

# Speeding up the energy transition

## What were the main developments in Technical Services during 2020?

**Claude Seywert (CEO Encevo S.A. & Chairman of the Executive Committee):** Clearly the main advancement was our continued growth. The full takeover of Global Facilities and the addition of a majority participation in Minusines is fully in line with our goal to drive the energy transition in Luxembourg. Indeed, Minusines, which offers products and services to electricians, allows us to have a stronger impact in this regard. This growth follows the same spirit as our Diego development. It just takes it a bit further into the logistic and product value chain, enabling other market actors to implement the best energy solutions possible.

The whole idea behind our Technical Services branch is not to be the electrician or installer in every retail customer's home, but to have the expertise needed to develop the right solutions. Minusines is very helpful in this regard. It is a part of the energy value chain, has deep expertise, and is in regular contact with electricians and other actors. Its input gives our organisation richer insight into what the market needs and what works well. It allows us to better assess what really makes sense to implement in Luxembourg, guiding us to develop the best products and solutions for customers. The combination of tailor-made offerings and strong connections with local craftsmen gives us the necessary multiplier effect to carry these solutions into the market.

## Is further growth necessary to pursue and capitalise on this vision of driving the energy transition?

Our aim is not to dominate this market, but we want to have a positive impact where it is really needed. We strive in particular to influence the speed of solutions that are deployed in support of the energy transition. There is a climate emergency. We must accelerate awareness and drive more solutions into the market. Diego for example, works relatively well for charging stations. We developed it further to include PV in 2020, which was a bit more difficult to roll out due to the lockdown. There is much work to do to drive the energy transition forward. We can't do that alone, but we can create a multiplier effect with our initiatives. We are seeing good response to Diego from electricians, which helps us to reach a positive mass impact. We want to be one of the driving forces for the transition, but we definitely build on partnerships to achieve impact.

## What are the main goals moving forward?

A further decentralisation of energy production and storage, accelerating the development of electromobility, assisting in the appearance of energy communities and self-consumption, and finally the implementation of new energy efficiency policies, will contribute to increase further "behind the meter" activity. It remains to be seen how the effects of the COVID-19 downturn will play out for the more traditional parts of the value chain like construction-related activities, but we've laid strong foundations to organically grow and develop.

The design of panels (PowerPanels) has evolved to allow better integration of PV and electromobility in buildings. Paul Wagner & Fils has established itself as an important player in PV builds and electromobility installations (e.g. Super Chargy). Energieageance offers consulting on energy efficiency and Global Facilities manages commercial properties. We have acquired the know-how, our focus will now be on connecting the various elements and being open to different partners.