



energy to inspire the world

Snam's role and strategy

Expo 2020 event - EU Energy Day: Hydrogen to drive the EU's energy transition

14th September 2021 | Cosma Panzacchi *EVP Business Unit Hydrogen*

Snam is one of the main global energy infrastructure company



cdp CDP Reti

69.7%
Free float
~80K investors

snam energy to inspire the world

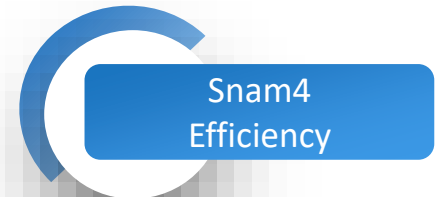
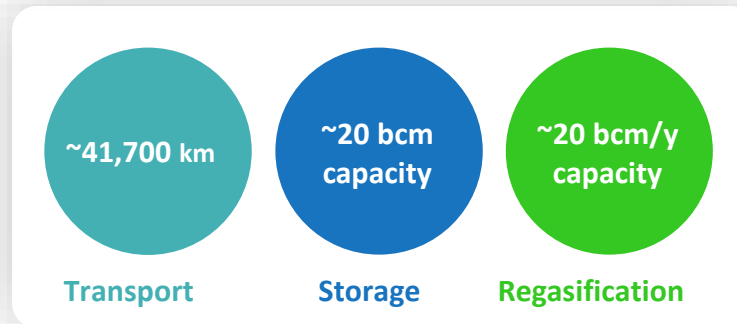
Key figures

€ 22.6 bn RAB + affiliates ('19)	€ 28 bn Enterprise Value	1.1% Debt cost
€ 1.093 m Net Profit Adj ('19)	~ € 15 bn Market Cap	BBB+ Rating

International associates



Natural gas¹



¹Italy and international associates

How to shape the future Green H2 Market in Europe



Define what «clean» hydrogen is

Need for a global unified definition and certification of what counts as “clean”, enabling the H2 trade in different markets and different colours of hydrogen to compete, reducing cost and increasing liquidity and security.



Create visible demand

Public and private sector could declare **explicit 2030 and 2050 H2 targets** and the related policies they will put in place to back them up (ie defined share of green H2, or incentives to cover the extra cost of using **green H2 compared to existing fuels**).



Unlock investments in the developing world

The financial support of developed countries is pivotal. To cut the time required for money to be deployed, a **collaboration between International Financial Institutions and the private sector** should build standardized, replicable and bankable projects.



Get consumers involved

tracking *willingness to pay* for green products and designing tools to boost the market



The European Hydrogen Backbone

a vision for a truly interconnected H2 market for Europe

- The European Hydrogen Backbone (EHB) is a **pan-European dedicated hydrogen pipeline transport network**, connecting hydrogen supply and demand at an international level and aiming at creating an EU market
- **23 gas infrastructure companies from 21 countries** (19 European Member States, UK and Switzerland).
- The backbone has expanded in length: the updated network covers a **total distance of around 40.000 km**.
- The extended backbone requires an **estimated total investment cost of € 43-81 billion by 2040**, based on using **69% of repurposed natural gas pipelines** and **31% new pipeline stretches**.
- **Levelized transport costs amount to 0.11-0.21 €/kg per 1000 km**



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Source: European Hydrogen Backbone

