



IBC Energy Committee – Online conference
“Decarbonization of Natural Gas and Hydrogen economy in Germany and Europe”

Dusseldorf/Germany, 20 April 2021

Uwe H. Fip, Senior Vice President, Uniper Global Commodities SE

IBC Working Committee Energy works in compliance with competition law



- **The participants of IBC Working Committee Energy are aware that they could be regarded as competitors and will, therefore, ensure strict compliance with all applicable competition laws at all times. This means, in particular, there will be**
 - **no** discussion or alignment of competitive conduct (e.g. regarding pricing);
 - **no** discussion or agreement of collusive or exclusionary practices (e.g. boycotts);
 - **no** sharing of commercially sensitive information that could affect competition or reveal individual companies' commercial strategies.
- The participants are responsible for their contributions/presentations complying with competition law, e.g. use publicly available information and unambiguous language.
- The Chairman and the participants ensure that any meeting or discussion is conducted in compliance with competition law. They will object to and stop any potential misconduct in this respect immediately. Any objection and termination of discussion will be minuted.



Upcoming events of the IBC



IBC upcoming events:

- Presiding Committee Meeting on 23 April 2021 as online meeting
- AGM planned face-to-face for 23/24 September 2021 in Singapore



Speakers on Decarbonization of Natural Gas and Hydrogen economy in Germany and Europe



Timm Kehler
Zukunft Gas e.V.
Chairman

Prof. Dr. Andrey Konoplyanik
Gazprom
Adviser to Director General GPE



Hans-Joachim Polk
VNG
Board Member Infrastructure

Leon Stille
Energy Delta Institute
General Manager



Dr. Christopf Schäfers
Uniper
SVP Political Affairs

Düsseldorf,
Online Session
20.04.2021



Agenda



- 1. Introductory Remarks [10:00-10:15]**
by the Chairman Uwe H. Fip, Senior Vice President, Uniper Global Commodities
- 2. Hydrogen: The future of the gas industry? [10:15-10:30]**
by Dr. Timm Kehler, Chairman, Zukunft Gas e.V.
- 3. Pyrolysis – A solution, fo when? [10:30-10:45]**
by Hans-Joachim Polk, Board Member Infrastructure/Technical Affairs, VNG
- 4. On Russia-EU cooperation in development of hydrogen energy economy [10:45-11:00]**
by Prof. Dr. Andrey Konoplyanik, Adviser to Director General of “Gazprom export LLC”
- 5. Security of Supply: Role of Natural Gas and Hydrogen [11:00-11:15]**
by Dr. Christopf Schäfers, Senior Vice President Political Affairs, Uniper SE
- 6. Future role of green gases in Germany and the EU [11:15-11:30]**
by Leon Stille, General Manager, Energy Delta Institute
- 7. Special topic: “Oil and Gas Projects: a Glance into the Future” [11:30-11:35]**
by Marina Yundina, IBC project
- 8. Discussion and outlook on upcoming meetings**



Uniper at a glance

Our strategy

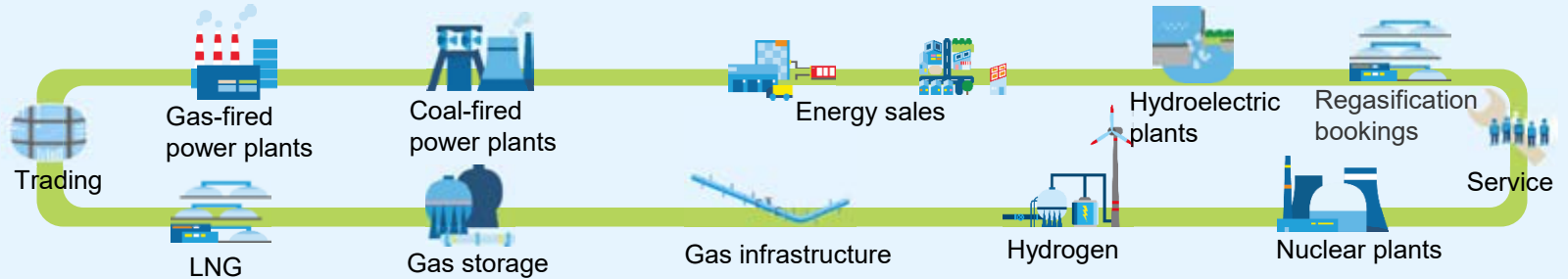


€ 998 Mio.
Adj. EBIT¹

~35 GW
Generation Capacity¹

100 years of
experience

€ 774 Mio.
Adj. Net Income¹



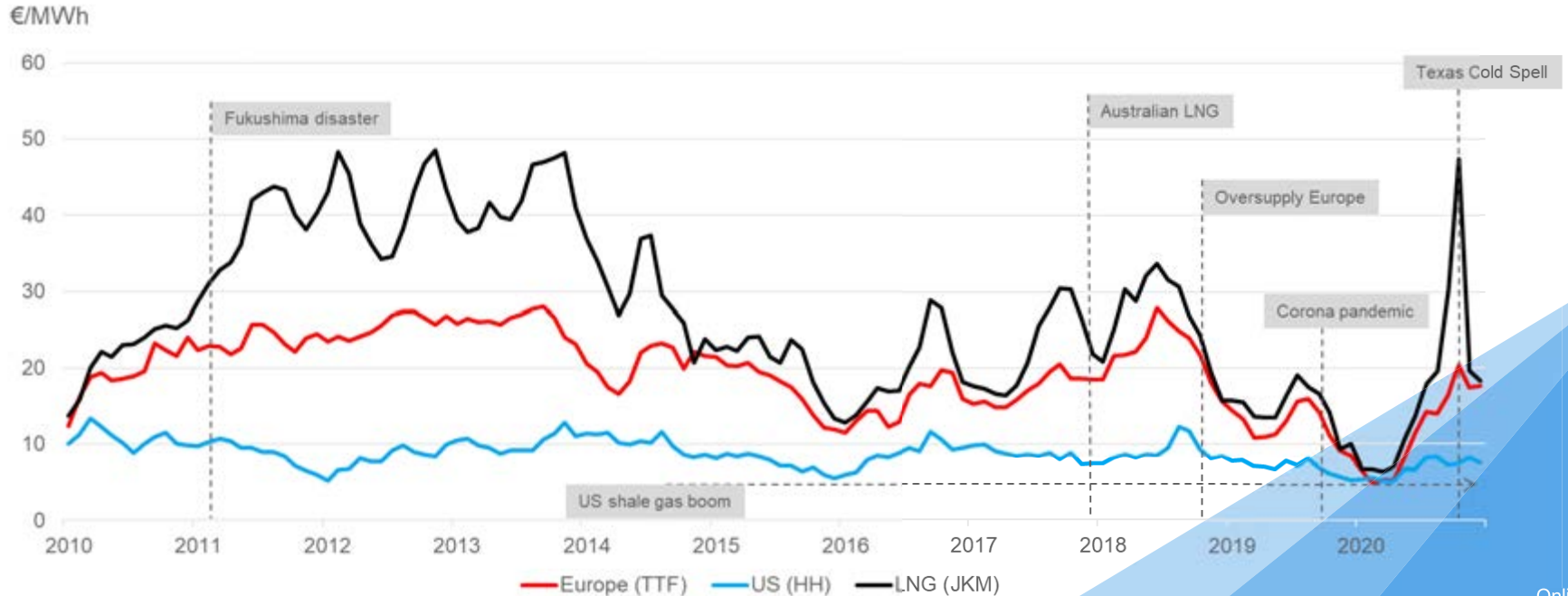
1 As of 31st. December 2020



Global gas prices have converged until summer 2020



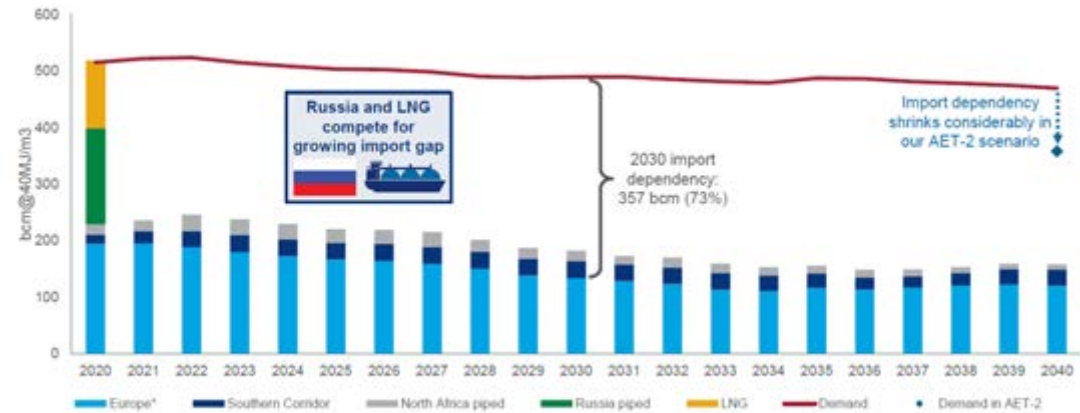
Historic development of spot gas prices [€/MWh, nominal]



Gas will keep a sizeable role in the European energy mix for many years to come

- Stable European import needs until mid 2030s considering significant decrease of indigenous European production, then decline due to energy transition
- Industrial gas demand presents an upside with low carbon hydrogen production being one driver
- Russian LTC supply remain stable element in supply portfolio, as LNG is highly flexible with many question marks

Europe gas supply-demand balance



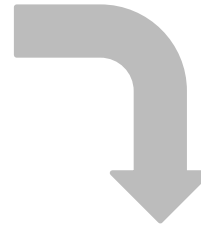
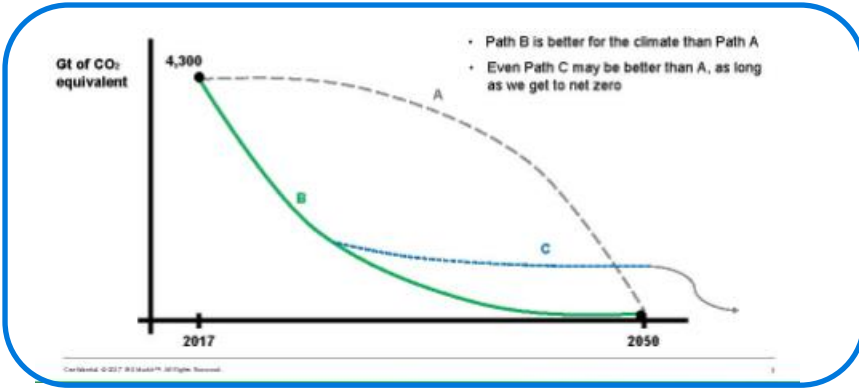
Source: Wood Mackenzie
*Including Norway



Gas market in Germany and Europe impacted by several medium and long-term uncertainties & trends



Hydrogen production - Technology openness is key



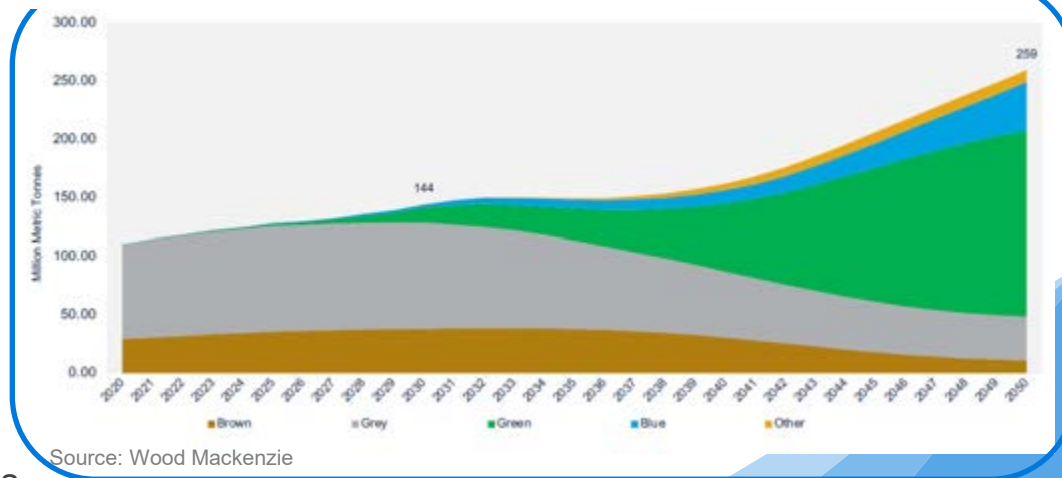
„The path is more relevant to the climate than the destination“ *IHS*



Demand for green and blue hydrogen will heavily depend on regulatory

- Replacing grey hydrogen in existing industrial processes e.g., chemical feedstock will be the likely entry in the market.
- The pricing of “low carbon”-H₂ will be heavily impacted by regulatory measures e.g., green H₂ quota, CfD programs or CO₂-pricing. The implementation of such measures might lead to shifts on demand structures for “low carbon”-H₂ and thus, on economics of respective projects, which could speed the path to decarbonization.

Change of „merit-order“ expected around 2040



Uniper Plans "Green Wilhelmshaven" – Hub for Climate friendly Hydrogen

- "Green Wilhelmshaven" to act as a central hub for climate friendly hydrogen
- An import terminal for green (and blue) ammonia is planned to be equipped with an "ammonia cracker" for producing green hydrogen and will also be connected to the planned hydrogen network.
- A 410-megawatt electrolysis plant is also planned, which – in combination with the import terminal - would be capable of supplying around 295,000 metric tons or 10% of the demand expected for the whole of Germany in 2030.



We are looking forward to welcoming you at the next IBC Energy Group Meeting in September 2021

We hope that COVID19
will allow us to welcome
you all in person at our
next IBC Energy
Committee meeting!

In any case, we will
keep you updated!



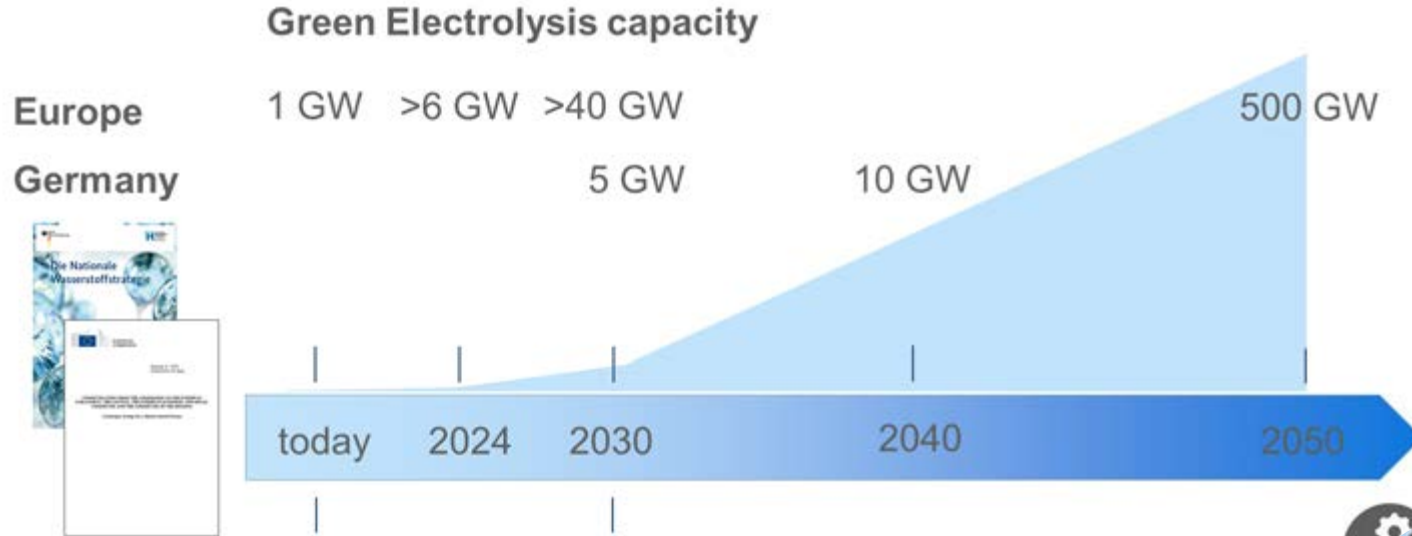
Thank you for your attention!

Uwe H. Fip
Senior Vice President
Uniper Global Commodities SE, Düsseldorf

Düsseldorf,
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Production: Ambitious targets in the European and German Hydrogen Strategy



Germany ~55 TWh ~90 - 110 TWh
Hydrogen Demand (Green)

5 GW Electrolysis Capacity
20 GW Renewable Energy Cap.
14 TWh Green Hydrogen



Uniper at a glance

Our business

- Power Generation
- Commodity Trading
- Energy Storage
- Energy Sales
- Energy Services

100 years
Experience

€863mn
Adj. EBIT¹

~34 GW
Generation capacity¹

~200 TWh
Energy Sales

~2000 TWh
Trading

~400TWh
LTC

