



Name of the Company
Alfen
Why did you decide to go public?
For 2 main reasons: (i) to support our internationalisation strategy by building brand awareness and having a quality label; (ii) to be able to attract more talent from the labour market (young and old)
What has been the reaction from investors, customers, employees etc. following your decision to go public?
With the accelerating energy transition, investors are getting more and more interested in investing in companies that are active in that space. Hence, investors welcomed our IPO and the opportunity to be part of Alfen's growth journey and its mission to boost the energy transition. Additionally, Alfen's employees, customers and suppliers found it exciting to be part of the public journey
What have been the benefits of going public to your company?
The reasons to go public have also turned into benefits: reaping the fruits from internationalisation and being able to attract the right talent
What were the main challenges in taking your company public?
For us mostly the short time frame in which we went public. We did it in six months
What experience would you want to share with companies that are thinking of going public?
As a company, it is critical to have a transparent story and to deeply understand the rationale and objectives of going public
What do you believe are the top qualities of your company?
Alfen has a unique integrated business model with three business lines: smart grids, EV charging and Energy storage. Being able to provide high quality products and services in each business line, but also integrated is a key differentiator. Moreover, Alfen has a long history in the grid - we have been supplying and grid integrating transformer substations for decades. As such we have vast experience and

strong expertise of energy solutions, and are able to deliver reliable, customised solutions for our clients.

Additionally, Alfen develops in-house which enables Alfen to offer innovative and future-proof solutions.

Where do you see yourselves in 5 years?

Today, Alfen is one of the leading smart energy solutions providers in Europe with employees in 10 countries in northwest Europe. In 5 years from now we see ourselves further strengthening our position in the energy transition and having a stronger and more international footprint.

Additionally, we expect to offer more and more integrated solutions across our three business lines, as energy transition drives the need for more complex and multidimensional smart energy solutions

Have you had any assistance from the European Union, e.g. funding projects etc.?

Not directly, but sometimes our clients are supported in some ways

If you had 3 wishes to come true: What should the EU do to encourage more SMEs to go public and to provide ongoing support for listed companies?

Overall, we think that SMEs who are considering getting listed, should be able to explore what it means for them through learning from others. Also, they should have available all the tools and support they need. Having a central place for process support would be ideal.