

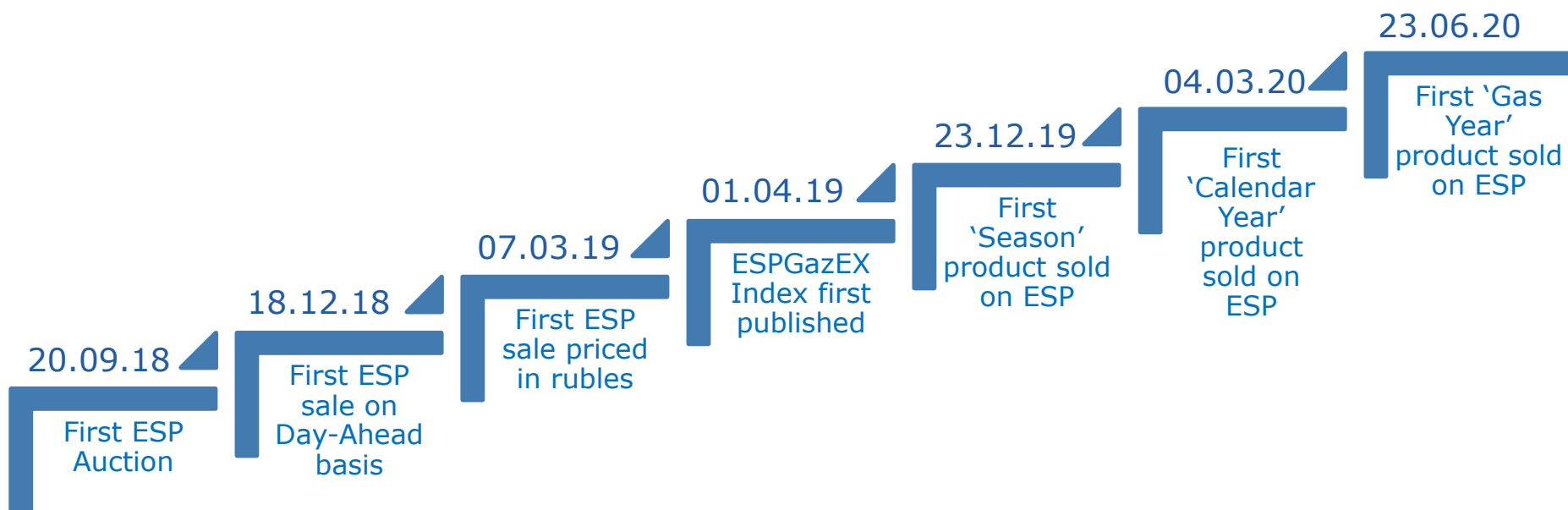
# **Gazprom Export's Electronic Sales Platform**

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# Evolution of ESP's Product Line

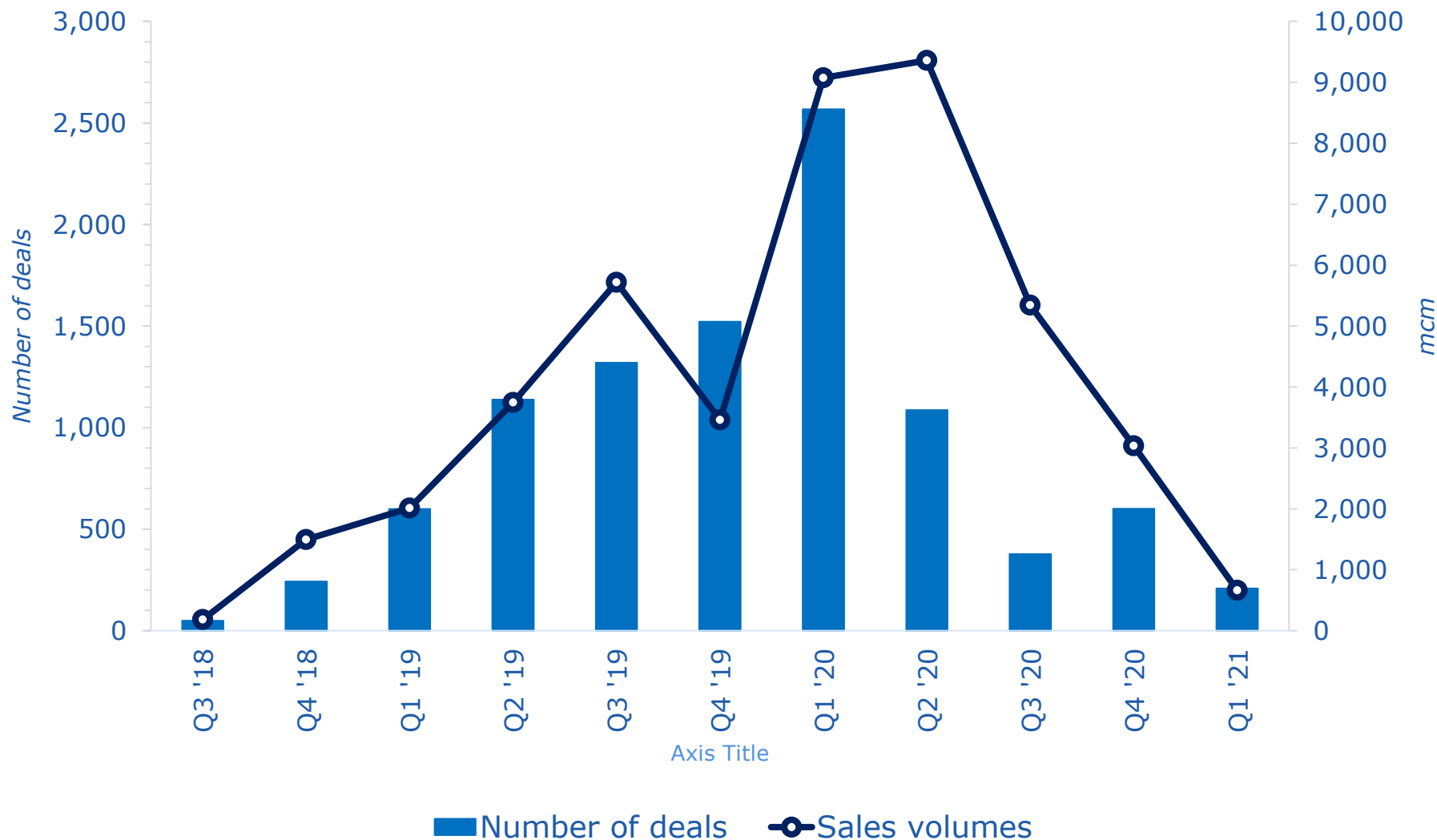
**Electronic Sales Platform (ESP)** was launched in September 2018 as an additional sales channel to long-term contracts. In 2020 alone, Gazprom Export supplied approximately 20 bcm of natural gas sold via ESP, which is equivalent to more than 11% of last year's aggregated pipeline exports from Russia to Europe and Turkey.



Last year ESP expanded market area coverage after executing the first-ever spot pipeline gas sale to Turkey at the Strandzha/Malkoclar Interconnection point. ESP also offered hub index-linked pricing to counterparties for the first time in 2020.

The platform functionality enables to further broaden the scope of Gazprom's auction trading, based on pricing and physical flexibility.

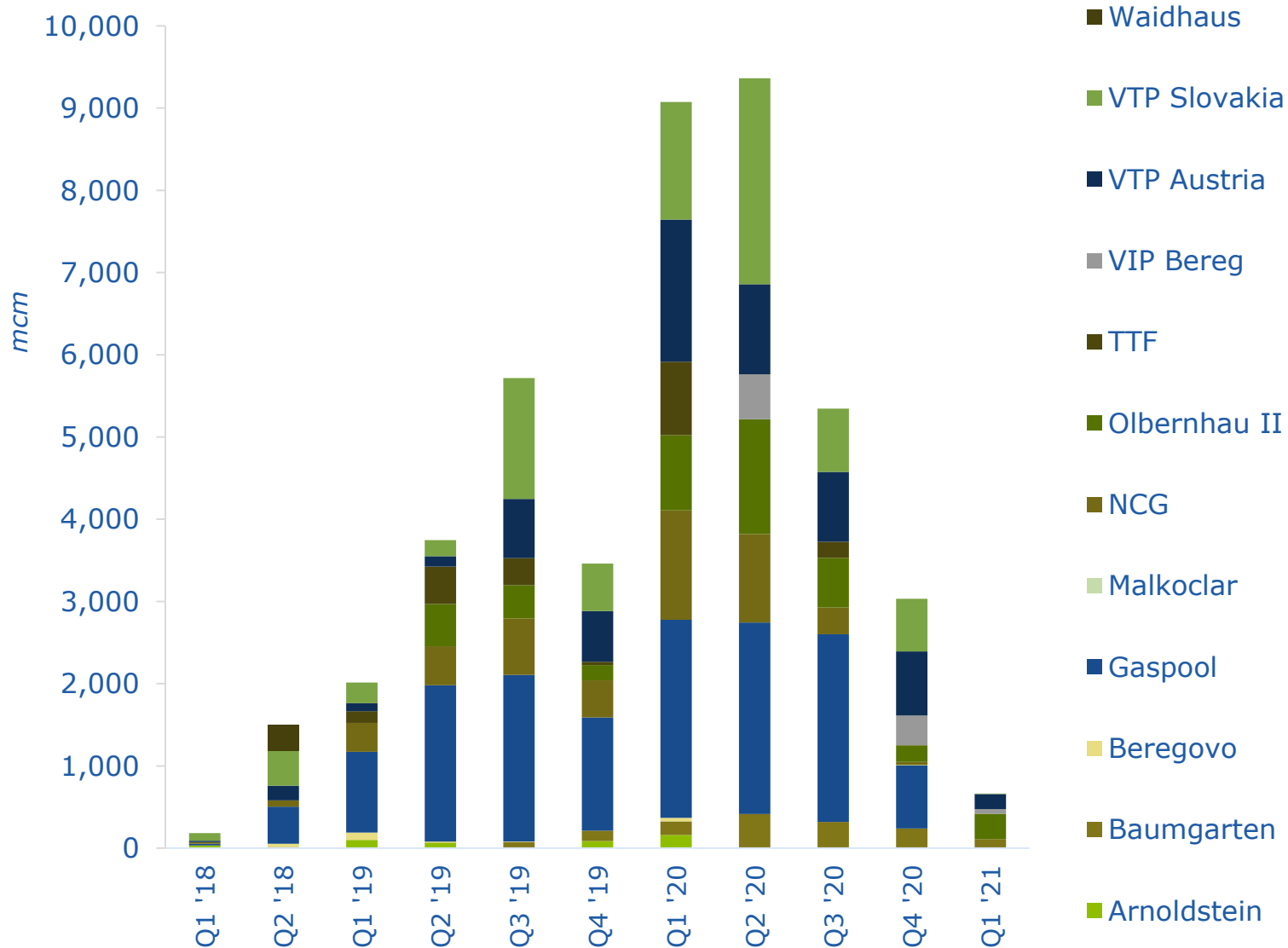
# Dynamics of ESP Sales



\* First deal on ESP concluded on 20<sup>th</sup> of September 2018

# ESP Sales Structure

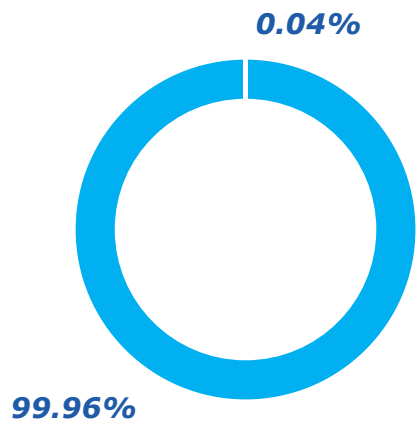
## By Delivery Point



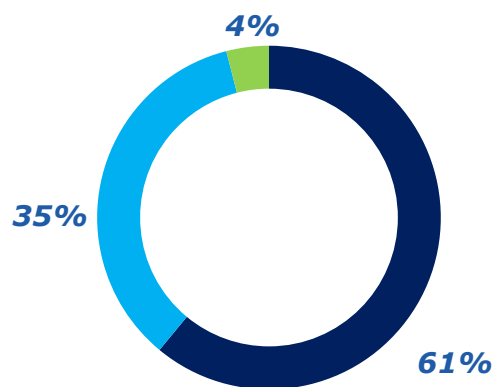
# ESP Sales Structure

## By Instrument

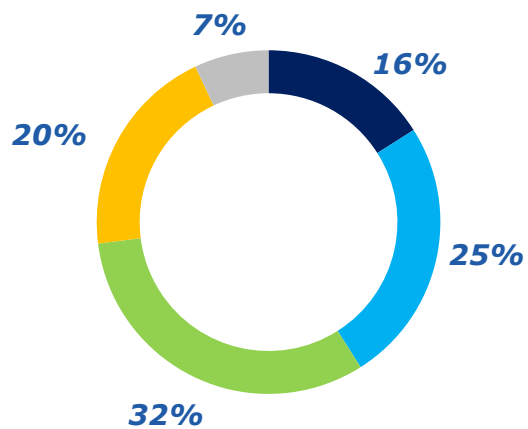
2018



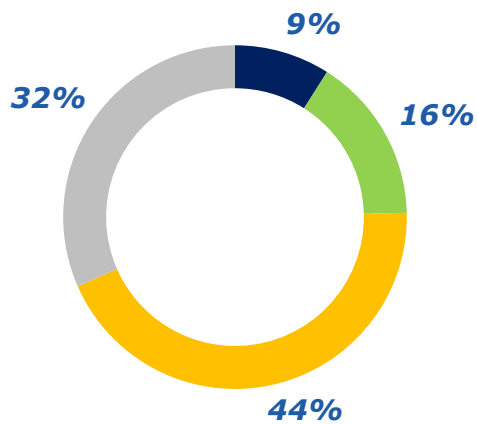
2019



2020



2021



## Where we are

- Auctions
- Introduction of new products (DA, Season, Calendar Year, Gas Year)



- Products with volume and geographical flexibility
- Formula pricing
- One-Click Sessions (DoM principle)



## Nearest future

- Online confirmations and e-signing of documents
- Mobile Application
- ...