

## NRG Energy Inc.

# Fourth Quarter 2016 Earnings Presentation

February 28, 2017



## Safe Harbor

#### **Forward-Looking Statements**

In addition to historical information, the information presented in this communication includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Exchange Act. These statements involve estimates, expectations, projections, goals, assumptions, known and unknown risks and uncertainties and can typically be identified by terminology such as "may," "should," "could," "objective," "projection," "forecast," "goal," "guidance," "outlook," "expect," "intend," "seek," "plan," "think," "anticipate," "estimate," "predict," "target," "potential" or "continue" or the negative of these terms or other comparable terminology. Such forward-looking statements include, but are not limited to, statements about the anticipated benefits of acquisitions, the Company's future revenues, income, indebtedness, capital structure, plans, expectations, objectives, projected financial performance and/or business results and other future events, and views of economic and market conditions.

Although NRG believes that its expectations are reasonable, it can give no assurance that these expectations will prove to be correct, and actual results may vary materially. Factors that could cause actual results to differ materially from those contemplated herein include, among others, general economic conditions, hazards customary in the power industry, weather conditions, including wind and solar performance, competition in wholesale power markets, the volatility of energy and fuel prices, failure of customers to perform under contracts, changes in the wholesale power markets, changes in government regulations, the condition of capital markets generally, our ability to access capital markets, unanticipated outages at our generation facilities, adverse results in current and future litigation, failure to identify, execute or successfully implement acquisitions, repowerings or asset sales, our ability to implement value enhancing improvements to plant operations and companywide processes, our ability to proceed with projects under development or the inability to complete the construction of such projects on schedule or within budget, risks related to project siting, financing, construction, permitting, government approvals and the negotiation of project development agreements, our ability to progress development pipeline projects, GenOn's ability to continue as a going concern, the inability to maintain or create successful partnering relationships, our ability to operate our businesses efficiently including NRG Yield, our ability to retain retail customers, our ability to realize value through our commercial operations strategy and the creation of NRG Yield, the ability to successfully integrate businesses of acquired companies, our ability to realize anticipated benefits of transactions (including expected cost savings and other synergies) or the risk that anticipated benefits may take longer to realize than expected, our ability to close the Drop Down transactions with NRG Yield, and our ability to execute our Capital Allocation Plan. Debt and share repurchases may be made from time to time subject to market conditions and other factors, including as permitted by United States securities laws. Furthermore, any common stock dividend is subject to available capital and market conditions.

NRG undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. The adjusted EBITDA and free cash flow guidance are estimates as of February 28, 2017. These estimates are based on assumptions the company believed to be reasonable as of that date. NRG disclaims any current intention to update such guidance, except as required by law. The foregoing review of factors that could cause NRG's actual results to differ materially from those contemplated in the forward-looking statements included in this Earnings Presentation should be considered in connection with information regarding risks and uncertainties that may affect NRG's future results included in NRG's filings with the Securities and Exchange Commission at www.sec.gov.



## Agenda

## **Business Review**

Mauricio Gutierrez, President and CEO

## **Financial Update**

Kirk Andrews, EVP and CFO

## **Closing Remarks**

Mauricio Gutierrez, President and CEO

Q&A



### **☑** Integrated Platform Delivered Strong 2016 Financial and Operational Results:

- ☑ Top decile safety: 2<sup>nd</sup> best safety performance on record
- ✓ Achieved \$3,257 MM Adjusted EBITDA and \$1,209 MM Free Cash Flow before Growth (FCFbG)
- ☑ Retail delivered 3<sup>rd</sup> year in a row of EBITDA growth with \$811 MM Adjusted EBITDA in 2016
- ☑ Reaffirming 2017 financial guidance of \$2,700-\$2,900 MM Adjusted EBITDA and \$800-\$1,000 MM FCFbG

#### ☑ Successful Execution on Key 2016 Initiatives:

- ☑ Continued simplification and streamlining of NRG structure
- ☑ Executed on cost reduction, deleveraging and asset sales
- ☑ Strengthened NRG Yield with dedicated management team and 1.7 GW renewable asset acquisition
- ☑ Completed coal to natural gas conversions and Petra Nova project on time and on budget

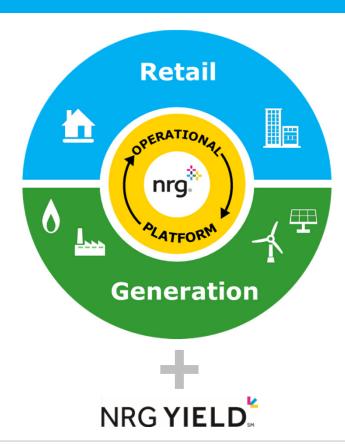
### **☑** Continuing to Strengthen our Platform:

- Continuing to enhance platform with next phase of strategic priorities
- ☑ Expanding discretionary deleveraging program by \$200 MM; total of \$600 MM for 2017
- Adding 234 net MW of solar assets to ROFO pipeline with NRG Yield



## NRG Value Proposition

### A Differentiated Business Model...



## ...Underpinned by a Unique Value Proposition

- ✓ Integrated Power Platform: Largest competitive generation portfolio matched with leading retail business
- ✓ Stable Base of Earnings: 75% of economic gross margin¹ from fixed sources counter cyclical or noncorrelated to natural gas (retail, capacity, contracted revenues)
- Dynamic Regional Strategies: Portfolio aligned to regional market dynamics and opportunities
- ✓ **Platform for Growth:** Ability to capitalize on growth opportunities and quickly replenish capital through NRG Yield partnership
- ✓ Visible and Strong Free Cash Flow: Robust cash flows underpinned by prudent balance sheet management

NRG Well-Positioned as the Premier Integrated Competitive Power Company

<sup>&</sup>lt;sup>1</sup> Economic gross margin is defined as the sum of energy, capacity, retail and other revenue, less cost of fuel and other cost of sales



# **Executing on Strategic Priorities**

**Business Review** 

**Appendix** 

|   | NRG Focus   |   | Business Review<br>Committee Focus <sup>1</sup>                                  |
|---|---|---|--|
| Strategic Priorities:                   | 2016 Execution  | 2017 +  | To review and make recommendations on:   |
| Simplifying & Streamlining the Business | <ul> <li>✓ Focus on core Generation - Retail business</li> <li>✓ Reintegrated Renewables business</li> <li>✓ \$539 MM total cost savings</li> </ul>   | Focus on Continuous<br>Improvement (forNRG)<br>Significant Capex Reductions | Operational and Cost Excellence Initiatives                                      |
| Repositioning<br>Our Portfolio          | <ul> <li></li></ul>   | Targeting Additional Value-<br>Enhancing Asset Sales                        | Potential Portfolio and/or Asset Deconsolidations, Dispositions and Optimization |
| Strengthening the Balance Sheet         | <ul> <li>✓ Cycle-appropriate capital allocation</li> <li>✓ Recalibrated dividend policy</li> <li>✓ \$1 Bn corporate debt reduction²</li> <li>✓ \$6 Bn near-term maturities extended</li> <li>✓ \$345 MM preferred equity repurchased</li> </ul> | Focus on Deleveraging and<br>Disciplined Capital Allocation                 | 3 Capital Structure and Allocation   |

## NRG Strategic Priorities Result in Increased Financial Flexibility

<sup>1</sup> On 2/13/17, NRG announced a cooperation agreement with Elliott Management and Bluescape Energy Partners, including the formation of a five-person ad hoc committee of the Board - the Business Review Committee (BRC); <sup>2</sup> Comprised of 2015 corporate debt reduction of \$246 MM (cash cost of \$226 MM) and 2016 corporate debt reduction of \$774 MM (cash cost of \$894 MM including \$120 MM of debt extinguishment fees)



# 1) Streamlining the Business

### NRG Total Costs (\$ Bn)



## **Exceeded Total Cost Reduction Target**

- ✓ Achieved **\$539 MM** total cost reduction through 2016
- ☑ Exceeded original \$400 MM target



## Streamlining Efforts Result in \$539 MM Cost Reduction

<sup>&</sup>lt;sup>1</sup> Includes fixed and variable O&M, \$71.8 MM associated with plant sales (Shelby, Seward, Rockford, Aurora)



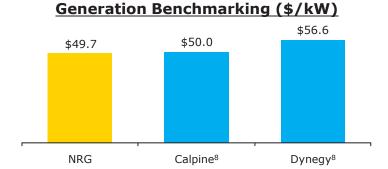
Financial Update Closing Remarks Appendix

# nrg 1) Unpacking the NRG Cost Structure 1

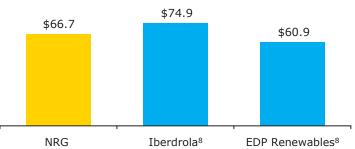
| millions  | Generation             | Retail       | Renewables | NRG Yield             |
|---|------------------------|--------------|------------|-----------------------|
| 2016 Cost (O&M + SG&A)                          | \$2,233                | \$838        | \$201      | \$255                 |
| 2016 Maintenance Capex                          | \$298                  | \$27         | \$14       | \$16                  |
| TOTAL 2016 Costs                                | \$2,531                | \$865        | \$215      | \$271                 |
| Excluded Costs & Other Adjustments <sup>2</sup> | (\$400) <sup>3</sup>   | (\$3)        | (\$28)     | (\$8)                 |
| Adjusted Cost Basis                             | \$2,131                | \$862        | \$187      | \$263                 |
| Units <sup>4</sup>                              | 42,869 MW <sup>3</sup> | 6.733 MM RCE | 2,053 MW   | 6,145 MW <sup>5</sup> |
| Cost Metric                                     | \$49.70/kW             | \$128/RCE    | \$91.25/kW | \$42.80/kW            |

\$66.65/kW<sup>6</sup>

Combined Renewables<sup>6</sup>



## Renewables Benchmarking<sup>7</sup> (\$/kW)



### Focused on Continuous Improvement; More to Come

<sup>&</sup>lt;sup>1</sup> NRG costs per 2016 . Slide excludes corporate segment - see slide 35 for details; <sup>2</sup> Comprised of deactivation, asset retirement obligation accretion, contract amortization, gains/losses on asset disposals, operating lease expenses and operating costs and capital expenditures for nuclear asset (STP); <sup>3</sup> Adjusted to exclude \$235 MM operating costs and capital expenditures for STP and corresponding capacity; <sup>4</sup> Units are Total Capacity for Generation, Renewables and NRG Yield, and RCE for Retail; RCE = Residential customer equivalent, which is calculated using electric and natural gas retail volumes and volumetric equivalents for non-commodity retail; <sup>5</sup> Includes 1,453 MWt of Thermal assets and our proportional ownership of equity method investments; <sup>6</sup> Average cost of renewables including assets in NRG Yield but operated by Renewables segment (details on slide 35); <sup>7</sup> Peers selected based on those with publicly available data; <sup>8</sup> Based on 2016 filings and investor presentations; Dynegy capacity adjusted to exclude 2017 acquisitions and retirements

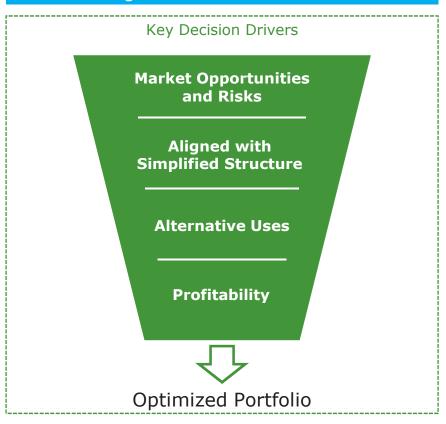


# 2) Repositioning our Portfolio

### 2016 Repositioning Summary

- ☑ **Dispositions at Value:** 2.2 GW / \$550 MM in Asset Sales
- ✓ **Asset Deactivations / Mothballed**: 1.1 GW in 2016
- ☑ Modernizing the Fleet:
  - > 2.2 GW coal to natural gas conversions
  - Petra Nova CCS project complete
- **☑** Capitalizing on Growth Opportunities:
  - Renewables: Acquired 1.7 GW of wind and solar assets
  - Conventional: Carlsbad, Puente, Canal 3
- ☑ GenOn Resolution Process Underway

## NRG Portfolio Continues to Undergo Rigorous Review Process

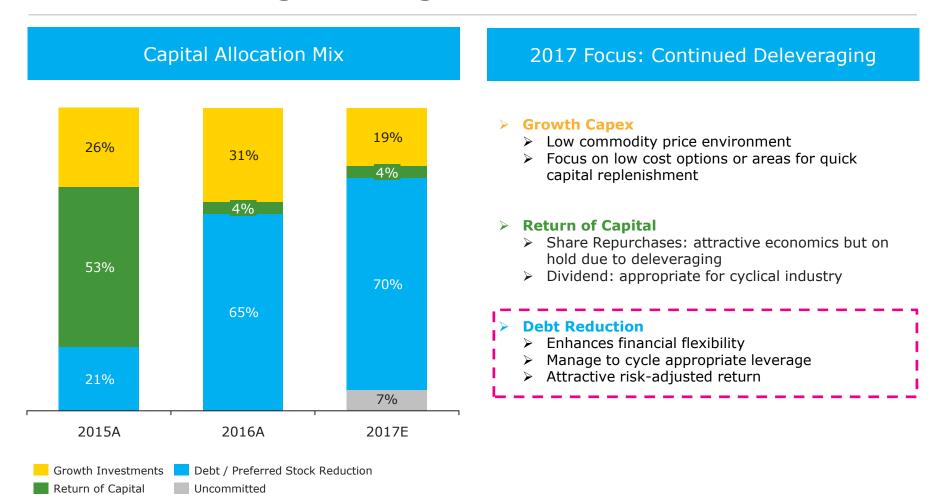


Repositioning our Fleet to Capitalize on Current Market Dynamics



# 3) Capital Allocation: Strengthening the Balance Sheet

Business Review Financial Update Closing Remarks



Continued Focus on Deleveraging Ensures Capital Structure Aligned to Market Cycle

# Financial Update



## Financial Summary

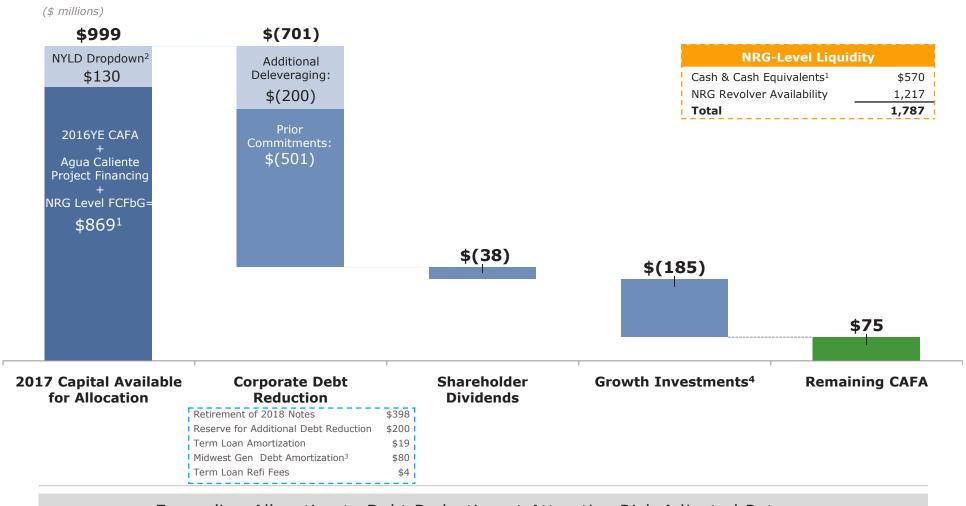
|                             |   | 2016              | 2017                   |
|-----------------------------|---|-------------------|------------------------|
|                             | (\$ millions)                                     | Full Year Results | Guidance<br>Reaffirmed |
| Mass and Business Solutions | Generation & Renewables <sup>1</sup>              | \$1,547           | \$1,135 - \$1,255      |
|                             | Retail  | 811               | 700 – 780              |
| (including C&I)             | NRG Yield   | 899               | 865                    |
|                             | Adjusted EBITDA                                   | \$3,257           | \$2,700 - \$2,900      |
|                             | Consolidated Free Cash Flow before Growth (FCFbG) | \$1,209           | \$800 - \$1,000        |
|                             | NRG-Level FCFbG                                   | \$693             | \$700 - \$900          |

- Completed \$1 Bn² of \$1.4 Bn³ planned corporate debt reduction program:
  - Annual interest savings of \$87 MM<sup>4</sup> achieved plus \$10 MM in annual preferred dividend savings
- Raising \$258 MM from solar assets<sup>5</sup> and Agua Caliente drop down and additional project leverage
  - \$128 MM in non-recourse net debt proceeds at Agua Caliente (closed in February 2017)
  - \$130 MM NRG Yield proceeds for 31% of NRG's interest in Agua Caliente<sup>6</sup> and Utah solar assets
- Non-cash impairment charge of \$1.2 Bn on fixed assets and goodwill
- Retail segment includes Mass customers and Business Solutions (C&I and other distributed and reliability products)

<sup>&</sup>lt;sup>1</sup> Includes Corporate Segment; <sup>2</sup> Comprised of 2015 corporate debt reduction of \$246 MM (cash cost of \$226 MM) and 2016 corporate debt reduction of \$774 MM (cash cost of \$894 MM including \$120 MM of debt extinguishment fees); <sup>3</sup> Includes \$400 MM reserved for 2018 Senior Notes; <sup>4</sup> Reflects impact of term loan repricing announced on January 21, 2017; <sup>5</sup> NRG reached agreement on dropdown of Utah solar assets (Four Brothers and Three Cedars), representing 265 net MW, based on cash to be distributed in tax equity partnership with Dominion in Utah; <sup>6</sup> Represents 16% of the project as NRG currently owns 51% of the project (148 net MW)



# 2017 NRG-Level Capital Allocation



## Expanding Allocation to Debt Reduction at Attractive Risk-Adjusted Returns

<sup>&</sup>lt;sup>1</sup> Represents \$570 MM cash & cash equivalents at NRG level on 12/31/16 less minimum cash reserves of \$700 MM at NRG-level (net of \$71 MM in NRG Level cash collateral postings) plus mid-point of NRG-level FCFbG guidance of \$800 MM plus \$128 MM of Agua Caliente project-level net financing proceeds closed on February 17, 2017; <sup>2</sup>Estimated proceeds, subject to working capital adjustments, from dropdown of Utah solar assets and 16% interest in Agua Caliente to NRG Yield (expected closing in next 60 days); <sup>3</sup> Represents 2017 capacity revenue sold of \$80 MM against \$253 MM monetized in 2016; <sup>4</sup> Net of financing



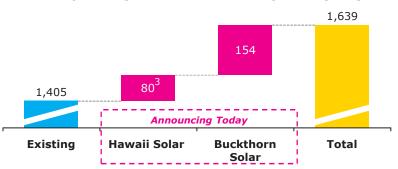
# Drop Down Transaction and Related Financings

Completed Asset Re-Financings and Drop Down Agreement to NRG Yield; Expanded ROFO

# Total cash proceeds of \$307 MM from drop downs and additional non-recourse financings:

| (\$ MM)                         | Utah Solar<br>(265 net MW) | Agua Caliente<br>(46 net MW) |
|---------------------------------|----------------------------|------------------------------|
| Drop Down Proceeds <sup>1</sup> | \$81                       | \$48                         |
| Non-Recourse Financings         | \$49                       | \$128                        |
| Total Cash Received:            | \$130                      | \$177                        |

#### **Expanding the NYLD ROFO Pipeline (MW)**



Proceeds Demonstrate Rapid Recycling of Capital on 1.5 GW Portfolio Acquisition

## Entire SunEdison utility-scale transaction purchase price returned after first drop down

- Late stage backlog provides visible growth:
  - > 154 MW Buckthorn Solar project, COD in 1H '18
  - > 80 MW<sup>3</sup> Hawaii Solar, COD in '19
- Zero-cost option on remaining >1 GW pipeline

| SunEdison Utility Acquisition Results to Date (\$ MM)   |        |         |  |  |  |  |  |
|---|--------|---------|--|--|--|--|--|
| Total Transaction Purchase Price                        | Nov-16 | (\$124) |  |  |  |  |  |
| Utah Solar Net Financing Proceeds<br>Distributed to NRG | Dec-16 | +\$48   |  |  |  |  |  |
| Utah Solar Dropdown Proceeds <sup>2</sup>               | Mar-17 | +\$81   |  |  |  |  |  |
| Total:  |        | +5 MM   |  |  |  |  |  |

# Expanded ROFO Pipeline Provides Further Opportunities to Grow and Recycle NRG-Level Capital through Partnership with NYLD

<sup>&</sup>lt;sup>1</sup> Utah Solar represents 50% interest in Four Brothers and Three Cedars Assets (100% of NRG's Interest) and Agua Caliente represents 16% interest (31% of NRG's 51% interest); <sup>2</sup> Subject to adjustments for working capital and other post closing items; closing expected in next 60 days; <sup>3</sup> Reflects 110 MW related to 3 solar projects acquired by NRG, net of 30 MW that are not yet subject to the ROFO agreement



# NRG's Capital Structure & Corporate Credit Metrics

(\$ millions)

Debt and Cash Balances As of 12/31/16

| NRG Energy, Inc.      |          |         |  |  |  |  |  |
|-----------------------|----------|---------|--|--|--|--|--|
| Consolidated Recourse |          |         |  |  |  |  |  |
| Total Debt:           | \$19,333 | \$7,795 |  |  |  |  |  |
| Total Cash:           | \$1,973  | \$570   |  |  |  |  |  |



| LEGEND                                      |
|---|
| Recourse Debt                               |
| Non-Recourse Debt<br>(Excluded Project Sub) |

|   | 2016A   | 2017E                   |
|---|---------|-------------------------|
|   |         | Post-Capital Allocation |
| Recourse Debt (12/31/2016)1                 | \$7,795 | ~\$7,795                |
| 2018 Maturity Reserve                       |         | (398)                   |
| 2017 Term Loan Amortization                 |         | (19)                    |
| Additional Debt Reduction                   |         | (200)                   |
| Pro Forma Corporate Debt                    |         | ~\$7,200                |
| Actual / 2017 Mid-Point Adj. EBITDA         | \$3,257 | \$2,800                 |
| Less Adjusted EBITDA:                       |         |                         |
| GenOn <sup>2</sup>                          | (551)   | (145)                   |
| NRG Yield                                   | (899)   | (865)                   |
| ROFO / Other <sup>3</sup>                   | (178)   | (400)                   |
| Add:  |         |                         |
| NRG Yield Distributions to NRG <sup>4</sup> | 81      | 90                      |
| ROFO / Other Dividends to NRG <sup>5</sup>  | 91      | 110                     |
| Other Adjustments <sup>6</sup>              | 118     | 150                     |
| Total Recourse EBITDA                       | \$1,919 | \$1,740                 |
| Corporate Debt/Corporate EBITDA             | 4.06x   | 4.13x                   |
| Cash & Cash Equivalents @ NRG-Level         | \$570   | \$645                   |
| Corporate Net Debt/Corporate EBITDA         | 3.76x   | 3.75x                   |

### Maintaining Balance Sheet Metrics In-Line With Targets

¹ Includes NRG Energy Inc. term loan facility, senior notes and tax exempt bonds; ² Net of shared service payment by GenOn to NRG; reflects impact of monetization of hedges; ³ Includes Aqua Caliente, Ivanpah, Midwest Generation, Yield eligible assets, Sherbino, Capistrano, and international assets; increase in 2017 primarily from MWG following environmental compliance and Ivanpah ramp-up; ⁴ 2016A includes NYLD dividends to NRG of \$81 MM; excludes Resi / DG dropdown proceeds of \$80 MM and CVSR transaction proceeds of \$180 MM, which if included per the NRG credit agreement would yield a Corporate Debt /EBITDA ratio of 3.58x; 2017 estimate based on NYLD dividends equivalent to \$1.15/share annualized by Q4 and excluding impact of drop-down proceeds; ⁵ Distributions from NRG ROFO, MWG and other non-recourse project subsidiaries; increase in 2017 primarily from MWG following environmental compliance and Ivanpah ramp-up; ⁶ Reflects non-cash expenses (i.e. nuclear amortization, equity compensation, and bad debt expense) that are included in reported Adjusted EBITDA

# Closing Remarks



- Deliver on our Financial and Operational Goals
- Finalize Comprehensive Resolution for GenOn
- Achieve Cost Efficiencies and Continue to Reposition Portfolio
- Focus on Debt Reduction and Financial Flexibility
- Identify and Execute on Growth Opportunities with High Returns and Quick Capital Replenishment

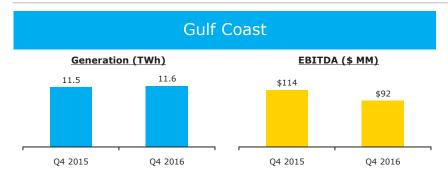
# Q&A

Appendix: Operations



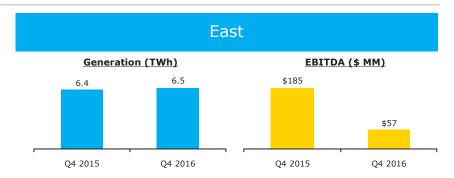
# Year over Year Performance Drivers: Q4 Results

Business Review Financial Update Closing Remarks **Appendix** 



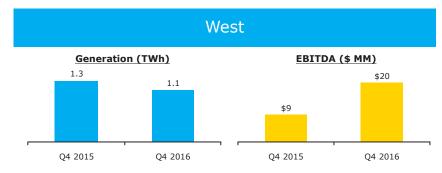
#### \$22 MM lower Adjusted EBITDA due to:

- Lower realized energy margins in Texas from lower power prices partially offset by higher generation
- Lower gross margin in South Central on lower contract margins due to higher supply costs and lower capacity revenues



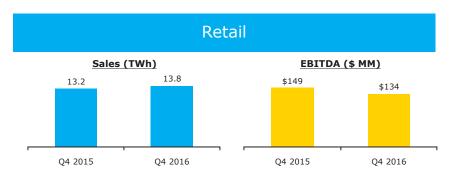
#### > \$128 MM lower Adjusted EBITDA due to:

- Lower energy and contract margins from lower economic dispatch and plant sales/deactivations
- Lower capacity revenues due to plant sales, deactivations and lower pricing in PJM and NY



#### \$11 MM higher Adjusted EBITDA

Higher capacity revenues and lower operating costs



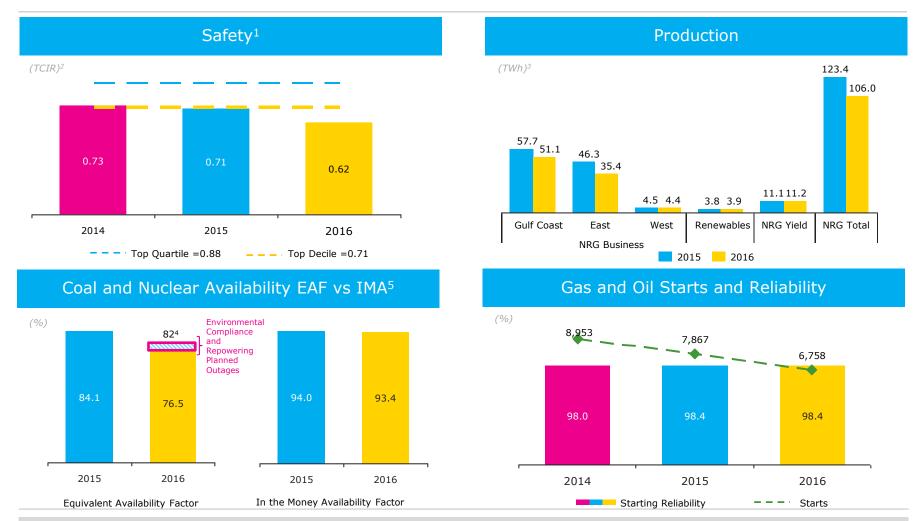
#### > \$15 MM lower Adjusted EBITDA due to:

Increase in spend associated with customer growth initiatives



## Generation/Business: Operational Metrics





## Top Decile Safety and Strong Availability When Economics Justify (IMA)

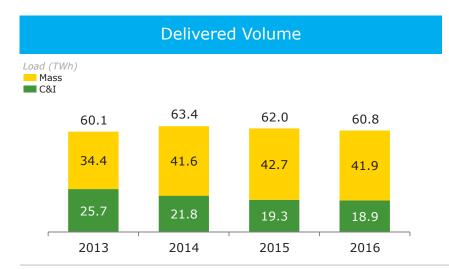
<sup>&</sup>lt;sup>1</sup> Excludes Goal Zero, NRG Home Services and NRG Residential Solar; Top decile and top quartile based on EEI 2015 Total Company Survey results; <sup>2</sup> TCIR = Total Case Incident Rate; <sup>3</sup> All NRG-owned domestic generation; Excludes line losses, station service, and other items. Generation data presented above consistent with US GAAP accounting. Previous reports were pro-forma for acquisitions in prior periods; <sup>4</sup>Assumes normalized operations from prior period, removing only the planned outages associated with Environmental Compliance and Repowering projects in 2016 at Avon Lake, Joliet and New Castle; 5 In the Money Availability defined on slide 36



## Retail: Operational Metrics

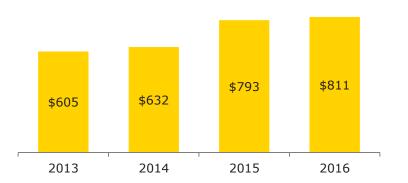
### 2016 Highlights

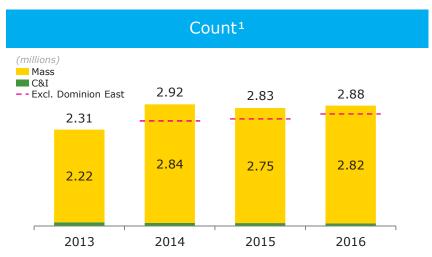
- → Delivered 3<sup>rd</sup> year in a row of earnings growth with \$811 MM of Adjusted EBITDA in 2016
- ★ Expanded portfolio with the growth of ~63,000 recurring Mass customers over the year
- Overcame milder weather conditions vs 2015 with continuous improvement related cost efficiencies and favorable supply costs



## Earnings, excluding Residential Solar







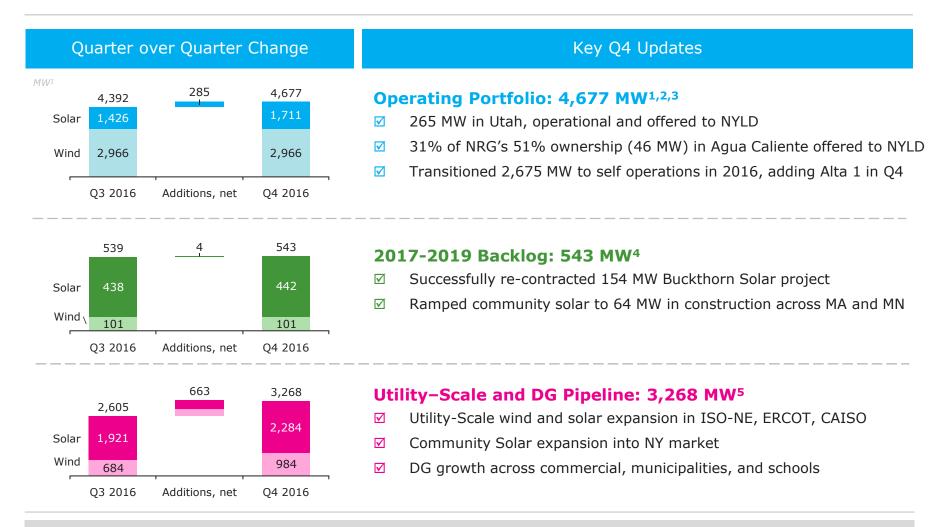
## Another Strong Year Driven by Disciplined Execution and Low Supply Costs

<sup>1</sup> Mass count includes recurring customers that subscribe to one or more recurring services, such as electricity and natural gas; C&I count reflects electricity meter count

**Appendix** 



## Renewables: Portfolio Update



## Significant Scale and with a Substantial Pipeline for Future Growth

<sup>1</sup> 4.7 GW at NRG Consolidated, of which 2.6 GW is at NYLD; <sup>2</sup> MW amounts in AC; <sup>3</sup> NRG self-performs plant operations on 2.7 GW of the consolidated fleet of assets owned by NRG and NYLD and 224 MW on assets owned by third parties; <sup>4</sup> Backlog is defined as projects that are under construction, contracted, or awarded, and represents a higher level of execution certainty; <sup>5</sup> Pipeline is defined as projects that range from identified lead to shortlisted with an offtake and represents a lower level of execution certainty



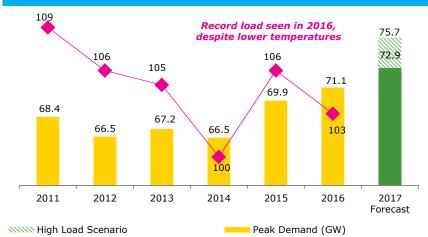
# **nrg** Q4 Regulatory Update

|  | Markets<br>Impacted | NRG Action   | Timeline and<br>Next Steps:  |
|--|---------------------|--|--|
| Zero Emissions<br>Credits (ZECs)<br>in NY & IL             | NYISO, PJM          | <ul> <li>NRG and others filed federal court challenges against the unlawful interference in FERC-jurisdictional markets</li> <li>Challenges follow on decision by the U.S. Supreme Court in Hughes v. Talen finding state interference in FERC-jurisdictional markets to be unlawful</li> </ul>  | <ul> <li>New York: Awaiting Judge's decision on Motion to Dismiss and anticipate a Summer trial</li> <li>Illinois: Lawsuit filed Feb. 14, with procedural schedule to come</li> </ul>                  |
| Existing Asset Minimum Offer Price Rule (MOPR) in NY & PJM | NYISO, PJM          | NRG seeking FERC action to mitigate market<br>interference by subsidized nuclear units   | Lack of quorum at FERC means<br>decision likely be delayed   |
| Capacity<br>Performance<br>Implementation                  | РЈМ                 | <ul> <li>PJM's filing allowing aggregation of seasonal resources is pro-competitive, and additional reason not to delay implementation of 100% Capacity Performance</li> <li>Some parties requested that FERC delay implementation of 100% Capacity Performance for another year, which would allow Base Capacity to continue participating for another auction</li> </ul> | <ul> <li>Expect PJM proposal to go into effect prior to upcoming auction</li> <li>Expect no action by FERC on the complaints prior to 2017 auction</li> </ul>  |
| ERCOT Scarcity<br>Pricing Reform                           | ERCOT               | <ul> <li>NRG seeking RMR rule changes to reflect locational scarcity pricing</li> <li>NRG retained experts to examine ERCOT energy-only market design and recommend price formation improvements such as ORDC reforms and marginal losses</li> </ul>   | <ul> <li>RMR reform under serious discussion in ERCOT</li> <li>Pushing for approval of ORDC reforms and consideration of broader price formation reforms in 2017, including marginal losses</li> </ul> |



## Market Outlook - ERCOT



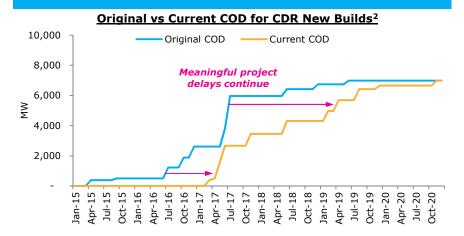


→ Demand story continues in ERCOT with ~2% weather normalized load growth in 2016 and over 3% in Q4

Peak Temperature (Dallas / Ft. Worth)

- Multiple new winter peaks set this winter far exceeding the prior winter peak
- ERCOT made a significant upward revision to their load forecast

### ...Along with Conventional New Build Delays



- Persistently low power prices present challenges for development of new capacity
- Many of the new assets in the CDR have pushed back their commercial online date (COD) multiple times for multiple years
- Challenging economics stress existing resources as well, significantly increasing the likelihood of retirements

ERCOT Market Continues To Tighten Through Record Loads, Retirement Risk, and Delayed New Builds

<sup>&</sup>lt;sup>1</sup> ERCOT, NOAA. High Load Scenario based on ERCOT Summer 2016 SARA Seasonal Load Adjustment of 2.8 GW; <sup>2</sup> ERCOT GIS Reports

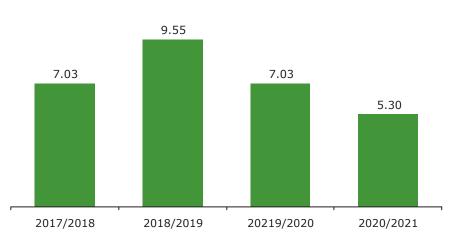
**Appendix** 



# Market Outlook - Northeast

### New England: Capacity Prices Still Healthy

#### ISO-NE Capacity Prices (\$/kW-mo)¹



- NRG low cost fleet benefits from strong, reliability driven, capacity market
- Healthy price clear for 2020/2021 at \$5.3/kW-mo (\$174/MW-d)
- No new generation cleared in FCA 11 and none expected for next several years

## PJM: Shift to CP Only Auction<sup>2</sup>

| Market Driver                             | Outlook   |
|---|---|
| 100% CP<br>Requirement                    | ➤ 100% CP in 20/21 adds risk for ~17<br>GW of generation that cleared as base<br>capacity in 19/20                                  |
| Decreased<br>Demand-side<br>Participation | ➤ Enhanced seasonal requirements add<br>risk to ~10 GW of demand response<br>and energy efficiency that cleared as<br>base in 19/20 |
| Fewer Imports                             | Increasing requirements and limitations for imports   |
| Zonal<br>Transfer<br>Ratios               | <ul> <li>CETO:CETL ratios bolster potential for<br/>zonal price separation in COMED</li> </ul>                                      |
| Nuclear                                   | <ul> <li>Unclear how subsidized IL nuclear<br/>stations will participate in capacity<br/>auction</li> </ul>                         |
| Seasonal<br>Aggregation                   | <ul> <li>Potential to pair summer and winter<br/>limited availability resources but<br/>alternative to CP delay</li> </ul>          |
| Stagnant<br>Load                          | <ul> <li>RTO Reliability Requirements down 2% year-on-year</li> </ul>   |

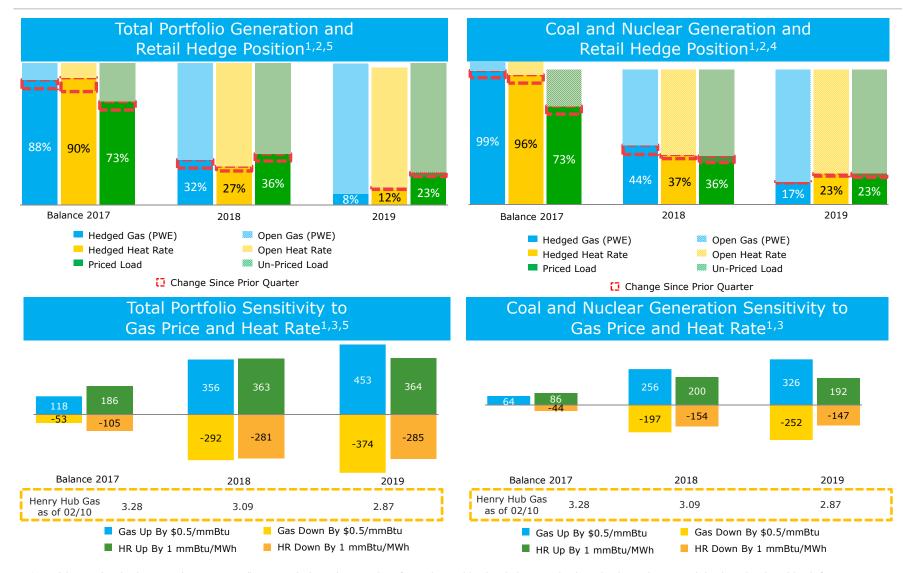
## Northeast Capacity Markets Continue to Provide Stable Revenue

<sup>&</sup>lt;sup>1</sup> ISONE; <sup>2</sup> PJM, NRG Estimates

**Appendix** 



# Managing Commodity Price Risk



<sup>&</sup>lt;sup>1</sup> Portfolio as of 02/10/2017, Balance 2017 reflects March through December; <sup>2</sup> Retail priced load includes term load, Hedged month-to-month load, and Indexed load; <sup>3</sup> Price sensitivity reflects gross margin change from \$0.5/MMBtu gas price, 1 mmBtu/MWh heat rate move; <sup>4</sup> Coal hedge ratios are 96% and 41% for 2017 and 2018 respectively; <sup>5</sup> Total Portfolio includes wholesale merchant assets and related hedges



# Hedge Disclosure: Coal and Nuclear Operations

| Coal & Nuclear Portfolio 1  | Texas and South Central |         | EAST    |              |         | GENON <sup>7</sup> |              |         |        |
|---|-------------------------|---------|---------|--------------|---------|--------------------|--------------|---------|--------|
| _   | Balance 2017            | 2018    | 2019    | Balance 2017 | 2018    | 2019               | Balance 2017 | 2018    | 2019   |
| Net Coal and Nuclear Capacity (MW) <sup>2</sup>                     | 6,250                   | 6,250   | 6,250   | 7,465        | 7,465   | 7,465              | 4,198        | 4,198   | 4,198  |
| Forecasted Coal and Nuclear Capacity (MW) <sup>3</sup>              | 4,761                   | 4,259   | 3,978   | 3,024        | 2,869   | 2,267              | 1,582        | 1,610   | 1,284  |
| Total Coal and Nuclear Sales (GWh) <sup>4</sup>                     | 32,938                  | 22,256  | 8,807   | 23,867       | 5,292   | 474                | 12,165       | 1,925   | 14     |
| Percentage Coal and Nuclear Capacity Sold Forward <sup>5</sup>      | 94%                     | 60%     | 25%     | 107%         | 21%     | 2%                 | 105%         | 14%     | 0%     |
| Total Forward Hedged Revenues <sup>6</sup>                          | \$1,209                 | \$822   | \$440   | \$834        | \$163   | \$11               | \$444        | \$63    | \$0    |
| Weighted Average Hedged Price<br>(\$ per MWh) <sup>6</sup>          | \$36.70                 | \$36.93 | \$49.93 | \$34.96      | \$30.87 | NA                 | \$36.49      | \$32.69 | NA     |
| Average Equivalent Natural Gas Price<br>(\$ per MMBtu) <sup>6</sup> | \$3.57                  | \$3.81  | \$4.75  | \$3.48       | \$2.96  | NA                 | \$3.51       | \$3.13  | NA     |
| Gas Price Sensitivity Up \$0.50/MMBtu on Coal and Nuclear Units     | <b>\$</b> —             | \$56    | \$114   | \$65         | \$200   | \$212              | \$38         | \$117   | \$110  |
| Gas Price Sensitivity Down \$0.50/MMBtu on Coal and Nuclear Units   | \$27                    | (\$55)  | (\$107) | (\$22)       | (\$142) | (\$145)            | (\$4)        | (\$79)  | (\$78) |
| Heat Rate Sensitivity Up 1 MMBtu/MWh on Coal and Nuclear Units      | \$35                    | \$91    | \$87    | \$52         | \$108   | \$106              | \$27         | \$55    | \$52   |
| Heat Rate Sensitivity Down 1 MMBtu/MWh on Coal and Nuclear Units    | (\$18)                  | (\$72)  | (\$65)  | (\$26)       | (\$82)  | (\$82)             | (\$7)        | (\$40)  | (\$42) |

 $<sup>^{\</sup>mathrm{1}}$  Portfolio as of 02/10/2017, Balance 2017 reflects March through December

<sup>&</sup>lt;sup>2</sup> Net Coal and Nuclear capacity represents nominal summer net MW capacity of power generated as adjusted for the Company's ownership position excluding capacity from inactive/mothballed units

<sup>&</sup>lt;sup>3</sup> Forecasted generation dispatch output (MWh) based on forward price curves as of 02/10/2017which is then divided by number of hours in a given year to arrive at MW capacity; The dispatch takes into account planned and unplanned outage assumptions

<sup>&</sup>lt;sup>4</sup> Includes amounts under power sales contracts and natural gas hedges; The forward natural gas quantities are reflected in equivalent GWh based on forward market implied heat rate as of 02/10/2017 and then combined with power sales to arrive at equivalent GWh hedged; The Coal and Nuclear Sales include swaps and delta of options sold which is subject to change; Actual value of options will include the impact of non-linear factors; For detailed information on the Company's hedging methodology through use of derivative instruments, see discussion in 2016 10K. Item 15 - Note 5, Accounting for Derivative Instruments and Hedging Activities, to the Consolidated Financial Statements; Includes inter-segment sales from the Company's wholesale power generation business to the Retail Business.

<sup>&</sup>lt;sup>5</sup> Percentage hedged is based on Total Coal and Nuclear sales as described above (4) divided by the forecasted Coal and Nuclear Capacity (3)

<sup>&</sup>lt;sup>6</sup> Represents all coal and nuclear sales, including energy revenue and demand charges.

<sup>&</sup>lt;sup>7</sup> GenOn disclosure not additive to other regions



# **nrg**. Commodity Prices

| Forward Prices <sup>1</sup>    | Bal-2017 <sup>2</sup> | 2018    | 2019    | Annual Average for 2017-2019 |
|--------------------------------|-----------------------|---------|---------|------------------------------|
| NG Henry Hub (\$/MMbtu)        | \$3.28                | \$3.09  | \$2.87  | \$3.08                       |
| PRB 8800 (\$/ton)              | \$11.98               | \$12.23 | \$12.50 | \$12.24                      |
| NAPP MG2938 (\$/ton)           | \$49.28               | \$47.00 | \$48.00 | \$48.09                      |
| ERCOT Houston Onpeak (\$/MWh)  | \$39.34               | \$36.18 | \$33.87 | \$36.47                      |
| ERCOT Houston Offpeak (\$/MWh) | \$24.67               | \$22.11 | \$20.57 | \$22.45                      |
| PJM West Onpeak (\$/MWh)       | \$36.47               | \$38.25 | \$36.21 | \$36.98                      |
| PJM West Offpeak (\$/MWh)      | \$25.91               | \$26.52 | \$25.40 | \$25.94                      |

<sup>&</sup>lt;sup>1</sup> Prices as of 02/10/2017

<sup>&</sup>lt;sup>2</sup> Represents March through December months



# Modernizing the Portfolio

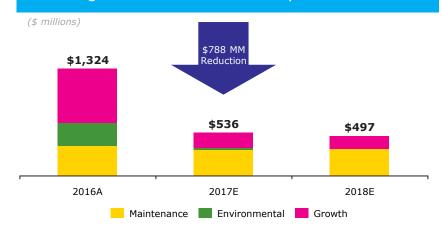
### **Delivering Major Projects**

|  |  | MW                 | Project<br>Description   | Estimated<br>COD |
|--|--|--------------------|--------------------------|------------------|
| nd<br>scts                                     | Shawville 1-4 <sup>1</sup>                                 | 597                | Natural Gas              | Complete         |
| ons a<br>Proje                                 | Powerton 5 & 6   | 1,538              | DSI & ESP<br>Upgrade     | Complete         |
| Fuel Conversions and<br>Environmental Projects | Petra Nova   |                    | Carbon<br>Capture & EOR  | Complete         |
| el Cor<br>ironm                                | Joliet   | 1,326              | Natural Gas              | Complete         |
| Env  | New Castle 3-5 <sup>1</sup>                                | 325                | Natural Gas              | Complete         |
|  |  |                    |                          |                  |
|  | Bacliff Peakers  | 360                | New<br>Generation        | 2Q 2017          |
| cts  | Buckthorn Wind   | Buckthorn Wind 101 |                          |                  |
| Growth Projects                                | University of<br>Pittsburgh Medical<br>Center <sup>2</sup> |                    | Combined<br>Heat & Power | 4Q 2017          |
| rowt   | Carlsbad Peakers   | 527                | New<br>Generation        | 4Q2018           |
| <u> </u>                                       | Canal Peakers <sup>3</sup>                                 | 333                | New<br>Generation        | 4Q 2019          |
|  | Puente Peakers <sup>3</sup>                                | 262                | New<br>Generation        | 2Q 2020          |

#### Converted 2.2 GW of Coal to Natural Gas

| Shawville<br>(597 MW)  | Converted plant to closed circulating water system and new cooling tower which eliminated river water cooling |
|------------------------|---|
| Joliet<br>(1,326 MW)   | Constructed 2 mile gas pipeline interconnections and metering and regulation station                          |
| New Castle<br>(325 MW) | Capacity Factor went from 14.0% in 2015 on coal to 57.9% in 2016 on gas                                       |

## Significant Reduction in Capex in 2017



<sup>&</sup>lt;sup>1</sup> GenOn Facility; <sup>2</sup> NRG Yield acquisition; <sup>3</sup> Subject to applicable regulatory approvals and permits

# **nrg** Fuel Statistics

|                         | 4        | Q        | Year To Date |          |  |  |  |
|-------------------------|----------|----------|--------------|----------|--|--|--|
| Domestic <sup>1</sup>   | 2016     | 2015     | 2016         | 2015     |  |  |  |
| Coal Consumed (mm Tons) | 6.0      | 5.6      | 27.3         | 37.6     |  |  |  |
| PRB Blend               | 75%      | 75%      | 71%          | 73%      |  |  |  |
| East                    | 62%      | 65%      | 58%          | 62%      |  |  |  |
| Gulf Coast              | 82%      | 82%      | 79%          | 82%      |  |  |  |
| Bituminous              | 13%      | 11%      | 16%          | 13%      |  |  |  |
| East                    | 38%      | 26%      | 39%          | 29%      |  |  |  |
| Lignite & Other         | 12%      | 14%      | 13%          | 14%      |  |  |  |
| East                    | 0%       | 9%       | 3%           | 9%       |  |  |  |
| Gulf Coast              | 18%      | 18%      | 21%          | 18%      |  |  |  |
| Cost of Coal (\$/Ton)   | \$ 35.92 | \$ 40.08 | \$ 38.45     | \$ 40.97 |  |  |  |
| Cost of Coal (\$/mmBtu) | \$ 2.02  | \$ 2.30  | \$ 2.15      | \$ 2.33  |  |  |  |
|                         |          |          |              |          |  |  |  |
| Cost of Gas (\$/mmBtu)  | \$ 2.69  | \$ 2.10  | \$ 2.34      | \$ 2.73  |  |  |  |

 $<sup>^{</sup>m 1}$  NRG's interests in Keystone and Conemaugh (jointly owned plants) are excluded from the fuel statistics schedule



# 4Q 2016 Generation & Operational Performance Metrics

|                                 | 2016                    | 2015                    |               |          | 20               | 016              | 20               | 15               |
|---------------------------------|-------------------------|-------------------------|---------------|----------|------------------|------------------|------------------|------------------|
| (MWh 000's)                     | Generation <sup>1</sup> | Generation <sup>1</sup> | MWh<br>Change | % Change | EAF <sup>2</sup> | NCF <sup>3</sup> | EAF <sup>2</sup> | NCF <sup>3</sup> |
| Gulf Coast – Texas 8,367 7,346  |                         | 1,021                   | 14%           | 82%      | 36%              | 82%              | 31%              |                  |
| Gulf Coast - South Central      | 3,217                   | 4,118                   | (901)         | (22%)    | 75%              | 34%              | 82%              | 44%              |
| East                            | 6,365                   | 6,542                   | (178)         | (3%)     | 77%              | 13%              | 87%              | 12%              |
| West                            | 1,104                   | 1,348                   | (244)         | (18%)    | 96%              | 8%               | 91%              | 10%              |
| Renewables                      | 915                     | 1,000                   | (84)          | (8%)     | 97%              | 40%              | 97%              | 40%              |
| NRG Yield <sup>4</sup>          | 2,601                   | 2,773                   | (172)         | (6%)     | 98%              | 21%              | 98%              | 23%              |
| Total                           | 22,569                  | 23,126                  | (558)         | (2%)     | 83%              | 21%              | 87%              | 20%              |
| Gulf Coast - Texas Nuclear      | 2,092                   | 1,589                   | 503           | 32%      | 83%              | 81%              | 63%              | 61%              |
| Gulf Coast - Texas Coal         | 5,558                   | 4,077                   | 1,481         | 36%      | 80%              | 60%              | 84%              | 44%              |
| Gulf Coast - South Central Coal | 673                     | 585                     | 88            | 15%      | 59%              | 33%              | 90%              | 29%              |
| East Coal                       | 4,925                   | 5,076                   | (151)         | (3%)     | 73%              | 30%              | 90%              | 23%              |
| Baseload                        | 13,247                  | 11,327                  | 1,921         | 17%      | <b>75%</b>       | 44%              | 86%              | 32%              |
| Renewables Solar                | 360                     | 336                     | 24            | 7%       | 99%              | 42%              | 100%             | 44%              |
| Renewables Wind                 | 555                     | 663                     | (109)         | (16%)    | 96%              | 40%              | 96%              | 39%              |
| NRG Yield Solar                 | 213                     | 226                     | (13)          | (6%)     | 99%              | 21%              | 100%             | 22%              |
| NRG Yield Wind                  | 1,460                   | 1,373                   | 87            | 6%       | 97%              | 32%              | 96%              | 30%              |
| Intermittent                    | 2,588                   | 2,598                   | (11)          | (0%)     | 97%              | 33%              | 97%              | 32%              |
| East Oil                        | 48                      | 100                     | (52)          | (52%)    | 81%              | 0%               | 87%              | 1%               |
| Gulf Coast – Texas Gas          | 717                     | 1,680                   | (963)         | (57%)    | 84%              | 6%               | 84%              | 14%              |
| Gulf Coast - South Central Gas  | 2,544                   | 3,533                   | (989)         | (28%)    | 80%              | 35%              | 80%              | 48%              |
| East Gas                        | 1,391                   | 1,367                   | 24            | 2%       | 78%              | 8%               | 84%              | 9%               |
| West Gas                        | 1,104                   | 1,348                   | (244)         | (18%)    | 96%              | 8%               | 91%              | 10%              |
| NRG Yield Conventional          | 431                     | 669                     | (238)         | (36%)    | 99%              | 10%              | 99%              | 15%              |
| NRG Yield Thermal <sup>4</sup>  | 497                     | 505                     | (8)           | (2%)     | 95%              | 7%               | 92%              | 27%              |
| Intermediate / Peaking          | 6,734                   | 9,202                   | (2,469)       | (27%)    | 85%              | 9%               | 87%              | 13%              |

<sup>&</sup>lt;sup>1</sup> Excludes line losses, station service and other items; <sup>2</sup> EAF – Equivalent Availability Factor; <sup>3</sup> NCF – Net Capacity Factor; <sup>4</sup> Includes MWh (thermal heating & chilled water generation); NCF not inclusive of MWht



# Full Year 2016 Generation & Operational Performance Metrics

|                                     | 2016                    | 2015                    |               | _        | 20               | 16               | 20               | 15               |
|-------------------------------------|-------------------------|-------------------------|---------------|----------|------------------|------------------|------------------|------------------|
| (MWh 000's)                         | Generation <sup>1</sup> | Generation <sup>1</sup> | MWh<br>Change | % Change | EAF <sup>2</sup> | NCF <sup>3</sup> | EAF <sup>2</sup> | NCF <sup>3</sup> |
| Gulf Coast – Texas 37,677 40,977 (3 |                         | (3,301)                 | (8%)          | 88%      | 40%              | 88%              | 44%              |                  |
| Gulf Coast - South Central          | 13,423                  | 16,701                  | (3,277)       | (20%)    | 83%              | 36%              | 80%              | 45%              |
| East                                | 35,423                  | 46,286                  | (10,863)      | (23%)    | 80%              | 18%              | 84%              | 22%              |
| West                                | 4,369                   | 4,542                   | (173)         | (4%)     | 89%              | 8%               | 86%              | 8%               |
| Renewables                          | 3,883                   | 3,790                   | 93            | 2%       | 97%              | 40%              | 96%              | 37%              |
| NRG Yield <sup>4</sup>              | 11,174                  | 11,141                  | 33            | 0%       | 98%              | 23%              | 98%              | 23%              |
| Total                               | 105,950                 | 123,438                 | (17,488)      | (14%)    | 85%              | 24%              | 86%              | 27%              |
| Gulf Coast – Texas Nuclear          | 9,559                   | 8,574                   | 985           | 11%      | 95%              | 93%              | 85%              | 83%              |
| Gulf Coast – Texas Coal             | 21,738                  | 24,258                  | (2,520)       | (10%)    | 85%              | 59%              | 89%              | 66%              |
| Gulf Coast - South Central Coal     | 2,882                   | 5,043                   | (2,161)       | (43%)    | 72%              | 36%              | 75%              | 52%              |
| East Coal                           | 24,614                  | 36,241                  | (11,627)      | (32%)    | 71%              | 34%              | 83%              | 39%              |
| Baseload                            | 58,794                  | 74,116                  | (15,322)      | (21%)    | <b>77%</b>       | 47%              | 84%              | <b>50</b> %      |
| Renewables Solar                    | 1,690                   | 1,508                   | 182           | 12%      | 100%             | 51%              | 100%             | 49%              |
| Renewables Wind                     | 2,193                   | 2,282                   | (89)          | (4%)     | 96%              | 37%              | 96%              | 35%              |
| NRG Yield Solar                     | 1,225                   | 1,213                   | 12            | 1%       | 99%              | 31%              | 100%             | 30%              |
| NRG Yield Wind                      | 6,010                   | 5,199                   | 812           | 16%      | 97%              | 34%              | 96%              | 29%              |
| Intermittent                        | 11,119                  | 10,202                  | 917           | 9%       | 97%              | 35%              | 97%              | 32%              |
| East Oil                            | 1,432                   | 1,584                   | (152)         | (10%)    | 90%              | 3%               | 87%              | 3%               |
| Gulf Coast – Texas Gas              | 6,379                   | 8,145                   | (1,766)       | (22%)    | 89%              | 14%              | 88%              | 18%              |
| Gulf Coast - South Central Gas      | 10,541                  | 11,658                  | (1,117)       | (10%)    | 86%              | 37%              | 82%              | 43%              |
| East Gas                            | 9,377                   | 8,461                   | 916           | 11%      | 80%              | 15%              | 82%              | 14%              |
| West Gas                            | 4,369                   | 4,542                   | (173)         | (4%)     | 89%              | 8%               | 86%              | 8%               |
| NRG Yield Conventional              | 1,697                   | 2,487                   | (790)         | (32%)    | 99%              | 10%              | 99%              | 15%              |
| NRG Yield Thermal <sup>4</sup>      | 2,242                   | 2,242                   | (1)           | (0%)     | 95%              | 7%               | 92%              | 27%              |
| Intermediate / Peaking              | 36,037                  | 39,120                  | (3,082)       | (8%)     | 87%              | 13%              | 86%              | 14%              |

<sup>&</sup>lt;sup>1</sup> Excludes line losses, station service and other items; <sup>2</sup> EAF – Equivalent Availability Factor; <sup>3</sup> NCF – Net Capacity Factor; <sup>4</sup> Includes MWh (thermal heating & chilled water generation); NCF not inclusive of MWHt



# In the Money Availability Calculation

"In the Money Availability" (IMA) is an NRG performance measurement leveraging Generating Availability Data System (GADS) data and market prices to calculate the percentage of generation available during periods when market prices allow these units to be dispatched profitably.

- Transitioning from Equivalent Availability Factor (EAF) to IMA allows us to measure our availability during the greatest opportunities to capture value. IMA performance measurement bridges operational performance to shareholder value.
- **TIMA** uses similar approach as GADS EAF calculation:

EAF = (<u>Avail Hours - All Eq. Unplanned Outage Hrs</u>) x 100 Period Hours

IMA = (<u>IMA Avail Hours - IMA Eq Lost Margin Hrs</u>) x 100 IMA Avail Hours

- Factors that impact IMA include forced outages, derates, maintenance, and/or extensions to planned and unplanned outages, when a unit is in the money; reserve shutdown (SH) hours are not included
- \* IMA "Available Hours" equals period hours less planned outage hours and uneconomic hours when an unplanned curtailing event occurs
- ★ IMA "Equivalent Lost Margin Hours" (ELMH) are calculated similarly Equivalent Unplanned Outage Hours (EUOH) used for EAF
  - If there is lost margin during the hour of the curtailing event, the hour is be included as both an IMA Available Hour and an IMA ELMH
  - if there is zero lost margin during the hour of the curtailing event, the hour is not included in the available hour count AND the ELMH would be zero for that hour

Appendix: Finance



# 2016 O&M, SG&A & Maintenance Capex by Segment

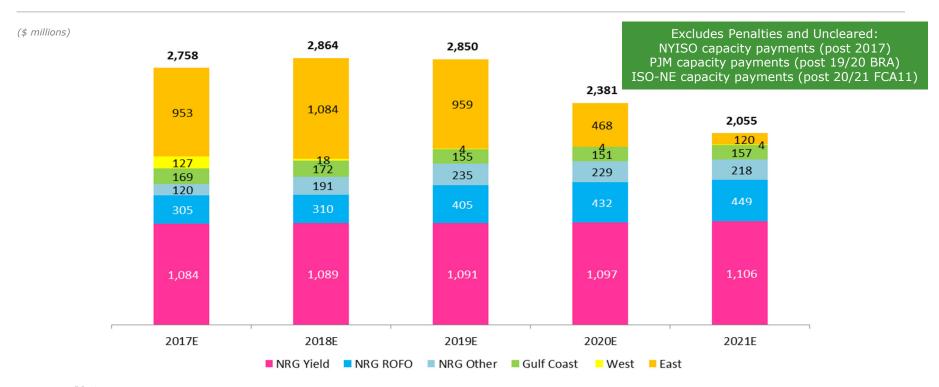
|  |     | YIELD ("NYLD") |      |     |       |       |      |        |       |        |           |    |                      |       |         |
|--|-----|----------------|------|-----|-------|-------|------|--------|-------|--------|-----------|----|----------------------|-------|---------|
|  |     | Conventional   |      |     |       |       |      |        |       |        | NRG       |    | TC                   | OTAL  |         |
| (\$ Millions)  | GEN | ERATION        | RETA | AIL | RENEW | ABLES | & Ti | nermal | Renew | vables | Corporate | CO | RPORATE <sup>1</sup> | CONSC | DLIDATE |
| GAAP Costs (Per 10K)   |     |                |      |     |       |       |      |        |       |        |           |    |                      |       |         |
| Operations and Maintenance   |     | 1,638          |      | 248 |       | 121   |      | 80     |       | 94     | -         |    | (18)                 |       | 2,16    |
| Other Cost of Operations   |     | 223            |      | 93  |       | 20    |      | 33     |       | 32     | -         |    | 2                    |       | 40      |
| SG&A   |     | 372            |      | 497 |       | 60    |      | -      |       | -      | 16        |    | 156                  |       | 1,10    |
| Total O&M and SG&A   | \$  | 2,233          | \$   | 838 | \$    | 201   | \$   | 113    | \$    | 126    | \$ 16     | \$ | 140                  | \$    | 3,66    |
| Maintenance Capex  |     | 298            |      | 27  |       | 14    |      | 12     |       | 4      | 0         |    | 12                   |       | 36      |
| Total Costs  | \$  | 2,531          | \$   | 865 | \$    | 215   | \$   | 125    | \$    | 130    | \$ 16     | \$ | 152                  | \$    | 4,03    |
| Less: Non-cash and deactivation costs                                    |     |                |      |     |       |       |      |        |       |        |           |    |                      |       |         |
| Deactivation   |     | (19)           |      | -   |       | -     |      | -      |       | -      | -         |    | (2)                  |       | (2      |
| Non-cash accretion for asset retirement obligations                      |     | (35)           |      | -   |       | (2)   |      | (1)    |       | (2)    | -         |    | (2)                  |       | (4      |
| Contract amortization for leases   |     | 49             |      | -   |       | -     |      | -      |       | 0      | -         |    | -                    |       | 4       |
| Non-cash gains/(losses) on asset disposals                               |     | (21)           |      | (1) |       | (1)   |      | (3)    |       | (3)    | -         |    | (5)                  |       | (3      |
| Total Non-cash and deactivation costs                                    | \$  | (27)           | \$   | (1) | \$    | (4)   | \$   | (3)    | \$    | (5)    | \$ -      | \$ | (9)                  | \$    | (4      |
| Less: Other adjustments  |     |                |      |     |       |       |      |        |       |        |           |    |                      |       |         |
| Intercompany revenues for services rendered                              |     | (5)            |      | (2) |       | (24)  |      |        |       |        |           |    | 31                   |       | -       |
| Operating leases   |     | (133)          |      |     |       |       |      |        |       |        |           |    |                      |       | (13     |
| Nuclear asset (O&M,SG&A and Maintenance Capex)                           |     | (235)          |      |     |       |       |      |        |       |        |           |    |                      |       | (23     |
| Total Other Adjustents   | \$  | (373)          | \$   | (2) | \$    | (24)  | \$   | -      | \$    | -      | \$ -      | \$ | 31                   | \$    | (36     |
| Total Excluded Costs & Other Adjustments                                 | \$  | (400)          | \$   | (3) | \$    | (28)  | \$   | (3)    | \$    | (5)    | \$ -      | \$ | 22                   | \$    | (41     |
| Adjusted Costs incl Maint. Capex for Benchmarking                        | \$  | 2,131          | \$   | 862 | \$    | 187   | \$   | 122    | \$    | 125    | \$ 16     | \$ | 174                  | \$    | 3,61    |
| Adjusted Costs incl Maint. Capex for Benchmarking UNITS (Capacity / RCE) | \$  | 2,131          | \$   | 862 | \$    | 187   | \$   | 122    | \$    | 125    | \$ 16     | \$ | 174                  | \$    |         |
| Net Reported MWs <sup>2</sup>  |     | 44,005         |      |     |       | 2,053 |      | 3,521  |       | 2,624  |           |    | 114                  |       | 52,     |
| Less: Nuclear Asset  |     | (1,136)        |      |     |       |       |      |        |       |        |           |    |                      |       | (1,1    |
| MWs for Benchmarking   |     | 42,869         |      |     |       | 2,053 |      | 3,521  |       | 2,624  |           |    | 114                  |       | 51,18   |

<sup>&</sup>lt;sup>1</sup> Includes Resi Solar and Consolidating Eliminations; <sup>2</sup> Includes total 900 MW of capacity for both Dunkirk which was mothballed (awaiting gas addition project) and Huntley deactivated during the year



# Fixed Contracted and Capacity Revenue (Q4-2016)

Business Review Financial Update Closing Remarks Appendix



#### Notes:

- ★ East includes cleared capacity auction for PJM through May 2020, New England ISO Forward Capacity Auction 11(FCA11) through May 2021; NY on rolling forward basis
- \* West includes committed Resource Adequacy contracts & tolling agreements
- Gulf Coast region includes South Central capacity sold into PJM/MISO auctions and Co-Op contracted revenues. Co-Op contracted revenues are also incorporated in the hedge table
- NRG Other includes renewable assets which are not part of ROFO and preferred resources projects
- NRG ROFO includes all wind, solar and conventional assets which are part of ROFO agreement including projects under construction (Carlsbad and Puente)
- \* NRG Yield includes contracted capacity, contracted energy and contracted steam revenues

**Appendix** 



## 2016 Net Capital Expenditures

| (\$ millions)  | Mainte | Maintenance |    | Environmental |    | Growth |    | otal  |
|--|--------|-------------|----|---------------|----|--------|----|-------|
| Capital Expenditures                                   |        |             |    |               |    |        |    |       |
| Generation   |        |             |    |               |    |        |    |       |
| Gulf Coast   | \$     | 157         |    | 7             |    | 8      | \$ | 172   |
| East   |        | 138         |    | 278           |    | 107    |    | 523   |
| West   |        | 3           |    | -             |    | 88     |    | 91    |
| Retail   |        | 27          |    | -             |    | 4      |    | 31    |
| Renewables   |        | 14          |    | -             |    | 308    |    | 322   |
| NRG Yield  |        | 16          |    | -             |    | 4      |    | 20    |
| Corporate  |        | 12          |    | -             |    | 73     |    | 85    |
| Total Cash Capital Expenditures                        | \$     | 367         | \$ | 285           | \$ | 592    | \$ | 1,244 |
| Other Investments <sup>1</sup>                         |        | -           |    | -             |    | 392    |    | 392   |
| Project Funding, net of fees <sup>2</sup>              |        | -           |    | -             |    | (312)  |    | (312) |
| Total Capital Expenditures and Growth Investments, net | \$     | 367         | \$ | 285           | \$ | 672    | \$ | 1,324 |

<sup>&</sup>lt;sup>1</sup> Includes investments, restricted cash and \$191 million for the acquisition of the SunEdison assets; <sup>2</sup> Includes net debt proceeds, cash grants and third-party contributions



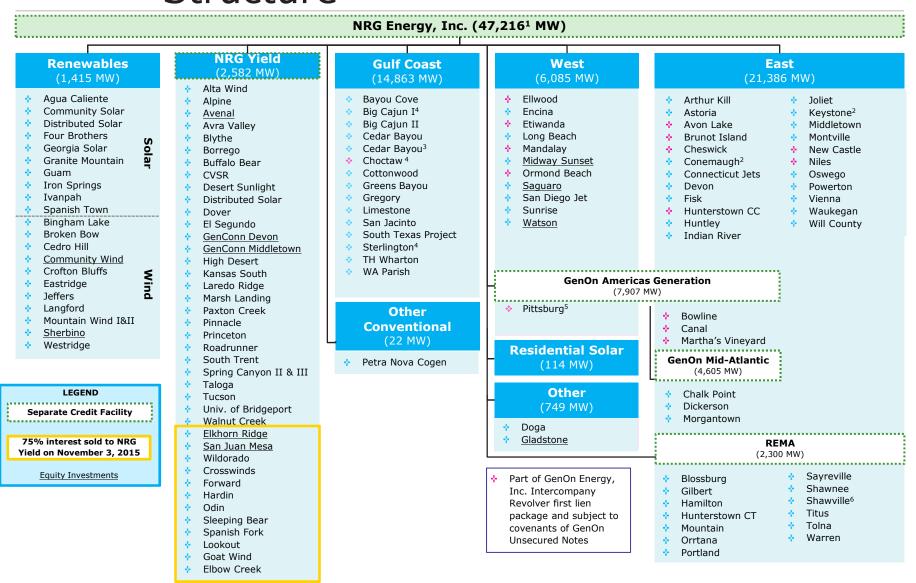
# nrg Growth Investments and Capex, Net of Financing

| (\$ millions)      |                                    | 2016A            | 2017E | 2018E |
|--------------------|------------------------------------|------------------|-------|-------|
|                    | Growth                             | 564 <sup>2</sup> | 185   | 155   |
| NRG<br>Level       | Environmental                      | 240              | 12    | 1     |
|                    | Maintenance                        | 220              | 211   | 215   |
|                    | Growth Investments and Conversions | 105              | 6     | 4     |
| GenOn              | Environmental                      | 45               | 13    | 2     |
|                    | Maintenance                        | 118              | 72    | 93    |
|                    | Growth                             | 3                | 2     | -     |
| Other <sup>1</sup> | Environmental                      | -                | -     | -     |
|                    | Maintenance                        | 29               | 35    | 27    |
|                    | Total:                             | \$1,324          | \$536 | \$497 |

<sup>&</sup>lt;sup>1</sup> Other includes NYLD, Ivanpah, and Agua Caliente; <sup>2</sup> Excludes contributions to nuclear decommissioning trust (\$41 MM)



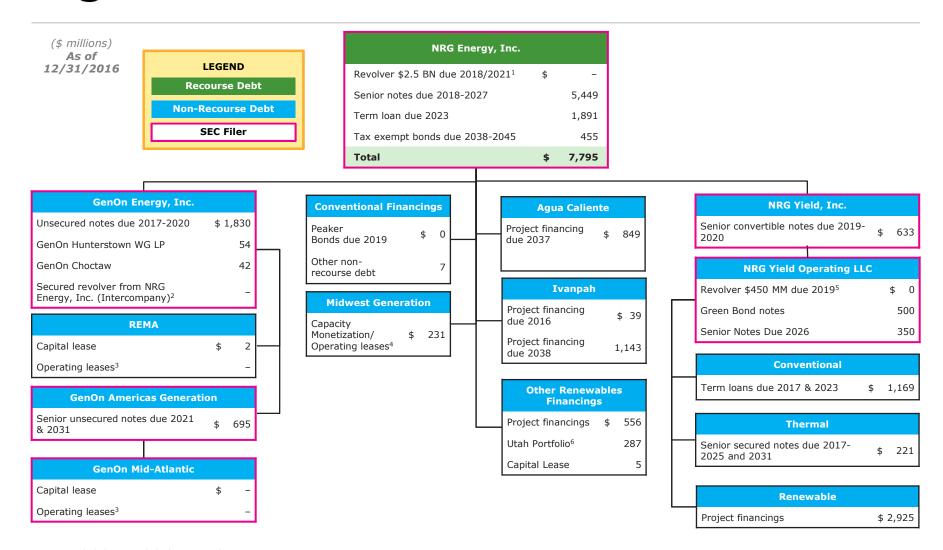
# Generation Organizational Structure



<sup>&</sup>lt;sup>1</sup> Capacity controlled by NRG as of 12/31/2016; <sup>2</sup> NRG and GenOn jointly own/lease portions of these plants; GenOn portion is subject to REMA liens; <sup>3</sup> Included as part of Peaker Finance Co; <sup>4</sup> Includes 275 MW related to Choctaw Unit 1 which is in forced outage and is expected to return to service in December 2017; <sup>5</sup> Pittsburg deactivated as of 1/1/2017 <sup>6</sup> Shawville gas conversion completed in Q4 2016



### Consolidated Debt Structure



Note: Debt balances exclude discounts and premiums

<sup>2</sup> \$272 MM of LC's were issued and \$228 MM of the Intercompany Revolver was available at GenOn

<sup>&</sup>lt;sup>1</sup> \$1,319 MM LC's issued and \$1,217 MM Revolver available at NRG

The present value of lease payments (10% discount rate) for GenOn Mid-Atlantic operating lease is \$346 MM, and the present value of lease payments (9.4% discount rate) for REMA operating lease is \$346 MM

<sup>&</sup>lt;sup>4</sup> The present value of lease payments (9.1% discount rate) for Midwest Generation operating lease is \$88 MM; this lease is guaranteed by NRG Energy, Inc. <sup>5</sup> \$60 MM of LC's were issued and \$435 MM of the Revolver was available at NYLD

<sup>&</sup>lt;sup>6</sup> Includes Four Brothers Holdings, Iron Springs Renewables, and Granite Mountain Renewables



## Recourse / Non-Recourse Debt

| (\$ millions)                                   | 12, | /31/2016 | 09/ | 30/2016 | 06/ | 30/2016 | 03/ | 31/2016 |
|---|-----|----------|-----|---------|-----|---------|-----|---------|
| Recourse Debt                                   |     |          |     |         |     |         |     |         |
| Term Loan Facility                              | \$  | 1,891    | \$  | 1,895   | \$  | 1,900   | \$  | 1,961   |
| Senior Notes                                    |     | 5,449    |     | 5,827   |     | 5,889   |     | 5,962   |
| Tax Exempt Bonds                                |     | 455      |     | 455     |     | 455     |     | 455     |
| Recourse Debt Subtotal                          | \$  | 7,795    | \$  | 8,177   | \$  | 8,244   | \$  | 8,378   |
| Non-Recourse Debt                               |     |          |     |         |     |         |     |         |
| Total NRG Yield <sup>1,2</sup>                  | \$  | 5,798    | \$  | 5,733   | \$  | 5,583   | \$  | 5,634   |
| GenOn Senior Notes                              |     | 1,830    |     | 1,830   |     | 1,830   |     | 1,830   |
| GenOn Americas Generation Notes                 |     | 695      |     | 695     |     | 695     |     | 695     |
| GenOn Other (including Capital Leases)          |     | 98       |     | 54      |     | 55      |     | 58      |
| Renewables <sup>2</sup>                         |     | 2,879    |     | 2,586   |     | 2,487   |     | 2,495   |
| Conventional                                    |     | 238      |     | 257     |     | 277     |     | 85      |
| Non-Recourse Debt and Capital Lease<br>Subtotal | \$  | 11,538   | \$  | 11,155  | \$  | 10,927  | \$  | 10,797  |
|   |     |          |     |         |     |         |     |         |
| Total Debt                                      | \$  | 19,333   | \$  | 19,332  | \$  | 19,171  | \$  | 19,175  |

Note: Debt balances exclude discounts and premiums

<sup>&</sup>lt;sup>1</sup> Includes convertible notes and project financings, including \$189 MM related to Viento - NRG owns 25% of the project; <sup>2</sup> NRG Yield has been recast following the CVSR drop down on 09/01/2016





### nrg. GenOn: Organizational Structure

MWs and Balances as of 12.31.16 Subject to restricted payments GenOn Energy, Inc. (16,423 MW) 7.875% Unsecured Notes, due 2017 \$691 9.500% Unsecured Notes, due 2018 \$649 9.875% Unsecured Notes, due 2020 \$490 Secured Revolver from NRG Energy, Inc. (Intercompany)<sup>1</sup> Total Debt<sup>2</sup> \$1,830 **Consolidated Cash Balance** \$1,034 GenOn Energy Holdings REMA (2,300 MW) GenOn Americas Generation (7,907 MW) (formerly "MAGI") Rest of GenOn Inc (6,216 MW) Capital Leases \$2 8.500% Senior Unsecured Notes, due 2021 \$366 Vendor Financing (Hunterstown)<sup>6</sup> \$54 Operating Leases4 \$346 9.125% Senior Unsecured Notes, due 2031 \$329 Vendor Financing (Choctaw)6 \$42 **Consolidated Cash Balance** \$100 Total Debt<sup>5</sup> \$695 Asset ISO MW ISO Asset MW ISO MW ISO Asset Consolidated Cash Balance (includes "MIRMA") \$471 Hunterstown 659 P1M 810 P1M Avon Lake Blossburg Portland 169 Brunot Island Mandalay CAISO 282 Sayreville 217 PJM . New Castle 328 Cheswick 565 438 Shawnee 20 P1M Choctaw 9 800 SERC 25 P1M Hamilton Shawville 603 PJM Ellwood CAISO Ormond Beach 1,516 CAISO Rest of GenOn Americas (3,302 MW) Hunterstown CT 60 Titus 31 PJM GenOn Mid-Atlantic (4,605 MW) ("MIRMA") + Etiwanda 640 Keystone<sup>3</sup> 285 Tolna PJM No Debt Operating Leases4 \$583 57 PJM \$471 **Consolidated Cash Balance** 20 Orrtanna <u>ISO</u> Asset MW ISO Asset MW . Chalk Point 2,279 PJM NYISO Bowline 1.147 Dickerson 849 PJM ISONE Canal Units 1-2 1,112 Martha's Vinevard 1,477 P1M 14 ISONE Morgantown Pittsburg<sup>8</sup> 1,029 CAISO



### Schedule of Debt Maturities

| \$ in millions as of December 31, 2016                    |               |          |                   |          |  |
|---|---------------|----------|-------------------|----------|--|
|   |               | NRG      | Nonrecourse to NR |          |  |
| Issuance  | Maturity Year | Recourse | GenOn             | Yield    |  |
| 7.875% GenOn Senior Notes                                 | 2017          | \$ -     | \$ 691            | \$ -     |  |
| 7.625% NRG Senior Notes                                   | 2018          | 398      | -                 | -        |  |
| 9.50% GenOn Senior Notes                                  | 2018          | -        | 649               | -        |  |
|   | 2018 Total    | 398      | 649               | -        |  |
| 3.5% NRG Yield, Inc. Convertible Notes                    | 2019          | -        | -                 | 345      |  |
| 9.875% GenOn Senior Notes                                 | 2020          | -        | 490               | -        |  |
| 3.25% NRG Yield, Inc. Convertible Notes                   | 2020          | -        | -                 | 288      |  |
|   | 2020 Total    | -        | 490               | 288      |  |
| 7.875% NRG Senior Notes                                   | 2021          | 206      | -                 | -        |  |
| 8.50% GenOn Americas Generation Senior Notes              | 2021          | -        | 366               | -        |  |
|   | 2021 Total    | 206      | 366               | -        |  |
| 4.750% Tax Exempt Bonds due 2022                          | 2022          | 54       | =                 | -        |  |
| 6.25% NRG Senior Notes                                    | 2022          | 992      | =                 | -        |  |
|   | 2022 Total    | 1,046    | -                 | -        |  |
| NRG Term Loan   | 2023          | 1,891    |                   |          |  |
| 6.625% NRG Senior Notes                                   | 2023          | 869      | -                 | -        |  |
|   | 2023 Total    | 2,760    | -                 | -        |  |
| 6.25% NRG Senior Notes                                    | 2024          | 734      | -                 | -        |  |
| 5.375% Yield Operating LLC Senior Notes                   | 2024          | -        |                   | 500      |  |
|   | 2024 Total    | 734      | -                 | 500      |  |
| 7.25% NRG Senior Notes                                    | 2026          | 1,000    | -                 | -        |  |
| 5% NRG Yield Operating LLC Senior Notes                   | 2026          | -        | =                 | 350      |  |
|   | 2026 Total    | 1,000    | -                 | 350      |  |
| 6.625% NRG Senior Notes                                   | 2027          | 1,250    | -                 |          |  |
| 9.125% GenOn Americas Generation Senior Notes             | 2031          | -        | 329               | -        |  |
| 6.0% Tax Exempt Bonds                                     | 2040          | 57       | -                 | -        |  |
| 4.750% Tax Exempt Bonds                                   | 2042          | 22       | -                 | -        |  |
| 4.750% Tax Exempt Bonds                                   | 2042          | 73       | =                 | -        |  |
| 5.875% Tax Exempt Bonds                                   | 2042          | 59       | -                 | -        |  |
|   | 2042 Total    | 154      | =                 | -        |  |
| 5.375% Tax Exempt Bonds                                   | 2045          | 190      | <u>-</u>          | -        |  |
|   | Subtotal      | 7,795    | 2,525             | 1,483    |  |
| Non-Recourse Project Debt and Capital Leases <sup>1</sup> | Various       |          | 98                | 4,315    |  |
|   | Total Debt    |          | \$ 2,623          | \$ 5,798 |  |

Note: Debt balances exclude discounts and premiums  $^{\rm 1}$  Includes project-level debt and capital leases that are non-recourse to NRG, GenOn and Yield





## Appendix: Reg. G Schedules



# Reg. G: Full Year 2016 Free Cash Flow before Growth

| (\$ millions)   | 1        | 2/31/2016 |
|---|----------|-----------|
| Adjusted EBITDAR  | \$       | 3,390     |
| Less: GenOn & EME operating lease expense   |          | (133)     |
| Adjusted EBITDA   | \$       | 3,257     |
| Interest payments   |          | (1,107)   |
| Debt Extinguishment Cash Costs  |          | (120)     |
| Income tax  |          | (27)      |
| Collateral / working capital / other  |          | 69        |
| Cash Flow from Operations   | \$       | 2,072     |
| Reclassifying of net receipts (payments) for settlement of acquired derivatives that include financing elements |          | 151       |
| Merger, integration and cost-to-achieve expenses <sup>1</sup>   |          | 40        |
| Sale of Potrero land  |          | 74        |
| Return of capital from equity investments <sup>2</sup>  |          | 17        |
| Collateral  |          | (365)     |
| Adjusted Cash Flow from Operations  | \$       | 1,989     |
| Maintenance capital expenditures, net <sup>3</sup>  |          | (330)     |
| Environmental capital expenditures, net   |          | (285)     |
| Preferred dividends   |          | (2)       |
| Distributions to non-controlling interests <sup>4</sup>   |          | (163)     |
| Consolidated Free Cash Flow before Growth   | \$       | 1,209     |
| Less: FCFbG at Non-Guarantor Subsidiaries <sup>5</sup>  | <u> </u> | (516)     |
| NRG-Level Free Cash Flow before Growth  | \$       | 693       |

<sup>&</sup>lt;sup>1</sup> Cost-to-achieve expenses associated with the \$150 MM savings announced on September 2015 call <sup>2</sup> Represents cash distributions to NRG from equity investments <sup>3</sup> Includes insurance proceeds of \$37 MM <sup>4</sup> Excludes \$87MM cash distribution of debt proceeds made by Capistrano to non-controlling interests <sup>5</sup> Reflects impact from GenOn, NRG Yield, and other excluded project subsidiaries



## Reg. G: 2017 Guidance

#### Appendix Table A-1: 2017 Guidance

The following table summarizes the calculation of Free Cash Flow before Growth and provides a reconciliation to Adjusted EBITDA

| (\$ millions)   | 2017                 |
|---|----------------------|
|   | Guidance             |
| Generation and Renewables                               | \$1,135 - \$1,255    |
| Retail Mass   | 700 - 780            |
| NRG Yield   | 865                  |
| Adjusted EBITDA   | \$2,700 - \$2,900    |
| Interest payments                                       | (1,065)              |
| Debt Extinguishment Cash Cost                           |                      |
| Income tax  | (40)                 |
| Working capital / other                                 | (240)                |
| Adjusted Cash Flow from Operations                      | \$1,355 - \$1,555    |
| Maintenance capital expenditures, net                   | (310) - (340)        |
| Environmental capital expenditures, net                 | (10) - (30)          |
| Preferred dividends                                     |                      |
| Distributions to non-controlling interests <sup>1</sup> | (185) - (205)        |
| Consolidated Free Cash Flow before Growth               | \$800 - \$1,000      |
| Less: FCFbG at Non-Guarantor Subsidiaries <sup>2</sup>  | (100)                |
| NRG-Level Free Cash Flow before Growth                  | <b>\$700 - \$900</b> |

<sup>&</sup>lt;sup>1</sup> Includes Yield distributions to public shareholders, and Capistrano and Solar distributions to non-controlling interests; <sup>2</sup> Reflects impact from GenOn, NRG Yield, and other excluded project subsidiaries



#### Appendix Table A-2: Fourth Quarter 2016 Adjusted EBITDA Reconciliation by Operating Segment

| (\$ millions)   | Generation | Retail | Renewables | NRG Yield | Corp/Elim | Total   |
|---|------------|--------|------------|-----------|-----------|---------|
| Net (loss)/income   | (889)      | 316    | (204)      | (126)     | (152)     | (1,055) |
| Plus:   |            |        |            |           |           |         |
| Interest expense, net   | 9          | -      | 22         | 61        | 124       | 216     |
| Income tax  | 1          | -      | (6)        | (26)      | (48)      | (79)    |
| Loss on debt extinguishment   | -          | -      | -          | -         | 23        | 23      |
| Depreciation and amortization   | 224        | 28     | 47         | 73        | 16        | 388     |
| ARO expense   | 13         | -      | 1          | 1         | 1         | 16      |
| Amortization of contracts   | (4)        | 1      | -          | 17        | -         | 14      |
| Amortization of leases  | (12)       | -      | -          | -         | -         | (12)    |
| EBITDA  | (658)      | 345    | (140)      | -         | (36)      | (489)   |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | 6          | -      | 23         | 21        | (36)      | 14      |
| Reorganization costs  | -          | -      | -          | -         | 3         | 3       |
| Deactivation costs  | 4          | -      | -          | -         | 1         | 5       |
| Other non recurring charges   | 1          | 2      | 1          | 3         | (1)       | 6       |
| Impairment losses   | 561        | 1      | 30         | 183       | 20        | 795     |
| Impairment losses on investments  | -          | -      | 106        | -         | 15        | 121     |
| Mark-to-Market (MtM) losses/(gains) on economic hedges                          | 246        | (214)  | 6          | -         | (1)       | 37      |
| Adjusted EBITDA   | 160        | 134    | 26         | 207       | (35)      | 492     |



#### Appendix Table A-3: Fourth Quarter 2015 Adjusted EBITDA Reconciliation by Operating Segment

| (\$ millions)   | Generation | Retail | Renewables | NRG Yield | Corp/Elim | Total   |
|---|------------|--------|------------|-----------|-----------|---------|
| Net (loss)/income   | (4,690)    | 161    | (18)       | 12        | (1,823)   | (6,358) |
| Plus:   |            |        |            |           |           |         |
| Interest expense, net   | 17         | -      | 19         | 63        | 171       | 270     |
| Income tax  | (3)        | -      | (5)        | 4         | 1,389     | 1,385   |
| Loss on debt extinguishment   | -          | -      | -          | -         | (84)      | (84)    |
| Depreciation and amortization   | 223        | 33     | 46         | 75        | 16        | 393     |
| ARO expense   | 7          | -      | -          | -         | 1         | 8       |
| Amortization of contracts   | (4)        | 2      | -          | 14        | -         | 12      |
| Amortization of leases  | (12)       | -      | -          | -         | -         | (12)    |
| EBITDA  | (4,462)    | 196    | 42         | 168       | (330)     | (4,386) |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | 4          | -      | (32)       | 15        | 38        | 25      |
| Acquisition-related transaction & integration costs                             | -          | -      | -          | -         | 2         | 2       |
| Reorganization costs  | 3          | 3      | 6          | -         | 6         | 18      |
| Deactivation costs  | 3          | -      | -          | -         | -         | 3       |
| Other non recurring charges   | 4          | (1)    | 2          | 3         | 5         | 13      |
| Impairment losses   | 4,605      | -      | 8          | -         | 154       | 4,767   |
| Impairment losses on investments  | 14         | -      | -          | -         | 42        | 56      |
| Mark- to- Market (MtM) losses/(gains) on economic hedges                        | 129        | (49)   | 1          | 3         | -         | 84      |
| Adjusted EBITDA   | 300        | 149    | 27         | 189       | (83)      | 582     |



#### Appendix Table A-4: Full Year 2016 Adjusted EBITDA Reconciliation by Operating Segment

| (\$ millions)   | Generation | Retail | Renewables | NRG Yield | Corp/Elim | Total |
|---|------------|--------|------------|-----------|-----------|-------|
| Net (loss)/income   | (507)      | 1,045  | (306)      | (15)      | (1,108)   | (891) |
| Plus:   |            |        |            |           |           |       |
| Interest expense, net   | 65         | -      | 107        | 273       | 601       | 1,046 |
| Income tax  | (1)        | 1      | (20)       | (1)       | 37        | 16    |
| Loss on debt extinguishment   | -          | -      | -          | -         | 142       | 142   |
| Depreciation and amortization   | 702        | 115    | 190        | 297       | 63        | 1,367 |
| ARO expense   | 35         | -      | 2          | 3         | 2         | 42    |
| Amortization of contracts   | (18)       | 7      | 1          | 74        | (4)       | 60    |
| Amortization of leases  | (49)       | -      | -          | -         | -         | (49)  |
| EBITDA  | 227        | 1,168  | (26)       | 631       | (267)     | 1,733 |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | 30         | -      | 42         | 79        | (45)      | 106   |
| Acquisition-related transaction & integration costs                             | -          | -      | -          | -         | 7         | 7     |
| Reorganization costs  | -          | 5      | 3          | -         | 21        | 29    |
| Deactivation costs  | 19         | -      | -          | -         | 2         | 21    |
| (Gain)/loss on sale of business   | (223)      | -      | -          | -         | 79        | (144) |
| Other non recurring charges   | 21         | 1      | 1          | 6         | 5         | 34    |
| Impairment losses   | 645        | 1      | 56         | 183       | 33        | 918   |
| Impairment losses on investments  | 142        | -      | 105        | -         | 21        | 268   |
| Mark- to- Market (MtM) losses/(gains) on economic hedges                        | 644        | (364)  | 6          | -         | (1)       | 285   |
| Adjusted EBITDA   | 1,505      | 811    | 187        | 899       | (145)     | 3,257 |



#### Appendix Table A-5: Full Year 2015 Adjusted EBITDA Reconciliation by Operating Segment

| (\$ millions)   | Generation | Retail | Renewables | NRG Yield | Corp/Elim | Total   |
|---|------------|--------|------------|-----------|-----------|---------|
| Net (loss)/income   | (4,446)    | 624    | (92)       | 65        | (2,587)   | (6,436) |
| Plus:   |            |        |            |           |           |         |
| Interest expense, net   | 68         | 1      | 80         | 262       | 704       | 1,115   |
| Income tax  | -          | 1      | (18)       | 12        | 1,347     | 1,342   |
| Loss/(gain) on debt extinguishment  | -          | -      | -          | 9         | (84)      | (75)    |
| Depreciation and amortization   | 896        | 133    | 181        | 297       | 59        | 1,566   |
| ARO expense   | 32         | -      | -          | 2         | 1         | 35      |
| Amortization of contracts   | (10)       | 6      | 1          | 54        | -         | 51      |
| Amortization of leases  | (50)       | -      | -          | -         | -         | (50)    |
| EBITDA  | (3,510)    | 765    | 152        | 701       | (560)     | (2,452) |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | 27         | -      | (20)       | 49        | 34        | 90      |
| Acquisition-related transaction & integration costs                             | -          | 1      | -          | 3         | 6         | 10      |
| Reorganization costs  | 3          | 3      | 6          | -         | 6         | 18      |
| Deactivation costs  | 11         | -      | -          | -         | -         | 11      |
| Gain on sale of business  | -          | -      | (3)        | -         | -         | (3)     |
| Other non recurring charges   | 20         | (12)   | 7          | 3         | 16        | 34      |
| Impairment losses   | 4,827      | 36     | 13         | -         | 154       | 5,030   |
| Impairment losses on investments  | 14         | -      | -          | -         | 42        | 56      |
| Mark -to- Market (MtM) losses on economic hedges                                | 367        | -      | 3          | 2         | -         | 372     |
| Adjusted EBITDA   | 1,759      | 793    | 158        | 758       | (302)     | 3,166   |



#### Appendix Table A-6: Fourth Quarter 2016 Regional Adjusted EBITDA Reconciliation for Generation

| (\$ millions)  | East                    | Gulf<br>Coast    | West          | Other       | Total        |
|--|-------------------------|------------------|---------------|-------------|--------------|
| Net (loss)/income  | (123)                   | (662)            | (92)          | (12)        | (889)        |
| Plus:  |                         |                  |               |             |              |
| Interest expense, net  | 9                       | -                | -             | -           | 9            |
| Income tax   | -                       | -                | -             | 1           | 1            |
| Depreciation and amortization  | 56                      | 157              | 11            | -           | 224          |
| ARO expense  | 2                       | 3                | 8             | -           | 13           |
| Amortization of contracts  | (5)                     | 2                | (1)           | -           | (4)          |
| Amortization of leases   | (11)                    | (1)              | -             | -           | (12)         |
|  |                         |                  |               |             |              |
| EBITDA   | (72)                    | (501)            | (74)          | (11)        | (658)        |
| EBITDA  Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates  | (72)                    | <b>(501)</b> (2) | <b>(74)</b>   | <b>(11)</b> | <b>(658)</b> |
| Adjustment to reflect NRG share of adjusted EBITDA in  | ( <b>72</b> )<br>-<br>3 |                  |               |             |              |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates  | -                       | (2)              | 4             |             | 6            |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates  Deactivation costs                              | -                       | (2)              | 4             | 4           | 6            |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates  Deactivation costs  Other non recurring charges | -<br>3<br>3             | (2)<br>-<br>1    | 4<br>1<br>(1) | 4           | 6<br>4<br>1  |



#### Appendix Table A-7: Fourth Quarter 2015 Regional Adjusted EBITDA Reconciliation for Generation

| (\$ millions)   | East  | Gulf<br>Coast | West | Other | Total   |
|---|-------|---------------|------|-------|---------|
| Net loss  | (164) | (4,488)       | (25) | (13)  | (4,690) |
| Plus:   |       |               |      |       |         |
| Interest expense, net   | 16    | -             | -    | 1     | 17      |
| Income tax  | -     | -             | -    | (3)   | (3)     |
| Depreciation and amortization   | 92    | 119           | 11   | 1     | 223     |
| ARO expense   | 4     | 1             | 2    | -     | 7       |
| Amortization of contracts   | (6)   | -             | 2    | -     | (4)     |
| Amortization of leases  | (12)  | (1)           | -    | 1     | (12)    |
| EBITDA  | (70)  | (4,369)       | (10) | (13)  | (4,462) |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | -     | (1)           | 2    | 3     | 4       |
| Reorganization costs  | -     | 3             | -    | -     | 3       |
| Deactivation costs  | 3     | -             | -    | -     | 3       |
| Other non recurring charges   | 15    | (19)          | 6    | 2     | 4       |
| Impairment losses   | 214   | 4,383         | 8    | -     | 4,605   |
| Impairment losses on investments  | -     | 14            | -    | -     | 14      |
| Mark- to- Market (MtM) losses on economic hedges                                | 23    | 103           | 3    | -     | 129     |
| Adjusted EBITDA   | 185   | 114           | 9    | (8)   | 300     |



#### Appendix Table A-8: Full Year 2016 Regional Adjusted EBITDA Reconciliation for Generation

| (\$ millions)   | East  | Gulf<br>Coast | West | Other | Total |
|---|-------|---------------|------|-------|-------|
| Net income/(loss)   | 373   | (911)         | (19) | 50    | (507) |
| Plus:   |       |               |      |       |       |
| Interest expense, net   | 65    | 1             | -    | (1)   | 65    |
| Income tax  | -     | (2)           | -    | 1     | (1)   |
| Depreciation and amortization   | 212   | 432           | 57   | 1     | 702   |
| ARO expense   | 7     | 11            | 17   | -     | 35    |
| Amortization of contracts   | (22)  | 6             | (4)  | 2     | (18)  |
| Amortization of leases  | (47)  | (2)           | -    | -     | (49)  |
| EBITDA  | 588   | (465)         | 51   | 53    | 227   |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | -     | 3             | 11   | 16    | 30    |
| Deactivation costs  | 18    | -             | 1    | -     | 19    |
| Gain on sale of assets  | (217) | -             | (6)  | -     | (223) |
| Other non recurring charges   | 7     | 16            | (1)  | (1)   | 21    |
| Impairment losses   | 135   | 367           | 143  | -     | 645   |
| Impairment losses on investments  | -     | 142           | -    | -     | 142   |
| Mark -to- Market (MtM) losses on economic hedges                                | 180   | 444           | 20   | -     | 644   |
| Adjusted EBITDA   | 711   | 507           | 219  | 68    | 1,505 |



#### Appendix Table A-9: Full Year 2015 Regional Adjusted EBITDA Reconciliation for Generation

| (\$ millions)   | East  | Gulf<br>Coast | West | Other | Total   |
|---|-------|---------------|------|-------|---------|
| Net income /(loss)  | 17    | (4,439)       | 5    | (29)  | (4,446) |
| Plus:   |       |               |      |       |         |
| Interest expense, net   | 68    | -             | 1    | (1)   | 68      |
| Depreciation and amortization   | 299   | 546           | 51   | -     | 896     |
| ARO expense   | 14    | 6             | 12   | -     | 32      |
| Amortization of contracts   | (19)  | 5             | 2    | 2     | (10)    |
| Amortization of leases  | (47)  | (3)           | -    | -     | (50)    |
| EBITDA  | 332   | (3,885)       | 71   | (28)  | (3,510) |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | -     | 3             | 8    | 16    | 27      |
| Reorganization costs  | -     | 3             | -    | -     | 3       |
| Deactivation costs  | 8     | -             | 3    | -     | 11      |
| Other non recurring charges   | 24    | (1)           | (1)  | (2)   | 20      |
| Impairment losses   | 436   | 4,383         | 8    | -     | 4,827   |
| Impairment losses on investments  | -     | 14            | -    | -     | 14      |
| Mark –to- Market (MtM) losses on economic hedges                                | 276   | 83            | 8    |       | 367     |
| Adjusted EBITDA   | 1,076 | 600           | 97   | (14)  | 1,759   |



### Appendix Table A-10: Full Year 2016 Adjusted EBITDA Reconciliation for GenOn Energy, Inc., ROFO/Other¹ and NRG Yield

| (\$ millions)   | Genon | ROFO/Other | NRG Yield |
|---|-------|------------|-----------|
| Net income/(loss)   | 81    | (477)      | (15)      |
| Plus:   |       |            |           |
| Income tax  | 11    | (11)       | (1)       |
| Interest expense, net   | 171   | 115        | 272       |
| Depreciation, Amortization, Contract Amortization, and ARO Expense              | 137   | 246        | 375       |
| EBITDA  | 400   | (127)      | 631       |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | -     | 45         | 78        |
| Deactivation costs  | 4     | (0)        | -         |
| Merger & transaction costs  | -     | -          | 1         |
| Gain on sale of business  | (223) | -          | -         |
| Other Non-Recurring Charges   | 2     | 1          | 2         |
| Reorganization Costs  | 0     | 18         | -         |
| Asset Write-Offs  | 3     | 6          | 4         |
| Impairments   | 214   | 190        | 183       |
| Mark to market (MtM) losses on economic hedges                                  | 151   | 45         | -         |
| Plus: Operating lease expense   | 112   | 21         | -         |
| Adjusted EBITDAR  | 663   | 199        | 899       |
| Less: Operating lease expense   | (112) | (21)       | -         |
| Adjusted EBITDA   | 551   | 178        | 899       |

<sup>&</sup>lt;sup>1</sup> Includes Aqua Caliente, Ivanpah, Midwest Generation, Capistrano, and other assets



### Appendix Table A-11: Expected Full Year 2017 Adjusted EBITDA Reconciliation for GenOn Energy, Inc., ROFO/Other¹ and NRG Yield

| (\$ millions)   | Genon | ROFO/Other | NRG Yield |
|---|-------|------------|-----------|
| Net (loss)/income   | (147) | 84         | 110       |
| Plus:   |       |            |           |
| Income tax  | -     | -          | 20        |
| Interest expense, net   | 186   | 68         | 310       |
| Depreciation, Amortization, Contract Amortization, and ARO Expense              | 133   | 227        | 355       |
| EBITDA  | 173   | 379        | 795       |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | -     | -          | 70        |
| Deactivation costs  | 22    | -          | -         |
| Reorganization Costs  | -     | -          | -         |
| Mark to market (MtM) losses on economic hedges                                  | (50)  | 21         | -         |
| Plus: Operating lease expense   | 112   | 21         | -         |
| Adjusted EBITDAR  | 257   | 421        | 865       |
| Less: Operating lease expense   | (112) | (21)       | -         |
| Adjusted EBITDA   | 145   | 400        | 865       |

<sup>&</sup>lt;sup>1</sup> Includes Aqua Caliente, Ivanpah, Midwest Generation, Capistrano, and other assets



Appendix Table A-12: Expected Full Year 2017 Free Cash Flow before Growth Reconciliation for GenOn Energy, Inc., and NRG Yield (NYLD) / Other¹: The following table summarizes the calculation of Free Cash Flow before Growth and provides a reconciliation to Adjusted EBITDA

| (\$ millions)  | 2017 FY |             |       |
|--|---------|-------------|-------|
|  | Genon   | NYLD /Other | Total |
| Adjusted EBITDA  | 145     | 1,265       | 1,410 |
| Interest payments                                      | (240)   | (350)       | (590) |
| Collateral / working capital / other                   | (126)   | (164)       | (290) |
| Cash Flow from Operations                              | (221)   | 751         | 530   |
| Sale of Potrero land                                   | -       | -           | -     |
| Return of capital from equity investments <sup>2</sup> | -       | -           | -     |
| Collateral   | -       | -           | -     |
| Adjusted Cash Flow from Operations                     | (221)   | 751         | 530   |
| Maintenance capital expenditures, net                  | (72)    | (35)        | (107) |
| Environmental capital expenditures, net                | (7)     | -           | (7)   |
| Distributions to NRG                                   | -       | (142)       | (142) |
| Distributions to non-controlling interests             | -       | (174)       | (174) |
| Free Cash Flow before Growth                           | (300)   | 400         | 100   |

<sup>&</sup>lt;sup>1</sup> Includes NRG Yield and other assets (primarily Aqua Caliente, Ivanpah, and Capistrano); <sup>2</sup> Represents cash distributions from equity investments

**Appendix** 



**Appendix Table A-13: 2017 Adjusted EBITDA Guidance Reconciliation**: The following table summarizes the calculation of Adjusted EBITDA providing reconciliation to net income:

|   | 2017 Adjusted EBITDA<br>Guidance |       |  |
|---|----------------------------------|-------|--|
| (\$ millions)   | Low                              | High  |  |
| GAAP Net Income <sup>1</sup>  | 60                               | 260   |  |
| Income tax  | 80                               | 80    |  |
| Interest Expense and Debt Extinguishment Costs                                  | 1,155                            | 1,155 |  |
| Depreciation, Amortization, Contract<br>Amortization and ARO Expense            | 1,235                            | 1,235 |  |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | 110                              | 110   |  |
| Other Costs <sup>2</sup>  | 60                               | 60    |  |
| Adjusted EBITDA   | 2,700                            | 2,900 |  |

 $<sup>^{1}</sup>$  For purposes of guidance, fair value accounting related to derivatives are assumed to be zero.

<sup>&</sup>lt;sup>2</sup> Includes deactivation costs, gain on sale of businesses, reorganization costs, asset write-offs, impairments and evgo Califonia settlement



#### Appendix Table A-14: Full Year 2013 & 2014 Adjusted EBITDA Reconciliation - Retail

| (\$ millions)   | 2013  | 2014 |
|---|-------|------|
| Net income/(loss)   | 548   | (24) |
| Plus:   |       |      |
| Interest expense, net   | 3     | 2    |
| Income tax  | 0     | 1    |
| Loss on debt extinguishment   | -     | -    |
| Depreciation, amortization, and ARO expense                                     | 146   | 134  |
| Amortization of contracts   | 55    | 4    |
| Amortization of leases  |       | -    |
| EBITDA  | 752   | 117  |
| Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates | -     | -    |
| Acquisition-related transaction & integration costs                             | 0     | 3    |
| Reorganization costs  | -     | -    |
| Deactivation costs  | -     | -    |
| (Gain)/loss on sale of business   | -     | -    |
| Other non recurring charges   | 3     | 5    |
| Impairment losses   | 0     | -    |
| Impairment losses on investments  | -     | -    |
| Mark- to- Market (MtM) losses/(gains) on economic hedges                        | (150) | 507  |
| Adjusted EBITDA   | 605   | 632  |



EBITDA and Adjusted EBITDA are non-GAAP financial measures. These measurements are not recognized in accordance with GAAP and should not be viewed as an alternative to GAAP measures of performance. The presentation of Adjusted EBITDA should not be construed as an inference that NRG's future results will be unaffected by unusual or non-recurring items.

EBITDA represents net income before interest (including loss on debt extinguishment), taxes, depreciation and amortization. EBITDA is presented because NRG considers it an important supplemental measure of its performance and believes debt-holders frequently use EBITDA to analyze operating performance and debt service capacity. EBITDA has limitations as an analytical tool, and you should not consider it in isolation, or as a substitute for analysis of our operating results as reported under GAAP. Some of these limitations are:

EBITDA does not reflect cash expenditures, or future requirements for capital expenditures, or contractual commitments;

EBITDA does not reflect changes in, or cash requirements for, working capital needs;

EBITDA does not reflect the significant interest expense, or the cash requirements necessary to service interest or principal payments, on debt or cash income tax payments;

Although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future, and EBITDA does not reflect any cash requirements for such replacements; and

Other companies in this industry may calculate EBITDA differently than NRG does, limiting its usefulness as a comparative measure.

Because of these limitations, EBITDA should not be considered as a measure of discretionary cash available to use to invest in the growth of NRG's business. NRG compensates for these limitations by relying primarily on our GAAP results and using EBITDA and Adjusted EBITDA only supplementally. See the statements of cash flow included in the financial statements that are a part of this news release.

Adjusted EBITDA is presented as a further supplemental measure of operating performance. As NRG defines it, Adjusted EBITDA represents EBITDA excluding impairment losses, gains or losses on sales, dispositions or retirements of assets, any mark-to-market gains or losses from accounting for derivatives, adjustments to exclude the Adjusted EBITDA related to the non-controlling interest, gains or losses on the repurchase, modification or extinguishment of debt, the impact of restructuring and any extraordinary, unusual or non-recurring items plus adjustments to reflect the Adjusted EBITDA from our unconsolidated investments. The reader is encouraged to evaluate each adjustment and the reasons NRG considers it appropriate for supplemental analysis. As an analytical tool, Adjusted EBITDA is subject to all of the limitations applicable to EBITDA. In addition, in evaluating Adjusted EBITDA, the reader should be aware that in the future NRG may incur expenses similar to the adjustments in this news release.

Management believes Adjusted EBITDA is useful to investors and other users of NRG's financial statements in evaluating its operating performance because it provides an additional tool to compare business performance across companies and across periods and adjusts for items that we do not consider indicative of NRG's future operating performance. This measure is widely used by debt-holders to analyze operating performance and debt service capacity and by equity investors to measure our operating performance without regard to items such as interest expense, taxes, depreciation and amortization, which can vary substantially from company to company depending upon accounting methods and book value of assets, capital structure and the method by which assets were acquired. Management uses Adjusted EBITDA as a measure of operating performance to assist in comparing performance from period to period on a consistent basis and to readily view operating trends, as a measure for planning and forecasting overall expectations, and for evaluating actual results against such expectations, and in communications with NRG's Board of Directors, shareholders, creditors, analysts and investors concerning its financial performance.



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Adjusted cash flow from operating activities is a non-GAAP measure NRG provides to show cash from operations with the reclassification of net payments of derivative contracts acquired in business combinations from financing to operating cash flow, as well as the add back of merger, integration and related restructuring costs. The Company provides the reader with this alternative view of operating cash flow because the cash settlement of these derivative contracts materially impact operating revenues and cost of sales, while GAAP requires NRG to treat them as if there was a financing activity associated with the contracts as of the acquisition dates. The Company adds back merger, integration related restructuring costs as they are one time and unique in nature and do not reflect ongoing cash from operations and they are fully disclosed to investors.

Free cash flow (before Growth investments) is adjusted cash flow from operations less maintenance and environmental capital expenditures, net of funding, preferred stock dividends and distributions to non-controlling interests and is used by NRG predominantly as a forecasting tool to estimate cash available for debt reduction and other capital allocation alternatives. The reader is encouraged to evaluate each of these adjustments and the reasons NRG considers them appropriate for supplemental analysis. Because we have mandatory debt service requirements (and other non-discretionary expenditures) investors should not rely on free cash flow before Growth investments as a measure of cash available for discretionary expenditures.

Free Cash Flow before Growth Investment is utilized by Management in making decisions regarding the allocation of capital. Free Cash Flow before Growth Investment is presented because the Company believes it is a useful tool for assessing the financial performance in the current period. In addition, NRG's peers evaluate cash available for allocation in a similar manner and accordingly, it is a meaningful indicator for investors to benchmark NRG's performance against its peers. Free Cash Flow before Growth Investment is a performance measure and is not intended to represent net income (loss), cash from operations (the most directly comparable U.S. GAAP measure), or liquidity and is not necessarily comparable to similarly titled measures reported by other companies.