



Engaging with Stakeholders to develop collective energy actions and overcome regulative barriers

A Utility's perspective

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Athanasios Papakonstantinou, PhD
Marion Paraschi, PhD

HERON at a glance

01

GENERATION

HERON 1: 147 MW OCGT
(open-cycle flexible generation)

HERON 2: 435 MW CCGT
(58% efficiency cutting-edge)

02

ELECTRICITY SUPPLIER

270k clients

Load Share: 6.81% [36.57%
for 20 licensed independent
suppliers)

Medium Voltage: 13.2%
Low Voltage: 6 %

03

NATURAL GAS SUPPLIER

1 TWh target for 2021

Retail: 20k meters ~ 250k
MWh

Industry: 750k MWh ~ 25%
market share

04

SUSTAINABILITY

Promotes RES adoption by
providing green commercial
products

Aligned with Group's
sustainability strategy

05

INNOVATION

Dedicated R&D Hub
supporting Group's activities

Participation in H2020 and
National projects



GEK TERNA Group

- HERON group of companies is part of GEK TERNA Group
- GEK TERNA: leading construction, concessions and renewable energy company in Greece with portfolio across Europe
- Dominant Energy player in Greece through TERNA ENERGY and HERON
- TERNA ENERGY: RES assets at operation ~ 1 GW, approved licences ~ 1.3 GW
- Target for 2025: 3 GW RES assets
- Joint venture (50%) 877 MW in new H-class CCGT plant investment

HERON: An “extrovert” Utility

The typical role of a Utility

- Selling electricity (and natural gas)
- Engaging with the public as prospective or existing clientele

A machine with bills as its only output

The HERON way

- Selling electricity (and natural gas) and bringing RES to its **whole customer base**
- ~ **everyone** can become a RES producer
- Building partnerships with **clients and stakeholders** (e.g. energy communities, municipalities, etc)

Multi-focused pursuing sustainability through innovation and stakeholder engagement

HERON: innovation and community building

Achieve sustainability by pursuing innovation and building partnerships

R&D commitment

Develop and test prototypes through pilots

Collaborate with Universities and start-ups to foster innovation and market launch concepts

Business driven technological innovation in support of company's core business models

- *Smart Metering and Data analytics in order to unlock residential consumers' flexibility*
- *Energy efficiency through personalised energy advice and dynamic tariffs*

Sharing expertise

Disseminate R&D output by engaging with municipalities and local communities

Identify common ground and align business interests ~ make effort, invest resources

HERON and HYPERION Energy Community

- *Offer land on which to build PV plant*
- *Expand Smart Metering pilots by including generation monitoring*
- *Offer billing and net-metering support*

Thank You!