GAZPROM GERMANIA

LNG Project Rostock – Chance and Challenge

Rostock/ 13th October 2014
GAZPROM GERMANIA GMBH

- European subsidiary of the world's largest producer of natural gas OAO GAZPROM with mother company Gazprom export (St. Petersburg)
- Founded: 1990

- Active through more than 40 subsidiaries in more than 20 countries world-wide
- Management: Vyacheslav Krupenkov and Andrey Biryulin
- 1,200 employees of which ~ 220 in Berlin
EUROPEAN EMISSIONS REDUCTION AGENDA DRIVES DEVELOPMENT OF ALTERNATIVE FUELS

- EU-6 (2013/2014) drives development of CNG and LNG as fuel for light, medium and heavy-duty road transport (CO2, NOx, particulate matter)
- Automotive industry investing in CNG and LNG models to achieve EU-imposed average CO2-fleet targets (120g CO2/km by 2015 and 95g CO2/km by 2020)
- Furthermore: Sulphur Emission Control Areas (SECA from 2015 in Baltic & North Sea) drive development of LNG as bunker fuel opposed to MGO or scrubber-technology (SOx)
- Further Emission Limits and Control Areas are advertised world wide
GAZPROM GROUP – NATURAL GAS FOR TRANSPORT

- The strategic objective is the development and expansion of CNG & LNG filling station network and the development of bunker markets on European level
- GAZPROM Germania Group extending CNG presence in Germany, Poland and the Czech Republic from 28 to >50 CNG stations by end of 2015
- Developments of Small Scale LNG production, medium- storage and distribution infrastructure in progress
- Gazprom group drives development for Small Scale LNG applications for road and maritime transport in Europe in cooperation with OEMs
- Active communication, education and stakeholder management at national, European and International level
**LNG AS FUEL – OPERATIONS GAZPROM GERMANIA**

- **2012:**
  - Roadshow with LNG busses + mobile LNG refueling station in Poland
  - Proof of feasibility of LNG-fuelled buses in 6 Polish cities together with Solbus

- **2013:**
  - 4-weeks field test with Volvo FM460 Methane-Diesel with ALBA (Berlin)
  - Trial of Volvo FM460 Methane Diesel under real live conditions in Germany (medium distances, 40 t)

- **October 2013:**
  - Launch of Europe’s first 11 LNG city busses in the Polish city of Olsztyn
  - Refueling station and fuel supply by GAZPROM Germania

- **January 2015:**
  - Launch of 35 LNG city busses in the Polish city of Warsaw
  - Refueling station and fuel supply by GAZPROM Germania
ROSTOCK – PART OF THE LNG WORLD

- Rostock is a port of the TEN-T core network and contributes to the priority corridors
- Universal port with multimodal hub for the Baltic Sea with the main focus on ferry and RoRo & RoPax traffic
- Over 7,200 port calls per year by ferries, RoRo vessels, cargo vessels and cruise ships (Ferry + RoPax ~64% of port calls)
- 11.02 mt of ferry cargo and 1.25 mt of RoRo & RoPax cargo (2013) + 2 million ferry passengers and numerous line services
- Project “Small Scale LNG Hub” in Rostock Port in cooperation with Hafen-Entwicklungsgesellschaft Rostock mbH (port authority and landlord)
- Objective: Establishment of LNG hub with distribution to maritime / road and industrial sectors

Quelle: http://www.seereisenmagazin.de/anlaeufe-und-passagen.html
PRESS CONFERENCE – LNG IN ROSTOCK

- Presentation of project scope & partnership
- Presentation of further German projects
- Representatives from politics, shipping and NGV industry, German ports, LNG-networks
- International audience
**FACILITY LOCATION**

- East harbor area
- Close to main harbor areas (RoRo/RoPax; Cruise & Bulk)
- Perfect infrastructure
  - Berth
  - Street
  - Rail
- No influence of other harbor-working-zones

- Experience with dangerous and fluid goods
  - Handling and
  - Storage
- Special personnel is available and special berth technology already implemented
- Dedicated DG-berth
VALUE CHAIN

Production: LNG supply from Russian liquefaction-plants

Transport: From liquefaction-plant / big scale storage facility to distribution hubs in Baltic regions

Storage in Rostock: Small Scale LNG hub Rostock. Storage-capacities due to actual demand – initial plan exists

Distribution ex Rostock: Distribution via jetty, barge, container, trailer by subsidiaries and partners to supply vessels, trucks, busses and off-grid customers

2012 - 2013

Start Communication
Hafenentwicklungsgesellschaft Rostock mbH & GAZPROM Germania GmbH

2014

MoU
Working Group & Promotion
Evaluate potential and partners + acquisition
Define technical arrangements of facility
Evaluate legal framework
Evaluate local conditions
Promotion Natural Gas as Fuel

2015

Feasibility Study
Formalization of partnerships
Safety assessments
Approvals and authority coop.
FEED and assessments
Final Investment Decision

2016 & 2017

Engineering,
Procurement,
Construction,
Installation,
Commissioning
Start Operation
OUR MARITIME VALUE PROPOSITION

Clients

Sustainable savings & environmental compliance

LNG infrastructure investor & operator

Port Authority and site partner
WE ARE PREPARED TO SUPPORT AN ACCELERATED DEVELOPMENT

- Provide sustainable supply of Russian natural gas to the transportation sector (LNG / CNG)
- Develop own presence of natural gas as fuel for maritime & onshore applications by realizing opportunities for investments in LNG and/or CNG infrastructure projects
- Attract economical and political interest for development of alternative fuel projects in Europe
- Liaise with potential clients interested in lowering operating cost whilst at the same time fulfilling environmental objectives, as well as with manufacturers, technology and site partners as well as politics on a long-term basis
Thank you for your attention!

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