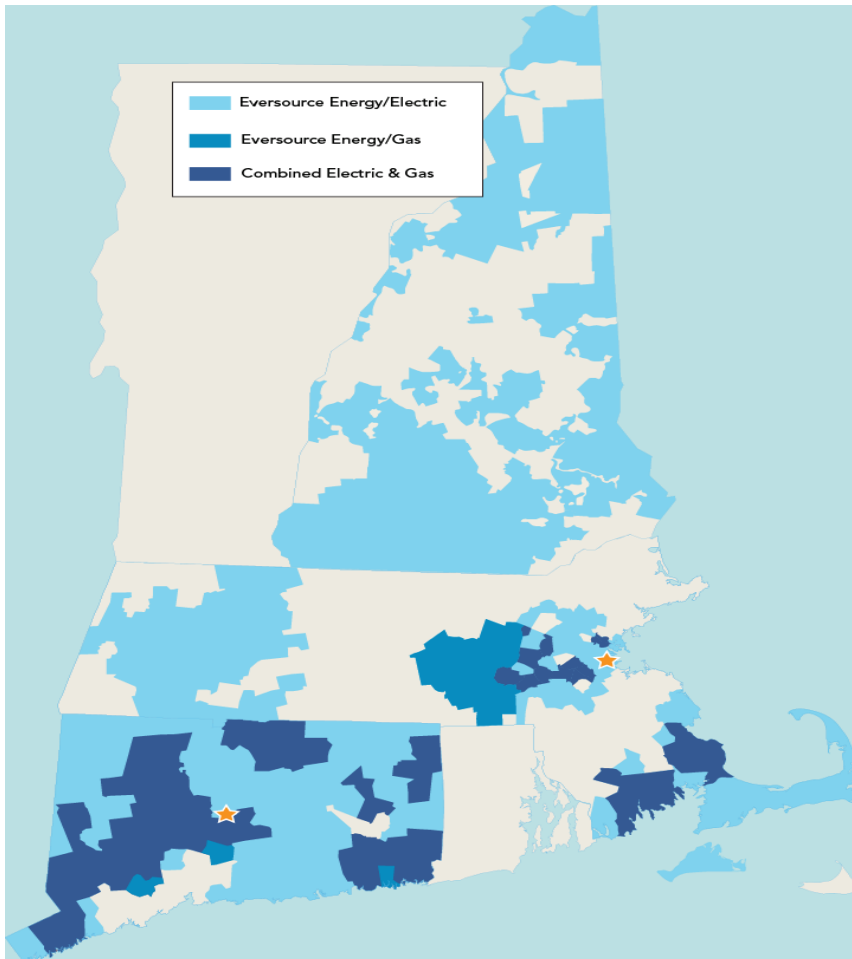


2015 ACEEE Intelligent Efficiency Conference

ACEEE Intelligent Efficiency Conference
Penni Conner Chief Customer Officer & SVP
12/07/15

Eversource is the largest energy provider in New England



Company Mission

We are one company focused on delivering reliable energy and superior customer service

We seek to be the region's most respected energy provider.

We meet the highest expectations of customers, shareholders and regulators by:

- Meeting and exceeding our performance targets while driving efficiency and managing costs
- Providing reliable service and accurate information
- Demonstrating inclusive, respectful, honest and ethical behavior

Safety First and Always

EVERSOURCE

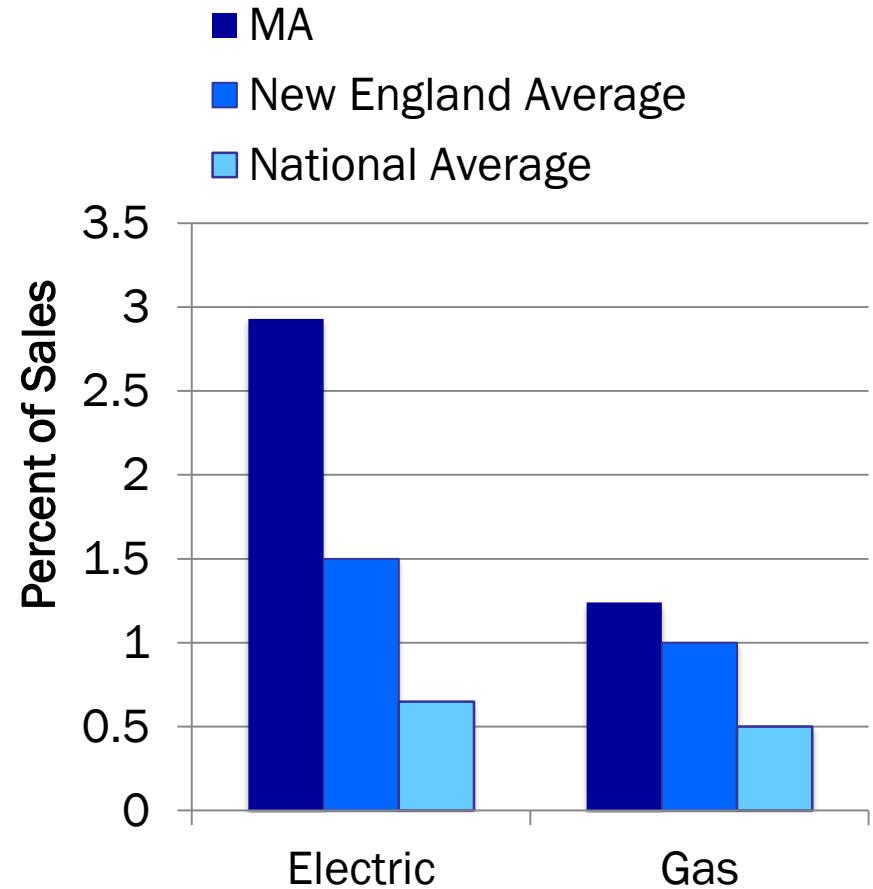
Massachusetts Leads the Nation

2016-2018 Programs
will provide \$8.0 B in
Benefits

Support 65,000 EE
workers in 4,000 firms

Delivers savings of
500MW

Savings from Efficiency



Eversource Energy Efficiency Formula

Strong
Customer
Relationships



Innovative technologies
and platforms

Diverse
team



We know our customers, large...

APPROXIMATELY

2%

OF CUSTOMERS

Account For

80%

OF Usage

EMC²



Gillette®



FOXWOODS
RESORT + CASINO

WHOLE
FOODS
MARKET



Boston
Children's
Hospital

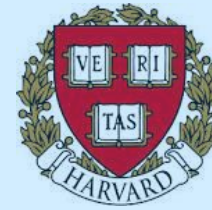
Until every child is well™

Baystate  Health

SIMON
PROPERTY GROUP



SOUTHCOAST
HEALTH SYSTEM



PARTNERS.
HEALTHCARE



DIGITAL REALTY TRUST



UNITED
TECHNOLOGIES



Boston Properties

ESPN



Massachusetts
Institute of
Technology



And we all know them all!!

We are Investing in Robust Platforms

The Customer Engagement Platform enables us to...

Customer Insights

Personalized Interactions

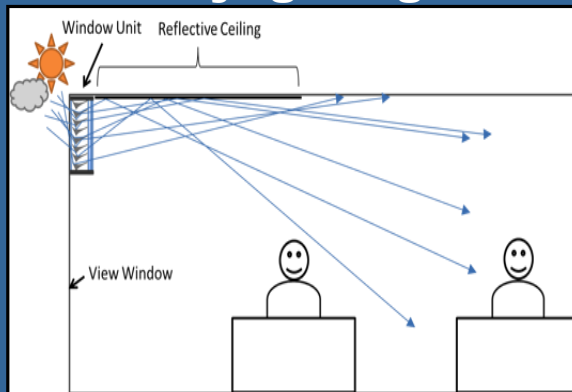
**Proactive
Communications**

We are promoting innovating technologies.

Chilled Beams



Daylighting



LED Lights



Spray Foam Insulation



Hi Efficiency Pumps



Our team is the real secret sauce.

Yankee Candle



General Dynamics



United Technologies



Partners
Health
Care

Spaulding Hospital

