Strategy for market approach

Panel discussion with
- Ivo Pothof, Deltares
- Paris Sansoglou, Secretary General EuDA (European Dredging Association)
- Lander Victor, DEME
Energising Deltas
A worldwide opportunity

Europe is hotspot for Blue and Tidal Energy, but ……

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Vision on concept

• > 100 vulnerable deltas worldwide
• Hard and soft measures
  – Blue Energy
  – Freestream turbines
  – Low head turbines
• Energising deltas
Europe is hotspot, but

• Entering Valley of Death?

• Or can we make Energising Deltas a European success?
  – Central EU turbines
  – German/French power engineering
  – Dutch coastal engineering
  – UK and Southern EU demo sites

• Need: EU wide expansion of Energising Deltas concept
Views from the European Dredging Association
European Dredging Business Model

High Added Value and Capital Intensive
Acyclical and Diversified
(geography & activities)
Innovative & Job creating

Thanks to

• investing in new knowledge/equipment
• multidisciplinary cooperation
• innovation culture
  (beyond ‘pure dredging’)
• Building with Nature

low-tech, low added value, low-wage
high-tech, high added value, high-wage

in million €

Turnover evolution per driver

• investing in new knowledge/equipment
• multidisciplinary cooperation
• innovation culture
  (beyond ‘pure dredging’)
• Building with Nature
DEME Blue Energy - Activities

• DEME Blue Energy = Member of the DEME Group (DEME = Dredging, Environmental and Marine Engineering)

• Project Developer with focus on the Blue Energy Sector – mainly tidal and wave energy projects

• Currently developing two tidal projects together with Irish partner DP Energy
Status & Opportunities

Offshore wind

Blue Energy
- Ocean Tidal Energy
- River Tidal Energy
- Wave Energy

Commercial maturity

“new technologies”
How to be successful

- Standardization
- Financial support, both CAPEX/OPEX and revenue based (CfD, ROCs, etc.)

-European and national support mechanisms in place, however not sufficient + need to be focused

- Strong financial and reliable partners
- Consent, Regulations & Permissions: uniformity and simplicity
- Successful demonstration in benign conditions for less mature technologies