ZEZ 23 – foto snap

10 years

Josip Beber, project manager

Energy community repository 24/10/2023







Zelena Energetska Zadruga





### **MISIJA**





## Who's zez?

- √ Social enterprise
- ✓ 20 members in the field of energy, economics and environmental protection (currently 18 employees)
- ✓ Mission: to assist citizens, the private and public sector in investing and using RES
- √ "Turnkey" approach in the realization of solar power plants
- ✓ Citizens should benefit from locally available resources





9 OUT OF 10 CITIZENS NEED TECHNICAL AND ADMINISTRATIVE ASSISTANCE IN THE PROCESS OF REALIZATION OF THEIR OWN SOLAR POWER PLANT.

We provide it through ZEZ's

service On the sunny side.



Partnering up with region, cities and citizens

### **Good energy tour**

National campaign to promote solar for households.





#### Turneja DOBRA ENERGIJA 2020-2023



33 gradova i općina



33 informativnih predavanja o solarnoj energiji



2000 <mark>su</mark>dionik<mark>a</mark> preda<mark>van</mark>ja



14 gradova i općina osiguralo poticaje za solare



min. 1 MW novih solarnih kapaciteta



### **Business** model

- Moving from hiring outside partners to building internal capacity to provide turn key model.
- Technical support, installation and eletrical projects to the citizens for individual solar.
- Providing the opportunity for group buy, negotiating the prices of installations and eletrical desing projects.
- Future goals, equipment distribution & expanding to larger systems
- Value: expert advising, fast installation, best price, trust



# Partnering up with region, cities and citizens

### **Creative competition**

CREATIVE COMPETITION ON SOLAR

#### 2021

- 5x PV up to 3kW
- 17x main eletrical projects



Fotografija snimljena na krovu obiteljske kuće sa krovom koji je prilikom izgradnje, deset godina prije, pripremljen za montažu fotonaponske elektrane. Daljnji razvoj ovisi o poticaju kako bi ukupna investicija prešla u isplativu kategoriju. Prijedlog naziva fotografije bi bilo -spojimo se na Sunce rađe nego na termoelektranu. Istovjetna fotografija se može ponoviti kad malo zazeleni priroda [...]

2030. je danas



Djecu, od malenih nogu, učimo o važnostima izvora obnovljive energije. Na zanimljiv načim potičemo svijest o drugačijem načinu dobljanja energije. Malenima je to veoma neobično i zabavno te oni potom informacije, igrom, šire dalje među svojim vršnjacima. Frcaju iskre topline i znanja na sve strane jer energija malenih je nešto poput solarne – zanimljiva, svijetlji, [...]

2030. ie dana

#### 2022

• 10x people to get roughly 3.000 EUR for their solar powerplant

# To do that you all you need are good partners and team

- Installers, distributers, project houses, cetificator
- Services: educating the customers, management of processes and documenation (cutting the work of installers and distributers), making the expenditure lists for the equipment, organising relevant events for all stakeholders to build capacity (from non-formal gatherings to expert conferences
- The team: Alice, Svibor, Veselina, Jurica & Maja
- Their skills: desiging eletrical projects & communication that help installers speed up the process of actually instaling the PV, building relationship with equipment distributers, commerce, costumer relationships and sales, costumer capacity building and informing



O nama Na sunčanoj strani

Sve što

# Ugradite solelektranu br lakše

Pomažemo vam savjetima i podrškom

Ova web stranica koristi kolačiće za poboljšanje va slažem se sa postavkama kolačića i politikama priv





**7F7** 

Novosti

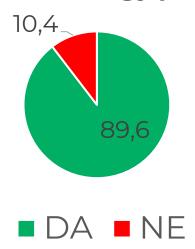
Nagradni natječo

Konto

# First crowdinvesting model for Solar Power, Croatia

- Already existing examples in Croatia
  - Crowdlending model (3-4% interest rate)
  - 2 projects, 30 kW each

# Are you interested to invest in renewable energy projects?



Question from survey conducted by ZEZ on citizens will to invest in renewable energy (late 2017)



# First crowdinvesting model for Solar Power, Croatia

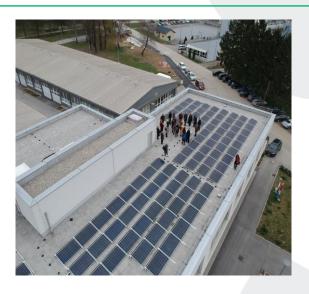


RENEWABLES

Funds raised for Croatia's first renewable energy crowdfunding project

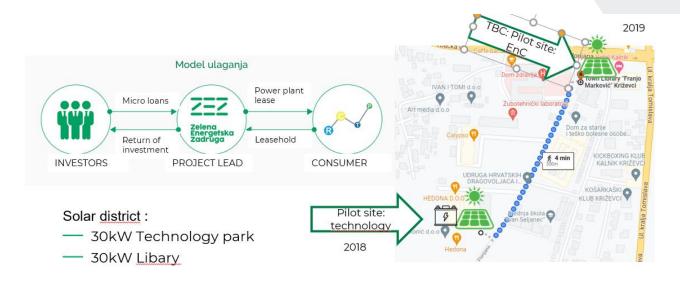








## The model



10 kWh battery installed – Compile project



# Key figures





Annual savings: 34.796,00 kn/annum



Power: 39,3 kW

Investment: 300.000,00 kn



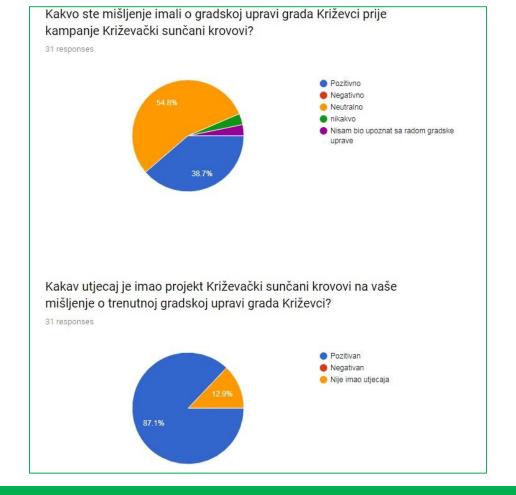
Number of investors: 51



Using the energy for self-consumption









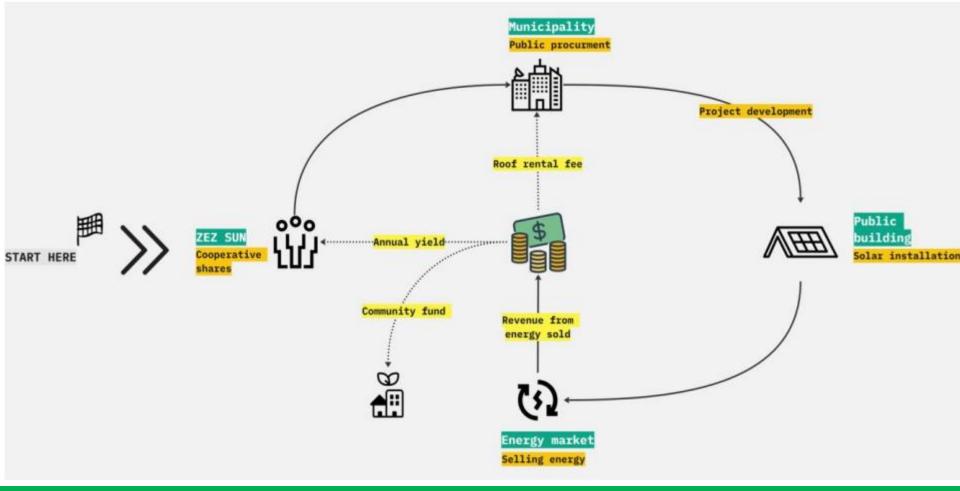
#### **ZEZ SUN**

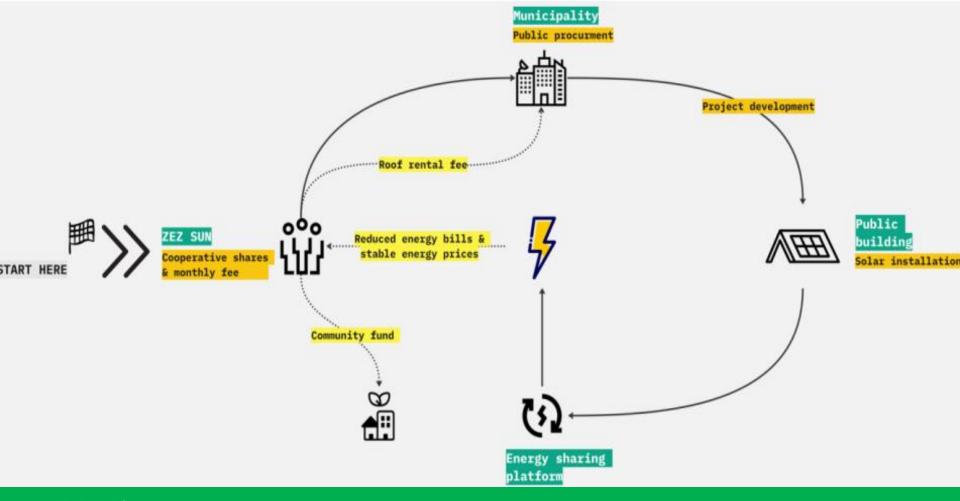
- A citizen-owned organization that allows investment in solar projects.
- We develop solar power plants funded by our members, which in addition to benefiting members, also create benefits for the local community.
- >250 interested citizens on the waiting list (investment potential 300-500,000 euros)



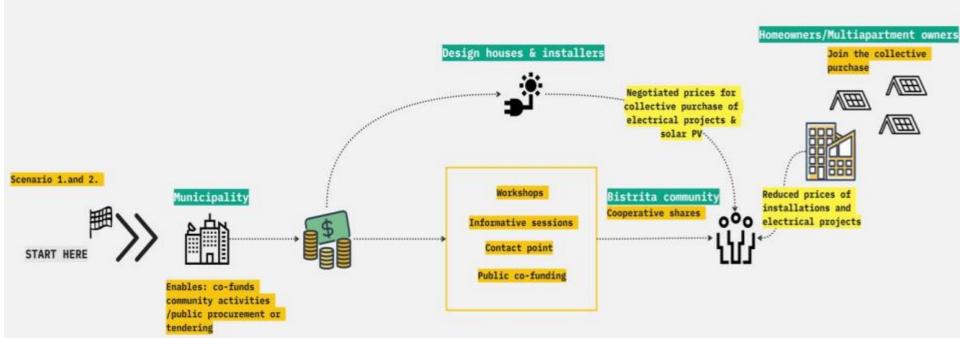


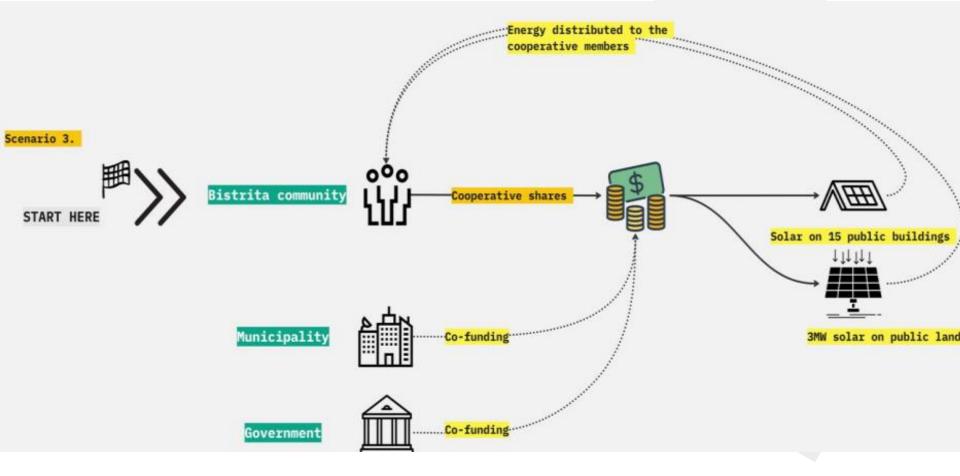














# Thank you for attention!

