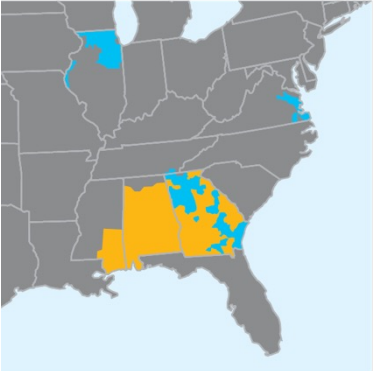




Building the future of energy



We provide clean, safe, reliable, affordable energy and customized solutions



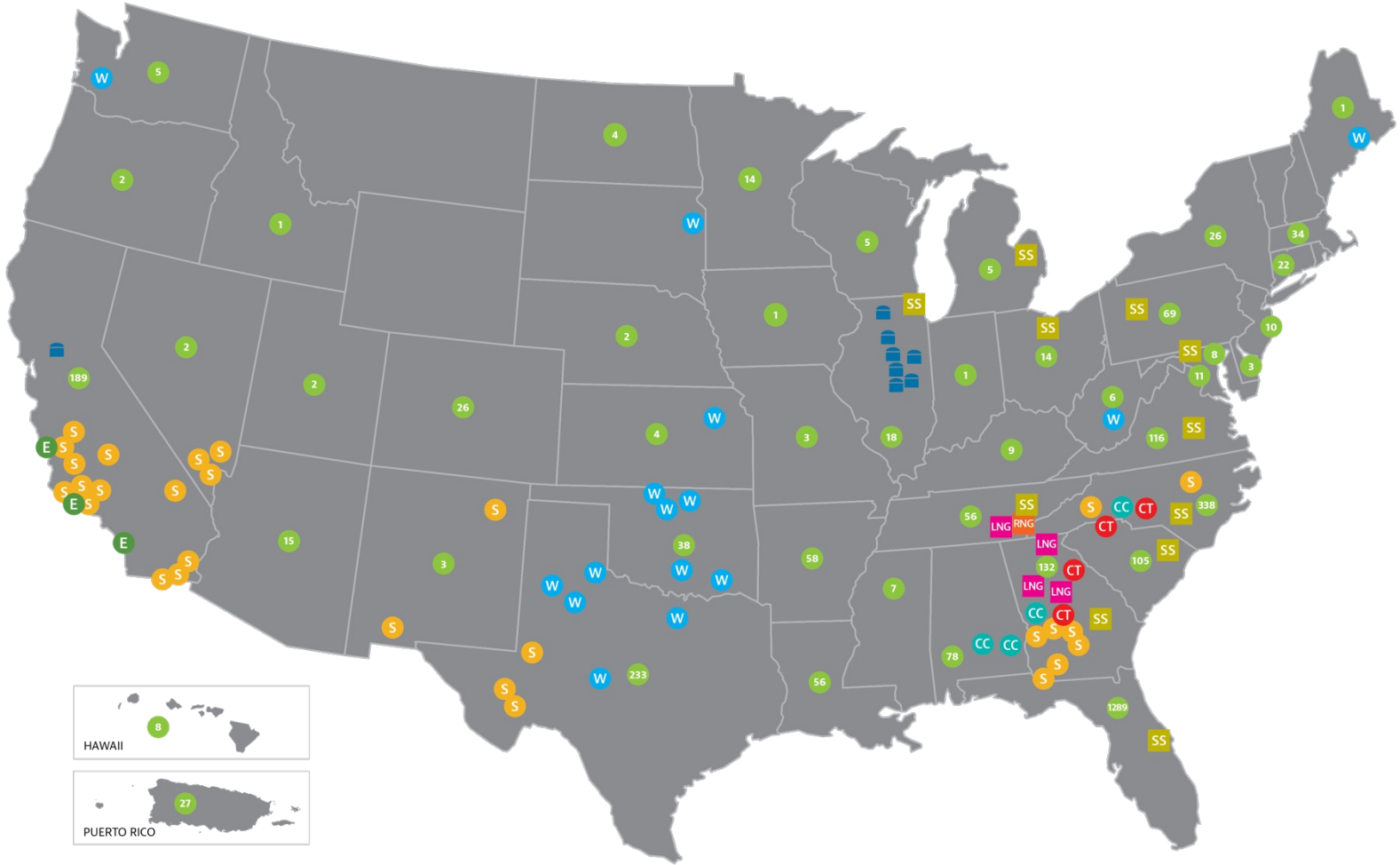
Service territories

- Electric
- Gas



Gas pipelines

- Southern Natural Gas
- Southern Company Gas



Southern Power

- CC Combined-cycle facility
- CT Peaking facility
- S Solar facility
- W Wind facility
- E Energy storage

Southern Company Gas

- LNG LNG facilities
- SS SouthStar
- Natural gas storage*
- RNG Renewable natural gas

PowerSecure

- # Owned and/or managed sites per state

Capabilities in
50 States

7
Electric & Natural
Gas Utilities

9 Million
Customers

Approximately
28,000
Employees

Approximately
43K MW
of Generating Capacity

* In September 2022, certain affiliates of Southern Company Gas entered into an agreement to sell the natural gas storage facility located in California.



Our Purpose

Why Clean Transportation at Southern Company?

Advance

- Increase access to charging stations
- Strengthen the electric grid
- Grant support

Advise

- Site selection recommendations
- Fleet transition to clean transportation
- Create feasible pricing structures
- Provide rebates

Advocate

- Influence policy
- Use media to increase awareness
- Collaborate with Department of Energy
- Increase trade opportunities

Rebates



Business EV Charger Rebate

New and Business Customers

- Charger rebates (\$500 for each L2 charger 240V circuit)
- Applies to all GPC business customers for workplace and customer charging
- Intended for use when installing up to 5 chargers*

Visit www.georgiapower/businessetrebates.com

(* it may be more cost effective to install more chargers and utilize the Make Ready Program)



Residential EV Charger Rebate

New and Existing Customers

- Charger rebates
- \$250 for L2 chargers on 240V circuit
- Instant rebates on Georgia Power Marketplace

Builder Rebates for PEV-Ready Homes

- \$100 for builder installing 240V garage outlet
- Also eligible for \$250 for installing L2 charger

Visit www.georgiapower/residentialetrebates.com

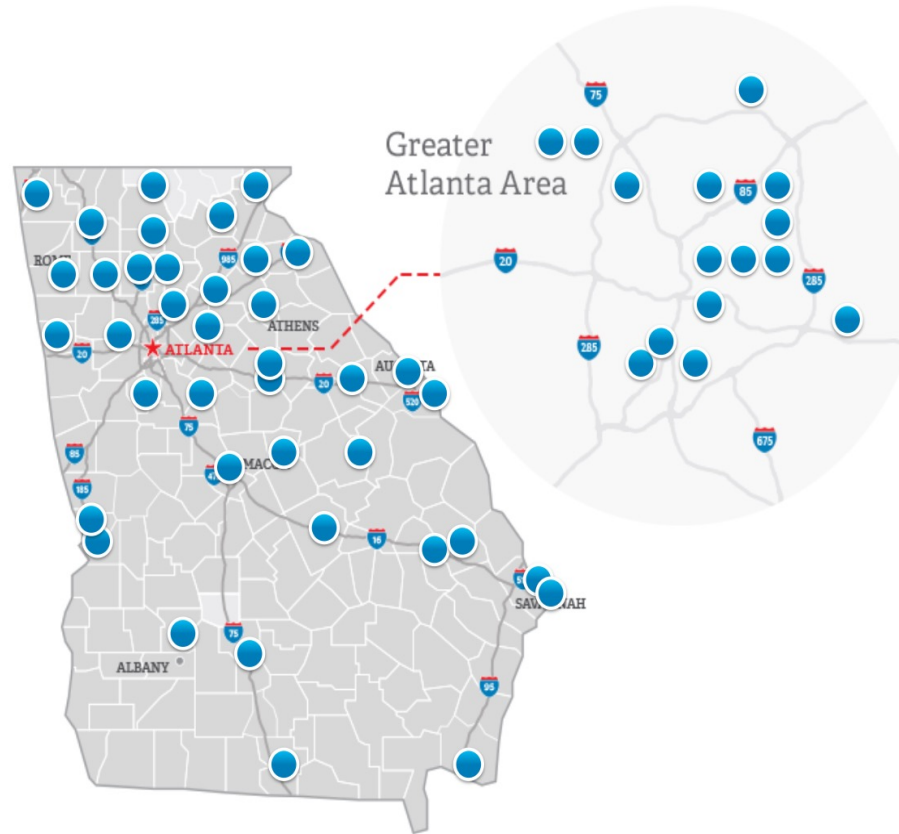
Georgia Power Community Charging Program

2019 Rate Case Order Funding: \$2M/year for 2020-2022

2022 Rate Case Outcome: \$3M/year for 2023-2025

62 GPC-owned Fast Charging Stations

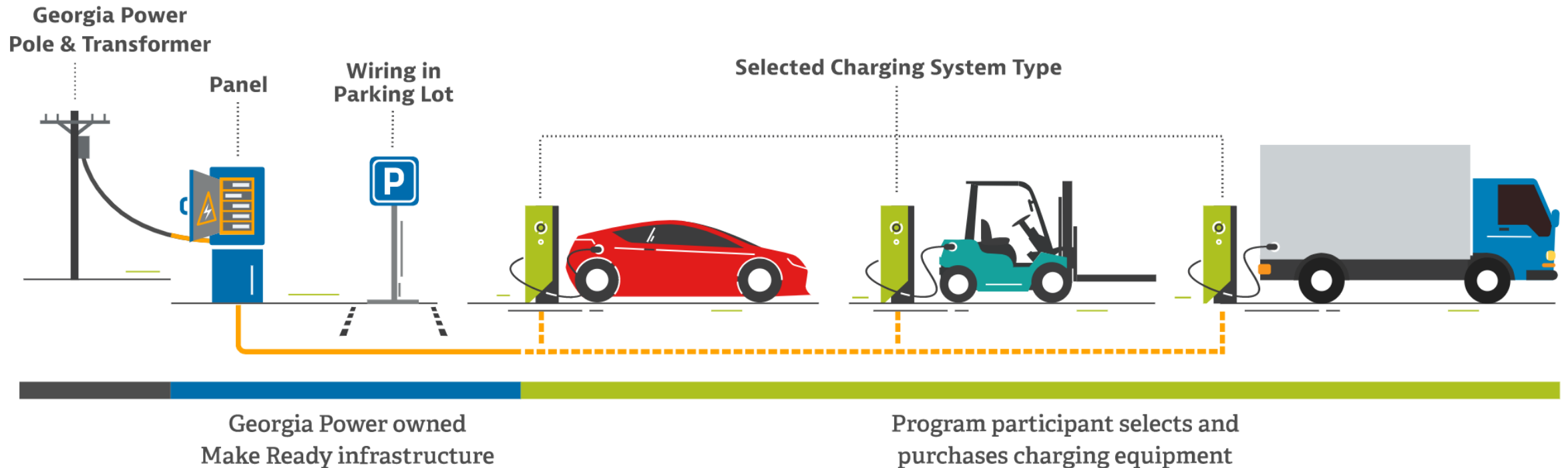
- Focus on rural & underserved areas
- Part of larger public charging network of 3,900+ chargers statewide (<3% of GA market)



Georgia Power Make Ready Program

2019 Rate Case Order Funding: \$6M/year for 2020-2022

2022 Rate Case Outcome: ~\$17.5M/year for 2023-2025



- **Includes** conduit, wiring and associated infrastructure on utility side of meter (from transformer on pole to host site) and customer side
- **Does not include** charging equipment
- All customers eligible (except single-family homes)
- All technologies eligible (on-road, off-road)

Unlocking the ET Value Chain

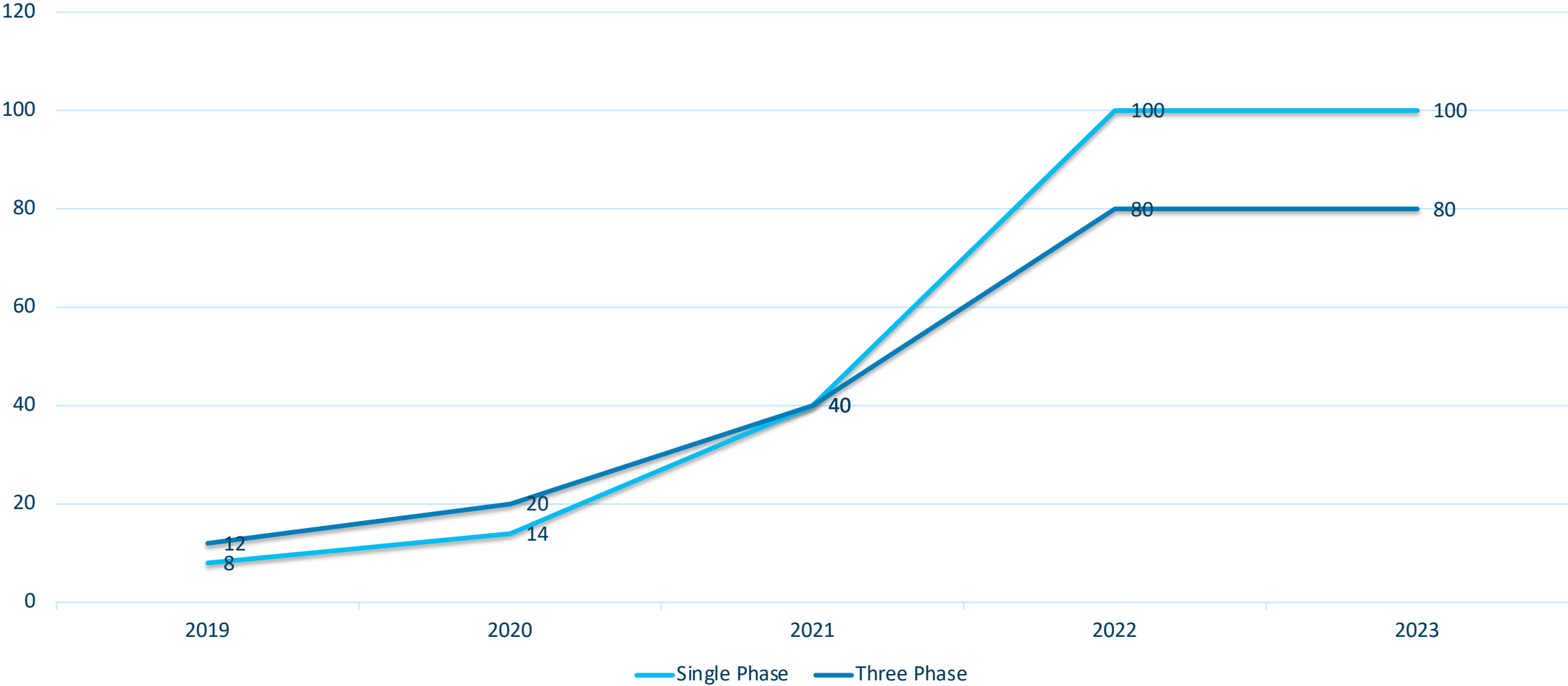
V1G

Increasing complexity and perceived (customer + utility) value

V2G

	Off-Peak Charging Rebate	Time-of-Use Rate	Demand Response	Vehicle-to-Building (V2H/B)	Vehicle-to-Grid Services (V2G)
Capabilities Included	Incentives for EV owners to charge during off-peak times	Energy priced based on time of day, day in week/season; allowing EVs to charge when forecasted rates are low	Incentives to reduce EV charging during periods of high load demand or stress on the grid, such as a summer heat wave.	EV serves as a generator, providing safe, emission-free energy storage (as backup or peak demand)	EVs serve as a grid resource, through means like energy arbitrage, capacity & demand response, or ancillary services
Enhancement			Real-Time Pricing, VGI Rates, and other dynamic rate structures		
Enablement					Software algorithms used to balance energy demand from multiple charges at one location

Transformer Lead Time Change in Weeks



Industry-wide lead times increased over 400% between 2020 and 2023

Specific Georgia Power/Southern Company Relief Efforts

- Weekly calls with all manufacturers to discuss concerns and prioritize shipments
- Actively engaging with additional manufacturers to source excess capacity
- Contracted 3rd party provider to refurbish any remaining transformers
- Idle Transformer program kicked off

Enabling electrification means:

- ✓ Delivering the right amount of energy at the right time
- ✓ Setting appropriate price signals (rates) that encourage optimal charging and recover costs
- ✓ Proactive upgrade of utility infrastructure to ensure availability and capacity of system to serve
- ✓ Building codes that enable EV charging in all new construction

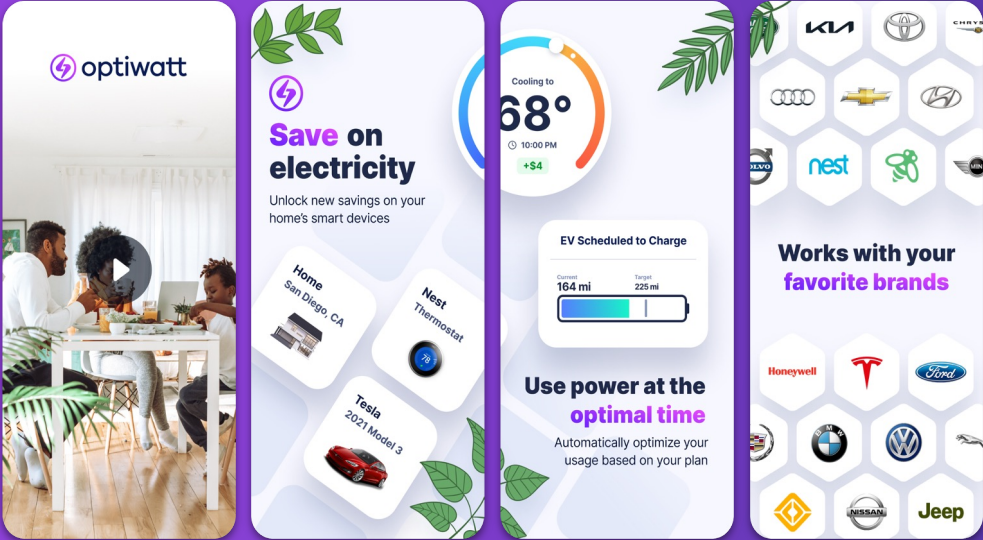


Southern
Company



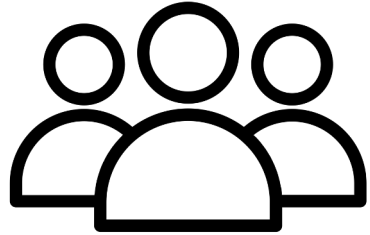
SECC - The Open Highway: Empowering Consumers for Electric Transportation

October 5, 2023



Challenges with the EV Customer Experience

The EV Smart Energy Ecosystem, Options, and Solutions are becoming increasingly complex



1

New EV behavior changes are challenging

2

Low trust in utilities as a transportation fuel supplier

3

Minimal EV solution integration with utility rates

4

Limited EVs and broader devices communication or coordination

5

EV rates, DR programs, utility programs are increasing in volume and complexity

Opportunities for the EV Customer Experience

A solution that enables customers to...



1

Personalized

To customers' goals, EV / DER, schedules and needs

2

Easy

< 3 minute enrollment process with no hardware

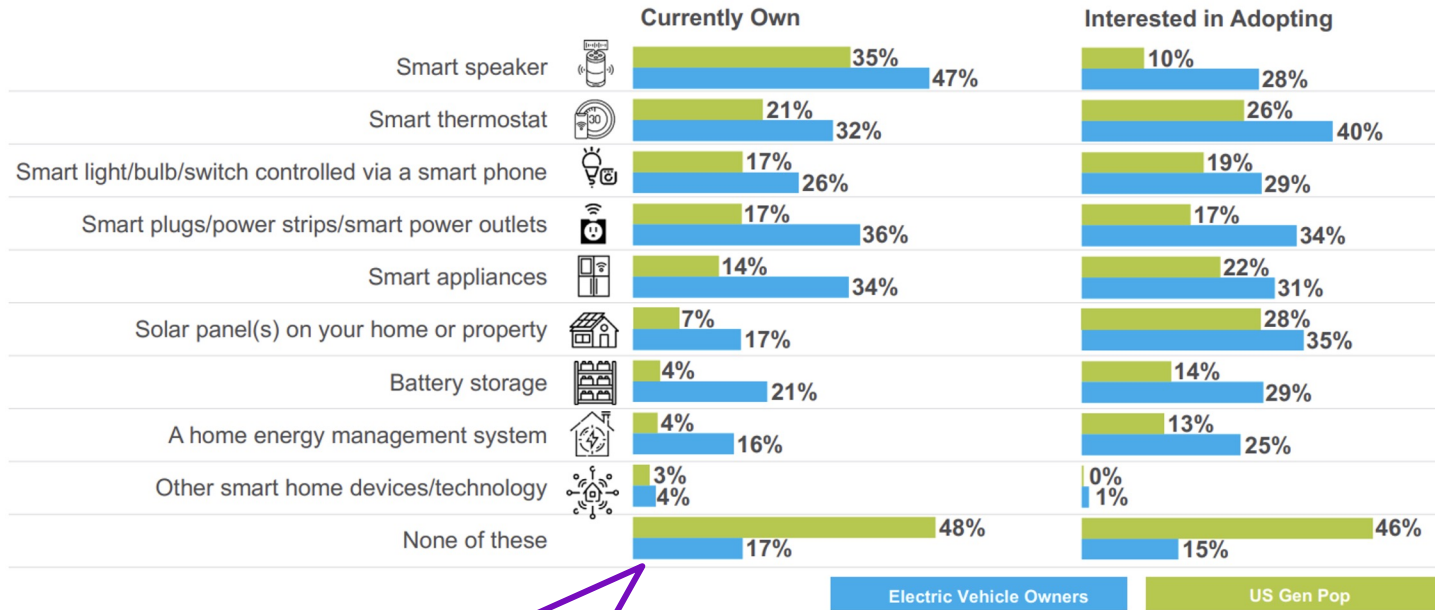
3

Automated

Enables customers to 'set it and forget it' and track savings

Correlation Between EV and Smart Home Technology Adoption - SECC + Optiwatt Data

Figure 8: Current Ownership and Interest in Smart Home Technology



EV owners are more interested in smart home technology than the General US Population

0.33 - 1 Smart T-stat per EV added onto the Optiwatt Platform



A free, personalized, EV and home energy management platform

Value Streams:

1. Save Money

Utility Rate-Optimized Managed Charging

2. Better Manage

Set preferences, schedule & set trips

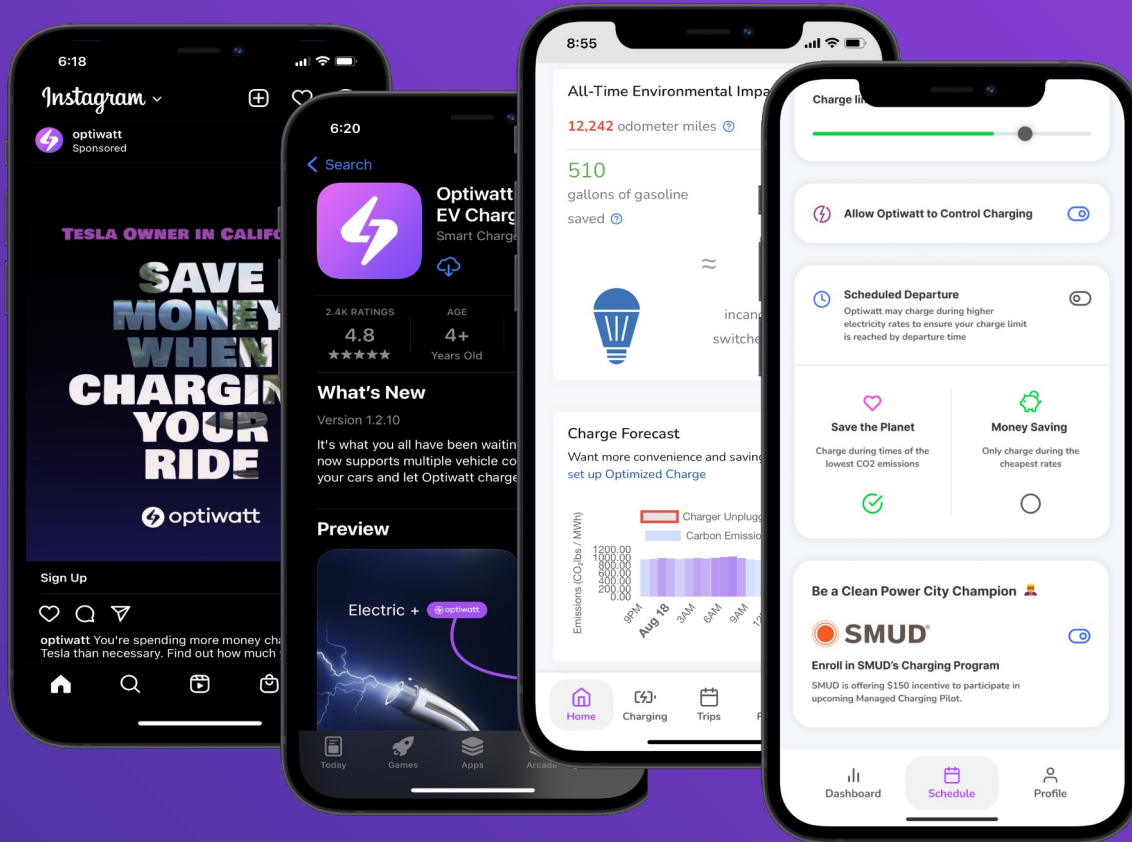
3. Better Understand

Charging cost data, insights & forecasts

4. Reduce Impact

Optimized Managed Charging

Carbon-

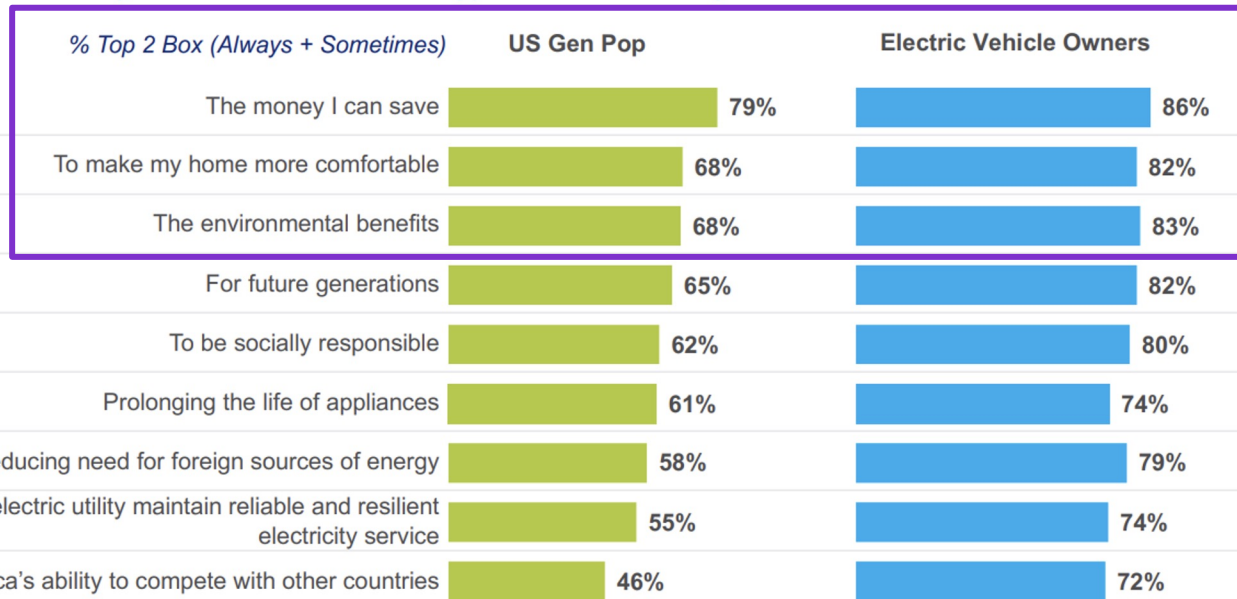


A new value proposition, channel, and solution with 70,000+ EVs

Top Value Streams for EV Customers

SECC + Optiwatt Data

Figure 11: Reasons Why Consumers Use Energy More Efficiently at Home



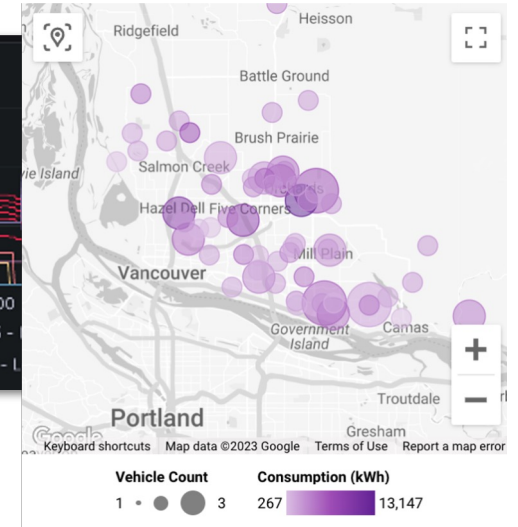
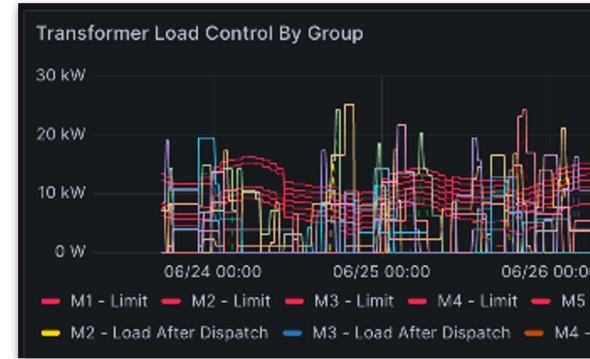
Similar to Optiwatt Customers' Ranked Value Propositions for EV Managed Charging

1. **Save Money**
2. **Convenience**
3. **Environmental Impact**
4. **Support the Local Grid**

EV-Managed Charging Solution for Utilities



- **Comprehensive DR capabilities**
- **Real-time EV Data & Insights**
- **Turnkey Program Delivery, OR**
- **Just EV Capacity**



1

Scale

- *Hundreds to Thousands of EVs Pre-enrolled on Day 1*
- *Enroll Up-to-40-50% of EVs in 9-12 mo. with focused marketing*

2

Cost-Effective

- *No Incentives Required*
- *“Free” Add-on Devices*
- *Performance-Based Fee Structures*

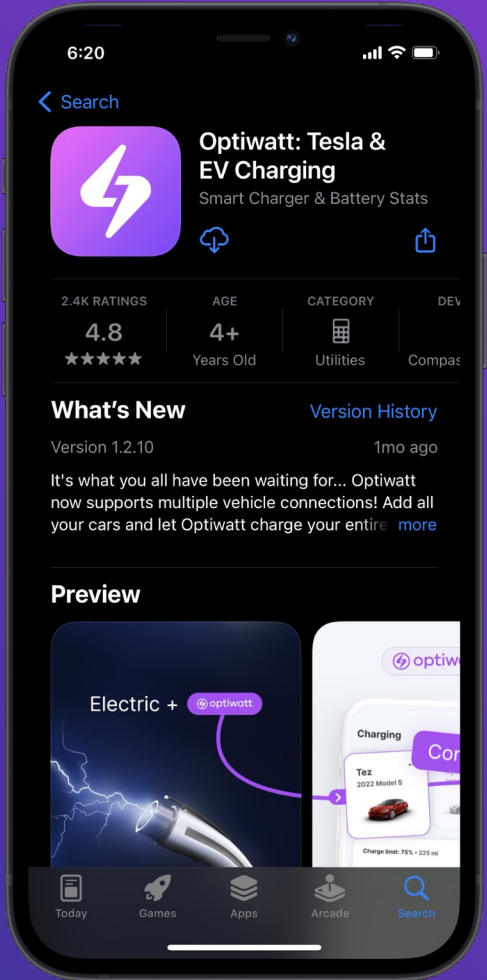
3

Integrated

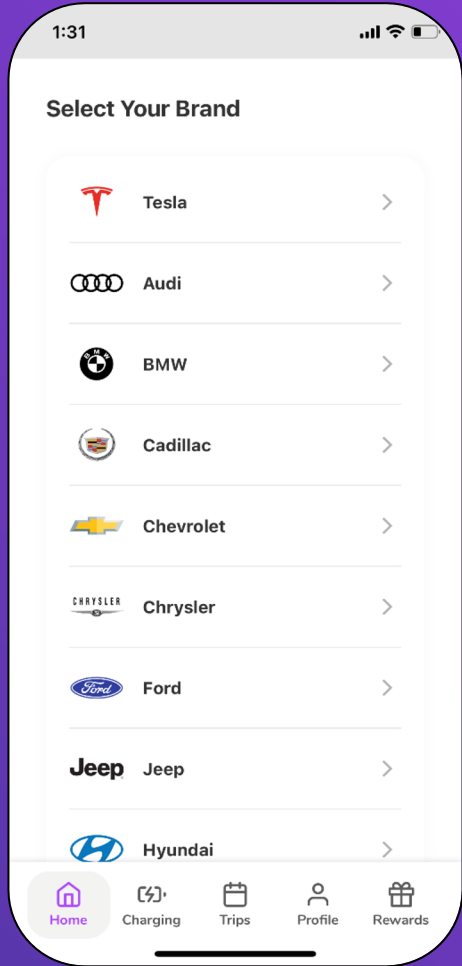
- *66+ EV Makes & Models + Leading EVSEs*
- *Any Dynamic Grid Signals*
Wholesale Pricing, DR, Carbon, Transformer, Emergency, etc.

~2 mins to Connect EV(s), Utility, Rate & Enroll in a Program

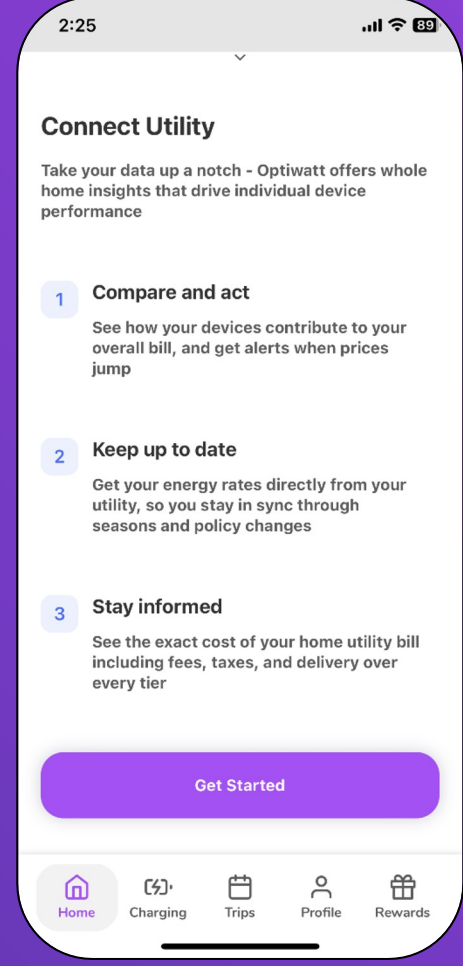
Create an Account



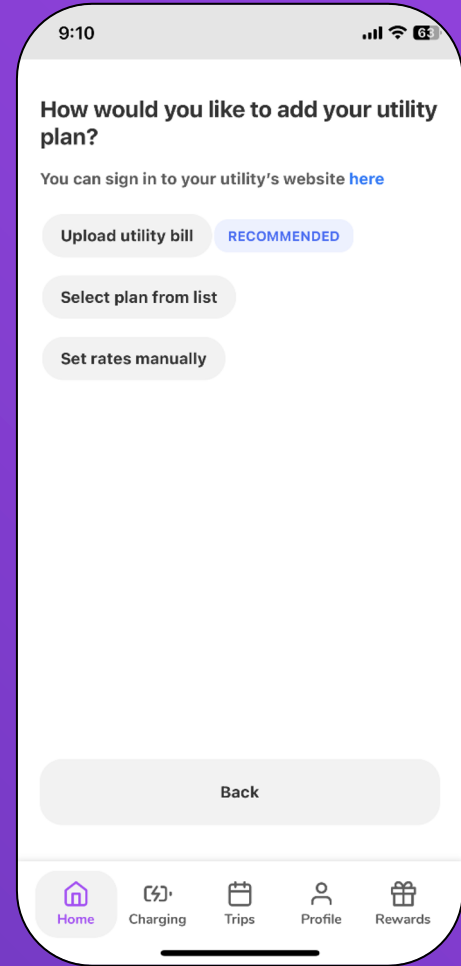
Connect your EV



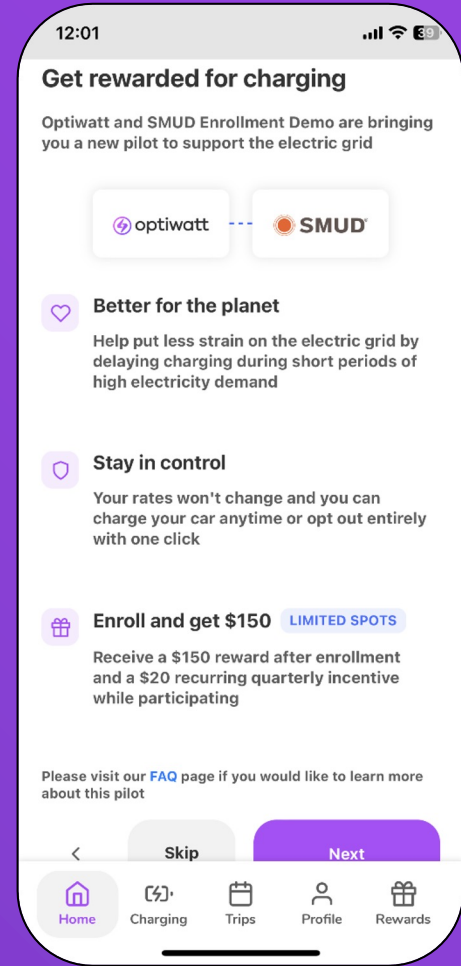
Connect your Utility



Connect your Rate

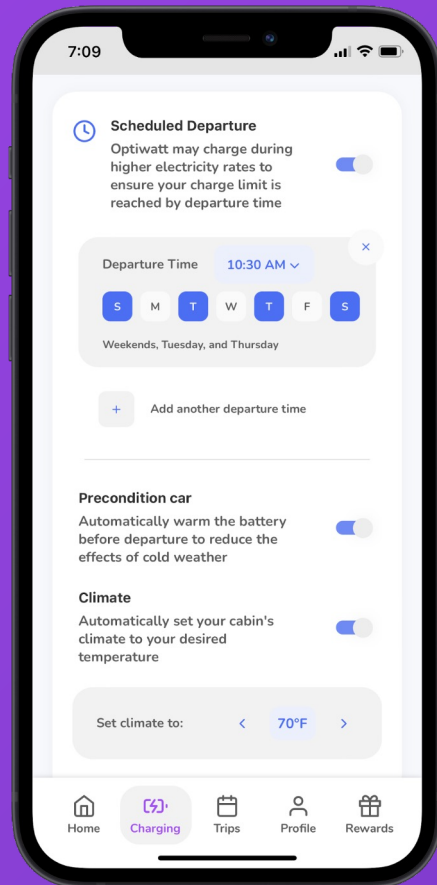


Enroll in a Program

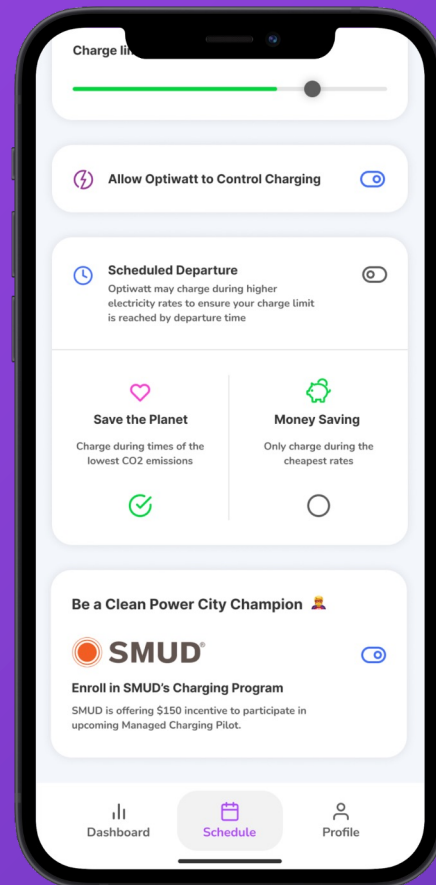


Make Managed Charging Personalized, Easy & Convenient

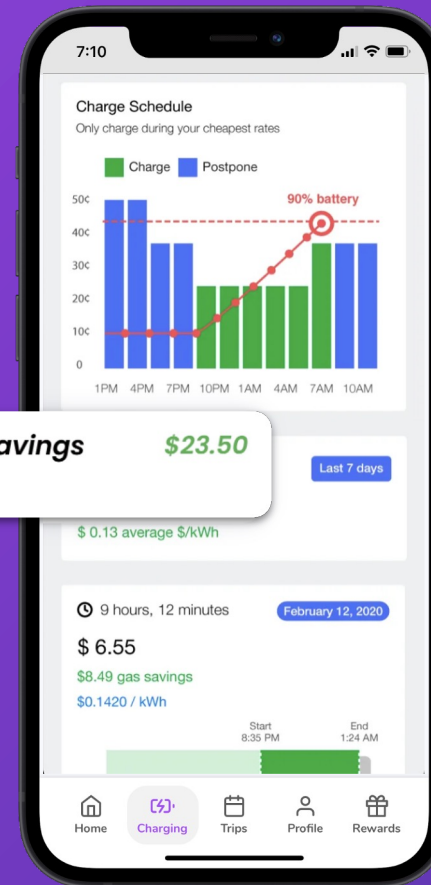
Custom departure & trip settings



Managed Charging Optimized to customers' TOU rate, carbon goals, and/or DR programs



Total Savings **\$23.50**
3:41 pm



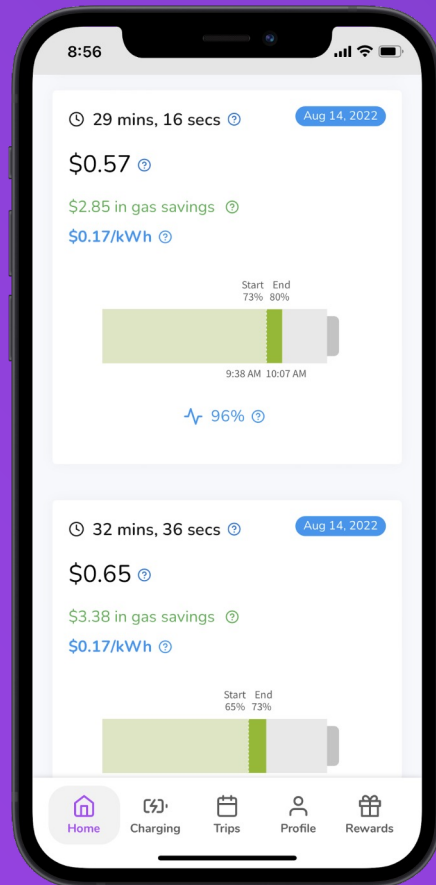
Personalized Communications



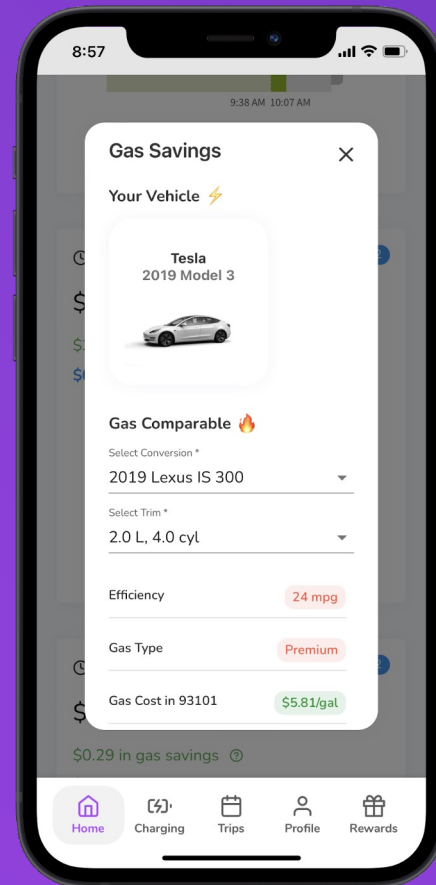
... driving program engagement, participation, and stickiness

Provide Robust Charging, Cost & Carbon Feedback

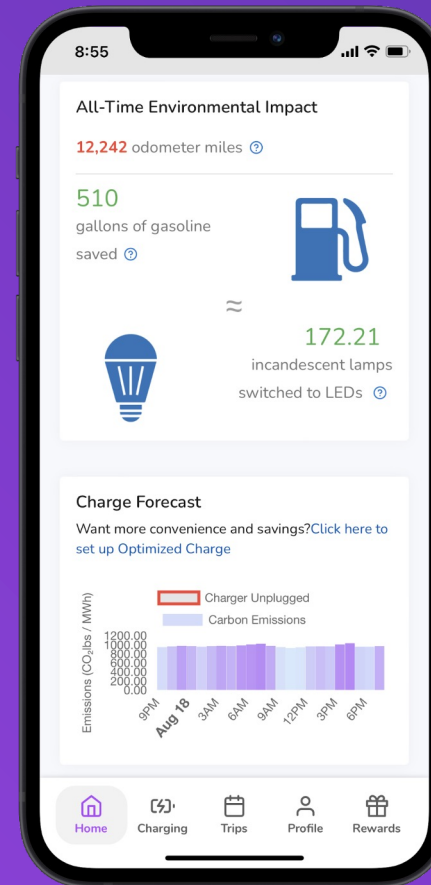
Granular charging costs feedback



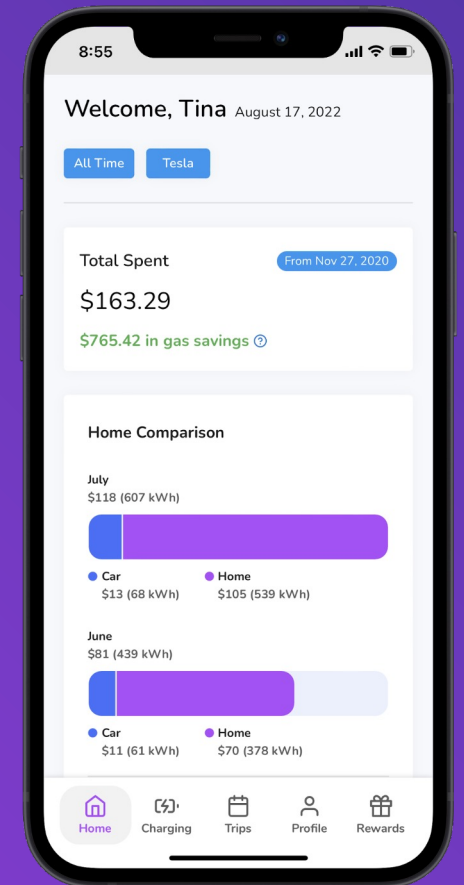
Exact personalized gas savings



Predictive charge forecasting



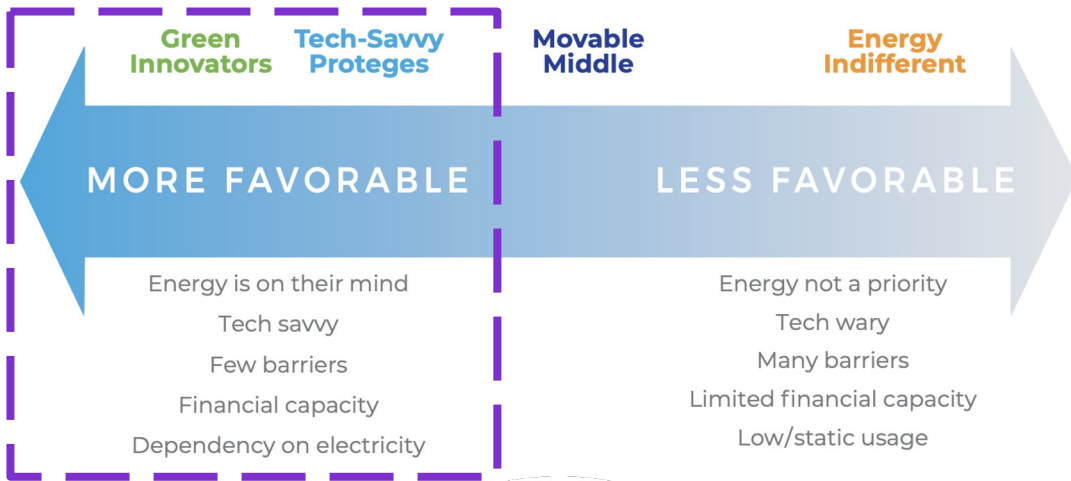
Meter data for home comparison



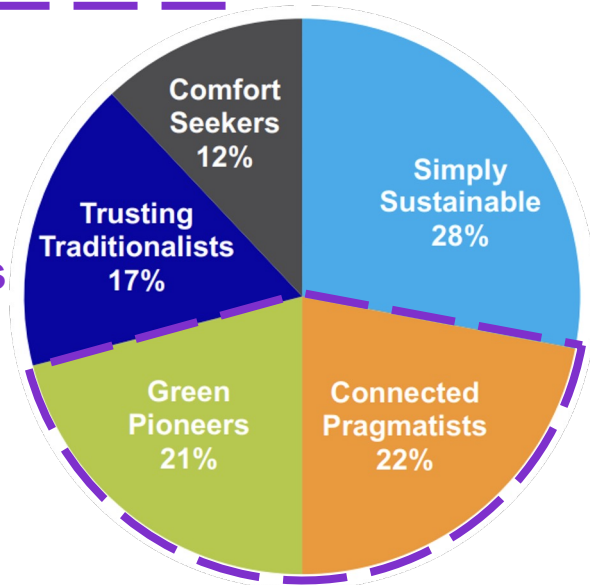
... driving program engagement, participation, and stickiness

Our Next Challenge: Moving from Early Adopters to Early Majority

Figure 3: The Segment Favorability Continuum



**Optiwatt's
Current
Customers**



- 1 **More Multi-DER Customer Experiences & Load Management**
- 2 **Integration with Utility Billing**
- 3 **Deeper Integrations with and Distribution Through OEMs**