



# ENGIE's Formula Forward

**Climate change, technology, and customer preferences are revolutionizing our industry. Energy companies are responding with offerings that support decarbonization, decentralization, and digitization. These trends drive opportunity for providers to redefine customer value, simplify a complex landscape, and remove barriers that inhibit true innovation in competitive markets. With this industry transformation, the traditional power system is being challenged to move beyond current limitations. Leading energy providers like ENGIE are pursuing strategies to leverage the new energy landscape, amplify outcomes and address the ever-growing, everchanging demands of customers.**

ENGIE has developed a new approach to sustainable energy strategies – one that enables customers to create the economic value required to invest in renewable energy opportunities, while achieving other energy targets.

With ENGIE's Formula Forward, customers leverage a proven, systematic approach for managing energy price and quantity consumed – both how and when energy is used. By shifting the focus to optimize usage and demand, customers benefit from strategies that can achieve sustainability targets while ensuring outcomes specific to their operations – whether it's improved resiliency or greater budget certainty.

Not only does this method enable more control of electricity consumption, it represents a significant departure from traditional procurement models that focus on price risk alone.

Leveraging the supply expertise and capabilities of ENGIE across the entire energy life cycle, this five-step progression gives customers the ability to unlock value, freeing cash flow, and strengthening sustainable brands.

## 01 Step 1: Measure

Information services lead to savings by measuring historical activity and providing insight into energy use, demand, and cost trends. These tools aggregate complex data in ways that are easy to understand and act upon. Leveraging these insights adds clarity to demand response and other optimization opportunities while establishing benchmarks for tracking future performance.



**S&P Global Platts**  
Global Energy Awards  
2021 Winner

Climate Leader: Power  
Deal of the Year: Financial

## 02 Step 3: Optimize

Price alerts, price forecasts, demand alerts, and real-time monitoring deliver actionable insights to help you better understand the markets and your consumption. These tools provide the necessary foundation for informed decisions on demand flexibility and asset monetization.

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ENGIE's Economic Demand Program and Seasonal Program help customers realize revenue based on the ability to shift operations, reduce load, or shift load to distributed energy resources.

Performance programs provide competitive edge with long-term economic value. With a data-driven foundation, customers can capitalize on the ability to be flexible with consumption, improving operational value and bringing new opportunities for asset monetization.

### 03 Step 4: Streamline

Utility advisory and consulting services bring transparency to energy, water, waste, and carbon activities, enhance sustainability efforts, drive stronger brands, and mitigate risks. Engineering expertise to design, construct, and deliver asset and infrastructure-based improvements. On-site generation installments - ensure accountability in budgeting, timelines, and performance. Operations and maintenance add further value, reducing costs and risks through preventive strategies, fast-response repairs, and condition-based techniques.

### 04 Step 5: Produce

Distributed generation provides the technology and capabilities to produce power at or near the point where it is consumed. Solar power, battery storage, and backup generation ensures delivery of clean, reliable power.

## 05 Step 6: Procure

Renewable energy supply is essential for customers with aggressive sustainability targets. ENGIE is a leader in renewable opportunities and bridges the gap between traditional market offerings of standard renewable energy certificates and long-term, complex power purchase agreements. With customer-centric, renewable supply solutions - including portfolio-based solutions and custom structured solutions - ENGIE develops strategies tailored to specific goals and objectives.

ENGIE's portfolioRE, a portfolio-based renewable solution, provides an innovative opportunity to aggregate small and midsize customers with simplified renewable supply options, tailored to fit load profiles and low-carbon objectives.

easyRE, a custom structured solution, gives customers the ability to contract physical volumes of merchant renewable energy, primarily wind or solar, along with project-specific RECs, direct with generators or through intermediaries.

Project-specific physical volumes and RECs are incorporated into traditional retail supply contracts. RECs can be contracted off the same asset or supplemented through the Green-e® certification program.

This unique structure enables customers to make marketing claims that can be tied to a specific source. Firm volume and fixed-price offerings ensure predictability in month-to-month costs.

**A proven six-step approach, optimizing energy strategies by managing energy price and quantity consumed - both how and when energy is used.**



ENGIE's customRE, another custom structured renewable solution, provides tailored strategies facilitated through traditional retail supply agreements with flexible contract terms. These can involve a range of services, including:

- Small-scale investments in new renewable construction, and offtake arrangements, primarily wind and solar
- Risk management of price and volume exposure for power purchase agreements
- Administration of scheduling, settlements, billing, and reporting for power purchase agreements
- Management of accounting and compliance requirements, such as Dodd-Frank record keeping and reporting and FERC licensing, for power purchase agreements

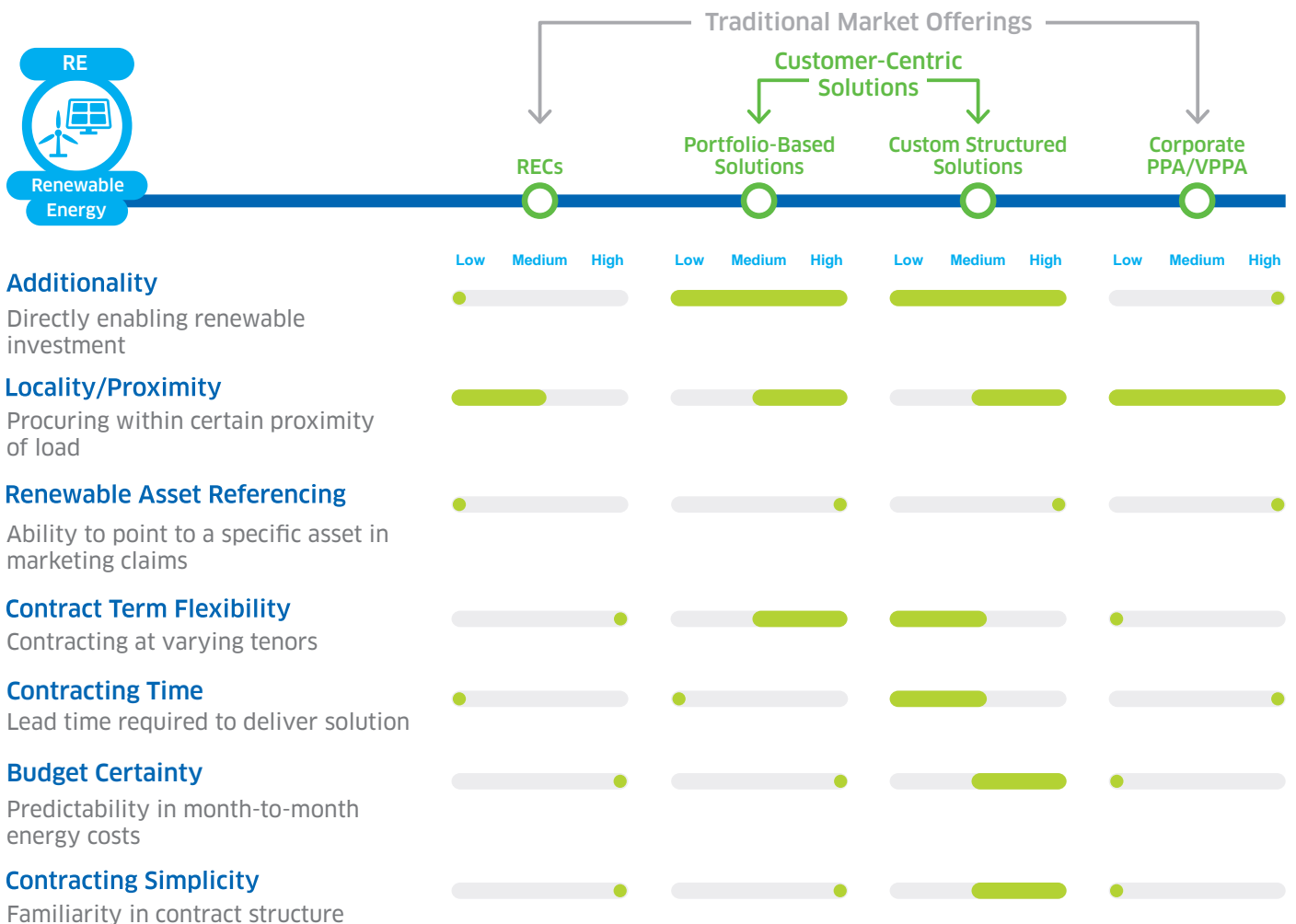
## Conclusion

With the five-step progression complete, ENGIE strategically aligns commodity agreements to unlock further value.

For customers who want a complete outsource of energy programs, ENGIE provides a variety of financing and risk-management services to enable comprehensive and integrated solutions that deliver long-term financial and environmental benefits.

ENGIE is ideally positioned to bring solutions to the market. Leveraging our 45-year history of operating in North America, we draw upon our global presence in 70 countries and more than 90,000 experts to deliver unrivaled knowledge and capabilities across the entire energy life cycle.

## Let ENGIE Customize the Right Renewable Solution For You



# Are You Creating the Economic Value You Need to Invest in Renewable Energy?

Moving away from strategies that manage price risk alone and toward solutions that optimize both price and quantity consumed enables customers to create sustainable and economic value. With ENGIE's Formula Forward, you can free cash flow to support sustainable initiatives while strengthening environmental responsibility, improving efficiency, and better managing risks.

## Unlock More Opportunity with ENGIE's Formula Forward.



NOTE: In Connecticut, suppliers may not market products as "renewable energy" unless the offer is supported by an ownership in or a PPA for a renewable resource used to serve the contract. RECs may originate only from ISO-NE, New York ISO, or PJM control areas and RECs may originate only from sources designed as Class 1.