



INVITATION

DISTRICT ENERGY

BUSINESS OPPORTUNITIES IN THE NETHERLANDS

HIGHLIGHTING MARKET OPPORTUNITIES IN THE DUTCH MARKET FOR DISTRICT ENERGY – AND HOW TO ACCESS THEM

ROTTERDAM

7TH NOVEMBER, 2019 – 09.00– 16.00

YOU ARE INVITED to a Commercial Workshop in the Netherlands highlighting the rapidly growing market for heat networks and related solutions. **Furthermore we will present how suppliers of technologies and services can gain access to the emerging market opportunities in a cost effective way.**

MARKET OPPORTUNITIES

The Heat is On in the Dutch market for district energy. The current market share of 4-5% is expected to multiply in coming years. Driven by political decisions to reduce the reliance of gas as the main source of heat, a series of district heating projects are currently underway across the country. Some are very large, requiring more preparation in terms of technical design and business modelling. Others are rapidly approaching the stages of procurement, installation and operation. **They all have one thing in common – they involve substantial business opportunities to suppliers of systems and services.**

FACILITATING MARKET ACCESS

Now is the time to strengthening the presence in Dutch market for district energy. There are already signs of capacity constraints in the supply chain. Some suppliers report that they have fulfilled the sales budget for 2019 already in Q2. The bottle necks in the supply chain of installation services are even more critical, causing delays, quality issues and cost overruns. There is an urgent need to attract more suppliers to the market.

Accessing and increasing capacity in new markets is both challenging and costly. Supplying products and services to the district heating markets demands local presence. The fastest and least risky way of achieving this is to identify and establish cooperation with existing companies having already the local infrastructure and networks required to become considered a player. The question is how to find these partners.

The overall objective of the commercial seminar is to facilitate access to the Dutch market for district energy, thereby developing the capacity in the supply chain. This includes

- Offer an overview of NL market opportunities for district heating
- Highlight a series of investment concrete projects currently underway
- Meet professionals and key players in the NL market for district energy
- Share experiences on solutions and best practice

We look forward to meeting you in Rotterdam on November 7th.

AGENDA

09.00 **REGISTRATION & COFFEE**

INTRODUCTION

09.30 **INTRODUCTION - SETTING THE SCENE**

- Presenting the C40 city of Rotterdam – what are the Smart City projects currently underway
- The Dutch Climate Agreement; how will it be implemented, what does the legislation and regulations mean in practice?
- What are the specific implications of the climate agreement for the market of heating – strategies, priorities, investments and time frame
- What are the specific trends and forecasts for district energy
- What is the role of RES (Regional Energy Strategies) regions?
- How do we manage the (local) stakeholders and create political and societal support for district energy?
- How can we make all stakeholders to work together successfully? (*Include energy transition presentation - 30 min, and climate clock exercise around heat - 30 min*)

THE MARKET - DISTRICT ENERGY IN NL

- What is the current position and market potential for district energy in NL – specific trends, investment forecast, key stakeholders, etc.
- What are the typical SWOT's of a NL district heating networks? What can be learnt from the Nordic countries
- What's the value chain and who are the key players
- What (new) technologies and applications can be expected
- What are the sustainable heat sources & solutions – how sustainable are they in practice
- What are the related technologies and services that are likely to evolve alongside district heating – e.g. energy efficiency, exploring waste heat sources, urban farming, district cooling

PROJECT EXECUTION – FROM VISION TO OPERATION

- Experiences – the do's and don'ts in infrastructure & energy projects
- Opportunity framing and success factors - bringing visions into actions and completion – the key ingredients of a good business model
- Project financing: SDE++ and other financing options?

COMMERCIAL OPPORTUNITIES – ACCESSING THE MARKET

- Highlighting specific projects underway
- Selling in NL – culture, customer expectations, selecting suppliers
- Routes to the market – getting feet on the ground
- Boosting the market – training, exchange of experiences and cooperation

16.00 **END OF SESSION – DRINKS**

VENUE

To be confirmed

FEE

€550 (excl. VAT) per company/ organisation – maximum of 2 persons

ORGANISED BY

DAREL



IN ASSOCIATION WITH



Teknikföretagen

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Nordic Solutions
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