

Exolum: Building Partnerships to Connect New Energy Markets

Irene Lores, Global Clean Energies Lead at Exolum explores how StocExpo can facilitate new connections and collaboration across the value chain

For leading energy logistics companies like Exolum, **StocExpo is the definitive event for industry leaders** seeking to capitalize on the emerging opportunities of the energy transition, providing a platform to identify solutions and forge the collaborations that will define the future of liquid logistics.

Exolum is a **ready-to-go partner** with a proven track record of converting ambitious energy transition plans into operational reality. We have developed that track record thanks to our philosophy of 'learning by doing', focusing on practical, scalable, and de-risked solutions, which makes us a strategic partner of choice for the transition to more sustainable fuels.

Exolum is uniquely positioned to harness the power of logistics not only to navigate but also to lead the energy transition. And StocExpo provides the opportunities to build the kind of partnerships required to do just that.

The Power of Connection in the Energy Transition

Logistics has a crucial but sometimes underappreciated role in the energy transition. Sustainable fuel producers need a trusted partner for the **safe and efficient handling** of feedstocks, intermediate products, and finished fuels within the factory gate, allowing valuable investment and resources to be focused on production growth and innovation instead.

Well-connected storage capacity, with associated jetties, road and rail loading facilities, at **key strategic locations** such as ports or inland terminals, is key to providing the supply resilience that builds customer confidence and drives the adoption of technologies using sustainable fuels.

The capability of logistics infrastructure and workforces to handle the widest possible range of sustainable fuels and their feedstocks is key to providing producers with the kind of market access needed to connect them with the broadest possible range of customers, across the widest possible range of locations.

Making Tomorrow's World Move, Today

From the banks of the Rhine at Mannheim to the Humber Estuary at Immingham, Exolum's existing network of strategically located pipelines and tank storage infrastructure across Spain, United Kingdom, Germany and The Netherlands has long proven its ability to **adopt new capabilities** to enable the **scaling of sustainable fuel** markets.

But as we look to the **next stage** of the energy transition, we have identified **three pillars of work** where we want to work with like-minded partners, many of whom attend StocExpo, to harness the power of logistics in order to establish and grow the next generation of sustainable fuels.

Hydrogen Logistics Provider

First, Exolum has set itself the target of becoming **Europe's leading hydrogen logistics provider**, offering origin and destination hydrogen storage and compression, as well as bulk storage, primary and capillary transport services to hydrogen producers and their customers.

The strength of our focus on logistics means we have the flexibility to work with hydrogen producers and consumers, using a variety of transport modes and in diverse settings. For example, through our pioneering demonstration of the **transportation and storage of liquid organic hydrogen carriers (LOHCs) in existing fuel storage and transportation infrastructure** in the United Kingdom and Spain. By doing so, we can offer the kind of flexible and adaptable logistics that gives hydrogen producers access to the markets they need to **secure offtake agreements**, while providing hydrogen consumers with the supply certainty required to invest in hydrogen-use technologies.

CCUS Technologies

Second, is our ambition to open up new markets for CO₂ acquired via **carbon capture and storage** through a new network of CO₂ hubs across Europe. Exolum's logistics will help bring this critical technology to a far wider range of industries and geographies than might otherwise be the case. Through partnerships with organisations like Técnicas Reunidas and ADIF in Spain, we are developing our CO₂ logistics capabilities to provide **onshore transportation and temporary storage** across our infrastructure networks in the UK, Germany and The Netherlands, integrating and coordinating the flow from the point of capture to the point of final storage or use via train, port or vessel.

e-fuels Across Europe

Third, is our work as the **logistics partner of choice** for pioneering e-fuels projects, with a particular focus on advanced sustainable aviation fuels. Combining our capabilities in green hydrogen and CO₂ logistics with our long-standing **aviation fuel distribution networks** in the

UK and Spain, as well as on-site airport refuelling networks at Charles De Gaulle and Düsseldorf Airports, is central to developing the expertise needed to create the kind of ecosystem that reflects the dispersed but **highly integrated sustainable fuel supply chains** of the future.

StocExpo: Creating New Connections

Exolum's presence at StocExpo is not just about showcasing our capabilities; it is a **key part of our efforts to build the strategic partnerships that will shape the future of liquid logistics**. We want to work with a range of like-minded partners to maximise the opportunities of the energy transition, helping them overcome logistical hurdles and accelerate market adoption of sustainable fuels.

Creating new connections is not just about adapting to the change we are all now seeing – it is about forming the relationships that can lead that change.

Why Attend StocExpo?

At StocExpo 2026, storage providers and suppliers working across a range of fuels and liquidbulk substances will come together to discuss how to enable the global hydrogen supply chain for a just and timely energy transition. **Join us in Rotterdam on 10 & 11 March.**

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