

Peter Asmus

Uplight

Customers & Markets

Clients represent

8/10

Largest Electric Utilities
in North America



2/5



Largest Global
Energy Companies



Largest Partner Ecosystem

~60

Energy Ecosystem Partners



Engagement & Analytics

Reach of

110 Million
Homes &
Businesses



3 Million
AI Predictions
every 10 minutes



268+M

Annual customer
touchpoints

★ NPS 70 (vs. utility industry average of 8)

Marketplaces

#1

Provider Utility
Marketplaces



367+k

Smart thermostats
sold each year
Premier channel
for mature market

\$33+M

In EE & DR Utility Rebates
Applied Annually

MW Under Management

AutoGrid + Uplight creates combined
leader in MW under management with

8.4 GW

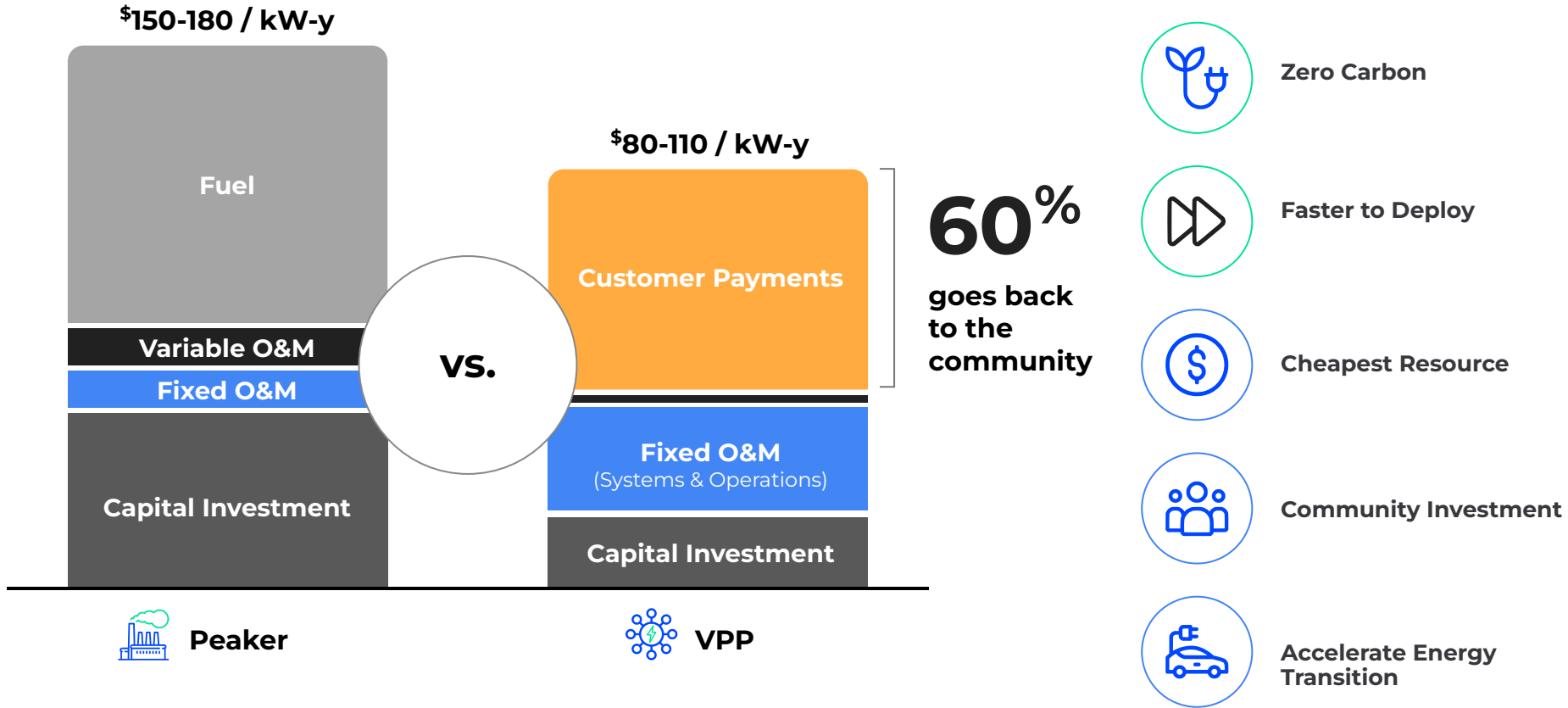
of Flexible Resources

Leading
Residential
VPP Provider



Leading
C&I VPP
Provider in NA

Virtual Power Plants: A Superior Peaker Alternative



Regulatory support to accelerate VPP deployments.

Appropriately Compensate VPPs

- Dynamic Rates for DER Exports
- Long-term export tariffs (to avoid incentive cliff)
- VPPs compensated for T&D deferral



Interoperability & Open Protocols

- Open standards (OpenADR, IEEE 2030.5) required in some states
- Open access to proprietary APIs promotes customer choice



Utilities Incorporate VPPs into Planning

- VPPs as [cheaper source of Capacity](#) and bridge-to-wires solution
- Regulators asking IOUs to include VPPs in IRPs, especially NWA



Market Participation for DERs

- If participating in wholesale markets, realistic telemetry requirements
- Market products for DERs (e.g. capacity payments, T&D deferral)

