



GREEN ENERGY EXPORT DAY 2023



GREEN ENERGY EXPORT DAY 2023

WORKSHOP: REBUILD UKRAINE

When and where: Tuesday 29 August 2023 at 14.30 – 15.25 in the House of Industry, Copenhagen

Background

While the war in Ukraine is on-going, Danish enterprises are striving to keep business flowing – not least within energy with its particular challenges. Programmes are in place to keep utilities operational in water, heat, electricity and gas. Denmark has established a Ukraine Foundation with funds for business engagement in rebuilding Ukraine. Further, Denmark has adopted a partnership with the city of Mykolajiv with dedicated donations and responsibilities for this city. Plans are in place for a Danish presence at the [Rebuild Ukraine Tradefair](#) in Warzaw in November.

Speakers / panelists

- Danish partnership with Mykolayiv, by **Serhii Korenev**, Deputy Mayor of Mikolayiv
- Business opportunities related to the Denmark/Mikolayiv partnership, by **Jesper Karup Pedersen**, Technical Director, COWI
- Commercial outlook for Ukraine's energy sector, by **Nikolaj Lomholt Svensson**, Energy Councillor, Danish Embassy in Kyiv
- Financing opportunities for enterprises, by **Bo Eske Nyhus**, Investment Director, NEFCO
- Energy business in Ukraine in current conditions, by **Jørgen Ægidius**, Vice President, Kingspan-Logstor

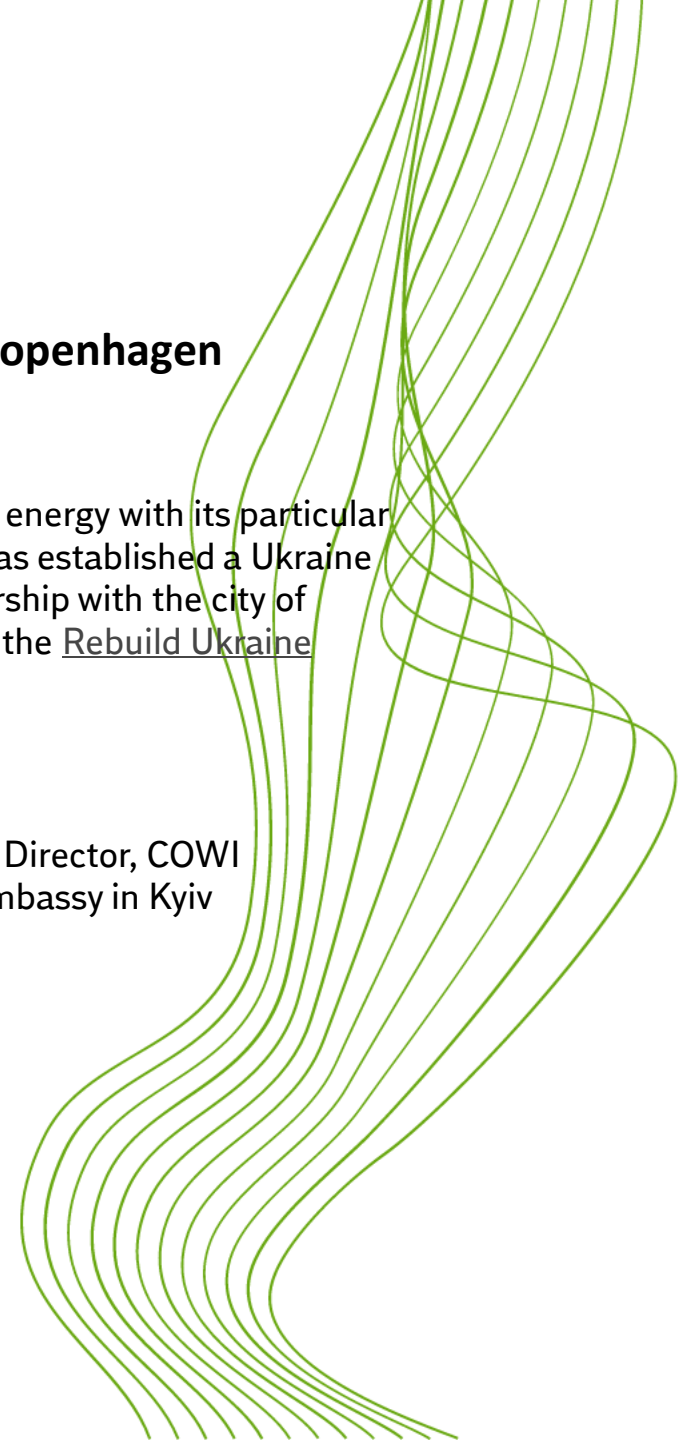
Moderator

Ejvind Vøgg, Leading Senior Advisor, DI / Ministry of Foreign Affairs

Responsible organisers / contact persons

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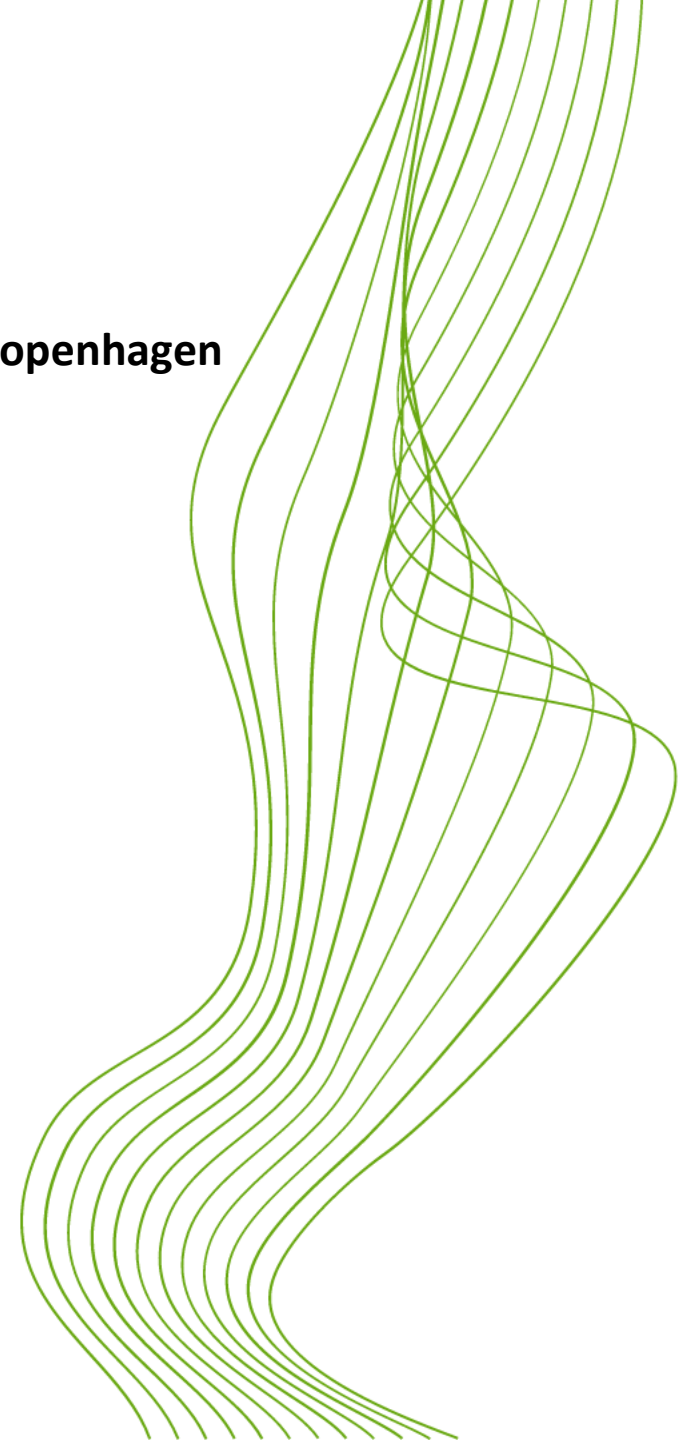
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WELCOME

Ejvind Vøgg

Leading Senior Advisor

Confederation of Danish Industry / Ministry of Foreign Affairs



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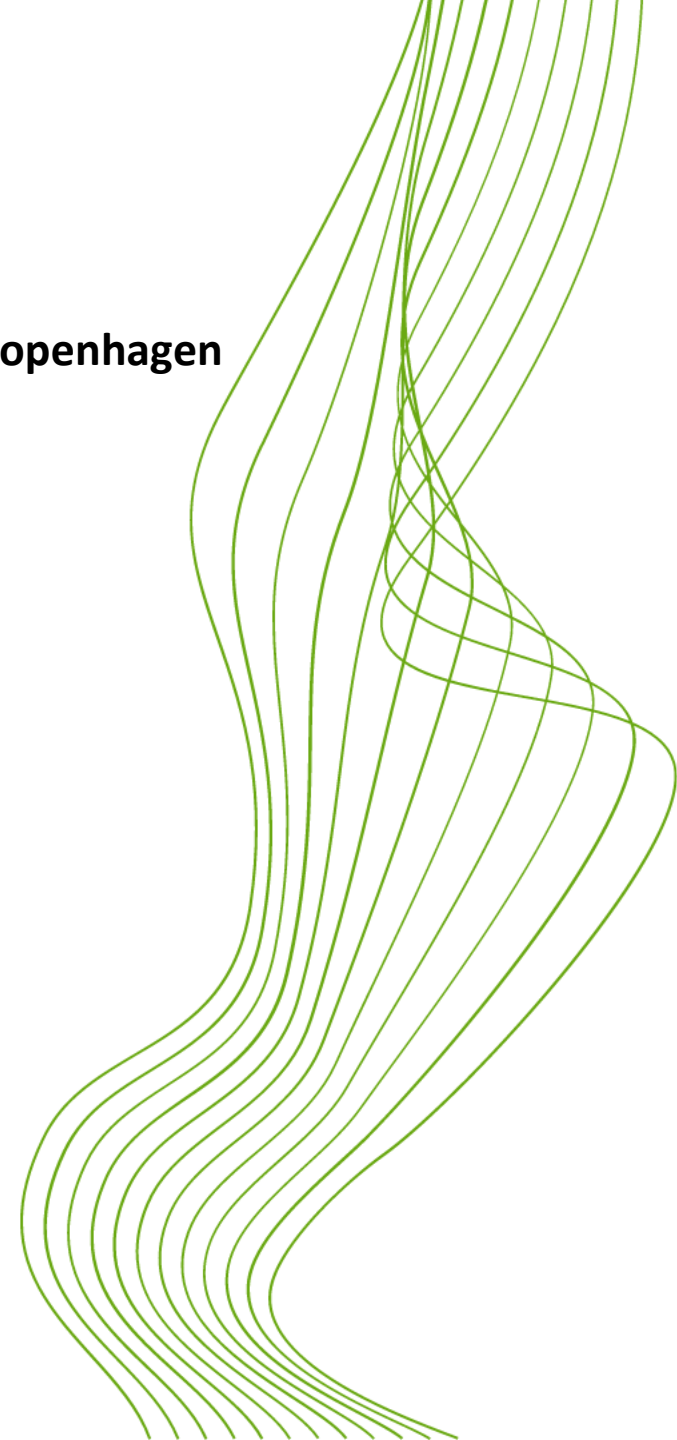
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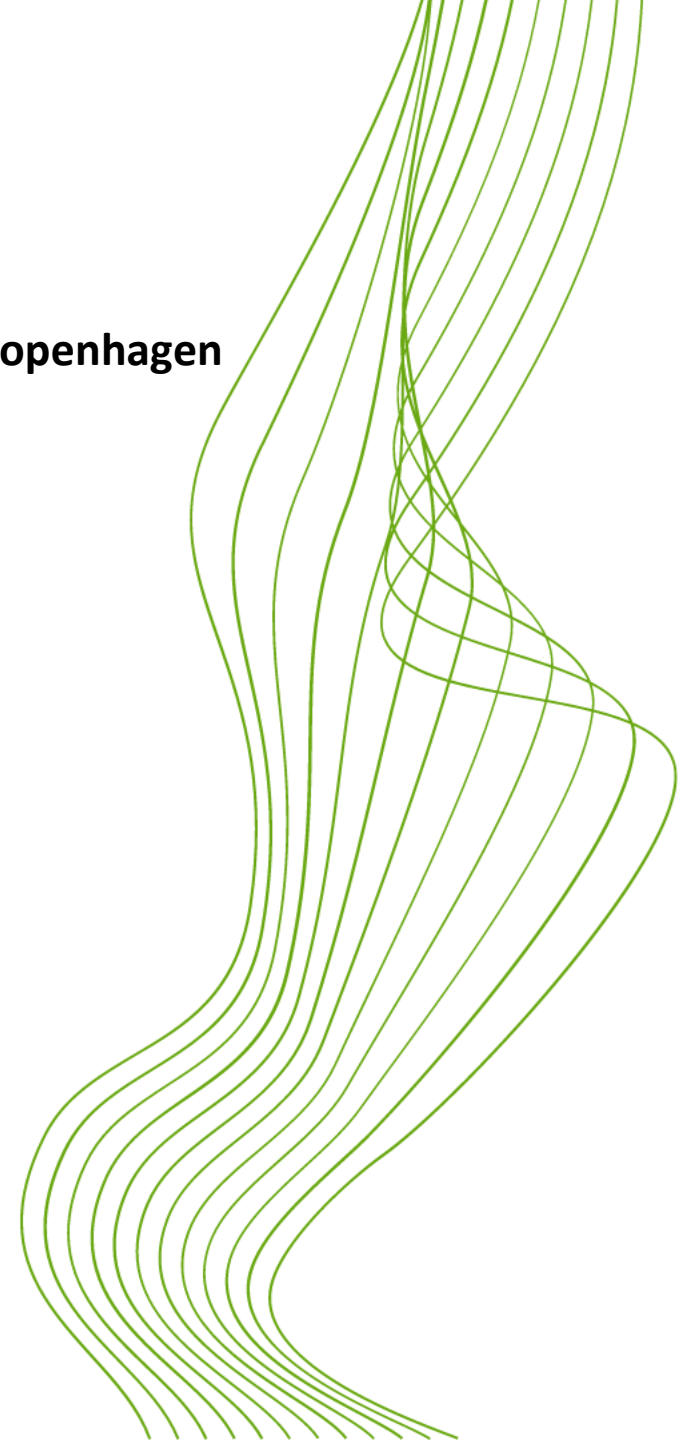
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Via Teams

Serhii Korenev
Deputy Mayor of Mykolayiv



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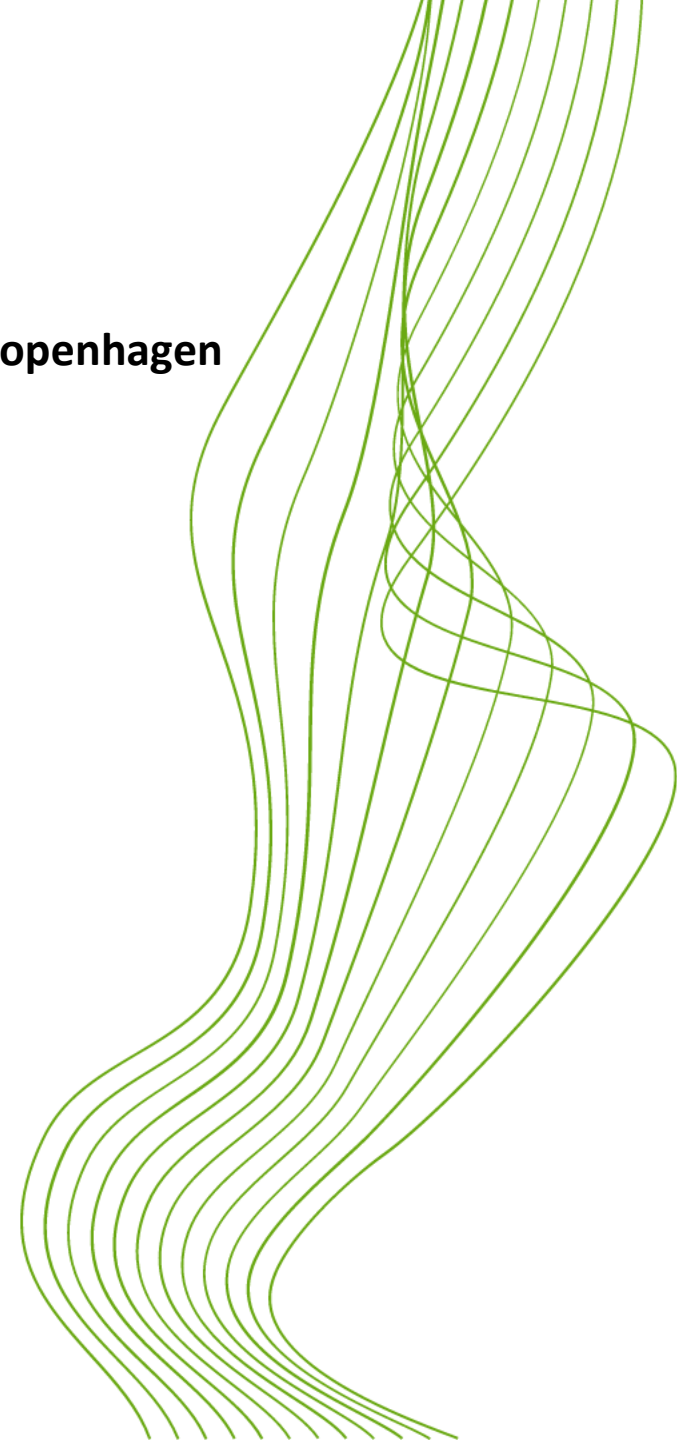
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Keep an eye on Mykolaiv! Sure, but how?

- You may follow the contribution of COWI to the Mykolaiv Masterplan by becoming a member of the so-called Sounding Board | Energy (see box)
- Reach out to **Mykola Kapatsyna**, Honorary Consul of Denmark in Mykolaiv, knvpost@gmail.com, making sure he knows about your company and the services you offer
- Make sure you and your business partner(s) in Mykolaiv are well familiar with the services of the Export and Investment Fund of Denmark (EIFO) regarding guarantees, loans and grants – and reach out to **Kaare Stamer Andreasen**, First Vice President, EIFO, ksa@eifo.dk, if you have some questions
- Keep Danish Embassy Office in Mykolaiv updated on your activities vis-à-vis Mykolaiv; entry point: **Franciska Kirkegaard Flugt**, Head of Danish Embassy Office in Mykolaiv, fraflu@um.dk

Three ways of obtaining information about the contribution of COWI to the Mykolaiv Masterplan (within water, energy and waste):

1. You may become a member of the Sounding Board | Energy and the two other boards for water and waste, respectively, if you want to; just drop a mail to our focal points if you have not been invited
 - Three meetings to be held this year (within each board), first meeting in September
 - Draft documents to be sent out beforehand for comments at the meetings
 - Focus of the meetings will be on comments from members of the board outside COWI
2. You may subscribe to a monthly newsletter, which we will launch in September
3. You may anytime reach out to our focal points if you have questions
 - Energy – **Svitlana Chekunova**, svcn@cowi.com
 - Water – **Tetyana Kobchenko**, tekb@cowi.com
 - Waste – **Albina Shuyska**, absu@cowi.com

What else to do?

Eight recommendations

- ❑ Focus on the services you are good at – and which is in high demand in Ukraine, now and in future
- ❑ Focus on a few ministries (e.g., MinInfrastructure)
- ❑ Focus on a few municipalities and oblasts (Mykolaiv City and Oblast for sure – and a few others)
- ❑ Focus on establishing network of solid Ukrainian and maybe foreign construction companies
 - ❑ Participate in relevant events and conferences (such as the annual “Aquaterm” exhibition, industry conferences) that bring together Ukrainian business communities or associations
 - ❑ Interact with trade and industrial chambers, as well as active associations, such as the Water Utility Association or the Heat Energy Association
- ❑ Focus on establishing network of solid Ukrainian experts, consider employment of these
- ❑ Explore possibility of entering into partnerships with Ukrainian companies exporting to EU
- ❑ Prepare sales material targeting Ukraine now and in future; remember to highlight compliance with EU standards, guarantee, hot line assistance, other services offered, etc.
- ❑ Sign up for procurement newsletters or news from selected IFIs and donors (e.g., EBRD, EIB, ICRC, NEFCO and UNDP)



Selected websites

- ❑ <https://prozorro.gov.ua/> - Prozorro website
- ❑ <https://ukrvodokanal.in.ua/> - Ukrainian Association of Water Supply and Sewerage Enterprises "Ukrvodokanalekologia"
- ❑ <https://aqua-therm.kyiv.ua/> - The biggest annual Ukrainian exhibition of energy efficiency heating, ventilation, conditioning, industrial cold, water supply, renewable energy, sanitary engineering and pools. Organizers of this exhibition have a huge base of companies from all over Ukraine. Organizers and participants include industrial enterprises, as well as project organizations, scientific, small dealers and local manufacturers - who may all benefit from direct cooperation with Danish companies
- ❑ <https://ucci.org.ua/> - Ukrainian Chamber of Commerce. Can be a point of contact for all chambers of commerce and industry in the regions of Ukraine
- ❑ <https://kiev-chamber.org.ua/> - Kyiv Chamber of Commerce, which is a separate entity from Ukrainian Chamber of Commerce
- ❑ <http://mautke.com.ua/> - Interbranch Association for the Development of Heat Supply Systems

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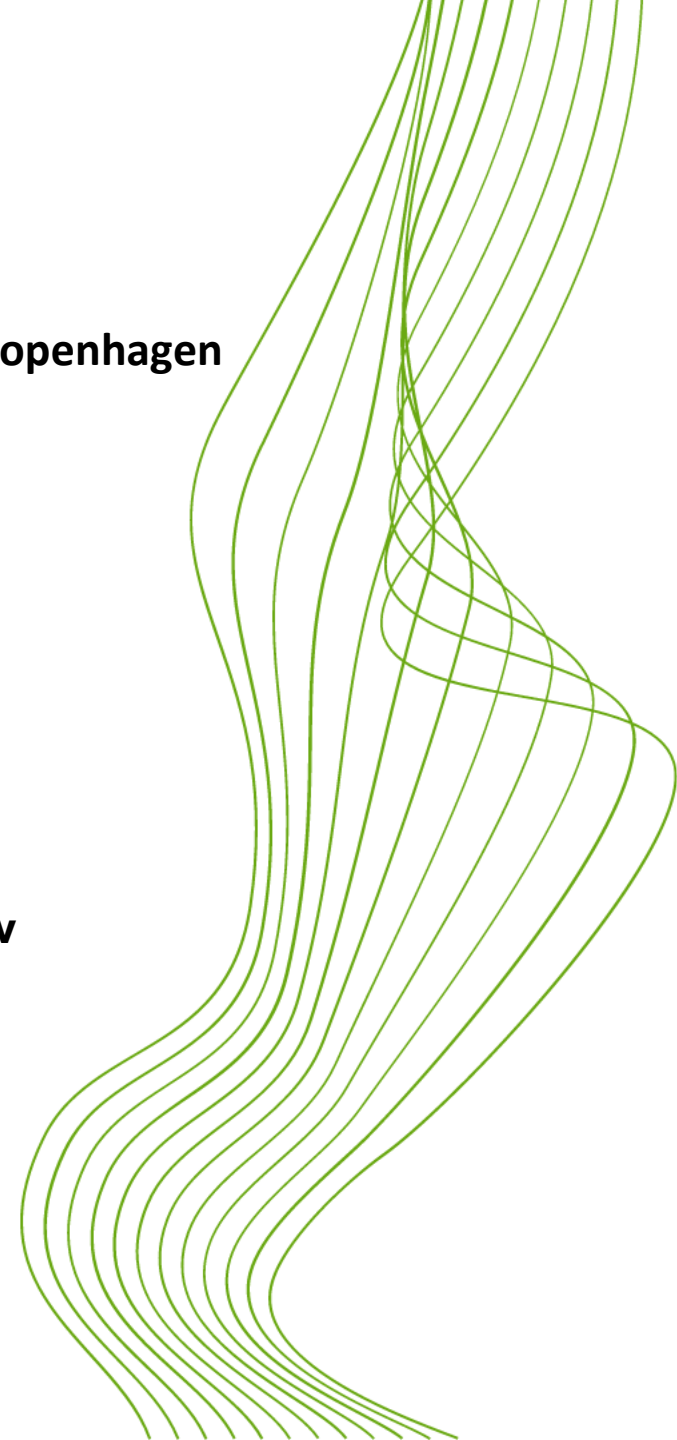
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**MINISTRY OF FOREIGN AFFAIRS
OF DENMARK**

Commercial outlook for Ukraine's energy sector

DI Green Export Day – Rebuild Ukraine
Copenhagen, 29 August 2023



Tiligul Wind Farm, Mykolaiv Oblast

Ukraine-Denmark energy partnership programme

- UDEPP was established in 2014 following Russia's unprovoked and unjustified attack on Crimea, Donetsk and Luhansk
- Anchored in Ukrainian ministries of energy and restoration/infrastructure, and in the Danish Energy Agency
- Aim is through a government-to-government approach to ensure solutions for an independent and sustainable energy sector in Ukraine
- COVID-19 and Russia's full-scale invasion attempt over the past year has been challenging but ways have been found to adapt and move forward

Five areas within UDEPP



Long-term energy planning and modelling



Integration



Energy efficiency



District heating

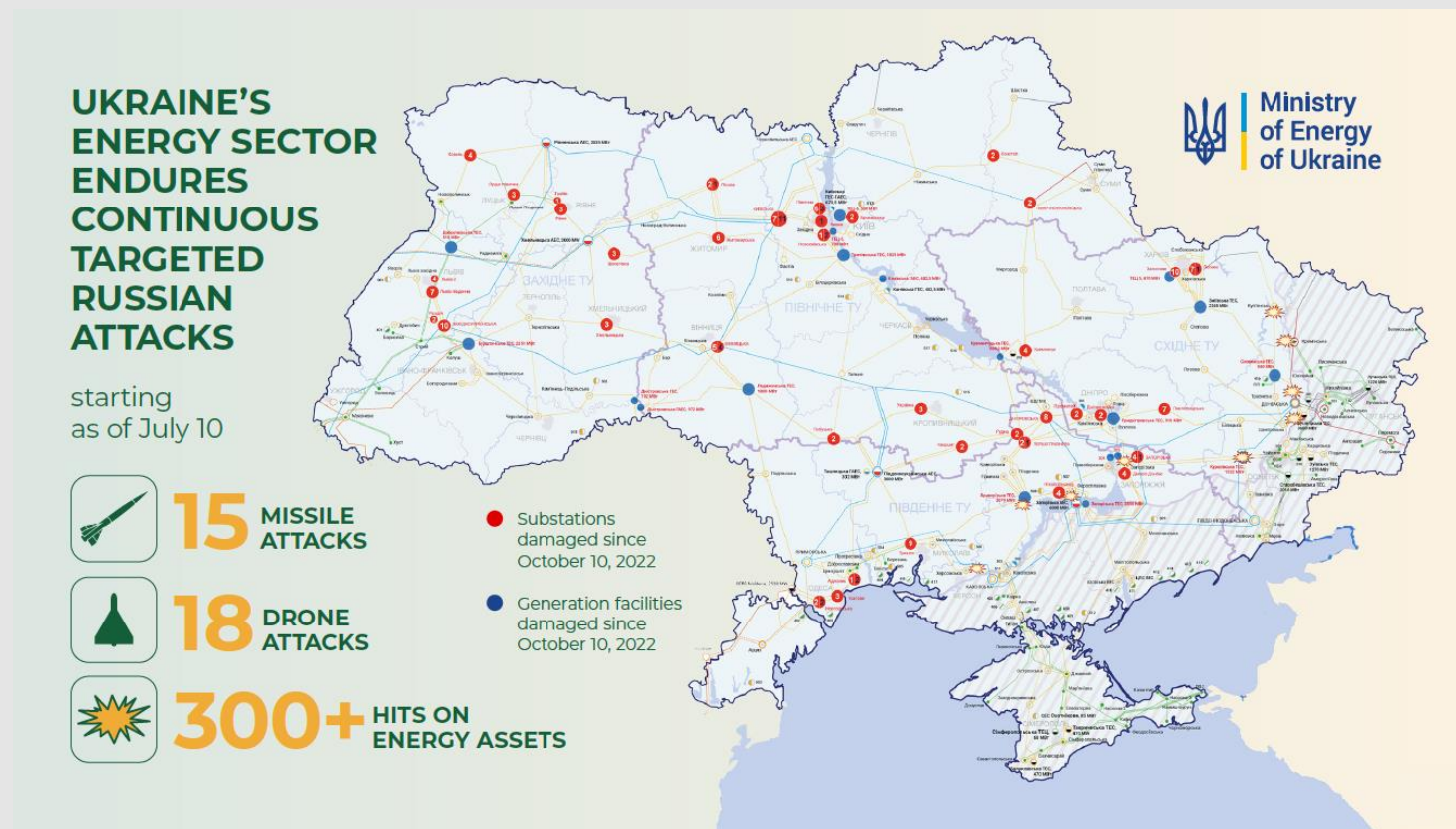


Wind generation (offshore and onshore)



The situation in Ukraine

- Economic situation in Ukraine is highly determined by Russia's military aggression
- Part of Ukraine's territories are still occupied, and intense battles are ongoing
- Businesses in other regions have suffered significant losses due to destruction



- Entire country affected, including the West, and uncertain time perspective
- Massive displacement, 5 million IDPs, 6.3 million abroad
- Severe economic contraction
- Massive destruction of critical infrastructure
- Power generation capacities suffer from damage and destruction



The risks are real



MINISTRY OF FOREIGN AFFAIRS
OF DENMARK



- Denmark participated in international project to build the **Syvash wind power plant**, located in Kherson Oblast near Crimea
- Total project cost **375 million euros**, of which the Danish state investment fund (IFU) provided a loan of 15 million euros
- Facility was damaged on first day of the war and is now **under occupation**



But The economy is stabilising

- Currency relatively stable
- Massive injection of funds keeps public spending going
- GDP forecast 4% y/y, followed by 5.6% in 2024

- Ukrainian businesses and Ukrainians have demonstrated **an impressive ability to adapt** to difficult conditions:
 - Most businesses continue to operate
 - Farmers have carried out another sowing season
 - IT sector is operating quite steadily
 - Trade and service sectors have quickly adapted to working in the face of constant shelling and air raids
 - Some Ukrainians are returning to the country

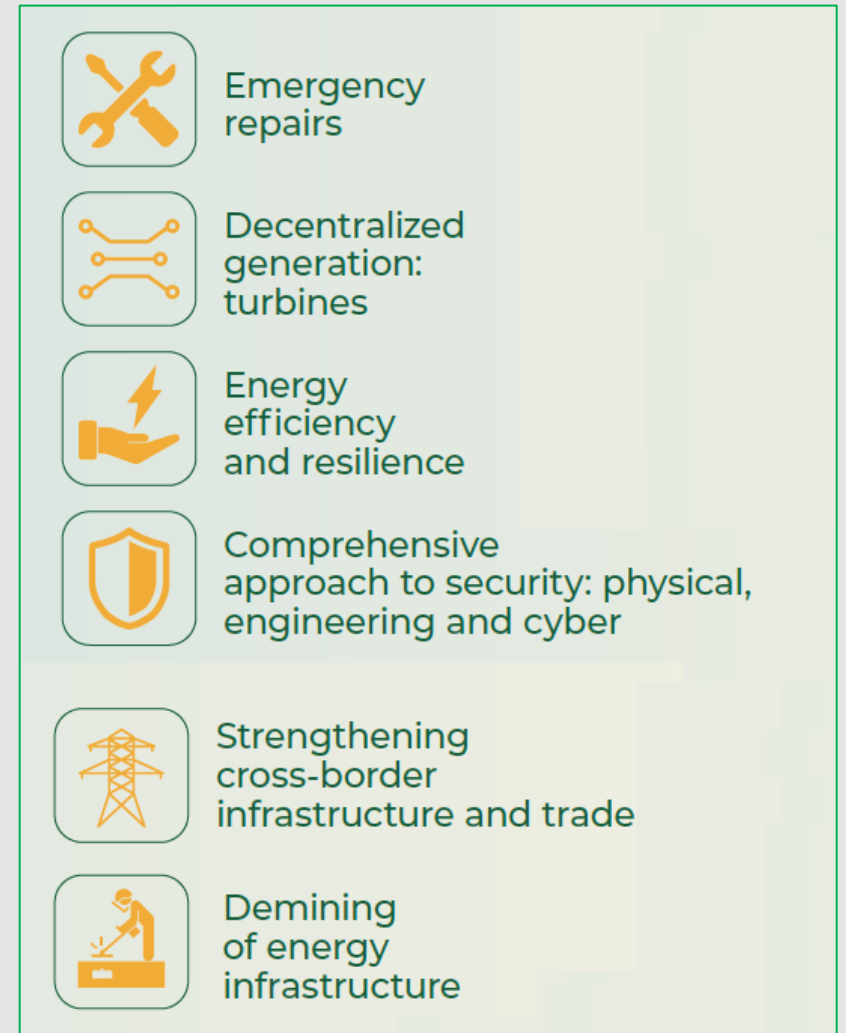
an attractive Foreign Direct investment destination in the mid-term perspective



- Ukraine now firmly anchored in the Euro-Atlantic and European family
- EU-candidate country since 2022
- High quality of human capital
- The war has spurred innovation and entrepreneurship
- Massive injection of money foreseen as part of the reconstruction and recovery process

Key priorities for reconstruction in energy

- Balancing short-term energy needs with long-term goals is very difficult in a context of high uncertainty
- On the one hand immediate recovery in the energy sector are as pressing
- On the other hand post-war context presents an opportunity to rethink energy sector priorities in Ukraine
- According to the World Bank's Rapid Damage and Needs Assessment, total needs in energy and extractives are estimated at 47 billion USD (2023-2033)
- In 2023 alone, 3.3 billion USD should be spent in energy – priority for next winter



What can the Embassy & Trade Council offer?

- Embassy resumed operations in Kyiv in April 2022 – soon also Embassy office in Mykolaiv
- A dedicated Danish-Ukrainian team with expert knowledge in political affairs, energy and soon also finance (EIFO)
- Extensive network with Ukrainian decision makers – both public and private
- Assist in gathering information about markets
- Find and engage customers and finding local distributors and partners
- Semi-professional facilities for video conferences and can invite, moderate and provide translation if needed
- Contact: ievamb@um.dk





**MINISTRY OF FOREIGN AFFAIRS
OF DENMARK**

Дякую за увагу!

Thank you for your attention!

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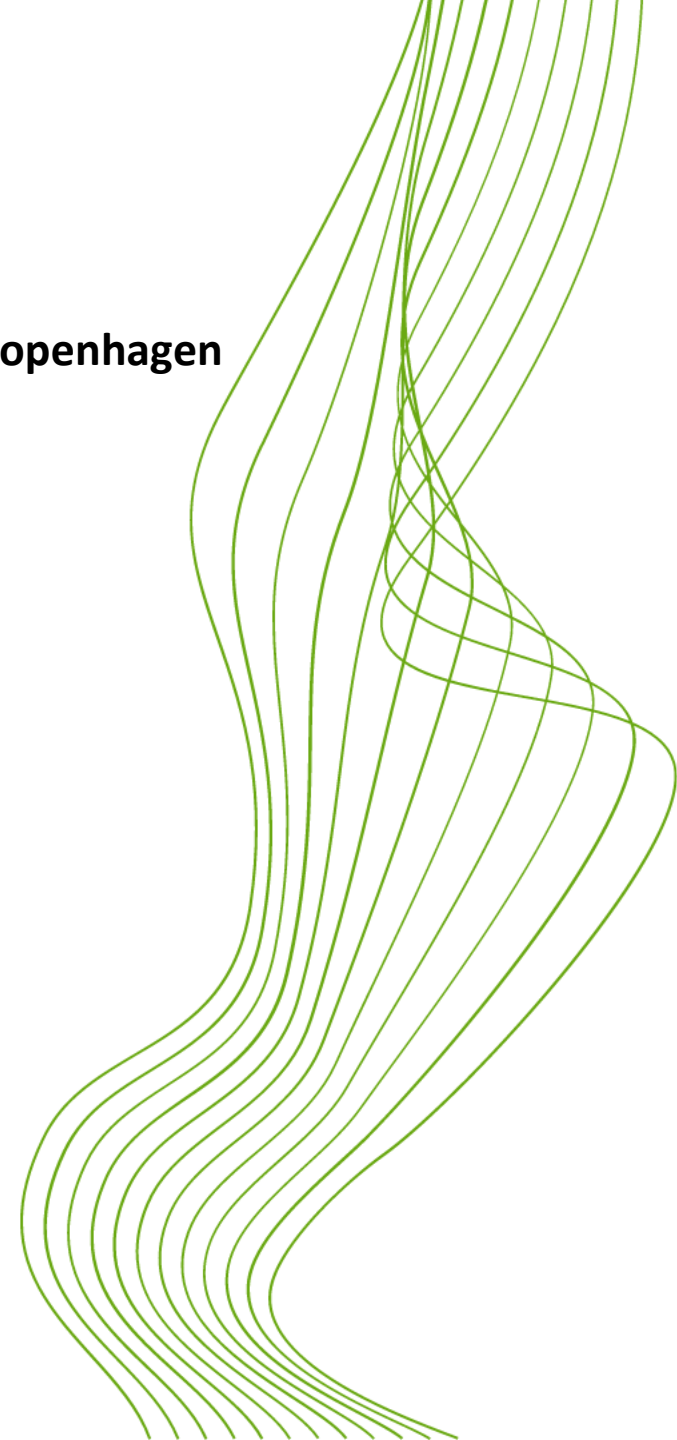
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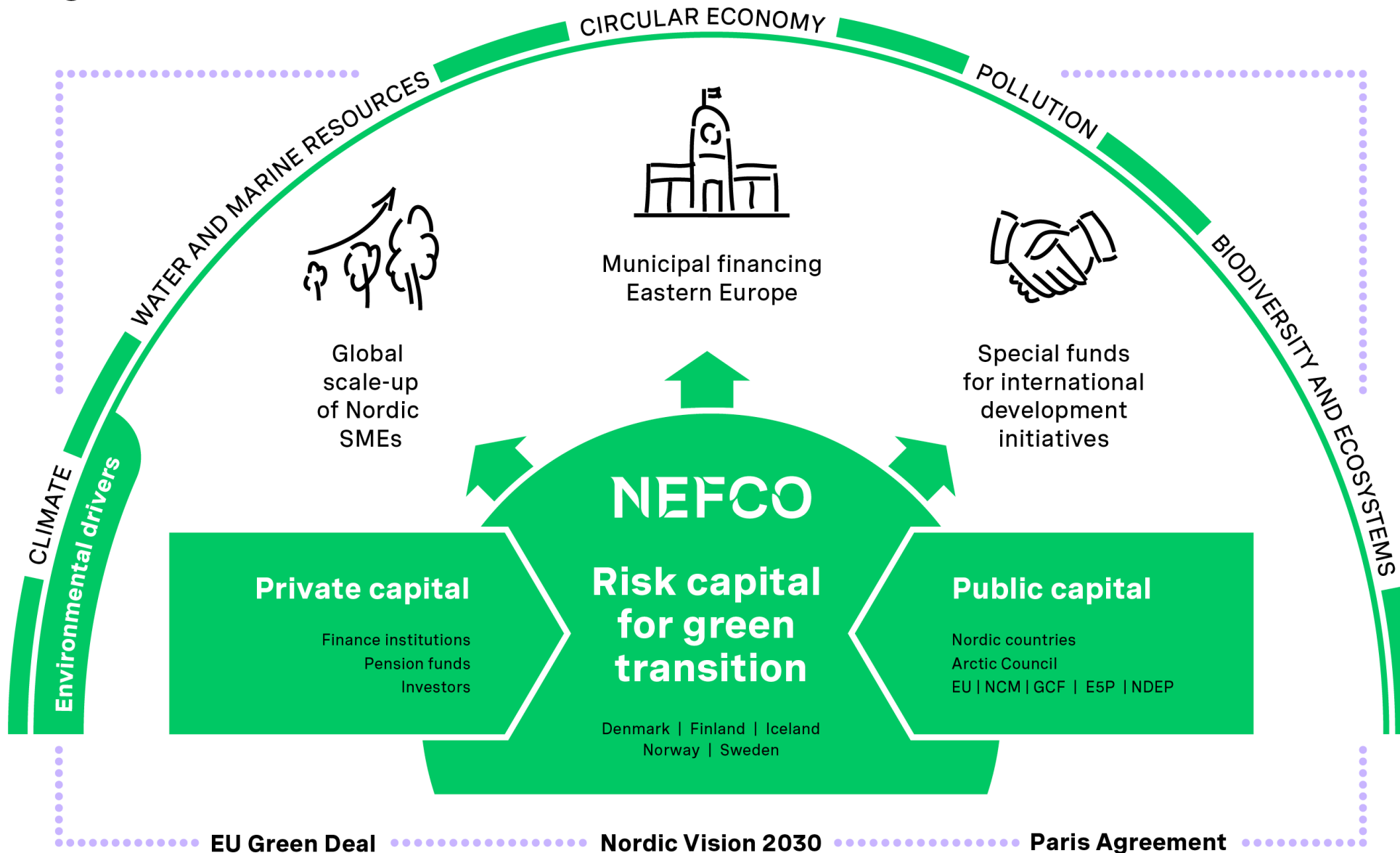
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Accelerating the green transition

Through small and medium-sized green projects



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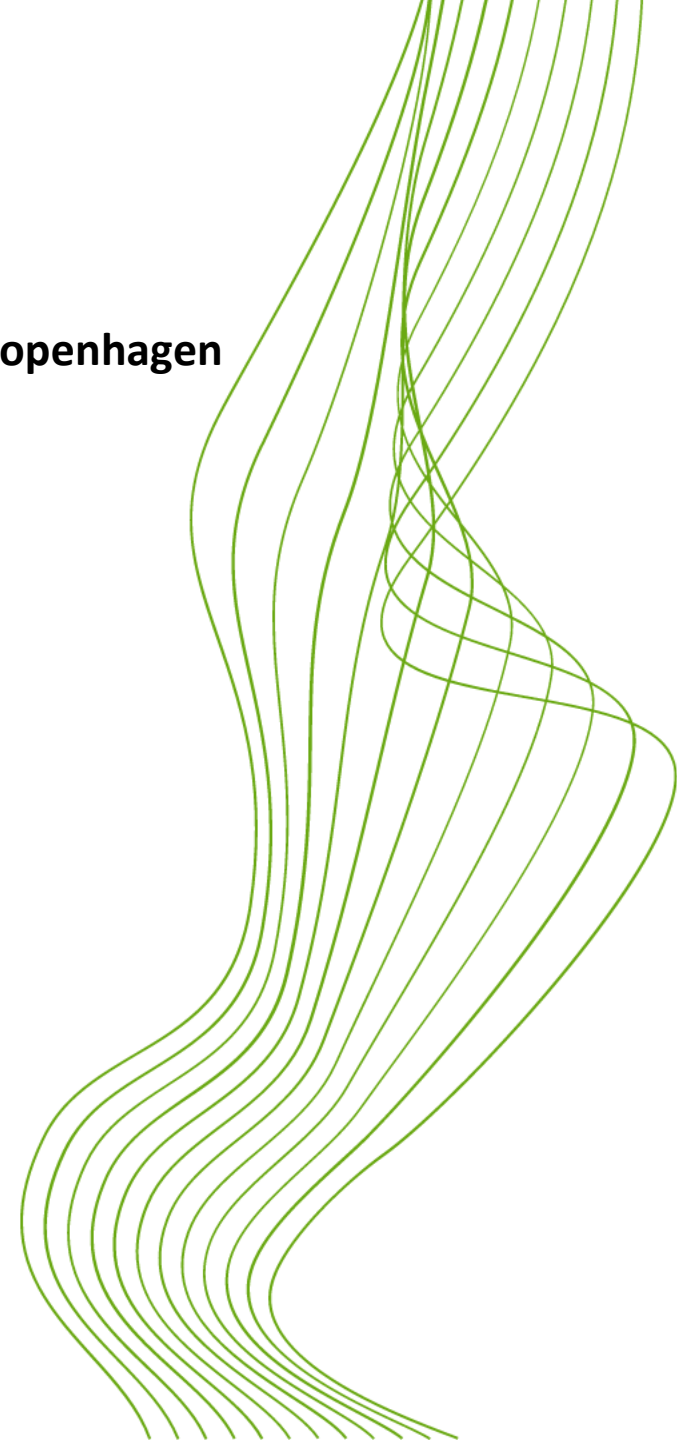
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Energy Business in UA in current conditions

Green Energy Export Day 29.08.23

Jørgen Ægidius, Sales Director, Export

Email: Jorgeen.aegidius@kingspan.com / mobile: +4540105273

Energy business in current conditions

- UA district energy market
- Background
 - Pre-war business set up, and history
 - DH coverage, value, lengths, condition
- Current situation
 - Huge need to repair and renovation of infrastructure
 - Difficult to run export business from EU
 - Humanitarian aid supplies to KTE
 - Very low tendering activities by IFI's and local utilities
- Preparations for post war
 - Exploring new sales channels
 - Collection of market info
 - Kingspan UA technology compus in preparation

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Green Energy Export Day '23

UA DH energy market - Background

- The central DH sector have during the last 20 years been reduced by individual N-gas from approx. 65% to 40% coverage of residential heating
 - Lack of investments to renovate and upgrade existing old worn out production and distribution systems
 - Decreasing reliability in operations and increase of energy prices => Consumers decoupling from DH and converting to N-gas
- Initiatives to change this trend to reduce dependency of RU N-gas
 - Strong commitments for financial support from IFI's, however still problems to finance the local portion (approx. 15%) => slicing ambitious projects into smaller jobs
 - Growing interest and investments in RES and renovation of infrastructure and energy production
- Huge market potential - total length of DH networks in Ukraine, approx. 30.000 km
- Length of DH network in Kiev is among top 3 in Europe – (Moscow & Bucharest)
- Heat loss in pipe net is high: 16-23% - upgrade & renovation required
- GOST standards still prevails – although EN standard have been accepted
- Sales via local UA distributor & direct tendering for major projects
- Pre-war market for preinsulated pipesystems approx. 10 mEUR
- Price driven market – with local + RU & BLR competitors
- Total Cost of Ownership & Installation not evaluated in tender spec's



UA DH energy market – current situation

- Master plans shared by many utility companies during Rebuild UA indicates a huge need
- Sales channels and market conditions totally disrupted by the war
- Difficult conditions for export into UA
 - Clients creditworthiness & money transfer
 - Organizing of transport difficult and expensive
 - Lack of market intelligence
 - Lack of funding, only a few public tenders organized by IFI's
 - Local preference from clients – still having reference to old standards
 - Business ethics
- As a result only
 - Humanitarian Aid project of goods to KTE
 - Surplus equipment; generator etc to hospital in Kiev
 - Limited success in bidding process for above reasons
 - Only supply of a few standard orders



UA DH energy market – post war

- Preparations pending:
 - Strengthen local presence
 - Investigating new sales channels, representatives / local set up etc.
 - Collecting market info & understand the sales cycle – status quo or changes
 - Who to address – consultant, utility, contractor, developer
 - Where to go – overview of opportunities
 - What to discuss – project details
 - When to go – timeline of project cycle
 - Financing issues
- Participation in Rebuild UA.2
- Kingspan plans a 280 mEUR investment for establishing a technology campus in UA, planned for production of insulation products for construction and DH
 - The plant will include an approx 12.000 m² production facility for preinsulated products in accordance with EN253 + external storage facilities
 - Time schedule dependent on war activities



Thank you for your attention!

Jørgen Ægidius, Sales Director, Export

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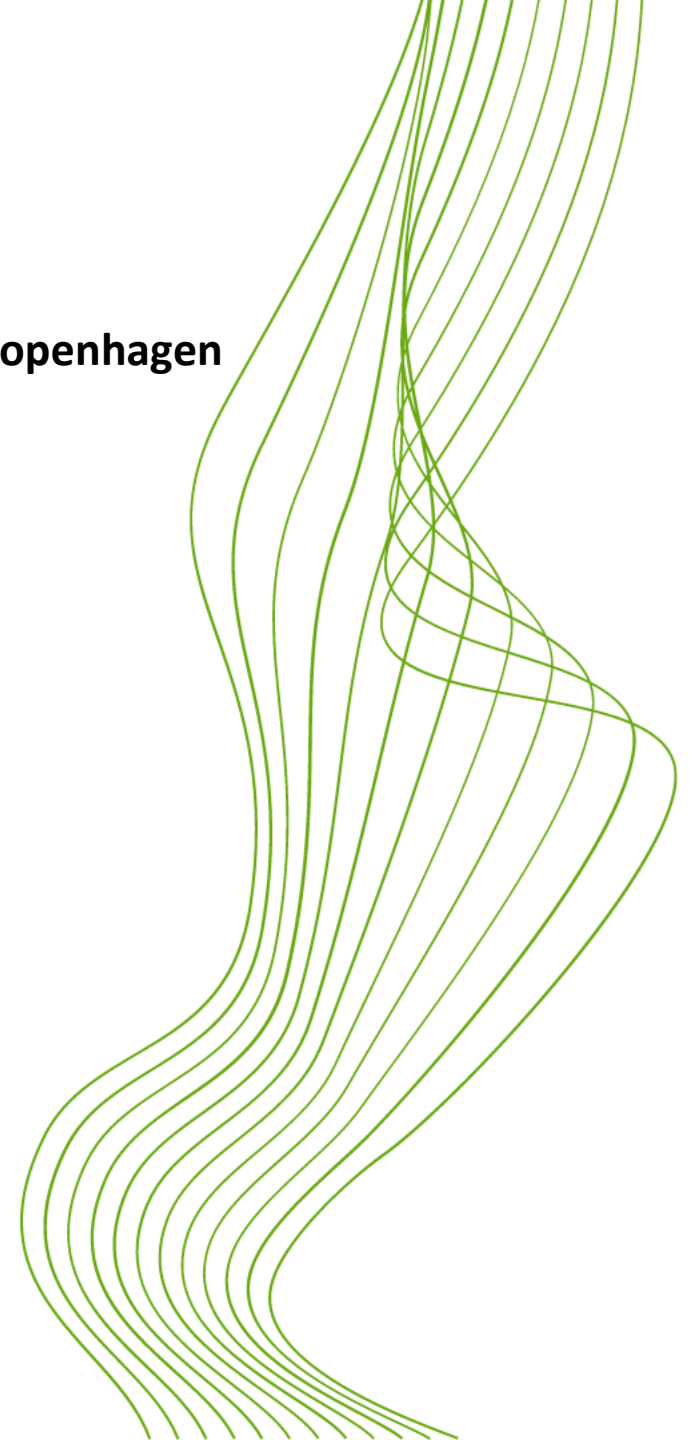
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Q&A






Danish Ukrainian Business Council (DUBC)

To complement Government-to-Government activities and allow Danish and Ukrainian companies to take full advantage of the tools in the Ukraine Fund. The DUBC will promote and facilitate business relationships between Danish and Ukrainian companies, undertake sector deep dives, and engage finance institutions.

Services

1-2-1 Match-making 
Sector deep dives 
1-2-1 Assistance 

Focus Areas

New tech 
Green transition 
Industrial collaboration 

Secretariat

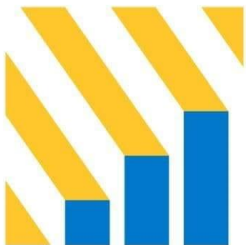
Confederation of Danish Industry
(1 staff)
Federation of Employers of Ukraine
(3 staff)

Contact

Denmark, Peter Helk, peh@di.dk
Ukraine, Olena Mochalova,
press@fru.org.ua

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Membership fees from 2024

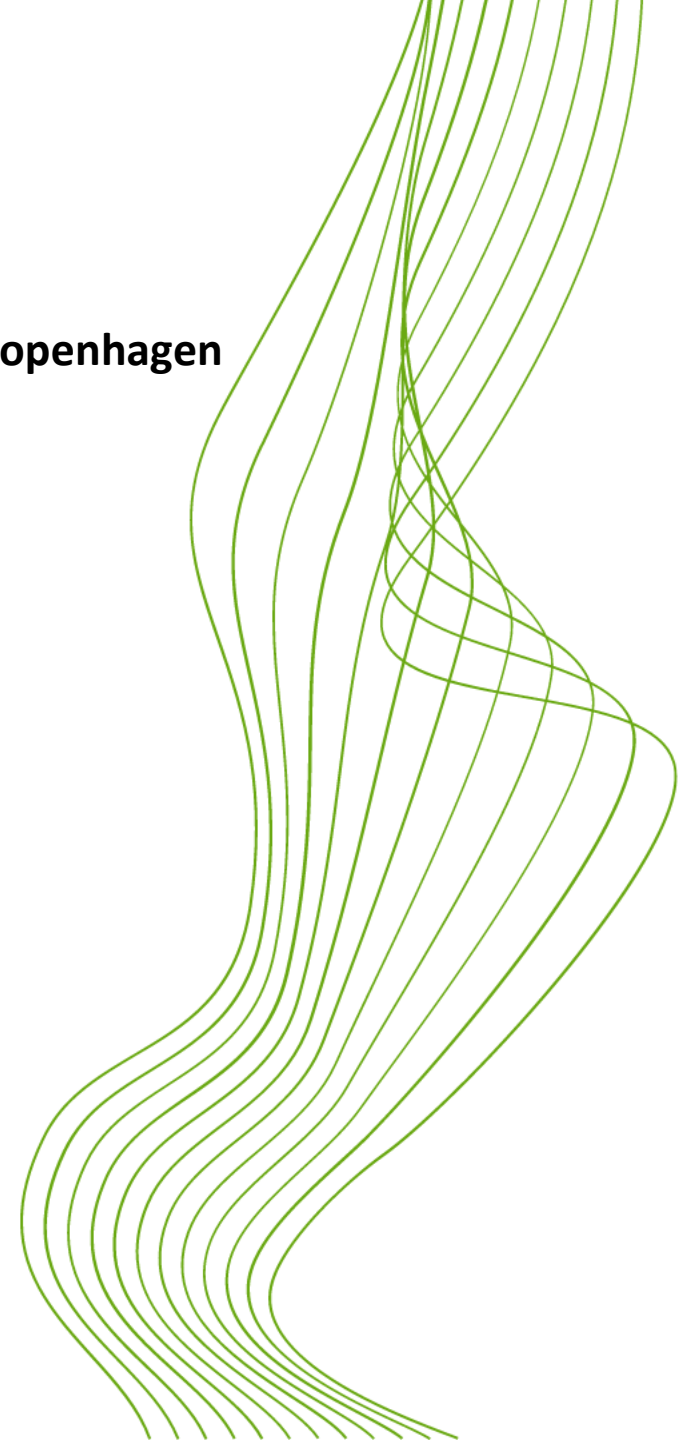


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THANK YOU !



GREEN ENERGY EXPORT DAY 2023 – PROGRAMME

SALEN

13+15

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HOUSE OF GREEN



08.30 MARKET PLACE OPENS

08.30 WORKSHOP #0

WIND ENERGY
EGP KOREA/JAPAN

10.00 OPENING: DANISH ENERGY EXPORTS - OUR PROMISE TO THE GLOBAL CLIMATE AND DANISH ECONOMY

10.45 MARKET PLACE – COFFEE

11.15 WORKSHOP #1

WIND ENERGY
GLOBAL MARKET OUTLOOK

DISTRICT HEATING
NETHERLANDS

ENERGY EFFICIENCY
USA (+ASIA BRIEF)

GREEN HYDROGEN
DANISH EXPORT CASE

DENMARK-INDIA
GREEN PARTNERSHIP

12.15 MARKET PLACE - LUNCH

13.00 WORKSHOP #2

WIND ENERGY
SCALING UP FOR EXPORTS

DISTRICT HEATING
GERMANY

ENERGY EFFICIENCY
EUROPE

GREEN HYDROGEN
USA

BIOENERGY
EUROPE (DE+PL)

14.00 MARKET PLACE – COFFEE

14.30 WORKSHOP #3

WIND ENERGY
MARKET MATURITY

REBUILD UKRAINE
BUSINESS / FINANCE

ENERGY EFFICIENCY
GERMANY

GREEN HYDROGEN
EUROPE

BIOENERGY
USA

15.30 AMBASSADOR'S ROUNDTABLE: SEIZE THE OPPORTUNITY

16.00 RECEPTION AT TOP TERRACE

