Eteck’s vision on decarbonising heating & cooling
“Where others aim for a 10 – we strive for ZERO”
The energy transition is in full swing and demanding a full sustainable carbon free system.

- **Gas**: Reduce usage and replace with certified green gas.
- **Electricity**: Sustainability is a necessity for our heating supply.
- **Heat**: Transition from fossil to sustainable.

Eteck’s domain
The heating market is in transition and moving towards affordable collective renewable heating & cooling systems.
Eteck Energy a company in transition since 125 years

1895 started as a family company in The Hague in construction and demolition

1991 – 2001 a multi service company was created via different acquisitions of specialised companies in infrastructure an construction

2001 We realised the first seasonal thermal storage in combination with a low temperature heating and cooling system

2007 We started our first ESCO based STES

2009-2010 Full focus on Thermal Energy Systems (TES)

2001-2016 Growth via acquisition of TES portfolio’s of incumbents, social housing corporations, construction and installation companies

2017 Participation by Infra Capital a subsidiary of M&G/Prudential in order to finance the growth and market demand

2018 On our way towards 15.000 new customers per year, mainly in the new build

2019 - 2020 On our way towards 235 projects under management and servicing over 45.000 customers

Eteck continuously striving for maximum decarbonisation of the heating & cooling (RHC)

By being agile Eteck adapts to the market and our customers demanding for the best reliable sustainable heat and cooling solutions (RES)
Eteck supports a transition towards sustainable heating & cooling, whereby the *Trias Energetica* is leading.

1. **Limit the demand for energy**
   - If possible and affordable

2. **Use sustainable energy**
   - Unlock sustainable local energy sources for heating and cooling

3. **Use fossil energy efficiently**
   - Set realistic goals to uphold certainty of delivery

A balance between sustainability, security of supply and affordability.
Eteck’s mission

Eteck strives for the largest possible impact on decarbonising the heat & cooling demand in the Netherlands

Eteck really aims for
Our vision is based on two pillars

1. ... as an operator of sustainable decentralized renewable H&C systems ...
2. ... and offering services towards customer groups where collective systems contribute to affordability and security of supply
Our stakeholder management distinct various layers taking into account the following expectations and ambitions.

1. **Sustainable**
   - Our customers expect to get a good reliable product that is affordable without any hassle.

2. **Customer satisfaction**
   - Our clients want to develop and invest in attractive housing and commercial real estate projects adhering to the best energetic standards while creating good value.

3. **Affordable**
   - Our regulatory framework wants to ensure a trusted framework that allows for transparency and adequate consumer protection while being in a transition towards TES.

4. **Security of Supply**
Designing the route map with our clients to achieve ZERO emissions while acting in a complex environment.

The best solutions for suitable projects.

Development with partners always based on reciprocity.

Measurable results: energy rating ZERO for housing and utility.

- Determine ambitious goals
- Investors
  - Housing corporations and care
- Developers
  - Focus on end-user
- (local) governments
  - New build
  - Existing build
  - National goals
  - City heat
  - LT issuing

National goals
- City heat

LT issuing
- Housing corporations and care
- National goals
- City heat
An environment that demands better system integration and good stakeholder management
We build our strategy on clear principles for reliable service

**Optimal** use of locally available LT heat and cooling (e.g. air, soil, surface water and residual heat) in combination with TES

**Always** apply the best possible technical solution (H/C storage) for our clients, based on total cost of ownership

**Focused** on housing and utility construction, with sustained upkeep and performance guarantees via an ESCO
Acting as a turn key operator, taking responsibility for the design, the construction, financing and operating the Renewable Heating & Cooling system in order to secure a comfortable sustainable and affordable service towards all the end users during the 30 years.
Our cultures is build on clear and recognizable values

- **Trustworthy**
  - Decisive
  - Transparant
  - Safe

- **Customer-oriented**
  - Always listening
  - Contribute to the customer’s goals
  - Customer always no. 1

- **Reliable**
  - Fact-based
  - Sturdy administration
  - Bypass unnecessary mistakes

- **Sustainable**
  - Clear and ambitious goals
  - Sustainable products
  - Long-term relationships

- **Honest**
  - Honest communication
  - Honest to our customers
  - Honest to ourselves

- **Careful**
  - Thoughtful and considerate approach
  - Care for our planet
For projects leading to new constructions, a clear framework with realistic solutions has been set, allowing for further optimisation

- Gas is not allowed anymore since mid 2018
- Systems being integrated as part of new construction designs and requirements
- Low temperatures as starting point for heating and cooling
- Cooperation with experienced and loyal partners for realization

“working with our clients to secure heating & cooling supply being carbon free by realising thermal energy systems in the Netherlands”
... and for existing building we start to work on those projects that can be realised today!

- Gain know-how and experience with smaller projects
- Create support through success and experience
- Based on experience, move to adjust existing legislation to accelerate adaptation

What *is* achievable in an ideal situation?

- Central heat generation
- Mandate (housing corporations, institutional investors, OAs with limited or one owner(s))
- Systems in need of replacement
- Buildings with decent degree of insulation
- Buildings in need of renovation
Our approach revolves around a strong ambition for 2050: over a million houses with collective, sustainable heating.

In existing build:

Within 30 years approx. **20,000*** LEQ’s per year (=600,000)

* Three million suited houses = 100,000 per year. Eteck claims 20% of this market

In new build:

Within 30 years approx **15,000*** LEQ’s per year (= 450,000)

* ±15,000 houses per year is what Eteck does right now!
“We teach our children that ZERO is the new 10”
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