



**CONFIRMATION**

SMART INITIATIVES WORKSHOP

**FINANCIAL STRATEGIES & ECO-GOVERNANCE**  
**MANAGING RISKS & RETURNS WHILE CREATING SMART CITIES**

**HELSINGBORG – SWEDEN**  
**21 MAY 2018 – 12.30 – 17.00**

YOU ARE INVITED to a Smart City Alliance workshop in Helsingborg involving key decision makers involved in defining, implementing and operating city-wide investments in smart energy systems. The conversation will specifically address the significant investment programmes in smart energy systems currently underway in Stoke-on-Trent, North-East Lincolnshire and Helsingborg.

THE OBJECTIVE is to share practical experiences and examples of best practice in national and local political strategies to facilitate and accelerate the implementation of heat networks, Energy-from-Waste installations, and other sustainable energy solutions. The aim is also to establish an understanding in investor strategies and what it takes to attract and involve public and private financial institutions in smart energy programmes.

FOCUS - Topics addressed at the session include;

- Political and financial opportunities in investments in smart energy systems
- The political case – drivers, challenges, strategies on local and national level
- The financial case – optional strategies and examples on relevant cases
- The wider story – experiences from investments in other energy and infrastructure programmes – cases from SE and UK
- Involving the wider supply chain – bundled solutions
- From words to action – how to get things moving

REGISTRATION & QUESTIONS

**Gustav Hermansson** – Hotspot Global  
[gh@heatnet.se](mailto:gh@heatnet.se) +44 7387 294 774

**Peter Anderberg** – Nordic Heat  
[pa@heatnet.se](mailto:pa@heatnet.se) +46 70 56 111 99

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## AGENDA

- 11.30 REGISTRATION & LIGHT LUNCH**
- 12.30 INTRODUCTION**
- Background, Scope and Objectives
  - Presentation of scheduled investment programmes in Helsingborg, Stoke and NE Lincolnshire
- 13.00 THE POLITICAL CASE – POLITICAL DRIVERS & STRATEGIES**
- Opportunities & Drivers
  - Objectives & Results
  - Strategies & Challenges
  - Lessons to be learned from other infrastructure programmes
  - The way forward – Bridging the gap between visions and delivery
- 14.30 THE FINANCIAL CASE – FINANCIAL DRIVERS & STRATEGIES**
- Opportunities & Drivers
  - Objectives & Results
  - Strategies & Challenges
  - Lessons to be learned from other infrastructure programmes
  - The way forward - Bridging the gap between projects and investors
- 16.30 FROM WORDS TO ACTIONS – GETTING THINGS MOVING**
- The window of opportunity
  - Orchestrating co-operation
  - Getting it done. Now.
- 17.00 GUIDED TOUR OF FILBORNA EfW PLANT**

## SPEAKERS

The list of speakers includes senior political leaders from Stoke-on-Trent City Council and the City of Helsingborg. Further to that, there will be senior representatives from national political institutions, energy operators and the financial community.

The final list of speakers will be distributed in mid-May.

## FEE

€450 (excl. VAT)

## VENUE

Öresundskraft AB  
Filborna EfW Installation  
Helsingborg – Sweden

*Direct train connection from  
Copenhagen Airport – 1,5h*



# FINANCIAL STRATEGIES & ECO-GOVERNANCE

MANAGING RISKS & RETURNS WHILE CREATING SMART CITIES

HELSINGBORG – 21–MAY – 12.30-17.00 FOLLOWED BY JOINT DINNER



THE SMART CITY  
ALLIANCE  
Eco-governance in Practice

Organisation	Name	Title
Stoke-on-Trent	Anthony Munday Andrew Briggs	Councillor Strategic Manager Energy
City of Helsingborg/ Öresundskraft	Lars Inge Persson Jesper Baaring Patrik Hermansson Göran Skoglund	
BEIS	John Saunders	Investment Director and Head of HNDU
Swedish Energy Agency	Paul Vestin	
Monrovia - Liberia	Pam Belcher-Taylor Bindu Taylor-Brewer Nyemale W Gibson	Mayor - Paynesville City Urban/City Planning Consultant - Paynesville City Administrative Manager - Paynesville City
SEB	Magnus Damberg Mikael Andren Per Syrjamaki	London Office Stockholm Office Stockholm Office
Close Brothers	Chris Rodgers James Sutcliffe	Head of Energy Finance
Pernexius Systems	Peter Greenfort	
NODA	Patrik Isacson	
Alfa-Laval	Johan De Cuyper Mårten Ahlm	
Polypipe	Richard Eddy	
Fleetwoodgruppen	Alexandra Fleetwood	
An Event	Agnes Nilsson	
Strauss AB	Tove Strauss	
Wideco	Robert Andersson	
Business Sweden	Julius Lundh	
IVL	Kristina Lygnerud	
Carpenova	Fredrik Persson	
Nordic Heat	Jessica Magnusson Michael Jampel Mark Woodward	
Hotspot Global	Gustav Hermansson Per Simonsson	Stoke Office Helsingborg Office
Smart City Alliance	Chris Garside Peter Anderberg	

# HELSINGBORG - ÖRESUNDSKRAFT

Öresundskraft is one of Sweden's largest energy companies and it is fully owned by the Council of Helsingborg, which represents the fourth largest population area in Sweden. The company focuses on the sale and distribution of energy (electricity, district heating and cooling, natural gas) as well as broadband networks and alternative fuel. The company is also strongly engaged in environmental protection and has been actively working towards the developments of sustainable energy networks.

Since 2013, the company operates two co-generation plants. The first plant, fueled by biofuel, produces electricity and district heating and cooling. The second, Filborna, converts assorted waste material into power and district heating. This plant is fitted with state-of-the-art technology for cleaning of exhausts. The heat network in the city is connected to local industries capturing waste heat representing a third of the total consumption of heat. Some 90% of the buildings in central Helsingborg are connected to the city wide heat network.

Being connected to the District Energy grid in Helsingborg and in neighboring cities, the Filborna plant has confirmed the significant commercial and financial opportunities with EfW. The 200 M€ investment offers an energy yield beyond 98%, and an ROI level well above 10% to its municipal owner.



## ÖRESUNDSKRAFT



### Population

City: 150 000

Region: 300 000

### Web

[www.helsingborg.se](http://www.helsingborg.se)

[www.oresundskraft.se](http://www.oresundskraft.se)

### FAST FACTS (2017)

- Main office in Helsingborg
- Owned entirely by the municipality
- Annual turnover SEK2639 M
- 370 employees
- Total energy volume distributed: 3479 GWh
  - Electrical power 2118 GWh
  - District heating 1061 GWh
  - District cooling 11 GWh
  - Gas 289 GWh
- Certified for sustainable operation and quality according to ISO 14001 and ISO 9001

A calculation made by an independent auditing company highlights other benefits from the combined investments in EfW and District Energy in Helsingborg:

- 1400 new jobs
- €25M in revenues to the city
- 130 000 tns reduction in CO<sub>2</sub>, i.e. 1 ton per capita
- €500M+ asset value

## HELSINGBORG INVESTING €200M

IN BUILDING A SMART ENERGY SYSTEM FOR THE FUTURE

Helsingborg, which represents the fourth largest population area in Sweden, has initiated **H+** a major urban renewal project. This will involve the transformation of the city's old harbour and surrounding industrial areas. Within the next 20 years, H+ will provide space for 5000 residences, office buildings, schools and other municipal services, shops and restaurants as well as several meeting places both indoors and outdoors.

The municipally-owned energy operator, Öresundskraft, will play a key role in this transformation. Being among the most forward-looking energy operators in Sweden, Öresundskraft has received the mandate to help position H+ as an international reference when it comes to providing smart, sustainable and competitive energy services. This involves upgrading the existing energy infrastructure for heat, cooling, power and gas. It also includes the implementation of intelligent technologies enabling the creation of an integrated energy solution providing a totally new set of benefits and opportunities.