



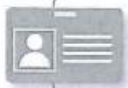
Wednesday 8 November 2017 | 14:30 – 17:00

WELCOME TO FLUXYS

We are delighted to welcome you to our buildings and will do everything to make your visit pleasant and enjoyable.

SAFETY IS A PRIORITY FOR FLUXYS

Therefore may we ask you to follow a few instructions:



You have received a "Visitors" badge. Please make sure that this badge is visible at all times. When leaving, please return your badge to the receptionist.



In case of a building evacuation, carefully follow the instructions of your host.

If you become separated from your host:

- leave the building through the nearest emergency exit;
- do not use the lifts, instead use the stairs by following the green arrows;
- carefully follow the instructions that will be given to you by the safety staff at Fluxys.



May we kindly request you to respect the non-smoking rule in our buildings.

IN CASE OF EMERGENCY:

7100 = first-aid

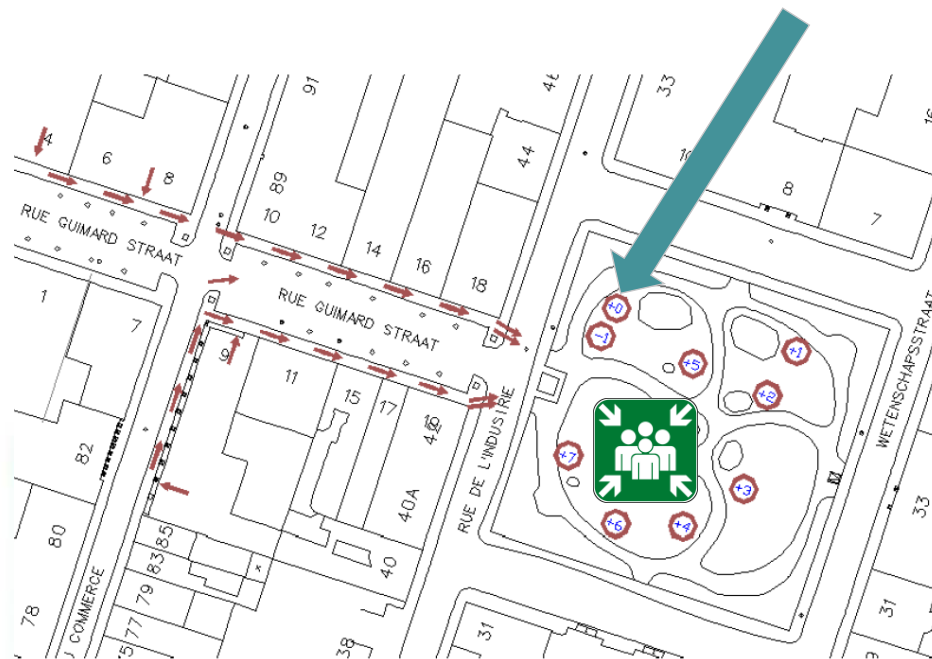
7900 = all other incidents

RECEPTION:

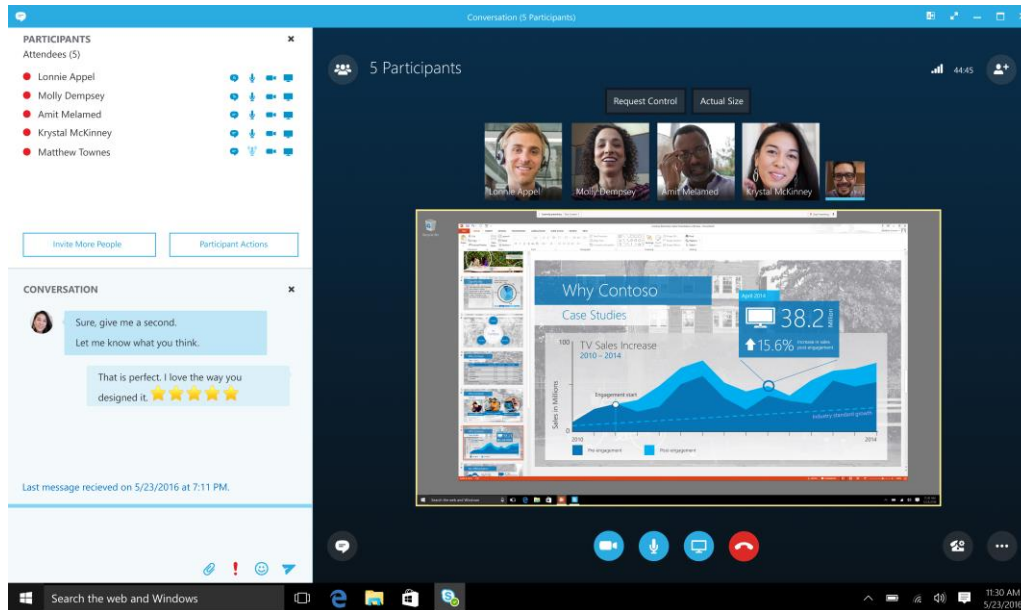
Avenue des Arts 31: from 7:45am to 5:45pm

Rue Guimard 4: after 5:45pm

Fluxys S.A.
Avenue des Arts 31 - 1040 Brussels
Tel. 02 282 72 11
www.fluxys.com



TESTING ONLINE SOLUTIONS FOR INFO SESSIONS



- On-line solution can offer
 - Presentation sharing
 - Audio sharing
 - Interactive chat-room
 - *Tbc video sharing*
- Moderated by Fluxys people
 - Questions from the on-line audience are reported during the session through the moderator
- Today in test for the first time

Welcome to our test group for on-line meetings

Agenda

1. **LNG Services – latest consultations and sales processes**
2. **Storage Services – calendar for 2018-2019 storage season**
3. **BELUX market area – recent developments**
4. **ZTP convergence – post-launch experience sharing**

Coffee break

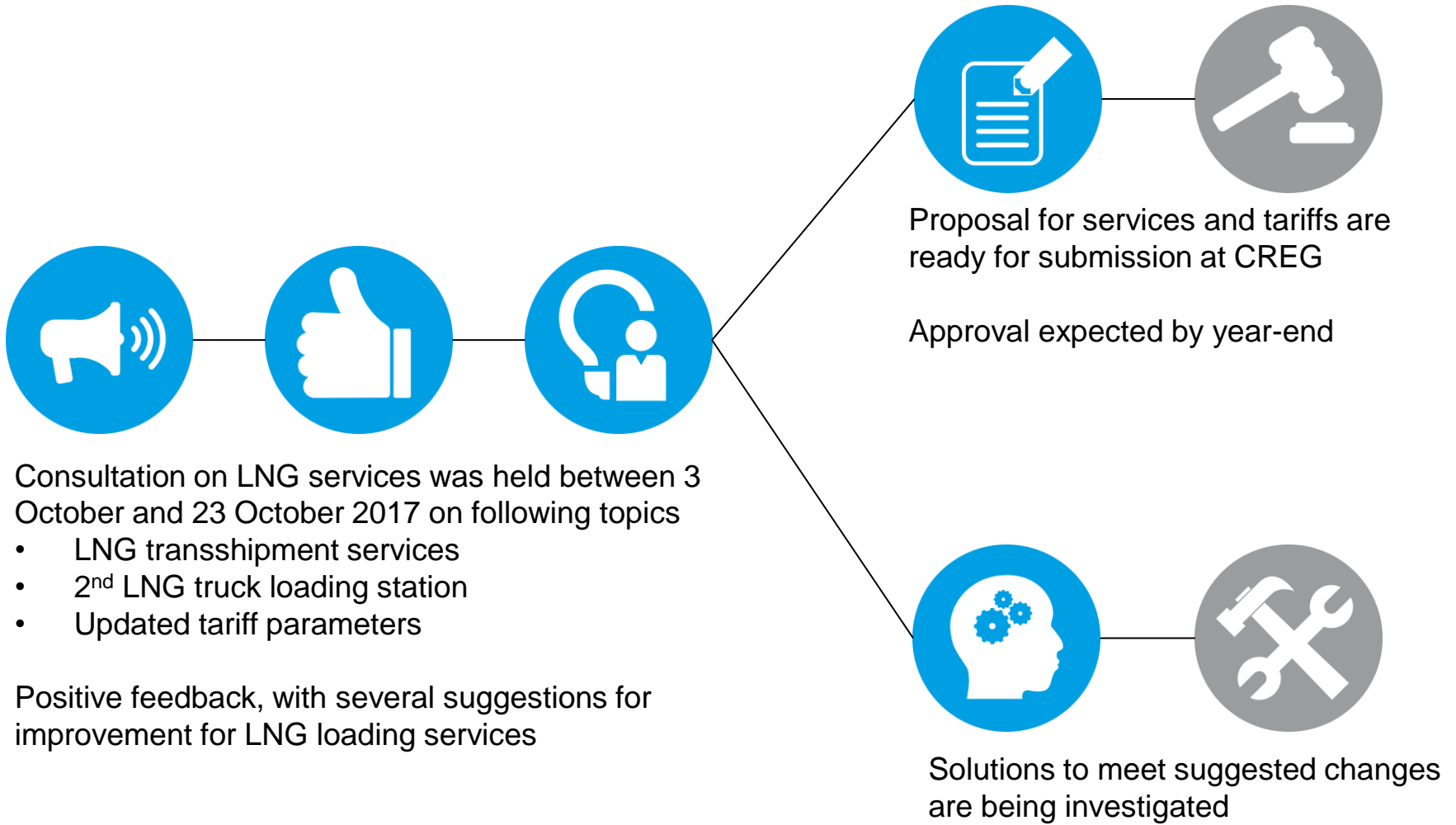
5. **VIPs – status developments with GRTgaz and GTS**
6. **Upcoming consultations – proposed changes**
7. **Planning and closing remarks**

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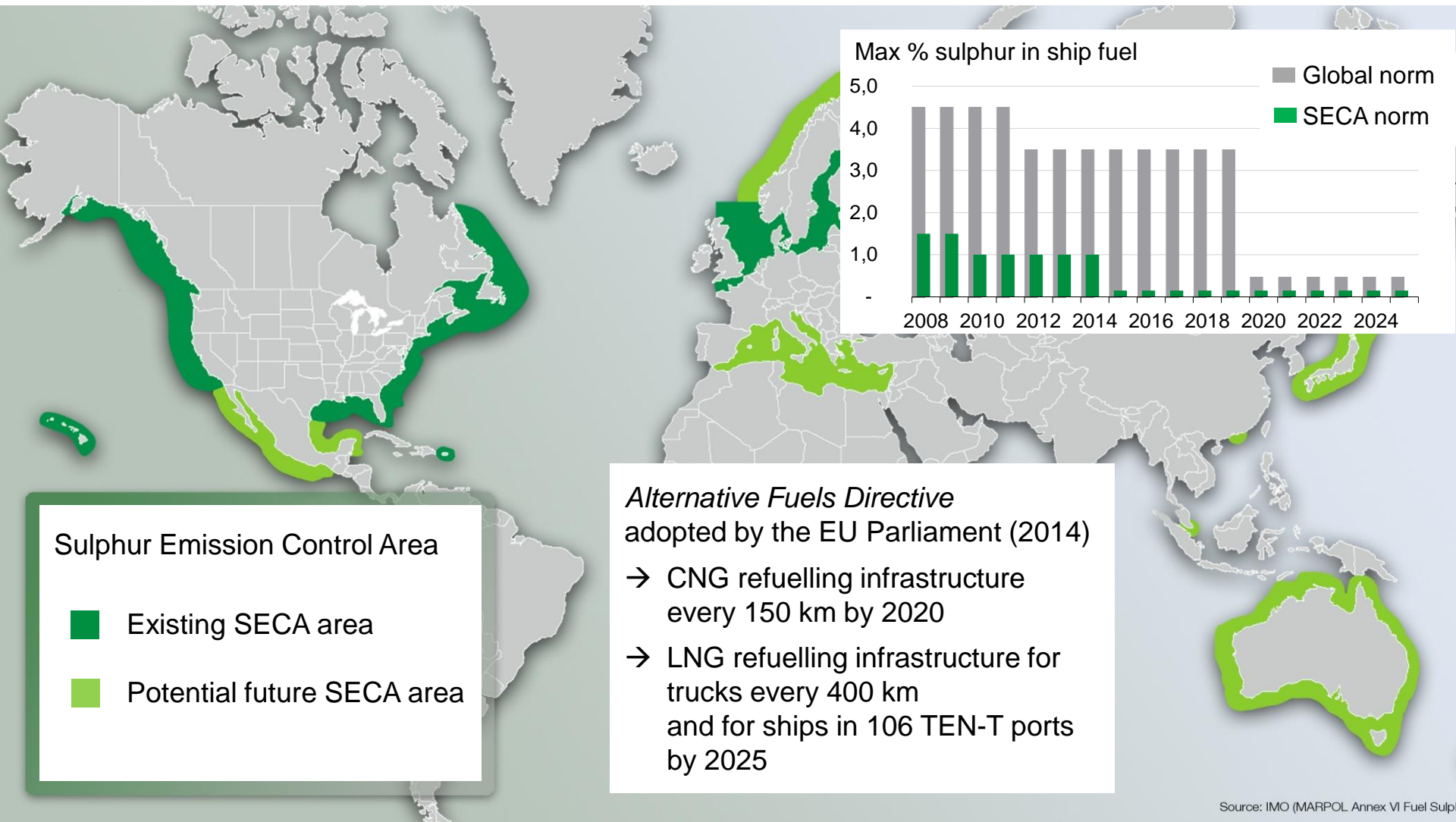
CONSULTATION ON LNG SERVICES & TARIFFS



380 000 m³ LNG storage + 180 000 under construction



WORLD-WIDE REGULATION FAVOURS LNG

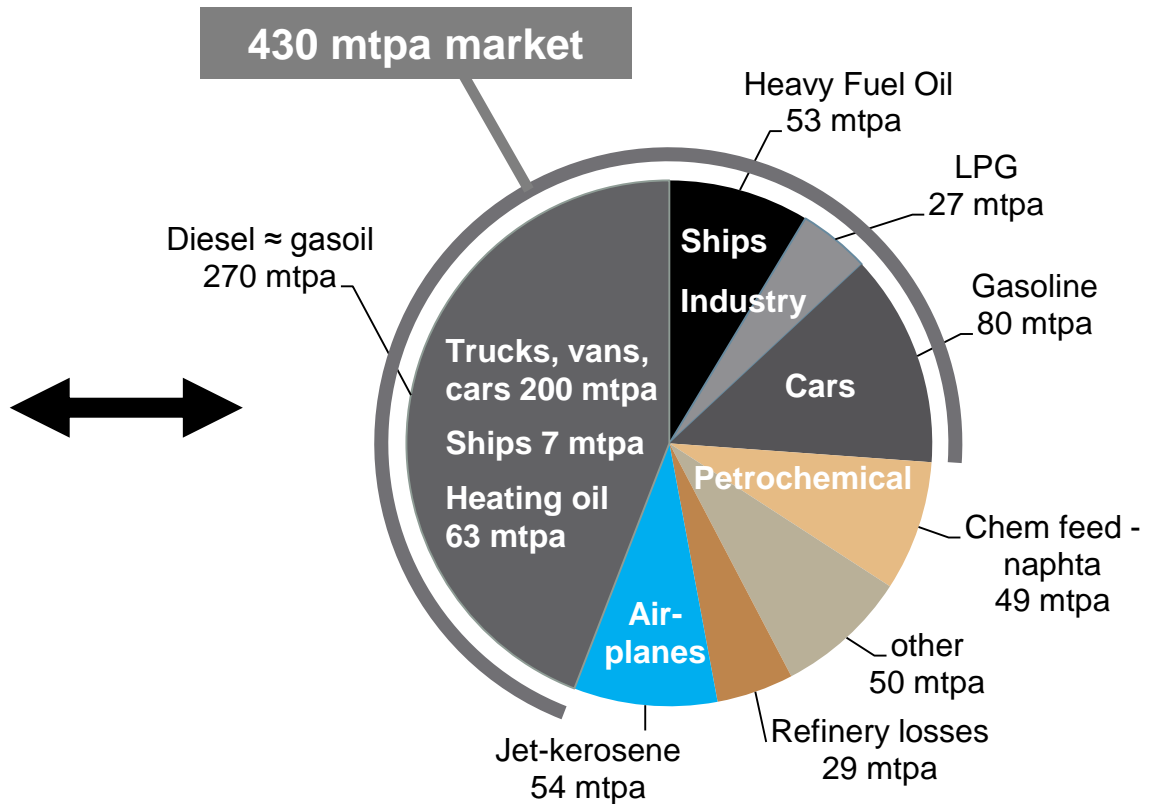


SMALL SCALE LNG IN EUROPE IS GROWING, AND HAS A HUGE POTENTIAL FOR GROWTH

Small-scale LNG: 1.7 mtpa

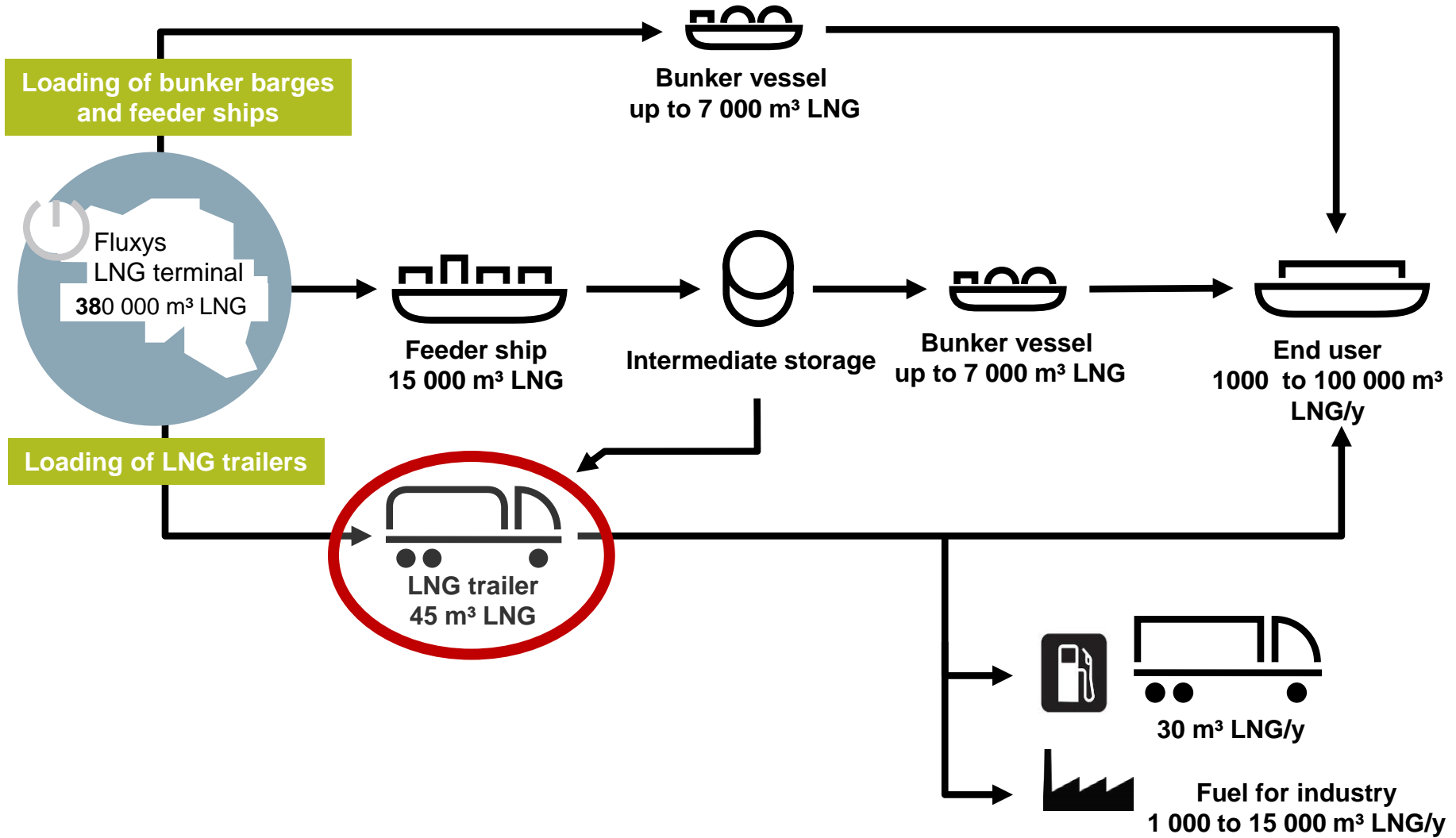


- Industry: 1.5 mtpa
- Ships: 0.2 mtpa
- Trucks: 0.02 mtpa



[Fuels Europe.eu]
mtpa: metric tonnes per annum

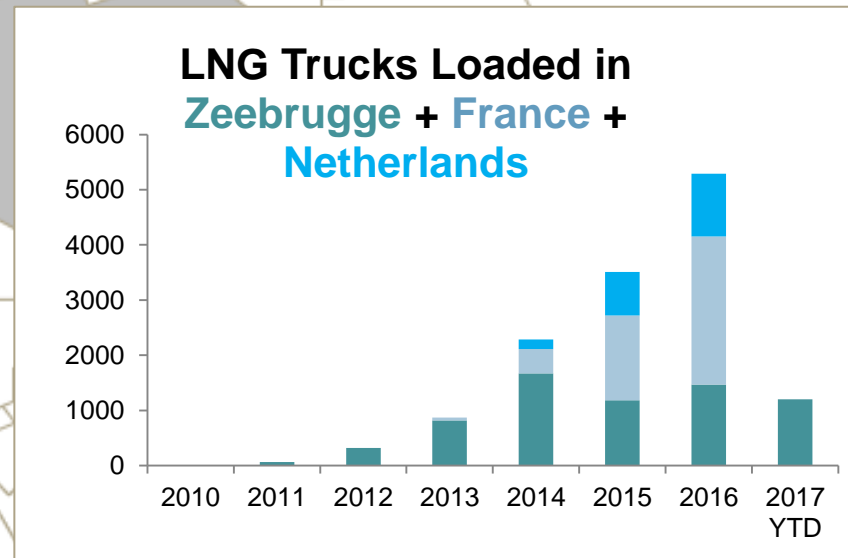
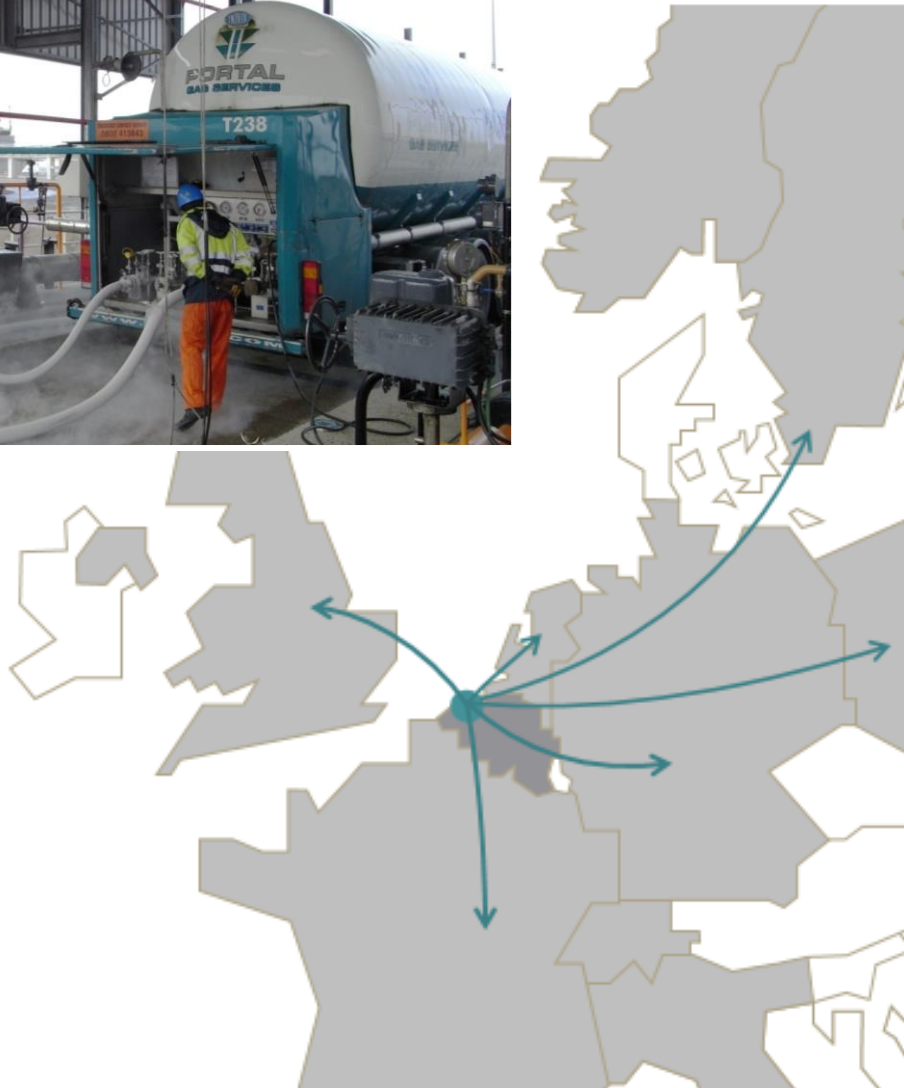
DOWNSTREAM SMALL SCALE LNG SUPPLY FROM ZEEBRUGGE: A CLOSER LOOK



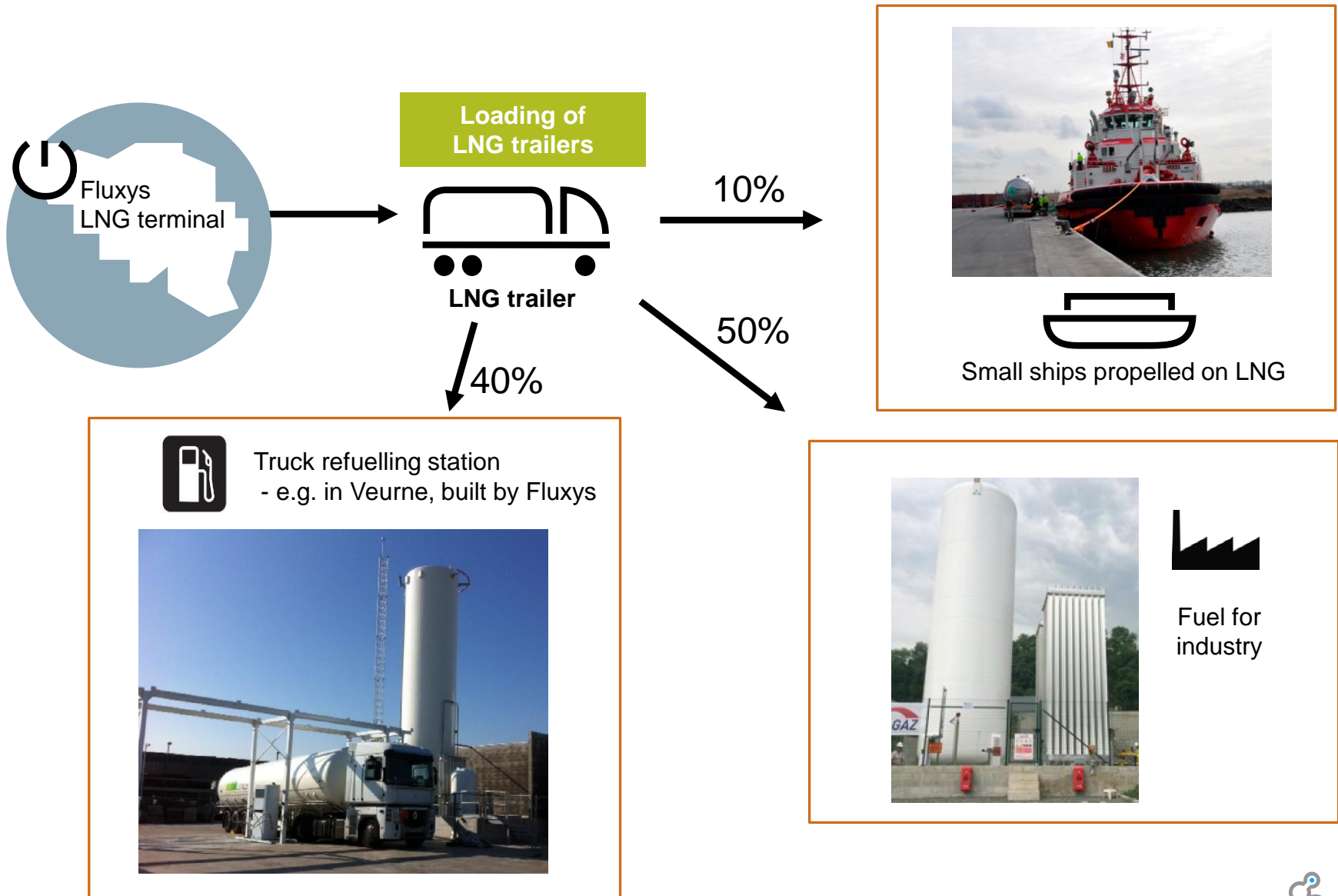
LNG TRUCK LOADING IN ZEEBRUGGE



- 20 active truck loading companies
- Capacity of 4 000 loadings/year
- 24/7, online day-ahead scheduling
 - > Industrial sites without pipe gas >50%
 - > LNG refuelling stations <40%
 - > LNG as fuel for shipping <10%
- Destinations: Belgium, UK, France, Germany, the Netherlands, Poland, Switzerland, Sweden, Norway, Italy



LNG AS A FUEL FOR INDUSTRY, SHIPS AND TRUCKS



LNG TRUCK LOADING 2018 : 2ND LOADING STATION

- FID taken to construct 2nd truck loading station
- Timing: in service mid 2018
- Capacity enhancement: +4 000 loadings/year
- Creates redundancy, hence guarantying maximum availability of the truck loading services.
- Trucks that are technically approved for the 1st loading bay will also be technically approved for the 2nd loading bay



LNG TRUCK LOADING SUBSCRIPTION WINDOW

Subscription window for truck loading capacities is “on going” from 12 October until 16 November 2017

Request from interested parties can be addressed
info.LNG@fluxys.com

More information can be found on our website or
you can contact your Key Account Manager

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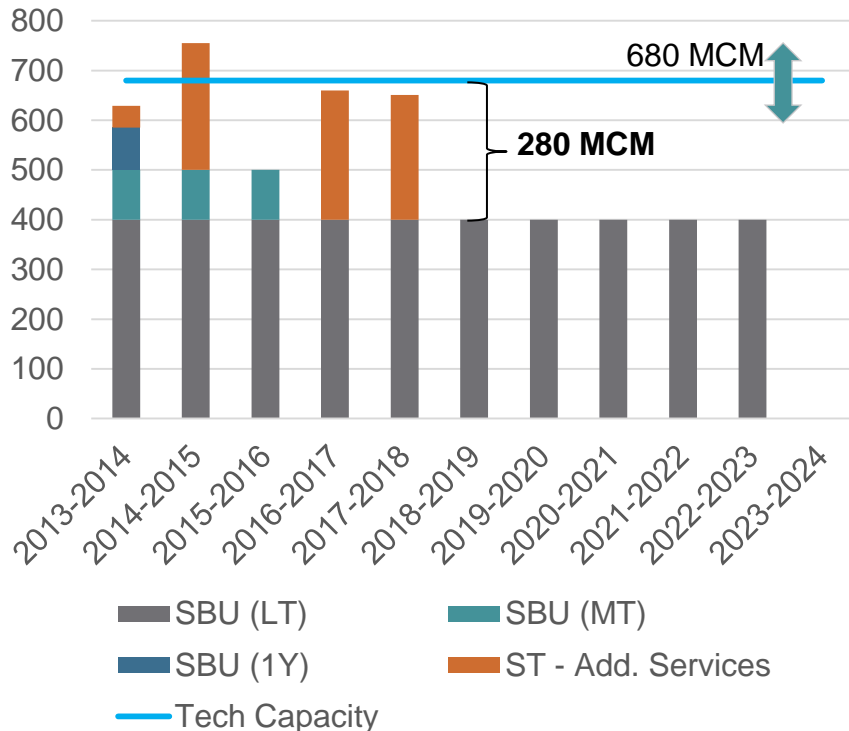
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ALLOCATION CALENDAR FOR STORAGE SERVICES

Fluxys Belgium plans to initiate its yearly “subscription window” for Storage Services (starting on 15/04/2018) from 21/11/17 to 08/12/17

Loenhout Storage Capacities



- The offer will consist of
 - 280 MCM in SBU’s for 1 – 10 years*
 - Additional Storage Services on a yearly basis
 - » Resulting from the unsold SBU
 - » Subject to simulation of the underground
- After the Subscription Window the Storage services will be offered on a FCFS basis (*as provided in the ACS*)

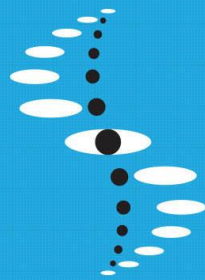
* A storage year starts on 15/04/y 6AM and ends on 15/04/y+1 6AM

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Info session 8 November 2017



BALANSYS

ZEEBRUGGE

POPPEL

BLAREGNIES

Balansys' activity and BeLux market integration

- Balansys SA: Joint Venture created between Fluxys Belgium SA (50%) and Creos Luxembourg (50%)
 - Subject to Belgium and Luxemburg regulation (CREG and ILR respectively)
- 1. Phase 1: BeLux integrated market zone launched on 1/10/2015
 - First cross border market integration in EU
 - Uniting the H-gas market of Belgium and Luxemburg
 - In this first transitory phase, Fluxys Belgium operates as Balancing operator for the BeLux area
- 2. Phase 2 as of Q2 2018: Balansys becomes Balancing operator in the BeLux area:
 - Performance of the market-based balancing of the BeLux area:
 - Aggregating shippers' balancing positions Creos Luxembourg and Fluxys Belgium respective grids and on the ZTP
 - Communicating such balancing positions to the shippers and the aggregated balancing position to the market
 - Purchasing/selling gas for balancing purposes
 - Invoicing balancing/neutrality charges to the shipper
 - Performance of regulatory tasks: drafting, designing and submitting of regulated documents and balancing tariff to both national regulators
 - Concluding Balancing Agreements with all shippers

Balansys documents

- Compliance Programme (CP):

- aiming at ensuring non-discrimination, equal treatment of market participants as well as preserving the confidentiality of commercially sensitive data

- Advice of NRA's received
- Next step: submit to ACER for approval

- Regulated documents:

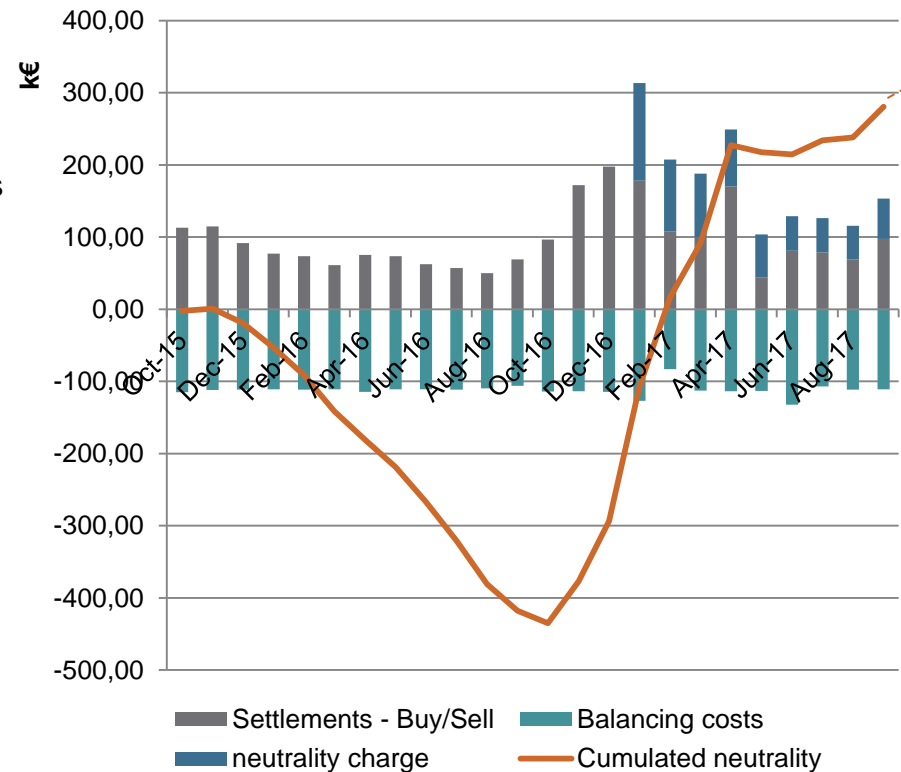
- Balancing Agreement: framework agreement to be signed by all shippers intending to be active within the BeLux area
- Balancing Code: document linked to the Balancing Agreement detailing the operational aspects of the Balancing Agreement
- Balancing Programme: commercial document detailing Balansys' services

- First consultation by Fluxys Belgium in February 2015
- Second consultation by Balansys in June 2017
- Next step: submit to CREG and ILR for approval

BALANCING TARIFFS FOR 2018

- Balancing activity must be financially neutral (Art. 29 BAL NC)
- For 2017: Neutrality charge of 0,005€/MWh was introduced in the balancing tariffs
 - Helped to compensate the neutrality account
 - Winter 2016/17 effects also contributed: higher gas prices and higher EoD excess/shortfall volumes
- Proposal for 2018: a return to 0 €/MWh Neutrality charge:
 - Reducing expected neutrality account back to +200k€ by end of 2018
 - Small adjustment maintained at 3% for causer and 0% for helper (BAL NC allows up to 10%)
- Recently approved by CREG (27/10/2017) and ILR (25/10/2017)

Evolution of Balancing Neutrality account



TRANSFER OF BALANCING ACTIVITIES FROM FLUXYS BELGIUM TO BALANCING OPERATOR BALANSYS

- Phase 2 of BeLux market integration = Transfer of balancing activities from TSO Fluxys Belgium to balancing operator Balansys
- Impacting Fluxys Belgium regulatory documents:
 - Balancing activity stripped from STA, ACT and TP, based on latest version (17/7/17)
 - Alignment between STA and Balancing Agreement as recently consulted
- Consultation of adapted Fluxys Belgium regulatory documents to take place from 17 November until 11 December 2017
- Contractual transition to be executed jointly with Balansys in Q2/2018, subject to CREG (and ILR for Balansys) approval of all related documents

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ZTP CONVERGENCE IN A NUTSHELL

As from 1 October 2017, Fluxys Belgium successfully harmonized the underlying principles and operational rules for all ZTP Trading Services



- Discontinuation of all Back-up, Offtake, Rounding Services
- *Lesser-of-rule* principle and single-sided nomination for exchange-based trading
- Any imbalance at the ZTP Physical Trading Services automatically transferred to/from the Balancing Position



- Transfer with Balancing Position = optimized capacity utilization rate
- Using unused capacity or implicitly allocated capacity
- Implicitly allocated capacity at regulated tariff with a proportional surcharge



- Changes on FLX systems and publications done
 - IP Zeebrugge Beach → Zeebrugge
 - ZEE or Beach Trading → ZTP Physical Trading Services
 - ZTP Trading → ZTP Notional Trading Services
- Contacts with platforms and data providers on-going

DATA AND PRICE TRANSPARENCY

- Monitoring on a real-time basis of transferred quantities and implicit allocation
- For past and future (forecasted) hours so that Grid user can avoid a potential future implicit capacity allocation by subscribing a WD/DA capacity



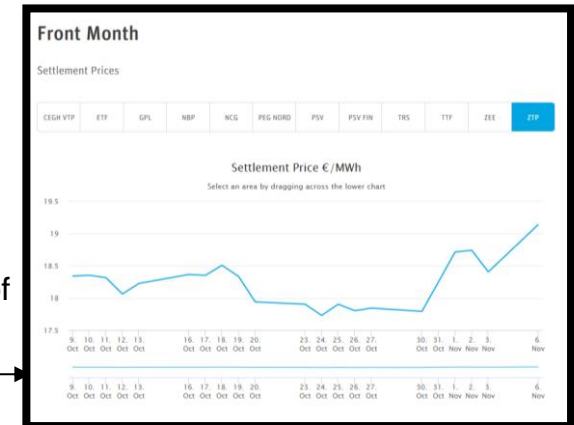
<https://gasdata.fluxys.com>

ZTP Trading Services Details

Implicit Allocation of Capacity (Unbalanced Regime)				
Net off Entry & Exit confirmations IZT, ZPT, LNG, Zeebrugge (kWh)	Sum Entry capacity IZT, ZPT, LNG, Zeebrugge (kWh)	Sum Exit capacity IZT, ZPT, LNG, Zeebrugge (kWh)	Cumulated implicitly allocated Entry Transmission Services for Zeebrugge (kWh)	Cumulated implicitly allocated Exit Transmission Services for Zeebrugge (kWh)
5.529.588	5.000.000	300.000	529.588	0
5.529.588	5.529.588	300.000	529.588	0
5.529.588	5.529.588	300.000	529.588	0
5.529.588	5.529.588	300.000	529.588	0



- Same level of margin call applied as for all ZTP Trading Services – reduced clearing costs
- 24/7 trading hours
- Same spot and future instruments ranging from intraday to next calendar year
- Launch of a ZTP monthly price index → allows indexation of gas supply contracts to the ZTP price which is usually at a better level than currently used gas price references



CAN WE IMPROVE THE SERVICE?



- Since 1/10/2017 Fluxys Belgium allocated implicit capacity to 24 different Grid Users, both in Entry or Exit direction
 - Efficient solution to cope with mismatches on physical trading services
- Several Grid Users received very small implicit allocations due to rounding differences in nominations caused by the conversion of therms/d to kWh/h
 - **Should this be changed?**

1 No change towards current process

2 Fluxys rounder with payment

- In case implicit allocation of ≥ 100 kWh/h, same process as today
- In case implicit allocation < 100 kWh/h:
 - Confirmation at ZTP Physical Trading Service will include transfer to/from Fluxys for the specific amount
 - Transfers are settled in cash at gas price (ZTP DA index) on monthly basis

3 Fluxys rounder without payment

- In case implicit allocation of ≥ 100 kWh/h, same process as today
- In case implicit allocation < 100 kWh/h:
 - Confirmation at ZTP Physical Trading Service will include transfer to Fluxys for the specific amount
 - Transfers are not settled



Your feedback is welcomed by 24/11 via marketing@fluxys.com





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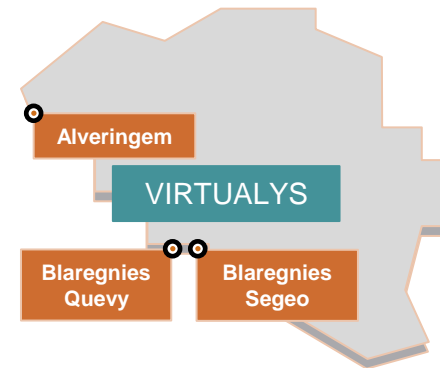
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UPDATE ON VIRTUALYS – LAUNCH ON 01/12'17

MODEL

- **From 1 December 2017 onwards**, all H-points linking ZTP-PEG-N , being Alveringem, Blaregnies Segeo and Blaregnies Troll will be grouped in an H-VIP, named Virtualys
- All market activities, such as capacity booking, nominations, allocations or invoicing, will be operated on the VIP for both new and existing contracts
- Besides these operations, existing contracts are unchanged in nature, quantity, duration or tariff
- Interconnection points Dunkirk LNG Terminal and Blaregnies L are not involved in this new VIP; no changes to operations are therefore applicable on these points.
- Development on track – Virtualys should be visible in your portfolio as from 27/11/2017



AUCTIONS

	Yearly	Quarterly	Monthly	Day-Ahead	Within-Day
Last firm auction on Alveringem, Blaregnies Segeo/Troll	06/03/2017	6/11/2017	20/11/2017	29/11/2017 4:30PM	1/12/2017 1AM
First firm auction on Virtualys	02/07/2018	05/02/2018	18/12/2017	30/11/2017 4:30PM	30/11/2017 7PM

NOMINATIONS

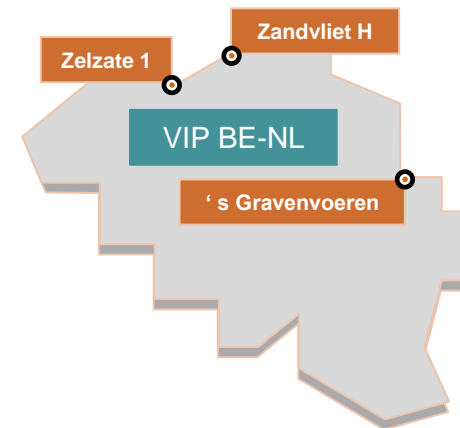
- Please contact our nomination support at NominationSupport@fluxys.com if you desire to test your setup (quality environment available now, production environment as from 27/11/2017)

Code	Value
EIC	21Z0000000004847
EDIGAS	VIRTUALYS
Nomination Reference	STAVIRTUALYS"YourShipperCode"

MODEL & PRODUCT OFFER ON VIP BE-NL – Q4/2018

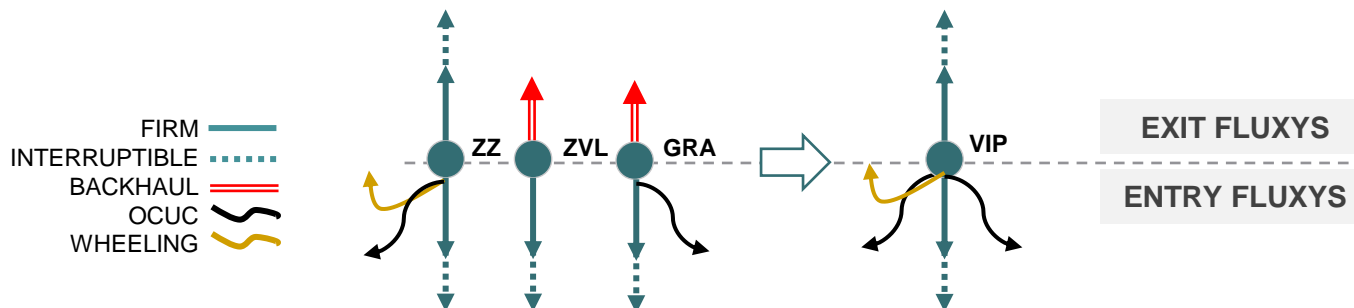
MODEL

- All H-points linking ZTP - TTF will be grouped in a H-VIP. L-IP untouched.
- New H-VIP point will replace Zelzate 1, Zandvliet H, 's Gravenvoeren. Existing IP's will disappear. All existing contracts will be operated on this new point. Technical capacity unaffected.



PRODUCT OFFER ON BIDIRECTIONAL VIP

- ✓ Firm
- ✓ Interruptible
- ✓ OCUC - OCUC's that are offered today will also be available in the VIP
- ✓ Wheeling – Wheelings that are offered today will also be available in the VIP
- ✗ No more backhaul offered in the future as the new VIP is bidirectional



Same model, products and approach as with Virtualys (VIP BE-FR)

TARIFF VIP BE-NL (IN €/kWh/h/Y) *

Current H-gas	ENTRY	FIRM	INTERRUPTIBLE	OCUC	WHEELING (ZZ2)
	Zelzate 1	0,732	0,586	1,073 [IZT/ZBG]	0,333
	Zandvliet	0,732	0,586		
	's Gravenvoeren	0,732	0,586	0,469 [EYN]	
	EXIT	FIRM	INTERRUPTIBLE	OCUC	WHEELING (ZZ2)
	Zelzate 1	1,903	1,523	1,073 [IZT/ZBG]	0,333
	Zandvliet				
	's Gravenvoeren			0,469 [EYN]	



VIP H-gas	ENTRY	FIRM	INTERRUPTIBLE	OCUC	WHEELING (ZZ2)
	VIP BE-NL	0,732	0,586	1,073 [IZT/ZBG] 0,469 [EYN]	0,333
	EXIT	FIRM	INTERRUPTIBLE	OCUC	WHEELING (ZZ2)
VIP BE-NL	1,903	1,523	1,073 [IZT/ZBG] 0,469 [EYN]	0,333	

* VIP tariffs will be the result of applying TAR NC methodology but does not trigger early implementation of the TAR NC - Based on 2018 tariffs as published on FLX BE website (€/kWh/h/y)

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 - **Streamlined booking process**
 - **Improved invoicing process**
 - **Reshuffling**
7. **Planning and closing remarks**

CLEAR POTENTIAL TO STREAMLINING BOOKING PROCES



**Driver
for change**

Shippers prefer to buy capacity in standardized and predictable way

- *Moving products to PRISMA is positive as long as this does not reduce market windows or increases lead times*
- *Making more products available on day ahead basis, reducing lead times and extending windows creates opportunities*



Proposal

Optimize sales approach by using a single, automated platform – PRISMA - to buy IP capacity in user-friendly and predictable way

- *Expanding offering on non-CAM points & OCUC/Wheelings via PRISMA*
- *Keeping manual bookings (fax/mail) and processes as emergency back-up*



STREAMLINE CHANNELS AND PRODUCTS ON INTERCONNECTION POINTS

Already possible on PRISMA → proposal to be implemented in Q2/2018

Interconnection Point	CAM IPs	<table border="1"><tr><td>Y</td><td>Q</td><td>M</td><td>D</td><td>WD</td></tr></table> <p>Auction</p>	Y	Q	M	D	WD	<ul style="list-style-type: none">• No change, all on PRISMA• Zeebrugge, ZPT, Zelzate 2 moved to PRISMA• First-Come First-Served principle• All maturities per product (Y,Q,M,D,WD) available, even non-standardized products f.i. 24/3/2018 – 17/7/2018• 24/7 down to 120 mins before start of service (FH+2)
	Y	Q	M	D	WD			
Non CAM IP's	<table border="1"><tr><td>Y</td><td>Q</td><td>M</td><td>D</td><td>WD</td></tr></table> <p>FCFS</p>	Y	Q	M	D	WD		
Y	Q	M	D	WD				

Under investigation, together with PRISMA

Balanced products	OCUC, Wheeling	<table border="1"><tr><td>Y</td><td>Q</td><td>M</td><td>D</td></tr></table>	Y	Q	M	D	<ul style="list-style-type: none">• Enabling day-ahead subscription of OCUC and wheeling• Single transaction, taking bundled products into account, to buy the different legs combined into an OCUC/wheeling• We aim at a solution that can still be implemented in 2018
	Y	Q	M	D			

ADDITIONAL SIMPLIFICATIONS



Leadtime assignments via PRISMA from 4 to 2 Business Days



Coherent utilization of Working Days and Business Days → All Business Days



Manual booking remains possible for unbundled products as fallback for major PRISMA unavailability

All forms transferred from ACT towards Fluxys Belgium' website



CLEAR POTENTIAL TO OPTIMIZE INVOICE & INVOICING PROCESS



Driver for change

Invoicing is top of mind when shippers are asked about Fluxys pain points

- *Invoices are overly complex – too many lines*
- *Number of invoices sent is too high – regular invoices and corrections, sometimes for very small amounts*
- *PDF format for annexes is not user friendly*

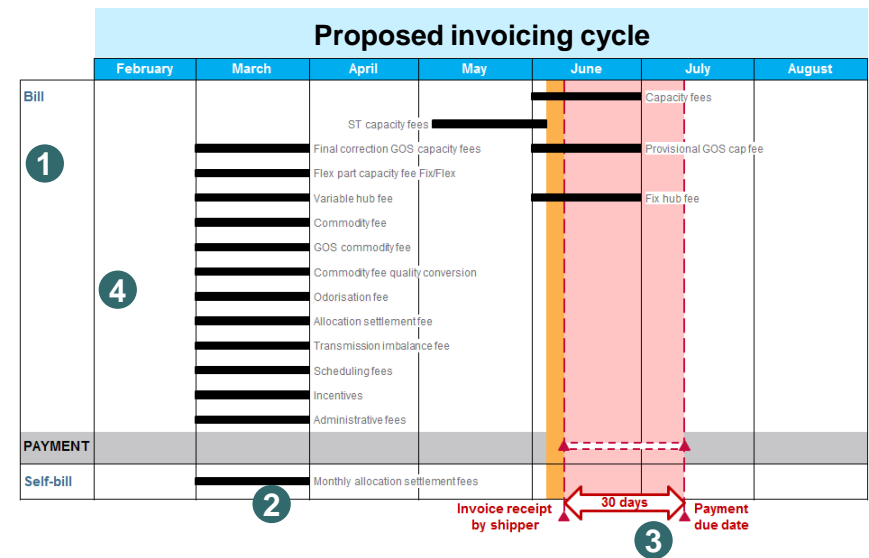
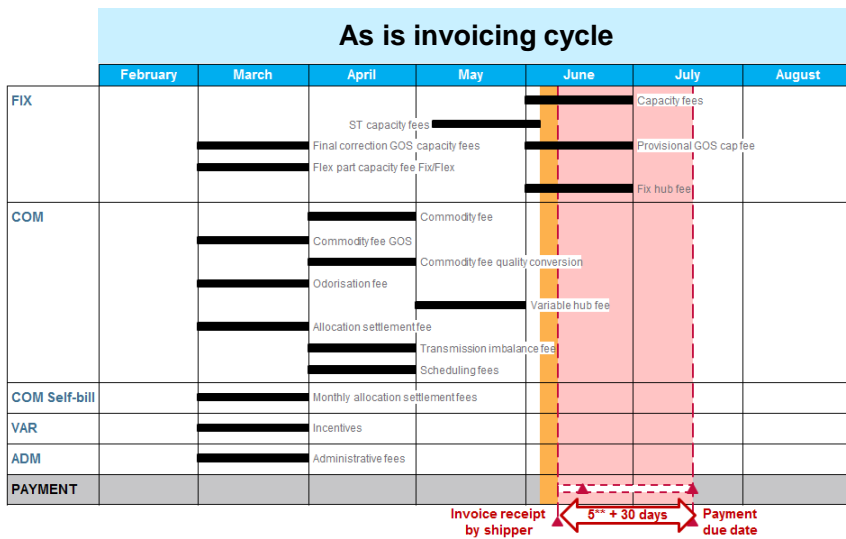


Proposals

Initiatives identified to act upon feedback

- Streamline invoicing cycles and reduce number of back-billings*
- Offer user-friendly XML format for annexes*
- Streamline service offering*

SIMPLIFY INVOICING CYCLE AND BACK BILLINGS



1 Streamlined invoice types (5→2)

2 Harmonizing through grouping addressed economic periods

3 Simplified payment due date

4 Back billings (items outside regular cycle)

- Group monthly back-bills into quarterly correction
- Remove source of back bills through improved identification and correction of metering values

SIMPLIFICATION OF 'BILLABLE' SERVICES



Type	Service	Proposal
IP services	IUK compliancy	<ul style="list-style-type: none"> • Fee removed for non-compliant gas • Selective constraint for Wobbe related issues included in generic IP constraint rules (ACT Attach C1)
	Transfer of capacity	<ul style="list-style-type: none"> • Remove admin tariff
Domestic exit shipper services	Capacity pooling service	<ul style="list-style-type: none"> • Included as standard option in allocation agreement at no cost
	Calendar day regime	<ul style="list-style-type: none"> • Remove service
	Scheduling fees	<ul style="list-style-type: none"> • Fee removed - nomination obligation remains
Fees applicable to end users	Connections and disconnections	<ul style="list-style-type: none"> • Dedicated fees removed, becomes part of included service offering for end users
	Comm. of data w/o connect agr.	
	Secondary metering	



Market consultation regarding all these changes in Q1/2018

RESHUFFLING 2018 - CONTEXT



- Long term contracts were subscribed prior to the entry into force of the CAM network code in November 2015
 - Several Grid Users have expressed an interest for a new window to reshuffle their capacity portfolio (current flexibility offered by capacity conversion or surrender not efficient)
 - Despite reshuffling operations organized in 2014 and 2015, significant long term capacities are still unbundled and possibly unmatched
- A CAM compliant solution emerged to re-offer a Reshuffling service to the market
 - Building upon the experience gathered with early implementation of capacity conversion and surrender mechanisms
- Fluxys BE is willing to offer reshuffling service in 2018 prior to next yearly auction to ensure a good visibility on the 2020→2023 contractual situation in order to prepare for the upcoming tariff proposal

RESHUFFLING SERVICE DESCRIPTION (1/2)



• Conditions of eligibility

– Eligible capacities

- » Entry and Exit unbundled capacity contracts
- » Firm and backhaul capacity types
- » 4 years option : Minimum booked capacity per IP from 1/10/2019 till 30/09/2023
- » 5 years option : Minimum booked capacity per IP from 1/10/2018 till 30/09/2023

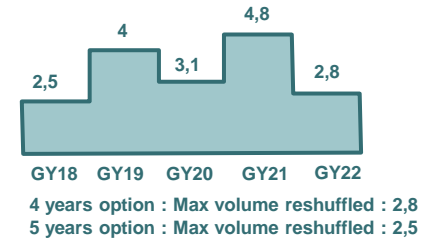
– Not eligible

- » Bundled capacity contracts (+ contracts linked with Cross Border Delivery Service)
- » OCUC & Wheeling capacity contracts

• Description

– Reshuffling service from IP_A to IP_B consists in :

- » The surrender of an existing unbundled capacity contract on IP_A
- » The subscription of a new capacity contract on IP_B via PRISMA auction
- » The (partial) release of the existing capacity contracts
 1. via conversion of the existing unbundled capacity contract on IP_A into the newly acquired capacity contract on IP_B
 2. and/or via reallocation of the surrendered capacity contract on IP_A

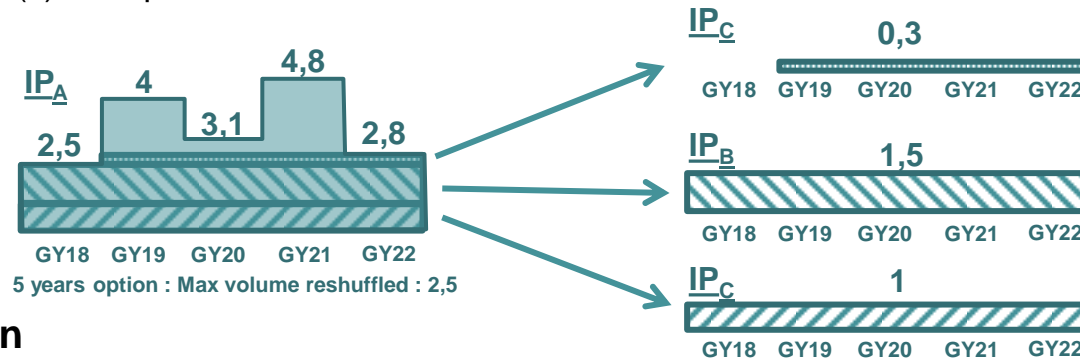


RESHUFFLING SERVICE DESCRIPTION (2/2)



• Conditions

- Entry for Entry, Exit for Exit
- $H \leftrightarrow L$
- Revenue neutral (based on applicable tariffs 2018 ; without taking into account premium of newly acquired capacities)
- Flat profile(s) over period GY18→GY22 and/or GY19→GY22



• Subscription

- Through a Reshuffling window
- Reshuffling request contains : concerned IPs, contracts references, period (4 or 5 years), quantity

• Applicable tariff

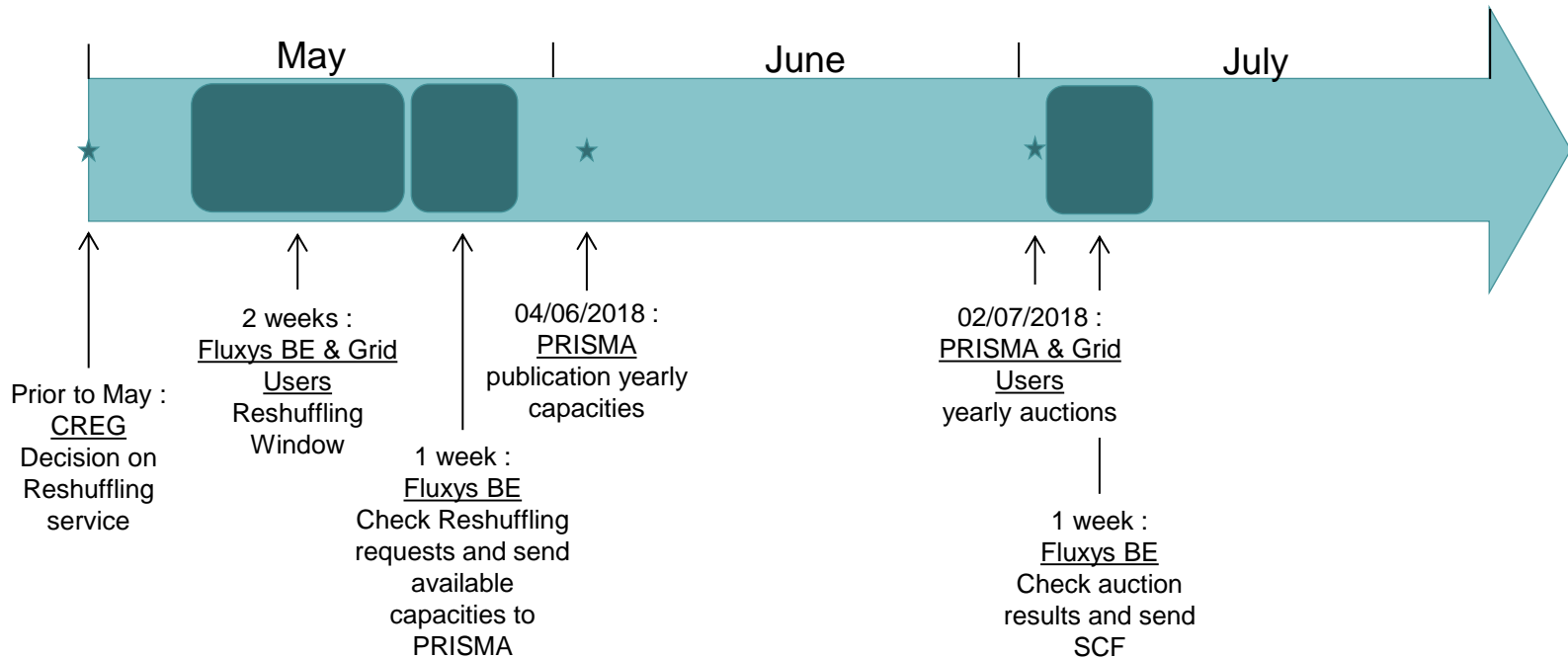
- “Transfer of capacity – Transaction realised by Fluxys Belgium on behalf of”
 - » One off 3% fee of entire released (reallocated and/or converted) capacity contract value*

* Calculated at 2018 tariffs



RESHUFFLING TIMELINE

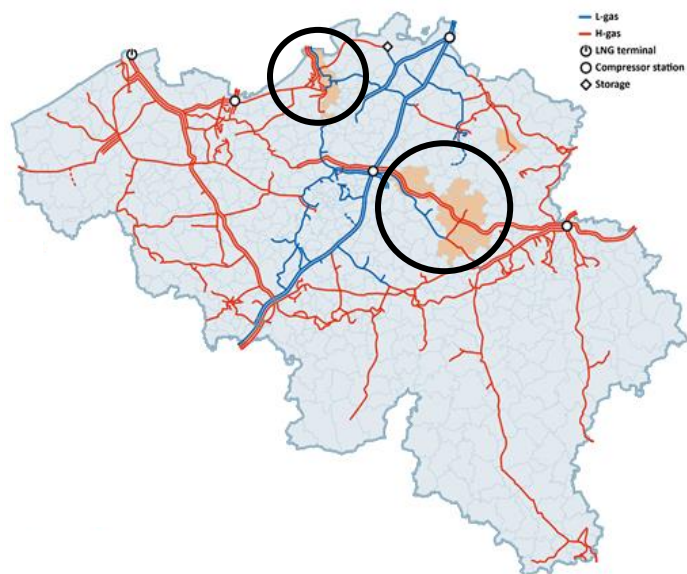
Reshuffling window to be organized prior to PRISMA yearly auctions of July 2018



L/H CONVERSION – 2018 OPERATIONS



- Physical L/H conversion planned for both TSO and DSO end users in June 2018
 - Infrax and Resa: ~ 49.000 clients
 - Fluxys: 3 industrial clients



- Domestic Exit capacity switch
 - Full switch (TSO end users):
 - » 100 % capacity switch L → H
 - Partial switch (only for GOS):
 - » Pro rata the market share
- Entry capacity switch
 - To be facilitated by Fluxys Belgium in line with previous L/H conversions tests
 - However fit with PRISMA auction calendar desirable
- Information on switch conditions to be provided Q1 2018

1. **LNG Services – latest consultations and sales processes**
2. **Storage Services – calendar for 2018-2019 storage season**
3. **BELUX market area – recent developments**
4. **ZTP convergence – post-launch experience sharing**

Coffee break

5. **VIPs – status developments with GRTgaz and GTS**
6. **Upcoming consultations – proposed changes**
7. **Planning and closing remarks**

KEY MOMENTS FOR END OF YEAR

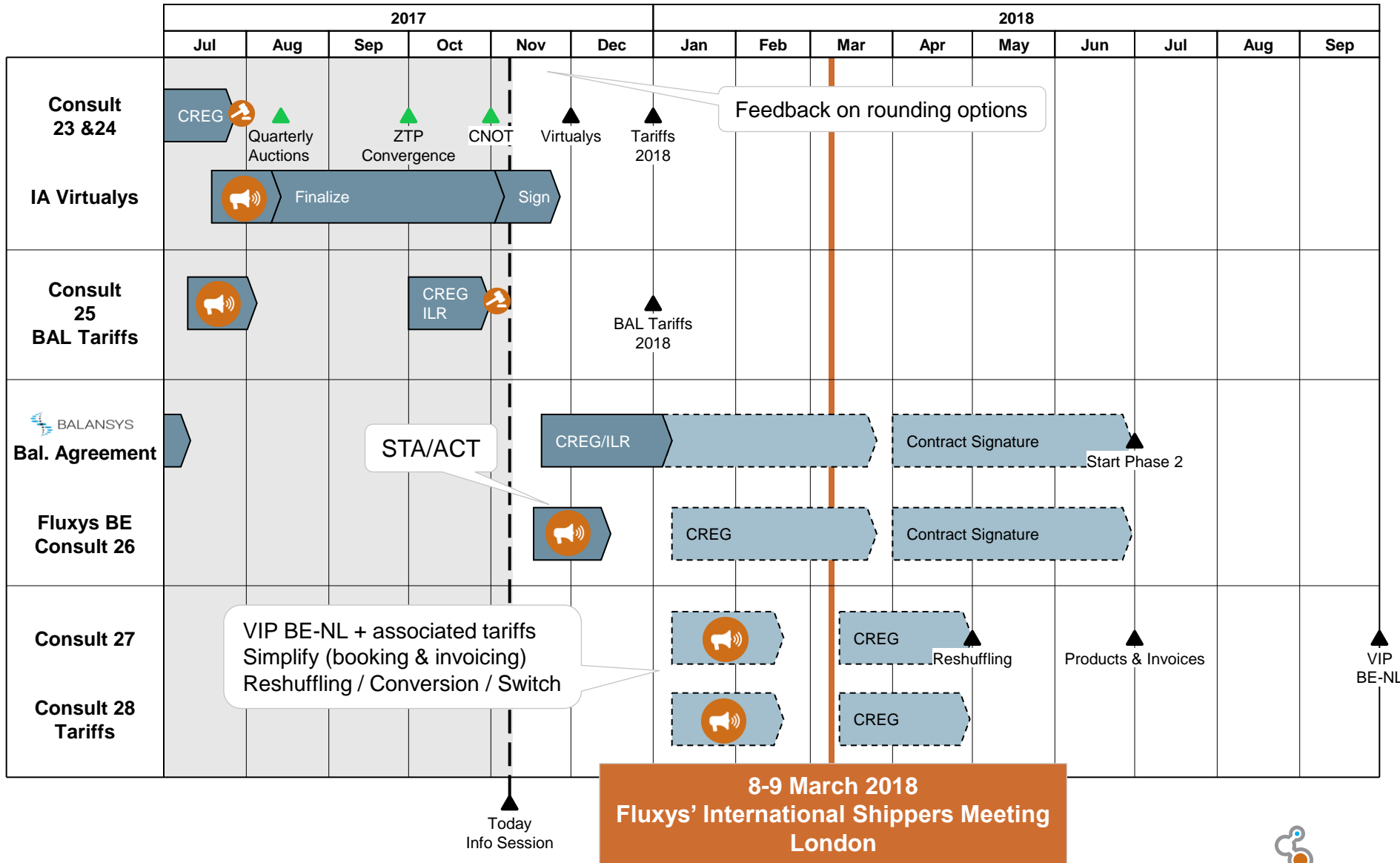
Fix/Flex subscription window for 2018 capacities

- As from Thursday 9 November 2017 until Friday 15 December 2017 cob
- Service Request Form is available on our website
- Calendar Day is possible but we aim – if not requested – at removing this unused option

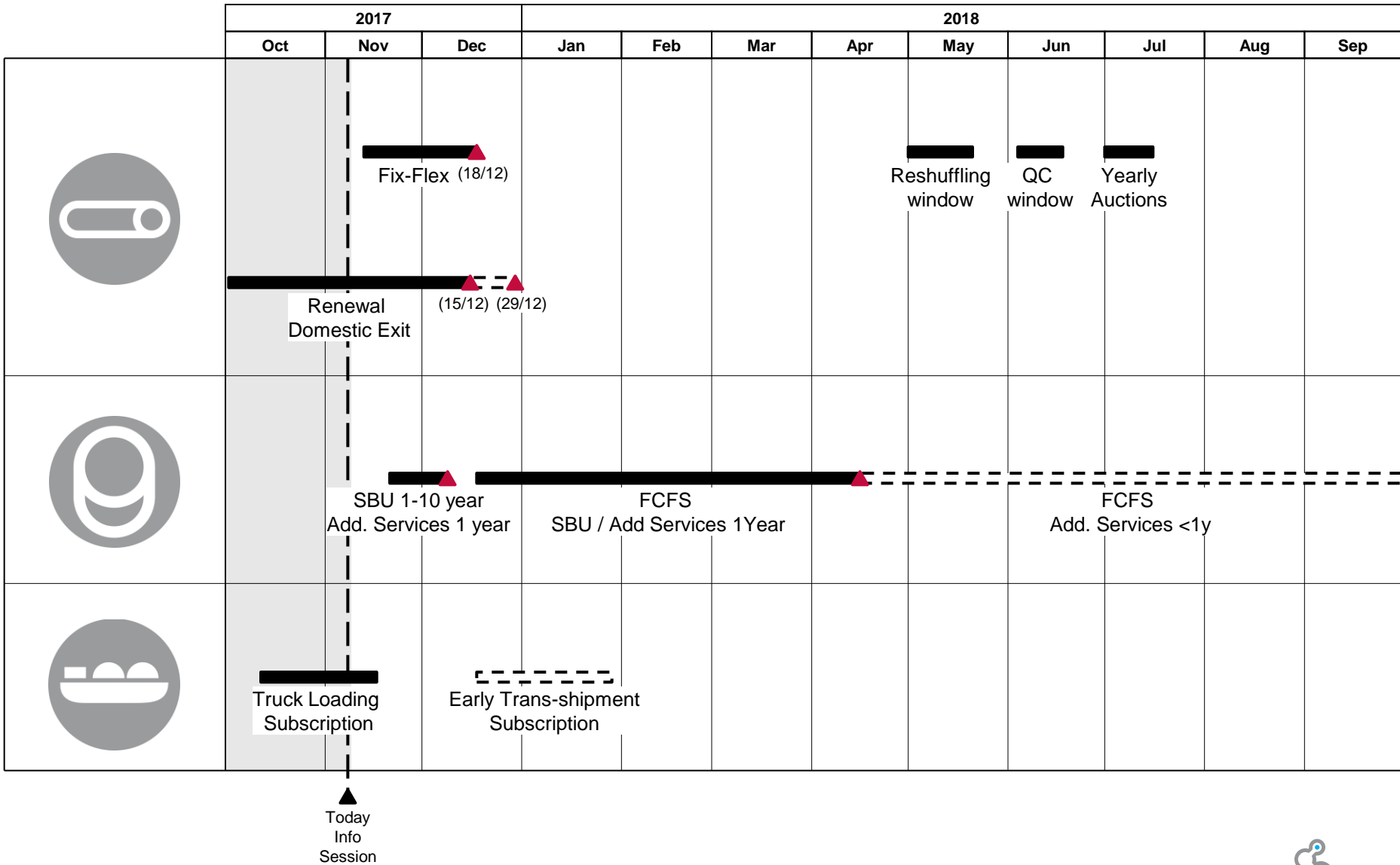
Yearly renewal/subscription for domestic contracts taking holiday period into account

- Written Request: to the extent possible by Friday 15 December 2017 cob
- Requests via the Electronic Booking System: can be sent 24/7
 - » please note that requests requiring additional validation by Fluxys Belgium will only be treated until Friday 29 December 2017 – 10:00 am.
- Allocation agreements must be in place before start of contract

MARKET CONSULTATIONS / SERVICE DEVELOPMENT



SALES ACTIVITIES



THANK YOU FOR
YOUR ATTENTION!

FLUXYS

