

## Green power for Erfurt

### Iqony supplies wallpaper manufacturer Erfurt & Sohn with green power from January 2023

Wuppertal/Eszen. Iqony will supply the Wuppertal-based Erfurt Group with green electricity from the beginning of the year. The newly launched Essen-based energy company, which combines the regenerative growth business of the newly positioned STEAG group, and wallpaper manufacturer Erfurt, the inventor of woodchip wallpaper, have agreed on a multi-year electricity supply contract, a so-called Green Power Purchase Agreement (PPA).

Iqony, as an experienced energy trader with its own generation portfolio amounting to several gigawatts of capacity, guarantees its contractual partner Erfurt & Sohn KG a supply of green electricity, irrespective of the actual production. "To this end, Iqony makes use of new PPA offers on the market or utilizes the capacities available within the Group from its photovoltaic subsidiary Iqony Solar Energy Solutions (SENS) to supply green electricity, as in the present case to the long-established and well-known paper mill in Wuppertal," explains Sebastian Holzer, who has been preparing the cooperation with the Erfurt Group for Iqony over the past few months.

The agreement now concluded follows on from an existing cooperation between the partners. Saarbrücken-based Iqony Energies GmbH, the former STEAG New Energies GmbH, operates the Erfurt Group's own generation plants under a contracting agreement. In the process, Erfurt and Iqony have already taken the first important steps on the jointly envisaged decarbonisation path through optimisations such as a fuel switch.

#### Bringing supply and demand together

The contracts between Iqony and its energy customers are negotiated separately with operators and customers by Iqony's trading division. However, since the availability of electricity from renewable sources is subject to weather-related fluctuations, unlike electricity from conventional generation, Iqony's role is not limited to buying and reselling green power. Because if the sun doesn't shine or the wind dies down, the Essen-based energy specialist will ensure there is a green replacement.

Iqony therefore plays the role of a broker: "We buy fluctuating generation capacity from solar plants and structure it according to customer requirements. Our load control center, which is staffed 24

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hours a day, plays an important role here, as it can balance out shortfalls or surpluses at any time through purchases and sales,” explains Dr. Tobias Pfingsten, who, as co-head of the trading division, manages the front office, including the Iqony load control team.

## Iqony provides service from under one roof

This comprehensive service package offers many advantages to both operators of renewable generation plants and buyers of renewable energy: “As a rule, it makes no sense for either sellers or buyers to take care of energy trading themselves. This is because the marketing or purchase of energy from renewables in particular, due to their volatility and the hedging transactions that are therefore necessary, are highly complex transactions that require experience and the ability to take action around the clock. Many companies can’t do that, and that’s where we come in,” says Jens Rupocinski, who co-heads Iqony’s trading division back office.

## Benefits for the customer

For the customer, this comprehensive service makes the process much easier: “Paper manufacture is an energy-intensive business. We are therefore dependent on cost-effective and reliable supplies. That’s exactly what we get from Iqony – including the guarantee that we will be supplied with renewables-based energy even when the weather is not ideal,” says Dr. Holger Tristram, General Manager at Erfurt & Sohn KG.

This is particularly important from a competitive point of view, Holger Tristram continues: “If we want to remain competitive in the long term, we have to decarbonize. In view of the high energy intensity of our industry, this can be achieved not only through our own further development but also through energy procurement. However, because the matter is very complex and can definitely involve a high level of control, we are glad to have found a partner in Iqony that is as experienced as it is reliable.”

At its sites in Wuppertal, the Erfurt Group is pursuing a holistic strategy in decarbonizing its business, with the aim of reducing the Erfurt Group’s CO<sub>2</sub> emissions by at least 4.2 percent per year by 2030. With this, the Erfurt Group is following the 1.5 degree target set out in the Paris Climate Agreement,” says Director Felicitas Erfurt-Gordon. The addition of green electricity to the procurement portfolio is an important building block in this regard.

## Partners agree confidentiality

For competitive reasons, the partners have agreed not to disclose details of the supply agreement.

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## About Iqony

Iqony makes green energy feasible. With 85 years of experience in the planning, construction and operation of energy facilities, the company provides holistic solutions for the decarbonization, decentralization and digitalization of the energy supply. Iqony focuses on renewable energies and bridging technologies that can be used in a climate-neutral way now and in the future. In addition to solar, wind and geothermal energy, the portfolio includes hydrogen solutions, storage technologies, engineering services and gas-fired power plants. Around 2,300 employees worldwide implement projects for major industrial companies, utilities, cities and municipalities in numerous countries across the globe. Specializing in tailor-made solutions for complex challenges, Iqony draws on its broad and in-depth knowledge of the energy industry across the full range of technologies and services.

## About Erfurt & Sohn KG

Erfurt & Sohn KG is the market leader in the production and distribution of paintable wallpaper. The internationally operating family business based in Wuppertal was founded by Friedrich Erfurt in 1827. Today, in addition to woodchip products, it sells innovative, design-oriented and ecologically sustainable wall coverings such as textured nonwoven, flat nonwoven and embossed wallpapers and customizable digital photo wallpapers in more than 30 countries worldwide. Recycled fibers and renewable raw materials such as pulp and wood fibers from sustainable forestry are predominantly used in production. With innovations for the energy optimization of interior walls such as the KlimaTec system, the company very successfully supplies economically viable systems for saving energy and improving the indoor atmosphere.

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