Let’s talk challenges
and how opportunities are born

Leonie Baneke
Manager Corporate Venturing
Eneco Innovation & Ventures
by 2020, the largest energy company in the world (by market cap) will not own any network or generation asset

-Gartner
COMMODITY IS HISTORY
SERVICE IS THE FUTURE

1. Central fossil fuel production
   - Transport & distribution coordinated centrally

2. Large-scale sustainable production
   - Participation in wind farms

3. Energy cooperatives
   - ESCOs
   - Solar PV & storage; home automation; electric transport; real-time metering data; automated demand response; energy storage; smart grids; smart public transport

Sustainable, Decentralised, Together

Eneco
Our mission:
Sustainable Energy for Everyone

Our next challenge:
Turning sustainable energy into a service
By investing €100 million in innovation and startups
Ensuring smart, sustainable and decentralized services for all
ESCAPING CORPORATE STEREOTYPES
“Stuck in red tape”
Eneco Innovation & Ventures

40 people growing fast...

Business Unit part of Eneco group

Ideation
Venturing
Business Development
Scaling up
Dedicated Support
“All-day Meetings”
“To afraid to do something new”
“mini” hybrid heatpump

Solar panels on your neighbors roof

Smart charging

Data science team

Home battery
WE CAN BE **FASTER, MORE INNOVATIVE AND ENTREPRENEURIAL** IN PARTNERSHIPS THAN WE CAN BE ALONE
WHAT ARE WE LOOKING FOR?

SMART PLATFORMS AND SERVICES
## PLATFORMS
DATA AND SOFTWARE INFRASTRUCTURE THAT ENABLE DELIVERY OF SMART SERVICES TO CUSTOMERS

<table>
<thead>
<tr>
<th>SMART HOME</th>
<th>SMART BUILDINGS</th>
<th>SMART OUTDOOR</th>
<th>FLEXIBILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Quby</strong></td>
<td><strong>simaxx</strong></td>
<td><strong>Luminext</strong></td>
<td><strong>eel</strong></td>
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<tr>
<td>Smart thermostat</td>
<td>Building performance monitoring</td>
<td>Smart public lighting</td>
<td>Flex community</td>
</tr>
<tr>
<td>Assisted living</td>
<td>Energy insight</td>
<td>Crowd control</td>
<td>Frequency control</td>
</tr>
<tr>
<td>Security</td>
<td>Comfort</td>
<td>Air quality</td>
<td>Demand-response</td>
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<tr>
<td>Well-being</td>
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<td>Peak-shaving</td>
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# SERVICES

SMART SUSTAINABLE SERVICES THAT ADD VALUE TO THE DAILY LIVES OF OUR CUSTOMERS

<table>
<thead>
<tr>
<th>SOLAR &amp; STORAGE</th>
<th>MOBILITY</th>
<th>SUSTAINABLE HEATING</th>
<th>COMMUNITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Storage, peak-shaving</td>
<td>Smart charging</td>
<td>E-radiator</td>
<td>Solar on someone else’s roof</td>
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<tr>
<td>Solar monitoring forecasting</td>
<td>Services for users of electric vehicles</td>
<td>New heating technologies</td>
<td>Cooperative peer2peer sharing</td>
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<tr>
<td>Assisted living</td>
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</tbody>
</table>
What do we offer?

Opportunity for pilots
Launching customer
Knowledge & support
Joint development

To whom?
Early stage startups
MVP product
Promising technology
Strong team
NW Europe

New Business Development

Early Stage

Later Stage

(Co) - investing
Access to customer base
Knowledge & support
Joint development
Commercial scaling

Venturing

Product / market fit
Working product / service
Ready for scaling
Activities in / ambitions
towards NW Europe
ONE MORE THING....
WE’RE HIRING!
TALENTED COLLEGUES WHO HELP US ACCELERATE AND INNOVATE

- EXPERIENCED INVESTMENT MANAGER
- MANAGER BUSINESS DEVELOPMENT & PRODUCT MANAGEMENT
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