

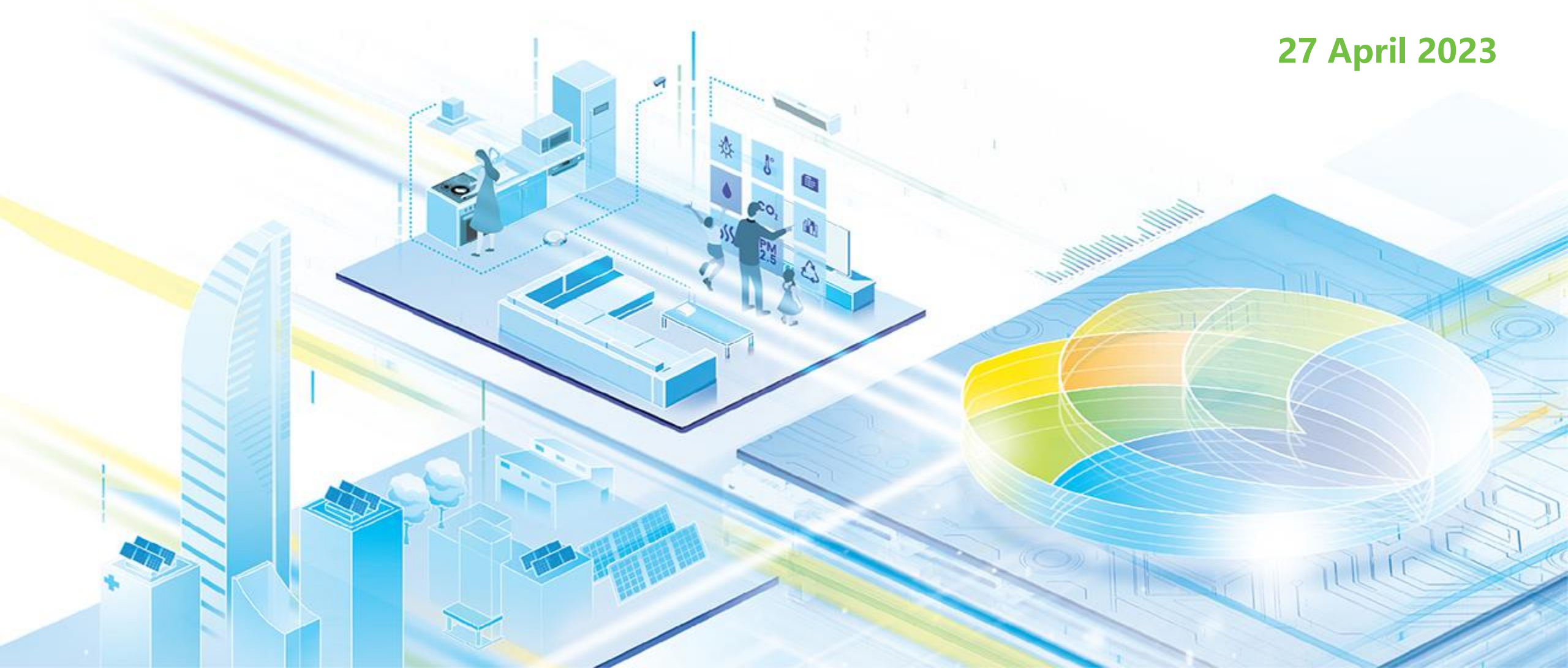


**ENN 新奥**

ENN Energy Holdings Limited

# 2023Q1 Operational Update Presentation Materials

27 April 2023



# Q1 Highlights



Sales volume of IE increased by **27.8%** to **7,062 mil kWh**



Retail gas sales volume up **3.1%** to **7,050 mil m<sup>3</sup>**, and developed **3.583 mil m<sup>3</sup>** installed daily capacity for C/I customers to expand the scale of gas volume



Dollar margin improved to **0.46 RMB/m<sup>3</sup>** quarter on quarter



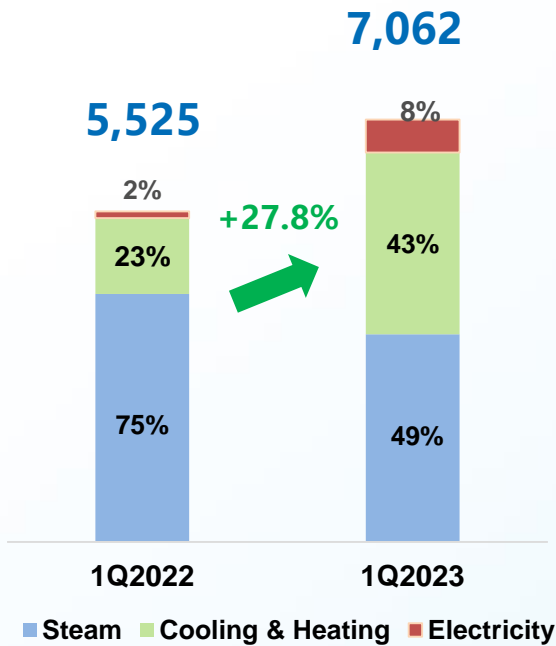
Acquired **25** new projects, and **419 thousand** new residential customers to expand the operation scale



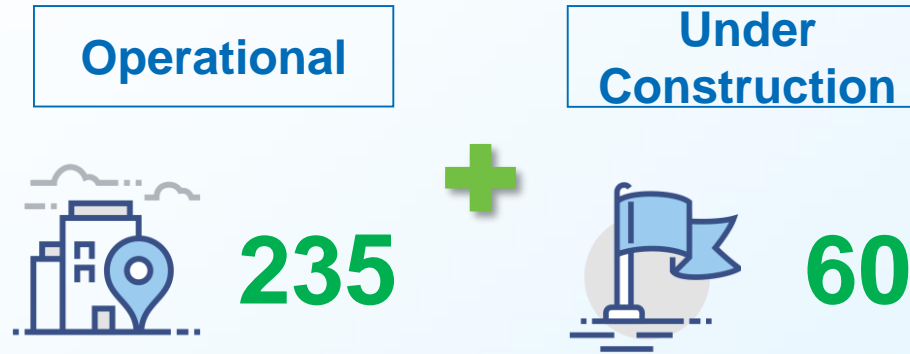
Sales volume of own branded products of VAS up **43.5%**

# IE Business—Operational Performance

IE Sales Vol (mil kWh)

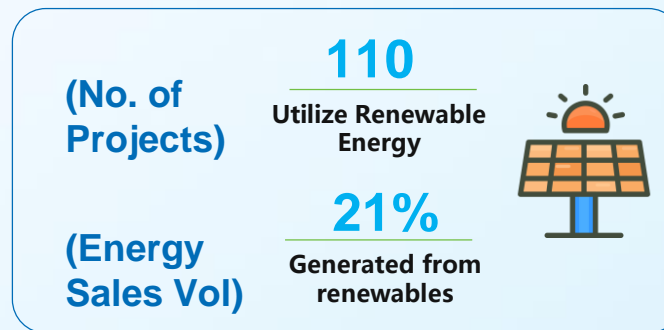


Project Status

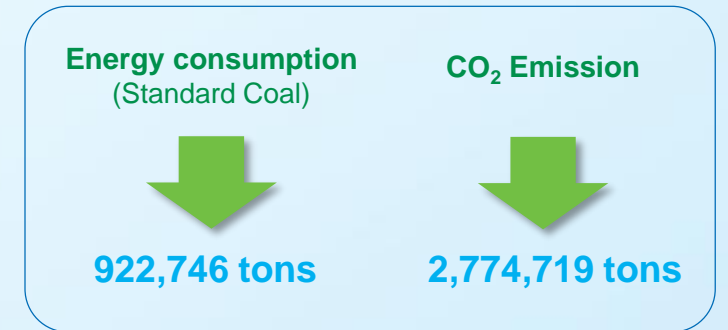


Energy Sales Potential  
**>42.7 bil kWh**

Renewable Energy



Positive environmental impact for customers



- Integrated energy sales volume up **27.8%** reached **7,062 mil kWh**
- Proportion of sales volume provided by electricity business increased to **8%**

# IE Business—New Contracts

**Low-carbon Industrial Park**

**3** new contracted industrial park projects with annual energy sales potential more than **305** million kWh

**Low-carbon Factory**

**312** new contracted factory projects with annual energy sales potential more than **4.2** billion kWh

**Low-carbon Building**

**20** new contracted building projects with annual energy sales potential more than **70** million kWh

**Low-carbon Transportation**

**50** new contracted transportation projects with daily power exchange capacity over **175** MWh/day

The total number of contracted projects integrating photovoltaic, power distribution and energy storage services has reached **167**



**15** micro grid power distribution network business opportunity



PV projects with **913.6**MW completed investment review



**284** contacted power distribution service customers



**70** energy storage service business opportunities (capacity reached 180MWh)

# Natural Gas Business—Operational Performance

Retail Gas Sales Vol (mil m<sup>3</sup>)



C/I Gas Sales Vol (mil m<sup>3</sup>)



Residential Gas Sales Vol (mil m<sup>3</sup>)



Dollar Margin (RMB/m<sup>3</sup>)



New Residential Customer ('000)



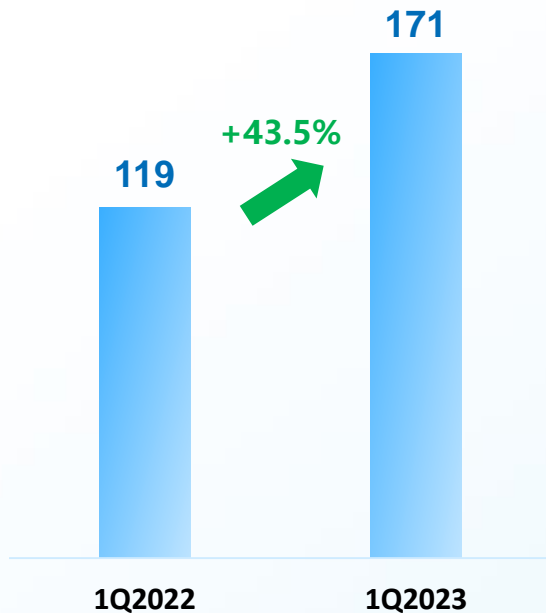
# Natural Gas Business—Optimise Pass-through Mechanism

	Magnitude of City-gate Price Hike			
	2021/22 Heating Season	2022 Off-season	2022/23 Heating Season	2023 Off-season
Residential	5%	5%	5%	15%
C/I	40%	35%	50%	40%

- ✓ Actively promote the policy to ensure timely pass-through
- ✓ The Company has started pass-through mechanism to combat the 15% higher city-gate price for residential
- ✓ The selling price for C/I customers has been adjusted simultaneously while procurement cost recorded a decrease compared with the heating season but an increase compared with the same period last year

# Value Added Business—Operational Performance

“Gratle” Product Sales ('000)



Penetration Rate

New Customers

32%

1Q2022: 26%

Existing Customers

11%

1Q2022: 9%

## Application Scenarios

### Family Scenario 1.0 - Kitchen



- Intelligent upgrade of kitchen products, the three-piece security products, alarm/meter

### Family Scenario 2.0 – Services + Scenarios



- Smart home, heating products, and quality warranty service upgrades

### Family Scenario 3.0-Diversify Extended Scenarios



- Household IoT, Platform Service, Platform Trading, Interaction Analysis

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