

Entering the UK supply market – insights and challenges

All for
sustainability



Guy Madgwick, Managing Director, Eneco UK



Who is Eneco?

All for sustainability



Europe

UK

53

Dutch municipalities

2.2m

Customers across 5 European countries

10 MW

Solar Energy

111 MW

Wind energy

1.507 MW

Wind power

136 MW

In construction

72 MW

Solar power

2 new

business initiatives



101 MW

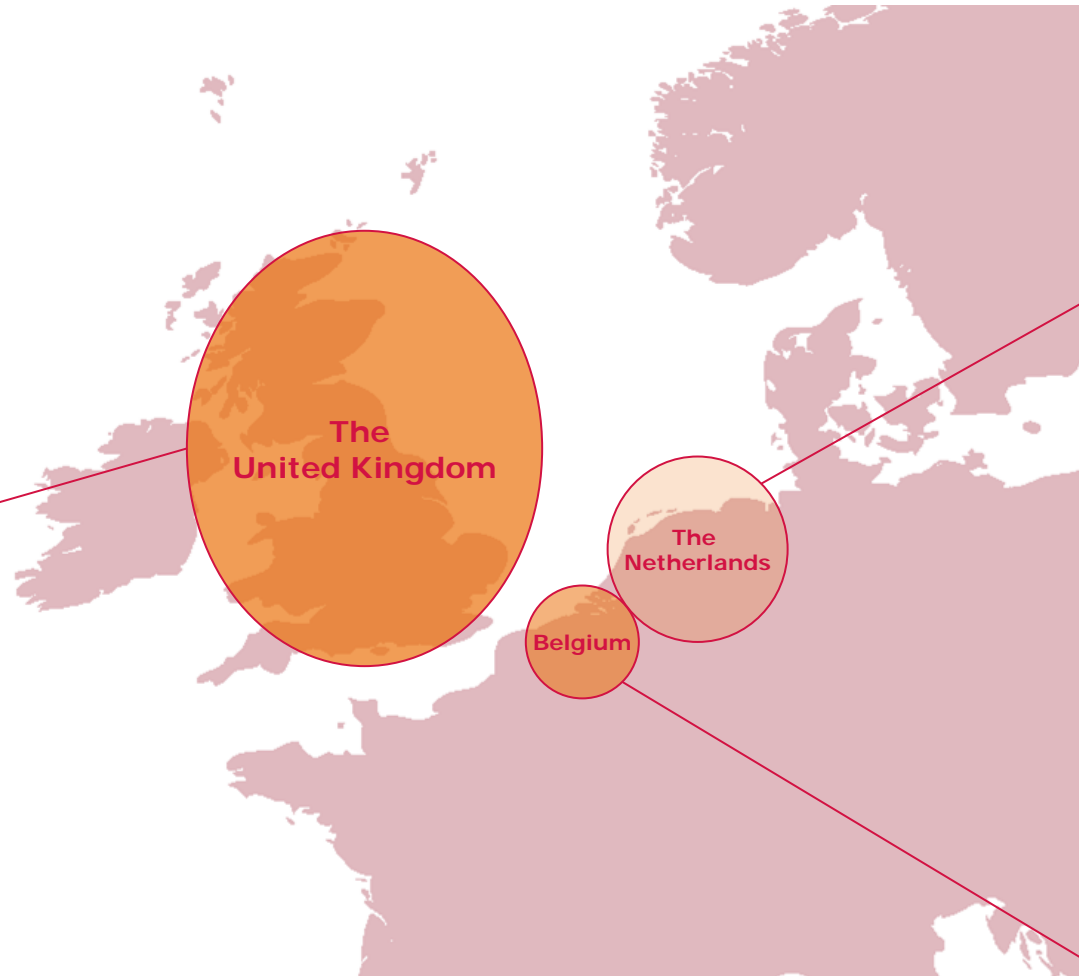
Bio-energy

3 business partners

7 communities

engaged

Eneco supply markets and key lessons



The UK: The next generation of supply company

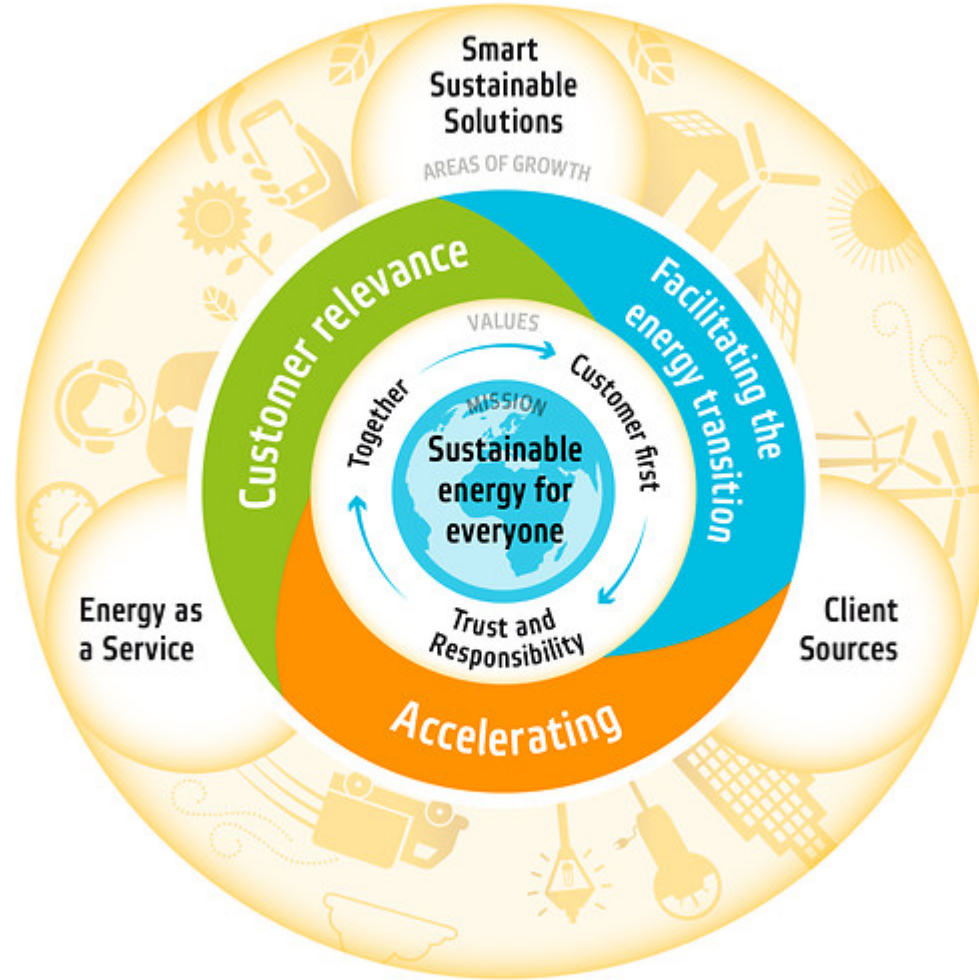
Netherlands: The incumbent - 'Big 3' 2 million customers

Belgium: The Challenger 250,000 customers



Our strategy

All for sustainability



Community Benefits & Engagement



Community benefit fund



Other community engagement initiatives



Local energy tariff



Job creation & sponsorship



Partner of choice



Local contracts



Direct supply to commercial organisation

Moy Wind Farm 60MW
(Scottish Highlands)



Burn of Whilk Wind Farm 22MW
(Near Caithness)



Lochluichart Wind Farm 69MW
(Scottish Highlands)



Macritch Hill Wind Farm 54MW (Angus)



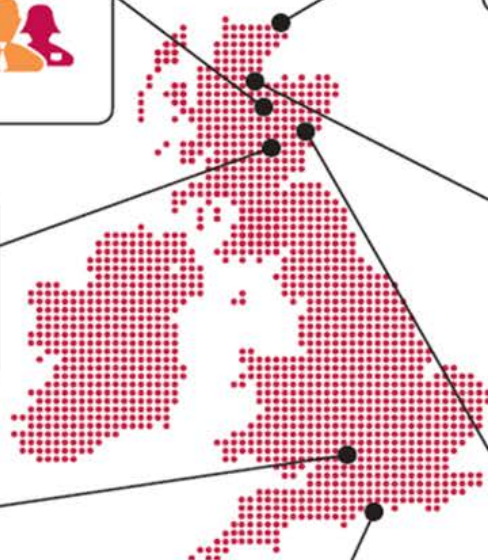
Sevor Farm Solar 10MW
(Honda plant near Swindon)



Navitus Bay up to 970MW
(West of the Isle of Wight)



Tullo & Twinshiels Wind Farms 42MW
(Aberdeenshire)



Progress so far



Idea

We are here

Supply



Research

How do we enter the market and serve our future customer desires?



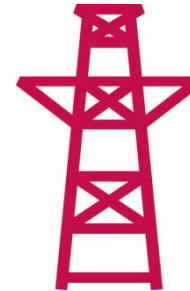
Tariff

Making sure we have the capability to be competitive and renewable.



Supply Licence

Successfully granted our Domestic supply licence in April 2015v



Billing and client service

Finding the most cost effective and efficient route to supplying our communities.



Supplying the community

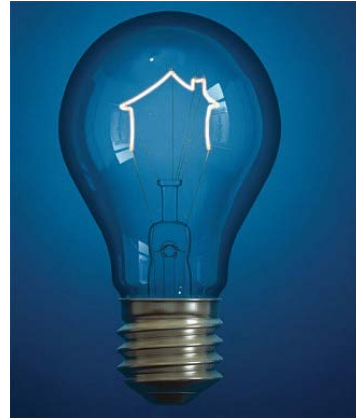
By the end of 2015 we aim to have over 100 customers on the Highlands Wind tariff



Myths



Regulatory
environment is
too rigid.



The energy
market is anti-
competitive



There is only one way to
satisfy billing, regulation
and compliance services



Ongoing challenges/barriers

- Stability of the current political environment
- Investor confidence
- Timescales and expense – a smaller ambition with a more engaged customer is better but it can lead to longer timescales and higher operating costs



Ends



For further information contact...

Guy Madgwick, Managing Director

E: guy.madgwick@eneco.com

T: +44 (0) 1926 331 230

M: +44 (0) 7807954156

W: www.eneco.co.uk

