# 2025 TECHNOLOGY INNOVATION LEADER

*Enhancing Customer Impact Through Powerful Technology Integration*

*RECOGNIZED FOR BEST PRACTICES IN THE EUROPEAN INTEGRATED ENERGY SOLUTIONS INDUSTRY*

FROST & SULLIVAN

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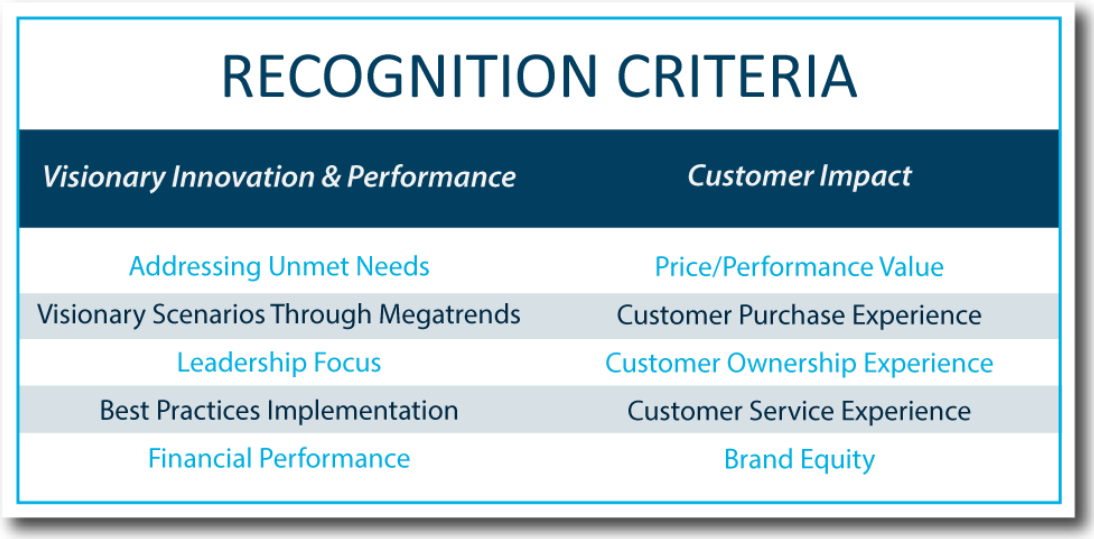
## Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Delta Electronics excels in many of the criteria in the integrated energy solutions space.




## The Role of Integrated Systems in Global Energy Transition

The global energy landscape is transforming due to growing climate concerns, decentralization of energy generation, and the accelerating inclusion of renewable energy sources. Integrated energy solutions are pivotal for optimizing how sectors produce, distribute, store, and consume energy. Compared to traditional, siloed systems, integrated systems connect various energy domains, including electricity, heating, cooling, and transportation, using physical infrastructure and advanced digital management platforms. Their main objective is to improve system efficiency, increase resilience, reduce greenhouse gas emissions, and enable greater use of renewable energy sources.

Integrated energy solutions reshape how power is generated, stored, managed, and consumed across industries. Companies combine renewable generation, battery energy storage systems (BESS), electric vehicle (EV) charging infrastructure, and advanced load management platforms into unified, intelligent ecosystems. This approach ensures optimized energy use, improved grid resilience, and reduced carbon footprints. For example, Germany's "Smart Energy Showcases – Digital Agenda for the Energy Transition" initiative demonstrates integrated regional energy systems powered by renewables, storage, and digital grids.[1] According to the International Energy Agency, integrating flexible technologies like smart grids, distributed generation, and integrated energy solutions is essential for achieving global net-zero ambitions by mid-century.[2]

[1] https://www.ecologic.eu/14707
[2] https://www.iea.org/reports/net-zero-by-2050

Despite its promising value proposition, the integrated energy solutions sector faces notable challenges that could impede broader adoption:

- **High Upfront Costs and Infrastructure Investment**: Building integrated energy ecosystems requires substantial capital investment in new infrastructure, advanced energy management systems, storage solutions, and grid modernization. This financial barrier can deter smaller businesses, municipalities, and regions with limited resources.
- **Technological and System Complexity**: Integrating diverse energy assets like solar photovoltaic (PV) and wind turbines with battery storage and EV charging networks demands sophisticated control systems to manage bidirectional energy flows and variable generation patterns. Ensuring interoperability between components sourced from various vendors adds another layer of complexity.
- **Regulatory and Policy Framework Gaps**: Lawmakers designed existing policies and regulatory structures for conventional, centralized grids. The absence of clear guidelines for distributed generation, energy storage integration, and cross-sectoral energy management leads to operational and compliance uncertainties.
- **Data Management and Cybersecurity Risks**: Integrated energy systems rely heavily on real-time data exchange between connected devices and control systems. Managing this data securely while ensuring operational continuity and protecting against cyber threats is a growing concern for utilities and technology providers.
- **Workforce Skills Shortage**: Operating and maintaining integrated, data-driven energy systems demands a skilled workforce proficient in renewable technologies, digital grid management, and system analytics. A shortage of qualified professionals in these areas poses a significant bottleneck to scaling integrated solutions.

Despite these challenges, the future of integrated energy solutions remains promising. The European Union (EU) demonstrates proactive leadership in this space. Through its revised Renewable Energy Directive, the EU mandates a minimum 42.5% share of renewables in the overall energy mix by 2030, with an aspirational target of 45%.[3] Complementary initiatives like REPowerEU, launched in response to geopolitical tensions and fossil fuel dependency, seek to fast-track renewable energy adoption, enhance energy efficiency, and diversify energy supplies.[4] Additionally, funding mechanisms such as the Connecting Europe Facility and Projects of Common Interest facilitate investments in cross-border smart grid infrastructure, renewable integration projects, and large-scale storage systems.

In the context of accelerating electrification and energy decentralization, Delta Electronics (Delta) stands out with its end-to-end source and load management solutions, covering PV, BESS, EV charging infrastructure, microgrids, and smart grid technologies. The company's solutions and services are sold across the **Americas**, **Northeast Asia**, and **Southeast Asia**, demonstrating its broad international footprint and market leadership. These solutions are engineered to serve various decentralized applications,

[3] https://energy.ec.europa.eu/topics/renewable-energy/renewable-energy-directive-targets-and-rules/renewable-energy-targets_en
[4] https://commission.europa.eu/topics/energy/repowereu_en

including commercial and industrial (C&I) microgrids, public EV infrastructure, containerized and skid-mounted energy systems, and commercial PV with storage deployments. Delta's comprehensive portfolio and technological expertise offers integrated solutions for microgrids, BESS, industrial automation, building automation, EV infrastructure, and data centers. The company addresses sector-specific challenges and tailors solutions accordingly. Its modular designs allow scalable solutions that adapt to different project sizes and budgets, potentially lowering the initial investment barrier for various applications. Delta addresses adoption barriers through a flexible, phased deployment model, enabling customers to start with PV and battery storage and scale to EV charging infrastructure seamlessly. Anchored by the DeltaGrid® energy management platform, the company's solutions support dynamic load management, grid export controls, and demand-response functionality, offering future-ready energy ecosystems built for scalability and regulatory compliance.

Delta is well-positioned as a comprehensive solutions provider, integrating software, services, and consultancy into its offerings. This evolution supports complex customer needs and enhances delivery value. The company demonstrates strategic precision by targeting high-growth, energy-intensive segments—warehouses, supermarkets, and industrial buildings, with flexible, modular integrated energy solutions that meet sector-specific demands without requiring product reinvention. Delta addresses some of the industry's toughest integrated energy challenges—from grid congestion and infrastructure complexity to slow deployment cycles, through modular, intelligent, and interoperable solutions.

### Meeting the Energy Market Demands with Holistic Integrated Solutions

Founded in 1971 and headquartered in Taipei, Taiwan, Delta is a global leader in power and thermal management technologies. The company bridges the gap between technological innovation and market adoption in the integrated energy solutions sector, which converges multi-energy grids, renewables, energy storage, and intelligent management systems. Identifying that many organizations remain unaware of emerging technologies capable of addressing their energy challenges, Delta takes a consultative, partnership-driven approach to guide customers through their energy transition journeys. Leveraging its deep-rooted expertise in electronics, the company delivers scalable, high-performance solutions across critical areas such as EV charging infrastructure, energy storage systems, PV, and advanced energy management platforms. Delta adapts its solutions to each customer's unique operational readiness, financial strategy, and competitive environment, enabling stakeholders to circumnavigate integrated energy systems and advancing efficiency, resilience, and sustainability in the energy market.

Delta recognizes that many potential customers lack awareness of emerging technologies or struggle to articulate their operational challenges in complex energy transitions. In response, the company positions itself as a product vendor and a holistic solution provider that transforms ambiguous needs into actionable, intelligent proposals. The crux of this strategy is Delta's intelligent, integrated systems that connect disparate energy assets seamlessly. The company consolidates traditionally siloed systems into interoperable platforms and enables utilities, commercial enterprises, and industrial clients to accelerate decarbonization goals, strengthen grid resilience, and optimize operational efficiency.

A prime example is the Delta Energy Storage Solution M Series and C Series energy storage systems, built for diverse market applications. M Series modular, high-capacity design (available from 708 kilowatt-

hours [kWh] to 7.78 megawatt-hours [MWh]) and built-in controllers offer scalability and simplified deployment for utility-scale and commercial projects. C Series, a compact, high-density unit, addresses unmet demands for space-constrained applications, delivering plug-and-play compatibility and rapid installation. Both solutions enable phased investment models and quicker return on investment through operational cost efficiencies, focusing on customers seeking scalable, low-risk entry points into energy storage.

**Modular Energy Storage Solution -** Delta Energy Storage Solution **M** Series


*Source: Delta Electronics*

Similarly, Delta's EV charging portfolio anticipates growing market demands for user-centric, flexible infrastructure. Its latest direct current (DC) Wallbox 50-kilowatt (kW) charger features integrated metering, payment terminals, and advanced cable management, engineered for public and commercial operators prioritizing operational ease, grid integration, and enhanced user experience. The company also recently introduced its UFC 500, a 500kW DC ultra-fast charger unveiled at Hannover Messe 2024, engineered for heavy-duty EVs, fleet operations, and highway charging hubs.[5] The UFC 500 integrates seamlessly with Delta's DeltaGrid® EV charging management system and energy storage solutions, enabling advanced grid load management, renewable energy utilization, and operational efficiency through capabilities such as charger grouping, scheduling, power prioritization, and peak shaving. This innovation is a key pillar of the company's smart energy infrastructure strategy, supporting electric mobility growth and grid stability.

Moreover, Delta's artificial intelligence (AI)-enabled DeltaGrid® energy management platform represents the company's proactive market engagement. This secure, Internet of Things-compliant platform aggregates distributed energy resources, optimizes energy consumption, prevents demand overloads, and enables grid services such as frequency regulation and voltage support. For instance, the AI-driven scheduling module for EV charging management allows existing buildings to adopt EV charging services without extensive retrofits, solving operational pain points for facility managers. By leveraging AI-driven energy orchestration and seamless distributed energy resources integration, the company empowers

[5] https://www.delta-emea.com/en-GB/landing/HM24

customers to adopt EV and clean energy technologies with minimal disruption and optimized cost, solidifying its role as a trusted technology partner in the global clean energy transition.

Delta demonstrates a disciplined and forward-looking leadership strategy, aligning its business roadmap with global macro trends such as electrification, digitalization, and sustainability. The company positions itself as a critical enabler of the energy transition, with strategic emphasis on high-potential geographic markets (particularly Central Europe and the Nordic region) known for their advanced renewable energy adoption and progressive policy landscapes. Delta is also actively expanding its presence in Western Europe's commercial and industrial sectors, focusing on countries such as Germany, France, the UK, and Iberia, areas characterized by advanced renewable energy adoption and progressive policy frameworks, where grid constraints, energy price volatility, and decarbonization mandates are accelerating demand for Full Grid/Islandable models. Delta complements this approach with a flexible, opportunity-driven tactic in Eastern Europe, the Middle East, and Africa, entering markets strategically based on project-driven demand and favorable regulatory landscapes.

> *"[…] Delta's AI-enabled DeltaGrid ® energy management platform represents the company's proactive market engagement. This secure, Internet of Things-compliant platform aggregates distributed energy resources, optimizes energy consumption, prevents demand overloads, and enables grid services such as frequency regulation and voltage support."*
>
> ***- Rabin Dhakal***
> ***Best Practices Research Analyst***

Delta deepens its commitment to Europe through strategic investments, including a $48 million regional headquarters in the Netherlands and research and development (R&D) expansion in Germany, backing its long-term presence in one of the world's most advanced clean energy markets. While Europe remains a critical growth region, the company is building momentum in Asia, especially in India and Thailand, where robust policy incentives and infrastructure modernization initiatives are accelerating the demand for integrated PV, BESS, and EV charging solutions.

The company actively manages regulatory complexities by maintaining direct dialogue with policymakers and leveraging specialized external advisory expertise when necessary. Simultaneously, Delta institutionalizes regulatory agility through continuous workforce upskilling and training initiatives. These initiatives ensure the company remains ahead of evolving compliance requirements and market expectations. Furthermore, Delta orchestrates the timing of its product and solution launches to maximize visibility and strategic impact. Major trade shows like Hannover Messe and The Smarter E Europe are primary platforms for unveiling next-generation innovations, including AI-driven smart manufacturing solutions, comprehensive EV charging solutions, advanced energy storage, data center infrastructure, and its flagship energy management platform.

Frost & Sullivan commends Delta for identifying and resolving market gaps through technology innovation, thought leadership, and competitive positioning.

### Localizing for Success through Agile Manufacturing and R&D in High-growth Markets

Delta's strategic implementation of AI, including generative AI, across its product and solution ecosystem illustrates its best-in-class technological and operational practices. Within its flagship energy management

software platform, DeltaGrid®, AI-driven functionalities such as weather forecasting, PV generation forecasting, load forecasting, and battery level forecasting deliver precise, data-informed insights for optimizing energy generation, storage, and consumption.[6] The company's foundational expertise in power electronics translates into industry-leading product efficiencies. Delta's pioneering achievements, such as delivering the world's first 80 PLUS titanium-grade server power supply, solar PV inverters with 99.2% peak efficiency, and over 98% efficiency in EV traction inverters utilizing silicon carbide technology, testify to a disciplined focus on maximizing energy output while minimizing waste and operational costs.[7]

Another critical pillar of Delta's best practices framework is its strategic evolution from a product-centric manufacturer to a comprehensive solutions provider. By offering end-to-end services encompassing system design, engineering, implementation, and operations & maintenance, the company ensures long-term value creation for clients while safeguarding project outcomes. Delta's investment in innovation is robust and globally distributed, with 8% to 9% of annual sales revenue allocated to R&D and a network of 73 R&D centers staffed by over 10,000 engineers globally.[8] The company's open innovation model, characterized by active collaboration with governments, industry stakeholders, academia, and research institutions, accelerates technology transfer and ensures alignment with fast-evolving market needs. This proactive engagement model is a strategic best practice that sustains Delta's competitive differentiation and innovation velocity.

Delta's expansion into high-growth markets through localized manufacturing and R&D operations symbolizes operational agility and market-responsive execution. The company invests strategically in India to strengthen its integrated energy solutions portfolio, including EV charging infrastructure, BESS, and AI-enabled energy management platforms. A highlight is Delta's new LEED Gold-certified R&D center in Bengaluru, poised to become the company's largest globally, with plans to scale its engineering workforce to 750 by 2028.[9] This center focuses on power electronics, EV components, and AI-driven energy solutions tailored for local and international markets.

Likewise, Delta showcased its microgrid-based green EV Charging Station at ELECRAMA 2023, a comprehensive solution integrating EV chargers, energy storage systems, solar PV inverters, and a centralized infrastructure management system to deliver clean, stable electricity to EVs while supporting grid stability.[10] Delta India aims to elevate its export contribution from around 15% to 50% of total revenue within two to three years, transforming it into a pivotal export hub for integrated energy solutions.[11] Delta Electronics (Thailand) has announced plans to invest $500 million to $1 billion over five years, enhancing its manufacturing and R&D capacities to support high-demand areas such as EV charging, power supply systems, and energy solutions.[12]

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[6] Frost & Sullivan's Discussion Call with Delta (May 5, 2025)

[7] https://www.deltaww.com/en-US/about/Innovation

[8] https://esg.deltaww.com/en/RandD

[9] https://www.business-standard.com/companies/news/delta-unveils-new-hq-in-bengaluru-to-boost-local-power-iot-capabilities-124090901290_1.html

[10] https://www.prnewswire.com/news-releases/delta-electronics-unveils-microgrid-based-green-ev-charging-station-and-smart-manufacturing-solutions-at-elecrama-2023-301750533.html

[11] https://timesofindia.indiatimes.com/business/india-business/delta-india-to-increase-export-contribution-to-50/articleshow/106962663.cms#:~:

[12] https://www.bangkokpost.com/business/general/2757568/delta-lays-out-investment-plans

Strategic partnerships form another cornerstone of Delta's best practice implementation. Some examples include:

- **The Memorandum of Understanding with Global Power Synergy Public Company Limited**: Focused on co-developing renewable energy production, direct power purchase agreements, sustainable cooling systems, and integrated energy storage solutions, this partnership reflects a collaborative model for market penetration and shared sustainability leadership.[13]
- **Collaboration with EVgo**: EVgo, one of the largest public fast-charging networks in the United States, entered a supply agreement with Delta to acquire 1,000 fast chargers (up to 350kW output).[14] This partnership expands on a broader strategic collaboration to co-develop next-generation EV charging architecture.
- **Delta and Ceres Power Limited Collaboration for Hydrogen Energy Technology:** Delta entered a long-term collaboration agreement with Ceres Power Limited, a United Kingdom-listed global leader in solid oxide fuel cell and electrochemical technology, that includes technology transfer and licensing. This partnership is a significant move into the hydrogen economy, which is crucial for deep decarbonization in "hard-to-abate" sectors like heavy industry (steel, chemicals) and long-duration energy storage.[15]
- **Collaboration with Texas Instruments (TI)**: This technical partnership aims to establish a joint innovation laboratory in Taiwan and develop next-generation EV onboard charging and power solutions. The initial phase focuses on developing a lighter and low-cost 11kW onboard charger using TI's C2000 real-time microcontrollers (MCU) and active electromagnetic interference filtering, seeking to reduce charger size by 30% and achieve 95% power conversion efficiency.[16] Subsequent phases will integrate TI's MCUs for higher automotive safety integrity levels and leverage Gallium Nitride technology for higher power density and performance in future automotive power solutions.

These examples illustrate how Delta embeds best practices in technical developments, strategic market entries, and collaborative business models. Frost & Sullivan praises this strategic approach to expanding the company's influence and delivering impactful integrated energy solutions globally.

### Empowering Clients with Scalable Solutions for Diverse Energy Challenges

Delta's value proposition combines technical maturity with unmatched solution flexibility. Factors like battery pricing fluctuations and integrated systems often delay client investment decisions. The company addresses this hesitancy by delivering scalable, future-ready energy solutions tailored to a diverse client base. Delta caters to technically sophisticated clients through discrete component-level solutions, such as inverters and storage units, enabling bespoke system configurations. Conversely, for customers lacking integration expertise, the company delivers fully integrated, turnkey systems that resolve compatibility

[13] https://www.gpscgroup.com/en/news/1551/gpsc-and-delta-thailand-reach-an-agreement-to-jointly-study-renewable-energy-solutions-promoting-clean-energy-innovations

[14] https://www.deltaww.com/en-us/news/EVgo-and-Delta-Electronics-Announce-Strategic-Collaboration

[15] https://www.offshore-energy.biz/delta-and-ceres-enter-hydrogen-energy-technology-collaboration/

[16] https://www.thebuzzevnews.com/texas-instruments-delta/

and deployment challenges, and reduce operational complexity by offering deep technical expertise, consultative engagement, and modular solution design. To ease adoption, Delta also explores innovative business models such as OPEX-based storage-as-a-service and flexible financing partnerships, reducing upfront investment barriers while accelerating time-to-value.

A prime example of Delta's value-driven leadership is its suite of pre-engineered, modular "solution packs" that simplify deployment and enhance reliability for integrated energy applications. Its containerized BESS and integrated power conditioning systems facilitate rapid deployment and seamless integration with PV and EV charging infrastructure. The company engineers these systems to support grid-connected and islandable (off-grid capable) configurations, addressing the growing demand from commercial and industrial customers for energy resilience and operational autonomy.

> *"Delta's ability to provide short- and long-duration energy storage solutions under a unified portfolio guarantees market relevance and investment protection. The company integrates short-duration storage into core energy management systems, while it helps meet long-duration needs through its growing hydrogen energy business, incorporating advanced fuel cells and electrolyzers."*
>
> ***- Neha Tatikota***
> ***Senior Industry Analyst***

Delta's ability to provide short- and long-duration energy storage solutions under a unified portfolio guarantees market relevance and investment protection. The company integrates short-duration storage into core energy management systems, while it helps meet long-duration needs through its growing hydrogen energy business, incorporating advanced fuel cells and electrolyzers. This comprehensive coverage enables customers to future-proof their infrastructure investments.

Delta aligns its solutions with customers' operational realities and long-term sustainability objectives. The company predicates its engagement model on deep customer immersion, with sales and engineering teams conducting extensive consultative interactions to decode client-specific challenges and strategic priorities. Delta emphasizes ease of implementation and operational continuity as a standout best practice. Its modular, pre-assembled, and pre-tested solutions, represented by the Delta Energy Storage Solution containerized energy storage system, significantly reduce on-site installation work and mitigate project deployment risks. Complemented by comprehensive documentation, robust technical support, and optional on-site supervision for large-scale installations, the company ensures a frictionless experience from commissioning to operation.

Delta's containerized and skid-mounted LFP battery systems (708 kWh to 7.78 MWh) offer plug-and-play deployment for C&I and microgrid applications. With built-in safety features like real-time monitoring, fire-resistant design, and automated sprinklers, they deliver scalable, reliable energy storage with minimal installation complexity.

Noteworthy customer success stories validate Delta's ownership excellence. For example, the company integrated a 250kW/528kWh energy storage system with a 140kW rooftop PV array and the DeltaGrid® energy management system at San Shin Industry Co. Ltd. This holistic implementation enables the client

to optimize energy scheduling, reduce contract demand capacity from 600kW to 400kW, and lower monthly electricity costs.[17]

In another case, Delta upgraded its 35-year-old European headquarters in Hoofddorp, Netherlands (which had restrictive legacy infrastructure) into a model of green energy adaptability. It deployed 16 EV chargers alongside a rooftop PV and an energy storage system, integrated through the DeltaGrid® AI-powered EV charging management platform.[18] This solution helps eliminate power overload incidents and achieved a 15.64% reduction in total energy costs.[19]

Another testimony to Delta's ability to elevate the customer experience is its partnership with IZIVIA FAST, a company heading the deployment of ultra-fast EV chargers across more than 700 McDonald's restaurant car parks in France. The company is rolling out approximately 800 units of its UFC 200 series, a 200kW DC ultra-fast charger capable of replenishing up to 80% of a typical EV battery in just 20 minutes, to provide McDonald's patrons with superior, high-speed charging convenience. [20]

These initiatives illustrate how Delta empowers clients to overcome complex energy challenges, aligning operational upgrades with environmental, social, and governance mandates while delivering tangible economic benefits. Frost & Sullivan applauds Delta's focus on continuous solution refinement, proactive support, and strategic alignment with customer roadmaps. Such projects elevate the client experience and enable them to derive enduring value and ownership pride from their technology investments.

### Committing to Sustainable Practices for Building Brand Affinity

Delta embeds customer-centricity and sustainability into the core of its business strategy. The company integrates the Voice of the Customer into its improvement framework. It collects, analyzes, and responds to customer feedback, using recurring insights to inform future product development and performance refinements. A key differentiator strengthening Delta's brand equity is its pioneering leadership in sustainability assurance. In 2015, the company set a new industry benchmark by becoming the first company to integrate product energy-saving calculations into the International Standard on Assurance Engagements (ISAE) 3000 assurance processes.[21]

Demonstrating ongoing leadership, Delta achieved another milestone in 2023 as the first enterprise in Taiwan to calculate avoided emissions for ten categories of its products, securing ISAE 3000 assurance again aligned with the World Business Council for Sustainable Development's Guidance on Avoided Emissions. [22] These progressive, independently verified achievements resonate strongly with environmentally conscious clients and stakeholders, supporting the company's brand as a sustainability vanguard. Notably, Delta's products contributed to 5.65 billion kWh of annual electricity savings and averted approximately 13.78 million metric tons of carbon dioxide equivalent emissions in 2023 alone.[23]

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[17] https://blog.deltaww.com/en/energyinfrastructuresolutions-en/success-cases-en/increases-the-renewable-electricity-usage-with-deltas-energy-storage-solution/

[18] https://www.deltaww.com/en-US/news/delta-hoofddorp-office-ev-charging

[19] Ibid.

[20] https://chargedevs.com/newswire/delta-to-provide-ev-chargers-for-izivia-fast-charging-network-at-mcdonalds-outlets-in-france/

[21] https://esg.deltaww.com/en/GreenProduct

[22] Ibid.

[23] Ibid.

Delta also pledged to achieve 100% renewable electricity use and carbon neutrality across global operations by 2030. By 2024, it reached an impressive 84% renewable energy share.[24] Beyond operational initiatives, the company characterizes its brand promise by constructing and donating 34 certified green buildings and two green data centers globally. [25]

Furthermore, Delta employs a well-balanced media mix with a strategic emphasis on digital channels, webinars, podcasts, content marketing, and immersive virtual product experiences, including augmented reality demonstrations. Authenticity and transparency are central to this communication approach, with customer testimonials and case studies serving as powerful endorsements of the brand's impact and reliability. Under its "Smarter, Greener Together" mission, the company advances cross-functional collaboration to drive innovation and sustainability. The mission is more than a tagline; it permeates the corporate culture and customer engagement strategies, ensuring every interaction supports its brand promise.

Delta uniquely positions itself as an ideal strategic partner for long-term energy autonomy and grid-interactive revenue models. As a global energy solution brand with a broad presence across the Americas, Northeast Asia, and Southeast Asia, Delta ensures customers worldwide benefit from its expertise and innovation. Frost & Sullivan firmly believes these initiatives cultivate high brand affinity and loyalty. Robust client engagement and the company's growing leadership role in energy management and sustainability validate the brand's potential. Delta uniquely positions itself as an ideal strategic partner for long-term energy autonomy and grid-interactive revenue models. Delta's integrated, transparent, and future-ready brand positioning ensures it remains a preferred choice for customers seeking performance, reliability, and environmental stewardship in the integrated energy solutions sector.

[24] https://esg.deltaww.com/en/manage_international

[25] https://esg.deltaww.com/en/csr_GreenBuilding

## Conclusion

Delta Electronics (Delta) offers a comprehensive portfolio of integrated energy solutions designed to meet the evolving demands of industrial, commercial, and utility-scale applications. With climate imperatives, energy decentralization, and renewable integration redefining the energy landscape, the company distinguishes itself by addressing market complexities with precision-engineered, scalable technologies and a consultative, customer-first approach. Delta's value proposition extends beyond technology and lies in its ability to translate fragmented, ambiguous customer needs into intelligent, actionable solutions. The company delivers measurable business outcomes with advanced offerings like the Delta Energy Storage Solution M Series and C Series energy storage systems and the artificial intelligence-powered DeltaGrid®® energy management platform while supporting global decarbonization goals. Delta sets a benchmark in energy infrastructure by offering end-to-end, fully integrated solutions that ensure single-vendor accountability, reduce project complexity, and maximize long-term system performance.

Complementing its technical leadership, Delta cultivates a best practices framework through customer engagement, operational excellence, and sustainability leadership. It provides end-to-end services that span system design, engineering, implementation, and lifecycle support. Delta's localized manufacturing, tailored market strategies, and pre-engineered solution packs enhance its responsiveness to various regional market needs and investment dynamics. Its fully integrated solutions ensure single-vendor accountability, reduce project complexity, and maximize long-term system performance. The company demonstrates responsible leadership in the growing energy economy by pledging to achieve 100% renewable electricity use and carbon neutrality by 2030.

Delta earns Frost & Sullivan's 2025 European Company of the Year Recognition for its strong overall performance in the integrated energy solutions industry.

# What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

## Best Practices Recognition Analysis

For the Company of the Year Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

### Visionary Innovation & Performance

**Addressing Unmet Needs**: Customers' unmet or under-served needs are unearthed and addressed to create growth opportunities across the entire value chain

**Visionary Scenarios Through Megatrends**: Long-range scenarios are incorporated into the innovation strategy by leveraging mega trends and cutting-edge technologies, thereby accelerating the transformational growth journey

**Leadership Focus**: The company focuses on building a leadership position in core markets to create stiff barriers to entry for new competitors and enhance its future growth potential

**Best Practices Implementation**: Best-in-class implementation is characterized by processes, tools, or activities that generate consistent, repeatable, and scalable success

**Financial Performance**: Strong overall business performance is achieved by striking the optimal balance between investing in revenue growth and maximizing operating margin

### Customer Impact

**Price/Performance Value**: Products or services offer the best ROI and superior value compared to similar market offerings

**Customer Purchase Experience**: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

**Customer Ownership Excellence**: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

**Customer Service Experience**: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

**Brand Equity**: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

# Best Practices Recognition Analytics Methodology

## Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

| | | VALUE IMPACT | |
|---|---|---|---|
| STEP | | WHAT | WHY |
| 1 | **Opportunity Universe** | Identify Sectors with the Greatest Impact on the Global Economy | Value to Economic Development |
| 2 | **Transformational Model** | Analyze Strategic Imperatives That Drive Transformation | Understand and Create a Winning Strategy |
| 3 | **Ecosystem** | Map Critical Value Chains | Comprehensive Community that Shapes the Sector |
| 4 | **Growth Generator** | Data Foundation That Provides Decision Support System | Spark Opportunities and Accelerate Decision-making |
| 5 | **Growth Opportunities** | Identify Opportunities Generated by Companies | Drive the Transformation of the Industry |
| 6 | **Frost Radar** | Benchmark Companies on Future Growth Potential | Identify Most Powerful Companies to Action |
| 7 | **Best Practices** | Identify Companies Achieving Best Practices in All Critical Perspectives | Inspire the World |
| 8 | **Companies to Action** | Tell Your Story to the World (BICEP*) | Ecosystem Community Supporting Future Success |

*Board of Directors, Investors, Customers, Employees, Partners

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- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*


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***Analytical Perspectives***:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)