



Energy AG

Investor Relations Presentation
June, 2014



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Why Cogeneration?

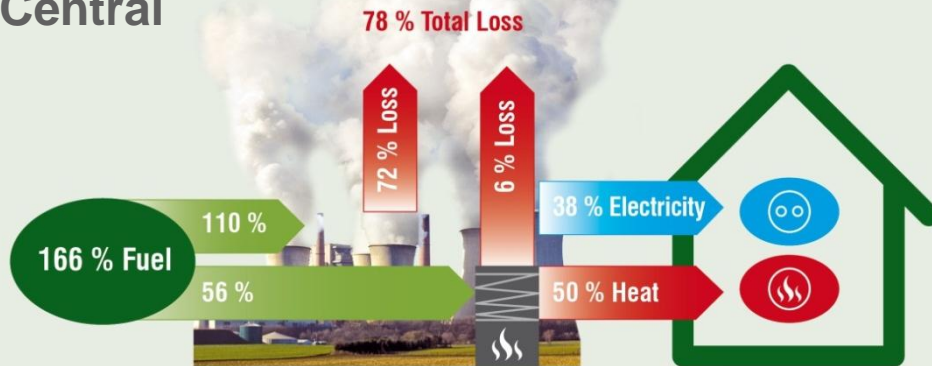
Cogeneration (CHP)

Decentral



Separate Generation (Power Station + Boiler)

Central



Technical Advantages CHP

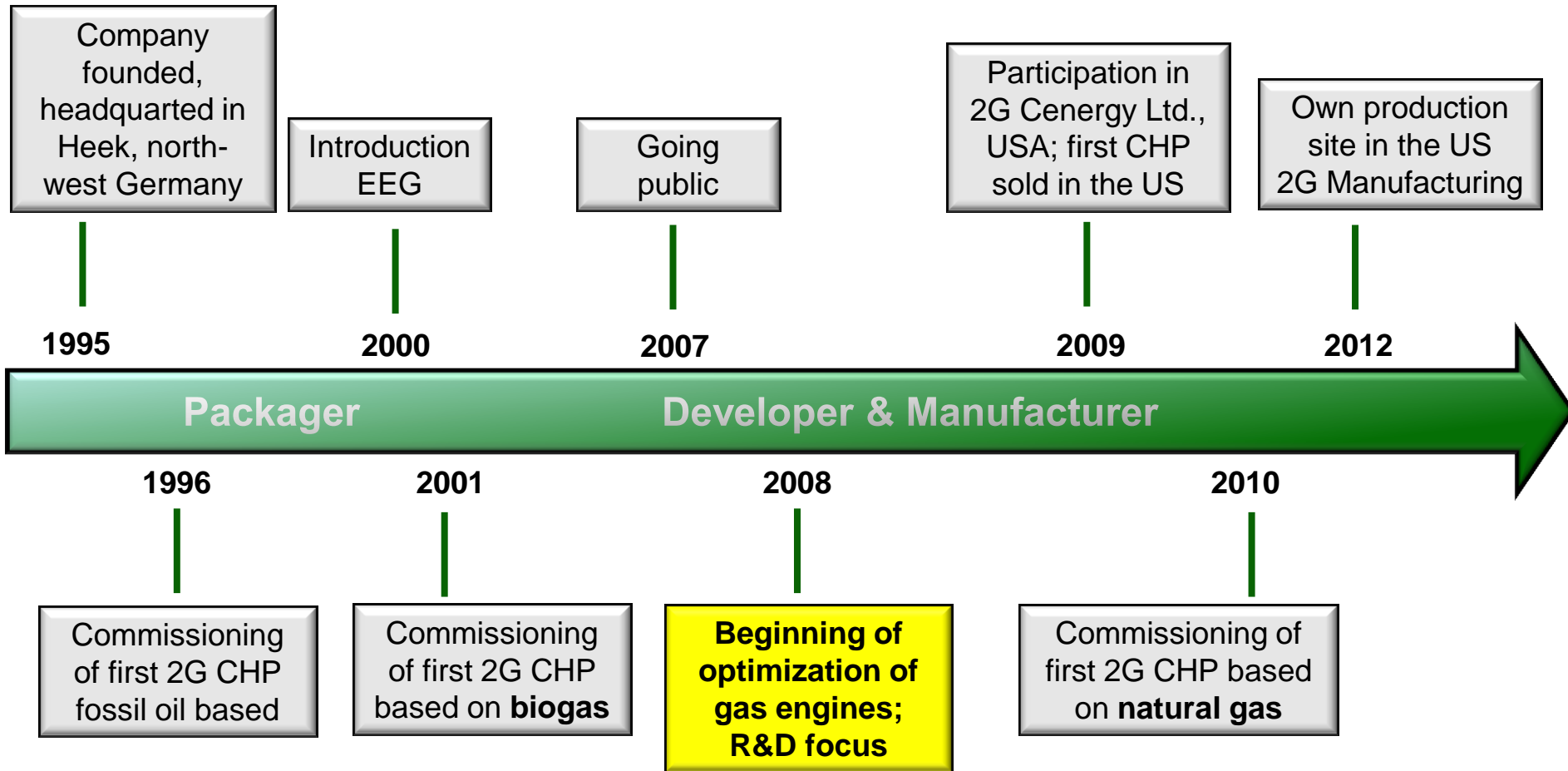
- The heat of the combustion process can be used (up to 90% total efficiency): lower operating costs
- Decentral and highly flexible/steerable and available
- Reliable supply of energy can help to ease grid volatility
- Reduction of CO₂, NO_x, SO₂ emissions

CHP mission

- Transition to an energy supply that is based on renewable energies

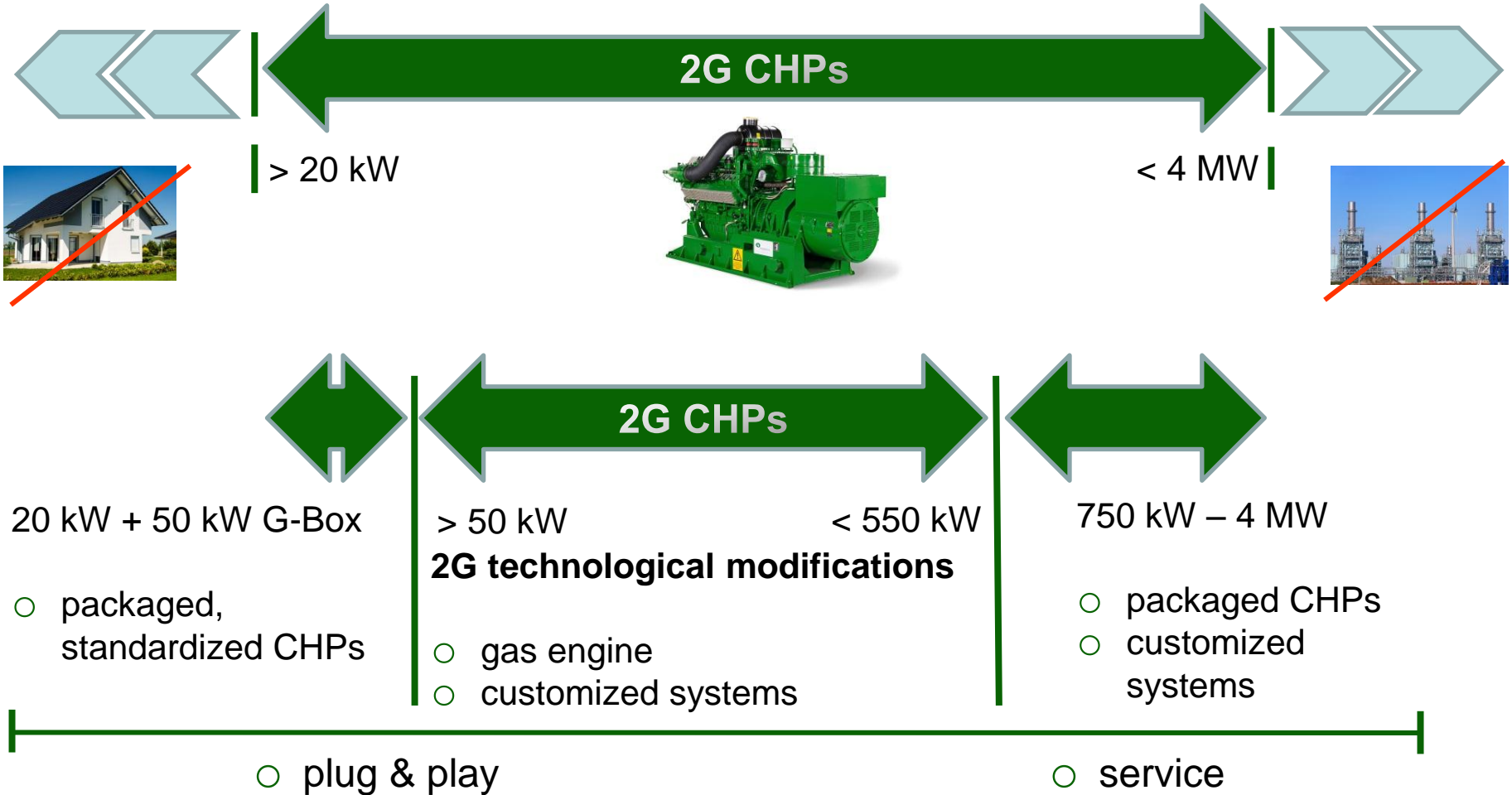


The Company's Milestones





The Company`s CHP capacities





Why 2G?

CHP at its best: electricity, steam, heat and cold combined in one application

- Dairy in Germany ordered a natural gas CHP plant with 1.4 MWe to support it's industrial cheese production

Cold

Heat

Steam



















Electricity





2G company structure



100%	90%	80%	90%	100%	100%	100%	100%	49%
 2G Energietechnik GmbH Foundation: 1995	 2G Home GmbH Foundation: 1999	 2G Drives GmbH Foundation: 2010	 2G Solutions of Cogeneration S.L. Foundation: 2008	 2G Italia Srl Foundation: 2011	 2G Energy Ltd. Foundation: 2011	 2G Polska Sp. z o.o. Foundation: 2011	 2G Manufacturing Inc. Foundation: 2012	 2G Cenergy Power Systems Technologies Inc. Foundation: 2009
 Project planning Sales Production Commissioning Service	 Sales & Service G-Box 20, G-Box 50	 R & D	 S & S	 S & S	 S & S	 S & S	 Production	 S & S commissioning



Competition

CHP ranking 2012 (total installed electrical power in Germany in kW)

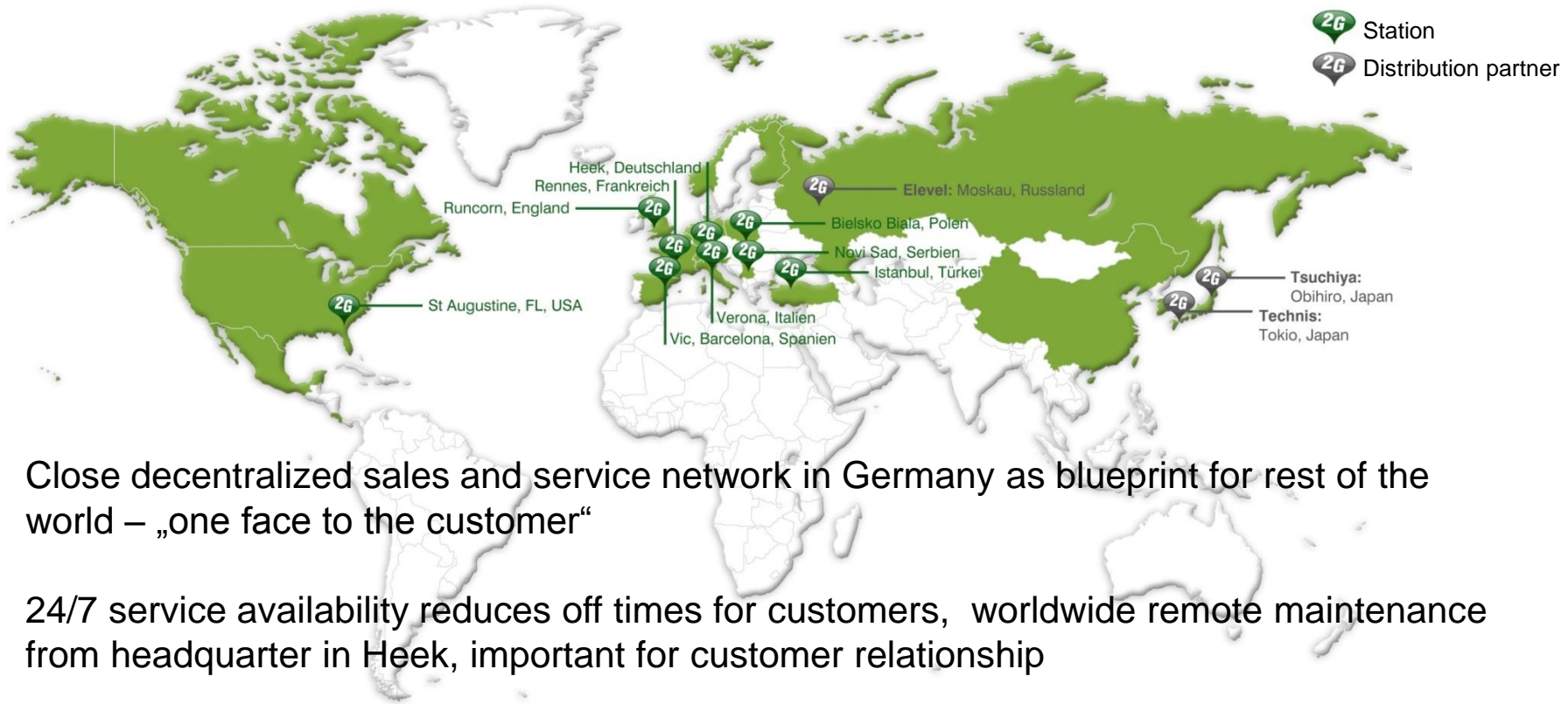
Rank	Company	2012	2011	2010
1 (1)	MWM Caterpillar	234,035	279,923	190,631
2 (3)	GE Jenbacher	158,933	190,853	-
3 (4)	2G Energy	104,958	183,740	94,805
4 (2)	MTU Onsite Energy	80,351	199,846	66,436
5 (15)	AGO	40,450	15,613	16,120
6 (6)	Elektro Hagl	39,275	101,730	-
7 (5)	Schnell	37,249	149,645	99,495
8 (8)	ETW Energietechnik	34,085	27,670	23,274
9 (9)	Zeppelin	29,930	16,717	37,620
10 (14)	ESS (Viessmann)	29,122	72,078	11,800

Source: *Energie und Management*, 15th Nov, 2013



The 2G Group

Sales and Service Network - 4000 CHP plants in more than 20 countries



- Close decentralized sales and service network in Germany as blueprint for rest of the world – „one face to the customer“
- 24/7 service availability reduces off times for customers, worldwide remote maintenance from headquarter in Heek, important for customer relationship
- Service contributes for 22 % of turnover (2013), reaching attractive margins



The 2G Group

Core Competence: Gas Engine Technology (2G Drives GmbH)

- 40 technicians and engineers
- Modification of the combustion process
- Modification of piston geometry (own patent)
- Development of own engine components (spark plugs, valves with rotocap, cylinder heads, gas mixer, top land ring...)
- Development of own CHP periphery (Activated carbon filter, gas cooling,...)
- Individual adaptation of the compression ratio according to gas quality
- A first hydrogen project has been realized





The Right Products

Savings as a result of engine optimization

Non-optimized engine vs. agenitor		
	2G-KWK-250EG	<i>agenitor</i> [®] 406
Electrical power	250 kW	250 kW
Electrical efficiency	37.5 %	42.5 %
Gas consumption	667 kW/h	589 kW/h
Gas price	0.05 €/kWh	0.05 €/kWh
Gas cost per year	200,100 EUR	176,700 EUR
Additional invest agenitor 406		30,000 EUR
Annual savings		23,400 EUR
ROI of additional invest		1.28 years

-> Additional CO2 savings through less gas consumption: 95 tons per year



Why Cogeneration?

Fields of application



Sewage Plants



Contracting



Public Utilities / Utilities:
District heating



Apartment Houses
Hotels, Schools,
Universities, Retirement Homes etc.



Swimming Pools



Wholesale,
supermarkets,
commerce



Hospitals,
public buildings



Automotive



Food industry



Data center



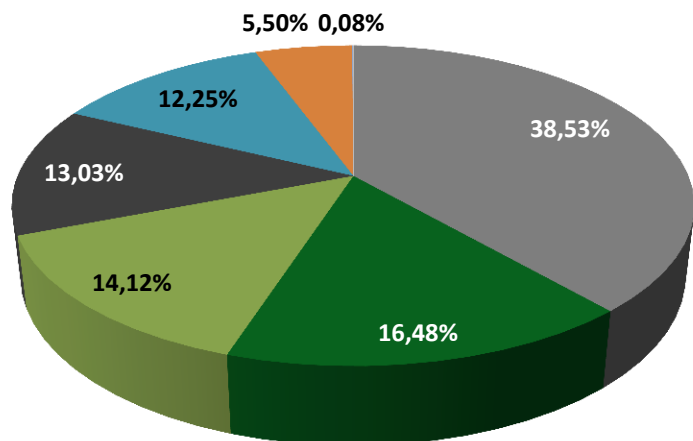
Biogas Plant
builder, farmer



Types of Customers

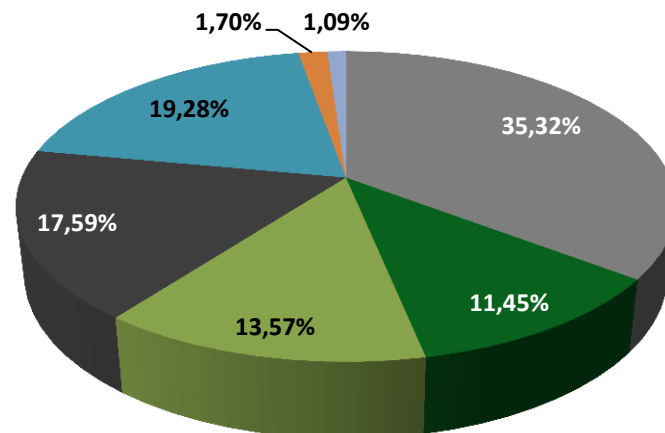
Share in revenues of customertype

2012



- Reseller
- Daughter companies
- Industry
- Utilities
- Farmer
- other
- Municipalities

2013





Broad Range of Customers

Focus on customer types for natural gas market

Utilities



- Forced to change their business model towards decentralized energy
- Looking for secure, steerable, decentral CHP solutions

IPPs / municipalities



- Keen to erect own energy supply sources, e.g. buying back of grids
- Independency from utilities' pricing power; sustainable energy supply for consumers

Industry & commerce



- Efficiency of CHP is key to provide electricity, heat/cold, steam in production processes
- Want to become independent from utilities as suppliers & improve carbon footprint



Market Driver

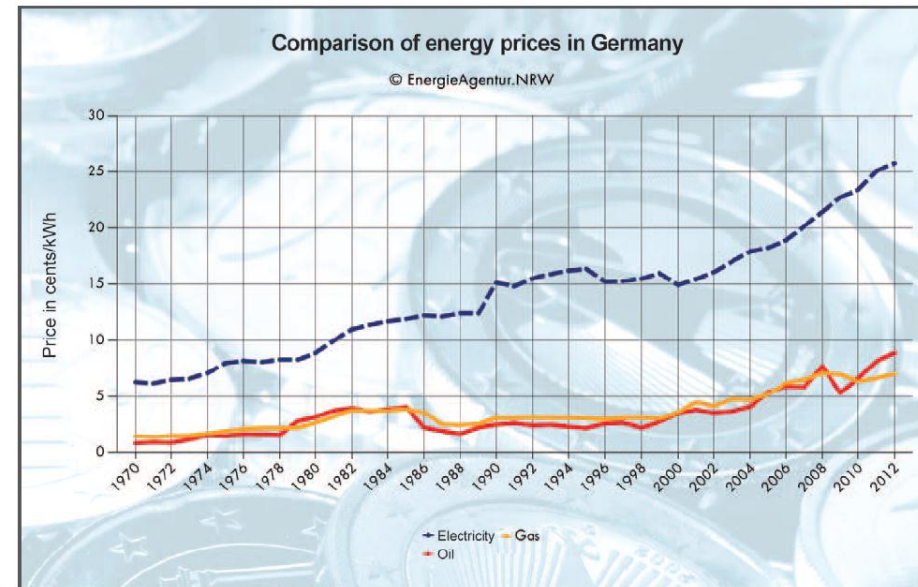
Natural Gas

- Business independent from subsidies
- Shale-gas-exploration shall provide energy supply at moderate price levels
- Existing gas grid infrastructure saves energy transports and provides security of energy supply
- Among fossil fuels natural gas holds the lowest CO2 emissions and the highest efficiency (climate protection)

Biogas

- EEG changed role of biogas within German energy mix: from base load to flexible, steerable power supply (power management)
- Internationally still solid demand
- Demand for other lean gas CHP plants like land fill gas, sewage gas

CHP plants play a pivotal role in virtual power plants

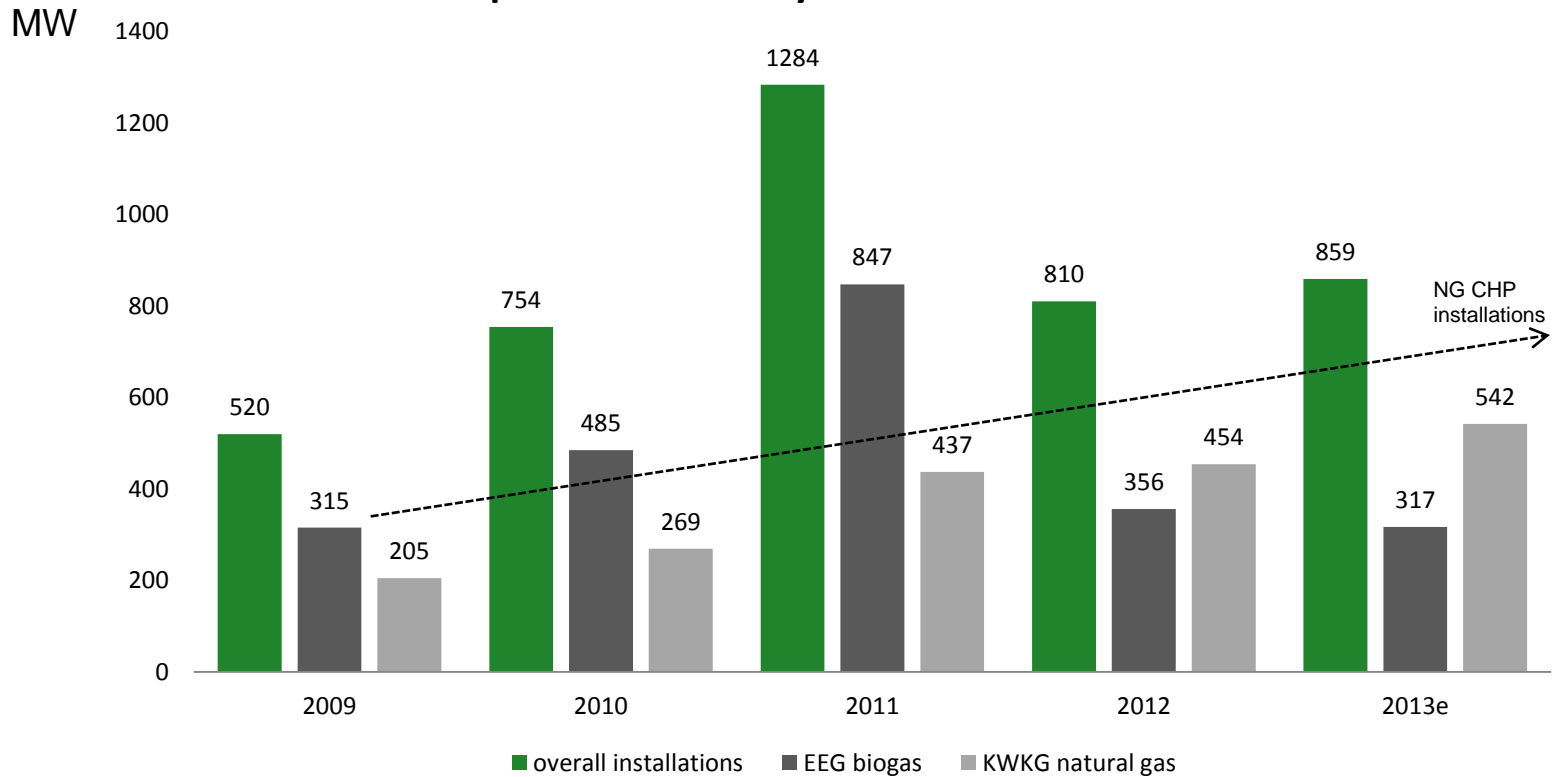




Market Driver

Development of biogas & natural gas CHP market in Germany

Sales of CHP plants in Germany in MW 2009-2013e

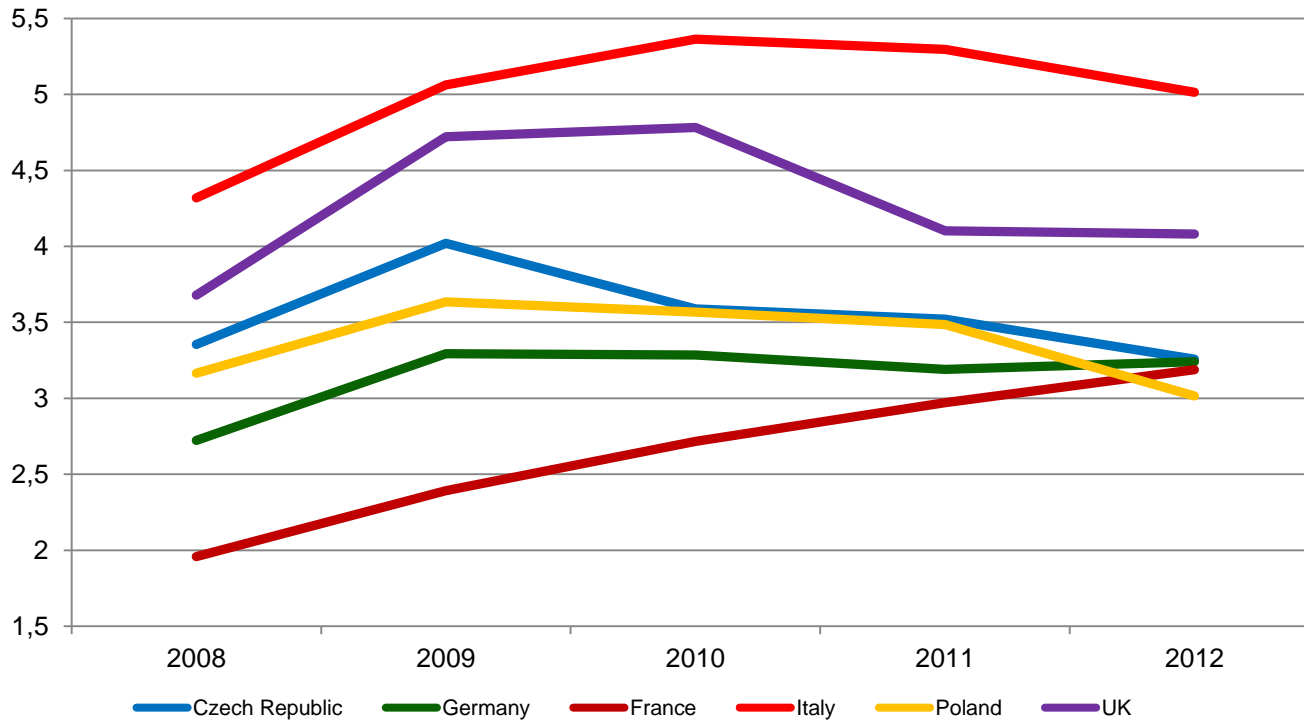


Source: Öko-Institut, Nov. 2013; First Berlin Equity Research



Market Drivers

Attractiveness of spark spread – ratio of the electricity price to the gas price



> 3.5: market
very attractive*

> 3.0: market
quite attractive*

> 2.5: market
becomes interesting*

Calculation is based on annual (net of tax) gas and electricity prices for industrial customers

*Acc. to Delta-EE institut

Source: Eurostat, BMWi, equinet Research

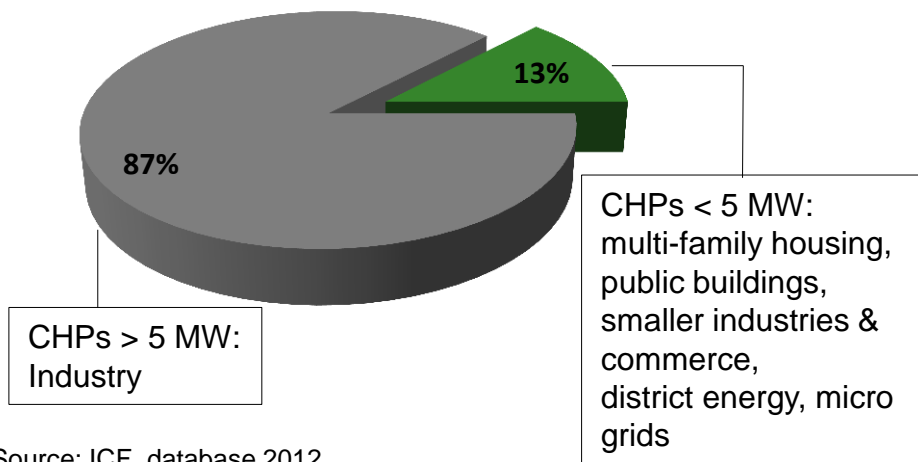


US Market

CHP installations

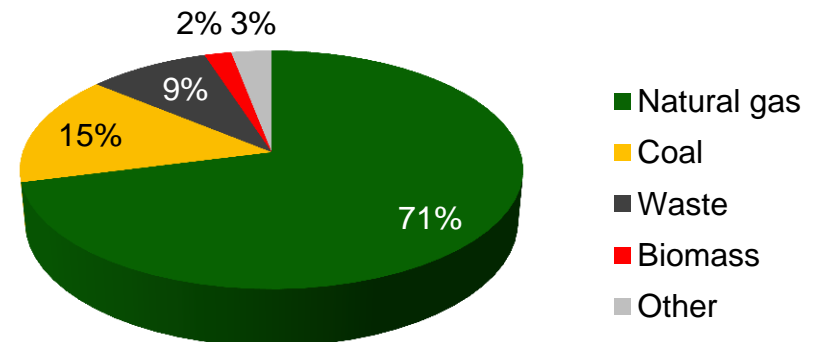
- 4,100 CHP installations with cumulative capacity of 82 GW (as of end 2012)
- Represents 8% of US capacity for power generation; due to higher availability CHPs provide 12% of annual US power generation

US CHP capacity & application



Source: ICF, database 2012

CHP capacities acc. to type of fuel





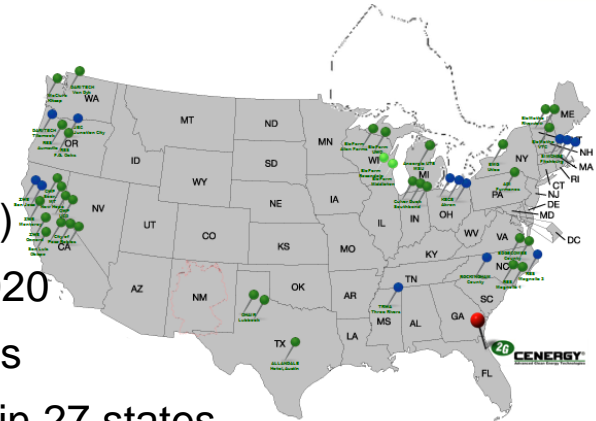
US Market

Support from federal government

- White House Executive Order: 40 GW by 2020
- Climate Action Plan: CO₂ reduction by 17% until 2020
 - EPA: stronger emission standards for new & old power plants due June 2014
- Investment Tax Credit (ITC) for CHPs until end of 2016 which reduces the tax base of CHP owners

Support from state governments

- 43 states have set Renewable Portfolio Standards (RPS)
 - e.g. California: 33% power out of renewables by 2020
 - CHP approved to contribute to set goals in 24 states
 - Standards for energy efficiency for utilities in place in 27 states



Natural catastrophes

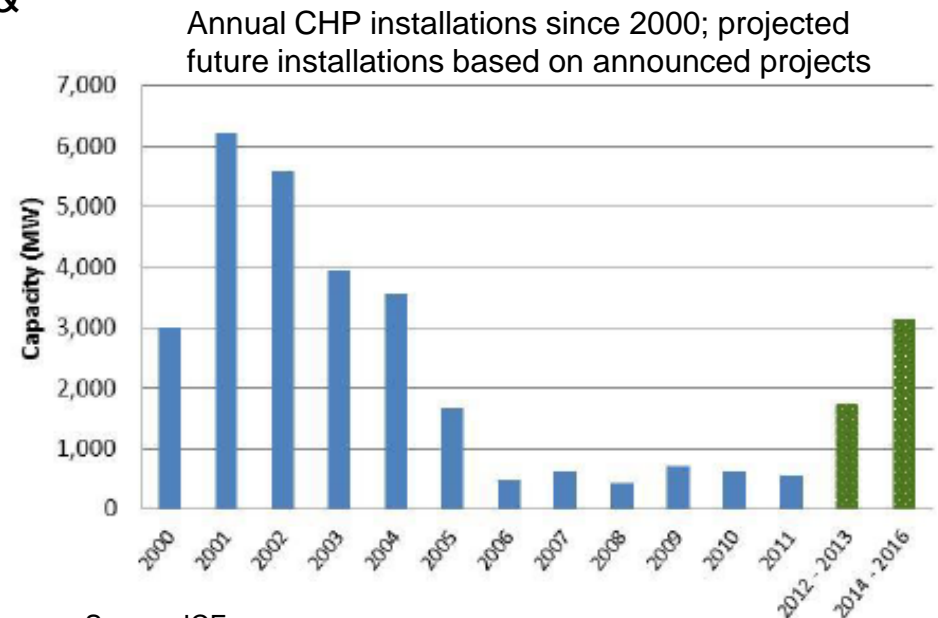
- e.g. hurrican Sandy drive companies & public administrations to invest in independent micro grids, district energy driven by CHP
- Focus on energy reliability (availability, durability, controllability)



US Market

Emerging Drivers for CHP

- Benefits of CHP recognized by Federal and State policymakers
- Spark spread strongly supports the economic calculation of CHP plants
- Game changing outlook for natural gas supply and price in the US
 - Returning industries (new chemical & industrial plant settlements)
 - Gas prices predicted to stabilize in a range of 4 to 6 \$ p. mmBtu*
- Opportunities created by environmental drivers
 - e.g. ICI Boiler MACT
- Replacement of old infrastructure (NIPP)
 - decentralized, independent power supply; microgrids, district energy
- Biogas: Food waste treatment (30 US \$ per ton subsidy) + fertilizer



Source: ICF

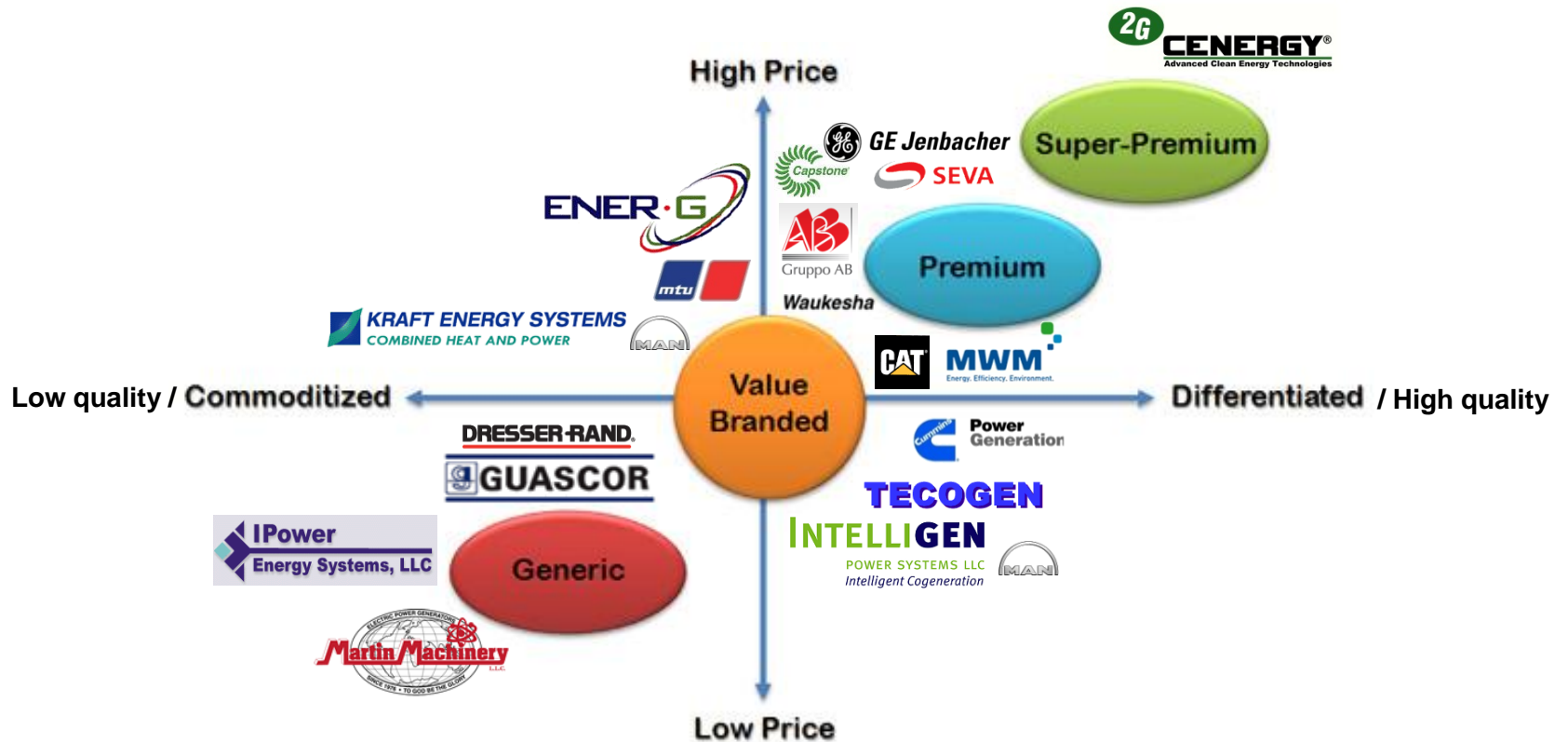
* mmBtu: million British thermal units, 1 mmBtu = 28.2637 m³



US Market

US competitors

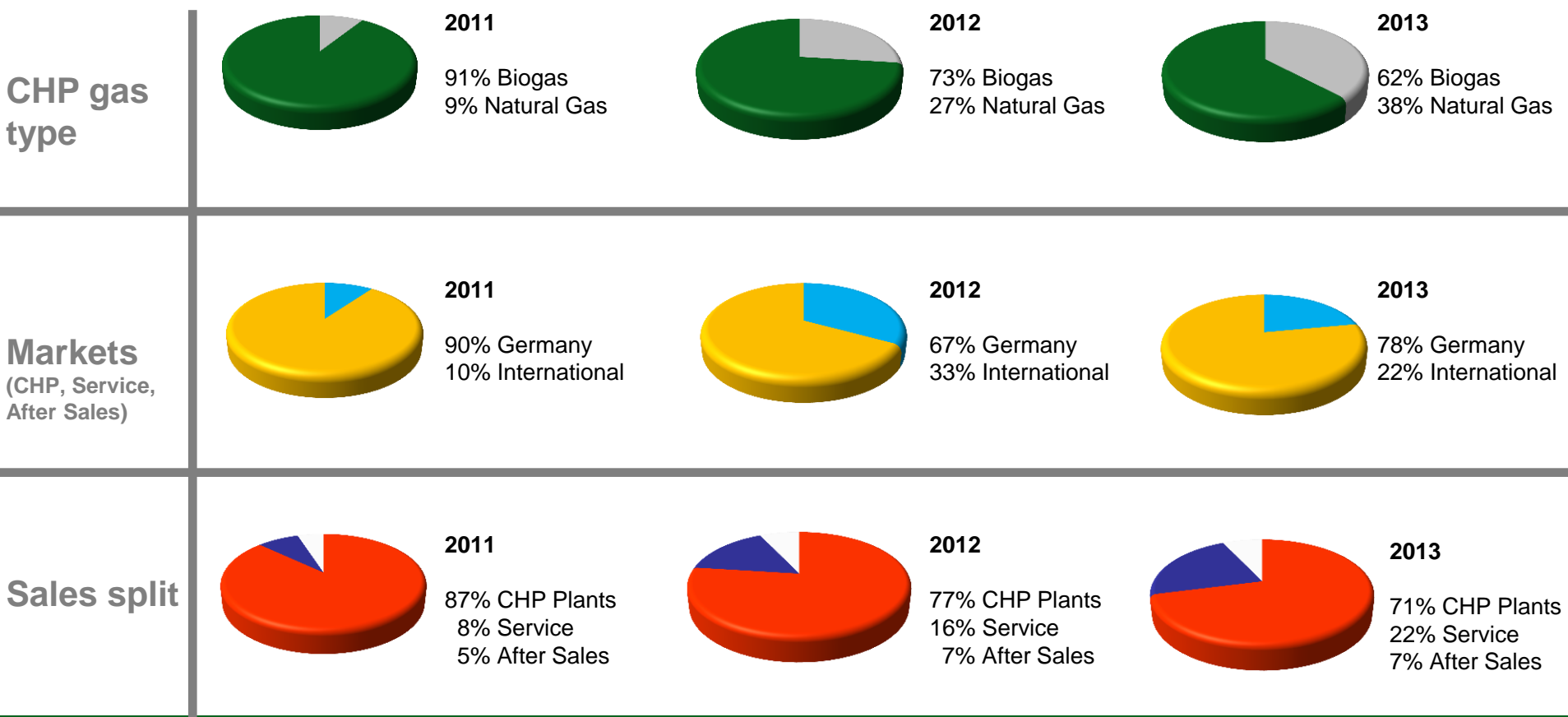
- 2G is an established super premium supplier in the US





Financials

Sales Comparison: 2011 / 2012 / 2013

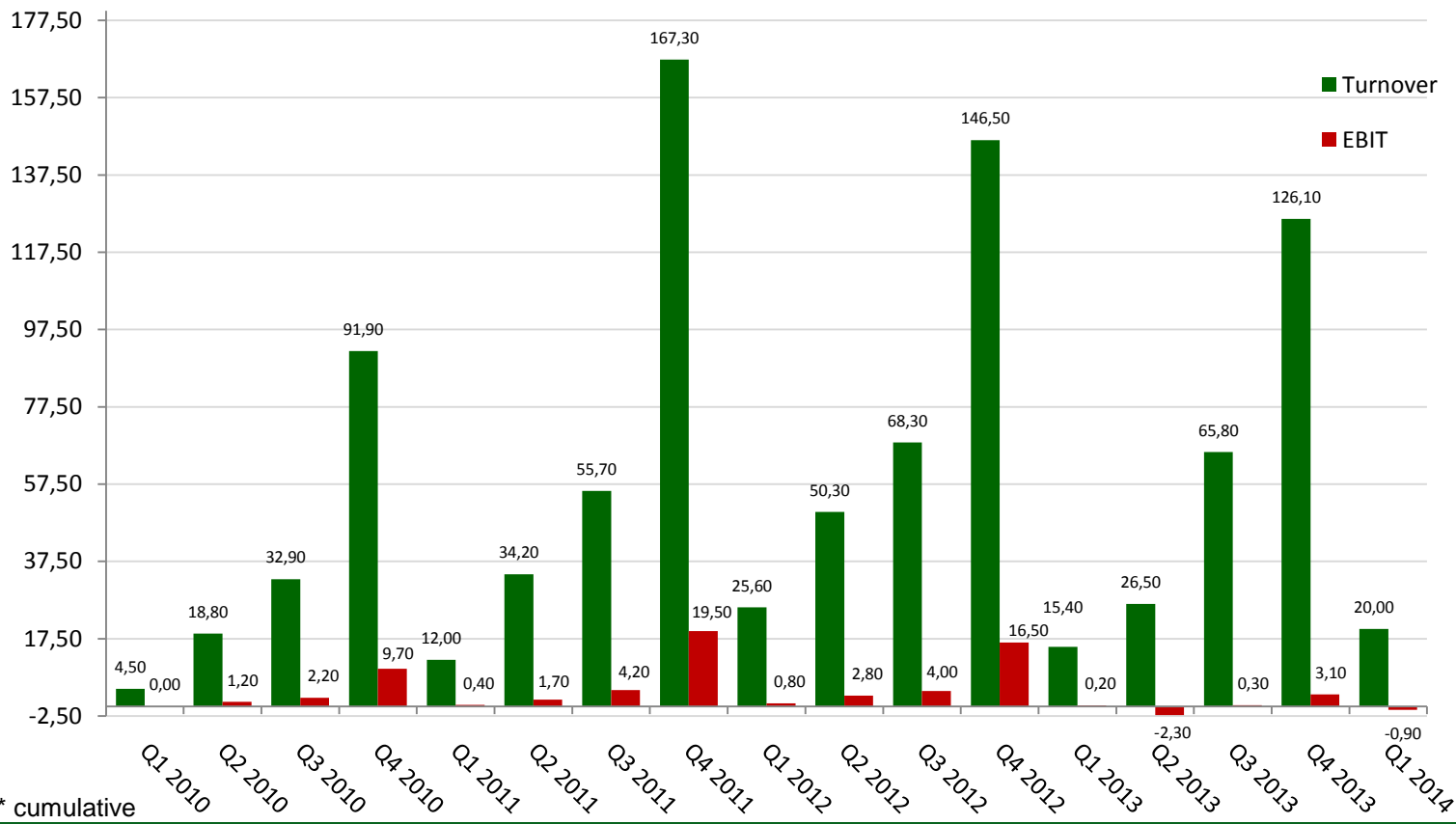




Financials

Quarterly* development of turnover and EBIT 2009 – 2014

in mio. Euro



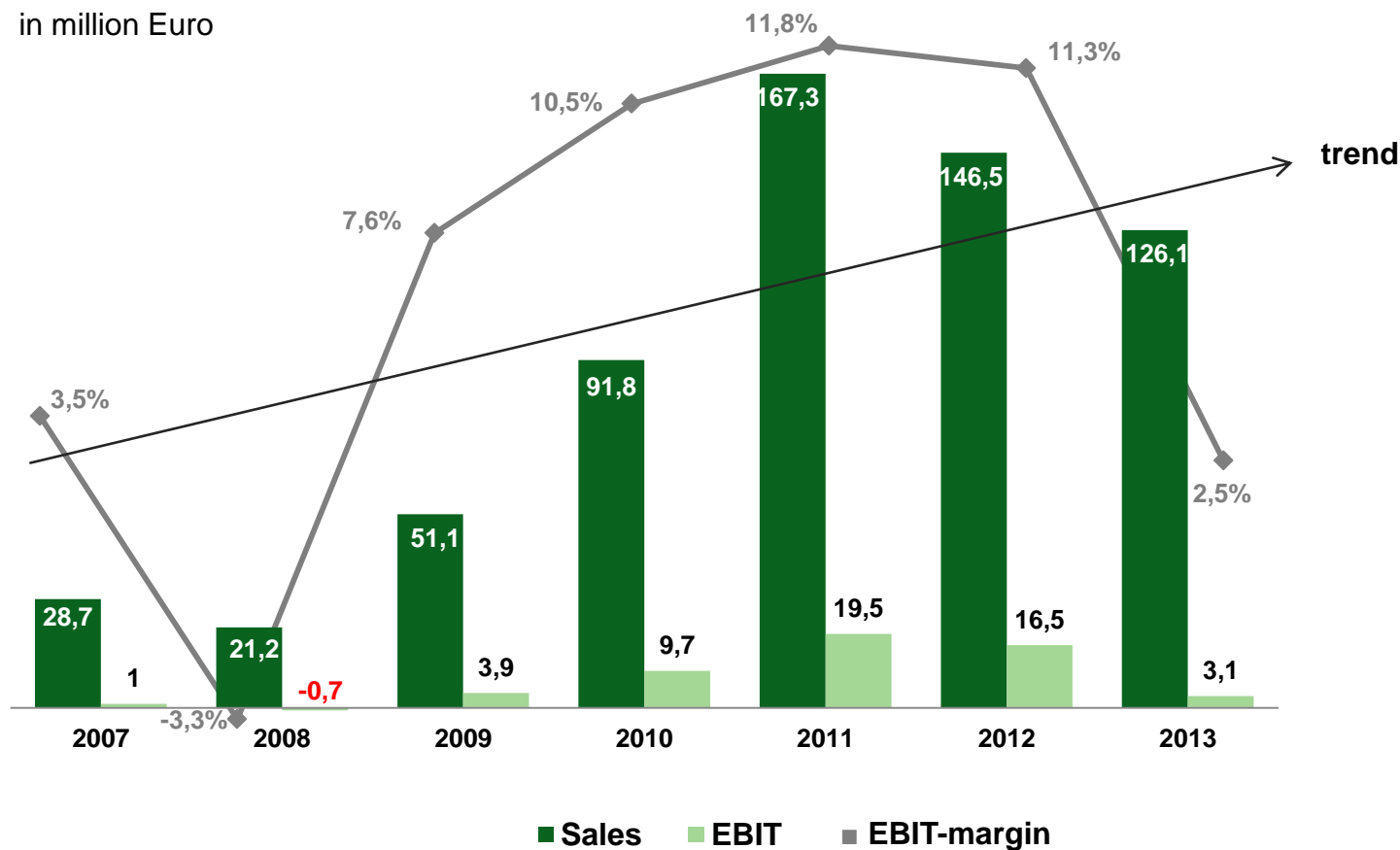
* cumulative



Financials

Development of sales and EBIT 2007 - 2013

in million Euro





Financials

Key figures

	31 Dec. 2013	31 Dec. 2012	31 Dec. 2011	31 Dec. 2010	31 Dec. 2009
EBIT margin	2.5%	11.3 %	11.8 %	10.5 %	7.6 %
Equity ratio	53.2 %	50.4 %	45.3 %	49.8 %	47.8 %
Return on equity	2.2 %	23.7 %	35.6 %	26.3 %	17.4 %
Cost of material ratio	70.5 %	65.4 %	75.3 %	76.7 %	81.4 %
Cost of personnel ratio	15.6 %	12.2 %	6.7 %	7.5 %	8.2 %



Outlook

Targets

- Establishing the 2G brand in national and international markets
- R&D activities remain a crucial part of 2G's business model
- Offering assessable solutions for demanding energy supply – decentralized, flexible and efficient CHPs
- Looking for strategic cooperations for the international sales & services activities
- Focus on Europe and Americas





Investment Case

2G Energy AG: successful, international niche player

- CHP manufacturer (no packager), already approx. 50% of own modified gas engine solutions are sold annually
- existing market entry-barriers
- R&D of high importance to improve efficiency, diverse patents
- own developed control electronics & software
- own production sites in Germany & USA
- tight, own service-network
- 2G sells plug & play solutions
- strong balance sheet, founders own more than 56 % of shares



Thank you for
your attention!

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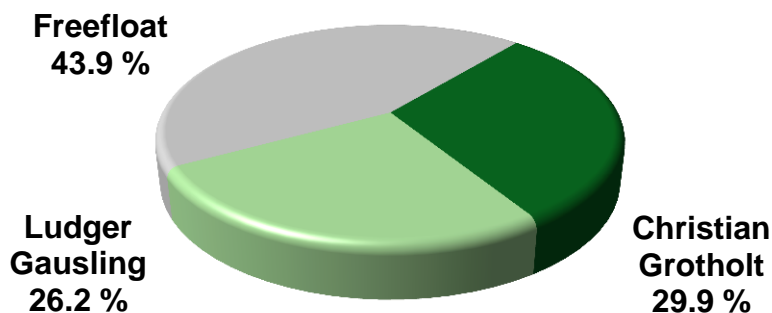
Web: www.2-g.com





Appendix - 2G Energy AG Share

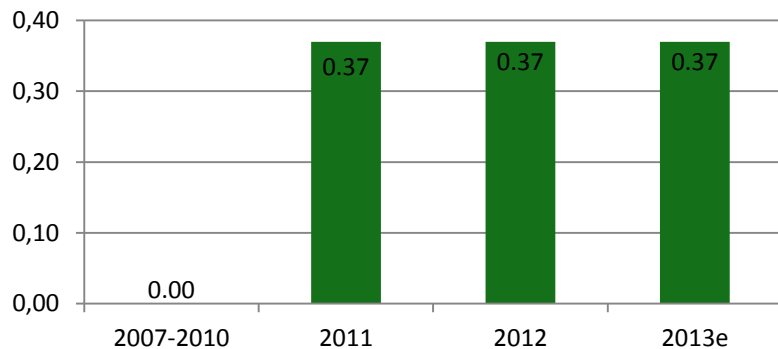
Shareholder structure



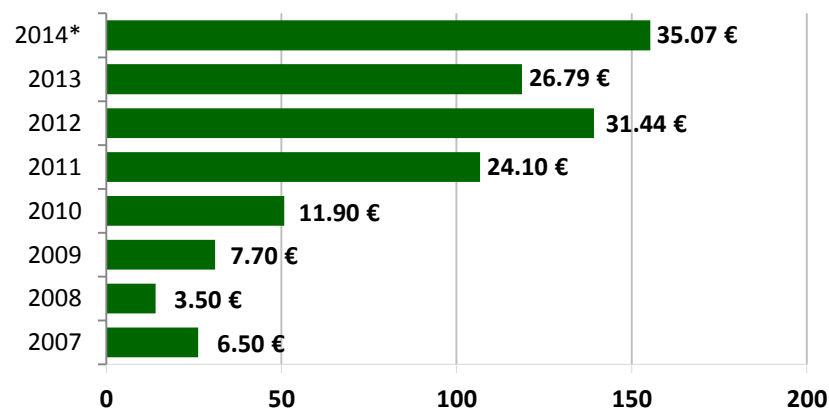
Equity capital 4,430,000 €

Listing: Entry Standard, Open Market
 IPO: July 2007
 ISIN: DE000A0HL8N9
 Reuters RIC: 2GBG
 Bloomberg: 2GB GY Equity

Dividends in € 2007 - 2013e



Marketcap as of 31 Dec. & closing price

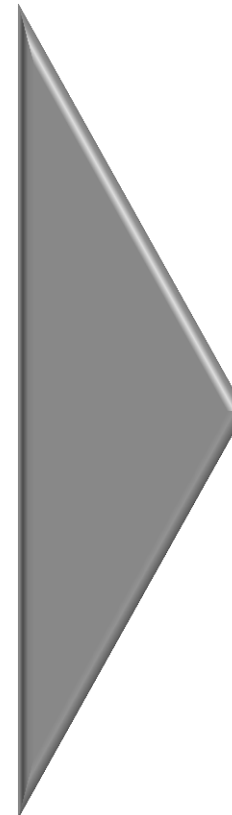
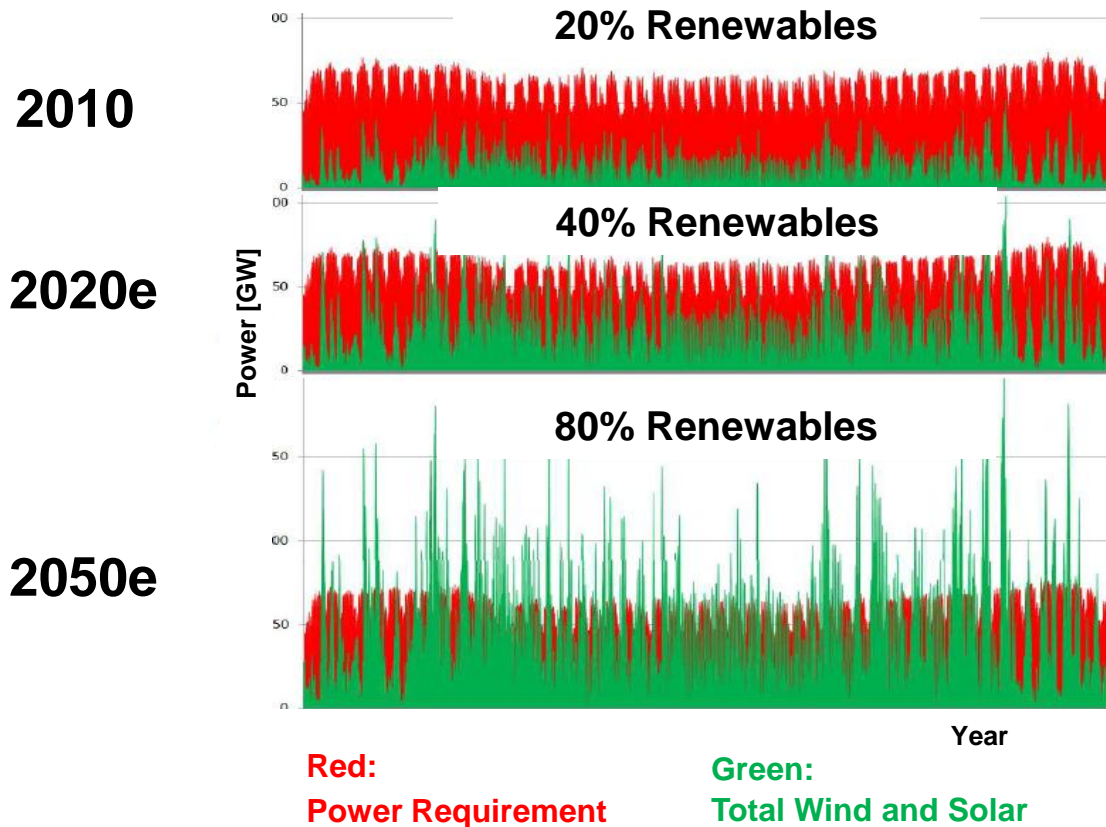


*XETRA Closing price 12. May 2014



Appendix - Situation in Germany

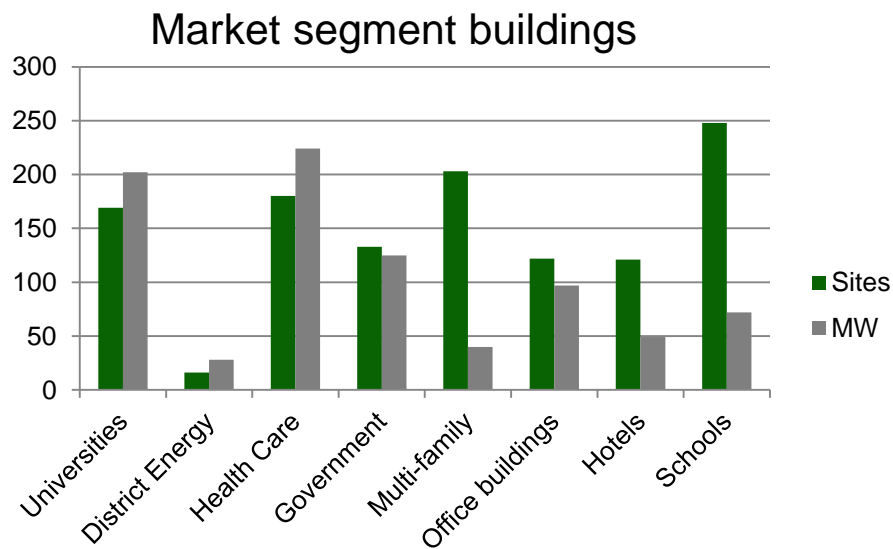
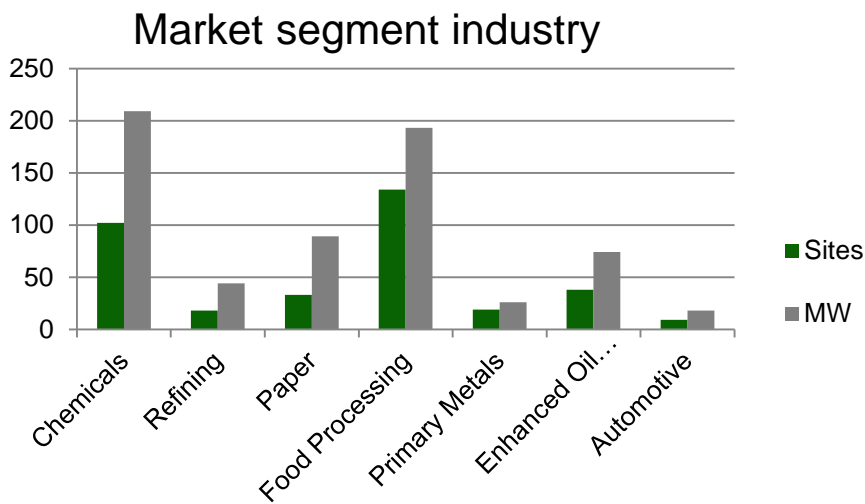
Changing Role of CHP technology – Based on Demand





US Market

Existing CHP installation base < 5 MW



Source: ICF, database 2012



The Company`s CHP product range



filius[®]

**Biogas
Landfill gas
Sewage gas**



generally electricity driven

Natural gas



generally heat driven



G-Box

typical customers



- Farmer
- Recycling entities
- Municipalities



- Housing industry
- Industry
- Utilities
- Public utilities



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