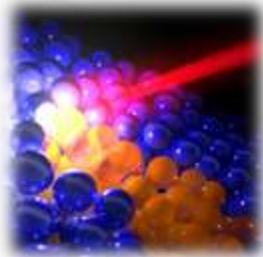


Southern Company Electric Transportation

Key Tech = Better, Faster, Smaller, Cheaper **Are We Ready????**



**Advanced Materials for
Batteries & Other Uses**



**Electric Motor Advanced
Technology**

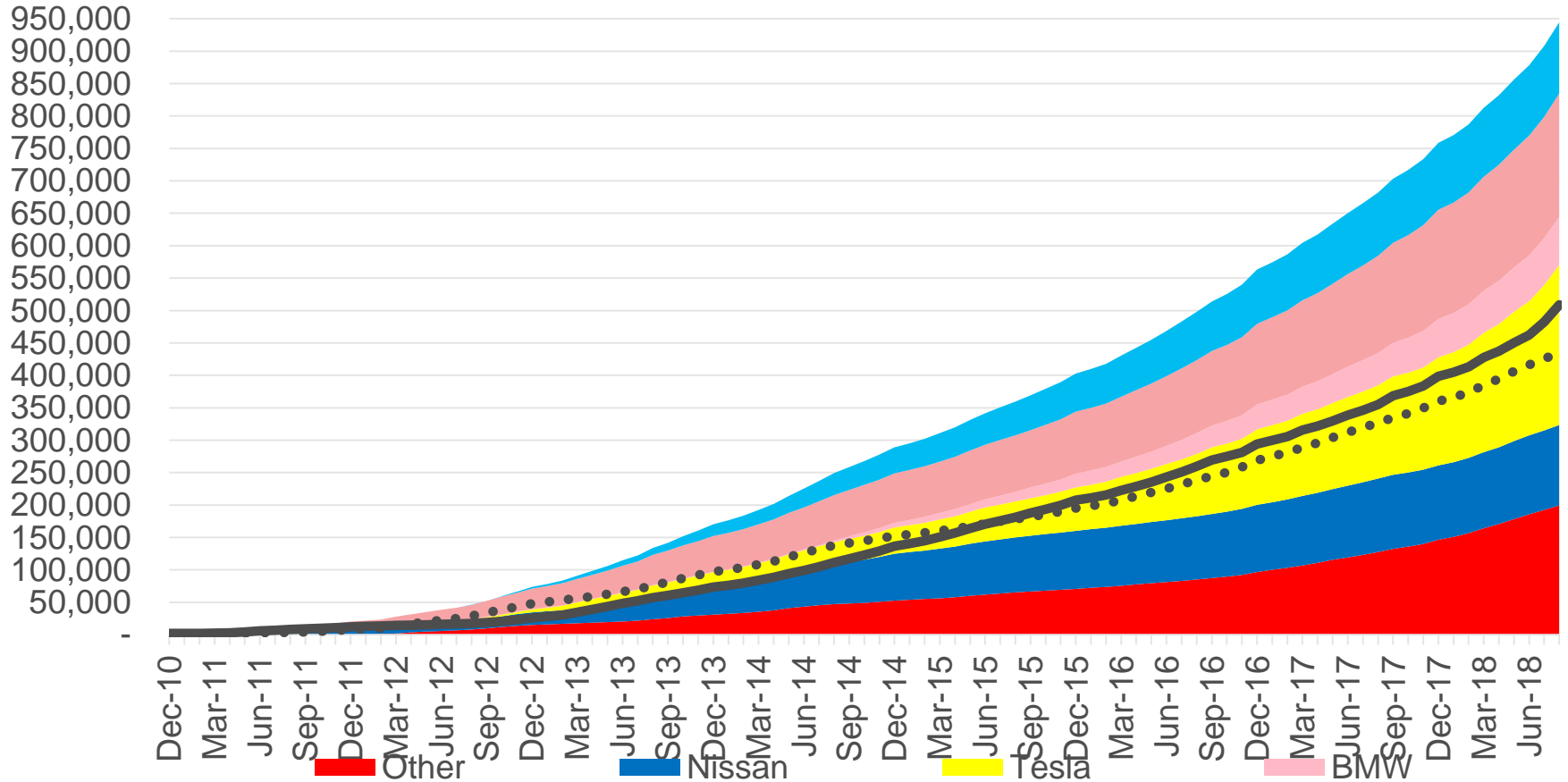


**Power Electronics
Evolution**

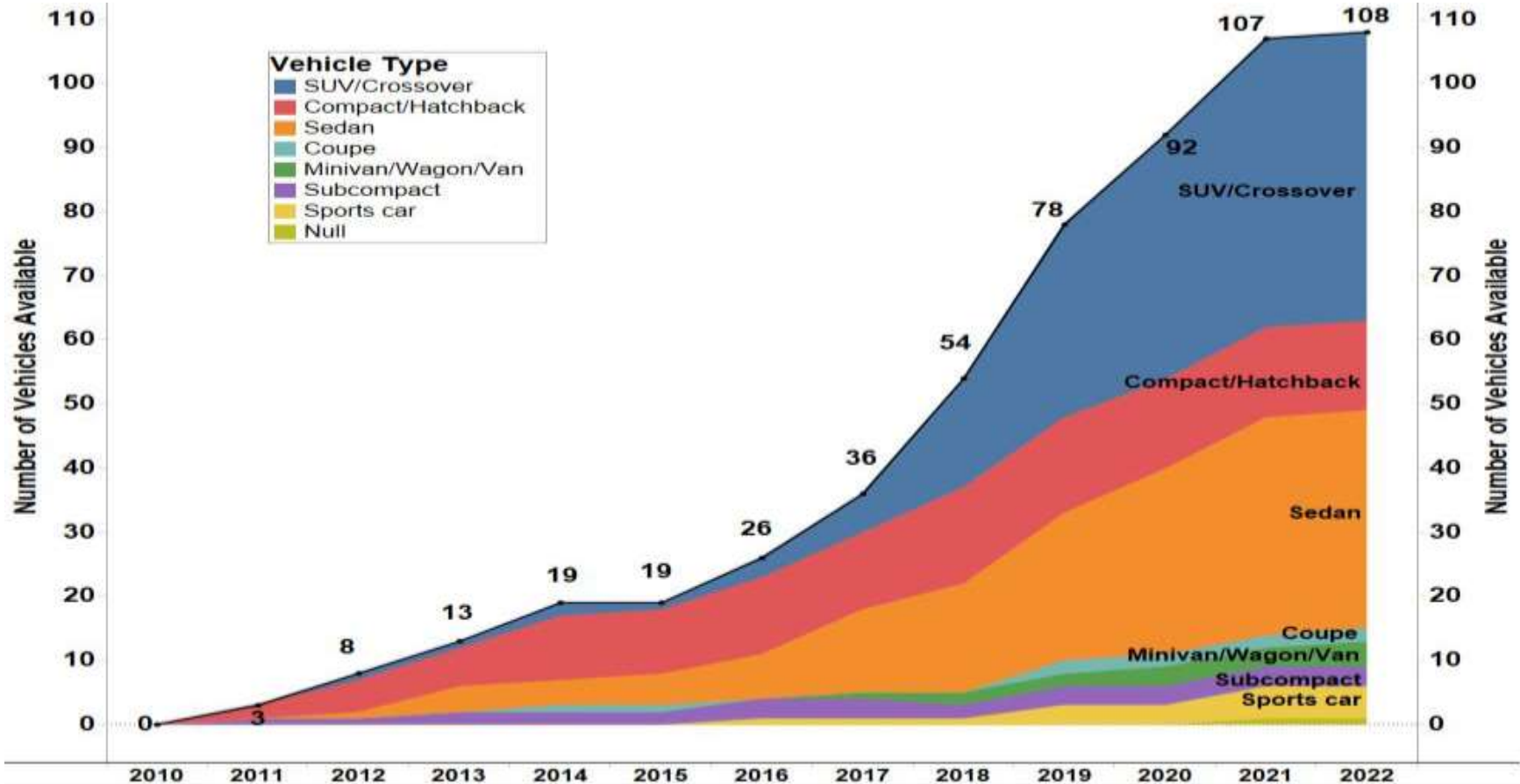


**Advanced Sensors &
Controls**

US EV Sales Exceed 944k through August 2018



Customer choice increasing with ~~108~~ 111 EVs by 2023



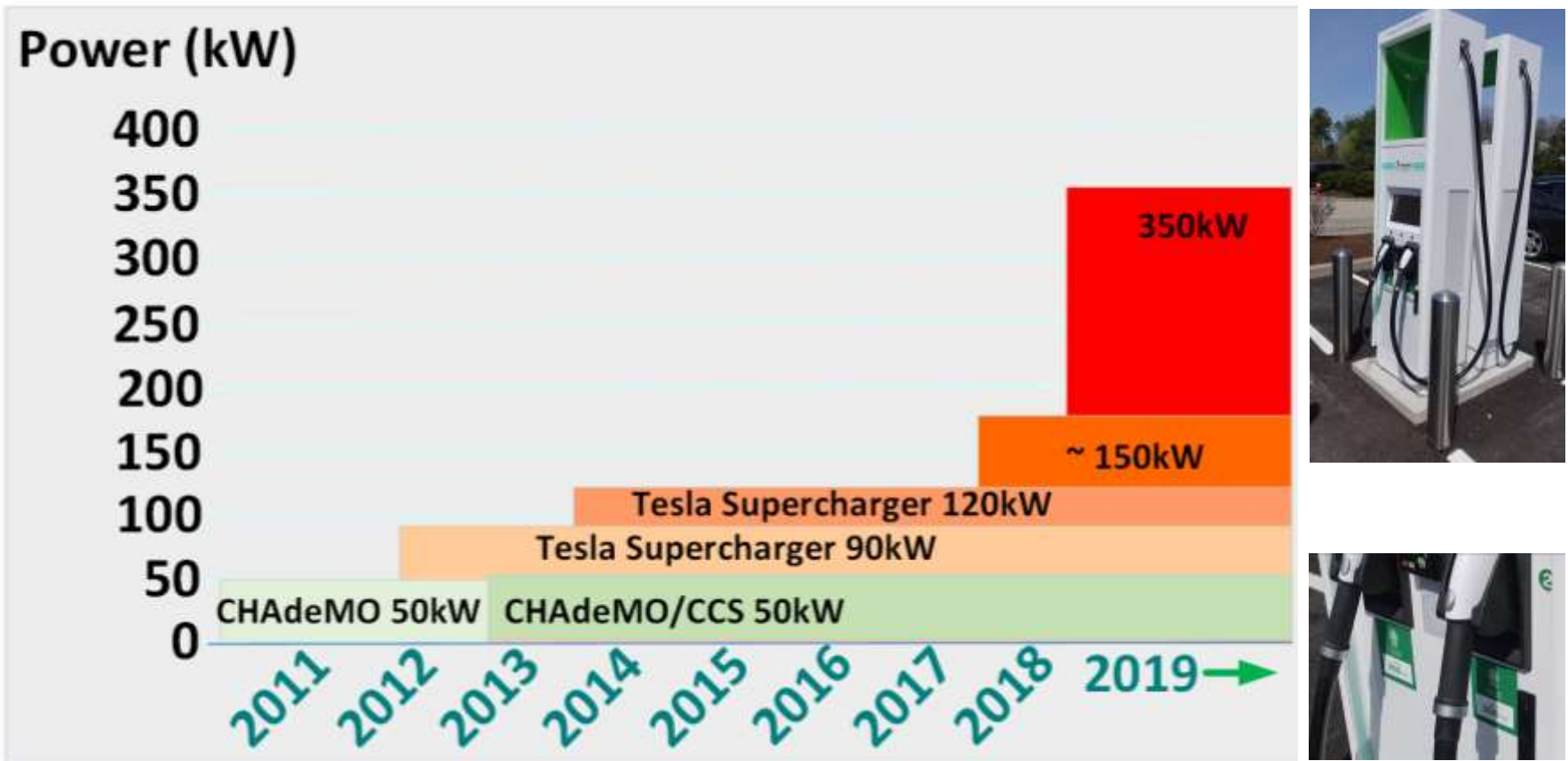
Updated 9/16/2018

Here come the electric crossovers and SUVs



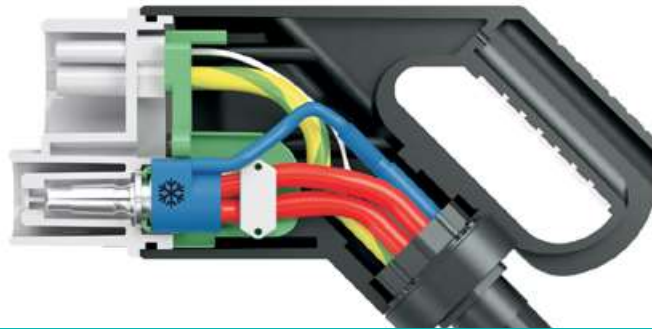
Source: Dan Bowermaster, Los Angeles, December 2017, www.insideevs.com, accessed 3/28/2018

Market trends are leading to higher power DC fast charging



Mega Infrastructure

Ultra High Speed Charging



Large Vehicle “Mega” Charging



Fully Electrified Public Transportation with Overhead Fast Charging



And here come the big EVs



Prepare for **GROWTH**



Southern Company Partners and Consults for **Customer Success**

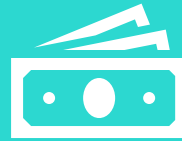
Customer
Solutions



Equipment
Selection



Contracting and
Financing



Installation and
Maintenance

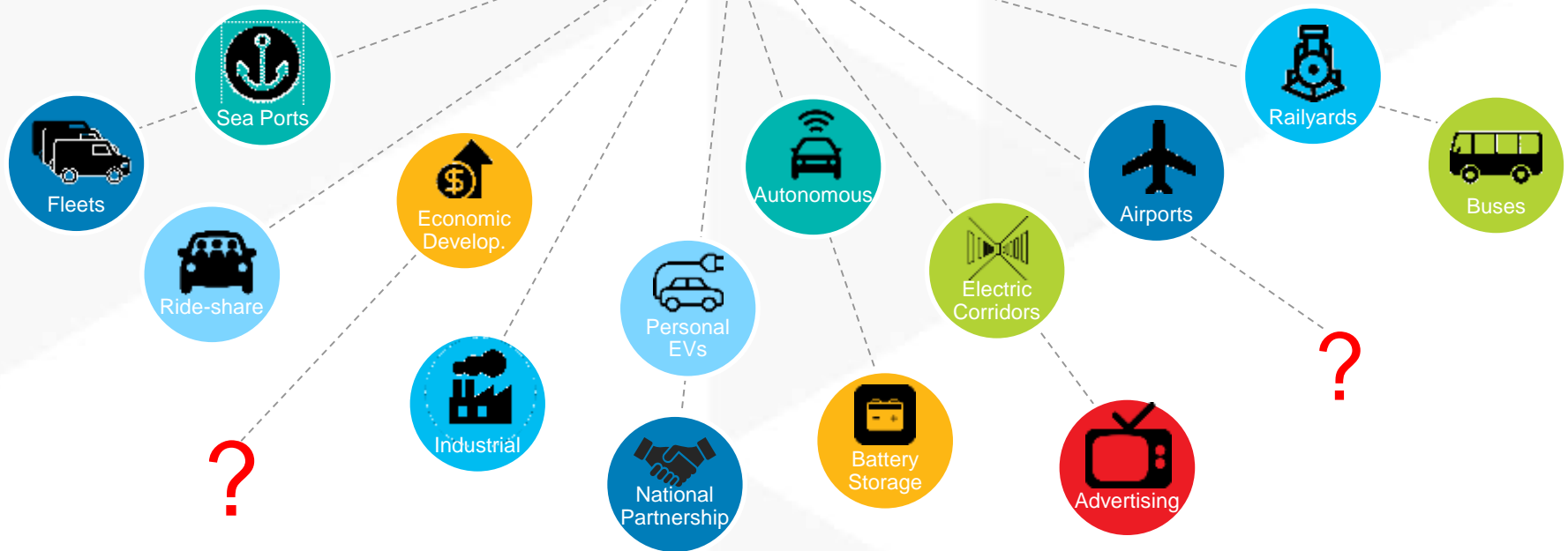


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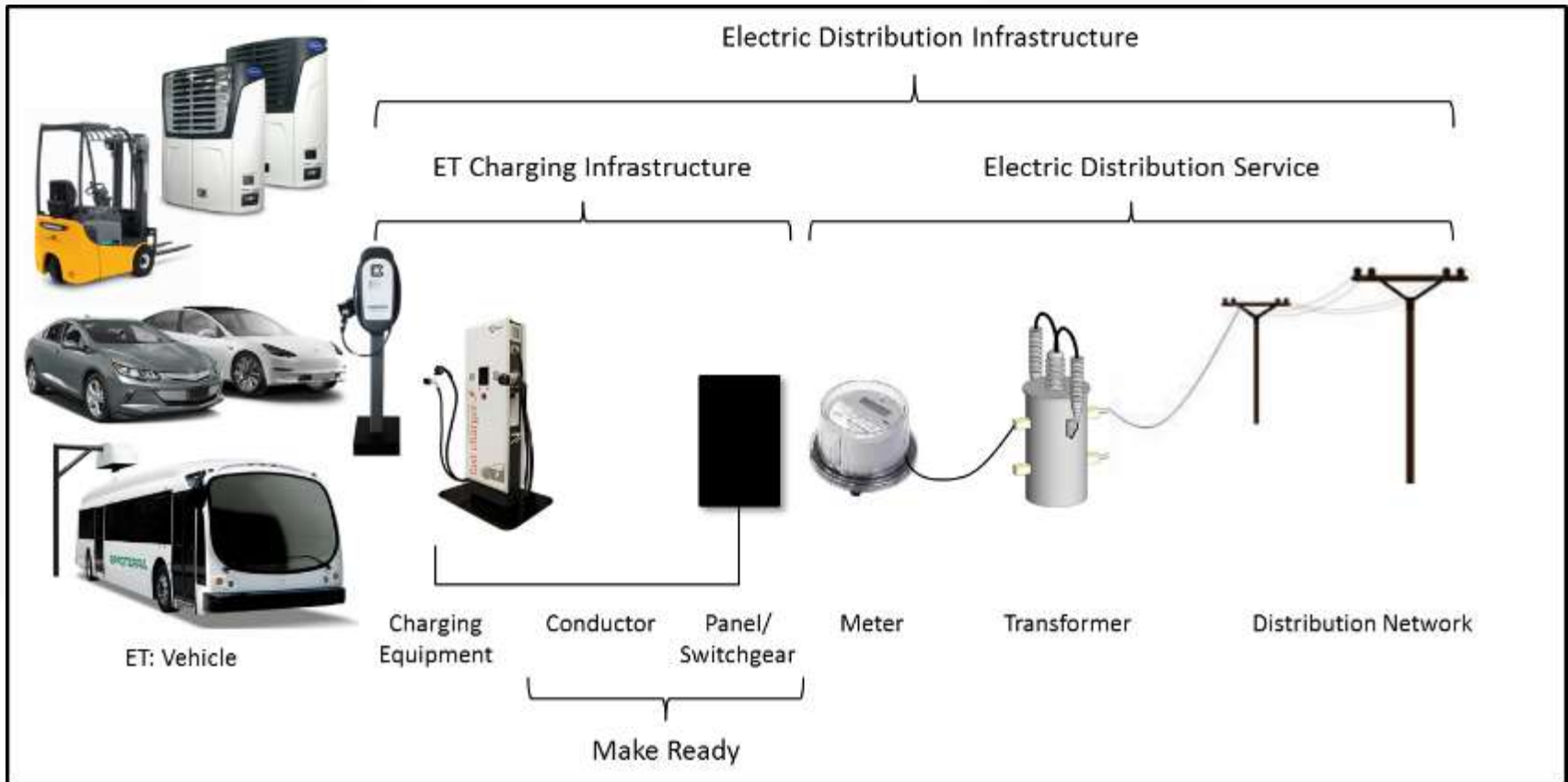
Investments Enable Moving Goods & People = **Modernization**

The Many Facets of Electric Transportation



Utilities Want to Help

Components of the Electric Distribution Infrastructure



The Market is Broader than Personal Passenger Vehicles

The Challenge – Who, How, When, Where?

Infrastructure Investment?

Moving People (\$\$\$\$\$)

WORK/FLEET/ RETAIL



*Fleet Owners,
Workplaces, Retailers*

\$\$\$\$\$\$

BUSES



MUSH

\$\$\$\$\$\$

RAIL & Streetcar

\$\$\$\$\$\$

Moving Goods (\$\$\$\$\$)

SHORT HAUL TRUCKS



*Logistics Companies,
eFuel Stations*

\$\$\$\$\$\$

AIRPORTS



Airports, Airlines

\$\$\$\$\$\$

REF'D CONTAINERS



*Intermodal Facilities,
Logistics Cos.*

\$\$\$\$\$\$

SEAPORTS



Seaports

\$\$\$\$\$\$

LIFT TRUCKS

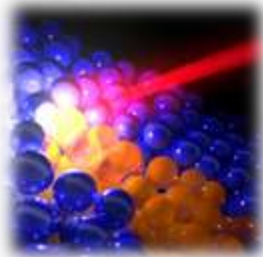


*Industrial
Distribution Cos.*

\$\$\$\$\$\$

Key Tech = Better, Faster, Smaller, Cheaper

Ready? Together We Will Be!!!



**Advanced Materials for
Batteries & Other Uses**



**Electric Motor Advanced
Technology**



**Power Electronics
Evolution**



**Advanced Sensors &
Controls**