



EU INDUSTRY WEEK 2021

#EUIndustryWeek

CHEAPER THAN ELECTRIFICATION

*How **solar heat** will replace oil and gas in the **EU industrial sector***

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INNOVATIVE BUSINESS MODELS FOR SHIP

CAROLINE THIAVILLE

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NewHeat, a supplier of renewable heat, at competitive cost

Waste heat recovery



Solar thermal installations



Heat storage



Newheat's activity: managing the whole project's life cycle
Finance - Design - Develop - Build - Operate



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Main challenges for SHIP projects

- ✓ **Competitiveness of SHIP**

 - Subsidized or not subsidized ?

 - A new hope ? Carbon price (39,97€/tCO₂e on 12/02/2021)

- ✓ **High upfront CAPEX**

- ✓ **Complex and risky project development phase (design and cost estimate, permits, land lease, subsidies...)**

- ✓ **Lack of time resources**

- ✓ **Additional costs for the Project Sponsor vs Turnkey**



An innovative business approach to meet industrial customer needs

“Pay at the energy meter” (Third party finance)

- ✓ All the costs are borne by the Project Sponsor (engineering studies, procurement, operations...)
- ✓ All the procedures are submitted by the Project Sponsor (regulatory procedures, land lease contract, application for public grants...)
- ✓ Visibility over the final total cost of heat and **no risk for the consumer**
- ✓ Customer pays the energy at the meter, **all included** (€/useful MWh)

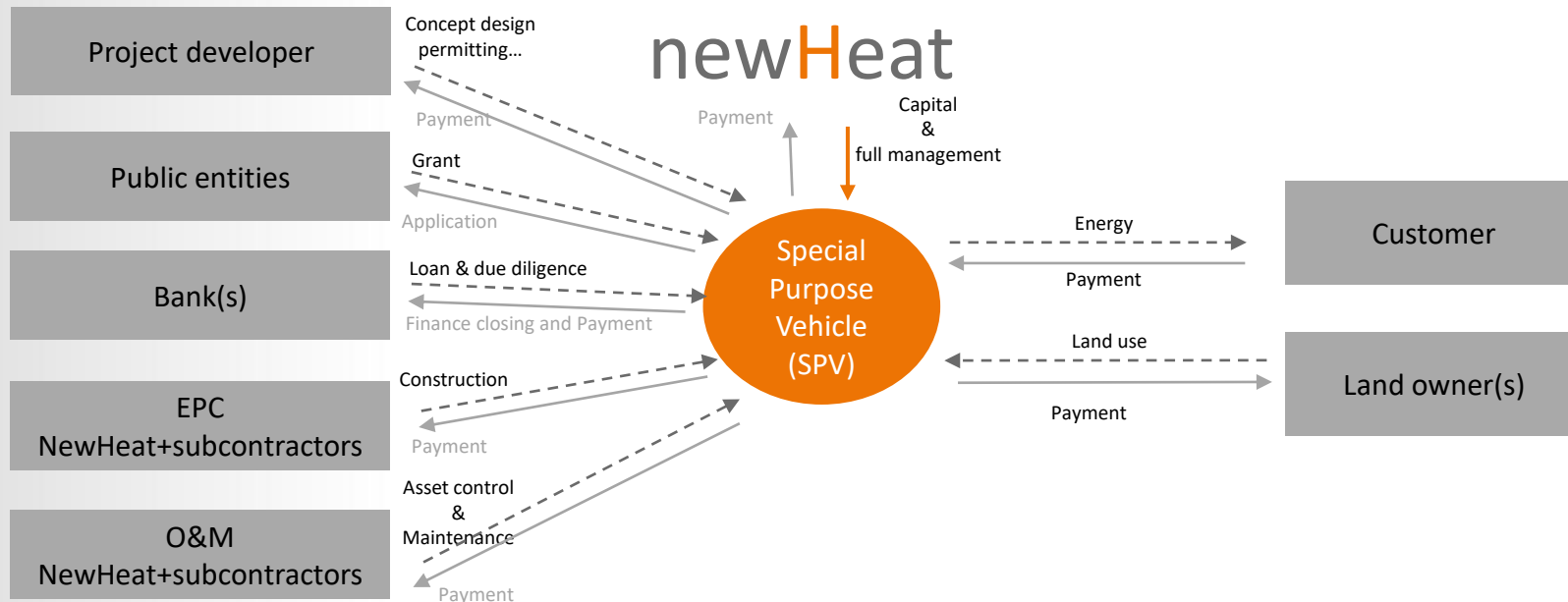


Key benefits for industrial customers

- ✓ Decarbonize your processes
- ✓ Without taking any risk and with very limited resources
- ✓ At no cost (neither investment, neither on heat sourcing)
- ✓ Hedge against combustibles, electricity, CO2 price increase and volatility



Organization diagram “Pay at the energy meter”



Newheat's project references



Condat Papermill – LECTA Group
Condat-sur-Vézère, Dordogne
Peak power : 3,4 MWth
Commissioning date : Jan 2019

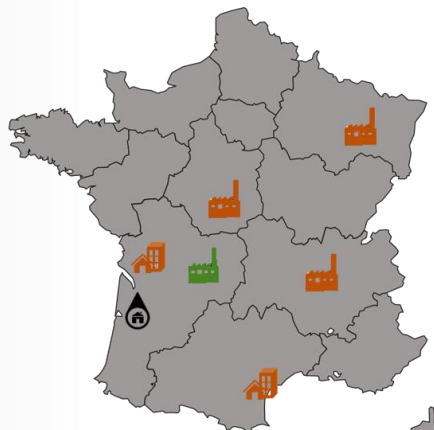


Malteries Franco-Suisses – Boortmalt Group
Issoudun, Indre
Peak power : 12,7 MWth
Commissioning date: Dec 2020



District heating – City of Pons (DALKIA)
Pons, Charente-Maritime
Peak power : 1,4 MWth
Start of construction : Jun 2020

40 MWth in operation or under construction



NewHeat's headquarter



Project in construction or ready to build



Project in operation



Lactalis - dairy ingredients
Grand Est region
Peak power : 13,1 MWth
Start of construction : Dec 2020



Bouyer Leroux - Clay block industry
Auvergne Rhône Alpes region
Peak power : 7,8 MWth
Start of construction : Dec 2020



District heating – city of Narbonne (DALKIA)
Narbonne, Aude
Peak power : 2,3 MWth
Start of construction : Jun 2020

- ✓ **International capability in EU (and worldwide with industry corporates)**
- ✓ **Projects under development in Eastern Europe : ~ 15 MW**



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Thank you!

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