



*A. Manos speech on Energypress: Renewable & Storage forum*

*12 November 2020*

Good morning, Ladies and Gentlemen,

I would like to address my sincere thanks to energypress and Mr Panagoulis for the invitation and the opportunity to participate in this particularly interesting conference.

This year's event is of even greater importance because despite these extremely difficult circumstances we are all experiencing, we still have the opportunity to discuss, even if this is online, and exchange ideas about the industry and together, make plans for the next day.

Ladies and gentlemen,

The transition to an energy market that will meet high environmental standards together with top-quality services at a low cost is the challenge currently shared by all companies in the industry.

For some considerable time, networks have been at the center of energy planning at a national and European level since they are the main pillar for the utilization of Renewable Energy Sources and the tackling of climate change. This means that the challenges for the Distribution System Operators are now bigger than ever before.

I will very briefly try to explain to you how HEDNO is getting prepared to be able to respond to all these challenges and what the initiatives are as part of its green energy planning.

First of all, I would like to point out that HEDNO's Administration, having completed the first year of its term, has already commenced and implemented its new business plan.

From the first day of the assumption of my duties, my main goal was to turn HEDNO into a modern Electricity Distribution Network Operator.

An Operator that will be able to facilitate and accelerate the transformation of the Greek energy market into a market based on active consumers and new, eco-friendly technologies along with successfully implementing all objectives of the National Energy and Climate Plan.



With a new organizational structure and a new administrative team, HEDNO is modernizing and digitizing its internal organization and operation, the network and the services provided.

Modernizing its internal operation has already brought impressive results, with the best example being the speed of response to RES connections.

Just in the first semester of 2020, HEDNO responded to (X3) three times more applications for RES connections to the Network compared to the whole 2019, not only in terms of quantity but also wattage.

But at the heart of this green planning is the network: we are implementing a great number of technological upgrade projects and we are developing all necessary infrastructure.

We are carrying out all necessary preparational work for the roll out of smart meters, we are implementing projects such as the GIS, the SCADA systems and a plethora of new innovative applications and complete solutions that are digitizing the operation of the entire Network by gradually turning it into a smart network, capable of managing the increased penetration of Renewable Energy Sources in an eco-friendly manner as well as all the challenges arising from distributed generation.

As part of its institutional role, HEDNO, as the Non-Interconnected Islands Operator, is participating in the plan for the transformation of the Electricity System at Astypalaia, into a "green" island.

More specifically, further to a relevant proposal, Astypalaia was recommended as one of the three Non-Interconnected Island Electricity Systems for the development of special Pilot RES Projects with high RES penetration over 60% and has already proceeded with conducting a relevant survey.

At the same time, as most of you already know, we have recently had another announcement regarding Astypalaia, this time in the field of electro-mobility, with relevant investments by Volkswagen. The final objective of the entire project is to combine electro-mobility with Renewable Sources and energy storage systems that will ensure large energy autonomy for the island.

The completion of all of these projects is crucial for the future of the Greek energy market, essential for meeting all of our national energy targets and the only road to ensure that we are providing



new innovative services towards the final consumer and the upgrading of their energy behavior.

To sum up, the digitalization of HEDNO is opening the road to higher RES penetration, the development of smart islands, the development of electro-mobility and the transformation of the Greek electricity distribution network into an active, flexible and two-way system.

Let me once again extend my “thank you” to energypress for the invitation and let me hope that next time, circumstances will allow us to come together and meet in person.