



Plug-in Vehicle Infrastructure

Atlantic City Electric Perspectives

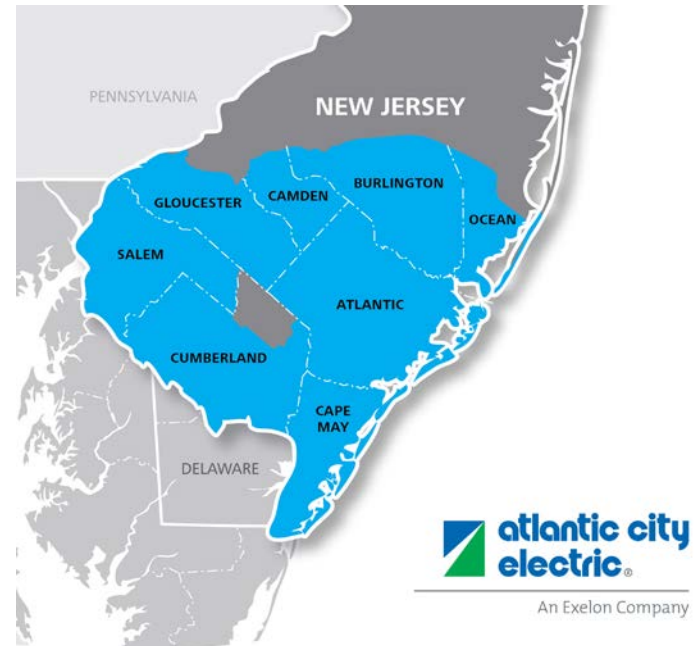
May 2018



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Atlantic City Electric Quick Facts

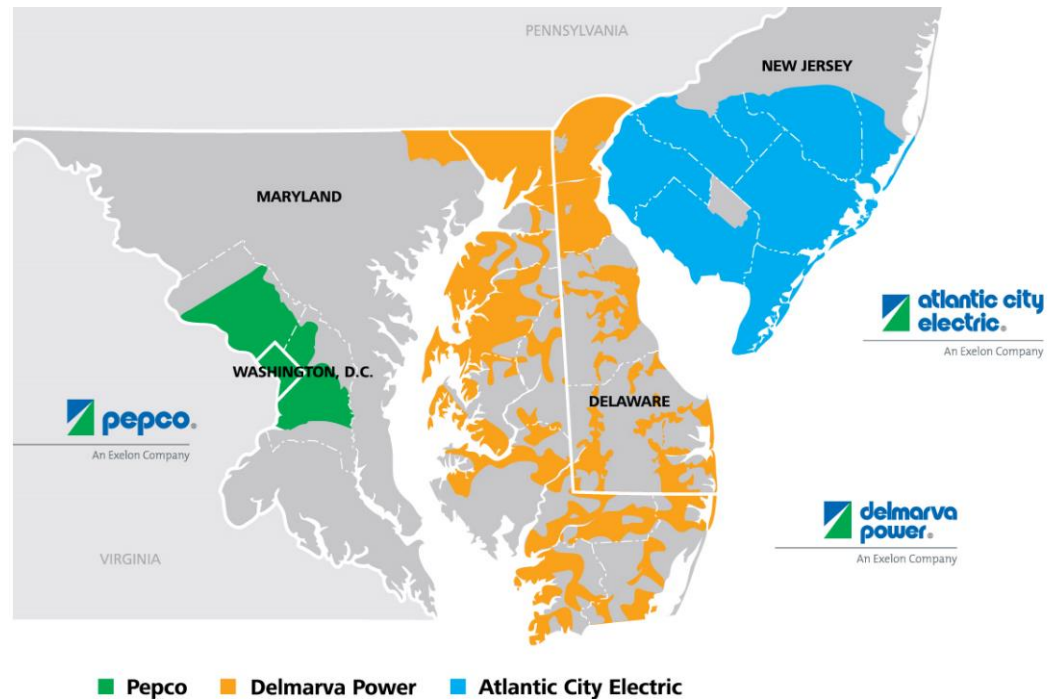
- First incorporated in 1924
- Service territory:
2,700 square miles
- Customers served:
547,000
- Employees: approx. 1025
- Facilities: 8
- Substations: 90



Pepco Holdings Quick Facts

- Service territory:
8,340 square miles
- Customers served
 - Atlantic City Electric:
 - 547,000 – electric
 - Delmarva Power:
 - 500,000 – electric
 - 122,000 – natural gas
 - Pepco:
 - 815,000 – electric
- Total population served:
2.0 million

As of 4/1/18



About Exelon

- Nation's leading competitive energy provider, with approximately 34,000 employees nationwide
- Exelon's six utilities deliver electricity and natural gas to about 10 million customers in the Mid-Atlantic Region (Atlantic City Electric, BGE, Delmarva Power, PECO and Pepco) and northern Illinois (ComEd).



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EVs are Going Mainstream

37%

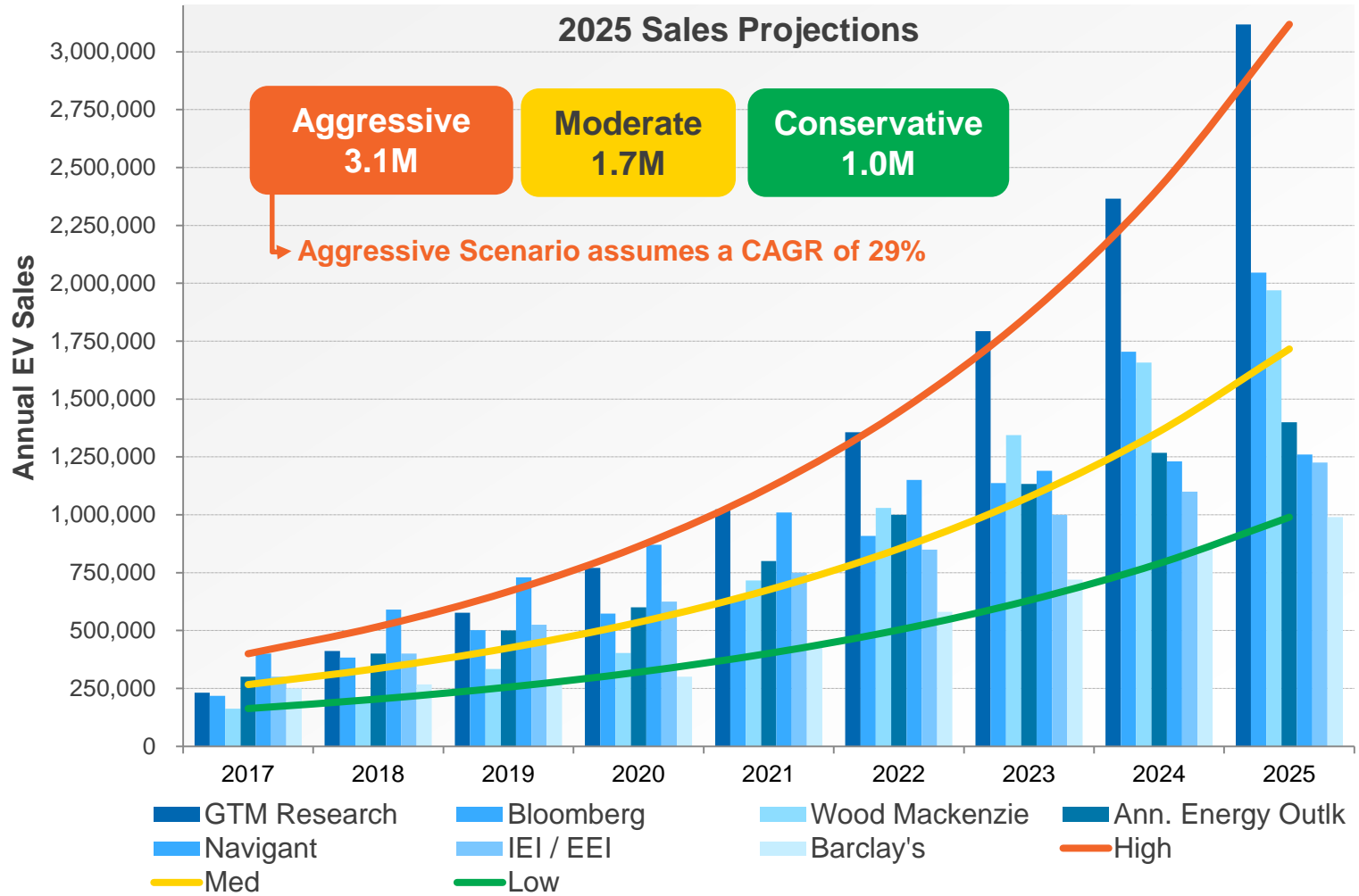
Year-over-year national sales growth of EVs in 2016

Source: Insideevs.com

62%

Year-over-year national EV sales growth in 2017

Source: Insideevs.com



Sources embedded in chart above



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Utilities' Essential Role in the EV Revolution

Utilities are uniquely positioned to keep States on the forefront of this EV revolution

Manage charging load

on the grid to ensure power reliability and stability

Enhance Charging Infrastructure

to help increase access to electricity as a transportation fuel



Develop Innovative Rate Options

to maximize fuel savings for customers

Educate Customers

about EVs, options and benefits

Potential Program & Rate Offerings

Residential



Homes

1. Existing Level 2 charger rewire and second meter installation for participants, with option for 100% renewable adder and plug-in vehicle rate
2. Installation of Level 2 chargers, with option for 100% renewable adder and plug-in vehicle rate
3. Whole House Time of Use rate for unlimited qualified residential customers

Commercial



Multi-Dwelling Units

4. Installation of Level 2 chargers for condominium and/or apartment buildings with dedicated parking
5. Installation of Level 2 chargers for workplace charging

Public



Public Places

6. Installation of up to Direct Current fast chargers for public use.
7. Installation of Level 2 chargers in service territory for public use

Innovation Fund

DESCRIPTION

ACE proposes to provide an incentive of up to 50% of the cost of the project, where costs are net of other applicable incentives, grants, awards, discounts

Project must be able serve multiple users and/or multiple tenant applications.

Examples include, but may not be limited to:

- Electric car share hubs
- Urban residential charging hubs
- DC Fast Charge applications for multi-family and multi-tenant applications
- Electric public transit, mobility fleet applications

BENEFITS

- Projects that serve underserved and/or low income areas for urban charging, car share, mobility fleet and similar applications are desired and encouraged.

COSTS

- **Successful Projects:** 50% of project costs, if selected.
- **Company Program Funding:** TBD

Education and Outreach

DESCRIPTION

Basic Customer Education: Provide essential information to allow customers to make informed decisions related to EV purchases and charging requirements

Technology Overview, Economic / Rate Calculator, Charging Information / locations, Vehicle types / availability, Charger options

Outreach: Develop trusted, sustainable and efficient channels for interacting with customers.

Direct mail, Web, Social Media, Ride and Drives, Radio, Dealer support, Surveys

Subscription / Engagement / Enrollment: Successfully manage the customer experience.

Dealer Incentives: Work with OEMs and dealers to pass through discounts to incentivize vehicle purchases.

BENEFITS

- Customers receive latest information from a trusted and neutral source.
- Information stimulates participation.
- Generates excitement and supports a common message.
- Provides insight into customer choices.

COSTS

- **Participating Customers:** Zero
- **Company Program:**TBD (1% of total estimated costs)

PHI EV Proposals across the regions

District of Columbia - \$1.7M

Residential	Infrastructure Program		Rates
	Non-Residential	Utility Owned	
<ul style="list-style-type: none"> 100 customers with existing EVSE get 2nd meter for EV only rate Up to 50 Smart Chargers for Residential Customers 	<ul style="list-style-type: none"> 10 Smart Chargers for Multi-Dwelling Unit (MDU) facilities 	<ul style="list-style-type: none"> 4 DC Fast Charging Stations in the District 	<ul style="list-style-type: none"> Whole Hse ToU for 500 customers EV only ToU Green Rider

Maryland - \$44.2M

Opco	Infrastructure Program			Rates	Other Programs
	Residential	Non-Residential	Utility Owned		
Pepco MD	<ul style="list-style-type: none"> 100 units L2 smart charger and installation rebate up to 50% of cost 750 units \$500 rebates for L2 Smart Chargers; utility collects data 100 utility provided FleetCarma devices; 	<ul style="list-style-type: none"> 50% discount for 667 L2 Workplace Stations 200 L2 Stations at Multi-Unit Dwellings 	<ul style="list-style-type: none"> 414 L2 Neighborhood Public Stations 33 Public DC FC Stations 	Whole House ToU with Green Rider option	<ul style="list-style-type: none"> Innovation Fund - Develop projects that serve underserved / low income areas (car share, buses, etc.) Technology Demo (C3, frequency response, integrate storage, etc.)
DPL MD	<ul style="list-style-type: none"> 37 units – L2 smart charger and installation rebate up to 50% of cost; 250 units \$500 rebates for L2 Smart Chargers; utility collects data. 37 utility provided FleetCarma devices; 	<ul style="list-style-type: none"> 50% discount 239 L2 Workplace Stations 50 L2 Stations for Multi-Unit Dwellings 	<ul style="list-style-type: none"> 149 L2 Neighborhood Public Stations 12 Public DC FC Stations 	Whole House ToU with Green Rider option	<ul style="list-style-type: none"> Innovation Fund - Develop projects that serve underserved / low income areas (car share, buses, etc.) Technology Demo (C3, frequency response, integrate storage, etc.)

Delaware - \$ 1.7M

Opco	Infrastructure Program		Rates	
	Residential	Non-Residential		
DPL – DE	<ul style="list-style-type: none"> Provide FleetCarma device to 50 customers with existing EVSE. 50 L2 Smart Chargers; utility pays 50% equip / 50% install & 100% 2nd meter+install 	<ul style="list-style-type: none"> 10 smart L2 Stations for Multi-Unit Dwellings 	<ul style="list-style-type: none"> 2 public DC FC Stations 2 L2 Neighborhood Public Stations 	<ul style="list-style-type: none"> Whole House ToU EV only ToU

PHI Electric Vehicle Pilot Success Story

MD Formal Case 9261

1-1/2-year working Group

Develop Demand Response Capabilities for
Electric Vehicle Chargers

Looked at: Pricing, Demand Response, Customer
Education Smart Technology, Baseline
Information

Pepco-Maryland Demand Response Program

22-month pilot
(Dec. 2013 – Dec. 2015)

154 participants

~\$687k spent

High satisfaction with program quality
Customers saved more when charging
during off-peak hours

Questions

