

# ENGIE ADVANTAGE

Best-in-Class Energy Supply +  
Simple On-Bill Funding for Energy Projects



## MEET ENGIE ADVANTAGE

Improve your bottom line and exceed your sustainability goals while offsetting capital investment with ENGIE. With the expertise to aggregate utility incentives, tax benefits (if eligible), and applicable grant funding, ENGIE designs and applies comprehensive projects that provide robust energy savings and an attractive ROI. ENGIE's on-bill funding solutions allow energy-efficiency projects of any size and scale to be implemented quickly and effectively.

With ENGIE ADVANTAGE, your business enterprise can expect:

- **REDUCED OVERALL ENERGY SPENDING**

You'll see an immediate improvement in the cost structure of the products and services your business offers.

- **NO INITIAL CAPITAL EXPENDITURE REQUIRED**

ENGIE will foot the entire cost of the energy project, freeing up capital for you to deploy elsewhere to grow your business.

- **AN ADAPTABLE CONTRACT TERM OF 36 TO 84 MONTHS**

The duration can be shaped to meet the cash flow requirement of your business.

- **DEFERRAL OF PAYMENT FOR UP TO 24 MONTHS**

Your business will benefit from cost savings immediately, even if you're currently with another electricity supplier.

- **SEAMLESS INTEGRATION WITH ENERGY SUPPLY**

The cost of your energy-efficiency project will appear as a single line item on your electricity bill.

- **NO LIEN WILL BE PLACED ON THE NEW EQUIPMENT**

The accounting treatment of your energy project can be flexible.

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If you want to learn more, contact your ENGIE representative. | [engieresources.com/ENGIEAdv](http://engieresources.com/ENGIEAdv)

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## REPRESENTATIVE CUSTOMER PROJECT

	Status Quo	With ENGIE ADVANTAGE	
<b>Customer Charge (\$)</b>	5.00	5.00	
<b>Energy Charge (\$)</b>	<b>27,139.40</b>	<b>22,462.59</b>	
Usage (kWh)	459,990	380,722	
Energy Rate (\$/kWh)	0.059	0.059	
<b>Demand Charge (\$)</b>	<b>6,301.23</b>	<b>5,140.41</b>	
Peak Demand (kW)	1,260	1,028	
Demand Rate (\$/kW)	5.000	5.000	
<b>Transmission &amp; Distribution Charge (\$)</b>	<b>8,739.81</b>	<b>7,233.72</b>	
Usage (kWh)	459,990	380,722	
T&D Rate (\$/kWh)	0.019	0.019	
<b>Sales Taxes (\$)</b>	<b>3,480.30</b>	<b>2,874.44</b>	
State at 6.25% (\$)	2,636.59	2,177.61	Energy Savings
Local at 2.00% (\$)	843.71	696.83	
<b>TOTAL MONTHLY BILL (\$)</b>	<b>45,665.74</b>	<b>37,716.16</b>	<b>7,949.58</b>
Additional Non-Energy Savings (\$)			762.12
ENGIE ADVANTAGE Cost (\$)			-7,488.87
<b>Net Monthly Savings (\$)</b>			<b>1,222.83</b>

## TYPICAL PROJECT SCOPE

- Building automation and controls
- Lighting retrofits and controls
- Compressed air leak detection and repair
- Pumps, fans, motors, and drives
- Heating, ventilation, and air conditioning (HVAC)
- On-site generation of electricity
- Boiler system improvements

## ANNUAL SAVINGS

First four years: **\$14,674**  
Each year thereafter: **\$104,540**

## PROGRAM BENEFITS

- Seamless integration with your energy supply contracts, eliminating risk
- Defrayal of investment expenditure
- Reduction of operating expense for immediate savings
- Flexible balance sheet treatment
- Leverage of ENGIE's experience collecting incentives
- Integrated energy projects through commodity bill payment

## KEY FACTS ABOUT ENGIE RESOURCES

- Carries the financial backing of ENGIE with an "A-" credit rating by Standard & Poor's and an "A2" by Moody's\*
- Backed by ENGIE, which serves more than 18,500 customers and over 85,000 accounts, representing over \$4 billion in contract value
- Offers a centralized, scalable back office that makes billing and payment simple
- Recognized by customers and energy partners as an innovator
- Recognized by S&P Global Platts and Thomson Reuters as 2017 Global Energy Leader

\*Parent company rated by Standard & Poor's and Moody's, April 2016.

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