

Vision on Energy Management & Sales Strategy

CE+T Partner Forum

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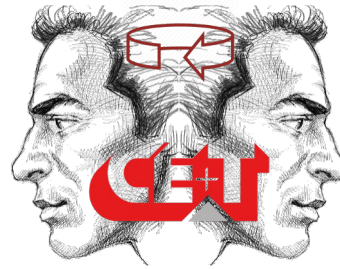


Belgium, Luxembourg, China, India,
United States, United Kingdom, France,
Germany, United Arab Emirates, Russia,
Malaysia, Australia.



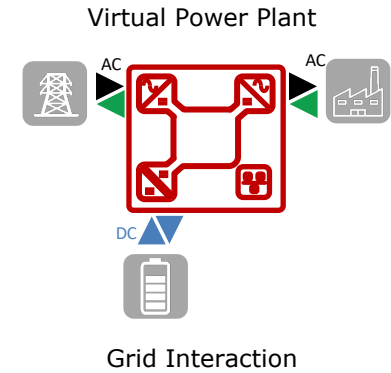
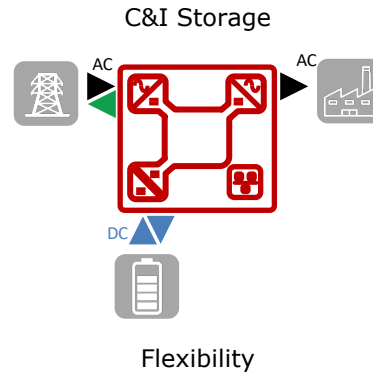
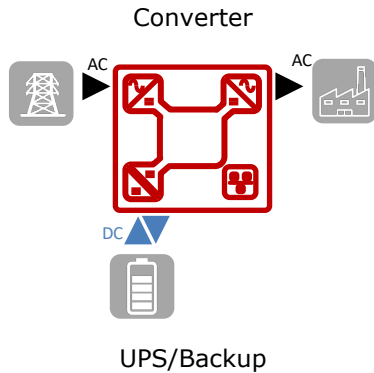
Supporting the Grid

30Y preserving the LOAD



OPPORTUNITIES of the Energy Transition

FUTURE in grid stability



Products

Solution Enabler



Leader in DER^(*)

Technology Leader

- #1 position in each niche
- Innovation culture
- Agile in shifting to new opportunities
- Access to state-of-the-art technology

Best in class services

- Excellent customer experience
- Project Management
- Professional services
- Global service support team
- Customization
- Enabling Turnkey

***Global acting champion
with solid local presence
in strategic regions***

Customer

- Long term relation on all levels
- Good understanding of the requirements
- Solving the know how drain
- More complete solutions
- End market presence

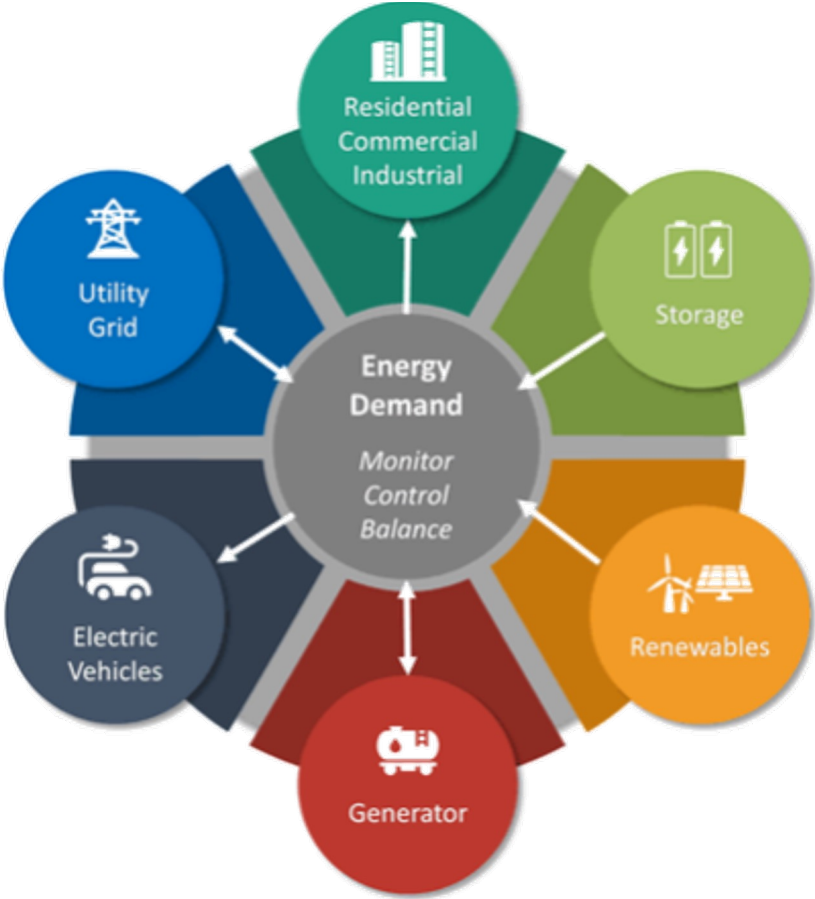
Efficient production

- Cost efficient production and engineering process
- Scale of economies
- local – global
- Synergies – integration of tools
- Purchasing power
- Automation of processes

^(*) Distributed Energy Resources (DER)

LEADER in DISTRIBUTED ENERGY RESOURCES

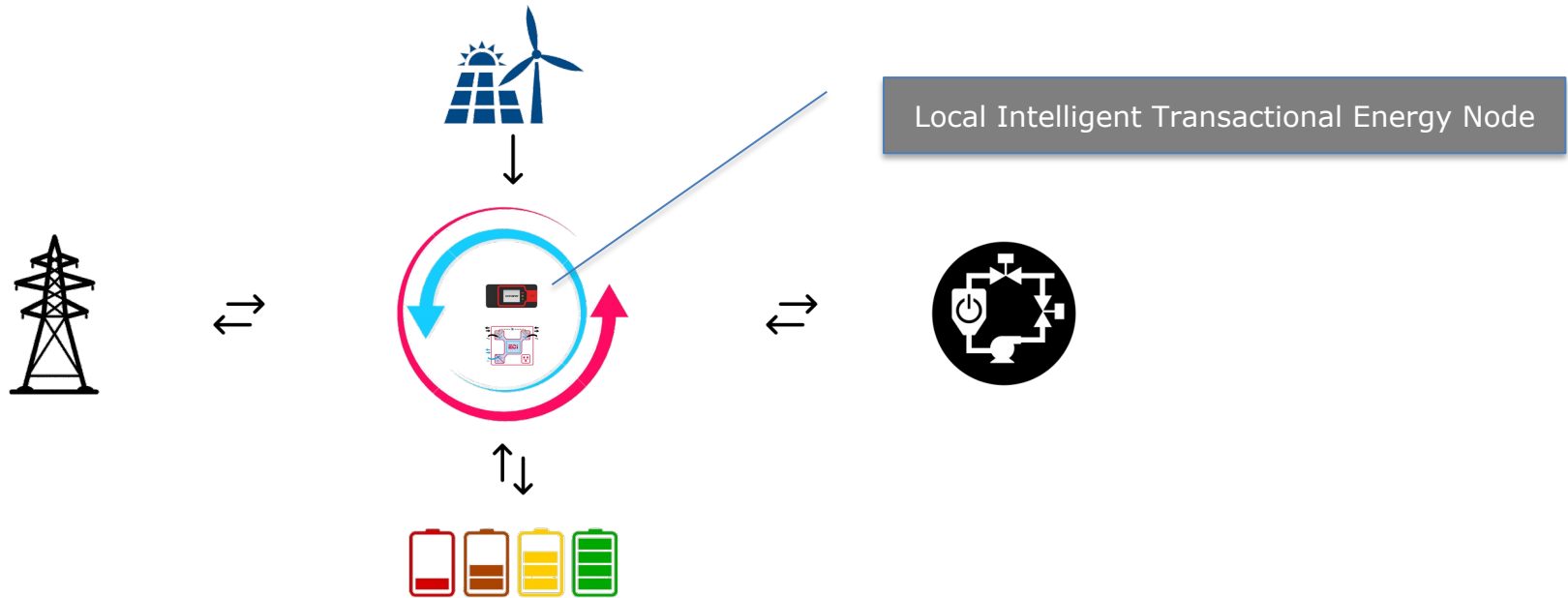
**6 sectors,
Single stance:**



**Protect the load,
Support the grid !**

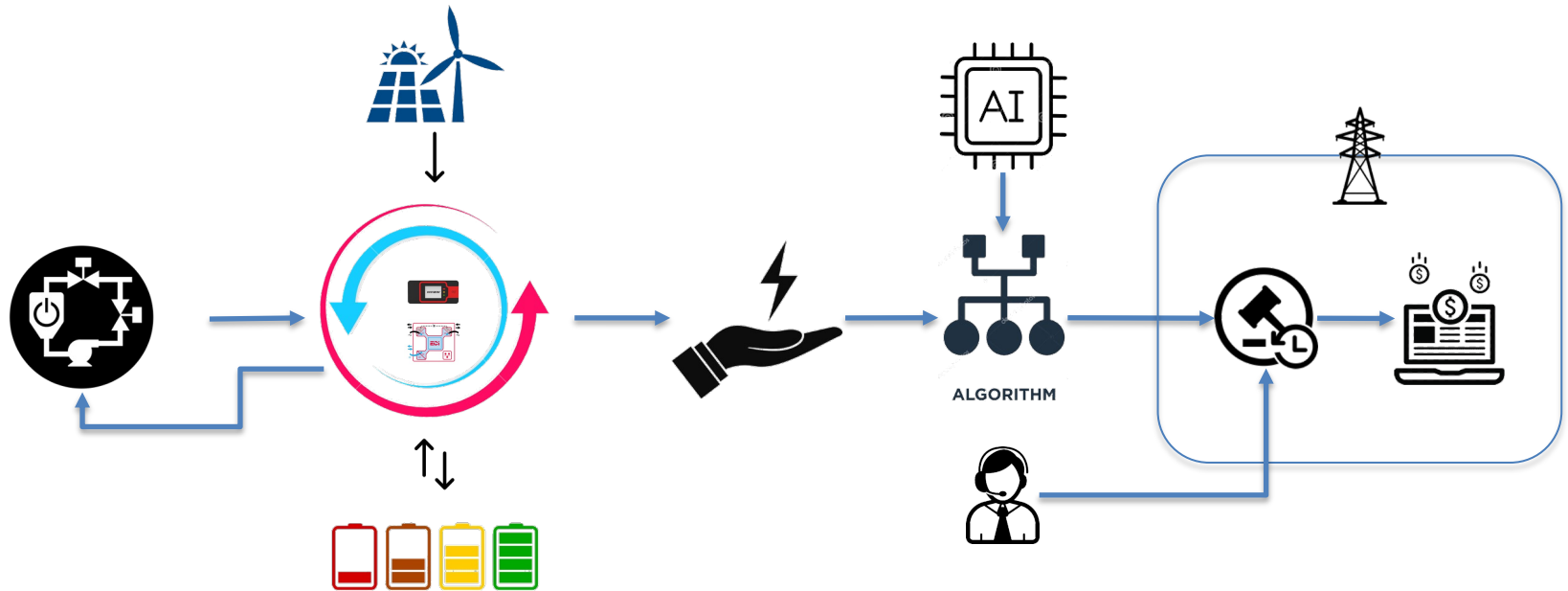
CE+T Ambition

Turn each point of presence into an integrated prosumer platform fully dispatchable



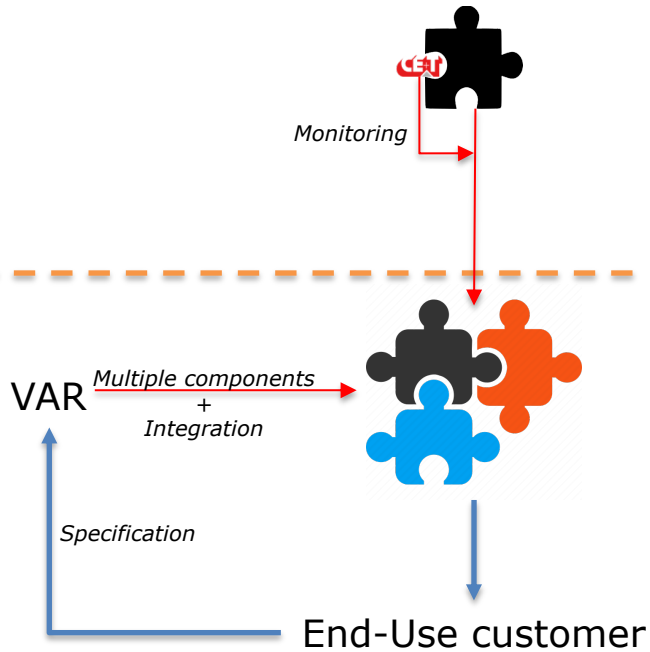
Telecom site, gas-station, shopping mall, airport, ...

CE+T working with Aggregators

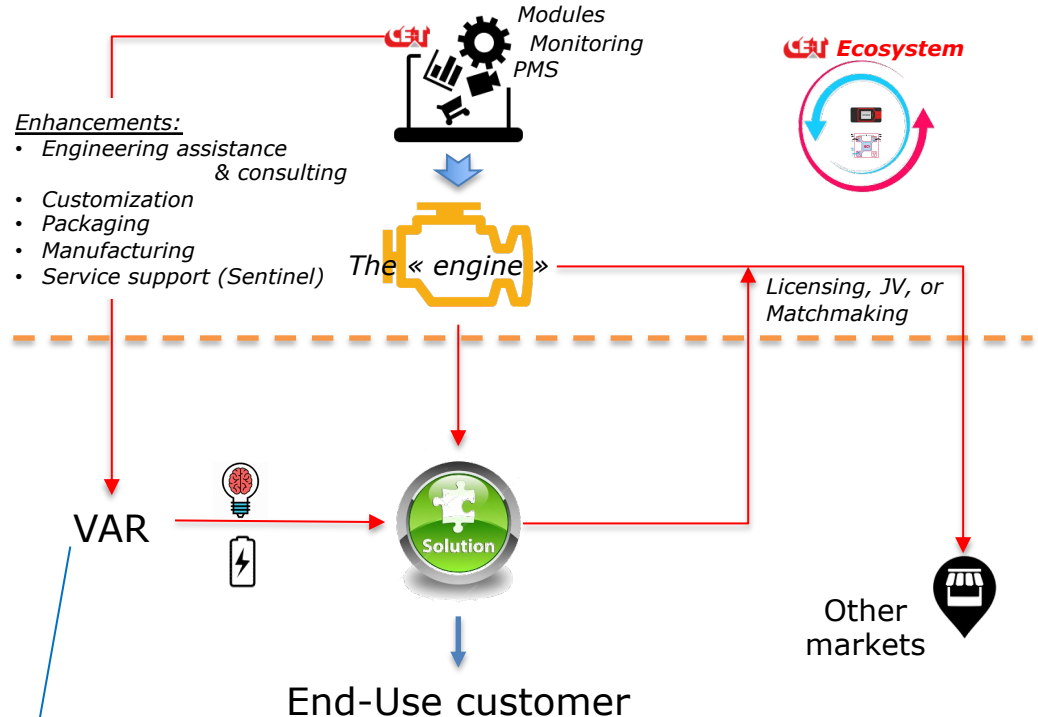


Adjustment of the CE+T Business Model

Current BM



Adjusted BM





provides smart power solutions for the energy revolution