



ENN 新奥

ENN Energy Holdings Limited

1Q2025 Operational Data

Company Presentation

25 April 2025



1Q Operational Highlights



Retail gas sales volume increased by **0.3%** to **7,258 mil m³**, and developed **2.5 mil m³** installed daily capacity to expand the scale of gas volume



Sales volume of IE increased by **9.9%** to **10,039 mil kWh**



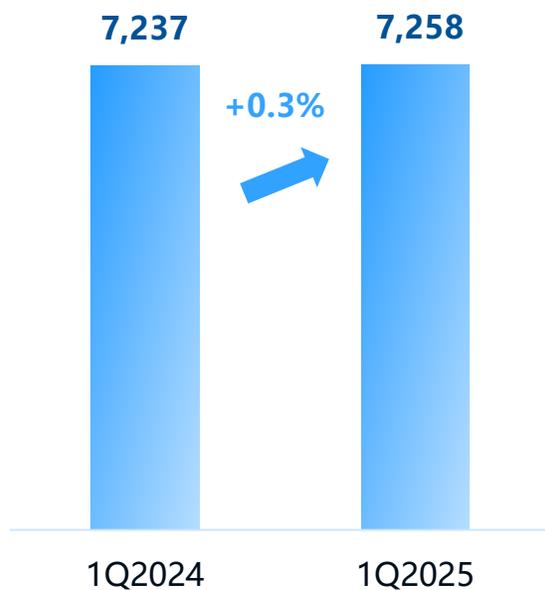
Penetration rate of value added business reached **3.7%** among existing customers, and **49.8%** among newly acquired customers



Acquired **12** new projects (**including 1 city gas project**), added **287 thousand** new residential customers to expand the operational scale

Natural Gas Business Performance

Retail Gas Vol (mil m³)



C&I Gas Vol (mil m³)



Residential Gas Vol (mil m³)



New Residential Households (000')



Natural Gas Business—Optimize the Resource Structure

Upstream Pricing Policy

PetroChina

- Floating price portion - Non-regulated gas (↑ 4%) now linked to Northeast Asia LNG spot (CLD)
- Flexible Peak-Shaving Pricing: Winter premiums - Adjusted from +100% → +90% of base rate

Sinopec

- Pricing volumes are linked to Brent crude (international oil benchmark), while cost pass-through volumes are tied to CLD
- The base volume increase rate for the heating season has been reduced in certain provinces

CNOOC

- Some provinces adopt a long-term agreement + annual contract approach, linked to JCC and HH

Resource Optimization Strategy

Steadily Increase Basic Volumes from the Three Major Oil Companies:

- Proactively securing contracts with the three major oil companies to ensure long-term and stable supply
- Consistent access to PetroChina's long-term agreement resources for effectively reducing procurement costs

Build a Resilient Resource Portfolio

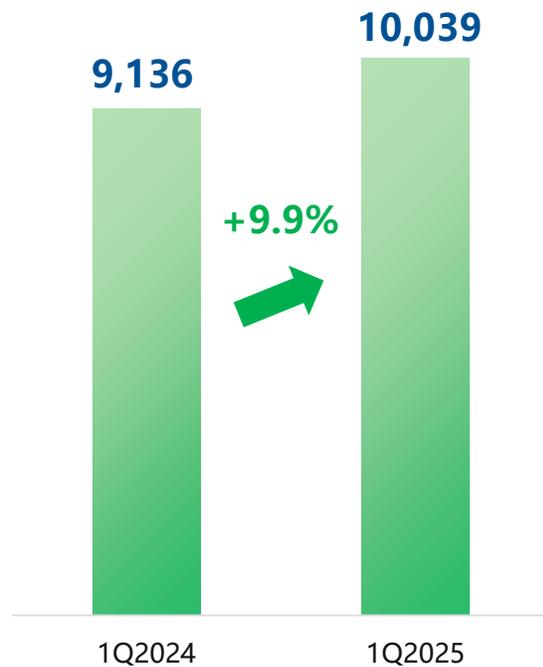
- Consistently optimize third-party supplies
- Strengthen collaborations with provincial gas supply companies

Hedging to optimize resource costs

- Based on customer demand, we strictly implement the combination of physical and paper trading to enhance resource price stability

IE Business Performance

IE Sales Vol (mil kWh)



IE Projects



The maximum energy sales potential exceeds: 63.95 bn kWh/year

IE Accumulative Installed Capacity



Photovoltaic & Energy Storage Business Progress

- Cumulative photovoltaic capacity: 1,029 MW (grid-connected + under construction) (299 MW has passed the investment evaluation during 1Q2025)
- Cumulative energy storage capacity: 200 MWh (grid-connected + under construction) (29 MWh has passed the investment evaluation during 1Q2025)

IE Business Performance—Progress on Project Signing



164 newly contracted industrial park projects

Maximum **0.72 bn** kWh energy sales potential per year

(Including **161** newly contracted IE micro-grid projects with maximum **520 mil** kWh energy sales potential per year)



96 newly contracted factory projects

Maximum **594 mil** kWh energy sales potential per year

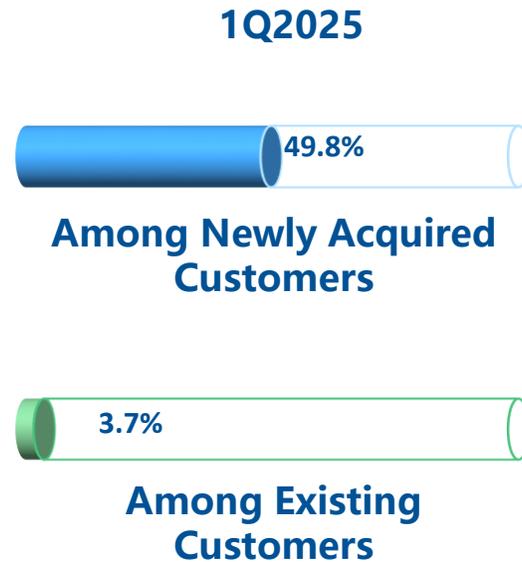


21 newly contracted building projects

Maximum **41 mil** kWh energy sales potential per year

Value Added Business Performance

Penetration Rate of Basic Business



Product Upgrades Drive Higher Revenue Generated per Household



Number of Existing Transaction Customers
1,162 thousand households

1Q2024: 1,171 thousand households



Revenue Generated per Household (Existing Customers)
RMB338.4/Household

1Q2024: RMB300.3/Household



Building a Intelligent Lifestyle Service Provider for Households



ENN 新奥 "Value Added Business"

Gratle

e城e家

Leveraging Gas Business as the Foundation to Break Through Operational Boundaries via Scenario Transformation
Creating Value for Customers Through Demand-Driven Ecosystem Integration



Promoting Innovative Product

Kitchen Renovation

Intelligent Lighting Systems

Household heating setup

Safety Guard

...



THANK YOU



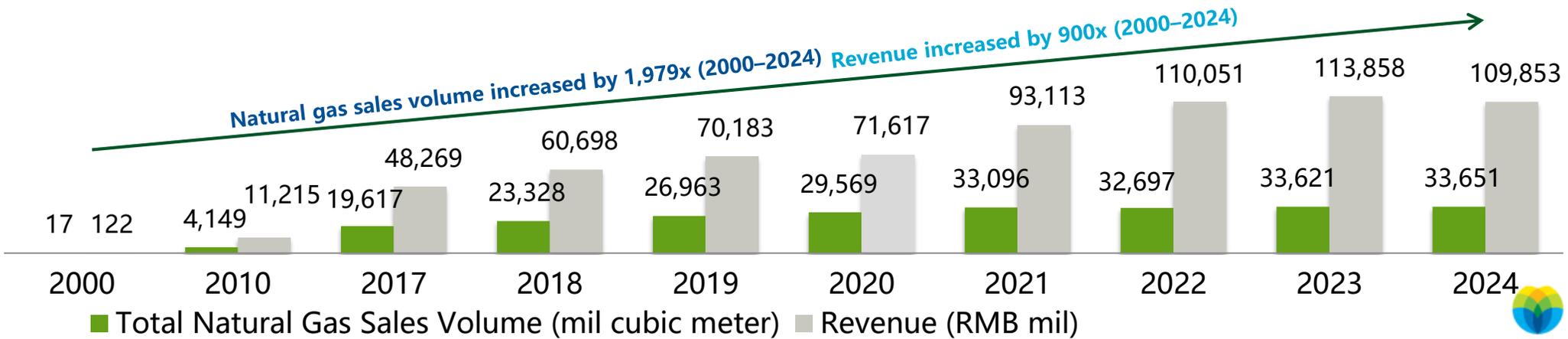
ENN—Empowering Families with Quality Living and Businesses with Safe, Efficient and Low-Carbon Energy Solutions in the Digital City

Company Profile

- Established in 1993, ENN is one of the leading private clean energy distributor in China
- ENN's principal business includes investing in constructing, operating and managing gas pipeline infrastructure in China; marketing and distributing pipeline gas, LNG and other diverse clean energy products; providing digital intelligence services related to low-carbon integrated solutions for clients; and developing diversified value added businesses centered around household customer demands.
- ENN was listed on the GEM in 2001 and transitioned to the Main Board of HKEX (stock code: 2688) in 2002

Key Business Segments

Retail Gas Sales Business	Integrated Energy Business	Energy Trading	Construction & Installation	Value Added Business
				
<ul style="list-style-type: none"> Sell piped gas to residential and C/I users Construct and operate CNG/LNG gas refueling stations 	<ul style="list-style-type: none"> In accordance with customers' requirements, offer diverse energy products derived from locally accessible sources, and tailor integrated energy solutions 	<ul style="list-style-type: none"> Develop energy trading business by capitalizing on the advanced dispatch system, logistics fleet and upstream resources 	<ul style="list-style-type: none"> Conduct gas pipeline construction and installation for residential and C/I users 	<ul style="list-style-type: none"> Smart kitchen products, heating products, and security products Energy-saving technologies, process modifications, and equipment maintenance services



Business Landscape

As of 31 December 2024, ENN Energy provided energy services to **31.38 mil** residential households and **270,943** C/I customers in **21** provinces, cities and autonomous regions.

261 city gas projects in operation, serving **143 mil people**

356 Scalable IE projects in operation
50 Scalable IE projects under construction

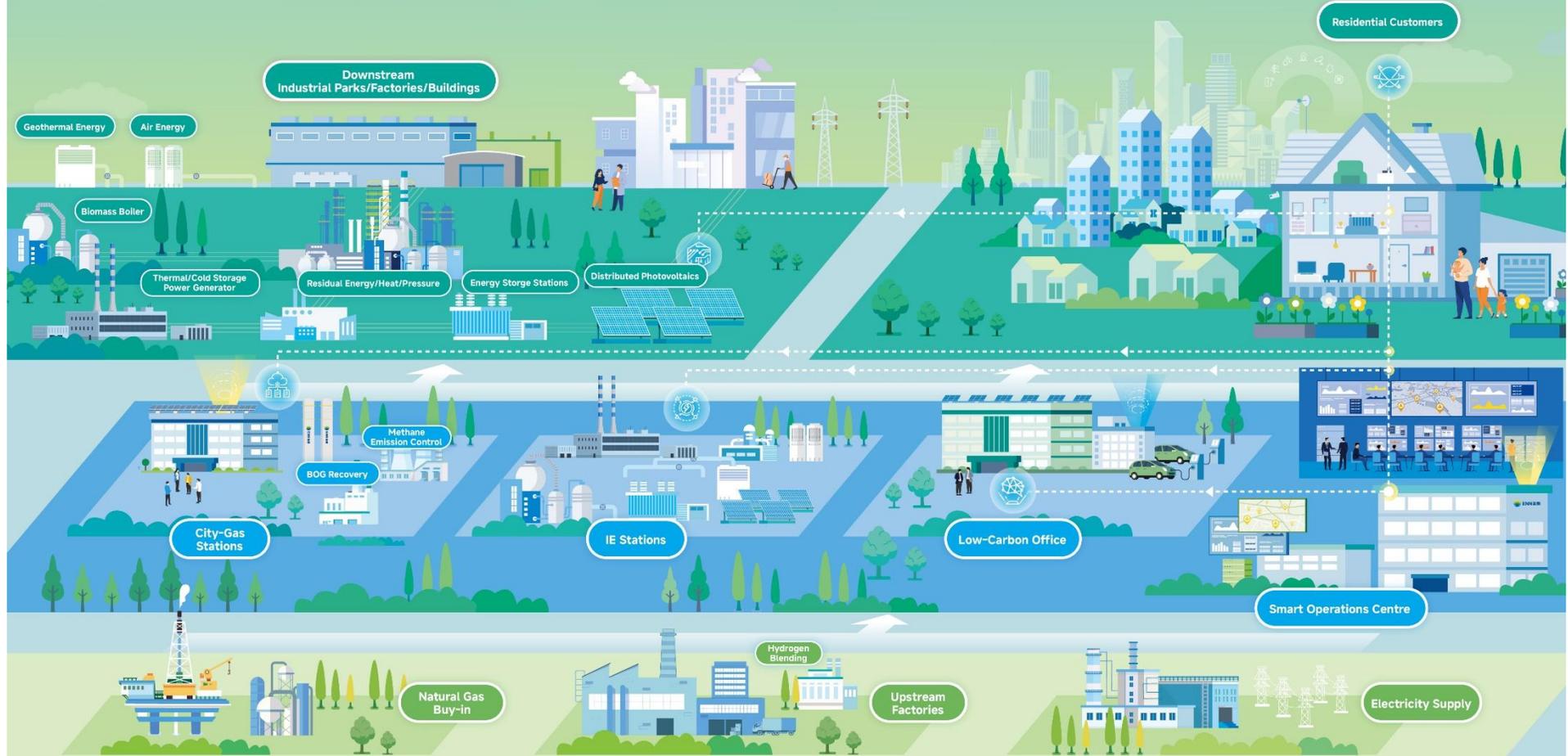
Revenue amounting to RMB **109.85 bn** in FY2024
Total assets over RMB **103.22 bn**



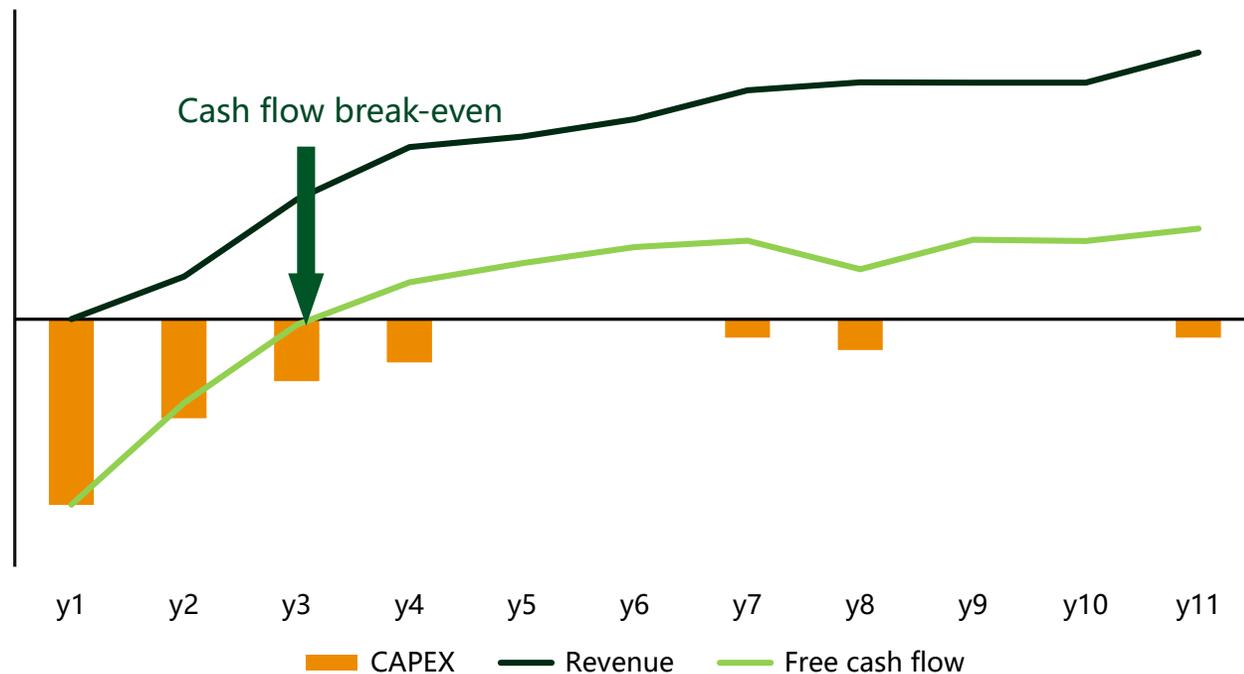
Decarbonisation Action 2030 Panorama

Since the first release of the Decarbonisation Action 2030 – The Journey to Net Zero (hereinafter referred to as "the Decarbonisation Action (2021)"), ENN Energy Holdings Limited (hereinafter referred to as "ENN Energy", "the Company" or "We") has actively taken actions to make the most of opportunities. For the Company's self-decarbonisation, we have been working to drive the communication and implementation of the sustainable development concept, enhance our capabilities in stimulating green business growth and achieving low-carbon transition in our daily operations. For building a low-carbon society, we have been understanding customers' insights, and relying on city-gas and integrated energy (IE) businesses to provide diversified low-carbon solutions. Meanwhile, we have been enriching the value added products and services and upgrading the digitalisation of our products to activate the value of existing customers. We continue to collaborate with the upstream and downstream business partners to support the "Dual Carbon" (carbon peaking and carbon neutrality) goals and assist the construction of a beautiful China.

● Upstream Value Chain
 ● Self-Operation
 ● Downstream Value Chain



Typical Industrial Park IE Project - Cash Flow Projection*



*Note: This forecast is derived from theoretical model simulations and does not constitute a commitment or guarantee of future actual cash flows.

1. Stable & Recurring Income

- Integrated energy solutions reduce customers' overall energy bills by **10%**
- Selling the types of energy customer need increases their stickiness

2. Rapid Cash Flow Generation

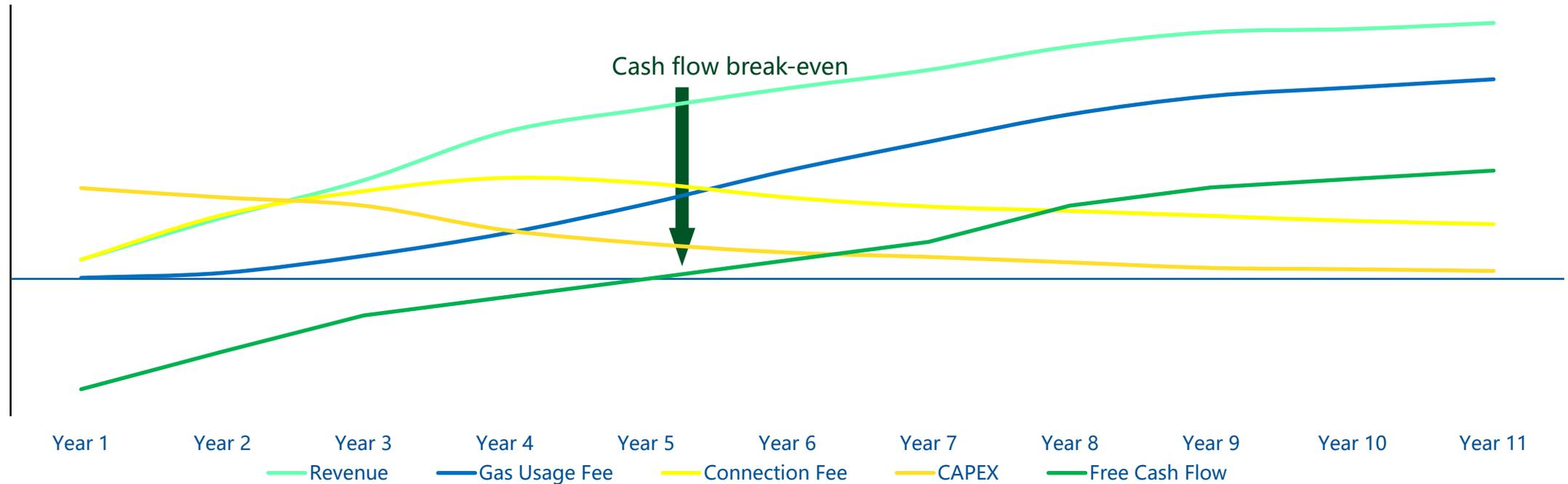
- Capex are invested by stages depending on the number of customers and their energy consumption scale
- Our projects are mostly industrial parks with existing customers, once the energy stations are completed, energy sales can be generated
- Payback period: **7-8** years

3. Low Risk

- Diversified customer base in industrial parks helps reduce cyclical risks of certain industry
- Sign minimum energy offtake volume and establish automatic passthrough mechanism with customers
- Market-oriented business model with low regulatory risk

Simplified Model for a Typical City Gas Project*

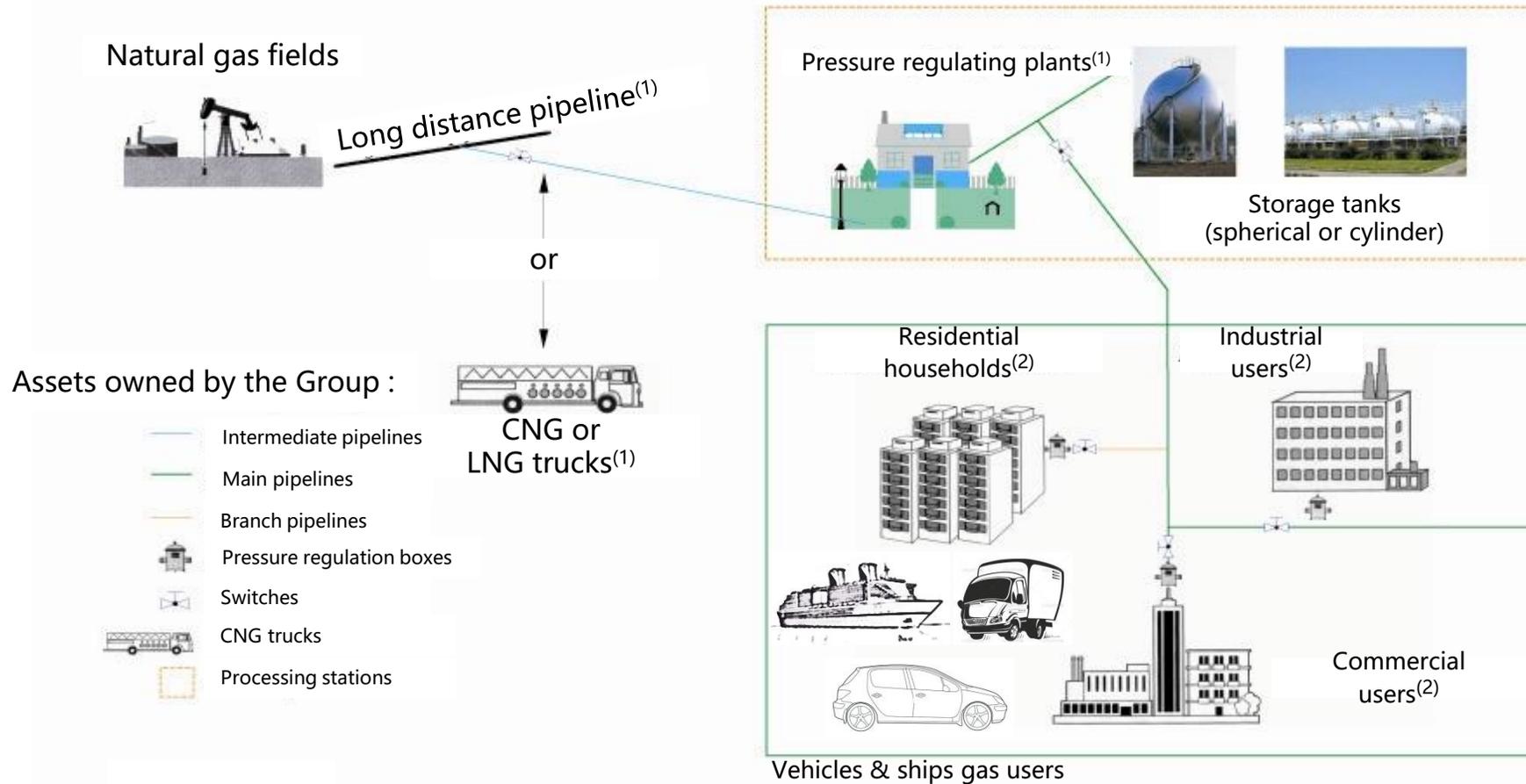
Revenue/Cost



- Connection fee dominates in early years when the project companies are signing up new customers
- Gas usage increases as projects mature, becoming the major source of recurring income
- Prior to the completion of the whole pipeline network in cities, revenue will be generated as soon as gas supply becomes available in certain districts. Each connection contract normally takes 6–12 months to complete
- In general, gas projects would generate positive free cash flow after 5 years of operation

*Note: This forecast is derived from theoretical model simulations and does not constitute a commitment or guarantee of future actual cash flows.

Gas Delivery Process

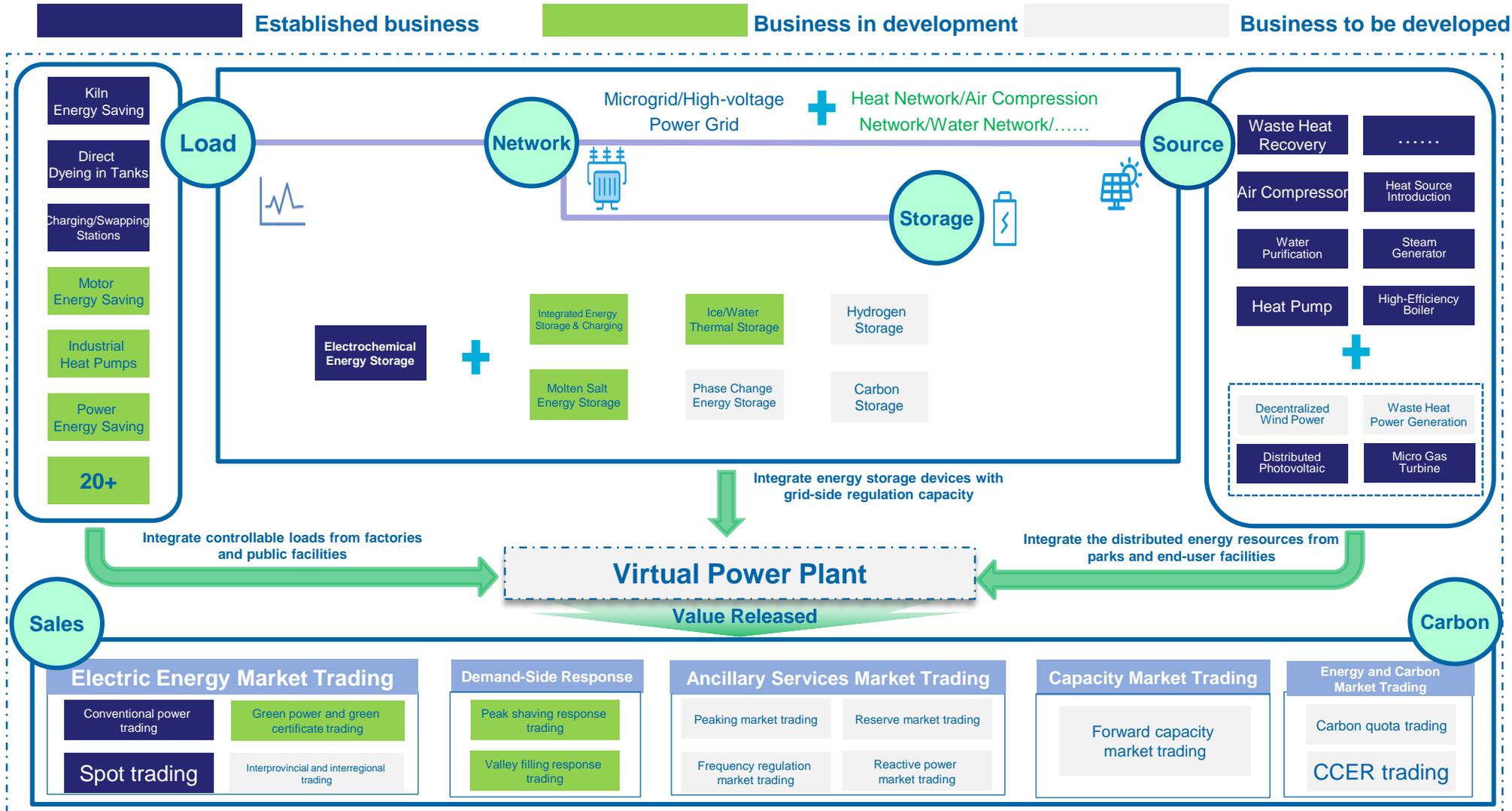


Note:

(1) Gas delivery using either intermediate pipelines or CNG or LNG trucks

(2) Customers' pipelines ad metres which the Group does not own are within the customers' premises and not highlighted in this diagram

Leveraging Intelligent Technologies to Establish an Integrated Capability of Load-source-network-storage-carbon-sales-intelligence



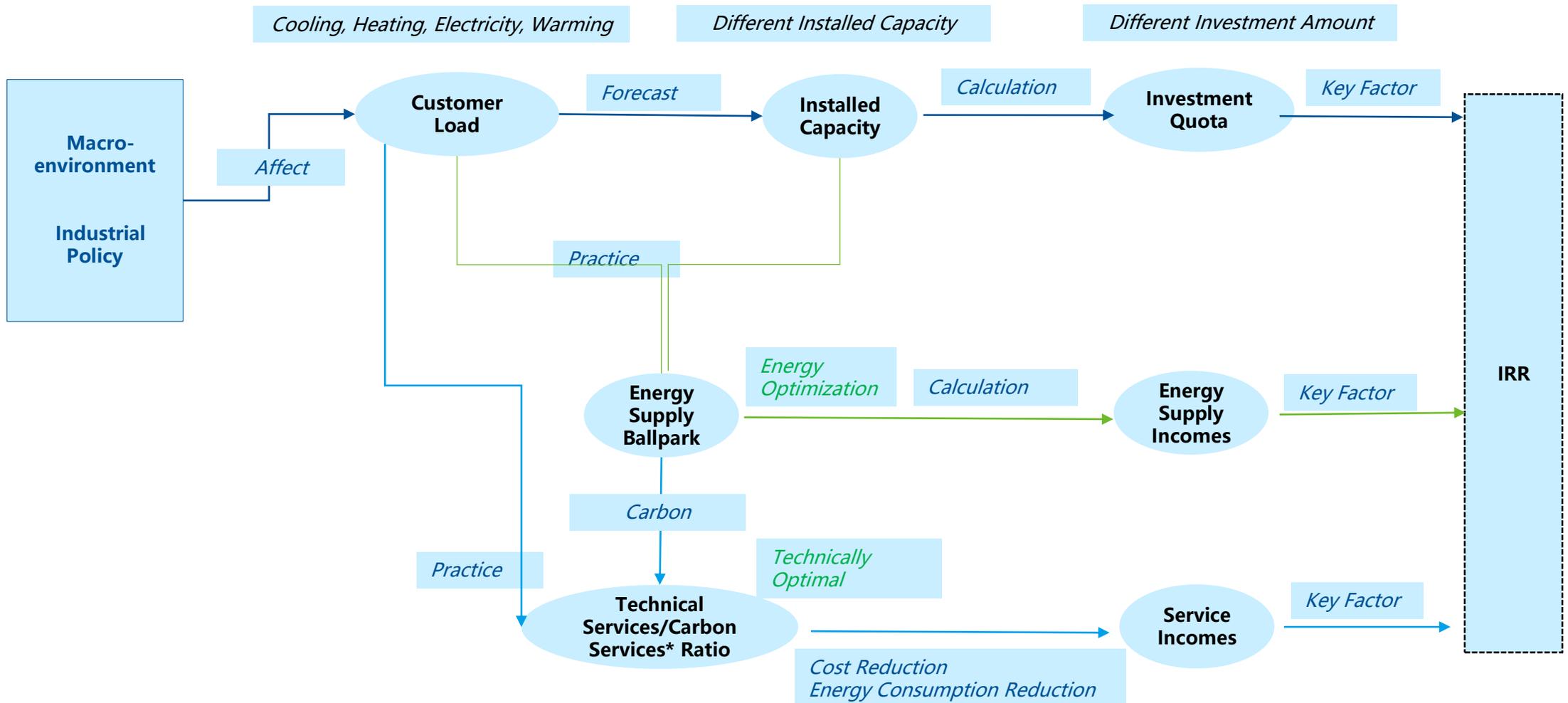
IE Intelligent Operation Center:

- Achieve an upgrade from "informatization+" to "intelligent capabilities", using intelligent assistance as a platform to transform various aspects of IE operations

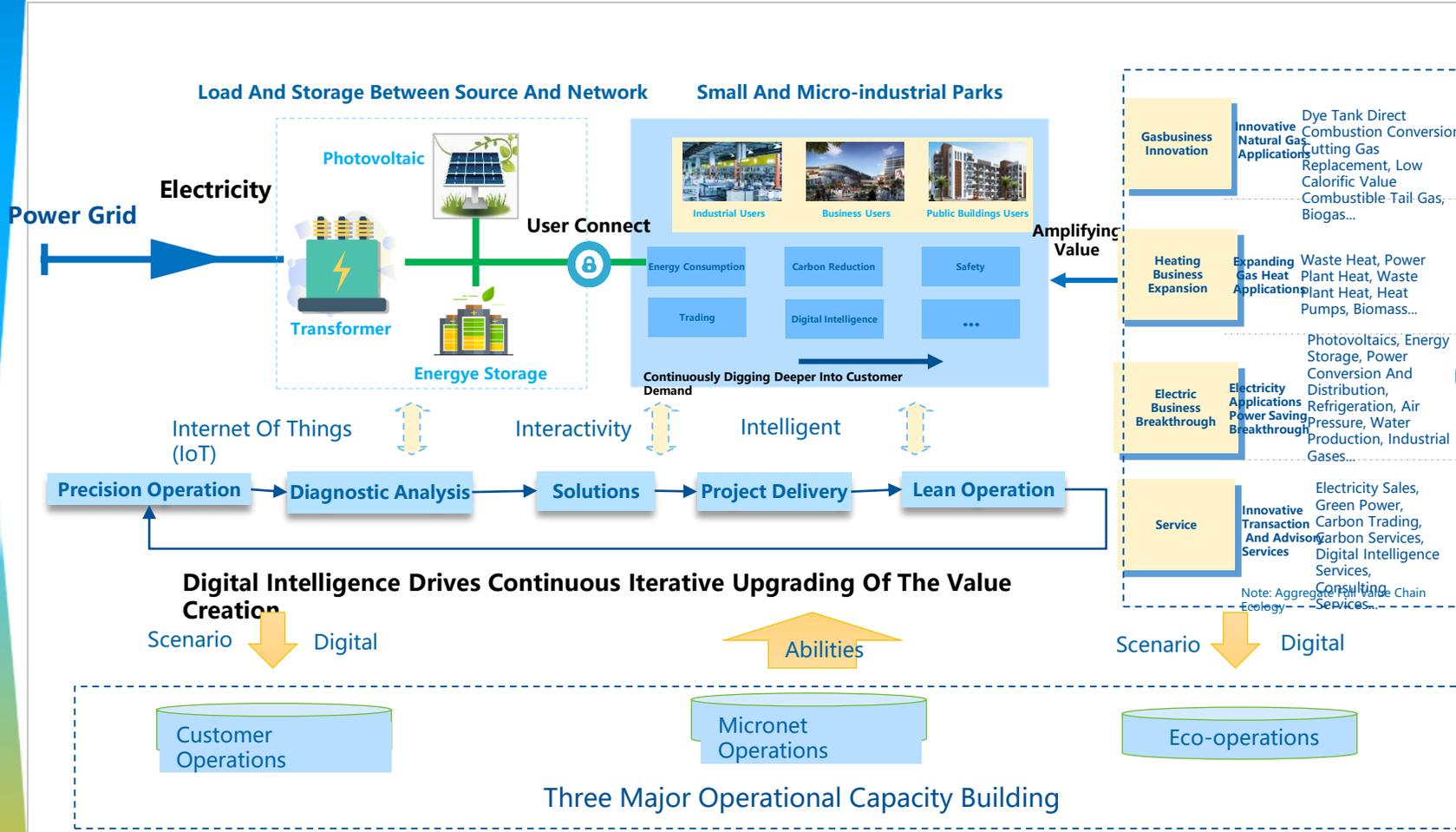
Capability Center:

- Focus on the integration of supply and intelligence to build a capability center driven by business needs
- Shift away from the supply-side mindset, identify and clarify the capabilities needed to meet customer needs, summarize and refine best practices from the frontlines, and continuously accumulate and iterate intelligent capabilities to build a capability centre

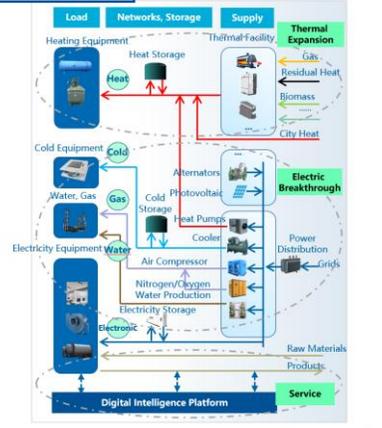
IE Business Logic



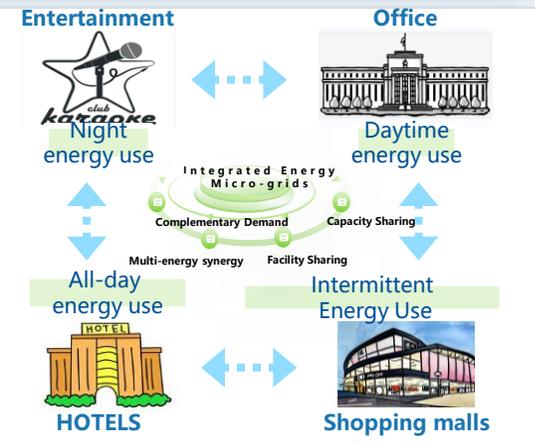
Integrated Energy Micro Grids Promotes Business Upgrades



Single To Multiple Products Load-Source-Grid-Storage



Upgrading Existing Projects



Single Project to Microgrid Multiple Synergies

Value Added Business: Linking Home, Community and Public Services Based on IoT to Innovate Services and Products

New Service



From gas service to families



From families to communities



From communities to public services



New Space

New Connection (IoT)



Disclaimer

This presentation material and any oral discussions accompanying the briefing are provided for your reference only and may contain certain forward-looking statements. These include our intentions, beliefs, or current expectations regarding ENN Energy's business operations, market conditions, financial performance, capital adequacy, specific regulatory frameworks, and risk management measures, based on currently available information. Such statements and expectations are subject to risks, uncertainties, and other factors beyond our control, which may cause actual results to differ materially from those expressed or implied. We caution readers not to place undue reliance on these forward-looking statements when making decisions to hold, purchase, or sell securities or other financial instruments. ENN Energy undertakes no obligation to publicly update any forward-looking statements to reflect events or circumstances after the date of this presentation or to account for unforeseen developments. Past performance is not indicative of future results.

This presentation material does not constitute an invitation or offer to acquire, purchase, or subscribe for any securities or other financial instruments, nor does it solicit any vote or approval in any jurisdiction.

This material is not, and is not intended to be, published, distributed, released, or disseminated directly or indirectly in any jurisdiction where such action would be restricted, unlawful, or in violation of legal or regulatory requirements. You are hereby requested not to transmit, publish, distribute, release, or disclose any part of this material, directly or indirectly, to any other person.

If you have any questions regarding this presentation material or the briefing, please consult your professional advisors.

Investors Relations Contact:

Ms. Karen Liu / Ms. Chelsea Sun / Ms. Emma Yang / Ms. Kaia Qi

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

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