



Lost into the ether(eum)?

Could blockchain really spell
the end of electricity retailing?

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ERANZ Talking Heads
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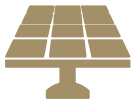


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Opportunities are increasing...



**Low cost
distributed
energy
resources**



**Data analytics
and control at
your fingertips**



**More
sophisticated
markets**



**New markets
and services**

...increasing the extent and complexity of transactions

Bye-bye retailer?



amazon

The Amazon logo consists of the word "amazon" in a bold, black, lowercase sans-serif font. Below the text is a curved orange arrow that starts under the letter 'a' and points to the right, ending under the letter 'n'.The Uber logo is a black circle with a white square in the center, rotated 45 degrees.

UBER



airbnb

The Uber Of Electricity Is Real. It Can Help Fight

Climate Change And Make You Money

They get the power at “mates prices” rather than having to pay the extortionate sums that are often charged by electricity companies.

Technology is overrunning the electricity market

Peer to peer electricity means doing business with real people, not with big electricity companies.

Traditional supply model may ‘break down’ as Ofgem warns of unprecedented change

With This Airbnb For Energy, Now You Can Buy Solar Power From Your Neighbor

The Amazon Effect: Energy in the On Demand Era and
What It Means for Utilities

**Blockchains Will Allow Rooftop
Solar Energy Trading for Fun
and Profit**

**Sonnen wants to take
2,000 Australian
customers away from big
utilities this year**

**Blockchain and Renewable Energy Are Utterly
Disrupting Society as We Know It**

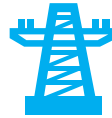
Electricity is not quite the same as bedrooms



**Supply and
demand must
balance in real-
time**



**We are all
buying at the
same quality**



**You can't bypass
some parts of
the supply chain**



**Many-to-one,
not one-to-one,
transactions**

Blockchain has its attractions...



Multi-party relationships, at and behind the meter



Utilises existing high resolution data source



Crypto-currency and smart contracts increase efficiency









Transparent 'central' record supports a range of services



Harmonisation of systems and processes

...and its challenges

-  How fast can the **ledger update**?
-  What does it **cost**?
-  Which **platform** and **currency**?
-  What are the **legal** and **security risks**?
-  How might you **audit it**?
-  Could **immutability be a problem**?

Other technologies are not standing still.

But do consumers want more than transactions?



Help, my power's gone out!



Billing and data errors



Commercial arrangements
and consumer protections



Credit and risk management



Physical services (new
connections, etc.)

**If not the retailer, then who?
What new services might emerge?**

Now is a good time to be having this conversation



The nature and number of participants and transactions will only increase



Physics and the physical makes full peer-to-peer a challenge



Blockchain could well play a role, but can't provide all consumer services – so who will?





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