Introducing European Business Congress e.V.

E.ON Ruhrgas AG
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Kennzahlen der E.ON Ruhrgas AG

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</thead>
<tbody>
<tr>
<td>Gesamtabsatz</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Mrd m³</td>
<td>0.3</td>
<td>3.2</td>
<td>8.1</td>
<td>36.9</td>
<td>55.8</td>
<td>60.0</td>
</tr>
<tr>
<td>Mrd kWh</td>
<td>3.8</td>
<td>37.0</td>
<td>93.4</td>
<td>424.6</td>
<td>641.4</td>
<td>690.2</td>
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<tr>
<td>Mio t OE</td>
<td>0.3</td>
<td>2.9</td>
<td>7.3</td>
<td>32.9</td>
<td>49.8</td>
<td>53.6</td>
</tr>
<tr>
<td>Erdgasanteil***</td>
<td></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td></td>
<td>10%</td>
<td>70%</td>
<td>95%</td>
<td>99%</td>
<td>99%</td>
<td></td>
</tr>
<tr>
<td>Länge des Leitungsnetzes in km</td>
<td>857</td>
<td>3,402</td>
<td>4,991</td>
<td>7,507</td>
<td>11,280</td>
<td>11,273</td>
</tr>
<tr>
<td>Arbeitsgaskapazität in Mio m³</td>
<td>-</td>
<td>125</td>
<td>155</td>
<td>905</td>
<td>5,207</td>
<td>5,106</td>
</tr>
<tr>
<td>Gesamtbelegschaft</td>
<td>385</td>
<td>1,667</td>
<td>2,164</td>
<td>2,938</td>
<td>2,502</td>
<td>2,495</td>
</tr>
<tr>
<td>Umsatz in Mio €</td>
<td>13**</td>
<td>220</td>
<td>381</td>
<td>4,498</td>
<td>12,751</td>
<td>16,900</td>
</tr>
</tbody>
</table>

1 m³ = 11.5 kWh
* Pro-forma Jahresabschluss
*** Rechnemittel
*** In Prozent des Gesamtabsatzes
Personalbestand Market Unit
Pan European Gas 31.12.2005

Aufteilung nach Business Units

Gesamtbelegschaft: 13.587
- Gas 2.647
- E.ON Ruhrgas AG 2.495
- Thüga 1.477
- E.ON Gaz România 9.301
- von E.ON Ruhrgas International 9.408

Kennzahlen der E.ON Ruhrgas AG

auf Basis 1980 = 100
Introducing European Business Congress e.V.

Foundation

- 1996 basic discussion with OSCE
- 1997 founding conference, Bonn
- 1998 formally established

international non-governmental

By
- Alcatel Deutschland GmbH
- Bayernwerk AG (now part of E.ON Energie AG)
- DaimlerChrysler AG (then Daimler-Benz)
- Deutsche Bank AG
- Dresdner Bank AG
- OAO Gazprom
- Mannesmann AG
- Ferrostaal AG
- Ruhrgas AG (now E.ON Ruhrgas AG)
- Siemens AG
- Wintershall AG

Headquarters / Secretariat in Berlin
Introducing European Business Congress e.V.

EBC

- a Union of enterprises, associations and organisations based in OSCE member countries
- executes non-commercial business

Goals

- development of economic co-operation within OSCE member states
- economic development in OSCE countries
- sustainable dialogue between politics and business

To attain Goals

Identification and discussion of actual and foreseen future problems
Creation of practical solutions to benefit cooperating enterprises

- Specialized Working Committees meet approx 3 times / a
- Participants
  - about 100 companies and
  - several international organisations – amongst UNECE

Overall Steering and harmonization by
Annual General Meetings
Introducing European Business Congress e.V.

**Presiding Committee:**

Chairman: Dr. A. Miller
Vice-Chairman: Dr. T. van Heydebreck

**Board of Directors:**

- Dr. A. Miller: OAO Gazprom
- Dr. T. van Heydebreck: Deutsche Bank AG
- Dr. S. Balashov: OAO Gazprom
- S. Dontschew: Overgas Inc.
- U. Fip: E.ON Ruhrgas
- Dr. K. Kaempf: Dresdner Bank AG
- Dr. D. Kurochkin: Belvnesheconombank
- E. Müller-Elschner: Wintershall AG
- U. Völker: MAN Ferrostaal AG

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**Actual structure**

**Working Committees**

&

**Sub-Groups**

Open and trustful discussions of actual challenges and problems of common interest and subsequent formulation of practical solutions
Cooperation EBC / UNECE
Orientating discussions started 2002 * Contact permanently enhanced *
Closer co-operation actually ahead:

- Identified: joint interest to promote the rational use of energy, to reduce environmental air pollution and the formation of an energy efficiency market in Eastern Europe and the CIS
- Joining UNECE EE 21 Project as Co-financing partner for development of energy efficiency investments in selected participating countries including RF under preparation
- Activities will assist participating countries to address the financial, technical and policy barriers to energy efficiency and renewable energy investments
- The project is expected to establish a dedicated source of project finance with participation of public and private sector investors

more information

www.ebconline.org

Many thanks for your kind attention

Welcome all times

EBC Headquarters/Secretariat
Berlin, Zimmerstraße 56
Common interest to push Energy Efficiency Development

- UNECE EE21 /
- European Business Congress

Co-funding

Most small and middle sized cities in Russia are not yet linked to natural gas supply networks

Heat is generally produced in central heating stations firing masud (heavy oil)

Industry suffers disadvantages against competitors producing in natural gas supplied regions

expensive and inconvenient/uncomfortable for people due to interruption of warm water supply during summer months

hazardous to environment due to high dust/particle and emission loaded waste gas

Inefficient due to low efficiency
State of Connection of RF-Regions to Natural Gas Networks

64 of 89 Regions with 3.149 cities are connected

Energy Saving
Potential for Natural Gas in 2003 RF wide in Mio. m³ (total - 122.520,80)

Potencial высвобождения природного газа в РФ на 2003г., млн.м³ (всего - 122520,8)
Preliminary Investigations done by Gazprom and E.ON Ruhrgas (EBC Members)
on the subject: Pushing Energy Efficiency in RF rural regions
investigated:
- Connecting towns to natural gas
- Modernising energy supply
- Improving energy efficiency
- Reducing environmental pollution

Key identified: District heating station
- Heat generation using gas
- Hot water supply all year round
- Construction and operation of gas engine-driven plant to produce heat and electricity

Door to be opened: Financing Models – Investor’s interest
"Nucleus" for subsequent expansion / Initially, small core network to connect
- district heating station
- industrial area
- nearby homes

Task for a "modern style" energy service company
- extension step by step according to earnings

Investments: smaller sized
Capital return: acceptable period
(Revenue through sale of electricity)

Environmentally (reduction potentials):
- $NO_x$: considerably
- $CO_2$: considerably
- $SO_x$: nearly complete to zero
- dust, particles: nearly complete to zero
Problem focused fits

EE21 Objectives

General

"Enhance regional cooperation on energy efficiency market formation and investment project development ...."

Immediate


Longer Term

"Promote investment environment in which self sustaining projects can be identified, developed, financed + implemented by local teams."

... to replicate successful measures

Why is UNECE – Engagement being senseful?

- Neutral Position
- High International Acceptance
- Ability to set landmarks in / for renewal process
Push Energy Efficiency Trend in RF
EE21- Project

- Identification of potential opportunities
- Push by EE21
- Potential to attract investors
- Technical solutions available
- Frame conditions—legal/administrative influence ongoing process
- Local energy market renewal process
- Market orientated prices coming up