



E.ON Strategic Co-Investments

October, 2013

Susana Quintana Plaza

VP Innovation Scouting and Co-Investments

The E.ON logo, consisting of the lowercase letters "e.on" in white, italicized font, set against a red rectangular background.

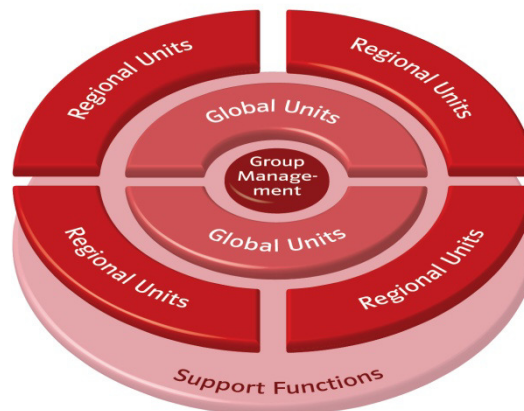
An Overview of E.ON

- At facilities across Europe, Russia, and North America, our more than 72,000 employees generated approx. 132 bn € in sales in 2012. In addition, there are businesses in Brazil and Turkey we manage jointly with partners. In total E.ON has over 35 m customers
- With our strategy cleaner & better energy we're transforming E.ON into a global provider of specialized energy solutions which will benefit our employees, customers, and investors alike.
- Between 2008 and 2013 we have invested 9 bn € in renewable energy sources; from 2013 onwards we plan to invest another 9 bn €
- We are currently operating 5 GW of renewable energy generation capacity
- Our objective is to make energy cleaner and better wherever we operate.



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E.ON Group Structure.



Group Management

Global Units

Exploration & Production
Generation
New Build & Technology
Global Commodities
Renewables

Regional Units

Germany
Other EU Countries:

- UK
- Sweden
- Italy
- Spain
- France
- Netherlands
- Hungary
- Czechia
- Slovakia
- Romania

Non EU Countries:

- Russia
- Other Non EU Countries:
Brazil, Turkey

Support Functions

IT
Procurement
Insurance
Consulting
Business Processes

Strategic co-investments – Combining start-up innovation with E.ON resources to shape E.ON future

Strategic co-investments (CVC activities)



WHY

- Screen outside innovation
- Bring external innovations into E.ON
- Capital to de-risks commercial deals
- Benefit from upside provided by E.ON

WHAT

- Equity investments linked to
 - E.ON's demonstration / validation
 - E.ON's commercial roll-out

WHERE

- Residential and C&I solutions
- Renewables balance of systems
- Distributed energy and storage
- Smart grid (regulated and unregulated)

HOW

- E.ON T&I set-up brings value beyond capital
 - SCI & EIC close collaboration
 - EIC imbedded in business

Why Strategic Co-Investment – We create a win-win situation for E.ON...and the start up company

Knowledge

- Access to E.ON’s operational and market expertise
- Access to E.ON resources (engineers, experts, facilities and systems) and suppliers

Validation

- Technology validation
- Strong reference customer/partner with brand credibility

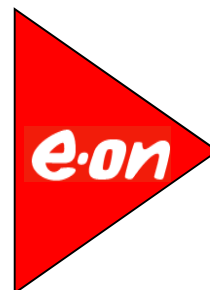
Commercial Roll-out

- Additional channels to market
- Access to one of the biggest customer bases in the utility sector
- Potential of high volume of purchase orders and strong customer pipeline

Financial strength

- Access to growth capital via equity co-investment
- Reliable investor for follow-on rounds
- Network into the VC landscape

“Company A” valuation



“Company A” valuation after E.ON’s investment



Where we co-invest in – Our focus is on business models and technologies that shape the future energy world

Residential and C&I solutions



Renewables BOS



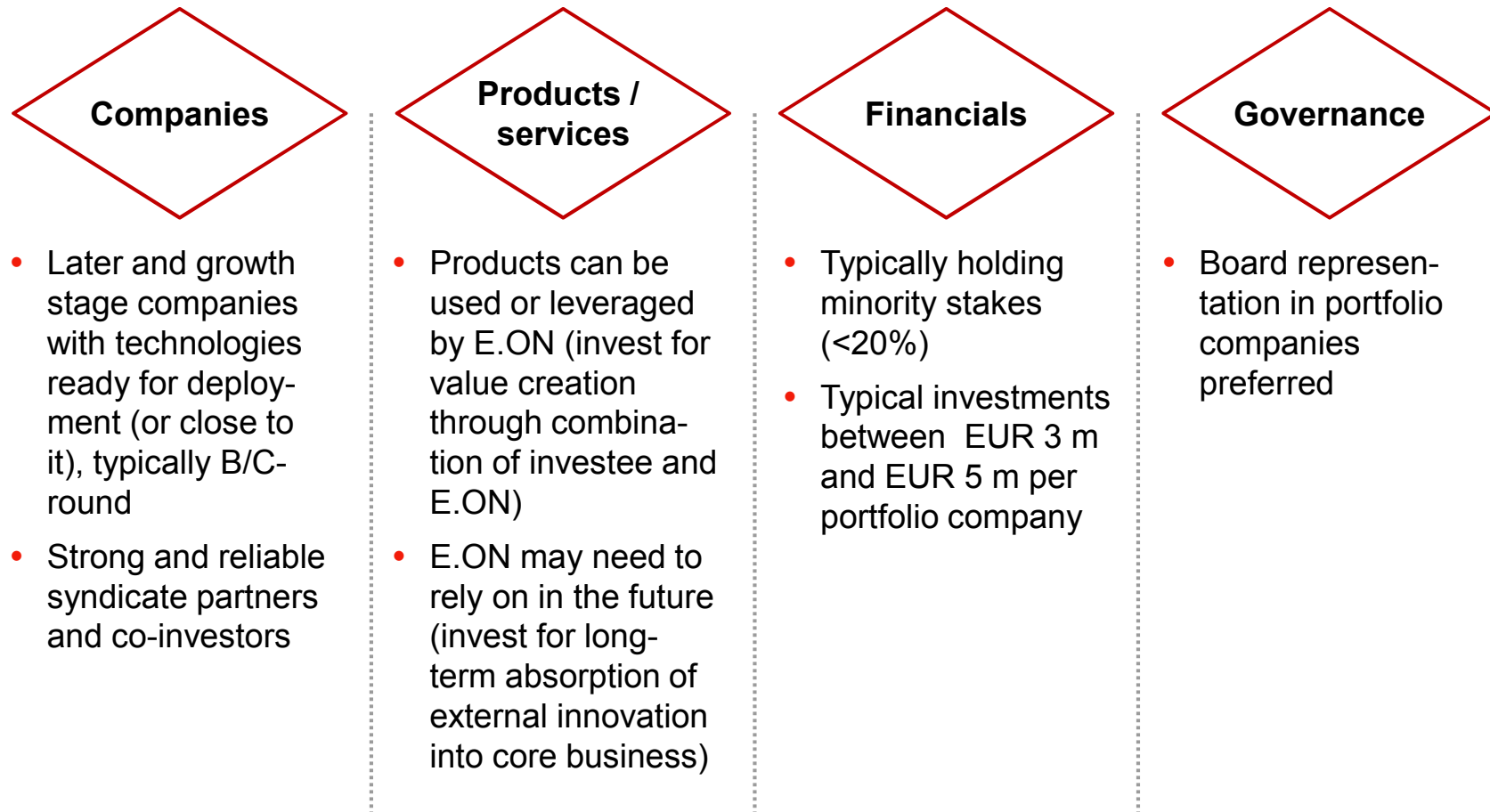
Smart Grid



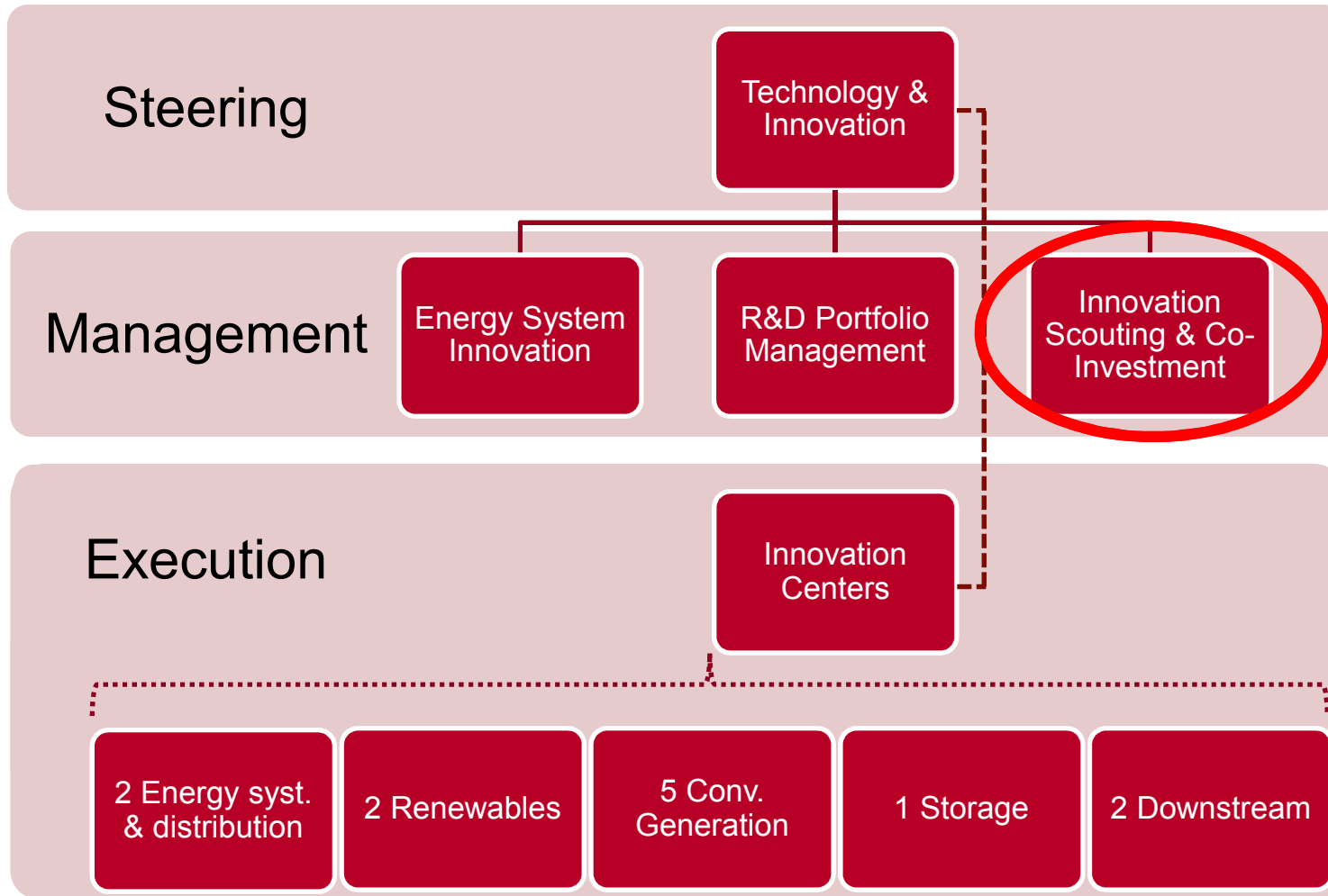
Distributed energy



What type of investments – Four building blocks define the type of investments we make


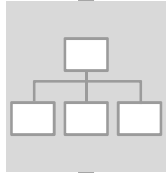

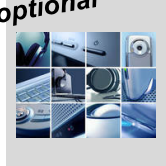


How we co-invest – Being part of T&I it is key to help us bring the innovation into E.ON



How we co-invest – It is core to work closely with EICs to get their business units buy-in

Process steps

- 
 • Investment process starts with a thesis built together with the EICs to determine key areas and KPIs for E.ON business (50% pull, 50% push)
- 
 • Once target company is identified EIC gets closely involved on designing how a future commercial collaboration could look like including testing and validation
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 • Once a clear collaboration path is defined, possible investment process starts
- optional**

 • For disruptive technologies and when no natural internal owner exists yet (but strategic future relevance exists), there is also the option to invest without E.ON business unit approval

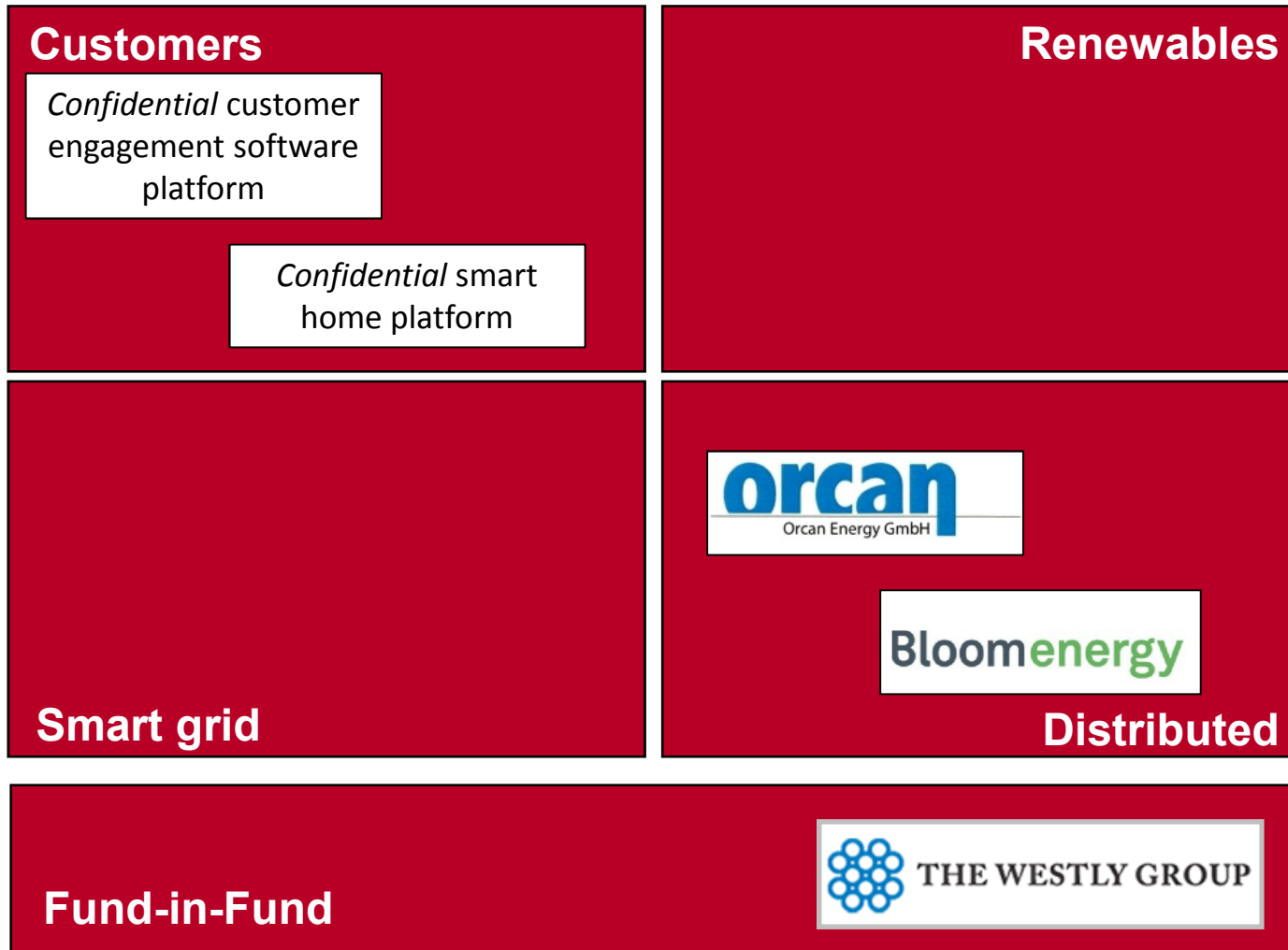
Cooperation

Investment areas	Internal Stakeholders
<input checked="" type="checkbox"/> <input type="checkbox"/>	EIC Retail & Energy Intelligence, Regional BUs, ECT
<input type="checkbox"/> <input type="checkbox"/>	
<input type="checkbox"/> <input checked="" type="checkbox"/>	EIC Renewables
<input type="checkbox"/> <input type="checkbox"/>	
<input type="checkbox"/> <input type="checkbox"/>	EIC Distribution, EIC Energy Intelligence
<input checked="" type="checkbox"/> <input type="checkbox"/>	
<input type="checkbox"/> <input type="checkbox"/>	EIC Retail & Storage, ECT, Regional BUs
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EIC: E.ON Innovation Center
 ECT: E.ON Connecting Energies
 EIE: E.ON International Energy
 EC&R: E.ON Climate and Renewables



What we co-invested in so far - Portfolio (per August 2013)





Thank you for the attention

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