

# Annual General Meeting of 2G Energy AG.

04/07/2018, Ahaus

Thank you



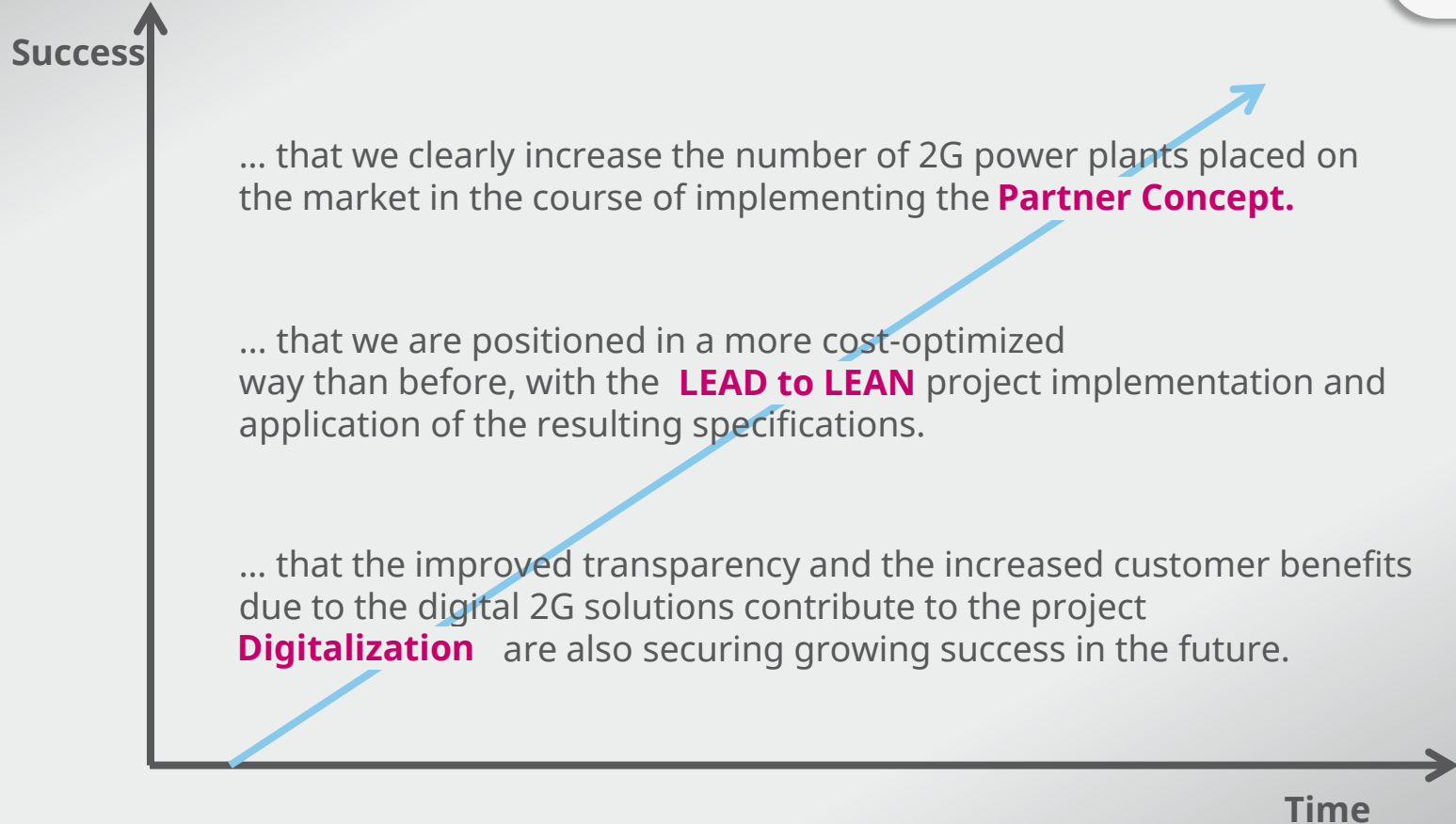
Thank you!



## Sales increase.

	2017	2016
Net sales	EUR 189.4 Mio.	EUR 174.3 Mio.
EBIT Margin	3.9 %	3.2 %
Cash Flow	EUR 12.8 Mio.	EUR 6.4 Mio.

We are convinced,



# Partner Concept

# Lead to Lean



# Digitalization

- New CFO
- Site expansion with Hall 6
- Launch of Onlineshop ([shop.2-g.com](http://shop.2-g.com))
- Omission of MAN 28-series
- Further increase of Service Reputation





	Q1 2018	Q1 2017
Net sales	EUR 31.5 Mio.	EUR 30,4 Mio.
EBIT	EUR 0.4 Mio.	EUR - 0,5 Mio.

	2017	2016	Δ
<b>Net sales</b>	EUR 189.4 Mio.	EUR 174.3 Mio.	+ 9 %
<b>EBIT</b>	EUR 7.3 Mio.	EUR 5.6 Mio.	+ 30 %
<b>Liquidity</b>	EUR 16.1 Mio.	EUR 10.2 Mio.	+ 58 %

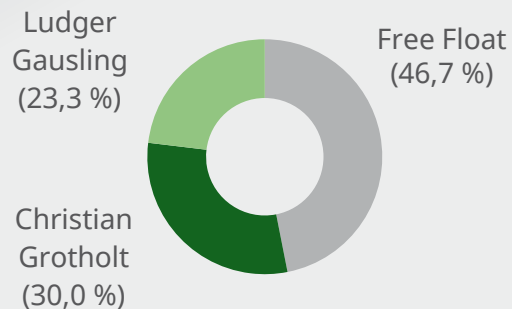
## Consolidated income statement.

in thousand EURO		2017	2016
	<b>Net sales</b>	<b>189,404</b>	<b>174,299</b>
+/-	Increase / decrease in work-in-progress and finished goods	-2,307	7,065
+	Other own work capitalised	3,397	2,258
=	<b>Total output</b>	<b>190,494</b>	<b>183,622</b>
+	Other operating income	1,303	1,413
-	Cost of materials	126,822	128,633
-	Personnel costs	32,670	29,951
-	Depreciation and amortization	3,783	3,587
-	Other operating expenses	20,955	18,901
+	thereof extraordinary result*	0	1,798
-	Other taxes	233	111
=	<b>Earnings before interest and tax</b>	<b>7,333</b>	<b>5,649</b>

\* on previous years' business transactions

## 2G Share.

### Shareholder structure 2G Energy AG



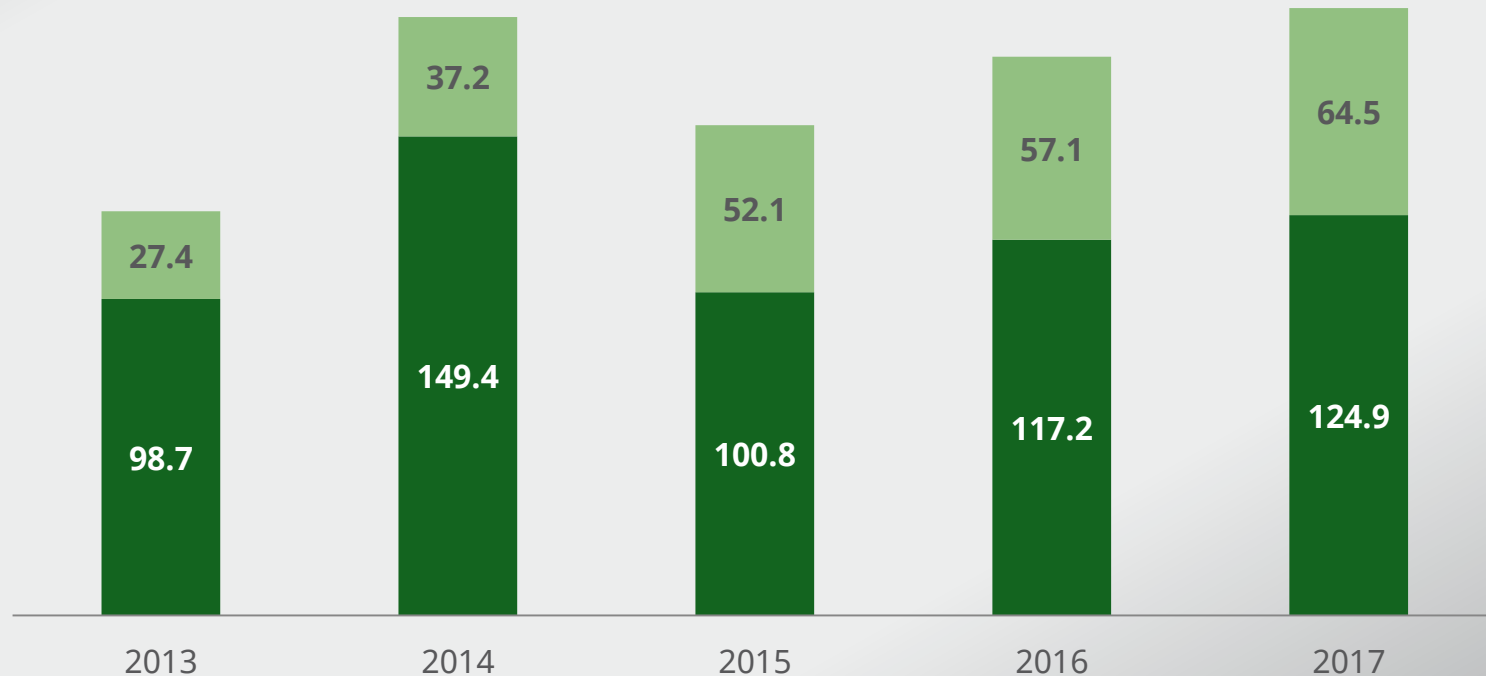
### Share price performance 2017/2018 (indexed as of 01/01/2017) / Analysts research



## Sales development.

### Divisions

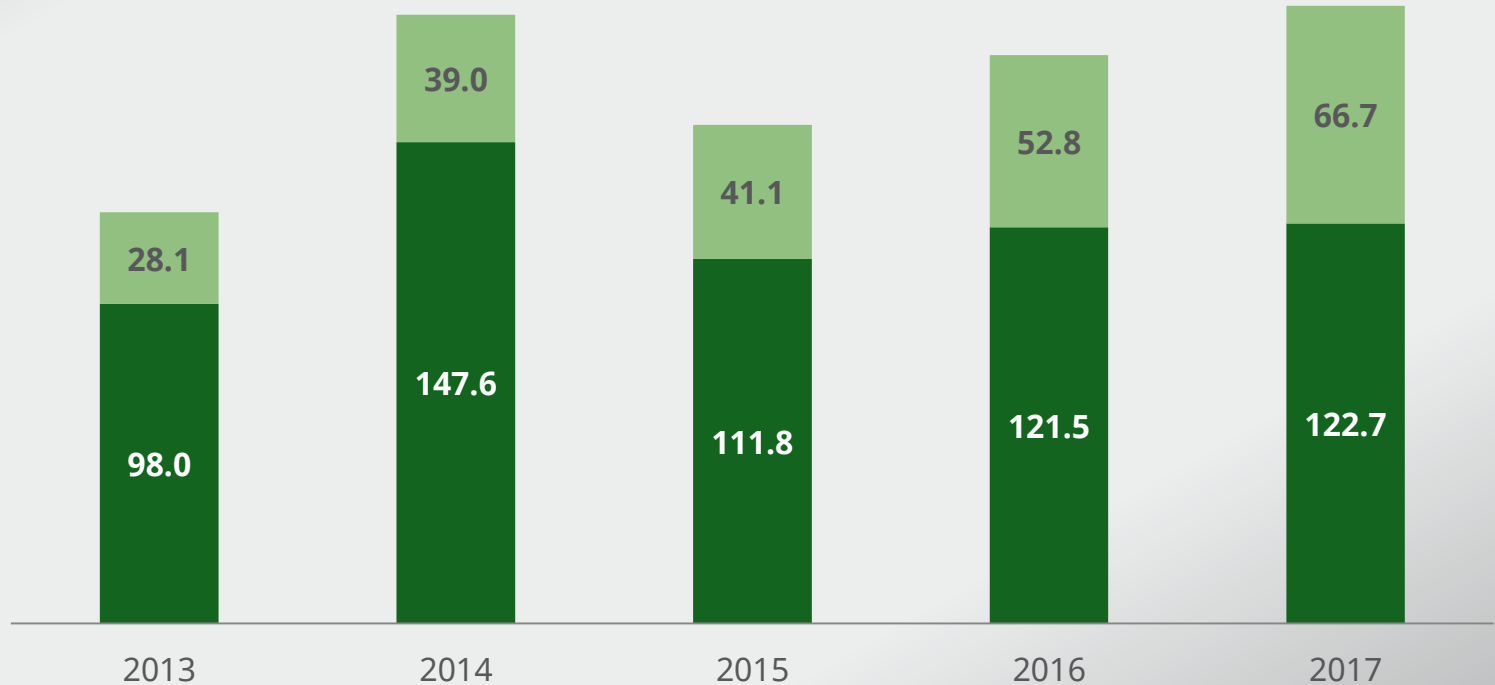
- Service
- CHP plants



## Sales development.

### Markets

- International
- Germany





## Consolidated balance sheet.

in thousand EURO, as of 31/12/	2017	2016
<b>A. Fixed Assets</b>		
I. Intangible fixed assets	4,716	5,430
II. Tangible fixed assets	20,732	19,195
III. Financial fixed assets	10	10
	<b>25,458</b>	<b>24,635</b>
<b>B. Current Assets</b>		
I. Inventories		
1. Raw materials and supplies	31,404	30,447
2. Work-in-progress	30,400	33,341
3. Finished goods and merchandise	887	1,116
4. Prepayments rendered	2,448	2,021
5. Prepayments received for orders	-21,174	-23,545
	<b>43,966</b>	<b>43,380</b>
II. Receivables and other assets		
1. Trade receivables	27,881	29,239
2. Other assets	851	2,527
	<b>28,733</b>	<b>31,767</b>
III. Cash in hand, bank balances	<b>16,117</b>	<b>10,200</b>
	<b>88,816</b>	<b>85,346</b>
<b>C. Prepayments and accrued income</b>	<b>550</b>	<b>437</b>
<b>D. Deferred tax assets</b>	<b>1,435</b>	<b>970</b>
	<b>116,258</b>	<b>111,389</b>

## Consolidated balance sheet.

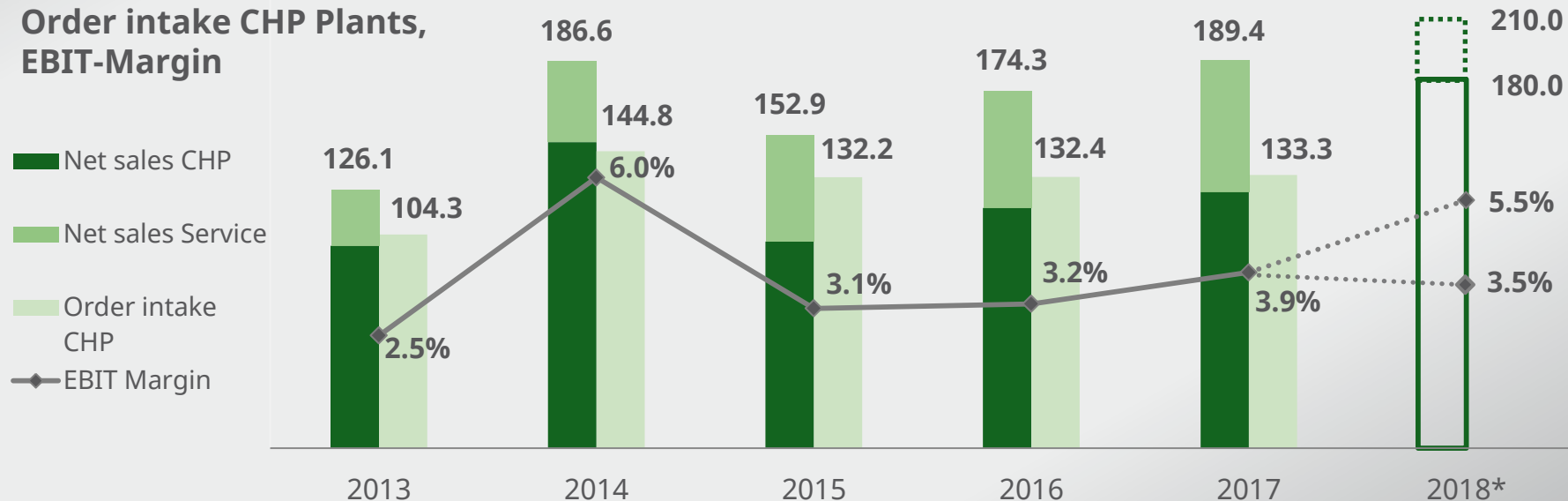
in thousand EURO, as of 31/12/	2017	2016
<b>A. Equity</b>		
I. Subscribed share capital	4,430	4,430
II. Capital reserve	11,235	11,235
III. Other retained earnings	40,300	0
IV. Consolidated net income	179	37,244
V. Minority interests	573	656
VI. Equity difference from currency translation	-1,005	-649
	<b>55,711</b>	<b>52,916</b>
<b>B. Provisions</b>		
1. Tax provisions	2,686	952
2. Other provisions	12,827	11,513
	<b>15,513</b>	<b>12,465</b>
<b>C. Liabilities</b>		
1. Bank borrowings	6,364	6,277
2. Prepayments received for orders	23,347	25,747
3. Trade payables	10,092	6,786
4. Other liabilities	5,231	7,198
	<b>45,034</b>	<b>46,008</b>
	<b>116,258</b>	<b>111,389</b>

## Consolidated cash flow statement.

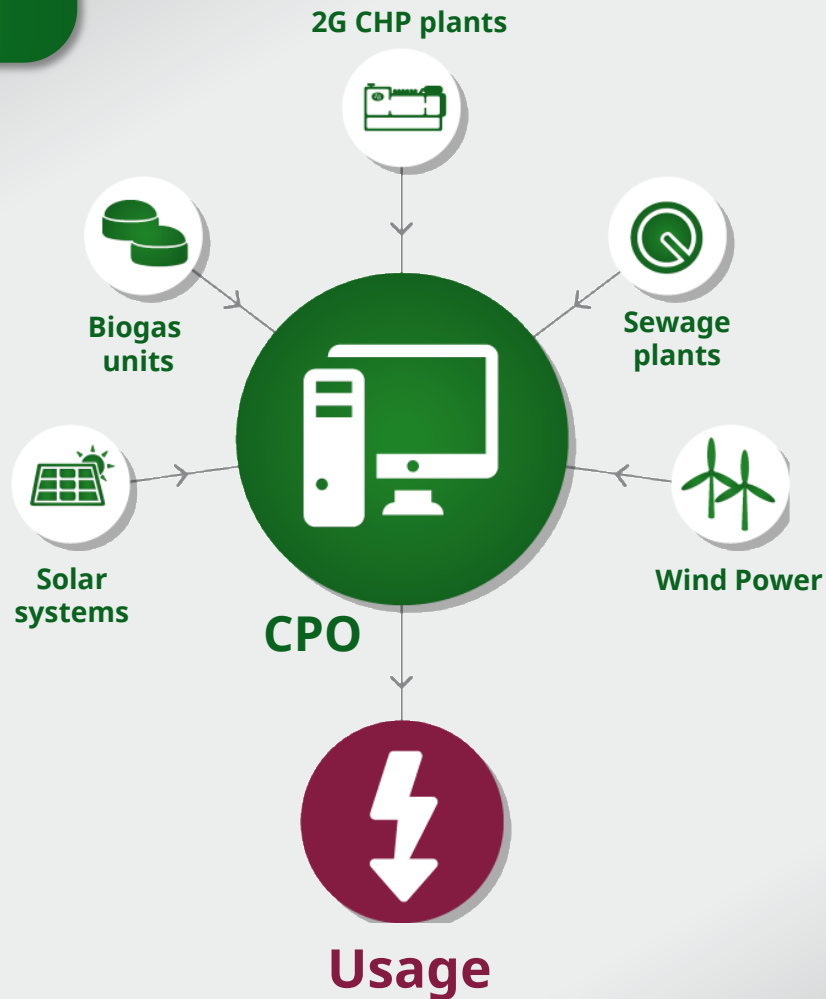
in thousand EURO	2017	2016
<b>Consolidated net profit/loss for the year</b>	<b>4,923</b>	<b>1,784</b>
+ Depreciation, amortization and fixed asset write-downs	3,783	3,587
± Change in provisions	1,314	814
± Change in inventories	-586	-11,131
± Change in trade payables and other liabilities that are not allocable to investing or financing activities	2,921	-3,192
± Change in trade payables and other liabilities that are not allocable to investing financing activities	-1,061	14,134
± Loss/gain from fixed asset disposals	-87	64
+ Interest and similar expenses	417	436
- Other interest and similar income	-48	-68
+ Taxes on income	2,041	1,699
± Income tax payments	-772	-1,745
<b>= Cash flow from operating activities</b>	<b>12,845</b>	<b>6,382</b>
± <b>Cash flow from investing activities</b>	<b>-4,878</b>	<b>-4,544</b>
± <b>Cash flow from financing activities</b>	<b>-2,114</b>	<b>-1,703</b>
<b>= Cash and cash equivalents at end of period</b>	<b>16,092</b>	<b>10,187</b>

## Outlook.

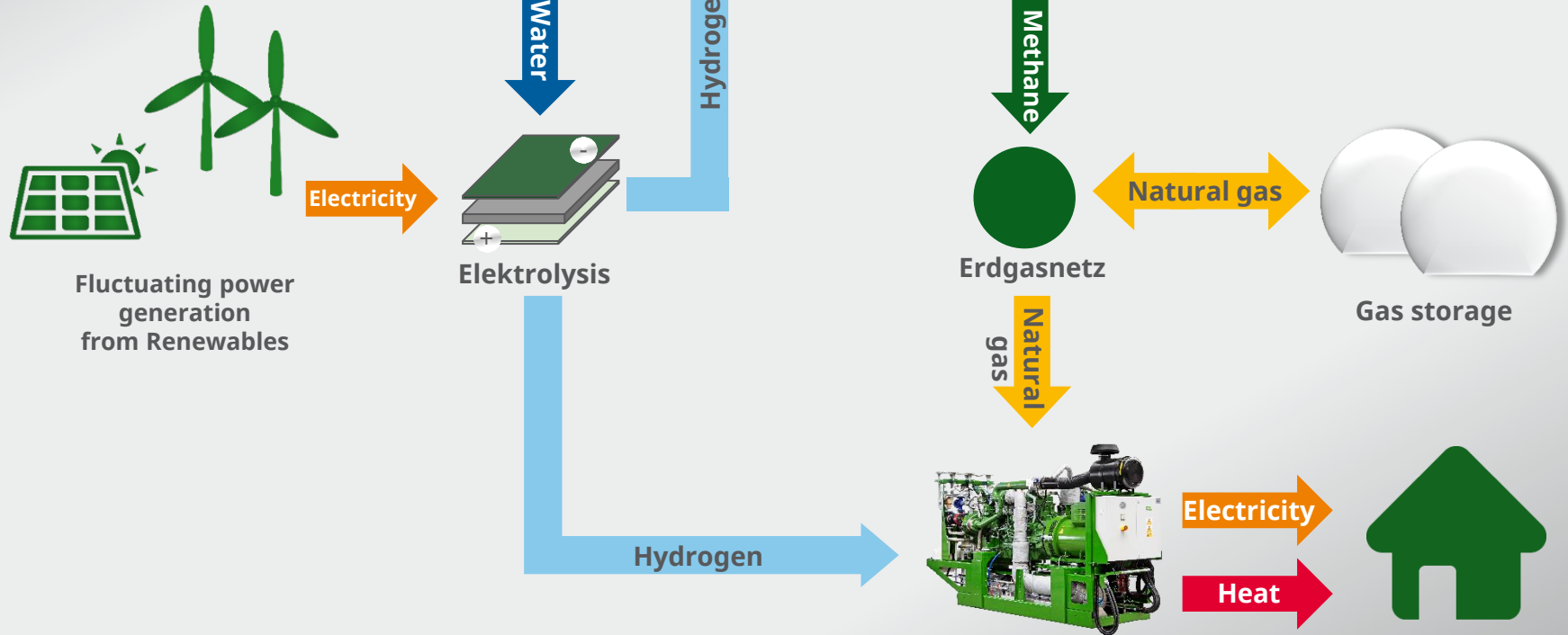
Net sales CHP Plants/ Service,  
Order intake CHP Plants,  
EBIT-Margin



Quirinus.



## Power to Gas.





## 4D.

- Dekarbonisation
- Decentralisation
- Digitalisation
- Democratisation





**Digital Intelligence**



**® Competitive advantage  
R&D**



**Professional Service**



**Technology leader**

## Our Vision.

- Worldwide Technology Leader
- Professional Service
- Global Partner Network
- Competitive Advantage R & D
- Digital Intelligence

 2G Standorte

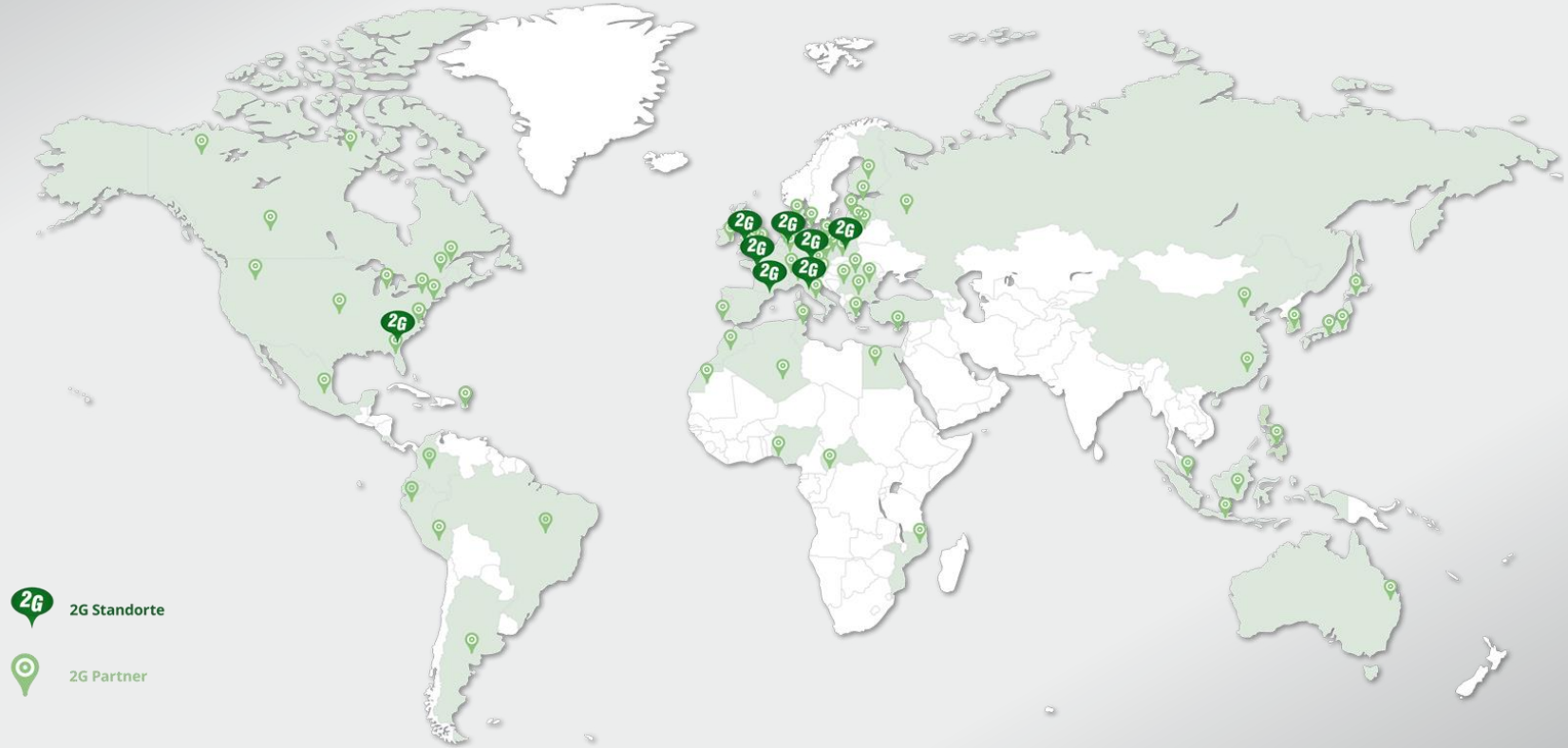
 2G Partner

Thank you for your attention!



 2G Standorte

 2G Partner



 2G Standorte

 2G Partner