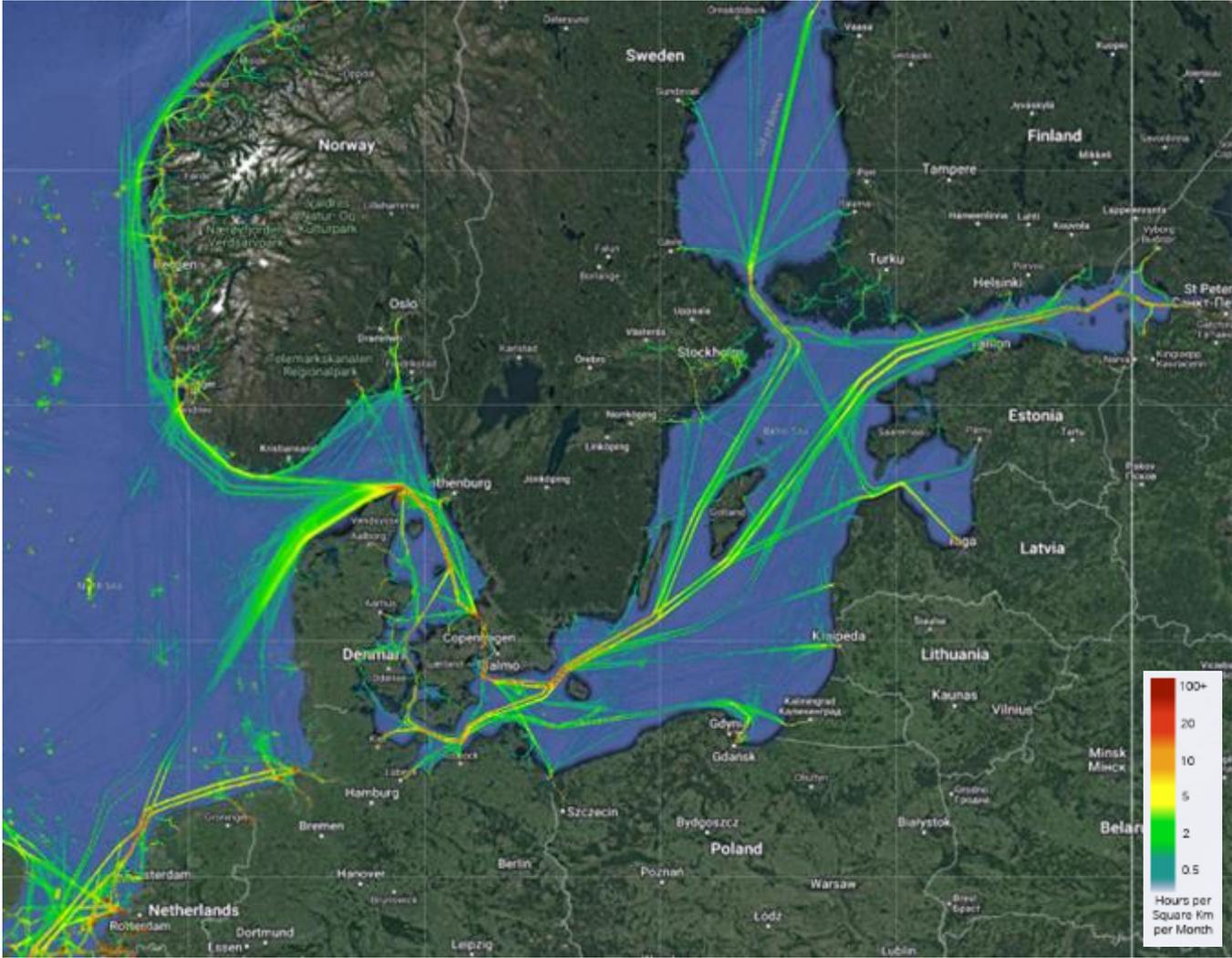


We show the world
it is possible

European Green Corridor Network

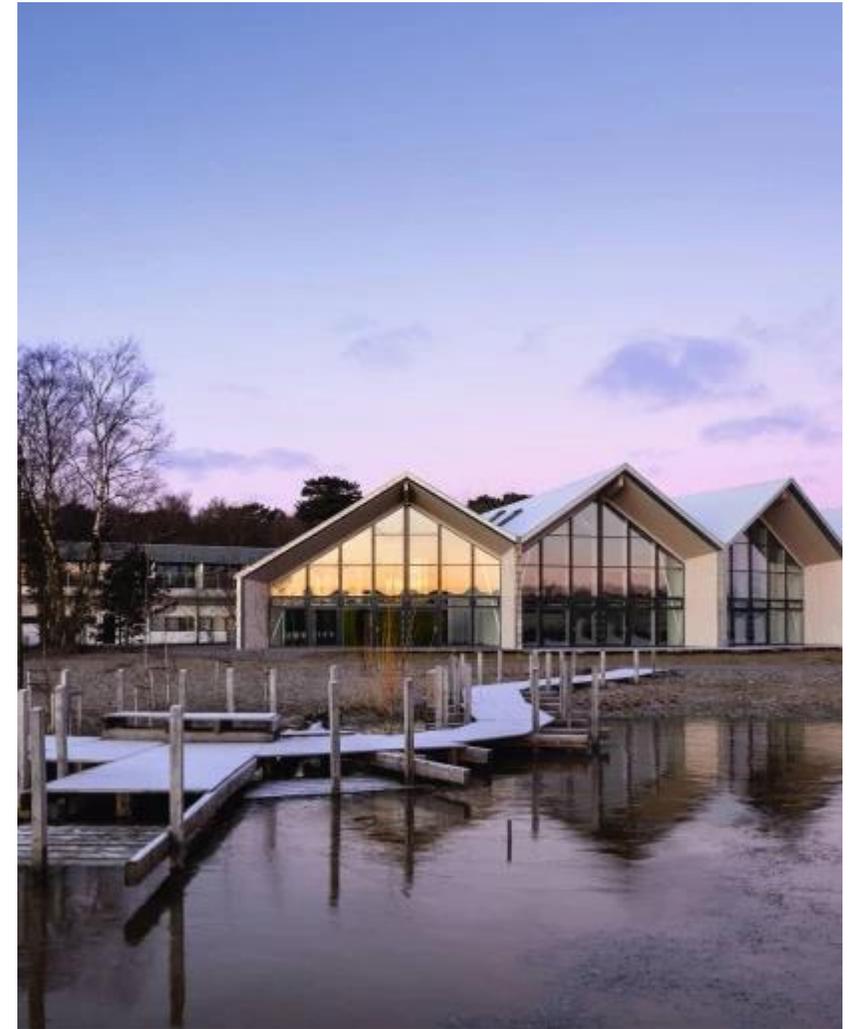
Workshop



Workshop

Progressing from here!

- How can we design a “pilot” project implementing a green corridor?
- What are the greatest barrier to get vessels on the water sailing on green fuels?
- How do we overcome these barriers?
- What else is important to consider?



Break-Out session

Port of Rotterdam

– Next steps

- Identify point-to-point route and find out where the fuel cost increase is translated the least into the price of the end customer. Doing so will provide us with the “go-to” segment(s) where the end-users would likely have the highest Willingness To Pay for the green premium.
- In addition, more detailed analysis should be done for the fuel consumption and bunkering volumes within the Baltic region.

– What’s needed from ports?

- Port call optimisation/port efficiency.
- Incentives for green shipping (e.g. Free shore power, prioritising berths of green ships).

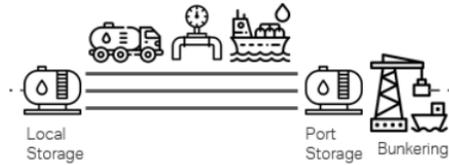
– Barriers

- Regulation to create level-playing field.
- Availability of alternative fuels.
- Costs of alternative fuels.



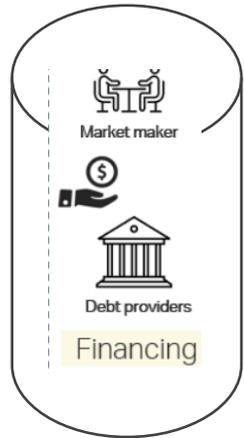
Break-Out session

Port of Hamburg



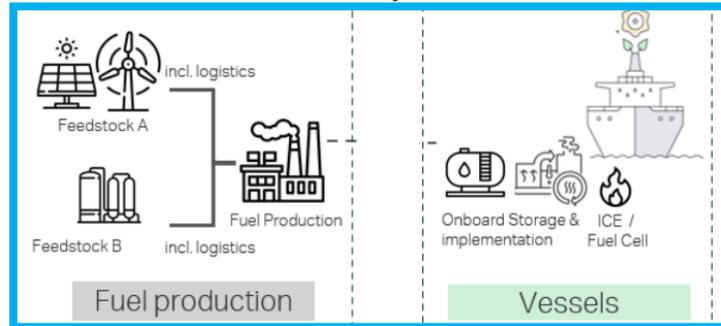
Port logistics & bunkering

Motivation

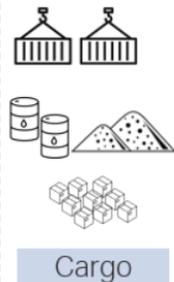


H₂Global

Enablers



Motivation



Ringfence
Share Profit
Same CAPEX investment if possible
Back-up outside the maritime to diversify risk

Corridors

- Longevity Trade Route
 - RoPAX
 - Feeders with few cargo owners



Break-Out session

Port of Roenne and Tallinn

- Identify key customers who want to have green trip / establish willingness to pay for green fuel
- Know your details very intimately: energy consumption, turnover time, sailing pattern, customers, partners)
- Develop strategies and ideas
- Feasibility studies, find best technical solution
- Broad outlook of the field - involve all value chain
- Where to get green energy?
- Handbook for green fuel ferryline:
 - Small ferries – batteries
 - Medium ferries – hybrid
 - Large ferries – green fuels



Break-Out session

Port of Gdynia

- Gdynia proxy of Gothenburg
- “Methanol” supply chain and infrastructure for ferries and subsequently containers
- Initial ferry operators:
 - Gdynia – Kalskrona (Stena)
 - Gdynia – Hanko (Finnlines)
- Get started the sooner the better
 - Gather people/stakeholder physically (or on Teams)
 - Could Poland become a signature to the Clydebank Declaration?

- Important to establish alliance based on trust
- Set ambitions target between stakeholders, ensure long-term thinking and commitments
- Stakeholder:
 - Port (Gdynia) – Driver/Facilitator
 - Off-taker – shipping company (Stena/Finnlines)
 - Supplier (LiquidWind)
 - Cargo owner (Volvo/StoraEnso)
- Settle LOI
- Funding options for early assessment
 - EU Interreg South Baltic / Interreg Baltic Sea Region
 - Green bonds – Make sure to get the bankers involved
- Mindset – Everyone chips in with what they can!

