



**ENERGIE  
ALLIANZ  
AUSTRIA**

**OUR EXPERIENCE AND  
EXPERTISE HELP US TO  
CONVINCE OUR CUSTOMERS.**

**FOR YOUR SUCCESS**

**“AS A COMPREHENSIVE PROVIDER OF MOBILITY SERVICES, THE ÖBB-GROUP BRINGS 474 MILLION PASSENGERS AND 113 MILLION TONNES OF GOODS TO THEIR DESTINATIONS EVERY YEAR IN AN ENVIRONMENTALLY COMPATIBLE MANNER. IN THIS REGARD WE ARE SUPPORTED BY ENERGIEALLIANZ AUSTRIA.”**



**Andreas Matthä**  
Chairman of the Board of  
Management (CEO) ÖBB-Holding AG

## GROUP WITH STRUCTURE

### **SALES AND TRADING OPERATIONS BUNDLED UNDER THE UMBRELLA ORGANISATION ENERGIEALLIANZ AUSTRIA**

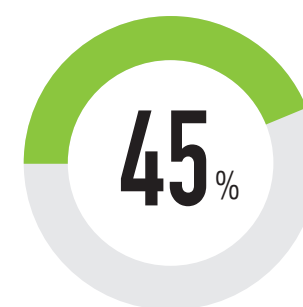
The ENERGIEALLIANZ AUSTRIA (EAA) is the joint energy sales and trading company of BURGENLAND ENERGIE, EVN and WIEN ENERGIE. As the largest energy sales enterprise in Austria, EAA supplies around 2.9 million customers – from private households to businesses and industrial facilities – with electricity, natural gas, and energy-related services both in Austria and abroad. EAA Energy Trading not only forms the central interface between production, sales, and the wholesale market, but has also become one of the leading trading companies in Austria.

The ownership structure of EAA is distributed among our partners as follows:

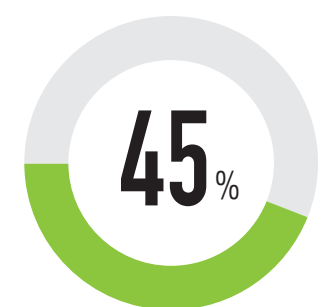
**BURGENLAND ENERGIE AG, EVN Energieservices GmbH and WIEN ENERGIE GMBH:**



BURGENLAND ENERGIE AG



EVN ENERGIESERVICES GMBH



WIEN ENERGIE GMBH



“SUSTAINABLE BEHAVIOUR IS A MAJOR COMPONENT OF OUR SOCIAL RESPONSIBILITY. AT THE SAME TIME, IT IS THE FOUNDATION OF OUR SUCCESS AS AN INTERNATIONAL CONSTRUCTION COMPANY. EEA SUPPLIES US WITH CO<sub>2</sub>-FREE ENERGY AND THUS PROVIDES US WITH PIN-POINTED SUPPORT IN THIS REGARD.”

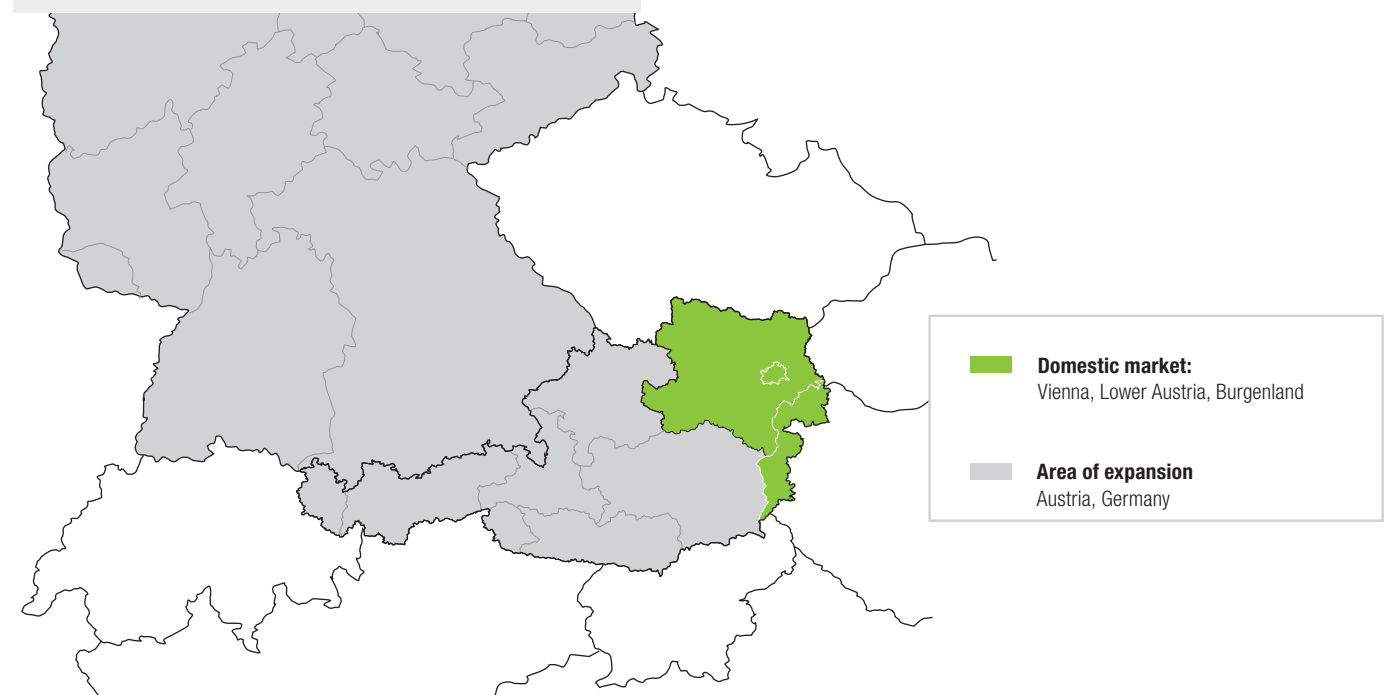
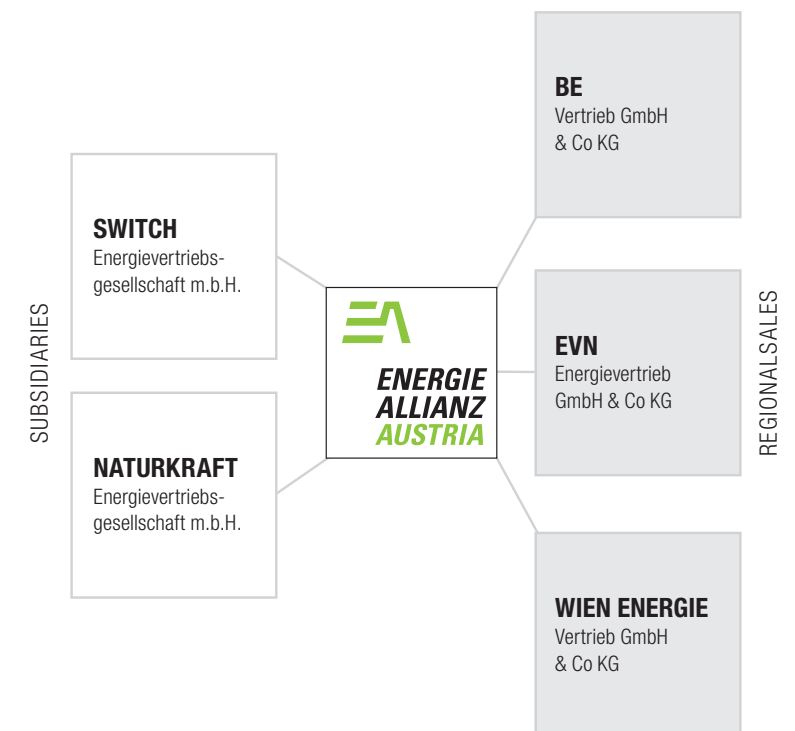


**Karl-Heinz Strauss**  
General Manager (CEO)  
of the PORR Group

## MORE SUCCESSFUL TOGETHER

Within the EAA Group, ENERGIEALLIANZ Austria itself is in charge of the sales and trading of electricity and energyrelated services for industrial, large and business customers. EAA successfully established the subsidiaries switch and Naturkraft in the market to ensure targeted, supraregional customer contact both in the private and business segment.

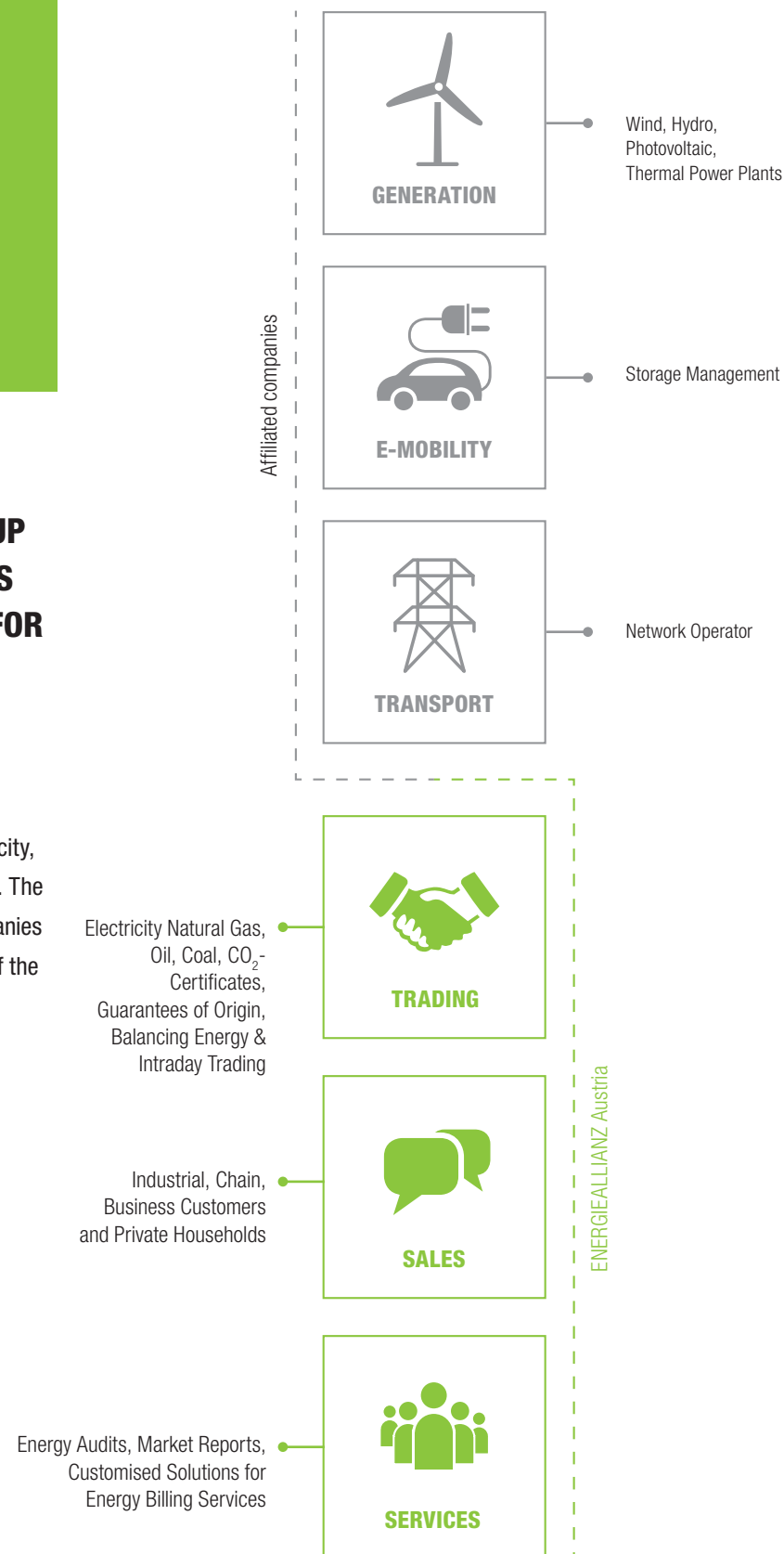
The regional sales divisions possess the operational core competence in the private and mass customer segment and assume responsibility for managing the home markets Vienna, Lower Austria, and Burgenland.



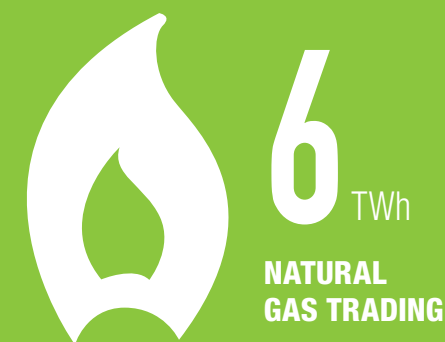
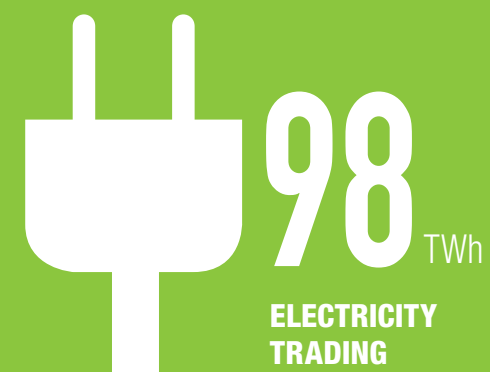
# ENERGY SOLUTIONS FROM A SINGLE SOURCE

**THE COMPANIES OF THE EAA GROUP  
HAVE BEEN CONDUCTING BUSINESS  
ALONG THE ENTIRE VALUE CHAIN FOR  
MANY YEARS.**

A business model that has proven successful in the energy industry. ENERGIEALLIANZ Austria rigorously implements its integrated approach and offers electricity, trading operations, and services from a single source. The close cooperation between the various partner companies makes it possible for EAA to be present at all levels of the value chain.



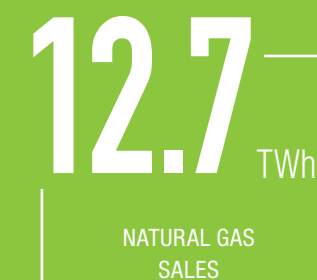
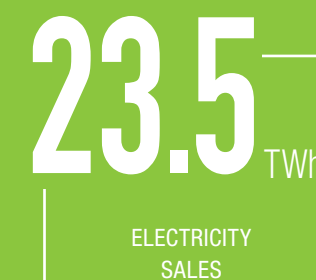
## KEY FIGURES OF OUR SUCCESS



# 121 THOUSAND

INDUSTRIAL AND KEY ACCOUNT FACILITIES

THE MESSAGE IS CLEAR: ABOUT **2.9 MILLION** PRIVATE HOUSEHOLDS AND BUSINESS CUSTOMERS, MORE THAN **121.000** INDUSTRIAL AND KEY ACCOUNT FACILITIES AS WELL AS OVER **104 TWH** OF TRADED ENERGY VOLUME.



# COMPANY WITH CHARACTER

Headquartered in Vienna, the company supplies electricity, natural gas and energy-related services to more than 121.000 customer facilities in the segment of key account, industrial and business customers. EAA trades in electricity, natural gas, CO<sub>2</sub> certificates and guarantees of origin all across Europe. On the basis of its trading activities, the company is present in the important trading markets. Its approximately 140 employees recently generated annual sales of EUR 5,3 billion.

## COMMITMENT FOR CUSTOMER SERVICE

ENERGIEALLIANZ Austria (EAA) is the leading provider of energy solutions for key account and industrial customers as well as a trading partner in the important European markets.

## TRADING MARKETS

ENERGIEALLIANZ Austria conducts business in the key European trading markets. Benefits: We provide our customers with offers and conditions close to the market.

# IN ALL KEY EUROPEAN MARKETS



- 1 Headquarters Vienna
- 2 Sales Office Linz
- 3 Sales Office Essen

- Countries with supply market
- Countries with trading activities
- Stock exchanges
- Hub / Control area

**„SUSTAINABLE BUSINESS  
MANAGEMENT IS AN ESSENTIAL  
COMPONENT OF AGRANA’S  
CORPORATE POLICY. IN THIS  
REGARD, THE EEA HAS BEEN  
A RELIABLE PARTNER FOR  
MANY YEARS.“**



**Markus Mühleisen**

Chairman of the Management Board, AGRANA Beteiligungs-AG

## **OUR SPECIALISTS FOR YOUR SUCCESS**

All our companies stand for competence, reliability, and sustainable yet affordable energy supply. The key benefits of our customer segmentation are reflected in customised concepts, products and services. This approach enables us to satisfy a diverse range of customer needs and provide everything they may need from a single source. Our sustainable and yet affordable products for the mass customer segment ensure a comfortable energy life. Individual and tailor-made energy solutions help companies and corporate groups to become even more efficient and, therefore, more successful. The companies and brands of the ENERGIE-ALLIANZ Austria (EAA) specifically address different target groups. The experienced specialists of EAA offer customised products and services from a single source.

MARKET ACCESS  
**24/7**  
EVERY DAY OF THE YEAR

**900**  
 **TRANSACTIONS  
PER DAY**

WE GENERATE  
**5.3** **BILLION €  
REVENUE  
PER YEAR**

# PRODUCTS AND SERVICES FOR YOUR INDIVIDUAL NEEDS

Whether you are an industrial enterprise, a corporate group with numerous branches and points of consumption, or a commercial operation: today's business customers have very specific energy supply needs and requirements. We have just the right energy product for your individual level of energy consumption, purchasing characteristics, and risk tolerance. Our electricity product offers are based on a clear and transparent model system. Choose from fixed-price, tranche, portfolio and spot price models, and combine them with our additional options and services.



## ELECTRICITY OFFERINGS

- ✓ Fixed price models
- ✓ Tranche models
- ✓ Portfolio management optimizer
- ✓ Spot price models
- ✓ Intraday trading
- ✓ Control energy marketing

## EVERYTHING FROM A SINGLE SOURCE

EAA is your competent partner for individual product and service solutions. Even unusual energy solutions are no problem. Our portfolio is divided into electricity and gas products. From the perspective of our customers, we are a partner who takes care of everything and always finds the best solution. A key advantage particularly for companies with international production operations.



## SERVICES

- ✓ Energy audits
- ✓ Market reports
- ✓ Transformer stations
- ✓ Reactive current compensation
- ✓ Gas pressure regulating station service
- ✓ Digital billing solutions

# ENVIRONMENTAL AND GREEN ELECTRICITY SOLUTIONS

We also offer all our energy products in the hydro-power product quality "EAA-Aqua" as well as in "EAA-Green" to ensure your company's green carbon footprint and a sustainable energy future. In addition, our customers may also select individual green power solutions from the product portfolio of our green electricity subsidiary NATURKRAFT. An excellent way of playing your part in environmental protection and the use of natural resources.



SALES



## EAA-AQUA

Choose the product quality EAA-Aqua to obtain electricity from ENERGIEALLIANZ Austria generated by European hydropower plants. ENERGIEALLIANZ Austria issues a certificate to confirm the procurement of electricity from hydropower as a clear sign of your commitment.



## EAA-GREEN

Choose the product quality EAA-Green to obtain 100 per cent renewable energy, particularly from water, wind, biomass, or photovoltaics. Your decision for the product quality EAA-Green demonstrates that your business attributes great importance to resource-conserving energy consumption and CO2 reduction.



## GREEN ELECTRICITY MODELS

The green electricity models of our green subsidiary NATURKRAFT are an excellent way of playing your part in environmental protection. The origin of NATURKRAFT electricity and its environmental impact is tested and certified by TÜV Austria every year.

- ✓ 100% green electricity certified by TÜV Austria
- ✓ Green electricity certificate as a visible sign of your environmental commitment
- ✓ Electricity free of CO<sub>2</sub> and nuclear power to improve your carbon and ecological footprint

**“THE EXPERTS AT EAA HELP US  
WITH PROFESSIONAL ENERGY  
CONSULTING AND ELECTRICITY  
FROM 100% RENEWABLE ENERGY  
SOURCES.”**



**Sonja Wallner**  
CFO, A1 Telekom Austria AG

## YOUR ONE-STOP SHOP FOR ENERGY SOLUTIONS

ENERGIEALLIANZ Austria offers a highly qualified customer service team to accompany you every step of the way and assist you in your selection of the right electricity product with expert advice and professional know-how. Our energyrelated services will show you various opportunities of saving energy to reduce both your costs and energy consumption. EAA is your one-stop shop for everything from energy audits to transformer station maintenance and digital billing solutions. Benefit from the individual customer service of our experienced specialists.



**SERVICES**

### **ENERGY AUDIT**

We gladly advise and accompany you in performing energy audits as required in accordance DIN EN 16247-1 and are happy to make you an offer specifically for your company. Together with our cooperation partners, we accompany you every step of the way during energy audits. Subject your company to the standardised DIN EN 16247-1 auditing procedure and demonstrate that your company is energetically evaluated on a regular basis, you know your savings potential and realise it accordingly.

### **MARKET REPORT**

EAA customers receive newsletters with comprehensive market reports including detailed stock exchange information and market analyses from our trading experts. Key market information on the energy market is prepared in great detail with easily comprehensible explanations from our analysts.

### **DIGITAL BILLING SOLUTIONS**

EAA Billing provides you with electronic billing information to automatically incorporate your EAA billing data into your data processing system. Receive all relevant information on your energy and network invoices as well as instalment payments, cancellations, and further accounting documents in electronic form.



# TRADING WITH ENERGY

Our presence in the wholesale energy markets enables us to explore synergies by using our extensive market expertise, our highly qualified employees, and our efficient organisation and business processes for the benefit of our customers.

Our effective and centrally coordinated trading infrastructure serves as a bridge to our services in local markets. We constantly strive to identify opportunities and benefit from market changes while always controlling the risks of the market. One of our most important tasks is the optimal procurement of energy volumes as required by our customers.

## MODERN ENERGY PROCUREMENT

As an energy sales company with many years of experience, we have excellent access to the relevant energy markets (futures markets, spot and within-day markets). Thanks to the necessary market infrastructure as well as our know-how, our finely tuned trading products and our services, we are able to open up an extensive array of opportunities to our customers, which would otherwise remain unavailable to them.

## KNOW-HOW IN A NUTSHELL

Our headquarters in Vienna are the starting point of our activities at the key energy hubs and exchanges in Europe. As a plant operator, you benefit from our regular energy services. Benefit from balancing services to protect yourself against risks, reduce your balancing energy costs, and maintain balanced accounts.

## BALANCING GROUP MANAGEMENT

Efficient balancing is a key element of the energy value chain. Our active management of consumption deviations and our analytical models of consumption forecasting enable our customers and business partners to benefit from savings and competitive advantages. As a balance responsible party, we manage one of Austria's largest balancing groups.

## BALANCING ENERGY POOL SERVICES

The increasing generation of energy from renewable, volatile sources is continuously gaining influence on the electricity and control energy market. Our intraday trading provides active assistance in exploiting opportunities in this segment and reduces risks thanks to prompt reactions to market changes. Our experts are happy to offer advice as to how ideally make use of your flexibility with regard to generation and consumption facilities. We exploit any opportunity thanks to efficient market observation, considering regional fundamental data, and the permanent monitoring of market risks.

## PORTFOLIO AND RISK MANAGEMENT

The foundation of effective portfolio management with regard to risk aspects is the continuous and active monitoring of Europe's energy markets, taking into account the regional fundamental data, and business relations to trading partners in key European markets. We use our many years of experience to manage the portfolios of our customers by means of an efficient, risk-based and market-oriented approach. The expertise of our trading experts enables us to both promptly and flexibly react to various stock market situations. We constantly strive to identify opportunities and benefit from market changes while always controlling the risks of the market. Once you have chosen our tranche, spot price, or portfolio models, our portfolio management will consult you on the best implementation of your electricity contract.



**“UNICREDIT BANK AUSTRIA  
ATTACHES GREAT IMPORTANCE  
TO ECOLOGY AND SUSTAINABILITY.  
AS A RELIABLE ENERGY  
SUPPLIER, EAA HAS BEEN  
SUPPORTING US FOR MANY YEARS  
WITH ITS COMPREHENSIVE  
SERVICE OFFERING.”**



**Robert Zadrazil**  
CEO, UniCredit Bank Austria AG

ENERGIEALLIANZ Austria attaches utmost importance to equality. The entire text and content of the image folder exclusively seeks to provide information in legible form. In the interest of better readability of the provided information, we deliberately refrained from using any gender-specific wording or references and instead used either the masculine or feminine form. Our entire image folder addresses men and women in equal measure.

**IMPRINT:**

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