

Member's Guide





AEBIOM **European Biomass Association**

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Dear friends,

The bioenergy sector has achieved many successes in the last few years, and is by far the main renewable energy source in Europe. Double digit market growth percentages offer new business opportunities for heat, electricity and transport, from the very small, local scale level up to large industrial energy applications.

The European Union has had significant and increasing influence on these markets, through regulations which directly or indirectly affect the bioenergy sector, such as the energy and climate policy, agriculture policy, forestry, air quality policy, etc. Meanwhile, several stakeholders such as some environmental NGOs and some wood-based industries are expressing strong concerns regarding the bioenergy development. There is an ongoing discussion that underlines how challenging policies beyond 2020 are. Therefore, maintaining a favorable EU framework is one of the main reasons why you should consider becoming an AEBIOM member.

A second reason to join AEBIOM is to benefit from the tremendous network that membership would provide with other companies and organizations active in the bioenergy sector. It is critical to exchange information and communicate a consistent message that will be heard by the relevant stakeholders. Please take a moment to read this member's guide which will explain our activities and the benefits of joining our growing organization and network.

Join AEBIOM now and take advantage of the benefits today!
I look forward to working with you soon.

Jean-Marc Jossart

AEBIOM Secretary General

About AEBIOM

Founded in 1990, the European Biomass Association (AEBIOM) is a nonprofit, Brussels-based international organization active at EU level. AEBIOM's primary mission is to develop the market for sustainable bioenergy, and ensure favorable business conditions for its members.

AEBIOM holds a strong position in the bioenergy sector (bio-heat, electricity and biofuels) and brings together approximately 28 national bioenergy associations and 90 private-sector companies from all over Europe and beyond.

Why is AEBIOM essential?

Bioenergy remains the major source of renewable energy in Europe, accounting for 2/3 of European renewables production and showing steady growth patterns across the different market segments.

As such, it is critical to have a strong association at the European level that unifies bioenergy actors and stakeholders and offers them a common voice.

Since 1990, the existence and role of AEBIOM has become increasingly important as the European Union's dependency upon fossil energy imports, formed a backdrop for policy concerns relating to the security of energy supply.

Currently, the legislative and regulatory agenda for energy is arguably broader and more complex than ever before.

In addition to the EU files concerning renewable energy sources, many complex topics related to biomass are now up for debate, such as biomass sustainability, indirect land use change, the cascading principle, the efficient use of natural resources and much more.

Fossil fuels still represent more than 85% of our energy mix today. Therefore, AEBIOM's primary objective is to support key initiatives promoting the use of sustainable bioenergy and to communicate effectively to policy makers the opportunities and concerns regarding the development of bioenergy in Europe.

Vision

Sustainable bioenergy is becoming an increasingly mainstream source for energy, providing increased business opportunities, creating jobs, instigating rural development, while contributing significantly to the low carbon economy.

The AEBIOM Mission

Develop the market for sustainable bioenergy and ensure favourable business conditions for its members through effective communication and engagement in the political decision-making processes.



There are three priorities to achieve our mission:

Communicate as a single, united voice the opportunities and concerns regarding the development of bioenergy at European level to decision makers, business representatives, the media, the public, NGOs and other stakeholders.

Develop and deliver effective strategic messages and initiatives to influence the political process towards a long-term, stable EU policy framework for bioenergy in Europe

Ensure European bioenergy industry leadership through advanced research, innovation and technical quality.

How AEBIOM Works



EU Policy Strategy

Through the AEBIOM EU Policy strategy, members can voice their positions at the highest level throughout Europe – this is a must for all companies with European and global goals.

Through its Policy activities, AEBIOM seeks to promote a political framework that is conducive to sustainable bioenergy. Given the challenges that the bioenergy sector currently faces and will continue to face in the future, and the on-going complex debates on, for example, sustainability or competition with other wood-based sectors, AEBIOM seeks to secure a positive political framework.

To achieve this goal, the AEBIOM EU Policy strategy is based on 3 key pillars:

- » Contribute to the development of the renewable energy sources in Europe. AEBIOM is collaborating on a daily basis with other main associations representing other renewable sources in Brussels.
- » AEBIOM supports favourable EU actions and conditions for bioenergy developments in the 3 main energy sectors and through different EU policies (e.g. Energy, Agriculture, Industry, R&D, Climate etc...)
- » AEBIOM actively supports a European sustainability framework that will ensure that the expected biomass consumption increase will take place within a sustainable framework, will secure investments and will provide evidence to the society that biomass is sustainable.

Therefore, our main challenge in the coming years is to maintain and strengthen the green and positive image of bioenergy while also keeping our commitment to sustainability and carbon stock maintenance.

In order to act efficiently and in the most relevant way, AEBIOM is working with a network of European Organizations such as partners of the Heat Coalition¹, the Confederation of European Forest Owners (CEPF), COPA-COGECA, EUFORES and others.

In addition to being involved in EU issues, AEBIOM is also following international bioenergy developments thanks to its membership to the World Bioenergy Association.

¹ Cecod, CEWER, COGEN Europe, EFIEES, EGEC, EHI, EHPA, Energy Cities, ESTIF, Euroheat & Power



Strategic Communication at EU and Industry Level

Through the AEBIOM Strategic Communication plan, both the EU institutions and the AEBIOM members will be promptly and accurately informed about the opportunities, challenges and developments of the bioenergy sector

The AEBIOM Communication strategy is based on 3 main pillars:

- » **Message:** AEBIOM aims to create a consistent message for all bioenergy actors and communicate it effectively and appropriately to relevant EU stakeholders.
- » **Stakeholders target plan:** AEBIOM communicates the opportunities and concerns related to bioenergy development in Europe to specific target groups such as EU public institutions (e.g. MEPs, Commission officials, Permanent Representations), Brussels media and NGOs. AEBIOM members also ensure a multiplier effect at national and regional levels.
- » **Communication tools:** AEBIOM has developed during its 25 years of existence, a variety of communication activities which are annually monitored and evaluated for results and impact on the specified target groups.



AEBIOM Communication Activities

- AEBIOM Issues:** AEBIOM members regularly receive an AEBIOM Secretary-General Briefing every Monday. This informational e-mail gives you an update on the most important AEBIOM activities in terms of lobbying, news, and communication.
- AEBIOM Website:** The AEBIOM website www.aebiom.org is updated daily with new and relevant information about our activities.
- Bi-monthly Newsletter:** The newsletter is sent to an increasing database of approximately 2,225 subscribers (January 2015).
- Statistical Report:** The annual AEBIOM Statistical Report “European Bioenergy Outlook” provides a comprehensive and timely overview of the bioenergy sector in Europe.
- Annual Reports:** AEBIOM Annual Activity Report.
- Policy:** Press Releases, Position Papers, and Articles.
- Events:** Annual AEBIOM Bioenergy Conference, many workshops on various topics.
- Campaigns:**  Biomass Counts Campaign, an initiative launched by AEBIOM on December 2014 that seeks to balance the current debates on biomass by showcasing the reasons why sustainable biomass counts in the EU policy debate.

AEBIOM Networks

AEBIOM members are active in the Networks set-up by AEBIOM. The overview below of the existing AEBIOM Networks should help you to better identify the groups in which your company can engage at the European level.

AEBIOM Working Group	Description	General Manager
European Pellet Council (EPC)	EPC is a platform for national pellet associations (including non-EU organizations), aimed at undertaking relevant activities to develop the market. Current focus: certification of pellet quality (ENplus), safety, sustainability, statistics.	Gilles Gauthier
European Industry of Pellet Suppliers (EIPS)	EIPS was created by the joint forces of the pellet producers, traders and other supporting companies to strengthen their representation in Brussels. Current focus: sustainability, carbon accounting, safety, technical specifications, statistics.	Gilles Gauthier
International Biomass Torrefaction Council (IBTC)	The main objective of IBTC is to promote the use of torrefied biomass as a viable energy carrier, undertake studies or projects, and to commonly voice their concerns to the outside world. Current focus: standards, market growth.	Cristina Calderón
Advanced Biofuels	The aim of the advanced biofuels (AB) Working Group (WG) is to offer a discussion platform for companies with interests in AB made of ligno-cellulose and wastes, and to voice the concerns of the sector. Current focus: statistics, biomass supply, availability of AB for member states in 2020.	Jean-Baptiste
Sustainability	In response to the intense discussions on sustainability in Europe and in the Member State, the AEBIOM Sustainability WG offers a platform to discuss relevant topics and to communicate with one voice the views, expectations and concerns of the bioenergy sector.	Nathalie Hemeleers and Fanny-Pomme Langue
Economic Competitiveness	This WG aims at discussing and proposing solutions to improve competitiveness of bioenergy versus fossil fuels. Current focus: State aid, carbon tax, ETS.	Nathalie Hemeleers

AEBIOM Events

AEBIOM organises meetings, workshops and conferences gathering the main actors of the European bioenergy sector. These events represent a great opportunity to directly meet new business partners.

AEBIOM Bioenergy Conference

The AEBIOM annual Bioenergy Conference is a key occasion on the bioenergy events calendar since 2010. It has become Europe's major occasion for discussion and networking amongst important industry leaders and policy makers. Bioenergy is the largest renewable energy source in Europe and we expect around 300 industry representatives to be present at this event which is one of the leading bioenergy conferences in Europe.

Other events

AEBIOM regularly organises other round tables and workshops focusing on specific issues. In 2011-2013, we organized events on topics such as pellet technology, pellet industry safety, common agriculture policy, sustainability, CO₂ calculation method, etc.

Project Development

Currently (January 2014), AEBIOM is working on 12 EU projects. In addition to deepening the knowledge about bioenergy, these projects offer visibility to our members and partners through organized conferences and workshops and an excellent network of new contacts from companies, universities, national centers and national administrations. AEBIOM involves its members as much as possible in these projects so that they can develop their expertise and their network through EU financial support.

Moreover, the outputs of these projects such as reports, stakeholder landscapes, databases and statistics are very useful and valuable tools that we make available for all our members.

The projects are in areas such as: Markets Attractiveness in Europe, Pellet Safety, European Pellet Quality Certification, Logistics for Energy Crops, Renewable Heating & Cooling, Carbon Neutrality, Standards, Wood chips supply, pellet safety, Ash characteristics, etc.

Benefits of AEBIOM Membership

One step ahead

Joining AEBIOM will keep you up to date on the latest policy, business and technology developments.

Members receive:

- » Regular statistical reports, electronic newsletters, press releases, and briefings by e-mail.
- » Fully customized consultation by e-mail, phone or in person.
- » Access to the Members' Area on the AEBIOM website.

Influence policy

The lobbying activities undertaken by AEBIOM give voice to the bioenergy sector and provide a suitable legal framework in which companies can successfully develop their businesses.

Members receive:

- » Regular updated information on the state of play of EU policy files important for the sector.
- » Engagement in developing positions.
- » Position papers, statements and press releases that can be used as a basis for lobbying at national level.
- » Opportunities for joining AEBIOM Networks.

Visibility and connections for your company

AEBIOM membership will increase the visibility of your company, and create awareness of your products, activities and services. We will help you make the right connections in your field.

Members receive:

- » Opportunities for involvement in the AEBIOM Networks.
- » Company presentation on the AEBIOM website and members' directory.
- » Promotion of your events, news and press releases on AEBIOM website.
- » Possible opportunity to speak at AEBIOM events.

Get relevant discounts

AEBIOM members benefit from discounts to all AEBIOM events.

Members receive:

- » New members receive a free entrance ticket to the AEBIOM Bioenergy Conference.
- » AEBIOM members get a 40% discount to the AEBIOM Bioenergy Conference.
- » Associations receive a 10% discount for their members to the AEBIOM Bioenergy Conference.



AEBIOM List of members as of February 2015


AEBIOM Full Members (associations)

- Austrian Biomass Association (ABA)
- Association for the Promotion of Bioenergy (CEBIO)
- Bulgarian Association for Biomass
- Central Agricultural Raw Material Marketing and Development network (C.A.R.M.E.N. e.V.)
- Croatian Forestry Society, Croatian Biomass Association
- Czech Biomass Association (CZ-BIOM)
- Danish Bioenergy Association (DI Bioenergi)
- Energy Utilization Biomass Association (EUBA)
- French Biomass Energy (FBE)
- German BioEnergy Association (BBE)
- Irish Bioenergy Association (IrBEA)
- Italian Agroforestry Energy Association (AIEL)
- Italian Biomass Association (ITABIA)
- Latvian Bioenergy Association (LATBIO)
- Lithuanian Biomass Energy Association (LITBIOMA)
- Polish Biomass Association (POLBIOM)
- Romanian Association of Biomass and Biogas (ARBIO)
- South Tyrol Energy Association
- Spanish Bioenergy Association (AVEBIOM)
- Spanish Renewable Energies Association (APPA)
- Swedish Bioenergy Association (SVEBIO)

- The Bioenergy Association of Finland (BIOENERGIA)
- The Estonian Biomass Association (EBA)
- The Netherlands Bio-energy Association (NL-BEA)
- Valorization of Biomass (VALBIOM)

AEBIOM Associate Members (companies)

- Agrana Bioethanol GmbH
- Agri-Tech Producers LLC
- Airex Energy
- Amandus Kahl
- AREVA Renouvelables
- Arigna Fuels Ltd.
- Benet Oy
- BioBraendsels foreningen
- BioEndev AB
- BioLake BV
- Biowanze
- Bord na Móna
- Centre Wallon de Recherches Agronomiques
- Charmont-Investments
- Cockerill Maintenance et Ingénierie SA (CMI)
- CPL Industries Limited (CPL)
- CPM Europe B.V
- Croatian Chamber of Economy
- Czech Pellets Cluster
- DNV GL
- Drax Power
- EDORA
- Ekman
- Energieonderzoek Centrum Nederland (ECN)
- Enviva
- ETA Heiztechnik GmbH
- ETH Agrar GmbH
- European Institute for Energy Research (EIFER)
- Evolution Markets
- Forest and Biomass Services Belgium S.A
- FrölingHeizkessel – und BehälterbauG.m.b.H.
- German Pellets GmbH
- German Wood Fuel and Pellet Association (DEPV)
- Göteborg Energi AB
- Greenwatt SA
- Hargassner
- Hawkins Wright Ltd.
- Hungarian Pellet Association
- IFP Energies Nouvelles
- HYGEA / Intradec
- J. MÜLLER Agri Terminal- Port of Brake
- JENZ GmbH
- Komptech
- Kraft und Wärmeaus Biomasse GmbH (KWB)
- Kurzemes Granulas SIA

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- Laborelec/GDF Suez
 - Marquard & Bahls AG
 - MHG Systems Oy
 - MiktechOy / Biosaimaa
 - Palazzetti Lelio S.p.A.
 - Pellet Fuels Institute (PFI)
 - Peterson Rotterdam BV
 - PolytechnikGmbH
 - Portuguese Energy Pellets Association (ANPEB)
 - Prodesa Medioambiente
 - Propellet France
 - proPellets Austria
 - Renergy UK Ltd
 - River Basin Energy Inc
 - Rotawave
 - SBE Latvia Ltd
 - Schiedel AG
 - Schmid-Energy
 - Seeger Engineering
 - SEKAB E-Technology AB
 - SIA Freja
 - Söderenergi AB
 - Solvay Biomass Energy
 - Statkraft
 - Swedish Wood-Fuel Association
 - Sveaskog Förvaltning AB
 - Swedish Wood-Fuel Association
 - Teal Sales Incorporated (TSI)
 - The Portuguese Renewable Energy Association (APREN)
 - Topell Energy B.V
 - Torfttech Energy LTD
 - Torr-Coal International B.V
 - Tuzetka SA
 - UK Pellet Council
 - Ukrainian Pellet Union (UUP)
 - University HEIG-VD
 - Vapo Oy
 - Victam International B.V.
 - VIS NOVA Trading GmbH
 - Vision Energy Group (VEG)
 - Windhager Zentralheizung GmbH
 - Wood Energy Switzerland (Propellets Switzerland)
 - Wood Pellet Association of Canada (WPAC)

AEBIOM Board (2015)



Gustav Melin

AEBIOM President
Swedish Bioenergy Association



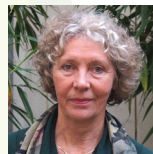
Marcos Martin

AEBIOM Vice-President
Spanish Bioenergy Association



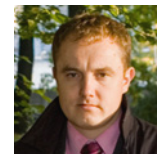
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Ria Kalf

The Netherlands Bio-energy
Association



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The Bioenergy Association of Finland



Christian Rakos

ProPellets Austria



Yves Ryckmans

GDF-SUEZ, Laborelec



Thomas Siegmund

German BioEnergy Association



Ludger Spohr

Vis Nova Trading



Eric Vial

Propellet France



Michael Doran

Irish BioEnergy Association



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Austrian Biomass Association



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AEBIOM Team



Jean-Marc Jossart
Secretary General

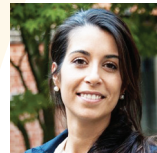
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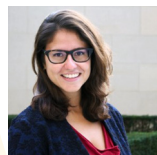
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