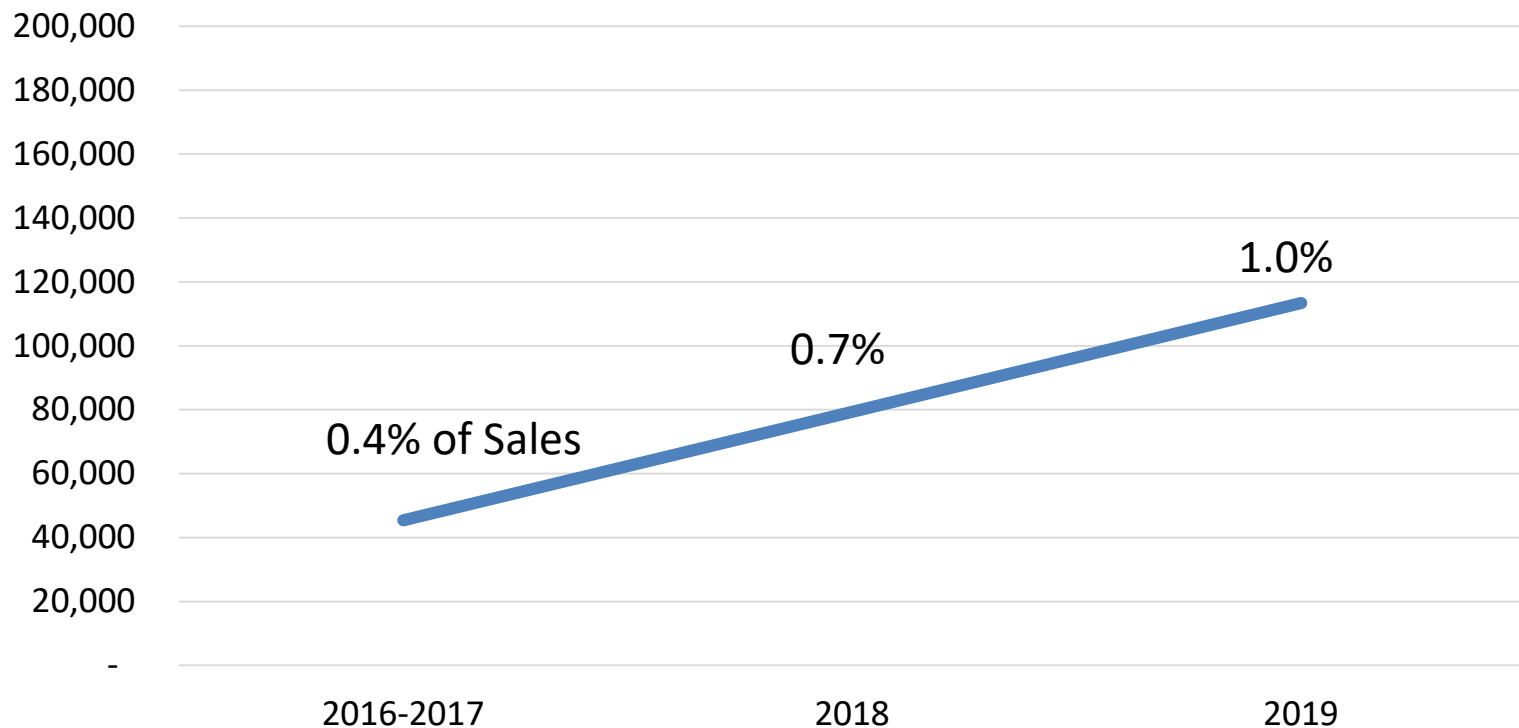


# 2020-2022 Target Setting



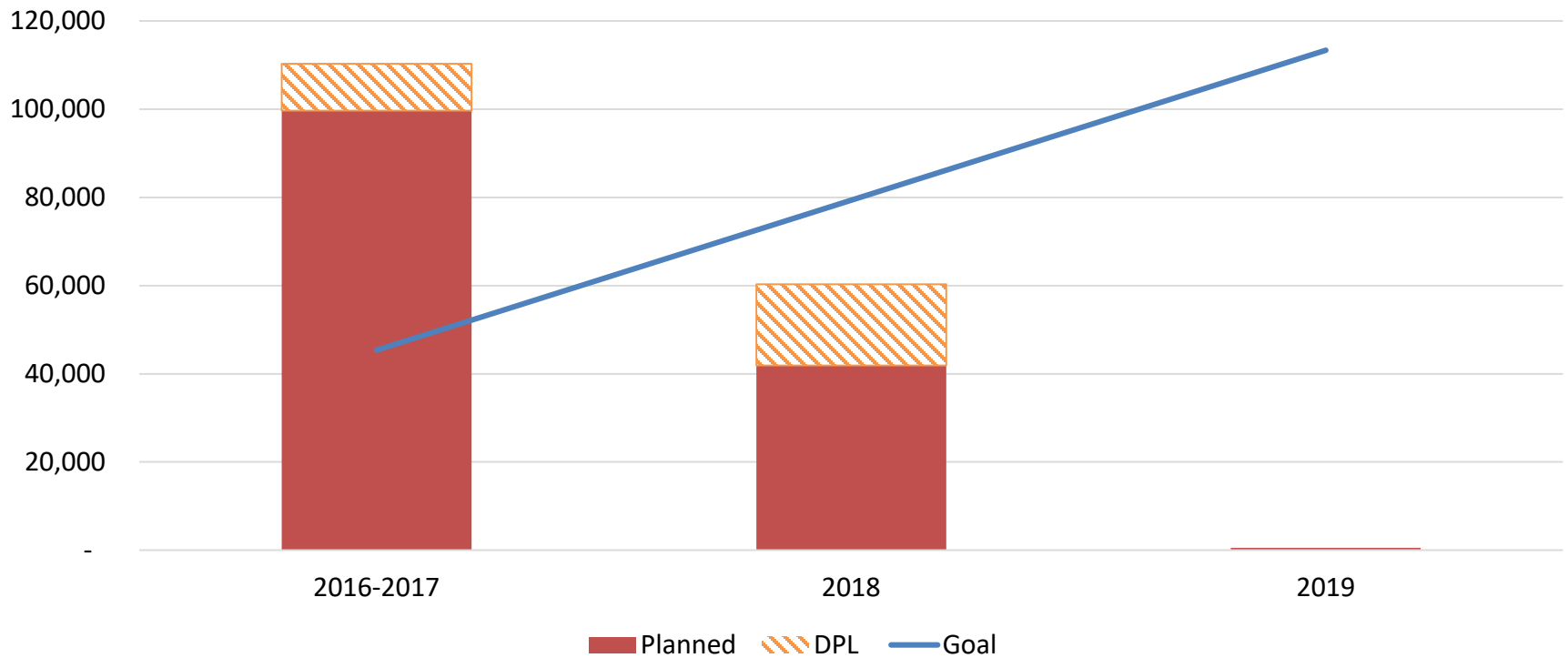
# 2016/17-2019 Electric Goals

## Delaware Electric Savings (MWh)



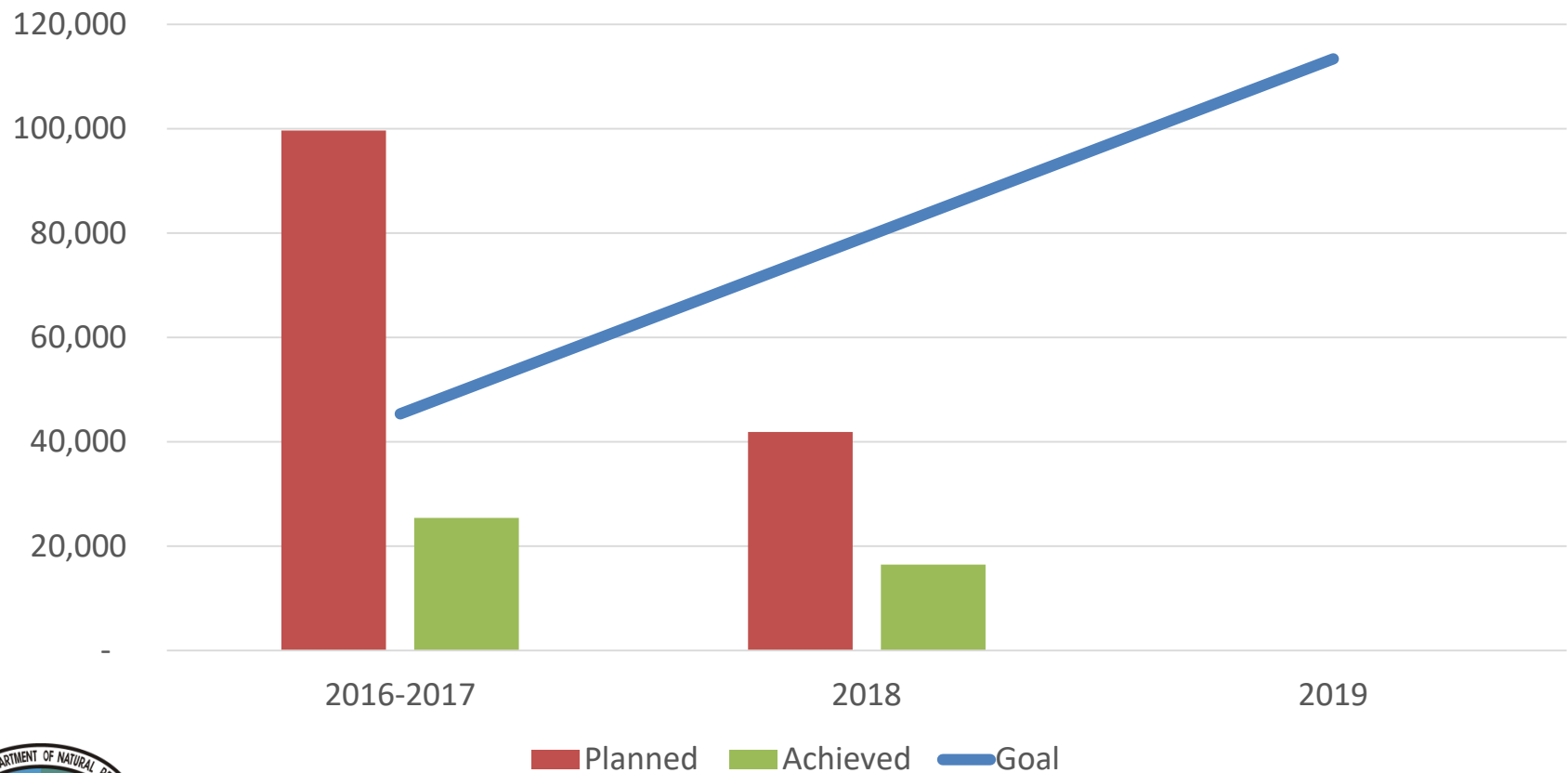
# 2016/17-2019 Planned Electric Savings Compared to Planned

## Delaware Electric Savings (MWh)



# 2016/17-2019 Actual Electric Savings Compared to Planned and Goals

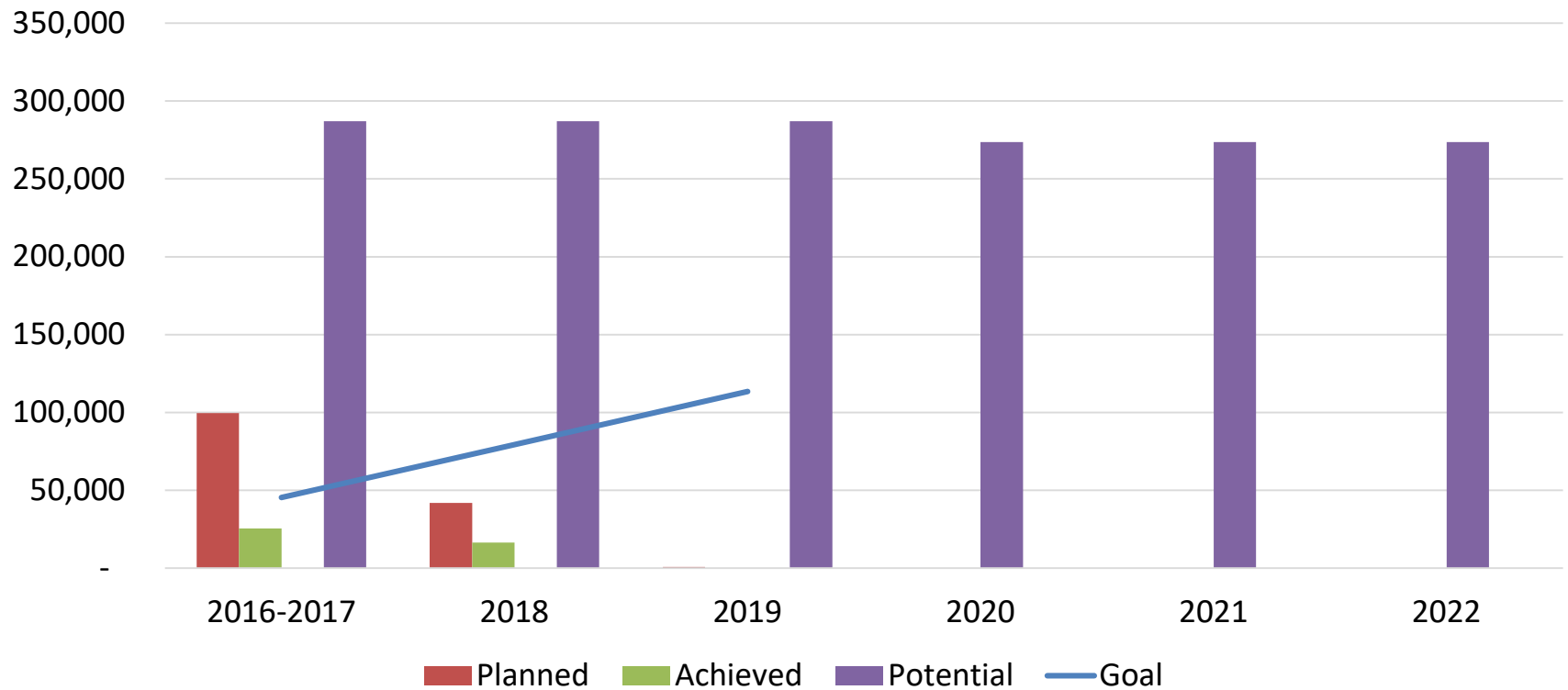
## Delaware Electric Savings (MWh)\*



\*Excludes DPL's Plan

# 2020-2022 Electric Potential Compared to 2016/17-2019 Historic

## Delaware Electric Savings (MWh)\*



\*Excludes DPL's Plan



# Suggested Approach for 2020-2022 Goal Setting

- Set 2020 target at PA planned savings
  - Historically actual savings have been lower than planned
- For 2021 and 2022, one of two options:
  - Use same ramp rate from previous planning cycle (+0.3% each year)
  - Maintain 1% savings goal for 2022 and use steeper ramp rate between 2020 and 2021



# Goal Setting Example

|                 | 2020 | 2021 | 2022 |
|-----------------|------|------|------|
| <b>Option 1</b> | 0.2% | 0.5% | 0.8% |
| <b>Option 2</b> | 0.2% | 0.6% | 1.0% |

Assumes same ramp rate as 2016-19 (0.3% per year)

2020 PA Planned Savings (value used for illustration)

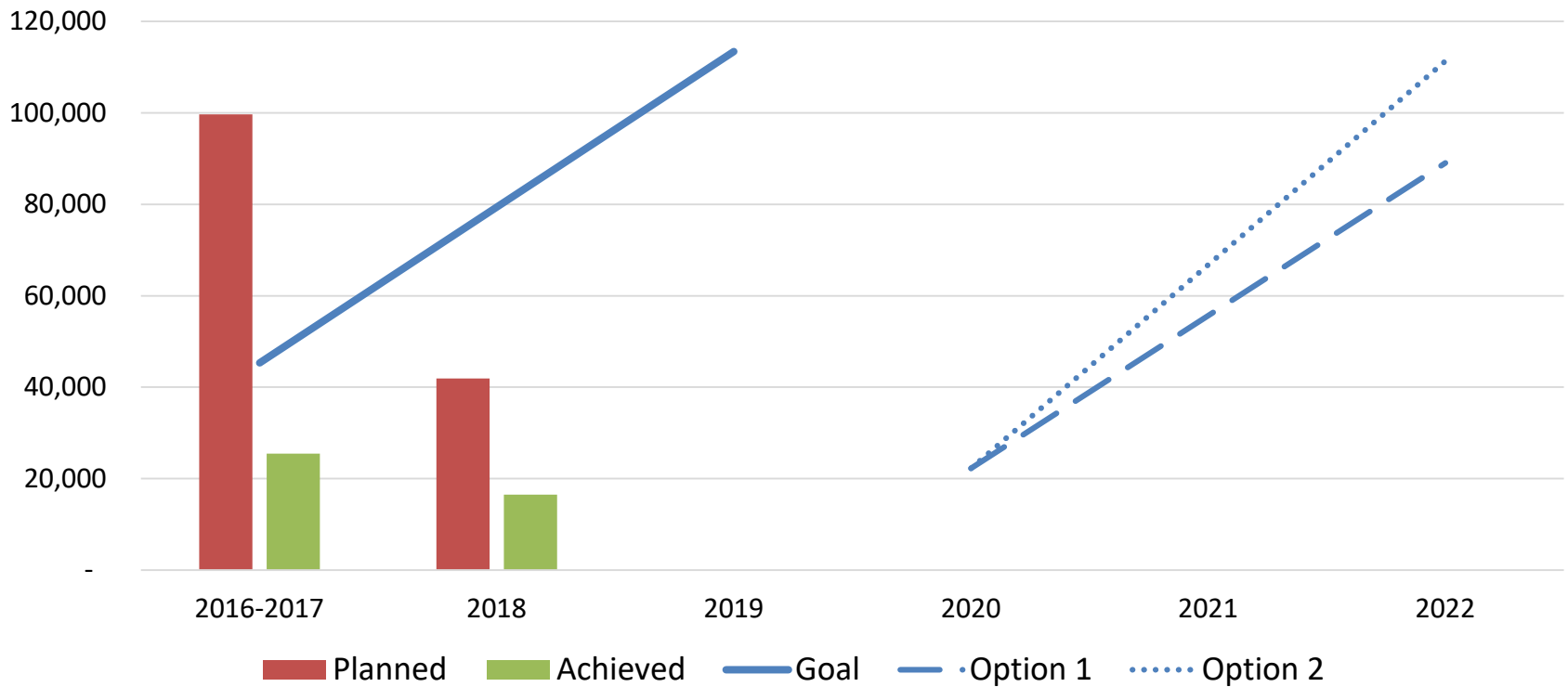
Represents savings level between 2020 PA plan and 1% in 2022

Assumes same % of sales as third year of 2016-2019 goals



# Goal Setting Example

## Delaware Electric Savings (MWh)\*



\*Excludes DPL's Plan