2011 ANNUAL REPORT
RECS INTERNATIONAL

CONSUMERS DEMAND RENEWABLE ELECTRICITY
CONSUMERS DEMAND RENEWABLE ELECTRICITY
"Starting with a test phase in 2001 and 2002, our initiative to shape the renewable market exceeded all expectations – we were soon trading in gigawatt-hours in several countries. But it didn’t stop there. Nearly ten years after our establishment in December 2002, the market is trading in hundreds of terawatt-hours in over 14 countries. We’ve come a long way, but there’s much more to do.

We need to focus on consumers’ needs and once again we’re taking the lead. We’re promoting consumers’ rights in a way unparalleled by other organizations. Join us at RECS and make a difference in the renewable energy market."

Claes Hedenström, President of RECS International
2 MISSION AND VISION

Our vision for the future is an open, pan-European renewable energy market facilitated by commonly accepted and harmonized tracking systems.

We intend to create this future by:

1. Stimulating renewable energy demand across Europe
2. Adopting harmonized standards and principles for the transparent transfer of information to end-users, and
3. Encourage the further cost-efficient development of renewable energy technologies by increasing competition and expanding cross-border attribute trading.
3 SHAPING THE RENEWABLE ELECTRICITY MARKET

Companies that buy renewable electricity do so voluntarily. Why? To show their customers they’ve made a clear choice on the type of electricity they want to purchase.

We aim to make it easier for consumers to make clear choices, asking:

1. Does the guarantee of origin (GO) stop all forms of double counting, double claiming and double attributing?
2. Does the GO carry enough factual information to help consumers make informed decisions?
3. Do consumers understand the communication value of their GO?

OVERVIEW

→ At RECS International, we take the consumers’ point of view
→ Our proposals
→ Potential improvements
→ Why choose renewable electricity?
3 SHAPING THE RENEWABLE ELECTRICITY MARKET

AT RECS INTERNATIONAL WE TAKE THE CONSUMERS’ POINT OF VIEW

1 Does the GO stop all forms of double counting, double claiming and double attributes?
After ten years we can proudly say “Yes, it does.” The GO is recognized as the tool for tracking renewable electricity. No GO can be used more than once. In the years ahead, we’ll focus on greater use of residual mix, increased fossil fuel disclosure and better integration across multiple systems.

2 Does the GO carry enough factual information to help consumers make an informed decision?
Again, the answer is a resounding “Yes.” With more than 260 TWh of cancelled GO certificates in 2011, it’s clear that consumers trust and respect the information they get from their GOs. With 12% annual growth since 2005, we expect to quintuple cancellations in the next 10 years.

3 Do consumers understand the communication value of their GO?
Yes, most of them do.” Nearly all companies that purchase GOs use them correctly – to inform their consumers of their electricity use and carbon footprint, for example.
3 SHAPING THE RENEWABLE ELECTRICITY MARKET

OUR OPINION

A  Thanks to its robustness, the GO system has flourished. Our ability to support transparent, accurate and simplified international GO transactions will be further increased by our affiliation to the Association of Issuing Bodies hub. This opens the system to certificate transfers without AIB national membership.

B  We welcome the 2011 domain additions to the AIB. The trade in standardized GOs will open up borders and create more cost-efficient renewable electricity production.

C  Thanks to our ten years of experience RECS International is providing advice for the future CEN/CENELEC legislative standards. The CEN/CENELEC standard is developing well.
A Although disclosure regulations have improved, many countries should still oblige electricity-supply companies to use the best available information when informing their consumers what electricity they have consumed.

B Some countries still need to legislate that a green electricity product must be accompanied by a GO as proof of consumption.

C To ensure that not only renewable sources of energy are accounted for, GO certificates should be expanded to include all fuel sources. Industry leaders are starting this, but national and EU regulations need to be improved.

D Without the help of their European neighbours, countries wishing to stop imports of electricity from specific sources cannot do so. But if the GO is implemented and used properly, it can help countries meet other national energy goals.
WHY CHOOSE RENEWABLE ELECTRICITY?

Market players’ inputs and increased information to consumers are the reasons why the renewable electricity market is now mature!
As governments are responsible for meeting renewable energy targets, they have implemented systems to support renewable technologies. Unfortunately, many of these systems limit the cost-efficiency and cost-effectiveness of renewable energy. At RECS International we therefore promote continued use of cooperation mechanisms as a way to strengthen the market approach for developing renewable energy.

We believe that countries should be more active in setting up cooperation mechanisms to experiment with cost-efficient renewable energy production.
5 MARKET DEVELOPMENTS

We see a steady growth of more than 12% over the last seven years. Looking at the results of 2011 we can conclude that the market is getting more and more mature and that demand will meet supply very soon.

OVERVIEW

→ Total annual certificates issued and cancelled (Figure 1)
→ Certificates cancelled and expired annually (Figure 2)
→ Total Certificates imported annually (Figure 3)
→ Total Certificates exported annually (Figure 4)
5 MARKET DEVELOPMENTS

CERTIFICATES ISSUED AND CANCELLED*

FIGURE 1 TOTAL ANNUAL CERTIFICATES ISSUED AND CANCELLED (IN TWH)

* Source: Association of Issuing Bodies
5 MARKET DEVELOPMENTS

CERTIFICATES CANCELLED AND EXPIRED*

* Source: Association of Issuing Bodies

FIGURE 2  CERTIFICATES CANCELLED AND EXPIRED ANNUALLY (IN TWH)

* Source: Association of Issuing Bodies
5 MARKET DEVELOPMENTS

CERTIFICATES IMPORTED*

* Source: Association of Issuing Bodies
5 MARKET DEVELOPMENTS

CERTIFICATES EXPORTED*

* Source: Association of Issuing Bodies

FIGURE 4 TOTAL CERTIFICATES EXPORTED ANNUALLY (IN TWH)
6 FINANCIAL OVERVIEW

RECS International is a financially stable organisation. The income out of membership fees can cover the costs of all activities. The balance sheet shows a strong position of RECS International for the future.

OVERVIEW

- Balance sheet
- Profit and loss
# Financial Overview*

## Balance Sheet

### Assets

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts receivable</td>
<td>6,360</td>
<td>22,455</td>
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<tr>
<td>Cash</td>
<td>253,344</td>
<td>133,990</td>
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<tr>
<td>Savings account</td>
<td>-</td>
<td>50,000</td>
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<tr>
<td>RECS Events receivables</td>
<td>49,535</td>
<td>105,063</td>
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<tr>
<td>Other receivables</td>
<td>3,729</td>
<td>23,915</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>312,968</td>
<td>335,423</td>
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</table>

### Liabilities

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
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<tbody>
<tr>
<td>Result previous year</td>
<td>278,515</td>
<td>205,200</td>
</tr>
<tr>
<td>Result this year</td>
<td>2,856</td>
<td>73,316</td>
</tr>
<tr>
<td>Creditors</td>
<td>27,965</td>
<td>50,867</td>
</tr>
<tr>
<td>Other creditors</td>
<td>3,632</td>
<td>6,040</td>
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<tr>
<td><strong>Total</strong></td>
<td>312,968</td>
<td>335,423</td>
</tr>
</tbody>
</table>

* The full 2011 financial report is available at the Secretariat of RECS International
# Financial Overview*

## Profit & Loss

### Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Large member companies</td>
<td>396,000</td>
<td>384,000</td>
</tr>
<tr>
<td>Small member companies</td>
<td>81,000</td>
<td>81,000</td>
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<tr>
<td>Supporting members</td>
<td>5,000</td>
<td>6,500</td>
</tr>
<tr>
<td>Other income</td>
<td>2,595</td>
<td>7,560</td>
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<tr>
<td>RECS Good Practice Standard (RGPS)</td>
<td></td>
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<tr>
<td>RECS members RGPS</td>
<td>1,100</td>
<td>800</td>
</tr>
<tr>
<td>non-RECS members RGPS</td>
<td>2,300</td>
<td>2,100</td>
</tr>
<tr>
<td>REXchange</td>
<td></td>
<td>20,000</td>
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<tr>
<td>Interest</td>
<td>1,624</td>
<td>546</td>
</tr>
<tr>
<td>Total</td>
<td>489,619</td>
<td>502,506</td>
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</table>

### Expenditure

<table>
<thead>
<tr>
<th>Description</th>
<th>2011</th>
<th>2010</th>
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</thead>
<tbody>
<tr>
<td>Secretariat</td>
<td>253,852</td>
<td>249,900</td>
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<tr>
<td>Secretariat</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Travel &amp; accommodation</td>
<td>14,180</td>
<td>14,570</td>
</tr>
<tr>
<td>Legal advice</td>
<td>1,144</td>
<td>22,555</td>
</tr>
<tr>
<td>Office costs</td>
<td>21,887</td>
<td>18,487</td>
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<tr>
<td>Meetings</td>
<td>6,400</td>
<td>29,657</td>
</tr>
<tr>
<td>PR &amp; communication</td>
<td>84,571</td>
<td>55,576</td>
</tr>
<tr>
<td>Special projects</td>
<td>104,729</td>
<td>38,444</td>
</tr>
<tr>
<td>Operating result</td>
<td>2,856</td>
<td>73,316</td>
</tr>
<tr>
<td>Total</td>
<td>489,619</td>
<td>502,506</td>
</tr>
</tbody>
</table>

* The full 2011 financial report is available at the Secretariat of RECS International.
RECS International is an association by Belgium law. Once a year the General Meeting is organized and four times a year the Board meets. Issues concerning the voluntary market and target-compliance market are discussed by experts in the two working groups.

OVERVIEW

→ Board members
→ Market group members
→ Target-compliance group members
→ 2011 overview
→ RECS International
BOARD MEMBERS

Agder Energi Produksjon AS
Robert Palme
Germany

Agder Energi Produksjon AS
Jan-Atle Liodden
Norway

Assoelettrica
Giulio Cicoletti
Italy

EDF
Philippe Commaret
France

EDP Energias de Portugal SA
Pedro Matos
Portugal

Electrabel NV
Marie Claerbout
Belgium

GreenStream Network Ltd.
Jussi Nykänen
Finland

Iberdrola Generación SAU
Laura García
Spain

Luxembourg Energy Office SA
Roger Rütze
Luxembourg

Natsource
Fiona Santokie
United Kingdom

STX Services BV
Max van Meer
The Netherlands

Vattenfall AB/Elproduction Norden
Claes Hedenström
Sweden

Verbund Trading AG
Claudia Grill
Austria

Verein ECS Schweiz
Louis von Moos
Switzerland

Vindenergi
Danmark Amba
Niels Dupont
Denmark
**MARKET GROUP MEMBERS**

Agder Energi Produksjon AS  
Arvid Johannessen  
Jan Atle Liodden  
Sergio Cavallaro  
Norway

Agder Energi Produksjon AS  
Robert Palme  
Switzerland

Alpiq Energie France SA  
Anne Laure Le Bourgeois  
France

Alpiq Trading AG  
Stephan Thalmann  
Giuseppe Imparato  
André Python  
Switzerland

Axpo AG  
Arnold vonbank  
Switzerland

Belpex SA/NV  
Rob Loos  
Belgium

Bergen Energi Green Services AS  
Anette Guassiås  
Norway

Bischoff & Ditze Energy GmbH  
Oliver Germeroth  
Germany

BKK Produksjon AS  
Simona Petroncini  
Norway

Dong Energy  
Lise-Lotte Lyck  
Maria Skotte  
Denmark

e&t Energie Handelsgesellschaft GmbH  
Christoph Niederdorfer  
Wilhelm Kulischek  
Austria

Ecohz  
Birgit Nielsen Scholthot  
John Ravlo  
Preben Munch  
Norway

EdF Luminus  
Louis Paenen  
Belgium

Elektrizitätswerk der Stadt Zürich (EWZ)  
Gian Carle  
Flurina Burkhardt  
Switzerland

Epiu SPA  
Marco Braghini  
Italy

Fortum Corporation  
Hans Backström  
Finland

Green-Access  
Pierre Picard  
France

GreenStream Netwerk GmbH  
Michael Weber  
Harri Roto  
Germany

GrüneKraft GmbH  
Thomas Eccard  
Germany

Iberdrola Generacion SA  
Ina Scheib  
Spain

KlimaINVEST  
Kai Ristau  
Germany

Luxembourg Energy Office SA  
Roger Rütze  
Luxembourg

Natsource  
Fiona Santokie  
United Kingdom

Nordlysk Elhandel AS  
Dagmar Decker  
Lars Weber  
Denmark

NUON Corporate Affairs  
Daniela Fahrenkrog  
Netherlands

Nvalue Environmental Energy  
Giovanna Zanon  
Dania Faccoli  
Switzerland

Nordjysk Elhandel AS  
Dagmar Decker  
Lars Weber  
Denmark

NUON Corporate Affairs  
Daniela Fahrenkrog  
Netherlands

RWE Supply & Trading GmbH  
Richard Marx  
Germany

Skagerak Energi AS  
Geir Kildal  
Norway

Statkraft Markets BV  
Niels van der Linden  
Abderrahman Kasmi  
Netherlands

STX Services BV  
Max van Meer  
Netherlands

Vattenfall AB  
[Vattenfall Energy Trading]  
Claes Hedenstrom  
Erik Magnusson  
Sweden

Vattenfall Energy Trading GmbH  
Andreas Follert  
Germany

Verbund Trading AG  
Claudia Grill  
Mark Schwidden  
Austria

Verein ECS Schweiz  
Louis von Moos  
Switzerland

Vindenergi Danmark AMBA  
Niels Dupont  
Denmark
7 RECS INTERNATIONAL ORGANISATION

TARGET-COMPLIANCE GROUP MEMBERS

- Ecohz
  - John Ravlo
  - Norway

- Luxembourg Energy Office SA
  - Roger Rütze
  - Luxembourg

- Statkraft Markets BV
  - Niels van der Linden
  - Netherlands

- SQ Consult
  - Laetitia Ouillet-Wellink
  - The Netherlands

- E.On Energy Trading SE
  - Stefan Ulreich
  - Germany

- Vattenfall AB
  - Claes Hedenström
  - Sweden

- ECN (Energieonderzoek Centrum Nederland)
  - Jaap Jansen
  - Netherlands

- Energie Nederland
  - Ineke Van Ingen
  - Netherlands

- Elektrizitätswerk der Stadt Zürich (EWZ)
  - Peter Houzer
  - Switzerland
RECS INTERNATIONAL MEMBERS (TREND 2005-2011)

FIGURE 6  RECS INTERNATIONAL MEMBERS (TREND 2005-2011)
7 RECS INTERNATIONAL ORGANISATION

MEMBERS (2011)
7 RECS INTERNATIONAL ORGANISATION
MEMBERS (2011)
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<tr>
<td>2 MISSION AND VISION</td>
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<tr>
<td>3 SHAPING THE RENEWABLE ELECTRICITY MARKET</td>
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<tr>
<td>4 TARGET-COMPLIANCE MARKET</td>
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<tr>
<td>5 MARKET DEVELOPMENTS</td>
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<td>6 FINANCIAL OVERVIEW</td>
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<td>→ MARKET GROUP MEMBERS</td>
</tr>
<tr>
<td>→ TARGET-COMPLIANCE GROUP MEMBERS</td>
</tr>
<tr>
<td>→ 2011 OVERVIEW</td>
</tr>
<tr>
<td>→ RECS INTERNATIONAL</td>
</tr>
</tbody>
</table>

**7 RECS INTERNATIONAL ORGANISATION**

**MEMBERS (2011)**

- hse
- Ital Green Energy
- Lampiris
- Lyse
- meistrol
- Novamont
- mk-group
- Multiutility
- naturemade!
- Novamont
- Edison
- N Value
- Repower
- Rhein Energie
- Trianel
- Vapo
- Vattenfall
- Verbund
- Iren
- Mercato
- Ressiad
- NatSource
- Vind Energ

**RECS INTERNATIONAL ORGANISATION MEMBERS (2011)**
INTRODUCTION

MISSION AND VISION

SHAPING THE RENEWABLE ELECTRICITY MARKET

TARGET-COMPLIANCE MARKET

MARKET DEVELOPMENTS

FINANCIAL OVERVIEW

ORGANISATION

OUR MEMBERS (2011)

A.B. Energie SRL
A2A SPA
ACAM Clienti SPA
ACEA PRODUZIONE SPA
AET - Azienda Elettrica Tinese
AET Italia SRL
Afvai Energie Bedrijf Amsterdam
AGSM Energia SPA
AGSM Verona SPA
Ageder Energi Produksjon AS
Akuo Energy
Alwinds AB
Alpiq Energie Italia SPA
Alpiq Energie France
Alpiq LTD
Alpiq Trading SA
Amatola Green Power LTD
Amga Energia & Servizi Amsterdam Capital Trading BV
Archimed SRL
Association of European Consultancies
Assoelettrica
Assoultility SRL
AVR Industrial Waste BV
Axpo AG
Azienda Energetica SPA - Etschwerke AG
Azienda Energetica Trading Srl
Belpex NV/SA
Bergen Energi Green Services AS
BIOMASSE ITALIA

Bischoff & Ditze Energy GmbH
BKK Produksjon AS
BLUE META SPA
Blank Energy SRL
Boralex
C.U.RA. Consorzio Utilities Ravenna
C.V.A. Trading SRL
Certinetra
Cleanworld AS
CO-VER Energy Trading SRL
Compagnie GW (Green World)
Compagnie Nationale du Rhone
Danske Commodities AS
Dong Energy
Dong Energy Markets GmbH
DREWAG Stadtwerke Dresden GmbH
DSE SRL
Dutch Waste Management Association (VWAV)
Dynametting Spa
E&T Energie Handelsgesellschaft GmbH
E-CO Energi Holding as
E.ON AG
E.On Benelux NV
E.On Energy Trading SPA
E.On Generación
E.On Produzione SPA
E.On Vertrieb Deutschland GmbH

ECN
Ecohz AS
Ecorem
EDF
EDF Luminus
EDP Energias de Portugal SA
Edelweiss Energia SPA
Edipower SPA
Edison SPA
Edison Trading SPA
EGL AG
EGL ITALIA SPA
EHA Energie Handelsgesellschaft GmbH
Eidsiva Vannkraft AS
Electra Italia SPA
Electralbe NV
Elektrizitaetswerk der Stadt Zurich (EWZ)
Elektrizitaetswerk Stadt Schaffhausen
ENERGRID SPA
ENI SPA
EnBW Trading GmbH
Endesa Generación SA
Eneco Energie NV
Enef Trade SPA
Energia SPA
Energ.it SPA
Energetic Source SPA
Energie AG Oberösterreich Trading GmbH
Energie-Niederland
Energiedienst Holding AG
Enovos Luxembourg SA

Envia Mitteldeutsche Energie AG
EOLE 45
Eole RES
Eoli SA
EPZ (NV Elektriciteitsproduktiemaatschappij Zuid-Nederland)
Epiù SPA
Erelia
Erg SPA
ES Energies Strasbourg SA
ESPANIONE SRL
SOLUZIONE PER L’ENERGIA
Esperia SPA
Essent
Europe Energy SPA
Eusebio Energia SPA
EWE NaturWatt
Federpern Italia
Ferme Eolienne de le Portel Plage
First Climate Markets AG
Flyenergia
Fortum Corporation
Fortum Markets Norway
Gala SPA
Gaz de France Direction Commerciale
Gaz Electricité de Grenoble Source d’Energies
GDF SUEZ Energie Deutschland AG
GDF Suez Energia Italia SPA
Geogreen SPA
7 RECS INTERNATIONAL ORGANISATION

OUR MEMBERS (2011)

Global Commodities
GP Trading SRO
Green Energy Systems SRL
Green Network SPA
Green-Access
GreenStream Network LTD
GreenX Energy (Pty) LTD
gasNatural SDG, SA
HELL-GRÜN Energie E.K.
Helsingin Energia
Hera Trading SRL
Hispaene Energa SAU
HSE DOO
Iberdrola Generación SAU
ICAP Energy AS
Idroelettrica Lombarda
SRL
Infinivent
Iren Mercato SPA
Ital Green Energy SRL
Italgen SPA
Juwi EnR
KlimaINVEST Green Concepts GmbH
Kymppivoima Hankinta OY
Lampiris France SAS
Landsvirkjun
Lekker Energie GmbH
Linea Più SPA
Lokalenergi Handel AS
Luxembourg Energy Office SA
Lyse Produksjon AS
Maia Eolis
Mainova
Aktiengesellschaft
Microcentralle
HydroElectrique de Chappes
MK-Group Clearing- und Abwicklungsstelle
Energie
Multiutility SPA
MVV Trading GmbH
Meistro Energie GmbH
Natsource
Nelja Energia O
Neoelectra
Niggeler & Kupfer
Energia SRL
NOE Energia AS
Nordjysk El-Handel AS
Novamont SPA
NV Afvalverbranding Zuid-Nederland
Nvalue SA
Objectif EcoEnergie
Oppo Power
Optarel SA
Ostfold Energi AS
Oy Alholmens Kraft AB
PAWEX
Pan Energy Markets
POWEO ENR
PVO Vesivoima OY
Polish Association for Energy Certification (PTCE - Polskie Towarzystwo Certyfikacji Energii)
Puravida OY (Proverde)
R.E.S. JSC
RESSIAAD
Repower AG
RheinEnergie Trading GmbH
RWE Supply & Trading GmbH
S.E.R.H.Y.
Salzburg AG für Energie, Verkehr und Telekommunikation
SEL AG
SERNABES
Seltrade
Servizi Unindustria Multiutilities SRL
Sharp Electronics (Europe) GmbH
SKS Kraftsalg AS
Skagerak Energi AS
Skellefteå Kraft AB
Snet S.A.-E.On France SA
Socram
SoelSPA
Soregies
SOQ Consult
STX Services BV
Stadtwerke Düsseldorf AG
Stadtwerke Weißenfels GmbH
Stadtwerke Weißensees GmbH
Statkraft Energi AS
Statkraft Market GmbH
Statkraft Markets BV
Statkraft Suomi OY
Statkraft Sverige AB
Syneco Trading GmbH
Synergy Global
Telge Krafthandel AB
Técnicas De Aprovechamiento de la Radiación Solar, SL
TIWAG - Tiroler Wasserkraft AG
TRENTA SPA
Tradecom SRL
Tre-For Energi AS
Trianel GmbH
Tzellos Company
UEM
Umeå Kommun
UPM Kymmenen Energie
Utilità SPA
Vapo OY
Vattenfall AB / Elproduktion Norden
Vattenfall Energy Trading Netherlands NV
Vattenfall Europe Sales GmbH
Vattenfall Trading Services GmbH
Verbund AG
Verein ECS Schweiz
Vertus Energiehandel
Vialis SAEM
Vindenergi Danmark
AMBA
Volkswind GmbH
VUE Naturemade
Wallenstam Energi AB
Watt Value
Windunie Trading BV
Zenergia SPA
Zéphyr SARL
CONSUMERS DEMAND RENEWABLE ELECTRICITY