

Insights Global Consultancy

Energy Transition Workshop



INSIGHTS GLOBAL



To battle global warming the UN has agreed to reduce global GHG emissions. The goal of the Paris accord is to stay beneath a 1.5°C rise in average temperature at the end of this century by reducing emissions. As a result countries are implementing policies to transition to a carbon-free economic system.

This so-called energy transition refers to the global energy sector's shift or transformation from fossil-based systems of energy production and consumption, including oil, natural gas, and coal, to renewable energy sources like wind and solar, as well as lithium-ion batteries.

The increasing penetration of renewable energy into the energy supply mix, the onset of electrification and improvements in energy storage are all key drivers of the energy transition.

Regulation and commitment to decarbonization has been mixed, but the energy transition will continue to increase in importance as investors prioritize environmental, social and governance (ESG) factors.

For you as a terminal operator, this transition will bring new challenges and uncertainties. Just to name a few:

- ▶ What will the liquid bulk market of the future look like?
- ▶ What kind of infrastructure needs to be in place to handle these products
- ▶ How do you prevent getting stuck with the wrong product or customer

Are you prepared to answer these questions?





ABOUT US

At Insights Global, we are proud of our ability of helping our clients to solve their most complicated issues. We offer a vast range of products and services, that derive from many years of experience, innovative thinking, scientific and sophisticated approach.

Insights Global focusses on international oil, chemical and renewables industries. These markets are extremely interrelated and are facing some key dynamics:

Various mega-trends like global population growth, economic development of emerging markets and urbanization will drive growth in demand for energy and for advanced high quality materials.

Global warming, security of supply and geo-politics are stimulating efforts to transition away from fossil fuels to renewables. The speed at which this transition might occur is however very uncertain and the debate is in some cases highly politicized and emotional. This creates a lot of uncertainty.

Demand for oil products, especially in the petrochemical, aviation, shipping and heavy duty road transport sectors is likely to remain for the time being. There are no viable alternatives available for the foreseeable future.



Patrick Kulsen
MD & Senior Consultant

Patrick brings his management skills, market knowledge and commercial DD experience into the team. He is also owner of tankterminals.com which enables unrivaled access to relevant data on the terminals industry.

Relevant experience:

- ▶ Involved in multiple Commercial DD's for tank terminal assets
- ▶ Frequent speaker at conferences on tank terminal market developments
- ▶ Specialist in quantitative modeling and forecasting of oil products supply, demand and trade flows
- ▶ Deep understanding of oil trading business and how this translates to requirements for terminals

Education:

- ▶ Quantitative Finance (MSc.)
- ▶ Systems Engineering (MSc.)



René Loozen
Consultancy Director

Rene brings his analytical skills, market knowledge and extensive experience in the oil and chemical value chain into the team.

Relevant experience:

- ▶ Leader of many strategic market insights projects in terminal and chemical industry
- ▶ Frequent speaker at conferences on tank terminal market developments
- ▶ Specialist in modeling and forecasting of chemical products supply, demand and trade flows
- ▶ Deep understanding of chemical business and how this translates to requirements for terminals

Education:

- ▶ Business Economics (MSc.)



ENERGY TRANSITION WORKSHOP

You know the energy transition is looming on the horizon and will ultimately have an impact on your business.

What you need is a roadmap for the future so your terminal is fully prepared for the Energy Transition and you can get the most out of it and even profit from it at the end.

That is exactly what I would like to offer you.

For Terminal Operators like yourself we organize 1-day, in-house Energy Transition Workshops with our experts

This workshop is fully tailored to your individual needs, so don't expect generic information but rather hands-on intel you can immediately act on.

Some of the deliverables of the workshop are:

- A roadmap with which you understand how to position your terminal within the Energy Transition
- In-depth insights into the pace, timeline, and impact of the Energy Transition, the products of the future, as well as the required infrastructure and CAPEX to make the transition for your terminal
- Clear growth opportunities for your terminal and the required equipment and associated costs to adapt to these opportunities
- An overview of the subsidies available to start the transition and how to ensure you're awarded them.



BENEFITS OF OUR WORKSHOPS

Better understanding of the impact

You will have a better understanding of the impact and timing of the Energy Transition on terminals and feel more comfortable about positioning yourself in the market as an early adaptor.

Energy Transition as growth opportunity

Armed with in-depth knowledge and foresight from the workshop, you will now be able to embark on the Energy Transition as a growth opportunity for the long-term continuity of your terminal.

Clear picture of where to invest

The Energy Transition Workshop will provide you with more clarity on which infrastructure you should invest in now and in the future.

More confidence in business strategy

Thanks to the Energy Transition Workshop, you will be better prepared for the future and more confident about making the right strategic decisions for your terminal.



PRACTICAL INFORMATION

What happens after you register?

We will contact you within 48 hours to agree on the details of the workshop, your specific needs and the location. After that, we will send you an offer for the workshop.

Once you accept the offer, we will schedule a kick-off call with you to prepare for the workshop. This ensures you will get the most of the event.

Is there a limit as to how many people can attend?

No, there is no limit. However, to ensure maximum efficiency of the workshop, we would recommend to include maximum 10 people in the workshop.

How long does the workshop take?

The workshop is a full day event, so count on 8 hours.

Can the workshop be attended online?

Yes, we can accommodate to online workshops. Please raise this topic when we get in touch with you after your register for the workshop.

How much does the workshop cost?

The costs are variable based on the specific needs of every client. Therefore, we will send you a tailored offer after our first contact.

Are there any limitations because of the COVID-19 pandemic?

We will always follow the current regulations and instructions of the authorities with regards to the COVID-19 pandemic. However, the workshop can be organized in the format and location of your choosing, so that it can still be held regardless of any potential travel or attendance restrictions.



Understanding the influence the Energy Transition will have on your business is essential for formulating a successful strategy for the future. Our in-house workshop will give you the perfect opportunity to kickstart this process in your organization.

Give your terminal the edge on your competitors and prepare for the inevitable Energy Transition with actionable insights and plans.

**REGISTER FOR THE ENERGY
TRANSITION WORKSHOP**

Do you first want to discuss the details with our experts before registering? **Click here** and send us an email directly.

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