



PRICE AND SUPPLY SECURITY ISSUES FOR TURKISH NATURAL GAS MARKET

Energy Trading Central South
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Eser Özdiil
Secretary General

Member Companies



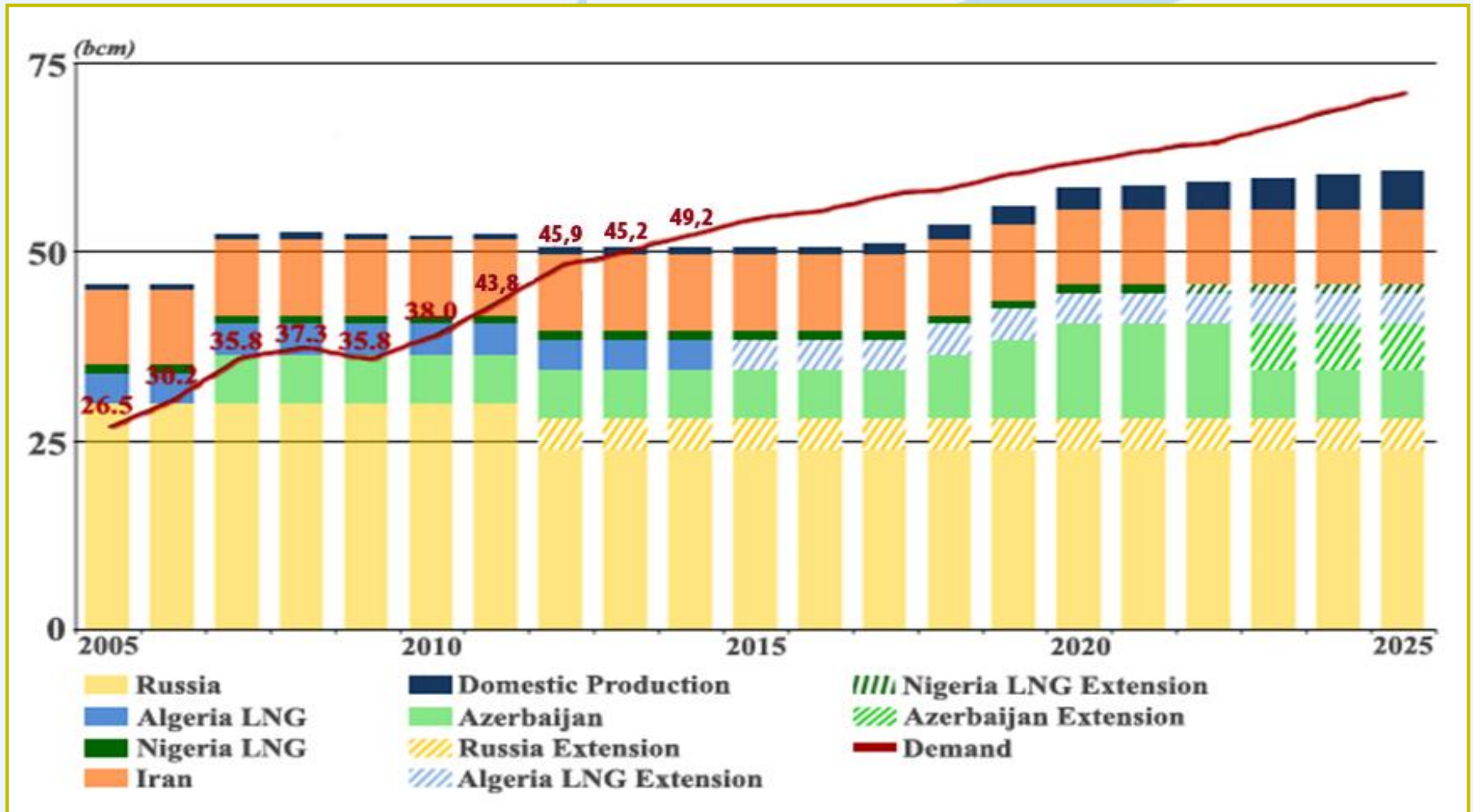
- AKENERJİ
- AKFEL
- AKSA
- ALADDIN MIDDLE EAST
- ANGORAGAZ
- ATTILA DOĞAN İNŞAAT
- AVRASYA GAZ
- AYGAZ DG
- BATI HATTI GAZ
- BM HOLDİNG
- BORDRILL SONDAJ
- BOSPHORUSGAZ
- BP
- CHEVRON
- ÇALIK ENERJİ
- DEMİRÖREN EGL
- DOĞAL ENERJİ
- DOĞAN ENERJİ
- EDİSON
- EGEGAZ
- ENERCO ENERJİ
- ENERJİSA
- ENERYA
- ERDGAZ
- EWE ENERJİ
- EXXONMOBİL
- GDF SUEZ
- GENEL ENERGY
- GLOBAL ENERGY
- GÜNEY YILDIZI PETROL
- HATTUŞA ENERJİ
- HİPOT ENERJİ
- IBS RESEARCH
- KİBAR ENERJİ
- MARSA ENERGY
- NATURGAZ
- OMV
- PALMET ENERJİ
- PERENCO
- POZİTİF DOĞALGAZ
- RWE & TURCAS GÜNEY ELEKTRİK
- SHELL ENERJİ
- SOCAR
- STATOIL
- TBS PETROL
- TEKFEN İNŞAAT
- TEMİ
- THRACE BASIN
- TIWAY
- TOTAL
- TURCAS
- VALEURA ENERGY
- VOLT ENERJİ
- YENİ ELEKTRİK
- ZMB GAZ DEPO
- ZORLU ENERJİ

Supply & Demand - I



<i>(bcm)</i>	2012	2013	2014	Share in Total (2014)
Russia	25.406	26.491	26.975	55 %
Iran	8.190	8.215	8.932	18%
Azerbaijan	3.806	3.354	6.074	12 %
Algeria (LNG)	4.156	4.076	4.179	8 %
Nigeria (LNG)	1.248	1.322	1.414	3 %
Spot LNG	1.069	2.464	1.689	4%
Total	45.9	45.2	49.2	

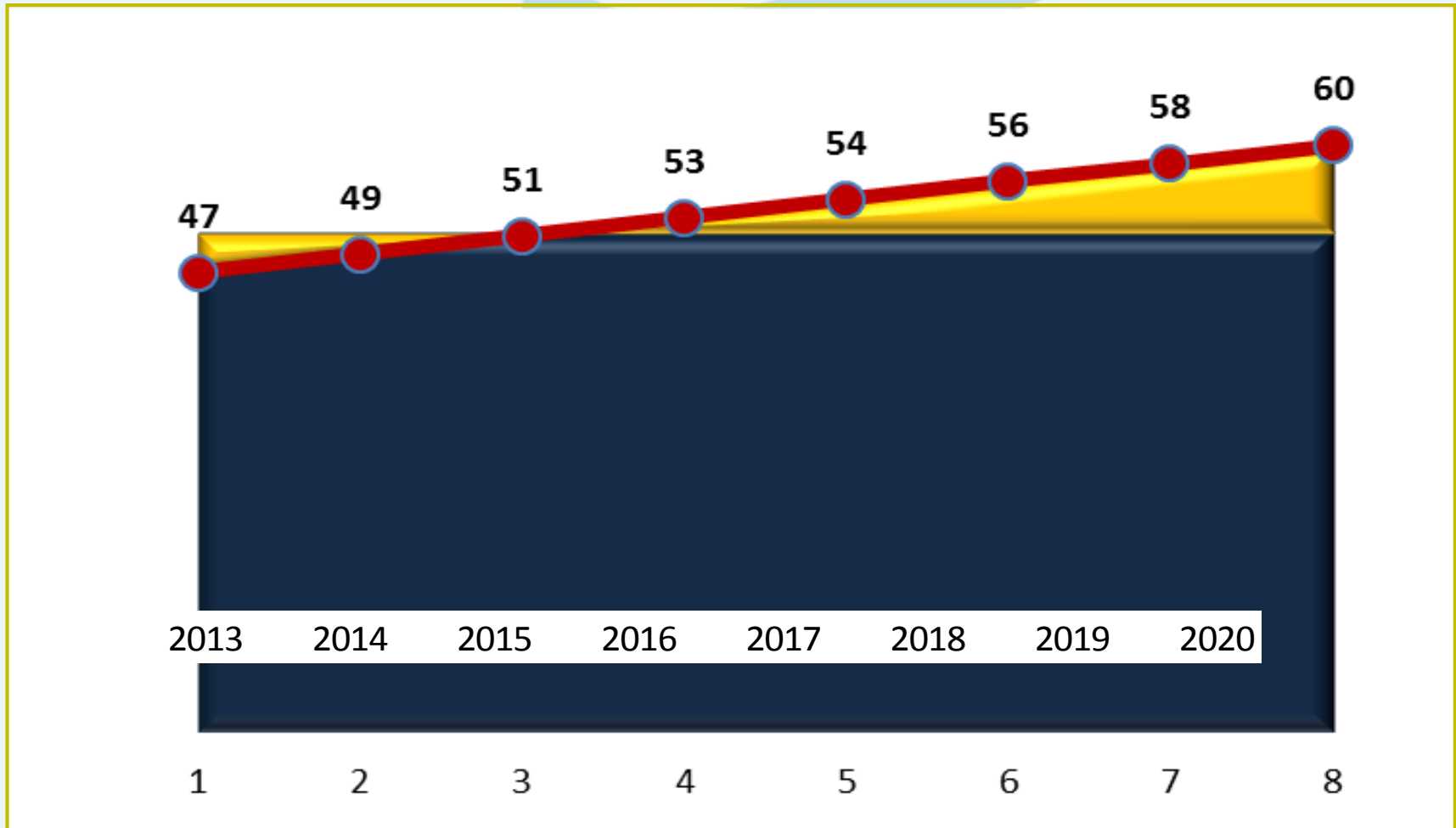
Supply & Demand - II



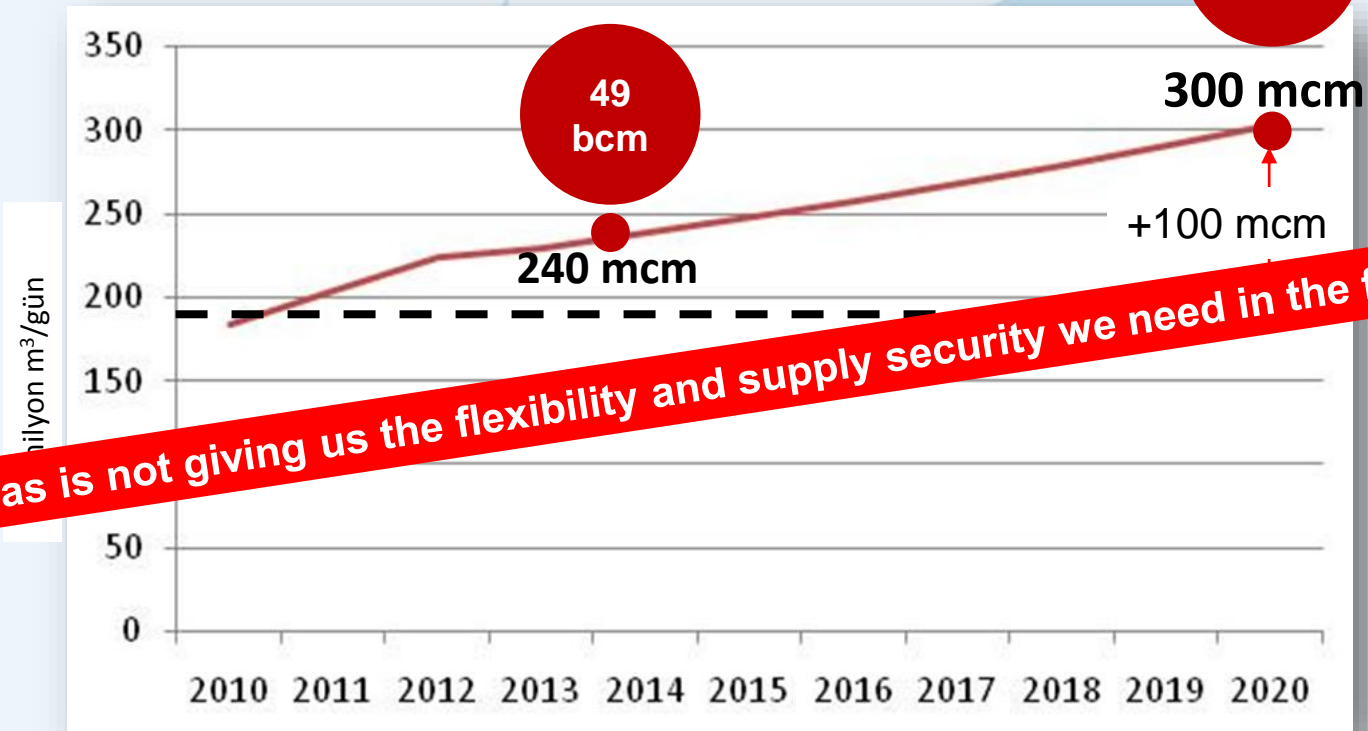
Supply & Demand - III



Consumption 2020: 60 bcm



Supply & Demand - VI



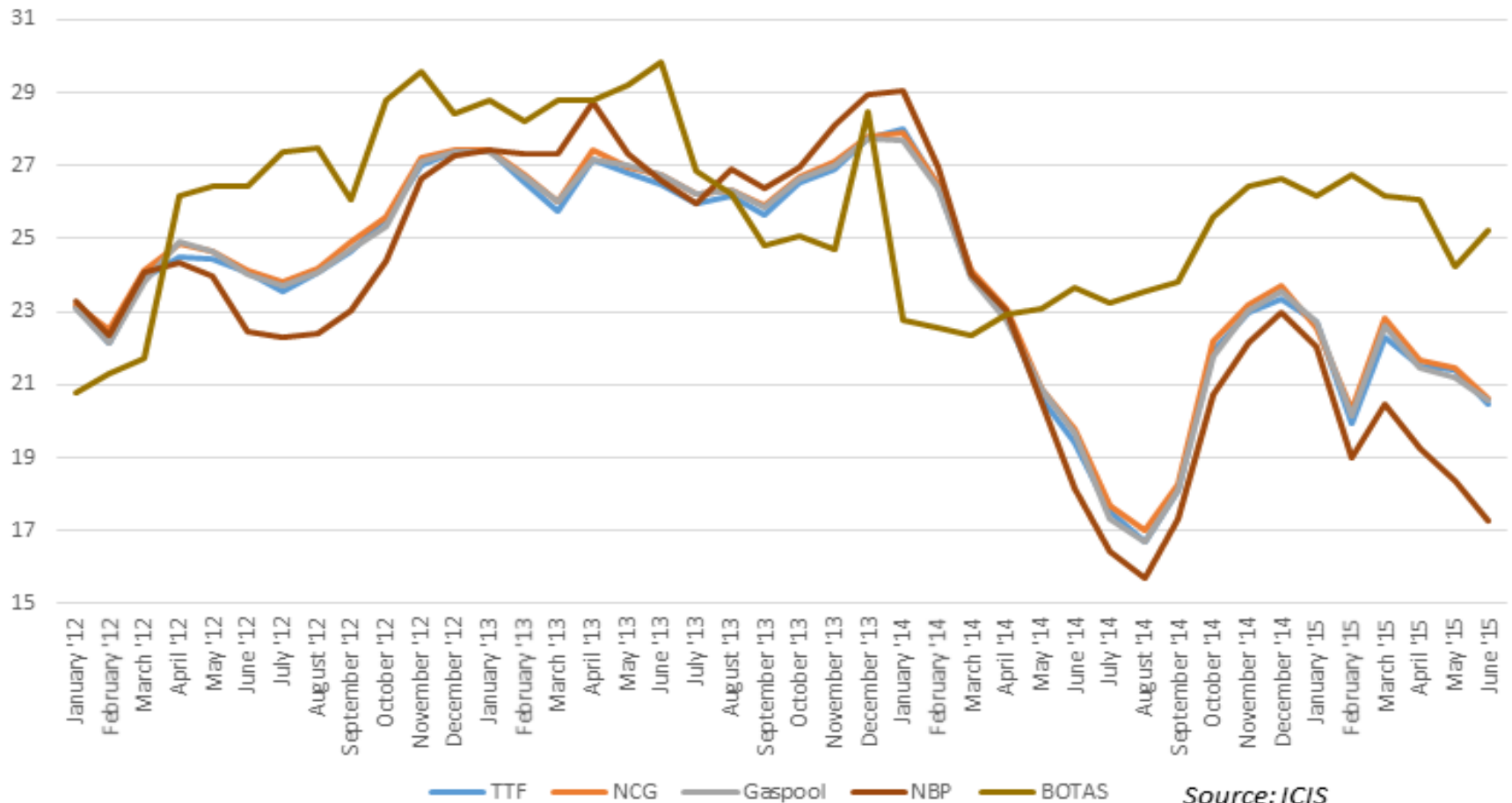
Pipeline gas is not giving us the flexibility and supply security we need in the future

- Annual contract requirement: **9 bcm** (2014 49 bcm-2020 60 bcm)
- Contract requirement regarding our current pipeline gas contract flexibilities and daily gas need: **36 bcm** ➡ **ToP-Min. Summer Quantity**

Price Security - I



Comparison of EU monthly hub indices and BOTAS monthly prices in €/MWh

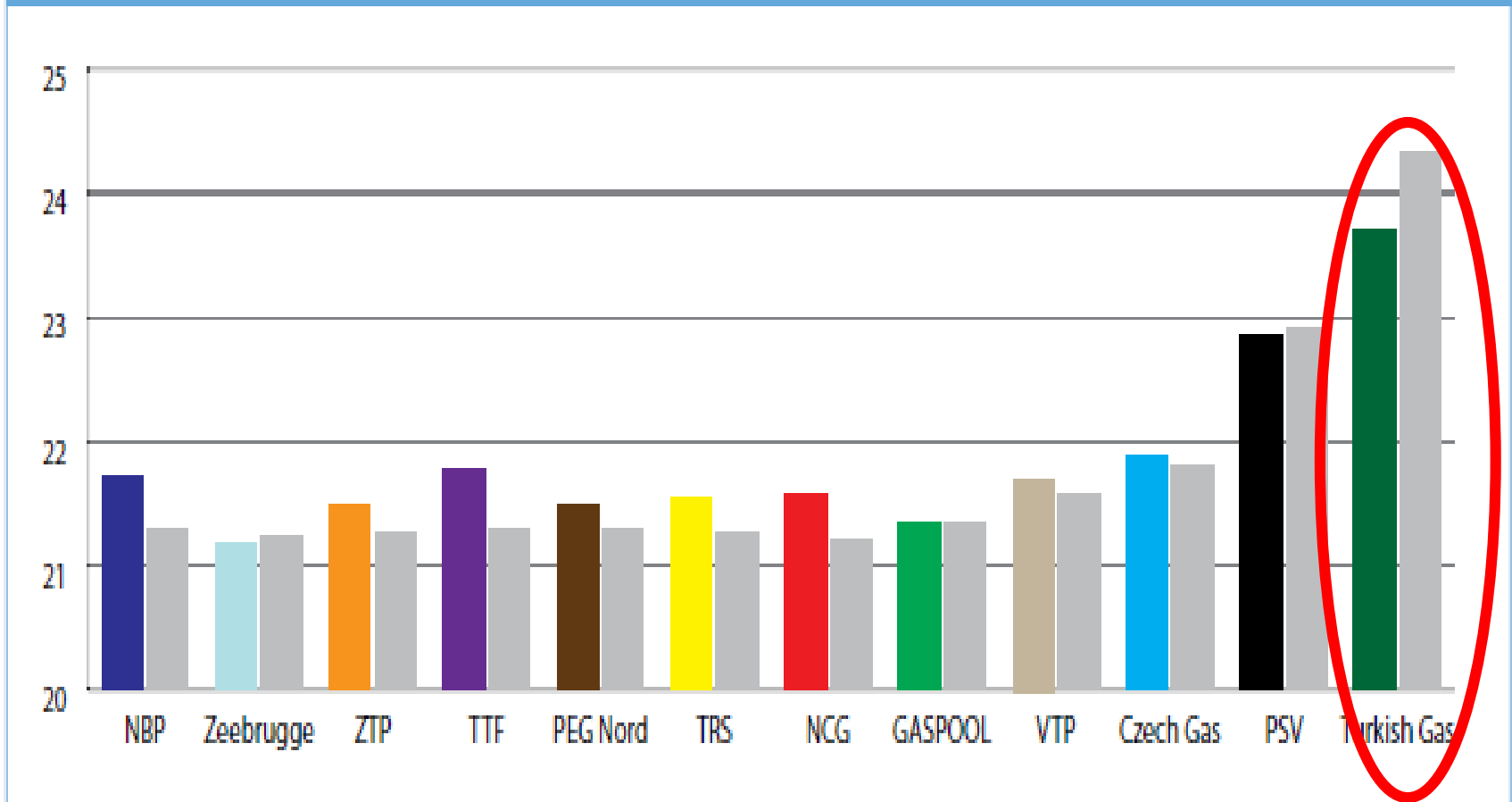


Price Security - II

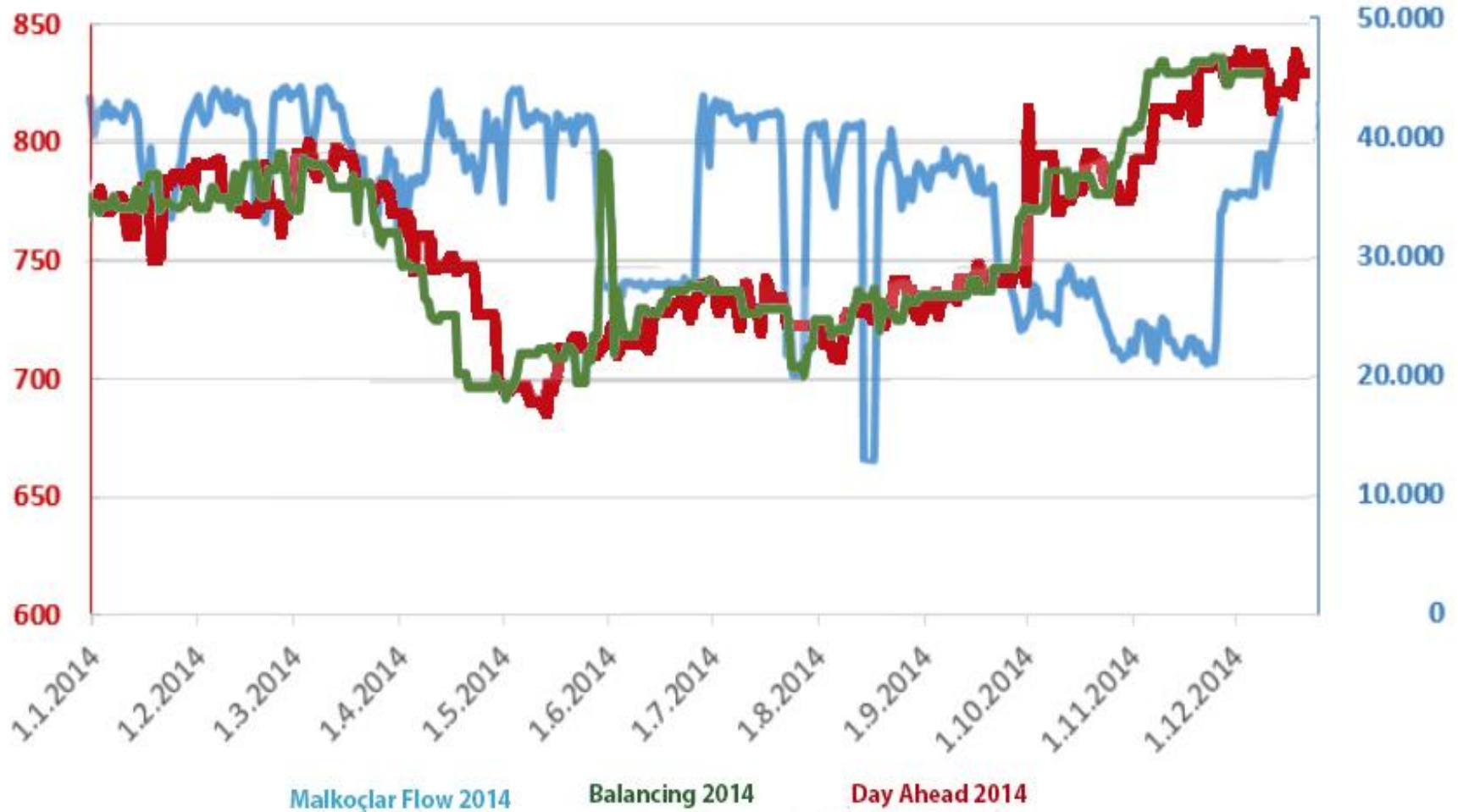


EUROPEAN DAY-AHEAD GAS PRICES: DAY-AHEAD VS PREVIOUS DAY

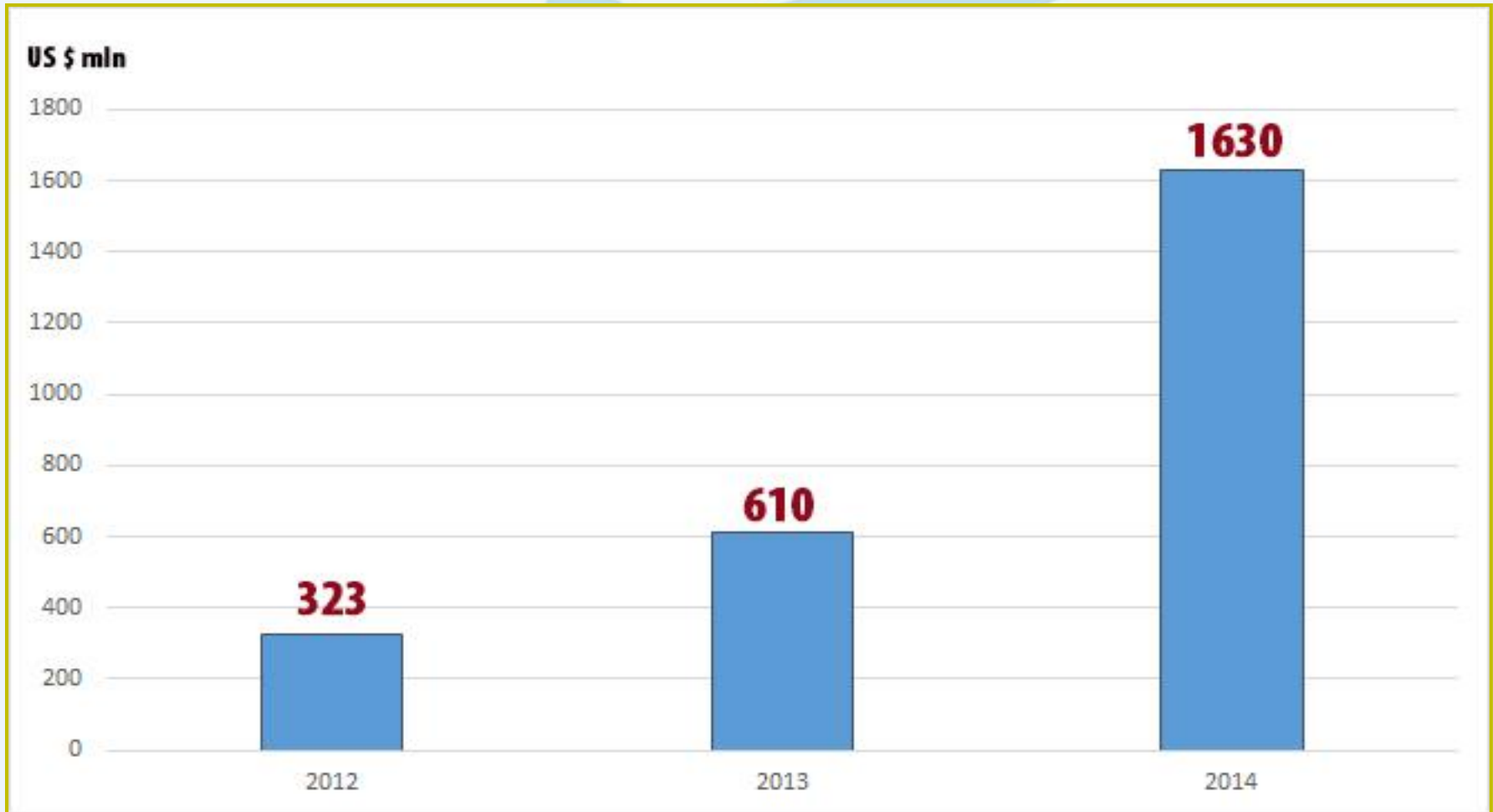
€/MWH



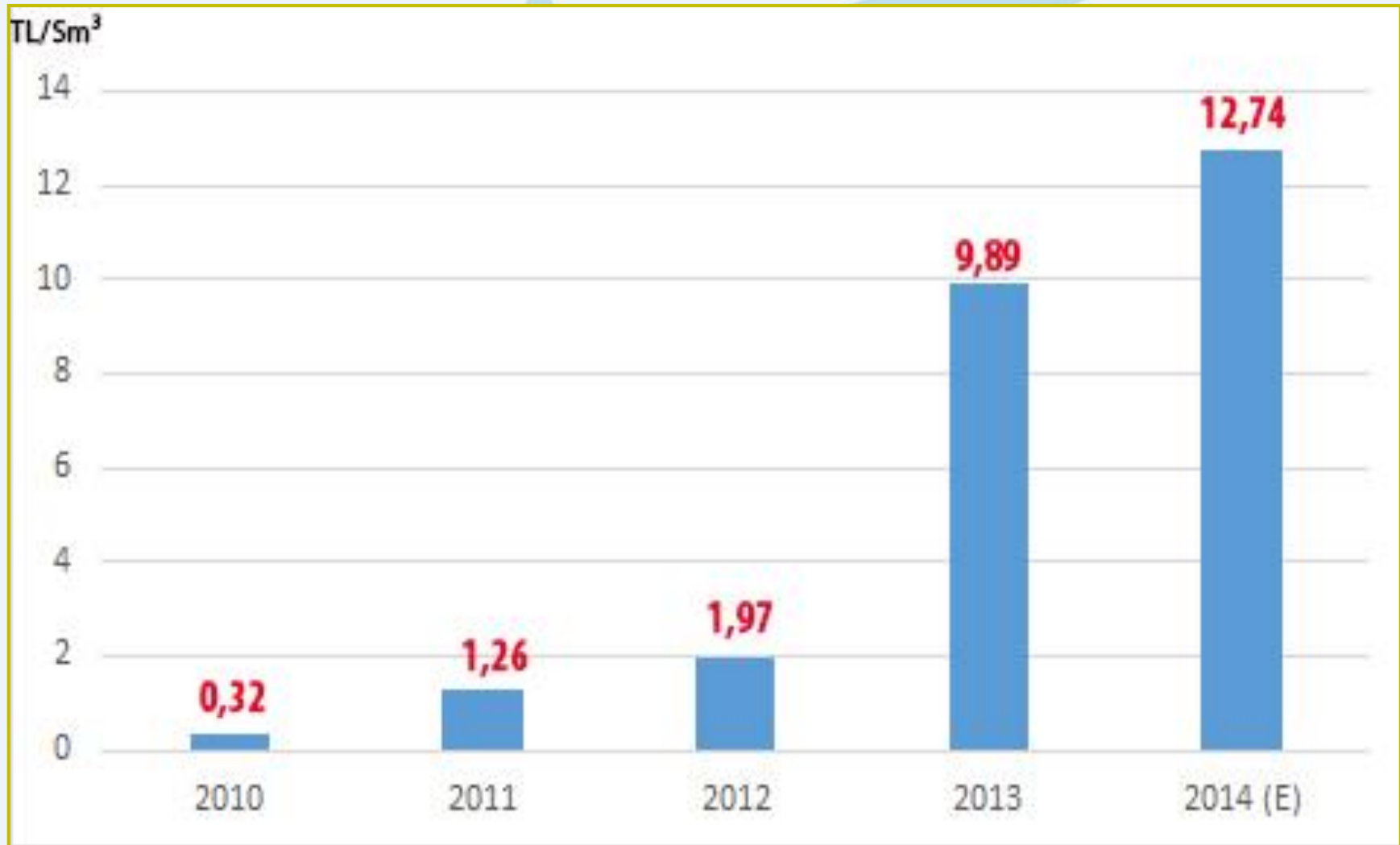
Price Security - III



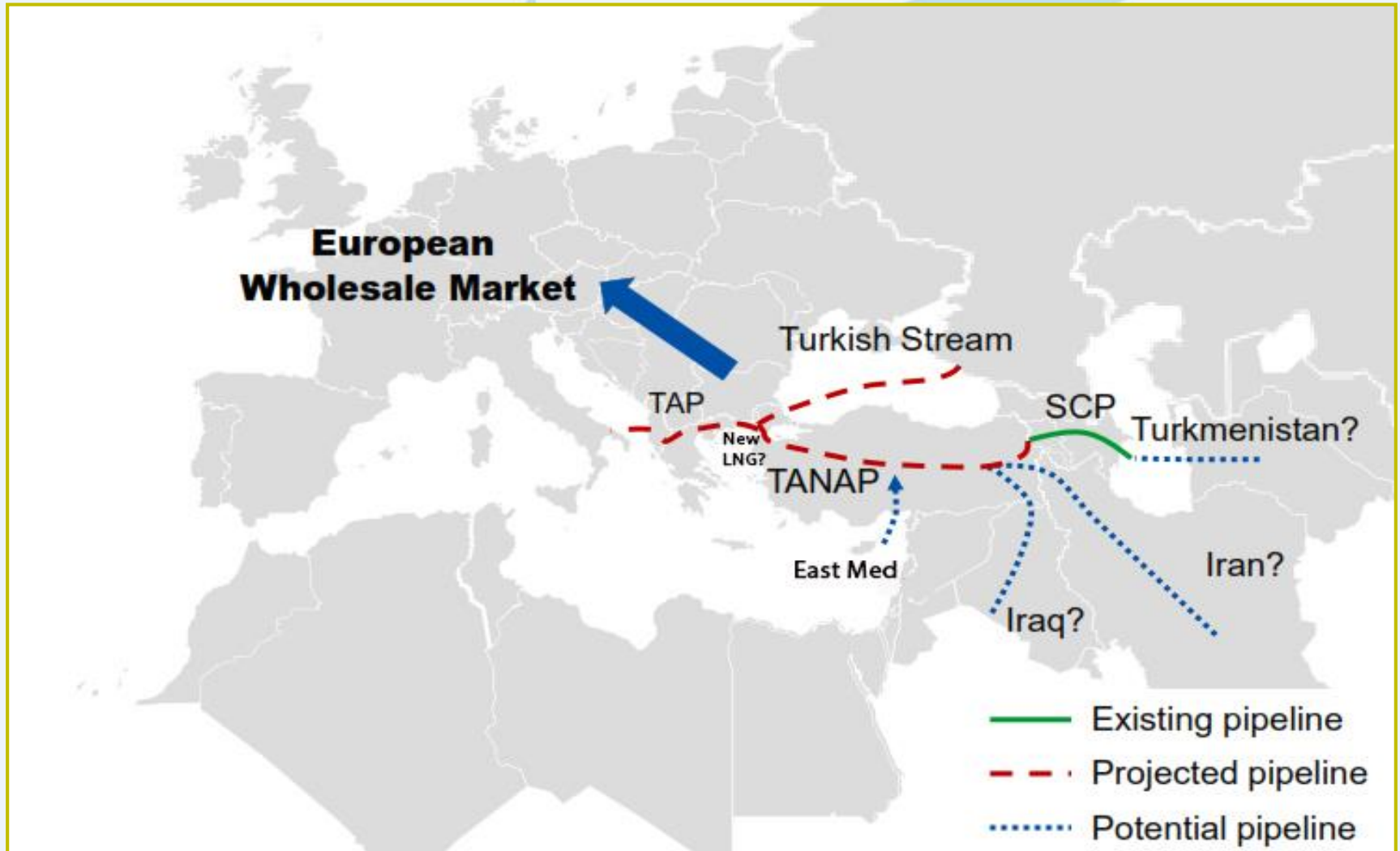
Price Security & Cost of Over Payment



Virtual Point Trading Volume



New Supply Opportunities



What Private Sector Wants?



How much more time do we need?

2001-2013:
10 bcm Private
Sector Contracts,
about 30
Companies

2015:
New Law
New Vision
New Targets

2020
2020

relaxation of previous government
restrictions

Success

- TR TRADING Hub
- G2G Competition
- Place for Private Sector



THANK YOU...