

MVV Energie –
Supplier of the Future

08/09

Baader Bank AG

Unterschleissheim, 21 October 2009

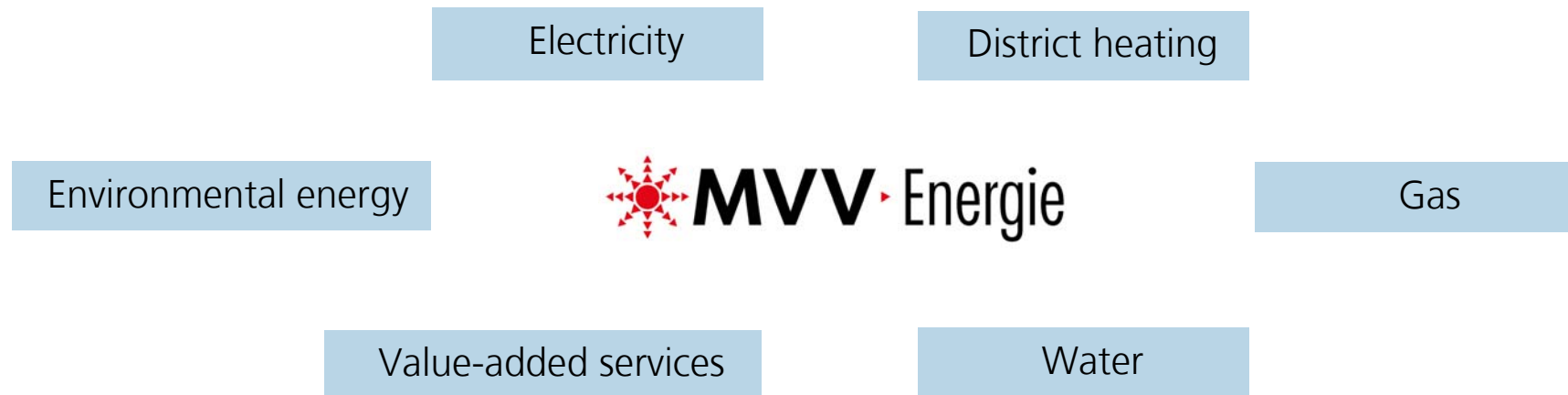
www.mvv-investor.de



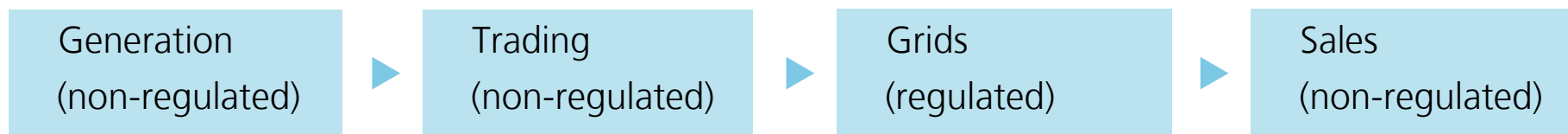
MVV Energie in brief



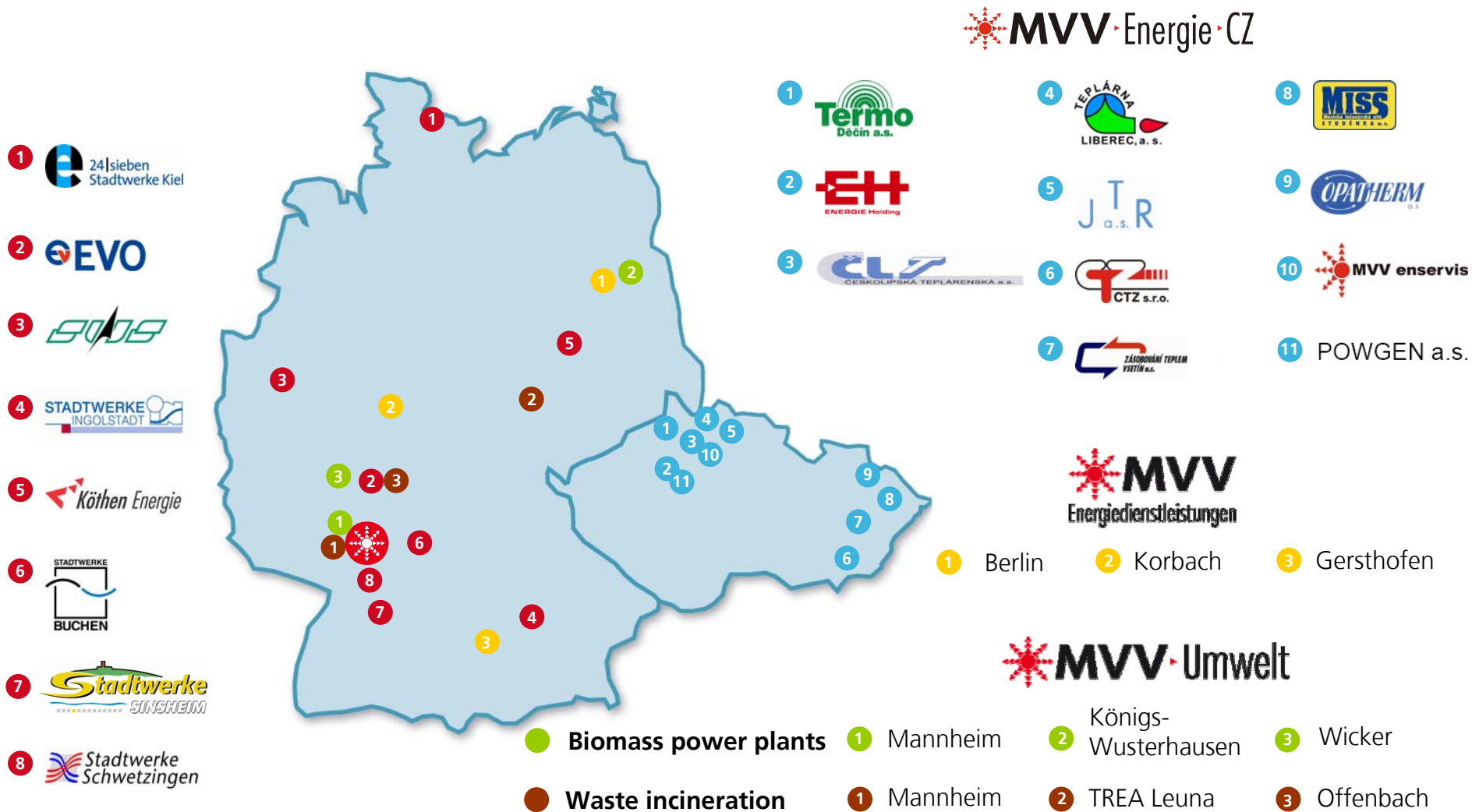
Business activities of the MVV Energie Group



Energy industry value chain

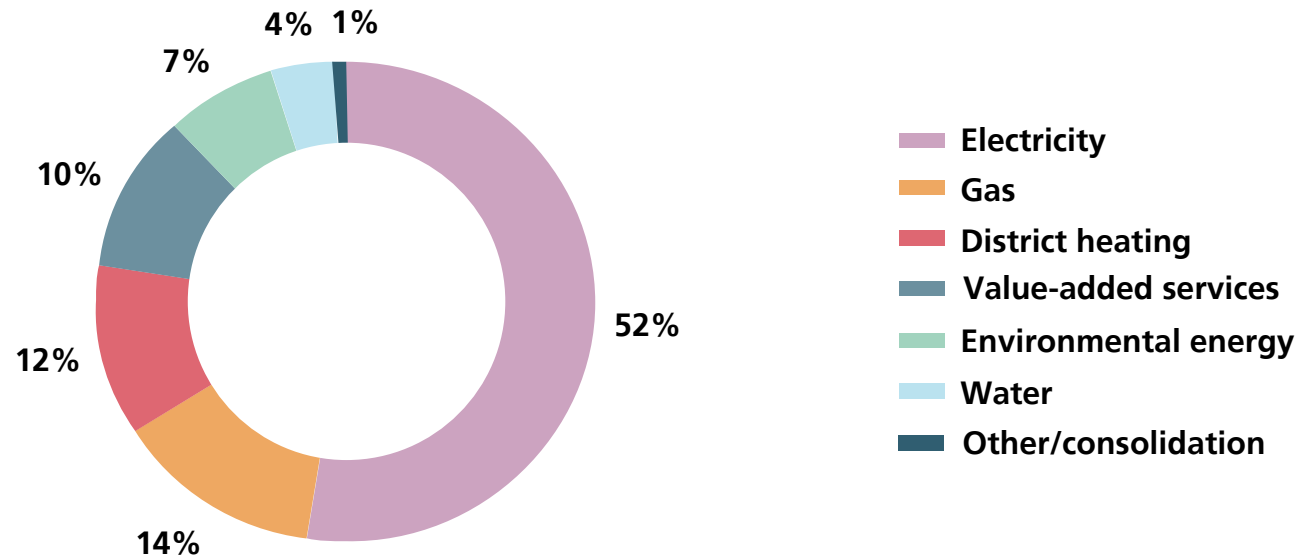


Municipal utility companies and major locations of the MVV Energie Group



Sales by segment – well-balanced business portfolio

Sales by segment in 2007/08 FY



► Key figures (2007/08 FY pursuant to IFRS)

Sales ¹ :	Euro 2,636 million
EBIT before 39:	Euro 249 million
Annual surplus:	Euro 185 million
Equity ratio:	33.5%
Employees:	5,901

¹ excluding energy taxes

MVV Energie –
Strategic repositioning

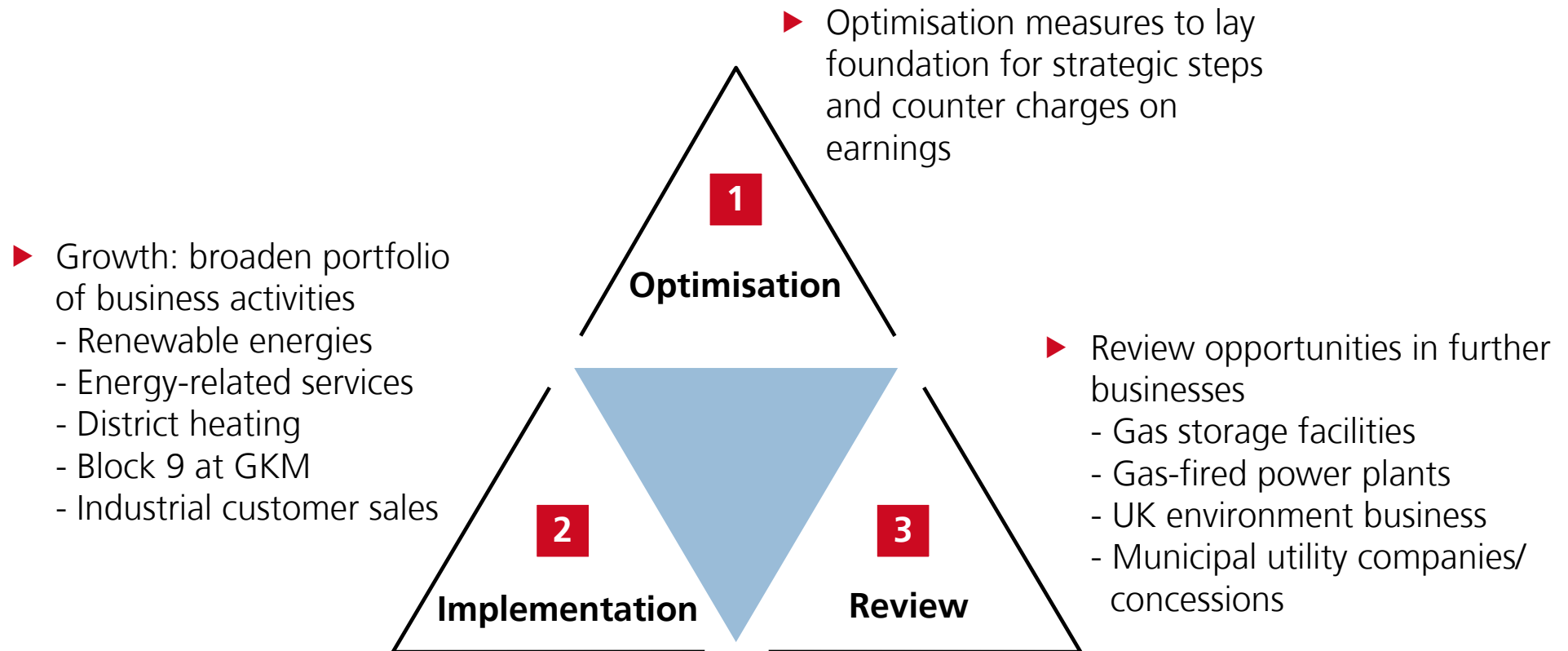


Long-term structural transformation changes environment for the MVV Energie Group and provides framework for strategy

Mega-trends	Implication	Examples
Structural change	Energy efficiency and climate protection	▶ Political intervention is changing the industry – CO ₂ certificates, Renewable Energies Act ...
Stagnation / decline in demand	Crowding-out competition	▶ Most forecast institutes ¹ expect to see stagnation – energy companies expect decline
Erosion in margins	Pressure on costs	▶ Marked increase over time in competitive pressure / pressure to consolidate in all stages of value chain (including grids)
New markets	Growth opportunities	▶ New business fields such as energy efficiency and renewable energies potentially offer new opportunities

¹ EWI, BMWI, Fraunhofer, BDEW – forecast with decline scenario

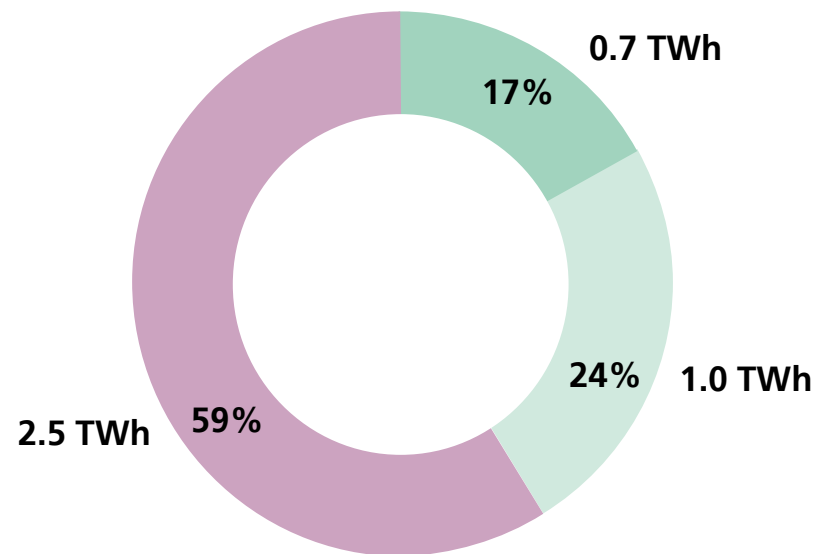
Investments in the future



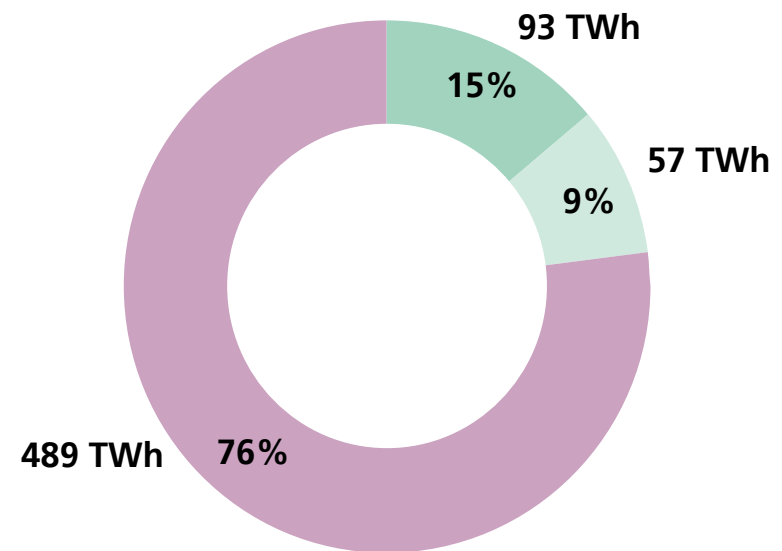
Investments of Euro 3 billion by 2020

Electricity generation of the MVV Energie Group by source

Electricity generation of the MVV Energie Group in Germany in the 2007/08 FY: 4.2 TWh



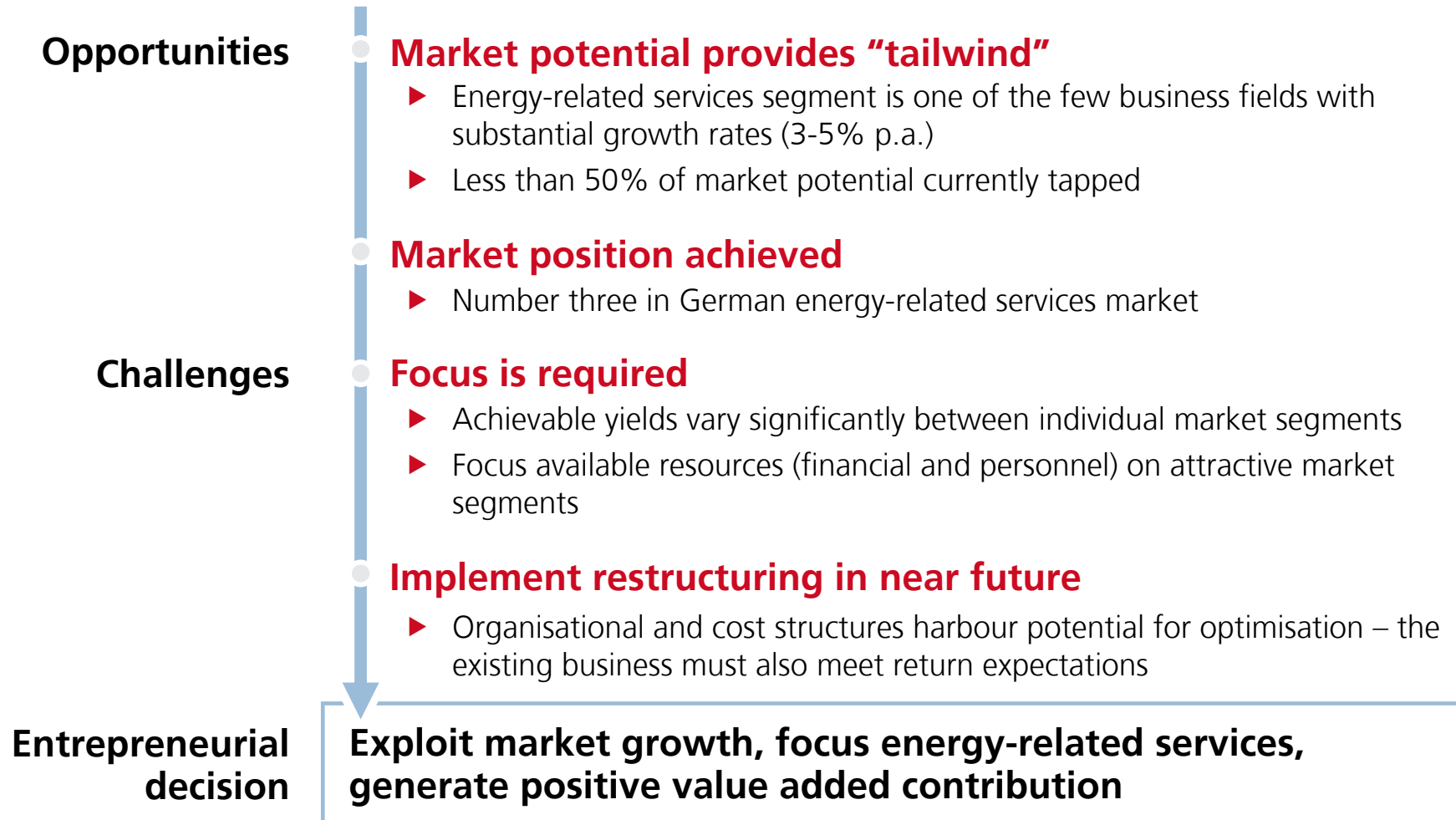
Gross electricity generation in Germany in 2008: 639 TWh



- Electricity from renewable energies including biomass CHP plants and biogenous share of waste
- Electricity from cogeneration
- Other electricity generation

Source: Federal Ministry of the Environment (BMU), AGE Energiebilanzen (preliminary) and own calculations

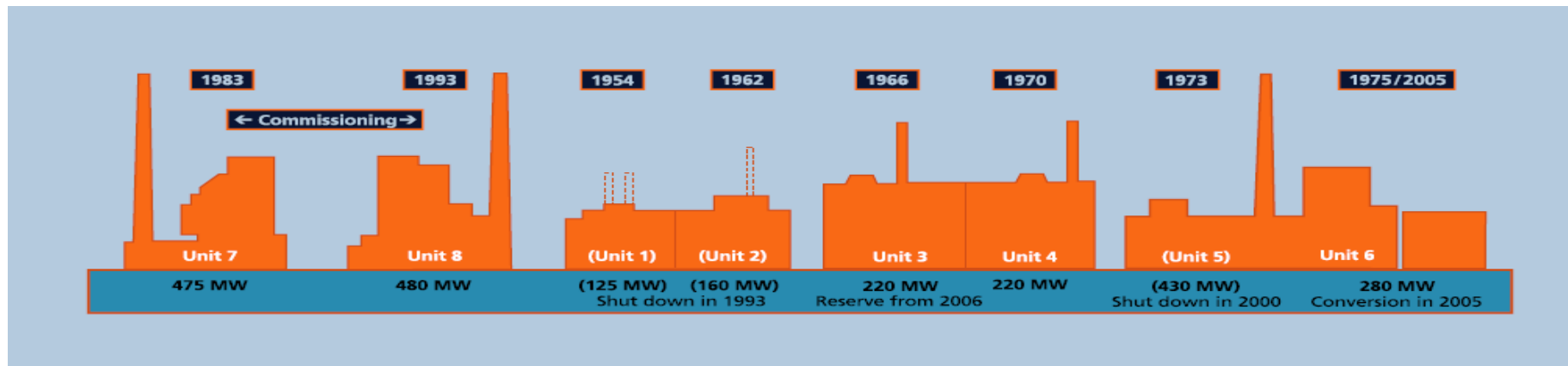
Targeted enhancement of energy-related services business; first lay foundations to successfully exploit attractive market climate



Foundation for further expansion of district heating

- ▶ Safeguarding secure, inexpensive, economical and environmentally-friendly supply of district heating in the long term (cogeneration)
- ▶ Climate-friendly CO₂ regime and increasing efficiency as well as saving resources
- ▶ Investment volume: Euro 1.2 billion, financing organised by GKM itself; capacity: 911 MW electric power or 500 MW thermal energy

Grosskraftwerk Mannheim (GKM); MVV Energie AG share: 28%



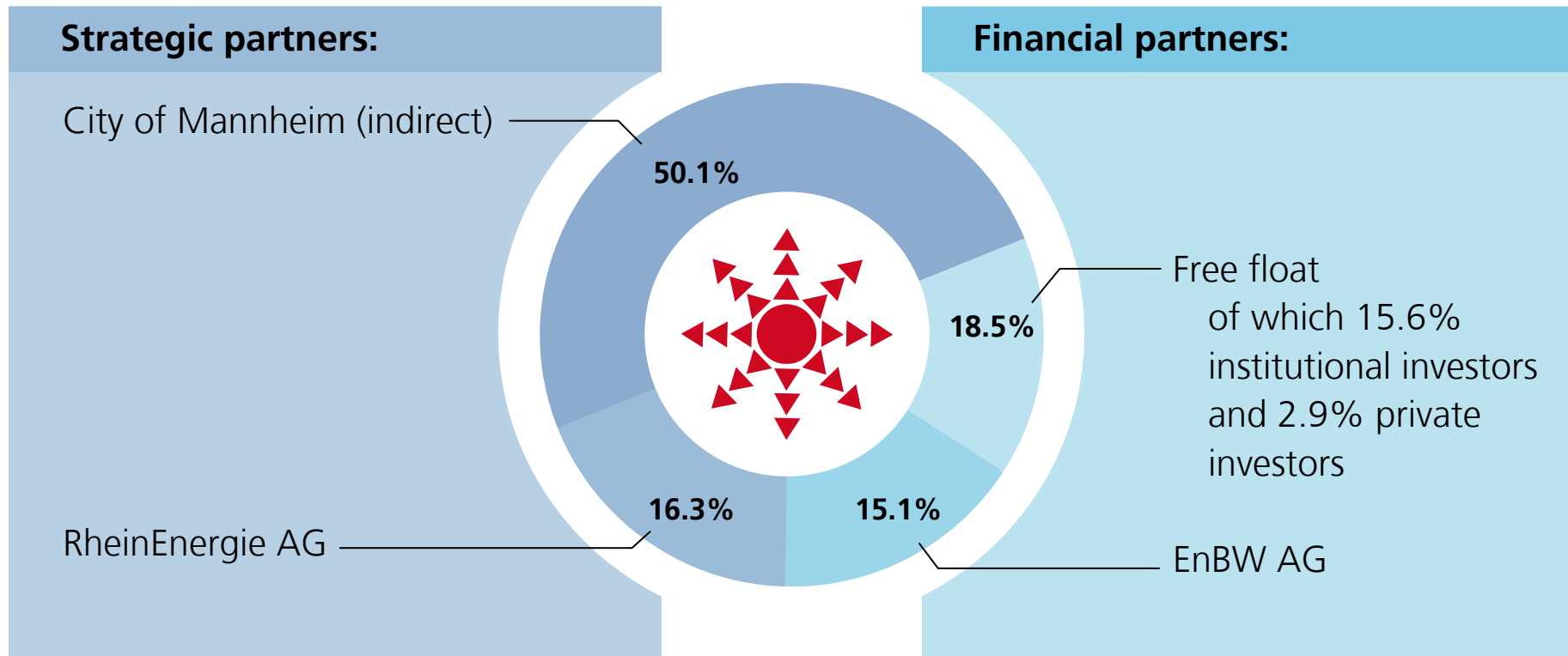
With Block 9, we are laying the foundation for the expansion of cogeneration and district heating – an ecologically necessary step which also makes economic sense and is being promoted by the Federal Government.

The share of MVV Energie AG



 **MVV** Energie

Current shareholder structure and key figures of MVV Energie AG



▶ **No. of shares:**

65.907 million

▶ **Average daily turnover:**

19,162 shares

▶ **Market capitalisation:**

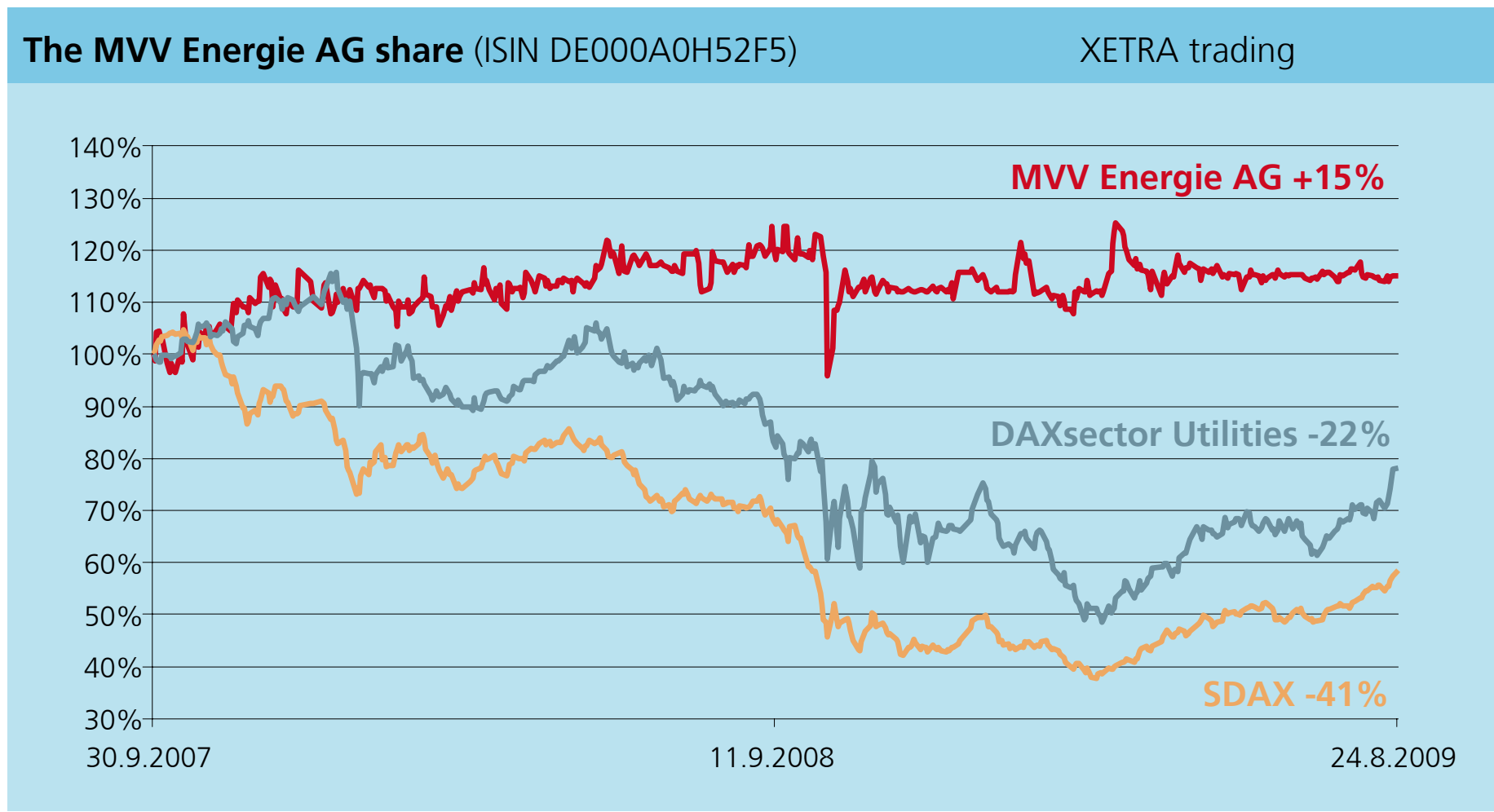
Euro 2,042 million

(Closing price on 19.10.2009:
Euro 30.99)

▶ **Free float:**

Euro 378 million

MVV Energie's share has performed well in a weak market



Share chart as performance comparison (including subscription right discount upon capital increase in October 2007 and dividend payment in March 2008 and March 2009) with SDAX and DAXsector Utilities

High dividend distribution in past eight years

Dividend

	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08
Dividend/Share (Euro)	0.75	0.75	0.75	0.75	0.75	0.80	0.80	0.90
Total dividend ¹ (Euro million)	38.0	38.0	38.0	38.0	41.8	44.6	52.7	59.3
Dividend yield ² (%)	5.2	5.0	4.9	5.2	3.9	3.4	2.7	2.7

¹ with dividend entitlement until FY 2003/04: 50.7 million shares; FY 2004/05: 55.7 million shares; FY 2005/06: 55.8 million shares; from FY 2006/07: 65.9 million shares

² dividend yield based on respective closing price in XETRA trading on 30 September

Advantages for our shareholders

- ▶ **Stability** due to diversified portfolio
- ▶ Solid balance sheet with matching maturities and **high equity ratio**
- ▶ High volume of **investments in future** in fields of renewable energies, energy-related services, district heating, power plant in Mannheim (GKM) and further expansion of nationwide sales of electricity and gas to industrial customers
- ▶ Solid **dividend yields**
- ▶ Listed in the Prime Standard (**SDAX**)
- ▶ Continuous **improvement in IR communications** (3rd position in SDAX stock market segment in 2009 Investor Relations Prize awarded by the business magazine Capital)



We are committed to shareholder value

Outlook



We reconfirm our outlook

▶ Sales target for 2008/09 FY: upgrade to above Euro 2.8 billion (previous year: Euro 2.6 billion)



▶ EBIT target unchanged: EBIT before IAS 39 and excluding one-off items in energy-related services business slightly lower than in FY 2007/08 (Euro 249 million)



▶ Write-down requirements of Euro 34 million in energy-related services business in FY 2008/09

▶ Impact of strategy project MVV 2020 in FY 2009/10

▶ Successful placement of promissory note bonds worth Euro 203 million secures strategic liquidity

Thank you for your attention!

We would be pleased to answer any queries you may have.

Head of Group Department Investor Relations

Marcus Jentsch

Tel: ++49 (0)621 290-2292

m.jentsch@mvv.de



Back up: Key financial data
for the first nine months of
2008/2009 FY and financial
calendar 2009/20101



Key figures of the MVV Energie Group for the first nine months of 2008/2009 financial year

Earnings performance in Euro million

	2008/09 (1.10.-30.6.)	2007/08 (1.10.-30.6.)	% Change
Sales excluding electricity and natural gas tax	2,482	2,042	+22
EBITDA before IAS 39	357	358	-
EBIT before IAS 39	250	251	-
EBT before IAS 39	192	199	-4
Net surplus for the period before IAS 39 ¹	128	139	-7
Net surplus for the period after minority interests before IAS 39 ¹	117	125	-6
Earnings per share before IAS 39 ^{1, 2} in Euro	1,78	1,92	-7
Free cash flow ³	-110	26	

¹ excluding non-operating valuation items for financial derivatives

² increase in number of shares (weighted nine-month average) from 65.1 million to 65.9 million as a result of capital increase

³ cash flow from operating activities less investments in intangible assets, property, plant and equipment and investment property

Sales by segment in the first nine months of 2008/2009 financial year

Sales in Euro million

	2008/09 (1.10.-30.6.)	2007/08 (1.10.-30.6.)	% Change
Electricity ¹	1,312	1,013	+30
District heating	264	265	-
Gas ²	438	306	+43
Water	74	77	-4
Value-added services ³	231	216	+7
Environmental energy	145	147	-1
Other/consolidation	18	18	-
	<u>2,482</u>	<u>2,042</u>	+22

¹ excluding electricity tax

² excluding natural gas tax

³ excluding electricity and natural gas tax

EBIT before IAS 39¹ by segment in the first nine months of 2008/2009 financial year

EBIT before IAS 39¹ in Euro million

	2008/09 (1.10.-30.6.)	2007/08 (1.10.-30.6.)	% Change
Electricity	38	68	-44
District heating	62	56	+11
Gas	74	39	+90
Water	10	10	-
Value-added services	12	12	-
Environmental energy	54	65	-17
Other/consolidation	-	1	-100
	<u>250</u>	<u>251</u>	-

¹ before IAS 39 effect Euro -209 million (previous year: Euro 188 million); of which electricity Euro -200 million (previous year: Euro 184 million) , Gas Euro -10 million (previous year: Euro 4 million) and district heating Euro 1 million (previous year: Euro 0 million)

Financial calendar of 2009/2010

- ▶ 19.11.2009 Publication of Preliminary Results for the 2008/2009 Financial Year and Analysts` Conference Call
- ▶ 30.12.2009 2008/2009 Annual Report
- ▶ 27.1.2010 Annual Results Press Conference and Analysts` Conference in Frankfurt/Main
- ▶ 15.2.2010 Financial Report 1st Quarter of 2009/2010
- ▶ 12.3.2010 Annual General Meeting in Mannheim
- ▶ 15.3.2010 Payment of Dividend
- ▶ 15.5.2010 Financial Report 2nd Quarter of 2009/2010 and Analysts` Conference Call
- ▶ 15.8.2010 Financial Report 3rd Quarter of 2009/2010 and Analysts` Conference Call