



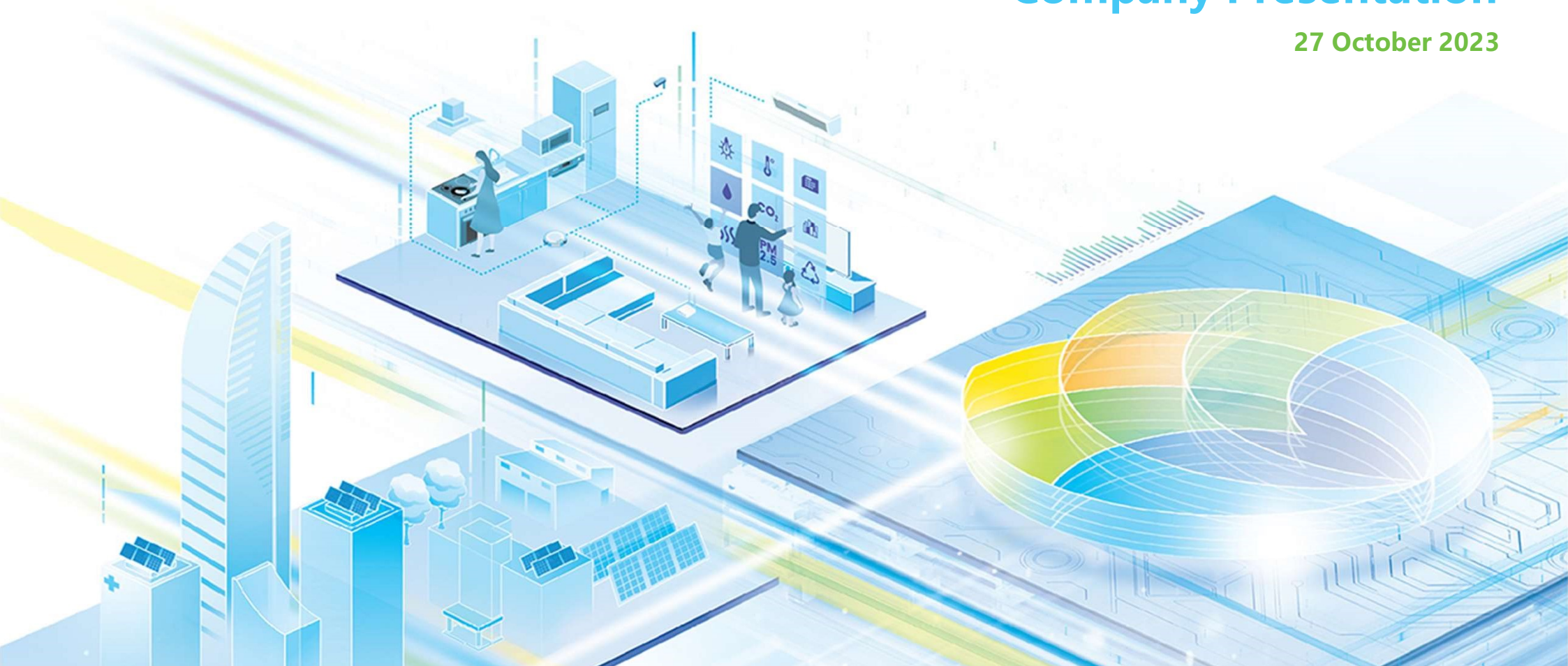
ENN 新奥

ENN Energy Holdings Limited

3Q2023 Operational Data

Company Presentation

27 October 2023



Business Highlights



Retail gas sales (excluding power plants) volume increased by **4.1%** to **5,686 mil m³** in the third quarter



Sales Volume of IE increased by **34.2%** to **24,430 mil kWh** in the first three quarters



Acquired **64** new projects, added **1,363 thousand** new residential customers



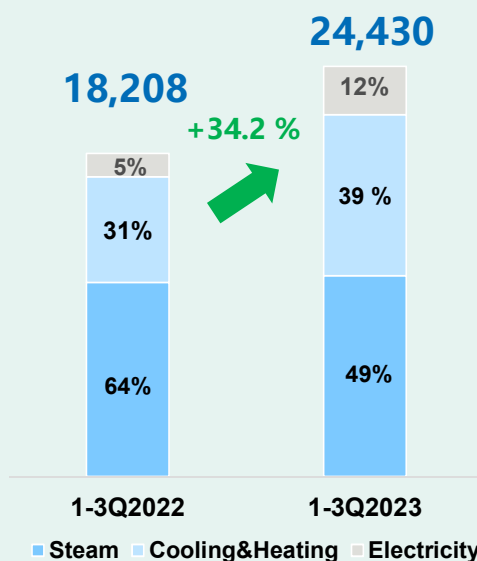
Sales volume of own brand products of Value Added Business increased by **38.9%** in the first three quarters



MSCI ESG rating remains **AA**

IE Business — Operational Performance

- IE Sales Vol (mil kWh)

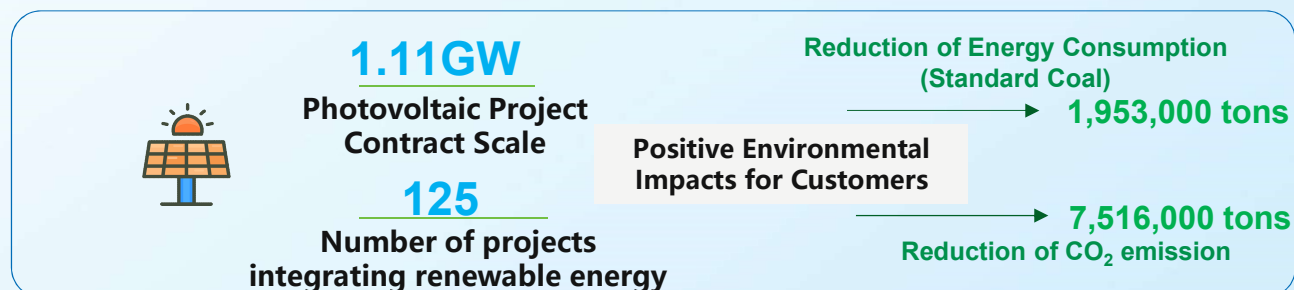


- IE sales volume increased by 34.2% to 24,430 mil kWh
- The proportion of electricity sales volume increased to 12%

- Operational and under construction projects

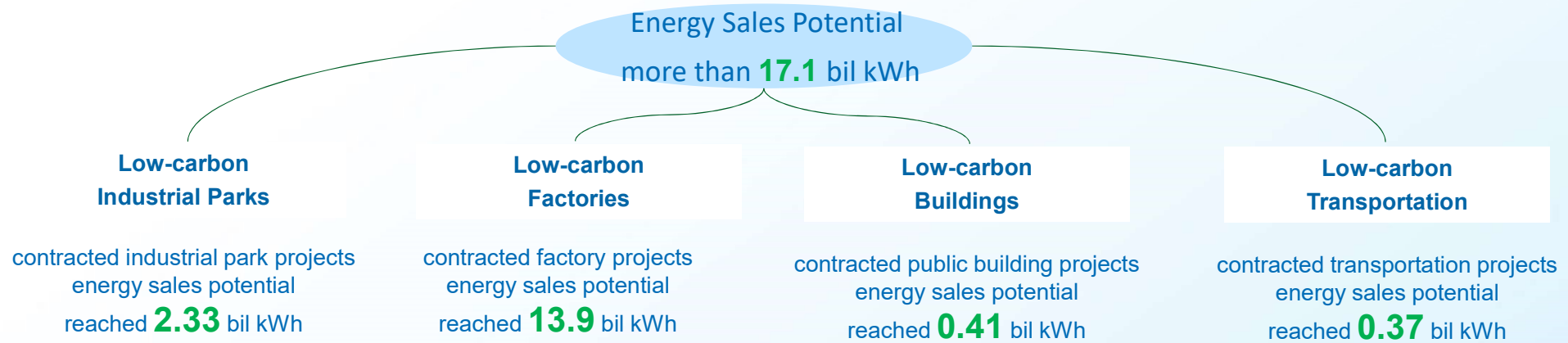


- Adaptive clean solutions for customers



IE Business — Business Progress

- With the "dual carbon" strategy continuing to advance, the construction of new power systems is being accelerated, and the collaboration of load and storage between source and network is inevitable, which brings broad market to the **IE micro-grid business**.



Policy-Driven

- "Dual Carbon" Policy**
- Energy Planning**

Dual energy control mechanism upgrading: Transition from energy consumption dual control mechanism to carbon emission dual control mechanism

CCER policy implementation: the Rules for the Administration of Trading of Greenhouse Gas Voluntary Emission (for Trial Implementation)

Energy saving and carbon reduction in key areas: Strengthen energy conservation and energy efficiency improvement in the industrial field, and promote the large-scale development of ultra-low energy consumption, near-zero energy consumption, and low-carbon buildings

Promoting new power system: Clean and low-carbon, safe and abundant, economical and efficient, supply-demand coordination, flexible and intelligent

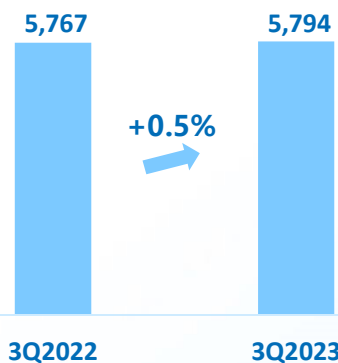
Terminal energy consumption: Improve the level of low carbonization and electrification of terminal energy consumption

collaboration of load and storage between source and network

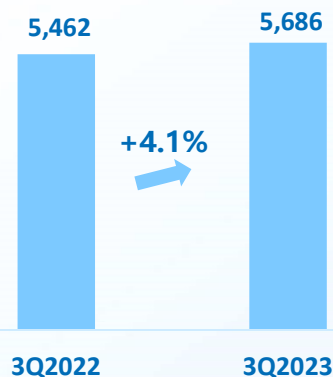
Acceleration of the progress for newly-contracted projects

Natural Gas Business — Business Performance

Retail Vol (with Power Plants)
(mil m³)



Retail Vol (exclude Power Plants)
(mil m³)



C&I Vol (with Power Plants)
(mil m³)



C&I Vol (exclude Power Plants)
(mil m³)



New Citygas Projects



New Residential Households (000')



Residential Vol (mil m³)



Natural Gas Business — Key tasks in 2H2023

- Continuously increase gas sales volume from multiple dimensions: new customer development, maintain existing customers and increase the gas sales volume of demand-flexible customers

Price Policy

- Residential gas price adjustments: Steadily push forward residential gas price adjustment. 38% of residential gas volume has completed the price adjustment by the end of third quarter
- Flexible pricing strategy: Adopting fixed or pegged pricing, taking advantage of long-term contracts or spot resources, and strategically selecting customers to complete annual and quarterly contracts signings

Increase the Volume

Reactivate lost customers	Develop new customers	Increase the volume of demand-flexible customers	Increase volume of existing customers	Develop five types of small-sized customers
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Operation in Winter

- **The guarantee of winter supply and increase of gas volume:** accelerate the process of confirming winter prices of Sinopec, CNOOC, and unconventional gas resources; try to satisfy customers' needs on the basis of the price pass-through mechanism
- **Forecast and adjust the supply and demand:** strengthen the forecast of temperature and gas volume, adjust the supply strategy in time; focus on the gas consumption of key customers; enhanced the flexibility of resources and the cross-regional redeployment capacity
- **Operation mechanism in winter:** set up working groups to take stock of needs and resources in the winter, formulate operational plans, and clarify the response measures to the gas gap; establish a biweekly/monthly rolling forecasting mechanism and allocate resources flexibly

Value Added Business — Business Performance

- The demand for high-quality family life continues to drive the sales of **kitchen and bathroom household products, as well as security and other products**
- Online sales increased significantly by innovating the pilot and facilitating the integration of platform

Business Innovation based on quality of life

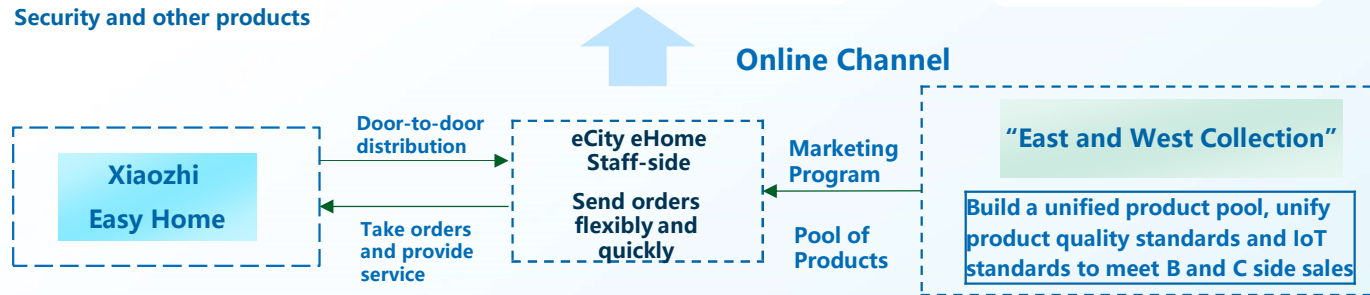
Kitchen and bathroom household products, Security and other products

Business Innovation based on community service

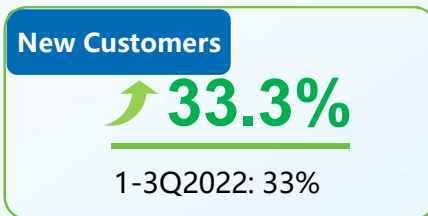
Smart community Business

Business innovation based on the long-term value of the platform

Online Service



Rising penetration rate



Sales Volume of Gratile Products (000')



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