



Perspective of a private investor to finance the energy transition in Central Europe

4th Central European Day of Energy, Brussels
November 28, 2019

About AES

4 MARKET-ORIENTED STRATEGIC BUSINESS UNITS

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15 COUNTRIES

\$32.5B TOTAL ASSETS

\$10.7B TOTAL 2018 REVENUES

32 GW IN OPERATION (GROSS)

4.4 GW GENERATION CAPACITY UNDER CONSTRUCTION



AES Serves
2.4M
CUSTOMERS

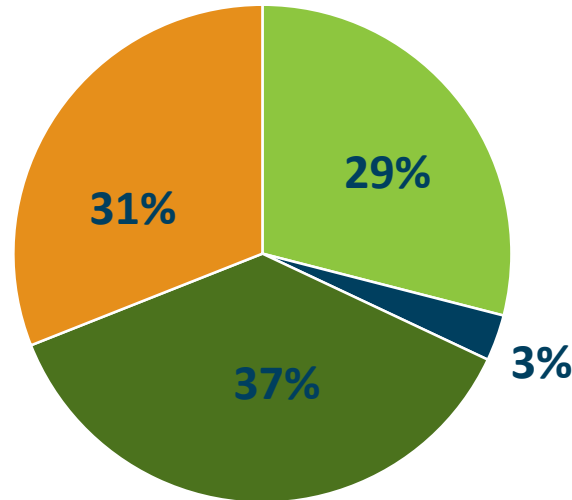


6
UTILITY COMPANIES

GLOBAL WORKFORCE OF APPROXIMATELY

9,000
PEOPLE

FUEL TYPE



■ Renewables ■ Oil/Diesel/Pet Coke ■ Gas ■ Coal

VALUES

- Safety
- Integrity
- Agility
- Fun
- Excellence

2019 WORLD'S MOST ETHICAL COMPANIES™
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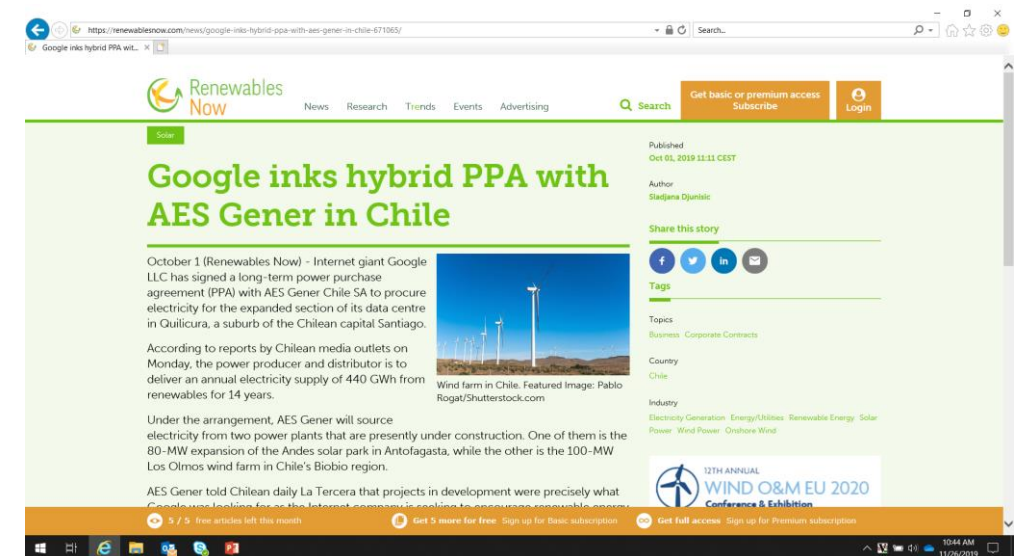
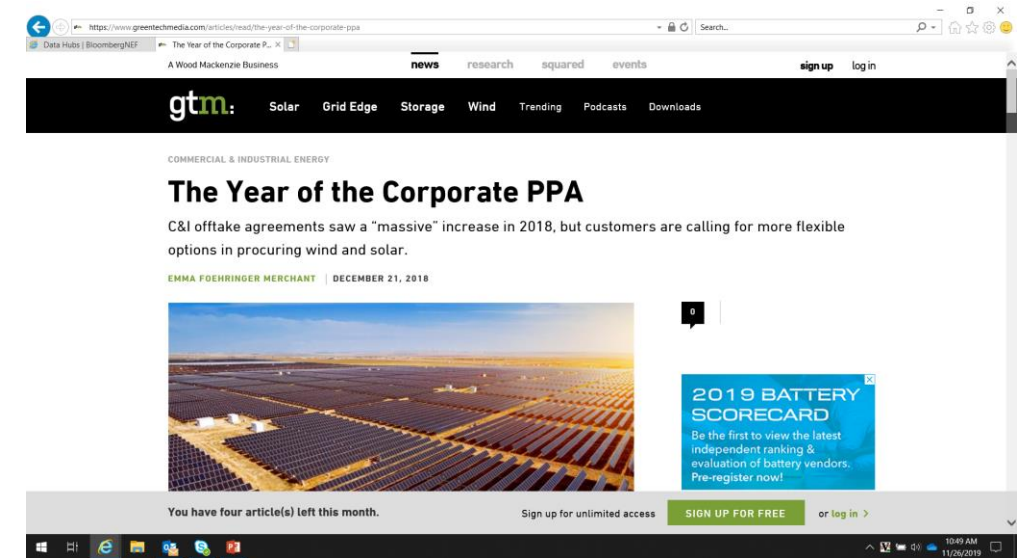
MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM

FORTUNE
500

NYSE

Corporate PPA are a key enabler to deployment of renewable generation

- **Corporate off-takers are a significant driver of renewable energy deployment**
 - ▶ Top 5 off-takers (Google, Facebook, Microsoft, ATT&T Inc, and Amazon) contracted over 15 GW
 - ▶ 15 GW of new capacity was contracted for year 2019 alone
 - ▶ Main regions are the US and northern Europe
- **Corporate PPAs are win-win deals**
 - ▶ Way for customers to meet climate commitments and secure energy needs
 - ▶ Way for developers to access project finance
 - ▶ Main drivers are attractive legal and regulatory framework and tax incentives



THANK YOU

