



διανομή αερίου
αττικής
ΕΤΑΙΡΕΙΑ ΔΙΑΝΟΜΗΣ ΑΕΡΙΟΥ ΑΤΤΙΚΗΣ Α.Ε.

ΑΤΤΙΚΙ ΝΑΤΥΡΑΛ ΓΑΣ ΔΙΣΤΡΙΒΥΤΙΟΝ ΚΟΜΠΑΝΥ

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Commercial Director

26 June 2018

Natural Gas Market | The evolution

1995:
First Gas Law
(Law 2364)

2005:
Liberalization of the natural gas market,
establishment of
DESFA, the National
NG System Operator
(Law 3428)

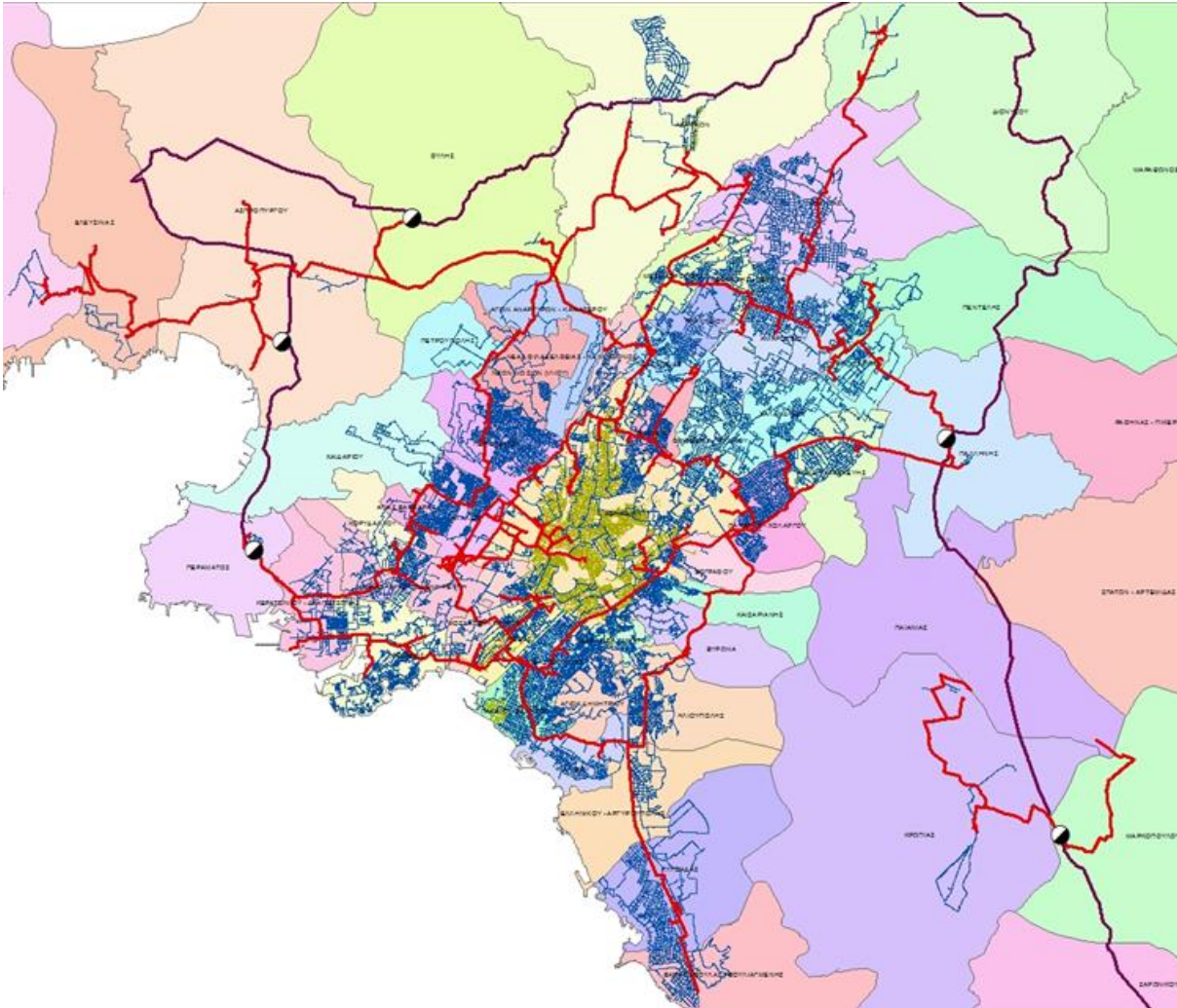
2001:
Establishment of EPA Attikis,
Shell/Cinergy in
cooperation with
DEPA SA

2015:
**Full liberalization of the retail
ng market, supply and
distribution unbundling |**
Eligibility status for industrial
customers

2017:
Eligibility status for large
commercial customers |
Unbundling of Distribution,
renaming to **EDA Attikis**

2018:
Eligibility status for all the
customers | **Activation of
suppliers to retail market**

EDA Attikis' Distribution Network



5 city gates

322 km medium pressure

3.105 km low pressure

52 municipalities

~70.000 service lines

~117.000 meters

~360.000 households &
businesses

Corporate Strategic Pillars



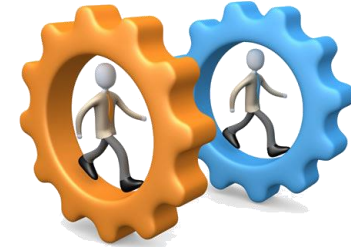
Safety

- Safe network operation
- Process safety
- Personal safety
- Road safety



Sustainable development

- Distribution volumes increase
- Penetration growth in current and new network
- Network users and end customers satisfaction increase
- Non-regulatory services development



Operational excellence

- Productivity and resource efficiency
- Compliance with the regulatory framework
- Optimization of operations and processes
- Employee satisfaction

Key Distribution Challenges



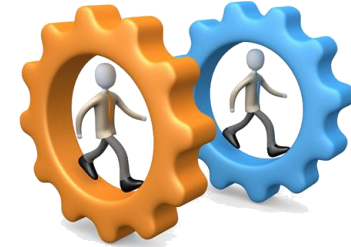
Safety

- ✓ Goal Zero



Sustainable development

- ✓ Increase penetration
- ✓ Fair & equal treatment of network users



Operational excellence

- ✓ Optimization of operations and processes
- ✓ Innovation


Operational Results 2017-2018



**100km
Network
& SL's**

**12,4 mil. €
CAPEX**

**9,0 mil. €
Subsidy**



**34.100
Households**

Subsidy Effectiveness 2017-2018

26.000 new households



13.500 tons reduction in CO2 emissions



€9,0 mil. budget committed



€36 mil. turnover for gas market

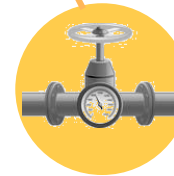
for each 1€ of subsidy there is an additional installation expense of 3€



All customers will consume next winter (Dec.-Feb.)



1.200 meter placement/month



E-platform to address fair & equal treatment of Supply Companies

- **Network users:** Authorized platform to manage switching among different suppliers
- **Engineers:** Web application for the management of internal installation studies & gas-on process
- **End customers:**
 - ✓ Web application for the submission & management of customers' requests & complaints
 - ✓ Web application for network availability tool to support new connections
 - ✓ Online payment – Online booking for gas-on appointment – Online meter reading
 - ✓ Online communication of technical works/emergencies

Optimization in Gas Distribution

- ❑ Modern and **high-level service** to users, partners and consumers
- ❑ **Develop** new products and services
- ❑ Creating **added value** for all interested parties
- ❑ The company as a **central reference point** for the market
- ❑ Contribution to the national strategic objective of **increasing gas penetration**
- ❑ **Reduce costs - Increase productivity** for the business

Key Project: Telemetry & Smart meters

2010:

Installation & operation of a telemetry system in large commercials & industrial customers



2016:

Pilot program of telemetry in retail customers (residential & commercials) with GPRS technology



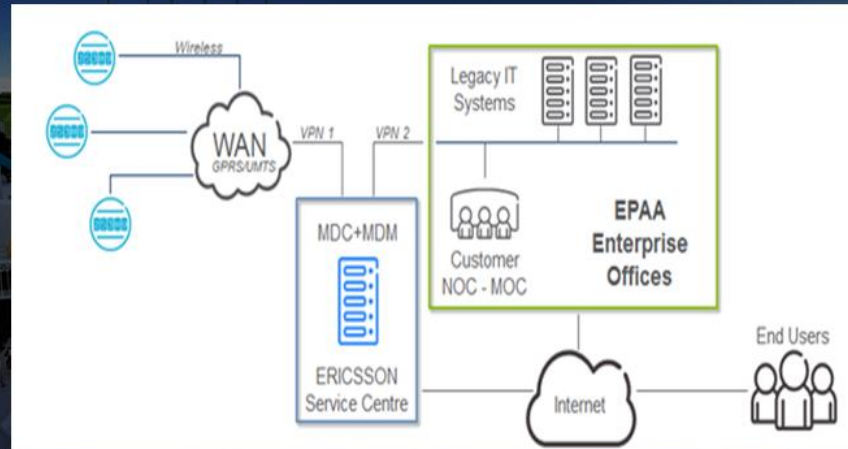
- ✓ **638 smart meters**
- ✓ **306 telemetry systems**

2017-2018:

Application of smart measurement systems in retail customers

Smart Meters

Ericsson's MiM - Smart Metering Solution Architecture overview



Smart Meters with GPRS/2G



Data logger with GPRS/2G
PicoDatcom

Smart Meters

- Remote reading of meter counter
- Two-way communication between meter and management base
- Support different pricing plans
- Detecting energy theft
- Ability to remotely disconnect
- Remote update of the meter firmware to integrate new services, communication protocols, etc.

- Ensure the smooth, secure, reliable and uninterrupted operation & monitoring of the Distribution Network
- Equal access for the Distribution Network Users Distribution
- Development, inspection, maintenance, replacement and upgrading of the Distribution Network
- Increase usage of natural gas & as a result increase value of distribution network



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Thank You!