



An Exelon Company

Plan Year 5 Third Quarter Report



The data presented in this document is based on preliminary results and is subject to revision and evaluation adjustments.



Smart Ideas is funded by ComEd customers in compliance with Illinois Public Act 95-0481.

PY5Q3 YTD MWH

Program Year 5 Ex-Ante Results

Program	Actual YTD Net MWh PY5 Results	Plan Net Target MWh	% of Plan Target	Program Costs YTD (\$1,000)	Projected Annual Costs (\$1,000)	Percent Annual Spend	1st Year Cost/kWh
Standard	86,388	253,200	34%	\$ 12,908	\$ 31,481	41%	Values will be reported 4th Quarter
Commercial Real Estate	2,310	5,200	44%	\$ 350	\$ 1,363	26%	
Custom	8,644	35,900	24%	\$ 1,018	\$ 6,105	17%	
Data Centers	2,310	6,500	36%	\$ 668	\$ 1,012	66%	
RCx	1,287	29,500	4%	\$ 1,054	\$ 5,568	19%	
Industrial Systems	610	19,700	3%	\$ 1,956	\$ 5,438	36%	
Business Instant Lighting Discounts	37,300	32,700	114%	\$ 2,656	\$ 3,490	76%	
Small Business Energy Savings	11,928	8,900	134%	\$ 3,417	\$ 4,445	77%	
New Construction	6,182	8,400	74%	\$ 2,065	\$ 3,197	65%	
C&I Other *				\$ 660	\$ 995	66%	
C&I Subtotal	156,959	400,000	39%	\$ 26,752	\$ 63,093	42%	
Lighting Discounts	222,235	220,000	101%	\$ 11,351	\$ 18,172	62%	
Home Energy Report	60,051	68,500	88%	\$ 1,089	\$ 2,669	41%	
Fridge & Freezer Recycle Rewards	21,771	21,000	104%	\$ 5,121	\$ 6,185	83%	
MF Home Energy Savings- Joint Program	7,952	12,000	66%	\$ 1,184	\$ 3,413	35%	
SF Home Energy Savings- Joint Program	573	700	82%	\$ 388	\$ 636	61%	
Clothes Washer Rebates	534	500	107%	\$ 2,072	\$ 2,375	87%	
Joint Elementary Energy Education		0		\$ 248	\$ 296	84%	
Complete System Replacement	1,074	2,200	49%	\$ 1,026	\$ 3,037	34%	
Residential New Construction		100	0%	\$ 43	\$ 116	37%	
Residential - Other				\$ 272	\$ 459	59%	
Residential Subtotal	314,190	325,000	97%	\$ 22,794	\$ 37,358	61%	
Third Party Admin Programs	4,568	20,000	23%		\$ 1,500		
C&I CFL Carryover	11,885	0					
Residential CFL Carryover	116,192	100,000	116%				
Portfolio Totals	603,793	845,000	71%	\$ 49,546	\$ 101,951	49%	

*C&I Other includes Marketing Database, Technical Services, C&I Call Center and General charges.

Third Quarter Program Highlights

- On track to exceed adjusted statutory goal of 827,575 MWh
- Small Business customer participation increased in Q3 with over 2700 assessments complete
- The Business Instant Lighting Discounts program has exceeded target and continues to expand. 16 distributors were added in Q3.
- Industrial Systems launched the joint Nicor Gas/ComEd Process Heating program Dec. 1 with 3 projects currently underway
- Fridge & Freezer Recycling Rewards increased incentive to \$50 if pickup is scheduled by April 30
- Home Energy Reports added a “What uses most” functionality launched on the web: provides customers with an end-use breakdown and customized energy savings tip based on their home’s usage, characteristics, and energy-usage habits
- Energy Impact Illinois (EI2) increased weatherization incentives from 50% to 70%, and increased max rebate from \$1,250 to \$1,750; This launched in July and generated significant participation.
- Lighting Discounts Negotiated with Ace Hardware and True Value to change our recycling agreement from 2/3 ComEd, 1/3 retailer funding to 50/50 starting in PY6
- Starting on January 1, 2013, the baseline energy efficiency for new home construction in Illinois changed from IECC 2009 to IECC 2012. It is estimated that the overall electric savings will decrease by approximately 60%. ComEd will continue to coordinate with Nicor to assess ways to leverage joint delivery channels.

Smart Ideas for Your Business - Commercial and Industrial

Standard

- 88,697 net MWh savings achieved YTD
- Some C&I customers are postponing project completion until PY6.
- Tighter specifications on LED fixtures and trim kits appear to be reducing LED measure participation.
- A Spring Bonus for PY5 occupancy sensor projects launched 2/1/13.
- Commercial Real Estate (CRE) savings captured in Standard net MWh savings:
 - PY5 savings tracking ahead of goal
 - Program redesign pending for PY6

Custom

- 10,954 net MWh savings achieved YTD
- PY5 forecasted savings of 80,876 MWh savings potential based on 337 projects
- Large number of applications with retail stores adding doors to refrigerated cases
- Increase in energy management control system applications

Smart Ideas for Your Business - Commercial and Industrial

Retro-commissioning

- 1,287 net MWh savings achieved YTD
- PY5 forecasted savings of 38,050 MWh based on 53 projects
- PY6 forecasted savings of 8,766 MWh based on 22 projects
- The first monitoring-based commissioning project was launched in February, and a second application is in review

Industrial Systems

- 610 net MWh savings achieved YTD
- PY5 forecasted savings of 48,686 MWh based on 145 projects
- Launched the joint Nicor Gas/ComEd Process Heating Program on Dec. 1st. Three projects are already underway.
- Seeing increased activity in Process Cooling applications

Smart Ideas for Your Business - Commercial and Industrial

Business Instant Lighting Discounts (BILD)

- 37,300 net MWh savings achieved YTD
- A BILD distributor reported sales of discounted LED and CFL lamps to Trump Tower totaling nearly 400 units
- 16 new BILD program electrical distributors signed in Q3
- Total of 52,258 LED lamps incented in the 3rd quarter with incentives totaling \$420,234

C&I New Construction

- 6,182 net MWh savings achieved YTD
- Forecasted PY5 savings of 22,696 net MWh through 140 active projects
- Monitoring impacts of adopting IECC 2012 as baseline
- Continue to maintain a multi-year comprehensive pipeline for electric and gas impacts
- Continue to simplify messaging and remove barriers to participation

Smart Ideas for Your Business - Commercial and Industrial

Small Business Energy Savings

- 11,928 net MWh savings achieved YTD
- Conversion rate from assessment to retrofits for standard SBES program approximate 30% (Avg)
- During Q3 the program benefited from engaging with Chambers, SBAs and Community Business organizations.
 - Chamber is a good first contact because local business owners in smaller, close-knit communities look to the Chamber to legitimize “too good to be true” offers.
- SBES Customers are increasingly hearing about program through word of mouth.
- Completed over 2700 assessments

Smart Ideas for Your Home - Residential

Lighting Discounts

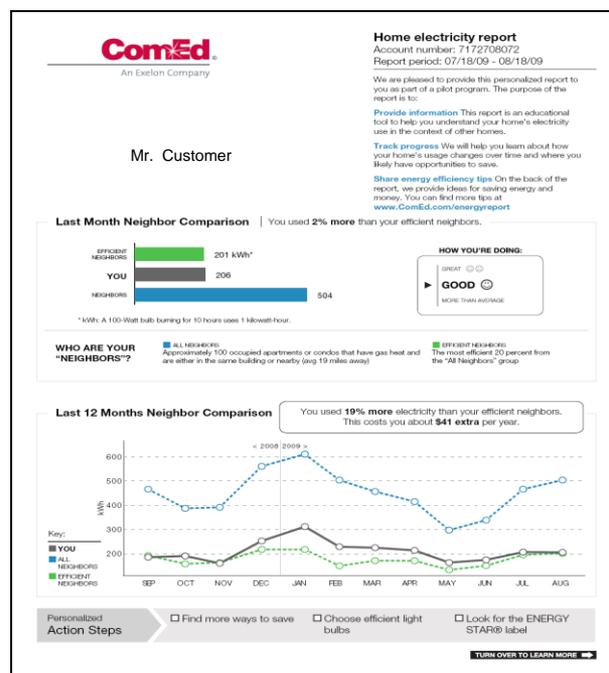
- 222,235 net MWh savings achieved YTD
- PY6 RFP closed mid-December
- Signed an MOU with Dollar Tree – incentives will launch late March
- Continue to promote limited “increased” incentives to stimulate additional sales
- Negotiated with Ace Hardware and True Value to change our recycling agreement from 2/3 ComEd, 1/3 retailer funding to 50/50 starting in PY6



Smart Ideas for Your Home - Residential

Home Energy Reports

- 60,051 net MWh savings achieved YTD
- PY5 savings have exceeded original plan goals
- “What uses most” functionality launched on the web: provides customers with an end-use breakdown and customized energy savings tip based on their home’s usage, characteristics, and energy-usage habits
- Cross-promoted Complete System Replacement



Smart Ideas for Your Home - Residential

Fridge and Freezer Recycle Rewards

- 21,771 net MWh savings achieved YTD
- Collection of almost 7,300 units during December – February placed us in a strong position to meet the Plan goal of 40,000 total units collected in PY5.
- A limited-time special offer of \$50 for appointments that are scheduled by April 30 became effective on February 1. This temporary incentive increase is intended to drive additional participation in an effort to meet our new internal collection goal of 44,675 total units.
- December 3, 2012 marked the 1 year milestone without a responsible vehicle accident (RVA) within FFRR. During this period, the appliance collection teams logged more than 215,000 miles on roads throughout ComEd's service territory in Northern Illinois.

Clothes Washer Rebates

- 534 net MWh savings achieved YTD
- Performed a quarterly review of the qualifying models at retail and added 12 new models and removed 3 models
- Sent correspondence to all participating retailers to confirm that the program will officially end April 30, 2013.



Smart Ideas for Your Home - Residential

Multi-Family Home Energy Savings

- 7,952 net MWh savings achieved YTD
- Pilot, which removed cap of 6 CFLs per unit and added CFLs in common areas, increased energy savings by more than 1,000 net MWh
- Joint program with Nicor Gas issued an RFP to redesign the program with a more comprehensive approach toward common area opportunities.
- Program continues to serve all-electric properties with over 1,700 units YTD.

Home Energy Savings

- 573 net MWh savings achieved YTD
- Increased assessments completed nearly 47% over Q2, 747 assessments completed in Q3.
- Increased projects completed in Q3 by 30% over Q2, 245 projects completed in Q3.
- Continued coordination with Energy Impact Illinois (EI2) for an increase in weatherization incentives from 50% to 70%, which increased the maximum instant rebate from \$1,250 to \$1,750. This launched in July and has generated significant participation.
- EI2 outreach model of house parties, similar to Tupperware parties, has become the largest source of program participation
- Assessments are being scheduled about 8 weeks out.
- To better manage program demand 4 new Energy Advisors were hired to conduct assessments, bringing the total to 9.

Smart Ideas for Your Home - Residential

Joint Complete System Replacement

- 1,074 net MWh achieved YTD
- Feedback from HVAC contractors continue to suggest that current economic conditions continue to influence customers to focus more on repairs and maintenance rather than on system replacements.
- City of Chicago venting code is also severely inhibiting central AC replacements within the City
- Bonus rebates in effect February 1 through April 30. All eligible systems increased from \$250 to \$350 rebate, and those 16 SEER and above are eligible for a \$500 rebate. ENERGYSTAR Most Efficient 2013 list is provided as guidance when purchasing new equipment.

Joint Residential New Construction

- Starting on January 1, 2013, the baseline energy efficiency for new home construction in Illinois changed from IECC 2009 to IECC 2012. It is estimated that the overall electric savings that can be achieved by RNCP under IECC 2012 will decrease by approximately 60%.
- While the overall goal for this year is 600 homes that are served by both ComEd electric delivery and Nicor natural gas delivery, the total number of joint homes that are expected to be completed by the end of May is only 440.
- ComEd will continue to coordinate with Nicor. We are working with Nicor to assess ways to optimize and leverage our joint delivery channels to promote energy efficiency methods and behaviors for new home construction; while staying cost effective.

Smart Ideas for Your Home - Residential

Joint Elementary Education Program

- Program expanded from 5,000 joint kits and 63 schools in PY4 to 14,000 joint kits and 160 schools in PY5.
- National Energy Foundation (NEF), the program's implementer, received detailed survey results from participating schools. NEF uses those responses to calculate product installation results and energy savings.
- Participating teachers received mini-grants depending on their percentage of returned surveys.
- Program changes under consideration for next program year include increasing the number of kits offered through the Elementary Education program and offering a new, expanded kit to high school students.

Third Party Administration Programs

Two Commercial and Industrial programs: “Dent on Energy” low-cost automation with monitoring and proactive control of HVAC systems run by RLD Resources and “Desktop Power Management” centralized power management software for desktop computers and monitors run by Resource Solutions Group. One Residential program: “CUB Energy Saver” hybrid opt in/opt out residential efficiency program run by C3 and CUB.

Dent on Energy

- 2 applications, 0 installations, 0 MWh savings in Q3
- PY4 independent evaluation completed. Program achieved a savings of 34,433 kWh out of 1,250,000 kWh targeted PY4
- Discussions with RLD underway regarding the future of the program in light of poor performance

Desktop Power Management

- Program has approved 4 pre-approval applications for an estimated 5,650 seats, corresponding to an estimated (subject to verified rebate applications and evaluation) net savings of 1,318,484 kWh
- In Q3, the website has had a total of 395 visits, with 212 of those being unique visitors
- No final rebate applications submitted in Q3

Third Party Administration Programs

CUB Energy Saver

- 504 new active participants and a total of 2,385 MWh, 17% of PY5 goal, estimated savings in Q3
- ComEd's Calico combed through C3's database of 16,000 not-Linked participants and manually matched up 5,700 existing users with active ComEd account numbers, to be converted to active (Linked) participants. The 5,700 newly Linked participants are expected to be accounted for in Q4.
- A new linking tool being developed by Calico (ESB 1.0) is expected to improve the Linking process and increase the rate of successful Linking of new users. ESB 1.0 release is expected in Q4

Marketing Education and Awareness Activities

General

- EE/EIMA shared events – sharing increases exposure with 7 events in Q3 and 2,454 direct interactions
- Email Marketing - open rate @ 14.8%
- Game App Bill Insert distributed to 3 million residential customers.
- Social Media – 32,831 Facebook Likes
- My Energy Tools / Facebook Ad Campaign
- Energy@Home newsletter



Marketing Education and Awareness Activities

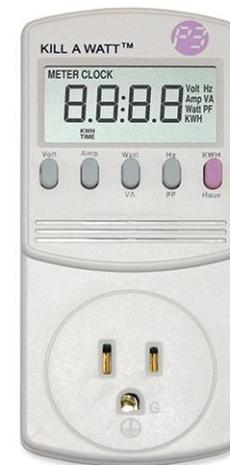
Schools and Libraries

- NEED Teacher Workshops
 - Workshops reached 32 schools
- Watt Detective Program
- Moore Syndication/Louie the Lightning Bug
- Teacher Email Blasts to approximately 4,000 teachers



USING THE WATT DETECTIVE METER

- 1 Unplug the appliance you will be testing from the wall.
- 2 Plug the meter into a properly grounded and working electrical outlet.
- 3 Plug the device into the meter. The meter will begin to measure electrical use immediately.
- 4 Press the KWH/Hour button once to display the consumed kilowatt-hours for the appliance you are testing.
- 5 Make sure you record all the information, as the meter will not save the information once it is unplugged from the electrical outlet.
- 6 Once you are done testing the appliance, unplug the appliance from the meter and unplug the meter from the wall.



WHAT DO THE BUTTONS MEASURE?

VOLT. Voltage flowing through the meter (approx. 120).

AMP. Electric current flowing through the meter.

WATT/VA. Press once to display the watts used by the device, press twice to display the volt amperes, also known as "apparent power."

HZ/PF. Press once for the Hertz, the device's associated frequency (approx. 60); press twice for the device's power factor (watts/volts amperes). Measures how efficiently the device is using electricity.

KWH/HOUR. Press once for the consumed kilowatt-hours for the appliance you are testing; press twice for the amount of hours the appliance has been plugged into the meter.

Marketing Education and Awareness Activities

Targeted Market

Multicultural

- Faith in Place (Energy Management Workshop)
- ComEducation Workshops (Speakers' Bureau)

African American

- Out of Home Advertising (Urban Access Media)
- Street team outreach to small businesses



Smart Ideas to save on your electric bill



5 Smart Ideas to save energy

1. **Adjust your refrigerator setting** between 35°F to 38°F so it is not "over cooling" your food.
2. **Clean the coils on your refrigerator** on a regular basis to prevent your fridge from running longer and more often.
3. **Replace working incandescent light bulbs** with compact fluorescent ones.
4. **Use a power strip** to power off unused electronics and chargers. On average, consumer electronics use 40 percent of their electricity while turned off or in "standby" mode. Some popular video game systems use as much electricity as a 100-watt incandescent light bulb when they're in standby or idle mode.
5. **Change or clean the filter** on your heating and cooling system regularly. Dirty filters can cause systems to work harder and use more energy, so check them monthly.

For more Smart Ideas, visit ComEd.com or call (888) 806-2273.

**You've got the power to save.
We've got the ideas to help.**



Emerging Technology Activities

Mission: Introduce, assess and accelerate demonstration and commercialization into the ComEd service territory emerging cost-effective energy efficient technologies and services that have been verified to offer sustainable kWh and kW savings

Current Pilots –

Agentis C&I Behavioral Pilot

A commercial performance monitoring pilot program. Participating customers will receive an energy report illustrating their energy usage compared with their peers and providing education.

- Full Launch: October 8, 2012
- Target Customer: 100-1000 kW
- Pilot Size: 6,200 small businesses (3,100 controlled, 3,100 treatment)
- To Date: Introduction letters as well as monthly Business Energy Reports have gone out to all of the treatment group customers. Marketing efforts have included bill inserts, email outreach and phone solicitation. Marketing of this program will continue to evolve in order to maximize pilot program participation. Additionally, the team is eliminating the monthly mailers for months 8, 10 and 12 and plan on using the unused funds for a call out campaign in order to improve customer subscription to the pilot. The pilot website for treated customers is fully functional and can be found at www.ComEd.agentisenergy.com The team also plans on sharing data from the first five months of program operation with Navigant for an interim evaluation review.

Emerging Technology Activities

Bes-Tech Digital-RTU Pilot

Pilot to retrofit commercial HVAC units between 5-15 years old with digital rooftop unit controllers. Pilot similar to the Omaha Public Power District study of the same digital controller.

- Full Launch: June 2012
- Target Customer: Commercial HVAC units that are 5-15 years old
- Pilot Size: 10 units
- To Date: Initial results indicate a potential savings in the summer months of between 20-35%. Collection of additional summer and winter data is needed to determine actual annual savings.

Emerging Technology Activities

Current Pilots –

AMI-Enabled Home Energy Reports – A residential pilot program seeking to understand how to leverage AMI data with behavioral efficiency programs. In addition to the home energy reports, customers will receive new AMI-enabled features and capabilities like weekly alerts/notifications via text messaging and emails.

- Full Launch: June 2012
- Target Customer: Residential
- Pilot Size: 90k
- High variable/baseload modules helped guide customers to concentrate their efforts where they had the most potential to save
- Unusual Usage Alerts have launched; too early to measure results of layered communications

Portfolio Modifications

C&I Industrial Systems

To begin PY5 the Compressed Air study-based program incentive was increased to \$0.07/kWh-saved, expanded to include Industrial Refrigeration and Process Cooling, and marketed as Industrial Systems. Process Heating will be added mid-PY5 to the Industrial Systems element as an industrial study-based program offering in conjunction with Nicor Gas. Like the other industrial study-based programs, Process Heating will start with a study of the respective system in order to provide the customer with low cost, no cost, and capital energy efficient opportunities. The customer will commit to an established amount of spend on implementation via a written agreement. If the customer meets or exceeds the agreement, the incentive will be the cost of the study and \$0.07/kWh-saved and \$1.00/therm-saved verified after implementation. In addition to this, all non study-based prescriptive and custom measures related to Process Heating will go through the respective system track. The prescriptive measures will be paid at the prescriptive incentive rate and the custom measures will be paid at \$0.07/kWh-saved verified.

Portfolio Results

Program Year	Portfolio Results Energy Saved MWh		
	Net MWh Achieved	ComEd Goal	% of Goal Achieved
PY1			
Ex Post	163,717	148,842	110%
PY2			
Ex Post	472,132	312,339	151%
PY3			
Ex Post	626,715	458,919	137%
PY4			
Ex Ante	892,303	610,804	146%
PY5			
Ex Ante	603,793	827,575	73%

Portfolio Results

MWh, Environmental and Economic Impacts

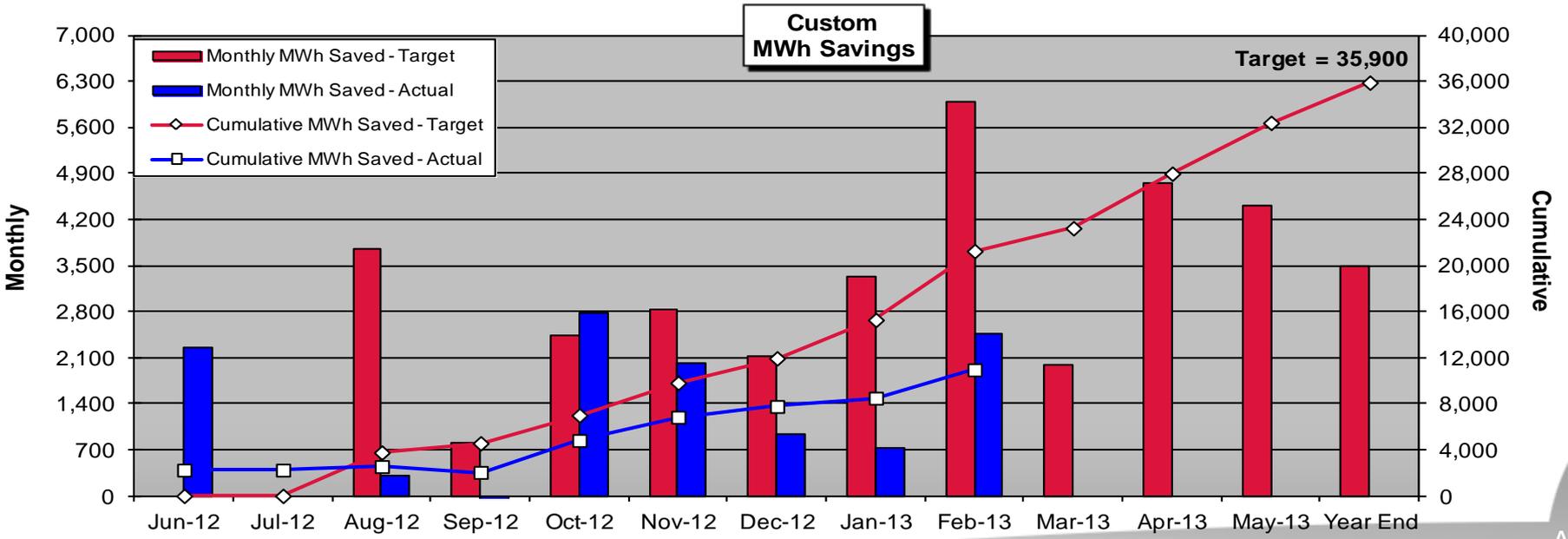
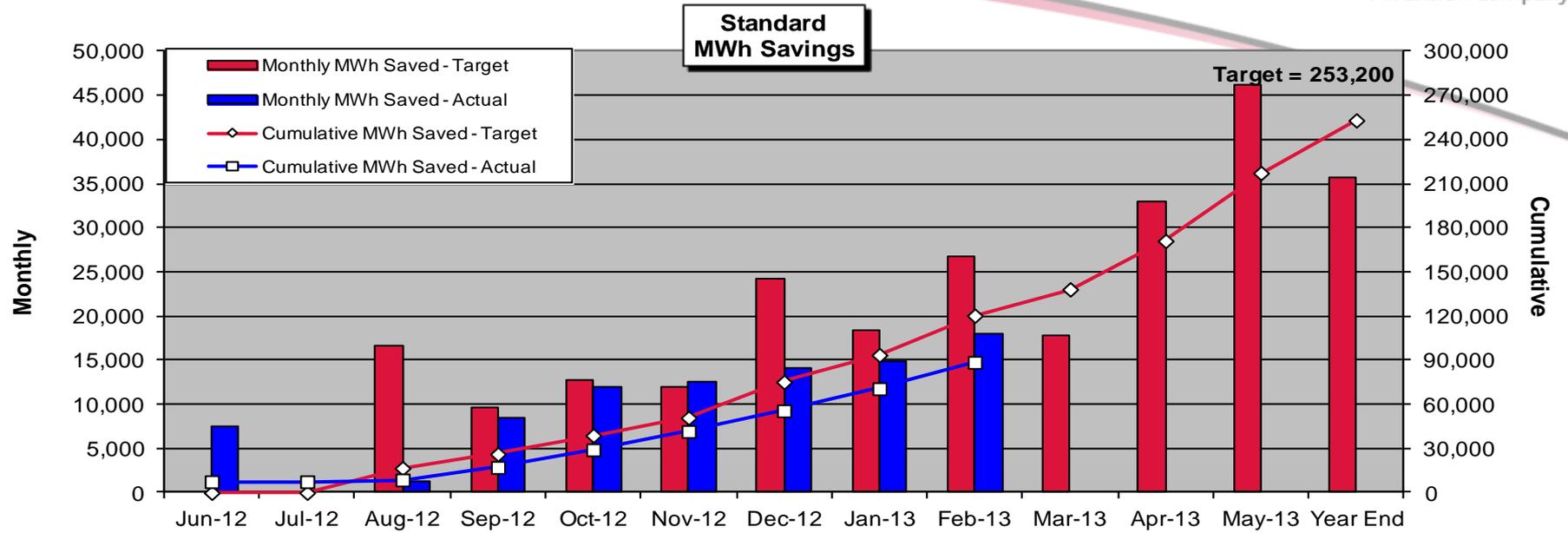
Performance Metrics (Equivalents)	PY5 Results	PY4 Results	PY3 Results	PY2 Results	PY1 Results
Net MWh	603,793	892,303	626,715	472,132	163,717
Carbon reduction (MTs)	366,991	630,999	443,186	257,230	143,236
Cars removed from the road	71,956	123,719	86,895	49,205	26,238
Acres of trees planted	78,194	134,445	94,428	70,306	39,156
Number of homes powered for 1 year*	55,405	93,415	65,611	47,755	21,263
Portfolio jobs**	196.25	178.5	154	84	66



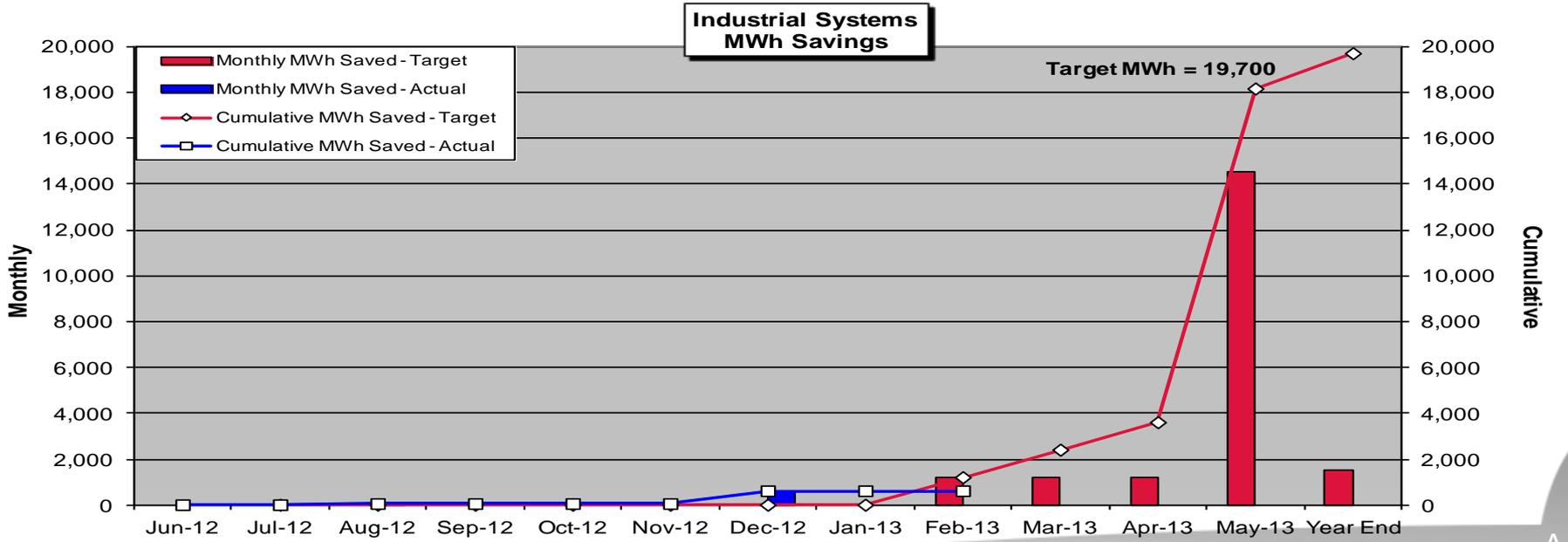
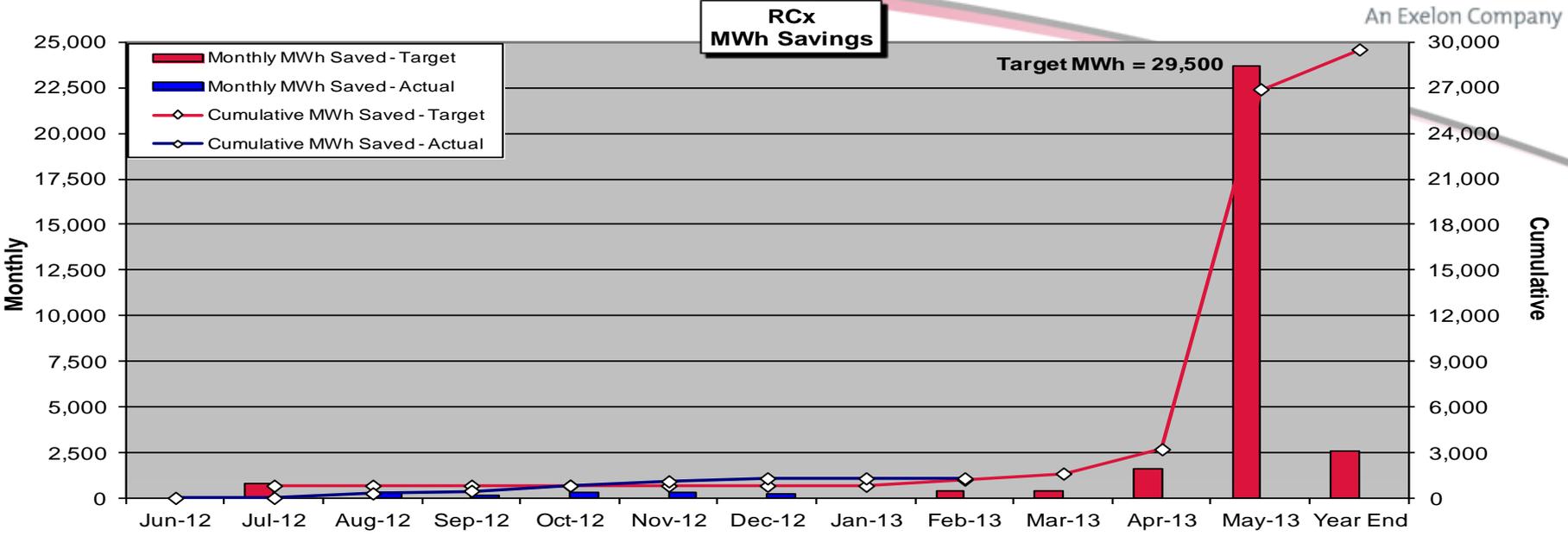
* Assumes average ComEd single-family residential home with no electric space heat consumes 801 kWh monthly or 9,612 kWh annually per the filing.

** Portfolio Jobs reflect actual positions by ComEd and its contractors that are part of the Rider EDA and does not attempt to capture indirect jobs in the energy efficiency industry that may result from the ComEd portfolio.

Commercial and Industrial Graphs



Smart Ideas For Your Business- YTD Results

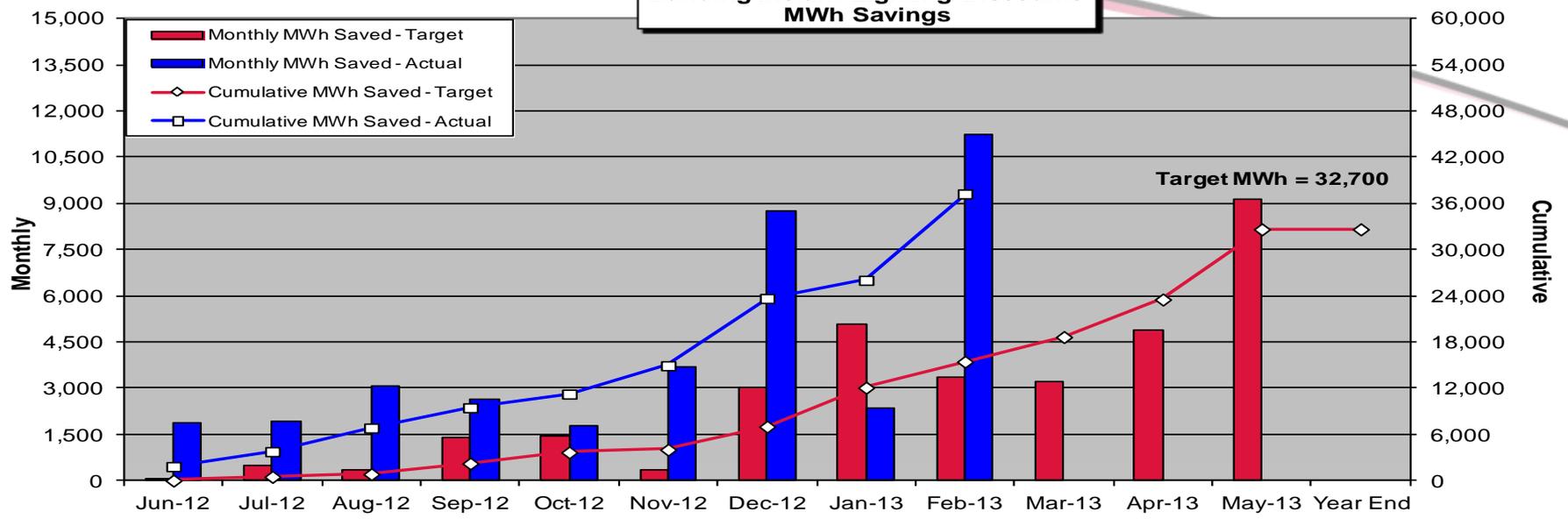


Smart Ideas For Your Business- YTD Results

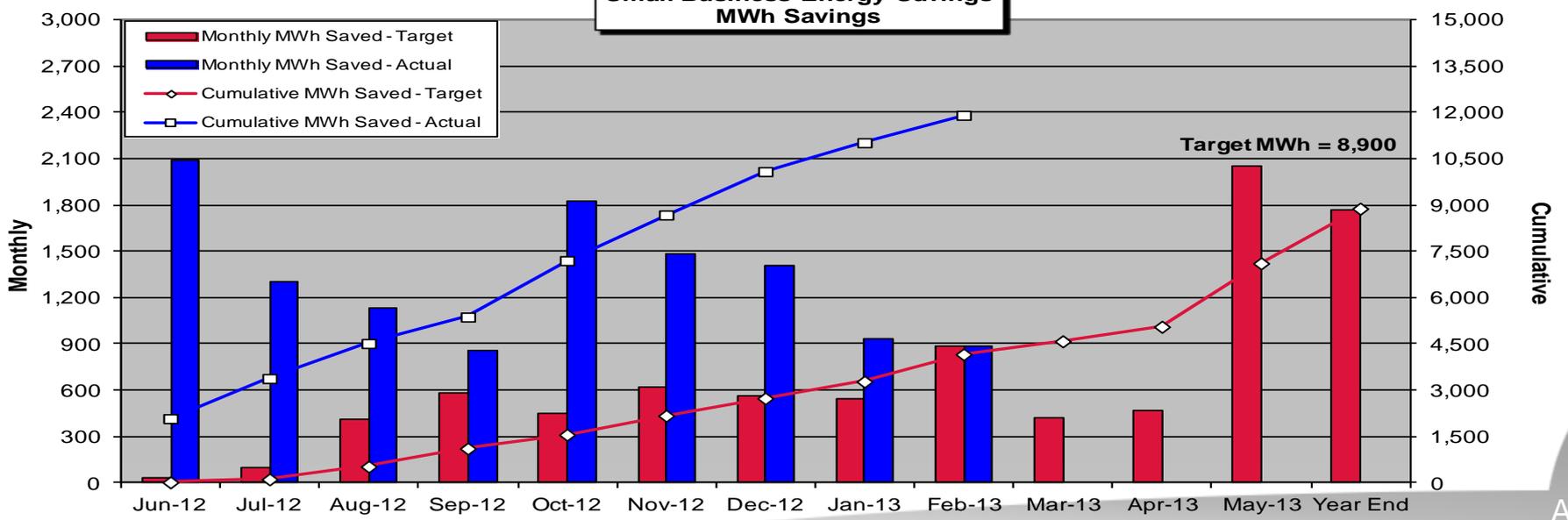


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**Building Instant Lighting Discounts
MWh Savings**

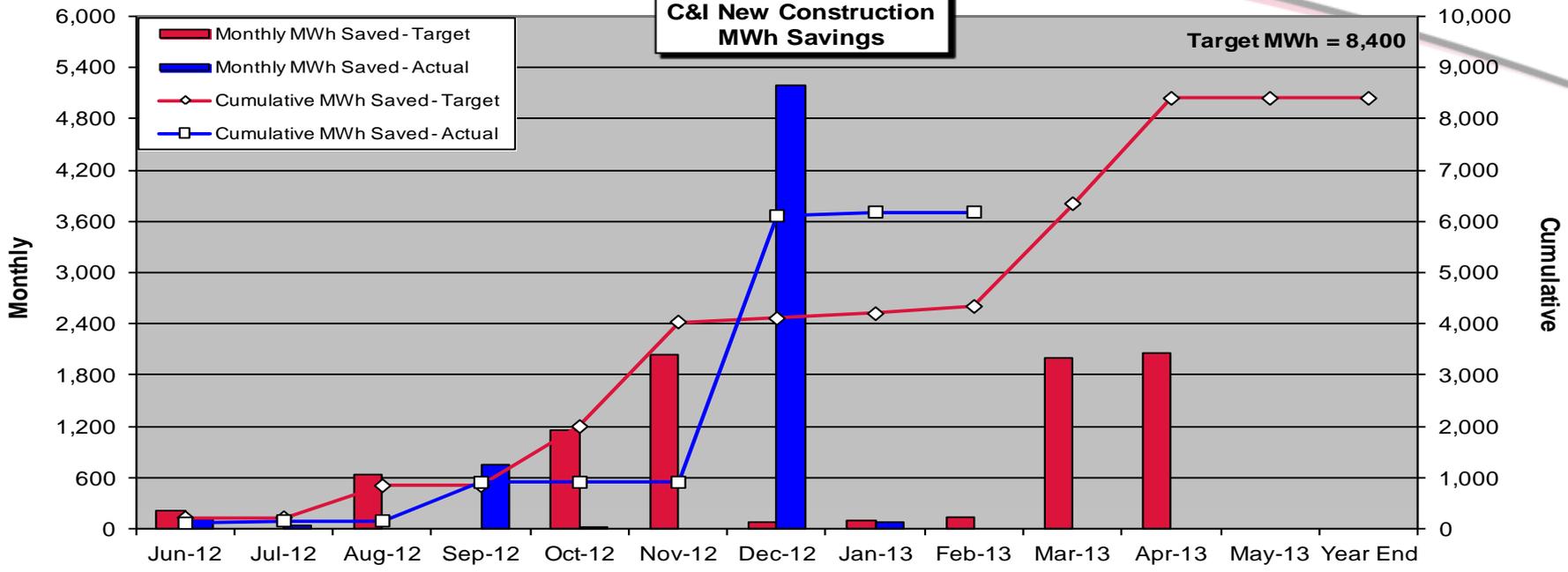


**Small Business Energy Savings
MWh Savings**



Smart Ideas For Your Business- YTD Results

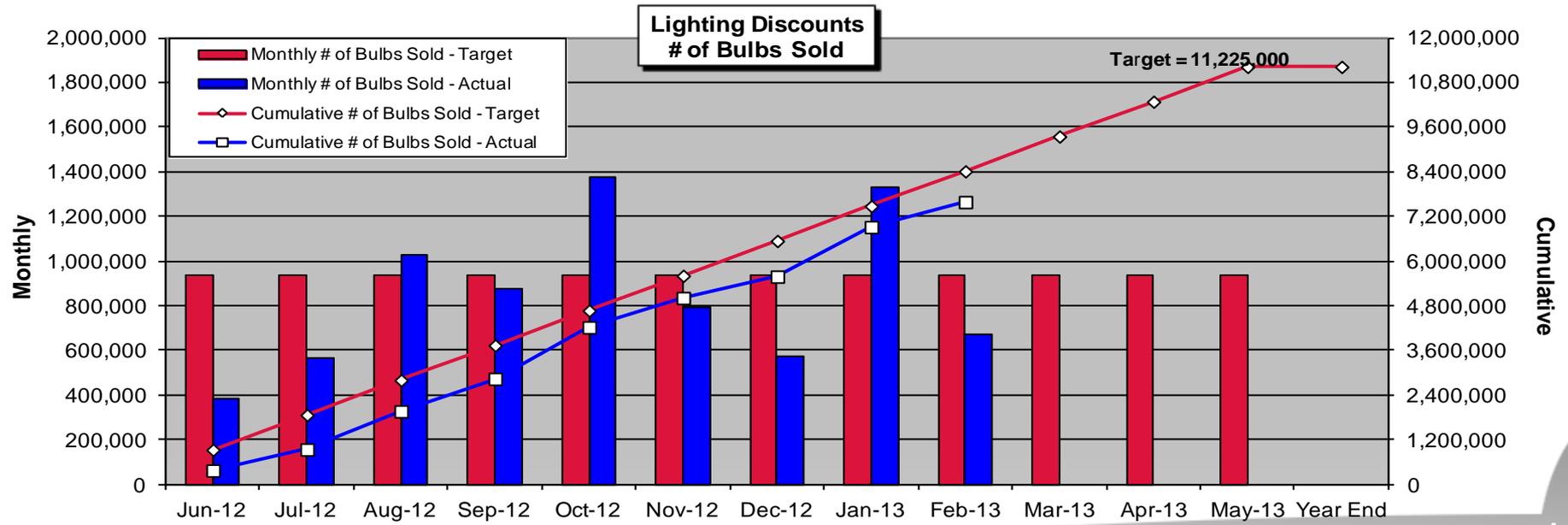
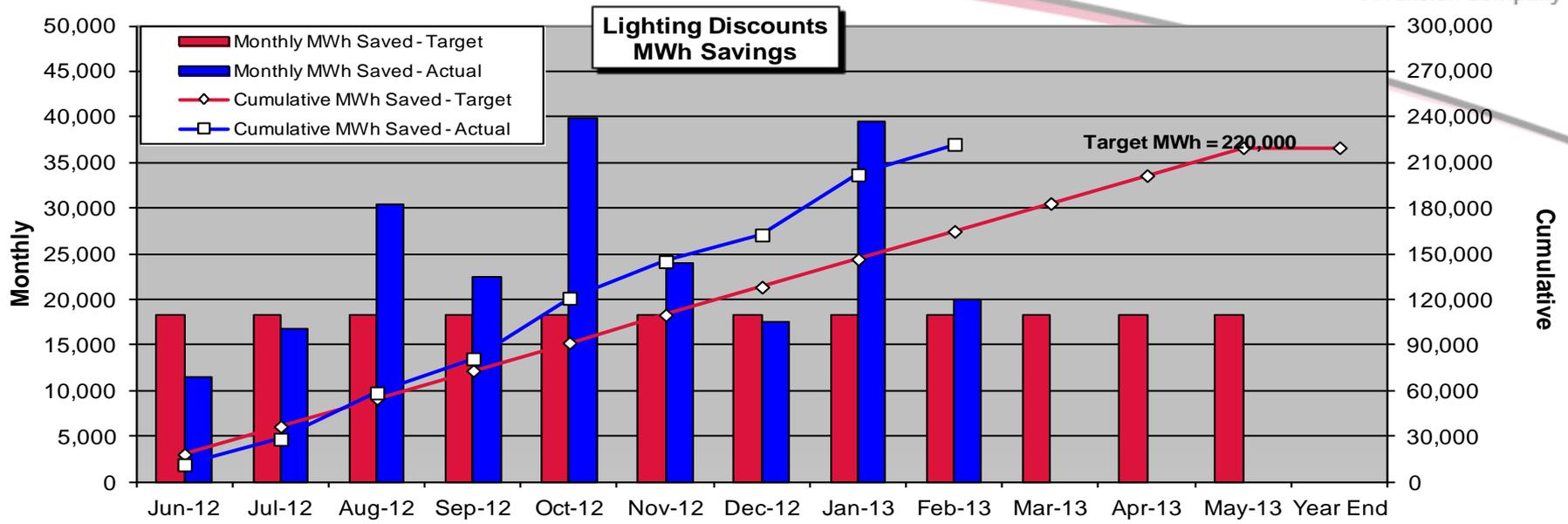
Smart Ideas - C&I New Construction MWh Savings



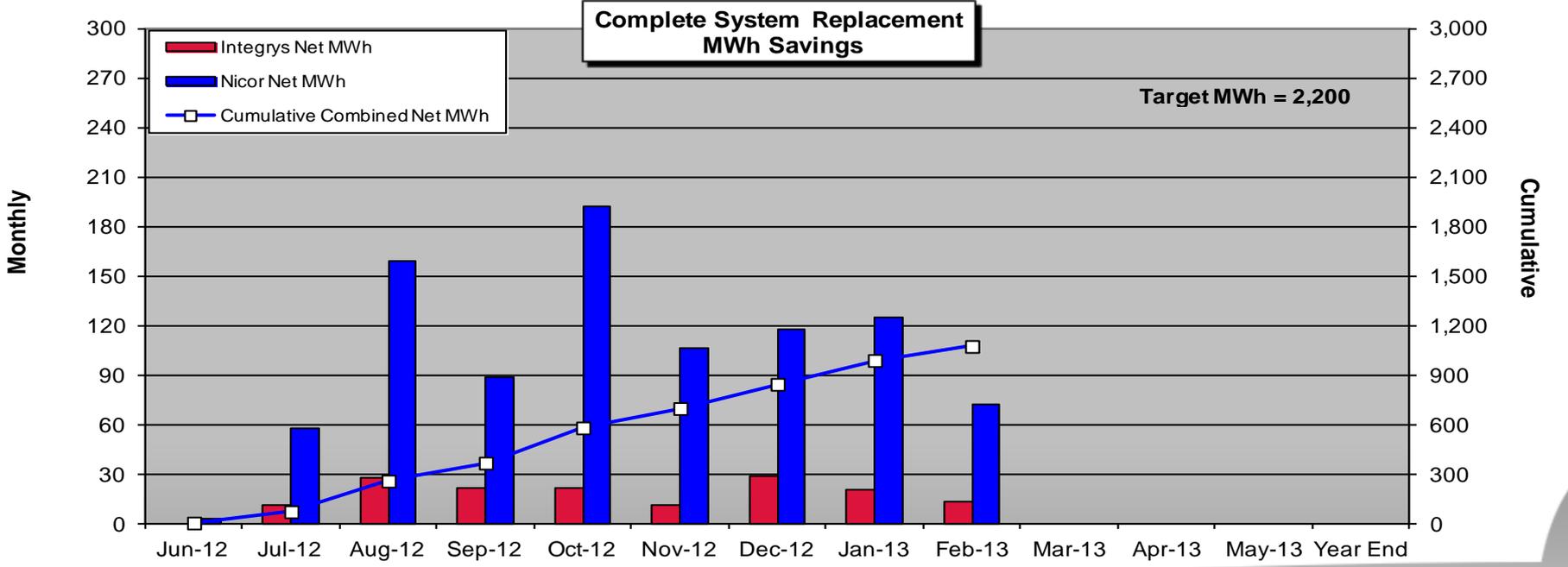
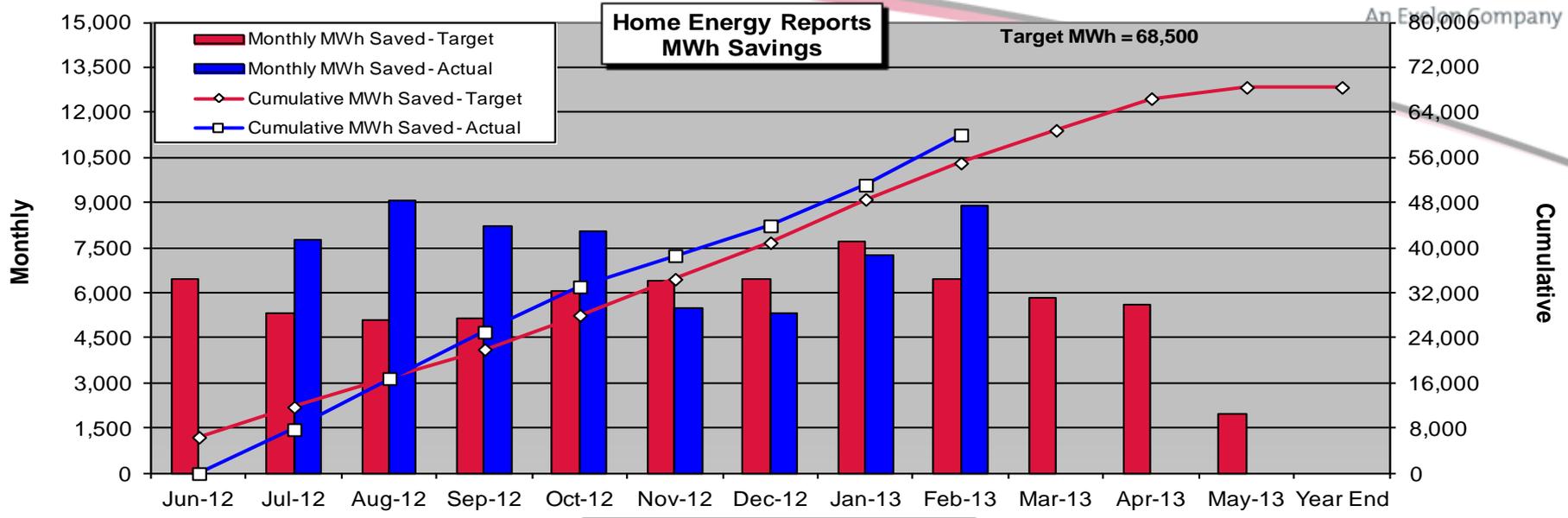
Smart Ideas For Your Home – YTD Results



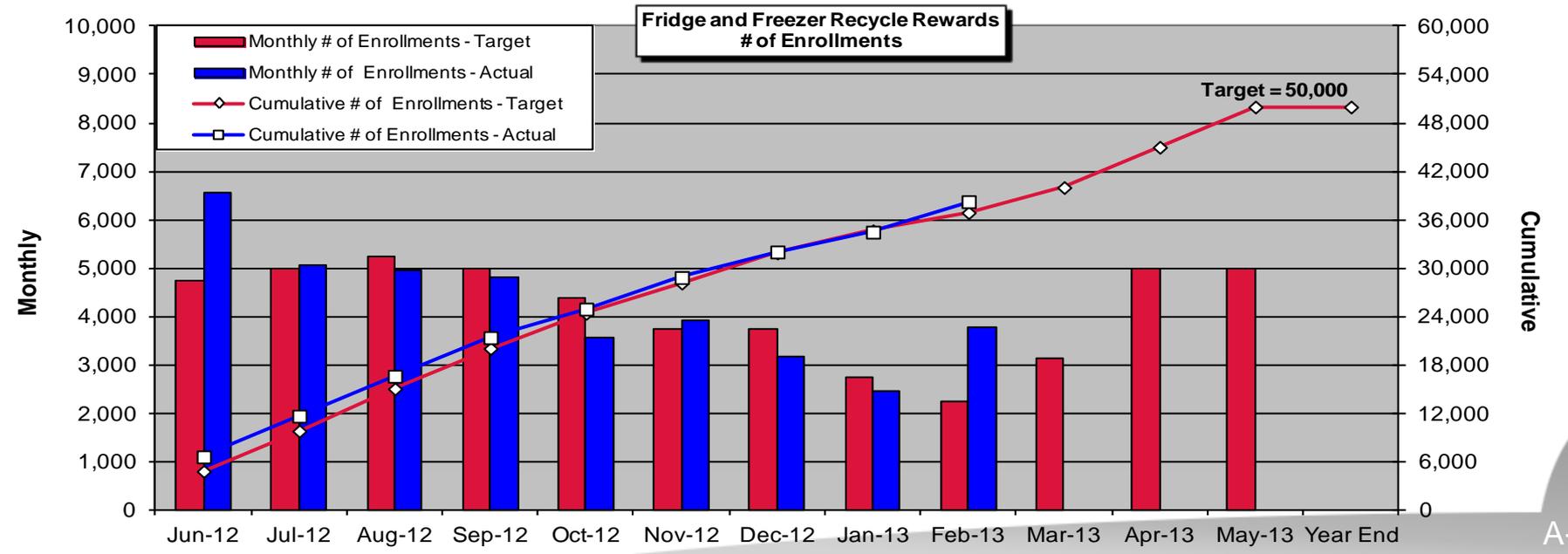
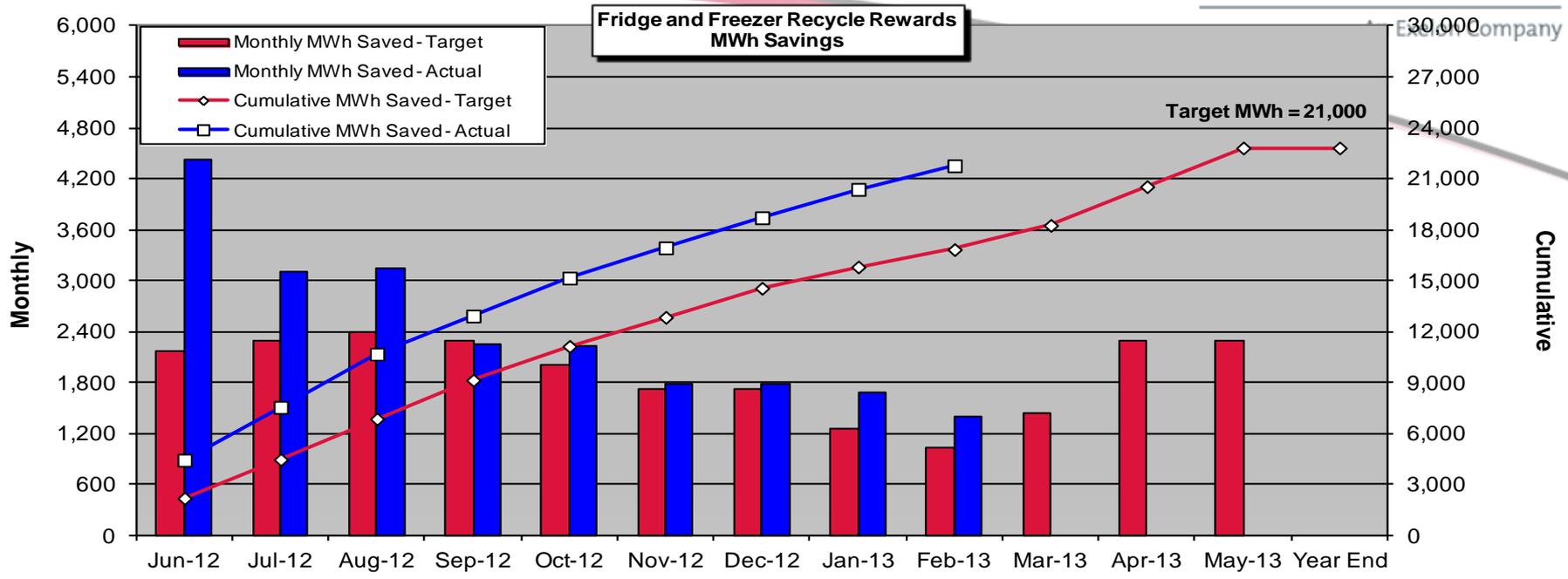
Residential Graphs



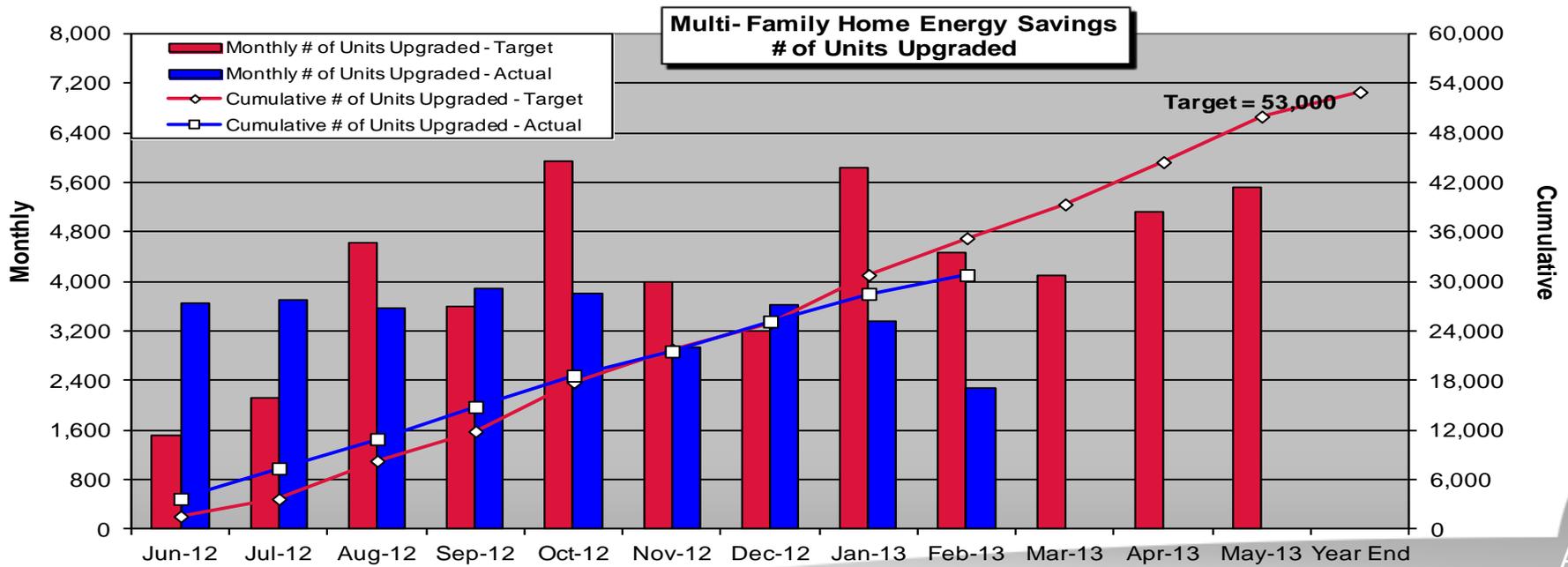
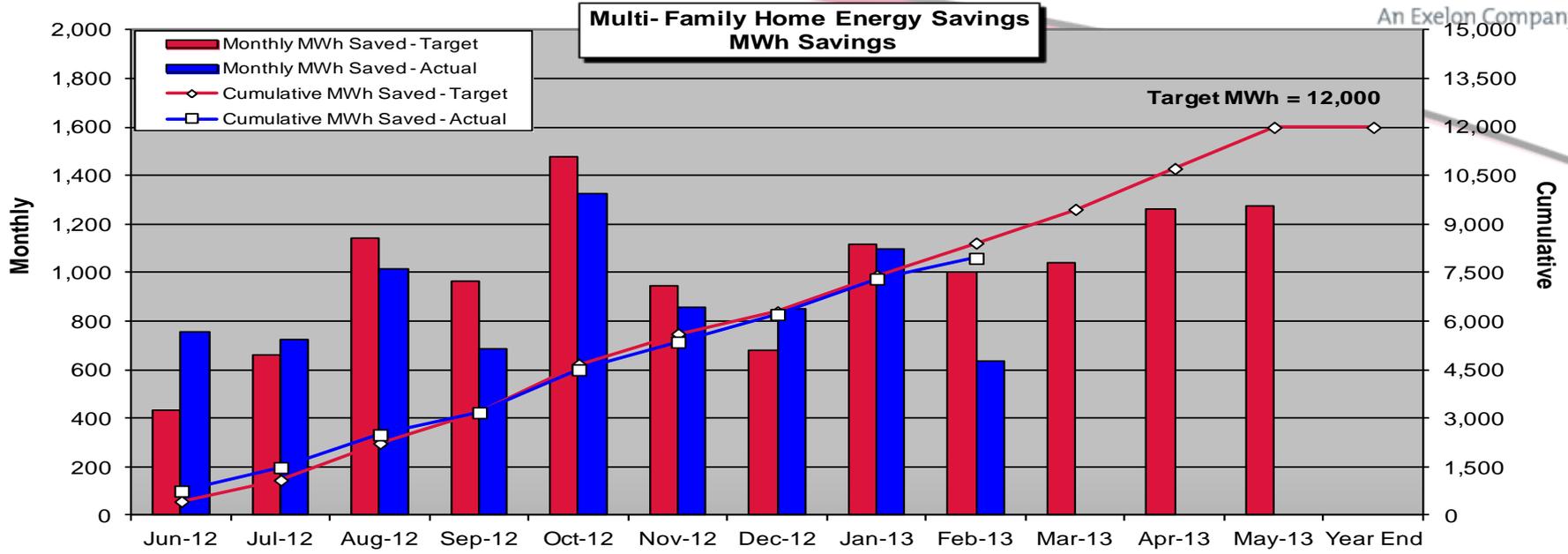
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