

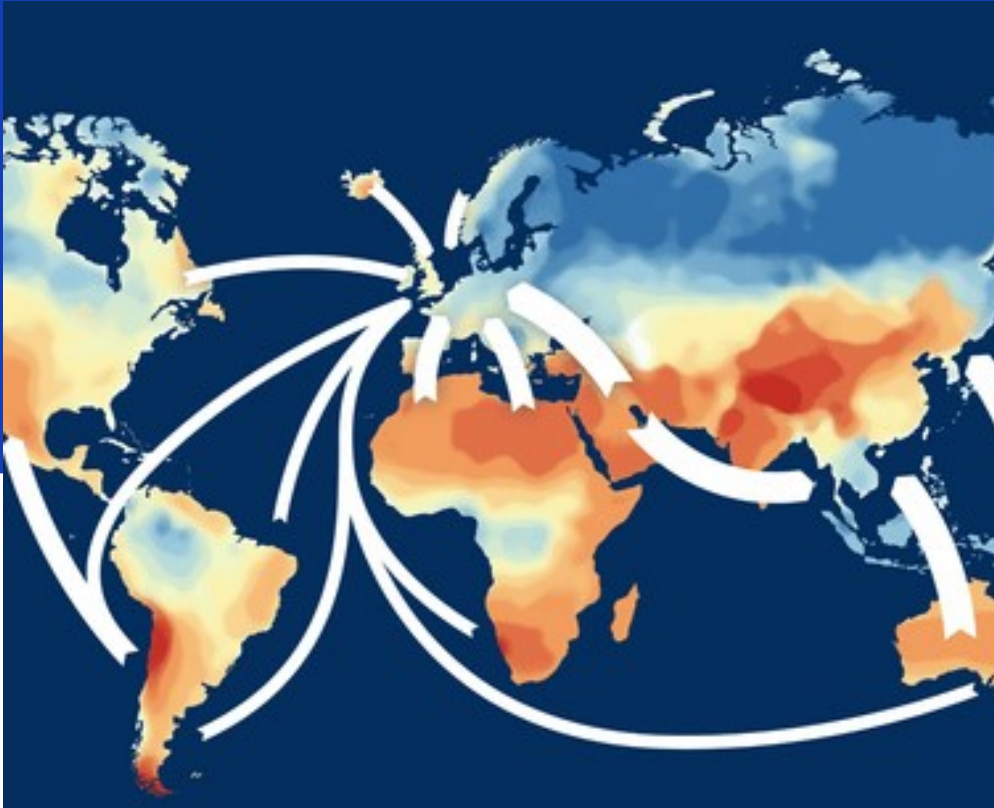


SHIP>NL sessie VIII 2024

Drs. M.C.M. Rijkers

[Start presentation](#)

Agenda SHIP>NL sessie VIII 18 september 2024



1. Welkom
2. Update: Delta-Rijn Corridor |
Bas Pulles, Min.EZK
3. Deep dive: Risk and support factors accelerating societal acceptance of green NH3 as an alternative for fossil fuels in the context of the Energy Transition |
Tamme Mekkes, Chane
Cees van Riel, RSM & Marieke Bloemers
4. Afsluiting & Borrel

Huisregels


- Telefoon op 'stil'; laptop gesloten
- Vragen? Steek je hand op!
- De moderator zorgt ervoor dat je vraag beantwoord wordt (eventueel achteraf).
- Slides worden na de sessie gedeeld en zijn te vinden op [SHIPNL: Sustainable Hydrogen Import Program Netherlands | Nationaal Waterstof Programma](#)
- We bespreken uiteraard geen marktgevoelige zaken.
- Chatham house rules: De besproken informatie mag gedeeld worden, maar zonder de spreker te onthullen.

Meerjarig kennisprogramma met 5 lijnen

- In deze sessie:

1 Technisch economisch	2 Beleid	3 Markt	4 Internationaal	5 Omgeving
<ul style="list-style-type: none"> Inzicht in importketens productie-conversie-transport-opslag-reconversie-gebruik Vraagontwikkeling, scenario's Infrastructuur & systeemintegratie: corridors, benutten bestaande infra. Technology assessments, R&D 	<ul style="list-style-type: none"> Impact van 'Fit for 55', REDII, Delegated acts, ETS/CBAM, etc. Impact van certificering en CO2 allocatie: emissiefactoren, LCA ketenanalyse, etc. Financiering en stimulering (EU & NL): IPCEI, PCI, TEN-E, JTF, EIB, Horizon Europe, MOOI, DEI, MIEK, SDE++, etc 	<ul style="list-style-type: none"> Marktmodellen: bilaterale contracten, vrije handel, waterstofbeurs Internationale handelsstromen: verwachte vraag- en aanbodvolumes en transportstromen Importtarieven, trade agreements en handelsbeperkingen, WTO, etc. 	<ul style="list-style-type: none"> Samenwerking met omringende EU/niet-EU importlanden om corridors te ontwikkelen Concurrentie met omringende EU/niet-EU importlanden Geopolitieke aspecten: strategische voorraden, afhankelijkheid, politieke stabiliteit van exportlanden 	<ul style="list-style-type: none"> Ruimtegebruik van ketenelementen Veiligheid: brandbaarheid, zorgwekkende stoffen, risicocontouren, etc Milieu: stikstof, lekkage Maatschappelijke acceptatie MVO / samenhang met SDG's in exportlanden

Update website Nationaal Waterstof Programma

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“Er zijn veel vragen op het gebied van beleid, technologie, regulering en economische ontwikkelingen. Het is belangrijk om deze ontwikkelingen te kunnen analyseren en duiden. Daarom zal EZK, samen met TNO, een meerjarig kennisprogramma opstellen, met als werktitel *Sustainable Hydrogen Import Program for the Netherlands* (SHIPNL). In het kennisprogramma zullen importketens worden geanalyseerd, wordt de ontwikkeling van voor import relevante technologieën en regelgeving in kaart gebracht en zal er aandacht zijn voor maatschappelijke en geopolitieke vraagstukken. Waar mogelijk wordt samengewerkt met andere kennisinstellingen die op dit vlak actief zijn. Kennis van dit programma wordt breed gedeeld.”


Werkgroep

SHIPNL ging in februari 2022 van start. De samenstelling van de groep bouwt voort op de importwerkgroep van het NPW, die in 2021 uitwerkte wat nodig is om grootschalige waterstofimport mogelijk te maken. In de werkgroep zitten vertegenwoordigers van relevante partijen uit de gehele keten van grootschalige import en opslag.

Er zijn maandelijks besloten bijeenkomsten met discussies en presentaties over verschillende thema's. De groep maakt gebruik van lopende onderzoeken van betrokken partijen en doet zelf geen onderzoek. SHIPNL deelt rapporten en gezamenlijke bevindingen via de website van het Nationaal Waterstof Programma (NWP).

Rapporten en gezamenlijke bevindingen

- [Slides SHIPNL kennissessie \(19-06-2024\)](#) - Ontwikkeling MeOH in de scheepvaart
- [Slides SHIPNL kennissessie \(22-05-2024\)](#) - Terugblik World Hydrogen Summit, clean hydrogen import routes
- [Slides SHIPNL kennissessie \(17-04-2024\)](#) - European Hydrogen Backbone
- [Slides SHIPNL kennissessie \(20-03-2024\)](#) - Programma World Hydrogen Summit, H2Global consultatie, varen op duurzame waterstof
- [Slides SHIPNL kennissessie \(21-02-2024\)](#) - Relaunching Ammonia
- [Slides SHIPNL kennissessie \(17-01-2024\)](#) - Hydrogen International Trade Forum, beleidsagenda waterstofimport 2024, internationale projectfinanciering
- [Slides SHIPNL kennissessie \(20-12-2023\)](#) - Financiering grote waterstofprojecten
- [Slides SHIPNL kennissessie \(15-11-2023\)](#) - Tender H2Global, rol import ten behoeve van balanceren van het net



Actualiteiten | Tour de table



Update: Delta-Rijn Corridor

- Bas Pulles | Min. EZK



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Sessie VIII 18 september



Ministerie van Economische Zaken
en Klimaat



Delta Rhine Corridor

Bas Pulles, projectdirecteur DRC

Context

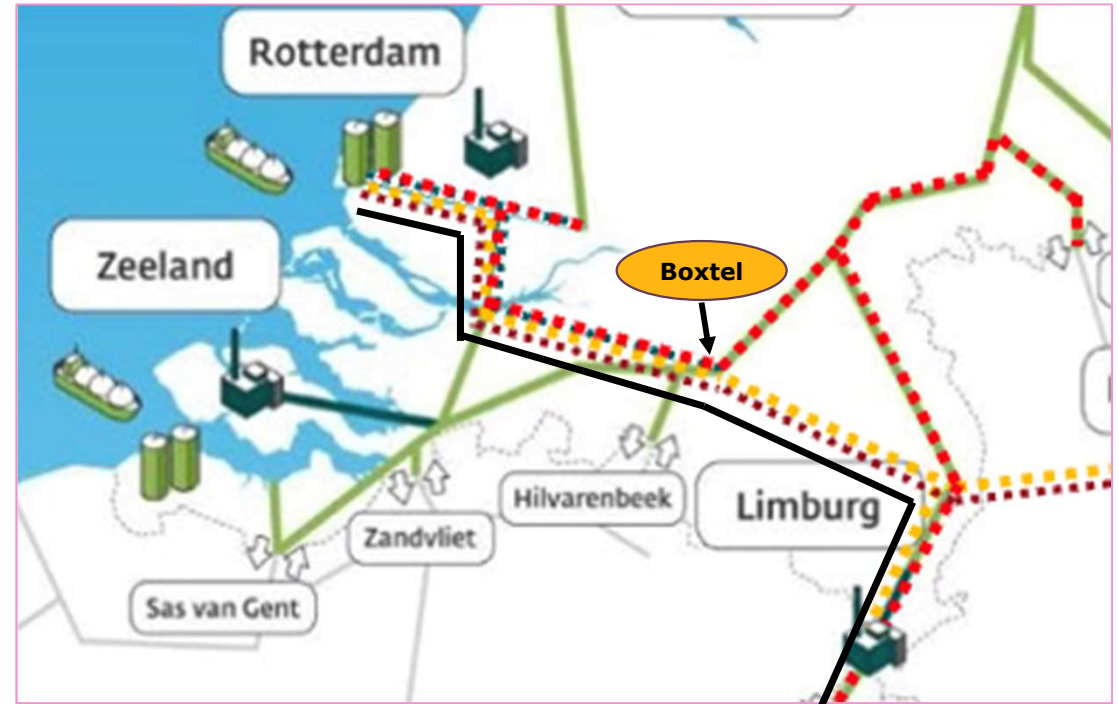
- Verduurzaming industrie
- Ontwikkeling Wind op Zee naar 50 GW in 2040
- Noodzaak voor versterking elektriciteitsnetwerk en diepe aanlandingen
- Ontwikkeling electrolyzers, importterminals en de waterstofbackbone
- Ontwikkeling Porthos, Aramis en infrastructuur voor CCS
- Realiseren van verbindingen met Duitsland en België
- Overheid ondersteunt middels versnellingstrajecten, internationale afstemming, financiële vraagstukken en ruimtelijke inpassing





Wat is de DRC?

- Ondergrondse infrastructuur voor vervoer van gevaarlijke stoffen en elektriciteit
- Lengte ca 270 km in NL, passeert 3 provincies en 29 gemeenten, tracé volgt huidige SVB/PEH strook
- MIEK-project met Rijksprojectprocedure
- Grensoverschrijdend project
- Gasunie is initiatiefnemer voor **Waterstof** en **CO2**
- Tennet is ingestapt met plan om max. 6 GW **gelijkstroom** naar Maasbracht aan te leggen.
- Een privaat ammoniakconsortium o.l.v. EnBW kijkt of een **ammoniakleiding** naar Zuid-Duitsland een optie is.



Rood = waterstofleiding * Bij Boxtel overgang op bestaande gasinfra

Groen = landelijk waterstofnetwerk

Geel = CO2 * Voorlopig aanleg t/m Moerdijk (of Boxtel)

Paars = ammoniak / NH3

Zwart = gelijkstroom / HVDC



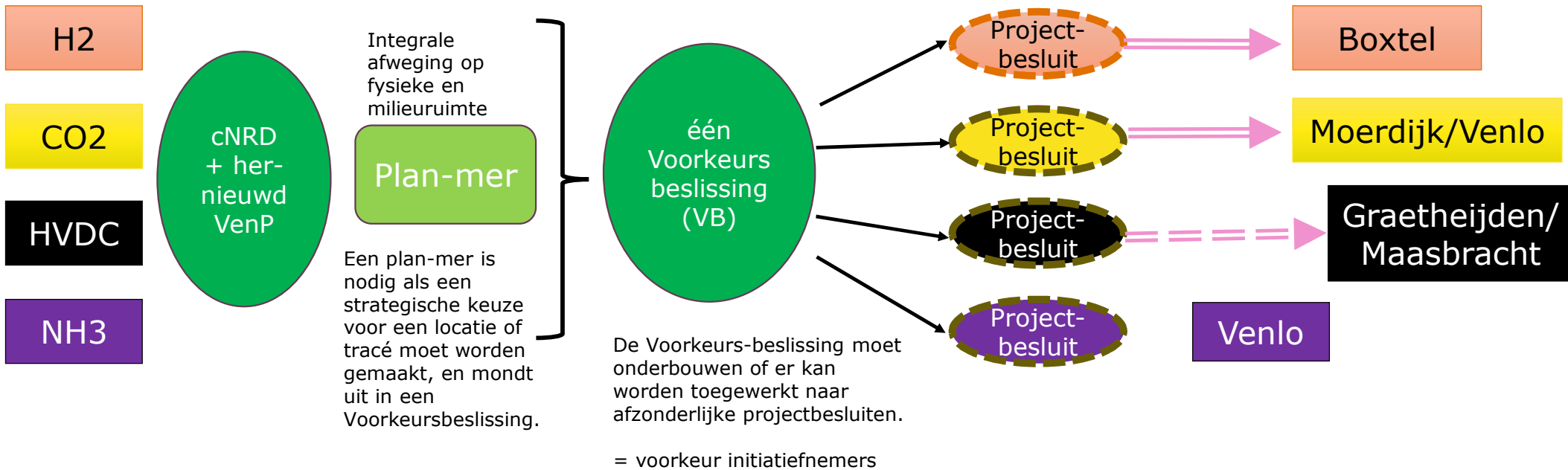
Stand van zaken DRC

Voor de zomer is de Kamer geïnformeerd over de voortgang van de DRC en de procedure:

1. Gezamenlijke aanleg van de verschillende modaliteiten is niet langer realistisch.
2. We gaan door in een gemeenschappelijke ruimtelijke procedure tot Voorkeursbesluit.
3. De realisatie van de waterstofleiding verschuift met nu beschikbare info naar 2032.
4. Gasunie heeft opdracht gekregen onderzoek te doen naar een alternatieve route voor de waterstofleiding.
5. We kijken of er publiek belang van de CO2-leiding is voor Nederland dat een rol voor de overheid rechtvaardigt.
6. We onderzoeken met Noord-Brabant nogmaals de economische haalbaarheid van en financiering voor een herbruikbare (lpg-)buisleiding.



Vervolg projectprocedure (RPP)





Ministerie van Economische Zaken
en Klimaat

Meer info?



www.rvo.nl/onderwerpen/bureau-energieprojecten/lopende-projecten/drc



b.c.m.pulles@minezk.nl

Deep Dive: Risk and support factors accelerating societal acceptance of green NH_3 as an alternative for fossil fuels in the context of the Energy Transition

- Tamme Mekkes, Chane
- Cees van Riel, RSM & Marieke Bloemers



Risk and opportunities in accelerating societal support for green NH_3 as an alternative for fossil fuels in the Energy Transition

SHIP>NL, Knowledge Session at Ministries
Climate Policy and Green Growth & Economic Affairs
The Hague, September 18, 2024

Prof. em. Dr. Cees B.M. van Riel & Drs. Marieke Bloemers

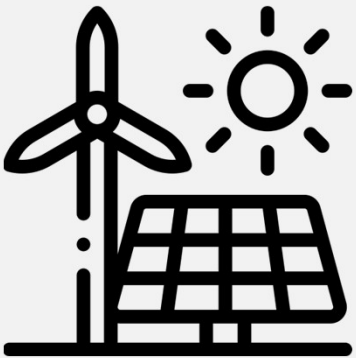
This study (initiated by CHANE, formerly Koole Terminals) focuses on Societal support for NH₃ in the context of ET

Focus in survey & personal interviews among experts

Industry

Attitude

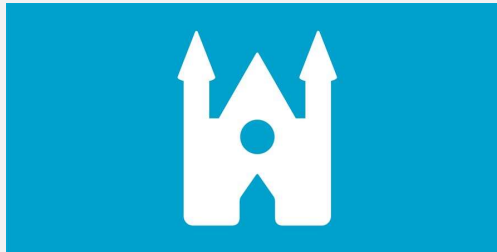
Supportive Behavior



Government

Attitude

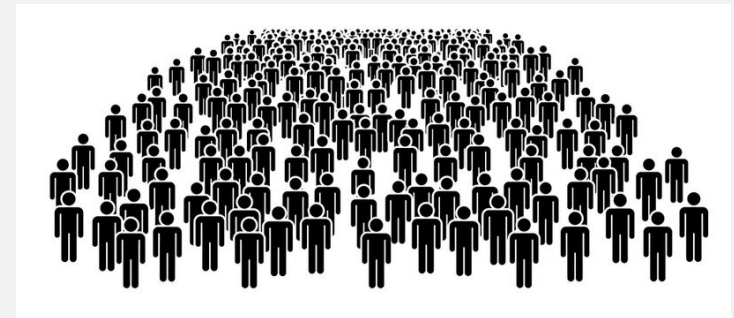
Supportive Behavior



Public at large

Attitude

Supportive Behavior



Societal Support:
degree in which
specific initiatives
(e.g. ET) are
resulting in a
positive **attitude**
and above all
relevant
supportive
behavior among
the **general public**

ATTITUDE

- Various studies suggest that the Energy Transition (ET) goals are broadly supported in the NL.
- CBS 2021
 - 75% + acknowledges the necessity of sustainable energy
 - 50% prefers to use less gas and oil
 - 10% prefers to end fossil energy now
- PWC 2022
 - 13 countries study shows that a majority says they are prepared to travel less, buy products that can be recycled and reduce water consumption

BEHAVIOR

- However, facts about supportive behavior do not always confirm these claims.
- Desired supportive behavior in ET context:
- Especially, successful if subsidized
 - *Installing solar panels*
 - *Shifting to an electric car*
 - *Installing a heat pump*
- Often less successful if
 - NIMBY attitude
 - Fear for negative impact on personal situation
 - No sharing of benefits

Can you expect broad **resistance** against ET in general or NH_3 specifically? It depends....

1. Local level protest



2. National level protest



3. Resistance by litigation

Resistance at local level

- Various meetings have been organized to inform local residents about intended investments in their villages or city. For example, about NH3 in the Botlek area.
- A relatively small group of people participates in these meetings and the most vocal speakers are often highly educated and experts in ET topics.
- Solving practical issues (constructions in a less visible way, maintaining trees, etc.) is appreciated greatly.
- Irritations increase enormously if there is impact (NIMBY) in the direct environment of an individual (e.g. wind parks) and above all if negative health implications can be expected.

Implications

- Resistance will intensify at local level as soon as residents perceive to be confronted with activities that (might) impact their quality of living (especially health issues) and if they feel that (potential) future benefits are not distributed in a fair way.

Resistance at National Level

- **It looks like we have a lot of protest demonstrations in NL**
 - Extinction Rebellion, Pro Palestina, Frisse Wind against TATA
- **Reality is different:**
 - 5-10% is participating in demonstrations in NL
 - 40-45% in France
- **Nevertheless...**
 - Numbers are increasing:
 - The Hague 350 demonstrations in 2002 and 1607 in 2018.
 - Amsterdam increased between 2014 (220) to 1416 in 2019.
 - The amount of participant in demonstrations is strongly increasing
- **Nature demonstrations shifts:**
 - Social media simplifies network links between different social stratifications and locations
 - Protests are less focused in politicians and more on “establishment” (e.g. fossil industry)
 - Protest is no longer driven by “left” but also and more and more by “right” ideology

Source: Van Stekelenburg, Klandermans, A social psychology of protest, Cambridge University Press, 2024

Implications:

- As long as the ET (including) NH3) is not widely implemented and as long as individuals are not confronted with the potential personal) esp. financial consequences, broad resistance (demonstrations, etc.) are not to be expected regarding implementation of ET investments among the public at large



Risk of litigation

- Recent litigation cases in the NL are focused on attacking companies based on their perceived lack of sustainable behavior (SHELL, TATA, Braskem)
- Applying international conventions and national law has resulted various times in a negative outcome for these companies
- Can we expect a similar reaction as soon as the ET is implemented a large scale? Might be if expenses become clear or impact on spatial planning and fear for accidents.

Implications

- The more support for the ET in general among key audiences (including the dominant public opinion), the less effective litigation claims will be.
- Assessing and adjusting regulations (e.g. by **lobbying** now and in the future) on the impact of a potential delay in future investment in ET (including NH3) will reduce the amount of legal claims.



Summary Key Outcomes

Survey & Personal interviews
results among Experts in
Government and Industry

Conclusions Survey in general

- **NH3** has a **negative connotation** especially in NL and Europe. Rest of the world, specifically among future exporters operating in less densely populated countries, are much more positive.
- **Industry** believes that **NH3 can speed up the ET** as ammonia can act as an efficient carrier of H2 and can substantially reduce CO2 at a global level as it can replace diesel (ships) and coal (power plants) in the short run.
- **Safety is crucial** and key priority for all actors involved with NH3 projects. A **pipeline** is seen as a **solid solution** (if all safety measures are applied) as trains and ships are seen as a too risky alternative by the public sector as they expect public resistance.
- Despite all restraints around NH3, especially **industry** expects **economic advantages** of launching NH3 in NL. It will increase the chance of getting EU subsidies, PoR will remain competitive, and it will increase employment and tax income.
- **NH3 is not the silver bullet** but **one of the alternatives** for fossil energy. Imported NH3 could prove to be more efficient and readily available than locally produced green hydrogen.
- Respondents see the **PoR and the government** in general as the most obvious **spokesperson** to get societal support for NH3. Clarity by PoR about the intended locations for NH3 storage will help in discussions with (potential) opponents).

Wrap-up Government Views



If the end users prefer NH₃ we won't stop them, as long as this is done within our strict safety rules and ... if the expenses (a.o. pipeline) are paid for by the private sector....

General attitude

- NH₃ is not the only alternative for fossil fuels and is in our view too risky
- Support for NH₃ will delay an introduction of H₂
- NH₃ as fuel is useful for industrial purposes (bunkering and heavy industry)



- Industry will in the end go for NH₃ (lower costs), if they do, we will not stop them.

Expected role of the business world

- Negative image industry due to recent incidents has to change fast as past behavior has evoked extra suspicion in society about sustainable fuels like NH₃



- Positioning NH₃ can best be done in showing the full picture of the ET, including the pros and cons of wind farms, methanol and nuclear fusion.

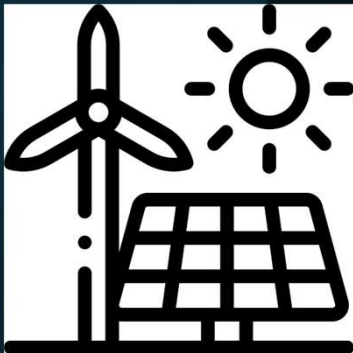
Pipeline

- Building a pipeline automatically implies allowing NH₃ in large volumes in NL
- Public sector will be expected to compensate house owners living nearby the trajectory of the pipeline
- Alternative for pipeline is trains over the Betuwelijn (only small volumes)

Government role

- A consistent vision about NH₃ is lacking in the public sector, except the overall attitude that safety will always be first.
- Information gatherings with local residents will be more relevant if the business world presents its plans jointly with the public sector. Lacking such a story can make these meetings counter effective.
- Fear for public resistance (simplified by the Omgevingswet) determines government support for a molecular energy source. From that perspective H₂ is perceived by them as the least risky.
- Launching NH₃ must include explanations of how this will be beneficial for society and for individuals (employment, less CO₂, more livable word).

Wrap-up Industry Views



Fossil fuels will be replaced gradually by H₂ that is transported to global industry by NH₃ (ships). In addition, NH₃ will substantially reduce CO₂ emissions as soon as ships and power plants start using this carbon free energy

H₂ and its carrier NH₃ will grow in gigantic volumes

- A rise in green (first blue) NH₃ volume is expected in the coming decades (600 mln tons), to be used mainly as carrier of H₂ and as energy fuel for ships and power plants.
- ➡ Without imported NH₃ large volumes of H₂ for industrial purposes will not be doable.

Costs of energy Transition

- Investors are not eager to finance NH₃ projects due to high market entry costs and uncertainty what will be the winning renewable. Creating an equal playing field by applying a global price for CO₂ costs will solve this problem to some extent.
- Renewable energy will be substantially more expensive in the starting period compared with fossil energy.
- However, the longer it takes to start producing and using NH₃ at a large scale, the higher the expenses will be.

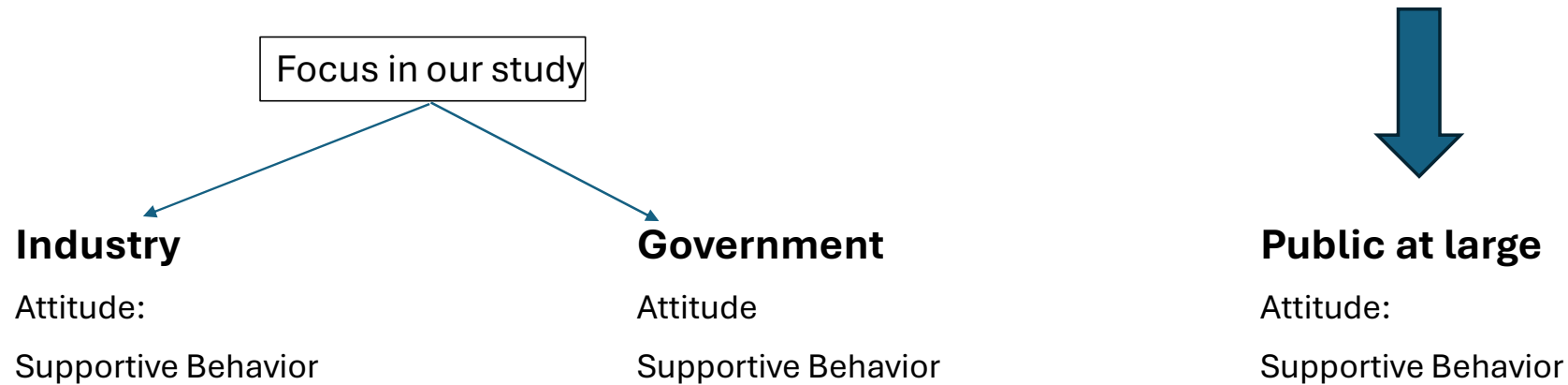
SHIP>NL

Sessie VIII 18 september

Getting Support among the PUBLIC AT LARGE



Societal support for NH₃ in the context of ET



- Many assumptions uttered during expert interviews:
 - NIMBY, Expensive, Risky, Economic benefits are dominant..etc.
- However, no hard facts available yet

Building support among Public at large

Academic inspiration in:

Rogers, Diffusion of Innovation, The Free Press, 1983

Rindova, Being good or being known, AMJ, 2005

Van Riel, Stimulating aligned behavior among employees, JMS, 2009

Intensify communication about the ET in general (including NH3) and stress:

- Stress **relative advantage** ET for individual citizens (e.g. : fossil energy is impacting your health negatively and let's be ready in time as soon as fossils will no longer available)
- **Avoid complexity** in the overall story and focus on what is in it for me?
- Focus on **how the ET** will become a **logical** and **affordable** part of daily life

Be clear about:

- **Equality**
 - We all will benefit from the ET and have to accept that there will be costs involved that will be shared in a fair way
- **Avoiding risks**
 - Safety measures to the max
 - Necessary but also doable
- **Sound decision making**
 - Explain the logic of decision making in public and private sector



Risks & Opportunities in building support for NH₃

Different stakes, different demands

NH3 involved companies

- Green NH3 is useful for marine and power plant sector as it is CO2 emission free
- NH3 is a preferred carrier of H2
 - Green NH3 will improve sustainability in the fertilizer industry

NGOs

- We have to end using fossils now and replace it with water, wind and solar energy
- Additional non-carbon energy is necessary but has to be 100% green and safe
- H2 lobby can imply a longer use of fossils as it will not be 100% green

Government

- Stimulating industry a.o. to contribute to Paris Objectives
 - Subsidizing Green initiatives, esp. H2
- NH3 is possible but only when it is 100% safe and if the industry decides to apply it

Local Residents

- “They” say we should stop using fossils. However, how and at what price?
 - If renewables are applied , preferable NIMBY
 - We accept not one tiny health risk

Risks and Opportunities in Building support for NH₃

Summary of findings in survey and personal interviews

Risks

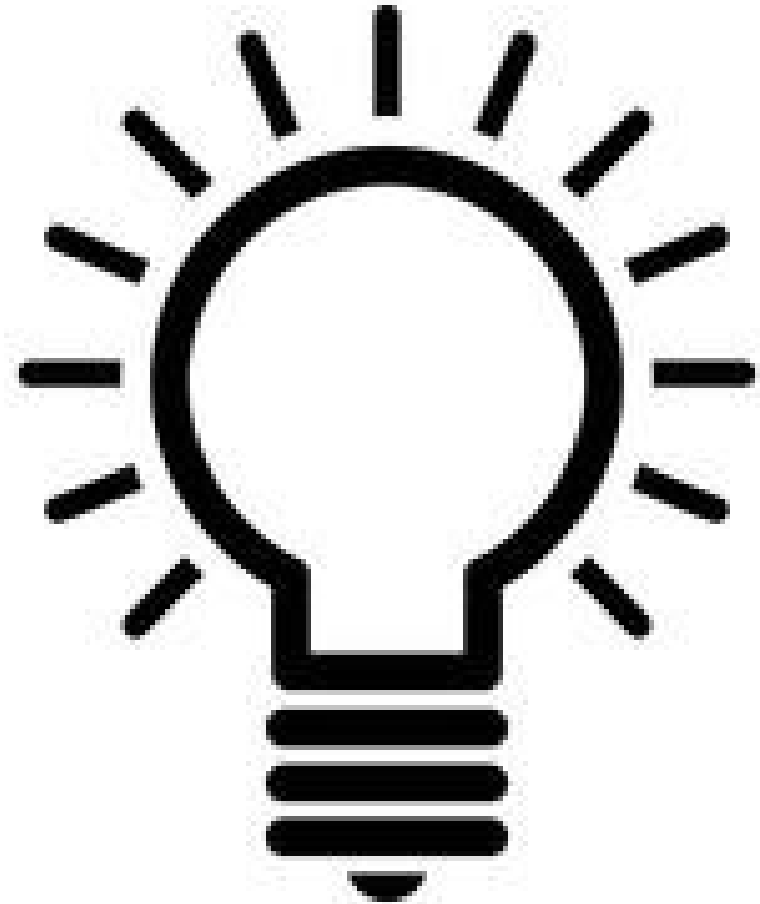
- **Toxic** nature NH₃ (fear for accidents)
- **Costs:** molecule-based alternatives for fossil will be 3 to 4 times more expensive
- **Resistance to invest:** Lack of predictability in government policy evokes doubts among investors
- Perceived **lack of fairness** in sharing benefits
- Less impactful messaging:
 - Using different labels (green, grey, blue) or clean evokes the impression of green washing
 - Positioning NH₃ as the only solution ignores the relevance of other alternatives for fossil

Opportunities

- Safety proof points
 - Positive track record in fertilizer industry
 - Certification will force companies to apply safety at the max
- NH₃ is a cost-effective carrier of H₂
- NH₃ will solely be applied in heavy industry and shipping
- NH₃ (directly or indirectly by H₂) will reduce CO₂ emissions in shipping worldwide gigantically
- Imported green NH₃ will increase or maintain the economic strength of PoR



Recommendations



1. Build a platform that will be the knowledge centre for NH_3 insights in the context of the ET

Coordinating Platform for NH₃ knowledge gathering and distribution

Objective


- Increase understanding and appreciation of NH₃ as circular source of energy
- Support policy development
- Stimulate innovation

By

- Participating in and sharing of research findings
- Informing policy makers, NGO's and (residents)
- Sharing best practices and knowledge on policy development, technical advancements
- Gathering and distributing relevant research (e.g.. TU Delft Ammonia Drive)

Who

- NH₃ producers / Importers
- Deltalinqs
- EZK / RVO
- PoR
- Clean Ammonia Innovation Platform
- New entity?



2. Increase effective communication by using ONE CONSISTENT MESSAGE uttered by all Key Actors

Proposal Key Message (1)

Reducing negative effects of fossil fuels

About 80% of the world's total fuel usage is fossil (oil, gas, etc.). This form of energy is finite in the long term and has the drawback of releasing carbon dioxide and other greenhouse gases upon combustion. This has a negative effect on global warming and ultimately on human and environmental health.

International community aims at substantial reduction of CO2

It's no wonder that NGOs exert significant pressure on governments to take action. The EU has already implemented various measures to reduce the negative impacts of fossil energy use. In the Paris agreements, national governments agreed to achieve a substantial reduction in CO2 emissions, partly by prioritizing renewable forms of energy in the long term.

Wind, water and solar will not be enough

Wind, solar, and water are seen as the best alternatives for electrification. However, given the enormous energy needs of both industry and individual consumers, additional forms of energy will be necessary.

Molecule-based alternatives are a necessity to satisfy the energy needs

Expectations surrounding molecular forms of energy are high. Hydrogen (H2) is widely seen as a suitable addition to the future energy mix to replace fossil fuels. Ammonia (NH3) can also be a good alternative, not only because it is an efficient carrier of H2 but also due to its applications as fuel for power plants and ships. A transition from fossil fuels to NH3 in these sectors would mean an unprecedented reduction in CO2 emissions worldwide, significantly improving air and sea quality. "The maritime sector consumes approximately 300 million tons of fossil fuel annually. This results in more than 1 gigaton of Greenhouse Gas emissions, equivalent to approximately 3% of all global GHG emissions" (ISPT report, 2024).

All molecule-based energy have their challenges

Every energy source has its disadvantages. You wouldn't want wind turbines in your backyard, methanol can cause severe health issues, and hydrogen can explode. NH3 is toxic and, without adequate safety measures, can cause fatal accidents.

NH3 is potentially an accelerator of the ET

The properties of NH3 such as its high energy density, makes it one of the more promising options for storing and transporting carbon free fuel efficiently. The promise of supply certainty will encourage off-takers to implement these products in their business processes and reach the ET goals in time.

Proposal Key Message (2)

Safety has to be a priority due to the toxic nature of NH3

Safety is therefore an absolute necessity. The fertilizer industry has been using NH3 for over 100 years and has a good track record in this area. The same applies to companies like Air Products (Yara? OCI), which are also major users of NH3 and have been handling it responsibly for decades. Companies wishing to use NH3 are subject to strict scrutiny by safety services and environmental regulators.

High volumes of NH3 will be produced in a sustainable way

The EU expects that the volumes of NH3 needed will increase enormously in the coming decades. This concerns sustainably produced NH3 using solar and wind energy in regions of the world where they are readily available. This sustainable and perpetually producible NH3 will be transported by ship, among other means, to European ports such as Rotterdam, where it will be stored in terminals specially designed for NH3 before being transported to end-users in the Netherlands and its Hinterland.

Delta Rhine Corridor avoiding train transports

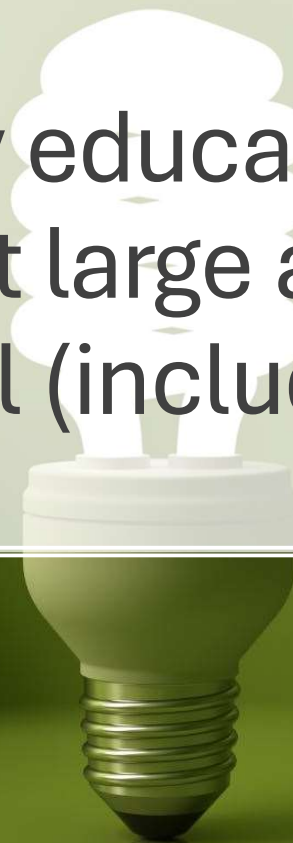
These end-users can either use NH3 as fuel or it can be cracked into H2. For H2, a pipeline (Delta Rhine Corridor: DRC) will be laid between Rotterdam and Duisburg with government subsidy. The government still needs to decide whether to permit the construction of a pipeline for NH3 transport. However, given the perceived risks of transporting ammonia by train through their municipalities by local authorities in Brabant and Limburg, opting for a pipeline seems inevitable in the long run.

Be clear about who will pay the ferryman

The question, of course, is who will pay for this? Several companies in our country and in Germany are willing to do so. However, governments at national and regional levels must first agree to a series of follow-up steps (including allowing the DRC to be made suitable for NH3).

Not investing in NH3 infrastructure (or other molecule-based energy) will have negative consequences

If, ultimately, this does not go ahead, it will be very difficult to achieve the Paris goals on time. Relying solely on H2 from electricity generated by wind farms in the Netherlands is not feasible (reliability of supply is insufficient and investors are withdrawing due to higher interest rates and lack of clarity about subsidies). The future energy mix will therefore need to be broadened with molecular supplements such as NH3.



3. Intensify education among the public at large about the ET in general (including NH_3)

Intensify Education about ET (including NH₃)

Be aware of knowledge gap between 'informed publics' and the public at large.

Analyze in-depth what the public at large knows (familiarity) and believes (attitude) about the ET (including NH₃, CH₄O, H₂, etc).

Based on these insights start step-by-step information campaigns (mass media, social media, information exhibitions in information centres like in the PoR).

Ideally, this will be done within the context of a clear overall plan regarding the ET (kind of Delta Works for the ET).

Thank you

For more information contact:

- Tamme Mekkes at Chane (tamme.mekkes@chane.eu)
- Prof. em. dr. C.B.M. van Riel (criel@rsm.nl)
- Drs. Marieke Bloemers (Marieke@bloemers.org)



Volgende kennissessie

Volgende online sessie woensdag 16 oktober a.s.:

- 15.00 – 16.00 Spreker t.b.c.

Agenda 2024

Datum	
Woe 16 oktober	Online
November -> Woe 4 december	F2F
Woe 18 december	VERVALT

Hartelijk dank voor uw aandacht

Vragen? Neem gerust contact met mij op:

Monique Rijkers
Monique.Rijkers@tno.nl
+31 6 23 34 65 16

De slides van alle sessies zijn te vinden op:
[SHIPNL: Sustainable Hydrogen Import Program Netherlands |
Nationaal Waterstof Programma](#)