




An energy company dedicated
to risk solutions for customers.

2022





We combine a strong boutique offering with niche expertise and local presence in Europe, USA and Asia.

- 30+ Countries
- 40 Markets
- 1 311 Employees
- Renewable customer portfolio 19 700 MW
- Among the world's leading energy traders

 **Energy Risk**
Commodity
Rankings 2022
Winner | Overall
Commodities dealer

Close to markets and clients

- 40 Markets
- 30+ Countries
- Europe, USA, Asia



Our set-up designed to deliver bespoke business services.

Leveraging volatility and optionality

Asset-backed trading

Optimise the return on the asset

Benefit from volatility by trading both position and optionality of physical assets and derivatives

Fundamental understanding of the market

Proprietary trading

Based on a market view where the trader can take both long and short positions in energy commodities

High qualitative fundamental analysis to identify and investigate market inefficiencies

Relationship, trust and understanding relationship customer and managing risk exposure

Origination & customer solutions

Standard and bespoke contracts with customers

Structured transactions, sales, contracts (e.g., full supply, portfolio management services)

Retailing to SME and households business

Diversified services and products to ensure customer needs are met.

Customers



Services

- Market access
- Balancing services
- Ancillary service market participation
- Portfolio management
- Power plants energy management & optimization

- Market access
- Balancing services
- Portfolio management
- Power products up to 15 years
- Flexibility valorization

- Market access
- Power hedging and green products
- Risk Management
- Balancing services
- Portfolio management
- Pricing tools

- Energy efficiency audit

Products

- PPA for power and green certificates
- Power price floors
- Elcertificates and guarantees of origin

- PPA for power
- Tolling agreements/VPP
- Structured hedging solutions
- Gas Swing contracts

- Standard products
- Structured products
- Sales of power and gas
- Corporate RES PPA
- On-site PPAs (self consumption)
- Long-term and pan-European sales agreements

- Sale of power and gas
- Self consumption PV projects

We excel in distinctive risk management offering tailor-made solutions.

Risk Management

- Solution-oriented risk management
- Superior client value through in depth expertise
- Continued investment in all key areas of risk management

Innovation

- Adapting quickly to changing client needs
- Successful product innovation with ability to focus on short time-to-market
- Succeeding in today's competitive market by exploiting brief windows of opportunity

Customer Orientation

- Professional, client focused approach
- Insight into clients needs
- Leverage pan-European hub coverage to win new business and better serve the customer

Axpo's vast experience provides a great opportunity to take advantage of this future PPA growth.



Axpo has accumulated 80 TWh of PPAs in its portfolio.

- Axpo manages wind energy, photovoltaics, biomass and hydro power.
- Axpo markets a large portfolio of producers of renewable energy, with over 80 TWh under contract.
- Main contributor is Axpo Nordics with a wind portfolio of over 23 TWh.

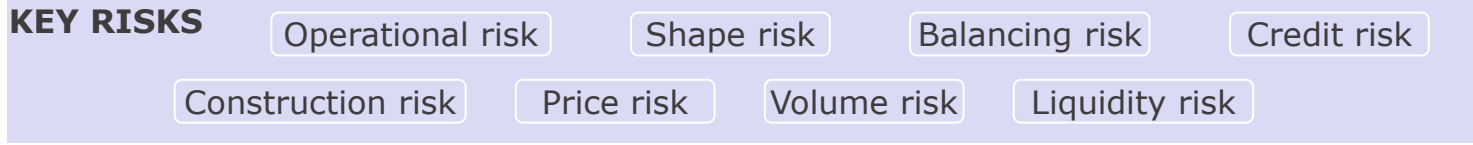


● Long-term power purchase agreements and short-term market access / portfolio management

⊕ TWh contracted energy

Axpo's extensive risk management expertise allows for tailor-made solutions for clients.

Renewable plant



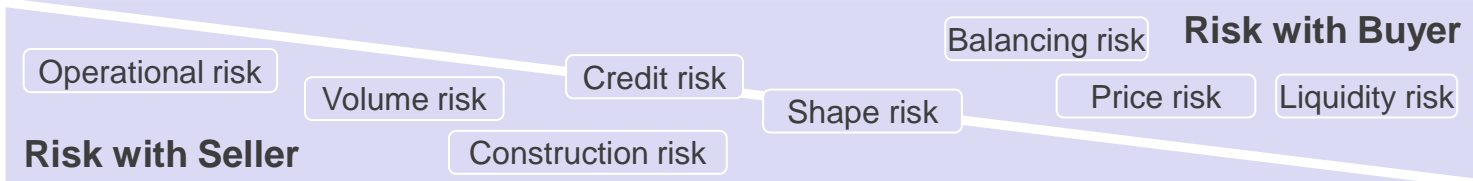
Offtaker



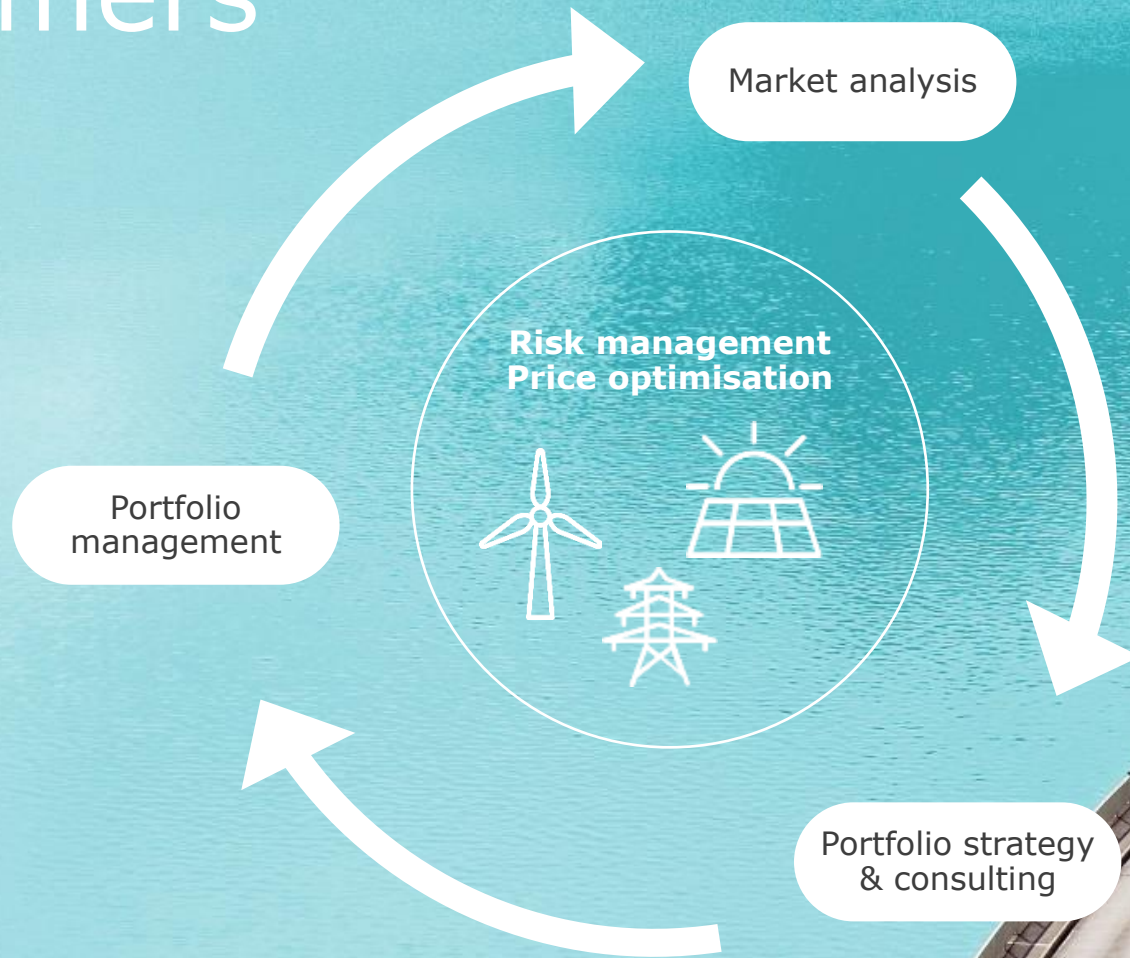
General Terms	Price	Volume / Profile	Services	Credit
Location, duration, technology	Fix, spot-indexed, optionality	Fix volume, as produced, pre-defined profile	Forecasting, balancing, market access	Credit support annex, payment terms

Example of PPA for Client X

12-year wind PPA in southern Sweden	Fixed price	Fixed volume, monthly profile	Balancing activities done by Axpo	Guarantees based on milestones / thresholds. Payment terms: End of Month + 20d
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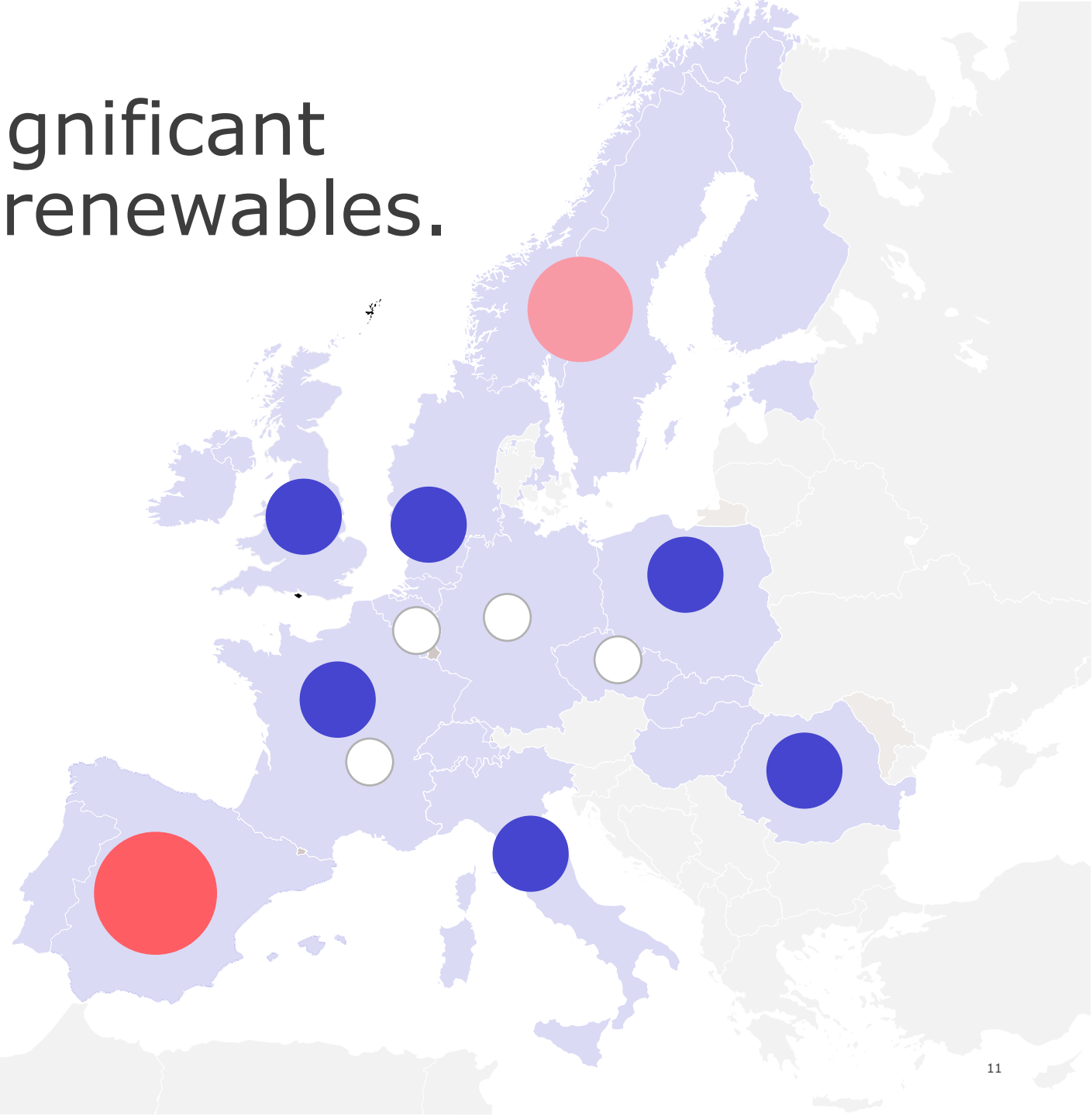
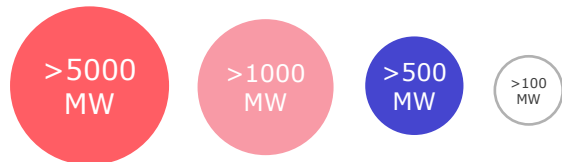


Managing full range of risks for our customers



We are managing a significant customer portfolio of renewables.

- Axpo manages wind energy, photovoltaics, biomass and hydro power
- Axpo markets a large portfolio of producers of renewable energy, approx. 19 700 MW installed capacity
- In Spain, Axpo manages one of the biggest portfolios of producers of renewable energy, approx. 8 550 MW





Supporting the transition to new energy solutions, by operating in the global LNG & LPG trading markets.

Experience

Axpo is an established medium-sized player in the international gas markets with around 20 years of experience.

Solutions

We offer short to medium-term contracts, risk management and trading solutions tailored to our customers' needs.



The newly opened office in 2020 in Singapore provides integrated natural gas and LNG desks that offer bespoke risk management solutions and access to the international gas markets.

Axpo again ranked among world's top energy traders

Ranking	Overall tables - Dealer
1	Best overall commodities dealer
1	Best overall energy dealer
2	Power
3	Natural



Ranking	Power – Europe - Dealer
1	Romania
1	UK
2	Belgium
2	France
2	Germany
2	Italy

Ranking	Natural gas – Europe - Dealer
1	NBP (UK)
2	PEG (France)
2	Trading Hub Europe (Germany)
2	Options and structured business

Ranking	Emissions - Dealer
2	EU emissions trading

Ranking	Research
2	Research in European power

Accredited on multiple exchanges and numerous broker platforms

