



Executive Summary 2020

A responsible way of understanding energy

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Letter from the Director

Dear shareholders,

It is time once again for the annual periodic review of the financial year and relevant general remarks on the progress of the business. As you can imagine, the COVID-19 epidemic has shaped 2020 and I believe it marks a before and after in the future of businesses.

As a company, we are proud of our capacity for organization and resilience during the period of teleworking. Even from the start of confinement, we were prepared for remote working. During these months, people have always been our priority and we have launched several initiatives to take care of them that have enabled us to work collaboratively at a distance, such as the videos recorded with colleagues who would say "Hello" every day. In spite of the difficulties, we have remained operational and have been able to move forward with our business by counting on all our staff, without having to issue any Temporary Redundancy Plan. Nexus Energía has continued to operate remotely, which has enabled flexibility in operations and have therefore continued to operate at full capacity.

What did change was the way we work together within the Nexus Energía group and the world, with customers and suppliers, etc. In the commercial field, we undoubtedly note the appearance of an intangible wall with our customers that has made it very difficult to maintain the good commercial performance achieved in the two preceding years. Customers have been very reticent in terms of new contracting, although that has helped keep the portfolio alive in better margin conditions (we should recall that 2020 prices were very low). We have therefore finished the year with a very similar volume to 2019: slightly above (but below forecast) and with a higher margin than expected. These low prices in 2020 have made it possible to reduce slightly the losses produced by the drop in consumption between the end of March and October (almost 25% in volume), which were mainly the result the closure and collapse of the national economy. In June, we began to detect a certain rebound. It is true that throughout the year real consumption was lower than expected. We are still in the recovery phase from this today!



Joan Canela Cardona
General Director
Nexus Energía Group

NEXUS ENERGÍA GROUP

14^{TWh}
Energy managed

5.3^{TWh}
Energy trading

8.7^{TWh}
*Representation of
renewable producers*

2020

As you can see, the financial year has been a rollercoaster, unprecedented in its development and with an outcome that is still uncertain, as COVID-19 remains present, although we hope that with less impact on businesses and our lives.

Without further delay, I shall now discuss the 2020 financial year.

In terms of energy, at a group level we have surpassed the energy managed in the 2019 financial year by almost 2 TWh, reaching an annual 14 TWh through all activities. Thus, we have, within the scope of trading where we now no longer include Germany, 4 TWh in electricity and 1.3 TWh in gas, whilst we have reached 8.7 TWh in market representation, corresponding to 4.9 GW of represented power through different types of generation. As is customary, the majority percentage belongs to Nexus Energía in Spain, with LUZBOA contributing almost 200 GWh in electricity trading.

Regarding project implementation, it has been a very arduous year, as we have started the GREEN project, designed to highlight our renewable representation capacity and thus allow us to optimize the valuation of the Guarantees of Origin and monetize their market value to the maximum. We can say that, as of today, it has been completed successfully.

In the companies segment, we continue to market with a single brand. However, depending on whether our customer wants renewable energy or not, we supply it from different companies. With the implementation of Salesforce, we will cover the demand of our commercial, marketing and customer service areas (CS) which, currently,

operate the sales module, and we plan to start the CS module after summer 2021.

Another implementation that will end soon is the secondary band project, which gives us value for retaining our representation customers and important economic income as a result of entering balancing markets. Finally, we cannot leave out the Tolls project, as a result of the adaptation of the ministerial circular that introduced the new tolls and charges format, with its respective transfer to users*.

One year on—a complex year with new fronts opened up in order to move the business forward. I hope to see you in a year's time and to be able to report more promising news, but do be aware that we continue to push on and are as committed as we were on the first day. Best wishes to everyone!

*Circular 3/2020, of 15 January, issued by the National Commission on Markets and Competition, which establishes the methodology to calculate electricity transmission and distribution tolls.

National Commission on Markets and Competition Ruling of 18 March 2021, which establishes the values of the tolls for access to the electricity transmission and distribution networks applicable from 1 June 2021.

Royal Decree 148/2021, of 9 March, which establishes the methodology for calculating electricity system charges.

Order TED/371/2021, of 19 April, which stipulates the prices of the charges of the electric system and of the capacity-linked payments that are applicable from 1 June 2021.

Group companies

Companies in Spain



- Purchase and sale of electricity and natural gas.
- Valuable services for companies and individuals.
 - Specialization in the public sector.
 - Turnkey self-consumption projects.



- Sale of certified 100% renewable electricity.
- Representation and management services for power plants.
 - Participation in European energy markets.
 - Remote management of production plants.



- Treatment and measurement concentration.



- Sale of 100% certified renewable energy.
- Valuable services for companies and multipoint businesses.



- Own generation of photovoltaic renewable energy.
 - Development of valuable services.



- Certified 100% renewable electricity customer acquisition for homes and gas.

International subsidiaries



- Solutions for household and business customers.
- Self-consumption and electric vehicle solutions.
 - Representation service for production plants.
- Solutions to optimize the profitability of producers.

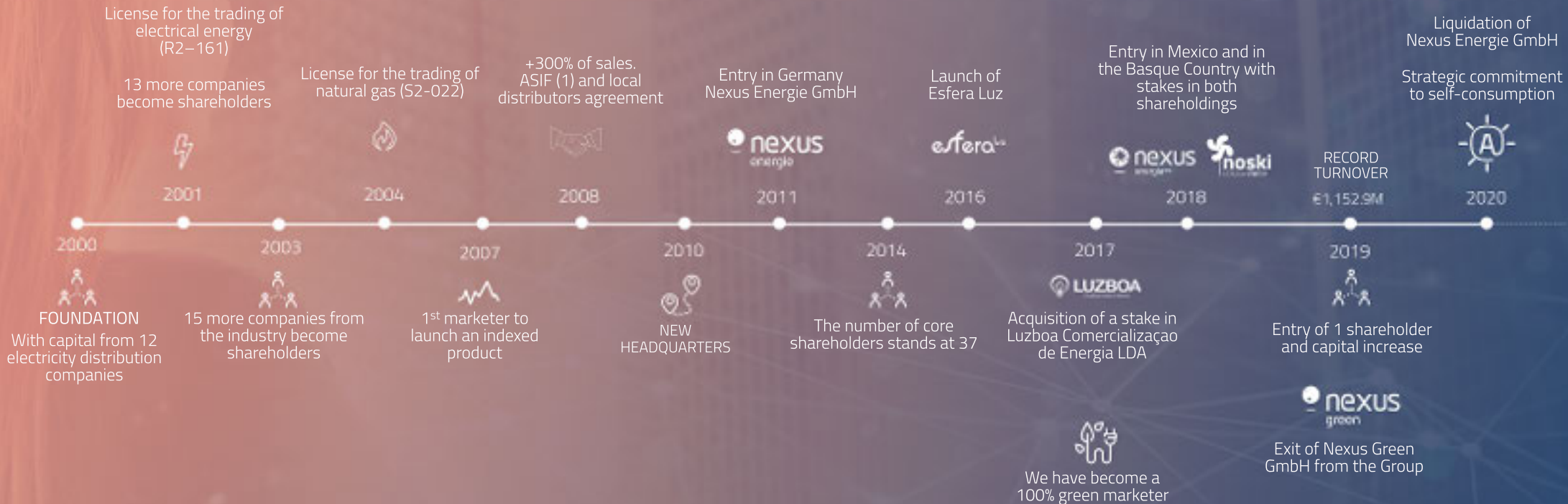


- Representation and management services for power plants.
 - Service to SMEs and large companies.
- Solutions to optimize the profitability of producers.

History

We were founded in 2000, with the liberalization of the electricity sector in Spain as a marketer linked to small distributors in the sector.

We have the backing of the capital of 33 shareholders who are mainly electricity distributors who have operated in the Spanish market for almost a century.



About us

A group of companies dedicated to meeting all the needs of the energy sector.



- Electricity trading ·
- Gas trading ·
- Representation of renewable producers and ancillary services ·
- Performance in European markets ·
- Wide range of products and customer service ·
- Shareholders with broad experience in the sector ·

Spanish wholesale market

Electricity

Reviewing the evolution of the market during 2020, several relevant factors should be highlighted. Regarding the electricity market, the demand ended in 2020 at 237.8 TWh, therefore suffering a drop of 5.07% compared to the previous year, due to the consequences of the pandemic.

Regarding the technologies that have most contributed to meeting demand, nuclear is again in first place with a contribution of 23%, followed by wind at 22.2%. Similarly, it should be noted that 1.4% of the demand has been covered with energy imported from other countries.

Renewable energies considerably increased their share in the whole of electricity generation: up to 47% compared with 39% in the preceding year. This increase is mainly due to the greater contribution of hydraulic energy (+5% in relation to 2019) and solar photovoltaic, which doubled its share (from 3% to 6%). Similarly, wind power grew by 1%. The average price of 2020 in the day-ahead market stood at 33.96 €/MWh, 29% down from 2019. This fact is largely due to the decline in demand and the price of raw materials such as gas and oil.

The electricity futures market prices fell to historical lows during the lockdown. Once the recovery began, as of November, they rebounded strongly, initiating an upward movement that lasted until the end of the year.



Electricity market

237.8 TWh
Domestic demand

47 %
Renewable share of domestic electricity generation

33.96 €/MWh
Average day-ahead market price

Natural gas

A moderate start to the year and the effects of COVID-19 on industrial demand brought the price of gas to historical minimum levels that forced a reduction in the global production of liquefied natural gas (LNG) in the middle of the year. From that moment on, the global gas system became balanced until the moment when the first problems appeared with the return to LNG production in the United States and a colder-than-normal onset of winter in Asia.

Both effects had a huge impact on the European gas markets, which have seen the amount of imported LNG decrease, generating a sharp rise in prices and leaving the end of the year at levels similar to those seen at the start. The total demand for natural gas in Spain was 360 TWh, amounts that indicate a decrease of around 10% compared to the previous year. This decrease is fundamentally motivated by the economic situation caused by the COVID-19 pandemic. Demand for electricity generation fell by 20% and industrial demand, with 56% of total natural gas consumption, fell by 6%, reaching 201.4 TWh in 2020.

MIBGAS market

In reference to the evolution of prices in the MIBGAS (Iberian Gas Market) day-ahead market, the average day-ahead reference price for imbalance during 2020 closed at



*Gas
market*

360 TWh
*Domestic
Demand*

201.4 TWh
*Demand for
electricity
generation*

10.24 €/MWh. For the first half of the year, a downward trend was observed, reaching the historical minimum day-ahead reference price of 4.18€/MWh and then a subsequent rebound of around 20 €/MWh to end the year. The volume traded decreased slightly in 2020 although in line with the decrease in domestic gas demand. 47.3 TWh of gas traded in MIBGAS during 2020 represented 13.1% of the domestic demand.

Other commodities

For commodities, we have seen different trends for each one that has an impact on the energy market. On the one hand, the CO2 emission allowances have continued to grow until surpassing 30 €/kt, a result of the most demanding commitment shown by the European Union to assume the CO2 reduction objectives for 2030. With respect to oil, the pandemic effect collapsed prices during the second four-month period and they have been recovering as the situation has returned to normal, although the annual balance has been downward, since the barrel of Brent began the year at around 66 USD/barrel and ended at around 52 USD/barrel. Finally, coal suffered the same effect as the Oil due to the effect of COVID-19, but its recovery has been more pronounced and has ended the year bordering on 70 USD/T, 11% above its amount at the start of 2020.

*The MIBGAS market
represented 13% of
domestic gas demand*



**MIBGAS
market**

47.3 TWh
Volume traded in
MIBGAS
(6.9% domestic
demand)

10.24 €/MWh
Day-ahead
market average
price

Trading of electricity and natural gas in Spain

Trading

2020 has been a very turbulent year in energy trading. In mid-March, we experienced a very high drop in consumption caused by the pandemic and the consequent closure of most industrial and commercial activity and, afterwards, we had a gradual recovery in some sectors such as energy. On the other hand, other sectors (hotels, restaurants, etc.) have still not recovered 100% of their activity.

At a household level, in 2020 consumers have spent much more time at home and spent much more time searching online for the energy market, which has intensified competition between different players. Furthermore, in 2020 it has been four years since the ban on the practice of selling energy door to door.

Another significant fact has been the entry of large players from the oil sector in the trading of energy, attracted by the diversification of their activity and by the great growth in renewable facilities, an objective reflected in the Integrated National Energy and Climate Plan (INECP) 2021-2030.

We are the eighth marketer at a national level



Electricity
3.8 TWh
Trading



Gas
1.2 TWh
Trading

Corporate market

Despite all this, during 2020 we have succeeded in growing by 2% in the trading of electricity, and currently manage 3.8 TWh. In the corporate market, the public administration and the external channel already provide 33% and 23% of the volume of energy marketed in 2020.

The sale of indexed products is increasingly important in the portfolio, and already represents 52%. We continue to gain positions in the industrial segment and maintain our leadership, being ranked eighth at a national level. Nexus Energía has made a strong commitment to the trading of gas, and specifically, promoting the MIBGAS (Iberian Gas Market) indexed product, which now represents 26% of gas traded and will be one of our strategic aims for the future. 2020 closed with 1.2 TWh of gas sold. It is worth highlighting the great work done by the commercial team and the external channel, who managed to increase gas sales to 1.2 TWh and 375 GWh respectively.

Household market

During 2020, we multiplied our total supply point base, reaching 24,700 in electricity and 7,400 in gas. The pillars of this growth were, on the one hand, the increase in the weight of the direct channel with the Esfera Luz brand which, owing to its strategy of capturing leads with online and telephone conversion, represents 72% of the total supply points. On

The volume of electric power marketed has grown by 2% in spite of the pandemic.

Electricity

3.8 TWh
2020 Trading

1.83 TWh
Corporate market

0.86 TWh
Public sector

1 TWh
Bilateral agreements

65 GWh
Household market

the other hand, the technological platform that increasing numbers of organizations use to sell energy under their own brand, with the support of Nexus Energía as a marketer. In this sense, multi-brand agreements already represent 28% of the total supply points. Amongst these agreements, FC Energía, a strategic alliance of customer acquisition through top-level football club brands, can be highlighted as a driver of expansion.

In the household business, we have made a clear commitment to digitization as a lever to facilitate the customer experience. Therefore, in 2020 our energy efficiency reports, which help our customers understand their spending and consumption in a smarter way through the application of big data, were a determining factor that contributed to OCU putting Esfera Luz in second position in its ranking of marketers based on the quality and transparency of the information provided to customers.



*Household
supply points*

24,700

Electricity

7,400

Natural gas

Representing producers in Spain

We are fully immersed in the energy transition. The updated data regarding installed power as of 31 December 2020 offered by Red Eléctrica Española (REE) indicated that in Spain 3,738 MW of renewables were installed, of which 2,405 MW were solar photovoltaic facilities and 1,333 MW from wind power. This represents less of an increase than in 2019, mainly due to the absence of construction deadlines owing to previous auctions and the COVID-19 pandemic, which has delayed the construction of several projects.

According to the 2020 closing advance published by REE, the Spanish electricity sector generated 236 TWh, 5.1% less than in 2019. Taking into account the diversity of generation technologies, the first position was for nuclear energy with a contribution of 23%. Next, wind energy, which represented 22.2%; thirdly, we find the combined cycle with a contribution of 15.8% of the total and a growth that accounted for almost 10% more than last year; and, on the other hand, co-generation, with a contribution of 11.1%. Renewable technologies covered 45.5% of demand. It is worth highlighting wind energy production, which represented almost 22.5%. In second and third position, we find hydraulic and photovoltaic energy with 12.8% and 6.2% of demand coverage respectively. If we analyse the Nexus Energía data, the growth in the managed energy in the market representation business can be clearly visualized. The increase in 2020 in energy has been 36% in relation to 2019 data, which means that a total of 7,415 GWh has been sold in wholesale markets. The same comparison from the point of view of power installed in 2020 shows a growth of 60% in relation to 2019, representing a total of 4,303 MW at the end of 2020.

**Spanish
market**

45.5%

*Coverage of the
demand for renewable
technologies*

3,738 MW

*Power installed in the
Spanish market in
2020*

In technologies, Nexus Energía continues to be the national leader in photovoltaic solar energy with 34% of the solar energy produced during 2020. In total, 4,442 GWh photovoltaic solar energy has been managed, a historic record for Nexus Energía. In second place, we find cogeneration with 1,006 GWh managed in the market, followed by wind energy, with 974 GWh managed in 2020. A new development in 2020 has been the expansion of technologies represented by including thermosolar energy in the portfolio of producers with an installation of 50 MW.

The great challenges that we have faced in the financial year have been the consolidation of the growth of the representation portfolio, combining some producers benefiting from the premiums of renewables and some new customers with a market exposure of 100% of its income. This has generated new needs for our customers that encourage us to develop new solutions/products in order to remain competitive.

We have perfected and expanded the price coverage solutions for our represented producers, a fact that has generated a very significant increase in the contracting of these products, and which has built loyalty and increased the profitability of these customers. Therefore, a decision was taken in 2020 to invest resources in the development of the Control Centre and the management tools of the products in the markets to be able to participate in the REE adjustment markets. A project has also been launched to establish a Regulatory Area that will allow access to the Secondary Regulation market, in addition to Tertiary Regulation and Deviation Management. Without a doubt, the energy transition has begun and the challenges we face are becoming more sophisticated and specialized.



17,565

*Renewable producers
represented*

7.4 TWh
*Energy
represented*

34%
*Market share in
photovoltaic
representation*

International subsidiaries

In 2019 we decided to divest in Germany. All said and done, we have started the winding-up process and we entered the formal notice of liquidation last August. We hope to be able to bring the process to an end in 2021. It is an ambitious deadline, as we know that we cannot do it in less than a year due to German regulations.

Concerning Portugal, there is very good news in terms of the LUZBOA team results and performance. The 2020 result exceeds the best scenario and sets the bar very high for forthcoming financial years. Regarding representation, we can confirm that we have fully entered the hydroelectric market and we already have a dozen mini-plants under our supervision, as part of our attempts to access the photovoltaic market by 2021.

Finally, in Mexico, we have increased the power represented in plants of all kinds. More great news: we have attracted the first electricity trading customers that we will begin to supply in 2021. The Mexican market is different from ours, both in terms of pace and regulation, so the success of these two customers allows us to be optimistic about obtaining a return on investment by 2022.

Energy managed



1.3 TWh

MEXICO representation



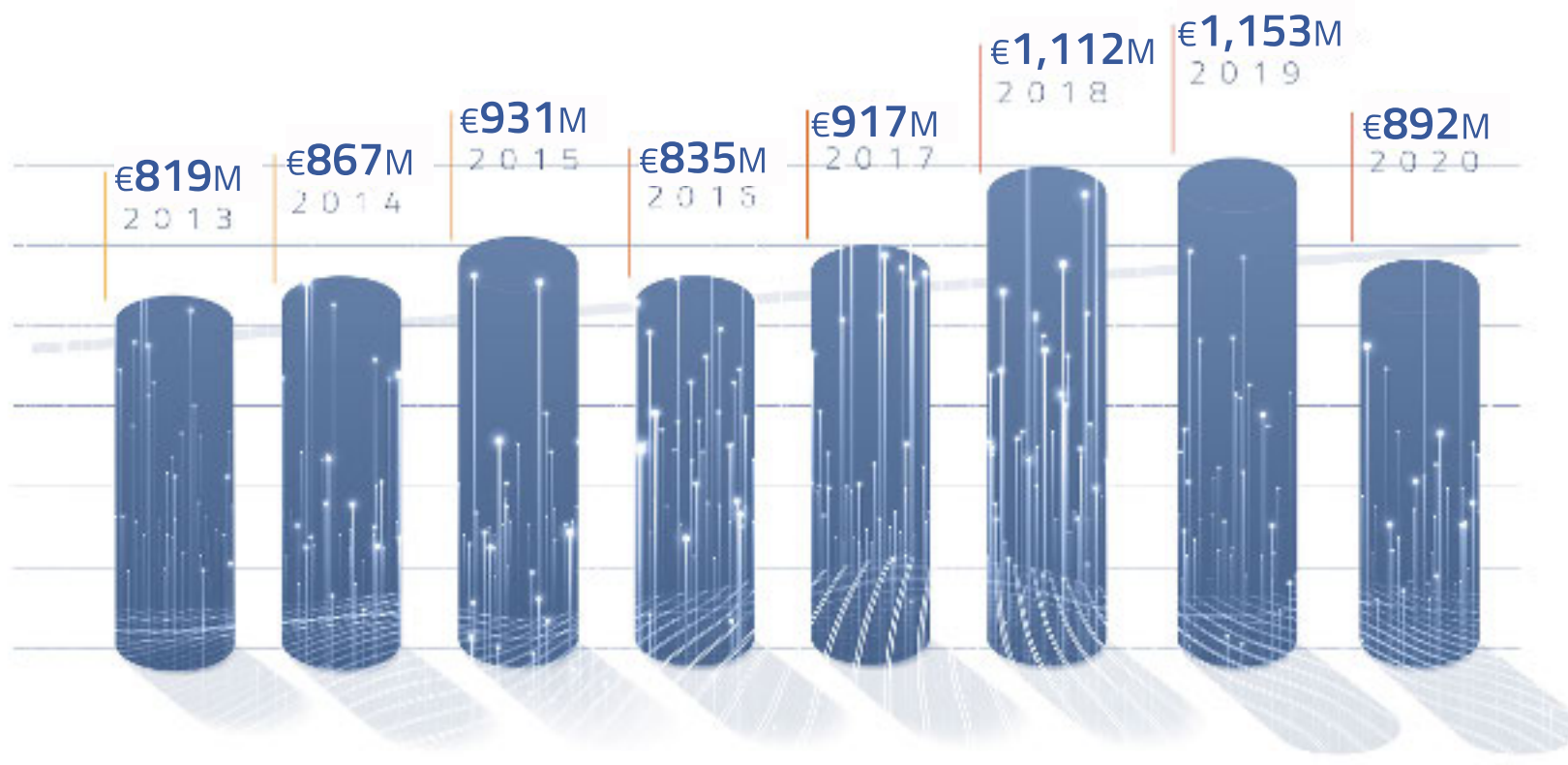
193 GWh

PORTUGAL
trading

Turnover development Nexus Energía Group

A sure way to consolidate growth

€892M
Consolidated Turnover 2020



Nexus Energía Group: key figures



€892M
Turnover



€7.8M
EBITDA



€29.5M
Equity



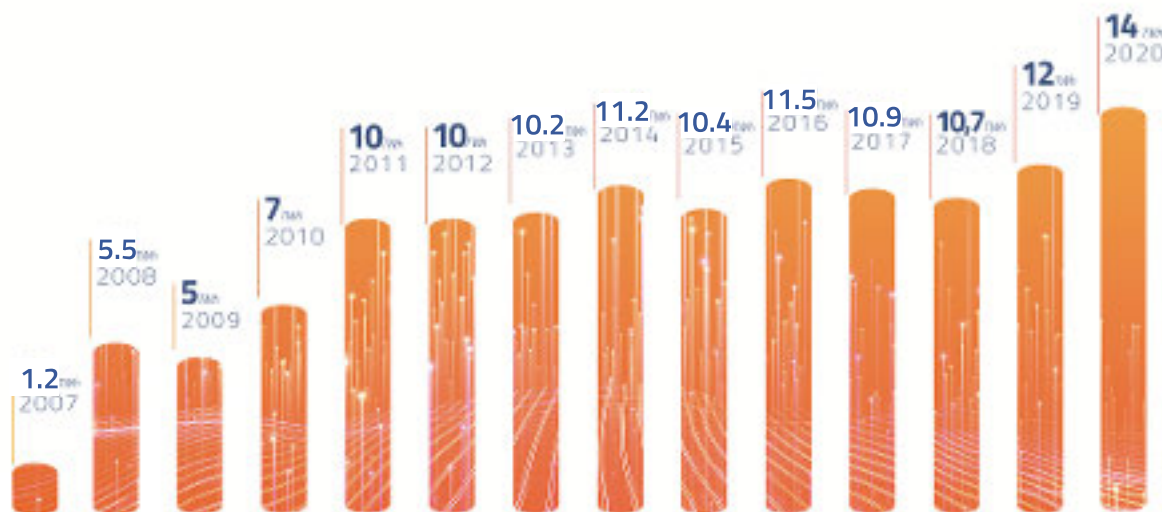
more
than **17,500**
Renewable
producers
represented



14TWh
Managed energy

Energy managed Nexus Energía Group

A business balanced between the trading of electricity and gas, together with a great representation business.



1.3

14 TWh

8.7

Energy managed in 2020*
Nexus Energía Group

People

People Management policies that improve people's satisfaction and motivation and, as a result, increase their enthusiasm, commitment, satisfaction and pride in belonging to Nexus Energía. Our goal is for each person to find their own path to growth in the company, contributing with their personal development to the progress of the organization and to the evolution and growth of the business.

This year, 2020, has been especially tough socially. At Nexus Energía, we have closely supported our team of people, guaranteeing as far as possible and at all times their well-being, health and safety and supporting them during each stage of the COVID-19 pandemic. The flexibility and remote working measures adopted, as well as safety protocols when returning to work in person, have been our highest priority in order to ensure their health and the viability of the business.

People at Nexus Energía are passionate about energy and are committed to social values and improving the environment. The corporate social responsibility policy of Nexus Energía is based on the professional integration of people with different abilities. For this purpose, it collaborates with Randstad Foundation by carrying out different volunteer activities and internal awareness days. Regarding equality, Nexus Energía is proud to have a very balanced staff. The management committee that reports to the General Management comprises 50% women and 50% men.

In 2020, we have worked closely with our team of people, guaranteeing their well-being, health and safety to the maximum

57%
Women

43%
Men

191
Total employees
2020

What guides us?

Commercial Growth in the corporate and household sector

With an extensive commercial network supported by its commercial partners, Nexus Energía accelerates its growth in the commercial area of electricity and natural gas in Spain for businesses, the public sector and the household sector with Esfera Luz.

Representation of producers

From its beginnings, Nexus Energía has consolidated leadership in the representation of renewable energy producers with various PPA agreements and innovation in services. The Group's growth must undergo technological diversification in this segment.

Valuable services for the energy sector

The trading range is expanded with ancillary services in terms of self-consumption, energy consumption and energy efficiency tools.

International expansion

Nexus Energía seeks to consolidate activity in the different geographic markets in which it operates and to always focus on their development and potential opportunities.

Wholesale services for the energy market

Nexus Energía has a strong position in wholesale markets that allows it to offer management services for large energy portfolios in those markets through various types of contracts.

Green energy

For Nexus Energía, the future is sustainable. That is why we involve our customers in the change towards a new energy model, promoting the consumption of green energy amongst our customers and self-consumption in Spain as a more sustainable model of consumption. Year after year, we strengthen our leadership in the representation market, alongside renewable energy producers.

Today we are the second representative of renewable energy producers in Spain with over 17,500 plants represented, and we are leaders in the representation of photovoltaic energy.

During the year 2020, we supplied 100% renewable electricity certified through guarantees of origin to all our customers. We have been a 100% green marketer since 2017. In addition, our residential customers have the option of choosing the producer they want to support to help keep their project alive and promote the local economy.

Leadership in the energy transition is one of our strengths. Through information, transparency and education, we promote the consumption of green energy in homes and companies, and assist them in understanding their consumption and to manage it more responsibly.

*We have been a
100% green
marketer since
2017.*

 **nexus**
renovables

2.6 GWh

Renewable energy
generation

100%

Renewable energy

0%

Radioactive waste
Carbon content

Sustainable Development Goals

At Nexus Energía, we are committed to the Sustainable Development Goals set by the United Nations that pursue equality amongst people, protect the planet and ensure prosperity.

PEOPLE

3 GOOD HEALTH AND WELL-BEING



Our highest priority is to preserve the health and well-being of our employees. Any initiative, policy or regulation always focuses on the individual. To do this, we encourage active listening to people and support them in each process. In 2020, the pandemic was managed with the maximum amount of caution in order to guarantee the health of the company's employees. There was only one outbreak, which has now been controlled, at one of our sales branches.

5 GENDER EQUALITY



The management and treatment of people on an equal basis, regardless of gender and any other difference, is part of our DNA. Our staff comprises 57% women and our management team comprises 50% women. Gender equality has always been something natural in the company.

PROSPERITY

8 DECENT WORK AND ECONOMIC GROWTH



People are our top priority. We cover the entire employee experience, from attracting and retaining talent to ending the working relationship and subsequent support. We have a highly qualified, strong and motivated team to address the challenges of our business growth plan and focus on their development for their personal and professional satisfaction.

10 REDUCED INEQUALITIES



We embrace diversity and inclusion in our business culture. We count on people from different countries and encourage the inclusion of people with different abilities through specialist structures.

PLANET

12 RESPONSIBLE CONSUMPTION AND PRODUCTION



In 2020, we installed a photovoltaic solar plant at our headquarters in Barcelona that will produce 6,823 kWh per year. This will cover 3% of the total energy consumption of the building, and in addition, will allow us to reduce 2,115 Kg of CO2 emissions per year.

Additionally, 100% of our commercial fleet of vehicles are electric hybrids and we have installed a charging point for electric cars in our car park. We continue to make investments in the change of lighting, leading to savings of 3.25% with respect to total electricity consumption.

11 SUSTAINABLE CITIES AND COMMUNITIES



We involve our customers in a sustainable future. In 2020, 15,900 customers of companies and public administrations were green, and 24,700 residential customers received renewable energy. In 2020, we won thirteen 100% green public tenders and 14 more contracts were

extended.

We encourage more sustainable electricity consumption among our customers with a clear commitment to self-consumption in companies. Through our self-consumption model, they can benefit from a lower energy cost by reducing consumption and optimizing the purchase price, and the income from the sale of the surplus.

7 AFFORDABLE AND CLEAN ENERGY



13 CLIMATE ACTION



We have been a 100% green marketer since 2017. At Nexus Energía, S.A. we offer the option of contracting your electricity supply with the guarantee of renewable origin. Our household customers can only contract green energy and we are committed to self-consumption projects so that companies can take advantage of the solar energy produced on their own roofs.

We are the second representative of renewable energy producers in Spain and a leader in the representation of photovoltaic energy, with a 34.6% share in this segment and over 17,500 plants represented. We have agreements with our renewable energy producers for the transfer of their guarantees of origin and our residential customers can choose the producer they want to support in order to help keep their project alive and promote the local economy.

PARTNERSHIP

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



We promote innovation projects in the field of energy. This is the case of a demand aggregation pilot project that aims to verify the ability of some customers to make their electricity demand more flexible in order to participate in the future as actors in the electricity market.

Corporate governance

The objective of Nexus Energía Group Corporate Governance is to establish adequate management for the company, make decisions in accordance with our ethical principles and help create value in our environment and for our stakeholders. Beyond its legal obligations, Nexus Energía seeks to adopt the best recommendations and good practice in matters applicable to our organization.

The review and continuous improvement of Corporate Governance is a priority. Our Corporate Governance system currently consists of the Articles of Association, Mission, Vision and Values, the Rules to regulate the corporate bodies such as the Board of Directors Regulations and those of the Audit Committee, and finally the Internal Regulations that regulate our Management System, which covers the Code of Ethics and Conduct of professionals or suppliers.

The Board of Directors, except for powers restricted to the General Shareholders' Meeting, is the body with full competence and broad powers to manage, represent and administer the Company and its Group. It focuses its activity on the definition, supervision and control of general policies, strategies and guidelines, including those related to corporate governance, risk management and internal control systems and their compliance. The Board has two Committees that support it: the Executive Committee and the Audit Committee.

Code of Ethics and Conduct
of professionals
and suppliers



The Executive Committee, chaired by the Chief Executive Officer, and the General Management exercise the executive duties delegated by the Board of Directors and, together with the Management team, carry out the Group's activity and carry out the day-to-day management of the businesses under the Board's policies and guidelines.

The Audit Committee is an advisory body whose task is to supervise, advise and provide information on aspects related to risk management, the internal control and compliance system, the preparation of financial information, and internal and external auditing, amongst others.

It is responsible for the Internal Audit function, which independently helps the Committee and the Board in the effective performance of their responsibilities, promoting the implementation of risk management and internal control and improving processes and activities.

It is also responsible for the Data Protection and Information Security Committee, which ensures compliance with existing legislation and promotes best practice in terms of information security and data protection.

There is a clear separation of duties between the Board, the Committees and General Management that ensures an adequate balance in the Group's corporate governance structure.

Additionally, in relation to Management Systems certified by AENOR, we have been awarded various certifications, details of which are on the right-hand side of this page.

Management Systems certified by AENOR



*Information Security
Management System*



*Comprehensive Quality and
Environmental Management
System in the electricity and
gas trading activity*



*Energy Management System
at the Barcelona headquarters*



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