

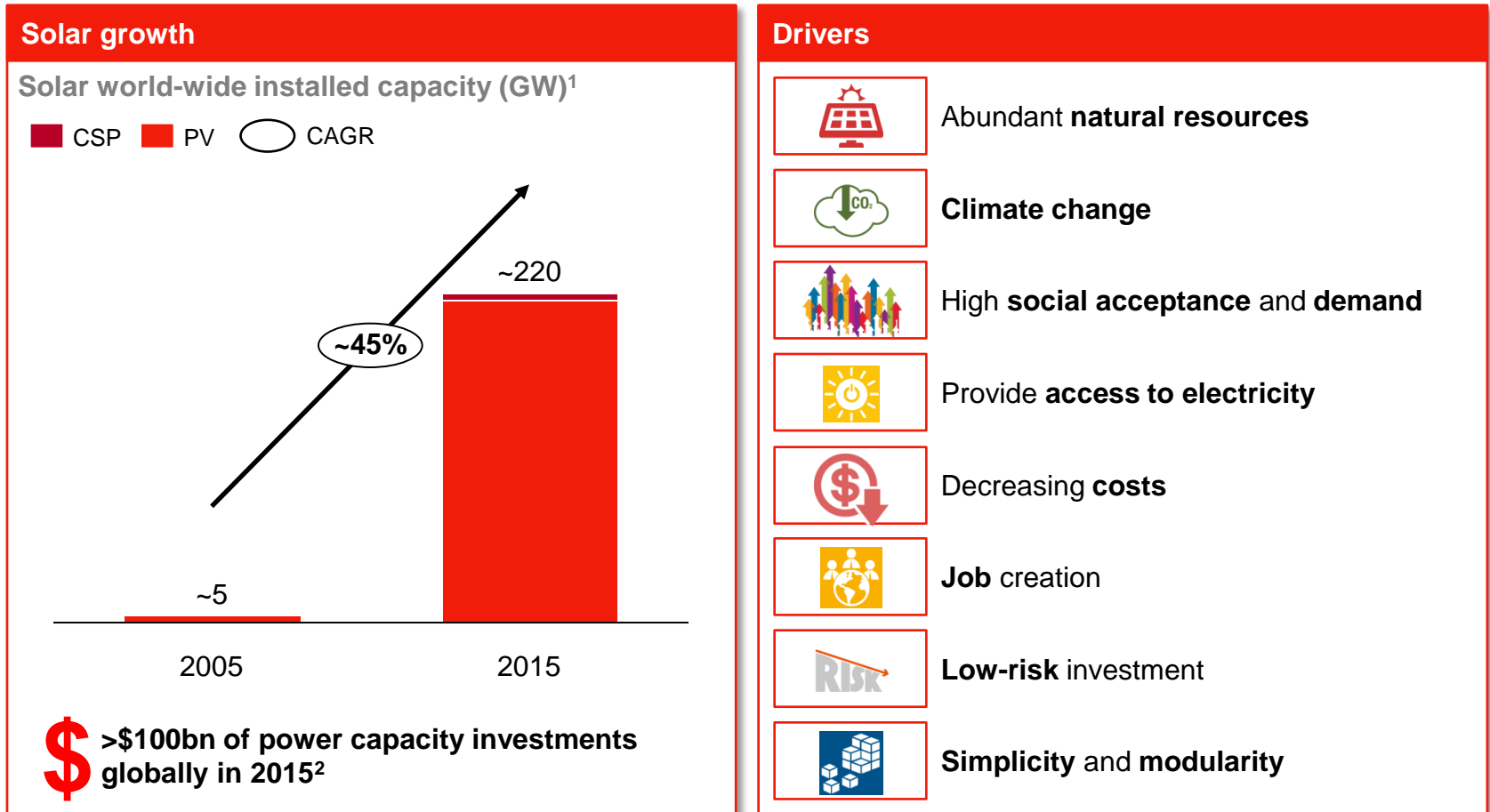


Changing roles: new business models for utilities

Repowering Europe – Photovoltaics: centre-stage in the power system

18 May 2016, Brussels

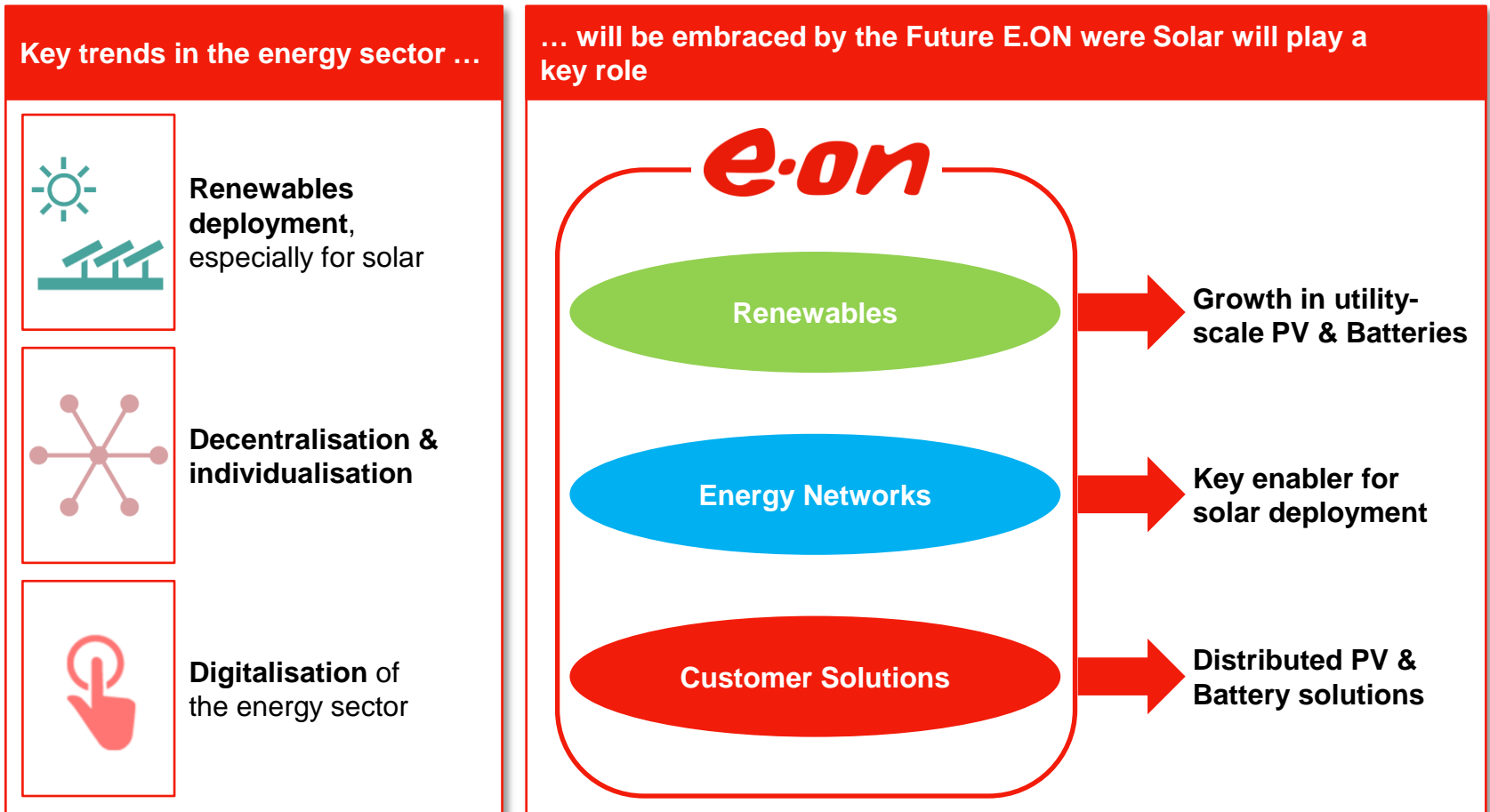
Solar has experienced an exponential growth, driven by its remarkable benefits



1. Includes utility- and small-scale solar, in GW_{AC}. Source: IHS - The Outlook for Renewable Power: Half-year update, 2015–30 (Dec 2015)

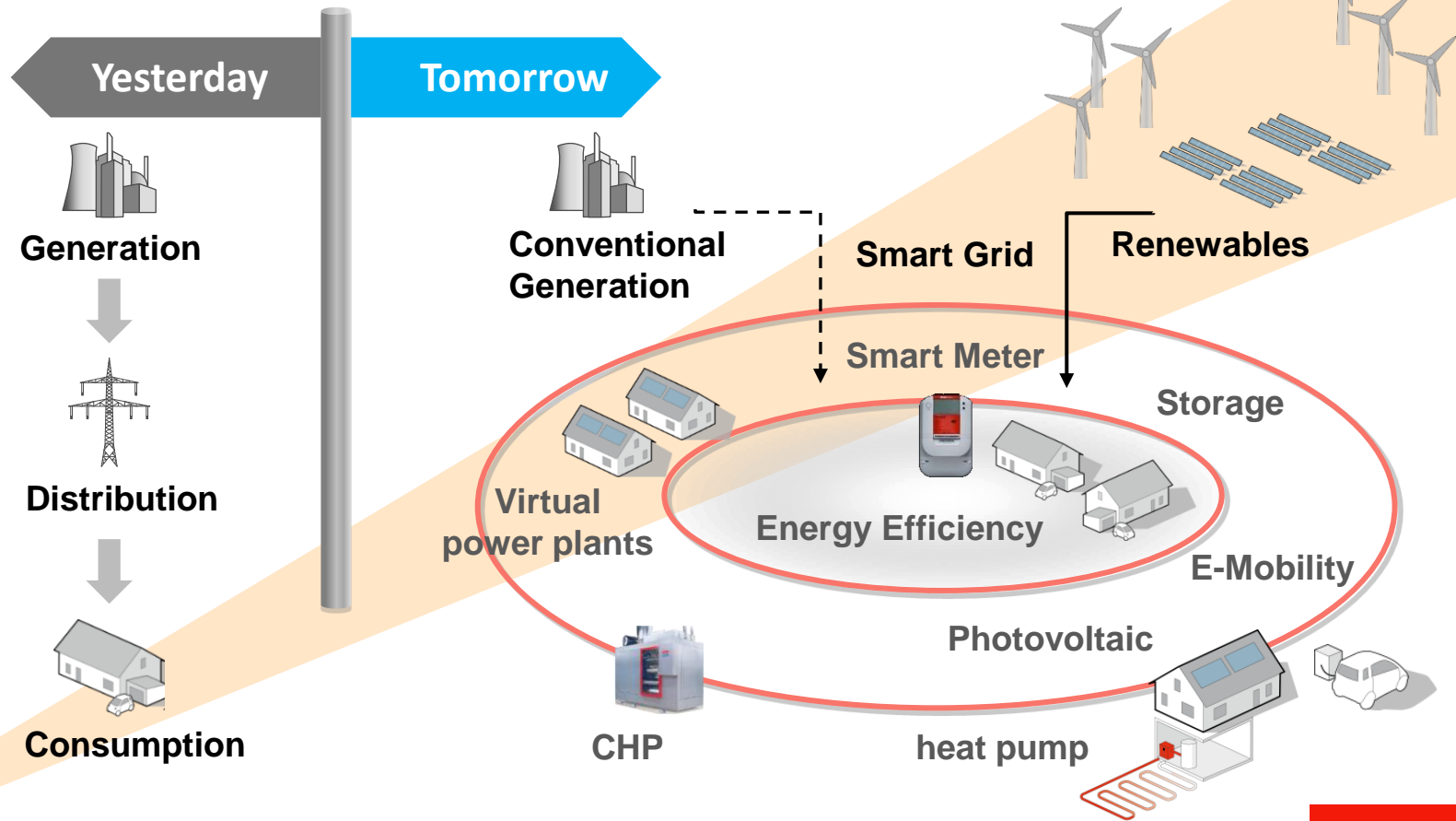
2. Source: IHS – The Outlook for renewable power 2015-2030 (Mar 2015)

Solar is at the core of the Future E.ON strategy

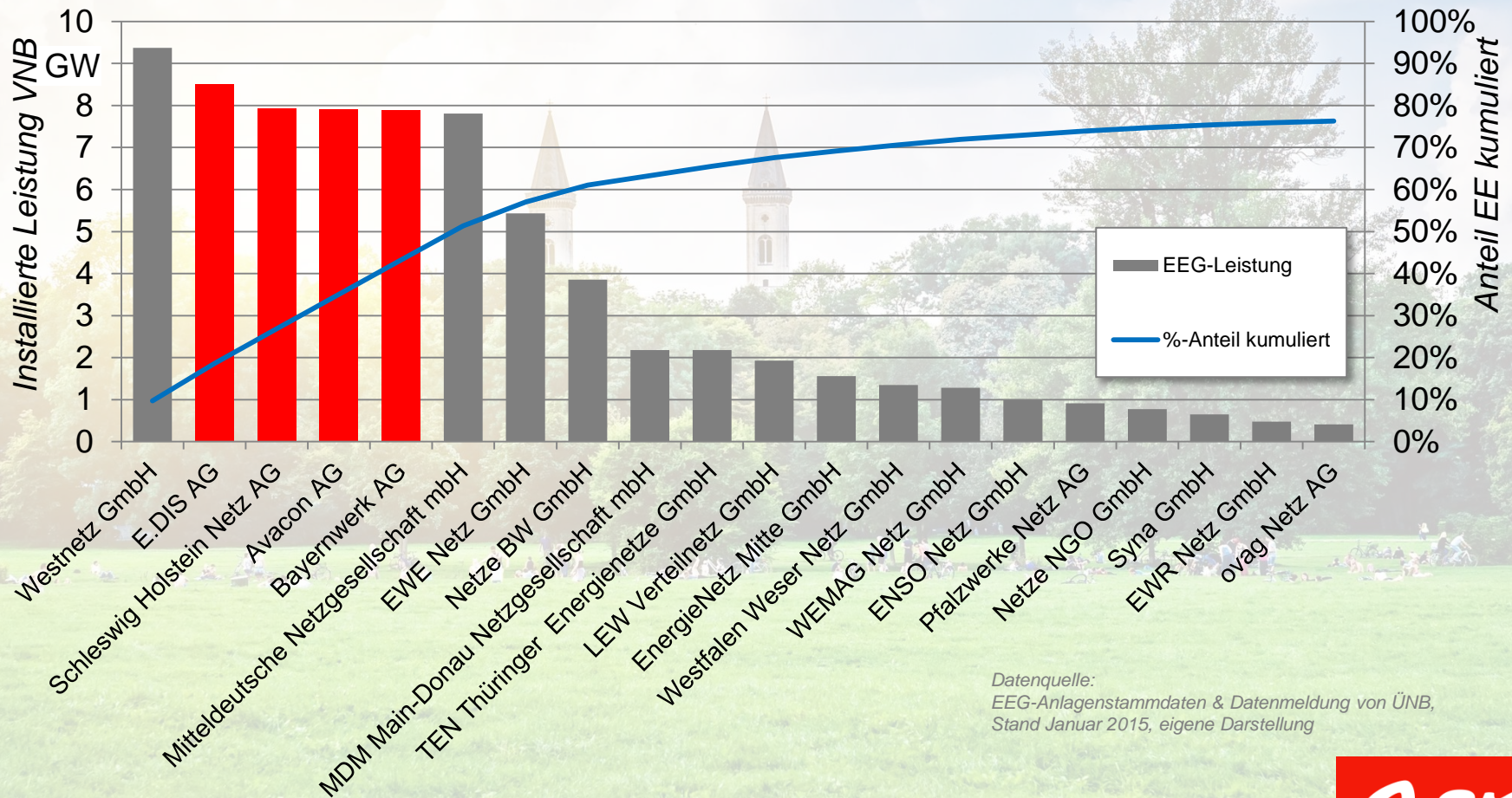


Note: E.ON will retain responsibility for the remaining operation and dismantling of its nuclear generating capacity in Germany. Nuclear energy not a strategic asset

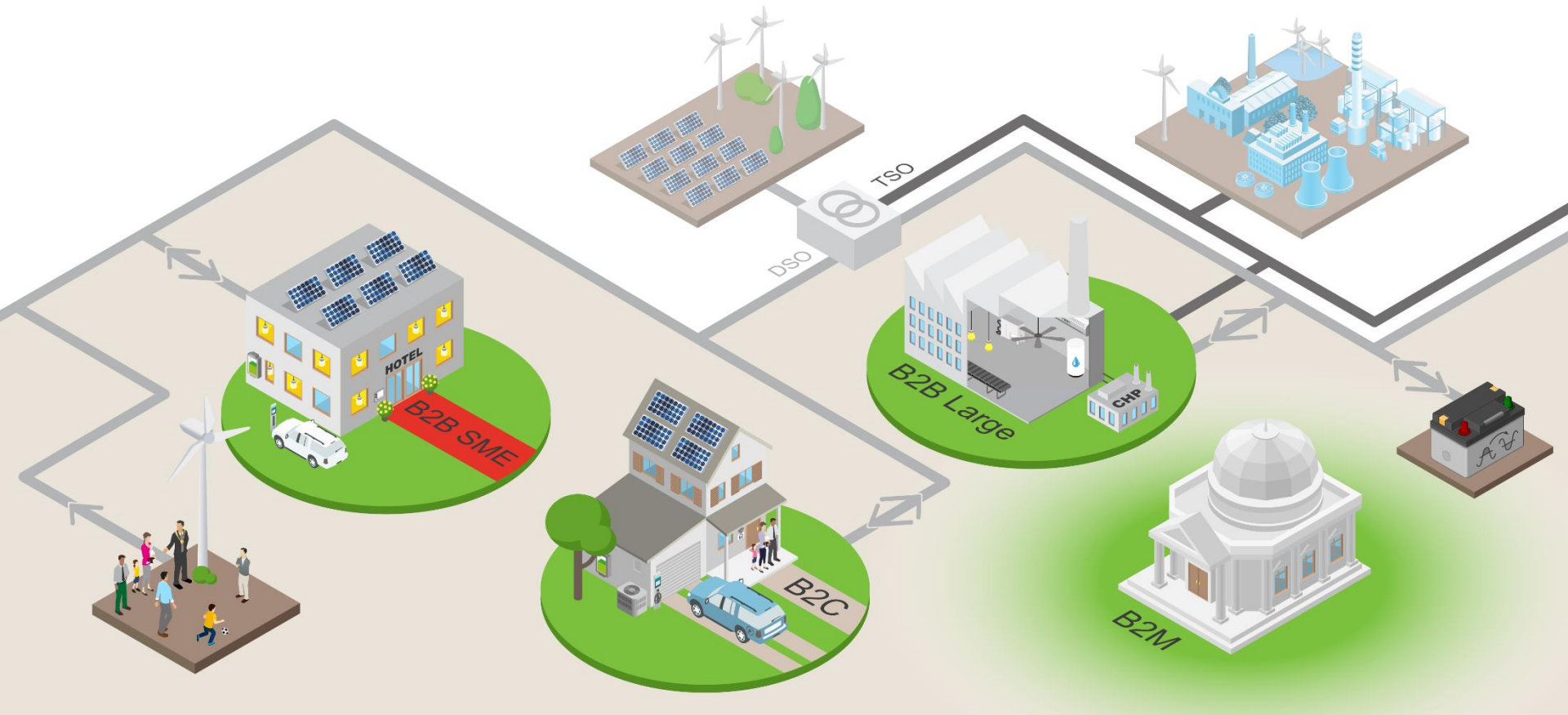
DSO as enabler of the energy transformation



Energy transition is already happening at DSO level



Customers evolve from consumers to energy partners



Product portfolio is expanding with new solutions

Recent proof points



PV (& battery)

60

SME commercial lighting projects delivered

400,000

value added service products sold

3,500

PV contracts signed

65,000

connected home devices deployed



Value added services



Energy efficiency (e.g. HVAC¹, lighting)



New solutions already contributing additional revenues



Very limited Capex requirement



Good pick-up lays foundation for further growth



Smart check

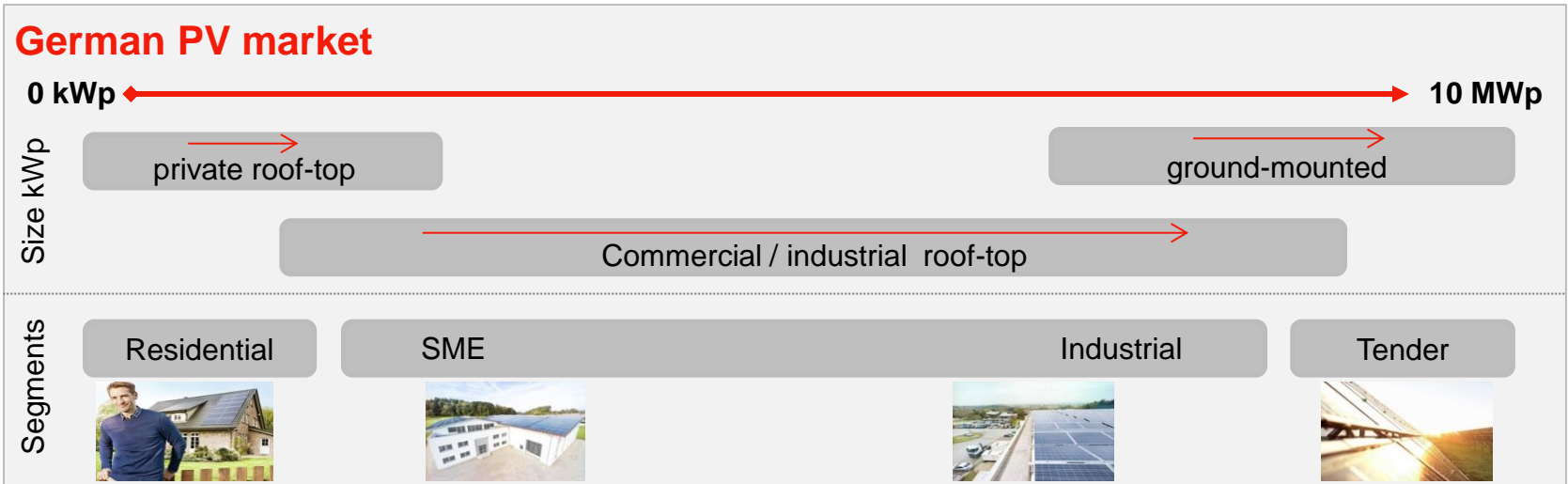


Saving energy toolkit

Customer engagement/connected home

1. Heating, ventilation and air conditioning

In the German market E.ON is already active in all parts of the PV market



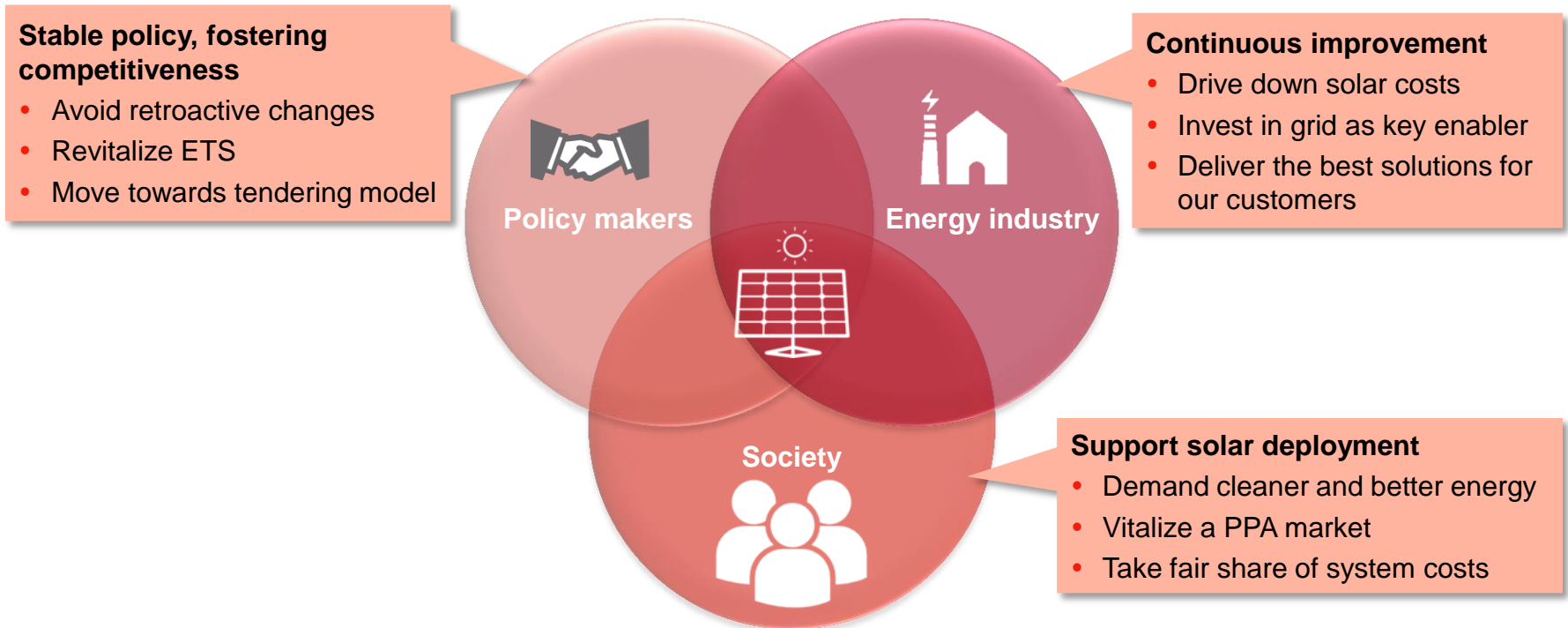
current PV activities EDG

Sales: Residential (PV and Battery), SME and wholesale customers, roof-top and ground-mounted systems (incl. tender)

Operations: nationwide project planning, installation, logistics, quality audits, claim management etc. for all sizes

O&M: Product offerings for all sizes (incl. service provider, E.ON visualization in pilot phase etc.)

To drive a successful solar deployment, the industry, the policy makers and the society need to work together



Coexistence of different renewables technologies

ETS: Emissions Trading System; PPA: Power Purchase Agreement

THANK YOU!

e-on