



## **TOUR DE FRANCE:**

### **DISTRICT HEATING AND COOLING BUSINESS TRIP**

#### **PARIS – BORDEAUX, APRIL 10-13, 2018**

Sweheat & Cooling arrange the district heating and cooling “Tour de France”. This will give an excellent overview of the extent of technologies and actors and will provide for Swedish companies an excellent opportunity to present their solutions and discuss business possibilities with major French companies (Engie, CPCU, Bouygues).

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DHC in France were initially underdeveloped due to electric heating incentives: nowadays 7% of dwellings are connected to a DHC with an equivalent of 2,200,000 sqm.

Growth opportunities are huge, and regulation is highly helping: tax reductions, state subsidies, 30% DH share is the goal by 2030, construction rules. More than 90% of new city development projects include a DHC.

DHC market in France distinguishes by the presence of only a few big utilities (EDF, Engie, Veolia, Dalkia), the specific contracting schemes and the extent of technical solutions implemented. These operators are also active in countries like Poland, Spain, UK.

Sweden as a country has a very strong brand in France and is well known for its innovations and its products' quality. The key objective of this business trip is to provide an exchange forum for Swedish companies to present their solutions and consider business partnerships possibilities.

The business trip focuses on two French regions: Paris and Bordeaux.

1. CPCU is Paris district heating: it was constructed in the 20s using a steam distribution solution and mainly fueled by waste combustion. It is one of the widest district heating in Europe. The main concerns today are the management of the distribution system and the switch to a hot water distribution. CPCU is a joint-venture between ENGIE and the City of Paris. Opportunity to build relation with Engie!
2. Ginko is a new smart city in Bordeaux. It is a combined heating and cooling network fueled by biomass and has a low temperature distribution loop. ENGIE develops it in cooperation with Bouygues Immobilier as real estate developer. ENGIE manages a large number of existing DHC in the region and has recently won several new bids to develop new DHC.

#### **PROGRAM (time slots to be confirmed):**

##### **April 10: Paris**

- Afternoon meeting with Bouygues (and maybe EDF).
- Internal network dinner.

##### **April 11: Paris**

- A full day with Engie, CPCU and Climespace. Focus on Smart Asset Management Distribution. Time for face-to-face meetings.

##### **April 12: Bordeaux**

- Engie Bordeaux, Ginko Smart City development.

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PRICE:

4 000 SEK (+VAT) for the meeting with Engie in Paris, including prequalification process.

2 500 SEK (+VAT) each for the other two meetings.

Additional fees if customers are invited for meals. PRICE can be reduced if we get state support.

Antoine Jay and Håkan Knutsson have planned this tour. Thibaut Mauron and Håkan Knutsson will coordinate the tour.

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QUESTIONS:

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RSVP – deadline to apply: March 15, 2018.