

e.on

Portfolio
Solution

An Introduction to
E.ON Portfolio Solution GmbH

Düsseldorf, November 09

Agenda

- E.ON Group Structure
- EPS Business Model
- Scope of Services
- Regulatory Environment
- EPS Team
- Contact Details



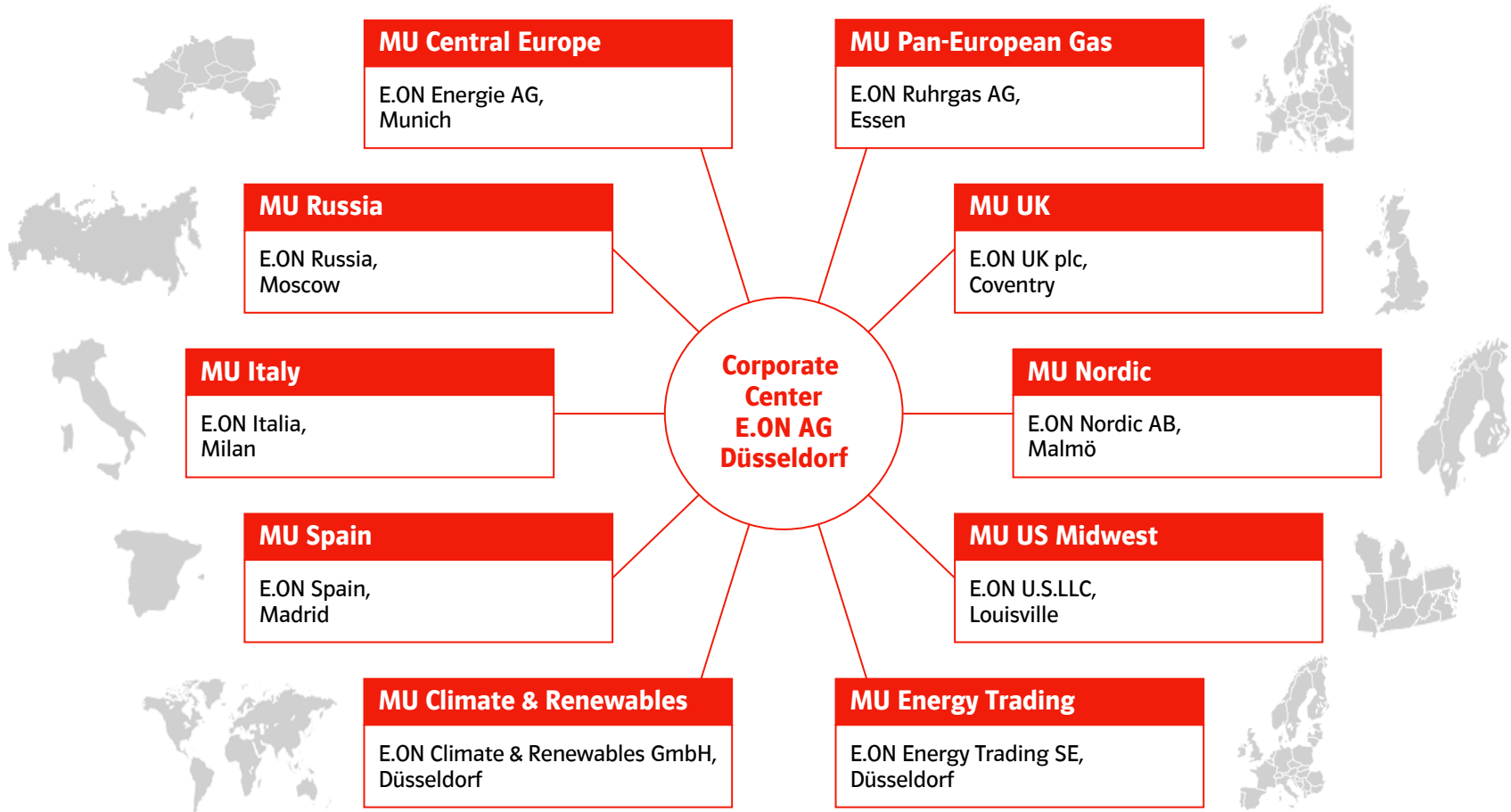
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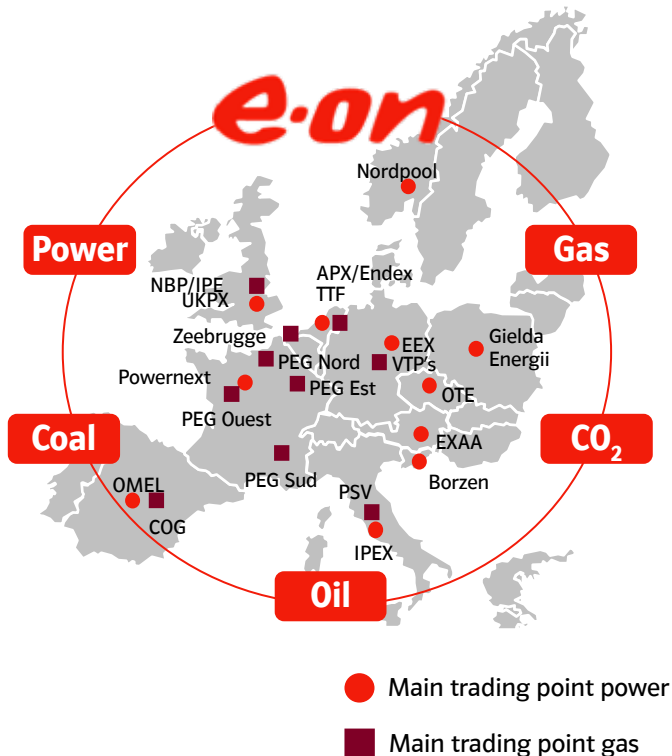
E.ON Group Structure

E.ON - an international player



E.ON Group Structure

E.ON integrated its European trading activities to meet the challenges of the market



EPS is a subsidiary of E.ON Energy Trading SE (EET)

- EET undertakes cross-commodity and cross-market activities as well as physical and financial trading
- EET carries asset & risk optimization responsibility

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EPS Business Model

- We help external customers to optimize their procurement (and/or sales) of energy and energy related products on the traded markets
- Separated from E.ON's own trading and asset optimization we are fully focused on achieving good results for our customers
- We are licensed and supervised by the Federal Financial Supervisory Authority (BaFin)
- Our customers can choose to completely outsource their portfolio management to us

EPS Business Model

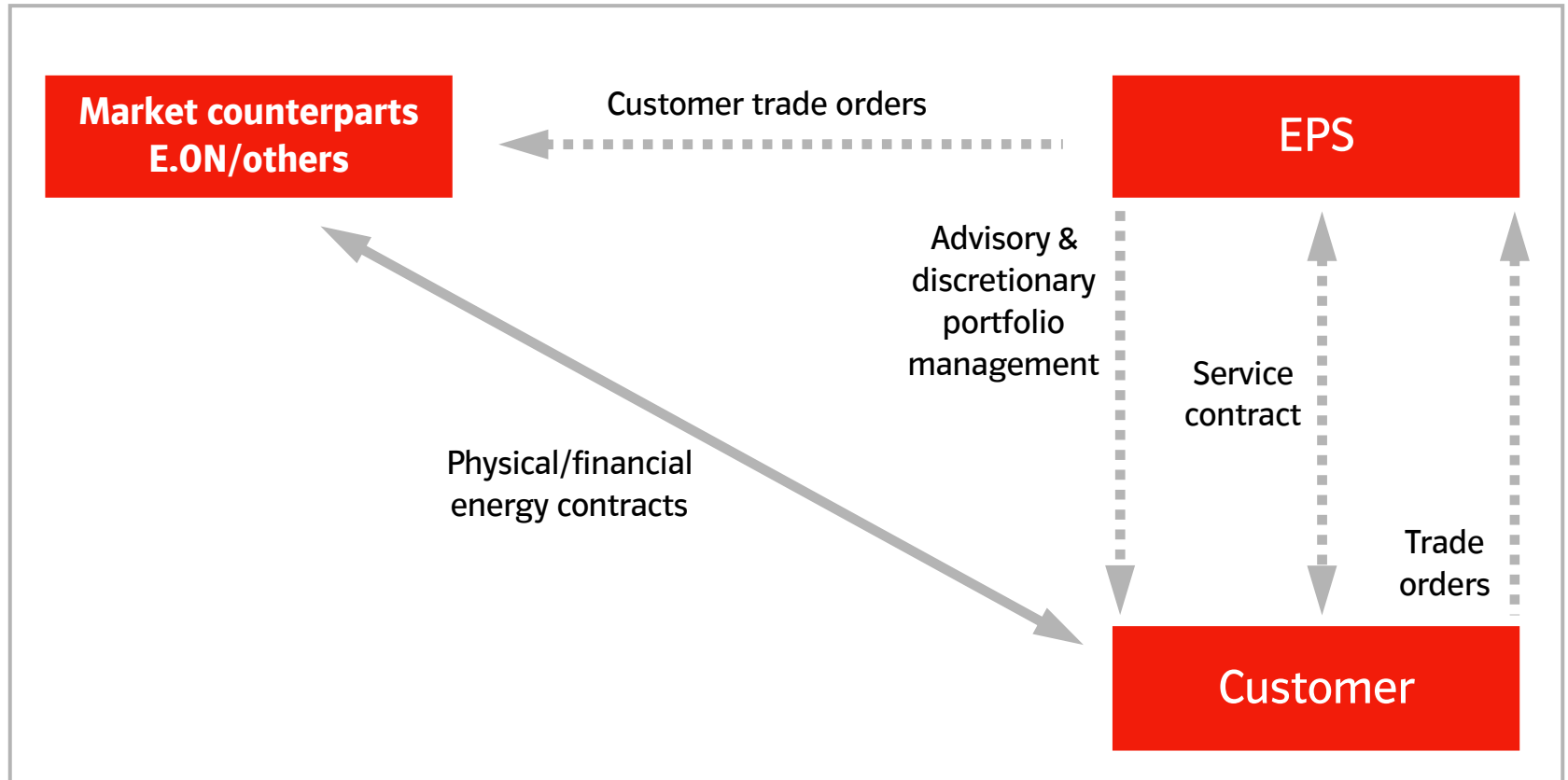
EPS is licensed to:

- Offer investment advice
- Undertake discretionary portfolio management
- Broker deals
- Execute deals on behalf of customers

EPS is not licensed to trade for its own account

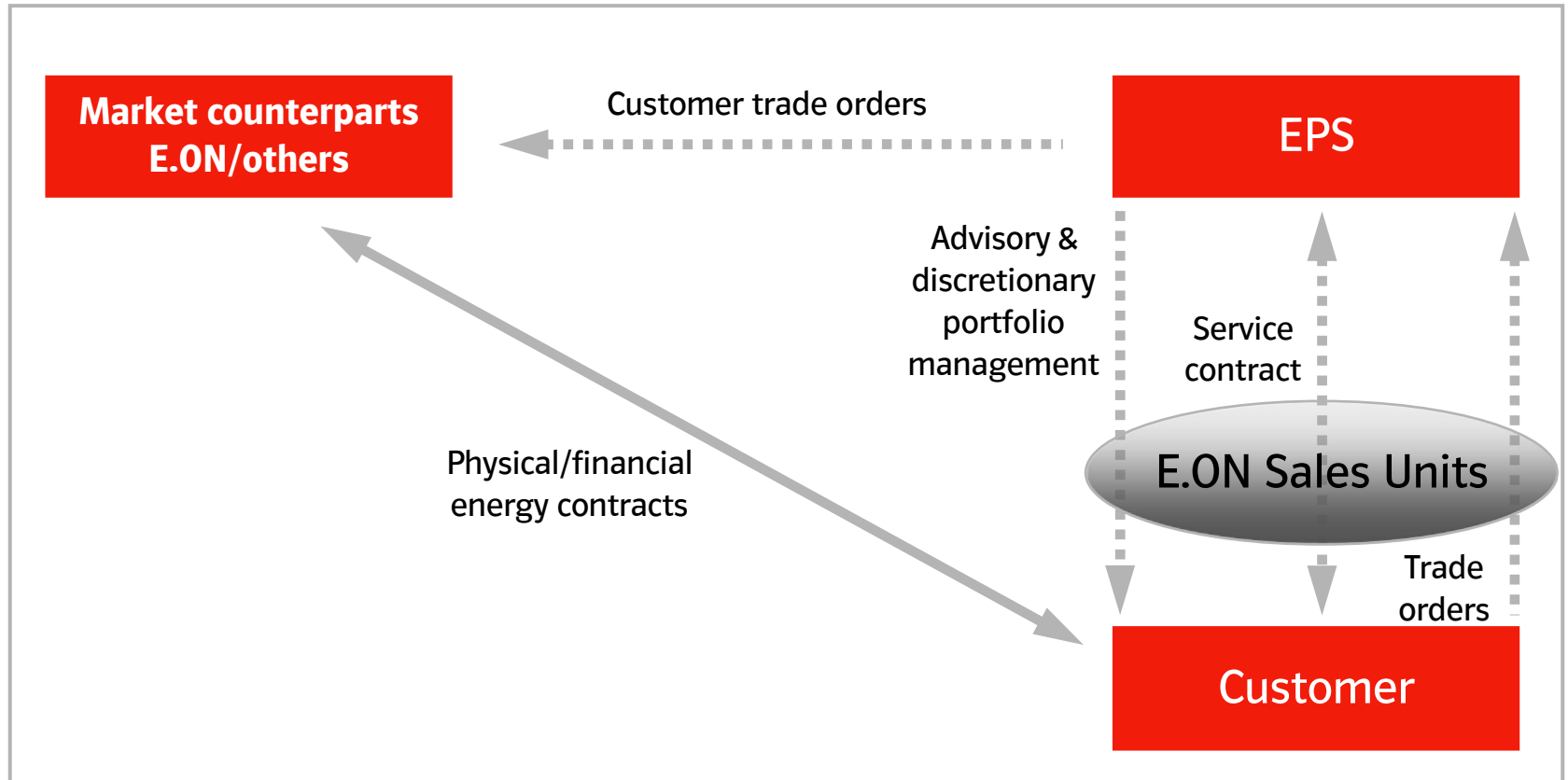


EPS Business Model



EPS is an independent broker and does not hold any positions

EPS Business Model – Marketing and Sales



EPS markets its services and makes initial customer contact via E.ON's sales units

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Scope of Services

Status Quo

- EPS offers portfolio management services across Europe
- We serve 40 customers in Sweden, Finland, Germany, Luxembourg, Austria and the UK
- We manage physical and financial portfolios for power, natural gas, CO₂, green certificates and coal for our customers
- We manage portfolios on both an advisory and a discretionary basis

Scope of Services

Scope of services	Customer-specific workshops
	Preparation of risk strategy
	Customer-specific market and risk reports
	Portfolio advice
	Discretionary portfolio management
	Brokerage

Scope of Services

The value pyramid of services



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Regulatory Environment

Mandatory requirements:

- EPS must adhere to strict financial regulations, such as the MiFID* and MaRisk*
- EPS must report regularly to BaFin*/Bundesbank* and all other relevant stakeholders
- Additionally, EPS must adhere to E.ON's ethical standards, policies and procedures

To fulfil these requirements, EPS has its own compliance department to:

- Protect the E.ON brand, and sustain EPS's long-term business model
- Ensure that all regulatory requirements are met
- Ensure that risks and business practices are monitored methodically
- Ensure transparency through standardised reporting to all stakeholders
- Ensure that customers always receive the best possible service

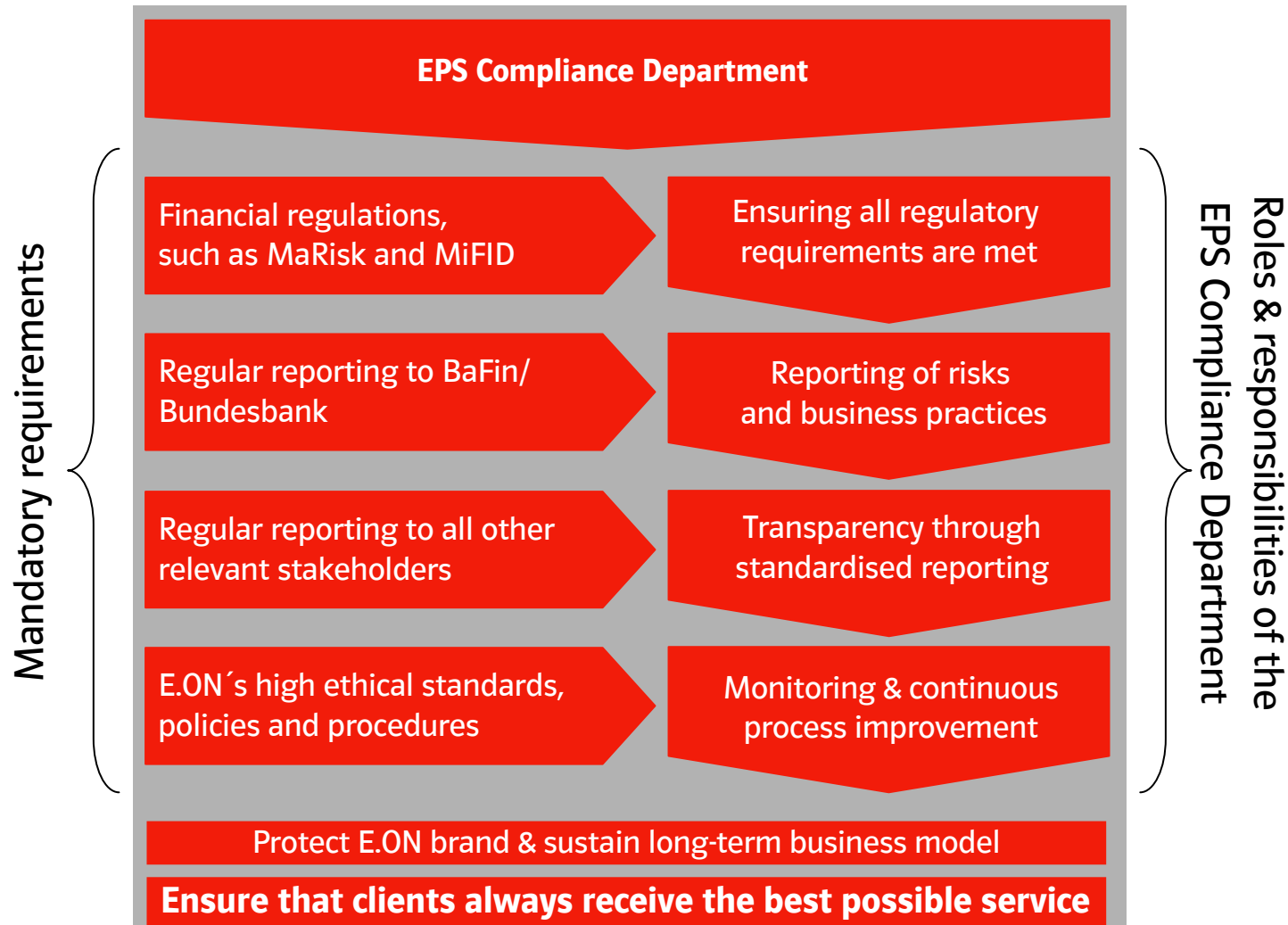
*MiFID: Markets in Financial Instruments Directive

*MaRisk: Minimum Requirements to Risk Management

*BaFin: German Financial Regulatory Authority

*Bundesbank: German Federal Reserve Bank

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EPS Team



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