FPL GROUP INC Form 425 December 19, 2005

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Subject Company: FPL Group, Inc. Commission File Number: 1-8841

Creating the Premier Competitive Energy Company

## **Investor Presentation**

December 19, 2005

## Safe Harbor Language

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, for example, statements regarding benefits of the proposed merger, the likelihood and timing of closing of the proposed merger, integration plans, expected synergies, anticipated future financial and operating performance and results, including estimates for growth. Any statements that express, or involve discussions as to expectations, beliefs, plans, objectives, assumptions or future events or performance (often, but not always, through the use of words or phrases such as will likely result, are expected to, will continue, is anticipated, believe, could. estimated. potential, projection, outlook ) are not statements of historical facts and may plan, target, be forward-looking. There are a number of risks and uncertainties that could cause actual results to differ materially from the forward-looking statements made herein. These risks and uncertainties include, for example, the ability to obtain governmental approvals of the transaction on the proposed terms and schedule; the failure of FPL Group, Inc. (FPL Group) or Constellation Energy Group, Inc. (Constellation Energy) stockholders to approve the transaction; the risk that the businesses will not be integrated successfully or that anticipated synergies will not be achieved or will take longer to achieve than expected; disruption from the transaction making it more difficult to maintain relationships with customers, employees, suppliers or governmental entities; unexpected transaction costs or liabilities; economic conditions; and other specific factors discussed in documents filed with the Securities and Exchange Commission by both FPL Group and Constellation Energy. These risks, as well as other risks associated with the merger, will be more fully discussed in the joint proxy statement/prospectus that will be included in the Registration Statement on Form S-4 that Constellation Energy will file with the SEC in connection with the proposed merger. Readers are cautioned not to place undue reliance on these forwardlooking statements, which speak only as of the date of this presentation. Neither Constellation Energy nor FPL Group undertakes any obligation to publicly release any revision to its forwardlooking statements to reflect events or circumstances after the date of this presentation.

#### **Use Of Non-GAAP Financial Measures**

It is important to recognize that in certain instances in this presentation we have adjusted actual financial results, prepared in accordance with generally accepted accounting principles (GAAP), for certain items, including special items (which are defined as items not related to the ongoing, underlying business or which distort comparability of results) and certain economic, non-qualifying hedges. We have also provided earnings estimates in terms of adjusted earnings, excluding special items and certain economic, non-qualifying hedges. We believe that the resulting adjusted, non-GAAP information provides a picture of results that is comparable among periods since it excludes the impact of items, the size and nature of which can make period to period comparisons difficult and potentially confusing. However, investors should note that non-GAAP measures involve judgments by management. We note that such information is not in accordance with GAAP and should not be viewed as an alternative to GAAP information. A reconciliation of adjusted information to GAAP is included either on the slide where the information is appears or in the appendix to this presentation. These slides are only intended to be reviewed in conjunction with the oral presentation to which they relate.

#### **Non-Solicitation**

This communication is not a solicitation of a proxy from any security holder of FPL Group or Constellation Energy. Constellation Energy intends to file with the Securities and Exchange Commission a registration statement that will include a joint proxy statement/prospectus of Constellation Energy and FPL Group and other relevant documents to be mailed to security holders in connection with the proposed transaction. WE URGE INVESTORS TO READ THE JOINT PROXY STATEMENT/PROSPECTUS AND ANY OTHER RELEVANT DOCUMENTS WHEN THEY BECOME AVAILABLE, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT

FPL GROUP, CONSTELLATION ENERGY, AND THE PROPOSED TRANSACTION. A definitive proxy statement

will be sent to security holders of FPL Group and Constellation Energy seeking approval of the proposed transaction. Investors and security holders will be able to obtain these materials (when they are available) and other documents filed with the SEC free of charge at the SEC s website, www.sec.gov. In addition, a copy of the joint proxy statement/prospectus (when it becomes available) may be obtained free of charge from Constellation Energy, Shareholder Services, 750 E. Pratt Street, Baltimore, MD 21201, or from FPL Group, Shareholder Services, P.O. Box 14000, 700 Universe Blvd., Juno Beach, Florida 33408-0420.

This communication shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended.

FPL Group, Constellation Energy, and their respective directors and executive officers of FPL Group and Constellation Energy and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. Information regarding FPL Group is directors and executive officers is available in its proxy statement filed with the SEC by FPL Group on April 5, 2005, and information regarding Constellation Energy is directors and executive officers is available in its proxy statement filed with the SEC by Constellation Energy on April 13, 2005. Information regarding J. Brian Ferguson, a director of FPL Group elected since the the date of the filing of the 2005 definitive proxy statement, can be found in the Company is filing on Form 10-Q dated August 4, 2005. Other information regarding the participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the joint proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

Agenda
All
Q&A
Follin Smith
Financials
Lew Hay
Conclusion
Mayo Shattuck
A Unique Growth Platform
Lew Hay
Introduction and Overview
Presenter
Topic

## **Introduction and Overview**

Today We Are Announcing Our Agreement To Merge Our Two Companies
40.6
\$28.0
\$1,576
\$26.5
16,550
22,040
3,211
32,722
8,228
45,194
5.5
Note: Combined amounts exclude the effects of synergies, as well as purchase accounting, which are expected to be favorable
(1) As of 9/30/05
(2) Generation capacity as of 12/5/05 plus 419 MW for Duane Arnold, which is expected to close in the first quarter of 2006
(3) Trailing 12-months as of 9/30/05
(4) Source: Bloomberg as of 12/16/05
See appendix
Enterprise Value (billions) (4)
Market Capitalization (billions) (4)
Adjusted Earnings (millions) (3)
Revenue (billions) (3)
Retail Competitive Supply (Peak MWs) (1)
Wholesale Competitive Supply

(Peak MWs) (1)
Wind (MWs)
Fossil (MWs)
Nuclear (MWs) (2)
Generation Owned Capacity (MWs) <sup>2)</sup>
Regulated Electric Customers (millions) (1)
\$25.6
\$17.0
\$992
\$11.3
1,000
2,000
3,211
25,112
4,434
33,333
4.3
\$15.0
\$11.0
\$584
\$15.2
15,550
20,040
-
7,610

3,794

11,861

1.2

## **Key Transaction Terms**

#### **Structure:**

Modified merger of equals

1 share of FPL Group converted to 1 share of Constellation Energy after the merger

1 share of Constellation Energy converted to 1.444 shares of Constellation Energy after

the merger

#### **Consideration:**

100% stock

#### **Premium:**

Approximately 15% to Constellation Energy shareholders (1)

Ownership: (2)

Approximately 60% FPL Group shareholders

Approximately 40% Constellation Energy shareholders

### Name:

Constellation Energy

## **Management:**

Lew Hay to become chief executive officer

Mayo Shattuck to become chairman of the board

## **Board Members:**

9 nominated by FPL Group, 6 nominated by Constellation Energy

## **Headquarters:**

Dual corporate headquarters

Competitive energy in Baltimore, MD

Florida Power & Light in Juno Beach, FL

Baltimore Gas and Electric in Baltimore, MD

Fossil and renewable generation in Juno Beach, FL

- (1) 20-day average CEG share price of \$53.44 and FPL share price of \$42.39 ending 12/13/05
- (2) Estimated based on shares outstanding at 12/16/05

## **Organizational Structure**

## **Board of Directors**

Mayo Shattuck Chairman

Lew Hay Director

Non-executive (13) Directors

#### **Chief Executive Officer**

Lew Hay

Competitive Energy (Market-Facing

**Retail & Wholesale)** 

Mayo Shattuck

## **Regulated Utilities**

& Generation

Jim Robo

Chief Financial Officer & Chief Admin. Officer

Follin Smith

Transition & Integration

Moray Dewhurst

Florida Power & Light

Armando Olivera

**Baltimore Gas and Electric** 

Ken DeFontes

# The New Entity: A Unique And Compelling Combination

The premier competitive energy provider offering attractive growth and a balanced, moderate risk posture

Wholesale	W	ho	les	ale
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Retail

## Generation

+

+

Florida Power & Light

Baltimore Gas &

Electric

## **Corporate Strengths & Skills**

+

a solid base of stable, growing earnings and cash flow

built on the strongest balance sheet in the industry

+

+

Building The Leading Platform In The Competitive Energy Sector
Diverse Customer Mix
Fuel Mix
Renewables
Dispatch
Point
Purchased
Power
Customer
Size
Customer
Geography
Contract
Length
Diverse Supply Base
Pre-eminent hedging,
portfolio optimization and
risk management platform

**Owned Generation** 

# Building A Bigger, Stronger, And More Diversified Regulated Utility Business

# FPL s Florida Service Territory

BGE s Maryland Service Territory
(1) As of 9/30/05
(2) Trailing 12-months ended 9/30/05
3%
\$788
\$11.2
-
4.3
1.0% - 1.5%
Long-term volume growth (customers & usage)
\$168
Net income (millions) (2)
\$3.0

Rate base (billions) (1)

0.6

Gas customers (millions)

1.2

Electric customers (millions)

Attractive utility growth profile

Constructive regulatory environment

Earnings and regulatory balance

## **Benefits To Regulated Utility Customers**

Balance sheet strength

Modest direct cost savings through leveraging utility expertise across a larger platform

Opportunities to improve reliability through best practices sharing

Mutual support

Nuclear scale

Coal expertise to Florida

Florida -Benefits to

**Customers** 

Maryland Benefits to

**Customers** 

# **Growth Will Be Further Enhanced By Meaningful Synergies**

Best practice sharing

Purchasing leverage

## **Utility Operations**

Larger balance sheet

Continued growth in related commodities

## **Capital Deployment Opportunities**

Consolidated staff and transaction processing support

## Corporate

Jointly managed fleet operation

Purchasing leverage

#### Generation

Jointly managed competitive supply organization

## **Competitive Supply Operations**

Balanced footprint and portfolio scale

**Increased Revenue/Gross Margin** 

# We Will Have The Financial Strength And Flexibility To Support Our Business

# Financial Strength Balanced Business Mix Regulated / Deregulated Generation technologies and fuel Geography \$57 billion of total assets (1) \$4.5 billion to \$5.0 billion of cash flow from operations (2) Combined estimated debt to total capital of 40% - 42% (3) Note: Combined amounts exclude the effects of synergies, as well as purchase accounting, which are expected to be favorable (1) At 9/30/05 (2) Combined estimate for full-year 2007 (3)

See appendix

#2 Regulated Electric Customers (5.5 million)

**Creating A New FORTUNE 100 Company And An Industry Leader** 

**Wholesale Competitive Supplier (22,040 MWs)** 

#1 Retail Competitive Supplier (16,550 MWs)

**U.S. Generation (45,194 MWs)** 

**Wind Generation (3,211 MWs)** 

**Nuclear Generation (8,228 MWs)** (1)

 $<sup>^{(1)}</sup>$  Nuclear generation capacity as of 12/5/05 plus 419 MWs for Duane Arnold, which is expected to close by the first quarter 2006

# A Unique Growth Platform

Diverse Channels Of Growth Create Value For All New Constellation Energy Shareholders

The building blocks of growth

Shareholder value-focused management team

Invest in strategically-relevant opportunities that match the generation asset and skill base

**New Capital Deployment** 

+

Florida Power & Light

**Baltimore Gas and Electric** 

Strong economic growth in Florida

Leverage scale of combination/best practices

**Retail Competitive Supply** 

Market share gains in high growth markets

**Growth of switched markets** 

+

**Wholesale Competitive Supply** 

**Generation Growth** 

**Existing Generation** 

**EBIT Expansion** 

Share gains in wholesale power markets

Continued expansion into other commodities (gas & coal)

Margin expansion driven by portfolio scale and regional optimization

Wind and other renewable expansion

New nuclear as market develops

Re-hedging at current market prices

Continued incremental productivity

# **Operational synergies**

+

+

+

+

## **Combination Of Top-Performing Utilities**

\$176
(Ranks #1 of 91)
102
Top quartile
3.0%
Florida Power & Light
103
Top quartile
Focus on customer satisfaction
(2005 J.D. Powers Residential Survey)
\$249
(Ranks #8 of 91)
Low-cost operations
(Electric O&M \$ per customer) (1)
1.0% - 1.5%
Healthy long-term volume growth (customer & usage)
Baltimore Gas and Electric
(1) Source: RDI based on FERC Form 1 data

## **Growth In Florida**

## **FPL Delivered Sales CAGR 3.4%**

## **Net Income CAGR 5.3%**

40

50

60

70

80

90

100

110

Earnings

Sales

Delivered Sales (Billions kwhs)

Net Income (\$ millions)

# Edgar Filing: FPL GROUP INC - Form 425 **Generation Margin Expansion Before Synergies Constellation Energy Mid-Atlantic Fleet FPL Energy Merchant Generation** (1) A revenue sharing agreement with previous owners begins upon PPA expiration (2) Expected to close in the first quarter of 2006 (3) Excludes planned uprate of 17% in 2006 See appendix 1.2 1.0 **0.8** 0.8 0.5 0.8 1.0 1.3 2005 2006 2007 2008 Gross Margin (\$ billions)

1.0

0.9

0.7

0.7
0.6
0.7
0.8
0.9
1.0
1.1
2005
2006
2007
2008
Gross Margin (\$ billions)
Other gross margin expansion opportunities
Productivity initiatives to increase output
Future PPA expirations
August 2009
Nine Mile Point Unit 1 (620 MWs)
November 2011
Nine Mile Point Unit 2 (941 MWs) (1)
February 2014
Duane Arnold (419 MWs) (2)
August 2014
Ginna (498 MWs) (3)

# **FPL Group Wind Growth** Historical Projected 4,460 - 4,710 3,835 - 3,960 3,211 2,758 2,720 1,745 1,421 578 460 0 1,000 2,000 3,000 4,000 5,000 99 00 01 02 03 04 05E

06E

**07E** 

MW

# Wholesale Competitive Supply Growth (Constellation Energy Only)

**Projected** 

Attractive growth track record with modest capital requirements

See appendix	
197	
271	
387	
150	
200	
250	
300	
350	
400	
450	
500	
550	
600	
650	
700	
2002	
2003	
2004	
2005	
2006	
Historical	

Gross Margin (\$ millions)

Retail Competitive Supply Growth (Constellation Energy Only)
Relative market share > 2x
Gross Margin (Historical)
Gross Margin (Projected)
Market Share (Historical)
Market Share (Projected)
See appendix
178
269
16%
21%
24%
100
200
300
400
500
2003
2004
2005
2006
Gross Margin (\$ millions)
0%

5%

10%

15%

20%

25%

30%

Market Share (%)

## **Complementary Merchant Business Strengths**

-			
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COIL	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	ıau	UI.

Energy

**FPL Group** 

**Both** 

Highest load serving market share

Generation assets in NEPOOL / ERCOT

Focus on cost and operational efficiency

Strong wind position

Strong nuclear capability

Leading risk management expertise

## A Unique Blending Of Related And Complementary Assets And Skills

Complementary Assets And Skills
(1) Negative outlook
BBB / Baa1 / A-
A <sup>(1)</sup> / A2 / A
Credit Ratings S&P / Moody s / Fitch (as of 12/16/05)
Regulated Utility Operations (customers)
- Renewables
- Nuclear
- Total
Generation Operations (MWs)
Wholesale Competitive Supply Operations (gross margin)
Retail Competitive Supply Operations (peak MWs)
Constellation
Energy
FPL
Group

**Complementary Generation and Customer Businesses** 

**FPL Group** 

**Constellation Energy** 

**ERCOT**