



# Fast Facts

## Supply Side. Demand Side. Your Side.

ENGIE identifies opportunities and delivers solutions across the energy value chain. We offer a wide range of innovative products and services to industrial, commercial, and institutional organizations. Our in-house energy experts know your market and appreciate your unique energy, economic, and environmental objectives.

### Key Facts

- 22,968 transactions in 2019
- >67.2 TWh and 58 bcf in retail sales
- Centralized, scalable back office enabling competitive pricing
- Net Promoter Score of 32 + Customer Satisfaction Score of 87%
- Fastest growing natural gas marketer
- More than 1.3 million MWh in retail sleeved renewable PPAs
- Total carbon offset of 931,275 metric tons from Renewable Energy Certificates and PPA

**40,000+**  
Customers served by  
ENGIE

**Every Hour,**  
3 C&I customers  
switch to ENGIE

### Group Financials (2019 USD)

**\$72.85 billion**

Revenues

**\$77.61 billion**

Adjusted revenues

**\$12.61 billion**

EBITDA

**\$6.91 billion**

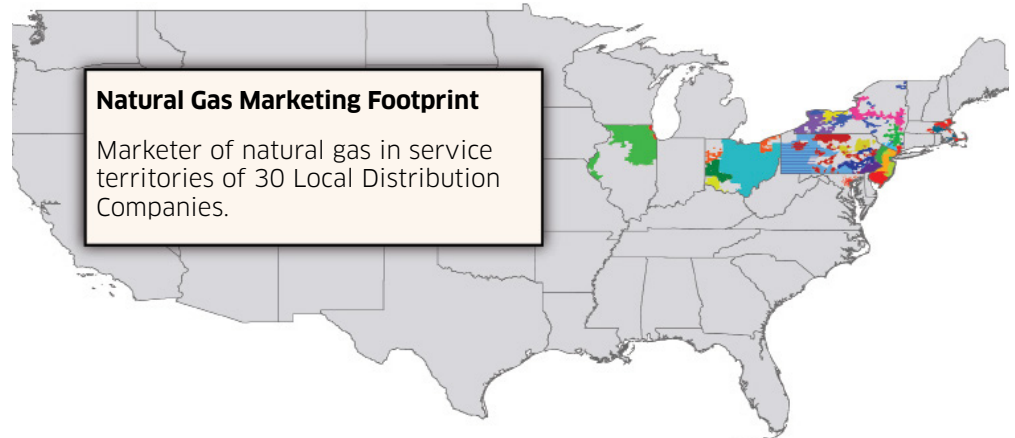
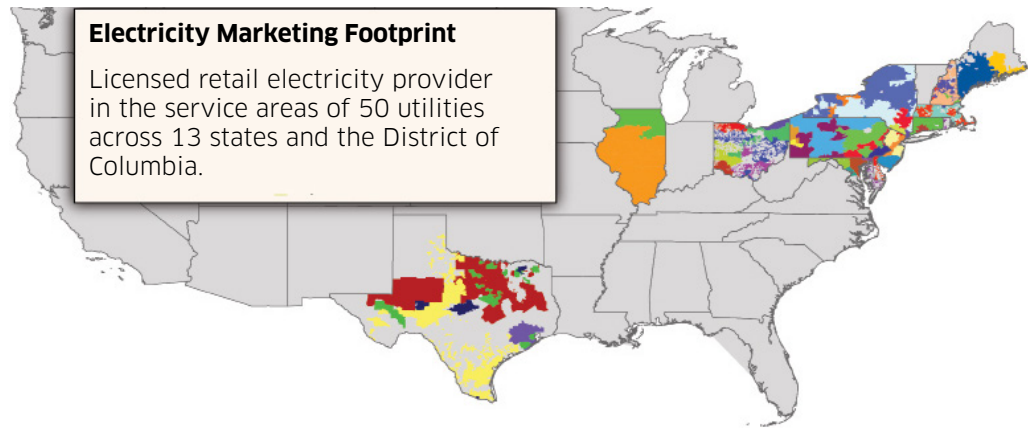
Current operating income

**\$3.27 billion**

Net recurring income

**\$9.21 billion**

Cash flow from operations



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## Proactive insight into controlling energy spend

ENGIE 20/20 provides insight into energy use, demand, and cost trends by benchmarking against user-defined Key Performance Indicators (KPIs) – helping identify usage and demand anomalies that allow you to take proactive action and control energy costs. ENGIE 20/20 then notifies your ENGIE account team of these anomalies so they can alert you and help determine the cause. ENGIE 20/20 provides a view of aggregated energy spend across your portfolio, or a drill-down to view account-level data for one site.

## Efficiency and Small-Scale Renewables

ENGIE is a pioneer in advancing sustainability. There are opportunities in almost every facility to reduce consumption and cost. Our teams use comprehensive programs in energy efficiency, renewables, and infrastructure development to power progress that transforms the places we live, work, and play.

## Energy Storage

ENGIE helps businesses, utilities, municipalities and schools to use power more efficiently and sustainably. Cloud-managed solutions and an ecosystem of solar, EV charging, and energy-efficiency providers allow customers to lower costs and carbon footprint by combining storage and renewables easily and economically.

### ENGIE NORTH AMERICA KEY FACTS

ENGIE Wind has an ambition to build approximately 9,000 MW of new renewable energy projects from 2019-2021 globally, including 2,500 MW of new renewable capacity in North America. The company has an additional 10,000 MW of wind and solar projects in its broader development pipeline in the U.S. and Canada.

Identified savings of more than \$4.1 billion for commercial, industrial, and municipal clients

Helped utility customers deliver \$15.4 billion in consumer savings over the last 12 years

Completed more than 1,000 public sector, commercial and industrial energy management projects

Deployed energy storage projects at 177 U.S. sites to help customers reduce electric bills by as much as 30% and bolster the stability of the electric grid

Managing more than 25 million square feet of buildings; active in eight airports in North America

### Global Key Facts

- #1 supplier of environmental efficiency services in the world
- #1 “Multi and Water Utilities” (Dow Jones)
- #1 Provider of commercial energy storage (Navigant Research)
- Best Overall Energy Dealer (Energy Risk 2020 Rankings)
- S&P BBB+ Credit Rating
- S&P Global Platts Energy Awards of Excellence for Midstream, Power, and Deal of the Year (2019)
- \$13.5 billion investment customer solutions as a service (2019 - 2021)



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