

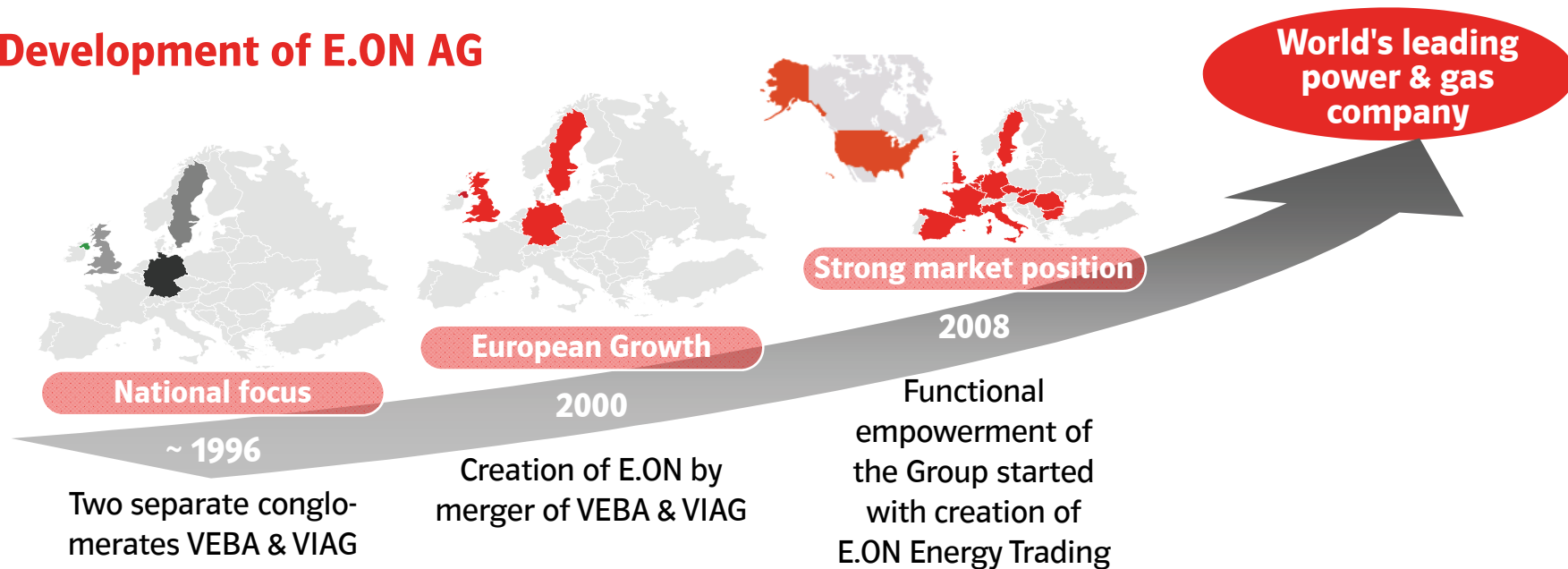


# E.ON Inhouse Consulting GmbH – Introduction

Munich, December 2011

# E.ON is one of the world's leading power and gas companies

## Development of E.ON AG



### Key facts of E.ON AG

- One of the world's largest investor-owned power and gas companies
- More than 88,000 employees generated sales of just under € 82 billion in 2009
- Clearly focused player with leading market positions in power and gas and roughly 30 million customers
- Operations in more than 30 countries

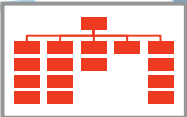
# E.ON Inhouse Consulting (ECON) is the internal consulting unit of E.ON Group



**100 percent subsidiary of E.ON AG**



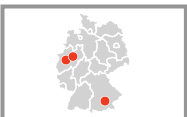
**In 2010: Revenue > € 20 million, number of projects > 100**



**Clients: Entire E.ON Group  
(Global & Regional Units, Support Functions)**




**Total number of consultants: ~ 100**



**Office location: Essen**

## ECON Mission Statement



***To anticipate the strategic and operational challenges of E.ON's Businesses, to develop and provide the required capabilities and people, and to serve E.ON's Business Leaders as advisory counselors for their success***

**Sparring Partner**

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**Trusted Advisor**

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**Professional Service Provider**

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**Capability Pool**

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**Talent Pool**

# Our strategy: Generating value along 3 dimensions - financial contribution, high quality services, people development

## **ECON Strategic Goals**

**Realize a Sustainable  
(Financial) Value Add**



**Leverage our scale and portfolio of capability assets to serve E.ON's Business Leaders as preferred provider of management consulting services**

**Strive for Superior Quality and Distinctive Impact**



**Adhere to the highest professional standards and exemplify an uncompromised quality focus via rigorous performance monitoring and steering**

**Create an Unrivaled Environment for Superior Talent**

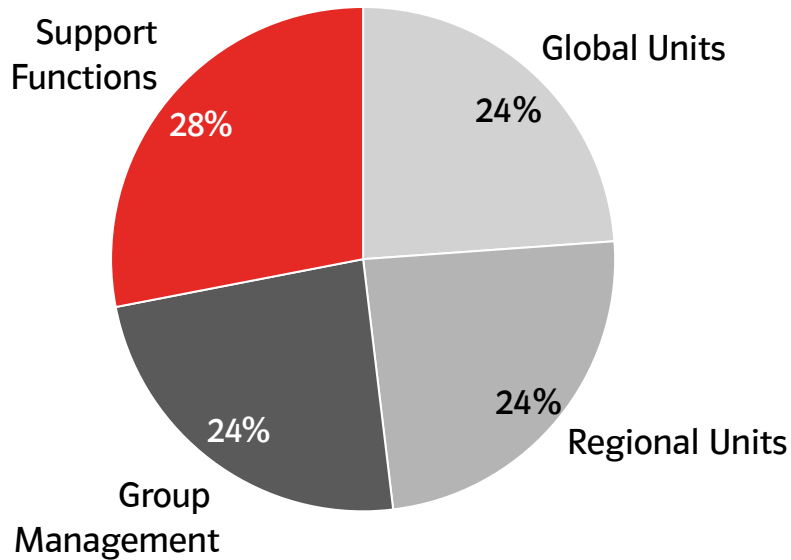


**Excite our people and develop future business leaders for E.ON through active apprenticeship, stretching and entrepreneurial opportunities**

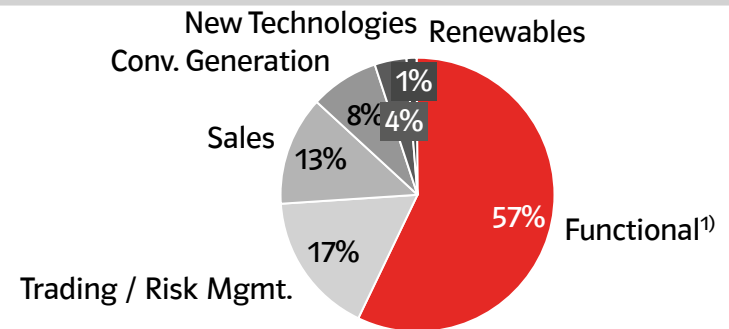
# Our projects: ECON with well balanced client portfolio across the E.ON Group ...

## Project Split in % Revenues (07/10 - 08/11)

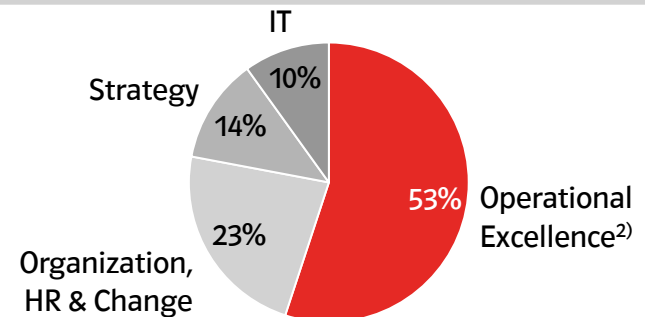
**By Business Unit**



**By Value Added Step**



**By Functional Area**



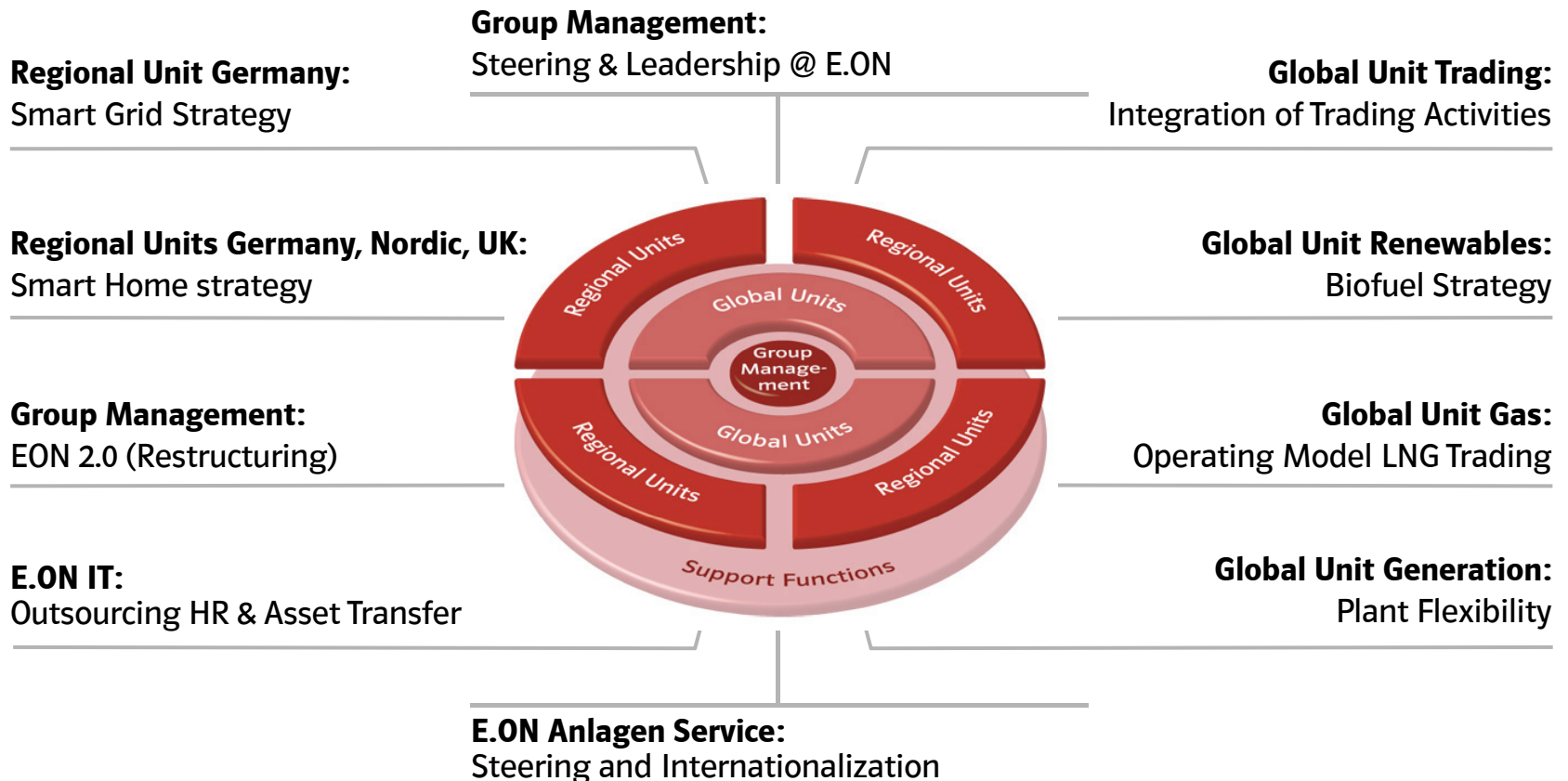
1) Strategy, Operations & Process Fitness, Organization, HR & Change, IT

2) Restructuring & Process Transformation, Finance & Controlling, Post Merger/Acquisition Integration, Service Operations, Sourcing

Source: ECON

# ... exemplified by flagship projects across Global and Regional Units, Support Functions and Group Management

## Selection of Projects (07/10 - 08/11)



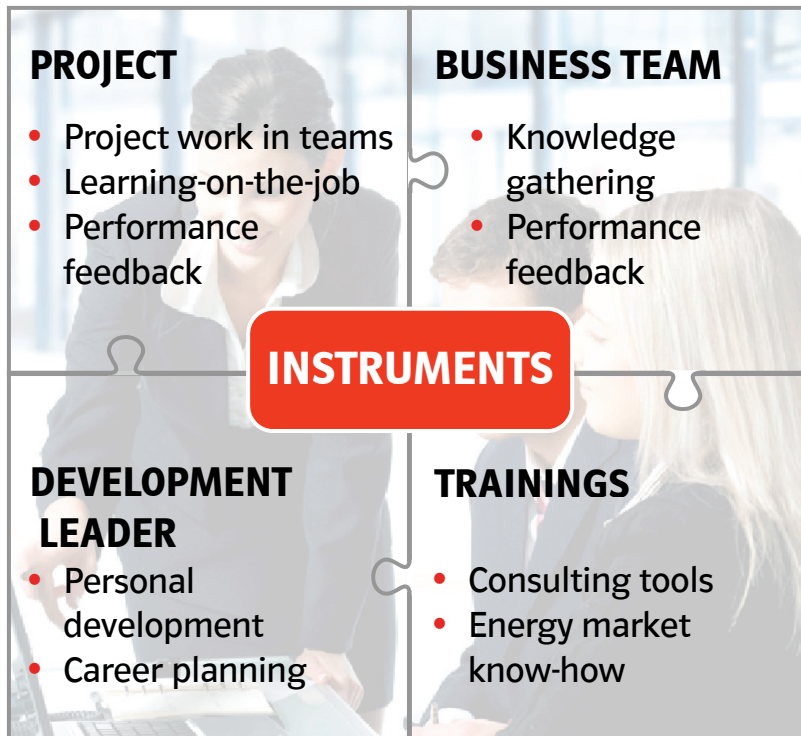
# We offer you a great start for your career at E.ON

## Career path at E.ON Inhouse Consulting



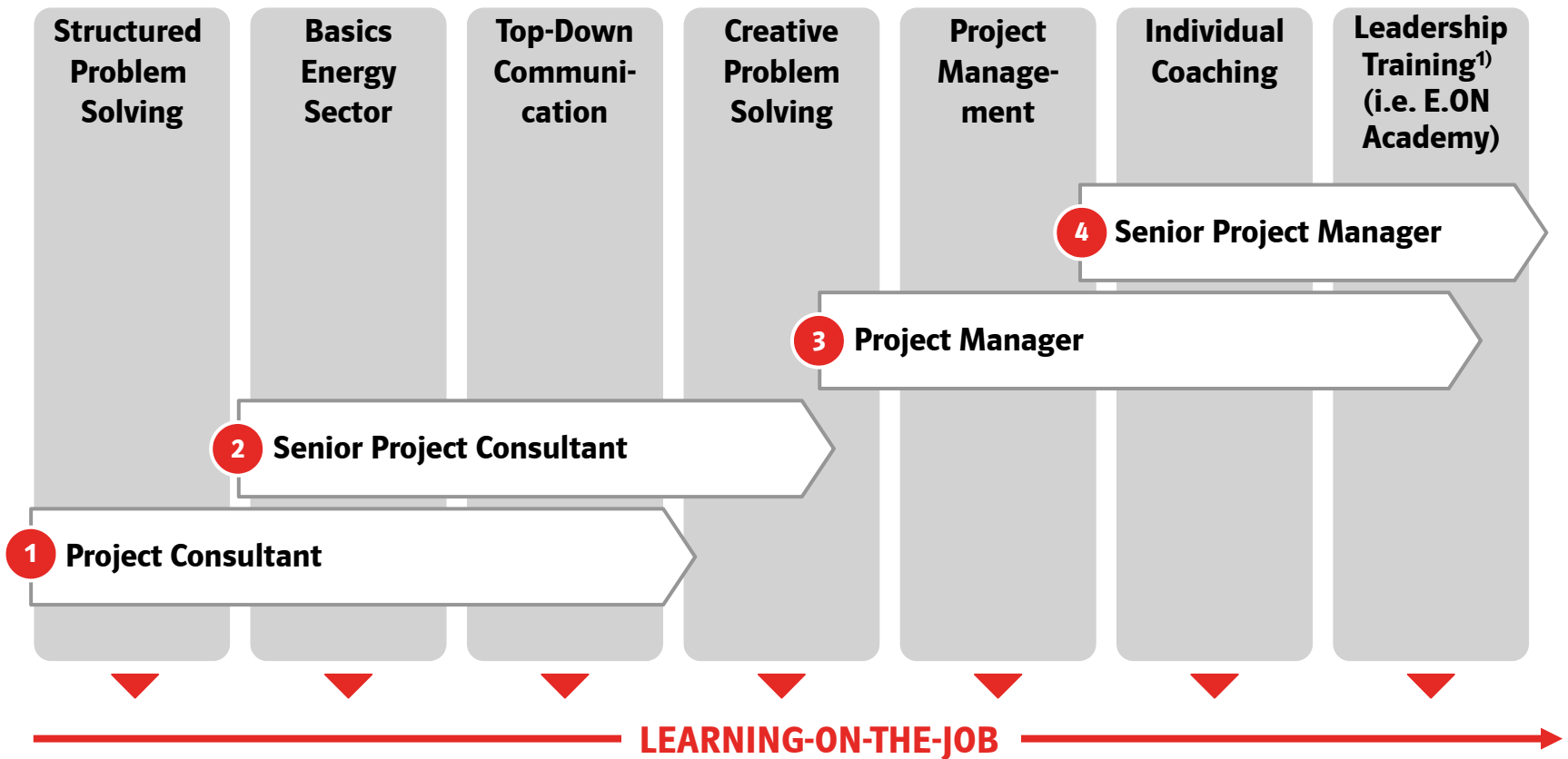
# Your development is our focus

## Four instruments support your personal and professional development at E.ON Inhouse Consulting






- **Projects** allow learning-on-the-job in project teams and close collaboration with customers
- **Business Teams** increase your expertise and enable knowledge transfers
- **Development Leaders** act as your mentors and support you in your career planning
- **Trainings** teach you consulting tools and energy market know-how

# Targeted trainings complement your learning-on-the-job



1) Selective trainings depending on individual needs.

# ECON's management team has deep consulting, energy and functional expertise (1/2)

	<p><b>Anja-Isabel Dotzenrath</b></p>	<ul style="list-style-type: none"> <li>• <b>20+ years of professional and consulting experience in the energy &amp; utility sector</b> with deep expertise along the whole value chain, at last as a <b>Partner with Booz &amp; Company</b></li> <li>• Specialist in strategy development, large-scale strategy-based transformations, operational excellence, org. design, PMI, finance</li> <li>• More than 12 years of experience with E.ON</li> <li>• Masters in Electrical Engineering and Economics (RWTH Aachen)</li> </ul>	<p><b>Managing Director</b></p>
	<p><b>Dr. Philip Beckmann</b></p>	<ul style="list-style-type: none"> <li>• <b>10+ years of consulting experience in the energy &amp; utility sector</b> at last as a <b>Principal with BCG</b></li> <li>• Specialist in sales, generation, business model design, org. redesign, corporate finance</li> <li>• Doctorate (Univ. of Dortmund), Masters in Economics (Univ. of Bonn), MBA (Helsinki School of Economics, University of Texas, Austin)</li> </ul>	<p><b>Sales, Grids, New Technologies</b></p>
	<p><b>Johannes Burger</b></p>	<ul style="list-style-type: none"> <li>• <b>17+ years of professional and consulting experience</b>, 4+ years of consulting experience in the energy sector with <b>ECON</b></li> <li>• Specialist in trading, sales, transfer pricing and controlling</li> <li>• Masters in Economics (Univ. of Bonn)</li> </ul>	<p><b>Trading, IT</b></p>

# ECON's management team has deep consulting, energy and functional expertise (2/2)



**Dr. Eva-Maria Lueger**

- **14+ years of professional and consulting experience** at last as a **Principal with Booz & Company**
- Specialist in financial management and controlling as well as strategic transformation and reorganization
- Doctorate and Masters in Intl. Economic and Business Studies (Univ. of Innsbruck), General Course Economics (London School of Economics)

**Finance,  
Accounting,  
Controlling**



**Larissa Preuß**

- **19+ years of professional and consulting experience in energy & utilities** at last as **Manager at A.T. Kearney**; more than 8 years of E.ON expertise
- Specialist in generation & renewables, large CAPEX and trading as well as strategic transformation and reorganization
- Masters in Mechanical Engineering (TU Munich), Executive MBA (Kellogg, Chicago)

**Generation,  
Renewables**



**Dr. Sopna Sury**

- **10+ years of professional and consulting experience**, prior to ECON at **McKinsey as a Manager in the Organization Practice**
- Specialist in org. (re)design, change management, communications, HR management
- Doctorate and Masters in Intl. Economics (Private University of Witten/Herdecke)

**Organization,  
HR, Change  
Mgmt**

## How to reach us

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