



Protect the P&L with **Real-Time** Margin Insight

Real-time gross margin visibility for energy retailers – turning settlement complexity into transparent financial performance.



The Business Problem

Suppliers face continuous margin pressure, but fragmented data and delayed reporting create blind spots that allow margin leakage – and financial risk – to go undetected.

1. Margin insight arrives too late – reported post-settlement rather than in time to take operational action.
2. Financial and operational data are fragmented across billing, ledger, and settlement systems, preventing a single trusted view of margin performance.
3. Revenue leakage goes unseen – driven by billing inaccuracies, settlement variances, and tariff complexity that finance and operations can't easily trace or quantify.
4. Teams work reactively, not proactively, spending time reconciling numbers instead of controlling margin, managing risk, or improving performance.

The Impact

Inaction doesn't keep margin flat – it accelerates leakage, delays correction, inflates operating cost, and increases strategic exposure.

1. Even well-performing suppliers can lose 1–2% of annual energy costs to avoidable leakage, according to [ESG's 2026 study](#) on UK energy retail'.
2. Most suppliers identify issues retrospectively, often weeks after the damage occurs.
3. Manual, spreadsheet-driven reconciliation drains productivity and margin. This operational drag can lead to labour inefficiency for mid-to-large suppliers.
4. Strategic risk is driven by:
 - Mispriced tariffs – leading to margin erosion
 - Incorrect hedging signals – distorting procurement decisions
 - Regulatory exposure – increasing audit and compliance risk

The ENSEK Approach

- 1. Unified Margin View**
Unify operational and financial drivers into one accountable margin model – giving teams a single source of truth.
- 2. Near Real-Time Insight**
Move from retrospective reporting to automated, daily operational visibility.
- 3. Exception-Led Control**
Surface margin anomalies early – enabling faster intervention and reduced risk.
- 4. Retail-Native Design**
Designed for retail energy complexity, not adapted from generic finance tooling.

Business Outcomes

- ✔ Reduce margin leakage through earlier visibility and control
- ✔ Accelerate margin visibility from months → days/hours
- ✔ Improve pricing and hedging decisions
- ✔ Strengthen audit readiness and confidence in reported margins
- ✔ Reduce finance and operations overhead through automation and efficiency

Goal: De-risk The Decision

- ⚡ Used by leading UK energy retailers
- ⓘ Even well-performing suppliers can lose 1–2% of annual energy costs to leakage ¹



¹ ESG Global, "The Hidden Cost of Revenue Leakage in UK Energy Retail," January 2026. [Available here](#)

Why ENSEK Is the Right Partner

ENSEK is built for the unique complexities of energy retail. With deep regulatory and market understanding, it is trusted by suppliers navigating evolving frameworks and reforms globally. By design, it aligns finance and operations around a single source of margin truth – proven at scale across high-volume, high-complexity portfolios in multiple markets.

**Request a technology conversation
with a margin assurance specialist.**

Start the conversation

Gross Margin Reporting. Nothing beats knowing.