

**SUSTAINABLE SOLUTION TO FIND
YOUR BUSINESS PARTNERS**

Oil / Gas / Renewable energies

MyEnergyLink



1. Quick look

MyEnergyLink (MEL) is the initiative lead by **EVOLEN** (*a network of 250 companies in Europe, in the oil & gas sector, and renewable energies*) in cooperation with major energy players, **TotalEnergies** and **SAIPEM**.

This digital partnering platform helps both international and local companies active in **the energy sector** to overcome challenges related to international business development by providing an opportunity **to find the right partners** and establishing **network** to enter the dedicated market.

Partner

MyEnergyLink allows you to find business partners in the selected area of the energy sector across the globe

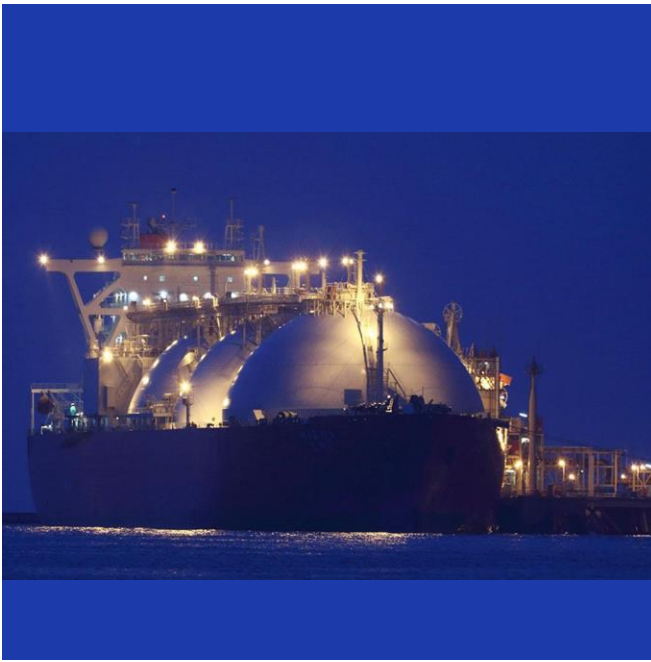
Optimize

MyEnergyLink saves time while searching for the ideal partner, checking the skills and expertise of all registered companies

Grow

MyEnergyLink not only allows finding local partners but also helps and advises on how to grow your business internationally.

2. The Mission



OUR MISSION

To create a global network in energy sector to help companies to build business connections globally



OUR VISION

MEL is an international digital business partnering platform enabling companies to enter new markets by:

- providing a tool to find business partners
- offering global expertise
- informing community about major business opportunities
- helping members to understand the local content rules of a country



OUR VALUES

CONNECTION SUSTAINABILITY

To provide opportunities for establishing global connections
To shape a sustainable platform to accelerate the process of bringing together business partners

The background of the slide features a photograph of several offshore wind turbines in a blue sea under a clear sky. A large, semi-transparent white triangle is positioned on the right side of the image, serving as a backdrop for the text.

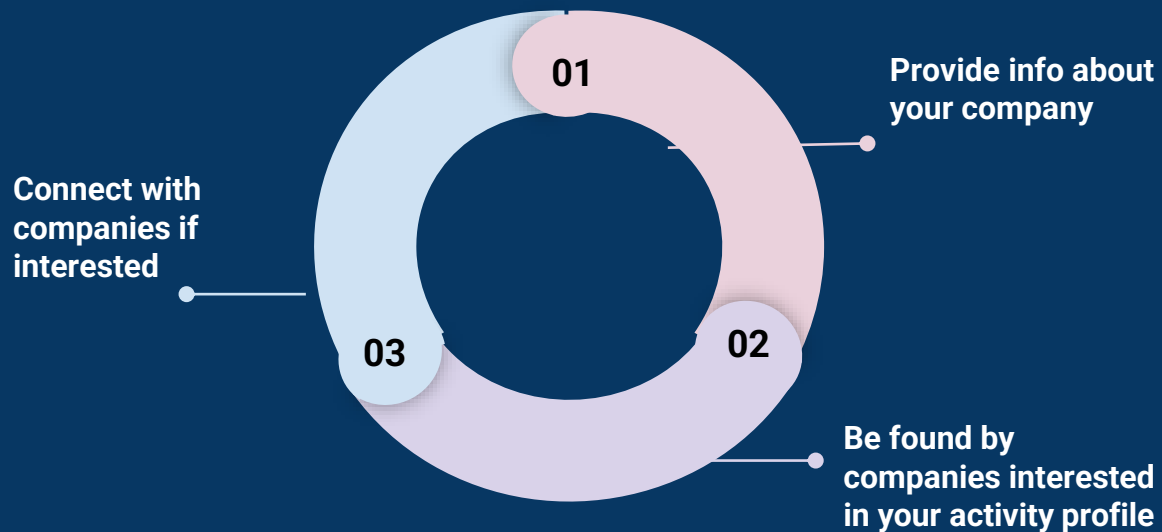
3. What We Offer

- A way to partnership
- Additional opportunities

How does it work ?

Passive search:

Your company profile of activity can match the needs of other MyEnergyLink members

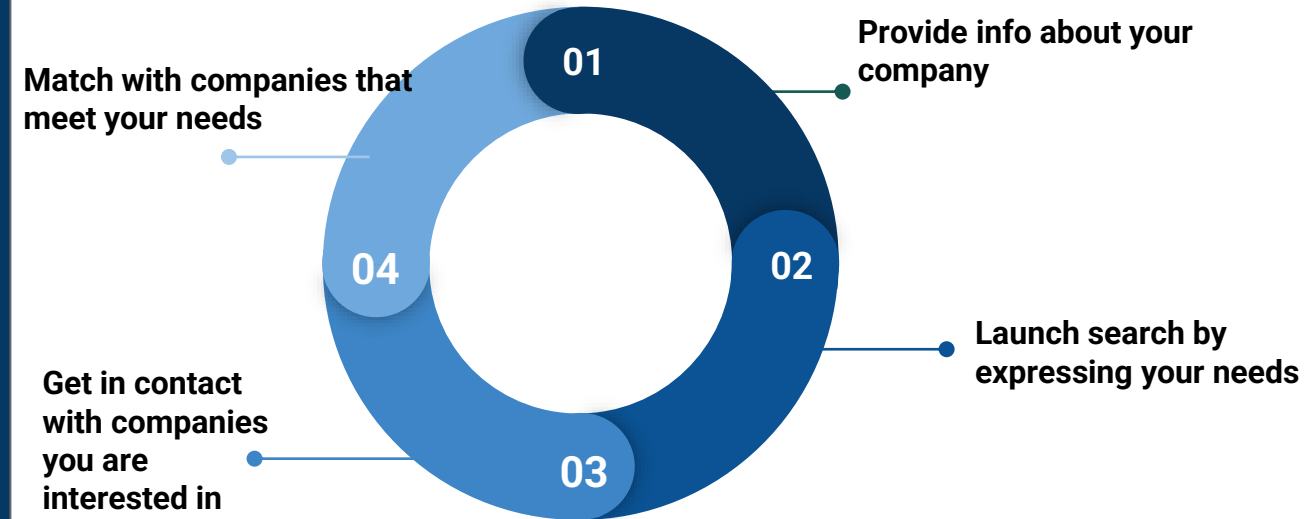


Categories of activity and subcategories are based on usual procurement categories

Confidentiality (names and profiles) is kept until you send or accept a request for connection

Active search:

You can search for partners by specifying your needs



3 search criteria:

- Country
- Categories of activity*
(ex: rotating equipment)
- Sub categories
(ex: compressor)

Matching is done with the first two criteria

| <div>Active search</div> <div>MY SEARCH</div> | <div>Passive search</div> <div>MY PROFILE</div> |
|---|--|
| <div>I am a French company</div> | <div>I am an Angolan company</div> |
| <div>1- I am looking for a partner in Angola to set and maintain my equipments</div> | <div>1 - I am open to specific business opportunity and partnership in Angola</div> |
| <div>2- My technical matters are: Rotating equipment</div> | <div>2 - My categories of activities: Rotating equipment</div> |
| <div>3- My sub-categories are :</div> <div>Partial components fabrication</div> <div>Painting capabilities</div> <div>Maintenance capabilities</div> | <div>3 - My sub-categories :</div> <div>Partial components fabrication</div> <div>Logistics services</div> <div>Maintenance capabilities</div> |
| <div>Corresponding product:</div> <div>Compressors</div> | <div>My main product:</div> <div>Cooling towers</div> |
| <div>Additional details:</div> <div>We want to build a long term partnership, and develop mutual expected competences.</div> | <div>Additional details:</div> <div>We have been representing a cooling tower partner for more than 10 years, we intend to diversify our activities...</div> |

Type of stakeholders and actions

| | Who | Type of actions | Financial conditions |
|---|---|---|---|
| Founder Member of the Steering Committee | EVOLEN, TOTAL, SAIPEM | To govern, to develop and to rule the platform | |
| MyEnergyLink Partner | EVOLEN member | To look for business partners | No fee |
| MyEnergyLink Partner | Non EVOLEN member Companies facing Local Content requirements | To look for business partners | 900€/year |
| Institutional | Institutional or governmental institutions, local or international players, etc e.g. World Bank, Business France | To help to develop the network | No fee |
| MyEnergyLink local representative | A legal entity or natural person, certified by EVOLEN, having a helpful knowledge of the country | In coordination with EVOLEN, to develop and to promote MyEnergyLink in a specific country | No fee |
| Local expert Global expert | Technical or economic or law specific expert Local expert is present in one country only Global expert is present in three countries at least | To provide additional services to MyEnergyLink Partners | Annual fee to MyEnergyLink An expert may charge MyEnergyLink Partners for a specific service |
| Sponsor | Any type of local and international companies | To support financially the platform | tbd according to provided opportunities (mainly advertising) |

6. Our Customers



Local companies

Thanks to MyEnergyLink, local companies will considerably increase business development opportunities and will benefit from a unique and attractive platform to promote their activities.



International companies

Thanks to MyEnergyLink, international companies will considerably reduce time and cost spent to find reliable partners and will benefit from a unique and attractive platform to promote their activities.



Institutional associates

Thanks to MyEnergyLink they will be able to commit to the growth of international business in their countries and support local suppliers in providing services.

A large offshore oil platform with multiple levels and yellow structural elements, situated in the middle of a deep blue ocean under a clear sky. A small orange and white supply boat is visible in the distance to the left. A semi-transparent white diagonal banner covers the right side of the image, containing text.

Join us on
myenergylink.com

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