

skandia
energi!

Great opportunities for sale in the Norwegian electricity market!



- Anyone can freely choose an energy supply!
- You must use your local network company
- The power meter is registered to one person in the household
- The man is often the decision maker on electricity
- Energy is low interest, but everyone wants the lowest possible price!
- Benefit products provide opportunities for easier sales
- Most people know little about what agreement they have and are uncertain about what is worthwhile
- Many use their local supplier, many with an old and expensive deal
- The average consumption is 17,000 kWh / year and about NOK 15,000 in annual electricity costs
- Great potential - a total of 577,000 supplier changes in the private market in 2018!

The market is complex to consumers, but more and more switches are being made!

Over 100 power suppliers in Norway - the market is dominated by three “giants”!

- There are more than 100 different power suppliers
- The market is dominated by three major power giants
- Many local, small suppliers
- Variable power contract type is the best-selling deal but is expensive and not recommended by consumer experts!
- A total of 577,000 supplier changes were made in 2018.
- 21 % exchange rate



- Ca 450 000 customers
- Turnover ca 5 mrd
- Sales channel primarily TM and stand
- Listed company with largest shareholders BKK, Statkraft / Skagerak Energi and several Norwegian municipalities
- Sells primarily variable power agreement Guaranteed Satisfied. This is an expensive contract type that is not recommended by consumer experts.



- Ca 350 000 customers
- Turnover ca 3 mrd
- Sales channel primarily TM and stand
- 100% owned by the Finnish power company Fortum
- Sells primarily variable power agreement Top 10 Warranty. This is an expensive contract type that is not recommended by consumer experts.



- Ca 275 000 customers
- Turnover ca 3 mrd
- A little proactive sales work
- 100% owned by the Finnish power company Fortum
- Their customers primarily have variable power agreement. This is an expensive contract type that is not recommended by consumer experts.

Switching power supply to SkandiaEnergi is easy!

skandia energi

- An independent, fully owned Norwegian company
- No bait advertising
- Favorable and green power
- Easy to change - we fix everything



Customer Service

- Fast response via phone and email
- High competence
- Always updated on the offers and ACN
- Priority customer service for IBOs



Customer Focus

- Structure and sequence of the orders
- Follow-up on new customers
- Additional products that have value for the customer



Industry challenges

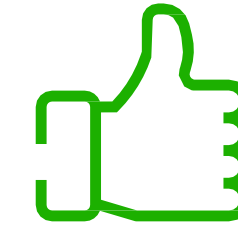
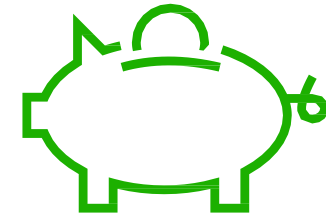
- Green electricity for all appointments
- Own electricity agreement with benefits sold only by CAN
- Satisfaction guarantee for customers



The Norwegian Electricity Market

- Over 100 electricity suppliers
- A number of important local energy companies
- Dominated by three big giants
- 2.2 million potential customers
- 577 000 supplier changes in 2018

That is why we are Norway's fastest growing power company!



Our promises to you as a new customer!

The market's lowest electricity prices

With us you get the contract type purchase price, the same price we buy it for. This is the cheapest contract type in the last 13 years.

Satisfaction Guarantee

If you are not satisfied after 9 months, you get the full monthly premium back - no questions asked.

Easy to change

Becoming a customer with us is easy at SkandiaEnergi. We fix everything from A to Z.

Fast customer service

We have a well staffed, and a highly competent customer service that receives inquiries by e-mail, phone and Facebook.

Good customer benefits

You get relevant and good customer benefits. Price caps protect you from high electricity prices and payment exempting gives you peace of mind when something happens.

Why choose us?



Purchase price - the cheapest contract type in the last 10 years!

Low cost Benefit - only 19 kroner per month

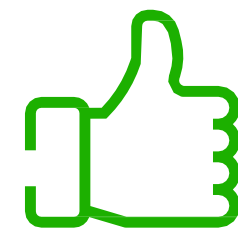
- You get electricity at the purchase price, the same price we buy it for
- Security in case of power crises, high prices, illness or unemployment
- Environmental responsibility - 100% Renewable Energy Guarantee
- Satisfaction Guarantee

«For us, electricity
is not that difficult.
Energy must be cheap!»



Renewable energy

- 100% renewable energy guarantee included and free
- We buy clean, green power through guarantees of origin
- Together with the customer, we want to be a driving force in the green switch



100 % Satisfaction Guarantee

- If you as a customer are not completely satisfied after 9 months, you will be refunded in full the full monthly amount
- It is enough to say that you are not satisfied, as a customer you do not need to give a reason

Great Customer Benefits

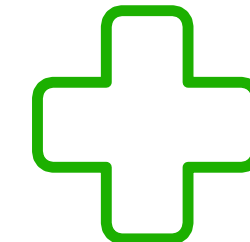
Included in the low-cost benefit you get useful benefit services!



Price caps

Predictability when prices rise!

- Protects the customer from high winter prices and energy crises
- We monitor the electricity market and provide you with regular offers of fixed prices during extended periods
- Costs kr. 1,75 per day + 2 øre/kWh and is incl. in the agreement



Payment Exemption

Security if something happens!

- We cover your electricity bill if you become permanently ill or unemployed, or if electricity-related damage occurs in your home
- Also applies to spouse or cohabitant
- This service costs only kr. 1,75 per day

100 % Renewable Energy Guarantee

Climate neutral and sustainable energy solution. Together we take responsibility for the future!



- SkandiaEnergi only delivers 100% Renewable Energy, so you and we contribute to a cleaner globe!
- We buy guarantees of origin, to ensure that only renewable energy is produced that you consume.
- This way, we encourage increased investment in renewable power generation.
- With Low Cost Benefit, we guarantee that the power we supply comes from 100% renewable energy sources!

The electricity bill consists of three almost equal parts. The power agreement is the most important!

1. Public Taxes

The electricity bill contains a consumption tax, a fee to the Energy Fund, a fee related to electricity certificates, as well as a VAT



2. Energy consumption

This section is the most important - here you can influence the size yourself by choosing a cheap energy supplier and contract type



Most power agreements have a fixed amount and a premium

The premium is paid per kilowatt hour used and includes the cost of statutory electricity certificates

3. Grid

All Norwegian electricity customers pay online rent to their local grid company



The grid rent reflects the price it costs to be connected to the power grid and the transport of the electricity on the grid and to cover operation and maintenance

The net rent consists of a fixed amount and a so-called energy link, which is linked to consumption

How to register an order?

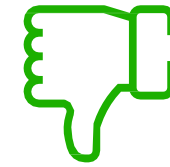
Lavpris Fordel - only 19 kroner per month

DO



- Present the power agreement with benefit products in a good way. Get the customer's acceptance before registering the order.
- Make sure the customer is registered with the web owner. The social security number and address should be the same as on the customer's last invoice.
- Check if the customer has a binding time with the current supplier to avoid a breakage fee. It is advisable to wait two weeks before the binding period has expired before placing your order.
- Make sure the customer's IBO ID, email and phone number are correct.
- Customers who need to move must contact SkandiaEnergi's customer service via email or phone to make changes.
- The customer must choose the benefit products themselves if they want this after start-up. The customer must contact SkandiaEnergi's customer service for changes.

DON'T



- **All sales must be registered in the sales portal. No new sales will be made at SkandiaEnergi's customer service.**
- **Do not post customers with delayed start-up. Do not register a new customer until the customer is registered with their web owner.**
- **Do not place orders directly on SkandiaEnergi's website. It will not provide compensation!**
- **As an IBO, you can contact SkandiaEnergi's customer service for support, but if there are any changes to the customer information you must have the consent of the customer. (ref. GDPR)**

STEP 1 – REGISTER CUSTOMER

Fylles ut av IBO: New customer

IBO ID

Fylles ut av kunden:

Fornavn Etternavn

Fødselsnummer 11-siffer Mobilnummer

E-post Gjenta E-post

Gatenavn Husnr

Postnr Poststed

[Finn min måler](#)

1 IBO ID is automatically filled in when ordering through your online store.

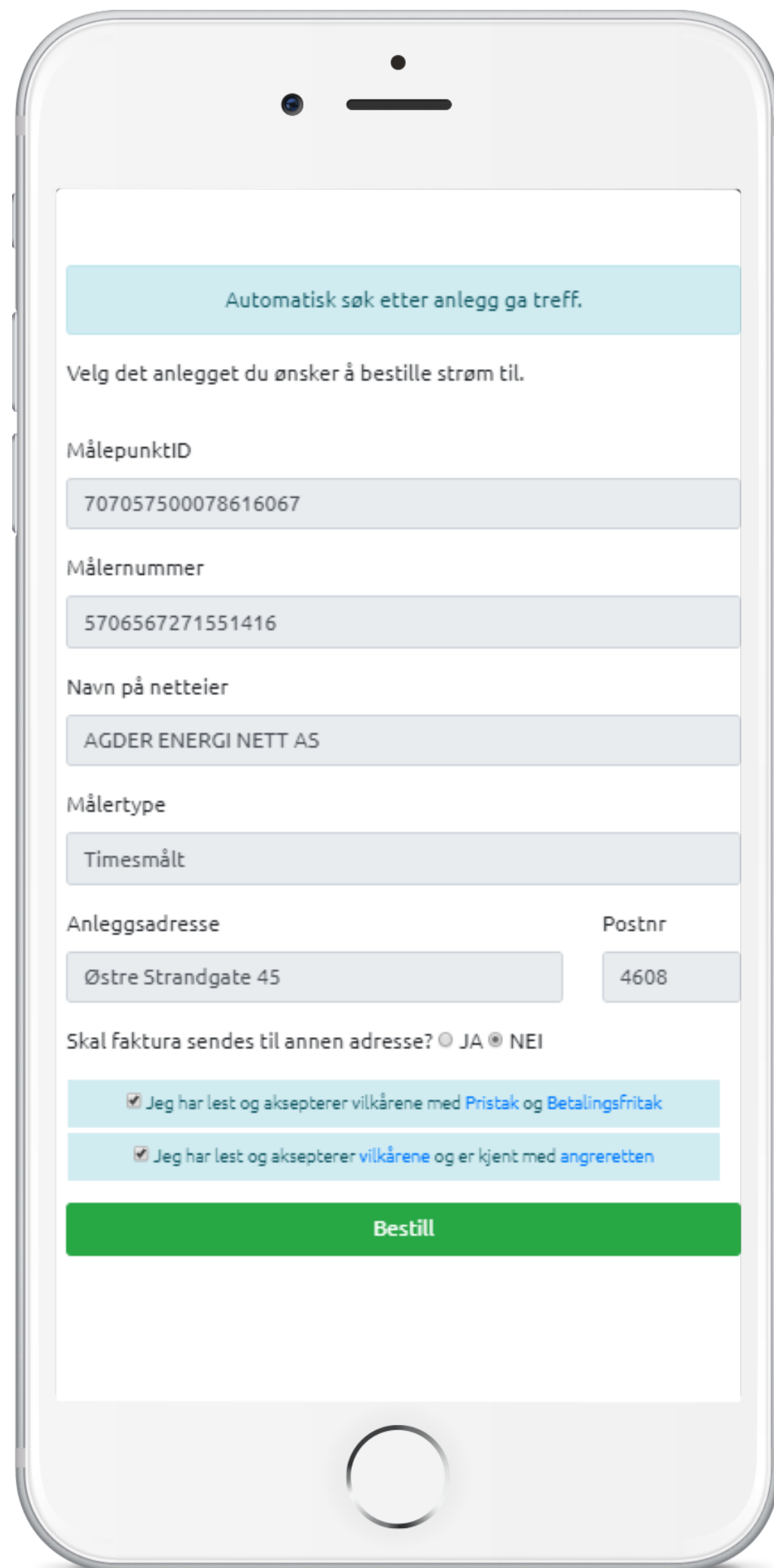
2 Here you enter information that you receive from the customer.

3 Birth number 11 digits must be filled in for the power industry system to find the right customer and meter.

4 Mobile numbers are used for SMS verification and customer dialogue.

5 We use email to send startup information and other relevant information.

6 When all fields are filled in, click "Find Meter".
The system then searches for the right person and meter



Automatisk søk etter anlegg ga treff.

Velg det anlegget du ønsker å bestille strøm til.

MålepunktID
707057500078616067

Målnummer
5706567271551416

Navn på netteier
AGDER ENERGI NETT AS

Målertype
Timesmålt

Anleggsadresse Postnr
Østre Strandgate 45 4608

Skal faktura sendes til annen adresse? JA NEI

Jeg har lest og aksepterer vilkårene med [Pristak](#) og [Betalingsfritak](#)

Jeg har lest og aksepterer [vilkårene](#) og er kjent med [angrere retten](#)

Bestill

STEP 2 - CHECK INFORMATION - CONFIRM - START THE ORDER

- Check that the details of the customer's facility are correct. There is one facility per order.
- Familiarize the customer with the terms and the right of withdrawal. This is confirmed by checking both acceptance boxes at the bottom of the order page.
- When you press "Order" we send the SMS to the customer which must be confirmed with reply text OK.
- When the customer has answered OK we will send confirmation via SMS.
- The customer will also receive an email with a unique order identification used by both ACN and SkandiaEnergi.