Providing Electricity for Businesses and Institutions Nationwide

Industry Leadership
We're a leader in the electricity business, and our parent company, GDF SUEZ, is the No. 1 utility in the world.

Financial Strength
We're backed by one of the world's largest corporations, GDF SUEZ, and hold an "A" credit rating from Standard & Poor's.

Tools and Insights
We're committed to giving you insightful tools and information over the long term with our historical data app and our selling process to determine your business drivers — not just another sales pitch.

Proven Performance
Most of our business is repeat business — and almost exclusively earned through word of mouth. Find out why.

Billing Accuracy
With our 99.8 percent billing accuracy rate, at GDF SUEZ Energy Resources, your invoice comes without surprises. And when you have questions, getting answers is fast and easy.

Customer Service
More than 80 percent of our customers are highly satisfied. So whether you have a question about renewal or need help dealing with a business issue, you can take comfort in our commitment to make your service experience consistently quick, accountable, and easy to understand.

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GDF SUEZ ENERGY RESOURCES NA is a business unit of GDF SUEZ Energy North America and part of the GDF SUEZ Group. As one of the largest retail electricity providers in the United States, we offer industrial and commercial customers a range of innovative electricity products and services — including renewable energy and demand response. Our in-house energy experts know your market, work with you to understand your business, and can customize products and services to help you make the best possible electricity decision.

GDF SUEZ

Gone But Not Forgotten: How Last Year's Extreme Winter Weather Could Impact Future Energy Buying Decisions

The immediate impact of last year's extreme winter weather on large commercial and industrial energy buyers in PJM may be gone. But it's certainly not forgotten, according to a number of market analysts who have underscored the importance of building energy strategies that limit exposure to sudden price swings this coming cold season.

A recent Energy Risk Report issued by EBW MarketPro, a preeminent leader in assessing market conditions, states, "the [PJM] market is likely to be hypersensitive to any early-season cold, substantially increasing the risks for any uncovered end user."

That dose of caution comes with good reason.

For several years prior to the first three months of 2014, electricity prices in most regions throughout the United States, with the exception of Texas, had remained in a moderate position in terms of volatility. The impact of regulatory changes on both a national and a regional scale was causing shifts, but natural gas supplies were on the rise, thanks to climbing levels of domestic production. In short, the pricing picture appeared to be reasonably stable.

But all of that changed rapidly when, without warning, extreme temperatures in January, February, and March sent prices soaring in large portions of the nation, leaving a number of consumers in a very vulnerable energy-buying position.

Although those brutally cold days of early 2014 are now a thing of the past, energy buyers are wise to consider the impact these conditions caused as they assess their current position of risk. This will be particularly important in building procurement plans for the immediate 2015 cold season and the next few years that follow.

Outside of the coming winter weather, there are a number of other factors that are shaping a more uncertain longer-term outlook for PJM.

At the regional level, rule changes limiting demand response and generation imports have caused capacity prices to jump for the 2017-2018 delivery year, doubling from last year's auction in several areas. And the further retirement of coal-fired generation — another 37,000 MW are scheduled to go offline by 2018, the bulk of which will occur in 2015 — will only add to the pricing risks facing consumers.

Nationally, the Clean Power Plan released by the EPA in June is expected to inject even more uncertainty into the supply side of the market. Although the new rules do not take effect until 2020, the limitations on greenhouse gas emissions are significant and will likely have a far-reaching impact on electricity markets.

To help large commercial and industrial customers mitigate some of the risks confronting PJM, savvy retail electricity providers are offering flexible pricing products that allow customers the benefit of buying in the index market while layering in load-following price locks to manage periods of uncertainty.

GDF SUEZ Energy Resources NA, one of the largest retail electricity providers to commercial, industrial, and institutional customers in the country, delivers this pricing structure through Easy Flex. The product — most suitable for large energy users with higher load factors and/or users who may have some uncertainty in the volume of future loads — is an alternative to the standard block and index pricing structure.

Rather than buying a fixed amount of energy at a fixed price, Easy Flex utilizes a price lock mechanism that allows users to lock in a fixed price for a percentage of actual consumption. Through this approach, customers can essentially lock in up to 100 percent of usage during periods they believe will be highly volatile and float the day-ahead or real-time index during periods they believe will be more favorable in terms of pricing.

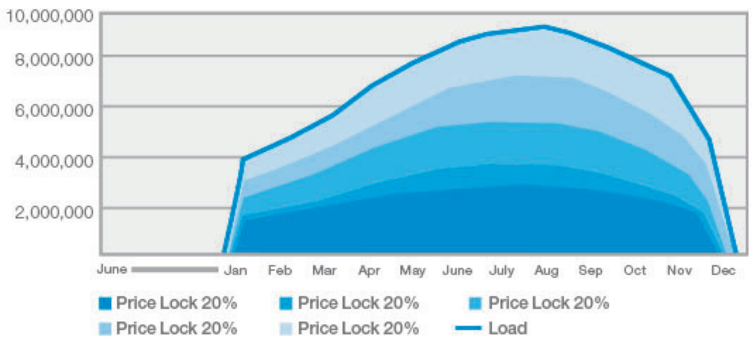
Because price locks follow usage patterns — rather than load estimates — buyers don't have to be an expert in energy buying to utilize Easy Flex.

The concept is similar to the dollar cost averaging method used with 401(k) plans. Timing the energy market — much like the stock market — can be virtually impossible. But with Easy Flex, buyers can "dollar cost average" their way into a fixed-price position, giving users price certainty when they need it.

continued

Contract Execution Timeline

	Price	Volume Locked	Total Locked
June 2014	Contract signed for a January 2015 start		
July 2014	$47	20%	20%
August 2014	$49	20%	40%
September 2014	$45	20%	60%
November 2014	$39	20%	80%
December 2014	$41	20%	100%



When customers are able to shoulder more risk, the floating option of Easy Flex evenly spreads the settlement of the market (either day ahead or real time) throughout all hours of the day. This gives customers the added advantage of avoiding the settlement of too much usage during peak hours of the day, which is what typically occurs with a traditional block and index product.

In the end, given all of the changing factors influencing the price of electricity in PJM, flexible, load-following products like Easy Flex are certainly worth considering for large commercial and industrial customers.

Buying in the index market and layering in price locks that follow consumption patterns could provide added protection against upward shifts in power prices that may arise from colder-than-average temperatures and other short- and long-term drivers influencing the market.

Think about your current position of risk and talk to your GDF SUEZ Energy Resources NA sales representative today about the strategy that makes the most sense for your business.

Easy Flex: An Alternative to Block & Index

Benefits

- Easy Flex is available to a broader spectrum of customers
- The simple structure allows you to leverage index market prices while preserving the ability to lock 100 percent 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 the year
- You can adjust the amount of market exposure by executing additional price locks as market conditions change
- Locks follow the actual load shape for better load matching than a traditional block structure
- Billing is simplified compared to traditional block billing

Features

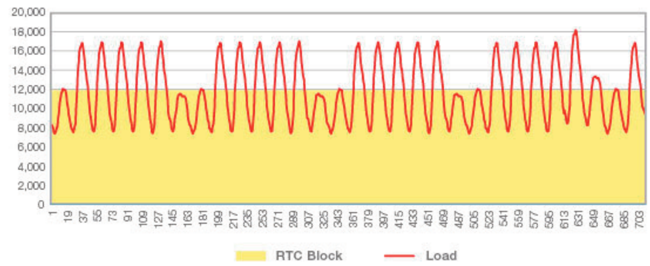
- You can lock in energy prices over time
- The price lock is based on a percentage of your actual consumption
- Lock quantities follow your load shape and vary hourly
- Prices are locked in at signing or at any time during the term
- You can execute locks up to five times per month
- Minimum lock is 20 percent of forecasted consumption
- Lock in up to 100 percent of your monthly consumption
- Each price lock is listed as a line item on the bill

Electricity/Easy Flex

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

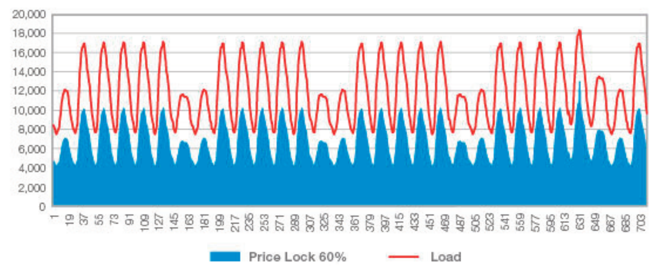
Standard Block & Index vs Easy Flex

Block Quantity RTC Block



■ Block does not follow the customer's load

Easy Flex Price Lock

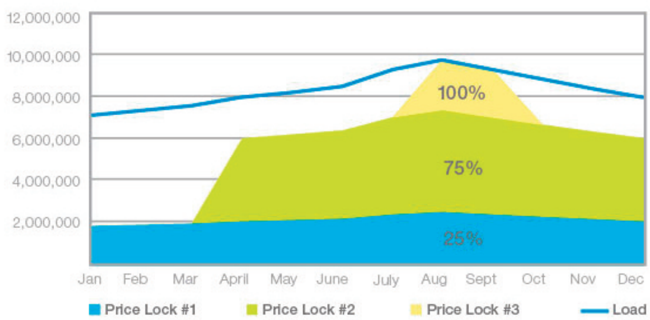


■ Price lock follows the customer's load

■ 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 for 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

As a licensed provider of retail electricity and related services to industrial and commercial customers in the United States, GDF SUEZ Energy Resources NA is a business unit of GDF SUEZ Energy North America and a part of the GDF SUEZ Group of companies.

To learn more, call your GDF SUEZ representative today.

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