More insight, more security, more impact

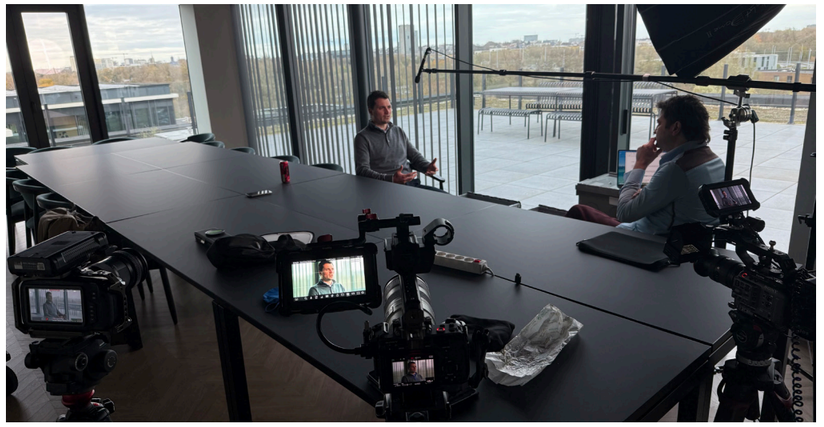
The electrification of mobility is accelerating at unprecedented speed. Where the first phase focused on installing charge points and eliminating range anxiety, the focus today is shifting toward something far more fundamental: energy intelligence. In Belgium, MobilityPlus is at the forefront of that evolution. With a strong belief in open ecosystems, smart energy management and full interoperability, they are building a future in which charging stations and vehicles become active elements of the energy grid. Jean-François Cheyns, founder and co-CEO of MobilityPlus, explains how he shapes that vision, why open technology is essential, and how collaboration with partners such as Alfen helps accelerate the energy transition.

Why do you believe so strongly that energy and mobility are inseparable?
"Within MobilityPlus, we help companies electrify their fleets. That goes far beyond installing charge points. From day one we have focused intensely on the energy component behind mobility, because we firmly believe that these two worlds cannot be separated. Energy and mobility together form the foundation of the future."

The e-mobility market is shifting from 'deploying chargers' to 'managing energy and delivering flexibility'. What role do you see for MobilityPlus in this more intelligent, system-driven future?
"We don't see the charging station and the electric vehicle as separate objects but as one integrated asset with a crucial role in the energy transition. We can perfectly control the charging station's power output, and the vehicle responds to it. This means we can directly influence the energy grid—reducing peaks and making optimal use of local, renewable energy. Today we mainly throttle charging down when needed, but thanks to the new European ISO 15118 standard, true bidirectional charging is coming within reach. Between 2026 and 2027 we expect a real breakthrough, and Alfen's latest chargers are already technically ready."

Why is that evolution so important?
"It matters because the challenges in this market are shifting. The first phase was simply aboutinstalling enough chargers to eliminate range anxiety. Today we are in the second phase: energy management. With nearly 20,000 charge points installed and vast amounts of data, we can steer, optimize and create value at a much higher level. Our role is to show customers that charging can mean much more than putting energy into a battery. It's about contributing to the broader energy transition — and benefiting from it."

Built to Move What Matters



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What does that look like in practice?
"In practice it starts with smart use of local energy. Our EMS technology ensures vehicles are charged as much as possible with locally generated power, and that peaks are mitigated. That saves costs and reduces grid stress. When we integrate charging into the wider energy ecosystem, chargers can respond to external signals such as imbalance markets, grid congestion or dynamic tariffs. All these elements together determine the optimal charging strategy at any given moment."

The coming years will revolve around interoperability and open standards. How do you view the role of open ecosystems, and what do you expect from hardware partners like Alfen?
"Every intelligent control system begins with one essential element: openness. Our collaboration with Alfen is particularly valuable in that regard. Their chargers are fully open via OCPP and they also support Modbus, which is important for us because

our in-house energy controller communicates directly with the charging station. This openness allows us to deliver exactly what our customers need, without the limitations of closed ecosystems. In a closed system, someone else decides which controller, software or integrations you can use. In an open system, the customer retains full freedom — today and in the future."

Why do you prefer an open system over a closed one when it comes to security, updates and control?
"Openness is not just relevant for functionality, but also for security. In a market where cybersecurity is becoming increasingly important, we want direct, transparent communication with the device. No intermediate layers that create bottlenecks or delay updates. Being able to see exactly what is happening at a charge point is crucial for reliability and security. In that respect, Alfen aligns perfectly with our vision."

How do you expect interoperability in Europe to evolve, and what does MobilityPlus need from its technology partners?
"Our customers want flexibility. When they buy an Alfen charger from us, they know it works with our software today — but they can easily switch to other controllers or systems in the future. That is true future-proofing. Avoiding vendor lock-in is a fundamental principle for us, and Alfen fully supports that."

How important is it to work with hardware partners that are future-ready (ISO 15118, load balancing, grid support, AFIR compliance)? And where do you see opportunities for joint innovation?
"Partnership in this sector must go far beyond the traditional supplier–customer relationship. For us, a hardware partner is someone with whom you have direct lines of communication: someone who thinks along, takes field feedback seriously, and moves quickly on innovation. That is clearly the case with Alfen. When we detect an issue in firmware or device behavior, the R&D team picks it up fast and we can work together toward a solution. This direct link is crucial for serving our customers effectively. Going forward, we want to deepen that relationship even further. Now that the chargers are ISO 15118-ready, the next step is unlocking software that makes bi-directional charging, plug-and-charge and other new functionalities truly operational. Customers are becoming more informed and ask us today: 'Can you already activate plug-and-charge?' We want to give a confident 'yes' soon. That requires close collaboration and joint innovation — and that's where we see tremendous opportunity with Alfen."

If you look five years ahead, what role must MobilityPlus play to truly make a difference — and what role do you see for Alfen?
"Charging will become increasingly intelligent, while the experience for users becomes simpler. Our goal is that the driver no longer needs to think about where, when or how fast to charge. Just plug in — and everything else happens automatically: charging at cheaper rates, using local energy, responding to grid conditions. That is where mobility and energy truly converge. The market is far from mature. Only a small fraction of Belgium's vehicle fleet is electrified. But thanks to open ecosystems, high-quality hardware and strong software, we can already make the shift from 'installing chargers' to 'delivering energy intelligence'. That is the added value companies are looking for — and where our collaboration with partners such as Alfen truly makes an impact."