





#### ION STERIAN GENERAL DIRECTOR

SNTGN TRANSGAZ is the technical operator of the National Natural Gas Transmission System and ensures the performance in terms of efficiency, transparency, safety, non-discriminatory access and competitiveness of the national strategy established for domestic and international transmission, natural gas dispatching, research and design in the field of natural gas transmission, in compliance with the national and European legislation and standards of quality, performance, environment and sustainable development.

The increase in the importance of the company, both as a driver of the national economy and as a vector of the country's economic growth, through its role in the development of the energy sector and the transformation of Romania into a European energy power, are strategic objectives for which the managers of the company have launched one of the largest and most important programs for the development of the natural gas transmission infrastructure in Romania for the last 20 years, including investment projects estimated at over 4 billion euros. SNTGN Transgaz SA is responsible for the most important construction sites in Romania. The company is engaged in the development of several strategic investment projects, consisting of the development of gas pipelines for gas transmission, investments that will confirm the regional scope of the company and its role as the first Romanian multinational state owned company.

The strategic vision of those who currently bear the responsibility of the company's destiny today is to focus on professional and efficient management, on the ability to cope with challenges and constraints, on the development and modernization of the national gas transmission infrastructure, on the competitiveness and the capitalization of existing and future opportunities, so that TRANSGAZ becomes a recognized transmission on the international gas market, a leader in the energy market in the region, an important bridge in the national and European energy chain. By pursuing the proposed objectives of operational efficiency, performance optimization and sustainable development of the company and complying with the principles of good corporate governance, the company's administrators carry out their mandate in a responsible, efficient, transparent and professional manner towards all stakeholders.

# TRADITION, PROFESSIONALISM, PERFORMANCE!



# **VISION, MISSION, ACTIVITIES**

#### MODERN, DYNAMIC EXCELLENCY ORIENTED COMPANY!

#### VISION

The company intends to become an internationally recognized gas transmission operator, a leader on the energy market in the region, with a modern national gas transmission system, integrated at European level and a very competitive management system according to the best corporate governance practices.

#### **MISSION**

SNTGN TRANSGAZ SA is the sole operator of the National gas transmission system, (NTS), ensuring the transmission of over 90% of the gas consumed in Romania, under safety, efficiency and competitiveness, in line with European standards of performance and environmental protection.



**ACTIVITIES** 

Transgaz was established based on the GD no. 334/ 28 April 2000 and carries out the following activities:

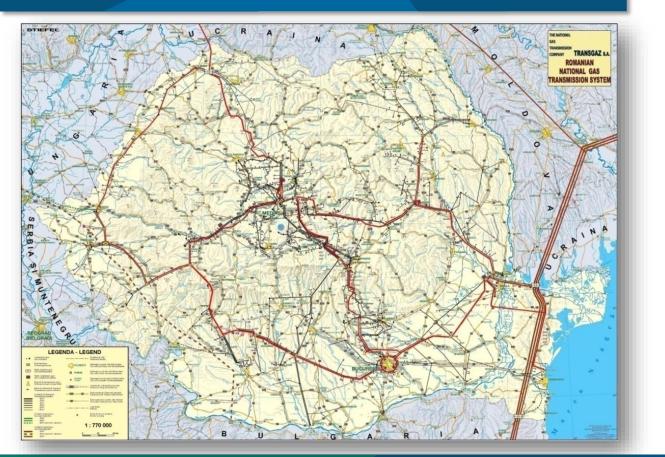
- Domestic gas transmission activity regulated by monopoly, with tariffs set based on the methodology issued by National Regulatory Authority for Energy;
- □ International gas transmission unregulated activity performed through dedicated pipelines, with tariffs set in line with the commercial contracts concluded between the parties;
- □ Natural gas dispatching and research and design in the field of natural gas transmission.

#### **COMPETTITIVE AND PERFORMANT MANAGEMENT, CORPORATE MANAGEMENT!**



# MAIN COMPONENTS OF THE GAS TRANSMISSION SYSTEM

#### CURRENT NTS INFRASTRUCTURE



- Over 13,600 km of main gas transmission pipelines and connections for gas supply, of which 369 km international gas transmission pipelines;
- □ 1,128 gas metering stations;
- **4** gas metering stations for international gas transmission;
- **7** gas metering stations for imported gas;
- □ 6 gas compressor stations;
- □ 1,040 cathodic protection stations (CPS);
- □ 58 valve control stations/technological nodes;
- **904** gas odorization units.

#### **FUTURE NTS INFRASTRUCTURE**

A modernized and competitive gas transmission system that ensures a high degree of interconnectivity, flexibility and access to multiple sources of supply.

Significant investments are needed to build new connections, rehabilitate parts of the existing system, and build new compressor stations.



# CERTIFICATIONS, CORPORATE GOVERNANCE, SHAREHOLDING

#### WE TRANSMIT GAS IN EFFICIENCY AND MAXIMUM SECURITY CONDITIONS

#### CERTIFICATIONS

In line with the unbundling requirements of the Third Energy Package, TRANSGAZ obtained the certification as independent system operator. TRANSGAZ obtained the certification of the integrated quality management system ISO 9001 and ISO 14001 by IQ Net (International Quality Network) and OHSAS 18001, company recognized for quality assurance, health and safety.

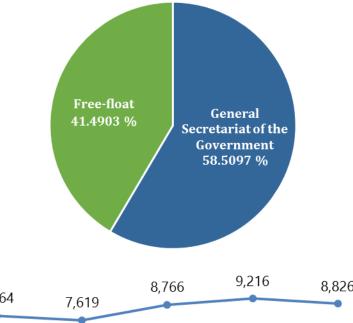
#### **CORPORATE GOVERNANCE**

As a company listed on the Bucharest Stock Exchange, TRANSGAZ adopted corporate governance practices and developed responsible and transparent business practices. Transgaz' management bodies are the general shareholders meeting, the board of administration, the consultative committees and the executive management delegated to the director general.



#### **SHAREHOLDING**

As of 2008, TRANSGAZ is an active presence on the capital market in Romania, being listed on the Bucharest Stock Exchange.





## **ORGANIZATIONAL STRUCTURE**



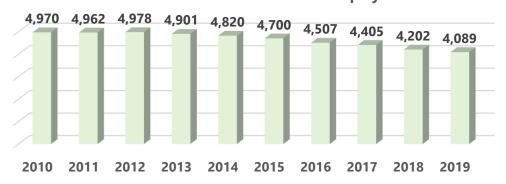
TRANSGAZ is structured by functional units (divisions, units, departments, offices, compartments etc.) and production entities (9 regional offices, sectors, laboratories, working units etc.).

TRANSGAZ has a great number of engineers and technical staff specialized in research and design, exploitation, maintenance and technical assistance in gas transmission.

The company undertakes to increase the percentage of highly qualified specialists among the staff and to increase the level of education of the working personnel.







Special accent upon the quality of the human resources

# **EFFICIENT CAPABILITIES IN RESEARCH AND DESIGN**



TRANSGAZ has a research and design department in the field of natural gas transmission consisting of 150 specialists with experience of over 25-30 years. 88% of them are certified and specialized in research, design, technical assistance, oil and gas, chemistry and biochemistry, energy efficiency, reduction of technological consumption, feasibility studies of rehabilitation projects and investments in modernization and development of NTS, testing, approval and certification of equipment.

The research and design activity includes very complex strategic activities aiming at:

Rehabilitation and upgrading of the gas transmission system so as to increase safety;

Increasing energy efficiency;

Metering gas flows;

**Environmental and labour protection;** 

Issuing regulations, technical requirements, standards, working procedures in the field of gas transmission and other connected fields.

TRANSGAZ' specialists have provided technical assistance to construction companies for the design and construction of international gas pipelines in Romania. TRANSGAZ has designed the gas pipelines in the system and has substantially contributed to the achievement of the investment objectives and to the maintenance of the NTS.

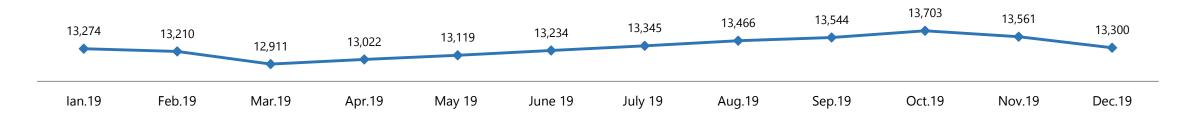
Considering its complex and extensive investment program, TRANSGAZ has developed significant capabilities to ensure competitive financing. The company has a professional department for accessing European funds and international relations.



# **NATURAL GAS TRANSMISSION (1)**

CIRCULATED NATURAL GAS

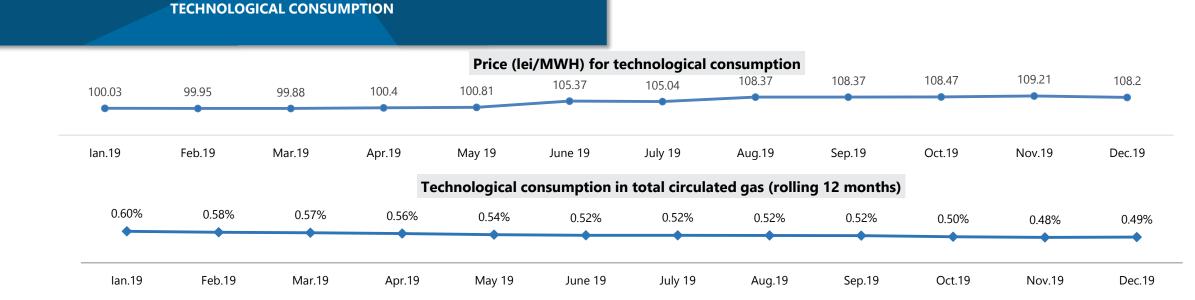
Circulated natural gas (including storage) – mil.m<sup>3</sup>- rolling 12 months



|  |                         | Q I 2019   | Q II 2019  | Q III 2019 | Q IV 2019  | Q I 2018   | Q II 2018  | Q III 2018 | Q IV 2018  |
|--|-------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Circulated res. of which               | MWh                     | 45,054,044 | 28,562,915 | 30,562,038 | 38,288,505 | 46,975,237 | 25,167,343 | 27,230,967 | 40,827,278 |
| Circulated gas, of which:              | thousand m <sup>3</sup> | 4,211,546  | 2,668,781  | 2,849,487  | 3,570,020  | 4,374,858  | 2,346,385  | 2,539,374  | 3,814,059  |
|  | MWh                     | 398,246    | 11,330,119 | 14,630,427 | 3,608,278  | 263,565    | 8,431,857  | 10,895,380 | 1,492,113  |
| - storage                              | thousand m <sup>3</sup> | 37,854     | 1,068,904  | 1,386,169  | 415,584    | 24,652     | 786,541    | 1,018,217  | 141,334    |
| Share of storage in the circulated gas |                         | 0.88%      | 39.67%     | 47.87%     | 9.42%      | 0.56%      | 33.50%     | 40.01%     | 3.65%      |



# **NATURAL GAS TRANSMISSION (2)**



|   |              | Q I 2019 | Q II 2019 | Q III 2019 | Q IV 2019 | Q I 2018 | Q II 2018 | Q III 2018 | Q IV 2018 |
|---|--------------|----------|-----------|------------|-----------|----------|-----------|------------|-----------|
| Technological consumption, materials and supplies used of which:                      | thousand lei | 30,306   | 28,675    | 21,753     | 18,532    | 28,620   | 24,836    | 17,076     | 26,349    |
| <ul> <li>consumption and technological loss in the transmission<br/>system</li> </ul> | thousand lei | 22,422   | 16,806    | 13,392     | 13,637    | 22,214   | 17,531    | 10,173     | 20,085    |
| - technological consumption quantity  | MWh          | 224,309  | 164,730   | 125,272    | 126,394   | 280,187  | 224,289   | 125,975    | 217,359   |
| <ul> <li>ancillary materials</li> </ul>   | thousand lei | 6,703    | 10,902    | 7,466      | 3,540     | 5,475    | 6,524     | 6,193      | 5,597     |
| <ul> <li>other material expenses</li> </ul>   | thousand lei | 1,181    | 967       | 896        | 1,355     | 931      | 780       | 711        | 1,981     |



As a gas transmission system operator certified according to the Third Energy Package, of July 2010 TRANSGAZ is member of ENTSOG (The European network of *Gas transmission system operators*), organization within which the company cooperates with all European transmission system operators.



By means of the Ten years National Gas Transmission System Development Plan, TRANSGAZ proposes major investment projects, estimated at over EUR 4 billion, investments for the strategic and sustainable development of the Romanian gas transmission infrastructure and its compliance with the requirements of the European regulations in the field.

#### Continuity of the activity and ensuring safety and security of gas supply

- Increasing the level of security of the NST and gas supply safety
- Competitive energy markets by creating the necessary technical conditions for the development of the gas market
- 4 The Modernization of the Corporate Governance System

#### Increasing the COMPETITIVITY of the company

- Development and modernization of all of the operational processes
- Increasing energy efficiency and reduction in the negative impact of the technological processes upon the environment

Increasing the SUSTAIBANLE DEVELOPMENT of the company by increasing the human, organizational and human resources and the alignment with the relevant European regulations for the activity of the company and ensuring sustainability.

- Optimization of the human resources management process
- Alignment to the relevant European regulations for the activity of the company and ensuring sustainability
- Optimization of the risk management process
- **4** Increasing institutional integrity

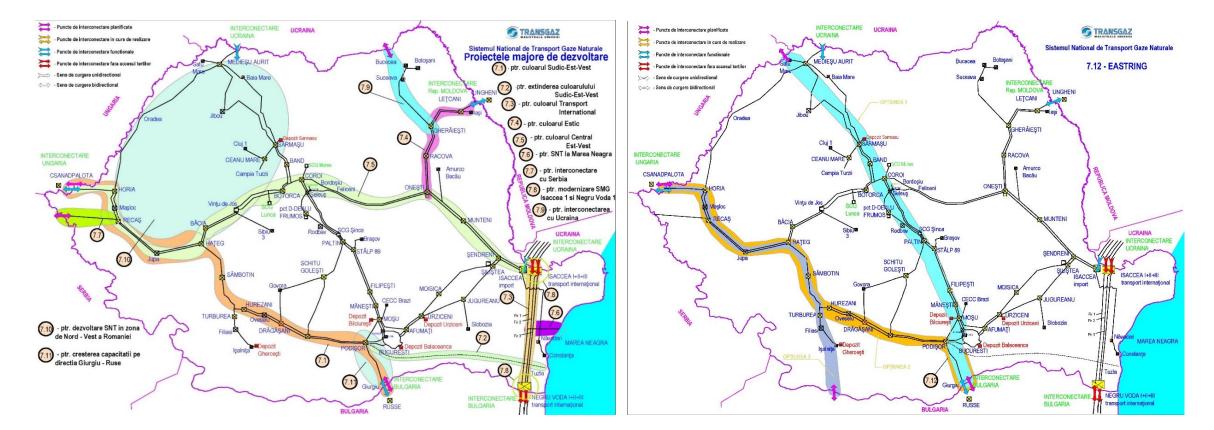
#### Maintaining financial balance and operational stability

- **Ensuring financial, economic and social performances**
- Maintaining financial balance and operational stability



## **MAJOR PROJECTS**

## EASTRING



# ~ 4 BILLION EURO



# MAJOR DEVELOPMENT PROJECTS 2019-2028 (I)

| Project<br>no | Project  | Estimated<br>value<br>mil. Euro               | Completion<br>date                   | Project importance   | Project<br>status | Financing<br>sources<br>(mil. Euro)                   |
|---------------|--|---|--------------------------------------|--|-------------------|---|
| 7.1.1         | Development on Romania's territory of the National<br>Gas Transmission System on the <b>Bulgaria -</b><br>Romania - Hungary – Austria Corridor (Phase I)   | 478.6   | 2020                                 | Ensuring a natural gas transmission capacity to Hungary of 1.75 bcm/y and 1.5 bcm/y to Bulgaria.<br>The project importance at European Union level is reflected by the nomination of the "Gas pipeline<br>from Bulgaria to Austria via Romania and Hungary" project both on the first and on the second and<br>third list of common interest projects.   | FID               | Own sources:<br>97.76<br>Attracted<br>sources: 380.84 |
| 7.1.2         | Development on Romania's territory of the National<br>Gas Transmission System on the <b>Bulgaria -</b><br>Romania - Hungary – Austria Corridor (Phase II)  | 74.5  | 2022                                 | Ensuring a natural gas transmission capacity to Hungary of 4.4 bcm/y and 1.5 bcm/y to Bulgaria.<br>The project importance at European Union level is reflected by the nomination of the "Gas pipeline<br>from Bulgaria to Austria via Romania and Hungary" project both on the first and on the second<br>and the third list of common interest projects.  | A non FID         | Own sources:<br>24.08<br>Attracted<br>sources: 44.72  |
| 7.2           | Development on Romania's territory of the<br><b>Southern Transmission Corridor</b> for taking over<br>the natural gas from the Black Sea coast   | 371.6   | 2022                                 | Taking-over the natural gas to be produced in the Black Sea (NTS) for its transmission to the<br>Romanian and European markets is of strategic importance to Transgaz.<br>The project importance at European Union level is reflected by nominating the Project on the 2nd<br>and 3rd list of common interest projects.  | A non FID         | Own sources:<br>180.2<br>Attracted<br>sources: 180.2  |
| 7.3           | Interconnection of the national gas transmission<br>system with the international natural gas<br>pipeline T1 and Isaccea reverse flow.   | <b>77.7</b><br>Phase I: 8.8<br>Phase II: 68.9 | Phase 1:<br>2018<br>Phase 2:<br>2020 | <ul> <li>Transgaz has a great interest in implementing this project for the following grounds:         <ul> <li>in order to eliminate the possibility of imposing extremely costly financial penalties by the European Commission;</li> </ul> </li> <li>We mention that this project is part of the first, second and third list of common interest projects at EU level and will be carried out in two phases.</li> </ul> | FID               | Own sources:<br>32.9<br>Attracted<br>sources: 44.8    |
| 7.4           | <b>Developments of the NTS in the North - East area</b><br><b>of Romania</b> in order to improve the natural gas<br>supply of the area and to ensure the transmission<br>capacities to the Republic of Moldova | 174.25  | 2021                                 | Ensuring a gas transmission capacity of 1.5 bcm/y at the interconnection point between the Romanian and Moldova Republic gas transmission systems.   |                   | Own sources:<br>44.89<br>Attracted<br>sources: 129.36 |
| 7.5           | Amplification of the bidirectional gas transmission<br>corridor Bulgaria - Romania - Hungary - Austria<br>(BRUA Phase III)   | 530   | 2025                                 | Depending on the Black Sea offshore production increase further development of the network is considered, such as: an additional route through the center of Romania and a new interconnection with Hungary.   | LA non<br>FID     | Own sources:<br>185.5<br>Attracted<br>sources: 344.5  |
| 7.6           | NTS new developments to take-over the gas from the Black Sea coast.  | 9.14  | 2021                                 | Creating an additional point for taking over the natural gas from the Black Sea offshore exploitation perimeters.  | FID               | Own sources:<br>3.19<br>Attracted<br>sources: 5.95    |
| 7.7           | Romania-Serbia Interconnection   | 56.21   | 2021                                 | Establish an interconnection pipeline with Serbia to diversify sources of supply and increase energy security in the region.   | A non FID         | Own sources:<br>18.82<br>Attracted<br>sources: 34.94  |



# **MAJOR DEVELOPMENT PROJECTS 2019-2028 (II)**

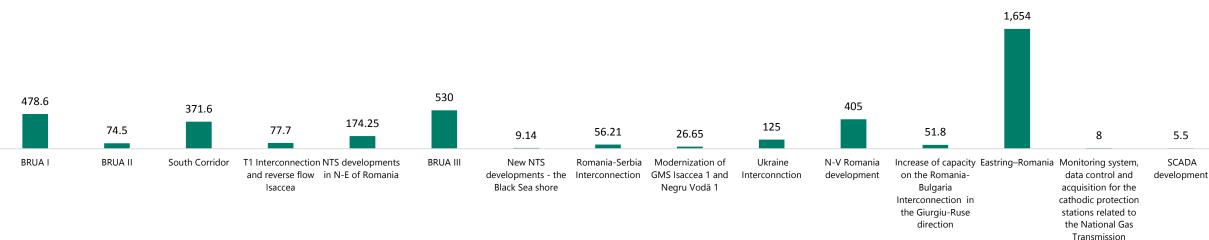
| Project<br>no. | Project  | Estimated<br>value<br>mil. Euro                            | Completion<br>date                                    | Project importance  |               | Financing sources<br>(mil. Euro)                     |
|----------------|--|--|---|---|---------------|--|
| 7.8            | Upgrading GMS Isaccea 1 and Negru Vodă 1   | 26.65  | 2021  | Upgrading the gas metering stations at interconnection points to increase the level of energy security in the region.   | FID           | Own sources: 9.33<br>Attracted sources:<br>17.32     |
| 7.9            | <b>Interconnection</b> of the national gas transmission<br>system with the natural gas transmission system of<br>Ukraine, <b>Gherăești-Siret</b> | 125  | 2025  | Establishing an interconnection with Ukraine in the direction of Gherăieşti-Siret, completing the project on NTS developments in the North-East area of Romania, in order to improve the natural gas supply in the area.  | LA non<br>FID | Own sources: 43.75<br>Attracted sources:<br>81.25    |
| 7.10           | <b>Development/Upgrading</b> of the gas transmission infrastructure in the <b>North-Western</b> part of Romania                                  | 405  | Phase 1<br>2022<br>Phase 2<br>2025<br>Phase 3<br>2026 | Increasing the natural gas transmission capacities in the North-West of Romania to ensure the trends of consumption growth in the region.   | LA non<br>FID | Own sources : 141.75<br>Attracted sources:<br>263.25 |
| 7.11           | Increase in the gas transmission capacity of the interconnection Romania-Bulgaria, in the Giurgiu-Ruse direction                                 | 51.8   | 2027  | Improving the natural gas supply of the area.   | LA non<br>FID | Own sources : 18.13<br>Attracted sources:<br>33.67   |
| 7.12           | Eastring-Romania   | Phase 1:<br>1,297<br>Romania<br>Phase 2:<br>357<br>Romania | Phase 1:<br>2025<br>Phase 2:<br>2030                  | EASTRING will be open to well-established sources as well as alternative sources. It will bring gas from new sources from the Caspian / Mediterranean / Black Sea / Middle East regions. At the same time, it will ensure the supply of Southeast Europe from European gas hubs. Total capacity will be available to any carrier or vendor.                       | LA non<br>FID | Own sources : 578.9<br>Attracted sources:<br>1,075.1 |
| 7.13           | Monitoring system, data control and acquisition for<br>the cathodic protection stations related to the<br>National Gas Transmission System       | 8  | 2023  | Provides the ability to set, monitor and operate remotely and accurately the points of interest of the system, eliminates the cost of reading data, avoids situations where due to weather conditions it is not possible to read data and human errors, allow distributed control of locations, operating and maintenance costs, considerably reduces setup time. | LA non<br>FID | Own sources : 2.8<br>Attracted sources: 5.2          |
| 7.14           | Development of the SCADA system for the National Gas Transmission System   | 5.5  | 2023  | Upgrading the natural gas transmission infrastructure by upgrading hardware and software architecture.  | LA non<br>FID | Own sources : 1.9<br>Attracted sources: 3.6          |



The financing modalities considered for the achievement of the key projects for the development of the National Transmission System between 2019 – 2028 from:

- own sources;
- attracted sources.

The value of the FID și A non FID key projects of Transgaz for 2019-2028 is of approx. 1.25 billion euro, and will be 35% covered from own sources, and 65%, from attracted sources. SNTGN Transgaz SA seeks, to obtain, through sustained efforts, financial support for the financing of investment projects having an impact on the modernization, upgrading and development of the NTS infrastructure in order to obtain a financing mix which provides the lowest cost to finance the development plan.



UM - Mil. Euro

System



#### **PROJECT BENEFITS**

integration of the natural gas market and interoperability of natural gas transmission systems in the region;

the convergence of gas prices in the region;

increasing the flexibility of the European gas transmission system by bidirectional interconnections;

opening the access of Romania and of the European Union to a new natural gas source - through the interconnection of the BULGARIA -ROMANIA - HUNGARY – AUSTRIA corridor with the Black Sea;

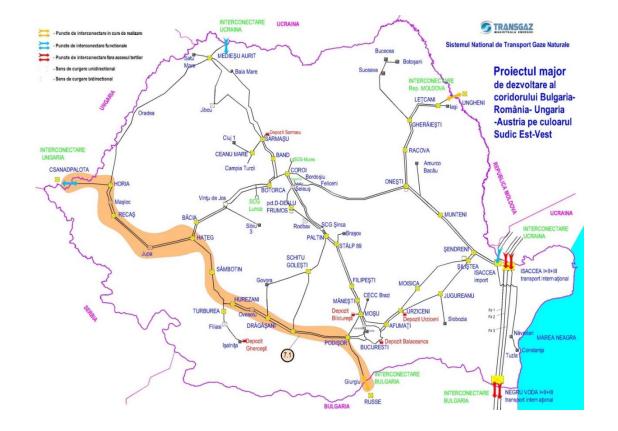
increasing competition on the European gas market by diversifying sources, transport routes and companies active in the region;

increasing security of gas supply;

reducing dependence on Russian natural gas imports;

boosting development of renewable energy production in the region (especially wind and solar energy) considering the possibility of using natural gas as a backup option for renewable energies, which leads to a significant increase in the sustainability of the proposed projects.





#### <u>Aim:</u>

 development of the gas transmission capacity between the Romanian and the Bulgarian and Hungarian gas transmission systems

#### **Capacity:**

- 1.75 bcm/y to Hungary
- 1.5 bcm/y to Bulgaria

#### **Necessary investments:**

- 32"x63 bar 479 km pipeline
- 3 compressor stations: Podişor CS, Bibeşti CS and Jupa CS inaugurated and put into operation in September and October 2019, August 2020

## **Total estimated costs:**

• 478.6 mil. Euro

## EU contribution : 179 mil. Euro

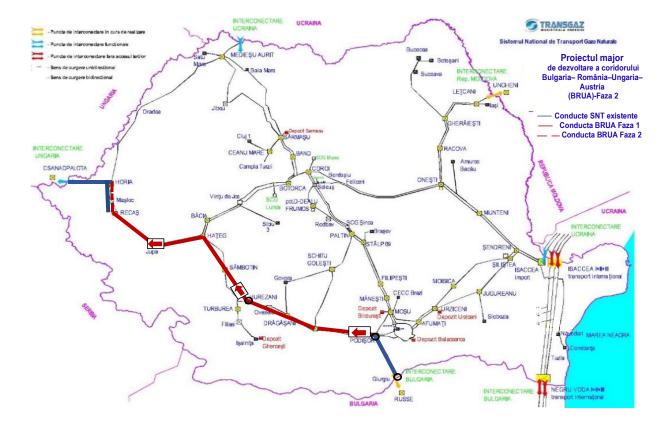
#### **Final investment decision – 2016**

**Estimated commissioning - 2020** 

#### Romanian connection to the neighboring transit

Project of common interest 7.1.5 according to the first PCI list, 6.24.2 according to the second PCI 2015 list, 6.24.1-2 according to the third PCI 2017 list, and 6.24.1-1 according to the fourth PCI list 2019





#### <u> Aim:</u>

 The project aims to increase the gas flow to Hungary through the Horia - Csanadpalota interconnector

#### **Capacity increase:**

From1.75 bcm/y to 4.4 bcm/y to Hungary

#### **Necessary investments:**

- 32"x63 bar ~50 km Recaş-Horia pipeline
- increasing the capacity of the three existing compressor stations (Jupa, Bibești, Podișor) by mounting an additional compressors in each station extension of Horia GMS
- SMG Horia amplification

## **Total estimated costs:**

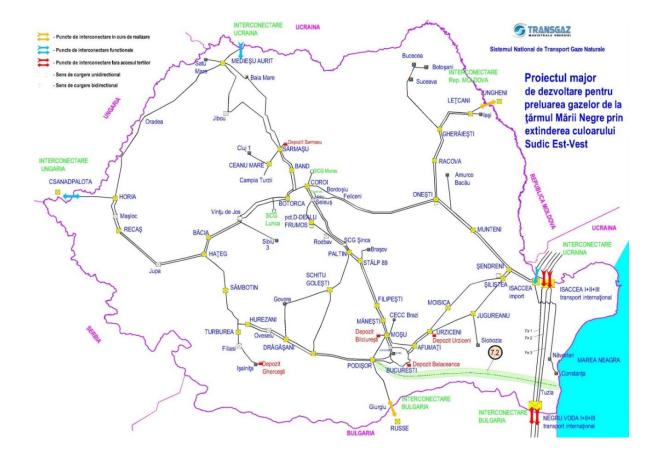
• 74.5 mil. Euro

**Estimated commissioning 2022** 

Completion of Phase 2 depends on the successful completion of the binding Open Season procedure for the reservation of capacity at IP Csanadpalota and the timetable for this procedure.



# ACCESS TO NEW BLACK SEA GAS SOURCES



#### **Estimated commissioning 2022**

#### <u>Aim:</u>

 create a transmission infrastructure for taking over to be produced in the Black Sea

#### **Necessary investments:**

- the Black Sea shore–Amzacea pipeline, 32.5 km, Ø 48" (Dn1200)
- the Amzacea–Podişor pipeline, 275.9 km, Ø 40" (Dn1000)

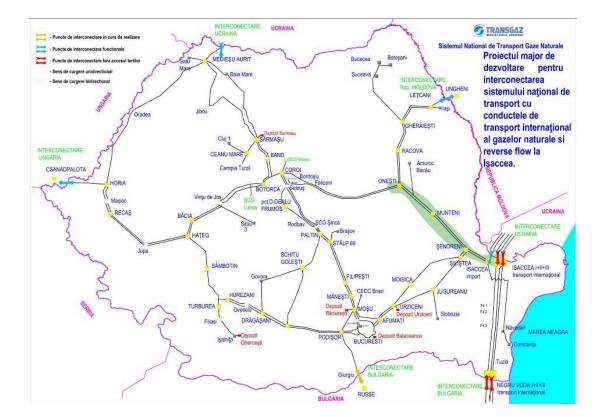
#### **Total estimated costs:**

• 371.6 mil. Euro

Project of Common Interest 6.24.8 according to the second PCI 2015 list, 6.24.4 - position 5 according to the third PCI 2017 list and 6.24.4-3 according to the fourth PCI 2019



# INTERCONNECTION OF THE NTS WITH THE T1 PIPELINE AND REVERSE FLOW AT ISACCEA



#### <u>Aim:</u>

- create a transmission corridor between Bulgaria, Romania and Ukraine
- ensure physical reveres flow at the Negru Vodă 1 point, according to EU Regulation 994/2010

#### **Necessary investments:**

Phase1

- rehabilitation of Dn 800 Onești Cosmești pipeline
- Isaccea interconnection

#### Phase 2

- upgrading of Siliştea CS, Siliştea TN
- upgrading of Onești CS, Onești TN
- upgrading of Şendreni CS, Şendreni TN

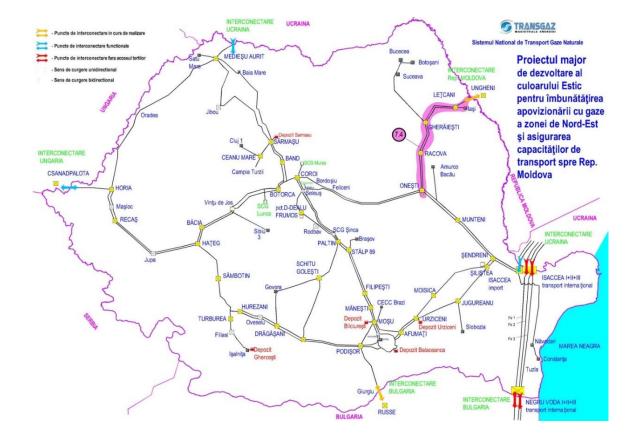
#### **Total estimated costs:**

• 77.7 mil. Euro

#### **Final investment decision – 2018**

Commissioning - 2018 – Phase I Commissioning - 2020 – Phase II





## **Estimated commissioning - 2021**

#### <u> Aim:</u>

- enhancing gas supply to North East Romania
- ensuring 1.5 bcm/y transmission capacity at the interconnection point between the transmission systems of Romania and Moldova

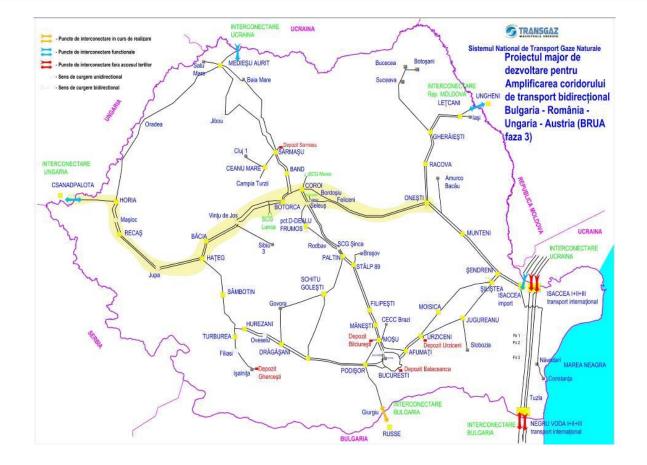
#### **Necessary investments:**

- construction of a DN 700 x 104.1 km pipeline, in the Gherăești - Leţcani direction
- construction of a DN 700 x 61.05 km pipeline, in the Gherăești - Leţcani direction
- construction of a compressor station at Gherăești of 9.14 MW
- construction of a compressor station at Onești of 9.14 MW

#### Total estimated costs: 174.25 mil. Euro



Enlargement of the BRUA bidirectional transmission corridor (ROHUAT/BRUA), Phase 3



## <u>Aim:</u>

 development of gas transmission capacity on the Oneşti – Coroi – Haţeg – Nădlac corridor depending on the Black Sea or other onshore blocks gas volumes

#### **Necessary investments:**

- rehabilitation of some pipeline sections
- replacement of existing pipelines with new larger diameter and operating pressure pipelines
- four or five new gas compressor stations

## **Capacity increase:**

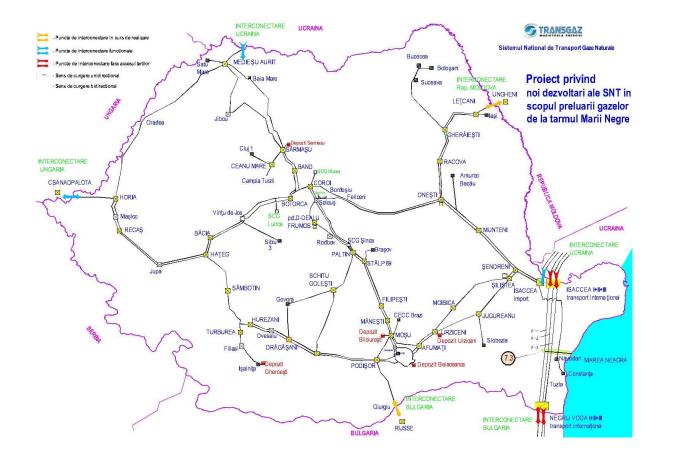
4.4 bcm/y to Hungary

## **Total estimated costs:**

530 mil. Euro

#### **Estimated completion date - 2025**





#### <u>Aim:</u>

 creation of an additional point for taking over natural gas discovered in the submarine exploitation perimeters of the Black Sea

#### **Necessary investments:**

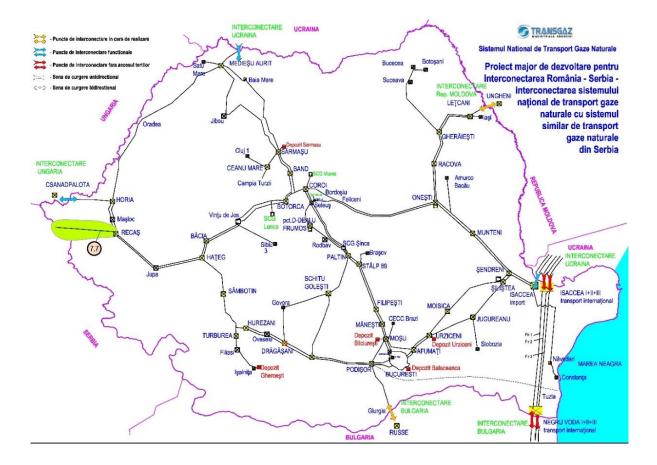
 construction of a 24.37 km DN 500 gas transmission pipeline from the Black Sea shore to the existing T1 international transmission pipeline

# Total estimated costs:

9.14 mil. Euro

#### **Estimated commissioning 2021**





## <u> Aim:</u>

enhancing security of energy supply to the region

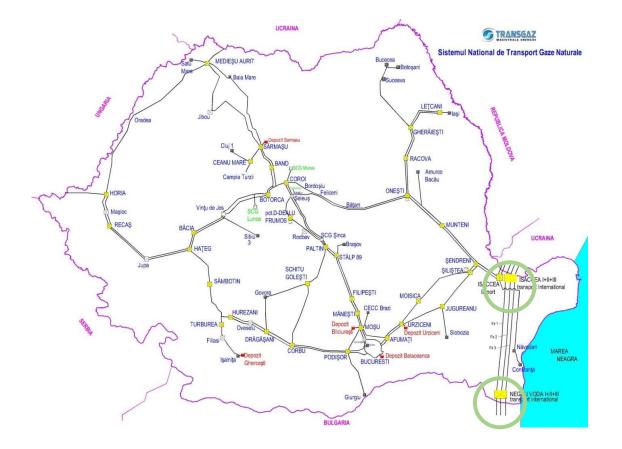
#### **Necessary investments:**

- construction of an approximately 97km long pipeline in the Recaş – Mokrin direction of which about 85 km on the territory of Romania and 12 km on the territory of Serbia, which will be connected to BRUA pipeline
- construction of GMS at Comloşu Mare

#### **Total estimated costs:**

• 56.21 mil. Euro





## <u>Aim:</u>

increasing the level of energy security in the region

#### **Necessary investments:**

construction of two new bidirectional gas metering stations, replacing the existing ones . In the case of GMS Isaccea 1 the station will be built in the current station and in the case of GMS Negru Voda 1 on a location situated close to the location of the existing station

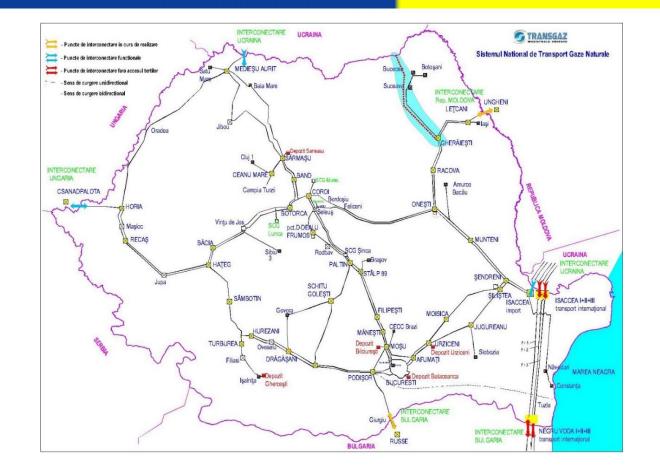
# Total estimated costs updated according to the latest project file ~ 26.65 mil. Euro:

- 13.88 mil. Euro upgrading GMS Isaccea 1
- 12.77 mil. Euro upgrading GMS Negru Vodă1

**Final Investment Decision – 2018** 

Estimated commissioning – GMS Isaccea 1- 2020 Estimated commissioning – GMS Negru Vodă 1- 2021





## <u>Aim:</u>

increasing energy security to the region

#### **Necessary investments:**

- the construction of a 130 km gas transmission pipeline and the related facilities, in the Gherăești – Siret direction
- construction of a cross-border gas metering station
- extension of the Onești and Gherăești compressor stations, if necessary

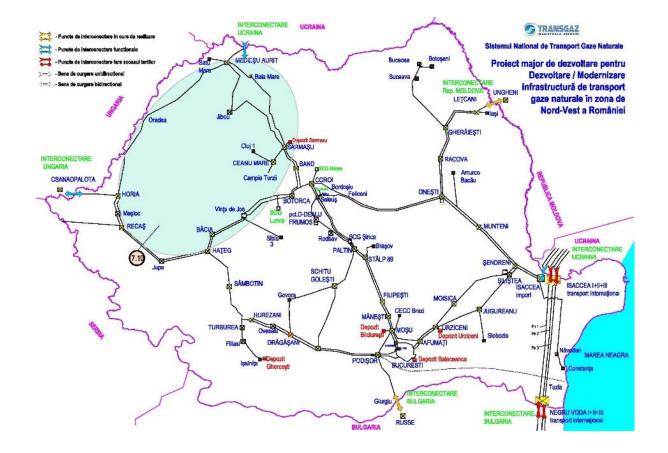
#### **Total estimated costs:**

125 mil. Euro

#### **Estimated commissioning - 2025**



Development/Upgrading of the gas transmission infrastructure in the North-Western part of Romania



**Estimated commissioning - 2026** 

#### <u>Aim:</u>

creation of new gas transmission capacities

#### **Necessary investments:**

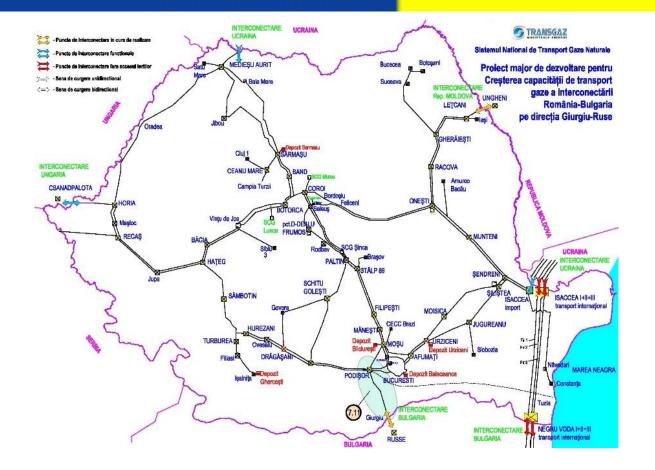
- construction of a pipeline and of the related equipment in the direction Horia–Medieşu Aurit
- construction of a pipeline and of the related equipment in the direction Sărmăşel–Medieşu Aurit
- construction of a pipeline and of the related equipment in the direction Huedin–Aleşd
- construction of a Gas Compressor Station at Medieşu Aurit

#### **Total estimated costs:**

405 mil. Euro



Increase in the gas transmission capacity of the interconnection Romania-Bulgaria, in the Giurgiu-Ruse direction



#### <u>Aim:</u>

enhancing security of energy supply to the region

#### **Necessary investments:**

- construction of a new gas transmission pipeline and related facilities
- construction of a new Danube undercrossing
- enhancement of SMG Giurgiu

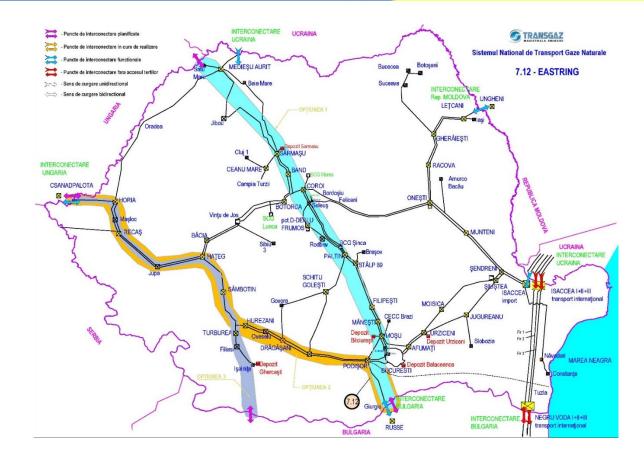
#### **Total estimated costs:**

• 51.8 mil. Euro

#### **Estimated commissioning - 2027**



# **EASTRING - Romania**



Estimated commissioning – 2025 - Phase 1 2030 - Phase 2

## <u> Aim:</u>

 EASTRING will ensure the most cost-reflective and direct transmission route between the gas platforms from the Western European region and the Balkans/Western Turkey. The possibility to diversify transmission routes and gas supply sources will safeguard the regional security of gas supply to the region, mainly in the South-Eastern European countries.

According to the feasibility study, the project will be implemented in two stages as follows:

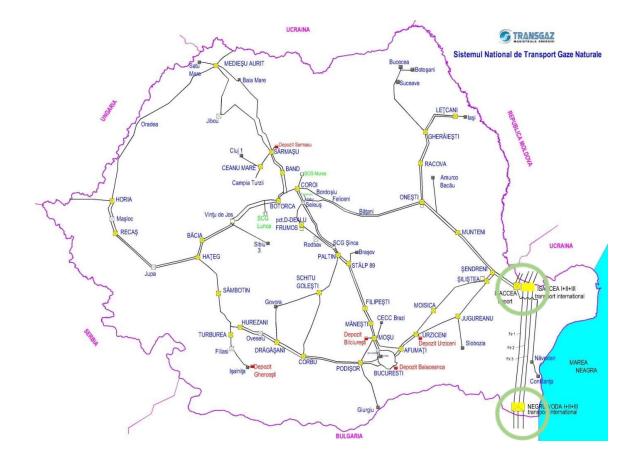
- Phase 1 Maximum capacity of 20 bcm/y
- Phase 2 Maximum capacity of 40 bcm/y

#### **Total estimated costs:**

- Phase 1 1,297 mil. Euro for Romania (2,600 mil. Euro total)
- Phase 2 357 mil. Euro for Romania (739 mil. Euro total)



## Modernization of SMG Isaccea 2 and SMG Negru Vodă 2 - new project proposed in PDSNT 2020-2029 under approval



#### <u> Aim:</u>

increasing the level of energy security in the region

#### **Necessary investments:**

modernization of the existing gas metering stations

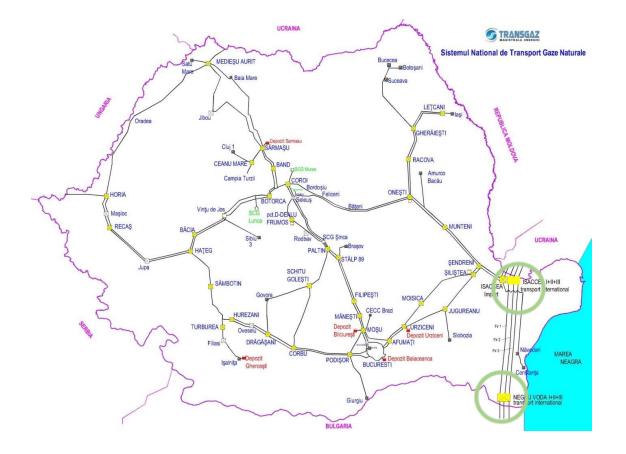
#### **Total estimated costs:**

26.65 mil. Euro

**Estimated commissioning - 2024** 



# Modernization of SMG Isaccea 3 and SMG Negru Vodă 3 - new project proposed in PDSNT 2020-2029 under approval



## **Estimated commissioning - 2028**

#### <u> Aim:</u>

increasing the level of energy security in the region

#### **Necessary investments:**

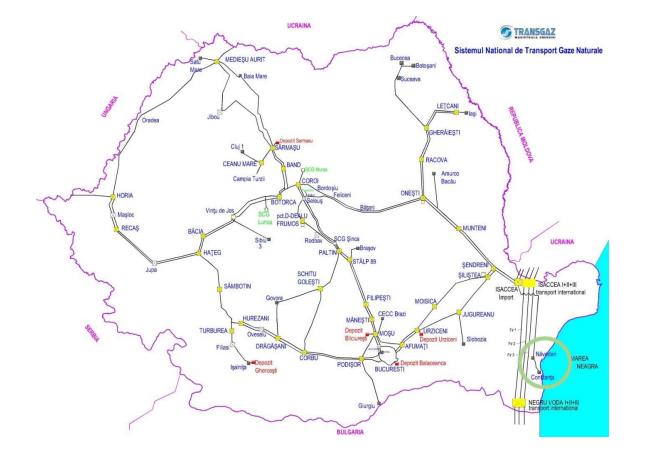
modernization of the existing gas metering stations

#### **Total estimated costs:**

• 26.65 mil. Euro



SNT interconnection at the LNG terminal located on the Black Sea coast - new project proposed in PDSNT 2020-2029 under approval



#### <u>Aim:</u>

taking over natural gas from the Black Sea coast

#### **Necessary investments:**

 realization of an interconnection of the national natural gas transmission system at the LNG terminal by building a natural gas transmission pipeline, in a length of about 25 km, from the Black Sea coast to the T1 and T2 pipelines

#### **Total estimated costs:**

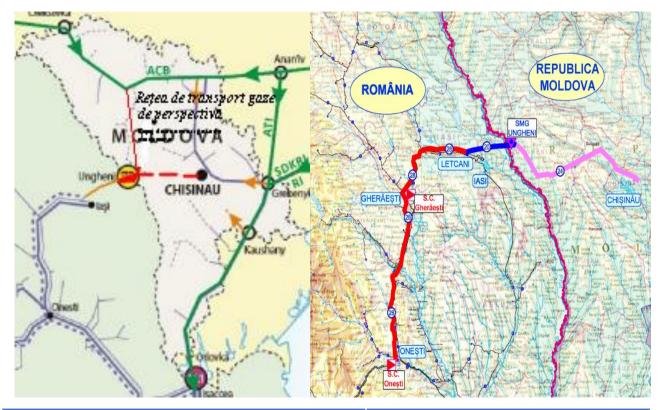
19.6 mil. Euro

**Estimated commissioning - 2028** 



Interconnection between the Gas Transmission System of Romania and the the Gas Transmission System of the Republic of Moldova, in the Iaşi – Ungheni – Chişinău direction

#### lași – Ungheni – Phase I; Ungheni – Chișinău – Phase II



Commissioning start of operationEnd 2019Completion construction of Ghidighici complex2020

#### <u> Aim:</u>

Increasing interconnectivity between Romania and the Republic of Moldova in terms of gas transmission infrastructure as well as the diversification of the sources and routes for the gas supply to the Republic of Moldova.

#### **Necesssary investments:**

- 4 metering regulating stations (at Semeni in Ungheni district, Ghidighici, Petricani and Tohatini - Chişinău)
- DN 600 55 bar 110 km-long pipeline
- 11 block valves assemblies for the pipeline route
- 2 gas distribution pipelines from MRS Tohatini to the Chisinau distribution system, each 3.2 km long
- 1 gas distribution pipeline, average pressure from MRS Ghidighici to the distribution system of Chisinau (at the intersection of Petricani and Balcani Streets), approximately 1.5 km
- one 2.6 km long connection to MRS Ghidighici, DN 300, NP 55 bar
- bidirectional gas metering node at Tohatini to connect the envisaged pipeline Ungheni – Chisinau and the existing Moldavia gas transmission system operated by MOLDOVATRANSGAZ
- an operating complex at Ghidighici where the head office of VESTMOLDTRANSGAZ

#### **Total estimated costs:**

• 93 mil. Euro



# **FINANCIAL RESULTS 2019**







# STATEMENT OF COMPREHENSIVE INCOME AS AT 31.12.2019 (1)

| THOUSAND LEI                        |                         |                   |                                       | 2017                   | 2018                      | 2019              |           | endments<br>19/2018 |          |              |
|-------------------------------------|-------------------------|-------------------|---------------------------------------|------------------------|---------------------------|-------------------|-----------|---------------------|----------|--------------|
|                                     |                         |                   |                                       |                        |                           |                   |           |                     | Absolute | Relative     |
| Operating rever                     | nue before the balanc   | ing and the con   | struction activity                    | y according to IFRIC12 |                           | 1,719,993         | 1,608,437 | 1,576,667           | -31,770  | -2%          |
| Revenue from the balancing activity |                         |                   |                                       |                        |                           | 120,686           | 235,427   | 324,688             | 89,261   | 38%          |
|                                     | the construction activi | ty according to I | FRIC12                                |                        |                           | 63,950            | 405,794   | 868,357             | 462,563  | 114%         |
| Financial revenu                    |                         | , ,               |                                       |                        |                           | 190,546           | 46,844    | 98,952              | 52,108   | 111%         |
| Operating expe                      | enses before the balan  | icing and constru | uction activity a                     | ccordina to IFRIC12    |                           | 1,055,267         | 1,046,952 | 1,228,699           | 181,747  | 17%          |
| Expenses with b                     |                         | <b>J</b>          | , , , , , , , , , , , , , , , , , , , | <b>J</b>               |                           | 120,686           | 235,427   | 324,688             | 89,261   | 38%          |
| Cost of assets c                    | constructed according   | to IFRIC12        |                                       |                        |                           | 63,950            | 405,794   | 868,357             | 462,563  | 114%         |
| Financial expen                     | ises                    |                   |                                       |                        |                           | 150,227           | 25,449    | 27,818              | 2,369    | 9%           |
| Profit before t                     | ax                      |                   |                                       |                        |                           | 705,045           | 582,880   | 419,102             | -163,779 | -28%         |
| Expenses with t                     | ax on profit            |                   |                                       |                        |                           | 121,429           | 87,205    | 70,843              | -16,363  | -19%         |
| Net Profit rela                     | ted to the period       |                   |                                       |                        |                           | 583,616           | 495,675   | 348,259             | -147,416 | -30%         |
| EBITDA                              |                         |                   |                                       |                        |                           | 849,201           | 749,506   | 541,590             | -207,916 | -28%         |
| Turnover                            |                         |                   |                                       |                        |                           | 1,800,079         | 1,741,929 | 1,850,405           | 108,486  | 6%           |
|                                     | 705.045                 |                   |                                       |                        |                           |                   |           | 849,201             | 749,506  | THOUSAND LEI |
|                                     | 705,045                 | 582,880           | 419,102                               | 583,616                | 495,675                   |                   |           | -                   | 541,590  |              |
|                                     |                         |                   | 419,102                               |                        | 133,013                   | 348,259           |           |                     |          |              |
|                                     |                         | Profit before tax |                                       | Net pr<br>■ 2017       | ofit related to t<br>2018 | he period<br>2019 |           |                     | EBITDA   |              |



## **STATEMENT OF COMPREHENSIVE INCOME AS AT 31.12.2019 (2)**

| THOUSAND LEI  |           | 2017          | 2018                      |                                 | Amendments<br>2019/2018 |             |
|---|-----------|---------------|---------------------------|---------------------------------|-------------------------|-------------|
|   |           |               |                           |                                 | Absolute                | Relative    |
| Revenue from the domestic transmission activity   |           | 1,338,047     | 1,178,420                 | 1,192,598                       | 14,178                  | 1%          |
| Revenue from the international transmission activity  |           | 333,290       | 324,381                   | 327,696                         | 3,315                   | 1%          |
| Other revenues  |           | 48,656        | 105,636                   | 56,373                          | -49,263                 | -47%        |
| Operating revenues before the balancing and the construction activity according to IFRIC12  |           | 1,719,993     | 1,608,437                 | 1,576,667                       | -31,770                 | -2%         |
| Employee expenses   |           | 385,228       | 382,451                   | 413,647                         | -31,196                 | -8%         |
| Technological consumption, materials and used consumables   |           | 105,032       | 96,881                    | 99,267                          | 2,386                   | 2%          |
| Royalty expenses  |           | 167,134       | 151,027                   | 151,283                         | 256                     | 0%          |
| Maintenance and transport   |           | 27,398        | 35,884                    | 29,844                          | -6,040                  | -17%        |
| Tax and other amounts due to the state  |           | 71,564        | 76,448                    | 111,290                         | 34,842                  | 46%         |
| Provision revenue/expenses for risks and expenses   |           | 1,273         | 5,946                     | 49,819                          | 43,873                  | 738%        |
| Other operating expenses  |           | 113,164       | 110,293                   | 179,927                         | 69,634                  | 63%         |
| Depreciation  |           | 184,475       | 188,022                   | 193,622                         | 5,601                   | 3%          |
| Operating expenses before the balancing and the construction activity according to IFRIC12  |           | 1,055,267     | 1,046,952                 | 1,228,699                       | 181,747                 | 17%         |
| Operating profit before the balancing and construction activity according to IFRIC12  |           | 664,726       | 561,485                   | 347,968                         | -213,517                | -38%        |
| 1,719,993 1,608,437 1,576,667<br>1,055,267 1,046,952  | 1,228,699 |               |                           |                                 | T                       | HOUSAND LEI |
|   |           |               | 664,726                   | 561,485                         | 347,968                 |             |
| Operating revenue before the balancing and the construction activity Operating expenses before the balancing a according to IFRIC 12 according to IFRIC |           | activity Oper | ating profit before the b | alancing and constru<br>IFRIC12 | ction activity accordi  | ng to       |
| 2017 2018   | 2019      |               |                           |                                 |                         |             |



## **STATEMENT OF FINANCIAL STANDING AS AT 31.12.2019**

| THOUSAND LEI           | 2017      | 2017 2018 |           | Amendments 2019/2018 |          |  |
|------------------------|-----------|-----------|-----------|----------------------|----------|--|
|                        |           |           |           | Absolute             | Relative |  |
| Fixed assets           | 3,197,707 | 3,490,424 | 4,484,129 | 993,706              | 28%      |  |
| Movable assets         | 1,523,897 | 1,505,384 | 1,285,039 | -220,345             | -15%     |  |
| Total assets           | 4,721,604 | 4,995,807 | 5,769,168 | 773,361              | 15%      |  |
| Equity                 | 3,769,268 | 3,712,731 | 3,781,940 | 69,209               | 2%       |  |
| Long term debts        | 678,734   | 864,288   | 1,489,789 | 625,501              | 72%      |  |
| Current debts          | 273,603   | 418,788   | 497,439   | 78,651               | 19%      |  |
| Total debts            | 952,336   | 1,283,076 | 1,987,228 | 704,152              | 55%      |  |
| Total equity and debts | 4,721,604 | 4,995,807 | 5,769,168 | 773,361              | 15%      |  |



#### THOUSAND LEI



# FINANCIAL RESULTS 2019 (4)

|   | MAI                   |           |                |           |                   |         |       | 2019             | 2018   |
|---|-----------------------|-----------|----------------|-----------|-------------------|---------|-------|------------------|--------|
|   |                       |           |                |           | EBITDA in total   | sales   |       | 29.27%           | 43.03% |
|   |                       |           |                |           | EBITDA in equit   |         |       | 14.23%           | 20.19% |
|   |                       | 1,850,405 |                |           | Gross profit rat  |         |       | 22.65%           | 33.46% |
|   |                       | 1,000,400 |                |           | Return on equit   | -       |       | 9.21%            | 13.35% |
|   |                       |           | 1 7 11 0 20    |           | Current liquidit  | -       |       | 2.58             | 3.59   |
|   |                       |           | 1,741,929      |           | Immediate liqu    | idity   |       | 1.60             | 2.99   |
|   |                       |           |                |           | Leverage          |         |       | 17.44%           | 6.28%  |
|   |                       |           |                |           | Interest coverage | -       |       | 80.40            | 222.77 |
|   |                       |           |                |           | Speed of debit    |         |       | 137.09           | 141.49 |
|   |                       | 2019      | 2018           |           | Speed of credit   | - days  |       | 40.78            | 35.52  |
|   |                       |           | - lei thousand |           |                   |         |       |                  |        |
|   | 4,978                 | 4,901     | 4,820          | 4,700     | 4,607             | 4,405   | 4,202 | 4,089            |        |
|   | 2012                  | 2013      | 2014           | 2015      | 2016              | 2017    | 2018  | 2019             |        |
|   |                       |           |                | riod      |                   |         |       |                  |        |
|   | 20.070/               | 43.03%    |                |           |                   | 33.46%  |       |                  |        |
|   | 29.27%                |           | 14 220/        | 20.19%    | 22.65%            | 55.4070 |       | 12 250/          |        |
|   |                       |           | 14.23%         |           |                   |         | 9.219 | % 13.35%         |        |
| - |                       |           |                |           |                   |         |       |                  |        |
|   | EBITDA in total sales |           |                | in equity | Gross profit rate |         |       | Return on equity |        |
|   |                       |           |                | ■ 20      | 019 2018          |         |       |                  |        |



# **STOCK EXCHANGE TGN EVOLUTION (1)**

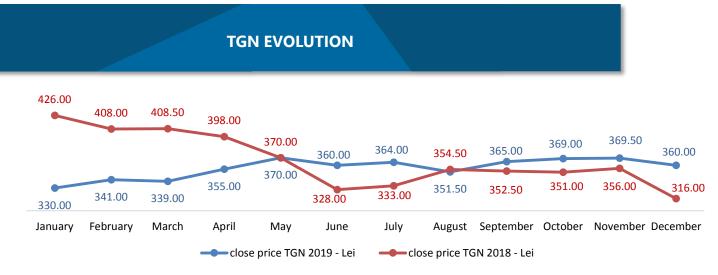
### MAIN CORPORATE EVENTS WITH AN IMPACT UPON THE SHARE PRICE IN 2019

31.12.2018 15.01.2019 25.01.2019 15.02.2019 18.02.2019 18.02.2019 18.03.2019 08.04.2019 24.04.2019 07.05.2019 14.05.2019 03.06.2019 25.06.2019 17.07.2019 26.07.2019 14.08.2019 30.08.2019 01.10.2019 31.10.2019 31.10.2019 14.11.2019 15.11.2019 30.12.2019 3

close price TGN



### **STOCK EXCHANGE TGN EVOLUTION (2)**

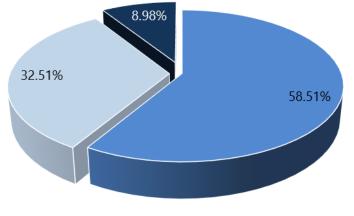


| STOCK MARKET<br>INDEX NAME | POSITION HELD | SHARE HELD IN INDEX<br>COMPOSITION |
|----------------------------|---------------|------------------------------------|
| BET                        | 6             | 5.13 %                             |
| BET-TR                     | 6             | 5.13 %                             |
| ROTX                       | 6             | 5.88 %                             |
| BET-NG                     | 3             | 15.01 %                            |
| BET-XT                     | 6             | 4.93 %                             |

Market capitalization



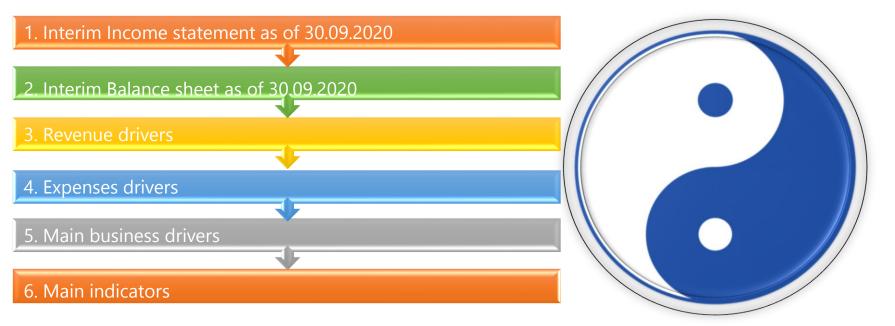
Shareholders structure at 31 December 2019



Romanian State through GSG
 Legal persons
 Natural Persons





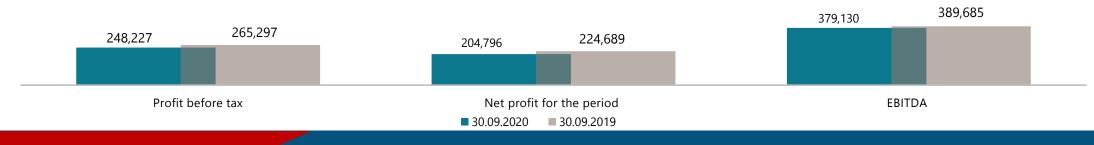




### 1. Interim income statement as of 30.09.2020 (1)

MAIN INDICATORS

| THOUSAND LEI   | 30.09.2020  | 30.09.2019  | CHANGES<br>9M2020/9M2019 |            |  |
|--|-------------|-------------|--------------------------|------------|--|
|  | (unaudited) | (unaudited) | Absolute                 | Relative   |  |
| Operational income before the balancing and construction activity according to IFRIC12 | 1,006,351   | 1,085,513   | -79,162                  | -7%        |  |
| Revenue from the balancing activity  | 148,026     | 250,930     | -102,904                 | -41%       |  |
| Income from the construction activity according to IFRIC12                             | 1,018,106   | 521,459     | 496,647                  | 95%        |  |
| Financial income   | 50,148      | 41,522      | 8,626                    | 21%        |  |
| Operational costs before the balancing and construction activity according to IFRIC12  | 795,814     | 840,997     | -45,183                  | -5%        |  |
| Expenses with balancing gas  | 148,026     | 250,930     | -102,904                 | -41%       |  |
| Cost of assets constructed according to IFRIC12  | 1,018,106   | 521,459     | 496,647                  | 95%        |  |
| Financial expenses   | 12,458      | 20,742      | -8,284                   | -40%       |  |
| Profit before tax  | 248,227     | 265,297     | -17,070                  | -6%        |  |
| Profit tax expense   | 43,430      | 40,608      | 2,822                    | 7%         |  |
| Net profit for the period  | 204,796     | 224,689     | -19,893                  | <b>-9%</b> |  |
| EBITDA   | 379,130     | 389,685     | -10,555                  | -3%        |  |
| Turnover   | 1,117,139   | 1,301,749   | -184,610                 | -14%       |  |





### 1. Interim income statement as of 30.09.2020 (2)

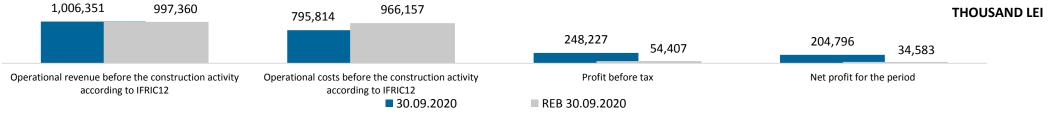
#### MAIN INDICATORS

| THOUSAND LEI   |   | 30.09.2020<br>(unaudited) | 30.09.2019<br>(unaudited) | CHANGE<br>9M2020/9M<br>Absolute   |  |                 |
|--|---|---------------------------|---------------------------|-----------------------------------|--|-----------------|
| Revenues from domestic gas transmission activity                                       |   |                           | 878,327                   | 791,478                           | 86,849                                 | 11%             |
| Revenues from international gas transmission activity                                  |   |                           | 87,077                    | 255,504                           | -168,427                               | -66%            |
| Other revenues   |   |                           | 40,946                    | 38,531                            | 2,415                                  | 6%              |
| Operational income before the balancing and constructio                                | n activity according to IFRIC12                 |                           | 1,006,351                 | 1,085,513                         | -79,162                                | -7%             |
| Employees costs  |   |                           | 318,713                   | 296,604                           | 22,109                                 | 7%              |
| Technological consumption, materials and consumables used                              |   |                           | 74,193                    | 80,735                            | -6,542                                 | -8%             |
| Expenses with royalties  |   |                           | 96,541                    | 103,951                           | -741                                   | -7%             |
| Maintenance and transport  |   |                           | 17,031                    | 19,206                            | -2,175                                 | -11%            |
| Taxes and other amounts owed to the State  |   |                           | 53,907                    | 79,700                            | -25,793                                | -32%            |
| Revenues/ Expenses with provision for risks and expenses                               |   |                           | -3,865                    | -4,289                            | 424                                    | 11%             |
| Other operating expenses   |   |                           | 70,701                    | 119,920                           | -49,219                                | -41%            |
| Depreciation   |   |                           | 168,593                   | 145,169                           | 23,424                                 | 16%             |
| Operational costs before the balancing and construction a                              | activity according to IFRIC12                   |                           | 795,814                   | 840,997                           | -45,183                                | -5%             |
| Operational profit before the balancing and construction                               |   |                           | 210,537                   | 244,516                           | -33,979                                | -14%            |
| 1,006,351 1,085,513  | 795,814   | 840,997                   |                           |                                   |  |                 |
|  |   |                           |                           | 210,537                           | 244,516                                |                 |
| Operational income before the balancing and construction activity according to IFRIC12 | Operational costs before the balancin<br>to IFF |                           | y according Operati       | ional profit before the<br>accord | e balancing and cor<br>ling to IFRIC12 | struction activ |
|  | ■ 30.09.2020                                    | ■ 30.09.2019              |                           |                                   |  |                 |



Main economic and financial indicators achieved as at 30.09.2020 compared with the Revenue and Expense Budget approved by GOSM Resolution no. 2 / 04.03.2020

| THOUSAND LEI   | 30.09.2020  | REB        | CHANGES<br>9M2020/9M2019 |              |  |
|--|-------------|------------|--------------------------|--------------|--|
|  | (unaudited) | 30.09.2020 | Absolute                 | Relative     |  |
| Operational income before the balancing and construction activity according to IFRIC12 | 1,006,351   | 997,360    | 8,991                    | 1%           |  |
| Revenue from the balancing activity  | 148,026     | 72,702     | 75,324                   | 104%         |  |
| Income from the construction activity according to IFRIC12                             | 1,018,106   | 2,049,829  | -1,031,724               | -50%         |  |
| Financial income   | 50,148      | 37,093     | 13,055                   | 35%          |  |
| Operational costs before the balancing and construction activity according to IFRIC12  | 795,814     | 966,157    | -170,343                 | -18%         |  |
| Expenses with balancing gas  | 148,026     | 72,702     | 75,324                   | 104%         |  |
| Cost of assets constructed according to IFRIC12  | 1,018,106   | 2,049,829  | -1,031,724               | -50%         |  |
| Financial expenses   | 12,458      | 13,889     | -1,431                   | -10%         |  |
| Profit before tax  | 248,227     | 54,407     | 193,819                  | 356%         |  |
| Profit tax expense   | 43,430      | 31,203     | 23,606                   | 119%         |  |
| Net profit for the period  | 204,796     | 34,583     | 170,213                  | <b>492</b> % |  |





#### 2. Interim Balance Sheet as of 30.09.2020

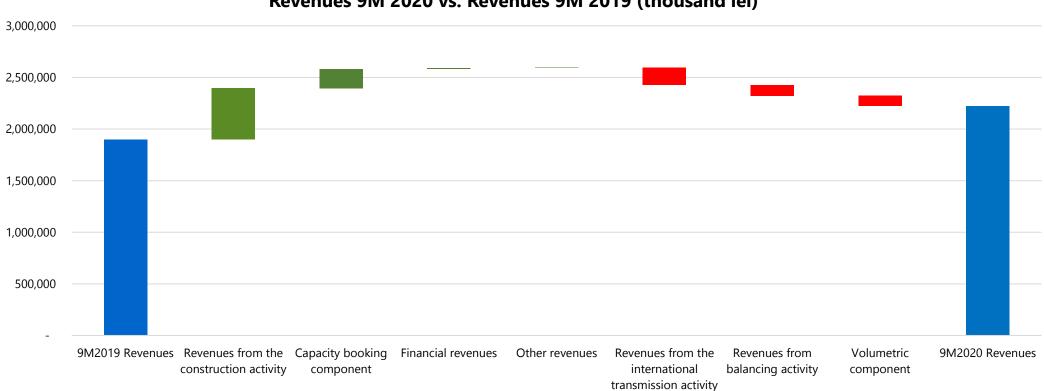
|                        | 30.00.2020        | 21 12 2010 | C           | HANGES    |  |  |
|------------------------|-------------------|------------|-------------|-----------|--|--|
| THOUSAND LEI           | 30.09.2020        | 31.12.2019 | Absolute    | Relative  |  |  |
| FIXED ASSETS           | 5,585,377         | 4,484,129  | 1,101,248   | 25%       |  |  |
| CURRENT ASSETS         | 975,365           | 1,285,039  | -309,674    | -24%      |  |  |
| TOTAL ASSETS           | 6,560,742         | 5,769,168  | 791,574     | 14%       |  |  |
| EQUITY                 | 3,804,595         | 3,781,940  | 22,655      | 1%        |  |  |
| LONG TERM DEBTS        | 2,161,693         | 1,489,789  | 671,904     | 45%       |  |  |
| CURRENT DEBTS          | 594,453           | 497,439    | 97,014      | 20%       |  |  |
| TOTAL DEBTS            | 2,756,147         | 1,987,228  | 768,919     | 39%       |  |  |
| TOTAL EQUITY AND DEBTS | 6,560,742         | 5,769,168  | 791,574     | 14%       |  |  |
| 6,560,742 5,769,168    |                   |            |             | THOUSAND  |  |  |
|                        | 3,804,595 3,7     | 81,940     | 2,756,147   | 1,987,228 |  |  |
|                        |                   |            |             |           |  |  |
| TOTAL ASSETS           | EQUITY            |            | TOTAL DEBTS |           |  |  |
|                        | ■ 30.09.2020 ■ 31 | .12.2019   |             |           |  |  |

The fixed assets registered an increase by Lei 1,101,248 thousand compared to the value as at 31.12.2019, mainly due to the high level of the investment expenses incurred by Transgaz in 2020 by the development of the National Gas Transmission System of Romania and to the share in the capital stock of Transgaz' subsidiary in the Republic of Moldova in order to ensure the financial sources necessary for the implementation of the investment program and of the Ungheni-Chisinau gas transmission pipeline respectively.

The increase in long-term debts was mainly caused by the funding obtained for the investment projects carried out by the company as well as by a credit line for 2 years meant to cover the required working capital.



# 3. Main revenue drivers (1)



#### Revenues 9M 2020 vs. Revenues 9M 2019 (thousand lei)



9M2020 compared to 9M2019

# 3. Main revenue drivers (2)

Operating revenue before the balancing and construction activity, according to IFRIC12 decreased by 7% as compared to 9 months 2019, which is lower by LEI 79,162 thousand.

The revenue was influenced mainly by the following factors:

- commodity revenue lower by LEI 100,062 thousand due to:
  - the commodity transmission tariff lower by Lei 0.83 lei/MWh, with a negative influence of LEI 75,820 thousand;
  - the gas transmitted capacities lower by 9,497,483 MWh/956,221 thousand cm (V9%), as compared to 9 months 2019, with a negative influence of LEI 24,243 thousand, detailed by categories of consumers as follows:

|                      |                         | 1Q2020     | 2Q2020     | 3Q2020     | 9M2020     | 1Q2019     | 2Q2019     | 3Q2019     | 9M2019      | Differences<br>9M2020 vs 9M2019 |
|----------------------|-------------------------|------------|------------|------------|------------|------------|------------|------------|-------------|---------------------------------|
| Quantity transmitted | MWh                     | 11,545,026 | 14,786,601 | 17,109,847 | 43,441,474 | 11,274,702 | 16,500,962 | 23,042,489 | 50,818,152  | -7,376,678                      |
| for direct consumers | thousand m <sup>3</sup> | 1,078,004  | 1,378,194  | 1,577,358  | 4,033,556  | 1,058,115  | 1,549,300  | 2,174,541  | 4,781,956   | -748,400                        |
| Quantity transmitted | MWh                     | 32,693,087 | 10,936,870 | 6,925,467  | 50,555,424 | 33,610,132 | 11,893,960 | 7,172,137  | 52,676,229  | -2,120,805                      |
| for distribution     | thousand m <sup>3</sup> | 3,039,364  | 1,012,381  | 641,246    | 4,692,991  | 3,135,219  | 1,103,301  | 662,292    | 4,900,812   | -207,821                        |
| Total                | MWh                     | 44,238,113 | 25,723,471 | 24,035,314 | 93,996,898 | 44,884,834 | 28,394,922 | 30,214,626 | 103,494,381 | -9,497,483                      |
|                      | thousand m <sup>3</sup> | 4,117,368  | 2,390,575  | 2,218,604  | 8,726,547  | 4,193,334  | 2,652,601  | 2,836,833  | 9,682,768   | -956,221                        |

The commodity tariffs decreased in 01.01-30.09.2020 as compared to 01.01-30.09.2019, mainly due to:

- Order 10/2017 of the ANRE President on the amending of Order 32/2014 of ANRE President on the approval of the Gas Transmission Regulated Revenue, Total Revenue and Regulated Tariffs Methodology, which establishes the increasing by 5% per year of the percentage by which the approved revenue is recovered by the application of the capacity booking tariff, up to 85%, and the decreasing of the percentage by which the approved revenue is recovered by the application of the commodity tariff. In gas year 2018-2019 the variable component of the total revenue at the basis of the commodity tariffs is 30% of the total revenue and in gas year 2019-2020 to 25% of the total revenue;
- at the substantiation of the tariffs for gas year 2019-2020, the tax on the monopoly was not recognised by ANRE at the pass-through costs and implicitly at the regulated revenue.



9M2020 compared to 9M2019

## 3. Main revenue drivers (3)

- *revenue from capacity booking* higher by **LEI 186,911 thousand** due to:
  - booked capacities higher by 3,997,776 MWh, with a positive influence of LEI 8,134 thousand;
  - capacity booking tariff higher by LEI 0.65 lei/MWh, with a positive influence of LEI 178,777 thousand, increase mainly determined by the invoicing of revenue from the auction premium, following the capacity booking auctions performed according to the CAM-NC by interconnection points.
- international gas transmission revenue lower by LEI 168,426 thousand due to the termination of the transmission contract with Gazprom Export Ltd for the Isaccea 2 Negru Voda 2 pipeline and regulation of the Isaccea 1 Negru Voda 1 pipeline transmission revenue according to the methodology approved by ANRE Order 41/2019 following the connection of this pipeline to the National Transmission System from 1 October 2019;
- other operating revenue higher by LEI 2,415 thousand.

Revenue from the balancing activity lower by LEI 102,904 thousand based on the following factors:

- trading price lower by LEI 42.51 /MWh, with a negative influence of LEI 100,965 thousand;
- quantity lower by 18,490 MWh with a negative influence of LEI 1,938 thousand;

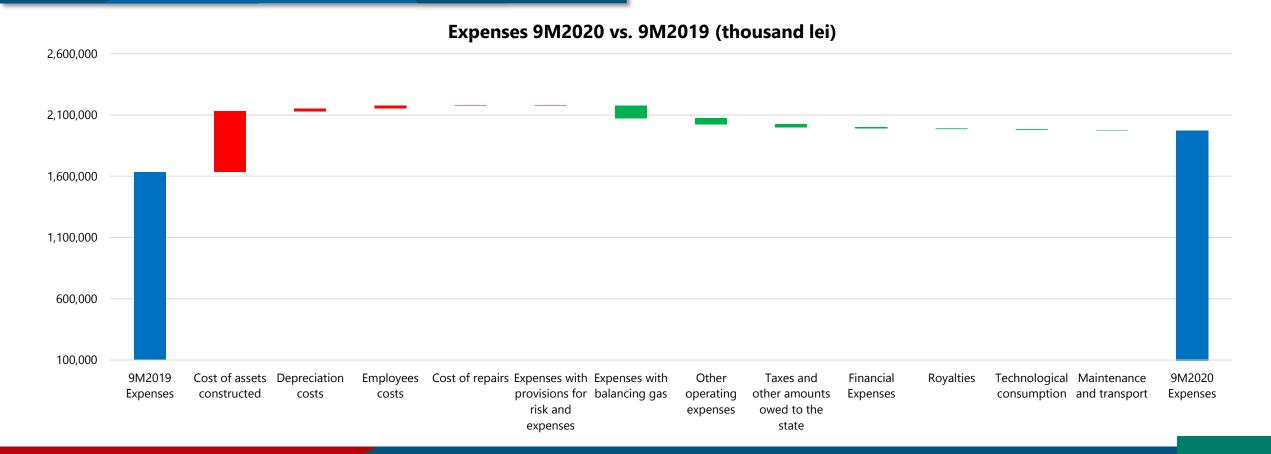
*Revenue from the construction activity* higher by **LEI 496,646 thousand**, registered in line with IFRIC 12, according to which revenue and costs related to the construction activity or the improvement of the transmission network, in exchange of which the intangible asset is registered, must be acknowledged in line with IAS 11, Construction Contracts.

*Financial revenue* has a positive influence of **LEI 8,626 thousand** mainly due to the recording of revenue as a consequence of the updating of the regulated assets value with the inflation and foreign currency exchange gains.

|   | 1Q2020  | 2Q2020  | 3Q2020  | 9M2020  | 1Q2019  | 2Q2019  | 3Q2019  | 9M2019  |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Revenues from the domestic transmission activity, due to: | 474,269 | 203,556 | 200,503 | 878,327 | 378,769 | 203,548 | 209,161 | 791,478 |
| - Volumetric component                                    | 66,800  | 38,842  | 36,294  | 141,936 | 96,879  | 68,314  | 76,805  | 241,998 |
| - Capacity booking component                              | 407,469 | 164,713 | 164,209 | 736,391 | 281,890 | 135,234 | 132,356 | 549,480 |



# 4. Main costs drivers (1)





9M2020 compared to 9M2019

# 4. Main costs drivers (2)

Operating costs before the balancing and construction activity according to IFRIC12 decreased by 5% as compared to 9 months 2019, which is lower by LEI 45,183 thousand.

The company made savings of LEI 91,989 thousand, mainly in relation to the following cost elements:

- transmission system gas consumption LEI 2,706 thousand, due to:
  - quantity of natural gas for NTS gas consumption lower by 65,057 MWh as compared to 9 months 2019, with a pozitive influence of LEI 6,656 thousand;
  - average purchase price higher by LEI 8.79 /MWh as compared to the one obtained in 9 months 2019, with a negative influence of LEI 3,950 thousand.

|                        |                         | 1Q2020  | 2Q2020  | 3Q2020 | 30.09.2020 | 1Q2019  | 2Q2019  | 3Q2019  | 30.09.2019 | Differences<br>9M2020 vs 9M2019 |
|------------------------|-------------------------|---------|---------|--------|------------|---------|---------|---------|------------|---------------------------------|
| Technological          | MWh                     | 240,122 | 117,996 | 91,136 | 449,254    | 224,309 | 164,730 | 125,272 | 514,311    | -65,057                         |
| consumption quantities | thousand m <sup>3</sup> | 23,272  | 12,030  | 9,243  | 44,545     | 20,942  | 15,575  | 12,238  | 48,755     | -4,210                          |

• other operating costs: LEI 49,219 thousand, mainly based on the decreasing of the cost of the adjustment for impairment of current assets, compared to 9 months 2019;

- cost of taxes and amounts due to the state: LEI 25,793 thousand;
- costs of NTS concession royalty: LEI 7,411 thousand;
- cost of auxiliary materials and other material costs: LEI 3,835 thousand;
- cost of maintenance and transmission: LEI 3,025 thousand.

Exceedings amounting to LEI 46,806 thousand were recorded to the following cost elements:

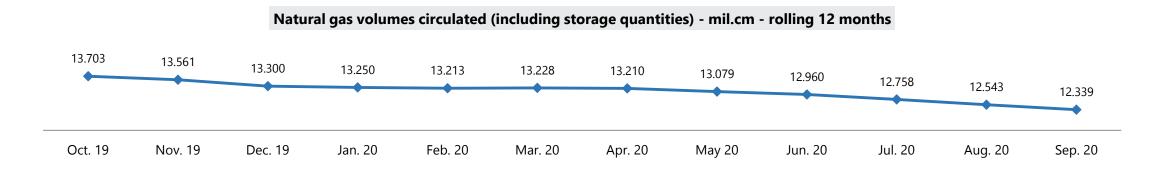
- costs of personnel: LEI 22,109 thousand;
- cost of depreciation: LEI 23,424 thousand;
- costs of repairs: LEI 849 thousand;
- costs of of provision for risks and charges: LEI 423 thousand.

The financial cost is lower by LEI 8,284 thousand mainly based on the foreign currency exchange loss.

Compared to 9 months 2019 the gross profit obtained in 9 months 2020 decreased by 6%, which is lower by LEI 17,070 thousand.



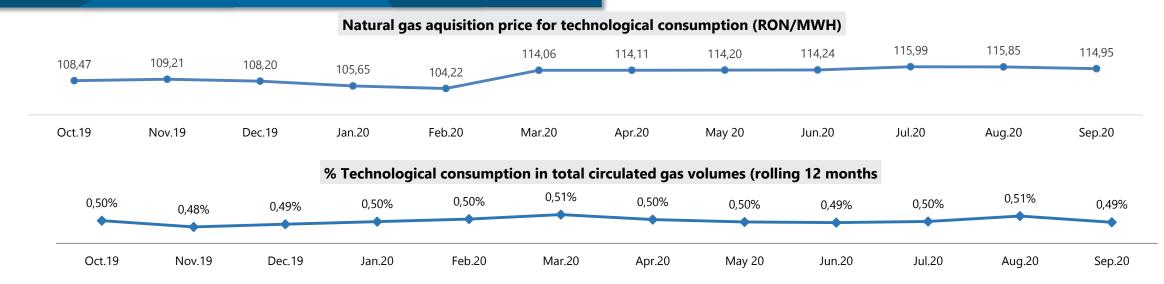
# 5. Main business drivers (1)



|                               |                         | 1Q2020        | 2Q2020        | 3Q2020        | 9M2020        | 1Q2019     | 2Q2019     | 3Q2019     | 9M2019      |
|-------------------------------|-------------------------|---------------|---------------|---------------|---------------|------------|------------|------------|-------------|
|                               | MWh                     | 44,364,276,70 | 25,819,241,00 | 23,943,612.17 | 94,127,129.87 | 45,054,044 | 28,562,915 | 30,562,038 | 104,178,997 |
| Circulated gas, out of which: | thousand m <sup>3</sup> | 4,139,811.57  | 2,401,074.14  | 2,228,188.80  | 8,769,074.51  | 4,211,546  | 2,668,781  | 2,849,487  | 9,729,814   |
|                               | MWh                     | 440,750.00    | 6,350,866.66  | 5,651,372.86  | 12,442,989.52 | 398,246    | 11,330,119 | 14,630,427 | 26,358,791  |
| - storage                     | thousand m <sup>3</sup> | 40,748.69     | 598,729.28    | 533,312.60    | 1,172,790.56  | 37,854     | 1,068,904  | 1,386,169  | 2,492,927   |
| Circulated gas storage share  |                         | 0.99%         | 24.60%        | 23.60%        | 13.22%        | 0.88%      | 39.67%     | 47.87%     | 25.30%      |

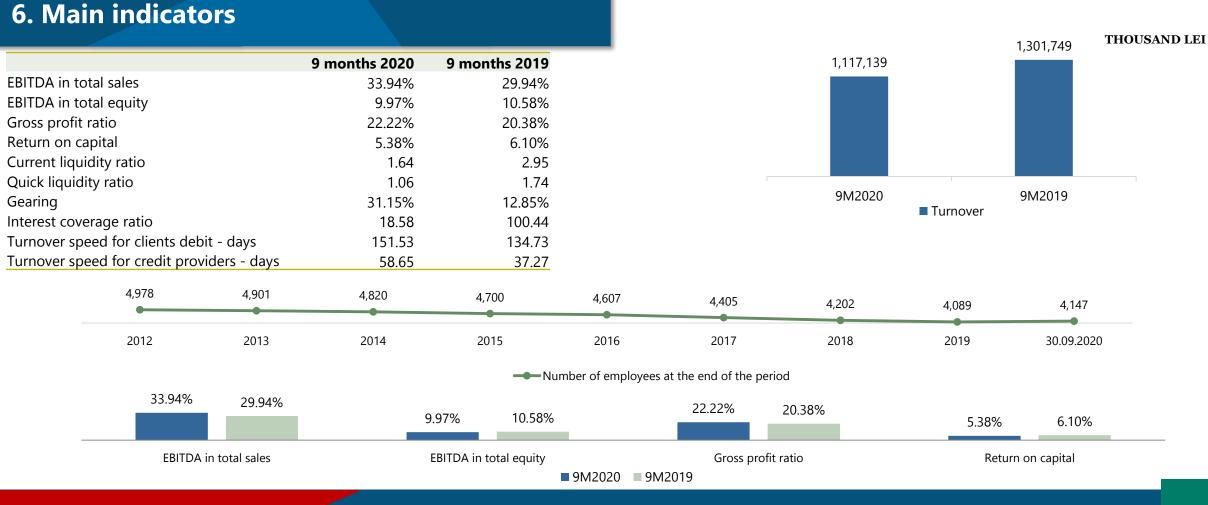


# 5. Main business drivers (2)



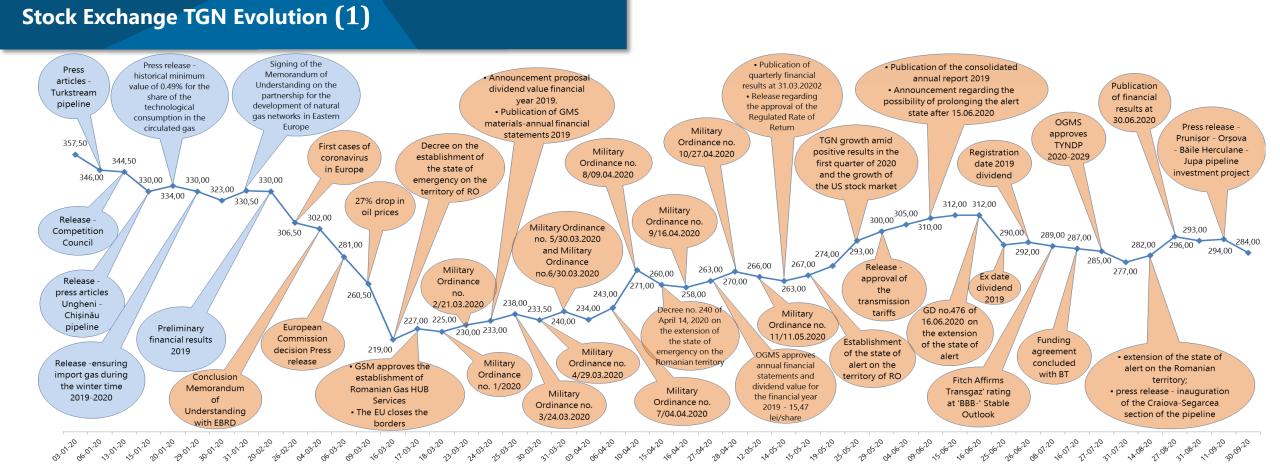
|  |              | 1Q2020  | 2Q2020  | 3Q2020 | 9M2020  | 1Q2019  | 2Q2019  | 3Q2019  | 9M2019  |
|--|--------------|---------|---------|--------|---------|---------|---------|---------|---------|
| Technological consumption, materials and consumables used, of which: | thousand Lei | 30,643  | 19,353  | 24,197 | 74,193  | 30,306  | 28,675  | 21,753  | 80,734  |
| transmission system technological consumption and loss               | thousand Lei | 25,883  | 13,473  | 10,557 | 49,913  | 22,422  | 16,806  | 13,392  | 52,620  |
| - technological consumption quantity                                 | MWh          | 240,122 | 117,996 | 91,136 | 449,254 | 224,309 | 164,730 | 125,272 | 514,311 |
| auxiliary materials  | thousand Lei | 3,814   | 5,327   | 12,702 | 21,843  | 6,703   | 10,902  | 7,466   | 25,071  |
| • other material costs   | thousand Lei | 946     | 553     | 939    | 2,438   | 1,181   | 967     | 896     | 3,044   |





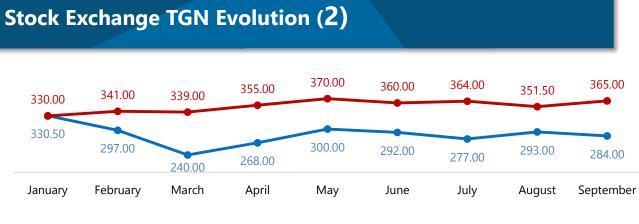
30.09.2020 compared to 30.09.2019



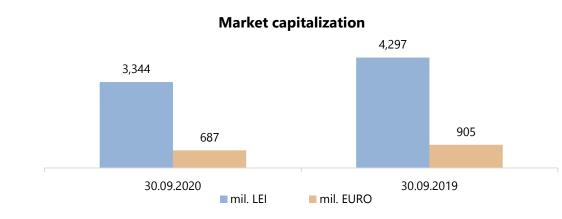


close price TGN



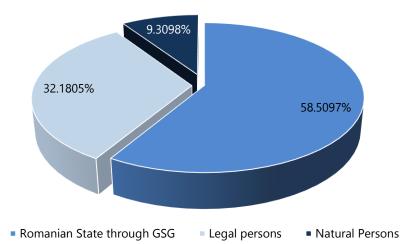


---Close price TGN 2020 ---Close price TGN 2019



| Stock market index<br>name | TGN share 30.09.2020 | Position held in the<br>componence of the index |  |
|----------------------------|----------------------|---|--|
| BET                        | 4.72%                | 6   |  |
| ROTX                       | 3.85%                | 7   |  |
| BET-NG                     | 13.78%               | 3   |  |
| BET-TR                     | 4.56%                | 6   |  |
| BET-XT                     | 4.56%                | 6   |  |
| BET-BK                     | 4.70%                | 11  |  |

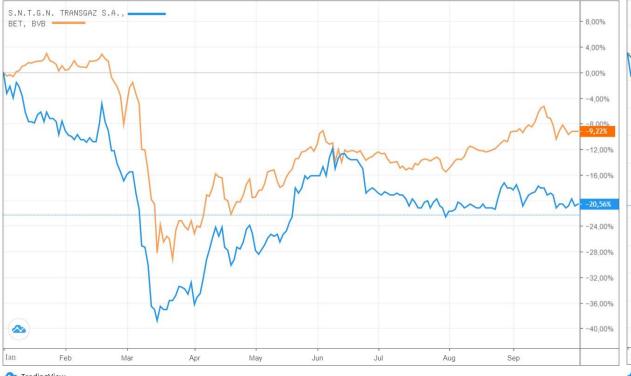
Shareholders structure at September 24, 2020

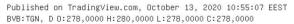


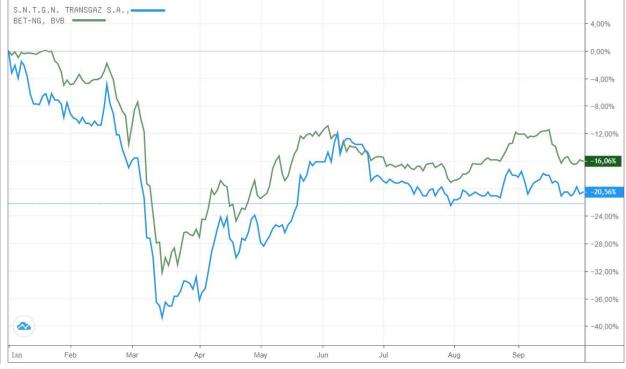


#### **Stock Exchange TGN Evolution (3)**

Published on TradingView.com, October 13, 2020 10:52:02 EEST BVB:TGN, D D:278,0000 H:280,0000 L:278,0000 C:278,0000







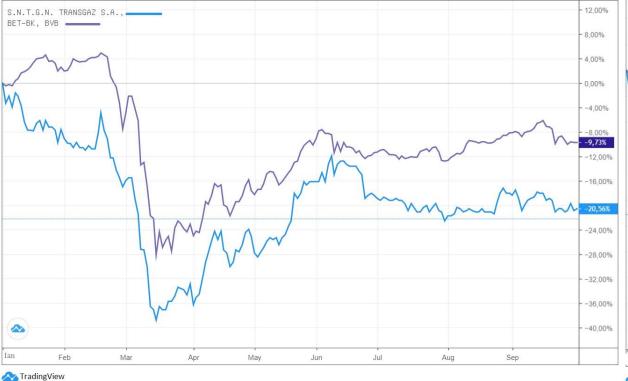
A Trading View

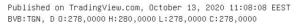


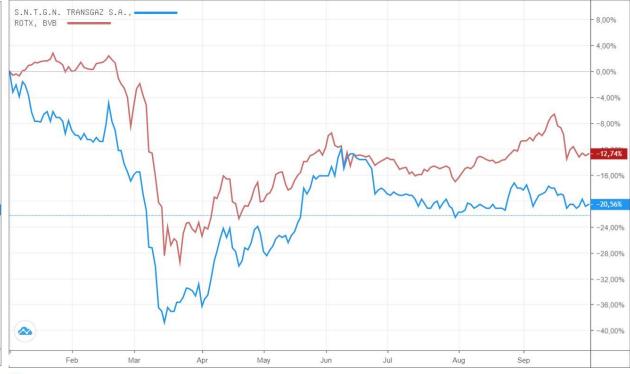


# **Stock Exchange TGN Evolution (4)**

Published on TradingView.com, October 13, 2020 10:54:08 EEST BVB:TGN, D D:278,0000 H:280,0000 L:278,0000 C:278,0000





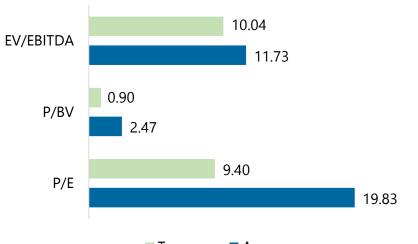


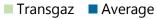
A Trading View

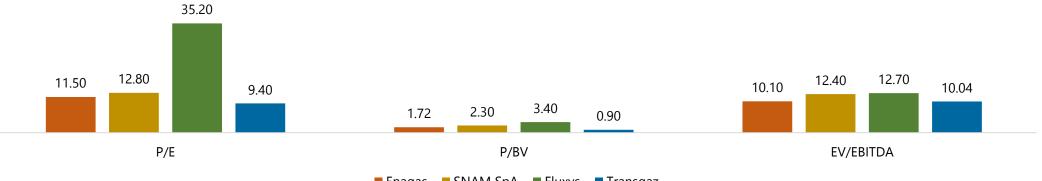


# TRANSGAZ COMPARED TO PEERS

| Company          |         | P/E     | P/BV    | EV/EBITDA |
|------------------|---------|---------|---------|-----------|
| Enagas           | Spain   | 11.50   | 1.72    | 10.10     |
| SNAM SpA         | Italy   | 12.80   | 2.30    | 12.40     |
| Fluxys           | Belgium | 35.20   | 3.40    | 12.70     |
| Average          |         | 19.83   | 2.47    | 11.73     |
| Transgaz         | Romania | 9.40    | 0.90    | 10.04     |
| Premium/Discount | Spain   | -52.61% | -63.61% | -14.43%   |







■ Enagas ■ SNAM SpA ■ Fluxys ■ Transgaz



#### Transgaz

ICC Romania International Chamber Of Commerce CIA Camera de Comerț, Industrii și Agricultură Sibiu **AMCHAM Romania CRE Centrul Român al Energiei** World Energy Council ARMR Asociația Română de Mecanica Ruperii ENTSOG Asociația Gaziștilor SIPG ExxonMobil **Operator Plinskoca Transportnoc Sustava PIGGING PRODUCTS & SERVICES ASSOICIATION** SOCAR **DESFA Hellenic Gas Transmission System Operator SA EUSTREAM ICGB SRBIJAGAS** 

#### Partners

BULGARTRANSGAZ **Directorate General for Energy GIE Gas Infrastructure Europe Black Sea Oil and Gas** ROMGAZ **CPGNJATAC** YTR **OMV** Petrom Depogaz ITOCHU ACER FGSZ LTD. Lukoil **Gazprom Export** Ukrtransgaz **TSO of Ukraine LLC** CEGH



The essential role of TRANSGAZ in the energy field in Romania and Europe is naturally complemented by the desire to support the real needs of all those who are constantly contributing to the smooth running of its operations.

### **CORPORATE SOCIAL RESPONSIBILITY**

Consistent with the principle of applying responsible management in fulfilling the assumed mission, TRANSGAZ is aware of the importance of the fact that sometimes financial support for a noble cause or for an important purpose is vital and therefore through the programs and projects of social responsibility initiated, is actively involved in the life of the community, thus demonstrating its status as a `good citizen`.

As part of its Sustainable Development Strategy, the social responsibility policy aims to permanently increase the company's accountability to employees, shareholders, partners, the community and the environment, as well as streamlining the impact of CSR programs initiated for this purpose.

The company's social responsibility policy is based on a set of principles that define this interaction between the company on the one hand and employees, shareholders, partners, community and the environment on the other.

The priority areas the company has been involved, is involved and will be involved in, from a social point of view, are: the sustainable development of the community, education, sports, art and culture, humanitarian action, health, environment.



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