



# **Energy Storage Systems Summit**

## **Opening Remarks - Transcript**

**Chen Le - Huawei Digital Power Europe, Director**





## ENERGY STORAGE SYSTEMS SUMMIT

8 JUNE 2023

### WHO ARE WE?

The Energy Digitalization Association (EDİDER) was launched on January 9, 2020, as a leading high-tech think tank in Türkiye's energy sector that brings together all stakeholders establishes common platforms and supports decision-makers in determining a strategy for Türkiye to be a pioneer and competitive in the rapidly developing digital technologies in the field of energy.

With the contributions of its prominent members operating in the energy, technology, and communication in Türkiye, EDİDER has contributed to developing this field by raising awareness of the importance of digitalization in energy transformation by producing various organizations, workshops, and content in the last three years.

# Energy Storage Systems Summit

## Energy Storage in the Perspective of Local and Global Markets, Emerging Technologies & New Business Models

8 June 2023 / Sakıp Sabancı Museum The Seed - İstanbul

### PROGRAM

13:30 - 13:40 Opening Remarks - Chen Le, Director, Huawei Digital Power, Europe

13:40 - 14:00 Event Launch - Dr. Alper Terciyanlı, CEO, Partner EGS

14:00 - 15:20 **Panel 1:** The Present & Future of Energy Storage Systems

#### **Moderator:**

Elif Düşmez Tek, Partner, Deloitte Türkiye & President, EDİDER

#### **Panelists:**

İbrahim Erden, CEO, Renecore Energy

Hakan Yıldırım, CEO, Sanko Enerji

Arkın Akbay, CEO, Polat Enerji

Enis Amasyalı, CEO, Borusan EnBW

15:30 - 16:50 **Panel 2:** New Business Models & The Role of Energy Storage in the Transition to Clean Energy

#### **Moderator:**

Dr. Alper Terciyanlı, Vice President, EDİDER

#### **Panelistler:**

Murat Kirazlı, President, ETD

Erinç Kısa, Vice President, TÜREB

Cem Aşık, President, EÜD

Kutay Kaleli, President, GÜNDER

Prof. Dr. Kâmil Çağatay Bayındır, President, EDSİS

16:50 - 17:00 Closing Remarks - Zhao Guanliang, GM, Huawei Digital Power Türkiye



## OPENING REMARKS CHEN LE - DIRECTOR, HUAWEI DIGITAL POWER EUROPE

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Good afternoon, ladies and gentlemen; it is an honor to be here today and in the same room with you, industry leaders, policymakers, partners, and customers. So I would like to start by thanking you all for your support, and I would like to say that we have had excellent cooperation in the past and will see superb examples of collaboration and opportunities in the years to come. I would also like to give you some new information about Europe because my role as chair of Digital Power Europe is to work on Smart PV, intelligent renewable energy. At the same time, while developing new energy sources, we are also working on providing vehicle charging networks and energizing the battery and operational systems. Therefore, when we look at our work, we try to combine these two areas with the electronics sector and try to contribute more to the industry players regarding renewable energy.

I want to provide some updates here. From a European perspective, when we look at the capacity installed in Europe last year, it reached 10 GWh. Regarding batteries, in terms of the use of artillery, especially across Europe, half of this 10 GWh came from the renewable sector and large public companies doing frequency balancing and peak lifting. This year we will add another 8 GWh. So out of that eight, 4-5 will come from one sector, 3 GWh will come from a large utility project, a project for frequency balancing and what I call peak lifting, and by 2030, if we look at the whole focus in Europe, we will reach 60 GWh of battery or storage. So that's the entire picture in Europe, and as of this year, we have started working on frequency balancing and peak shifting. We are seeing a significantly accelerated change in the industry in Europe, and we are also seeing different scenarios.

When we look at centralized and distributed systems, for example, when I look at the distributed system in Germany, while there is an improvement here, there are also studies for more extensive storage systems than DSO and TSO. In Ireland and the United Kingdom, we see much large-scale frequency balancing and, as I said, demand-balancing projects. At the same time, when we look at distributed systems, we see this is more common in public energy services. The structures and frameworks related to this are preferred in Hungary, Bulgaria, and Greece's energy storage systems. Regarding sustainability, we also have enormous goals for Türkiye in developing renewable energy challenges, their development, and developments to overcome the difficulties encountered. When we look at the last ten years, we see a 200 GWh storage system that we hear from our customers. However, this is when we look at how much of this 200 GWh is battery-oriented. I think it would be helpful to have more discussions at this point. This is the picture for Europe. Secondly, I would like to share my and Huawei's approach to the system. If we look at the European level, the framework here aims at grid stability at the point of management. This project, called the gray code project, starts from sectors. The first one is re-energy production, that is, how can we provide a more stable grid transfer by creating other water, how can we provide a more stable energy production, and I am saying this mainly for the frequency balancing part, the second is at the TSO level, and when we look at the VPP (virtual power plant) project, the peak shifting position is also developing in a different direction. The third one is related to consumption in terms of household rights and, in the future, in terms of combining vehicles' electricity. In other words, it is related to the device network. We are mainly related to the high-voltage charging system, without working, in connection with the energy in question. Cybersecurity management is also becoming important. In other words, it is essential that energy production, energy transmission, and, at the same time, different security systems are implemented and managed all over Europe to protect this energy.

Ensuring sustainability in the grid also requires ensuring information and security for the grid. So we are moving in that direction, and a framework is being put in place by the European Union to address these challenges. Thirdly, each country and each nation can have different approaches. Some of them may offer direct tariffs, innovation, and subsidies for the price of electricity, while other countries may provide grants for infrastructure and electricity price-related schemes. There may be different approaches in the commercial and industrial sectors,

especially for companies and enterprises. In some countries, the focus is on households and residences. In other words, additional requirements, allocations, and subsidies appear at the point of infrastructure and different levels required. Therefore, we also see different levels of asset utilization. We talked about frequency. How we can ensure that all these batteries, for example, provide more support, and more cycles for your peak shape for frequency balancing, is very important. So both of these requirements, at the subsidy and technical levels, are important for policy. I hope that Türkiye will benefit from more contributions in terms of policy recommendations and the benefits of these meetings. Fourth, I would like to discuss the ecosystem and how Huawei is open to such an ecosystem. In different sectors, we see a localization or localization strategy, indigenization strategy in Türkiye. Therefore, when we look at our partners, we care about how we can find partners in the field of electricity generation, localization, and production. In the long term, we care about the recycling of these batteries or materials. We see that many startup companies in China and Europe are already working on recycling materials as big companies. We see this in the energy sector as well as in other sectors. Therefore, these are important in the field of electricity management, in the area of placement, and of course, in the field of scrap management, so we think we can find good partners in this market and work in cooperation.

Finally, I would like to say that Huawei is a technology company. So our long-term strategy here is as follows. While the total Huawei Group has a turnover of 90 billion dollars, 30 to 33 percent is invested in R&D., We are second only to Alphabet in this field. Therefore, this is our strategy. We are trying to bring digital and electronic technologies together in different products in the digital energy sector. At the same time, as a classy and dignified business company, we invest in infrastructures in this field. These are studies on digital technologies; We are trying to bring together different sectors, materials, and components into our system while attempting to deliver these systems as efficiently as possible. So if we look at our goals in terms of storage systems. One is to be able to offer a stable and sustainable solution service. Secondly, of course, to be able to do this on the grid, to be able to reflect the grid, and of course, since security is an essential element for Huawei, to provide this. If you look at companies globally, in terms of services, we offer them by conducting 18-month tests. At the same time, if some of the difficulties, we don't meet certain specifications at the point of sale; we make sure that these components and materials are retested multiple times so that I can ensure security. I wanted to share this information with you as an update and I hope that it will be an event where we have very useful discussions and we can develop the electricity management system, the energy management system, which we call EMS. We can develop it all together, all together. We can also contribute to our sector with different players, different partners. Thank you very much.



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