New platform for internationalization
A collaboration between:

- RISE, SVEBIO, PelletFörbundet and Skogforsk
- RISE is the coordinator
- The preliminary work began in 2018:
  - Planning grant for a feasibility study
  - Two workshops
The Energy Agency is funding three new theme areas / platforms:

- **Bioenergy**
- **Digitization and mobility**
- **Sustainable healthcare**

The Swedish Energy Agency finances for two years, with the possibility of another 2 years (start of January 2019)

The bioenergy platform will stimulate internationalization of Swedish knowledge and technology in the field of bioenergy.
The platform will be coordinated and administered by a joint secretariat.

- Expertise in target markets
- Cooperation with Business Sweden
- Embassies
- etc
"The goal is to create a permanent organization with responsibility to guide their internationalization projects in the bioenergy field"
Bioenergy and biomass

- Forest Fuel Technology
- Salix Technology
- Pelletizing Technology
- Biogas technology
- Technique for CHP-production.
Why a platform for internationalization?

- Experience and knowledge of the production and use of bioenergy in all market segments
- Business opportunities for Swedish bioenergy companies in an international market
- Technology, system solutions and services
- Research and Development
What can the platform contribute?

• Facilitating tool for reaching internationally with Swedish technology, innovations and services in the field of bioenergy.

• Contribute to efforts that benefit many companies.

• Activities will promote collaborations.

• Function as meeting place by arranging meetings for information and knowledge exchange.

• Initiate proposals for collaboration groups with other Swedish parties and with local parties abroad.

• Getting in with Swedish technology at an early stage in project planning.
What can the platform contribute?

- The platform *cannot* finance individual companies
- Help to find different funding opportunities
- The need for support looks different
- Builds up a network of different skills
For example, Checks for internationalization

Do you have a product or service that you want to proceed to an international market?

- Business development checks give small companies the opportunity to take in external expertise to prepare for internationalization.
- New is that the check can now be used to investigate issues related to Brexit.
- The checks are aimed at SMEs who want to grow
- Business development checks are available in most regions
- You can apply for a check of up to SEK 500,000 (max 50% of the project cost)

- Market and competition analyzes for assessing potential and competitive situation
- Contract and Law
- Product adaptations for a new market
- Translation and production of documentation or website
- Investigation of intellectual property rights and other opportunities.
It is the needs and wishes of participating partners that should govern the activities that will be implemented.

Focus on some export promotion initiatives and markets.
Cooperation France
Clermont-Ferrand

SweHeat & Cooling – the Swedish Council for District Heating

Cooperation Canada
Ontario och Quebec

Biomass North Development Centre
Clean Technology Cluster of Gaspésie
Clean Technology Cluster of Gaspésie

• Gaspé Clean Technologies was founded by the municipality Port-Daniel-Gascons, MRC du Rocher-Percé RCM Bonaventure, Environment & Regional Council Gaspésie Cement McInnis.

• Cleantech Cluster will work with projects that involve alternative fuels with lower ecological footprint and with carbon dioxide uptake processes

• Started to reduce the environmental impact of the cement factory's establishment while maximizing the economic benefits

• The foundation will be to work to minimize Ciment McInni’s ecological footprint by continuing to create interesting business opportunities for the region

135 000 dollar för att minska klimateffekterna från McInnis-cementverket
Carbon dioxide tax in Canada - tax change

• As of April, Canada has a national carbon tax of $ 20 (SEK 135/tonne)

• The tax model means an extra tax on fossil fuels, directly at the petrol pump or the house heating

• Increases by ten dollars a year until they reach $ 50 (around SEK 337/tonne) in 2022

• The tax is repaid to all the nation's citizens regardless of the individual's fossil emissions

• The popular support for the tax model has grown throughout the country
The use of biomass differs between different provinces and territories

- Biomass accounts for 150 TWh of total energy use
- The use of wood fuel is probably underestimated as it is not visible in the tax register or state statistics.
- In Ontario alone, 1.4 million homes are off grid and many of these are fired by wood.

Notera att i områden där naturgasen saknas är andelen bioenergi som högst

source: Statistics Canada, Oct. 2015, analysis by FutureMetrics

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Free trade agreement CETA * is a comprehensive free trade agreement between Canada and Europe

• The EU and Canada will in the future accept each other's standards

• Even now, companies can test certain goods in Sweden instead of having to send them to Canada.

• The agreement covers everything from customs duties, goods, services, intellectual property rights to public procurement. 98 percent of the tariffs between Canada and the EU are removed

• The CETA agreement can be applied even before all the parliaments of the various member states voted on the agreement.

The free trade agreement between the EU and Canada has already meant that Swedish exports to Canada have increased by 14 percent.

*CETA = Comprehensive Economic Trade Agreement
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