



AEP Economic & Business Development Program



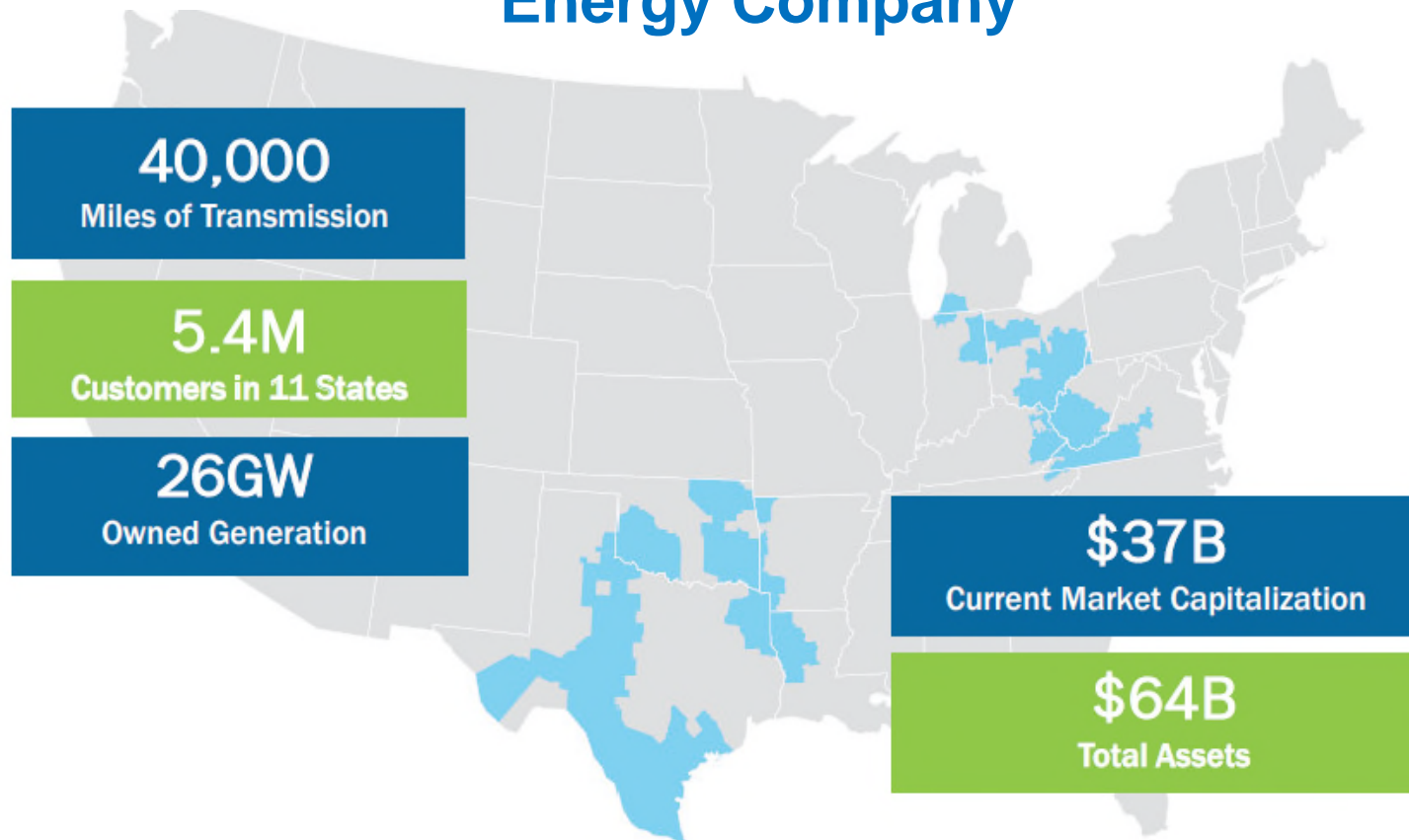
Timothy J. Wells, CEcD
Manager, Economic & Business Development
American Electric Power
May 9, 2018

Agenda

- AEPED Organization
- Program of Work
- Shale Plays
- Electric Utility Services
- Q&A

About AEP

The Premier Regulated Energy Company



Note: Statistics as of September 30, 2017 except for market capitalization which is as of October 31, 2017



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Prospect Development

We market expansion in AEP’s territory through a variety of channels – direct engagement, lead generation consultants, trade shows, digital marketing, and more – to existing customers and prospects around the globe.

Domestic and Foreign Focus



— Including AEP National Accounts —





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AEPED OPCO Team



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E&BD Program of Work

Program of Work 3 Key Areas of Focus



PROSPECT DEVELOPMENT



PRODUCT DEVELOPMENT



PRACTITIONER DEVELOPMENT

National Accounts

- Top 250 Customers and Military
- Service- Award winning team and individuals
- Contribute **significantly** to Revenues
 - Leverage existing key customer account portfolio and relationships to promote new business development and growth opportunities.



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Research



First Research®



BUREAU VAN DIJK
A Moody's Analytics Company



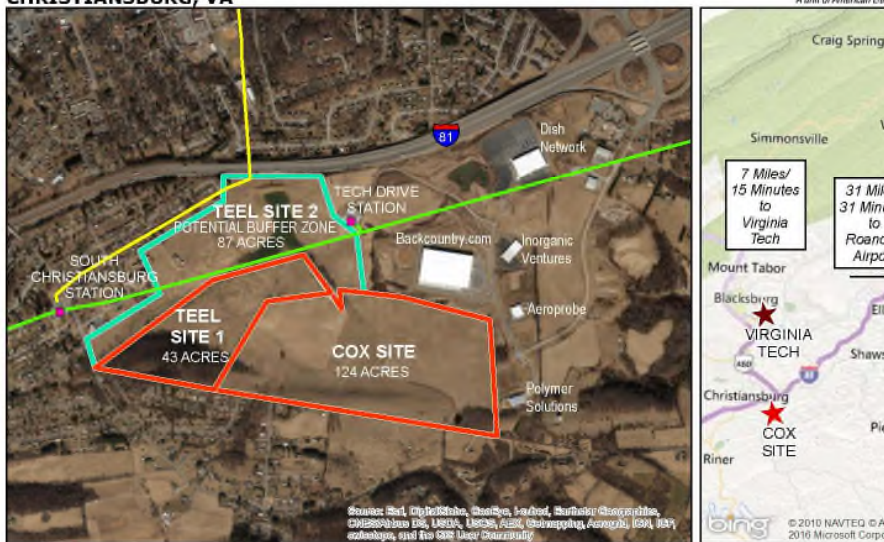
CHEROKEE EXTENSION INDUSTRIAL PARK OWASSO, OKLAHOMA - SITE & ELECTRIC UTILITIES

AEP PUBLIC SERVICE COMPANY OF OKLAHOMA
A unit of American Electric Power



FALLING BRANCH CORPORATE PARK - COX SITE CHRISTIANSBURG, VA

AEP APPALACHIAN POWER
A unit of American Electric Power



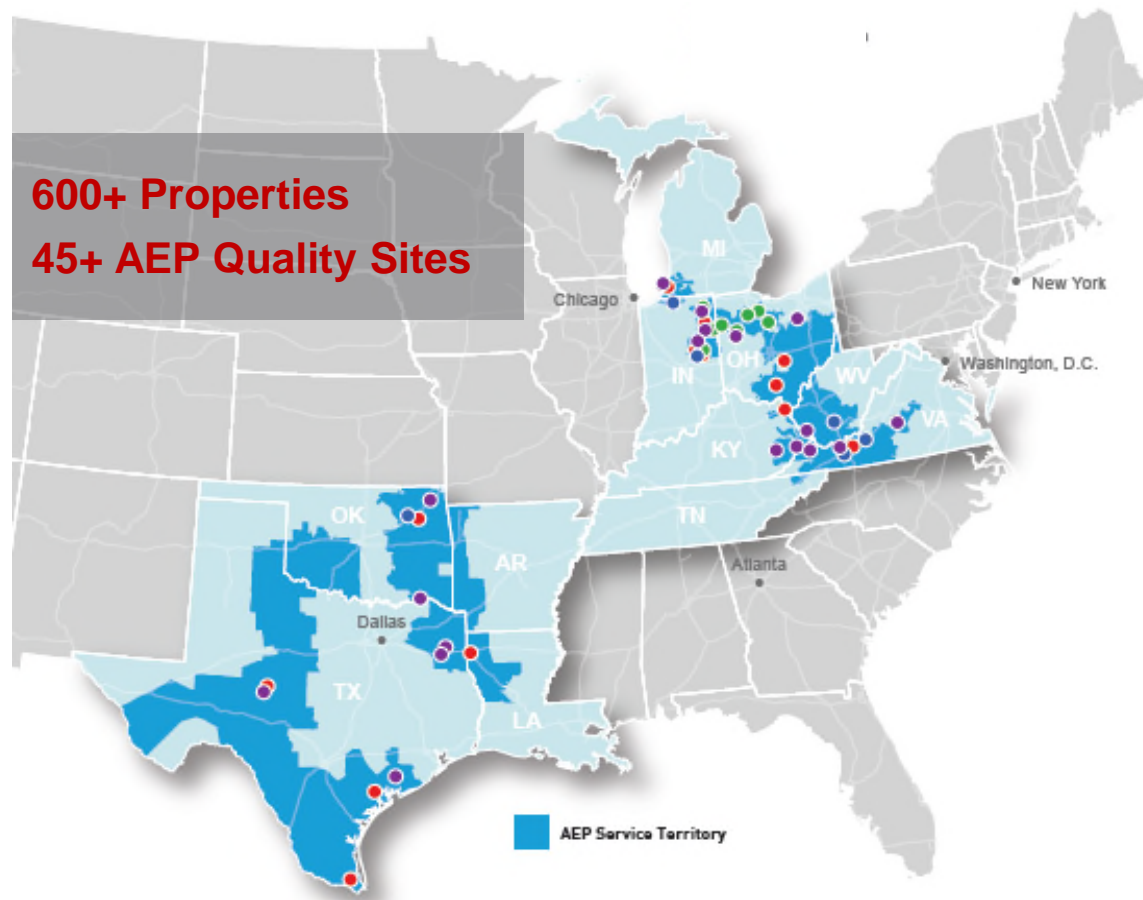
W. 8TH STREET SITE, MUNCIE, IN PROXIMITY TO AEP FACILITIES

AEP INDIANA MICHIGAN POWER
A unit of American Electric Power



Product Development

Places prepared with development-ready communities and sites win more investment.



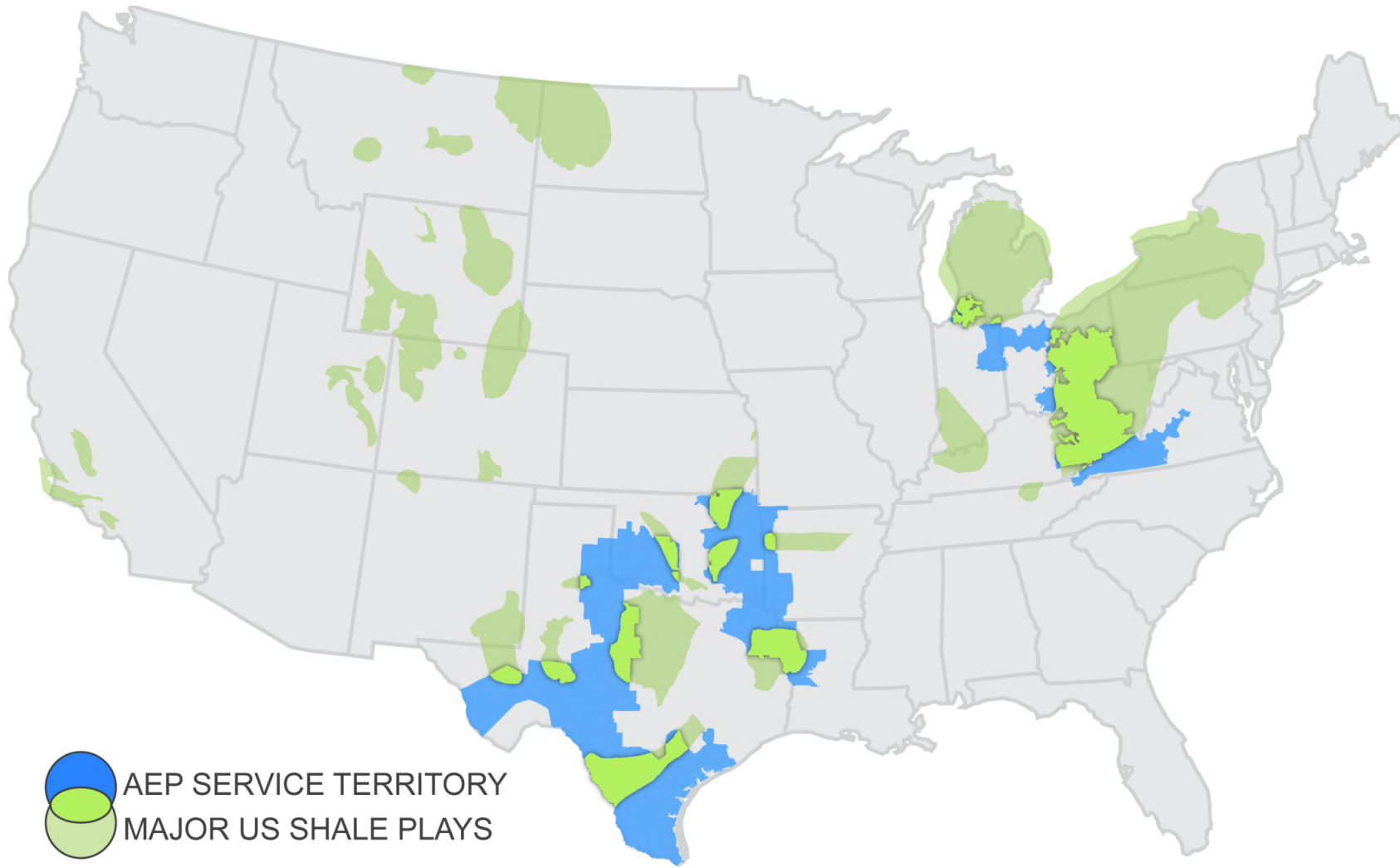
Due Diligence Studies

- ✓ Phase 1 Environmental
- ✓ Wetlands Delineation
- ✓ Geotechnical Assessment
- ✓ Endangered Species Report



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AEP & Major Shale Plays






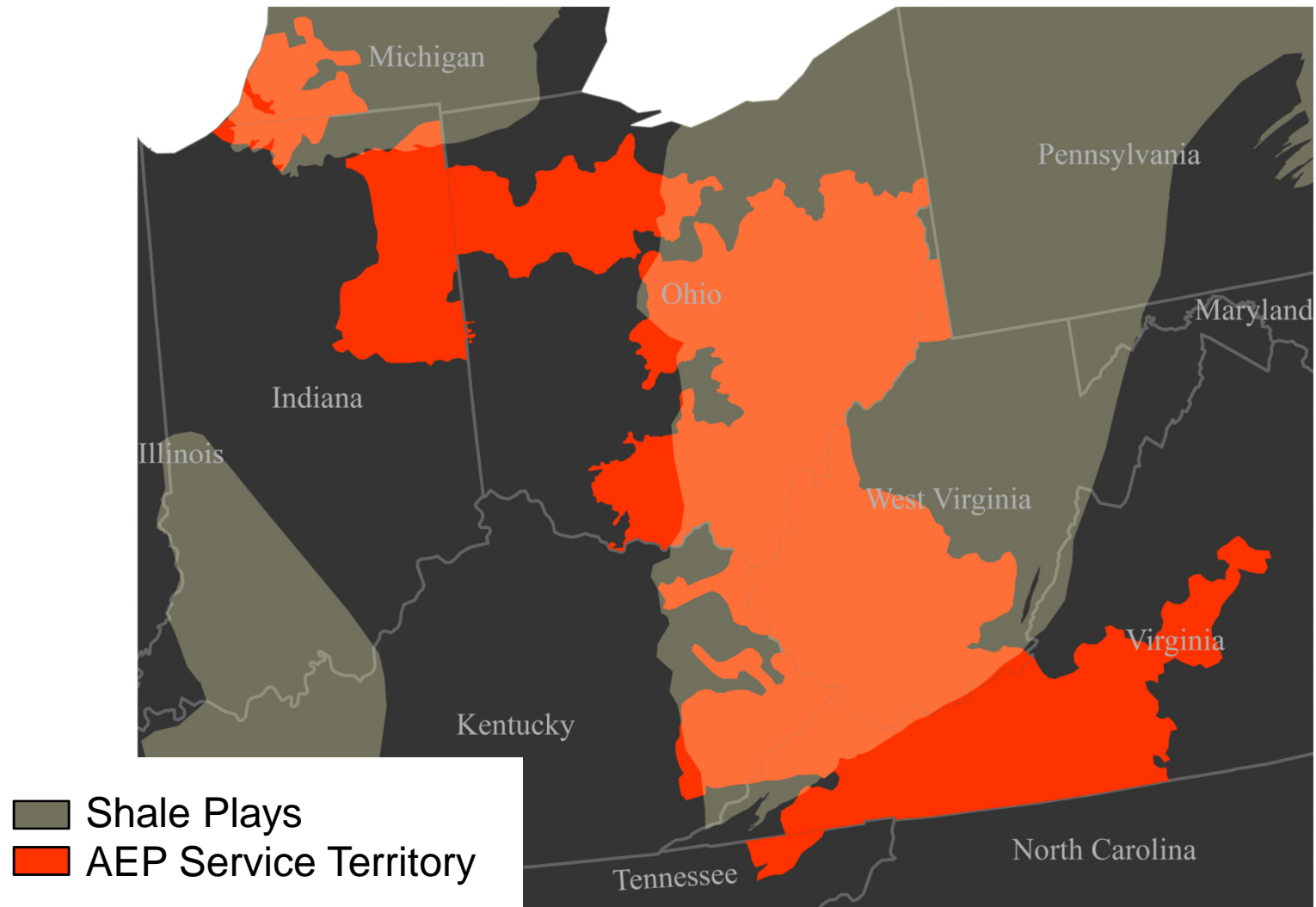
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AEP Shale Gas Customers




 AEP SERVICE TERRITORY
 MAJOR US SHALE PLAYS

Eastern US Shale Plays & AEP Service Territory



Electric Utility Services

- **Distribution Services**
 - Overhead & underground facility design
 - Equipment procurement, testing, repair
- **Transmission Services**
 - Turnkey project engineering, procurement, & construction
 - Substation construction & maintenance
- **Other Core Services**
 - Engineering, procurement, installation of emergency generators
 - Electrical, civil and environmental testing



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Skid Station



Skid Station





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Thank you!