

# Netherlands Economic Mission Green Hydrogen to Germany

14 - 15 November 2023



Netherlands



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## Foreword



It is my great pleasure to welcome you to the economic mission to North Rhine-Westphalia, dedicated to the role of green hydrogen in the energy transition. This mission is being held in parallel to the working visit by His Majesty King Willem-Alexander.

This economic mission is focused on strengthening cross-border collaboration on green hydrogen with Germany as a strategic partner. The focal point of this partnership lies in North Rhine-Westphalia, given its status as the industrial heart of the Ruhr Region. The factories in this region, producing steel, - chemicals, plastics, cement, among other goods, are poised to become significant consumers of green hydrogen.

The state government envisions transforming North Rhine-Westphalia into a climate-neutral industrial hub of the future. Beside electrification, hydrogen will play an important role in reducing North Rhine-Westphalia's CO2 emissions. About 90% of the demand for hydrogen in North Rhine-Westphalia will probably be covered by imports. A steady supply of hydrogen at competitive prices is imperative for this endeavor. The Netherlands has the ambition to play an important role in this as an importer, producer and exporter of hydrogen. The demand for green hydrogen from industry in North Rhine-Westphalia presents great opportunities for Dutch companies and knowledge institutions. This economic mission is a way of showcasing Dutch companies' strengths in the areas of hydrogen.

We will do our utmost to secure new knowledge, insights, contacts and real trade opportunities, and we wish you an inspiring and successful mission.

**Hans Vijlbrief**

*State Secretary for Economic Affairs and Climate Policy*

## Foreword



There is no green future, without a green industry. Industry plays a vital role in building a sustainable future for two reasons: on one hand, sustainable technologies are developed and produced by industrial companies. Without industry, there's no home energy storage, no sustainable aviation, no solar-powered cars. On the other hand, industrial companies need to undergo a sustainable transition themselves, as large-scale energy consumers.

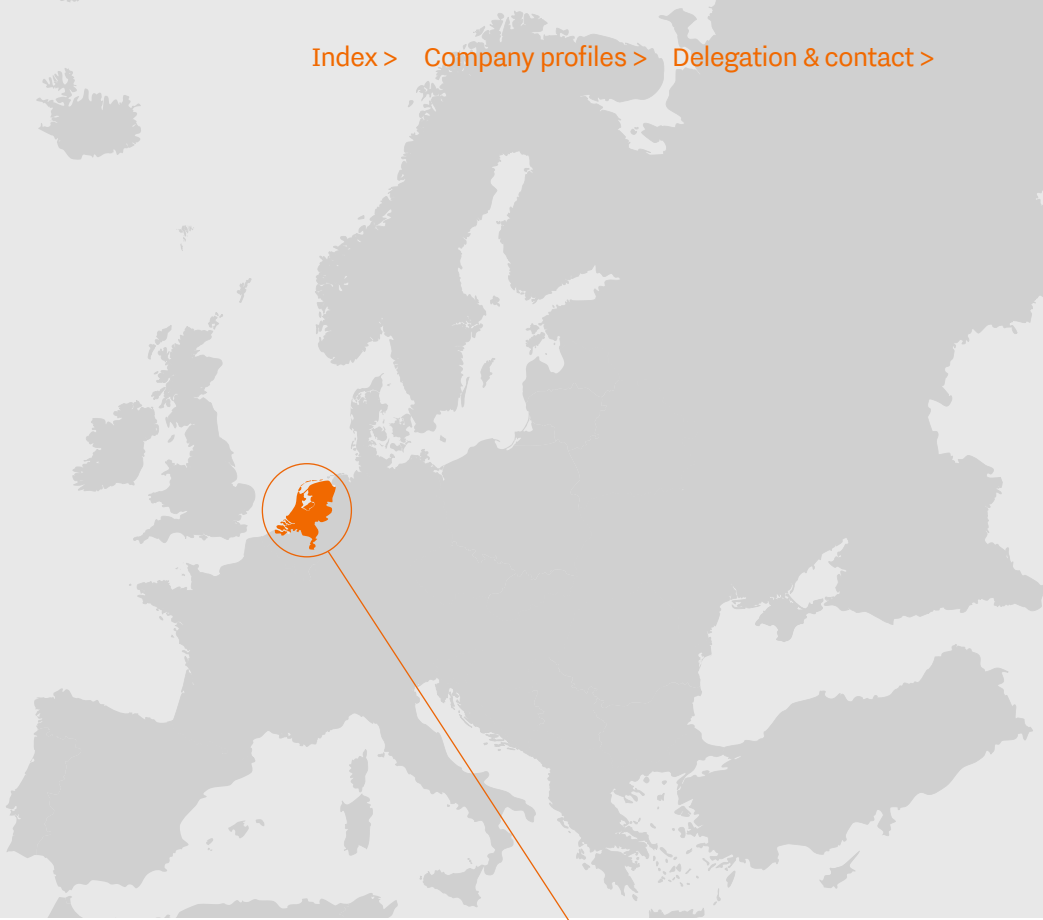
This last aspect poses a significant dilemma in Germany and the Netherlands. Industrial production tends to put a strain on existing energy infrastructure. Hydrogen, as a fuel and feedstock, will play a vital role for the future of industry. Hydrogen can fuel industrial production without CO<sub>2</sub>-emissions and without putting a strain on power grids. The Netherlands is the ideal country for mass production of hydrogen with its abundance of water and wind-power. Germany, and Nordrhein-Westfalen with its heavy industry in particular, can benefit greatly from abundance of hydrogen. That is why it's wonderful to bring together so many Dutch and German companies and institutes that can benefit from cooperation. We need to work together to overcome challenges of material-scarcity, technology costs, and scalability. Together we can build a strong foundation for mature hydrogen technologies in Europe towards 2030.

Together with His Majesty the King, State secretary Vijlbrief and Prime-Minister Wüst, I look forward to laying the foundation for a lasting cooperation between the Netherlands and North Rhine-Westphalia, that will proof vital for the industrial energy transition in years to come.

### **Theo Henrar**

*Chairman of FME*

*Economic Mission Leader*



## Map of the Netherlands

### Locations

- |  |                |
|--|----------------|
| 1. Amsterdam<br>(and Airport Schiphol) | 9. Haarlem     |
| 2. Arnhem                              | 10. The Hague  |
| 3. Assen                               | 11. Leeuwarden |
| 4. Breda                               | 12. Lelystad   |
| 5. 's Hertogenbosch                    | 13. Maastricht |
| 6. Eindhoven                           | 14. Middelburg |
| 7. Enschede                            | 15. Rotterdam  |
| 8. Groningen                           | 16. Utrecht    |
|  | 17. Zwolle     |



# Introducing the Netherlands

## How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive, pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land.

The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.





## Worldwide ranking

# 1st

At WEF's ranking of most competitive economies in Europe. 4th in the world. (WEF, 2019)

Production and auctioning of cut flowers and flower bulbs

World's largest flower exporter

# 2nd

Largest exporter of agricultural products in the world (WTO, 2019)

# 5th

Greatest place to live (World Happiness Report, 2022)

# 6th

Best at Global Innovation Index (GII, 2021)

# 7th

Largest exporter of goods in the world (CIA World Factbook, 2020)

Largest foreign investor in the world (1,256 billion US dollars)

Largest recipient of foreign investment in the world (801 billion US dollars)

# 8th

Largest importer of goods in the world (507 billion US dollars)

## Facts & Figures

Official name:  
Kingdom of the  
Netherlands

Capital:  
Amsterdam

Seat of government:  
The Hague

Form of government:  
Parliamentary  
democracy (cabinet  
of Prime Minister  
and Ministers) within  
a constitutional  
monarchy

Head of State:  
His Majesty King  
Willem-Alexander,  
King of the  
Netherlands, Prince  
of Orange-Nassau

Location:  
Western Europe,  
bordering Germany,  
Belgium and the  
North Sea

Administrative structure:  
The kingdom consists of four entities.  
The Netherlands and three territories in the  
Caribbean: Aruba and Curaçao and St. Maarten

Special municipalities:  
The overseas islands of Bonaire, Saba and  
St. Eustatius, all three of which are situated in the  
Caribbean

Surface area:  
**41,545 km<sup>2</sup>**

Number of inhabitants (2022):  
**17,564,623**

Monetary Unit:  
**Euro**

Languages:  
Dutch, Frisian and on the  
overseas islands also  
English and Papiaments

GDP per capita  
(World Bank, 2021):  
**58,061** US dollars

Number of provinces:  
**12**

Number of inhabitants  
per km<sup>2</sup> (2022):  
**423**

Unemployment rate  
(CBS, 2022):  
**3.3%**

English speaking Dutch  
people:  
**90%**



## Germany and the Netherlands

### Co-creating green hydrogen solutions together

Germany and the Netherlands share a thriving trade partnership rooted in a long history of collaboration. The Netherlands is among Germany's top trading partners, with import trade in 2022 exceeding €111,7 billion and export more than €187,5 billion. This relationship is marked by economic complementarity and a shared dedication to sustainability, particularly in the realm of green energy.

Our commitment to sustainability is deeply ingrained in both our nations. Through government agreements and cooperation between private enterprises and research institutions, we're pushing the boundaries of sustainable practices and renewable energy sources. Our trade revolves around a dynamic exchange of goods, including machinery, and agricultural products. Dutch expertise in green technology aligns seamlessly with Germany's quest for innovative solutions to enhance productivity and sustainability.

Our shared dedication to green energy is manifesting in joint initiatives to reduce carbon emissions and transition to renewable

power sources. Wind and solar energy projects, pursued collaboratively, are setting the stage for a more sustainable future.

We firmly believe in technology as the key to global problem-solving, and we're excited to share our innovative approach. By joining forces, we aim to explore promising green energy technologies while identifying business opportunities for mutual progress in these crucial areas.

In the intricate world of international business, we invite you to join us in our pursuit of a more sustainable and prosperous future. Together, we can harness the potential of our robust trade relations, drive innovation in green energy, and exemplify our shared commitment to sustainability.

[#NLinGermany](#)

[#CleanHydrogen](#)

[#EnergyTransition](#)



# Company profiles

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## &flux

**WHY:** &flux is an impact driven consultancy founded in Rotterdam in 2019. We are a team of 12 ‘thinkers’ and ‘doers’ united by our ultimate goal: We feel a sense of urgency to deliver propositions that have a positive impact towards a sustainable society.

**WHAT:** Together with our clients we make the transition happen in climate adaptation, energy, feedstocks and circular materials. By offering our knowledge, skills, and guidance in transitions to municipalities, companies and industry associations. From strategy to execution.

**HOW:** We put the wheels of transition in motion with a pragmatic approach across the value chain. We focus on impact, create alignment of interests, and put joint ambition into actions.

### Some of our key projects:

- Strategy for developing Hydrogen Valley in Estonia (consortium of companies & organisations)
- H2 makers: establish regional value chain integration with the manufacturing industry for hydrogen solutions, incl SME's (municipality Rotterdam, province South-Holland)
- Smart Energy Systems programme (municipality Rotterdam)
- Greenports climate-neutral (ao Greenports NL and Ministry agriculture)
- CCUS value chain in Antwerp (Veolia & Indaver)
- H2 Horti Go-to-Market strategy for hydrogen in horticulture in several Dutch regions



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## Bosch Transmission Technology



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Bosch Transmission Technology is market leader in the field of development and mass production of pushbelts for the continuously variable transmission (CVT). The company was founded in 1972 under the name Van Doorne Transmission after which it was acquired by Bosch in 1995. After the start of mass production in 1985, the CVT has grown from a niche product to a mature mass product; where in 2020 the 90 millionth pushbelt rolled off the production line.

Pushbelts are not the only product that Bosch Tilburg is developing and producing with its competences. Based on our know-how and competences we develop high-end metal solutions with strict requirements for durability, efficiency, size and weight. We develop and industrialize products for the markets of today and the future. Bosch Tilburg has recently expanded its thin metal product portfolio from CVT pushbelts to components for electric motors and hydrogen technology, which are among others lamella stacks for electrical machines and air foil bearings.



### Bosch Transmission Technology

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**bp**

bp is an integrated energy company operating in Europe, North and South America, Australia, Asia, and Africa. bp aims to be a net zero company by 2050 or sooner and to help the world get to net zero. To achieve this, bp has developed a clear strategy. BP Europa SE employs around 9,000 people in Germany, Belgium, the Netherlands, Austria, Poland, Switzerland and Hungary. Aral has been bp's service station brand in Germany since 2002. With its two refineries in Gelsenkirchen and Lingen, bp operates Germany's second-largest refinery system with a total processing capacity of around 18 million tons of crude oil/year.

bp's goal is to become a pioneer in the hydrogen industry. By 2030, bp aims to produce between 0.5 - 0.7 million tons of mainly green hydrogen annually and to exploit selected opportunities for the production of blue hydrogen. Currently, bp is planning to establish and expand ten hydrogen hubs in Europe, the Middle East and Australia.

With its hydrogen solutions, bp aims to help energy-intensive sectors in particular that are difficult to decarbonize, such as industry and heavy-duty transport, to reduce their CO2 emissions.



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## Brabant Development Agency

BOM is developing a green hydrogen high-tech systems ecosystem in Brabant around 2<sup>nd</sup> or 3<sup>rd</sup> generation electrolyzers (high efficiency, low cost price, no/low rare earth metals) and industrialised, digitalised, scalable production lines to manufacture them.



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### 3 development lines:

- (International) Innovation, ecosystems development and or venture capital  
A development of a 3<sup>rd</sup> generation elektrolyzer  
B development of critical parts, modules and or equipment for 3<sup>rd</sup> generation elektrolyzer and or fuel cells
- Human capital initiate a concrete training program to retrain people from underprivileged sectors for the hydrogen/HTSM sector
- Trade; profiling and positioning of Brabant H2 High-tech industry

### Partners:

Province of Brabant, VDL Hydrogen Systems, ProDrive, Fluidwell, Demcon, Adsensys, SparkNano, SALD, PureWaterGroup, TU Eindhoven/EIRES, Holst.



### Brabant Development Agency (BOM)

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## **C2CAT**

C2CAT specialises in custom-made catalysts for the storage and release of hydrogen on liquid media. We combine people skills, AI-powered computational modelling and in-depth knowledge in catalyst design and synthesis to create the best performing catalysts for your process.

### **C2CAT catalyst benefits are:**

- Powered with unique machine-learning platform for molecular insights;
- Highly & homogeneously dispersed;
- Customised and specific;
- Durable due to minimal agglomeration;
- Produced by green processes.

### **C2CAT is worth your investment because:**

- Decrease of energy input and costs;
- More cycles in the same time;
- More efficient hydrogen release;
- Increased durability of the catalyst;
- Increased usage span of liquid media.

For more information please visit [www.c2cat.eu](http://www.c2cat.eu) or contact me via [Michiel.poppink@c2cat.eu](mailto:Michiel.poppink@c2cat.eu)

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## Copenhagen Infrastructure Partners

Copenhagen Infrastructure Partners (CIP) is a global leader in renewable energy investments and makes significant and meaningful contributions to the green transition.

CIP's Energy Transition Fund is the largest dedicated clean hydrogen fund globally and has ~6.5GW of electrolyzers in its base case portfolio. It invests in next generation renewable energy infrastructure including industrial scale Power-to-X (PtX) projects and enables institutional investors to participate in the decarbonization of the so-called hard to abate industries such as shipping, steel production, and agriculture through the use of green fuels and feedstock and CO<sub>2</sub>-free fertilizers. The fund will primarily focus on greenfield projects in Western Europe, North America, Australia and developed Asian countries. Besides PtX the fund may invest in advanced biofuels, carbon capture and utilization/storage (CCU/S), and other infrastructure technologies, applications, and solutions to decarbonize industries and transportation.



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## Duiker Combustion Engineers

Duikers ambition: “At Duiker, we collaborate to create innovative solutions that have a positive, meaningful impact on both people and the planet.”

Duiker Combustion Engineers is an engineering company having its roots as supplier of combustion and process solutions for the fossil fuel sector. Over decades it developed a vast experience in design, supply and after sales support of the related process equipment, accepted and preferred by renown gas treating technology providers. Driven by its ambition, the company is steadily moving towards development and supply of scalable solutions and processing units comprising technologies for renewable energy, notably where ammonia is used as an energy carrier. With its experience in ammonia-burning applications in refineries and process solutions, Duiker has developed a suite of efficient, robust and clean technologies:

- Reliable conversion of ammonia to power
  - renewable ammonia combustion for high-temperature utility- and industrial applications
- Reliable conversion of ammonia to high-purity hydrogen by large scale cracking of renewable ammonia to hydrogen (‘ammonia cracking’).

Duiker’s clean energy technologies are ready to be applied today and targeted at large-scale, industrial environments, focused on reducing and eventually eliminating fossil fuels in the energy supply chain.

For more information please visit: [www.duiker.com](http://www.duiker.com)



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# essent



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## Essent

Essent is an energy company, serving more than 2 million customers with power, gas, heat & cold and with local energy saving solutions, and offering hydrogen and hydrogen based solutions. We have a nationwide network of installers for installation and maintenance of solar panels, heat pumps, insulation and energy advice. We serve consumers, SME and industrial customers. Our purpose is to help everyone in the Netherlands to take the next step in the energy transition.

We supply power and gas with three distinguished brands: Essent, Energiedirect.nl and Vandebron. With Essent Energy Infrastructure Solutions we deliver integrated energy solutions (heat & cold, battery, PV) and with Essent Hydrogen we deliver hydrogen and hydrogen solutions.

In the hydrogen space, we will import, convert, distribute and supply hydrogen to the industry, transport and built environment sector and offer local hydrogen solutions like electrolysers and crackers.

Essent is part of E.ON, one of Europe's largest energy companies, serving 50 million customers with energy and energy solutions and the largest European network operator, operating over 1.5 million kilometres of energy grid infrastructure.

### Essent

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## Evos Management



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Evos is a leading liquid energy and chemical storage company. Our focus is to enable the constant movement of goods and resources that powers our customers' business. Through our critical infrastructure and unique expertise, with hubs in strategic locations across Europe, we deliver flexible and sustainable storage solutions. We continuously develop and invest in energy efficiency and renewable technology.

Our tank terminal network consists of eight terminals to date, with a combined storage capacity of 6.3 million cbm. Founded in 2019 Evos is one of the fastest growing independent storage platforms. We are owned by investment funds managed by Igneo, a long-term oriented infrastructure asset manager.

Evos is committed to the highest ethical standards and to the conduct our business and operations in an ethical and compliant manner.

Evos aims for a flat and open working environment in which people can explore and develop their talents. We embrace the uniqueness of each individual and recognize their contribution to Evos as a whole.

Evos develops sustainable product flows through our strong commitment to innovation.



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## Fluidwell

For hydrogen applications we focus on Balance of Plant / Balance of System development and assembly of electrolyzer systems based on PEM and AEM stack technology in cooperation with our strategic partners. Our focus is on local decentralized hydrogen production up to 5MW using standard (linkable) modules of 120-500kW, typically fed from intermittent sources and/or the grid during high peak situations.

We are active internationally in several areas of the supply chain for safe hydrogen production and are looking for new partnerships.

In addition, Fluidwell has developed a PTB approved tube trailer dispensing system that is used throughout Europe to supply hydrogen refueling stations (HRS), bulk consumers and storage sites.

### About Fluidwell

Fluidwell designs and supplies products for use in hazardous environments.

In 30 years we have become a leading international OEM partner for instrumentation and control for a wide range of applications in the oil, gas and hydrogen industries. Our core competence is the development, certification, assembly and international marketing of ATEX, IECEx, CSA and FM certified products.



### Fluidwell

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## Fountain Fuel



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We founded Fountain Fuel in 2016 to put our words into action. We are moving to a network of emission-free energy stations at strategic locations throughout the Netherlands, where both electricity and hydrogen can be refueled. We started in the middle of the Netherlands in Amersfoort. Rotterdam and Nijmegen are our next locations and behind the scenes we are working hard on the (international) expansion of our activities.

At our energy stations, we combine both technologies. The technologies complement each other – the best of both worlds. Moreover, it is unwise to put all our eggs in one basket. Battery-electric mobility has a head start now. Hydrogen-electric is following closely behind but is now catching up. The lack of good hydrogen refueling stations is one of the obstacles to the growth of the number of vehicles. We break the often-mentioned chicken-and-egg discussion. In the vicinity of the announced energy stations, there is now much more demand for hydrogen cars.

Join the movement!



### Fountain Fuel

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## Gasunie



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Gasunie is an energy network operator. We are moving from being a gas transmission company to an energy infrastructure company. We have a strong emphasis on hydrogen. Gasunie supports developing the hydrogen economy and we invest in hydrogen projects in the Netherlands and Germany together with partners. Our focus is on hydrogen pipeline networks onshore and offshore, caverns for hydrogen storage and import terminals.

### Nederlandse Gasunie

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## Heattec Heat Technology

Heattec is an engineering company which designs, built and resells industrial furnaces and burner equipment. We are the distributor and service partner of Swedish burner manufacturer Bentone for the German and Benelux market. Bentone is a subsidiary of Swedish company NIBE, which has a strong focus on sustainable heating systems.

Bentone is an innovative burner manufacturer with a strong focus on sustainable burner solutions, such as burners for bio-oil, bio-gas and hydrogen. Heattec has made Bentone's gas burners suitable for hydrogen and is now realising green hydrogen projects with local hydrogen generation.

Our hydrogen on-demand solutions are particularly suitable for boiler plants of 100 kW or more and for industrial applications.



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## Horizon Flevoland



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Horizon is Flevoland's regional development agency. We support entrepreneurs in Flevoland who want to grow personally, are looking for financing, need help in taking the next growth step or have international ambitions. We want to contribute to sustainable economic growth and to a unique and attractive business and establishment climate. We focus on three major challenges: the transition to a circular economy, the food transition and the energy transition with the technological industry and digitalization as transition enablers.

Horizon is also a partner of Flevoland Hydrogen Valley (FLHY), a platform designed to support and grow the hydrogen economy in Flevoland. We are organizing four hydrogen clusters for the agricultural, maritime, mobility and logistics and storage sectors in order to contribute to the hydrogen transition in the Netherlands with Flevoland companies.

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## Howden Thomassen Compressors

Howden Thomassen Compressors is a specialist supplier of tailor-made gas compression equipment to various industries. Our products have made a valuable difference for our clients all over the globe for the past 100 years.

Both our diaphragm and reciprocating piston compressor technologies are proving vital in all gas processing including hydrogen in the mobility, industry and energy sectors through the respective production, transmission and distribution phases where safety remains paramount. As the inventors of the diaphragm technology, we have been at the leading edge of diaphragm compressor innovation for almost a century, constantly improving safety and performance.

We provide full lifecycle solutions delivered by a global network of dedicated compressor service centers, and we are able to get skilled service engineers onto your site to make sure that your machines are maintained correctly. Our service level agreements and digital solutions ensure we provide a tailored maintenance and proactive support model to improve the performance of our compression equipment, resulting in highest reliability and availability and lowest operating costs.



### Howden Thomassen Compressors

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## HyCC

HyCC (the Hydrogen Chemistry Company), is a leading industrial partner for safe and reliable green hydrogen supplies and circular chemistry solutions to enable the transition to zero-carbon industry.

Building on over 100 years of experience in electrolysis and leadership in safety, HyCC realizes pioneering water electrolysis projects to supply industries with zero-carbon hydrogen from renewable power and water. From making sustainable steel to circular jet fuels – HyCC believes that green hydrogen is the key to providing a growing population with essential products, with zero emissions to realize more sustainable economic development.

HyCC is a joint venture of the European electrochemical company Nobian and Macquarie's Green Investment Group.



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## In2ViBa

Remote vibration monitoring is critical when it comes to operating your critical assets (Turbo Machinery). The current energy market requires flexible and reliable production.

Having a certified vibration analyst at your side, who regularly analyzes vibration and process data, increases availability and reliability. By responding to changes in vibration behavior at an early stage, the assets remain suitable for their purpose. Moreover, maintenance work becomes plannable and therefore cheaper.

### In2ViBa

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**Madoqua Renewables**

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## Madoqua Ventures

Founded in 2016, Madoqua is a developer and operator of projects that harness renewable energy and produce green chemicals and gases, such as hydrogen, methanol and ammonia. Madoqua manages the full project life cycle i.e. feasibility, Front-End Engineering Design (FEED), detail engineering, procurement, construction, and operations. We link production in Iberia with offtake in Northern Europe. We operate out of the Netherlands and Portugal.

Our flagship project MadoquaPower2X is a world-leading 500MW electrolysis green hydrogen and renewable ammonia project. The project is located in Portugal in the Sines industrial zone (Zona Industrial e Logística de Sines, ZILS). MadoquaPower2X is a consortium comprised of Madoqua Renewables, Power2X and Copenhagen Infrastructure Partners (CIP). Phase 1 of the project will produce 300kt/p.a. of green ammonia.

Madoqua Synfuels is a significantly impactful and state-of-the-art cement decarbonisation/biomass/e-methanol production project located in Maceira, Portugal. The project has 500MW electrolysis capacity and the ability to produce 260kt/p.a. of e-methanol for the shipping and chemical industries.

Environmental sustainability is the core of our development mindset. We believe in acceleration and value creation through collaboration. We love to exchange ideas and explore opportunities for partnerships with like-minded value chain players.



## MCE Aschersleben



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MCE Aschersleben is specialised on engineering, manufacturing and erection of large and heavy pressure equipment and reactors for industrial plants. At an area of 150.000 m<sup>2</sup> with more than 13.000 m<sup>2</sup> roofed surface challenging, welded equipment and constructions for energy as well as process industries like steel/iron, cement und petrochemical/chemical are manufactured.

MCE Aschersleben offers comprehensive solutions in one hand. The development of renewable energies requires exceptional know-how, such as the know-how necessary for the manufacture of foundations for offshore components.

MCE Aschersleben specialises in these sophisticated constructions and has established itself as a reliable partner in this rapidly growing market.

### MCE Aschersleben Holding

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## Nedstack

Nedstack is a Dutch developer and manufacturer of PEM Fuel cell power solutions for high power and safety relevant applications.



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Nedstack was founded in 1999 and is incorporated in Arnhem, the Netherlands, and is committed to contribute to a NetZero society by delivering state-of-the-art hydrogen fuel cell-based power solutions for hard-to-abate applications.



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## Neptune Energy Netherlands

Neptune Energy is the largest gas producer in the Dutch part of the North Sea. “We are experts in producing and transporting molecules; whether they are gas or hydrogen molecules. We are working on a climate-neutral energy system that is reliable and affordable. The key lies in the integration of the offshore systems in the North Sea. The existing gas infrastructure offers opportunities for large-scale wind energy, green hydrogen production and CCS (CO<sub>2</sub> storage). We believe that green hydrogen is vital for the energy transition. That is why we are participating in PosHYdon, the first pilot for offshore green hydrogen production on a working platform.” Together with RWE, Neptune announced the next step towards large-scale green hydrogen production further offshore in the North Sea: H<sub>2</sub>opZee.

H<sub>2</sub>opZee aims to build 500 MW electrolyzer capacity far out in the North Sea in order to produce green hydrogen, powered by a dedicated offshore wind park. The hydrogen will then be transported to land via pipeline. The pipeline has a capacity of 10-12 GW, and is already suitable for the further roll-out of green hydrogen production to gigawatt scale in the North Sea. The knowledge and expertise gained will strengthen the competitive position of Dutch industry, help to draw the value chain of offshore wind and green hydrogen production into the Netherlands, and deliver technology and knowledge that can be exported worldwide.



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## NOM

I have been working for NOM since 1996 and from 2002 as project manager FDI, with a strong focus on the energy sector (offshore wind and hydrogen) over the last years.

As a regional investment and development company, NOM helps to strengthen the economy in the Northern Netherlands. We do this by investing in companies and supporting entrepreneurs with their growth plans.

The NOM FDI team welcomes businesses from the whole world to our region, the so-called TopDutch region. We do so by providing the information, services and hands-on assistance foreign businesses need for making the most of the opportunities our ecosystems and locations have to offer.

As a member of the NOM FDI team and the sector team Clean Energy I promote our region internationally on its economic strengths and ambitions, especially in the field of energy transition. The TopDutch region is Europe's first hydrogen valley, and is unique in the only cluster in the world developing an integrated hydrogen value chain: from innovation, to manufacturing, production, storage and transportation, to applications in industry and mobility. We will continue to lead Europe's hydrogen economy by fulfilling a \$10 billion joint investment agenda by 2030.

## NOM

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## North Sea Port

North Sea Port is a major Western European port that spans over 60 kilometers, covering 9,100 hectares and spanning two countries: Belgium and the Netherlands. In 2022, North Sea Port witnessed a cargo throughput of 73.7 million tons. Its strategic location in Europe positions North Sea Port as a pivotal nerve center for global trade, enabling the seamless transportation of goods to various parts of Europe and beyond. Additionally, North Sea Port is a part of the European key transport corridors, guaranteeing swift and efficient delivery of goods to their ultimate destinations via rail, road, or inland waterway routes. Its location, multimodal capabilities, and diversified cargo handling render North Sea Port a significant European port, ranking third in terms of added value, with an annual contribution of over 12.5 billion euros, and the seventh in goods traffic.

North Sea Port is the largest hydrogen hub in the Benelux region, producing approximately 580,000 tons of hydrogen annually. The port is ideally positioned to evolve into a prominent hydrogen production, import and demand hub, and will become one of Europe's primary hydrogen gateways. The port and its stakeholders are actively pursuing the development of extensive import infrastructure, utilizing various hydrogen carriers, including ammonia and LOHCs, on a large scale.



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## Port of Amsterdam



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As the fourth largest port in Northwest Europe, the port of Amsterdam is a leading player in the international world of transport and logistics and is historically characterized by a strong energy cluster. Due to the presence of industry, Schiphol airport, as well as a dynamic seaport, the North Sea Canal Area (NCSA) has a unique proposition. The strategic and central location within Europe makes the port region widely accessible and ensures excellent connections to all major European markets.

By setting concrete strategic goals aimed on growth of alternative fuels, expansion of sustainable energy carriers and reduction of CO2 emissions, Port of Amsterdam puts great efforts in establishing the NCSA as a sustainable and economic energy cluster for Northwest Europe. Renewable energy and renewable raw materials are the essential pillars for a new energy and industrial system to be built. Therefore, Port of Amsterdam is actively engaged in forming public and private partnerships to foster collaboration along the entire value chain with the goal of accelerating the energy transition.



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## Prodrive Technologies

Founded in 1993, Prodrive Technologies designs and manufactures high-tech electronics, software, and mechatronic products and systems. We operate four dedicated R&D programs and three highly automated manufacturing sites as well as sales offices around the world.

Headquartered in the Netherlands, we employ 2900+ people in 6 countries with 20% CAGR over the past 20 years. As a privately-owned company, we aim to provide more than just shareholder satisfaction. We operate under a healthy ambition to be of relevance and contribute to meaningful innovation that tackles major challenges in our society. We create technologies that are essential links in the systems which form the basis for today's and tomorrow's world. Our converter and inverter technology focus on both green hydrogen production and utilisation which can be easily integrated and scaled up to fit individual project needs.



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**Rabobank**



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## Rabobank

We aim to help our Dutch clients achieving their sustainable international growth ambitions. Rabobank offers a full range of banking services, both at a domestic and international level, including retail, corporate and commercial finance services.

With over 40 years international experience, we can offer a comprehensive range of international products as well as bringing the client in touch with other Dutch businesses and local network partners. In Germany we offer financial products like corporate current accounts, guarantee solutions, factoring solutions and overdraft facilities.

Rabobank has a unique value proposition in the mid-corporate market (10mln to 250mln turnover a year)

- One single point of contact in the Netherlands for our internationally active clients and prospects. Linking pin to help realize our clients growth ambitions abroad
- Broad range of direct/indirect international products
- Local knowledge and network through our (Dutch speaking) International Desks.



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## Roger Renewable Energy

ROGER was founded at the end of 2021 by a group of entrepreneurs from Gelderland and Overijssel in cooperation with the University of Twente and Saxion. We contribute to the climate goals and the energy transition by replacing fossil fuels in mobile devices with locally produced high quality green hydrogen!

### H2 as a service

We deliver 99.999% pure green hydrogen, produced by us, to off-grid locations via fine-meshed distribution channels from our partners. As a service, in containers at 300-350-500 bar.

### Our goals

The UN Paris Climate Agreement has led to the setting of national targets to reduce greenhouse gas emissions. As an emission-free energy carrier, green hydrogen is ideally suited to contribute to these climate targets, including as a fuel for heavy mobile equipment and transport.

Currently, the availability of green hydrogen is limited, which is slowing down the transition.

Our goal is to use innovative production methods to make the transition to hydrogen economically viable. Especially for public transport, urban cleaning, agriculture, civil engineering and large infrastructure projects. We offer a wide range of products to make the conversion of heavy equipment profitable sooner and to explore the possibility of phasing out fossil fuels well before 2030.





## RWE



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RWE is a world leader in renewables and energy production with headquarters in Essen, Germany. RWE leverages innovation and investment as the basis for a carbon-neutral future and aims to be climate-neutral by 2040. By 2030, RWE wants to be one of the world's largest producers of electricity from renewable energies and aims to invest more than 50 billion euros in offshore and onshore wind power, solar, batteries, flexible generation and hydrogen, expanding its capacity in these areas up to 50 gigawatts. The Netherlands is one of the core markets for RWE where this expansion is underway.

For Hydrogen - RWE is active in over 30 major hydrogen projects between Germany and the Netherlands alone and has great ambitions to be a key player in the hydrogen economy. The head office of the company is based in Essen, NRW, also seat of the global Hydrogen Hub – where the teams are developing the Hydrogen projects. The Dutch Hydrogen team is based out of Utrecht, a joined office between the renewables and hydrogen teams.



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## Smink Group

The Smink Group designs, engineers (process design), builds prototypes and manufactures series of gas boxes, process assemblies and skids for the semicon and pharma industry internationally. Our customers build our modules in their machines often in a high purity environment. For some customers we install the skids on site. Both gases, amongst others H<sub>2</sub>, as well as liquids including testing, validation and certification.

The strength of the Smink Group lies in process design, design for manufacturing, work preparation, orbital welding, cleanroom assembly with processing equipment & controls and delivering series of products against zero defects in full in time to high-end customers. Smink Group has more than 90 FTE in production and more than 15 engineers next to facilities. The Group has 950m<sup>2</sup> of cleanroom facilities level ISO 4 – 8 at two locations near Germany.



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## SparkNano



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SparkNano is a high-tech product company that designs and commercializes Spatial Atomic Layer Deposition tools (S-ALD) redefining nanofabrication on an industrial scale.

SparkNano's Spatial ALD technology enables its customers to deposit thin, functional layers, thereby increasing performance and reducing costs for manufacturing fuel cells, batteries and solar cells.

The product portfolio provides advanced laboratory as well as high-throughput equipment, combined with extensive process and application support.



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# Strohm ))



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## Strohm

Leading composite pipe technology company Strohm has the world's largest track-record for Thermoplastic Composite Pipe (TCP) after being the first to bring the technology to the offshore energy industry in 2007.

TCP reduces total installed and life cycle cost for subsea flowlines, jumpers and risers and has proven to reduce the CO2 footprint of pipeline infrastructures by more than 50%.

The company is committed to driving sustainability with its range of TCP solutions which enable clients towards their net-zero carbon emissions targets and supports the renewables sector.

TCP is a strong, non-corrosive, spoolable, lightweight technology which is delivered in long lengths, resulting in a significant reduction of transportation and installation costs. TCP is installed using small vessels or subsea pallets, significantly reducing CO2 emissions. It is also 100% recyclable.

Strohm's shareholders include Chevron Technology Ventures, Evonik Venture Capital, Shell Ventures, HydrogenOne Capital Growth and ING Corporate Investments (a 100% subsidiary of ING Bank).

The firm's manufacturing facility is located at its headquarters in IJmuiden in The Netherlands. Strohm also has offices in Houston (US), Rio de Janeiro (Brazil), and Kuala Lumpur (Malaysia).



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## TNO



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TNO is a Applied Research and Technology Organisation (RTO) with a focus on societal challenges such as energy transition, food and health, (cyber-) security, mobility. In the energy domain, TNO is active in the full value chain from energy production, transport, storage, import and energy use.

On hydrogen, TNO is working with electrolyser manufacturers on the next generation of PEM, AEM and SOEC stacks, with TSO's and asset owners on hydrogen transport and storage, with ports on import of (liquid) hydrogen, ammonia or LOHC and end use in industry, chemical, built environment and mobility. TNO is also advisor to the government on policy aspects of hydrogen and future strategies and tenders.

We are leading large public private partnerships in relation to hydrogen such as the Growthfund program Groenvermogen WP7 H2 transport and storage, the North Sea Energy program on offshore hydrogen from wind and floating solar- and HyDelta on hydrogen transport and distribution. Also the transnational hydrogen transport program HY3+ with Germany and Belgium is lead by TNO, in collaboration with Dechema (D) and VITO (B).



### TNO

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## Van Staveren

### Van Staveren Gives Energy!

As a family business, we believe in the power of collaboration. Together we make the difference! With 170 colleagues we serve Central and Northern Netherlands with the distribution of fuel and lubricants, 36 petrol stations, 12 carwash locations, 16 shops, bakeries and 3 fast charging locations.



**Jitha van Staveren**

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Sustainable energy is playing an increasingly important role. We want to make clean driving possible for everyone, with sustainable diesel substitutions, but also in the range of fast chargers. And that is not just a plan for the future, we are already working on it. And if we look a little further into the future, we will switch to (green) hydrogen.

At Van Staveren we are committed to people, society and the world around us. Our goal is to provide energy to get and keep people, vehicles and machines moving. Whether you are a customer or a colleague, we want you to feel seen, heard, valued and taken seriously. We are an innovative company and always go the extra mile. Our dedication to service and quality makes us different, because we want to exceed expectations.



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## VoltH2

VoltH2 focuses on the design, development, construction and operation of green hydrogen plants in Europe. The first two production facilities are currently being developed in Vlissingen and Terneuzen (the Netherlands). These plants are expected to be operational in 2025. At start-up, each plant will produce nearly 2 million kg (1,890 tonnes) of green hydrogen per year. In time, this production will grow with the hydrogen market and will be scaled up.

Because of its strategic location within North Sea Port, the end product will be transportable by road, rail and waterways. Local industry will be able to purchase green hydrogen in order to meet its environmental objectives. Recently, the project for a third green hydrogen plant was started in Delfzijl (within Groningen Seaports).

VoltH2 is a collaboration between Volt Energy (the company of founder André Jurrens), Virya Energy and DIF Capital Partners.



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FME is the entrepreneurial' organization for the DutchTech companies. We help our members with entrepreneurship, research, renew, improve and innovate. FME wants to use technology optimally as a solution for social challenges and more well-being and prosperity of us all. Whether it's about innovation issues or labour market and training, FME is committed to a strong, agile sector and takes care on the most important challenges that are faced by our business community. FME also represents the interests of its members in both The Hague and Brussels.

FME supports its members in the hydrogen sector towards a mature manufacturing industry for hydrogen technology. With the establishment of the Electrolyser Makers Platform (EMP-NL) in 2021, FME connects the Dutch manufacturing industry in the supply chain for hydrogen production. Within the platform we organize targeted activities and events to support the acceleration for the production and scale-up of Dutch electrolyzers and its necessary auxiliary equipment.

FME is also co-founder of the Platform Hydrogen International (PWI) aimed at incoming and streamline outgoing international events to coordinate. Since 2021 on an annual basis, FME presents the international hydrogen guide containing the most important developments and innovations for hydrogen activities in The Netherlands. Currently, almost 200 Dutch companies and organizations are represented in this guide to map the Dutch industry across the value chain.

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TRANSFER your Local Consultancy has been specialized for over 25 years in establishing partnerships between companies and institutions in Europe and the Americas. More than 14.000 companies have been supported by TRANSFER's Export Sales & Global Business services.

For this trade mission, TRANSFER has been appointed by the Dutch government to organize the tailor-made matchmaking in close collaboration with RVO and the Embassy of the Kingdom of the Netherlands in Berlin.

Offices in: Barcelona, Bogotá, Düsseldorf, London, Mexico City, Paris, Rotterdam, and São Paulo

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