



# Competitiveness & Innovation

**Workshop SAFE 2015**

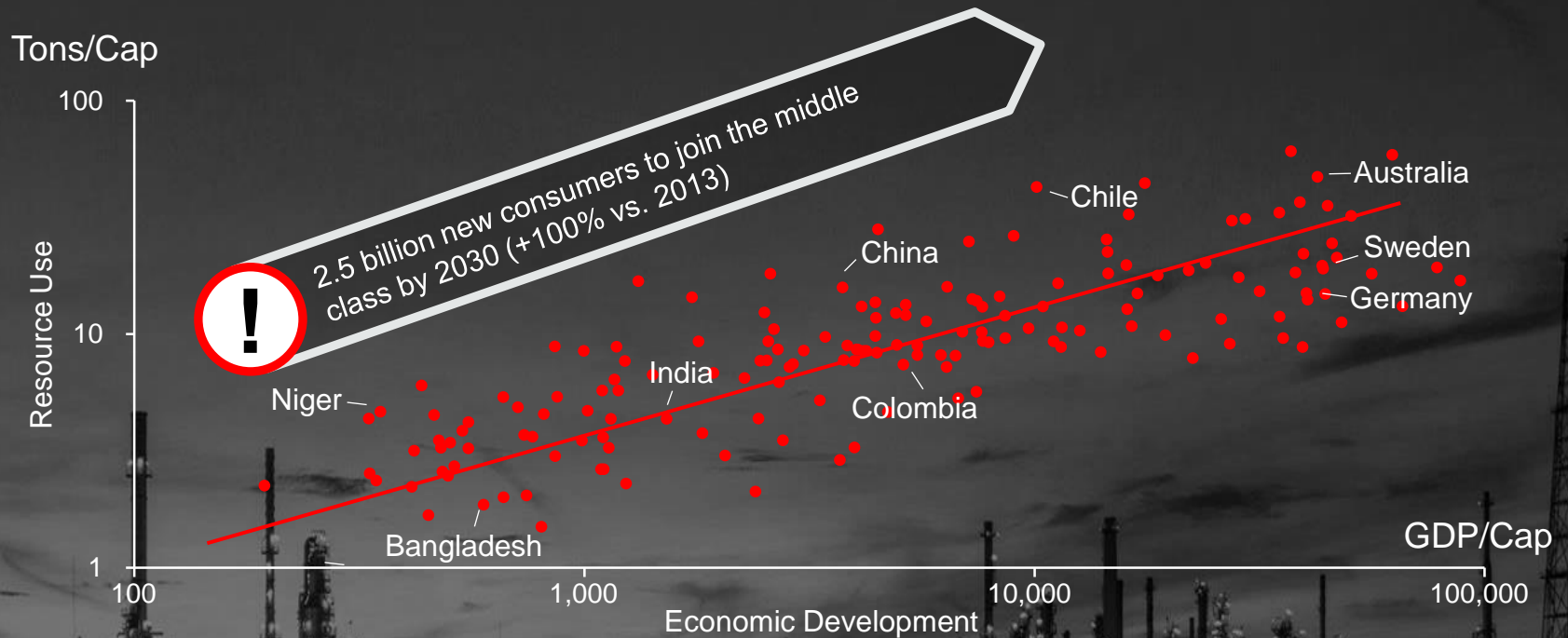
Milano July 2015



High performance. Delivered.

# The link between economic development and resource use is strong

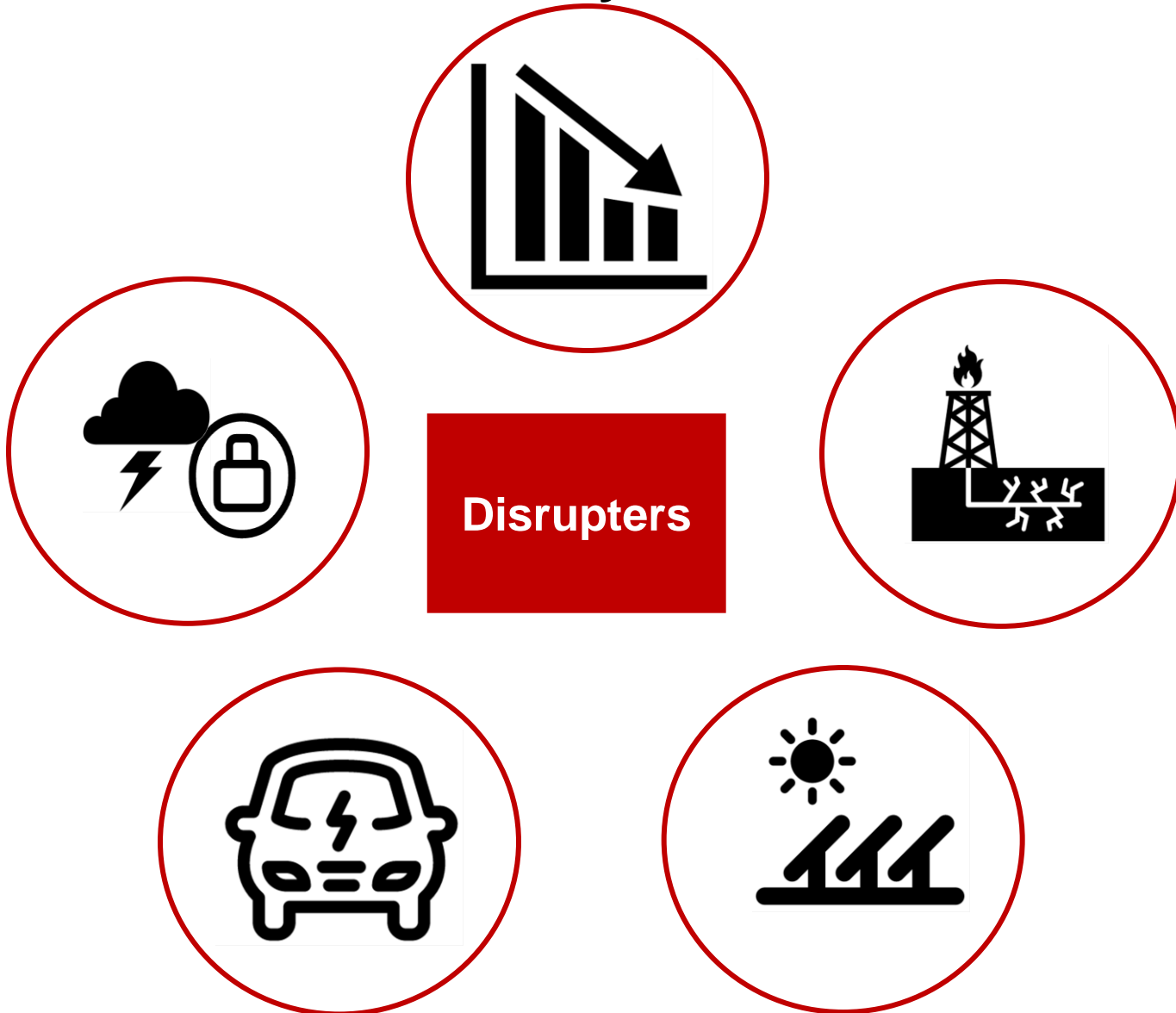
Log plot of Resource use and Economic development (2010, 166 countries)<sup>1</sup>



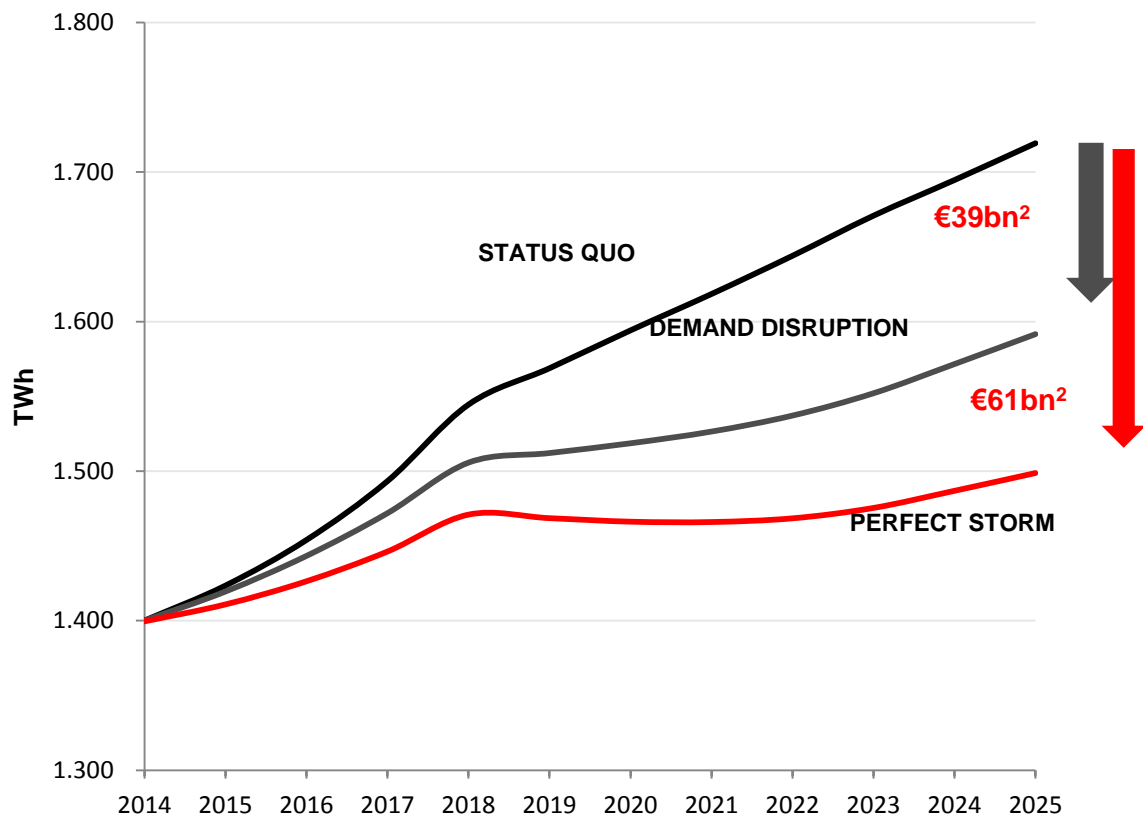
<sup>1</sup> SERI and Dittrich, M. (2014). Global Material Flow Database, World Bank (2014) GDP per capita in current US\$ (outliers Mongolia & Bahamas removed)

<sup>2</sup> OECD Development Centre, Working Paper No. 285, The Emerging Middle Class in Developing Countries

# ... how this works in the Utility



# EU-10 Residential and Commercial Demand \* (excluding prosumer generation)



<sup>2</sup> At current retail prices

\*Belgium, France, Germany, Italy, Netherlands, Poland, Portugal, Spain, Sweden, UK

Sources: Accenture Strategy Analysis

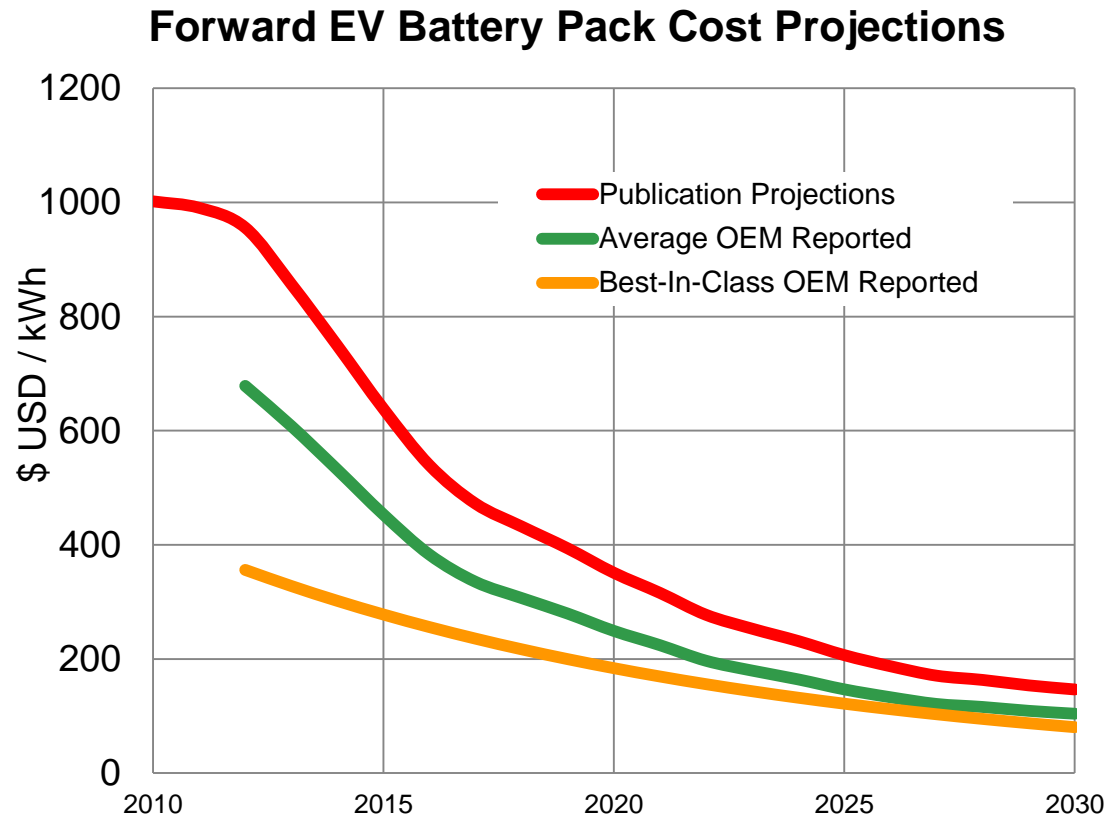
# Energy storage can deliver a variety of benefits

## Value chain





# Advances in battery technology will accelerate ...



Source: Bloomberg, New Energy Finance, IEA, Confidential Battery Industry Source, Accenture Analysis

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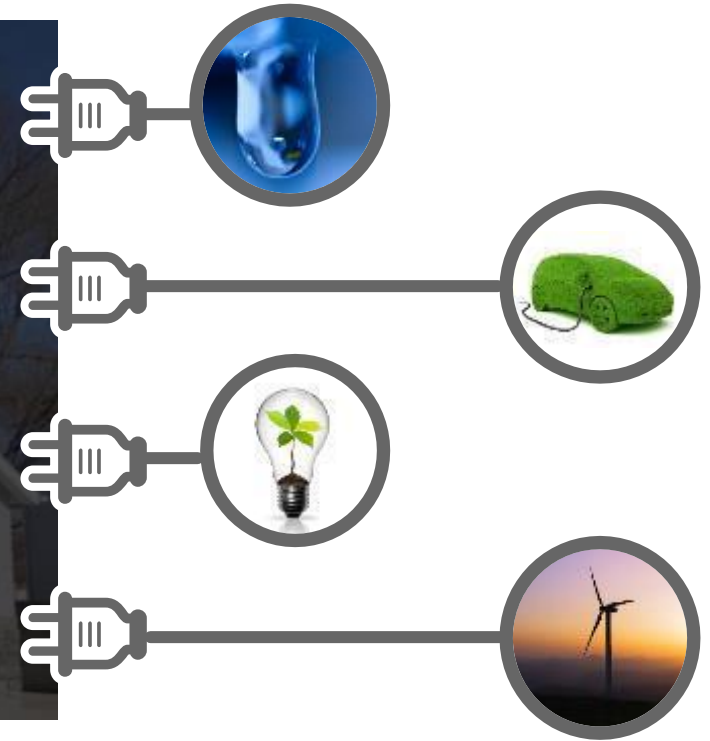
# ... connected home

Consumers are seeking a single source for interconnected home services offerings that address more aspects of their daily lives

**68%\***

of consumers are interested in **bundles** of new products and services with electricity, gas and/or water from their energy provider

\*In the next 5 years



Consumers prefer the following providers when buying monitoring and control products and services

**70%** A company specializing in connected products and services

**61%** Energy provider

**37%** Security company