



Chances for Dutch businesses in the Brazilian sustainable energy sector (offshore wind and hydrogen)

How can the ***International Clean
Energy Partnership*** (ICEP) support
the Dutch business sector

Offshore wind, green hydrogen and port
development in Brasil

Rotterdam, November 3rd, 2022

Why ICEP?



Support in **trade promotion** and in **positioning** of Dutch businesses that offer renewable energy products and services abroad through:

- Facilitating **trade organisations** and **export groups** in their positioning abroad and in framing of the Dutch USP's in particular;
- Organisation of **trade missions** (both 'in and out');
- Production of **sector guides** and (country) **market studies**;
- Organisation and active participation in **conferences and trade exhibitions** (inside and outside NL);
- Linking of Dutch businesses with our **embassy network** and with **foreign companies**
- Focus on **target countries** but **flexible** when serious market opportunity pops up.



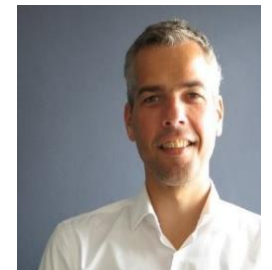
Offshore Wind Energy

- Coordinating role in consultations with trade organisations (HHWE, NWEA, IRO, NMT);
- Active partner in the public-private sector platform [Wind & Water Works](#);
- Organisation and support in incoming and outgoing missions and webinars;
- Info/contact point for trade colleagues at the Netherlands embassy network;
- Support in market studies and development of export guides ([Offshore Wind Guide](#));
- Active role in number of key offshore wind events.
- Focus countries:
Prio 1 : France, Ireland, Poland, Baltics, USA, China, Japan, Korea and Taiwan;
Prio 2 : England, Scotland, **Brazil**, India, Indonesia and Vietnam.



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Green Hydrogen

- Dutch hydrogen sector is growing: from SME's up to large energy companies
- Focus on business opportunities abroad and focus on development of international supply chains of hydrogen
- Leading role in the further development of the *Platform Waterstof Internationaal* (PWI)
 - Creation of consortia and recruiting of members (now **150** members of which **90+** companies) bringing together of sub-themes;
 - Knowledge dissemination (website, newsletters) and providing topical information (events calendar, EU calls, etc.)
- Organisation and support in incoming and outgoing missions and in webinars;
- Info point for trade colleagues at the Netherlands embassy network;
- Support in market studies and development of export guides ([Hydrogen Guide](#));
- Active role in number of key offshore wind events such as the World Hydrogen Summit (R'dam, 9-11 May)
- Focus countries: Germany, Belgium, Spain, Portugal, Nordics, Chile, **Brazil**, Uruguay, Australia, Gulf region, Namibia, South-Africa, USA, Canada. (CERF focus countries among others: Morocco, Egypt, Jordan and South-Korea)



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