

Hera Trading Srl

Name of the organisation:	Hera Trading Srl	
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Description of the Organisation

Born in 2002 out of the aggregation of 11 municipal companies operating in Emilia-Romagna, first corporation of its kind nationwide, over time Hera has embarked on a journey of consistent and balanced growth, incorporating other companies active in the same areas. Hera, publicly listed since 2003, turned 15 on 1st November 2017 and is now among the nation's largest multi-utilities, working mainly in the environment (waste management), water (aqueduct, sewerage and purification) and energy (electricity, gas distribution and sales, energy services) sectors. Other services offered include public lighting and telecommunications. Its range of activities undergoes continuous and constant development, and reflects the five levers on which the Group's strategic orientation is founded: growth, efficiency, excellence, innovation and agility. Within the panorama of public services in Italy, the Hera Group's leadership can easily be recognised in a few figures: almost 9,000 employees who meet the needs of 4.4 million citizens in over 350 municipalities in Emilia- Romagna, Friuli-Venezia Giulia, Marche, Tuscany and Veneto. In particular Hera Trading S.r.l. is a company owned by Hera S.p.a, which handles procurement and sales of natural gas, electricity, transportation capacity, green certificates, energy and emissions securities and operational management of currency and/or commodity risk on local and international markets. It was established in 2004 to take advantage of the opportunities created in European energy markets as a result of liberalisation. Hera Trading operates at the Italian Virtual Exchange Point for gas and at the main European hubs (Baumgarten in Austria, NCG in Germany and TTF in the Netherlands), while in the electricity sector, in addition to being on the Italian electricity exchange, it operates in the French, Swiss, German, Austrian and Slovenian markets.

Hera Trading recently signed a long-term agreement with the Shah Deniz consortium to buy gas from Azerbaijan via the Trans Adriatic Pipeline (TAP), with supplies expected to arrive by 2019/2020.

Hera Trading has EFET agreements with all the major counterparts in the European gas and electricity markets, as well as with the major Italian operators.

Role of the Organisation in the project

Hera has an important role in the preparation WP concerning the stakeholders consultation and surveys (WP2). Moreover he collaborates to the implementation WP3 and leads the preparation WP6 concerning the analysis and the development of the professional module.

For that concerns WP2 Hera supports IMPA in the arrangement of a stakeholders consultation survey, evaluation of the survey and first discussion of learning outcomes by a virtual meeting internal of the

consortium, for planning of brainstorming activities and definition of the new educational methodologies to implement, for organizing a discussion about how to implement the novel educational methodologies and analysis of the requested technology (by a virtual conference).

In WP3 Hera will coordinate with UNIBO in order to collect the information coming from all the partners concerning the specific national programmes, existing double degrees among partners and the basic structure of the learning outcomes, mobility paths, ECTS provided, it will take part to the commission to select the students admitted to the two summer school/training/full-immersion experience and provides teaching activities in the Summer Training in Katowice (M21) and will work with UNIBO to edit a final draft of the basic structure of the learning outcomes and basic structure of the course based on the opinion of the partnership and to prepare first draft of Consortium Agreement.

Moreover Hera is the main organizer with Tauron Polska Energia S.A of the summer trading placed in Katowice (M21) to test some module and the new educational methodologies projected in WP2. On the other hand the role of Hera in WP6 is to coordinate with WU in order to detect specific needs of the industries in terms of competences to be conveyed by the new professional module based on the results of the stakeholders' consultation (WP2). Moreover also the partners from industry will be asked to comment on the professional skills required in their organizations, as well as the possible new/innovative methods to best transfer those skills. During the whole project duration they will be asked to make suggestions for further improvements (WP7).

From an operational point of view Hera want to support students proposing different topics to develop (as subject of master thesis or training stages), which are so important for its daily activity, below some of them:

- Structured derivatives products to hedge both market and volumetric risk nested into complex power and gas portfolio.
- Financial "substitutes" of real assets such as pipelines, power plants..etc.

Implement trading strategies to reply the following question: how to manage volatility and correlation trading with structured products?

Contact Person's Experience and Expertise

Head Of Gas and Power portfolios June 2013 – present Developing, coordinating and implementing trading, portfolio and hedging strategies on Gas & Power for the Hera Group.

Managing a team of 7 traders/analysts active on TTF/NCG/PSV/VTP and France, Italy, German and Austrian power.

Discussing and implementing trading strategies around capacities and storage.

Developing new business ideas and strategies and coordinating the group procurement activities for Gas & Power.

Still active as trader on power/gas screens whenever needed (prompt or curve).

University of Bologna – Engineering (Bachelor and Master).

Electrical Engineering (Power systems, Energy systems, Machinery).

Alma Graduate School (University of Bologna Business School) – Master in Business.

Administration DL.

Master of Business Administration.