

Fostering Innovations, Startups and the Energiewende

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A quick overview of EnBW



- > **One of the biggest energy utilities in Germany and Europe**
- > **Clear vision and 2020-strategy implemented since 2 years**
 - Two strategic heartbeats linked by system competence and market orientation
 - Substantial investments in RES worth over 4 bn. Euro until 2020
 - Solution- and 100 % customer orientation for development in new business areas
 - Partnership models and dialogue to promote strategic differentiation
- > **Business areas:** Sales, Energy-Solutions, Grid, Renewable Energies, Generation and Trading
- > **Sales 2014:** 21 bn. Euro
- > **Customers:** 5,5 bn.
- > **Employees:** 20.000



REVOLUTION





How do we find the answers for today's and tomorrow's challenges?



Together with startups and other partners

We build the OS for the Energiewende

$$1 + 1 = 3$$

EnBW

- Develop and connect new capabilities in order to build new business models and leverage core-business
- Find answers to the trends of decentralisation and digitization
- Get new impulses from outside („what are people thinking about?“)

Startups

- Benefit from direct link into business units
- Access to EnBW-Assets (5,5 bn. customers, over 100 years of energy know-how,...)
- Possibility to build new solutions with the power of a corporate outside of a corporate-environment
- Venture-Capital



Connected Home

Daniel Chennaoui



Virtual Power Plants - Decentral RES and Flexibility

Michael Bez



Big- / Smart Data- Analytics, User-Experience (UX), Forecasting, Storage and Energy-Mgmt.

Plattform / OS Energiewende

Smart Cities

Oliver Deuschle



Future Mobility

Lars Höhmann



???

Constantly developing and
open for for new ideas



Focus on new business models and competences which help both sides to build the OS for the Energiewende

Who

- Seed to Late-Stage Startups with great ideas and business models
- Co-Investment partners
- Companies for strategic partnerships or joint ventures

What

- Capabilities and business models that fit into the clear vision and innovation-strategy of EnBW
- Technology which helps us to leverage our internal startups and projects

How

- Typically strategic investments – holding minority stakes
- Board representation by EnBW New-Ventures preferred

What are we looking for?

Thank you very much for your attention



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