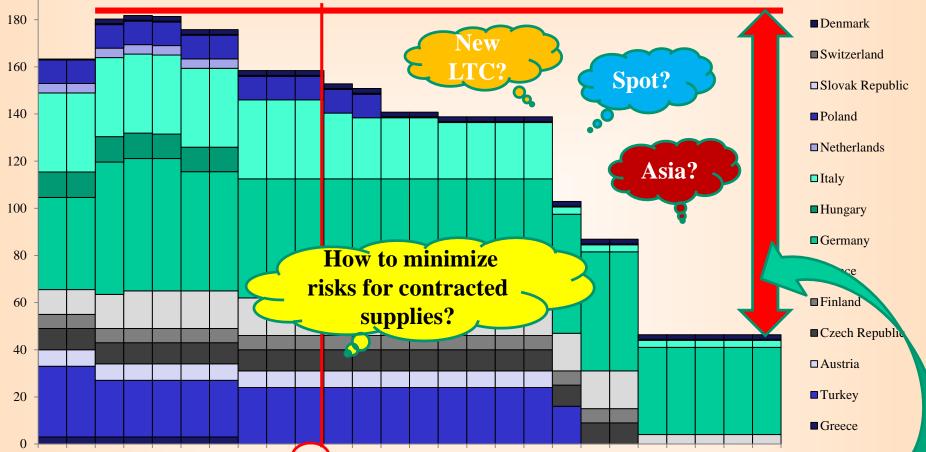
Russia: Change in business model - opportunities and risks for development of gas infrastructure (difficult adaptation to new realities of the European gas market)

Prof. Dr. Andrey A. Konoplyanik,

Adviser to Director General, Gazprom export LLC, Professor at the Chair "International Oil & Gas Business", Russian State Gubkin Oil & Gas University, Co-Chair Work Stream 2 "Internal Markets" Russia-EU Gas Advisory Council

Presentation at the 8th European Gas Conference, Vienna, 19-21 January 2016

Contracted volumes of Russian gas supplies to Europe



2010 2011 2012 2013 2014 2015 2016 2017 201 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032 2033 2034 2035

Source of primary graph: T.Mitrova (ERI RAS) in: «The Russian Gas Matrix: How Markets Are Driving Change», Ed. by J.Henderson & S.Pirani, Oxford University Press, 2014, Fig.3.1/p.53.

Expanding niche for (at least partial?) substitution of terminating EU-destined LTC supplies at the border by new (adapted) LTCs, spot deliveries & trade at EU hubs; or partial redirection of terminating EU-destined LTCs to the East?

A.Konoplyanik, 8th EGC, Vienna, 19-21.01.2016

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Table of content:

1) How to minimize new risks for existing contractual obligations of Russian gas supplies to Europe? a) Ukrainian risks b) Turkish risks 2) Prospects of Russia – EU cooperation (how it can help)

Disclaimer:

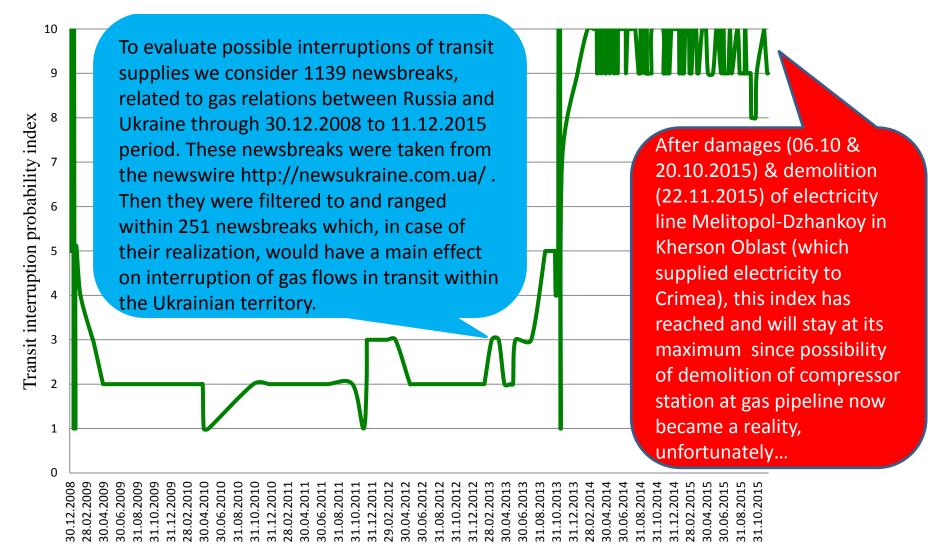
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How to minimize new risks for existing contractual obligations of Russian gas supplies to Europe? (Ukrainian risks)

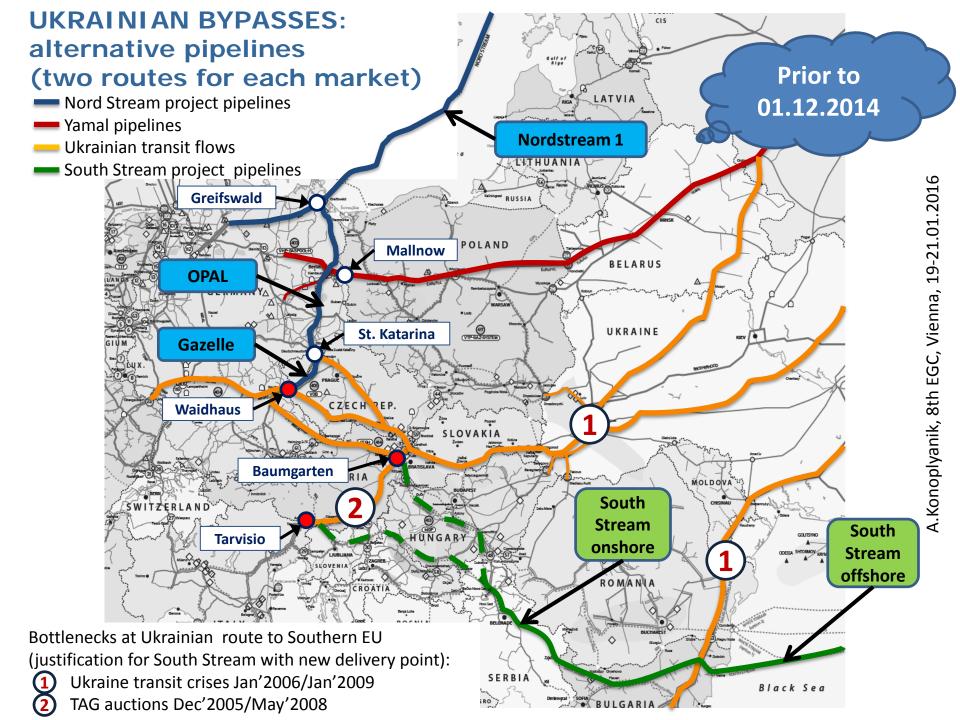
Legal & economic motivation for alternative (risk-avoidance) pipelines

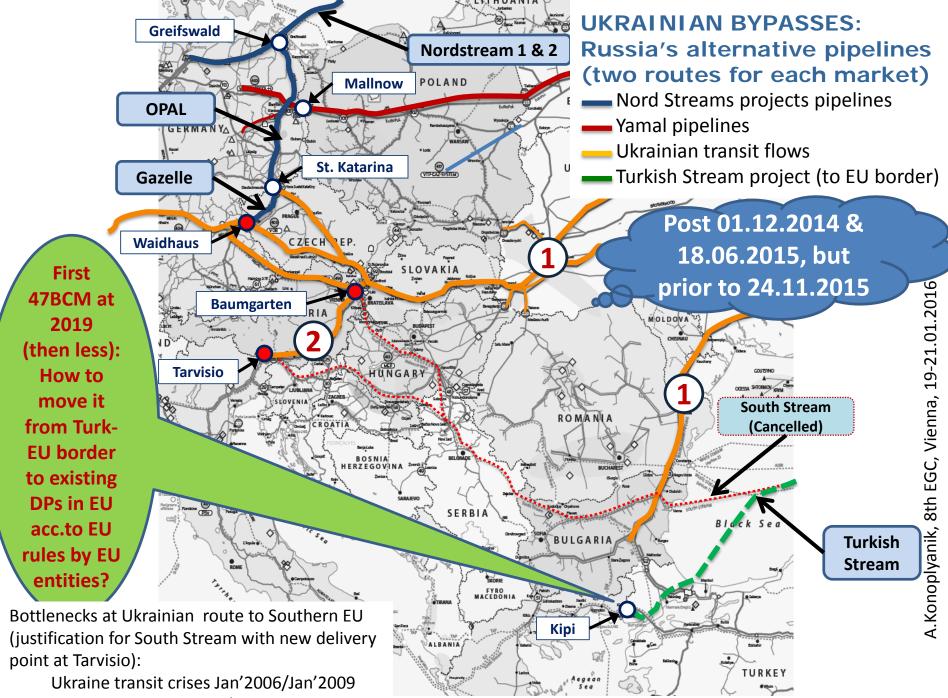
- Sovereign right for producer/exporter to evaluate supply/transit risk since it is his responsibility to timely deliver contractual gas volumes to delivery point (legal motivation)
- EU unbundling (since 2nd EU Energy Package 2003) predetermines free choice for supplier to choose least risky transportation route, if he considers it to be necessary, to fulfill its supply obligation after expiration of existing transit/transportation contract (economic motivation)

Ukraine: "transit interruption probability" index (2009–2015)



Calculated by M.Larionova, Russian Gubkin State Oil & Gas University, Chair "International Oil & Gas Business", Master's programme 2013-2015, on methodology, jointly developed with A.Konoplyanik, based on principles of credit ratings evaluation by major international credit agencies





TAG auctions Dec'2005/May'2008

Russian gas supply ring for Europe? (proposal for discussion/consideration/evaluation)



"Russian gas supply ring" for Europe?

- <u>Today</u>: GP uses UA UGS for seasonal adjustments of RUS LTC transit flows to EU
- <u>Post-2019</u> (after GP-Naftogas transit contract is over): maybe GP can use UGS in Western UA to balance market fluctuations at EU gas market in the nearest market zones (hub Baumgarten, etc.) => then GP shall be present at EU hubs, incl. wider presence in spot segment
- "Russian gas supply ring" concept for Europe:
 - a mutual RUS & EU safeguard from new transit monopolies +
 - new revenues for UA (a way for UA to raise gas-related revenues without transit of RUS gas) =>
 - addresses issue of major concern for EU (how to finance UA economy without/with minimum involvement of EU money) +
 - solve the issue of utilization of Slovak GTS

What to do after 24.11.2015?

How to minimize new risks for existing contractual obligations of Russian gas supplies to Europe? (Turkish risks)

Black Sea Before delimitation prior to and after reunification of Romania **Crimea with Russia** Ukraine Russia Bulgaria Georgia Turkey The new reality: Turkish & 600 foot depth Ukrainian EEZs contour After do *not* interlock Ukraine Ukraine anymore Romania Russia Bulgaria Map source: Georgia http://img1.liveinternet.ru/images/attach/c/ Turkey 0/113/415/113415843 large 16012 102020 54593033675 5644072863940384821 n.jpg 14 A.Konoplyanik, 8th EGC, Vienna, 19-Source: Lamont-Doherty Earth Observatory of Columbia University http://www.liveinternet.ru/users/3616936/ 21.01.2016



Black Sea delimitation prior to and after reunification of Crimea with Russia: consequences for riskavoidance offshore pipelines

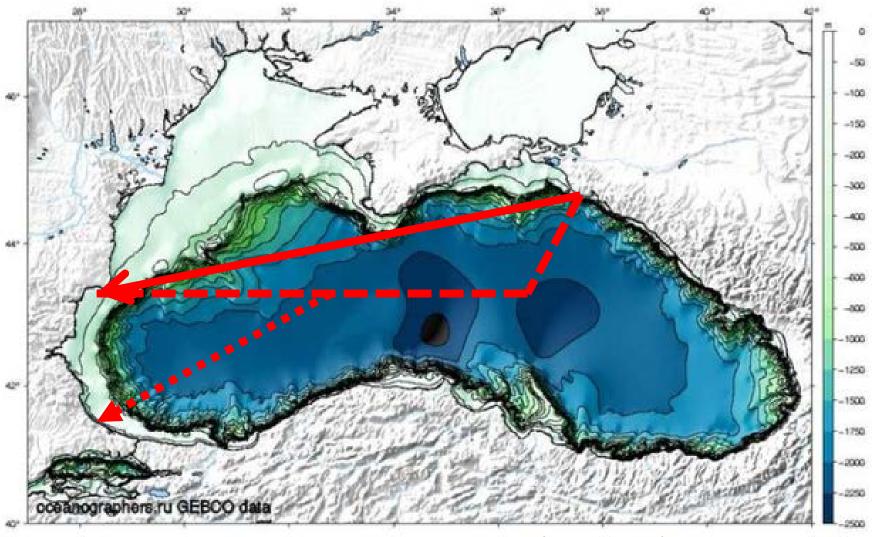
- South Stream (via Turkish EEZ)
 - Turkish Stream
 Possible "New" Stream (?) (via new / expanded Russian EEZ)

Reunification of Crimea opens opportunity (& 24.11.2015 incident votes for its use) to avoid Turkish transit => offshore pipeline route to Bulgaria/Varna directly via new (expanded) RF EEZ in Black Sea, now by-passing Turkish EEZ, with all its positives: shorter lime via shallower waters => benefits to both RF & EU

Map source:

http://img1.liveinternet.ru/images/attach/c/ 0/113/415/113415843 large 16012 102020 54593033675 5644072863940384821 n.jpg

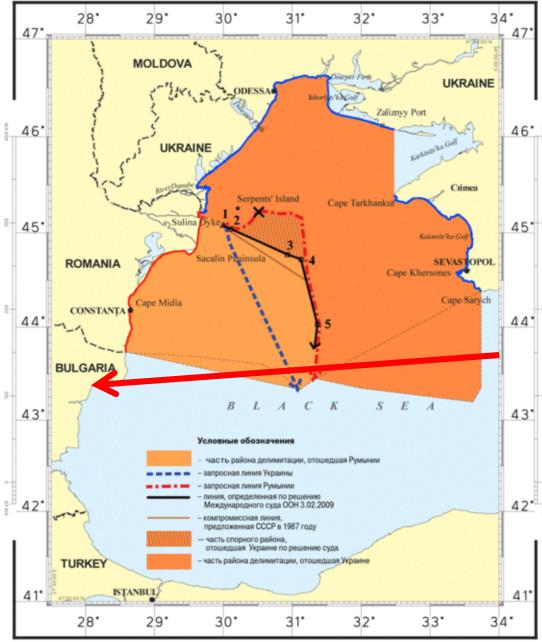
Black Sea: map of water depths & offshore routes



Map source: http://www.perekop.info /black-sea-history/



South Stream (via Turkish EEZ) Turkish Stream Possible "New" Stream (?) (via new/expanded Russian EEZ)



Romania-Ukraine EEZ Black Sea demarcation dispute results: no consequences for possible "New" Stream

Results of Romania-Ukraine dispute on demarcation of their EEZ in Black Sea do NOT touch *possible* new (instead of Turkish Stream) route of offshore part of *possible* new risk-avoidance gas pipeline in EU - a part of southern wing of *possible* Russian gas supply ring for Europe

Possible "New" Stream

Map source:

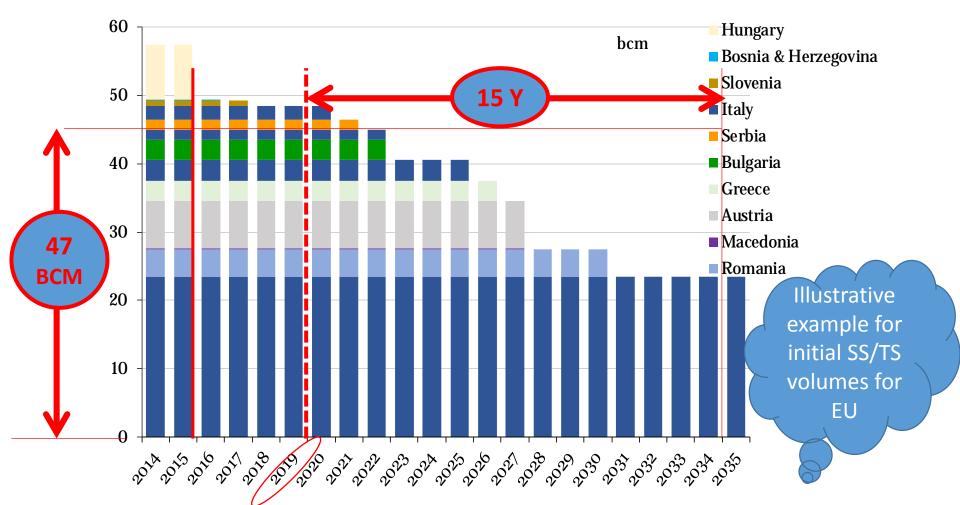
http://img0.liveinternet.ru/images/atta ch/c/11/116/349/116349424 large 0 301e1 5cdb3fac orig.gif

Prospects of Russia – EU cooperation (how it can help)

Russia-EU GAC: expert discussions continues

- Whatever will happen offshore EU, new regulatory EU rules for development new transportation capacity onshore EU (CAM NC INC + NC Tariffs) to be tested, preferably before Comitology will fix this rules in stone:
 - Proposed "reality check" for new EU regulatory rules for new onshore infrastructure development based on "as if" approach & realistic (not need to be real) case in SEE => CAM NC INC Art.20(d) procedure,
 - To be discussed by experts, inter alia, at the next WS2 RF-EU GAC meeting(s)
 - This might enable improvement of EU internal procedures in the process of Comitology

Russian re-routed gas supply contracts to Central & South-Eastern EU from UA transit last till 2035 = 100% security for TSO project financing of new capacity in SEE



Source: calculated by E.Orlova (FIEF) based on based on: "Turkish stream": Scenarios of by-passing Ukraine and barriers of European Commission". Vygon Consulting, June 2015 (fig.4, p.30).

Thank you for your attention!

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