



Meet the Buyer event

12 March 2020

Energy Storage Europe, Messe Düsseldorf (Hall8)

Am Staad, 40474 Düsseldorf (Germany)



Royal Vopak is the world's leading independent tank storage company. They operate a global network of terminals located at strategic locations along major trade routes.

Vopak is storing vital products with care.

We realize that our long-term success depends on our ability to innovate and respond to changing demands from both the market and society.

Today, the vital products we store are chemicals, oil, gases, biofuels and edible oils; in future, we may well store products like hydrogen and CO₂. While the products in our tanks are crucial to people's daily lives and the economy, they can endanger their health and the environment if stored or handled inappropriately. This comes with a huge responsibility; our role is to ensure safe, clean and efficient storage. Our commitment to care extends to all our stakeholders, including our own people, our customers and the communities in which we operate.

Meet the Buyer events offer **interesting opportunities for your company** to get in touch with the leading enterprises in a variety of business sectors. The event is **invite only** and will give you the chance to have an individual **one-to-one meeting** with **business development**. Join the event, establish valuable collaborations, pitch your products and services, and discuss business partnerships that can fast-forward your company's growth.

Interreg
North Sea Region
SCALE-UP
European Regional Development Fund





Buyer profile

What is their business?

Royal Vopak is the world's leading independent tank storage company. They operate a global network of terminals located at strategic locations along major trade routes. With a history of over 400 years, and a strong focus on sustainability, Vopak ensures safe, efficient and clean storage and handling of bulk liquid products and gases. Vopak enables the delivery of vital products ranging from oil, chemicals, gases and LNG to biofuels and vegoils. Vopak is listed on the Euronext Amsterdam stock exchange and is headquartered in Rotterdam, the Netherlands. Including the joint ventures and associates, Vopak employs an international workforce of over 5,700 people.

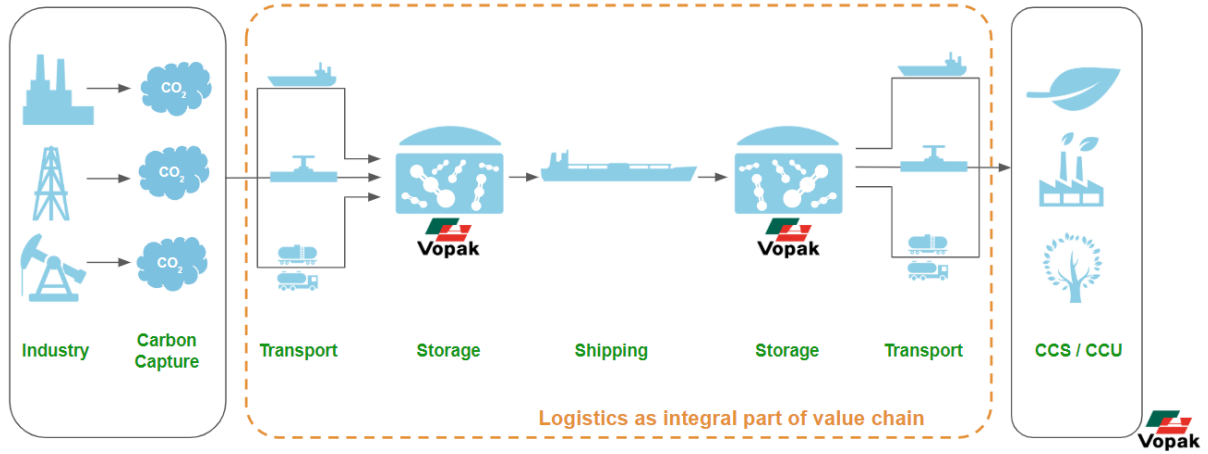
Building on the heritage

Vopak's history dates back to 1616. Its earliest ancestors stored and handled coffee, tea, cocoa, sugar, silk, spices and other products from all over the world for trading companies such as the Dutch East India Company, the world's first multinational company. Since then, much has changed. Dry bulk gave way to liquid bulk and the company grew, eventually establishing a presence on all the inhabited continents. Unchanged is that they are still loading and unloading ships and storing and handling products for multiple customers. Vopak has thus been connecting global trade flows for over 400 years. Looking forward, Vopak will continue to enable the delivery of vital products by building on their heritage and living the five Vopak Values: Care for Safety, Health and the Environment, Integrity, Team Spirit, Commitment and Agility.

What are they looking for?

Vopak is looking for innovations that can create value to new and existing supply chains. Specifically, they are looking for:

- Energy storage technologies
- Carbon capture
 - Direct air capture
 - Bio-energy with carbon capture and storage (BECCS)
- CO2 conversion
 - CO2-to-methanol
 - CO2-to-ethylene
 - CO2-to-fuel
 - CO2-to-x



How can you apply?

If you are interested in this opportunity, please contact **Giuliana Unger** by sending an email to g.unger@cleantechdelta.nl and briefly indicate the interest of your company in the Buyer's case. You can also contact your regional SCALE-UP partner.



SCALE-UP PARTNERS

This Meet the Buyer event is an exclusive invitation for companies associated with the partner organisations in the North Sea region. Cleantech member organisations have joined forces in the Interreg SCALE-UP project to enable cross-border business contacts between SMEs with green solutions and established large companies. The overall aim is to facilitate for innovative cleantech companies to scale up your start-up. Consultants at the member organisations help participants prepare the meetings and support them through the business process.

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