Vattenfalls strategy for sustainability

Magnus Hall

KTH Energy Dialogue 14 November 2019

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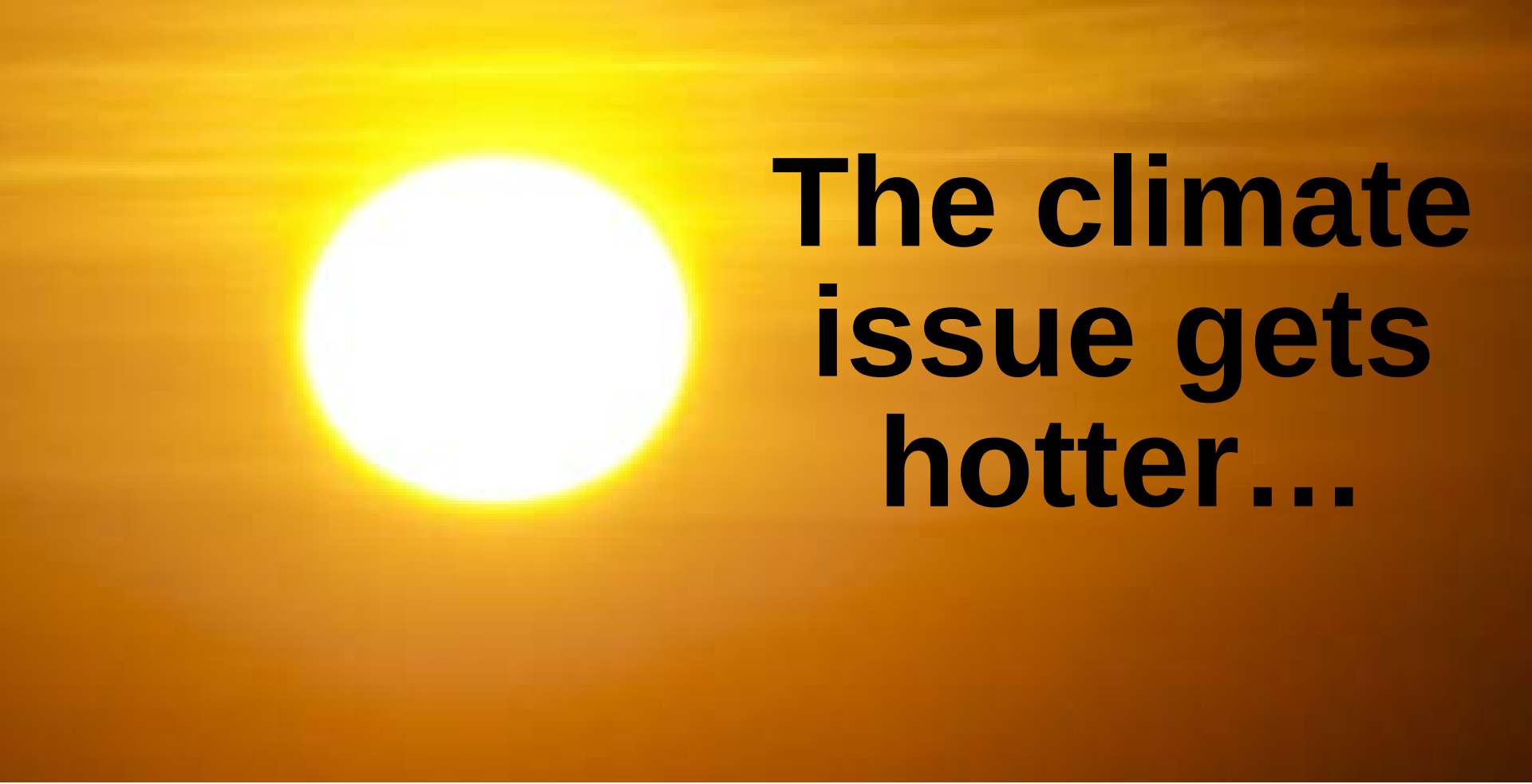
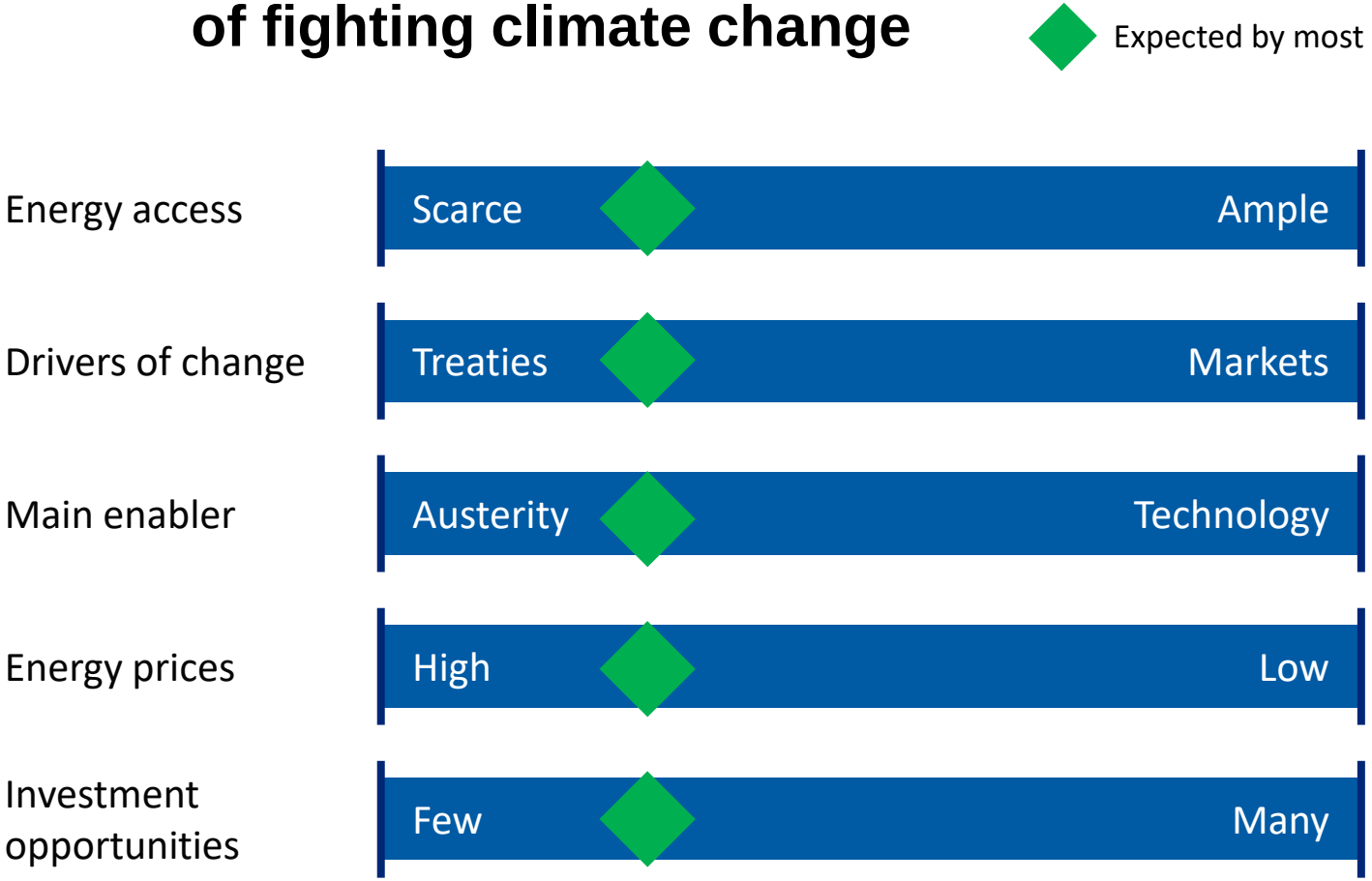
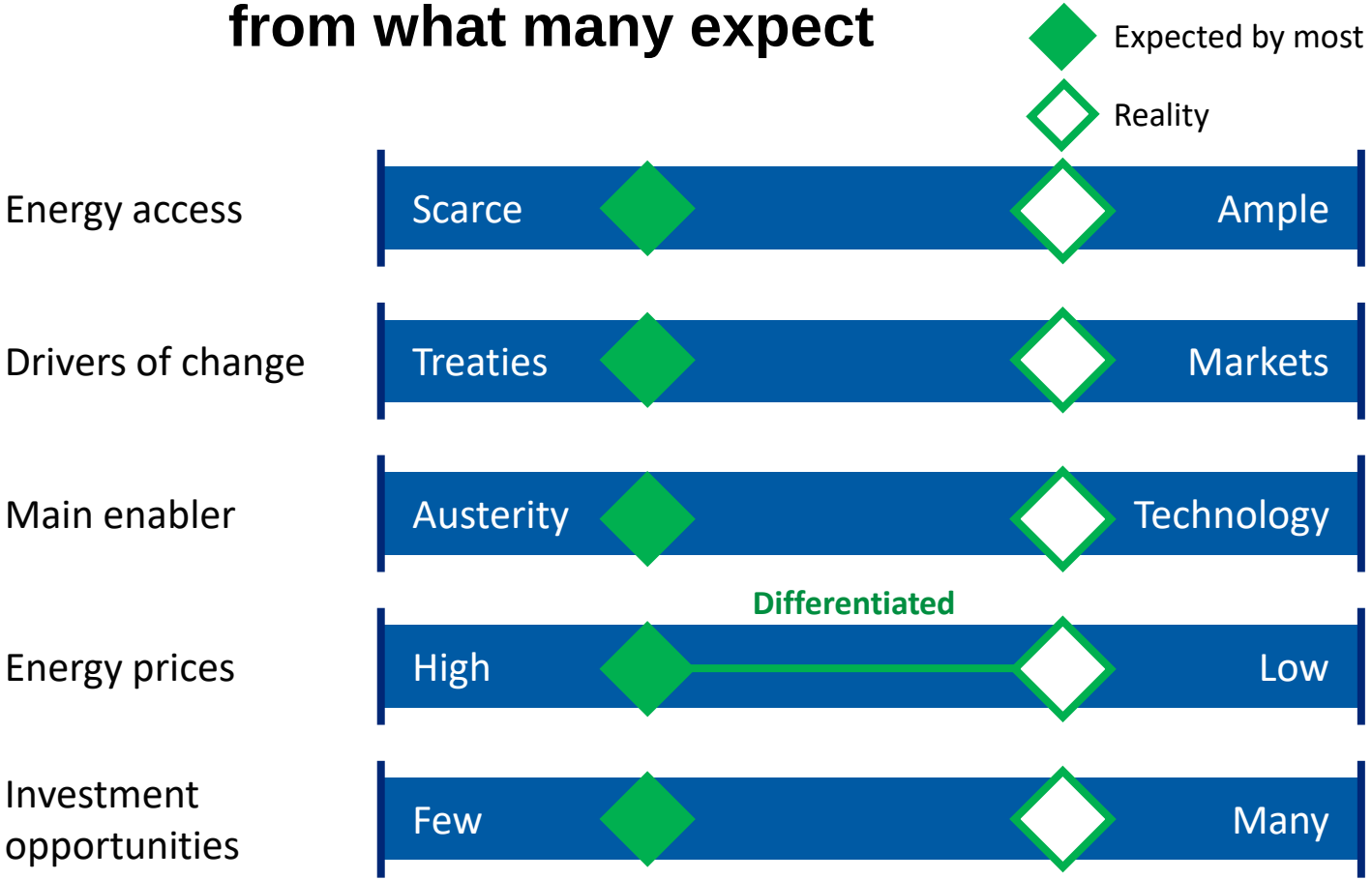

The climate
issue gets
hotter…

This is what people expect as a result of fighting climate change



But the new world will be different from what many expect



The CO2 commercial drive will accelerate!

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Electrification is a key solution!

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We must make it is easy for the next generation to live a fossil-free life!

Climate smart solutions for homes and cities available and affordable for all customers

Partnerships with industry explore fossil-free solutions for steel, cement and data centers

Build-out of charging infrastructure supports electrification of transport sector

Our beliefs about the future 2019

1. **Sustainability is the business –** and a prerequisite for access to customers, competence and investors.
2. **To best serve the needs of customers, a total energy perspective is necessary**.
3. **Further electrification is a key enabler of fossil-free living** and, given the pace required, demand for fossil-free electricity and infrastructure will increase significantly.
4. **Digitalization of the entire energy value chain is required** to leverage flexibility and serve customers **in a fossil free, robust and cost efficient energy system**
5. **New competencies, speed in learning and diverse and inclusive teams are critical in the energy transition**.
6. **Cost efficiency and competitiveness is a prerequisite for value creation and growth.**

All 6 beliefs have been reformulated/added since last year.

Fossil free living within one generation – a powerful message

At Vattenfall we exist to help all of our customers power their lives in ever climate smarter ways and live free from fossil fuel within one generation

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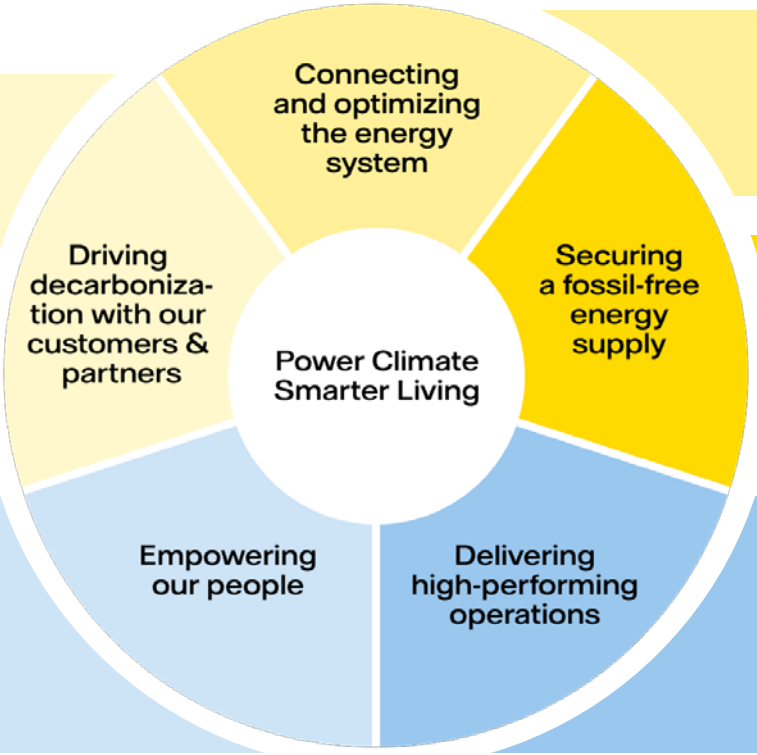
A strategy for leading the fossil free energy arena

- A trusted brand opens doors!
- Grow retail B2C & B2B
- E-mobility enabler
- Create smart position in decentralised energy solutions
- Driver of electrification in industry



- Distribution networks
- Market aggregation
- Flexibility services

- Hydro & Nuclear + back end
- Grow in renewables
- Heat & Condensing CO2 roadmap

- Clear and engaging purpose
- Attractive employee value proposition
- Modern leadership
- Access to talent

- Top quartile in cost efficiency
- World class PRA
- First class procurement capability
- Taking digital seriously
- Sustainable value chain

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