# Welcome to the WIC meeting!





Welcome to our digital WIC meeting! A few game rules:

 $\checkmark$  Ask your questions in the chat (=)

✓ You can use mic/cam in the question round ?

#### AGENDA



#### **New members**

#### 10 – 10.30 AM : Presentation Sirris, HIMA, G&V and Everfuel

#### Hydrogen in buildings

10.30 – 10.50 AM : Results project Hoogeveen (Jan-Jaap Aué, Hanze Groningen) 10.50 – 11.10 AM : Presentation BatHyBuild project (Jan Rongé, KU Leuven)

#### Hydrogen in heavy duty

11.10 – 11.30 AM : Presentation development and production of heavy duty FC vehicles by Hyzon Motors Europe (Stefan van der Spek)

#### **General info**

11.30 – 11.50 AM : News from the cluster

11.50 – 12 noon : Questions – news from cluster members

### **PRESENTATION NEW CLUSTER MEMBERS**













# "Together, we innovate"

Sirris | Het collectief centrum van de Belgische technologische industrie



© sirris | www.sirris.be | info@sirris.be | 04/03/2021

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### Het collectief centrum van de Belgische technologische industrie





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# Wat doen we?

### We helpen bedrijven om de juiste technologische keuzes te maken



en om hun innovatie projecten succesvol te realiseren.

### FACTS & FIGURES 2019





### De Sirris waardeketen



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COMBINING THE POTENTIAL OF TECHNOLOGY WITH BUSINESS MODEL INNOVATION TO MAKE YOUR BUSINESS FUTUREPROOF





HOW TO MAKE YOUR PRODUCT FUTUREPROOF? MAKE IT MICRO, LIGHT, SMART & CONNECTED!





HOW WILL DIGITAL MANUFACTURING AND INDUSTRY 4.0 IMPACT YOUR FACTORY IN THE FUTURE?



10





driving industry by technology



### Thermoplastic tanks Optimised and Recyclable

< sirris



#### WP3: NUMERICAL STRUCTURAL ANALYSIS OF WP2: MATERIAL SELECTION AND TANK THERMOPLASTIC PRESSURE VESSEL PROCESS OTPIMISATION DEVELOPMENT Numerical structural design & validation technology for Thermoplastic production process technology WP1: PROJECT MANAGEMENT vessels (models, simulation and optimization from subcomponent to complete pressure vessel) WP4: VESSELS MANUFACTURING AND TANK VALIDATION Thermoplastic tank prototype WP5: SAFETY AND EVALUATION Functional validation + sensor integration for monitoring & fire detection WP6: INDUSTRIALISATION AND RECYCLING Production line design

< sirris

https://thor-fch2.eu/













THOR

WP7: DISSEMINATION

AND

**EXPLOITATION** 

#### Lopende actie: collectieve **TESTING** uitdagingen in de Vlaamse H2 waardeketen?





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# Full system environmental (climatic) testing

https://sirris.be/climate-chamber-extreme-working-conditions-different-inustries







# **Contacteer ons!**

www.sirris.be

Pieter Jan Jordaens – Program manager



www.sirris.be | innovation@sirris.be

#### FOLLOW US!





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# Smart Safety Solutions and Services



To protect plant/operations, people and the environment

Josse Brys

Country Manager HIMA Benelux B.V.

#### HIMA SMART SAFETY.

# **HIMA: The leading Expert in Safety Solutions**

- HIMA is German family-owned company
- Exists more than 110 years
- Worldwide active in 50 countries
- HIMA has more than 800 people dedicated to safety
- Over 40,000 safety systems installed
- R&D investment with 125 experts

# What makes HIMA unique?



Safety solutions



HIMA understands Safety better than any other company

### HIMA Systems Integrate with any system

• HIMA security solutions run independently / separately from the control system



HIMA

### HIMA: The leading Expert in Safety Solutions



HIMA helps to reduce the risk in your process with an independent layer

### HIMA: The leading Expert in Safety Solutions

#### HIMA delivers smart safety solutions when:



- you need to get the highest safety and cyber security or
- it's a complex safety system that needs to react fast or
- the availability needs to be at the highest level , non-stop safety
- and a lifecycle of +20 years and the best 24/7 service or
- you need to get the highest safety on a small footprint

HIMA

# HIMA safeguards your plant/operations

Public and plant-specifc measures			Disaster prevention	
e.g. retention basin			Damage mitigation	
e.g. pressure relief valve			Mechanical protection	
SIS (safety instrumented system)	Safety shutdown	HIMA	Cyber Security	
DCS / BPCS and people	Process alarm	0	Monitoring	
DCS / BPCS	Monitored Process value		Operation	

HIMA

## **Our Industries**





#### **Process Industry**

- Applications in the oil and gas industry
- Petrochemicals
- Chemicals
- Pharmaceuticals
- Energy
- Etc.



#### **Rail Industry**

- Level crossings
- Railway signaling
- Power supply
- Rolling stock
- Automatic train control systems
- Etc.



#### Logistics & Machine Safety

- Conveyors
- Elevators
- Cranes
- Cableways
- High bay storage
- Assembly and coating lines
- Etc.

# **Our Industries**

#### Process Industry



### Our Safety Solutions



Turbomachinery Control

Burner Control System Emergency Shutdown System Fire & Gas System



Pressure

**Protection System** 



HIMA

Pipeline Leak Detection \_\_\_\_System

HIMA Services							
Concept Study	FEED	Safety MAC	DCS integration	Project Realization	Start Up, Operation		
	Safety Consulting	Safety Solutions	Integration Concept	Engineering & Project Management Manufacturing	Services		
	SIL Assessment support Specifications	BMS/BCS TMC	DCS Integration Cyber Security	<u>Germany:</u> Manufacturing of HIMA Products PEP, PQP	Application Site Services SAT Procedure		
	(SRS) Sizing and Architecture	PMC Wellhead	Delimitation	Engineering, Assembly, Testing	Spare Part Recommendation Solution Integration		
		FGS ESD		<u>Worldwide:</u> Engineering, Assembly, Testing			

# Hydrogen in Benelux

# ExonMobil TMC

Antwerp & Rotterdam Hydrocrackers Hydrogen compressors

Availability

F&G

Delfzijl Hydrogen production plant ESD F&G HIPPS Availability

TEIJIN

Human Chemistry, Human Solutions

Teijin Aramid Hyrdrogen compressors safety ESD F&G HIPPS Availability

## Pipeline leak detection system





#### TAL Group Transalpine Pipeline

- Total length: 753 km
- From the Port of Trieste to the refineries in Central Europe
- Maximum pipeline elevation: 1,572 m
- Number of refineries supplied: 8



### **AllSeas: Pioneering Spirit**

#### HIMA

#### **Pioneering Spirit**

Customer: AllSeas

Customer: AllSeas Competing System performance was too slow •

Pre-Engineering, Hardware & Software Engineering IFAT, Support

Netherlands, Rotterdam

11 HIMax Systems 970 HIMax modules 5300 Safety I/O

> Software Training SER with 25000 events **Operator Training Simulator**

# **INPEX: Ichthys Gas Fields Development Project**





Ichthys LNGOffshore & Onshore, Western AustraliaCustomer: INPEX

FEED Study Prototyping Hardware & Software Engineering Remote IFAT, DVT Yard-support

Germany, Singapore, South Korea, Australia



25.000 Safety I/Os430 Cabinets

Onshore/Offshore Application Standard Application Software Libraries

### MOHO Nord Project





Pre-Engineering, Hardware & Software Engineering IFAT, Site Support

France, Germany, Netherlands, South Korea, Congo

9 HIMax Systems 870 HIMax modules 8300 Safety I/O

Project Library (115 function blocks) SER with 25000 events Operator Training Simulator

### Martin Linge Project



#### Martin Linge

Norwegian Continental Shelf Customer: TOTAL Engineering HW & SW Prototyping HW & SW Hardware FAT, IFAT, SAT

Norway, Sweden, France, Germany, Romania, Poland, Singapore, South Korea, Australia HIMA

8000 hardwired I/O's 35 System-, 52 Marshalling-, 10 ATEX certified Marshalling Cabinets 470 redundant HIMax modules

Project Software Library (ESD, FGS) Backup HMI with 530 Graphics Operator Training Simulator

### **Malvinas Migration Project**



Plus PetrolMALVINAS, PeruCustomer: Pluspetrol



Engineering HW & SW Prototyping HW & SW FAT & IFAT



5800 hardwired I/O's 32 PLC's HIMax modules



Project Software Library (ESD, FGS) DCS Integration Overall MOS-Integration

FEED and Migration Strategies Development Support



### The future of Safety





SAFETY NONSTOP

HICore 1 HTPC1301 A0 1315

> Paving the way to Industry 4.0 The world's first complete safety technology on a single chip. Can be integrated into your product.



### **Production line of Audi Germany KARIS PRO**



# HIMA HiCore 1





# Life Cycle Services







• Life Cycle Management & Local 24/7h support team at HIMA Benelux in Breda for the Benelux
# Some of our customer in the Benelux



HIMA

SMART

# Safety Solutions and Services



Josse Brys

HIMA

Country Manager HIMA Benelux B.V.

**SMART** 

SAFETY.

j.brys@hima.com +32 489 19 11 05



"Aanbieder van innovatieve mobiliteitsoplossingen via een professioneel netwerk van tankstations met een duidelijke commitment naar duurzaamheid"

"Fournisseur de solutions de mobilité innovantes via un réseau professionnel de stations-service avec un engagement clair en faveur du développement durable"

# G&V Energy Group

### Activities





### **Facts & Figures**





#### Independent BE player



Largest multibrand fuel network in BeNeLux & France





Player in BE of petrol stations







### KIES DE TANKKAART DIE BIJ JE PAST ...







+2000 stations BeNeLux & France

Blue Corner Network Europe

building a blue world

+18 000 stations in Europe + services



















- Camera surveillance
- Master slave pumps (120 lt)
- Ad Blue
- Red diesel
- Extensive network on all major transit roads and seaports







HASSEL

PHILIPPEV

RAME ANAL

NEUFCHÂTEA

### LNG – Liquid Natural Gas

-

LNG

#### LNG Solutions Belgium

Partnership Rolande & G&V





MA

- The green alternative for diesel
- Temperature of -160°
- Volume is 600 times smaller than 'normal' natural gas



- Port of Zeebruges
- Port of Ghent
- Port of Antwerp Left bank
- Port of Antwerp Right bank









# Everfuel

**Everfuel** 

# Q4 2020 earnings presentation

11 February 2021

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Everfue

### **Today's presenters**

#### Jacob Krogsgaard, Founder and CEO

- Former co-founder and CEO of H2 Logic (founded 2003)
- H2 Logic acquired by NEL in 2015

H2 Logic Nel

Large shareholder and SVP of NEL 2015-19

#### Anders Bertelsen, CFO

Former CFO and acting CEO at AFRY Buildings Denmark Experience from Siemens Wind Power, SAP, Nobia and as an auditor with BDO

Everfuel

BDO SIEMENS SAP nobia @ AFRY

### Unlocking hydrogen at scale Everfuel at a glance

- Hydrogen is the new heavy-duty fuel-100% clean and reaching diesel parity
- The technology is proven and require a **dedicated fuel company** to commercialize green hydrogen
- Everfuel is Europe's new integrated fuel company providing green hydrogen for larger vehicle fleets
- HQ in Herning, Denmark, listed as **EFUEL** on Euronext Growth Oslo.
- Everfuel is asset owner and operator of the complete H2 value chain. Currently activities in **N**, **S**, **DK**, **D**, **NL**







Initial target markets



**Following markets** 

• Everfuel 🤍





**Everfuel News, 29 October** 

Successful private placement raising EUR 27 million of growth capital at NOK 22 per share and subsequent admission to trading on Oslo **Børs' Euronext** Growth



### Key events

- Acquisition of two hydrogen fueling stations and distribution assets in Norway from Uno-X
- Purchase order for six hydrogen trailers designed exclusively to Everfuel specifications
- Agreement with Nel for joint development of the Norwegian hydrogen retail and truck fuel market and creation of Everfuel Norway retail AS
- EUR 20.7 million loan from EIB to scale and commercialize hydrogen fuel in Denmark and Europe
- Acquisition of Danish Hydrogen Fuel A/S (DHF), adding four hydrogen fueling stations in Denmark
- Award of contract for 20 MWalkaline electrolyser for green hydrogen production in Fredericia
- Year-end cash position of EUR 23 million
- Completed NOK 600/EUR 58.5 million multiple times oversubscribed private placement at NOK 125 per share in January 2021



# Everfuel



# Scaling the distribution system

#### Everfuel App in testing now

- Expected beta-testing in Q1-2021 and full release during Q2-2021
- o New versions with further functionality will follow

### • Multi-year frame agreement with Hexagon Purus for supply of hydrogen trailers through 2025

- o Designed exclusively to Everfuel specifications
- Order for six hydrogen trailers for delivery in 2021
- Adding to a previous order for two trailers, for delivery Q1-2021
- The units will operate in Norway, Denmark and the Netherlands
- o Up to 80 MWh of mobile energy storage





Everf

# Fredericia electrolyser order a trigger for developing attractive EPC strategy

- Awarded contract to Nel for the delivery of a 20 MW alkaline electrolyser for the HySynergy project
  - o EUR 7.25 million contract with delivery from late 2021
  - o Total project budget EUR 20 million
  - Capacity up to 8 tons per day of green hydrogen and 10 tons of storage capacity when operational from mid-2022
- Everfuel to execute EPC-work (engineering, procurement and construction), including storage and distribution facilities
  - o Leveraging existing in-house competencies
  - Developing specialized EPC capabilities for future own and external projects in response to expected growth in demand
  - EPC capabilities combined with project development and operator strategy gives Everfuel a competitive advantage.
  - Expected cost reduction gains on future Electrolyser projects
  - $\circ~$  Cooperation and order of compressor from Howden





# Becoming Denmark's leading hydrogen fuel company

- Acquisition of Danish Hydrogen Fuel A/S (DHF) with four H2Stations based on same technology as the Everfuel operated stations in Copenhagen
- Distribution agreement with Siemens Gamesa for green hydrogen from early 2021
- Contract with Ørsted for hydrogen offtake and distribution from 2MW electrolyser from end 2021
- MOU with Green Hydrogen Hub Denmark, a collaboration between Eurowind Energy, Corre Energy and Gas Storage Denmark, where Everfuelis the indented hydrogen mobility off-taker
- Everfuel positioned to supply green hydrogen produced in Denmarkat competitive hydrogen fuel prices already in 2021
  - Focus on substantially increasing hydrogen sales, initially to taxies and light commercial vehicles, from existing stations and the new high-capacity station under construction in Copenhagen
  - Driver for growth and competence development to support roll-out of more intensive refueling for heavy-duty vehicles like trucks and buses



## **Building a strong Norwegian position**

#### • Acquisition of H2COAS from Uno-X with two hydrogen fueling stations and distribution assets

- To assume operation of stations at Hvam (near Oslo) and Åsane (near Bergen) in 1H 2021, pending COVID-19 restrictions
- o Final close of transaction is pending to seller delivering the stations approved and certified

#### • Agreement with Nelfor joint development of hydrogen fueling for retail and trucking customers

- Invested NOK 26 million for 51% ownership of Nel subsidiary H2FuelNorway AS (H2Fuel), with call-right to acquire remaining 49%
- o Transaction closed in January 2021 and H2Fuel was renamed Everfuel Norway Retail AS

#### • Everfuel Norway Retail won concession to establish a hydrogen station at Kjelsrud (Oslo)

• Experienced manager, who led the tendering process for the Kjelsrudsite in Oslo, joined Everfuel as head of business development in Norway



## The Netherlands, Germany & Sweden

#### o The Netherlands

- Construction of the H2Station for bus refueling in Heinenord close to Rotterdam progressing as planned
  - o Expected to be operational from late Q3-2021
  - o Site prepared for upgrade to also allow for car and truck refueling
- Preparing for various project developments in the Netherlands
- Everfuel have appointed a hydrogen industry veteran in Q4-2020 as head of business development in the Netherlands

#### o Germany

- Everfuel has signed contract with an experienced hydrogen expert from Germany as head of business development in Germany
- Preparing various project developments in Germany

#### o Sweden

• Selection of locations for the first stations in the Nordic Hydrogen Corridor project in Sweden is expected to happen within some months





# **Everfuel**

# **Building critical mass in Scandinavia**

#### • After Q4-2020 acquisitions Everfuel will:

- o Operate 8 hydrogen stations
- o Secured sites for 5 additional stations
- $\circ~$  Secured funding for 9 stations where location is pending
- Set to become Europe's **second largest operator** of light duty hydrogen fueling stations with +20 units in operation from 2022 when adding activities outside Scandinavia
- To use network of stations to accelerate the Everfuel business case of optimizing the complete hydrogen value chain – making yesterday's wind to today's fuel



H2 fueling location secured

0000

H2 fueling funding secured, final location pending

# Engaged in five strategic hydrogen production locations in Denmark

- Ideal first market to deploy commercial hydrogen production, distribution, fueling & PtX
  - 34MW<sup>1</sup>electrolyser capacity planned by 2022, growing to 600MW in 2025 and +3.3GW by 2030
  - Wind curtailment rising to ~8% of the total wind power capacity in 2020, equaling 1.4 TWh of curtailed power
- **Owner of Fredericia electrolyser** and distribution/ mobility partner on remaining projects
  - 2 sites operational in 2021, 2 more from 2022
  - All commercial sites are prepared for further expansion
- Agreement to develop access to substantial hydrogen storage capacity and potential pipeline for later export to other regions
- Repeat approach to scale in other EU countries based on bankable business cases and partnerships

12MW in Skive Direct RE connection **GreenLab** 

0.4MW in Brande Direct RE connection **Pilot Plant Spring 2021**  300MW + 4,000T H2 storage Plans up to 1GW Green Hydrogen Hub Denmark

> 2MW in Copenhagen Next to power plant Plans up to 1.3GW Green Fuels for DK

20MW in Fredericia Location next to refinery Plans up to 1GW **HySynergy** 

1) 34MW electrolyser capacity can produce up to 14 ton/day of hydrogen, fueling 1000-1200 fuel cell buses

### **Financial review**

Everfuel

Everfuel

# 16 Everfuel

### **Income statement**

- Financial results reflect that the company is in the initial stages of commercializing the green hydrogen value chain
- EBITDA was EUR -0.8 million for Q4-2020 and EUR -1.1 million for the full year
- Full-year EBITDA comparable to the adjusted EBITDA presented in January trading update

Q4 2020	Q4 2019	FY 2020	FY 2019
271	97	1 048	170
-27	0	-97	0
-30	-97	-138	-97
-31	0	-99	0
-426	-132	-1 011	-220
-556	-38	-812	-103
-23	-1	-51	-1
-822	-171	-1 160	-252
591 -11	0 -2	591 -17	0 -2
580	-2	574	-2
-242	-173	-587	-253
0	38	76	56
-242	-135	-511	-198
	Q4 2020 271 -27 -30 -31 -426 -556 -23 -23 -23 591 -11 580 -242 0 0	Q4 2020 Q4 2019   271 97   -27 0   -30 -97   -31 0   -426 -132   -556 -38   -23 -1   -556 -131   -556 -38   -10 -1   -556 -132   -556 -131   -23 -1   -556 -38   -11 -2   580 -2   580 -2   -242 -173   0 38   -242 -135	Q4 2020Q4 2019FY 2020271971048-271971048-270-97-30-97-138-310-99-426-132-1011-556-38-812-23-1-51-556-38-812-17-11605915910591-11-2-17580-2574-242-173-587

Everfi

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## Positioned to invest for growth

#### **Cash flow overview**

Cash and cash equivalents at the end	23 410	814	23 410	814
Change in cash and cash equivalents	22 809	32	22 596	747
Cash flows from financing activities	25 377	1 027	25 809	1 027
Cash flows from investing activities	-1 717	-20	-2 814	-20
Cash flows from operating activities	-851	-975	-399	-260
EUR '000	Q4 2020	Q4 2019	FY2020	FY 2019

**Ever** 

- Net proceeds of NOK 290/EUR 25.4 million from October private placement at NOK 22 per share
- Signed acquisition agreements totaling EUR 3.4 million in Q4-2020
  - $\circ~$  Some of which are closing in 2021
- Additional NOK 600/EUR 58,5 million raised J anuary 2021 private placement at NOK 125 per share

# Strong balance sheet supporting growth ambitions

### Balance sheet at 31 December

EUR '000





**F**verf

### Outlook

- Scale-up of organization (~30% increased headcount in Q1-2021) and increased focus on App development, Helios and PtX engineering
- Build up of inhouse operation teamwithfocus on high H2Stationavailability. Prepare for increased salesfrom stations in the accelerated green restartpost COVID-19
- Work systematically with vehicle OEM's and large fleet operators to establish large scale projects and contracts
- Increased attention to the maritime sector and potential increased H2 revenue from sales to PtX offtakers





### Summary and Q&A

1

4

2

3

Everfuel is a leading European green hydrogen fuel company

Positioned to **capitalize on EUR multi-billion** hydrogen heavy-duty fuel market **now opening up** in Europe

Firm **growth plan backed by proven execution capability** to unlock hydrogen at scale

Unique business model to secure rapid growth, recurring revenues and solid profitability

# Appendix



# Top tier team with proven execution capability

- Seasoned management team with combined 60 years of experience of developing and operating hydrogen and renewables projects and assets
- BoD with extensive green energy background provides strong support for growth strategy execution

#### **Management team**



**CEO** Jacob Krogsgaard Former co-founder and CEO of H2 Logic H2 Logic acquired by NEL in 2015 Large shareholder and SVP of NEL 2015-19



CTO Uffe Borup Former VP Technology in NEL from 2016 - 2019 14 years solar start-up experience Ph.D Engineering from Aalborg University



Sales director | Lars Jakobsen Former Project Development Manager at NEL Project Department Manager at EUE in 2014-17 M.Sc. Int. Business from CBS











Business dev. Director Nicolaj Rasmussen Former Project Manager in NEL M.Sc. Tech. Based Business Development from Aarhus University and Harvard University

#### **Board of directors**



Chairman | Mogens Filtenborg Holds several board seats and is CoB of DEIF. Niebuhr Gears and HETA A/S Former board member of NEL ASA Former COO and CTO of Vestas and CEO of SKOV AS



**BoD** member IJ ørn Rosenlund Senior Vice President – Fueling of NEL Former COO H2 Logic A/S MBA from Henley Management College



**BoD member | Martin Skov Hansen** CEO of Society of Lifestyle and Up & Up Capital Former partner at PwC M.Sc. in Auditing from Syddansk University





### **Income statement**

EUR '000 (Unaudited)	Q4 2020	Q4 2019	FY 2020	FY 2019
Revenue from hydrogen sales	29	0	69	0
Other operating income	242	97	979	170
Total revenue	271	97	1 048	170
Cost of goods sold	-27	0	-97	0
Other operating expenses	-30	-97	-138	-97
Other direct cost	-31	0	-99	0
Salary and personnel cost	-426	-132	-1 011	-220
Other operating expenses	-556	-38	-812	-103
Depreciations and amortisations	-23	-1	-51	-1
Operating Profit	-822	-171	-1 160	-252
Financial income	591	0	591	0
Financial expenses	-11	-2	-17	-2
Net financial items	580	-2	574	-2
Profit before tax	-242	-173	-587	-253
Income tax expenses	0	38	76	56
Profit for the period	-242	-135	-511	-198

**Everfuel**
#### **Balance sheet**

ELIP (000 (Uppudited)	31 Dec. 2020	31 Dec. 2019
Assets		
Patents trademarks and other rights	187	0
Total intengible assets	107	0
	107	0
Land and buildings	10	0
Plant and machinery	900	0
Other fixt. and fit., tools and eqp.	104	19
Assets under construction	1 210	0
Right-of-use assets	469	0
Total property, plant and equipment	2 693	19
Other non-current assets	72	0
Total non-current assets	2 951	19
Trade receivables	172	0
Other receivables	278	120
Corporation tax(asset)	0	70
Prepayments	12	136
Accrued grants	244	0
Total receivables	707	325
Cash at bank and in hand	23 410	814
Currents assets	24 117	1 1 3 9
Assets	27 068	1 158

EUR '000 (Unaudited)	31 Dec. 2020	31 Dec. 2019
Equity		
Share capital	98	80
Other paid-in capital	26 350	1013
Retained earnings from income statement	-688	-213
Total equity	25 760	880
Provision for deferred tax	0	14
Lease obligations	406	0
Total non-current liabilities	406	14
Lease obligations, short-term	49	0
Trade payables	680	187
Payables to group enterprises	0	17
Other payables	45	60
H2Bus Consortium	40	0
Prepayments/accrued grants	89	0
Total current liabilities	902	264
Liabilities	1 308	278
Liabilities and equity	27 068	1 158



#### **Cash flow**

EUR '000 (Unaudited)	Q4 2020	Q4 2019	FY 2020	FY 2019
Profit/loss before tax	-242	-172	-587	-253
Depreciation and amortization	23	1	51	1
Non-cash employee expense – warrant programme	35	0	35	0
Net exchange differences	-1	0	0	0
Cash flows from operating activities before change in workingcapital and tax	-185	-171	-500	-252
Change in inventories	0	0	0	0
Change in receivables	-339	0	-475	-252
Change in other provisions	0	0	0	0
Change in trade payables, etc	-397	-803	506	245
Corporation tax paid	70	0	70	0
Cash flows from operating activities	-851	-975	-399	-260
Purchase of intangible assets	-130	0	-189	0
Purchase of property, plant and equipment	-1 587	-20	-2 615	-20
Purchase of fixed assets	0	0	-10	0
Cash flows from investing activities	-1 717	-20	-2 814	-20
Reduction of lease obligations	-12	0	-28	0
Raising of lease obligations	35	0	483	0
Cash capital increase	25 354	1027	25 354	1 0 2 7
Dividend paid	0	0	0	0
Cash flows from financing activities	25 377	1 027	25 809	1 027
Change in cash and cash equivalents	22 809	32	22 596	747
Cash and cash equivalents at the beginning	601	783	814	68
Cash and cash equivalents at the end	23 410	814	23 410	814

Everfuel

# Yesterdays Today's fue

#### <sup>27</sup> Everfuel



# Hydrogen in buildings

# Waterstofwijk Hoogeveen BatHyBuild

### Heating with Hydrogen a real case in Hoogeveen

Dr. Ir. Jan-jaap Aué Professor Hydrogen Applications Hanze University of Applied Sciences j.aue@pl.hanze.nl WATERSTOFWIJK HOOGEVEEN





#### The overall regional Hydrogen vision up to 2030









12 September 2017





# Hydrogreenn network













# **Brainstorm Design sessions**









# timeline



Implementatie Fase 1: Nijstad-Oost, nieuwbouw, 100% waterstof, 2021 Implementatie Fase 2: Erflanden, start ombouw 427 woningen, 2022

Systeemfase 1: Externe aanvoer/opslag H2, middelste rij, 2021 Systeemfase 2: Locale productie H<sub>a</sub> bovenste rij, 2023 Systeemfase 3: Aanvoer H<sub>2</sub> onderste rij, via backbone, 2027





Huisoonsluiting woning



# Main (generic) conclusions

- Hydrogen is in specific cases an interesting addition to possible solutions for heat in the build environment against acceptable societal costs
- Safety issues are not significant different from natural gas;
- Experiments needed : learning by doing on all levels;
- Integral problems need integral approach;
- Existing legislation can also offer solutions!
- Key for upscaling is production and industrialisation



# **Public acceptance**



#### **Public Acceptance**



#### MENINGEN WATERSTOF

- Work on trust
- Access to (neutral) information
- Support cooperative movements

53% WIL DUURZAME AANPASSINGEN AAN HUIS MITS IN COÖPERATIEF VERBAND



#### 14 mei 2019 meeting for potential buyers

170 registered 400+ visitors



# **Citizens involvement**

- independent resident's council
- With support of Natuur en Milieu Federatie Drenthe
- Cooperation with 'Stad aan het Haringvliet'
- Involved in application for 'proeftuin aardgasvrije wijken'





# **Societal Business Case** (MKBA)



# **Real Costs split into 3**

Projection of Production prices Transport & storage Investments @Home

Costs before taxes, subsidies etc compared to alternatives and split into 'who is paying what'



# **Condensing Boiler : rationale**

Installed base	<ul> <li>gasinfra</li> <li>Natural gas condensing boiler</li> <li>Installer networks</li> <li>Heating systems in place</li> </ul>	
Costs	<ul> <li>little CAPEX</li> <li>Biggest change: other product on the bill</li> </ul>	
technology	<ul> <li>No CO</li> <li>Scalable</li> <li>Combinations with hybrid heatpumps</li> </ul>	
		WATER



- Expanded knowledge on
  - Burning H2
  - H2 appliance
- Endurance tests @ Entrance
  - Succesfully completed
  - Lots of interest (and solutions) from 3rd parties
  - Installation guides, best practices etc
- OEM burner being developed by Bekaert
- Surprises:
  - Iow NOx (reduction: 60-80%)
  - white paper with DNV-GL









#### **Project system-phases (I) 2021**





#### Project system-phases (II) 2023





#### Project system-phases (III) 2027



#### **Project implementation-phases**



# **Public Report (Dutch)**

https://research.hanze.nl/en/publications/waterstofwijkplan-voor-waterstof-in-hoogeveen

https://research.hanze.nl/en/publications/waterstof-in-degebouwde-omgeving-synthese-thematiek-waterstoflab







#### **BatHyBuild**

Bottom-up analysis of technologies for hydrogen in buildings

Jan Rongé (KU Leuven)





flurins Tot bij v





### Aim of the study

Question:

"Can hydrogen be useful in the built environment? If so, how?"

Input for

- ➔ pilot projects
- ➔ policy recommendations
  - ➔ further studies

### Energy management of a building





# Energy management of a building



Warmte (januari)

### Model

- The model rests on important assumptions:
  - Hydrogen and electricity are **100% renewable**
  - "Inifinite" supply of green hydrogen is assumed via the gas distribution grid (import!)
  - Error bars refer to optimistic / pessimistic scenarios (technology development (cost, efficiency), energy price)
- Dozens of contexts were considered. Here, we provide a summary based on a few case studies:
  - Electricity demand is always 3 500 kWh/year
  - Hot water demand is always 2 800 kWh/year
  - Electricity prices are constant throughout the year
  - Scenarios are considered for **2050**. Some cases may however be interesting from 2030 onwards.
# Model

- There is (limited) consideration for e.g. influence of water temperature. However, hydraulic calculations are not fully taken into account.
- In the coming slides "energy costs" are shown: this is the total cost of gas, electricity, grid costs, CAPEX & OPEX of equipment, correction for remaining value
- Important assumptions (2050):

	Min	Base	Max
Electricity cost (excl. capacity tariff & VAT)	128 €/MWh	148 €/MWh	168 €/MWh
Hydrogen cost (LHV, excl. VAT)	80 €/MWh	90 €/MWh	110 €/MWh
Nominal COP heat pump (L-W)	4	5	6



# 3 example scenarios

# New house

# All electric

- 5 MWh heat demand
- No gas grid

Hydrogen boiler

• 5 MWh heat demand

• With gas grid

### Cogeneration

- 5 MWh heat demand
- With gas grid



### All electric

- 5 MWh heat demand
- No gas grid

### Hydrogen boiler

- 5 MWh heat demand
- With gas grid

### Cogeneration

- 5 MWh heat demand
- With gas grid

#### Energy costs (20 years)



Notes on cogeneration:

- FC and CHP-burner have similar costs.
- The difference with heat pump becomes smaller with dynamic electricity prices

# New house

# All electric

• 5 MWh heat demand

• No gas grid

# Hydrogen boiler

- 5 MWh heat demand
- With gas grid

### Cogeneration

- 5 MWh heat demand
- With gas grid

#### Grid electricity demand



# New house

# All electric

- 5 MWh heat demand
- No gas grid

## Hydrogen boiler

- 5 MWh heat demand
- With gas grid

# Cogeneration

- 5 MWh heat demand
- With gas grid

- Low cost
- (Peak electricity demand is acceptable)
- No gas grid necessary
- Higher electricity demand in winter

- Low cost
- Gas grid needed: more suitable for existing neighbourhoods
- Lower electricity demand in winter

- More expensive (ca. €400/year)
- Gas grid needed: more suitable for existing neighbourhoods
- Injection of green electricity during winter!

## Limited renovation

- 13 MWh heat demand
- No low temp. heating
- → Hydrogen boiler

### Maximum insulation

- 9 MWh heat demand
- No low temp. heating
- → Hydrogen boiler
- → Heat pump + hydrogen boiler

# Thorough renovation

- 9 MWh heat demand
- With low temp. Heating system
- → Heat pump

#### Limited renovation

- 13 MWh heat demand
- No low temp. heating
- → Hydrogen boiler

#### Maximum insulation

- 9 MWh heat demand
- No low temp. heating
- → Hydrogen boiler
- → Heat pump + hydrogen boiler

#### Thorough renovation

- 9 MWh heat demand
- With low temp. Heating system
- → Heat pump

#### Energy costs (20 years)



#### Limited renovation

- 13 MWh heat demand
- No low temp. heating
- → Hydrogen boiler

#### Maximum insulation

- 9 MWh heat demand
- No low temp. heating
- → Hydrogen boiler
- → Heat pump + hydrogen boiler

#### Thorough renovation

- 9 MWh heat demand
- With low temp. Heating system
- → Heat pump

Vh/dag)

Elektriciteitsver



Limited renovation	Maximum insulation	Thorough renovation
<ul> <li>13 MWh heat demand</li> <li>No low temp. heating</li> <li>→ Hydrogen boiler</li> </ul>	<ul> <li>9 MWh heat demand</li> <li>No low temp. heating</li> <li>→ Hydrogen boiler</li> <li>→ Heat pump + hydrogen boiler</li> </ul>	<ul> <li>9 MWh heat demand</li> <li>With low temp. Heating system</li> <li>→ Heat pump</li> </ul>
<ul> <li>Costly option (ca. €8000 higher energy costs compared to option 2)</li> <li>Lower renovation costs</li> </ul>	<ul> <li>Low cost option: only € 4000 higher energy costs compared to option 3 (but lower renovation costs)</li> <li>Benefit of hybrid heat pump unclear</li> </ul>	<ul> <li>Lowest energy costs</li> <li>Low temp. heating required</li> <li>Much higher electricity demand in winter</li> </ul>

# Appartment complex

### All electric

- 5 MWh heat demand
- Central heat pump

### Cogeneration

- 5 MWh heat demand
- Central heat pump + cogeneration
- 1 gas grid connection

### H2 boiler

- 5 MWh heat demand
- Central hydrogen boiler
- 1 gas grid connection

# Appartment complex

#### All electric

- 5 MWh heat demand
- Central heat pump

#### Cogeneration

- 5 MWh heat demand
- Central heat pump + cogeneration
- 1 gas grid connection

#### H2 boiler

- 5 MWh heat demand
- Central hydrogen boiler
- 1 gas grid connection

#### Energy costs (20 years)



# Appartment complex

#### All electric

• 5 MWh heat demand

• Central heat pump

#### Cogeneration

- 5 MWh heat demand
- Central heat pump + cogeneration
- 1 gas grid connection

#### H2 boiler

- 5 MWh heat demand
- Central hydrogen boiler
- 1 gas grid connection

Grid electricity demand (per unit, incl. PV)



# Renewable energy production





Collectief
 Per woning



It is typically best to <u>always</u> install PV, also when hydrogen is produced.



# Renewable energy production



----- PV+batterij+elektrolyse ----- PV + Waterstofpanelen

Hydrogen allows for much more local renewable energy production, without additional load on the electricity grid.

Households can be Consumer : S Prosumer : Producer

# General conclusion

# All-electric seems more appropriate

 ❑New neighbourhoods without district heating
 (→ no new gas grids)

Thorough renovations with LT heating

#### To be further investigated

- New buildings in exisiting neighbourhoods
  - District heating & appartments
- Cogeneration: higher cost for individual vs added value for the energy system

# Hydrogen seems more appropriate

Renovations where LT heating is difficult

□ Fast switching of many households to renewable energy when renovation is too slow (! insulation still desirable)

# Efficiency?

Grid energy demand per season, In a building with 9 MWh heat demand



The use of hydrogen requires more primary energy input, but reduces stress on domestic renewable electricity production. This assumes the import of renewable, low cost hydrogen.

# Final remarks

This study relies on many assumptions. It is a first step, and more investigations are required:

- Grid infrastructure? Capacity of electrical grid? Hydrogen backbone?
- Import green hydrogen?
- Role of gas-fired power plants?
- Domestic renewables production?
- Market prices, tariff structures?
- Boundary conditions of implementation?

# Recommendations

Insulation is always a good measure. Renovation efforts should increase.

Renewable energy is always a good measure. Hydrogen reinforces this.

All-electric is often a good choice.

In many cases, hydrogen is a valid option and potentially the best one.

More (top-down) research is needed towards the use of hydrogen in buildings.

Pilot projects are needed to investigate the boundary conditions.

Policymakers should develop a vision, with horizon 2050 and based on studies.



**Development and** production of heavy duty FC vehicles by Hyzon **Motors Europe** 



# Accelerating the energy transition

# **Hydrogen Mobility**

Company presentation March 2021

### Stefan van der Spek

Sales Manager Europe E stefan.vd.spek@hyzonmotors.com M +31 6 27308988 P +31 598 760 100



# HOLTHAUSEN CLEAN TECHNOLOGY

# WORKING ON ZERO-EMISSION MOBILITY

Holthausen Clean Technology has been involved in hydrogen-electric and battery-electric vehicles for more than five years now.

We began as a developer, converting vehicles powered by fossil fuels to emission-free sustainable future with zero emissions. One example from our portfolio is the world's first hydrogen-powered sweeper.

**HYZON Motors** 

### FROM R&D TO A RESPECTED MANUFACTURER

We have progressed in the meantime beyond the developer stage and have grown to become a fully fledged producer of hydrogen-electric and battery-electric vehicles. We specialize in supplying zero-emission trucks and commercial vehicles that we deliver all over the world from our production facility. The experience that we have accumulated in developing and building various types of vehicles has given us a great deal of knowledge and professionalism.

These are key ingredients that we now have in-house for developing new types of vehicles that run on the cleanest energy source in the world: hydrogen.

We are ready and waiting to develop the customized power train you need so that your vehicle fleet will also be ready for a zero-emission future.



# First look at the first HYZON Motors Demo truck...

This is the HYZON Demo truck soon to be presented.

In this picture we have on the left side Carl Holthausen and on the right side Max Holthausen







# HYZON HyMAX-160

The HYZON HyMax-160 chassis is perfectly suitable for applications like box truck, refrigerator trucks or Refuse collecting vehicles and is completely zero emission.

#### **Electric driveline**

HYZON

Motors

Electric motor type: HYZON-160-M Motor power: 160 kW Voltage system: 450 V Battery pack: 70 kWh Onboard-charger: 22 kW Type of connection for charging: CCS / Type 2

#### Hydrogen driveline

Type Fuel Cell: HYZON-60-F Power Fuel Cell: 60 kW Cylinder pressure: 350 Bar Standard amount of Hydrogen: 30 kg

#### **Basic specifications chassis**

Type chassis: HyMax-160 Minimal wheelbase: 3.900 mm Type of gearbox: 6 speed automatic Allison gearbox PTO: Possibility to be connected to the gearbox Structure options: Box, RCV, Refrigerator, empty chassis

#### **Options for HyMax-160**

Remove 1 or add 1 extra cylinder: 5 kg per cylinder at 350 Bar Extra Fuel Cell power: Can be adjusted by a minimum of 20 kW

Page 134





# HYZON HyMAX-250

The HYZON HyMax-250 puller is perfectly suitable for national and international trailer transport...

#### **Electric driveline**

Electric motor type: HYZON-250-M Motor power: 250 kW Voltage system: 700 V Battery pack: 140 kWh Onboard-charger: 22 kW Type of connection for charging: CCS / Type 2

#### Hydrogen driveline

Type Fuel Cell: HYZON-80-F Power Fuel Cell: 80 kW Cylinder pressure: 350 Bar Standard amount of Hydrogen: 30 kg

#### **Basic specifications chassis**

Type chassis: HyMax-250 Minimal wheelbase: 3.800 mm Type of gearbox: 12 speed automatic TraXon gearbox PTO: Possibility to be connected to the gearbox

#### **Options for HyMax-250**

Remove 1 or add 1 extra cylinder: 5 kg per cylinder at 350 Bar Extra Fuel Cell power: Can be adjusted by a minimum of 20 kW Stronger motor: 450 kW motor



# HYZON HyMAX-450

The HYZON HyMax-450 puller is perfectly suitable for national and international trailer transport

#### **Electric driveline**

Electric motor type: HYZON-450-M Motor power: 450 kW Voltage system: 700 V Battery pack: 140 kWh Onboard-charger: 22 kW Type of connection for charging: CCS / Type 2

#### Hydrogen driveline

Type Fuel Cell: HYZON-80-F Power Fuel Cell: 80 kW Cylinder pressure: 350 Bar Standard amount of Hydrogen: 30 kg

#### Basic specifications chassis Type chassis: HyMax-450 Minimal wheelbase: 3.800 mm Type of gearbox: 12 speed automatic TraXon gearbox PTO: Possibility to be connected to the gearbox

#### **Options for HyMax-450**

Remove 1 or add 1 extra cylinder: 5 kg per cylinder at 350 Bar Extra Fuel Cell power: Can be adjusted by a minimum of 20 kW



 $\bigcirc$ 

**HYZON Motors** 

# For more information please visit our websitemotors.com



# O End of the presentation...

Thank you for your attention !





# **Developments in the WIC**





- New WN team member: Samira Farahani
- (New )member info
- Working groups
- Networking & meetings
- News from the governments FL-B-NL
- Follow-up strategic plan for Flanders
- Overview FL/BE/EU funding

# **NEW MEMBERS SINCE PREVIOUS MEETING NOV. 2020**





# **WORKING GROUPS**





Evaluation & statements Related to EU or national legislation



Monitoring and facilitating H2 refuelling stations in Benelux. Increase utilisation.

# Shipping



Development of H<sub>2</sub> pilots (coll. With De Blauwe Cluster)

# H<sub>2</sub> for the general public



Disclosing the world of H<sub>2</sub> to the broader public



- Product & Competence form per partner
  - Soon available on cluster portal on WaterstofNet website
- WIC Webinar, next edition on 25/3, 16.00-17.30
  - Topics: EU organisations H<sub>2</sub>, CertifHy
  - Topic from cluster member tbc
- Cluster meetings, next on June 2
- Meet & Greet, April 22 (tbc)


## H2 NEWS FROM OUR GOVERNMENTS (FL/BE)



- FL/B recovery budgets
  - FL 125M€ mainly for H<sub>2</sub> IPCEI
  - BE 95 M€ for hydrogen backbone
- Hearing on H2 in federal parliament (02/03/2021):
  - PoA, WN, Fluxys, Essencia, Febeg, Ad Van Wijk, Energyville
  - http://www.dekamer.be/media/index.html?language=nl&sid=55U1457
- Online info session on 'Horizon Europe "working programs"
  - March 16, organised by EWI en NCP Flanders
  - Subscription via <u>www.ewi-vlaanderen.be/evenementen/horizon-europa-de-werkprogrammas</u>

## FOLLOW-UP STRATEGIC PLAN H<sub>2</sub> FOR FLANDERS - WIC





### Cabinet visits March-April 2021

#### Flanders

Zuhal Demir (N-VA), Environment & Energy (23/3) Hilde Crevits (CD&V), Economy & Innovation & Employment Lydia Peeters (Open VLD) Mobility & Public works Matthias Diependaele (N-VA), Finances & Budget (15/3) Jan Jambon (N-VA), Minister-president

#### Federal

Pierre-Yves Dermagne (PS), Economy & Employment
Zakia Khattabi (Ecolo), Climate, Environment, Sustainable development & Green Deal (10/3)
Tinne Van der Straeten (Groen), Energy
Thomas Dermine (PS), Recovery & Strategic Investments, Science policy



- "Nationaal Waterstof Programma": to achieve the climate agreement (klimaatakkoord) goals for hydrogen in the Netherlands (<u>Nationaal Waterstof Programma · Nationaal</u> <u>Waterstof Programma</u>)
  - The cross-sectoral hydrogen working group (CSWW), started in January 2021, is a temporary working group that will draw up the work plan for the National Hydrogen Programme (NWP) for the period 2022-2025, with a look at 2030.
  - Approach and timing:
    - 1. Q1 2021: Inventory and gap analysis Inventory for completed, ongoing and new initiatives and activities; Identifying gaps in gap analysis.
    - 2. Q2 2021: formulating a work plan for the NWP for the period 2022-2025 with a view to 2030
- > RVO
  - Horizon Europe starting events: 4-30 March 2021
  - Horizon Europe Kick-off event: Date: 4 March 2021; Duration: 10:30-12:00, Location: online Language: Dutch (more info: Horizon Europe startevenementen | Topsector Energie)
  - Registration for events via: <u>Walldo (andgage.io)</u>

### H2 NEWS FROM OUR GOVERNMENTS (FL/NL)



- Flanders: 11 proposals approved
- > The Netherlands: 65 proposals eligible
- ➢ Germany: Planning: prenotification Q1-Q2 2021





## **OVERVIEW EU/NL/B/FL FUNDING**



Funding	Pegion	Submission	Description	Wabsita
programme	Negion	ueaunne	Besearch and development of the creation of flexibility in wind farms and the possibilities	website
MOOI	NL	20/4/2020	for offshore system integration in the form of energy consumption and energy conversion close to the source. Conversion to hydrogen plays an important role here.	https://www.topsectorenergie.nl/tki- nieuw-gas/subsidies/MOOI-regeling
DKTI transport	NL	6/4/2021	Demonstration of climate technologies and innovations in transport or machinery, including through the use of hydrogen. Passenger cars are not eligible under the call.	https://www.topsectorenergie.nl/tki- nieuw-gas/subsidies/dkti-transport- regeling
TSE	NL	7/9/2021	Would you like to investigate the feasibility of an innovative pilot or demonstration project that can cost-effectively reduce CO2 emissions by 2030? Then you can make use of the Top Sector Energy Studies Industry scheme.	https://www.topsectorenergie.nl/tki- nieuw-gas/subsidies/topsector- energiestudies-industrie
MIT (different programmes)	NL	2/7/2021 10/9/2021	If you, as an SME entrepreneur, want to work with others on innovation projects, the MIT scheme (SME innovation stimulation Region and Top Sectors) is suitable for this.	<u>Mkb-innovatiestimulering Regio en</u> Topsectoren (MIT)   RVO.nl   Rijksdienst
CrossRoads2 Sustainable Energy	NL/VL	1-30/4/2021	CrossRoads2 Sustainable Energy is a project within the European program Interreg Flanders-Netherlands and aims to stimulate cross-border partnerships between SMEs in Flanders and the South of the Netherlands (Zeeland, North Brabant and Limburg).	Sustainable Energy   CrossRoads2
ConnectSME	NL/VL	1/9/2020- 31/12/2022	This project is focused on the development and testing of technology in a real-life environment at six testing live-labs in the border region of the Netherlands / Flanders. The insights that arise here can lead to further refinements of the product and increased opportunities for commercialization.	<u>ConnectSME - Grensregio</u>
Horizon Europe	EU	Call announcement expected in April 2021	The first work programmes are expected to be published by April 2021. It is possible that the work programmes for the European Research Council (ERC) and European Innovation Council (EIC) will be published earlier. The first calls will open once the work programmes have been published.	<u>Horizon Europe   European</u> Commission (europa.eu)
LIFE	EU	Call announcement expected in Spring 2021	Financing climate, nature, and environmental projects	Calls for proposals   EASME (europa.eu)

- SAVE THE DATES
- WIC Webinar
  - March 25, 16.00-17.30
- Cluster meetings 2021
  - Wednesday 10.00-12.00 (virtual); 9.30-14.00 (real life)
  - June 2, Sept 8, Dec 8 ,
  - Locations to be defined (COVID!) ; hosts are welcome!

(preferrably where H<sub>2</sub> related activities can be visited)

- Matchmaking Event organized by CrossRoads2 Sustainable Energy en ConnectSME
  - ➢ Thursday 18 March, 14:10 − 16:00
  - What: short presentation of both projects followed by online matchmaking via **<u>network.flux50.com</u>**
  - For whom? companies with innovative project ideas who would like to collaborate with other SMEs and who also want to expand their network at the same time







## **News from Cluster Members**

# **Questions & Comments?**