



**SCHOLT** energy



# Valentijn Demeyer **Business Development**

- At Scholt Energy for 5 years
- Active in the energy sector for 13 years
- Facilitating the energy transition for the last 7 years
- Valentijn.demeyer@scholt.be





 Energy supplier

 Active since 2005  
(Originally a family business)

 200+ professionals en >10,000 customers

 International

 Customer Satisfaction Score  
(NPS +20)

 Revenue € 1 billion

 Energy partner

# SCHOLTenergy





# Energy affairs

For many people the energy market still is a complex matter.

1. Bring clarity
2. How the market actually works
3. The opportunities to save on the energy bill





# The energy bill

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# The energy bill

For lots of people the energy bill still is a complex document.

- Energy price (peak/off-peak and/or fixed monthly cost)
- Costs green certificats (subsidies for producers of green energy)
- Costs distribution system operator, ELIA (national) and FLUVIUS (locally)
- Federal & Regional contributions (energy taxes)



**FACTUUR  
Elektriciteit**

Factuurnummer: B202009992  
Dattekening: 01-06-2020

EAN-code  
Periode: 01-04-2020 tot 01-05-2020

Omschrijving	Tarief	Bedrag	BTW	Totaal
<b>Levering (01-04-2020 tot 01-05-2020)</b>				
Piek	112.747 kWh € 0,047800	€ 5.289,32	21%	
Dal	140.589 kWh € 0,033090	€ 4.652,09	21%	
<b>Elia netverliezen (01-04-2020 tot 01-05-2020)</b>				
Piek	112.747 kWh € 0,000171	€ 19,32	21%	
Dal	140.589 kWh € 0,000222	€ 31,14	21%	
<b>Certificaten (01-04-2020 tot 01-05-2020)</b>				
Bijdrage Groenestroomcertificaten	253.336 kWh € 0,020404	€ 5.169,07	21%	
Korting Groenestroomcertificaten	-76.718 kWh € 0,020404	€ -1.565,32	21%	
Bijdrage Warmtekrachtcertificaten	253.336 kWh € 0,003237	€ 820,05	21%	
Korting Warmtekrachtcertificaten	-76.718 kWh € 0,003237	€ -248,32	21%	
Onbalans		€ 40,28	21%	
Vastrecht		€ 0,00	21%	
				<b>€ 14.307,63</b>
<b>Distributiekosten (01-04-2020 tot 01-05-2020)</b>				
Kosten distributie elektriciteit	253.336 kWh € 0,004736	€ 1.199,73	21%	
Kosten maximaal historisch vermogen	487 kW € 1,445517	€ 703,84	21%	
Kosten meet- en telactiviteit		€ 37,05	21%	
				<b>€ 1.940,62</b>
<b>Transportkosten (01-04-2020 tot 01-05-2020)</b>				
Kosten maximaal historisch vermogen	664 kW € 2,166023	€ 1.438,51	21%	
Kosten transport elektriciteit		€ 2.688,96	21%	
				<b>€ 4.127,47</b>
<b>Gereguleerde bijdrage en heffingen (01-04-2020 tot 01-05-2020)</b>				
Federale bijdrage		€ 618,60	0%	
<b>Regionale bijdrage en heffingen (01-04-2020 tot 01-05-2020)</b>				
Bijdrage Eneriefonds		€ 154,36	0%	
				<b>€ 772,96</b>
				<b>€ 21.148,68</b>
Voorlopige factuur 01-05-2020 tot 01-06-2020			21%	<b>€ 23.637,13</b>
Voorlopige factuur 01-04-2020 tot 01-05-2020 reeds gefactureerd			21%	<b>€ -23.241,03</b>
				<b>€ 21.544,78</b>
				<b>€ 4.362,08</b>
				<b>€ 0,00</b>
				<b>€ 25.906,86</b>

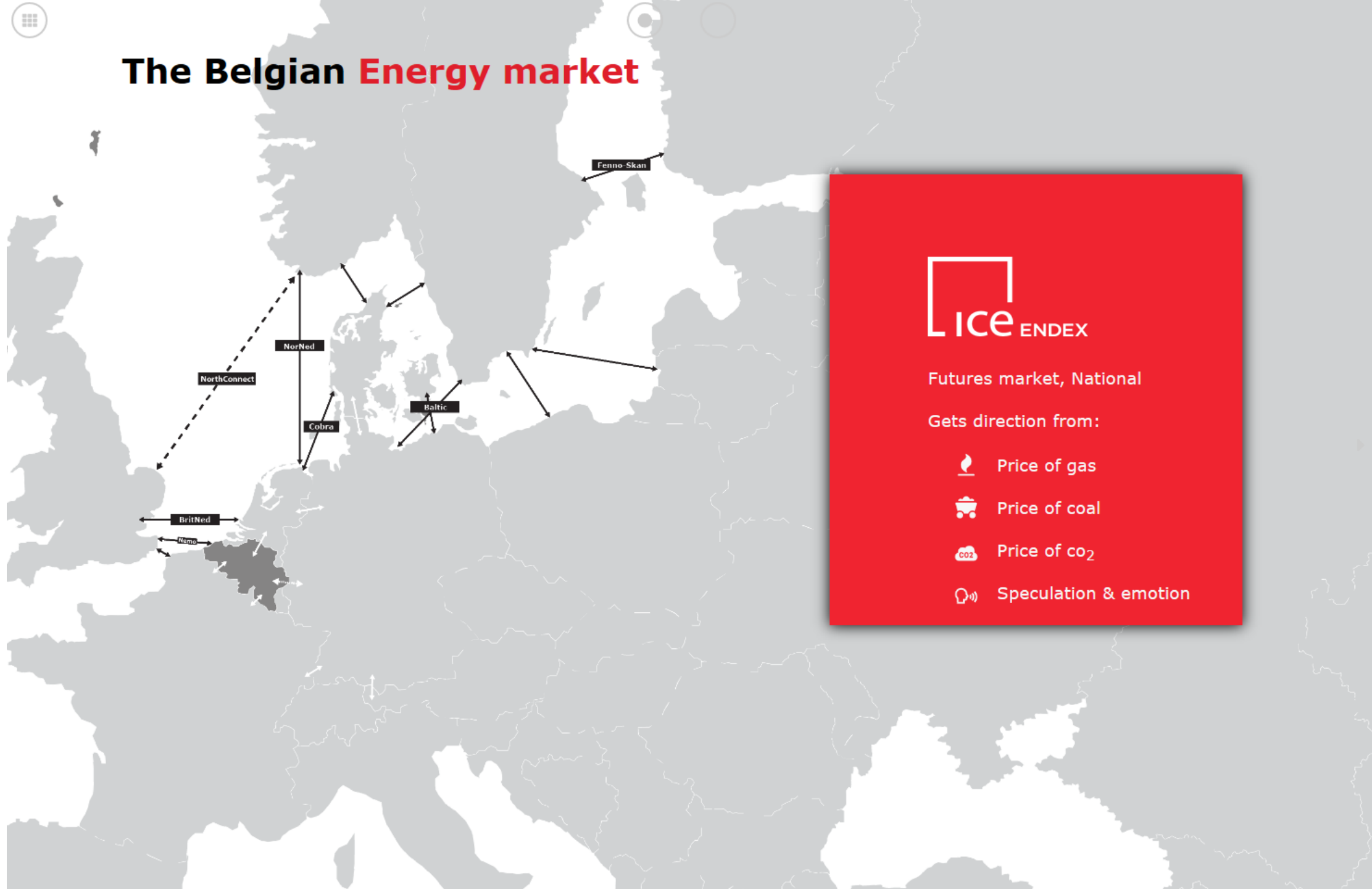


**SCHOLTenergy**

Strategic market procurement







# The Belgian Energy market



Futures market, National

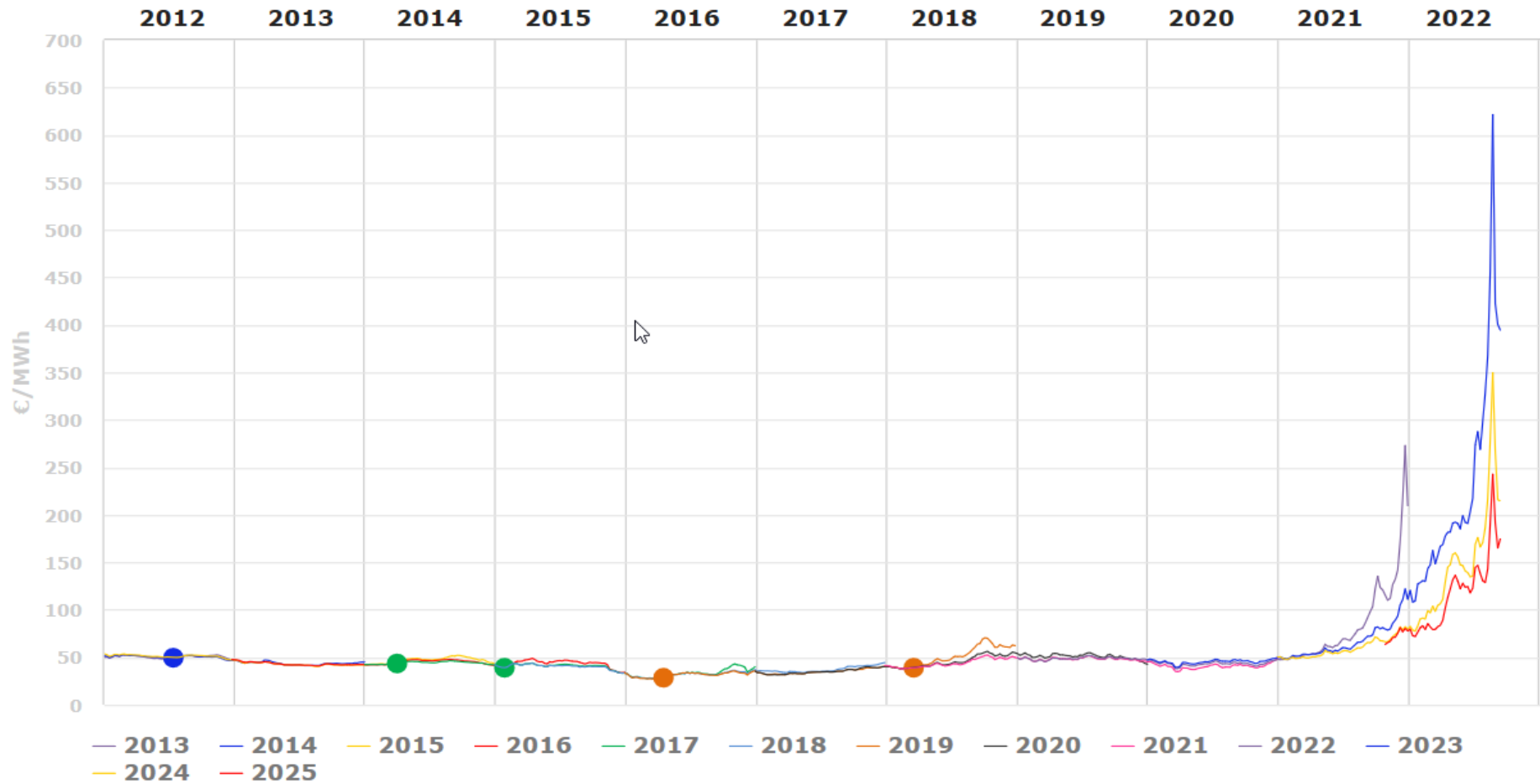
Gets direction from:

-  Price of gas
-  Price of coal
-  Price of CO<sub>2</sub>
-  Speculation & emotion



# ICE Index **base BE**

Decisive is:  
Moment of purchase



Gets direction from:



Gas price



Coal price



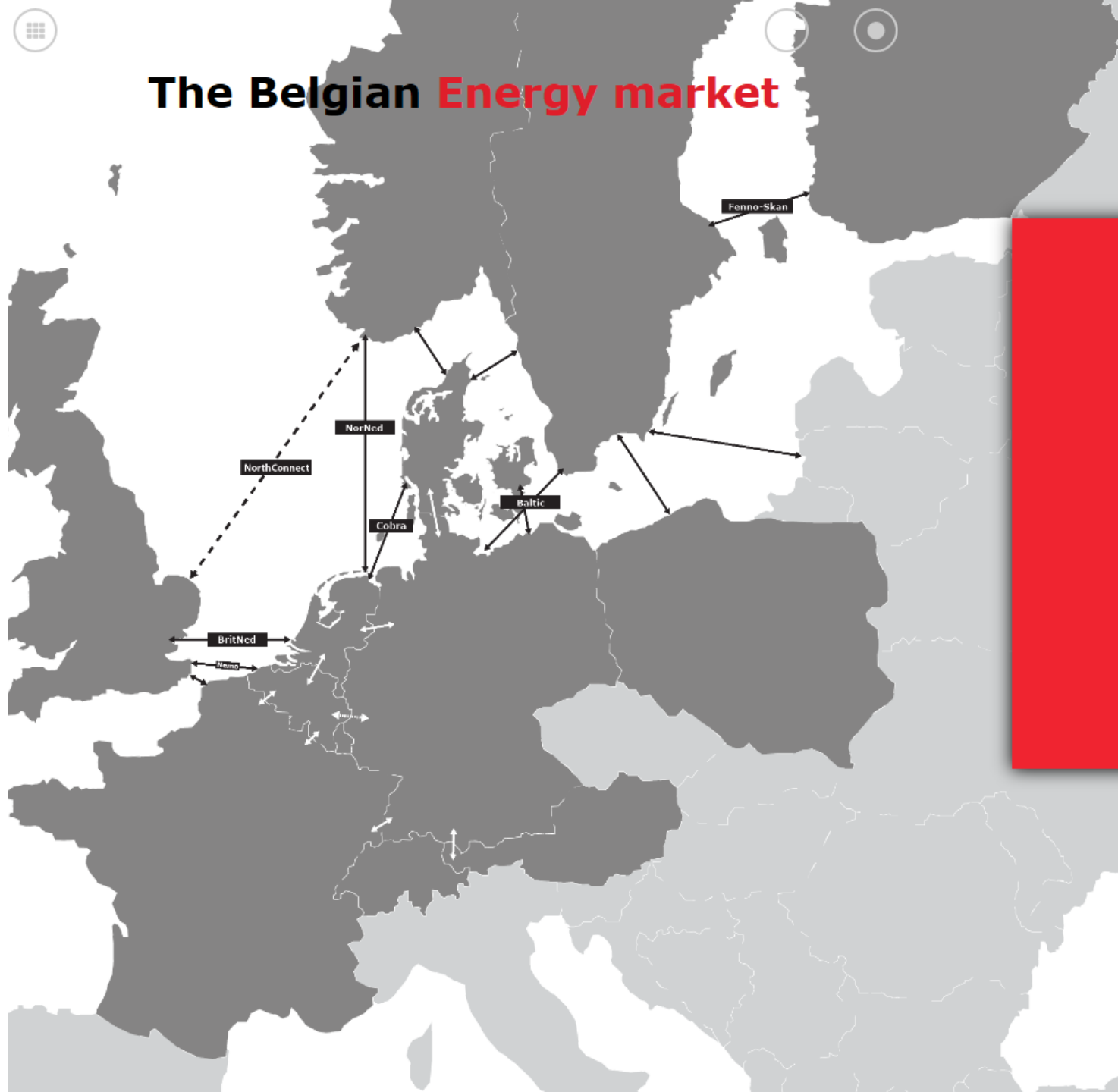
CO2 price



Speculation & emotion



# The Belgian Energy market



› epexspot

Daily market, international

Gets direction from:

📈 Supply & demand



# EPEX BE

Period	Base	Peak	Off-peak
January	€ 191,40	€ 235,71	€ 168,71
February	€ 162,64	€ 190,43	€ 147,20
March	€ 265,71	€ 285,24	€ 254,18
April	€ 186,59	€ 202,38	€ 178,09
May	€ 176,64	€ 170,96	€ 179,76
June	€ 219,10	€ 228,53	€ 213,64
July	€ 321,33	€ 338,40	€ 312,59
August	€ 448,14	€ 468,70	€ 436,01
September	€ 356,21	€ 408,83	€ 328,85

## Total average 2022

Base €/MWh 255,70

Peak €/MWh 277,20

Off-peak €/MWh 243,86





## Comparison EPEX BE with ICE Endex

	EPEX BE			ICE Endex		
	Base	Peak	Off-peak	Base	Peak	Off-peak
2009	€ 39,36	€ 52,00	€ 32,33	€ 62,42	€ 95,94	€ 43,76
2010	€ 46,30	€ 58,06	€ 39,76	€ 59,25	€ 88,38	€ 43,04
2011	€ 49,45	€ 60,93	€ 43,09	€ 59,33	€ 84,49	€ 45,46
2012	€ 47,01	€ 57,41	€ 41,25	€ 54,94	€ 75,60	€ 43,51
2013	€ 47,44	€ 58,41	€ 41,34	€ 53,54	€ 69,41	€ 44,68
2014	€ 40,79	€ 48,55	€ 36,47	€ 50,19	€ 64,51	€ 42,19
2015	€ 44,68	€ 53,95	€ 39,52	€ 47,00	€ 59,94	€ 39,80
2016	€ 36,62	€ 46,72	€ 31,01	€ 43,83	€ 56,07	€ 37,02
2017	€ 44,58	€ 54,78	€ 38,94	€ 39,43	€ 51,01	€ 32,98
2018	€ 55,28	€ 64,84	€ 49,95	€ 36,49	€ 47,90	€ 30,14
2019	€ 39,35	€ 46,29	€ 35,49	€ 39,18	€ 51,82	€ 32,15
2020	€ 31,88	€ 37,89	€ 28,53	€ 43,94	€ 56,91	€ 36,70
2021	€ 104,12	€ 120,46	€ 95,03	€ 44,34	€ 57,38	€ 37,09
<b>Average</b>	<b>€ 48,21</b>	<b>€ 58,48</b>	<b>€ 42,51</b>	<b>€ 48,76</b>	<b>€ 66,10</b>	<b>€ 39,12</b>



# Marketanalysis

## Fuel markets

	Oil	\$ 94,00	↑
	Coal	\$ 294,69	↑
	CO2	€ 71,82	↓
	Gas	€ 179,72	↓

## Politics



National

- [National energy agreements](#)
- [Disappearance of fossil fuels](#)



International

- [Climate agreement Paris](#)
- [Brexit](#)
- [Tensions Middle East](#)

## Economy



Influence on demand



Stock market sentiment



Weather conditions

## Technical analysis

Bollinger Bands methode:

- Follow trend movement
- Bollinger Bands channel
- Trend outside bandwidth



## Fundamental analysis

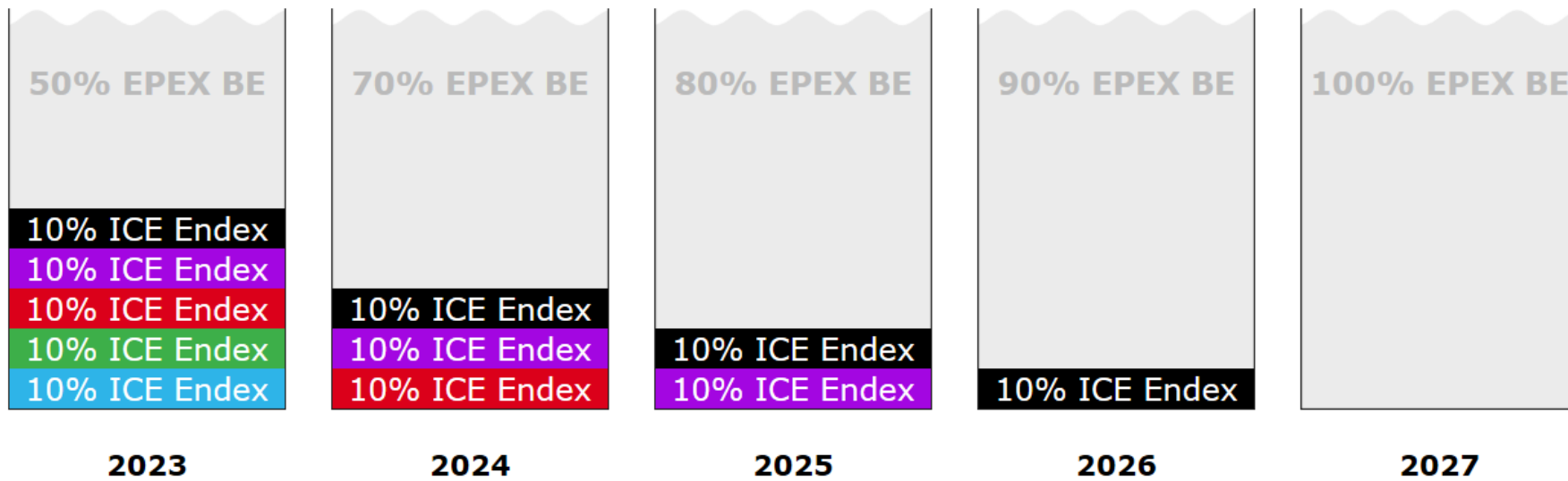
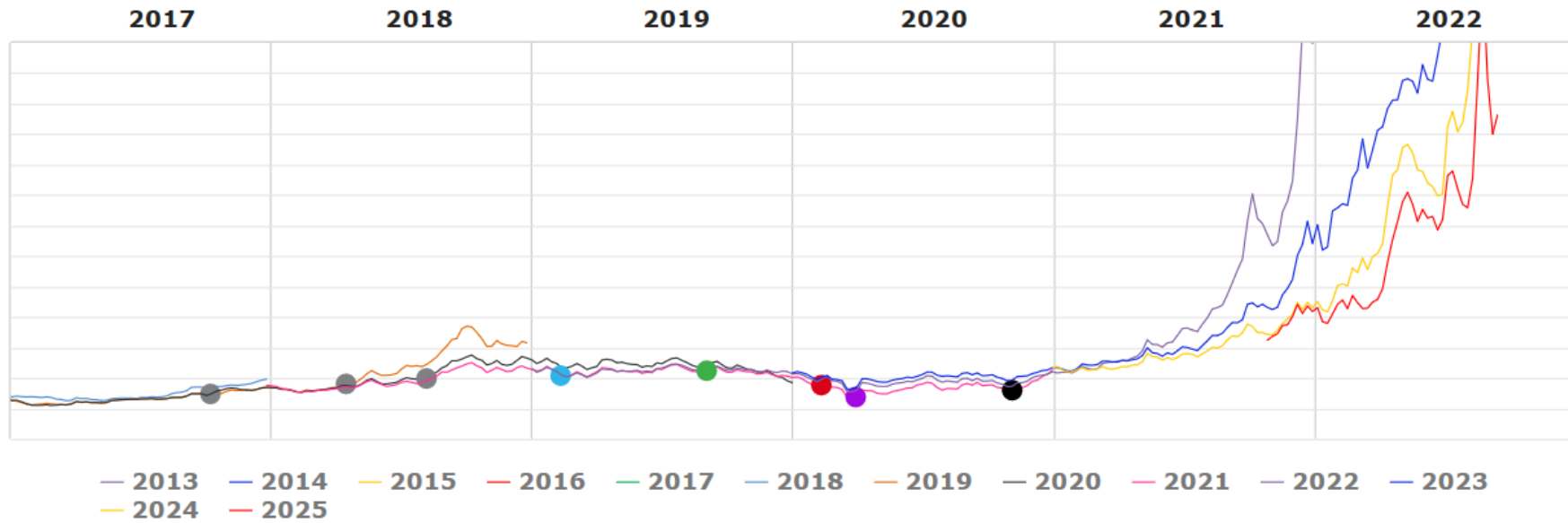
Regression analysis for a prediction of the electricity price based on:

- Gas price
- Coal price
- CO2 price

Fixation moments



# Our Purchase concept





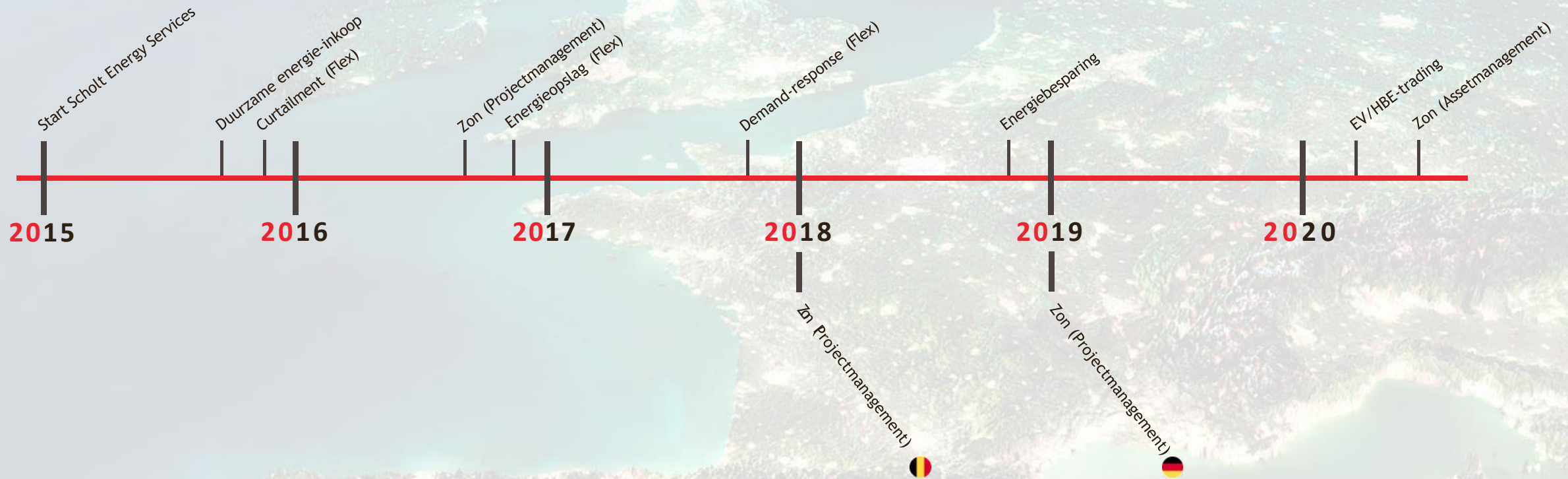


# Scholt Energy

Services & Innovation



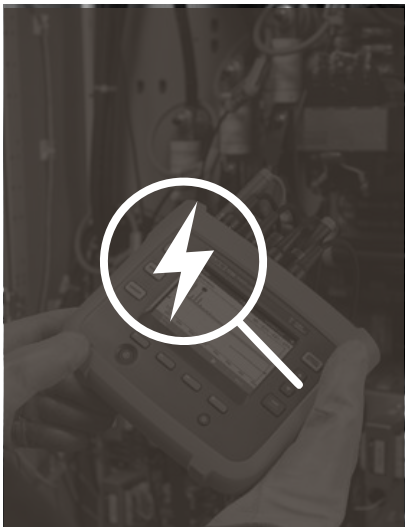
# Services & Innovation



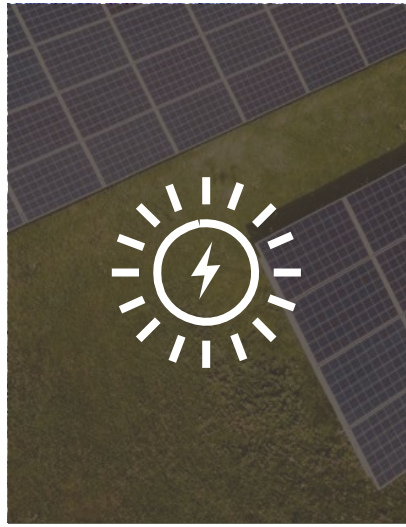


# Services & Innovation

“Our Services & Innovation team proactively helps both our customers and grid operators in the energy transition.”



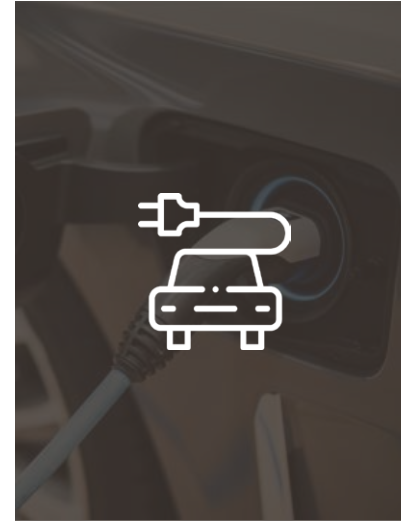
Energy savings



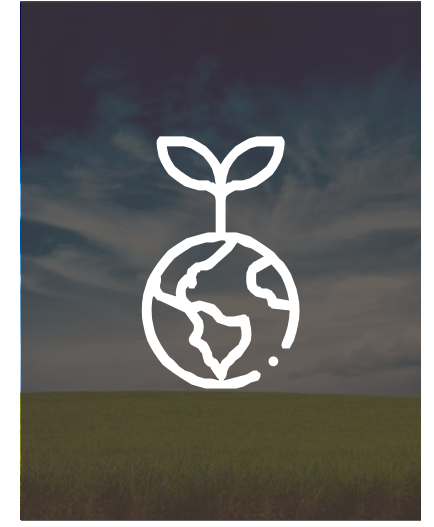
Solar Power



Flexibility



EV



Sustainable  
energy  
procurement





# Why make an Energy Action Plan?



**Saving Energy**



**Energy  
Action Plan**

## Insights in possible savings

Analysis of the most important energy flows within the production and/or building

Detailed rapport including possible future savings

Carefree project with complete site visit by our specialist engineer



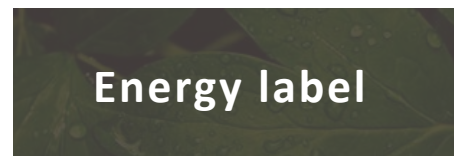
**EED**

## European energy efficiency guidelines

Support energy audits

Support energy planning

Support for the Energy Policy Agreement of the Flemish Government







**Energy label**

Indicates the energy performance of the building



# Why place Solar Panels?

-  Saving on your energy bill
-  Sustainable
-  Independent of the market price for energy
-  Proven technology



**SOLAR**

## What we do:



# Our solar projects

## Facts & Figures

### **Belgium:**

- Call Green Energy: 60 large scale projects running
- Projects vary from 150 kWp up to 2 MWp
- Guidance from a to z



**Biscuiterie Jules Destrooper - Ieper**

920 kWp



**Koffie Rombouts - Aartselaar**

650 kWp



**Arte - Zonhoven**

750 kWp





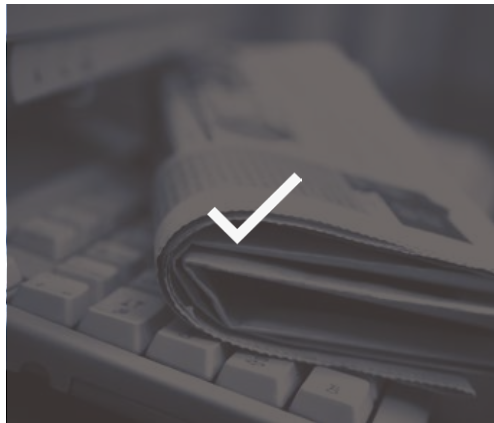
# Complete Asset management

Scholt Energy can manage your PV installation for you.



## Monitoring

- Production monitoring
- Performance Ratio
- Detection non-working installation



## Validation

- Contracts
- Businesscases



## Correspondence

- Laws and regulations
- Warranty claims
- Document management





# What is flexibility?



Storage of power surplus and feed-in in case of shortages.



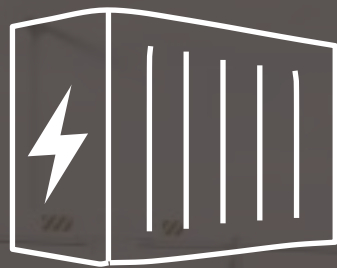
Deployment of controllable electrical processes in case of electricity shortage or surplus.



Turning back or switching off wind and solar farms in case of electricity surplus.



# Why use flexibility?



**Flexibility**



Balancing the decentralised renewable electricity grid



Sustainable: less contribution from gas and coal-fired plants



Fully automated



Market knowledge



Additional source of income







# Project Examples Curtailment



Long-term collaboration between REF and Scholt Energy to control wind farms, solar installations and batteries



Pilot proves that decentralised energy sources can provide regulating power





# Project Examples Energy Storage



[FCR trading at ADO Den Haag](#)



[Energy storage at solar park Weert Energie](#)





# Project Examples Demand Response



[Demand response at Frigologix](#)



[Adjustable production process at VDL Weweler](#)





# Why invest in EV load infrastructure?



EV



Increase in electric transport and charging demand



Making your car pool more sustainable



Additional services towards employees and customers



Extra Revenues



**De Graafschap**  
**Charging facility**  
**with 100% green**  
**energy**



**Jaarbeurs Utrecht**  
Smart Solar Charging

What we do:



# Why buy green?



**Sustainable  
energy  
procurement**



Preferred position relative to competitor



Contribution to sustainable production projects



Small additional cost (less than 1% of total cost)



# Possibilities Sustainable Energy Certification



- 100% sustainably generated European electricity
- Guarantee by CertiQ agency



- + Score on CO2 performance ladder
- Stichting Milieukeur certification (QSC-20120145)
- 100% Energy from Belgian Solar farms



- 100% compensation of CO2 emissions
- Compliant to United Nations climate convention guidelines







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POWERFUL PARTNERSHIP