



Dealer  
Power  
Eastern Europe



# CREATING VALUE THROUGH ADVANCED SUPPLY SOLUTIONS AND A GLOBAL TRADING STRATEGY



# Milestones of the GEN-I Group

- 2004** GEN-I Group established
- 2007** **10** subsidiary companies  
**€ 100** million in turnover
- 2009** First independent company to enter the household electricity market in Slovenia
- 2010** **100** employees
- 2011** **€ 1** billion in turnover  
Largest electricity supplier in Slovenia
- 2012** Highest switching rate among 25 EU countries in natural gas supply  
First natural gas deliveries
- 2013** Entry to the household electricity market in Croatia
- 2014** **200** employees
- 2015** **20** subsidiaries  
**50 TWh** of sold electricity
- 2016** First supplier in the region to enter the market for the self-sufficient supply of energy through the construction of solar power plants
- 2017** First company in Slovenia to issue green bonds  
**€ 2** billion in turnover
- 2018** **400** employees  
**€ 2** billion in turnover
- 2019** **1000** solar power plants built

# Values



***“The basic principle for success is definitely a team because an individual is not worth much on their own. When an individual is on the right team and in the right position, and shares the same values with fellow team members, only the sky is the limit.”***

**Robert Golob, Ph.D. CEO**

## Our vision

### **The first choice**

Our intention is to become the most progressive and reliable player on the energy market of Southeast Europe by 2020. Our objective is to be the first choice for all segments of the energy chain through the optimization of production, trading and the optimization of energy consumption.

## Our mission

### **A reliable partnership**

Our professional and innovative approach helps us market electricity efficiently by offering production sources competitive purchasing prices, and by providing end-customers with high-quality services, a reliable supply and the management of costs associated with energy purchases.

# Customer-orientation

## More than 367,000 end-customers

in 5 countries supplied with electricity and/or natural gas.

## Affordable energy

Easy switching of supplier, savings in costs and reliable supply for households and business customers.

## 1,000 solar power plants built

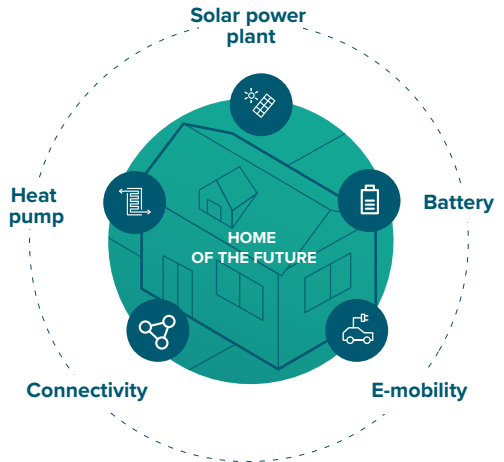
We are the first energy supplier in the region to offer the construction of micro solar power plants for the self-sufficient supply of energy.

# The Future

## Green and connected

Together with the digitalization of operations and the use of the most advanced technologies for the processing of large quantities of data, a focus on green technologies will be the central development point of our future operations.

The Group's aim is to actively contribute to the creation of success stories on the path to a carbon-free future and a clean environment for future generations.





The most successful  
switch rate ever  
recorded in Europe.



**19%**  
market share in  
**4**  
months



**38.6%**  
share of the end-customer  
electricity market in Slovenia

## Global Presence

### Present in more than 20 countries

with electricity, and in 8 countries with natural gas.

### 15 subsidiaries

across Europe enable great flexibility to fulfilling our local partners' needs.

### 200 trading partners

ensure ample liquidity for efficient portfolio management.

## Sales Volume

### 47.4 TWh of electricity

and 2.8 TWh of natural gas were sold in the physical delivery in 2018.

### 33.3% average annual growth of sales

We are the leading electricity trader on the markets of Central, Eastern and South-eastern Europe and becoming a more and more important player on the liquid markets of Western Europe.

# YOUR FIRST CHOICE FOR A RELIABLE PARTNER

*The GEN-I Group is one of the fastest growing and most innovative electricity and natural gas suppliers and traders on the European energy market.*

## Stable Growth

### **34.1% average annual growth in revenues**

between 2008 and 2018 makes us one of the fastest growing companies on the European energy market.

### **2.357 billion EUR of revenues**

was achieved in 2018, with expertise, efficiency and rapid responses to market changes.

