



CLEAN

Growth and export potential within Green energy solutions.

Henrik Bjørnager Jensen, International Director

CLEAN

- CLEAN is the leading, green cluster organization in Denmark with **175 members** from the entire cleantech-sector
- CLEAN is a politically and technologically neutral platform, where Danish and foreign companies, knowledge institutions, organizations and authorities meet on equal ground, exchange knowledge and take part in new innovative projects



Core Members



WE PROMOTE GREEN GROWTH AND EMPLOYMENT

Purpose

CLEANs overall purpose is to promote green growth and employment to benefit Danish companies.

This happens through our project activities within 5 main areas



Areas of action

- INNOVATION & PROJECT DEVELOPMENT
- TEST & DEMONSTRATION
- **INTERNATIONALISATION**
- CHALLENGES IN SOCIETY
- EDUCATION & ENTREPRENEURSHIP

WE WORK WITH ALL CLEANTECH-RELATED TECHNOLOGIES AND SERVICES

Cleantech is a common name for all products, technologies and services that contribute to reducing the use of energy and resources, increasing the share of renewable energy, recycling and reuse, or reducing environmental problems. At the same time, the product or service should have commercial potential

In other words, **cleantech describes the market for more sustainable solutions.**

Focus on potential specifics



EXPORT ACTIVITIES

OUR ROLE - INTERNATIONALLY

We are dedicated to ensuring a broad international outreach as well as strengthening the international focus on Danish cleantech solutions, mainly within energy efficiency

- CLEAN develops projects revolving around **innovative, integrated solutions** through **attractive partnerships** across national borders
 - Identify and initiate projects and partnerships
 - Facilitate partnerships and projects within the focus areas
 - Develop projects together with committed companies, partners and clients
 - Coordinate the internal work between partners and keep contact to the client in connection to projects and financial solutions
 - Negotiate concrete financial solutions and agreements with financial institutions

A FOUNDING PARTNER OF THE INTERNATIONAL CLEANTECH NETWORK

Objective

- **Open up new markets** to member companies by providing market insights and unique knowledge
- Facilitate **partnership building** across clusters between companies, knowledge institutions and public authorities
- Help cleantech clusters/alliances achieve objects of **growth, export and internationalization**



MONGOLIA



Refurbishment of Darkhan District heating, supply to 100,000 inhabitants.

Project sum: approx. 150 million DKK

Partnership: Danfoss, ABB, Kamstrup, Logstor, Desmi, OE3i, COWI

Status: FS finished and waiting for State Guaranty

USA BRIDGEPORT



Bridgeport waste heat from incineration plant to district heating

Total project sum 180 mio DKK

Partnership: ABB, Logstor, Damgaard, Niras, Danfoss, DESMI, Oe3i, Kamstrup

Status: Exclusive agreement signed

CHINA DESK

- China Desk will develop and realize the business potential that lies within the regional and city relationships there are between China and Denmark.
- CLEAN is working in several international networks which can identify challenge owners in China.



FOCUS – CLEAN

Thematic

Geographical

Member and market driven

Expertise

- Many years focus, legislation
- Good, reference cases

INTRODUCTION

C40CITIES
CLIMATE LEADERSHIP GROUP



2 C40 - MEMBERS, FACTS & FIGURES

C40
CITIES
CLIMATE LEADERSHIP GROUP

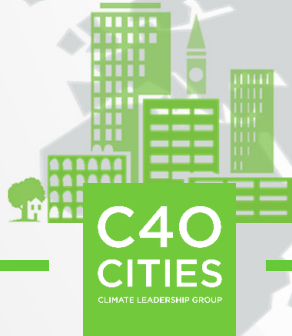
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C40 MEMBER CITIES REPRESENT:



600+

Million people



25%

of global GDP

C40 potential

Emission reduction potential of over 1 billion Tonnes of CO₂.

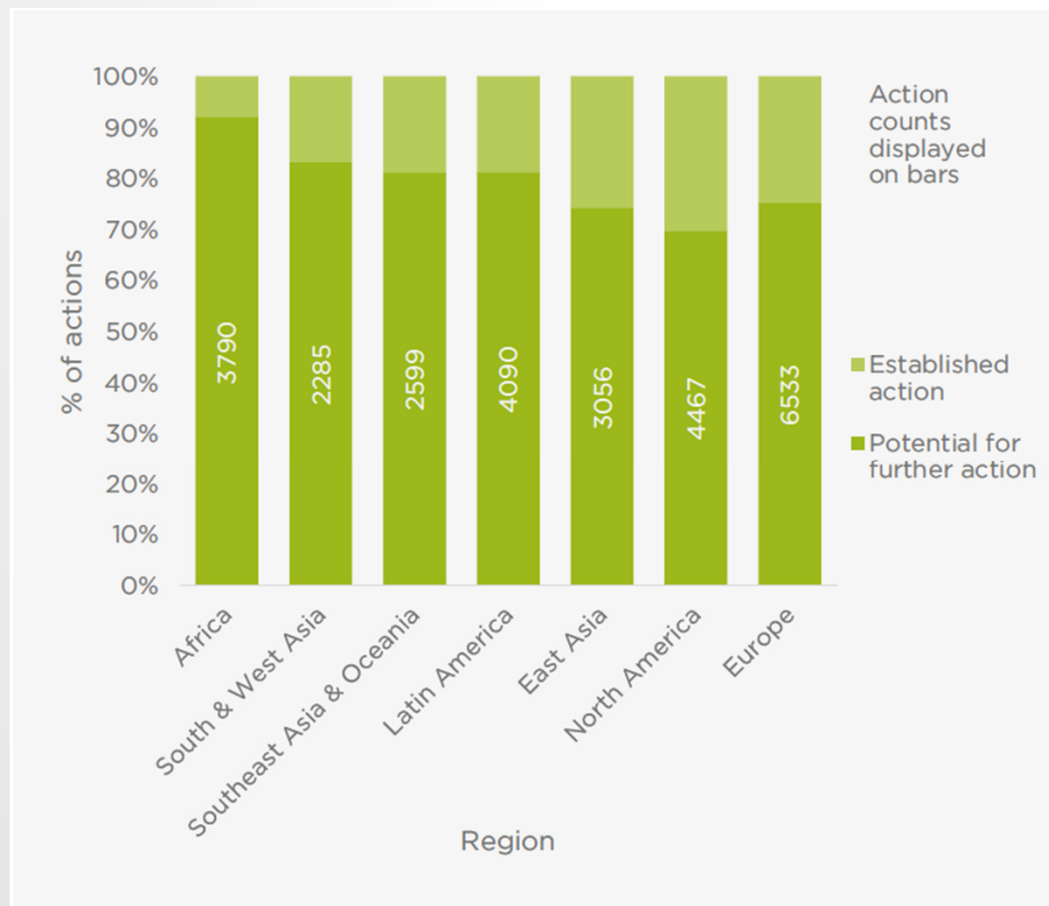
INTRODUCTION

BUILDING ON COP21 MOMENTUM



INTRODUCTION

POTENTIAL FOR CLIMATE ACTION



INTRODUCTION

NEED FOR PUBLIC PRIVATE SECTOR COLLABORATION

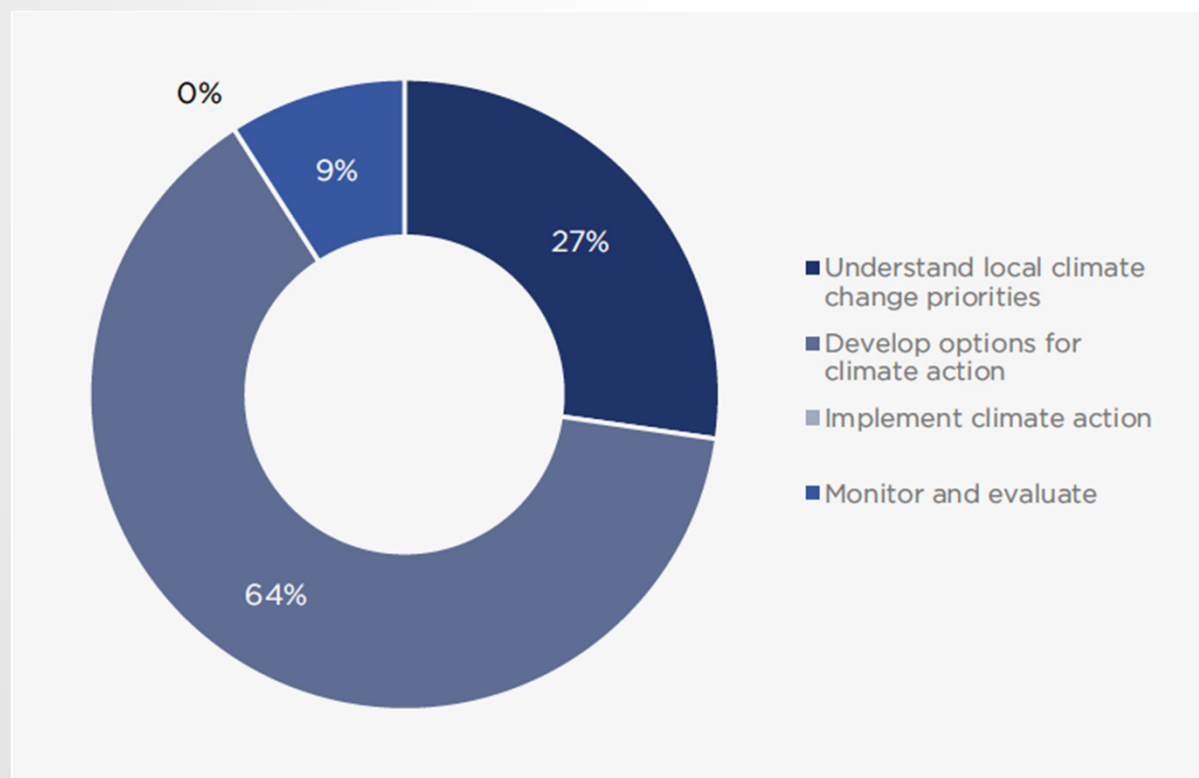
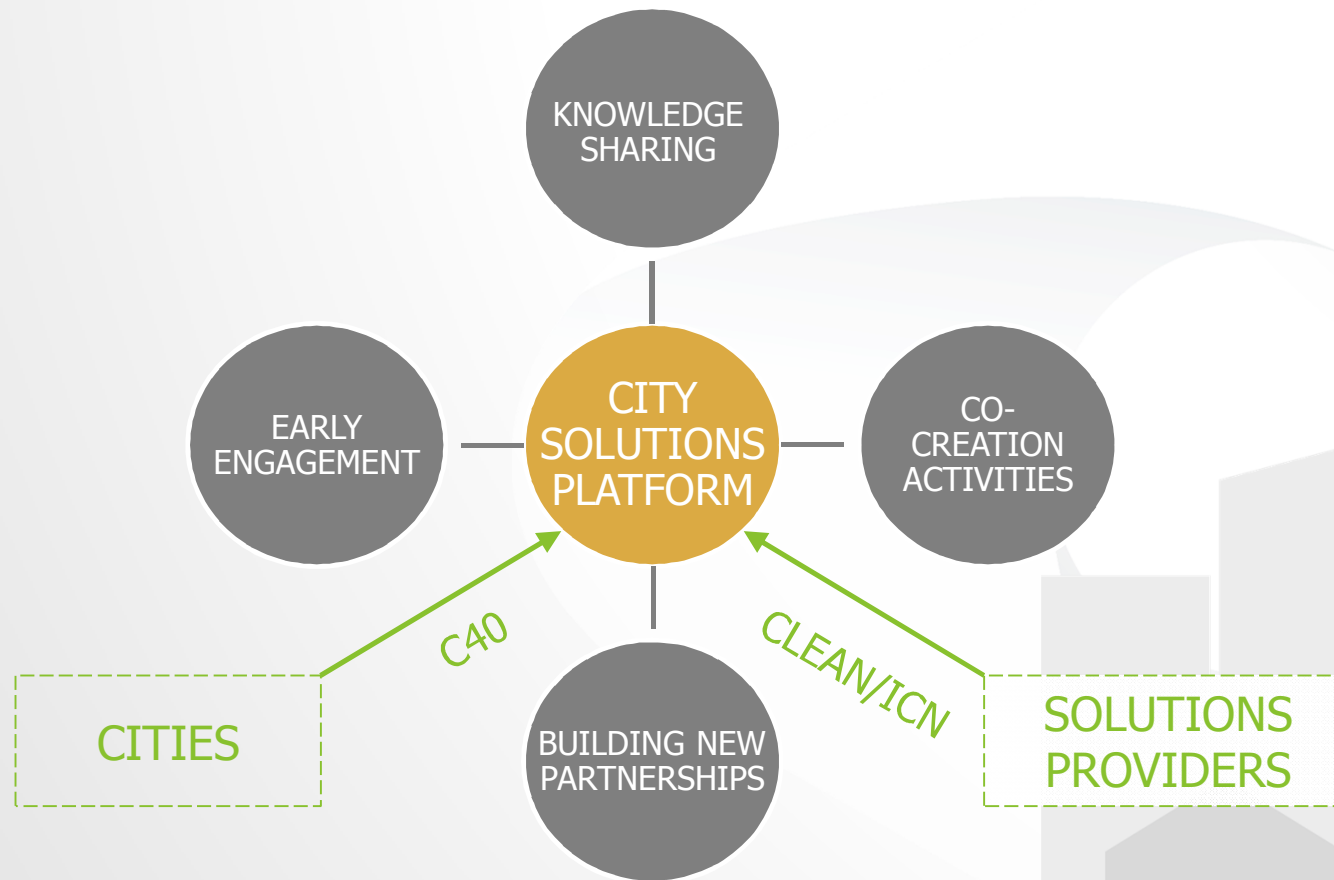


FIGURE 2: Frequency with which private sector Technology and Infrastructure challenges are linked with each stage in the project delivery cycle, across regions and sectors

SOURCE: C40 City Potential for Climate Action 2015

PROJECT OVERVIEW

PROJECT CONCEPT



PROJECT OVERVIEW

PROJECT OBJECTIVES

- By accelerating the implementation of sustainable urban solutions globally in C40 cities, the City Solutions Platform will deliver on the following objectives:
 - Build a **platform** for public and private entities to work together to **develop implementable city solutions** on the global stage,
 - Provide opportunities for **greater international visibility** of the innovative sustainable solutions developed by the participating firms,
 - Build **shared understanding** of the nature of the problems faced by cities, and the means available to the city to solve them, and the potential for climate action
 - Develop **innovative best-practice solutions** for megacities that can be replicated across the network of C40 cities and
 - Act as a **catalyst for deeper partnerships** between global cities and leading sustainable solutions providers.

POTENTIAL

Great

- Many go for gold (London, Dubai, Malaysia...)

Our angle is solutions, but major growth for related products

Partnerships – international

Early engagement – defining the right challenge and solution

Processes, tooles. Tender rules etc.

Local/city level - action

Mapping and segmentation

Questions?



THANK YOU FOR YOUR ATTENTION