

NEW MEXICO TRANSPORTATION INTERIM LEGISLATIVE COMMITTEE

Zoe Lees, RVP, Planning and Policy, Southwestern Public Service
Company

September 29, 2023

Xcel Energy

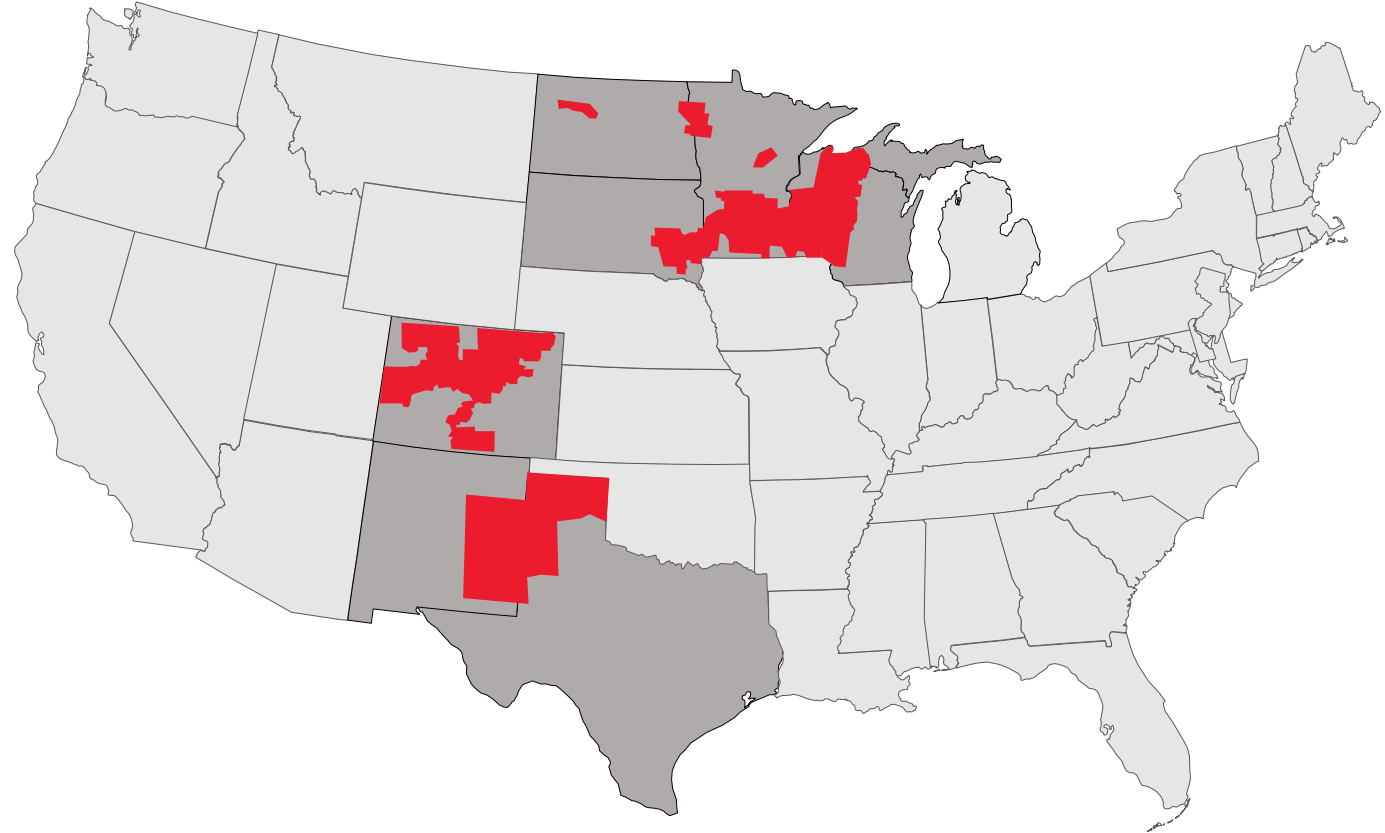
Serving Eight States

3.7 million electricity customers

2.1 million natural gas customers

Nationally recognized leader:

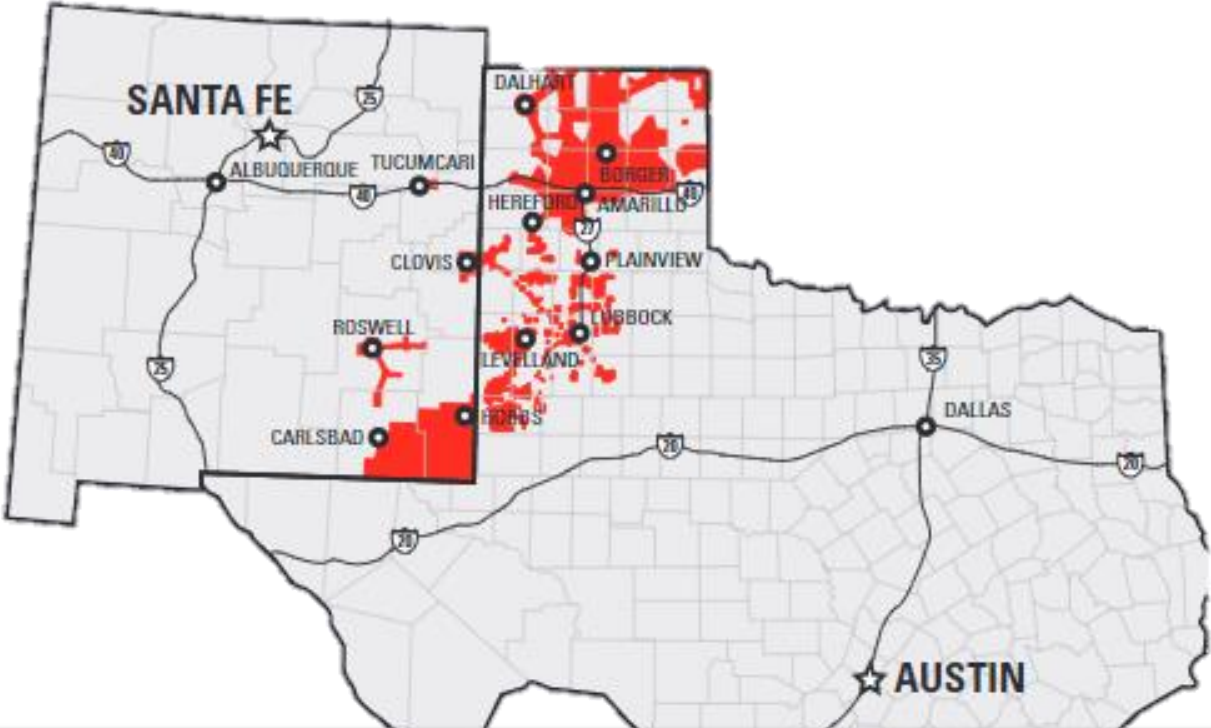
- Wind energy
- Energy efficiency
- Carbon emissions reductions
- Innovative technology
- Storm restoration



SPS New Mexico service territory

SPS serves approx. 126,000 customers in the following 16 towns in New Mexico:

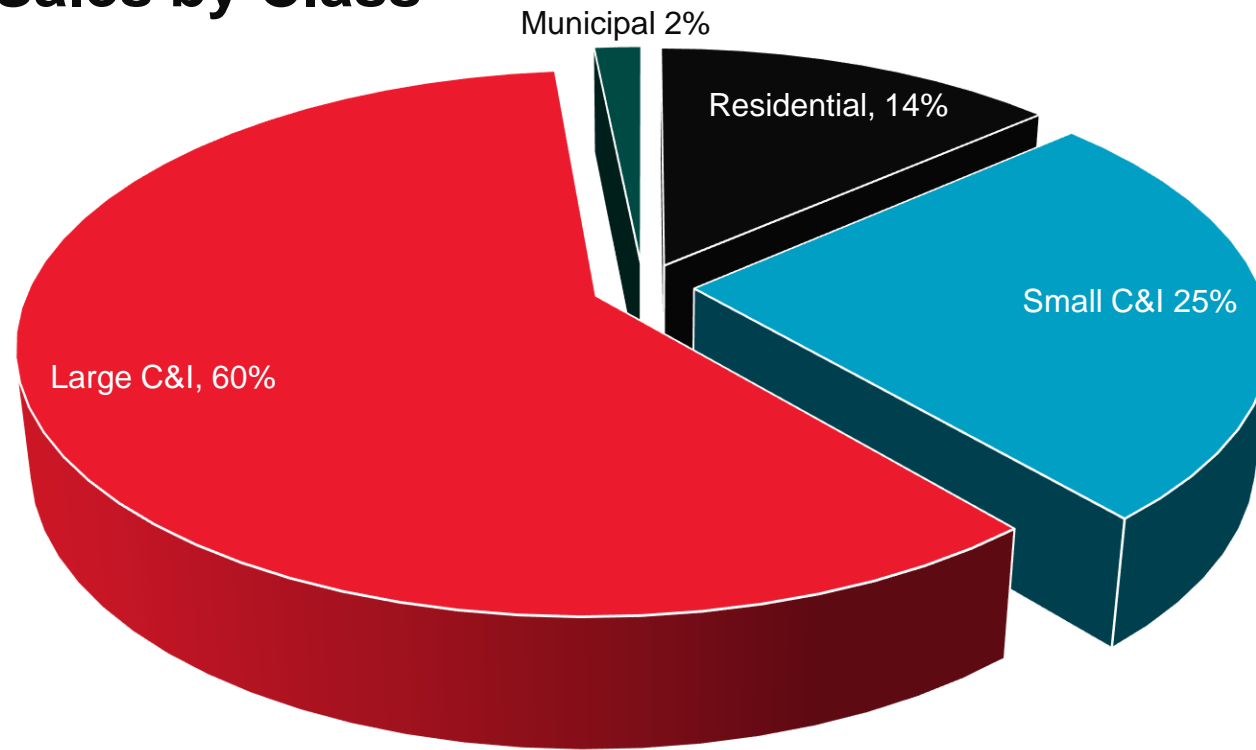
- Artesia
- Clovis
- Eunice
- Hobbs
- Lake Arthur
- Malaga
- Portales
- Texico
- Carlsbad
- Dexter
- Hagerman
- Jal
- Loving
- Otis
- Roswell
- Tucumcari



Employees	1,711	Property Taxes Paid	\$62 million
		Franchise Fees	\$22.3 million
		Spending with local vendors	\$744.7 million

New Mexico Customers

Sales by Class

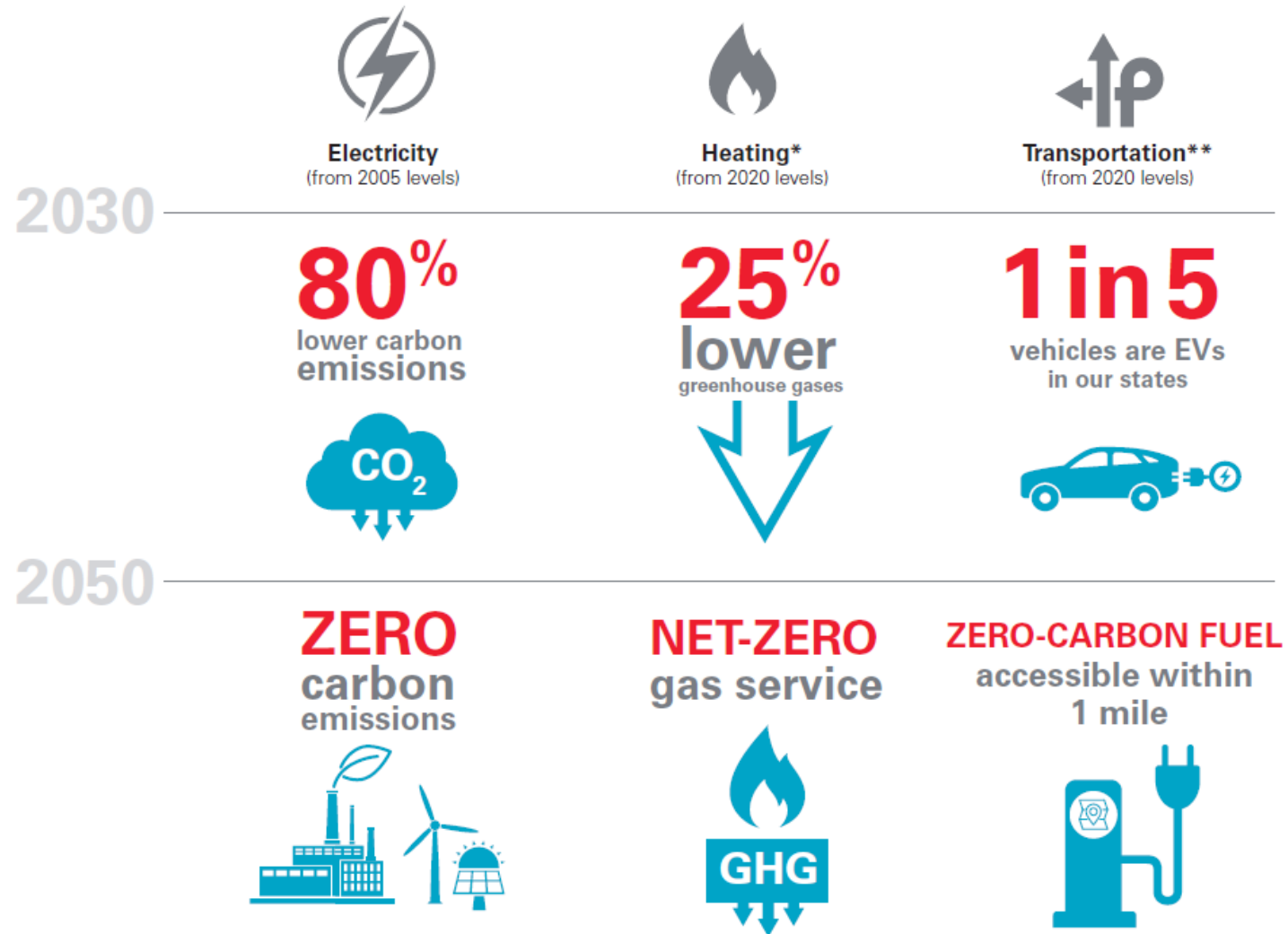


Note: Data Represents Calendar 2022.

XCEL ENERGY VISION

Xcel Energy Net-Zero Energy Provider by 2050

Goals that cover all the ways our customers use energy

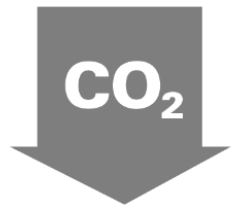


*Spans natural gas supply, delivery and customer use

**Includes the Xcel Energy fleet; zero-carbon fuel is electricity or other clean energy

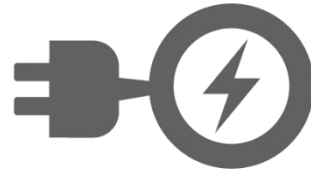
Clean Transportation Vision

Our Vision is to enable one out of five vehicles in the areas we serve to be electric by 2030 and all vehicles to run on carbon-free electricity or other clean energy by 2050



ZERO CARBON ENERGY

Provide the fueling infrastructure and energy system to run all vehicles on carbon-free electricity or other clean energy



EASY CHARGING

All customers can conveniently access affordable EV charging at home or within one mile of home



ACCESS

Underserved communities can participate in our programs and the related economic development benefits



XCEL ENERGY FLEET

Our entire fleet runs on carbon free electricity or other clean energy

Note that one out of five vehicles being electric by 2030 is the equivalent to at least 1.5 million EVs on our roads

Transportation Electrification Plans (TEPs)

First Utility in the State to File for Approval of a TEP

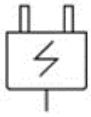
SPS's 2022 – 2024 TEP includes:

- Residential programs supporting L2 chargers and home wiring rebates
- Residential Advisory Services
- Public Charging EV Supply Infrastructure
- Company-owned DC Fast Charging Stations
- EV Dealership Network
- Fleet and Community Advisory Services

RESIDENTIAL EV PROGRAMS – NEW MEXICO



Visit ev.xcelenergy.com and use our digital tools to explore which electric vehicle is right for you, locate a dealer we trust, find charging on the go and learn how we can help make driving electric easier and less costly.



EV Accelerate At Home (EVAAH) provides customers with a Level 2 charger that we install and maintain as long as they're in the program. Monthly fee of \$12.00 on their existing Xcel Energy electric bill with no upfront cost.

- Hassle-free installation by our electrician partners included
- Level 2 chargers eligible: ChargePoint, Enel X



Optimize Your Charge (OYC) rewards customers for charging at times that are good for the grid and allow us to use more renewable energy. Customers get a \$50 annual credit on their bill for charging on an off-peak charging schedule.

- Participation via EVAAH chargers
- 3 off-peak charging windows



Charger and Wiring Rebate helps residential customers save on home wiring necessary to support a Level 2 charger; eligible chargers also qualify.

- Market rate = \$500; income-qualified customers can receive an enhanced \$2,500 rebate
- Our electricians can provide the rebate up front for customers participating in EV Accelerate At Home

COMMERCIAL EV PROGRAMS – NEW MEXICO

On February 1, 2022, the Company launched two programs to support Public Charging. End-to-End White Glove Service provides a dedicated Xcel Energy EV Advisor to support customers in selecting and applying for programs. Full program launch took place on March 2, 2022.

EV Supply Infrastructure Service (Public Charging EVSI): As of July 1, 2023, the program received 17 EVSI inquiries across numerous different public charging scenarios (e.g., fueling stations, restaurants, fitness clubs). As a result, there are seven projects in various stages of development with auto dealerships, a school district, a hospital and a municipality.

Public Fast Charging Service (Utility-Owned Public Fast Charging Stations): Four sites have been selected, two in Clovis and two in Roswell, where the company will be installing public DC fast chargers by year's end (Clovis) and early next year (Roswell). The Company is aware of only one available public DC fast charger station in Roswell at this time, although it appears others may be in the planning stages and available shortly.

EV Dealer Network (complements Clean Cars Rule passage)

The Company is offering services that directly address barriers that dealers face regarding EVs including:

- Staff training
- Customer education in showroom via signage, brochures, digital tools, and hands-on experience with Level 2 charger models
- Co-marketing support to advertise EVs
- Ease of program participation. Customers can sign up for a program in the dealer's showroom.

There are now four dealers across New Mexico

New Mexico Xcel Energy Owned DCFC (8 stations)



Timing: Expected Q3 2023 and Q2 2024 Completion of Sites

Completed Items:

1. Five applications received: Curry County (119 W 7th), Curry County (801 N Main), Roswell Chamber of Commerce (131 W 2nd), Roswell Mall (4501 N Main), and the UFO Museum (114 N Main)
2. Four sites selected and conceptual designs completed and approved by site hosts.
3. Site host agreements completed on 3 of 4 sites (2 in Clovis and UFO Museum)

Next Steps:

1. 50% Design complete on Clovis sites and UFO Museum.
2. Construction to begin on Clovis sites in October.
3. Construction complete and commissioning of Clovis sites by year end.
4. UFO Museum and Roswell Mall to begin construction and be completed Q2 2024

Pending Challenges:

1. Ongoing work with ABB (charging equipment) and Shell Recharge (network) to resolve performance issues. Continue exploring/testing other options for both.
2. Transformer availability & priority
3. Implementation of credit card terminal and filling variance from requirement to install.

SPS Service Territory Description

Rural

Limited Infrastructure in Many Areas

Customer Mix:

59% Industrial

25% Commercial

14% Residential

2% Municipal

Opportunities and Challenges

Roughly 345 Light-duty EVs (mid-2023)

Public DC Fast Charging (DCFC) extremely limited

Public L2 Charging limited, but slightly more available

Continue to Educate Customers on EV Benefits

- Dealerships very engaged
- School districts interested
- Municipalities very interested
- Fleet and Community Advisory Services very popular

Residential EV Transition will be a challenge



Xcel Energy[®]

BIENVENIDO, ESTÁ
ABIERTO

APPENDIX

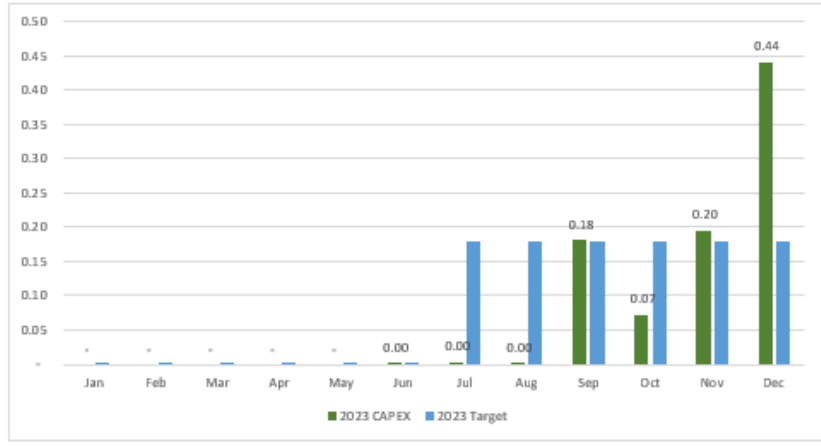
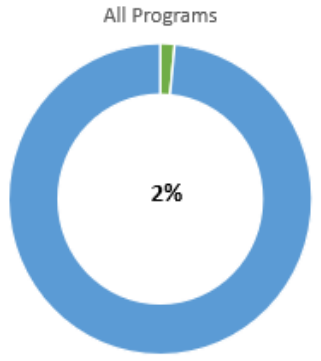
Extra Slides if needed



Program Results and Progress Update (Jan – Aug 2023)

\$'s in thousands

YTD Actual	YTD Target	Δ Delta	% Target
0.005	0.360	(0.355)	2%



- Minimal YTD activity, one \$500 rebate issued
- The Sep – Dec forecast includes \$0.9m in DCFC CAPEX for two site completions
- *FY 2023 Targets – Capital \$1.1m, O&M \$0.4m, Ports 24, DCFC 8, Rebates 6*

Full launch occurred in March 2022. 2023 YTD Highlights:

- Residential
 - 0 EV Accelerate At Home installations
 - 10 Optimize Your Charge enrollments
 - Charger & Wiring Rebates: 1 completed; 4 pending
- Commercial
 - 1 FEAP intake meeting; 0 customers enrolled.
 - 18 EVSI inquiries to date across numerous different public charging scenarios (fueling stations, restaurants, fitness clubs). Three projects have completed site visits and are now in the design phase.
 - 1 EVSI project has signed agreement, representing 2 DCFC ports and estimated CAPEX of \$80K.
- Marketing
 - Q3 Email campaign: 2,541 sends / 2 Enroll Now clicks
 - Social media (45-day campaign): June-July / 64,201 impressions / 14k video completions / 635 link clicks
 - We continue to encourage program sign up through EV Dealer Network members, Krumland Auto Group. They have received training and in showroom materials to help customers on their EV journey.

Achieving the Vision – 2030 Benefits

Enabling one out of five vehicles in the areas we serve to be electric by 2030 delivers significant benefits



\$1 BILLION

In customer fuel savings annually by 2030



\$1 OR LESS PER GALLON (EQUIVALENT)

To drive an EV with Xcel Energy's low, off-peak electricity prices at home



5 MILLION TONS OF CARBON EMISSIONS

Eliminated annually by 2030 with our clean energy



ACCESS

Holistic programs and infrastructure for all customers at home, work and on the go

Note that one out of five vehicles being electric by 2030 is the equivalent to at least 1.5 million EVs on our roads

Multi-Channel Marketing: SPS

Paid Channel: search



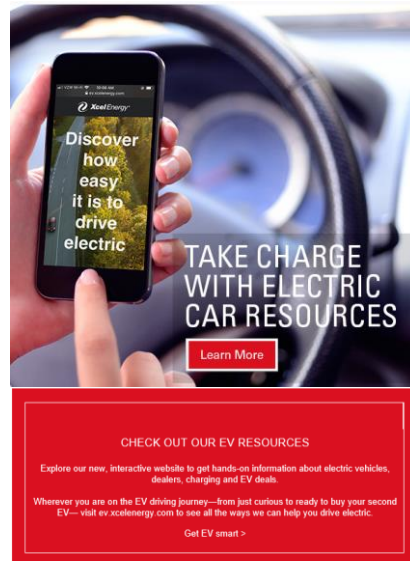
electric vehicle charging

Ad · ev.xcelenergy.com/ev/home-charging

Xcel Energy® EV Home Charging - Pick a Charger & We'll Install

Home charging is convenient, and it just got easier. Select a charger & we'll install it. You charge for less when charging overnight and on weekends. Learn more and enroll today. Home Charging Options. Save on Charging. Drive Smarter. Level 2 Charger.

Owned Channels: social media, email



EV Dealer Network: awareness of and in-showroom sign up for programs, hands on experiences



Website: ev.xcelenergy.com all campaigns drive to useful EV tools, charging programs and rebates



Legislative Appreciation

SPS appreciates the Legislature's passage of HB 521 in 2019 to incentivize EV adoption and allow a path for utilities to invest in that effort. The Company believes it has a lot to offer New Mexico as Xcel Energy is engaged in transportation electrification in several other states. We "Xcel" at:

- Educating customers on the benefits of EVs
- Working with dealerships, school districts, municipalities and other businesses to provide infrastructure and support to make it easier for them to electrify their fleets and their workplaces
- Providing public DC fast charging to address range anxiety – a barrier to EV adoption

We strive to deliver transportation electrification investments that have the greatest benefit for all our ratepayers

Legislative Ask: Continue to support efforts to incentivize EV adoption in New Mexico and consider passage of an EV-ready building code for homes and multi-unit dwellings that doesn't require them to meet other home efficiency ratings to obtain the tax credits.

Innovative EV Solutions

Our innovative programs raise awareness, reduce up-front costs, and make it easier for customers to charge electric vehicles on low cost, low carbon energy in a way that's good for the grid

