

ENGIE Acquires OpTerra Energy Services Deal Will Expand Companies' Service Options to Customers in North America

HOUSTON--(BUSINESS WIRE)—

ENGIE and OpTerra Energy Services announced today that a member of the ENGIE Group has acquired OpTerra Energy Services and its affiliated companies. Headquartered in Oakland, California, OpTerra designs and implements customized projects that help public- and private-sector clients reduce energy consumption and cost. This move strengthens both companies' objective to offer new and differentiated energy services to current and prospective customers in the United States.

With 25 regional offices across the United States, OpTerra's team of 300 employees perform comprehensive energy project development across the country. To date, OpTerra has helped customers across multiple industries achieve over \$2 billion in energy savings, enhancing energy performance in K-12 education, colleges and universities, commercial and industrial firms, health care, IT, and municipal markets. Some notable projects implemented by OpTerra include retrofitting the City of San Jose's streetlights to first-in-kind networked LEDs in 2015, comprehensive energy efficiency upgrades at Ahold USA grocery stores, and a statewide energy program across 256 schools for the Department of Education in Hawaii.

The OpTerra team will join a larger family of ENGIE businesses in North America, which span renewable and natural gas-fired power production, natural gas and liquefied natural gas (LNG) deliveries, retail energy sales to homes and businesses, and services to enhance energy efficiency. Terms of the deal were not disclosed.

"With OpTerra, ENGIE is building an important link within our energy services offerings to optimize resources for commercial, industrial, and public sector clients. Through data analytics, ENGIE identifies sites that can reduce consumption. OpTerra designs and implements projects that can achieve decreased consumption. And ENGIE's Services team can perform the Operations and Maintenance on site," said Frank Demaille, President and CEO of the North American business unit of ENGIE. "We welcome the OpTerra employees to our Group as we work to build a cleaner, more innovative energy future in our region."

"ENGIE is an ideal home for OpTerra to deliver meaningful energy efficiency and sustainable solutions to a vast array of customers in the United States," said John Mahoney, CEO of OpTerra Energy Services. "This acquisition is in line with our long-term growth strategy, and the entire OpTerra team is ready to leverage ENGIE's presence here to broaden our suite of offerings to our current and future customer base."

About OpTerra Energy Services

OpTerra Energy Services is a national energy company that works with education, local government, commercial, industrial, and institutional organizations to implement efficiency and sustainable energy solutions that save money, enhance safety, improve assets, and protect the environment. The company has provided more than \$2 billion in energy savings for its customers from coast to coast in the United States over the past 40 years. For more information, please visit www.opterraenergy.com.

About ENGIE

ENGIE, which is evolving as the new name for GDF SUEZ around the world, manages a range of energy businesses in the United States and Canada, including electricity generation and cogeneration, natural gas and liquefied natural gas (LNG) distribution and sales, retail energy sales, and services to help customers run their facilities more efficiently and optimize energy use and expense. Globally, the company is present in 70 countries and employs 152,900 people. For more information, please visit www.gdfsuezna.com and www.engie.com.