

PUBLIC

**HITACHI**  
Inspire the Next

# Discover Hitachi Energy

Africa Investment Forum 2024

Bekim Tahiri Global Sales

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## Our Purpose

Hitachi Energy – Advancing a sustainable energy future for all.

We are advancing the world's energy system to be more sustainable, flexible and secure. As the pioneering technology leader, we collaborate with customers and partners to enable a sustainable energy future – for today's generations and those to come.



“

At Hitachi Energy, we are championing the urgency of a clean energy transition through innovation and collaboration. There are many pathways towards a carbon-neutral future. To tackle this global challenge, we nurture diverse global teams bringing authentic passion and enduring ownership.

“  
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Interconnecting  
regions, countries  
and continents



Delivering  
reliable energy to  
cities and remote  
communities



Managing energy  
complexity and  
enabling smart  
life through  
digitalization





**~45,000** employees

**90**  
countries with  
200+ offices

**~250**  
years' heritage  
combined

**1,800+**  
field engineers

**2,400**  
R&D experts

**~ \$13 billion** USD business volumes

### Four Business Units

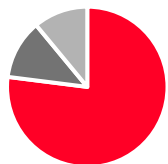
**Grid  
Automation**

**High Voltage  
Products**

**Grid Integration**

**Transformers**

### Customers



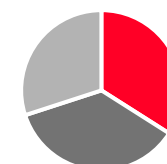
- Transport & Infrastructure
- Industry
- Utilities

### Offering



- Services
- Software & Automation
- Systems
- Products

### Geographies



- Asia, Middle East & Africa
- Americas
- Europe

“

Safety, Integrity and Quality are our ‘license to operate’.

It is the foundation of our business practices and interactions to maintain and continuously strengthen our performance and reputation with all our stakeholders.

These are areas on which we all must focus – driving continual improvements.

Our license to operate is the bedrock of all our decisions and, we need to make it part of our DNA.

## Our commitments

We aim to be a world-class leader in health, safety and environment to protect people, communities, and planet.

We make it personal and, because we care, we foster:

- **Positive health and wellbeing** work environments
- **Safe working conditions** as well as continual improvement
- **Environmental protection** to minimize our impact
- **Learnings** from successes and failures
- **Trust** by open reporting and through external validation

## Urgent power system ramp-up: The technology is available to start now

Technology implementation

Business models

Policies and regulatory framework

# Partnerships

Demonstrators and pilots

Research

Talents and investments

## Additional innovative solutions while ramping up the infrastructure

**Technologies**  
– enabling  
the energy  
transition



**Sustainable  
products & solutions**



**Power Electronics**



**Digital technology  
and services**



**Advancing a  
sustainable  
energy  
future for all**

## Building the foundation for a system of systems

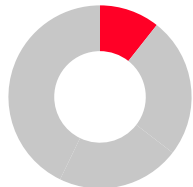
## Grid Automation (GA)



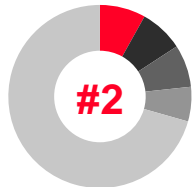
Supporting 50% of the top 250 global electric utilities

Leading Grid Edge references & > 6,000 MW<sup>1</sup> grid integrated (including eks Energy)

Facilitates US\$ 68B+ of wholesale market trades annually



Revenues



Market share

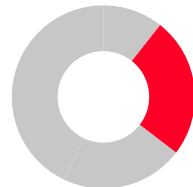
## Grid Integration (GI)



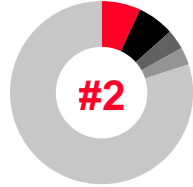
Global leader in HVDC<sup>2</sup> >150 GW<sup>3</sup> of HVDC links integrated into the power system

4,000+ power quality systems operating globally, across 50+ countries

~15,000 systems operating globally, across 50+ countries



Revenues



Market share<sup>4</sup>

## High Voltage Products (HV)



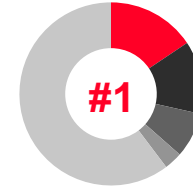
Installed 1 out of 4 high-voltage switchgear in the world

>500k high-voltage circuit-breakers installed globally

Leading EconiQ SF<sub>6</sub>-free high-voltage product portfolio



Revenues



Market share

## Transformers (TR)



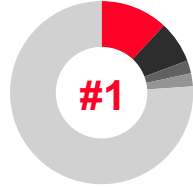
Global leader across complete range of transformers, components & services

From distribution up to UHV<sup>5</sup> 1,200 kV AC<sup>6</sup> & 1,100 kV DC<sup>7</sup>

World's largest installed base and largest portfolio/applications



Revenues



Market share

**Driving innovation, pioneering digital technologies and leveraging the world's largest installed base for service opportunities**

**01 Strengthen the Core:**  
Continuously strengthening our power grids core business

**02 Expand Digital and Services:**  
Doubling efforts on Digital and Services. Expanding at the edge of the energy system

**03 Innovate and Collaborate:**  
Innovation, Synergies, Partnerships and M&A to accelerate growth

## Utilities – Industry – Transport and Infrastructure



### IT, OT, IoT

Energy Expertise and Digitalization enabling the Energy Transition at scale and speed

Expand as **planning partner**

Strengthen role as **product and systems partner**

Expand as **services and operations partner**

### Innovation and People

Transition

Strengthen and Expand

Accelerate

Sustainable growth

2021

2024

2027

2030

**Hitachi Energy 2030 - our commitment to advancing a sustainable energy future for all, delivering social, environmental, and economic value, aligned with Hitachi's vision and goals**



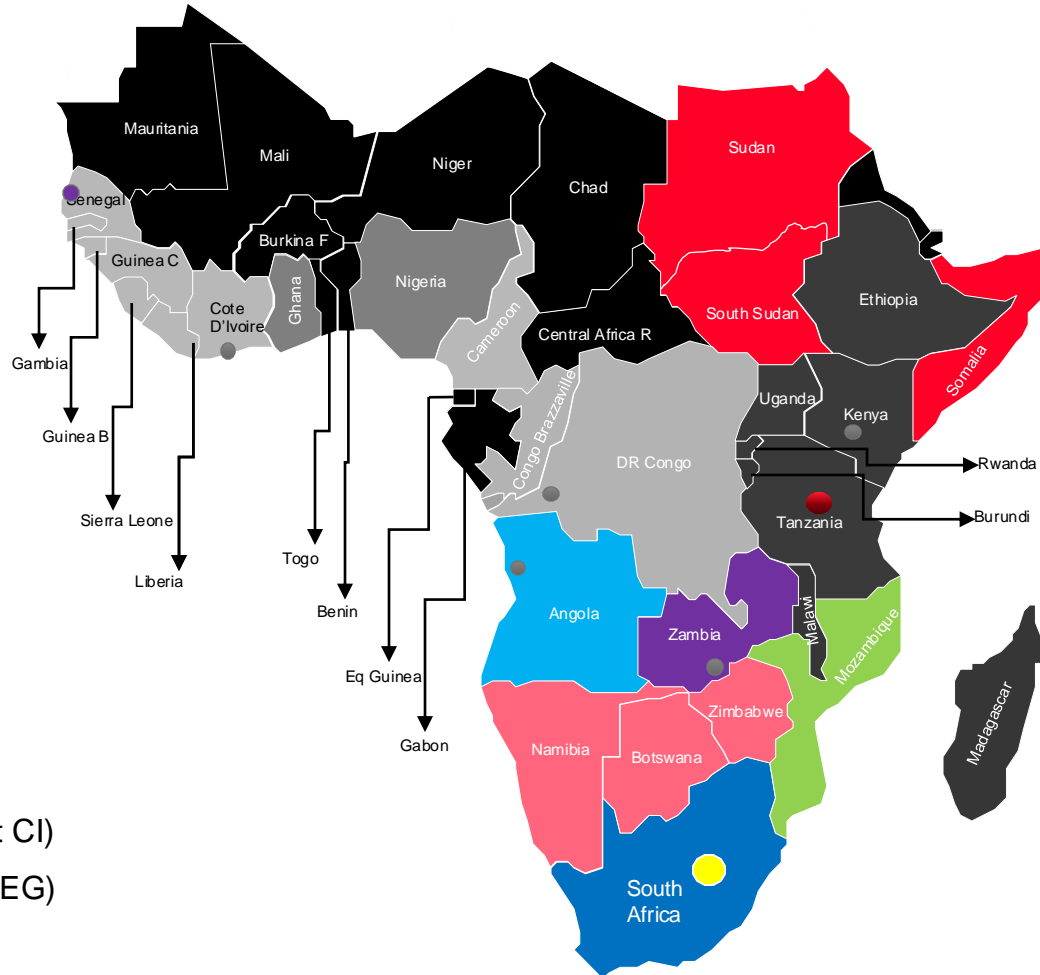
### Additional Resources in Branches + Rep Offices

- Kenya: Industry Sales Lead
- Angola: Industry + Mining Sales Lead
- Zambia : Sales Specialist (copper belt)
- Mozambique: Sales Manager

### Cote d'Ivoire Rep Office structure

- Continue under EG legal structure with full cost reimbursement by ZA
- Move PGCO 2813 Budget to ZA

- Headquarter – South Africa
- Branch office (under ZA)
- Rep offices (under ZA except CI)
- Outsourced resource (under EG)
- Opportunistic



### Rep/Branch offices:

- Angola (rep): Celestino Bravo (CMD)
- DRC (rep) + Congo B: Nsimba Gladys Vuvu (CMD)
- East Africa subcluster: Michael Otonya (CMD) – Tanzania (Branch) + Kenya (rep) + Uganda + Rwanda
- Francophone subcluster: TBA – CI (rep) + Senegal + Cameroon + Guinea (C+B) + Gambia + Sierra Leone + Liberia
- Anglophone subcluster: TBA – Nigeria + Ghana
- Zambia (rep) – Brian Lwenyeka

### Remotely served from South Africa:

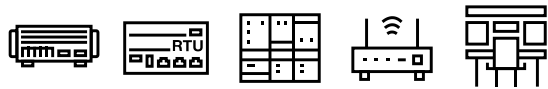
- Namibia, Botswana (Jackson Nangolo)
- Zimbabwe, Lesotho, Swaziland, Islands

### New Branch/Rep offices:

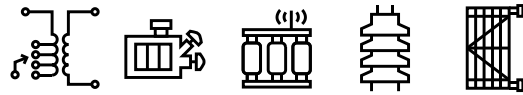
- Mozambique (rep + special purpose for HVDC)
- Senegal

# Flexibility in offering from product to engineered solutions with full lifecycle support

## Grid Automation



## Transformers



## High Voltage Products



## Grid Integration



## 01 Standalone products

Product specific engineering, manufacturing and delivery

Commissioning of the individual product

Liability limited to the supply of loose equipment

## 02 Design, Build and operate

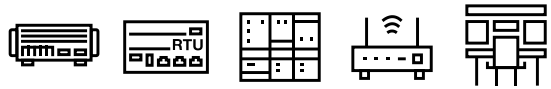
Includes sub-system engineering, procurement and on-site supervision of installation and commissioning

Fully engineered system, including auxiliaries and other eBoP elements

Group of equipment integrated together

# Enhancing collaboration through a single point of contact communication

## Grid Automation



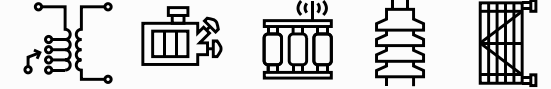
## Grid Integration



## High Voltage Products



## Transformers



### Product packaging approach

## 01 Tendering

Single point of contact. Product supervision/commissioning from simple to large complex projects.

Limited RFQ coordination and simpler bidding process on market price level including 3<sup>rd</sup> party supply. Availability of an integrated team, to get access to Hitachi Energy's portfolio – adjusted to the customers needs, by the same team.

## 02 Execution

Our globally-connected team of world class power experts forms the basis of a successful execution from simple set-up to large scale offshore wind contracts. The team can handle several projects with different complexity in parallel, while embedding a culture of excellence in operational performance through best practices and the implementation of lessons learned.



Customer



In a complex business environment interacting through one Hitachi Energy Team.

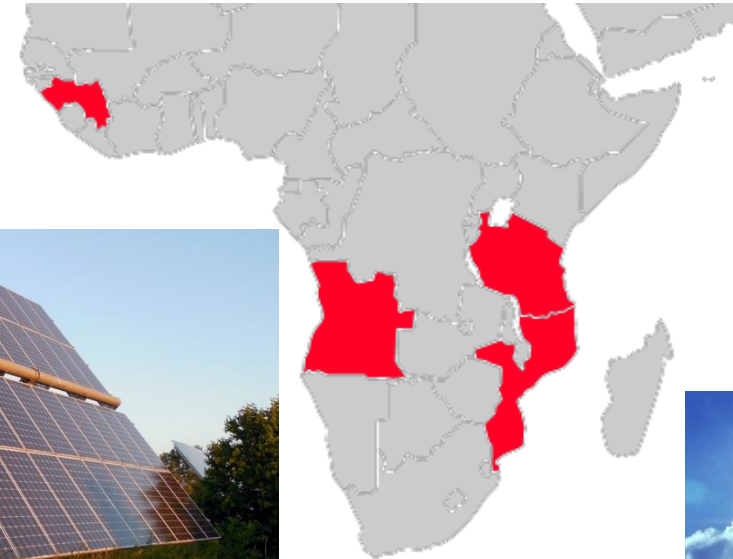
Access to standalone packages with limited liability and get a coordinated response from early development to end of lifecycle.

Implementation of  
Renewable power source

Implementation of Railway  
connections

Distributing electric Power  
to the Rural areas.

Transmitting the power to  
urban areas



Thank you!

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