



# WIEfm expert meeting

13 november 2017

John met de warmte van Evert

Bas van Golde

Senior Accountmanager

(06-54354008 | [bas.van.golde@ennatuurlijk.nl](mailto:bas.van.golde@ennatuurlijk.nl))

[www.ennatuurlijk.nl](http://www.ennatuurlijk.nl)



ennatuurlijk

# Index

1. Ennatuurlijk
2. Heat Grids Enschede
3. Expansion plans
4. Three development pillars

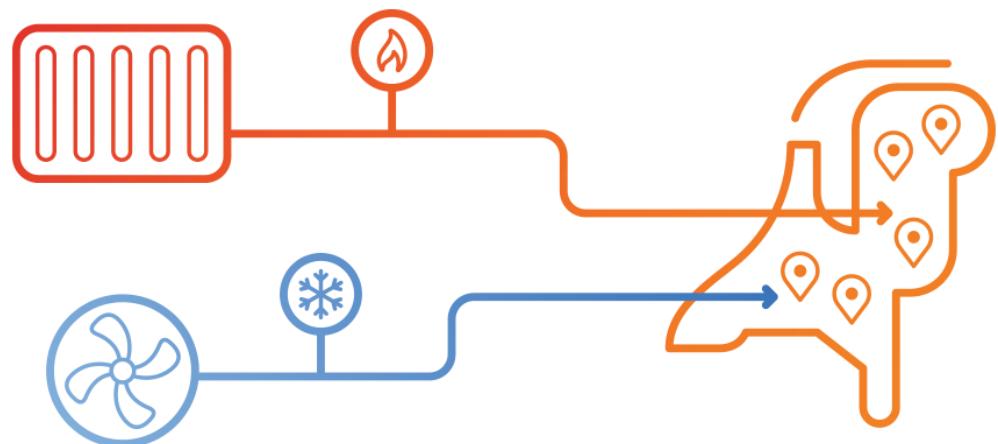
# Index

- 1. Ennatuurlijk**
2. Heat Grids Enschede
3. Expansion plans
4. Three development pillars

# What we do

Ennatuurlijk delivers heating and cooling services to approximately 70,000 commercial and residential customers across the Netherlands. We do this locally using innovative solutions, as sustainably as possible.

Our solutions  
are comfortable,  
affordable and simple.



# Ennatuurlijk facts and figures



130 highly experienced and knowledgeable employees



Shareholders  
PGGM (80%) and  
Veolia (20%)



Offices in Best and Steenwijk



National coverage



Our ambition:  
A sustainable environment



Core values:  
Open, Together,  
Entrepreneurial,  
Sustainability

# Ennatuurlijk makes energy local



## Supplier:

- Farmers
- Industry
- Waste incinerator
- Regional water authorities
- Other dedicated sustainable sources

## Customer:

- Consumers
- Businesses

# Index

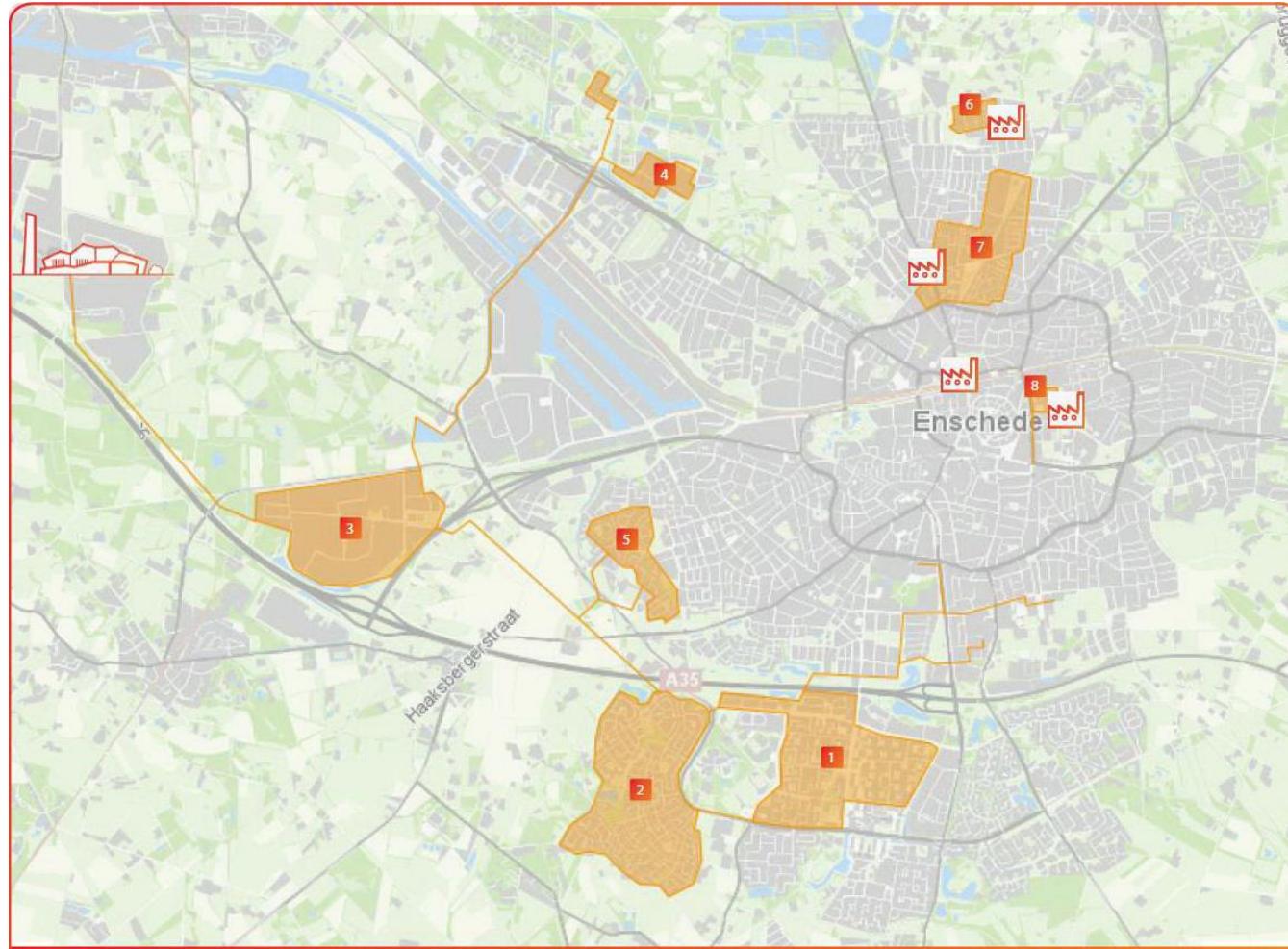
1. Ennatuurlijk

## 2. Heat Grids Enschede

3. Expansion plans

4. Three development pillars

# Current Heat Grid Enschede



# Main heat grid Enschede

- Residual heat of Twence (waste incineration and from 2018 biomass as primairy source)
- Heat sales: 275.000 B2B and 215.000 B2C = 490.000 GJ
- Residential customers: 6.000
- Business customers: 160
- Peak load (average winter): 72 MW<sub>th</sub>
- Base load: 12,5 MW<sub>th</sub>
- Temperature: Winter 110 °C, Summer 95°C
- Sustainability score (EOR): 400% (primairy grid)

## **Smaller heat grids Enschede**

Roombeek (CHP and gas boilers)

1.400 B2C, 15 B2B, 58.000 GJ/yr, 8 MW peak

Tattersall (CHP and gas boilers)

550 B2C, 15.500 GJ/yr, 3 MW peak

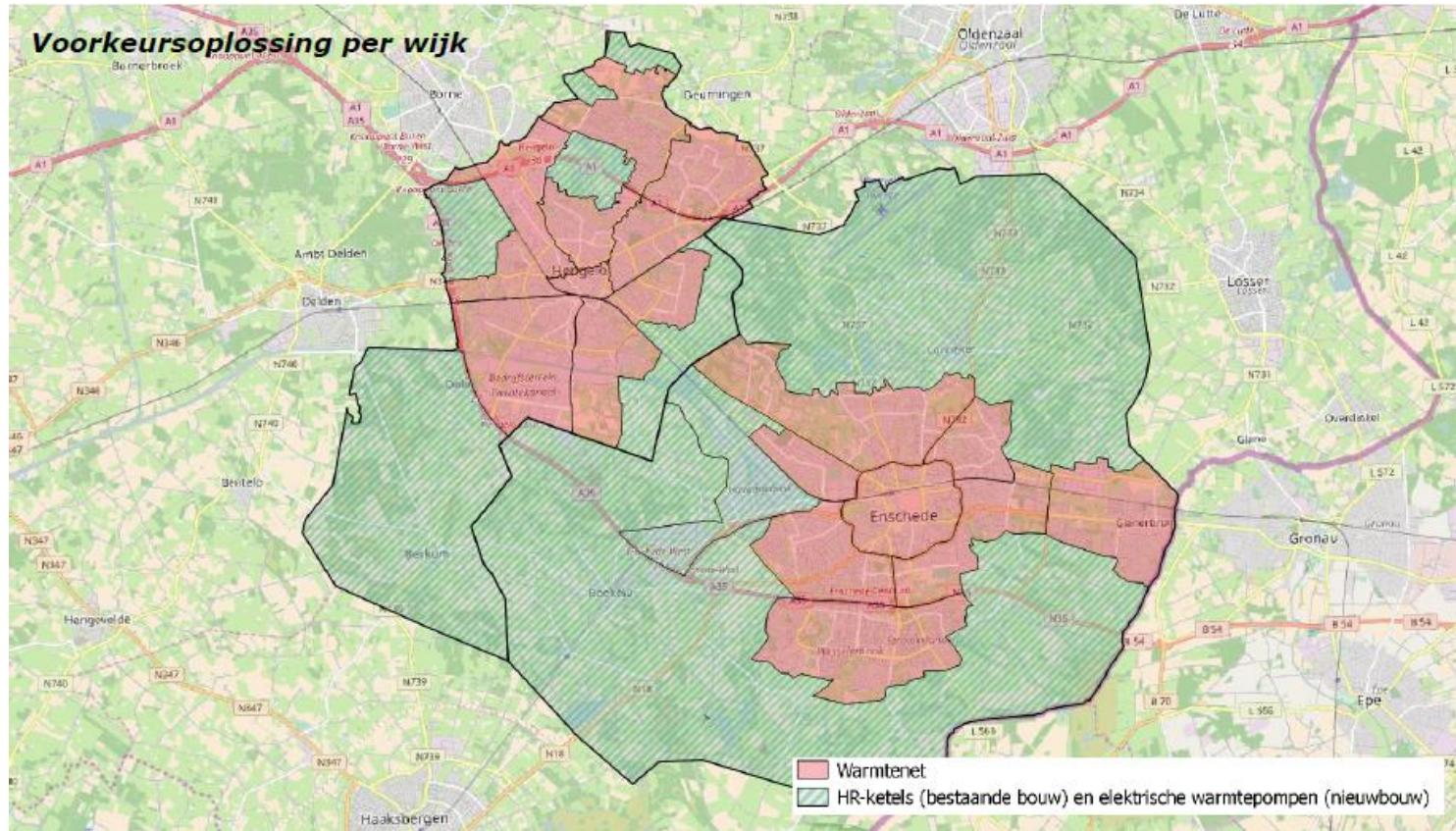
Deppenbroek (CHP and gas boilers)

270 B2C, 6.000 GJ/yr, 1,5 MW peak

# Index

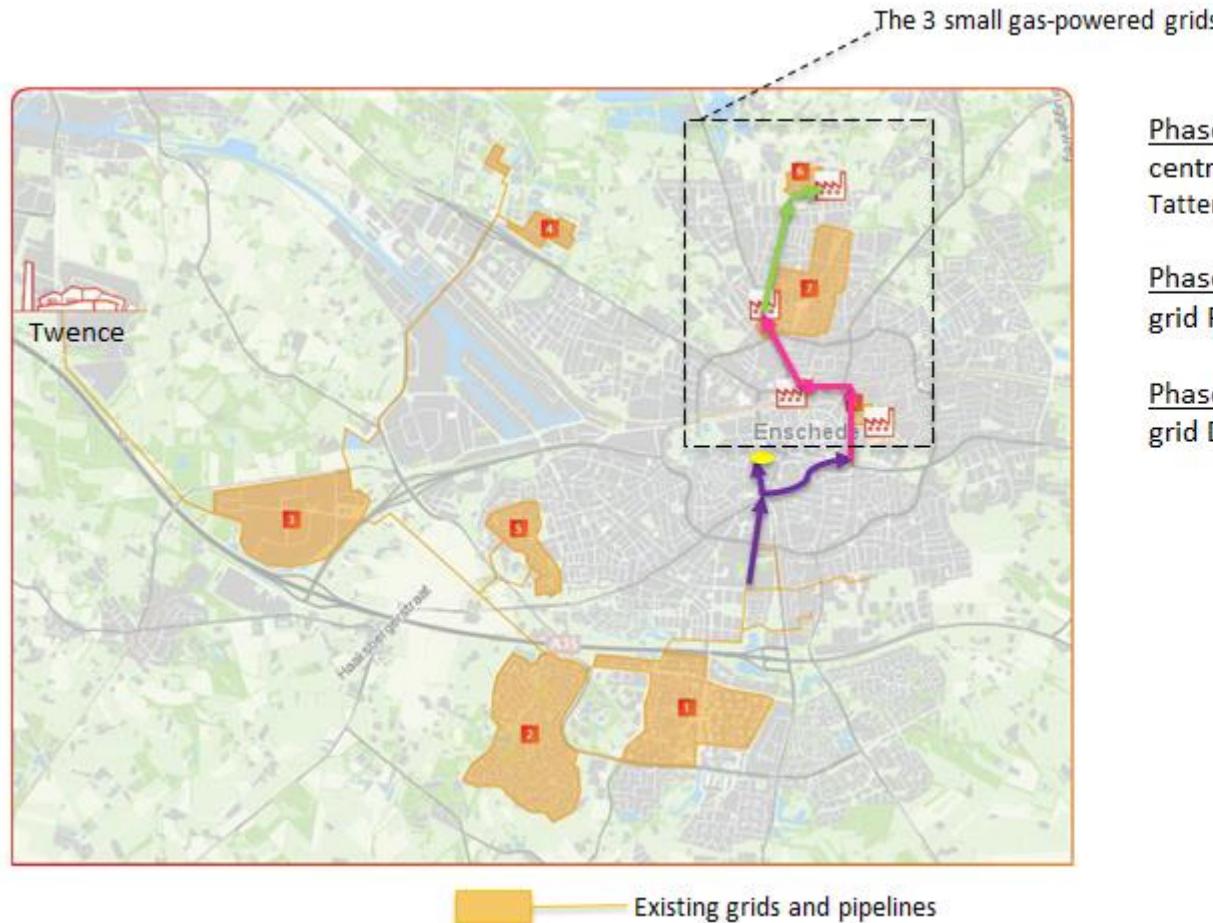
1. Ennatuurlijk
2. Heat Grids Enschede
- 3. Expansion plans**
4. Three development pillars

# Potential residual heat usage Twente



Potential for heat grids in case of maximum usage known residual heat in Twente – Ecofys (2017)

# Ambition Heat Grid Enschede



Phase 1 (purple): invest in pipeline to city centre and connect first smaller grid Tattersall

Phase 2 (pink): connect second smaller grid Roombeek

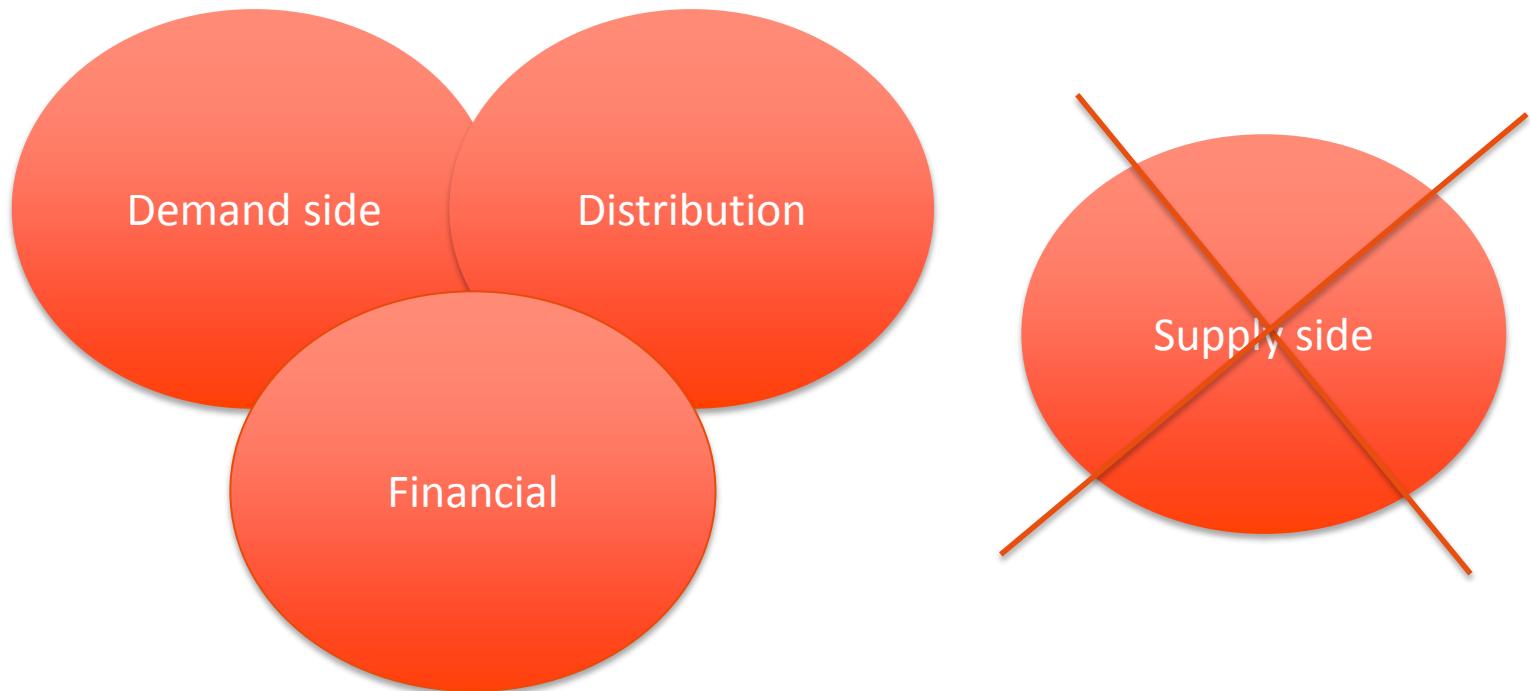
Phase 3 (green): connect third smaller grid Deppenbroek

## Index

1. Ennatuurlijk
2. Heat Grids Enschede
3. Expansion plans

## 4. Three development pillars

## Three development pillars



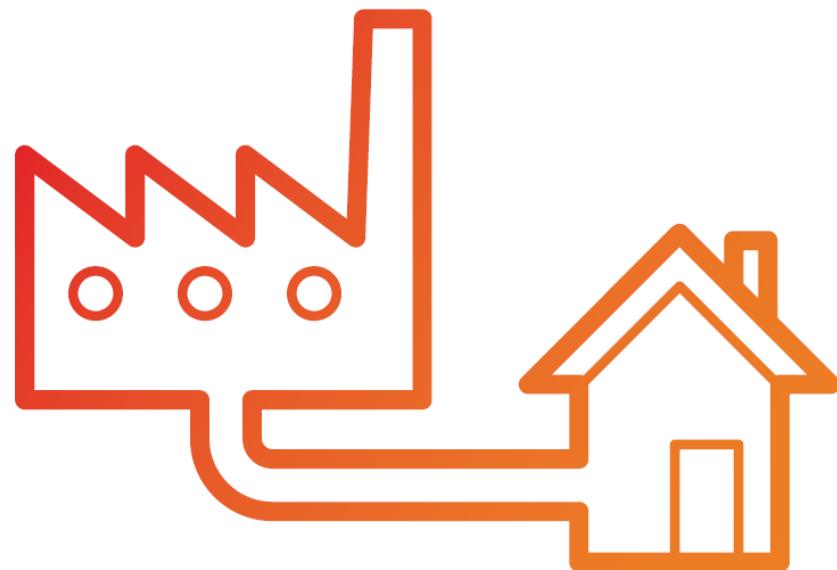
## Demand side (customers)

1. Financial attractiveness of heat proposal
2. Match in planning
3. Guarantees on sustainability
4. Guarantees on commitment to connect



## Distribution

1. Dimensioning diameters
2. Pipeline routing
3. Planning



## Financial (business case)

1. Certainty of investment
2. Certainty of customer demand
3. Risk appetite of investors



ennatuurlijk

maakt  
energie  
lokaal

