



PRISMA SSO User Group

Kick-off call

15 January 2018

Leipzig

Agenda

PRISMA Storage Services

- Introduction
- Service packages
- Testimonials
- How we work
- Product-Backlog : Future PRISMA storage services
- SSO User group
- Q&A

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+2500
Users active on
the platform



+4.5mio
Successful auctions



16
Markets
connected



+600
Active Shipper
companies



+160k
FCFS bookings



+1500
Network points
on the platform

PRISMA launched a pilot phase with basic storage services in response to a market demand

During 2016 several European storage system operators were looking for for platform to market their products, that would provide:

- Increased visibility
- Easy access
- Agility in development
- A neutral organization
- High acceptance in the market

PRISMA offered storage services via the existing platform for a pilot phase:

- Basic standard services were available to SSOs
- A consultation phase was conducted to better understand the needs of the storage market and its stakeholders regarding infrastructure-related services



“PRISMA is a well established and reliable platform”



“All our current users are already registered on PRISMA and we could reach out to a much wider range of potential customers via the Platform.”

PRISMA Market consultations

Market consultation on PRISMA Storage Services



GSE board meeting

Presentation of services and
introduction of public survey

-
8 SSOs



Public surveys

Market feedback on PRISMA
Storage Services

-
14 SSOs &
large number of shippers



Bilateral discussions

SSO individual processes
and needs

-
18 SSOs

Market welcomes PRISMA storage service

SSOs:

- **100%** of participants consider that PRISMA would **facilitate the access** to storage capacity
- **75%** of participants consider that PRISMA would **increase the visibility** of their offers
- **90%** of participants are currently marketing only on a long term basis
- Participants would favour a „**usage based**“ model
- Additional services like automatic allocation, automated interfaces and credit management were requested

Shippers:

- Responding shippers (>30) strongly welcomed new service and TSO/PRISMA initiative

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Services in line with the outcome of the consultation

PRISMA Storage Services



Increased offer visibility
“Mailbox” function +
general improvements

-

Requested by more than 90% of interested
SSOs in the survey



Standard products
Possibility to market SBUs or
individual components

-

No other request received through the
survey

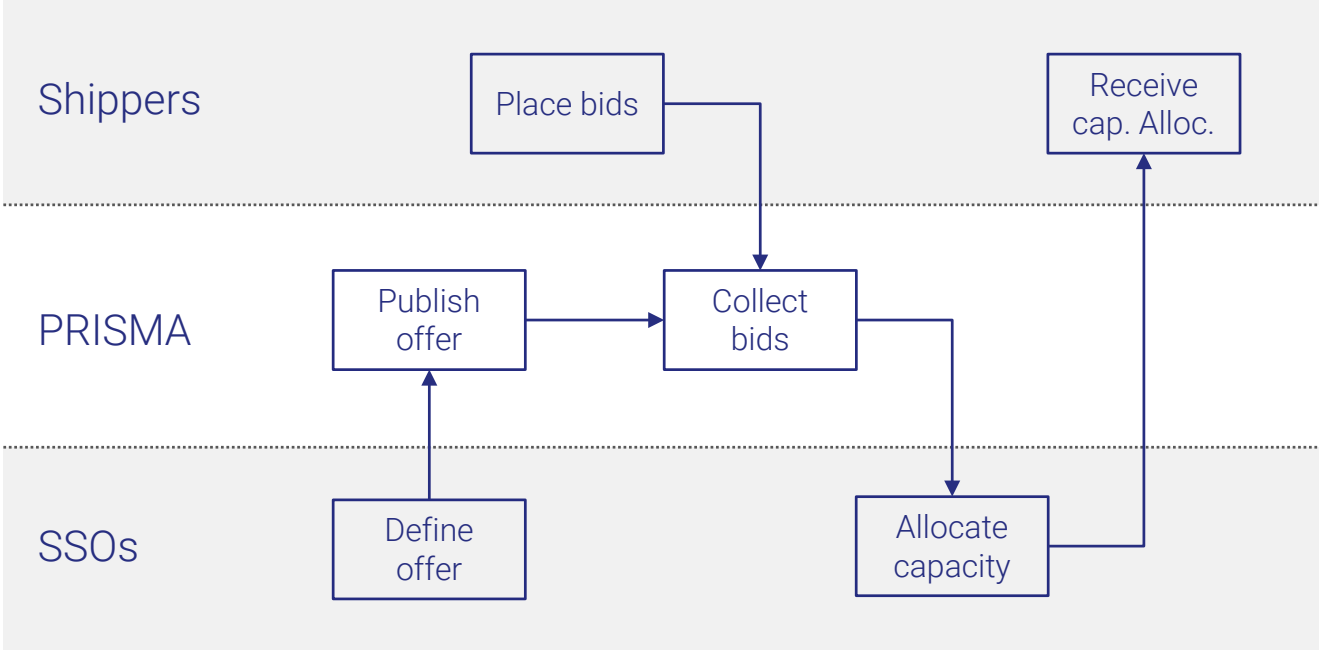


Add on services
Booked by each customer
independently

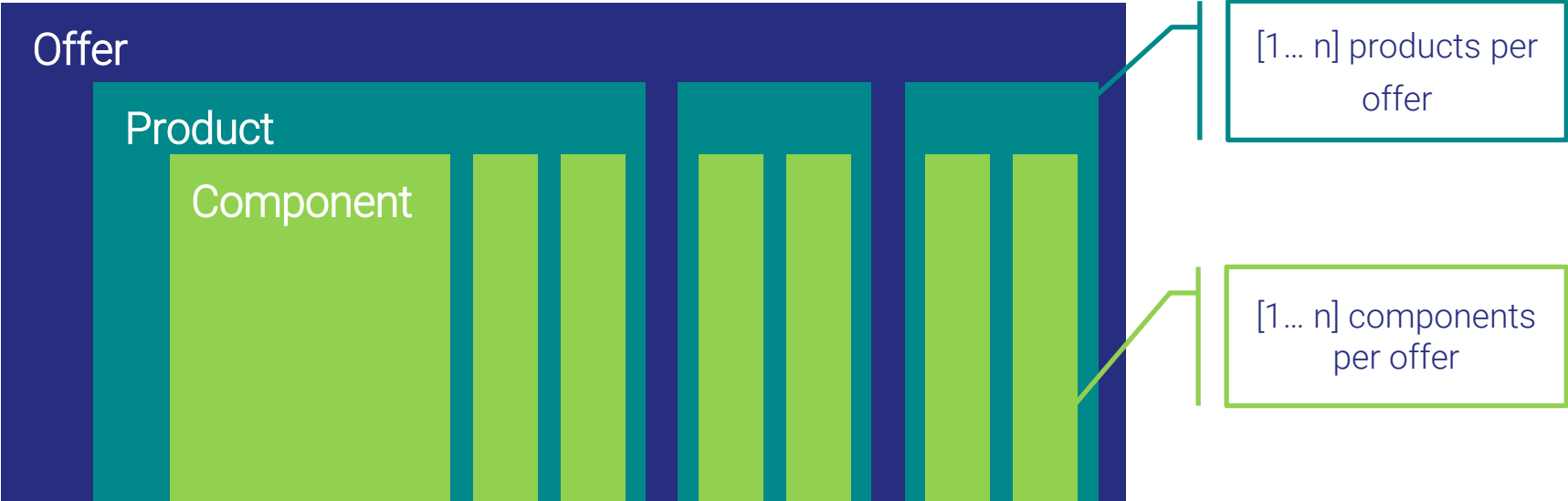
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As requested through the survey and
individual talks

Marketing storage capacity is just that easy



High variability allows individualised offer campaigns



High variability allows individualised offer campaigns

PRODUCTS

✔ GTS Standard Bundled Unit

Available quantity: **100 SBU**
Bidding price unit: **Euro/SBU/m**

Runtime **01.04.2017 06:00 -
01.04.2018 06:00**
Capacity category **Firm**
Storage volume **15,000,000 kWh**
Injection capacity **8,100 kWh/h**
Withdrawal capacity **10,500 kWh/h**

✔ NETRA Standard Bundled Unit

Available quantity: **37 SBU**
Bidding price unit: **Euro/SBU/m**

Runtime **01.04.2017 06:00 -
01.04.2018 06:00**
Capacity category **Firm**
Storage volume **15,000,000 kWh**
Injection capacity **9,600 kWh/h**
Withdrawal capacity **20,500 kWh/h**

Runtime **01.04.2017 06:00 -
01.04.2018 06:00**
Capacity category **Interruptible**
Storage volume **n/a**
Injection capacity **55,400 kWh/h**
Withdrawal capacity **38,500 kWh/h**



Service packages fit to different market needs

Basic

- customer care hotline
- manage unlimited number of customers
- full transaction history
- bid export
- one offer per year on PRISMA platform

8.0

kEUR/year

Advanced

- Everything that is included in Basic, plus
- Up to 4 offers per year on PRISMA platform

Great for bigger operators or more frequent offers.

29.0

kEUR/year

MaxFlexibility

- Everything that is included in Advanced, plus
- More than 5 offers per year on PRISMA platform

Great for biggest operators and highest flexibility to offer short term products.

49.0

kEUR/year

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Don't just take our word for it... Let's hear the opinion of two of our current customers.



Andreas Lederbauer
International Key Account Manager
OMV Gas Storage



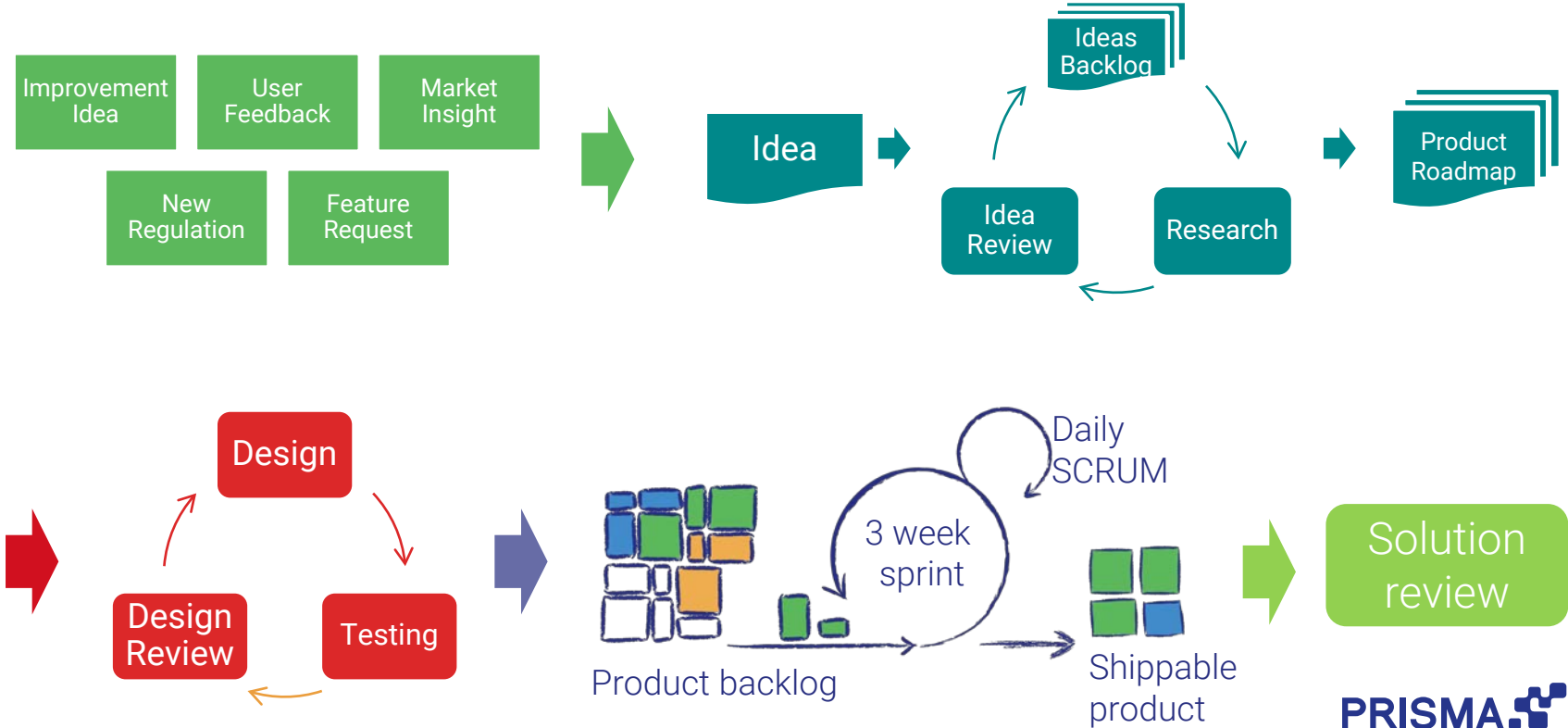
Sebastian Rosa
Sales Manager
Astora

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We work in small iterations – constantly generating business value



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How we see the further development of the service

Current services

The result of the market survey confirms the scope of the current service portfolio. This will be the foundation for future service extensions.

Add on services

Automated interfaces

Pay-as-bid allocation

Phase 1

Automatic interfaces for short term marketing
Pay-as-bid allocation mechanism requested and used by most of the participants according to the survey

Credit limit
check

Uniform price
allocation

Direct bidding²

Asynchronous
allocation¹

Phase 2

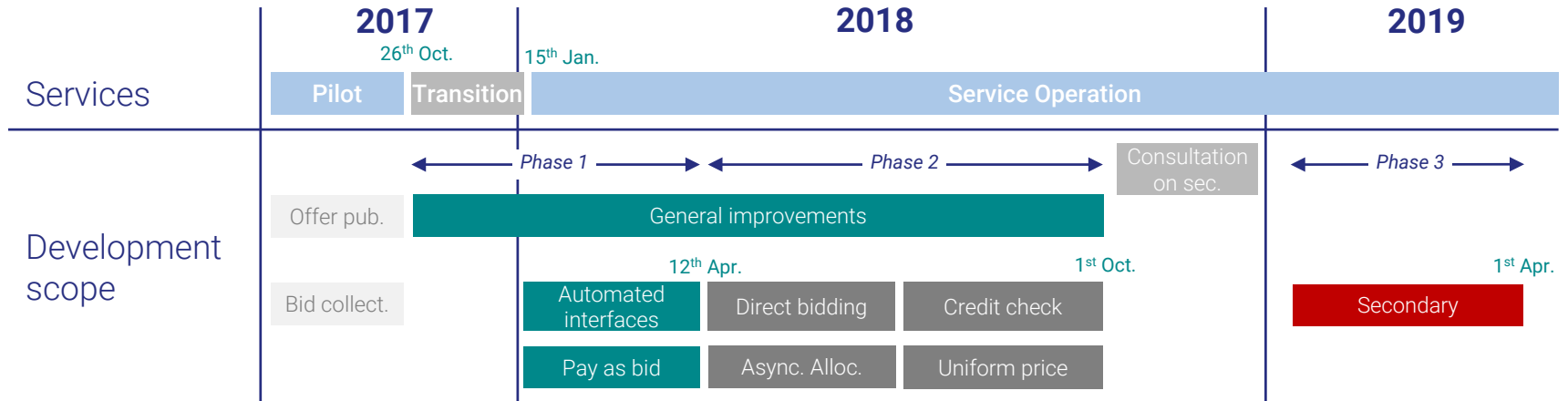
Additional allocation mechanisms requested by storage operators, to be in line with regulatory requirements
Automated credit limit check during marketing process

Secondary market

Phase 3

Based on survey results - Secondary market is not considered out-most priority of storage operators

A stepwise implementation in line with the current market need



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Storage operator user group – let's build a platform for storage products for the European energy market

- Regular calls where PRISMA will present design-concepts and current developments
- Focus groups for exploration of new ideas

What are the next topics?

- Define 'pay-as-bid' algorithm
- Design first-come-first-served process

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PRISMA Storage Services

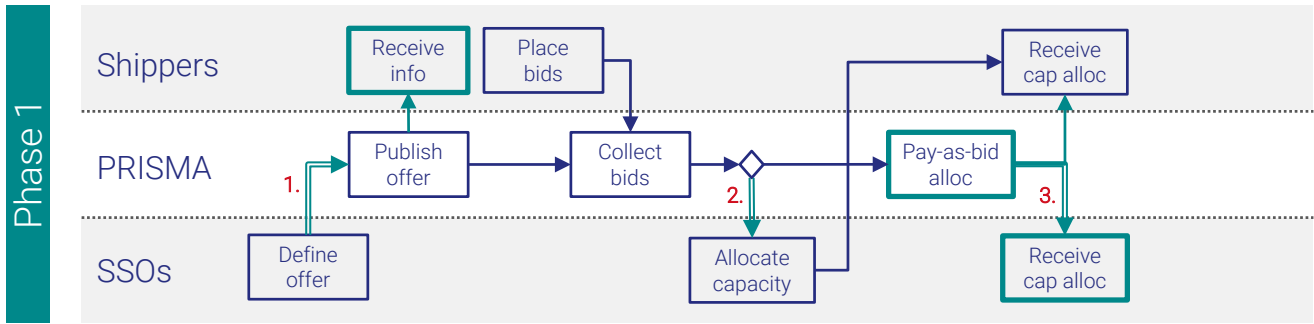
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Thank you.
Your PRISMA team.

Backup

Possible process workflows after phases 1 and 2



1. *Interface 1:*
SSO → PRISMA
List of Offers

2. *Interface 2:*
PRISMA → SSO
List of bids for a given offer

3. *Interface 3:*
PRISMA ↔ SSO
List of allocations for a given offer

