

# InCommodities strengthens its focus on renewables asset management and expands to the Nordics

**InCommodities, one of Europe's leading energy trading companies, strengthens its focus on power purchase agreements (PPA) and expands the business area to Denmark, Sweden, and Finland in 2024. The PPA market is a key strategic focus area for InCommodities' development and the first contracts took effect in January 2023.**

PPA contracts provide insurance for wind farms and other renewable energy producers against market risks, including fluctuating energy prices associated with green energy, which relies on the sun shining and the wind blowing.

Since establishing its renewables asset management business in January 2022 focusing on the German market, InCommodities has continuously expanded its portfolio of PPA contracts through existing and new customer relationships. As of January 2024, InCommodities has increased its portfolio from 410 MW to 1210 MW in Germany.

## Expansion with great perspectives

PPA contracts are common in the renewables sector, but it is InCommodities' data-driven and automated approach that makes the company's services competitive, emphasizes Jesper Johanson, CEO of InCommodities.

*"The first year's success with our PPA approach confirms our high ambitions, and now we are taking the next step by increasing volume and expanding our geographical reach. The more competitive prices customers can secure, the better the opportunities for financing renewable energy projects. Thus, PPA contracts help to ensure the possibility of accelerating the green transition without subsidies, which is why we see PPA contracts as an important part of the roll-out of renewable energy globally,"* says Jesper Johanson.

From day one, InCommodities has built its renewables asset management business centered around a technological approach based on advanced quantitative models, automated trading and weather forecasting.



Andreas Juul Jensen, Head of Renewables Asset Management at InCommodities, sees great perspectives in the geographical expansion of the PPA services,

*“With PPAs for 100 wind farms in Germany with a total of 500 wind turbines, we have made a promising start and still aim to grow our portfolio significantly. We also see great potential in the Nordics and with our technology-based approach, we are well-positioned to fulfill our ambitions in Denmark, Finland and Sweden. The steps we are taking now are just the beginning, as our ambitions in the PPA market are global,”* says Andreas Juul Jensen.

### **Expanding with renewable energy certificates**

InCommodities has also entered the Guarantees of Origin (GoOs) market by offering offtake solutions for renewable power producers. To reinforce its commitment to this area, InCommodities has set up an Environmental Products team.

Casper Elgaard, Head of Environmental Products, explains that trading GoOs enables tracking of renewable power production from production to consumption. Further, it provides an additional revenue stream for the renewable producer beyond the income from the electricity produced.

*“Our decision to offer renewable energy certificates is a direct extension of our desire to support the green transition. In the offtake of GoOs, we offer a mix of fixed prices and profit-split, giving producers flexibility while promoting competitiveness for sustainable sources in the market. This provides additional income for the producer, which can help make renewable energy production more profitable,”* says Casper Elgaard.

InCommodities sees great opportunities in this market, and with their automatized approach, InCommodities is able to minimize the manual elements that characterize bilateral OTC markets. Therefore, the company hopes to be an attractive alternative to existing solutions.

*“We have a technological and organizational set-up that gives us the belief that we have something new to offer in the market for renewable energy certificates. We think technology and agility in everything we do, and therefore we also see our platform as competitive in this area,”* says Casper Elgaard.

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## Facts about PPAs:

A Power Purchase Agreement (PPA) is a contract between energy buyers and sellers in which they agree to purchase and sell a specified quantity of energy generated by a renewable asset. By securing a guaranteed and fixed settlement, PPA contracts help renewable energy producers to stabilize future cash flows by managing financial and operational risk associated with their assets.



# About InCommodities

InCommodities is a Danish technology company specializing in energy trading and asset management. We trade power and natural gas and offer power purchase agreements to renewable asset owners. Our transactions balance the energy markets by matching supply and demand, ensuring security of supply, and contributing to lower energy prices.

We have digitalized and automated every aspect of our value chain. We combine deep market insights with advanced technologies such as automation, quantitative analysis, and AI, allowing us to efficiently move energy across time and geographies, manage renewables output, and store energy until it is needed.

Founded in 2017 in Aarhus, Denmark, InCommodities has grown from four founders to 200+ people with diverse nationalities and educational backgrounds. Headquartered in Aarhus, Denmark, we conduct trading activities across Europe. We have grown exponentially since our founding, making us one of the world's fastest-growing energy trading companies.

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