A child with curly hair, seen from behind, wearing a red knitted sweater, stands in a lush green field with arms raised in a 'V' shape. The field is dotted with yellow wildflowers, and a fence is visible in the distance under a cloudy sky.

**We Care for a Better Future.**



# **Annual general meeting of 2G Energy AG.**

**2G. Cogeneration.**

[www.2-g.com](http://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



## 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
<b>Net sales</b>	<b>17.0</b>	<b>6.9</b>	<b>19.4</b>
+/- Increase/decrease in WIP and finished goods	- 2.1	8.8	
<b>= Total output</b>	<b>14.9</b>	<b>15.7</b>	<b>19.4</b>
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
<b>EBIT</b>	<b>-0.6</b>	<b>-1.5</b>	<b>0.6</b>
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 %

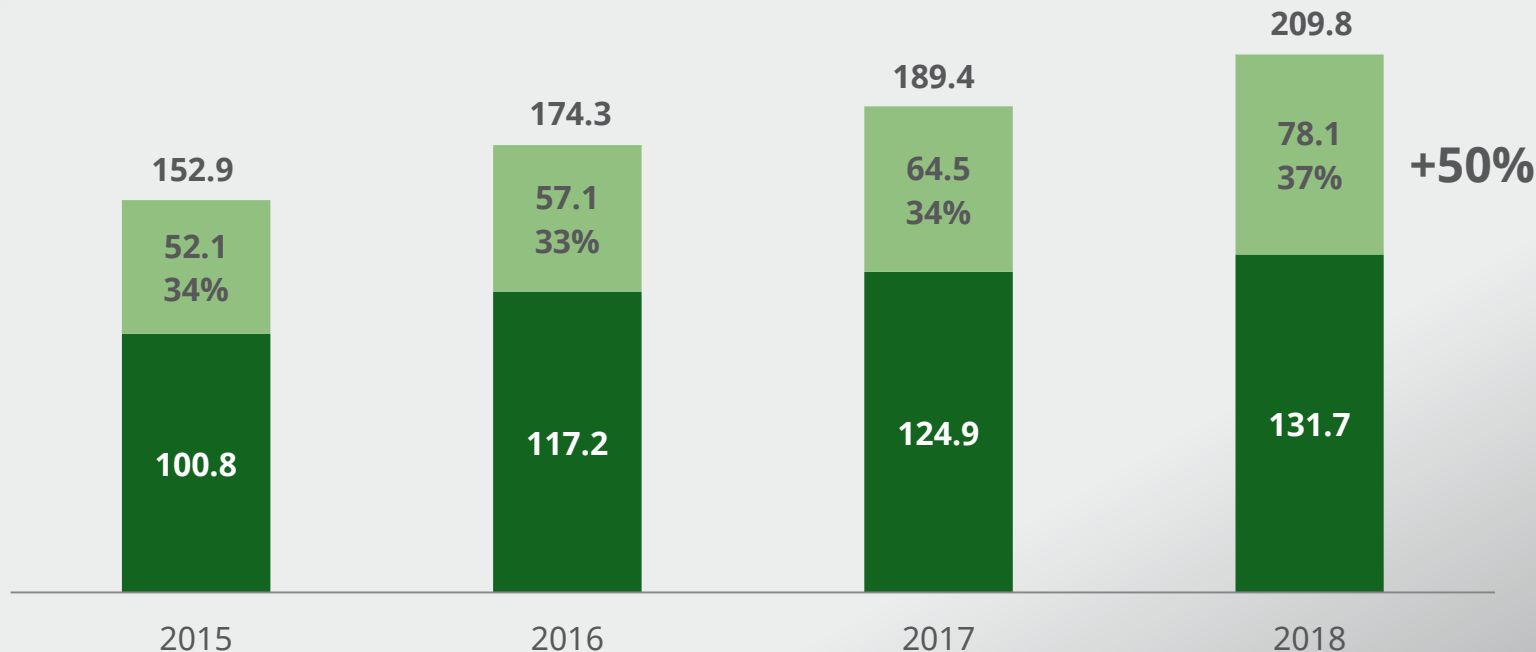
2018.



## Development of net sales.

### Business units

- Service
- CHP plants



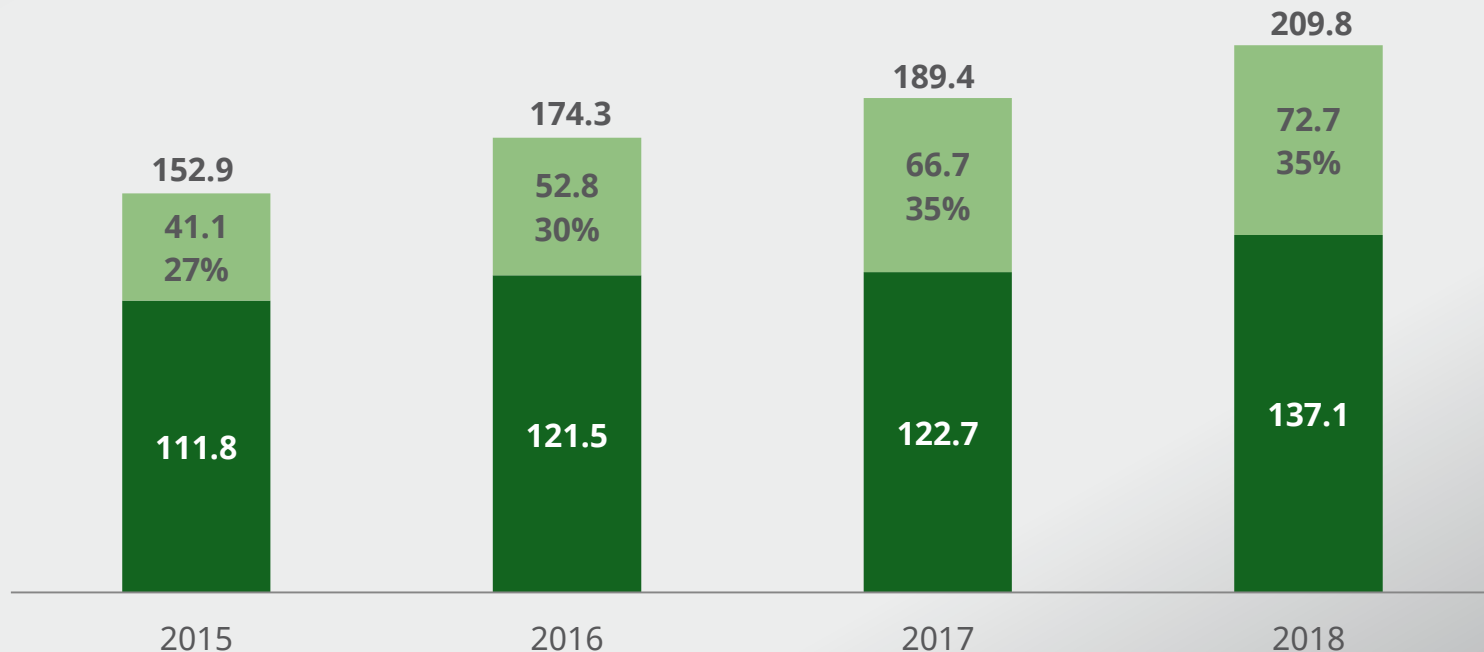
2018.



## Development of net sales.

### Markets

- International
- Germany





2018.



## Consolidated profit and loss account.

in MEUR	2018	2017	Δ	in %
<b>Net sales</b>	<b>209.8</b>	<b>189.4</b>	<b>20.4</b>	<b>11%</b>
+/- 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%
<b>= Total output</b>	<b>221.1</b>	<b>190.5</b>	<b>30.6</b>	<b>16%</b>
+ 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%
<b>= EBIT</b>	<b>11.5</b>	<b>7.3</b>	<b>4.1</b>	<b>56%</b>

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%
<b>= Inventories</b>	<b>46.1</b>	<b>44.0</b>	<b>2.1</b>	<b>5%</b>
+ 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%
<b>= Operative Working Capital</b>	<b>46.0</b>	<b>38.5</b>	<b>7.5</b>	<b>19%</b>

2018.



## Consolidated cash flow statement.

in MEUR	2018	2017	Δ	in %
<b>EBIT</b>	<b>11.5</b>	<b>7.3</b>	<b>4.1</b>	<b>56%</b>
+ 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%
<b>= Operative Cashflow</b>	<b>4.9</b>	<b>12.8</b>	<b>-8.0</b>	<b>-62%</b>
- Cashflow from investing activities	-5.9	-4.9	-1.0	+20%
- Cashflow from financing activities	-1.4	-2.1	0.7	-33%
<b>= Cash and cash equivalents as at 31/12</b>	<b>13.6</b>	<b>16.1</b>	<b>-2.5</b>	<b>-15%</b>

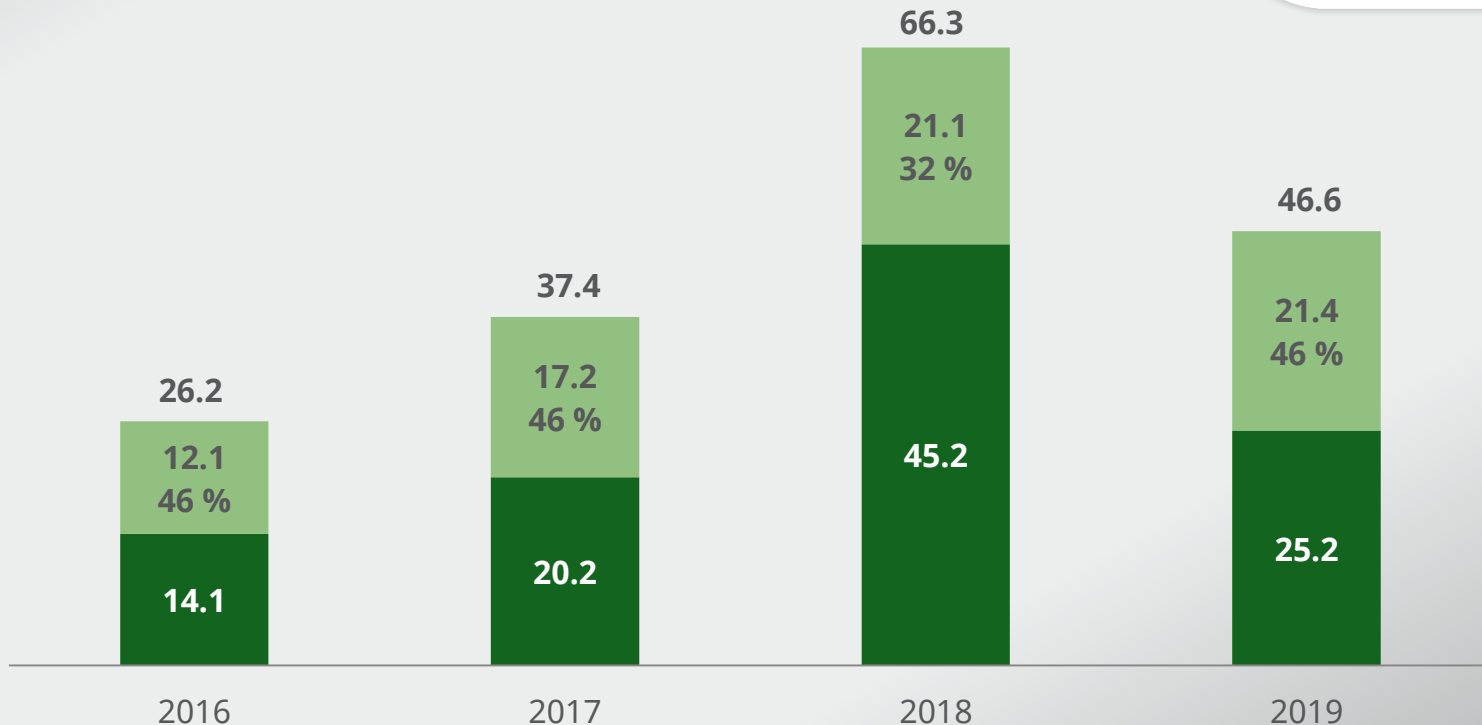
2019.



## Order intake as of 30/04.

### Markets

- International
- Germany

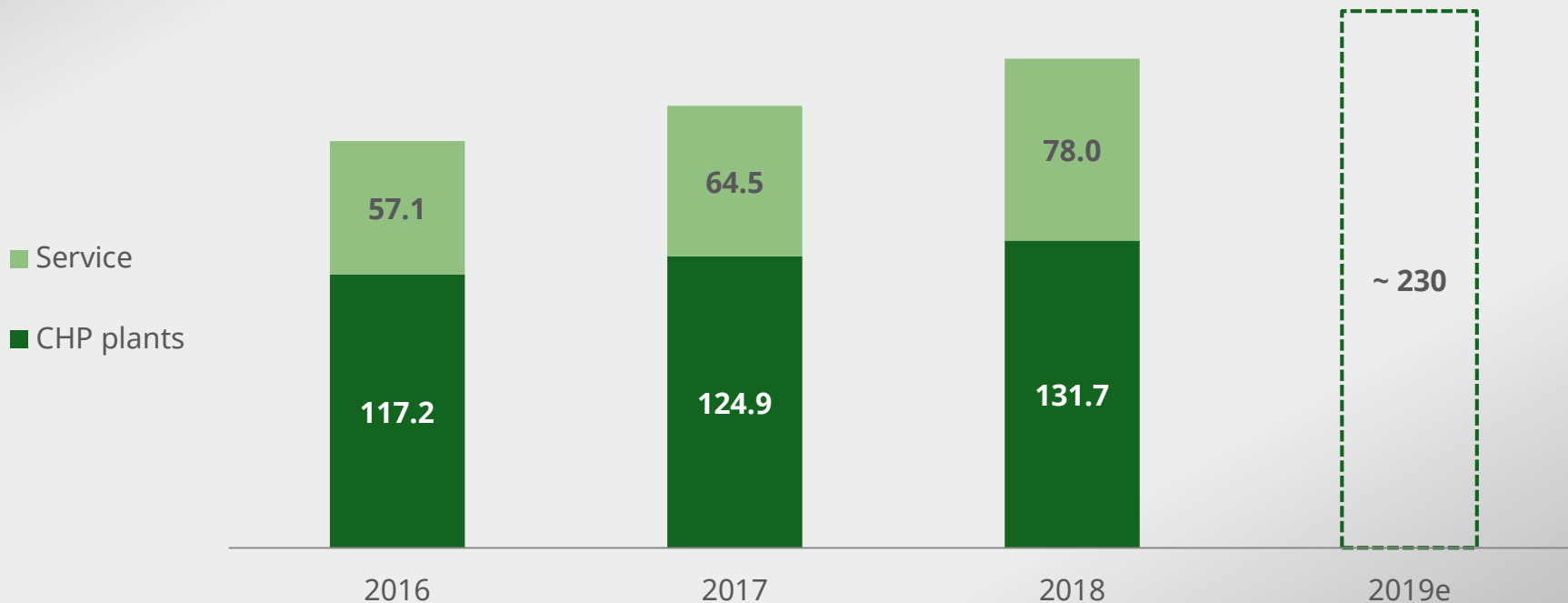




2019.



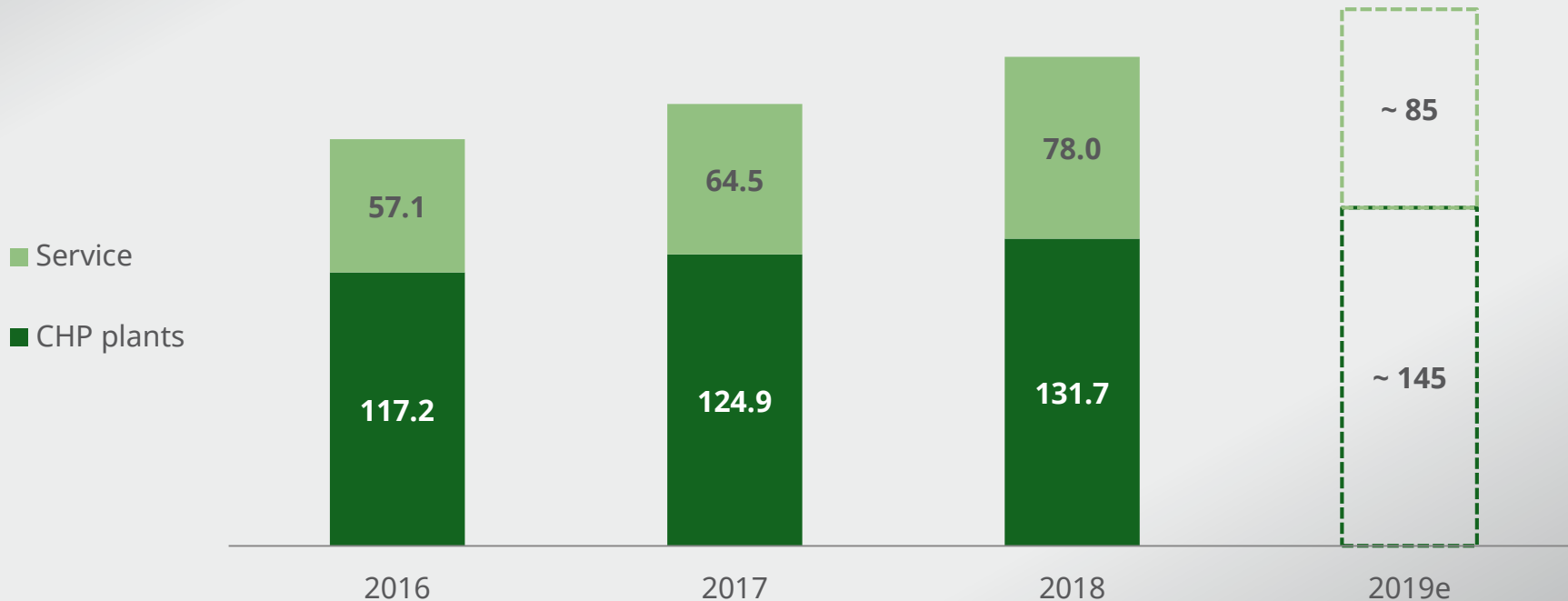
## Development of net sales and order backlog.



2019.



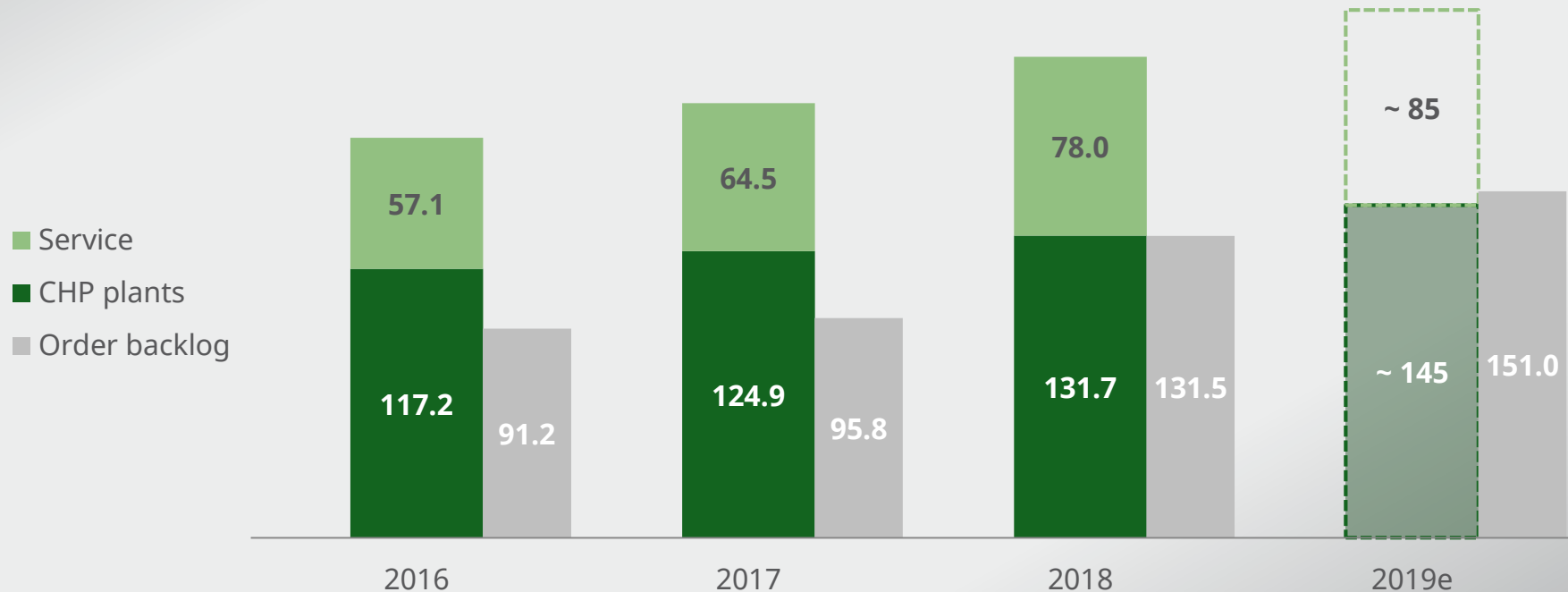
## Development of net sales and order backlog.



2019.



## Development of net sales and order backlog.



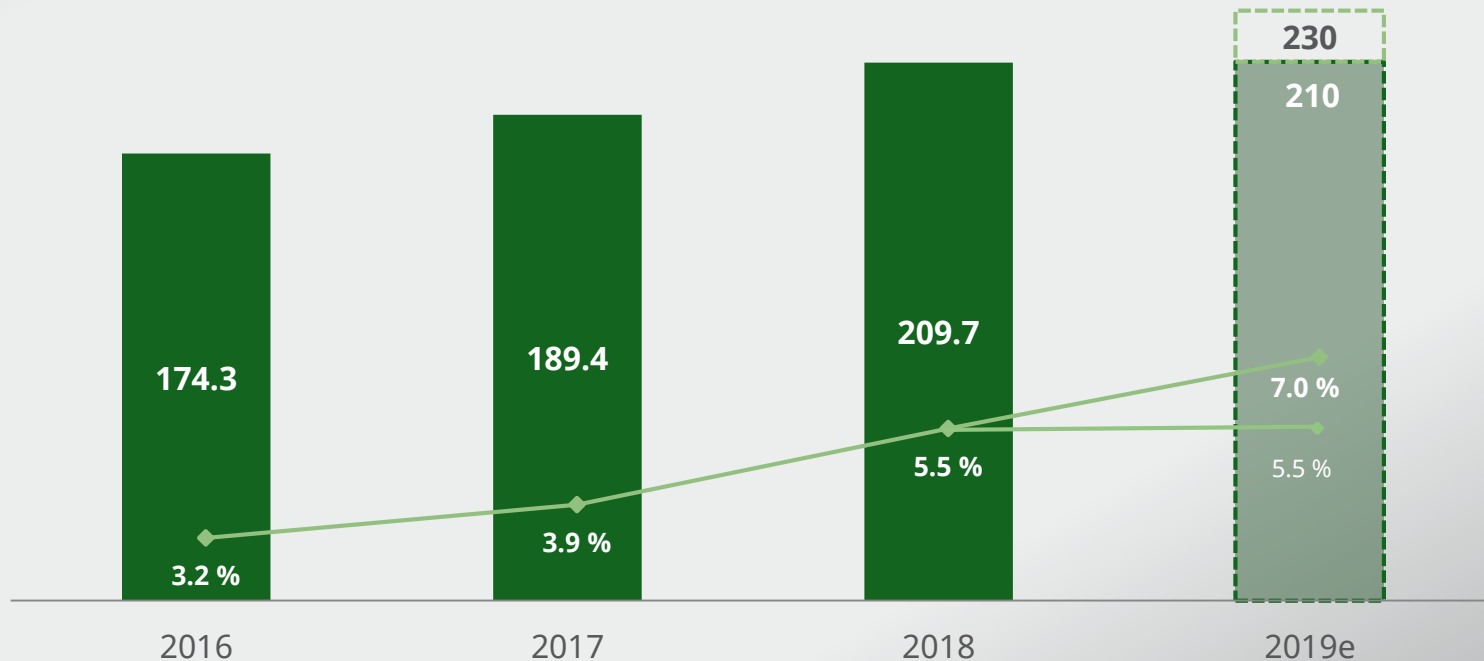
2019.



## Development of net sales and EBIT margin.

EBIT margin

Net sales



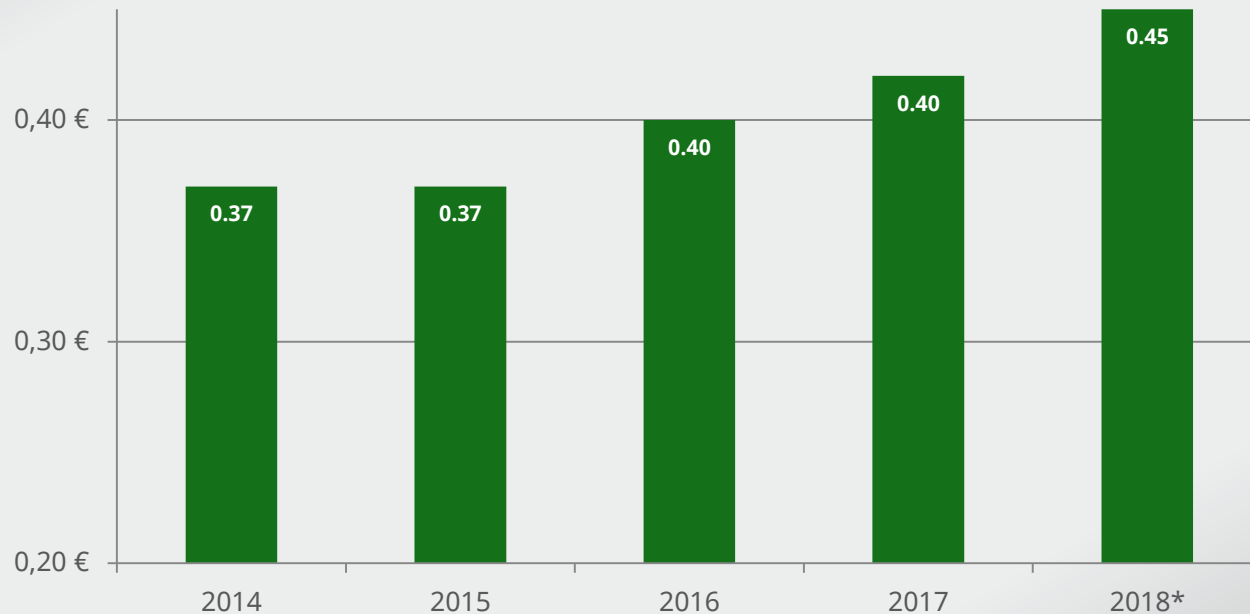


2G share.



2G share.

### Dividends for FY 2014 -2018\*

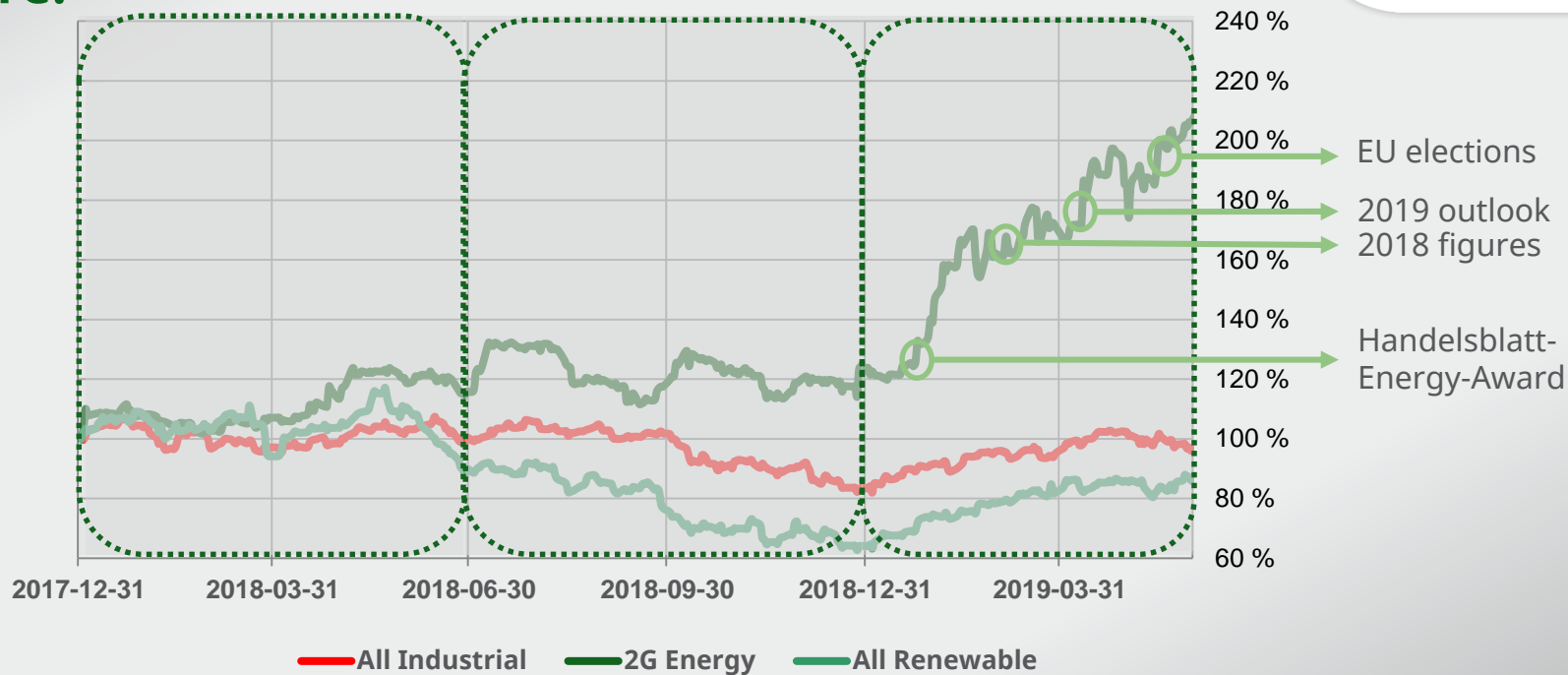


\* Proposal to the AGM

2G share.



2G share.



**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

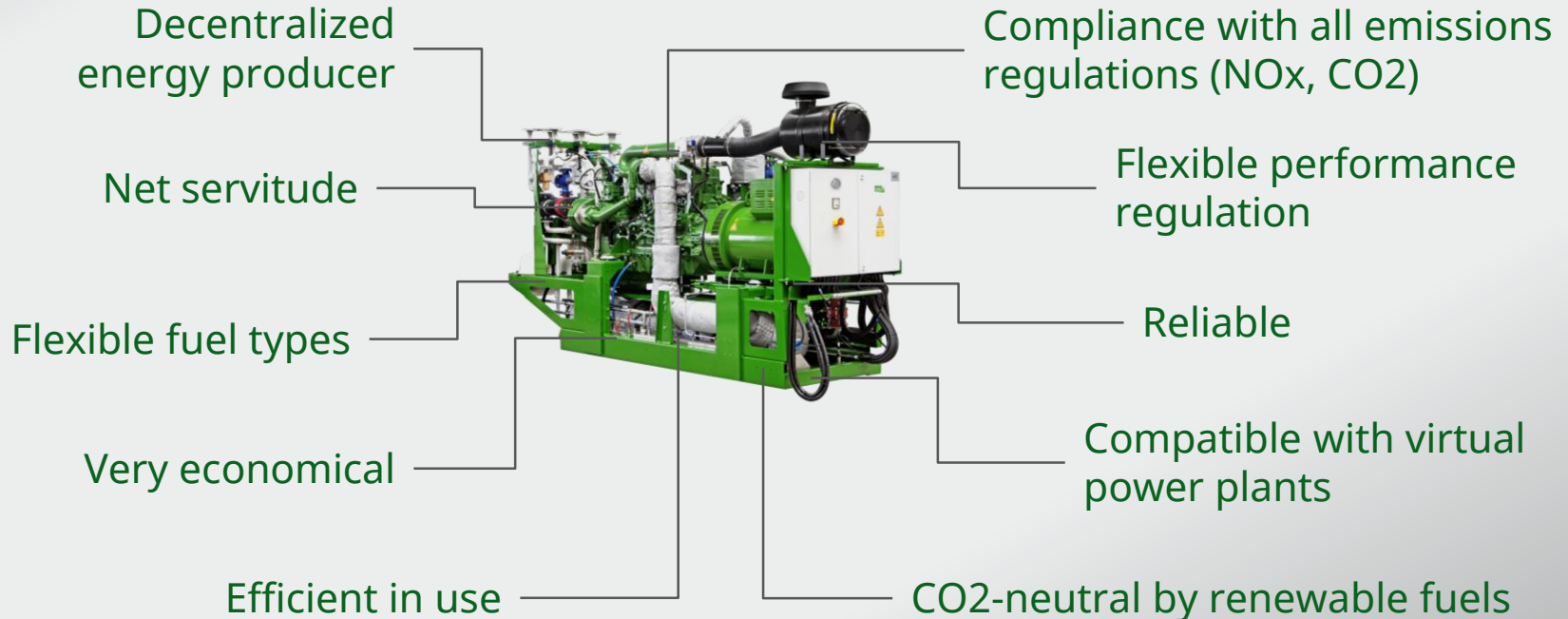
### Market driver for the use of CHP technology.

- 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.**



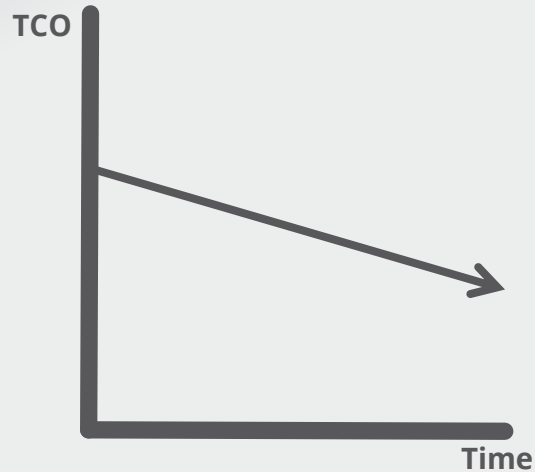
**Customer Benefit.**



**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**

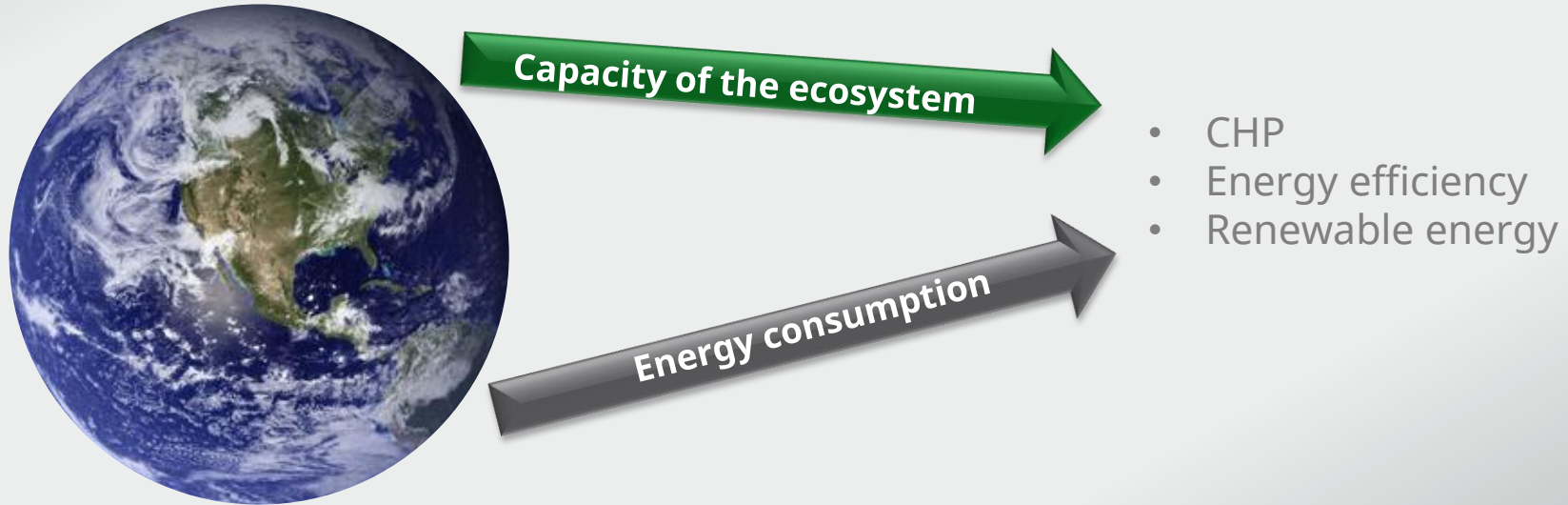


**Aftersales & Service**

*„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.



**Thank you for your attention!**

