



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

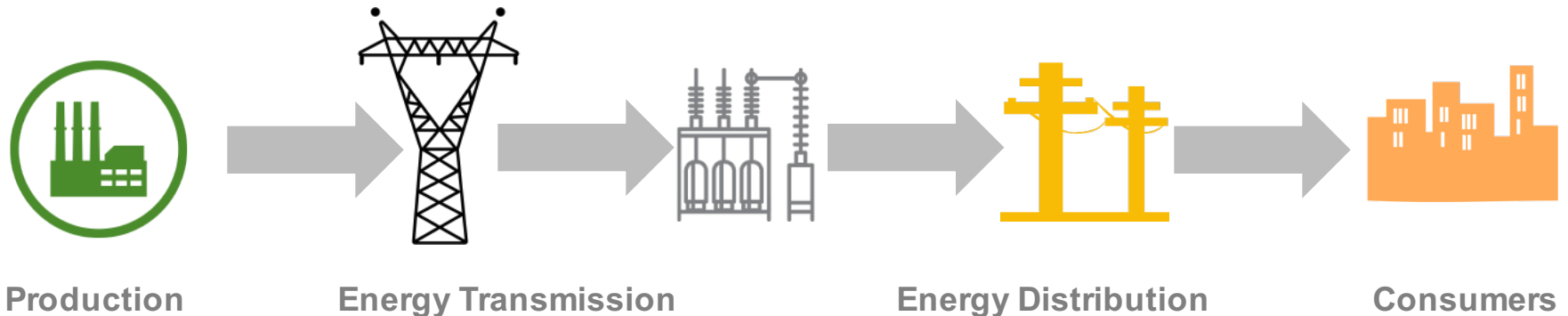
Frank Hajdinjak, CEO – E.ON ROMANIA

The City of Green Buildings Conference 2015 – To Build or to Transform  
Cluj-Napoca, 8<sup>th</sup> of September 2015

**e-on**

# 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

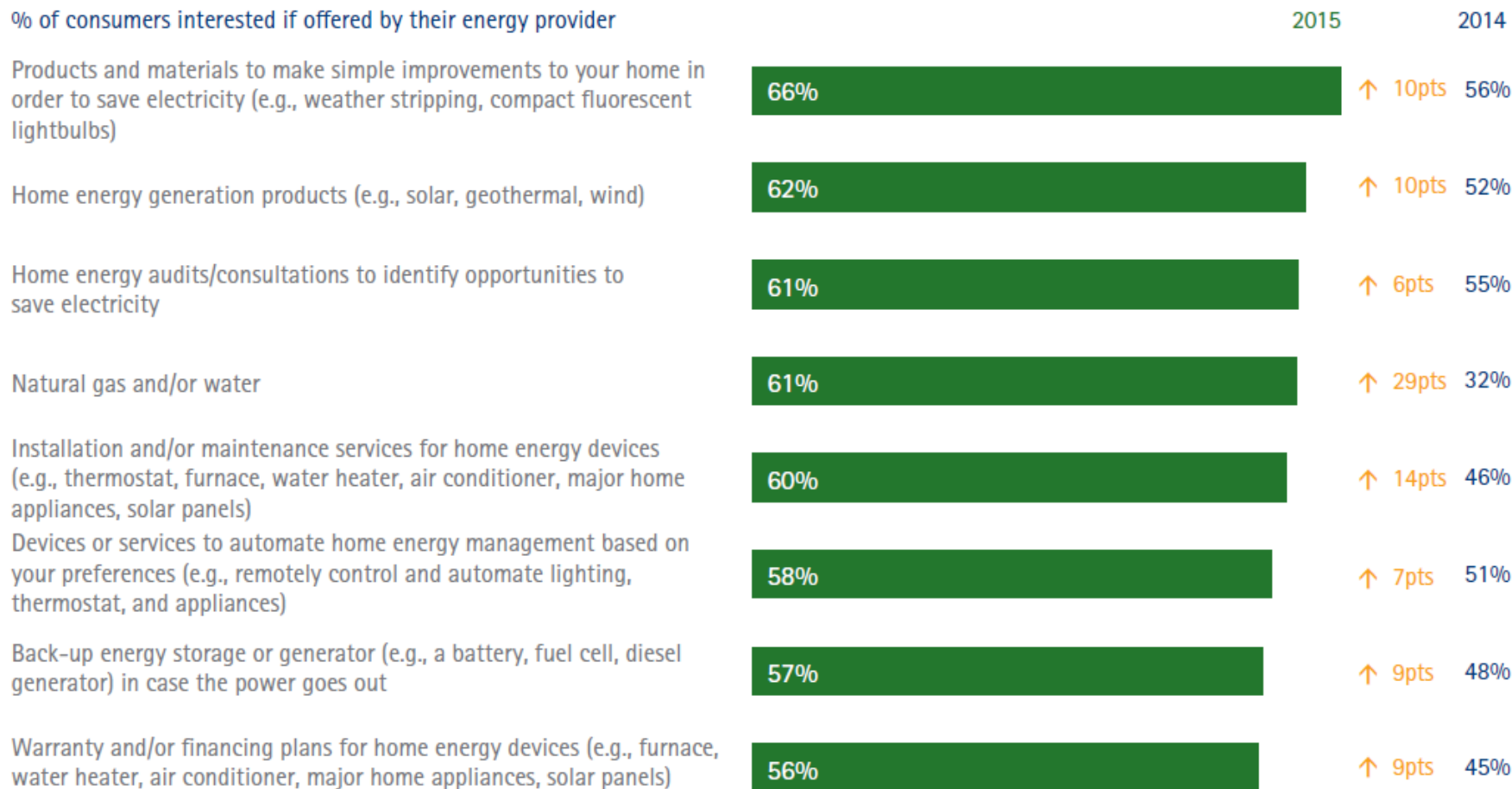
- Industries convergence
- Shift toward renewables and distributed generation
- Energy performance requirements
- Increasingly interconnected consumers

## 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



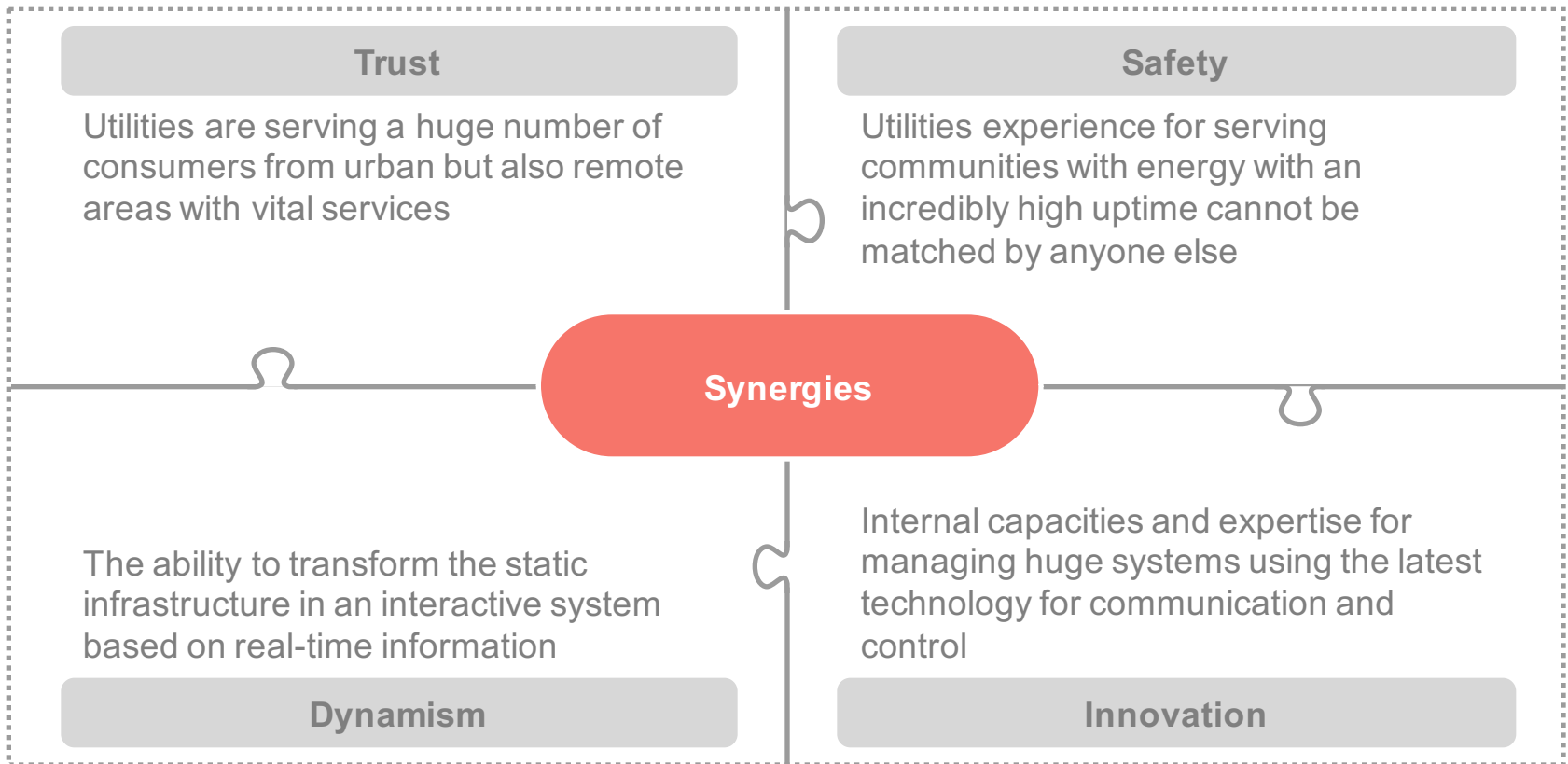
Approximately 48% of the global energy consumption takes place in buildings\* and we spend about 80% of our time inside buildings



- 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

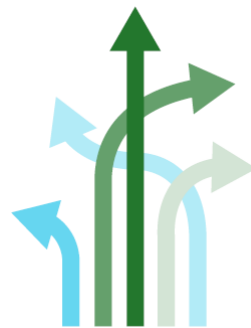


# Analytics, high speed innovation and strategic partnership will facilitate utilities' transition from a simple commodity provider to a services provider



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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