

Your energy future is secure with us.

gas  
union



# Natural gas purchasing 4.0

Online tools, trading and  
delivery products

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# Well advised - well purchased

Natural gas is a task for professionals. Good results can only be achieved permanently with the necessary energy management expertise. Further prerequisites are the availability of the necessary resources combined with access to the commercial markets. For many companies and industrial operations, as measured by the natural gas purchasing activities that are to be carried out regularly in the year, the operating expense is not economical. A classic situation where it makes sense to seek external support from experts.

Gas-Union offers its business partners qualified support for the entire procurement process. Together with the partner's responsible purchaser, we go through all the steps needed to develop the best possible procurement model. The requirements are analyzed in detail and the product combination which meets the individual requirements is examined.

Various risks have to be taken into account when purchasing energy, and it is up to the purchaser to assess, monitor and control the individual risks. When purchasing, it will not be possible to eliminate all risks. The strategy will focus greatly on creating a good balance between opportunities and risks. This is all the more successful when the procurement strategy that is developed is tailored as precisely as possible to the company. Gas-Union provides its partners with their extensive experience in the development of tailor-made procurement strategies.

We will also be happy to provide you with advice and assistance during the subsequent filling of the portfolio. We consistently implement the procurement strategy we have developed with you in day-to-day business and support you with our purchase recommendations for the agreed products. Naturally, we will measure ourselves against the benchmark agreed with you. This way, we ensure a competitive gas supply for you.

Gas-Union has been dealing with natural gas for more than 55 years. Many of our partners from the public utilities and industrial companies have been our business partners for decades. For us, that is both proof of confidence and the challenge, at the same time. Experience for yourself the advantages of a partnership with Gas-Union.

Check out our offers - from professionals for professionals.



## Balance between opportunity and risk

Gas-Union offers individual product modules, which can be combined in a variety of ways. Properly applied risk structures can be defined. Through appropriate product selection and deliberately calculated flexibility, the probability of occurrence and the scope of individual risks can be reduced. Ask us, we will be delighted to advise you.

The following section provides an overview of our delivery and pricing products. Benefit from our creativity and, together with our specialists, develop your specially optimized procurement solution. We look forward to working with you.

# Delivery products

## Full supply

Gas-Union takes care of the precise supply of the required natural gas quantities and also provides the necessary capacity. We assume the balancing risks as a natural gas supplier. You provide us with your historical performance data, on the basis of which we forecast your daily needs. This ensures that you always get the exact amount of natural gas from us.

## Open delivery contract

This is a product for buyers who are permanently watching the energy market and want to secure a high degree of flexibility. The aim is to take advantage of as many opportunities as possible with manageable risks. You arrange for natural gas deliveries from us for a fixed period of time and determine daily how much natural gas you receive. Your daily nominations are based on the flexibility you have agreed with us. This enables you to optimally exploit the volatility in the natural gas market in order to optimize your portfolio.

## Regression schedule (temperature-controlled delivery)

The smart solution for those whose natural gas requirements are essentially determined by the temperature. We offer you reliable natural gas quantities depending on the daily temperature. We take care of the temperature-related volume risk and your procurement fits perfectly to your sales needs, regardless of whether we get a warm or a cold winter. The local temperature measurement points relevant for you will, of course, be agreed with you.



## Virtual storage (flexibility product)

An exact match between the purchased and actually required quantities is rarely achieved. The potential consequences are sales made at a loss or additional purchases on the spot market. With our virtual storage product, you can avoid this. Similar to a physical storage, simply place unrequired purchased quantities there and then call them off as required. This allows you to smartly expand your flexibility and effectively reduce risks from spot market trading.

## Standard products, fixed capacity and scheduled

Here, you opt for a defined amount of natural gas over a certain period of time. These types of natural gas purchases are used, for example, to cover the basic load requirement or production processes that are carried out continuously with a uniform requirement over a fixed period of time. Scheduled and fixed capacity deliveries are delivery products that you can easily and comfortably purchase from Gas-Union via our online tools. In addition to scheduled delivery, we recommend our residual supply. This keeps you flexible and ensures your natural gas supply even in the case of major fluctuations in demand.

# Bio and organic products

## Biogas

We supply biogas for use in accordance with EEC guidelines, including verification via the German Energy Agency (DENA) biogas register. The biomethane entitles its operator to receive remuneration when used in electricity generation plants. We supply from our own biogas balancing group, allowing us to be very flexible in our offer. Naturally, our biogas is also suitable for other applications, such as fuel at your gas station.

## Climate-neutral natural gas

Climate-neutral natural gas - simple and practical as a finished product from Gas-Union. The corresponding certification is also provided by Gas-Union. With our complete package, we offer public utilities, industrial operations and bulk consumers a fast solution without bureaucratic effort. You can also offset CO<sub>2</sub> emissions of smaller amounts of natural gas from 500,000 kWh per year through our CO<sub>2</sub> mitigation certificates, even if the amount of natural gas has not been supplied through us.



# Price products

## Define the price product according to your needs

Simply choose the criteria that are important to you. The number of stars shows which product best meets the selected requirements.

Explanations of the price products can be found in the product guide inside front cover.

	Budget security	Risk spreading	Market proximity in delivery period	Low procurement effort
Fixed price	★★★★★	★☆☆☆☆	★★★☆☆	★★★★★
Active tranche model	★★★★★	★★★★★	★★★☆☆	★★★★★
Passive tranche model	★★★★★	★★★★★	★★★☆☆	★★★★★
Market-optimized tranche model	★★★★★	★★★★★	★★★☆☆	★★★★★
Indexation	★☆☆☆☆	★★★★★	★★★★★	★★★★★
Strategic partnership	★★★★★	★★★★★	★★★★★	★★★★★

*All products can also be combined with our GU-funds.*

**By the way: Our website features an easy-to-use product finder to assist you!**

Try it out!



# Product matrix

## Possible combinations of delivery and price products

Each price product can be offered as a basic price/contract price or as a unit price. Each product can be combined with several price products.

### Price products

Delivery products	SBK*	EBK**	Fixed price	Active tranche model (vertical/horizontal)	Passive tranche model (vertical/horizontal)	Market-optimized tranche model	Indexation	Strategic partnership	Fund-linked products	Optional: supply quantities	Flexibility models
Full supply	●		✓	✓	✓	✓	✓	✓	✓	✓	Flex-limits, temperature-dependent
Residual supply	●		✓	✓	✓	✓	✓	✓	✓	✓	Flex-limits, spot market offsetting
Regression schedule	●	●	✓	✓	✓	✓	✓		✓	✓	Temperature-dependent (opt.: additional flex)
Standard product (spot/date)	●	●	✓								
Schedule	●	●	✓	✓	✓		✓				Fixed (SBA/OBG) or flexible (OBG only)
Open supply contract (OSC)		●	✓	✓	✓		✓				Opt.: Min/max supply level Seasonal, quarterly, monthly restrictions
OSC successors of customer requirements		●	✓	✓	✓	✓	✓		✓	✓	Flex-limits
Virtual storage		●									Supply level limits
<i>Optional: Float-for-fix, Fix-for-Floating</i>			✓				✓				
<i>Optional: Limit-Order, Fix-Collar, Floating Collar, Zero-Cost Collar</i>			✓	✓	✓						
<i>Budget security</i>			★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	
<i>Risk spreading</i>			★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	
<i>Market proximity in delivery period</i>			★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	
<i>Low procurement effort</i>			★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	

\*Sub-Balance Account (SBA) \*\*Own Balancing Group (OBG)

# Online Tools

Our online tools provide solutions for many questions and problems related to procurement. The tools provide the necessary liquidity even for smaller sourcing units and thereby support you in sales-oriented portfolio filling and management. Or you can secure your delivery obligations quickly and easily through our back-to-back offer. Always available: You always get an up-to-date overview of the market prices, allowing you to act highly flexibly. Access to our tools is obtained by purchasing a single license (stand-alone) or in combination with certain delivery products as an add-on.

## The right tool for every application

<b>Portfolio filling</b>	<ul style="list-style-type: none"><li>● GU-Express</li><li>● Live pricing tool</li><li>● iGas trading platform</li></ul>
<b>Market information</b>	<ul style="list-style-type: none"><li>● iGas trading platform for current market prices at all times</li><li>● GU Market Report</li><li>● GU Index</li></ul>
<b>Sales support</b>	<ul style="list-style-type: none"><li>● GU-Express for current transfer/competition prices at any time</li></ul>
<b>Planning &amp; Reporting</b>	<ul style="list-style-type: none"><li>● Load forecasting tool</li><li>● WEM access</li></ul>

## iGas trading platform



By accessing the iGas trading platform, you are able to trade natural gas quantities directly at the click of a mouse. Purchases and sales - both options are possible. Even small trading volumes, from a tick size of 0.1 MW, can be traded. Gas-Union provides liquidity for the spot and forward products offered on the iGas trading platform. The prices shown are updated every two minutes, so you can always trade at the current market price. Thanks to the high update frequency, iGas can be used to monitor the current market price level. The platform also offers binding and tradable prices for products that may not be tradable on broker's screens. Through the possibility of setting your own prices, limits can also be realized.

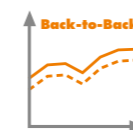


## Live pricing tool for schedules



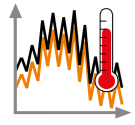
Quickly find the price for a fixed schedule and order if desired. With the live pricing tool, this is made possible for a viewing period of 6 to 36 months. You can, for example, feed daily or monthly schedules into the system, simply via an Excel spreadsheet or manually. The tool then calculates the total required quantity and shows both the price per MWh and the total price for the period. The price is based on current market rates and that is why the price can only be guaranteed and the transaction be concluded over a period of five minutes. It must then be recalculated. The live pricing tool can also be used to purchase smaller supply values from 0.001 MW - an ideal way to keep the purchasing portfolio closely aligned with sales.

## GU-Express for back-to-back enquiries



You want to secure the supply for one of your own customers or need information on the current market value of the natural gas quantity you have had an enquiry about? Then our GU-Express Offer is the perfect tool. It provides an overview of the current market price level at any time. It quickly provides a binding full supply offer, also taking into account flexible quantities of delivery volumes in the Gas-Union balancing group. This means that the GU-Express Offer is also suitable as a basis for delivering your own offer prices.

## Load scheduling forecasting tool



How much natural gas is needed when? Gas Union can calculate this using its own powerful forecasting tool. As a result, we supply the demanded values expected for a cold year, a normal year and a warm year. This makes it possible to estimate the level of flexibility that should be considered. The calculated plan load is also the basis for a high-quality forecast during the period of performance, thereby ensuring minimal balancing costs. Historical consumption data (load cycles) are required for applying the forecasting tool.

## GU Partner Portal



Our tool especially for business partners who always want to have their data in full view. All contract data is stored here. All allocation data, current, provisional and finally effective allocation data are here stored for daily work. The partner can access their data at any time. In addition to monitoring, the data can also be exported, for example, to Excel. This enables our partners to see an overview of their own individual evaluation and results..

## GU Market Report



Benefit from valuable information about the energy market, expanded by a market commentary from our experienced portfolio managers. With our direct links to the trading markets, we record all relevant market data every day. These include, for example, prices for the commodities of electricity, oil, coal and natural gas. In addition, exchange rate movements, the prices for emission allowances and equity indices are recorded. All of the data relevant to gas trading in Germany is made up in a two-sided market overview. The information is supplemented by a market commentary.

## GU Index



An excellent tool for anyone who wants to get information about natural gas price development quickly and free of charge. The GU Index provides you with the current listing of the NCG H Gas prices for Day-Ahead and Front-Year. In addition, it gives information on the day-to-day market observation on the day of issue. You can access the information directly via the website [www.gu-index.de](http://www.gu-index.de). Our additional free offer: We will be pleased to send you the report regularly on Tuesday and Thursday by e-mail. Would you like to use this service? Then simply log in to [www.gu-index.de](http://www.gu-index.de) with your email address.

## Our online tools

- › constantly **provide an overview** of the current **market price level**,
- › **create adequate liquidity** even for smaller sourcing units,
- › **enable sales-oriented**, risk-minimized hedging,
- › **offer added value** to our customers as an add-on to delivery products or as a stand-alone product,
- › **provide solutions** for many of the problems and issues that arise with procurement.





Gas-Union GmbH  
Sales Department  
Theodor-Stern-Kai 1  
60596 Frankfurt am Main  
T: +49 | 69 | 3003 - 222  
F: +49 | 69 | 3003 - 129  
E: [verkauf@gas-union.de](mailto:verkauf@gas-union.de)  
[www.gas-union.de](http://www.gas-union.de)



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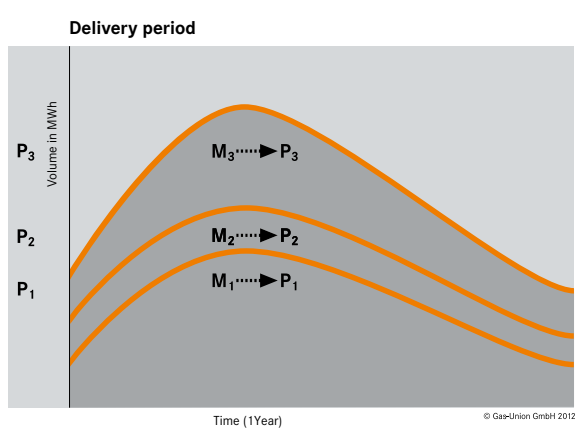
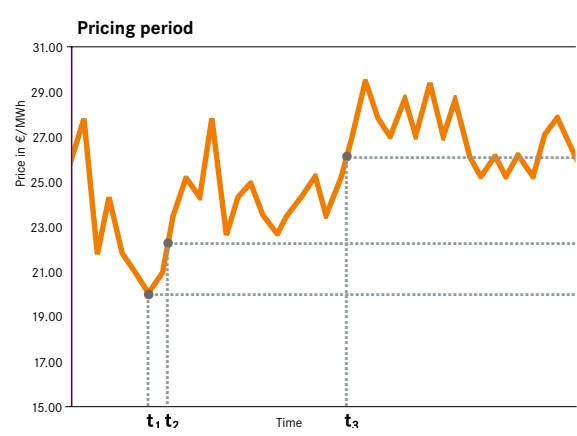
# Active tranche model

You want to spread price risks in procurement more broadly while exploiting gas market opportunities better?

With our active tranche model, you determine the size of your gas tranches (partial volumes) and your price fixing times in line with your specific needs.

## Major price characteristics

Budget certainty	Risk spreading	Market proximity in the delivery period	Little procurement effort
★★★★★	★★★★★	★★★★★	★★★★★



## Overview of advantages:

- Transparent pricing based on published prices (e.g. EEX settlement prices)
- Spreading of risks due to multiple price fixing times
- Opportunity of purchase prices beneath the average market price in the pricing period
- Clear market reports minimise the time spent on determining price fixing times
- Volume tolerance can be chosen in line with specific circumstances
- Variable size of tranches
- Planning certainty before the beginning of the delivery period
- Different price variants possible (base/energy price, unit price)
- Delivery in line with requirements at unchanged quality
- Can also be chosen as a price product by customers with their own balancing group

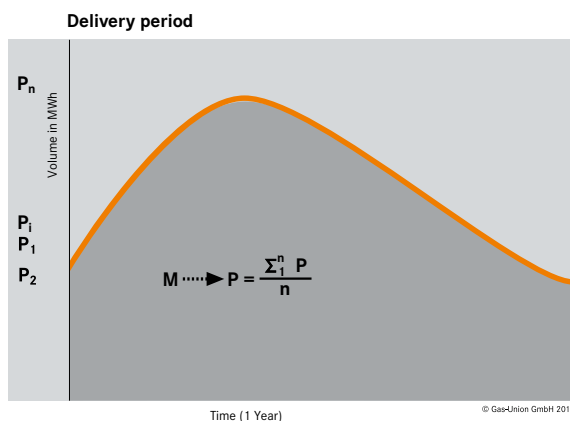
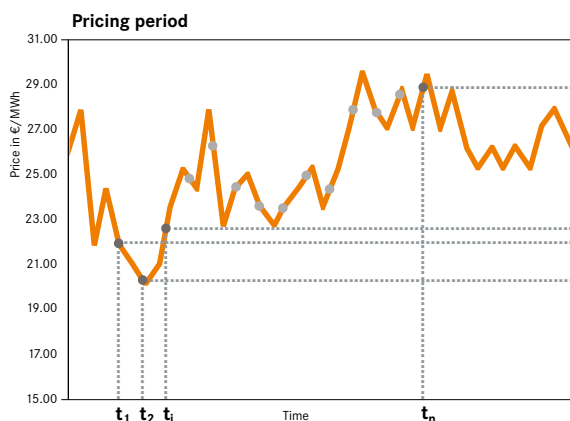
# Passive tranche model

You want to spread price risks in procurement broadly while realising the average market price if possible?

With our passive tranche model, you procure gas tranches (partial volumes) of equal size at regular intervals within the period you define.

## Major price characteristics

Budget certainty	Risk spreading	Market proximity in the delivery period	Little procurement effort
★★★★☆	★★★★★	★★★★☆	★★★★☆



## Overview of advantages

- Transparent pricing based on published prices (e.g. EEX settlement prices)
- Guaranteed spreading of risks due to price averaging in the procurement period
- No risk of choosing “wrong” procurement time
- Volume tolerance can be chosen in line with specific circumstances
- Defined tranches and procurement times mean no extra time is spent in the pricing period
- Different price variants possible (base/energy price, unit price)
- Planning certainty before the beginning of the delivery period
- Delivery in line with requirements at unchanged quality
- Can also be chosen as a price product by customers with their own balancing group

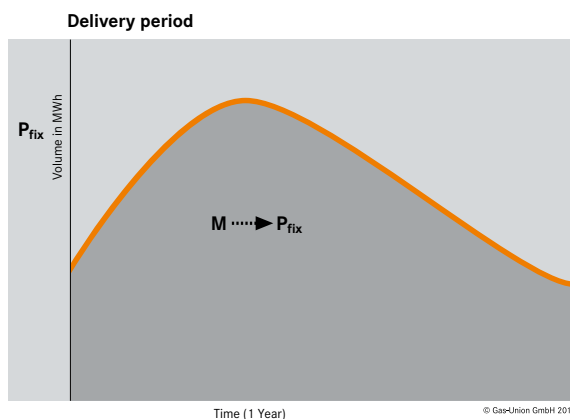
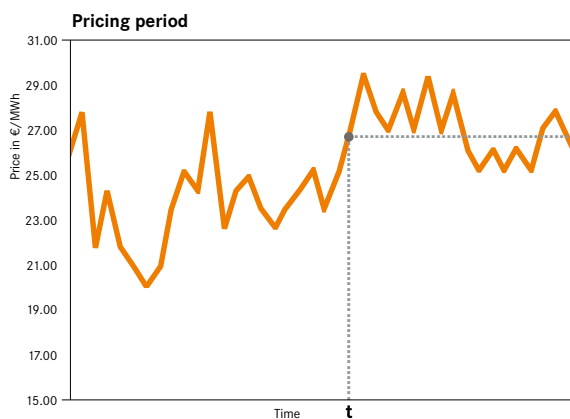
# Fixed price

You want budget certainty by fixing the current price level, or you assume market prices are going to rise?

With our fixed price model, you determine your purchase price by procuring your annual gas requirements at a time you choose.

## Major price characteristics

Budget certainty	Risk spreading	Market proximity in the delivery period	Little procurement effort
★★★★★	☆☆☆☆☆	★★☆☆☆	★★★★★



## Overview of advantages:

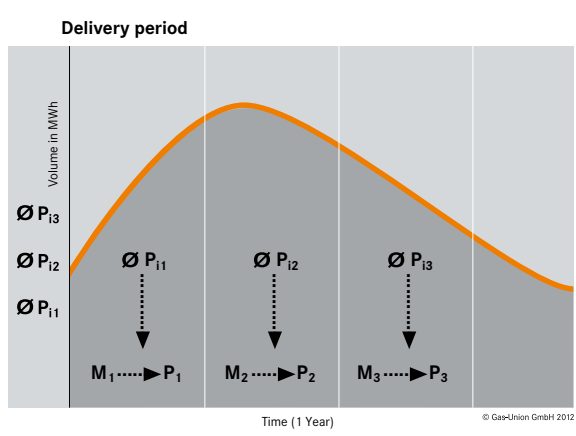
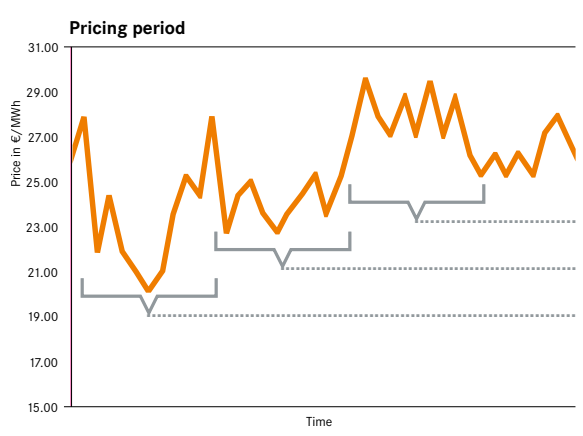
- Minimal procurement effort
- Volume tolerance can be chosen in line with specific circumstances
- Different price variants possible (base/energy price, unit price)
- Budget certainty at the time of conclusion
- Current market price level is fixed throughout the term of the contract
- No extra market observation effort throughout the term of the contract
- Delivery in line with requirements at unchanged quality
- Can also be chosen as a price product by customers with their own balancing group

# Gas index linking

**You always want to procure the gas you require at the current market price?**  
**With our index linking, you link your purchase price directly to your chosen gas index.**

## Major price characteristics

Budget certainty	Risk spreading	Market proximity in the delivery period	Little procurement effort
☆☆☆☆☆	☆☆☆☆☆	☆☆☆☆☆	☆☆☆☆☆



## Overview of advantages:

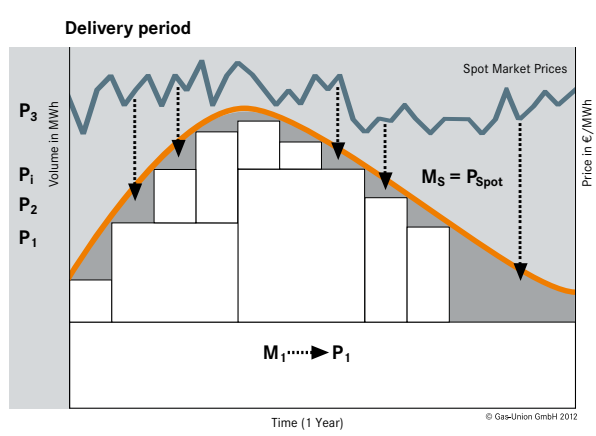
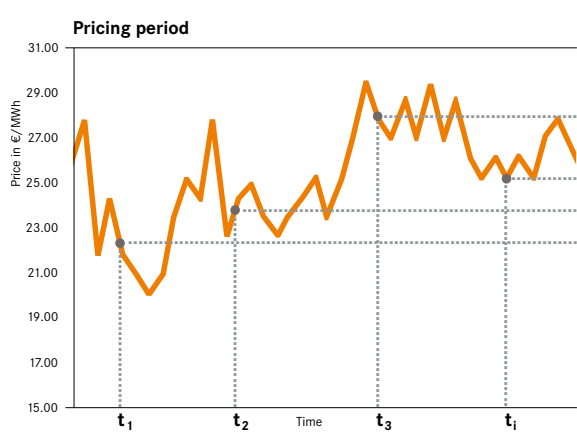
- Procurement always at the current market price
- Volume tolerance can be chosen in line with specific circumstances
- Desired gas index can be chosen (TTF, NCG, GPL)
- Different price variants possible (base/energy price, unit price)
- No extra market observation effort throughout the term of the contract
- Delivery in line with requirements at unchanged quality
- Can also be chosen as a price product by customers with their own balancing group

# Strategic partnership

**You want to exploit all gas market opportunities while enjoying maximum flexibility?**  
**In the framework of our strategic partnership, we split up your annual requirements into parts with you and procure them on the futures market and/or spot market. You define your purchase price by making specific decisions on procurement times, delivery products and price products.**

## Major price characteristics

Budget certainty	Risk spreading	Market proximity in the delivery period	Little procurement effort
★★★★☆	★★★★☆	★★★★☆	★★★★☆



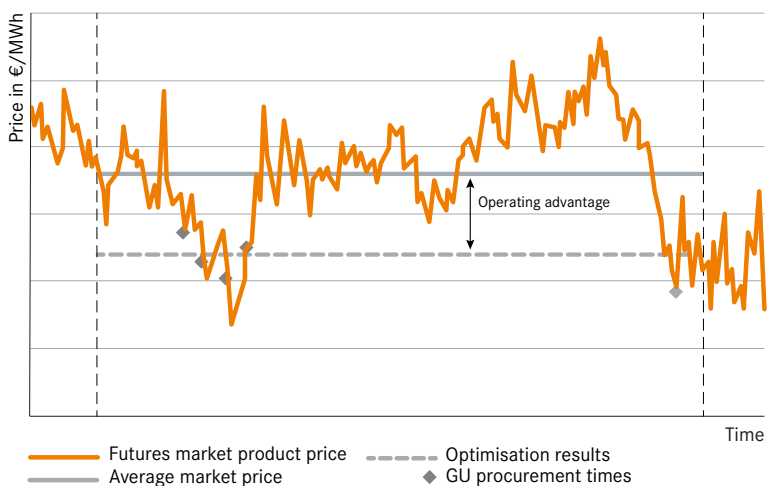
## Overview of advantages:

- Custom procurement strategy worked out and implemented jointly
- Transparent pricing based on published prices (e.g. EEX settlement prices)
- Spreading of risks due to multiple procurement times
- Maximum variability of volumes through automatic spot market settlement
- Different price models possible (base/energy price, unit price)
- Delivery in line with requirements at unchanged quality
- Can be chosen as a price product by customers with their own balancing group

# Market Price Optimised Full Supply

**Do you know when it's a good time to buy? Do you want to do better than the market average, minimise your risk and achieve both without any effort?**

Entrust us with the selection of procurement times. Gas-Union portfolio management purchases your tranches according to its own assessment of the market. If we buy below the market average price, you benefit from the operating advantages that are generated. Regardless of the operating result, we guarantee supply at the market average price. There is no risk to you.



## Advantages:

- Trusted full supply
- Participation in the operating advantage (additional revenue)
- Security through guaranteed average market price, no risk
- No additional effort
- Available in all market areas
- Transparent documentation

Also available as a **Market Price Optimised Residual Supply** and a **Market Price Optimised Regression Schedule**.

# Climate-neutral natural gas

Would you like to make use of natural gas in a more environmentally friendly way and to make your natural gas volumes climate-neutral?

The complete „climate-neutral natural gas“ package.



## ■ The complete „climate-neutral natural gas“ package.

- includes the individual delivery product,
- delivers the quantities you order either completely or partially climate-neutral,
- is served from our portfolio already closed emission reduction certificates,
- contains a certificate certifying the purchase.

## ■ Your advantage:

- Natural gas supply and CO<sub>2</sub> exemption from one source.
- No additional bureaucratic expenditure.
- Sustainability at fixed costs.
- The commitment to sustainability has a positive effect on your image.

## ■ High flexibility

We adjust the climate certificate exactly to your annual requirement.

We organize this as follows:

1. You purchase from us, for example, emission reduction certificates for 80% of the ordered quantity.
2. At the end of the year, when the actually required amount is known, we supply you with the remaining certificates at the agreed price.

## ■ Costs of CO<sub>2</sub> exemption:

We offer you the emission reduction certificates at fixed price<sup>1)</sup> of 0.07 cents / kWh, if certificates for at least 4,000 tonnes of CO<sub>2</sub> reduction are ordered (this renders a natural gas quantity of approximately 20 GWh CO<sub>2</sub> neutral).

The annual heating requirement of an apartment (12,000 kWh) can be made carbon neutral for around € 8.40.

<sup>1)</sup> The price is valid until the certificates issued by us have been exhausted and relates exclusively to emission reduction certificates.



# GU Fund

**Do you want to generate profits from developments in gas prices? Then combine your existing Gas-Union supply contract with the „GU Fund“. This way, you benefit from the proceeds generated from the Fund's portfolio by our experienced portfolio management team. The dividend amount is weighted. The window of opportunity to sign up to the GU Fund is directly linked to when the full supply contract is agreed.**

## Key features of the GU Fund

- Amount of natural gas: at least 50 GWh in the market area NCG-H and Gaspool-H
- Delivery products: full supply, residual supply, regression product
- Price products: fixed price or tranche model
- Offering period: until March 31st for the following gas business year  
until June 30th for the following calendar year
- Share models: 10% dividend percentage  
25% dividend percentage  
50% dividend percentage

## Example - dividend at 25% share

Total amount in the Fund	300,000 MWh
Of that, customers' amount	100,000 MWh
Management revenues (Assumption: 0,40€/MWh)	120,000€
Management revenues amount (33.3%) - Customer	40,000€
Dividend amount at 25% share	10,000€



## Overview of advantages

- No risk, no exposure to possible losses in the Fund
- Fixed cost for the management of the Fund
- Fixed dividend rate on Fund profits
- No additional effort  
You get the „all-round carefree package“