

A close-up photograph of a person's hands, wearing a grey knit sweater, plugging a blue and black charging cable into the charging port of a dark-colored electric vehicle. The background is slightly blurred, showing a grassy area and a white cup. The image is framed by a white diagonal shape on the left and right sides.

MN EV OWNERS MEETING XCEL ENERGY EV UPDATE

Clean Transportation Team

November 17, 2022



AGENDA

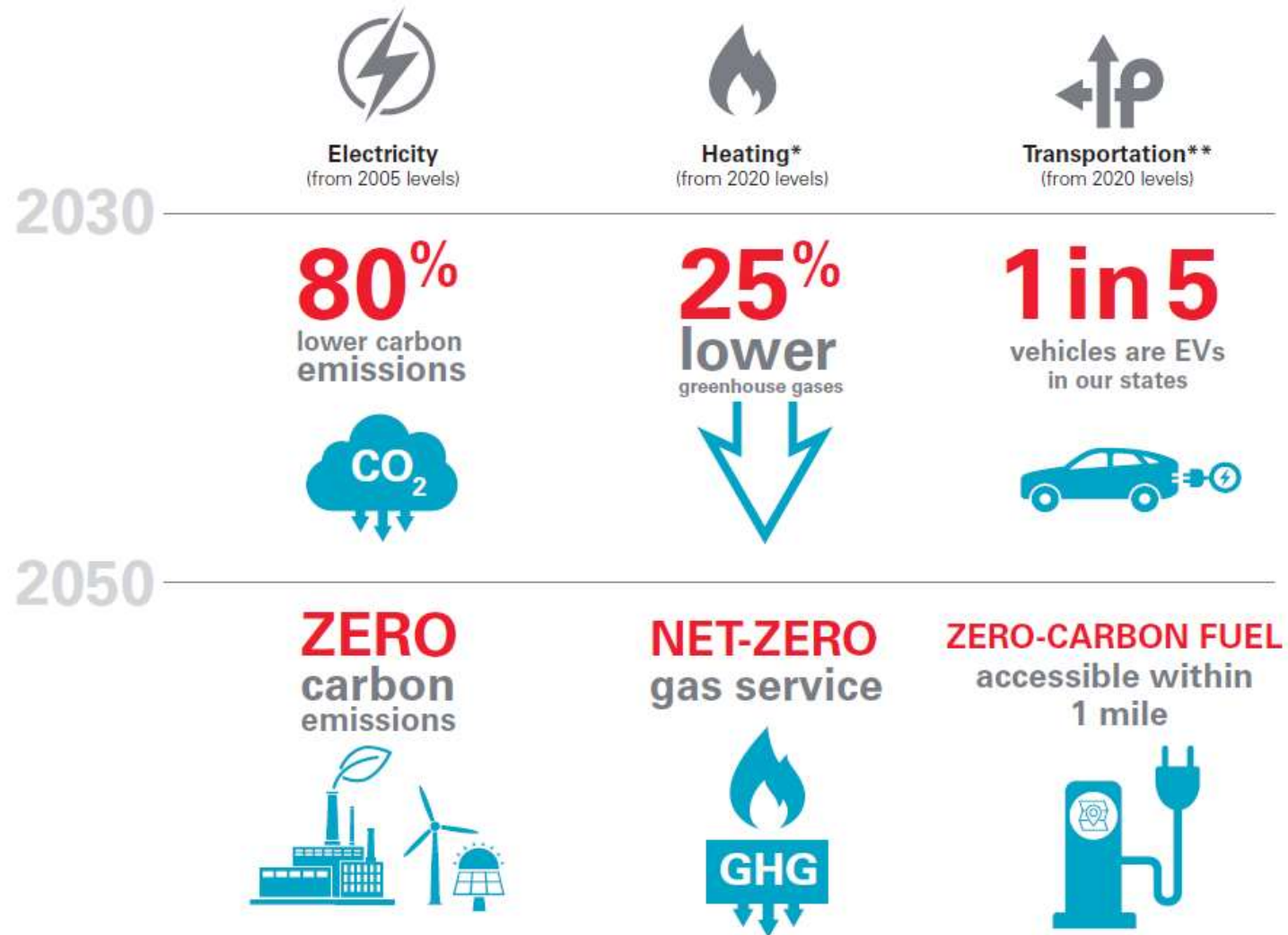
- Xcel Energy Vision
- Residential Customer Programs
- Commercial Customer Programs
- MN Proposed New Programs
- Marketing and EV Dealer Network
- Additional Resources + Poll Review

XCEL ENERGY VISION



Xcel Energy Net-Zero Energy Provider by 2050

Goals that cover all the ways our customers use energy



*Spans natural gas supply, delivery and customer use

**Includes the Xcel Energy fleet; zero-carbon fuel is electricity or other clean energy

Clean Transportation Vision

Our Vision is to enable one out of five vehicles in the areas we serve to be electric by 2030 and all vehicles to run on carbon-free electricity or other clean energy by 2050



ZERO CARBON ENERGY

Provide the fueling infrastructure and energy system to run all vehicles on carbon-free electricity or other clean energy



EASY CHARGING

All customers can conveniently access affordable EV charging at home or within one mile of home



ACCESS

Underserved communities can participate in our programs and the related economic development benefits



XCEL ENERGY FLEET

Our entire fleet runs on carbon free electricity or other clean energy

Note that one out of five vehicles being electric by 2030 is the equivalent to at least 1.5 million EVs on our roads

Achieving the Vision – 2030 Benefits

Enabling one out of five vehicles in the areas we serve to be electric by 2030 delivers significant benefits



\$1 BILLION

In customer fuel savings annually by 2030



\$1 OR LESS PER GALLON (EQUIVALENT)

To drive an EV with Xcel Energy's low, off-peak electricity prices at home



5 MILLION TONS OF CARBON EMISSIONS

Eliminated annually by 2030 with our clean energy



ACCESS

Holistic programs and infrastructure for all customers at home, work and on the go

Note that one out of five vehicles being electric by 2030 is the equivalent to at least 1.5 million EVs on our roads

Innovative EV Solutions

Our innovative programs raise awareness, reduce up-front costs, and make it easier for customers to charge electric vehicles on low cost, low carbon energy in a way that's good for the grid





RESIDENTIAL CUSTOMER PROGRAMS



EV Accelerate At Home Overview

Provides customers with a hassle-free Level 2 charger installation and maintenance service, coupled with overnight EV charging billed at lower kWh prices through a three-part time-of-use (TOU) rate. Today, customers can either pay a monthly fee or pre-pay for the upfront cost of the charger and installation.

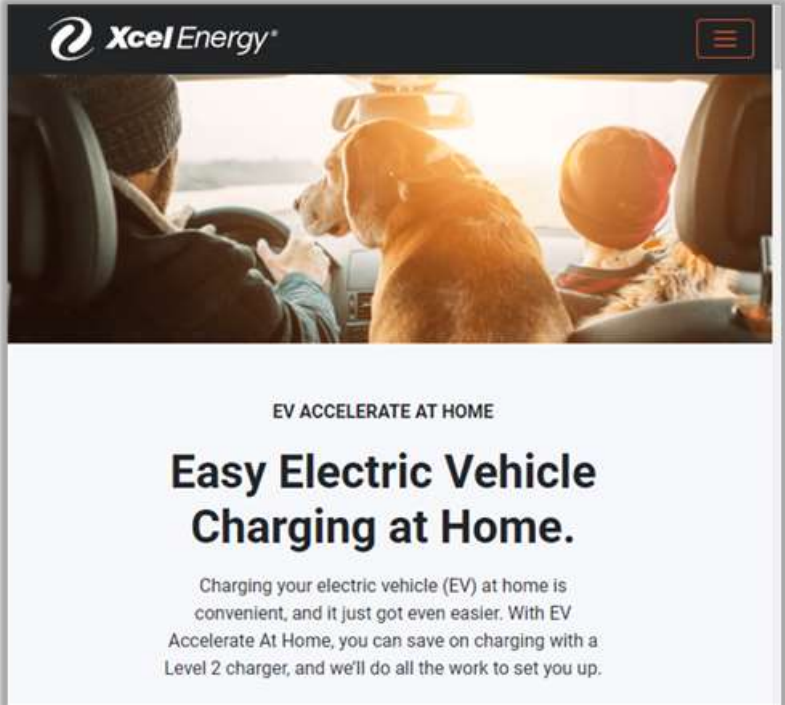
Main Benefits:

- **Lowers upfront customer costs** by an average of more than \$2,000 from not having to install a second meter or service for attractive TOU pricing
- **Eliminates the hassle** to figuring out home charging

Program status:

- Permanent program
- Program launched in December of 2020
- Currently serving **1,624** customers as of November 16, 2022

95% satisfaction, with 91% saying they'd refer a friend
Nearly **84%** of charging occurring during the off-peak period



The image shows a screenshot of the Xcel Energy website. At the top left is the Xcel Energy logo. The main header image shows a person driving a car with a dog in the passenger seat. Below the image, the text reads: "EV ACCELERATE AT HOME", "Easy Electric Vehicle Charging at Home.", and "Charging your electric vehicle (EV) at home is convenient, and it just got even easier. With EV Accelerate At Home, you can save on charging with a Level 2 charger, and we'll do all the work to set you up."

EV Subscription Service Pilot Overview

Testing a simple offer with a consistent, flat monthly price for unlimited overnight charging that helps encourage charging to take place off-peak.

Main Benefits:

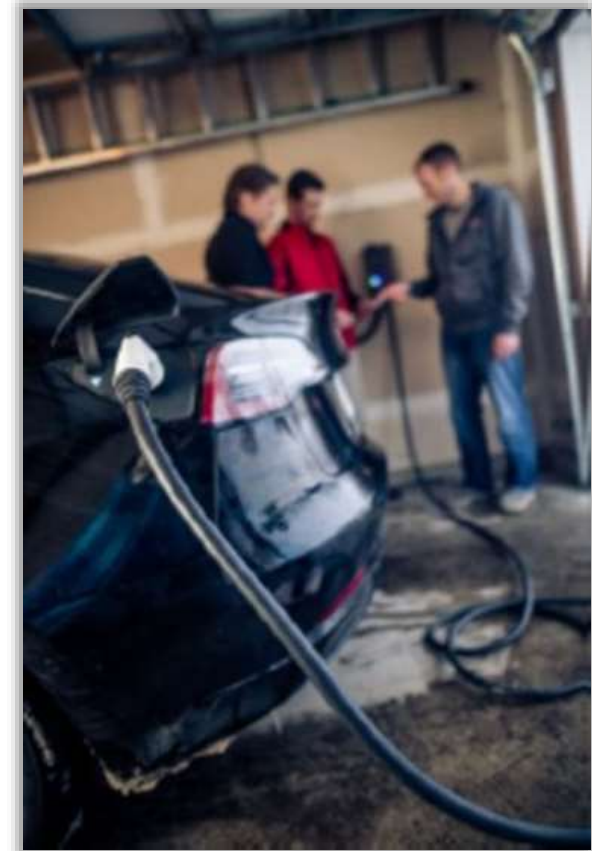
- All the same services and value as EV Accelerate At Home
- Customers are instead charged a straightforward **monthly subscription fee of around \$44**
- Subscription covers the upfront charger, installation, and ongoing maintenance service, as well as an assumed level of off-peak energy consumption, **bundling charging infrastructure plus energy**
- **Consistent and easy to understand**

Program Status:

- Pilot launched in February of 2020 (just before the pandemic)
- Pilot fully subscribed in July of 2021 (150 participant cap)
- Currently serving **130** customers as of August 2022

96% customer satisfaction

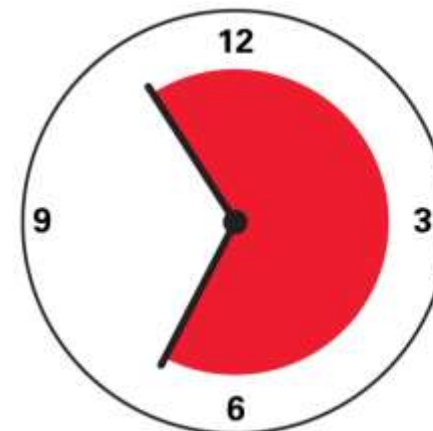
96% of charging occurring during the off-peak period



Coming in Dec: Optimize Your Charge

Optimize Your Charge rewards residential customers for charging at times that are good for the grid and allow us to use more renewable energy

- Customers get a \$50 annual credit on their bill for charging on one of two off-peak charging schedules
- Eligible chargers: ChargePoint & Enel X
- Eligible EVs: Tesla, Hyundai, Kia, Toyota, Lexus and more to come...
- Current EV Accelerate At Home customers can enroll
- Also available to light duty fleet customers



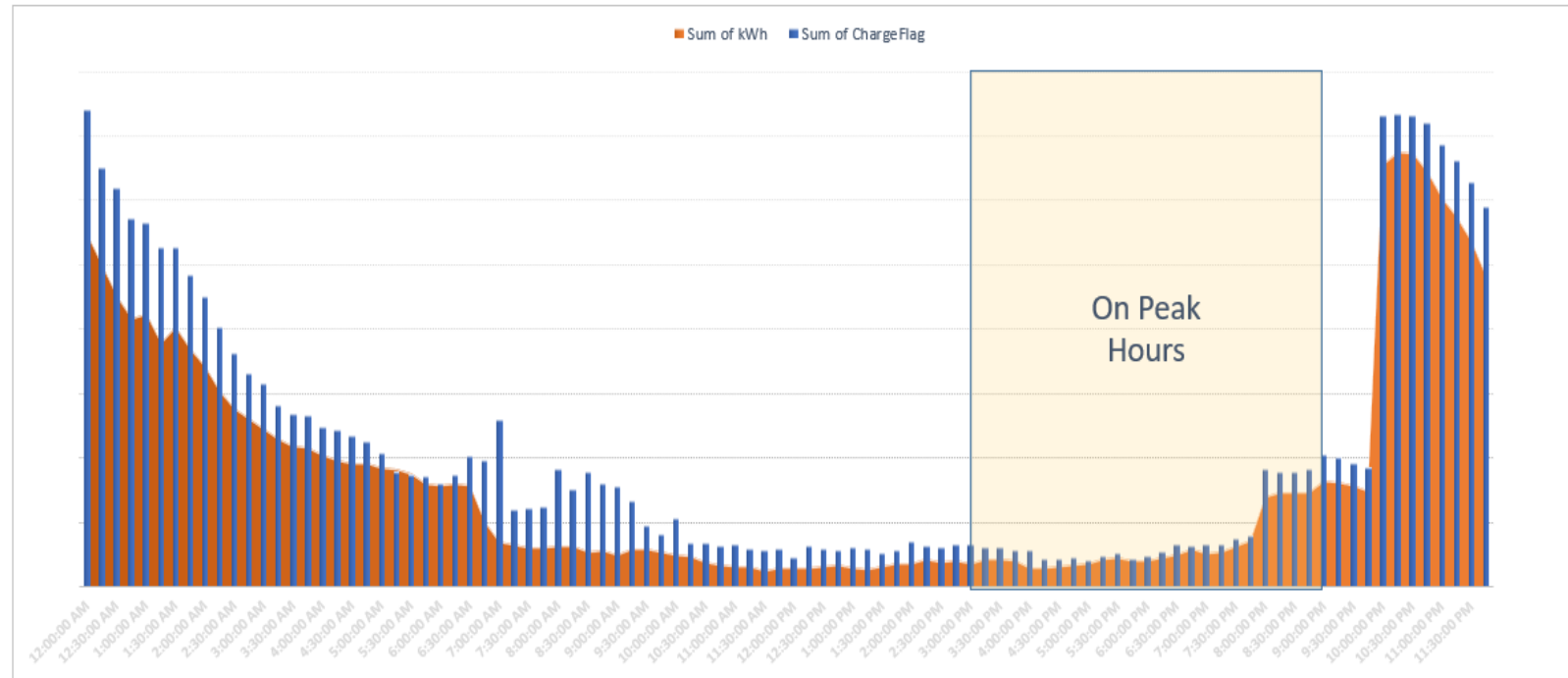
Coming in Dec: Optimize Your Charge

Program live in CO & NM; MN pilot will be similar

Customers get \$50 annual bill credit for charging at least 25% of the time during an off-peak charging schedule.

Participation via eligible level 2 chargers and WeaveGrid evPulse for most Hyundai, Kia, Tesla, Lexus & Toyota EVs

In October 2022, 89% of CO participants were meeting off-peak charging requirements and will get a bill credit.



EnelX and ChargePoint load profiles: Through October 1st, 1,360+ customers qualified and \$68k+ in bill credits issued



COMMERCIAL CUSTOMER PROGRAMS



EV Programs for a Range of Commercial Customer Types



Customers

PROVIDE POWER FOR CUSTOMERS →



Employees

OFFER CHARGING FOR EMPLOYEES →



Residents

EXPLORE MULTIFAMILY CHARGING →



Community

OFFER COMMUNITY EV CHARGING →



Fleet

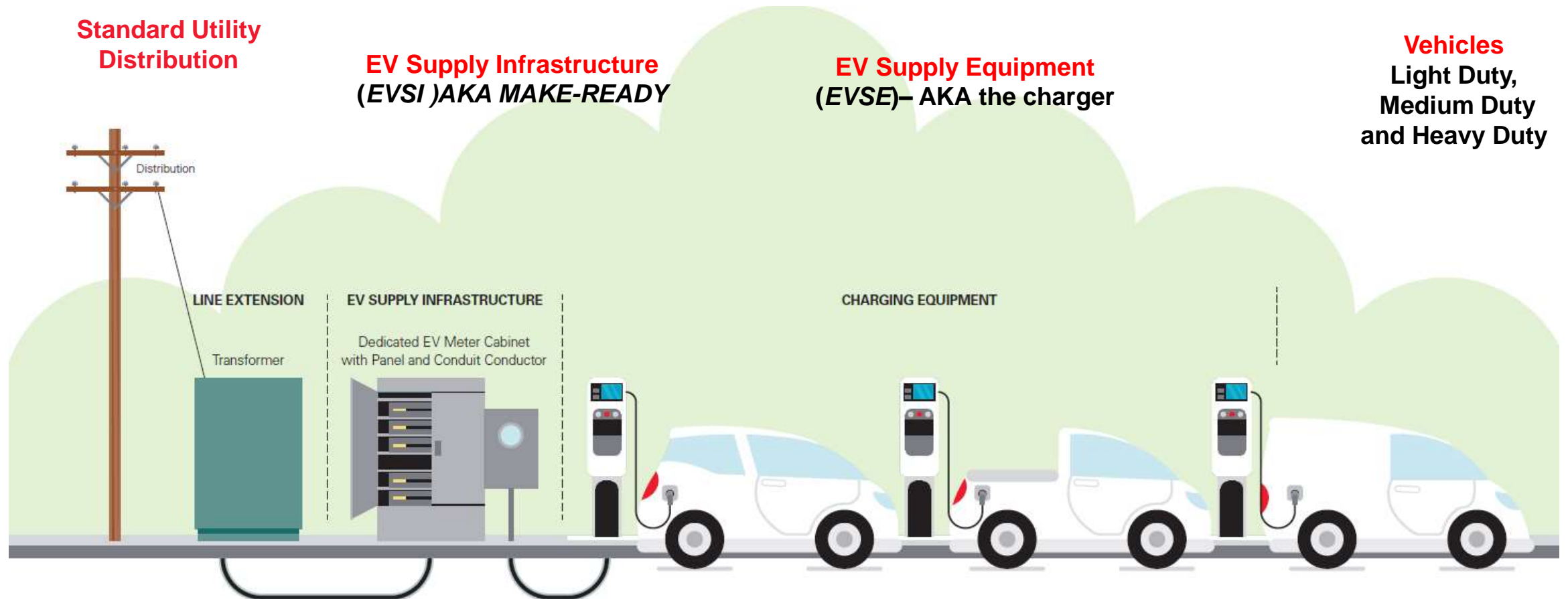
ELECTRIFY YOUR FLEET VEHICLES →



Small Business

OFFER AT YOUR SMALL BUSINESS →

Overview – EV Infrastructure Ecosystem and Terminology

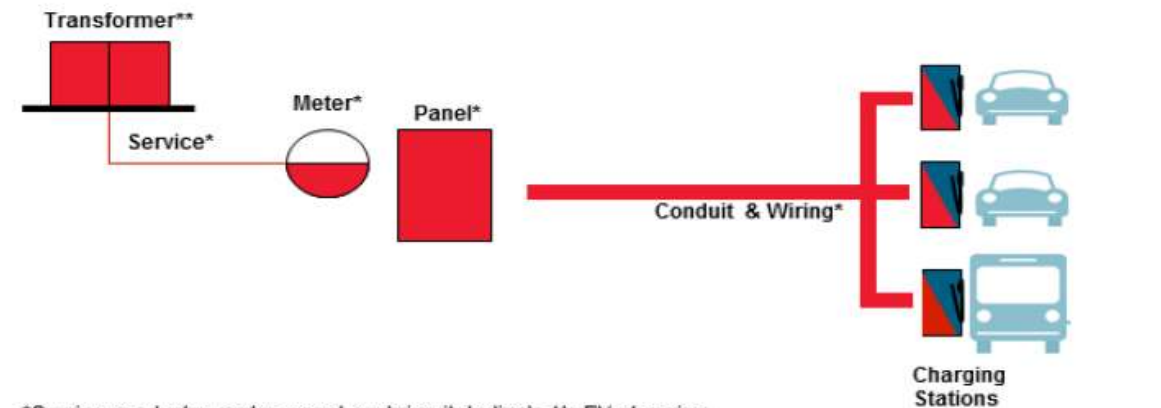


Fleet EV Service Pilot Overview

Pilot designed to encourage fleet EV adoption by reducing upfront infrastructure costs with make-ready and charging equipment installations, while assessing the costs for providing services, infrastructure utilization, and customer experience.

Participation details:

- Eligible commercial customers operating fleets in the **public sector** (local/state governments and NGOs)
- Provision of **make-ready infrastructure** and **charging equipment** options
- **Turnkey installation** services with **payment options** and **TOU rates**
- **Upfront technical assistance** for fleet EV suitability assessments and infrastructure considerations



*Service conductor, meter, panel, and circuit dedicated to EV charging
**Can be overhead or underground



Fleet EV Services Pilot

Red: Infrastructure installed, owned, and maintained by the utility

Blue: Infrastructure owned and maintained by participating customers

Red/Blue diagonal split: Customer can choose between utility installing, owning, and maintaining or installing, owning and maintaining themselves

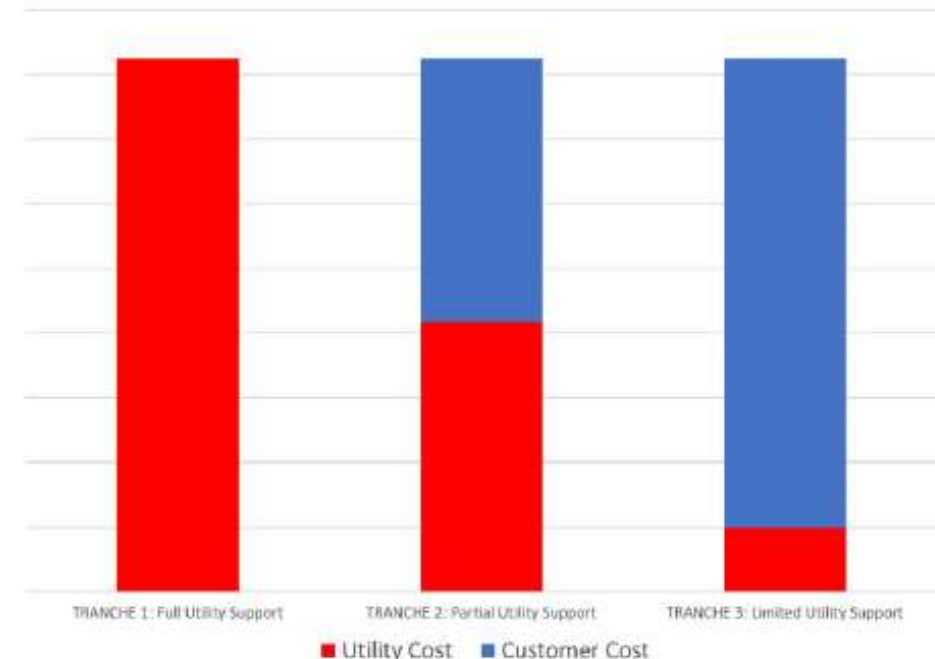
Multi-Dwelling Unit Pilot Overview

Pilot designed to encourage EV adoption in MDUs by addressing the primary barriers of 1) Lack of awareness and technical knowledge; 2) Parking and upfront costs, and; 3) Billing for charging. Pilot also aims to identify the level of financial support needed to accelerate and facilitate installation of EV charging infrastructure in MDUs and affordable housing.

Three participation options:

1. Shared Parking – Site Host Provided Charger
 - EV Advisor and consultation
 - EVSI only
 - Billing is responsibility of site host
2. Shared Parking – Full Service
 - EV Advisor and consultation
 - EVSI and Xcel Energy provided chargers
 - Billing is responsibility of site host
3. Assigned Parking – Full Service
 - EV Advisor and consultation
 - EVSI and Xcel Energy provided chargers
 - Billing assigned to individual residential drivers

Three tranches of utility financial support to test and facilitate installation of charging infrastructure



Xcel Energy Public Charging Pilot Overview

Enable the EV market by reducing upfront infrastructure costs with make-ready installations for corridor public fast charging and community mobility hubs, while assessing the costs for providing services, infrastructure utilization, and customer experience.



As of August 2022:

- **4 sites** representing **10 ports** are in service
- **41 sites** representing **71 ports** are in the design and construction phase
- **25 sites** representing **34 ports** are in the early stages of completing an application
- Enabling the buildout of **70 mobility hubs** as part of the [EV Spot Network](#) by partnering with HOURCAR and cities of Saint Paul and Minneapolis (**40 in service**)
- Projects spread across **10 counties**, with participants varying between **school districts, municipalities, counties, EV charging companies, and car dealerships**



MN NEW PROPOSED PROGRAMS



Minnesota August 2022 EV Program Proposals

Residential Programs

Commercial Pilots

Public Charging Programs

Partnerships, Research, and Innovation

Residential Program Modifications

We are proposing to combine and enhance several of our successful residential EV offerings to make it easier for customers to charge their EVs at home.



Expanding the **EV Subscription Service Pilot to a permanent option** offered under our EV Accelerate At Home program umbrella.



Provide customers with a **Bring Your Own Charger (BYOC)** option for EV Accelerate At Home and **close the prepay option**.



Monthly customer charge **pricing updates to EV Accelerate At Home** to include removal and relocation fees, and new contract prices.



Expanding EVs served by programs to include two-wheel (motorcycles and mopeds) and off-road vehicles like ATVs, side-by-sides, and boats.

Commercial EV Pilot Modifications

The proposed modifications involve extending pilot time horizons, increasing budgets, and making program design changes in response to feedback to date, to enhance the customer experience and provide an increased runway for customer participation that will generate more and improved learnings of these important EV program designs.



Reduce port count, eliminate kW minimum, **enhance the Optional Charger Service**, and combine all terms into single commercial EV pilot customer service agreement.



Increase budgets, introduce **budget flexibility**, and extend pilot **operations through 2026**.

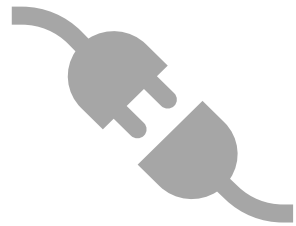


Introduce a **uniform project application review and scoring process** with a strong equity focus.

Xcel Energy Public Fast Charging Network Overview

Our proposal would dramatically expand the number of public EV charging stations in the region, making it easier for drivers to charge on the go.

About **730** high-speed charging stations across our service territory in Minnesota



Up to **1,470** charging ports in total between **2024-2026**

Xcel Energy customers would pay about **\$1.15**/e-gallon equivalent under this plan

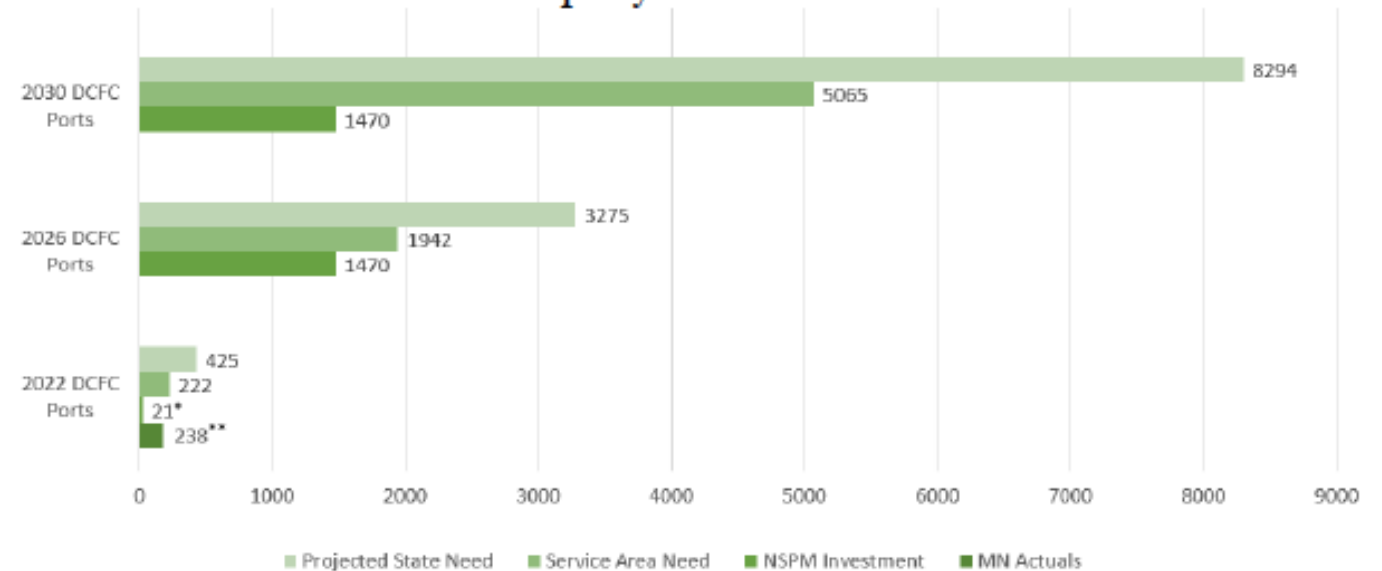
Xcel Energy Public Fast Charging Network Overview

A significant gap in public fast charging availability to meet the State's 2030 goal

Of about 238 public DCFC ports in MN, only about 92 are non-proprietary. **However, the need for public charging rises exponentially over the next few years.**

The Company's public charging proposal would **close the statewide gap** in 2030 by about **18%**.

Figure 1:
Public DCFC Charging Ports and Projected Needs in Minnesota and in the Company's Service Area



Source: Alternative Fuels Data Center; Guidehouse.

Xcel Energy Public Fast Charging Network Sites and Hosts

Types of sites:

- **Destination Charging Hubs:** fast charging at retail or restaurants, etc.
- **Connector Charging Hubs:** enabling long distance travel for personal vehicles
- **Pull-Through Charging Hubs:** designed to accommodate MDV and HDV charging along with LDV



Potential hosts:

- Xcel Energy will seek potential site hosts based on **location, amenities, capacity availability, and space availability** among other factors
- Site hosts will be expected to **provide land** for construction and maintenance of the charging and EVSI equipment
- Hosts must ensure chargers are accessible **24 hours a day, 7 days a week**
- Charging spaces must be **maintained** and cleared of snow and debris and **used exclusively** for EV charging
- Site hosts **will not be billed for electricity use** at the charging stations and won't be responsible for **routine maintenance or repairs**

Xcel Energy Public Fast Charging Network Experience



Xcel Energy customers will be able to **access lower rates** through a **verification** process via a **mobile/online application**.

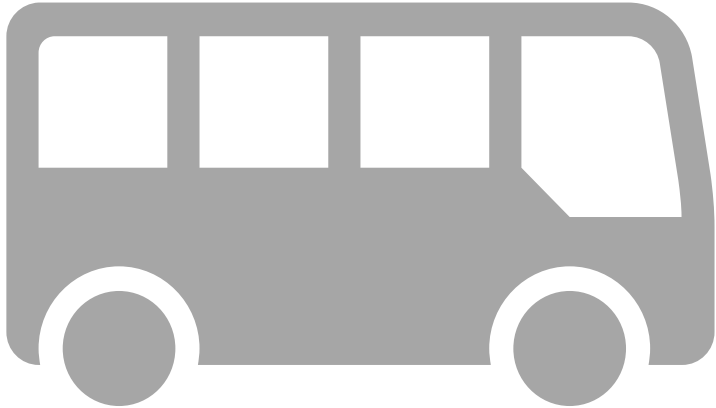
Drivers will be able to **pay by mobile app or credit cards** at the stations.

Drivers can **locate chargers** using a mobile app.

Stations will be **clearly marked** as Xcel Energy charging stations via charger wrapping and signage.

Electric School Bus Pilot Proposal

We have proposed an innovative pilot to advance and accelerate the electrification of school buses in our communities.



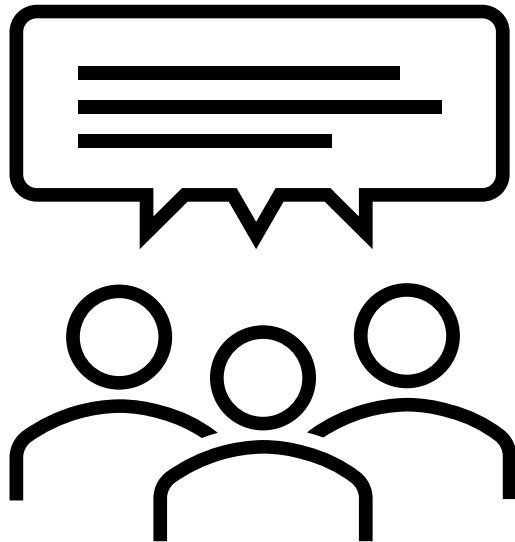
In the pilot, Xcel Energy would own approximately **32 school buses** and **partner with one or more school bus operators** to operate the buses for school districts.

Buses will be used for V2G demonstrations to test this capability and help maximize the benefits of electric buses to schools and the electric grid.

This full-service pilot design intends to **address the barriers** of school bus electrification and aims to better **understand the costs and benefits** of this approach.

Next Steps on our Aug 2022 Proposal

Our proposal is being reviewed by the MN Public Utilities Commission now



Your support will help drive EV adoption and access to public charging in MN!

- This is a contested case and won't be resolved until ~July 2023
- There will be public hearings in MN that you can participate in

EV DEALER NETWORK



EV Dealer Network: 29 Dealerships in Minnesota

Together, we're committed to *simplifying* our shared customer's EV journey



In-Dealership Program Enrollment and Informational Materials

- Customers can sign up for our home charging programs at dealer with our easy QR code
- EV benefits messaging and information about our programs

Digital Tools & Home Charging Models in showroom offer personalized learning and hands-on experiences

EV Dealer Map on our website ev.xcelenergy.com/dealers

Key dealer partner EV Inventory on our website ev.xcelenergy.com/inventory

