EXPERT SESSION

New energy systems – new value vhains

By Niels Duedahl, CEO, Norlys a.m.b.a



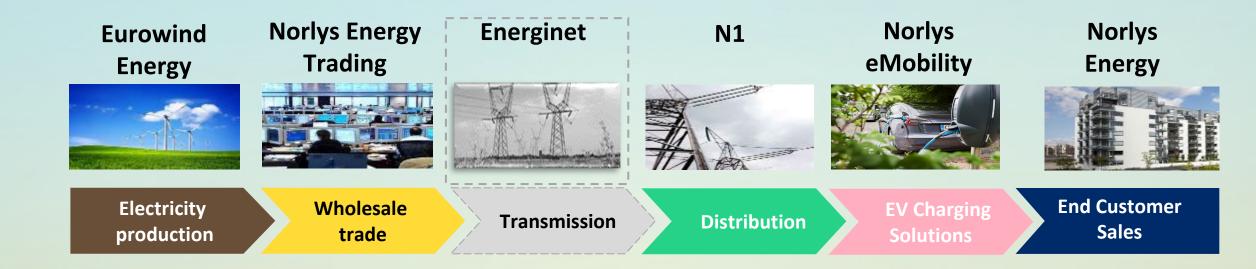


GreenLab Summit New energy systems – new value chains

Niels Duedahl CEO, Norlys

8 November 2023

Norlys is strongly positioned in the green value chain



Green Lab



The Green Evolution

Production capacity

Phase 1

- Primary focus on creating more production capacity.
- Build out of solar, wind etc.
- The electricity grid as a necessary highway.

Roadblock: Lost efficiency. Sole focus on capacity may create bottlenecks in the electricity grid.

Phase 2

Sector integration

- Primary focus on sector integration & coupling.
- Build out of hybrid parks and Symbiosis Net.
- The electricity grid as a system integrator.

Additional lever: Job creation and regional development in the green transition.

Phase 3

Re-industrialization

- Primary focus on competitive advantage for large energyconsumers.
- Continued build out of hybrid parks, now with co-location with manufacturing industry.
- Flexibility market entering a new level.

Value creation: Additional value to consumers and businesses.

Visions - what to expect in 3rd phase



Flexibility market with energy cost at – or near - zero We can offer cost-free green energy to <u>large energy-consuming</u> <u>manufacturing companies</u> moving closer to the production site.



All land-based transportation is electrified *The electric fleet becomes a significant asset in the flexibility market.*



Energy systems as catalyst for job creation *The energy system must create jobs and growth. GreenLab an example to be up-scaled.*



Each data point more valuable than the kWh that comes out of it *Those who can utilize data will gain an important position in the value chain. Digitalization as a gamechanger.*

Re-industrialization

Thank you

Niels Duedahl CEO, Norlys a.m.b.a. niels@norlys.dk +45 2922 8508