

MARKET DAY

UK DISTRICT ENERGY

HOTSPOT
UK



NORDIC
HEAT

Organized by
heatnet
district energy partners - europe

In co-operation with
NORDIC
HEAT

Bringing heat underground

NORDIC HEAT STRATEGY WORKSHOP – BRIDGING THE GAP



TAKING THE LEAP INTO UK DISTRICT ENERGY



DEVELOPING THE SUPPLY CHAIN TO THE DISTRICT ENERGY SECTOR IN THE UK

YOU ARE INVITED TO A STRATEGY WORKSHOP ADDRESSING QUESTIONS RELATED TO HOW TO REINFORCE THE SUPPLY CHAIN OF PRODUCTS AND SERVICES TO THE RAPIDLY EMERGING DISTRICT ENERGY SECTOR IN THE UK – HOW TO FACILITATE ESTABLISHMENT AND INVESTMENTS BY SUPPLIERS AIMING TO EXPAND IN THE UK MARKET. THE WORKSHOP IS JOINTLY ORGANIZED BY BEIS, DIT, THE BRITISH EMBASSY IN DENMARK AND NORDIC HEAT.

Copenhagen – 8 February

The market for District Heating in the UK is gaining momentum. The determined and focused efforts made by politicians and public institutions on national, regional and local levels are beginning to pay off. Big time. The list of projects is growing. Even more importantly, more and more projects are being brought beyond the initial feasibility studies and into the more concrete stages involving business planning, technical design and installation. Some very significant investments are scheduled for the up-coming years in cities across the UK.

Investments are good news for suppliers of technologies and services. The development of the UK district energy market has been long-awaited by suppliers of technologies and services. Other regions becoming saturated, e.g. in the Nordic region, suppliers are looking for new markets for their goods and services. The UK market for DHN solutions has so far demanded a lot of patience. Finally the wait is over. Suppliers from across Europe are scrambling to establish a position in the UK market.

As the UK market grows, it will become critical to establish a local foothold. Short term focus will be on setting up local sales and service organizations, potentially in co-operation with local partners. Longer term, there will be a need to invest in local stock and service centers, and even local production, assembly and installation capacity.

Securing quality and capacity in the supply chain is a top priority for the UK. Failing to attract the required suppliers will undermine the national strategy to rapidly expand the market share of district energy in the UK energy market. A long term policy framework is required to avoid bottle necks in the supply of products and services, In addition it will be vital to maximize the positive side effects of district energy, e.g. in terms of impact on local investments and job creation.

All in all, the growth of district energy in the UK will bring about significant opportunities for a broad range of stakeholders. However, considering the lead times related to investments and expansion of the supply chain, it is vital for all stakeholders to rapidly address the key issues that may influence the future capacity to support the sector.

You are invited to a strategy workshop at the British Embassy in Copenhagen on 8 February involving key representatives from the UK district energy sector and best-in-class suppliers who are aiming to increase the capacity to support the growing district energy sector in the UK. The aim is to present the current status in UK District Energy and the need for rapidly reinforcing the supply chain. We will also address the specific conditions and business practices companies will need to adhere to in order to increase their chances of reaching success when entering the UK market. **Welcome!**

PRACTICAL INFORMATION

WEDNESDAY – 8 FEBRUARY, 2017



COPENHAGEN - 8 FEBRUARY

CONTENT

TAKING THE LEAP - INTO UK DISTRICT ENERGY

DEVELOPING THE SUPPLY CHAIN TO THE DISTRICT ENERGY SECTOR IN THE UK

SCOPE

Strategy workshop addressing questions related to how to reinforce the supply chain of products and services to the rapidly emerging district energy sector in the UK – How to facilitate establishment and investments by suppliers aiming to expand in the UK market. The workshop is jointly organized by BEIS, DIT, the British Embassy in Denmark and Nordic Heat.

DATE & TIME

8 February - 10.00 – 13.00

Registration starts at 09.30

LOCATION

British Embassy – Copenhagen

Kastelvej 36-40

*The British Embassy in Copenhagen cares for its visitors and thus follows a set of basic security guidelines. **All participants need to sign up for the seminar at least one day in advance, as a list will be handed over to security. Furthermore, participants must be able to identify them self's at the gate by valid photo ID.***

AUDIENCE

Consultants and Suppliers of technologies and Services, Contractors, Investors and other public or private stakeholders which have an interest in the UK market for district energy. The workshop is primarily targeting stakeholders based in Denmark and in the Greater Copenhagen region.

SPEAKERS

Mr. Dominic Schroeder - British Ambassador to Denmark

Mr. John Saunders - Investment Director and Head of Heat Networks Delivery Unit (HNDU), BEIS

Mr. George Dobson - Technical Specialist, Heat Networks Delivery Unit, (HNDU), BEIS

Mr. Luke Thomas - Senior Advisor, Nordic Heat UK, 15 years of operational experience in the UK DE sector

Mr. Asbjorn Dalgaard - Market Advisor - Inward Investments, British Embassy Copenhagen, DIT

Mr. David Connolly - Associate Professor in Energy Planning, Coordinator, Heat Roadmap Europe

MODERATOR

Mr. Peter Anderberg – Founder, Heatnet & Nordic Heat

FEE

The workshop is offered free of charge

ORGANIZERS



British Embassy
Copenhagen



Department for
Business, Energy
& Industrial Strategy



Department for
International Trade



REGISTRATION & QUESTIONS

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NORDIC HEAT STRATEGY WORKSHOP – BRIDGING THE GAP

AGENDA

WEDNESDAY – 8 FEBRUARY, 2017

09:30	REGISTRATION & COFFEE	
10:00	WELCOME	Mr. Dominic Schroeder <i>British Ambassador to Denmark</i>
	INTRODUCTION TO THE WORKSHOP <ul style="list-style-type: none">• Background, Scope & Objectives• General development and trends in UK• Bridging gaps to access opportunities	Mr. Peter Anderberg <i>Founder – Heatnet & Nordic Heat</i>
	MARKET OPPORTUNITIES IN THE UK <ul style="list-style-type: none">• Outline of UK Strategy & Policy – Heat Networks• Outline of Government Support• Update on current Market Status and nature of opportunities• UK Local Authority context for district heating opportunities• Accessing emerging opportunities	Mr. John Saunders <i>Investment Director and Head of Heat Networks Delivery Unit (HNDU), Department for Business, Energy and Industrial Strategy</i>
		Mr. George Dobson <i>Technical Specialist, Heat Networks Delivery Unit, (HNDU), Department for Business, Energy and Industrial Strategy</i>
11:30	NETWORKING BREAK & LIGHT LUNCH	
12:00	PROCURING DISTRICT ENERGY SYSTEMS IN THE UK <ul style="list-style-type: none">• Needs & Opportunities• Requirements & Expectations• DEPA – District Energy Procurement Agency	Mr. Luke Thomas <i>Senior Advisor, Nordic Heat UK 15 years of operational experience in procuring to in the UK DH sector)</i>
	HOT PROJECTS IN THE UK <ul style="list-style-type: none">• Project pipeline - overview• Presentation of typical cases<ul style="list-style-type: none">• Gateshead• Stoke-on-Trent• Engie (formerly Cofely)	Mr. Peter Anderberg Mr. George Dobson Mr. Luke Thomas
	REINFORCING THE UK SUPPLY CHAIN <ul style="list-style-type: none">• Needs• Strategies• HOTSPOT concept• Nordic Supplier Day in London – May 2017	Mr. John Saunders Mr. George Dobson Mr. Peter Anderberg
	INVESTING IN THE UK <ul style="list-style-type: none">• Active support• Resources• Contacts	Mr. Asbjorn Dalgaard <i>Market Advisor - Inward Investments British Embassy Copenhagen Department for International Trade</i>
	THE FUTURE IS EVEN HOTTER <ul style="list-style-type: none">• Presentation Heat Roadmap project• Opportunities• Trends & Forecast	Mr. David Connolly <i>Associate Professor in Energy Planning Coordinator, Heat Roadmap Europe (www.HeatRoadmap.eu)</i>
	CONCLUSIONS & NEXT STEP <ul style="list-style-type: none">• Activities in the pipeline	Mr. Peter Anderberg
13:00	END OF SESSION	



Bringing Heat Underground

NORDIC HEAT PEERS IN DISTRICT ENERGY

NORDIC HEAT is an independent and not for profit peer-to-peer advisory service aiming to support to the development of District Energy and W2E solutions in new markets. This by transferring the extensive know-how and experience developed in Scandinavia over the past 50 years. The Nordic Heat network has been established by a group of publicly owned Nordic energy operators, all with a long and proven track record in installing and operating commercial district energy systems. **When contacting Nordic Heat will get access to 250 highly experienced professionals in 20 markets, all eager to assist in you and your teams in establishing effective and profitable district energy businesses.**

The overriding ambition of NORDIC HEAT is to assist new entrants to the district energy sector in the challenging process of bringing projects beyond feasibility studies and into business planning, financing, installations and operations. Based upon their long experience and extensive knowhow, the Nordic district heating operators involved in Nordic Heat will be able to assist project teams with second opinion, peer-to-peer advice, reference cases, bench marks, selection of technologies and suppliers, training, support in commissioning, inspiration and leadership.

Being founded by public energy operators NORDIC HEAT is a fully independent and unique peer-to-peer advisory service. Being not for profit there is neither ambition, nor capacity, to take a role as a traditional consultant. Fees related to the services are adjusted to cover the costs related to the mission and to further develop the content, reach and scope in the services provided. Customers and partners to Nordic Heat can also trust that the advise given is completely unbiased when it comes to selecting suppliers of technologies and services. Performance, total cost of ownership and price are always their key criteria. Nordic Heat is also a founding partner of The Climate Bridge Initiative – a not for profit activity aiming to support in the global transition into a fossil free economy.



PARTNERS IN NORDIC HEAT			 www.nordheat.eu <i>Peers in District Energy</i>	ADDRESS	CONTACT
 	 	NORDIC HEAT C/O SPRINGNET AB STOCKHOLM WATERFRONT KLARABERGSVIADUKTEN 63 11164, STOCKHOLM - SWEDEN		SPRINGNET AB PETER ANDERBERG PA@SPRINGNET.SE +46 70 56 111 99	

PEER-TO-PEER PUBLIC-TO-PUBLIC ADVICE & EXCHANGE NOT FOR PROFIT INDEPENDENT

The mission of NORDIC HEAT is to support colleagues in new district energy markets to speed up ongoing projects while reducing total cost of ownership, minimising risks and optimizing the financial, environmental and social benefits of the investments. Another key driver for the energy operators joining the network is to confront its own staff and current business models with the very latest technologies and practices in order to drive the internal business development and innovation process. In brief, the aim is to export experience and know-how, and at the same time import innovations and find inspiration to develop the value proposition offered at home.

250 PROFESSIONALS IN 20 MARKETS