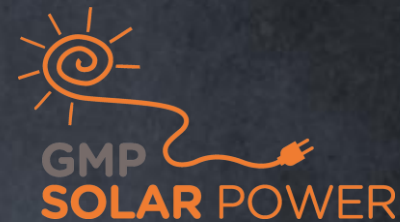




Day of Conversation

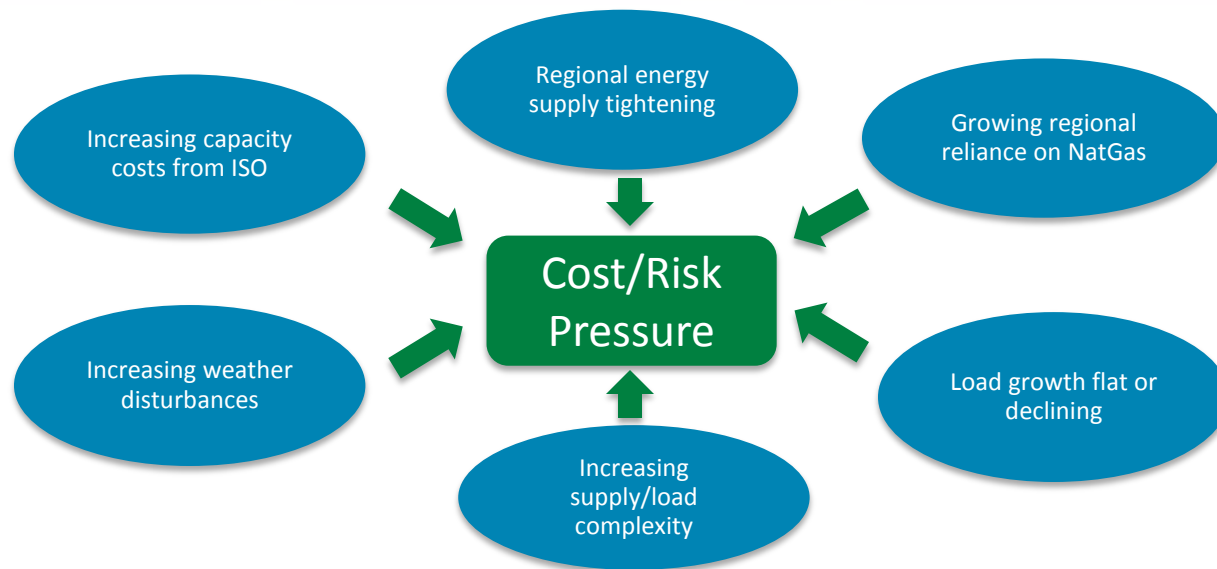
GMP's Future Grid Vision



June 2, 2015



Current GMP Challenges/Opportunities



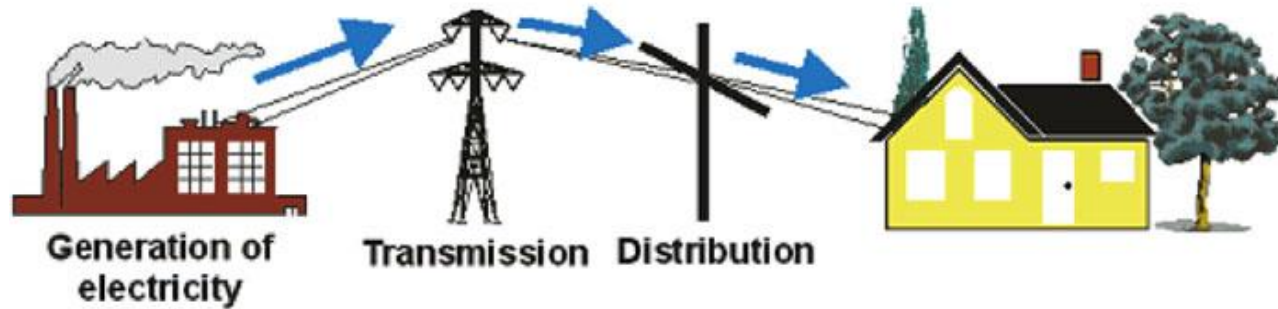
Technology creates an opportunity for us to embrace progress and transition to another business model

So what do we do?

Three Strategic Imperatives:

- 1) Change the distribution grid model*
- 2) Engage customer value*
- 3) Increase reliance on local resources*

Today



Today:

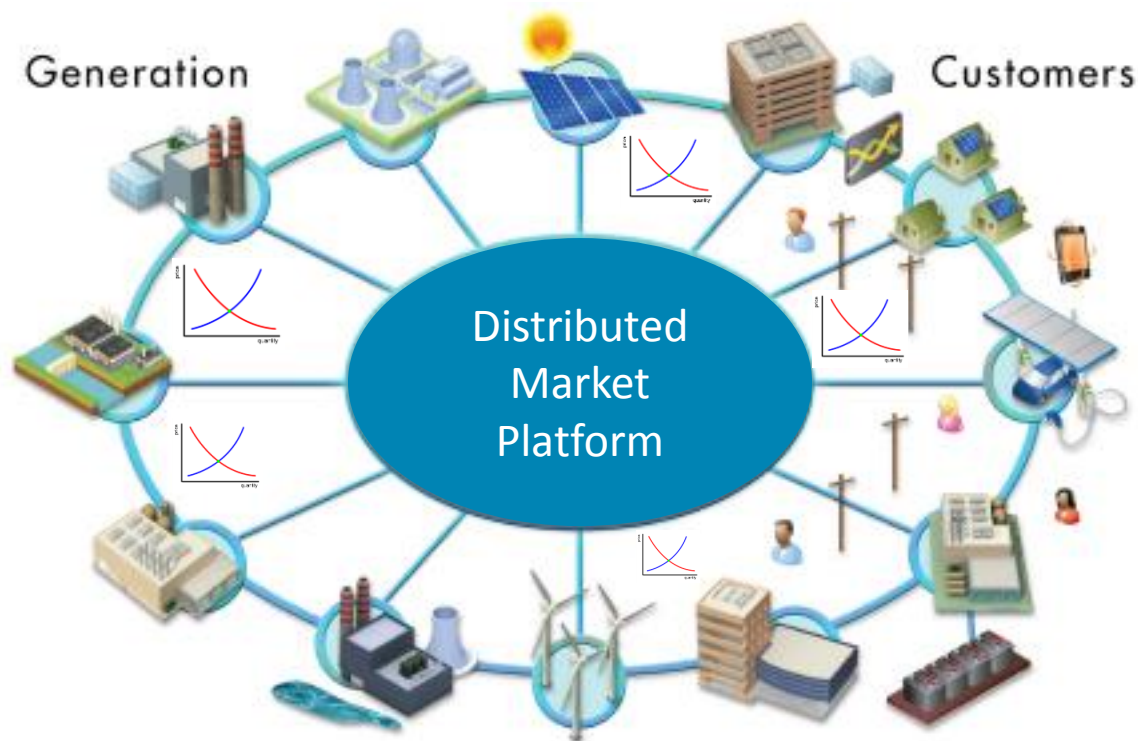
- Supply goes from one direction over long distances, leading to losses and immense infrastructure requirements
- Supply built to accommodate demand => Inefficient asset utilization

When a customer turns on a kW of load, the bulk grid must supply that additional kW – which could result in nearly 2 kW being turned up to meet the need due to inefficiencies and losses

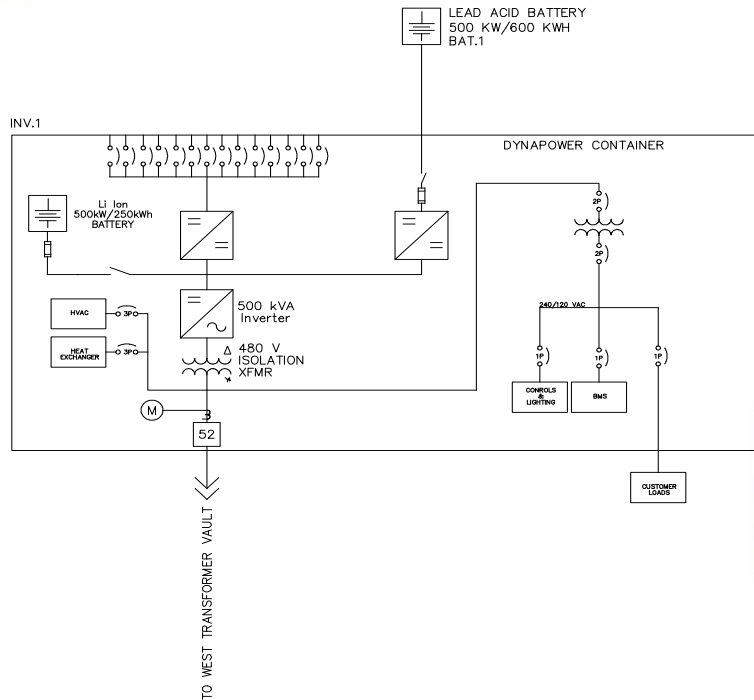
Tomorrow

Guiding Philosophy: Shift the locus of control from the bulk power grid to the near customer distribution grid and subject as much as possible to market forces.

- Exploit and create value from energy supply and demand assets behind customer meter
- Leverage advanced software and controls to automate grid observation and response functions for greater resilience and efficiency
- Complete re-focus on grid investments to maximize local values and resiliency



Key Building Block: Solar+Battery



Stafford Hill Solar+Battery

- 2.5MW Fixed Solar on Landfill Cap
- 2MW/1MWH Lithium Ion Batteries
- 2MW/2.4MWH Lead Acid Batteries
- 4 – 500KW Multiport Inverters



GMP System Expansion Strategy

- Modularize storage solution for cost reduction
- Installation on most susceptible feeders to provide outage ride through during major storms
- Assets can produce other value streams during non-storm time (voltage regulation, on-off peak arbitrage, asset investment delay)

