



ENN 新奥

ENN Energy Holdings Limited

2022 Q1 Operational Update

Presentation Materials

28 April 2022

Q1 Highlights

Sales vol of IE increased by **46.4%** to **5,525 mil kWh**

Retail gas sales vol increased by **6.8%** to **6,840 mil m³**

Dollar margin improved QoQ to **RMB 0.48/m³**

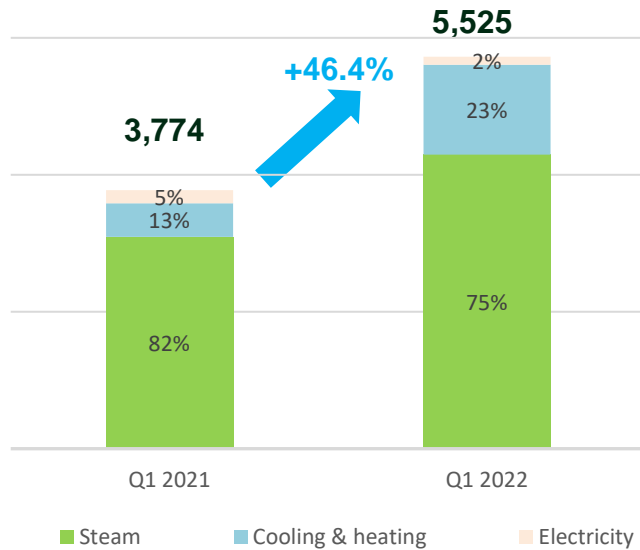
Added **5.02 mil m³** installed daily capacity for C/I customers
and **0.45 mil** new residential customers

The sales of own-brand products under value added
business increased by **26.9%**

IE Business

- Provide low-carbon integrated solutions for factories, industrial park, buildings and transportation customers. Relying on the digital platform and intelligent products to create a low-carbon service ecosystem, to meet customer needs for safe, low-carbon, efficient, economic and convenient energy use.

IE sales vol (mil kWh)



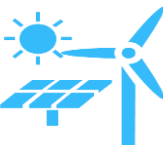
Clean energy solutions for customers

(No. of Projects) **80**

Utilise renewable energy

(Energy Sales Vol) **20%**

Generated from renewables



Operating



156

Under construction




40

Energy Sales Potential
>36.8 billion kWh


Positive environmental impact for customers

Energy Consumption
(Standard Coal)



698,800 tons

CO₂ emissions



2,178,200 tons

Retail Gas Sales Business

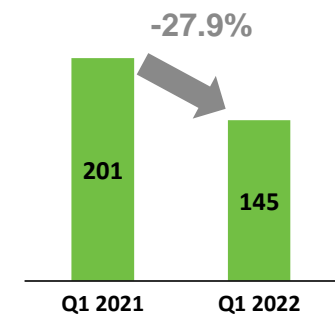
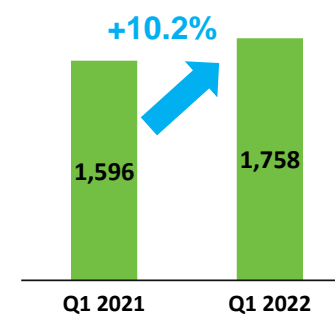
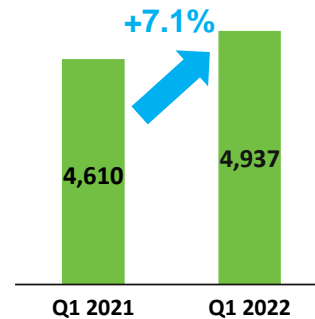
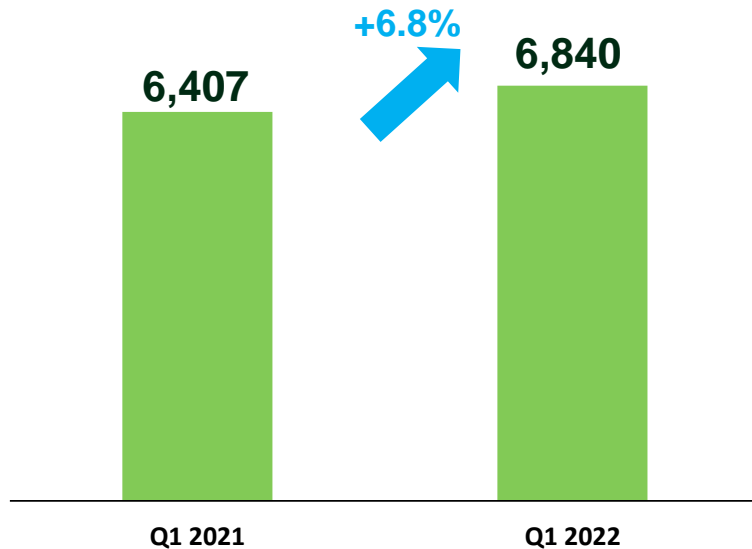
➤ Through various measures such as flexible pricing strategies, resources procurement optimization, seizing opportunities brought by the dual-carbon target, coal-to-gas conversion and clean heating in southern regions, to assist more C/I and residential customers in low-carbon transition and expand gas sales volume

Retail gas sales (mil m³)

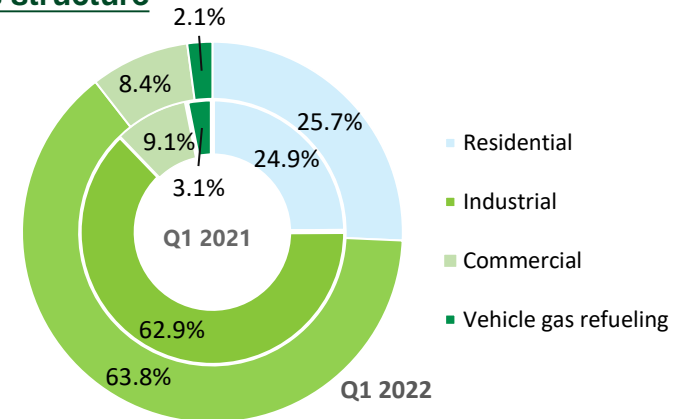
C/I vol (mil m³)

Residential vol (mil m³)

Vehicle gas refueling vol (mil m³)



Quality gas sales structure



- The company had the highest exposure to industrial customers which were located in industrial parks, who were less hard-hit by the lockdown
- Large-scale manufacturing plants and industrial park were allowed to operate in closed-loop
- Commercial customers were more affected by the pandemic but accounted for a small portion of gas sales volume

Proactively Conduct Cost Pass-through with a Market-oriented Approach

Price Hike by a Major Upstream Supplier

	Average Premium over Benchmark Citygate Price		
	Off-season in 2021	Peak Season in 2021/22	Off-season in 2022
Residential	5%	5%	5%
Non-residential	5-10%	40%	30%

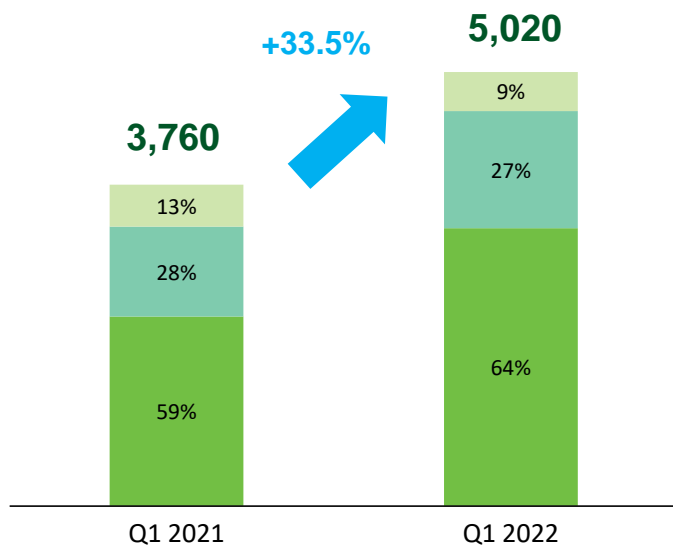
Pass-through Progress

- Price hike for residential remained unchanged, while most residential vol already completed pass-through
- Peak season gas tariffs for non-residential users can be extended in all projects
- Benefiting from diversified resources portfolio

Construction & Installation

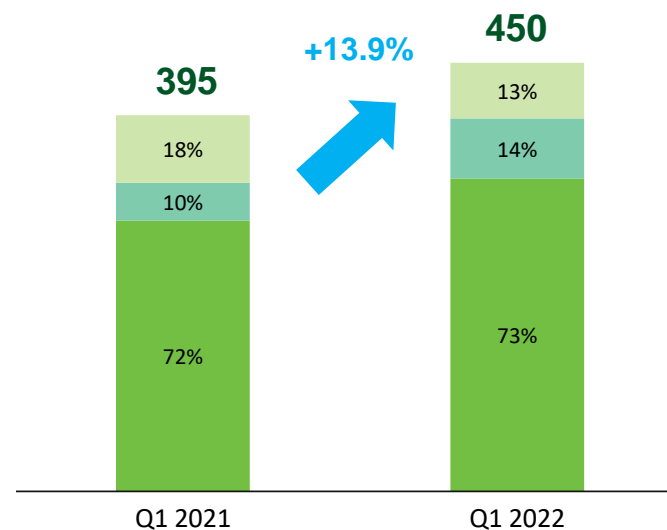
- Continue to explore C/I users development potential and push forward coal-fired boilers replacement leveraging the air pollution control policy
- The continuous advancement of urbanization and the transformation of old residential areas in cities provide huge potential of urban residential users development

New C/I installed capacity ('000 m³/day)



■ New sites ■ Coal to gas ■ LPG & other fuels conversion

New residential customers ('000 households)

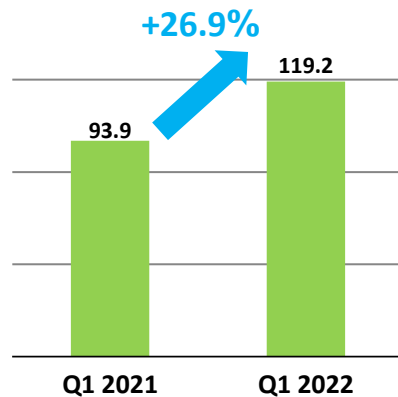


■ New building ■ Existing building ■ Rural coal to gas

Value Added Business

- Focusing on customer needs for safe, low carbon, comfortable and personalized products and services, we provide “safe home, smart home, green home” three themes of products & solutions, and continuously enrich our product portfolio

“Gratle” Product Sales (‘000 unit)



Rising Penetration Rate



Safe Home

- Promote the sales of safety products such as metal pipe, alarm, self-closing valve and pipeline hidden installation
- Promote packaged services for new property projects and gas safety products for the catering industry

Green Home

- Promote energy-saving gas appliances, low-carbon heating products, green building materials and other products
- Integrate resources of ecosystem partners to build a low-carbon marketplace, improve the “online + offline” sales channel, and increase VAS penetration rate amongst residential customers

Smart Home

- Accelerate the sales of digital intelligence products such as smart gas meter, LoRa IoT products, NFC card, etc. and the application of such products in smart homes
- Completed LoRa base stations construction in 36 cities

Disclaimer

The information provided to you in this presentation does not constitute or form part of any offer for subscription or sale of, or solicitation of any offer to subscribe for or sale of any securities of ENN Energy Holdings Limited (the "Company") nor shall it form the basis of, nor can it be relied on in connection with, any contract or commitment whatsoever.

Confidentiality

The information provided in this presentation are confidential and shall not be disclosed. In addition, no one may reproduce this material.

Investor Relations Contact

Ms. Shirley Kwok / Ms. Grace Wei

Tel: +852 2528 5666 / +86 316 2599928 Fax: +852 2865 7204

Email: ir@enn.cn Website: <http://ir.ennenergy.com>