



Utilities are extending their offerings by providing products & services for building energy retrofit and management

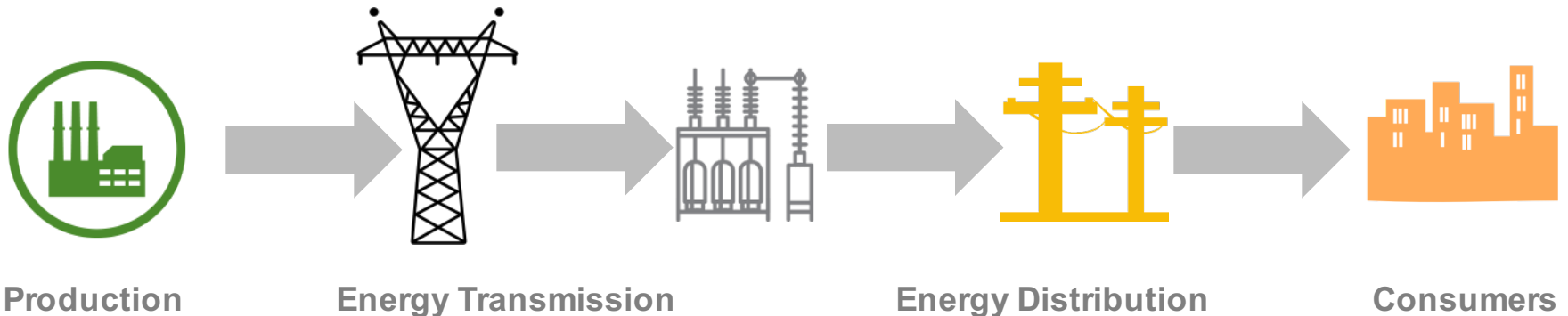
Frank Hajdinjak, CEO – E.ON ROMANIA

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Cluj-Napoca, 8th of September 2015

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Utilities have largely delivered on the core purpose of the energy value chain

Utilities provide safe, reliable and low-cost energy



SITUATION

- Fundamental changes around the world
- Increasing consumers' expectations
- Transforming marketplaces

COMPLICATION

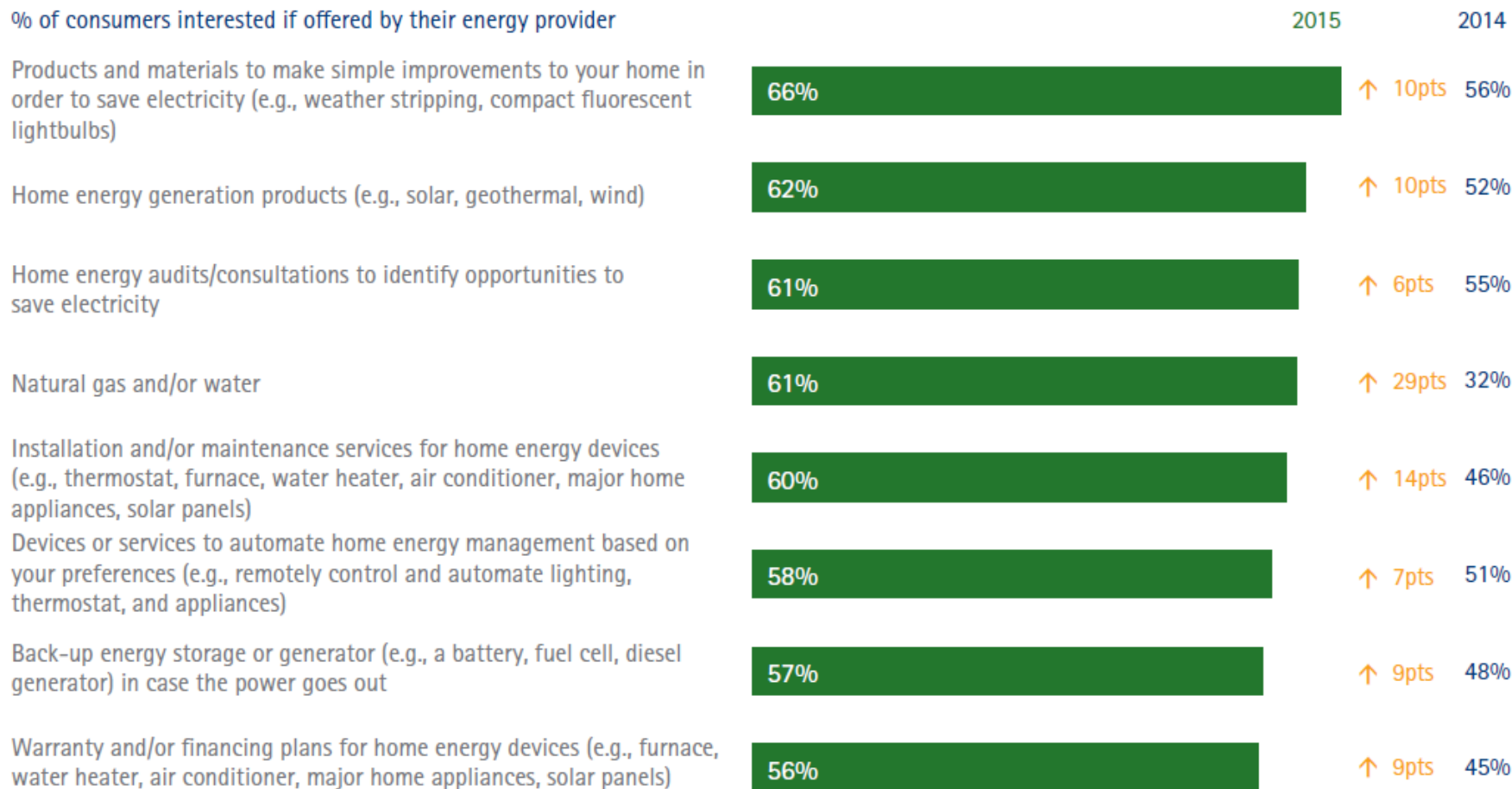
- Industries convergence
- Shift toward renewables and distributed generation
- Energy performance requirements
- Increasingly interconnected consumers

SOLUTION

- Beyond-the-meter services and products
- Convenience oriented new value propositions (set-and-forget)
- Energy efficiency solutions
- Entertaining energy experience

Interest in energy-related products and services has significantly increased over the past years

% of consumers interested if offered by their energy provider



Source: Accenture, New Energy Consumer Research, 2015 Survey



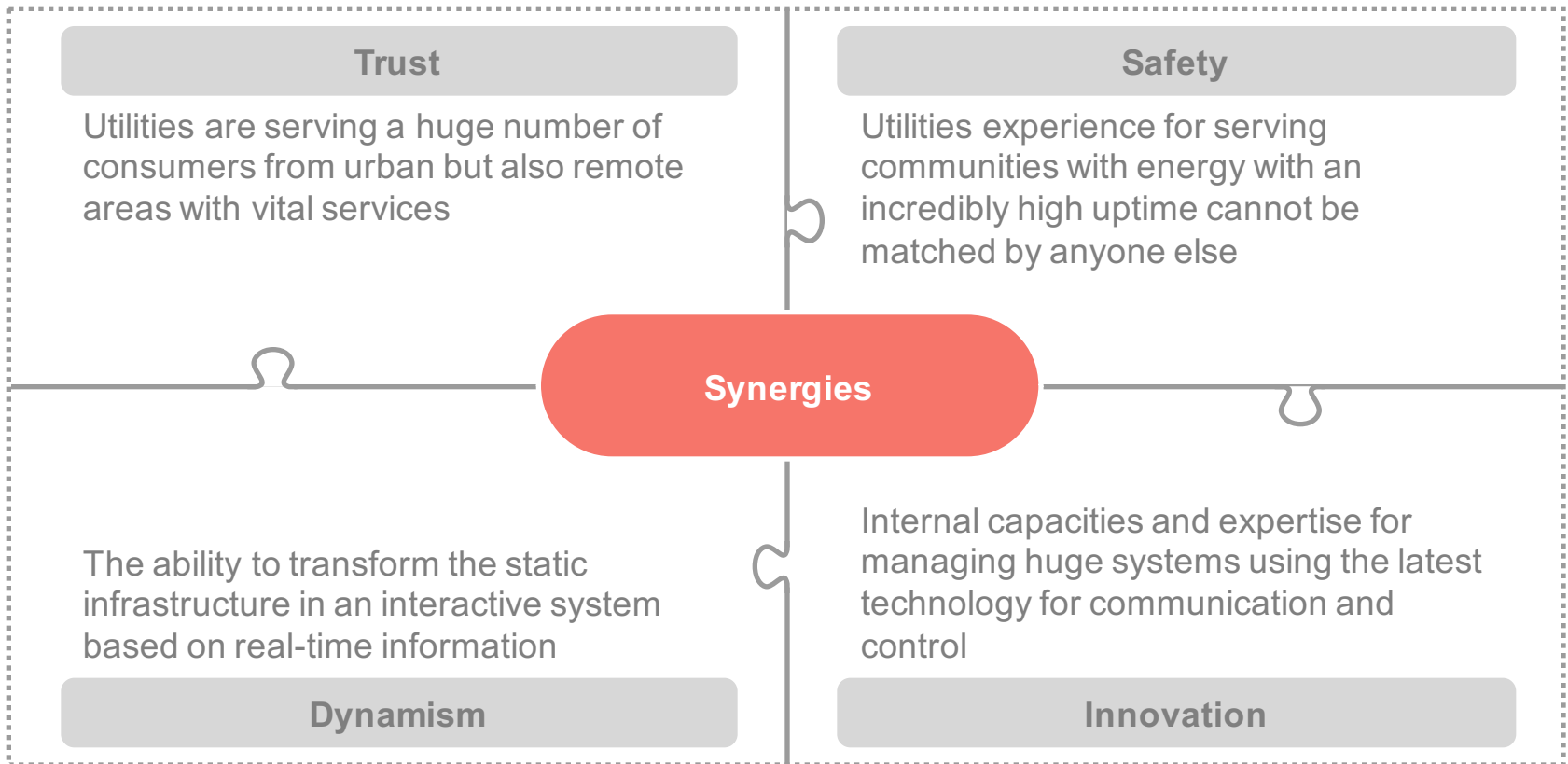
Approximately 48% of the global energy consumption takes place in buildings* and we spend about 80% of our time inside buildings



- Buildings are monumentally important because soon they will become the biggest energy consumer worldwide
- Energy needed to power buildings constitutes a major part of their operating expenses
- The growing number of buildings and their energy requirements can be challenges that can be addressed by transforming them into sustainable ecosystems

* All sectors (Residential, public, commercial & industrial) with the exception of the energy used for production purposes

Utilities are more than a simple partner in developing and managing sustainable and smart buildings

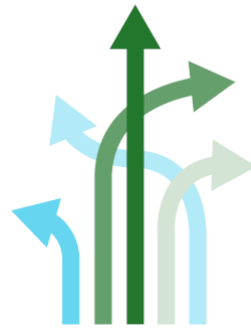


Analytics, high speed innovation and strategic partnership will facilitate utilities' transition from a simple commodity provider to a services provider



Improving customer-centric decision making and business effectiveness with real-time actionable insights and analytics capabilities.

Analytics-powered insights



Fueling growth and realizing greater long term value by seizing new opportunities, empowering consumers as marketers and co-creators for the rapid development and launch of new products and services.

Innovation at high speed



Accelerating value creation by partnering with other providers and forming unconventional alliances.

Strong strategic partnerships

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