



Gas Trading Company





Company Profile

- ❖ M&M Gas is active in the Supply and Trading of Natural Gas, focusing on securing the safe and competitive supply of Natural Gas to the Greek market.
- ❖ Headquartered in Greece and established in 2010, the Company is the joint Natural Gas trading branch of MYTILINEOS Holdings S.A. and MOTOR OIL (HELLAS) CORINTH REFINERIES S.A.
- ❖ Since its establishment, M&M Gas has been leading developments in the Greek Natural Gas market towards the creation of a liberalised and competitive market that will benefit consumers, bringing together the qualities of its two shareholders: expertise, effective and innovative culture and commitment to sustainable development with respect for the people and the environment.

Mission-Vision -Values

- ❖ **Our Mission** is to forge an alliance with society, with the people and with the environment.
- ❖ **Our Vision** is to become a leading actor in the Greek market and to expand our footprint across SE Europe.
- ❖ M&M Gas is guided by the following core **Values**:
 - High efficiency / Optimal results
 - Progressiveness / Innovation
 - Respect for the environment
 - Socially responsible development

Milestones



2010

- ❖ M&M Gas is established, with its object specified as the supply and trading of Natural Gas.
- ❖ It is the private company that created the conditions for the liberalization of the Greek Natural Gas market, by delivering the first privately imported Liquefied Natural Gas (LNG) cargo to the facilities of the Hellenic Gas Transmission System Operator (DESFA) S.A.
- ❖ The supply of Natural Gas to the companies connected to the natural gas transmission network begins.
- ❖ M&M Gas wins the first public tender for the supply of LNG conducted by the PPC and delivers an LNG cargo.

2014

- ❖ M&M Gas signs the first agreement under which industrial consumer is supplied with Natural Gas by an independent supplier.
- ❖ The Company delivers quantity of Natural Gas, obtained from an imported LNG cargo, to one of the largest industrial consumers of Natural Gas in Greece.

2015

- ❖ The further Natural Gas market opening up to previously excluded geographical areas of Natural Gas Supply companies (EPA) means for M&M Gas the launch of its sales activity to new industrial clients, offering innovation, flexibility, speed of delivery and competitive charges.

2016-Action Beyond Greece

- ❖ M&M Gas becomes the first private company to extend its cross-border gas transactions through the Interconnection pipeline between Greece and Bulgaria (IGB). Specifically, in July 2016 M&M Gas is the first to export Natural Gas through the pipeline network and in September 2016 it becomes the first private company to import Natural Gas into the Greek market.



- ❖ M&M Gas is active in the supply and trading of Natural Gas mainly in the Greek market through the transport of Liquefied Natural Gas and pipeline gas, with the possibility of exporting internationally.
- ❖ By leveraging current networks and its associations and expanding them with the addition of new ones, M&M Gas builds a solid and strong base of associates and business partners in all specialization areas, offering global coverage.
- ❖ The Company is active in the supply and trading of Natural Gas to final consumers in the Greek market and beyond. Its main activities comprise the following:
 - The safe and competitive supply of Natural Gas to its associates in the market of Greece and in those of its neighbour countries.
 - The creation of value from its portfolio, by participating in the international trade of Natural Gas, and
 - The creation of new business opportunities (CNG, small-scale LNG)
- ❖ From its establishment, M&M Gas has concluded Framework Agreements with the majority of the companies active in the Liquefied Natural Gas (LNG) sector – National and International Oil Companies (NOCs/IOCs) and Commercial Firms – and has already delivered to the Greek Natural Gas System more than thirty (30) LNG cargos. At the same time, the Company is active in pipeline gas imports directly from the Metering Station located near the Greek-Bulgarian border.
- ❖ On top of its main activity, M&M Gas is also set up to undertake construction, operation, maintenance & management of Natural Gas facilities, pipelines, networks and other related infrastructures, and to provide consultancy and project management services in the relevant fields.

Portfolio Management Competitive Advantages



Portfolio Management

M&M Gas

- ❖ Has developed an extensive network of suppliers and remains in constant co-operation with them to ensure optimal supply costs.
- ❖ Its portfolio is composed of fixed-term contracts (pipeline gas & LNG) and spot purchases.
- ❖ Imports on an ongoing basis and at regular intervals LNG cargos that bring to its supply portfolio a significant competitive advantage in terms of cost.
- ❖ Has a significant portfolio of an adequate volume, which ensures the constant and uninterrupted supply of natural gas to its associates (power plants and industrial associates with varying consumption levels), customers and partners.

For M&M Gas, safety in supply is a crucial parameter of its business activity and one that is ensured on a daily basis via the optimal management of its portfolio, which secures the uninterrupted supply of Natural Gas to its associates.

Competitive Advantages

- ❖ With extensive experience of the Natural Gas sector and in-depth knowledge of the legal/financial environment, M&M Gas provides top-quality services that meet the needs of its clients.
- ❖ Continuous and regular import of LNG cargoes add a significant competitive cost advantage to M&M Gas's supply portfolio.
- ❖ As the largest private gas supplier in Greece, M&M Gas provides its partners with the optimal, safer and most economical option.

Pioneer in the Greek Natural Gas market



- ❖ In the dynamic gas market, working with an experienced and at the same time innovative sector leader is an invaluable advantage.
- ❖ To this end, the Company sets the standard by combining:
 - Supply security
 - Competitive price
 - Transparency in pricing
 - Expertise
 - Flexibility
 - Process risk management
- ❖ As a **pioneer** in the Greek natural gas market, M&M Gas is committed to developing options that maximize the end-to-end benefit and create conditions for effective and efficient Natural Gas supplies.
 - M&M Gas is the first and only private company that opened up the market by delivering the first ever privately imported Liquefied Natural Gas (LNG) cargo into the Greek Gas Transmission System in 2010.
 - In 2016, M&M Gas was the first private company to import and export pipeline gas from and to neighbour countries.
 - Being one of the first private suppliers within local distribution networks since August 2015, M&M Gas had introduced the most transparent and efficient invoicing structure reference the Commodity cost based on the publicly available and approved by the Regulatory Authority of Energy, Natural Gas Auction Opening Price, that structure becoming the Industry standard since."