CCS Business Platform: Summary of processed input given by participants of the CATO Spring Event - workshop on March 4, 2025

(April 11, 2025)

During the CATO Spring Event 2025 on March 4th 2025 a workshop was held at which participants were asked to share their ideas and interest for a CCS Business Platform. A summary of the main findings is presented in this document. A selection of the input provided by the participants was made because some of the suggestions are already covered by CATO (such as active knowledge sharing) or are to far off the purpose of such a business platform (for example giving policy advice to governments). It is also our intention to make a strong link between this business platform and CATO by using CATO as the kick-starter platform. The exact organization and implementation has yet to be discussed. Also priorities for the start of such a platform and a working programme has to be decided upon.

This summary will be shared with the participants and potentially interested parties to assess who would be seriously interested to join such a business platform and is willing to actively contribute to the success of such a platform.

Note: where companies are mentioned, it should also read knowledge institutions like TNO and universities.

Summary of conclusions

What could be the main goals of a business platform?

1. Networking & Collaboration: Create a Dutch business platform that enables collaboration between Dutch actors, exchange experiences for successful business (including R&D collaborations) and also to share best practices in a pre-competitive setting. Create new opportunities for organizations that already have good international connections. Foster connections with international parties to promote the Dutch platform and to facilitate collaboration, for example in international R&D programmes.
2. Marketing: Promote unique Dutch capabilities and innovations in CCS/CCU technologies (including DAC and DOC), services and knowledge, and monitor the market for these products, and generate business opportunities for Dutch organizations. Also aiming at joint proposition definition.

3. Integration & Execution: Facilitate (international) consortium building and serve the entire value chain for (large-scale) projects (including integrated industrial cluster developments, etc.).
4. Showcasing & Knowledge Sharing: Discuss successes to illustrate best practices and critical success factors in doing business (including international R&D projects), integrating knowledge and experience to support an international market approach.

What kind of activities could such a platform entail?

5. Participation & Collaboration:
- Build a Dutch CCS/CCU tech and service provider platform for Dutch and foreign audiences (e.g., a one-stop-shop), or increase the use of existing platforms (such as Netherlands Energy Technology Platform).
- Collaborate at trade fairs, expos, and international events to promote CCS/CCU innovations and Dutch companies that work on these innovations.
- Host matchmaking and networking opportunities like speed-dating sessions and informal events.

6. Market Development & Business Creation:
- Promote Dutch CCS/CCU companies during trade missions (both international missions to the Netherlands and abroad) and facilitate international matchmaking events.
- Identify and leverage Dutch value compared to (local) alternatives and monitor business opportunities in key regions.
- Support international collaborations by jointly responding to funding calls and consortium building.
- Support country-specific market analyses.
- Monitor and respond to business opportunities in key countries/regions, leveraging Dutch strengths in CCS/CCU technologies.

What kind of organizational structure and coordination is necessary?

- Establish a core team that overseas all activities and can respond quickly to new opportunities and which is, at least at for the start-up period, connected to CATO and its community.
- Maintain accessibility with no (at the start) and later low membership contributions.
- Engage with international platforms like the CCUS Forum EU, ZEP, and task forces while avoiding redundant organizing.

Which other issues are important or what challenges do you see?

- Difficulty in deciding on focus countries and prioritizing markets. Where do we have most chances? Developed markets (NWE, US, Canada, etc.), emerging markets (MEA, China, etc.)?
- Clearly define a unique selling proposition (USP) for the Dutch CCS/CCU industry.
- Establishing the differentiating factor compared to existing (local) organizations.
- Encouraging collaboration while addressing how to deal with competition, for example between large storage companies and SMEs.
- Balancing equal exposure and opportunities for both large and small companies.
- Distinguishing between different parts of the CCS/CCU value chain.
- Ensuring a balance between fostering competition and promoting collaboration.