



# Ezpada Group of Companies

Company presentation



## Ezpada AG

- **Private company founded April 2004 in Switzerland**
- **Specializes in Pan-European wholesale power markets**
  - Local traders for the various countries/locations (knowledge of market, culture and personal networks)
  - Extensive central & eastern European coverage
  - Nimble and flexible trading operations
- **Trading floors located in Zug, Prague, Munich and Istanbul**
- **Trade wholesale derivatives and OTC physicals**
- **Multi-national team of around 80 employees**

# Traded products

## ■ Electric power

- ☐ OTC physical, OTC financial, exchange traded contracts (spot/forwards)

## ■ Coal

- ☐ Exchange traded contracts on ICE Futures EU and CME US with financial settlement
- ☐ API2, API4

## ■ Oil

- ☐ Exchange traded contracts on ICE Futures EU with financial settlement
- ☐ ICE Brent Crude futures, ICE WTI Crude futures

## ■ Emission allowances

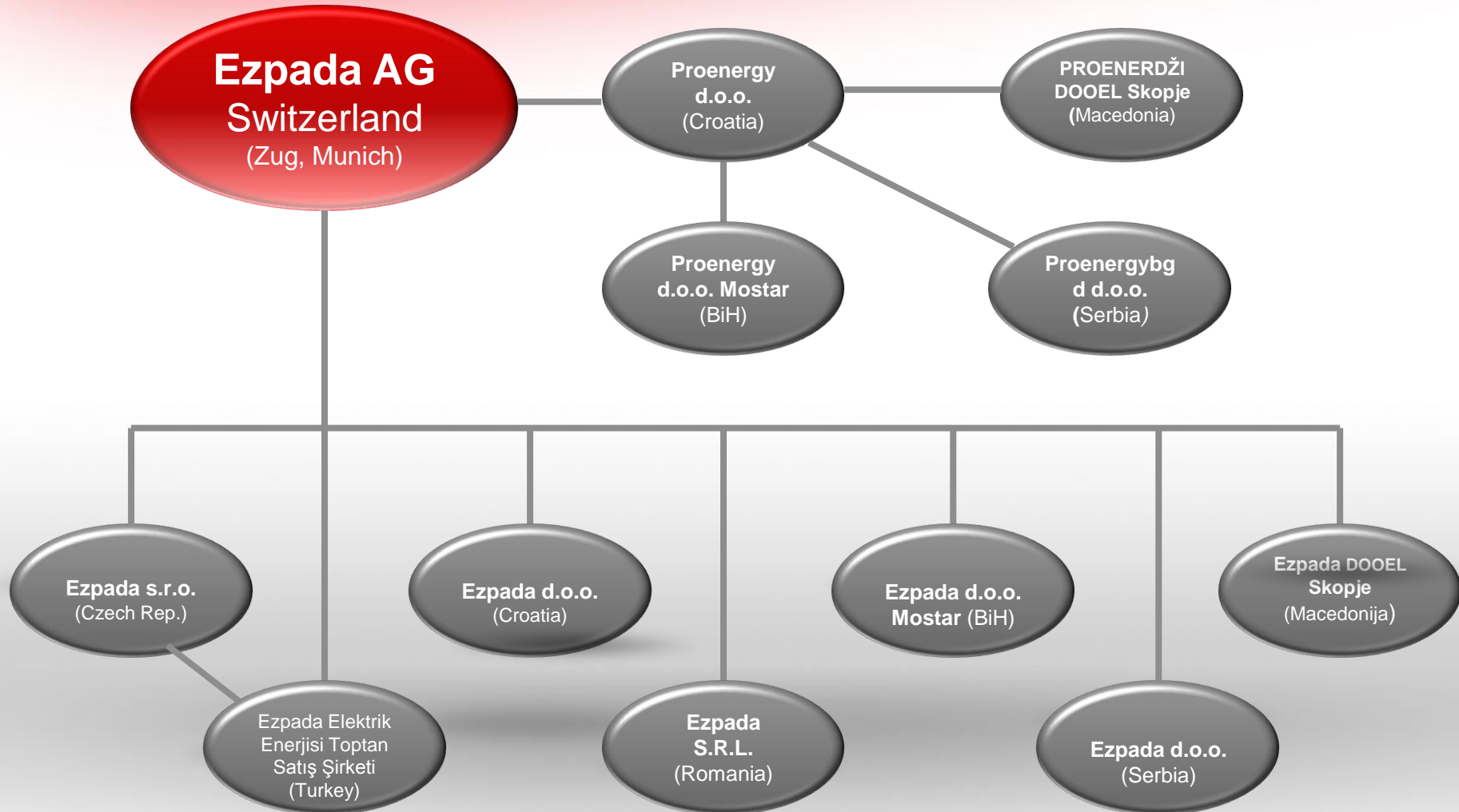
- ☐ ICE exchange

## ■ Gas

- ☐ Exchange traded contracts on ICE Futures EU and ICE futures U.S. with financial settlement
- ☐ UK Natural Gas Futures, TTF Gas Futures, Henry Hub



## Organizational chart



A map of Europe with a red and black color scheme. The United Kingdom, Ireland, and parts of Eastern Europe and Russia are black. The rest of Europe, including Scandinavia, France, Germany, Italy, Spain, and Turkey, is red. Four black dots are placed on the map: one in France, one in Germany, one in Spain, and one in Turkey. Four curved black lines connect these dots to the left edge of the map, where they would connect to the text in the adjacent column.

## Competitive advantages

- **Pan-European platform – active in around 30 countries**
  - Eastern and central European market expertise
- **Experienced management and traders**
- **Owners actively involved in the business day-to-day**
- **Strong risk approach**
- **Diversified portfolio and strategies**
- **Cross-border trading (arbitrage between countries)**
- **Intra-day trading**
- **Centralized services/five trading floors**
- **On-going profitability and no debt**

## Recent developments

- **Ezipada continues to strengthen its position in the market**
  - Hiring several new traders
  - Opening new trading floor (Izrael)
  - Expanding the product portfolio
  
- **Continue to Optimize Group structure**
  - Closing down branches in Romania
  - Establishing branch in Izrael
  - Acquisition of Energy trading & Supply company Proenergy
  
- **Stable in trading volumes, on-going profitability and no debt**
  - Total traded volume of financials in 2014: 267 TWh. Total traded volume of physicals 267 TWh in 2014:

## Risk policies

- **Continually re-assessing risk tools and metrics in line with market developments**
- **Strong and independent risk management committee**
- **Holistic focus on all aspects of risk**
  - ☐ Market risks and limits
  - ☐ Credit scoring and limits
  - ☐ Liquidity
  - ☐ FX
  - ☐ Regulatory
  - ☐ Legal
  - ☐ Operational



## Near-future outlook

### ■ Continually

- ☐ assessing potential of entering new markets
- ☐ hiring qualified and personnel with local market expertise
- ☐ investing in improvements in IT infrastructure and systems
- ☐ strengthening risk policies and procedures
- ☐ Improving overall operational efficiency and effectiveness
- ☐ Improving communications with Counterparties



# Key Ezpada People

## ■ Ezpada AG

- Mr. Pavol Vnuk (President of the Board of Directors)
- Mr. Richard Kucik (Board Member)
- Mr. Andreas Oberle (Board Member)
- Mr. Igor Paholok (Board Member)

## ■ Ezpada s.r.o.

- Mr. Jiri Volak (Executive Director)

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