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| **Upstream** | **Conversion** | **Downstream** |
| * Can you please describe the forestry industry structures in your region (regarding key players like saw mills, the ownership of forests and competitors for regional available feedstock)?
* What kind of forestry residues and biogenic by-products does your organisation have?
* What is the amount of forestry residues and further residues your organisation has? Is the feedstock availability of these residues stable, unstable or growing? (please estimate available quantities and associated value/prices)
* Are there seasonal fluctuations in feedstock availability? What are the main challenges related with these fluctuations? (esp. regarding storage, pre-treatment etc.)
* What is the current way to dispose or use the forestry residues (e.g. saw dust, low quality wood due to bark beetle infestation)? What could be done with them instead?
* Which main political or legal challenges are you facing in daily business (e.g. requirements, thresholds, …)?
* Are you interested in providing the residues for a renewable energy usage? Or are you even interested in investing in an ICC conversion plant in order to generate renewable energy on your own? (e.g. ICCs (fast pyrolysis oil) for own usage or earn money through ICC supply)
* What kind of incentives are required to change your utilisation of forestry residues (regional application/use as a regional energy resource, financial compensation, export etc.)?
* What is your perception of the following terms: “bioeconomy”, “bioenergy carrier” and “biomass trade center”?
 | * What are your conversion plant's requirements on feedstock (e.g. quality, size, moisture content, …)?
* What is the capacity of your conversion plant?
* What are the most relevant challenges for fast pyrolysis technology? What are the main cost drivers? What needs to be optimised?
* Are there any technology competitors on the horizon, which could affect the market uptake of your ICC technology?
* What are your customers’ requirements on your product (e.g. quantity and quality of fast pyrolysis oil)?
* What is your perception of the following terms: “bioeconomy”, “bioenergy carrier” and “biomass trade center”?
 | * What kind of fuel(s) are you currently using for your processes? What is the amount of fuels used? Could you imagine to switch over to alternative fuels/ICCs (esp. fast pyrolysis oil) instead?
* Are you already using or producing renewable energies? What is your business case/strategy for the next 5 years to become more sustainable?
* Are you interested in investing in an ICC conversion plant in order to generate renewable energy on your own? (e.g. ICCs (fast pyrolysis oil) for own usage or earn money through ICC supply)
* Which are the driving factors for your company to use bioenergy carriers? (shareholders, customers, political incentives, environmental protection, social responsibility, competitive pressure/differentiation, …)
* Which requirements on feedstock/energy carrier do your processes have (esp. quantity and quality)?
* Which sectors/companies are using the same feedstock? Are you facing competition on feedstock?
* Which main political or legal challenges are you facing in daily business (e.g. requirements, thresholds, …)?
* What could be the maximum share of fast pyrolysis oil or other advanced biofuel used in your processes per year? (e.g. in % of total input used)
* What are in your opinion the most competitive technologies (for fast pyrolysis) that might have an impact on your business case? Which specific alternatives come to your mind?
* What is your perception of the following terms: “bioeconomy”, “bioenergy carrier” and “biomass trade center”?
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