

# 2<sup>nd</sup> Annual European Gas Trading Berlin Forum

Exploring the latest developments in Interconnectivity of Markets  
and their impact on Gas Trading Industry

## Berlin 6<sup>th</sup> – 7<sup>th</sup> September Germany

### Key Practical Learning Points of the Forum

- Central European Gas Hub – CEGH – Gateway from East to West
- Shell – Investments in Interconnectivity to support Security of Supply and Competition
- Powernext - The French Exchange innovations in Gas Trading
- Open Grid Europe – Regional Booking platforms and Access to Transmission Systems
- TRAC-X – Development of European Capacity Platforms – Present and Future
- GasTerra – Market Coupling – Germany-Netherlands case
- GasPool – Perspectives of Promoting Liquidity in Virtual Hubs

### UniPower International Expert Speaker Panel

**Dr Gottfried Steiner**

CEO

**Central European Gas Hub**

**Michael Schmoeltzer**

Head of Gas Department

**E-Control**

**Sybren de Jong**

Head of Market Research

**Gas Transport Services B.V.**

**Soren Juel Hansen**

Head of Tariffs and Infrastructure

**Energinet.dk**

**Goetz Lincke**

Managing Director

**TRAC-X**

**Dirk Flandrich**

Head of Capacity Management

**GASCADE**

**Nigel Sisman**

Business Area manager

**ENTSO**

**Daniel Pexidr**

Gas Trader

**CEZ**

**Stefan Mueller-Reinisch**

Managing Director

**Gaspool Balancing Services GmbH**

**Richard Katz**

Director of Sales and Communications

**Powernext**

**Thorsten Dinkela**

Head of Business development N&W Europe

**Shell International Trading and Shipping**

**Oliver Altenhoff**

Head of Regulatory affairs

**Open Grid Europe**

**Philipp Jaeger**

Legal advisor

**GasTerra**

**Jacob Pedersen**

CEO

**Nord Pool Gas**

**Jiri Novotny**

Senior Gas Trader

**CEZ**

**Karen Sund**

CEO

**Sund Energy**



8:30 Registration and Coffee

9:00 Opening Address from the Chair

## Towards more Liquid and Interoperable Markets: Capacity VS Monopoly

### 09:10 Case Study

Finalizing market integration: discussing pros & cons of harmonization

- Is 2014 for finalization of an internal gas market realistic ?
- European Gas Target Model - recommendations and options for regional cooperation
- Connecting markets: one trading zone for the whole EU market or better connected regional markets?
- Pilot projects between A/CZ/SK and A/D

**Michael Schmoeltzer**  
Head of Gas Department  
E-CONTROL

### 9:50 Case Study

VP GASPOOL - Perspectives of promoting liquidity at the virtual hub

- European gas balancing services - An overview
- The new target model of balancing energy in Germany
- Converging H-Cal Gas and Low-Cal Gas market areas
- Implications of trading biogas in the GASPOOL market area

**Stefan Mueller-Reinisch**  
Managing Director  
GasPool Balancing Services GmbH

10:30 - Morning Coffee and Networking Break

### 11:00 Case Study

Investments in Interconnectivity of Infrastructure to support Security of Supply and Competition

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**Thorsten Dinkela**  
Head of Business Development N&W Europe  
Shell International Trading and Shipping

## Recent Developments in Virtual Trading Hubs, Entry/Exit Zones and Exchanges: What is new for Traders

### 11:40 Case Study

Connecting gas markets from a TSO perspective

- The role of European gas hubs; characteristics and developments
- Trading and transmission
- Connected markets: Markers and pitfalls in analysis
- Case study: Dutch pilot for cross border capacity auctioning

**Sybren de Jong**  
Head of Market Research  
Gas Transport Services B.V.

### 12:20 Case Study

Central European Gas Hub - gateway from East to West

- Launch of Entry/Exit system in Austria
- Role of CEGH as operator of Virtual Trading Point
- The new Within Day market and its effects on liquidity

**Dr. Gottfried Steiner**  
CEO  
Central European Gas Hub (CEGH)

13:00 Business Lunch

14:00 Coffee and Networking Break

### 14:30 Case Study

Powernext Gas : the French Exchange innovations in Gas trading

- Status of the French Wholesale Gas Market
- Level of liquidity of the organized market
- Powernext gas innovations: focus on the Gas Coupling Initiative

**Richard Katz**  
Head of Business development N&W  
Powernext

### 15:10 Case Study

Gas trading in the CEE region – Czech and Slovak perspectives.

- Trading barriers
- Country outlook CZ/SK
- Market models CZ/SK
- Gas trading
- Country overview - Capacity
- Country overview - Storage
- Future project(s) – Central Eastern Europe

**Daniel Pexidr**  
Gas Trader  
CEZ

15:50 - Afternoon Tea and Networking Break

### 16:20 PANEL DISCUSSION

Challenges of the European Gas Trading Markets in a Global Context

- LNG VS. Pipeline gas VS. Renewables VS. Shale
- Increasing role of Gas-To-Power market
- Changing Business Model of LNG - More speculative optionality for the producers
- Overview of new Pipelines their capacities and Political/Economical impact on current market conditions
- Role of renewable energy in influencing gas prices
- Security of Supply and New Infrastructure

**Jiri Novotny**  
Senior Gas Trader  
CEZ

17:00 Chairperson's Closing remarks and End of Day One

8:30 Registration and Coffee  
9:00 Opening Address from the Chair

## Fuelling the Competitive Cross-Border Gas Trading and Developments in Capacity Markets

09:10 Case Study

### Regional booking platforms - Access to Transmission Systems in Europe

- Capacity Allocation: Implementing the first ENTSOG Network Code on CAM
- Congestion Management: Harmonization on European level
- Booking Platforms: New initiatives ahead
- Merging Market Areas: How many areas do we need in Europe?
- Gas Target Model: Quo vadis?

**Oliver Altenhoff**  
Head of Regulatory affairs  
Open Grid Europe

9:50 Case Study

### The Development of European Capacity Platforms – Present & Future

- Regulatory Framework for future development
- Effects on European capacity platforms
- The path towards implementing a joint European platform

**Goetz Lincke**  
Managing Director  
TRAC-X

10:30 - Morning Coffee and Networking Break

11:00 Case Study

### Marketing Transport Capacity

- Experience: One year of TRAC-X
- Cooperation: European capacity platform
- Outlook: Developments of the next 5 years

**Dirk Flandrich**  
Head of Capacity Management  
GASCADE (Wingas Transport)

11:40 Case Study

### Nordic gas market initiatives following REMIT regulation

- Implications of REMIT on the exchange traded Nordic Market
- Translating the theory of insider knowledge to practical gas guidelines
- Market surveillance and the role of the Gas Exchange
- The Nordic approach in a wider European perspective

**Jacob Petersen**  
CEO  
Nord Pool Gas

12:20 Case Study

### NWE: Securing the Danish-Swedish gas market

- expectations to future Danish-Swedish supply, demand and market needs
- status on the Ellund expansion
- German-Danish market coupling initiatives
- Why we need to make gas green
- Visions for a European biogas certificate market

**Soren Juel Hansen**  
Head of Tariffs and Infrastructure  
Energinet.dk

13:00 Business Lunch  
14:00 Coffee and Networking Break

14:30 Case Study

### Market Coupling – perspective of a market participants: Germany-Netherlands case.

- General overview
- How can it work?
- What are the advantages, risks, requirements and implications?
- Germany - Netherlands case: Practical overview
- Conclusion

**Philipp Jaeger**  
Legal advisor  
GasTerra

15:10 Case Study

### More liquid markets and changes to contract – impact on supplier strategies?

- Strategy and behaviour of large suppliers to Europe and impact on gas prices
- More gas is being imported on spot prices
- How will this impact sellers' strategies?
- Two scenarios for future prices

**Krean Sund**  
CEO  
Sund Energy

15:50 - Afternoon Tea and Networking Break

## Gas Balancing and Network codes in Continental Europe – Developments and Practice

16:20 Case Study

### ENTSOG Network Codes: Making the Third Package Operational

- Capacity Allocation: Products, Auctions, Booking Platforms
- Balancing: Enabling Efficient Traded Markets
- Incremental Capacity: Testing the Market
- Outlook: Tariffs and Interoperability

**Nigel Sisman**  
Business Area manager  
ENTSOG

16:20 PANEL DISCUSSION

### Tracking gas buying trends to develop a fuller picture of the trading landscape

- How are companies hedging risk?
- What impact is enforced transparency having on trading?
- Understanding changes in purchasing: how is gas being bought?
- Addressing issues of confidence in hub trading: assessing the impact on purchasing decisions
- Are these changing trends contributing to increased liquidity on the hubs?

17:00 Chairperson's Closing remarks and End of Conference