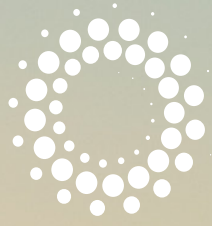


Proposition series
September 2017

Powering Growth

Unlock new sources of value and advantage





Driving growth with your energy strategy

Pressures on businesses are increasing and long-established business models are being disrupted. The challenge is to future-proof your business – those that embrace new thinking and new technologies can use energy to power new business models and new services. We can help you develop an energy strategy to drive growth and build sustainability, by finding new sources of value and advantage, around the world – liberating you from the constraints of the energy market.

Energy provides the potential to power growth

In a rapidly changing world, organisations are looking at ways to increase their business agility and find innovative ways to grow.

The energy market has traditionally been seen as simply a cost of doing business or even a constraint. But this is transforming rapidly. With new energy technologies and the rise of distributed energy solutions, progressive organisations are finding and exploiting the untapped opportunities. This helps to build differentiation, and organisations that build a robust sustainability programme also use this for competitive advantage

Centrica Business Solutions can help you to identify and capture these opportunities. We give you access to a broad array of energy skills, expertise and managed service options. This reduces the demands on your internal resources, transforms how you efficiently utilise energy, and frees up time and money to support new growth and sustainability initiatives – locally or internationally.

Powering Growth – solving key challenges

- How do you identify growth opportunities to use innovative energy solutions?
- How do you develop and implement an energy strategy that supports long term growth?
- How do you build a robust sustainability programme that also drives business value?
- How do you stay up-to-date with new energy developments?
- How do you ensure a consistent range of energy solutions globally?

75%

Percentage of CEOs who see fostering innovation as a strategic priority

Source: Global CEO Outlook, KPG, 2017

Powering Growth – five benefits for your business

Uncover new growth opportunities

Support your long-term growth objectives with a carefully designed energy strategy. Utilise innovative energy technologies to underpin new business models, new services and new revenue streams for your business.

How we can help

- Capitalise on our energy market knowledge to build a long term energy strategy that supports business growth
- Leverage our experience of innovation in energy technology applications such as Internet of Things (IoT), to enable new services
- Uncover the growth potential in your existing energy infrastructure using our energy insight solution, Panoramic Power

Create a more agile business

Free your business from the constraints of the energy market. With enhanced access to wholesale markets, insights technology, expert knowledge and commercial options, you can get the right energy, in the right place, in the right way.

How we can help

- Increase your agility with our flexible commercial funding models and trading platform, making it easier and faster for you to deploy new energy systems and technologies
- Our end-to-end delivery capabilities and programme management resource means you can deliver new initiatives faster – helping you capitalise on opportunities more efficiently

Free up resources for growth initiatives

Spend more time growing your business and less time thinking about how you use and manage energy. Free up resources, time and money so you can focus on what's important to you.

How we can help

- Providing end-to-end managed services we can complement and free up your in-house resource to help you focus on your business imperatives
- Have expert skills and expertise constantly on hand from our skilled account management team

Make sustainability a competitive advantage

Reduce your energy consumption and carbon emissions with energy efficient technologies. By delivering on your sustainability commitments, you will enhance your reputation with customers and drive competitive advantage.

How we can help

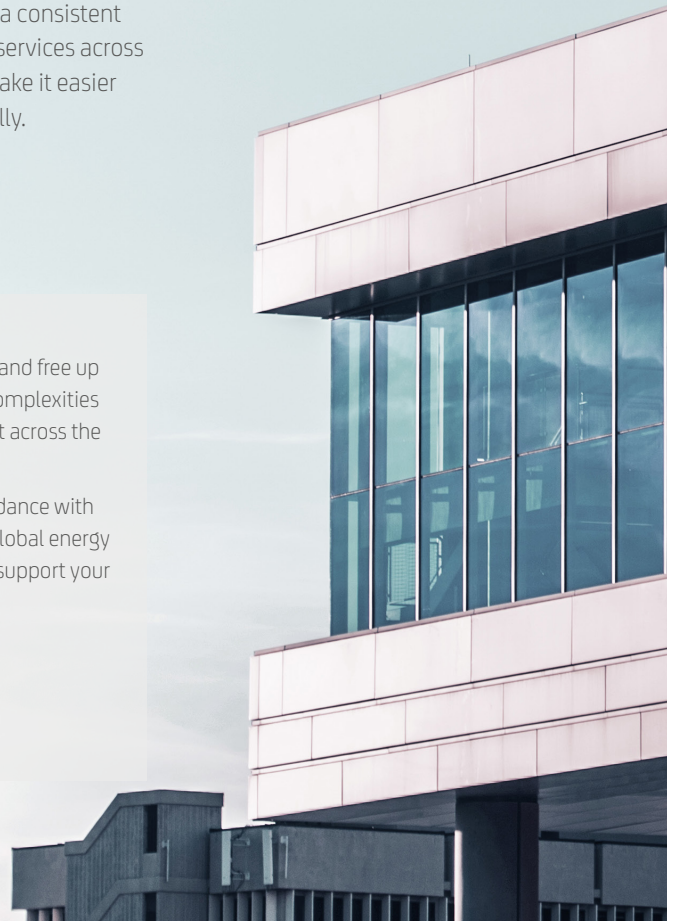
- Develop a future-proof energy and sustainability strategy by tapping into the knowledge of our expert team
- Reduce your carbon footprint with our range of energy efficient technologies, such as combined heat and power (CHP), solar photovoltaic (PV) systems and LED lighting
- Reduce consumption and wastage with insight into your energy usage through Panoramic Power's wireless sensors and cloud-based analytics platform

Power your global expansion

Spend less time, cost and effort entering new markets. Our ability to provide a consistent range of energy solutions and services across a broad global footprint will make it easier for you to expand internationally.

How we can help

- Standardise your processes and free up resources by reducing the complexities of your energy management across the world via a single supplier
- Get the right advice and guidance with our detailed knowledge of global energy markets and regulations to support your expansion strategy



Why Centrica Business Solutions

Breadth of portfolio

The breadth of our portfolio and use of innovative technologies to identify new services means that we can provide a single-supplier solution that meets your specific energy needs and sustainability goals and removes the burden of having to manage multiple suppliers.

Industry and technical expertise

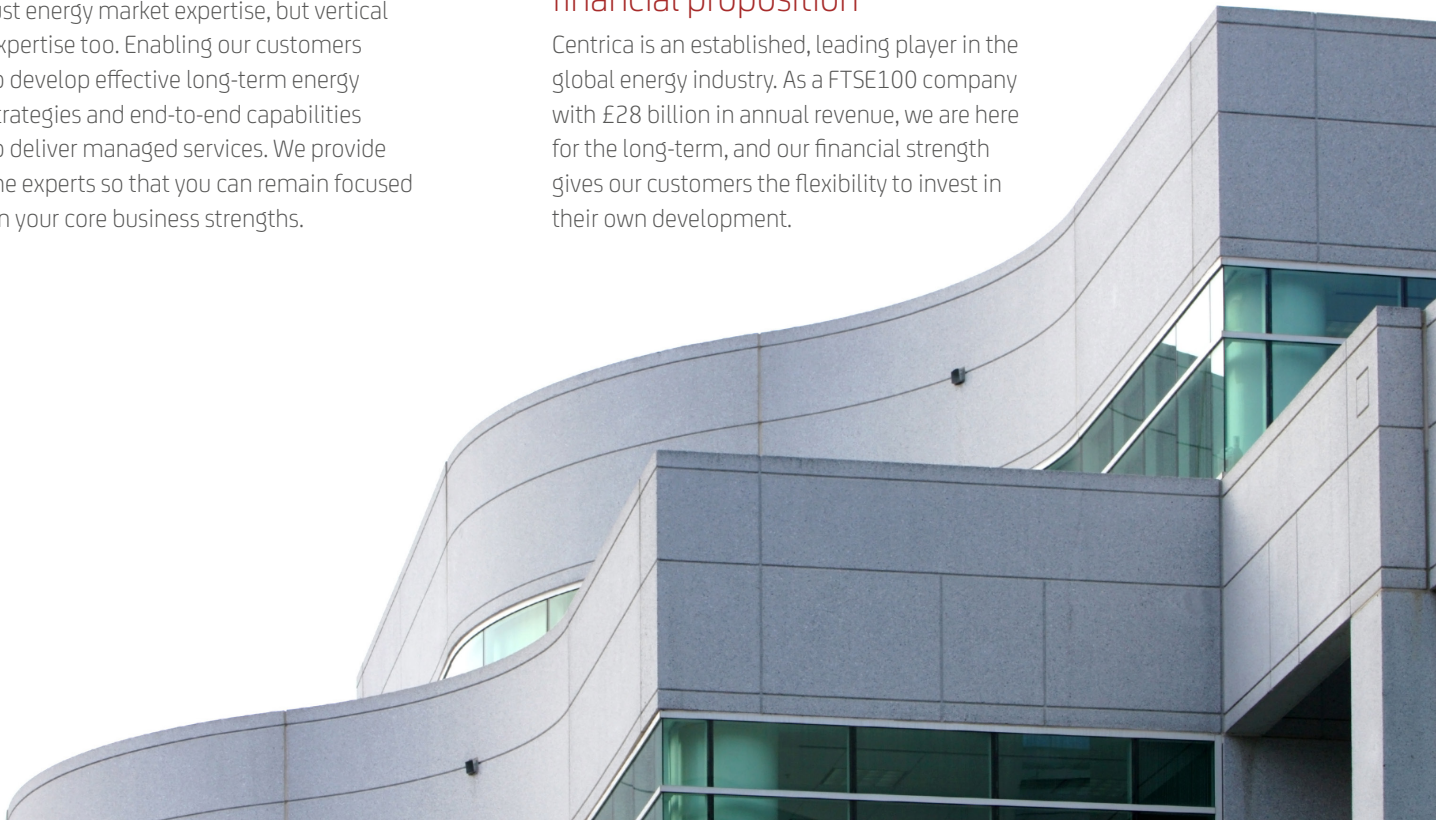
Our global workforce is made up of energy experts – continually sharing new ideas and innovative thinking to provide not just energy market expertise, but vertical expertise too. Enabling our customers to develop effective long-term energy strategies and end-to-end capabilities to deliver managed services. We provide the experts so that you can remain focused on your core business strengths.

Global player in the energy markets

Centrica is a global player in the energy markets, providing consistency of service across continents. Our global footprint means we are able to take best practice from across the world, and then we deliver at a local level with local expertise. This is why we hold market-leading positions in several national markets, including the US and Europe.

Financial stability and de-risked financial proposition

Centrica is an established, leading player in the global energy industry. As a FTSE100 company with £28 billion in annual revenue, we are here for the long-term, and our financial strength gives our customers the flexibility to invest in their own development.



Discover more opportunities for Powering Growth within your current energy system by visiting:

centricabusinesssolutions.com

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