

Gas South Partners With JLL Marketplace to Expand Real Estate Prospects

Atlanta, Ga. (November 18, 2022) — Gas South has partnered with JLL Marketplace to provide tailored natural gas supply and sustainability solutions for JLL clients.

JLL is one of the largest professional services firms in the world, specializing in technology and real estate services and investment management. JLL Marketplace is the e-commerce platform built specifically for the challenges and opportunities in commercial real estate—helping clients to find and buy the products needed to keep their buildings running efficiently and effectively. Touted as a one-stop shop for every need in commercial real estate, JLL Marketplace hosts more than four million products from multiple suppliers.

With this groundbreaking partnership, JLL Marketplace will explore a new opportunity in the commodities space and offer its audience a different customer experience. Customers can access this exclusive partnership through JLL Marketplace and connect with a team of experts at Gas South for a customized solution based on their needs.

For Gas South, this partnership means reaching a broader customer base. The companies' sales teams will collaborate, so the JLL Marketplace team is knowledgeable about the natural gas market, Gas South's services and its key differentiators. It will be a valuable demand generation channel, as the additional consultants will search for sales opportunities and present Gas South's services to a wide range of customers.

"We're excited to enter into this agreement with JLL. Like Gas South, they have a significant Atlanta presence and an ever-expanding footprint," said Luke Nemes, Sr. Originator for Renewables at Gas South. "We have high hopes for this partnership, which is founded on our shared values of integrity and sustainability."

JLL Marketplace will also provide a space for Gas South to market its renewable energy solutions. When Gas South launched FlexRNG earlier this year, it was marketed toward existing large commercial and industrial customers. (FlexRNG is a new offering to reduce carbon emissions through a combination of renewable natural gas and carbon offset credits.) But JLL Marketplace will be able to introduce this offering and other emissions reduction opportunities to customers of all sizes.

Sustainability is a driving value for both Gas South and JLL Marketplace. Gas South's mission to *Be A Fuel For Good* reflects its commitment to the environment, and as a natural gas marketer, Gas South has a critical role to play in a sustainable energy future. JLL's mission is to shape the future of real estate for a better world, and a focus on sustainability ensures the long-term value and short-term profitability of their investments.