



MET Romania

MET GROUP IS A UNIQUE INTERNATIONAL MULTI-COMMODITY WHOLESale AND TRADING COMPANY WITH A SIGNIFICANT EUROPEAN PRESENCE

STRONG INTERNATIONAL PRESENCE

10 Countries via subsidiaries

21 International trading hubs

25 National gas markets

KEY FACTS

- Diversified commodity structure - natural gas, power, oil, oil products, LNG, LPG
- Track record in successful expansion to international markets
- Excellent understanding of CEE and FSU political and economic environment
- Stable and significant financing facilities and credit lines
- Ability to capture real option value through physical asset ownership
- Highly motivated and competent management and employees
- Proven track record of high profitability and fast growth
- Headquarters in Zug, Switzerland

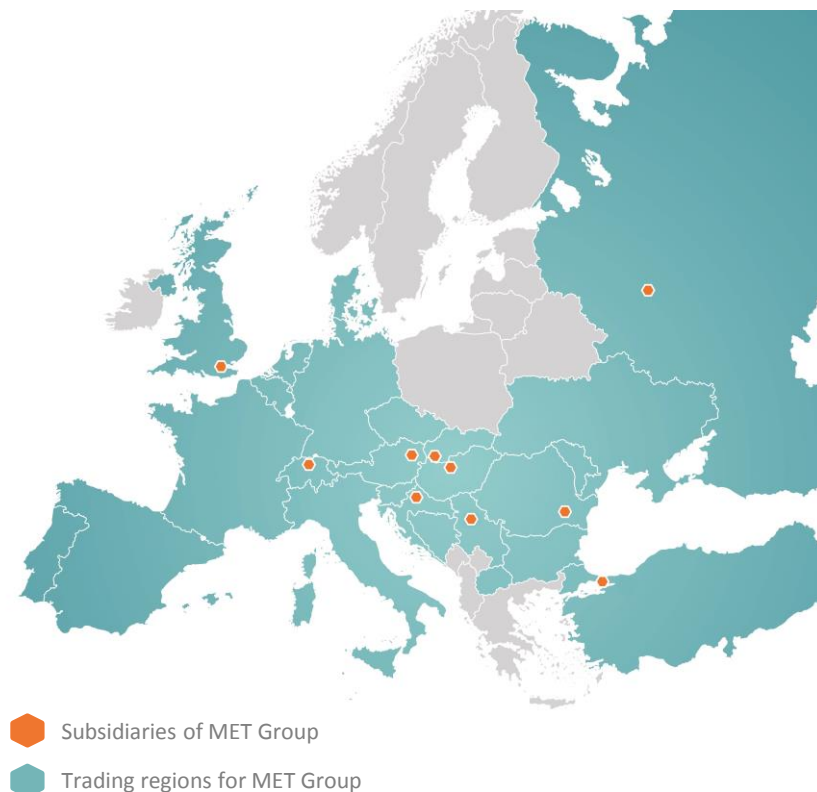
400+
employees

LEADER
IN THE CEE
GAS MARKET

2
Number of newly
opened country
offices in 2015












16 +
BCM
Gas turnover
volume in 2015

UNIQUE POSITION IN CEE



MET IS PRESENT IN MULTIPLE BUSINESS SEGMENTS PURSUING VARIOUS ACTIVITIES TO BEST SERVE ITS CLIENTS

BUSINESS ACTIVITIES

	Description	Commodities	Countries
End-user sales	<ul style="list-style-type: none"> Retail activities targeting delivery of energy to end-users From large industrials to small-medium enterprises Potentially households 	 	Croatia Hungary Romania Serbia Slovakia Other countries under development
Wholesale	<ul style="list-style-type: none"> Sourcing, sales and structured products to local and regional wholesalers, suppliers Execution of physical flows on regional hubs and border points Portfolio management Optimization of assets 	   	Austria Bosnia and Herzegovina Bulgaria Croatia Czech Republic Germany Hungary Other countries under development Italy Romania Russia and the CIS countries Serbia Slovakia Slovenia Ukraine
Trading	<ul style="list-style-type: none"> Primary function to act as international counterparty Facilitation of cross-border commodity flows Sales trading 	   	Trading floors in Zug, Switzerland and London, United Kingdom Major European gas hubs and presence in North America & Asia-Pacific Region
Power generation	<ul style="list-style-type: none"> Power generation via own gas-fired power plant Virtual power plant owner with decentralized and renewable portfolio 		Hungary



Natural gas



Power



Oil



LPG



LNG



Power generation

OUR MISSION IS TO BECOME A LEADING MARKET PLAYER BY IMPLEMENTING INNOVATION IN THE TRADITIONAL EUROPEAN ENERGY MARKETS

OUR KEY SUCCESS FACTORS

**SOPHISTICATED TRADING AND
RISK MANAGEMENT CAPABILITY**

400+ HIGHLY COMMITTED PROFESSIONALS



COMPETITIVE FINANCING

**STRONG MARKET POSITION VIA
VARIOUS COMMODITIES**

COMPANY HIGHLIGHTS AND ACHIEVEMENTS



779 MW

74.8% shareholding of
the largest (779 MW)
gas fired power plant in
Hungary



**€4.4
billion**

EUR 4.4 billion
consolidated
revenue in 2015



**23 000+
PoDs**

Stable and secure delivery at
more than 23 000
consumption points



**€500
million**

Sizeable financing
from banks, open
credit lines with
trading houses



**16+
BCM**

Gas turnover
volume in 2015

Top 5 ^{at VTP}
Top 20 ^{at TTF + NCG}

Presence on
major trading
hubs

MET ROMANIA ENERGY MARKETING ACTIVITIES in 2017

OUR MAIN SERVICES:

- **Power** supplying for B2B and B2C customers
- **Gas** supplying for B2B and B2C customers
- **BRP** (Balancing Responsible Party) for B2B customers
- **Business Development** – Value added Services for B2B and B2C customers

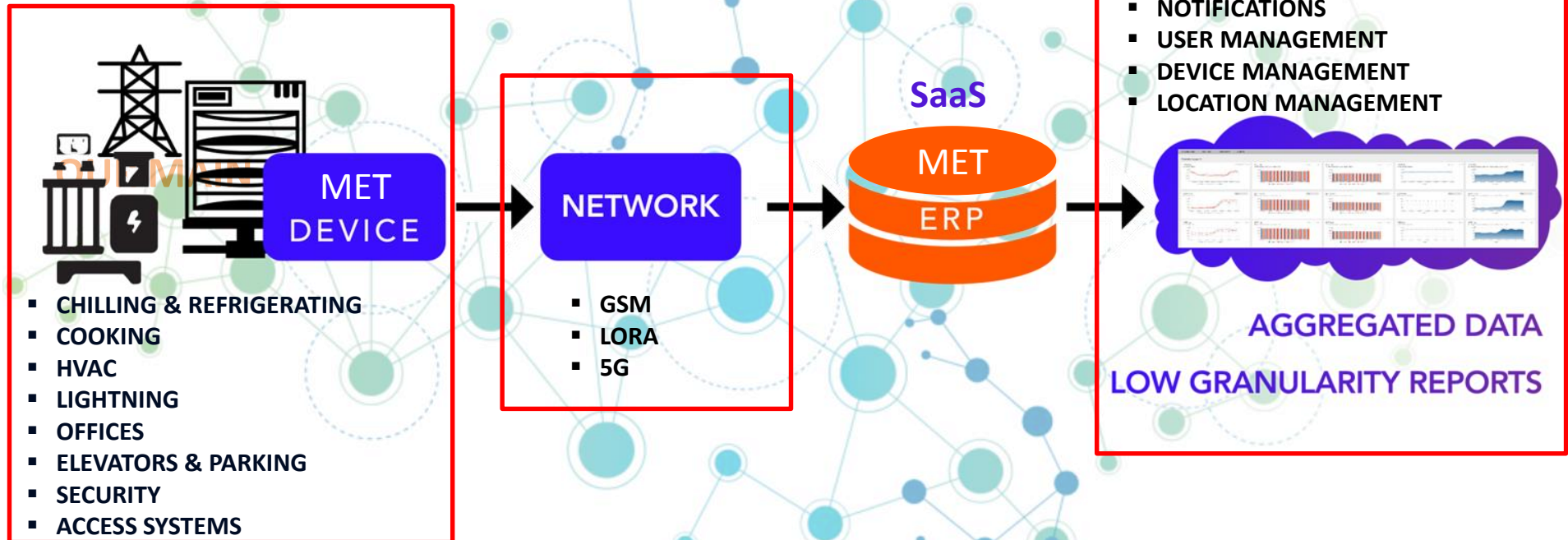


BUSINESS DEVELOPMENT

SUB-METERING

REMOTE solutions for energy management

- MET Romania, started to develop solutions for reading utility meters remotely, in different areas of consumption.



TESTED USE CASES FOR GAS & ELECTRICITY

SUB-METERING SYSTEM FOR Gas & Electricity



GPRS
MODUL

MULTY SUB-METERING SYSTEM FOR ELECTRICITY





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