

NET ZERO SOLUTIONS FOR THE INDUSTRY

SEMINAR, 1 DAY

At the political but also at the commercial level, there are intensified efforts for a climate-neutral economy that affects entire value chains. The decarbonisation of the energy supply is an essential pillar in this. Interesting business areas include the supply of green electricity via Power Purchase Agreements (PPAs), the production of green hydrogen or the use of battery storage as a flexibility option. Now energy suppliers and industrial companies are challenged to jointly develop attractive products and place them on the market. This seminar provides the necessary knowledge to analyse and promote the new business ideas.

Your contents

Session 1: Electricity markets on the way to Net Zero

- Goal, context and important basic terms (Net Zero, science-based targets, climate neutral, etc.)
- Structure of the different electricity markets, schedule management and balancing
- Price formation and price influences on the electricity markets

Session 2: PV prosumer models in the commercial sector

- Overview of different use cases of decentralised PV systems
- Regulatory framework conditions: electricity tax, EEG levy, grid charges, surplus electricity
- Marketing of surplus electricity according to the EEG 2021

Session 3: Green power procurement via corporate PPAs

- Types of PPAs
- Market overview: corporate PPAs in Germany and Europe
- Guarantees of Origin, regional guarantees and supply in a regional context
- Group exercise: example calculation on-site solutions vs. grid power PPAs

Session 4: Hydrogen – contribution to Net Zero?

- Definitions of different types of hydrogen: green, blue and grey
- Infrastructure along the value chain: production, transport, storage and use
- Meta-analysis on different H2 demand scenarios (national, sector-specific)
- EU and German regulation: when is electrolysis hydrogen green?

Session 5: Electricity procurement costs and revenue options for electrolyzers

- Hydrogen production costs as a function of full load hours
- Use and suitability of electrolyzers in the balancing energy market
- Case study: onsite hydrogen production for a refinery

Session 6: Optimisation with battery storage

- Brief overview of storage technologies: parameters, characteristics and applications
- Legal framework: grid utilisation fees, EEG levy and other levies
- Peak load capping, atypical grid use, 7000h rule, self-consumption, intraday trading
- How can I usefully optimise PV generation, flexible loads and storage together?



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TARGET GROUP

- Specialists and managers from the energy industry with responsibility in the area of product or business field development
- Employees in strategic management or purchasing in the industry and
- Specialists from interest groups

YOUR BENEFITS

After this seminar you will be able to:

- transfer requirements for climate neutrality into products and business areas,
- develop solutions for green power supply,
- assess the potential for the use of hydrogen, and
- evaluate possibilities for battery storage.

Deepen the contents of this seminar e. g. with the seminars **PPAs explained – for sales staff of energy suppliers**, **The European CO₂ market - insights and outlooks** or **Hydrogen in the electricity industry**.