



Heat Pumps worldwide



Strategic growth opportunity for 2G in the heat pump sector

- **Heat pumps are now well established** We have successfully established heat pumps in the market – largely with the same customer base we already serve with CHP.
- **We build on a solid technological foundation** Our existing strengths in container solutions, controls and digital services provide a strong basis for further growth.
- **Our expertise complements the portfolio** We combine heat-pump technology with 2G's existing engineering, system-integration and service expertise.
- **Heat pumps complement CHP economically** Depending on electricity prices and the application, heat pumps and CHP provide complementary options for efficient heat generation.
- **Targeted portfolio expansion opens additional markets** By strategically closing gaps in our existing portfolio, we can address new applications and enter additional markets in the future.



An increase in turnover from 4 million euros in FY24 to order intake of 30 million euros in FY26, which we will then see as turnover in FY27

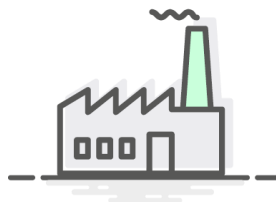
Our main market segments

A total of 65 projects amounted to 29,5 € million today



District-Heating
≈ 66%

E.ON | Badenova | EWR | BTB |
...ect.



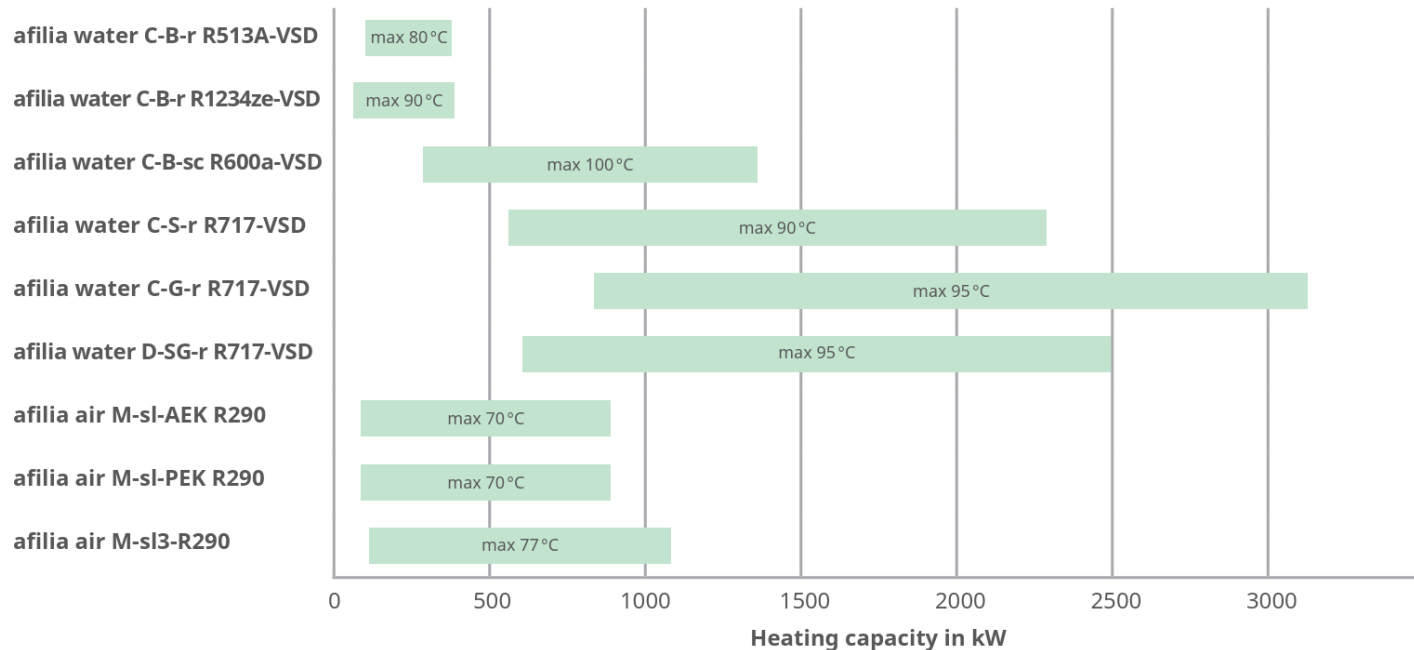
Industrial Heat Pumps (≤ 100 °C)
≈ 24%

Food and Beverages |
Chemical & Petrochemical |
other



Universities, Hotels, Hospitals
≈ 10%

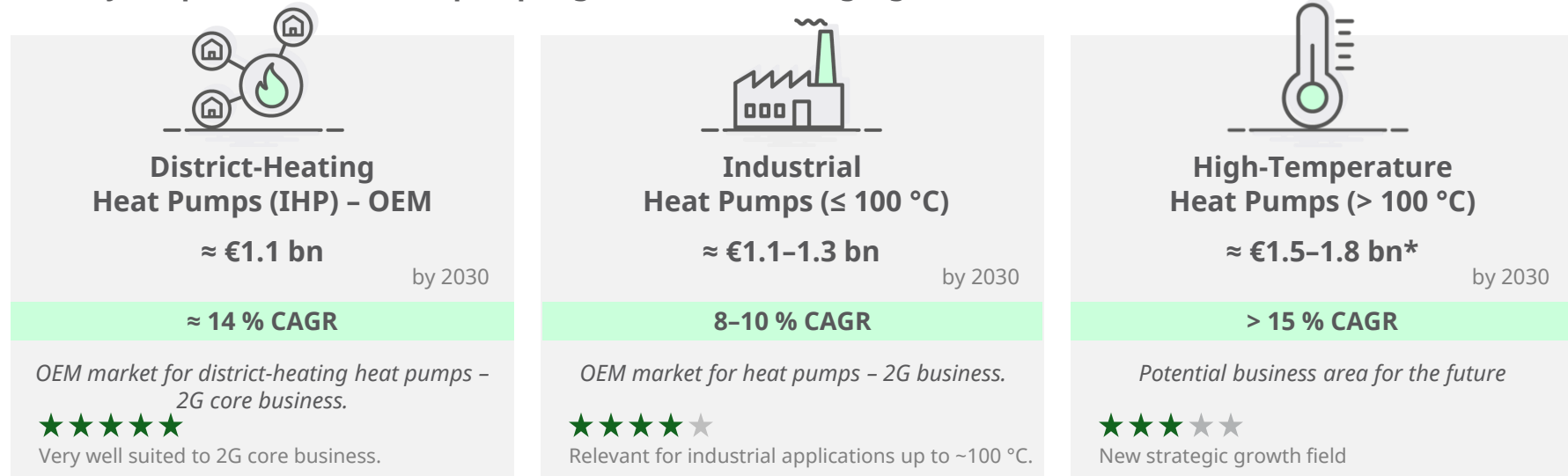
afilia Portfolio: one solution, many advantages



-  **BAFA-eligible**
afilia meets the minimum efficiency requirements and is SG-ready
-  **Containerized solutions**
in different sizes and variations
-  **Integration of spot market optimization**
Flexible operation and redispatch through partner
-  **Intelligent failure prediction**
In combination with the 2G AI „I.R.I.S.“
-  **Convenient system management**
Via my.2-g-ag (monthly reports, operating range monitoring)
-  **Comprehensive control**
Ensured by master control (monitoring)
-  **Comprehensive control concepts**
Including auxiliary drives (pumps, mixers, data collection for heat source/sink)

Heat pump market Germany, relevance for 2G

Germany deep dive – three heat-pump segments, one strategic growth field



Germany drivers: BEW funding · municipal heat planning · Europe's largest industrial location · >80 % of process heat still fossil · strong industrial base (chemicals, paper, food, metals, ...)

Sources: McKinsey · dena · EHPA · BDH · IEA · own analysis

Heat pump market Europa, relevance for 2G

Total Market – three heat-pump segments, one strategic growth field



District-Heating Heat Pumps (IHP) – OEM

≈ €4.5 bn

by 2030

≈ 4-14 % CAGR by country

OEM market for district-heating heat pumps – 2G core business.



Very well suited to 2G core business.



Industrial Heat Pumps (≤ 100 °C)

≈ €3.2–5.8 bn

In 2023 growing to in 2030

7.5% CAGR

OEM market for heat pumps – 2G business.



Relevant for industrial applications up to ~100 °C.



High-Temperature Heat Pumps (> 100 °C)

≈ €6.3 bn*

by 2030

> 15 % CAGR

Potential business area for the future



New strategic growth field – our 130 °C platform.

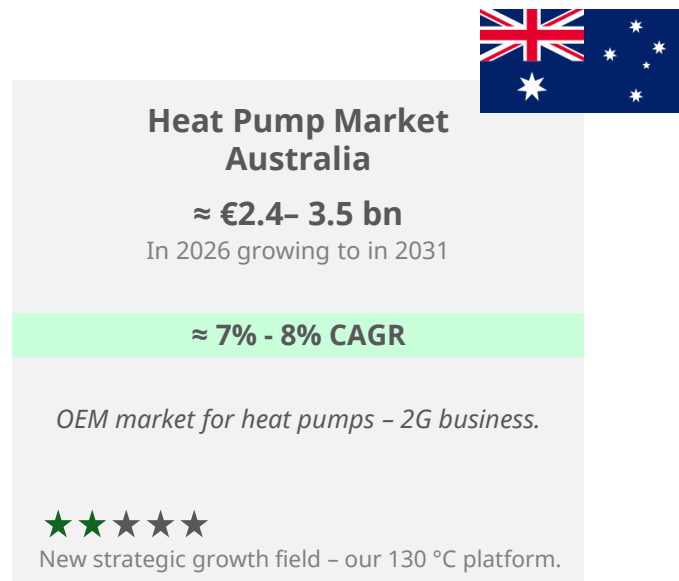
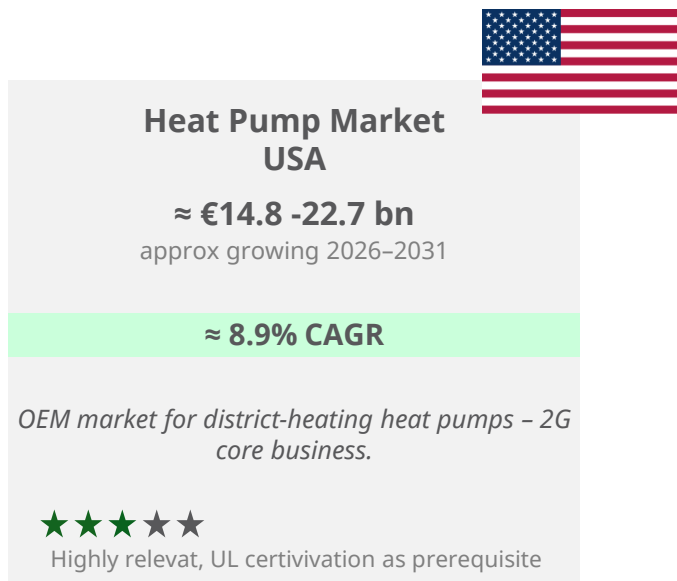
Outlook: Hot water → MVR* → steam solutions.

*Mechanische Dampfrekompression (Mechanical Vapor Recompression, MVR)

Sources: McKinsey · dena · EHPA · BDH · IEA · own analysis

Heat pump market USA and Australia, outlook for 2G

Total heat pump market –2G growth field



Sources: McKinsey · dena · EHPA · BDH · IEA · own analysis

Growth plan mid-term

Strategic growth opportunity for 2G Energy AG

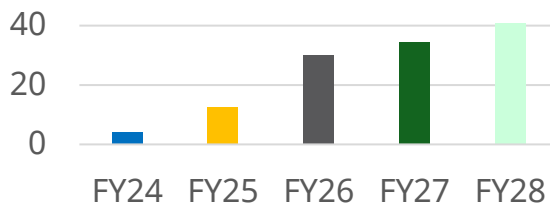


From FY26 transition to organic growth in Germany 14.5%,

From FY27 to FY28 expansion international subsidiaries

Side information
850 Mio in pipeline “offer volume”
965 projects

Order intake. Growth (€M) Average margin is ~22%



TARGET NEW BUSINESS FIELD

Heat pumps as a stand-alone business field with dedicated sales structure, project pipeline and service capabilities



Our journey until FY28

	FY26	FY27	FY28
Order intake	≈30,0M€	34,5M€	41,0M€
CAGR %	240	14,6	18,6
Sales employees	10	13	14

Key Takeaways

- **Strong foundation**
Solid basis for further growth is in place
- **Growing market**
Attractive and expanding market environment
- **Strong pipeline**
Healthy project pipeline provides further growth potential
- **Next level: Temperature**
Expands 2G's heat pump business into higher-temperature applications
- **International growth**
Strengthens and accelerates the international expansion of 2G's heat pump business





**Thank you very much
for your attention**