



INTRODUCTION TO POWERSECURE

January 28, 2020



About PowerSecure

Who we are

A market leader with over 1700 microgrid deployments (85%* of the U.S. market share), gained over our 20-year history while also reducing MWh consumption by 233,072 annually

An innovator in providing distributed energy resource solutions

Introduction



1

**PowerSecure
Founded in 2000**

2

PowerSecure is a technology company **focused on distributed energy systems** and the integration of multiple energy resources for basic and advanced microgrid deployments.

3

Over the last 20 years, PowerSecure has deployed over 1700 microgrid systems (***85%** of the U.S. market share), and boasts ****98.7%** system reliability, exceeding industry standards

We are a proven provider of multi-measure **energy efficiency** projects with \$800+ million engineered, installed and commissioned projects.

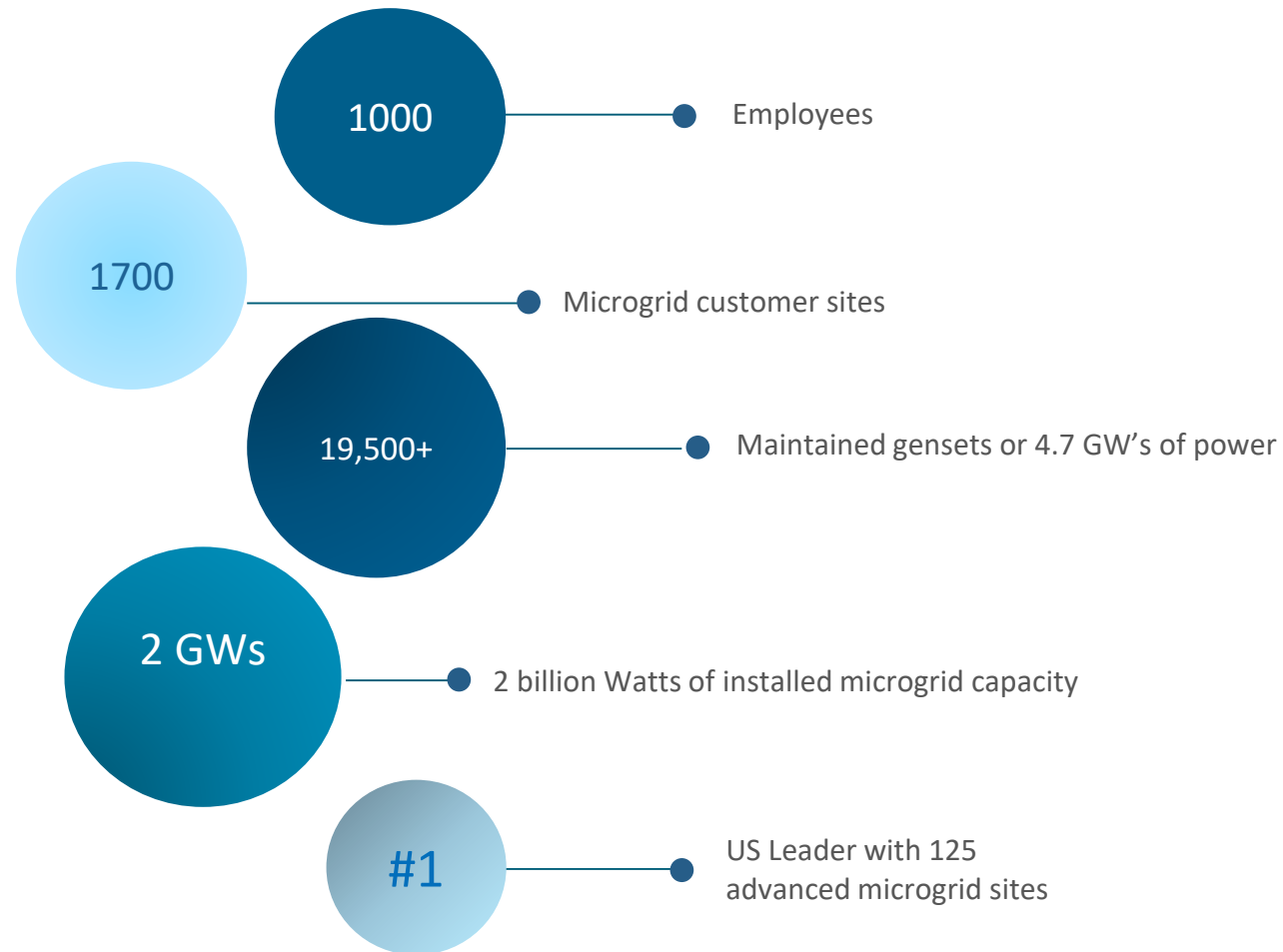
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In 2016 PowerSecure **joined the Southern Company** as a wholly owned subsidiary

* Greentech Media

** MTechnology

Quick Stats



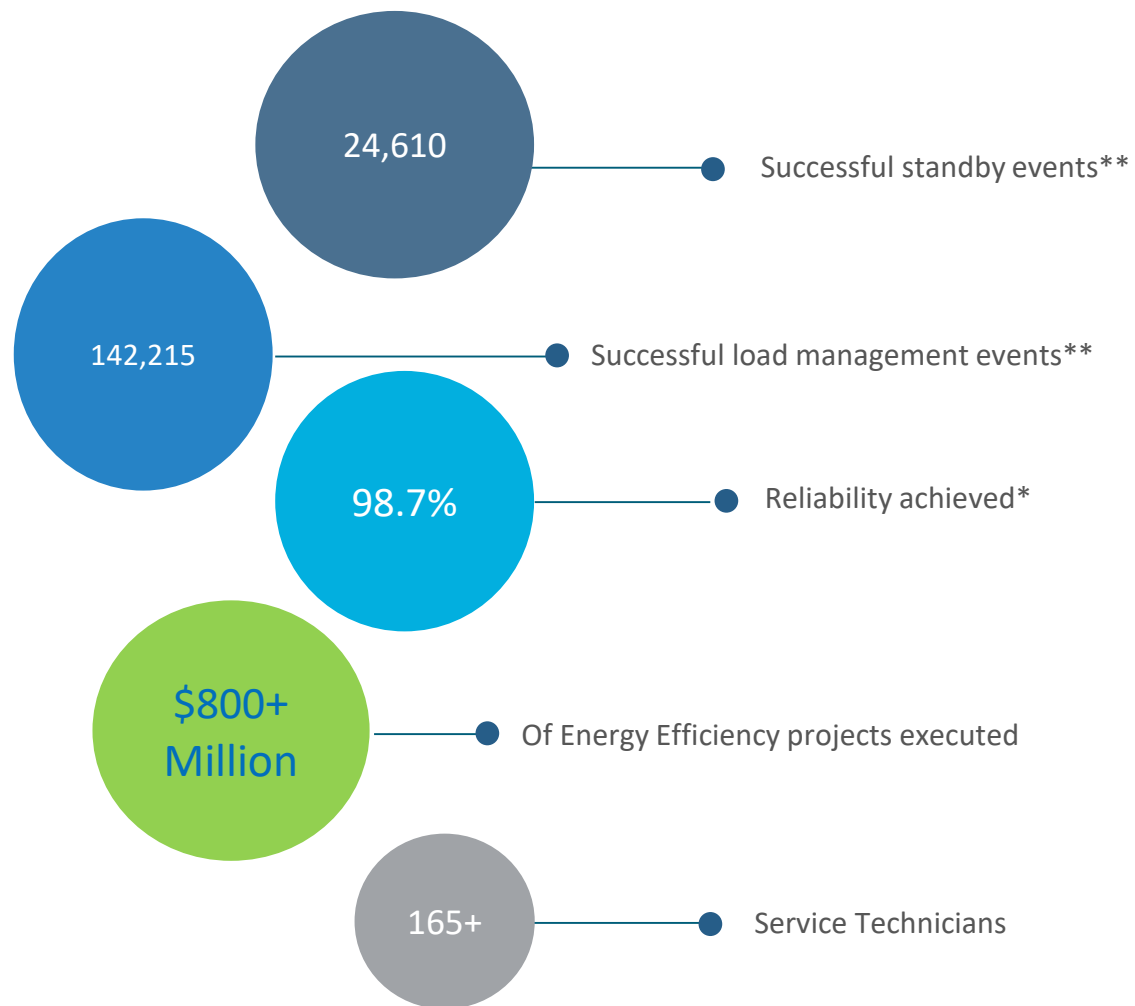
Source: GTM Research: U.S. Microgrids 2017: Market Drivers, Analysis and Forecast

PowerSecure

DISTRIBUTED ENERGY
INNOVATION COMPANY

LEADING MICROGRID
DEVELOPER LAST 4 YEARS

Quick Stats



Source: *MTechnology Reliability Study **as of 1/24/2020

Power**Secure**

ALWAYS GENERATING RESULTS

About PowerSecure

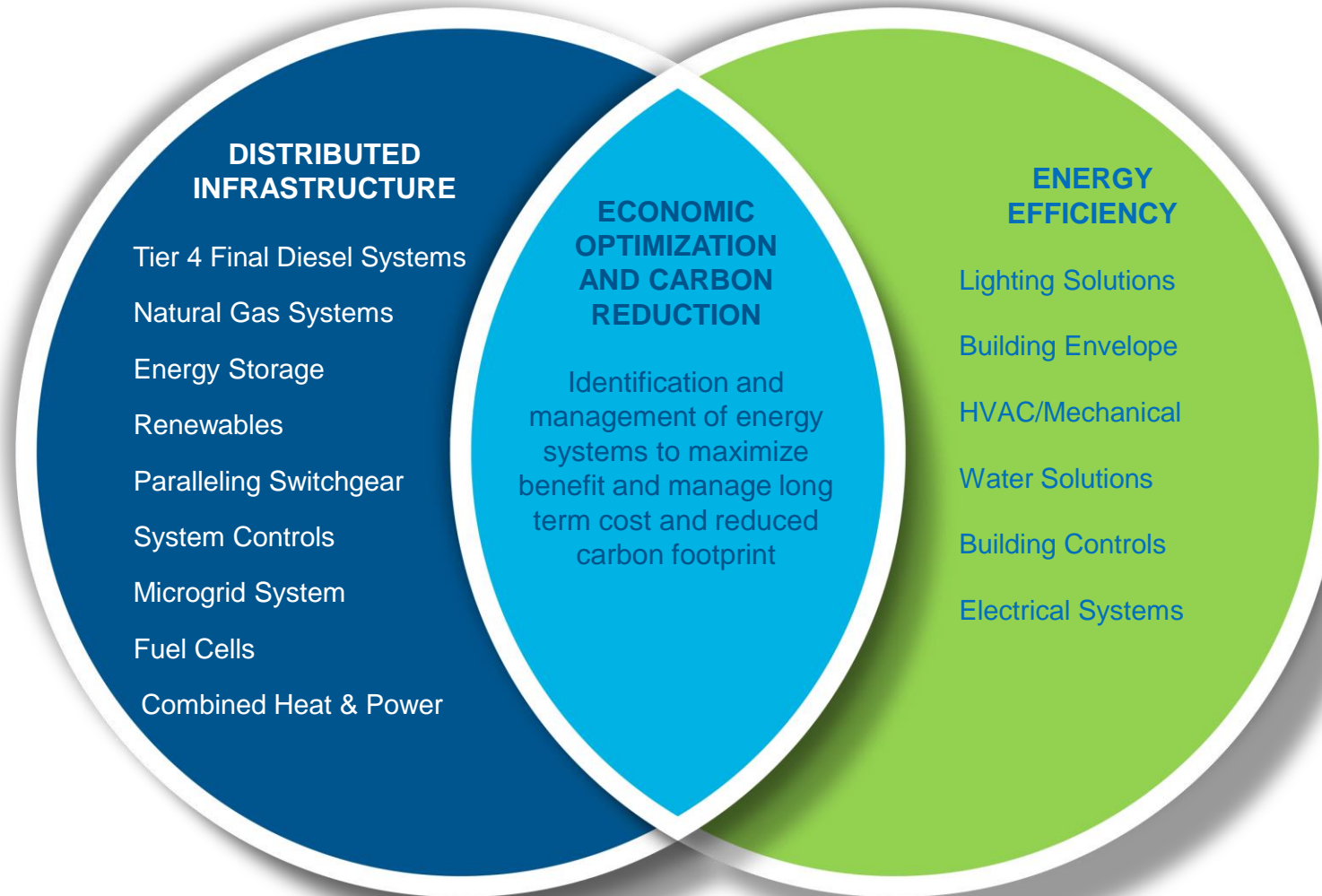
What we do

Deliver energy efficiency services to optimize the energy load of customers' facilities while maximizing benefit and manage long-term cost and reduced carbon footprint

Design, develop and deploy proprietary hardware technologies and integrated software solutions to enable basic and advanced microgrids

PowerSecure Solutions

Creating an Efficient, Resilient, Reliable, Clean and Sustainable Supply of Power



Customer Benefit

Distributed Energy Innovation as a Strategic Business Asset

Resiliency

Improves resiliency and redundancy, with higher power quality for customers that cannot tolerate brief or extended outages or unreliable power

Return on Investment

Is economically optimized and maximizes utilization for customers that want a return on capital investment or want to defer capital for their mission

Reduced Carbon Footprint

Provides energy flexibility and clean energy options for customers that value environmental issues and desire a reduced carbon footprint

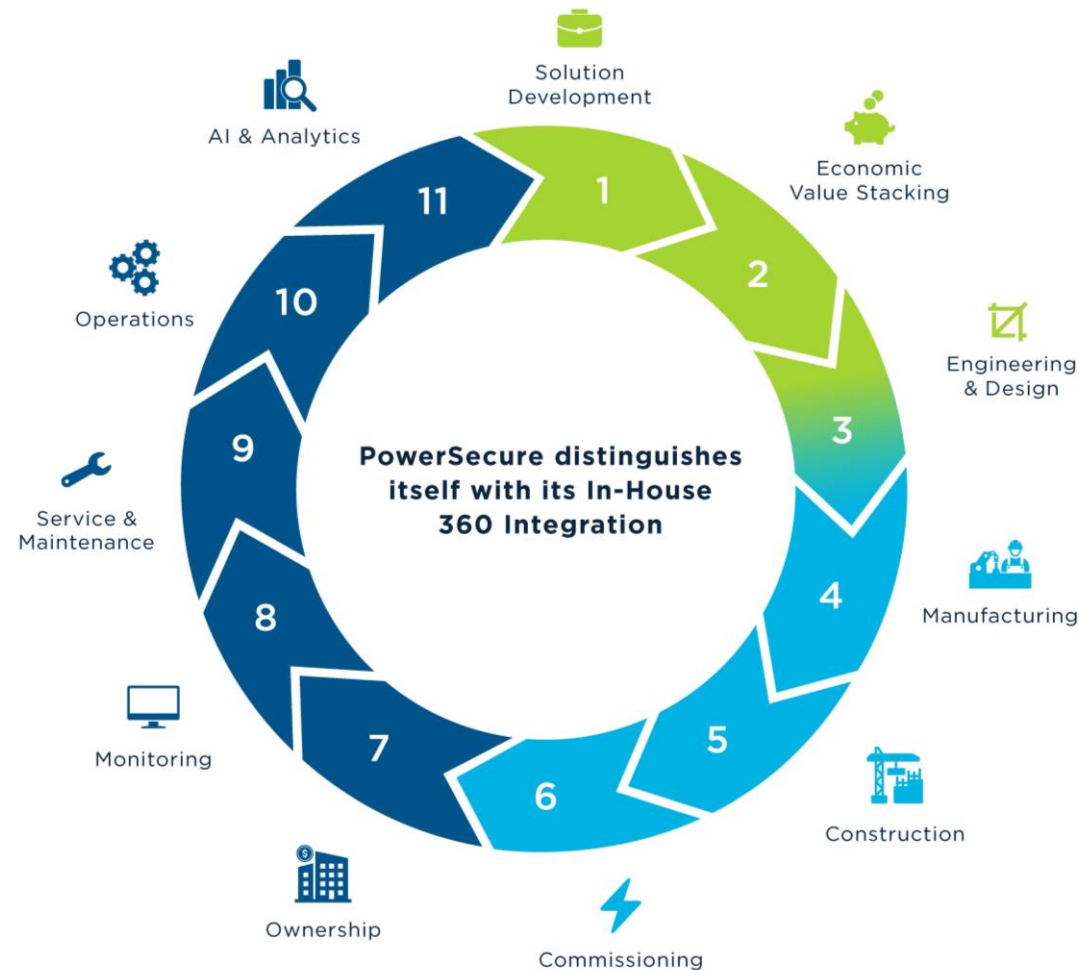
About PowerSecure

What makes us different

360° In-House Integrated Delivery Model

- Full life cycle business model and in-house integration: Concept-Design-Build-Implement-Optimize
- Depth of experience and expertise
- Proprietary monitoring platform, rich data-based analytics
- Largest independent service network for microgrids in the nation
- Strong working relationships with Utilities

Value Driven Structure with In-House Integration

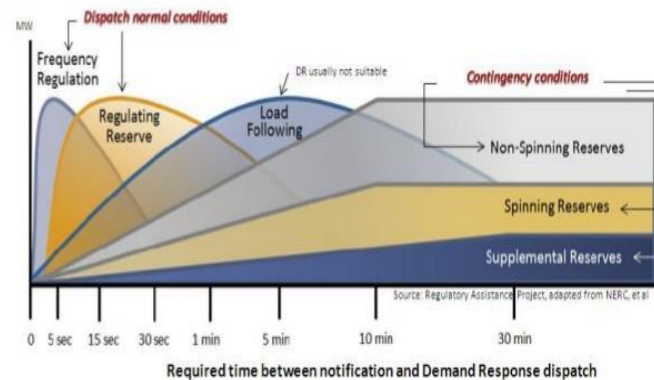
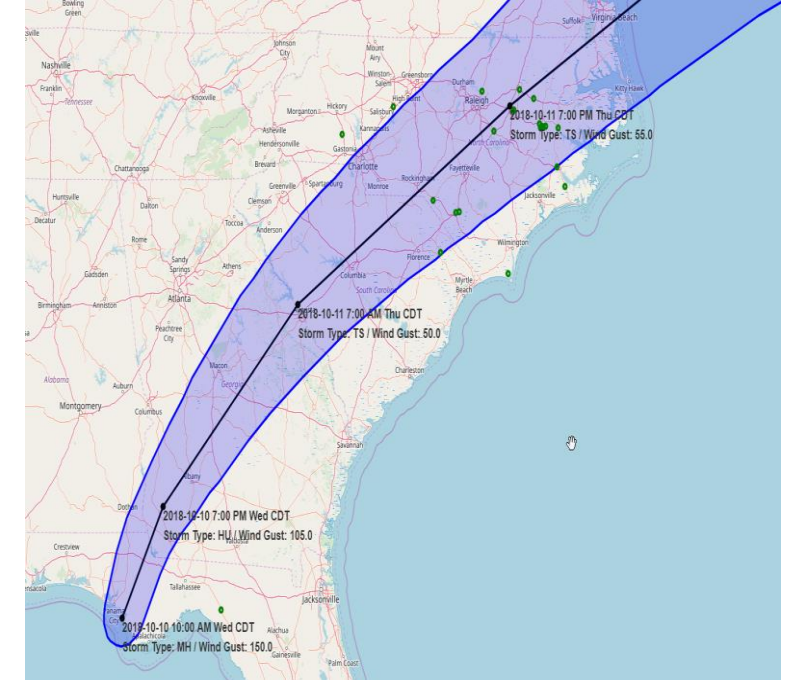


- ✓ 100% in-house engineering
- ✓ Strategically manufacture selected microgrid products and subsystems
- ✓ In-house construction crews
- ✓ 24/7/365 monitoring control centers
- ✓ Economic value expertise
- ✓ Lifetime knowledge of asset performance
- ✓ 98.7% reliability achieved

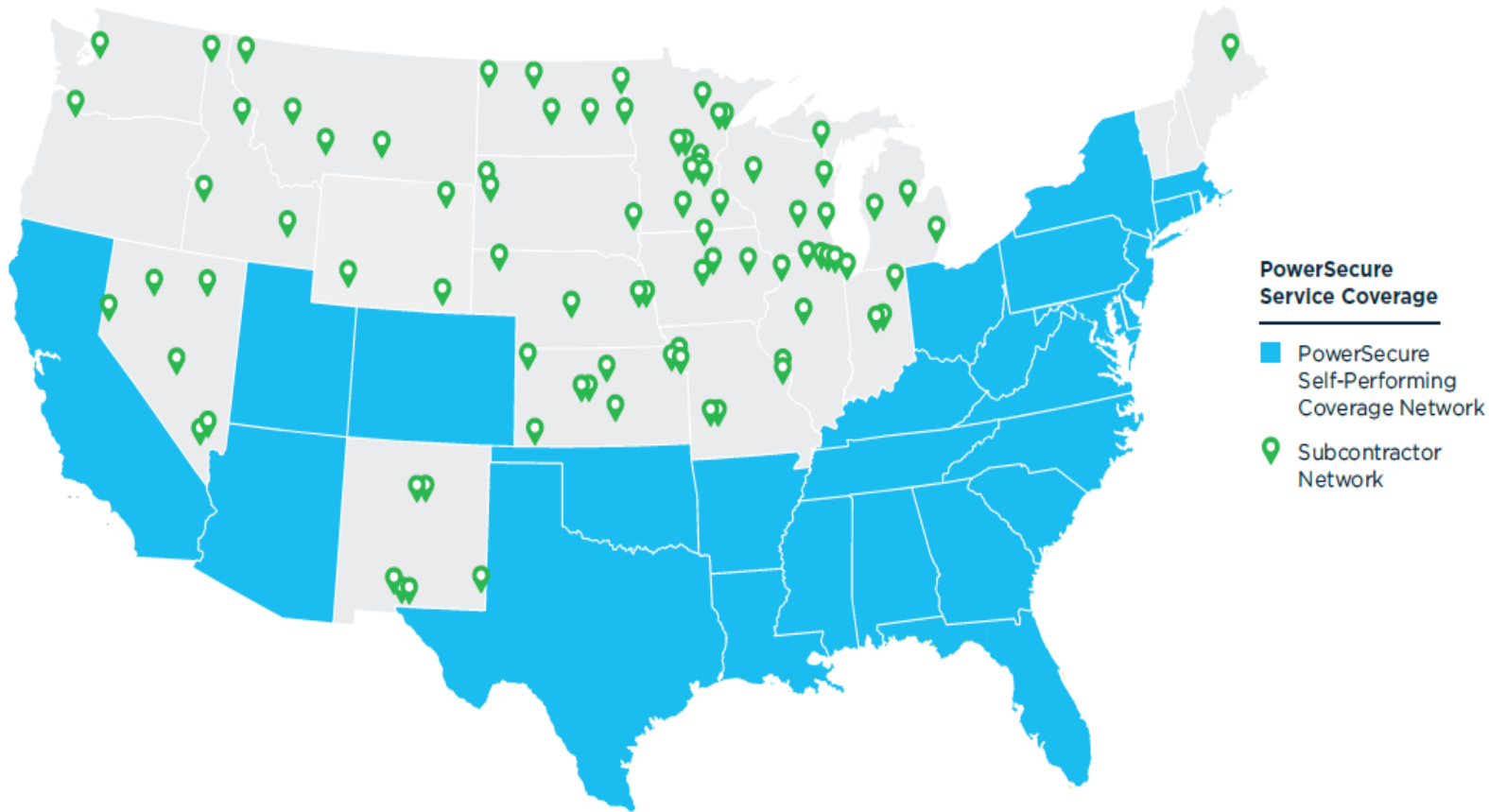
Full life cycle business model & feedback loop for continuous improvement

PowerControl 24/7[®] Operations Center

- 24/7/365 microgrid monitoring operations, staffed 24/7/365
- Data traverses a private network with latest encryption standards
- Visual of every operation, warning, alert
- System diagnostics, remote control, fuel tracking/management
- Remote testing to maintain system performance
- Demand response / peak demand forecasting / weather and storm monitoring
- Data analytics and reporting based on customer needs (NFPA, monthly



PowerSecure Service Network



Extensive Geographic Coverage

- Most extensive geographic coverage in the industry
- 29 states with self-performing footprint
- National coverage model with established subcontractor network
- One call – one company solution for organizations with nationwide assets
- Robust supply of parts, multiple warehouse

Largest Team of Experienced Techs

- 165 field technicians and growing....
- Tech certifications include:
 - Volvo certified
 - EGSA certified Master Techs (Electrical Generating Systems Association)
- Unparalleled Disaster Response

PowerSecure Difference



Innovation Our knowledge and integration of over 2 GWs of distributed energy and energy efficiency technologies ensures the best solution is provided.

Reliability and Resiliency Our systems, achieving 98.7% reliability, the highest in the industry, providing peace of mind while mitigating risk.

Economic Optimization Our microgrids allow participation in Demand Response or other market/utility programs to create ROI while energy efficiency provides additional benefits to support resiliency objectives.

Reduced Carbon Footprint Our solutions and systems provide energy flexibility and clean energy options.

Integrated Delivery Model PowerSecure does everything from end-to-end and with a single point of contact; faster time to installation than others; eliminates the pancaking of margin with multiple parties involved.

Where We Do It



400,000 sq.ft.

Distributed Infrastructure manufacturing
and development campus across 4 buildings



Located in
Research Triangle Park
Durham NC

State of the Art onsite Microgrid includes



EPA Tier 4 Final
generation



Paralleling Switchgear



R&D test bank



Battery storage



EV charging stations



Rooftop solar



Equipment showroom



Fuel cells



Microgrid Controller
and Monitoring



Appendix: Product Suite



Tier 4 Final Genset is an ultra clean diesel generation system that is modular, flexible in capacity to more accurately match to the load demand, has no federal run-time limitations and no post-installation federal emissions test requirements

Integrated design with 16-liter Volvo engines, in-line 6 cylinder design, NexGear® switchgear controls, certified SCR emission technology, DEF tank, custom 24-hour fuel tank – powerful, reliable, economical, fuel efficient

01

Well-balanced Engines

Smooth operation, zero run-time limitations, run-up synchronization

02

High Quality AC Generators

Matched to site-specific requirements

03

Custom Enclosure

Modular designs, scalability, site optimization, add power over time, UL2200 classified generator package

04

Multiple Functions

Built in redundancy, peak-shaving, paralleling capabilities, demand-response operations

PowerBlock is a fully integrated solution for standby generation and participation in utility or RTO/ISO markets.



Building Blocks to Microgrid Technologies



Battery Energy Storage



Inverter Based Technology



AC or DC Coupled System Convertors



Custom Build Switchgear and Integrated Controls



Solar



Fuel Cell



CHP



In-house Commissioning & Testing



PowerControl 24/7



PowerSecure Service

Energy Efficiency Services



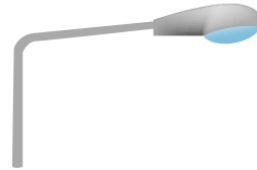
LIGHTING & CONTROLS

Today's technologies
tailored to exact
requirements and
standards



GEOHERMAL HVAC/MECHANICAL

World-class mechanical
construction that is savings
driven



OUTDOOR LIGHTING

Lighting expert offering
Turnkey utility service
solutions



ELECTRICAL

Turnkey transformer
retrofits and electrical
upgrades



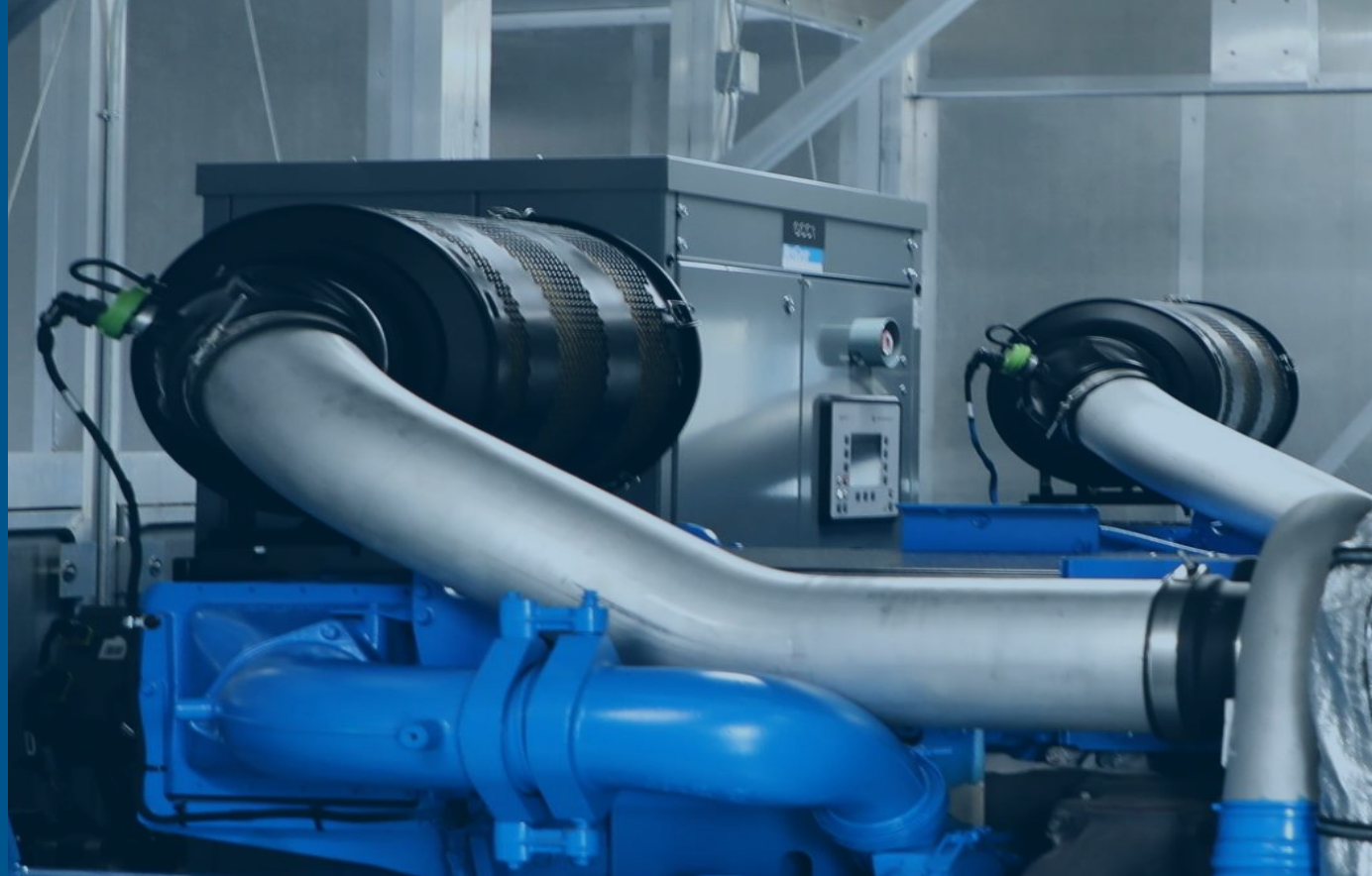
WATER CONSERVATION

In-house analysis
and implementation from
domestic to process



BUILDING ENVELOPE

Comprehensive solutions
from our national
weatherization team



Always Generating Results

