

# Entering the UK supply market – insights and challenges



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# Who is Eneco?

All for sustainability



## Europe

## UK

**53**

Dutch municipalities

**2.2m**

Customers across  
5 European countries

**10 MW**

Solar Energy

**111 MW**

Wind energy

**1.507 MW**

Wind power

**136 MW**

In construction

**72 MW**

Solar power



**2 new**

business initiatives

**101 MW**

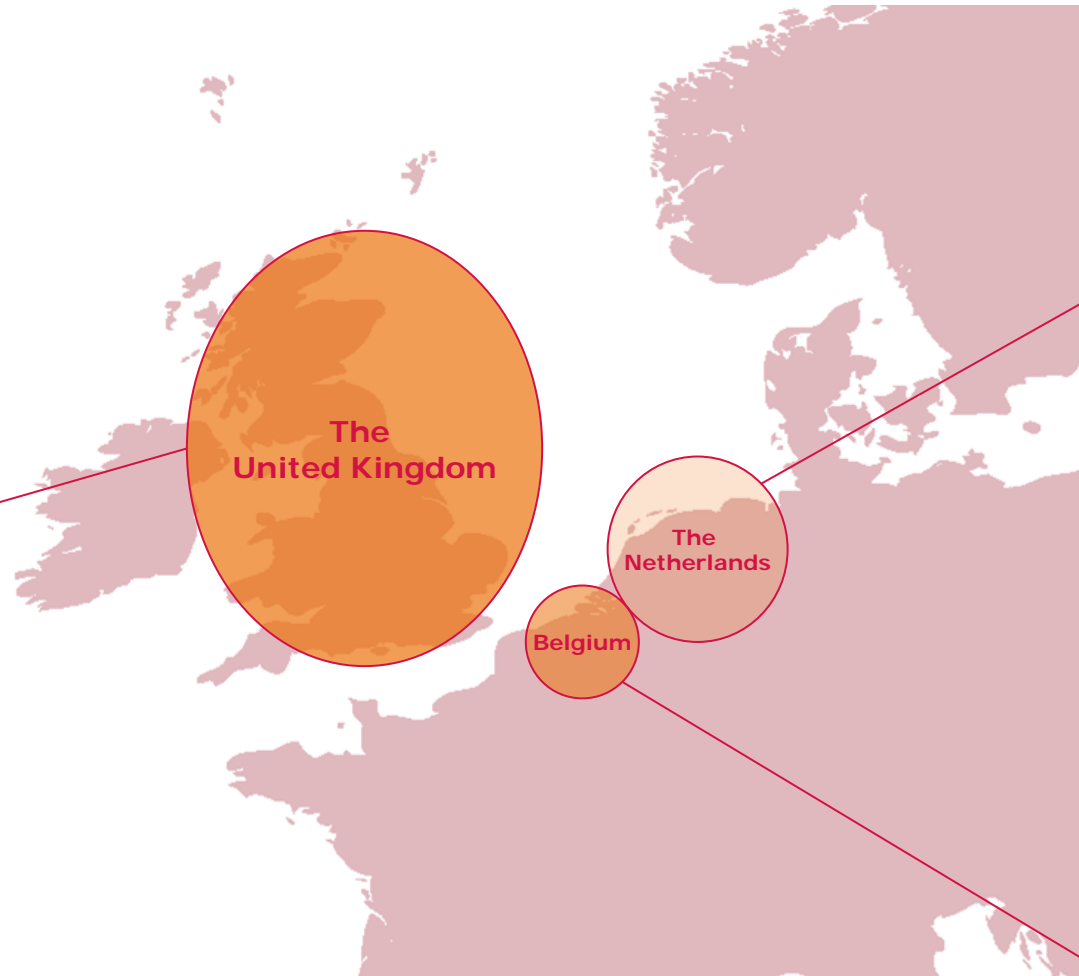
Bio-energy

**3 business partners**

**7 communities**

engaged

# Eneco supply markets and key lessons



**The UK: The next generation of supply company**

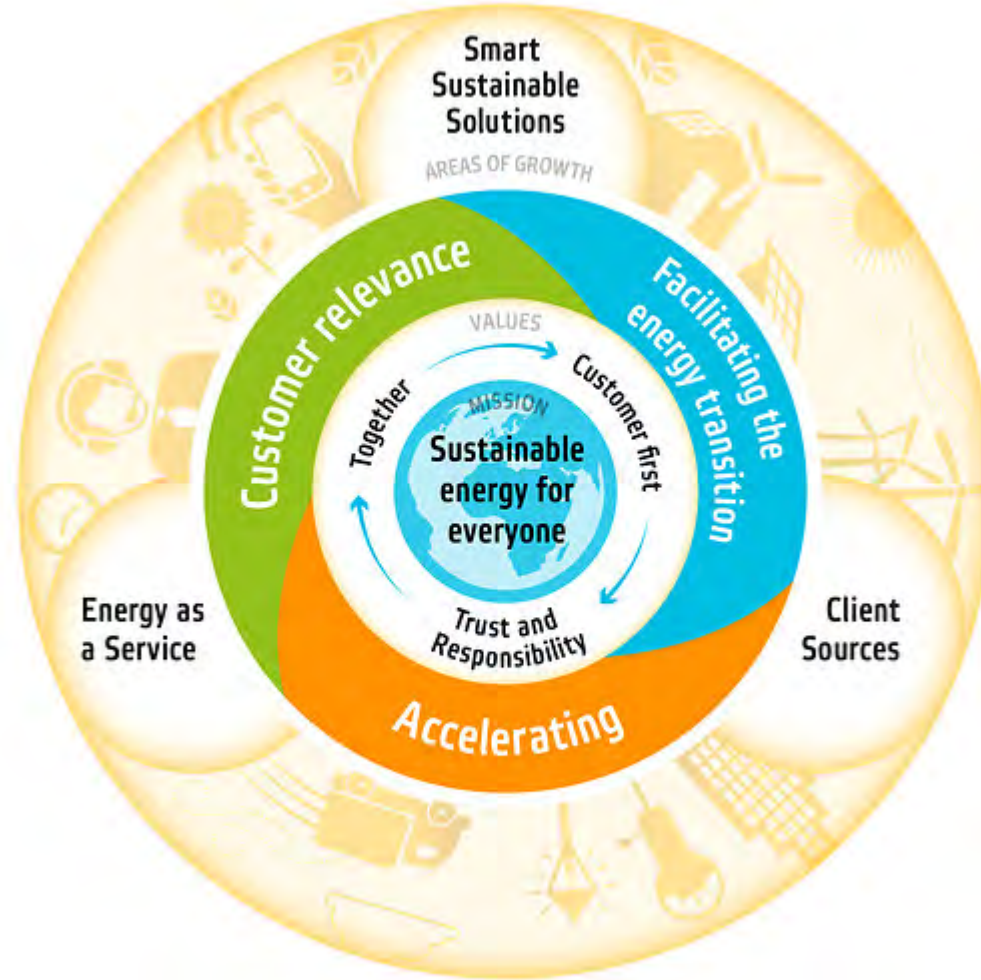
**Netherlands: The incumbent - 'Big 3' 2 million customers**

**Belgium: The Challenger 250,000 customers**



# Our strategy

All for sustainability



# Community Benefits & Engagement



Community benefit fund



Other community engagement initiatives



Local energy tariff



Job creation & sponsorship



Partner of choice



Local contracts



Direct supply to commercial organisation

**Moy Wind Farm 60MW**  
(Scottish Highlands)



**Burn of Whilk Wind Farm 22MW**  
(Near Caithness)



**Lochluichart Wind Farm 69MW**  
(Scottish Highlands)



**Macritch Hill Wind Farm 54MW** (Angus)



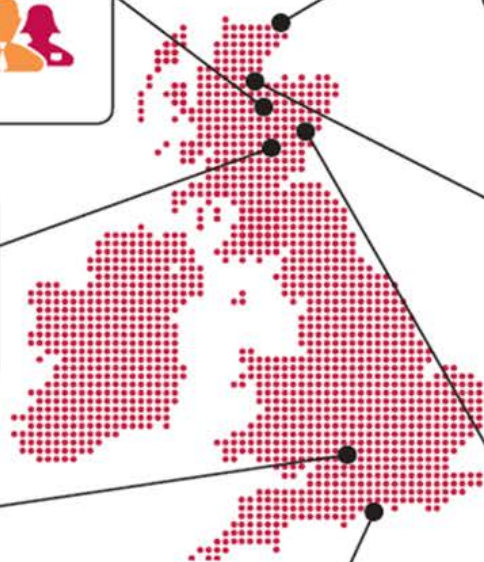
**Tullo & Twinshiels Wind Farms 42MW**  
(Aberdeenshire)



**Sevor Farm Solar 10MW**  
(Honda plant near Swindon)



**Navitus Bay up to 970MW**  
(West of the Isle of Wight)



# Progress so far

Idea

We are here

Supply



## Research

How do we enter the market and serve our future customer desires?



## Tariff

Making sure we have the capability to be competitive and renewable.



## Supply Licence

Successfully granted our Domestic supply licence in April 2015v



## Billing and client service

Finding the most cost effective and efficient route to supplying our communities.



## Supplying the community

By the end of 2015 we aim to have over 100 customers on the Highlands Wind tariff



# Myths



Regulatory  
environment is  
too rigid.



The energy  
market is anti-  
competitive



There is only one way to  
satisfy billing, regulation  
and compliance services



# Ongoing challenges/barriers

- Stability of the current political environment
- Investor confidence
- Timescales and expense – a smaller ambition with a more engaged customer is better but it can lead to longer timescales and higher operating costs





# Ends



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