

ssLNG TRADING HUB - ZEEBRUGGE



Fluxys and enmacc

19/01/2021



Please keep your microphone muted

Welcome and way of working



- Please keep your microphone muted 
- **Questions** can be sent **via mail (info.lng@fluxys.com) or via phone** after the session and will be addressed by one of our **Key Account Managers**
- **Slides** and the **Market Maker Form** will be shared after the info session on the **Fluxys** info session **webpage** of the LNG hub.



Enhance the small-scale LNG market

fluxys 



enmacc

Our vision

Create a highly liquid LNG hub
through increased terminal access
possibilities and by providing a digital
trading place



Looking at the LNG market today we identified two **critical elements that need to be addressed**



Generate a **simple supply chain** for offering **(bio) LNG** to **SS market** by providing more terminal access options



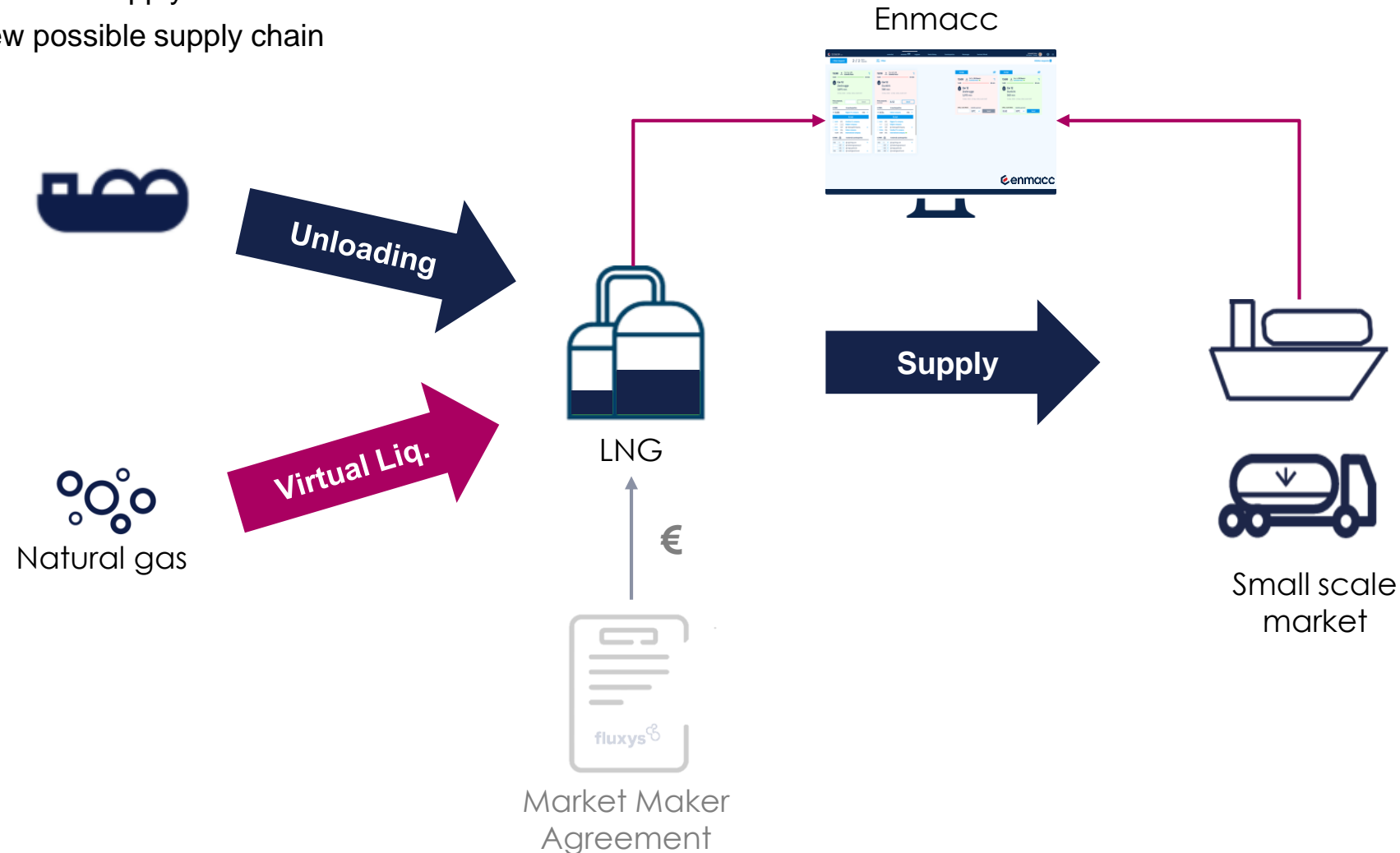
Provide **efficient LNG trading** between suppliers and demand side through digital trading platform



With the **Virtual Liquefaction service** and a **ssLNG trading platform**, LNG retail markets can be supplied in a more liquid and efficient way

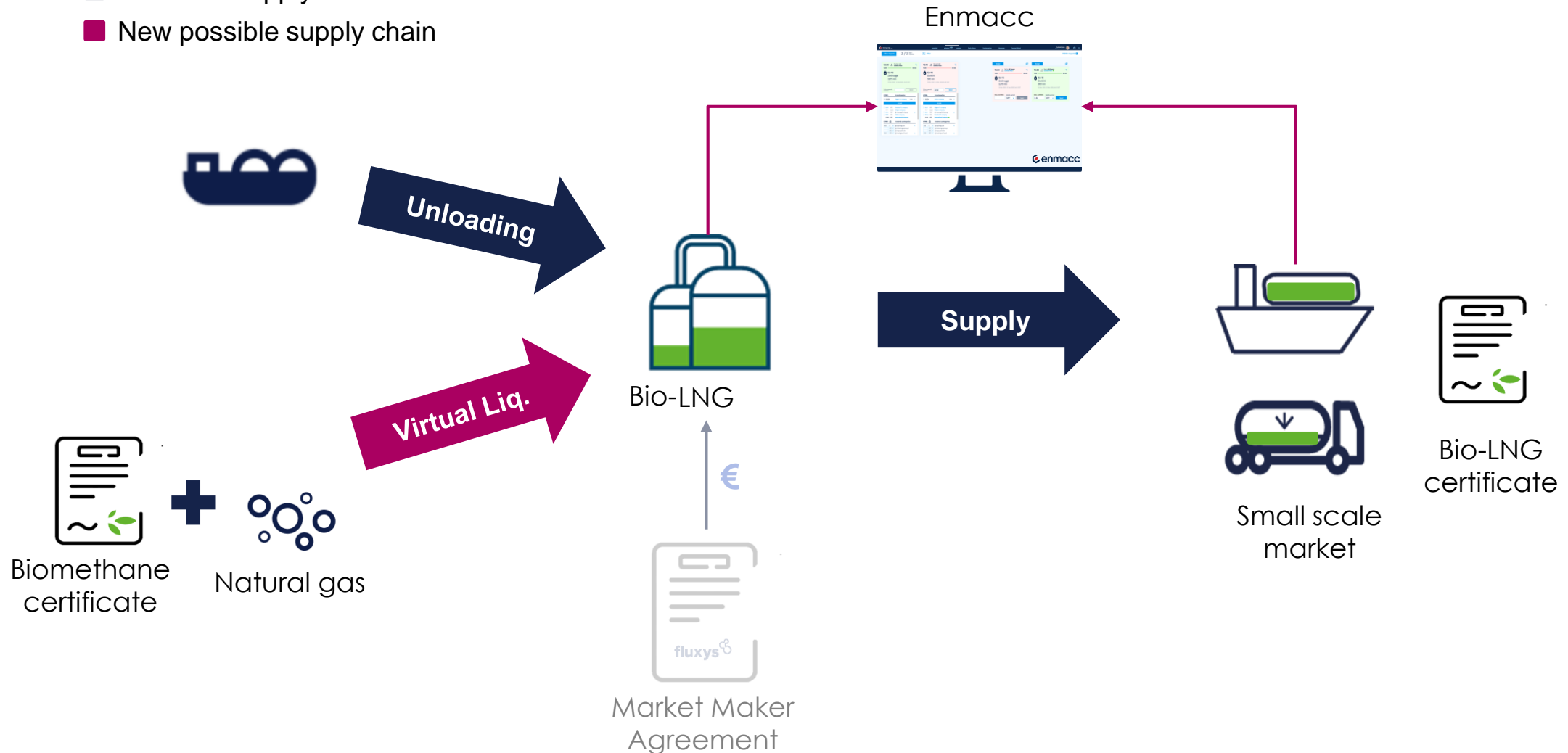
■ Standard supply chain

■ New possible supply chain



Fluxys is creating the possibility to sell and supply **Bio-LNG** to the retail market

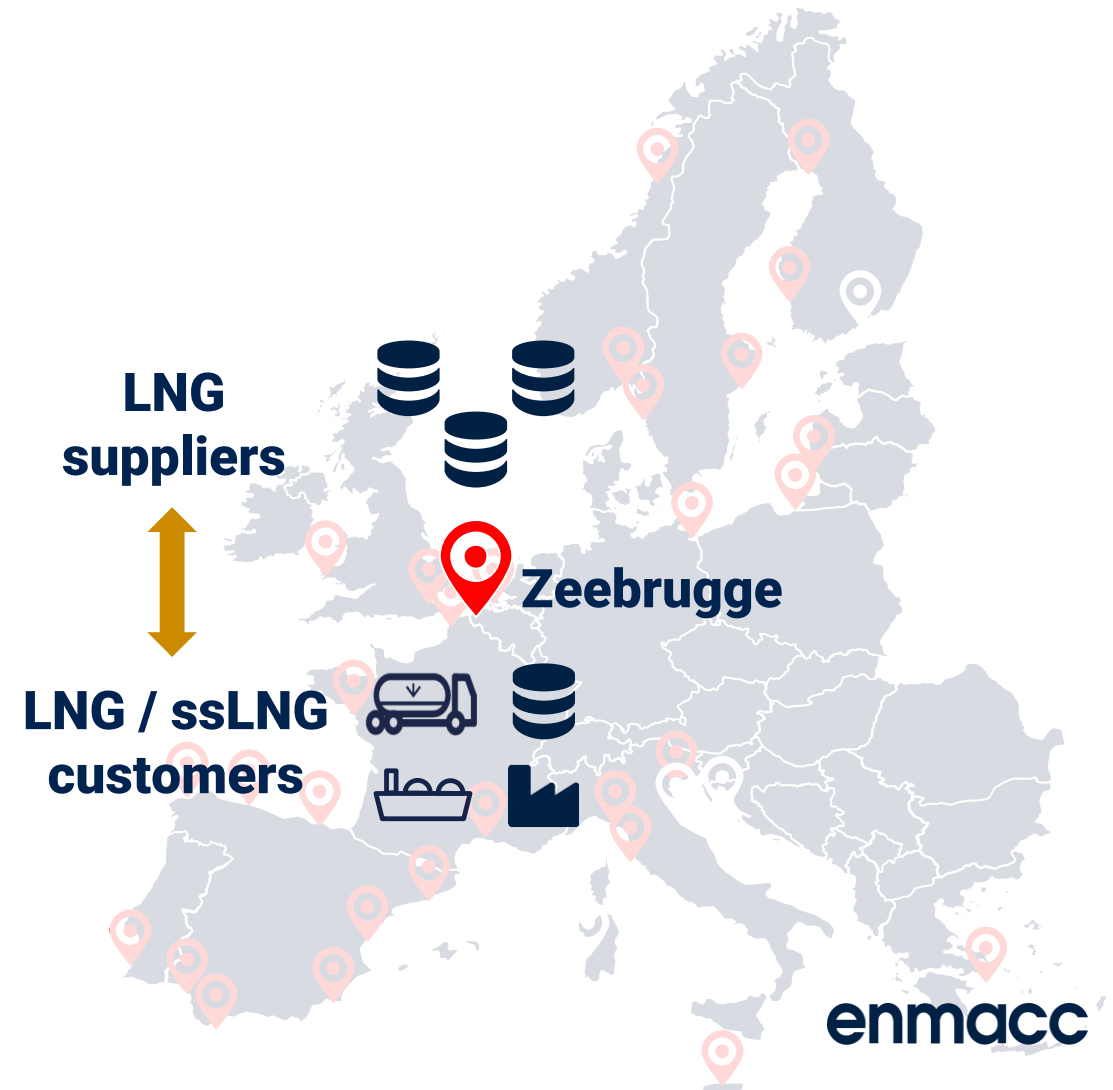
- Standard supply chain
- New possible supply chain



Partnering with enmacc to introduce an efficient trading process through digital platform for suppliers and demand side

Our vision

- Establish **Pan-European platform** for bilateral LNG trading
- Provide more optionalities for **in-tank** and **ssLNG trading**
- **High efficiency** through **digital** trading processes increasing attractiveness also for small volumes



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In order to **improve access** to the Zeebrugge terminal, Fluxys LNG launched the **Virtual Liquefaction** service

Why?

- Offer **alternative way** to bring (bio) LNG in the terminal
- Give suppliers the possibility to bring **small amounts of LNG** to the terminal
- **Increase and support the LNG activity growth**

Biomethane
certificate



Natural
gas



How?

- **Counter nominate gas** to Zeebrugge TML and **convert it to LNG**
- Book **firm storage** upfront or use **interruptible storage**

**Virtual
Liquef.**



What?

- **Conditional** service that allows shippers to virtual liquify **gas to LNG**
- **Availability depends on send out** nominations (exceeding the Minimum Send Out)
- The **tariff** for Virtual Liquefaction = **€0,11/MWh***



Bio LNG
(+certificate)

Important

- The shipper must have signed **LTA** upfront
- During the **service term** of a **SLOT**, **no tariff** will be applied on the **Virtual Liquefaction** service
- Fluxys will facilitate soon a better **visibility** on **risk of interruption**



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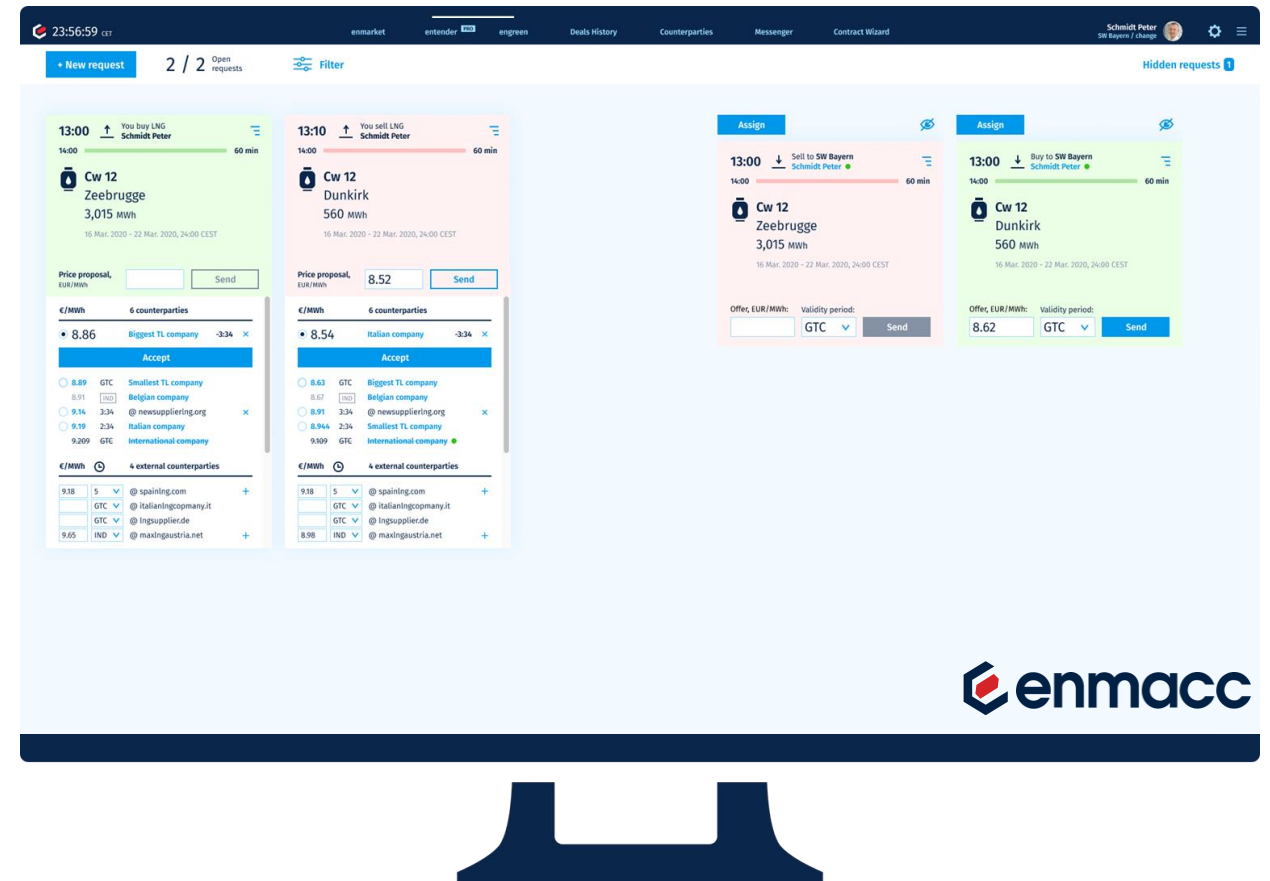
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Bilateral LNG trading to profit from technologies used in power and gas trading as well as enmacc's track record building marketplaces

Our value proposition

- Create **growing network** of supply and demand side players
- Providing **further reach** and **growth opportunities** through new counterparties
- Focus on **deal execution** (trades/procurement)
- **Fit-to-purpose platform** with continuous enhancements (e.g., integration with slot booking for trucks)



enmacc



We see three main use cases - providing value add for supply and demand side in parallel

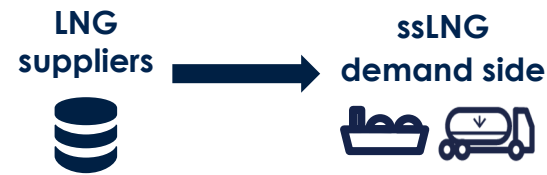
1. In tank



Details: supplier sends buying/ selling interest to selected group of suppliers

Option: conclude trade without disclosing companies name pre trade, only post trade

2. Supplier initiated



Details: supplier sends selling interest to selected group of demand side

3. Demand side initiated



Details: demand side sends buying interest to selected group of suppliers

- **OTC trades** - trading based on framework contracts
- **Data security** - No disclosure of trade data to other market participants
- **Full flexibility** - No standard products, volumes & delivery periods individually defined
- **Technology company** - No interaction of enmacc in the trades

Outlook

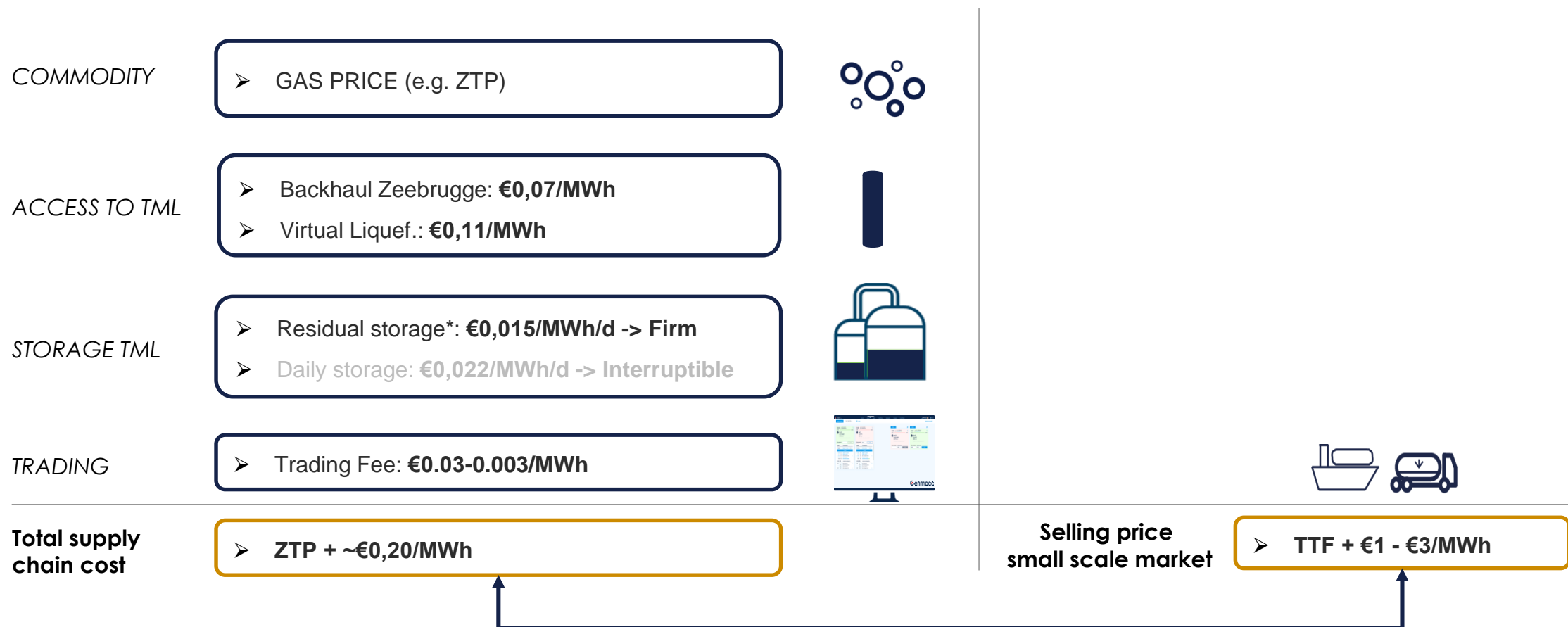
- Include all relevant European terminals
- Bio-LNG
- Slot booking
- Location spreads
- Virtual trading points (similar to Spain)

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Comparing the full 'supply chain cost' in Zeebrugge with the selling price towards **small scale market offers beneficial perspectives**

Cost calculation to supply the small scale market via VL



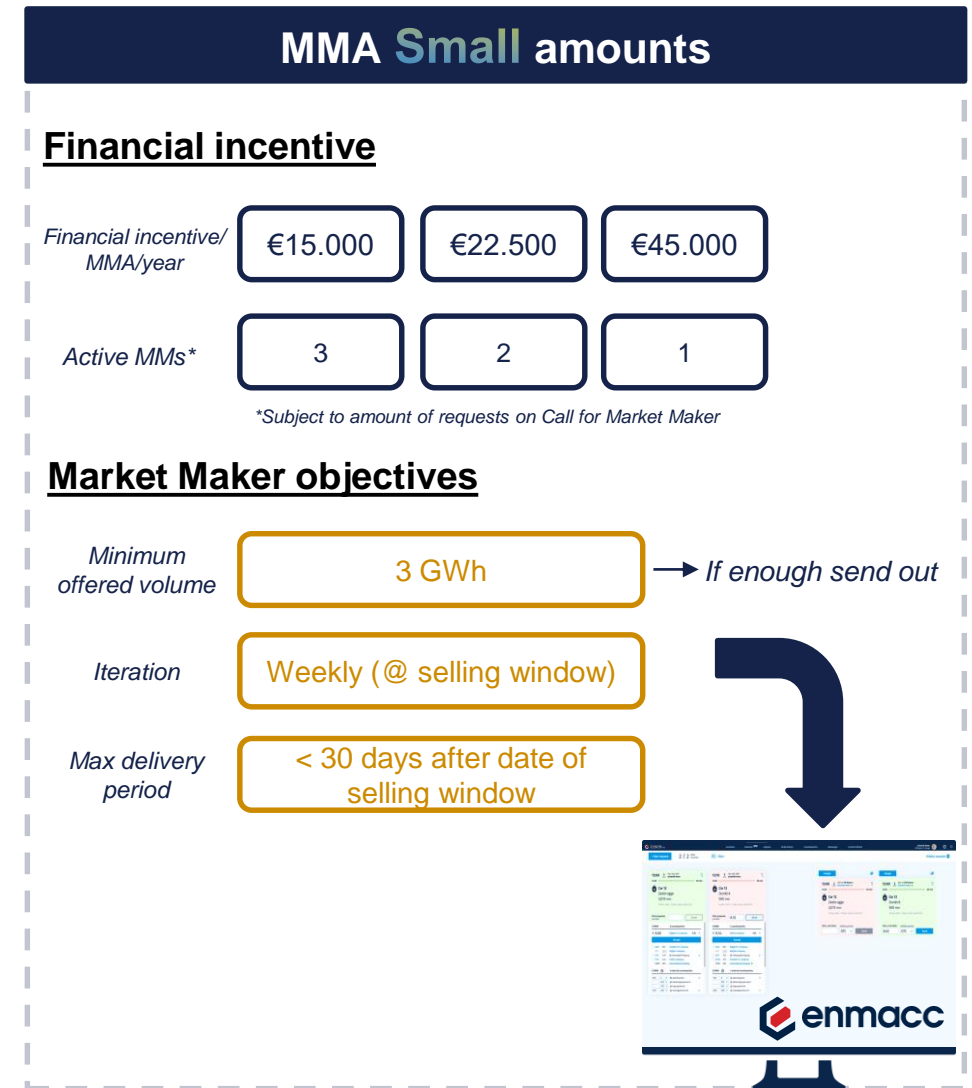
*These are costs for 1 day of storage



Fluxys LNG is searching Market Makers who want to optimize their LNG portfolio's and boost the LNG market

Benefits of being Market Maker and trading

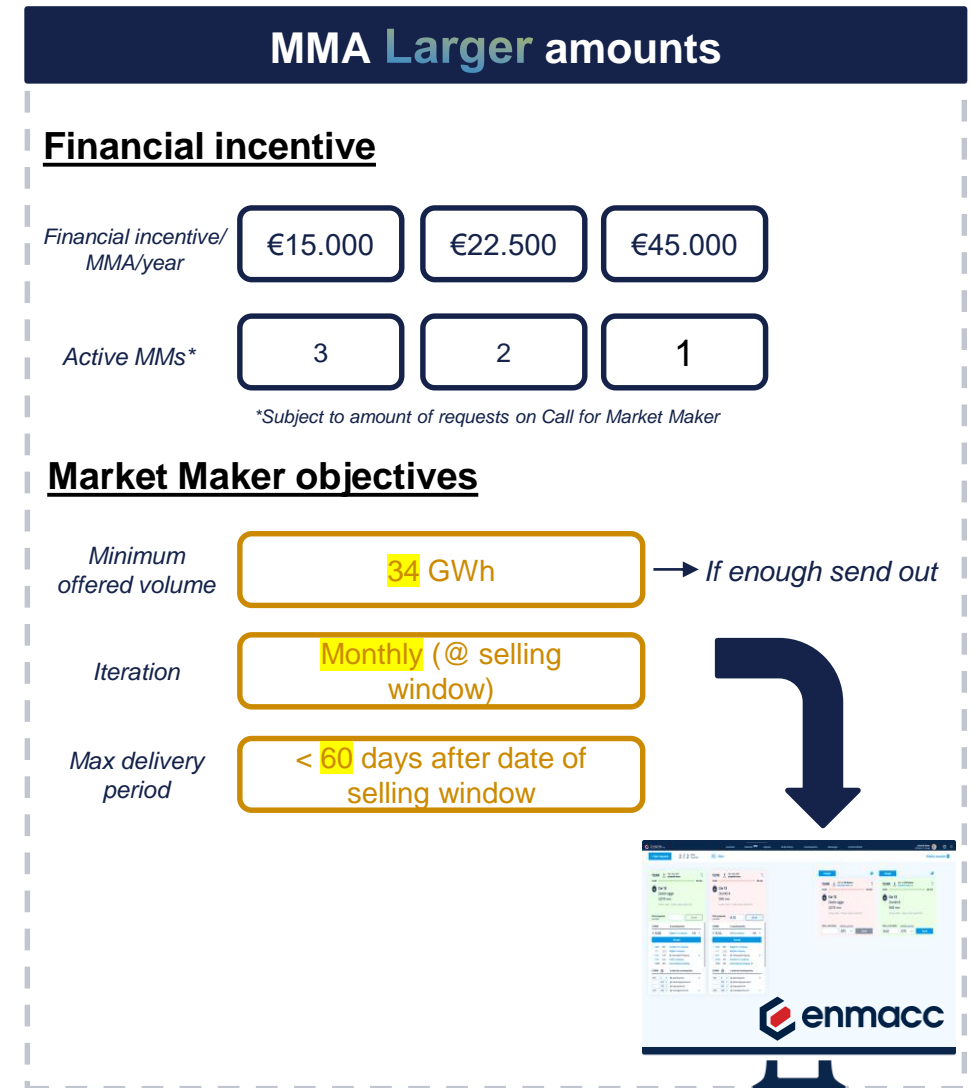
- First mover advantage: access to wide spectrum of small-scale clients
- Fixed yearly financial incentive from Fluxys LNG
- Trades are executed OTC (no price transparency)
- Be the point of contact for SPOT demand
- Away from time consuming and inefficient phone calls / e-mails



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Interested for becoming MMA for smaller amounts (non binding)?

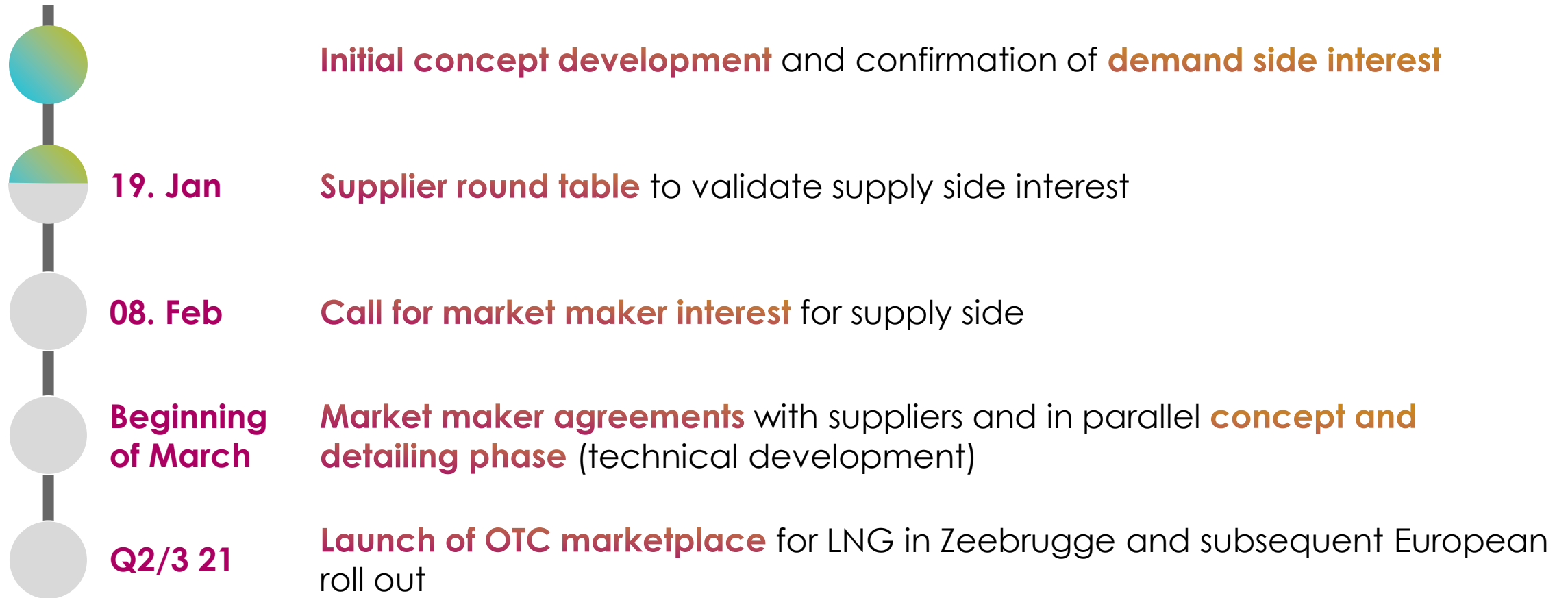
- Fill in the **Call for Market Maker form** as published on Fluxys website **by 08 February** and send it to info.lng@fluxys.com

Interested for becoming MMA for larger amounts (non binding)?

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We want to build the ssLNG marketplace **jointly with market participants** to provide the **best solution**



QUESTIONS?

- Info.lng@fluxys.com
- [+32 2 282 79 99](tel:+3222827999)
- Key Account Managers Fluxys

Thank you

