Utility Segment Update

RETAC: October 4, 2018

Presented by:
Brian Fuller, Southern Company
WHAT REGION IS THE MAJORITY OF YOUR COAL-FIRED GENERATION LOCATED

- West: 17%
- Midwest: 17%
- South: 17%
- Southeast: 0%
- Northwest: 49%
HOW MANY TONS PER YEAR DOES YOUR UTILITY BURN?

Respondents represent ~ 20% of the US Coal Burn
ARE YOU CURRENTLY STORING RAILSETS?

- **Yes**: 56%
- **No**: 44%
Year Over Year Current Coal Inventory Is...

- Above 2017
- Similar to 2017
- Below 2017
Current coal inventory (average days of burn on hand for generators that run all year)
Year over year actual coal-fired generation is...

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Above prior year</td>
<td>40%</td>
</tr>
<tr>
<td>Similar to prior year</td>
<td>15%</td>
</tr>
<tr>
<td>Below prior year</td>
<td>40%</td>
</tr>
<tr>
<td>No Answer</td>
<td>0%</td>
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</table>
Year over year actual rail deliveries are...
Rail Cycles Times Are...

- Faster than prior year: 6%
- Similar to prior year: 44%
- Slower than prior year: 44%
- No Answer: 6%
RATE YOUR RECENT SERVICE EXPERIENCE ON THE NORFOLK SOUTHERN RAILROAD

- Not Applicable: 77%
- Excellent: 11%
- Above Average: 6%
- Average: 6%
- Unsatisfactory: 0%
- Unacceptable: 0%
Rate your recent service experience on the BNSF

- Unacceptable: 27%
- Unsatisfactory: 17%
- Average: 0%
- Above Average: 28%
- Excellent: 28%
- Not Applicable: 28%
RATE YOUR RECENT SERVICE EXPERIENCE ON THE UNION PACIFIC

- Not Applicable: 49%
- Unacceptable: 0%
- Unsatisfactory: 11%
- Above Average: 17%
- Average: 17%
- Excellent: 6%
RATE YOUR RECENT SERVICE EXPERIENCE ON THE CN

- Unacceptable: 0%
- Unsatisfactory: 12%
- Average: 6%
- Above Average: 0%
- Excellent: 82%
- Not Applicable: 0%
RATE YOUR RECENT SERVICE EXPERIENCE ON THE CSXT

83% Not Applicable
17% Average
No respondents were served by the Kansas City Southern