



Podnebne spremembe:  
priložnost za trajnostno rast  
Climate Change:  
An Opportunity for Sustainable Growth



# Petrol's energy and environmental efficiency projects

Marko Kryžanowski  
Petrol



Alternative Business Model

# **PETROL'S ENERGY AND ENVIRONMENTAL EFFICIENCY PROJECTS**

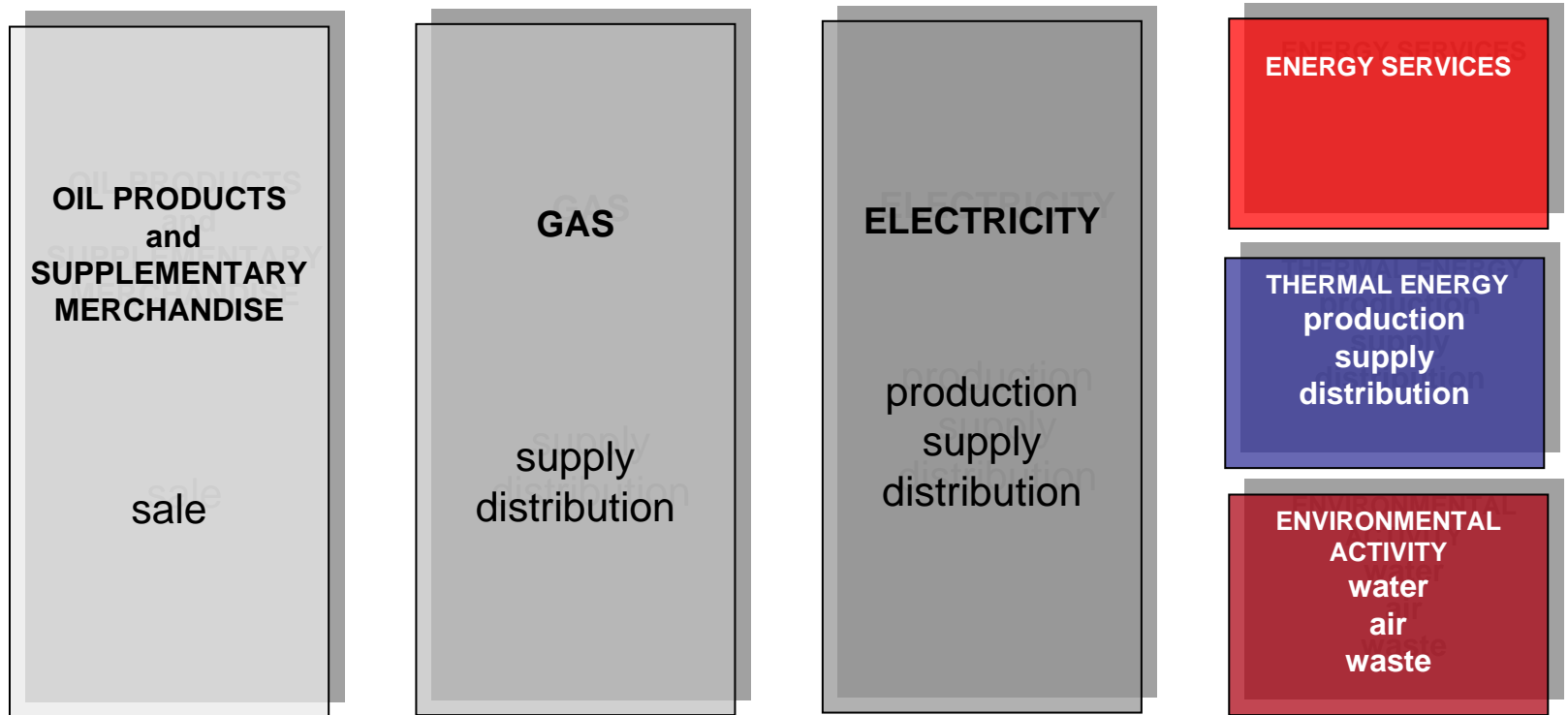
# Petrol's Mission as a Provider of:

- Comprehensive solutions to reconcile economy and ecology in order to assure sustainable development
- Public and private sector projects designed to protect the environment and to preserve natural resources
- Energy efficiency through the use of alternative fuels
- Water cycle management
- Waste recovery and recycling



# Business Areas

**COMPREHENSIVE  
ENERGY AND ENVIRONMENTAL MANAGEMENT**



# Methods of Introducing the Proposed Project

- PPP
- TPF
- Partnership with local and regional companies
- Acquisitions
- Mergers



# Business Model 1

## Public - Private Partnership

- Co-operation between the public and private sectors in the area of construction and services
- Concession models: BOT, BTO, DBOT  
Infrastructure construction and lease
- Public utility service management
- Management cost efficiency
- Agreement on the transfer of staff



# Business Model 2

## Financing

- Financial resources for the re-construction and investment in the energy/environmental system provided by PETROL
- Increase in cost efficiency
- Petrol accepts energy supply and management risks
- Petrol provides environmentally friendly and quality supply
- Long-term co-operation to meet industrial partners' requirements



# Technology Park Ljubljana – Trigeneration



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16.11.2007

Marko Kryžanowski, Management  
Board Chairman, Petrol d.d.,  
Ljubljana





# Hospital Brežice



**BEFORE  
reconstruction**



**AFTER  
reconstruction**



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Board Chairman, Petrol d.d.,  
Ljubljana



# CHT - combined heat and power Cogeneration Union

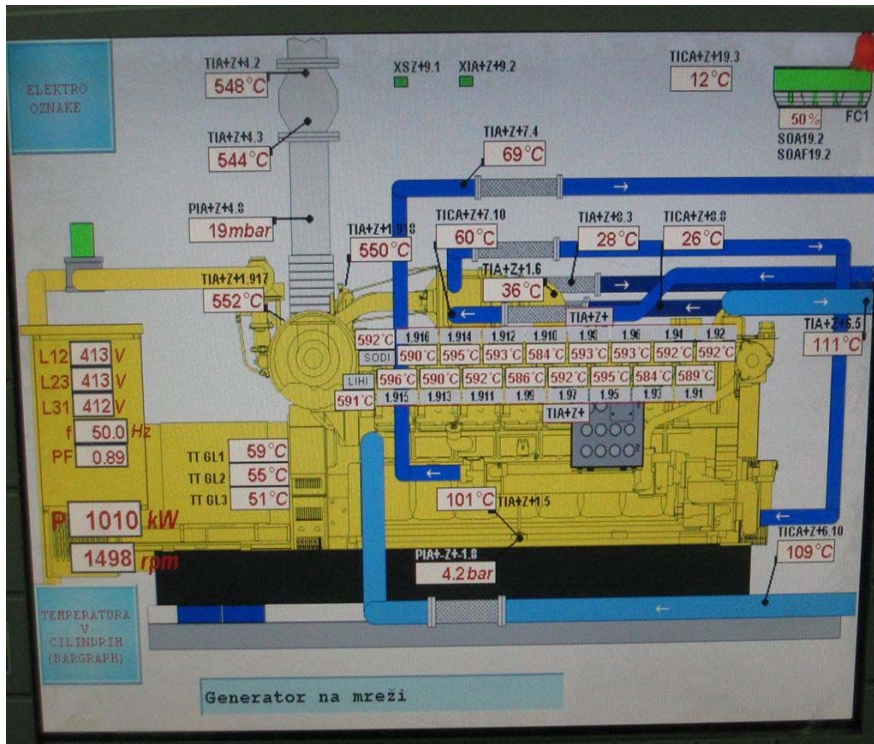


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Board Chairman, Petrol d.d.,  
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# CHT - combined heat and power Cogeneration Martex



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# Energy Activity

- Gas
- Electricity
- Comprehensive Energy Supply



# Gas

- Expansion of LPG sales
- Concessions in natural gas distribution



# Electricity

- Production and sale of electricity
- Investment in hydro, thermal, geothermal projects
- Investment in the electricity distribution infrastructure
- Multy-utility projects



# Comprehensive Energy Supply

- Supply with all types of energy products
- Today, Petrol is the sole provider of comprehensive energy services in Slovenia
- Petrol offers comprehensive energy supply to hospitals (Brežice, Begunje).
- Management of the Technology park in Ljubljana (electricity, heating, cooling)



# Environmental Activities

- Water Cycle
- Drinking water supply
- Waste water discharge
- Waste water purification
- Waste treatment
- Waste sorting and processing
- Waste disposal





Thank you very much  
for your attention.





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