**CUSTOMER INFORMATION**

<table>
<thead>
<tr>
<th>TYPE</th>
<th>NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>452,352</td>
</tr>
<tr>
<td>Commercial</td>
<td>70,354</td>
</tr>
<tr>
<td>Industrial</td>
<td>1,882</td>
</tr>
<tr>
<td>Other</td>
<td>7,091</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>531,677</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2018 TOP CUSTOMERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. CNX Resources Corporation</td>
</tr>
<tr>
<td>2. Steel Dynamics Inc.</td>
</tr>
<tr>
<td>3. Greif</td>
</tr>
<tr>
<td>5. Coronado Coal LLC</td>
</tr>
</tbody>
</table>

**FINANCIAL INFORMATION**

2018 Appalachian Net Plant in Service | $11.7 billion

**OPERATING INFORMATION**

2018 Electric Sales (megawatt hours)

- Average use per year - resident customer
- Appalachian residential price per kilowatt hour
  - 15,287,431 mwh
  - 14.142 kwh
  - 11.68 cents
- National residential price per kilowatt hour
  - 1,227.5 MW
  - 12.47 cents

**VIRGINIA SITED GENERATION**

<table>
<thead>
<tr>
<th>PLANT</th>
<th>MEGAWATTS</th>
<th>LOCATION</th>
<th>FUEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Smith Mountain</td>
<td>586</td>
<td>Sandy Level</td>
<td>Pump Storage</td>
</tr>
<tr>
<td>Clinch River</td>
<td>484</td>
<td>Carbo</td>
<td>Natural Gas</td>
</tr>
<tr>
<td>Claytor</td>
<td>75</td>
<td>Radford</td>
<td>Hydro</td>
</tr>
<tr>
<td>Leesville</td>
<td>50</td>
<td>Leesville</td>
<td>Hydro</td>
</tr>
<tr>
<td>Bylesby</td>
<td>21.6</td>
<td>Bylesby</td>
<td>Hydro</td>
</tr>
<tr>
<td>Buck</td>
<td>8.5</td>
<td>Ivanhoe</td>
<td>Hydro</td>
</tr>
<tr>
<td>Niagara</td>
<td>2.4</td>
<td>Roanoke</td>
<td>Hydro</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,227.5 MW</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**APPALACHIANPOWER.COM**

**APPALACHIAN POWER in VIRGINIA**

**VIRGINIA EXTERNAL AFFAIRS TEAM**

- **BRAD HALL**
  - Vice President – External Affairs
  - bnhall@aep.com
  - (540) 985-2900

- **LARRY JACKSON**
  - Director – External Affairs
  - lejackson@aep.com
  - (434) 522-4201

- **MARY BEGLEY**
  - Manager – External Affairs
  - mlbegley@aep.com
  - (276) 429-4101

- **AMANDA COX**
  - Manager – External Affairs
  - accox@aep.com
  - (276) 627-1211

- **RON JEFFERSON**
  - State Governmental & Environmental Affairs Manager
  - rjefferson@aep.com
  - (804) 698-5515
AEP is proud to carry on a 111-year tradition of corporate leadership. We provide electricity to power the economy and invest millions of dollars in capital improvements and in communities to help meet economic development, environmental, educational and other needs.

JOBS AND WAGES
Appalachian Power paid more than **$101 million** in combined wages in 2018 alone.

**TOTAL NUMBER OF JOBS IN VIRGINIA**
1,052

2018 Total Capital Expenditures
**$771 million**

**VIRGINIA TAXES**
AEP pays a substantial amount in corporate taxes in Virginia.

<table>
<thead>
<tr>
<th>Type</th>
<th>2018 Payments</th>
</tr>
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<tbody>
<tr>
<td>Local</td>
<td>$23 million</td>
</tr>
<tr>
<td>State</td>
<td>$11 million</td>
</tr>
<tr>
<td>Total</td>
<td>$34 million</td>
</tr>
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</table>

**2018 PURCHASED GOODS, SERVICES AND CONTRACTS**

- **Purchased Goods and Services**
  - $268 million
- **Supplier Diversity Contracts**
  - $31 million
- **VA-based Business Contracts**
  - $136 million

**2018 COAL USE AND EXPENDITURE**

2018 Total AEP Coal Cost in WV/VA/TN

- **$329,164**
- **$1 million**
- **$59,000**
- **$148,000**

**2018 ECONOMIC DEVELOPMENT AND CHARITABLE CONTRIBUTIONS**

- **2018 Appalachian Power Charitable Contributions**
  - **$329,164**
- **2018 AEP Foundation VA Gifts**
  - **$1 million**
- **2018 Economic Development Contributions**
  - **$59,000**
- **2017 Economic Development EDGE Grants**
  - **$148,000**

**Total 2018 Contributions**
- **$1.6 million**

- American Electric Power, parent company of Appalachian Power, ranks among the nation’s largest generators of electricity, owning approximately 32,000 megawatts of generating capacity.

- AEP serves 5 million customers in 11 states.

- Prior to the EPA’s Clean Power Plan announced in June 2014, AEP had already significantly reduced emissions.

**AEP Emissions Reductions (2005 vs. 2018)**

- **SO2 (Sulfur Dioxide)**
  - **90% reduction**
  - **900,000 tons** to **72,623 tons**

- **NOx (Nitrogen Dioxide)**
  - **83% reduction**
  - **275,171 tons** to **44,205 tons**

- **CO2 (Carbon Dioxide)**
  - **38% reduction**
  - **145.1 Million*** to **93 Million***

**CAPITAL INVESTMENT**
Appalachian makes capital investments in generation, transmission, distribution and general plant improvements.

- **2018 Total Capital Expenditures**
  - **$771 million**

**AEP QUICK FACTS**

**Operations in Virginia**
Appalachian Power

**Service Territory**
31,033 distribution miles
2,922 transmission miles

- Prior to the EPA’s Clean Power Plan announced in June 2014, AEP had already significantly reduced emissions.

**Appalachian Power brings far-reaching value to Virginia’s economy**

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**VA-based Business Contracts**

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