Agenda

1. About IGS
   - Our Mission
   - Service Territory

2. Our Mission

3. IGS & IRA Relationship

   - What is deregulation?
   - Do you have a contract or not?
     - Those on utility default
     - Those in contracts currently (likely most of you!)

5. Competitive Marketplace – Trends, General Costs/Pricing Concepts
   - Natural Gas
   - Electricity
OUR MISSION
To serve our customers by bringing transparency, simplicity and ease to energy pricing through the competitive marketplace.

1. We have built a 30-year reputation on honesty, customer service, and transparency.

2. Family-owned and operated, privately held.
   a) We’ve been under the same name for the entirety of our time in business.

3. Direct supplier (no 3rd party/broker/consultant).
   a) You will have a relationship with the contracted entity.

4. The customers notice a difference in dealing with us vs. our competition.
   a) 2-page, transparent agreements.
   b) Actively reaching out throughout the term regarding buying opportunities.

5. We have the financial strength to fulfill our commitments and make long-term decisions in the best interest of the customer.
Service Territory

Customized Pricing Markets

- Electricity Only
- Natural Gas Only
- Natural Gas and Electricity
IGS & IRA Relationship

• Resource for member inquiries regarding their energy bills (questions, bill audit, etc.)
• Advise members of their best options, even if it is not IGS at that time
• Customized proposals to meet individual needs
• One of the few direct suppliers of BOTH natural gas & electricity (IGS is not a 3rd party)
• Local (city & Oak Brook, attending all IRA events)
• Energy market updates & education
• Proposal/contract review, analysis, & comparison
• Trusted & vetted by the IRA
• **What is Customer Choice?**
  – Ability for Residential, Commercial or Industrial customers to purchase their natural gas & electric commodity from retail energy suppliers, like IGS, while still receiving dependable delivery service from the local distribution company (utility).

• **Why utilize Customer Choice?**
  – In IL, the utility cannot profit off the “supply” portion and thus are not incentivized to provide competitive pricing for the bulk of your costs.
  – Ability to **budget** with a fixed price.
Prior to Deregulation

Historic Model

Producer

Interstate Pipeline

Supply Management

Local Distribution Company

Consumer
Deregulation
### Is a Contract in Place?

#### Utility-Default (No Contract)

<table>
<thead>
<tr>
<th>Service from 2/18/2019 to 3/19/2019 - 29 Days</th>
<th>Commercial Demand - 0 to 100 kW</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Electricity Supply Services</strong></td>
<td>$468.37</td>
</tr>
<tr>
<td>Electricity Supply Charge</td>
<td>6,900 kWh</td>
</tr>
<tr>
<td>Transmission Services Charge</td>
<td>6,900 kWh</td>
</tr>
<tr>
<td>Purchased Electricity Adjustment</td>
<td></td>
</tr>
</tbody>
</table>

**Delivery Services - ComEd** | $147.90 |

**Taxes and Other** | $72.09 |

#### Contract in Place

<table>
<thead>
<tr>
<th><strong>Electricity Supply Services - IGS Energy Inc.</strong></th>
<th>$51.12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy (755 kWh @ $0.0679)</td>
<td>755 kWh X</td>
</tr>
<tr>
<td>NTS Adjustment</td>
<td>51.26</td>
</tr>
<tr>
<td>-0.14</td>
<td></td>
</tr>
</tbody>
</table>

IGS Energy Inc. 1-888-993-0997

Please refer to your supplier contract for details.

<table>
<thead>
<tr>
<th><strong>Delivery Services - ComEd</strong></th>
<th>$18.43</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Charge</td>
<td>755 kWh X</td>
</tr>
<tr>
<td>Standard Metering Charge</td>
<td>0.00048</td>
</tr>
<tr>
<td>Distribution Facilities Charge</td>
<td>0.36</td>
</tr>
<tr>
<td>IL Electricity Distribution Charge</td>
<td>0.01571</td>
</tr>
<tr>
<td>11.86</td>
<td></td>
</tr>
</tbody>
</table>

Zero Emission Standard | 755 kWh X | 0.00121 | 0.91 |
Natural Gas
Natural Gas

- Two programs you can be placed on:
  - GTS/Transportation (very large consumers)
  - “Choice” Program (small-medium consumers)
- We often see restaurants placed on the wrong program
  - Being on the wrong program increases your cost
  - We’d be happy to analyze whether you’re on the right program – whether you’re interested in IGS pricing or not
- Not many suppliers/brokers offer the “Choice” program, which tends to offer the lowest cost for many restaurants
Electricity
“Energy” Piece of Electric Price

NI Hub On-Peak 12, 24, 36 Month Strips
2012 - Dec 2019

$/MWH

$50

$45

$40

$35

$30

$25

Year


12 Month Average
24 Month Average
36 Month Average
Electricity

The components of your “supply” spend for electricity:

<table>
<thead>
<tr>
<th>Components Included</th>
<th>Energy</th>
<th>Capacity</th>
<th>NITS</th>
<th>Ancillaries</th>
<th>Losses</th>
</tr>
</thead>
</table>

A common product offered in the marketplace ONLY covers ~half of your cost:

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<th>Components Included</th>
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</table>

- IGS offers many different products that include ALL or MOST components based upon your unique usage.
- A certain product may be most cost effective for 1 restaurant while another product is best for a different restaurant next door.
Electricity – Common Products

1) Energy-Only
2) Capacity & NITS Pass Through
3) All-Inclusive, Fixed Price

Once we receive a bill copy, the utility sends us exactly how (what hours of the day) & how much power is used, then we can recommend which product(s) would be best for cost & risk management. When you use power directly determines your cost & type of product you should be on:

• A restaurant that serves breakfast, lunch, and dinner
• A restaurant/nightclub that is only open later in the day/throughout the night
Thank You for Listening!

Please feel free to reach out to Carly (Carly.Munson@igs.com, 312-667-8966) or Evan (Evan.Bollie@igs.com) if you’d like to learn more.

We hope to come by your business & meet you, or in the least introduce ourselves at the next IRA event!

Even if a contract is in place (assumed), we’ll be here & look forward to meeting the next time you evaluate options.