

Eneco Biomass Trading & Sourcing

Rotterdam, December 10, 2012

Meeting with Russian delegation of biomass producers



Eneco Company Profile



- Medium-sized European energy company; top 3 in the Netherlands; also active in France, UK and Belgium.
- 2,5 million customers; 6,500 employees; € 5 billion turnover.
- Integrated energy supply: production, trading, transmission and distribution of gas, electricity and heat.
- Mission: *“Continuity through sustainability”* : **Renewable energy is core focus.** Investment Program of over € 1 billion until 2016.
- Headquarters in Rotterdam: Energy port of Europe.



Examples of Energy Production Assets & Projects



Off-/onshore Wind Parks

- Largest offshore wind park in The Netherlands: 60 turbines of 2 MW.
- New offshore wind parks under development in Holland and UK.
- Total wind portfolio: 950 MW.



Gas-fired Power Plants

- Own assets, JV-assets and long term PPA's.
- Additional gas storage and LNG-projects.
- Total gas-fired portfolio over 2 GW.



Residential Energy Solutions

- Large application of solar power.
- Combined with district heating or geothermal heating for e.g. 6.000 residential units.



Biomass Power Plants

- First 50 MWe plant operates in 2013.
- 2 more dedicated 25 – 50 MWe/th bio-CHP's planned as from 2015, for district heating.

Principles Biomass Trading & Sourcing

- **Guarantee availability**

- Various sourcing countries.
- Several suppliers and feedstock types.
- Long term contracts to guarantee feedstock availability.



- **Maximize economics**

- Mitigation of market price risks.
- Partnership orientation : long term price & volume control.
- Supply chain control.



- **Optimize sustainability**

- Strict sustainability / certification criteria.
- Minimize CO2 emissions.
- Control of Product origin: Plantation based forest residues.





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