



2G Energy AG General Meeting

06/09/2022

Thank you!



Our four flagship projects



Digitalization



Partner Concept



Lead to Lean



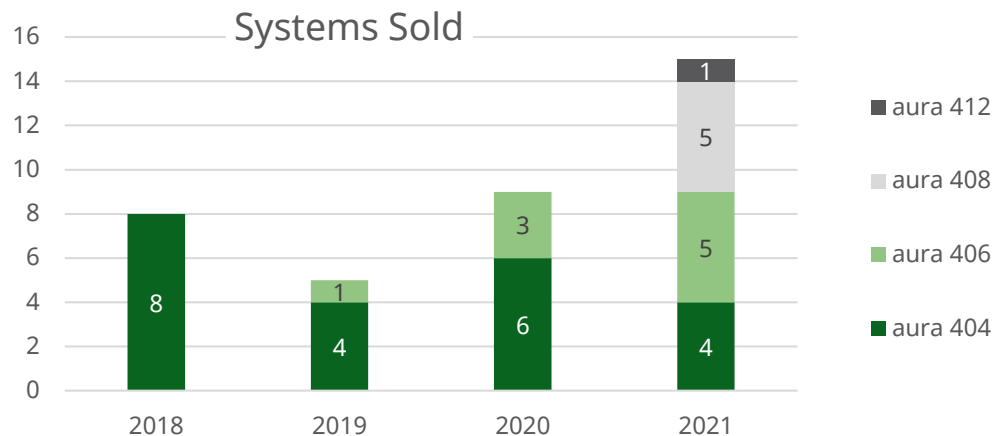
Innovation

Our four flagship projects



Innovation

- aura series expanded by the 408 and 412



Innovation

- aura series expanded by the 408 and 412
- Commissioning of the first avus 1000plus running on natural gas

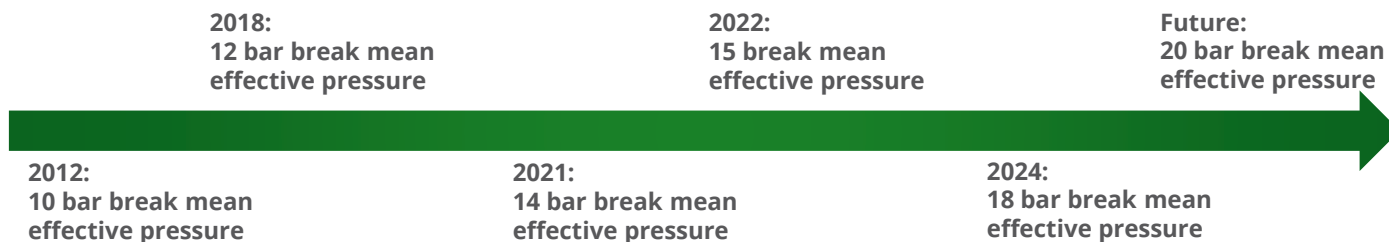


Haneberg & Leusing GmbH & Co. KG



Innovation

- aura series expanded by the 408 and 412
- Commissioning of the first avus 1000plus running on natural gas
- Hydrogen development trajectory for the coming years



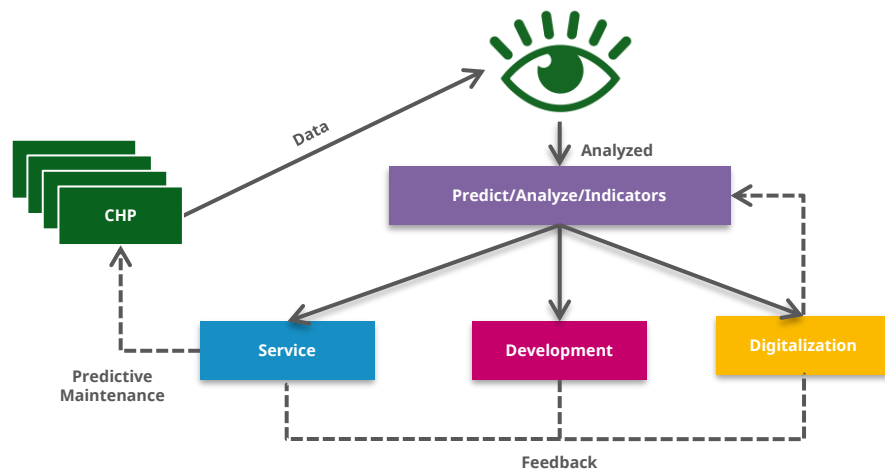
Innovation

- aura series expanded by the 408 and 412
- Commissioning of the first avus 1000plus running on natural gas
- Hydrogen development trajectory for the coming years
- SCR exhaust gas treatment



Innovation

- Increased incorporation of I.R.I.S. into daily operations



Innovation

- Increased incorporation of I.R.I.S. into daily operations
- Further support of partners and customers via AR



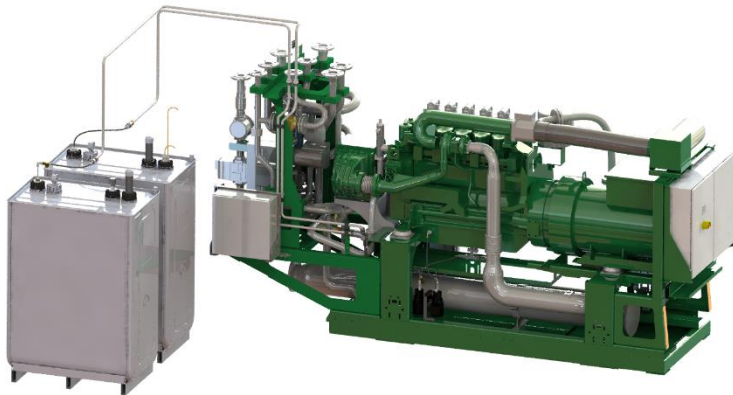
Innovation

- Increased incorporation of I.R.I.S. into daily operations
- Further support of partners and customers via AR
- EPA certification of agenitor 406, 408, 412 and avus 500plus for North America



Innovation

- Maintenance intervals extended through Looplub



Innovation

- Maintenance intervals extended through Looplub
- CHP of the Month: Westhof Energie



Innovation

- Maintenance intervals extended through Looplub
- CHP of the Month: Westhof Energie
- CHP of the Year in cooperation with Syncraft



Our four flagship projects



Digitalization



Partner Concept



Lead to Lean



Innovation

Our four flagship projects



Digitalization



Partner Concept



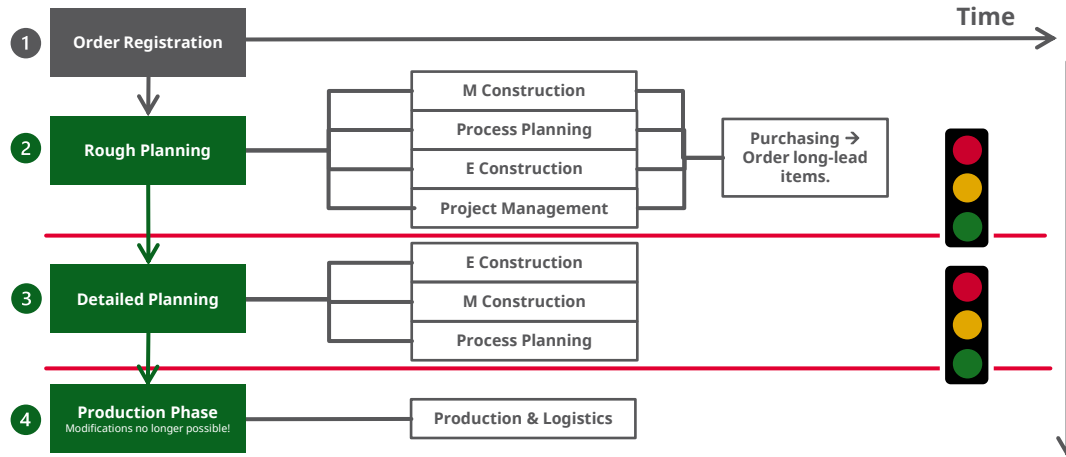
Lead to Lean



Innovation

Lead to Lean

- Order scheduling



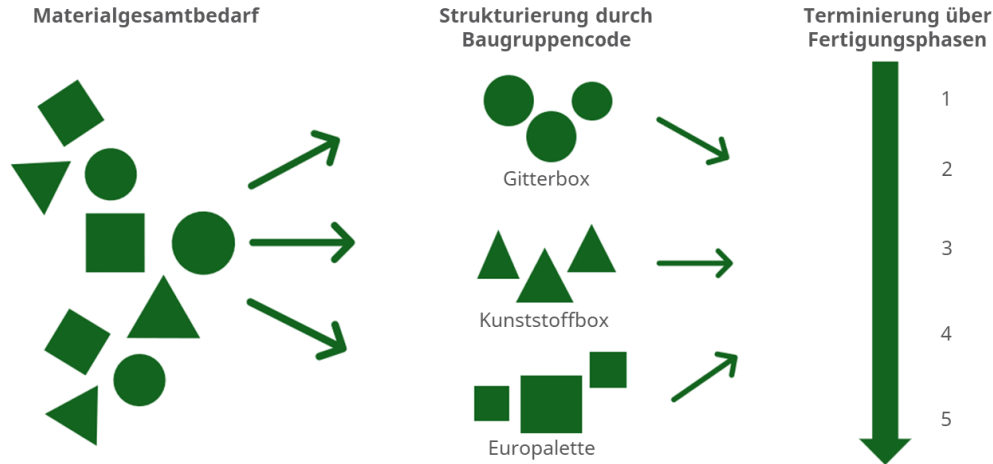
Lead to Lean

- Order scheduling
- Flow production of g-box 50 and 20



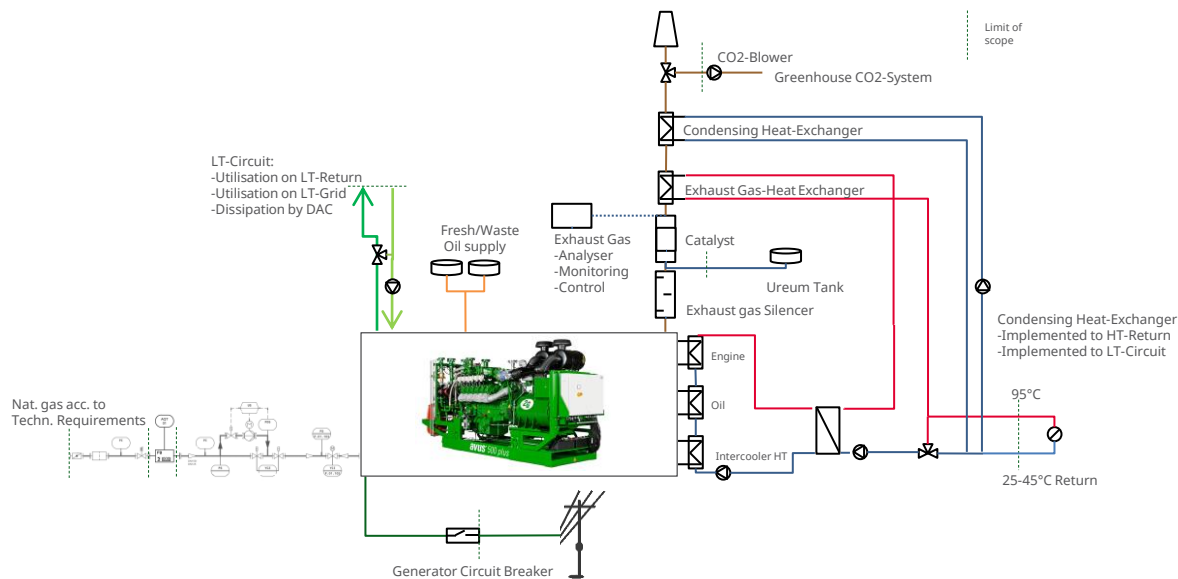
Lead to Lean

- Order scheduling
- Flow production of g-box 50 and 20
- Intralogistics scheduling



Lead to Lean

- Standard product configuration based on CPQ



Our four flagship projects



Our four flagship projects



Digitalization



Partner Concept



Lead to Lean



Innovation

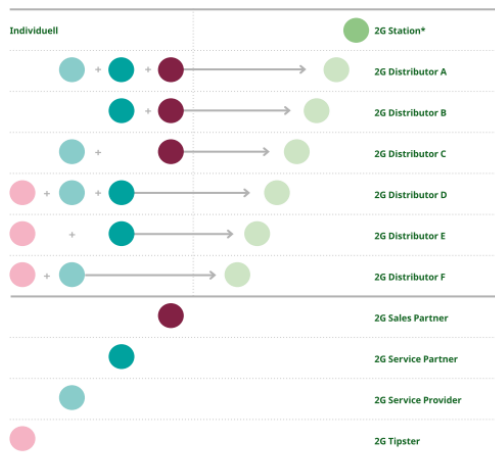
Partner Concept

- Cooperation with Liebherr



Partner Concept

- Cooperation with Liebherr
- Contractual structure for Partner Concept



Darüber hinaus sind auch individuelle Formen der Kooperation mit 2G möglich.



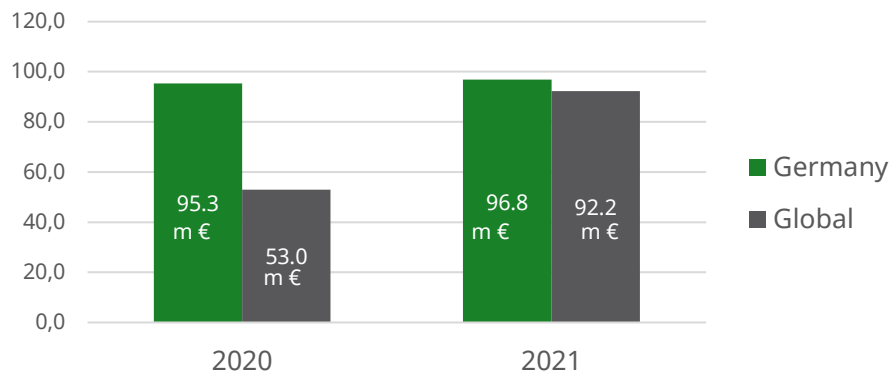
Partner Concept

- Cooperation with Liebherr
- Contractual structure for Partner Concept
- New partners worldwide



Partner Concept

- Cooperation with Liebherr
- Contractual structure for Partner Concept
- New partners worldwide
- Order entries of subsidiaries and foreign subsidiaries



Partner Concept

- Acquisition of HJS and the Senertec Center Schweinfurt



HJS-Motoren



SenerTec Center Schweinfurt



Partner Concept

- Acquisition of HJS and the Senertec Center Schweinfurt
- PR & PA Stefan Liesner
 - Association activities
 - Project “Experience the energy transition” (GER: Energiewende erfahren)



Our four flagship projects



Digitalization



Partner Concept



Lead to Lean



Innovation

Our four flagship projects



Digitalization



Partner Concept



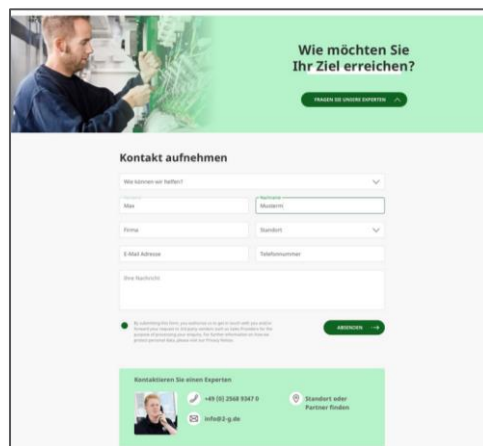
Lead to Lean



Innovation

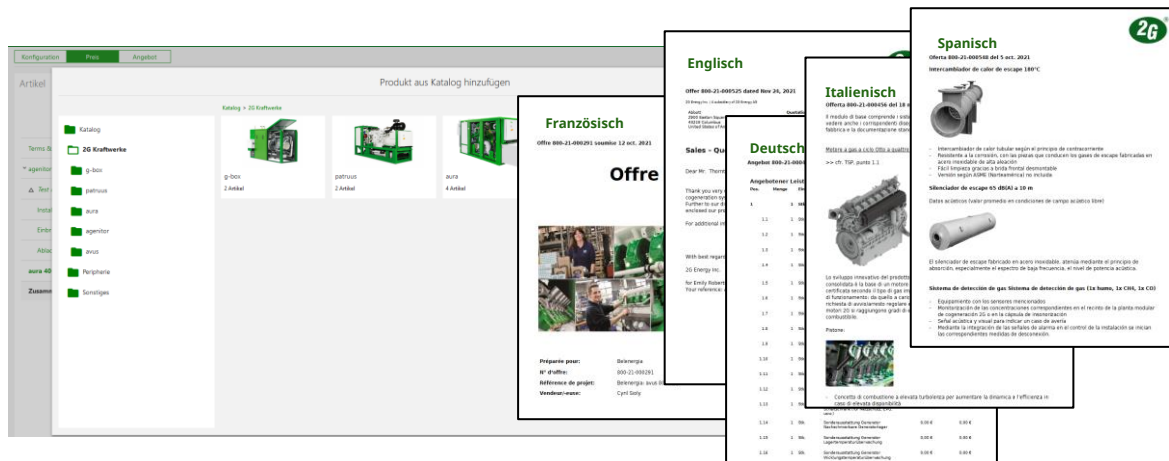
Digitalization

- Website overhaul



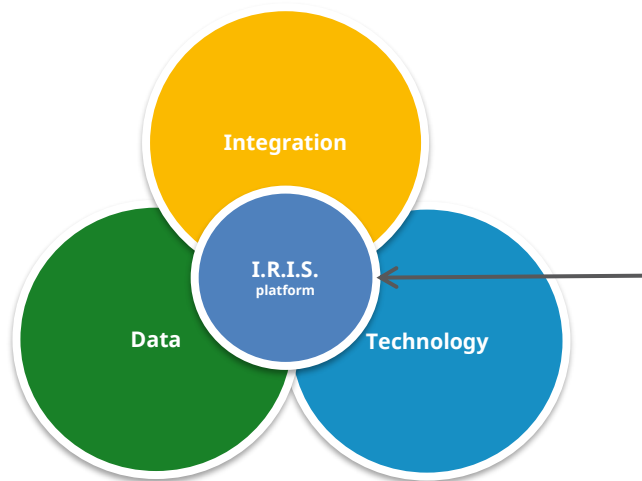
Digitalization

- Website overhaul
- WP-CRM-CPQ-ERP



Digitalization

- Website overhaul
- WP-CRM-CPQ-ERP
- I.R.I.S.



100,000,000 data/week



Digitalization

- Online Shop campaigns



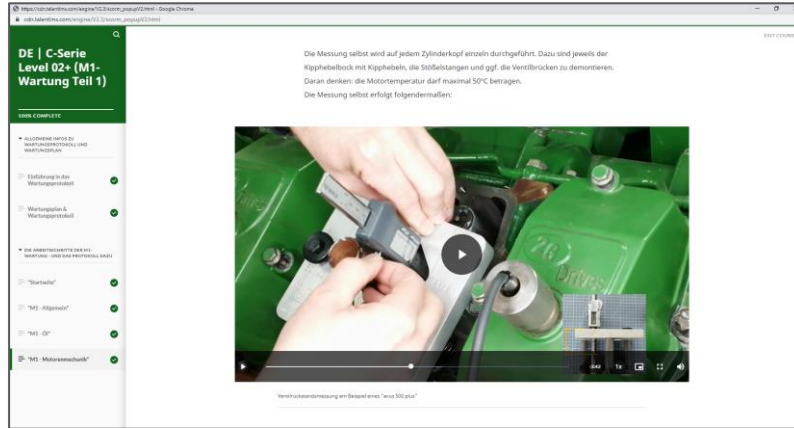
Digitalization

- Online Shop campaigns
- Social Media ~10,000 followers, multiple 100,000 views



Digitalization

- Online Shop campaigns
- Social Media ~10,000 followers, multiple 100,000 views
- Online trainings

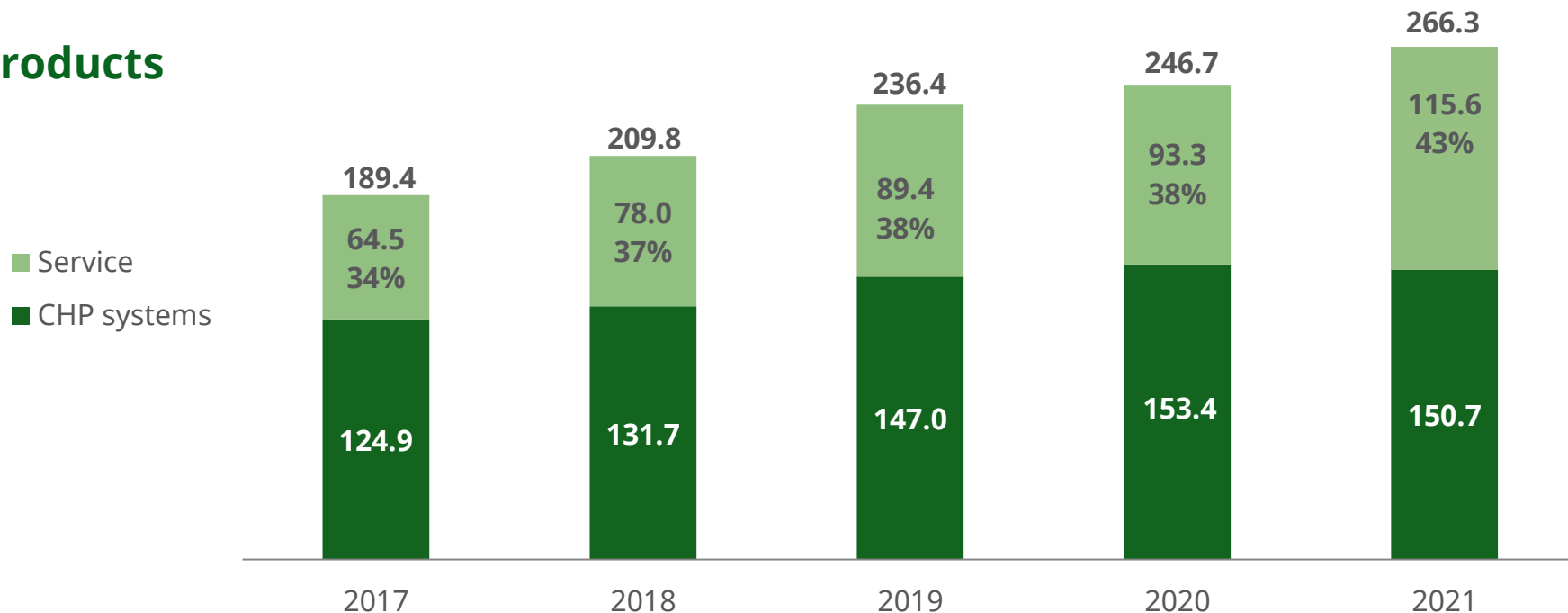


Figures for 2021

	2021	2020	D
Net Revenue	266.3 m EUR	246.7 m EUR	+ 8 %
Total Performance	268.9 m EUR	254.2 m EUR	+ 6 %
EBIT	17.9 m EUR	16.4 m EUR	+ 9 %
Liquid Assets	19.9 m EUR	11.0 m EUR	+ 81 %

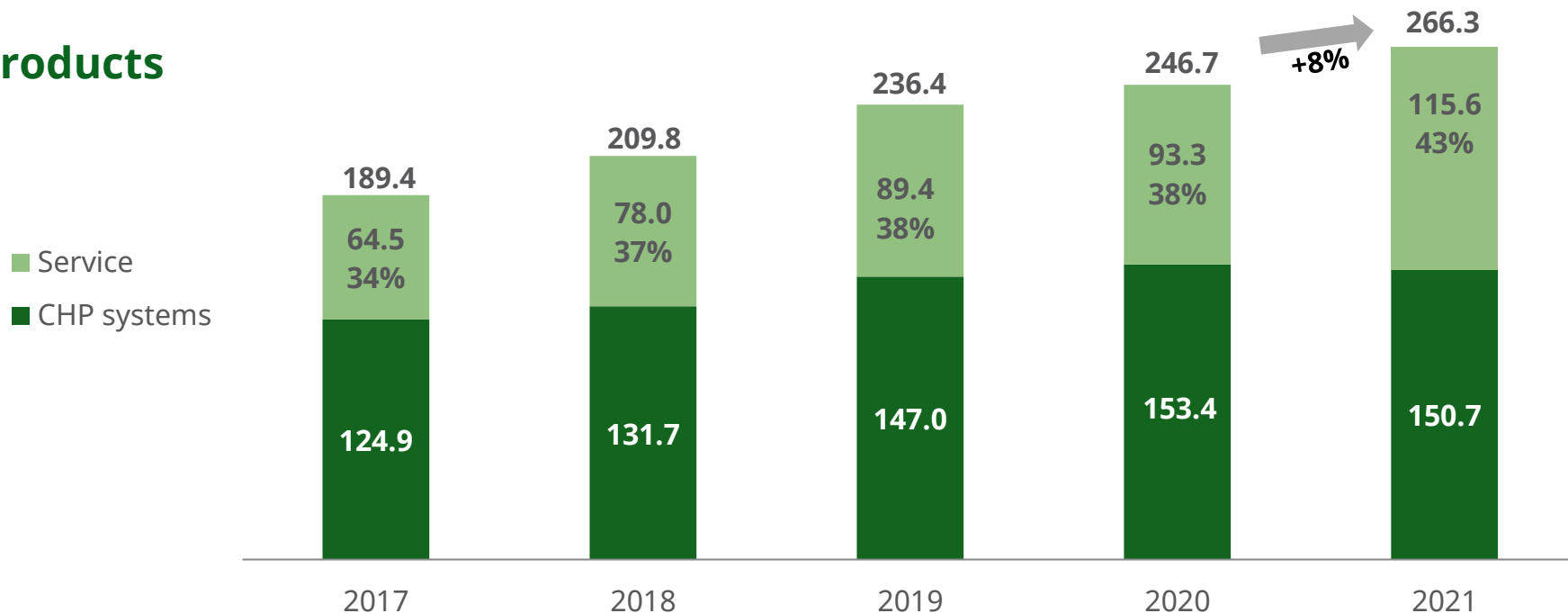
Revenue Development.

Products



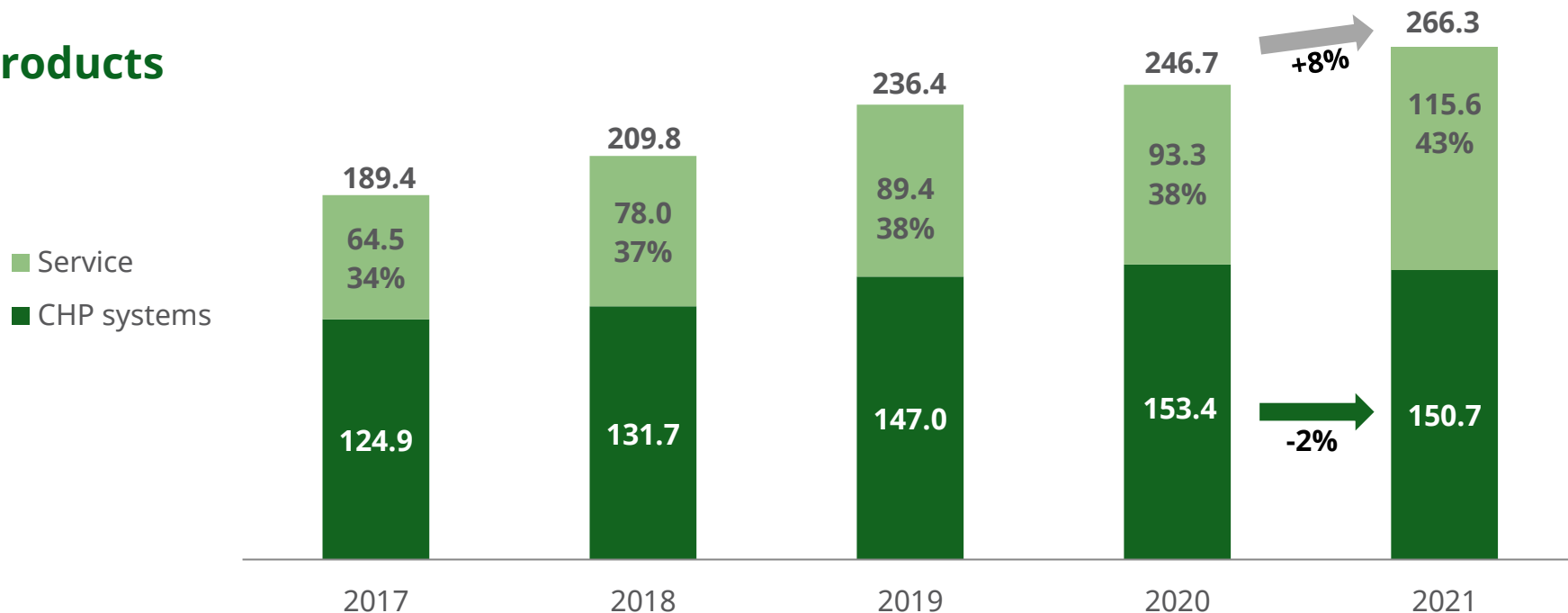
Revenue Development.

Products



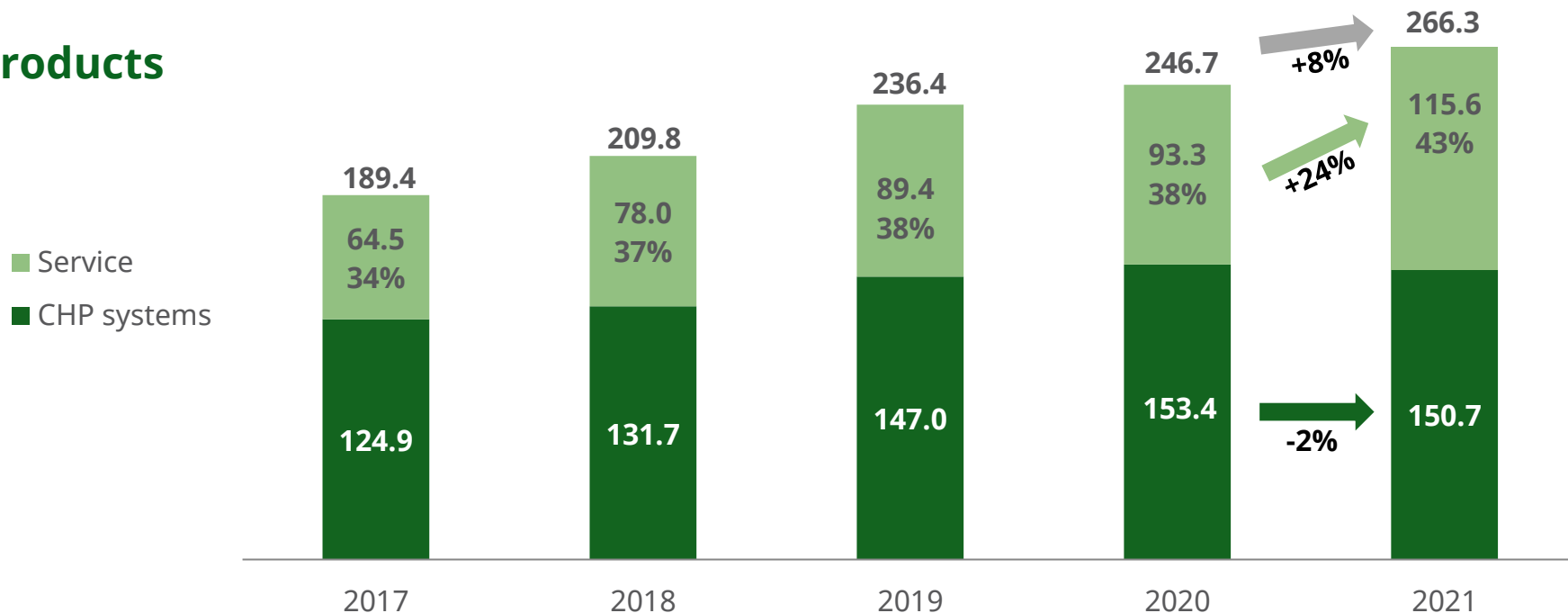
Revenue Development.

Products



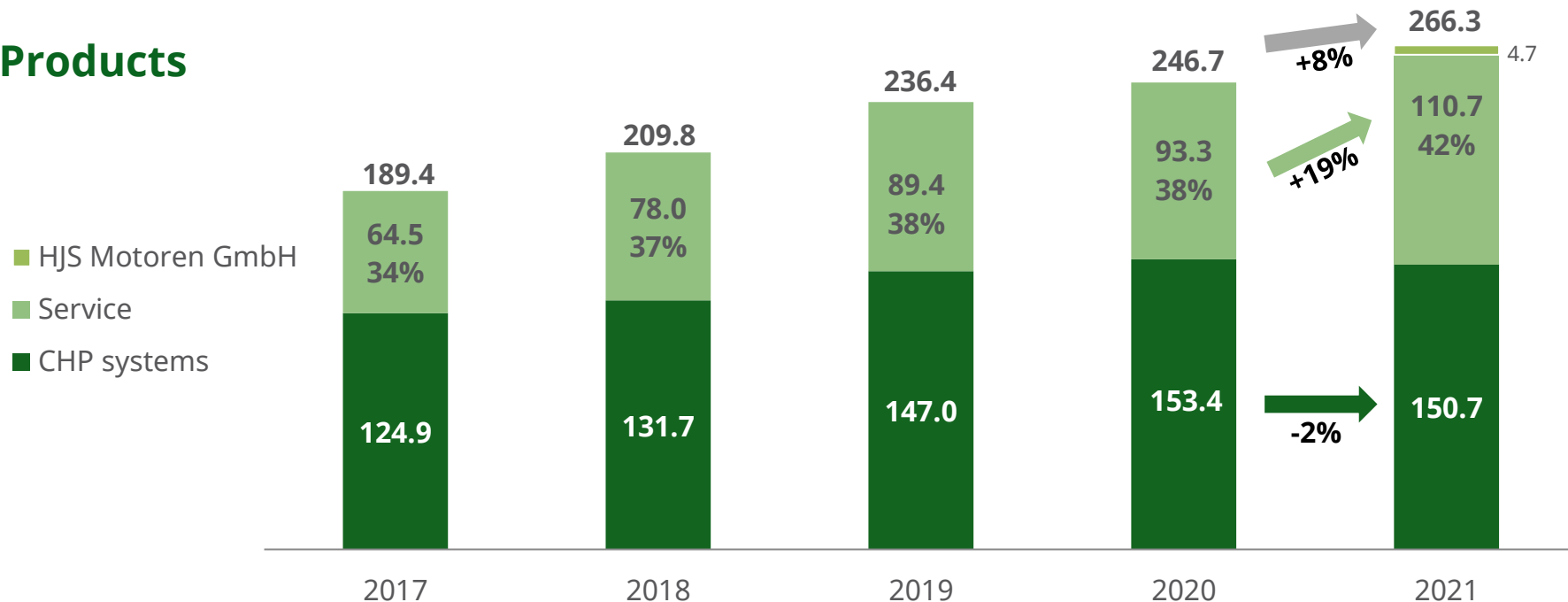
Revenue Development.

Products



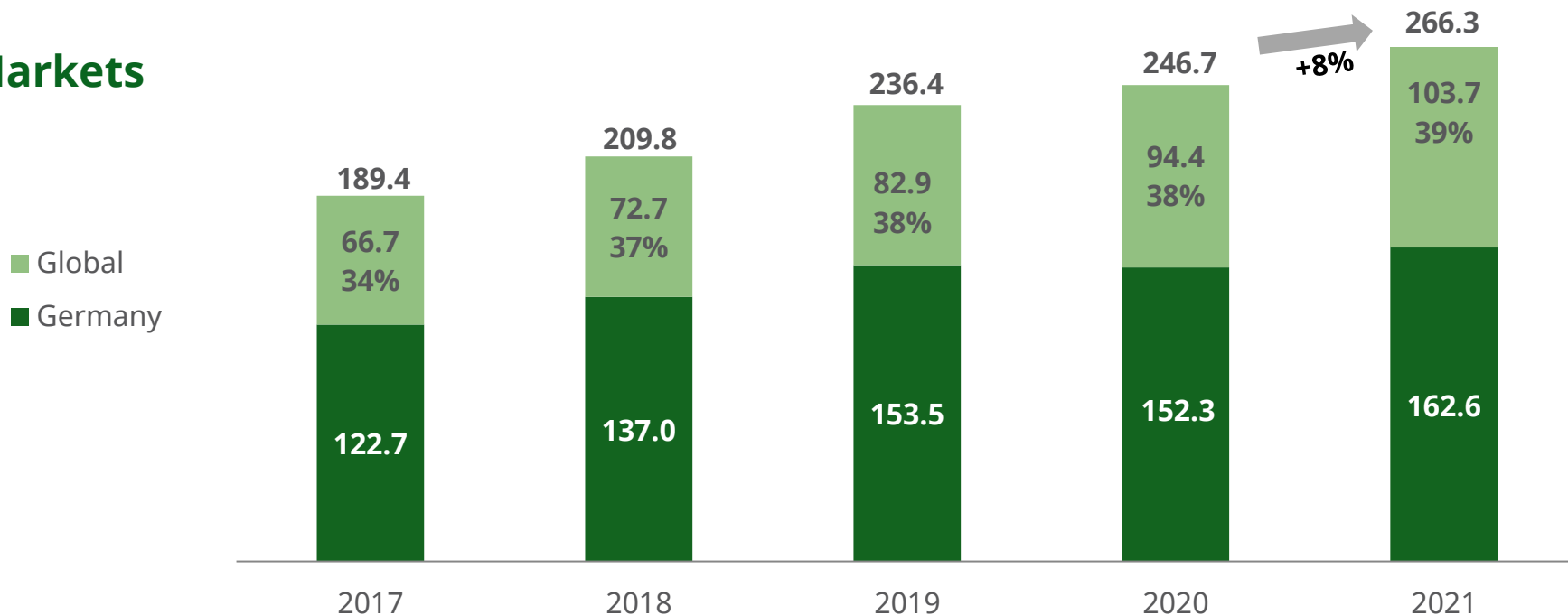
Revenue Development.

Products



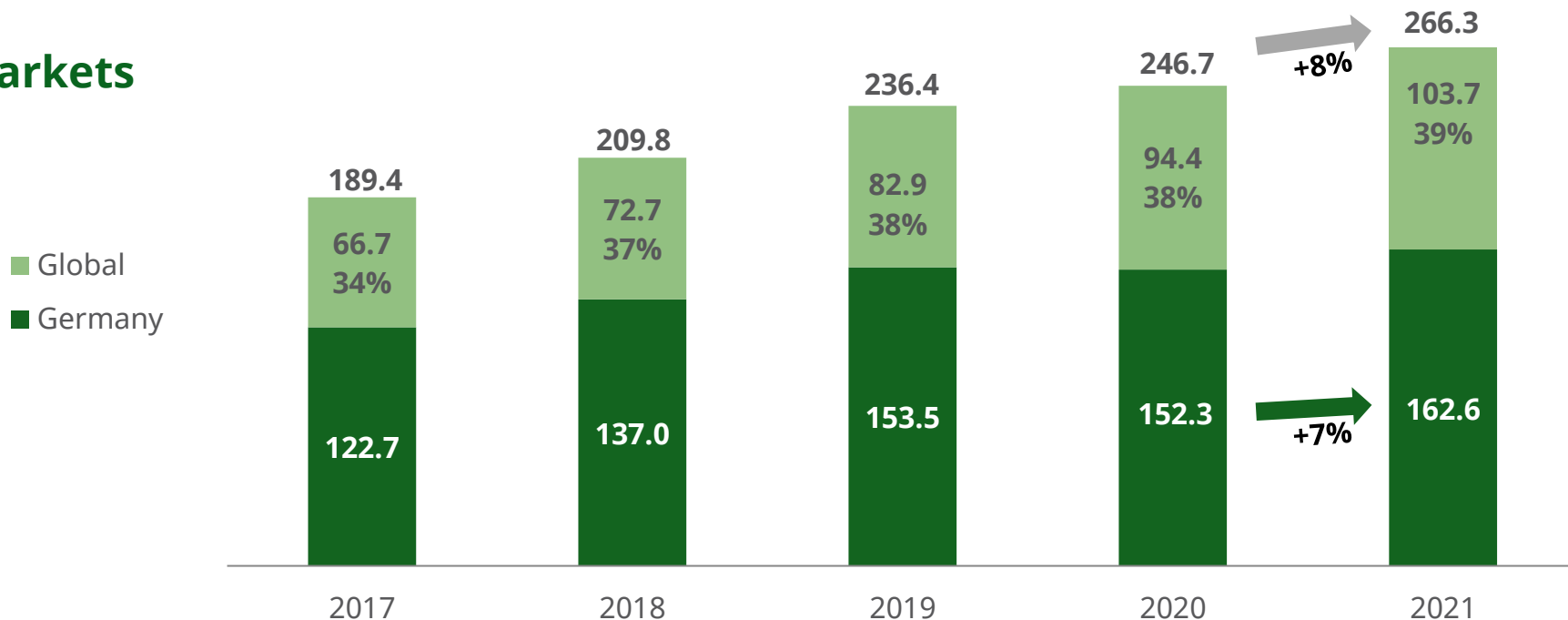
Revenue Development.

Markets



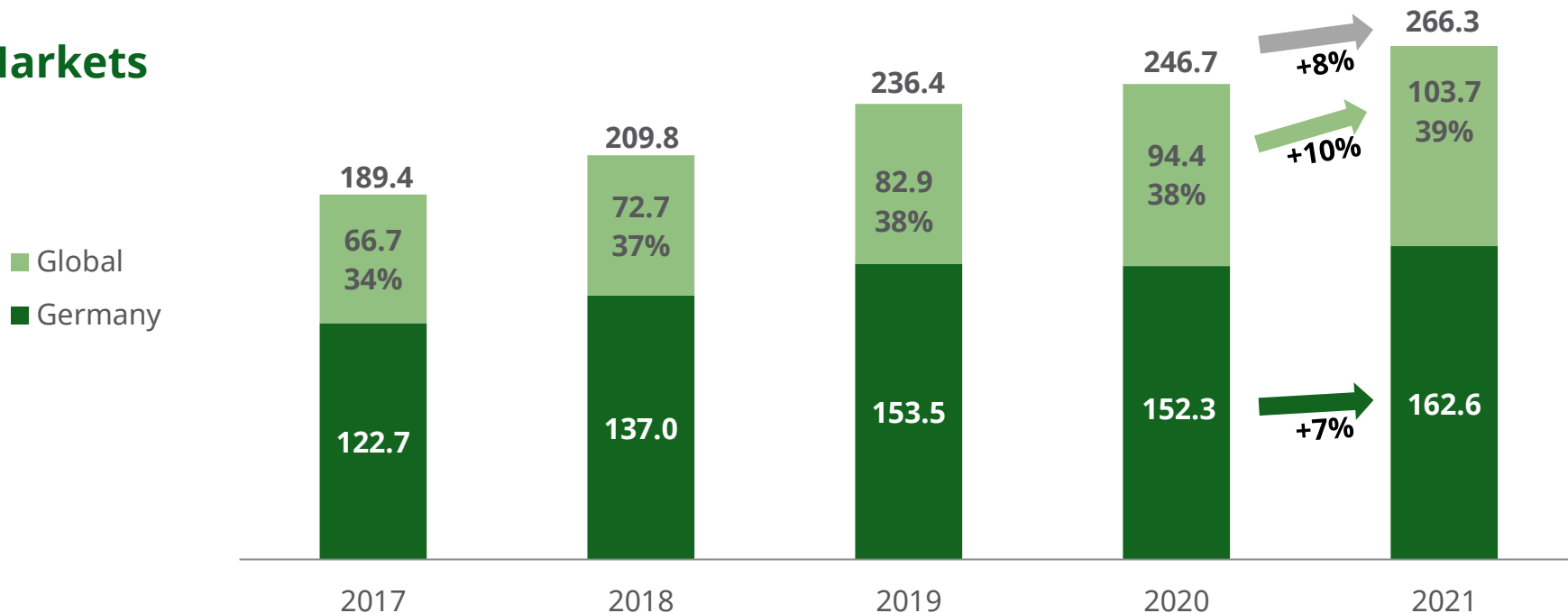
Revenue Development.

Markets



Revenue Development.

Markets



Company Income Statement.

in m EUR	2021	2020	Change	in %
Net Revenue	266.3	246.7	19.6	8%
+/- Balance variance	2.6	7.4	-4.8	
+ Other own capitalized costs	0.0	0.1	-0.1	
= Total operating performance	268.9	254.2	14.7	6%
+ Other operating income	3.4	2.3	1.2	
- Material costs <i>Material cost ratio</i>	171.3 63.7%	167.3 65.8%	4.0	
- Personnel costs <i>Personnel cost ratio</i>	49.4 18.4%	44.3 17.4%	5.1	
- Depreciation, amortization and write-downs	3.9	3.7	0.2	
- Other operating expenses	29.7	24.6	5.1	
- Other taxes	0.1	0.2	-0.1	
= Earnings before interest and taxes = EBIT	17.9	16.4	1.5	9%

Operating Working Capital.

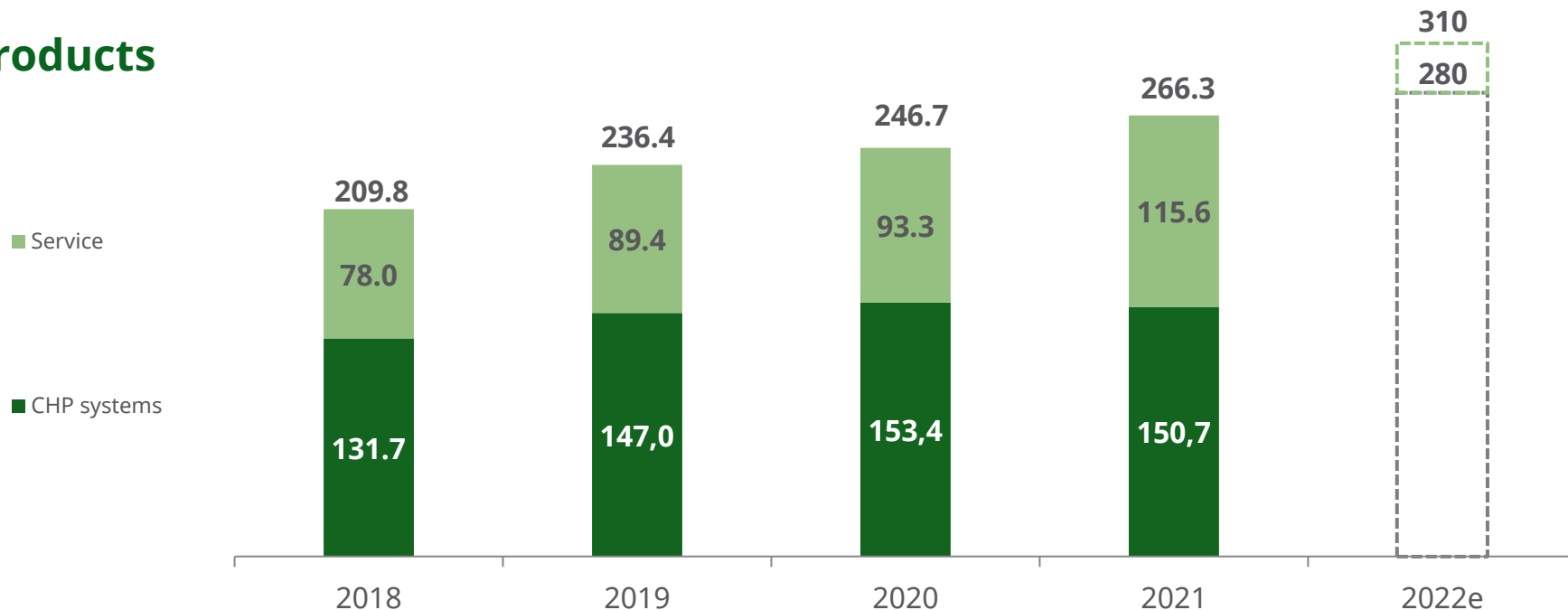
in m EUR	2021	2020	Change	in %
Raw, auxiliary and operating materials	52.2	41.8	10.3	25%
+ Work in progress for production of goods	41.0	38.2	2.8	7%
+ Payments on account in advance	6.1	2.5	3.6	142%
- Payments received on account of orders	-27.1	-21.8	-5.3	24%
= Inventories	72.2	60.8	11.4	19%
+ Trade accounts receivable	43.4	42.2	1.2	3%
- Payments received independent of orders	-31.8	-30.1	-1.7	6%
- Trade accounts payable	-11.5	-10.0	-1.5	-27%
= Operating Working Capital	72.0	62.9	9.4	14%

Development of Liquidity.

in m EUR	2021	2020	Change	in %
EBIT	17.9	16.4	1.5	9%
+ Depreciation/amortization on fixed assets	3.9	3.7	0.2	
+/- Change of the Net Operating Working Capital	-9.4	-5.6	-3.8	
+/- Change in other provisions	3.5	-2.0	5.6	
+/- Other accounting changes (financing and investment activities excluded)	-2.5	1.0	-3.6	
- Income taxes paid	-4.4	-3.9	-0.8	
= Operating Cash Flow (OCF)	8.9	9.8	-0.9	-9%
- Cashflow from investing	-1.9	-2.1	0.2	
-/+ Cashflow from financing incl. dividends	1.6	-7.4	9.0	
= Liquid assets as of Dec 31	19.7	11.0	8.7	79%

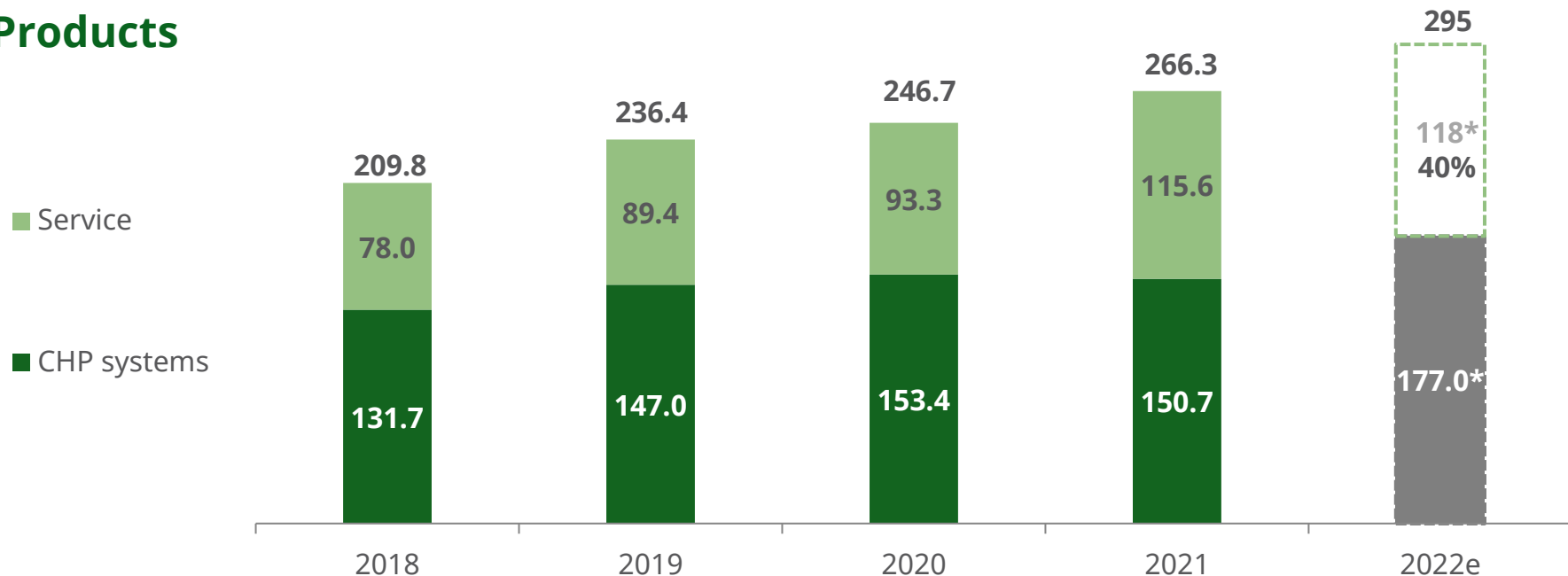
Revenue Development – Prognosis 2022.

Products



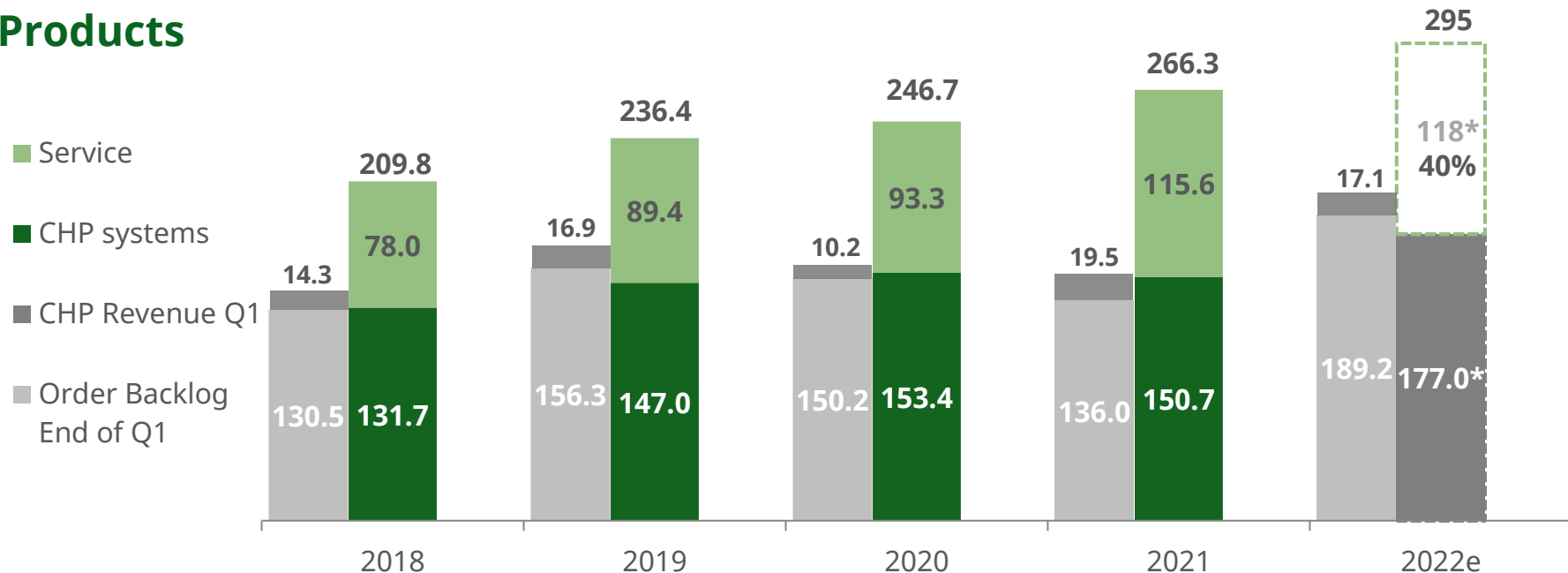
Revenue Development – Arithmetic Allocation.

Products



Revenue Development and Order Backlog.

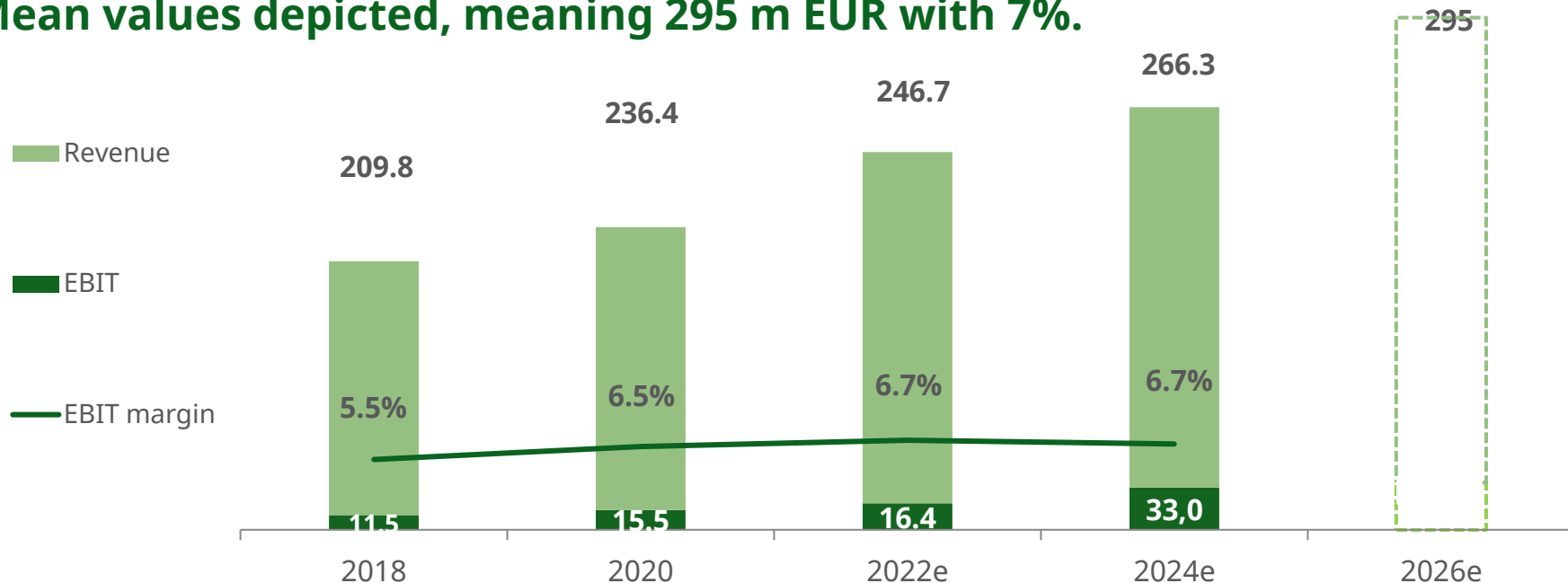
Products



2022 Prognosis.

Revenue: 280 – 310 m EUR, EBIT margin: 6.0 – 8.0%.

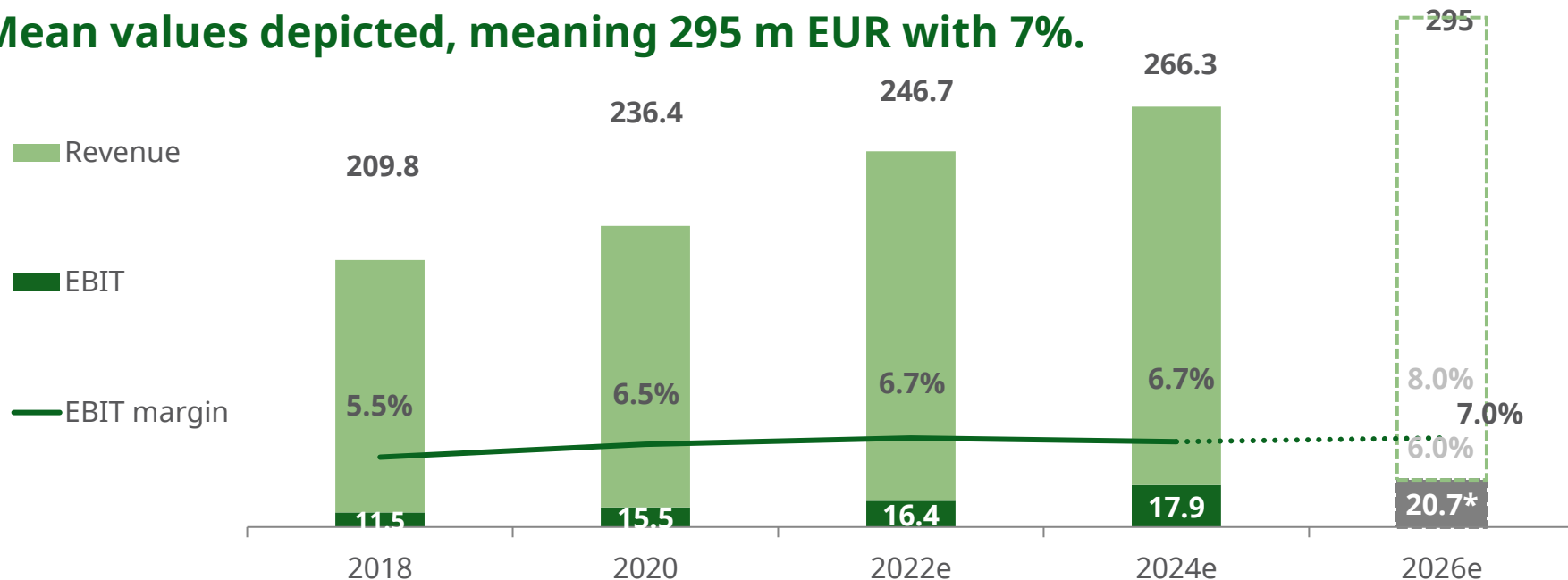
Mean values depicted, meaning 295 m EUR with 7%.



2022 Prognosis.

Revenue: 280 – 310 m EUR, EBIT margin: 6.0 – 8.0%.

Mean values depicted, meaning 295 m EUR with 7%.



Economic Efficiency at Rising Energy Costs.

Data for an agenitor 408 ct80:

• Electrical output:	360 kW
• Thermal output:	381 kW
• Net Calorific Value (NCV):	847 kW
• Overall efficiency (based on NCV):	87.5 %
• Fuel consumption = Gross Calorific Value (GCV):	940 kW
• Efficiency related to fuel consumption:	78.8 %
• Sum of operating hours (expected engine service life):	60,000 operating hours
• Total investment (CHP + tech. periphery):	433,884 EUR
• Sum of expected annual operating hours:	3,500 operating hours p. a.
• On-site electricity supply:	100 %
• Degree of heating utilization (based on NCV):	90 %
• Heating efficiency in relation to fuel consumption:	81 %
• On-site heat supply:	100 %



Economic Efficiency at Rising Energy Costs. Data for an agenitor 408 ct80:

Calculation excl. subsidies, optimizations, costs of financing, administration and premises		Ex.
Gas price (FFT International Netherlands)	c/kWh	2.00
Electricity price	c/kWh	6.00
Spark Spread		3.00



Economic Efficiency at Rising Energy Costs. Data for an agenitor 408 ct80:

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Gas price (FFT International Netherlands)	c/kWh	2.00
Electricity price	c/kWh	6.00
Spark Spread		3.00
Value of the therm. energy for 381 kWh	EUR/h	9.40
Value of the el. energy for 360 kWh	EUR/h	21.60



Economic Efficiency at Rising Energy Costs.

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Value of the el. energy for 360 kWh	EUR/h	21.60
Fuel consumption for 940 kWh	EUR/h	-18.80
Costs of full maintenance	EUR/h	-4.33
Depreciation over 60,000 operating hours	EUR/h	-7.23



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TOTAL savings per hour	EUR/h	0.63
TOTAL yearly savings (at 3,500 OHs)	EUR p. a.	2,216



Economic Efficiency at Rising Energy Costs.

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TOTAL annual savings (at 3,500 OHs)	EUR p. a.	2,216
Return on Investment		6.3%



Economic Efficiency at Rising Energy Costs.

Data for an agenitor 408 ct80:

Calculation excl. subsidies, optimizations, costs of financing, administration and premises		Simulation			
Gas price (FFT International Netherlands)	c/kWh	2.00	5.00	8.00	11.00
Electricity price	c/kWh	6.00	13.75	20.00	24.75
Spark Spread		3.00	2.75	2.50	2.25
Value of the therm. energy for 381 kWh	EUR/h	9.40	23.50	37.59	51.69
Value of the el. energy for 360 kWh	EUR/h	21.60	49.50	72.00	89.10
Fuel consumption for 940 kWh	EUR/h	-18.80	-47.01	-75.21	-103.42
Costs of full maintenance	EUR/h	-4.33	-4.33	-4.33	-4.33
Depreciation over 60,000 operating hours	EUR/h	-7.23	-7.23	-7.23	-7.23
TOTAL savings per hour	EUR/h	0.63	14.43	22.82	25.81
TOTAL annual savings (at 3,500 OHs)	EUR p. a.	2.216	50.488	79.860	90.331
Return on Investment		6.3%	17.5%	24.2%	26.7%

+450 % - gas price growth
+313 % - el. price growth

+ 320 %

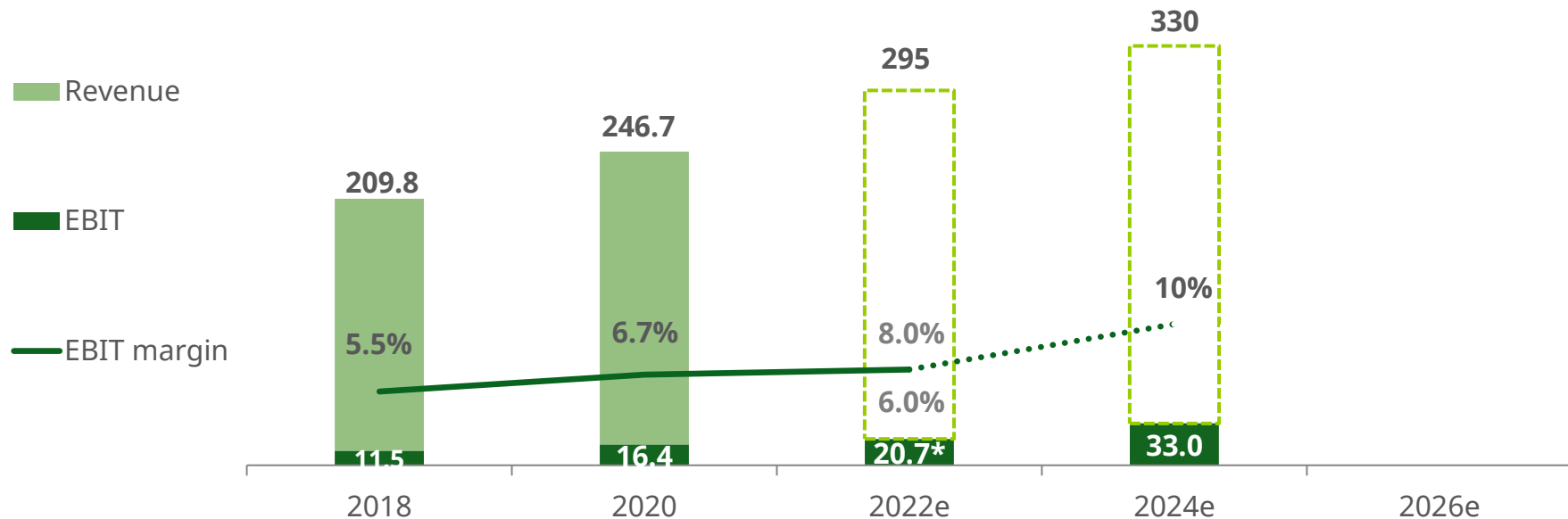
Economic Efficiency at Rising Energy Costs.

Data for an agenitor 408 ct80:

Calculation excl. subsidies, optimizations, costs of financing, administration and premises		Simulation				4.5	30.5
Gas price (FFT International Netherlands)	c/kWh	2.00	5.00	8.00	11.00	10.63	8.71
Electricity price	c/kWh	6.00	13.75	20.00	24.75	23.45	21.02
Spark Spread		3.00	2.75	2.50	2.25	2.21	2.41
Value of the therm. energy for 381 kWh	EUR/h	9.40	23.50	37.59	51.69	49.95	40.95
Value of the el. energy for 360 kWh	EUR/h	21.60	49.50	72.00	89.10	84.42	75.66
Fuel consumption for 940 kWh	EUR/h	-18.80	-47.01	-75.21	-103.42	-99.94	-81.93
Costs for full maintenance	EUR/h	-4.33	-4.33	-4.33	-4.33	-4.33	-4.33
Depreciation over 60,000 operating hours	EUR/h	-7.23	-7.23	-7.23	-7.23	-7.23	-7.23
TOTAL savings per hour	EUR/h	0.63	14.43	22.82	25.81	22.87	23.12
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Return on Investment		6.3%	17.5%	24.2%	26.7%	24.3%	24.5%

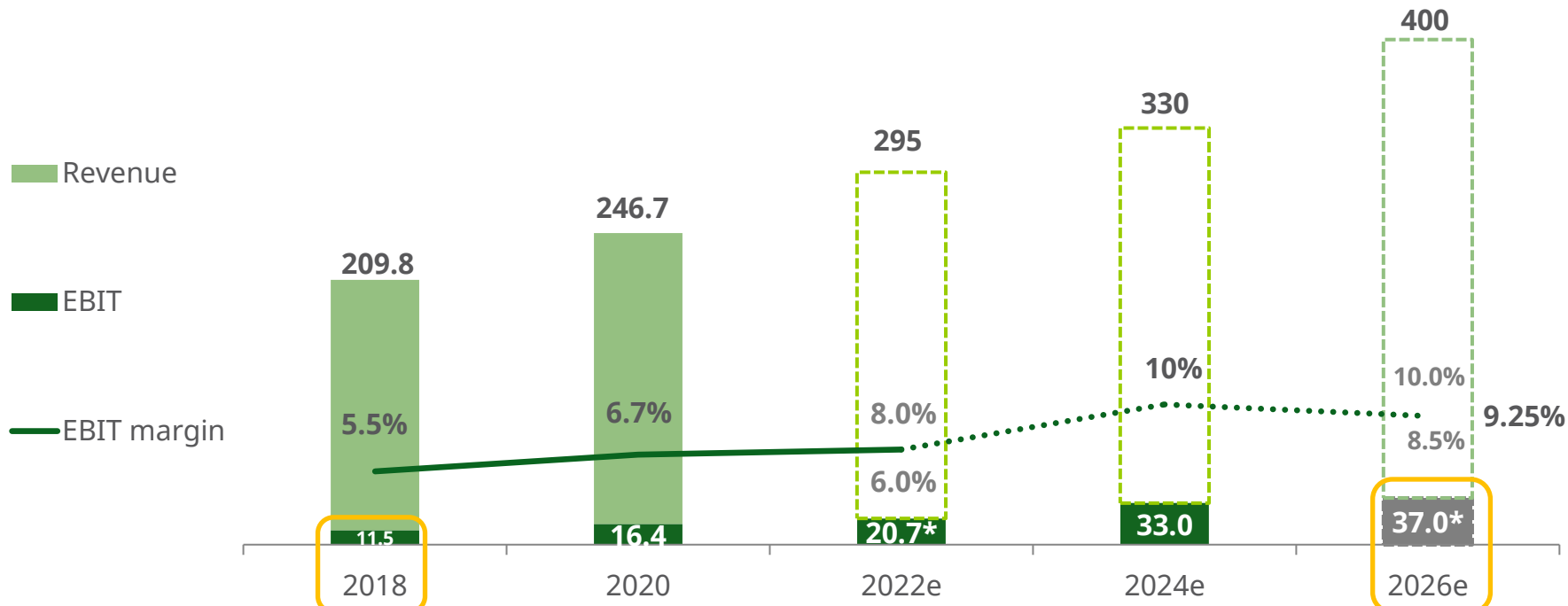
2024 and 2026 Prognosis

Mean values depicted.

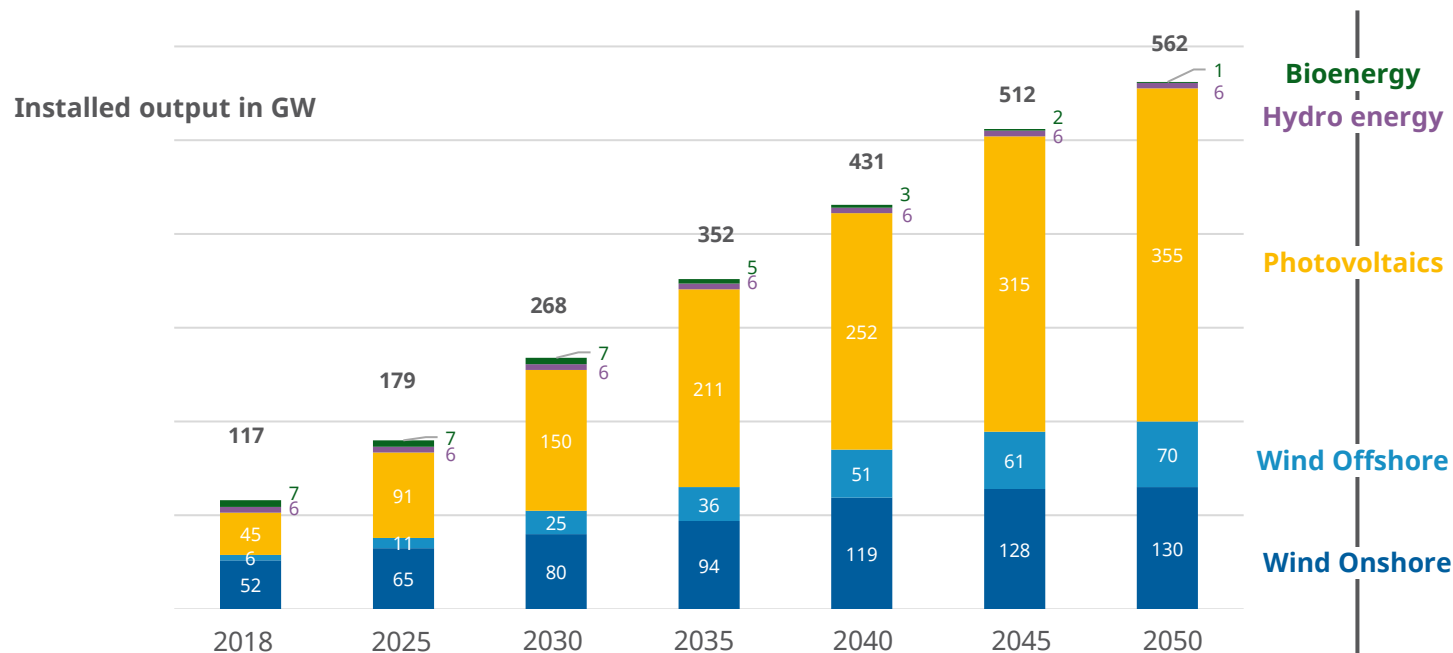


2024 and 2026 Prognosis

Mean values depicted.

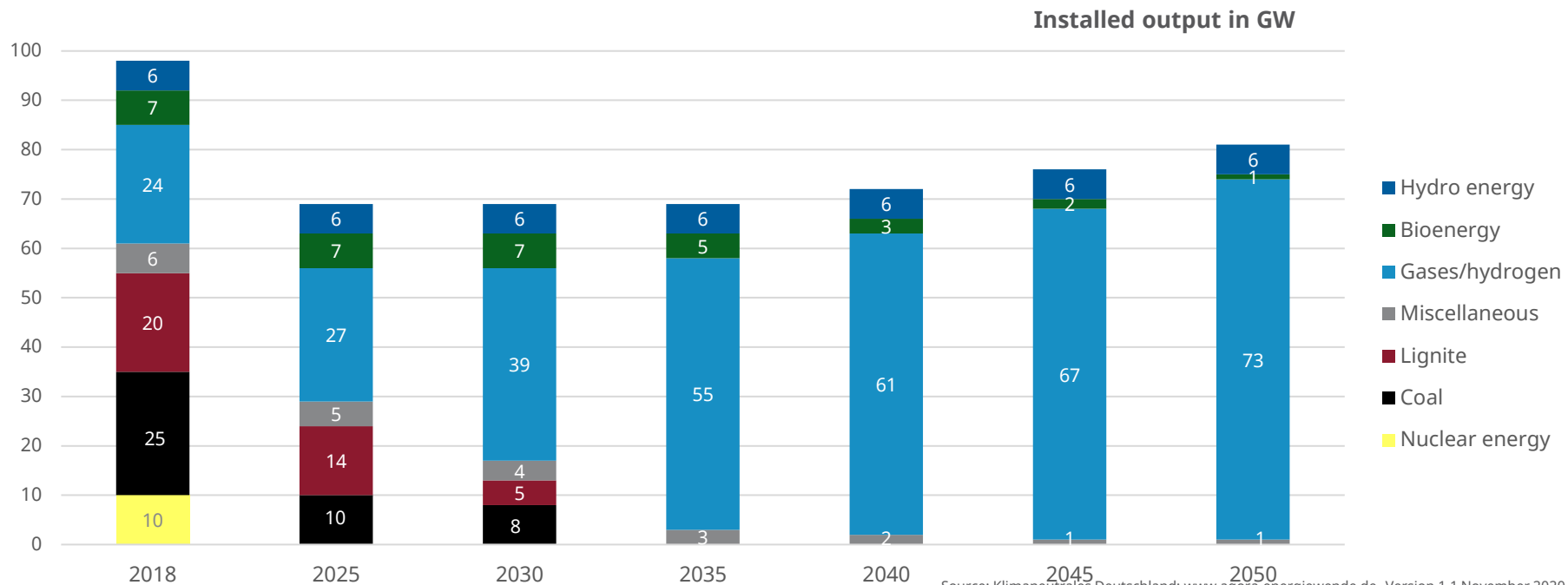


Forecast

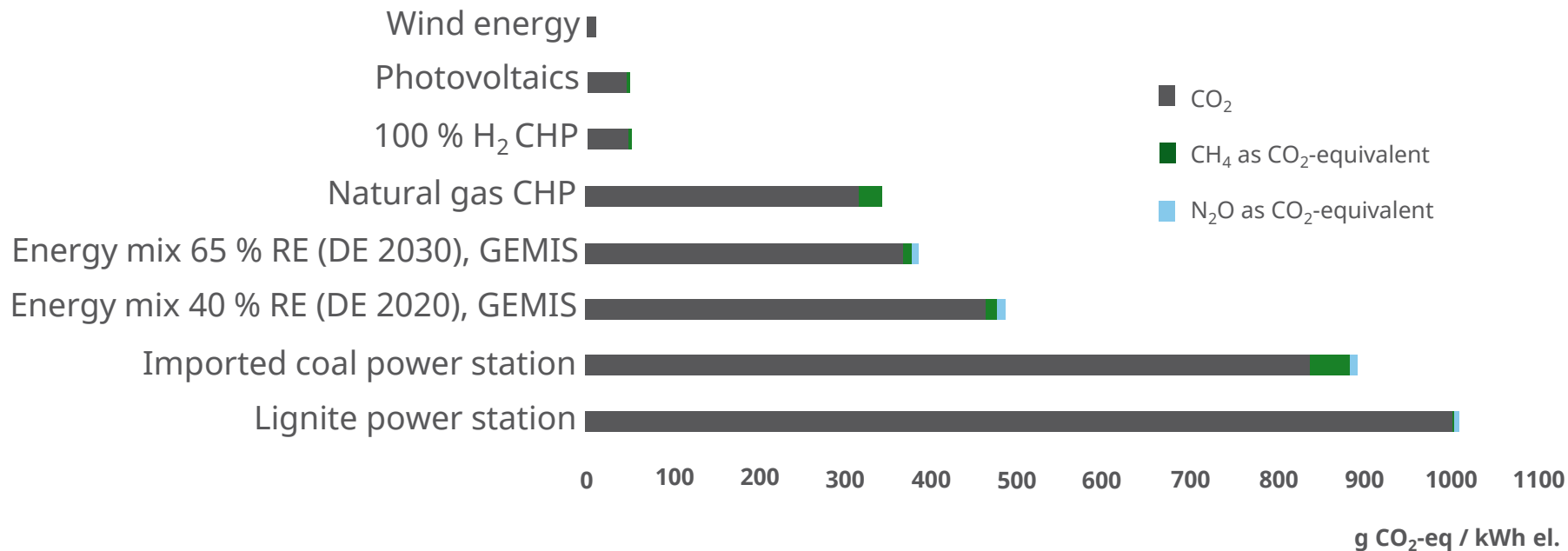


Source: Klimaneutrales Deutschland; www.agora-energiewende.de, Version 1.1 November 2020

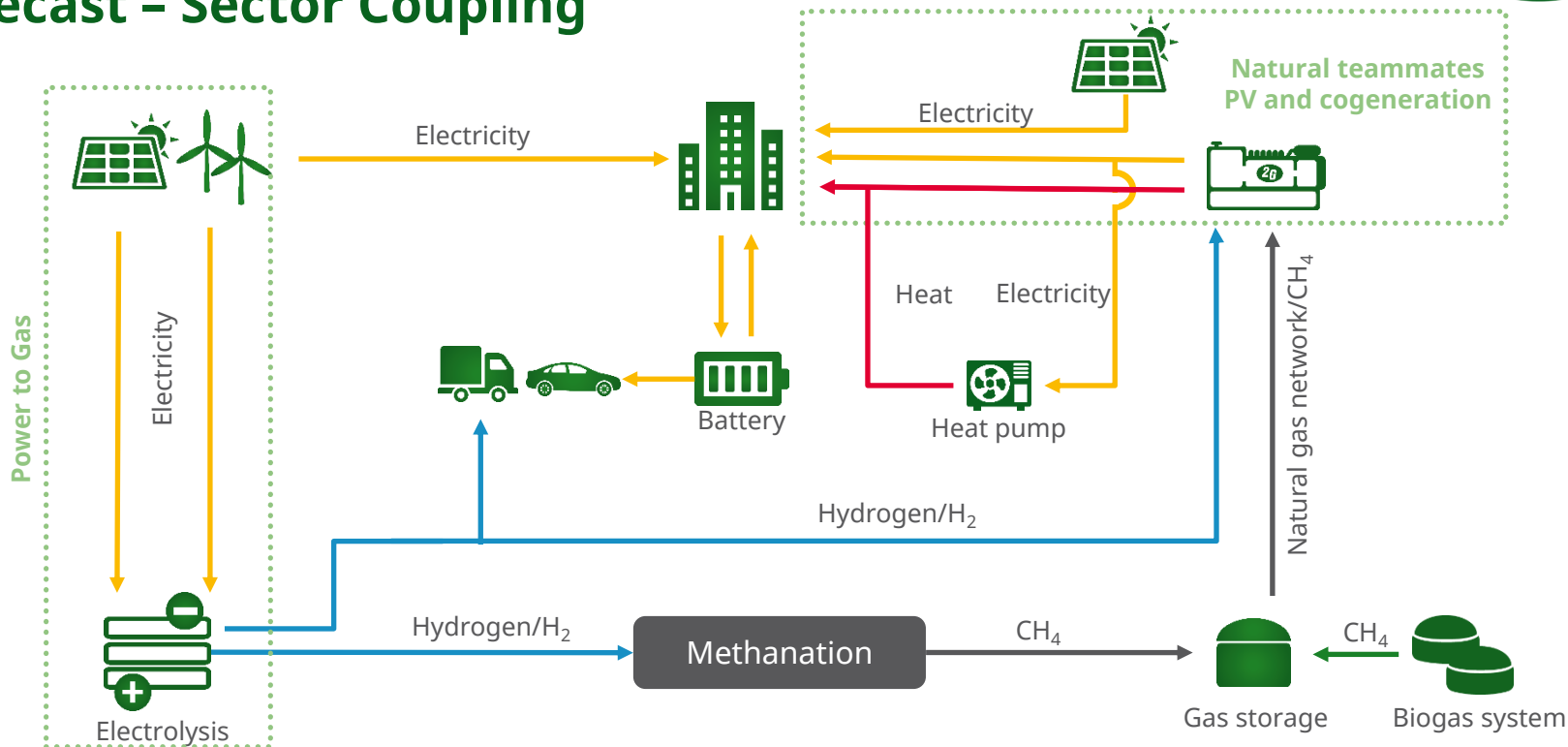
Forecast



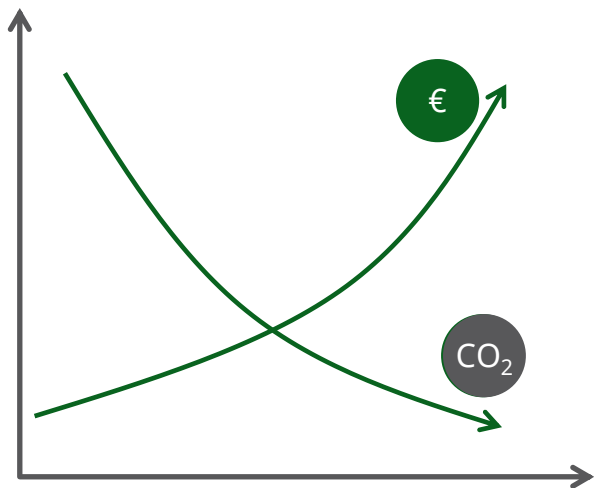
Forecast



Forecast - Sector Coupling



Forecast

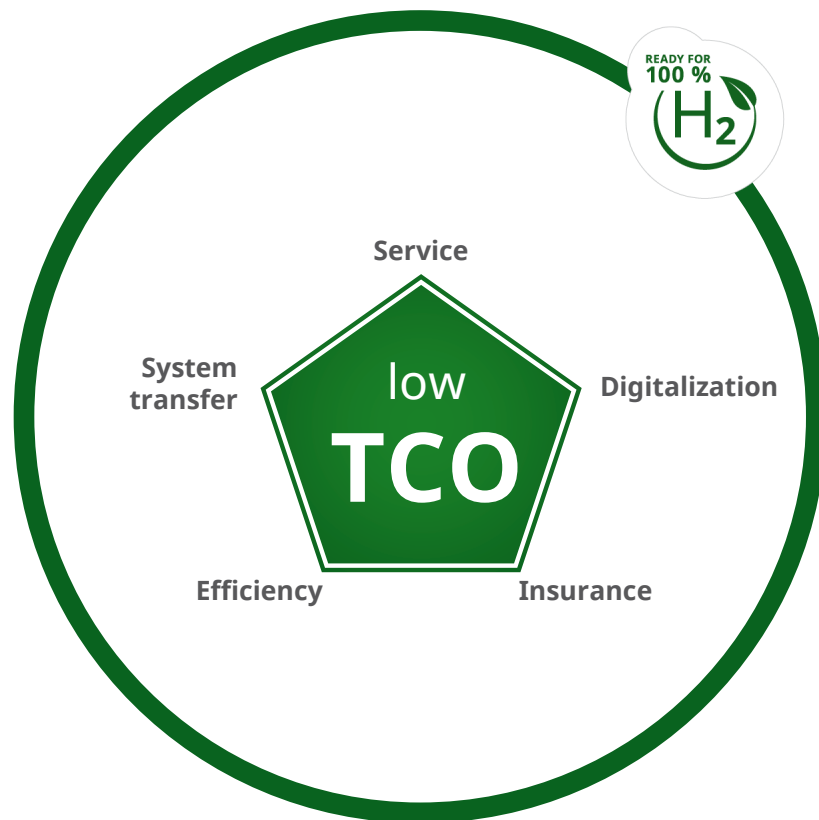


✓ Reduction of energy costs

✓ Prevention of CO₂ emissions

✓ Add. economic pillar

Forecast



Before 2022: Natural gas today – Hydrogen tomorrow



Natural gas



Hydrogen

2022 – Hydrogen, biogas and biomethane with optional natural gas today



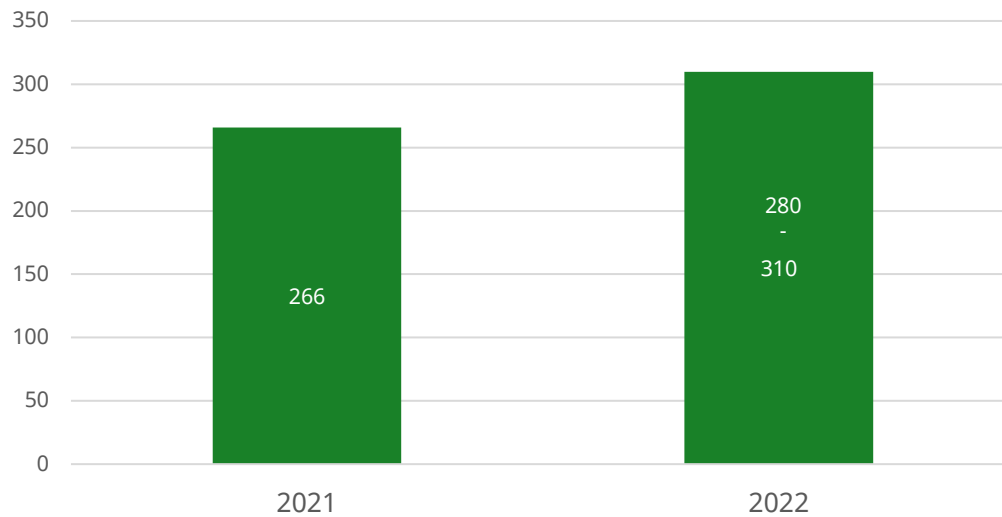
Hydrogen



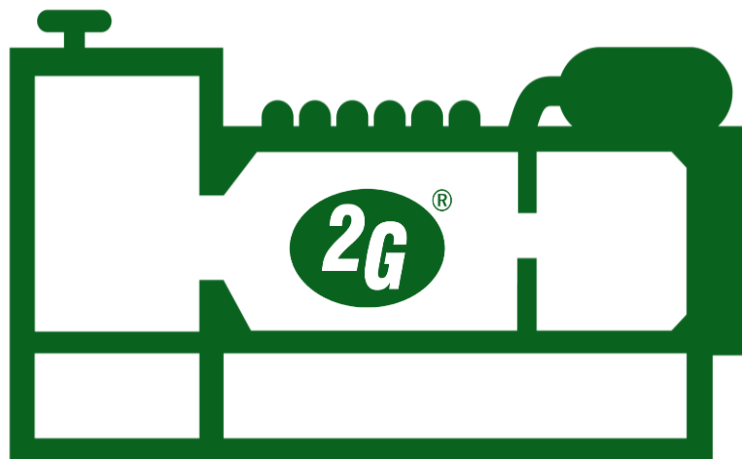
Natural gas (upon request)

Forecast

Revenue of the 2G Group in m €.



Forecast – Sector Coupling



2G Systems
Enabler and backbone of
a climate-neutral energy supply.



Thank you for listening!