Who We Are

Energetic Source has become a key player on the electricity and natural gas market in Italy and a growth-oriented energy trader in the European market.

Since its creation in 1999, the company has managed to experience a steady growth path and it is among the leading energy company in the free market with the supply of more than 8 TWh of electricity and 1.5 billion cubic meters of gas.

Parent company of a group that recorded a consolidated turnover of approximately €2 billion, Energetic Source is the company that multinational Renova Group selected for its high growth potential and to gain a strong position in the Italian electricity and natural gas market.

The full takeover of Energetic Source by Renova Group in 2007, gave the company the opportunity to embark on an intense consolidation process in the Italian and European energy market by leveraging the value of strategic assets acquired over the years, aimed to cover the entire value chain: power generation, gas storage, trading on major European energy market, provide energy supplies to large industrial customers, small and medium-sized businesses and homes.
Group’s Structure

PRODUCTION
- Ecowatt S.r.l. 51%
  - Vento Energia S.r.l. 33.3%
  - En. Plus S.p.A. 33.3%

TRADING POWER & GAS
- Energetic Source S.p.A. (Parent Company)

SALES POWER & GAS
- Energetic Source S.p.A. (Parent Company)
- Flyenergia S.p.A. 100%

ENERGY SERVICES AND EFFICIENCY
- ABP Energy S.r.l. 100%

GAS STORAGE
- Geogastock S.p.A. 100%
Energia per Crescere

Energetic Source pursues its success on international markets in order to offer energy products and customized services at competitive conditions.

Thanks to its reliable assets and the flexibility of its services, Energetic Source is the best partner for the growth and development of your business.

Energetic Source Group is focused on maximizing the creation of added-value enriching its range of services and products offered to large industrial customers, small and medium-sized businesses, and domestic customers.

The Group is committed to improve the profitability but also to implement its Corporate Social Responsibility, as proven by a Framework Agreement signed with the most important Italian Consumers’ Associations that protects consumers against any form of violation of their rights.

The Group believes that the continued commitment to an ethical approach to the market and a creation of a relationship based on mutual trust between suppliers and consumers are the main elements for the competitiveness and success of its business.
The investment strategy pursued by Renova Group is focused on investments in industrial companies, leader in sectors where growth and consolidation potential has been identified.

Renova Group of companies is a Russian multinational corporation owning and managing assets in energy, oil, metals mining, construction development, telecommunications, nanotechnologies and utilities in more than 20 countries.

Renova Group is a stakeholder and strategic investor in some of leading Russian and international companies, including such world class companies as UC Rusal, Integrated Energy Systems, Oerlikon, Sulzer and SCHMOLZ+BICKENBACH.

The Group also invested in companies all over the world operating in the energy sector, real estate development, portfolio investments, telecommunications, chemical industry.
1999
Energetic Source S.p.A. is established.

2006
Energetic Source acquires Flyenergia S.p.A.

2007
Renova Group acquired Energetic Source (100%).
Geogastock S.p.A. is 100% owned by Energetic Source.

2008
Energetic Source Group starts the production from renewable sources.
Group’s revenue exceeded the 1 billion euro mark.

2010
Energetic Source Group supplies natural gas and electricity to more than 100,000 customers.

2011
Energetic Source Group starts the production of electricity from traditional energy resources.

2012
The Italian Ministry of Economic Development granted Geogastock S.p.A. a concession to develop a natural gas storage site located in Grottole/Ferrandina (Matera).

2013
Energetic Source Group continues its expansion in the major energy markets in Europe and strengthens its presence as a reliable, competitive and well-organized player to provide the best performance in terms of services.

2014
Energetic Source Group confirms its reputation as an innovative company providing both core activities and Energy Efficiency products and services, in line with applicable Italian and European laws and regulations.
Our Values

“The customer always comes first” is not just a catch phrase, it is an idea we use on a daily basis through which we handle everyday business.

**INTERNATIONAL PERSPECTIVE**
Energetic Source gives you the power to grow your business, working at your side in a global competitive marketplace.

**CUSTOMIZATION**
Energetic Source gives you the power to grow your business by offering easy-to-use tools, tailored reporting and customized services.

**FLESSIBILITY**
Energetic Source is giving you the power to grow your business with its flexible and competitive product portfolio.

**GREATER SOLIDITY**
Energetic Source gives you the power to grow your savings, like 200,000 customers to whom we already provide quality, transparency and reliability.

**CONSULTANCY**
Energetic Source gives you the power to grow your business, improving the efficiency of your power supply through our qualified Energy Management and Energy Efficiency products and services.
Our Achievements

Energetic Source sold more than 50 billion kwh of electricity and 4 billion of mc of gas to more than 300,000 customers.

- About 2 BILLION Euros of revenue
- More than 200,000 customers
- More than 240 Mcm multy-year capacity for gas imports via the TAG pipeline
- More than 90% customer retention
- More than 1,5 Bcm of natural gas sold to final customers
- 2 natural gas storage sites
- 8 TWh of power supplied to domestic customers
- 400 MW of installed capacity

TRADING on the main European energy markets
Our Business Model

PRODUCTION OF ELECTRICITY

- **Combined-Cycle Power Plant**
  En. Plus owns a plant with an electrical capacity of 400 megawatts in San Severo (province of Foggia, Italy), characterized by high fuel efficiency and reduced environmental impact.

- **Hydroelectric Power Plant**
  Ecowatt Srl owns an hydroelectric power plant with a power of 5 MW in Porlezza (province of Como, Italy).

- **Wind Power Plant**
  Vento Energia owns a wind power plant in Puglia, south of Italy, with an installed capacity of 7,5 MW.

TRADING

- **Trading ‘around the asset’**
  on the main European energy markets (Italy, Germany, France, Spain, Austria, Greece, Slovenia, Switzerland, Denmark, Sweden, Norway, Finland, Estonia, Estonia, Latvia, Lithuania, Slovakia) through the purchase of standard and non-standard derivatives, OTC (Over-The-Counter) and exchange-traded, physical and financial.

- **Supply optimization**
  of customers’ portfolio consistent with the profit margins set and the Group’s risk policies (market risk, credit risk, counterparty risk).

SUPPLIES

Portfolio energy supplies consist of:

- **business relationship** built with major European trading and production companies;
- **consolidated presence** in the European exchange point/Hub (TTF, PEG, NCG, Austrian VTP, Italian PSV, EIC, ENTSO).
- **240 Mcm multi-year capacity for gas imports** from Germany and Russia towards Italy.

ENVIRONMENTAL CERTIFICATES

- **Energetic Source operates on the CO₂ market** (EUA, CER, ERU), provides advice to conventional plants to comply with energy efficiency directives (guarantees of origin, energetic efficiency certificates), develops origination activity from renewable energy and trading activity and portfolio management of final customers’ certificates.
Our Business Model

POWER & GAS SALES

SALES

- We have sold 8TWh of power and over 1,5 Bcm of natural gas to business and domestic customers.

- Corporate customers and SMEs
  Energetic Source supplies electricity and natural gas either at fixed or variable price indexed to energy index.
  Energetic Source offers high added-value services: day-to-day energy management, risk management, competent consultancy on dealing with Government agencies, web energy data management services.

- Residential market and micro-business segment
  Flyenergia supplies electricity and natural gas to 200,000 customers (small businesses and craft workers, residential customers).
  Flyenergia furthermore offers high added-value services: customer loyalty programmes, legal protection and financial safety-nets.

ENERGY SERVICES AND EFFICIENCY

ENERGY SERVICES AND EFFICIENCY

- Energetic Source is the perfect business partner whether it deals with a business or a residential customer. Its target is to make production and consumption of energy more efficient, defining the right direction in terms of economic return and environmental impact.
  The Group provides the following services: energy audit and those that manage and optimize energy deliveries (energy check); for the implementation of co-generation and tri-generation systems and efficiency energy measures.
  Energetic Source also provides to residential and micro-business customers an e-shopping service where to buy domotic and LED lighting solutions.
  Energetic Source participates in campaigns to promote a more conscious and responsible use of the energy.

GAS STORAGE

NATURAL GAS STORAGE

- The natural gas storage site located in Grottole/Ferrandina, getting operative in 2016, will ensure the 10% of the total Italian storage capacity (1,300 Mcm). The overall investment exceed EUR 700 million.
Our Offer

Energetic Source differs from other market participants thanks to its offers adapted to respond to consumers’ expectations.
Our Offer

CLIENTS
- Large manufacturing companies
- Large scale retail distribution
  - Banking groups
  - Telecoms companies
- SMEs
  - Service companies
- Micro-business segment
  - small businesses
  - and craft workers
- Residential customers

ELECTRICITY AND NATURAL GAS
- “Ad hoc” solutions
  - Hedging
- Customized solutions
  - index-linked & fixed
- Bundled offerings
  - index-linked & fixed

SALES FORCE
- Network of external business partners, part of the sales structure
- Network of agencies that operate nationwide
- Locally-rooted network
  - Of agencies
  - Online services
  - Tele-selling
- High-profile Key Account Manager

ETHICS
- Code of Conduct and Ethics
- Voluntary self-regulation and handling of complaints
  - Protocol shared with Consumers’ Associations
- Sales force training approved by Consumers’ Associations
Reference List

OUR CUSTOMER

MAJOR EUROPEAN HUB
Our Subsidiaries

FLYENERGIA

Flyenergia S.p.A. was established in 2002 and bought by Energetic Source in 2006. It is specialized in providing offers tailored for professionals and residential customers. Flyenergia is fully owned by Energetic Source Group (100%), and perfectly integrated into the Group’s organization.

The company provides high added-value offers for both business and residential customers. Besides electricity and natural gas, the company also provides to its customers legal protection, like reimbursement of energy costs in case of job loss, energy savings products and services available in our store online.

GEOGASTOCK

Geogastock Sp.A. is the company holding a natural gas storage concession to develop a site located in Matera province, Grottole and Ferrandina, expected to start in 2016.

Once operational, the facility would have 1,300 Mcm of ‘working gas’ and 800 Mcm of ‘cushion gas’ and will represent the 10% of the national storage capacity.

The development of the project will involve an investment of about eur 700 million and is expected to make a significant contribution for the security of gas supply at national levels.

ABP ENERGY

ABP Energy S.r.l. is dealing with energy efficiency and management, assisting customers of the Group in making production and consumption of energy more efficient, and defining the right direction in terms of economic return and environmental impact.

OTHER SUBSIDIARIES

Energetic Source holds 33% of En.Plus a joint venture between Alpiq Italia Holding and EN&EN. Alpiq’s affiliate has built a gas-fired, combined cycle power station in San Severo (province of Foggia, Italy) with an electrical capacity of 400 megawatts.

Energetic Source holds 51% of the share capital of Ecowatt S.r.l. a hydroelectric power plant located in Porlezza (Como, Italy) with a power of 5 MW and a production of 12 Gwh.

Energetic Source holds 34.45% of the share capital of Vento Energia S.r.l. a wind power plant in operation in Puglia with a nominal power of 7.5 MW and a production of 15 Gwh.
Contacts

ENERGETIC SOURCE S.p.A. - A Socio Unico

HEADQUARTER
Corso Venezia 54 - 20121 Milano
T. +39 02 494912
F. +39 02 76018992

OFFICES
Via Donatori di Sangue 6/d - 25050 Paderno Franciacorta (BS)
T. +39 030 6857746
F. +39 030 6577663

Via Asmara 76 - 00199 Roma
T. +39 06 83750083
F. +39 030 6577663

www.energeticsource.com

General information
info@energeticsource.it

Press Office
ufficiostampa@energeticsource.it

Sales
sales@energeticsource.it