



CREATING VALUE
**BASED ON A GLOBAL
TRADING STRATEGY**



Traded Volume in 2017

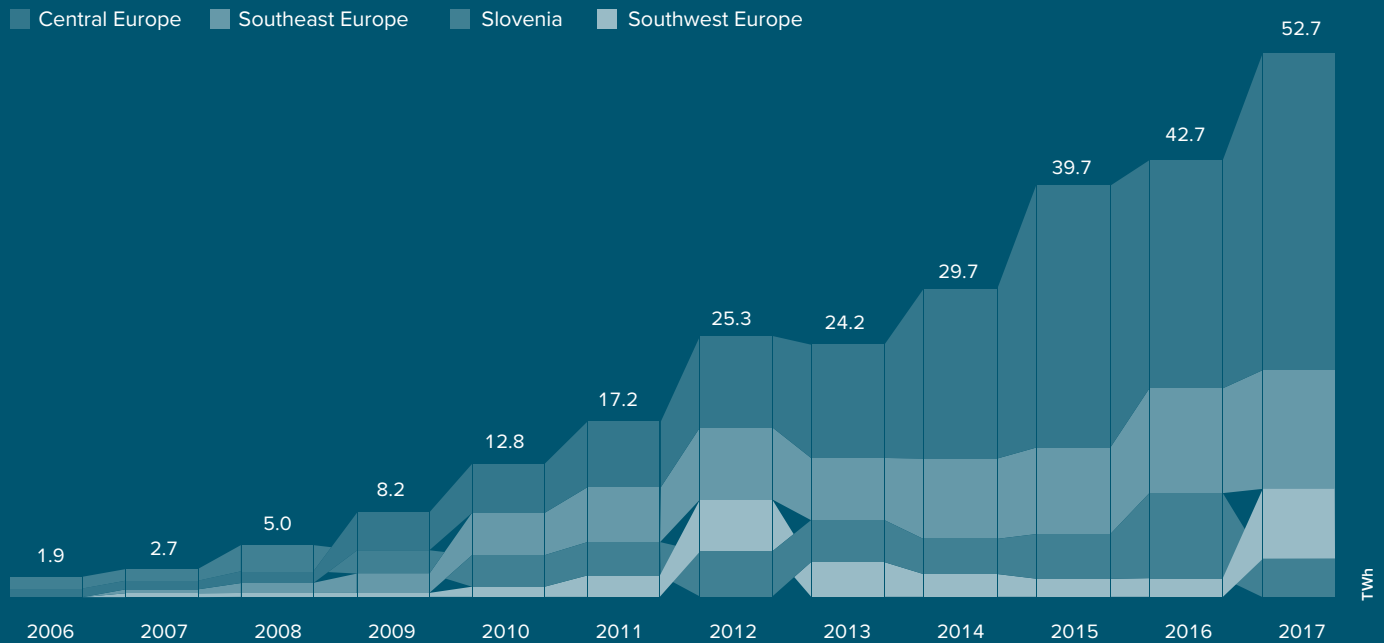
- **52.7 TWh** of electricity sold in physical deliveries
- **12.3 TWh** of electricity sold in financial derivatives
- **3.8 TWh** of natural gas sold in physical deliveries and financial derivatives
- **6.5 TWh** of electricity and **1.1 TWh** of natural gas was delivered to business clients and small consumers

Electricity

65 TWh

Natural gas

3.8 TWh



PHYSICAL ELECTRICITY DELIVERED BY REGION

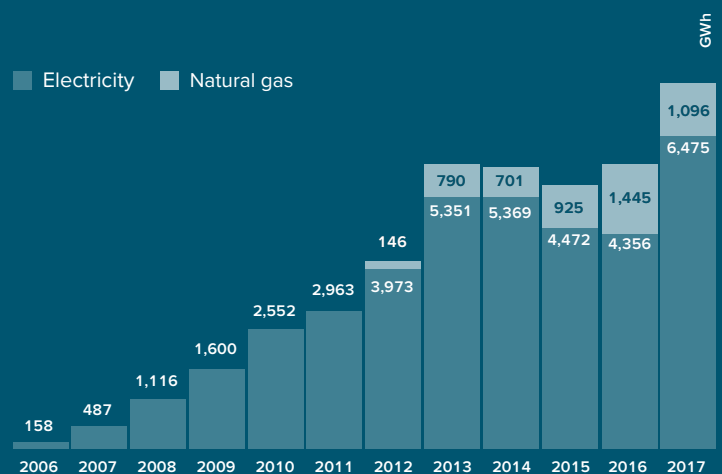
Market Share

In 2017 GEN-I re-confirmed its strong presence in Southeast Europe. In nine countries we are the leading company by market share in cross-border electricity flows.

54% of the total acquired cross-borders capacities on the borders of Central and Southeast Europe electricity markets in 2017.

41% share of the end-customer electricity market in 2016, and for the fifth year in a row we were the largest supplier of electricity in Slovenia.

19% of the Slovenian household natural gas market was achieved in less than four months, resulting in the most successful switch rate ever recorded in Europe.



PHYSICAL ELECTRICITY DELIVERED TO END CUSTOMERS



Globally present

Connecting Markets

- Leading electricity trader in Central, Eastern and Southeast Europe.
 - Commodity trading group operating in 22 countries, with subsidiaries in 17 countries.
 - Business relations with over 200 wholesale partners.
 - Trading in various commodities and financial derivatives on 19 European energy exchanges and commodity platforms.
 - Connecting Germany and France in the West, and Georgia and Turkey in the East.
 - Our global wholesale portfolio generates synergies on local retail markets by utilizing a centrally coordinated trading infrastructure linked with extensive market expertise.
- GEN-I's share of cross-border electricity trading in Southeast Europe reached 54% during 2017.
 - GEN-I further increased its share of the Slovenian retail electricity market to 40.9% in 2016, and thus strengthened its leading position.

Success in a dynamic and complex energy business is accomplished with an international team of more than 300 experts from a wide range of disciplines.

YOUR FIRST CHOICE FOR A RELIABLE PARTNER

Supply solutions

Tailor-made for your needs

We offer tailor-made supply products according to your flexibility requirements, and provide other various alternative solutions for optimizing energy purchasing costs. Our customers can choose between a wide range of fixed, variable and customized pricing contract options.

We generate solutions for your challenges. Every day, every hour, 365 days a year.

Intraday Trading

We are here for you 24/7

Our 24/7 fundamental-driven cross-border intraday trading, supported by advanced weather forecasting, actively exploits optimization opportunities and thus provides a competitive advantage to the portfolio management and market services that we offer to our clients, utilities, producers and industrial end-customers.

Trading Services

Bringing electricity and gas markets to your doorstep.

With the aim of suiting your needs, GEN-I provides portfolio management and various trading services through the entire energy value chain by exploiting optimization opportunities that develop from our global wholesale portfolio. With access to numerous energy markets, we help producers to maximize their financial results by using advanced structured market portfolio intelligence services, which in turn allow them to exploit market changes and thus generate financial returns from underutilized production facilities.

Demand Response

Turning market challenges to your benefit

Your active involvement on electricity markets will allow customers to maximize the utilization of their production or consumption units by creating additional revenue streams. We offer participation in a flexible aggregation pool and therefore turn your technical potential into added value. GEN-I is also a partner in the FutureFlow project with the aim of linking interconnected control areas of many TSOs of Central and Southern Europe, which today face increasing challenges with respect to the harmonization of the common ancillary services market.

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

Awards

Energy Risk Commodity Rankings

GEN-I Group was again awarded first place in the “Energy Risk Commodity Rankings 2018” in the category “Eastern Europe – power dealers”. This most prestigious of awards is recognition of the excellence of the Group’s operations and services. The GEN-I Group also ranked fourth in the Risk & Energy Risk survey among all European electricity traders this year, surpassing many big names in European trading.

Green Bond Awards 2018

The green bonds issued last year by GEN-I Sonce, a subsidiary 100% owned by the GEN-I Group, to facilitates sustainable green investments have received a distinguished award from the international Climate Bonds Initiative organization.

Trusted Brand award

For the fifth consecutive year, we received the Trusted Brand award in one of Europe’s largest consumer surveys for the most trustworthy energy supplier and the most trustworthy brand for environmental protection in the same category.

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	300 employees