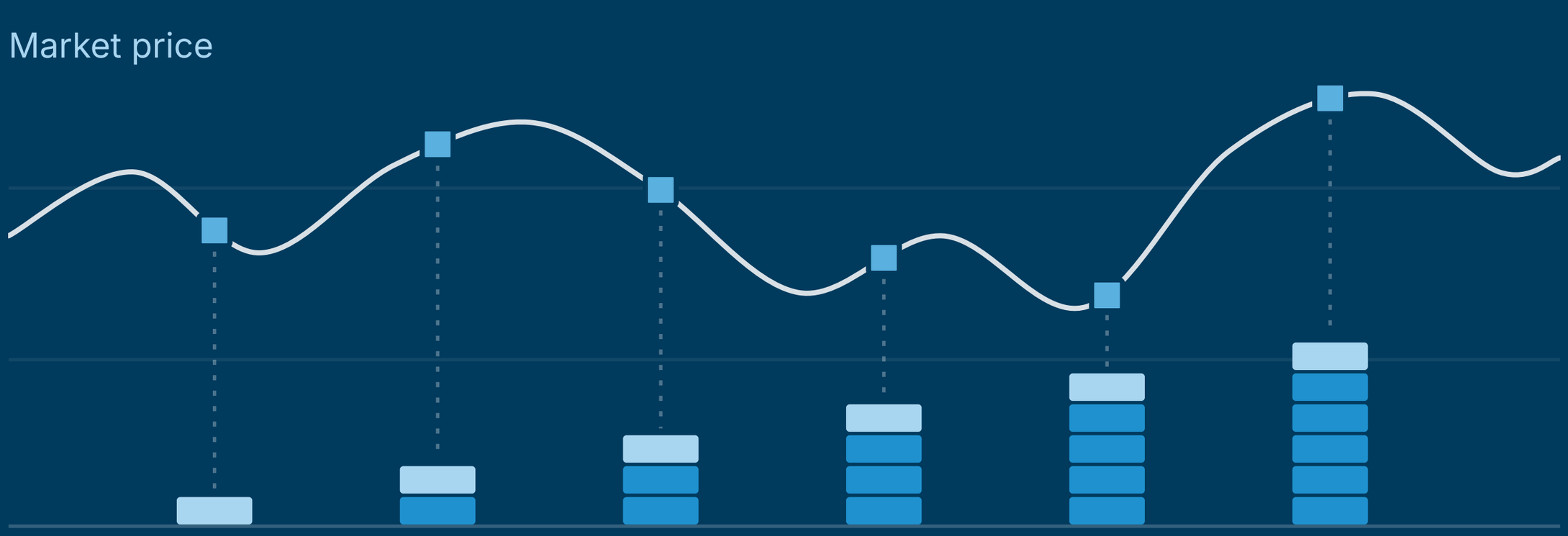
PROGRESSIVE PURCHASING & SELLING

You can't control the market. You can control your exposure.

Progressive Purchasing & Selling can help your business manage energy and commodity price risk.

Swipe to see how it works →

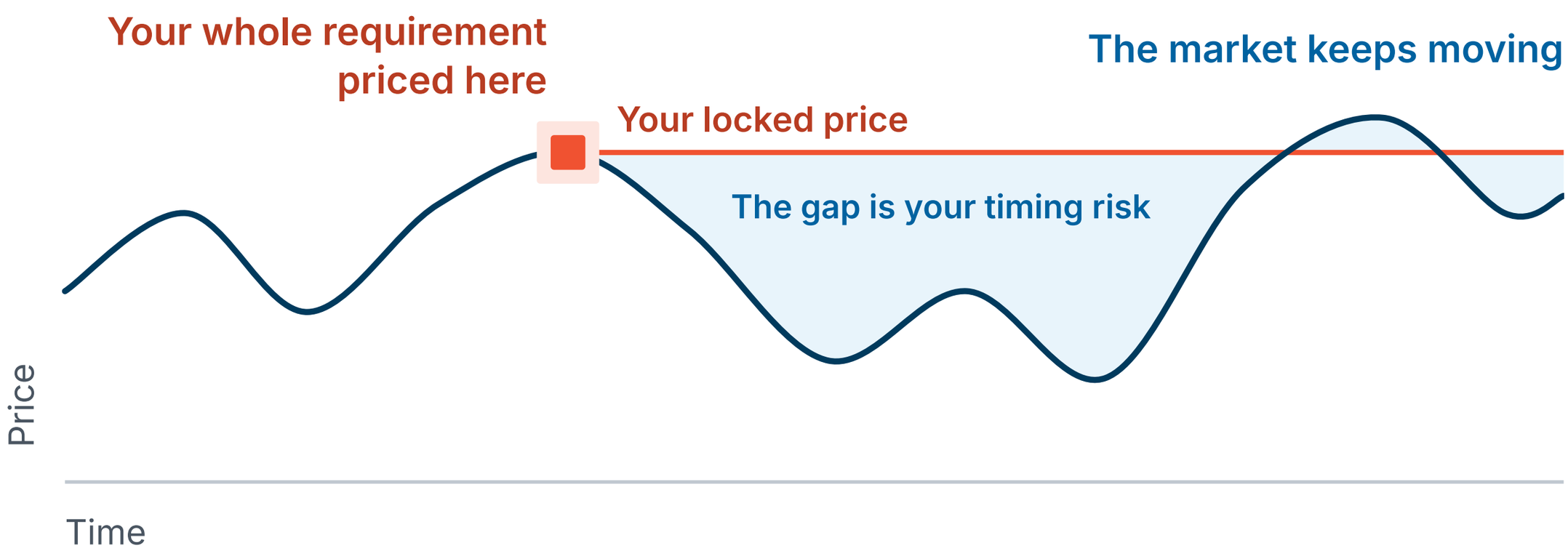


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THE TRADITIONAL APPROACH

One decision. One price. One moment in time.

Locking in a large share of your requirement at once gives you price certainty. But your result depends heavily on where the market sits on that one day.

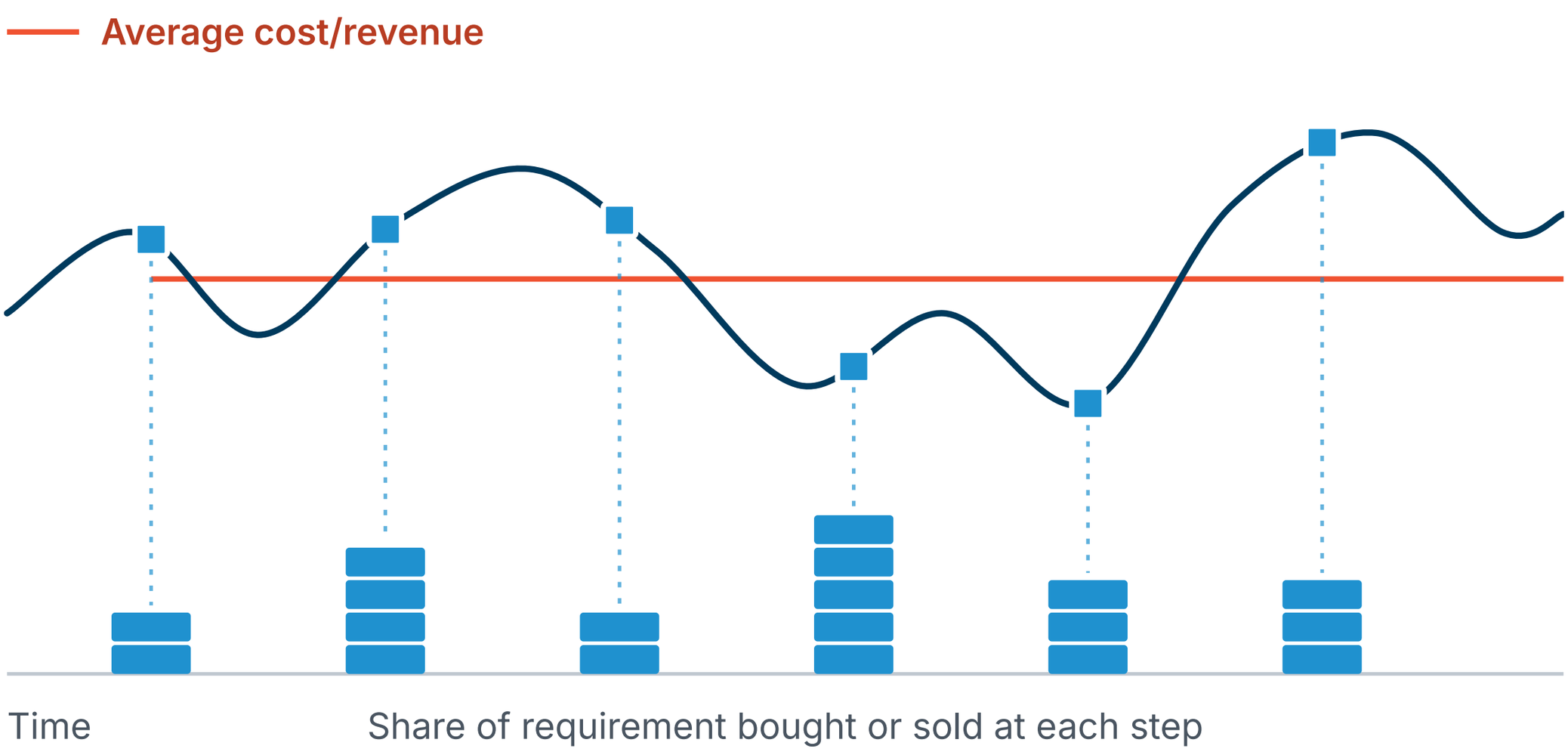


What if the market moves after you buy or sell?

THE PROGRESSIVE APPROACH

What if you didn’t have to make one big call?

Progressive Purchasing & Selling spreads your buying or selling decisions over a longer period. You build your position step by step as market conditions change, instead of committing your entire requirement at once.



No one can reliably pick the perfect point.

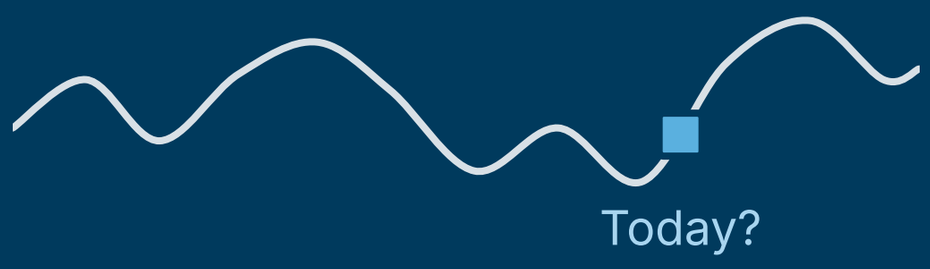
The aim is to reduce how much rides on any single one.

THREE DECISIONS DRIVE THE STRATEGY

Every buying or selling decision comes down to three questions we work through with you:

When?

Is the market attractive enough to act on today?



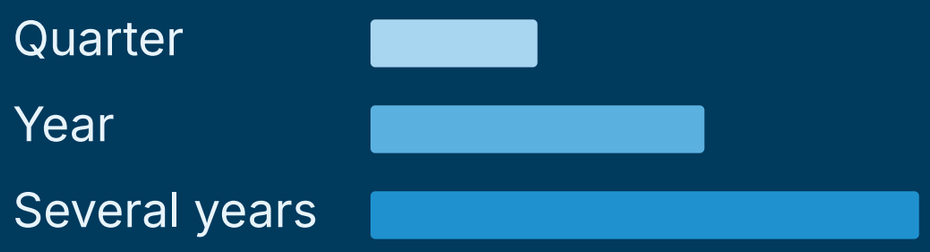
How much?

What share of your requirement should you buy or sell?



How far ahead?

Are you covering the next quarter, the next year or several years?



The right answers depend on your business's risk appetite and objectives.

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WHY TAKE A PROGRESSIVE APPROACH?

A progressive approach can give your business more flexibility in managing market risk.

It can help you:

- spread your timing risk
- respond as market conditions change
- match your buying or selling to your risk appetite
- avoid making one large decision on a single day

Market risk remains, but you manage it with a clear structure.

WHAT IT TAKES TO DO IT WELL

Progressive Purchasing & Selling takes more than splitting one purchase or sale into several.

A STRONG STRATEGY BRINGS TOGETHER

Risk management

A clear framework for how much risk is acceptable.

Market intelligence

Knowing what is driving the market.

Analytics

Data that informs every decision.

Experience & execution

Turning market insight into disciplined action.

Governance & systems

Making sure every decision is controlled, monitored and carried out effectively.

IS IT RIGHT FOR YOUR BUSINESS?

No single procurement or sales strategy suits every business.

The right approach depends on factors such as:

Your exposure

How much commodity price risk does your business carry?

Your risk appetite

How much market movement can your business absorb?

Your objectives

Price certainty? Budget control? Flexibility?

Your resources

Do you have the expertise, systems and governance to run the strategy?

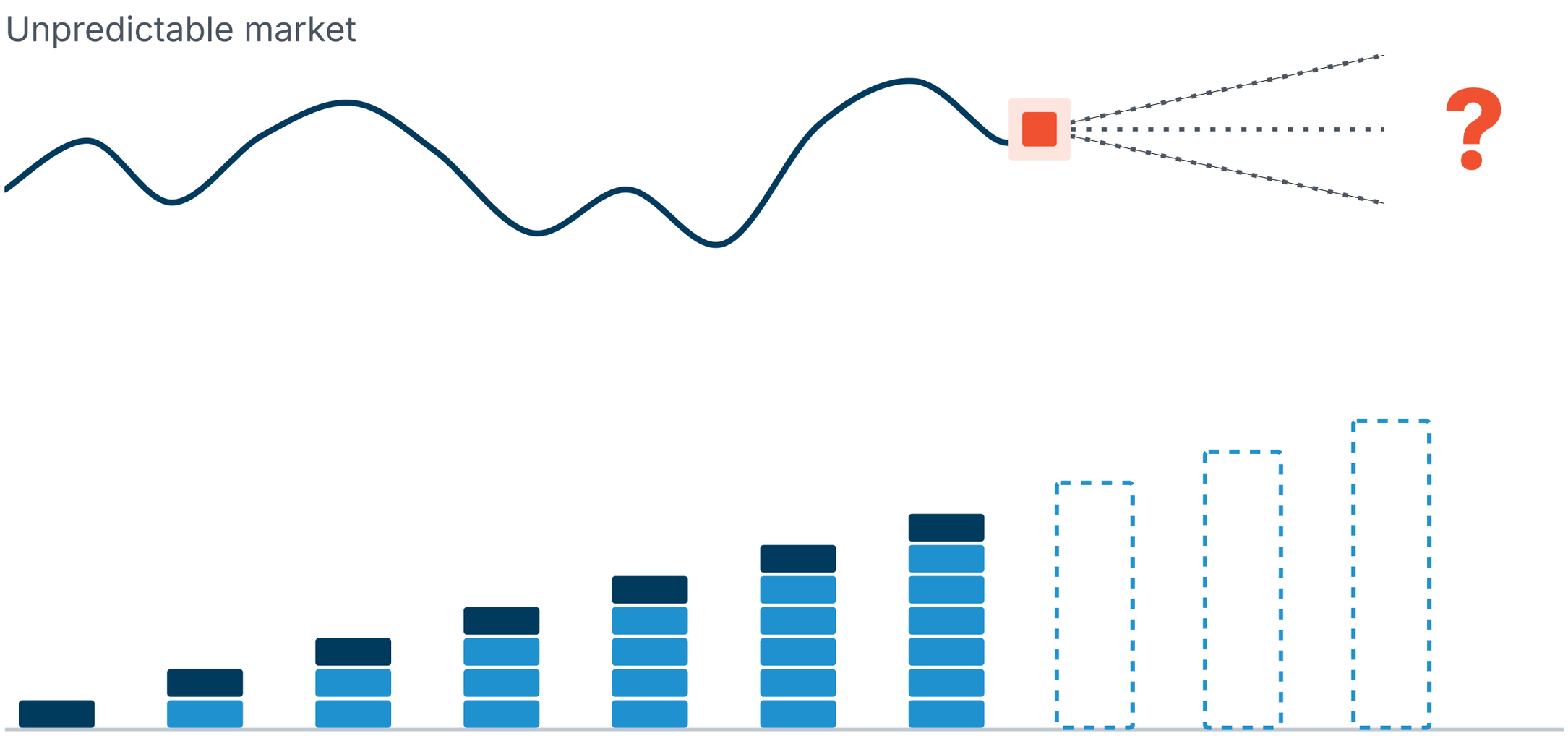
It can be especially valuable for businesses with significant, ongoing commodity exposure.

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THE TAKEAWAY

Progressive Purchasing & Selling doesn't rely on predicting the market.

It gives you a framework for making better, more disciplined decisions as prices move.



SMARTTRADING

Your partners in energy and commodity risk management

At Eutility, we partner with RMHEDGE to bring the right people, expertise and market insight together to help you navigate volatile markets and make confident decisions about risk.

Want to know more? Let’s talk.

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eutility.com.au

1800 676 098

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