



NRG Energy, Inc.

# Third Quarter 2024 Earnings Presentation

November 8, 2024

## **Forward-Looking Statements**

In addition to historical information, the information presented in this presentation 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 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 and extreme weather events, competition in wholesale power, gas and smart home markets, the volatility of energy and fuel prices, failure of customers or counterparties to perform under contracts, changes in the wholesale power and gas markets, changes in government or market regulations, the condition of capital markets generally and NRG’s ability to access capital markets, NRG’s ability to execute its supply strategy, risks related to data privacy, cyberterrorism and inadequate cybersecurity, the loss of data, unanticipated outages at NRG’s generation facilities, NRG’s ability to achieve its net debt targets, adverse results in current and future litigation, complaints, product liability claims and/or adverse publicity, failure to identify, execute or successfully implement acquisitions or asset sales, risks of the smart home and security industry, including risks of and publicity surrounding the sales, subscriber origination and retention process, the impact of changes in consumer spending patterns, consumer preferences, geopolitical tensions, demographic trends, supply chain disruptions, NRG’s ability to implement value enhancing improvements to plant operations and companywide processes, NRG’s ability to achieve or maintain investment grade credit metrics, NRG’s ability to proceed with projects under development or the inability to complete the construction of such projects on schedule or within budget, the inability to maintain or create successful partnering relationships, NRG’s ability to operate its business efficiently, NRG’s ability to retain customers, the ability to successfully integrate businesses of acquired companies, including Vivint Smart Home, NRG’s 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, NRG’s ability to execute its capital allocation plan. Achieving investment grade credit metrics is not an indication of or guarantee that the Company will receive investment grade credit ratings. 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, free cash flow before growth investments, adjusted net income, adjusted earnings per share, and adjusted cash provided by operating activities guidance are estimates as of November 08, 2024. These estimates are based on assumptions NRG 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 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](http://www.sec.gov). For a more detailed discussion of these factors, see the information under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in NRG’s most recent Annual Report on Form 10-K, and in subsequent SEC filings. NRG’s forward-looking statements speak only as of the date of this communication or as of the date they are made.

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## **Business Review**

**Dr. Larry Coben**  
Chair, President and CEO

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## **Virtual Power Plant Update**

**Rasesh Patel**  
President, NRG Consumer

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## **Financial Review**

**Bruce Chung**  
CFO

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## **Closing Remarks**

**Dr. Larry Coben**  
Chair, President and CEO

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## **Q&A**

**Management**

# 3 Key Messages



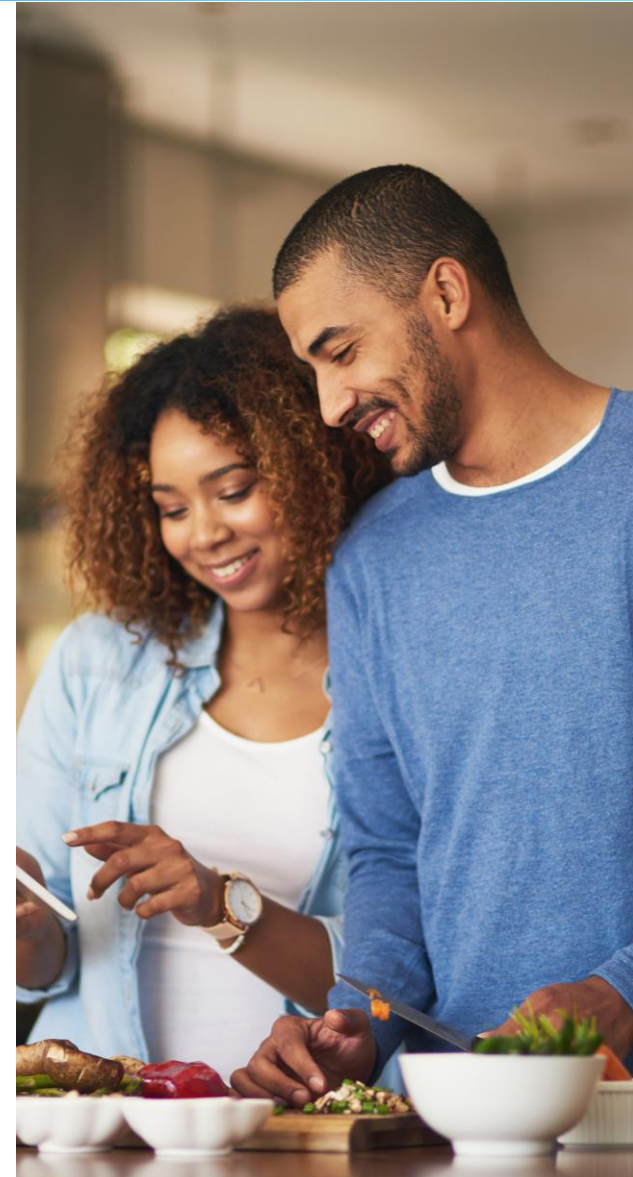
**Strong YTD Performance; Reaffirming Increased 2024 & Initiating 2025 Guidance**

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**Announced Virtual Power Plant Strategic Partnership with Renew Home & Google**

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**Introducing Adjusted EPS Metric; Targeting Long-Term CAGR of >10% for Adjusted EPS and FCFbG per Share**



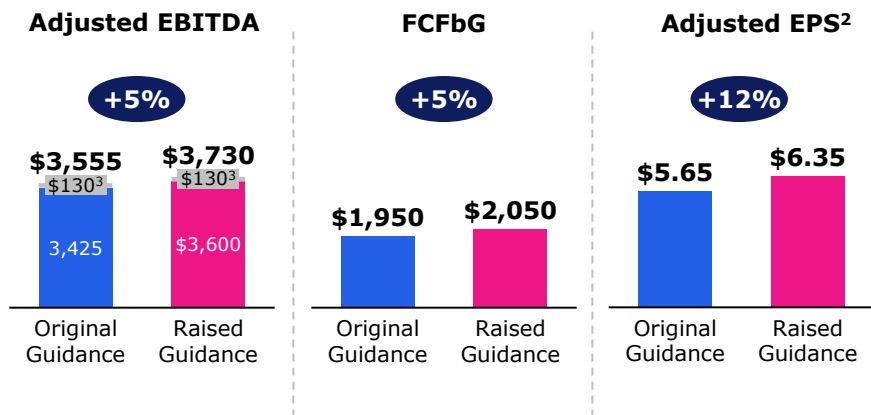
# Business and Financial Highlights



(\$ millions, except per share amounts)

## Reaffirming 2024 Financial Guidance<sup>1</sup>

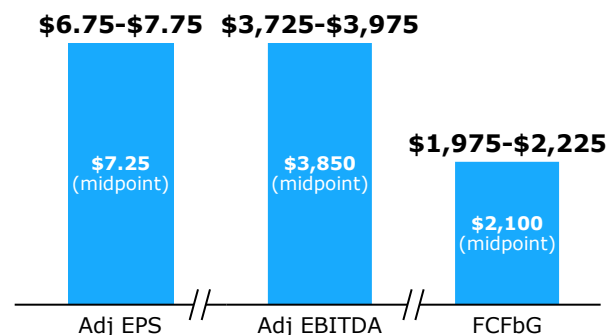
(Guidance Increased September 25, 2024)



### Performance Highlights

- Improved asset performance and reliability
- Lowered supply costs
- Expanded margins across all segments
- Delivered stable subscriber growth

## Initiating 2025 Financial Guidance



### Achieving Commitments from '23 Investor Day

- \$11.20 FCFbG/shr or ~15% CAGR despite higher stock price
- \$300 MM growth and \$250 MM cost programs
- Target credit metrics
- Improvement in modeling disclosures and valuation metrics

Increased 2024 Guidance Sets Foundation for Robust Long-Term Growth Outlook

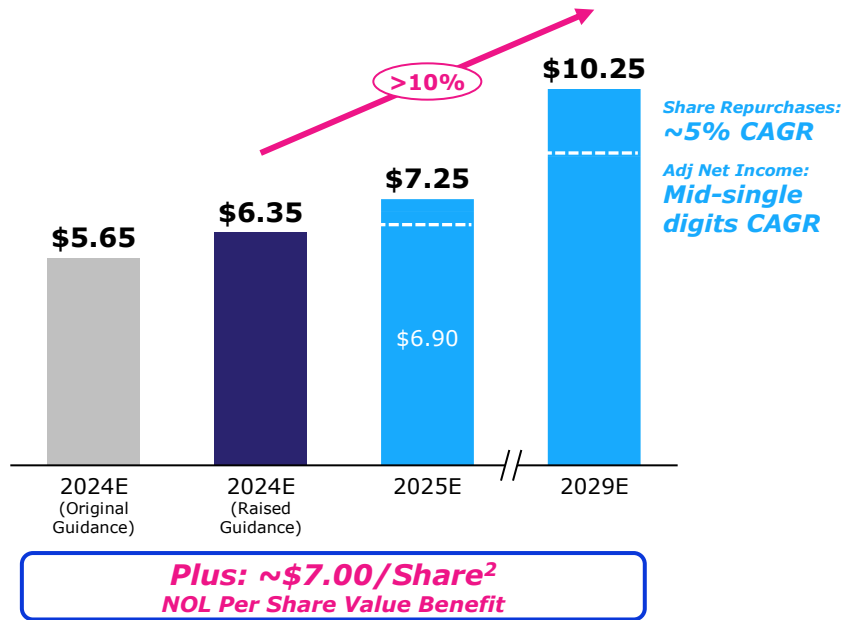
<sup>1</sup> Midpoint of guidance ranges; <sup>2</sup> See slide 54 for Adjusted EPS definition; <sup>3</sup> Impact of Adjusted EBITDA update; See slide 15 for details

# Long-Term Earnings Growth Outlook

(\$ per share)

## Targeting >10% Long-Term Adj EPS CAGR<sup>1</sup>

(Growth rate will vary from year to year)



### 2026-2029 Key Assumptions:

- Includes organic initiatives (slide 7); excludes upside opportunities (slide 8)
- Power price: Flat to 2025 guidance of ~\$47/MWh<sup>3</sup>
- Share repurchases: Assumes share price grows ~10% annually
- Taxes: Effective tax rate of 25%

**1** Delivering >10% Organic Growth Through Visible Drivers:  
*(slide 7)*

- \$750 MM Run-Rate Adjusted EBITDA Growth
- \$8.8 Bn Return of Capital

**2** Excludes Upside Opportunities Such As:  
*(slide 8)*

- Leverage to Rising Power Prices
- Site Value – 21 Sites / 21k Acres
- Non-TEF Selected Texas Development Portfolio – 1.1 GW

Visible 5-Year Growth Outlook with Significant and Highly Probable Upside Opportunities

<sup>1</sup> Based on midpoint of raised guidance; see slide 19 for details; <sup>2</sup> Forecasted 2024E Net Operating Loss (NOL) of \$7.2 Bn; NPV of ~\$1.3 Bn (8% discount rate); Assumes 2025E ending outstanding shares of 188 MM; <sup>3</sup> ERCOT Houston & North blended average

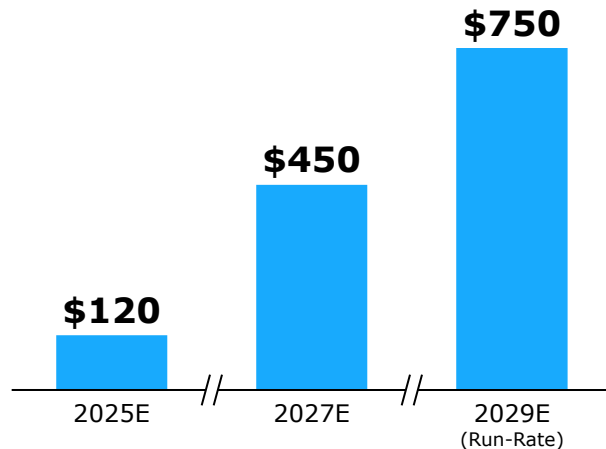


(\$ millions)

## Visible & Achievable Organic Growth

### Run-Rate Adjusted EBITDA Growth<sup>1</sup>

Targeting ~85-90% Adjusted EBITDA to FCFbG Conversion for Growth Initiatives



~\$1.6 Bn Growth Investments  
~\$8.8 Bn Return of Capital<sup>2</sup>

## Identified Initiatives through 2029

### Home Energy ~\$225 MM

- Launch Home Essentials bundle in Texas to expand wallet share (see slide 12)
- Scale Virtual Power Plant (VPP) to optimize supply costs (see slide 13)
- Tighten acquisition funnel and optimize retention in Texas improving customer tenure by 10%

### Smart Home ~\$400 MM

- 5-6% net subscriber growth per year
- Expand entry points through flexible product bundles that enable upsells to a premium offering
- Maintain industry leading 9-year customer life

### Business/C&I Energy ~\$125 MM

- Increase operating leverage<sup>3</sup> by 5% through platform and AI enhancements
- Grow product portfolio for electricity markets increasing unit margins by 8%
- Expand gas offerings and market coverage to increase gas unit margins by 7%

Highly Achievable Organic Growth Plan at Compelling Economics

<sup>1</sup> Based on midpoint of raised 2024 guidance; <sup>2</sup> See slide 9 for common dividend and share repurchase mix; <sup>3</sup> Total net margin/total direct cost

(\$ millions)

**Leverage to Higher Power Prices***(Illustrative Texas Generation Sensitivities)*

	Open Energy Scenario	
<b>2025 Texas Base Gross Margin</b>	\$1,710	
<b>ATC Power Price in '25 Guidance</b>	\$47/MWh	
<b>Impact @ Below ATC Price</b>	<b>Gross Margin</b>	<b>Adj EPS CAGR</b>
\$45/MWh	(\$90)	9%
2025 Base Assumption - \$47/MWh	\$0	10%
\$50/MWh	\$140	12%
\$55/MWh	\$360	13%
\$60/MWh	\$590	15%
\$75/MWh	\$1,350	20%
\$95/MWh	\$2,530	25%

**Base Earnings Assumptions:**

- Current fleet: 30 TWh Economic / 30 TWh Uneconomic
- Natural gas price: \$3.25 / MMBtu
- Weather-normal, among other simplifying assumptions
- See slide 31 for full Texas generation sensitivities detail

**Maximize Sites' Value and Texas New Build Projects**

Location*	Sites	Acreage
Texas	6	~17,000
East/West	15	~4,000
<b>Total</b>	<b>21</b>	<b>~21,000</b>

\*Portfolio comprised of current and retired power plant sites

**Unlocking Sites' Value**

- All 21 sites have water, fiber, and grid access
- Potential to site large loads, support additional natural gas, renewables, and energy storage
- Co-location includes both in-front-of-the-meter and behind-the-meter strategies

**"Additionality" Premium**

- 1.1 GW shovel-ready natural gas brownfield projects not selected by Texas Energy Fund (TEF)

Entering Power Demand Super Cycle; Positioned to Increase Shareholder Value

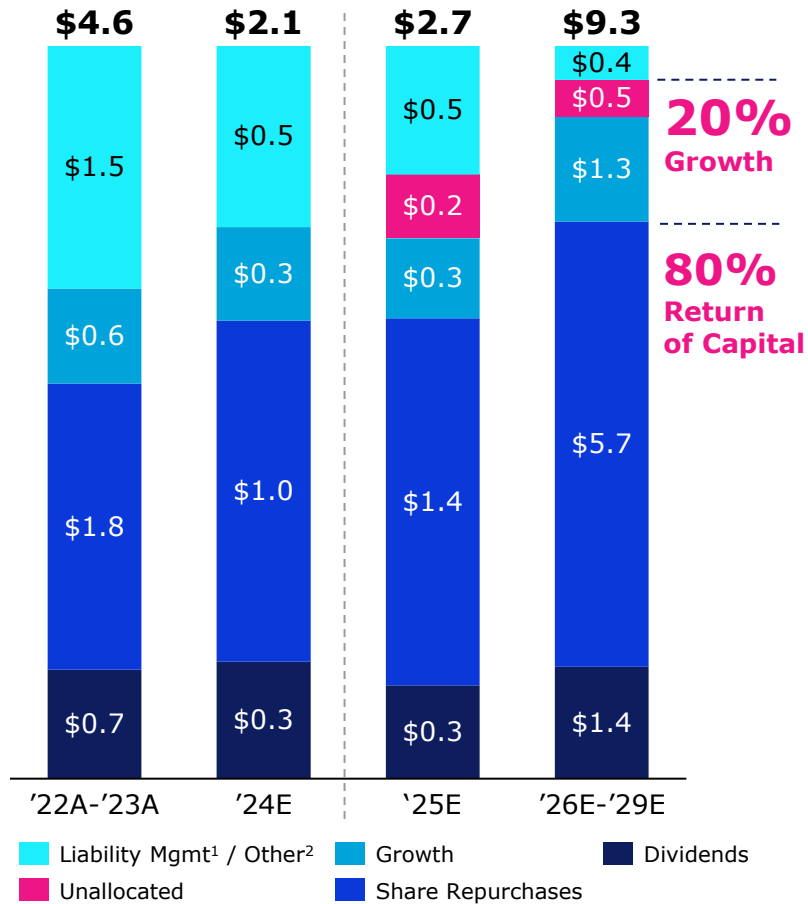


# Clear Capital Allocation Framework

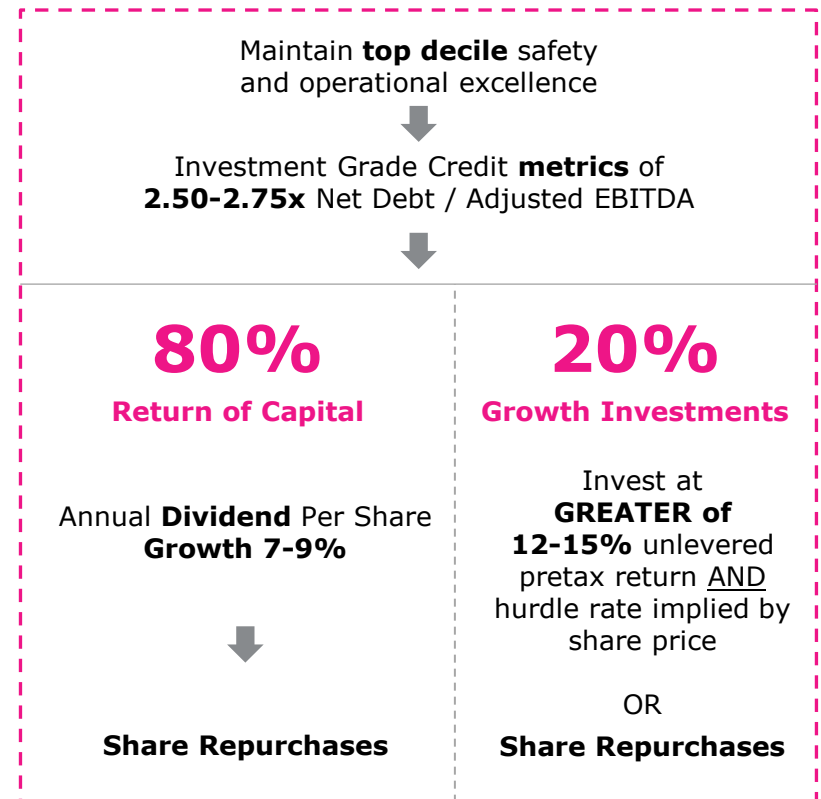


(\$ billions)

## 2022A-2029E Capital Allocation



## Capital Allocation Principles



<sup>1</sup> Includes: debt reduction, convertible note premium, bank fees and other associated costs; <sup>2</sup> Integration costs

# Virtual Power Plant Update

***Partnering with Renew Home & Google Cloud to Develop  
1GW AI-enabled Residential Virtual Power Plant in Texas***



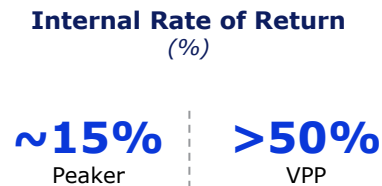
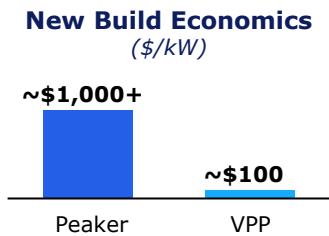
# Renew Home / Google Partnership Accelerates Virtual Power Plant Strategy in Texas



## Texas Partnership Overview

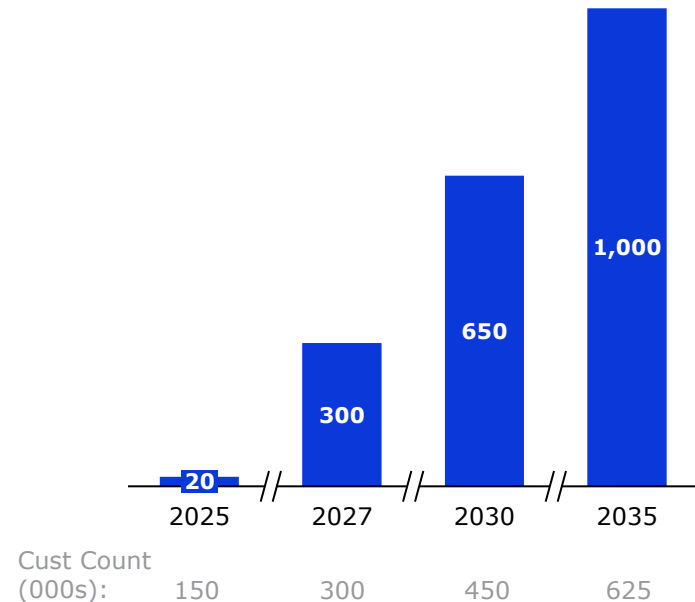
- Developing VPP and personalized energy management platform
- Delivers capacity at 10% cost of physical plant
- The partner for all new Nest thermostat VPP enrollments in Texas
- Powered by Google Cloud AI
- Renew Home provides significant co-funding of customer acquisition costs
- NRG drives customer relationship, experience and dispatches VPP events
- Further upside from potential to expand into other markets

## VPP Capital Efficiency



## Timing and Scale

**Targeting 650 MW by 2030 & 1,000 MW by 2035**  
*(Total MW from Texas VPP)*



## Introducing Home Base Essentials: Smart Thermostat & Doorbell Camera Bundle with Professional Setup Included as Part of an Energy Subscription

### Value to the Customer:

- Smart Home Essential Bundle at **no cost**
  - Smart thermostat
  - Doorbell camera
  - **Professional installation**
- **Single interface** for convenience and control
- Distinct **customer experience**

### Go-To-Market Strategy:

- **No cost bundle** for qualified NRG energy customers in Texas
- **Must maintain energy service** else \$14.99/month for Smart Home service
- Enrollment launch **Spring 2025**

### Pilot Success Rates:

- **~17%** customer take rate
- **~160** average household app engagements per month
- **~20%** of customers purchased additional Smart Home services
- Positive customer feedback



Home Base Essentials Creates Multiple Streams of Shareholder Value:  
Increased Customer Engagement, Retention, Retail Margin, Smart Home Sales

# VPP Value

## Consumer & Supply Margin Uplift Opportunities



### Consumer Businesses Value Uplift

\$ Per Customer, Illustrative	Unit Economics
Home Energy Margin Uplift	\$100
Home Energy Customer Life Extension	\$90
% Upgrade to Additional Smart Home Services	20%
Increased Smart Home Margin	\$185
<b>Annual Margin per Customer</b>	<b>\$227<sup>1</sup></b>

<b>A Annual Margin (\$ MM)</b>	<b>~\$80</b>
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### Retail Supply Value Uplift

\$ Per kW of VPP, Illustrative	Implied 2025 <sup>2</sup>
Events per Summer	80
% of Summer Hours	3%
Implied In-the-Money Power Price	\$1,060
<b>Value / kW</b>	<b>\$85</b>
x 2030 Target MWs	650
<b>B Annual Margin, Net (\$ MM) @ 650 MWs</b>	<b>~\$30<sup>3</sup></b>

2023 Case Study – 650 MW, 110 Events (\$ MM) \$60

2024 Case Study – 650 MW, 7 Events (\$ MM) <\$5

### Annual Margin Uplift

<b>650 MW VPP</b>
<b>A Retail &amp; Smart Home – \$80 MM</b>
<b>B Supply – \$30 MM<sup>3</sup></b>
<b>Potential Annual Value to NRG: ~\$110 MM</b>

<b>1 GW VPP</b>
<b>Retail &amp; Smart Home – \$115 MM</b>
<b>Supply – \$47 MM<sup>3</sup></b>
<b>Potential Annual Value to NRG: ~\$162 MM</b>

<sup>1</sup> Includes value from margin uplift (\$100), expected life extension (\$90), and smart home upsell (20% x \$185 = \$37); <sup>2</sup> Implied by 2025 forward prices as of September 30, 2024;

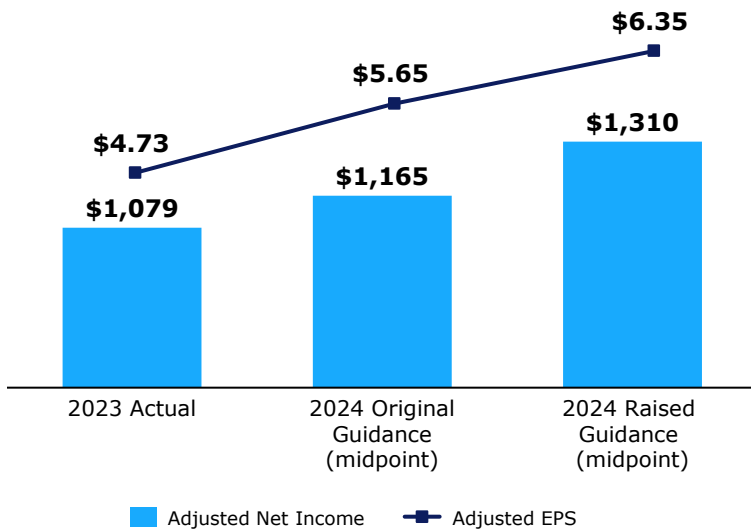
<sup>3</sup> Reflects confidential profit-sharing terms with Renew Home

# Financial Review

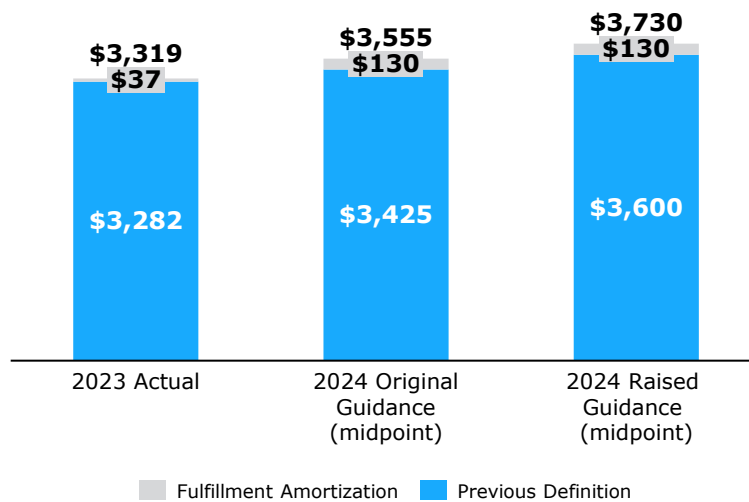
# Introducing Adjusted Net Income & Adjusted EPS

(\$ millions, except per share amounts)

## Enhanced Reporting: Adjusted Net Income and Adjusted EPS



## Updating Adjusted EBITDA



## Introducing New Financial Metrics: Adjusted Net Income and Adjusted EPS

- Adjusted Net Income and Adjusted EPS provide a more comprehensive view and show the full impact of NRG's growth through both investments and reduction in share count as part of the Company's capital allocation policy
- The Company has recast all amortization of costs related to customer acquisition to be presented within Depreciation and Amortization along with additional financial statement disclosures meant to address investor feedback and enhance transparency<sup>1</sup>
- Accordingly, Adjusted EBITDA for historical periods has been recast for comparability purposes, and all future references to Adjusted EBITDA will conform to this recast methodology

<sup>1</sup> See slide 41 with pro forma example of presentation adjustments for twelve months ended December 31, 2023 and 2024 Raised Guidance



# 3Q24 Financial Update



(\$ millions, except per share amounts)

	Three Months Ended	
	9/30/2024	9/30/2023
Texas	\$584	\$552
East/West/Services/Other <sup>1</sup>	214	196
Vivint Smart Home	257	239
<b>Adjusted EBITDA<sup>2</sup></b>	<b>\$1,055</b>	<b>\$987</b>
<b>Adjusted Net Income</b>	<b>\$393</b>	<b>\$360</b>
<b>Adjusted EPS</b>	<b>\$1.90</b>	<b>\$1.57</b>
<b>Free Cash Flow before Growth Investments ("FCFbG")</b>	<b>\$815</b>	<b>\$355</b>

2024 Raised Guidance
\$1,665–\$1,735 (Original \$1,665–\$1,785)
1,015–1,065 (Original 810–890)
975–1,005 (Original 955–1,005)
<b>\$3,655–\$3,805</b> (Original \$3,430–\$3,680)
<b>\$1,235– \$1,385</b> (Original \$1,040 – \$1,290)
<b>\$5.95 – \$6.75</b> (Original \$5.00 – \$6.30)
<b>\$1,975–\$2,125</b> (Original \$1,825–\$2,075)

## 3Q24 Highlights

### **\$1,055 MM Adjusted EBITDA: Exceeds prior year results by \$68 MM**

- Favorable results in Texas from strong portfolio performance across the summer, partially offset by 2023 asset sales
- Strong results in East and West include power and natural gas margin expansion and increase in customer counts
- Vivint Smart Home grew subscriber count by 5% and service margins by 6% year over year

### **\$393 MM Adjusted Net Income and \$1.90 Adjusted EPS: +\$21% Adjusted EPS growth over prior year results**

- Results include higher Adjusted EBITDA and impact of share repurchase program, partially offset by higher interest costs

### **\$815 MM FCFbG: Exceeds prior year results by \$460 MM**

- FCFbG results higher compared to prior year driven by higher Adjusted EBITDA, favorable working capital, and lower maintenance capex

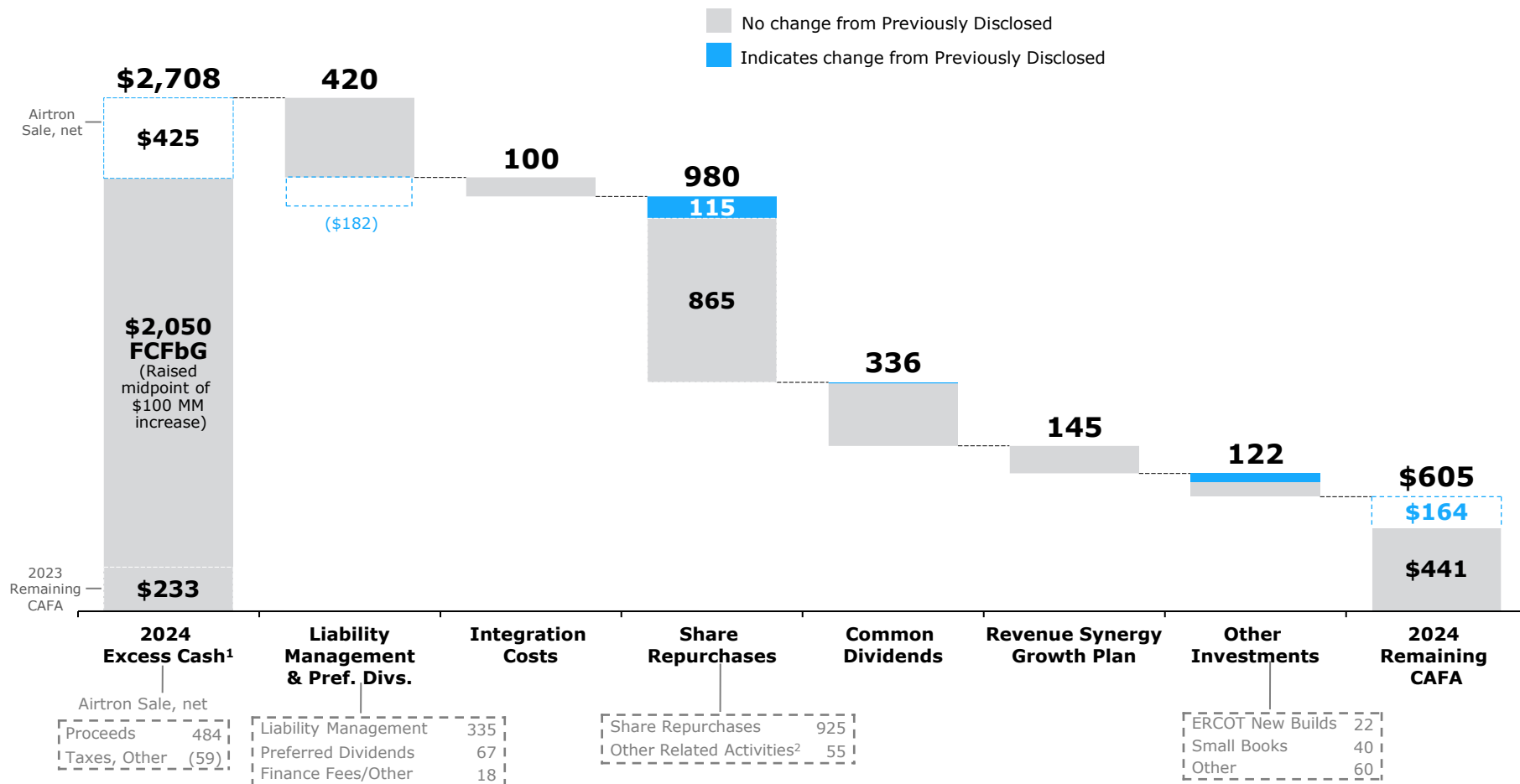
## Reaffirming Raised 2024 Guidance Ranges

<sup>1</sup> Includes Corporate segment; <sup>2</sup> Adjusted EBITDA recast to exclude all impacts of amortization of capitalized contract costs related to fulfillment, now reflected in depreciation and amortization

# 2024 Capital Allocation



(\$ millions)



## Increased Share Repurchases by \$100 MM from Improved Financial Performance

<sup>1</sup> Excludes \$750 MM Minimum Cash reserved for liquidity purposes; <sup>2</sup> Other Related Activities include 1% "Federal Excise Tax" on share repurchases executed in prior year (~\$10 MM) and shares repurchased in lieu of tax withholdings where the Company, instead of issuing shares related to certain stock-based compensation, settles employee tax obligations in cash (~\$45 MM)

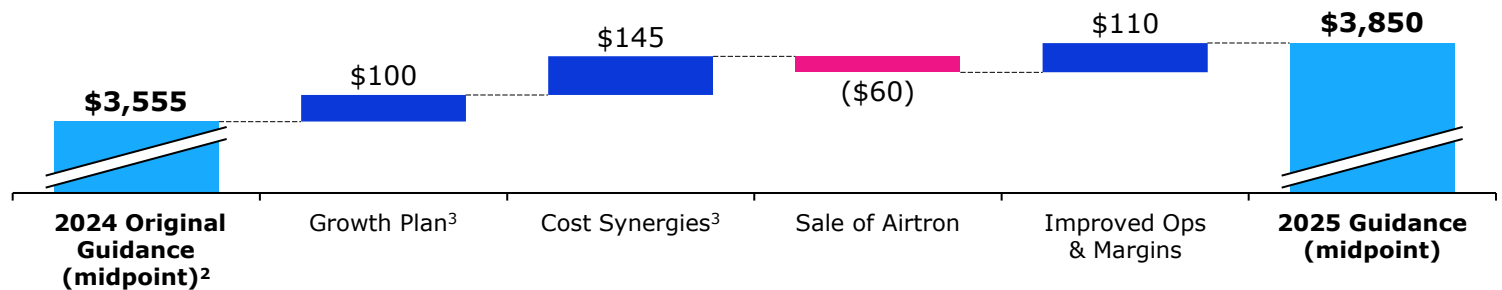
# Introducing 2025 Guidance



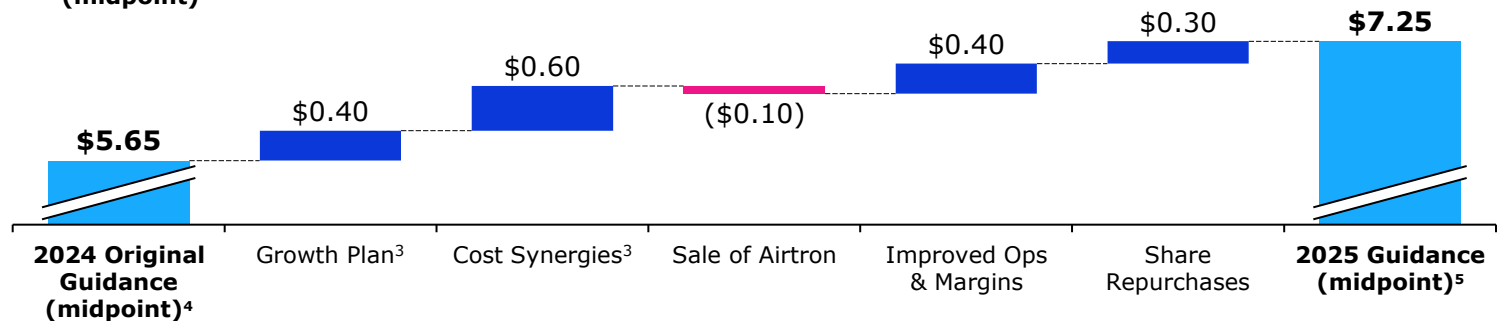
(\$ millions, except per share amounts)

	2025 Guidance
Adjusted EBITDA <sup>1</sup>	\$3,725 - \$3,975
Adjusted Net Income	\$1,330 - \$1,530
Adjusted EPS	\$6.75 - \$7.75
Free Cash Flow before Growth Investments ("FCFbG")	\$1,975 - \$2,225

**Adjusted EBITDA**  
(\$ millions)



**Adjusted EPS**  
(\$/share)

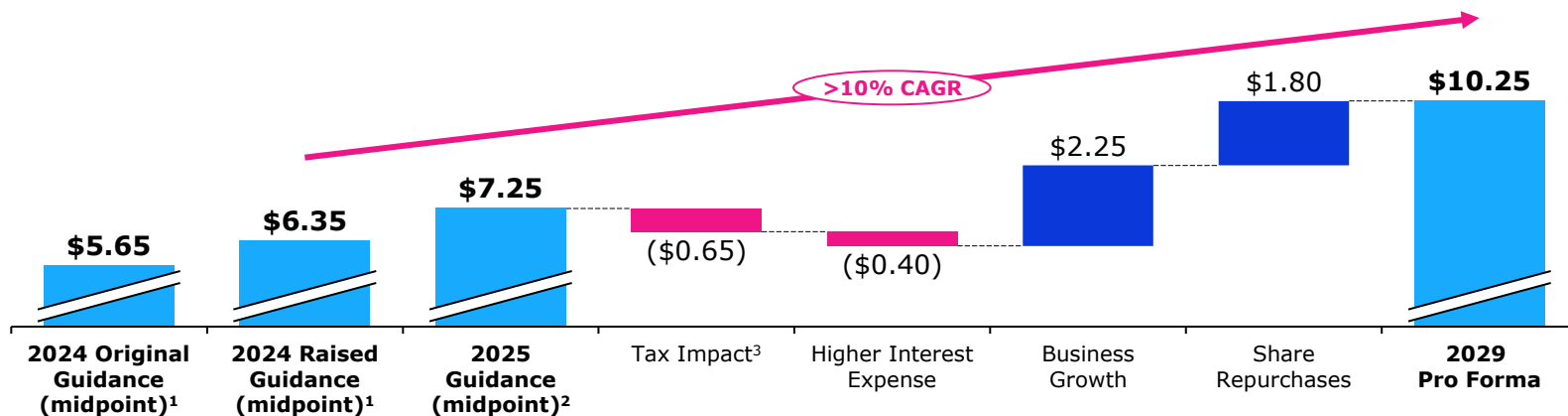


<sup>1</sup> Adjusted EBITDA details for Texas and East/West/Services/Other are included on slide 37; <sup>2</sup> Adjusted EBITDA recast to exclude all impacts of amortization of capitalized contract costs related to fulfillment, now reflected in Depreciation and Amortization; <sup>3</sup> Includes incremental impact for 2024-2025 portion of \$250 MM cost synergy program and \$300 MM of identified growth initiatives; <sup>4</sup> Based on midpoint of Original 2024 Guidance and weighted average number of common shares outstanding - basic of 206 MM; <sup>5</sup> Based on midpoint of 2025 Guidance and weighted average number of common shares outstanding - basic of 197 MM

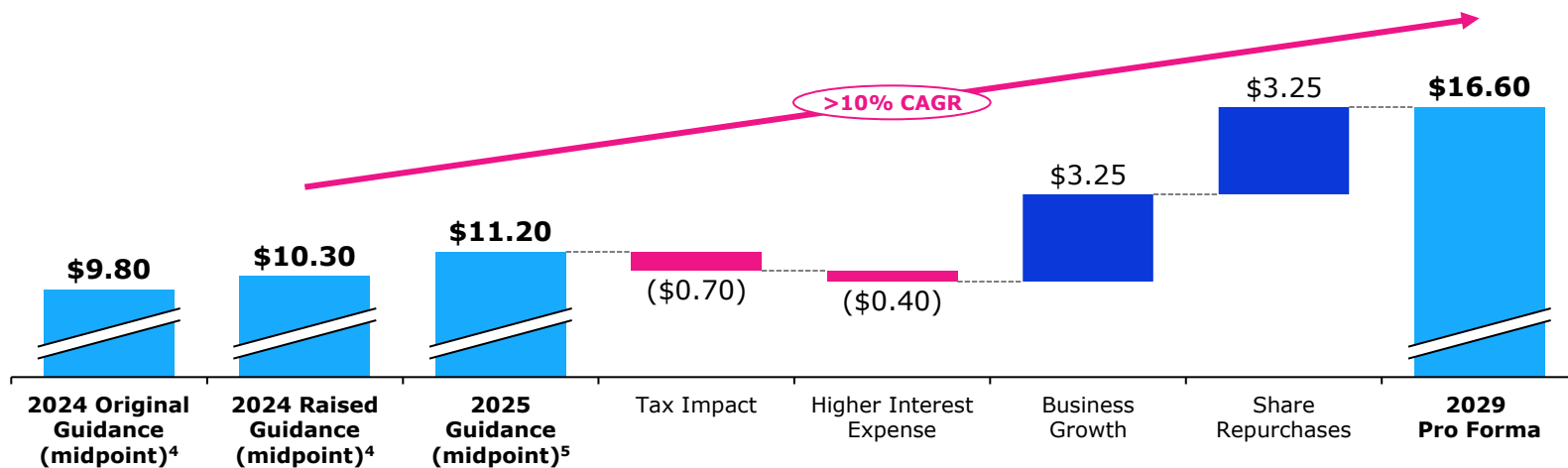
# Roadmap to Adjusted EPS & FCFbG/Share Growth



**Adjusted EPS**  
(\$/share)



**FCFbG**  
(\$/share)



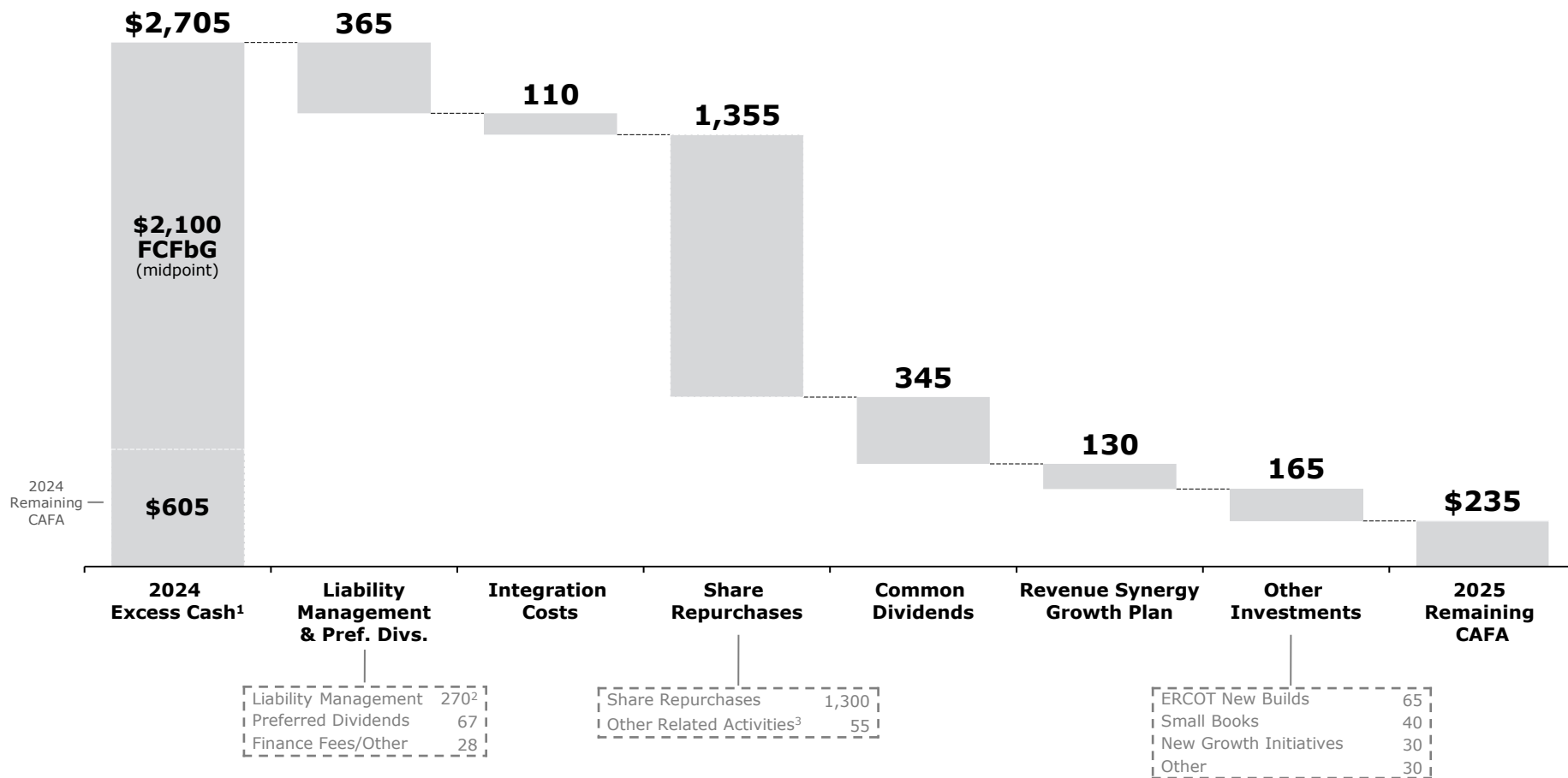
Outlook Excludes Upside Opportunities (Slide 8)

<sup>1</sup> Based on midpoint of Original & Raised 2024 Guidance and weighted average number of common shares outstanding – basic of 197 MM; <sup>2</sup> Based on midpoint of 2025 Guidance and weighted average number of common shares outstanding – basic of 197 MM; <sup>3</sup> 2025 Adjusted EPS includes impact of NRG's tax credits that are not available after 2025. These tax credits consist of incentive tax credits in connection with renewable projects as well as production tax credits for carbon recapture for pre-Inflation Reduction Act periods; <sup>4</sup> Based on ending outstanding shares of 199 MM; <sup>5</sup> Based on ending outstanding shares of 188 MM

# 2025 Capital Allocation



(\$ millions)



<sup>1</sup> Excludes \$750 MM Minimum Cash reserved for liquidity purposes; <sup>2</sup> Comprised of ~\$260 MM convertible note hedge and ~\$10 MM Term Loan B amortization; <sup>3</sup> Other Related Activities include "Federal Excise Tax" on share repurchases executed in prior year and shares repurchased in lieu of tax withholdings where the Company, instead of issuing shares related to certain stock-based compensation, settles employee tax obligations in cash

# Closing Remarks

# Compelling 5-Year Financial Outlook



**>10%**

*Adjusted EPS Growth*

**>10%**

*FCFbG / Share Growth*

**~\$8.8 Bn**

*Return of Capital*

**2.50-2.75x**

*Net Debt to Adj EBITDA*

***Plus:  
Significant and Highly Probable  
Upside Opportunities***



- Deliver Financial, Operational, Safety, and ESG Objectives – Increased Financial Guidance**

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- Deliver on Cost Initiatives – On Track**
  - \$250 MM 2023-2025 program: \$68 MM incremental in 2024 (\$105 MM '23-24)

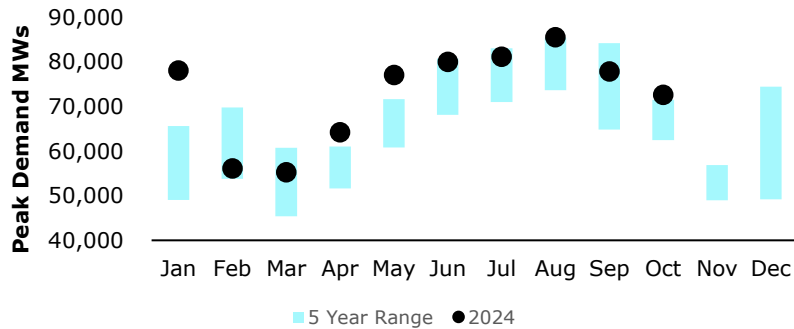
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- Optimize and Grow from Core – On Track**
  - \$300 MM 2023-2025 growth plan: incremental \$99 MM in 2024 (\$200 MM '23-24)
  - Optimize maintenance spend to maintain cycle-appropriate In-the-Money Fleet Availability
  - Increase renewable and dispatchable supply
    - PPA Strategy: 1.9 GW renewable pipeline, fully in-service
    - Development: 1.5 GW dispatchable ERCOT capacity, shovel-ready
    - Virtual Power Plant (VPP) energy management
  - Portfolio / business / real estate / site optimizations

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- Disciplined Capital Allocation Plan – Increased Share Repurchases & Achieved Credit Metrics**
  - \$925 MM (from \$825 MM) share repurchases; increased share repurchase authorization to \$3.7 Bn from \$2.7 Bn through 2025
  - 7-9% annual dividend growth – grew 8% to \$1.63/share (5<sup>th</sup> consecutive annual increase)
  - Achieve target investment grade metrics in 2025 – achieved in 2024

# Appendix: Operations

### Texas Continues to Realize Load Growth

#### Hit New Record Peaks in 5 of the First 10 Months of 2024



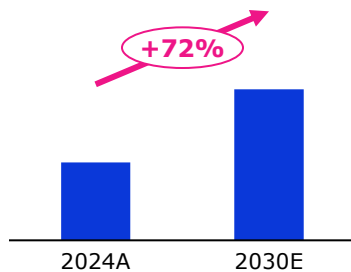
### Business Highlights & Results

#### 3Q Highlights

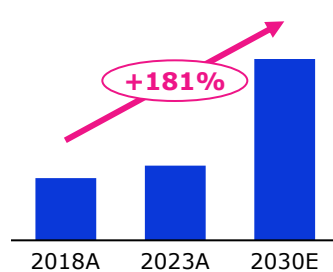
- Top decile safety performance
- Home Energy subscribers +4% YoY
- Smart Home subscribers +5% YoY
- ~97% reliability during Hurricane Beryl
- Increased '24 repurchase program by \$100 MM to \$925 MM, \$544 MM completed<sup>3</sup>
- Dissolved Vivint debt ring-fence structure, unlocking greater efficiency and strategic flexibility

### Rising Demand Forecast Lifting Energy Consumption in ERCOT

#### ERCOT Long-Term Load Forecast Summer Peak Demand<sup>1</sup>

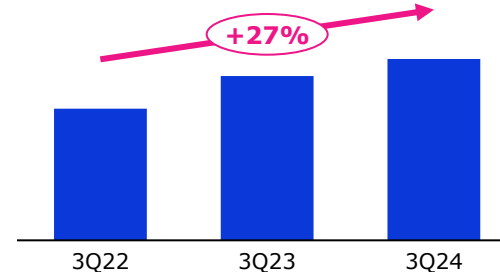


#### Total Energy Consumption<sup>2</sup>



### Resilient Plant Operations and Enhanced Supply Strategy

#### In-the-Money Availability



Energy Platform Benefited from Diversified Supply Strategy & Strong Market Fundamentals

<sup>1</sup> ERCOT 2024 Long-Term Load Forecast with HB5066 Impacts Presentation (June 2024); <sup>2</sup> ERCOT 2024 Long-Term Load Forecast (July 2024); <sup>3</sup> Through October 31, 2024

## Progress Highlights<sup>1</sup>

**58%**

Reduction in CO<sub>2</sub>e emissions (2023)

**71%**

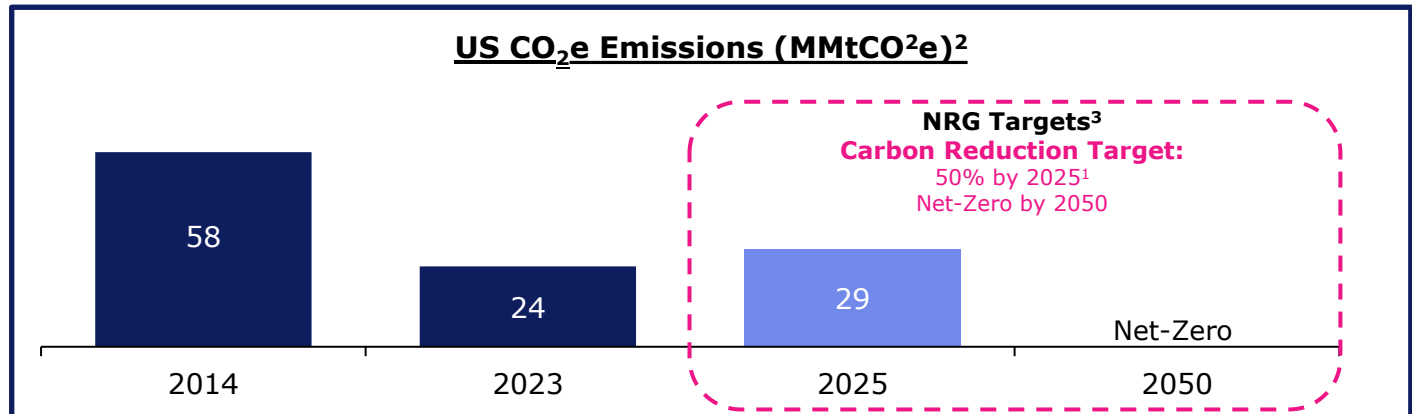
Reduction in SO<sub>2</sub> emissions

**59%**

Reduction in NO<sub>x</sub> emissions

**71%**

Reduction in water withdrawal



## 2023 Sustainability Report Published August 2, 2024

### Social & Governance Leadership:

- 55% gender and ethnic Board of Directors diversity
- Independent Board: 90%
- Consistent top decile safety performance
- 31,100 employee volunteer hours by NRG employees
- Diversity, Equity, and Inclusion – one of the company’s five core values

### Environmental Leadership:

- A- score on both 2023 CDP Climate Change and Water Security reports
- 1<sup>st</sup> power company to report per SASB standards; 7<sup>th</sup> year reporting
- 1<sup>st</sup> company in North America – in any sector – to issue a sustainability-linked bond
- 14 years of sustainability reporting

<sup>1</sup> From 2014 base year; <sup>2</sup> Data as of 12/31/2023; <sup>3</sup> NRG’s goals includes scope 1, 2, and 3 employee business travel

### Power Market Review – Texas

- Texas has approved legislation to incentivize new dispatchable generation resources
- NRG well positioned having previously initiated development work on multiple brownfield opportunities
- Proposed projects are shovel-ready to meet the supply needs of our Texas retail business

### Potential Benefits from Texas Legislation

- Low-interest rate (3%) loans from the Texas Energy Fund – SB2627
- Completion Bonus Grants of \$80-120k per MW based on COD - SB2627
- Property tax abatements with local school districts - House Bill 5

	TH Wharton	Cedar Bayou 5	Greens Bayou 6
<b>Type</b>	Simple Cycle	Combined Cycle	Simple Cycle
<b>Capacity (MW)</b>	415	689	443
<b>Heat Rate (Btu/kWh)</b>	10,500	6,500	9,200
<b>Technology</b>	Siemens SGT6-5000F	Mitsubishi M501JAC	GE 7HA.03
<b>Target COD</b>	Mid 2026	Mid 2028	Mid 2028
	<b>Texas Energy Fund (TEF) Due Diligence Phase</b>	<b>Projects not selected for TEF are under evaluation</b>	

TH Wharton Project Selected by Texas Energy Fund for Low-interest Rate Loan Due Diligence

# Advancing Sites' Value Opportunities

## Sites Available for Development

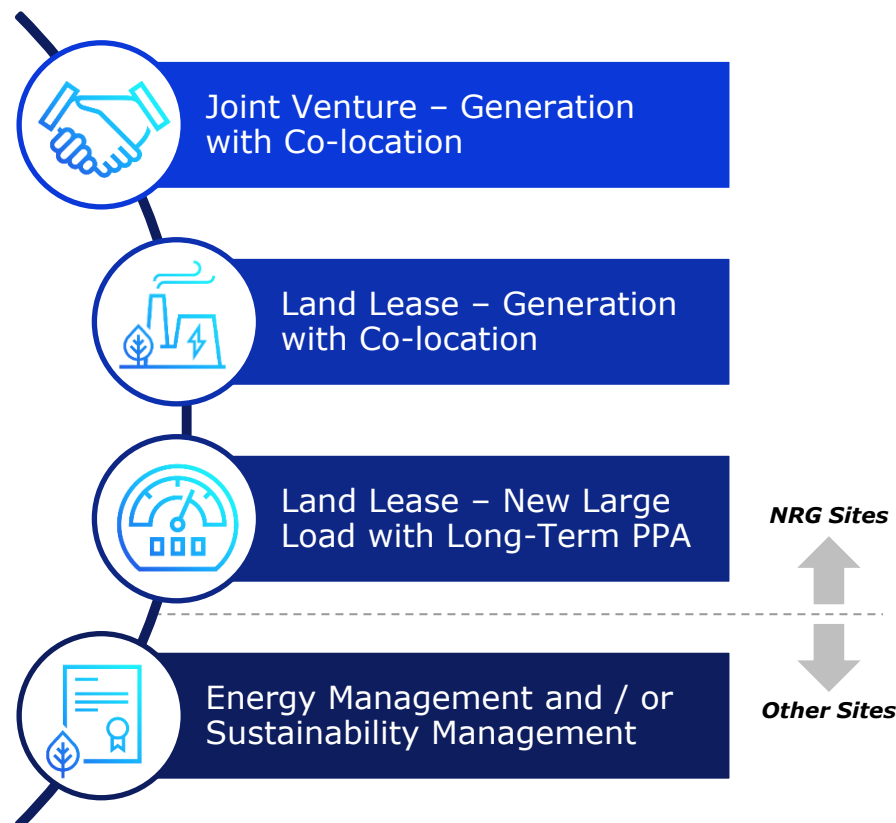
Location*	Sites	Acreage
Texas	6	~17,000
East/West	15	~4,000
<b>Total</b>	<b>21</b>	<b>~21,000</b>

\*Portfolio comprised of current and retired power plant sites

## Notable Attributes

Attribute	# of Sites
Water Availability	21 Sites
Fiber Access	21 Sites
Grid Access	21 Sites

## Value Creation Opportunities



Dedicated Team Established to Maximize Existing Site Value

# Mature Risk Strategy

## Managing Through-Cycle Stability



### 1 Forecast & Price

- Proprietary forecasting program models expected load and variability
- Data analytics form actionable insights into macro and micro usage patterns and trends
- Pricing model reflects insights from customer data/usage

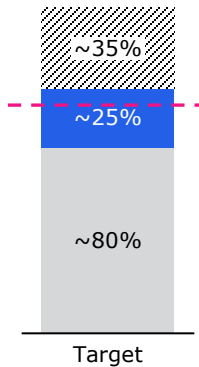
### 2 Retail Sale & Hedge

- Fully hedge priced load to firm gross margin
- Partially hedge expected future unpriced load (month-to-month) to mitigate bill shock
- Unique products require tailored hedging solutions to flex with usage variability

### 3 Optimize

- Enhance hedge profile to incorporate additional data (i.e. weather)
- Optimize hedge profile to reflect commercial market intelligence to achieve enhanced returns and lower supply costs

**Home**  
(On-Peak, Texas & East)



**Business (C&I)**  
(On-Peak, Texas & East)

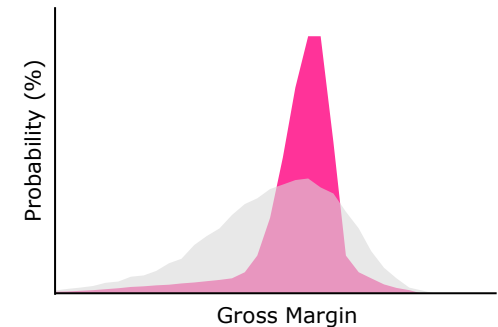


**Chart Key:**

- 100% Expected Load
- Third-Party Flexible Supply
- ▨ Out-of-the-Money Owned Generation / Third-Party Flexible Supply
- Market Purchases
- Economic Owned Generation

### Stabilize & Enhance Gross Margin

- Retail Hedged/Optimized
- Retail Unhedged

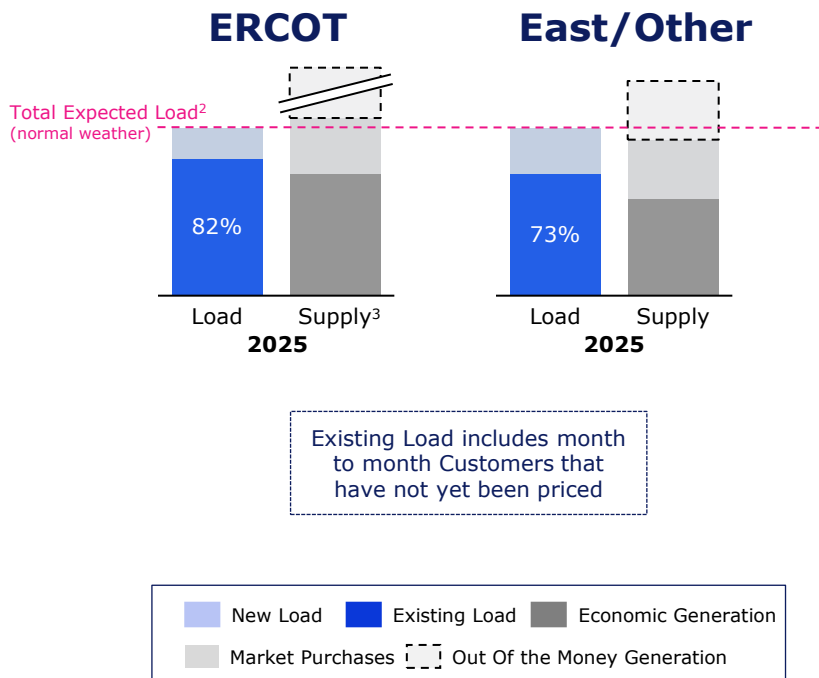


**At Signing, Day 0:  
Hedge to Expected Load**

**Day 1 thru Delivery Day:  
Optimize**



## Net Home Position<sup>1</sup> (Avg. On-Peak MWh)



## Supply Position Highlights

- ✓ Balance net generation and market purchases against priced load
- ✓ Manage current financial exposure while planning for physical delivery
- ✓ Maintains flexibility to adjust portfolio as priced load volumes increase
- ✓ Commercial & industrial load hedged with market purchases at execution

<sup>1</sup> Portfolio positions as September 30, 2024, inclusive of energy-only component; <sup>2</sup> Total Expected Load is a forecast of total fixed price load at delivery; <sup>3</sup> Existing load is signed contracts and expected renewals with pricing flexibility

# Texas Generation Sensitivity

## Significant Upside Opportunity in Rising Price Environment



### Illustrative Mark-to-Market for Texas Generation-Only Portfolio

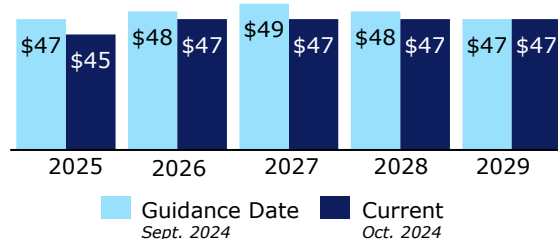
	Year 1	Year 2	Year 3	Open	Gas Sensitivity	
					+\$0.25	-\$0.25
<b>2025 Texas Base Gross Margin</b>	\$1,710 MM	—————>		\$1,710		
<b>% Hedge (as of Sept. 2024)</b>	95-100%	~50%	<25%	0%		
<b>ATC Power Price in '25 Guidance</b>	\$47/MWh	—————>		\$47/MWh		
<b>Implied GM @ Below ATC Price</b>						
\$40/MWh	(\$50)	(\$150)	(\$200)	(\$260)	(\$10)	\$20
\$45/MWh	(\$30)	(\$60)	(\$80)	(\$90)	(\$20)	\$20
<i>2025 Base Assumption - \$47/MWh</i>	\$0	\$0	\$0	\$0	(\$20)	\$20
\$50/MWh	\$50	\$90	\$110	\$140	(\$30)	\$20
\$55/MWh	\$120	\$240	\$300	\$360	(\$30)	\$30
\$60/MWh	\$210	\$400	\$500	\$590	(\$30)	\$40
\$75/MWh	\$530	\$930	\$1,140	\$1,350	(\$50)	\$60
\$95/MWh	\$1,030	\$1,710	\$2,070	\$2,530	(\$60)	\$80

#### Base Earnings Assumptions:

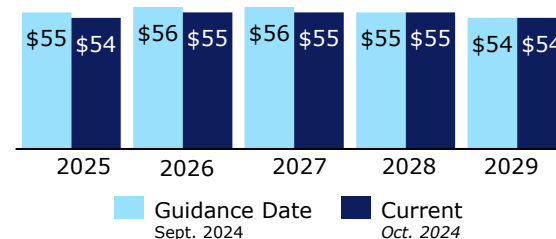
- 2025 Texas Base Generation Margin \$1,710 MM (see 2025 guidance slide 37)
- Current Fleet:
  - 30 TWh Economic
  - 30 TWh Uneconomic
- Power Prices: Around-the-Clock Blend of Houston and North
- Natural Gas Prices:
  - HH: \$3.50/MMBtu
  - HSC: \$3.25/MMBtu
- Weather-normal, among other simplifying assumptions

### Forward Curves Do Not Reflect Demand Outlook

#### Texas Around-the-Clock



#### Texas On-Peak



# Appendix: Finance

# Historical Consolidated Metrics



	2023	1Q24	2Q24	3Q24
Adjusted EBITDA <sup>1</sup>	\$3,319	\$870	\$962	\$1,055
Adjusted Net Income	\$1,079	\$315	\$358	\$393
Adjusted EPS	\$4.73	\$1.51	\$1.72	\$1.90
Basic Share Count – Average	228	209	208	207
Basic Share Count – Ending	208	208	207	205

<sup>1</sup> Reflects recast of all amortization of capitalized customer acquisition costs from selling general & administrative expenses and cost of operations into the depreciation and amortization

# Consolidated Modeling Data



	2024 Raised Guidance	2025 Guidance	2026-2029 Pro Forma Outlook
Power Price, ERCOT ATC	\$46	\$47	flat (\$47), see sensitivity table
Adjusted EBITDA (midpoint)	\$3,730	\$3,850	see growth plan
Depreciation & Amortization	~\$1.4 Bn	~\$1.4 Bn	flat
Interest Expense, net	\$640 MM	\$635 MM	~1.0% increase in average rate
Effective Tax Rate, for Adjusted EPS	~17.5%	~17%	~25%
Share Price for Share Repurchases <sup>1</sup>	\$90	\$100	~10% increase annually

<sup>1</sup> Assumed average share price used for share repurchases

# 2024 Corporate Credit Profile



(\$ millions)

	2024 Guidance	2025 Guidance
<b>Corporate Debt<sup>1</sup></b>	<b>\$10,940</b>	<b>\$10,895</b>
Debt Reduction	(45)	
Texas Energy Fund Debt		200
Minimum Cash Balance	(750)	(750)
<b>Corporate Net Debt</b>	<b>10,145</b>	<b>10,345</b>
<b>Corporate Adjusted EBITDA (midpoint)</b>	<b>3,730</b>	<b>3,850</b>
<b>Net Debt to Corporate Adjusted EBITDA Ratio</b>	<b>~2.75x</b>	<b>~2.75x</b>

2024 Liability Management Sources & Uses	
<b>Sources</b>	
2024 Liability Management	335
<b>Uses</b>	
Debt Reduction	(45)
Ring-Fence Collapse and Refinance Fees	(33)
Convert In-the-Money Premium	(257)
<b>Total</b>	
<b>Total 2024 Liability Management</b>	<b>(335)</b>

## Investment Grade Metrics

Net Debt / Adjusted EBITDA	2.50 – 2.75x
Adjusted CFO/ Net Debt	27.5 – 32.5%

Achieving Target Credit Metrics

<sup>1</sup> 2024 balance at 12/31/2023; 2025 projected balance at 12/31/2024

# Debt Maturity Schedule

## Balance as of 10/31/24



(\$ millions)

<b>Debt as of 10/31/24</b>	<b>Principal</b>
5.75% Senior Notes, due 2028	\$821
5.25% Senior Notes, due 2029	733
3.375% Senior Notes, due 2029	500
5.75% Senior Notes, due 2029	798
3.625% Senior Notes, due 2031	1,030
3.875% Senior Notes, due 2032	480
6.00% Senior Notes, due 2033	925
6.25% Senior Notes, due 2034	950
2.75% Convertible Senior Notes, due 2048 <sup>1</sup>	232
2.00% Senior Secured First Lien Notes, due 2025	500
2.45% Senior Secured First Lien Notes, due 2027	900
4.45% Senior Secured First Lien Notes, due 2029	500
7.00% Senior Secured First Lien Notes, due 2033	740
Senior Secured Term Loan B, due 2031	1,320
Tax-Exempt Bonds	466
<b>Total Recourse Debt<sup>2</sup></b>	<b>\$10,895</b>

<b>NRG Energy, Inc. Credit Rating</b>		
<b>S&amp;P</b>	<b>Moody's</b>	<b>Fitch</b>
<b>BB Positive</b>	<b>Ba1 Stable</b>	<b>BB+ Stable</b>

### **Key Actions Taken Since 9/30/2024**

- Removed Vivint ring-fence and redeemed \$375 MM '27 NRG senior notes
  - \$600 MM 2027 Vivint secured notes tendered
  - \$1.310 Bn 2028 Vivint TLB fully repaid
  - Issued new NRG senior notes \$925 MM at 6.0% due 2033, and \$950 MM at 6.25% due 2034
  - Increased NRG TLB due 2031 by \$450 MM, to \$1.32 Bn
  - \$798 MM 2029 Vivint unsecured notes exchanged up to NRG-level, with same coupon and maturity

**Uniform Maturity Schedule with No Near-Term Maturity Walls**

<sup>1</sup> The convertible note premium is fully hedged; See "Capped Call Options" in footnote 7 of the 3Q24 Form 10-Q; <sup>2</sup> Does not include \$11 MM Finance Leases and \$2 MM of other non-recourse debt



# Energy Modeling Aid

## Initiating 2025 Metrics



	2025E	
	Texas	East/West/ Other (EWO <sup>2</sup> )
<b>Operational Statistics</b>		
<b>Retail Energy Sales<sup>1</sup>:</b>		
Home Power Expected Load (TWh)	~40	~17
Business Power Expected Load (TWh)	~40	~65
<b>Total Power Expected Load (TWh)</b>	<b>~80</b>	<b>~82</b>
<b>Total Natural Gas Expected Sales (MDths)</b>	<b>0</b>	<b>~1,900</b>
<b>Generation Statistics:</b>		
Expected Owned Economic Generation Sales (TWh)	~30	~8
Expected Owned Uneconomic Generation Open (TWh) <sup>1</sup>	~30	~10

### Additional Commentary-Power

Home Load served primarily by owned generation and supplemented with third-party hedges

Business (C&I) Load served exclusively by third-party hedges:  
Load 60% fixed priced / 40% indexed

Uneconomic generation provides near-term insurance and long-term optimization opportunities

<b>Financial Summary</b>		
Economic Gross Margin (\$ MM)	\$3,740-\$3,860	\$2,280-\$2,360
OPEX / Other (\$ MM)	~\$1,900	~\$1,420
<b>Adj EBITDA (\$ MM)</b>	<b>\$1,840-\$1,960</b>	<b>\$860-\$940</b>

<b>Economic Gross Margin Mix</b>		
Retail Energy	~55%	~90%
Generation	~45%	~10%

<sup>1</sup> Weather normalized volumes; <sup>2</sup> Includes Services

# Energy KPIs and Modeling Data

## Quarterly KPIs



### Home & Business

Operational KPIs <sup>1</sup>	3Q24		3Q23	
	Texas	EWO <sup>2</sup>	Texas	EWO <sup>2</sup>
Home Power Load (TWh)	13	5	15	4
Business Power Load (TWh)	11	15	12	16
<b>Total Power Load (TWh)</b>	<b>24</b>	<b>20</b>	<b>27</b>	<b>20</b>
<b>Total Natural Gas Sales (MDths)</b>	<b>--</b>	<b>358</b>	<b>--</b>	<b>400</b>
<b>Total Owned Generation (TWh)</b>	<b>9</b>	<b>3</b>	<b>12</b>	<b>3</b>

### Financial Summary (\$ MM)

	Texas	EWO <sup>2</sup>	Texas	EWO <sup>2</sup>
Economic Gross Margin (\$MM)	\$1,079	\$611	\$1,027	\$567
OpEx / Other (\$MM)	(\$495)	(\$397)	(\$475)	(\$371)
<b>Adj EBITDA (\$MM)</b>	<b>\$584</b>	<b>\$214</b>	<b>\$552</b>	<b>\$196</b>

### Economic Gross Margin Mix

	Texas	EWO <sup>2</sup>	Texas	EWO <sup>2</sup>
Retail	55%	84%	64%	76%
Generation	45%	16%	36%	24%

<sup>1</sup> Volumes not weather normalized; <sup>2</sup> EWO: East/West/Other; Includes Services

# Smart Home KPIs and Modeling Data

## Quarterly KPIs



Key Metrics <sup>1</sup>	3Q24	3Q23	Change
<b>Portfolio</b>			
Subscribers (MM) <sup>2</sup>	2.15	2.05	+5%
Customer Lifetime (years) <sup>2</sup>	~9	~9	--
Retention (%) <sup>3</sup>	89.5%	89.1%	+40 bps
Bad Debt as % of revenue	~2%	~2%	--
<b>Per Subscriber</b>			
Monthly Rec. Revenue per Subscriber	\$75.59	\$73.55	+3%
Monthly Rec. Service Revenue per Subscriber	\$49.66	\$48.04	+3%
Monthly Rec. Net Service Cost per Subscriber	\$8.10	\$8.78	-8%
Monthly Rec. Service Margin per Subscriber	\$41.56	\$39.26	+6%
Gross Acquisition Cost per <u>New</u> Subscriber <sup>3</sup>	\$2,619	\$2,469	+6%
Net Acquisition Cost per <u>New</u> Subscriber <sup>3</sup>	\$912	\$783	+16%
Product Interactions per Day	~17	~16	+6%

### Optimized Pricing in Key Sales Channel Drives ~\$400 Improvement in Customer Lifetime Value

- Updated pricing generates increased Monthly Recurring Service Revenue per Subscriber while keeping the customer's total monthly payment the same
- Estimated financial impacts per new subscriber across blended Smart Home business:
  - \$5 **increase** in Monthly **Recurring Service Margin** per Subscriber
  - \$200 increase in Net Acquisition Cost per New Subscriber (including decrease in point-of-sale revenue and finance fee savings)
  - No change** to best-in-class 9-year customer life or 2-year payback

<sup>1</sup> See slide 55 for Smart Home performance metric definitions; <sup>2</sup> As of the period ended September 30; <sup>3</sup> Last twelve months as of period end

# Growth & Cost Initiative Scorecard



(\$ millions)

## Scorecard

<i>As of 9/30/2024</i>	<b>2023 Realized</b>	<b>2023 Target</b>	<b>2024 Target</b>	<b>2025 Run-Rate</b>
<b><u>Growth Plan:</u></b>				
FCFbG Growth <i>(recurring)</i>	\$101	\$75 <i>Orig. \$30</i>	\$200	\$300
Cost-to-Achieve <i>(one-time)</i>	\$129	\$105	\$145	\$404 <i>Cumulative</i>
<b><u>Cost Initiatives<sup>1</sup>:</u></b>				
FCFbG Growth <i>(recurring)</i>	\$37	\$35	\$105	\$250
Cost-to-Achieve <sup>2</sup> <i>(one-time)</i>	\$48	\$50	\$100	\$258 <i>Cumulative</i>
<b>Total Recurring FCFbG Growth</b>	<b>\$138</b>	<b>\$110</b>	<b>\$305</b>	<b>\$550</b> <i>'25 Run-Rate</i>

### Reaffirming Full Plan Targets

<sup>1</sup> 2025 run-rate includes \$100 MM Vivint Smart Home cost program and \$150 MM NRG cost program; see slide 16 of June 2023 Investor Day presentation for details; <sup>2</sup> CTA is cash based and excludes \$20 MM in equity comp, commissions, and depreciation

# Impact of Capitalized Customer Acquisition Costs Presentation Adjustments

(\$ millions)

	Twelve Months Ended 12/31/23			2024 Raised Guidance		
	Reported Actual Results	Presentation Adjustments	Reported Actual Results as Adjusted	Raised Guidance (Issued 9/25/24)	Presentation Adjustments	Raised Guidance as Adjusted
<b>Net Income</b>	\$ (202)	\$ -	\$ (202)	\$925 - \$1,075	\$ -	\$925 - \$1,075
Interest expense, net	602	-	602	640	-	640
Income tax	(11)	-	(11)	395	-	395
Depreciation and amortization	1,127	168	1,295	1,075	345	1,420
ARO expense	27	-	27	25	-	25
Amortization of customer acquisition costs	131	(131)	-	215	(215)	-
Stock-based compensation	78	-	78	100	-	100
Acquisition and divestiture integration and transaction costs	123	-	123	55	-	55
Other	1,407	-	1,407	95	-	95
<b>Adjusted EBITDA</b>	\$ 3,282	\$ 37	\$ 3,319	\$3,525 - \$3,675	\$130	\$3,655 - \$3,805
Interest payments, net	(482)	-	(482)	(600)	-	(600)
Income tax	(50)	-	(50)	(160)	-	(160)
Net deferred revenue	92	-	92	130	-	130
Amortization of customer fulfillment costs	37	(37)	-	130	(130)	-
Capitalized contract costs	(749)	-	(749)	(830)	-	(830)
Working capital/other assets and liabilities	(2,351)	-	(2,351)	(220)	-	(220)
<b>Cash provided by operating activities</b>	\$ (221)	\$ -	\$ (221)	\$1,975 - \$2,125	\$ -	\$1,975 - \$2,125

# Appendix: Reg. G Schedules

(\$ millions except per share amounts)

### Appendix Table A-1: 2024 and 2025 Guidance

The following table summarizes the 2024 and 2025 Guidance calculations of Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	2024		2024		2025	
	Original Guidance	Earnings Per Share, Basic <sup>2</sup>	Raised Guidance	Earnings Per Share, Basic <sup>2</sup>	Guidance	Earnings Per Share, Basic <sup>2</sup>
<b>Net Income<sup>3</sup></b>	<b>\$750 - \$1,000</b>	<b>N/A</b>	<b>\$925 - \$1,075</b>	<b>N/A</b>	<b>\$1,025 - \$1,225</b>	<b>N/A</b>
Cumulative dividends attributable to Series A Preferred Stock	(67)	N/A	(67)	N/A	(67)	N/A
<b>Net Income Available for Common Stockholders</b>	<b>\$683 - \$933</b>	<b>\$3.25 - \$4.55</b>	<b>\$858 - \$1,008</b>	<b>\$4.10 - \$4.90</b>	<b>\$958 - \$1,158</b>	<b>\$4.85 - \$5.85</b>
Plus:						
Cumulative dividends attributable to Series A Preferred Stock	67	0.33	67	0.33	67	0.34
ARO expense	25	0.12	25	0.12	25	0.13
Stock-based compensation	100	0.49	100	0.49	100	0.51
Acquisition and divestiture integration and transaction costs	55	0.27	55	0.27	20	0.10
Other <sup>4</sup>	95	0.46	95	0.46	130	0.66
Income tax <sup>5</sup>	345	1.67	395	1.92	390 - 440	1.98 - 2.23
<b>Adjusted Income before income taxes</b>	<b>\$1,370 - \$1,620</b>	<b>\$6.60 - \$7.90</b>	<b>\$1,595 - \$1,745</b>	<b>\$7.70 - \$8.50</b>	<b>\$1,690 - \$1,940</b>	<b>\$8.70 - \$9.70</b>
Adjusted income tax <sup>6</sup>	(263)	(1.28)	(293)	(1.42)	(293) - (343)	(1.49) - (1.74)
<b>Adjusted Net Income before Preferred Stock dividends</b>	<b>\$1,107 - \$1,357</b>	<b>\$5.35 - \$6.65</b>	<b>\$1,302 - \$1,452</b>	<b>\$6.30 - \$7.10</b>	<b>\$1,397 - \$1,597</b>	<b>\$7.10 - \$8.10</b>
Cumulative dividends attributable to Series A Preferred Stock	(67)	(0.33)	(67)	(0.33)	(67)	(0.34)
<b>Adjusted Net Income<sup>7</sup></b>	<b>\$1,040 - \$1,290</b>	<b>\$5.00 - \$6.30</b>	<b>\$1,235 - \$1,385</b>	<b>\$5.95 - \$6.75</b>	<b>\$1,330 - \$1,530</b>	<b>\$6.75 - \$7.75</b>

<sup>1</sup> Items may not sum due to rounding; <sup>2</sup> Earnings per share amount is based on weighted average number of common shares outstanding – basic of 206 MM and 197 MM for 2024 and 2025 guidance, respectively; <sup>3</sup> The Company does not guide to Net Income due to the impact of fair value adjustments related to derivatives in a given year. For purposes of guidance, fair value adjustments related to derivatives are assumed to be zero; <sup>4</sup> Includes adjustments for sale of assets, adjustments to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates, deactivation costs, other non-recurring expenses, and does not include the adjustment for loss on debt extinguishment which was \$260 MM as of September 30, 2024 and does not include Gain on Sale of Airtron of \$208 MM; <sup>5</sup> Represents anticipated GAAP income tax; <sup>6</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes. Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods. Other adjustments are shown on pre-tax basis; <sup>7</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'

(\$ millions except per share amounts)

### Appendix Table A-2: 2024 and 2025 Guidance

The following table summarizes the 2024 and 2025 Guidance calculations of Adjusted EBITDA, Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	2024 Original Guidance	2024 Raised Guidance	2025 Guidance
<b>Net Income<sup>2</sup></b>	<b>\$ 750 - \$1,000</b>	<b>\$ 925 - \$1,075</b>	<b>\$ 1,025 - \$1,225</b>
Interest expense, net	640	640	635
Income tax <sup>3</sup>	345	395	390 - 440
Depreciation and amortization <sup>4</sup>	1,420	1,420	1,400
ARO expense	25	25	25
Stock-based compensation	100	100	100
Acquisition and divestiture integration and transaction costs	55	55	20
Other <sup>5</sup>	95	95	130
<b>Adjusted EBITDA</b>	<b>\$3,430 - \$3,680</b>	<b>\$3,655 - \$3,805</b>	<b>\$3,725 - \$3,975</b>
Interest expense, net	(640)	(640)	(635)
Depreciation and amortization	(1,420)	(1,420)	(1,400)
<b>Adjusted Income before income taxes</b>	<b>\$1,370 - \$1,620</b>	<b>\$1,595 - \$1,745</b>	<b>\$1,690 - \$1,940</b>
Adjusted income tax <sup>6</sup>	(263)	(293)	(293) - (343)
<b>Adjusted Net Income before Preferred Stock dividends</b>	<b>\$1,107 - \$1,357</b>	<b>\$1,302 - \$1,452</b>	<b>\$1,397 - \$1,597</b>
Cumulative dividends attributable to Series A Preferred Stock	(67)	(67)	(67)
<b>Adjusted Net Income<sup>7</sup></b>	<b>\$1,040 - \$1,290</b>	<b>\$1,235 - \$1,385</b>	<b>\$1,330 - \$1,530</b>
Weighted average number of common shares outstanding - basic	206	206	197
<b>Adjusted EPS</b>	<b>\$5.00 - \$6.30</b>	<b>\$5.95 - \$6.75</b>	<b>\$6.75 - \$7.75</b>

<sup>1</sup> Adjusted EBITDA recast to exclude all impacts of amortization of capitalized contract costs related to fulfillment, now reflected in Depreciation and amortization; <sup>2</sup> The Company does not guide to Net Income due to the impact of fair value adjustments related to derivatives in a given year. For purposes of guidance, fair value adjustments related to derivatives are assumed to be zero; <sup>3</sup> Represents anticipated GAAP income tax expense; <sup>4</sup> Depreciation and amortization recast to include impact of amortization of capitalized contract costs; <sup>5</sup> Includes adjustments for sale of assets, adjustments to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates, deactivation costs, other non-recurring expenses, and does not include the adjustment for loss on debt extinguishment which was \$260 MM as of September 30, 2024, and does not include Gain on Sale of Airtron of \$208 MM; <sup>6</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes. Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods; <sup>7</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'



(\$ millions)

**Appendix Table A-3: 2024 and 2025 Guidance**

The following table summarizes the calculation of FCFbG providing a reconciliation from Cash provided by operating activities and Adjusted Net Income

	2024 Original Guidance	2024 Raised Guidance	2025 Guidance
<b>Adjusted Net Income</b>	<b>\$1,040 - \$1,290</b>	<b>\$1,235 - \$1,385</b>	<b>\$1,330 - \$1,530</b>
Cumulative dividends attributable to Series A Preferred Stock	67	67	67
Interest payments less than expense	40	40	25
Depreciation and amortization	1,420	1,420	1,400
Income tax payments less than expense	103	133	168 - 218
Gross Capitalized contract costs <sup>1</sup>	(830)	(830)	(895)
Working capital/other assets and liabilities <sup>2</sup>	(15)	(90)	(10)
<b>Cash provided by operating activities<sup>3</sup></b>	<b>\$1,825 - \$2,075</b>	<b>\$1,975 - \$2,125</b>	<b>\$2,085 - \$2,335</b>
Acquisition and other costs <sup>2</sup>	124	124	35
<b>Adjusted Cash provided by operating activities</b>	<b>\$1,949 - \$2,199</b>	<b>\$2,099 - \$2,249</b>	<b>\$2,120 - \$2,370</b>
Maintenance capital expenditures, net <sup>4</sup>	(240) - (260)	(240) - (260)	(240) - (260)
Environmental capital expenditures	(20) - (30)	(20) - (30)	(20) - (30)
Cost of acquisition	145	145	130
<b>Free Cash Flow before Growth Investments (FCFbG)</b>	<b>\$1,825 - \$2,075</b>	<b>\$1,975 - \$2,125</b>	<b>\$1,975 - \$2,225</b>

<sup>1</sup> Gross capitalized contract costs represent the costs directly related and incremental to the origination of new contracts, modification of existing contracts or to the fulfillment of the related subscriber contracts; these costs include installed products, commissions, other compensation and cost of installation of new or upgraded customer contracts; these costs are amortized on a straight-line basis over the expected period of benefit to Depreciation and amortization; <sup>2</sup> Working capital/other assets and liabilities includes payments for Acquisition and divestiture integration and transition costs, which is adjusted in Acquisition and other costs, and net deferred revenues; <sup>3</sup> Excludes fair value adjustments related to derivatives and changes in collateral deposits in support of risk management activities; <sup>4</sup> Includes W.A. Parish Unit 8 expected insurance recoveries related to property, plant and equipment

(\$ millions except per share amounts)

### Appendix Table A-4: Three months ended 9/30/24 and 9/30/23 Adjusted EBITDA Reconciliation by Operating Segment and Consolidated Adjusted EPS reconciliation

The following table summarizes the calculation of Adjusted EBITDA, Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	Three Months ended 9/30/24						Three Months ended 9/30/23					
	Texas	East	West/ Services/ Other	Vivint Smart Home	Corp/Elim	Total	Texas	East	West/ Services/ Other	Vivint Smart Home	Corp/Elim	Total
<b>Net (Loss) /Income</b>	<b>\$ (1,056)</b>	<b>\$ 88</b>	<b>\$ 148</b>	<b>\$ (29)</b>	<b>\$ 82</b>	<b>\$ (767)</b>	<b>\$ 463</b>	<b>\$ 316</b>	<b>\$ (168)</b>	<b>\$ (4)</b>	<b>\$ (264)</b>	<b>\$ 343</b>
Plus:												
Interest expense, net	1	1	7	74	122	205	(1)	(2)	6	43	109	155
Income tax	-	1	-	(8)	(240)	(247)	-	(2)	(37)	(20)	124	65
Depreciation and amortization <sup>2</sup>	81	39	23	198	11	352	84	39	24	203	9	359
ARO expense	11	14	1	-	-	26	3	6	-	-	-	9
Contract and emission credit amortization, net	5	(4)	4	-	-	5	5	(16)	4	-	-	(7)
<b>EBITDA</b>	<b>(958)</b>	<b>139</b>	<b>183</b>	<b>235</b>	<b>(25)</b>	<b>(426)</b>	<b>554</b>	<b>341</b>	<b>(171)</b>	<b>222</b>	<b>(22)</b>	<b>924</b>
Stock-based compensation	6	2	2	15	-	25	4	2	1	19	-	26
Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates	-	-	2	-	-	2	-	-	3	-	-	3
Acquisition and divestiture integration and transaction costs	-	-	-	1	8	9	-	-	-	2	18	20
Cost to achieve	-	-	-	-	6	6	-	-	-	-	-	-
Deactivation costs	-	4	-	-	-	4	-	9	2	-	-	11
(Gain) on sale of assets	-	-	(208)	-	-	(208)	-	-	-	-	-	-
Other and non-recurring charges <sup>3</sup>	(1)	10	-	6	(2)	13	(48)	3	(2)	(4)	1	(50)
Mark-to-market (MtM) loss/(gain) on economic hedges	1,537	9	84	-	-	1,630	42	(184)	195	-	-	53
<b>Adjusted EBITDA</b>	<b>\$ 584</b>	<b>\$ 164</b>	<b>\$ 63</b>	<b>\$ 257</b>	<b>\$ (13)</b>	<b>\$ 1,055</b>	<b>\$ 552</b>	<b>\$ 171</b>	<b>\$ 28</b>	<b>\$ 239</b>	<b>\$ (3)</b>	<b>\$ 987</b>
Interest expense, net						(205)						(155)
Depreciation and amortization						(352)						(359)
<b>Adjusted Income before income taxes</b>						<b>498</b>						<b>473</b>
Adjusted income tax <sup>4</sup>						(88)						(96)
<b>Adjusted Net Income before Preferred Stock dividends</b>						<b>410</b>						<b>377</b>
Cumulative dividends attributable to Series A Preferred Stock						(17)						(17)
<b>Adjusted Net Income<sup>5</sup></b>						<b>393</b>						<b>360</b>
Weighted average number of common shares outstanding - basic						207						230
<b>Adjusted EPS</b>						<b>\$ 1.90</b>						<b>\$ 1.57</b>

<sup>1</sup> Adjusted EBITDA recast to exclude all impacts of amortization of capitalized contract costs related to fulfillment, now reflected in Depreciation and amortization <sup>2</sup> Depreciation and amortization recast to include impact of amortization of capitalized contract costs; <sup>3</sup> 2023 Other and non-recurring includes (\$50) MM of property insurance proceeds; <sup>4</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes; Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods; <sup>5</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'

(\$ millions except per share amounts)

### Appendix Table A-5: Three months ended 9/30/24 and 9/30/23 Adjusted Net Income and Adjusted EPS Reconciliation

The following table summarizes the calculation of Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	Three Months Ended					
	September 30, 2024	Earnings/(Loss) Per Share, Basic <sup>2</sup>	Earnings/(Loss) Per Share, Diluted <sup>2</sup>	September 30, 2023	Earnings Per Share, Basic <sup>2</sup>	Earnings Per Share, Diluted <sup>2</sup>
<b>Net (Loss)/Income Available for Common Stockholders</b>	<b>(\$784)</b>	<b>(\$3.79)</b>	<b>(\$3.79)</b>	<b>\$326</b>	<b>\$1.42</b>	<b>\$1.41</b>
Plus:						
Dilutive impact adjustment on Net (Loss) Available for Common Stockholders <sup>3</sup>			\$0.09			
Cumulative dividends attributable to Series A Preferred Stock	\$17	\$0.08	\$0.08	\$17	\$0.07	\$0.07
ARO expense	\$26	\$0.13	\$0.12	\$9	\$0.04	\$0.04
Contract and emission credit amortization, net	\$5	\$0.02	\$0.02	(\$7)	(\$0.03)	(\$0.03)
Stock-based compensation	\$25	\$0.12	\$0.12	\$26	\$0.11	\$0.11
Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates	\$2	\$0.01	\$0.01	\$3	\$0.01	\$0.01
Acquisition and divestiture integration and transaction costs	\$9	\$0.04	\$0.04	\$20	\$0.09	\$0.09
Cost to achieve	\$6	\$0.03	\$0.03	\$0	\$0.00	\$0.00
Deactivation costs	\$4	\$0.02	\$0.02	\$11	\$0.05	\$0.05
(Gain) on sale of assets	(\$208)	(\$1.00)	(\$0.98)	\$0	\$0.00	\$0.00
Other and non-recurring charges <sup>4</sup>	\$13	\$0.06	\$0.06	(\$50)	(\$0.22)	(\$0.22)
Mark-to-market (MtM) loss on economic hedges	\$1,630	\$7.87	\$7.69	\$53	\$0.23	\$0.23
Income tax <sup>5</sup>	(\$247)	(\$1.19)	(\$1.17)	\$65	\$0.28	\$0.28
<b>Adjusted Income before income taxes</b>	<b>\$498</b>	<b>\$2.41</b>	<b>\$2.35</b>	<b>\$473</b>	<b>\$2.06</b>	<b>\$2.04</b>
Adjusted income tax <sup>6</sup>	(\$88)	(\$0.43)	(\$0.42)	(\$96)	(\$0.42)	(\$0.41)
<b>Adjusted Net Income before Preferred Stock dividends</b>	<b>\$410</b>	<b>\$1.98</b>	<b>\$1.93</b>	<b>\$377</b>	<b>\$1.64</b>	<b>\$1.63</b>
Cumulative dividends attributable to Series A Preferred Stock	(\$17)	(\$0.08)	(\$0.08)	(\$17)	(\$0.07)	(\$0.07)
<b>Adjusted Net Income<sup>7</sup></b>	<b>\$393</b>	<b>\$1.90</b>	<b>\$1.85</b>	<b>\$360</b>	<b>\$1.57</b>	<b>\$1.55</b>

<sup>1</sup> Items may not sum due to rounding; <sup>2</sup> Earnings per share amount is based on weighted average number of common shares outstanding - basic of 207 MM and 230 MM for the three months ended September 30, 2024 and 2023, respectively, and on weighted average number of common shares outstanding - diluted of 212 MM and 232 MM for the three months ended September 30, 2024 and 2023, respectively; <sup>3</sup> Includes the potential dilutive impacts of the Convertible Senior Notes of 3 million shares and equity compensation of 2 million shares for the three months ended September 30, 2024. Under GAAP when there is a net loss, potentially dilutive securities are not included in the diluted share count as they are anti-dilutive. As Adjusted Net Income is in an income position and not a loss position, this line item reflects the impact of the anti-dilutive securities as if they were dilutive; <sup>4</sup> 2023 other and non-recurring includes (\$50) MM of property insurance proceeds; <sup>5</sup> Represents GAAP income tax; <sup>6</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes. Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods; Other Adjustments are shown on pre-tax basis; <sup>7</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'

(\$ millions except per share amounts)

## Appendix Table A-6: Nine months ended 9/30/24 and 9/30/23 Adjusted EBITDA Reconciliation by Operating Segment and Consolidated Adjusted EPS reconciliation

The following table summarizes the calculation of Adjusted EBITDA, Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	Nine Months ended 9/30/24						Nine Months ended 9/30/23					
	Texas	East	West/ Services/ Other	Vivint Smart Home	Corp/Elim	Total	Texas	East	West/ Services/ Other	Vivint Smart Home <sup>2</sup>	Corp/Elim	Total
<b>Net Income/(Loss)</b>	\$ 259	\$ 1,116	\$ 90	\$ (51)	\$ (932)	\$ 482	\$ 1,532	\$ (1,187)	\$ (601)	\$ (66)	\$ (362)	\$ (684)
Plus:												
Interest expense, net	2	3	21	161	299	486	2	(12)	18	97	319	424
Income tax	-	-	(21)	(8)	280	251	-	(1)	(83)	(20)	(78)	(182)
Loss on debt extinguishment	-	-	-	-	260	260	-	-	-	-	-	-
Depreciation and amortization <sup>3</sup>	240	117	96	561	31	1,045	257	122	73	442	27	921
ARO expense	15	13	1	-	-	29	7	7	-	-	-	14
Contract and emission credit amortization, net	7	54	7	-	-	68	9	83	10	-	-	102
<b>EBITDA</b>	<b>523</b>	<b>1,303</b>	<b>194</b>	<b>663</b>	<b>(62)</b>	<b>2,621</b>	<b>1,807</b>	<b>(988)</b>	<b>(583)</b>	<b>453</b>	<b>(94)</b>	<b>595</b>
Stock-based compensation <sup>4</sup>	20	9	4	46	-	79	15	6	3	41	-	65
Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates	-	-	3	-	-	3	-	-	11	-	-	11
Acquisition and divestiture integration and transaction costs <sup>5</sup>	-	-	-	9	18	27	-	-	-	39	76	115
Cost to achieve <sup>6</sup>	-	-	-	-	23	23	-	-	-	-	-	-
Deactivation costs	-	13	2	-	-	15	-	19	8	-	-	27
Loss/(gain) on sale of assets	4	-	(208)	-	-	(204)	-	(202)	-	-	-	(202)
Other and non-recurring charges <sup>7</sup>	1	9	12	11	(8)	25	(91)	4	(2)	2	1	(86)
Impairments	-	-	15	-	-	15	-	-	-	-	-	-
Mark-to-market (MtM) loss/(gain) on economic hedges	707	(610)	186	-	-	283	(421)	1,723	631	-	-	1,933
<b>Adjusted EBITDA</b>	<b>\$ 1,255</b>	<b>\$ 724</b>	<b>\$ 208</b>	<b>\$ 729</b>	<b>\$ (29)</b>	<b>\$ 2,887</b>	<b>\$ 1,310</b>	<b>\$ 562</b>	<b>\$ 68</b>	<b>\$ 535</b>	<b>\$ (17)</b>	<b>\$ 2,458</b>
Interest expense, net						(486)						(424)
Depreciation and amortization						(1,045)						(921)
<b>Adjusted Income before income taxes</b>						<b>1,356</b>						<b>1,113</b>
Adjusted income tax <sup>8</sup>						(239)						(226)
<b>Adjusted Net Income before Preferred Stock dividends</b>						<b>1,117</b>						<b>887</b>
Cumulative dividends attributable to Series A Preferred Stock						(51)						(38)
<b>Adjusted Net Income<sup>9</sup></b>						<b>1,066</b>						<b>849</b>
Weighted average number of common shares outstanding - basic						207						230
<b>Adjusted EPS</b>						<b>\$ 5.15</b>						<b>\$ 3.69</b>

<sup>1</sup> Adjusted EBITDA recast to exclude all impacts of amortization of capitalized contract costs related to fulfillment, now reflected in Depreciation and amortization; <sup>2</sup> Vivint Smart Home acquired in March 2023; <sup>3</sup> Depreciation and amortization recast to include impact of amortization of capitalized contract costs; <sup>4</sup> 2024 excludes stock-based compensation of \$2 MM reflected in cost to achieve and \$1 MM reflected in acquisition and divestiture integration and transaction costs; 2023 excludes stock-based compensation of \$23 MM reflected in acquisition and divestiture integration and transaction costs; <sup>5</sup> 2024 includes stock-based compensation of \$1 MM; 2023 includes stock-based compensation of \$23 MM; <sup>6</sup> 2024 includes stock-based compensation of \$2 MM; <sup>7</sup> 2023 other and non-recurring includes (\$96) MM of property insurance proceeds; <sup>8</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes. Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods; <sup>9</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'

(\$ millions except per share amounts)

**Appendix Table A-7: Nine months ended 9/30/24 and 9/30/23 Adjusted Net Income and Adjusted EPS Reconciliation**The following table summarizes the calculation of Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	Nine Months Ended					
	September 30, 2024	Earnings Per Share, Basic <sup>2</sup>	Earnings Per Share, Diluted <sup>2</sup>	September 30, 2023	Earnings/(Loss) Per Share, Basic <sup>2</sup>	Earnings/(Loss) Per Share, Diluted <sup>2</sup>
<b>Net (Loss)/Income Available for Common Stockholders</b>	<b>\$431</b>	<b>\$2.08</b>	<b>\$2.02</b>	<b>(\$722)</b>	<b>(\$3.14)</b>	<b>(\$3.14)</b>
Plus:						
Dilutive impact adjustment on Net (Loss) Available for Common Stockholders <sup>3</sup>						\$0.01
Cumulative dividends attributable to Series A Preferred Stock	\$51	\$0.25	\$0.24	\$38	\$0.17	\$0.16
Loss on debt extinguishment	\$260	\$1.26	\$1.22	\$0	\$0.00	\$0.00
ARO expense	\$29	\$0.14	\$0.14	\$14	\$0.06	\$0.06
Contract and emission credit amortization, net	\$68	\$0.33	\$0.32	\$102	\$0.44	\$0.44
Stock-based compensation <sup>4</sup>	\$79	\$0.38	\$0.37	\$65	\$0.28	\$0.28
Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates	\$3	\$0.01	\$0.01	\$11	\$0.05	\$0.05
Acquisition and divestiture integration and transaction costs <sup>5</sup>	\$27	\$0.13	\$0.13	\$115	\$0.50	\$0.50
Cost to achieve <sup>6</sup>	\$23	\$0.11	\$0.11	\$0	\$0.00	\$0.00
Deactivation costs	\$15	\$0.07	\$0.07	\$27	\$0.12	\$0.12
(Gain) on sale of assets	(\$204)	(\$0.99)	(\$0.96)	(\$202)	(\$0.88)	(\$0.87)
Other and non-recurring charges <sup>7</sup>	\$25	\$0.12	\$0.12	(\$86)	(\$0.37)	(\$0.37)
Impairments	\$15	\$0.07	\$0.07	\$0	\$0.00	\$0.00
Mark-to-market (MtM) loss on economic hedges	\$283	\$1.37	\$1.33	\$1,933	\$8.40	\$8.37
Income tax <sup>8</sup>	\$251	\$1.21	\$1.18	(\$182)	(\$0.79)	(\$0.79)
<b>Adjusted Income before income taxes</b>	<b>\$1,356</b>	<b>\$6.55</b>	<b>\$6.37</b>	<b>\$1,113</b>	<b>\$4.84</b>	<b>\$4.82</b>
Adjusted income tax <sup>9</sup>	(\$239)	(\$1.15)	(\$1.12)	(\$226)	(\$0.98)	(\$0.98)
<b>Adjusted Net Income before Preferred Stock dividends</b>	<b>\$1,117</b>	<b>\$5.40</b>	<b>\$5.24</b>	<b>\$887</b>	<b>\$3.86</b>	<b>\$3.84</b>
Cumulative dividends attributable to Series A Preferred Stock	(\$51)	(\$0.25)	(\$0.24)	(\$38)	(\$0.17)	(\$0.16)
<b>Adjusted Net Income<sup>10</sup></b>	<b>\$1,066</b>	<b>\$5.15</b>	<b>\$5.00</b>	<b>\$849</b>	<b>\$3.69</b>	<b>\$3.68</b>

<sup>1</sup> Items may not sum due to rounding; <sup>2</sup> Earnings per share amount is based on weighted average number of common shares outstanding - basic of 207 MM and 230 MM for the nine months ended September 30, 2024 and 2023, respectively, and on weighted average number of common shares outstanding - diluted of 213 MM and 231 MM for the nine months ended September 30, 2024 and 2023, respectively; <sup>3</sup> Includes the potential dilutive impact of equity compensation of 1 million shares for the nine months ended September 30, 2023. Under GAAP when there is a net loss, potentially dilutive securities are not included in the diluted share count as they are anti-dilutive. As Adjusted Net Income is in an income position and not a loss position, this line item reflects the impact of the anti-dilutive securities as if they were dilutive; <sup>4</sup> 2024 excludes stock-based compensation of \$2 MM reflected in cost to achieve and \$1 MM reflected in acquisition and divestiture integration and transaction costs; 2023 excludes stock-based compensation of \$23 MM reflected in acquisition and divestiture integration and transaction costs; <sup>5</sup> 2024 includes stock-based compensation of \$1 MM; 2023 includes stock-based compensation of \$23 MM; <sup>6</sup> 2024 includes stock-based compensation of \$2 MM; <sup>7</sup> 2023 other and non-recurring includes (\$96) MM of property insurance proceeds; <sup>8</sup> Represents GAAP income tax; <sup>9</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes. Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods. Other Adjustments are shown on pre-tax basis; <sup>10</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'

(\$ millions)

**Appendix Table A-8: Three months ended 9/30/24 and 9/30/23 Free Cash Flow before Growth**

The following table summarizes the calculation of FCFbG and provides a reconciliation Cash provided by operating activities and Adjusted Net Income

	Three Months Ended 9/30/24	Three Months Ended 9/30/23
<b>Adjusted Net Income</b>	<b>\$ 393</b>	<b>\$ 360</b>
Cumulative dividends attributable to Series A Preferred Stock	17	17
Interest payments (in excess of)/less than expense	28	(36)
Depreciation and Amortization	352	359
Income tax payments less than expense	82	88
Gross capitalized contract costs <sup>1</sup>	(259)	(265)
Collateral / working capital / other assets and liabilities <sup>2</sup>	(582)	43
<b>Cash provided by operating activities</b>	<b>31</b>	<b>566</b>
Net (payments)/receipts from settlement of acquired derivatives that include financing elements	10	14
Acquisition and divestiture integration and transaction costs <sup>3</sup>	28	20
GenOn Pension	18	-
Adjustment for change in collateral	740	(167)
Nuclear decommissioning trust liability	-	(8)
Effect of exchange rate changes on cash and cash equivalents	1	(3)
<b>Adjusted Cash provided by operating activities</b>	<b>828</b>	<b>422</b>
Maintenance capital expenditures, net <sup>4</sup>	(55)	(102)
Environmental capital expenditures	(7)	(1)
Cost of acquisition	49	36
<b>Free Cash Flow before Growth Investments (FCFbG)</b>	<b>\$ 815</b>	<b>\$ 355</b>

<sup>1</sup> Gross capitalized contract costs represent the costs directly related and incremental to the origination of new contracts, modification of existing contracts or to the fulfillment of the related subscriber contracts; these costs include installed products, commissions, other compensation and cost of installation of new or upgraded customer contracts; these costs are amortized on a straight-line basis over the expected period of benefit to Depreciation and amortization; <sup>2</sup> Includes the cash impact of Net deferred revenue; <sup>3</sup> Three months ended 9/30/24 includes \$6 MM Cost to achieve payments; <sup>4</sup> Three months ended 9/30/23 includes W.A. Parish Unit 8 insurance recoveries related to property, plant and equipment of \$52 MM

(\$ millions)

**Appendix Table A-9: Nine months ended 9/30/24 and 9/30/23 Free Cash Flow before Growth**

The following table summarizes the calculation of FCFbG and provides a reconciliation Cash provided by operating activities and Adjusted Net Income

	Nine Months Ended 9/30/24	Nine Months Ended 9/30/23
<b>Adjusted Net Income</b>	<b>\$ 1,066</b>	<b>\$ 849</b>
Cumulative dividends attributable to Series A Preferred Stock	51	38
Interest payments less than expense	34	28
Depreciation and Amortization	1,045	921
Income tax payments less than expense	127	186
Gross capitalized contract costs <sup>1</sup>	(698)	(622)
Collateral / working capital / other assets and liabilities <sup>2</sup>	(271)	(1,862)
<b>Cash provided by operating activities</b>	<b>1,354</b>	<b>(462)</b>
Net (payments)/receipts from settlement of acquired derivatives that include financing elements	(2)	332
Acquisition and divestiture integration and transaction costs <sup>3</sup>	63	95
Astoria fees	-	3
Proceeds from sale of land	9	-
GenOn Pension	18	-
Encina site improvement	-	7
Adjustment for change in collateral	80	1,188
Nuclear decommissioning trust liability	-	(13)
Effect of exchange rate changes on cash and cash equivalents	1	-
<b>Adjusted Cash provided by operating activities</b>	<b>1,523</b>	<b>1,150</b>
Maintenance capital expenditures, net <sup>4</sup>	(178)	(256)
Environmental capital expenditures	(15)	(1)
Cost of acquisition	108	90
<b>Free Cash Flow before Growth Investments (FCFbG)</b>	<b>\$ 1,438</b>	<b>\$ 983</b>

<sup>1</sup> Gross capitalized contract costs represent the costs directly related and incremental to the origination of new contracts, modification of existing contracts or to the fulfillment of the related subscriber contracts; these costs include installed products, commissions, other compensation and cost of installation of new or upgraded customer contracts; these costs are amortized on a straight-line basis over the expected period of benefit to Depreciation and amortization; <sup>2</sup> Includes the cash impact of Net deferred revenue; <sup>3</sup> Nine months ended 9/30/24 includes \$23 MM Cost to achieve payments and excludes \$3 MM non-cash stock-based compensation; nine months ended 9/30/23 excludes \$23 MM non-cash stock-based compensation; <sup>4</sup> Nine months ended 9/30/24 includes W.A. Parish Unit 8 insurance recoveries related to property, plant and equipment of \$3 MM; nine months ended 9/30/23 includes W.A. Parish Unit 8 and Limestone Unit 1 insurance recoveries related to property, plant and equipment of \$173 MM

(\$ millions except per share amounts)

**Appendix Table A-10: Three months ended 3/31/24 and 6/30/24 Adjusted EBITDA Reconciliation by Operating Segment and Consolidated Adjusted EPS reconciliation**

The following table summarizes the calculation of Adjusted EBITDA, Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	Three Months ended 3/31/24						Three Months ended 6/30/24					
	Texas	East	West/ Services/ Other	Vivint Smart Home	Corp/Elim	Total	Texas	East	West/ Services/ Other	Vivint Smart Home	Corp/Elim	Total
<b>Net Income/(Loss)</b>	\$ 349	\$ 581	\$ (60)	\$ 7	\$ (366)	\$ 511	\$ 966	\$ 447	\$ 2	\$ (29)	\$ (648)	\$ 738
Plus:												
Interest expense, net	-	-	5	38	91	134	1	2	9	49	86	147
Income tax	-	(1)	(15)	2	198	184	-	-	(6)	(2)	322	314
Loss on debt extinguishment	-	-	-	-	58	58	-	-	-	-	202	202
Depreciation and amortization <sup>2</sup>	82	39	25	177	10	333	77	39	48	186	10	360
ARO expense	1	3	-	-	-	4	3	(4)	-	-	-	(1)
Contract and emission credit amortization, net	-	72	1	-	-	73	2	(14)	2	-	-	(10)
<b>EBITDA</b>	<b>432</b>	<b>694</b>	<b>(44)</b>	<b>224</b>	<b>(9)</b>	<b>1,297</b>	<b>1,049</b>	<b>470</b>	<b>55</b>	<b>204</b>	<b>(28)</b>	<b>1,750</b>
Stock-based compensation <sup>3</sup>	7	4	1	15	-	27	7	3	1	16	-	27
Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates	-	-	-	-	-	-	-	-	1	-	-	1
Acquisition and divestiture integration and transaction costs <sup>4</sup>	-	-	-	6	4	10	-	-	-	2	6	8
Cost to achieve <sup>5</sup>	-	-	-	-	9	9	-	-	-	-	8	8
Deactivation costs	-	5	1	-	-	6	-	4	1	-	-	5
Loss on sale of assets	4	-	-	-	-	4	-	-	-	-	-	-
Other and non-recurring charges	1	(1)	1	(1)	(11)	(11)	1	-	11	6	5	23
Impairments	-	-	-	-	-	-	-	-	15	-	-	15
Mark-to-market (MtM) (gain)/loss on economic hedges	(225)	(351)	104	-	-	(472)	(605)	(268)	(2)	-	-	(875)
<b>Adjusted EBITDA</b>	<b>\$ 219</b>	<b>\$ 351</b>	<b>\$ 63</b>	<b>\$ 244</b>	<b>\$ (7)</b>	<b>\$ 870</b>	<b>\$ 452</b>	<b>\$ 209</b>	<b>\$ 82</b>	<b>\$ 228</b>	<b>\$ (9)</b>	<b>\$ 962</b>
Interest Expense, net						(134)						(147)
Depreciation and Amortization						(333)						(360)
<b>Adjusted Income before income taxes</b>						<b>403</b>						<b>455</b>
Adjusted Income Tax Expense <sup>6</sup>						(71)						(80)
<b>Adjusted Net Income before Preferred Stock dividends</b>						<b>332</b>						<b>375</b>
Cumulative dividends attributable to Series A Preferred Stock						(17)						(17)
<b>Adjusted Net Income<sup>7</sup></b>						<b>315</b>						<b>358</b>
Weighted average number of common shares outstanding - basic						209						208
<b>Adjusted EPS</b>						<b>\$ 1.51</b>						<b>\$ 1.72</b>

<sup>1</sup> Adjusted EBITDA recast to exclude all impacts of amortization of capitalized contract costs related to fulfillment, now reflected in Depreciation and amortization; <sup>2</sup> Depreciation and amortization recast to include impact of amortization of capitalized contract costs; <sup>3</sup> Q1 2024 excludes stock-based compensation of \$2 MM reflected in cost to achieve and \$1 MM reflected in acquisition and divestiture integration and transaction costs; <sup>4</sup> Q1 2024 includes stock-based compensation of \$1 MM; <sup>5</sup> Q1 2024 includes stock-based compensation of \$2 MM; <sup>6</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes. Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods; <sup>7</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'



(\$ millions except per share amounts)

### Appendix Table A-11: Twelve months ended 12/31/23 Adjusted EBITDA Reconciliation by Operating Segment and Consolidated Adjusted EPS reconciliation

The following table summarizes the calculation of Adjusted EBITDA, Adjusted Net Income and Adjusted EPS and provides a reconciliation from Net Income<sup>1</sup>

	Twelve Months ended 12/31/23					
	Texas	East	West/ Services/ Other	Vivint Smart Home <sup>2</sup>	Corp/Elim	Total
<b>Net Income/(Loss)</b>	\$ 3,091	\$ (1,718)	\$ (859)	\$ (111)	\$ (605)	\$ (202)
Plus:						
Interest expense, net	3	(9)	26	174	408	602
Income tax	-	-	(111)	(32)	132	(11)
(Gain) on debt extinguishment	-	-	-	-	(109)	(109)
Depreciation and amortization <sup>3</sup>	348	167	99	645	36	1,295
ARO expense	15	12	-	-	-	27
Contract and emission credit amortization, net	11	100	14	-	-	125
<b>EBITDA</b>	<b>3,468</b>	<b>(1,448)</b>	<b>(831)</b>	<b>676</b>	<b>(138)</b>	<b>1,727</b>
Stock-based compensation <sup>4</sup>	13	5	2	58	-	78
Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates	-	-	15	-	-	15
Acquisition and divestiture integration and transaction costs <sup>5</sup>	-	-	-	41	82	123
Cost to achieve	-	-	-	-	14	14
Deactivation costs	-	34	11	-	-	45
(Gain) on sale of assets	(1,319)	(233)	-	-	-	(1,552)
Other and non-recurring charges <sup>6</sup>	(157)	4	(1)	15	17	(122)
Impairments	2	4	122	-	-	128
Mark-to-market (MtM) (gain)/loss on economic hedges	(315)	2,414	764	-	-	2,863
<b>Adjusted EBITDA</b>	<b>\$ 1,692</b>	<b>\$ 780</b>	<b>\$ 82</b>	<b>\$ 790</b>	<b>\$ (25)</b>	<b>\$ 3,319</b>
Interest Expense, net						(602)
Depreciation and Amortization						(1,295)
<b>Adjusted Income before income taxes</b>						<b>1,422</b>
Adjusted Income Tax Expense <sup>7</sup>						(289)
<b>Adjusted Net Income before Preferred Stock dividends</b>						<b>1,133</b>
Cumulative dividends attributable to Series A Preferred Stock						(54)
<b>Adjusted Net Income<sup>8</sup></b>						<b>1,079</b>
Weighted average number of common shares outstanding - basic						228
<b>Adjusted EPS</b>						<b>\$ 4.73</b>

<sup>1</sup> Adjusted EBITDA recast to exclude all impacts of amortization of capitalized contract costs related to fulfillment, now reflected in Depreciation and amortization; <sup>2</sup> Vivint Smart Home acquired in March 2023; <sup>3</sup> Depreciation and amortization recast to include impact of amortization of capitalized contract costs; <sup>4</sup> Stock-based compensation excludes \$25 MM reflected in acquisition and divestiture integration and transaction costs; <sup>5</sup> Includes stock-based compensation of \$25 MM; <sup>6</sup> Other and non-recurring charges include (\$164) MM of property insurance proceeds; For the year ended December 31, 2023, cash proceeds were \$240 MM; <sup>7</sup> Income tax calculated using Adjusted ETR on Adjusted Income before income taxes. Adjusted ETR includes impact of NRG's tax credits, consisting of incentive tax credit in connection with renewable projects as well as production tax credits for carbon recapture for pre-IRA periods; <sup>8</sup> Adjusted Net Income as shown here is 'Adjusted Net Income available for common stockholders'

## Non-GAAP Financial Measures

NRG reports its financial results in accordance with the accounting principles generally accepted in the United States (GAAP) and supplements with certain non-GAAP financial measures. These measures are not recognized in accordance with GAAP and should not be viewed in isolation as an alternative to GAAP measures of performance. In addition, other companies may calculate non-GAAP financial measures differently than NRG does, limiting their usefulness as a comparative measure.

- **Adjusted EBITDA:** Defined as EBITDA (earnings before interest, taxes, depreciation, and amortization, impact of asset retirement obligation expenses and contract amortization consisting of amortization of power and fuel contracts and amortization of emission allowances) with further adjustments for stock-based compensation, impairment losses, deactivation costs, gains or losses on sales, dispositions or retirements of assets, any mark-to-market gains or losses from forward position of economic hedges, gains or losses on the repurchase, modification or extinguishment of debt, restructuring costs, and other non-recurring items plus adjustments to reflect the Adjusted EBITDA from our unconsolidated investments or non-controlling interests. Adjusted EBITDA is intended to facilitate period-to-period comparisons and is widely used by investors for performance assessment.
- **Adjusted Net Income:** Defined as net income available to common shareholders excluding the impact of asset retirement obligation expenses, contract amortization consisting of amortization of power and fuel contracts and amortization of emission allowances, stock-based compensation, impairment losses, deactivation costs, gains or losses on sales, dispositions or retirements of assets, any mark-to-market gains or losses from forward position of economic hedges, 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 and non-controlling interests.
- **Adjusted Earnings per Share (EPS):** Defined as Adjusted Net Income, divided by the average basic common shares outstanding. The Company believes that using average basic common shares outstanding offers a more accurate view of recurring per-share earnings, as it better reflects the impact of the fully hedged convertible note callable in mid-2025.
- **Adjusted Cash provided/(used) by operating activities:** Defined as Cash provided/(used) by operating activities 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, related restructuring costs, adjustment for change in collateral, and the impact of extraordinary, unusual or non-recurring items.
- **Free Cash Flow before Growth Investments:** Defined as Adjusted Cash provided/(used) by operating activities less maintenance and environmental capital expenditures, net of funding and insurance recoveries related to property, plant and equipment, and adjustments to exclude cost of acquisition related to growth.

Management believes these non-GAAP financial measures are useful to investors and other users of NRG's financial statements in evaluating the Company's operating performance and growth, as well as the impact of the Company's capital allocation program. They provide an additional tool to compare business performance across periods and adjust for items that management does not consider indicative of NRG's future operating performance. Management uses these non-GAAP financial measures to assist in comparing financial 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.

# Smart Home Performance Metrics

## Definitions



- **New Subscribers** is the aggregate number of new smart home and security subscribers originated during a given period. This metric excludes new subscribers acquired by the transfer of a service contract from one subscriber to another.
- **Average Monthly Subscribers** is the ending subscriber count each month of the period divided by the number of months in the period.
- **Monthly Recurring Revenue per Subscriber** is the average monthly recurring smart home and security revenue recognized during the period divided by Average Monthly Subscribers during the same period. This excludes revenues that are non-recurring which are recognized at the time of sale.
- **Monthly Recurring Service Revenue per Subscriber** is the recurring monthly service billings for smart home and security subscribers divided by Average Monthly Subscribers for the same period.
- **Monthly Recurring Net Service Cost per Subscriber** is the average monthly service costs incurred during the period (both in-period and capitalized), including monitoring, customer service, field service, equipment, and other service support costs less total non-recurring smart home services billings for the period net of associated financing fees (estimated), divided by Average Monthly Subscribers for the same period.
- **Monthly Recurring Service Margin per Subscriber** is Monthly Recurring Service Revenue per Subscriber for the period less Monthly Recurring Net Service Cost per Subscriber for the same period.
- **Net Subscriber Acquisition Costs per New Subscriber** is the net cost to create new smart home and security subscribers during a given 12-month period divided by New Subscribers for that same period. These costs include commissions, equipment, installation, marketing, sales support, allocations (general and administrative), and financing fees (estimated); less proceeds related to equipment sales and install fees. Excludes costs and proceeds associated with contract modifications.
- **Gross Subscriber Acquisition Costs per New Subscriber** is Net Subscriber Acquisition Costs per New Subscriber plus proceeds related to equipment sales and install fees. Excludes costs and proceeds associated with contract modifications.
- **Average Customer Payment – New Customers** is the total equipment and installation proceeds from new subscribers divided by 60 months (average contract term length) plus the average recurring monthly service billings per new subscriber.