



**ZERO  
EMISSION  
SERVICES**



# ING Sustainable Investments

## Zero Emission Services

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April 2021



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# NEW ENERGY FOR INLAND SHIPPING

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## Unique Proposition



Zero Emission



Exchangeable



Standardized



Affordable



Multi purpose



Future proof and scalable



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# An affordable solution for the ship owner

	Traditional financing	Pay-per-use
Use	Ship owner buys batteries and uses them to propel the ship	The ship owner has a contract with ZES, he/she collects the batteries when needed and only pays per kWh used
Upfront investment	The ship owner invests in the battery containers	ZES invests in the battery containers
Costs during use (e.g. energy consumption, maintenance & repair and depreciation)	Partly predictable, partly unpredictable	Ship owner pays a fixed amount per kWh (pay per use)



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# ZES Ambition - Scaling up to emission free inland shipping

## 2023: Short term ambition

- 10 vessels to sail zero emission
- 10 docking stations
- 15 ZESpacks

## 2030

- Green Deal: 150 vessels to sail zero emission

## 2050: Long term ambition

- 400 vessels to sail zero emission
- 20 docking stations
- 650 ZESpacks
- 40 zero emission sailing routes
- 400 – 480.000 tons of CO2 avoided
- 3.700 tons of NOx avoided



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# Main challenges

From ambition to realization



A system change requires supply chain collaboration, simultaneous action is crucial to break through **catch-22**



Subsidies need to help cover **unprofitable scale-up phase**



**Legislation** turning zero emission into a must-have  
e.g. pollution pricing



ING is looking forward to collaborate on making this happen



Thank you for your time

Please let us know if you have any questions

For ZES specific questions, please have a look at the website or follow ZES on LinkedIn



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



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