



## Revenue Potential at Short-Term Energy Markets

Which market offers me the right potential?

### Introduction

The short-term markets are essential components of the power market. In the intraday and control energy market, controllable generation plants and consumers can optimise their sales revenues. The trading volumes and the importance of the European short-term markets have been increasing for years with the increase in generation volumes that can be forecast at short notice. At the same time, the rules and framework conditions keep changing. This training imparts basic knowledge about price mechanisms and influencing factors of the short-term markets and their interaction.

### Target group

- ▶ Professionals from trading, electricity marketing or balancing group management of conventional or RE plants
- ▶ Professionals from product development or business development of utilities, direct marketers and (virtual) electricity producers
- ▶ Professionals in portfolio, risk, schedule and load management and analysis
- ▶

### Your benefit

After this training, you will be able to:

- ▶ explain interrelationships and price influences on the intraday market,
- ▶ recognise the opportunities and risks on the balancing energy markets,
- ▶ calculate important key figures with the help of practical examples, and
- ▶ evaluate the potential of the different markets.





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## Your content

### Session 1: Brief introduction to power trading

- › Overview of short-term markets: characteristics, motivation and participants
- › The day-ahead auction as a reference market
- › The merit-order: marginal cost-based bids

### Session 2: Intraday trading on EPEX Spot

- › Price formation and price influences in the continuous intraday trade
- › Price development along the weather forecast
- › Market coupling EU: Cross-Border Intraday Coupling (XBID, previously SIDC)

### Session 3: Intraday trading potential

- › Market liquidity: volumes in intraday trading
- › Price formation and price development of quarter-hourly contracts
- › Sales opportunities and optimisation potential for RE power plants and storage system

### Session 4: The new control energy market

- › Market for control power: products, features, participants
- › Tenders for control power: prequalification and admission criteria
- › Market for control work: products and procedures

### Session 5: Revenue potential on the control power market

- › Revenue potential, capacity price and call revenues
- › Market opportunities for battery storage and renewable energies
- › Harmonisation of the EU control energy markets: effects and revenue potentials

### Session 6: Balancing and balancing energy price

- › Basics of the balancing group contract and balancing energy price
- › Relationship between control area balance and balancing energy price
- › Balancing energy costs: optimisation potential for producers and consumers

## Exemplary use case

Your company already has ideas on how to use your competences and resources in the power market - be it assets such as battery storage, RE plants or smart algorithms. Your team needs to gather the necessary knowledge about trading processes and products in order to efficiently exploit the market potential.

Therefore, they want to learn about the details of electricity trading on the spot and balancing energy markets. Your team needs a sound overview of the different revenue potentials on the short-term electricity markets. After the training, they will be able to develop their products even better, oriented towards the market and their customers.





# Training for the energy sector

We quantify the energy transition

## Training formats

### Energy BrainSessions

- live online trainings
- suitable for beginners to experts
- 2 to 3 mornings depending on the course

### In-house training































- comprehensive basic and advanced seminars for the energy sector
- customised according to your needs
- online or in-person

### Simulation games

- realistic trading simulations for electricity trading on spot or futures markets
- online or board game version

## Training formats legend

- Knowledge level: basic knowledge, special knowledge or expert knowledge
- Format: lecture or workshop
- online or in-person

Basic knowledge	workshop	online	  	In-person	 
Basic knowledge	lecture	online	  	In-person	 
Special knowledge	workshop	online	  	In-person	 
Special knowledge	lecture	online	  	In-person	 
Expert knowledge	workshop	online	  	In-person	 
Expert knowledge	lecture	online	  	In-person	 

## About us

As independent energy market experts, we focus on the databased, practice-oriented transfer of knowledge on power and energy trading in Europe. From analysis, forecasting and modelling of energy markets and prices, as well as studies and individual consulting services, to training courses, we are here to support you.

How can we support you? Feel free to contact us.

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