

Questions rose within the session from respected guests

1st question

One of the sliders illustrators the connectivity between MENA and Europe in a ring forms.

- **Is there any loss in this form of energy transfer**
- **Why not come direct links from some countries to Europe (i.e. web form)**
- Long distance transport will be technically solved with HVDC (High Voltage Direct Current) technique with an average loss of about 3% per 1000km. Long distance is not a technical problem anymore
- The final design and possible routes will be developed together with the relevant industrial companies, mostly the transmission grid operators, acknowledged and approved by the governments and authorities. Thus the picture is just an illustration of the concept.

2nd question

Has DESERTEC made a survey 100 kg at German / EU tax payer support to the concept? If yes, what are the outcomes of the survey?

- Tax payer survey in this sense no, but
- Renewable energy is subject to subsidy systems. In the end the consumer of the energy pays the bill. In most EU countries the national feed in tariffs are not legally prepared for power from MENA, but in a few countries it is already in discussion to open the scheme (eg. Germany)
- Willingness to pay for Renewable energy is high with the customer, thus fees are already high meaning that power from desert needs to be competitive in long run

3rd questions

- **Is the DESERTEC looking at the whole MENA region or are there currently preferences to countries like Morocco or Tunisian with very short connections to the EU**
- **Is DESERTEC planning to implement and finance pilot projects within the 3 years study phase and if so, at what size?**
- **What are, in the view of DESERTEC the main framework conditions that MENA countries should put in place to support and benefit from DESERTEC**
- DESERTEC is considering the whole MENA region and the overall concept
- Thus a few countries show already a high and detailed interest to contribute, maybe more than others. Morocco and Tunisia are already planning concrete projects with interconnectors and also generation sites which is great. Detailed talks with stakeholders from the countries will show soon, how this fits into the overall DESERTEC concept
- DESERTEC task is to plan a couple of reference projects, site and design is open to discussion with local industry and country
- DESERTEC aims to secure land sites with local authorities for long term period, gather financial security by returns in order to limit the financial risk and find a proper transport mechanism inside MENA and to Europe - overall a reliable 40 year business plan needs to be developed

4th questions

DESERTEC is based on the idea of exporting electricity to Europe.

Do you think of alternatives to physical export, such as Trans Mediterranean as Green. Certificates, Gas as currency for electricity?

- DESERTEC is open for discussion as far as certificate systems are concerned, but
- The point is that the new EU directive aims to open the renewable energy system for physical transport. We believe that a physical transport will be a more reliable option, will gather more acceptance in public and in the end will also contribute to a much improved security of supply situation in MENA

5th question

For DESERTEC what re your expected or minimum return in equity for your future projects?

- This cannot be answered in general, and neither with a certain figure
- DESERTEC shareholders from different directions will of course only invest with a comparable return on invest above their individual cost of capital which differs from component vendors to overall project developers. Our task is to create an environment with MENA to make those investments feasible

6th question

Is there any time schedule for DESERTEC and when the amount of 4 billion Euros will be really and practically allocated?

- The 400 bn€ figure out the potential investment in MENA in about a 40 years period of time
- Corresponding to 15% of EU energy supply with a installed capacity of 100 GW in MENA (DLR -German centre of Aerospace)
- We do not have a more detailed plan, yet, but to work out a maximum but economically feasible plan is our task. If it hits the 100 GW in the end is not clear, that's our guiding vision

7th question

As a Jordanian company working in the RE how can we make use of the DESERTEC?

Call us under +49 89 3407705-50 (Thorsten Marquardt, Paul van Son)...we invite everyone to participate and we are very keen to welcome more participants from MENA, that's why we present in Amman!