

21-25 March 2022

Invitation

**MEET AND
PRESENT
YOURSELF TO THE
CHILEAN AND
CALIFORNIAN
POWER-TO-X
PROJECT
DEVELOPERS AND
VALUE CHAIN**

Co-financed by



**MINISTRY OF
FOREIGN AFFAIRS
OF DENMARK**
The Trade Council

Hydrogen Denmark and the Danish Embassy and Trade Council in Chile and USA invite you to join the Virtual Business Seminar on Power-to-X development in Chile and California March 21-25, 2022

Includes:

- An introduction to the Chilean and Californian PtX markets and concrete projects
- A window of opportunity to present your solutions to the stakeholders in both markets
- Presentations from the main project developers and organizations
- Contact details and a chance to build up or strengthen existing business relationships

Get to know the Chilean and Californian markets

Chile

With the launch of the National Green Hydrogen Strategy in November 2020 Chile has positioned itself as a regional front runner and ambitious actor in creating a green hydrogen economy. The ambition is to establish 5 GW electrolysis capacity before 2025 and be among the major hydrogen exporting countries in 2040. McKinsey has estimated the market size to above 430 billion USD in 2030 and a number of large project developers are currently working on establishing PtX capacity.

The huge amount of natural energy resources, especially solar and wind, as well as the vast territory gives Chile optimal conditions for producing and exporting green hydrogen at very competitive prices. The large number of international project developers operating renewable power plants in the country and the openness of the economy and energy sector to competition furthermore create an interesting business opportunity.

California

Although the American market is often seen as a slower moving market when it comes to industrial energy transition, several factors point to the US establishing itself as a potential hydrogen world leader. In 2021, the US Department of Energy launched the so-called Hydrogen Energy Earthshot, several green hydrogen projects were announced, and the Build Back Better plan offers additional support for the sector. hydrogen-based products.

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In the US, California is poised to become one of the key states for hydrogen for several reasons: First, its abundance of renewable energy and associated potential and existing curtailment challenges. Second, its ambitious and supportive policies incl. a clean fuels standard, carbon pricing and net zero targets. Finally, its high representation of heavy industry – California is the seventh largest industrial emitter which presents a big off-take opportunity for replacement of fossil fuels with

Objective of the export promotion

The export promotion activities will introduce Danish technology providers to the local project developers through meetings, creating a direct contact with potential Chilean and American buyers and partners throughout the complete value chain. The main aim is to establish a dialogue between Danish providers throughout the entire value chain and project developers; however, it is the responsibility of the individual Danish companies to further conduct the dialogue bilaterally.

Activities

The export promotion consists of a series of virtual meetings, including:

- Pre-meeting with a detailed introduction to the Chilean and American (represented by California) PtX market, overview of the main project developers and pilot projects, and information about business conditions and the general energy market in Chile and California. The meetings will be arranged by the Danish Embassy in Santiago and Trade Council North America.
- Series of meetings with the largest project developers in Chile and California with planned activities in PtX, including presentation of priorities, investment plans and commercialization.
- The participating Danish companies will present solutions and expertise to the project developers in a direct dialogue, sharing contact details as well.
- A dossier with company information on the Danish companies will be shared with the Chilean and Californian project developers and stakeholders prior to the meetings, and a report with information on the local stakeholders concrete activities will be sent to the Danish companies as a preparation to the meetings.

Participation

Please fill out the binding registration form (see below) if your company is interested participating. The costs for participation are DKK 3,315 per company. By signing the document, you will agree to fill out the subsidy form "Virksomhedsskema," which you will receive once your registration is completed.

For more information please contact

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BINDING REGISTRATION

Meet and present yourself to the Chilean Power-to-X project developers and value chain via a virtual platform from 21st to 25th of March 2022.

Price: DKK 3,315 excl. VAT

Participation in virtual meetings with Chilean PtX project developers.

The price is calculated on a basis of five participating companies and an approved 75 per cent subsidy from the Trade Council.

NOTICE: You will also receive the form "Virksomhedsskema", which we kindly ask you to complete, once you have handed in your registration. The subsidy form must be filled out with information on the Danish company in charge of the activity (local company address is not valid). We reserve the right to offer you participation at a different price should any of the above criteria's change. Should this result in a higher price than quoted, you have the right to cancel your participation.

Company

Address

Postal Code

City

Danish CVR number

Contact person

Participating person

Title

Mobile & e-mail

Date, signature

Company stamp

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