



# A win-win partnership between a supplier and a DR aggregator

PRESENTATION FOR DR4EU & EER JOINT EVENT ON 6TH MAY 2021



# Energy supply is a highly competitive market in France

## MULTIPLICITY OF PLAYERS ...



## WITH VERY SIMILAR OFFER

- Difference between energy offers not well perceived by consumers
- Similar quality of service
- No opportunity to compete on price



# ekWateur: the leading independent supplier of green energy in France

## WHO WE ARE

- Founded in 2015
- 1<sup>st</sup> independent energy supplier in France
- ~300k meters
- Multi awarded :
  - World's best green energy brand - Charge Energy Awards 2018
  - French Tech 120
  - B Corp since 2021



DIGITAL



COLLABORATIVE

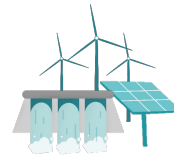


ECOLOGICAL



LOCAL

## OUR OFFER



100%  
RENEWABLE  
ELECTRICITY



RENEWABLE  
GAS



100%  
RENEWABLE  
WOOD

## And also ...



An integrated range of **PRODUCTS AND SERVICES** to help our clients in the monitoring and reduction of their consumption

# Differentiation by services is key to attract, retain customers and to diversify revenues



PROVIDE **INNOVATIVE  
SERVICES** AT THE MOST  
COMPETITIVE COST



OFFER MORE OPTIONS TO  
**REDUCE CARBON  
FOOTPRINT**



**SELL MORE  
THAN ENERGY**

DIFFERENTIATION TO ATTRACT AND RETAIN  
CUSTOMERS

NEW REVENUE  
STREAMS

# With DR connected device, value-added services are offered to customers

## HOME ENERGY MANAGEMENT SYSTEM TO FOLLOW AND OPTIMIZE POWER CONSUMPTION



### REAL TIME VIEW

Consumption control in real time and follow up on budget from day to day



### SCHEDULING

Room by room scheduling



### ON/OFF

Remote control of the appliances

# ekWateur maintains the full relationship with customers

Scheduling and installation  
of DR connected devices



Data management in  
accordance with GDPR and  
standards certified by TSOs



Demand response sold in all  
electricity markets  
(12+ years of experience)



Customer support training and experts for specific DR questions



Offering DR to customers  
under its own brand



Our values



81/100

"EXEMPLARY"  
LEVEL OF  
PERFORMANCE



High quality of  
service with no  
additional costs :  
High customer  
satisfaction



# ekWateur x Voltalis partnership brings value to customers



## ECOLOGY

Reduce global footprint by decreasing demand on peak hours



## ECONOMIC

Actively reduce customers electricity expenses



## SOLIDARITY

Participate in supporting electric system stability

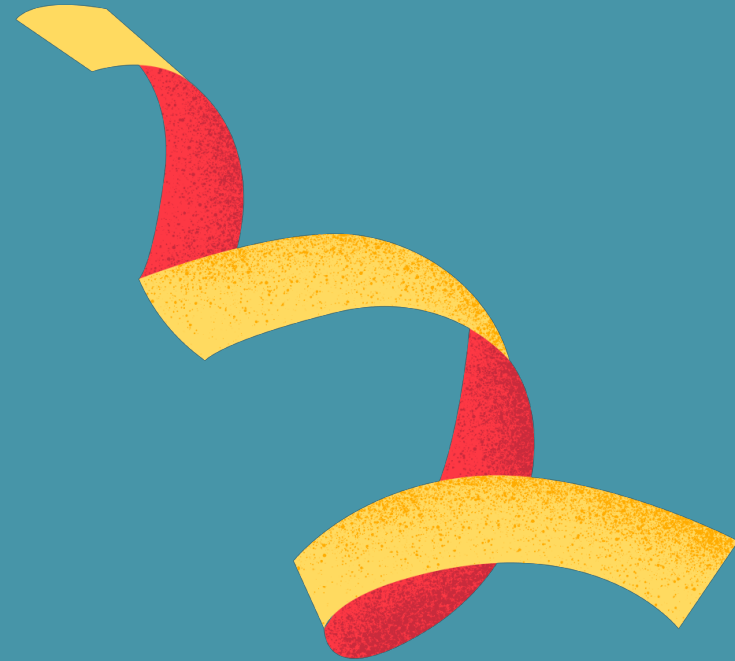


*"Really helps to control energy consumption"*

*"Very easy installation, carried out by excellent technicians"*

*"Great mobile application to monitor radiators"*

# You want to join the adventure ?



Suscribe now and get **200 kWh** for free with  
the code **DR4EU**



# **MANY TYPES OF PARTNERSHIPS IN DIFFERENT MARKETS**



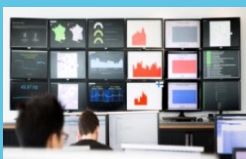
# MANY TYPES OF PARTNERSHIPS IN EUROPE



Innovative services create new revenue streams



Target existing customers and/or conquer new ones



Investment & revenue derived from Demand Response may be shared



Possibility to train employees or subcontractors

**YOUR DEMAND => OUR RESPONSE**  
**Terms of partnership are flexible and adapted to the market and the partner's needs**



*Thank you for your attention!*

To find out more:

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