

### **The transition to alternative fuels is irrevocable**

Very interesting presentations and discussions took place during this year's **2<sup>nd</sup> Ecomobility Conference** co-organized by HAE E and the portal insider.gr on the **22<sup>nd</sup> of January** in Athens. The conclusion was that there is a great interest for alternative fuels in Greece and developments in this field are constant.

According to representatives from the public and private sector, alternative fuels are now in the stage of development that RES were a decade ago. The Market's interest nowadays is focused on further regulatory measures, such as the public charging framework being prepared by the Greek energy authority (**RAE**), as well as the expansion of the natural gas supply network, in order to provide more consumers with the opportunity to use alternative technologies.

Simultaneously, developments abroad are moving fast, **electric mobility's** share in the American and North European markets is expanding while international organizations and specialized bodies discuss how to achieve the goals of the Paris climate treaty.

Following all these developments HAE E regularly will inform its members. To this end on **May 6-8 in Athens** the **4<sup>th</sup> Annual Symposium** will be held, regarding national and international energy market developments.

### **Deadline postponed for PPC's lignite plants tender**

PPC moved the deadline to February 6 for offers concerning its ongoing tender about the sale of its lignite plants.

The company is estimated to have taken this decision under the pressure from potential investors who seek to secure better terms in order to submit an offer. The viability of the lignite plants is at the center of attention and in this regard, energy minister, **George Stathakis**, is expected to meet with representatives of the country's lenders to discuss all relative issues.

It should be highlighted that in case the tender fails to succeed, then a series of different possibilities opens up, with Brussels wanting to discuss sensitive issues for the Greek market, something that the ministry and PPC are against.

### **Applications for 3 GW of renewables submitted to the Greek energy authority**

During December's licensing round, applications for 2940 MW of renewable projects were submitted to the Greek energy authority (RAE).

It is a record number of applications, which signifies the renewed interest of domestic and foreign investors to develop projects in Greece through the tendering system.



In total, 262 applications were submitted, of which 139 were for PV plants, 106 for wind farms, 2 for biomass plants, 6 for small hydro and 2 for hybrid plants.

Now, RAE is called upon to process the large number of applications in time so that the projects can take part in the upcoming tender processes. The first one, scheduled for April, is a technology-neutral tender with wind and solar projects competing together.

### **RAE suggests uniting all categories of photovoltaics into one category of renewables tenders**

RAE, the Greek regulatory authority, published its opinion in favor of uniting the categories of PV plants as part of the renewables tenders, more specifically those of 500kW-1MW and 1-20MW.

Therefore, the tenders are expected to comprise of the following categories from here onwards:

- a) Wind farms of 3-50MW
- b) Wind farms above 50MW
- c) PV plants
- d) Groups of at least two wind farms with a common connection point with over 50 MW
- e) Groups of at least two PV plants with a common connection point with over 20 MW
- f) Groups of at least one wind farm and one PV plant with a common connection point with over 50 MW

RAE noted in its opinion that the unification of PV categories is suggested in order to enhance competition and reduce prices in favor of consumers.

### **No result during the first phase of Bulgaria's market test for the expansion of Turkish Stream**

The first level of Bulgaria's market test regarding the expansion of the Turkish Stream pipeline in its territory was unsuccessful, according to Bulgarian media.

The offered quantities for transferring gas through a pipeline connecting Bulgaria to Serbia were deemed insufficient, according to data from Bulgartransgaz.

According to Mediapool, only four companies participated in the market test: **Russian Gazprom** and two of its subsidiaries, as well as **Bulgartransgaz**.

A second phase of the market test is expected to follow with reduced tariffs and a greater length of contracts, from 15 to 20 years.

### **The 2nd Ecomobility Conference attracted great interest and participation**

The **2nd Ecomobility Conference** took place on **January 22nd in Athens** and presented the next steps, the challenges, and incentives for the further penetration of alternative fuels in the Greek market. Many representatives of companies, organizations and public entities participated with interesting presentations that touched all aspects of transportation and the energy transition.

Welcoming the participants on behalf of the organizers, **Dr. Kostas Andriosopoulos**, chairman of HAEE, spoke about the necessity for advanced alternative fuels in Greece in order to achieve the energy and climate goals of 2030 and not lag behind other European countries.

According to Dr. Andriosopoulos, the aim of the conference was to present all developments, the framework, infrastructure and investments. In support of this goal, HAEE publishes a **policy brief**, in order to provide a complete picture of the sector. The policy brief will incorporate the conference's conclusions as well as a comparison among different European countries regarding their electric mobility support.

**Dimitris Pefanis**, director of **insider.gr**, stated that in the near future we need to see more green mobility in our country using all available technologies. "Alternative mobility needs to acquire the share it deserves", he underscored.

### ***Stathakis: We need to accelerate the framework for electric mobility and alternative fuels***

Energy minister, **George Stathakis**, spoke about the energy transition of transportation in Greece. He said that we need strong ideas and many proposals in order to move forward. The national energy plan will soon be presented to parliament for a first round discussion before European Commission's procedures begin.

According to the minister, the plan calls for 32% of energy consumed in Greece by 2030 to be from renewable sources and more specifically an increase share of renewable sources in the production of electricity from 29% today to 57%. Furthermore the energy efficiency of buildings needs to improve by 1.5% annually. Transportation is at the center of this effort and electrification of this sector is a vital part of this effort. In order to achieve the target for transportation, one in every 10 vehicles must be electric by 2030. The target is to have 14% renewable energy in transportation by 2030.

"We need to have a legal framework that will regulate many issues concerning infrastructure and the markets in order to attract investment", he noted. "Incentives are a vital part and they are being carefully studied. We are discussing with experienced companies who can contribute to the islands' energy transition, with **Tesla** being one of them", he added.

Mr. Stathakis also stated that transportation includes maritime transport. "We support electrification of ships for short distances with proper infrastructure in specific harbors", he concluded.

### ***Skrekas: The issue is the implementation of plans and theories***

New Democracy's energy chief, **Kostas Skrekas**, spoke about the necessity to use environmentally friendly fuels, starting with mass transit. Climate change has already arrived and is knocking at our door. The problem in Greece is the implementation of theories and planning, he noted.

Today, the World uses fossil fuels for 90% of transportation. Important steps must be made, he underlined.

### ***Arvanitidis: There is no vision in the national energy plan***

KINAL's energy chief, **George Arvanitidis**, said that the energy plan sets a very ambitious target for 10% of vehicles to be electric by 2030.

However, it does not specify policies and measures about the necessary infrastructure to achieve it. What we have now is NTUA's study on behalf of RAE containing proposals for the electric car market in Greece. There is also mention of supplying ships with power in harbors, with no mention of the necessary infrastructure. The plan also speaks of reducing CO2 emissions through alternative mobility networks, such as walking and cycling, but they make a small contribution to averting climate change. Therefore, he concluded that the plan has no vision or strategy.

### ***Myrivili: Measures to boost green urban mobility***

Athens deputy mayor for climate change, **Helen Myrivili**, spoke about the city's strategy to improve green mobility. She mentioned that the mayor moves forward with the plan to establish a network of bicycles in four different areas, while he continues with his study for the reform Ermou street and to improve restricted parking across the city.

### ***Veroiopoulos: Incentives to buy an electric car***

The ministry's general secretary, **Michael Veroiopoulos**, said that electric mobility is a priority for urban centers and certain islands in order to reduce pollution. He added that the ministry supports a 1,000 euro subsidy for the purchase of an electric car in order to help households. Furthermore, he stated that necessary public infrastructure will be developed shortly, and the private sector will follow the government's lead with its own investments.

### ***Karakatsani (RAE): There is a need for a cohesive policy***

**Nektaria Karakatsani**, a member of the board of directors of the energy authority, spoke about its important role to supervise tenders for the installation of charging infrastructure using the competitive market. She presented the four different available models for charging points in public areas and she underlined the reasons why the competitive market has been chosen.

### ***Zachariades (Elpedison): Business models for electric mobility***

In 2030 the estimated number of electric vehicles in Greece are expected to reach 15,000 and each charging point will be visited 700 times per year, said **Nikos Zachariades**, CEO of Elpedison. "The economic incentive comes from the customer's visit and not by his power consumption", he added. According to him, the best possible rollout will come from a model of tendering and concession, which will allow power suppliers to install their own smart meters.

### ***Tastanis (OASA): Latest tech busses will soon circulate in Athens***

Vehicles with new fuel technologies will soon be used in Athens, according to OASA chairman, **Anastasios Tastanis**. As he mentioned, OASA has an important role in the discussion about green mass transit. Towards this, OASA promotes the replacement of old busses with new ones. It has ordered 92 new busses, of which 12 will be electric. At the same time, OASA seeks to secure a funding of 120 million Euros for trolleys and busses.

### ***Sdoukou: We should follow successful examples from abroad***

New Democracy's advisor, **Alexandra Sdoukou**, presented a series of best practices for ecomobility from abroad. She said that "we do not need to reinvent the wheel" and she added that there are significant developmental and environmental benefits from electric mobility in terms of employment and investment.

### ***Micharikopoulos: Funding opportunities remain untapped***

**Dimitris Micharikopoulos**, manager of Fortis, spoke about charging infrastructure and funding opportunities. He noted that there are up to 1.6 billion euros of funds available from the EU which remain untapped when it comes to electric mobility. Furthermore, he said Greece lags in advancing the charging network and he spoke in favor of the competitive market for this market.

### ***Konistis (Volkswagen): We need coordination and a change of culture***

"Ecomobility is a very timely issue", said **Thanasis Konistis**, sales and marketing manager of Volkswagen. According to him, the car industry is working fast towards electric mobility and by 2040, 35% of total sales will be electric. Greece lags behind, since sales were just 100 vehicles last year and the country needs to provide more incentives, he added.

Speaking about CNG, he said that there has been process in recent years and VW currently offers six different models using natural gas.

### ***Kopanakis (PPC): PPC's strategy for electric mobility***

**Yannis Kopanakis**, development manager of PPC, analyzed the company's strategy for electric mobility, which relies on renewable energy. "We propose a complete service: A long term contract that includes the cost of power and the service cost for the charging infrastructure", he said.

Moreover, he noted that Greece has to adjust faster to the European framework without any barriers. PPC's charging network will be available in public spaces, he concluded.

### ***Economides (DEPA): New investment in infrastructure and improvement of the legal framework***

There is a necessity to improve the framework for natural gas, said **Stephanos Economides**, operational manager of DEPA. He mentioned the various environmental and economic advantages of CNG and he said that "the government needs to advance alternative fuels in an organized way through a roadmap". The company currently is building 12 new supply depots around the country that will further expand its network.

### ***Spyraki: Biofuels are still important***

New Democracy's MEP, **Maria Spyraki**, said that "electric mobility is the most promising technology, but the role of biofuels remains important". According to her, there will be a period of transition and Greece needs to advance the use of second generation biofuels. "There is no environmental benefit from using electric vehicles in Athens and Thessaloniki if air pollution is worsened in Western Macedonia", she concluded.

### ***Tsopelogiannis: The state must decide whose side it is on***

Tsopelogiannis Group's CEO, **Dimitris Tsopelogiannis**, spoke about the rise of CNG and LPG and noted that there are equal benefits from all. "We believe that alternative fuels are not even halfway there yet. Europe and the US show the way for alternative mobility and Greece must follow. Subsidies are a standard practice in advanced countries", he added. According to him, the government must take action in favor of companies that convert conventional vehicles to LPG/CNG instead of supporting foreign car companies.

### **Leading energy executives in this year's 4<sup>th</sup> HAAE Energy Symposium**

The **HAAE - Hellenic Association for Energy Economics (Greek affiliate of the IAEE - The International Association for Energy Economics)** - is organizing its 4th Annual Symposium that will take place at Divani Caravel Hotel, in Athens, Greece, between 6 and 8 May 2019, and will focus on challenging energy, economic and environmental issues.

Among many speakers from different Greek and International businesses bodies and organizations are **Mamadou - Abou Sarr, Senior VP, Global Head of Environmental Social and Governance (ESG) of Northern Trust Asset Management, Marcelino Oreja Arburua, CEO of Enagas, Christophe Bonnery, IAEE President Elect 2018 and Senior Vice President, Economics & Prospective of Enedis, Pascal De-Buck, Chairman & CEO of Fluxys.**



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Numerous participants from the european and international institutions have already confirmed their participation, such as from **EBRD, EIB, European Commission, DGEnergy, DGEEnvironment, IFC.**

Moreover, we have to highlight the strategic partnerships of the **Atlantic Council & Global Gas Centre – World Energy Council** as well as the participation of a lot of high level executives from the greek energy sector, such as **Stephanos Oktapodas**, CEO, Hellenic Electricity Distribution Network Operator, **Tasos Garis**, Vice Chairman of HAEE, ESCP European Business School, **Nick Frydas**, Senior Energy Specialist, IFC - International Finance Corporation, and **Athanasios Savvakis**, President of the Federation of Industries of Northern Greece, SBBE.