



NRG Energy Inc.

First Quarter 2022 Earnings Presentation

May 06, 2022

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 and gas 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, our ability to access capital markets, the potential impact of COVID-19 or any other pandemic on the Company's operations, financial position, risk exposure and liquidity, data privacy, cyberterrorism and inadequate cybersecurity, unanticipated outages at our generation facilities, adverse results in current and future litigation, failure to identify, execute or successfully implement acquisitions or asset sales, our ability to implement value enhancing improvements to plant operations and companywide processes, our ability to achieve our net debt targets, our ability to achieve or maintain investment grade credit metrics, our 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, our ability to operate our business efficiently, our ability to retain retail customers, our ability to realize value through our market operations strategy, the ability to successfully integrate businesses of acquired companies, including Direct Energy, our 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, and our ability to execute our 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 and free cash flow guidance are estimates as of May 06, 2022. These estimates are based on assumptions the company 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.

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Business Review

Mauricio Gutierrez
President & CEO



Financial Review

Alberto Fornaro
EVP & CFO

Closing Remarks

Mauricio Gutierrez
President & CEO

Q&A

Management

**Delivered Strong Results;
Maintaining 2022 Guidance**

**Platform Designed for Volatile
Commodity Price Environments**

**Advancing Customer-Focused
Growth Strategy**



Q1 Business Highlights

- ✓ **Strong Financial and Operational Results**
 - Top decile safety performance
 - Strong earnings despite supply-chain & inflation
 - Limestone returns to operation, on-time & on-budget

- ✓ **Direct Energy Integration**
 - Reaffirming 2022 and full plan targets

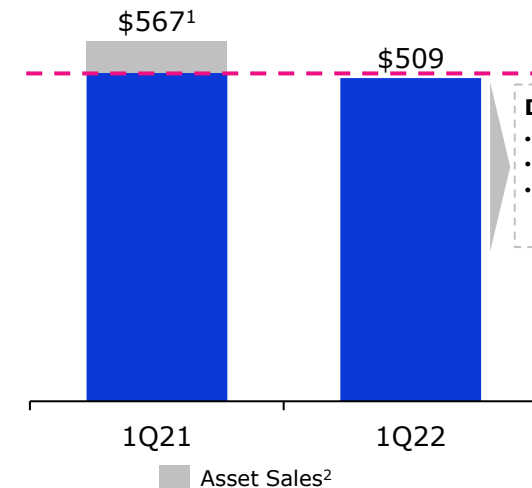
- ✓ **Perfect & Grow Integrated Platform**
 - 2.6 GW renewable PPAs signed; 45% in-service with remaining expected 2023-2025
 - Executing Investor Day roadmap; 5-year, 15-20% FCFbG/share CAGR growth plan

- ✓ **Disciplined Capital Allocation**
 - Increased dividend 8%; mid-point of 7-9% target
 - \$1 Bn share repurchase program; \$301 MM executed; current share count 237 MM

Financial Update

(\$ millions)

Adjusted EBITDA



Maintaining 2022 Financial Guidance

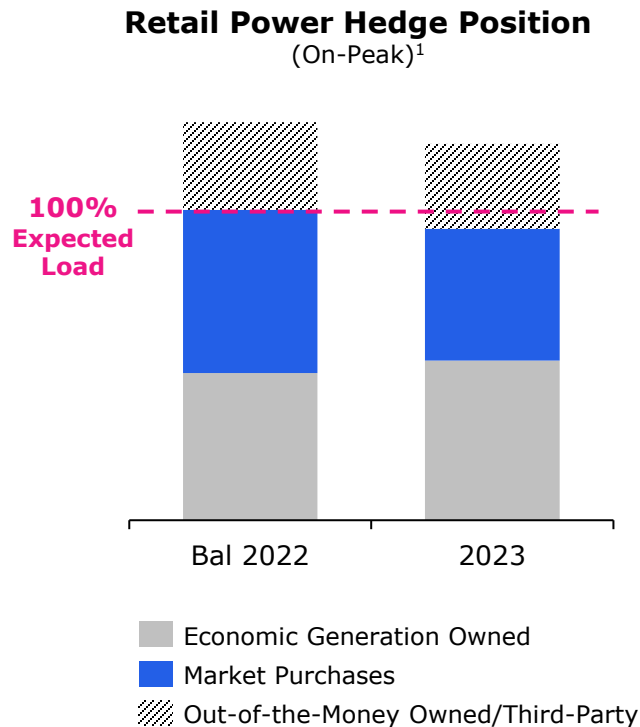
\$1,950 - \$2,250 MM Adjusted EBITDA
\$1,140 - \$1,440 MM FCFbG

Strong Results Demonstrate Strength & Stability of Integrated Platform through Volatile Market Conditions

¹ Excludes one-time loss of Winter Storm Uri; ² 4.8 GW Fossil Portfolio & Whole Home Warranty

Risk Management Program Mitigates Price Volatility

Mature Platform Designed for Various Commodity Price Cycles



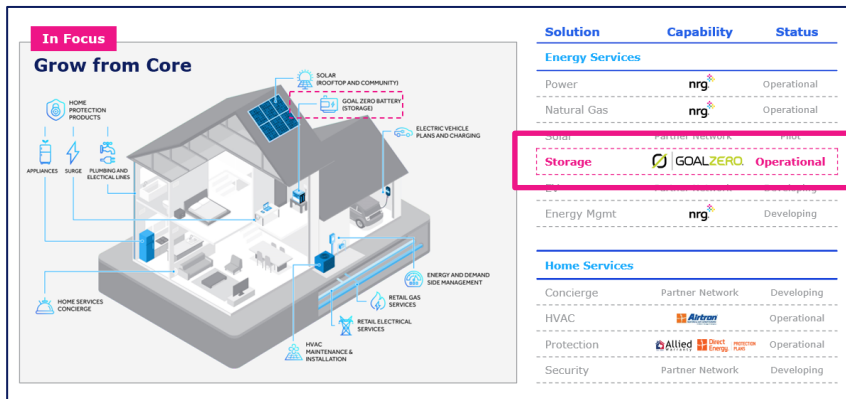
- ✓ **Best-in-class commercial and risk management**
- ✓ **Pricing insights from unmatched scale, data and personalization**
- ✓ **Diverse brands, products, regions and channels**

Proven margin stability through different commodity cycles

NRG's Portfolio Supports Strong Customer Retention and Predictable Earnings

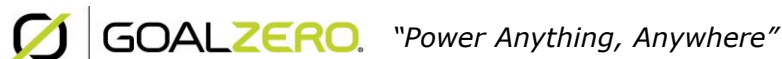
¹ Texas & East portfolio as of 4/29/2022

Goal Zero: Clean Energy Resilience and Storage



The Goal Zero Energy Storage Advantage

- ✓ **Clean** – Solar powered storage
- ✓ **Accessible** – Services all dwellings
- ✓ **Innovative** – User scalable & portable
- ✓ **Customer Focused** – Best-in-class NPS



Strategic Focus

- 1 Home Resilience Solutions
- 2 Off-Grid Portable Power
- 3 Vehicle Secondary Power

Integrated Solutions



Growing Market

	Goal Zero 2018-2021	Industry 2025 TSM ¹
Revenue CAGR	~50%	~50% CAGR
Gross Margin	~40%	In-line

Repositioned Goal Zero as the Leader in Home Resilience and Off-Grid Energy Storage Solutions

¹ Industry 2025 TSM, or total serviceable market, represents a subset of the total addressable markets for Home Resilience Solutions, Off-Grid Portable and Vehicle Secondary Power as set forth on Slide 15; Industry 2025 TSM statistics are based on internal company estimates and do not represent future forecasts of Goal Zero's Revenue CAGR or Gross Margin

Financial Review

Financial Update



(\$ millions)

	Three Months Ended		2022 Guidance
	3/31/2021	3/31/2022	
Texas	\$246	\$198	\$1,300-\$1,500
East/West/Other ¹	321	311	650-750
Adjusted EBITDA²	\$567	\$509	\$1,950-\$2,250
Free Cash Flow before Growth (FCFbG)		\$239	\$1,140-\$1,440

Highlights

- Net of divestitures, delivered comparable results to prior year despite continued market volatility and rising commodity costs
- Texas results impacted by higher supply costs from replacement power purchases due to the extended forced outage at Limestone³
- Significant results realized in the East from the natural gas platform
- Achieved additional \$31 MM in Direct Energy synergies

Maintaining 2022 Guidance; Managing Through Supply Chain Constraints

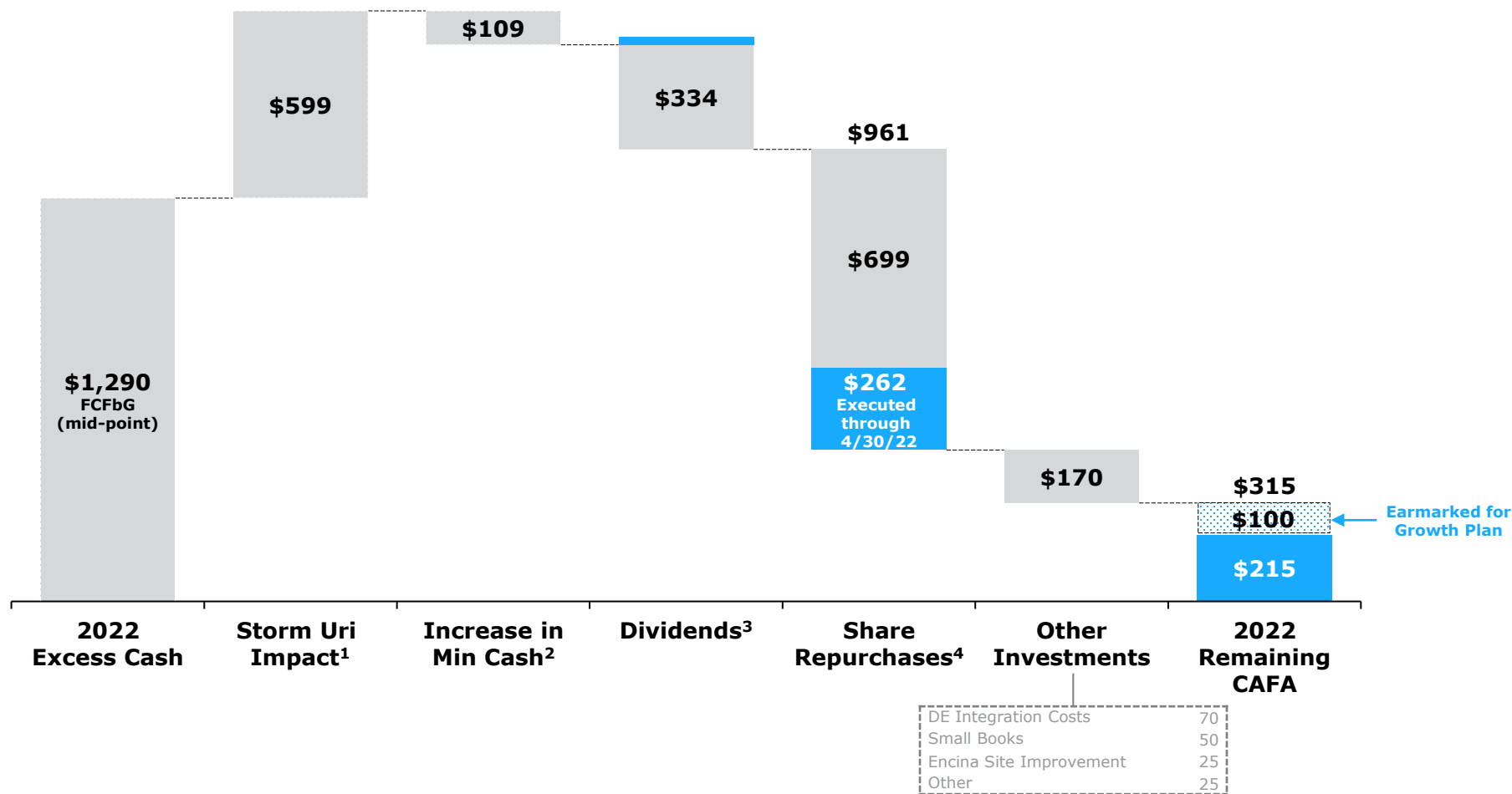
¹ Includes Corporate segment; ² Excludes Winter Storm Uri 2021 loss of (\$967) million; ³ Limestone returned to service April 2022

2022 Capital Allocation



(\$ millions)

■ No change from Prior Quarter ■ Indicates change from Prior Quarter



¹ Includes \$696 MM in net securitization proceeds and recovery of ERCOT default shortfall payments expected in the second quarter of 2022 less \$97 MM of C&I bill credits; ² Increase in minimum cash from \$541 MM to \$650 MM – to reflect minimum cash post acquisition of Direct Energy; ³ Dividends calculated based on 237 MM shares outstanding as of 4/30/2022, previously \$339 MM as reported in 4Q21 earnings presentation; ⁴ \$1 Bn Share buyback authorization; \$39 MM executed December 2021

Closing Remarks

Deliver on Financial, Operational and ESG Objectives

Execute on Direct Energy Objectives

- \$50 MM incremental 2022 EBITDA-accretive synergies (cumulative \$225 MM in '22)
 - \$300 MM cumulative 2023 run-rate EBITDA-accretive synergies – On Track
-

Optimize and Grow from Core

- Execute 'Test & Learn' phase of 5-year, 15-20% FCFbG/share growth roadmap
 - Enhance transparency through financial and operational disclosures
 - Increase renewable and storage supply through capital-light (PPA) strategy
 - 45% of 2.6 GW pipeline in-service
 - Portfolio / real-estate optimization
-

Execute Disciplined Capital Allocation Plan

- Maintain strong balance sheet
- Advance plan to grow into Investment Grade metrics of 2.50-2.75x
- Execute \$1 Bn share repurchase program in 2022
 - \$301 MM completed

Appendix

Committed to Sustainability



NRG Sustainability Framework



Sustainable Business



Sustainable Customers



Sustainable Workplace



Sustainable Operations



Sustainable Suppliers

Industry-Leading Disclosure

11th Sustainability Report



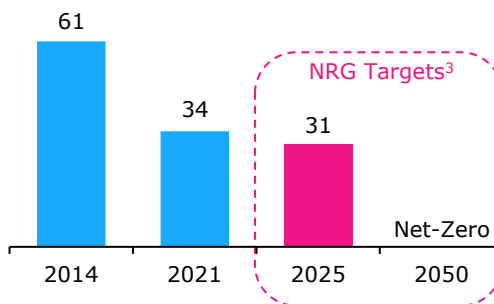
Comprehensive Approach



Environmental Leadership¹

U.S. CO₂e Emissions
(MMtCO₂e²)

Carbon Reduction Target:
50% by 2025; net-zero by 2050



- ✓ Goals certified as 1.5 degrees Celsius-aligned by Science Based Targets initiative
- ✓ #14 on 2021 *Forbes* Green Growth List
- ✓ 2021 Climate Leadership Award for Excellence in Greenhouse Gas Management

Diversity & Inclusion Focus

64% Board Diversity



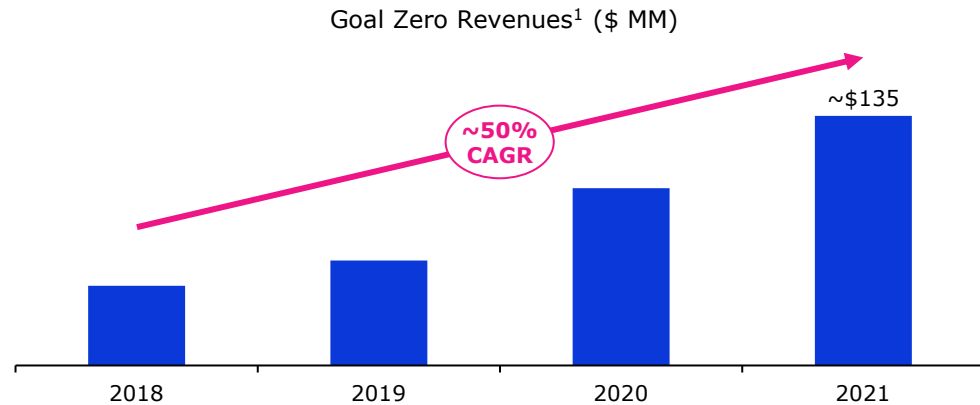
- ✓ Four women and three ethnically diverse board members
- ✓ Champion of Board Diversity award, Forum of Executive Women
- ✓ Diversity, Equity, and Inclusion one of the company's five core values
- ✓ Dedicated Diversity, Equity, and Inclusion management Steering Committee
- ✓ Independent board: 91%⁴

¹ Data as of December 31, 2021; ² Million metric tons of carbon dioxide equivalent; ³ NRG's goal is to reduce its total Scope 1, 2 (purchased electricity), and 3 (employee business travel) CO₂e emissions by 50% by 2025, from the current 2014 baseline, and achieve net-zero emissions by 2050; ⁴ All Directors except CEO

Goal Zero: Energy Storage & Resiliency



Growing Addressable Market Driven by Unmet Consumer Needs



Home Resilience

- Global grid instability
- State natural gas restrictions

Off-Grid Portable Power

- No noise, maintenance, gas, or hazardous fumes

Vehicle Secondary Power

- Engine idling laws require secondary power source

Total Addressable Market 2025²

\$14 Bn

\$5 Bn

\$1 Bn

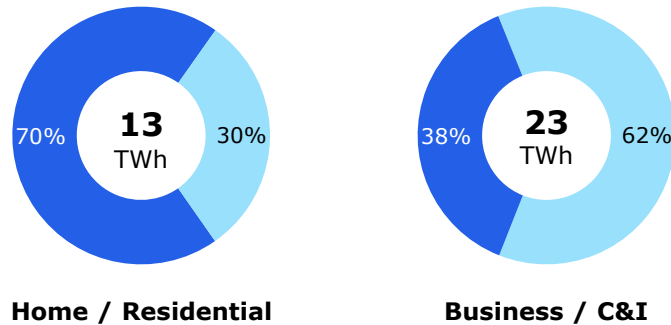
Goal Zero Positioned for Significant Growth; Diversifies Earnings, Expands Margin and Extends Customer Lifetime

¹ Unaudited results; ² Based on internal company estimates

Home & Business Volumes

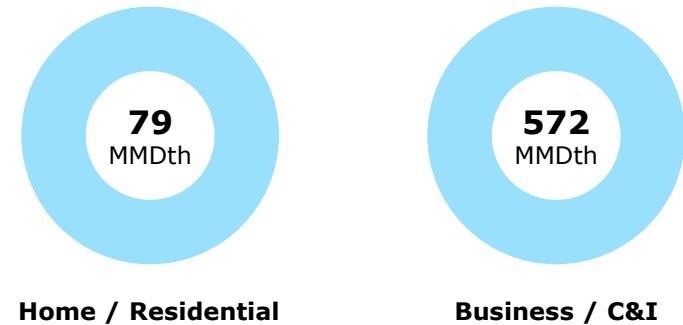
■ Texas ■ East / Other

Electric



36 TWh
Electricity

Natural Gas



651 MMDth
Natural Gas

Strong Start to 2022 – Ending Quarter at 5.55 MM¹ Home Customers

¹ Reflects 1Q22 divestment of Whole Home Warranty with ~160,000 customers y/y

Mature Risk Strategy

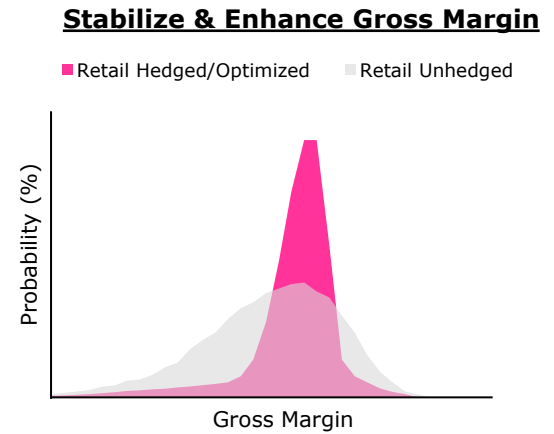
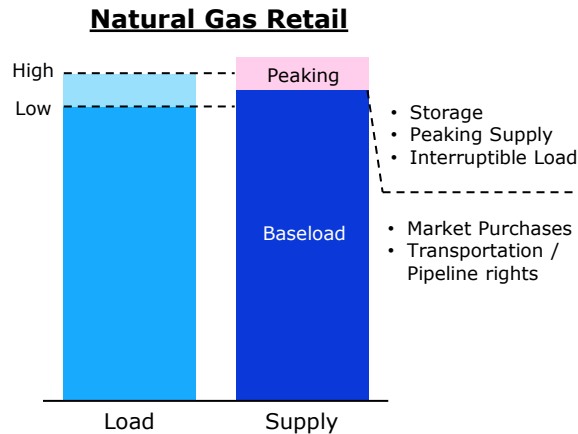
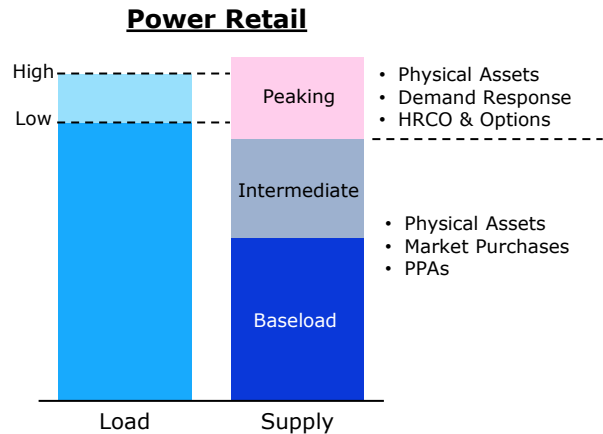
Managing Through-Cycle Stability



- 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**
- Perfect 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



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

**Day 1 thru Delivery Day:
Optimize**

Corporate Credit Profile



(\$ millions)

	2022 Guidance
Corporate Debt¹	\$8,100
Minimum Cash balance	(650)
2022 Unallocated Capital ²	(215)
Corporate Net Debt	\$7,235
Adjusted EBITDA³	\$2,100
Other Adjustments ⁴	175
Corporate Adjusted EBITDA	\$2,275
Net Debt / Adjusted EBITDA	2.50 – 2.75x
Adjusted CFO / Net Debt	27.5 – 32.5%
(Adjusted CFO + Interest) / Interest	5.5 – 6.5x

Long-Term Target
 Investment Grade Metrics

Expect to grow into Long-Term Target Range of 2.50x – 2.75x

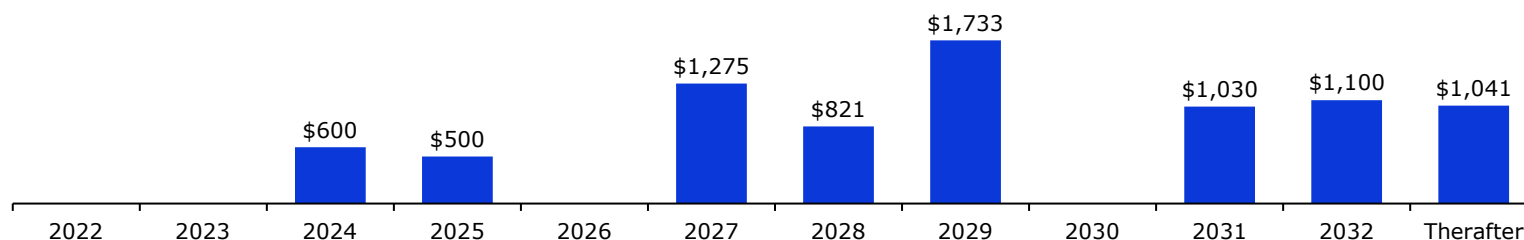
¹ Balance at 12/31/2021; ² Temporary until permanently allocated; ³ 2022 based on midpoint of guidance range, see slide 22 for Reg G reconciliation; ⁴ Includes non-cash expenses (e.g., nuclear amortization, equity compensation amortization, and bad debt expense) and non-cash equity earnings that are included in Adjusted EBITDA

Recourse Long-Term Debt Maturity Schedule

Balance as of 3/31/2022



(\$ millions)



Recourse Debt	Principal
6.625% Senior notes, due 2027	\$375
5.75% Senior notes, due 2028	\$821
5.25% Senior notes, due 2029	\$733
3.375% Senior notes, due 2029	\$500
3.625% Senior notes, due 2031	\$1,030
3.875% Senior notes, due 2032	\$1,100
2.75% Convertible Senior Notes, due 2048 ¹	\$575
3.75% Senior Secured First Lien Notes, due 2024	\$600
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
Tax-exempt bonds	\$466
Recourse Debt	\$8,100²

NRG Energy, Inc. Credit Rating

S&P	Moody's
BB+ Stable	Ba1 Stable

Uniform Maturity Schedule with No Maturity Walls

¹ Notes will become convertible during each of the ~6-month periods following December 1, 2024 and December 1, 2047; for updated convertible rate as of 4/29/2022, see page 26 of 1Q22 10Q; ² Excludes revolving credit facilities


Direct Energy Integration

Advancing Customer Focused Strategy



(\$ millions)

Direct Energy Integration Scorecard

On Track 

<i>As of 03/31/2022</i>	2021 Realized	2022 Target	2023 / Run Rate
<u>Accretive & Recurring:</u>			
Synergies	175	225	300
Total Recurring EBITDA & FCFbG -Accretion	\$175	\$225	\$300
<u>Non-Recurring:</u>			
Integration Cost ¹	104	70	26
	\$104	\$70	\$26

- 2022: \$50 MM Incremental Synergies Target**
- \$31 MM Incremental Synergies Achieved YTD**

Reaffirming Full Plan Targets

¹ 2020 Integration Costs ~\$10M

Appendix: Reg. G Schedules

(\$ millions)

Appendix Table A-1: 2022 Guidance

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

	2022 Guidance
Net Income¹	\$480-\$780
Interest expense, net	380
Income tax	210
Depreciation, amortization, contract amortization, and ARO expense	760
Adjustment to reflect NRG share of Adjusted EBITDA in unconsolidated affiliates	70
Other costs ²	50
Adjusted EBITDA	\$1,950 - \$2,250
Interest payments, net	(395)
Income tax	(20)
Working capital / other assets and liabilities	(165)
Cash provided by Operating Activities	\$1,370 - \$1,670
Adjustments: Proceeds from investment and asset sales, collateral, nuclear decommissioning trust liability	10
Adjusted Cash Flow from Operations	\$1,380 - \$1,680
Maintenance capital expenditures, net	(220) - (240)
Environmental capital expenditures, net	(5) - (10)
Free Cash Flow before Growth	\$1,140 - \$1,440

¹ For purposes of guidance fair value adjustments related to derivatives are assumed to be zero; ² Includes deactivation costs, and integration expenses

(\$ millions)

Appendix Table A-2: Three months ended 3/31/22 and 3/31/21 Adjusted EBITDA Reconciliation by Operating Segment

The following table summarizes the calculation of Adjusted EBITDA and provides a reconciliation to Net Income:

	Three Months ended 3/31/22					Three Months ended 3/31/21				
	Texas	East	West/ Services/ Other	Corp/Elim	Total	Texas	East	West/ Services/ Other	Corp/Elim	Total
Net Income/(Loss)	\$ 773	\$ 1,541	\$ 125	\$ (703)	\$ 1,736	\$ (433)	\$ 356	\$ 74	\$ (79)	\$ (82)
Plus:										
Interest expense, net	-	(1)	7	94	100	-	-	3	123	126
Income tax	-	-	(1)	572	571	-	-	5	(90)	(85)
Depreciation and amortization	76	78	21	8	183	77	206	27	7	317
ARO expense	3	2	2	-	7	2	3	(2)	-	3
Contract and emission credit amortization, net	(2)	147	2	-	147	1	-	-	-	1
EBITDA	850	1,767	156	(29)	2,744	(353)	565	107	(39)	280
Winter Storm Uri impact	-	-	-	-	-	1,121	(142)	(13)	1	967
Adjustment to reflect NRG share of adjusted EBITDA in unconsolidated affiliates	-	-	18	-	18	-	-	20	-	20
Acquisition and divestiture integration and transaction costs	-	-	-	10	10	-	-	-	44	44
Legal settlements	-	-	-	-	-	-	-	-	6	6
Deactivation costs	-	4	-	-	4	-	-	-	-	-
Loss / (gain) on sale of assets	-	-	1	2	3	-	-	(17)	-	(17)
Other non recurring charges	1	-	(6)	12	7	2	-	1	(15)	(12)
Mark-to-market for economic hedging activities, net	(653)	(1,446)	(178)	-	(2,277)	(524)	(162)	(35)	-	(721)
Adjusted EBITDA	\$ 198	\$ 325	\$ (9)	\$ (5)	\$ 509	\$ 246	\$ 261	\$ 63	\$ (3)	\$ 567

(\$ millions)

Appendix Table A-3: Three months ended 3/31/2022 Free Cash Flow before Growth

The following table summarizes the calculation of Free Cash Flow before Growth and provides a reconciliation to Cash Provided by Operating Activities:

	Three Months ended 3/31/22	
Adjusted EBITDA	\$	509
Interest payments, net		(95)
Income tax		18
Collateral / working capital / other		1,244
Net Cash Provided by Operating Activities		1,676
Winter Storm Uri C&I credits and remaining open accounts receivables		25
Net receipts from settlement of acquired derivatives that include financing elements		561
Acquisition and divestiture transaction and integration costs		10
Encina site improvement		5
Adjustment for change in collateral		(2,007)
Nuclear decommissioning trust liability		10
Effect of exchange rate changes on cash and cash equivalents		3
Adjusted Cash Flow from Operations		283
Maintenance capital expenditures, net		(43)
Environmental capital expenditures, net		(1)
Free Cash Flow before Growth	\$	239

EBITDA and Adjusted EBITDA are non-GAAP financial measures. These measurements are not recognized in accordance with GAAP and should not be viewed as an alternative to GAAP measures of performance. The presentation of Adjusted EBITDA should not be construed as an inference that NRG's future results will be unaffected by unusual or non-recurring items.

EBITDA represents net income before interest expense (including loss on debt extinguishment), income taxes, depreciation and amortization, asset retirement obligation expenses, contract amortization consisting of amortization of power and fuel contracts and amortization of emission allowances. EBITDA is presented because NRG considers it an important supplemental measure of its performance and believes debt-holders frequently use EBITDA to analyze operating performance and debt service capacity. EBITDA has limitations as an analytical tool, and you should not consider it in isolation, or as a substitute for analysis of our operating results as reported under GAAP. Some of these limitations are:

- EBITDA does not reflect cash expenditures, or future requirements for capital expenditures, or contractual commitments;
- EBITDA does not reflect changes in, or cash requirements for, working capital needs;
- EBITDA does not reflect the significant interest expense, or the cash requirements necessary to service interest or principal payments, on debt or cash income tax payments;
- Although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future, and EBITDA does not reflect any cash requirements for such replacements; and
- Other companies in this industry may calculate EBITDA differently than NRG does, limiting its usefulness as a comparative measure.

Because of these limitations, EBITDA should not be considered as a measure of discretionary cash available to use to invest in the growth of NRG's business. NRG compensates for these limitations by relying primarily on our GAAP results and using EBITDA and Adjusted EBITDA only supplementally. See the statements of cash flow included in the financial statements that are a part of this news release.

Adjusted EBITDA is presented as a further supplemental measure of operating performance. As NRG defines it, Adjusted EBITDA represents EBITDA excluding impairment losses, gains or losses on sales, dispositions or retirements of assets, any mark-to-market gains or losses from forward position of economic hedges, adjustments to exclude the Adjusted EBITDA related to the non-controlling interest, 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. The reader is encouraged to evaluate each adjustment and the reasons NRG considers it appropriate for supplemental analysis. As an analytical tool, Adjusted EBITDA is subject to all of the limitations applicable to EBITDA. In addition, in evaluating Adjusted EBITDA, the reader should be aware that in the future NRG may incur expenses similar to the adjustments in this news release.

Management believes Adjusted EBITDA is useful to investors and other users of NRG's financial statements in evaluating its operating performance because it provides an additional tool to compare business performance across companies and across periods and adjusts for items that we do not consider indicative of NRG's future operating performance. This measure is widely used by debt-holders to analyze operating performance and debt service capacity and by equity investors to measure our operating performance without regard to items such as interest expense, taxes, depreciation and amortization, which can vary substantially from company to company depending upon accounting methods and book value of assets, capital structure and the method by which assets were acquired. Management uses Adjusted EBITDA as a measure of operating performance to assist in comparing 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.

Adjusted cash flow from operating activities is a non-GAAP measure NRG provides to show cash from operations with the reclassification of net payments of derivative contracts acquired in business combinations from financing to operating cash flow, as well as the add back of merger, integration, related restructuring costs, changes in the nuclear decommissioning trust liability, and the impact of extraordinary, unusual or non-recurring items. The Company provides the reader with this alternative view of operating cash flow because the cash settlement of these derivative contracts materially impact operating revenues and cost of sales, while GAAP requires NRG to treat them as if there was a financing activity associated with the contracts as of the acquisition dates. The Company adds back merger, integration related restructuring costs as they are one time and unique in nature and do not reflect ongoing cash from operations and they are fully disclosed to investors. The company excludes changes in the nuclear decommissioning trust liability as these amounts are offset by changes in the decommissioning fund shown in cash from investing.

Free cash flow (before Growth investments) is adjusted cash flow from operations less maintenance and environmental capital expenditures, net of funding, preferred stock dividends and distributions to non-controlling interests and is used by NRG predominantly as a forecasting tool to estimate cash available for debt reduction and other capital allocation alternatives. The reader is encouraged to evaluate each of these adjustments and the reasons NRG considers them appropriate for supplemental analysis. Because we have mandatory debt service requirements (and other non-discretionary expenditures) investors should not rely on free cash flow before Growth investments as a measure of cash available for discretionary expenditures.

Free Cash Flow before Growth Investment is utilized by Management in making decisions regarding the allocation of capital. Free Cash Flow before Growth Investment is presented because the Company believes it is a useful tool for assessing the financial performance in the current period. In addition, NRG's peers evaluate cash available for allocation in a similar manner and accordingly, it is a meaningful indicator for investors to benchmark NRG's performance against its peers. Free Cash Flow before Growth Investment is a performance measure and is not intended to represent net income (loss), cash from operations (the most directly comparable U.S. GAAP measure), or liquidity and is not necessarily comparable to similarly titled measures reported by other companies.