

RWE Supply & Trading

METI LNG Producer-Consumer Conference

October 2017



RWE

RWE, Expanding Activities On A Global Scale

35 BCM/a gas supply

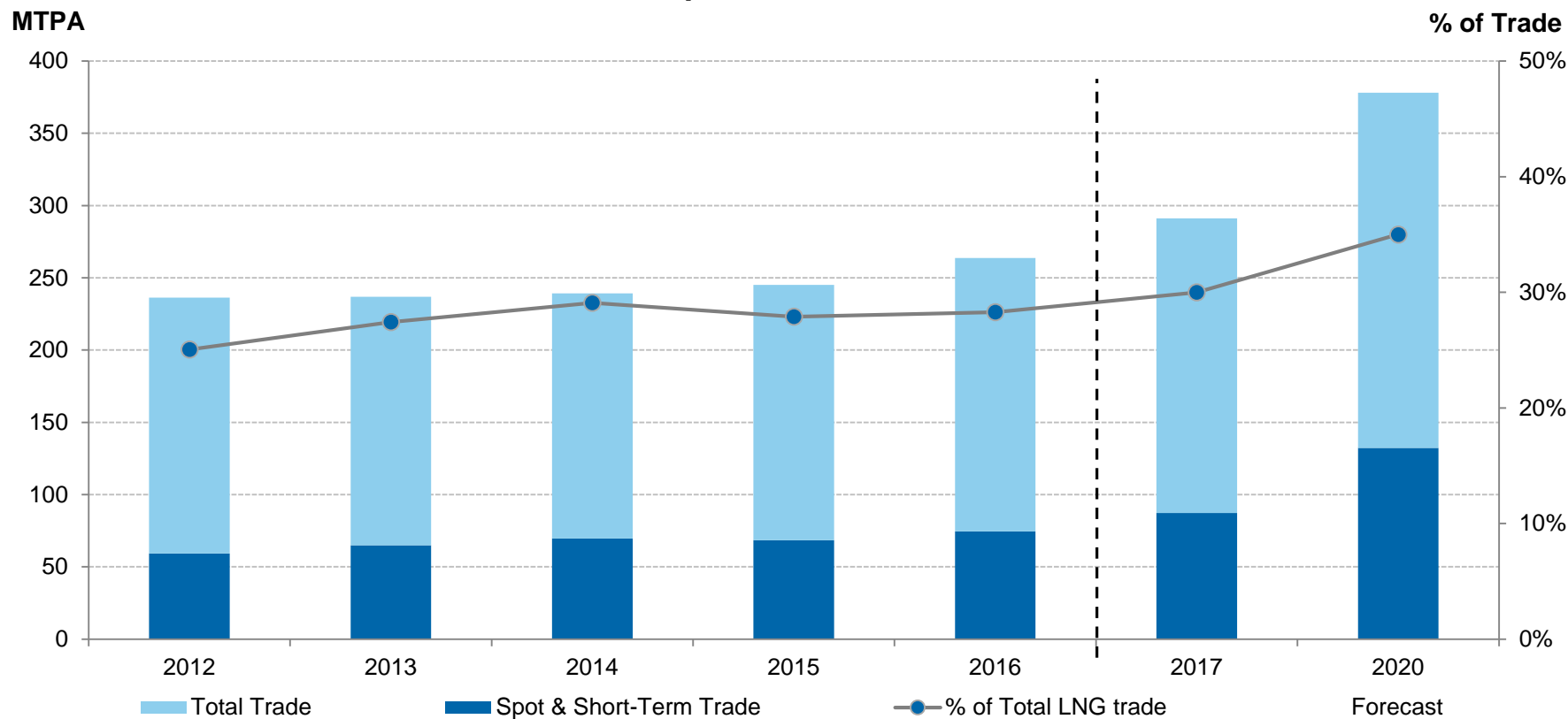
3.4 BCM/a LNG supply



One of the most active players in the LNG spot market and a pioneer in developing physical and financial structured transactions

Spot Market Growth

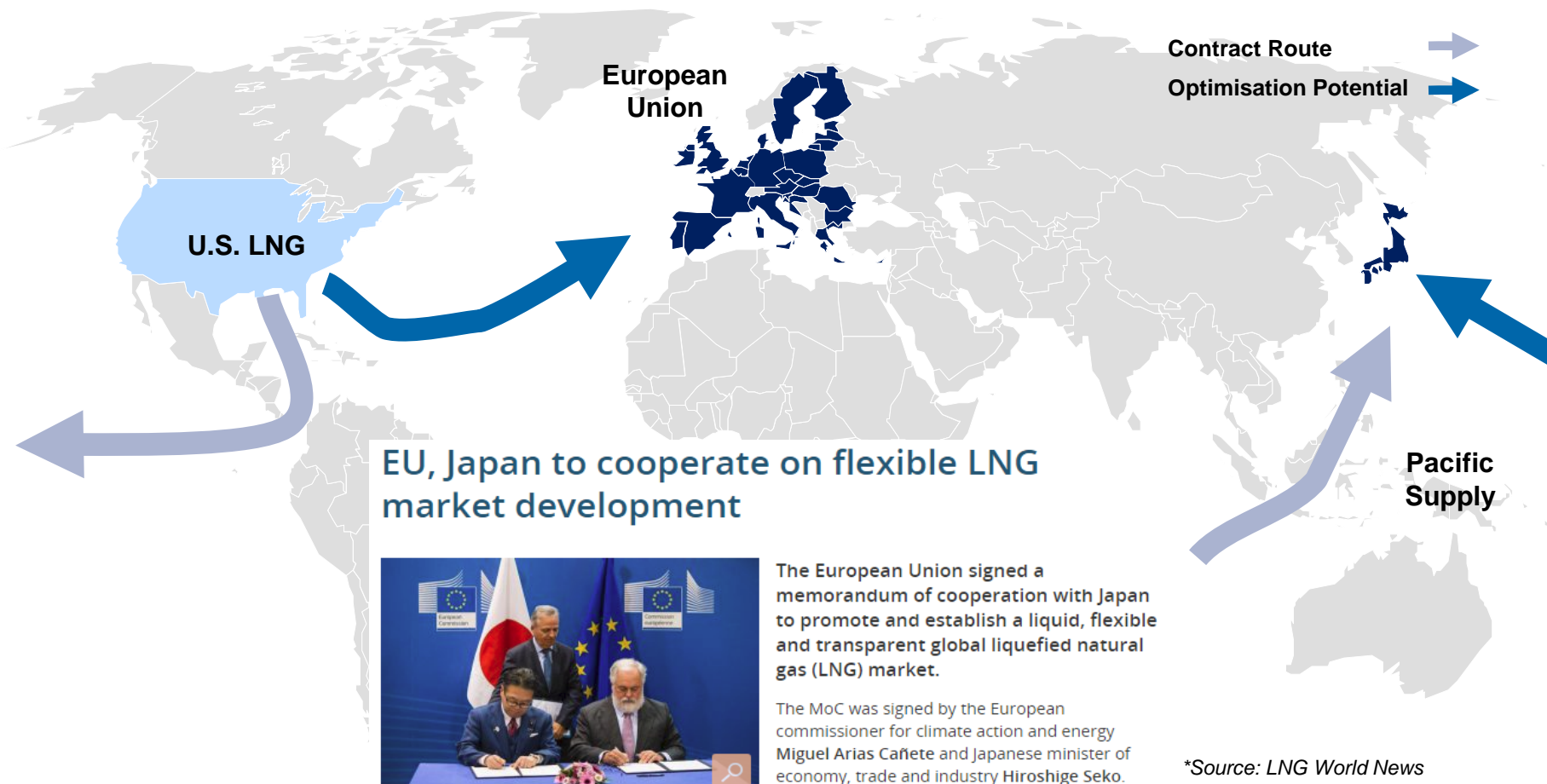
LNG Spot Trade Volumes



*Source: GIIGNL, RWE Forecast.

More focus on short-term supply deals and spot volumes is creating opportunities for optimisation and partnerships

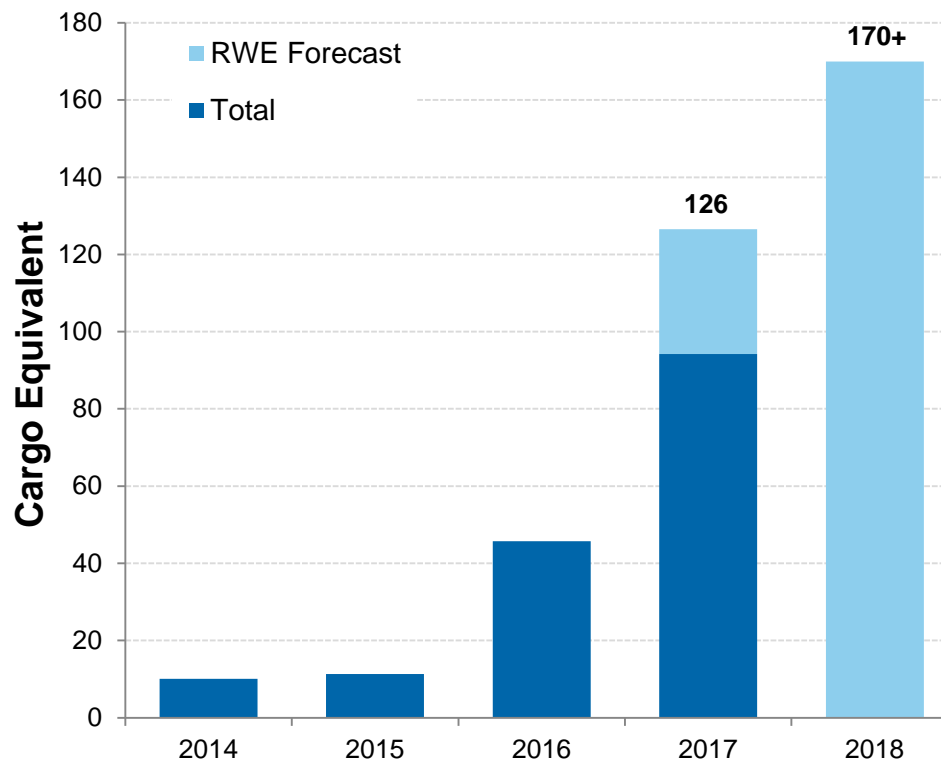
Increased Asia-European Cooperation



Increased cooperation between RWE and Asian counterparts creates opportunities to optimise trade flows

Increasing participation in Financial LNG (i.e. JKM)

- > RWE is a **market leader** in **financial LNG trading**.
- > **Financial LNG** is becoming more utilised as a hedging tool.
- > Trading **financial LNG** products for risk management purposes is proving effective.
- > Active players are starting to widely use **financial LNG** as a “*mark to market*” benchmark.



Financial LNG trading is substantially increasing and becoming an effective tool for risk management purposes

Thank you for your attention.

