

INTRADAY in Romania and SEE Region

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GEN-I

Globally present. GEN-I Group is operating in 22 countries, with subsidiaries in 17 countries. Our portfolio includes Trading and Retail activities which enables us to develop synergies and exploit opportunities across markets.

Vast experience with structured products. Past involvement with over 15 partners in 14 countries enable us to fully serve your needs. We can offer you the best, custom made products, designed to extract full value from your assets.

Partner oriented. We are working continuously in improving relationship with over 200 active partners (Trading firms, Energy Utilities and Electricity Producers).

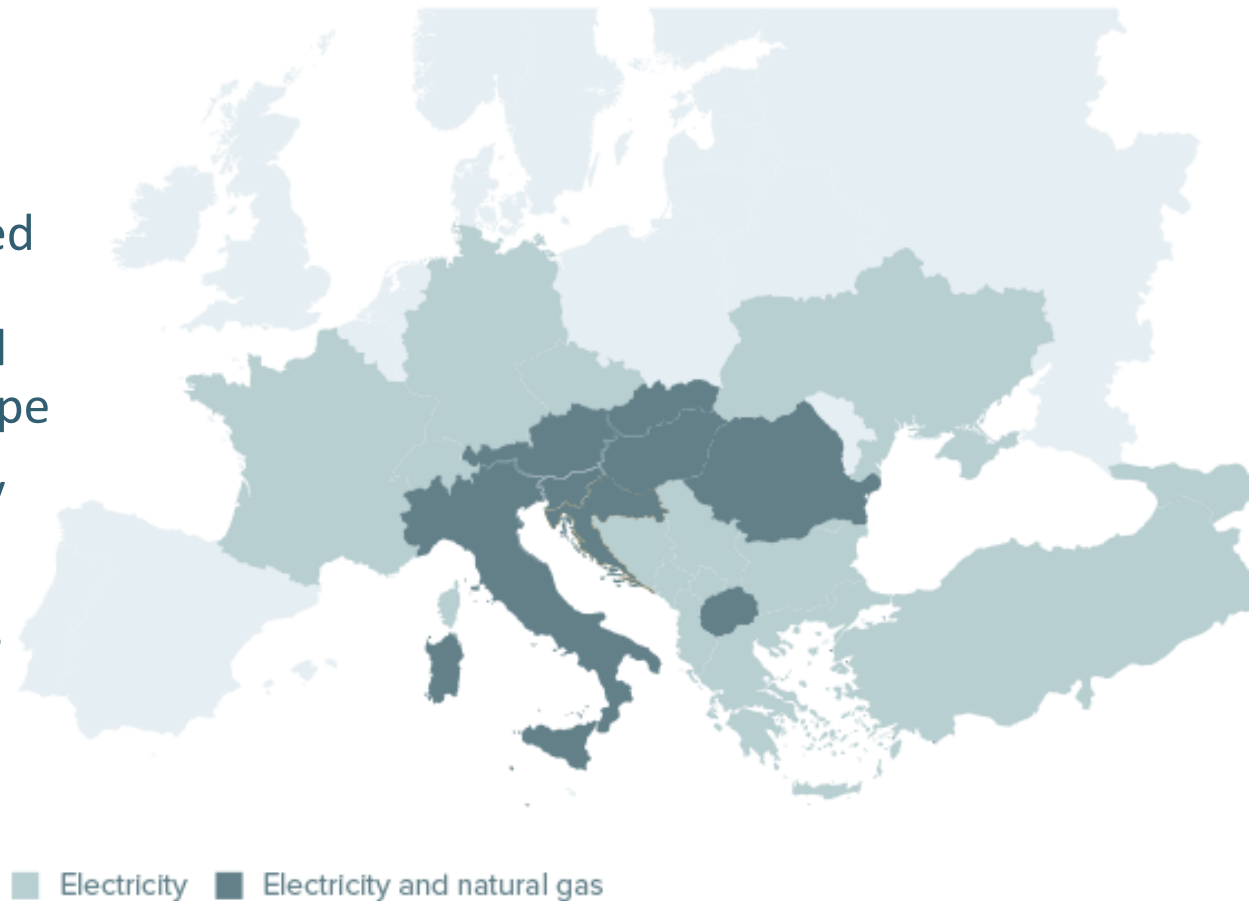
First-rate trading services. Our 24/7/365 present trading team and advanced fundamental and portfolio intelligence are critical for limiting price risk, enabling our partners' efforts to capitalize on opportunities.

TRADING MARKET PRESENCE

Regional leader in energy markets

2016:

- 44% of total acquired cross-border capacities in Central and Southeast Europe
- 49.9 TWh electricity deliveries
- 6.7 TWh natural gas deliveries



Traded Volume in 2016

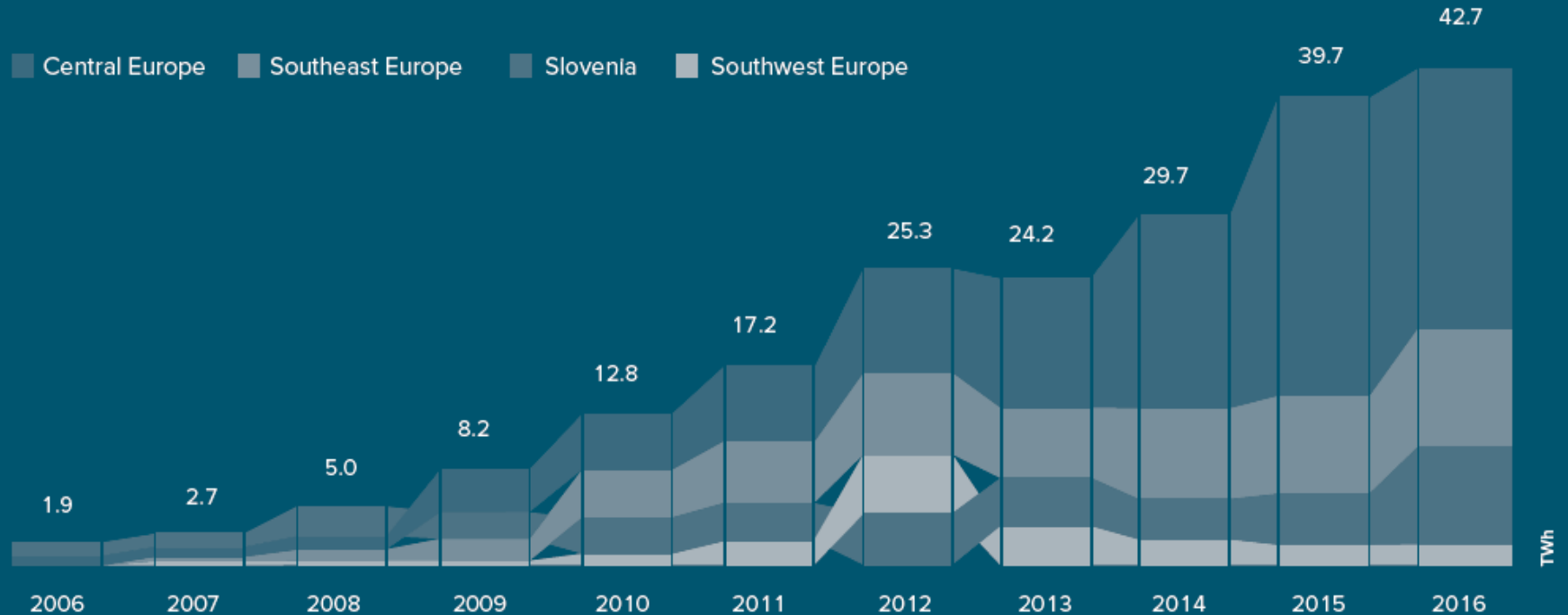
- 42.7 TWh of electricity sold in physical deliveries
- 7.2 TWh of electricity sold in financial derivatives
- 6.7 TWh of natural gas sold in physical deliveries and financial derivatives
- 4.4 TWh of electricity and 1.4 TWh of natural gas was delivered to business clients and small consumers

Electricity

49.9 TWh

Natural gas

6.7 TWh



PHYSICAL ELECTRICITY DELIVERED BY REGION

Market Share

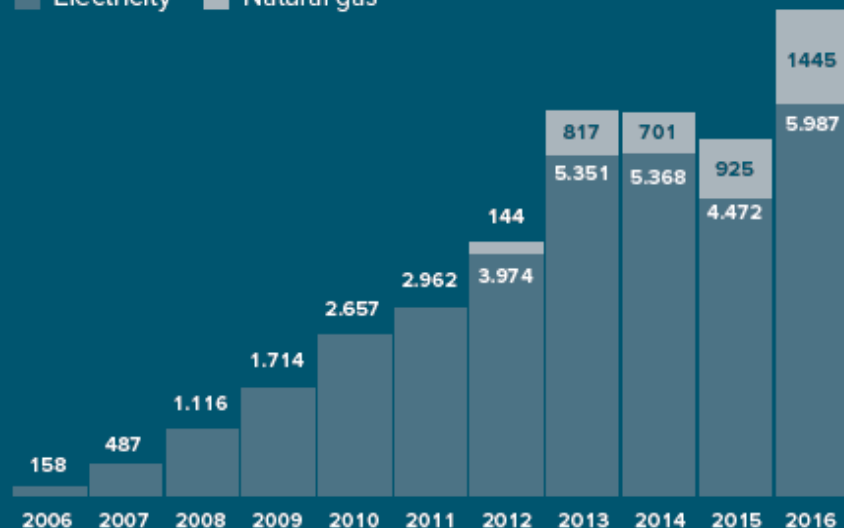
In 2016 GEN-I re-confirmed its strong presence in Southeast Europe. In nine countries we are the leading company by market share in cross-border electricity flows.

44% of the total acquired cross-borders capacities on the borders of Central and Southeast Europe electricity markets in 2016.

35% share of the end-customer electricity market in 2016, and for the fifth year in a row we were the largest supplier of electricity in Slovenia.

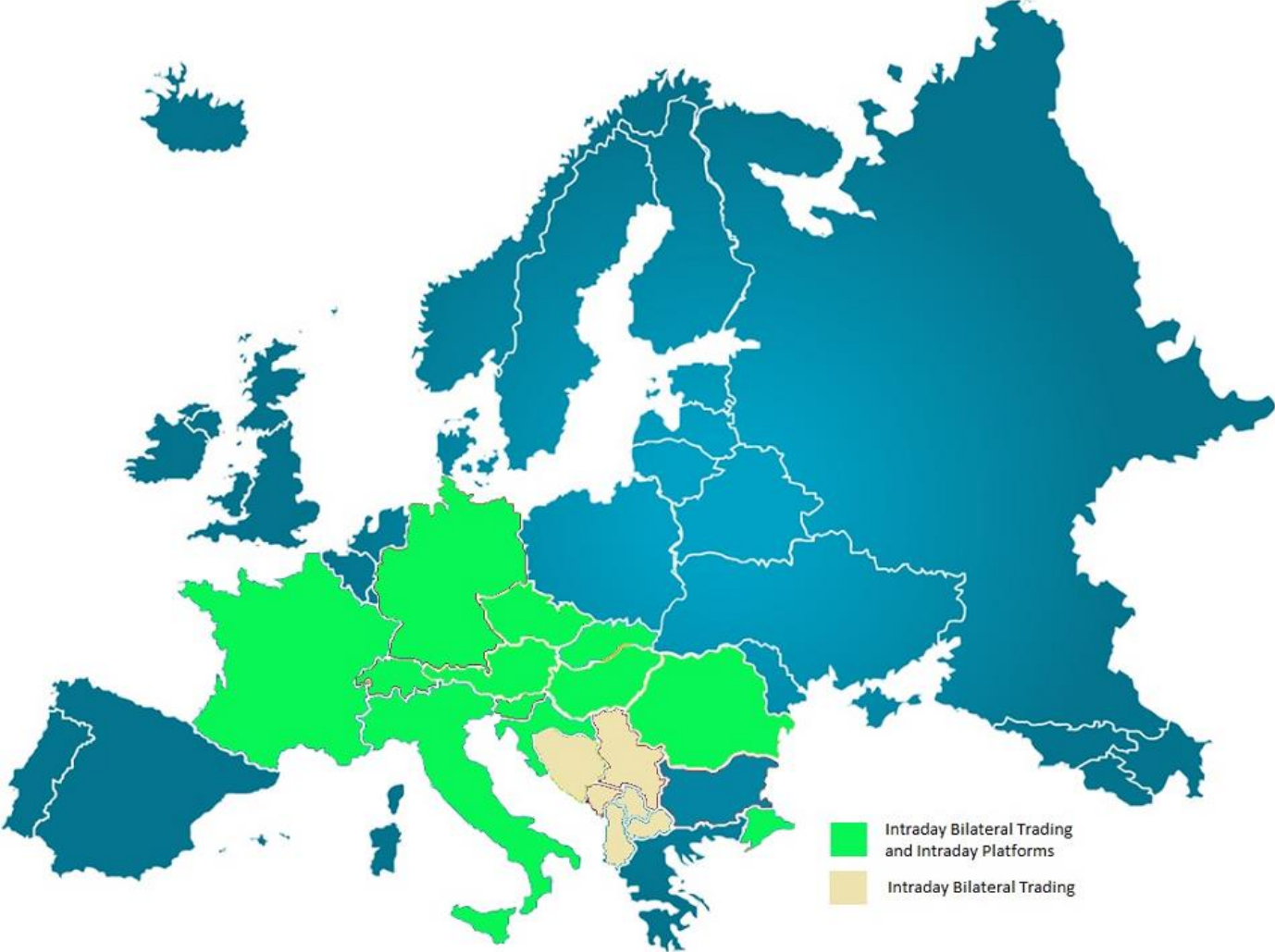
19% of the Slovenian household natural gas market was achieved in less than four months, resulting in the most successful switch rate ever recorded in Europe.

■ Electricity ■ Natural gas



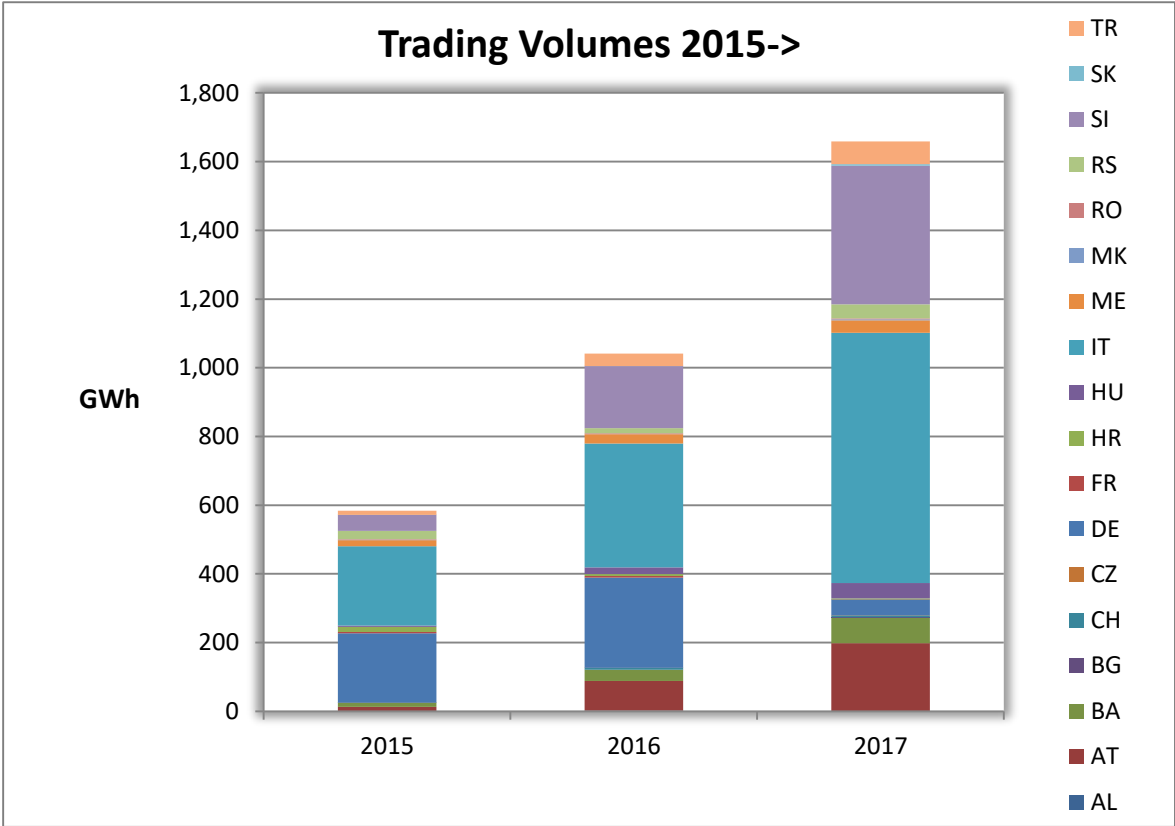
PHYSICAL ELECTRICITY DELIVERED TO END CUSTOMERS

GEN-I presence on Intraday markets



GEN-I Intraday - Strong on liquid markets ,leading in SEE Region

- Maintaining large trading volume on Intraday Exchanges

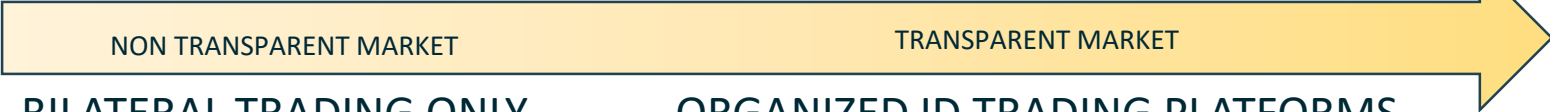


GEN-I Intraday

- Intraday support 24/7/365 with traders present in the office from 07:00-22:00
- Expanded Intraday team of 10 traders
- GEN-I trades electricity on the next Intraday platforms: HUPX, OPCOM, CROPEX, BSP, OKTE, OTE, EPEX (DE, AT, CH and FR), EPIAS
- Managing structured product with intraday flexibilities on hourly and 15 min level
- Wide network of reliable partners
- Trading supported by numerous quality data providers combined with experienced analytics team
- Fast response time with competitive quotes for each control area within minutes, fast adjustment to market changes
- Managing VPP on western markets
- Present in APG and ELES market as aggregators for tertiary reserve

Intraday Trading Situation

(markets with Gen-I presence)



BILATERAL TRADING ONLY

ME	BA	RS
AL	MK	AL
	KO	

ORGANIZED ID TRADING PLATFORMS

LIMITED LIQUIDITY				GOOD LIQUIDITY					
HU		RO							
	CRO		SI	TR	CH	FR	AT	IT	DE
SK		CZ							

Who can benefit from liquid intraday trading?

Producers

- Optimization and generation of additional value from their conventional generation portfolio
- Balancing generation outputs from renewable sources

Suppliers

- Balancing their actual load profile

Traders

TSOs

- Supports system stability and overall system balance

What do we need for a liquid intraday market?

Market participants

- **Internal trading:**
 - Producers
 - Suppliers
- **Cross-border trading:**
 - Traders

Regulatory and infrastructural frame

- Organized Intraday market
- Fast and simple cross-border trading
- Gate closure closer to delivery time

What do we need for more liquid intraday market in Romania?

Market participants

- **More active market participant:**
 - Producers
 - Suppliers

Regulatory and infrastructural frame

- Organized Intraday market with OTC possibility
- Continuous cross-border trades (No sessions)
- Gate closure for cross-border trading closer to delivery time



THANK YOU!

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