

2-5 November 2021

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# Invitation

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

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*Co-financed by*



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

# Hydrogen Denmark and the Danish Embassy and Trade Council in Chile invite you to join the Virtual Business Seminar on Power-to-X development in Chile

## November 2-5, 2021

### Includes:

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

### Get to know the Chilean market

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.

### 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 buyers throughout the complete value chain.

The main aim is to establish a dialogue between Danish providers throughout the entire value chain and Chilean project developers; however, it is the responsibility of the individual Danish companies to further conduct the dialogue bilaterally.

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## Activities

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

- Pre-meeting with a detailed introduction to the Chilean PtX market, overview of the main project developers and pilot projects, and information about business conditions and the general energy market in Chile. The meeting will be arranged by the Danish Embassy in Santiago.
- Series of meetings with the largest project developers in Chile with planned activities in PtX (Engie, HIF Global, Enel Green Power, Aker, AES Gener and Colbun), 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 project developers prior to the meetings, and a report with information on the Chilean project developers and 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 2nd to 5th of November 2021.

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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