

ATEGI

# Energy



We specialise in the purchasing process and look for the progress of our customers

Our goal is to help our customers become more cost-efficient and competitive, wherever they are

We have an international team of more than 35 specialists all over the world (United States, Mexico, Spain, India, China, Vietnam, and Taiwan) providing an integral purchasing service tailored to your needs.

## OUR VALUES

### **Cooperation**

It comprises the strength of over 300 companies and business groups that have decided to centralize in ATEGI the management of their purchases to reduce their costs and increase their efficiency and business profitability.

### **Progress**

Maximising the benefits of our customers and generating wealth in our environment moves us, motivates us and gets us involved. Contributing to have profitable and robust companies is an effective way to generate (ethical, social, labour, and environmental) sustainable progress in our society.

### **Specialists**

Know-how, professionalism, rigor, working methodology, team, experience, continuous improvement, etc.

ATEGI performs a specialised management of each of the purchasing categories (energy, transport, telecommunications, etc.), tailored to each customer's need and providing an integral service of the purchasing process

### **Closeness**

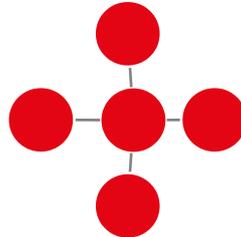
Closeness, active listening and interaction are the key ingredients of communication. In addition, good communication is a window of opportunities for our customer management. Because trust is the basis of a good relationship, we are constantly striving to share how we work and our methodology with absolute transparency

# SERVICES



## Advisory Services

- We make a customised diagnosis of the competitive position
- We focus on the most appropriate purchasing strategy for your company (cost reduction, process improvement, internationalisation, etc.)
- We design and deploy the transformation plan



## Purchasing Centre

- We customise the purchase solution to each customer
- We make joint and centralised management of purchases
- We aggregate purchasing volumes by coordinating needs
- We optimise the contracting and service conditions



## Purchasing services

- We carry out tailor-made projects
- We specialize in the prospecting and assessment of suppliers and perform supplier audits.
- We negotiate and control the award procedure and the contracts
- We organise the purchasing process
- We facilitate your spending control management

## PURCHASING CATEGORIES

### ENERGY

Energy plays a key role in the development of all productive sectors and should be used with high efficiency, low environmental impact, and at the lowest possible cost.

The Europe 2020 strategy emphasises sustainable growth as one of the three pillars of development, defined as the promotion of an economy that makes a more efficient use of resources, that is greener and more competitive

At Ategi, Being aware of the volatility of energy markets and its impact on companies, we offer our customers a team of experienced professionals committed to knowing all ins and outs of energy markets and who help our customers benefit from cost savings, thereby contributing to the improvement of their competitiveness and the promotion of economic, business, and environmental sustainability.



- Our goal is to reduce the energy costs of our customers; the risk and management control, and to ensure the follow-up of the implementation of their budget; that is why we tailor our services to their needs.
- Our longstanding professional experience and knowledge of both energy markets and energy suppliers and of the main elements that can impact in the pricing of electricity, allows us identify the best time for electricity procurement under the best possible conditions suited to the needs and philosophy of each customer

## 1 MARKET ANALYSIS

- The volatility of the peninsular electricity market is due to the energy mix (with a large presence of renewable sources), the fluctuation of the price of certain raw materials (coal, oil, and gas) used to generate energy, and the big macroeconomic trends and global political decisions.
- We do not seek to predict the future, but rather to understand the functioning of the electricity market and, taking into account the variables that affect the pricing, roll out a strategy that is tailor-made for your company, to achieve your energy objectives. Therefore, we monitor different indicators and facts such as the OMIE daily market, the OMIP forward market, OTC market, meteorology, market liquidity, or international connections among others, with the aim of adding value to our advisory service and to appropriately managing the risks.

- We send you a weekly market analysis on the evolution of the markets and the main indicators and above-mentioned facts that allow us monitor the designed strategy.

## **2.- REGULATORY FOLLOW-UP**

- Most of the Electricity sector is regulated, so understanding any regulatory changes is essential to become aware of how it can affect the market and the pricing of electricity
- For that reason, as an asset, we follow up the legislation, analysing any proposed amendments or new legislative proposal, and providing information on the impact it represents and the measures that can be taken

## **3.- PURCHASING MANAGEMENT**

- We work with each customer in an ongoing process to determine the best way to achieve his cost and opportunity goals while minimising risk.
- In the electricity market, “the time of purchase” is a key factor, so we take into account, among others, the following variables:
  - Evolution of the markets
  - Situation of electricity retailers
  - Economic, political, and regulatory variables affecting pricing
- Since every client is unique and so are his needs, we roll out the best customised purchasing strategy according to them, to find the best offer that ends in the contractual solution that must fit his needs: fixed, variable or mixed prices, spot or forward market opportunities, customised products, etcetera
- And we also negotiate volume conditions, payment conditions and bank guarantees or closing options among other terms suited to his needs

## **4.- CONTRACT MANAGEMENT**

- We help our customers with the bill validation, checking whether the bills are correct and when they are not we ask for a rectification from the supplier. We also check consumption factors such as use of reactive energy and capacity optimization possibilities.
- We make monthly tailor-made reports that allows our customers anticipate electricity consumption and estimated monthly cost
- Furthermore, we deal with the optimisation of the different electricity cost components and the factors that drive them

## 5.- COMPLEMENTARY SERVICES

- We assist our customers in different administrative procedures
- We help our clients in the budgeting process by preparing all the relevant information: past consumption, electricity pricing at the moment and the expected changes
- We provide our clients with a web application which allows them to monitor and control the consumption and other different variables that help to electricity efficiency



- Our goal is to reduce the energy costs of our customers, the risk and management control, and to ensure the follow-up of the implementation of their budget; that is why we tailor our services to their needs.
- Our longstanding professional experience and knowledge of both energy markets and energy suppliers and of the main variables that can impact in the pricing of natural gas, allows us identify the best time for gas procurement under the best possible conditions suited to the needs and philosophy of each customer
- At Ategi, we have a broad knowledge of natural gas and LNG market and so we roll out strategies with our customers to take advantage of the opportunities, identifying the ideal moment for buying natural gas and to negotiate a contract.

## 1.- MARKET ANALYSIS

- In the natural gas market, not only the supply and demand drive pricing; the price of gas is determined by geopolitical or macroeconomic factors too. Thanks to a tailor-made purchasing strategy, according to the client's needs, we limit the impact of volatility on his costs.
- We monitor the evolution of the main indicators (Brent, Exchange Rate, market liquidity, OTC, volatility, international connections, etc.), along with the main gas hubs (MIBGAS, TTF, NBP, Henry Hub, etc.) and the situation of the suppliers in order to manage the risk.

- We do not seek to predict the future, but rather to understand the functioning of the gas market and, taking into account the variables that affect the pricing, roll out a strategy that is tailor-made for your company, to achieve your energy objectives.
- We send our clients a weekly market analysis on the evolution of the markets and the main indicators and above-mentioned facts that allow us monitor the designed strategy

## **2.- REGULATORY FOLLOW UP**

- Most of the gas sector is regulated, so understanding any regulatory changes is essential to become aware of how it can affect the market and the pricing of gas.
- For that reason, as an asset, we follow up the legislation, analysing any proposed amendments or new legislative proposal, and providing information on the impact it represents, and the measures that can be taken

## **3.- PURCHASING MANAGEMENT**

- We work with each customer in an ongoing process to determine the best way to achieve his cost and opportunity goals while minimising risk.
- Purchasing management is carried out taking into account, among others, the following variables:
  - Evolution of the markets
  - Situation of gas retailers
  - Economic, political, and regulatory variables affecting prices, among other variables
- Every client is unique, so we roll out a gas purchasing strategy suited to his needs; we put forward different contract types: fixed prices, spot indexation and price fixation, forward indexation, Brent/Exchange Rate, Hubs, indexation. The main goal is that the clients make the purchase decision at the right time.
- We also negotiate other terms such as volume commitments, payment terms, closing options, etc., which allow our customers to have the best contractual conditions.

## **4.- CONTRACT MANAGEMENT**

- We help our customers with the bill validation, checking whether the bills are correct and when they are not we ask for a rectification from the supplier

- We make monthly tailor-made reports that allows our customers anticipate gas consumption and estimated monthly cost.
- Furthermore, we deal with the optimisation of the different gas cost components and the factors that drive them.

## 5.- COMPLEMENTARY SERVICES

- We assist our customers in different administrative procedures
- We help our clients in the budgeting process by preparing all the relevant information: past consumption, gas pricing at the moment and the expected changes.

### OTHER PURCHASING CATEGORIES



# CONTACT

We have an international team in eight different locations to help you wherever you need



## Offices

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### Central Offices

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