



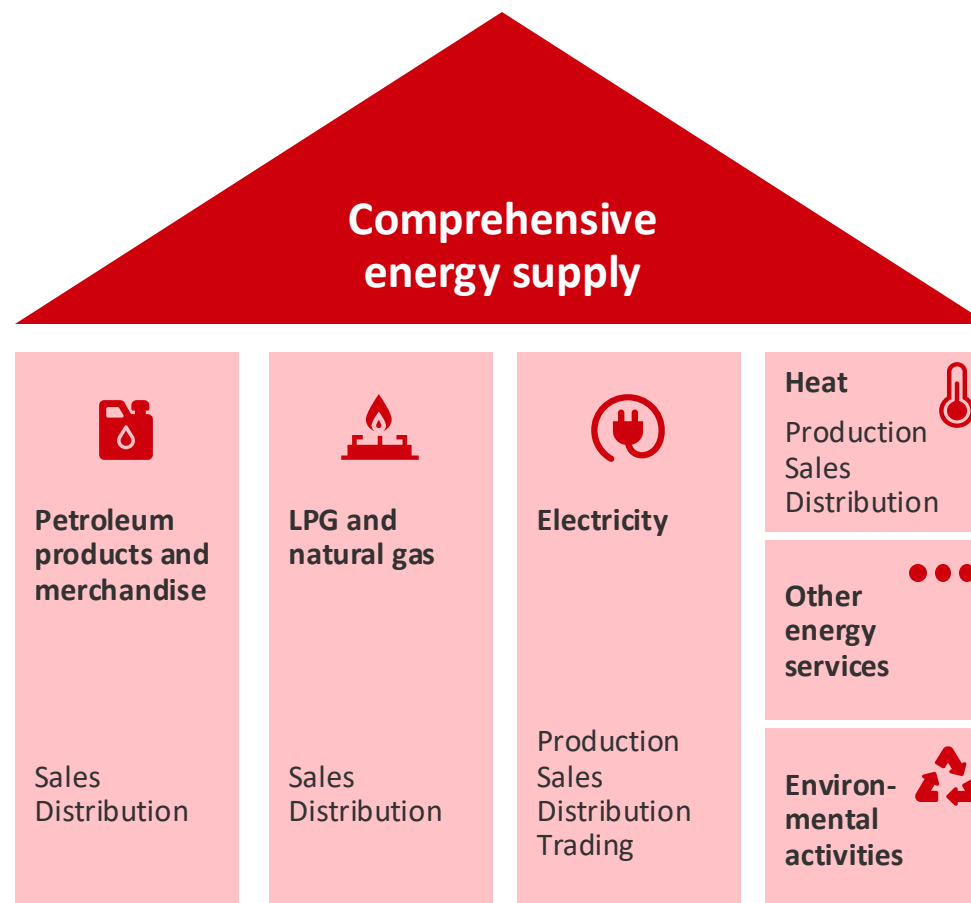
# ENERGY SOLUTIONS FOR B2C

Rok Jereb



# PETROL GROUP IS THE LEADING INTEGRATED ENERGY COMPANY IN SLOVENIA AND A KEY PLAYER IN THE SEE REGION

*The leading Slovenian energy company and the principal strategic supplier of petroleum products and other energy products in Slovenia.*





# WHAT IS OUR MISSION?

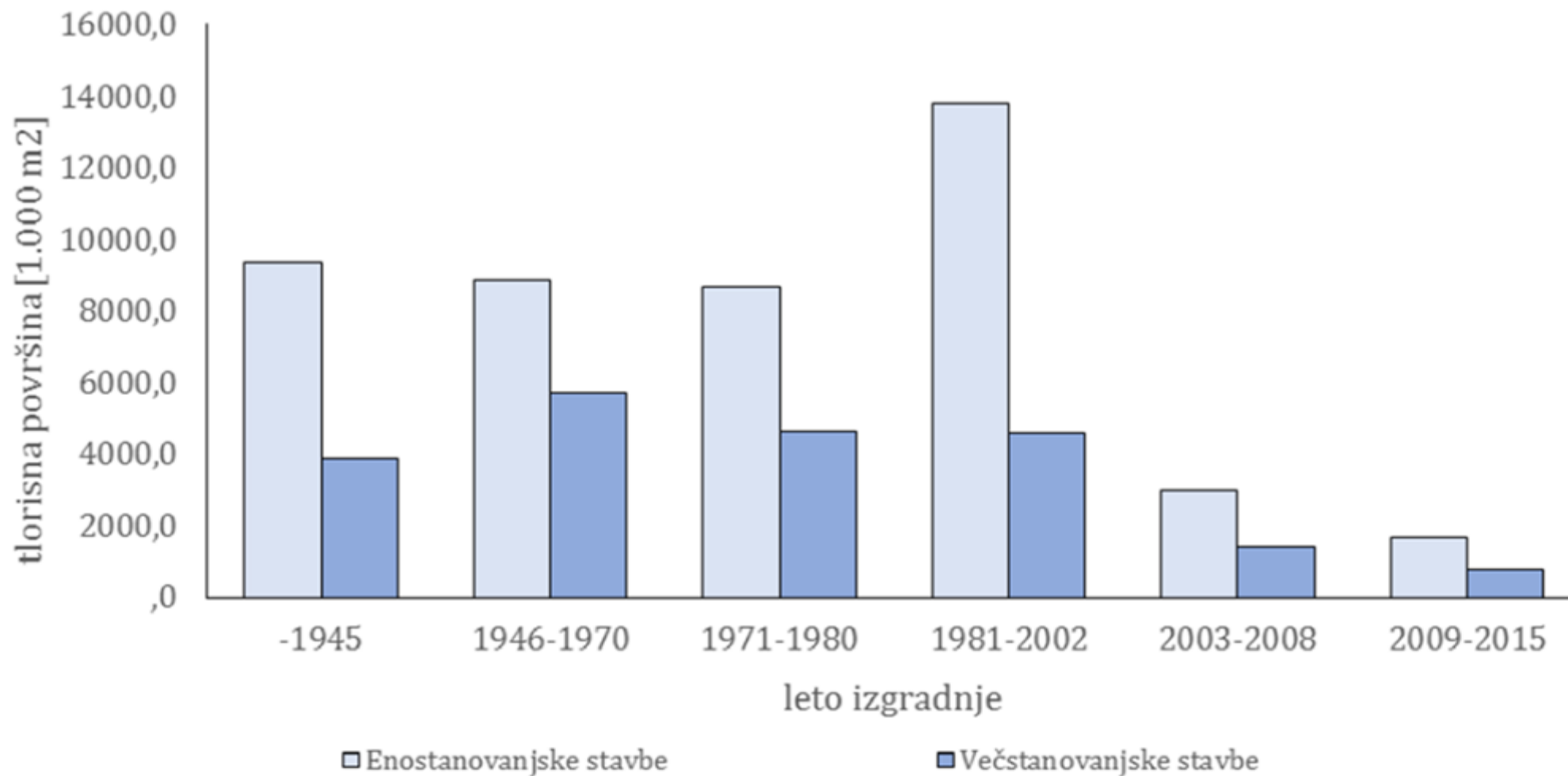


“To become an integrated partner in the energy transition,  
offering an excellent  
“Wow” customer experience.”





# Floor area of buildings by year



# Development of energy solutions for multi-apartment buildings

## START

- 2000 – Sales of gas and heating oil stoves
- 2005 – District heating 29 municipalities
- 2012 – Energy solutions center (CER - Center energetske rešitev Ljubljana)
- 2019 – First solar powerplant on multi apartment building





# MODELS

- Energy contracting (PPA agreements) 15 years
  - Stable price for homeowner
  - Investment is on Petrol side
  - Complex formula for calculating price, hard to present to owners
  
- Public-private partnership 20 years
  - Public buildings
  
- Concession 30 years
  - Chance to offer different supply of energy in specific area
  - High starting investment
  
- Ownership system 5 years
  - Owners investment
  - Energy management provided by Petrol





# MODELS

- Contractual energy supply (Pogodbena oskrba z energijo POE) 15 years
  - Supply of energy (heat, cold, water, electricity, etc.)
  - Price of energy is predetermined by formula
  
- Contractual energy savings guarantee (Pogodbeno zagotavljanje prihrankov PZP) 20 years
  - Guarantee of lower consumption of energy
  - Fix payment
  
- Pay as you save (Plačuj s prihranki) 5 years
  - Fix instalments
  - Shorter contractual span



# Problems

- **Financial Constraints**

High renovation costs and difficulty in securing funding may deter owners from proceeding.

- **Decision-Making Difficulties**

Disagreements among owners due to differing opinions and financial situations can stall projects.

- **Complex Coordination**

Logistically coordinating efforts among stakeholders like owners, managers, and contractors can be complicated.

- **Regulatory Issues:**

Compliance with local building codes and permits can be time-consuming and difficult.

- **Structural Limitations**

Older buildings may have hidden structural problems that complicate renovations and increase costs.

- **Uncertain ROI**

Owners may hesitate to invest if the financial benefits are unclear.

- **Sustainability Goals**

Implementing energy-efficient solutions can be complex and costly, despite long-term savings.

- **Market Conditions**

Economic factors can affect the feasibility of renovation projects





# Way forward

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- **Financial incentives**  
Subsidies and tax breaks for financing renovations.
- **Energy efficiency**  
Programs that reduce costs.
- **Collaboration**  
Encouraging cooperation among all stakeholders in planning.
- **Best practices**  
Sharing successful renovations from other communities.
- **Legal frameworks:**  
Modifying regulations that could facilitate and boost renovations.
- **Gradual renovation:**  
Encouraging owners to approach renovation gradually to reduce financial burden.