



# Key Points of Presentation by the CEO

## “ *Good earnings performance in an exceptional year* ”

Despite coronavirus and its adverse effects, we managed to increase our operating earnings (adjusted EBIT) slightly from Euro 225 million to Euro 233 million in the past 2020 financial year. This means that, based on a moderate reduction in sales to Euro 3.5 billion due to the pandemic, we were also able to more than offset the impact of the mildest winter in the past ten years. If we exclude coronavirus-related effects, we achieved year-on-year earnings growth in all segments. That also reflects the positive impact of the investments made in recent years.

## “ *2021 earnings at least at previous year's level* ”

We are confident that we will at least match the previous year's figures in the current 2021 financial year, and that both for our sales and for our adjusted EBIT. Our robust business model provides us with stability in uncertain times. Depending on the specific ongoing implications of the pandemic, we also see possibilities to achieve a more positive earnings performance. This is also underlined by the results for the 1st quarter of our current 2021 financial year, which we published in mid-February. Based on virtually unchanged sales of around one billion euros, we improved our operating earnings from Euro 81 million to Euro 98 million.

## “ *Attractive dividend for investors with a sustainable focus* ”

In view of the operating earnings growth, the Executive and Supervisory Boards propose raising the dividend by Euro 0.05 to Euro 0.95 per share, corresponding to a dividend yield of 3.7 percent. This represents a respectable return on our share, also compared with competitors.

## “ *Investments form the basis for our sustainable growth* ”

We are maintaining a high pace of investment. In the past financial year, we invested Euro 322 million. Based on the same strategic focuses, we will further increase this total in the current financial year.

## “ *Health protection has absolute priority in the coronavirus pandemic* ”

Since the onset of the pandemic, our priority as an operator of critical infrastructure has always been to protect the health of our employees and of our customers and partners – while at the same time safeguarding our ongoing business operations.



” *We are and will remain on course for climate neutrality*

We are pursuing a clear course towards climate neutrality. We are committed to the targets of the Paris Climate Conference. Alongside economic efficiency and supply reliability, climate protection has for many years been an indispensable component of our strategy – and is what all our business activities have in common. To this end, we have set ourselves ambitious sustainability and decarbonisation targets with quantitative interim targets which allow our performance to be measured.

” *Our Green Heat shows the way ahead*

One particular focus for our group of companies involves sustainably converting the supply of heating energy to Green Heat – climate-neutral, reliable and economically efficient.

We have sufficient renewable options as we head for Green Heat in parallel with the exit from coal. District heating is and will remain a core component of the heating energy supply of the future, one that is securely reliable and also climate-neutral.

” *We are focusing on further expanding renewable energies*

At the same time, we are pressing ahead with expanding renewable energies for electricity generation as well – both with successful national and international project development activities at our Juwi and Windwärts subsidiaries and with the growth in our proprietary renewable generation portfolio. Here, we are continuing to focus on onshore wind power and photovoltaics, biomass and waste, biogas and biomethane, as well as on new business fields such as recycling phosphorous from sewage sludge and organic waste fermentation.

” *Innovative strength and economic efficiency are two sides of the same coin*

We are combining our expertise and innovative strength in the energy industry with related sectors such as mobility and housing, as well as with leisure and health applications. We are pressing consistently ahead with innovative forward-looking topics in new business fields such as smart cities and e-mobility and also drawing on new technologies and artificial intelligence.

” *Long-term nature of shareholder structure offers a stable foundation for our company's development*

Successfully completed last year, the change in MVV's shareholder structure represents a major milestone in the company's ongoing development. As a long-term partner, First Sentier Investors supports the strategic course of implementing the energy turnaround. This also conforms to the sustainable course adopted by the City of Mannheim as our stable majority shareholder.

” *Political decisions crucial for climate protection*

Expanding renewable energies is and will remain a key pillar of climate protection, and one that needs further targeted development in the underlying framework. The Green Deal adopted by the European Union shows the way ahead. Regardless of the outcome of the federal elections, the new Federal Government will have to develop the renewable energies legislation further, improve the opportunities for Green Heat and promote energy efficiency and grid expansion. If we are to meet the renewables targets for electricity and heating energy, we will need new initiatives.