



Our approach is customer-centric, focusing on localized operations, group strategy, and sustainable practices to serve our European partners effectively



# Interview with Ms. Lily Zhang,

President of CHINT Global

## How does CHINT support the efficient operation of energy and power companies in Europe?

Europe is at the forefront of global energy transformation, which is crucial for CHINT's development in the region. Our approach is customer-centric, focusing on localized operations, group strategy, and sustainable practices to serve our European partners effectively.

Over the past decade, CHINT has established a strong local presence in Europe, including subsidiaries, regional logistics centers, and application hubs. We've built a team with over 90% local employment, fostering deep connections with power companies, energy firms, large industrial customers, and contractors. This local network allows us to leverage regional supply chains, implement customer loyalty programs, and ensure 24-hour delivery coverage, providing comprehensive end-to-end services.

## In 2024, globalization is undergoing significant changes, and environmental issues like climate change are becoming increasingly pressing. How is CHINT addressing these challenges?

The global trade environment is indeed evolving rapidly, with regional policies

becoming more diverse and complex. However, within these uncertainties lie clear opportunities, particularly in electrification and diversified energy integration.

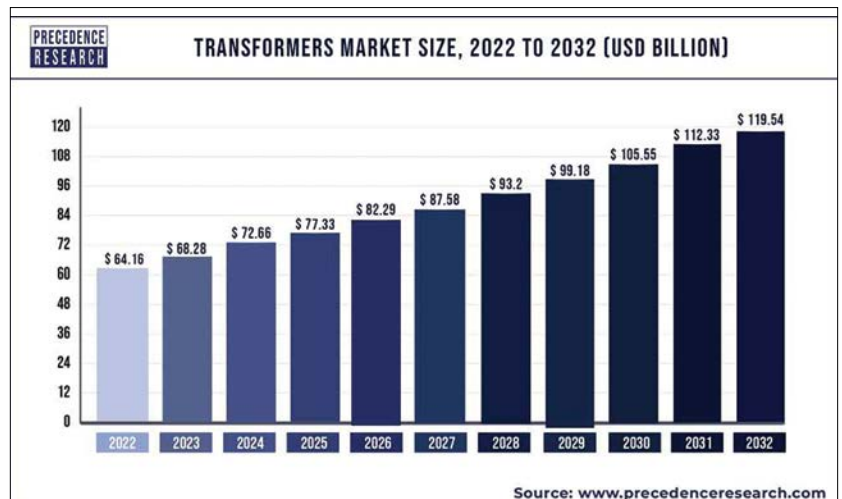
Our response strategy is multifaceted:

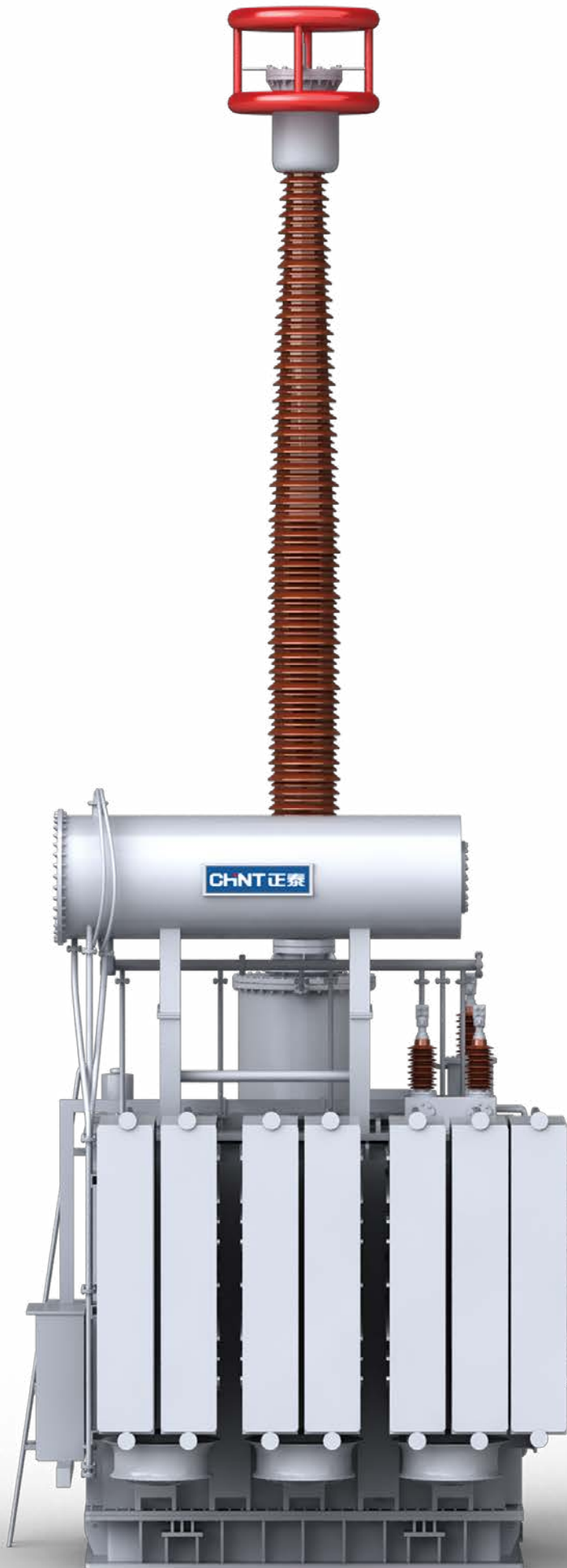
1. We develop unique regional localization strategies to align with emerging trends.
2. We're building resilient, localized supply chains that are responsive to client needs.
3. We're investing in sustainable local talent to provide customized solutions for various scenarios.
4. We ensure compliance with corporate guidelines while fulfilling local social responsibilities.

## How does CHINT promote sustainable development in Europe?

CHINT's approach to sustainable development in Europe is based on our deep industry insights and targeted technical solutions. We've structured our efforts around three key sectors: green energy, smart electrical systems, and smart low carbon solutions. These are supported by two major platforms: CHINT International and our Sci-Tech Incubation initiative.

We've created an integrated ecosystem covering the entire energy value chain - from generation and storage to transmission, distribution, and consumption. This comprehensive approach empowers

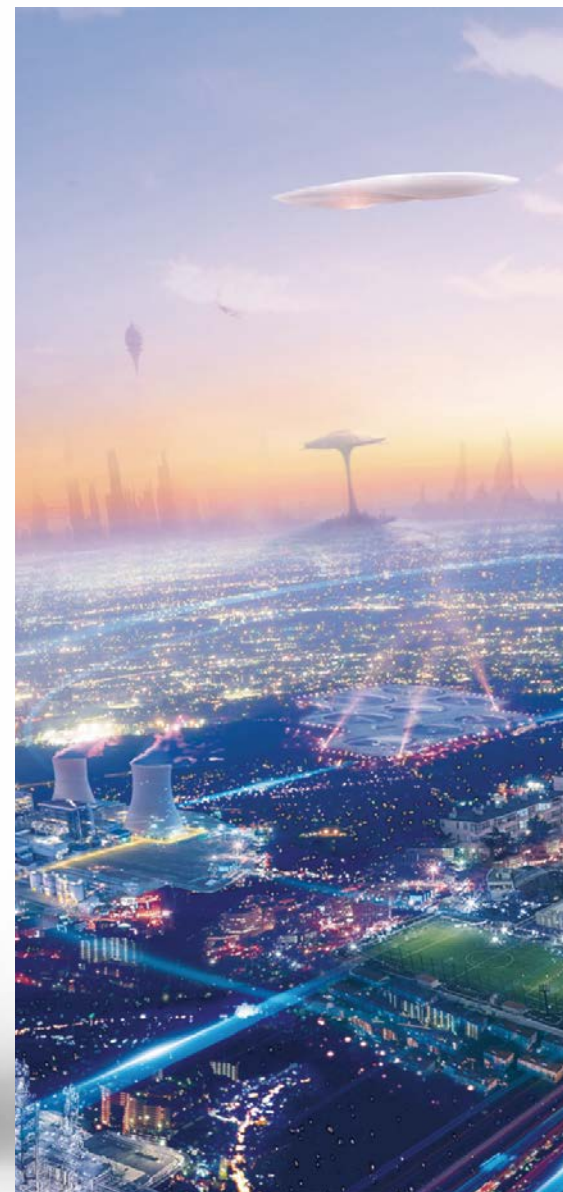




**We've structured our efforts around three key sectors: green energy, smart electrical systems, and smart low carbon solutions**

our sustainable development efforts in Europe.

We view promoting sustainability not just as a task, but as a core aspect of our corporate culture. By integrating sustainable practices into our daily operations and encouraging employee participation, we ensure long-term commitment and vitality in our sustainability efforts.



750 kV Ester-Oil Power Transformer

# The increasing integration of renewable energy sources with traditional grids is driving demand for more robust and flexible infrastructure

## What emerging trends have you observed in the Transmission and Distribution (T&D) market, and how do you see these impacting the energy industry in the next 5-10 years?

Several key trends are shaping the T&D market:

1. Integration of renewables: The increasing integration of renewable energy sources with traditional grids is driving demand for more robust and flexible infrastructure.

2. Grid expansion and modernization: Growing energy demands are necessitating significant expansions in supply and grid infrastructure, creating new opportunities across the network.

3. Enhanced grid management: The focus is shifting towards improved compatibility, dispatch capabilities, and coordination within power grids.

4. Technological advancements: We're witnessing a revolution in power transmission and distribution, particularly in areas such as energy storage, smart grid technologies, and digitalization.

5. Changing consumer landscape: The rise of electric vehicles, digitalization

of electricity consumption, and increased adoption of energy storage solutions are driving the need for more adaptable grid networks.

6. Sustainability and ESG focus: There's a growing emphasis on sustainability and ESG criteria, which is influencing investment decisions and regulatory frameworks.

Over the next 5-10 years, these trends are likely to lead to a more resilient, efficient, and sustainable energy ecosystem. As we progress, we anticipate gaining deeper insights into these emerging trends.

