

Speed up your entry to new energy markets

-- The session starts at 14:02 CET --

Housekeeping:



Everyone is muted.



Video is turned off.



Questions can be asked by using the Q&A-section.



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YOUR SPEAKERS FOR TODAY



Mitch Exon

ETRM Sales Manager Europe

20+ years of experience

Previously at Morningstar Commodities,
FIS SunGard, Bloomberg Trading Systems



Eszter Pontenagel

CEO & Founder of Time2Market

10+ years of experience

Previously at NEAS, Centrica and MFT

THE PERFECT STORM

- High Volatility
- Real-time trading
- Intermittent renewables
- Increasingly connected markets
- Extreme weather events
- Geopolitical risk
- Energy transition
- Many new market entrants

Accelerate your time to market



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Who's Time2Market?

- Operational team of experts focusing on opening **wholesale power and gas** markets
- Functions as an **external business development department**
- Specialized in **outsourcing** market entry and market continuity



Eszter (Founder & CEO) and Paul (Managing Director)

The Pillars of Time2Market

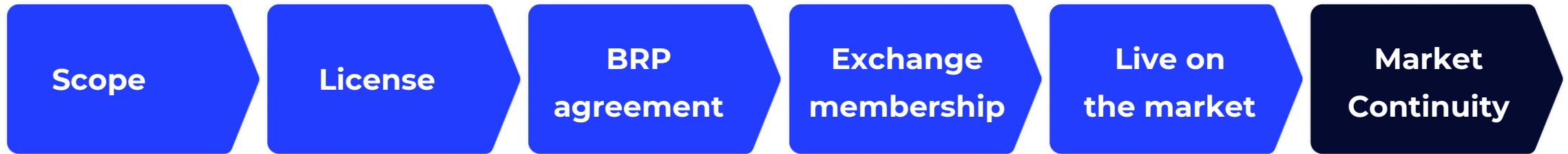
**Power & Gas
Market Guidance**

Market Access

Market Continuity

Market access

“Market access is the A-Z procedure to facilitate company setup for trading on a specific market.”



Market continuity

“Market continuity is the post-entry management of a company setup for trading on a specific market.”



Common & Avoidable hurdles

What to look out for and how to set yourself up for success

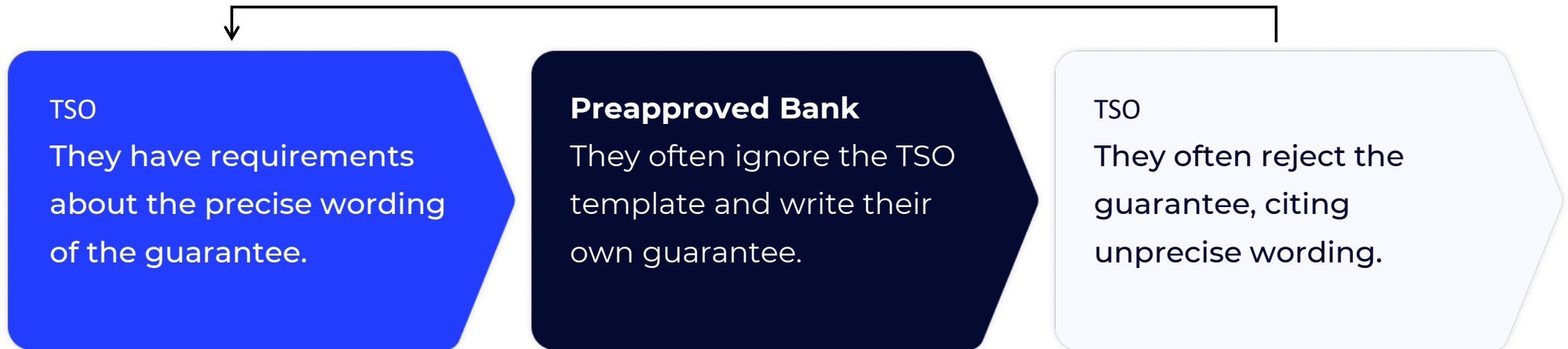


Settlement Banks

- Banks are heavily regulated
- Banks like to avoid risks
- Foreign entities or ownership are considered “high-risk parties”
- Examples of bank challenges
 - Settlement bank for eSett: Scandinavian norms and risk averse: no onboarding
 - GB and IE IBAN: Large banks do not onboard you, smaller 'modern banks' have limited technical means or an onboarding queue

Bank Guarantees

- Precise wording is very important
- Mismatch between TSOs and Bank's requirements
- Possible reasons for the rejection of a bank guarantee
- How to speed up bank guarantees



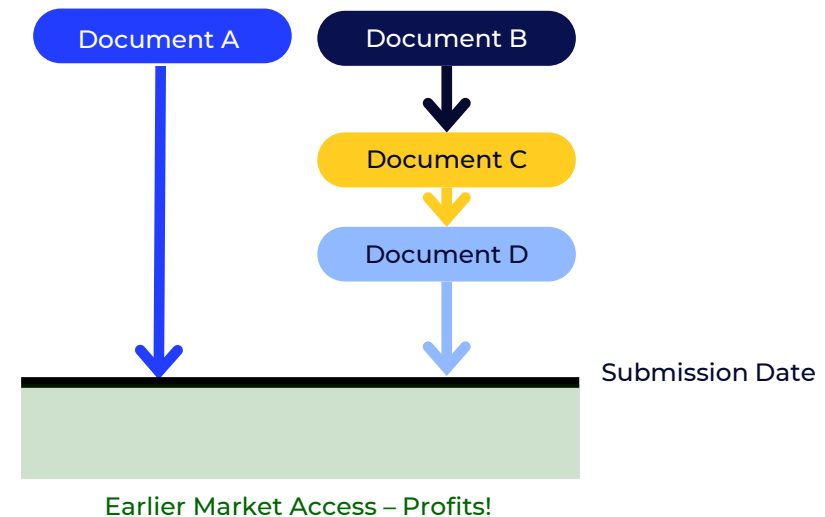
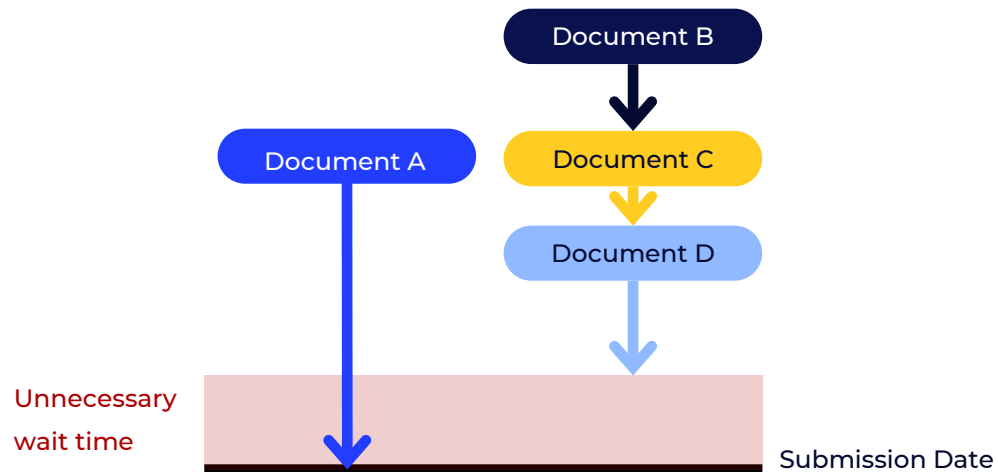
Nomination and Scheduling Tests

- In-house or a service provider?
- Unique requirements
- Require a lot of IT resources
- Maintenance heavy

The screenshot displays the 'eZ DEMO CUSTOMER TVB' interface. On the left is a navigation menu with categories: Balancing, Trading, Nominations, Overview (selected), Real time, Messages, Batch, Configurations, Assets scheduling, Deals, Time series, and Configuration. The 'Overview' section is expanded, showing a list of countries and their associated entities. The main panel, titled 'Nominations Overview', shows a detailed view for each country, listing entities and their nomination status (indicated by green checkmarks). The countries shown are Austria, Belgium, Czech Republic, Denmark, France, and Germany. The entities listed for each country include various power grids and trading companies. The interface also includes a top bar with a menu icon, the title 'eZ DEMO CUSTOMER TVB', and a date selector set to '20/06/2020'. On the right side, there is a vertical list of country flags and names, including Austria, Belgium, Czech Republic, Finland, Greece, Latvia, Netherlands, Romania, Spain, and United Kingdom.

Timing and Order of activities

- Time validity of documentation is very important
- Order of document request is very important
- Processes that require a lot of waiting time should start as early as possible



Best practices & Checklist

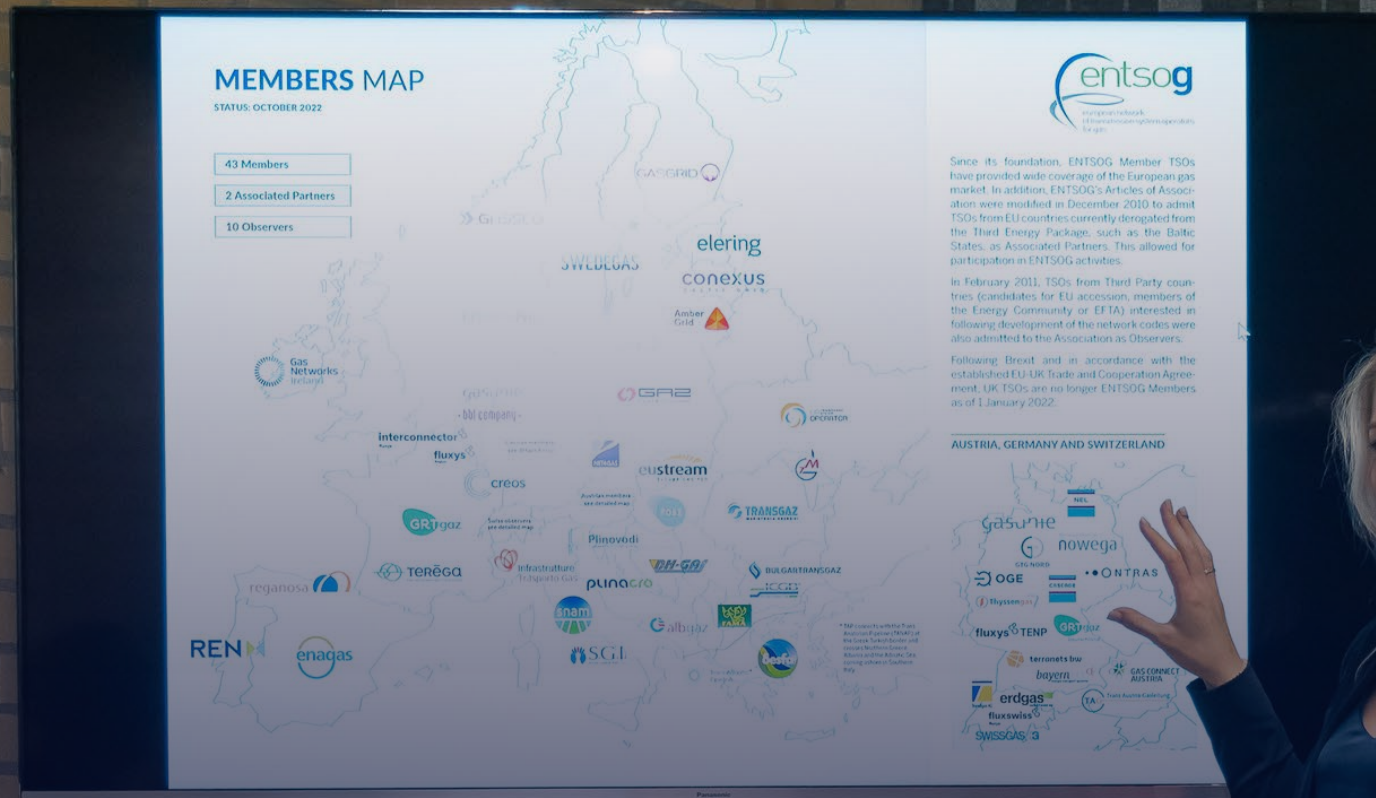
What to look out for and how to set yourself up for success



Set yourself up for success!

- ☐ Identify every relevant counterparty's role.
- ☐ Reach out to all counterparties early in the process.
- ☐ Begin proceedings for obtaining a bank guarantee.
- ☐ Identify and onboard a nominations service provider.
- ☐ Build a personal relationship with counterparties.
- ☐ Ask relevant and detailed questions.
- ☐ Update counterparties and ask for updates regularly.
- ☐ Familiarize yourself with the grid code and BRP obligations!

Q&A



GUIDING YOU IN TIMES OF CHANGE

UPCOMING KNOWLEDGE-SHARING WEBINARS



**Outsourced
Market
Operations**



**Algo-trading &
Auction Bidding**



**Regulatory Risk
& REMIT II**



**Battery Bid
Optimization**



**ETRM
Energy Trading &
Risk Management**



**Power Purchase
Agreements
(PPAs)**



**Weather
Derivatives**

WHAT DO WE OFFER TO NEW ENTRANTS?

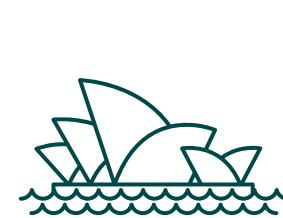
Market Communication
Nominations & Scheduling
Algo-trading & Auction Bidding
ETRM
REMIT Reporting
24/7 Market Operations



FRANCE



BELGIUM



AUSTRALIA



UK

FOLLOW-THE-SUN MARKET OPERATIONS

Nominations

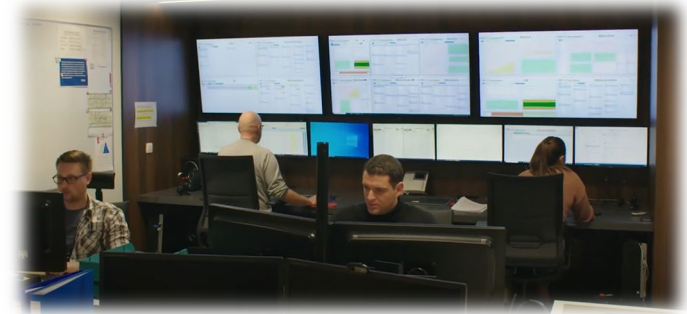
Portfolio Balancing

Asset Scheduling

Auction Bidding

Capacity Booking

Intra-Day + Day-Ahead Trading





GET IN TOUCH:

<https://www.energyone.com/contact-us>

<https://www.time2market.dk/contact-us>

Meet us at E-world 2024:

[Meet up with Energy One - Hall 3 stand M124](#)

[Book your E-world meeting with Time2Market](#)

Thank you!