

## Trading statistics for 2009

## Visit BSP at E-World fair

## Trainings and Workshops at BSP – dates for 2010



BSP SouthPool is the regional cross-border energy exchange in the South Eastern Europe (SEE) offering a comprehensive range of services on Slovenian and Serbian markets. In addition to day-ahead energy trading process its services include clearing and financial settlement and from July 2009 also submission for clearing (OTC) of day-ahead products. The company with its headquarters in Ljubljana, Slovenia has common electronic trading platform, which currently enables trading with electricity on Slovenian and Serbian markets. At this moment BSP SouthPool has 23 members from 10 European countries: Austria, Belgium, Bulgaria, Denmark, Italy, Hungary, Germany, Slovenia, Serbia and Switzerland. In accordance with company's strategic goals of entering new markets of SEE region BSP SouthPool had signed a Letter of Intent on co-operation on the Macedonian energy market with ELEM (Macedonian power plants) in July of 2009. Together they aim to establish the trading infrastructure for the new Macedonian energy market.

The ultimate objective of the BSP Regional Energy Exchange is, firstly, to become a leading cross-border energy exchange in the South Eastern European region and, secondly, to become a bridge among European energy markets through the mechanisms of market coupling or implicit auctions.

Highly competent, neutral and transparent regional energy exchange will be a promoter of energy markets' liberalization and efficiency and facilitate knowledge transfer by provision of expertise and experience to the SEE.

## Trading report for December 2009

Total volume of concluded transactions on BSP Regional Energy Exchange in December reached 432 MWh, of which 72 MWh was reached in the Slovenian market and 360 MWh in the Serbian market.

In the Slovenian market 2 transactions with Base product for 63,00 EUR/MWh were concluded. In the Serbian market 2 transactions were concluded with Base product. Average price for Base product in the Serbian market reached 40,38 EUR/MWh in the aforementioned period.

In the Slovenian and Serbian market 166 orders in the total volume of 20.772 MWh were entered in December. In the Slovenian market 130 orders were entered, most of them (58) with Base product. In the Serbian market 36 orders were entered in the same period, most of them (31) with Base product.

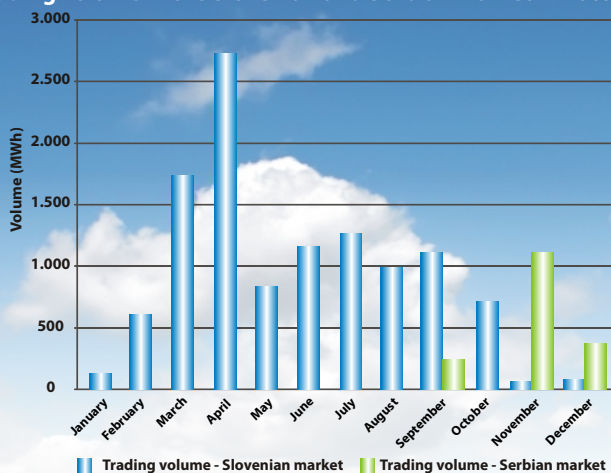
## Trading Report from the beginning of the year 2009 until the end of December 2009

Total volume of concluded transactions in the 2009 reached 12.724 MWh, of which 11.044 MWh was reached in the Slovenian and 1.680 MWh in the Serbian market.

In the Slovenian market 153 transactions were concluded, of which 59 with Base, 49 with Off-peak1, 42 with Euro-peak and 3 with Euro-off-peak2 products in the aforementioned period. In the Serbian market 7 transactions with Base product were concluded in 2009.

The total volume of entered orders on both markets reached 394 GWh until the end of December 2009, as of more than 78 percent of all orders were entered in the Slovenian market. The total volume of entered orders in the Slovenian market reached 309 GWh and in the Serbian market reached 85 GWh. In the same period 3.794 orders were entered in the Slovenian market, most of them (1.326) with Base product. In the Serbian market 433 orders were entered in 2009, most of them (358) with Base product.

Trading volume in the Slovenian and Serbian market in 2009



Volume of entered orders and total trading volume in the Slovenian and Serbian market in 2009





# BSP SouthPool in year 2009

## Regional Integration: Market Coupling will bring more liquidity

Market coupling will integrate electricity markets of Slovenia and Italy. With market coupling the daily cross-border transmission capacity between Slovenia and Italy will not explicitly auctioned among the market parties any more, but is implicitly made available via energy transactions on the power exchanges on either side of the border (BSP SouthPool and GME). European experiences show that market coupling increases the liquidity of less mature markets. The higher the market liquidity is, the more robust and transparent the market prices are. Consequently we are confident that increased transparency is one of the goals that we will achieve through market coupling between Italy and Slovenia.

## Members: 11 new in 2009

Till the end of 2009 BSP has connected 11 new members; several large European utility companies are among them. Their confidence in us is our biggest achievement and we are very proud that we succeeded in bringing both big European energy players and important regional actors to our exchange. With the rest of companies active in the region we are still in the process of admission. BSP regional energy exchange has 23 members: B-P Energia Szolgalatato, Danske commodities, Edelweiss, Electrabel, Edison Trading, EGL, Elektro Celje, Elektro Ljubljana, Elektro Maribor, Elektro Primorska, Elektro prodaja, E.ON Energy Trading, Enel Trading, Energy financing team, EVN Trading South East Europe, Gen-I, Holding Slovenske elektrarne, Interenergo, Petrol energetika, Rudnag Group, Statkraft Markets, Termoelektrarna toplarna Ljubljana and Verbund.

## New markets: Next one is Macedonia

In September 2009 BSP SouthPool and ELEM (Macedonian power plants) have signed a Letter of Intent on co-operation on the Macedonian energy market. Both partners aim to establish the trading infrastructure for the new Macedonian energy market. This is another important step to enter new markets on the Balkans alongside serious dialogues with partners in all Western Balkan states. With the signed Letter of Intent, BSP SouthPool has committed itself to expand its trading into new markets of SEE Europe.

## New facility: Day-ahead OTC Clearing

BSP SouthPool, the Energy Exchange offering trading in day-ahead electricity delivered in Slovenian and Serbian markets, in July 2009 added the facility to clear day-ahead OTC (over the counter) transactions by their submission via its ComXerv Platform. BSP SouthPool exchange members get direct access to the OTC clearing facility in the markets they participate in.

## Informational product: Newsletter

In order to keep our members and potential prospects informed about BSP's markets development we started to issue a Newsletter at the beginning of each month, save for July and August. Newsletter is a monthly overview of our markets' activities and other BSP related news, distributed to our members and partners.

## Fair presentation: E-World

The most important public event where BSP regularly presents itself is the annual E-World fair in Essen, Germany. We have been actively presenting ourselves at the fair since 2007 (the first time as Borzen). Regional energy exchange BSP SouthPool presented itself in Essen also in 2009. The E-world is known as one of the most important energy fairs in Europe.

## Traders' gathering:



»There is a trading time and there is a party time«

We organise a special meeting with our members and potential members every year. These meetings are arranged so that the guests can find place for both expert discussions and socialising in a casual informal way. The first "BSP SouthPool Traders' party" took place on May 2009 in Paprika Club in Portorož (Slovenia). More than hundred traders from Europe joined the gathering.



**VISIT BSP  
AT E-WORLD  
2010!**  
Essen, 9<sup>th</sup> – 11<sup>th</sup>  
February 2010



The most important public event where BSP regularly presents itself is the annual E-World fair in Essen, Germany. We have been actively presenting ourselves at the fair since 2007 (the first time as Borzen). The E-world is known as one of the most important energy fairs in Europe. According to organizers, 480 exhibitors from 30 countries will present their companies this year and more than 16.800 visitors will visit the fair. We are just preparing our annual fair presentation for this year's fair, which will take place from 9<sup>th</sup> till the 11<sup>th</sup> of February 2010.

## INVITATION

Regional energy exchange  
**BSP SouthPool** kindly awaits you  
at this year's E-World!  
Come and visit us between  
**9<sup>th</sup> and 11<sup>th</sup> of February**  
at our **booth no. 117 in Hall 1.**

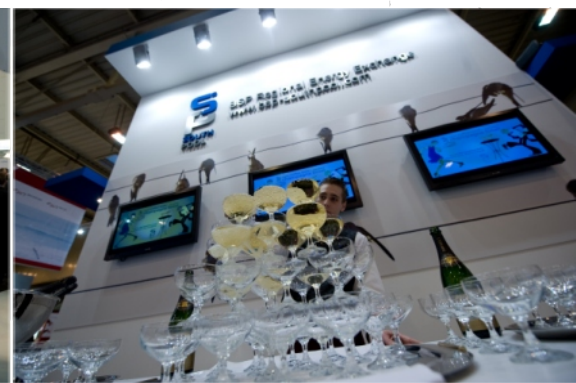
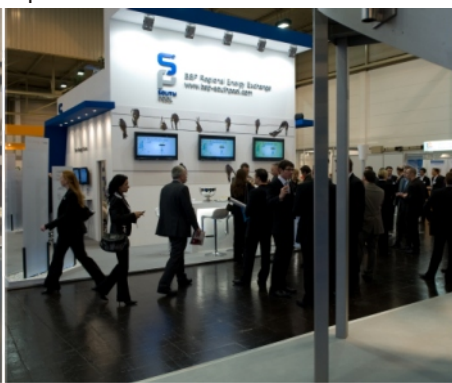
**We are looking forward to meet  
you at E-World 2010.**

## ABOUT E-WORLD

### Europe's leading energy industry show

E-world, which is scheduled to take place in Essen for the tenth time in 2010, is the leading European tradeshow for the energy and water industry. It serves as a communication forum for the power supply industry, public utilities, industrial consumers, municipalities and service providers and provides them with an opportunity to actively establish new business relationships right on site, to systematically maintain existing customer contacts, to be part of the tradeshow itself and to make business deals. The energy trade show places a special focus on the fields of sales and supply, trade and marketing. But such new topics as energy efficiency and the smart home are also highlighted and discussed by different exhibitors and tradeshow organizers each year.

Some photos from previous E-World...



## Trainings and Workshops at BSP

As a respective institution on the energy market and in-line with the corporate strategy, BSP SouthPool organizes various Trainings and Workshops for its partners:

### Exchange Trader Training Course

Exchange Trader Training Course offers professional training and examination for traders wishing to trade on BSP SouthPool Markets. Skills supplementation can also be attended by those who wish to obtain new knowledge in electricity trading. Main focus is entitled to Day-ahead Market, Trading Rules, Auction Trading, Continuous Trading, Products and Schedules, Possible Technical Problems, Physical Settlement, Clearing and Financial Settlement, Financial Guarantees, Invoicing, Trading Platform, Matching System and Simulations.

The Course takes about 8 hours and is organised at BSP SouthPool's office premises in Ljubljana.

In 2010, Exchange Trader Training Courses will take place on the:

- 13<sup>th</sup> January 2010
- 24<sup>th</sup> March 2010
- 9<sup>th</sup> June 2010
- 22<sup>nd</sup> September 2010
- 1<sup>st</sup> December 2010.

### BSP SouthPool Energy Markets Training Course

BSP SouthPool Energy Markets Training Course is aimed to all the professionals that are interested in a wide range and in-depth of information about Markets where BSP SouthPool performs its activities. Detailed information regarding Market Designs, Market Entries, Market Rules and Definitions, Balance Responsibilities, Capacity Allocation Procedures, Energy Flows and other Legal Requirements such as Company Establishment, Licensing Regimes, Imbalance Settlement and Scheduling System on these markets are given.

The Course takes about 8 hours and it is usually organised at BSP SouthPool's office premises in Ljubljana.

In 2010, BSP SouthPool Energy Market Training Course will take place on the:

- 8<sup>th</sup> April 2010
- 6<sup>th</sup> October 2010.

### South-Eastern European Wholesale Electricity Market Workshop

SEE Wholesale Electricity Markets Workshop is aimed to all the professionals that are interested in entering and organization of all SEE Electricity Markets. Participants get detailed overview regarding SEE Market Designs, SEE Market Entry, Main characteristics of SEE Market Rules and Balance Responsibilities, SEE Capacity Allocation Procedures, Energy Flows in the region and other SEE Legal Requirements, such as Company Establishment, Licensing Regimes, Imbalance Settlements and Scheduling Systems in SEE countries. The following countries are analyzed: Slovenia, Hungary, Croatia, Bosnia and Herzegovina, Serbia and UNMIK, Montenegro, Romania, Bulgaria, Macedonia, Albania and Greece.

The workshop is provided on the demand at BSP SouthPool's as well as at partner's office premises.

Workshop takes about 12 hours and is usually performed in 2 days.

### Various Tailor-made Workshops for Companies

With the Electricity Market Workshops it is our aim to provide all companies who have the right level of ambition and who see new business opportunities as a challenge rather than a problem with the information that will make it easier for them to enter and act on the electricity markets. Together we will seek to discover where the opportunities for your company lie, and what needs to be done in order to exploit these opportunities.

BSP SouthPool with its in-house knowledge and know-how and together with its outsourced experts prepares Tailor made Workshops covering various energy related issues, such as:

- Electricity Power Exchange
- South-Eastern European Electricity Markets
- Wholesale Electricity Trading
- Electricity prices; Dynamics and Trends
- Spot Trading
- Trading Simulations
- Introduction of Derivatives
- Electricity Contracts and Associated Risks
- Risk Management in electricity Markets
- The Role of Transmission Capacities at Electricity Trading
- Market Operations
- ...

Tailor-made Workshops are provided by BSP SouthPool on demand for its implementation.

For further information and registration please contact

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BSP Regional Energy Exchange

# Your energy choice.