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	Narration Script for Expo Hall Speaker Presentation-Solar Track North America Smart Energy Week Michael STAVY, Speaker Wednesday, October 21, 2020 2:40-3:00pm EDT In Slide Order
Slide #	*Are P2G Plants Ready for Prime Time on the North American Electric and Natural Gas Grids? A Guide for Bankers and Their Engineers*
1	Hello, my name is Michael Stavy. I am going answer on this question. **Is power to gas (P2G) ready for prime time on the NA electric and NG grids?** This gas is either green H_2 or green CH_4 By "ready for prime time", I mean are P2G Plants ready for commercial development today, not in 5, 10 or 15 years from now. Since 1990, I have been an advisor on the finances of renewable energy projects. I earned my MBA in 1969 at Kellogg, Northwestern's Graduate School of Management I was a registered Illinois CPA, but my certificate is now inactive. My email address is listed right on this slide. At the end of each slide, there may be a phase in my oral comments before the next slide starts. This will give you some time to study the current slide.

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2	Slide # 2 This presentation is for Bankers and their Engineers but everybody can listen. In a P2G Plant, a hydrogen (H_2) electrolyzer (HE) first converts solar (PV) electricity from the electric grid into green H_2. Then a Sabatier Reactor converts the green H_2 into green CH_4 which is then injected into the North American NG grid. The green H_2 has to be converted into green CH_4 because the NG grid cannot accept significant quantities (that is >20%) of even green H_2. This is because H_2 in a NG pipe makes the pipe brittle. Fossil NG is over 90% CH_4, but it is not green NG. $NG \equiv CH_4$

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3	Slide # 3, This slide shows a P2G Plant Schematic As you can see, MWh of PV electricity enter the E. The PV electric MWh electric energy unit is mathematically converted into the mmBtu electric energy unit. The HE produces mmBtu of green H_2 which leave the electrolyzer and enter the Sabatier R. The R produces mmBtu of green CH_4 which are then injected into the NG grid. The GREEN Goal of P2G Plants is to replace fossil NG with green CH_4. Green CH_4 is the equivalent of Green NG

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4	Slide # 4, On this slide, I will go over some P2G Plant Basics The technology is called power (that is MW of electric power) to gas (either H_2 or CH_4 gas) but it is actually PV electric energy (that is MWh of electric energy) that are first converted into H_2 gas and then in to CH_4 gas PV electric power is measured in MW HE capacity is measured in MW of power input PV electricity is energy and is measured in MWh PV electricity is kinetic energy while the H_2 and CH_4 gases are potential energy

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5	Slide #5 This presentation is based on my paper, *Is P2G Ready for Prime Time on the NA Grid? A Guide for Bankers and their Engineers.* A key feature of my paper is a P2G Plant LCOG Financial Algorithm. I developed my LCOG algorithm to first compute the cost of the green H_2 gas and then the cost of green CH_4 gas produced in a model P2G Plant The MWh energy unit is mathematically converted into the mmBtu energy unit so that the LC of the green H_2 produced in the E is priced in $/mmBtu My LCOG algorithm compares the LC of the green H_2 to the Henry Hub NG market price which is priced in $/mmBtu

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6	You can download my paper and its functioning Excel LCOG Financial Algorithm Workbook at my website. My website is listed on this slide. My paper and its Excel Workbook have financial values in both US$ for North American readers and in € for readers in the € zone. Once you download my Excel Workbook, you can enter your P2GP specification (spec) values and view the results. I discuss P2G plant specs and their compilation in my paper. The LC of the green H_2 produced in the HE is priced in $/mmBtu$_{H2}$ This is because the Henry Hub NG price is priced in $/mmBtu$_{NG}$ Not using the relevant H_2 energy unit is still common in articles on the H_2 economy. For example, in the Sept 29, 2020 WSJ article, *Hurdles Await Nikola on Technology and Cost*, the cost of producing H_2 is priced in $/kg. $/kg is H_2 priced as an industrial gas; not priced as a motor vehicle fuel.

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6	Since this WSJ article discussed the cost of H_2 when it is used as a motor vehicle fuel, the H_2 price should have be in $ per gasoline gallon equivalent (gge)
7	Slide # 7 P2G Plant LCOG Financial Algorithm Basics The algorithm is presented on an Excel Workbook with the E phase and the R phase each having separate worksheets The algorithm uses “project accounting” to compute a separate “LCOG” for each P2G plant phase: the LC of H_2 for the E phase; the LC of CH_4 for the Sabatier R phase Both the E and the R specs and dependent variables are defined using a standard set of SI (Système International) and US “English” power and energy units

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8	Slide # 8 Here are my paper's Energy Conversion Factors 1 MWh_{ELECT} = 1 MWh_{H2} = 3.4120 $mmBtu_{ELECT}$ = 3.4120 $mmBtu_{H2}$ This does not mean that either the E or the Sabatier R are 100% efficient H_2 as an industrial gas is measured in Kg or in Nm^3 Green H_2 and green CH_4 as green substitutes for fossil NG should be priced in the same energy units as fossil NG These fossil NG energy units are $/mmBtu in the US and in €/kWh in most countries in the € zone. Yes, in most European countries, residential NG is priced in €/kWh while industrial NG is priced in €/MWh

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9	Slide # 9, The HE Basics The E equation is that two molecules of: $2H_2O$ +PV electricity = $2H_2$ + O_2 In the E production of H_2, MWh of PV energy from the grid, force water to separate into H_2 and O_2. The H_2 comes out of the E and go into the R E are in serial production but no E technology is “financially mature” To compute the LC of H_2 gas, my algorithm’s E phase WS requires 10 HE specs. [the algorithm’s independent variables] My paper discusses, in detail, each spec and its value The E Worksheet computes 20 dependent variables including the LC of H_2 and the difference between the LC of H_2 and the Henry Hub NG price. My paper discusses, in detail, each dependent value and its mathematical calculation

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10	My paper does **not** present a database of P2G Plant Specs I present 1. a recognized standard LC methodology 2. a model P2G Plant 3. 10 realistically compiled "base case" specs 4. an accurate "back of the envelope" P2G Plant LCOG financial algorithm My paper discusses, in detail, each spec and its value. My paper discusses, in detail, each dependent value and its mathematical calculation My paper explains how to compile a set of P2G Plant specs

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11	Slide #11 The Sabatier Reactor Basics • In the Reactor's production of green CH_4, mmBtu of green H_2 go into the reactor and mmBtu of green CH_4 come out of the reactor • Unlike HE, wind turbines, and PV panels, Sabatier R are not yet in serial production. The R is also not yet "financially mature" • The R equation is one molecule of $CO_2 + 4H_2 + PV\ electricity = CH_4 + 2H_2O$ • For the R CH_4 to be green, the CO_2 must also come from a green source. • Atmospheric CO_2 would be one such green source

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12	Slide # 12 The **Excel** Hydrogen Electrolyzer Worksheet • The next two slides show the actual Excel Electrolyzer Worksheet with the 10 E specs in **BOLD**. • The 10 specs are numbered; the 20 dependent variables are numbered using letters. • The LC algorithm is based on a financial annuity with one constant (or level) payment. • This is why it is called the LC method • My paper discusses the LC method in more detail. • I will start to discuss the E specs on this slide. I will continue my discussion of the E worksheet on my two E worksheet slides. • Spec 1 is E efficiency. I set it at 70%.

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12	• On your copy of my Excel E Worksheet, you can enter your own 10 spec values including efficiency • Spec 2 is the hours per day that the Electrolyzer operates. I set it at 20 hours • Spec 3 is the Electrolyzer power input. I set it at 300 MW
13	Slide # 13, The First Excel Electrolyzer Worksheet Slide • Spec 4 is the Electrolyzer CapEx. I set it at $573,000/MW which is about €500/kW • Line E, Total E CapEx is US$171,900,000. This is computed by multiplying Spec 3 times Spec 4 • Spec 5 is the Cost of the PV Electricity to be converted into green H_2. I set it at $40/MWh (4¢/kWh) • On Line F, a dependent variable, the $40/MWh is converted into $11.72/mmBtu

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13	• I will now start to discuss the E specs that are on the second E Worksheet Slide. • Specs 6 & 7 are the E fixed and variable O&M costs. • You can study the math in my paper • Spec 8 is the Electrolyzer life. I set it at 20 years. • Spec 9 is the WACC to finance the E. I set it at 6%. • Spec 10 is the Henry Hub NG Spot Price. I set it at $1.85/mmBtu

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14	Slide # 14, The Second Excel Electrolyzer Worksheet Slide My LC algorithm is based on a financial annuity Line K is the Capital Amortization Factor. It is computed to be 8.72 cents. This 8.72 cents is the end of year annual payment computed for a financial annuity having $1.00 as the principal borrowed, a loan period of 20 years; which is Spec 8 and an interest rate of 6%; which is Spec 9. Line E, the Total E CapEx, is the principal amount borrowed. Line E is multiplied by Line K, the Capital Amortization Factor, to compute Line L, the Annual Capital Amortization, which is $14,987,000 per yr The compilation of Line Q, the LC of green H_2, is done on a per mmBtu basis. Line M, the Annual Capital Amortization per mmBtu is Line L, $14,987,000 per yr, divided by Line D, the mmBtu of H_2 produced by the E each year. The math involved in the LC of H_2 calculation is explained in my paper.

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15	I will now answer the question, Are P2G Plants ready prime time? My answer is NO. This is based the fact that my HE Worksheet computes the LC of green H_2 to be $21.60/mmBtu One May 15, 2020, the US EIA reported that the Henry Hub NG spot price was only $1.85/mmBtu Currently P2G Plant green H_2 cannot compete with the price of Henry Hub NG. The LC of H_2 is 91% higher than the Henry Hub NG price even before the green H_2 is converted, at an extra cost, by the Sabatier Reactor into green CH_4. For this reason, there is no need to present the R worksheet

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16	Slide # 16 Suggestions for Improving the E To make the LC of Green H_2 competitive with the Henry Hub NG price requires that: 1. The E efficiency (η) must be increased On the HE worksheet, the η was set at 70% but this is a very optimistically high value 2. The E CapEx must be reduced On the HE worksheet, it is set at $573,000/MW but this a very optimistically low value 3. The cost of the PV electricity used to fuel the E must be reduced. On the HE worksheet, it is set at $40/MWh This is a realistic PV electricity price for 2020, but for green H_2 to compete with the Henry Hub NG price, the PV electric price must still be lower.

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16	The Henry Hub NG price could be increased by a carbon tax A carbon tax is beyond the scope of my paper
17	Slide # 17 P2G Plant Proforma Financial Statements With my “back of the envelope” LCOG calculation, bankers can develop their P2G Plant proforma income, balance sheet and cash flow statements after their engineers confirm the P2G Plant specs and verify the P2G technology Note that I am assigning the engineers to confirm the P2G Plant specs and the P2G technology I am working on a paper to reconcile the LCOG calculation with GAAP income, balance sheet and cash flow statements In the future, I hope to publish these results

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18	Slide 18 The Last Slide Thank you for your attention. Your questions and comments are welcome. Contact me at my email address that is listed on this last slide Again, my name is Michael Stavy and I have been an advisor on the finances of renewable energy projects since 1990 P2G is not currently ready for prime time, but in 2025, that is in 5 years, in 2030, (in 10 years) or in 2035 (in 15 years), who knows. For a Greener Planet, I hope so!