



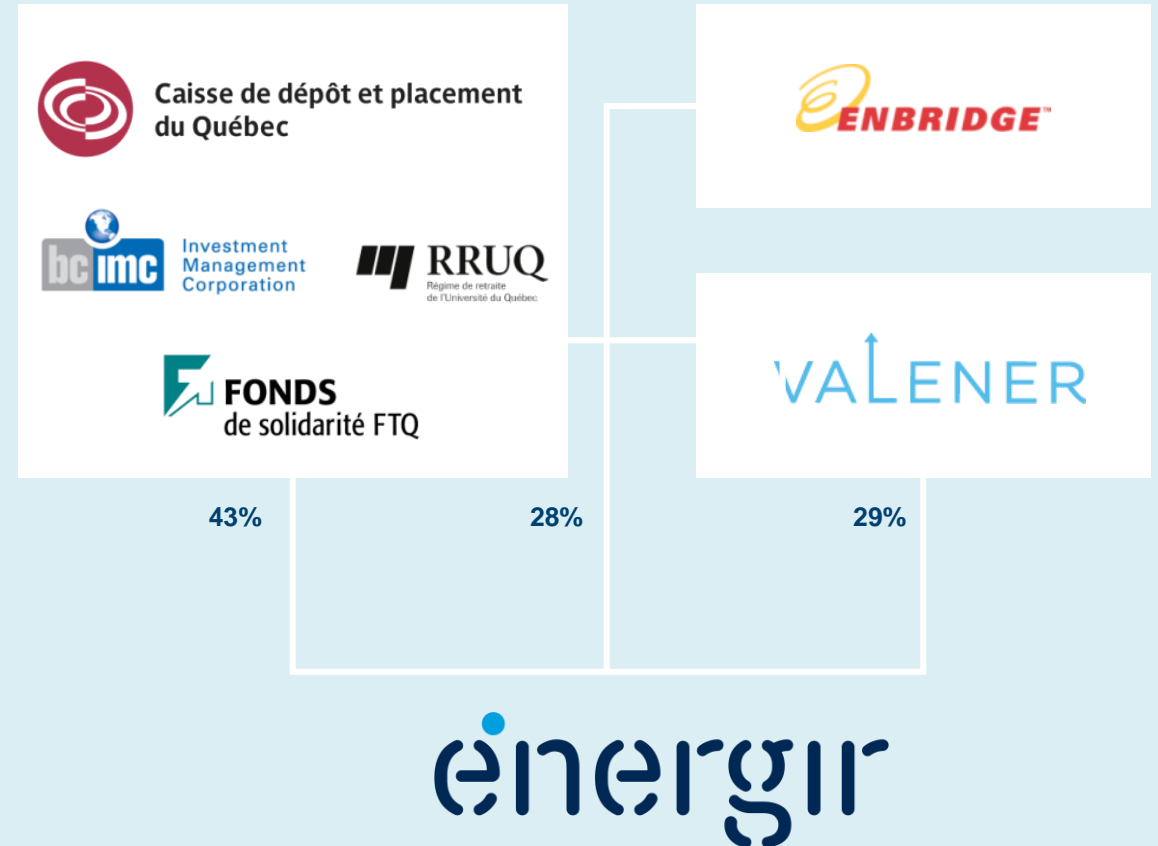
Imagining Energy Differently

Presented by Guillaume Brossard

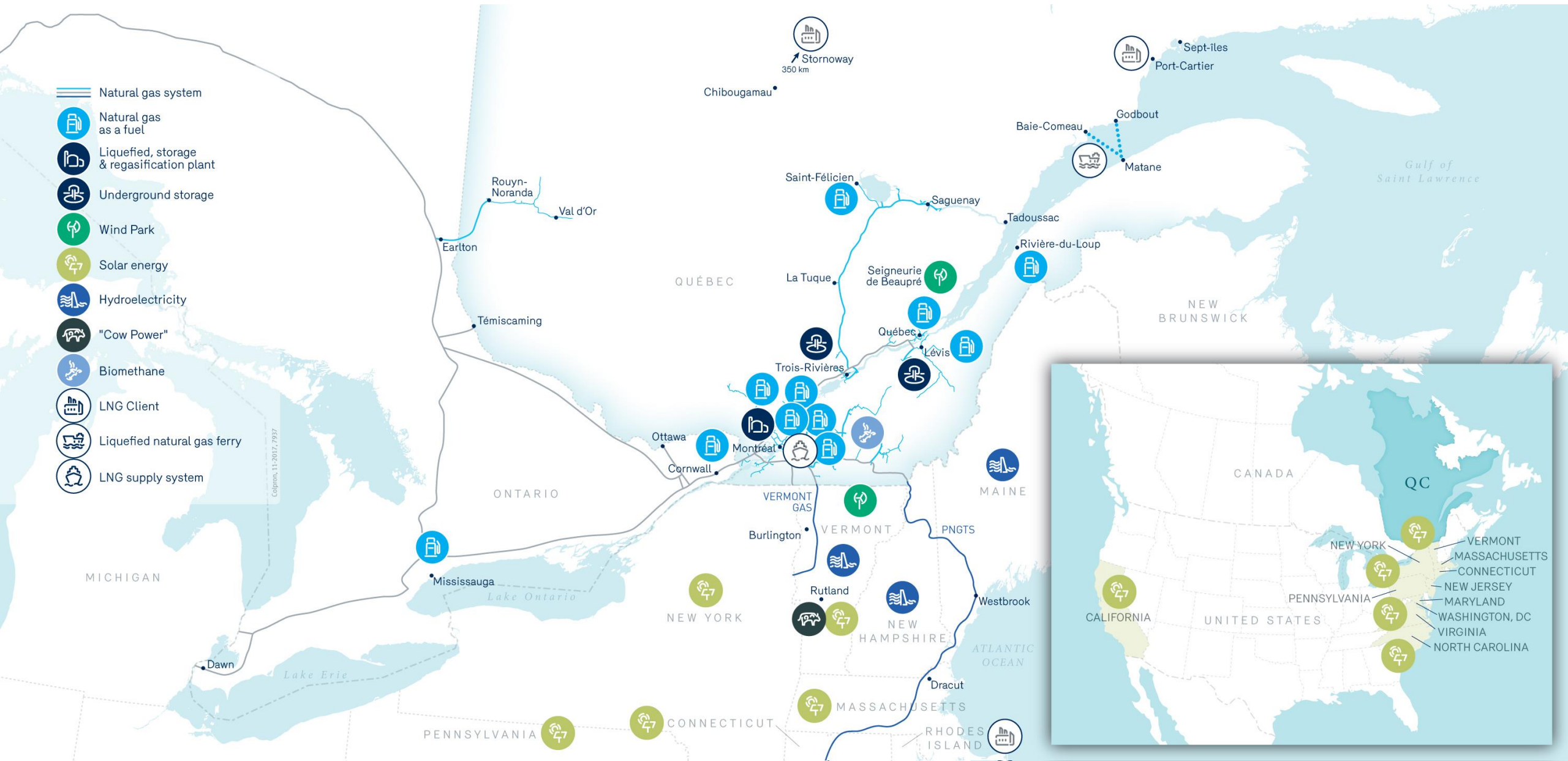
September 2020

Énergir: Our Corporate Structure

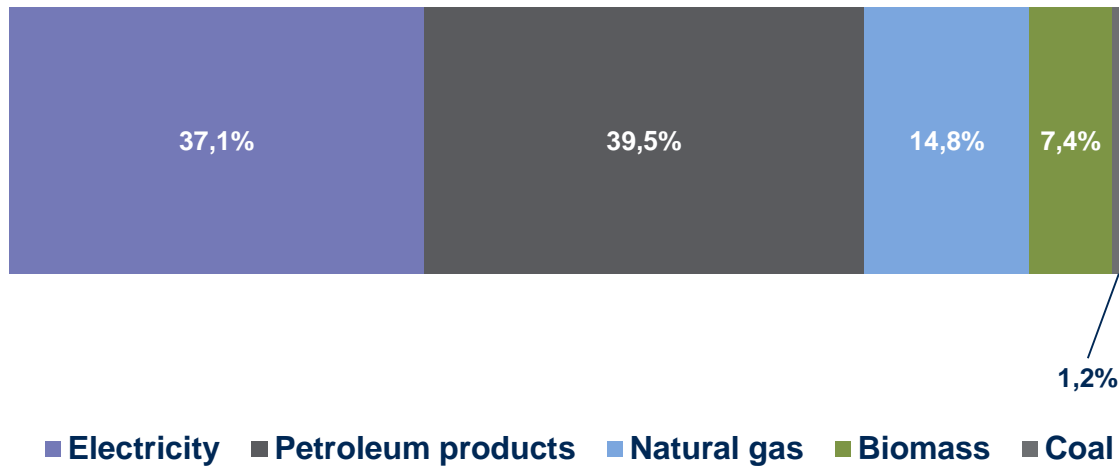
Énergir is a privately owned company. Énergir is owned directly 29% by Valener Inc., and indirectly 28% by Enbridge and 43% by a group of shareholders.



Our Energies in Many Territories

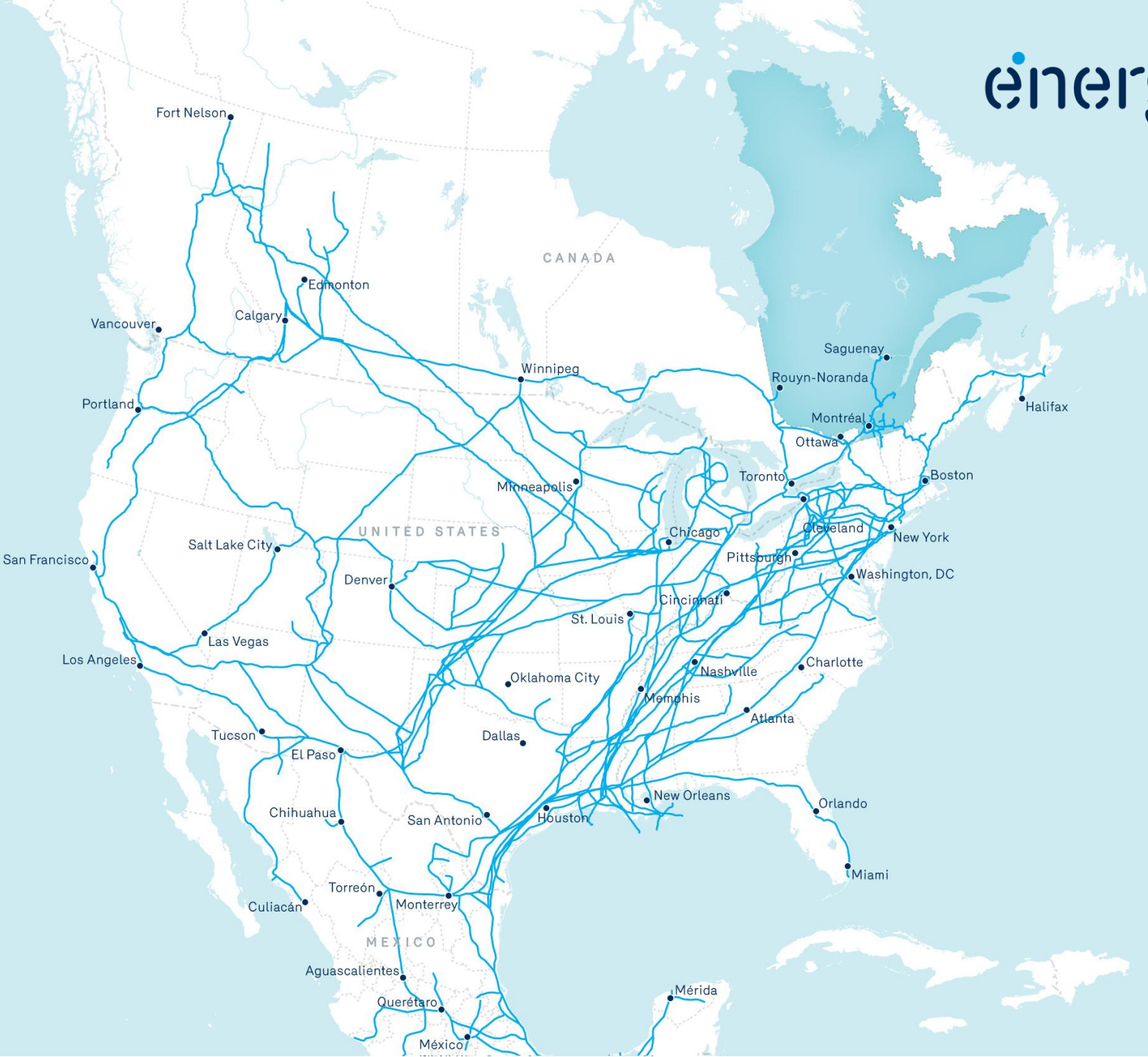


Québec: A distinct Energy Portfolio

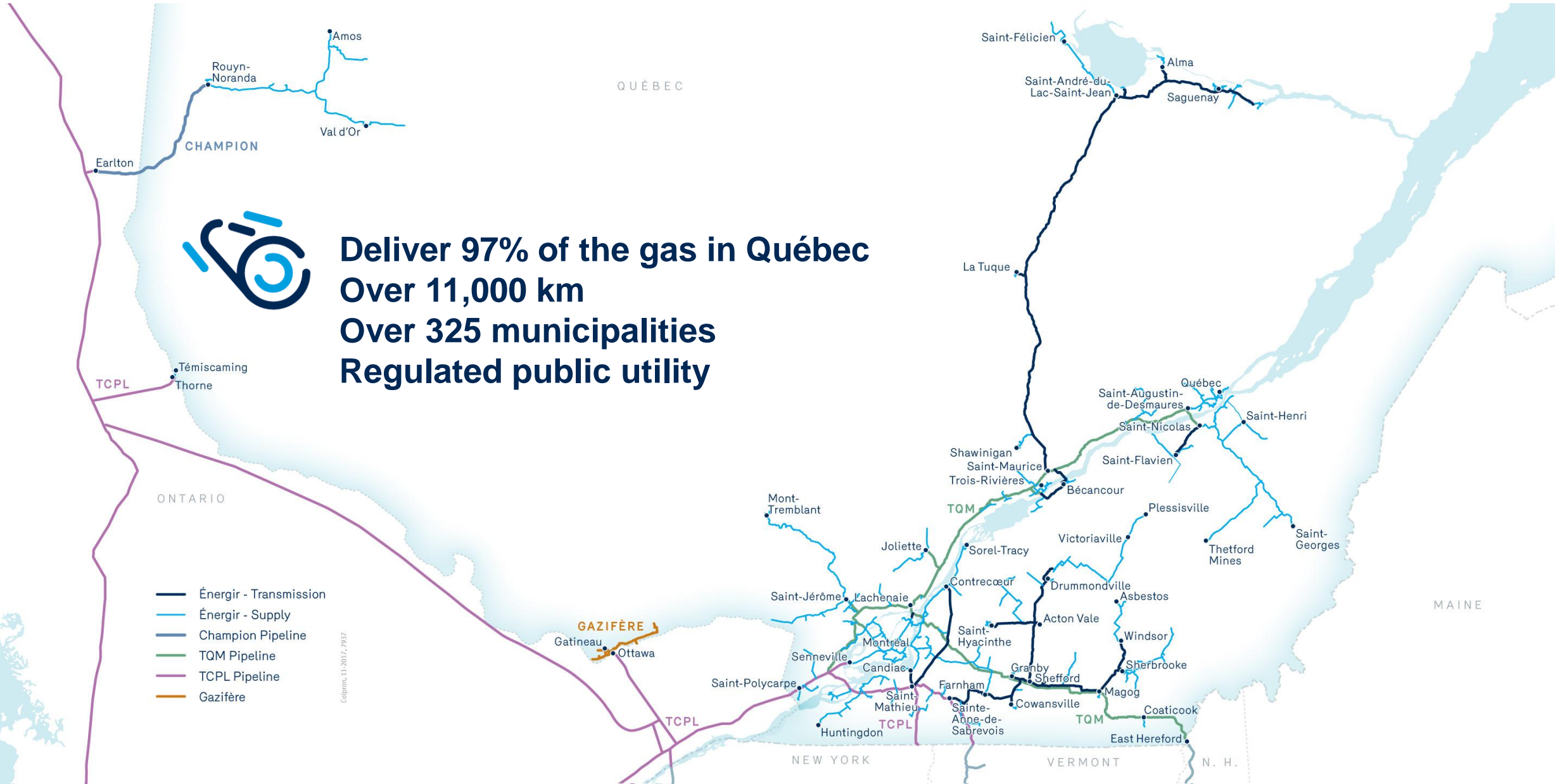


- A large share of the portfolio goes to electricity: a winning energy choice in Québec (99% from renewable sources);
- However, **transportation and industries account for a very high consumption of petroleum products**, major emitters of GHGs and fine particles;
- By using electricity and natural gas more efficiently, Québec could contribute even more to reducing GHG emissions and atmospheric pollutants throughout all of northeastern North America;
- At the same time, Québec would benefit from the economic advantages of natural gas compared with other sources of energy.

Natural Gas Supply System: A Continental Market



energir



Énergir Serves nearly 205,000 Customers



Category	Residential		Commercial		Industrial	
	Data	Percentage	Data	Percentage	Data	Percentage
Customers	143,423	69,2 %	55,671	26,8 %	8,206	4,0 %
Volumes	22,0 Bcf	10,2 %	59,6 Bcf	27,7 %	133,3 Bcf	62,1 %
Distribution revenues	133,2 M\$	21,5 %	282,5 M\$	45,5 %	205,0 M\$	33,0%

Énergir's contribution: reduce, integrate, replace



1. Reduce... by helping our customers and communities to consume less through energy efficiency



2. Integrate... more and more renewable gas, a local energy that contributes to the regions' circular economy



3. Replace... petroleum products in heavy transport and certain industrial processes

1. Énergir's Global Energy Efficiency Plan



- **First energy distributor** in Québec to have a global energy efficiency plan, introduced in 2001;
- The efficient use of natural gas **maximizes economic and environmental benefits** for the sustainable economic development of Québec;
- **Over 20 financial assistance programs** to encourage the implementation of efficient natural gas technologies and processes;
- Annual recurring savings for customers: **\$145M;**

Since 2001, natural gas savings by customers taking advantage of Énergir's energy efficiency programs have offset more than 1 million tons of GHG emissions in Québec.

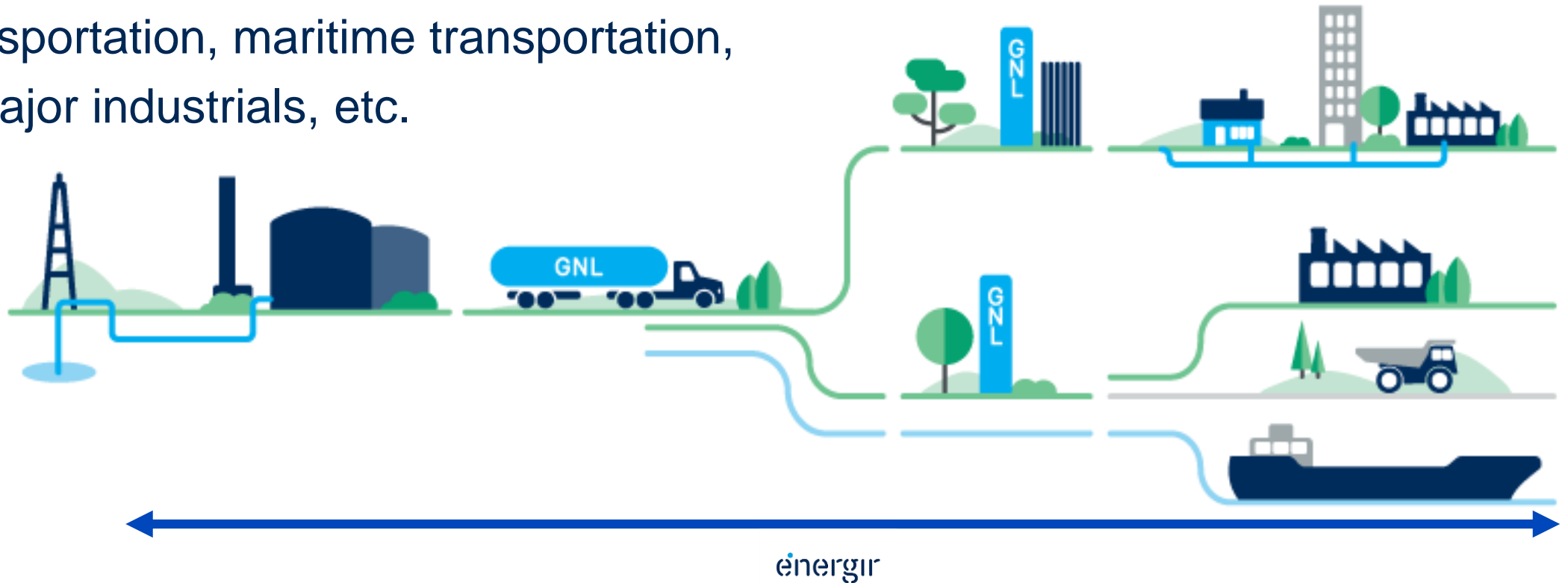
2. Renewable Natural Gas

- Production and recovery of energy generated from **organic matter, agricultural matter, sludge of waste water treatment plants and landfills.**
- Major technical and economic **potential for production** in Québec: **up to 2/3 of the natural gas currently distributed in Québec could be RNG by 2030**
- Regulation in place to distribute a minimum of **5% of RNG by 2025**



3. Various Markets for LNG

LNG allows companies to meet a **variety of energy needs**: industrial facilities not served by Énergir's network, road transportation, maritime transportation, mines, major industrials, etc.



LNG is an **accessible, flexible, reliable and cost-effective solution.**

3. Natural Gas for the Transportation Industry



Network of public and private natural gas stations currently in operation

- CNG public station
- CNG private station
- LNG public station
- LNG private station
- To come - CNG public station
- To come - LNG public station

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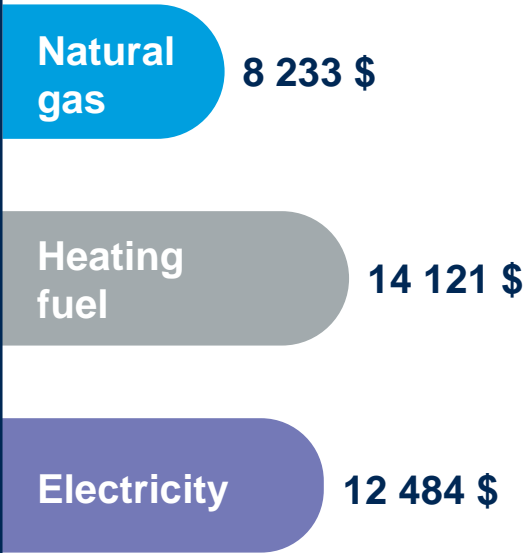
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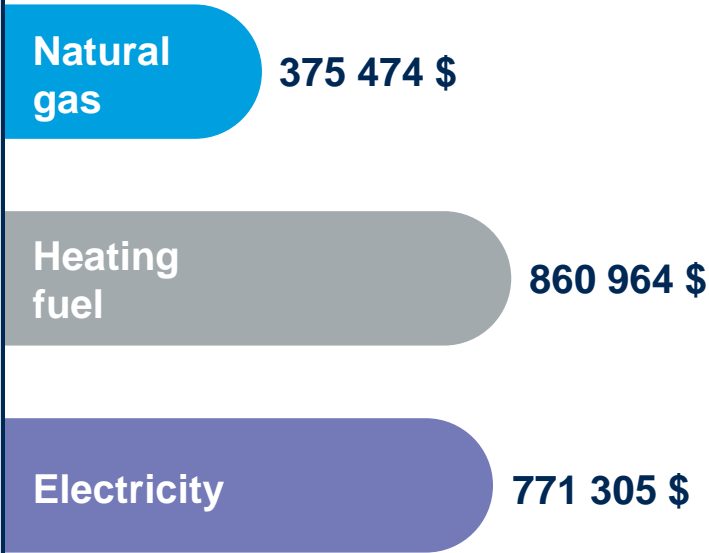
Natural Gas: A Leading Economic Ally



Small business



Hospitals



Large corporations

