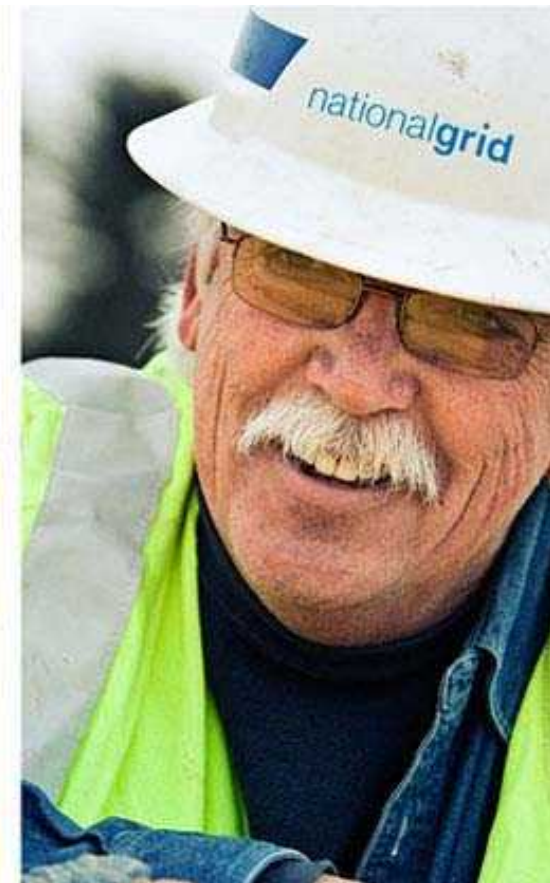


Innovative Utility Solutions in a Regulated Environment

*Advanced Energy Research & Technology Conference - November 2009
Track – D Session II*

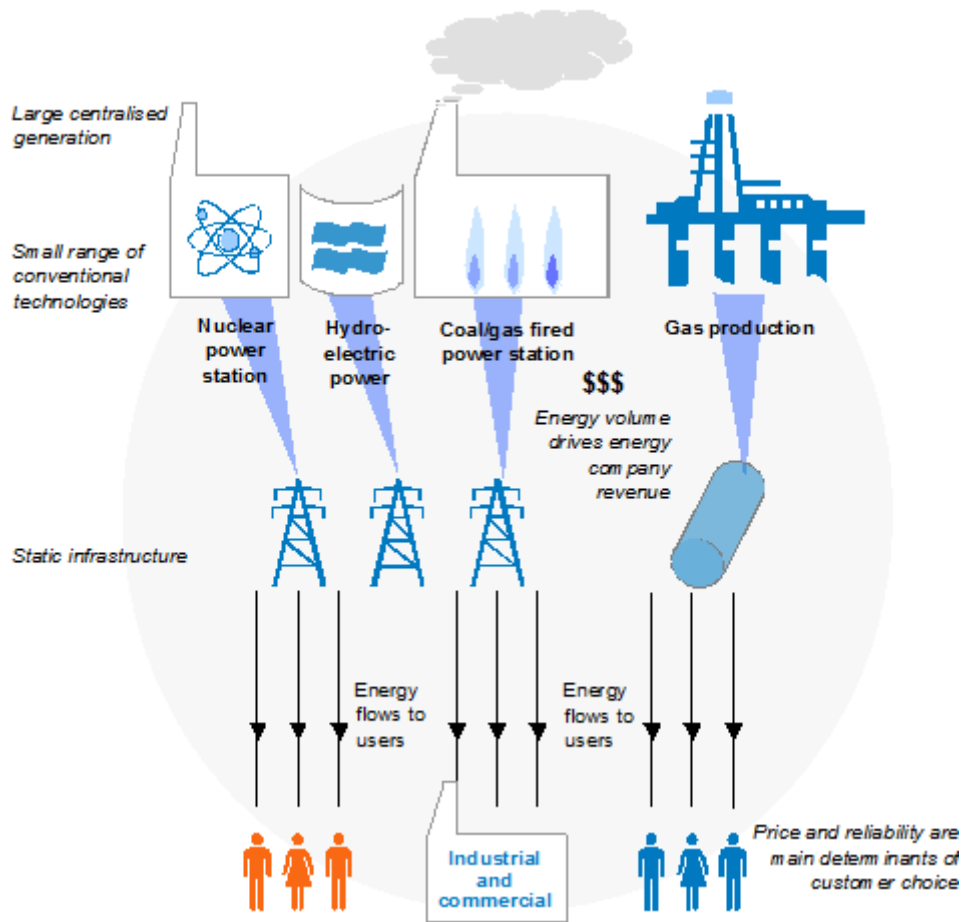


***Moderated by:
Daniel J. Dessanti
Vice President – Product Development***

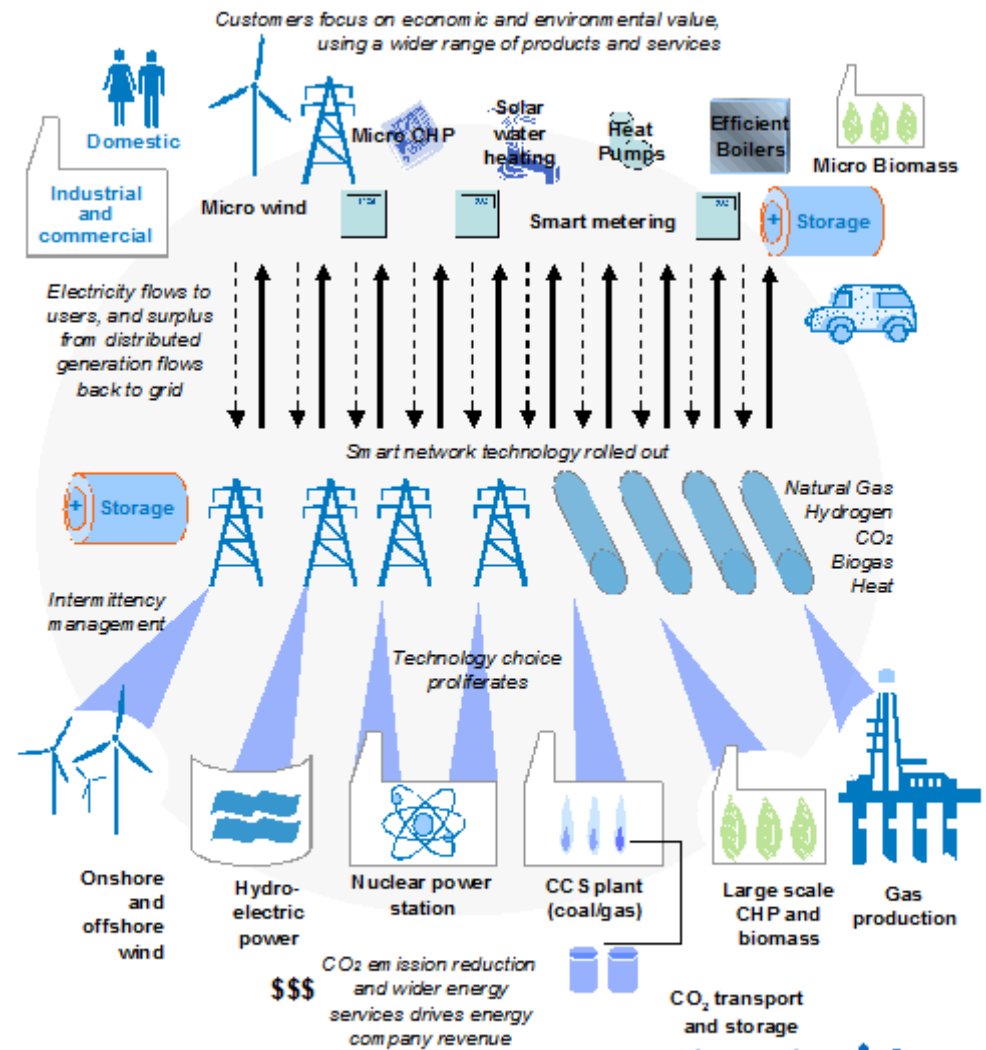
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Energy Market is evolving

Traditional Energy Market - supply driven



Today's Evolving Market - customer driven



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The power of action.

Utility Responsibility

- ? Goals for electric & gas services
 - ? Safety
 - ? Clean
 - ? Efficiency
- ? Specific measures
 - ? Energy efficiency
 - ? Research and development
 - ? Environmental protections
 - ? Low-income programs
- ? Beyond what competitive markets provide

See NYS PSC Opinion 96-12 from Case 94-E-0952 et al. - In the Matter of Competitive Opportunities Regarding Electric Service.

Utility Innovation

- ? Utilities have Direct Access to Millions of Customers
- ? Utility Service has Always Been in Transition
 - ? Gas: Gas lamps ? Heating ? Clean generation ? Transportation
 - ? Electric: Lighting ? Air conditioning ? Electronics ? Transportation
 - ? Steam: Heating ? Air conditioning ? Holistic Energy Microgrids
- ? Smart and Interconnected electric, gas and thermal grids will bring it all together
- ? Utilities enable and manages competition and renewables at both spectrums of the value chain:
 - ? Upstream: Gas production & electric generation
 - ? Downstream: Energy efficiency, renewable and energy customer energy choice (oil-to-gas conversion)
- ? Regulated Utilities Can Spread development risk farther
- ? Utility Patents are Owned by the Customer

Today's' Agenda

? Examples of Past and Present Progressive Clean Energy Initiatives with Major Utilities

- | | |
|--|-------------------|
| 1. Carbon Capture For Natural Gas | Atlantic Hydrogen |
| 2. Utility Role In Development Of Advanced Energy Technology (UK & US) | National Grid |
| 3. Pole Mounted Photovoltaics | Petra Solar |
| 4. Simplified Biogas To Pipeline | Air Liquide |

? Q & A