

IECA Fall 2019

Status of Power Market

Direct Energy Business

Paul Super

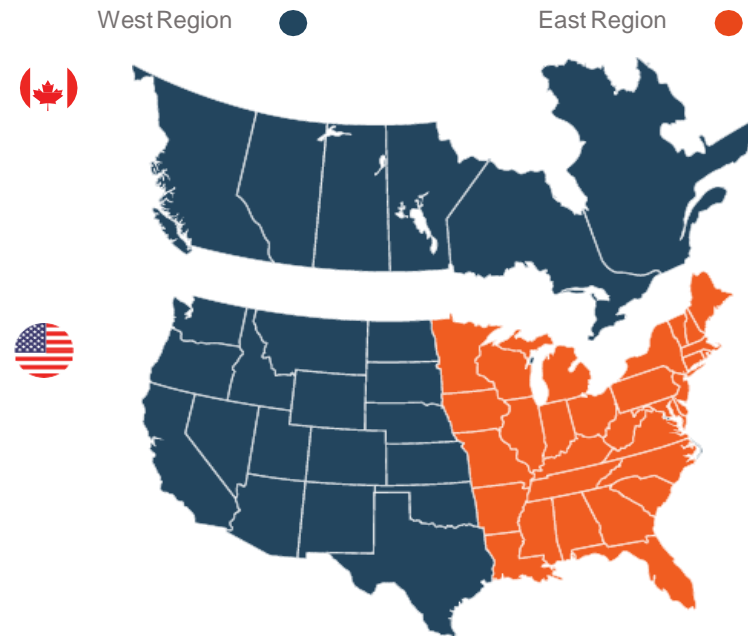


Direct Energy

Direct Energy Business Active Markets

Direct Energy Business Regional Market Share*

**Stable
Strong
Enabled**



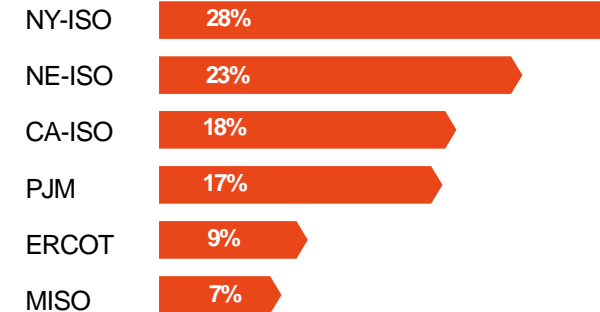
#1 in Natural Gas Supply
to commercial customers in
the Eastern U.S.

#2 in Power Supply
to commercial customers in
the U.S. and Canada

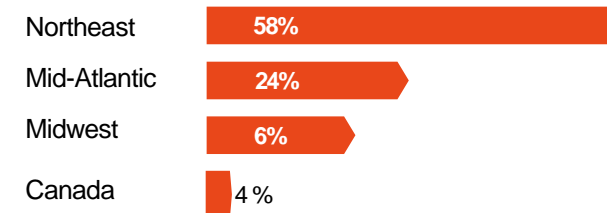
Serve **78%** of the Fortune 100® companies

Serve **60%** of the Fortune 500® companies

By Electricity



By Natural Gas

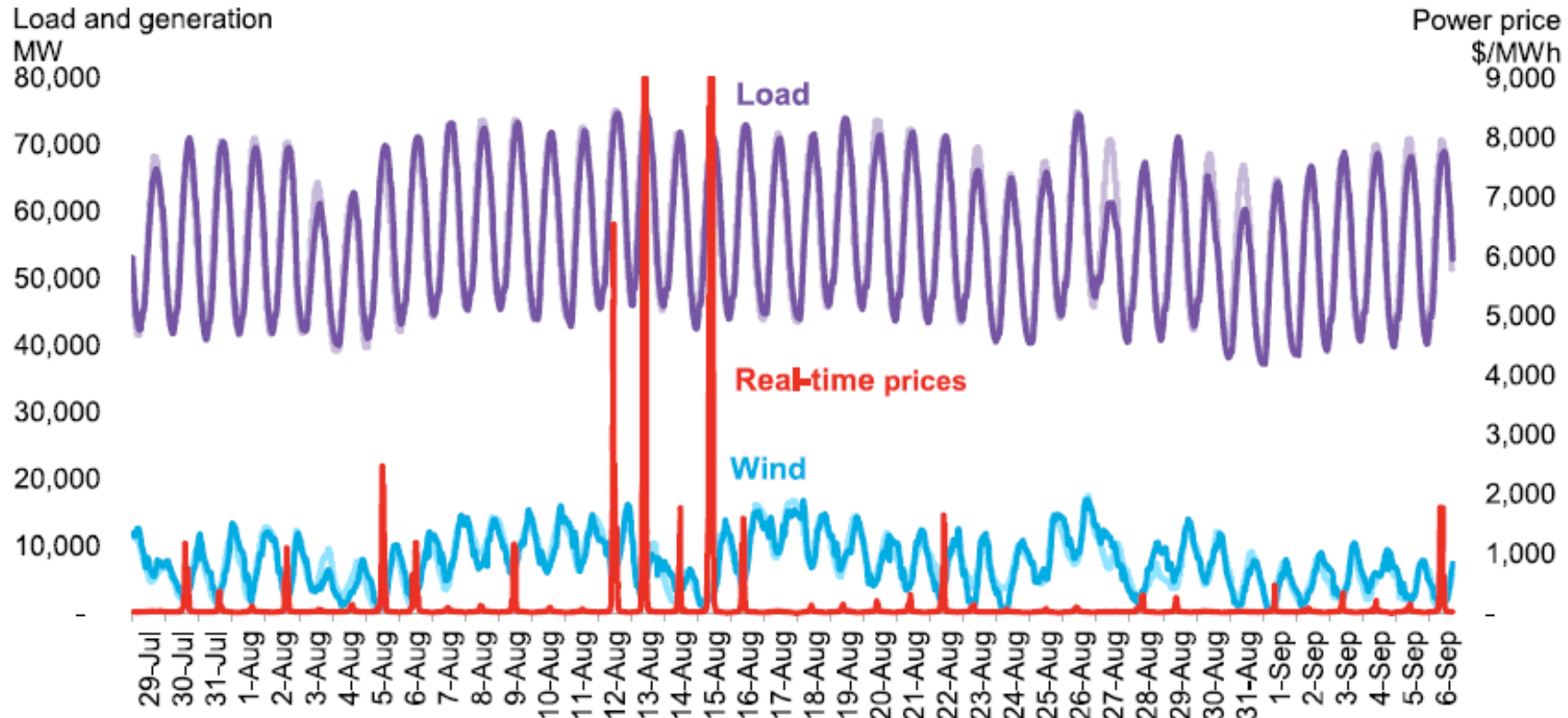


**Significant
Presence
in all Major
US
Markets**

- More than **97 TWh** and more than **600 Bcf** supplied.
- More than **500 MW** of load reduction through Demand Response

Summer In Texas

Figure 1: Ercot load, wind, prices, end of July to beginning of September 2019



Source: BloombergNEF, Terminal G #BNEF 262 Note: Hub-average prices shown. Day-ahead forecasts shown in lighter shades.

Texas is also hot with renewables!!

North America Business (NAB) has successfully signed its largest solar power purchase agreement with [BayWa r.e.](#), a leading global renewables developer through to 2031. The deal is to purchase 90% of the 200 MW ... scheduled to be online in summer 2021.

The project is located near Laredo, Texas will provide a stable source of renewable energy to help Texas customers meet their corporate sustainability obligations and provide a valuable source of energy during peak periods in ERCOT South.



Doosan Customer Profile – Coca Cola



Left:
East Hartford, CT –
Installed
December 2011

Right:
Elmsford, NY
– Installed
August 2010



"Coca-Cola is focusing on implementing green innovations and initiatives to reduce our Company's overall environmental footprint at each step of our operations. Use of these fuel cell systems at our Elmsford facility is one way in which we are working to achieve our 2020 environmental goals."



John Lacey
Sales Center Manager
Coca-Cola
Refreshments USA

PROJECT DETAILS

- Two bottling facilities – CT, NY
- Two Model 400 kW's sited outdoor at each site
- Grid-connect operation at 100% utilization with net metering (CT)
- Grid-independent power in NY facility
- Heat recovery for bottling process and space heating

BENEFITS

- Overall efficiency - 60-65%
- GHG Savings - 3420 MT/yr
- Energy services agreement with positive cash flow
- Grid-independent power