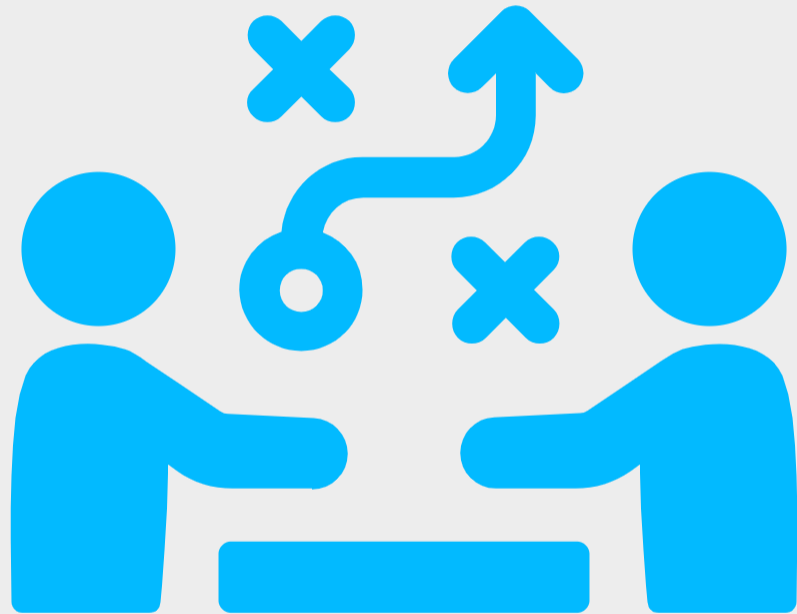




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Associação Brasileira dos
Comercializadores de Energia



2021 – 2024

Planejamento Estratégico

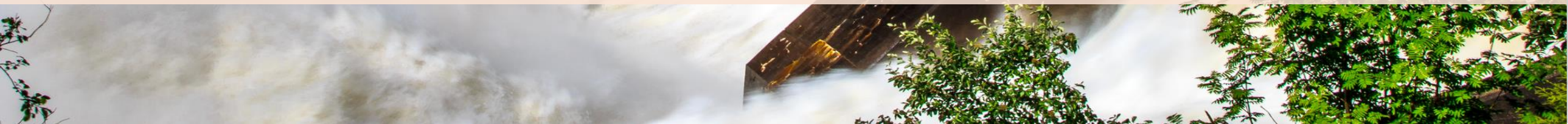
Como você está se sentindo hoje?





O Futuro do Setor Elétrico

16 de outubro de 2020



A photograph of a utility pole with a dense network of power lines and electrical equipment against a cloudy sky. The pole is the central focus, with numerous wires and components attached to it. The sky is filled with soft, white clouds. The overall scene is a close-up, low-angle shot of the power infrastructure.

O Futuro do Setor Elétrico

16 de outubro de 2020



O Futuro do Setor Elétrico

16 de outubro de 2020



O Futuro do Setor Elétrico

16 de outubro de 2020



O Futuro do Setor Elétrico

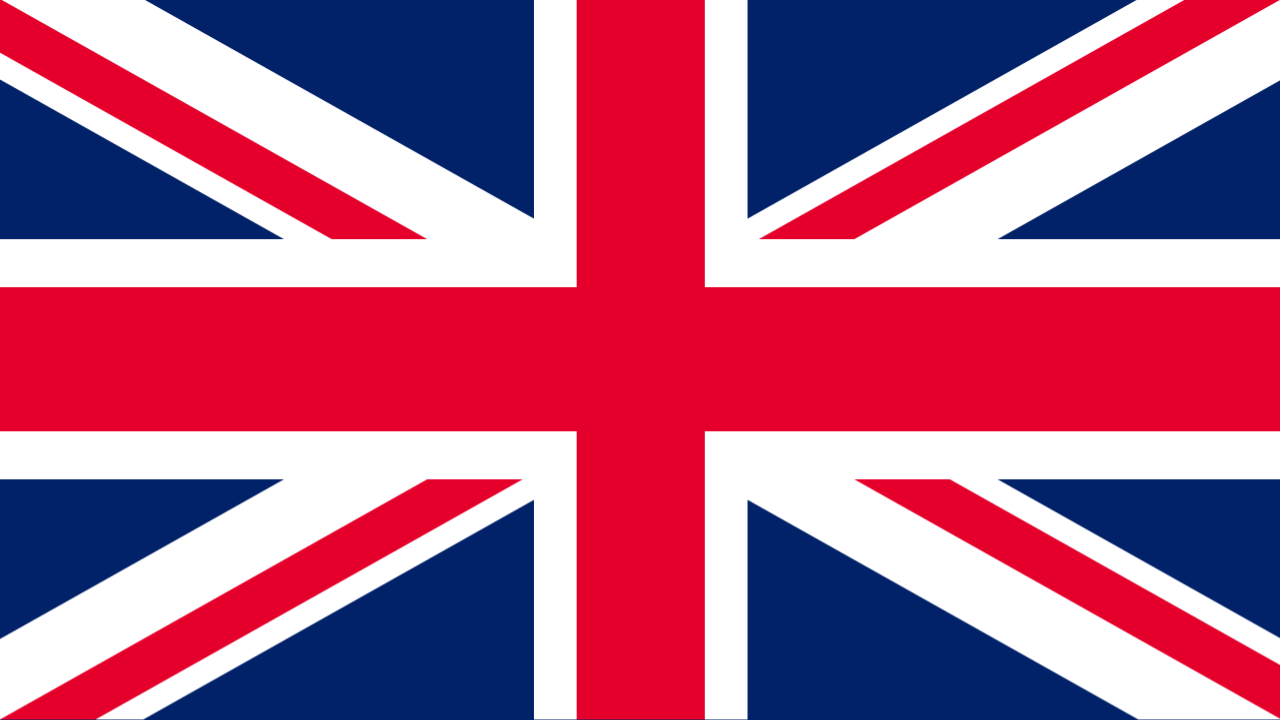
16 de outubro de 2020



O Futuro do Setor Elétrico

16 de outubro de 2020

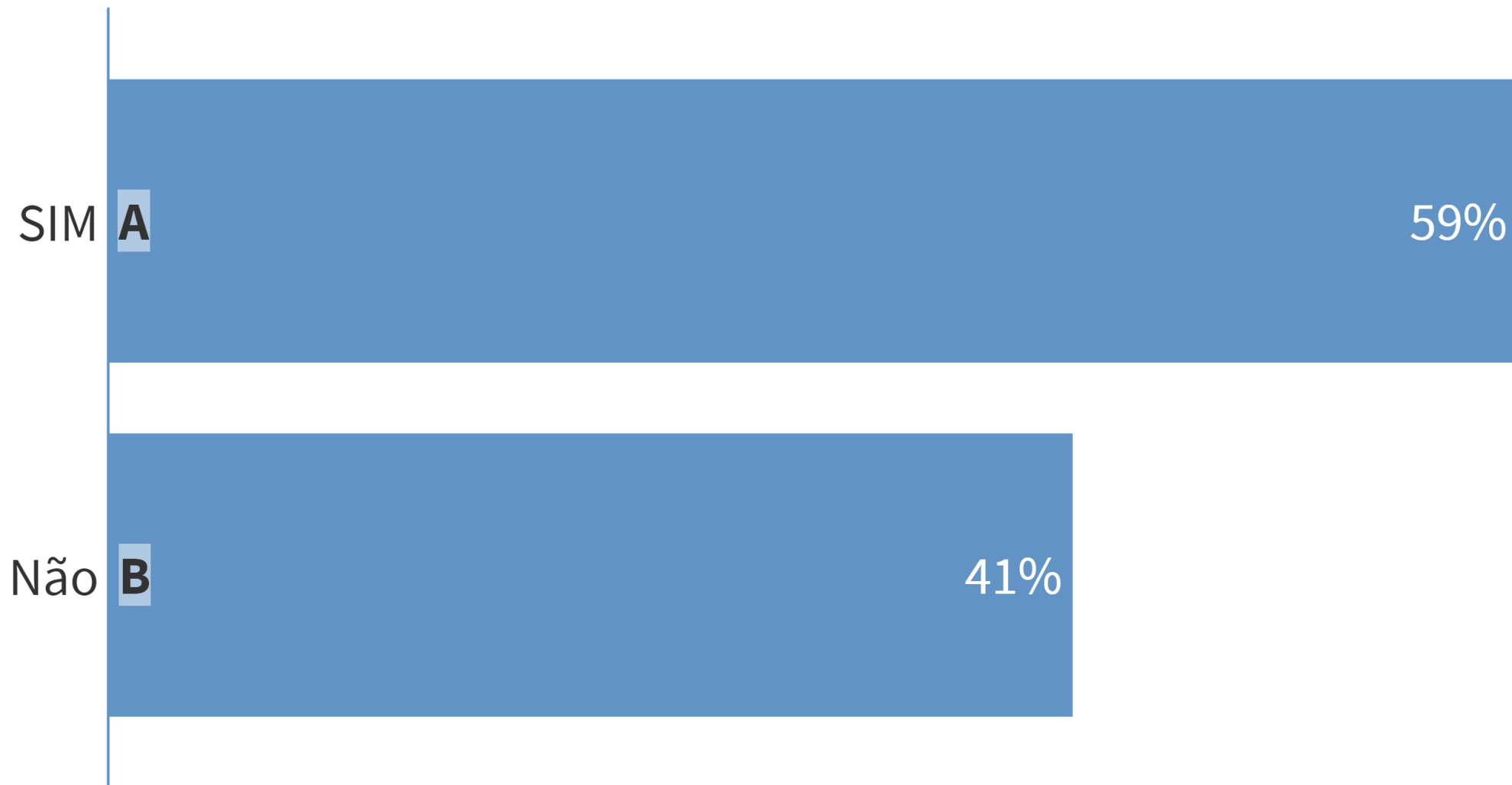








Você já pensou em desconectar sua casa da rede de energia elétrica?

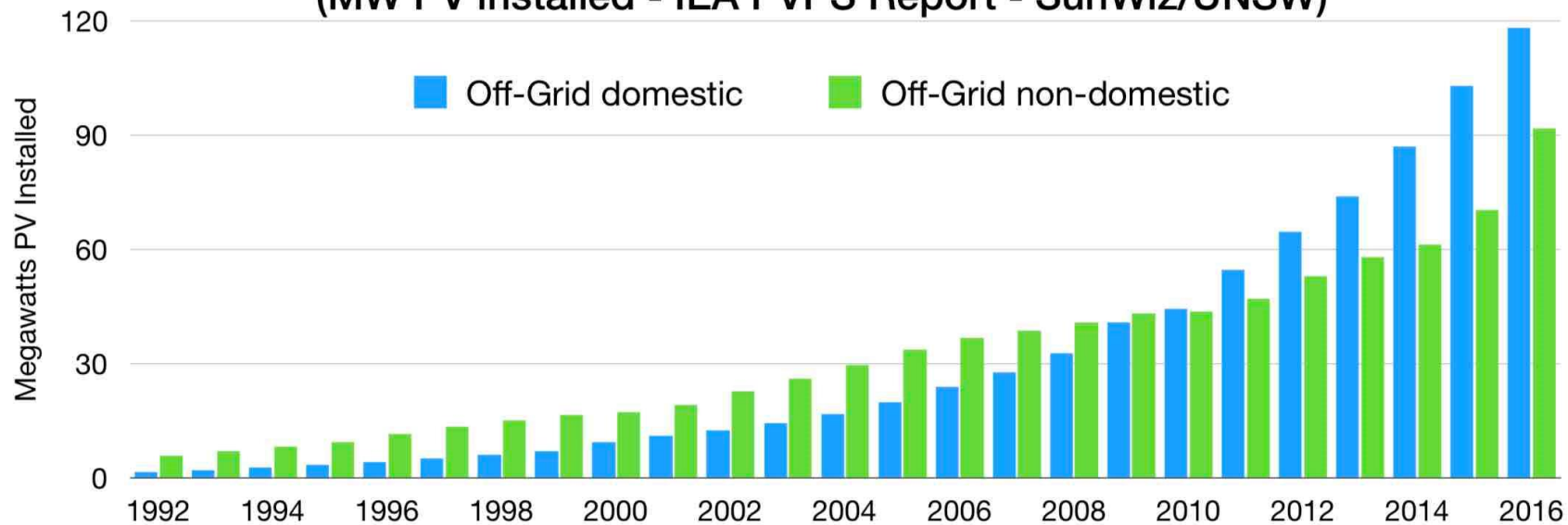




Angry and frustrated, more customers are quitting the grid

Growth of off-grid systems in Australia

(MW PV installed - IEA PVPS Report - SunWiz/UNSW)



Sub-market	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Off-Grid domestic	1,56	2,03	2,6	3,27	4,08	4,97	6,07	6,93	9,22	11,07	12,45	14,28	16,59	19,89	23,88	27,71	32,68	40,76	44,23	54,6	64,6	74	86,9	102,9	118,3
Off-Grid non-domestic	5,76	6,87	8,08	9,38	11,52	13,32	15,08	16,36	17,06	19,17	22,74	26,06	29,64	33,07	36,65	38,73	40,66	43,14	43,57	46,89	53,02	58	61,2	70,4	91,9
Grid-distributed		0,01	0,02	0,03	0,08	0,20	0,85	1,49	2,39	2,80	3,40	4,63	5,41	6,86	9,01	15,04	29,85	101,21	479,34	1268	2276	3070	3871	4578	5329
Grid-central				0,02	0,20	0,21	0,52	0,54	0,54	0,54	0,54	0,66	0,66	0,76	0,76	1,01	1,32	2,53	3,79	7,40	21,5	24	68,5	358,3	445,8
TOTAL (MWp)	7,30	8,90	10,70	12,70	15,70	18,70	22,52	25,32	29,21	33,58	39,13	45,63	52,30	60,58	70,30	82,49	104,5	187,6	570,9	1 77	2415	3225	4087	5109	5986



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That's \$50 if you sign up for a home electricity or gas plan, or \$100 for both.

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COMPARE PLANS



MOVE HOUSE



PAY BILL



SIGN UP



MY ACCOUNT



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Electricity

GREAT VALUE

AGL BUSINESS ESSENTIALS

Estimated cost

17% less than
reference price

\$510 **\$6116**
per month per year

PLAN DETAILS

Low rates fixed for 24 months
24-month Energy Plan Period
30 day payment terms

YOU'LL ALSO GET

- 24/7 Call Centre access or online support
- Select billing date & frequency
- Flexible Payment options
- Access to EOFY & GST Statements+
- No exit fees

BASIC PLAN INFORMATION

[Click here for Basic Plan Information Documents](#)

[Learn more ▶](#)

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AGL BUSINESS SMART SAVER

An average small business customer will pay

9% less than
reference price

\$553 **\$6634**
per month per year

PLAN DETAILS

10% guaranteed discount off usage and supply charges
24-month Energy Plan Period
Variable rate

YOU'LL ALSO GET

- 24/7 Call Centre access or online support
- Select billing date & frequency
- Flexible Payment options
- Access to EOFY & GST Statements+
- No exit fees

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SIGN UP NOW

Gas

GREAT VALUE

AGL BUSINESS ESSENTIALS

Low rates*
fixed for 24 months

PLAN DETAILS

Low rates* fixed for 24 months
24-month Energy Plan Period
30-day payment terms

YOU'LL ALSO GET

- 24/7 Call Centre access or online support
- Select billing date & frequency
- Flexible Payment options
- Access to EOFY & GST Statements+
- No exit fees

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AGL BUSINESS SMART SAVER

10% off
usage and supply charges*

PLAN DETAILS

10% guaranteed discount off usage and supply charges
24-month Energy Plan Period
Variable rate

YOU'LL ALSO GET

- 24/7 Call Centre access or online support
- Select billing date & frequency
- Flexible Payment options
- Access to EOFY & GST Statements+
- No exit fees

BASIC PLAN INFORMATION

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Solar energy

Get started with solar. Or get more from your system. We can help you harness solar energy, in more ways than one.

REQUEST A CALL BACK



Do more with your solar battery

Take your next solar step and join the battery-powered future. Find out how you can become part of a growing network of smart, connected batteries.

LEARN MORE





Renewables

Solar and wind power lead the charge in our renewables portfolio.

Committed to helping shape a sustainable energy future for Australia.

We're proud to be the largest ASX-listed investor in renewable energy generation in the country. Through our suite of renewable energy assets, we are taking action toward creating a sustainable energy future for our investors, communities and customers.

AGL plays a leading role in developing a pathway to a modern, decarbonised generation sector, developing and investing in new renewable and near-zero emission technologies.

Renewable sources are an important part of AGL's generation capacity (power stations owned, operated or otherwise controlled by AGL). Our renewable energy generation comes from many locations and is produced through various sources - we turn sunshine and wind into energy as the primary sources of our renewable generation, we also operate a number of landfill gas, biogas and hydroelectric schemes.



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MY ACCOUNT

Home > Business > Large Business > **AGL Energy Online**

AGL Energy Online

All your energy billing and usage info at your fingertips.

Always be in control of your account

Managing your business energy is easy with AGL Energy Online. Just log in to find details of your billing and energy usage in one place, anytime you need it. It gives you easy and secure, around the clock access to:

- view your current and previous bills back as far as October 2011, or from when your contract started, if later
- pay your bills online
- set-up eBilling or Direct Debit, and
- update your business details.

To register with AGL Energy Online, give us a call on 1300 793 477.





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SUSTAINABLE

Virtual Power Plant



VIRTUAL POWER PLANTS...



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Energy Pioneers



“When our biogas power plant was under construction, people wondered why we were installing 4 MW CHPs but only kept the motors running for a few hours a day” says Onno Wilberts while pointing at the three combined heat and power (CHP) units at the biogas power plant he operates with Guido Koch. “There was still a lot of educating to be done.” In 2011 Wilberts and Koch were pioneers in the German biogas industry. Their objective: A biogas power plant that can help stabilize grid frequency and follow a peak-load operation schedule that is tied to the price of power.



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← Menu



Renewable energies in the power system

3.08%

▼ Calm winds



Manual Mode ● VPP Mode



Você já despachou uma VPP?



VIRTUAL POWER PLANTS...



<https://www.next-kraftwerke.com/virtual-power-plant-vpp-simulation/?lang=en>

VIRTUAL POWER PLANTS...



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DIGITAL



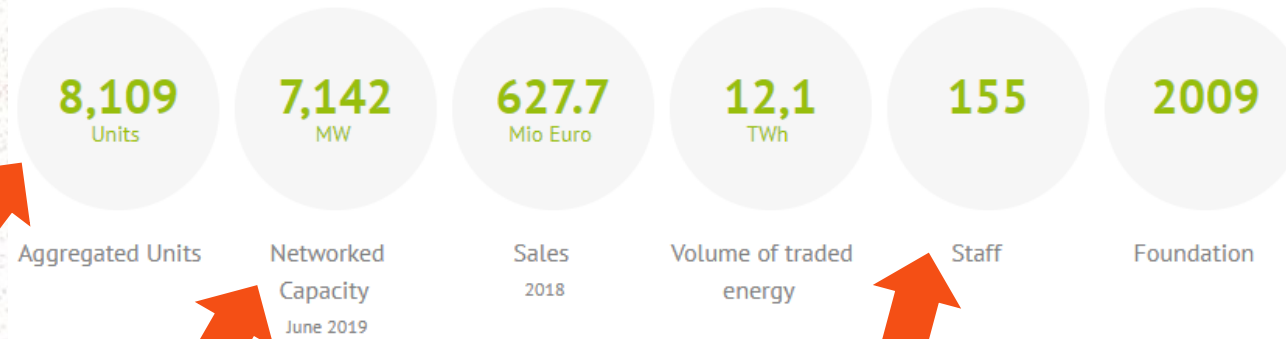
FLEXIBLE



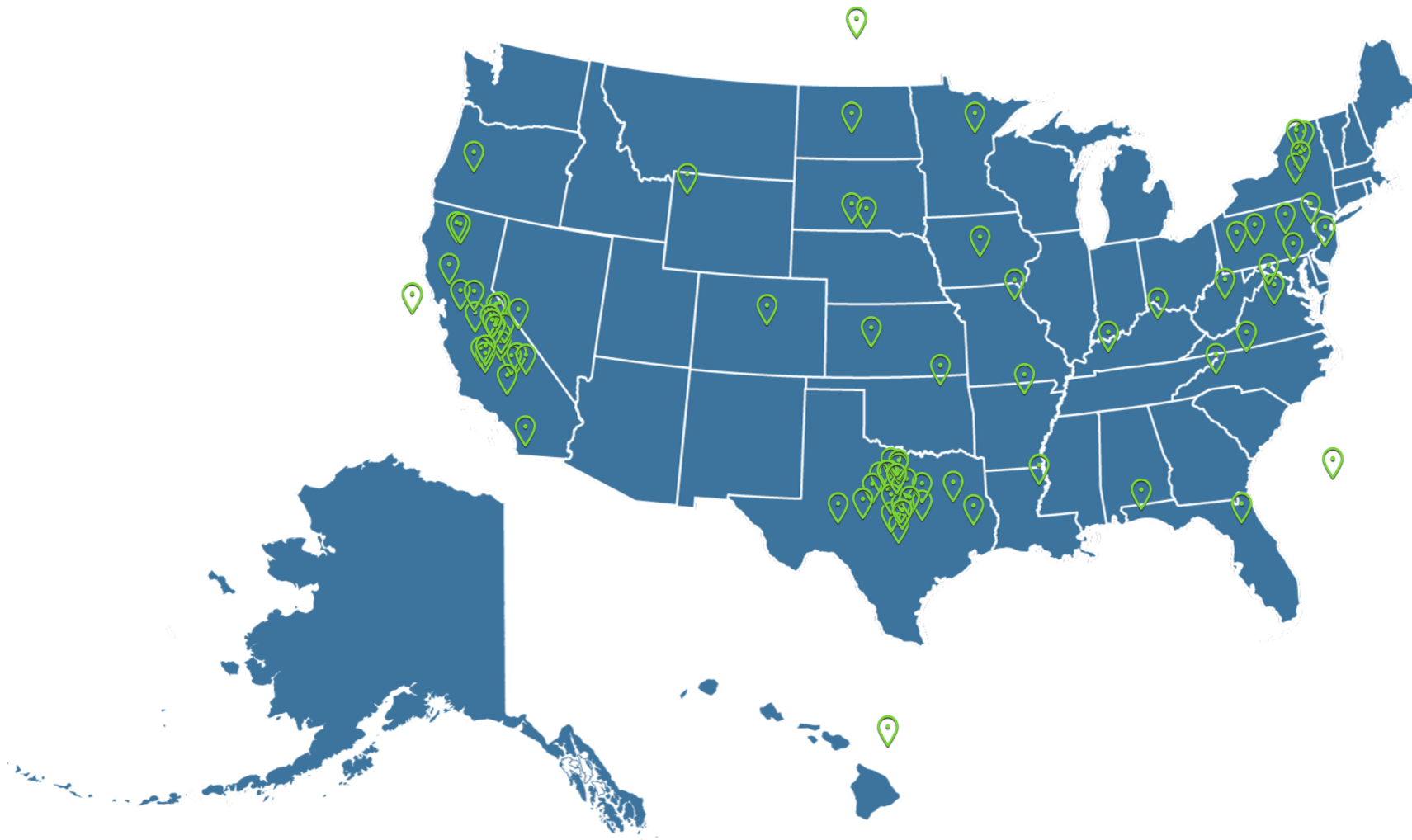
SUSTAINABLE

Facts & Figures

Virtual Power Plant Next Pool



Clique na(s) região(ões) que você sabe que o consumidor americano é Livre...







Forte apelo para os veículos elétricos...



www.energy.gov

eGallon: Compare the costs of driving with electricity

What is eGallon?

It is the cost of fueling a vehicle with electricity compared to a similar vehicle that runs on gasoline.

Did you know?

On average, it costs about half as much to drive an electric vehicle.

Find out how much it costs to fuel an electric vehicle in your state

US Average

regular gasoline

2.17

electric eGallon

1.21

Data and Methodology
Updated: September 26, 2020

ENERGY.GOV

eGallon: Compare the costs of driving with electricity

What is eGallon?

It is the cost of fueling a vehicle with electricity compared to a similar vehicle that runs on gasoline.

Did you know?

On average, it costs about half as much to drive an electric vehicle.

Find out how much it costs to fuel an electric vehicle in your state

California

regular gasoline

3.09

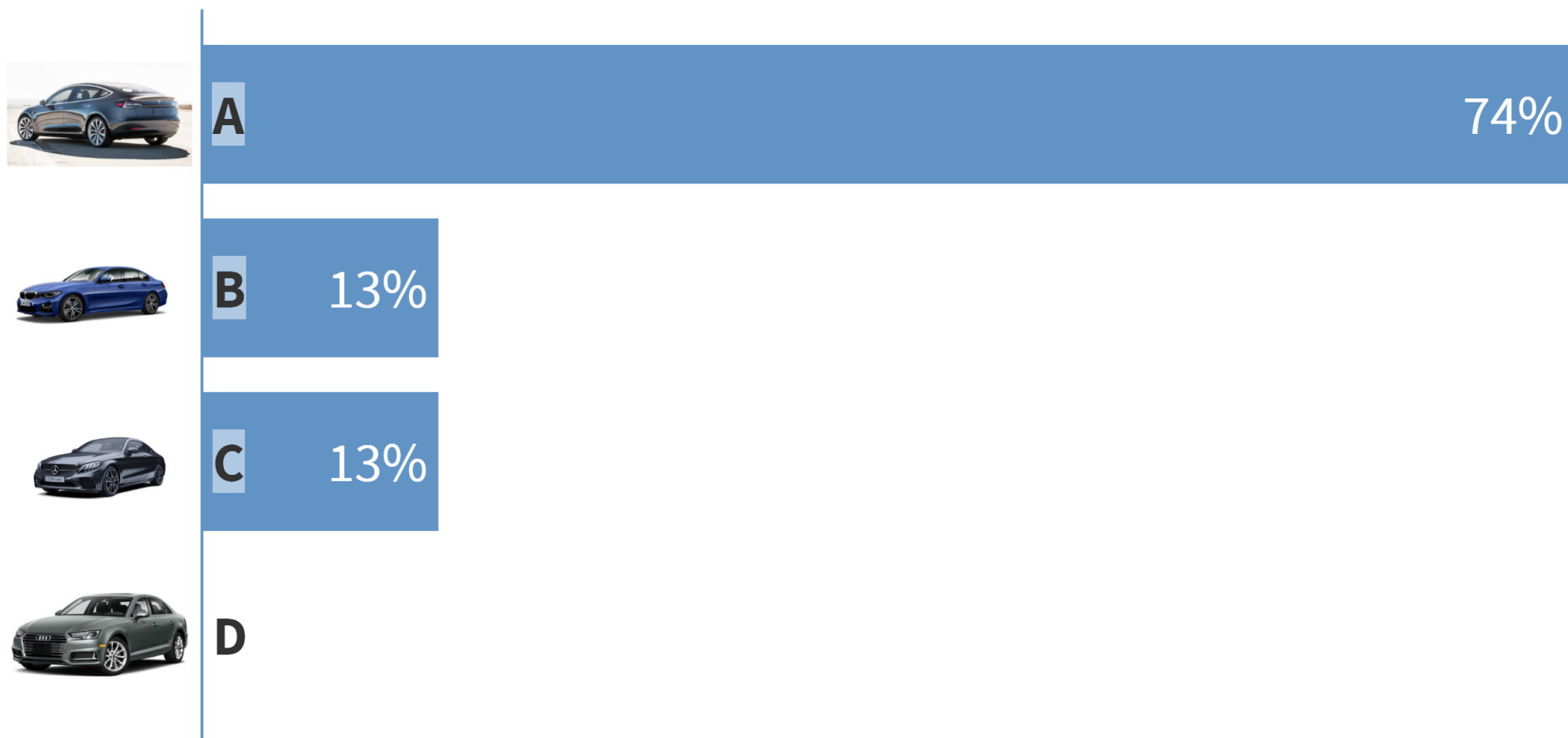
electric eGallon

1.83

Data and Methodology
Updated: September 26, 2020

ENERGY.GOV

Qual desses carros você gostaria que a ABRACEEL sorteasse no jantar de fim de ano?



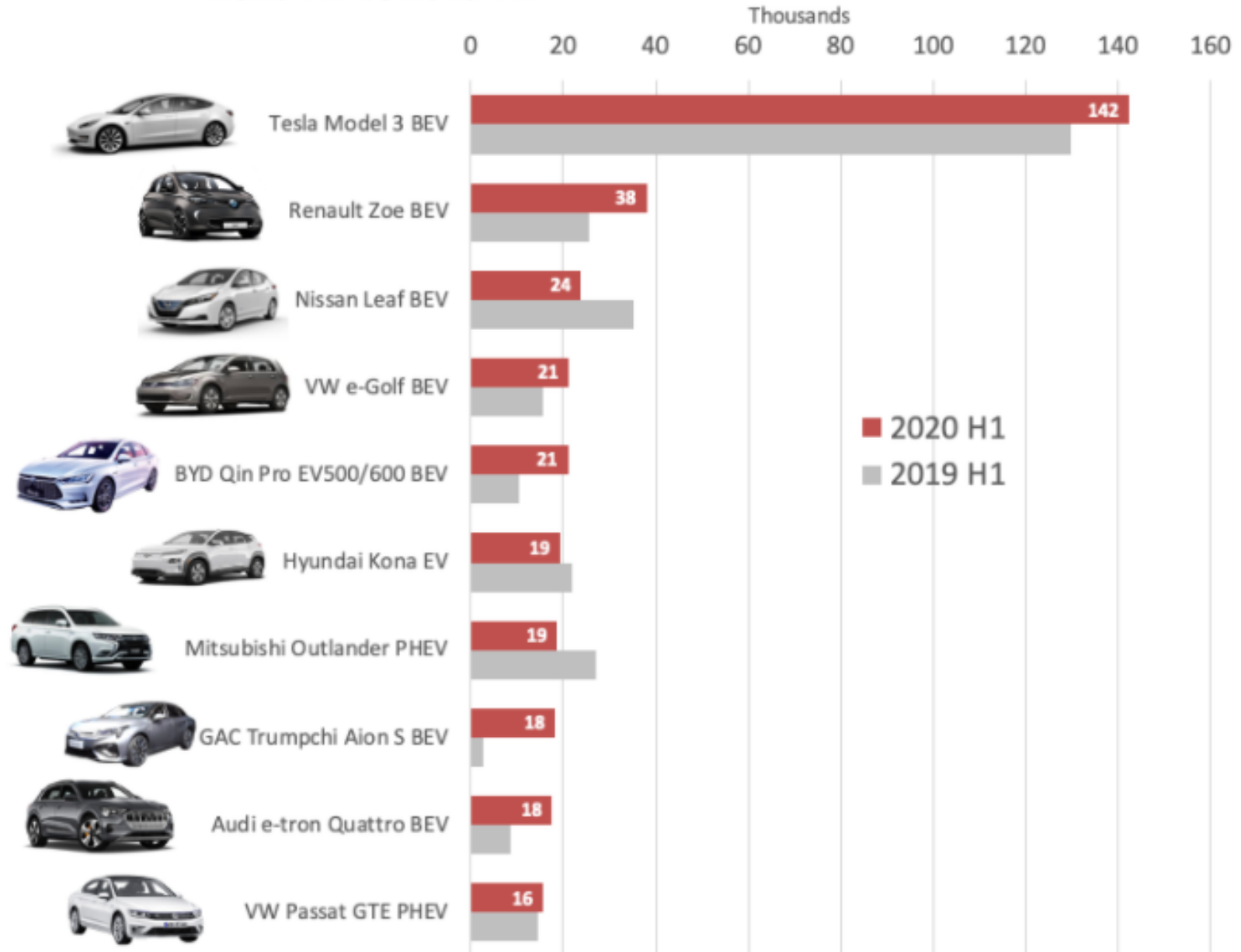


Entregas de Janeiro a Junho de 2020, em mil carros

	Europa	EUA	China	Global	Vs 2019 Q1
Tesla Model-3	33	41	48	142	12
BMW 3&4	62	22	65	162	-28
Mercedes C & CLA	74	18	70	177	-71
Audi A4 & A5	50	19	51	125	-72
Outros	35	47	15	112	-63
Total	254	147	249	718	-222

TOP-10 EV MODELS - GLOBAL DELIVERIES 2020 H1 vs 2019 H1

 www.ev-volumes.com



Picture Credits: WattEV2Buy

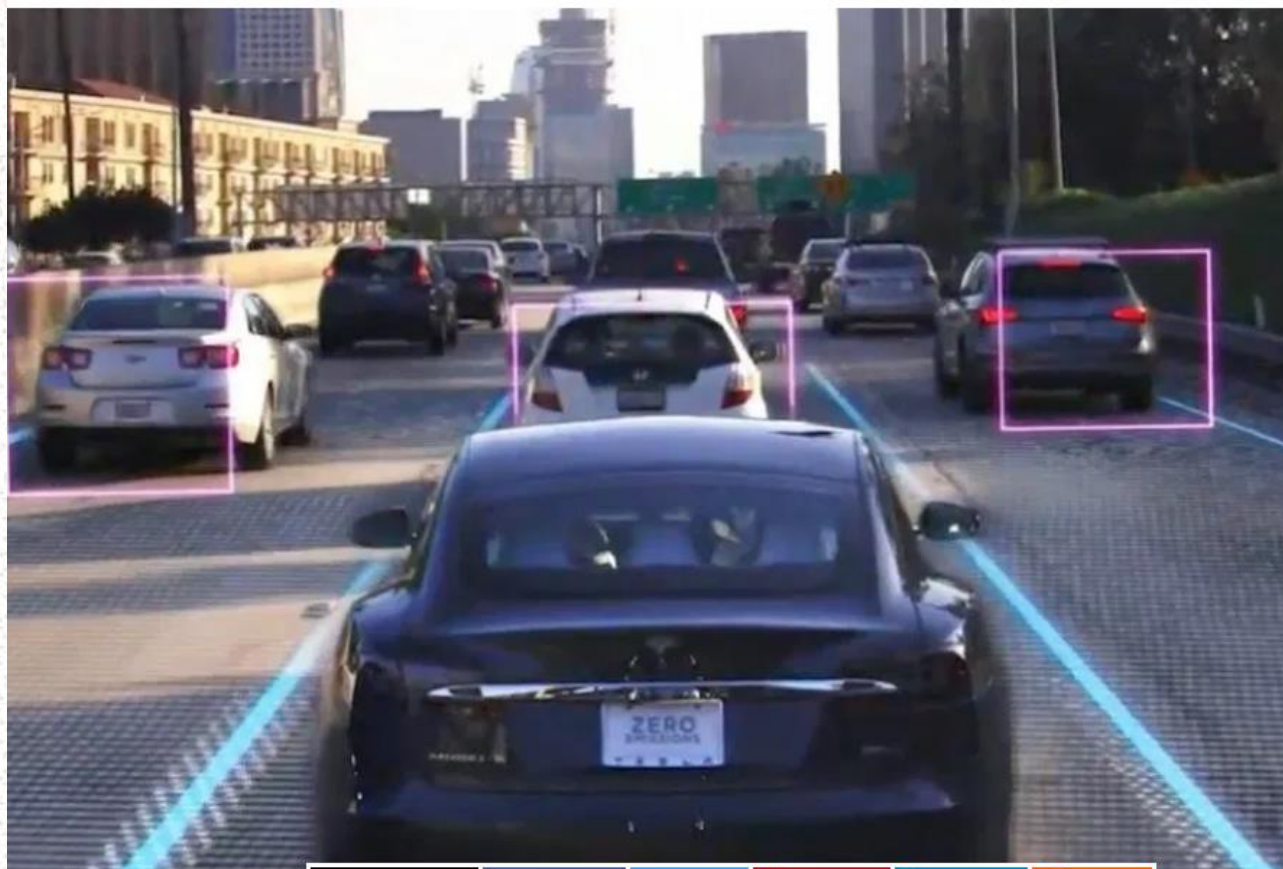
Forte apelo para os veículos elétricos...



electrek.co

Tesla to release 'Full Self-Driving Beta' to some customers next week

Fred Lambert - Oct. 12th 2020 8:33 am ET [@FredericLambert](#)



213 Comments

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Scooters também são mobilidade elétrica...



electrek.co

NIU stock price jumps 12% after selling quarter-million electric scooters last quarter

Micah Toll - Oct. 9th 2020 1:58 pm ET  @MicahToll

ELECTRIC SCOOTER



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EV Volumes

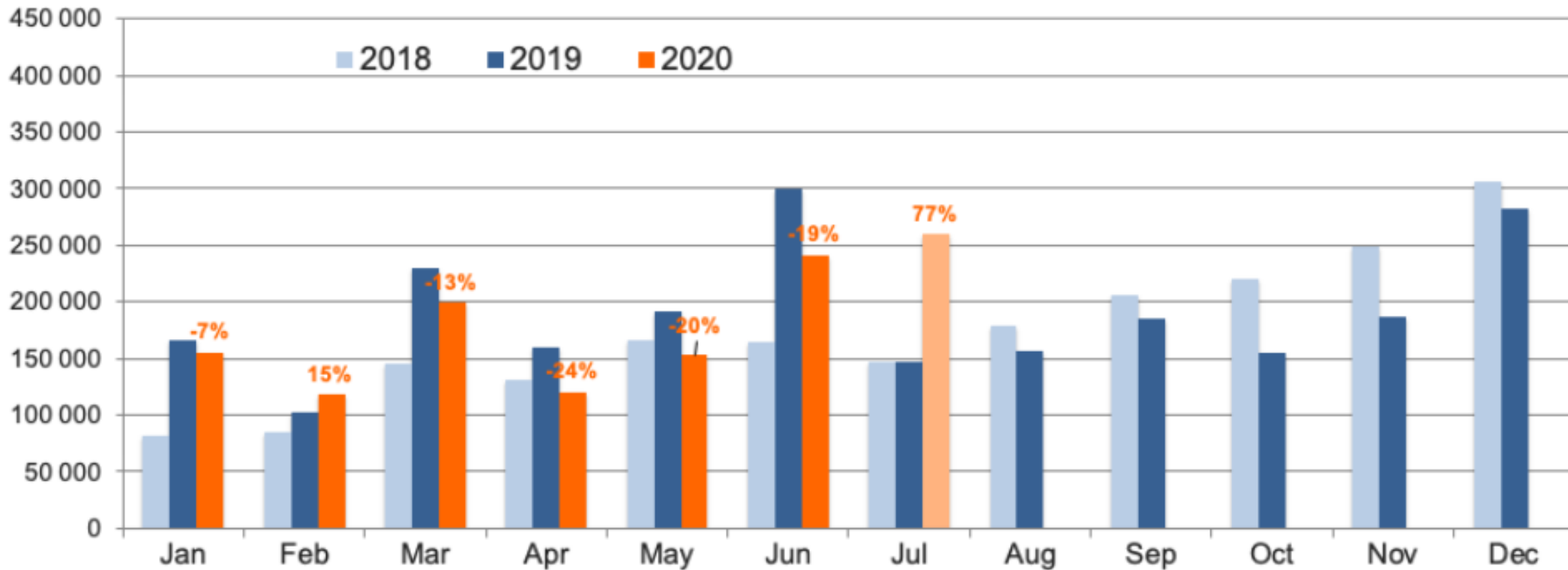


www.ev-volumes.com

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&
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Light
Vehicles

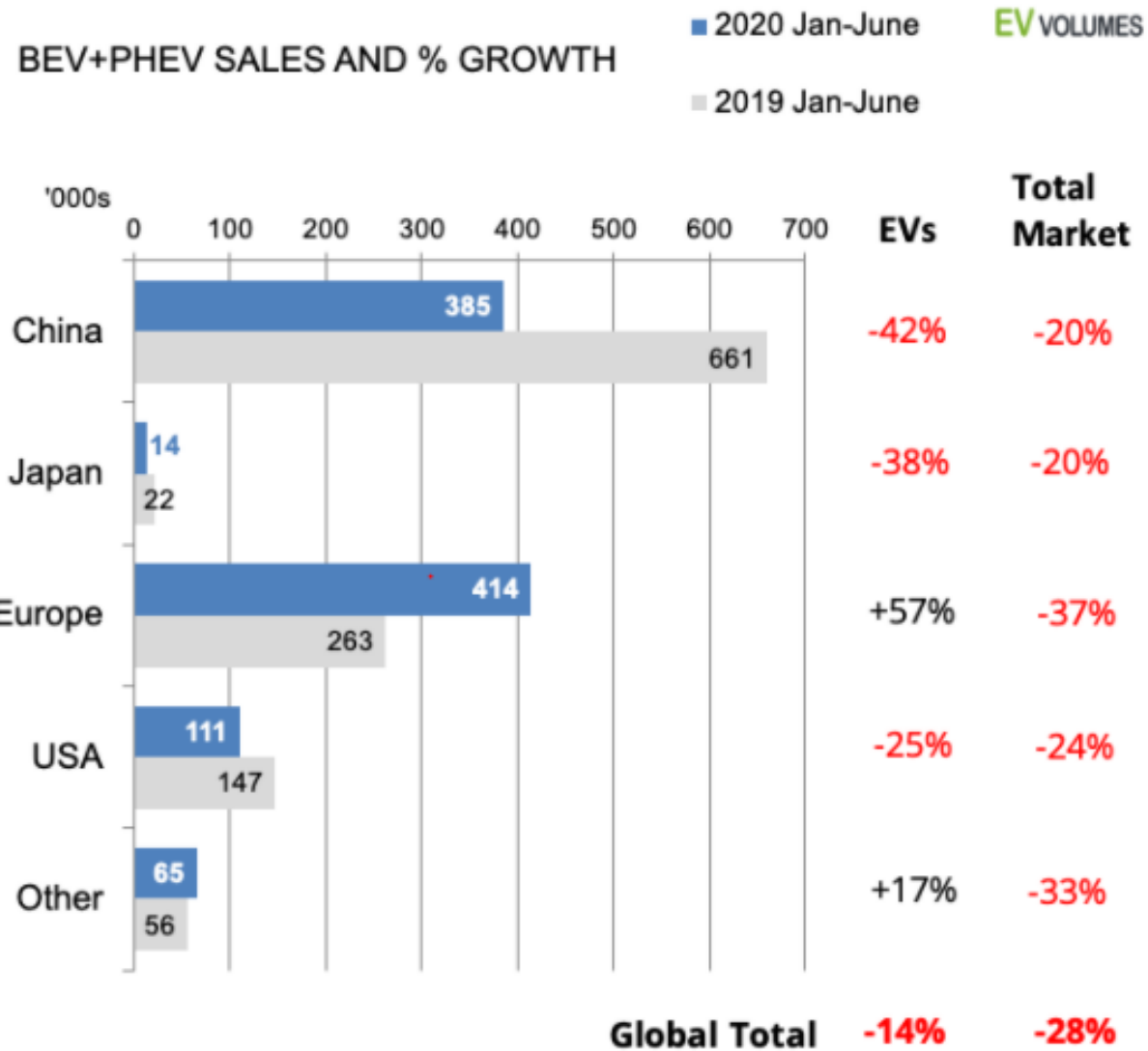
EV VOLUMES



EV Volumes



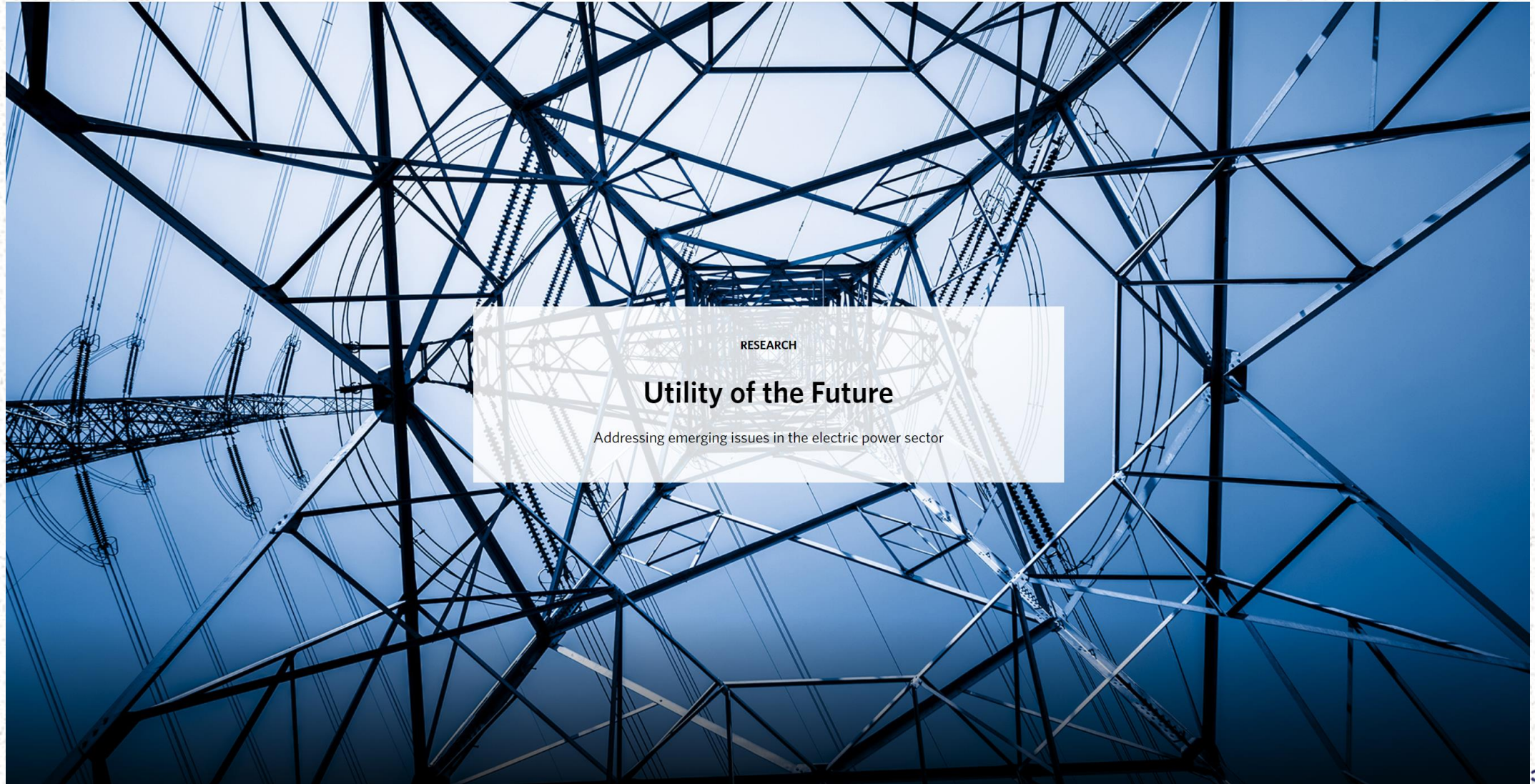
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The energy transition disrupts traditional business models, shifting commodity driven portfolios to data driven services. With a suite of Energy Data Management and Energy Intelligence Solutions, Energyworx SaaS uncovers and monetizes the hidden value of data, providing you with actionable insights. **Instantly.**

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NOT MONTHS**

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European Utility Week





DELIVERING BUSINESS CAPABILITIES ACROSS THE ENERGY VALUE CHAIN



SUPPLY

Generation, Market Operation, Trading

ASSET EFFECTIVENESS

e.g. Conditioning Monitoring, (non-)Technical Loss

COMMERCIAL OPTIMIZATION

e.g. VEE/Forecasting, Portfolio Management

EFFECTIVE MAINTENANCE

e.g. Preventive Maintenance (Hot Sockets)

NETWORK

Transmission, Distribution

CAPITAL EFFECTIVENESS

e.g. Dynamic Grid Planning

NETWORK OPERATIONS OPTIMIZATION

e.g. Fault Detection Monitoring

LOAD & CONSUMPTION OPTIMIZATION

e.g. Volt/Var Control

RETAIL

Commercial, Industrial & Residential

COST EFFECTIVENESS

e.g. Demand Response Programs

REVENUE ASSURANCE

e.g. Billing Determinants, Unbilled Revenue

CUSTOMER ENGAGEMENT

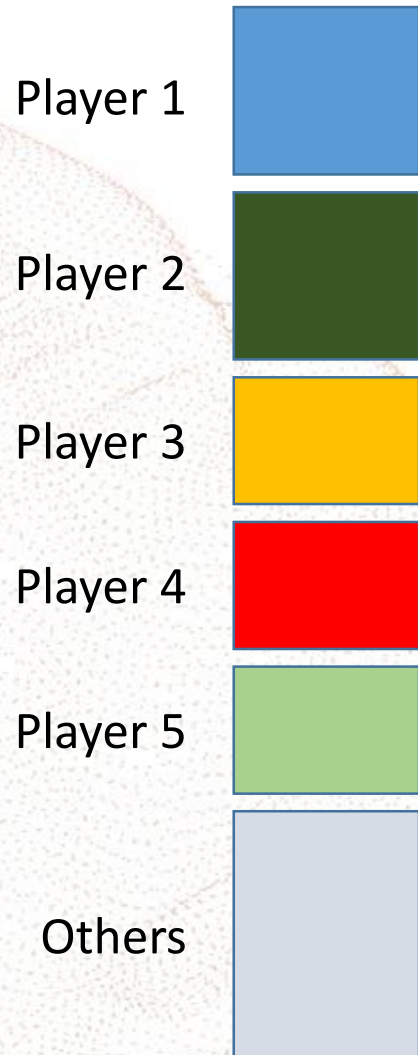
e.g. Energy Information Services



Freedom to choose the energy supplier



www.bain.com



60%

Retailer Energy Market is dominated by 5 players, at most...

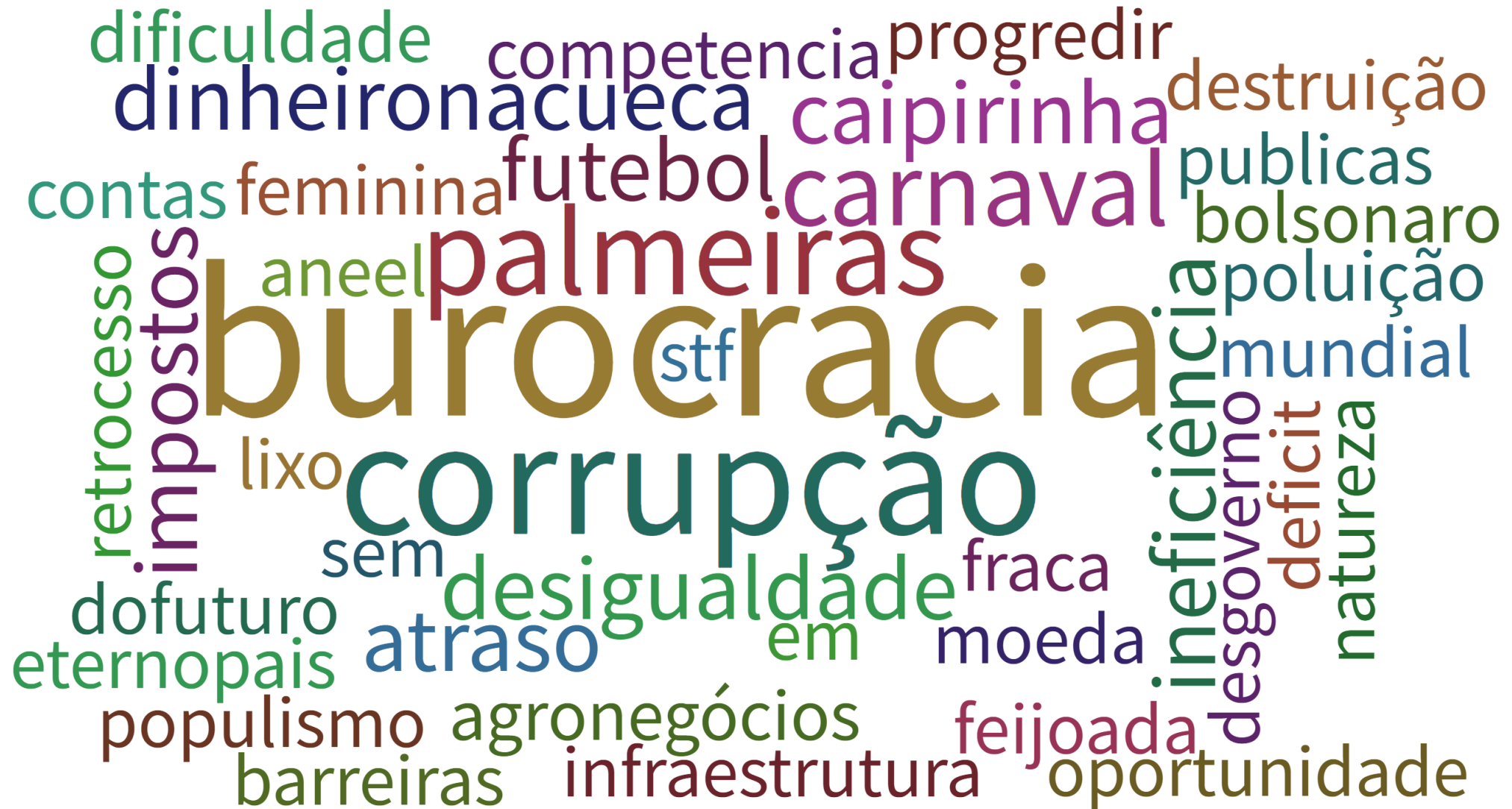




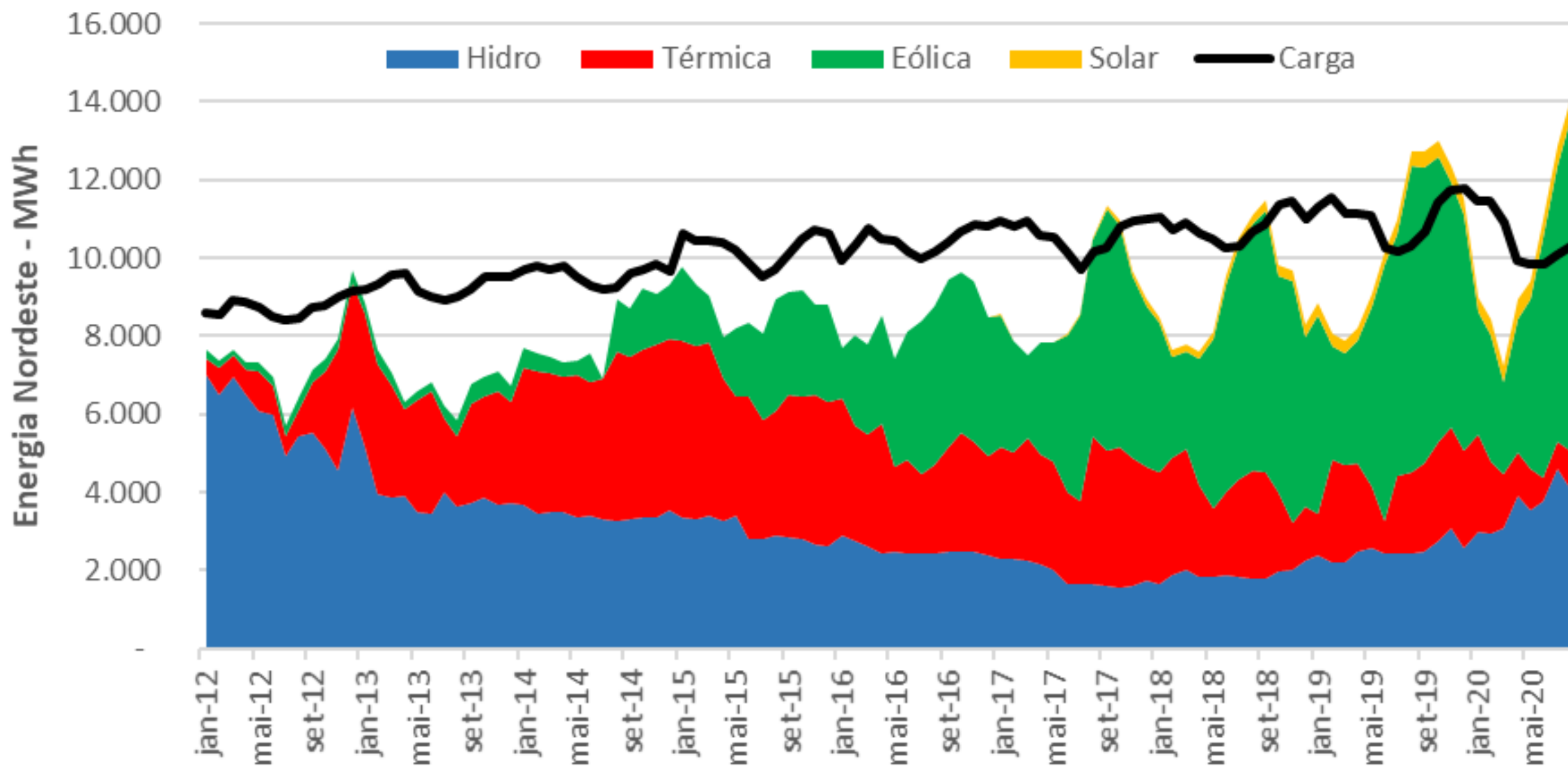


ORDEM E PROGRESSO

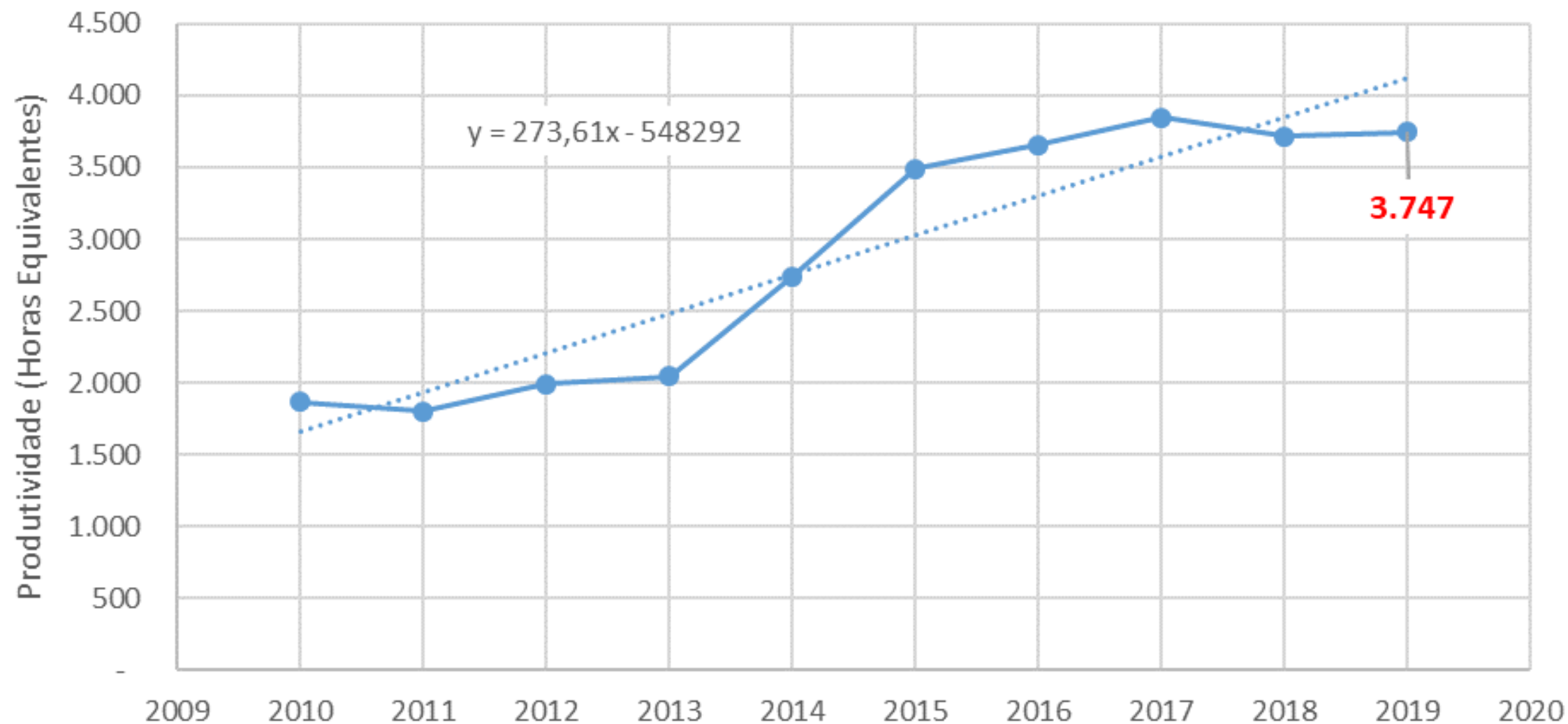
O que vem à sua cabeça quando você pensa no Brasil?



O crescimento das renováveis é exponencial...

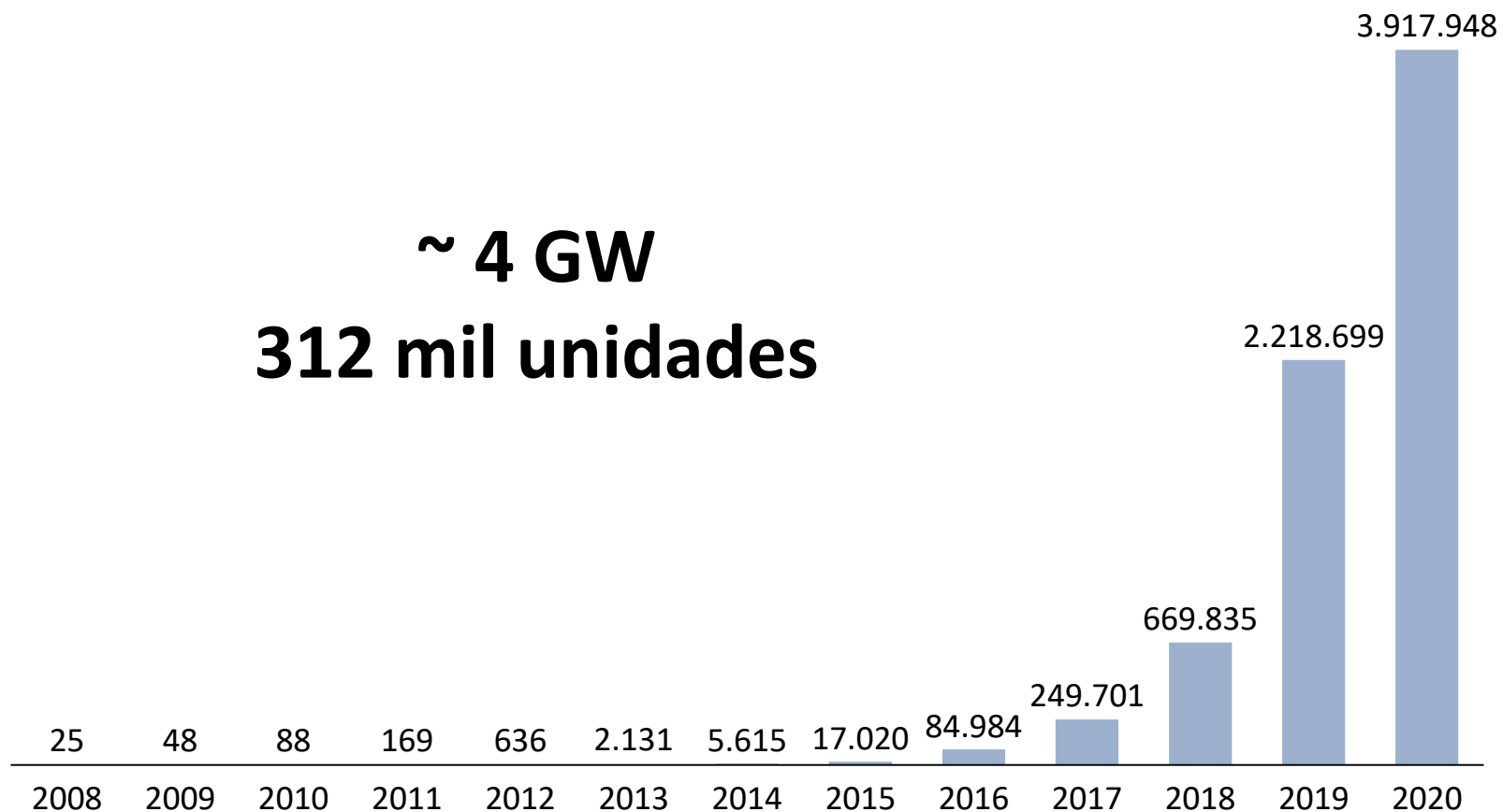


Os ganhos de produtividade das usinas eólicas são revolucionários...

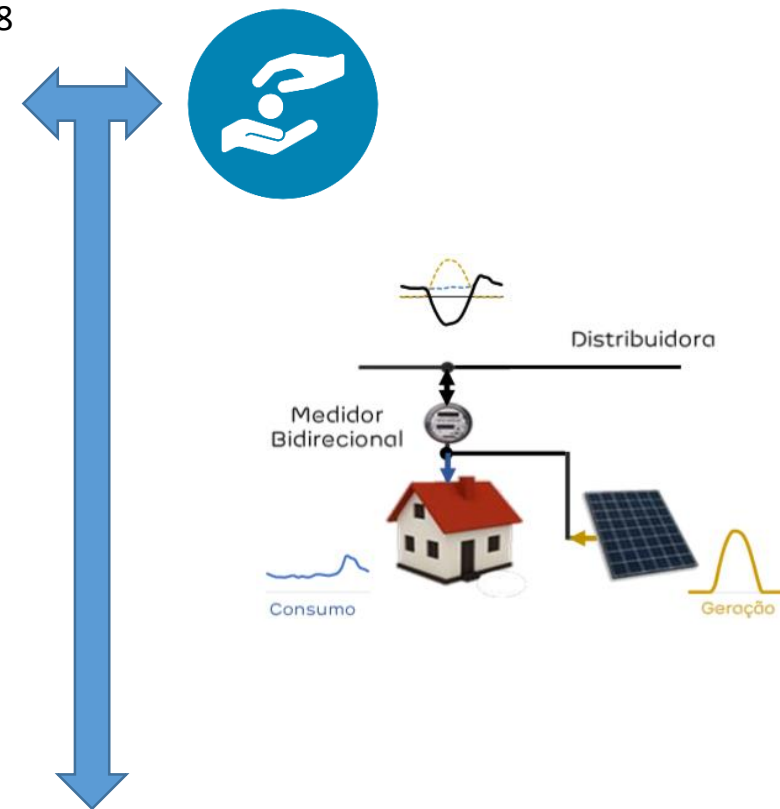


O crescimento da geração solar é exponencial...

~ 4 GW
312 mil unidades



Capacidade instalada de instalações de GD no Brasil



O MME propôs completa abertura de mercado até 2024, com ações prévias...

MME

Jan/2020 +2000 kW

Jul/2020

Jan/2021 +1500 kW

Jul/2021

Jan/2022 +1000 kW

Jul/2022

Jan/2023 +500 kW

Jul/2023

Jan/2024 **Todos***

*Necessários estudos pela CCEE/ANEEL

...

Jan/2028

Dada sinalização do MME de abertura gradual...

Existe um mercado de

R\$ 2,5 bi

a ser explorado...



Proposta de que todo o cliente com menos de **500kW de demanda contratada** seja representado por Comercializador Varejista...



150 mil clientes até 2023...

Hoje há 10.000 clientes livres...

Paralelamente novos entrantes também miram o setor



Energia solar no varejo...



origoenergia.com.br

origo energia

ECONOMIZE AGORA

Energia limpa para sua casa ou apartamento

Melhor para o seu bolso e melhor para o planeta



Nem carro... nem scooter...



mobilis.me

MOBILIS

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Domine todos os terrenos off-road

VERSÃO

Trail



Medição inteligente...



Timeenergy.com.br



Home Sobre P&D & Inovação Produtos Contato PT ▾



Pense com inteligência para casa e para os negócios

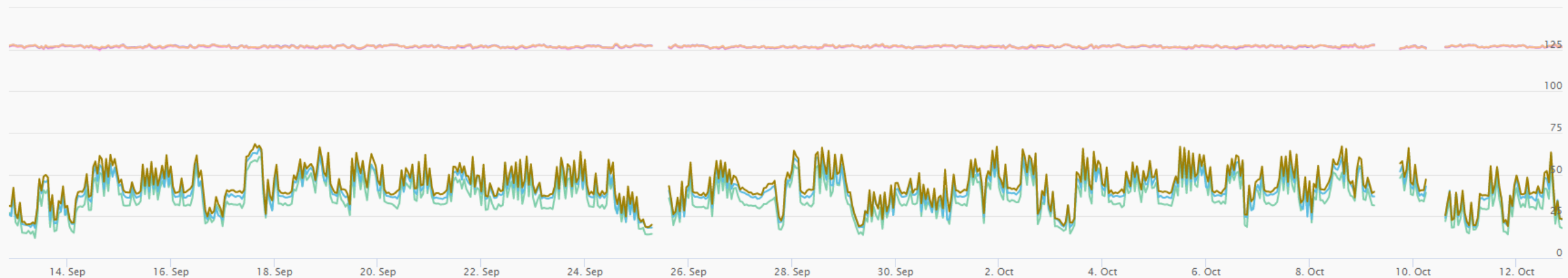
Conectividade, Inteligência e Comunicação !



Melhor opção para o cliente...



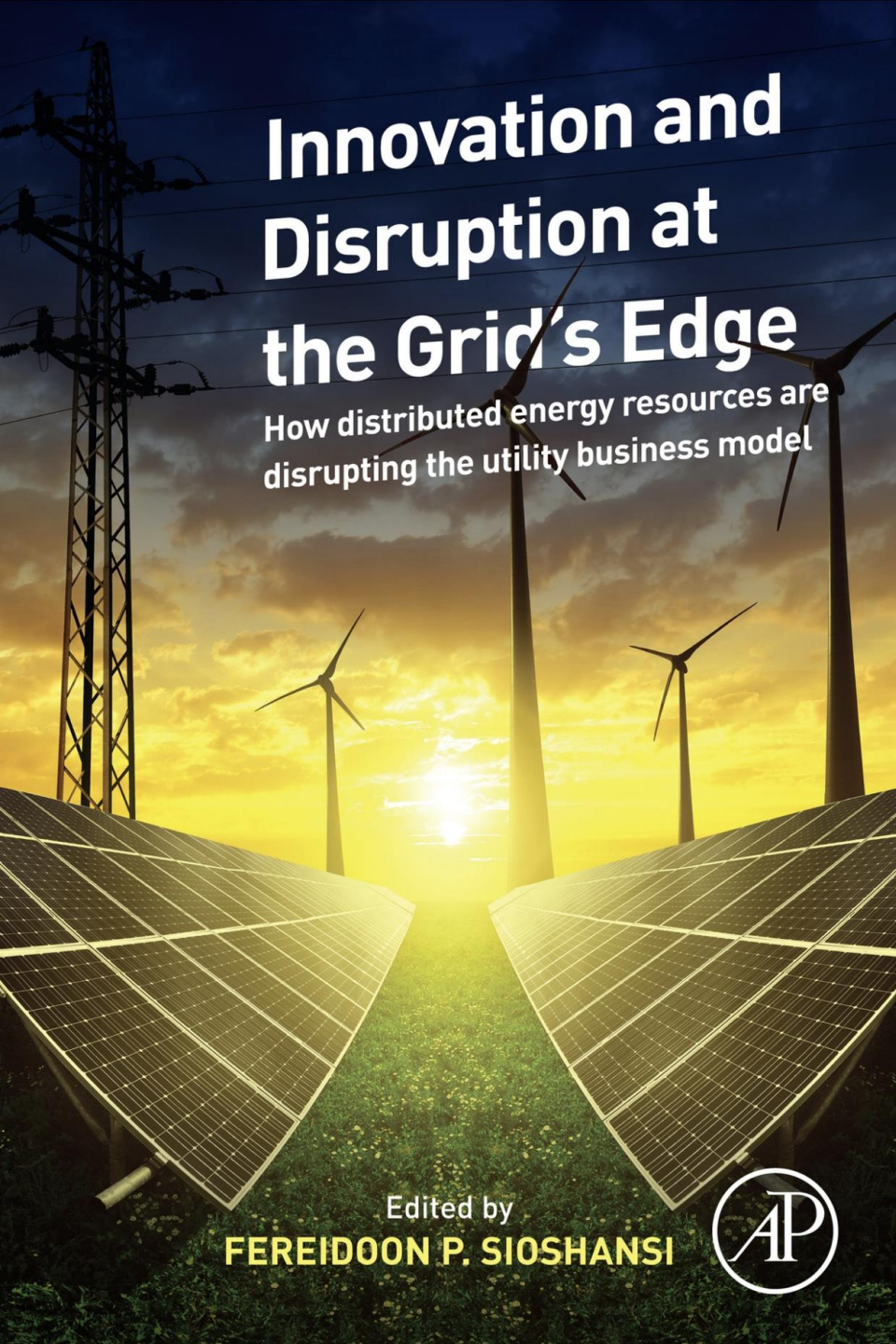
voltrobotics.com.br





Innovation and Disruption at the Grid's Edge

How distributed energy resources are disrupting the utility business model



Edited by

FEREIDOON P. SIOSHANSI



SORTEIO



SALIM ISMAIL ★ MICHAEL S. MALONE ★ YURI VAN GEEST
★ SINGULARITY UNIVERSITY ★

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E MAIS BARATAS QUE A SUA (E O QUE FAZER A RESPEITO)


ALTA BOOKS
EDITORA

SORTEIO

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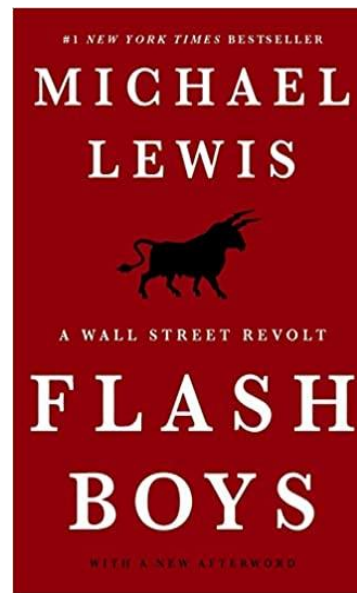
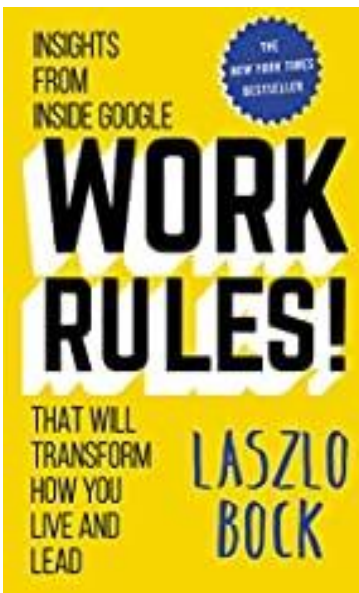
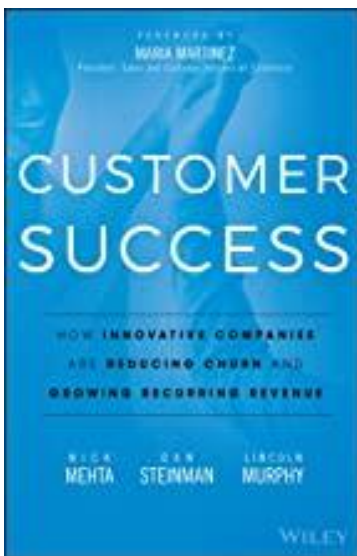
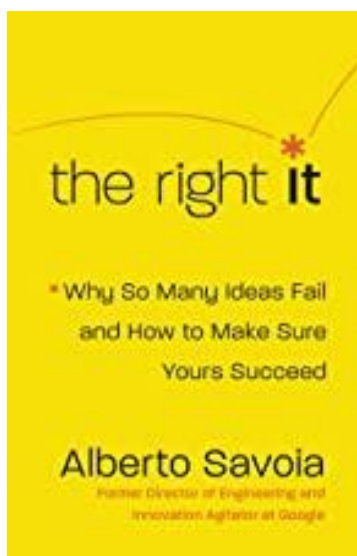
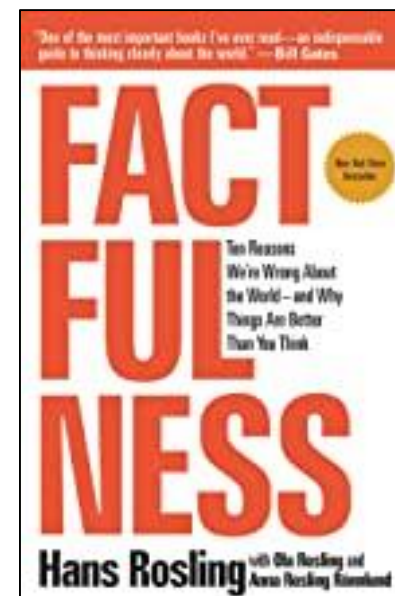
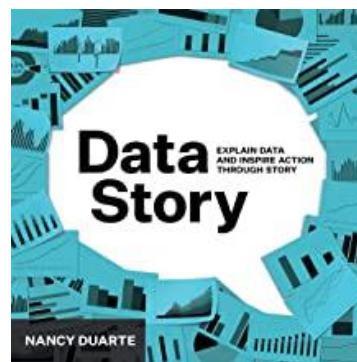
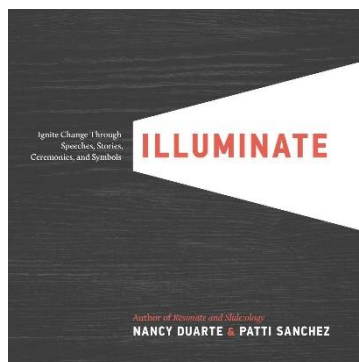
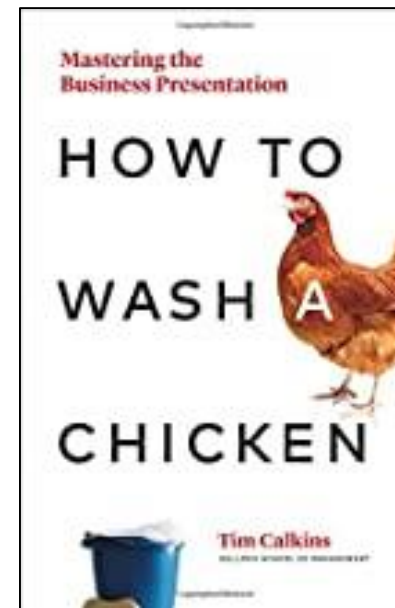
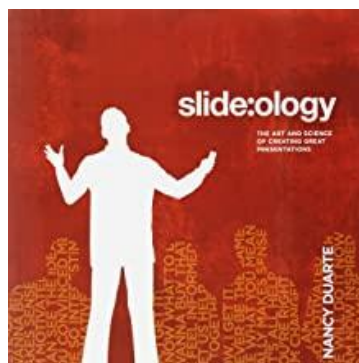
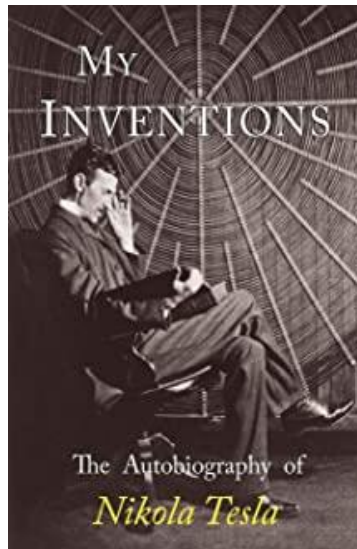
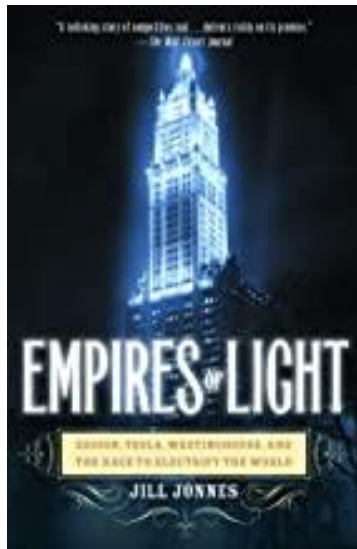
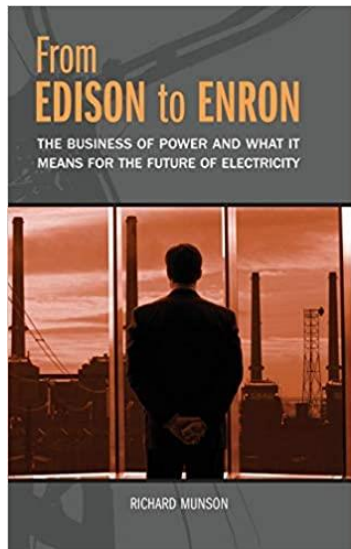




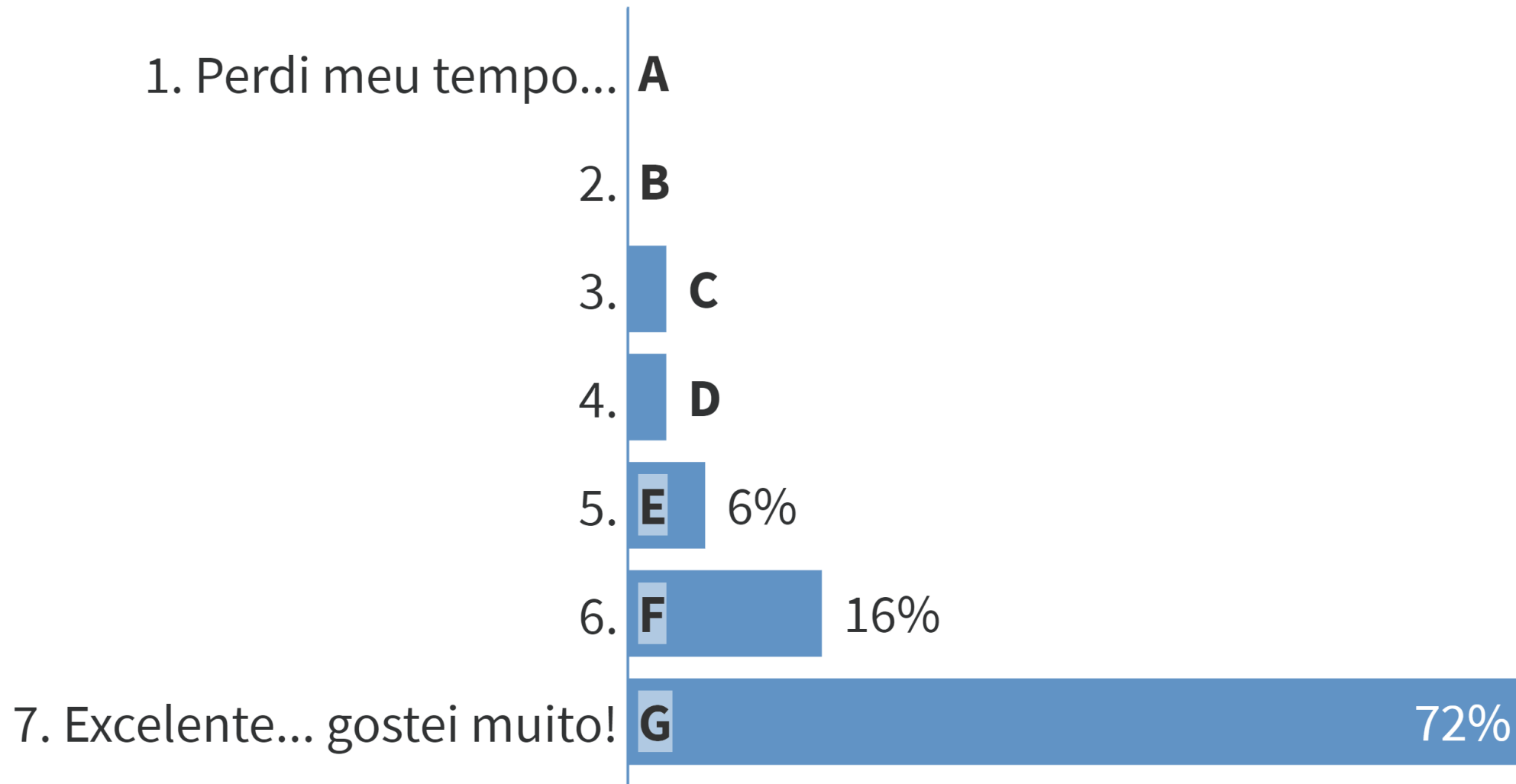
O Futuro da Eletricidade

16 de outubro de 2020

Dicas da **VOLT**



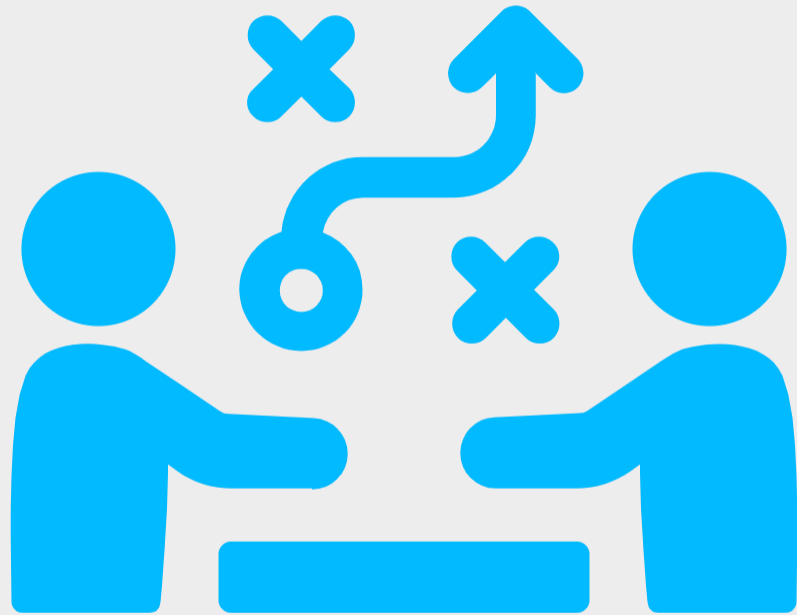
Dê uma nota de 1 a 7 para esta apresentação...





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Associação Brasileira dos
Comercializadores de Energia



2021 – 2024

Planejamento Estratégico