



**Invited Speaker &
Panel Moderator**

**Dr. Ksenia
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Panel Discussion Moderator (G07)
**Flexibility provider's journey - A rocky road
(G0801)**

Talk Title

Flexibility provider's journey - A rocky road

Biography

Dr. Ksenia Tolstrup is Director at Magnus Energy Netherlands. She leads Magnus Energy's Technical Advisory practice along with multiple strategic projects related to wholesale electricity & balancing markets, flexibility integration, & hydrogen transition for all types of stakeholders in the flexibility value chain. She has over a decade of experience in the energy sector in consulting and research.

As a Senior Research Engineer at AIT Austrian Institute of Technology, she further focused on TSO and DSO system services, balancing and congestion management, and their modelling. She led multiple national and international projects across Europe and authored over 40 top-journal articles, book chapters, conference papers and project reports.

She has a PhD cum laude in energy economics from Delft University of Technology and a Master's degree in Environmental Technology & International Affairs from TU Vienna and the Diplomatic Academy of Vienna.

| Abstract

The European electricity system is entering a new phase of complexity, where flexibility is no longer a niche topic but a core system resource. Rapid growth in variable renewable generation, increasing electrification, and tighter network constraints are reshaping operational realities across EU Member States. Volatility has intensified across all timeframes, balancing volumes are expanding, and congestion management and connection queues are becoming systemic rather than exceptional across geographies. Against this backdrop, flexibility providers find themselves navigating a system that is both richer in opportunity and more demanding in terms of strategy, risk management, and execution.

This presentation traces the evolution of the European flexibility landscape, from relatively siloed market participation toward an increasingly interconnected ecosystem of day-ahead, intraday, balancing, and emerging local or congestion-related mechanisms. While the proliferation of market segments offers new revenue streams, it also introduces significant coordination challenges. Flexibility providers must now optimize across multiple products with different gate closures, activation logics, and remuneration schemes. This often happens under conditions of heightened price uncertainty and strong cross-border interdependencies.

At the same time, the regulatory framework continues to evolve, further shaping both opportunities and constraints. Developments such as the forthcoming Network Code on Demand Response, alongside ongoing refinements in balancing platforms and congestion management approaches, aim to unlock additional flexibility while ensuring system security and market integrity. However, these changes also raise important questions around market access, product design, and the distribution of value across participants.

The presentation combines market insights with practical perspectives and concludes by outlining key open questions for flexibility as a sector and exploring potential pathways toward successful business strategies. What capabilities will differentiate leading flexibility providers? How can actors balance optionality with operational complexity? And what role will data, analytics, and decision-support tools play in navigating this “rocky road”?