



We Care for a Better Future.



Annual general meeting of 2G Energy AG.

2G. Cogeneration.

www.2-g.com



Thank you!





Partner concept



Digitalization



Lead to Lean

Financial year 2018.



Partner concept.

- Participation in HJS Motoren GmbH
- Remodeling in the USA
- Sales management



Digitalization.

- CRM (Customer Relationship Management-System)
- I.R.I.S (Intelligent Reporting Information System)
- my.2-g.com
- Online Marketing
- Onlineshop



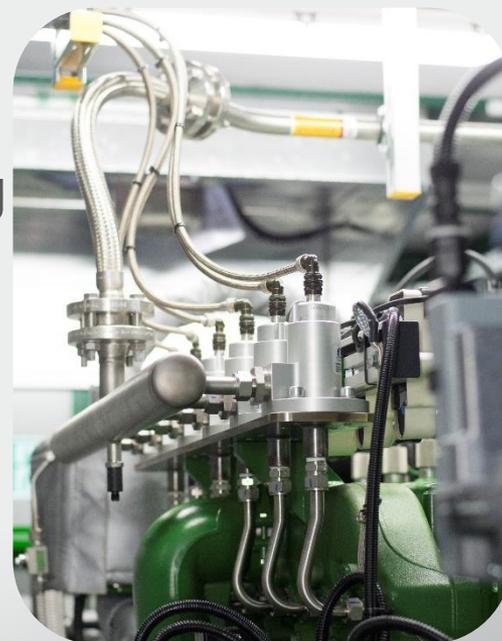
Lead to Lean.

- “Deadline guide step” concept
- Standardization up to the product configurator
- Leadership at the point of value creation



Additional.

- Reconstruction measures in the service building
- g-box 50 plus
- aura
- Own cylinder head for V8 to V20



Latest.



News from 2019.

- Winning the Energy Award of the Handelsblatt
- Hydrogen CHP for Stadtwerke Haßfurt
- Cooperation with Viessmann
- Hydrogen CHP for the Expo in Dubai by Siemens
- Business expansion through Genset and G2P approach





Development of 2G Energy Inc.

in MEUR	2017	2018	2019e
Net sales	17.0	6.9	19.4
+/- Increase/decrease in WIP and finished goods	- 2.1	8.8	
= Total output	14.9	15.7	19.4
Cost of materials	10.7	12.6	14.2
Personnel costs	2.7	2.8	2.6
Depreciation	0.3	0.3	0.3
Other operating expenses	1.8	1.7	1.8
EBIT	-0.6	-1.5	0.6
Order intake	17.0	10.6	7.1 *
Order backlog	14.4	19.2	28.7*

2018.



2018.

	2018	2017	Δ
Net Sales	EUR 209.8M	EUR 189.4M	+ 11 %
EBIT	EUR 11.5M	EUR 7.3M	+ 56 %
Liquidity	EUR 13.6M	EUR 16.1M	- 15 %

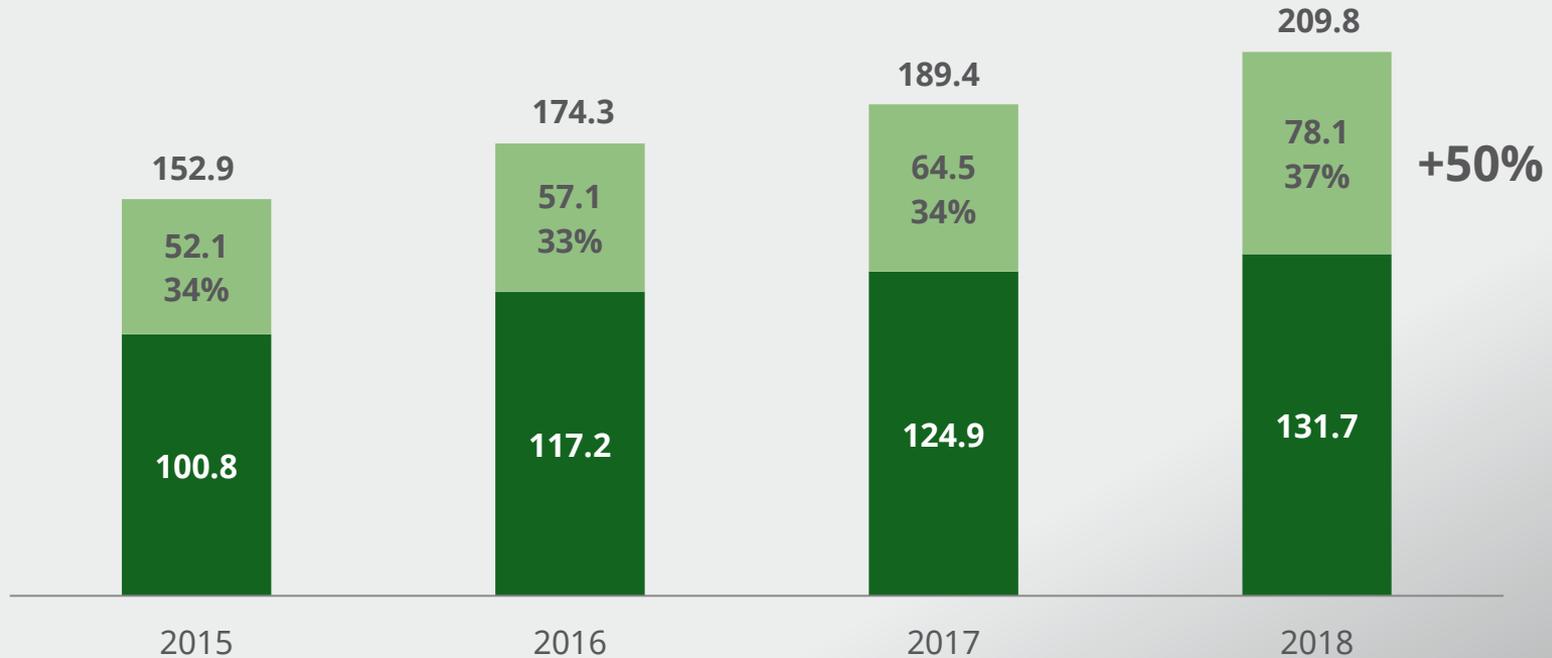
2018.



Development of net sales.

Business units

- Service
- CHP plants



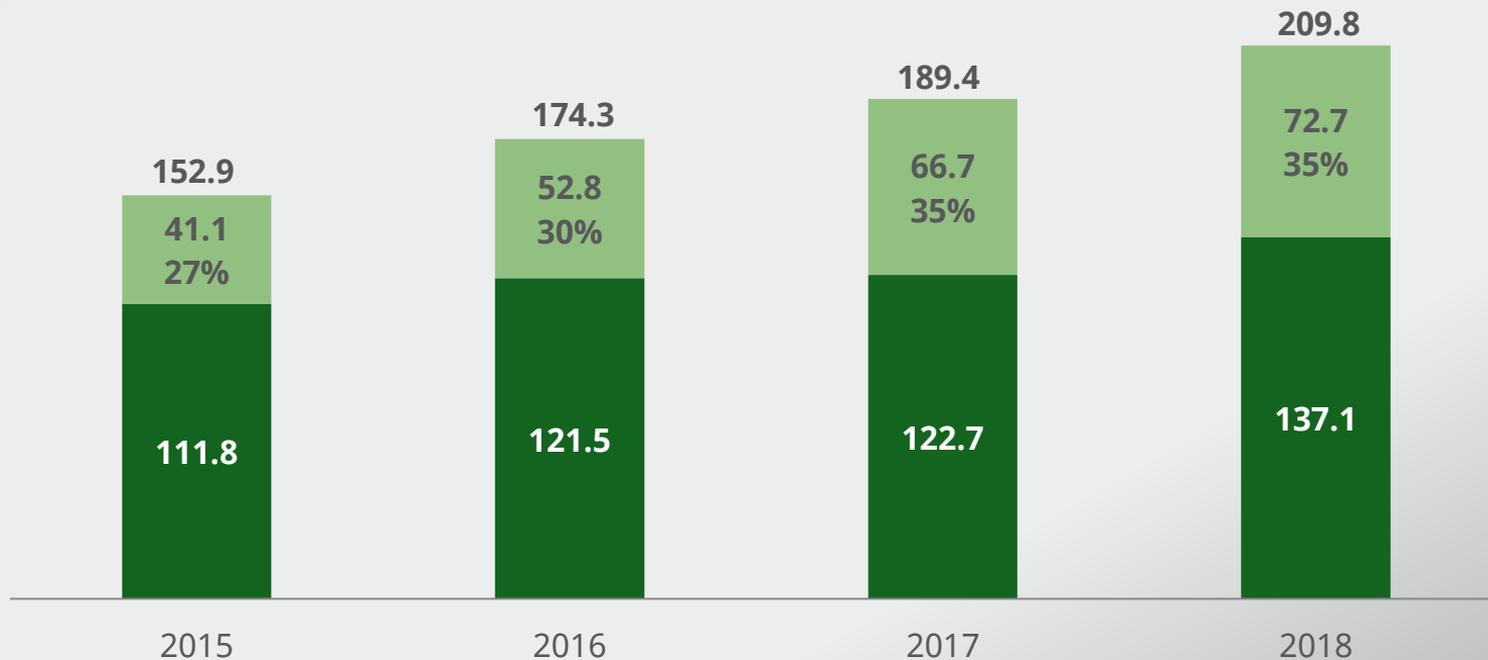
2018.



Development of net sales.

Markets

- International
- Germany



Consolidated profit and loss account.

in MEUR	2018	2017	Δ	in %
Net sales	209.8	189.4	20.4	11%
+/- Increase/decrease in WIP and finished goods	10.8	-2.3	13.1	570%
+ Other own work capitalised	0.5	3.4	-2.9	-84%
= Total output	221.1	190.5	30.6	16%
+ Other operating income	1.8	1.3	0.5	35%
- Cost of materials	148.7	126.8	21.9	17%
<i>Cost of materials ratio</i>	67.3 %	66.6 %	0.7%	
- Personnel costs	35.3	32.7	2.6	8%
<i>Personnel costs ratio</i>	16.0 %	17.2 %	-1.2%	
- Depreciation	3.9	3.8	0.1	4%
- Other operating expenses	23.2	21.0	2.2	11%
- Other taxes	0.2	0.2	0.0	0%
= EBIT	11.5	7.3	4.1	56%

2018.



Operative Working Capital.

in MEUR	2018	2017	Δ	in %
Raw materials and supplies	38.3	31.4	6.9	22%
+ Work-in-progress	41.1	30.4	10.7	35%
+ Finished goods and merchandise	0.0	0.9	-0.9	-100%
+ Prepayments rendered	4.3	2.4	1.9	77%
./. Prepayments received for orders	-37.7	-21.2	-16.5	78%
= Inventories	46.1	44.0	2.1	5%
+ Trade receivables	31.9	27.9	4.0	14%
./. Prepayments received for service contracts	-21.4	-23.3	1.9	-8%
./. Trade payables	-10.6	-10.1	-0.5	5%
= Operative Working Capital	46.0	38.5	7.5	19%

Consolidated cash flow statement.

in MEUR	2018	2017	Δ	in %
EBIT	11.5	7.3	4.1	56%
+ Depreciation	3.9	3.8	0.1	4%
- Income tax payments	-4.7	-0.8	-3.9	503%
+ Change in provisions, other liabilities/assets (especially sales tax and personnel / social securities)	2.2	1.0	1.1	112%
+/- Change in operative working capital	-7.5	1.7	-9.2	-550%
- Other changes in balance sheet (without investing and financing activities)	-0.5	-0.2	-0.3	134%
= Operative Cashflow	4.9	12.8	-8.0	-62%
- Cashflow from investing activities	-5.9	-4.9	-1.0	+20%
- Cashflow from financing activities	-1.4	-2.1	0.7	-33%
= Cash and cash equivalents as at 31/12	13.6	16.1	-2.5	-15%

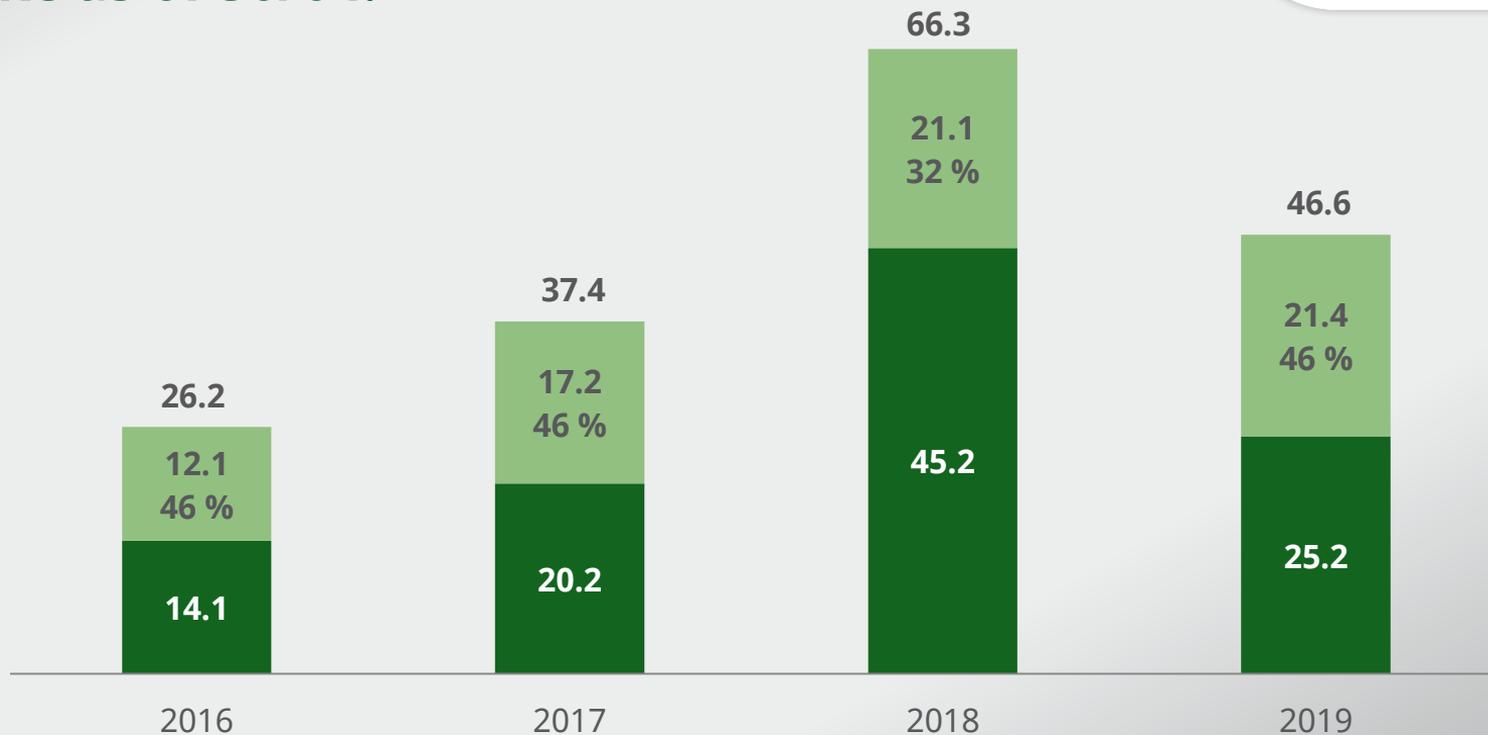
2019.



Order intake as of 30/04.

Markets

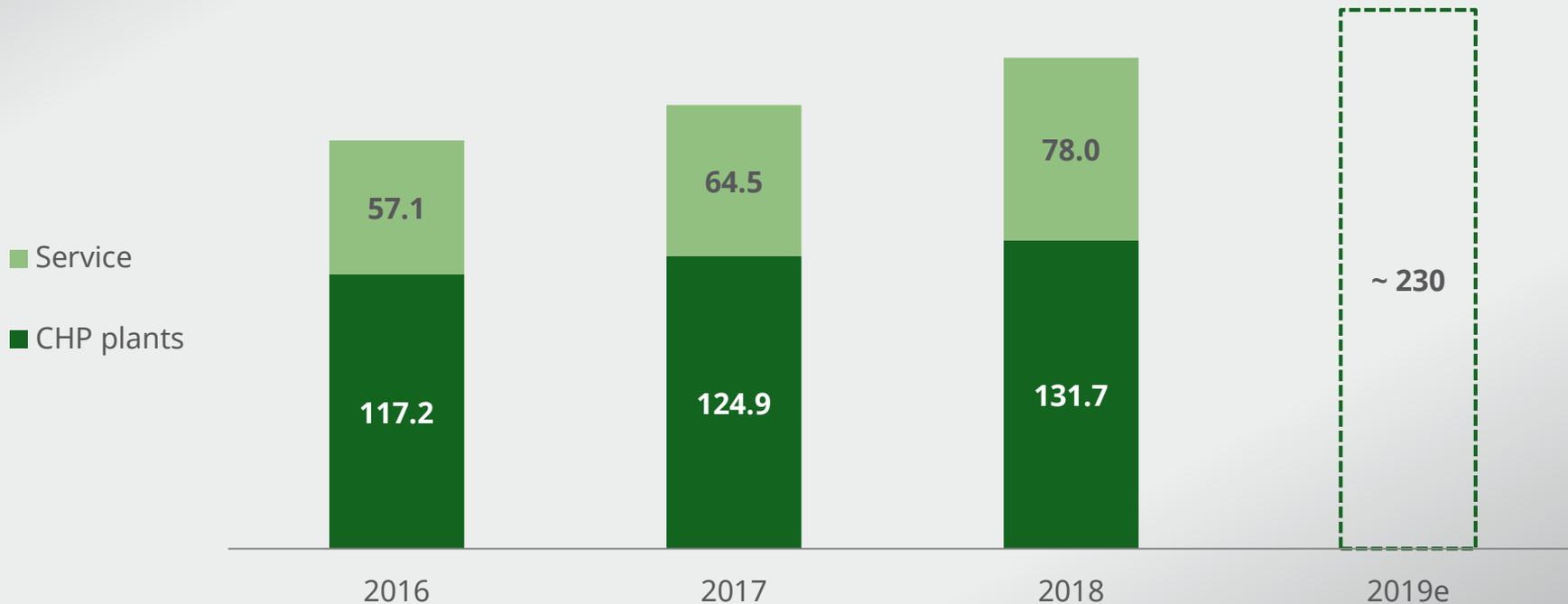
- International
- Germany



2019.



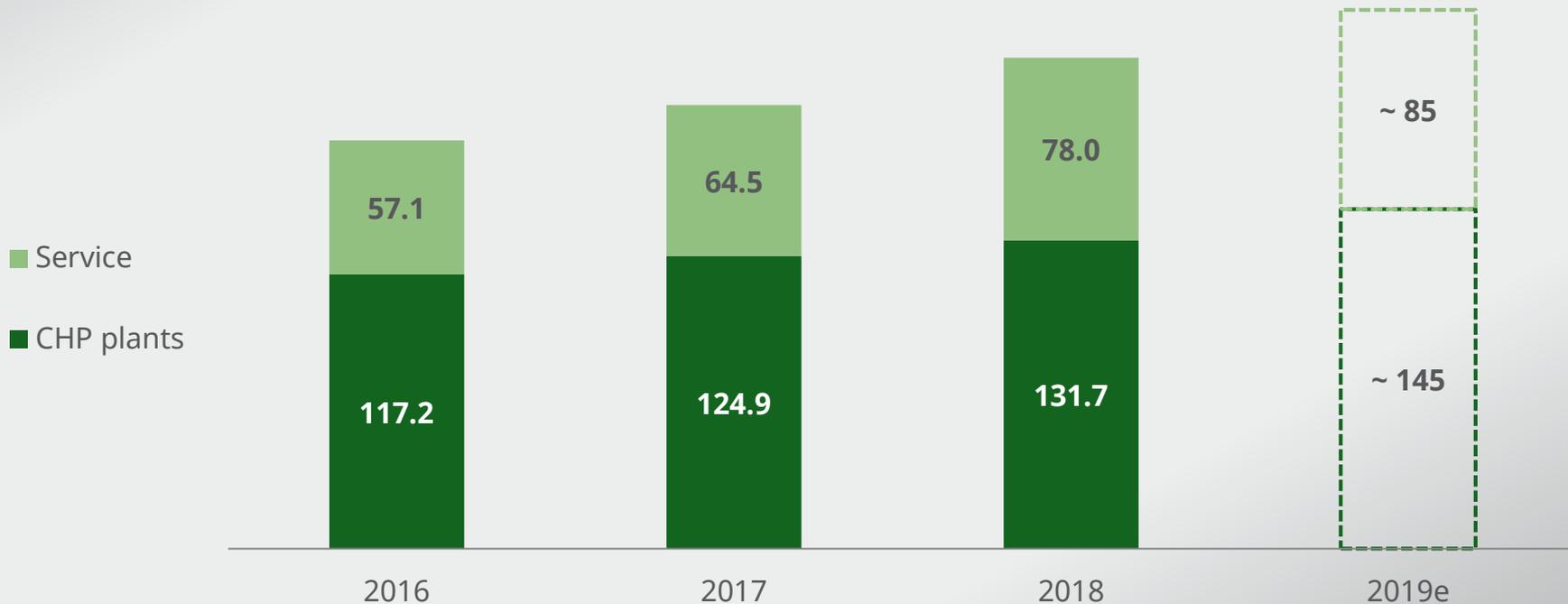
Development of net sales and order backlog.



2019.



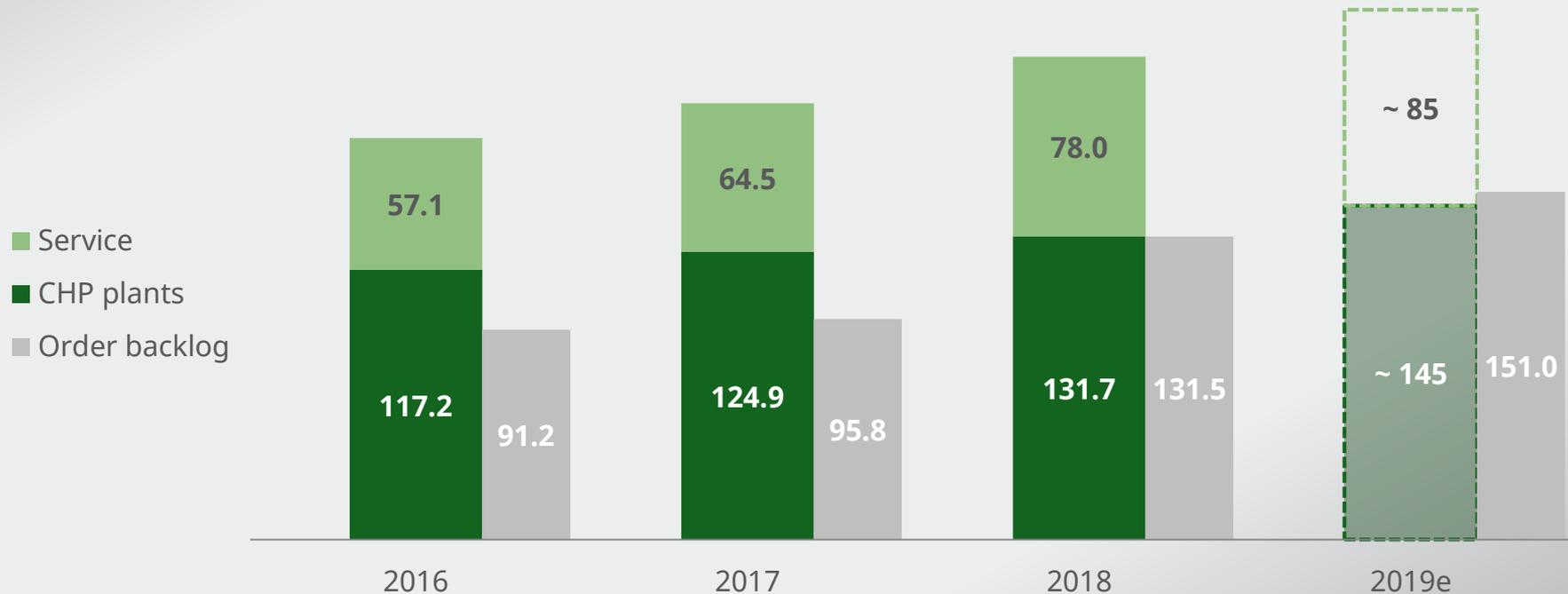
Development of net sales and order backlog.



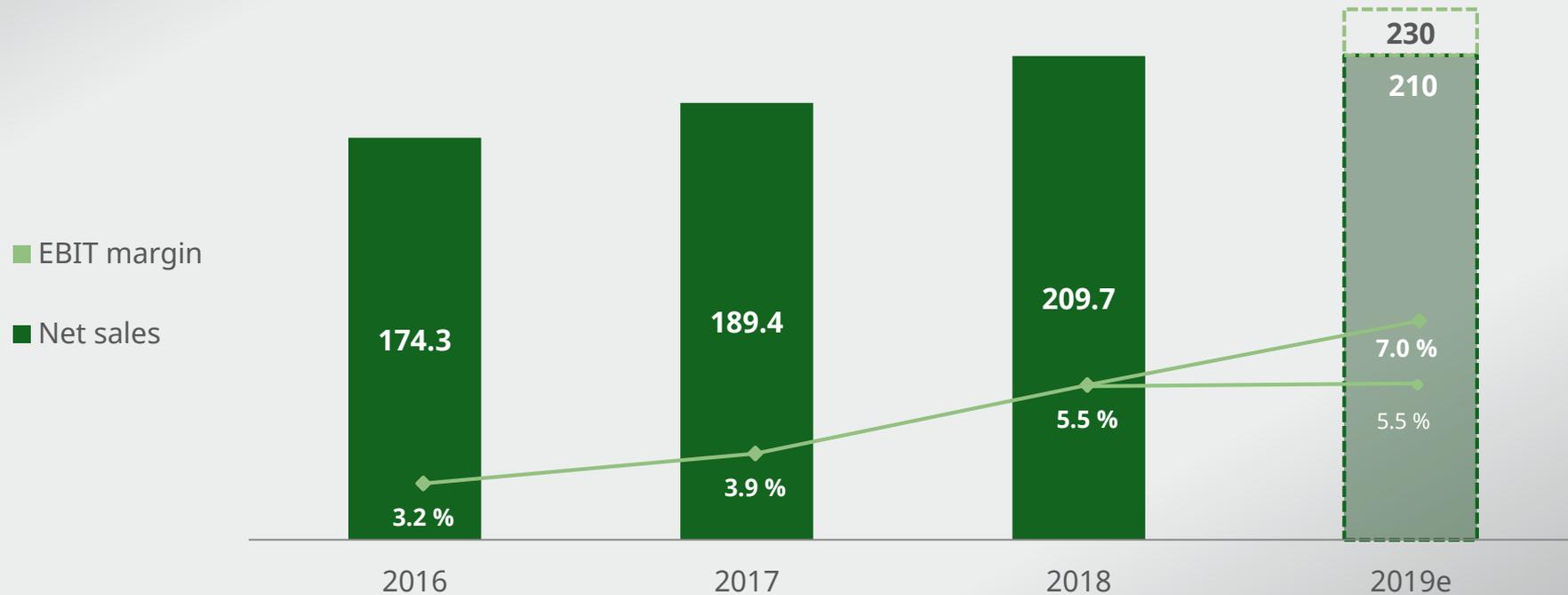
2019.



Development of net sales and order backlog.



Development of net sales and EBIT margin.

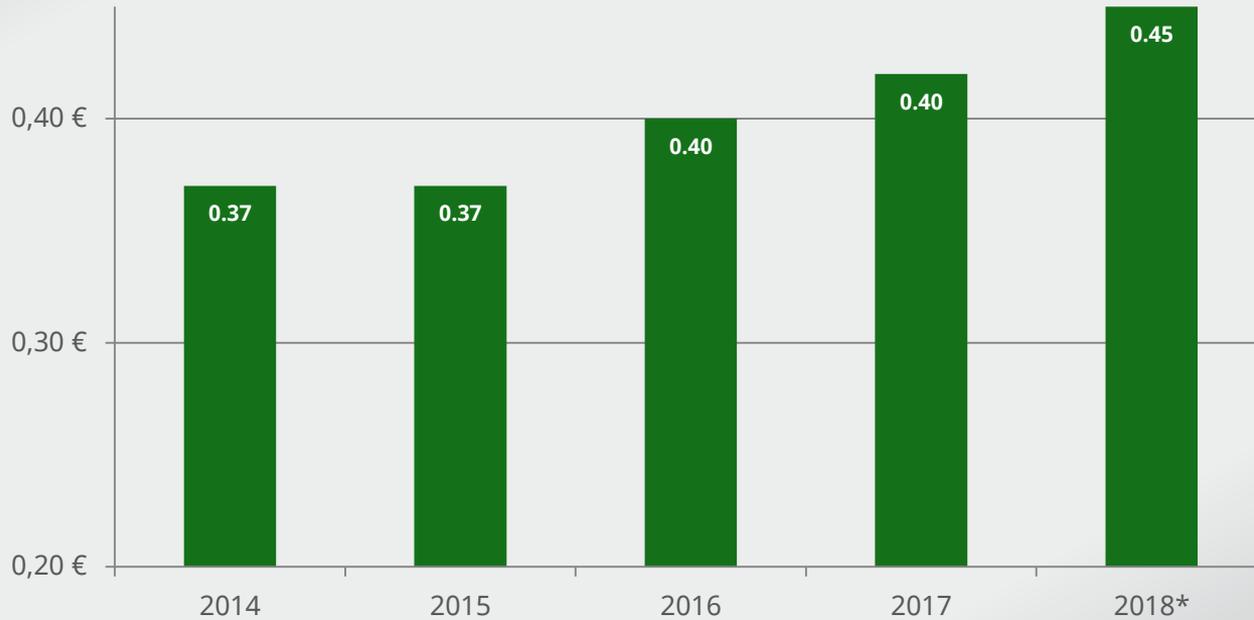


2G share.



2G share.

Dividends for FY 2014 -2018*

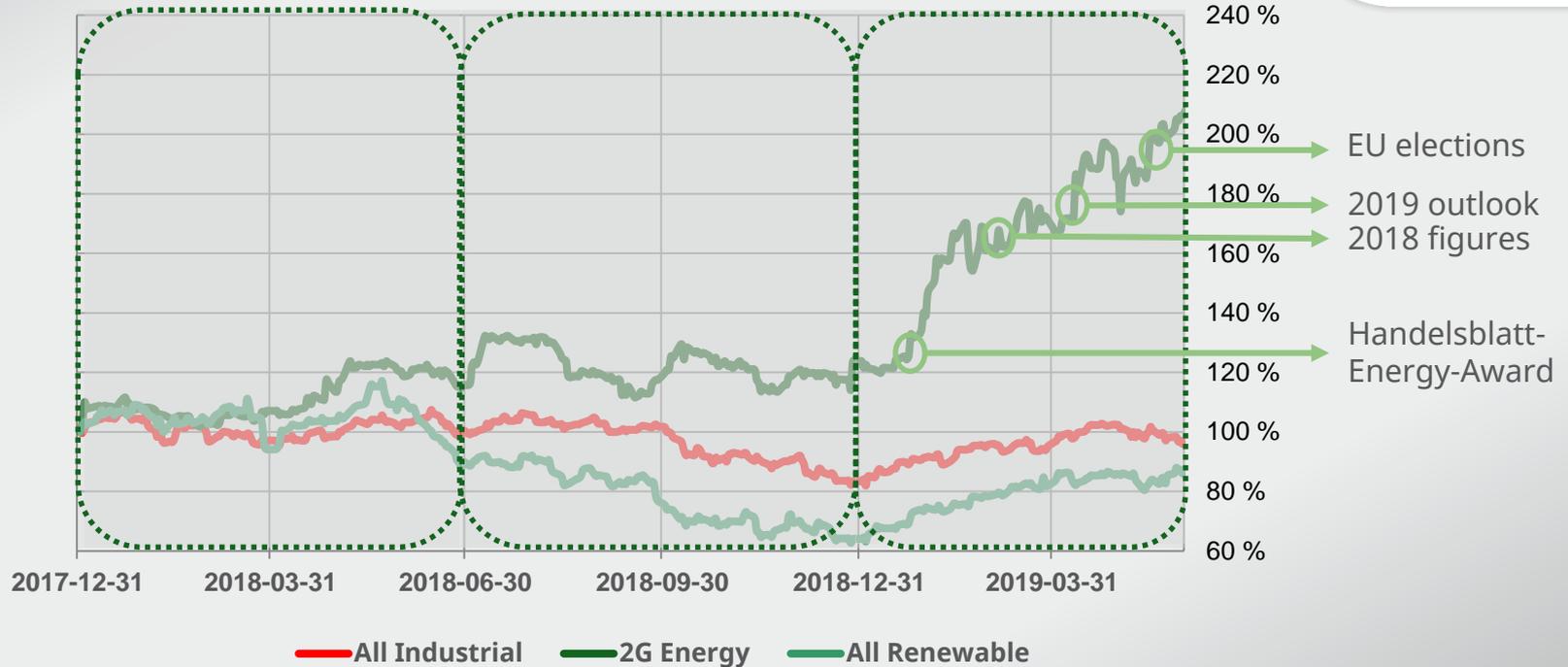


* Proposal to the AGM

2G share.



2G share.



Latest.



**How can success be secured in
the long term and globally?**



The goal of the energy transition.

- Exit from nuclear energy until 2023
- Exit from coal-fired power generation until 2038
- Complete decarbonization of the electricity industry by 2080
- Limiting the rise of the global average temperature to well below 2 ° C



Market driver for the use of CHP technology.

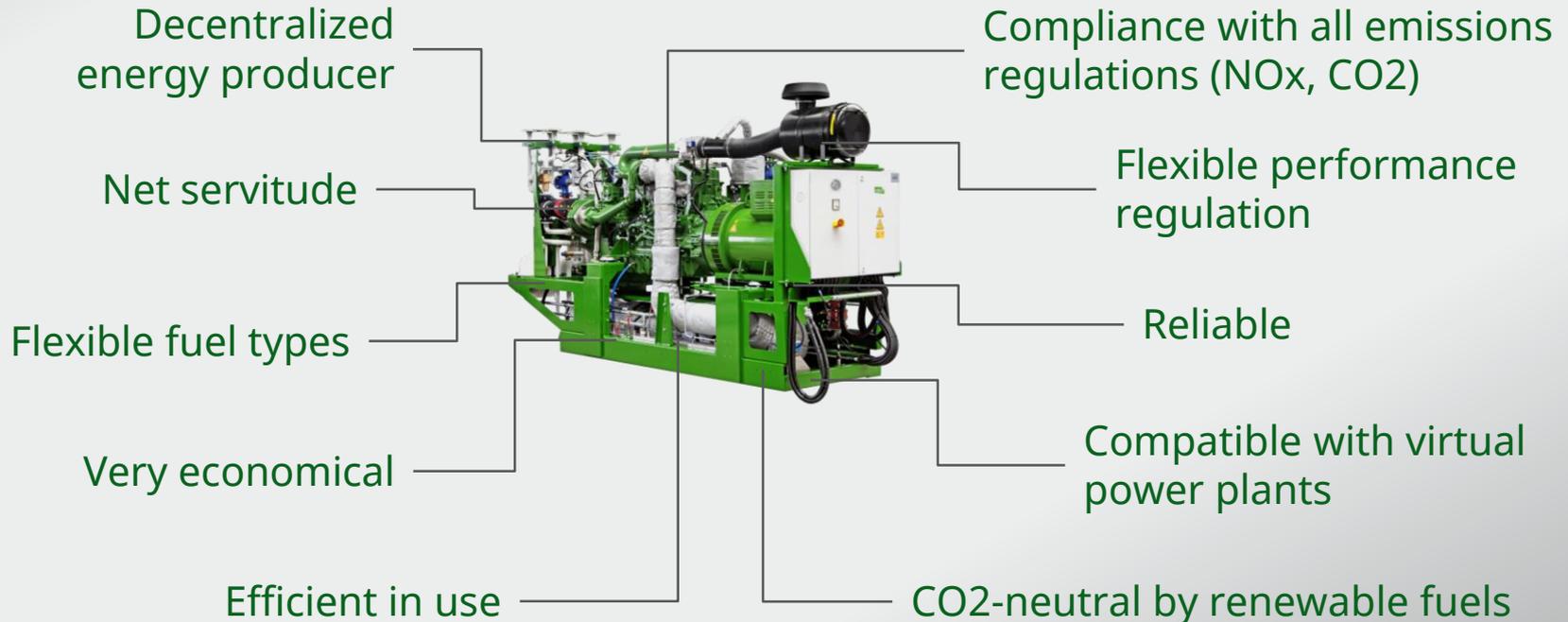
- Currently sluggish rate of expansion of wind turbines
- Lack of power grid capacity
- Worry about network instabilities with increasing share of renewable energies
- Storage technologies are required, increasing gas to power in the future
- The energy transition is being expanded by the sectors heat supply and mobility



Result:

**Acceptance of CHP plants as
decentralized supply units
is increasing.**

The CHP - backbone of the energy transition.



Outlook.

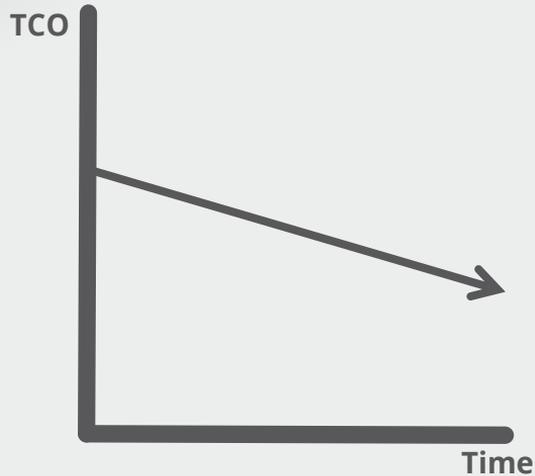


Customer Benefit.



Reduce complexity

Customer Benefit.



TCO = Total Cost of Ownership

- As low as possible acquisition costs (capex)
- Low maintenance costs (Opex)
- Fuel → high efficiency
- Maintenance → Extend maintenance cycles and extend service life

Long-term success insurance.



Economies of scale



Solution provider



**Research &
Development**



Aftersales & Service



„The purest form of insanity is to leave everything as it was and at the same time hope that something will change.“

Albert Einstein

The future of energy production.



Capacity of the ecosystem

Energy consumption

- CHP
- Energy efficiency
- Renewable energy



Thank you for your attention!

