



E.ON – Looking East

Desert Energy Partner Meeting
November 10, 2021

Naveed Tariq

E.ON Vice President
Corporate Strategy & Group Innovation Operations



Partner up
To Start Growth
Super cycle

Collaborate &
Innovate to
Transform Energy

In what areas we
could partner up
for growth?



Our ambitious sustainability targets compels us to try new things

Sustainability



More than **30%** women in management positions by 2030



Reduction of serious incidents and fatalities frequency to **0.1** by 2025



Scope 1 & 2



-75% by 2030
-100% by 2040

Scope 3



-50% by 2030
-100% by 2050



Commitment submitted

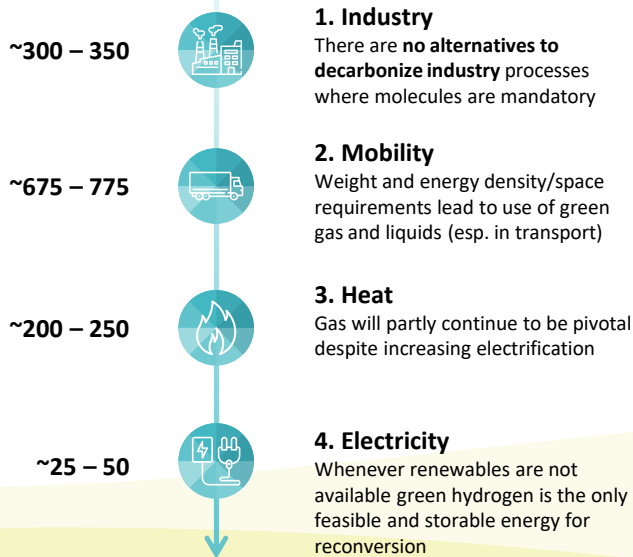
ESG Ratings



Listed on prestigious **CDP A List**

Future demand of hydrogen in the Energy mix can only be met from MEA, Northern Europe

Projected H₂ demand in Europe in 2040 (in TWh)



1. Industry

There are **no alternatives to decarbonize industry** processes where molecules are mandatory

2. Mobility

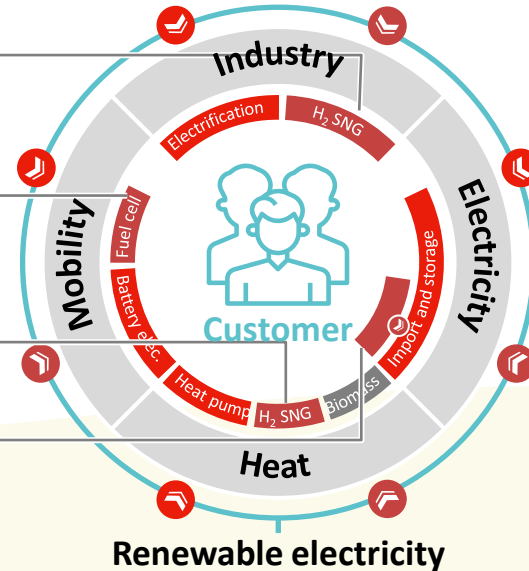
Weight and energy density/space requirements lead to use of green gas and liquids (esp. in transport)

3. Heat

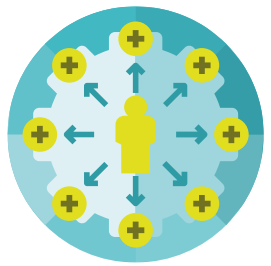
Gas will partly continue to be pivotal despite increasing electrification

4. Electricity

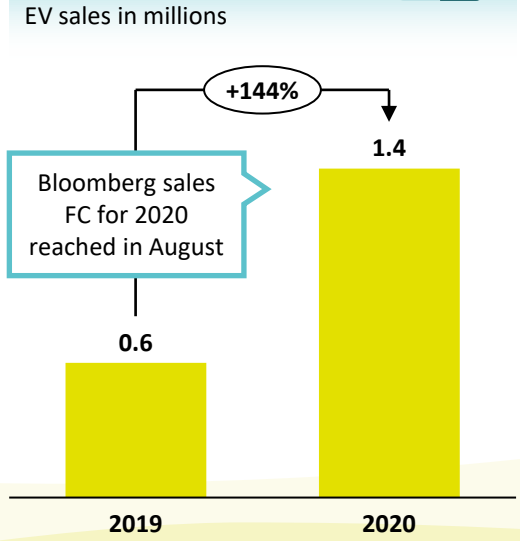
Whenever renewables are not available green hydrogen is the only feasible and storable energy for reversion



Magnitude and speed of eMobility expansion need eye level partners.

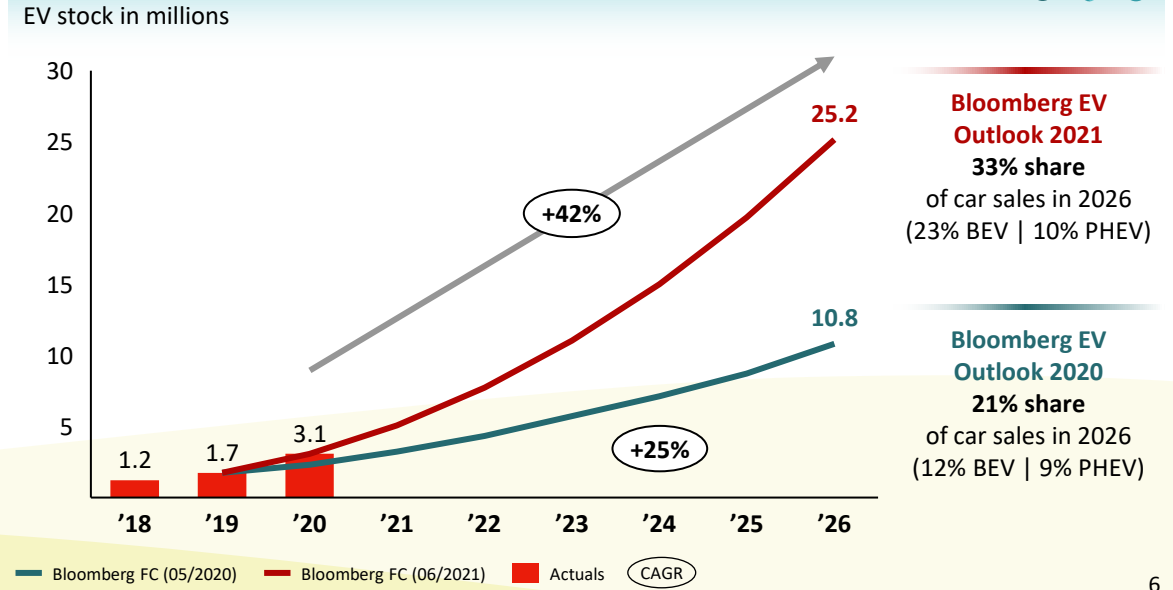


EV SALES IN EUROPE



Note: EV includes BEV and PHEV
 1 E.ON model scenario "Like Norway"


EV MARKET OUTLOOK IN EUROPE





What are the opportunities to collaborate for innovation?




E.ON is one of Europe's largest privately held energy company

 Electricity
Network Operator
1,409,000 km
Grid Length

 Gas
Network Operator
149,000 km
Grid Length


 #Electricity
Customers
32 million
Households

 Home Energy
Management
3,246
Active Users¹

 #Transmission
Towers
130,000
Units


 Water
Network Operator
9,000 km
Grid Length


 #Natural
Gas Customers
13 million
Households

 Smart Home
Users
52,000 User
> 83,200 Units sold

 E-Mobility
Solutions
~ 30,8 m€

 Home
Heating
23,196
Units sold

 Charging
Network
45,000
Charge Points

 PV
& Storage
> 10,417
Units sold

 Solar
Cloud
282
Active Subscriptions

E.ON has a robust set of innovation engines

2. RESEARCH & TECHNOLOGY

R&T translates scientific research into value through partnership with RWT Aachen, ETH Zurich and Stanford.

3. PARTNERSHIPS & ACCELERATION

P&A manages an ecosystem of larger companies and start-ups to create joint value propositions for the customers.

Supporting business in creating products & services in four areas of growth.

- Connected Life
- Networked Mobility
- Energy Communities & Networks
- Industry Automation & Electrification

Investing in start-ups to get first hand expertise of upcoming technologies and business models. Collaborations secure our value chains and provides us with potential acquisition targets.

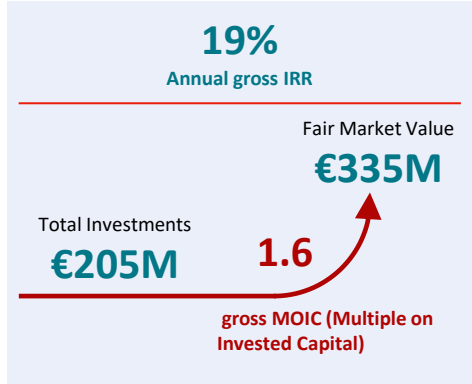
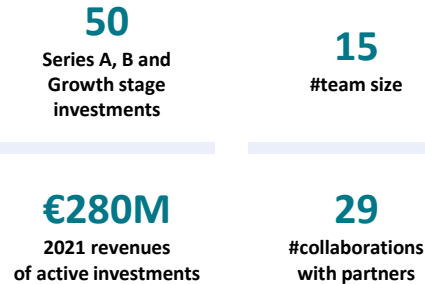
1. INTERNAL INNOVATION

INNOVATION ENGINES

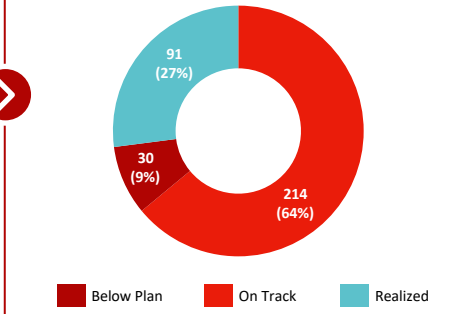
4. STRATEGIC VENTURING

E.ON has a sizable investment in startups to leverage open innovation

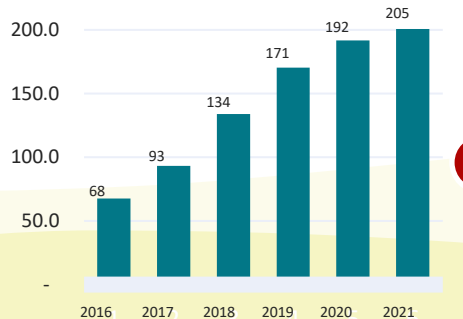
Key Figures



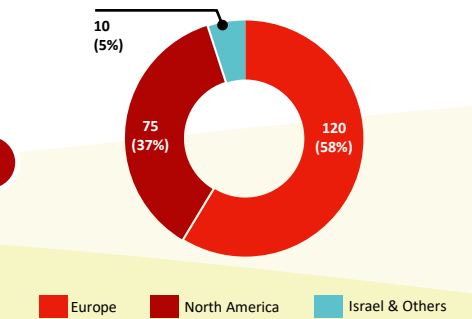
Fair Market Value in €M by Venture Score



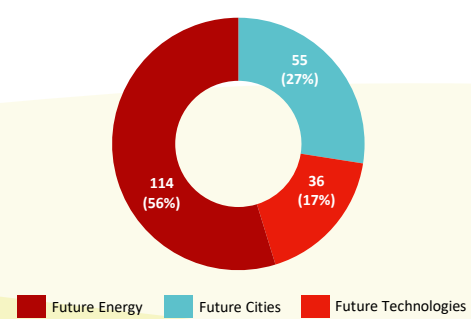
Total Investments in €M



Investments in €M by region



Investments in €M by search field



¹ Data as of Q3 2021; incl. estimated value of unrealised investments. Past Performance does not predict future returns. Data only incl. investments of Investment Portfolio which are in line with the planned investment strategy of FEV Fund. Please also refer to the slides "Important Notice" at the beginning of the presentation.

E.ON has stable and growing financials

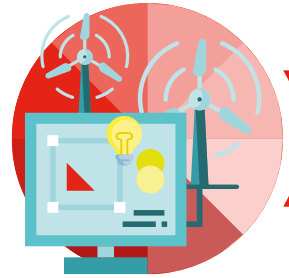


Facts and Figures 2020



Adjusted EBIT¹ of our Core Businesses

| | |
|----------------------------------|------------|
| Sales | 60,94 bn € |
| Adjusted EBIT ¹ | 3,78 bn € |
| Adjusted net income ¹ | 1,64 bn € |
| Investments | 4,17 bn € |
| Divident per share ² | 0,47 € |
| Employees | 78.126 |



Energy Networks

3,3 bn €

Customer Solutions

0,5 bn €



¹ Adjusted for non-operating effects | ² The figure represents management's dividend proposal

Conversation leads to Collaborations

Naveed Tariq

Vice President
Corporate Strategy & Group Innovation
Operations



Tel-Nr: +49-173 7293902



naveed.tariq@eon.com

