

Collaborate to Innovate:
Shaping the Energy Landscape of Tomorrow

CLP

We want to work with you!



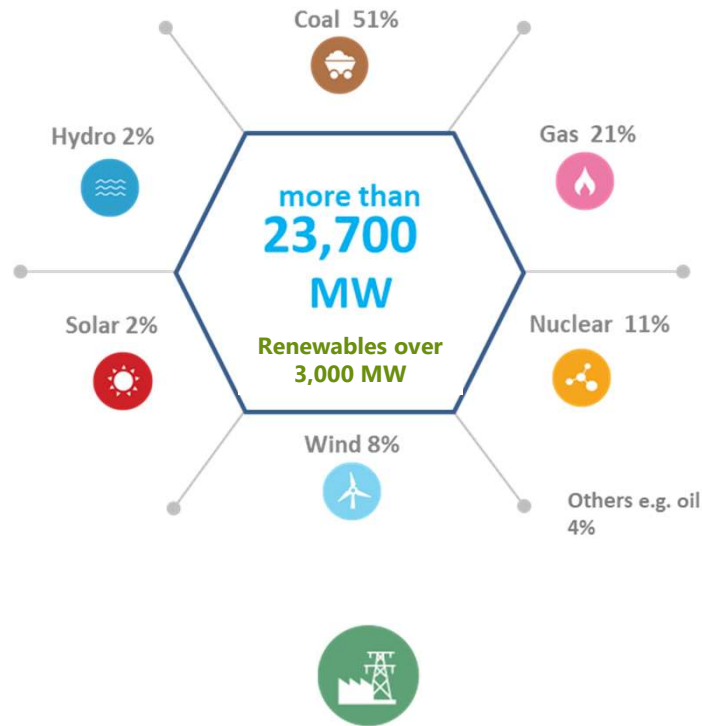
CLP is a leading utility in APAC

APAC operations



Revenue in 2018
~US\$ 12 billion

Generation and Transmission



Over 15,800 km transmission lines

Retailer and Services

Over 5.1 million Customers

EV charging network

Smart Energy Connect
Smart Energy Services

Smart CITY and GRID

CLP Businesses in APAC

CLP Power Hong Kong



Generation



Transmission & Distribution



Over 2.6 million customers



New Energy Services

CLPe Solutions

- Power engineering
- Infrastructure
- Facilities management
- Consulting
- Smart energy services
- DER



Platform that offers digital energy management solutions to save energy, money and time:

- Sustainability
- Energy cost saving
- Wellness
- Security
- Connectivity
- Productivity



EV charging infrastructure

CLP Businesses in APAC



Mainland China

Generation: One of the largest external independent power producers with a focus on clean and low-carbon energy, including nuclear and renewables

Developer of Incremental Distribution Networks (IDN) and energy services



India

Generation: Operate broad generation portfolio covering coal, gas and wind and solar energy.

CLP is one of the largest foreign players in the Indian power industry



Southeast Asia and Taiwan

Generation: Investments in a solar project in Thailand and a coal-based generation plant in Taiwan



Australia

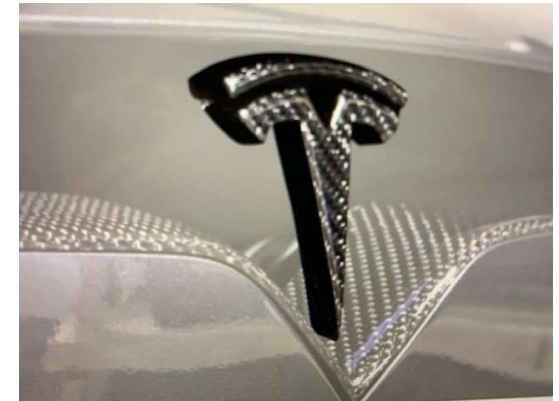
Gentailer: Provide gas and electricity to 2.50 customer accounts and owns & operates a portfolio of generation assets, including coal, gas, wind power and battery storage

Energy Solutions: CLP is actively offering innovative energy solutions focused on *C&I and industrial parks*, including:

- Microgrid solutions
- PPA
- EV charging
- Battery
- DER
- Smart Energy Services

Why does CLP work with Start-ups?

To provide new **digital, connected, smart** and **low carbon** products and services to our customers and **prepare** our assets for the future.



From **producing electricity** to **offering customer centric energy related services**.
Energy is one of the last industries to be disrupted

Digitalisation
Decarbonisation
Decentralisation
Democratisation
Electrification

Competition from **disruptive players** and **convergence of industries**

Why Work With CLP?



Revenues → Route to Market within CLP and to our Customers:

Access to APAC Markets, 5 mln+ customers, World class brand



Domain and Marketing Expertise:

We have 118 years of experience and a Diverse Portfolio for you to test solutions



We really make it easy to work with us:

Simple agreement and a process to quickly pilot & deploy your solution



We have outstanding People:

Diverse range of skills, all committed to the future of energy



What are we looking for?



Customer Solutions

Our customers need solutions that increase **insights, efficiency, sustainability, connectivity, safety, wellbeing** and **productivity**. We are in the process of rolling out smart meters to all our Hong Kong customers.

- Smart Home and Solutions using Smart Meter data
- Smart Office – comfort, services offerings
- Smart Buildings – retro-commissioning, energy efficiency, BEMS
- Facility Management – productivity
- Green Energy - PPA



Distributed Generation and Demand

Flexible generation and demand are playing a large role in the future of the grid.

- Integration of customer solutions with grid solutions
- Demand management solutions



Smart City Solutions

Industries are converging and CLP as infrastructure provider has an important role in the city of the future. How can you help our citizens and public services.

- Data optimization and sharing tools
- Energy sharing platforms
- Data centre solutions
- Public lighting, safety, transport, healthcare, education



Smart Grid and Distribution

The future of networks is connected and decentralized. We are preparing our grid and offering microgrid solutions to end customers

- Microgrid solutions for HK, China, Thailand and India
- Distributed Energy Resources
- Demand Management for Hong Kong
- Integration of renewables
- Future proofing of grid operations and business model



Transportation and Mobility

The number of EV's is increasing and hence creating an impact on CLPs grid in Hong Kong. CLP also owns a charging network

- EV solutions for grid operator
- EV Charging platform
- Fleet management (busses, trucks, taxis etc)



Operational efficiency

Improving the resource allocation of our current operations.

- Wind farm analytics – fault predictions & (price) forecasting
- Predictive maintenance for critical assets in our infrastructure
- Increase insights in our customer base



Moonshot Ideas

Surprise and convince us! How can we not have thought about this and why should CLP do this! We are all ears!