

NRG Energy, Inc.

# Fourth Quarter 2014 Results Presentation

February 27, 2015



#### **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 have been correct, and actual results may vary materially. Factors that could cause actual results to differ materially from those contemplated above include, among others, general economic conditions, hazards customary in the power industry, weather conditions, 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 and repowerings, our ability to implement value enhancing improvements to plant operations and companywide processes, our ability to obtain federal loan guarantees, 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 and to grow our NRG Home Solar business, 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, the 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 complete share repurchases under the Capital Allocation Plan 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 27, 2015. These estimates are based on assumptions 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.



### **Strategic Update**

**David Crane** 

### **NRG Business**

Mauricio Gutierrez

### **NRG Home**

Steve McBee

### **Financial Results**

Kirk Andrews

### **Closing Remarks and Q&A**

**David Crane** 



### 2014 Year in Review

Delivered on 2014 and Reaffirming 2015 Adjusted EBITDA Guidance...

(\$ millions)	Adjusted EBITDA					
	2014A	2015 Guidance				
Business & Renew <sup>1</sup>	\$2,134	\$1,920 - \$2,045				
Home Retail	604	575 - 650				
Home Solar <sup>2</sup>	(65)	N/A				
NRG Yield	455	705				
Total	\$3,128	\$3,200 – \$3,400				

...While Executing on Key Growth Initiatives Across the Platform

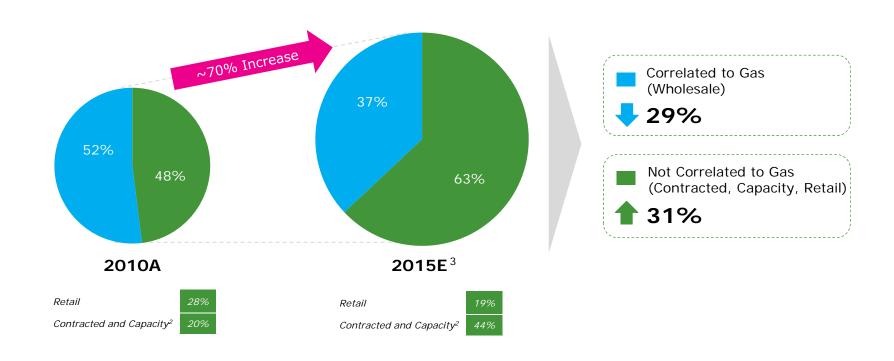
- ✓ Exceeded Integration Targets for Edison Mission and Dominion
- ✓ Established NRG Home Solar by combining legacy Residential Solar Solutions with the acquisition of RDS and Pure Energies
- ▼ Enhanced corporate liquidity by proving NRG Yield platform through the execution of drop downs
- ✓ Launched NRG Carbon 360; whose Parish CCS-EOR project will be the largest post combustion carbon capture project in the world
- ✓ Maintained balanced capital allocation through dividend increase and resumption of share repurchase program

NRG Continues to Deliver on Our Present Financial Objectives While Investing for the Future



# A Multi-Year Transformation Underway...

### % of Economic Gross Margin<sup>1</sup>



#### ... That Has Delivered Growth While Reducing Merchant Exposure

<sup>&</sup>lt;sup>1</sup> Economic Gross Margin includes realized energy and operating gross margins, capacity, contract and other revenues, and commercial optimization activity

<sup>&</sup>lt;sup>2</sup> Includes New Business, Home Solar, B2B, Carbon 360, Corporate Costs and DGen

<sup>&</sup>lt;sup>3</sup> Based on NRG's Midpoint financial guidance



NRG Business's <u>Unparalleled</u> Competitive Generation Portfolio poised to capture value during the oncoming retirement 'tsunami'....

...Coupled with NRG Home - a leading Retail Energy Platform providing <u>Stability</u> through the integrated platform and <u>Growth</u> through Home Solar and capturing more of the customer's wallet...

...Further <u>Enhanced</u> by winning the race to a clean energy economy through NRG Renew's efforts around distributed solar, Carbon 360's first mover advantage in turning CO<sub>2</sub> from a liability to an asset, and EVGO's leading independent network for electric vehicle charging...

...All While <u>Augmenting Growth and Liquidity</u> through NRG Yield and maintaining our long term commitment to <u>Returning Capital</u> to shareholders and to <u>Prudent Balance Sheet Management</u>



### **NRG Business**



# 2014 NRG Business Highlights

- Maintain best in class safety standards and manage operational performance across combined fleet
  - ▼ Top quartile safety performance with an OSHA rate of 0.73
  - Solid operating performance during polar vortex and peak price periods
- \* Execute on and integrate key acquisitions and continued execution of integrated wholesale/retail platform
  - Successful integration of Edison Mission and Alta
  - Achieved positive commercial results during extreme winter weather and with summer hedging activities
- Execute on operational synergies and fornrg targets
  - Delivered \$100 MM in synergies from Edison Mission and \$198 MM in annaginitative improvements
- Deliver construction projects, including gas conversions and environmental compliance, on time and budget
  - ✓ Announced comprehensive Midwest Generation asset optimization plan
  - Completed AQCS projects at Conemaugh, Waukegan 7, Powerton 6 and Big Cajun on-time and on-budget
- Expand Distributed Generation efforts
  - Won 178 MW of preferred resources with Southern California Edison in California
  - ✓ Completed acquisition and integration of Omaha Energy Center at NYLD





# Repositioning the Portfolio

		MW	Project Focus	Estimated COD	Status
ther	Petra Nova Parish Project	NM	CCS / EOR	Fall'16	
Repowering / Other	Carlsbad <sup>1</sup>	633	Natural Gas	Fall'17	
owerir	Mandalay <sup>1</sup>	262	Natural Gas	Spring'20	
Repo	P.H. Robinson Peaker	360 <sup>4</sup>	Natural Gas	Spring'16	
SUC	Big Cajun II Unit 2 / Dunkirk	1,020	Natural Gas	Spring'15/'16	
Fuel Conversions	GenOn Facilities <sup>2</sup>	2,055	Natural Gas & Ultra- Low Sulfur Diesel	Summer'16	
Cor	Joliet Units 6-8 <sup>3</sup>	1,326	Natural Gas	Summer'16	
ental	Waukegan 8 / Powerton 5 <sup>3</sup>	1,130	DSI/ESP Upgrade	Spring'15 / Fall '16	
Environmental Compliance	Parish 5-8 / Limestone 1-2	4,193	ACI & CEMS	Spring'15	
Envil	Big Cajun II Units 1, 3	921	ACI & DSI	Spring'15	

### A Significant Pipeline – All on Schedule

<sup>&</sup>lt;sup>1</sup> Subject to applicable regulatory approvals and permits

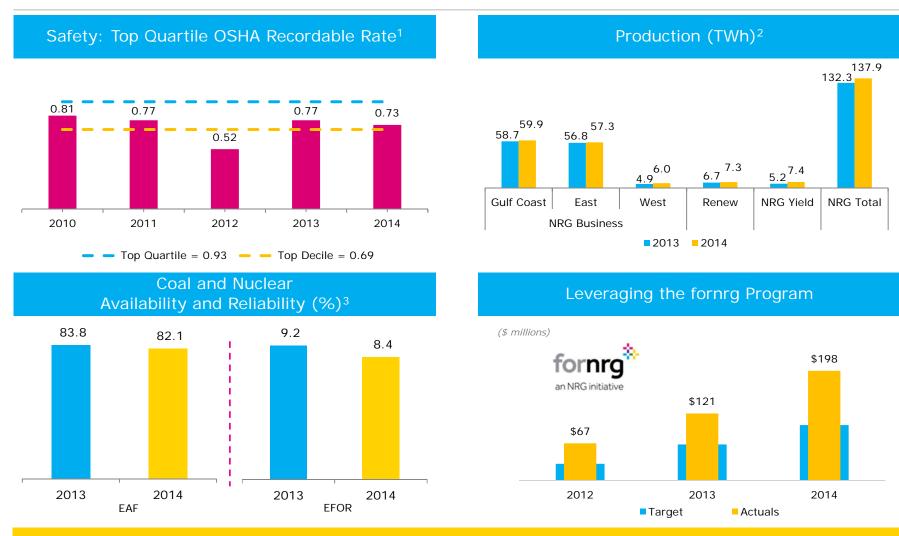
<sup>&</sup>lt;sup>2</sup> Includes Avon Lake Units 7&9, New Castle Units 3-5, Portland Units 1-2 and Shawville Units 1-4

<sup>&</sup>lt;sup>3</sup> Assets owned by MidWest Generation

<sup>&</sup>lt;sup>4</sup> Represents average annual peaking capacity



# NRG Business: Operational Metrics



Strong Operational Performance Particularly During Peak Price Periods

Note: 2013 data pro forma for Edison Mission acquisition

<sup>&</sup>lt;sup>1</sup> Top decile and top quartile based on Edison Electric Institute 2011 Total Company Survey results; Pre-2013 performance shown is for NRG standalone (not pro forma for GenOn combination)

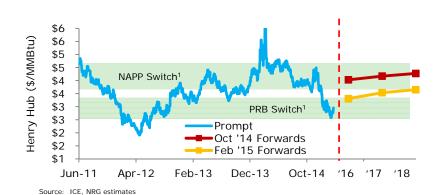
<sup>&</sup>lt;sup>2</sup> All NRG-owned domestic generation; Excludes line losses, station service, and other items; Not pro forma for Alta Wind acquisition

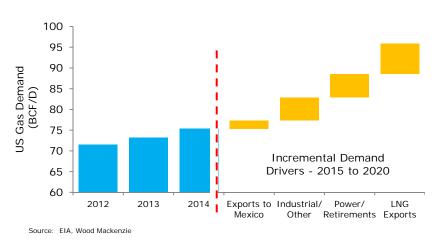
<sup>&</sup>lt;sup>3</sup> EFOR = Equivalent Forced Outage Rate; EAF = Equivalent Availability Factor



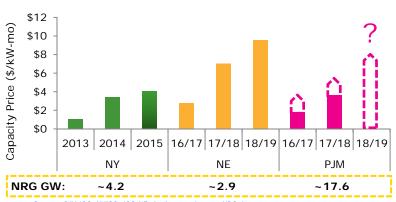
### Market Outlook: Gas & East

### Natural Gas: Significant Demand Drivers to Meet Increasing Production

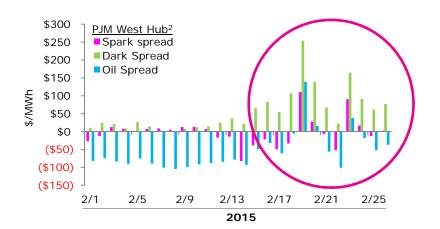




### East: Benefiting from Capacity Reforms and Fuel Diversity



Source: PJM ISO, NYISO, ISO-NE, Analyst's estimates, NRG data



#### NRG's Portfolio Remains Well-Positioned to Capture Market Upside

<sup>&</sup>lt;sup>1</sup> Switching costs take into consideration variations in fuel costs (including gas basis), transportation costs, combined cycle and coal units heat rates and VOM.

<sup>&</sup>lt;sup>2</sup> Spark Spread based on 8HR x TETCO-M3 vs. Peak Day Ahead Clearing Price for PJM WEST Hub; Dark Spread based on 10HR x NAPP vs. Peak Day Ahead Clearing Price for PJM WEST Hub; Oil Spread based on 10HR x Platts/#2 vs. Peak Day Ahead Clearing Price for PJM WEST Hub.



### Market Outlook: ERCOT

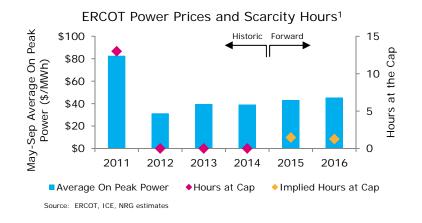
#### **Diversified Demand Growth**

#### **ERCOT Load by Sector** 13 RES Rolling 12 month average (TWh) 12 COM 11 IND 10 9 2008 2002 2004 2006 2010 2012 2014 Source: EIA

#### NRG Coal Assets: Environmentally Compliant

			CSAPR		MATS	
Plant	MW	Coal Type	SO2	NOx	Mercury	Proposed Regional Haze
Limestone	1,689	PRB/Lig Blend	Wet Scrub	LNBOFA/ SNCR <sup>2</sup>	ACI <sup>2</sup>	Upgrades
Parish 5-7	1,894	PRB	Co-benefit FF	SCR	ACI <sup>2</sup>	N/A
Parish 8	610	PRB	Wet Scrub	SCR	ACI <sup>2</sup>	N/A

#### Forwards Not Reflecting Fundamentals



- New price cap of \$9,000/MWh in summer 2015
- Supply at risk due to potential environmental regulations and current economics
- Diversified demand mitigates impact of lower oil prices

Fundamentals in ERCOT Remain Strong Regardless of Current Oil Prices

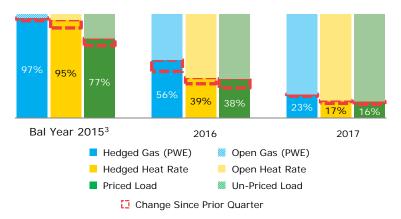
<sup>1</sup> Actual hours at the cap based on ERCOT 15 minute Real Time clears. Implied hours at the cap based on the difference between market forwards and 12 HR x HSC gas



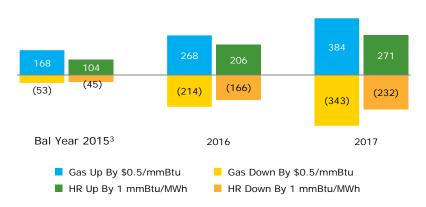


## Managing Commodity Price Risk

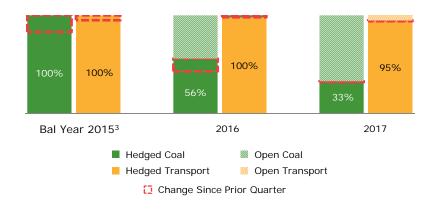
### Coal and Nuclear Generation and Retail Hedge Position<sup>1,2</sup>



## Coal and Nuclear Generation Sensitivity to Gas Price and Heat Rate<sup>1,4</sup>



#### Coal and Transport Hedge Position<sup>1,5</sup>



#### Commercial Highlights

- Strong performance during 'Polar Vortex' events in winter of 2014
- Improved rail coal deliveries across portfolio
- Successful hedging in late 2014 supports 2015 earnings guidance

<sup>1</sup> Portfolio as of 2/19/2015

<sup>&</sup>lt;sup>2</sup> Retail Priced Load includes Term load, Hedged Month-to-month load, and Indexed load

<sup>&</sup>lt;sup>3</sup> Bal Year 2015 defined as March through December of 2015

<sup>&</sup>lt;sup>4</sup> Price sensitivity reflects gross margin change from \$0.5/mmBtu gas price, 1 mmBtu/MWh heat rate move

<sup>&</sup>lt;sup>5</sup> Coal position excludes existing coal inventory



### **NRG Home**





# NRG Home: Highlights and Key Metrics

#### 2014 NRG Home Highlights

- Delivered \$604 MM Home Retail Adjusted EBITDA with YoY customer count growth
- Achieved 16% reduction in cost per customer and 21% reduction in bad debt rate
- \* Established leading Residential Solar platform
- Expanded product offering and advanced cross-selling

### Strong Growth in Home Retail Recurring Customers 1,2

(in thousands)

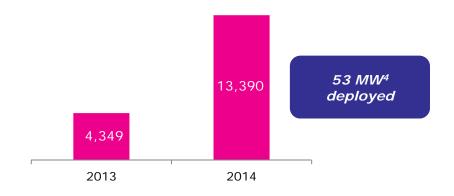


#### Home Retail Adjusted EBITDA<sup>1</sup> Up 15%

(\$ millions)



Enhanced Home Solar Customer Base<sup>3</sup>



#### NRG Home is Building on a Solid Core with New Value-Enhancing Offerings

<sup>&</sup>lt;sup>1</sup> Excludes C&I earnings and customers which are now included as part of NRG Business. Excludes Home Solar

<sup>&</sup>lt;sup>2</sup> Recurring customer count includes customers that subscribe to one or more recurring services, such as electricity and natural gas

<sup>3</sup> Customers represent the total number of residential customers where NRG Home Solar has installed or contracted to install a residential solar energy system;

<sup>&</sup>lt;sup>4</sup> Deployed represents total system capacity that has been completed and applied for PTO or placed in service



# 2015 Home Priorities

- Deliver on Home Retail Adjusted EBITDA guidance
- Scale to achieve transformational growth in Home Solar with 35,000 40,000 cumulative customers
- Leverage platform's scale and integrated wholesale/retail advantage
- Advance products, services and channels to expand cross-sell and customer reach nationally



## **Financial Results**



# Financial Summary

	20	014	2015
(\$ millions)	4 <sup>th</sup> Quarter	Full Year	Guidance
Business & Renew <sup>1</sup>	\$382	\$2,134	\$1,920-\$2,045
Home Retail	165	604	575-650
Home Solar <sup>2</sup>	(34)	(65)	N/A
NRG Yield	114	455	705
Adjusted EBITDA	\$627	\$3,128	\$3,200-\$3,400
Free Cash Flow before Growth	\$139	\$951	\$1,100-\$1,300

### Delivered on 2014 and Reaffirming 2015 Guidance





# Proposal for New NRG Yield Share Class<sup>1</sup>

Proposed Transaction

- Creation of two new share classes:
  - o Class C Equal economic rights with Class A stock; 1/100th voting right
  - o Class D No economic rights (same as Class B); 1/100th voting right
- 2:1 Stock split: 1 Class C to each Class A; 1 Class D to each Class B

Rationale

- \* Continued growth of company while maintaining strategic relationship with parent
- ♣ Allows NYLD to fund growth without NRG capital (>\$20 BN of capacity)
- More consistent with structures of competing entities

Amended ROFO Agreement

- NRG and NYLD agree to expand the list of NRG ROFO Assets to include the following:
  - Carlsbad and Mandalay gas-peaker repowering projects
  - Remaining contracted wind assets
  - Up to \$250 MM equity investment in portfolio of residential solar or distributed generation assets

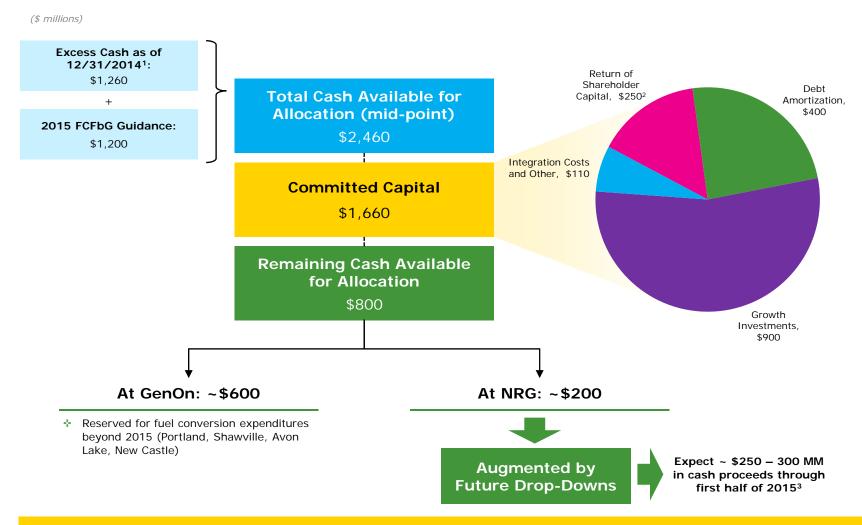
**Process** 

- Reviewed / Approved by Independent Directors, recommended by NYLD Board
- Preliminary proxy statement filed on February 26<sup>th</sup>
- Final proxy statement filed on or about March 26<sup>th</sup>
- Annual stockholder meeting to vote on proposal to be held on May 5<sup>th</sup>

Enabling Growth at NYLD Without Dependence on NRG Capital



## 2015 Capital Allocation Update



#### Allocation to be Revisited Following Next NYLD Dropdown

<sup>1 \$2,116</sup> MM of cash on hand at 12/31/2014 less \$940 MM minimum cash reserve (\$700 MM at NRG, \$200 MM at GenOn, and \$40 MM at Yield) and \$125 MM restricted cash at various projects, pro forma for \$210 MM of net dropdown proceeds funded by NYLD revolver proceeds and cash on 1/2/15; 2 Includes \$195 MM of dividend payments and \$55 MM of share repurchases previously announced in December and subsequently executed since year end; 3 Subject to approval of NYLD Independent Directors. Expected to consist primarily of EME wind assets plus residential solar leases



## **Closing Remarks and Q&A**





## 2015 Goals & Objectives

### nrg<sup>®</sup> Home

- Achieve Retail and Home Solar volume growth targets
- Demonstrate meaningful cross-selling
- Integrate personal solar products into Home Offering

### nrg

### Business

- Win the summer and winter with our ~49GW conventional fleet
- Execute fleet repositioning program on-time and on-budget
- Enhance value of B2B platform with key corporate wins

### nrg.\*\*

### Renew

- 125 MW of distributed solar growth projects in 2015
- Additional top-tier Corporate Sustainability partners opportunities (such as Unilever)

### nrg.\* eVgo

- 3 OEM subscription deals

### nrg\* Carbon 360<sub>ss</sub>

- On track for on time/ on budget completion of Parish CCS
- New technology-driven CCS capital cost reduction

### NRG YIELD

- More flexible capital structure (through Class C and D share issuance)
- Two three additional drop downs; including first ever home solar leases
- + Enhance ROFO pipeline



# **Appendix**



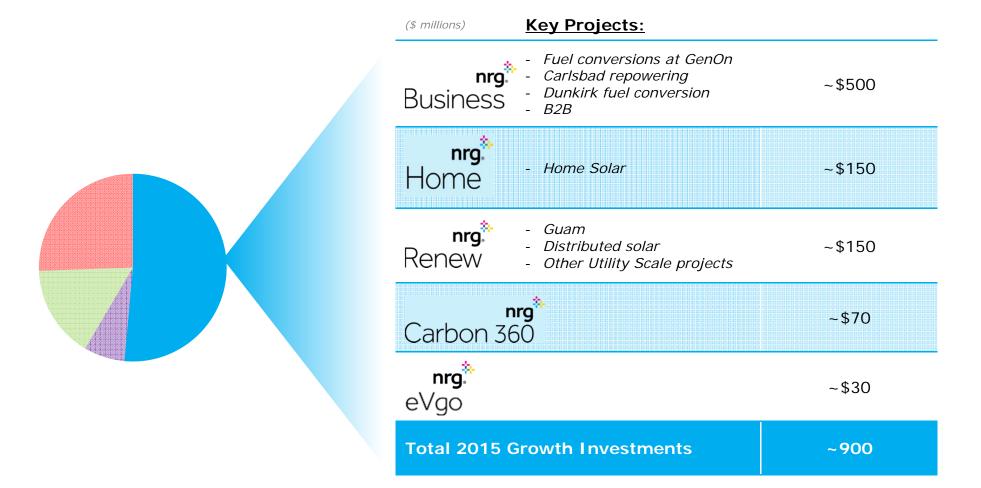
Forward Prices <sup>1</sup>	Bal Yr 2015 <sup>2</sup>	2016	2017	Annual Average for 2015-2017
NG Henry Hub	\$3.00	\$3.28	\$3.53	\$3.27
ERCOT Houston Onpeak	\$37.64	\$39.63	\$42.61	\$39.96
ERCOT Houston Offpeak	\$24.55	\$26.39	\$28.53	\$26.49
PJM West Onpeak	\$44.02	\$45.84	\$45.53	\$45.13
PJM West Offpeak	\$29.12	\$32.01	\$32.04	\$31.06

<sup>&</sup>lt;sup>1</sup> Prices as of 2/19/2015

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



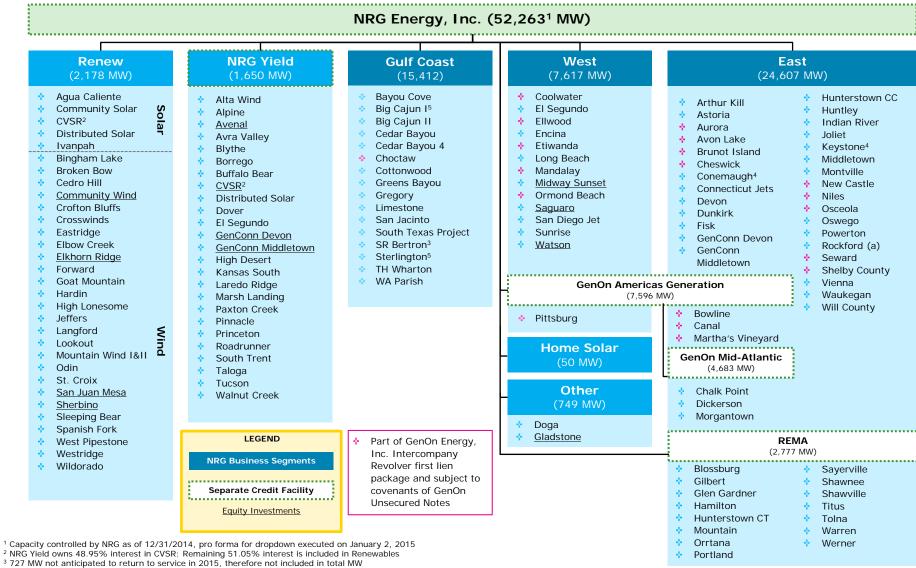
# 2015: Current Growth Investments







## Generation Organizational Structure

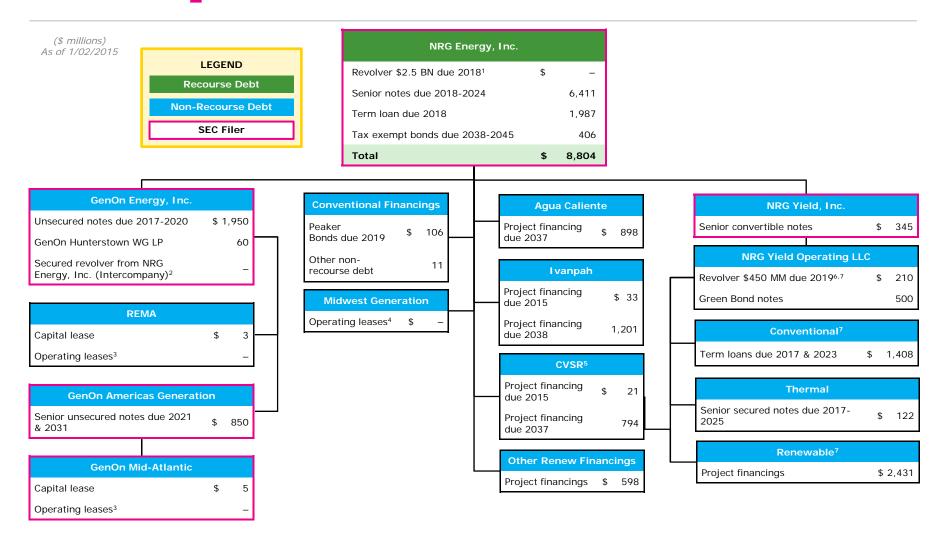


<sup>&</sup>lt;sup>4</sup> NRG and GenOn jointly own/lease portions of these plants; GenOn portion is subject to REMA liens

<sup>&</sup>lt;sup>5</sup> Included as part of Peaker Finance Co



### Consolidated Debt Structure



Note: Debt balances exclude discounts and premiums, and are pro forma for dropdown executed on January 2, 2015

- 1 \$1.144 MM of LC's were issued and \$1.367 MM of the Revolver was available
- <sup>2</sup> \$237 MM of LC's were issued and \$263 MM of the Intercompany Revolver was available
- <sup>3</sup> The present values of lease payments (10% discount rate) for GenOn Mid-Atlantic and REMA operating leases are \$714 MM and \$388 MM, respectively
- <sup>4</sup> The present value of lease payments (9.1% discount rate) for Midwest Generation operating lease is \$162 MM; This lease is guaranteed by NRG Energy, Inc.
- <sup>5</sup> NRG Yield owns 48.95% of CVSR
- $^{\rm 6}$  \$38 MM of LC's were issued and \$412 MM of the Revolver was available
- <sup>7</sup> Pro forma for dropdown of assets to Yield on January 2, 2015





## Recourse / Non-Recourse Debt

(\$ millions)	12/	31/2014 <sup>1</sup>	9/	30/2014	6/:	6/30/2014		3/31/2014	
Recourse Debt									
Term Loan Facility	\$	1,987	\$	1,992	\$	1,996	\$	2,002	
Senior Notes		6,411		6,411		6,636		6,418	
Tax Exempt Bonds		406		373		373		373	
Recourse Debt Subtotal	\$	8,804	\$	8,776	\$	9,005	\$	8,793	
Non-Recourse Debt									
Total NRG Yield <sup>2</sup>	\$	5,016	\$	4,103	\$	2,020	\$	2,060	
GenOn Senior Notes		1,950		1,950		1,950		1,949	
GenOn Americas Generation Notes		850		850		850		850	
GenOn Other (including Capital Leases)		68		49		10		11	
Renew <sup>2,3</sup>		3,545		4,163		4,204		4,131	
Conventional <sup>2</sup>		117		590		700		612	
Non-Recourse Debt and Capital Lease Subtotal	\$	11,546	\$	11,705	\$	9,734	\$	9,613	
Total Debt	\$	20,350	\$	20,481	\$	18,739	\$	18,406	

Note: Debt balances exclude discounts and premiums

<sup>1</sup> 12/31/14 pro forma adjusted for dropdown executed on January 2, 2015

<sup>&</sup>lt;sup>2</sup> Includes Convertible Notes and various project financings, and pro forma for NYLD revolver drawdown of \$210 MM and debt associated assets acquired in January 2, 2015 dropdown; excludes proportionate CVSR debt <sup>3</sup> Includes 100% of CVSR project debt in Solar (Non-NRG Yield); NRG Yield owns 48.95% of the project





# NRG Residual Adjusted EBITDA and Debt

(\$ millions)	2015 Guidance <sup>1</sup>
Adjusted EBITDA	\$3,200 - \$3,400
Less: Partner's share of Adjusted EBITDA in consolidated projects (non-controlling interests; i.e. Agua Caliente, Ivanpah)	(110)
NRG Proportionate Adjusted EBITDA	\$3,090 - \$3,290
Less: NRG Yield Adjusted EBITDA <sup>2</sup>	(705)
Less: NRG Yield Drop-Down Pipeline Adjusted EBITDA	(200)
NRG Residual Adjusted EBITDA	\$2,185 - \$2,385
	Debt as of 1/02/2015
Recourse Debt	Debt as of 1/02/2015 8,804
Recourse Debt Non-Recourse Debt <sup>2</sup>	
	8,804
Non-Recourse Debt <sup>2</sup>	8,804 11,546
Non-Recourse Debt <sup>2</sup> Consolidated Debt	8,804 11,546 <b>\$20,350</b>
Non-Recourse Debt <sup>2</sup> Consolidated Debt  Less: Pro Rata Debt associated with non controlling interests	8,804 11,546 <b>\$20,350</b> (1,064)
Non-Recourse Debt <sup>2</sup> Consolidated Debt  Less: Pro Rata Debt associated with non controlling interests  Plus: NRG's share of debt in unconsolidated projects	8,804 11,546 <b>\$20,350</b> (1,064) 270

Note: Debt balances exclude discounts and premiums, and are proforma for dropdown executed on January 2, 2015

Less: NRG Yield Drop-Down Pipeline Proportionate Debt

**NRG Residual Debt** 

(1,748)

\$12,225

<sup>&</sup>lt;sup>1</sup> 2015 guidance excludes negative contribution from NRG Home Solar

<sup>&</sup>lt;sup>2</sup> Includes assets and debt associated with January 2, 2015 drop-down

<sup>&</sup>lt;sup>3</sup> Represents NRG Yield's portion of NRG Consolidated debt of \$4,103 MM, plus its share of pro rata debt associated with Avenal, GenConn, and its 48.95% interest in CVSR of \$399 MM, and \$210 MM of revolver proceeds in January 2015 to support drop-down



# Liquidity Update

(\$ millions)	12/31/2014		12/31	/2013
Cash & cash equivalents	\$	2,116	\$	2,254
Restricted cash		457		268
Total Cash	\$	2 572	\$	2,522
	Ψ	2,573	Φ	2,322
NRG Corporate credit facility availability	Ψ	1,367	<b>J</b>	1,173

	S	Sources & Uses of Liquidity
Sou	ırces	(\$ millions)
\$	1,525	Adjusted cash flow from operations
	1,100	Debt proceeds, 6.25% senior notes due 2022
	1,000	Debt proceeds, 6.25% senior notes due 2024
	916	Cash grant proceeds
	630	Equity issuance, NRG Yield, net of fees
	492	Green Bond issuance, NRG Yield, net of fees
	337	Convertible debt proceeds, NRG Yield, net of fees
	190	Tax equity financing
	194	Increase in credit facility availability
	131	Proceeds from sale of assets, net
	127	Debt proceeds, other project debt
	89	Collateral
U	ses	
\$	2,944	Acquisitions and growth investments, net
	1,721	Debt repayments, excluding cash grant debt repayments
	853	Cash grant bridge loan payments
	508	Maintenance and environmental capex, net
	190	Common and preferred stock dividends
	124	Merger and integration-related payments
	102	Other, net

Stock buyback





## 2014 Capital Expenditures and **Growth Investments**

(\$ millions)	Mainte	nance	Environme	Environmental		wth ments	Total	
Capital Expenditures								
NRG Business								
Gulf Coast	\$	109		106		9	\$	224
East		133		148		8		289
West		3		-		-		3
B2B		6		-		8		14
NRG Home Retail		35		-		-		35
NRG Home Solar		-		-		112		112
NRG Renew		-		-		147		147
NRG Yield		8		-		25		33
Corporate		39		-		13		52
Total Cash Capital Expenditures	\$	333	\$	254	\$	322	\$	909
Other Investments <sup>1</sup>		-		-		141		141
Project Funding, net of fees <sup>2</sup>								
Conventional Assets		(32)		-		(37)		(69)
Solar Assets		-		-		(355)		(355)
Total Capital Expenditures and Growth Investments, net <sup>3</sup>	\$	301	\$	254	\$	71	\$	626

Note: Reflects midpoint estimates of maintenance, environmental, and growth capital expenditure ranges

<sup>&</sup>lt;sup>1</sup> Includes investments, restricted cash, and network upgrades

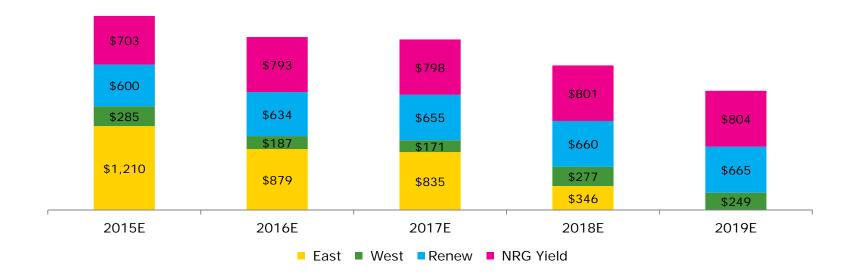
Includes net debt proceeds, cash grants, and third-party contributions
 Maintenance includes \$47 MM of merger and integration cash capital expenditures





# Fixed Contracted and Capacity Revenue

(\$ millions)



#### **Notes:**

- ★ East includes cleared capacity auction for both PJM and New England through May 2018
- \* West includes committed Resource Adequacy contracts and tolling agreements
- ♣ Renewables include wind and solar assets except for 2015 Alta Wind which was excluded
- NRG Yield includes both contracted capacity and contracted energy revenues





# 4Q 2014 Generation & Operational Performance Metrics

	2014	2013		% Change	2014		20	13
(MWh 000's)	Generation <sup>1</sup>	Generation <sup>1</sup>	MWh Change		EAF <sup>2</sup>	NCF <sup>3</sup>	EAF <sup>2</sup>	NCF <sup>3</sup>
Business								
Gulf Coast – Texas	10,524	9,985	539	5%	92%	45%	85%	43%
Gulf Coast – South Central	3,681	3,422	259	8%	76%	36%	75%	32%
East	12,278	13,515	(1,237)	(9%)	82%	22%	83%	23%
West	1,768	1,547	220	14%	92%	10%	95%	9%
Renew	1,816	1,741	75	4%	97%	46%	92%	39%
NRG Yield⁴	1,754	1,351	403	30%	96%	17%	95%	16%
Total	31,820	31,561	259	1%	86%	26%	83%	26%
Business		_						
Gulf Coast – Texas Nuclear	2,594	1,866	728	39%	100%	100%	72%	72%
Gulf Coast – Texas Coal	6,821	7,012	(191)	(3%)	88%	74%	86%	76%
Gulf Coast – South Central Coal	1,435	1,749	(314)	(18%)	79%	43%	73%	53%
East Coal	10,810	11,768	(958)	(8%)	76%	44%	83%	46%
Baseload	21,660	22,395	(735)	(3%)	81%	55%	79%	55%
Renew Solar	346	242	105	43%	98%	56%	90%	38%
Renew Wind	1,470	1,499	(30)	(2%)	97%	39%	94%	40%
NRG Yield Solar	171	184	(13)	(7%)	100%	22%	98%	24%
NRG Yield Wind	464	274	190	69%	99%	40%	99%	40%
Intermittent	2,450	2,199	252	11%	98%	38%	95%	34%
East Oil	1	9	(8)	(91%)	93%	0%	82%	1%
Gulf Coast – Texas Gas	1,110	1,108	2	0%	94%	10%	87%	10%
Gulf Coast – South Central Gas	2,245	1,673	573	34%	75%	32%	76%	23%
East Gas	1,467	1,738	(271)	(16%)	85%	7%	90%	17%
West Gas	1,768	1,547	220	14%	92%	10%	95%	9%
NRG Yield Oil	3	4	(1)	(24%)	96%	1%	91%	1%
NRG Yield Gas	597	435	163	37%	98%	17%	94%	15%
NRG Yield Conventional	600	439	162	37%	98%	18%	94%	13%
NRG Yield Thermal <sup>4</sup>	519	455	65	14%	64%	11%	96%	11%
Intermediate / Peaking	7,710	6,968	742	11%	90%	10%	87%	11%

<sup>&</sup>lt;sup>1</sup> Excludes line losses, station service and other items; 2013 performance shown is for combined company of NRG and EME

<sup>&</sup>lt;sup>2</sup> EAF – Equivalent Availability Factor

<sup>&</sup>lt;sup>3</sup> NCF – Net Capacity Factor

<sup>&</sup>lt;sup>4</sup> Includes MWh (thermal heating & chilled water generation); NCF not inclusive of MWHt





# YTD 4Q 2014 Generation & **Operational Performance Metrics**

	2014	2013		% Change	2014		20	13
(MWh 000's)	Generation <sup>1</sup>	Generation <sup>1</sup>	MWh Change		EAF <sup>2</sup>	NCF <sup>3</sup>	EAF <sup>2</sup>	NCF <sup>3</sup>
Business								
Gulf Coast – Texas	42,653	42,218	435	1%	88%	46%	85%	44%
Gulf Coast – South Central	17,318	18,367	(1,049)	(6%)	84%	42%	83%	40%
East	57,334	56,777	558	1%	82%	26%	83%	24%
West	6,018	4,942	1,076	22%	91%	9%	91%	7%
Renew	7,309	6,680	630	9%	98%	49%	93%	39%
NRG Yield <sup>4</sup>	7,440	5,224	2,216	42%	96%	20%	95%	17%
Total	138,072	134,207	3,865	3%	86%	29%	83%	27%
Business								
Gulf Coast – Texas Nuclear	9,110	7,883	1,226	16%	89%	88%	77%	77%
Gulf Coast – Texas Coal	27,731	28,215	(484)	(2%)	88%	76%	89%	77%
Gulf Coast – South Central Coal	9,063	9,420	(357)	(4%)	85%	69%	83%	72%
East Coal	49,080	47,830	1,250	3%	79%	50%	83%	46%
Baseload	94,984	93,348	1,636	2%	82%	60%	81%	57%
Renew Solar	1,567	955	612	64%	99%	64%	90%	38%
Renew Wind	5,742	5,725	18	0%	97%	38%	96%	40%
NRG Yield Solar	932	767	165	21%	99%	25%	92%	23%
NRG Yield Wind	2,449	1,905	544	29%	98%	27%	99%	27%
Intermittent	10,691	9,353	1,338	14%	98%	33%	96%	30%
East Oil	513	136	377	278%	89%	2%	80%	1%
Gulf Coast – Texas Gas	5,812	6,120	(308)	(5%)	87%	13%	83%	10%
Gulf Coast – South Central Gas	8,254	8,947	(692)	(8%)	84%	29%	83%	25%
East Gas	7,742	8,811	(1,069)	(12%)	86%	11%	85%	16%
West Gas	6,018	4,942	1,076	22%	91%	9%	91%	7%
NRG Yield Oil	18	11	7	59%	97%	1%	93%	1%
NRG Yield Gas	1,754	732	1,023	140%	95%	15%	94%	10%
NRG Yield Conventional	1,772	743	1,029	139%	95%	13%	94%	8%
NRG Yield Thermal⁴	2,287	1,809	478	26%	86%	19%	82%	11%
Intermediate / Peaking	32,397	31,507	891	3%	88%	11%	84%	10%

<sup>&</sup>lt;sup>1</sup> Excludes line losses, station service and other items; 2013 performance shown is for combined company of NRG and EME

<sup>&</sup>lt;sup>2</sup> EAF – Equivalent Availability Factor

<sup>&</sup>lt;sup>4</sup> Includes MWh (thermal heating & chilled water generation); NCF not inclusive of MWHt



# **Fuel Statistics**

	40		Full \	/ear	
Domestic <sup>2</sup>	2014	2013 <sup>1</sup>	2014	2013 <sup>1</sup>	
Coal Consumed (mm Tons)	11.0	8.0	46.2	35.0	
PRB Blend	69%	59%	65%	60%	
East	64%	11%	52%	10%	
Gulf Coast – Texas	68%	70%	70%	73%	
Gulf Coast – South Central	100%	100%	100%	100%	
Bituminous	14%	20%	17%	20%	
East	29%	76%	36%	72%	
Lignite & Other	17%	21%	18%	20%	
East	7%	13%	12%	18%	
Gulf Coast – Texas	32%	30%	30%	27%	
Cost of Coal (\$/Ton)	\$ 41.47	\$ 45.35	\$ 43.52	\$ 45.22	
Cost of Coal (\$/mmBtu)	\$ 2.42	\$ 2.58	\$ 2.51	\$ 2.57	
Cost of Gas (\$/mmBtu)	\$ 3.56	\$ 4.15	\$ 4.58	\$ 4.37	

 $<sup>^{1}</sup>$  NRG standalone; Not pro forma for Edison Mission  $^{2}$  NRG's interests in Keystone and Conemaugh (jointly owned plants) are excluded from the fuel statistics schedule



# Appendix: Reg. G Schedules





# Reg. G: 4Q 2014 Free Cash Flow before Growth

(\$ millions)	12/31/2014		12/31/2013		Variance	
Adjusted EBITDAR	\$	660	\$	722	\$	(62)
Less: GenOn & EME operating lease expense		(33)		(53)		20
Adjusted EBITDA	\$	627	\$	669	\$	(42)
Interest payments		(319)		(291)		(28)
Income tax		16		1		15
Collateral / working capital / other		72		68		4
Cash Flow from Operations	\$	396	\$	447	\$	(51)
Reclassifying of net receipts (payments) for settlement of acquired derivatives that include financing elements		73		90		(17)
Merger and integration costs		19		25		(6)
Collateral		(189)		(12)		(177)
Adjusted Cash Flow from Operations	\$	299	\$	550	\$	(251)
Maintenance capital expenditures, net <sup>1</sup>		(63)		(103)		40
Environmental capital expenditures, net		(76)		(54)		(21)
Preferred dividends		(2)		(2)		(1)
Distributions to non-controlling interests		(19)		(5)		(14)
Free Cash Flow before Growth	\$	139	\$	386	\$	(247)





# Reg. G: Full-Year 2014 Free Cash Flow before Growth

(\$ millions)	12/31/2014		12/31/2013		Variance	
Adjusted EBITDAR	\$	3,256	\$	2,746	\$	510
Less: GenOn & EME operating lease expense		(128)		(110)		(18)
Adjusted EBITDA	\$	3,128	\$	2,636	\$	492
Interest payments		(1,119)		(935)		(184)
Income tax		7		60		(53)
Collateral / working capital / other		(506)		(491)		(15)
Cash Flow from Operations	\$	1,510	\$	1,270	\$	240
Reclassifying of net receipts (payments) for settlement of acquired derivatives that include financing elements		9		267		(258)
Merger and integration costs		95		141		(46)
Collateral		(89)		47		(136)
Adjusted Cash Flow from Operations	\$	1,525	\$	1,725	\$	(200)
Maintenance capital expenditures, net <sup>1</sup>		(254)		(325)		71
Environmental capital expenditures, net		(254)		(104)		(150)
Preferred dividends		(9)		(9)		-
Distributions to non-controlling interests		(57)		(5)		(52)
Free Cash Flow before Growth	\$	951	\$	1,282	\$	(331)



# Reg. G: 2015 Guidance

#### Appendix Table A-1: 2015 Guidance

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

(\$ millions)	2015
	Guidance
Business and Renew	\$1,920 - 2,045
Home – Retail	575 - 650
NRG Yield	705
Adjusted EBITDA <sup>1</sup>	\$3,200 - \$3,400
Interest payments	(1,160)
Income tax	(40)
Working capital / other <sup>2</sup>	250
Cash Flow from Operations	\$2,250 - \$2,450
Maintenance capital expenditures, net	(480) - (510)
Environmental capital expenditures, net	(330) - (360)
Adjusted EBITDA from Home Solar	(100)
Preferred dividends / other distributions <sup>3</sup>	(190) – (210)
Free Cash Flow before Growth	\$1,100 - \$1,300

 $<sup>^{\</sup>rm 1}$  2015 guidance excludes negative contribution of \$100 MM from NRG Home Solar

<sup>&</sup>lt;sup>2</sup> Primary drivers include tax receipts associated with Capistrano of \$60M, reduction in net AR/AP of \$120M, and reduction in fuel inventory of \$50M,

<sup>&</sup>lt;sup>3</sup> Includes Yield distributions to public shareholders of \$57M, Capistrano and Solar distributions to non-controlling interests of \$73M and \$70M, respectively, and preferred dividends of \$10M



#### Appendix Table A-1: Fourth Quarter 2014 Regional Adjusted EBITDA Reconciliation

(\$ millions)	Home Retail	Home Solar	Business	Renew	NRG Yield	Corporate	Total
Net Income / (Loss) Attributable to NRG Energy, Inc.	(99)	(18)	575	(64)	(10)	(265)	119
Plus:							
Net income attributable to non-controlling interest	-	(19)	(1)	(14)	-	12	(22)
Interest expense, net	-	1	18	42	69	176	306
Income tax	-	-	-	-	(11)	82	71
Depreciation, amortization, and ARO expense	12	2	297	76	42	6	435
Amortization of contracts	1	-	(19)	4	10	1	(3)
EBITDA	(86)	(34)	870	44	100	12	906
Adjustment to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates	-	-	6	(1)	12	3	20
Integration & transaction costs	1	-	-	-	2	12	15
Legal Settlements	1	-	-	-	-	-	1
Deactivation costs	-	-	27	-	-	-	27
Sale of businesses	-	-	(18)	-	-	-	(18)
Asset write-offs and impairments	-	-	7	18	-	(23)	2
Mark to Market (MtM) losses / (gains) on economic hedges	249	-	(569)	(6)	-	-	(326)
Adjusted EBITDA	165	(34)	323	55	114	4	627



#### Appendix Table A-2: Fourth Quarter 2013 Regional Adjusted EBITDA Reconciliation

(\$ millions)	Home Retail	Home Solar	Business	Renew	NRG Yield	Corporate	Total
Net Income / (Loss) Attributable to NRG Energy, Inc.	225	(4)	(452)	(16)	33	(83)	(297)
Plus:							
Net income attributable to non-controlling interest	-	-	-	(5)	4	8	7
Interest expense, net	1	1	27	15	18	154	216
Income tax	-	-	-	-	3	(230)	(227)
Depreciation, amortization, and ARO expense	47	1	212	26	22	8	316
Amortization of contracts	5	-	(37)	-	1	-	(31)
EBITDA	277	(2)	(250)	20	81	(143)	(17)
Adjustment to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates	-	-	5	(3)	12	4	18
Integration & transaction costs	1	-	-	-	-	33	34
Legal Settlements	3	-	-	-	-	-	3
Deactivation costs	-	-	6	-	-	-	6
Asset write-offs and impairments	-	-	459	-	-	99	558
Mark to Market (MtM) losses / (gains) on economic hedges	(101)	-	166	1	-	-	66
Adjusted EBITDA	180	(2)	386	18	93	(6)	669



#### Appendix Table A-3: Full Year 2014 Regional Adjusted EBITDA Reconciliation

(\$ millions)	Home Retail	Home Solar	Business	Renew	NRG Yield	Corporate	Total
Net Income / (Loss) Attributable to NRG Energy, Inc.	138	(53)	1,094	(163)	65	(947)	134
Plus:							
Net income attributable to non-controlling interest	-	(19)	(1)	1	16	1	(2)
Interest expense, net	1	1	75	133	165	823	1,198
Income tax	-	-	1	-	4	(2)	3
Depreciation, amortization, and ARO expense	123	6	1,002	247	136	32	1,546
Amortization of contracts	(2)	-	(29)	8	18	1	(4)
EBITDA	260	(65)	2,142	226	404	(92)	2,874
Adjustment to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates	-	-	11	(12)	47	27	73
Integration & transaction costs	3	-	1	-	4	76	84
Deactivation costs	5	-	-	-	-	-	5
Legal settlement	-	-	41	-	-	1	42
Sale of businesses	-	-	(35)	-	-	-	(35)
Asset write-offs and impairments	-	-	81	29	-	(13)	97
Mark to Market (MtM) losses / (gains) on economic hedges	337	-	(343)	(6)	-	(1)	(13)
Adjusted EBITDA	604	(65)	1,898	237	455	(1)	3,128



#### Appendix Table A-4: Full Year 2013 Regional Adjusted EBITDA Reconciliation

(\$ millions)	Home Retail	Home Solar	Business	Renew	NRG Yield	Corporate	Total
Net Income / (Loss) Attributable to NRG Energy, Inc.	349	(9)	(51)	(71)	119	(723)	(386)
Plus:							
Net income attributable to non-controlling interest	-	-	-	22	13	(1)	34
Interest expense, net	3	-	79	50	50	654	836
Loss on debt extinguishment	-	-	-	-	-	50	50
Income tax	-	-	-	-	8	(290)	(282)
Depreciation, amortization, and ARO expense	175	4	915	99	61	22	1,276
Amortization of contracts	51	-	(29)	-	2	-	24
EBITDA	578	(5)	914	100	253	(287)	1,552
Adjustment to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates	-	-	23	(4)	40	20	79
Integration & transaction costs	-	-	-	-	-	128	128
Legal Settlements	3	-	-	-	-	-	3
Deactivation costs	-	-	23	-	-	-	23
Asset write-offs and impairments	-	-	462	4	-	100	566
Mark to Market (MtM) losses / (gains) on economic hedges	(53)	-	334	1	-	2	285
Adjusted EBITDA	528	(5)	1,758	101	293	(39)	2,636



#### Appendix Table A-4: Full Year 2014 NRG Business Adjusted EBITDA Reconciliation

(\$ millions)	East	Gulf Coast	West	B2B	Carbon 360	Total
Net Income / (Loss) Attributable to NRG Energy, Inc.	948	221	90	(155)	(10)	1,094
Plus:						
Net income attributable to non-controlling interest	(1)	-	-	-	-	(1)
Interest expense, net	64	(1)	11	1	-	75
Income tax	-	-	-	1	-	1
Depreciation, amortization, and ARO expense	303	592	93	13	1	1,002
Amortization of contracts	(53)	22	(4)	6	-	(29)
EBITDA	1,261	834	190	(134)	(9)	2,142
Adjustment to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates	-	2	2	-	7	11
Integration and transaction costs	1	-	-	-	-	1
Deactivation costs	13	-	28	-	-	41
Sale of business	6	(41)	-	-	-	(35)
Asset write-offs and impairments	6	72	3	-	-	81
Mark to Market (MtM) losses / (gains) on economic hedges	(43)	(480)	10	170		(343)
Adjusted EBITDA	1,244	387	233	35	(2)	1,898



#### Appendix Table A-4: Full Year 2013 NRG Business Adjusted EBITDA Reconciliation

(\$ millions)	East	Gulf Coast	West	B2B	Carbon 360	Total
Net Income / (Loss) Attributable to NRG Energy, Inc.	(147)	(129)	56	172	(3)	(51)
Plus:						
Interest expense, net	68	8	2	1	-	79
Depreciation, amortization, and ARO expense	305	551	53	5	1	915
Amortization of contracts	(48)	20	(4)	3	-	(29)
EBITDA	178	450	107	181	(2)	914
Adjustment to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates	-	2	18	-	3	23
Deactivation costs	19	-	4	-	-	23
Asset write-offs and impairments	460	2	-	-	-	462
Mark to Market (MtM) losses / (gains) on economic hedges	325	109	(2)	(98)	-	335
Adjusted EBITDA	983	563	127	84	1	1,758



#### Appendix Table A-5: NRG Asset Dropdown – January 2, 2015

The following table summarizes the calculation of Adjusted EBITDA and Cash Available for Distribution, and provides a reconciliation to income before taxes

(\$ millions)	January 2, 2015
Income before Taxes	3
Adjustments to net income to arrive at Adjusted EBITDA:	
Depreciation & Amortization	81
Interest Expense, net	36
Adjusted EBITDA	120
Cash Interest Paid	(33)
Working Capital / Other	1
Maintenance Capital Expenditures	-
Principal Amortization of indebtedness	(53)
Cash Available for Distribution	35



- 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. Adjusted EBITDA represents EBITDA adjusted for mark-to-market gains or losses, asset write offs and impairments; and factors which we do not consider indicative of future operating performance. 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.
- 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 and integration related 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 and integration related 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, and preferred stock dividends 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.
- Cash available for distribution is adjusted EBITDA plus cash dividends from unconsolidated affiliates, less maintenance capital expenditures, pro-rata adjusted EBITDA from unconsolidated affiliates, cash interest paid, income taxes paid, principal amortization of indebtedness and changes in others assets. Management believes cash available for distribution is a relevant supplemental measure of the Company's ability to earn and distribute cash returns to investors.