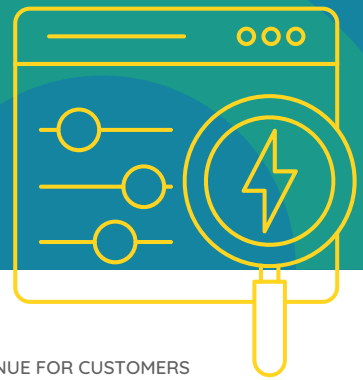




Bixia

Maximising Customers' Revenue Without Increasing Costs



PARTICIPATION

16 MW



MARKET

FCR-D Up & Down

ACTIVATION <5 SECONDS



GROSS REVENUE FOR CUSTOMERS

€100 000 - €200 000

PER MW PER YEAR



Bixia, owned by Tekniska Verken, is one of Sweden's electricity trading companies purchasing the largest share of renewable and locally produced electricity. **Since 2022, Bixia and Sympower have partnered to strengthen Bixia's portfolio services by enabling its customers across Sweden to participate in demand response.**

Partnering with Sweden's #1 Flexibility Services Provider

Bixia wanted to add new solutions to its service portfolio that would benefit its customers without increasing their electricity costs. **Demand-side flexibility appeared to be the ideal solution, enabling Bixia's customers to reduce their electricity costs while stabilising the Swedish grid** and, in the long run, allowing more renewables to power the energy system.

Bixia needed a **like-minded flexibility services provider that could work with small and medium-sized businesses**. Sympower, with its extensive track record and market-leading position in Sweden, was the natural choice.

Working Hand-In-Hand to Maximise Benefits for Customers

Sympower provided Bixia's team with **in-depth bespoke training on Sweden's energy markets and demand-side flexibility solutions and management.**

The team was also trained on more complex topics, such as **discovering a company's potential flexibility**, which industries and equipment can be used for demand-side flexibility, and **how to sell flexibility services successfully.**

This training has enabled Bixia to **be the first point of contact** with interested customers and answer initial questions. Sympower then provides its expertise by identifying how to maximise the customer's earnings without disrupting core processes and connecting assets to Sympower's platform.



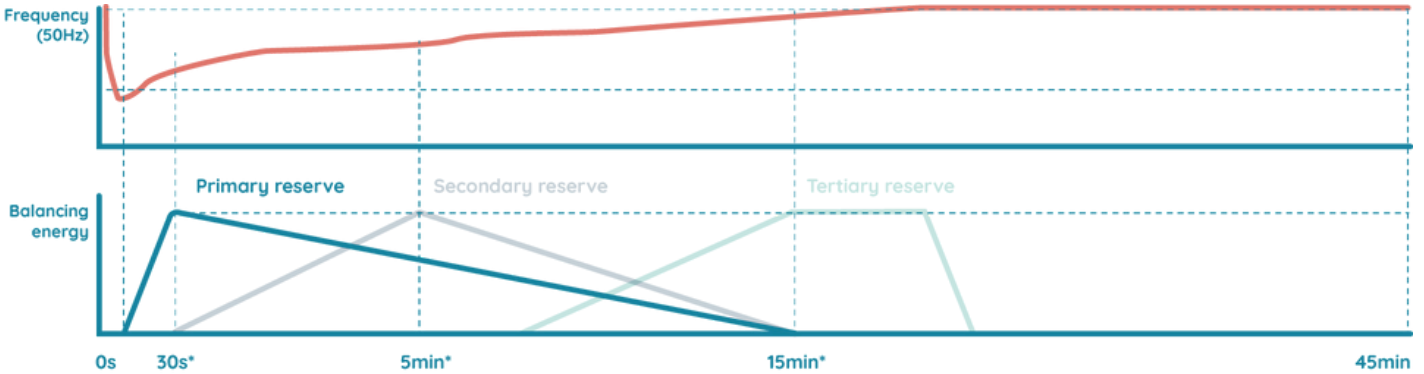
It was crucial for us to find a partner able to work with companies of all sizes, especially small and mid-sized ones. Sympower has the right platform and expert team, and can inform our customers on the benefits of demand response for their business, showing them that they would help the energy transition while earning revenue.

Christian Andersson | Senior Key Account Manager, Bixia

FCR-D Up & FCR-D Down markets

Bixia and Sympower currently manage around 16 megawatts on the **FCR-D Up and FCR-D Down markets**, with **customers' assets activated on average a couple of times monthly**. The Frequency Containment Reserves for Disturbances (FCR-D) are **the first to be activated to fix disturbances in the grid's frequency**. **This activation occurs within 30 seconds and can last up to 20 minutes**. The specific requirements require 50% of the contracted capacity to be activated within 5 seconds of a frequency deviation, with 100% ready for activation within 30 seconds.

FCR-D Up requires customers' equipment to turn off to decrease electricity consumption momentarily, while FCR-D Down involves turning on their equipment to increase electricity consumption.



Revenue model

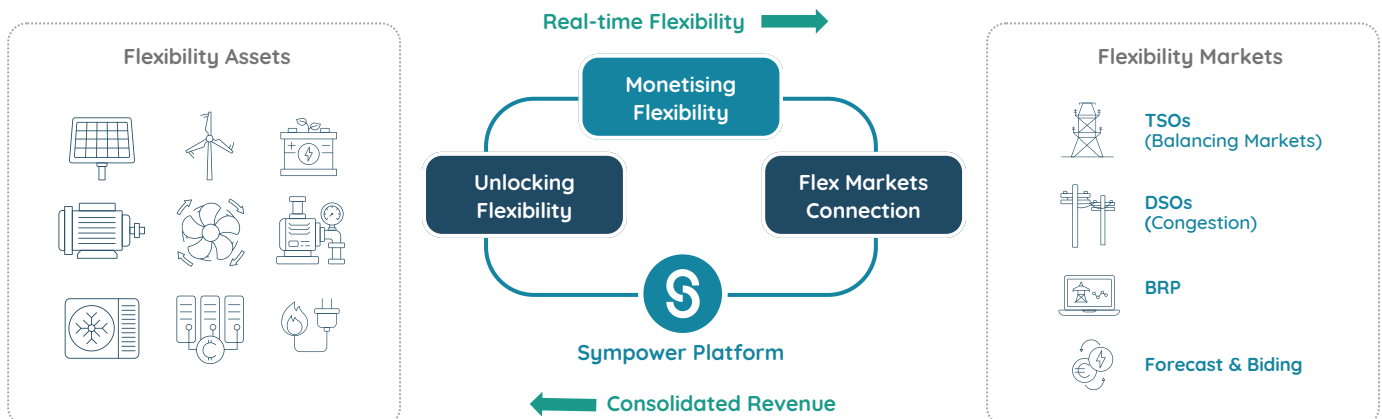
Customers are **financially compensated for every hour they are available and able to deliver, regardless of whether their assets are activated**. Annual gross revenues for each FCR-D market are around 100.000 euros per megawatt provided. The Swedish TSO Svenska Kraftnät first pays Bixia. Once Bixia's share is deducted, Bixia passes on the revenue in the form of credit invoices to Sympower and its customers..



"Our customers deeply appreciate Bixia and Sympower's joint expertise, and many, as a result, want to increase their demand-side flexibility participation by either connecting more assets or other factories."

Eric Constantien | Head of Sales, Bixia

Sympower's business model



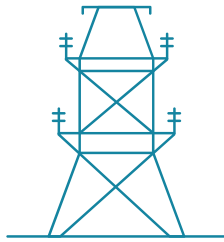


Benefits of demand response



New Revenue Streams

Businesses can **unlock new revenue streams** by offering their energy flexibility to the grid during periods of peak hours.



Reliable Grid

The flexibility of businesses, ensures that grid frequency stays balanced. Everyone connected to the grid **benefits from this reliable energy supply**.



Sustainable solution

The energy transition needs demand response to help phase out fossil fuels, making it **essential to a sustainable energy system**.

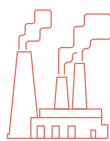
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countries



Over
180
employees



More than
190
Commercial &
Industrial Customers



Harnessing over
1.7 GW
of capacity



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