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MINISTER FOR CONSTITUTION, EXTERNAL AFFAIRS AND CULTURE
VISIT TO BERLIN, 2-5th DECEMBER 2022

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PROGRAMME

Friday 2 December 2022

Time	Activity	Venue	Notes
15.50	Arrive on EZY5538 from EDI	BER Airport	<u>Collected by:</u> Embassy Driver Driver mobile: TBC
17.00	Arrive hotel	Scandic Berlin Potsdamer Platz, Gabriele-Tergit-Promenade 19 , Berlin, 10963.	
17.40	Walk to LV RLP (10-15 mins)		<u>Accompanied by:</u> [redacted]
18.00	Meeting with the BV beim Bund und Europa for RLP	Landesvertretung Rheinland-Pfalz, In den Ministergärten 6, 10117 Berlin	<u>Accompanied by:</u> [redacted], [redacted]
18.00	Doors open for St Andrew's Day Reception (see briefing note for full programme)		The following members of the wider Germany team will be on hand at the event: <ul style="list-style-type: none"> • [redacted] (Hd Germany Office) • [redacted] (Depute) • [redacted] (Events and office manager) • [redacted] (Germany desk officer) • [redacted] (SDI/SG energy engagement) • [redacted] (SDI Energy Trade specialist, also "green" whisky tasting) • [redacted] (SDI Energy Investment Lead) • [redacted] (our regular piper from Leipzig)
Ca. 22.00	Event ends. Walk back to hotel		

Saturday 3 December 2022

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Time	Activity	Venue	Notes
13.00	Walk/public transport to Cafe Einstein, Unter den Linden		
13:30	Media interview with specialist publication Zeitung für Kommunale Wirtschaft (Verband Kommunaler Unternehmen Verlag).	Cafe Einstein, Unter den Linden 42, 10117 Berlin	Table reserved under the name of "[redacted]" Reservation no. 20368 <u>Supported by:</u> [redacted]
16.00	Meeting with Dr. Rieuwerts	Hotel Foyer, Scandic Berlin Potsdamer Platz, Gabriele-Tergit-Promenade 19 , Berlin, 10963	<u>Supported by:</u> <ul style="list-style-type: none"> • [redacted] • [redacted]
18.45	Taxi/Public transport to concert venue		<u>Accompanied by:</u> [redacted]
19.30	Welcome address at launch of inaugural CEOLAS concert	Georg-Neumann-Saal der UdK, Einsteinufer 43-53, 10587 Berlin	The following members of the wider Germany team will be on hand at the event: <ul style="list-style-type: none"> • [redacted] (Hd Germany Office) • [redacted] (Depute) • [redacted] (Events and office manager) • [redacted] (Germany desk officer) • [redacted] (SDI Energy Trade specialist) • [redacted] (Director Showcase Scotland)
Ca. 21.30	Concert ends, Taxi/Public transport to hotel		

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Monday 5 December 2022

Time	Activity	Venue	Notes
08.00	Depart hotel, Embassy car to CDU Wirtschaftsrat	Luisenstr. 44, 10117 Berlin	<u>POC:</u> Thomas Deutschländer <u>Accompanied by:</u> [redacted] <u>Met by:</u> [redacted], [redacted]
08.30	Breakfast Round Table with members of the European Advisory Board of the CDU Wirtschaftsrat	Luisenstr. 44, 10117 Berlin	<u>Supported by:</u> [redacted], [redacted], [redacted]
10.00	Depart, Embassy car to Goethe Institute		
10.30	Meeting with the Director of the Goethe Institute	Neue Schönhauser Str. 20, Berlin 10178	<u>Supported by:</u> [redacted], [redacted], [redacted]
11.15	Depart, Embassy car to British Embassy		
11.35	Meeting with the British Ambassador to Germany	British Embassy, Wilhelmstr. 70, 10117 Berlin	<u>Supported by:</u> [redacted]
12.00	Depart, Embassy car to Auswärtiges Amt		<u>Supported by:</u> [redacted] <u>Accompanied by:</u> x British Embassy
12:20	Meeting with German Federal Foreign Ministry Commissioner for Foreign Energy Policy, Climate and Security, Marcus Hicken	Auswärtiges Amt	<u>Supported by:</u> Alexandra Stein <u>Accompanied by:</u> x British Embassy
13.20	Depart for airport, Embassy car		<u>Accompanied by:</u> [redacted]
16.10	Depart for EDI on EZY5547	BER Airport	

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KEY CONTACTS

SUPPORTING OFFICIALS			
[redacted]	Hd Germany Hub	+44 [redacted]	
[redacted]	Germany Hub	+49 [redacted]	
[redacted]	Private Secretary	+44 [redacted]	
[redacted]	Policy Officer	+44[redacted]	
TBC	Driver	TBC	Vehicle reg : TBC
[redacted]	Showcase Scotland	Tel: + 44 [redacted], Mob: +44 [redacted]	
[redacted]	PA to HMA	Tel: +49 [redacted] Mob: +49 [redacted]	
HOTEL			
Scandic Berlin Potsdamer Platz,			Gabriele-Tergit-Promenade 19 , Berlin, 10963.
Dr. Sigrid Rieuwerts, Director Scotland Hub Mainz		Tel.: +49 [redacted]	
		Zeitung für Kommunale Wirtschaft	
[redacted]		Mobil +49 [redacted]	
CDU Wirtschaftsrat			
Thomas Deuschländer,	Hd Foreign Trade, CDU Wirtschaftsrat	Telefon: (+49) [redacted] Mobil: (+49) [redacted]	Luisenstr. 44, 10117 Berlin

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Goethe Institute			
POC: Dr. Dmitri Kletschko	Leiter Sprachkurse und Prüfungen Goethe-Institut Berlin	Telefon: +49 [redacted]	NeueSchönhauser Str. 20 10178 Berlin
Landesvertretung Rheinland Pfalz			
POC: [redacted]	Events Manager	Telefon 030 [redacted]	
Auswärtiges Amt			
POC: [redacted]	UK senior policy officer	tel.: +49 [redacted]	

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1. Meeting with the Rheinland-Pfalz Bevollmächtigte beim Bund, Europa und Medien, Staatssekretärin Heike Raab

Friday 2 December 18.00

Landesvertretung Rheinland-Pfalz, In den Ministergärten 6, 10117 Berlin

<p>Who</p>	<p>Heike Raab</p> <ul style="list-style-type: none"> • Since 2015 – State Secretary in the State Chancellery and Representative of the Land of Rhineland-Palatinate (RLP) to the Federal Government, Europe and the Media • Member of the SPD, Social Democratic Party of Germany • 2011 – 2015 State Secretary for Sports and Infrastructure in the Ministry of the Interior and IT Commissioner of the regional government • 2001 – 2011 - Member of Landtag (regional parliament) 	
<p>Why</p>	<p>The StS'in, in her role as BV beim Bund und Europa, is well-connected with the Auswärtiges Amt and in Brussels, and could be a strong advocate for Scottish interests.</p> <p>The meeting provides an opportunity to discuss how Scotland is finding ways to support academic, youth and cultural mobility and exchange despite Brexit, for example through our unique cooperation agreement with RLP.</p> <p>Scotland and RLP also both have a partnership with Rwanda.</p>	
<p>Discussion topics</p>	<ul style="list-style-type: none"> • Projects being pursued under the Joint Declaration of Intent on Education, Culture, Higher Education and Research signed in March 2021: <ul style="list-style-type: none"> ○ RLP Kultursommer Festival 2023 – hoping to showcase a Scottish band ○ Plans to bring Edinburgh Fringe to Trier in 2023 ○ Joint Life Sciences/Biotechnology research fund for Early Career Researchers launched in March 2022 • GET-SET-GO language teacher exchange programme between Scotland and Mainz – the majority of Scotland’s German language assistants come via the University of Mainz • Recent joint Biotechnology Symposium and joint life sciences research fund for Early Career Researcher collaboration – 4 collaborations awarded funding • Visit by Mr Hepburn to RLP in April 2022 – RLP Science and Health minister Clemens Hoch planning to come to Scotland in May/June 2023 • Both RLP and Scotland have partnerships with Rwanda 	
<p>Key points to make</p>	<ul style="list-style-type: none"> • Delighted that we have been able to host a joint cultural event for St Andrew’s Day • Huge thanks to you, and your fantastic events team at the Landesvertretung, and amazing Scottish menu created by your chef! • Congratulations on the 75th anniversary of the founding of the Bundesland of Rhineland-Palatinate this year. • A lot of exciting work happening under our joint statement of intent - across the four areas (education, culture, higher education and research) • Delighted we could set up a Joint Life Sciences Research Collaboration Fund – looking forward to further collaborative projects emerging, building on our respective strengths • Looking forward to the RLP Minister for Science and Health visiting next year, following on from the visit by our minister Mr Hepburn in April • Looking forward to further strengthening ties in coming years 	
<p>Media</p>	<p>Officials to take photo of meeting to post on social media. See separate media plan for content.</p>	

Background Information Rheinland-Pfalz

Joint Statement of Intent with RLP

- A joint statement of Intent on Education, Culture, Higher Education and Research was signed by Mr Swinney (as Cabinet Secretary for Education and Skills) and Mr Lochhead (as Minister for Higher Education and Further Education) and their Rhineland-Palatinate counterparts in **March 2021**.
- It was widely covered in the German press [redacted – s.32 International relations].
- The agreement supports cooperation activities that were already occurring such as language assistants and cultural projects, and has now been extended to include life sciences and biotechnology research.
- Rhineland-Palatinate has a *Scotland-specific* interest and is not pursuing agreements with the UK in tandem, as other German states are doing (Bavaria, BW, NRW).
- Under Germany's federal system of government, higher and further education is the preserve of regional governments, which is why cooperation in these areas must be undertaken at a regional level.
- [redacted – s.32 International relations]

GET-SET-GO programme

German Educational Trainees – Scottish Educational Trainees – Global Outreach

- JGU-Mainz started the "GET-SET-GO" programme in September 2012. The programme places 20-30 German teaching students per year into Scottish schools as language teaching assistants, and also arranges placements for Scottish students on social outreach, diversity and inclusion projects in German schools.
- The German Academic Exchange Service (DAAD) last year awarded JGU-Mainz over half a million euros to fund and expand its GET SET GO programme specifically in Scotland over the next 4 years¹
- New UK immigration rules will however make it impossible for "Praktikant:innen" to come to the UK from April 2023, including to Scotland. If no youth mobility/Erasmus visa sponsorship arrangement is found with UK, then Scotland may lose its 30 German teaching assistants to Ireland.

Scotland/Rhineland-Palatinate Joint Life Sciences/Biotechnology Research Fund

- The Scottish Government, the Scottish Universities Life Sciences Alliance (SULSA) and the Rhineland-Palatinate Ministry for Science and Health have set up a joint life sciences/biotechnology research collaboration fund totalling ca. EUR 90k to support Early Career Researcher life sciences collaboration between HEIs and Research Institutes in RLP and Scotland.
- The research fund was officially launched in March 22 by Mr Hepburn and the RLP Minister for Science and Health.
- 4 collaborations have so far been awarded funding; a second call for applications will follow in March 2023.

¹ 19 projects were approved by the DAAD for funding in 2020 under its "Internationalising Teacher Education" programme. The University of Mainz application was the only one that focussed exclusively on one country (Scotland). Only two other projects that included the UK (alongside other countries) were approved – a noticeable reduction in comparison to previous years.

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2. St Andrew’s Day Reception with Buffet, Music and Whisky Tasting

Friday 2 December 18.30


Landesvertretung Rheinland-Pfalz, In den Ministergärten 6, 10117 Berlin

Agenda

- 18.00 Doors open, guests registered, drinks served
- 18.30 Entrance music by band Symbiosis
- 18.50 Welcome address by StS’in Heike Raab
- 19.00 **Welcome address by Cabinet Secretary Angus Robertson**
[Speaking note provided under separate cover]
- 19.15 Concert set by Symbiosis
- 19.30 Buffet opens
- 20.00 Further set by band
- 20.30 “Green” Whisky tasting with [redacted] from SDI
- 21.00 Final set by band
- 22.30 End

Key guests



The following key guests have registered to attend and should be targeted during the event:

Name	Organisation and Role	Notes
<p>Dr. Denis Alt</p> 	<p>Since 2021 – State Secretary of the Ministry for Science and Health in Rhineland-Palatinate</p>	<p>Dr. Denis Alt has been a member of the Rhineland-Palatinate parliament since 2014, and from 2014-2019 was economic spokesperson and chair of the SPD parliamentary committee for transport and the economy. He was appointed Rhineland-Palatinate Minister for Science, Further Education and Culture in March 2019 and reappointed Minister for Science and Health in 2021.</p> <p>He has been a strong supporter of the relationship with Scotland, having met Mr Macpherson in Edinburgh in 2019 and provided joint funding for the joint life sciences research fund. We have a lot to thank him for!</p>
<p>Key messages</p>	<ul style="list-style-type: none">• Thank you for your support in developing joint projects with Scotland!	


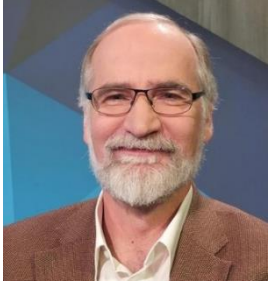

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	<p>Seit 8. Dezember 2021 Staatssekretärin des Auswärtigen Amts</p>	<p>2018 bis 2021 Beauftragte der Bundesregierung für Fragen der Abrüstung und Rüstungskontrolle sowie Leiterin der Abteilung für internationale Ordnung, Vereinte Nationen und Rüstungskontrolle, Auswärtiges Amt</p> <p>[redacted – s.32 International relations]</p>
<p>Key messages</p>	<ul style="list-style-type: none"> • (would be interesting to find out if she has a connection to Scotland! One of RLP’s guests) 	
<p>Kieran Drake</p> 	<p>Since 2021 – Deputy Head of Mission, British Embassy Berlin</p>	<p>Kieran Drake joined the UK Civil Service in 2005 and has held senior roles in a range of Government Departments including the Cabinet Office, HM Treasury, and the Department for Exiting the European Union.</p> <p>From April 2017 until August 2020, Kieran was Minister Counsellor, Political and Press at the British High Commission in New Delhi.</p>
<p>Key messages</p>	<ul style="list-style-type: none"> • [redacted – s.28 UK relations] 	
<p>John Lynam</p> 	<p>Since 2021 – Deputy Head of Mission, Irish Embassy Berlin</p>	<p>John Lynam joined the Irish Diplomatic service in 2002, and was previously posted at Ireland’s Embassies in London and Kampala. In 2019, he was appointed Ireland’s first Consul General in the newly opened Consulate in Frankfurt.</p>
<p>Key messages</p>	<ul style="list-style-type: none"> • We appreciate the close working relationship we have with officials in your Embassy, especially in the cultural space 	




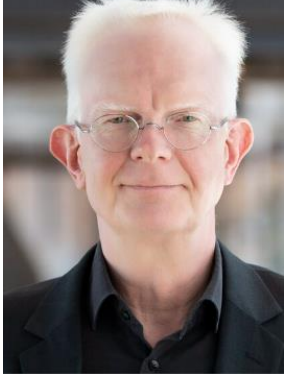
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<p>Dr. Christine Falken-Großer</p> 	<p>Since 2009 – Head of Bilateral Energy Cooperation Division BMWK</p>	<p>Dr Christine Falken-Grosser has until very recently headed the division “Climate and Energy Cooperation with industrialized countries, hydrogen initiatives” at the BMWK.</p>
<p>Key messages</p>	<ul style="list-style-type: none"> • Christine is changing role in the BMWK, which is still undergoing extensive restructuring. • We have enough green hydrogen to serve the decarbonisation needs of German industry – but we need political support for the necessary infrastructure development 	
<p>[redacted]</p>	<p>Economic Advisor at the Slovenian Embassy</p>	
<p>Key messages</p>	<ul style="list-style-type: none"> • I very much enjoyed my visit to Slovenia for the Bled forum! 	
<p>Prof. Dr. Elisabeth Tietmeyer</p> 	<p>Since 2013 – Director of the Museum of European Cultures (MEK) – National Museums in Berlin, Prussian Cultural Heritage Foundation.</p>	<p>In 2022, the Museum of European Cultures (MEK) dedicated the 18th European Cultural Days 2022 to Scotland Before appointed director, she was Head of the European Department and of the Collection Department at the Ethnologisches Museum in Berlin and served as Deputy Chairwoman of the ICOM International committee for collection (COMCOL). Since 2015 she is board member of ICOM Germany and a member of the expert committee of the German UNESCO commission on Intangible Cultural Heritage.</p>
<p>Key messages</p>	<ul style="list-style-type: none"> • Huge thanks for the fantastic cooperation during your European Cultural Days programme focussing on Scotland • My officials very much enjoyed working with you. Perhaps we can continue to cooperate on cultural project 	
<p>Jürgen Pfeiffer</p>	<p>Political Interviewer and Moderator</p>	<p>Many years of experience in the media landscape in Germany and Europe Thematic focus in recent years on green energies and hydrogen</p>

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		<p>Host, executive producer and editor of Pfeiffer.fragt and GREEN PLUS CLEAN – hybrid debate format on climate change and energy transition in Brussels</p>
<p>Key messages</p>	<p>Juergen Pfeiffer is well briefed on Scotland’s potential and used his role as moderator of the Bavarian Hydrogen Dialogue and the hydrogen conference at Wind Energy Hamburg to posit the idea of an alliance of northern states and regions from the Baltic to Scotland. Key points for discussion are therefore:</p> <ul style="list-style-type: none"> • Welcome recent progress in discussions between the Commission and UK on the establishment of an MOU on offshore renewable energy cooperation between the EU and the UK. Scotland’s interests in engaging with a northern European alliance, especially regarding infrastructure for import/export. • Potential for a filmed interview with you in German or Mr Matheson in English, or participation in a filmed panel discussion, in either Brussels or Germany. 	
<p>Burkhard Birke</p> 	<p>Editor at Deutschland-radio</p>	<p>Correspondent at Deutschlandradio Kultur who organised the radio interviews with Mr Robertson and FARA Knows Mr Robertson from a number of years ago Has produced radio features on Scotland previously</p>
<p>Key messages</p>	<ul style="list-style-type: none"> • It has been great speaking to your colleagues at DeutschlandRadio Kultur and Deutschland Funk • We are always very happy to engage! 	
<p>Olga Hochweis</p> 	<p>Head of Music Programming at Deutschland-radio Kultur</p>	<p>A huge fan of FARA</p>
<p>Key messages</p>	<ul style="list-style-type: none"> • We are delighted that you are interested in the Scottish music scene • We are planning to bring more bands to Scotland in 2023, and are always interested in radio sessions! 	
<p>Stefan Prinz von und zu Liechtenstein</p>	<p>Since 2017 – Liechtenstein’s non-resident</p>	<p>From 2007 to 2017, Prince Stefan was Liechtenstein’s third Ambassador Extraordinary and Plenipotentiary to Germany.</p>

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	ambassador to the Holy See	Since July 2020 Chairman of the Board of Augustus Intelligence. [redacted – s.32 International relations]
Key messages	<ul style="list-style-type: none"> • None 	
	Manuel Höferlin MdB (FDP) MdB from RLP Expert on Digital Innovation and Infrastructure	Previously served on the Committee on Internal Affairs and the Committee on the Digital Agenda, which he chaired from 2019 to 2021. FDP PP spokesperson for digital policy (2018–2021) and internal affairs (since 2021). In the negotiations to form the coalition government, Höferlin was part of the FDP delegation in the working group on digital innovation and infrastructure, co-chaired by Jens Zimmermann, Malte Spitz and Andreas Pinkwart.
Key messages	<ul style="list-style-type: none"> • Delighted that Scotland will be hosting a joint conference with the U15 Group next year in Edinburgh on excellence in digital learning / digital universities 	
	Ambassador for Spain, S.E. Ricardo Martinez Vazquez	
Key messages	<ul style="list-style-type: none"> • Very much enjoyed my recent visit to Spain! 	
	Ali Wangenheim	SPD-Bundestagfraktion, Leiter der Pressestelle und Pressesprecher des Fraktionsvorsitzenden Zuständig für Koordinierung und Planung der Pressearbeit, insbesondere für den Fraktionsvorsitzenden Rolf Mützenich.
Key messages	None	

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3. Interview with Zeitung für kommunale Wirtschaft (ZfK)

Saturday 3 December, 13:30, Cafe Einstein, Unter den Linden 42, 10117 Berlin

What	Interview with specialist publication Zeitung für kommunale Wirtschaft (ZfK) for the Verband Kommunaler Unternehmen. To be published both in the next printed edition of the journal and on their home page.
Who	Editors Andreas Baumer and Ariane Mohl, To note: Andreas Baumer will have attended the St Andrews Day reception the previous evening.
Why	<ul style="list-style-type: none">• To promote Scotland’s green hydrogen potential to a specialist target audience, with the potential to generate interest in both hydrogen offtake and investment in Scotland’s renewables sector.• The ZfK is a specialist publication distributed to all public utility companies in Germany. Many of the regional and local public utility companies (“Stadwerke”) in Germany are large with an interest in investing in the energy sector.
Discussion topics	<ul style="list-style-type: none">• Scotland’s green hydrogen potential.• Importance of international collaboration in building the hydrogen economy.
Key points	See below. See also separate annexes for background hydrogen Q&A, Germany-specific T&I briefing and SG Economic briefing.

ZfK PITCH: SCHOTTLANDS WASSERSTOFFANGEBOT – EIN HUB FÜR GRÜNEN WASSERSTOFF IN EUROPA

Vielen Dank. Ich freue mich sehr über die Gelegenheit, mit Ihnen über Wasserstoff in Schottland zu sprechen.

- Trotz der Auswirkungen der COVID 19-Pandemie und des Brexits gibt es nach wie vor gute Gründe für Schottland und insbesondere für Deutschland, enge wirtschaftliche Beziehungen zu pflegen.
- Unsere wirtschaftlichen Stärken, gestützt durch unsere Infrastruktur und unsere talentierten Fachkräfte, haben dazu geführt, dass Schottland weltweit als äußerst attraktives internationales Reiseziel und als wettbewerbsfähiger Ort für die Ansiedlung und Expansion von Unternehmen anerkannt ist.
- So war Schottland laut EY in den letzten sieben Jahren – und in neun der letzten elf Jahre – der attraktivste Standort für ausländische Direktinvestitionen außerhalb Londons.
- Wir verfügen über ein florierendes unternehmerisches Ökosystem, das die besten Innovationen begünstigt. Und wir nutzen unsere Handels- und Investitionspläne, um neue Marktchancen zu erschließen, indem wir hochwertige Investitionen und Technologien anziehen, die Schlüsselsektoren unterstützen.
- Nirgendwo wird dies momentan deutlicher als im Bereich des **grünen Wasserstoffs**.
- Denn **Schottland verfügt über die Ressourcen, die Expertise und den Ehrgeiz, bei der Wasserstoffproduktion weltweit führend zu werden.**
- Mit seinen langen Küsten, vielen Inseln und tiefen und windigen Gewässern hat Schottland das Potenzial, erhebliche Kapazitäten an grünem Wasserstoff zu erzeugen – weit mehr als wir selbst in Schottland benötigen.
- Damit befindet sich Schottland in der einzigartigen Position, in den kommenden Jahrzehnten ein kostengünstiger Produzent und wettbewerbsfähiger Exporteur von grünem Wasserstoff nach Europa zu werden.
- Als vertrauenswürdiger und zuverlässiger Handelspartner, und mit einer potenziellen Produktionskapazität von 16.7GW schon in Betrieb, im Bau oder in der Planung, kann Schottland eine zentrale Rolle bei der Sicherungstellung Europas künftigen Energieversorgung und dem Erreichen von Klimaneutralität spielen.

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- Wir bauen gerade unsere Wasserstoff-produktions-kapazitäten aus, **um bis 2030 fünf Gigawatt pro Jahr** an erneuerbarem und kohlenstoffarmem Wasserstoff zu erzeugen und **bis 2045 25GW** produzieren zu können.
- Damit hat Schottland das Potenzial, bis 2045 jährlich **bis zu 126 Terra-watt-stunden grünen Wasserstoff zu liefern, davon bis zu 94 TWs für den Export** nach Europa und den Rest Grossbritanniens. [Wie Sie wissen, möchte Deutschland laut der jetzigen Wasserstoffstrategie circa 90-110 TWs.] Dies entspricht einem Potenzial für den Export von etwa **2,5 Millionen Tonnen Wasserstoff pro Jahr bis 2045**. Unser Exportplan befindet sich in der Entwicklung.
- Ich bin fest davon überzeugt, dass die Zusammenarbeit zwischen Schottland und Deutschland in diesem Bereich ein enormes Potenzial birgt.
- Schottland liegt nur 750 km von der deutschen Küste entfernt und verfügt über eine gute Anbindung an die wichtigsten Wasserstoffimportstandorte auf dem nordeuropäischen Festland in Deutschland, den Niederlanden und Belgien.
- Dies gibt uns auch die Möglichkeit, uns als Drehscheibe zwischen der Nordseeregion und Irland zu positionieren.
- Durch die Förderung von Wasserstofftechnologien, sowie der Demonstration der Wasserstoffproduktion und -verwendung in vielen Bereichen, verfügt Schottland seit einiger Zeit schon über Industrieerfahrung und Expertise im Wasserstoffsektor, nach dem Motto: „**Learning by Doing**“.
- Wir haben langjährige Erfahrung mit Innovationen im Energiesektor und verfügen über erstklassige Forschungszentren, Testeinrichtungen und Unternehmen mit Fachwissen in der gesamten Wasserstoff-Wertschöpfungskette. Außerdem verfügen wir über 40 Jahre Erfahrung als Energieexporteur.
- Unsere bestehende Öl- und Gasinfrastruktur, die erfahrenen Arbeitskräfte im Energie- und Öl- und Gassektor und eine Versorgungskette, die auf die Energiewende ausgerichtet ist, sind entscheidend für die Etablierung der maßgeblichen Rolle, die Schottland auf dem entstehenden globalen Wasserstoffmarkt spielen kann.
- Mehrere Delegationen aus Deutschland haben Schottland dieses Jahr schon besucht – darunter der Wasserstoffbeauftragte des BMBFs und Delegationen aus Baden-Württemberg, Bayern, Niedersachsen, Nordrhein-Westfalen, und Sachsen. **Alle haben sich von Schottlands Potenzial überzeugt, den Wasserstoffbedarf der deutschen Industrie decken zu können.**
- Im Bereich Wasserstoff hat Schottland bereits **Abkommen** mit Hamburg, Nordrhein-Westfalen, Bayern und Baden-Württemberg geschlossen und arbeitet eng mit

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Niedersachsen zusammen. **Wir haben Industriepartnerschaften** zwischen Unternehmen in Schottland und Deutschland, die wichtige Vorzeigeprojekte in Schottland durchführen werden, und sind sehr daran interessiert, solche Partnerschaften zu fördern.

- Wir freuen uns, zum Beispiel, dass Unternehmen wie Siemens Energy, Bay.Wa-Re und EN-BW in der Scot-Wind-Leasingrunde erfolgreich waren und dass Uniper [jetzt zu 98 % im Besitz der deutschen Regierung] mit dem Projekt Flotta Hydrogen Hub vor Orkney beauftragt wurde.
 - Dabei handelt es sich um ein Projekt in Schottland, das mit einer Leistung von 500 MW beginnt und in seiner finalen Ausbaustufe 1 GW erreichen soll.
 - Initiativen wie das Projekt in Flotta könnten einige sehr bedeutende Vorzeigeprojekte hervorbringen, die den Wasserstoffbestrebungen sowohl Schottlands als auch Deutschlands zugute kommen könnten.
 - Wir sind sehr daran interessiert, diese Art von Partnerschaften zwischen Unternehmen in Schottland und Deutschland zu fördern.
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- Wir werden die Klimaneutralität nur dann innerhalb des erforderlichen Zeitrahmens erreichen, wenn wir die erneuerbare Energieerzeugung zügig ausbauen, um Industrie, Mobilität und Wärmeversorgung bis zum Ende des Jahrzehnts zu dekarbonisieren.
 - So wie Deutschland bei den Wasserstofftechnologien weltweit führend sein will, will Schottland eine führende Nation bei der Herstellung von wettbewerbsfähigem und nachhaltigem grünen Wasserstoff werden, und dabei ein wichtiger Importpartner für Deutschland „kurz Übersee“ werden.
 - Die Kombination von schottischen Produktionskapazitäten, und Deutschlands technischer Exzellenz und starker Unternehmensbasis, kann uns helfen, gemeinsam Kosten zu senken und die notwendigen Wasserstofftechnologien und -märkte schneller zu entwickeln.
 - Schottland ist gut positioniert, um einen starken und positiven Beitrag zu den Prioritäten Europas und Deutschlands in Bezug auf Klima und Energiesicherheit zu leisten, und wir freuen uns sehr darauf, in den kommenden Jahren weiterhin eng mit Deutschland zusammenzuarbeiten.

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3. Meeting with Dr. Rieuwerts, Director Centre for Scottish Studies, Mainz University

Saturday 3 December, 16.00 in Hotel Foyer

<p>Who</p>	 <p>Dr. Sigrid Rieuwerts, Lecturer at the Department for Linguistics at the JGU Mainz</p> <p>Dr. Rieuwerts is in the process of setting up Germany's first ever Masters Course in Scottish Studies at JGU Mainz (and is seeking book donations for the University's new Scottish Studies Library).</p> <p>She also conceived and implemented the award-winning GET-SET-GO programme to facilitate language learning and intercultural exchange between students in Scotland and Germany.</p> <p>The First Minister was appointed as the 2021 patron of the Konstanzer Konzilspreis for services to European dialogue, and awarded Sigrid Rieuwerts the award in 2022 in recognition of her work in supporting intercultural dialogue and exchange and European values.</p> <p>Sigrid is a member of the CPG Germany and one of several people working on a response to a Scottish Parliamentary Committee on modern language learning in Scottish schools, as the 1+2 languages policy reaches review point.</p>
<p>Why</p>	<ul style="list-style-type: none"> • To hear why UK Immigration Rules mean that Scotland is about to lose its ca. 30 German language assistants p.a. in Scottish schools to Ireland, as well as some ideas for solutions (<i>from next year there will be no visa route for students seeking internships in UK as part of their degree course</i>) • To hear potential solutions for increasing the uptake of German in Scottish schools from an expert in the field of language learning
<p>Discussion topics</p>	<ul style="list-style-type: none"> • GET SET GO Programme • Student mobility and visas for interns • German language learning in Scotland
<p>Key points to make</p>	<ul style="list-style-type: none"> • [redacted – s.32 International relations] • [redacted – s.32 International relations]

1+2 Languages Policy

- It is important for Scotland's prosperity that young people are attracted to learning about other cultures and languages. Becoming confident in communicating with people from around the world will enable them to be global citizens, equipped with key skills to thrive in the 21st century.
- Since 2011, SG has been driving forward an ambition to deliver an entitlement for young people to learn at least two additional languages (1+2 languages policy). To support the policy, SG has provided LAs with a total of £36.8 m in additional funding from 2013-22.
- German remains the third most popular language taught in secondary schools up to National Qualification level, after French and Spanish.
- There is no 'hierarchy' of which languages to teach. In line with CfE and empowering schools, LAs and schools are free to choose which languages to teach based on local circumstances. [redacted – s.30 Free and frank provision of advice]
- We are very supportive of creating closer relationships with German counterparts. We are keen to discuss the promotion of the German language teaching in Scotland, inc. identifying new ways of interacting with native speakers in addition to youth exchange.
- We are very pleased that the University of Mainz has developed its GET-SET-GO language assistants programme here, which brings additional German language assistants to Scotland.
- We are also grateful for Mainz and Rhineland-Palatinate for proposing to act as a gateway for other universities from other parts of Germany.
- We will continue to work with German authorities in Scotland, the Goethe Institute and colleagues in the SG German Bureau to find ways to promote and support German in schools.

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4. Inaugural Concert: CEÒLAS – Scottish Music Nights with FARA and SYMBIOSIS

Saturday 3 December 18.00

Georg-Neumann Saal, Einsteinufer 43, 10587 Berlin

Agenda

18.30 Doors open, guests registered

19.30 Welcome address by [redacted]

19.35 **Welcome address by Cabinet Secretary Angus Robertson**

[Speaking note provided under separate cover]

19.40 Concert by Symbiosis

20.40 Interval/Break

21.00 Concert by Fara

22.00 End

[redacted] of Showcase Scotland will introduce the Cabinet Secretary to key stakeholders in the German music industry.

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5. Breakfast Round Table with the CDU Wirtschaftsrat

Monday 5 December, 08.30 – 10.00, Luisenstr. 44, 10117 Berlin

Who	<ul style="list-style-type: none"> • Thomas Deutschländer, Head of Foreign Trade at the CDU-WR (will also be at SAD reception) • Members of the Future Europe Advisory Group (see annex for profile) • Dr. Michael Garmer, Bereichsleiter Industrie, Energie, Umwelt und Klima (will also be at SAD reception)
Why	<p>The CDU Wirtschaftsrat is an extremely influential German business lobby group. Whereas the BDI is a “Verband der Verbände”, the CDU Wirtschaftsrat directly represents German business interests to the German Government and in Brussels. Its political affiliation is less important to its members than its influence as the largest direct business lobby group.</p> <p>[redacted – s.32 International relations] [redacted – s.32 International relations]</p>
Discussion topics	<p>(Chatham House Rules)</p> <ul style="list-style-type: none"> • Scotland’s Hydrogen offer • [redacted – s.32 International relations] • Other mutual Scottish/German business interests
Key points to make	<ul style="list-style-type: none"> • Welcome the group and deliver a short opening pitch on hydrogen and Scotland’s economic offer to Europe (see below). • Discussion of Scotland’s offer to Europe, with a focus on energy and the decarbonisation needs of German industry. • <i>Speaking note provided at Annex E</i> <p>[redacted – s.32 International relations] <i>See also annexes F-I for background hydrogen Q&A, Germany-specific T&I briefing, and SG Economy briefing.</i></p>

Background: CDU Wirtschaftsrat, Future Europe Advisory Group


The CDU Future Europe Advisory Board focusses, through discussion between its members, on issues relating the European economic integration, the European internal market and EU regulatory frameworks; open markets and free trade; the digital internal market; efficient infrastructure and transport networks; banking and capital markets and the European Energy Union. It is this energy context that you will focus on.

The group brings together around 30 decision-makers from the executive boards of selected European companies, German politics and administration for discussion under Chatham House rules with ministerial decision-makers from across Europe.

Previous speakers have included Austrian Chancellor Sebastian Kurz; the Dutch Finance Minister; the Governor of the Bank of France; Bruno Le Maire, French Economy Minister; Georg Osborne, Former UK Chancellor of the Exchequer; Andrew Haldane, Chief Economist of the Bank of England; the Hungarian Minister for Innovation and Technology; the Irish Finance Minister; Dr. Jens Weidmann, Bundesbank President; and Manfred Weber MEP, Chairman of the EPP Group in the European Parliament


6. Meeting with Director of the Goethe Institute, Dr. Manuela Beck

Monday 5 December, 10.30 – 11.15, Neue Schönhauser Str. 20, Berlin 10178

<p>Who</p>	<p>Dr. Manuela Beck</p> <p>Director of the Goethe-Institut in Germany/ Berlin</p> <p>Previously Head of Language Courses and Training at the Goethe-Institut Munich</p>	
<p>Why</p>	<p>[redacted – s.32 International relations]. The meeting is an opportunity to demonstrate Scotland’s interest in cultural and educational exchange with Germany.</p>	
<p>Discussion topics</p>	<ul style="list-style-type: none"> • German language learning in Scotland • [redacted – s.32 International relations] • Visas for interns (<i>from next year, GI will no longer be able to bring over “Praktikanten”, nor will the Institute Francaise London. The nos. for the GI are 16 interns per year to London; 10-12 per year to Glasgow</i>) 	
<p>Key points to make</p>	<ul style="list-style-type: none"> • The German Ambassador is actually in Scotland this week, meeting the First Minister, and visiting the Goethe Institute in Glasgow! • I would like to thank the Goethe Institute for the recent all-expenses-paid trip to Berlin for language policy makers from Scotland, Wales, England and Ireland. My officials found it a valuable opportunity for discussion, exchange and comparison between our school systems, and have come away with some ideas on how to support German-language learning. • The 1+2 language learning policy in Scottish schools has reached a review point. We would like to work closely with the Goethe Institute to find ways to support German language learning in Scotland. • We are also concerned about the cliff-edge for German and European young people seeking work placements in the UK once transitional Erasmus arrangements end next year! We stand to lose around 30 German language assistants per year in our schools, who come via Erasmus! My team in Germany is making the case within the British Embassy for specific solutions • [redacted – s.32 International relations] 	

7. Meeting with the British Ambassador to Germany, Jill Gallard

Monday 5 December 11.35–11:55, British Embassy, Wilhelmstr. 70-71, Berlin 10117

Who	<p>Jill Gallard became Ambassador to the Federal Republic of Germany on 11 November 2020. Before joining the Embassy, Jill was the Foreign and Commonwealth Office’s Deputy Political Director (2018-2020) and Director of Human Resources (2014-2018). From 2011 to 2014 Jill served as British Ambassador to Portugal.</p>	
Why	<ul style="list-style-type: none"> • Introductory call; request UKG support for Scotland’s hydrogen interests following Mr Robertson’s positive conversation with the UK Foreign Secretary. 	
Discussion topics	<ul style="list-style-type: none"> • Scotland’s huge potential to supply green hydrogen to Germany • Youth mobility, the Bilateral Cultural Dialogue, and the problem of visas for interns / short term work visas. [redacted – s.32 International relations] 	
Key points to make	<p><u>Hydrogen</u></p> <ul style="list-style-type: none"> • The Scottish Government’s ambition of 5GW installed hydrogen production capacity in Scotland by 2030 will contribute a significant proportion of UK ambition for 10GW by 2030. • Engagement in Germany is important because of the proposed scale of production in Scotland and our real challenges with grid constraints and connections from remote, coastal and island areas; and because of Germany’s pace and timescales – Scotland intends to feed into the UK market, but the large domestic demand for H2 does not exist yet and is not likely for a few years. • In this context, the team is also responding to the 2020 German Hydrogen Strategy which set out both Germany’s intention to be a global technology leader in hydrogen and its need to import vast amounts of green hydrogen. We expect this imperative to increase in Germany’s Hydrogen Strategy 2.0, due before Christmas. • Germany provides good route to market for the Scottish sector, and a route to develop the infrastructure and company base that will support demand in UK. We believe that we can take advantage of growing markets to provide the demand to develop our own sector, provide the signals to investors back home, and secure investment and partners in developing the supply chain. • The hydrogen export opportunity will benefit Scotland and the UK. In our view, we can only realise these economic opportunities if we act quickly to put in place the necessary policy, regulatory and financial environment, relationships and support to develop robust supply chains, upskill our people and lay the groundwork to unlock investment and export opportunities. • Many of the levers required to support the emergence of a flourishing hydrogen economy in the devolved nations are reserved to the UK Government. For example, certain parts of the regulatory framework are reserved to the UKG. It 	

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is important that the UKG designs regulatory frameworks and a hydrogen certification process that align with the EU to facilitate the trade of hydrogen.

- The Scottish Government will seek to work closely with the UKG to ensure that our collective vision for the development of the hydrogen economy is aligned and the benefits are realised across all nations of the UK.
- Scottish Government officials at home and in Germany are in contact with BEIS. I am encouraged that your team arranged for BEIS officials meet with my staff here in the Embassy a couple of weeks ago [redacted – s.32 International relations].
- [redacted – s.32 International relations]

Youth mobility, the Bilateral Cultural Commission, and the problem of visas for interns/ short term work visas

- [redacted – s.28 UK relations]
- [redacted – s.28 UK relations] Scotland has an interest in ensuring that German student interns (around 35 per year from at least 3 universities!) can continue to come to Scotland to undertake work placements, for example as language assistants in Scottish schools. If this aspect of youth mobility falls away, then so does a considerable amount of support for German language learning in Scottish schools
- [redacted – s.32 International relations]
- [redacted – s.32 International relations]
- The Goethe Institute – I just spoke to their director – used to send ca. 16 interns per year to its London office and 10-12 per year to its Glasgow Office. There is now no visa route to allow them to do this.
- [redacted – s.32 International relations]

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8. Meeting with Marcus Hicken, Auswärtiges Amt

Monday 5 December 12:10

Who	Marcus Hicken , German Federal Foreign Ministry Commissioner for Foreign Energy Policy, Climate and Security
Why	<ul style="list-style-type: none">• To reaffirm ambitions for joint exchange, trade, investment and research opportunities in order to help strengthen and accelerate the development of the Scottish hydrogen sector.• To identify common priorities that support our collective climate goals, including the importance of Global South voices and co-ordinated action to address loss and damage.
Discussion topics	<ul style="list-style-type: none">• Emphasise the excellent relationship between Germany and Scotland.• Emphasise our desire to continue to work with Germany to encourage business and research collaboration, in particular in the development of the hydrogen economy. Scotland has signed various MoUs with German Laender which cover renewables. These MoUs will enable us to develop the Scottish hydrogen sector more quickly together, and help develop the market that is needed to enable Scottish business to invest in production and sell.• Emphasise Scotland's potential as export partner for green hydrogen to help Germany fulfil its hydrogen import requirements. [redacted – s.32 International relations]• Learn more about their announcement on loss and damage.
Key points to make	<ul style="list-style-type: none">• Scotland welcomes Germany's support of the Edinburgh Declaration• Green hydrogen has the potential to secure Europe's future energy supply and accelerating the global transition to net zero.• [redacted – s.32 International relations]. We believe that Scotland can be part of the solution to Germany's energy security needs and can help it still achieve its goal of net zero emissions, [redacted – s.32 International relations].• Scotland welcomes Germany's commitment to climate-related loss and damage at COP27. We would be keen to learn of Germany's plans in addressing this.• Both Scotland and Germany have ambitions in protecting biodiversity, and share particular focus on peatlands.• Scotland is working to introduce a deposit return scheme from August 2023.

BACKGROUND BRIEFINGS

COP27 & COP15 / Loss and Damage

- Scotland made a ground-breaking **commitment to funding for L&D at COP26**, and has announced **further funding of £5m** for non-economic L&D, focused on women and girls, at COP27.
- Scotland welcomes Germany's commitment (**\$170m in funding**) to addressing climate-related loss and damage at COP27 and there is scope for co-operation,

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especially with StSec Jennifer Morgan taking a leading role **in Germany's "bridge-building efforts"**.

Hydrogen

- We have the resources, people and ambition to become a world leader in hydrogen production. We need to work collaboratively to develop **the infrastructure, regulatory frameworks and global supply chains** to underpin the global hydrogen market.
- We have substantial partnerships in **Germany** and are keen to engage at the appropriate levels to develop the transnational value chains needed to produce and export large-scale green hydrogen from Scottish ports into northern Europe.
- [redacted – s.32 International relations]
- The AA is one of the ministry hosts of the Berlin Energy Transition Dialogue (BETD), a joint initiative with the German Renewable Energy Federation, the German Solar Association, the German Energy Agency (dena) and eclareon. This leading international forum for key stakeholders of the energy sector gives high-level policymakers, industry, science and civil society the opportunity to share their experiences and ideas on a safe, affordable and environmentally responsible global energy transition. SG has been invited to provide a ministerial speaker in the past but been unable to do so. The 2023 event will take place on 28-29 March. Grant Shapps has been invited to speak. We were not invited in 2022, but it would be a priority for us to ensure a Scottish ministerial presence if invited next year.

Circular Economy

- Scotland's **Circular Economy Bill** will enable us to increase reuse and recycling rates and improve waste and recycling services with a new **£70m Recycling Improvement Fund**. We are also implementing an ambitious **Deposit Return Scheme** that will be a UK first from 16 August 2023.

Biodiversity and nature conservation

- We recognise that the interlinked crises of **climate change and nature loss** need urgent action across Government and society, and will be taking the **Edinburgh Declaration** to COP15 to reinforce the role of sub-national governments in delivering nature-based solutions for these crises.

Just Transition

- Scotland is committed to involving all sections of society, particularly those disproportionately affected, to deliver lasting action on climate resilience and net zero for Scotland.

ANNEXES

**Annex A: Speaking note – St Andrew’s Day Reception on 2 December
(separate cover)**

Annex B: Guest list for SAD Reception with notes (separate cover)

Annex C: Speaking note – Ceolas – Scottish Music Nights (separate cover)

Annex D – Introductory Speaking Points for Energy Media interview

Vielen Dank. Ich freue mich sehr über die Gelegenheit, mit Ihnen über Wasserstoff in Schottland zu sprechen.

- Trotz der Auswirkungen der COVID 19-Pandemie und des Brexits gibt es nach wie vor gute Gründe für Schottland und insbesondere für Deutschland, enge wirtschaftliche Beziehungen zu pflegen.
- Unsere wirtschaftlichen Stärken, gestützt durch unsere Infrastruktur und unsere talentierten Fachkräfte, haben dazu geführt, dass Schottland weltweit als äußerst attraktives internationales Reiseziel und als wettbewerbsfähiger Ort für die Ansiedlung und Expansion von Unternehmen anerkannt ist.
- So war Schottland laut EY in den letzten sieben Jahren – und in neun der letzten elf Jahre – der attraktivste Standort für ausländische Direktinvestitionen außerhalb Londons.
- Wir verfügen über ein florierendes unternehmerisches Ökosystem, das die besten Innovationen begünstigt. Und wir nutzen unsere Handels- und Investitionspläne, um neue Marktchancen zu erschließen, indem wir hochwertige Investitionen und Technologien anziehen, die Schlüsselsektoren unterstützen.
- Nirgendwo wird dies momentan deutlicher als im Bereich des **grünen Wasserstoffs**.
- Denn Schottland **verfügt über die Ressourcen, die Expertise und den Ehrgeiz, bei der Wasserstoffproduktion weltweit führend zu werden**.
- Mit seinen langen Küsten, vielen Inseln und tiefen und windigen Gewässern hat Schottland das Potenzial, erhebliche Kapazitäten an grünem Wasserstoff zu erzeugen – weit mehr als wir selbst in Schottland benötigen.
- Damit befindet sich Schottland in der einzigartigen Position, in den kommenden Jahrzehnten ein kostengünstiger Produzent und wettbewerbsfähiger Exporteur von grünem Wasserstoff nach Europa zu werden.
- Als vertrauenswürdiger und zuverlässiger Handelspartner, und mit einer potenziellen Produktionskapazität von 16.7GW schon in Betrieb, im Bau oder in der Planung, **kann Schottland eine zentrale Rolle bei der Sicherungstellung Europas künftigen Energieversorgung und dem Erreichen von Klimaneutralität spielen**.
- Wir bauen gerade unsere Wasserstoff-produktions-kapazitäten aus, um **bis 2030 fünf Gigawatt pro Jahr** an erneuerbarem und kohlenstoffarmem Wasserstoff zu erzeugen und **bis 2045 25GW produzieren** zu können.

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- Damit hat Schottland das Potenzial, bis 2045 jährlich **bis zu 126 TWh grünen Wasserstoff zu liefern, davon bis zu 94 TWh für den Export** nach Europa und den Rest Grossbritanniens. Dies entspricht einem Potenzial für den Export von etwa **2,5 Millionen Tonnen Wasserstoff pro Jahr bis 2045**. Unser Exportplan befindet sich in der Entwicklung.
- Ich bin fest davon überzeugt, dass die Zusammenarbeit zwischen Schottland und Deutschland in diesem Bereich ein enormes Potenzial birgt.
- Schottland liegt nur 750 km von der deutschen Küste entfernt und verfügt über eine gute Anbindung an die wichtigsten Wasserstoffimportstandorte auf dem nordeuropäischen Festland in Deutschland, den Niederlanden und Belgien.
- Dies gibt uns auch die Möglichkeit, uns als Drehscheibe zwischen der Nordseeregion und Irland zu positionieren.
- Durch die Förderung von Wasserstofftechnologien, sowie der Demonstration der Wasserstoffproduktion und -verwendung in vielen Bereichen, verfügt Schottland seit einiger Zeit schon über Industrieerfahrung und Expertise im Wasserstoffsektor, nach dem Motto: „**Learning by Doing**“.
- Wir haben langjährige Erfahrung mit Innovationen im Energiesektor und verfügen über erstklassige Forschungszentren, Testeinrichtungen und Unternehmen mit Fachwissen in der gesamten Wasserstoff-Wertschöpfungskette. Außerdem verfügen wir über 40 Jahre Erfahrung als Energieexporteur.
- Unsere bestehende Öl- und Gasinfrastruktur, die erfahrenen Arbeitskräfte im Energie- und Öl- und Gassektor und eine Versorgungskette, die auf die Energiewende ausgerichtet ist, sind entscheidend für die Etablierung der maßgeblichen Rolle, die Schottland auf dem entstehenden globalen Wasserstoffmarkt spielen kann.
- Mehrere Delegationen aus Deutschland haben Schottland dieses Jahr schon besucht – darunter der Wasserstoffbeauftragte des BMBFs und Delegationen aus Baden-Württemberg, Bayern, Niedersachsen, Nordrhein-Westfalen, und Sachsen. **Alle haben sich von Schottlands Potenzial überzeugt, den Wasserstoffbedarf der deutschen Industrie decken zu können.**
- Im Bereich Wasserstoff hat Schottland bereits **Abkommen** mit Hamburg, Nordrhein-Westfalen, Bayern und Baden-Württemberg geschlossen und arbeitet eng mit Niedersachsen zusammen. **Wir haben Industriepartnerschaften** zwischen Unternehmen in Schottland und Deutschland, die wichtige Vorzeigeprojekte in Schottland durchführen werden, und sind sehr daran interessiert, solche Partnerschaften zu fördern.

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- Wir freuen uns, zum Beispiel, dass Unternehmen wie Siemens Energy, Bay.Wa-Re und EN-BW in der Scot-Wind-Leasingrunde erfolgreich waren und dass Uniper [jetzt zu 98 % im Besitz der deutschen Regierung] mit dem Projekt Flotta Hydrogen Hub vor Orkney beauftragt wurde.
 - Dabei handelt es sich um ein Projekt in Schottland, das mit einer Leistung von 500 MW beginnt und in seiner finalen Ausbaustufe 1 GW erreichen soll.
 - Initiativen wie das Projekt in Flotta könnten einige sehr bedeutende Vorzeigeprojekte hervorbringen, die den Wasserstoffbestrebungen sowohl Schottlands als auch Deutschlands zugute kommen könnten.
 - Wir sind sehr daran interessiert, diese Art von Partnerschaften zwischen Unternehmen in Schottland und Deutschland zu fördern.
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- Wir werden die Klimaneutralität nur dann innerhalb des erforderlichen Zeitrahmens erreichen, wenn wir die erneuerbare Energieerzeugung zügig ausbauen, um Industrie, Mobilität und Wärmeversorgung bis zum Ende des Jahrzehnts zu dekarbonisieren.
 - So wie Deutschland bei den Wasserstofftechnologien weltweit führend sein will, will Schottland eine führende Nation bei der Herstellung von wettbewerbsfähigem und nachhaltigem grünen Wasserstoff werden, und dabei ein wichtiger Importpartner für Deutschland „kurz Übersee“ werden.
 - Die Kombination von schottischen Produktionskapazitäten, und Deutschlands technischer Exzellenz und starker Unternehmensbasis, kann uns helfen, gemeinsam Kosten zu senken und die notwendigen Wasserstofftechnologien und -märkte schneller zu entwickeln.
 - Schottland ist gut positioniert, um einen starken und positiven Beitrag zu den Prioritäten Europas und Deutschlands in Bezug auf Klima und Energiesicherheit zu leisten, und wir freuen uns sehr darauf, in den kommenden Jahren weiterhin eng mit Deutschland zusammenzuarbeiten.

Annex E – Opening Speaking Note for CDU Wirtschaftsrat

SCHOTTLANDS WASSERSTOFFANGEBOT – EIN HUB FÜR GRÜNEN WASSERSTOFF IN EUROPA

Vielen Dank, Herr Deutschländer, für die Einladung und für die Begrüßung. Ich freue mich sehr über die Gelegenheit, heute hier sein zu können, um Ihnen etwas über unsere schottischen Prioritäten zu erzählen, die auch in Deutschland von Interesse sein dürften.

Wie Sie sich vorstellen können, hat die schottische Wirtschaft, wie auch der Rest der Welt, die negativen Auswirkungen der Pandemie COVID 19 deutlich zu spüren bekommen.

Darüber hinaus sehen sich schottische und auch deutsche Unternehmen aufgrund des Brexits mit zusätzlichen Kosten, Verzögerungen und Hindernissen konfrontiert.

Daher bedanken wir uns bei allen, die deutsche Unternehmen informieren und unterstützen, damit sie weiterhin mit Schottland und dem Rest des Vereinigten Königreichs Geschäfte machen können, sowie allen, die sich für eine starke europäische Zukunft einsetzen.

Es gibt nach wie vor starke Gründe für Schottland und Europa, und insbesondere Deutschland, enge Wirtschaftsbeziehungen zu pflegen.

Schottland ist zum Beispiel nach Angaben von EY in den letzten sieben Jahren – und in neun der letzten elf Jahre – der attraktivste Standort für ausländische Direktinvestitionen außerhalb Londons.

Unsere wirtschaftlichen Stärken, gestützt durch unsere Infrastruktur und unsere talentierten Fachkräfte, haben dazu geführt, dass Schottland weltweit als äußerst attraktives internationales Reiseziel und als wettbewerbsfähiger Ort für die Ansiedlung und Expansion von Unternehmen anerkannt ist.

Wir verfügen über ein florierendes unternehmerisches Ökosystem, das die besten Innovationen begünstigt. Und wir nutzen unsere Handels- und Investitionspläne, um neue Marktchancen zu erschließen, indem wir hochwertige Investitionen und Technologien anziehen, die Schlüsselsektoren unterstützen.

Nirgendwo ist dies momentan deutlicher erkennbar als im Bereich des **grünen Wasserstoffs**.

Denn **Schottland verfügt über die Ressourcen, die Expertise und den Ehrgeiz, bei der Wasserstoffproduktion weltweit führend zu werden.**

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Mit seinen langen Küsten, vielen Inseln und tiefen und windigen Gewässern hat Schottland das Potenzial, erhebliche Kapazitäten an grünem Wasserstoff zu erzeugen – weit mehr als wir selbst in Schottland benötigen.

Damit befindet sich Schottland in der einzigartigen Position, in den kommenden Jahrzehnten ein kostengünstiger Produzent und wettbewerbsfähiger Exporteur von grünem Wasserstoff nach Europa zu werden.

Als vertrauenswürdiger und zuverlässiger Handelspartner, und mit einer potenziellen Produktionskapazität von 16.7GW schon in Betrieb, im Bau oder in der Planung, kann Schottland eine zentrale Rolle bei der Sicherungstellung Europas künftigen Energieversorgung und dem Erreichen von Klimaneutralität spielen.

Wir bauen gerade unsere Wasserstoff-produktions-kapazitäten aus, **um bis 2030 fünf Gigawatt pro Jahr** an erneuerbarem und kohlenstoffarmem Wasserstoff zu erzeugen und **bis 2045 25GW** produzieren zu können.

Damit hat Schottland das Potenzial, bis 2045 jährlich **bis zu 126 Terra-watt-stunden grünen Wasserstoff zu liefern, davon bis zu 94 TWs für den Export** nach Europa und den Rest Grossbritanniens. [Wie Sie wissen, möchte Deutschland laut der jetzigen Wasserstoffstrategie circa 90-110 TWs.] Dies entspricht einem Potenzial für den Export von etwa **2,5 Millionen Tonnen Wasserstoff pro Jahr bis 2045**. Unser Exportplan befindet sich in der Entwicklung.

Ich bin fest davon überzeugt, dass die Zusammenarbeit zwischen Schottland und Deutschland in diesem Bereich ein enormes Potenzial birgt.

Schottland liegt nur 750 km von der deutschen Küste entfernt und verfügt über eine gute Anbindung an die wichtigsten Wasserstoffimportstandorte auf dem nordeuropäischen Festland in Deutschland, den Niederlanden und Belgien.

Dies gibt uns auch die Möglichkeit, uns als Drehscheibe zwischen der Nordseeregion und Irland zu positionieren.

Durch die Förderung von Wasserstofftechnologien, sowie der Demonstration der Wasserstoffproduktion und -verwendung in vielen Bereichen, verfügt Schottland seit einiger Zeit schon über Industrieerfahrung und Expertise im Wasserstoffsektor, nach dem Motto: „**Learning by Doing**“.

Wir haben langjährige Erfahrung mit Innovationen im Energiesektor und verfügen über erstklassige Forschungszentren, Testeinrichtungen und Unternehmen mit Fachwissen in der gesamten Wasserstoff-Wertschöpfungskette. Außerdem verfügen wir über 40 Jahre Erfahrung als Energieexporteur.

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Unsere bestehende Öl- und Gasinfrastruktur, die erfahrenen Arbeitskräfte im Energie- und Öl- und Gassektor und eine Versorgungskette, die auf die Energiewende ausgerichtet ist, sind entscheidend für die Etablierung der maßgeblichen Rolle, die Schottland auf dem entstehenden globalen Wasserstoffmarkt spielen kann.

Mehrere Delegationen aus Deutschland haben Schottland dieses Jahr schon besucht – darunter der Wasserstoffbeauftragte des BMBFs und Delegationen aus Baden-Württemberg, Bayern, Niedersachsen, Nordrhein-Westfalen, und Sachsen. **Alle haben sich von Schottlands Potenzial überzeugt, den Wasserstoffbedarf der deutschen Industrie decken zu können.**

Im Bereich Wasserstoff hat Schottland bereits **Abkommen** mit Hamburg, Nordrhein-Westfalen, Bayern und Baden-Württemberg geschlossen und arbeitet eng mit Niedersachsen zusammen. **Wir haben Industriepartnerschaften** zwischen Unternehmen in Schottland und Deutschland, die wichtige Vorzeigeprojekte in Schottland durchführen werden, und sind sehr daran interessiert, solche Partnerschaften zu fördern.

Wir freuen uns, dass Unternehmen wie Siemens Energy, Bay.Wa-Re und EN-BW in der Scot-Wind-Leasingrunde erfolgreich waren und dass Uniper mit dem Projekt Flotta Hydrogen Hub vor Orkney beauftragt wurde.

Dabei handelt es sich um ein Projekt in Schottland, das mit einer Leistung von 500 MW beginnt und in seiner finalen Ausbaustufe 1 GW erreichen soll.

Initiativen wie das Flotta Projekt sollten den Wasserstoffbestrebungen sowohl Schottlands als auch Deutschlands zugute kommen könnten.

Wir sind sehr daran interessiert, diese Art von Partnerschaften zwischen Unternehmen in Schottland und Deutschland zu fördern.

Wir werden die Klimaneutralität nur dann innerhalb des erforderlichen Zeitrahmens erreichen, wenn wir die erneuerbare Energieerzeugung zügig ausbauen, um Industrie, Mobilität und Wärmeversorgung bis zum Ende des Jahrzehnts zu dekarbonisieren.

So wie Deutschland bei den Wasserstofftechnologien weltweit führend sein will, will Schottland eine führende Nation bei der Herstellung von wettbewerbsfähigem und nachhaltigem grünen Wasserstoff werden, und dabei ein wichtiger Importpartner für Deutschland „kurz Übersee“ werden.

Die Kombination von schottischen Produktionskapazitäten, und Deutschlands technischer Exzellenz und starker Unternehmensbasis, kann uns helfen, gemeinsam Kosten zu senken und die notwendigen Wasserstofftechnologien und -märkte schneller zu entwickeln.

Schottland ist gut positioniert, um einen starken und positiven Beitrag zu den Prioritäten Europas und Deutschlands in Bezug auf Klima und Energiesicherheit zu leisten, und wir freuen uns sehr darauf, in den kommenden Jahren weiterhin eng mit Deutschland zusammenzuarbeiten.

Annex F: Germany Hydrogen Brief

30 second pitch (Offer)

- Schottland verfügt über die Ressourcen, die Expertise und den Ehrgeiz, weltweit führend bei der Wasserstoffproduktion zu werden.
- Schottland ist mit einem hohen Potenzial fuer die Produktion von erneuerbaren Energien gesegnet, welches die Nachfrage für den Inlandsverbrauch deutlich übersteigt. Dies bedeutet, dass Schottland in den kommenden Jahrzehnten zu einem wichtigen Exporteur von grünem Wasserstoff nach Europa werden wird
- Als vertrauenswürdiger und zuverlässiger Handelspartner, und mit einer potenziellen Produktionskapazität von 16,7 GW an erneuerbaren Energien entweder schon in Betrieb, im Bau oder in der Planung, kann Schottland eine zentrale Rolle bei der bei der Sicherung der künftigen Energieversorgung und Klimaneutralität Europas spielen.
- Wir bauen unsere Wasserstoffproduktionskapazitäten aus, **um bis 2030 5 GW erneuerbaren und kohlenstoffarmen Wasserstoff, und bis 2045 25 GW produzieren zu können.**
- Damit hat Schottland das Potenzial, bis 2045 jährlich **bis zu 126 TWh grünen Wasserstoff zu liefern, davon bis zu 94 TWh für den Export nach Europa** und den Rest Grossbritanniens. Dies entspricht einem Potenzial für den Export von etwa **2,5 Millionen Tonnen Wasserstoff pro Jahr bis 2045**. Unser Exportplan befindet sich in der Entwicklung.
- **Schottland liegt nur 750 km von der deutschen Küste entfernt** und verfügt über eine gute Anbindung an die wichtigsten Wasserstoffimportstandorte auf dem nordeuropäischen Festland – etwa nach Deutschland, den Niederlande und Belgien. Dies gibt uns außerdem die Möglichkeit, uns als Drehscheibe zwischen der Nordseeregion und Irland zu positionieren
- Durch der Förderung von Wasserstofftechnologien, sowie durch die Demonstration von der Herstellung und Verwendung von Wasserstoff in vielen Bereichen, verfügt Schottland über Industrieerfahrung und Expertise im Wasserstoffsektor, nach dem Motto: „**Learning by Doing**“.
- Wir haben **langjährige Erfahrung mit Innovationen im Energiesektor** und verfügen über erstklassige Forschungszentren, Testeinrichtungen und Unternehmen mit Fachwissen in der gesamten Wasserstoff-Wertschöpfungskette. Außerdem verfügen wir **über 40 Jahre Erfahrung als Energieexporteur.**

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- Unsere bestehende Öl- und Gasinfrastruktur, die erfahrenen Arbeitskräfte im Energie- und Öl- und Gassektor und eine Versorgungskette, die auf die Energiewende ausgerichtet ist, sind entscheidend für die Etablierung der maßgeblichen Rolle, die Schottland auf dem entstehenden globalen Wasserstoffmarkt spielen kann.
- Mehrere Delegationen aus Deutschland haben Schottland dieses Jahr besucht – darunter der Wasserstoffbeauftragte des BMBF, sowie Delegationen aus Nordrhein-Westfalen, Bayern, Niedersachsen, Sachsen und Baden-Württemberg. **Alle haben sich von Schottlands Potenzial überzeugt, den Wasserstoffbedarf der deutschen Industrie decken zu können.**
- Im Bereich Wasserstoff hat Schottland bereits Abkommen mit Hamburg, Nordrhein-Westfalen, Bayern und Baden-Württemberg geschlossen und arbeitet eng mit Niedersachsen zusammen.
- **Wir haben Industriepartnerschaften** zwischen Unternehmen in Schottland und Deutschland, die wichtige Vorzeigeprojekte in Schottland durchführen werden, und sind sehr daran interessiert, solche Partnerschaften zu fördern.
 - Wir freuen uns, dass Unternehmen wie Siemens Energy, Bay.Wa-Re und EN-BW in der Scot-Wind-Leasingrunde erfolgreich waren und dass Uniper [jetzt zu 98 % im Besitz der deutschen Regierung] mit dem Projekt Flotta Hydrogen Hub vor Orkney beauftragt wurde.
 - Dabei handelt es sich um das bisher größte vorgeschlagene Projekt in Schottland, das mit einer Leistung von 500 MW beginnt und in seiner finalen Ausbaustufe 1 GW erreichen soll.
 - Initiativen wie das Projekt in Flotta könnten einige sehr bedeutende Vorzeigeprojekte hervorbringen, die den Wasserstoffbestrebungen sowohl Schottlands als auch Deutschlands zugute kommen könnten.
 - Wir sind sehr daran interessiert, diese Art von Partnerschaften zwischen Unternehmen in Schottland und Deutschland zu fördern.
- Das strategische Ziel der schottischen Regierung ist es, Schottland führend in der Produktion von grünem Wasserstoff zu machen

Ask

- **Wir müssen zusammenarbeiten**, um die Infrastruktur, den rechtlichen Rahmen und die globalen Versorgungsketten zu entwickeln, die zur Unterstützung des globalen Wasserstoffmarktes erforderlich sind.
- **Es muss jetzt gehandelt werden**, um die wirtschaftlichen Möglichkeiten des entstehenden Wasserstoffsektors zu nutzen und Schottland als Wasserstoff Exportland in einem wachsenden Weltmarkt zu positionieren.

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- Schottland ist um die Zusammenarbeit mit anderen Nordseeländern bestrebt. Eine Allianz für grünen Wasserstoff ist sinnvoll, **um eine möglichst kosteneffiziente, nachhaltige und sichere Versorgung mit grünem Wasserstoff zur Deckung des europäischen Energiebedarfs zu ermöglichen.**
- Wir haben bereits umfangreiche Partnerschaften in Deutschland und sind sehr daran interessiert, uns auf den geeigneten Ebenen zu engagieren. Das ist wesentlich um die Entwicklung der transnationalen Wertschöpfungsketten voranzubringen und somit die Produktion und den Export von grünem Wasserstoff in großem Maß von schottischen Häfen nach Nordeuropa zu ermöglichen.
- Wir sind offen für alle Transportformen – Ammoniak, Methanol, Flüssigwasserstoff. Doch dürften sich Pipelines mittel- und langfristig als die kostengünstigste Option für den Transport großer Wasserstoffmengen über große Entfernungen unter 1000 km erweisen. Da die deutsche Küste nur 750 km entfernt ist und bereits zahlreiche Pipelines die Nordsee durchqueren, sind wir sehr daran interessiert, dass die schottischen Produktionszentren an die europäischen Netze angeschlossen werden.
- **Wir wollen auf der Liste der häufig genannten Importländer für Deutschland stehen und uns in den Projekten und Partnerschaften engagieren**, die versprechen, dies zu verwirklichen. Bitte arbeiten Sie mit uns zusammen auf dieses Ziel hin.

HYDROGEN EXPORT (see also Key Lines)

- In den nächsten Jahren will Schottland **noch enger mit unseren internationalen Partnern zusammenzuarbeiten, um Fachwissen auszutauschen und die Entwicklung des Sektors zu beschleunigen; um die Rolle schottischer Unternehmen in der globalen Wasserstoffversorgungskette zu sichern und deutsche Erfahrungen und technisches Fachwissen in Schottland zu nutzen; und um sicherzustellen, dass Schottland darauf vorbereitet ist, eine Schlüsselrolle bei der Deckung der wachsenden Nachfrage nach Wasserstoff aus den Importländern in Europa zu spielen.**
- Die geopolitischen Ereignisse haben zu einer Beschleunigung der Bemühungen geführt, den Verbrauch fossiler Brennstoffe zu reduzieren, die Abhängigkeit von russischem Öl und Gas zu verringern und die Wasserstoffproduktion und -nutzung in Europa zu steigern.
- Wir glauben, dass Schottland einen wichtigen Beitrag zur europäischen Energiesicherheit leisten kann. Das Interesse am Aufbau eines europäischen Wasserstoffmarktes ist enorm und Schottland sollte ein Teil davon sein.
 - Bereits vor den aktuellen Entwicklungen haben wir in unserem „Hydrogen Policy Statement“ und „Hydrogen Assessment Report 2020“ aufgezeigt, dass wir

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unseren europäischen Freunden, insbesondere Deutschland, viel in Sachen Wasserstoff zu bieten haben.

- In unserem „draft action plan“ vom letzten Jahr haben wir zudem deutlich gemacht, dass wir bei der Entwicklung von Wasserstoff in Grossbritannien, in Europa und auf den internationalen Märkten eine wichtige Rolle spielen wollen.
- Schottland befindet sich in einer idealen Position, um Grossbritannien und Europa künftig mit erneuerbarem Wasserstoff zu versorgen. Wir haben uns dazu verpflichtet, die Entwicklung einer schottischen Wasserstoff-Lieferkette zu unterstützen und arbeiten mit Industrie und internationalen Partnern zusammen, um Wasserstoffexportmärkte zu schaffen.
- Unser „Hydrogen Action Plan“ soll noch vor Jahresende [8 Dezember] veröffentlicht werden. Der Plan enthält ein Kapitel über unsere Export-Ambitionen und eine Zusage zur Veröffentlichung eines schottischen Wasserstoff-Exportplans im Jahr 2023. Untermauert wird der Plan von der im September 2022 publizierte „Scottish Hydrogen Investment Proposition“. Darin wird dargelegt, warum Schottland ein idealer Standort für die Wasserstoffproduktion und -herstellung ist und welche Möglichkeiten es gibt, überschüssigen grünen Wasserstoff zu exportieren.

INTERNATIONAL COLLABORATION AND AGREEMENTS

- Schottland ergreift bereits Maßnahmen, um den künftigen Handel mit Wasserstoff zu ermöglichen, u. a. durch unser Projekt Scot2Ger, welches aufzeigt, dass Schottland den deutschen Markt bereits ab 2025/25 mit grünem Wasserstoff versorgen kann.
- Wir können eine lokale, umweltfreundliche, zuverlässige und nachhaltige Lösung für Europas Wasserstoffbedarf anbieten und sind sehr daran interessiert, mit internationalen Partnern zusammenzuarbeiten um unsere Exportpläne entwickeln.
- Durch eine enge Zusammenarbeit in den Bereichen Wasserstofferzeugung, -versorgung und -speicherung wird Europa in die Lage versetzt, bei der kosteneffizienten und zuverlässigen Erzeugung von grünem Wasserstoff weltweit führend zu werden.
- Wir sind uns darüber im Klaren, dass die internationale Zusammenarbeit für die Entwicklung künftiger Wasserstoffmärkte und der zugehörigen Infrastruktur von entscheidender Bedeutung ist. Wir suchen aktiv nach Möglichkeiten, mit internationalen Partnern zusammenzuarbeiten, um die globale Wasserstoffwirtschaft schneller zu entwickeln.
- **Wir haben bereits eine Reihe von Partnerschaften für erneuerbare Energien und Wasserstoff geschlossen. Diese dienen auch dazu, zu erforschen, welche transnationalen Wertschöpfungsketten für die Entwicklung von Wasserstoff in großem Maßstab erforderlich sind.**

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- Deutschland und Schottland haben **bereits diverse Wasserstoff-Absichtserklärungen** unterschrieben.
 - Zusätzlich zu der im November 2021 unterzeichneten Absichtserklärung mit Hamburg haben wir im März 2022 eine Wirtschaftsvereinbarung mit Nordrhein-Westfalen, im Mai dieses Jahres eine Absichtserklärung mit Bayern zur Ergänzung unserer bestehenden Wirtschaftsvereinbarung, und am vergangenen Montag [28. November] eine Vereinbarung mit Baden-Württemberg unterzeichnet.
 - Diese beinhalten ausdrücklich Wasserstoff und werden durch eine enge partnerschaftliche Zusammenarbeit mit Niedersachsen ergänzt.
- Schottland **leitet gemeinsam mit Südaustralien eine Wasserstoff-Taskforce** im Rahmen des Net Zero Future Forums der Under2 Coalition.
 - Die Taskforce hat es sich zum Ziel gemacht, die Entwicklung eines globalen grünen Wasserstoffmarktes zu fördern.
 - Der Schwerpunkt liegt hierbei auf Herausforderungen wie der internationalen regulatorischen Zusammenarbeit und anderen Hindernissen beim Marktzugang, der Entwicklung der Lieferkette, sowie dem Transport und der Speicherung von Wasserstoff.
 - Die Taskforce wurde auf der COP27 ins Leben gerufen, und letzte Woche haben wir unseren Partner, Baden-Württemberg, ebenfalls ein Mitglied der Under2 Coalition, eingeladen, sich uns anzuschließen.
- Solche internationale Abkommen und Projekte bieten eine enorme Chance, voneinander zu lernen, die Kollaboration zwischen Unternehmen und Forschung zu fördern und sicherzustellen, dass wir zusammenarbeiten, um die neue Wasserstoffwirtschaft schneller zu entwickeln.
- Wir engagieren uns jedoch nicht nur auf der Regierungsebene.
 - Der schottische **Scottish Hydrogen and Fuel Cell Association** [Wasserstoff- und Brennstoffzellen-Verband] hat Vereinbarungen mit den Clustern für erneuerbare Energien und Wasserstoff in Hamburg und Bayern unterzeichnet
 - Die Durchführbarkeitsstudie **Scot2Ger** hat die Möglichkeit des Exports von erneuerbarem Wasserstoff von einem schottischen Standort zu Abnehmern in der Nähe eines norddeutschen Hafens bewertet. Die Studie bestätigt, dass Schottland in der Lage ist, Deutschland mit grünem Wasserstoff und Derivaten zu versorgen, und dass eine Lieferkette aufgebaut werden kann.
 - Wir freuen uns, dass **Unternehmen** wie Siemens Energy, Bay.Wa-Re und EN-BW in der Scot-Wind-Leasingrunde erfolgreich waren und dass Uniper [jetzt zu 98 % im Besitz der deutschen Regierung] sich am Flotta Hydrogen Hub Projekt vor Orkney beteiligt. Initiativen wie die in Flotta könnten einige sehr wichtige Vorzeigeprojekte hervorbringen, die den Wasserstoffbestrebungen sowohl in Schottland als auch in Deutschland zugute kommen könnten, und wir sind sehr daran interessiert, diese

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Art von Partnerschaften zwischen Unternehmen in Schottland und Deutschland zu fördern.

- Das 2021 von der RSE ins Leben gerufene **schottisch-deutsche Wasserstoff-Forschungsprogramm** fördert die internationale Zusammenarbeit zwischen vier schottischen und deutschen Hochschuleinrichtungen im Bereich Wasserstoff
- Seit Juni 2022 gibt es das Wasserstoff-Investitionsprogramm des Emerging Energy Technologies Fund (EETF). Das Programm ist Teil des 10 Millionen Pfund **Hydrogen Innovation Schemes**, welches einen Schwerpunkt auf Innovationen im Bereich der erneuerbaren Wasserstofferzeugung, -speicherung und -verteilungstechnologie legt. Unternehmen und Forschungsinstitutionen aus Deutschland und anderen Ländern hatten die Möglichkeit sich in Zusammenarbeit mit schottischen Partnern mit Projekten zu bewerben. Die Entscheidungen über die Finanzierung werden für Anfang nächsten Jahres erwartet.

BACKGROUND Q&A

How much hydrogen will Scotland be able to produce and export?

- As a result of Scotwind and our established sectoral planning process, Scotland has huge potential to be a global leader in offshore wind.
- Scotland's current ambition is for 5GW installed hydrogen production capacity by 2030 and 25GW by 2045.
- This is supported by our huge potential for renewable energy generation, with a potential pipeline of 16.7GW of renewable generation in operation, under construction or awaiting construction.
- In addition, 20 ScotWind projects have this year secured lease options total up to 27.6GW with initial supply chain commitments indicating an average of £1.4bn investment in Scotland per project. This equates to £28 billion of investment across the 20 projects.
- And we anticipate around a further 4 GW from a new leasing round (INTOG) designed to enable development of new offshore wind projects targeting oil and gas decarbonisation.
- Indeed, considering the accelerating effects of geopolitical events, we may even exceed these earlier targets which were set in 2020.

What is Scotland's renewable capacity?

- Data from 2020 indicates that we already produced the equivalent of 98.6% of our gross electricity consumption from renewable sources.

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- Last year, 27.5 TWh of renewable electricity was generated in Scotland which makes up almost a quarter of the UK's renewable electricity generation.
- As of March 2022, we had 367 renewable electricity projects with a capacity of 16.3 GW in the pipeline. Most of those currently are under construction offshore wind farms.
- Were all capacity in the pipeline to be delivered, it would more than double the level currently deployed and could generate an estimated 39.1 TWh of renewable electricity.

What is the role of offshore wind in developing the Hydrogen economy?

Scotland's vast offshore wind resources, skilled technicians and engineers, highly specialised technical companies, and experienced offshore workforce will be able to assist in bringing forward large-scale renewable hydrogen production.

- The Scottish Government sees offshore wind as one of the most important economic and environmental opportunities we have, particularly as we know that it will be key to producing cost-competitive green hydrogen.
- ScotWind is the world's largest offshore wind leasing round, putting us at the forefront of the global development of offshore wind and represents a massive step forward in our net zero transformation.
- The 20 projects successful in securing lease options across 14 sites in Scottish waters have a combined capacity of 27.6GW, with 15GW from floating offshore wind - making this the largest scale floating offshore wind opportunity in the world.
- Many of the consortia successful in securing lease options have ambitions for green hydrogen, with several of the successful developers having made commitments on hydrogen.
- German companies Siemens and Bay.Wa-Re have been leading players in the ScotWind leasing round, and we know that other German companies are being brought in as part of the various consortia's supply chains.
- Further work is now underway to fully quantify our offshore wind potential.

Why is Scotland focused on exporting hydrogen to Germany?

- In Scotland we have the capability to produce significantly more hydrogen than we need and we are keen to export this to markets across the UK and Europe.
- Where Germany's Hydrogen strategy stated that Germany is looking to import ~90-110 TWh of green hydrogen, analysis from 2020 shows that Scotland will be able to produce up to 94 TWh of green hydrogen for export by 2045, generated to a large

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extent from the 28 GW of offshore wind capacity from the recent ScotWind leasing round.

- This is in addition to our onshore wind production and other planned offshore wind projects. Of course, we don't expect Germany to take only from Scotland, but we do think that we can offer a good part of the solution, as part of a resilient and sustainable portfolio.

How will hydrogen from Scotland be transported to Europe? What supporting infrastructure will be required?

- We are currently assessing the most cost-effective options for transportation and export of hydrogen from Scotland to Europe. Scotland is only 750km from the German coast and so it is likely that a number of different options – such as gaseous hydrogen pipelines, marine vessel transportation of liquid hydrogen, green ammonia and methanol, and LOHC could all be used at different scales depending on end-purposes and off-takers.
- Pipelines have been illustrated to be the cheapest option for transporting large volumes of hydrogen across long distances and we are keen to ensure centres of production in Scotland are connected to European networks.
- We are already tangibly doing things to move this forward – including funding the Net Zero Technology Centre to assess the optimal way to connect Scotland to a European Hydrogen Backbone and centres of demand in Europe.
- With Scotland well placed in terms of proximity and infrastructure connectivity to key hydrogen import locations in Northern Europe, we are also continuing to support tangible industry-led projects that look to explore and demonstrate the delivery of hydrogen and hydrogen products from Scottish ports into Northern Europe.
- Ports will be key to the development of our hydrogen export ambitions and so we keen to support further collaboration with key ports in northern mainland Europe such as the Ports of Hamburg and Wilhelmshaven, in order to develop the relationships and the infrastructure required, ensuring that Scotland's export and the northern European coastline's import infrastructures are compatible.

Why partner with Scotland?

- Scotland not only has a wealth of natural resources and existing onshore and offshore infrastructure, but has an established renewables and oil and gas sector and workforce with over sixty years of transferable experience and skills. This makes us the ideal partner for large and complex hydrogen projects.
- Our huge potential for renewable energy generation, with a pipeline of over 40GW of onshore and offshore wind projects, perfectly complements our ambitions to

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produce industrial-scale quantities of renewable hydrogen for domestic use and export.

- Scotland, like many countries, is focused on the export of green hydrogen at-scale. However, we have a proven track-record of advancing new energy technologies and the skills, experience and commitment to make our ambitions a reality– scaling up of the hydrogen sector is intrinsic to meeting our goals on decarbonisation and our journey to net zero.

Will you produce / export renewable (green) or low carbon (blue) hydrogen?

- **Our priority is to get as much renewable (green) hydrogen into the energy system as quickly as possible**, while supporting the development of low carbon (blue) hydrogen production in the 2020s, linked to carbon capture and storage, as an interim solution that will help decarbonise industry and scale the sector.
- We consider that low carbon hydrogen will play a significant role in the ramp-up phase to help establish a hydrogen economy in Scotland – supplying relatively low-cost hydrogen at scale and providing a clear route for existing industry to deliver emissions reduction and a just transition utilising the skills and expertise already in Scotland.
- Nonetheless, our priority remains to build a net-zero, green hydrogen economy, **and it is green hydrogen that we shall seek to export to Germany and Europe.**
- CCUS unlocks the production of low carbon hydrogen at scale, providing a domestic source of energy production that has the potential to increase energy security whilst facilitating demand for fuel switching and, therefore, hydrogen produced from renewable sources in the long-term.

Can you give some examples of how you are developing a domestic hydrogen market in Scotland?

- The Scottish Government has supported a number of world-leading hydrogen demonstration projects in Scotland including the hydrogen bus fleet in Aberdeen and the world's first hydrogen production from tidal energy in Orkney.
 - In Aberdeen alone, the Scottish Government has supported the development of a hydrogen fleet that counts now with over 65 hydrogen vehicles, including 25 double-decker buses.
- Key to our domestic approach lies in supporting the growth of Regional Hydrogen Energy Hubs where hydrogen producers are co-located with multiple users and potential exporters.
- We have awarded an additional £15m through our Energy Transition Fund to support the development of a Hydrogen Hub in Aberdeen, to demonstrate this hub model as an efficient pathway to producing hydrogen at scale and increasing demand.

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- We are also supporting the H100 Fife flagship project, which will deliver a first-of-a-kind 100% hydrogen heat network, supplying around 300 domestic properties with clean, renewable hydrogen heating.
- Scotland is proud to be working on our first hydrogen powered train – another clear example of our intention to remain at the forefront of innovation when it comes to the development and adoption of hydrogen technologies.

How important are standards and certification to the trade of hydrogen?

- International cooperation is crucial to accelerate the growth of safe, reliable and clean hydrogen across the globe.
- Governments and industry must work together to ensure existing regulations are not an unnecessary barrier to investment.
- Trade will benefit from common international standards for the safety of transporting and storing large volumes of hydrogen, as well as for the certification of hydrogen as green.
- We are engaging with the UK Government on the development of a UK certification scheme and the creation of an enabling regulatory framework to support the scale up of the hydrogen sector. Crucially, we are focusing on ensuring that regulations and certification schemes developed in the UK are aligned with the EU, providing a clear and cohesive methodology for export to promote the flow of trade between the UK and Europe and reduce market access barriers.

What will the cost of hydrogen from Scotland be?

- We are confident that hydrogen produced in Scotland will be low-cost and competitive in European markets.
- Driving down the cost of offshore and onshore wind electricity production will be key to cost-effective renewable hydrogen production – which is why we wish to develop it at scale, including for the German market.
- A recent study, using data from the ISPT HyChain project, suggested that the UK, including Scotland, could have the lowest Hydrogen production and delivery costs to the Netherlands, whose coastline is just 50km closer to Scotland than that of Germany.
- Just 750 kilometres from the German coast, Scotland is incredibly well placed in terms of proximity and infrastructure connectivity to key hydrogen import locations on the northern European mainland.

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- This proximity should significantly reduce transport costs, cut shipping times and increase reliability of supply, as well as reducing the environmental impact of hydrogen imports – be they by pipeline or shipped.
- In 2021, our analysis indicated that the cost of renewable hydrogen is expected to at least halve between 2022 and 2045 for production pathways directly connected to wind farms, with electricity costs acting as the biggest driver of hydrogen cost reductions from 2030 onwards.
- As well as seeking to be a cost-competitive export partner, Scotland will be a trusted and safe one – our existing experienced oil and gas workforce provides the basis for a professional and reliable export service.

Hydrogen Action Plan

The draft Hydrogen Action Plan, published on 10 November 2021, set out the actions that must be taken over the coming years to implement the ambitions in our Hydrogen Policy Statement. The final action plan will be published imminently [8 December].

- Scotland was the first of the nations of the UK to publish a policy statement on hydrogen in 2020. The policy statement set out a vision for Scotland to become a leading Hydrogen Nation, with an ambition to generate 5GW of renewable and low-carbon hydrogen by 2030, and 25GW by 2045.
- The 2020 Policy Statement and Hydrogen Assessment report were followed by our draft Hydrogen Action Plan in November 2021. This set out the necessary actions to help put Scotland on the pathway to becoming a **leading hydrogen nation by 2045** in the production of reliable, competitive and sustainable hydrogen and help secure Scotland's future as a centre of international excellence in areas such as innovation, skills and supply chain.
- Following public consultation, stakeholder feedback, and recent UK Government clarity on business model support, we will publish our finalised Hydrogen Action Plan before the end of the year. This will set out how we will work collaboratively with the energy sector and internationally to drive progress and maximise the hydrogen opportunity over the five years to 2026.

What is the role of hydrogen alongside other technologies? H2 vs electrification?

- Hydrogen is part of our portfolio of approaches and technologies as we move to net zero, and a **key part of the net zero journey**. It sits alongside energy efficiency and electrification, and will be used in particular for those sectors that are 'hard-to-reach'. **In particular, it will play a role in industrial decarbonisation, transport, and heating our homes and buildings.**

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- The development of a domestic hydrogen sector will play an important role in supporting a just transition to Net Zero by 2045, and present significant long-term economic opportunities.
- Our ambition for 5GW of hydrogen production by 2030 is the energy equivalent of 15% of Scotland's total energy demand.
- Just 1MW of renewable hydrogen production would make enough clean energy to fuel 15 buses for a full year, with 1GW enough to fuel 15,000 buses for a year.
- Just 1MW of renewable hydrogen production would heat the equivalent of 302 homes for a year, 1GW over 300,000 homes for a year and 5GWs 1.5 million homes.
- We are already embracing the transition to hydrogen transport, with hydrogen powered buses, cars, and refuse vehicles in operation on Scotland's roads. In Aberdeen alone, the Scottish Government has supported the development of a hydrogen fleet that counts now with over 65 hydrogen vehicles, including 25 double-decker buses.
- Our assessments indicate that the large-scale production of renewable hydrogen in Scotland could create and retain up to 300,000 jobs, and have a GVA impact of between £5 billion and £25 billion p.a. by 2045.

Engagement with UKG

- Our ambition of 5GW installed hydrogen production capacity in Scotland by 2030 will contribute a significant proportion of UK ambition for 10GW by 2030.
- Our engagement in Germany is partly because of the proposed scale of production in Scotland and our real challenges with grid constraints and connections from remote, coastal and island areas; and partly about pace and timescales – Scotland intends to feed into the UK market, but the large domestic demand for H2 does not exist yet and is not likely for a few years.
- In this context it is also a response to German Hydrogen Strategy 2020 which set out both Germany's intention to be a global technology leader in hydrogen and its need to import vast amounts of green hydrogen.
- Germany provides good route to market for the Scottish sector, and a route to develop the infrastructure and company base that will support demand in UK. We believe that we can take advantage of growing markets to provide the demand to develop our own sector, provide the signals to investors back home, and secure investment and partners in developing the supply chain.
- The hydrogen export opportunity will benefit Scotland and the UK. In our view, Scotland and the UK can only realise these economic opportunities if we act **quickly** to put in place the necessary policy, regulatory and financial environment, relationships

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and support to develop robust supply chains, upskill our people and lay the groundwork to unlock investment and export opportunities.

- Many of the levers required to support the emergence of a flourishing hydrogen economy in the devolved nations are reserved to the UK Government.
- For example, certain parts of the regulatory framework are reserved to the UKG. It is important that the UKG designs regulatory frameworks and a hydrogen certification process that align with the EU to facilitate the trade of hydrogen.
- We will continue to work closely with the UKG to ensure that our collective vision for the development of the hydrogen economy is aligned and the benefits are realised across all nations of the UK.
- [redacted – s.28 UK relations]

Sensitivities

- [redacted – s.30 Free and frank provision of advice]
- Many of the levers required to support the emergence of a flourishing hydrogen economy in the devolved nations are reserved to the UK Government, and so we will continue to work closely with the UKG to ensure that our collective vision for the development of the hydrogen economy is aligned and the benefits are realised across all nations of the UK.
- Certain parts of the regulatory framework are reserved to the UKG. It is important that the UKG designs regulatory frameworks and a hydrogen certification process that align with the EU to facilitate the trade of hydrogen.

Annex G: SG BACKGROUND ECONOMIC BRIEFING

Germany Economic Outlook

- Germany's CPI inflation in November 2022 (provisional) is estimated to be 10.0%, a small decrease from 10.4% last month. Consumer prices, harmonised for comparability with inflation data from other EU countries, similarly eased mildly to 11.3% in Nov year-on-year from 11.6% in October – in line with analysts' expectations.
- Energy and food prices continue to have a substantial impact on inflation rate. In November, the pace of energy price increase cooled slightly (+38.4%, compared to +43% in October), while food prices rose by 21% (Oct: +20.3%).
- Reactions have been mixed - economists broadly agree it is too early to sound the all-clear that inflation has peaked, but some are hopeful that this month's data may be an initial sign of stabilisation. Previously, the Bundesbank already cautioned that double-digit inflation was likely to persist for several months and will not necessarily be impacted by the government's relief measures e.g. gas bill rebate in December 2022.

SG Trade

- A Trading Nation (ATN) was launched in 2019 with an ambitious target of increasing international exports from 20% to 25% of GDP over the next 10 years, which would almost double the value of our international exports from their current level of £32bn over that period.
- Achieving this should increase GDP by approximately £3.5 billion and help support 17,500 jobs with an increased tax take of around £500m per annum.
- In order to maximise economic impact, the evidence in *A Trading Nation* strategy has led us to refocus much of our export support around 26 priority markets and our top 1200 exporters.
- We are three years into A Trading Nation and over this period the actions have delivered a range of positive outcomes for Scottish businesses and the economy. Including an additional £3bn of planned international sales (over a three-year period) through over 1300 company projects.
- After twice reprioritising work on ATN around COVID and EU Exit our attention is now updating aspects of the plan, including adding additional actions that will further support our export effort.

SG Investment

- The Inward Investment Plan (IIP), launched October 2020, articulates the important role inward investment can play in our economic recovery and in the creation of a fair, sustainable, inclusive and low carbon future for Scotland by contributing high-value jobs to the Scottish economy.
- The IIP sets out our ambition for Scotland as a leading destination for inward investment aligned with our values as a nation. We want to use our natural assets, proven skills and established infrastructure to support investors who share in these goals to expand and grow their operations in Scotland.
- The IIP sets out the rationale and evidence for actions that position inward investment to play a key role in delivering a fair, sustainable, inclusive and low carbon economy. Although only 3% of business in Scotland are inward investors they account for over a third of jobs, around half of GVA, just under two thirds of Business Expenditure on Research and Development (BERD) and three quarters of international exports.
- Our clear, evidence-based approach considers Scotland's strengths, global inward investment flows and Scotland's values around fair work, net zero and sustainable and inclusive economic growth, and identified nine opportunity areas for a new strategic focus. The opportunity area identified also have the potential to maximise the delivery of 'spillover' impacts that will benefit the wider Scottish economy. This includes two opportunity areas under the overarching theme of Net Zero – Energy Transition and Decarbonisation of Transport.
- We will proactively identify inward investors in nine opportunity areas, building relationships and supporting strategic decisions, prioritising Ministerial business engagement where appropriate. We will also communicate our targeted values-led approach clearly and effectively to the world.
- Our revised approach will not only deliver the existing pipeline of planned inward investment but also develop of a portfolio of potential projects and investment strongly focused on longer term economic aims, including creating a low carbon economy.

Impact of EU Exit

- Scotland's was dragged out of EU against its will. This coupled with the negative and careless approach by the UK Government to Brexit, has significantly affected our trade and export performance, not to mention other areas of our Economy, including investment and the labour market.
- The EU is Scotland's closest and largest international trading partner, and it remains clear that the EU provides Scotland's with the best international economic framework within which to optimise economic gains and tackle the global challenges we face.
- Membership of the EU protects and grows Scotland's Economy, given that access to single market allows for the free movement of goods, services, capital and people; and provides Scottish business with access to more trading opportunities, and more customers to sell to.
- Our recent export statics clearly underline the importance of the EU as vital trading partner, and it remains clear that while the economy is recovering, we are still feeling the negative impacts of the UK Government's Brexit

Impact of Leaving the EU on Trade and Businesses

- The latest HMRC trade statistics continue to highlight the negative impact of Brexit on the economy. Scottish Government analysis showed that Scotland's trade in goods with the EU was 12% lower in 2021 because of Brexit.
- Many of Scotland's food sectors have continued to see lower exports to the EU – including a 52% fall in exports of fruit and vegetables, and a 25% fall in exports of dairy and eggs in the first 6 months of 2022 compared to the same period in 2019
- Similarly, food imports from the EU into Scotland have slowed significantly over the same period – down 22%. This slowdown is particularly acute for fruit and vegetables, down 51%, and for fish and seafood, down 67%
- A third of all manufacturing businesses in Scotland have faced increased costs due to red tape, and nearly half have faced increased transportation costs.
- It is clear that Scottish businesses continue to feel and suffer the negative impact that Brexit has caused to them. Our businesses are forced to pay the price of a Brexit we never voted for.

What SG is doing and Asks of UK Government

- The Scottish Government is using all the levers at its disposal to support businesses and build on Scotland's global strengths as we renew our economy. The aims set out in our export growth plan - A Trading Nation – remains our key focus as we seek to on grow and renew our economy.
- We call for the UK Government to re-engage in good faith with the EU and find pragmatic solutions to the blockages confronting businesses. Where these create additional new costs or obstacles, the UK Government needs to be

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honest about their impact and must provide additional financial support to help compensate businesses for the losses incurred as a direct result of Brexit.

- It is vital that the UK Government provides clear and consistent support, advice and guidance to help businesses, and that it communicates this effectively. It is also essential that UK Government continues to engage with the Scottish Government and Enterprise Agencies as this support develops to ensure that it aligns with the existing offer in Scotland and to minimise confusion and duplication of support businesses.

SG Economic prospectus

- New powers, combined with existing strengths, would help to build a stronger economy with independence and equip Scotland with the essential tools to build a fairer, wealthier, greener, happier country.
- Scotland has the skilled people, the dynamic businesses and the natural resources to be just as successful as comparable European countries. Scotland is currently tied to a low-growth, low-productivity UK economy that is starting to feel the full effects of Brexit. Independence will allow Scotland to make the most of its strengths and advantages.
- An independent Scotland would manage its **finances responsibly**. It would continue to use sterling at the point of independence, establishing a Scottish pound as soon as practicable, guided by economic conditions rather than a fixed timescale.
- The **Building a New Scotland Fund** would look to boost growth, accelerate the transition away from fossil fuels and deliver long-term benefits to the Scottish economy. It would use new powers and access to resources – including oil and gas revenues - to spend up to £20 billion on infrastructure projects and give an independent Scotland the strongest start. This would include projects to tackle climate change, help the economy grow in a fairer way and build affordable housing.
- An independent Scotland would apply to re-join the **European Union** which would restore free movement of goods and people between Scotland the 27 other EU member states, giving employers access to skills and talent. It would give businesses access to the European Single Market, a market seven times bigger than the UK. As a member state, Scotland would benefit from the EU's existing trade deals and its ability to negotiate new trade deals on beneficial terms – the EU is the top trading partner for 80 countries. As an EU member state, Scotland would protect its place in the single market which requires checks on certain goods from outside the EU – either at the border or elsewhere. The Scottish Government would prepare measures to help traders adapt to new procedures and requirements. This practical help would ensure that businesses and people – in Scotland, the UK and EU – would be able to make the most of the opportunities available to Scotland.

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- The full powers of independence would allow Scotland to accelerate production of its **enormous renewable energy resources** and redesign the energy market to provide secure and reliable low cost energy, bringing benefits to households and businesses. Independence would provide Scotland with the opportunity to make the fastest possible just transition to net zero, create secure, well-paid jobs and build a fairer, wealthier, greener, happier country.
- Independence would provide an opportunity to create a **new migration system** that works for Scotland. Scotland is the only part of the UK where the number of people of working age is expected to fall over the next 25 years. This means it needs to attract talent from overseas. Under this government's proposals, with independence, Scotland's new immigration would be designed to attract working-age people and their families to live here and to make a positive contribution to our economy and communities, especially in rural areas. This would help ensure that our businesses can access the skills and people they need. With the ability to set its own immigration policy, an independent Scotland could also create better routes for international entrepreneurs to come and start businesses here.
- The Scottish Government wants an independent Scotland to be fairer, more equal and more dynamic and productive. With independence Scotland would be able to develop a new approach to **fair work** with full controls over employment law, equality legislation, industrial relations and social security. A new approach to work and a modernised labour market could deliver improvements to wages and to terms and conditions. This government proposes a single rate for the national minimum wage—one that better reflects the cost of living—with no lower rates for younger workers. There would be improved access to flexible working, workplace rights would be strengthened, and unfair labour laws would be reversed as a first step to better industrial relations.

NSET

- Our National Strategy for Economic Transformation contains bold and ambitious actions - within the powers currently available to us - to deliver economic prosperity for all Scotland's people and places.
- Scotland has extraordinary economic potential through our natural resources, talent, creativity, academic institutions and business base, with strengths in sectors such as financial services, food and drink, and tourism and hospitality.
- With fair work and a just transition at its heart, the strategy builds on the Covid Recovery Strategy and will support progress towards net zero, help restore the natural environment, stimulate innovation and create jobs.
- Our vision for Scotland's economy is to create a system which prioritises the collective wellbeing of current and future generations.
- While traditional economic metrics, such as GDP, will remain important, the new Wellbeing Economy Monitor will include measures such as child poverty, levels of greenhouse gas emissions and biodiversity, and fair work indicators, to ensure we are tracking our progress to building a fairer, healthier and greener economy.
- Since the launch of the strategy Ministers have undertaken an extensive programme of engagements, including roundtables, meetings and events.
- Building on extensive pre-publication consultation, since the launch of the strategy Ministers and officials have undertaken an extensive programme of engagement involving more than 450 stakeholders across business, public and third sectors, in small settings as well as addressing hundreds more at events.
- The strategy is a route to a strong economy with good, secure and well-paid jobs and growing businesses, maximising Scotland's strengths and natural assets to increase prosperity, productivity and international competitiveness.
- The strategy seeks to incentivise entrepreneurship, support lifelong skills development and remove barriers to participation in the labour market so that everyone is enabled and empowered to participate in our economic success.
- By 2032 Scotland will be a nation of entrepreneurs and innovators, with resilient supply chains and competitive advantages in the new industries generated by technological change, scientific advance and the climate and nature crises.
- We will build on our strengths in sectors like energy, financial services and life-sciences, and develop new strengths in technology, space and decarbonisation.
- The strategy's five bold transformational policy programmes of action will shift the economic dial and drive improvements in Scotland's economy.
- The five programmes of action focus on: stimulating entrepreneurship; opening new markets; increasing productivity; developing the skills we need for the decade ahead; and ensuring fairer and more equal economic opportunities.
- The programmes are based on rigorous analysis of evidence, designed to tackle long term structural challenges, build on our economic strengths and position Scotland to maximise the greatest economic opportunities of the next ten years.

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- The programmes are interconnected, ultimately leading to higher living standards and a reduction in poverty.
- On 31 October we published prioritised and affordable delivery plans for each of the programmes.
- As demonstrated in the delivery plans, given the current UK-wide economic and political volatility, we are prioritising the development and delivery of those projects which can best support the cost crisis in the short-term, as well as those that will make the biggest contribution to sustainable and inclusive economic growth.
- In order to emerge strongly from this economic crisis, we will focus on delivering our National Strategy for Economic Transformation, and will work with the business community to identify the most effective support we can offer them.
- Building on NSET, our Programme for Government sets out actions we will take on entrepreneurship, new market opportunities, productivity, skills, and a fairer and more equal society.
- We will also use our commitment to transition to a net zero economy to ensure that we make progress on key strategic projects and infrastructure investments that will help Scotland's economy to emerge strongly from any recession.
- Our focus will be on delivering the measures that will most help to support the economy through any recession and pave the way for a more resilient, fairer, greener, wellbeing economy, including, for instance:
 - boosting entrepreneurship by opening six tech scalers;
 - using our trade and investment plans to set the direction on new market opportunities, attracting the high-quality investment and technologies that support key sectors;
 - supporting enhancements to Scotland's digital infrastructure;
 - launching a consultation on our Community Wealth Building legislation;
 - continuing the £34 million Scottish Industrial Energy Transformation Fund where we co-invest with manufacturing industries to decarbonise industrial processes;
 - establishing an investor panel, led by the First Minister, to facilitate investment in infrastructure and the transition to net zero; and
 - improving the content and extending the scope of the Green Jobs Workforce Academy.

Scottish National Investment Bank ('The Bank')

- Since opening for business in November 2020, the Scottish National Investment Bank has committed £300.7 million across 22 investments in line with its strategic missions - with more in the pipeline.
- The Bank is the first mission-oriented investment bank in the UK and is being capitalised by the Scottish Government with £2 billion.
- The Bank tries to maximise its impact by partnering with third party capital through co-investment and crowding in. It has invested alongside £526m of third-party capital.
- The Bank has been established to invest in Scottish businesses, projects and communities to deliver positive environmental and social impacts for the people of Scotland.
- As a mission focussed focused investor, the Bank makes investments independently of Government, but in line with the three strategic missions (Net Zero, Place and People) set for it by Scottish Ministers. These missions enable the Bank to direct its investments to address the persistent grand challenges identified for the Scottish economy and people.
- The Bank offers long-term, patient capital on commercial terms and will make both debt and equity investments. It seeks to invest where the risks are beyond the appetite of private capital.
- The Bank's approach to investment helps crowd in and stimulate private investment helping to create and shape new markets.
- "The Scottish National Investment Bank project is one of the most important of my leadership in the business and economy space" – *First Minister*
- "Scottish Government ministers have the responsibility to ensure that the Scottish National Investment Bank is performing well. It is performing exceptionally well, and it is perhaps the most important economic initiative that has been taken over the past few years in Scotland." – *First Minister @ FMQs 3/3/22*

Latest investments

- 1 November – £15m investment into Social and Sustainable Capital's second Social and Sustainable Housing Fund (SASH II). The Fund will enable charities to purchase properties and manage their own housing stock - specifically tackling homelessness and improving the lives of vulnerable individuals by increasing their access to safe, stable and appropriate housing. The Bank's £15m cornerstone investment unlocks a minimum of £20m to be invested in Scotland.
- 18 October Bank announced £17.8 million investment into Orbex - a Moray-based space rocket manufacturer and satellite launch provider. Investment offers Orbex scale-up support - part of an overall £40 million Series C funding round.

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- Annex H. Overview CDU Future Europe Advisory Group (separate cover)**
- Annex I. SDI Germany Economic Brief (separate cover)**
- Annex J: Comms plan (separate cover)**