

Media release

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Axpo markets green electricity from waste in the Netherlands

Success story for Axpo Netherlands BV: within the framework of a public tender procedure, Axpo's Dutch subsidiary concluded a contract with AEB Amsterdam, one of the biggest raw materials and waste-to-energy companies in the Netherlands. The agreement with AEB includes the marketing of around 0.5 TWh of energy per annum, as well as spot market access, intraday trading, and financial forward market access. It will be in effect from 2018 to 2022.

In the context of its internationalization strategy, Axpo is consistently expanding its origination business activities in the area of tailored customer solutions. Meanwhile, the company is present in 28 countries and serves 39 markets, focusing on energy solutions for customers from many different industries, including SMEs and retail business. Local presence is a significant advantage in origination: experts who are familiar with the local conditions and have an in-depth understanding of their customers' needs operate in Axpo's international locations, offering individual solutions for the marketing and procurement of power, gas and energy certificates.

Axpo Netherlands BV is driving forward origination activities in electricity, natural gas and green energy in the Netherlands. It offers services in industrial supply, energy price risk management, portfolio management, structured products and global emissions/green energy. At the same time, Axpo Netherlands fosters partnerships with other traders, producers and resellers in the wholesale market. Special focus is placed on renewable energies and related power purchase agreements (PPAs).

In 2017, Axpo expanded its presence in the Dutch market: Axpo Netherlands relocated to bigger premises in Amsterdam. Ever since, the subsidiary set up to serve the local market is based in a modern business park in the south of Amsterdam and has developed its business step by step, supported by a growing local team and a broader customer base.

Key contract for the cooperation with innovation leaders

One of the most interesting target groups for the growing business of Axpo Netherlands are waste-to-energy producers: in the Netherlands, they are at the forefront of innovation. They do not only deal with waste-to-energy, but are also developers of wind farms, produce green gas and various base minerals and materials from waste.

AEB is a leading player in this segment: the raw materials and energy company is based in the Amsterdam Metropolitan Area, with the City of Amsterdam as its sole shareholder. Of the 1.4 million tonnes of waste that AEB processes every year, 99% is recycled into raw materials and energy. The heat from the incineration of the residual waste generates electricity for 320,000 households and provides heat for a growing number of households and businesses through a district heating network.

Wim Vaasen, Managing Director Axpo Netherlands, comments: "We are very pleased about this deal with AEB, as it shows that our products and services fit the requirements of our customers in general and waste-to-energy companies in particular. Our flexibility and our tailor-made approach were among the main reasons why AEB opted for our offer. This contract might represent the starting signal for further business opportunities with this kind of customers, as supplying green energy from waste-to-energy facilities to local off-takers in the region is a very interesting business for us."

About Axpo: The Axpo Group produces, trades and distributes energy reliably for more than 3 million people and several thousand companies in Switzerland and in over 30 countries throughout Europe. Around 4,300 staff combine the expertise from 100 years of climate-friendly power production with innovative strength for a sustainable energy future. Axpo is an international leader in energy trading and the development of tailor-made energy solutions for its customers.

Further information

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