

E-CAFÉ #3 ALLICE

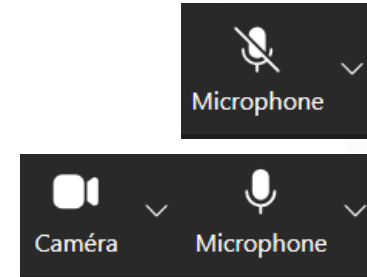
Concentrated Solar Thermal



Rules and objectives of the e-café

- Please **turn off** your micro during the presentation phase (first 30min)
- Please **turn on** your camera and micro for the networking phase

- Get some insights from the presentation
- Meet other participants interested by the topic
 - Exchange email addresses
 - Make further appointment to discuss partnership, project...



Agenda

Welcome and
ALLICE
introduction
(5min)



Léo Pasquier,
ALLICE

AZTEQ ENERGY presentation &
success stories examples
(20 min + Q&A)



Alain Robic,
AZTEQ ENERGY

Networking
(2 x 10min)



Facilitators: ALLICE team

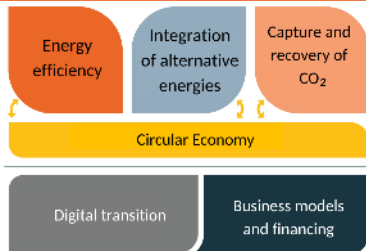
Alliance ALLICE

Federate and innovate to decarbonise industry

Our missions

- ✓ **Bringing together all the players** in the sector to innovate collectively in order to decarbonise the industry
- ✓ **Supporting the development of a range of high-performance**, differentiating decarbonisation solutions in France and abroad
- ✓ **Supporting manufacturers** in accelerating their decarbonisation

Our areas of intervention



Our structure

- ✓ Funding mostly coming from **members' fees**
- ✓ An **independent** animation structure
- ✓ A Governance that **meets members' needs** and provides a **strategic vision** of the challenges facing the industry
- ✓ A network of over **130 members and partners**

Our founders and shareholders



Our activities



Collective studies & monitoring



Coordination of the ALLICE network



Promoting the decarbonisation sector



Prestations & speeches

AZTEQ ENERGY & CST

We help you
decarbonize your heat processes

E-café Alliance Alice

24 Avril 2026

Decarbonisation of industry:
what role for CST*?

The Azteq Energy CST
Solution

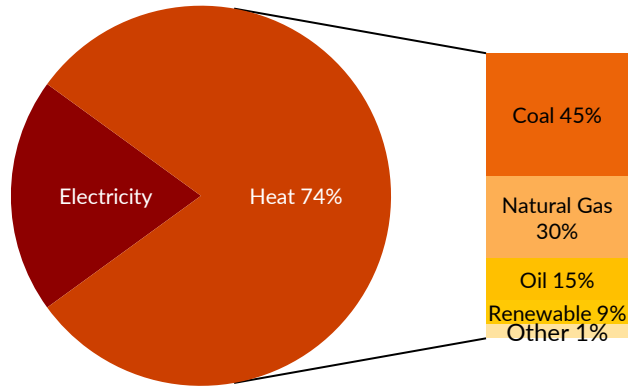
The Heineken Sevilla
reference

A competitive solution



(*) CST : Concentrated Solar Thermal

The urgent need to decarbonize Industrial Process Heat



Global energy consumption in industry

- Heat = **74%** of energy consumed by industry (145EJ/y)
- Less than **10%** is from renewable energy

➤ Industries will decarbonize heat driven by:



Energy price volatility (gas...)



Geopolitical instability & dependency



CO₂ Regulations : ETS2 in 2027?



Public pressure for Net Zero Carbon

European Commission - EU ETS

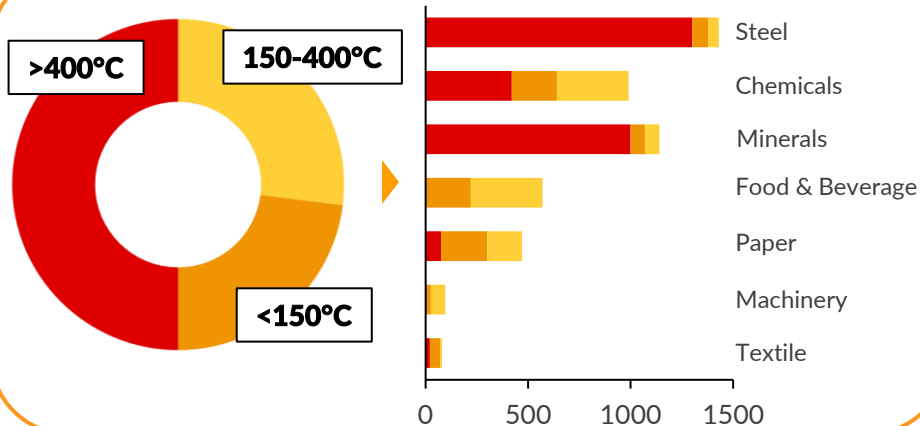
"Under the system companies must monitor and report their emissions on a yearly basis and surrender enough allowances to fully account for their annual emissions."

CST can supply 50% of industrial heat demand

50% of global industrial heat demand is < 400°C



CST, a competitive solution to decarbonize industrial heat up to 400°C



Global industrial heat demand by temperature (2018)^{1,2}

Estimated useful heat demand in the European Industry (PJ) (2020)³

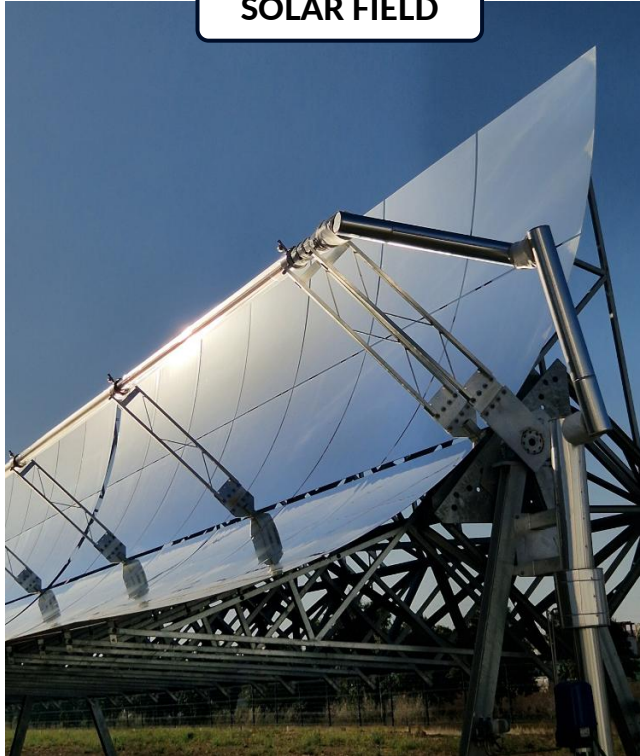
1. Near Zero-carbon
2. High yield : 3 times higher than PV
3. Up to 100% decarbonization with hybrid solutions
4. Stable price over time
5. Competitive



*For Ademe, Solar Heat is a competitive solution for industry, with a lower cost than biomass and gas boiler.
(Claire Barais, Fond Chaleur referent, Ademe, October 2025)*

Aztec Energy know-how : A full turnkey CST/Hybrid solution

SOLAR FIELD



THERMAL STORAGE

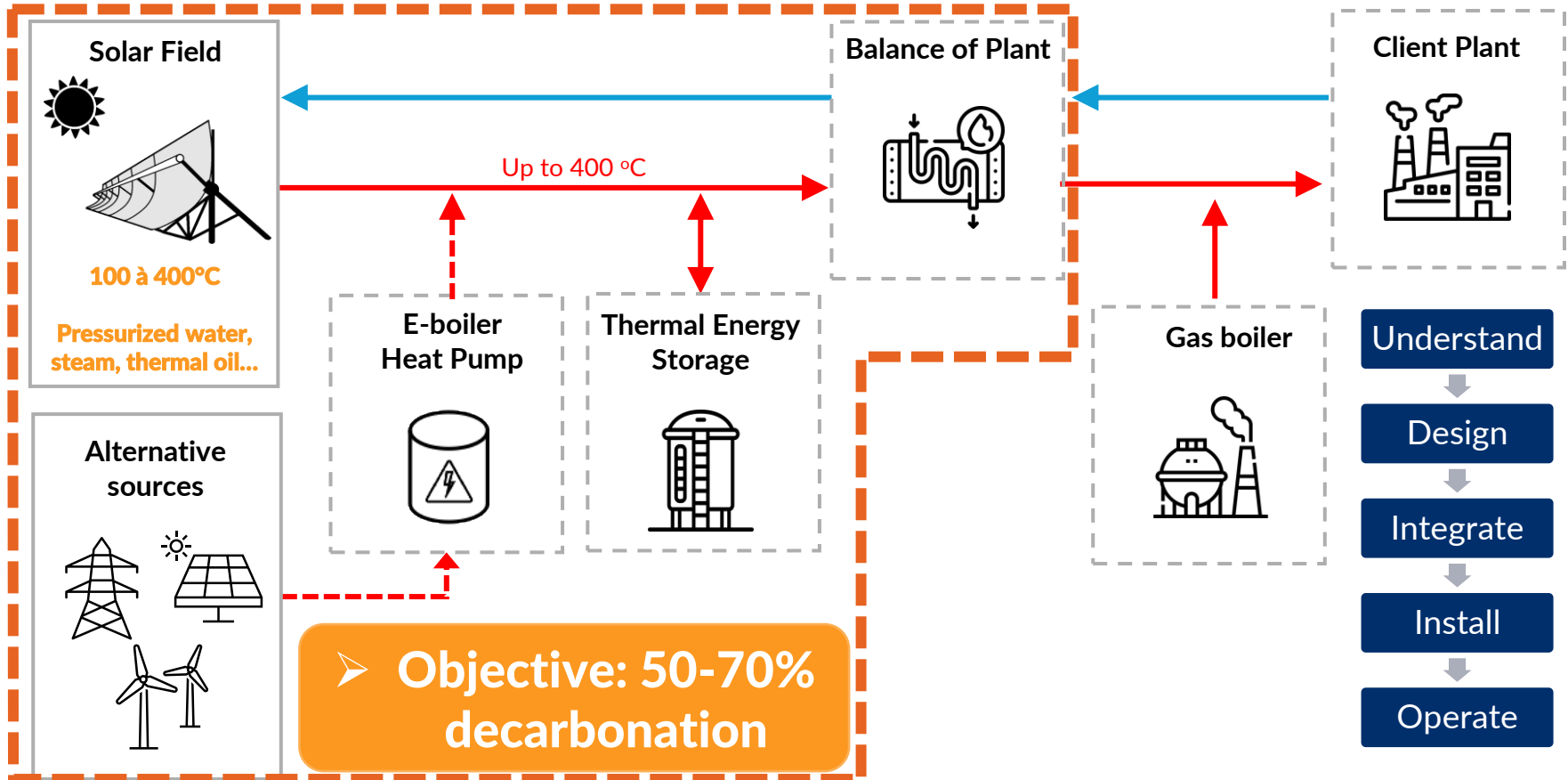


BALANCE OF PLANT



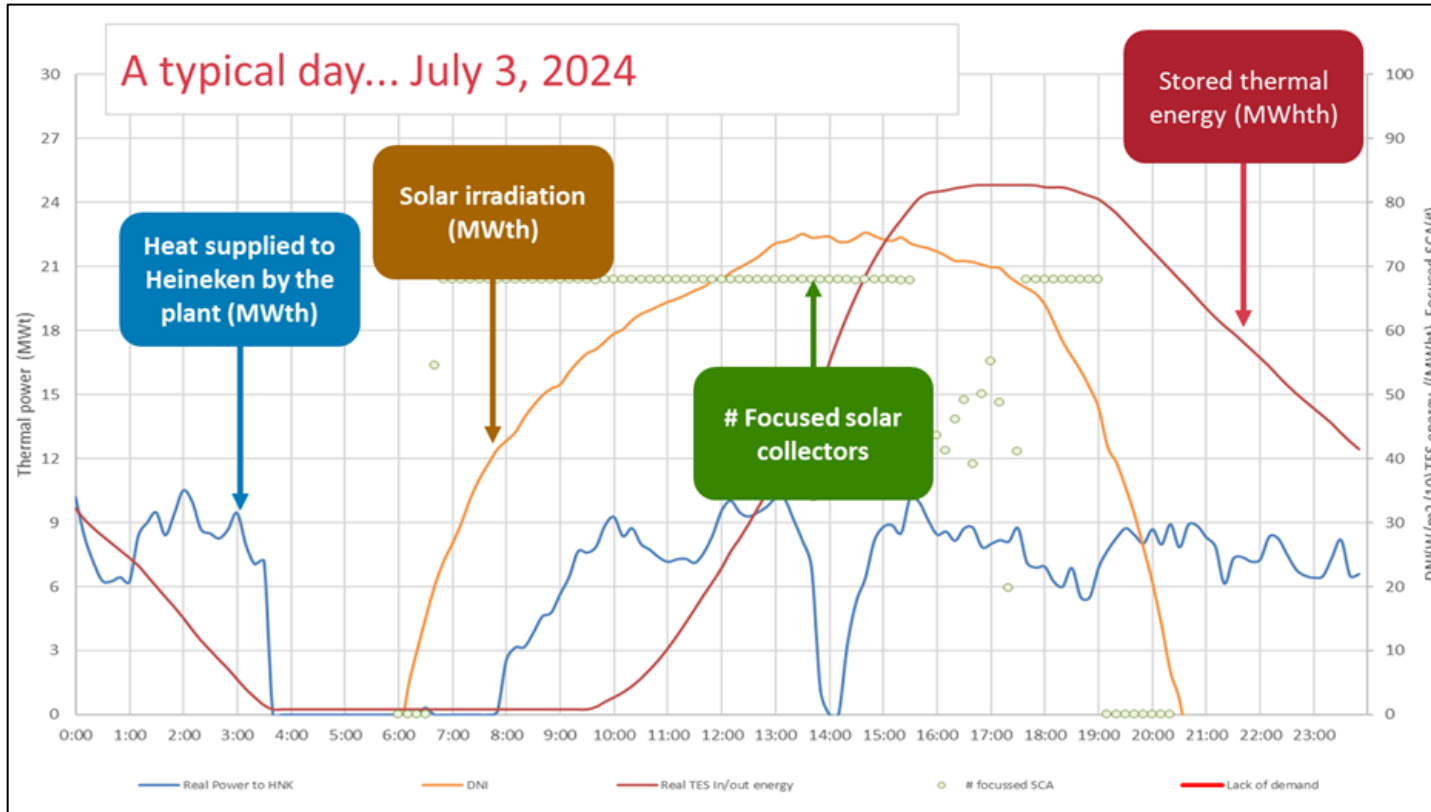
AUTOMATION

Azteq Energy know-how : Seamless integration to maximize decarbonization



An intelligent control system

Balancing solar heat supply and customer demand



From sunrise, the solar plant will heat up and supply the customer process directly. When solar production is high enough, the surplus capacity will feed the thermal storage. When Customer demand is met and storage is full, the solar collectors are automatically turned off ; thus avoiding any risk of overproduction or overheating. The whole process is fully automated, balancing solar production, thermal storage and customer demand

Heineken Sevilla

The CST reference in Europe



➤ Solar plant designed and built by Azteq for Engie at Heineken site, operational since the end of 2023



30MWth capacity, 68MWhth thermal energy storage; 30GWhth yearly potential, 7000 tons CO₂ avoided per year

Heineken strongly recommends Azteq Energy CST solution



“We absolutely recommend this investment
to other manufacturers.
It’s a scalable and forward-looking solution”

*(Consuelo Carmona, Technical Manager of Sustainability
Heineken España,)*

(Solar Thermal World’s article in October 2025)



➤ *After first 2 years of operation, Heineken confirms the efficiency and reliability of
the Concentrated Solar Plant built by Azteq & Engie*

Press: <https://solarthermalworld.org/news/we-absolutely-recommend-this-investment-to-other-manufacturers/>

YouTube: <https://www.youtube.com/watch?v=53QCqHEsjUA>

CST a competitive heat solution

All costs considered

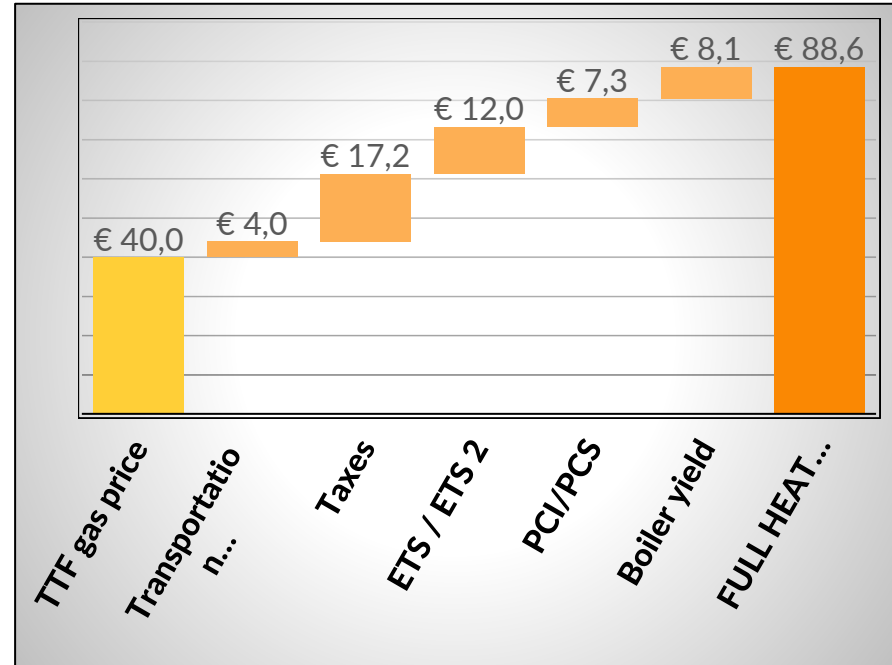


- TTF price is volatile...
- ...currently €40-45/MWh



- Solar thermal is increasingly competitive vs gas
- + OFFERS LONG TERM VISIBILITY

➤ FULL HEAT COST is at least 2 x GAS PRICE (€/MWhth)



TTF (Title Transfer Facility) is the main reference virtual market for gas trading in Europe, based in Amsterdam

A flexible business model Adapted to clients' needs

Business model driven by client expectation
and the project specifics

EPC
Engineering, Procurement,
Construction

FULL CUSTOMER OWNERSHIP

- Investment by customer who owns and operates the solar plant
- AZTEQ ENERGY's role
 - Project engineering
 - Installation outsourced to local contractor

HAAS
Heat As A Service

HPA CONTRACT

- Zero investment by customer
- AZTEQ ENERGY's role
 - Creates SPV that owns the solar plant providing long-term heat energy
 - Financing, project development, EPC

O&M
Operation and Maintenance

FIELD SERVICES

- System performance guarantee
- AZTEQ ENERGY's role
 - Ensures daily operations
 - Conduct periodical audit and maintenance

IS CST RIGHT FOR YOU?

➤ **A feasibility and budgetary study can be delivered within 2 weeks**

Information required

- *Location of the site*
- *Land available onsite or nearby : size, perimeter...*
- *Heat process details: steam, pressurized water, oil,...*
- *Heat consumption profile*
- *Current energy source: gas boiler, other...*



FEASIBILITY STUDY
CONCENTRATED SOLAR
THERMAL POWER PLANT



The basic information you provide in this questionnaire is intended to allow AZTEQ ENERGY to make an initial recommendation (configuration, sizing, yield and budget price) adapted to your energy consumption profile and the space available on or near your site.

All information provided will be kept confidential.

The map of the potential site (on Google Maps for example) is essential to carry out the feasibility study.

Thank you.

The AZTEQ Energy Team

PROJECT/SITE	🇵🇸
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CONTACT	
Company	
Address	
Contact Person	
Expectation	
Role in the project	
Telephone	
Email	
Internet	

PROJECT OBJECTIVE

Any additional questions?



contact
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+33 6 82 87 22 58

www.azteq.energy

Networking

- First round of mix & match:
 - Small breakout rooms (7 people max) for 10min
 - Short round of introduction: answer the questions
- Second round
- Optional: Leave your coordinates in this file [Framacalc](#) First Name / Name / Company / e-mail / Reason to be contacted*
**Examples: looking for a partner for a European project, looking for an expert in this sector, looking for feedback on this technology/use case, etc...*
 - I will send it by email to the participants, *do not hesitate to write directly in the tchat your information in case of any issue to access the file.*
- Conclusion of the e-café

Round of introduction (~1' per participant)

- Name and company, position
- What did you learn about Concentrated Solar Thermal ?
- What do you expect from this e-café ?

Examples: monitoring technology, identifying partners, proposing my solution(s), identifying experts, etc.

Timing : 10' in the breakout room

Thank you!

Next e-café: October

Topic: to be defined (industrial symbiosis, electrification...)

Feedback/wishes welcomed:  leo.pasquier@alliance-alice.com