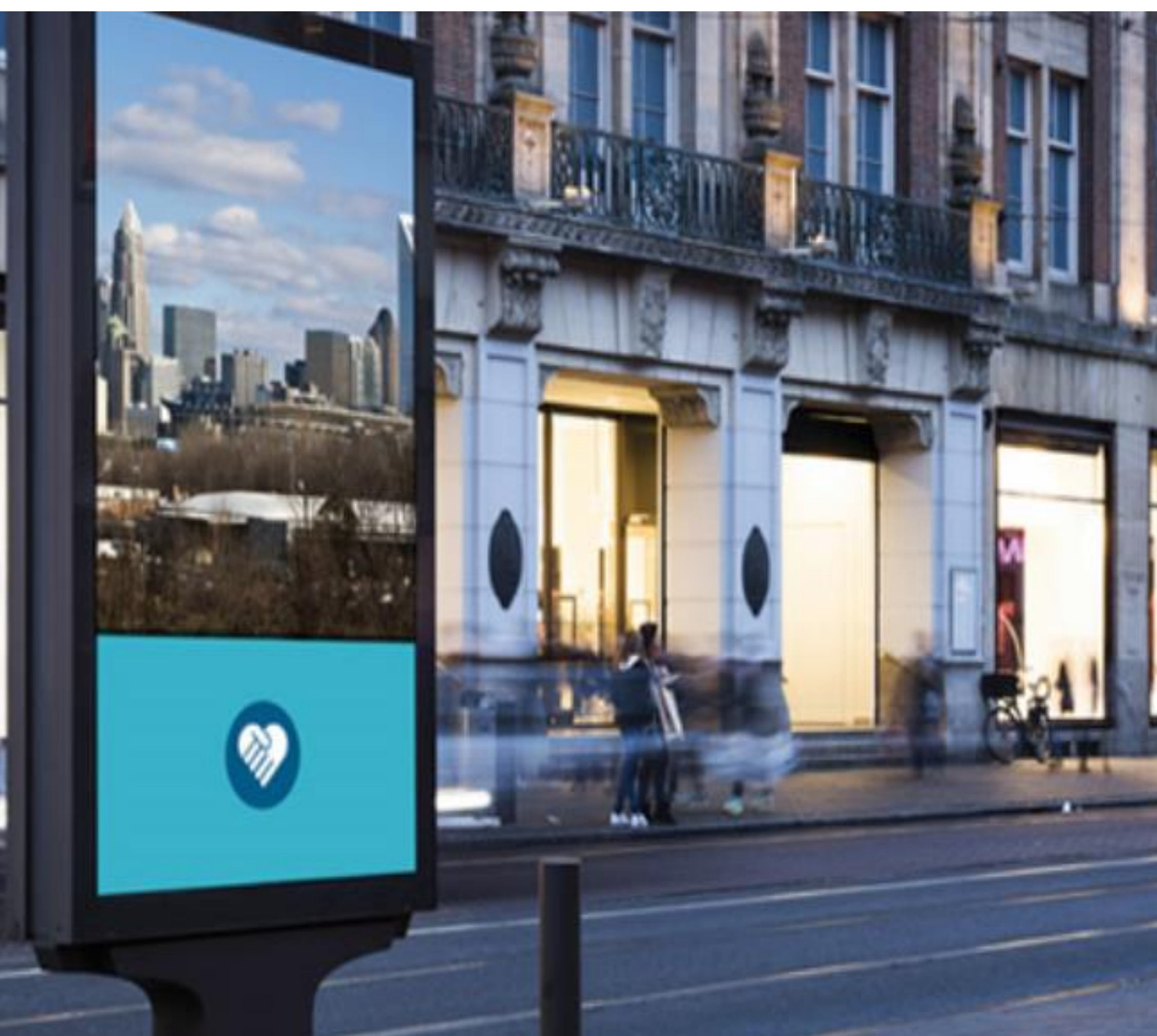
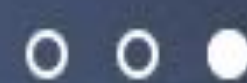




Powering your success

Update your energy infrastructure to help your business succeed and grow.

Municipal Solutions~ Connected Community



What We're Hearing



Competing priorities

Staffing and expertise is an issue

Budgetary constraints

Increased demand for technology

Differentiation necessary to compete for qualified workforce and new companies



Community Messaging
Connected Lighting
5G Integration
Public Wi-Fi
EV Charging
E-Bus
Light Rail/Street Car
Interactive Digital
Kiosks

What They Want

(Image: Liquid Outdoor)

Relationship In Transition



Utility

Responsibility Shift

City



Backup Generation

UPS Systems

Electrical Infrastructure Improvements

Digital Infrastructure Build-Outs (5G, Digital Messaging, EV Charging)

Lighting

Renewables

Micro-Grid



Infrastructure Integrator



City of Greensboro, NC

A true integrator provides solutions to cities and communities that Protect Critical Services, Connect Communities, Optimize Resources, and Improve Peace of Mind.

The model of Greensboro shifted to an infrastructure integrator owned, operated, and maintained system enabling them to:

- Reduce energy costs
- Reduce impact of outages
- Reduce cost of operations & maintenance
- Focus on taking care of their community



Project Value~You Win!



Financial

Free up capital to invest in your core business

- Trade variable costs and uncertain reliability for fixed costs and guaranteed improvements in reliability and resiliency
- Unlock capital to invest at higher returns than you get from infrastructure



Performance

Eliminate Points of Failure in Your Energy Systems

- Have your infrastructure redesigned and improved to meet current and future needs
- New tools and dashboards to allow you to view the status and efficiency of the energy delivery systems that serve your core business



Operations

Providing a Viable, Stable, Intelligent Alternative

- Drive improved business outcomes at the intersection of resiliency and efficiency
- We will manage and maintain your energy conversion assets which allows you to execute your strategy and remove risk from your business





How May We Help?

Mark Adams
Duke Energy | Business Development Manager
704-661-6694
Mark.adams@duke-energy.com
www.duke-energy.com/one

[DukeEnergyOneSmartCities Website CLICK here](#)

Our Expertise



Industry Expertise

We work with businesses across the U.S. in a wide variety of industries.



Municipalities >

Stronger, more vibrant communities.



Higher Education >

Creating a smart, connected campus.



Data Centers >

Information is power, protect it.



Industrial and Manufacturing >

Protect your facility from downtime.



Health Care >

Patients depend on you. You can depend on us.



Smart Cities >

Smart Cities of tomorrow – today.

Managed Services



Electrical Infrastructure

Modern infrastructure solutions designed to ensure your system can grow and scale to your campus needs.



Energy Efficiency & Sustainability

Our experienced energy experts, planners and engineers will help you create an effective plan, gain senior leadership support and work with you to realize your vision.



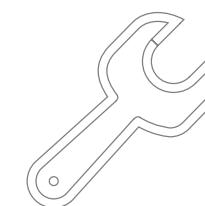
Backup Power Systems

Added safety and security with a resilient backup power system.



Connected Cities

Digital Infrastructure that offers WIFI, controllable LED lighting, security cameras, "blue light" capability, and digital banners.



Plant Utilities

Boilers, Chillers, Compressed Air Systems



Peace of Mind

Full-service: We design, build and maintain and own energy systems so you can focus on your growth.

Projects

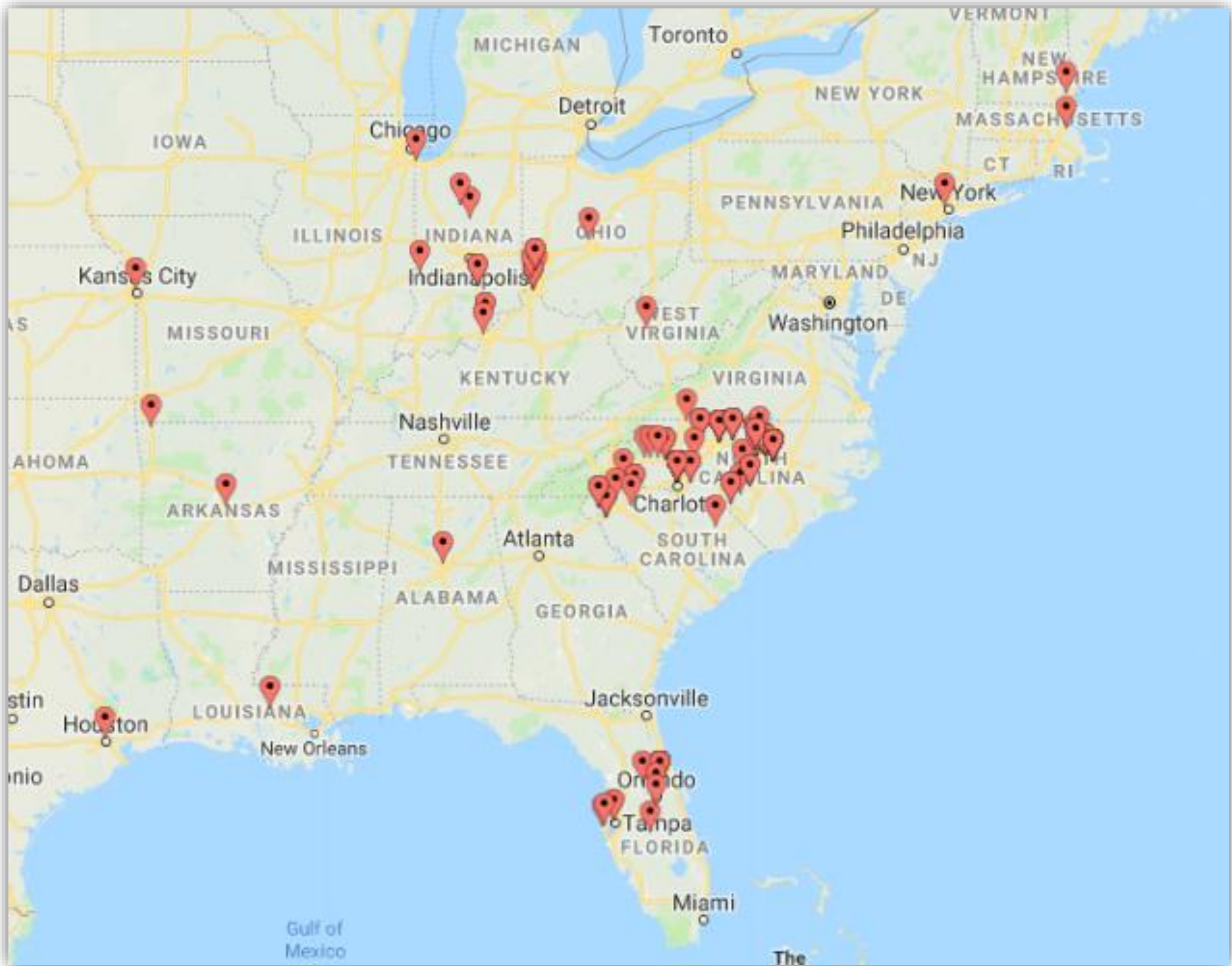


123 Total Active Contracts

113 in Footprint

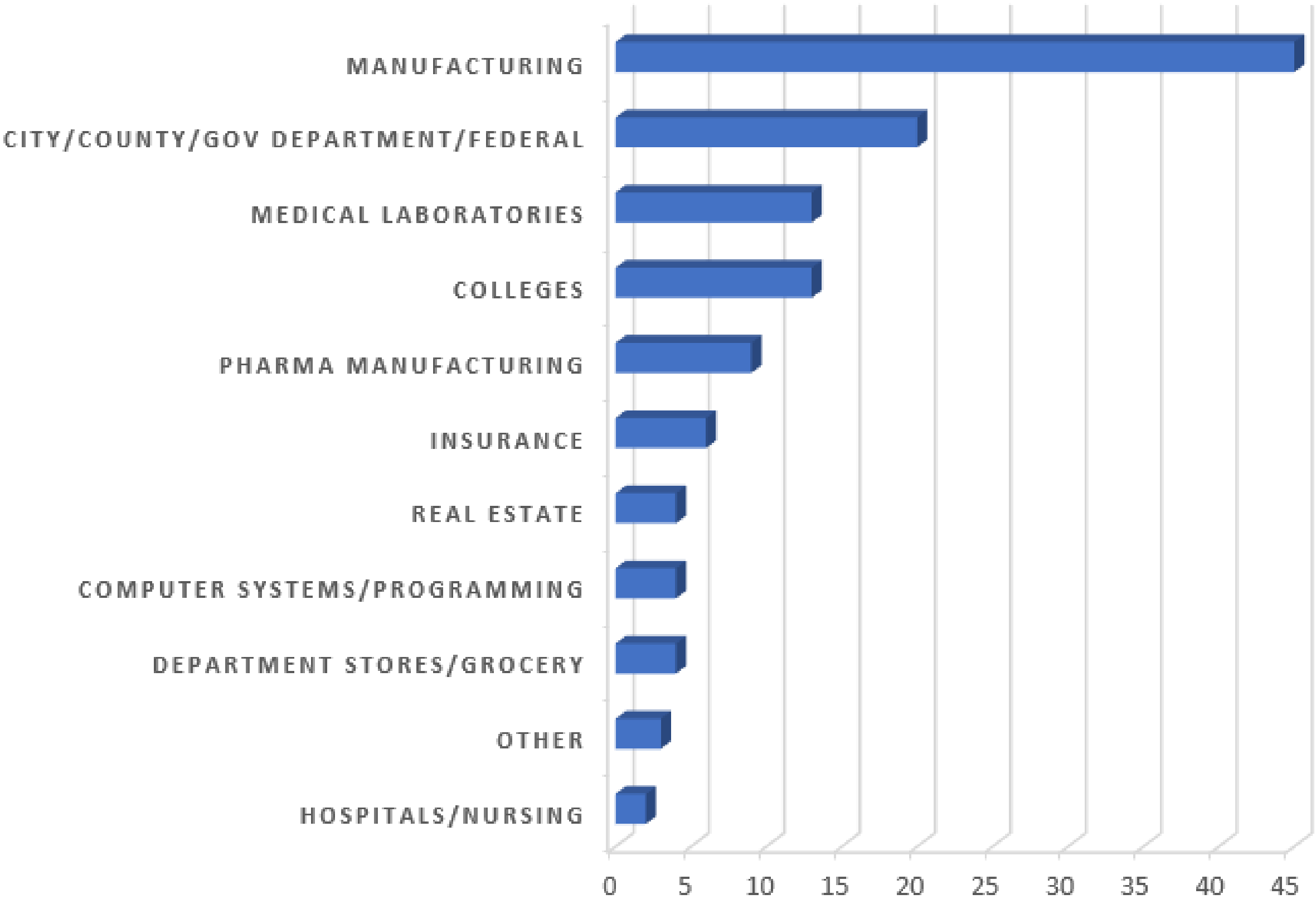
10 Outside Footprint

14 Total States + Canada



Industry Segmentation of Contracts

What businesses are our contracted customers in? This represents our 123 active contracts and what those clients core industries are.



Pharma manufacturing was broken off from general manufacturing due to it being the largest of the manufacturing segments. Other manufacturing segments include but are not limited to electrical, rubber, cosmetics, metal, medical devices/instruments, and cement.

Duke Energy Company



- **Duke Energy One** is a non-regulated utility affiliate that allows us to offer market-based products and services and to operate out-of-footprint.
- Duke Energy is one of the largest energy holding companies in the United States. Its Electric Utilities and Infrastructure business unit serves approximately 7.6 million customers located in six states in the Southeast and Midwest. Total U.S. Generating Capacity of 49,500 MW.
- For the 11th consecutive year, Duke Energy was named to the Dow Jones Sustainability Index for North America.
- Fortune's 2018 "World's Most Admired Companies" Duke Energy was named to Fortune magazine's 2018 list of the World's Most Admired Companies, ranking 5th among gas and electric utilities. In determining the industry rankings, approximately 3,900 executives, directors and industry analysts are independently surveyed and companies are rated on nine attributes.

Our Team has employees in multiple states that include registered EEs, MEs, ECs, project management, sales, accounting and support

Duke Energy One owns, operates and maintains energy system assets In 2018, Duke Energy One had 109 **successful saves** at 26 different companies. A successful save is defined as a situation where Duke-owned backup power prevented an outage at a customer facility.