

TOUR DE FRANCE:

DISTRICT HEATING AND COOLING BUSINESS TRIP

PARIS – BORDEAUX, FEBRUARY 2018 (early Feb, dates to be confirmed)

Sweheat & Cooling will 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, EDF, CPCU).

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% strategic 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 with a focus on 3 district heating and cooling:

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. Nanterre Coeur d'Université is a new smart city part of the La Défense business district. It is under development and used closed-circuit geothermal technology. This combined heating and cooling network is developed by EDF Optimal Solutions which is the DHC development sister company of EDF.
3. 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 competitions to develop new DHC.

This venture will be handled by Antoine JAY:

Antoine Jay, a French energy engineer (recently installed in Sweden) with experience in renewable energies, energy efficiency and district heating and cooling (DHC), has worked 7 years on contractual and technical design of both new and existing DHC as an adviser to utilities, municipalities and property companies





PRELIMINARY PROGRAM:

DAY 1: Paris

- Morning and working lunch: CPCU
- Afternoon: Nanterre Coeur d'Université – EDF Optimal Solutions and Bouygues Immobilier

DAY 2: Bordeaux

- Morning and working lunch: Ginko – ENGIE and Bouygues Immobilier (Engie has recently won the DHC development contract and is willing to discuss opportunities on it)
- Afternoon: Vineyard visit

PRICE INDICATION:

3 000-4 000 SEK (+VAT) per customer meeting.

Additional fees if customers are invited for meals.

Detailed price offer will be sent to the companies who have registered their interest.

SweHeat has no state support. Participating Small- and Medium Sized companies can though apply for support.

<https://www.verksamt.se/utveckla/affarer-med-andra-lander/finansiering/export-och-internationell-etablering>

SweHeat will help you with the application.

Tours to Germany, Poland, Lithuania, China are also planned for the spring 2018, which can be included in an export support package for Small- and Medium Sized companies.

QUESTIONS:

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Antoine is present at the Celsius Conference, Nov 27.

RSVP:

Send an email "letter if interest" before Nov 30. Then we proceed with the listed group.