



Deliver net zero savings faster

Grid Edge Cloud

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Deliver net zero savings faster with Grid Edge Cloud

Embrace



rising expectations and escalating risks in a changing world

Avoid



unintended consequences of today's divergent net zero solutions

Visualize



your potential savings (or losses) – 13% of profits for one of our customers

Adopt



the new way, the holistic transition to net zero with cloud

Deploy



the new cloud architecture across your own assets – reach net zero faster

Let's both



commit to conducting an assessment of your potential savings

Embrace rising expectations and escalating risks in a changing world

“Climate risk is
INVESTMENT RISK”

– Blackrock

“**4X HIGHER CARBON COST**
by 2030 for many industry plants”

– Siemens



Escalating carbon costs

Government targets

Customer needs

Investor commitments






Employee expectations

Community pressures







Avoid unintended consequences of today's divergent net zero solutions

Divergent Silos

Diverse

-  Sites and regions
-  Hardware and tools
-  Stakeholders/expectations
-  Vendors and systems
-  Teams and KPI

Operational Inefficiency

-  Lack of synergies and trade-offs
-  Low-quality decision making
-  Barriers to department coordination
-  Wasted hardware investments
-  Low visibility of efficiency gains
-  Behaviour drift inefficiencies



Impact on Savings


ESCALATING
Energy Cost



INCREASING
Risk to Security of Supply



SLOWER
to ESG Targets





Visualize potential savings (or losses)

13% of profits for one of our customers

		CO ₂		€ m	
1	Monitoring and analytics	6%		5.4	Based on 6% reduction in electricity consumption
2	Consumption and asset optimization	10%		8.9	Based on 10% reduction in electricity consumption
3	Renewables and infrastructure integration	30%		7.2	Based on 4 cents/kWh reduction from generating 30% renewable
4	Power* flexibility optimization	10%		8.9	Based on 10% reduction in electricity consumption. *Self-generated power (e.g., CHP, PV, microgrid ...)
5	Grid and site monetization	2%		0.4	Based on selling 5% of self-generated renewables at 4 cents gain
+	Extra synergy boost available			9.2	Additional 30% synergy boost available if the full five module holistic strategy is adopted

Total Saving

58% CO₂

€40 m

Equivalent to 13% of 2021 profit for an example customer

Assumptions: Energy cost is 3% of revenue | Electricity cost is 75% of total energy cost | Benefits are estimated on a conservative level | Operating profit of €300 m | 1 kWh Electricity = 0.4 kg CO₂

Adopt the new way, the holistic transition to net zero with Grid Edge Cloud




THE OLD


silo-based approach


- > Narrow site level tactical improvements
- > Short term evaluation of opportunities
- > KPI delivery focused at site/asset level
- > Divergent management of assets, tools & KPI
- > Hardware led approach


THE NEW


holistic transition


Corporate-wide strategic improvements 


10 – 20% profit saving equivalent¹ 


Long-term supply and asset optimization 


Avoid escalating carbon costs 

KPI delivery embraces all stakeholders 

Prevent wasted hardware investments 

Unifying management of assets, tools & KPI 

Higher guarantee of reaching net zero 

Cloud led approach 

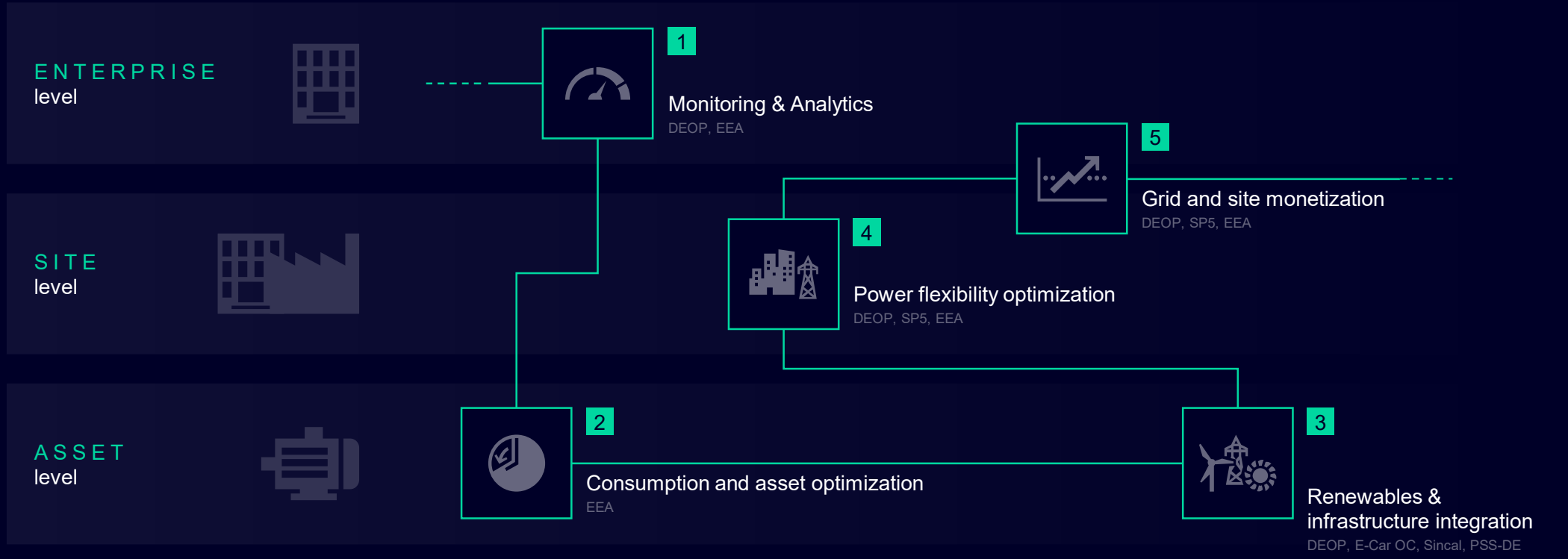
Avoid costly reputational damage 

¹ Tailored savings assessment recommended



Deploy the new Grid Edge Cloud architecture across your own assets

Reach net zero faster



Consulting on Global Adoption (PTI) + Support on Global Deployment



Let's both commit to conducting an assessment of your potential savings

1






Within 1 week

Jointly commit (with a Letter of Intent) to conducting a multi-site assessment of your potential savings

2

Within 6 weeks

Collect data required for savings estimate from across your teams

-  Monitoring and analytics data
-  Consumption and asset optimization data
-  Renewables and infrastructure data
-  Power flexibility optimization data
-  Grid and site monetization data

3

Within 8 weeks

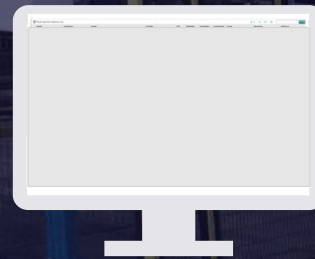
Meet senior management to share and discuss results of the savings assessment and solution

Grid Edge for Gestamp, Spain

- 21 factories in 8 countries
- > 1200 assets connected
- Open system – Integration of chargers from different suppliers
- Load management is a standard feature
- Value added via roaming
- >100 measures implemented per year

€8 m
14,000 t
CO₂ saved

15%
reduced energy
consumption



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