

# **GREEN ENERGY** EXPORT DAY 2023





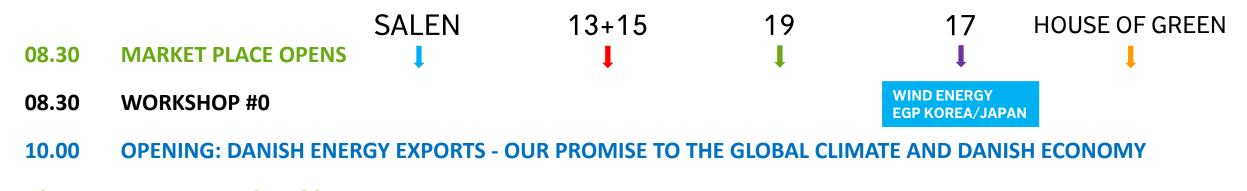
**GREEN ENERGY** EXPORT DAY 2023

# WORKSHOP: Denmark-Germany/Poland Bioenergy

Tuesday 29 August at 13:00-13:55



# **GREEN ENERGY EXPORT DAY 2023 – PROGRAMME**





# WORKSHOP: Denmark-Germany/Poland Biogas and bio boiler market

#### **PROGRAMME**

- A European export perspective
- Ole Hvelplund, Chairman of Green Gas Denmark and CEO, Nature Energy Biogas

Outlook for the biogas and bio boiler market in Germany and Poland. Trends, policies and regulatory framework

- Germany by Kathrin Holm, Advisor Energy & Environment, Danish Embassy in Berlin
- Poland by Jeppe Juul Petersen, Regional Team Leader, Danish Embassy in Warsaw

Experiences, challenges and successes on the German and Polish markets - **Mette Smedegaard Hansen**, Corporate Affairs Director, Nature Energy Biogas - **Jens-Ole Aagaard Jensen**, CEO, Focus BioEnergy

Moderator: Kristian Nielsen, Leading Senior Advisor, Green Gas Denmark (DI)

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#### nature energy

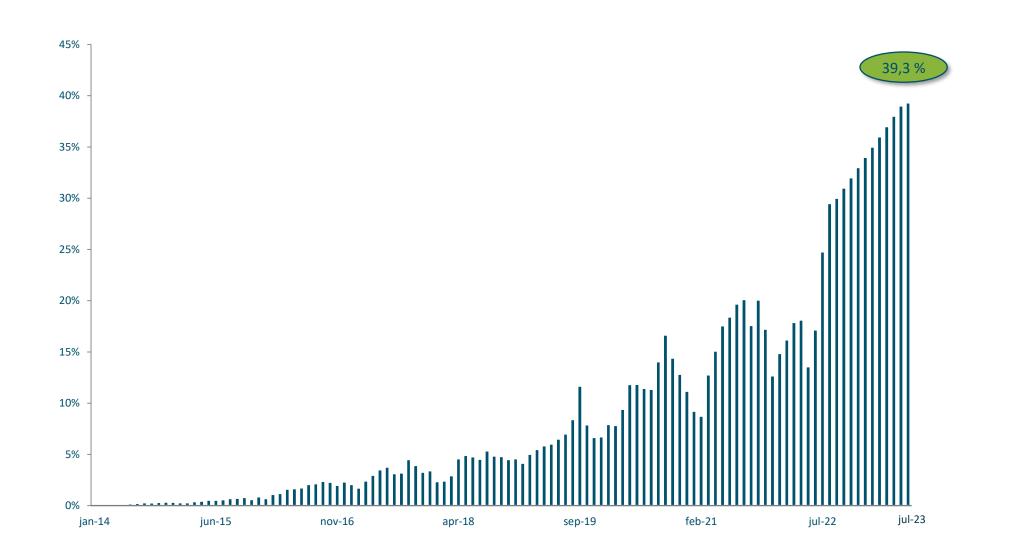
The outlook for biogas and biomass technology in Germany and Poland

A European export perspective

Green Energy Export Day

Ole Hvelplund, CEO

#### Development in the share of biogas in the Danish gas grid

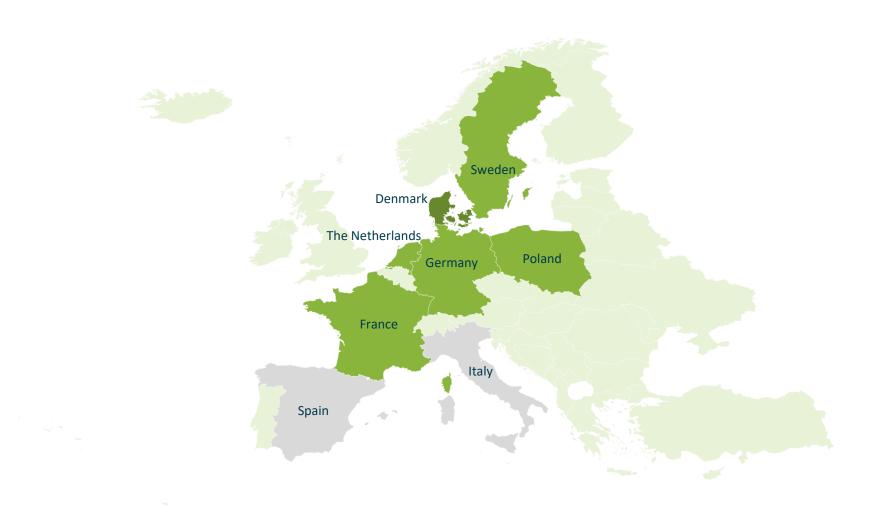




#### The European Market

1.1.1





nature energy

	Biomethane as a tangible solution to tackle emission- heavy sectors	Agriculture (methane emissions)	Waste (methane emissions)	Energy intensive industries	Aviation Maritime Heavy transport Industries Petrochemicals
(ZZ)	Security of critical energy supply	F			
	Circular economy from organic waste to sustainable food production		Recycle nutrients		

Gas-to-grid



Large-scale plants





0.5-1 mil. tons biomass per plant/year



We need to professionalize the biogas industry



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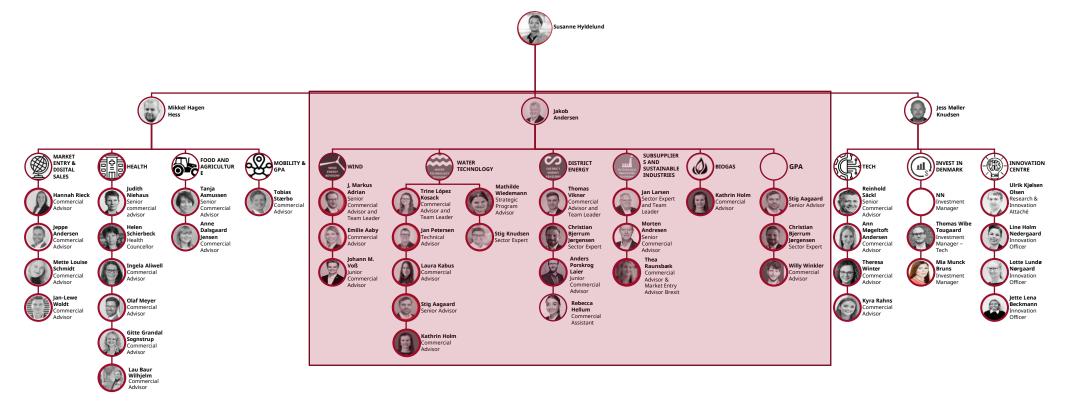




# **Outlook for the Biogas Market**

Kathrin Holm 29.08.2023

### **Overview TC DACH TEAMS and Focus areas**





### **The German Biogas Market**





- Germany is **biggest biogas and biomethane producer** in Europe and worldwide (2021)
- Construction of plants used to be driven by federal subsidy scheme
  - $\rightarrow$  traditionally for electricity production

→ Around 3.000 lose subsidies in the coming 5 years



## **Trends: Biomethane and sustainable Feedstock**

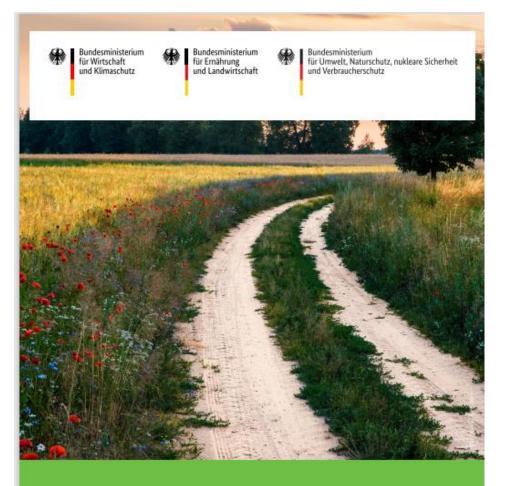
- •Positive business environment for biomethane
- •Growing demand for biomethane (especially transport sector)
- •Pressure on feedstock: "Maisdeckel" & high prices for manure-based biomethane as fuel



in GWh	2018	2019	2020	2021
EEG	8.416	8.512	8.434	8.407
Heat	486	524	640	701
Fuel	432	733	999	1300
Export	194	224	233	259
Material use	5	-	-	-
Total usage	9.533	9.993	10.306	10.667

Development of biomethane usage in Germany // Source: dena

# **Policies & Regulatory Framework**



Eckpunkte für eine Nationale Biomassestrategie (NABIS)  General focus on climate and renewable energy in government

- War in Ukraine has changed image of biogas
- National sustainable biomass strategy to be presented in autumn 2023
- ■<u>Outlook</u>:
  - More sustainable feedstock (politically driven)
  - More biomethane (demand driven)
  - Unclear future for many smaller plants

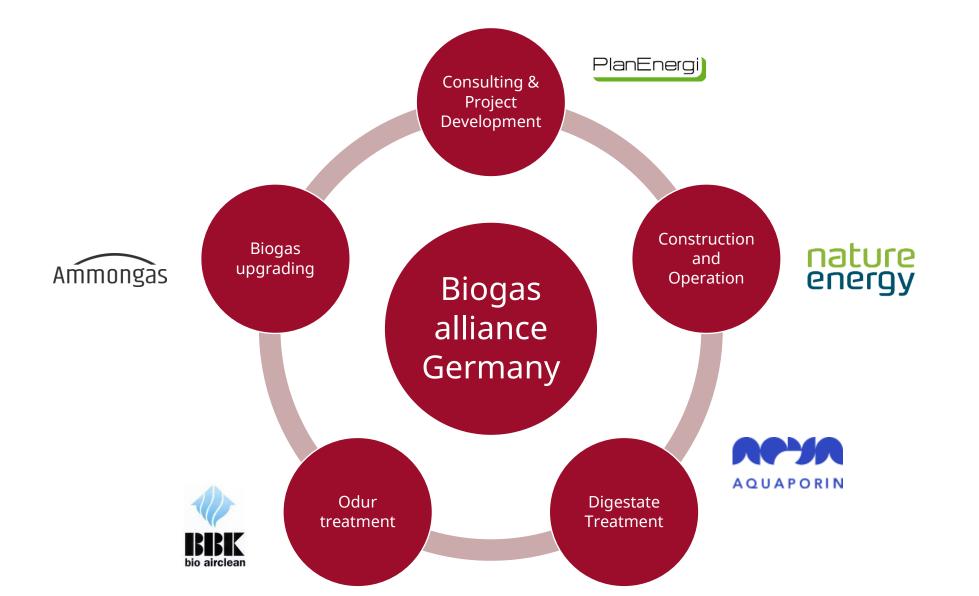


# Thanks for your attention



**KATHRIN HOLM /** KATHHO@UM.DK ADVISOR / Energy, Water and Environment DIREKT +49 (0) 30 50 50 21 04 / MOBIL +49 (0)151 50 99 04 26 **KÖNIGLICH DÄNISCHE BOTSCHAFT BERLIN** RAUCHSTR. 1 / D-10787 BERLIN

### The Biogas Alliance



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MINISTRY OF FOREIGN AFFAIRS OF DENMARK

# BIOGAS export opportunities in Poland

Jeppe Juul Petersen, Regional team leader in CEE, Danish Embassy in Warzaw

### **POLAnd – market overview**

- Poland has a population of over 38 million people
  - the fifth-most populous member state of the EU
- It is divided into 16 administrative provinces called voivodeships (regions) covering an area of 312,696 km<sup>2</sup>
- Denmarks 8<sup>th</sup> largest export market
- Poland's strong agriculture traditions/food industry offer opportunities to provide biogas solutions and develop new alternative ways for sustainable energy



EU's larges biogas potential with the right framework conditions

## **POLAnd – policies and regulatory framework**

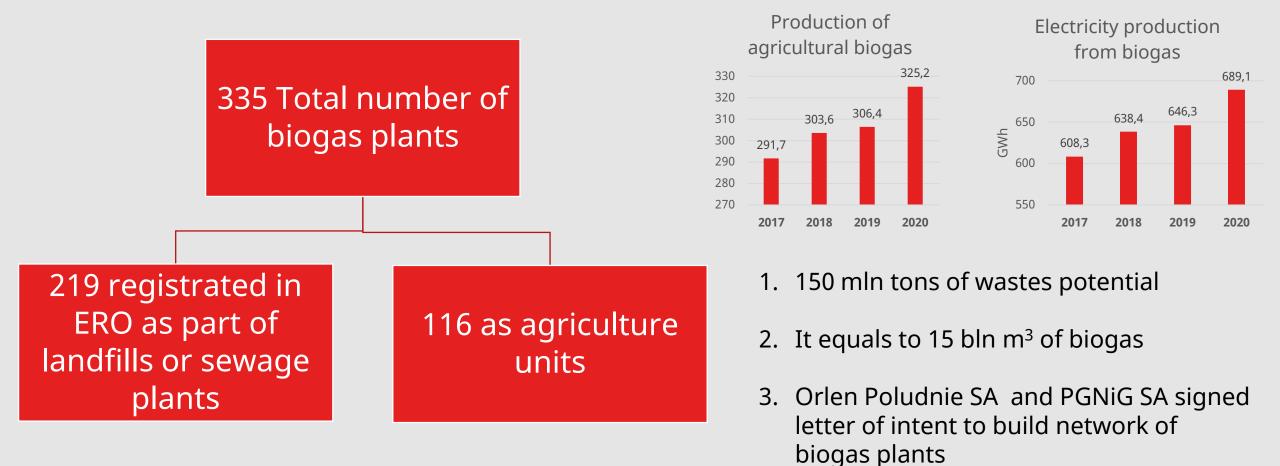
- "Energy Policy of Poland until 2040"
- Act on agricultural biogas plants from June 2023
- Prospects for Polish-Danish cooperation



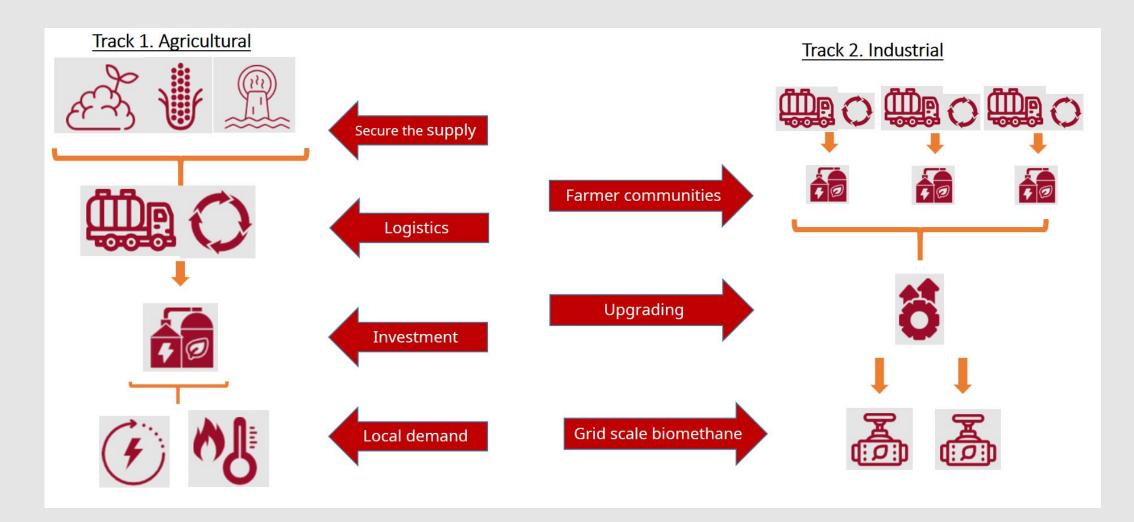


# **Biogas in Poland**





### **WHY BIOGAS?**



# **TRADE COUNCIL INITIATIVES**

- Embassy in Poland has hosted roundtables and conferences in Poland and Denmark showing a significant interest for Danish solutions
- High level delegation from Poland to Denmark 13-14 February with governmental/local officials important for setting up biogas plants
- EKF GAP application to support technical dialogues with local and central stakeholders
- **Royal visit** January 2024 with on climate friendly agriculture and biogas
- Scheduled activities and joint export promotion Q1, Q2, Q4 2024



MINISTRY OF FOREIGN AFFAIRS OF DENMARK

# THank you

#### **MINISTRY OF FOREIGN AFFAIRS OF DENMARK**

Jeppe Juul Petersen Regional team leader in CEE Royal Danish Embassy in Warsaw, Poland



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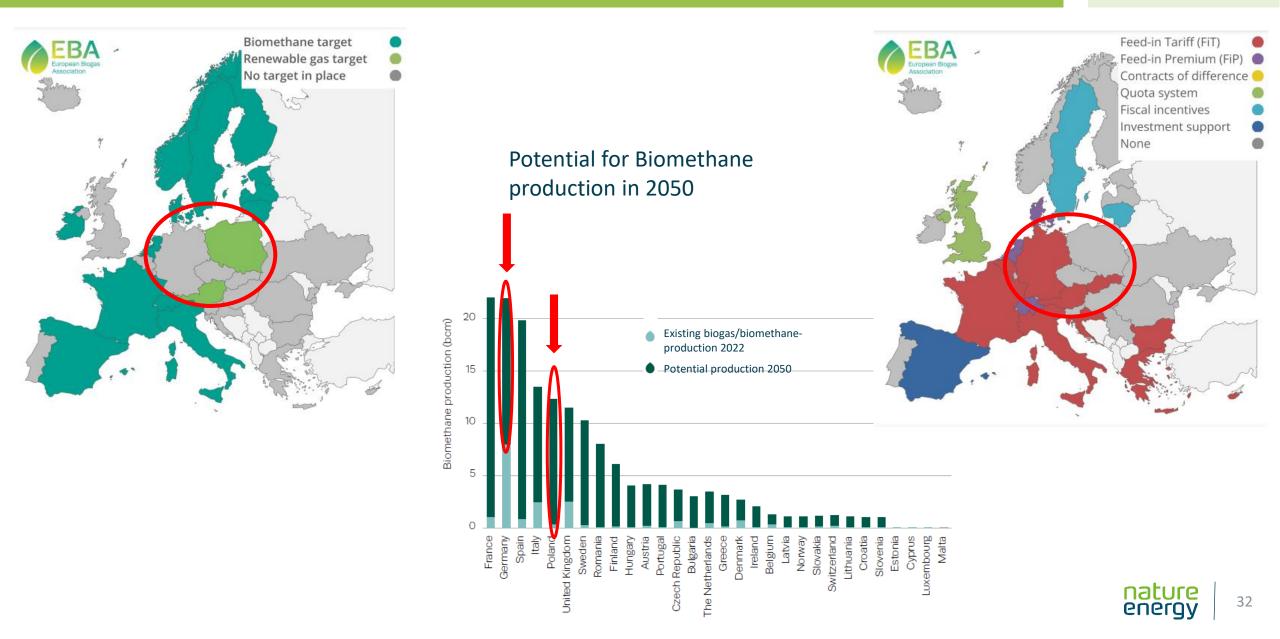
#### nature energy

Experiences, challenges and successes on the German and Polish markets

Green Energy Export Day August 29<sup>th</sup>, 2023

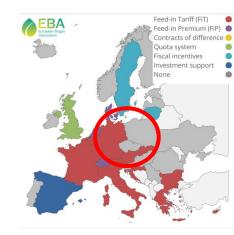
Mette Smedegaard Hansen Corporate Affairs Director,

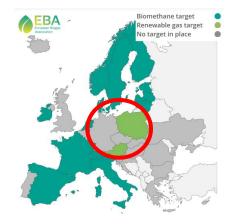
#### Focus on Germany and Poland



What is similar in the countries?

- Both countries are members of EU which include the EU-regulations
- Both countries look enviously at how we in Denmark have green gas in the gas grid
- In both countries, there are highly professional employes at the Embassies, and we have a really strong collaboration with TC
- Nothing happens overnight







#### Germany

- Lack of national targets
- Different Bundesländer have different rules and regulation
- No national push for biomethane gives freedom for the DSO to set up timeline and economy
- Long tradition for biogas former leading in Europa
- Waste-definitions in Germany makes codigestion difficult
- Very strict rules for retention time for degassed biomasses
- NIMBY



• Strong push from government

**Poland** 

- Energy transition has been a bit slow
- Biogas has mainly been small scale plants for secure of electricity supply in rural areas
- Lots of new rules coming this year
- Looking very much to Denmark and the Danish Embassy
- Formalized collaboration between Danish and Polish TSOs
- Green gas as next step after Baltic pipe



#### Danish benefits

- Public-private partnership
  - TC/Embassy
  - TSO/Energinet
  - Private company
- Long tradition for cooperation
  - The authorities carries out regular visits
  - Stick to regulation
- As a small country we are not dangerous







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### - Jens-Ole Aagaard Jensen, CEO, Focus BioEnergy



### **GREEN ENERGY EXPORT DAY**

AUGUST 29th, 2023

Jens-Ole Aagaard Jensen CEO, FOCUS BIO ENERGY

www.tocusbioenergy.co



Focus Bio Energy is an engineering company that helps processing companies who are using steam in their process, to switch from fossil fuels to CO2 neutral biomass.

Biomass have been used for thermal energy in the Danish District Heating Industry for more that 40 years. The technology Focus Bio Energy offers are a combination between large Power Plants and medium size District Heating Plants. Which means that we are using the same combusting technology from the DH – industry and the steam technology from the Power industry.

As an engineering company, we offer EPCM solution that gives the costumer maximum flexibility doing the project phase and gives a minimum entrance cost.



#### Consulting

- Feasibility (e.g., subsidy)
- Conceptual design
- Pre-engineering in connection to legal approval

#### **EPCM** - (Engineering, Procurement and Contract Management)

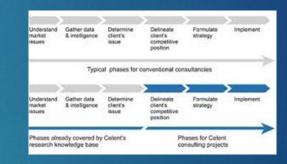
- Pre-engineering
- Detailed-engineering
- Procurement
- Project- and construction management
- Startup, education, commissioning and operation

#### 0 & M

- Engineering and financing
- Construction and project management
- Operation and management
- Total ownership



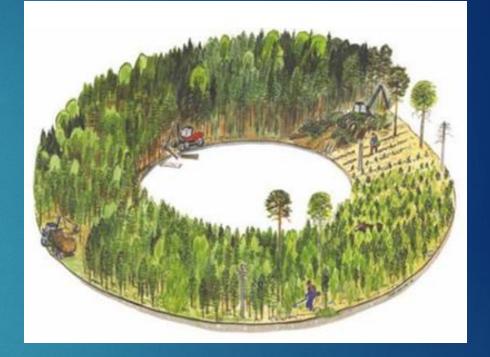








- Germany have 31% or 11 mill. ha. of forest.
- EU have 37% or 215 mill. ha. of forest. (equal to USA
- 55% of the Worlds forest is placed in USA, Canada, Brazil, Russia and China.
- Germany is traditional not using woody biomass as energy resource.
- The Natural gas crise have forced Germany to look at their energy resources in a new way.
- Woody biomass is good for thermal energy production – District Heating or steam for industrial use. Also, for power production but only in CHP / DH installations.



- Wood waste from sawmills.
- Wood waste from forest and low grade round wood
- Waste wood from decomposing and used packing material (A1 – A2)



- Industrial sector need for steam
- District Heating need for hot water
- General high interest for changing from gas to alternative fuel systems
- Less knowledge about combusting of biomass different regulation
- Less knowledge about sustainable biomass.
- German bureaucracy is very different from Danish
- IT level is low more on paper.



The Confederation of Danish Industry and Green Gas Denmark are ready to help you go abroad with biogas and bio boilers

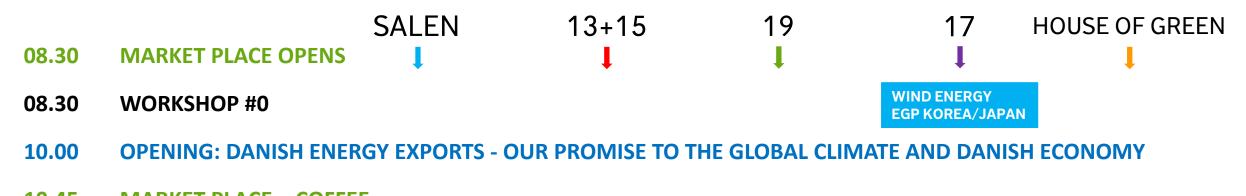
Contact

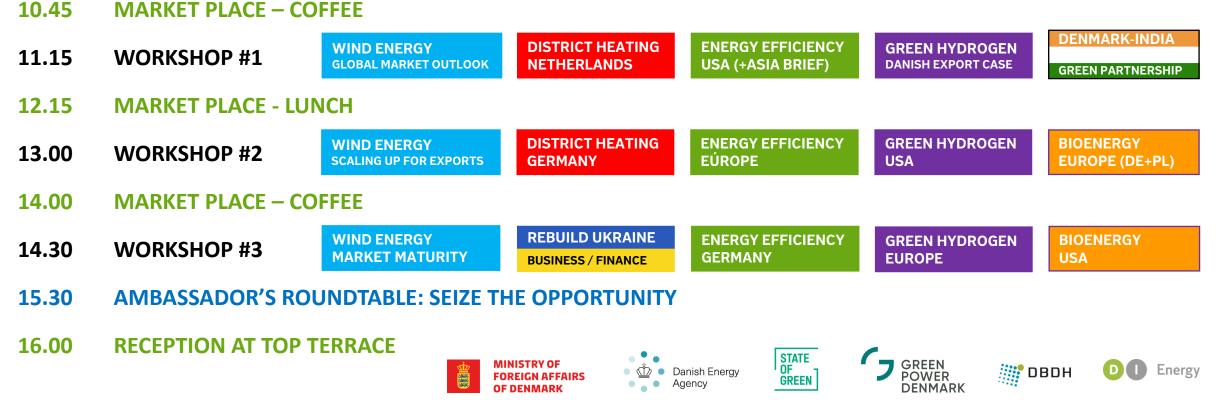
Kristian Nielsen, Leading Senior Advisor, Green Gas Denmark (DI) <u>krni@di.dk</u>

Phone: 3377 3345



### **GREEN ENERGY EXPORT DAY 2023 – PROGRAMME**







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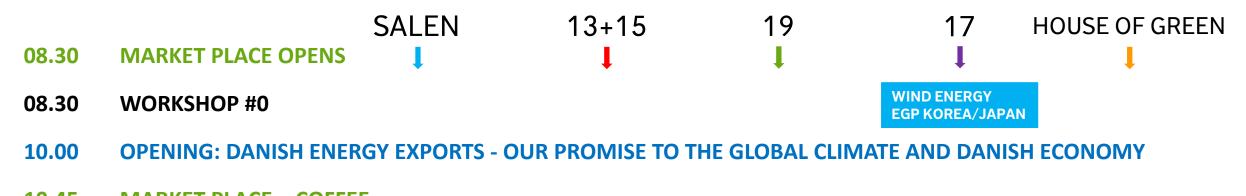
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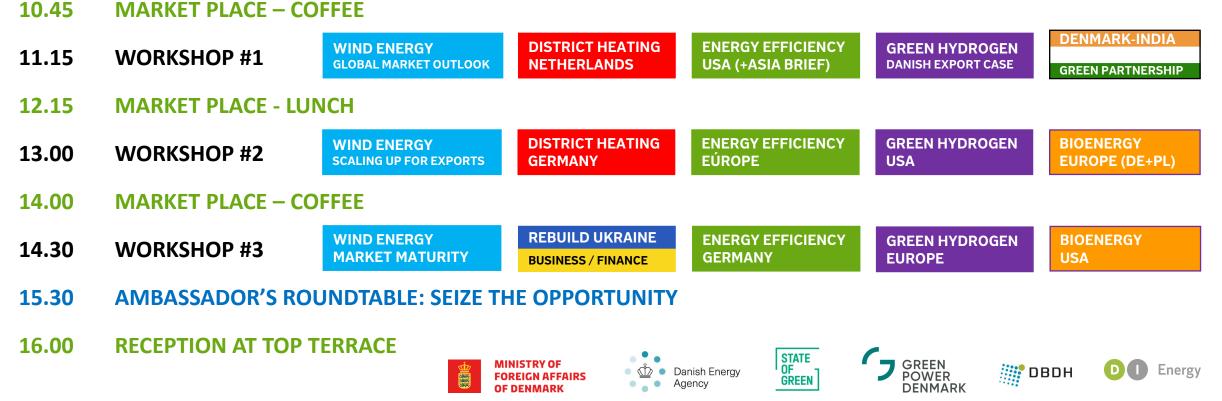
### **WORKSHOP: Denmark-USA Bioenergy**

Tuesday 29 August at 14:30-15:25

### WELCOME

### **GREEN ENERGY EXPORT DAY 2023 – PROGRAMME**





#### **PROGRAMME**

Welcome by Jens-Ole Aagaard Jensen, CEO, Focus BioEnergy

The biogas and bioboiler market in the US: Trends, policies and regulatory framework by --- - - Morten Siem Lynge, Consul General in Houston

Successful Danish bioenergy solutions in the American market

- Michael Nissen, CEO, Nissen Energy
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MINISTRY OF FOREIGN AFFAIRS OF DENMARK The Trade Council

## Danish BIOGAS opportunities IN Canada & USA

Morten Siem Lynge Consul General and head of Energy North America

Green Energy Export Day, August 29, 2023



# Denmark in north america

### The Waste, Recycling & Biogas Advisory



Alexander Ripley Commercial Advisor Toronto <u>alerip@um.dk</u>



Benedikte Borg Pedersen Commercial Advisor Washington, DC benped@um.dk



Frederik Hyldgaard Junior Commercial Advisor Houston <u>frethm@um.dk</u>



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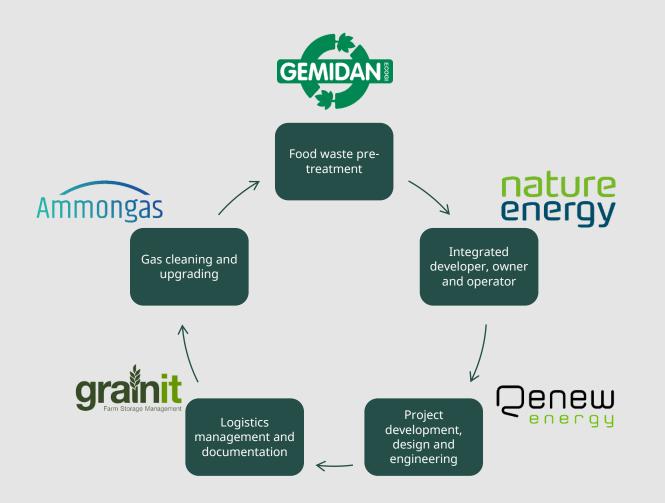


Tobias Hartmann Commercial Assistant Houston tobhar@um.dk



Morten Siem Lynge Head of Energy & Consul General Houston morlyn@um.dk

### Our Support for Danish Biogas industry in North America The Biogas Alliance



#### Individual Company support

Tailored projects to support your individual needs, such as:

- Market & feasibility studies
- Partner searches
- Project scouting
- Investor identification and outreach
- Fact finding trips

### **Danish Success stories in the US**



Ontario

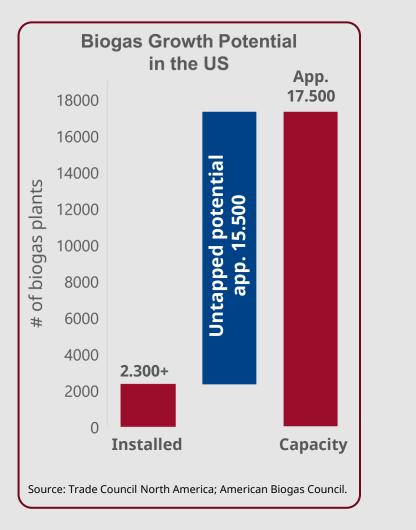
### Danish Technologies in us biogas



"I was able to spend some time in Denmark last summer (...) [the technology] really knocked my socks off"

Patrick Serfass, Director, American Biogas Council

### USA GROWTH POTENTIAI



- Total of 2.300+ installed sites in all 50 States
- ~50% are water resource recovery facilities, ~35% landfill gas projects, ~20% farm projects, and 5% food waste projects
- Estimated total potential of 15.000+ additional sites
- Only 230 facilities upgrade biogas to biomethane/Renewable Natural Gas (i.e. 1 in 10 plants)
- Upgraded sector showing 46% growth in plants YoY (2021)
- Growth seen especially from transport sector

### USA Key regulatory drivers

### Farm Bill

- Legal framework for US Agricultural policy
- Renewal required by September 30 2023
- Opportunity for bipartisan bill
- In congress, current issues include financing, supply chains, unemployment, Covid-19, and natural disasters
- Update of regulations and subsidies demanded by states and farmers



IRA

- Landmark **\$369 billion climate package** of 2022
- Earmarked \$40 million for agricultural green transition
- Expanded Investment Tax Credit for qualified biogas facilities beginning construction before 2025
- Continues production tax credits for electricity generation from biogas
- Incentives can be combined with other incentives, e.g. RINs, RFSP and LCFS



#### Food Waste Diversion Laws

- State level regulation of organic waste disposal, banning/diverting waste from landfills
- Diversion from landfill to recycling in Connecticut, New Jersey, New York, Maryland;
- Ban on disposal of organic wastes: California, Washington
- Source separation of organic waste: Connecticut, New Jersey

Lature of Boost

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#### StaCo-Nevada, Inc.,

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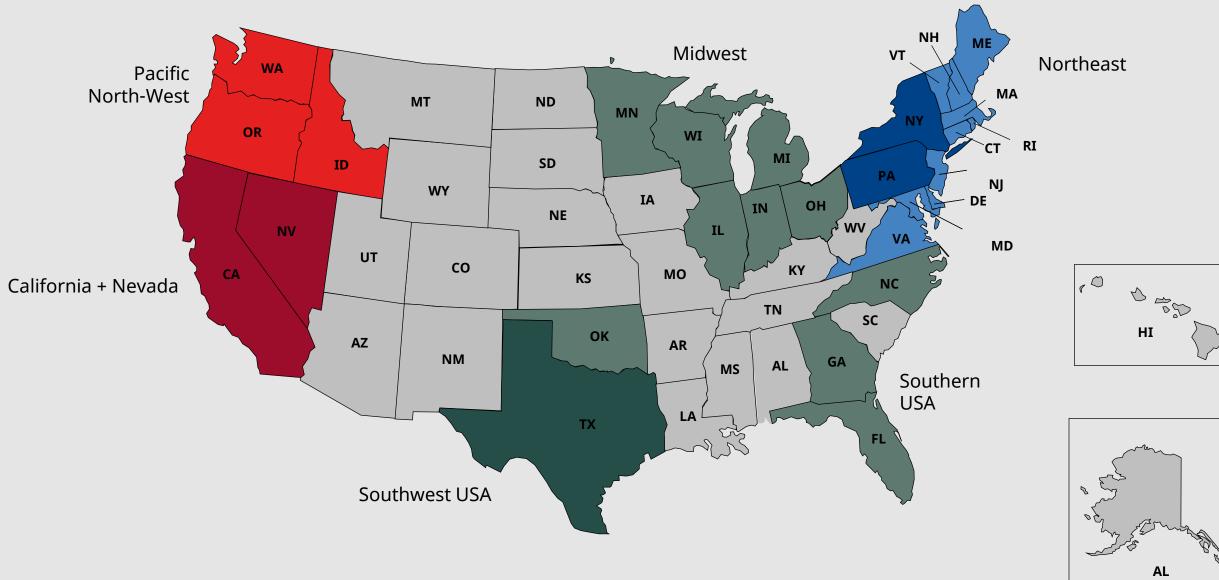
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### **Greenlab Skive** / USDA

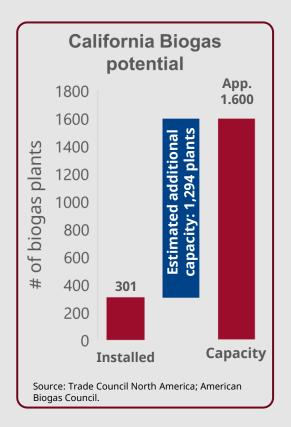
**Key Regions in the US** 



# Key Regions in the US California



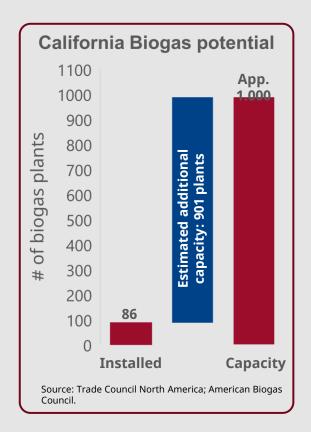
- Highest potential for new biogas projects in USA
- Feedstock basis estimated to support annual production of 116,22 billion cubic feet biomethane annually
- Market driven by Low Carbon Fuel Standards, pushing end use to transport sector
- Additional support from market based cap and trade system



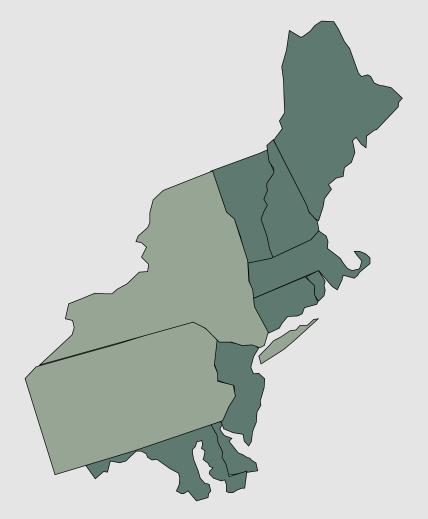
## Key Regions in the US **TEXAS**



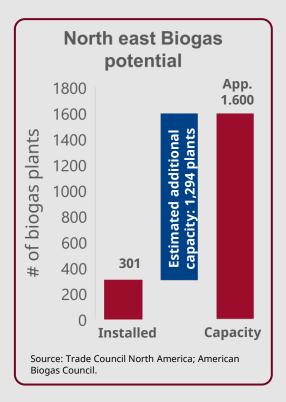
- Ranked second in biogas potential among US States
- Feedstock basis estimated to support annual production of 78,51 billion cubic feet biomethane annually
- Market driven by International Oil Companies expanding into renewables
- IOCs with strategic biogas focus include: Shell, BP, Chevron, TotalEnergies, among others



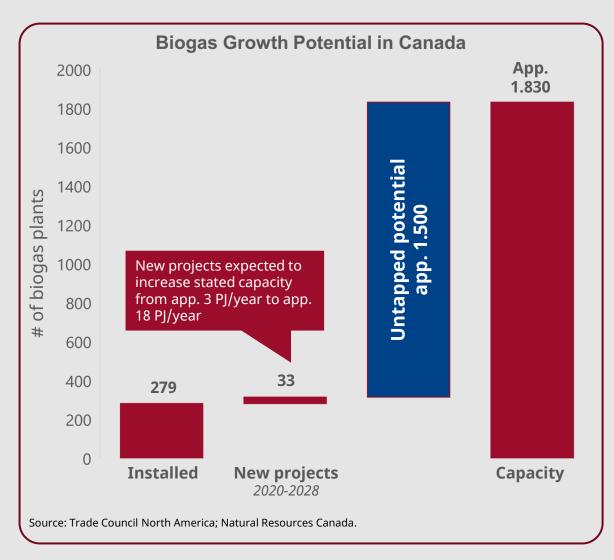
# Key Regions in the US North east (NY, PA)



- High density region of integrated states with collective high potential
- Collective feedstock basis of new York and Pennsylvania estimated to support annual production of 97,84 billion cubic feet biomethane annually
- Regional initiatives, and progressive energy policies, including the Regional Northeast and Mid-Atlantic Greenhouse Gas Initiative drives green focus



# Growth Potential Canada



- Total of 279 installed sites
- Estimated potential for 1.500+ more sites
- Current development pipeline of 33 RNG plants, which will be operational by 2028
- Planned new projects are estimated to increase output by factor 6
- crop residue account for 52% of feedstocks, measured on basis of energy output
- RNG upgrading capacity has quadrupled since 2014, and exhibits strong pipeline

### canada Key regulatory drivers



#### Federal level regulation

#### **Carbon pricing**

- Federal level price of carbon for Biogas at \$2.63/GJ to increase to \$8.94/GJ by 2030
- Aimed at incentivizing consumer renewables uptake

**Clean Fuel Regulation** Legal requirement for fossil fuel primary suppliers to gradually reduce carbon intensity of fuel

- Fuel industry increasingly seeing biogas as a tool for reducing carbon intensity of the products they provide
- Supported by federal government Clean Fuel Fund, to establish biomass hubs to feed fuel producers



#### **Provincial level**

#### **High variation WITHIN**

- Lack of Federal support directs attention to provincial level policies which show many differences in ambitions and design of policy
- Especially companies working with organic waste plants find regulation varying between different provinces

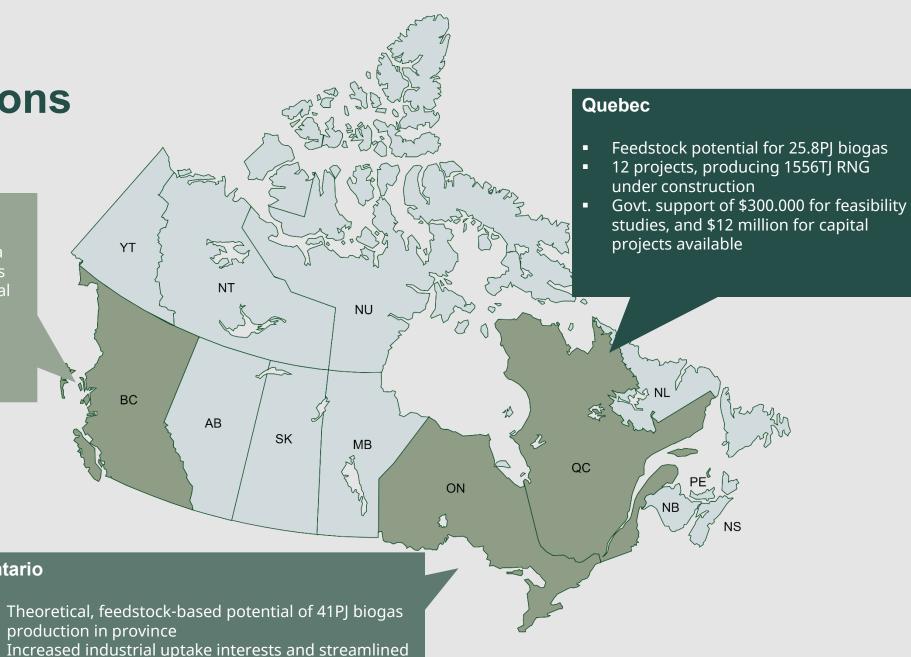
### Canada **Key Regions**

#### **British Columbia**

- Greater Vancouver area and surrounding valleys hold 6PJ biogas potential
- Renewable Portfolio allowance provides for \$30/GJ price for RNG supply

Ontario

approvals



### Main obstacles Faced by Danish Biogas solutionproviders in North America

### **Regulatory** issues

- Long permitting process and unfamiliarity with Danish solution design
  - Air pollution regulation
  - Odor control
- IRA US election

### **Scale Discrepancy**

- Danish scale of plants generally larger than N.A.
- N.A. plants often sourcing from fewer farmers with larger farms and pastures

### **Feedstock Access**

- Long term access to feedstock of adequate kind and quantity often key differentiator
- Strict requirements for use of food waste as feedstock

### You know the slide !! Don't hesitate to reach out....



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**Tobias Hartmann** Commercial Assistant Houston <u>tobhar@um.dk</u>



Morten Siem Lynge Head of Energy & Consul General Houston morlyn@um.dk



MINISTRY OF FOREIGN AFFAIRS OF DENMARK The Trade Council

# QUESTIONS & DISCUSSION

#### **PROGRAMME**

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The biogas and bioboiler market in the US: Trends, policies and regulatory framework - **Morten Siem Lynge**, Consul General in Houston

### Successful Danish bioenergy solutions in the American market - Michael Nissen, CEO, Nissen Energy

- Patrick Kongsbak, Head of Business Development, CM Biomass

## DANISH TECHNOLOGY ON EXPORT MARKETS

WELCOM

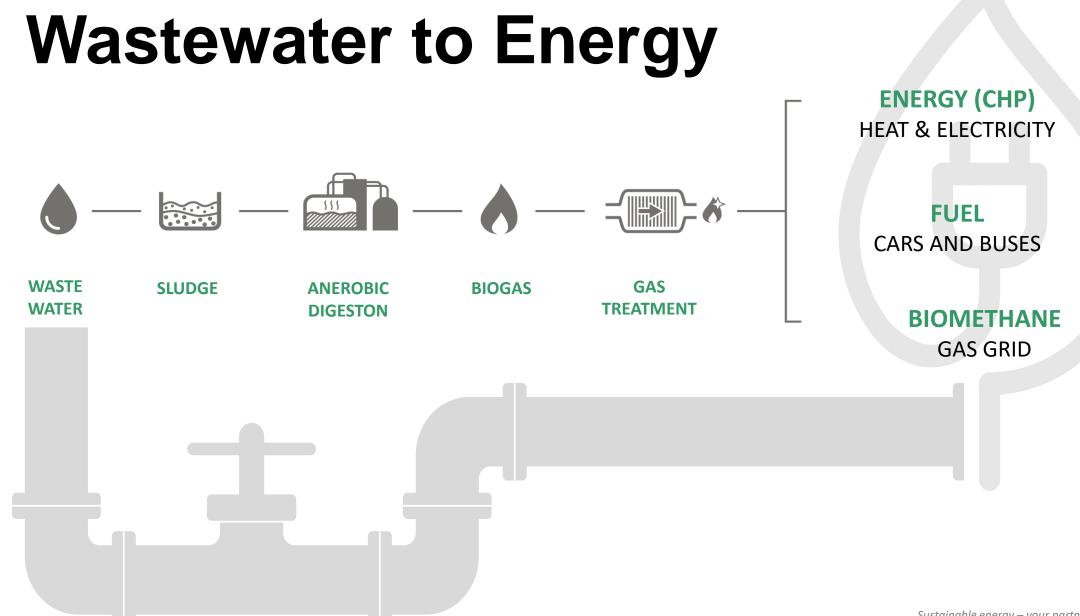
Our experiences in the US



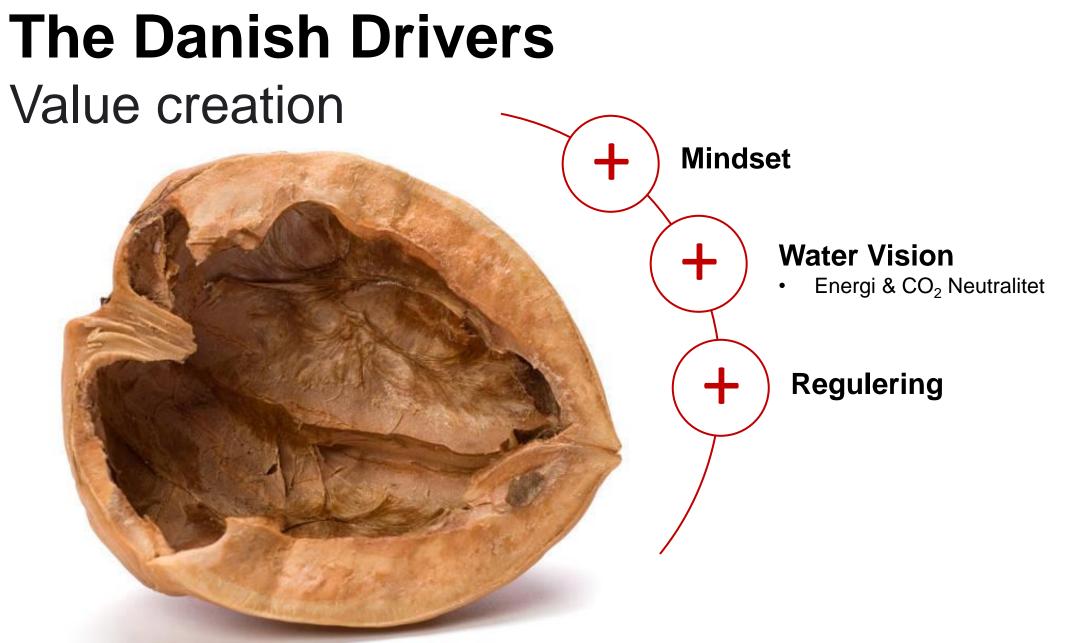


NISSEN energy supply services and products to ensures economical, beneficial production of sustainable energy...

# We want to invest in the future and **REACH HIGHER – GO FURTHER**



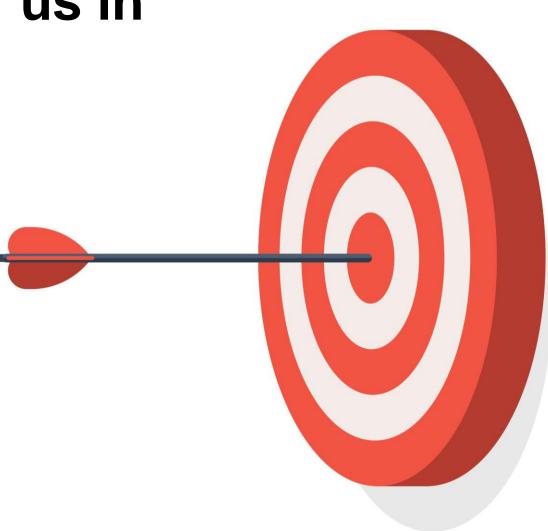




Sustainable energy – your partner for action...

# What has worked for us in the US?

- Narration of "the Danish Story".
- Establishment of WTA.
- Fact-Finding Tours to Denmark works!
- Understanding the customers' situation, conditions, culture.
- Service.



Sustainable energy - your partner for action ...

## **QUESTIONS?**

**SSN** energy

energy Inc.

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Sustainable energy – your partner for action...

#### **PROGRAMME**

Welcome by Jens-Ole Aagaard Jensen, CEO, Focus BioEnergy

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The Confederation of Danish Industry and Green Gas Denmark are ready to help you go abroad with biogas and bio boilers

Contact

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### **GREEN ENERGY EXPORT DAY 2023 – PROGRAMME**

