



FORTIA ENERGÍA and ENGIE ESPAÑA sign a large multicorporative PPA for the supply of industrial consumers on the Iberian market

Madrid, February 18, 2020. FORTIA ENERGÍA, the energy management platform for large industrial consumers, and ENGIE SPAIN, a leading energy partner in all energy-related businesses, have signed a long-term energy purchase agreement term to supply large industrial consumers in Spain and Portugal.

From January 1, 2020 and over a period of eleven years, ENGIE will supply more than 400 GWh / year of electricity to FORTIA, a company that manages the supply of energy to large industrial corporations in basic sectors such as steel, cement, metallurgy, chemistry or paper. The energy will be obtained either from ENGIE's renewable portfolio in the Iberian Peninsula or from ENGIE's energy management operations within the South of Europe. ENGIE is deploying an ambitious growth strategy based on renewable energy development in Spain and Portugal.

“With the signature of this agreement, FORTIA contributes to a more sustainable industrial and energy model, by promoting the development of renewable energy sources, while facilitating its customers access to a menu of contracts of various types of prices and terms for a more competitive long-term supply”, says Blanca Losada, President of FORTIA. “The energy transition offers, especially on the Iberian market, really interesting wholesale opportunities that only an aggregator platform such as FORTIA can make available to large corporations in a way tailored to their needs, thus forming innovative and solvent solutions for their energy supply. With this contract, signed with ENGIE as global energy partner, FORTIA reinforces its portfolio of suppliers and goes forward on its strategy, which is based on offering its clients a wide range of energy sourcing products that shows many different alternatives on its contractual design and on its price structuring”, concludes Blanca Losada.

“This multi-contract PPA consolidates the strategy that ENGIE has initiated in Spain more than two years ago, which consist of establishing long-term alliances with large industrial consumers such as FORTIA and at the same time leveraging on these alliances to manage the risk coming from ENGIE's investments in renewable assets that require a PPA, such as Goya Project. This contract makes the industrial model of the energy transition towards lower carbon economies a reality. It allows us to innovate in energy sustainability, by adapting our products to the expectations of FORTIA. ENGIE demonstrates, once again, its priority for developing solutions responding to the specific demands of its customers”, highlights Loreto Ordonez, CEO of ENGIE in Spain. “This major PPA illustrates how ENGIE connects energy generation and consumers engaging in the energy transition. Our ability to manage the risks associated with intermittent production is a key ingredient to deploying sustainable solutions”, states Edouard Neviaski, CEO of ENGIE's “Global Energy Management” Business Unit, within ENGIE Group.



About FORTIA ENERGÍA:

FORTIA has been operating on the wholesale markets for twelve years and is, with a sales volume of about 9 TWh, the largest independent marketer of the Iberian Electricity Market (Mibel). The recently signed agreement is part of FORTIA's strategy to provide the industry with competitive, diversified and balanced access to energy markets through new contractual models, such as PPAs, which represent an opportunity for producers and consumers in the context of the Energy Transition. With this agreement, FORTIA reinforces its portfolio of suppliers and expands its variety of contractual supply formulas.

FORTIA emerged in 2007 as an innovative solution for energy supply. It was created by a group of 20 large Spanish industrial consumers that today represent 3% of the demand of the Iberian Electricity Market (MIBEL). It supplies electricity to more than 100 production centers in Spain and Portugal, all of them with a very flexible consumption profile and capable of offering demand management services in the market (www.fortiaenergia.es).

About ENGIE:

Our group is a global reference in low-carbon energy and services. In response to the urgency of climate change, our ambition is to become the world leader in the zero carbon transition "as a service" for our customers, in particular global companies and local authorities. We rely on our key activities (renewable energy, gas, services) to offer competitive turnkey solutions. With our 160,000 employees, our customers, partners and stakeholders, we are a community of Imaginative Builders, committed every day to more harmonious progress. Turnover in 2018: 60.6 billion Euros. The Group is listed on the Paris and Brussels stock exchanges (ENGI) and is represented in the main financial indices (CAC 40, DJ Euro Stoxx 50, Euronext 100, FTSE Eurotop 100, MSCI Europe) and non-financial indices (DJSI World, DJSI Europe and Euronext Vigeo Eiris - World 120, Eurozone 120, Europe 120, France 20, CAC 40 Governance).

ENGIE has more than 2,200 employees in Spain, and its differential value is its ability to design, operate and maintain industrial facilities, in addition to supplying gas or electricity according to the specific requirements of each client. With this PPA Contract, ENGIE demonstrates its strong capabilities within an integrated long-term energy management business throughout the entire power value chain, from generation to commercialization. Likewise, ENGIE strengthens its commercial relations with the main Spanish industrial companies grouped in FORTIA, offering them flexible and tailored solutions perfectly adapted to the new challenges of the energy landscape.

ENGIE in Spain offers its clients the best integral solutions adapted to their energy needs, thanks to the knowledge acquired by its wide network of experts in energy and multi-technical services. ENGIE is also committed to maximizing the savings of its customers through energy efficiency.



At the heart of the energy value chain, ENGIE's Business Unit "Global Energy Management" optimizes the Group's assets portfolio including electricity, renewable technologies, natural gas, environmental products and bulk commodities such as biomass. It also develops its own external commercial franchise worldwide and relies on four main expertise to offer tailor-made, innovative and competitive solutions. ENGIE's Business Unit "Global Energy Management" provides services in energy supply & global commodities, energy transition services, risk management & market access, and asset management.

With a staff of +1,350, offices in 16 countries and 5 trading platforms, the business unit has an extended geographical coverage in Europe, the US and Asia-Pacific and activities in more than 50 countries.

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ENGIE's Business Unit "Global Energy Management"

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