



## Press Release

Houston, 24 June 2004

### **Tractebel Energy Services surpasses \$1 billion in contracts, maps out plans for continued growth in US commercial and industrial energy sectors**

Tractebel Energy Services, Inc., the US retail energy business of Tractebel Electricity & Gas International (EGI), a business division of SUEZ (NYSE: SZE), announced today that it had surpassed \$1 billion in contract value in its first 18 months of operations. The company provides end-user electricity and related energy services and products to Commercial and Industrial (C&I) customers across the US and currently serves more than 6,000 customer accounts representing more than 2,000 MW of electricity.

Tractebel Energy Services recently entered the Maryland market, which represents the fifth state where it is currently active, in addition to Texas, New York, Massachusetts and New Jersey. The company is also licensed to operate in Pennsylvania and Maine, and plans to enter three additional states in the US Northeast by the end of 2004.

Besides addressing customers' electricity needs, Tractebel Energy Services helps customers control their energy budgets by providing innovative pricing structures that minimize exposures to risks associated with the energy market. The company plans to expand its retail product offering in the future to include natural gas and information-based services and will continue to enter newly deregulated states where opportunities exist to meet customer needs in the C&I energy sector.

Commenting on the company's rapid growth, Tractebel Energy Services President and CEO Zin Smati said, *"We believe the key to succeeding in deregulated markets relies in large part on our commitment to put the customer first. Since commencing service to our initial customers in 2002, our strategy has been to grow prudently and develop win-win contracts with our clients. We must enable the customer to realize cost savings with regard to their energy expenditures, while providing them with reliable, trustworthy service. The impressive account portfolio that we have built in a relatively short timeframe is a clear indicator that our customers believe we're delivering on our commitment."*

Headquartered in Houston, with sales offices in Boston, Massachusetts, and Edison, New Jersey, Tractebel Energy Services serves a wide variety of C&I customers, including manufacturers, national retailers, supermarket chains, commercial property buildings, municipalities, and entertainment resorts.

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## **About Tractebel North America, Inc.**

Tractebel Energy Services is a subsidiary of Tractebel North America, Inc. (TNA), the business unit of Tractebel Electricity & Gas International (EGI) responsible for managing EGI's positions within the energy value chain in the US, Mexico and Canada, including electricity generation and cogeneration, natural gas and liquefied natural gas (LNG), asset-based trading and origination, and retail energy sales and related services to Commercial and Industrial customers.

TNA owns and/or operates a total of 59 power, cogeneration, steam, and chilled-water facilities, including those in construction or development, representing a capacity of more than 5,717 MW of electricity generation, 12 million pounds per hour of steam, and 147,000 tons per hour of chilled water. TNA's wholly owned subsidiary, Tractebel LNG North America LLC ("TLNGNA"), owns and operates a liquefied natural gas ("LNG") receiving terminal in Everett, Massachusetts, which commenced operations in 1971 and currently serves most of the gas utilities in New England and key power producers, meeting approximately 20% of New England's annual gas demand.

In Mexico, TNA affiliates operate three natural gas distribution companies, located in Guadalajara, Querétaro and Tampico, which serve more than 90,000 customers with clean and reliable energy. TNA affiliates also operate cogeneration plants in Tampico and Monterrey, which produce 280 MW of power. TNA and its affiliates are the only companies in Mexico with the capacity to offer integrated solutions regarding natural gas, electricity and energy-related services.

For more information about **SUEZ, Tractebel Electricity & Gas International**, or **Tractebel Energy Services** visit the Web site at [www.tractebelenergy.com](http://www.tractebelenergy.com).

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