

Options for Energy Buyers

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BizzEnergy Limited

- Founded in 2000, BizzEnergy are now the largest independent electricity supplier in the UK
- 30,000+ customers across SME and small I&C - 2.5TWh of supply
- Our proposition to the market is based on:
 - Innovative products – high speed to market
 - Quality of service
 - Quality of data
 - Helping customers manage their usage
 - Providing a competitive tension on the price

Supply Source

- Long term partnership with Barclays and BHP Billiton to secure credit, working capital and access to long-term supplies
- 8% of our supply backed by renewable LECs (2004/5 figures – expected to increase to 11% for this year)
- 20% of our supply backed by Cleaner CHP LECs (2004/5 figures)

BizzEnergy's first Fuel Mix Statement shows a great performance on renewable, with twice the national average proportion

Product Innovation

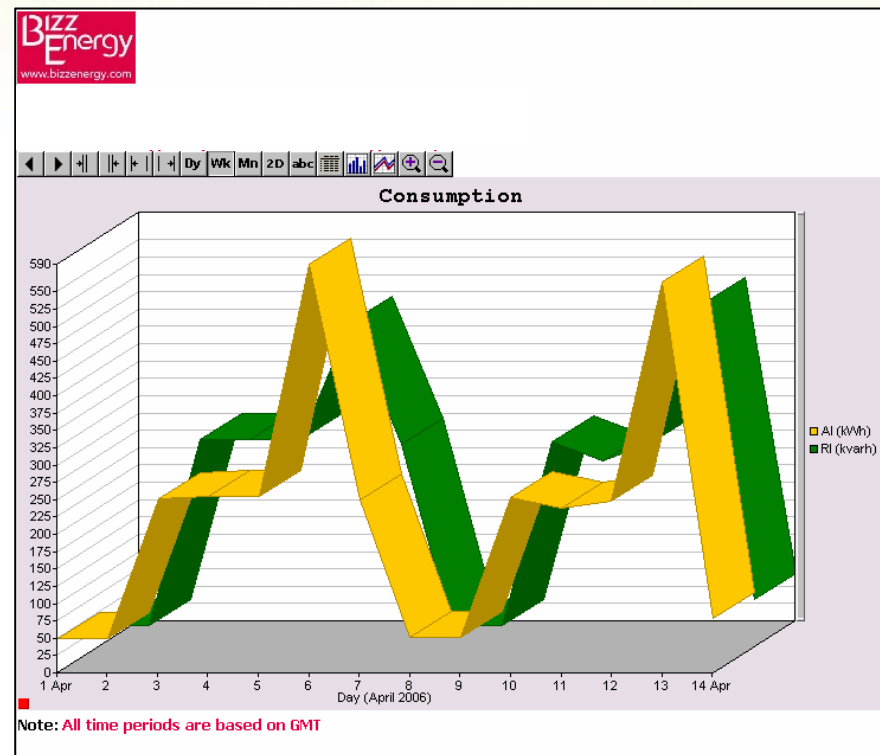
- Energy price rises - every company's bottom line has taken a beating
- Key issues for energy managers right now are
 - How to control and reduce usage for cost saving
 - How to meet the required level of environmental responsibility
 - When to buy and for how long
- BizzEnergy has introduced products to help with these issues

Managing Consumption

Managing Consumption

Half Hourly Metered Customers

- D+1 HH data provided FOC via secure online Website
- Graphing / comparison tool and download capability



Managing Consumption

Non-Half Hourly Metered Customers

- Data issues in NHH are a real headache for us as the supplier as well as the customer
- BizzEnergy at the forefront of Smart Meter development and integration
- Smart Metering Costs are very low compared to half-hourly metering costs
 - Still settled through the NHH market
- Systems are portable from one supplier to another

Smart Meter Benefits

- Financial Management
 - Timely and accurate bills
 - Reduction in reconciliation management costs
 - Improved budgeting

- Non-intrusive readings
 - Access
 - Security

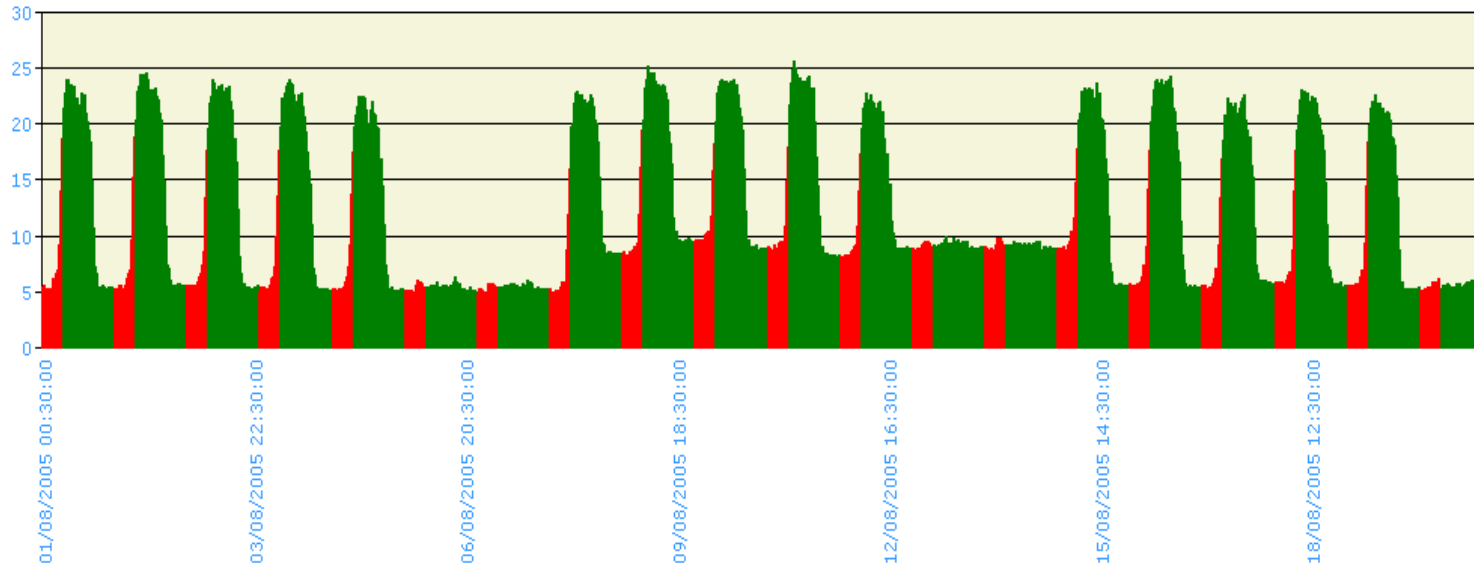
- Understanding of actual business
 - Energy reduction & rescheduling
 - Capacity Management

- Timely feedback on Investments and energy saving actions

- Saving on Energy between 5-20% are being reported

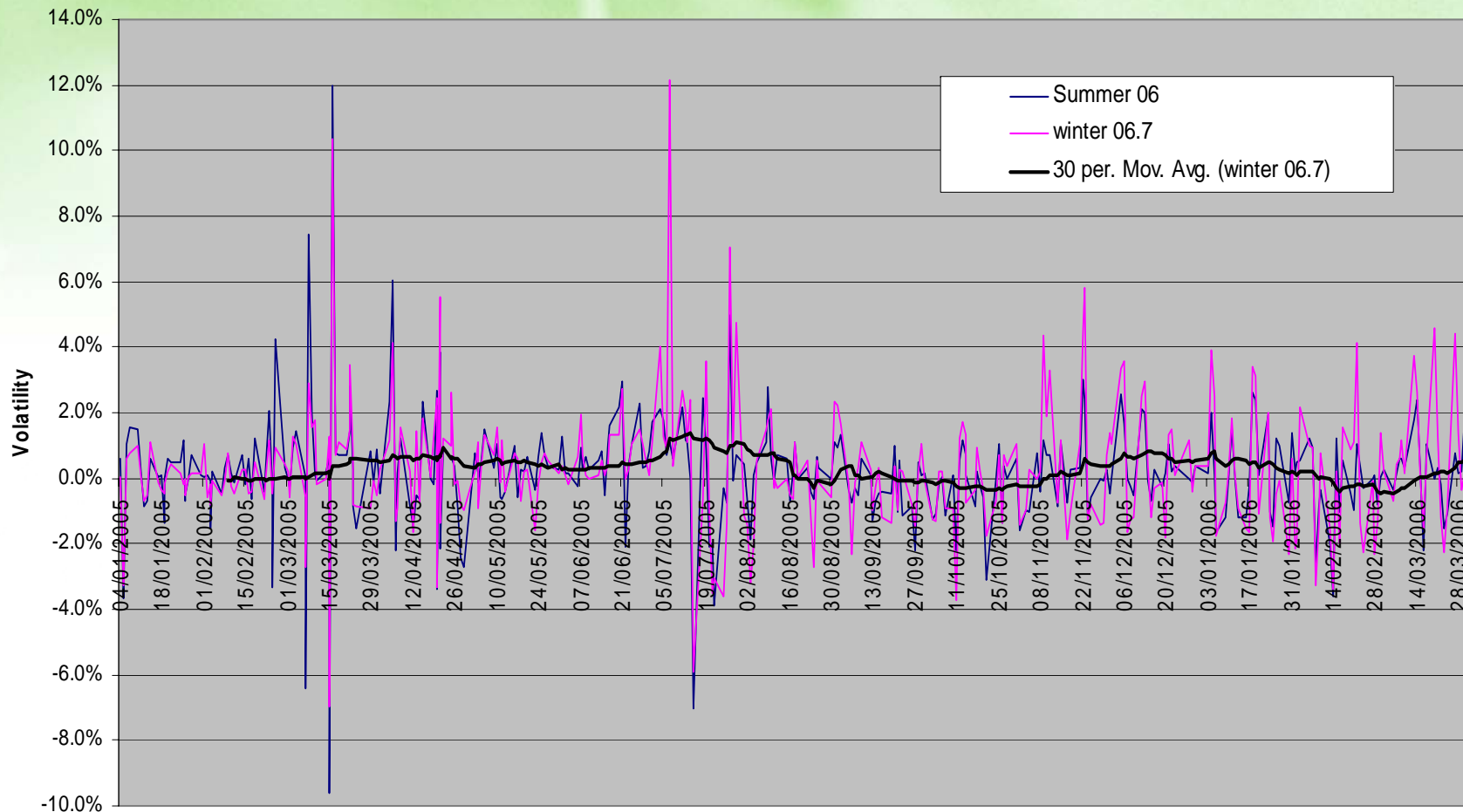
The knowledge that data can give you

- Nottingham City Council Head Office
- Regular caretaker is away for the week – a temporary night watchman is brought in.
- Consumption is nearly doubled during night and weekend hours due to normal off peak practices not being followed.
- Smart metering provides the evidence of the costs involved if normal working processes are not followed.



Flexible Options

Summer and Winter Daily Volatility



Flexible Options

- You can mitigate the risk of this single decision point by taking a flexible option from your supplier
- You still agree to stay with one supplier for a fixed duration
- You can divide the “energy component” decision up into a number of smaller decisions over the course of the contract
- You can transact the residual energy component at any stage



BizzEnergy Product

- Minimum customer size of 10GWh pa
- Minimum of 12 months arrangement
- Baseload component of the tariff rates is linked to month ahead baseload power price (Argus Index)
- Each rate is uplifted with a single uplift to cover costs of
 - Providing the bespoke HH shape
 - The unit-based system costs
 - Management of the contract
- Fixed charges and availability passed through at cost as normal
- Customer can choose when to fix their baseload component



BizzEnergy and Intensive Users

- To date our typical cut off point has been around 80GWh
- Beyond that and the risk for both parties has been “uncomfortable”
- BizzEnergy is now developing a range of innovative flexible products in conjunction with a well-known merchant bank which combine
 - The BizzEnergy standards of service and care
 - The bank’s credit credentials & access to financial instruments



Summary

Customer choices

- Understanding Usage
- Timing
- Innovative options for larger users

Come and talk to us!!

Buying smarter and Using smarter