ELECTRIC VEHICLES (EV’S)

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Informational Update
AGENDA

• WHY EV’S?
• OUR EXPERTISE
• REVENUE OPPORTUNITY
• ENVIRONMENTAL IMPACT
• OPTIMIZING EV’S
• FLEXIBLE APPROACH
WHY EV’S?

- Growing customer interest
- Improving technology

→ Exciting growth potential for our business
ALIGNS WITH FLEX PATH

VIDEO TO BE ADDED
Our leadership in EV’s started in 2011 with build out of public charging network. Recently, we added 34 plug-in hybrid pickups to our fleet.
REVENUE OPPORTUNITY

EV charging represents a significant long-term revenue growth opportunity

FY 18 Revenue ($Mil)

- $2,440
- 19% Growth
- $2,906
CLIMATE IMPACT

Transportation is the second largest source of Green House Gas (GHG) emissions in San Antonio area.

EV’s reduce GHG emissions by 48% or more compared to combustion vehicles on the road.

Source: SA Climate Ready, Final 2016 GHG Inventory
New technologies involve uncertainty around adoption rates. Whatever the path, we want our community to be EV ready!
Managed charging can align EV “refueling” to the time of day when solar and wind generation is highest.
Pricing flexibility is essential for enabling the next generation of products and services.

**Current Tariff Structure**
- Standardized
- Limited optionality

**New Service Option (NSO) Tariff**
- Agile
- Future Focused
Thank You