



Architecting the Future with Energy as a Service



ENGIE is Creating a Better World Through Innovative Energy Solutions

ENGIE's Energy as a Service simplifies energy strategies with guaranteed outcomes. Achieve your energy objectives while removing risk and addressing cash flow priorities in your operations.



Let ENGIE assume your risks in three simple steps.

Assess

01

With a solid understanding of your energy challenges and operational and financial requirements, we tailor solutions to address your specific concerns.

Simplify

02

By aligning comprehensive energy management solutions with innovative funding and contract structuring, we streamline operations with guaranteed outcomes that remove risk.

Achieve

03

With performance assurance, you focus on your mission while realizing energy goals and cash flow objectives – from capital to invest in energy priorities today, to fixed pricing for energy programs.



Achieve Optimized Assets

Simplify asset performance with guaranteed outcomes that remove infrastructure risks while delivering budget certainty and improved cash flow to your operation. Realize goals with expertise to manage and maintain energy assets. Leverage ENGIE's unrivaled commodity risk management capabilities to bring fixed pricing to your energy program.

01 Assess

- Energy assets and required uptime
- Infrastructure and efficiency goals
- Cash flow, capital flexibility, and cost certainty targets

02 Simplify

- Design ENGIE's comprehensive infrastructure capabilities to your objectives in infrastructure improvements, equipment upgrades, mechanical/electrical operations and maintenance, engineering, construct, design and delivery, combined heat and power, and backup generation.
- Align ENGIE's strengths in commodity procurement for optimal risk management, structuring for minimizing balance sheet impact, and funding mechanisms for offsetting capital.

03 Achieve

- Committed asset uptimes
- Guaranteed asset efficiency
- Predictability in asset operating costs
- Infrastructure replacement based on asset performance
- Fixed pricing for energy program

CASE STUDY: The Ohio State University

ENGIE and Axium hold a 50-year concession agreement with The Ohio State University to operate, maintain, and invest capital in the energy assets which serve the 490 buildings on the 2,000 acre site.

Assess: Identified assets within electricity, natural gas, steam, and chilled water plants.

Simplify: \$1.015 billion upfront payment to invest in academic mission along with 13 defined performance requirements to streamline operations in 8 categories across the four utility systems. These include uptime commitments, high system reliability of 99.95% to 99.996%, and equipment efficiency as well as supply procurement consulting to help mitigate market price risks.

Achieve: High reliability of energy program, fixed operational and capital expenses for utility system management, improved market insight, and committed energy intensity reduction per square foot by 25% in 10 years.

Achieve Accelerated Efficiency

Speed efficiency strategies with guaranteed outcomes that remove payback risks and deliver the capital flexibility you need so you can invest in your core mission. Minimize balance sheet impact while maximizing energy objectives.

01 Assess

- Energy program, contracts, and geographic footprint
- Local energy sources, consumption, and desired carbon emissions
- Operational uptime requirements
- Payback hurdles, desired balance sheet impact, and cost reduction targets

02 Simplify

- Design ENGIE's comprehensive infrastructure capabilities to your objectives in energy conservation, infrastructure improvements, equipment upgrades, monitoring and controls, demand management, engineering design, construct, and delivery, mechanical/electrical operations and maintenance, combined heat and power, and backup generation.
- Align ENGIE's strengths in commodity procurement for optimal risk management, structuring for minimizing balance sheet impact, and funding mechanisms for offsetting capital.

03 Achieve

- Committed payback and return on investment
- Guaranteed consumption reductions
- Fixed pricing for energy programs

CASE STUDY: Bringing New Light to Efficiency Projects

An international light manufacturing company was looking to reduce energy costs but lacked the internal resources to evaluate, prioritize, and fund retrofits.

Assess: Evaluated the portfolio and energy assets; estimated potential energy savings.

Simplify: ENGIE established a fund for energy conservation measures with financing terms set across the portfolio. Following individual site audits for potential energy savings opportunities, guaranteed efficiency outcomes were set and required investments were calculated.

Achieve: After approval for the investment level, each energy conservation measure was installed, and the sites saw improved efficiency and reduced energy bills – guaranteed.

Achieve Integrated Sustainability

Address environmental responsibility and bring guaranteed outcomes to sustainability strategies, removing risks while improving cash flow. Leverage energy market expertise and sophisticated analytics for further optimization. Achieve capital flexibility with minimal balance sheet impact and reach aggressive renewable and carbon targets with greater predictability in energy costs.

01 Assess

- Energy assets, contracts, and geographic footprint
- Public sustainability commitments and regulatory/disclosure reporting requirements
- Targets for carbon emissions, consumption, water usage, and waste
- Capital allocations and limitations
- Desired cash flow and balance sheet impact
- Cost reduction and cost certainty goals

02 Simplify

- Design ENGIE's comprehensive infrastructure capabilities to your objectives in energy efficiency, data and reporting services, demand management, energy services, distributed generation, and off-site renewable energy.
- Align ENGIE's strengths in commodity procurement for optimal risk management, structuring for minimizing balance sheet impact, and funding mechanisms for offsetting capital.

03 Achieve

- Committed greenhouse gas emissions reductions
- Energy output guarantees for on-site generation
- Predictability in renewable energy consumption costs
- Protection from sustainability technology risks
- Protection from market price fluctuations

CASE STUDY:

Realizing Sustainability Success for a Fortune 500 Company

A Fortune 500 company has publicly committed to aggressive sustainability targets and asked its organization to meet them.

Assess: Conducted a thorough analysis of the company's energy profile, assessing each site's consumption, potential for improved efficiency and on-site generation, and market trends.

Simplify: ENGIE is developing a pragmatic program to minimize consumption with energy efficiency measures, produce with opportunities for on-site generation, and procure remaining power requirements with renewable energy.

Achieve: Through this integrated approach, the company will get the expertise and resources it needs to optimally invest and manage sustainability initiatives over the long term, with guaranteed carbon reductions.

ENGIE At A Glance

Global expertise, comprehensive energy capabilities, and a commitment to adapting to a low-carbon economy uniquely position ENGIE to unlock value in energy strategies and transform the potential of your business. Let our 45-year history of operating in North America and strength across the entire energy life cycle accelerate end-to-end energy solutions for you.

An unparalleled
balance sheet
you can leverage.

“A-/A2”
credit rating
from Standard & Poor's/Moody's



No. 1 distributed
energy storage company
in the U.S.

+500 MW

of utility scale and on-site solar
installed for customers in the U.S.



More than
10,000 MW
of wind power in operation
and development.



No. 1 Energy
efficiency services
provider in the world
with 5.2 billion in identified energy savings.

Nearly **100%**
of ENGIE's generation in North
America is low carbon or carbon free.



Powering half of the
Fortune 500
as a leading electricity
supplier and a quarter with expense and
data management.



210 renewable
energy projects
in development across North
America representing
13,827 MW

How to get started? Call ENGIE at 713.636.1916 or visit engieenergyrevolution.com.