



ENN 新奥

ENN Energy Holdings Limited

Q12022 Operational Update

Presentation Materials

28 April 2022

Q1 Highlights

Sales volume of IE increased by **46.4%** to **5,725 mil kWh**

Retail gas sales vol increased by **6.8%** to **6,840 mil m³**

Dollar Margin reached **RMB 0.48/m³**

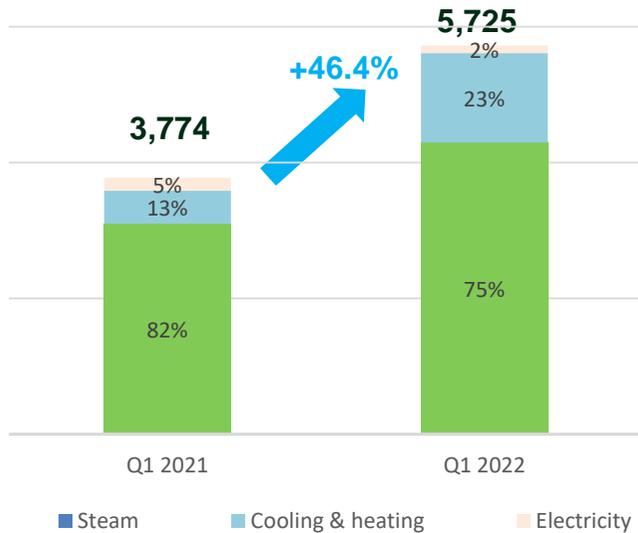
Developed **5.02 mil m³** installed daily capacity for C/I customers and **0.45 mil** new residential customers

Own-brand gas appliance sales vol of Value Added Business increased by **26.9%**

IE Business

- Provide low-carbon integrated solutions for factories, industrial park, buildings and transportation customers. Relying on the digital platform and intelligent products to create a low-carbon service ecosystem, to meet the customers' needs for safe, low-carbon, efficient, economic and convenient energy use.

IE sales vol (mil kWh)



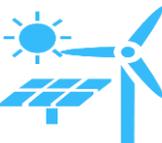
Clean energy solutions for customers

(No. of Projects) **80**

Utilise renewable energy

(Energy Sales Vol) **20%**

Generated from renewables



Operational



156

Under construction



40

Energy Sales Potential
>36.8 billion kWh

Positive environmental impact for customers

Energy Consumption
(Standard Coal)



698,800 tons

CO₂ emissions



2,178,200 tons

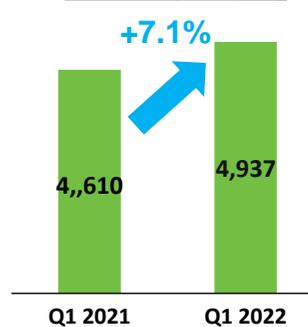
Retail Gas Sales Business

➤ Through various measures such as flexible pricing strategies and resources procurement optimization, we continued to expand the scale of gas volume by seizing opportunities brought by dual-carbon target, coal-to-gas conversion and heating in southern regions

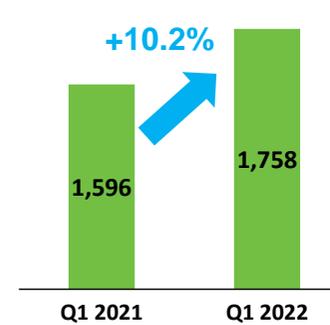
Retail gas sales (mil m³)



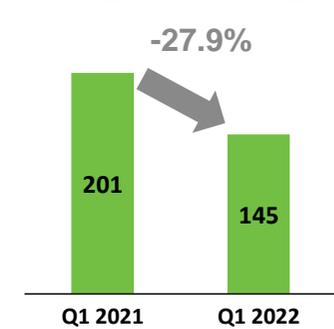
C/I vol (mil m³)



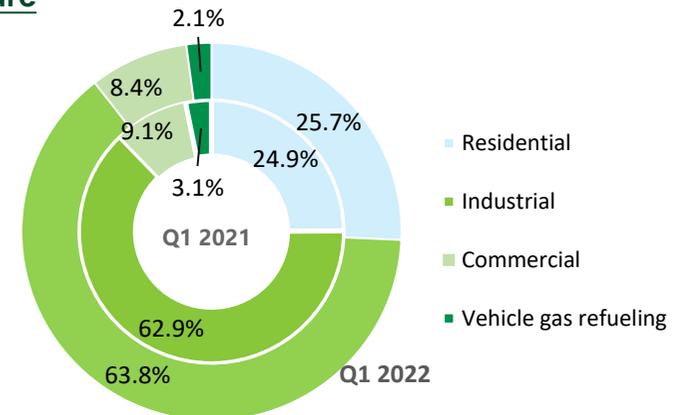
Residential vol (mil m³)



Vehicle gas refueling vol (mil m³)



Customer structure



- The company had the highest exposure to industrial customers which were located in industrial parks, who were less hard-hit by the lockdown
- Large-scale manufacturing plants and industrial park were allowed to operate in closed-loop
- Commercial customers affected by the lockdown, but the exposure is less

Market-based Price Hike Pass-through

Price Hike for PetroChina

	Compared with Benchmark Price		
	Off-season of 2021	Peak Season of 2021/22	Off-season of 2022
Residential	5%	5%	5%
Non-residential	5-10%	40%	30%

Price Hike Pass-through

- Price hike for residential remained unchanged, and 20 project companies (about 40% of the residential vol) already realized pass-through
- Non-residential users continued to implement gas sale prices of peak season
- Benefiting from diversified resources portfolio

Construction & Installation

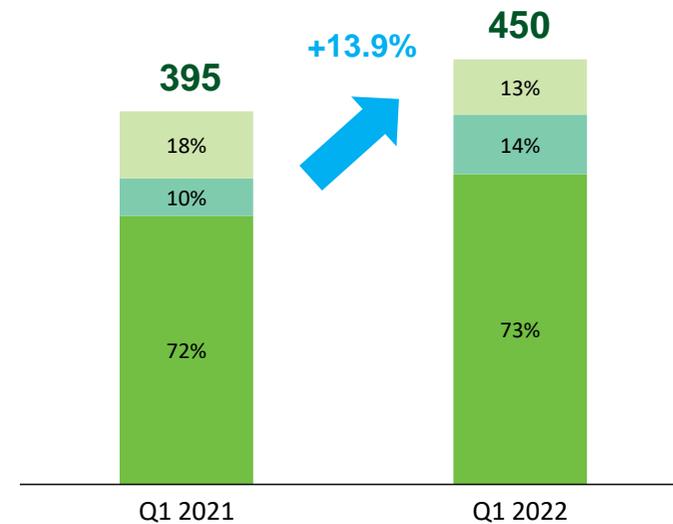
- Continue to explore C/I users development potential and push forward coal-fired boiler replacement by leveraging the opportunity of the fight against air pollution
- The continuous advancement of urbanization and the transformation of old residential areas in cities brought about huge development potential of urban residential users

New C/I installed capacity ('000 m³/day)



■ New sites ■ Coal to gas ■ LPG & other fuels conversion

New residential customers ('000 households)



■ New building ■ Existing building ■ Rural coal to gas

Value Added Business

➤ Focusing on customers' need for safe, low carbon, comfortable and personalized products and services, we provided "safe home, smart home, green home" three core product solution, and continuously enriched diversified products system.

"Gratle" Product Sales ('000 unit)



Rising Penetration Rate

New customers

26% ↑

Q1 2021, 24%

Existing customers

9% ↑

Q1 2022, 8%

Safe Home

- Promote the sales mode of safety protection products such as metal pipe, alarm, self-closing valve and pipeline hidden installation
- Relying on government support policies, promote the simultaneous supporting of new real estate, promote and implement the installation of gas alarm safety devices in the commercial catering industry

Green Home

- Promote the operation mode of energy-saving gas appliances, low-carbon heating products, green building materials and other products
- Integrate ecological resources, rely on the "smart home" platform, build a low-carbon market, improve the "online + offline" channel, and increase the market penetration rate of family customers.

Smart Home

- Accelerate the sales of intelligent products such as smart gas meter, LoRa lot smart, NFC card, etc. to realize the application of intelligent home scenarios
- Completed LoRa base station construction in 36 cities, and initially established lot network

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