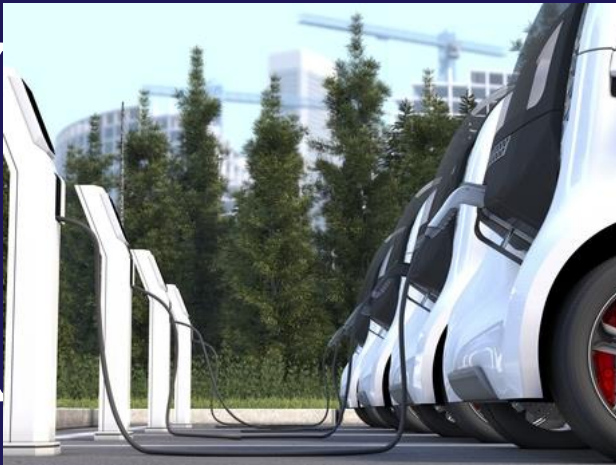


Northeast Energy Efficiency Partnerships

nationalgrid
HERE WITH YOU. HERE FOR YOU.

EE by the Sea: Full Steam Ahead: NEEP Power Talks On Strategic Electrification

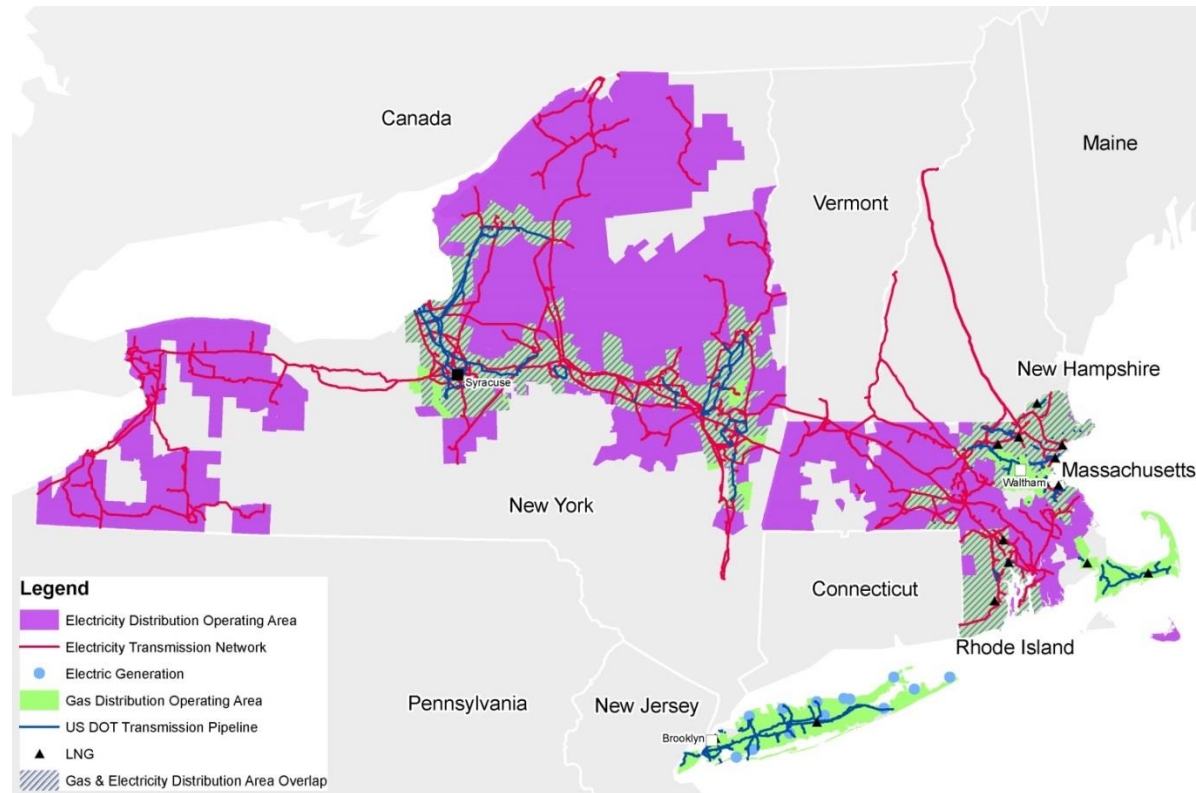


Terry Sobolewski, SVP, Chief Customer Officer, National Grid

Who We Serve

Gas and electric distribution company providing energy to 20 million customers in NY, MA, and RI.

We deliver **safe, affordable, reliable** and **sustainable** energy.



Our Position on Climate Change is Clear

National Grid supports ambitious regional GHG emission reduction targets in all of the jurisdictions where it has business operations

Region / State	Midterm*	2050*
Massachusetts	25% by 2020	80%
Rhode Island	45% by 2035	80%
New York	40% by 2030	80%
UK	40% by 2030	80%
National Grid	45% by 2030	80%

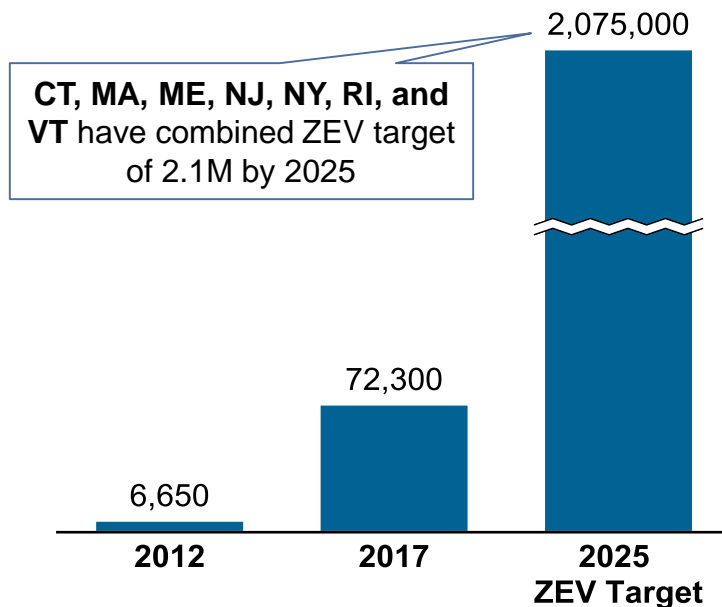


*1990 baseline used for all targets

Barriers Exist to Accelerating ZEV Adoption

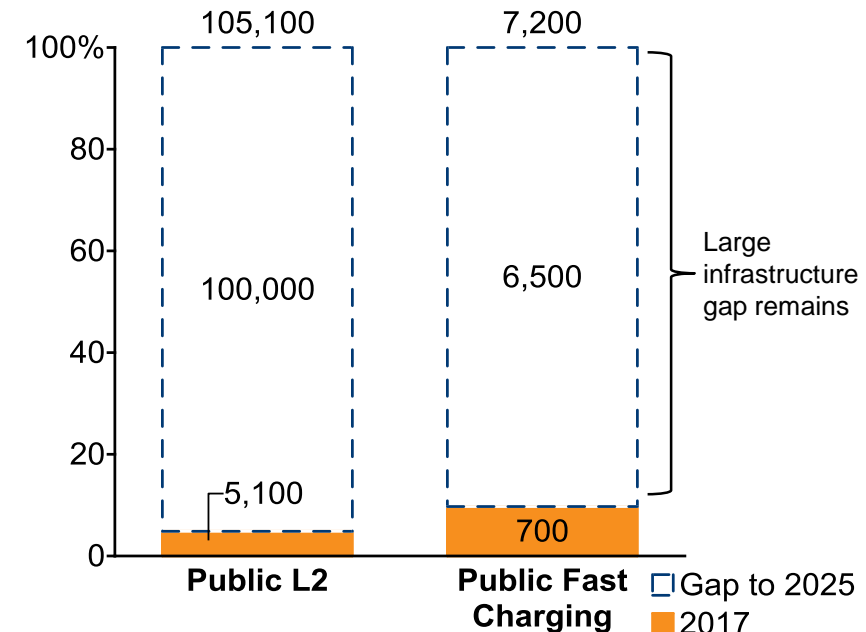
Northeast ZEV states must accelerate ZEV adoption to reach 2025 targets

Estimated ZEVs in 2012 and 2017; 2025 Target ZEVs



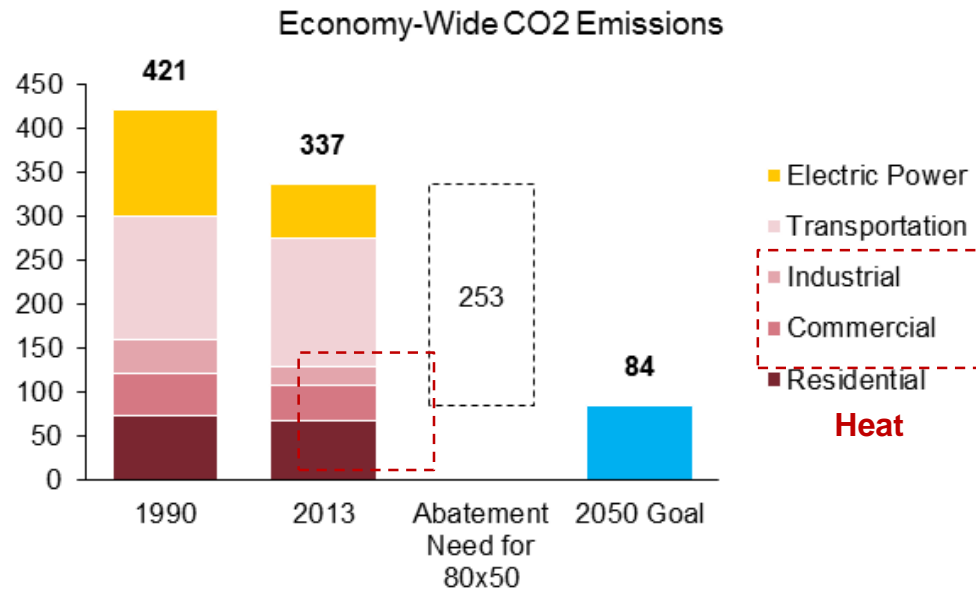
Public charging infrastructure is key to adoption; a significant gap remains to 2025

Estimated Public L2 (incl. workplace) and Fast Charging needed to support 2.1M ZEVs

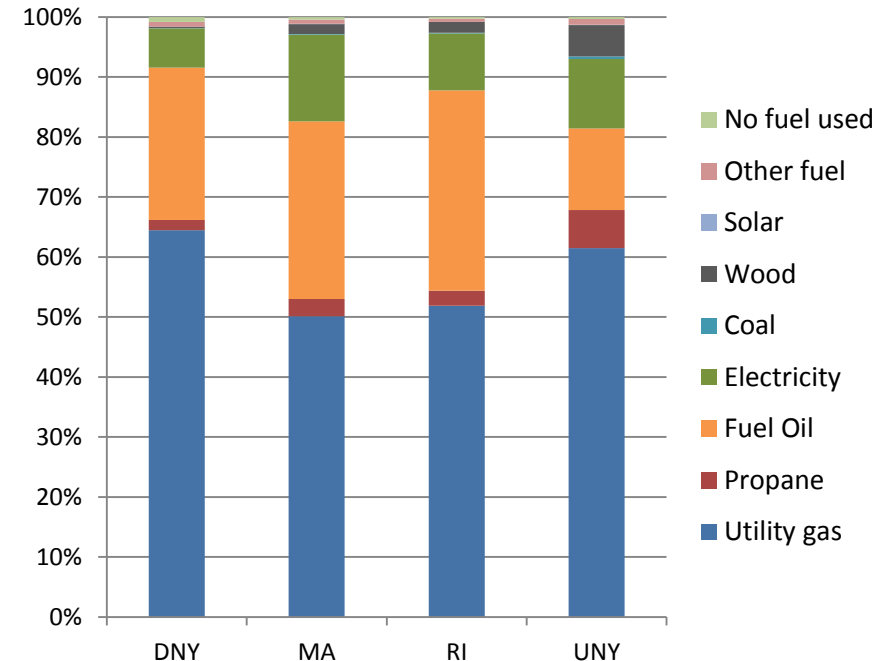


While other barriers exist such as awareness, cost, and ZEV model availability, addressing charging infrastructure gaps mitigates consumer anxiety over access to public charging and range limitations

Electrifying Heat Can Help Achieve 80x50



Over 25% of households in NG service territories heat with oil, propane



> 1 million homes heating with oil and propane in NG Service Territory