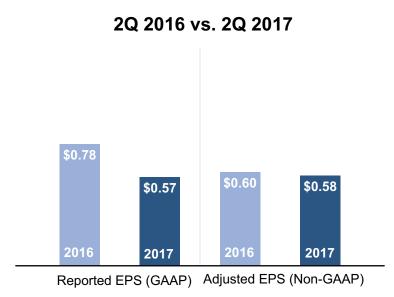
Pay attractive, growing dividends

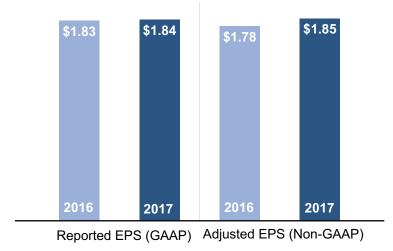




## **Dividend and Earnings Announcements**

- On July 20, 2017, the Company issued a press release reporting that the Company had declared a quarterly dividend of 69 cents a share on its common stock.
- On August 3, 2017, the Company issued a press release reporting its 2017 second quarter earnings and updated its previous forecast of 2017 adjusted earnings to be in the range of \$4.00 to \$4.15 per share.











## 2Q 2017 Earnings

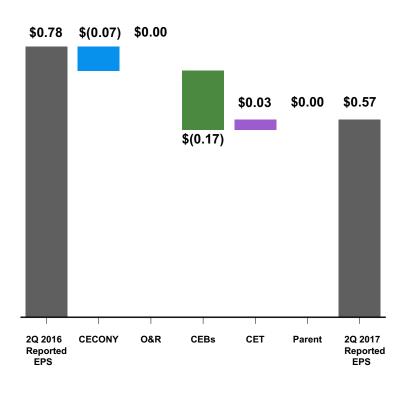
		Net Income (\$ in Millions)			Earnings per Share		
		2017	2016		2017	2016	
Reported Net Income and EPS – GAAP basis	\$	175	\$ 232	\$	0.57	\$ 0.78	
Gain on sale of soler electric production project		(1)	_		—	—	
Impairment of solar electric production investment		—	5		—	0.02	
Net mark-to-market effects of the CEBs		4	(58)	)	0.01	(0.20)	
Adjusted Earnings and Adjusted EPS – non-GAAP basis	<b>\$</b>	178	\$ 179	\$	0.58	\$ 0.60	



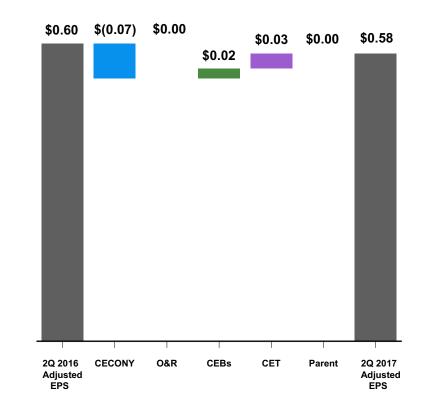


## Walk from 2Q 2016 EPS to 2Q 2017 EPS

## Variance in Reported EPS (GAAP)



### Variance in Adjusted EPS (Non-GAAP)







## 2Q 2017 vs. 2Q 2016 EPS Variances - Three Months Ended Variation

•			
CECONY <sup>(1)</sup>			
Changes in rate plans and regulatory charges			
Timing of recognition of electric annual revenues	\$	(0.05)	Reflects lower electric net base revenues resulting from the timing of recognition of annual revenues between quarters under the company's new electric rate plan which reflected decreased assumed delivery volumes that offset increased base rates.
Other rate plan changes		0.01	Reflects higher gas net base revenues of \$0.05 a share, offset, in part, by lower surcharges for assessments and fees that are collected in revenues from customers of \$(0.03) a share.
Operations and maintenance expenses		0.13	Reflects lower pension and other postretirement benefits costs of \$0.07 a share as well as lower regulatory assessments and fees that are collected in revenues from customers of \$0.03 a share, offset, in part, by higher municipal infrastructure costs of \$(0.01) a share.
Depreciation, property taxes and other tax matters		(0.12)	Reflects higher depreciation and amortization expense of $(0.04)$ a share, property taxes of $(0.04)$ a share, and income taxes of $(0.04)$ a share.
Other		(0.04)	Includes the impact of the dilutive effect of Con Edison's stock issuances.
Total CECONY	\$	(0.07)	
O&R <sup>(1)</sup>			
Changes in rate plans and regulatory charges		0.03	
Operations and maintenance expenses		(0.02)	Reflects higher pension costs of \$(0.01) a share.
Other		(0.01)	Includes the impact of the dilutive effect of Con Edison's stock issuances.
Total O&R	\$	_	
Clean Energy Businesses			
Operating revenues less energy costs		(0.15)	Reflects higher revenues from renewable electric production projects, offset by lower revenues from the retail electric supply business which was sold in September 2016. Includes \$(0.01) a share and \$0.20 a share of net after-tax mark-to-market gains/(losses) for the three months ended June 30, 2017 and 2016, respectively. Substantially all the mark-to-market effects in the 2016 periods related to the retail electric supply business sold in September 2016.
Other operations and maintenance expenses		(0.02)	
Depreciation		(0.02)	
Other		0.02	Includes \$0.02 a share net after-tax loss related to the impairment of a solar electric production investment for the three months ended June 30, 2016 and the impact of the dilutive effect of Con Edison's stock issuances.
Total CEBs	\$	(0.17)	
Con Edison Transmission			
Total CET	\$	0.03	Reflects income from equity investments and the impact of the dilutive effect of Con Edison's stock issuances.
Parent	•		
Total Parent Co.	\$		
Reported EPS (GAAP)	\$	(0.21)	
Impairment of solar electric production investment		(0.02)	
Net mark-to-market effects of the CEBs'		0.21	
Adjusted EPS (non-GAAP)	\$	(0.02)	

1. Under the revenue decoupling mechanisms in the utilities' New York electric and gas rate plans and the weather-normalization clause applicable to their gas businesses, revenues are generally not affected by changes in delivery volumes from levels assumed when rates were approved. In general, the utilities recover on a current basis the fuel, gas purchased for resale and purchased power costs they incur in supplying energy to their full-service customers. Accordingly, such costs do not generally affect Con Edison's results of operations.





## 2Q 2017 vs. 2Q 2016 EPS Reconciliation by Company

#### 3 months ending June 30, 2017

	CECONY	O&R	CEBs	CET <sup>(1)</sup>	Parent	Total
Reported EPS – GAAP basis	\$0.47	\$0.01	\$0.07	\$0.03	\$(0.01)	\$0.57
Net mark-to-market losses	—		0.01	_	_	0.01
Adjusted EPS – Non-GAAP basis	\$0.47	\$0.01	\$0.08	\$0.03	\$(0.01)	\$0.58

#### 3 months ending June 30, 2016

	CECONY	O&R	CEBs	CET <sup>(1)</sup>	Parent	Total
Reported EPS – GAAP basis	\$0.54	\$0.01	\$0.24	\$—	\$(0.01)	\$0.78
Impairment of solar electric production investment	—		0.02	_	_	0.02
Net mark-to-market gains	—	—	(0.20)	—	—	(0.20)
Adjusted EPS – Non-GAAP basis	\$0.54	\$0.01	\$0.06	\$—	\$(0.01)	\$0.60

1. In 2016, Con Edison Transmission began investing, through CET Electric and CET Gas, in electric transmission and gas pipeline and storage assets.





## 2Q 2017 Developments\*

#### CECONY

- In May 2017, the company decreased its five-year forecast of average annual growth of the peak gas demand in its service area at design conditions from approximately 2.3 percent (for 2017 to 2021) to 1.6 percent (for 2018 to 2022) attributable to significant progress in oil-to-gas conversions. (page 41)
- In May 2017, a transformer failure resulted in oil leaking into the East River. The company has replaced the transformer and is continuing to remediate and monitor the site. (page 66)
- In June 2017, CECONY received a notice of potential liability from the U.S. Environmental Protection Agency (EPA) with respect to the Newtown Creek site that was listed in 2010 on the EPA's National Priorities List of Superfund sites. (page 66)
- In August 2017, the NYSPSC voted to issue an order in its proceeding investigating an April 21, 2017 Metropolitan Transportation Authority (MTA) subway power outage. The company anticipates that the order will require it to take certain actions relating to the electrical equipment that serves the MTA system. The company is unable to estimate its possible costs related to this matter. (page 21)

#### **Clean Energy Businesses**

- In May 2017, Con Edison Development sold Upton 2, a development stage solar facility, for \$11 million and recorded a \$1 million gain on sale (\$0.7 million, net of taxes). (page 39)
- 1,531 MW (AC) of renewable energy production projects in service (1,133 MW) or in construction (398 MW) at June 30, 2017. (page 67)
- 612 millions of kWh generated from solar projects and 279 millions of kWh generated from wind projects during the three months ended June 30, 2017. (page 68)

#### **Con Edison Transmission**

 In June 2017, the Federal Energy Regulatory Commission staff issued a final environmental impact statement (EIS) for the Mountain Valley Pipeline. The 90-day federal authorization decision deadline is September 21, 2017.

\*Page references to 2Q 2017 Form 10-Q.





## YTD 2017 Earnings

	Net Income (\$ in Millions)			Earnings per Share		
	2017		2016	201	7	2016
Reported Net Income and EPS – GAAP basis	\$ 563	\$	542	\$	1.84	\$ 1.83
Gain on sale of solar electric production project	(1)		—		—	—
Impairment of solar electric production investment	_		5		_	0.02
Net mark-to-market effects of the CEBs	3		(20)		0.01	(0.07)
Adjusted Earnings and Adjusted EPS – non-GAAP basis	\$ 565	\$	527	\$	1.85	\$ 1.78



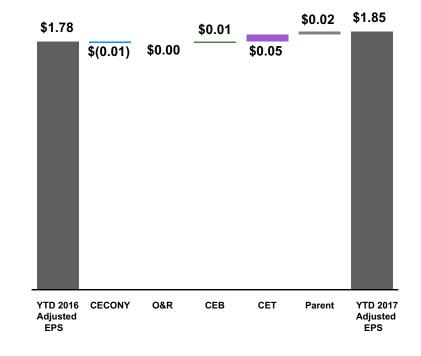


## Walk from YTD 2016 EPS to YTD 2017 EPS



Variance in Reported EPS (GAAP)

### Variance in Adjusted EPS (Non-GAAP)







## YTD 2017 vs. YTD 2016 EPS Variances - Six Months Ended Variation

CECONY <sup>(1)</sup>			
Changes in rate plans and regulatory charges			
Timing of recognition of electric annual revenues	\$	0.02	Reflects higher electric net base revenues as over the six month period increased base rates offset decreased assumed delivery volumes under the company's new electric rate plan.
Other rate plan changes		0.14	Reflects higher gas net base revenues of \$0.15 a share and growth in the number of gas customers of \$0.02 a share, offset, in part, by lower surcharges for assessments and fees that are collected in revenues from customers of \$(0.02) a share.
Weather impact on steam revenues		0.02	
Operations and maintenance expenses			Reflects lower pension and other postretirement benefits costs of \$0.15 a share as well as lower regulatory assessments and fees that are collected in revenues from customers of \$0.02 a share, offset, in part, by higher municipal infrastructure costs of \$(0.02) a share.
Depreciation, property taxes and other tax matters		(0.26)	Reflects higher depreciation and amortization expense of $(0.09)$ a share, property taxes of $(0.09)$ a share, and income taxes of $(0.08)$ a share.
Other			Includes the impact of the dilutive effect of Con Edison's stock issuances.
Total CECONY	\$	(0.01)	
O&R <sup>(1)</sup>			
Changes in rate plans and regulatory charges		0.04	
Operations and maintenance expenses			Reflects higher pension costs of $(0.01)$ a share and higher regulatory assessments and fees that are collected in revenues from customers of $(0.01)$ a share.
Depreciation and property taxes		(0.01)	Includes the impact of the dilutive effect of Con Edison's stock issuances.
Total O&R	\$	_	
Clean Energy Businesses			
Operating revenues less energy costs		_	Reflects higher revenues from renewable electric production projects, offset by lower revenues from the retail electric supply business which was sold in September 2016. Includes \$(0.01) a share and \$0.07 a share of net after-tax mark-to-market gains/(losses) for the six months ended June 30, 2017 and 2016, respectively. Substantially all the mark-to-market effects in the 2016 periods related to the retail electric supply business sold in September 2016.
Other operations and maintenance expenses		(0.02)	
Depreciation		(0.04)	
Net interest expense		(0.01)	
Other		0.02	Includes \$0.02 a share net after-tax loss related to the impairment of a solar electric production investment for the six months ended June 30, 2016 and the impact of the dilutive effect of Con Edison's stock issuances.
Total CEBs	\$	(0.05)	
Con Edison Transmission	÷	· ·	
Total CET	\$	0.05	Reflects income from equity investments and the impact of the dilutive effect of Con Edison's stock issuances.
Parent			
Total Parent Co.	\$	0.02	Reflects higher state income tax benefits and the impact of the dilutive effect of Con Edison's stock issuances.
Reported EPS (GAAP)	\$	0.01	
Impairment of solar electric production investment		(0.02)	
Net mark-to-market effects of the CEBs'		0.08	
Adjusted EPS (non-GAAP) 1. Under the revenue decoupling mechanisms in the utilities' New Yor	\$ rk electric	0.07 c and gas	rate plans and the weather-normalization clause applicable to their gas businesses, revenues are generally not affected

1. Under the revenue decoupling mechanisms in the utilities' New York electric and gas rate plans and the weather-normalization clause applicable to their gas businesses, revenues are generally not affected by changes in delivery volumes from levels assumed when rates were approved. In general, the utilities recover on a current basis the fuel, gas purchased for resale and purchased power costs they incur in supplying energy to their full-service customers. Accordingly, such costs do not generally affect Con Edison's results of operations.





## YTD 2017 vs. YTD 2016 EPS Reconciliation by Company

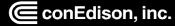
#### 6 months ending June 30, 2017

	CECONY	O&R	CEBs	CET <sup>(1)</sup>	Parent	Total
Reported EPS – GAAP basis	\$1.58	\$0.10	\$0.09	\$0.05	\$0.02	\$1.84
Net mark-to-market losses	—		0.01	—		0.01
Adjusted EPS – Non-GAAP basis	\$1.58	\$0.10	\$0.10	\$0.05	\$0.02	\$1.85

#### 6 months ending June 30, 2016

	CECONY	O&R	CEBs	CET <sup>(1)</sup>	Parent	Total
Reported EPS – GAAP basis	\$1.59	\$0.10	\$0.14	\$—	\$—	\$1.83
Impairment of solar electric production	_	_	0.02	_	_	0.02
Net mark-to-market gains		—	(0.07)	—	—	(0.07)
Adjusted EPS – Non-GAAP basis	\$1.59	\$0.10	\$0.09	\$—	\$—	\$1.78

1. In 2016, Con Edison Transmission began investing, through CET Electric and CET Gas, in electric transmission and gas pipeline and storage assets.





# Five-Year Reconciliation of Reported EPS (GAAP) to Adjusted EPS (Non-GAAP)

2 Months Ending December 31,					
	2013	2014	2015	2016	2017 <sup>(1)</sup>
eported EPS – GAAP basis	\$3.62	\$3.73	\$4.07	\$4.15	\$4.16
Gain on sale of the CEBs' retail electric supply business	-	-	-	(0.19)	(0.19)
Goodwill impairment related to the CEBs' energy service business				0.04	0.04
Impairment of assets held for sale	-	-	0.01	-	-
Gain on sale of solar electric production projects	-	(0.09)	-	-	(0.02)
Loss from LILO transactions	0.32	-	-	-	-
Net mark-to-market effects of the CEBs	(0.14)	0.25	-	(0.01)	0.06
djusted EPS – Non-GAAP basis	\$3.80	\$3.89	\$4.08	\$3.99	\$4.05

1. Represents 12-month trailing EPS ending June 30, 2017





## **Sustainability Highlights**

#### • Safety and Environment:

• Con Edison finished 2016 with an OSHA injury and illness incidence rate of 1.18 per 200,000 hours worked, the lowest in our history.

#### Operational Excellence:

- For the ninth year in a row, our company was recognized by PA Consulting Group, Inc. with the Outstanding System-Wide Reliability Award.
- In July 2017, we began installation of the first smart meters as part of our \$1.4 billion smart-meter technology investment, the largest capital investment in Con Edison's 193-year history.
- Smart meters will provide financial, operational and environmental benefits to customers and support New York State's Reforming the Energy Vision proceeding's objectives.

#### Customer and Community:

- JD Power ranks us No. 1 in business electric & gas customer satisfaction among large utilities in the East.
- JD Power ranked us No. 2 in residential electric customer satisfaction among large utilities in the East.





## **CECONY Operations and Maintenance Expenses** (\$ in millions)

Departmental

\$1.528 \$1,464 \$1,477 \$1,489 \$1,476 \$1,422 \$1,417 \$1,384 \$354 \$284 \$1,329 \$1,312 \$1.313 \$344 \$287 Other \$352 \$1,123 \$517 \$519 \$517 \$279 \$550 \$144 YTD Regulatory Fees and \$469 Assessments (2) \$474 \$213 YTD **Health Care/** \$156 **Other Employee** \$133 \$149 **Benefits** \$519 \$159 \$160 \$485 \$467 \$168 **Pension**/ \$364 \$82 YTD \$348 \$761 YTD **OPEBs** \$202 \$101 YTD 2012 2012 2013 2014 2015 2016 2017E 2013 2014 2015 2016 2017E

Other Expenses<sup>(1)</sup>

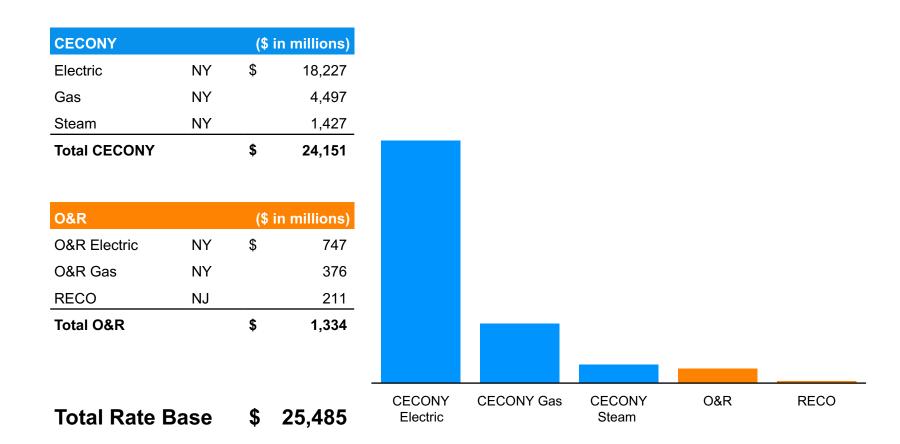
1. Other Expenses are either reconciled through amounts reflected in rates, or represent surcharges that are recovered in revenues from customers.

2. Includes Demand Side Management, System Benefit Charges and Public Service Law 18A assessments which are collected in revenues.





## **Composition of Regulatory Rate Base**<sup>(1)</sup> (as of June 30, 2017)

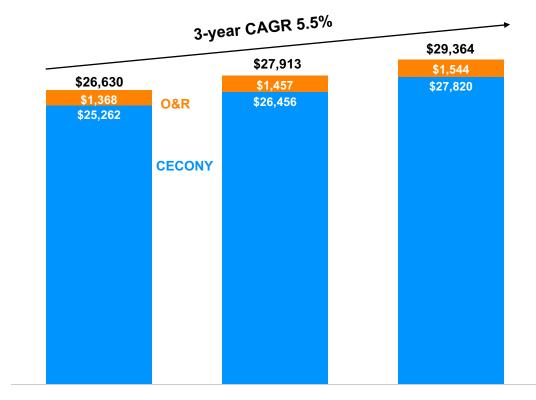


1. Average rate base for 12 months ended 6/30/2017.





## Forecasted Average Rate Base Balances (\$ in millions)



		2017	2018	2019
	Electric \$	18,902 \$	19,530 \$	20,277
CECONY	Gas	4,841	5,395	6,005
	Steam	1,519	1,531	1,538
O&R	Electric	746	784	832
υακ	Gas	392	423	448
RECO	Electric	230	250	264





# **Regulated Utility Rates of Return and Equity Ratio** (12 Months ended June 30, 2017)

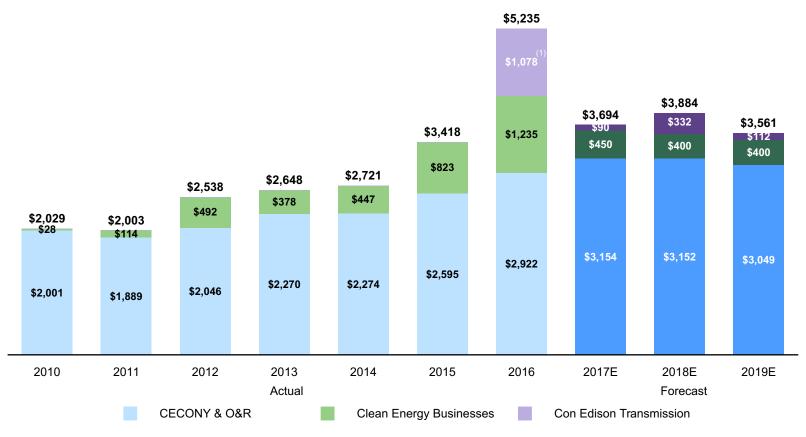
	Regulated Basis			
	Allowed	Actual		
CECONY				
Electric	9.0%	9.2%		
Gas	9.0	9.0		
Steam	9.3	7.9		
Overall – CECONY	9.0 <sup>(1)</sup>	9.1		
CECONY Equity Ratio	48.0%	48.7%		
O&R				
Electric	9.0%	8.0%		
Gas	9.0	11.4		
RECO	9.6	7.3		
Overall – O&R	9.1 <sup>(1)</sup>	8.8		
O&R Equity Ratio	48.0%	49.3%		

1. Weighted by rate base





### Capital Expenditures (\$ in millions)



1. 2016 includes Stagecoach JV initial investment of \$974 million.





## Utility Capital Expenditures (\$ in millions)



	Annual	CECONY Ca	pital Expen	ditures	Annual O&R	Capital Ex	
	Electric	Gas	Steam	Depreciation	Electric	Gas	Depreciation
2011	<b>\$1,354</b>	\$335	\$89	\$829	\$79	\$32	\$48
2012	1,375	426	108	894	98	39	53
2013	1,471	536	128	946	98	37	56
2014	1,500	549	83	991	105	37	61
2015	1,658	671	106	1,040	114	46	68
2016	1,819	811	126	1,103	114	52	68
2017E	1,957	935	70	1,203	136	56	72
2018E	1,919	953	71	1,259	151	58	78
2019E	1,798	983	68	1,341	148	52	83





## **2017 Financing Plan and Activity**

### **Debt and Equity Financing Plan**

- Capital expenditures of \$3,694 million (CECONY: \$2,962 million, the CEBs: \$450 million, O&R: \$192 million, CET: \$90 million)
- Issue between \$1.0 billion and \$1.8 billion of long-term debt, most of which would be at the Utilities
- Issue additional debt secured by the CEBs' renewable electric production projects
- Issue up to \$350 million of common equity in 2017 in addition to equity issued through dividend reinvestment, employee stock purchase and long-term incentive plans

#### Activity to Date

- In March, CEI issued \$400 million 2.00% debentures due 2020 and prepaid the \$400 million variable rate term loan that was set to mature in June 2018
- In March, CED Upton County Solar, a subsidiary of CED, issued \$97 million 4.45% senior secured notes due 2042
- In June, CECONY issued \$500 million 3.875% debentures due 2047

### **Debt Maturities**

(\$ in millions)	2017	2018	2019		2020		2021
Con Edison, Inc. [Parent Co.]	\$ 2		\$ 3	•	403	•	503
CECONY	-	1,200	475		350		-
O&R	4	55	62		-		-
CEBs	 33	 31	 34		35		37
Total	\$ 39	\$ 1,288	\$ 574	\$	788	\$	540





### Capital Structure – June 30, 2017 (\$ in millions)

Consolidated Edison, Inc.
A3 / BBB+ / BBB+

Debt	\$ 15,341	51%
Equity	14,497	49
Total	\$ 29,838	100%

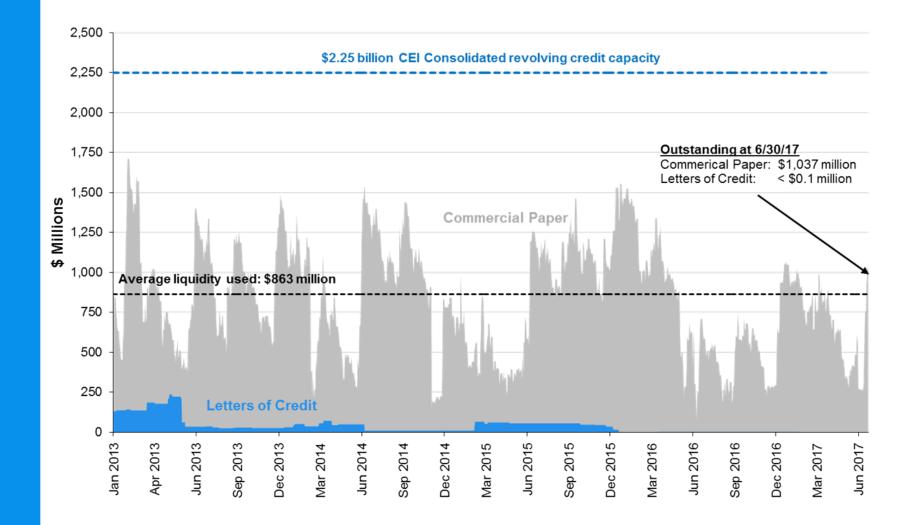
CECONY A2 / A- / A-	O&R A3 / A- / A-	Parent and Other
Debt \$ 12,570 51%	Debt \$ 663 50%	Debt \$ 2,108 53%
Equity 11,958 49	Equity 654 50	Equity 1,885 47
Total \$ 24,528 100%	Total \$ 1,317 100%	Total \$ 3,993 100%

Amounts shown exclude notes payable and include the current portion of long-term debt; senior unsecured credit ratings shown in order of Moody's / S&P / Fitch; All ratings have stable outlooks.





## Liquidity Profile (\$ in millions)



ConEdison, inc.



## **Utility Sales and Revenues – Second Quarter and Year-to-Date**

The changes in the energy delivered by the company's utility subsidiaries, both for actual amounts and as adjusted for variations in weather and billing days, for the three and six months ended June 30, 2017 (expressed as a percentage of 2016 amounts):

	Second Quarte	r Variation	Year-to-Date	Variation	
	2017 vs. 2	2016	2017 vs. 2016		
	Actual Adjusted		Actual	Adjusted	
CECONY					
Electric	(2.7)	(0.9)	(1.1)	(0.6)	
Firm – Gas	4.9	2.2	8.9	6.4	
Steam	(6.8)	(2.6)	(0.1)	(2.1)	
O&R					
Electric	(4.7)	(2.3)	(4.0)	(1.4)	
Firm – Gas	(9.9)	(0.5)	(1.5)	(0.2)	





## Utility Sales and Revenues – Electric Second Quarter (\$ in millions)

#### Electric – 2nd Quarter

	Millions of Kilowatt-hours		F	Revenues in	in Millions	
	2017	2016		2017	2016	
Con Edison of New York						
Residential and Religious	2,062	2,141	\$	546 \$	549	
Commercial and Industrial	2,090	2,180		429	415	
Retail choice customers	5,934	6,056		593	601	
Public Authorities	12	9		2	2	
NYPA, Municipal Agency and other sales	2,318	2,368		144	137	
Total Sales	12,416	12,754	\$	1,714 \$	1,704	
Orange and Rockland						
Residential and Religious	359	366	\$	69 \$	66	
Commercial and Industrial	177	197		27	28	
Retail choice customers	730	768		48	50	
Public Authorities	24	23		2	2	
Total Sales	1,290	1,354	\$	146 \$	146	
Regulated Utility Sales & Revenues						
Residential and Religious	2,421	2,507	\$	615 \$	615	
Commercial and Industrial	2,267	2,377		456	443	
Retail choice customers	6,664	6,824		641	651	
Public Authorities	36	32		4	4	
NYPA, Municipal Agency and other sales	2,318	2,368		144	137	
Total Sales	13,706	14,108	\$	1,860 \$	1,850	





## Utility Sales and Revenues – Electric Year-to-Date (\$ in millions)

Electric – Year-to-Date

#### Millions of Kilowatt-hours **Revenues in Millions** 2016 2017 2017 2016 Con Edison of New York 4.476 1.120 \$ **Residential and Religious** 4.339 \$ 1.134 Commercial and Industrial 4,395 4,471 859 830 Retail choice customers 12,238 12,269 1,225 1,196 24 Public Authorities 28 5 4 NYPA, Municipal Agency and other sales 4,815 4,853 270 266 25,815 26,093 \$ 3,479 \$ 3,430 **Total Sales Orange and Rockland Residential and Religious** 708 722 \$ 137 \$ 131 368 391 Commercial and Industrial 54 54 Retail choice customers 1,437 1,509 91 96 4 **Public Authorities** 48 45 4 2,561 2,667 \$ 286 \$ 285 Total Sales **Regulated Utility Sales & Revenues Residential and Religious** 5,198 \$ 1.257 \$ 1,265 5,047 4,763 913 884 Commercial and Industrial 4,862 Retail choice customers 13.675 13.778 1.316 1.292 76 69 9 8 Public Authorities NYPA, Municipal Agency and other sales 4,815 4,853 270 266 3,765 \$ **Total Sales** 28,376 28,760 \$ 3.715





## Utility Sales and Revenues – Gas Second Quarter (\$ in millions)

#### Gas – 2nd Quarter

	Thousands of Dekatherms			Revenues in M	lillions
	2017	2016	:	2017	2016
Con Edison of New York					
Residential	10,303	9,692	\$	171 \$	140
General	6,503	6,014		74	56
Firm Transportation	14,771	14,409		102	88
Total Firm Sales and Transportation	31,577	30,115		347	284
Interruptible Sales	2,109	1,815		9	5
Transportation of Customer Owned Gas	29,042	38.623		14	15
Total Sales	62,728	70,553	\$	370 \$	304
Off-system Sales	40	—		—	—
Orange and Rockland					
Residential	1,092	1,150	\$	19 \$	12
General	292	281		4	1
Firm Transportation	1.457	1.722		13	12
Total Firm Sales and Transportation	2,841	3,153		36	25
Interruptible Sales	959	946		1	1
Transportation of Customer Owned Gas	119	143		1	
Total Sales	3,919	4,242	\$	38 \$	26
Off-system Sales	—	—			
Regulated Utility Sales & Revenues					
Residential	11,395	10,842	\$	190 \$	152
General	6,795	6,295		78	57
Firm Transportation	16,228	16,131		115	100
Total Firm Sales and Transportation	34,418	33,268		383	309
Interruptible Sales	3,068	2,761		10	6
Transportation of Customer Owned Gas	29,161	38,766		15	15
Total Sales	66,647	74,795	\$	408 \$	330
Off-system Sales	40	—		—	





## Utility Sales and Revenues – Gas Year-to-Date (\$ in millions)

#### Gas – Year-to-Date

	Thousands of Dekatherms		Revenues in	Millions
	2017	2016	 2017	2016
Con Edison of New York				
Residential	34,910	31,231	\$ 509 \$	417
General	19,306	16,997	206	160
Firm Transportation	45,186	43.028	 325	279
Total Firm Sales and Transportation	99,402	91,256	1,040	856
Interruptible Sales	4,417	5,923	22	25
Transportation of Customer Owned Gas	57,275	65,788	 30	32
Total Sales	161,094	162,967	\$ 1,092 \$	913
Off-system Sales	41	—	—	—
Orange and Rockland				
Residential	4,977	4,712	\$ 68 \$	46
General	1,250	1,046	14	8
Firm Transportation	5.645	6.297	 42	41
Total Firm Sales and Transportation	11,872	12,055	124	95
Interruptible Sales	2,147	2,125	4	2
Transportation of Customer Owned Gas	517	524	 1	
Total Sales	14,536	14,704	\$ 129 \$	97
Off-system Sales	—	—	—	—
Regulated Utility Sales & Revenues				
Residential	39,887	35,943	\$ 577 \$	463
General	20,556	18,043	220	168
Firm Transportation	50,831	49,325	 367	320
Total Firm Sales and Transportation	111,274	103,311	1,164	951
Interruptible Sales	6,564	8,048	26	27
Transportation of Customer Owned Gas	57,792	66,312	 31	32
Total Sales	175,630	177,671	\$ 1,221 \$	1,010
Off-system Sales	41	—	—	—





## Utility Sales and Revenues – Steam Second Quarter and Year-to-Date (\$ in millions)

	Millions of	Pounds	Re	venues in	Millions	
	2017	2016	2	017	2016	
Con Edison of New						
General	58	68	\$	4 \$	4	
Apartment House	1,032	1,094		26	26	
Annual Power	2,335	2,511		61	62	
	3,425	3,673	\$	91 \$	92	
Total Sales	5,425	0,010	Ŷ	••••		
Iotal Sales Steam - Year-to-Date	3,423	0,010	•			
	5,425 Millions of			evenues in l	Millions	
			Re		Millions 2016	
	Millions of	Pounds	Re	evenues in l		
Steam - Year-to-Date	Millions of	Pounds	Re	evenues in l		
Steam - Year-to-Date Con Edison of New	Millions of 2017	Pounds 2016	Re 2	evenues in 1 017	2016	
Steam - Year-to-Date Con Edison of New General	<b>Millions of</b> <b>2017</b> 351	Pounds 2016 334	Re 2	evenues in 1 017 18 \$	<b>2016</b> 16	





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