



control: costs

SmartMarket™

An energy wholesale trading company with 38 years of experience in Australia, Singapore, New Zealand and United Kingdom allowing for the risk management of energy purchases.

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In a competitive energy market, it is more than ever essential to consider expert advice with regard to risk management of your energy portfolio.

The management of energy exposure in financial terms has never been more important given the extent of rising non-commodity costs and potential for further application of green taxes with political change.

By taking the opportunity to pro-actively manage the procurement of your energy you can return tangible results and mitigate the risk associated with your position.

Thus, Eutility has created four mechanisms of strategic purchasing.

Our team of experts can provide a tailored plan to assist you via various options:

Fixed Retail Contract

Traditional Procurement

Provision for advice as to timing and negotiation of fixed price retail contracts. Eutility have some 10,000 large market customers under this arrangement allowing us to know how far energy retailers are prepared to go, even prior to tender!

Progressive Purchasing

Large Volume Customers

Purchase “parcels of energy” through a retailer at various points in time, utilising either online or manual execution within the client’s risk management framework. This framework is provided by Eutility which includes policy, delegations of authority (sign-off) and reporting.

Structured

Combination

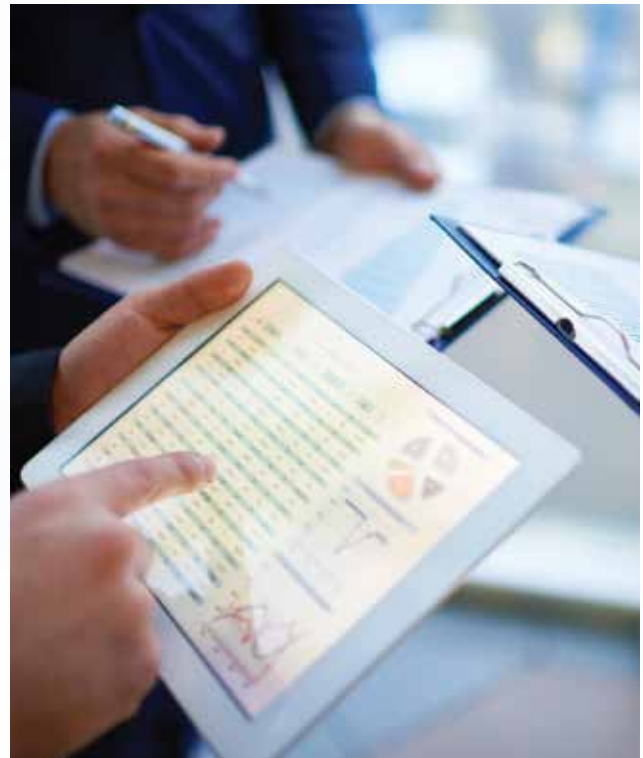
This product provides for an opportunity to mix fixed retail contract and progressive purchasing. This also includes a “direct to market” opportunity for high energy users.

Demand Side Management

An additional value add to be used in conjunction with the above. The ability to curtail energy load at high spot/pool price times. Management of despatch requests notifying customers of “demand events”, allowing for customers to curtail their load via the use of back up generation and/or by fully or partially shutting down electrical equipment.

We are Wholesale Traders and Risk Managers

- Our focus is on Risk Management
 - Budget certainty
 - Economic modelling
- Established partnerships with several market experts & vendors
- Market experience and relationships utilised on behalf of clients
- Markets Hot Desk (live market monitoring, analysis, reporting and enquiries)
- We provide full training when required
- Customer care manager assignment supporting the entire process



		NSW	VIC	QLD	SA
Australian Electricity Base/ Flat 2017-2018 Contract	Last Date Price @	\$67.59	\$66.10	\$72.98	\$107.90
	Current Date Price @	▲ \$68.43	▲ \$66.64	▲ \$73.35	▲ \$107.90
	Movements	1.22%	0.81%	0.51%	0.01%
	Price Change				
	MTM on still to buy 1MW (8.7GWh per annum)	-\$7,336	-\$4,723	-\$3,275	-\$72
	Trend for Past 7 Days				
Trend for Past 30 Days					

		NSW	VIC	QLD	SA
Electricity Spot Market Q416 @ Flat Price	Last Date Price (Daily Average) @	\$102.05	\$23.04	\$111.08	\$109.80
	Current Date Price (Daily Average) @ Dispatch Price	▼ \$65.45	▲ \$46.96	▼ \$96.95	▼ \$78.16
	Current Date # of 5 mins Dispatch Price Spikes (>\$300/MWh)	0	0	4	0
	Average Qtr to Date Price	\$68.94	\$34.98	\$63.05	\$77.73



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