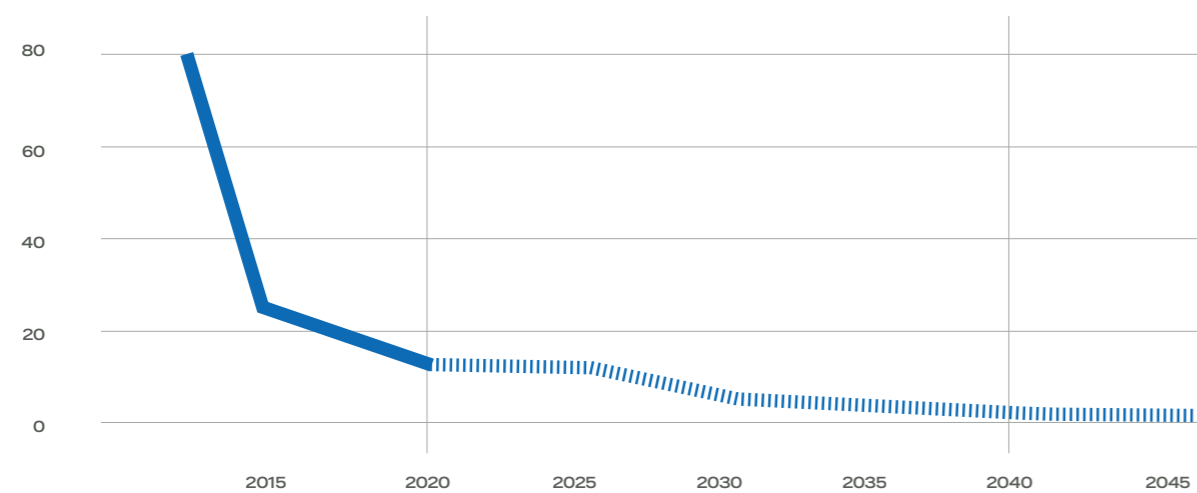


# A strong partner at your side

## Net-zero emissions by 2040

Vattenfall considers it a responsibility to expand our climate-friendly supply to households, industrial companies and cities. We focus our efforts on **enabling and encouraging the development of climate-conscious lifestyles.**

We want to be a leader in sustainable powergeneration and guarantee a reliable and cost-effective energy supply. As a result, we are one of the market leaders both in onshore and offshore wind power. We have also been able to significantly reduce our CO<sub>2</sub> emissions over the past years. And we are continuously pursuing our efforts: by 2040, Vattenfall aims to reach net-zero emissions.



Mill. tonnes of CO<sub>2</sub> emissions



**Contact us now: We are looking forward to talking to you!**

+49 40 244 30 559

energysales@vattenfall.de

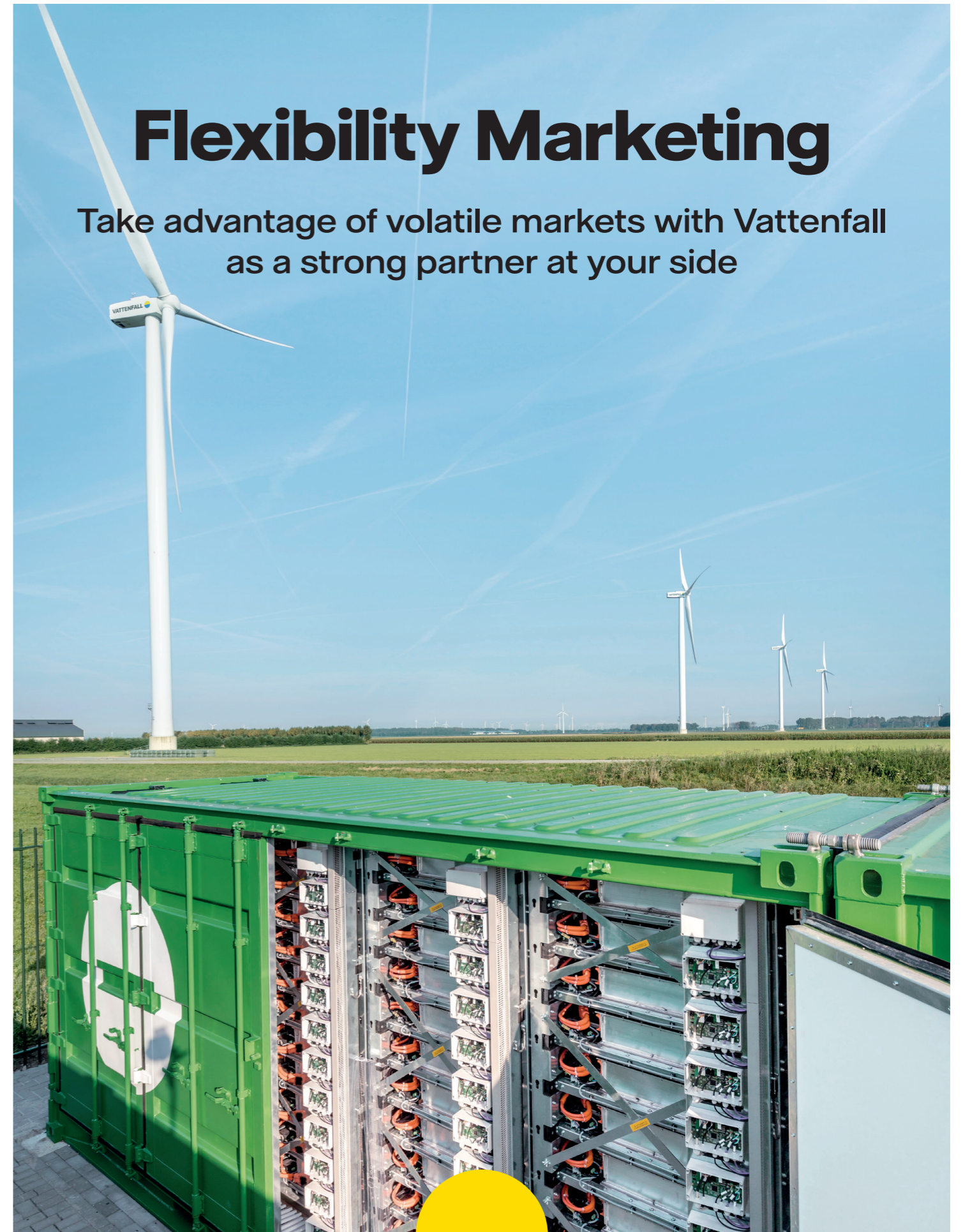
vattenfall.de/flexibilitätsvermarktung



**More information!**

FSC-Logo wird vom Drucker eingesetzt

Valid: 4.2023



# Flexibility Marketing

Take advantage of volatile markets with Vattenfall as a strong partner at your side



# Trading flexibly on the market

With renewable generation on the rise and the increasing uncertainty of fossil fuel supply, the energy markets are in the midst of a gigantic transformation. Price volatility, which is expected to accompany the renewables transition, can be actively managed via energy storage facilities that can react flexibly to short-term price fluctuations. Being at the forefront of the energy transition and one of the largest marketers of flexible generation assets in Europe, Vattenfall is your partner of choice when it comes to marketing your flexible asset.

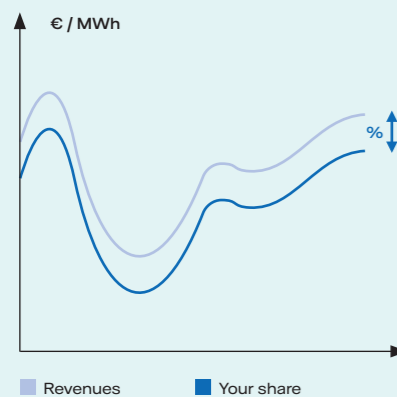
## Monetise flexibility with an experienced partner

Steering and optimising flexible generation capacity is our core competence. Our expertise in generating and marketing energy spans more than 100 years. Coupling this with our flexible storage facilities, Vattenfall is one of the largest marketers of flexible capacity in both the wholesale/spot market (DA/ID) and the balancing energy markets (FCR, aFRR). As one of the leading European trading houses, we pro-actively drive the further development of marketing options and are also excellently positioned in the renewable energy sector.

## We offer our customers a marketing concept tailored to their needs with three possible marketing models:

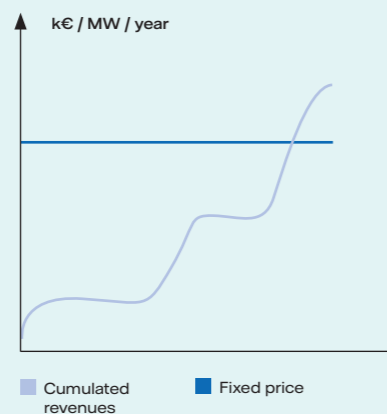
### Profit Share:

- We provide full transparency on the optimisation results.
- We share the profit generated by the optimisation (% tba).
- You may take advantage of potentially favourable developments in market volatility.



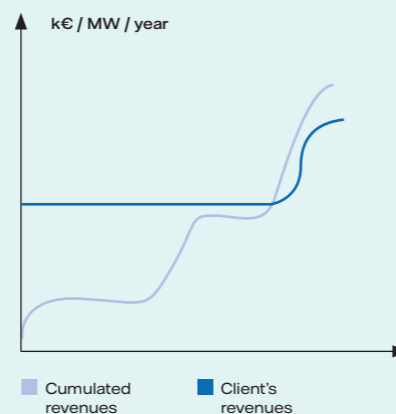
### Fixed Price:

- Vattenfall pays you a fixed price compensation for the flexible capacity provided.
- Market risks are absorbed by us.
- You do not have to worry about planning predictability but have certainty on your cash flows.



### Hybrid:

- Vattenfall pays you a minimum fixed compensation per year, potential revenues are shared (% tba).
- Considered parts of the market risks are absorbed by us.
- ‚Best of both worlds‘. You have certainty about critical aspects of your budget planning while having the chance to participate in potential upsides.



## Who benefits from flexibility marketing?

Pumped hydro storage power plants, electrolysers, battery storage systems – the list of flexible assets that are not reliant on fossil fuels is long. Are you the (future) owner or operator of such a storage plant with an installed capacity of at least 20 MW?

Are you looking for a partner to help market your capacity? Do you value reliability, sustainability and stability?

With Vattenfall at your side, you will benefit from innovative, continuously updated and state-of-the-art technologies for optimal performance in the energy market. Take the opportunity to make use of our sophisticated and proven algorithms to maximise the value of your flexible powergeneration asset!

## Example: Flexibility value pools for battery systems

