

GAZPACK INNOVATION AND EXPLORATION: LOCAL OPPORTUNITIES

As an Airpack subsidiary, Gazpack has been following in its footsteps. We have looked over international borders to start conversations and cooperation since our foundation. The article on page 24 gives you an insight into the possibilities we discovered along the way. So, no time to sit back. We want to actively explore opportunities. Discover where we are at now.

During one of the management meetings in early 2023, we discussed our options to boost Gazpack's exposure. We visited various trade shows and kept sharing our knowledge with many people. And although we understand it takes time and persuasion to induce authorities and organizations to change, we also saw the explosive rise in gas prices. This was especially the case close to home when our government shut down the gas fields in the Northern part of The Netherlands. As a country, we now depend on imported gas even more.

BIOGAS CAN REPLACE FOSSIL GAS

And suddenly, it hit us. We can check in with local partners. Why not contact local or regional companies with the exact needs and challenges? We were eager to learn about the local demand and opportunities for biomethane. How far along was the supply chain development for sustainable energy around the corner? This we needed to find out.

We jotted down the following facts:

- Besides the goal to reduce CO₂ emissions, the Dutch government aims to find alternatives to fossil gas.
- Only 2% of the total gas used in 2022 was green, while energy consumption and prices skyrocketed.
- Our country has a manure surplus that is a controversial political issue due to the discussion about 'emissions'.
- The know-how to make biogas is here; our country alone has several anaerobic fermentation installation manufacturers.

- We know how to extract the H₂S and CO₂ from biogas to create biomethane, a usable green gas for cooking, heating, and vehicle fuel.
- We can process the extracted substances (H₂S and CO₂) into usable products.

With this list, we called Dockwize in Vlissingen, located only 44 kilometers away. Dockwize is an innovation hub that actively facilitates the development of companies and the province of Zeeland. They cooperate closely with partners such as Impuls Zeeland, The Province of Zeeland, local municipalities, and a vast network of commercial and non-governmental organizations.

Their support includes offering (custom-made) development and growth programs, organizing innovation challenges, housing, and connecting clients to network partners regarding financing and know-how.

Business Coach / Program Manager Mr. Imro Wong about Dockwize:

"Dockwize builds bridges between startups, SMEs, enterprises, and our partners. Our vast partner network includes universities (of applied sciences), government and public organizations, banks, and established companies. We aim to build and accelerate business opportunities, especially focused on energy, water, and food, by using our position within that network.

We offer various programs to start, grow, or save businesses. Over 800 entrepreneurs have participated in at least one of them. They successfully commercialized their ideas, launched their product or service, or acquired new clients. Also, we set up challenges and events to unlock the innovation potential and to speed

up the energy, water, and food transitions. Sharing needs, knowledge, and ideas can lead to new insights and solutions from which every participant can benefit.

So when Gazpack presented their challenge, we started to discuss how we could help them. We instantly knew a tailored approach was necessary. With its established operation and proven product, Gazpack is better served by finding out what is already available and what matches the production chain for biomethane.

Like Gazpack, many organizations in our province aim to contribute to the energy transition. Each has its own ideas and initiatives, but only understanding what the other is doing or has to offer renders opportunities. Dockwize provides the connecting power to conduct due diligence for viable and profitable opportunities.

In the Gazpack case, we first wrote down what the main production chain for biomethane requires, from resources to commercializing sales of both biomethane and its residual products. Then, we involved our experts in the circular economy, energy transition, and investments and connected Gazpack to various players in the field of energy production we met during previous projects and challenges.

As we speak, we are discussing one of the paths we discovered. However, there are multiple ways to find a circular solution where Gazpack can exploit its products while benefiting other parties. The need to process waste streams and produce sustainable energy is as high locally as internationally. So why not start here? Think of the potential we can achieve if we succeed and bring it to the international market."

Mr. Robbin Jobse about the cooperation with Dockwize:

"Dockwize taught us that a change in mindset can lead to new gateways and accelerate the development of Gazpack entirely. We understand that reaching out to partners other than Airpack's partners and looking differently at our operations allows us to think out of the box or create a new box.

We are now talking to various partners who can all contribute to the path we set out. What do we need practically, financially, legally, etc.? Who can do what? Where can we start building? Or do we need a demonstration site first? Which business case offers the most profitable and successful chances for every partner?



At Gazpack, we know that we can make a change and that developing sustainable solutions has become urgent. And that they can be profitable. We possess a pragmatic approach and have the drive to start today. We do not want to wait for government organizations to decide if we qualify for subsidies. Often, this works decelerating. Let us show the world what we can do. Let's go!

Dockwize helps us explore uncultivated worlds. They have the experience, ability, and authority to get stakeholders of all levels around the table and spark enthusiasm. We are on our way. Our goal is to realize the commitment and kick-off for at least one local pilot. As soon as we have news, we will let you know."

If you would like to know more about Dockwize, please visit their website: www.dockwize.nl.