



ENGIE, the energy architects

Systematic planning. Decentralised production. Efficient design.

Innovative, renewable, efficient: The energy transition is happening now.


To think about energy is to think about the future.

This involves not only targets and visions. It's also about decision making based on experience and know-how, and setting the right course for the future. What happens now determines who in future will profit from decentralised energy systems, who will be capable of operating in increasingly volatile markets, and who will be able to operate in an unconstrained way and develop independent energy supplies.

If you want to shape the future of your energy, you need a partner with technological expertise who takes a systematic approach, who can innovatively apply its industry knowledge to your benefit,

and who can anticipate trends. And a professional who offers a full range of services to provide you with efficient energy for the long term.

ENGIE is the partner to accompany you now and into the future. We specialise in technology, energy, and services. Our aim is to develop technological infrastructures, buildings, and systems and to get them operate efficiently. We do this on the basis of many years of experience and by working in close partnership with our customers.

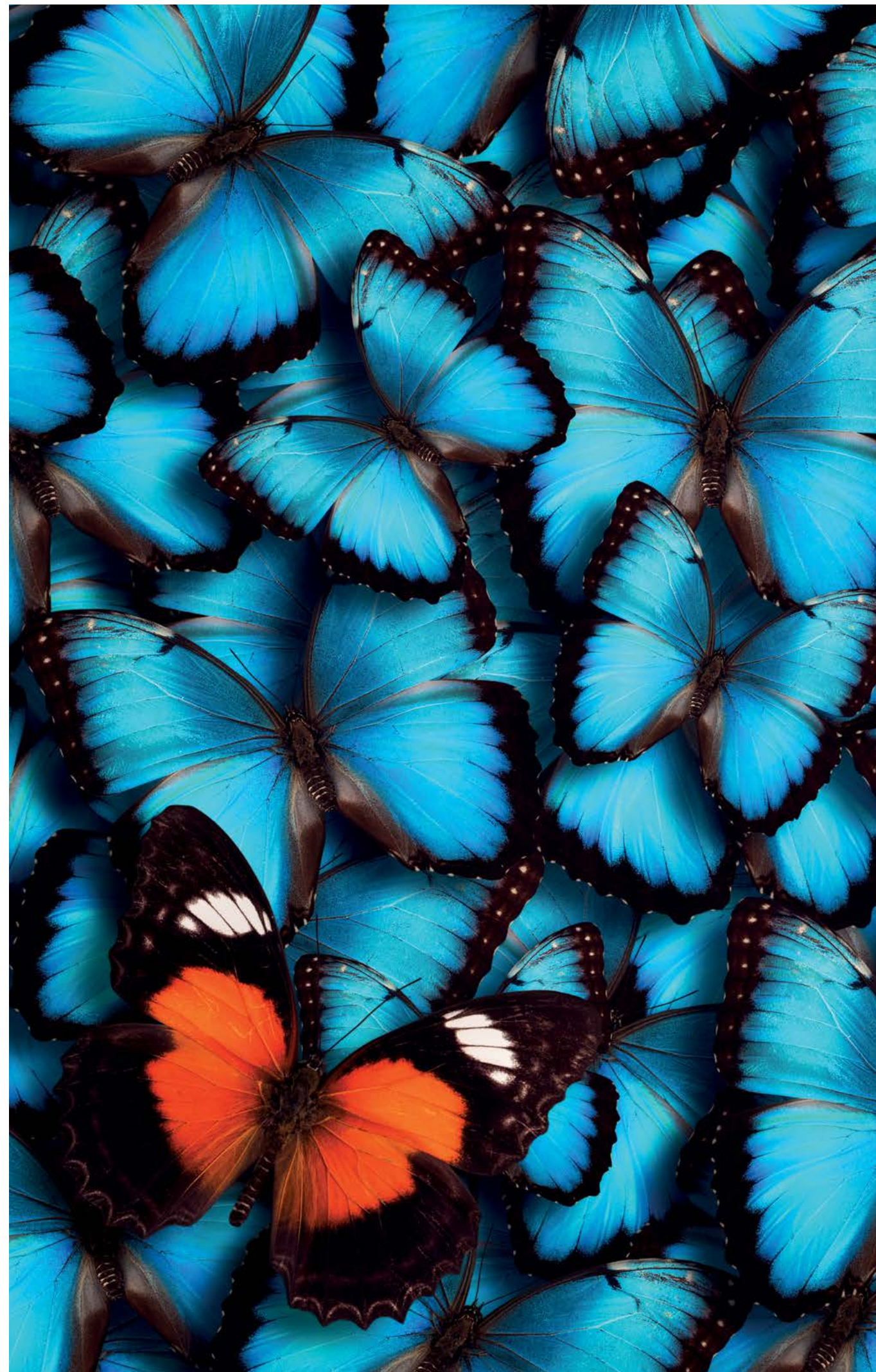
 **We are ENGIE.**
Your energy architects.



Technology, energy, services: It's our versatility that makes us unique.

ENGIE Deutschland is a new name for combined competence across the entire spectrum of energy and multi-technological services.

We combine expertise in technology, energy, and services into a comprehensive portfolio that can meet even the most challenging tasks. We offer services for a sustainable future of energy ranging from resource-conserving energy production, the design, construction and operation of buildings and energy systems, through to energy procurement and consumption optimisation. We have around 3,000 employees in almost 30 branches throughout Germany and are therefore always in close proximity to our customers from industry, trade, local authorities and private households.




ENGIE Deutschland combines expertise from long-established companies within the German market:

- ENGIE Deutschland AG (formerly GDF SUEZ Energie Deutschland AG),
- ENGIE Energielösungen GmbH (formerly GDF SUEZ Energy Sales GmbH),
- ENGIE Deutschland GmbH (formerly Cofely Deutschland GmbH) and
- ENGIE Refrigeration GmbH (formerly Cofely Refrigeration GmbH).

Active locally, connected globally

Decades of strategic partnerships have established strong links to local energy companies. We work with GASAG (Berlin), Energieversorgung Gera, Energie SaarLorLux (Saarbrücken) and WSW Energie & Wasser (Wuppertal) which enables us to carry out the on-site development of specific solutions to meet a range of different needs. Regional distribution grids and proximity to customers make local energy suppliers key actors in the energy transition. We partner them to develop successful models of decentralised energy production and to trial new methods of distribution.

➤ We have more than 100 years of experience plus the support of the global ENGIE Group to make us a partner who optimally uses its energies every day – and the energies of the people who work with us.



Solution-based, individual, comprehensive: Technical infrastructures are the basis for profitability.

We want you to have the ideal technical infrastructures so we build them ourselves. We have more than 130 years of experience as plant engineers for building technology and can provide you with individual and fully comprehensive services. To make your buildings, systems and processes efficient requires not only the right technology but also the know-how on how to best apply it for your purposes.

We believe that creative solutions require perfect planning. It is therefore more important for us to inspire you with a project's success than to amaze you with its cost – you can count on us to deliver on time and at calculable costs.

Using technical infrastructures which are effective today and meet the needs of tomorrow increase profitability, competitiveness and the intrinsic value of your business and premises. Technology specialists from ENGIE Deutschland guarantee this and not only develop the appropriate structures but also service, maintain and subject them to continuous optimisation.

Our specialist areas

- Air conditioning
- Control systems and building automation
- Electrical engineering
- Refrigeration technology
- Heating technology
- Energy technology
- Fire protection, sprinkler systems
- Security technology
- Energy supply technology
- Test bench technology and environmental simulation

The premises we equip

- Data centres
- Commercial properties
- Industry and production centres
- Stations and airports
- Laboratories and cleanrooms
- Wind tunnels and test stands
- Theatres and museums
- Energy centres
- Shopping centres
- Logistic centres



Pfreimd hydro-energy power plant

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Decentralised, renewable,
networked:
**We have the building
blocks for future-based
energy architecture.**

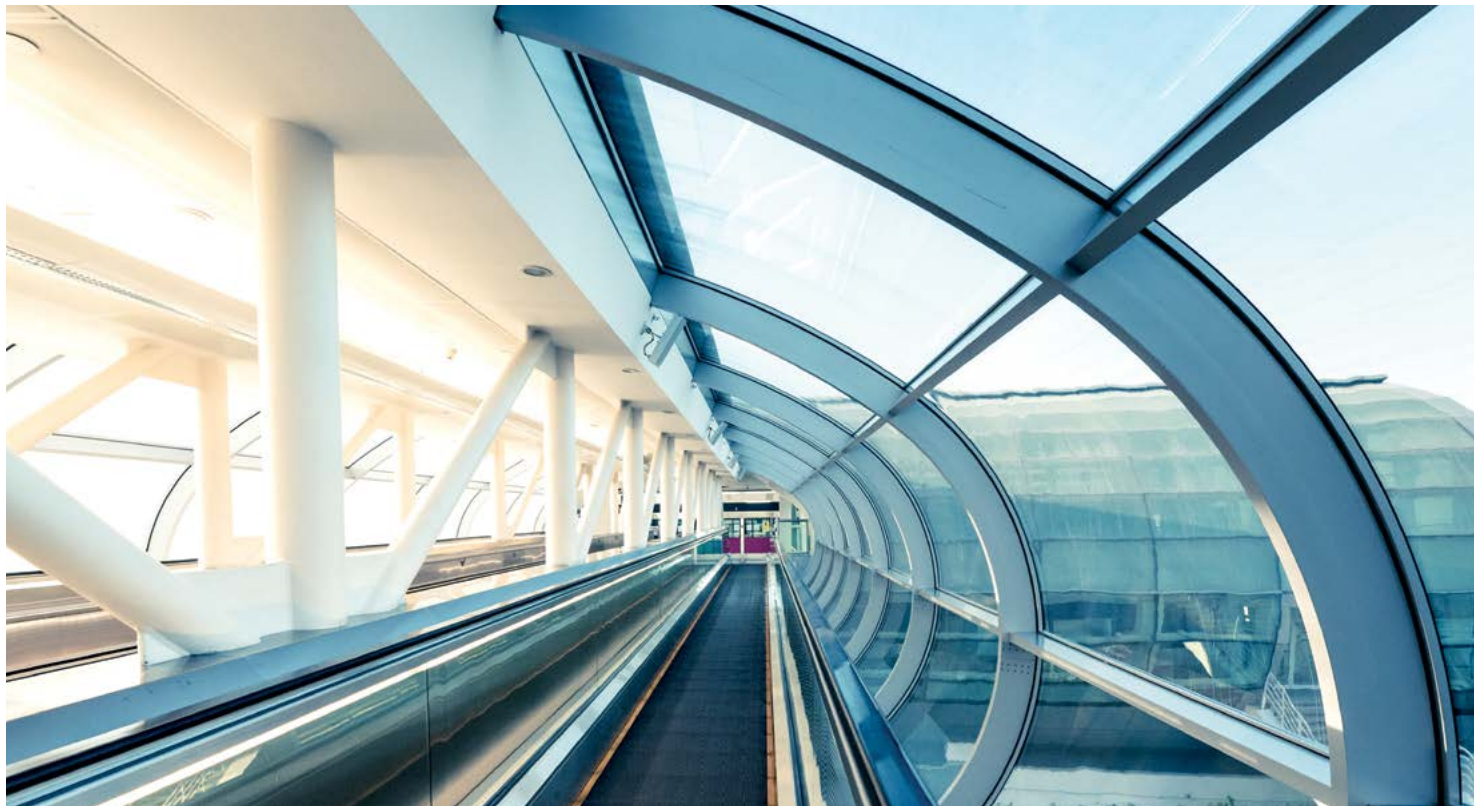
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Energy markets in transition

What does this mean for industries, local authorities and private households? Primarily, increased complexity and price volatility in energy procurement. But it also means opportunities to save on costs and achieve climate-neutral energy supplies. The increased fluctuations on the energy markets, the development of decentralised energy production, and the growing demand for sustainability require a holistic approach to energy.

Much of what is taken for granted today as energy infrastructure will not exist tomorrow. Global efforts to decarbonise energy production are making renewable energy sources increasingly important.

The distinction between producer and consumer will also soon be a thing of the past. More and more market participants want self-determination. They not only wish to optimise energy costs but also seek decentralised solutions, green forms of energy, greater transparency of information, and more efficiency in using resources.



Building structures together

Are you looking for energy procurement that has market proximity and transparency? Do you want to market flexibility or optimise your energy consumption? Are you interested in an energy supply concept based on renewables or cogeneration? Whatever you are planning, ENGIE helps you find the right solution for your needs.

As one of few providers on the market, we undertake the energy management of your premises, your operations and your production centres, across the entire life-cycle when required

Optimal use of energies

In everything that we do for you, energy efficiency is our top priority. In practice this means that every application of technology and every service we offer is subject to the question: Is it optimally using energies?

We offer you clear and specific proposals and practical solutions for energy optimisation – this may involve an analysis of your consumption, intelligent management of your systems, or managing your entry into renewable energies.

from needs assessment, planning, implementation and the operation of your supply system through to energy procurement and distribution, monitoring and accounting.

As a partner to local utilities, industry and SMEs, ENGIE Deutschland has been developing energy solutions for decades – always matched to the needs and specific targets for increased profitability and efficiency as well as for greater responsibility for the climate and our planet's natural resources.

To finance forward-looking energy concepts, we can offer you fair contracting solutions which save you the cost of high investment and guarantee you calculable future costs. This is because we are convinced that a new energy architecture is an opportunity rather than a risk – for individuals who know how to use it, and for future generations whose healthy environment will be kept intact.

We buy,
generate, distribute,
deliver, save,
and optimise
energy.

Our building blocks for your energy architecture



Energy procurement and portfolio management:

Procurement of electricity and gas, consultancy and procurement support, green electric products, balancing group management



Energy management:

Energy consultancy, energy monitoring and analysis, flexibility management, cogeneration, heat pumps



Contracting:

Energy supply contracting, energy saving contracting, refrigeration and light contracting



Decentralised production:

Planning, construction, operations management and servicing of production systems, energy balancing marketing, marketing strategies, preparation of market launches



Technology expertise:

Chillers, heat pumps

ENGIE is committed to renewable energy sources.

Hydro

Our hydro-energy power plants in Germany's Upper Palatine region utilise the power of water in three ways: to produce energy, to store energy, and to stabilise the energy grid. The latter is becoming increasingly important with increasing input from the unpredictable solar and wind energy sources. Energy needs to be extracted and fed into the grid instantly and with precision – the so-called positive and negative energy balancing. The Pfreimd power plant group have adapted themselves to market conditions and specialise in the supply of balancing energy. This covers around 1% of the provision for primary balancing energy in Western Europe.

30 80 400

percent of German energy consumption in 2015 was from renewable energies.

percent should be achieved by 2050.

megawatts of electricity is already being generated by ENGIE in Germany from renewable energy sources. ENGIE possess broad experience in this sector.

Wind

In addition to our own onshore wind parks, we also undertake operational management for third parties. To achieve success here requires both commercial and technical know-how. We not only maintain the systems but also continually monitor opportunities for optimisation, e.g. through repowering, thereby ensuring profitable operation over the long term. To make further improvements, our wind experts utilise the ENGIE international network to exchange information with colleagues across Europe – a competitive advantage that also benefits the systems we operate for third parties.

13 200 95,000

onshore wind parks belong to ENGIE Deutschland.

megawatts are being produced in total by these parks.

households are able to use this energy to cover their needs.

Optimised, transparent, integrated: More complexity means more combinations.

**Efficient management is becoming increasingly challenging.
Controlling processes is becoming increasingly complex.**

In the future, to comprehend a building or system in all its complexity will require an understanding of both the detail and the general. True efficiency can therefore only be achieved by combining different aspects. The key to the many opportunities for optimised facility management lie in combining know-how and experience, in having detailed knowledge and an awareness of the bigger picture, of possessing innovative technology and highly qualified personnel.

ENGIE is the European leader in providing services for energy efficient and environmentally friendly buildings and systems. When we work together in partnership and interlink our expertise and interests, complexity will be nothing to fear. Greater cooperation also means that we, as your energy architects, will be able to undertake more responsibility. What does this mean specifically?

As your facility manager, we are aware of the multitude of details that together contribute to the overall satisfaction of the users of your properties. We always take a holistic approach to your property and combine our technological know-how with a service approach and innovative methods for providing optimal energy management. We record data and create transparency, optimise your consumption and ensure energy supplies. We also keep an eye on the big picture and support you with integrated systems in managing international portfolios – one benefit of our European-wide presence.

One further combination that demonstrates our understanding of innovative services is the merging of facility management and energy management into FM+. This ensures professional management of your property, and our service provision guarantees that you save on energy costs.

We make buildings smarter

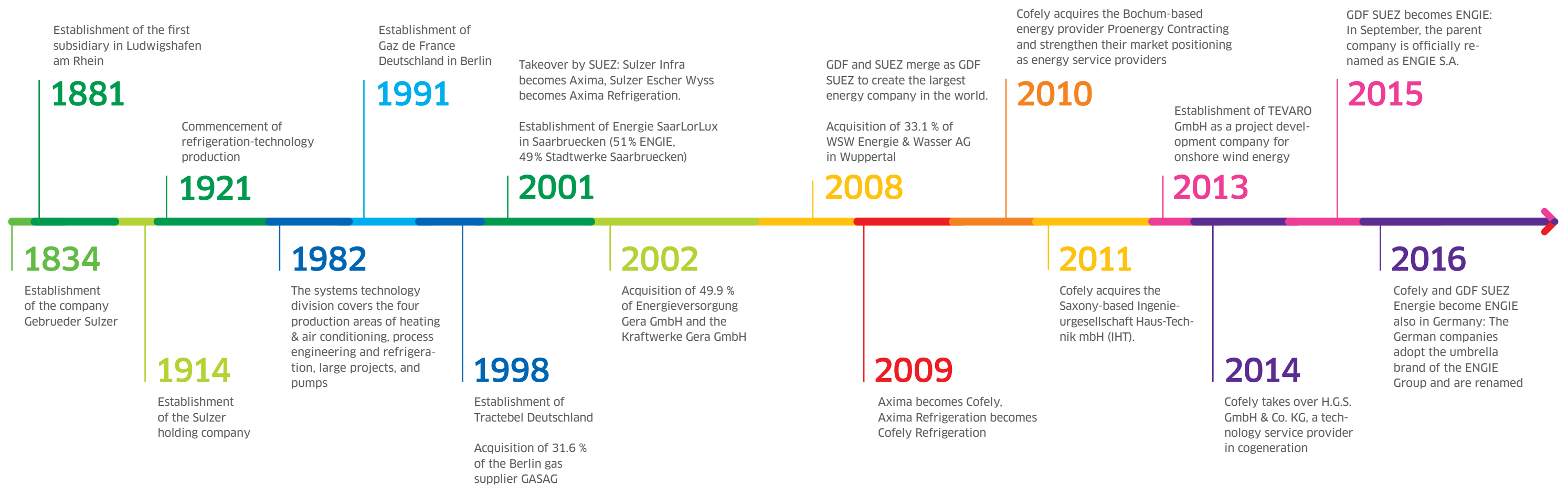
A building is not just a structure but also represents the interplay of a range of different processes. We analyse each of these and coordinate them to achieve the most energy-efficient combinations.

Our facility management covers all areas

- Technical facility management
- Infrastructural services
- IT and commercial processes
- Servicing and maintenance
- Facility management plus energy management (FM+)



Know-how from more than 100 years



We are ENGIE. Your energy experts.

ENGIE is Europe's leading brand for energy and environmental efficiency.

The roots of the group, which until 2015 operated under the name GDF SUEZ, reach far back into the 19th century, including as far back to the construction of the SUEZ canal. ENGIE provides efficient and innovative energy solutions to businesses, local authorities and private households. We employ 97,200 personnel in the services sector and 57,750 in the energy sector and therefore, like no other business, are able to combine

the expertise required for new energy architectures. We find tailored solutions for the changing needs of markets and customers. We use diversified gas supply sources, flexible electricity production with low CO₂ emissions, and exceptional know-how in renewable energies, energy efficiency and innovative technologies.

The ENGIE Group

(As at 31.12.2015)

154,950

employees worldwide

69.9

EUR bn turnover in 2015

70

Presence in
countries

of which

57,750

work in the gas and electricity
sector and

22

EUR bn net investment
from 2016-2018

1,000

Researchers and experts
in 11 research centres

97,200

in the energy services sector



ENGIE Deutschland GmbH is Europe's leading brand for the efficient use of energies. We shape the technology, supply and management of buildings, facilities and processes so that all energies are used optimally – including the people who work with us. Our extensive technical expertise, close partnerships with our customers, our long tradition reaching back more than 100 years and the strength of the global ENGIE Group all combine to generate integrated solutions which make efficiency an everyday matter.

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Cooperation with ENGIE Deutschland AG



Optimal use of energies.