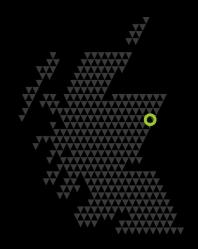


INVEST IN

THE NET ZERO ENERGY CAPITAL OF EUROPE





Invest in the Net Zero Energy Capital of Europe

FOREWORD

• Sir Ian Wood KT, GBE, Chairman, ETZ Ltd

INVEST IN EUROPE'S MOST ATTRACTIVE LOCATION TO ACCELERATE LOW-CARBON TECHNOLOGIES

INVEST IN SCOTLAND'S LARGEST DEDICATED ENERGY TRANSITION COMPLEX

INVEST IN A CUTTING EDGE ENERGY ECOSYSTEM

INVEST IN THE UK'S LARGEST MARINE PORT DEVELOPMENT

INVEST IN A MASSIVE OFFSHORE WIND OPPORTUNITY

INVEST IN A WORLD-CLASS HYDROGEN & CCS ECONOMY

INVEST IN A HIGHLY SKILLED TALENT POOL

INVEST IN A GREAT PLACE TO WORK AND LIVE

INVEST IN ETZ NOW: OUR OFFER TO YOU









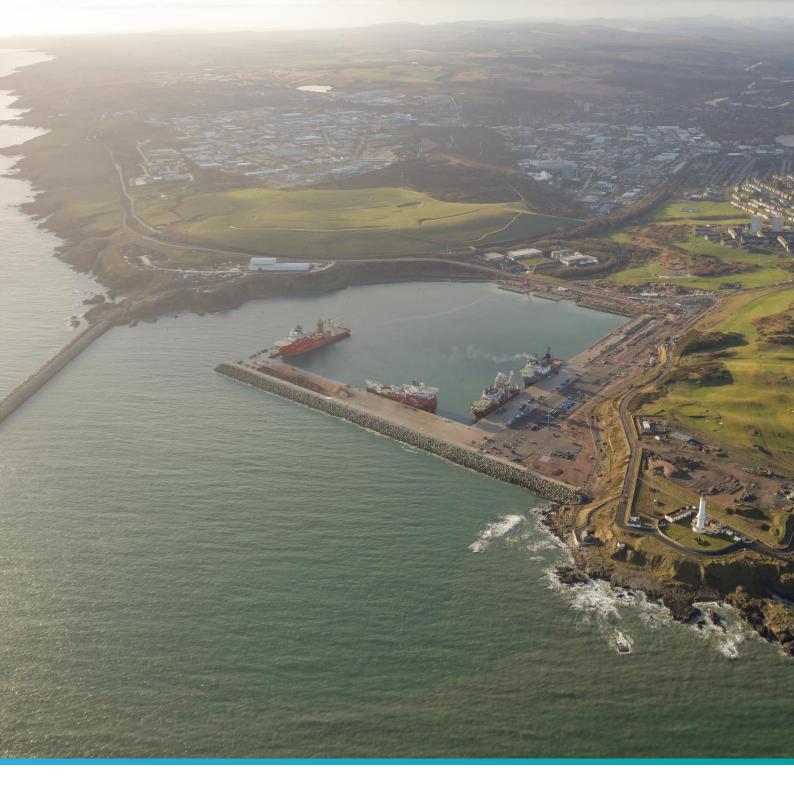












One of Europe's most attractive locations in which to invest in low carbon technologies





NET ZERO ENERGY CAPITAL OF EUROPE

GLASGOW

• EDINBURGH

LONDON

Be part of this exciting journey

Aberdeen has a proud and global reputation as the oil and gas capital of Europe but this didn't happen overnight. It took a great deal of hard work, knowledge sharing and the creation of a world-class supply chain to ensure that this region became an international oil and gas cluster, one ready to capitalise on the vast opportunities that the discovery of first oil presented.

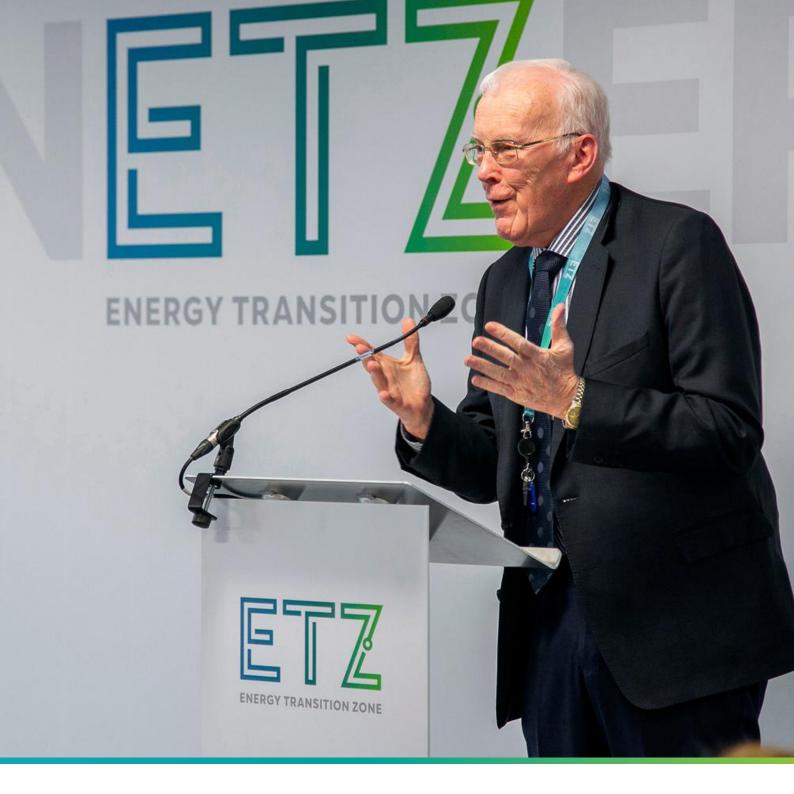
In essence, this is exactly the same approach we are taking to ensure we fully realise the opportunities that energy transition is bringing and precisely why we have established ETZ Ltd, a private-sector-led and not-for-profit company with a clear ambition to reposition the North East of Scotland as a globally recognised energy cluster focussed on the delivery of net zero.

The scale of opportunity before us in new and green energies is huge, and this prospectus provides evidence of a region undergoing a remarkable transformation. Our experienced team are utilising long-established connections across the globe and drawing upon their expertise to deliver the largest dedicated energy transition complex in Scotland.

This prospectus provides the compelling reasons why this region is one of the most attractive and exciting locations in the world to invest in low carbon energy technologies and highlights the role of ETZ Ltd and the Energy Transition Zone in accelerating this position. This is a unique opportunity to be at the heart of a dynamic, collaborative energy cluster in which to locate your business.

This region is repositioning to become the Net Zero Energy Capital of Europe. And we absolutely want you to be part of this exciting journey.

Sir Ian Wood KT, GBE, Chairman, ETZ Ltd





A region with unrivalled critical mass

The North East of Scotland is one of the most attractive locations anywhere in Europe for companies seeking to invest in low carbon technologies. It has:

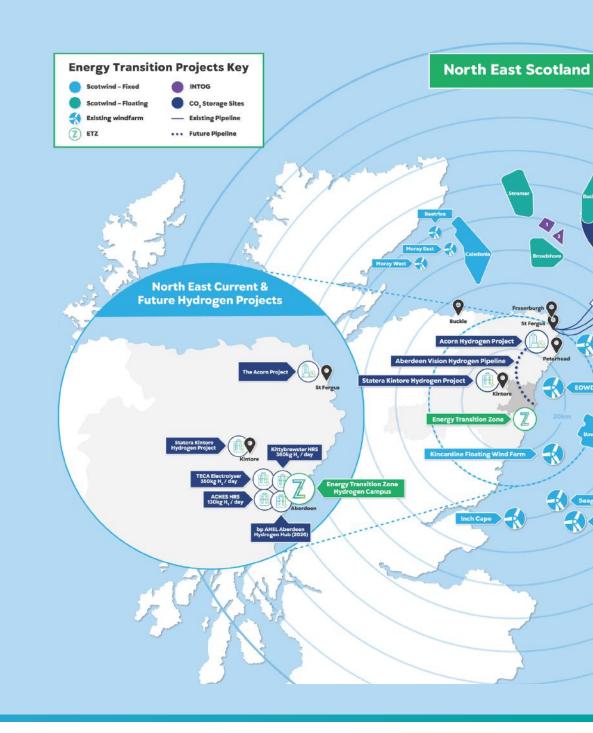
- Over 1,000 energy companies employing a highly skilled workforce with a determined entrepreneurial spirit;
- One of the world's biggest clusters of subsea engineering capabilities;
- Multinational companies such as bp, Shell, Total Energies, Equinor and Vattenfall;
- 45,000 people employed in energy, equating to 40% of Scotland's energy workforce (SDS);
- Investment Zone status, awarded by the UK & Scottish Governments, providing a range of fiscal incentives for businesses;
- A quarter of Scotland's top 100 companies;
- Third highest productivity in the UK, surpassed only by Edinburgh and London.



A region with a pipeline of transformational projects

Aberdeen and the North East of Scotland are at the heart of an array of existing and planned transformational projects that make it a hugely attractive location for investment:

- 60% of ScotWind licences, equating to 17GW of power generation capacity, are within 100 nautical miles of Aberdeen.
- Home to the world's first floating offshore wind farm, Hywind, and currently the world's largest operational wind farm, Kincardine.
- Pioneering Innovation and Targeted Oil and Gas (INTOG) leasing round to provide green electricity to oil and gas infrastructure to reduce carbon emissions and supporting small scale innovative offshore wind projects
- The Acorn CCS project, providing world-class storage sites for large-scale CO2 sequestration equating to 24 gigatonnes of storage capacity, formally approved by the UK Government.
- A decade of experience in planning and implementing pioneering hydrogen projects and a
 wider region that has the potential to generate over 1GW of low carbon hydrogen by
 2032.



current & future energy transition projects East Mey Storage Site Hywlnd Scotland 10 11 reen Phase 1 **INTOG Projects** 1 Scaraben BlueFloat Energy/Renantis Partnership 2 Sinclair BlueFloat Energy/Renantis Partnership 3 Salamander Ørsted/Simply Blue Group 4 Flora **BP Alternative Energy Investments** 5 Green Volt Flotation Energy/Vargrønn Cerulean Winds 6 Aspen 7 Beech Cerulean Winds 8 Cedar Cerulean Winds Flotation Energy/Vargrønn 10 Culzean Demo TotalEnergies 11 HE Project Harbour Energy



Energy Transition Zone

ETZ Ltd is a private sector-led and not-for-profit company spearheading the North East of Scotland's energy transition ambition. We are supported by significant ongoing funding from both the Scottish and UK Governments, with a clear focus on repositioning the region as a globally-recognised new and green energy cluster.

The focal point of our activity is the delivery of a unique Energy Transition Zone (ETZ), which comprises a 250-hectare site in close proximity to the brand new £420 million Aberdeen South Harbour. ETZ Ltd is initially enabling 40 hectares of premium development opportunities through a combination of revitalised commercial properties alongside a new release of catalytic greenfield development sites providing businesses with the enviable opportunity to invest in the largest dedicated energy transition complex in Scotland.

A comprehensive investment programme is underway to deliver market-ready properties and sites for high-value manufacturing and the wider energy transition supply chain. This coordinated investment will include a Marine Gateway and the creation of specialist campuses for Offshore Wind, Hydrogen, Innovation, and Skills that will position the region as a global leader in energy transition. In addition, the Community & Energy Coast will include an upgraded publicly accessible Green Network and make significant enhancements to existing green and biodiverse spaces.

By investing in the Zone, your organisation will benefit hugely from being part of a dedicated net zero cluster with access to market-leading test and demonstration space, an advanced manufacturing skills hub, an energy incubator and scale up hub and cutting-edge R&D facilities for floating wind and green hydrogen.









A leading-edge approach to Net Zero properties and high value manufacturing sites

ETZ Ltd is supporting the widespread delivery of new and refurbished property and development sites suitable for companies seeking to locate and invest within the Energy Transition Zone. Net zero principles are embedded in our land and property strategy, and we have worked alongside Zero Waste Scotland and market-leading consultants to develop a clear and attainable framework focussed on the following:

Circular Economy

Energy Strategy

Building Performance

Landscape, Environment and Biodiversity

Community & Place

Through the application of this step-by-step guidance and by considering a whole-life carbon approach to property, businesses within the zone will become a showcase for exemplar buildings and infrastructure helping to accelerate the transition to net zero. This provides businesses with a unique competitive advantage, helping to win future contracts within the energy sector alongside the benefits of reduced running costs and long-term sustainability.

"The zone will be a master-planned development with net zero principles at its heart. Alongside exemplar development sites and properties, the zone will provide high-quality amenities, green energy network, active travel routes and recreational greenspaces. This ensures the zone will be the perfect location for future net zero investment"

Neil Young, Land & Planning Director, ETZ Ltd





ETZ Ltd is creating a supportive innovation ecosystem that is second-to-none, helping businesses grow and flourish across the Zone. Our network of partners work individually and collaboratively, and through targeted programmes to support the delivery of commercial products and services. The network includes the National Energy Skills Accelerator, the National Subsea Centre, the National Decommissioning Centre, the Global Underwater Hub, the Energy Transition Institute and the Centre for Energy Transition.

We are building a state-of-the-art Energy Incubator and Scale Up Hub (EISH) in Altens Industrial Estate as the transformational anchor project of the Innovation Campus. Around 3,000 m2 of flexible industrial and collaboration space will be created to foster supply chain community building, technology research and development, commercialisation and manufacturing, alongside targeted business support to drive entrepreneurship, innovation and growth. ETZ Ltd has secured funding for the Hub from bp and Scottish Enterprise, and once operational in 2024, it will be supported in delivering its day-to-day activities by the Net Zero Technology Centre (NZTC) and the National Manufacturing Institute Scotland (NMIS).

Our aim is to help your business make a step-change in the development, manufacturing and internationalisation of technology and services focussed on green energy solutions. By locating in our innovation campus, you can accelerate these activities.









"Innovation and a pioneering entrepreneurial spirit has been the hallmark of this region's energy sector for over fifty years. The Energy Incubator & Scale-up Hukwill help build on that proud reputation and be an integral part of the Innovation Campus and Energy Transition Zone."

David Wilson, Energy Director, ETZ Ltd





Grow your business through the Supply Chain Pathway & Challenge Fund

Owing to our world-class oil and gas industry, the North East is home to the highest concentration of energy supply chain companies in the UK and are the lifeblood of our energy sector. With support from Scottish Government Just Transition Funding, ETZ Ltd is allocating a £10 million Supply Chain Pathway and Challenge Fund to help supply chain companies identify opportunities and win new business in low carbon energy. A successful initial pilot of the programme in early 2023 saw the allocation of c£1 million to support 11 companies. With future allocations of funding being made available, your business could benefit from capital grant funding to increase capacity and capitalise on the vast opportunities that energy transition provides.

An ecosystem supporting a massive Carbon Capture Project

Storegga, working with Shell, Harbour Energy and North Sea Midstream Partners, have developed an ambitious programme of energy transition projects based at the St Fergus Gas Terminal in the North East of Scotland. By repurposing existing unused oil and gas pipelines to permanently store large volumes of industrial carbon dioxide (CO2) emissions offshore, the Acorn CCS project is a crucial catalyst for the next phase of the UK's journey to net zero. Once commissioned, it will enable largescale blue hydrogen production via the Acorn Hydrogen project and new Direct Air Capture (DAC) projects, which capture CO2 directly from the atmosphere. The project has received formal approval from the UK Government and is expected to support up to 21,000 jobs.



"For the Acorn Project to succeed, we have to utilise the critical mass in skills and innovation that this region provides. ETZ Ltd is ensuring individuals and organisations across the North East are being equipped with the necessary skills that we want to harness, and their clear focus on innovation and R&D is a key component in our ambition to become a global low carbon energy leader."

Alan James, Chief Technology Officer, Storegga





The Marine Gateway

The Energy Transition Zone is situated adjacent to the transformational new £420 million Aberdeen South Harbour, the UK's largest marine port development, and is the Marine Gateway for the wider Energy Transition Zone. The expanded harbour has been designed to accommodate larger, wider and deeper ships and incorporates considerable heavy-lift, flexible laydown space and expansive project areas. This makes it an ideal port for space-intensive industries such as offshore renewables.

The expansion has tripled the number of deep-water berths available and increased the overall amount of berthage space by around 30%. Couple this with the extensive and experienced supply chain on the port's doorstep, and you have the perfect combination for new business and investment in Aberdeen: capacity, location and expertise.

Port of Aberdeen has a proven track record of delivering and supporting offshore energy at scale and lies at the heart of high-potential clean energy sectors, including offshore wind and green hydrogen. Its close proximity to the Energy Transition Zone and current and future offshore wind farm sites propels Aberdeen South Harbour into being Scotland's leading port for offshore renewables activity and energy transition. The Marine Gateway provides over 15 hectares of premium development sites for high-value manufacturing businesses operating within the rapidly growing offshore renewables sector.

"As we move forward into a net zero future, the need for project-ready, scalable infrastructure and experienced supply chains will be even greater. Our £400 million South Harbour expansion coupled with ETZ Ltd's incredible vision will be fundamental to our region's economy and invaluable for ambitious offshore developments."

Bob Sanguinetti, Chief Executive, Port of Aberdeen



ScotWind – the world's largest commercial offshore wind leasing round

ScotWind, one of the world's largest commercial offshore wind leasing rounds to date in which a massive 28 gigawatts (GW) of seabed licences were awarded for both floating and fixed wind developments, was announced in 2022. A majority of all successful bids are within 100 nautical miles of Aberdeen, and, with an existing critical mass of diverse energy companies with the experience to support and deliver these complex projects, this region is ideally placed to support the high-value manufacturing, operations, maintenance and innovation required to deliver these developments at pace.

Collectively, the developers of these sites are committed to supply-chain investment of £21 billion into Scotland's supply chain. The scale of the opportunity is huge, and many of the successful bidders are global energy companies, many of whom already have significant operations in the North East of Scotland and are making investments to diversify their own capabilities in order to capitalise.





























The Wind Campus will have the world's first National Floating Wind Innovation Centre as its transformational anchor project. Including INTOG, almost 17GW of floating wind projects are within 100 nautical miles of Aberdeen accounting for 73% of all such projects in Scottish waters. This is, therefore, a sector in which our region has a natural competitive advantage to become global leaders. In close proximity to the Marine Gateway, which has 15 hectares of premium development sites for high-value manufacturing opportunities, the offshore wind campus is the ideal location for businesses seeking to capitalise on the vast opportunities that offshore wind provides.

Developers have committed to spending over £20 billion in Scotland during the construction of the ScotWind projects. A significant proportion of this spend will be on innovation and related high-value manufacturing. New tenants in the Campus are already accelerating this type of activity.

The Energy Transition Zone's first flagship building, W-Zero-1, is home to the National Floating Wind Innovation Centre. It has capacity to support your company's scale-up and technology ambitions, and provide a home for all types of offshore wind-related activity, including research, development and innovation.

This campus offers market-leading and flexible industry space for your business to capitalise on these massive developments and to be amongst a community of like-minded companies who are working to accelerate the commercialisation of offshore wind solutions.

The Energy Transition Zone is at the very heart of Scotland's offshore wind revolution.



"The Wind Campus will ensure we harness the region's world-leading Subsea engineering expertise to accelerate the development of the technology required to fully capitalise on this massive offshore wind opportunity."

Andy Rodden, Offshore Renewables Director, ETZ Ltd



National Floating Wind Innovation Centre

The Wind Campus also has the world's first National Floating Offshore Wind Innovation Centre as its transformational anchor project. Developed in collaboration with the ORE Catapult, the centre has internationally recognised capabilities to reduce the cost of energy from floating offshore wind developments.

The initial focus of the Centre will be digital simulation and modelling, moving to the testing and validation of the key components of floating structures, including moorings and anchors, dynamic cables and electrical systems. The Centre aims to:

- support the development of a floating wind supply chain, increase UK content for new offshore wind farm developments in the future and strengthen O&M practices;
- support developers, operators, equipment manufacturers, supply chain companies and small innovators with research, test, deployment and validation in relation to offshore wind;
- enable collaboration with and between academia and industry to drive down costs of floating offshore wind and develop, accelerate and validate new and improved technology solutions;
- facilitate the transition of technologies from other industries, such as oil and gas and support clustering of energy transition investment and activities;
- enable technology developers to reduce risks, such as premature failure and reducing unplanned maintenance.





New opportunities in low-carbon hydrogen

North East Scotland is ideally placed to deliver a substantial proportion of the UK's future low carbon hydrogen production requirements - 10% of the 2030 target - as a result of a number of current and near-future hydrogen projects, two of which are being developed within the Energy Transition Zone:

Existing hydrogen production in Aberdeen for transport applications will be expanded in 2024 via the Aberdeen Hydrogen Hub, a public-private partnership between Aberdeen City Council and bp;

Vattenfall, operators of the European Offshore Wind Deployment Centre (EOWDC) in Aberdeen Bay, are retrofitting a hydrogen production system to one of their existing turbines. The Hydrogen Turbine 1 (HT1) project will be operational in 2025.

Further afield, over 800MW of blue hydrogen will be developed via the Acorn Hydrogen project at St Fergus, sufficient to decarbonise the whole of the city of Aberdeen. The SGN "Aberdeen Vision" project is developing a hydrogen pipeline from St Fergus to Aberdeen to enable this.

These projects are expected to generate in excess of 1GW of low carbon hydrogen within a decade. The region has significant opportunities to further scale up hydrogen production via ScotWind and INTOG leasing rounds and contribute significantly to Scotland's net zero and just transition targets.



The ETZ Hydrogen Campus includes approximately 15 hectares of developable land and will support the significant low carbon hydrogen production growth opportunity across the region. The Green Hydrogen Test and Demonstration Facilities (GHTDF) make up the transformational anchor project within the Campus and are designed to provide "on-demand" hydrogen to industrial users. It will form a key part of the emerging Scottish hydrogen innovation ecosystem. The GHTDF will be serviced via one of the hydrogen production projects in the vicinity of the ETZ.

The high-quality campus design is suitable for attracting new high-value manufacturing opportunities, such as electrolyser manufacturing, to Aberdeen and will also provide facilities that support supply chain companies.







"We are progressing a number of first-of-a-kind low carbon hydrogen projects in the region that have the potential to generate significant volumes of new low carbon energy within the next decade. The ETZ Hydrogen Campus will be a leadingedge catalyst for innovation, high-value manufacturing and a centre of excellence for the production of large-scale green hydrogen."

Martin McCormack, Hydrogen & CCUS Director, ETZ Ltd

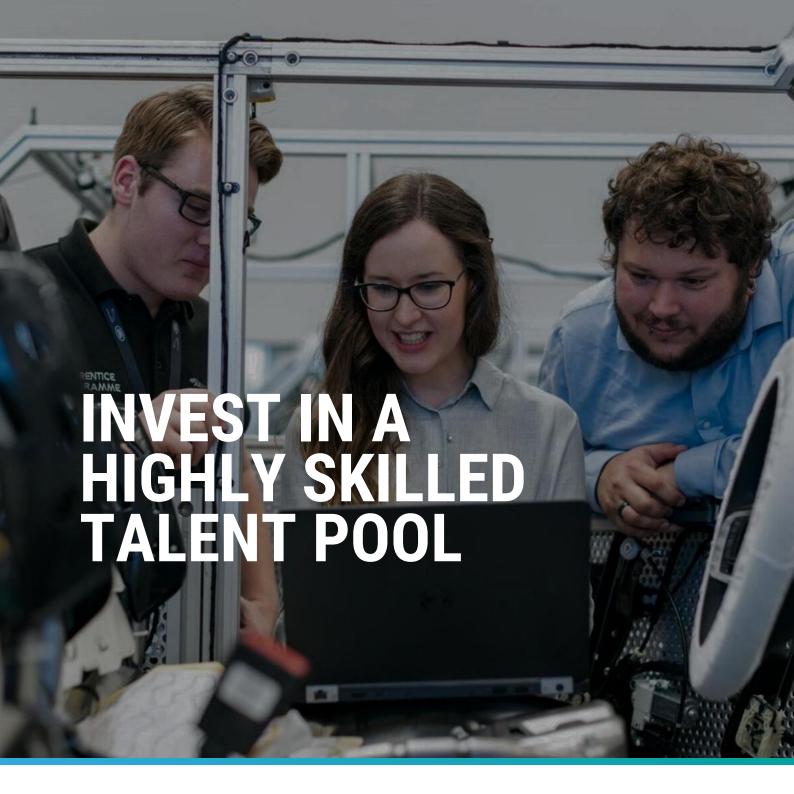
A pioneering public-private joint venture

bp and Aberdeen City Council have joined forces to create bp Aberdeen Hydrogen Energy Limited, a Joint Venture that would deliver new scalable green hydrogen production, storage and distribution facilities adjacent to the ETZ Hydrogen Campus via the Aberdeen Hydrogen Hub project. Future phases would see production scaled up through further investment to supply larger volumes of green hydrogen for rail, freight and marine, as well as a supply of hydrogen for heat and potentially for export overseas. This expansion would be enabled by the expected increased availability of local renewable energy sources, including developments that emerge from the ScotWind and INTOG offshore wind leasing rounds.





An integrated energy partnership



World-renowned education institutions

North East Scotland is home to a highly skilled workforce thanks to its long and successful history within the oil and gas sector. It is the ideal location for many expert engineers, manufacturers and scientists. The 2022 RGU Making the Switch report highlights that the region is already home to 45,000 energy jobs, almost 30% of the UK's total, with further research showing that 90% of oil and gas sector skills are transferable to renewable energy.



• Aberdeen – a city with a highly educated workforce.



 University of Aberdeen – amongst the highest rankings in the UK for Engineering, Chemistry and Geology.



• Robert Gordon University - top modern university in the UK (NSS 2021) and top in Scotland for employability.



• North East Scotland College (NESCol) – one of the largest providers of vocational education and training in Scotland.









We are building Scotland's first dedicated Energy Transition Skills Hub which will be the transformational anchor project of the Skills Campus.

ETZ Ltd is making a £5 million investment, supported by Scottish Government Just Transition funding, to provide new flexible teaching spaces, a technologies demonstration and teaching facility, and a welding and fabrication academy, to be operated in collaboration with North East Scotland College. The Hub has secured crucial private sector funding and support from Shell.

Transforming dilapidated industrial space in proximity to the college will make a wide array of energy transition related courses accessible to both full-time and part-time students. The space will also be home to a mobile manufacturing skills lab that will be used to extend the facility's reach by visiting local schools to promote clean fuel technologies and low carbon energy careers.

By investing in the Energy Transition Zone, your company can tap into a highly skilled talent pool and access the right people and skills required to deliver the technologies associated with new and green energies at pace.







National Energy Skills Accelerator

ETZ Ltd has joined forces with the University of Aberdeen, Robert Gordon University, North East Scotland College and Skills Development Scotland to create the National Energy Skills Accelerator (NESA) which is partnered with global safety and skills body OPITO.

NESA and OPITO share a common purpose to ensure the skills system evolves and adapts at pace to thrive in net zero. They will support the transition of existing oil and gas sector skills to new energy transition opportunities, as well as enable our local universities and college to work effectively with industry to promote, align and deliver skills development offerings and programmes. Together, they will be focused on identifying and delivering the training requirements for future low carbon energy jobs and apprenticeships, opening up an exciting world of opportunity and continuing Aberdeen's prosperous energy heritage.



"NESA is a unique collaboration of key regional partners, working hand-in-hand with the energy industry to accelerate regional economic recovery and create clear pathways into employment. NESA will deliver the all-important skills training that underpins a just and managed energy transition."

Lauren Braidwood, National Energy Skills Accelerator Project Manager, ETZ Ltd





A bustling city and region, a gateway to the great outdoors

Aberdeen was recently named the best Scottish city in which to live and work in the Demos-PwC Good Growth for Cities Index. Our quality of life is built around good value homes and top schools, including Scotland's first international school, as well as a love of the great outdoors, wide open spaces, a passion for culture and history, and a true sense of community.

The region is one of the most active economies in the UK. Economic output per head in Aberdeen and Aberdeenshire is significantly higher than the Scottish average. Aberdeen, and its stunning surroundings, is a place to live life to its fullest, explore and thrive.

- The region's coastline was named one of the 20 most iconic landscapes in the world by National Geographic magazine, with 208km of unspoilt coast and incredible beaches.
- Aberdeenshire is a hub of eco and adventure tourism with access to stunning Royal Deeside and four of the five highest mountains in Britain.
- Aberdeen has the lowest crime rate of Scotland's three largest cities and also holds a Purple
 Flag declaring it one of the UK's safest night-time destinations.
- Aberdeen is a kind place. 70,500 people spend 8.7 million hours a year carrying out volunteering activities.
- Aberdeen International Airport provides excellent connectivity with regular direct flights to London and locations across mainland Europe.

Invest in ETZ now: our offer to you

ETZ Ltd is a not-for-profit company and operates on the basis of no commercial gain. Put simply, your success is our over-riding priority. To support your investment in the Energy Transition Zone through all phases from initial enquiry to commercial operation and beyond, we will:

- Create an optimal site plan, identifying exemplary and flexible onshore infrastructure that meets
 your specific development requirements, embeds net zero principles and is compatible with local planning regulations.
- Prepare a comprehensive delivery timeline for your investment consistent with your commercial ambitions.
- Help you to implement a dedicated jobs and skills plan, securing a workforce ready to support the effective commercial operation of your facility from day one.
- Provide you with access to market-leading programmes, unrivalled advanced technology and R&D capability enabling pre-commercial activity with support and mentorship available to bring new products to market.
- Connect you with potential investors, development partners and globally connected energy export and supply chain companies to support the start-up, operation and growth of your business.
- Facilitate introductions to key decision-makers in local and national government identifying routes to potential public sector funding and support.

Contact us now to join the growing number of companies who are investing in the Energy Transition Zone and be at the very heart of a unique and collaborative energy cluster focused on the delivery of net zero.



This prospectus provides ample evidence of a region undergoing an exciting and remarkable transformation, one that is redolent with investment opportunities. The Energy Transition Zone is at the very heart of that transformation and our unique specialist campus model will support the creation of the largest dedicated energy transition complex in Scotland.

By investing in the Zone, your organisation will benefit from operating in close proximity to a pipeline of attractive commercial opportunities and gain access to our market-leading transformational anchor projects accelerating your proposition and growth.

Our experienced and dedicated team will connect you with our region's vast array of energy supply chain companies and first-class academic institutions equipping future generations with necessary skills and with our partner organisations at the very forefront of accelerating new-energy technology solutions.

This is, without doubt, one of the most attractive locations in the world for investment in low carbon technologies and I encourage you to explore the wide range of opportunities that exist for your business to thrive within the Energy Transition Zone.

My pledge, as Chief Executive of ETZ Ltd, is to ensure you are provided with all the support you require to succeed.

Maggie McGinlay, Chief Executive, ETZ Ltd

Get in touch:

- ☑ Invest@etzltd.com
- etzltd.com

