Type of underlying product	a) Risks taken into account (Market risk(MR), Credit risk(CR), Operational risk(Op R),	b) Risk measurement authodology used (e.g. VaR) for each type of risk (e.g. Market risk/MR). Credit	c) In which markets do you conduct business in this product? (e.g. exchanges, MTF	d) Which risk militants do you use in which markets (e.e. role of exchanges, collateral, etc.)	e) Is this needed one of the main contribution to your	D Turnover in the respective markets (olease	ri What is the share of your turnover in the	b) What are the meet important instruments	i) With which counternaries do you coulded business tokase specify for	ii If rading is not your mais/only business in this product, are the most from this trading activity ring-forced from the	to De van carrenth deal with uncreated to the beven deal with any retail clients."
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Counterparty credit risk (CCR)etc.) What is the most significant risk for you?	risk(CR)—please specify if this is related to the degree of standardization of the instrument (e.g. forwards, futures, options, etc.)	markets, OTC, others). What is your market share respectively? (please specify how the share is computed)		overall risk? (Please specify which kind of risk, e.g. Market risk(MR), Credit risk(CR)	indicate for each market the share of turnover which is deared through a dearinghouse)	respective markets 1) outside your country and 2) outside the European Economic Area, related	(futures, options, etc.) for your business?	each market), e.g. specialist firms, large financial non-financial groups.	red of your business? If so, why?	counterparties." If not, would you be willing to trade with firms that are not subject to
98 Power	Dicks taken into account	MD-	Euchannaus broker platforms, must business is done (OTC 66), 80%)	Exhance y CP OTC claring colleted surretter marining marining of cities	Main rick contributing product departer minks		to your total turnover (please indicate for each market the share of turnover which is cleared	Morth: mentioned are forwards and	Durinary is conducted with energy fews utilities financial	Some community have rise ferroad their recognistant trading from the other burings. Some	regulatory capital requirements?  All communities are dealine with  Only a few communities are dealine with
-> FUNCY	Risks taken into account: most companies MR and CR; some OpR and liquidity risk; a few regulatory risk, country risk, FX risk, legal risk.	MR: all use VAR models, 95% to 99%, 1-20 days (var-covar, Monte-Carlo), some have additional sensitivity measurement, some conduct stress-testing	Exchanges, broker platforms, most business is done OTC (60-80%)	Exchanges as CP, OTC clearing, collateral, guarantees, margining, monitoring of risks, master agreements, netting agreements	Main risk contributing product depends mainly on the business focus of the company, i.e. for electricity producers it is power, for oil companies		Nearly all companies conduct their business in Europe (except US products like US gas), some mainly in	Mostly mentioned are forwards and futures, a few companies mention options and swaps	Business is conducted with energy firms, utilities, financial firms, funds; a few are dealing with consumers.	Some companies have ring-fenced their proprietary trading from the other business. Some companies do proprietary trading only.	All companies are dealing with Unity and Conty a few companies are dealing with unregulated counterparties. However, retail clients the percentage of unregulated
	Most important risk: most mention MR and when mentioned liquidity risk (because of	CR (most include CCR under CR): monitoring of exposure limits, Cvar, use of master netting agreements and collateral,		'	oil etc. For some companies actual volatility of the specific market is important for main risk	1	their own country	Opening and Swaps			counterparties seems to vary widely.
	volatility). For some CR is the most important risk.	CCR potential future exposure, some conduct stress-testing OpR:		'	contribution	1					
99 Oil	Risks taken into account:	managed qualitatively MR:	Exchanges, broker platforms, most OTC		Main risk contributing product depends mainly		Some companies conduct business in	Forwards, futures, options and swaps	Business is conducted with energy firms, utilities, financial	One companies has ring-fenced its proprietary trading from the other business, other companies	Most companies are dealing with Only a few companies are dealing with
	most companies MR, CR and OpR, some firms liquidity risk; a few regulatory risk, country risk, FX risk, legal risk. Most important risk:	all use VAR models, 95% to 99%, 1-20 days (var-covar, Monte-Carlo), some have additional sensitivity measurement, some conduct stress-testing CR (most include CCR under CR):		master agreements, netting agreements	on the business focus of the company, i.e. for electricity producers it is power, for oil companies oil etc. For some companies actual volatility of the		Europe, others conduct their business world-wide		firms, funds; a few are dealing with consumers.	have not. Some companies do proprietary trading only.	unregulated counterparties. However, retail clients the percentage of unregulated counterparties seems to vary widely.
	most mention MR. For some CR is the most important risk, for one	CCR potential future exposure, some conduct stress-testing		'	specific market is important for main risk contribution	1			1		Counterpantes seems to vary watery.
		OpR: managed qualitatively									
	Risks taken into account: most companies MR and CR; some OpR and liquidity risk; a few	MR: all use VAR models, 95% to 99%, 1-20 days (var-covar, Monte-Carlo), some have	Exchanges, broker platforms, it seems o that most business is done OTC	Exchanges as CP, OTC clearing, collateral, guarantees, margining, monitoring of risks, master agreements, netting agreements	on the business focus of the company, i.e. for		Nearly all companies conduct their business in Europe (except US	Forwards, futures, options and swaps	Business is conducted with energy firms, utilities, financial firms, funds; a few are dealing with consumers.	One companies has ring-fenced its proprietary trading from the other business, other companies have not. Some companies do proprietary trading only.	All companies are dealing with Only a few companies are dealing with unregulated counterparties. However, retail clients
	regulatory risk, country risk, FX risk, legal risk.  Most important risk: most mention MR. For some CR is the most important risk, one	additional sensitivity measurement, some conduct stress-testing  CR (most include CCR under CR): monitoring of exposure limits, Cvar, use of master netting agreements and collateral,		'	electricity producers it is power, for oil companies oil etc. For some companies actual volatility of the specific market is important for main risk	4	products like US gas), some mainly in their own country				the percentage of unregulated counterparties seems to vary widely.
	company mentions OpR.	CCR potential future exposure, some conduct stress-testing OnR-		'	contribution	1					
99 Emission	Risks taken into account:	mnaged qualitatively MR:	Euchanges, broker, most OTC	Exchanges as CP, OTC clearing, collateral, guarantees, margining, monitoring of risks,	Main risk contributing product depends mainly		Nearly all companies conduct their	Forwards, futures, one company	Business is conducted with energy firms, utilities, financial	Some companies have ring-fenced their proprietary trading from the other business, other companies have not. Some companies do proprietary trading only.	ies All companies are dealing with Only a few companies are dealing with
	regulatory risk, country risk, FX risk, legal risk.	all use VAR models, 95% to 99%, 1-20 days (var-covar, Monte-Carlo), some have additional sensitivity measurement, some conduct stress-testing		master agreements, netting agreements	on the business focus of the company, i.e. for electricity producers it is power, for oil companies		business in Europe, some mainly in their own country	mentions swaps	firms, funds	have not. Some companies do proprietary trading only.	the percentage of unregulated industrials)
	most mention MR. For some CR is the most important risk.	CR (most include CCR under CR): monitoring of exposure limits, Cvar, use of master netting agreements and collateral, CCR potential future exposure, some conduct stress-testing		'	oil etc. For some companies actual volatility of the specific market is important for main risk	1					counterparties seems to vary widely.
		COR potential intune exposure, some conduct sitess-testing OpR: managed qualitatively		'	Contraduction	1			1		
99 Climate	Risks taken into account: MR, CR, one firm OpR and liquidity risk	MR: all use VAR models, 95% to 99%, 1-20 days (var-covar, Monte-Carlo), some have	OTC, broker	OTC clearing, collateral, guarantees, margining, monitoring of risks, master agreements, netting agreements	Small risk contribution		All companies conduct their business in Europe, some mainly in their own	Futures, options, swaps	Business is conducted with utilities, financial firms, funds	No company has ring-fenced their proprietary trading, however, most companies do proprietary trading only.	All companies are dealing with No company is dealing with retail unregulated counterparties.
	Most important risk: one firm MR, one firm OpR	additional sensitivity measurement, one conducts stress-testing CR (most include CCR under CR):		'	1	1	country		1		
		Cvar, CCR potential future exposure, one conducts stress-testing OpR:		'	1	1					
99 Metal	Risks taken into account: MR, CR, OpR, one firm liquidity risk	managed qualitatively  MR:  VAR models, 99%, I day (Monte-Carlo), some have additional sensitivity measurement,	Eschange, OTC	Exchanges as CP, OTC clearing, collateral, guarantees, margining, monitoring of risks, muster agreements, netting agreements	Main risk contributing product depends mainly on the business focus of the company, i.e. for		Most of the business is conducted in the EEA (London), some firms have	Futures, options, swaps (on firm forwards)	Business is conducted with industrial firms, financial firms, funds	No company has ring-fenced their proprietary trading, however, some companies do proprietary trading only.	All companies are dealing with One company is dealing with retail unregulated counterparties. clients
	Most important risk: one firm CR, one firm MR & CR	stress-testing, two firms volumetric controls CR (most include CCR under CR):		пансы адусстану, истор адусстаны	electricity producers it is power, for oil companies oil etc.	1	business outside EEA			small strain.	unit guarda countra partico.
		Cvar, CCR potential future exposure, stress-testing OpR:		'	1	1					
99 Precious met.	Risks taken into account:	?" MR: VAR models. 99%. I day (Monte-Carlo), some have additional sensitivity measurement.	Exchange, OTC	Exchanges as CP, colluteral, guarantees, margining, monitoring of risks, master	Main risk contributing product depends mainly on the business focus of the company, i.e. for		Most of the business is conducted in the FFA (London) some firms have	Futures, forwards, options, swaps	Business is conducted with industrial firms, financial firms,	No company has ring-fenced their proprietary trading, however, some companies do proprietary	All companies (except one) are dealing with retail
	Most important risk:	VAR models, 99%, I day (Monte-Carlo), some have additional sensitivity measurement, stress-testing, two volumetric controls CR (most include CCR under CR):	1	agreements, netting agreements	on the business focus of the company, i.e. for electricity producers it is power, for oil companies oil etc.	1	the EEA (London), some firms have business outside EEA		aunus	trading only.	with unregulated counterparties. clients
<b> </b>	One, man CP, OHC HILL MP.	CR (most include CCR under CR): Cvar, CCR potential future exposure, stress-testing OpR:		'		1			1		
99 Cereals	Risks taken into account:	? MR:	Eschange, OTC, regional markets	Guarantees, limits, large exposure limits, give up agreements	Main risk contributing product depends mainly		Futures, forwards	Futures, forwards	Business is conducted with producers, financial firms		One company is dealing with One company is dealing with retail
	MR, CR Most important risk:	VAR models, additional sensitivity measurement, monitoring of limits CR (most include CCR under CR):			on the business focus of the company, i.e. for electricity producers it is power, for oil companies						unregulated counterparties.
99 Coal	? Risks taken into account:	CCR potential future exposure, stress-testing, monitoring of limits MR:	Exchange, broker platforms, OTC	Exchanges as CP, OTC clearing, collateral, guarantees, margining, monitoring of risks,	oil etc.  Main risk contributing product depends mainly		Most of the business is conducted in	Futures, forwards, swaps	Business is conducted with energy firms, financial firms,	Some companies have ring-fenced their proprietary trading, others not, some companies do	All companies (except one) are dealing One company is dealing with retail
	Most important risk:	VAR models, 99%, 1-5 days (Var-covar, Monte-Carlo), some have additional sensitivity measurement, stress-testing CR (most include CCR under CR):		masser agreements	on the business focus of the company, i.e. for electricity producers it is power, for oil companies oil etc.	1	me él-A		runds	proprietary trading only.	with unregulated counterparties. clients (large industrial customers)
<b> </b>	оне нин мк, оне шигорк	CR (most include CCR under CR): Cvar, CCR potential future exposure, stress-testing OnR:		'		1			1		
99 Freight	Risks taken into account:	Ope: mnaged qualitatively MR:	Eschange, brokers, OTC	Eschanges as CP, collateral, guarantees, margining, monitoring of risks, master	Main risk contributing product depends mainly		Most of the business is conducted in	Futures, forwards, swaps	Business is conducted with energy firms, financial firms,	One company has ring-fenced its proprietary trading from the other business, other companies have	re All companies are dealing with No company is dealing with retail
	MR, CR, OpR Most important risk:	VAR models, 95%- 99%, 1 day (Monte-Carlo), some have additional sensitivity measurement, stress-testing, one volumetric controls		agreements, netting agreements	on the business focus of the company, i.e. for electricity producers it is power, for oil companies		the EEA, one firm has business outside EEA	1	funds	not. One company does proprietary trading only.	unregulated counterparties.
<b> </b>	MR	CR (most include CCR under CR): Cvar, CCR potential future exposure, stress-testing		'	oil etc.	1			1		
56 Matal Conso	CD	Opk: ? WhiteAdd one for evene and options	OTC back to back nearlies 1-	ISDA agraement credit line	-	2 min III IP	Son	count online	inductive from June Service Service	20	
56 Metal Copper 56 Metal Lead 56 Metal Aluminium	CR	MtM+Add-ons for swaps and options MtM+Add-ons for swaps and options MtM+Add-ons for swaps and options	OTC back-to-back, negligible OTC back-to-back, negligible OTC back-to-back, negligible	ISDA agreement, credit line ISDA agreement, credit line ISDA agreement, credit line	no no	2 mio EUR 18,8 mio EUR 2.2 mio EUR	50/0	swaps, options swaps, options swaps, options	industrial firms, large financial groups industrial firms, large financial groups industrial firms. large financial groups	DO DO	Ves Do Ves Do
56 Precious Met. (Gold) 56 Precious Met. (Silver)	CR CR	MtM+Add-ons for swans and options MtM+Add-ons for swaps and options	OTC back-to-back negligible OTC back-to-back, negligible	ISDA agreement, credit line ISDA agreement, credit line	no	4.2 mio EUR 3,4 mio EUR	50/0 50/0	swaps, options	industrial firms, large financial groups industrial firms, large financial groups	BO BO	Ves         no           yes         no
56 Oil 58 Oil Kerosine	CR CR	MtM+Add-ons for swaps and options MtM+Add-ons for swaps and options	OTC back-to-back, negligible OTC back-to-back negligible	ISDA agreement, credit line ISDA agreement: credit line	no	15,1 mio EUR 12.2 mio EUR	50/0	swaps, options swaps, options	industrial firms, large financial groups industrial firms. large financial groups	no no	Yes
56 Fuel Oil 56 Gas Oil 56 Oil Diesel fuel	CR	MtM+Add-ons for swaps and options MtM+Add-ons for swaps and options MtM+Add-ons for swaps and options	OTC back-to-back, negligible OTC back-to-back, negligible OTC back-to-back, negligible	ISDA agreement, credit line ISDA agreement, credit line ISDA agreement, credit line	no	12.9 mio EUR 8,2 mio EUR 0,3 mio EUR	50/0	swaps, options swaps, options	industrial firms. large financial groups industrial firms, large financial groups industrial firms, large financial groups	100 DO	YeS
56 Emission allowances 59 Power (Continental)	CR	MtM+Add-ons for swaps and options  MR: VaR (i.e. per commodity and overall) CR: CvaR:only per counterparty not per	OTC back-to-back: negligible Exchanges: 5% - 25% (depending on maturity of market) OTC: 15%	ISDA agreement, credit line OTC: cash-collaterals Eschanges: magins		1.8 mio EUR 1.120 TWh; 25% cleared through a	50/0 outside Germany: 24% outside Europe:	forwards Physical forwards; Futures	industrial firms. large financial groups industrial firms. large financial groups 1) specialist firms (energy) 2) large financial investment firms	no Yes, trading unit is seperated from generating business	Ves         no           Yes         No
		commodity or instrument	Market share = sales volume / market sales volume; percentage exchange traded vs OTC 33/67; percentage physically settled vs cash settled 69/31;		1	clearinghouse	0%			-	
59 Power (UK)	MR, CR, OpR; Most important: MR	MR: VaR (i.e. per commodity and overall) CR: CvaR;only per counterparty not per	nercentaree hedging vs proprietary 100/0 OTC: 20% Market share = sales volume / market sales volume; percentage exchange traded vs OTC 2/98; percentage physically settled vs cash	e OTC: cash-collaterals Euchanges: magins	3rd contributor, MR	200 TWh; 10% cleared through a	outside Germany: 100% outside	Physical forwards; Futures	1) specialist firms (energy) 2) large financial investment firms	Yes, trading unit is seperated from generating business	Yes No
59 Gas	MR, CR, OpR; Most important: MR	commodity or instrument  MR: VaR (i.e. per commodity and overall) CR: CvaR;only per counterparty not per	exchange traded vs OTC 298; percentage physically settled vs cash settled 100'0 OTC: 10% Market share = sales volume / market sales volume	OTC: cash-collaterals Exchanges: magins	2nd contributor, MR	clearinghouse 360 TWh	Europe: 0% outside Germany: 50% outside Europe:	: Physical forwards	specialist firms (energy) 2) large financial investment firms	Yes, trading unit is seperated from generating business	Yes No
59 Oil		commodity or instrument  MR: VaR (i.e. per commodity and overall) CR: CvaR; only per counterparty not per	ICE, Nymex < 1% OTC: < 1% Market share = sales volume / market sales			1.560 Mio bbl	0% outside Germany: 99% outside Europe:	1	specialist firms (energy) 2) large financial investment firms     specialist firms (energy) 2) large financial investment firms		Yes No
		commodity or instrument	volume; percentage exchange traded vs OTC 10/90; percentage physically settled vs cash settled 2/98; percentage hedging vs proprietary	y y			0%				
69 Coal (+ Freight)	MR, CR, OpR; Most important: MR	MR: VaR (i.e. per commodity and overall) CR: CvaR; only per counterparty not per commodity or instrument	OTC derivat.s: 10% Physical: 2,5% of global trade Market share = sales volume / market sales volume; percentage exchange traded vs OTC 991; percentage physically earthed vs cuch earthed 15/85 percentage bedging	OTC: cash-collaterals Exchanges: magins	1	160 Mio m	outside Germany: 95% outside Europe: 0%	Physical forwards	1) specialist firms (energy) 2) large financial investment firms	Yes, trading unit is seperated from generating business	Yes No
59 Emission allowances	MR, CR, OpR; Most important: MR	MR: VaR (i.e. per commodity and overall) CR: CvaR;only per counterparty not per	percentage physically settled vs cash settled 15/85; percentage hedging vs proprietary 30/70 OTC Market share = sales volume / market sales volume; percentage	OTC: cash-collaterals Exchanges: magins	<u> </u>	140 Mio EUA	outside Germany: 0% outside Europe:	Physical forwards	specialist firms (energy) 2) large financial investment firms	Yes trading unit is separated from opposition business.	Vec No.
		commodity or instrument	exchange traded vs OTC 30/70; percentage physically settled vs cash		<u>                                      </u>		0%	-, one consider	-, -, mos mos (coccgy) 2) mgc mancim investment firms	was a selection note deficiently presures	Text
62 Oil, precious met. (Gold)	MR	VaR, sensitivity limit	settled 0/100; percentage hedging vs proprietary trading 50/50 Exchange traded futures - NYMEX	Exchange traded	NO - it is traded like a supplement to other risks	Very small -hundreds of contracts per month		Futures	Large Financial Group	NO	NO; we do not intend to trade with unrerulated ones
62 Oil, metal (aluminium), precious met.(platinum,	CR .	Credit links	OTC market – hedging of clients appetite for commodity risk – mostly structured transactions	Back to back trading for clients	NO	1		Options	Large Financial Groups	NO .	YES; we offer new structured products with commodity underlying to clients
67 Crude & refined oil	We take into account various forms of MR (e.g. VaR, concentration risk, liquidity risk) CR and OnR CR is probably the most significant	Monte Carlo VaR for MR. Potential credit exposure for CR.	On exchange and OTC	Collateral agreements. Trading through exchanges with margin calls.	Yes, it is a main contributor to all our risks	600M bbls a month, 80% listed	Trading activity booked in London	Futures, options and swaps	Consumers, Producers, Other banks and trading houses	Trading only	Yes, hedge funds No
67 Natural gas	We take into account various forms of MR (e.g. VaR, concentration risk, liouidity risk). CR and OoR. CR is probably the most significant. We take into account various forms of MR (e.g. VaR, concentration risk, liquidity risk), CR and OpR. CR is probably the most significant.	Monte Carlo VaR for MR. Potential credit exposure for CR.	On exchange and OTC	Collateral agreements. Trading through exchanges with margin calls.	business is expanding	200K MMBTUs a month, 95% OTC	Trading activity booked in London	Futures, options and swaps	Consumers, Producers, Other banks and trading houses	Trading only	Yes, hedge funds No
	liquidity risk), CR and OpR. CR is probably the most significant.  We take into account various forms of MR (e.g. VaR, concentration risk, liquidity risk). CR and OnR. CR is probably the most significant.		On exchange and OTC	Collateral agreements. Trading through exchanges with margin calls.	This is a relatively small activity	Small volumes as market is developing		Futures	Consumers, Producers, Other banks and trading houses	Trading only	Yes, hedge funds No
67 Metal (Base metals)  67 Procious Mat	We take into account various forms of MR (e.g. VaR, concentration risk, liquidity risk), CR and OpR. CR is probably the most significant.	Monte Carlo VaR for MR. Potential credit exposure for CR.	On exchange and OTC	Collateral agreements. Trading through exchanges with margin calls.	Yes, it is a main contributor to all our risks	3.5M mt a month, 90% listed	Trading activity booked in London  Trading activity booked in London	Futures and options	Consumers, Producers, Other banks and trading houses  Consumers. Producers. Other banks and trading houses	Trading only Trading only	Yes, hedge funds No  Nor hadas funds  No
68 Precious Met. (Gold)	We take into account various forms of MR (e.g. VaR, concentration risk, liquidity risk). CR and OnR. CR is probably the most significant. We consider both MR and CR, although the last one is less significant	We have an internal limit system approved by Board of Director to control MR fo	On exchange and OTC  We operate in OTC market. We haven't any statistics related to derivat.s	s Related to MR we usually hedge clients positions on the institutional market. Related to	o No.	600K t oz a month, 50% OTC	Trading activity booked in London 1) 90% 2) 40%	Futures and options Options, forwards		Trading only  The assets of our trading activity are integrated in the rest of business.	Yes, hedge funds No We trade with regulated counterparties! Yes.
(004)	and is managed especially for corporate and retail clients (positions are	every type of instrument. We are developing a VaR system to cover both cash and derivat, instruments. At the moment, VaR is available only for derivat s instruments and	d markets and "paper gold". We have approximately 20% of Italian market share on physical (source: market research between market participants	et CR we usually don't ask any specific collateral for gold trade to our clients and	1	1					(retail are not included).
		we use it only for options. We also trade on forwards to cover cash position and Val- results would be misleading if we didn't consider cash positions.  We manage the MR of our pool partners by using VaR (99%, 5d); different calculation	Near 2005)		<u> </u>						
Power is our most	MR, CR, OpR, Internal liquidity risk; Each risk type can lead to significant losses if not adequately managed; MR and CR and force majeure events (part of OpR) are transferred to our pool partners; most	we manage the MR of our pool partners by using VaR (99%, 5d); different calculation procedures for different books (i) Prop trading Variance-Covariance Method (Vega and aurmon of continue, calculated on method (Vega).	Exchange: (EEX); Broker Platforms: (GFI, ICAP, SPECTRON, PREBON, TFS, MAN FINANCIAL); OTC ie. direct telephone calls rarely with counterprise but usually all.	EEX (not helpful for us in order to purchase power for our customers due to margining requirements, we don't have margin requirements for our customers); Cash collateral from our pool partners; Cash collateral agreements with counterparties not uses since	transferred the remaining risks like	ca EUR 2.5 bn p.a.			energy trading entities which belong to large energy firms; directly with large energy firms; municipal utilities r (Stadtwerke); banks; energy trading entities which are joint	Trading is our main business	We mainly deal with unregulated No counterparties in Germany and C
important underlying.	majeure events (part of OpR) are transferred to our pool partners; most significant risk for us could be contractual/ legal risk or failure of systems	Additionally the mapping risk and spot price risks are considered (historical simulation approach): CCR transferred to pool partners (we manage their CCR). For the	indicated, absolute market volume is not known. We indicate our approx trading volume p.a. in TWh and in % of our total trading volume :EEX: 6	no synchronized agreements in place with our customers; Netting Agreements, EFET Agreement contains netting clauses to offset positions in case of default: Credit	constitute some fraction of our overall risk	1	counterparties for German Power trading which are located in 1) 32%	for our customers. Trading in options with physical delivery are useful in	ventures/companionships of municipal utilities; large		Germany are currently unregulated.
<b> </b>	•	counterparty limit system two risk types are calculated and then aggregated: settlement risk (or delivery risk) and pre-settlement risk (or credit exposure) OpR is not determined	TWh (3.75%); Broker: 134 TWh (83.75%); OTC 20 TWh (12.5%) Our overall market share of physical deliveries comprises 4% of German power	triggers agreed in EFET Agreement, e.g. termination clause in case of non performance;	1	1	located in 2): 12% Clearing only via EEX, Leipzig	order to tailor customer products, e.g. to offer discount products.			
<b> </b>		by quantitative methods it is managed qualitatively. Legal risk is managed by incorporating legal counsel. Internal liquidity risk (i.e. the ability to meet financial	consumption		1	1	1		1		
		obligations) is regarded as eminent and surveyed for the following 3-4 months with quantitative methods.		<u> </u>	<u> </u>						
61 Oil, coal, climate (weather) derivatives	MR, CR, OpR, Internal liquidity risk; basis risk can play a role within MR. Most significant risk for us: OpR; MR currently not eminent since	MR VaR (99%, 5d) Variance Covariance Method. In order to capture basis risk an additional amount is determined and added. CR we calculate the Maximum Exposure (90% confidence) for each deal at expiry and add the Maximum Exposures on a	Only OTC; Overall market share difficult to assess by far the largest player of regulated German energy firms almost exclusive provider of	Netting Agreements in muster agreements; Credit triggers in muster agreements; Credit Support Documents (parent company guarantee or similar)	OpR and Legal Risk will constitute some fraction of our overall risk	ca EUR 10 m p.a.; (total volume EUR 180 m)	located in 1) 27% located in 2): 15%; no	Swaps, caps, floors, collars	customers which are municipal utilities; banks; financial institution	Trading is our main business	Customers to which we offer products No for commodify price risk management
	risks; CR is deemed as very low; OpR is important since IT systems for	(90% confidence) for each deal at expiry and add the Maximum Exposures on a counterparty level to obtain a charge for the credit limit. Settlement Risk is considered implicitly by keeping the limit charge for pre-settlement risk until 5 business days after	the XXX Group	'	1	1	clearinghouse		1		are currently unregulated
	negligible since there are different master agreements.; Internal liquidity risk hardly relevant.	expiry (when cash settled amounts are usually transferred). OpR is managed qualitatively. We adhere to the New Product Process as described in MaH before		'	1	1			1		
<b> </b>	-	adapting new products. Legal risk is managed by accorporating legal counsel. Internal liquidity risk plays not a significant role due to monthly settlement and rather low		'	1	1			1		
81 Gas, Gas trading in	MR, CR, OpR, Internal liquidity risk; Currently, for gas trading OpR is	payments.  Risk Measurement framework will develop with increasing volumes. MRs and CRs are	Overall market share of our customers: 25% of German gas consumption:	We expect similarity to power market once the market is built up.	Contribution to overall risk will increase	gas trading started in 2006	gas trading started in 2006	We expect similarity to power market	Currently; energy trading entities (e.g. GmbH or Limited)	Trading is our main business	Currently we only deal with No
Continental Europe is currently emerging. We	deemed as most important especially transportation risk. But also contractual risk is eminent.	deemed to be very similar to power. Some specifics like transportation, gas quality, cross border trading will raise attention when managing OpR.	Due to our customer base we expect to conclude a multiple of the volumes in gas trading than for power once the market is functioning	'	1	1			which belong to large energy firms; directly with large energy firms; municipal utilities (Stadtwerke)		unregulated counterparties
have concluded our first test deals recently. 51 Emission Allowances	MR. CR. OpR. Internal liquidity risk: MR is deemed as very important	MR, VaR (99%, 5d) Variance Covariance Method; CR; we calculate the Maximum	EEX; Brokers; OTC with customers ;Overall market share is negligible	Netting Agreements in macter personnels. Could trise	Rather not	ca HJR 15 m p.a.	Turnover with counter-retire at "	er Snot and forward deals		Trading is our min business	We mainly deal with unregulated No
Survivores Survivores	since there have been extreme price jumps in the past. Due to the high uncertainty with price fluctuation we rarely hold positions, thus MR is	Exposure (90% confidence) for each deal at expiry and add the Maximum Exposures on		Netting Agreements in master agreements; Credit triggers in master agreements; Credit Support Documents (parent company guarantee or similar)			located in 1) 68% located in 2): 8%	re Spot and forward deals with physical delivery of allowances	directly with large energy firms; municipal utilities (Stadtwerke); banks; energy trading entities which are joint		we manny oeas wan unreguated no counterparties. Most counterparties in Cermany are currently unregulated.
	low; since there are different master agreements in place contractual risks are to be considered.	for the time period between delivery of Allowances and payment which can be up to two months. OpR is managed qualitatively. Internal liquidity risk plays not a significant		'	1	1			ventures/companionships of municipal utilities; large industrial companies		
60 Oil, gas, coca, coffee,	MR of proprietary trading book; Counterparty-risks (only major investment banks)	role due to relatively low amounts that are transferred	Market share is very small—the volume limits granted are just around 1%	Open MRs are assumed only in the segment of exchange traded futures. With regard to	No the contribution is insignificant - it amounts	Exchange traded future trades ar	e As positions are already tiny compare	d Futures	Large investment banks (e.g. JP Morgan, Goldman Sachs).  With mound to the very small client business it is broads.	Trading is the main business in commodities.	This is a question not necessarily Yes, regarding the structures notes,
(palladium, gold) metal (copper)	Counterparty (1885) (only indjot investment banks)	ensures that plays on the convenience yield curve are impossible. Time series of each future is a risk factor in the VaR calculation. Counterparties (back-to-back business o notes and emdty-swaps) must have pre-approved counterparty limits which an	OTC: total volumes are indicated above – they are tiny compared to the market	6 Open MRs are assumed only in the segment of exchange traded futures. With regard to r. OTC business, market values are calculated on a daily basis and Add-Ots are applied e for potential changes in market values. Add Ons are derived considering at least the volatilities of the underlyings and the remaining maturity of the product. The use of	positions. In terms of overall counterparty risk, it is also insignificant	Rarranged through our brokers. These it brokers clear their business through a clearinghouse	se to daily exchange turnover (see above), a daily turnover is even much smaller compared to the turnover in the market.	1	With regard to the very small client business it is largely corporates with fuel hedging needs.		related to commodities only. There are mentioned above, which are linked to considerations of accepting the performance of commodity indices, unregulated counterparties after However, the business is small
		checked against current market values + MR Add-Ons.		collateral management is possible in the same way as it would be applied to OTC products in non-commodity areas.		1	Commodity turnover is also tiny compared to our turnover in other	v	1		applying special procedures. These compared to other notes being issued considerations do not currently stem by us
69 Oil, US gas, metals,	MR and liquidityR, CR, OpR (including legal risk), settlement risk,	VaR limits, (theoretical simulations, 99%, 1-day); in addition sensitivity limits (delta	We are conducting business on Exchanges and on OTC markets (se the	We have in the Martin country of the contribution of the country of	On a standalone basis, our estimates of	<del></del>	markets (e.g. interest rate products).	Futures, swaps, listed options and	J Producers / Traders: 50%	Trading is our main business. We have isolated our broker business for compliance reasons.	from the commodity business sector.  We deal with both regulated an No
European power, European gas, CO2, Hybrid products	reputational risk; MK (includ. liquidity risk) and CR most important	vaic mints, (incorerical similarities, 57%, 1-tay), in adultion sensitivity mints (uena vega), where applicable limits for ex-seasonality or spread; stress testing, CCR using potential future exposure	g list above in the Introduction section). We are doing futures, forwards, swaps, cleared swaps, OTC outright swaps, OTC quanto Swaps, listed ootions. OTC Options	s, initial margins for more risky counterparties.	contribution in terms of market risk as implied by historic VaR usage (2006 YTD) are: Oil 35%,			1 '	Corporates: 22% Financial Institutions: 22% Hedge Funds: 6%		unregulated companies active in OTC commodities trading. Besides financial dealers, regulated utilities and some
<b> </b>			opinio, OTC OPERIS	'	Metals 35%, US Nat Gas 20%, and European Energy 10%.	1			range Fullis. 070		dealers, regulated utilities and some listed companies, the great majority of our counterparts are unregulated
64 Heating oil, Diesel, Petrol	MR	VaR	Regional market	Limits	No	Based on the regional limitation of the	Based on the regional limitation of the	Forward and spot transactions	The contractual partners are farmers/end consumers and	The transactions are not operated for speculative purposes and thus without any intention of	Our Councepants are unregulated contonate counterparts  Yes, compare responses to letters h  Yes, compare responses to letters h
				'	1	business, revenues are small; clearing via clearing houses does not take place	business, no revenues are earned re abroad.		companies such as animal feed manufacturers and breweries.	trading.	and i and i
64 Cereals (Wheat, Barley, Outs, Corn, Potatoes, soy	MR	VaR	Regional market	Limits	No	due to the nature of the business. Based on the regional limitation of the business, revenues are small; clearing	Based on the regional limitation of the business, no revenues are earned	Forward and spot transactions	The contractual partners are farmers/end consumers and companies such as animal feed manufacturers and breweries.	The transactions are not operated for speculative purposes and thus without any intention of trading.	Yes, compare responses to letters h Yes, compare responses to letters h and i and i
groats, rape)				<u> </u>	<u>                                      </u>	via clearing houses does not take place due to the nature of the business.	ce abroad.	<u></u> '	and the second courts and the weres.		
71 Metal (Base Metals)	MR/CR	MR – VaR model and volumetric measurements. CR – Mark to market plus potential future credit exposure based on initial margin	LME/COMEX/OTC including structured products/physical. Information on market share not readily available. LME/FSA may be able to provide	London Clearing House, collateral, guarantees, L/Cs, netting agreements, margin calls if over credit limit, MR limits	Yes – MR and CR	Approx 450,000 deals per year – 48% via LCH	Of the business not cleared through the LCH: 80% is outside the UK, 50% is	Futures, forwards, options including s European, Asian and structured	Producers, refiners, miners, consumers, traders, funds, banks	N/A – our business is only trading	Yes No – not under current FSA rules
71 Precious Met. (including	MR/CR	MR – VaR model and volumetric measurements. CR – Mark to market plus potential	some information for benchmarking OTC/COMEX/CBOT; Market share very low	As above except there is no clearing house. (COMEX/CBOT cleared via a broker)	No	Approx 10,000 deals per year. None via	in 70% is outside the UK, 15% is outside	products	Banks, precious metals merchants	N/A – our business is only trading	Yes No – not under current FSA rules
	MR/CR	future credit exposure based on initial margin MR – VaR model and volumetric measurements. CR – Mark to market plus potential	LME/OTC/Physical; Information on market share not readily available.	London Clearing House, collateral, guarantees, L/Cs, netting agreements, margin calls if	No	a clearing house Approx 2,000 deals per year and	the EEA Of the business not cleared through	Futures, forwards and physical	Producers and consumers	N/A – our business is only trading	Yes No – not under current FSA rules
71 Plastic		future credit exposure based on initial margin		over credit limit, MR limits	<u> </u>	expanding - 55% via LCH	the LCH: 90% is outside the UK, 60% is outside the FEA	<b></b>	ļ		
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