

20 March 2022

Chile training session and market visit

Capacity building is understood as actions that foster know-how transfer, good practises exchanges and effective feedbacks in technical and organisational fields, and standardisation procedures.

In GEO-ENERGY EUROPE (GEE) strategy, capacity building actions have a central role which can be divided into two main approaches: one directly oriented towards the GEE metacluster SMEs to develop proper expertise in liaison with export conditions, which can be considered as a preamble to the second one that consists in bringing those competencies outside the consortium to reach the key target markets.

- **Chile Training session**

In advance of the Chile market visit, an online Chile training session was held by GEE on 8th of March from 3:00 to 5:00 pm (CET).

The aim of the training session was to provide an overview on Chile with specific information on the country's geothermal market to GEE SMEs, at the same time to coach the participants with useful tips on key aspects and specific expertise needed to access and work in the Chilean geothermal market. This coaching was provided by an international business developer.

The GEO-CoLab tool developed by GEE consortium, a tool to easily find partners within GEE members for geothermal projects using a simple keyword search, was also presented during this session.

The webinar also gave the possibility to participating SMEs to interact with expert panellists, ask clarifications on Chile and its geothermal market, and to exchange contacts with the representative of the Chilean geothermal Cluster.

The main expectations of participants of this session were: to know more about country's strategies on renewables sources and geothermal energy, and the main market actors, including technologies on which to focus. A short introduction to the Chilean market visit was done at the end of the webinar.

Recording and presentations are available on the following link :

<https://www.egec.org/events/chiletraining-session-geo-energy-europe/>

- **Chile market visit**

The Market Visit took place in Santiago del Chile, at the Andean Geothermal Centre of Excellence at the University of Chile, on the 4th and 5th of April 2022.



The first day of the meeting started with an introduction to the agenda, GEO-ENERGY EUROPE project and its aims, and a summary of the training session. The second slot was a roundtable between the Chilean Ministry of Energy, the CEGA and the Chilean Geothermal Council, on how the Chilean legislative context could promote geothermal development, followed by an open discussion with participants. The afternoon session was led by Diego Morata (CEGA) and focused on how the Chilean geothermal context and potential and perspectives of lithium recovery. This was then followed by another open discussion with participants.

The second day of the meeting was reserved for the companies and networking. All present companies did a small presentation of their expertise. For organisation purposes, the SMEs were divided into two groups: GEE Metacluster SMEs and Chilean companies/SMEs. The slides are available on the GEODEEP extranet; the link to these presentations was sent to all participating companies and the GEE consortium after the market visit.

Furthermore, CAPES delivered a presentation on the GEE collaborative tool.

The Market Visit ended with a roundtable discussion among participants which concluded with a common goal, to create a roadmap, focusing on the main key topics, for further cooperation between GEE and Chile:

- Domains/synergies where a collaboration can be implemented
- Diplomatical context also gives opportunities to consolidate networks of activities
- Structevalue chain and worldwide collaboration

Finally, the fruitful discussions about the Chilean geothermal context during the GEE Chile market visit led to the following recommendations:

- Diversification of geothermal markets besides the power generation: development of geothermal districts heating and heating & cooling applications assisted by geothermal heat pumps
- Development of lithium co-extraction from geothermal process
- Simplifications of the regulatory framework, related to geothermal and lithium process 6

- Structuration of the Chilean geothermal value chain to address the national goal of 20% of non-conventional renewable energies by 2025