

Commonwealth of Virginia (CoVA) Presentation May 20, 2025





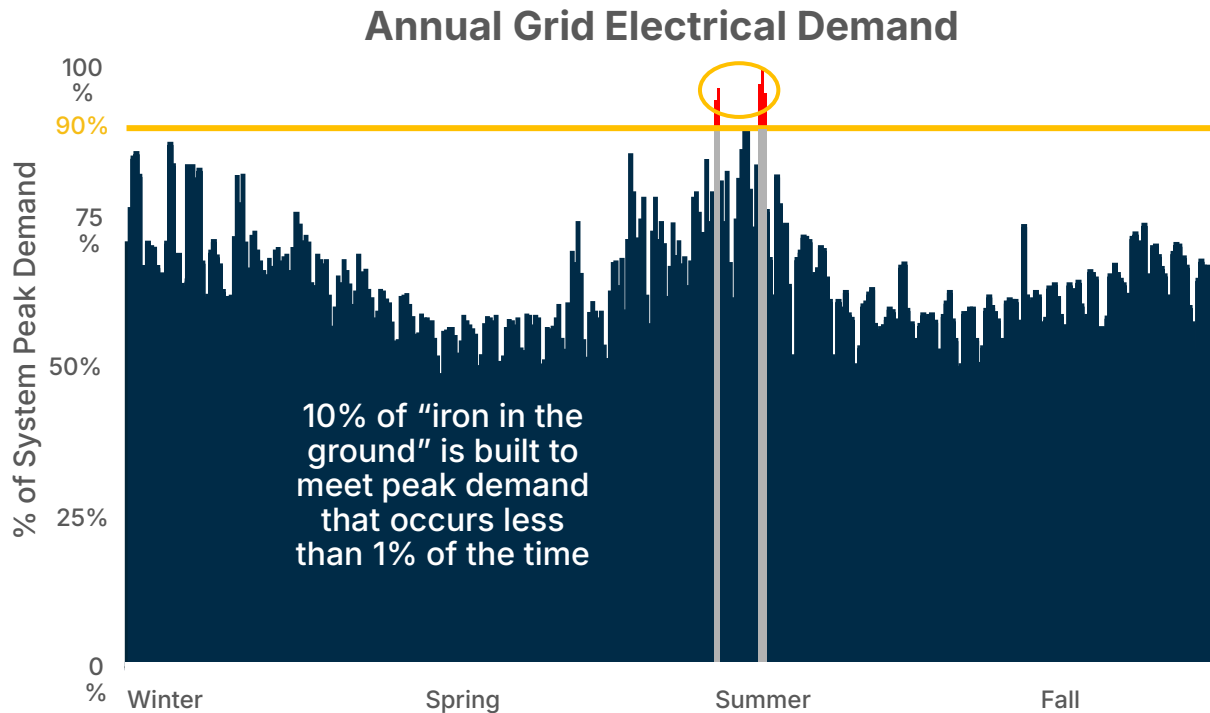
Agenda

1. Who is Voltus - what we do
2. Why CoVA chose Voltus
3. CoVA Progress and Performance to date
4. Curtailment deep dive
5. Case studies
6. Opportunities available to you

What is **demand response**?

A **reliable, cost-effective** way to meet peak electrical demand.

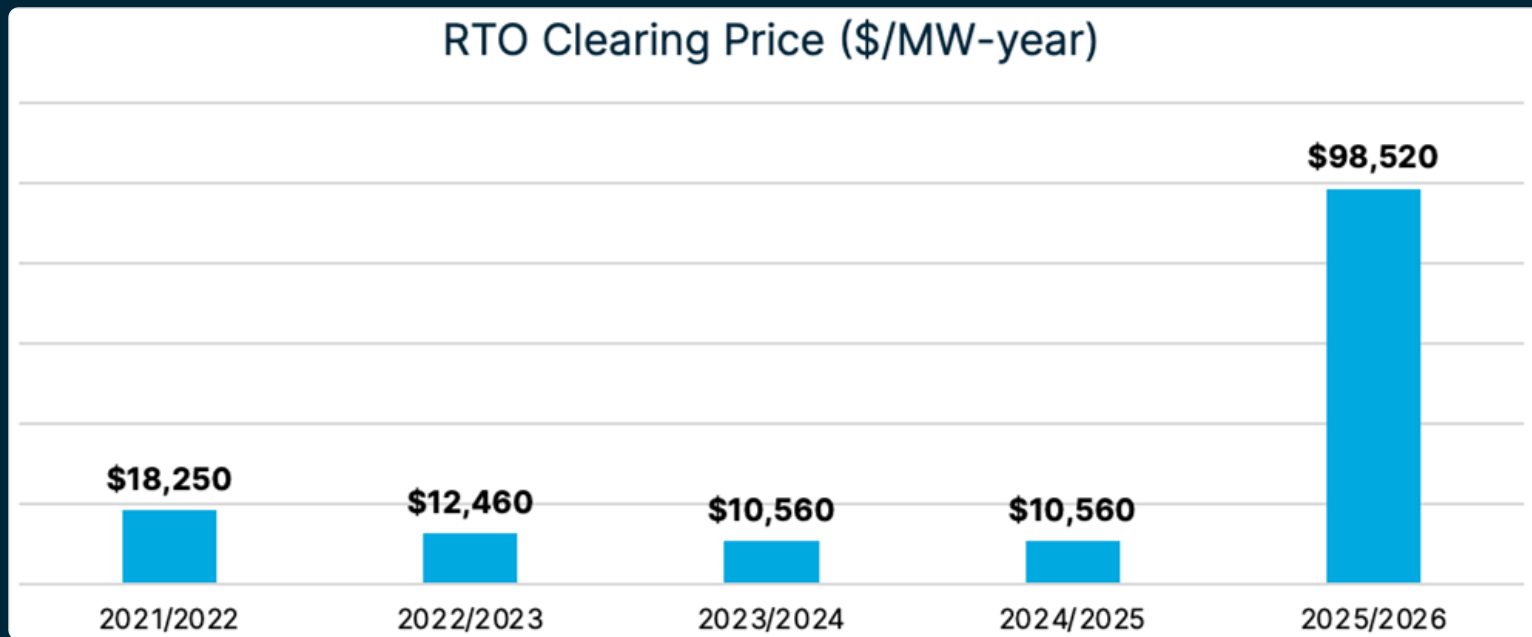
Demand response (DR) pays Commonwealth of Virginia buildings and facilities to conserve or shift electricity use in response to grid needs.



Why do 482 sites in Virginia do demand response?



Demand response participation can **offset record high capacity prices**



Why **CoVA** chose Voltus

More CASH

Better DR revenue-share agreements
AND more program opportunities.

Real-time energy data

Site-level energy usage and dispatch performance via 30-second interval data.

Streamlined participation

One Curtailment Service Provider enabling 400+ CoVA organizations to reduce their energy usage and get paid cash.

Your Voltus team



Hayley Manning
Sales Director - PJM
Based in Staunton, VA



Tyler Davis
Director of Sales - PJM
Based in Morristown, NJ



Emily Orvis
VP of Energy Markets
Based in Arlington, VA



Ryan Kelley
Senior Dispatch Operations Manager
Based in Norfolk, VA

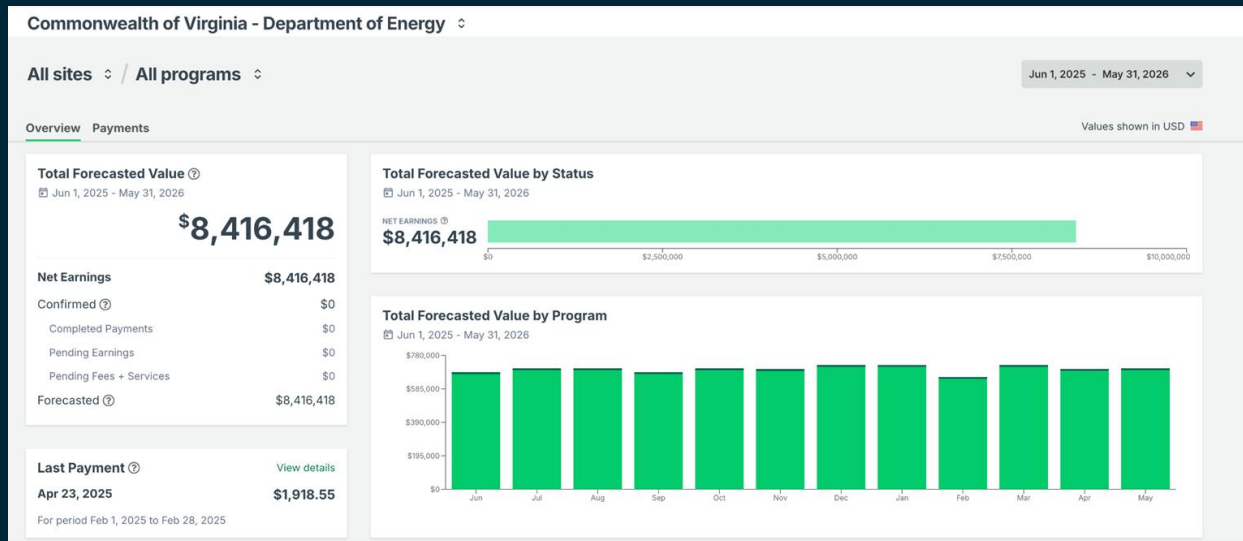


Kelsey Partin
Director, Customer Success
Based in Roanoke and Vienna, VA



Yinka Ajibade
Field Engineer Manager

\$8.4M in earnings for CoVA in FY'25/26



The CoVA portfolio

- 62 organizations
- 480 sites
- 119 MWUM

CoVA Environmental Impact

CO₂ Impact Report

Commonwealth of Virginia - Department of Energy

Net Avoided
Carbon Emissions
2023 - 2025

48.1
metric tons of CO₂

Equivalent to avoided emissions from:



119,315
Miles driven by
a gas vehicle



53,235
Pounds of coal
burned



5,531
Gallons of
gasoline
consumed



111
Barrels of oil
consumed

Equivalent to carbon sequestered by:



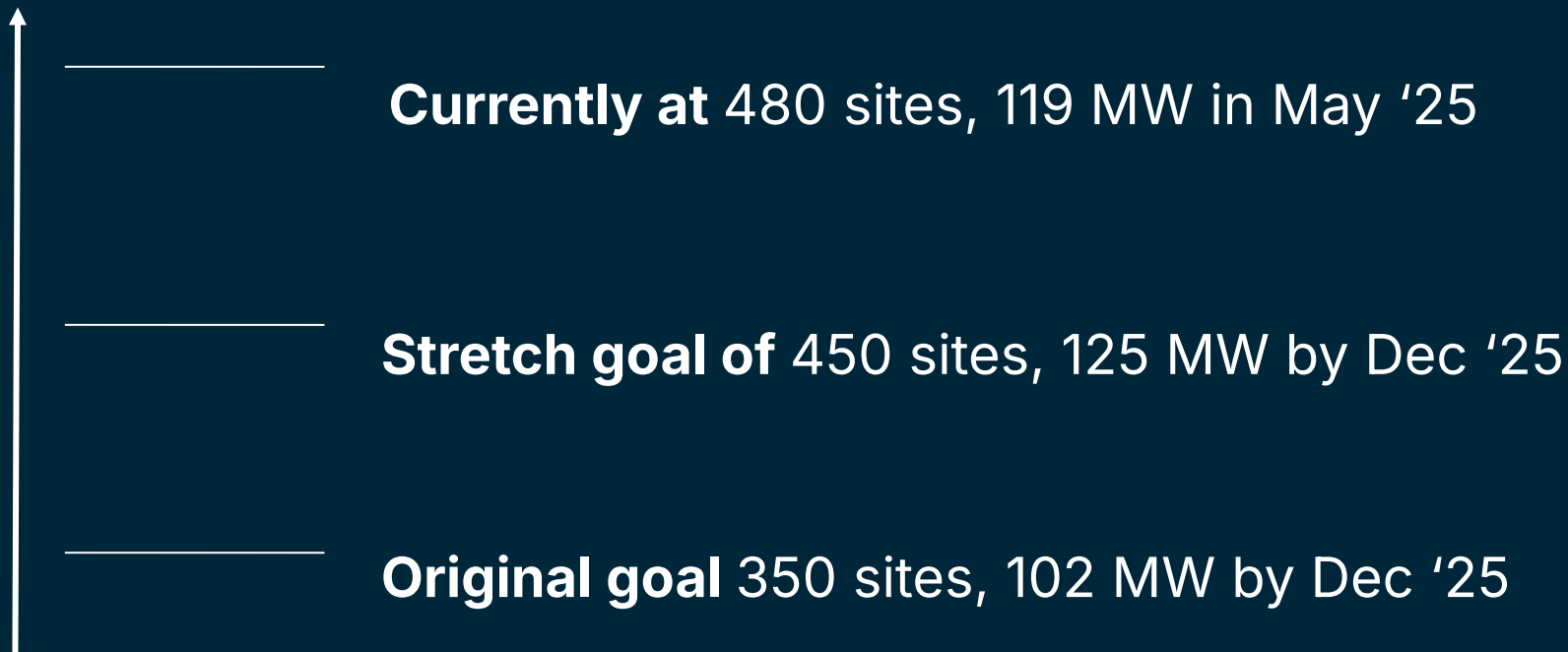
795
Tree seedlings
grown for 10
years



57
Acres of US
forests in one
year

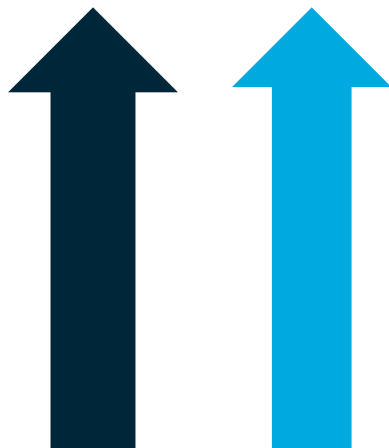
Time Period (2023 - 2025)	Total Load Reduction (MWh)	Net Avoided Emissions (metric tons CO ₂)
2023	0.0	0.0
2024	11.1	5.4
2025	98	42.8
Total	109.1	48.1

Pacing to beat stretch goals



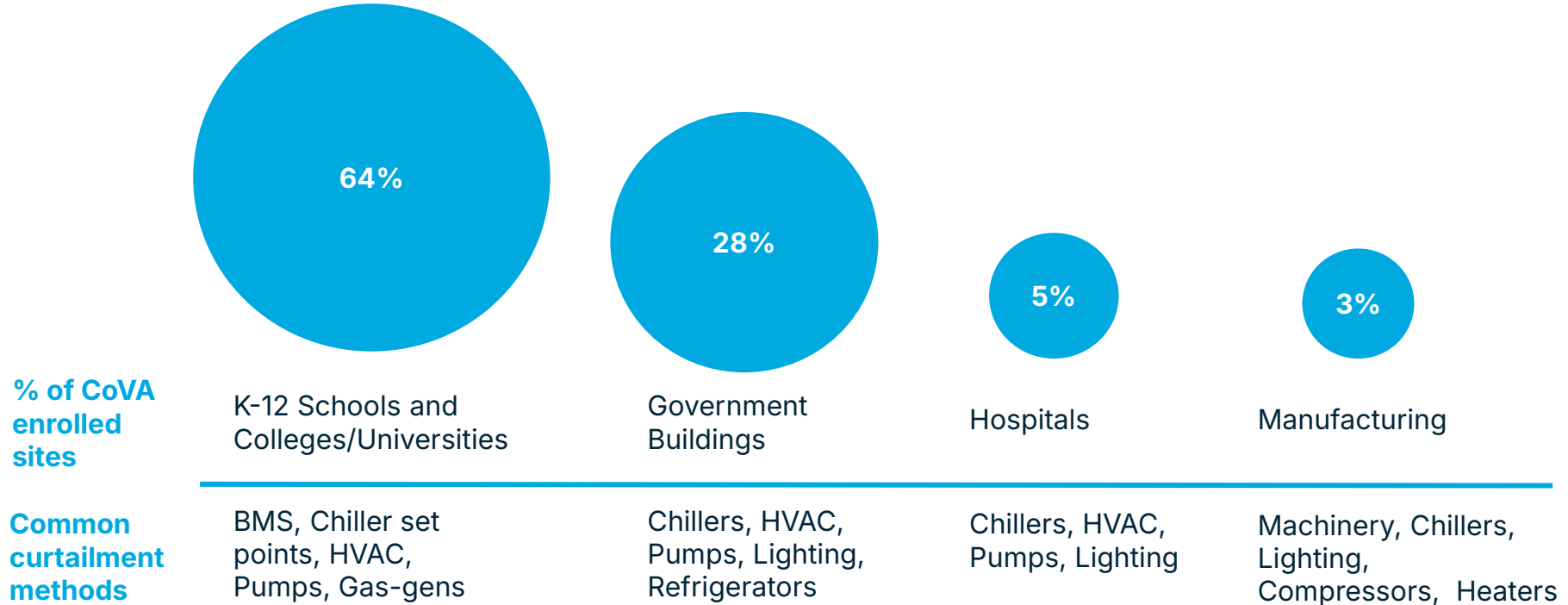
CoVA shows up for the grid

79% portfolio performance on average during **ELRP dispatch events** in FY'25



64% of the CoVA portfolio hit **100% or more** of their curtailment target during ELRP dispatch events this year

Schools and governments lead the CoVA portfolio and use **HVAC + Chillers** to curtail

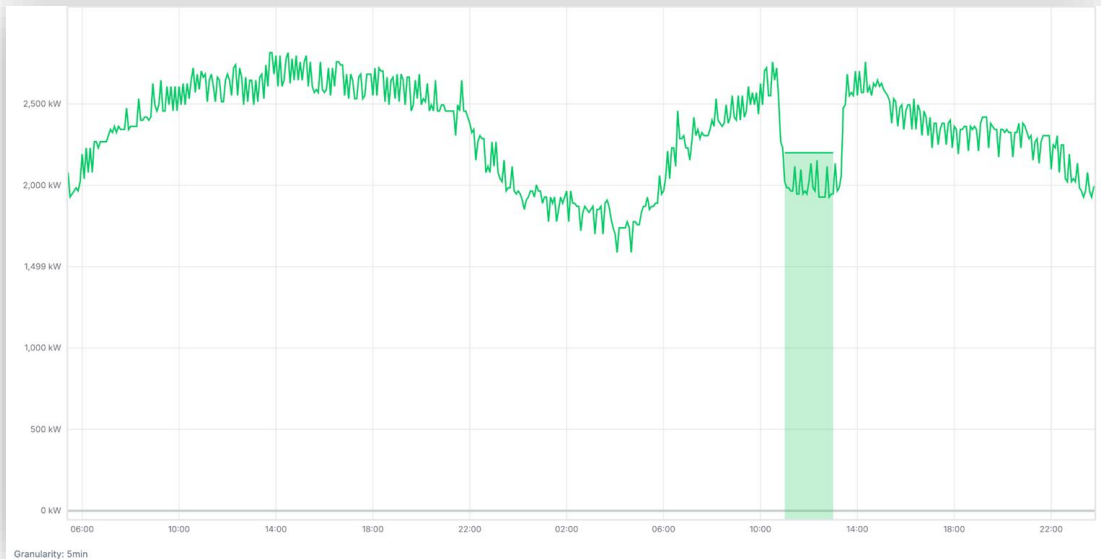


Curtailment strategies turn CoVA sites into **power supply for the grid**

How a University “created”
600 kW of power supply for
the grid in 15 minutes

Load shedding methods:

- HVAC Loads: Setpoint resets
- Plug Loads: De-energize circuit panels
- Consumption behavior: Campus wide email



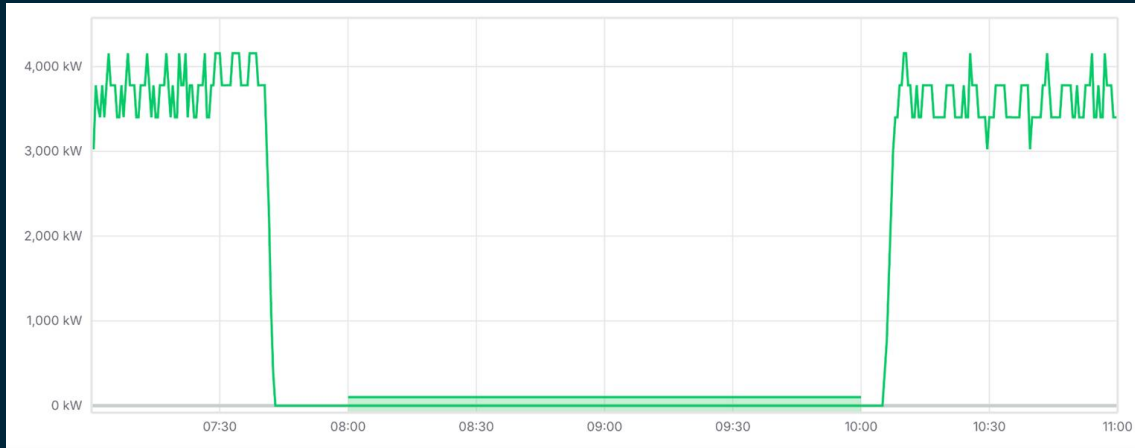


1,197% year over year **increase**
in energy revenue. How?

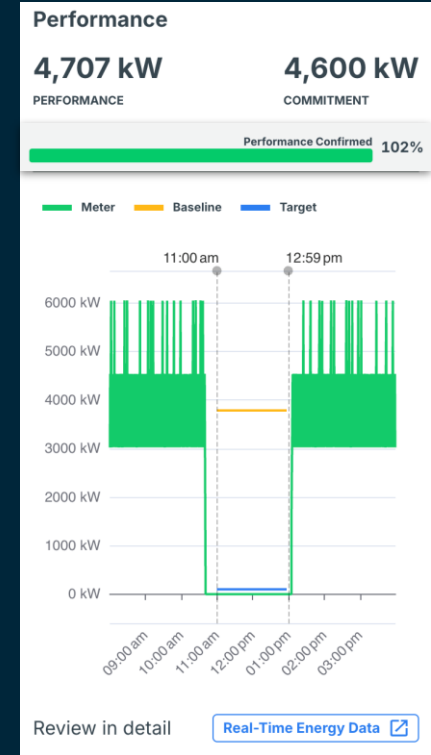
BRA pricing up 9x + UVA added 2 MW of SRM + Voltus increased ELRP nomination by 1 MW + 3.7 MW Gen enrollment.

"Voltus provides the best transparency of our active dispatches and past performance."

-Arlington County Wastewater Team



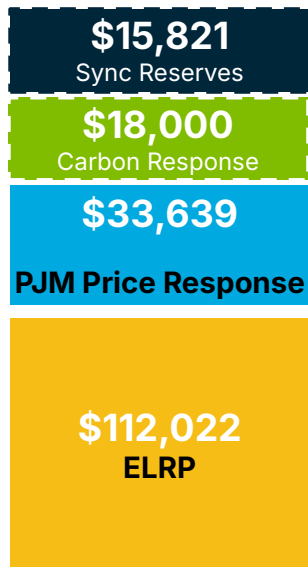
Real-time energy usage view during DR dispatch



Past dispatch performance

\$184k/MW-yr in revenue to your organization

\$184,482



Program stack

Our differentiation

- Nomination right sizing
- Program access
- Dedicated account management

Thank you!

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