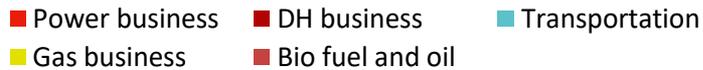
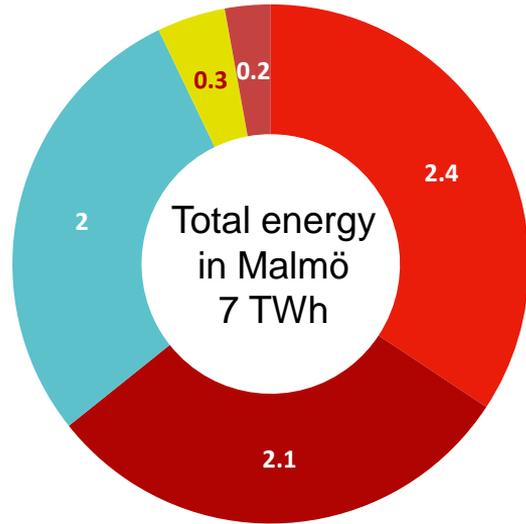


E.ON and the city of Malmö

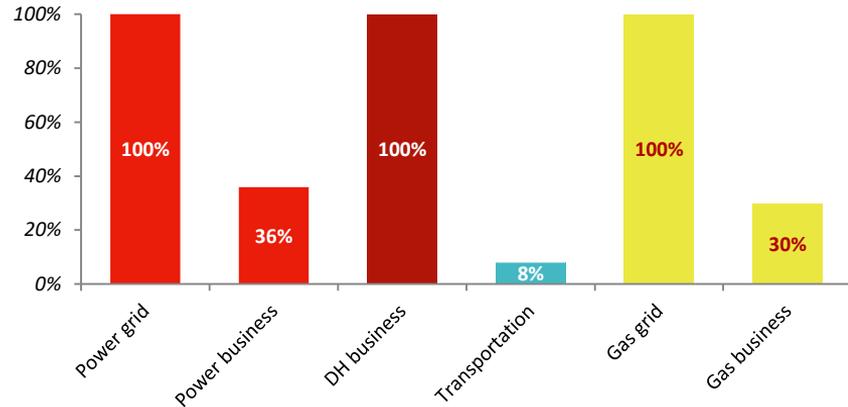
How a key stakeholder can become a catalyst for E.ON
business



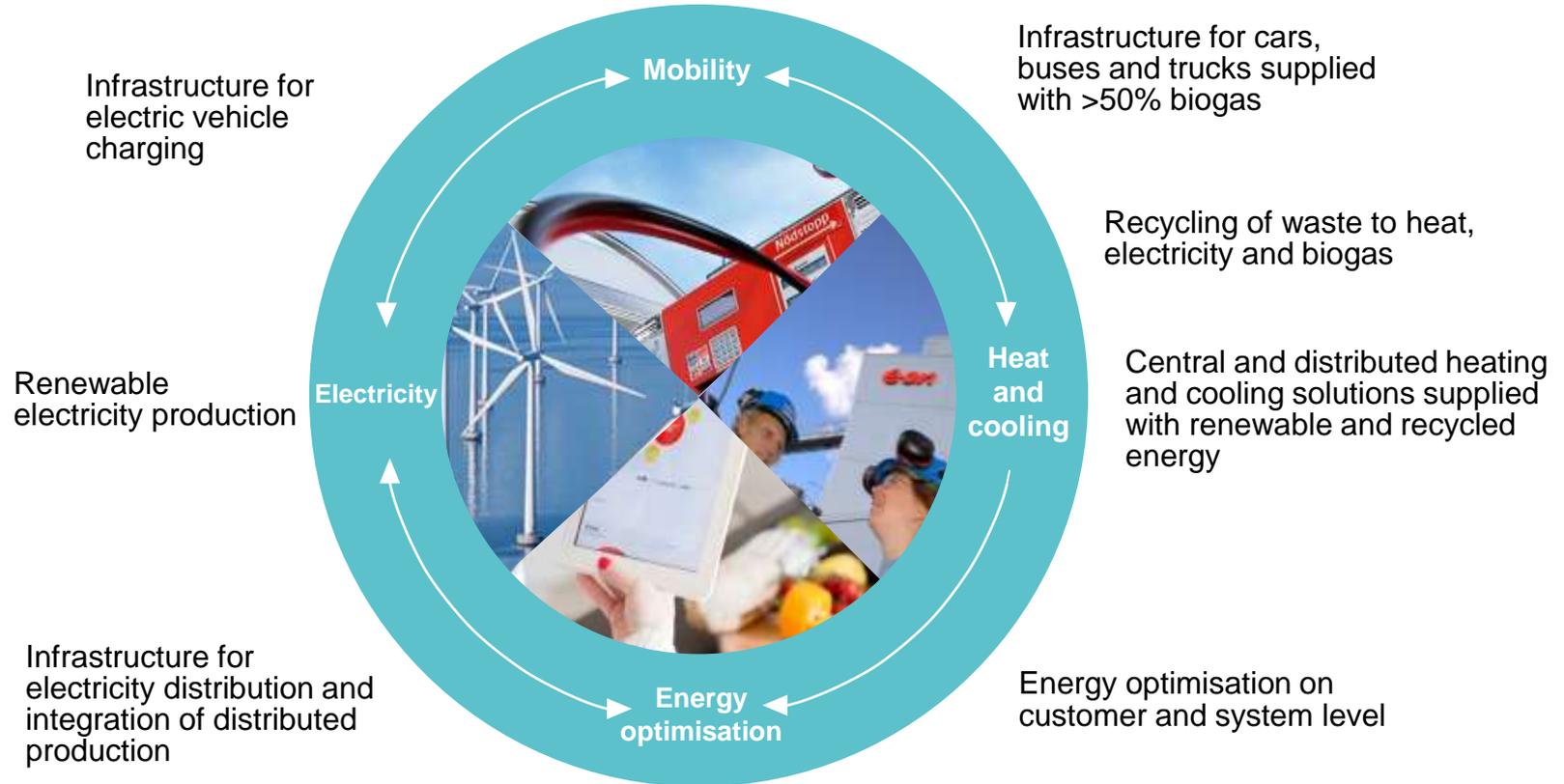
Total energy picture of Malmö



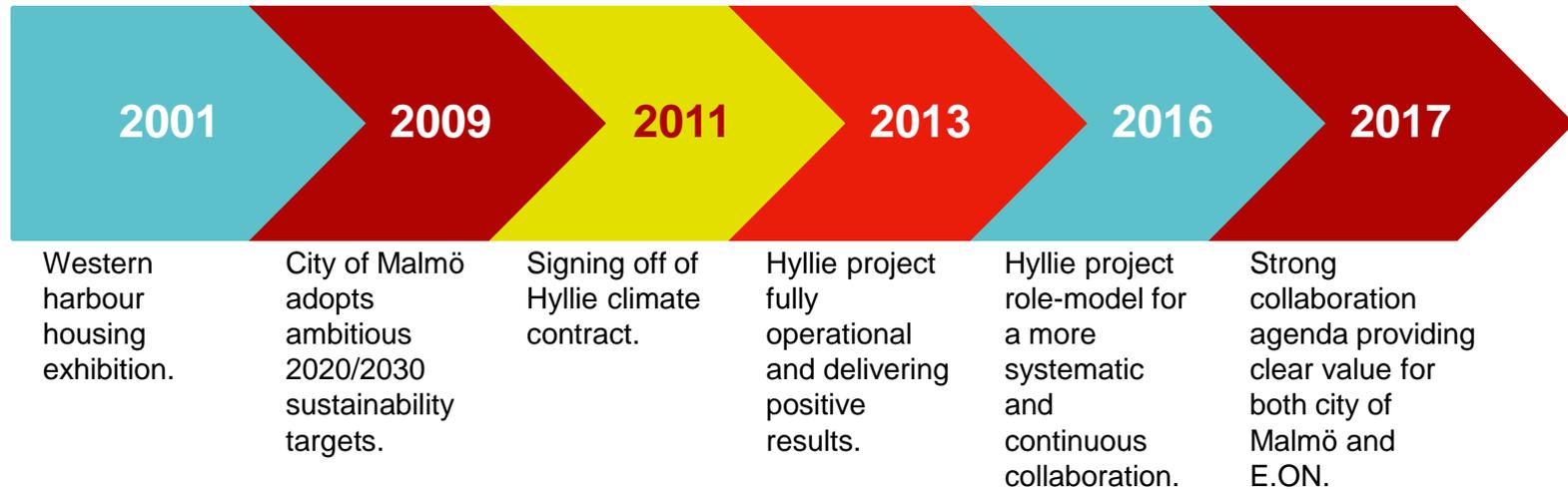
E.ON market share in Malmö



Our approach for sustainable and smart cities



The journey to become a trusted and appreciated partner



How was this development possible?

A number of proactive measures taken already in year 2010

Adopting a new approach and way of working

Acknowledgement of city of Malmö as critical key stakeholder for E.ON business in Malmö.

Coordinated cross-business approach and function to build skills and put E.ON business into a city context.

Majority of growth opportunities for E.ON allocated to cities looking ahead.

The climate contract in Hyllie is a key in all this. Collaborative initiative and model that was proven successful and scalable.



Portfolio of projects and initiatives in collaboration with the city of Malmö

City development projects

Hyllie

New-build with 9,000 apartments and 12,000 workplaces.

Sege Park

New-build city district.

Nyhamnen

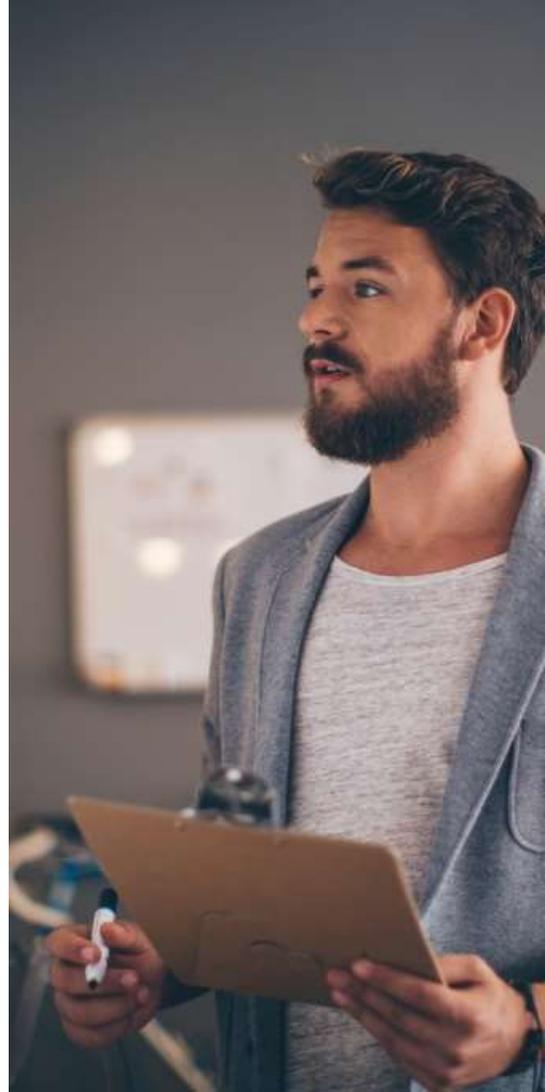
New-build city district.

Sofielund

Retrofit of existing city district and building stock.

Northern harbour

Green-field exploitation area for industries.



Portfolio of projects and initiatives in collaboration with the city of Malmö

Innovation agenda and projects

City test bed and innovation projects established for three areas:

Smart and digitalised energy system in cities.

Energy efficiency and energy renovation.

Industrial collaboration and circular economy.

>10 M€ in secured external funding for E.ON innovation measures since the start of Hyllie project 2011.



Business impact of a strong partnership



The partner of choice for the Malmö municipality in the city's development agenda and projects.



Joint innovation projects driving product and business development through city test beds.



New business and growth in the B2B segment through strong partnership and market position.



City of Malmö as ambassador for E.ON leading to new business opportunities in other cities.

Thank you!

e-on

Backup

e-on

Reflections concerning success factors

Capability to steer energy on distributed customer level and system level – development of IT solutions.

Philosophy and acceptance for circular solutions and recycled energy through long-term relations.

Teaming up with partners that possess expertise that complements ours.

Test and learn approach, e.g. exposing internal organisations to new solutions to unleash creativity.

Develop products in close proximity to customers and through collaboration with municipalities.

VI HAR BESTÄMT OSS.
Nu skapar vi en bättre morgondag
För våra kunder. För oss själva. För vår planet. Det är faktiskt enkelt, vi tror. Det är bara att vara smarta tillsammans.

e-on
AGENDADRIVAREN

DET ÄR SÅ VI HAR VÅR AMBITIÖSNHET OM ATT BLI
Den mest gillade partnern för hållbara energilösningar

HELT HUNDRA 2025
Det betyder att vi lever Sverige 100% förnybar och återvunnen energi senast 2025. Det betyder att vi ska skapa positivt effekter för miljö, klimat och samhället genom att driva agendan mot en hållbar värld. Det menar betyder det att vi ska fortsätta att utveckla oss tillsammans.

TILLSAMMANS
PÅ ETT SÄTT SOM ÄR
ÄKTA, ENKELT & NYSKAPANDE

DET ÄR SÅ VI SVARAR PÅ FRÅGAN OM VAD FÖR E.ON
Vi gör det enkelt att leva hållbart

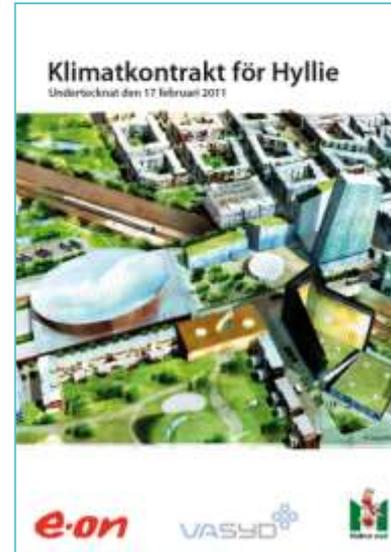
How was this development possible?

Engaging in city development and innovation

The climate contract in Hyllie is a collaborative initiative and model that was proven successful and scalable.

Engagement in city innovation and transformation allows us to take part in shaping the agenda.

Strong relationships being established through long-term commitment and high level of interactions in operational projects.



Climate contract vision

Hyllie to become the most climate-smart city district in the Öresund region, and a global role model for sustainable city development.

Portfolio of projects and initiatives in collaboration with the city of Malmö

Long-term development

Long-term plan for Malmö

100% renewable and recycled energy production by 2025.

Collaboration concerning 2030 targets for the city of Malmö including UN Sustainable development goals.

