



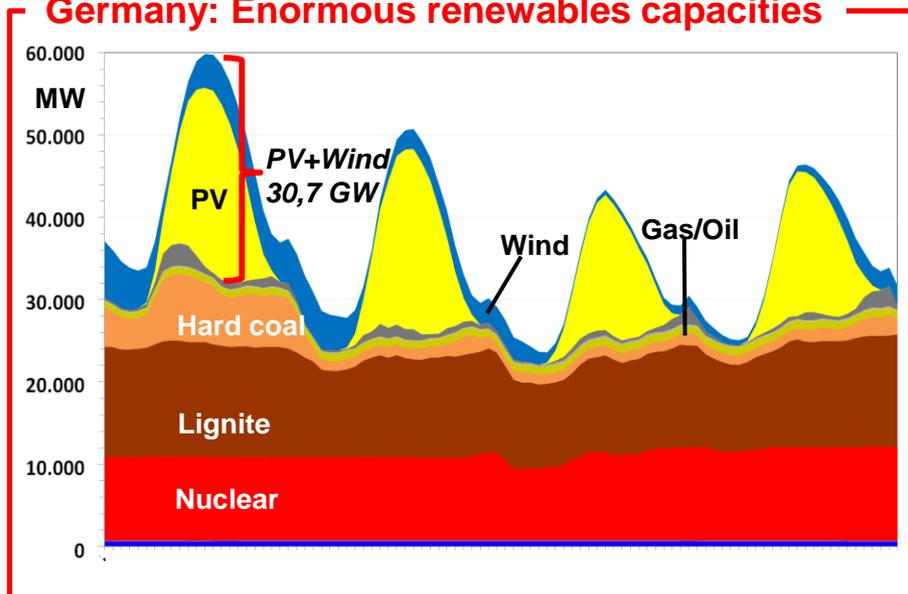
Potential of Hydrogen From a Utility Perspective

IPHE - WORKSHOP Grenoble, Dec 3rd 2015

Luc Poyer, CEO, E.ON France

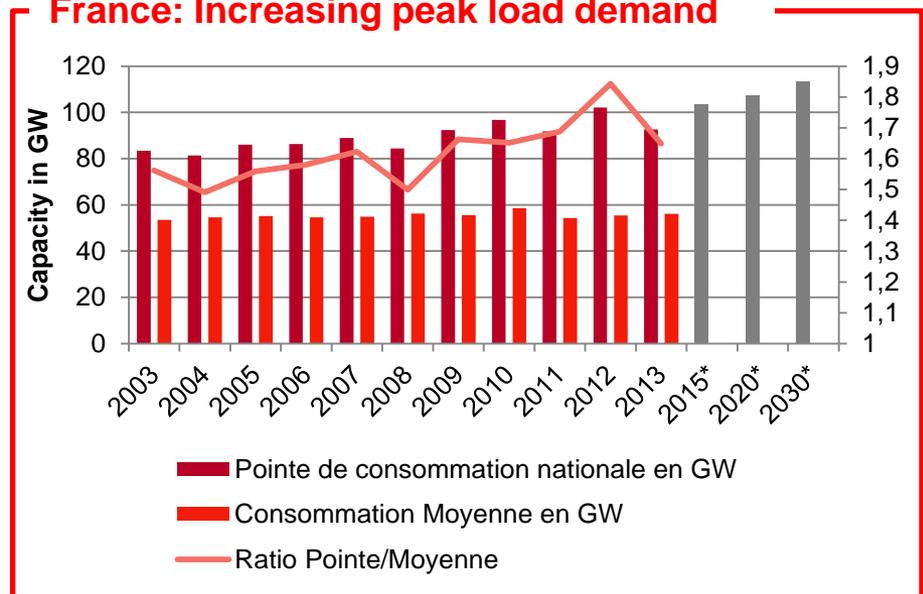
Challenges in The German and The French Power Systems

Germany: Enormous renewables capacities



Source: EEX, Fraunhofer, Mars 2013

France: Increasing peak load demand



Source: RTE

In both power systems: significant and growing need for flexibility

Flexibility From ...

...Generation



Wind/Solar-to-Power

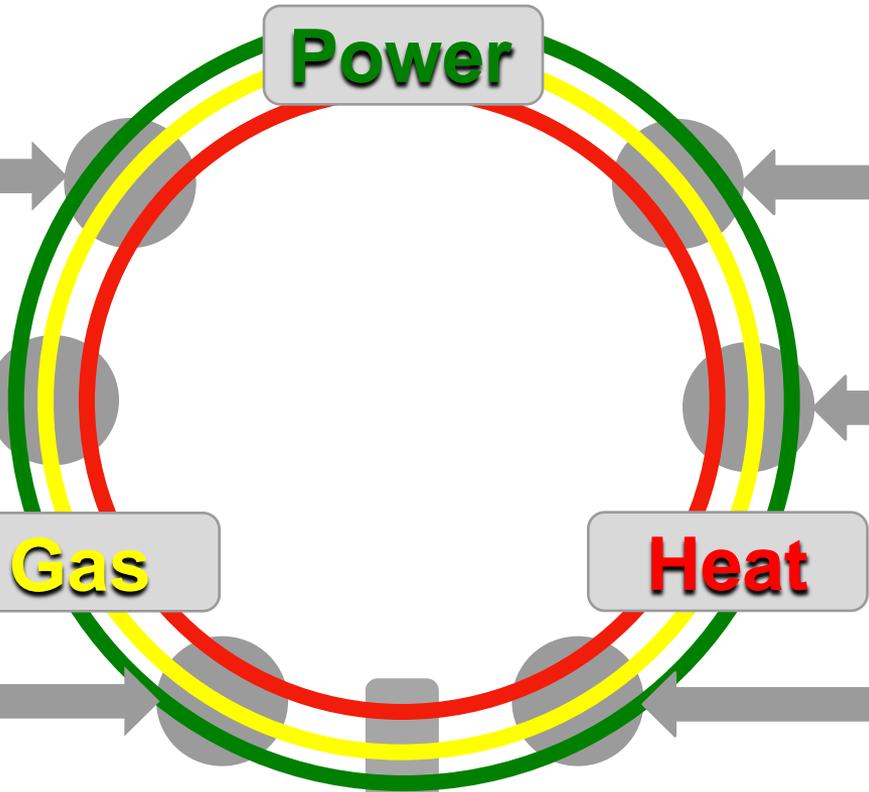


Gas-to-Power/Heat



Coal-to-Power/Heat

...Grids



...Storage



Power-to-Power



Power-to-Gas



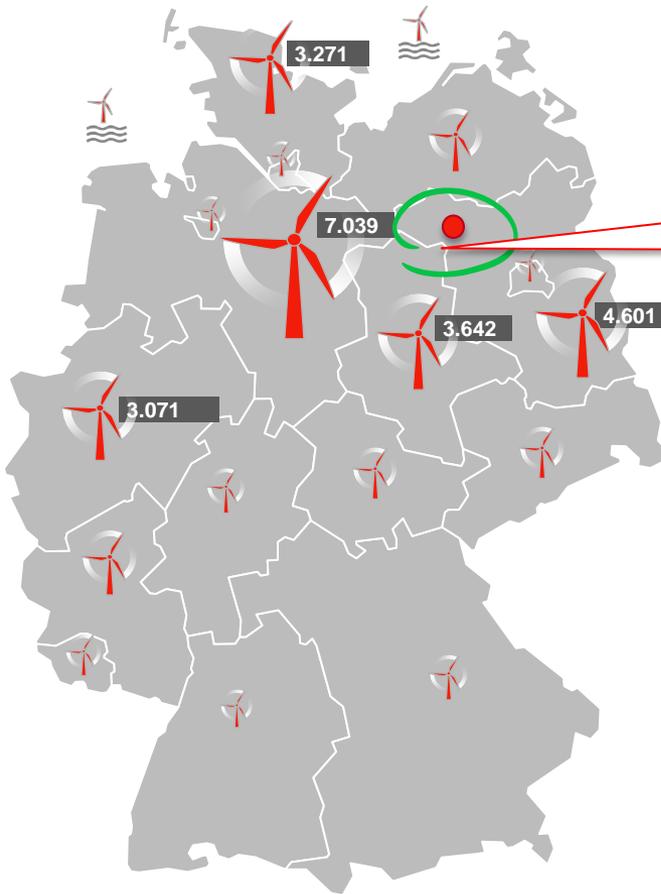
Power-to-Heat

...Demand

Industry SME Residential Mobility

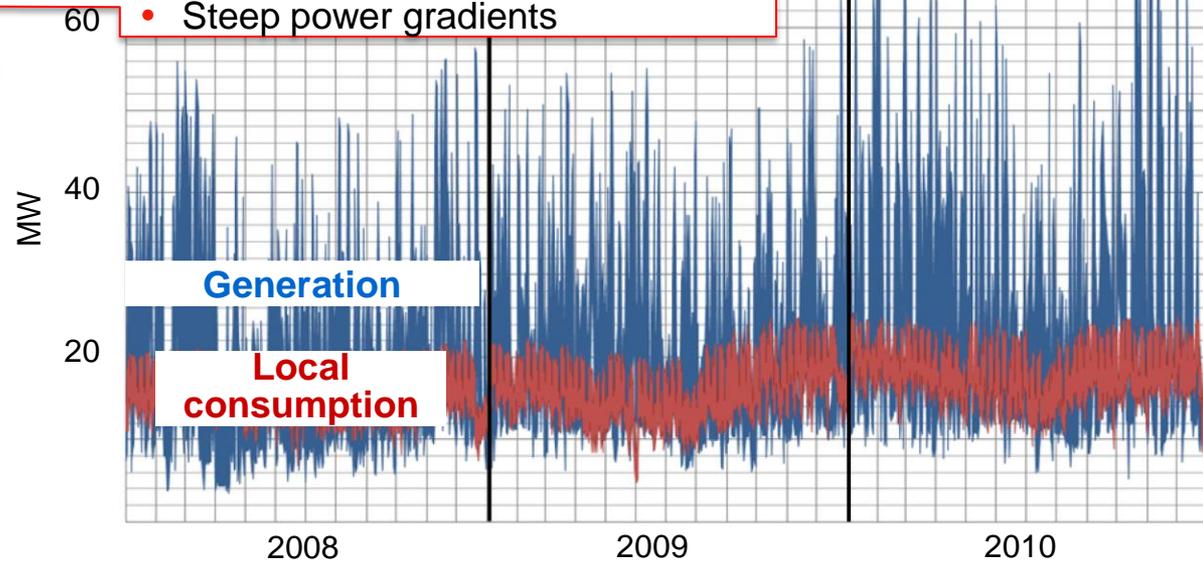


E.ON's Falkenhagen Power-to-Gas Pilot Project : Solving The Problem of Regional Oversupply by Onshore Wind Capacities Thanks to H2 as a Goal



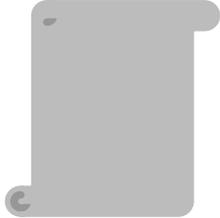
Falkenhagen in Brandenburg region

- Increasing excess power
- Huge peak power
- Steep power gradients



Solution: Storage of wind power instead of curtailment

In Short: 3 Key Success Factors for Hydrogen Potential (Success)Full Exploitation



- **Enhancing regulations**



- **Greater mobilization of large players from various industries**



- **Creation of attractive ecosystems similar to the Internet's one**

Our Strategy For The Future

