

### **Market Overview**

- Loudoun County is the #1 Market in the World (30 square miles)
- 8 out of 49 customers account for 84% of YTD demand
- 2022 actual demand: 2,767 MWs
- Forecasted 2023 demand: 3,375 MWs (+608)
- Normalized August 2023 YTD MWH: 24% of DE Sales
- Connect Statistics:

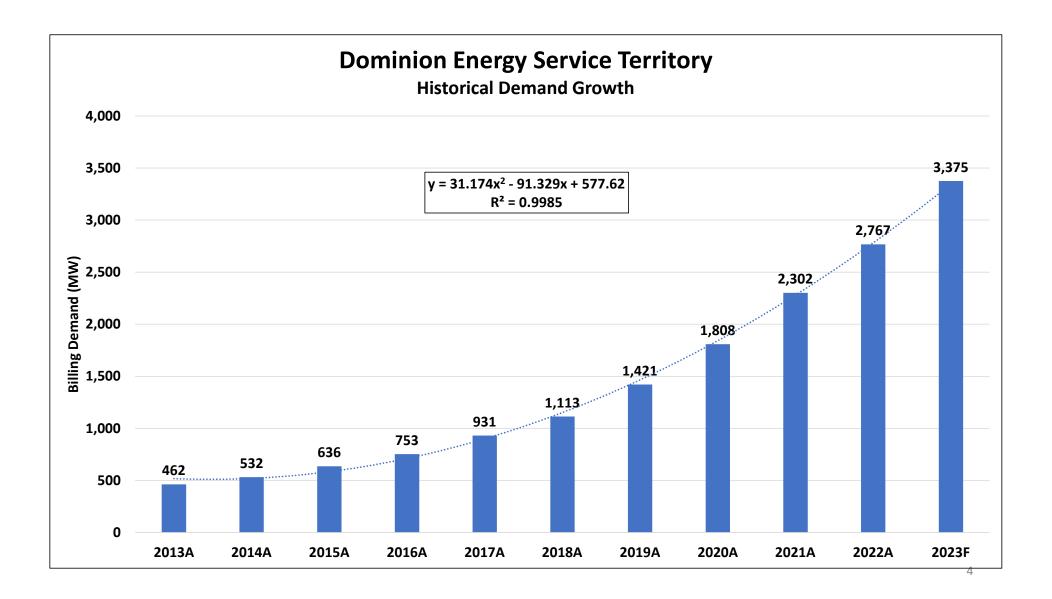
Time Period	2013-2018 (6 yrs.)	2019-2023F (5 yrs.)	Total (11 yrs.)
Connects	74	86	160
Capacity (MW)	1,588	3,779	5,367
Capacity/Connect	21.5	43.9	33.5



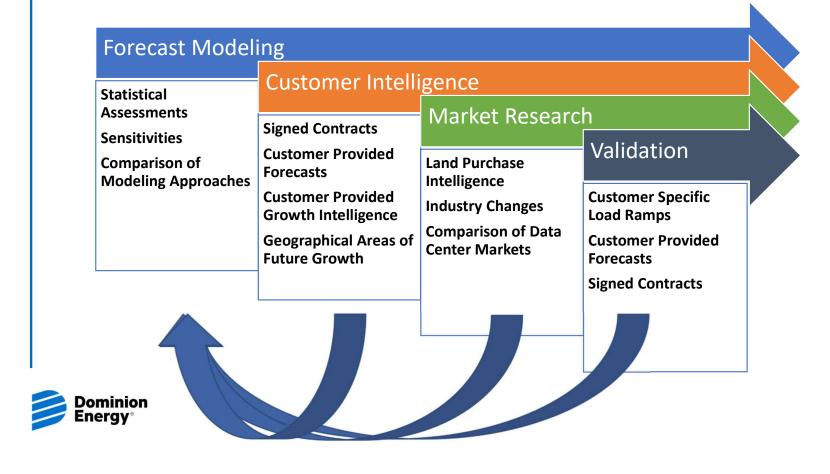
## **Future Growth Areas in Virginia**

- Market segment Growth
  - Loudoun County (<u>DE</u> & NOVEC)
    - Currently 74% of our market and the number 1 market in the world
    - Significant growth will continue
  - Prince William County (DE & <u>NOVEC</u>)
    - This will be the next super large market 1,500+ acres zoned data center
  - Stafford Area (<u>DE</u> & <u>REC</u>)
    - This will become another super large market
  - Southside, VA (DE & MEC)
    - 9 properties in Southside under development (1.5-2.0 GW)
  - Henrico County (DE)
    - Will develop into a large market
  - All other counties
    - May start to see a migration south of Loudoun and Prince William Counties





#### **Data Center Forecast Process Overview**



Dominion LSE

Data Center

Forecast

Submission to PJM

## **Modeling Methodology**

Statistically modeled 8 largest or fastest growing customers and a 9<sup>th</sup> model of all remaining customers combined into one segment

- 1. Statistically model demand three ways for each customer (27 models)
  - a) Approach 1: linear regression of demand
  - b) Approach 2: polynomial regression of demand
  - c) Approach 3: linear regression of sales to demand
  - d) Approach 4: custom fit (no growth)
  - e) One of the four approaches is selected for each of the 9 customer segments using customer intelligence, including signed agreements, customer provided forecasts, etc.
- 2. Determine LSE vs. retail choice sales and demand
- 3. Assume above approach yields high scenario
- 4. Develop low scenario based on aggregate trending models
- 5. PJM submittal is the average of the high and low scenarios
- 6. Use load factor to model Dominion MWHs based on high, medium, and low



## **Drivers of Growth**

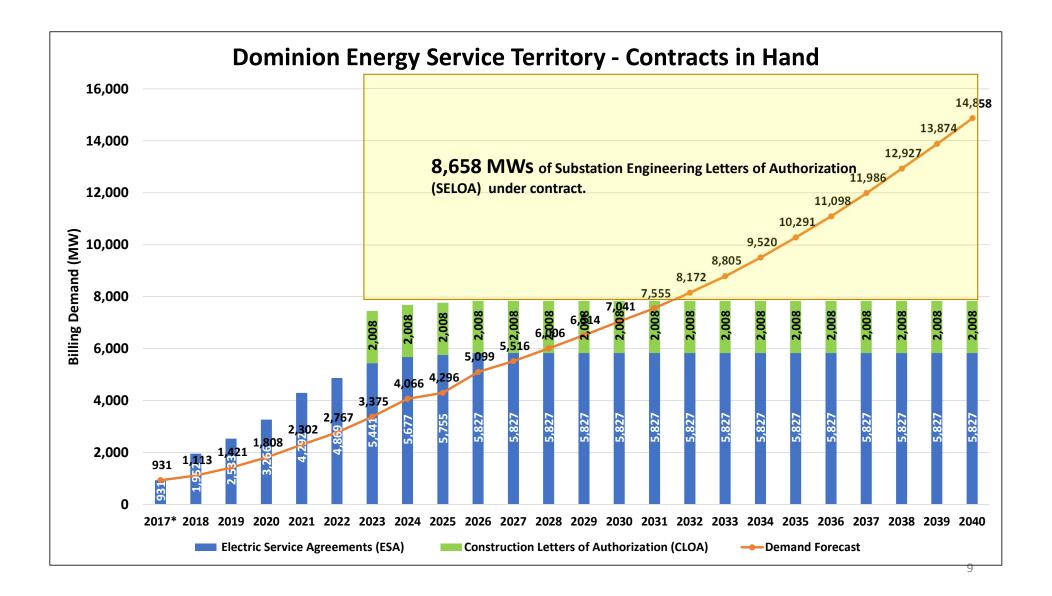
- Migration to the Cloud
  - Outsource IT function and focus on business
  - Economies of scale
- Smartphone technology and Apps
- 5G technology
- Digitization of data
- Artificial Intelligence
- Virtual and Augmented Reality?

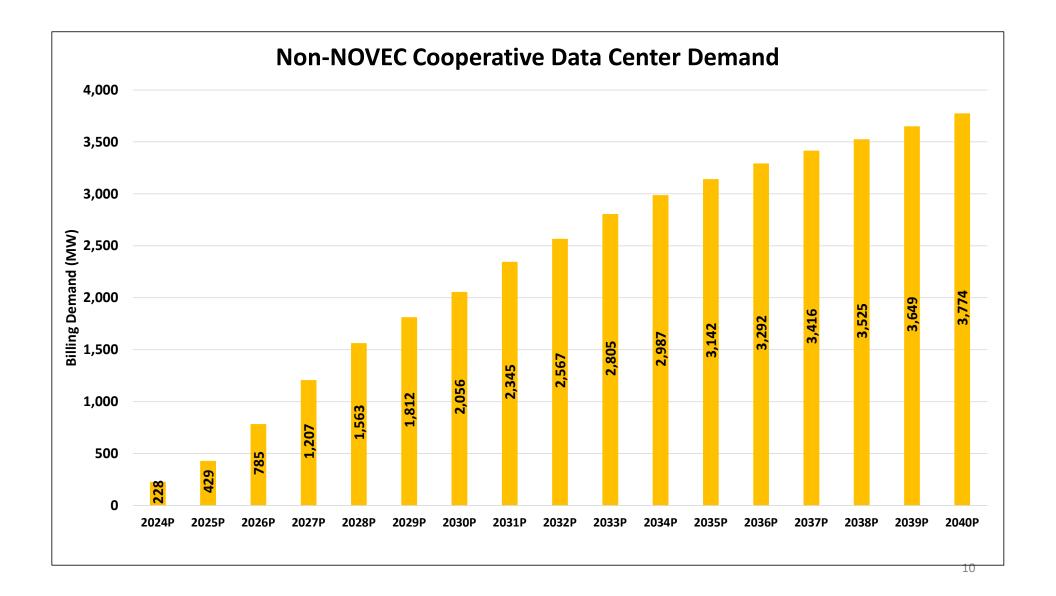


### **Forecast Validation**

- Customer specific load ramps
  - metered demand (usage) vs. capacity (ask)
- Customer provided long-term forecasts
- Signed contracts
- Other validations
  - S-curves
  - Capacity per connect







# **Questions?**

