

UPEI
BUSINESS
PARTNERSHIP

**PARTNER UPEI
AND SHAPE
THE FUTURE**

UPEI
BUSINESS
PARTNERSHIP



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**BE PART OF THE
EUROPE-WIDE
INDEPENDENT
FUEL SUPPLIERS'
NETWORK**



THE CHALLENGE

« WE HAVE TO MOVE AWAY FROM AN ECONOMY DRIVEN BY FOSSIL FUELS, AN ECONOMY WHERE ENERGY IS BASED ON A CENTRALISED, SUPPLY-SIDE APPROACH AND WHICH RELIES ON OLD TECHNOLOGIES AND OUTDATED BUSINESS MODELS... GIVEN THE EU'S IMPORT DEPENDENCE AND GLOBAL CLIMATE CHANGE CHALLENGES, WE NEED TO TAKE ADDITIONAL MEASURES TO REDUCE ITS OIL CONSUMPTION. »

EC ENERGY UNION STRATEGY



OUR RESPONSE

In the current European discussion around the upcoming energy transition towards a low carbon economy it has become increasingly important to have a strong presence in Brussels and access a wide range of expertise from within the independent energy sector as well as related sectors.

UPEI has, therefore, developed a new concept of business partnership with forward thinking companies who are directly or indirectly involved in the fuel supply business and who desire to shape the future. Through such business partnerships, interested parties will be able to participate in a high level Business Partners Panel – a network of like-minded companies – providing a forum for discussion on the challenges and opportunities of the emerging low-carbon era.

WHO WE ARE?

UPEI, the voice of Europe's independent fuel suppliers, represents European importers and wholesalers/retail distributors of refined petroleum products and their alternatives, supplying Europe's customers, independently of the major petroleum producers. The organisation brings together national associations from across Europe, acting on their behalf at European level.

EUROPE'S ENERGY MARKET: THE CURRENT ENVIRONMENT

Europe is in the process of transition towards a low emissions environment. Reaching the ambitious goals set by the EU, means that all aspects of the energy sector will be affected and involved.

THE TIME TO ACT IS NOW!

In this context liquid fossil fuels (and coal) are perceived by political stakeholders as THE problem. Therefore, they heavily promote the switch to electricity which should primarily be produced from renewable sources.

The transport sector will be strongly affected. Pressure is mounting on the heating and cooling industry which will face tough challenges, particularly in rural and remote areas where alternatives are limited or not yet existing.

UPEI is currently working intensively to represent the independent fuel suppliers in the current discussions and promote – based on their innovations and achievements in the past - their existing infrastructure and their ability to foster the transition.

UPEI also provides a forum for its members to adapt to the new political priorities and to try to reconcile the political objectives with the realities of the fuel supply business. In order to build on this, UPEI believes that it is important to provide an inclusive platform whereby companies directly or indirectly affected by this transition can exchange information and have a strategic view of the challenges that lie ahead.

“UPEI believes that the Business Partnership scheme can be mutually beneficial tackling the challenges of Europe’s energy transition.”

WHAT IS A BUSINESS PARTNERSHIP?

As upcoming EU legislation will directly influence the energy markets in the individual member states, companies active in the energy/fuel supply sector need to be on top of initiatives and developments that could affect them directly or indirectly.

THE UPEI BUSINESS PARTNERSHIP IS THE ANSWER, OFFERING:

- » **Participation in the high level Business Partners Panel** (1-2 times per year), providing the opportunity to hold strategic discussions with like-minded companies active across Europe, gaining new insights and information taking account of the legislative context.
- » **Providing input on strategy to the UPEI Board** in the form of recommendations agreed by the Business Partners Panel.
- » **Improved mutual understanding of products / services** i.e. biofuels, chemicals and additives through the networking possibilities that the Business Partnership will bring.
- » **Timely information on the status of European policy** affecting the fuel supply market, providing business partners with an advantage for their own business and its further development, through the UPEI monthly newsletter.
- » **Participation in conferences and networking events organised by UPEI.**
- » **The benefit of the physical presence of UPEI in Brussels** without entertaining an own (expensive) office itself.
- » **Being listed as Business Partner on the UPEI website and authorised to use the UPEI Business Partners logo.**

For further information please contact:
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BUSINESS PARTNER TERMS



LAUNCH

First quarter 2017



DURATION

Minimum two calendar years with automatic prolongation.



HOW TO APPLY?

Companies may be nominated by a member of UPEI or by the UPEI Secretariat. Business Partnerships are subject to approval by the UPEI Board.



FEE

€ 3,000 p.a.

