



*FlexPOWER BundleSM, FlexSTEPSM,
& Green Tariff*

Paula Gold-Williams
President & CEO



EARLY HISTORY



Texas' oldest utility company

- Gas system originated in 1860

CPS Energy began as San Antonio Public Service Co. (SAPSCo) in 1917

- Owned by American Light and Traction Co.
- Ran city's power plants, gas network and streetcar lines

Purchased by City of San Antonio (COSA) in 1942

- \$34 million sale price
- Financed by revenue bonds
- Sold transportation division
- Became City Public Service Board of San Antonio
- Became CPS Energy in 2003



**We are a business owned by the community
for over 78 years.**

WHO WE ARE BY THE NUMBERS



Largest Municipally Owned Electric and Gas Utility in the U.S.
Largest Solar Power Production in Texas; 5th in the Nation
2nd Largest Wind Power Production in Texas



AA+
Premier
Credit
Rating



861K Electric¹

358K Gas

Our Customers

160

Years of Serving
San Antonio



Most Trusted Brand
in the South Region
by Escalent



\$11.2B - Total Assets
\$ 2.6B - Annual Revenue



3,100
Employees

2020 HONORS & AWARDS

COMMITTED TO PROVIDING EXCELLENCE



SHINING CITY: TOP US CITY FOR SOLAR ENERGY



CULTURE TRANSFORMATION BEST PRACTICES AWARD



REWORKS SA GOLD CERTIFICATION



GREEN CROSS AWARD SEMI-FINALIST



NOTABLE FLEET



100 BEST FLEETS IN THE AMERICAS (#77)



MARKETING & SALES PUBLIC GAS SYSTEM ACHIEVEMENT

SOAR BRONZE



CSO50



THOUGHT LEADER FOR PUBLIC ENGAGEMENT



INSPIRING ENERGY AWARD



BEST OF TEXAS AWARD - EXCELLENCE IN PROJECT MANAGEMENT



SYSTEM ACHIEVEMENT AWARD



SUE KELLY COMMUNITY SERVICE AWARD

SAFETY AWARD OF EXCELLENCE - SECOND PLACE



ENVIRONMENTAL EXCELLENCE - STEWARDSHIP



EASIEST UTILITIES TO DO BUSINESS WITH

MOST TRUSTED BRAND

ENVIRONMENTAL SUSTAINABILITY & STEWARDSHIP REPORT



Balancing "Tried & True with the New" for greater environmental benefits:

- Issued on September 21, 2020
- Thoughtful journey for decades to make improvements for the environment and our community
- Report highlights our many accomplishments over a 20-year journey, which is revving into high gear

OUR GUIDING PILLARS



Reliability



**Customer
Affordability**



Security



Safety



**Environmental
Responsibility**



Resiliency



**FINANCIALLY
RESPONSIBLE**

Our Guiding Pillars are the foundation for the work we do every day.

THE NEED FOR FLEXPPOWER BUNDLE



About 1,700 MW capacity retiring within 10 years

- These aging plants run during summer peak, but are less reliable
- Failures at these plants carry high financial risk



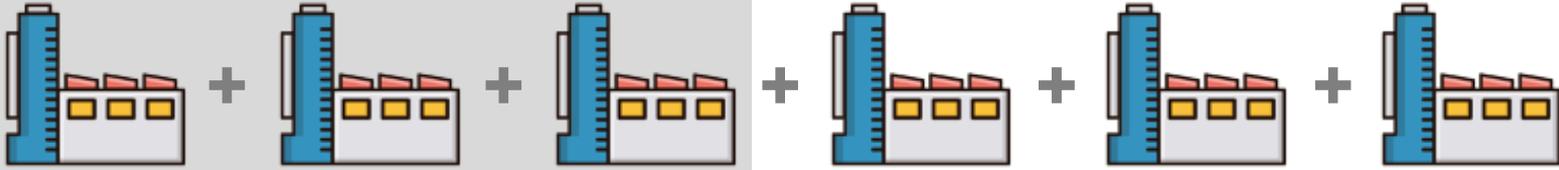
FlexPOWER Bundle; envisions up to

- 900 MW solar
- 50 MW storage
- 500 MW firming capacity and new technologies that **can meet the same requirements to firm up the solar and reliability of older units**



FlexPOWER Bundle replaces about half of our aging gas steam capacity while continuing our transition to cleaner energy.

OPTIMIZING GENERATION FLEET



Older

As the community grows over time, assets are added to meet new demand.

Younger

~50% of our conventional capacity is now 30+ years old...

The evolution of our generation solutions will require a multi-faceted approach including, but not limited to the following:

- New exciting opportunities that will emerge through our **FlexPOWER** Bundle & **Flexible Path** strategies;
- Continuation of our energy efficiency & conservation offerings, currently branded as **STEP Bridge**; &
- Expected steady & growing interest in the **Green Tariff**.

FLEXIBLE PATH STRATEGY

TRANSFORMATION & INNOVATION



Flexible Path:
Traditional + Renewables
+ Energy Storage + Smart Grid +
Energy Efficiency

Transformation & Innovation:
FlexPOWER Bundle our next step
in our **Flexible Path**

Power Plants



Transitioning to Innovation

Technology Drives Timing

Past

Present

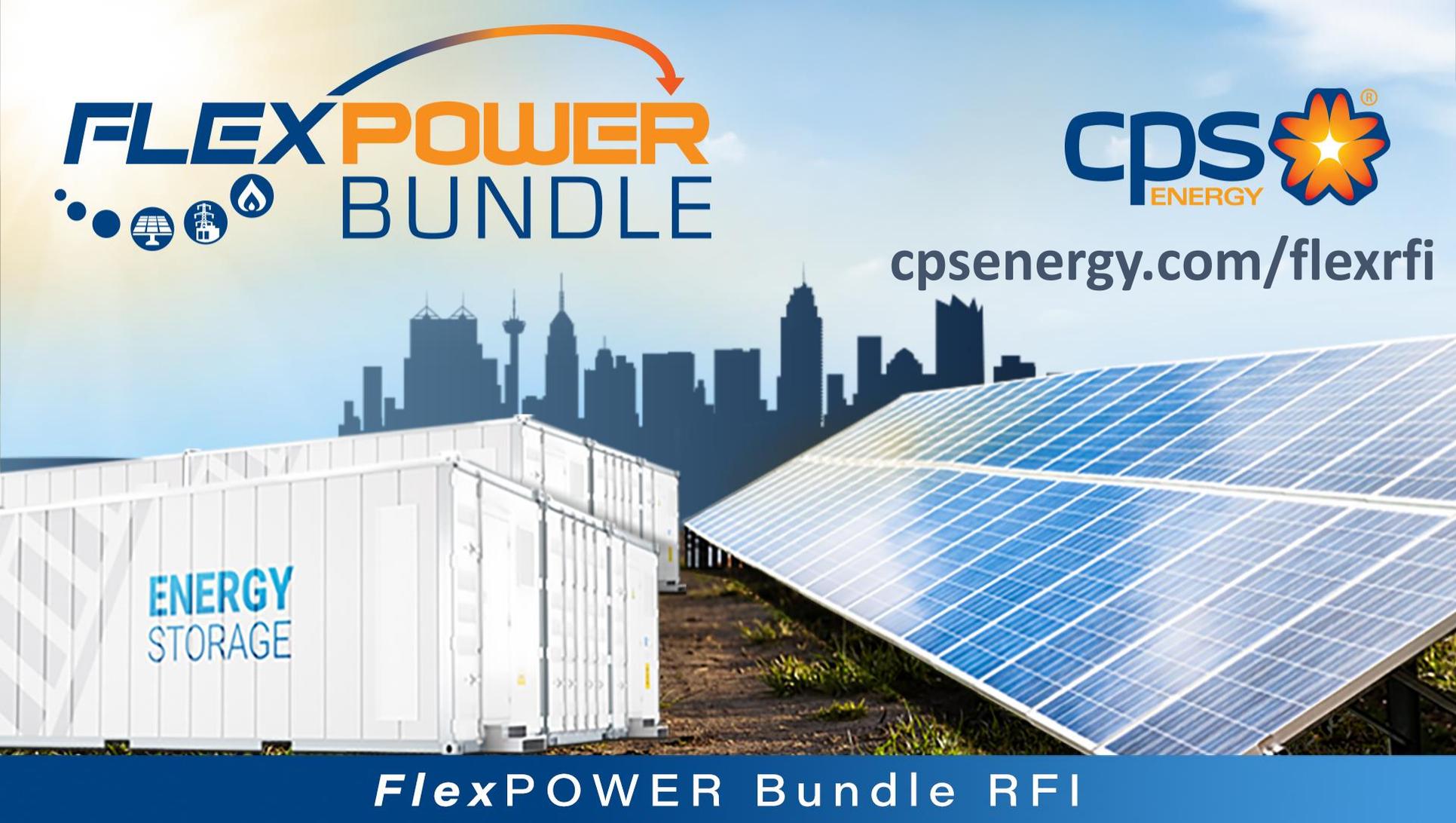
Future



FLEXPOWER
BUNDLE



cpsenergy.com/flexrfi



ENERGY
STORAGE

FlexPOWER Bundle RFI

THINK GLOBAL, APPLY LOCAL

FLEXPOWER BUNDLE ALL-SOURCE RFI



The all-source RFI process will raise global awareness to provide us with valuable & innovative solutions for our customers.

Our innovative approach will:



- Raise global visibility
 - Press release issued in 10 languages
- Find innovative solutions
- Discover global & local players
- Reveal market conditions
- Understand COVID-19 impacts



A NEW VISION



Proven model for delivering energy savings & empowering customer choice

Future-focused transition to low carbon & distributed generation

Dynamic, flexible program for promoting efficiency & new technology

FlexSTEP balances the tried & true with new clean & innovative product offerings

OUR RENEWABLE PRODUCTS



THE GREEN TARIFF ENHANCES OUR PRODUCT OFFERING TO MEET EVOLVING CUSTOMER NEEDS

Customer Needs	Easy & Low Cost	On-site	No Cost, On-site	Off-site	Corporate Goals & Large Scale	<ul style="list-style-type: none"> • Price Certainty • Low Income • Multiple Sites ...& more
	2000	2007	2015	2016 & 2019	2020	...& Beyond
Residential						Coming Soon...
Small Business						Coming Soon...
Large Business						Coming Soon...

FUTURE PRODUCTS

ADDITIONAL SOLUTIONS ARE COMING SOON



		FY2021 Q2	FY2021 Q3	FY2021 Q4
Aligned with Guiding Pillars	Environmental Responsibility 	 Green Tariff		 On-site Solar
	Resiliency 		 Resiliency Service Tariff	
	Reliability 		 Wholesale Distribution Service	 Line Extension
	Pilot Programs (Under New Service Options Tariff)		 EV Pilots	

← — — — — — **Rooted in Financial Stability** — — — — — →

STAY INVOLVED

- Monthly Board Meetings
- Newsroom
 - [Newsroom.cpsenergy.com](https://newsroom.cpsenergy.com)
- COVID-19 resources webpage
 - cpsenergy.com/covid-19
- Social Media



CPSEnergy



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CPS Energy



**AUGUST 11
2020**

5:00-5:30 p.m.



BY COMPUTER
Join online at cpsenergy.com/news/airdistrict6
Password: 2222



BY TABLET OR SMARTPHONE
Download the Webex app in advance,
then join cpsenergy.com/news/airdistrict6
Password: 2222



BY PHONE
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Just call 415-655-0002
Access code: 133 830 0573



**AUGUST 13
2020**

**4:30-5:00 p.m.
English
5:00-5:30 p.m.
En español**



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- Hair tips to save you money
- Discover how to view & manage your usage
- Learn how to conserve energy
- Find out about assistance programs & payment plans
- Speak directly with members of our team



Thank You