

# 3<sup>RD</sup> Biomass Trade & Power EUROPE

7 - 8 Feb 2018  
Copenhagen  
Copenhagen Marriott Hotel

ORGANISED BY



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Management  
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## Day One - Wednesday, February 7<sup>th</sup>

- 12:30 Conference Registration
- 13:30 Chairman's Welcome & Remarks  
*Brodie Govan, Biomass Broker  
Voyage Power Ltd*
- 13:40 **Updates on the European Wood Pellet Market**
- Analysis of the current winter so far & how has it affected pricing
  - What impact has the arrival of EPH's Lynemouth plant in the UK & the Dutch co-firing plants had on the market?
  - How will the UK decision to leave the EU impact the market?
  - How has Asian demand impacted European pricing
- Laura Tovey-Fall, Editor  
Argus Media Ltd*
- 14:10 **Utility & Traders Panel**
- Expert projections on supply & demand for the year ahead
  - Insight into the key price drivers in the European & Asian pellet market
  - Discussion on how to make the wood pellet market more standardized.
  - Where is future demand & new markets likely to emerge?
- Johan Mertens, Biomass Procurement Officer  
Engie Energy Management Scrl*
- Søren Alsing, Head of Fuel, BioEnergy & Thermal Power*  
**Ørsted (Previously known as DONG Energy) - Ørsted**
- Michael Hjorth Christensen, COO  
CM Biomass Partners A/S*
- Christian Joore, Lead Trader  
Vattenfall Energy Trading Netherlands NV*

- 14:50 Discussion followed by Networking Tea
- 15:30 **Analysis of Biomass Freight Markets**
- Historical freight rate & trends
  - Key drivers & fundamentals behind rates
  - Future direction & outlook for dry bulk rates
- Derek Langston, Senior Director  
SSY Consultancy & Research*
- 16:00 **Panel: New European Demand - Insight from New Generators on their Plans & Plants, Challenges & Impact on the Wood Pellet Market**
- What projects have come online & how much more demand will it bring?
  - Insight into sourcing for new plants & challenges to get them generating
  - Will more demand emerge from the UK, Netherlands & Scandinavia?
- Nigel Hildyard, Director,  
Biomass Business Development  
EP Invest*
- Alfons Van Weereld, Head of Biomass Sourcing and Trading  
Uniper*
- Martin de Wolff, Head of Biomass  
RWE Supply & Trading*

17:10 **Networking Cocktail Reception** for ALL Speakers & Participants

18:30 End of Day One

**Who You Will Network With**  
Wood Pellets & Wood Chips Producers & Traders, Power Utilities, IPP, Industrial Power & CHP Plants, Agriculture, Forestry, Plantation Companies, Commodity Brokers & Analysts, Wood Processing Shipping & Brokers (Dry/Bulk) Government / Regulators, Pulp & Paper, Pelletizing Equipment / Technology Companies, Trade / Project Financers, Emission/ CDM Traders, Environmental Engineers

## Day Two - Thursday, February 8<sup>th</sup>

- 09:00 Chairman's Remarks  
*Brodie Govan, Biomass Broker  
Voyage Power Ltd*
- 09:10 **Updates on the International Wood Chip Market**
- Projected supply & demand analysis of the key supply regions & new projects
  - Analysis of the key supply regions & new projects
  - Wood chip pricing outlook delivered into Europe
- Michael Schytz, Head of Fuel & Logistics  
Hofer*
- 09:40 **Buyers Panel: Perspective on Development of the Wood Chip Market**
- Is there sufficient chips to satisfy the growing demand?
  - Which regions are the bulk of supply emerging from, and do we have enough large-scale & credible suppliers?
  - Will it be possible to standardize the wood chip sector & make it a commodity?
- Moderated by:**  
*Rachael Levinson, Biomass Research Manager  
Hawkins Wright Ltd.*
- Michael Schytz, Head of Fuel & Logistics  
Hofer*
- Benny Corneliusen, Bioenergy Manager  
Verdo Energy*
- Jan Groeneveld, Biomass Sourcing Manager  
Uniper*

10:45 Discussion followed by Networking Coffee

- 11:30 **Producer's Challenges: Tackling Evolving Pellet Specifications in Europe & Asia**
- How does pellet specifications differ between the European & Asian markets?
  - What are the challenges in Europe delivering to different consumers in the UK, the Netherlands, Belgium & Denmark?
  - Does the industry need to revisit & adjust the IWPB pellet specifications?
  - Which parameters raise the most issues & what can be done to satisfy buyer requests for lower limits?
  - What are the challenges for a producer in switching between industrial & EnPlus pellets?
- Thomas Meth, Executive VP,  
Sales & Marketing  
Enviva LP*
- 12:00 **Sustainability Standards in Europe**
- Progress of SBP across the biomass sector
  - Challenges facing producers in Europe & North America
  - Comparison of schemes in different member states & the challenges of harmonising sustainability across the sector
  - Role of the industry in proving the sustainability credentials of biomass
- Elizabeth Woodworth, Founder & President  
Wood & Co. Consulting*
- 12:30 **Ørsted - Wood Pellets Versus Wood Chips**
- Insights into challenges of sourcing and consuming pellets over chips
  - How the sourcing, logistics, handling & burning of the two fuels compare & contrast?
  - A look at how sustainability & specifications of the two fuels differ
- Søren Sripathy, Senior Biomass Originator  
Ørsted (Previously known as DONG Energy) - Ørsted*

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13:00 Discussion followed by Networking Luncheon

#### 14:15 Analysis on the Future of Waterproof Black Pellets

- Will black pellets ever be commercially viable & produced on a larger scale?
- Key price drivers in the European & Asian pellet market
- How to make the wood pellet market more standardized
- Major obstacles & challenges for black pellets to become a commodity

Dr. William "Bill" Strauss,  
President and Founder  
FutureMetrics, LLC

#### 14:45 Future of the Dutch Biomass Market

- Insight into Dutch co-firing presently & beyond 2024
- How does the sustainability criteria of the Netherlands differ to other EU countries?
- Is there potential for future Dutch pellet growth?

Henry Pease, Biomass Trader  
RWE Supply & Trading

#### 15:15 Asian Pacific Biomass Demand & Supply to 2030

- Supply & demand streams for the Asian market
- Is there sufficient supply capacity to meet rising demand in both Europe & Asia?
- How big a role will wood pellets play in the Japanese & Korean markets, against wood chips & palm kernel shells?
- Can Japanese & South Korean demand be met from South East Asian imports?

Fiona Matthews, Research Manager (Bioenergy)  
Hawkins Wright Ltd.

15:45 Discussion followed by Networking Tea

#### 16:15 Global Producers Panel

- Review of the past twelve months from producers' perspective
- Analysis & discussion on pellet specifications & sustainability challenges
- Is there sufficient supply capacity to meet rising demand in Europe & Asia?
- Is it beneficial for producers to supply to both the industrial & residential markets & how easy is it to operate between both markets?

Thomas Meth, Executive VP, Sales & Marketing  
Enviva LP  
Harold Arnold, President  
Fram Renewable Fuels LLC  
Tiago Andrade, Founder & Director, Europe  
Wood Pellet Services

17:00 Final Discussion followed by End of Conference

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Register and pay by 7 Jan to Save 200.00 per person

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Register 3 or more and pay by 7 Jan to Save 400.00 per person

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#### "European Wood Pellet & Chip Demand Boosted by Growth in Denmark & the UK."

European wood pellet prices have rebounded in the last six months after a prolonged and challenging period of bearish pricing for pellet producers. The market witnessed bankruptcy from well-established suppliers in Europe and North America as pellet prices drifted towards unsustainable levels for many in the industry. That outlook started to turn earlier this year with the arrival of stronger demand from Europe and Asia, coupled with lower pellet production output helping to push prices higher. European utilities and generators benefited from the cheap pricing but there was a mutual realization on both sides of the market that prices had to increase before the market lost more suppliers to bankruptcy.

Since the turn of the year delivered spot prices to Europe have firmed by over USD\$40 per metric tonne to put the market on a firmer footing. Strong demand from Belgium, the UK and Denmark played a key role, coupled with the news that RWE and Uniper would require 3mn tonnes of pellets for the Netherlands, and Lynemouth and MGT are both progressing in the UK.

The ever-developing markets in Japan and South Korea have added to the positive sentiment, with a buoyant Korean spot market and lengthy list of new projects in Japan adding to global demand.

In the wood chip market, strong demand from Hofer and Dong Energy puts Scandinavia at the forefront of this evolving market with expectations of Danish demand for wood chips set to reach 2mn tonnes by 2019.

#### Key Highlights & What to Expect

- Key overview of wood pellet & chip supply/demand fundamentals
- Panel discussions from industry experts covering latest developments
- Key presentations from utilities, producers & traders
- Insight from market leaders on future growth of wood chip market
- Hear from developers of new European power plants & buyers
- Discussions on wood pellet and wood chip sustainability & standards
- Global insight into the evolving Asian market

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#### 2nd Biomass Trade & Power Europe | 13-14 Feb, Copenhagen

##### Testimonials

"High quality speakers in a very well organized event"  
~ Generandi S.L.

"Good connecting and information exchange platform"  
~ Nordic Energy Partners Ltd

"Very good opportunity for networking and sharing international experiences – a must for all biomass business"  
~ Klasmann-Deilmann GmbH

"Very professional approach to biomass trade"  
~ Vapo Oy