



Fostering sustainable heat in industry

Key challenges and opportunities for solar process steam

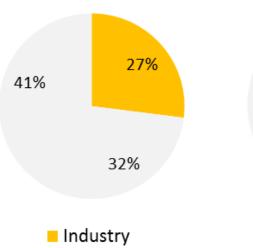
Bonn, 05.09.2018 Martin Haagen Business Development MENA



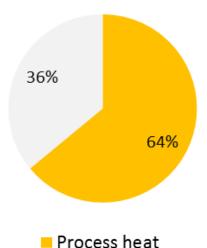
Industrial Process Heat

"constant" loads





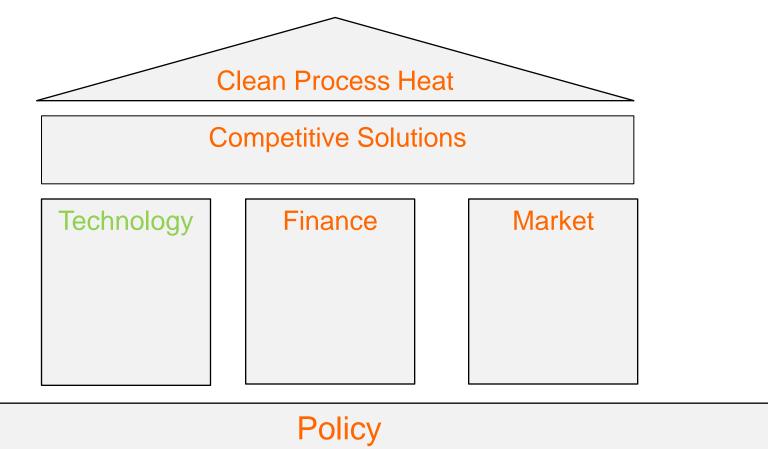




- Diverse and specific technical requirements
- Generated and consumed on site
- Low data availability on micro and macro level

Challenges for Clean Process Heat





Example of Solar Process Steam





- Solar process steam generation commercial operation > 3 years
- Applicable for food, textile, chemical, automotive, pharma, ...
- Only one example for clean process heat besides others

Summary



- Industry is biggest heat consumer but challenging market
- Strong industrial growth but mainly in Non-OECD markets
- Industrial process heat has a market and finance challenge
- Industrial process heat needs much more specific attention
- Sector coupling biased towards power
- Solutions available but uptake delayed due to market



