

International Biomass Exchange

WBA webinar: *Lithuania: A unique success story of biomass replacing fossil fuels*

18th May 2021



What is the **BALTPOOL** International Biomass Exchange?

It's an online trading place, where buyers and sellers meet to trade in biomass products under standardized rules.



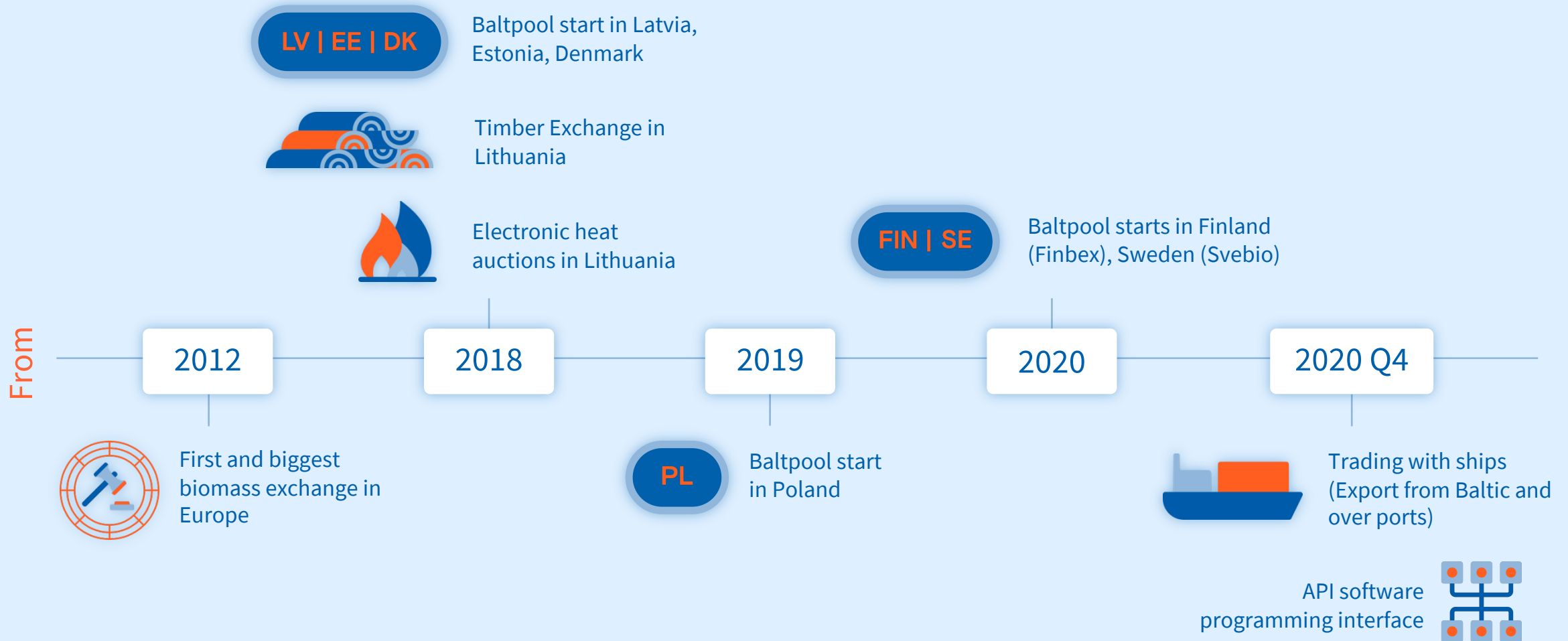
BALTPOOL International Biomass Exchange vision

No. 1 choice for biomass
trading in Europe



Development of BALTPOOL International Biomass Exchange

Licensed and supervised by:



BALTPOOL expansion

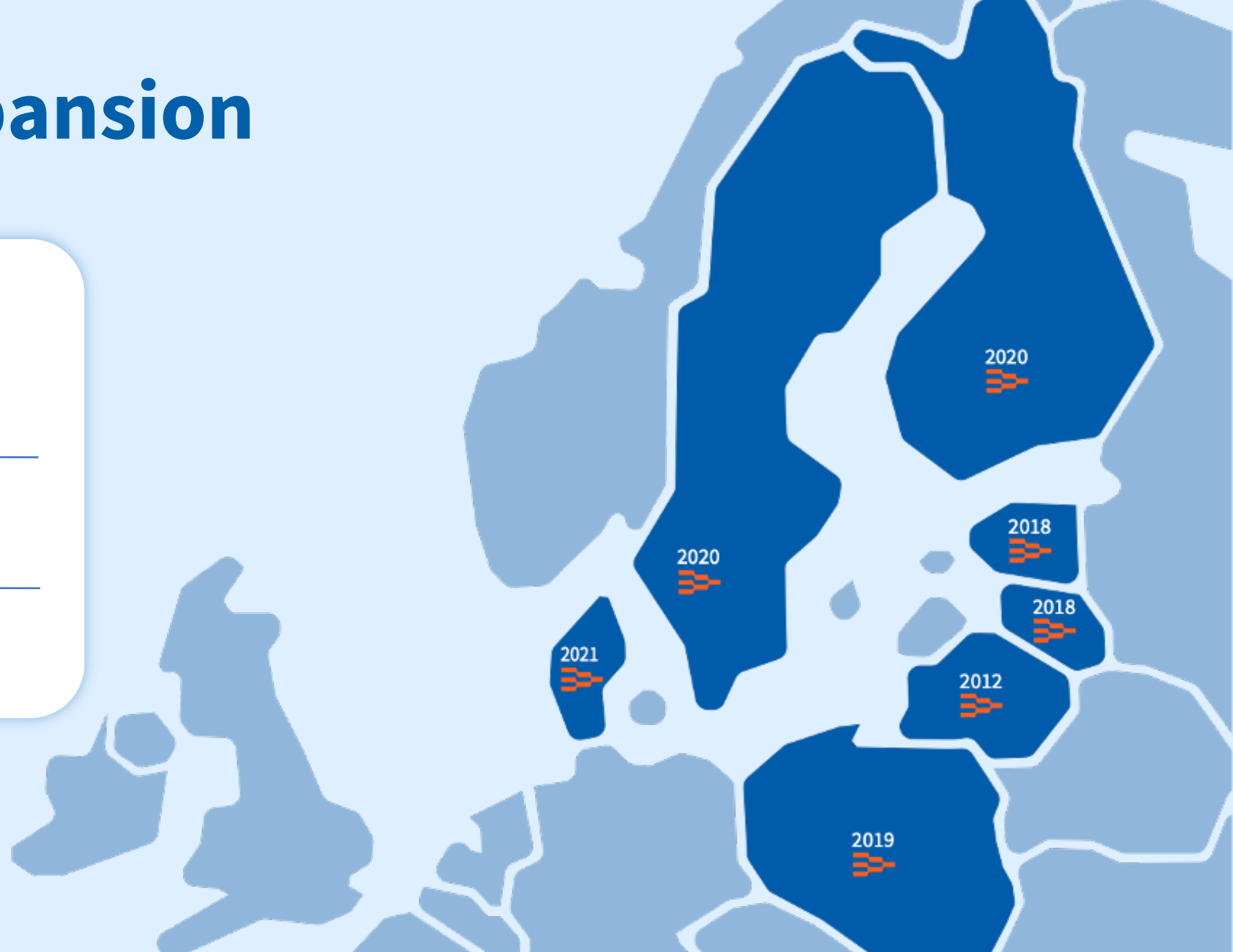
+441 participants
and still growing

SVEBIO

Partner in Sweden from 2020

finbex

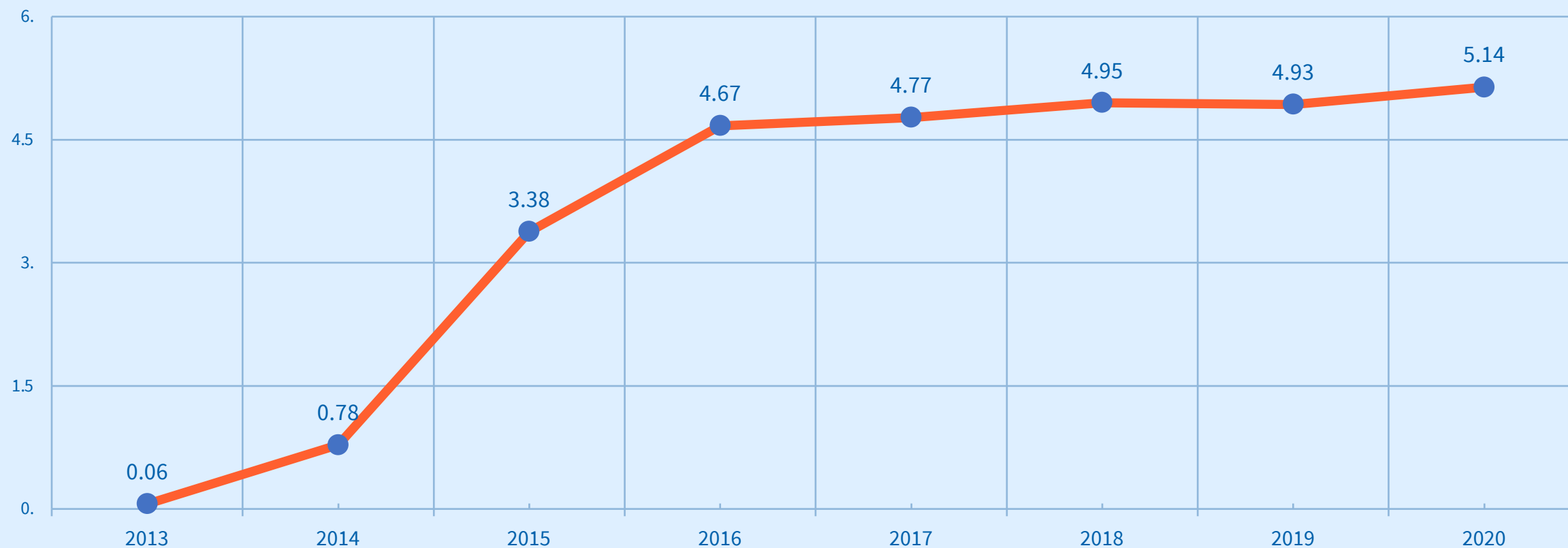
Partner in Finland from 2020



Clients



Trust proven by successful volume development, from 2013 to 2020, TWh



Why to trade in Biomass Exchange?



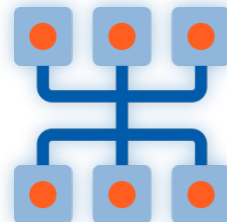
Standard Products &
Contract Conditions



Objective and
Reliable Prices







Convenience of
Online Trading





Easy Entrance
and Trade

Standard products wood chips

| Product |  SM1W |  SM2 |  SM3 |  RW2 |
|----------------|--|---|---|---|
| Ash content | 2% | 3% | 5% | 4% |
| Moisture | 35-55% | 35-55% | 35-60% | 20-40% |
| Small fraction | 5% | 10% | 25% | 20% |
| Raw material | Wood industry residues | Energy crops | Logging residues | Recycled wood |

Standard products pellets

| Product |  MG1 |  MG2 |
|----------------------|--|---|
| Ash content | $\leq 0,7\%$ | $\leq 1,2\%$ |
| Moisture | $\leq 10\%$ | $\leq 10\%$ |
| Size | 6+-1 or 8+-1 | 6+-1 or 8+-1 |
| Complies with Enplus | ENplus A1 | ENplus A2 |

Different contract durations for different needs

Participants can choose between following contract durations:

- W - Weekly contracts
- M - Monthly contracts
- Q - Quarterly contracts
- H - Half-year contracts



Standard Terms & Conditions of the sale-purchase contracts



Requirements for samples of deliveries:

- Buyer takes sample for biomass quality parameters: moisture content from every truck, ash content and heating value - one-day aggregate sample.
- Seller have a right to ask for a reserve sample.



Discounts for biomass quality non-compliance:

- 2% discount for each percentage point of ash content in excess
- 2% discount for each percentage point of moisture in excess
- 1% discount for each missing percentage point of moisture;



Energy value calculation principles:

- Buyer within 7 business days provides the seller with the Fuel Quantity and Quality Report via the ETS.
- Seller not later than on the 8th business day confirms or rejects quality report.



Settlement Rules between buyer and seller:

- ETS generates invoice (according to quality report) with buyer's and seller's details.
- Buyer must pay the issued invoice not later than within 30 calendar days after the week of delivery.
- Payments are made directly to the seller's bank account.

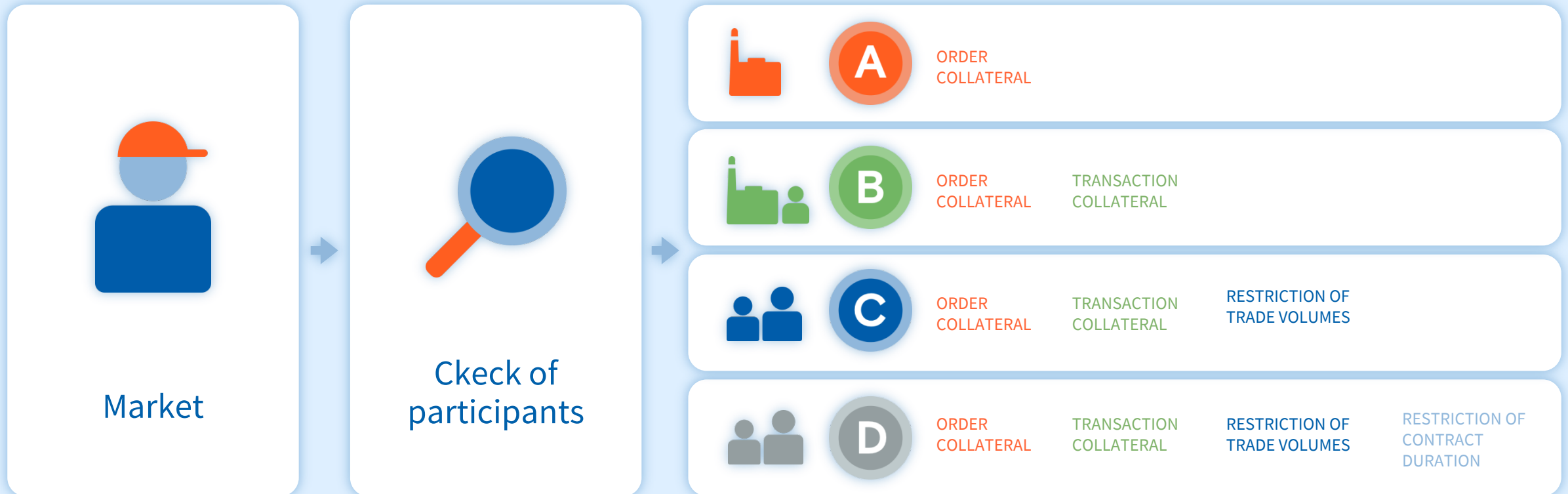
Reliability and security of supply

Risk management system ensures that all the contracts are executed properly!

Risk management system
is approved by:



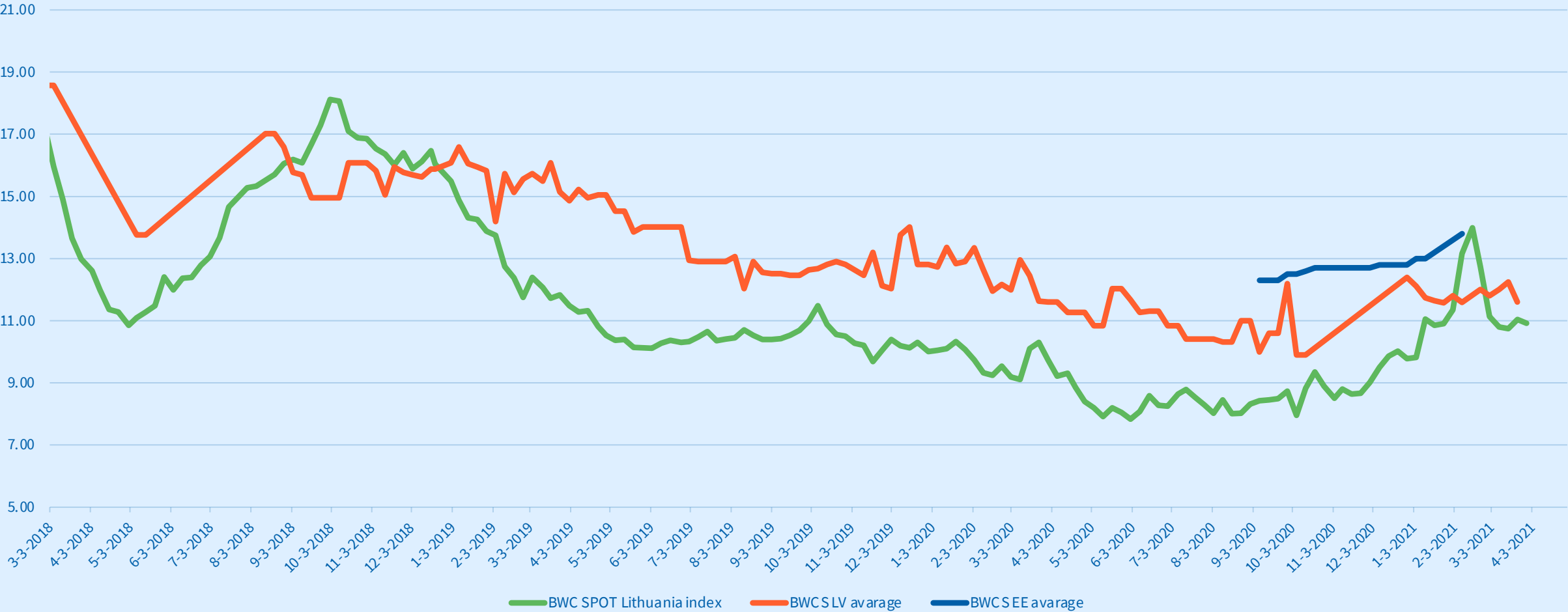
LIETUVOS BANKAS
BANK OF LITHUANIA
EUROSYSTEM



BALTPOOL wood chips SPOT prices index

Aproved by audit company:

Deloitte.



Sustainability

- ♦ The International Biomass Exchange - a place, where you can easily purchase sustainable biomass



Coming soon



RED II

Trading in sustainable products, meeting the requirements of RED II



CO2 calculating

Automatic CO2 emission calculation of biomass deliveries

Relevant trading statistics



Live Auction Presentation*

Electronic trading system live presentation every Tuesday.



Trading Statistics

Monthly and quarterly trading statistics of biomass, wood and heating



Newsletter

All statistics and important information sent directly to your email

*registration form in www.baltpool.eu



TRADE STATISTICS

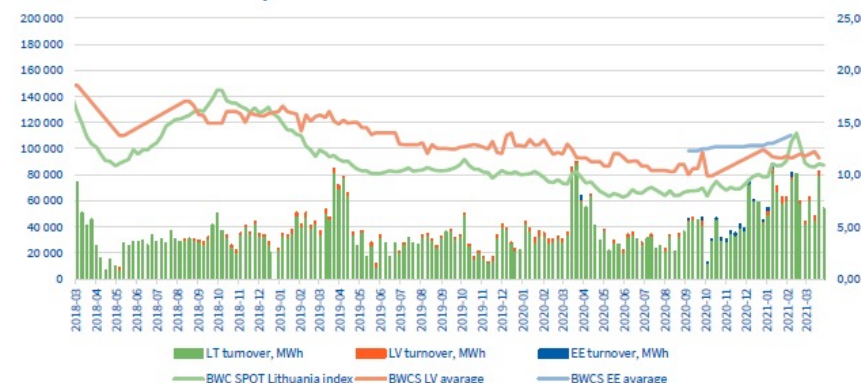
April of 2021

- The value of the BWCS (Baltpool Wood Chips SPOT) LT index has reached 11.25 EUR/MWh. An increase of 3.1% per month, and 34.1% per year has been recorded in the value of the index.
- The overall turnover of the exchange amounted to 422,100 MWh (with short-term contracts reaching 85.9%). There was a 5.5% decrease in turnover compared to March, and an overall 17.4% decrease in the annual turnover.
- Toward the end of the heating season, the total amount of delivered biomass was 383,043 MWh (8.8% under long-term contracts). The supply of biomass has dropped by 47.7% during the month, and decreased by 13.8% over the course of the year.



WOODCHIP PRODUCT STATISTICS

One-week contract prices



Contract prices and turnovers

| | Lithuania, EUR/MWh | Latvia, EUR/MWh | Turnover, MWh |
|---|--------------------|-----------------|---------------|
| Short-term (W+M) | 11.31 | 11.06 | 359 590 |
| Future prices according to current long-term contracts (Q+H): | | | |
| Q02-2021 | 10.43 | - | 56 210 |
| Q03-2021 | 10.88 | - | 78 400 |
| Q04-2021 | 12.93 | - | 46 970 |
| Q01-2022 | 12.61 | - | 25 480 |

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