



**MORE
ENERGY
FOR YOUR
FUTURE.**





More energy for your future.

The energy supply of the future is a key concern in today's society. How will we meet our energy needs reliably and affordably, both today and tomorrow? When it comes to protecting the climate, how can we achieve quicker progress and greater efficiency? What technologies and fuels should be used in the future? The path towards a CO₂-free energy landscape is clearly outlined, but we are still a long way off from being able to meet future demand with renewable energies on a similar scale and with the same reliability as we can with conventional energy sources.

It is clear that the journey to the energy of the future will be a difficult one. We will all need to show vision, strength and persistence. However, the right framework is also needed so that the energy industry can adapt to future requirements. In other words, we need an energy policy with the courage to see sense - after all, clear CO₂ reduction targets that take supply security and affordability into account are needed if we are to sensibly protect the climate. This will only be possible if conventional fuels and renewables are coupled together to optimise CO₂ emissions.

Fortunately, many people are realising that natural gas can play a key role in a sustainable energy supply. Natural gas is the most environmentally friendly among conventional energy sources, with a high level of supply security. Natural gas will therefore have to play a central role in the energy landscape of the future - with efficient technologies in all sectors, whether as a system partner to renewables in the heating market, as an important backup in electricity production or as a clean alternative fuel for mobility purposes; after all, electric vehicles alone will not achieve a mobility revolution in the medium to long term. Not to forget the well-developed infrastructure which is already in place and can be used for green gas too.

With more than 25 years of experience in the energy market, we are the right partner for a secure energy supply of natural gas. In Germany, Belgium, Austria, the Netherlands and the Czech Republic we successfully market a source of energy the significance of which will continue to increase in the future.

Imprint

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WINGAS reserves the right to make changes to the product range and to correct printing errors.

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About us.

CHANGE HOW YOU THINK AND YOU CHANGE THE WORLD.

We are known for our more than 25 years of experience in the reliable and safe supply of natural gas. We know that there is a lot more to natural gas than meets the eye! Natural gas provides efficient, affordable energy, making it a key player in the future energy mix.

Because natural gas produces minimal emissions, it also addresses the issue of climate protection. With innovative products and supply concepts, we enable our customers to join us as we discover natural gas as the way into the future.

More energy together - that's what we believe in and we work for with all our different skills. Because every single employee, with all their knowledge, experience and skills, makes WINGAS your strong partner.



Our path.

1990 Wintershall and Gazprom begin their cooperation in the gas industry. **1993** The WINGAS joint venture is established, 65% owned by Wintershall and 35% by Gazprom. **1998** WINGAS achieves a 10% market share in Germany. **1999** The largest gas storage facility in Western Europe, with a working gas volume of 4.4 billion cubic metres, is completed in Rehden, south of Bremen. **2003** WINGAS goes international and now supplies natural gas to customers in Belgium, France and the UK. **2005** Continued growth: WINGAS distributes natural gas in the Czech Republic. **2006** WINGAS TRANSPORT GmbH & Co. KG is founded, headquartered in Kassel. **2007** Gazprom increases its share of WINGAS to 50% (minus one share). WINGAS expands its market share in Germany to 13%. **2009** WINGAS invests in infrastructure - construction begins on OPAL. The pipeline has a transport capacity of 36 billion cubic metres of natural gas per year and runs from Greifswald to the Czech Republic. **2010** WINGAS TRANSPORT becomes the owner of the WINGAS pipeline network, which is over 2,000 km long. **2011** WINGAS is now active in eight European countries. In the same year, the Nord Stream pipeline goes into operation, with an annual transport capacity of up to 55 billion cubic metres of natural gas. **2012** WINGAS opens an office in Austria. The implementation of European standards brings changes: WINGAS GmbH is now responsible for natural gas trading. GAS-CADE Gastransport GmbH, OPAL Gastransport GmbH & Co. KG and NEL Gastransport GmbH take over natural gas transport; natural gas storage is the responsibility of astora GmbH & Co. KG. **2013** A success story celebrates its anniversary: 20 years of the WINGAS Group. **2015** WINGAS continues to grow and opens a new headquarters in Kassel. WINGAS becomes a wholly owned subsidiary of Gazprom. **2018** Integration into the Gazprom group goes ahead. WINGAS focuses on marketing natural gas to public utility companies and industry customers. **2019** Integration into the Gazprom Group is progressing. WINGAS focuses on the marketing of natural gas to municipal utilities and industrial enterprises and has once again received the silver CSR rating from EcoVadis. **2020** WINGAS is again awarded silver status in the EcoVadis Corporate Social Responsibility Rating.

What we stand for.

We're committed to an energy source with a future. Natural gas offers huge potential, and its versatility makes it ideal for the differing demands of our customers. On a daily basis, we provide our customers with energy that is affordable, reliably available and as climate friendly as possible.

Natural gas scores high with its efficiency and carbon footprint. Burning natural gas produces significantly less CO₂ than burning oil or coal, making it the most eco-friendly fossil fuel we have. And thanks to its versatility, it's a cornerstone of the modern energy landscape that combines climate protection, renewable energy, supply security and affordability.

Due to growing international demand for natural gas, the search for and mining of natural gas has been significantly developed over the past few years. The proven global reserves of natural gas will last for 200 years. Good reasons for us to be fully committed to this energy source in our work. And for you too.





 Our locations

Our locations in Europe.

Kassel (Germany)



WINGAS Headquarters

As a wholly owned subsidiary of GAZPROM Germania GmbH, WINGAS GmbH is one of Europe's largest natural gas suppliers. Our customers include municipal utility companies, regional gas suppliers, industrial facilities and power plants. Together with BASF subsidiary Wintershall, the company was founded in 1993 by PAO Gazprom, the world's largest producer of natural gas, to supply the German energy market.

www.wingas.com

WINGAS Fiber Optics

Covering the whole of Germany, WINGAS operates its own 3,000 km-long fibre-optic cable network, which was laid parallel to the natural gas network. In addition, thanks to cooperation agreements, we have another 5,000 km of fibre optic cables available for marketing. The cables are primarily leased as dark fibre to telecommunications companies, but also to Internet service providers, supply companies and industrial clients for data transferral.

www.wingas-lwl.de



Lubmin (Germany)

CHP plant

The city of Lubmin, near Greifswald in north-east Germany, is home to the combined heat and power plant (CHP) jointly established in 2013 by WINGAS and E.ON Energy Products. This CHP system produces enough energy to supply 50,000 households with heat and electricity. The plant also offers impressive flexibility - thanks to highly efficient and flexible gas turbine technology, it can ramp up from standstill to full-load operation in just a few minutes.

Brussels (Belgium) and Rijswijk (Netherlands)



WINGAS Benelux

WINGAS Benelux is represented in two locations: Brussels and Rijswijk. Since our first activities in the Benelux countries in 2003, we have continually increased the sales of natural gas and the number of customers in Belgium and the Netherlands. Due to this success, WINGAS Benelux opened a second office in the Netherlands in 2011.

www.wingas.be and www.wingas.nl

Vienna (Austria) and Prague (Czech Republic)



WINGAS Central Europe

WINGAS has been supplying natural gas to its customers in Austria and the Czech Republic since 2006. In 2012, WINGAS opened its own offices in Vienna and Prague to boost its offering to its customers on site.

www.wingas.at and www.wingas.cz

The benefits of natural gas.

THE BEST THING ABOUT NATURAL GAS? EVERY SINGLE KILOWATT HOUR.

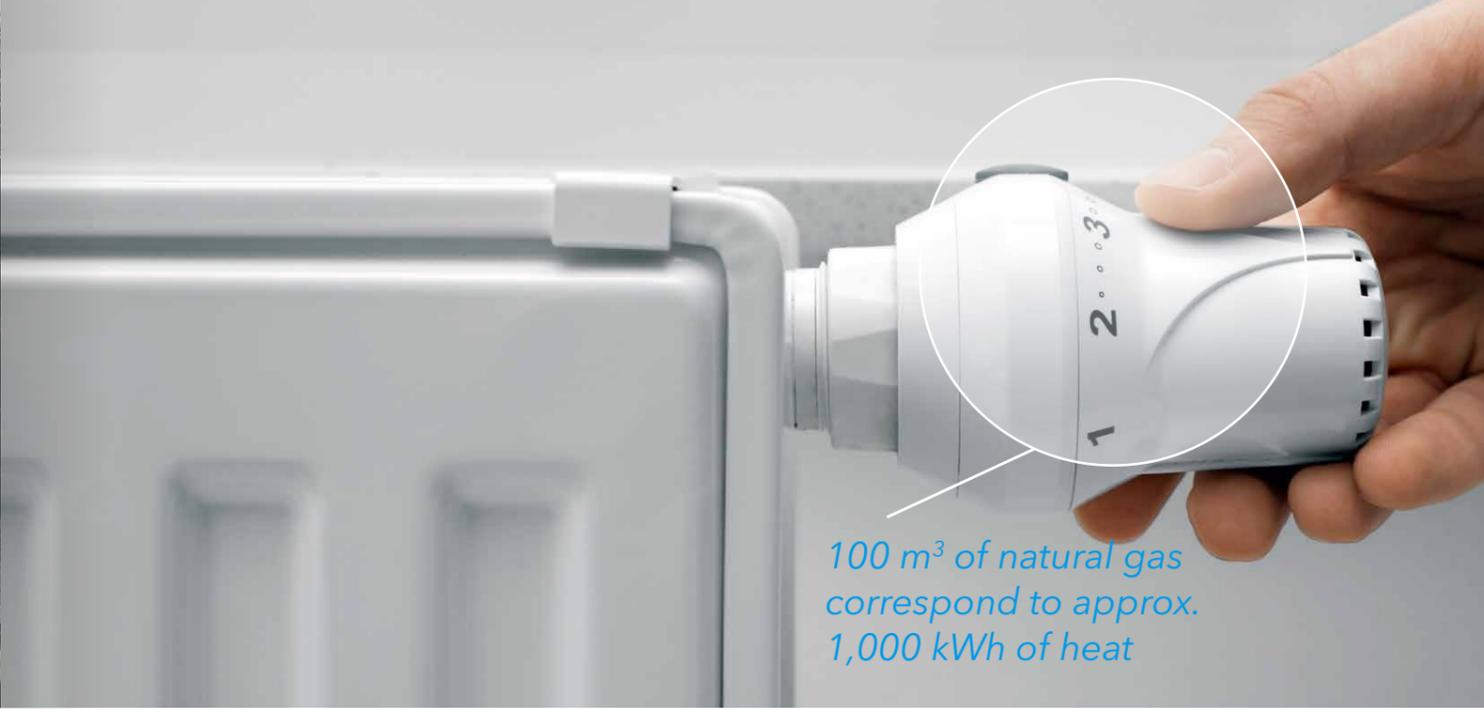
Along with its environmental compatibility, natural gas offers other key benefits that promote its increasing use. No other fossil fuel is as flexible, efficient and versatile in its use. Thanks to reliable and affordable technology, natural gas is an excellent substitute for CO₂-intensive energy sources, offering broad-scale savings potential:

Enormous amounts of energy are consumed worldwide in the heating market. There is great potential for cost-effective and, more importantly, fast reductions in CO₂ through the use of advanced natural gas technologies, particularly in countries with good gas infrastructure.

In the mobility sector, natural gas as a fuel is an environmentally friendly alternative to oil products. It generates up to 24% fewer CO₂ emissions than gasoline, produces almost no particulate matter and scores high thanks to its low fuel costs.

In the electricity market, natural gas – thanks to its low CO₂ emissions – has become the key tool to tackle climate change, working alongside renewable energies. Natural gas power plants are highly flexible and can offset the fluctuating power input from renewable energies, thus ensuring a secure supply.





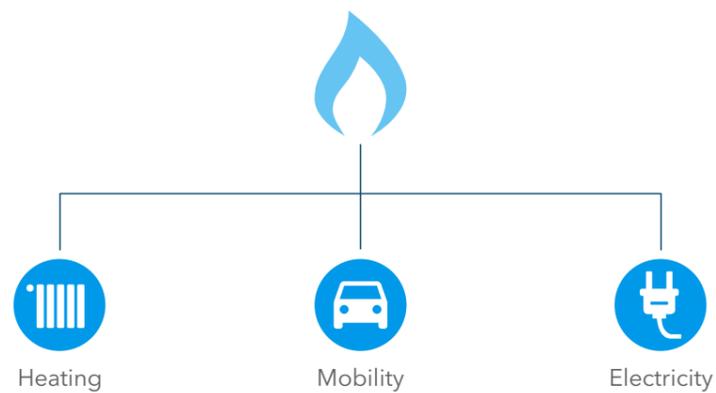
What makes natural gas sustainable.

Natural gas is the most eco-friendly of all fossil fuels, making it an integral part of a sustainable energy mix that combines climate protection, supply security and affordability.

Natural gas excels in the heating market with modern heating systems, in power generation with cogeneration plants and in the transport sector with environmentally friendly natural gas vehicles. Its cost-efficiency, its environmental sustainability and its highly convenient application mean more and more private households and industrial companies are opting for natural gas. That's why the significance of natural gas in the worldwide energy mix is set to increase.

A well-developed natural gas network ensures a secure supply. It is supplied by both domestic mining and Europe-wide import sources. Natural gas storage facilities also contribute to the secure supply of natural gas.

Natural gas is a versatile energy source that is affordable, environmentally friendly and safe.



Heat from natural gas.

The heating market plays a key role in the reduction of CO₂ emissions. Here, modern natural gas applications can be used with especially high potential. The generation of heat, for instance, produces more than one-third of CO₂ emissions in Germany. In many cases, the easiest and most efficient way to quickly reduce CO₂ is to install a new natural gas condensing boiler. In contrast, completely renovating building facades, cellars and attic rooms is often much more expensive.

Benefits:

- Natural-gas-based heating technologies such as condensing boilers are affordable to set up and run.
- A wide variety of systems are available on the market, so there is a solution for every wallet.
- Heating systems that run on natural gas are more eco-friendly than those on oil or coal because methane generates substantially less CO₂ when burned.
- Natural gas heating systems using bio or green natural gas can even achieve almost climate-neutral operation.

100 m³ of natural gas correspond to a range* of approx. 1,700 km



Photo: ERD GAS mobil

100 m³ of natural gas correspond to approx. 400 kWh of electricity and 500 kWh of heat*



Mobility with natural gas.

It is the significant CO₂ savings that make natural gas an alternative to traditional engines. Compared to standard gasoline motors, natural gas vehicles have up to 24% lower emissions.

The growing network of natural gas refuelling stations in Europe can support a breakthrough for natural gas technology in the automotive sector. There is also great potential to lower emissions in the transport sector through the use of liquefied natural gas (LNG) by the heavy-transport and shipping industries.

Benefits:

- Today, natural gas passenger cars already meet the CO₂ cap requirements established for 2020.
- Natural gas produces significantly less CO₂ and nitrogen oxide than petrol and diesel, and almost no particulate matter is emitted during combustion.
- LNG is also available as a clean alternative in the haulage and shipping of heavy goods.
- Germany has an extensive network of natural gas filling stations.

* For example, in a VW Golf TGI BlueMotion.



Electricity from natural gas.

Natural gas is the ideal complement to electricity generation using renewable energies, which requires conventional generation capacities to be quickly available. Reliably available, it can be used any time, even when the wind is not blowing and the sun is not shining. As an efficient, flexible and environmentally friendly solution for power generation, natural gas is the ideal complement to regenerative power generation.

Benefits:

- Thanks to the high efficiency rates of natural gas power plants and CHP plants – especially when compared to traditional coal plants – natural gas is highly efficient and saves costs. This helps to offset fluctuations in the power grid.
- The construction of natural gas power plants costs only half of that of a comparable coal plant and can be completed in much less time.
- The deployment of highly flexible gas-fired power plants can offset the volatility of the supply of renewable energies into the electricity network, which in turn provides supply security.
- Decentralised CHP plants are not only energy efficient, but also save transportation costs because the heat and electricity produced do not need to be transported across long distances.
- Natural gas burns with substantially fewer CO₂ emissions than coal, because methane has a much lower carbon content.

* Combined heat and power generation at a modern CHP plant.

Our products and services.

RETHINKING IS THE FIRST STEP. WE ARE HAPPY TO HELP CARRY IT OUT.

In order to provide you with an individual offer, we have come up with a service and product range that is as flexible as possible. An overview of our products and complementary services can be found on the following pages. We are happy to offer you personal advice.



What we are committed to.

The assumption of social responsibility in the sense of sustainable economic management - CSR (corporate social responsibility) for short - continues to gain in importance in global economic relationships and also for WINGAS. We are always anxious to put ourselves to the test in the areas of environment, labour & human rights and ethics & sustainable procurement and to improve continuously. In 2020 we again underwent the independent EcoVadis (CSR) evaluation process and - despite a more stringent rating system - we again received a silver CSR rating. This puts WINGAS among the top 25 percent of companies rated worldwide by EcoVadis.

Why our natural gas is a good fit for you.

For all things related to natural gas, we have the right contract for you. We will find solutions that meet your individual requirements.

Whether you are interested in climate-friendly products or your project requires planning flexibility or budget certainty, if you'd like to minimise expenses for managing your contracts or simply want to take part in market movements - our products are tailored to your portfolio and your needs.

What we can offer.

We call upon our expanse of expert knowledge in order to find a tailor-made solution for you - because we have made it our business to cover your natural gas requirements safely and efficiently. In addition, as a partner with over 25 years of experience, we are always at your side and offer you the benefits of a comprehensive service:

- We offer you natural gas at competitive terms and an attractive price-performance ratio.
- We ensure smooth and professional transactions and can be reached quickly in case of any questions.
- Our Account Management will provide you with advice in compiling tailor-made contract solutions.
- Standard trade products can be obtained from our Sales Desk.
- We deliver your natural gas reliably and safely and in the desired gas quality.

Our ideas for your requirements.

Tailor-made products



Price flexibility

- For more planning certainty of profits and costs
- To participate in current market developments

Price models

- Fixed commodity charge
- Gas-indexed commodity charge
- Tranche models
- Price options



Volume flexibility

- In the event of fluctuations in demand, e.g. due to the order situation, weather, production capacity utilisation, processes or peak loads
- Back-to-back procurement for major new orders or new customer acquisitions

Quantity models

- Standard trade products
- Variable procurement quantity
- Temperature models
- Quantity options

Customised services

Newsletter

Want to stay up to date on the latest market trends? Then subscribe to our WINGAS customer newsletter.

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Knowledge transfer in dialogue

WINGAS regularly offers you various events - from regional events to info talks. Here you can quickly and comprehensively inform yourself about current industry topics, exchange information and make new contacts.

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WINGAS LWL (fiber optics)

WINGAS LWL operates its own fiber-optic cable network in Germany, which is around 3,000 kilometres long. The capacities are marketed to telecommunications companies, municipal utilities and industrial enterprises. WINGAS LWL has a total portfolio of around 8,000 kilometres.

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Flexible gas procurement online

Via the WINGAS customer portal, you can quickly and easily purchase standard natural gas trade products and exercise your contractual options. Furthermore, you get an overview of completed, ongoing and possible transactions. This way you are always up to date and you have all the important data at a glance.

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Greater market transparency for our customers: Our newsletter.

If you want to shape the future, you must always stay up to date. That's why we provide our customers with a weekly market newsletter on request. It provides regular information on valuable market development indicators and gives new impetus.

Overview of contents:

- Market news
- Realised & anticipated LNG imports
- Retrospectives
- Market analyses (TTF CAL, NCG Season, GPL Day Ahead)
- Gas forward curve
- Location spreads
- NetConnect Germany Forwards
- Oil prices
- Reservoir levels

Subscriptions

You're a WINGAS customer and are interested in signing up for the newsletter?

Subscribe now free of charge:

newsletter@wingas.de

Exchange views: Knowledge transfer through dialogue.

Those who see things from various perspectives will find the best answers. That's why we regularly offer various special events for our customers. We want to give customers the opportunity to find out about current sector-related issues quickly, easily and comprehensively. And we always enjoy personal contact and the lively discussions that take place.

erdgas.dialoge

Every year since 2011, we have been inviting our customers to this series of regional events. Experts from WINGAS and external speakers share information in an informal setting on current topics covering politics, market matters and industry practice. As the title of the event suggests, the focus is on discussion, exchange and dialogue.

Info Talks - Expertise meets practice

Guests are invited to the Info Talks at short notice and on specific occasions. The talks look at regulatory and other energy-related topics and provide opportunities to ask questions and hold discussions with us.

WINGAS fibre-optic cables.

Connecting the nation: the fibre-optic network from WINGAS.

- Marketing of a Germany-wide network
- A variety of locations for your transmission technology
- Participation in "Breitband in der Fläche" (providing faster broadband in rural areas)
- Numerous connections and possibilities to connect with other network operators
- 24/7 monitoring and service
- One-stop shop for project implementation
- Decades of experience in fibre-optic technology

We are happy to provide you with detailed route sections on request:
info_lwl@wingas.de

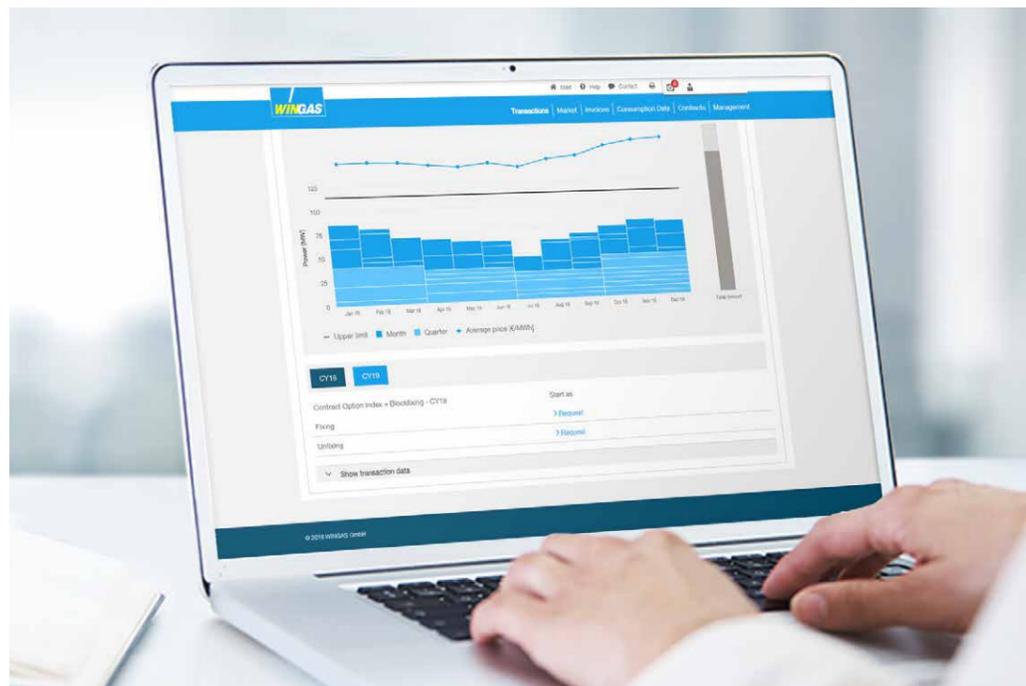


WINGAS customer portal: Flexible gas procurement online.

Via the WINGAS customer portal, you can quickly and easily purchase standard natural gas trade products and exercise your contractual options. Additionally, you have an overview of completed, ongoing and possible transactions. So we always keep you up to date, and you have all the important data at a glance.

Intraday price data allows you to take advantage of market opportunities. You can also monitor whether price limits have been reached quickly and easily and thus respond at the right moment.

All this and other services await you in a user-friendly design.



The features and contents.

1. Transaction area

In the portal, you can make quick and easy purchases of standardised natural gas products as well as exercise your contractual options. With just a few clicks, you can now do everything online that you used to do via e-mail and telephone through our Sales Desk.

2. Contract monitor

You receive a quick overview of all your contracts with contractual options that are conducted via the Sales Desk. For all ongoing and concluded contracts, the options that have already been exercised are viewable as graphics or tables.

3. Usage data

You can view up-to-date information on what quantities you have purchased and which have been settled. With the help of charting, comparison and filter functions, you can create, download and process your own overviews.

4. User management

With the help of delegated user management, you as a customer have access to authorisations yourself and can decide who has access to which functions in your company.

5. Gas prices and market information

You can view the development of all major natural gas prices. End-of-day and intraday data are displayed.

6. Price alert

You can automatically monitor when price limits are reached. If the chosen price limit is fallen short of or exceeded, a price alert is triggered and you receive a message from the portal.

7. Invoices

You can view your invoices and filter and sort them according to your preferences. You can also download the data for internal processing.

8. Portal messages

You are notified of any new information in the portal and can manage the notifications yourself. Portal messages are encrypted and cannot be viewed by other users.

9. Contract data

You have an overview of the most important key data on your contracts.

Where to find us.

YOU PREFER CONSULTING FACE TO FACE? WE'RE RIGHT THERE FOR YOU.

More energy - together. That's more than just our guiding principle. It's the attitude that motivates us day by day to find the ideal solution for you and with you. As we accompany you on the path to your climate-efficient energy supply, we rely on direct communication, a collaborative exchange and a trustful working relationship.

Whether you are looking for a framework contract, individual advice or short-term portfolio optimisation - we are here for you. Uncomplicated and direct contact with us gives you the freedom you need in your day-to-day business.

We are just a phone call away.



Our Account Management: your personal contact in all matters.

You can reach us directly and personally – with no call centres, waiting times or office hours. Your account manager is a reliable contact at your side. Whether you need a basic contract, a supplementary agreement or tailor-made products and services, your account manager is happy to assist and advise you in all matters relating to natural gas. Based on your natural gas requirements, we work with you to determine the ideal solution for your company from a variety of possible contractual arrangements.

Your advantages:

- High level of expertise and market know-how
- Personal contact
- Individual products and services from a single source
- Long-term business relationship based on direct dialogue
- Flexible contractual arrangement according to your needs
- Attractive conditions

Our Sales Desk: your fast access to the natural gas trading markets.

Once a basic contract has been concluded with Account Management, you'll be given direct access to our Sales Desk. This enables you to acquire natural gas in a customised and structured manner at competitive prices, even without independent access to the trading markets. As part of your contract, this is where you can purchase standardised natural gas trade products quickly and easily and execute contractual options.

Your advantages:

- Individual portfolio optimisation with standardised trade products and schedules
- Fast response to market fluctuations
- Direct access to trade markets and market-based prices
- Improved competitiveness
- No obligation to conclude
- Individual holding period

Your contact options.

Natural gas & fiber optics sales

You will find your contacts for the topic of natural gas sales under **Contact on the following website**

www.wingas.com

You will find your contact persons for the topic of fiber optics under **"LWL - A strong team"**

www.wingas-lwl.de

Additional services for you

Your request for flexible natural gas supply - Marketing Desk

E-mail: sales@wingas.de

Your request for standard trade products

Mon.-Fri. during usual trading days
Telephone: +49 (0)561 99858-2666
E-mail: sales-desk@wingas.de

Your access to the customer portal

E-mail: portal@wingas.de

Interested in the weekly market newsletter?

E-mail: newsletter@wingas.de

Interested in our customer events?

E-mail: events@wingas.de



