

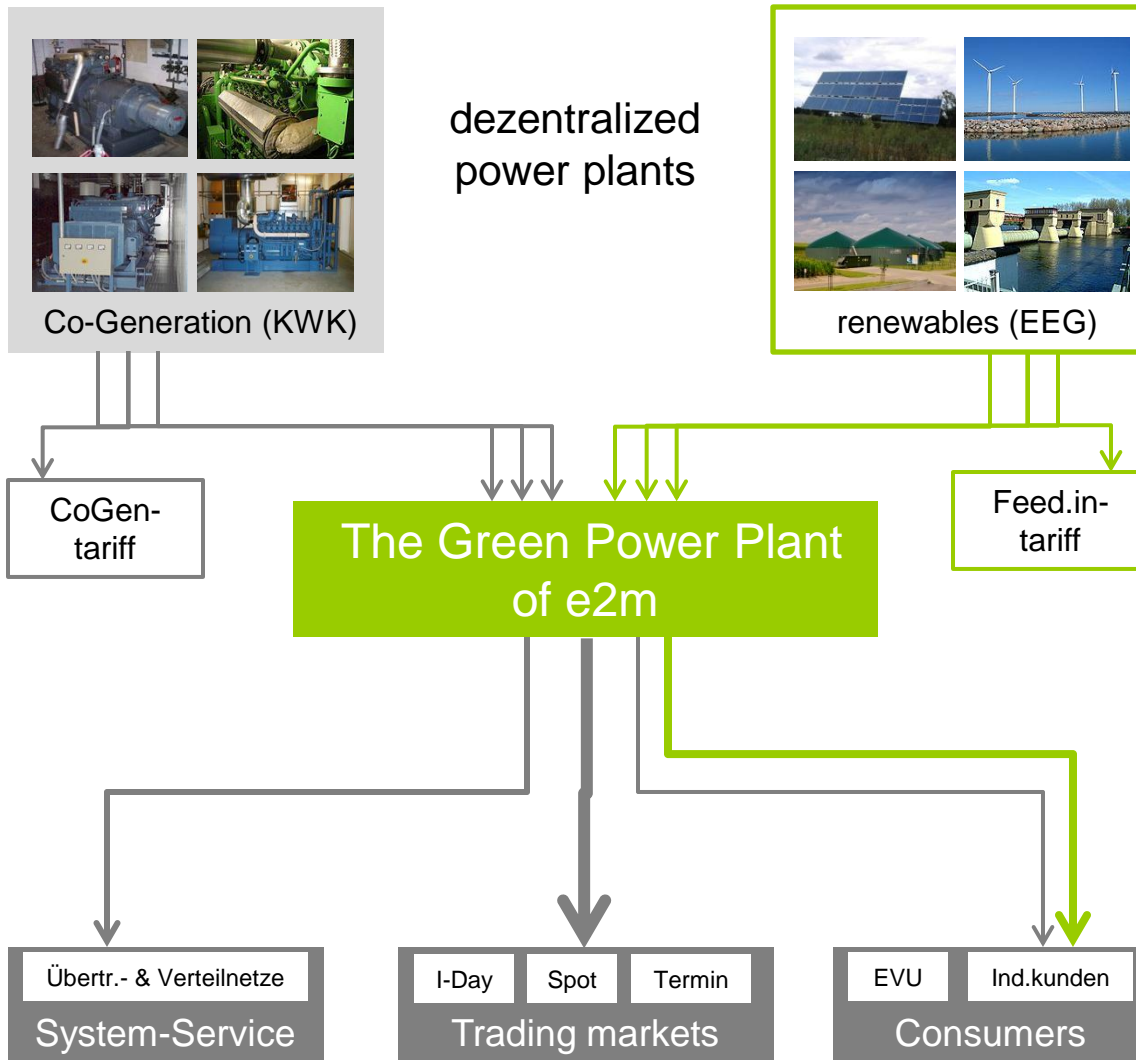
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# Marketing of energy and flexibility via virtual power plants

Business Model of Energy2market GmbH (e2m)

Münchener Kreis, 21.11.2012

# e2m \ \ Who we are and what we're doing



## e2m

Independent energy trader, located in Leipzig

Founded in 2009 to trade power from decentralized power plants.

Aggregation of energy and flexibility from generators and consumers.

Goal: best marketing of energy & flexibility for our partners in different energy markets.

# e2m \ \ Everything you need for trading



aktual generation portfolio:

ca. 1.700 MW Wind

ca. 500 MW Solar

ca. 40 MW Hydro

ca. 230 MW Biomass

ca. 120 MW Co-Generation

**ca. 2.590 MW**

e2m has:

**40 employees** with long term experience in trading and energy supply.

**Know-how** in marketing of

- Generation volume
- Renewable energy

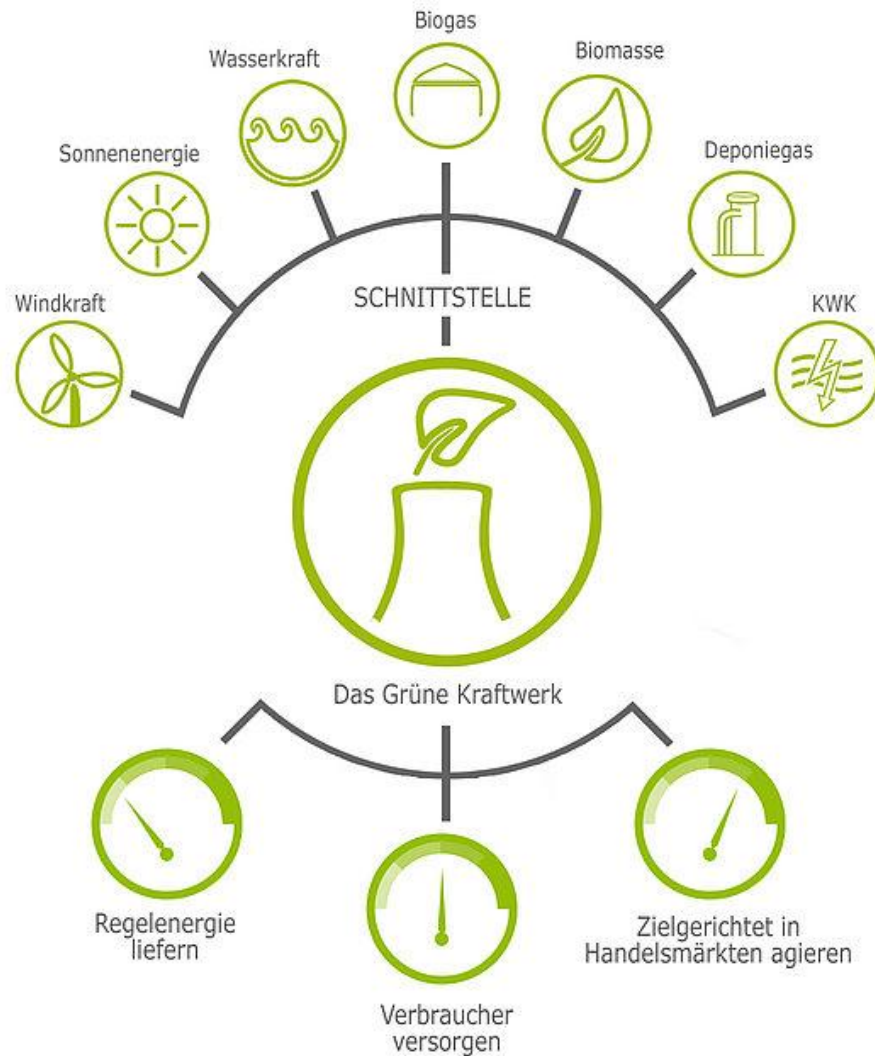
And in creation and use of Virtual Power Plants.

**Systeme** for

- Generation forecasts
- energy trading
- Supply of consumers
- Aggregation of small power plants (VPP)

**Access** to trading markets, energy suppliers and consumers

# e2m \ The virtual Green Power Plant<sup>©</sup>



**e2m** aggregates all units and all trading activities in the virtual Green Power Plant technically and bilancial.

All units

- can be controlled by a **central unit**
- Have access to different markets.
- can be price optimized **individual**.

Aggregation leads to necessary minimum sizes and decreases transaction costs.

# Prequalified Provider



## Präqualifizierte Anbieter je Regelenergieart

Stand: 8. Oktober 2012

Anbieter	PRL	SRL	MRL
Alpiq AG	●		
ArcelorMittal Eisenhüttenstadt GmbH			●
Axpo AG	●		
BalancePower GmbH			●
BKW FMB Energie AG	●		
Centralschweizerische Kraftwerke AG	●		
CURRENTA GmbH & Co. OHG			●
EGL AG	●		
EGL Deutschland GmbH			●
E.ON Energy Trading SE	●	●	●
E.ON Westfalen Weser Energie-Service GmbH		●	●
EnBW Kraftwerke AG	●	●	●
Energy2market GmbH	●	●	●
envia Mitteldeutsche Energie AG			●
GDF SUEZ Energie Deutschland AG	●	●	●
GETEC Energie AG			●
Hamburg Energie GmbH			●
Infracor GmbH			●
Kraftwerke Mainz Wiesbaden AG		●	●
Lechwerke AG			●
Mark-E AG		●	●
MVV Energie AG			●
Next Kraftwerke GmbH			●

Stand: 08. Oktober 2012	
Kind of balance power	Number of provider
PRL	15
SRL	16
MRL	35

Anbieter	PRL	SRL	MRL
N-ERGIE Kraftwerke GmbH			●
RWE Supply & Trading GmbH	●	●	●
Stadtwerke Düsseldorf AG			●
Stadtwerke Hannover AG	●	●	●
Stadtwerke Leipzig GmbH			●
Stadtwerke München GmbH	●	●	●
Stadtwerke Rosenheim GmbH & Co. KG			●
Statkraft Markets GmbH	●	●	●
Steag GmbH	●	●	●
swb Erzeugung GmbH & Co. KG			●
TeraJoule Energy GmbH			●
ThyssenKrupp Steel AG			●
TIWAG - Tiroler Wasserkraft AG		●	●
Trianel GmbH		●	●
Trimet Aluminium AG	●		
Vattenfall Europe Generation AG	●	●	●
VSE AG			●
VW Kraftwerk GmbH			●
Xstrata Zink GmbH		●	

# Contact

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**Thank you for your attention.**

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