

# How should business models change in consumer driven energy markets?

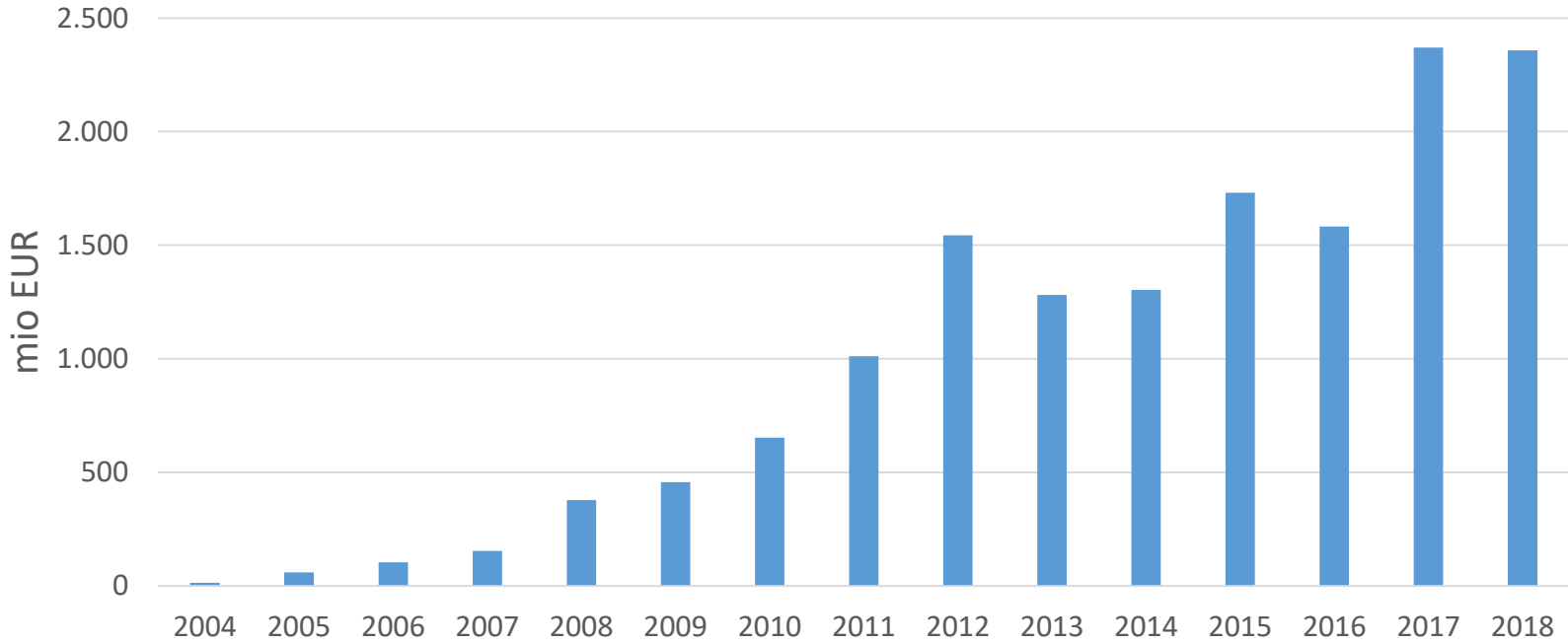
dr. Dejan Paravan

Chief Innovation Officer, GEN-I

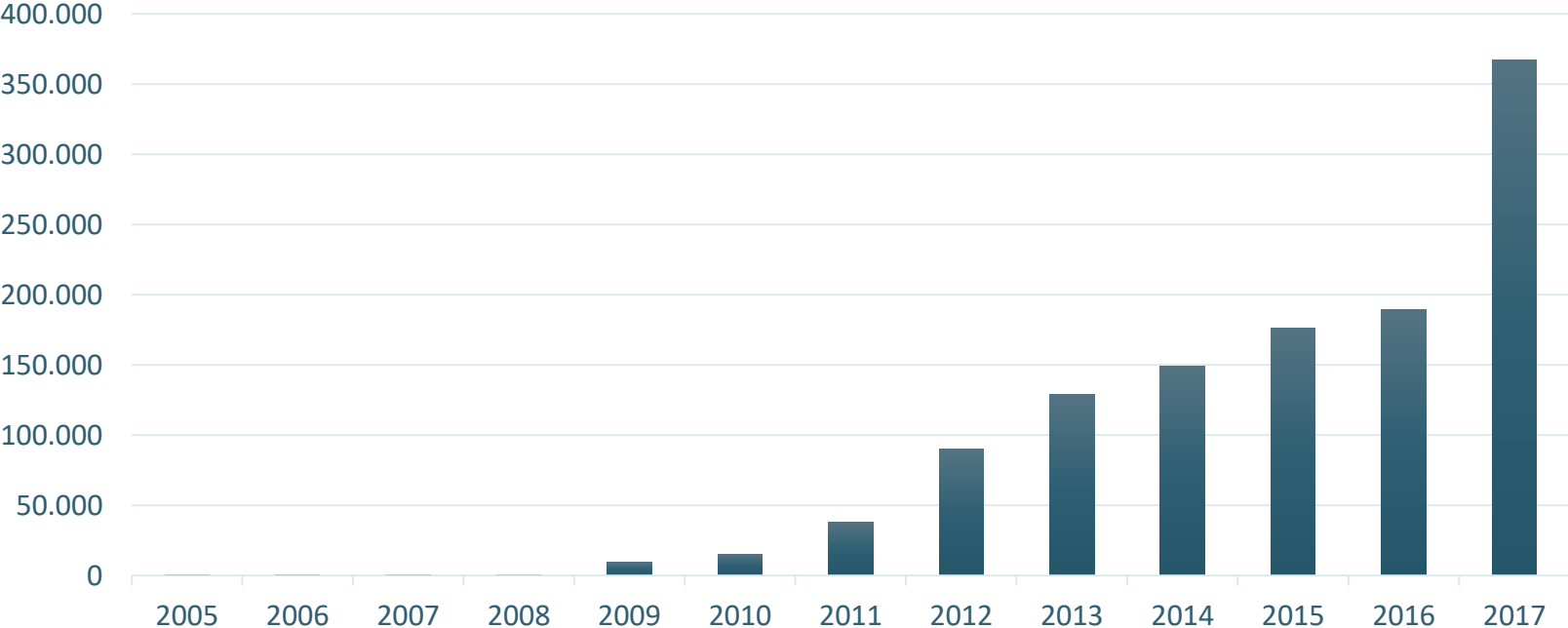
16th IAEE European Conference 2019, Ljubljana



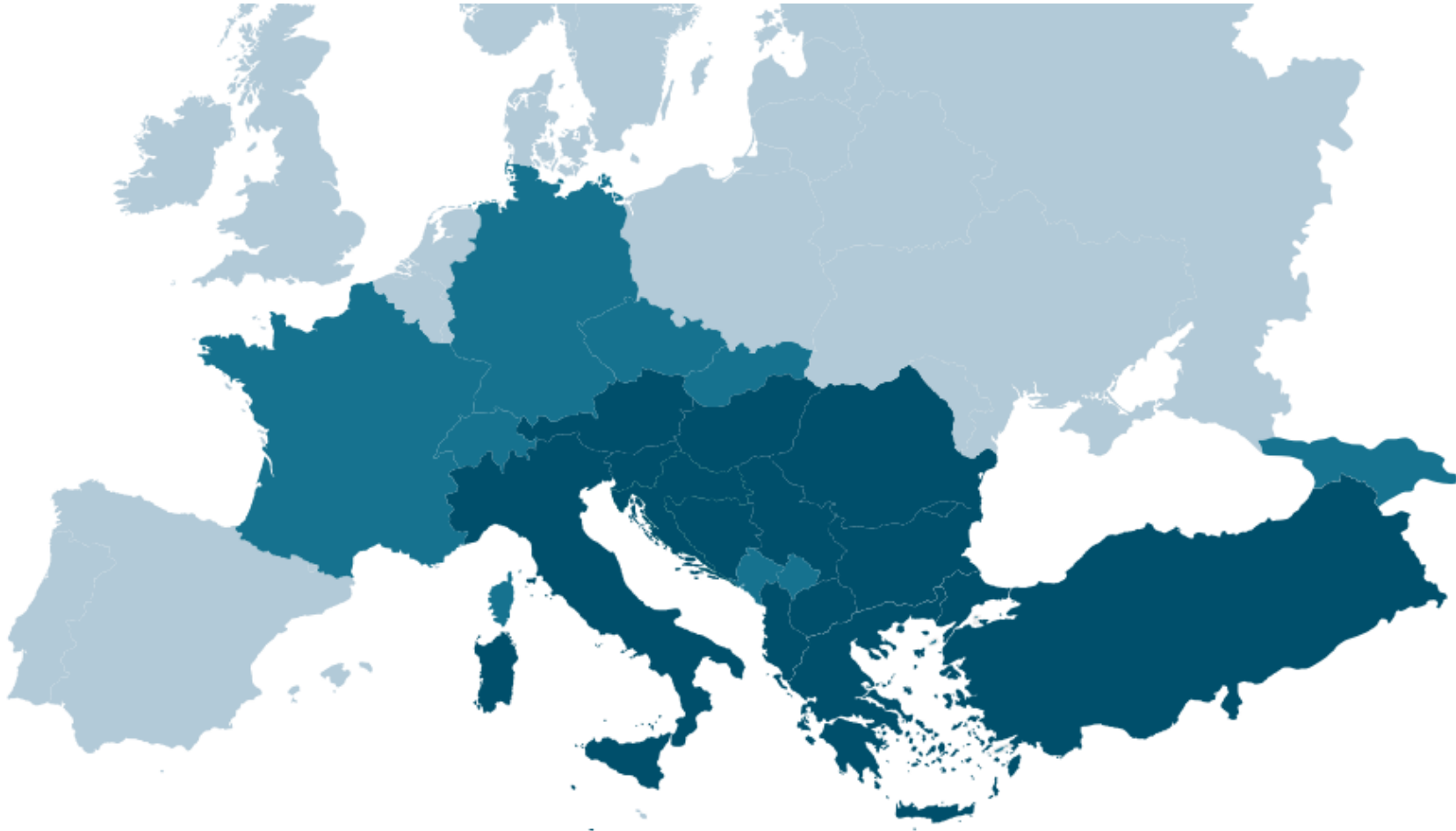
# Revenue growth



# Customer base growth

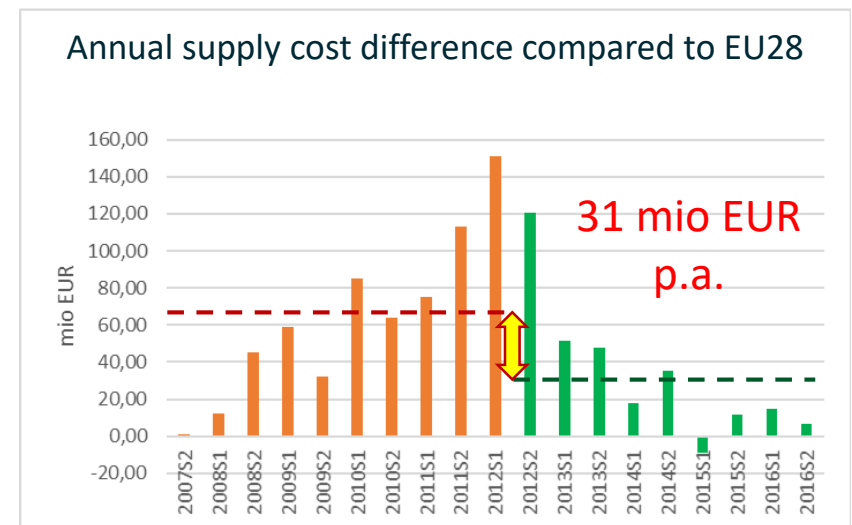
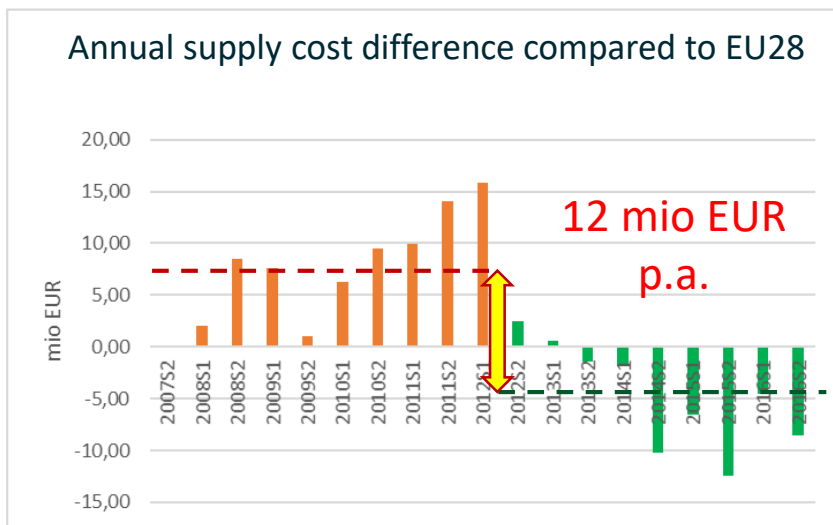
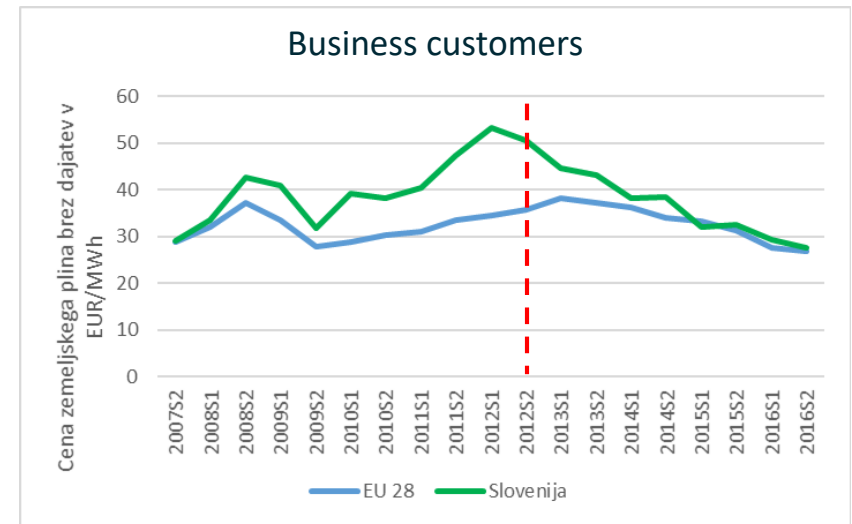
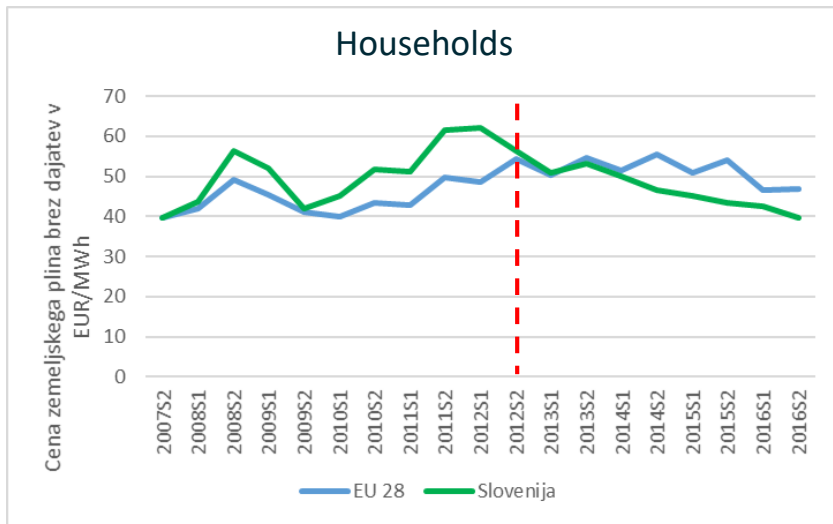


# GEN-I group



# Benefit for customers and industry

## gas market entry case in Slovenia



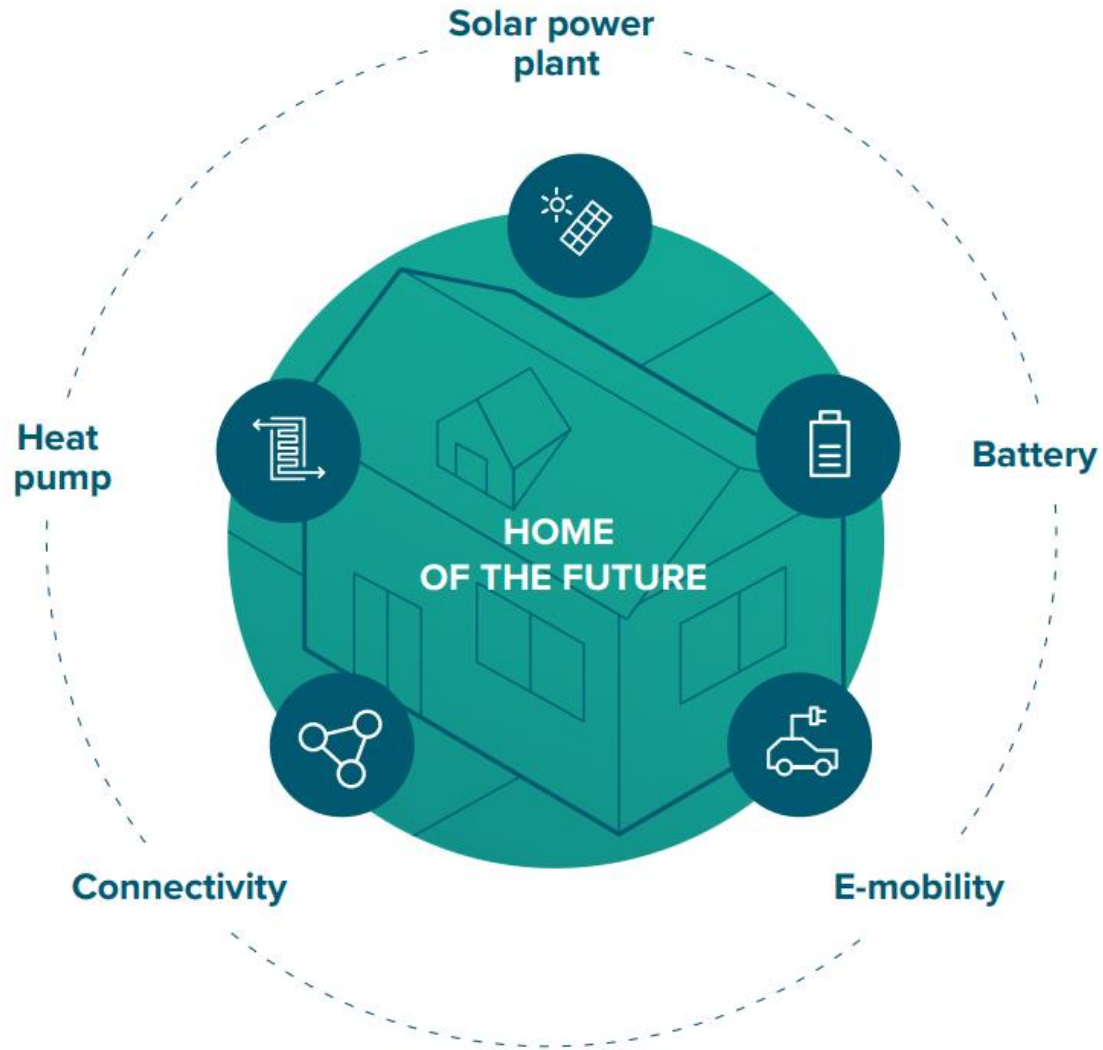
# GEN-I core business

Trading



Supply

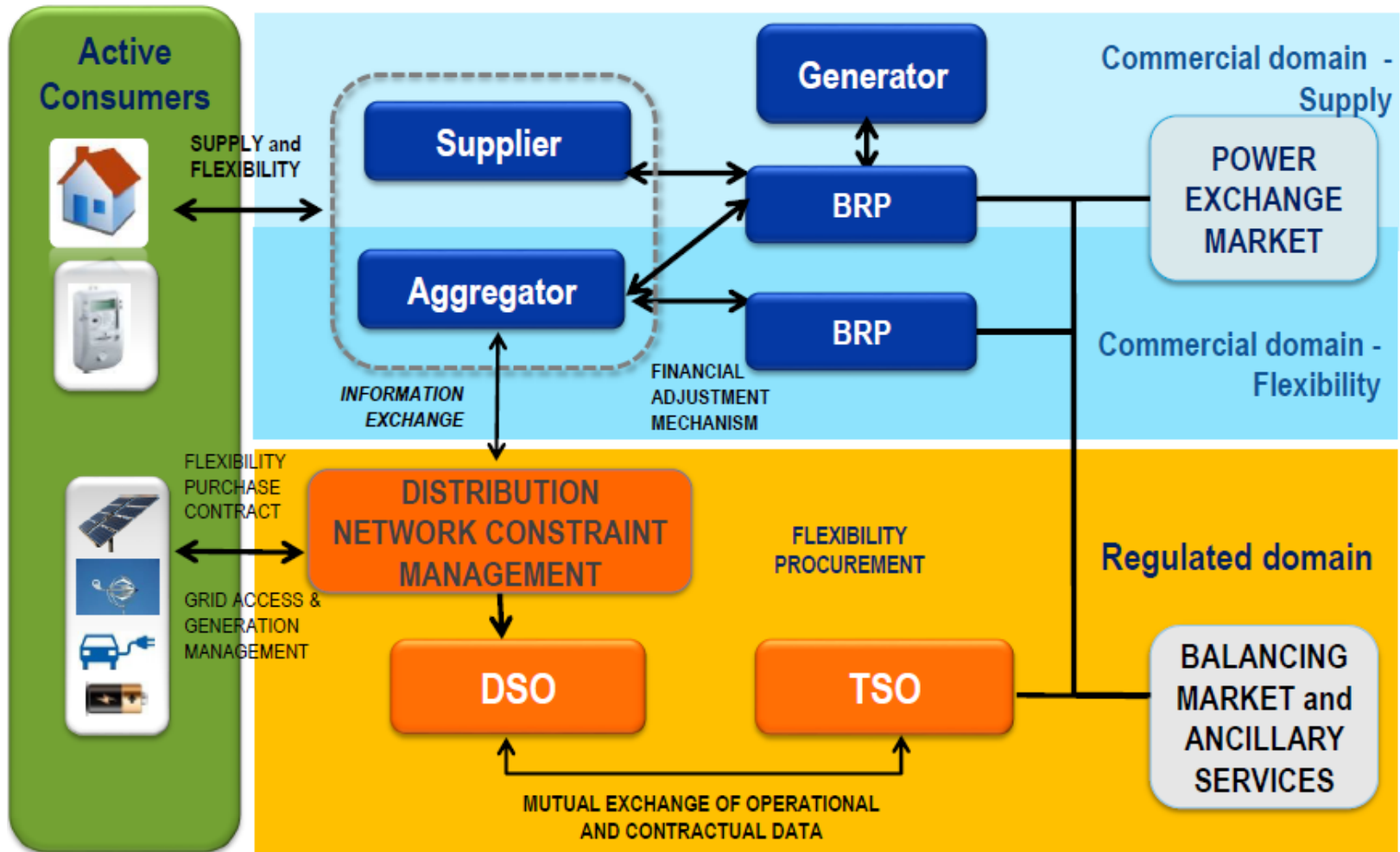






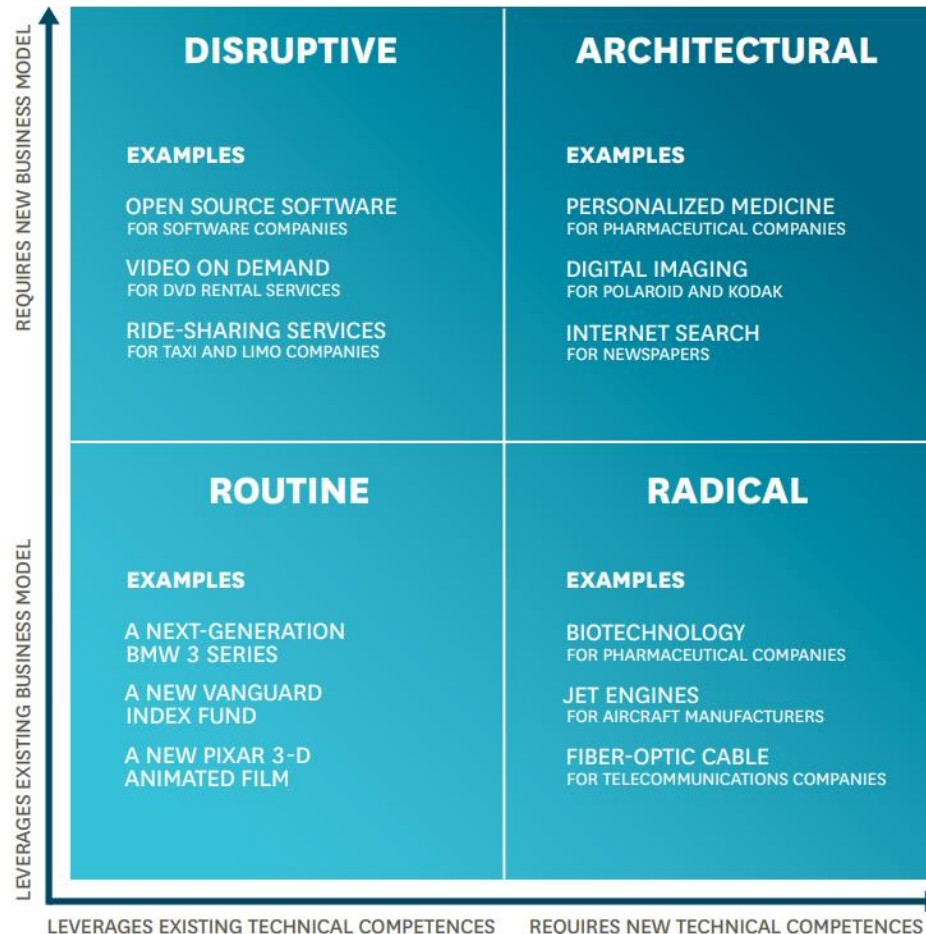


# Retail Market Design. Possible relations and tasks



# The innovation landscape map

(Pisano: *You Need an Innovation Strategy*, HBR June 2015)



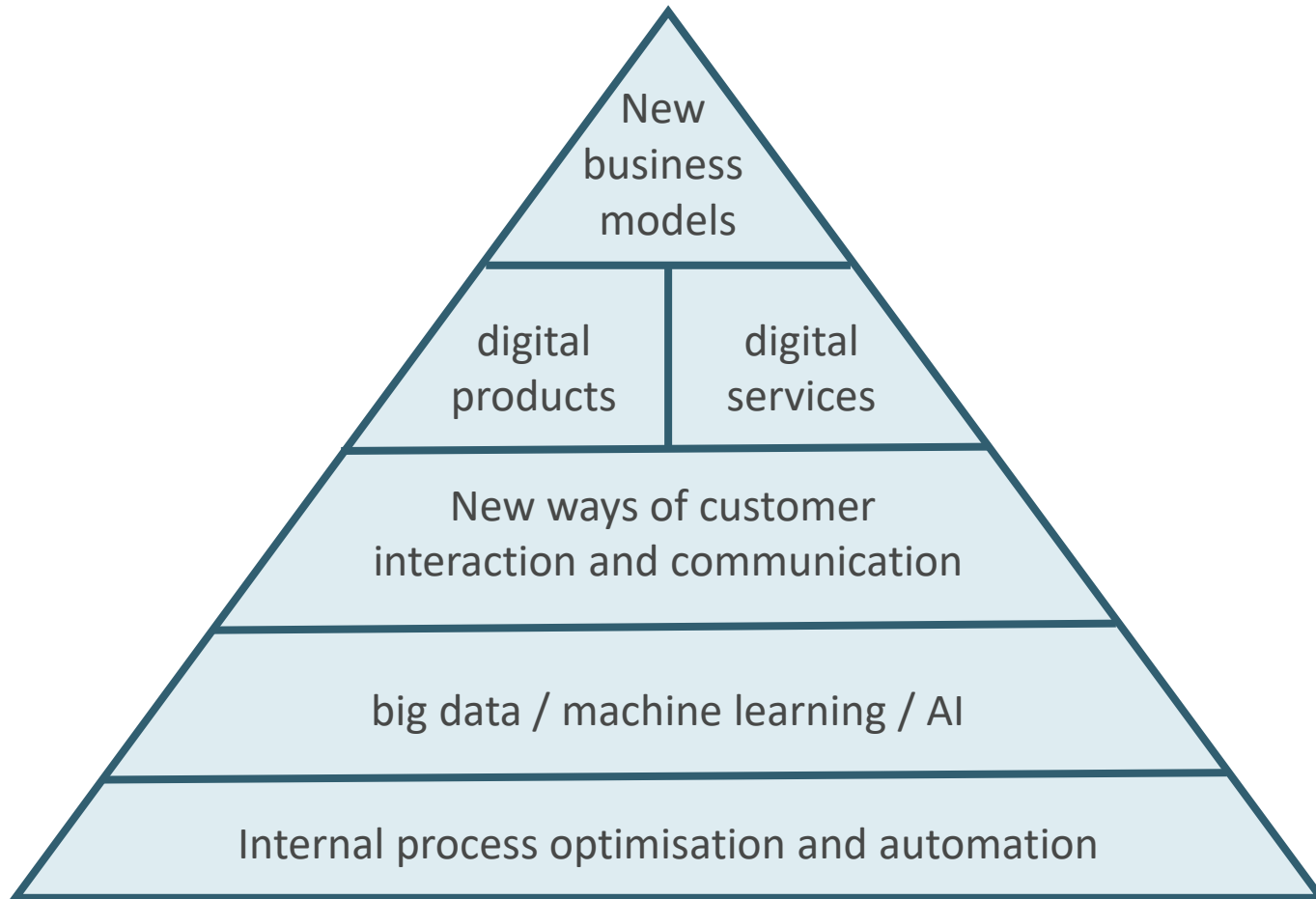
A close-up photograph of a puzzle. Three interlocking puzzle pieces are highlighted in a teal color, while the rest of the puzzle is a light beige. The teal pieces are arranged vertically and contain the following text:

**Digitalisation**

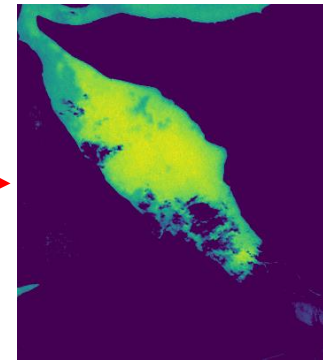
**Electrification**

**Decarbonization**

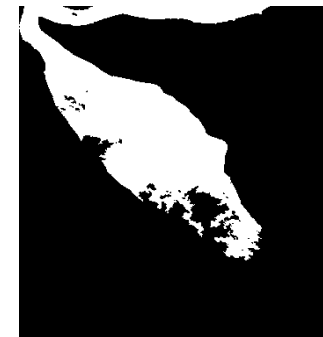
# 1. Digitalization



# Detecting HPP reservoir water volume through satellite picture recognition



Water volume  
in HPP  
reservoir







2016

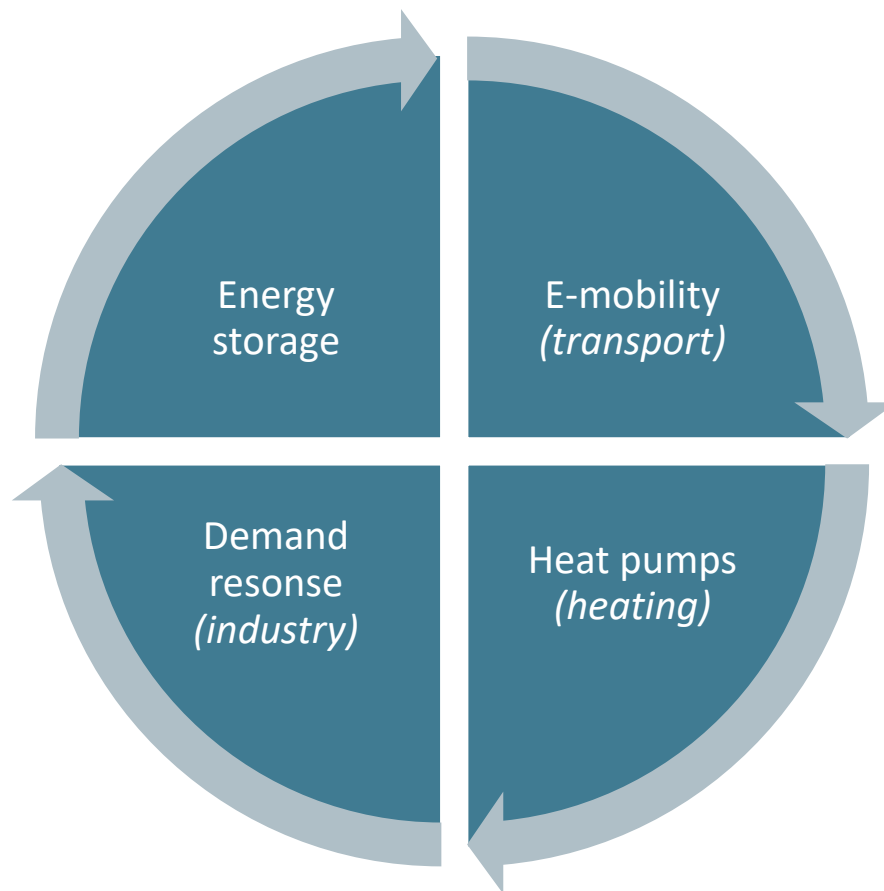


2018



konec 2019

## 2. Electrification of everything

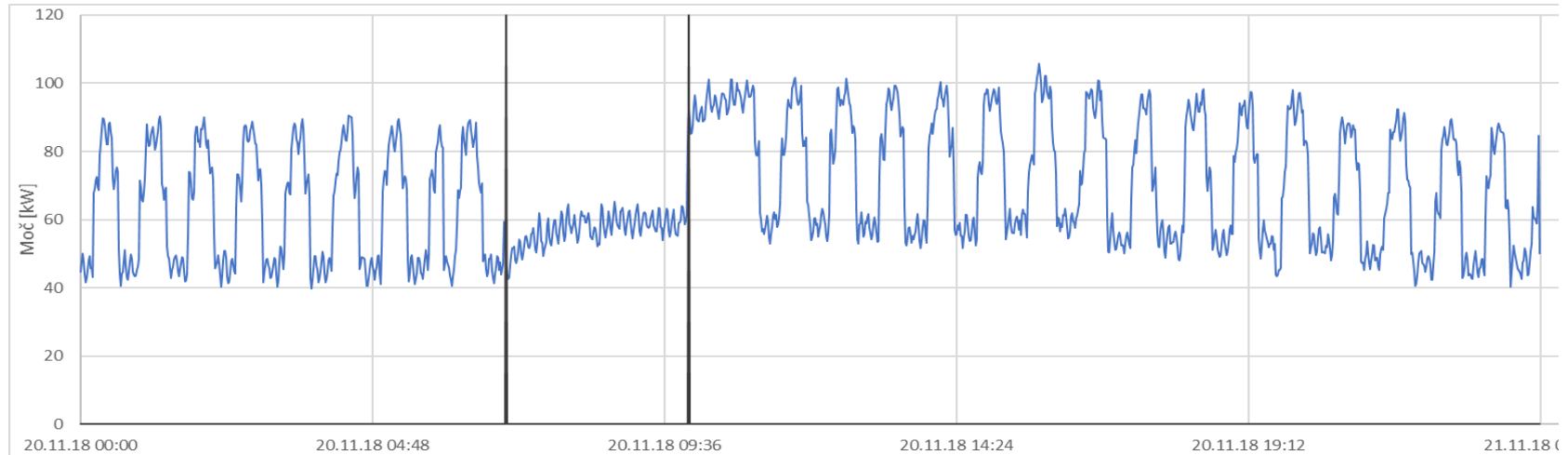
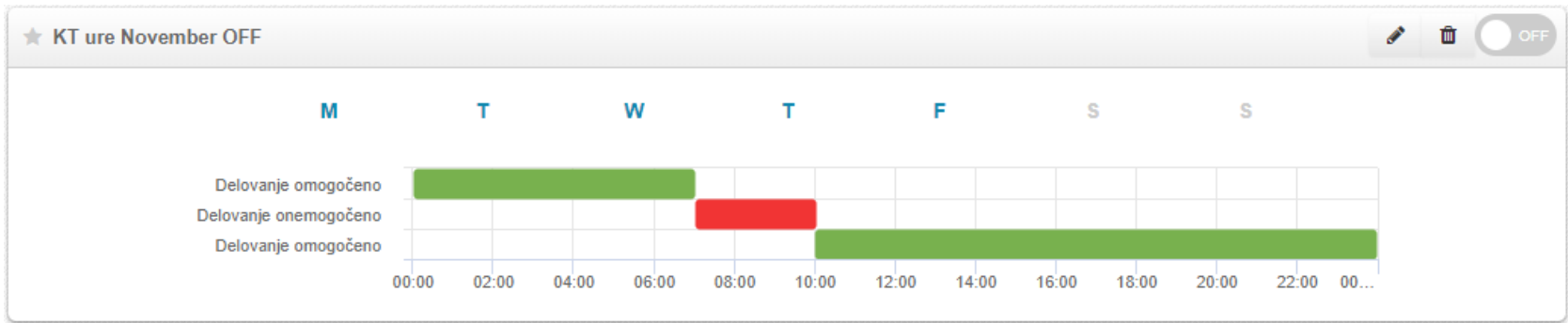




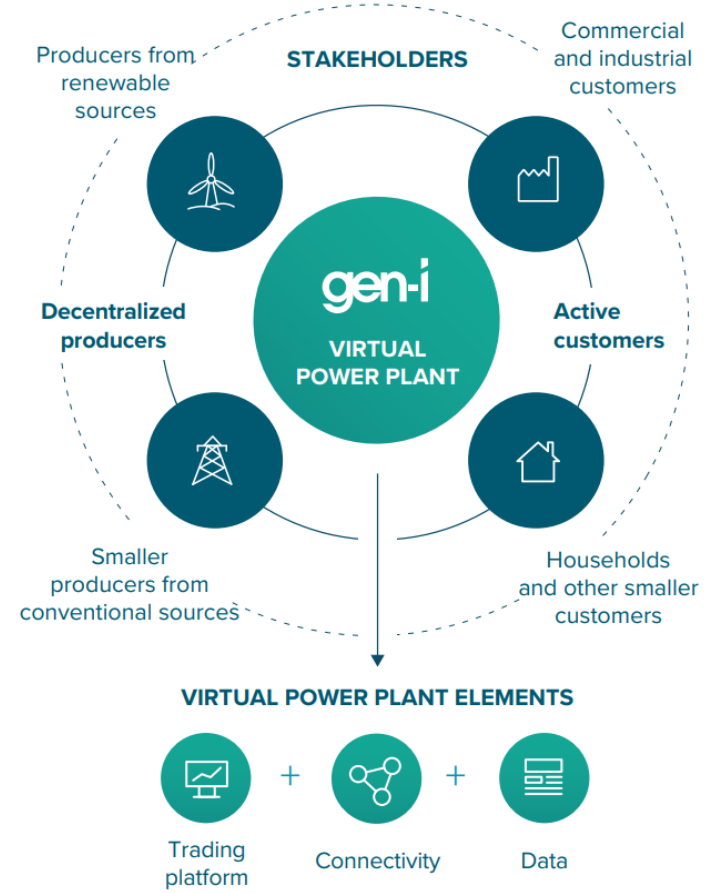
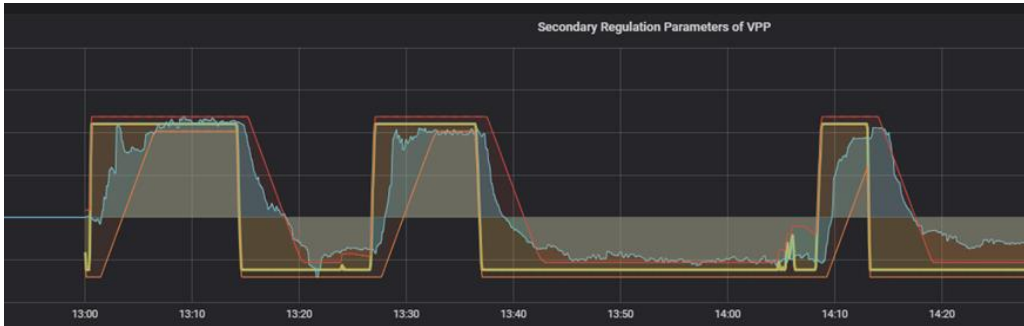
# Autonomous EV charging using distributed ledger technologies



# Heat pump operation and room temperature management



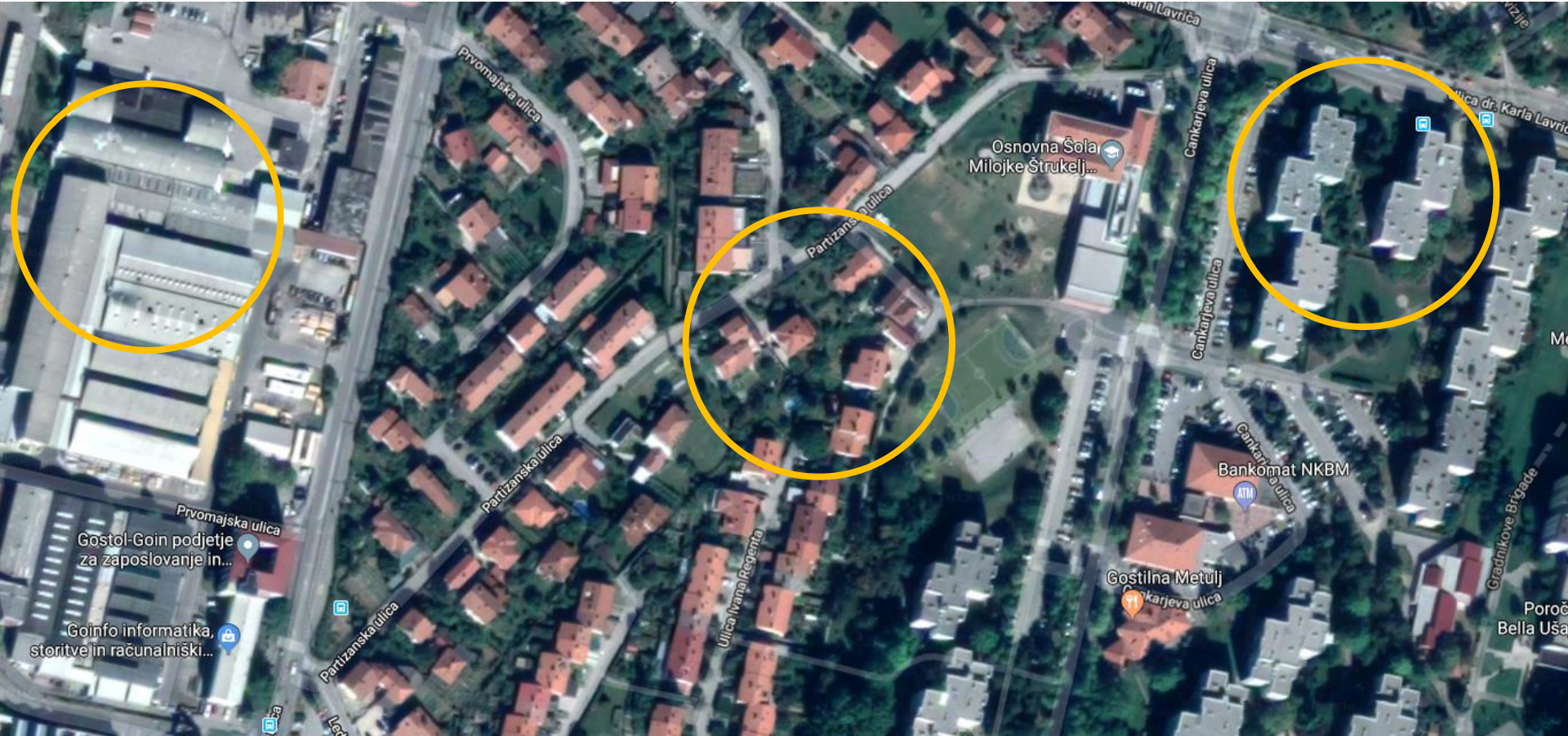
# Demand response with heat pumps





# 3. Decarbonization

Self-consumption with solar energy



## Individual self-consumption

*Ljubljana Koseze*

## Energy communities

*Apartment building, Jesenice*

## Self-consumption for industry

*Steklarna Hrastnik, Hrastnik*



# Questions?

Thank you for your attention!

gen-i

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