

# How can we react to rising electric energy prices

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BRATISLAVA

# AGENDA

**1. WHY ARE PRICES RISING?**

**2. STRUCTURE OF THE SLOVAK ELECTRICITY MARKET**

**3. COMMODITY PRICES**

**4. THE DISTRIBUTION COSTS**  
Save by setting the correct limits

**5. IMPROVE YOUR DIAGRAM**  
Demand Flexibility projects

**6. DECREASE YOUR CONSUMPTION**  
Energy Efficiency Measures

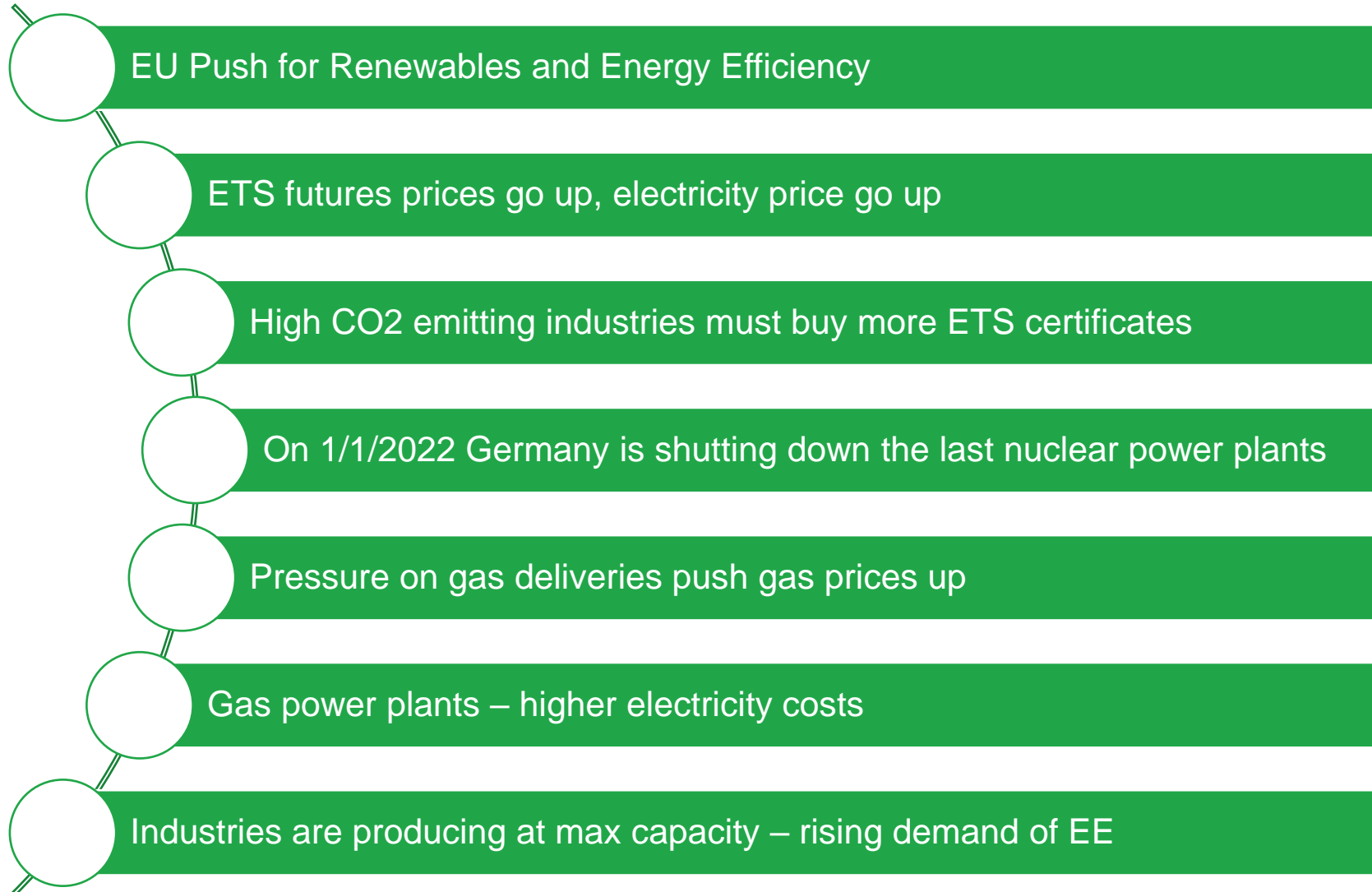
**7. LOW HANGING FRUITS**  
Simple Projects with fast ROI

**8. THE IMPORTANCE OF AN ENERGY MEASUREMENT SYSTEM**

**9. EXAMPLE OF BUSINESS CASES**

**10. Q&A SESSION**

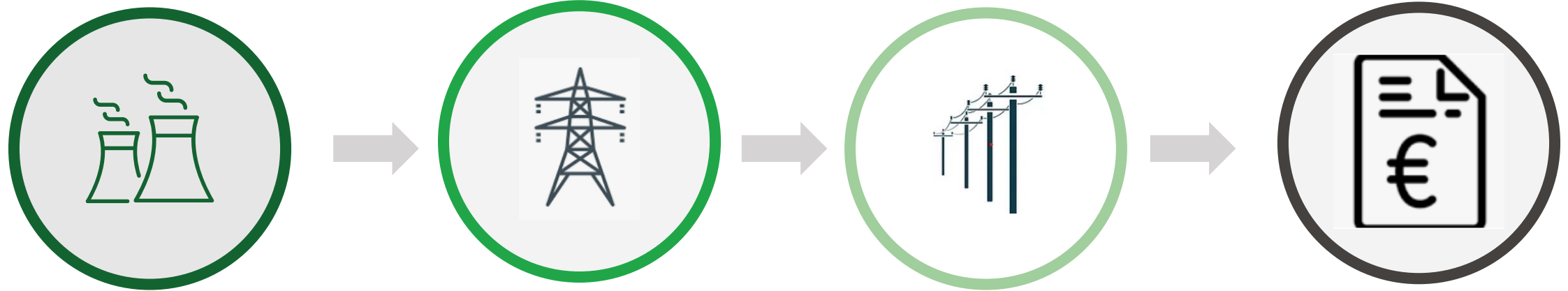
# WHY ARE PRICES RISING?



# UNTIL WHEN??

About 50% of our  
clients still have not  
sealed their  
electricity delivery for  
2022

# STRUCTURE OF THE SLOVAK ELECTRICITY MARKET



Electricity Generators –  
i.e. Slovenske Elektrarne

High Voltage Grid  
Operator - SEPS

Local Distribution  
Companies – ZSDis,  
SSD, VSD

Electricity Supplier – i.e.  
ZSE, SSE, VSE, etc.



**COMMODITY  
PRICES**



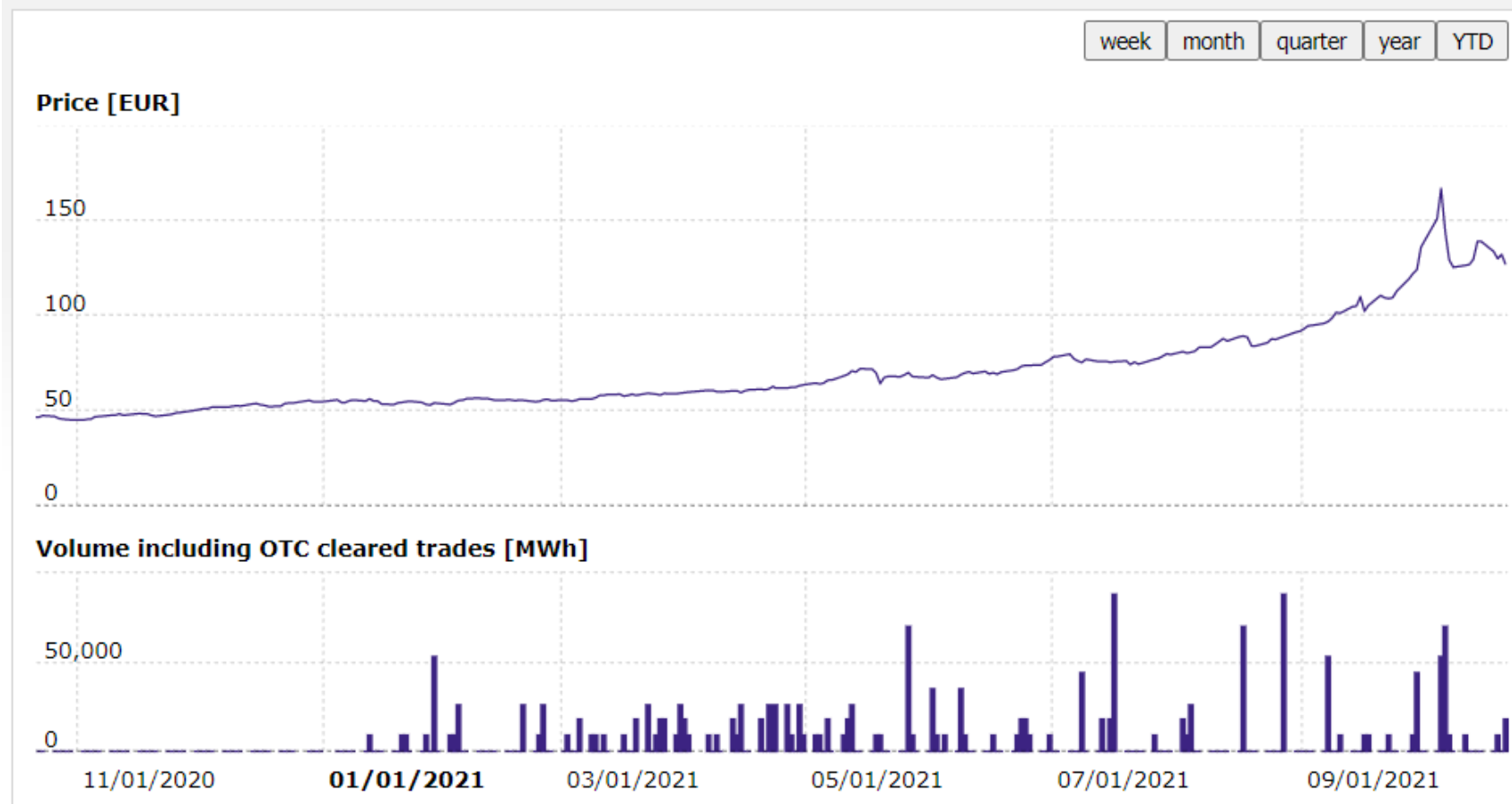
**DISTRIBUTION  
COSTS**



**COST OF  
DIAGRAM AND  
SUPPLIER'S  
MARKUP**

# COMMODITY PRICES

F PXE SK BL CAL-22





# **YOU ONLY CONTROL THE TIMING**

The market makes the price. You can decide when to buy.



# DISTRIBUTION COSTS

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## ARE DEEMED TO DECREASE

Big pressure to reduce some of the components within the distribution costs

## MRK AND RK UNDER CONTROL

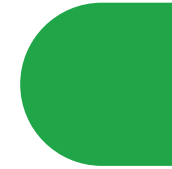
Study your consumption pattern and adapt Reserved Capacity to it. Avoid to pay fines for overcoming its limits

**LOW TO NONE  
CONTROL  
OVER THEM**



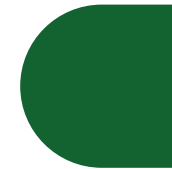


# TENDERING ELECTRICITY SUPPLIER



## **COST OF DIAGRAM**

All suppliers evaluate equally your cost of consumption diagram



## **DEVIATION COSTS**

Some difference between suppliers can be found in the range of euro cents



## **CREDIT RISK COSTS**

All serious suppliers evaluate risks in a similar way



## **MARGIN**

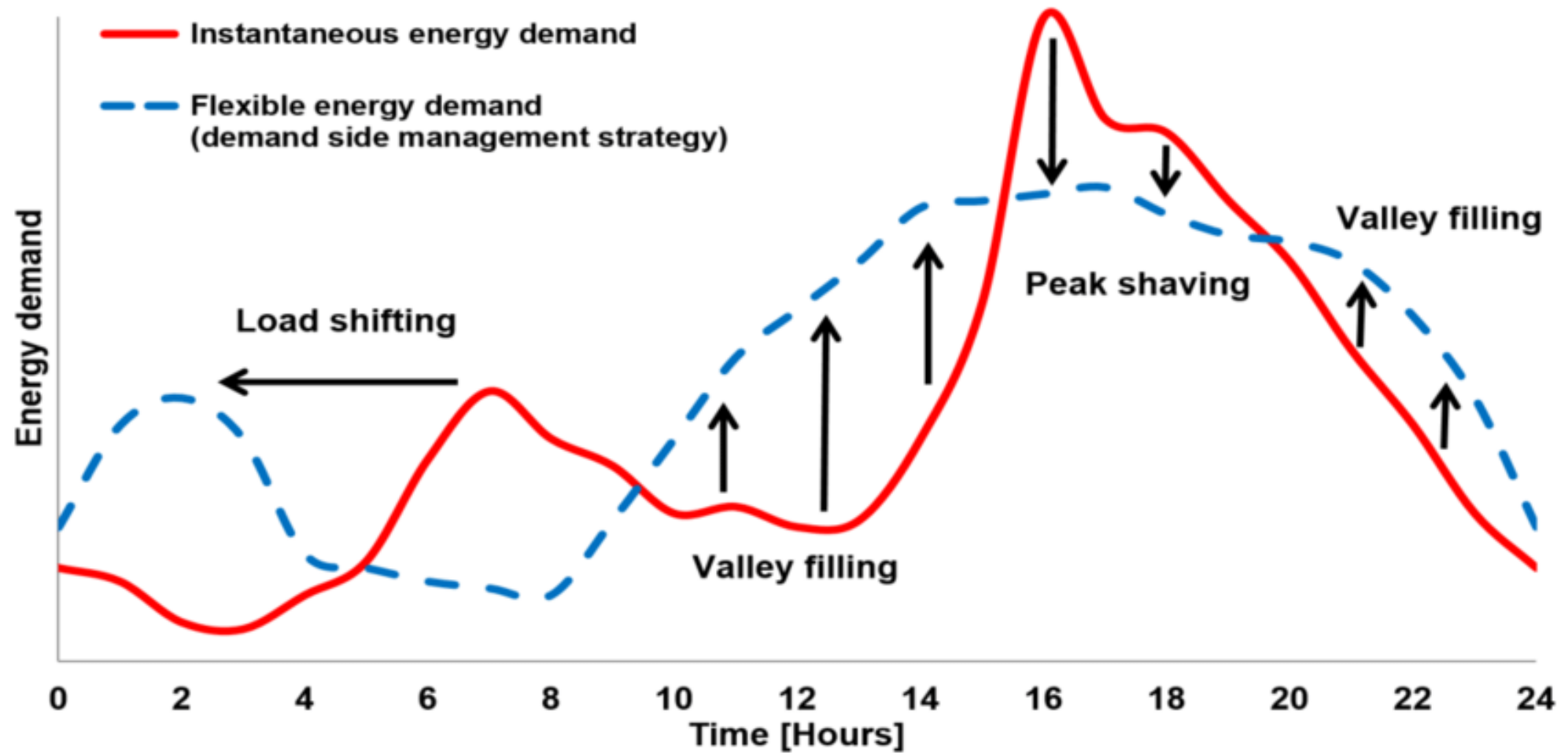
Here typically you can find some differences in the range of euros



# **JOINT TENDERING MOSTLY UNSUCCESSFUL**

There will be always companies with a better cost of diagram which will not pay more for the good of the group.

# IMPROVE YOUR DIAGRAM

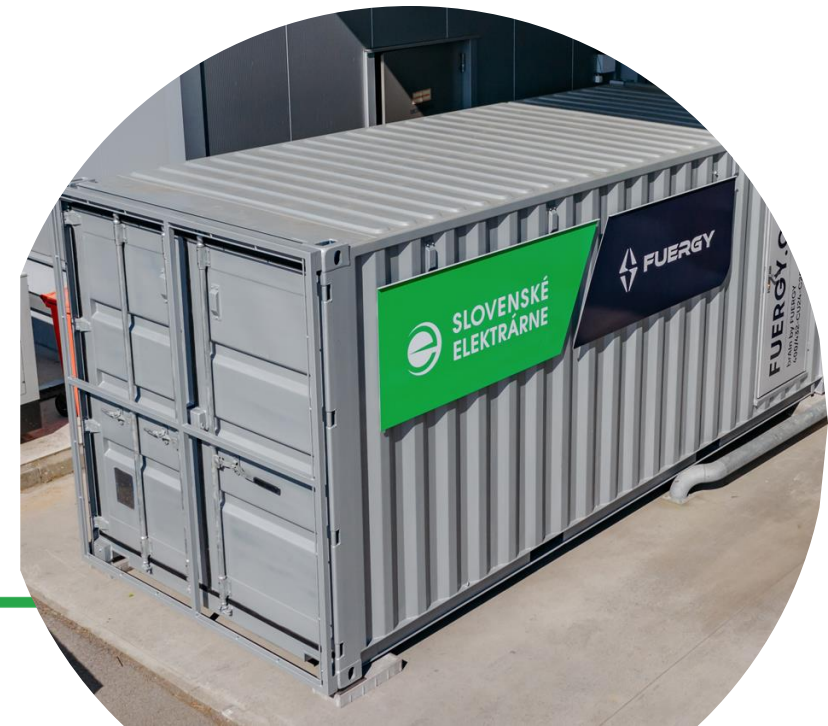


# PV PLANT + BATTERY



A PV Plant help you reducing your consumption peaks especially in the April-September period. Ideal for companies with cooling technology

A Battery system will work throughout the year in order to flatten the peaks by moving consumption from the grid during time



# ENERGY EFFICIENCY



The **Cheapest** Energy is the one you do not **Waste**



## 100% UNDER CONTROL

It's based on your own decisions

## FAST ROI

With high energy prices the return on investment can be really fast



# LOW HANGING FRUITS

Energy Efficiency Projects with easy implementation and Fast ROI



## LED LIGHTING

Easy design, certain savings, fast returns



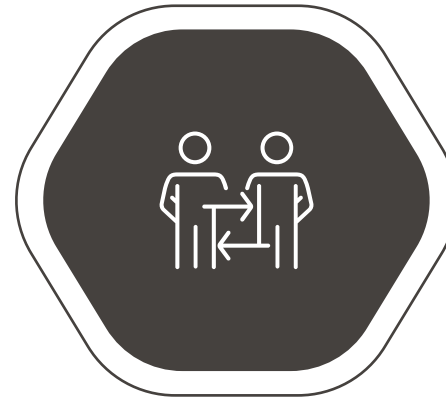
## OLD GAS BOILERS

Gas Leaks and high maintenance, modernization is at fast ROI



## DEMAND FLEXIBILITY as a SERVICE

CASH flow positive from day one



## ENERGY PERFORMANCE CONTRACTS

Investment costs are paid by energy savings achieved



## RK SAFEGUARDING

Installing a system to safeguard overcoming reserved capacity and avoid fines

The background features decorative green shapes on the left side, including a dark green hexagon and a medium green hexagon. The right side has a light green background with faint, repeating circuit-like patterns in a darker shade of green. The main text is in a bold, green, sans-serif font.

# AN EASY QUESTIONNAIRE TO IDENTIFY LHF

If you are interested send  
me an email to  
[energy.services@seas.sk](mailto:energy.services@seas.sk)  
and we will send you the  
questionnaire

# THE IMPORTANCE OF AN ENERGY MANAGEMENT SYSTEM

MEASURING ENERGY FLOWS IN DETAIL TO FOCUS WHERE IT MATTERS

## MAPPING

Identify all major energy consuming machines

## IMPLEMENT

Implement and run the system to collect precious data over a long term period



## PARAMETERS

Define all parameters which will be key to take future energy efficiency related decisions

## DECIDE

Based on the collected data decide which technology is worth replacing with a more recent and efficient one



# LED LIGHTING MODERNIZATION (2019)



## ENERGY PERFORMANCE CONTRACT

MAKES SENSE IF FACTORY WORKS 24/7

FULL FINANCING GIVEN

ENERGY SAVINGS > INSTALMENTS

CASH FLOW POSITIVE FROM DAY ONE



## SAVINGS

62%

## MWh SAVED

540

## CONTRACT DURATION

5 YEARS

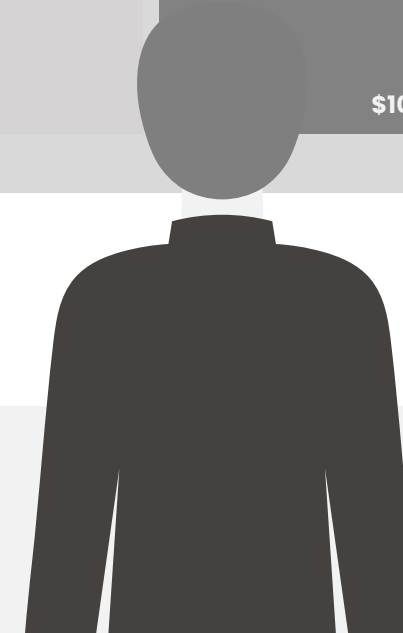
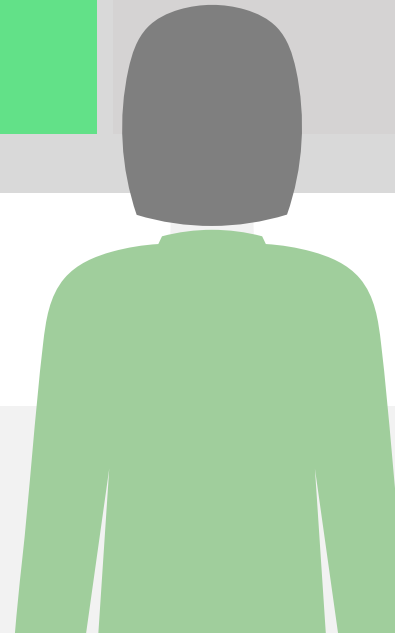
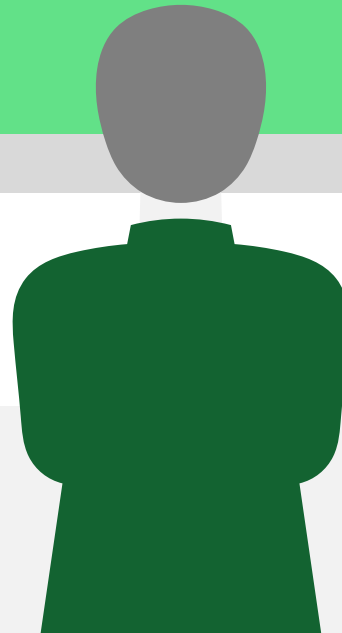
## AUTOMATIC REGULATION SYSTEM

DIFFERENT TYPES OF SENSORS

## LIGHT QUALITY

HUGE  
IMPROVEMENT

\$100,000.00



# GAS BOILER MODERNIZATION (2020)



**ENERGY PERFORMANCE CONTRACT**

**FULL FINANCING GIVEN**

**ENERGY SAVINGS > INSTALMENTS**

**CASH FLOW POSITIVE FROM DAY ONE**



**SAVINGS**

**52%  
(13%)**

**MWh SAVED**

**118**

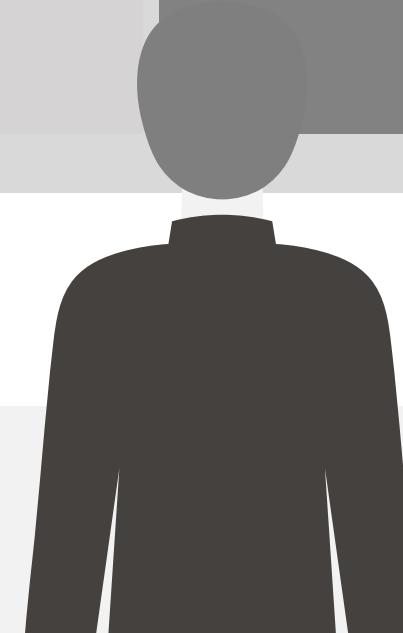
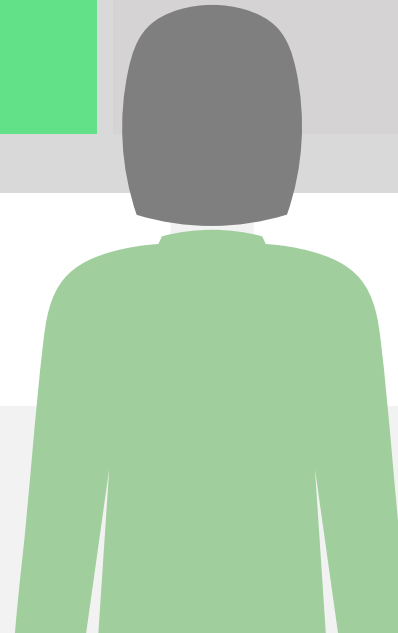
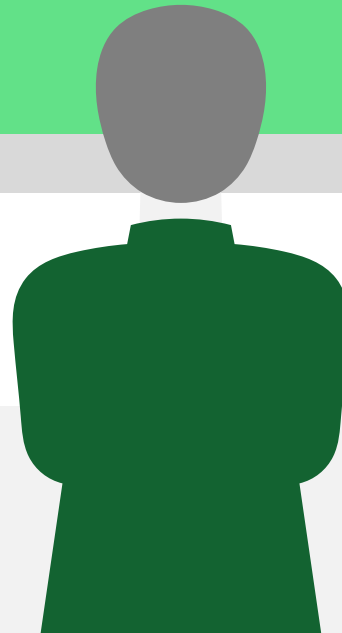
**CONTRACT DURATION**

**3 YEARS**

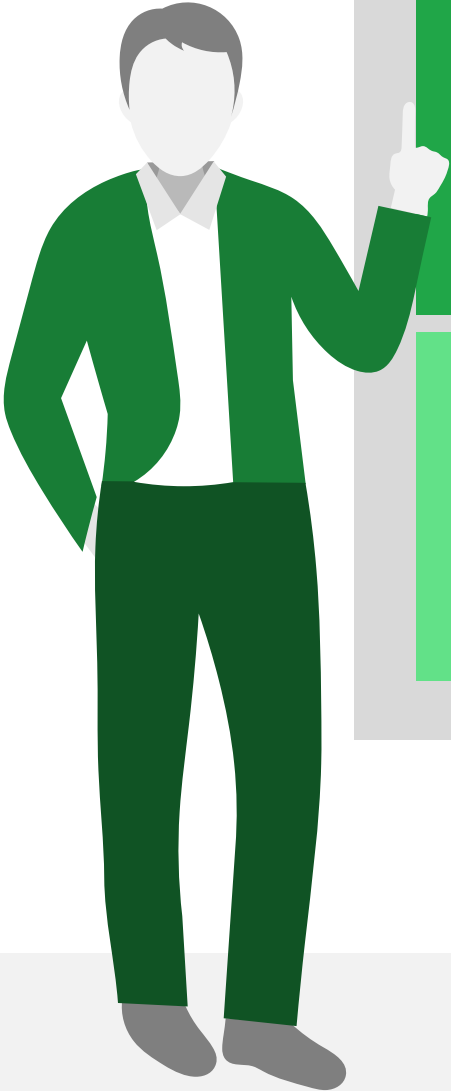
**UNMANNED OPERATION**

**AUTOMATIC  
REGULATION SYSTEM**

**COMPLETE  
INFRASTRUCTURE  
RECONSTRUCTION**



# DEMAND FLEXIBILITY as a SERVICE



**PARTNERSHIP CONTRACT**  
**OPERATIONAL LEASING CONTRACT**  
**ENERGY SAVINGS > INSTALMENTS**  
**CASH FLOW POSITIVE FROM DAY ONE**

**REDUCING  
DEVIATION  
COSTS**

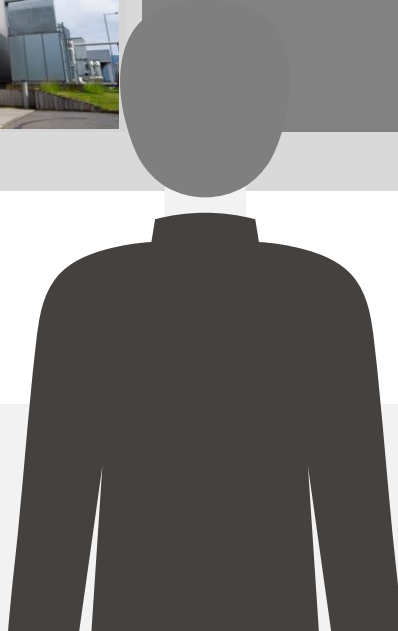
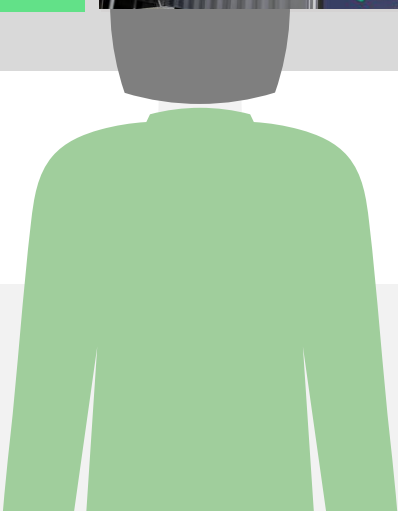
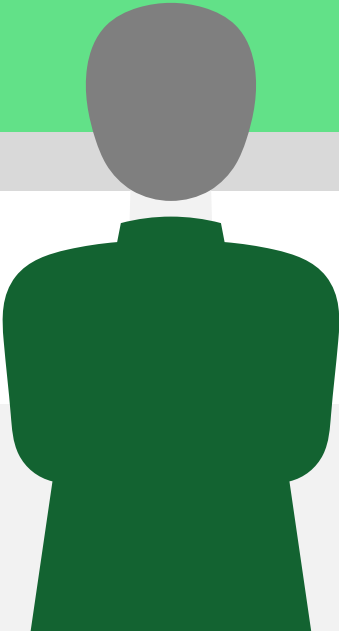
**PV SAVINGS**  
**10K Eur  
per  
year**

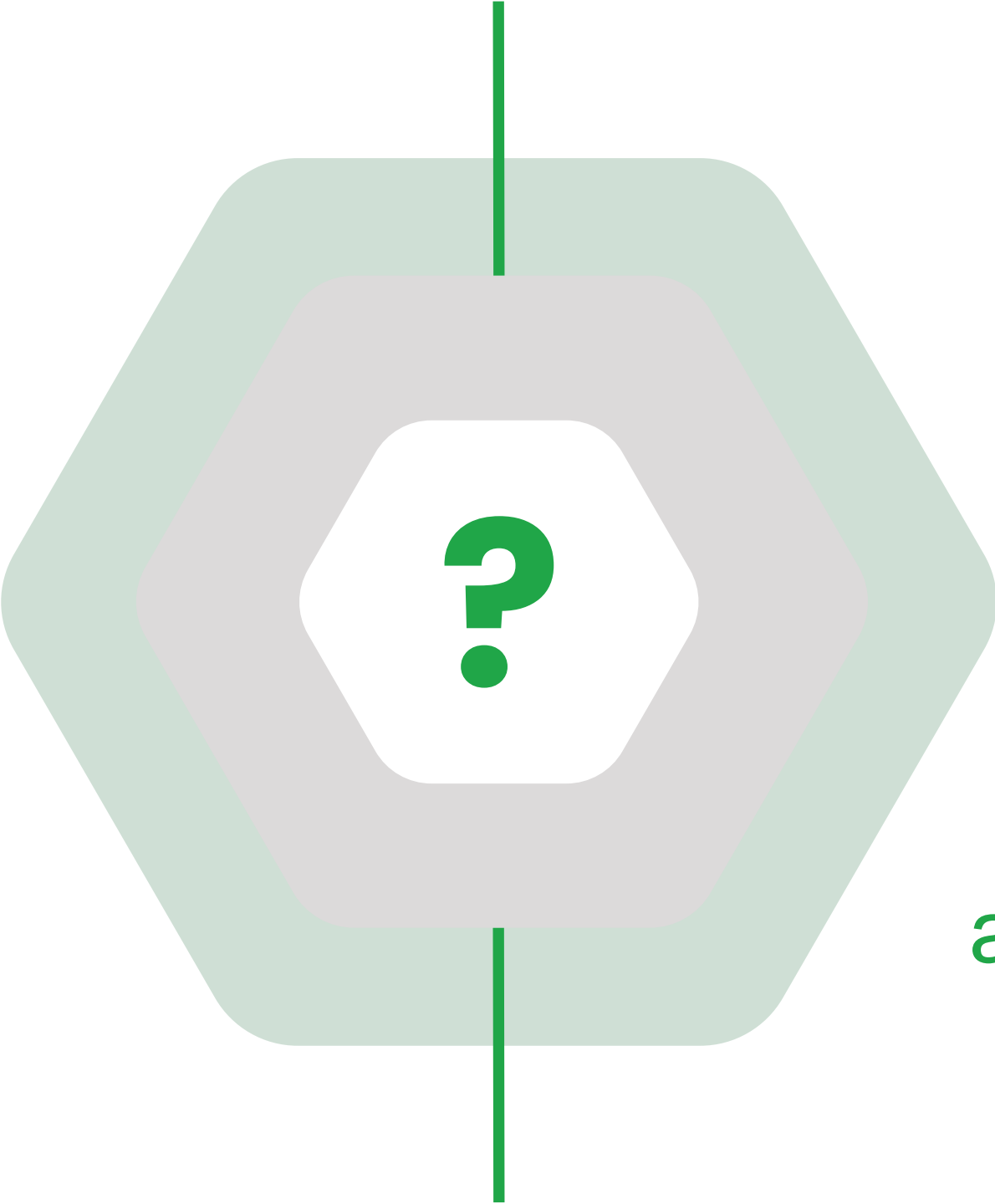
**BATTERY SAVINGS**  
**20K Eur  
per  
year**

**CONTRACT DURATION**  
**10 and 5 YEARS**



**IMPACTING ON  
CONSUMPTION and  
DIAGRAM**





**ANY**

**QUESTIONS**

**?**

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# len zapni