



ENERGY TO SUCCEED

GM&T aims to build a unique environment of excellence, providing the world with innovative energy solutions. We will achieve this through maximising our world-class entrepreneurial, marketing and trading abilities. These skills add value for our customers and will help us fulfil our ambition of becoming the leading marketing and trading company in the global energy markets.

Vitaly Vasiliiev Chief Executive Officer

Who we are

Headquartered in London, Gazprom Marketing and Trading (GM&T) provides customers around the world with integrated energy solutions. Established in 1999, the company has a global presence and offers a unique suite of products – from gas and electricity marketing, trading and supply, to smart metering, energy management solutions and carbon deals.

GM&T is wholly-owned by Gazprom Germania GmbH, a 100% subsidiary of Gazprom export, which is part of OAO Gazprom, the world's largest gas producer. GM&T has demonstrated the sustainability of its commercial activities, by achieving a decade of growth and increasing the breadth and complexity of its business. In the first ten years of trading GM&T has grown from a small office in London to a truly global presence, creating a strong and stable base from which the company delivers its strategic aims.

24/7

24/7 TRADING IN
118 LOCATIONS

2m

MORE THAN 2M TONNES
OF LNG SOLD IN 2011

10%

SUPPLYING 10% OF THE UK INDUSTRIAL
& COMMERCIAL GAS MARKET

>40,000

OVER 40,000 GAS AND POWER
RETAIL SITES

>30,000

OVER 30,000 SMART METERS
INSTALLED TO DATE

800

800 EMPLOYEES FROM
43 COUNTRIES

#1

GAZPROM ENERGY - WINNER OF THE
'ENERGY SUPPLIER OF THE YEAR 2012'
AWARD AT THE ENERGY BUYING &
SUPPLYING EXCELLENCE AWARDS

100th

100th GM&T LNG CARGO DELIVERED
IN DECEMBER 2011

Contacts

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For details of our regional offices,
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OUR BUSINESSES

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GAS, POWER AND DOWNSTREAM
 GM&T adds value to the Gazprom group through optimisation and marketing of gas and power. The strategic origination team develops gas to power opportunities in Europe and USA as well as long term deal structures. The business also manages physical gas supplies and sales agreements with Gazprom export.
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GLOBAL RETAIL
 Trading as Gazprom Energy, GM&T's retail arm supplies gas and power solutions to end users in the UK and across Europe. The business offers a suite of fixed and flexible products as well as embedded generation contracts, automated meter reading, site services and carbon trading.
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OIL, LPG AND FOREIGN EXCHANGE
 GM&T's oil, LPG and foreign currency trading activities allow the Gazprom group to generate additional value from its core assets. These activities have expanded rapidly into new geographies, commodities and products to build a robust and sustainable business.

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GLOBAL LNG (GGLNG)
 Gazprom Global LNG is the sole aggregator of Russian and non-Russian LNG flows responsible for all aspects of marketing, trading and shipping LNG for the Gazprom group. In cooperation with affiliates in Moscow, Singapore and Houston, Gazprom Global LNG trades single and multi-cargo deals, arranges transportation, structures complex transactions, develops new markets and optimises Gazprom's LNG portfolio on a global basis.
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SHIPPING & LOGISTICS
 This unified global centre of expertise provides safe, competitive and reliable services for GM&T's multi-commodity trading activities. The team consists of experienced shipping and cargo professionals, managing both liquid and dry bulk cargo operations. This business also includes Gas for Transport which focuses on projects including small scale LNG and LNG bunkering.

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CLEAN ENERGY
 The Clean Energy business creates innovative solutions for a low carbon economy. The experienced international team creates bespoke financing products through a range of equity, technology and structured arrangements.
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ENERGY SOLUTIONS
 Gazprom Global Energy Solutions is a global market leader in energy management. The business offers a completely managed, end-to-end solution for all smart metering and demand side management applications. It has developed a range of products for monitoring, targeting and control purposes in primary and sub-metering applications for gas, water and electricity.

OUR GLOBAL PRESENCE

LONDON
 From its origins as the UK office for Gazprom, GM&T has established a substantial presence in London as a global trader. Key business activities include global trading, portfolio and origination, LNG, shipping & logistics and clean energy.

MANCHESTER
 Opened in 2007, the Manchester office handles all aspects of the company's retail operations including sales, billing and site services as well as energy solutions. It is also the base for GM&T's Irish operations.

SINGAPORE
 Established in 2010 with an initial focus on global LNG trading and shipping, the Singapore office is developing a significant and sustainable clean energy business for GM&T in the Asia Pacific region.

WALLUF, GERMANY
 The acquisition of Envacom in 2011 significantly enhanced GM&T's presence in Germany. As part of Gazprom Energy, the business supplies retail power to domestic, SME and large industrial customers in Germany.

PARIS, FRANCE
 Opened in 2006, this business offers tailored retail products to French industrial and commercial customers as well as providing a platform for the company's origination and marketing operations. The Paris facility also serves as Gazprom's representative office in France.

HOUSTON, USA
 Established in 2008, the Houston office provides GM&T with a foothold in the world's largest energy market. It develops GM&T's trading operations as well as the company's LNG and clean energy activities.

ZUG, SWITZERLAND
 The Swiss office was established in 2011 as a base for developing trading of physical products including crude oil, LPG, LNG and pipeline gas. GM&T's commodity specialists structure new commercial opportunities for GM&T by taking advantage of Switzerland's central European location.

's-HERTOGENBOSCH, HOLLAND
 Established in 2011, GM&T's Dutch operation is based in 's-Hertogenbosch. Operations are initially focused on developing retail gas and power opportunities with SMEs in the Netherlands and in Belgium.

