

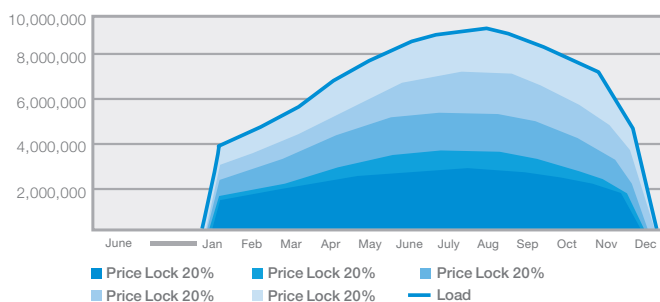
EASY FLEX

Easy Flex is an alternative to the block and index product that allows you to take advantage of the index market—while also allowing you to lock in a fixed price for up to 100% of your usage, should you choose. This is accomplished through a Price Lock.

With the Price Lock approach, you are able to make multiple fixed-price percentage purchases as opposed to a single fixed-price purchasing decision. This approach is akin to “dollar-cost-averaging” in your 401K. Timing the stock market or the energy market is an impossible task. Easy Flex allows you to “dollar-cost-average” your way into a fixed-price position, giving you the price certainty that you want.

CONTRACT EXECUTION TIMELINE

	Price	Volume Locked	Total Locked
June 2016	Contract signed for a January 2017 start		
July 2016	\$47	20%	20%
August 2016	\$49	20%	40%
September 2016	\$45	20%	60%
November 2016	\$39	20%	80%
December 2016	\$41	20%	100%



For those customers who desire exposure to the day-ahead or real-time markets, Easy Flex allows you to leave a percentage of your usage to settle on index. The advantage to the Easy Flex product is that this “unlocked” consumption is evenly spread throughout all hours of the day. This helps you avoid having a disproportionate amount of usage settle during the peak of the day, which is more common with a traditional block and index product.

BENEFITS

- Available to a broader spectrum of customers
- Simple structure that allows you to leverage index market prices while preserving the ability to lock 100% of your usage
- Multiple lock decisions allow you to “dollar-cost-average” your way into a fixed-price position
- Multiple locks can target certain times of year
- Adjust amount of market exposure by executing additional Price Locks as market conditions change
- Locks follow actual load shape for better load matching than a traditional block structure
- Simplified billing compared to traditional blocks
- Customers that actively use Easy Flex have historically saved money over a simple fixed-price product, and reduced the risk significantly of mistiming the market

FEATURES

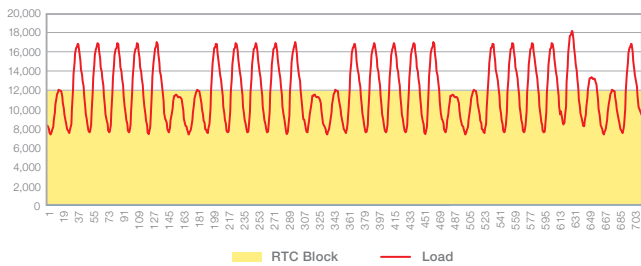
- Ability to lock in energy prices over time
- Price Lock is based on a percentage of your actual consumption
- Lock quantities follow your load shape and vary hourly
- Lock in prices at signing or any time during the term
- Execute locks up to five times per month
- Minimum lock is 20% of forecasted consumption
- Lock in up to 100% of your monthly consumption
- Each Price Lock is listed as a line item on the bill

How Do Block Quantity Transactions Compare to Easy Flex Price Locks?



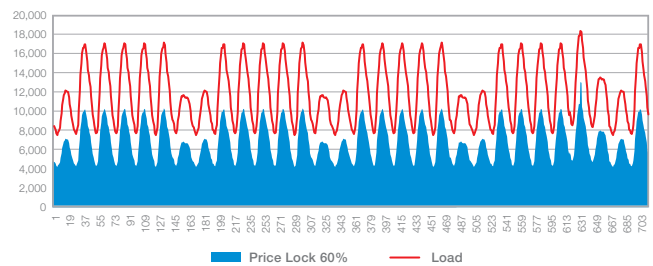
STANDARD BLOCK & INDEX VS EASY FLEX

Block Quantity RTC Block



- Block does not follow the customer's load

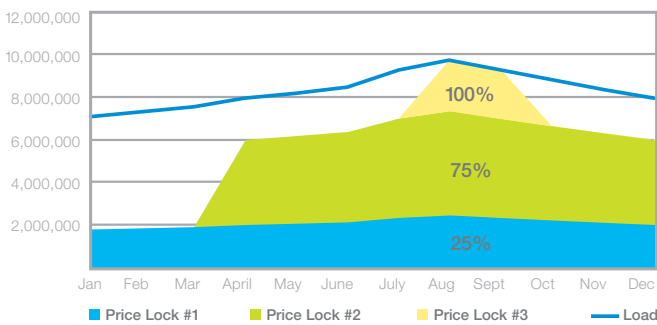
Easy Flex Price Lock



- Price Lock follows the customer's load
- Price Lock quantity varies with the customer's usage

LAYERING PRICE

Price Locks for Easy Flex can be executed any time after the initial contract signing. Price Locks are configured as a percentage of consumption and can be locked for all months of the term or a single month.



Item	Executed	Volume Locked	Price	Start Date	End Date
Contract	October	0%		January	December
Price Lock #1	October	25%	\$32	January	December
Price Lock #2	February	50%	\$39	April	December
Price Lock #3	February	25%	\$45	August	September