



ENN 新奥

ENN Energy Holdings Limited

9M22 Operational Update

Company Presentation

28 October 2022

1Q-3Q Highlights

MSCI ESG Rating Upgraded to **AA**

Retail Gas Sales Volume Up **4.4% to 18,832 mil m³**

Integrated Energy Sales Volume up **29.5% to 18,208 mil kWh**

Added **14.85 mil m³** Installed Daily Capacity for C/I Customers and
1.526 mil New Residential Customers

Added **41** New Integrated Energy Projects and Citygas Projects

New Customer Penetration Rate of Value Added Business Reached **33%**
and Existing Customer Penetration Rate was **11%**

Improving Safety Management Performance

Adhere to the motto of “risks must be visible, major risks identified and well managed” and deploy intelligent safety operation system

- ❑ **Enhanced Safety Inspection:** Project companies participated in national/provincial governments-led special safety inspection in the first three quarters. During the period, the Company conducted spot check and regular investigations on sites and established a regional regular investigation mechanism to manage hidden risks;
- ❑ **Safety Management Digitalisation:** Introduced a digital security system providing features include compliance & governance management, infrastructure security management, operational safety management and maintenance, capability improvement, and data-based risk indication, in addition to traditional onsite safety supervision and management.

All-scenario Safety Management

- ❑ **Customer-side Hidden Danger Rectification:** Concentrate on investigation regarding customer safety and hidden danger, and rectification for old communities and C/I customers;
- ❑ **Pipeline Management:** Accelerate old pipelines retrofitting to ensure pipelines safety;
- ❑ **Integrated Energy Sites Management:** Investigate and rectify hidden dangers onsite, and improve the operation and maintenance standard system for operational projects; upgrade quality supervision for constructing projects;
- ❑ **Project contract management:** Continuously improve project management, constantly optimise rules and improve project standards.

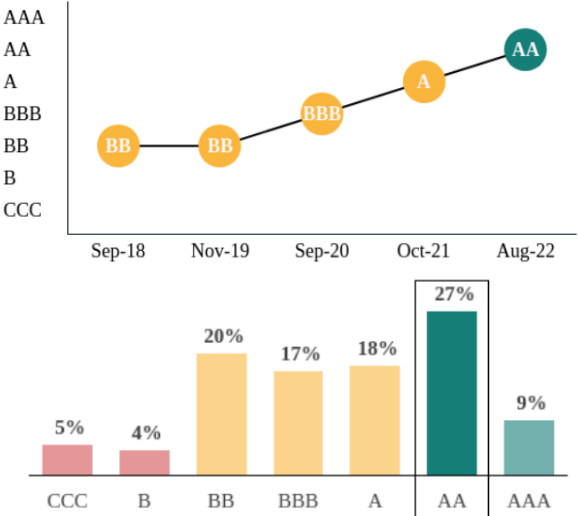
Digitalised Safety Management

- ❑ **Digital Products:** Product improvement and product experience management with new digitalised product functions;
- ❑ **Online Digital Intelligence Promotion:** Rollout the company's engineering visualisation and intelligent operation systems
- ❑ **Development of Intelligent Operation Centre:** Keep developing diversified functions of the intelligent operation centre for effective management and constructing the centre in subsidiaries.

ESG Highlights

ESG performance has been recognised by the capital market and maintained a leading position in the industry

MSCI ESG rating upgraded to AA



The Company's ESG rating was upgraded from A to AA and is now the highest rated among peers in the Greater China region. This is the fourth consecutive year for the Company to be upgraded by MSCI.

Hang Seng ESG rating upgraded to A+



Hang Seng Corporate Sustainability Index

Overall ESG Rating



Company Name: ENN ENERGY
 Stock Code: 02688
 Exchange Listed: Hong Kong Stock Exchange
 Industry: Utilities

Hang Seng ESG Rating Benchmark

Industry Peers (out of 31 companies)	Top 20%
Universe (out of 575 companies)	Top 10%

Sustainalytics ESG risk level lowered



ESG Risk Rating Benchmark



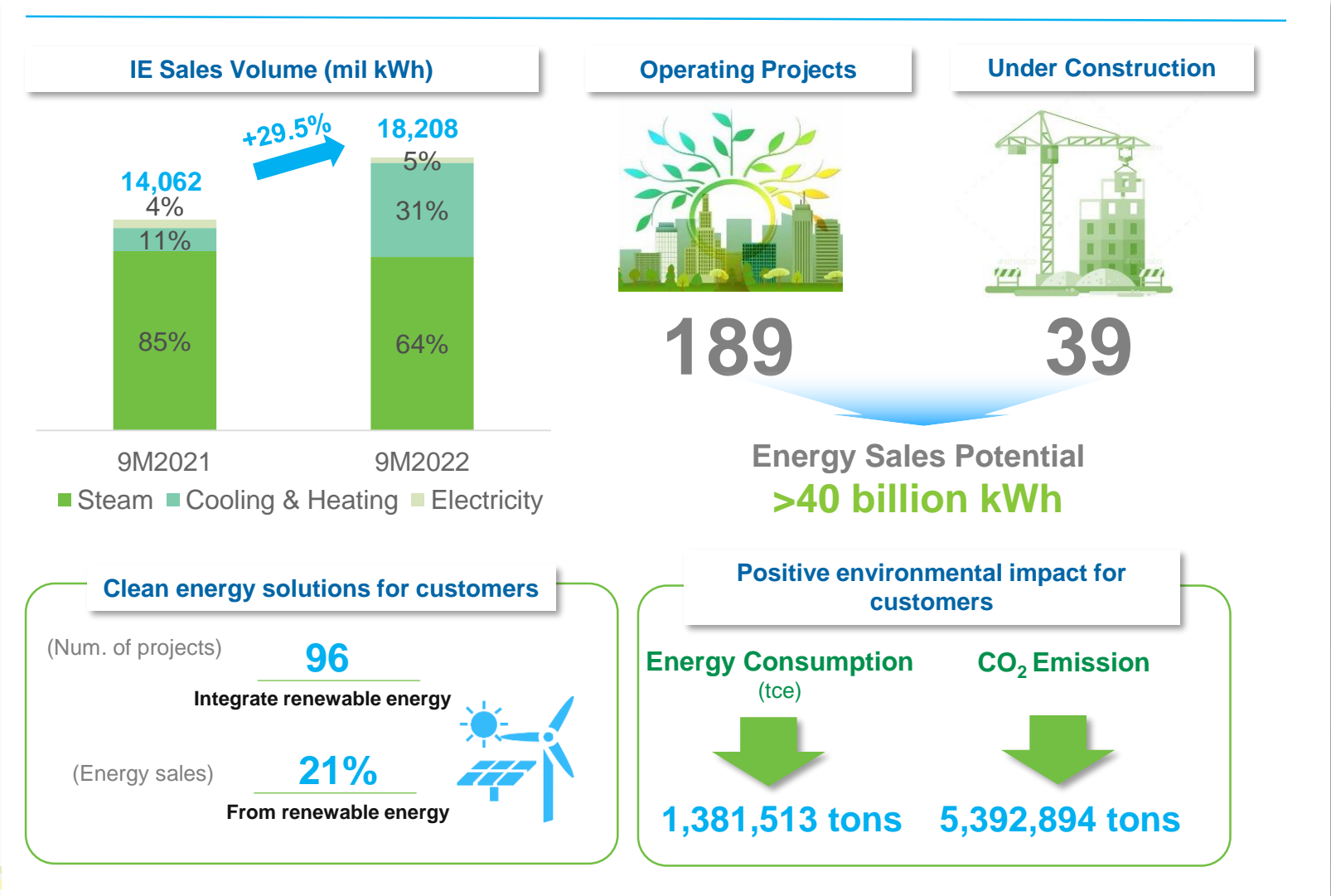
Utilities Industry	187/682
Global Universe	7,277/14,822

*As of 16 Oct 2022

It is the first time for the Company to proactively respond to Sustainalytics ESG risk rating. The institution has adjusted the risk level of the Company to Medium Risk, which is a leading rating among peers in the Greater China Region.

IE Business

Focus on the energy and carbon management for C/I customers to support their low-carbon transformation and drive the growth of IE business



IE Business Scenarios and Development

Provide low-carbon solutions and develop new customers in different scenarios leveraging on our low-carbon technologies and diversified product portfolios

IE Business Core Scenarios

Low-carbon Industrial Park

+4 projects

By the end of 3Q
Cumulatively signed

18 projects

Energy Consumption
Potential

> 1.2 bil kWh

Low-carbon Factory

+230 projects

By the end of 3Q
Cumulatively signed

686 projects

Energy Consumption
Potential

> 8.0 bil kWh

+78 projects

By the end of 3Q
Cumulatively signed

124 projects

Energy Consumption
Potential

> 330 mil kWh

**IE
Business**

**PV Projects Completed
Investment Review**

+154MW

Installed PV Capacity
with Grid Connection

306MW

PV Projects Completed
Investment Review

738MW

Low-carbon Building

PV Project

IE Business—Electricity Services and Products

“Dual-Carbon” policy will further promote the development of electrification, demands for electricity will significantly increase on the consumption side, and the scale of electricity services will also expand rapidly, bringing unlimited business opportunities.

Seising opportunities brought by electricity market reform

Electricity Sales
MT and LT trading,
spot trading, green
electricity trading,
demand side
response...

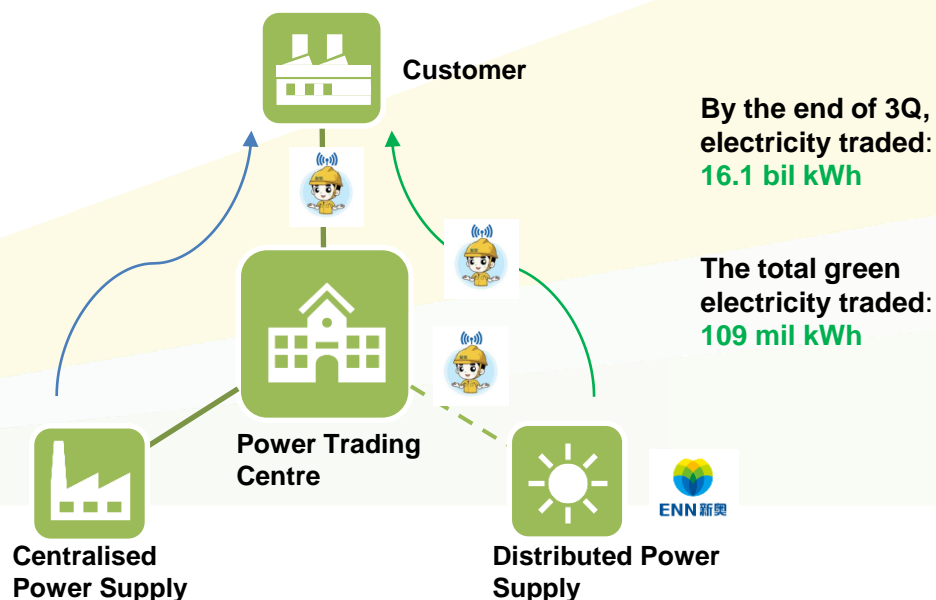
Photovoltaic
Distributed PV,
centralised PV...

**Distribution
Network**
Small & Micro
distribution network...

Power Distribution
Operation hosting,
operation and
maintenance...

Other Products
Energy
Storage...

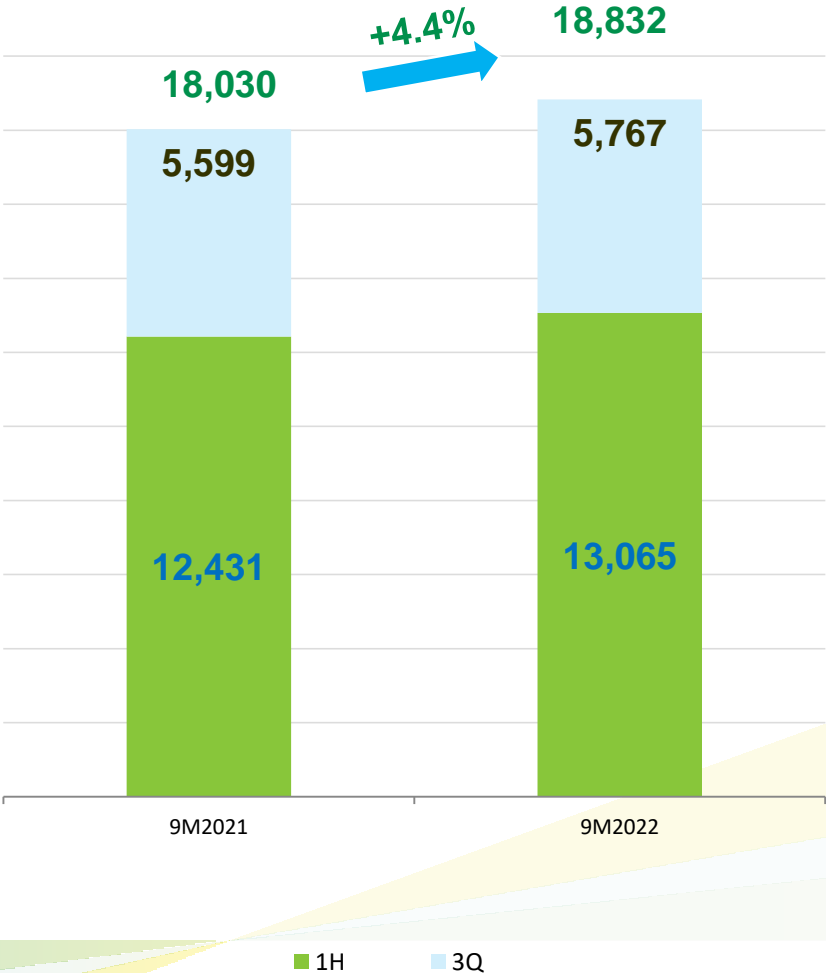
Products Integration



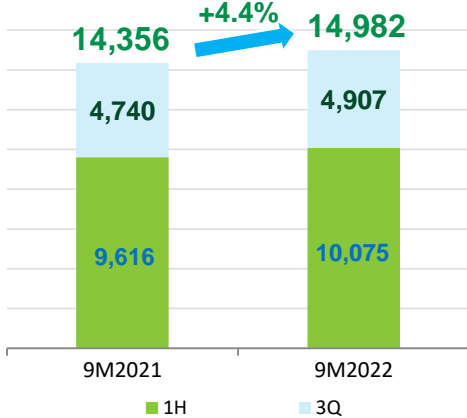
Retail Gas Sales Business

Retail gas sales vol maintained growth, thanks to the Group's responsive measures to tackle market changes, while the progress of new customers development was still affected by Covid prevention measures

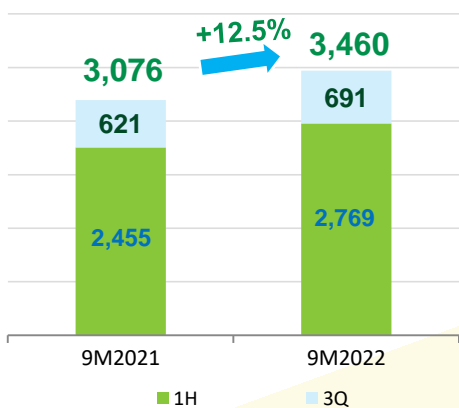
Retail Gas Sales Volume (mil m³)



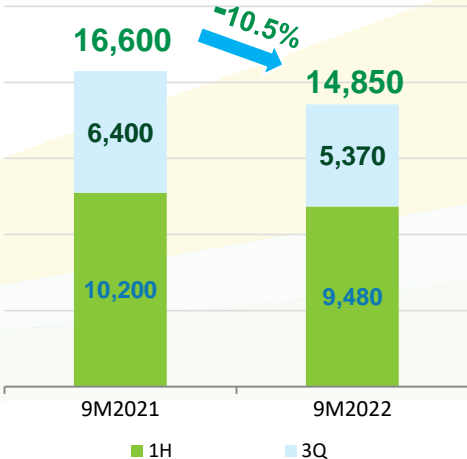
C/I Vol (mil m³)



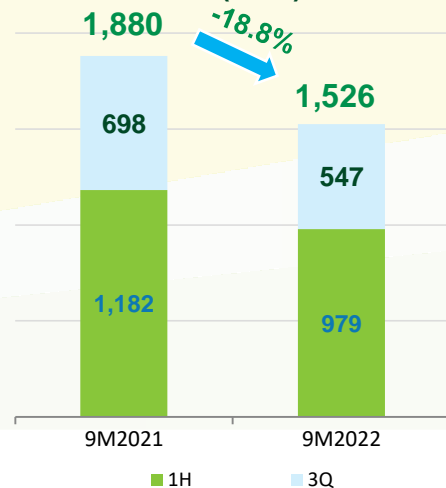
Residential Vol (mil m³)



Newly-developed C/I Customers ('000 m³)



Newly-developed Residential Households ('000)



Resource Procurement

Diversified resources to ensure stable supply during the heating season and reduce costs; demand-driven resources procurement, allocation and pricing

Resources

Three Majors: Deepen strategic cooperation to obtain stable gas supply;

Independent Sources: LNG long-term contracts of 1.44 million tons and LNG plants contracted vol of 70,000 tons a year;

Unconventional Sources: Secured 3 mil m³ per day from various suppliers;

Gas Storage Capacity: The total gas storage capacity reached 569 million m³.

Customers

Industrial Users: Targeting key customer types to conduct communications and demand forecast on a monthly basis;

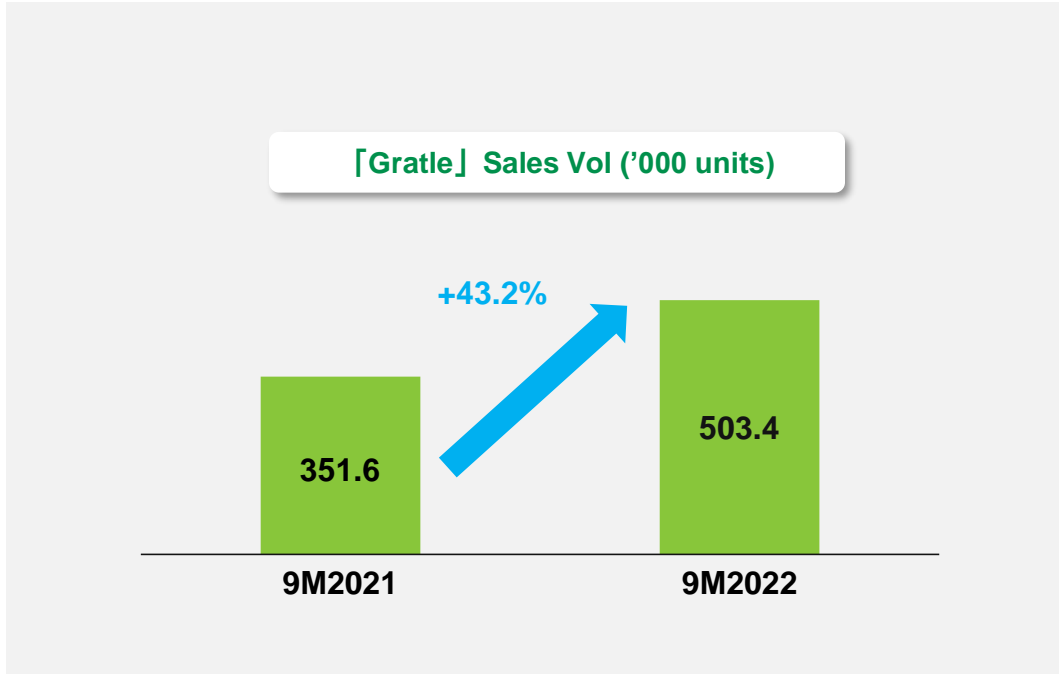
Large Users: Tailor-made solutions covering all business scenarios and the life cycle of large users;

Heating Demand: Conduct 40-day rolling temperature forecast in 14 major cities in cooperation with meteorological institutions, and develop supply-demand optimisation measures;

New Customers: Advance planning, one strategy for one customer.

Value Added Business

Proactive marketing of core products and upgrade to integrated lifestyle solutions based on customer needs



Rising Penetration Rate

New customers

33 %

9M2021: 19%

Existing customers

11%

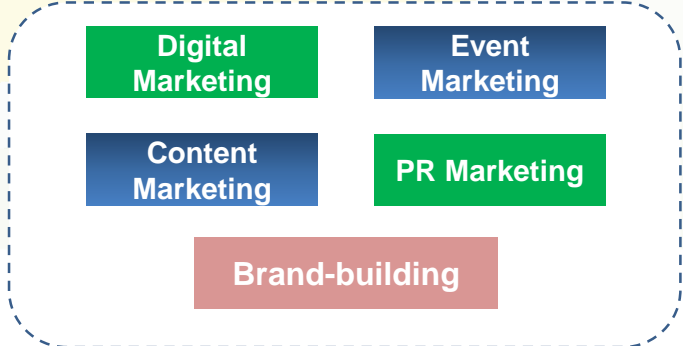
9M2021: 8%

Upgrade Value Creation Model with Core Products



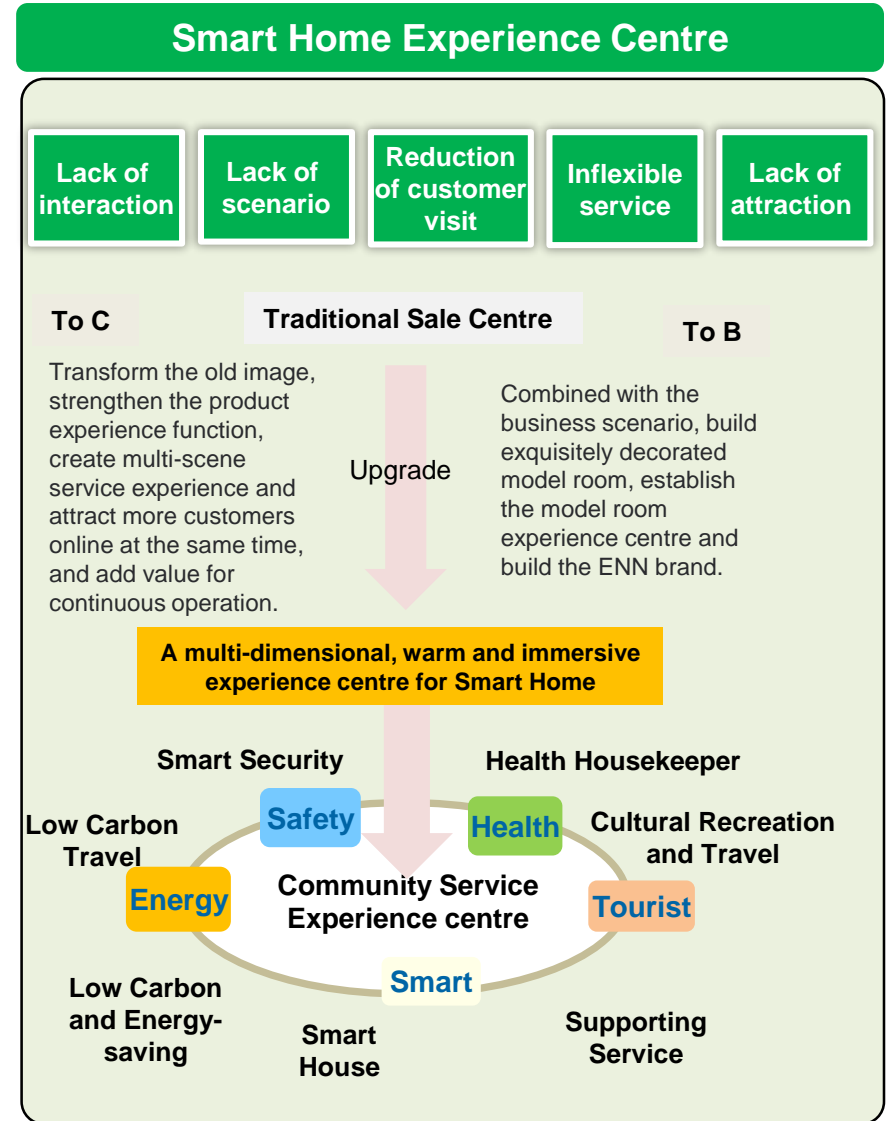
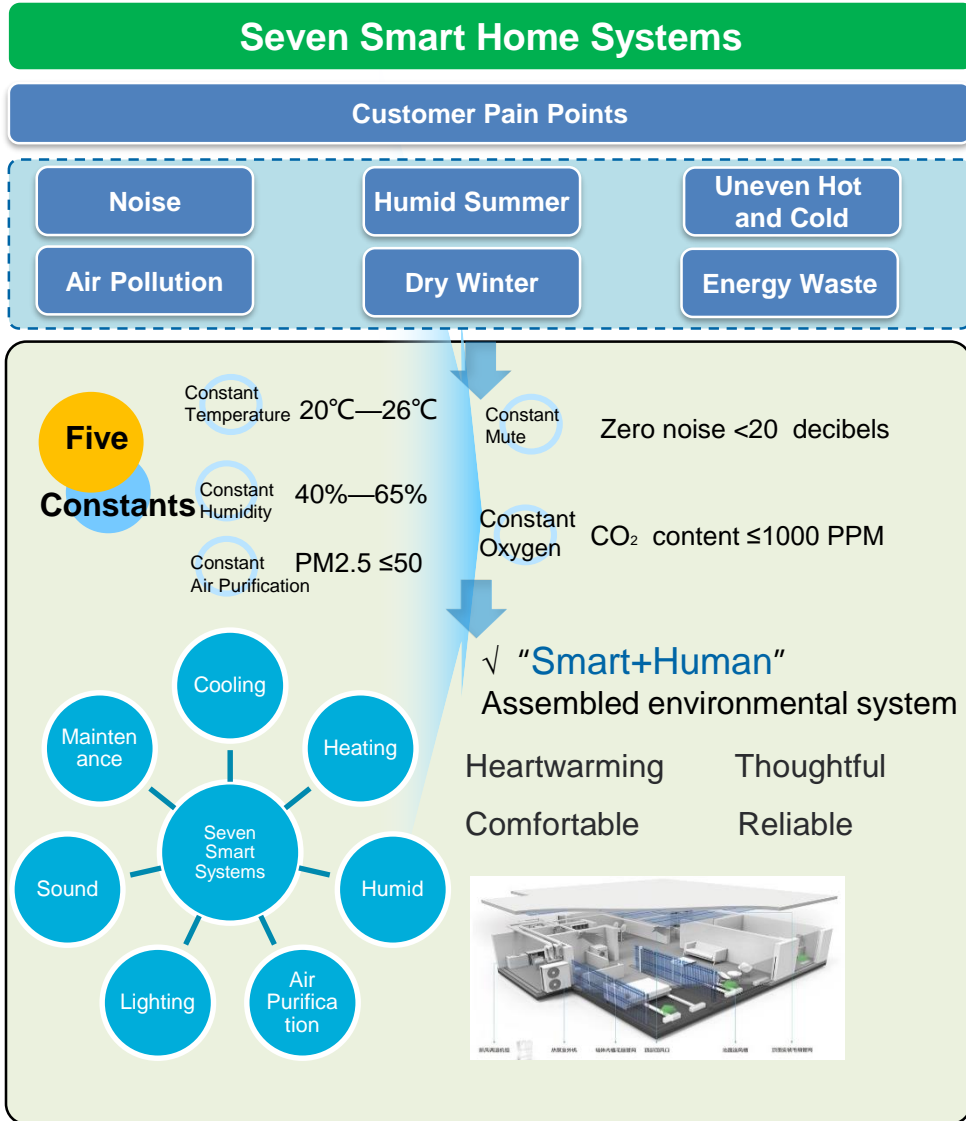
Residential customers as the centre, vigorously develop Safe Home, Smart Home, Green Home core products

Enhance our Brand Awareness



Innovative Product Design and Planning

Facilitate residential customer to build a green, safe & smart home





Q&A

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Investor Relations Contact:

Ms. Karen Liu/ Ms. Shirley Kwok / Ms. Chelsea Sun / Ms. Phoebe Qian

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

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