

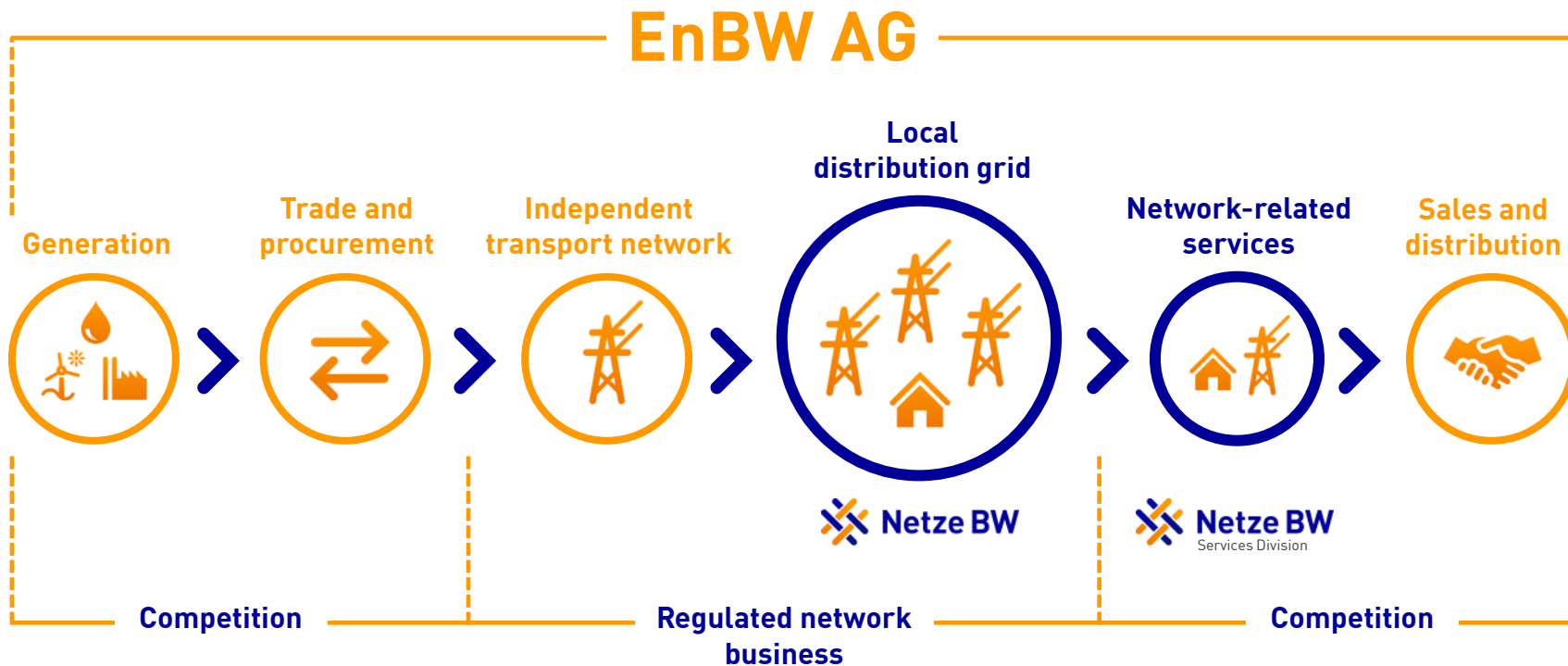
Smart grids webinar

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Ein Unternehmen der EnBW



We – Netze BW – are a link in the energy management value added chain.



Our company in numbers



Customers

2.23 million

We could fill the Mercedes Benz Arena about

38 x



with our network customers.

Grid area

17,587 km²

Our grid area is equivalent to approx.

33 x



the area of Lake Constance.

Grid length

94,437 km

The length of our grid would reach approx.

2.5 x



around the Earth.



Gas

152,506

House connections

3,456 km²

4,984 km

across all pressure levels



Water

75,709

House connections

207 km²

2,568 km

incl. service lines

Services



Telecommunications



Lighting

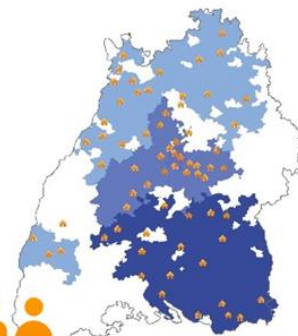


District heating



installed
renewable generation
> 4.5 GW

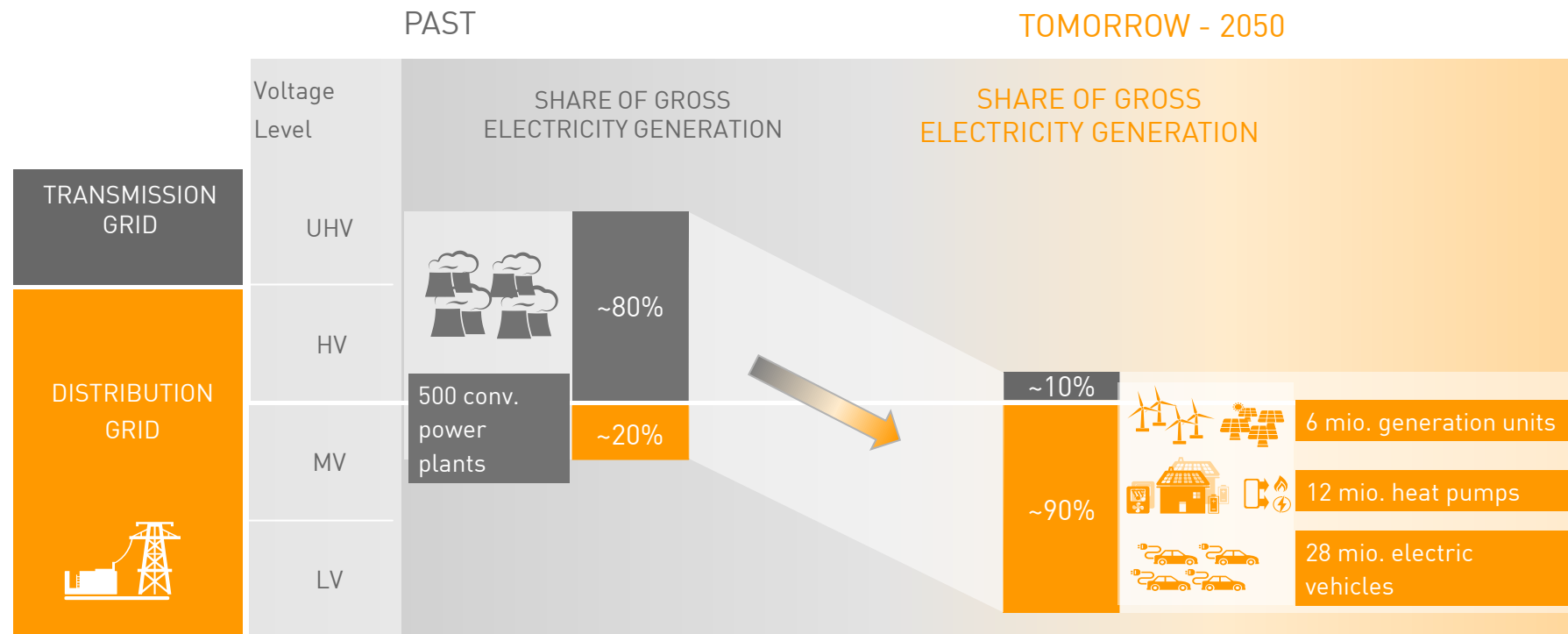
Peak load
8,57 GW



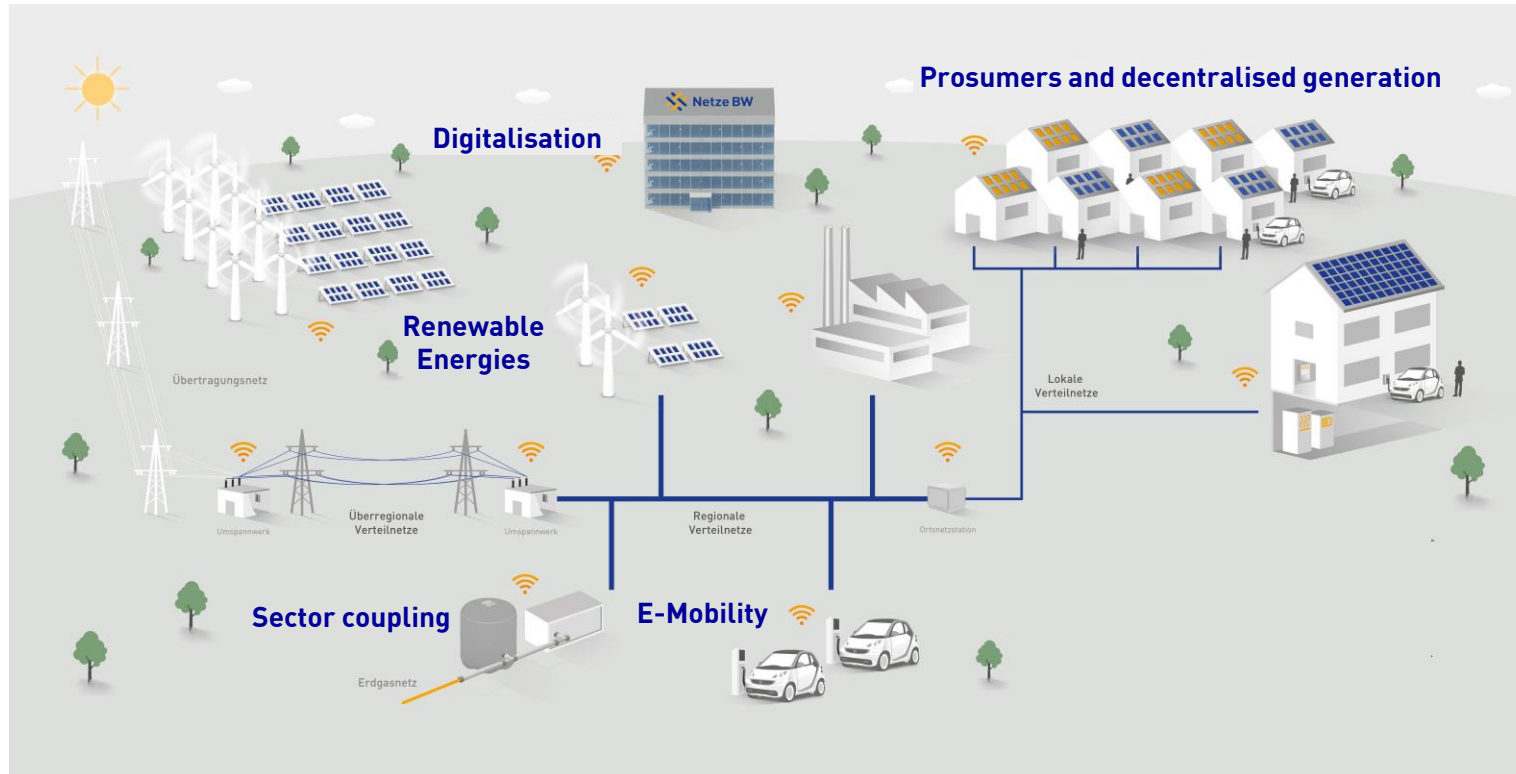
84 locations



~4200 employees



Trends and focus areas regarding the future distribution grid



How can I get involved as a startup at EnBW?

Innovation Challenge

Founder's Scholarship

EnBW New Ventures

— EnBW

Innovation Challenge



Description

- > Semiannual **startup bootcamp** with **input sessions** and individual **coaching**
- > Total **prize money** of 3.000 €, **expert contacts** within the EnBW, chance for **founder scholarship**

Support for further **development of the business idea** into a **sustainable business model** through:

- > **Financial support** for 6 - 12 months of max. 2.500 € per month, **material costs** in the amount of max. 10.000 € p.p. possible
- > Individual and regular **coaching sessions**
- > **Contact network** and **sales channels** of EnBW

- > **Venture capital arm** of EnBW with focus on smart infrastructure startups
- > **1 to 10 million Euro** investment in **series A+** stages

Requirements

- > **Early-stage** startups
- > **Understanding** of **potential customers** and **market environment**
- > **Clear vision** of how your idea can be **financed as a business model**
- > **Fit to the EnBW Innovation search fields:** Smart Grid, Digital Energy Management and Distribution, Connected Home, Mobility, Urban Infrastructure, Telco & Data Solutions

- > **Early-stage** startups
- > **Fit to the EnBW Innovation search fields**

Intelligent and scalable solutions in the **areas** of:

- > **Intelligent infrastructure** for customers
- > **Sustainable generation** infrastructure
- > **System-critical** infrastructure

Thank you for your attention



Netze BW GmbH
Dr. Bartholomäus Surmann
Head of Technology & Innovation

More information is available on our
homepage:
www.netze-bw.de and on social media.

