



The future of energy, costs and purchasing.

Kevin Jackson.

March 2023

An aerial photograph of a dense green forest with a winding asphalt road on the right side.

UNLEASHING
NET ZERO

**Today's
energy
market.**

**Reducing
costs and
carbon.**

**Making
Net Zero
profitable.**

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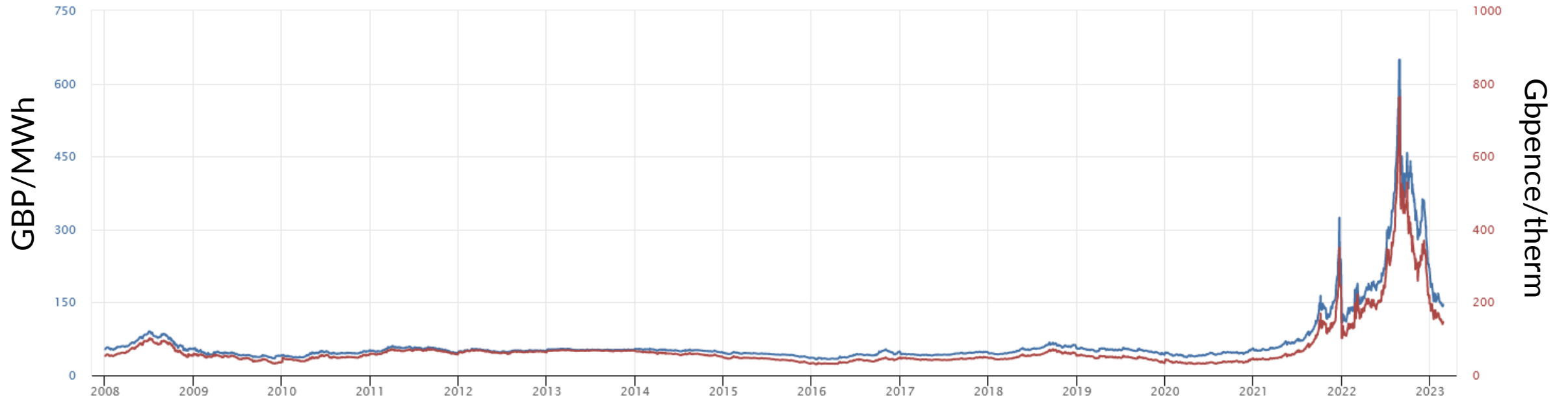
Gas and power chart.



UK Y+1 base GBP/MWh



NBP Y+1 GBp/therm Gbpence/therm



Oil and carbon chart.



CO₂ EUA Y+1 EUR/tonne



Brent USD/bbl USD/bbl



Short to medium term outlook. Less than 5 years.

Bearish factors.

- Weather conditions (mild winter)
- Ample LNG supply
- Lower energy demand due to higher prices

Bullish factors.

- Improving economy in China increasing energy demand globally
- Carbon prices touching recent highs (€100/tonne)
- Potential worsening situation in Ukraine and wider regions
- Issues with French nuclear generation fleet

Long term outlook. More than 5 years.

Bearish factors.

- An increase in renewable electricity generation.
- Moving further away from fossil fuel generation.
- Greater development in battery storage technology.
- Development in hydrogen technology for heating (to replace natural gas).
- Energy efficiency (reducing global energy demand).

Bullish factors.

- Increasing demand from developing countries.
- Ever changing climate patterns.
- Demand for renewable energy outstripping supply.

Some advice.

- Ensure your organisation has a robust energy risk management policy/strategy.
- Consider flexible contracts if you are still on fixed contracts.
 - *Flexible contracts allow you to manage price risk over a number of years.*
- April 23 and October 23 fixed renewals – Consider going to market now.
- Consider energy efficiency projects or onsite generation.

Things to watch.

- Spread between Asian and European gas prices.
- Snap weather forecasts EG Beast from the East.
- Carbon price fluctuations.
- Potential escalation of Ukraine conflict.

Cost vs. certainty.

Fixed

Fixed Procurement.

Buying in one trade from the retail market

Flex

Flexible Procurement.

Buying in more than one trade accessing the wholesale market

PIA

Basket - Purchase in advance.

Buying from the curve market and ALL before contract start

PWP

Basket - Purchase within period.

Buying from the spot market to and trading AFTER contract start

PPA

Power Purchase Agreement.

Long term green electricity contracts direct with generator.

Types of procurement products.

Your top tip.

Understand your risk profile.

Articulate your goals and measurements of success. Ensure your procurement product aligns to your needs.

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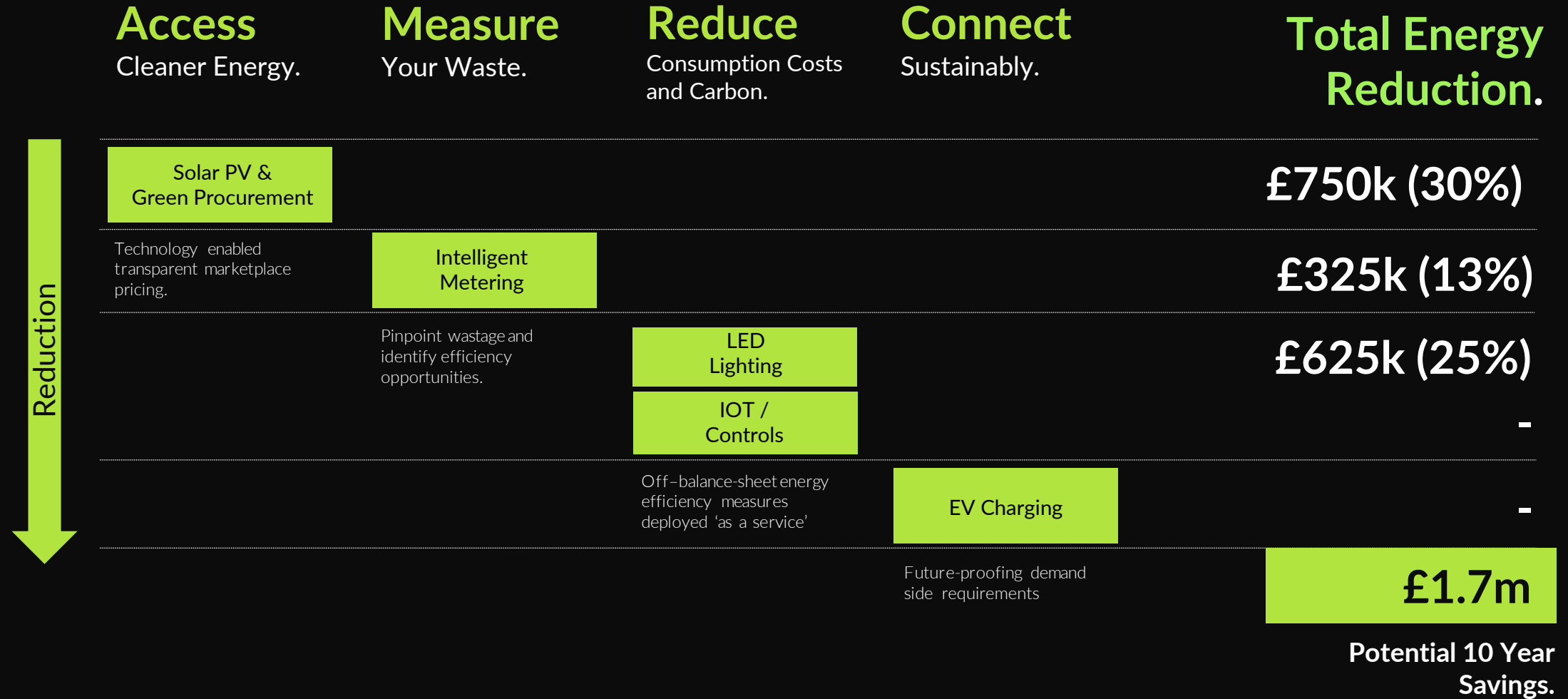
Reducing costs and carbon.

$$\text{Cost} = \left(\begin{array}{l} \text{The amount} \\ \text{you use.} \end{array} \times \begin{array}{l} \text{The price} \\ \text{you pay.} \end{array} \right)$$

1. Measure your waste.
2. Eliminate waste.
3. Energy efficiency.
4. Self generation.

1. Only buy what you need.
2. Have a goal.
3. Choose right product.
4. Optimise buying window.

eEnergy cost waterfall.



Based on one thousand pupil school £250k per year energy spend.

Your top tip.

Finding efficiencies.

Address low hanging fruit and consider marginal gains in the round, as they can add up to big savings.

**Today's
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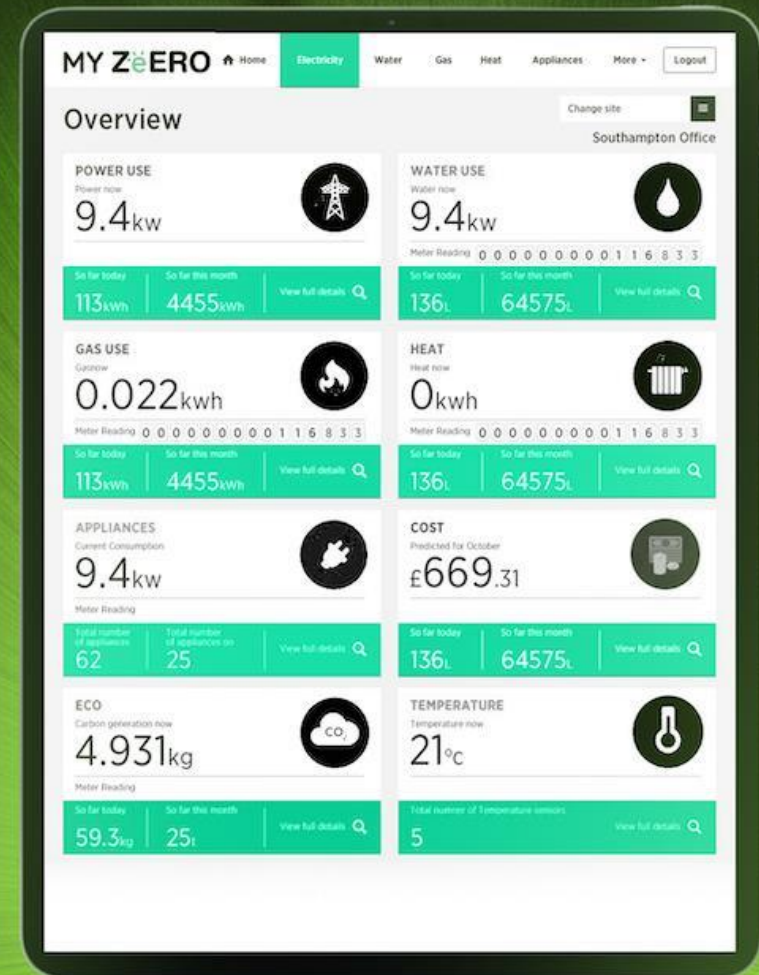
**Reducing
costs and
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**Making
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Measure, manage and visualise your carbon.

Real-time energy data from

MY ZèERO



CO₂

SF₆

CH₄

N₂O

HFCs

PFCs

NF₃

Scope 2.

Direct sources.

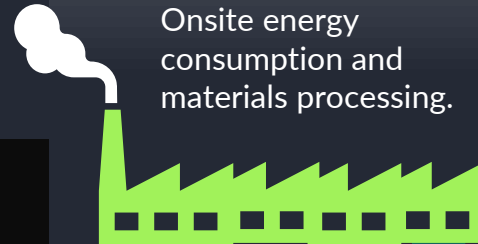
Emissions from purchased electricity for own use.



Scope 1.

Direct sources.

Onsite energy consumption and materials processing.

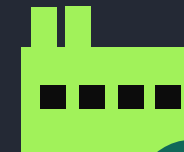


Company-owned vehicles.

Scope 3.

Upstream and downstream sources.

Processing of sold products.



Business travel.

End-of-life treatment of sold products.



Investments.



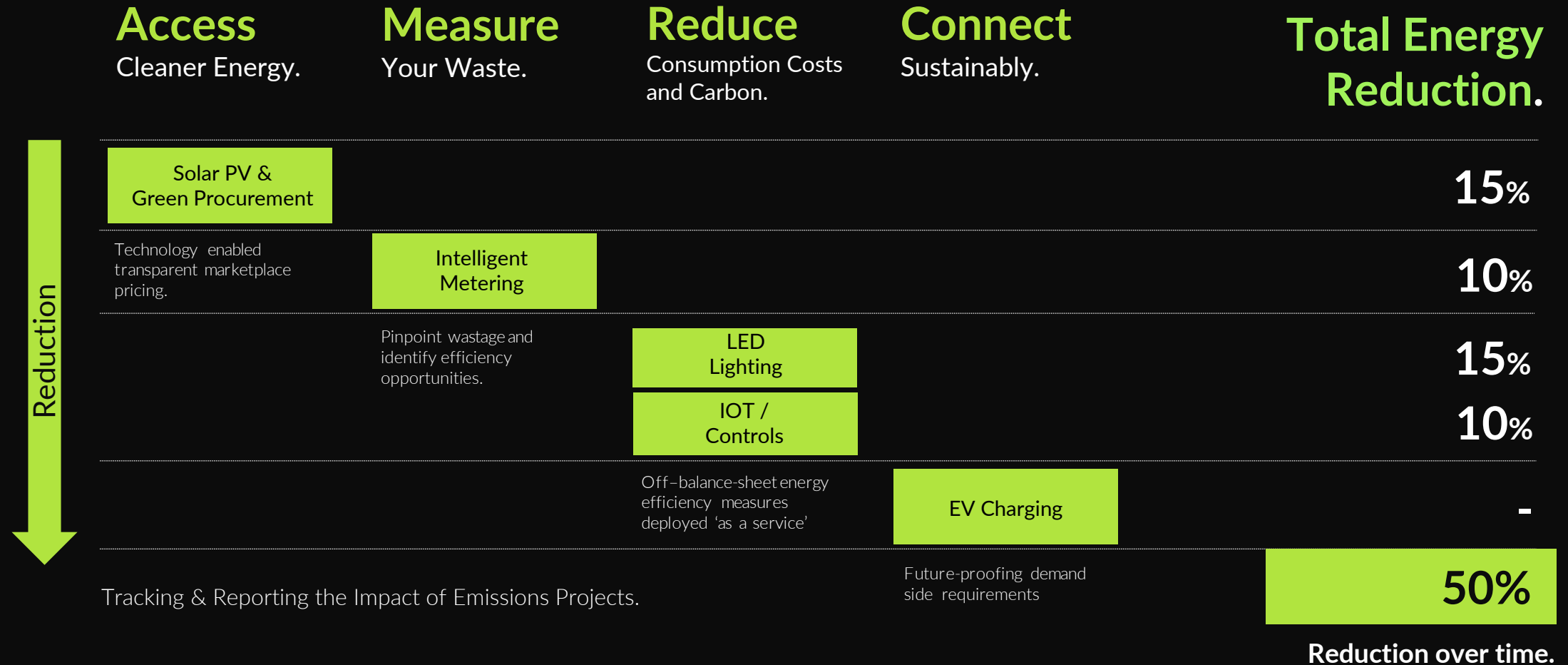
Transportation and distribution.



Use of sold products.



eEnergy carbon waterfall.



Your top tip.

Scope 3.

Scope 3 will likely cause the majority of your emissions, so engage your supply chain to help make reductions.

Summary - Net Zero can be profitable with no upfront costs.

Save energy and reduce your carbon footprint by improving four fundamental areas.



Access cleaner energy.

Access cleaner energy at the lowest cost from our online marketplace and deploy capital free onsite solar generation.



Measure your waste.

Capture real-time actionable energy data and insights, eliminating waste, unnecessary costs and carbon emissions.



Reduce carbon and costs.

Switch to energy efficient technologies with zero upfront cost, saving energy and reducing carbon.



Connect sustainably.

Deploy capital free fast and rapid EV charging points, and onsite solar generation for a sustainable future.

Your top tip.

Visualise your energy.

What get's measured gets managed.
Achieving cost, consumption and
carbon reduction is all about
.....DATA, DATA, DATA!

eEnergy (AIM: EAAS) B2B digital energy services company.

Our end-to-end energy management and energy efficiency products and services make Net Zero possible and profitable for all organisations, helping public and private sector organisations.

Top 5

B2B Digital Energy Services Company.

20+ years

20+ years of cutting waste, saving money and reducing carbon.

4.6 trillion

Currently managing 4.6 trillion watt hours of energy for our customers.

1,800+


UK and Ireland customers across the public and private sectors.

50+ billion

MY ZeERO analyses over 50 billion data points per month.

1,000+


Capital free energy efficiency projects, reducing carbon and saving energy.

£50 million

We've invested over £50m in energy efficiency projects to date.

Get in touch.



Kevin Jackson

Strategic Account Director.

Qualified electrical engineer with excellent energy industry experience and expertise of both energy efficiency and energy procurement functions.

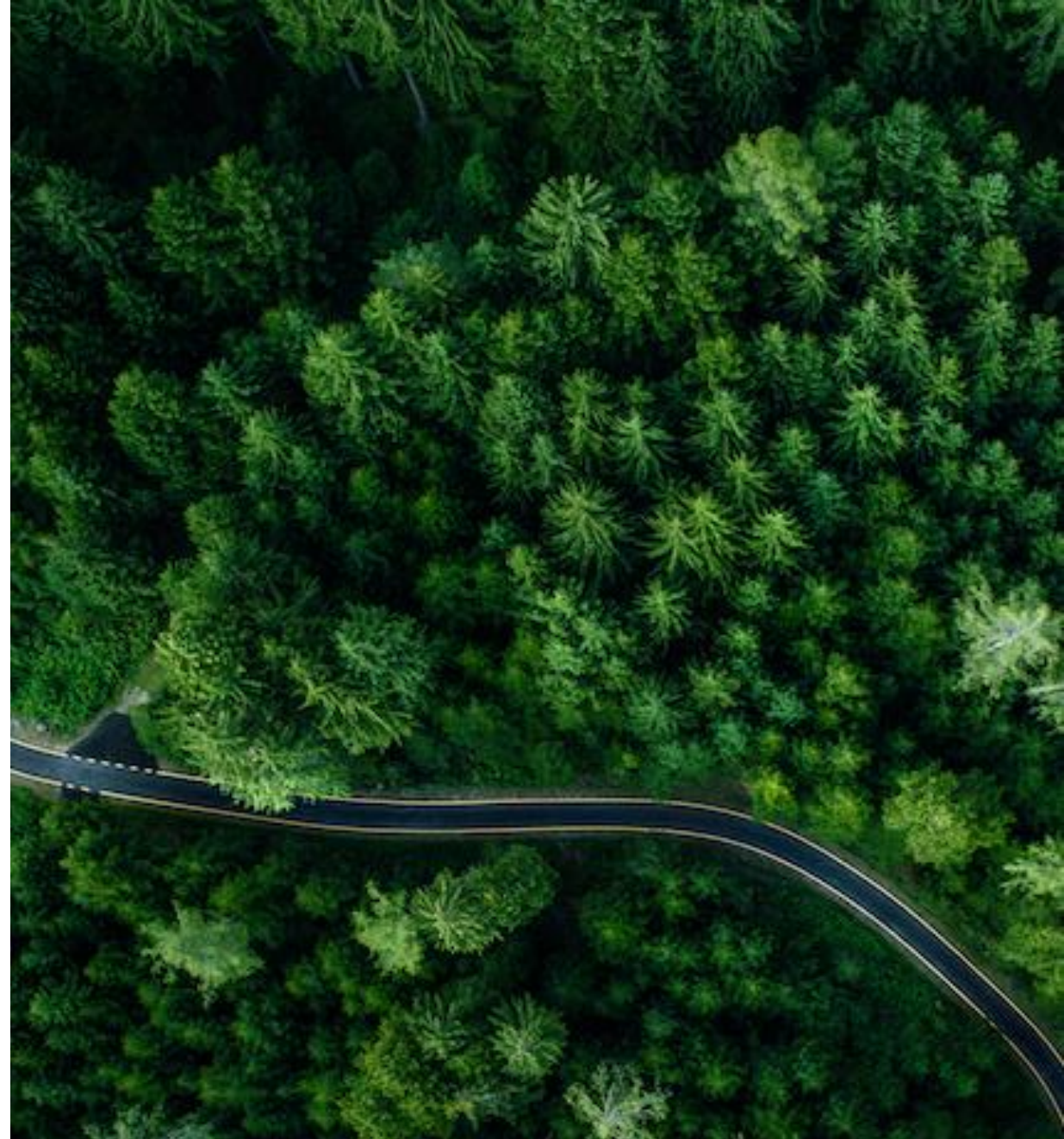
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Thank you.

eEnergy

