

Gruppo Hera and its main businesses and figures



7,2 mln/ton **OF WASTE HANDLED**

3,2 mln CITIZEN SERVED

INTEGRATED WATER CYCLE

289,3 mln/m³ OF WATER SOLD

3,6 mln CITIZEN SERVED

GAS DISTRIBUTION

3,0 mld/m3 OF GAS DISTRIBUTED

2 mln CITIZEN SERVED

SALE OF **ELECTRICITY**

12.8 TWh OF ELECTRICITY SOLD

> CUSTORMER **SERVED**

7,4 mld € Revenues 1,1 mld € **EBITDA**



35,359 km OF WATER NETWORK

20,901 km OF GAS **NETWORK**

9,079 WORKERS



12,602 km OF ELECTRICITY **NETWORK**

> 330 **MUNICIPALITIES**







HERA

Who are we? And what do we know?





Stefano Verde

Strategy and Policy Making Manager

Previous working experience

- 2009 2012, Head of Power and Environmental Markets Trading Desk @ Hera Trading S.r.l., Imola
- 2008 2009, Policy Officer @ Italian Energy Regulatory Authority (ARERA), Milan
- 2006 2008, Consultant and Researcher @ Ricerche Industriali ed Energetiche, Bologna
- 2005 2006, Intern & Policy Officer @ European Commission, DG Enterprise, Brussels

Academic background

- ☐ Ph.D in Law and Economics, LUISS University (Rome)
- LL.M in Competition L&E, Erasmus Un. (Rotterdam)
- BA + Master degree in Economics, Alma Mater Studiorum Bologna





Filippo Reggiannini

Energy Policy Making Expert

Previous working experience

- 2017 2018 Senior Regulatory Affairs Specialist
 2i RETE GAS S.p.A., Milan
- 2015 2016 Energy Economist / Consultant
 Studio Commerciale Zucchini, Bologna
- 2013 2014 Energy and Regulatory Affairs Analyst
 REF-e Ricerca e consulenza energetica, Milan
- 2009 2011 Project financing Junior Analyst
 Sinloc Spa Advisory and equity investment, Padua

Academic background

- MA in Energy and Environmental management, @ Business School II Sole 24 Ore, Milan
- BA + Master degree in Law & Economics, Alma Mater Studiorum







Presentation Structure





Decarbonisation Policies & Needs What can be considered Clean gas

How and why gas supply chain will change

Regulatory needs for new gases uptake

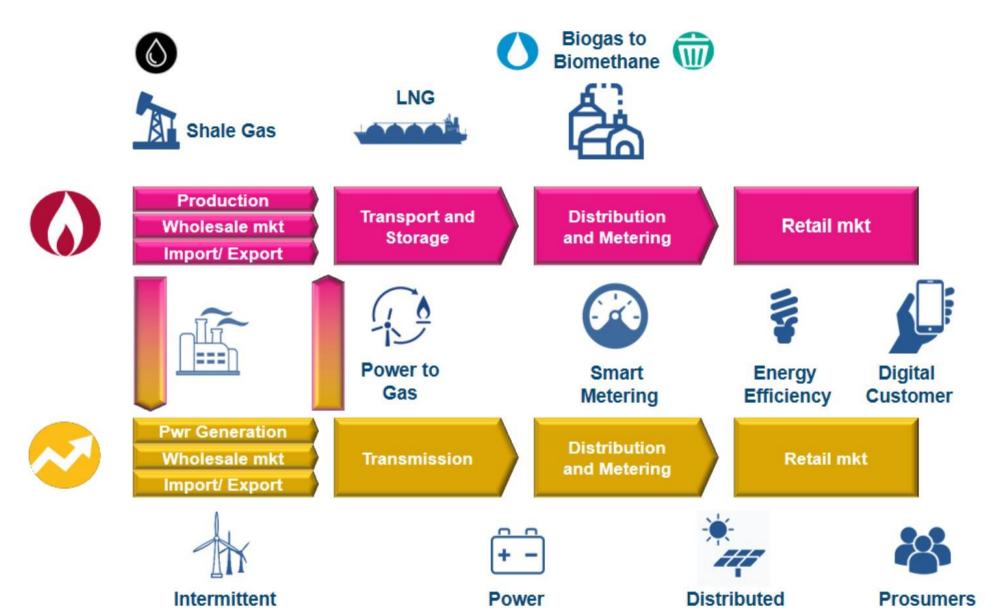
SECTION I

SECTION II



The continuous evolution of power and gas markets... so far!

Generation

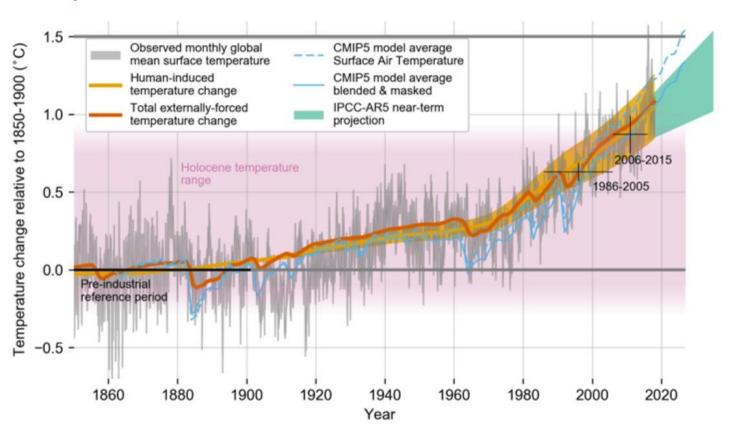


Storage

Generation

Climate change is THE challenge ahead and policies need to address at least 2 targets to be effective

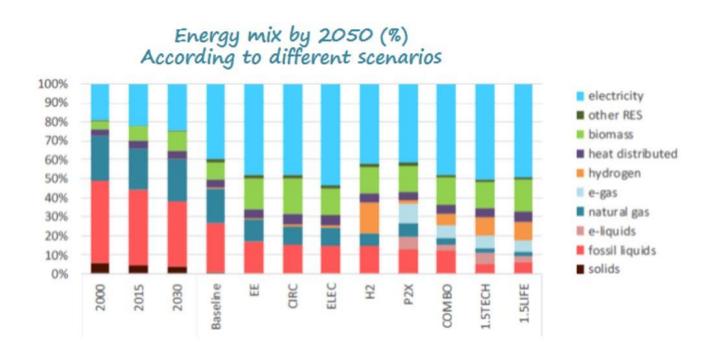
Evolution of global mean surface temperature (GMST) over the period of instrumental observations – source: IPCC



1 Decarbonization

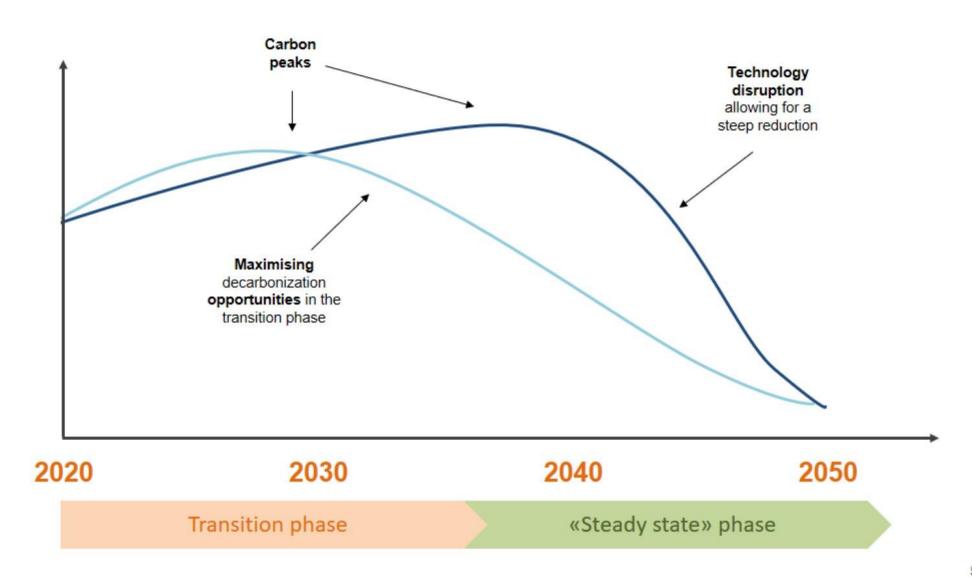


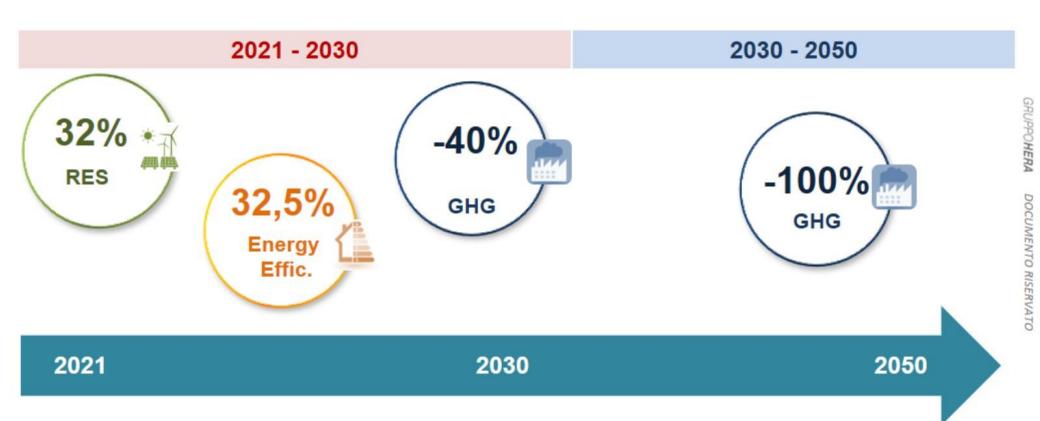
The first target (carbon neutrality) can be reached following a number of different paths in terms of energy industry mix: there is «no silver bullet»



- Several institutions are drawing up scenarios leading to decarbonizing the energy sector. Each of them is based on different assumptions characterized by a different role to for many energy vectors towards carbon neutrality
- As the goal of carbon neutrality is set at 2050, a big play will be left to the technology evolution
 we will witness in the coming years

The second target requires EU policy makers to anticipate carbon peak at the earliest: any opportunity to decarbonize has to be actioned





- The European institutions are currently discussing an update of 2030 GHG targets, so to make them more compliant with the final goal in 2050
- The current decade to 2030 will be pivotal to start an effective decarbonization path leading to reach the carbon peak as soon as possible

Energy decarbonization is going to be addressed from a wider perspective, moving from power to power and gas opportunities to scale it up

Clean Energy Package

- Targets 2030
- Governance of the Energy Union



Strategy on energy Sector Integration

Expected at the end of June 2020



2019

2020

2021

A Clean Planet for all by 2050

- Large scale electrification of the energy system coupled with biofuel H₂ and power to gas (P2G)
- Smart network infrastructure and interconnections
- Tackling remaining CO₂ with carbon capture and storage (CCS)

Green Deal 2050

- Climate Law with 2050 binding targets: new GHG reduction target set at -50%
- Emission Trading Scheme Reform and Carbon Border Tax
- Sustainable EU investments 1.000 €/mln in 10y





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2021

Under the "Green Deal for Europe" the Commission is expected to deliver some important actions on decarbonization in the next 18 months

Circular strategy

Energy

Climate Green Finance

2020

- EU Industrial Strategy UE
- Circular Economy Action Plan
- Market incentives for circular products
- Waste legislation revision proposal

- National Energy and Climate Plan assessment
- Smart sector integration Strategy
- Review of Trans
 EU
 Networks Energy

- · Climate Law
- 2030 target review on GHGs
- EU Climate Change adaption strategy
- ETS review
- Carbon Border Tax

- EU Sustainable investment Plan
- Just Transition Fund
- Renewed
 Sustainable
 Finance Strategy
- Review of the Non-Financial Reporting Directive







Why electrification?

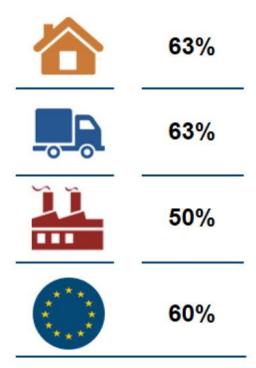
N'ny electrification

RES-E production avoids emissions from fossil fuels

More efficient solutions (electricity heat pumps are 4X more performant than a gas boiler)

Higher energy security of supply, because of lower gas import from non EU member State

Electricity demand by 2050 (*)



Energy sector will be

Decentralized

Decarbonised

Electric

Electricity demand

4.800-6.000 TWh

Decarbonization paths: the support coming from green gases

Why gas is important to tackle decarbonisation?

Full decarbonisation requires high volumes of RES-E, there will be need to store energy

Clean gases and/or hydrogen can better accommodate needs from some customers (i.e.: long-haul transport, high temperature industries, ...)

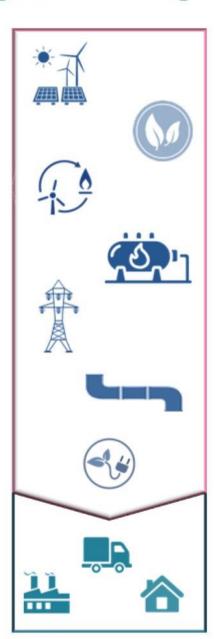
Green and Synthetic gases allow for the use of current gas network. No stranded assets means a cheaper transition for the system as whole

Energy sources	% Tot (9.012 TWh)	
Biomethane	13%	
Hydrogen	19%	
Power	50%	
Biofuels	11%	
111 Heating	4%	
Other	3%	

Decarbonization paths: strenghts of an integrated approach

Electricity-only model

- Lower energy losses
- 🚹 End user safety
- Higher energy independence (but what about supply chain?)
- High electrification costs for some end user (i.e. industry)
- Challenges when electrifying specific transport sectors (aviation, shipping)



Electricity-and-gases model

- Maximization of decarbonization opportunities
- Seasonal storage and peak handling
- Gas/power according to a least cost approach for end users
- Better use of existing gas assets (no stranded costs)
- Existence of n networks resulting in lower network economies
- Higher energy losses due to low efficiencies

What are "Renewable Gases"? A definition issue

RED II Directive definitions...

- **Energy from renewable sources** means energy from renewable non-fossil sources, namely wind, solar and geothermal energy, ambient energy, tide, wave and other ocean energy, hydropower, biomass, landfill gas, sewage treatment plant gas, and biogas
- Biogas means gaseous fuels produced from biomass

.. RED II takes also into account...





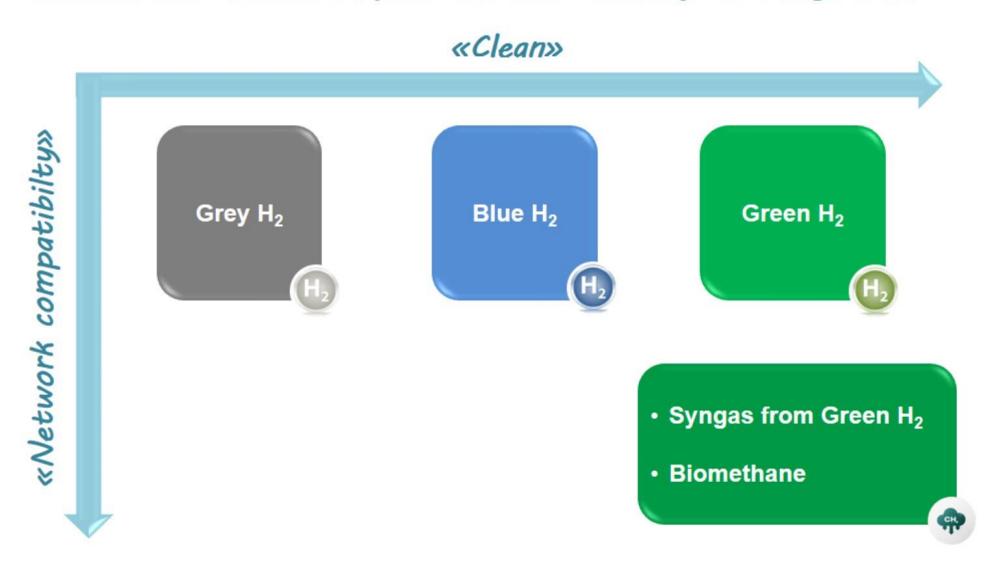




Why do we need a clear definition?

- · There is an increasing scope for the development and flexible use of different types of gases
- Moreover an unambiguous definition is required for the upcoming regulatory measures and support schemes

Despite the lack of a definition, (green) gases can be clustered according to 2 features: their "carbon footprint" and their "usability" on a large scale



Grey hydrogen: a definition and key features



Taxonomy and definition

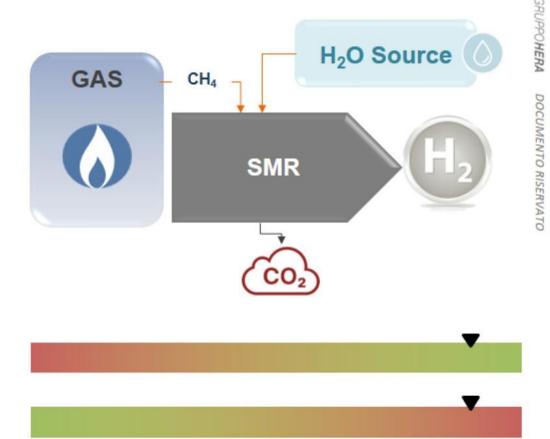
Grey hydrogen is gas produced by thermochemical conversion (such as steam methane reforming) of fossil fuels without carbon capture

Example of technological process

- In the Steam Methane Reforming process, a hydrocarbon feedstock (i.e. gas) is pre-heated, mixed with steam before passing through a catalyst in a top-fired steam reformer to produce H₂, CO and CO₂
- Grey hydrogen is currently most consumed as feedstock for chemical and refining processes

Technological maturity/scalability

Carbon footprint 10 to 19 tCo2eq/tH2



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Blue hydrogen: a definition and key features

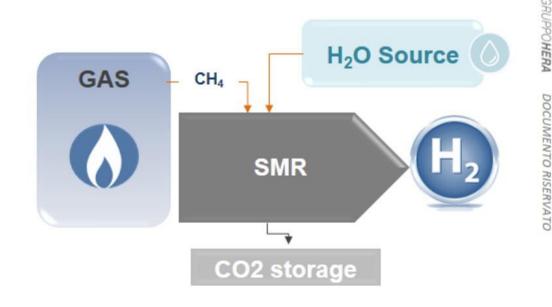


Taxonomy and definition

Blue hydrogen is a low-carbon gas produced by thermochemical conversion (i.e. grey hydrogen) of fossil fuels (i.e. natural gas) with carbon capture and storage (CCS*)

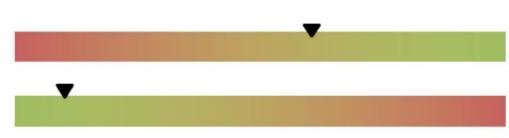
Example of technological process

- The SMR process allows the extraction of hydrogen and carbon dioxide from natural gas and water steam
- CCS system allows to stock CO₂ and so to avoid emissions
- SMR is currently optimized to capture
 90% of the GHGs



Technological maturity/scalability

Carbon footprint 1 to 1,9 tCo2eq/tH2



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Blue hydrogen: which role in the decarbonization process?



State of play and opportunities ahead

- Blue hydrogen can be considered a valuable temporary fuel allowing faster decarbonization
- Blue hydrogen based on applying CCS can be scaled up to very large quantities within a relatively short timeframe to 58 bcm natural gas equivalent by 2050(*)
- It could be a solution for the development of a market from the early 2020s, awaiting green H₂ cost competitiveness. Policymakers can ensure that blue H₂ plays a role as a bridge fuel to achieve net-zero emissions
- To play a role in the "steady state" phase, blue H₂
 needs to be net-zero emissions by engineering efforts or by compensating negative emissions

Decarbonization role

Ready for early stage

Transition phase

«Steady state» phase

Expected development







Green hydrogen: a definition and key features

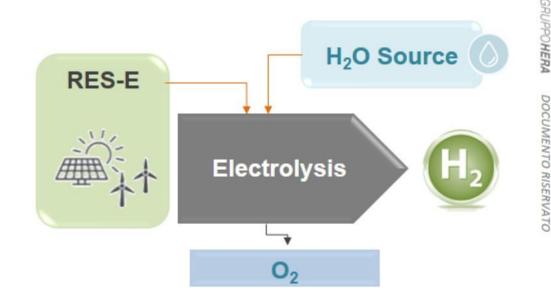


Taxonomy and definition

Green hydrogen is produced through an electrolytical process, fuelled by renewable energy only so to have no emissions

Example of technological process

- Power from RES-E is used to feed the electrolysis process
- Through the electrolytical process water molecule is splitted in H₂ and O₂ molecules



Technological maturity/scalability

Carbon footprint Towards 0 tCo2eq/tH2



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Green hydrogen: which role in the decarbonization process?



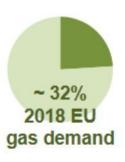
State of play and opportunities ahead

- Hydrogen can address several end uses (industrials, transports on the top of the list)
- Green hydrogen needs a massive scale up of RES-E, so to use and optimize excess power generation from intermittent sources
- Green hydrogen can be efficiently stored and it can allow thus a long-term storage for power excess
- It is the feedstock for the production of «syngas» in a Power-to-Gas system (see infra)

Expected development







Decarbonization role

Need for further development to scale up RES-E and tech

Transition phase

«Steady state» phase

Power to Gas: a definition and key features

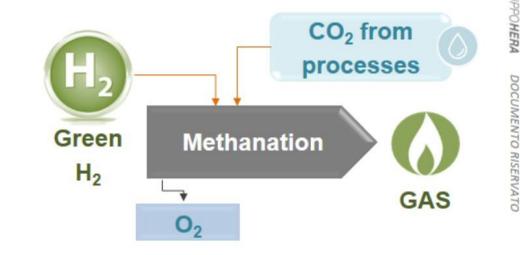


Taxonomy and definition

Power to Gas leads to the production of synthetic gas, starting from the green hydrogen as a feedstock

Example of technological process

- Green hydrogen and carbon dioxide undergo a hydrogenation process (methanation) the result of which is synthetic gas
- Syngas shows a methanation degree very high (96% - 99%) so it can be fed directly into the natural gas network



Technological maturity/scalability

Carbon footprint



Power to Gas: which role in the decarbonization process?



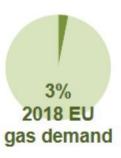
State of play and opportunities ahead

- As green hydrogen, P2G needs a massive scale up of RES-E, so to use and optimize excess power generation from intermittent sources
- P2G allows for «storage» of intermittent power produced in excess under the natural gas vector, using existing natural gas infrastructures
- P2G solutions also allows for developing circular opportunities among industries, one of which being the water depuration business

Expected development







Decarbonization role

Need for further development to scale up RES-E and tech

Transition phase

«Steady state» phase

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Biomethane: a definition and key features



Taxonomy and definition

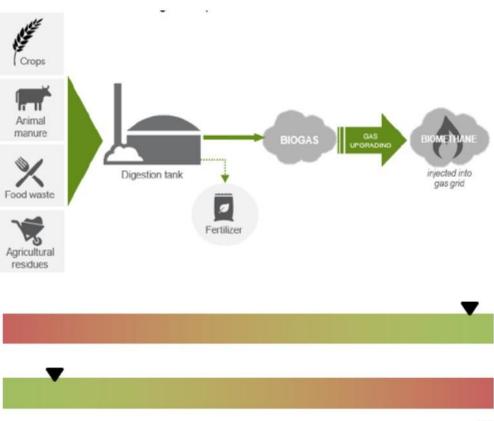
Biomethane can be produced from a number of feedstock, ranging from agricultural manures, sludge, prunings/wood biomasses or urban organic waste (food)

Example of technological process

- Feedstocks (crops, animal manure, organic waste, ...) are collected into a biodigestion tank and exposed to a «fermentation» process.
- Outputs from the biodigestion phase are biogas and fertilizers
- Biogas has a methanation degree around 55%, and it needs to be upgraded to biomethane able to be fed into the grid

Technological maturity/scalability

Carbon footprint



Biomethane: which role in the decarbonization process?



State of play and opportunities ahead

- Biomethane is chemically identical to natural gas, so it can be fed into natural gas existing networks and existing end-user appliances
- Biomethane production also support some circular business models, integrating waste and agricultural business with the energy sector
- According to the feedstock used, biomethane exhibits a different carbon footprint, with an emissions saving ranging from -70% (crops) to -100% (manure, agricultural specific crops)

Expected development

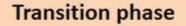






Decarbonization role

Ready for early stage



«Steady state» phase

Wrapping up on «clean gases»

	when a ch ou	oroun guoco				
	Grey H ₂	Blue H ₂	Green H ₂	Syngas	Biomethane	
Feedstock	Fossil fuel and water	Fossil fuel and water	Water	Green H ₂	Organic waste Agricultural waste	GR
Features	-	With CCS systems	With RES-E	With CO ₂ from processes	With CO ₂ from processes	UPPOHERA DOCU
Technol. maturity	High scale	Medium scale (on CCS)	Low scale	Low (Green H ₂) High (methanation)	High scale	DOCUMENTO RISERVATO
Carbon	High emissions	Low emissions	Low emissions	Low emissions	Low emissions	
Targeted STAGE	OUT OF SCOPE	TRANSITION READY	LATE TRANSITION	LATE TRANSITION	TRANSITION READY	

Decarbonisation is THE challenge: time matters!





There is no silver bullet to decarbonise, but many alternative solutions

New renewable gases will play a key role in decarbonization pathways





Different clean gases address different stages of the path



New gases deployment implies an evolution for the energy sector: in this section we are going to discuss some questions on future gas supply chain

How does today's gas supply chain work?







Which are the key factors for the change?





Do we need a new regulatory framework for a "Clean gases market" development?

Some topics are still under stakeholders debate because of technology infancy and regulatory lacks.

Therefore, for some issues there isn't yet a decisive answer

Today's Gas Value Chain(*)

Upstream

Production

Transport

Storage

Distribution

End user

Competitive market

Infrastructures − Regulated tariff

Competitive market

Flexibility of the gas system

- Today gas supply chain is «one way» from upstream to retail market
- Stability and flexibility of the system are guaranteed by natural gas infrastructure, in particular by underground storage (see the following slide)

TSOs Networks (Km)	270 K	35 K
TSOs Number	45	9 *
DSOs Networks (Km)	1.4 Mln	260 K
DSOs Number	2 K	~200

(*) Hereinafter the acronym **TSO** (Transport System Operator) identifies the legal subject who operates the natural gas transport network, while **DSO** refers to the Distribution System Operator

Energy system stability and security today are guaranteed by the flexibility of the gas infrastructures

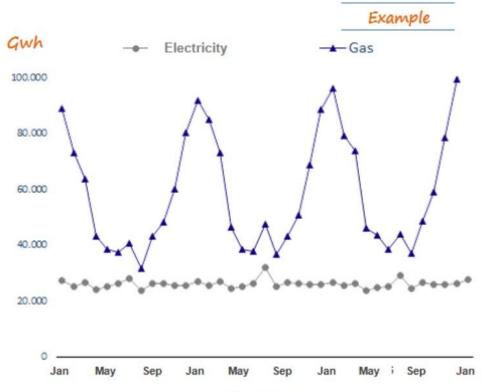
What is Flexibility?

Flexibility can be defined as the **capacity to adapt** the energy system in reaction **to an external situation**: peak demand or low supply of energy. The objective of flexibility is to guarantee the safety and the continuity of the service to the benefit of consumers

Why is Flexibility important?

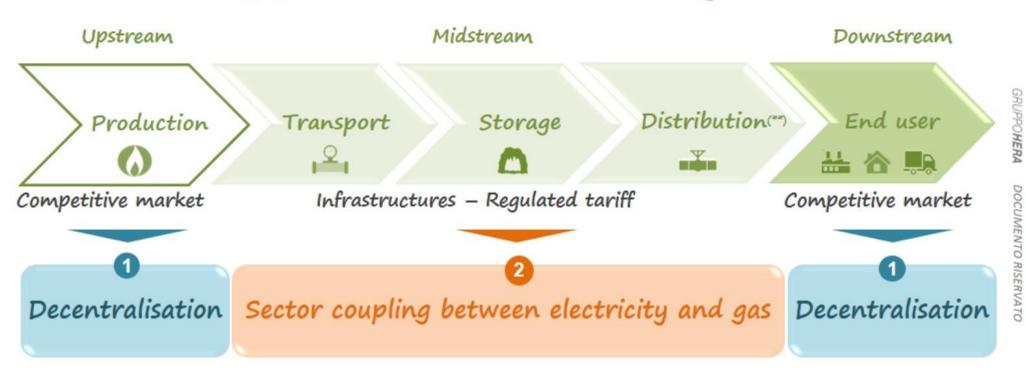
- Today electricity and gas demand curves present different trends and gas represents around 45% of EU heating demand
- Electricity demand EE is pretty stable (except a low peak on summer) during the whole year, while gas curve features seasonal peak on winter
- Electricity infrastructure today is not able to absorb winter peaks in order to satisfy heat demand (especially households), unless large investments on the grid extension are provided
- Gas grids, through storages, are naturally capable of managing energy demand fluctuation related to seasonality

Seasonal energy trends



Why gas supply chain is bound to change?

The (r)evolution is based on 2 key factors



Flexibility needs have to be reviewed

Decentralised production of clean gas has an impact, at least, on three aspects of infrastructures flexibility

New aspects to consider in a decentralised gas supply chain

New business models

Renewable gases injection into the grid will depend on the distance between the production plant and the grid itself and/or the electrolyser unit

- Gas reverse flow from DSOs to TSOs
- The gas "reverse flow" is crucial to maximise new gases injection into the grid
- DSOs networks are more capillary than TSOs ones, however they don't
 have the same transport capacity so they are not able to deliver high
 volumes of green gases. Thanks to reverse flow into TSOs networks,
 green gases can potentially be delivered everywhere in EU
- New storage needs
- New renewable sources require new storage technologies
- Electricity storages today are able to absorb only short term peaks, while syngas is storable in long term handling seasonal peaks

Reverse flow of decentralised gas injected into the grid



MEDIUM PRESSURE



CH₄ REDUCING AND METERING STATION



HIGH PRESSURE



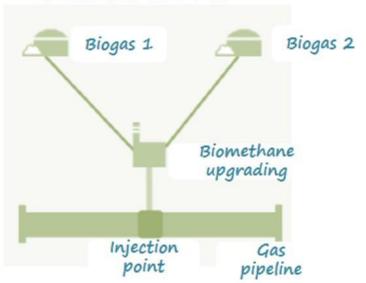


Most interesting new business models regard biomethane and green H₂

produced by RES-E

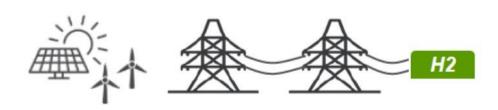


Decentralised biogas plants connected to a biomethane hub



- The first solution analyzed involves the connection of two (or more) raw biogas digesters to a biomethane upgrading plant that works as hub
- Raw biogas is delivered via PVC pipe and the biomethane plant is connected to gas grid
- Isolated raw gas producers bear lower investments costs by avoiding capex for a new biomethane upgrading plant

Green H2 by RES-E surplus



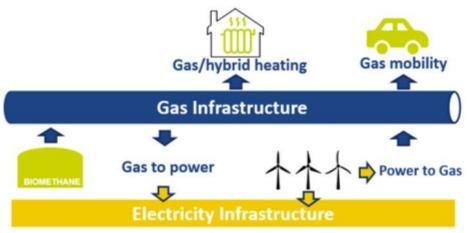
- Many business models are related to Green H₂
 produced by renewable electricity surplus. They
 depend on where electrolyser units are located
- RES-E are converted into H₂ far away from the production plant. They are transmitted through electricity grid

Sector coupling creates a link between electricity and gas networks in order to guarantee both the system flexibility and decarbonisation needs

What is sector coupling?

Sector coupling can be defined as co-production, combined use and conversion of different energy forms (i.e. electricity, gas, heat and fuels). A typical example is provided by power to gas (P2G)

- The crucial aspect of sector coupling consists in creating new links between energy carriers and the respective infrastructure (both at TSO and DSO level)
- Seasonal demand peaks are handled by employing the most proper energy vector according to the single need of each different end user device (i.e. gas intensive industrial processes)



Source: Image from ENTSO-G

- RES-E surplus stored
- Avoids switching costs for those gas intensive end users

- Technology infancy
- Regulatory and subsidize schemes lack

How to make gas grids ready for the decarbonisation? Many industrial associations are contributing to the debate

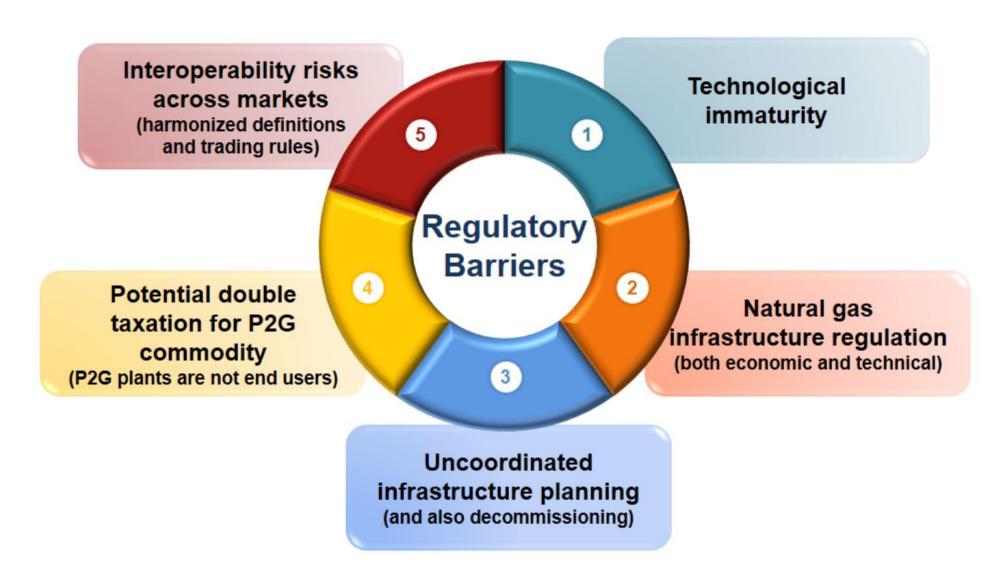
The TSOs perspective

Gas Market with new 2 gases Principles for CO₂ Principles for new transportation gases transportation **ENTSO-G** Recommendation **Guarantees of** Gas quality origin and handling certificates 5 Regulatory Principles for sandbox Sector Coupling

Key principles

- New technical layers imply also remuneration for TSOs new services
- Interoperability and security of supply must be preserved
- Syn CH₄ must be classified as renewable energy
- Avoiding potential distortions on taxes/levies on P2G in the context of sector coupling
- Encouraging pilot projects with regulatory flexibility for TSOs
- 6 Cost recovery for gas quality handling
- Introduce a regulatory approach to CO₂ infrastructure

Regulatory Barriers in linking Gas and Electricity Sector – State of play



Which is the end game? Clean gases and RES-E a holistic partnership for tomorrow energy system?

Key Takeaways

- Decentralised production of clean gases and sector coupling will change the gas supply chain
- P2X technologies permit variable

 RES-E long term storage (peaks handling)
- Sector coupling allows end users to choose the most proper green energy carrier for each different need

Open points

- There is a regulatory lack on: green gases definition, new asset ownership and related investments remuneration
- Will be sector coupling another step towards smart grid?

