



Opportunities in Turkish Energy Market

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Secretary General

Turkey Gas Transit and Trading Hub

Reverse Trade Mission

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About PETFORM



Established in 2000, PETFORM has played a crucial role in the transfer of private sector views to the public authorities regarding to Turkish energy legislation amendments. Member companies mainly have activities in 2 sectors:

- Exploration & Production Sector
- Natural Gas Market

Member Companies

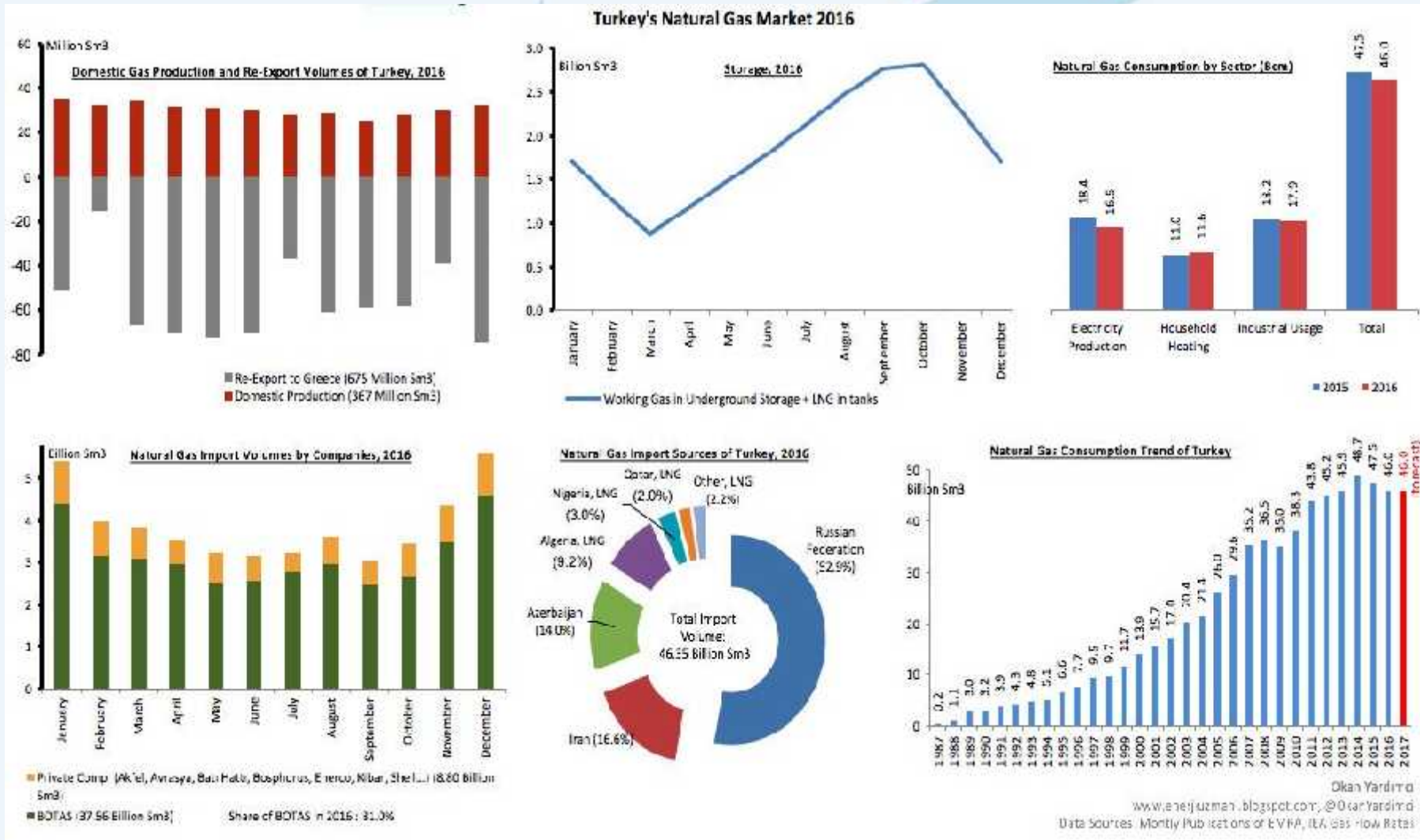


- AKENERJ
- AKMERCAN ENERJ
- AKFEL
- AKSA
- ALPIQ
- ALADDIN MIDDLE EAST
- ANGORAGAZ
- ATILA DOGAN
- AVRASYA GAZ
- AYGAZ DG
- BATI HATTI GAZ
- BORDRILL
- BOSPHORUSGAZ
- BP
- CENG Z ENERJ
- CHEVRON
- ÇALIK ENERJ
- DEM RÖREN EGL
- DO AL ENERJ
- EDISON
- EGEGAZ
- ENERCO ENERJ
- ENERJ SA
- ENERYA
- ENGIE
- ETKI LIMAN
- ERDGAZ
- EWE ENERJ
- EXXONMOBIL
- GENEL ENERGY
- GLOBAL MADEN
- GÜNEY YILDIZI PETROL
- HATTU A ENERJ
- IBS RESEARCH
- K BAR ENERJ
- L MAK ENERJ
- MARSA ENERGY
- MET ENERJ
- NATURGAZ
- NATURELGAZ
- OMV
- PALMET ENERJ
- PERENCO
- POZITIF
- RWE
- SHELL ENERJ
- SHELL UPSTREAM
- SISECAM ENERJI
- SOCAR
- TBS PETROL
- TEKFEN
- THRACE BASIN
- TOTAL
- TORUNLAR ENERJ
- TRANSATLANTIC PETROLEUM
- TURCAS
- VALEURA ENERGY
- VOLT ENERJ
- ZORLU ENERJ

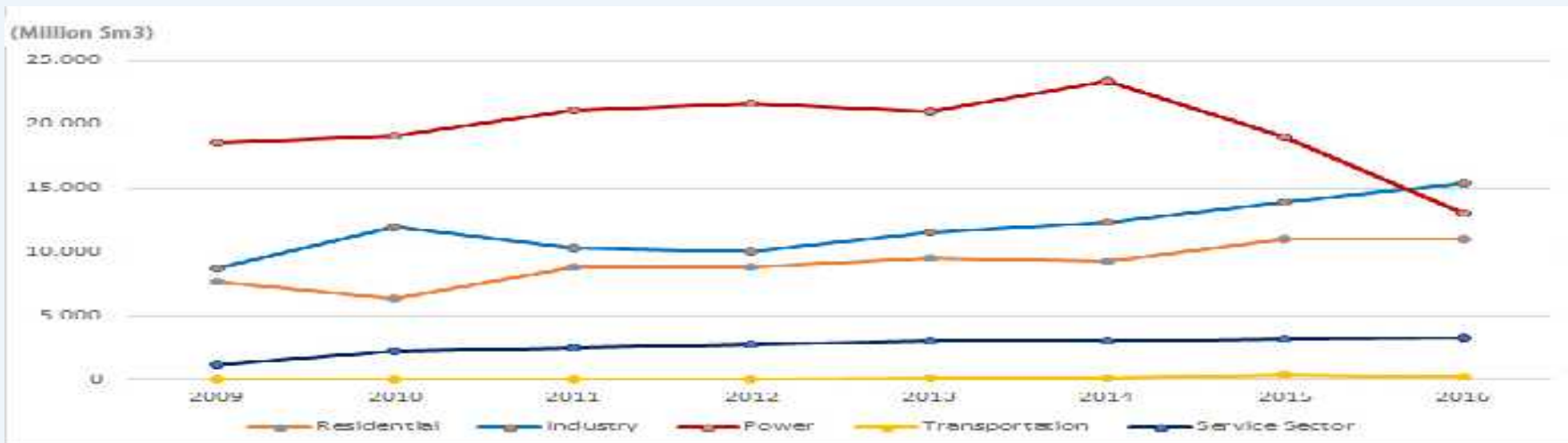
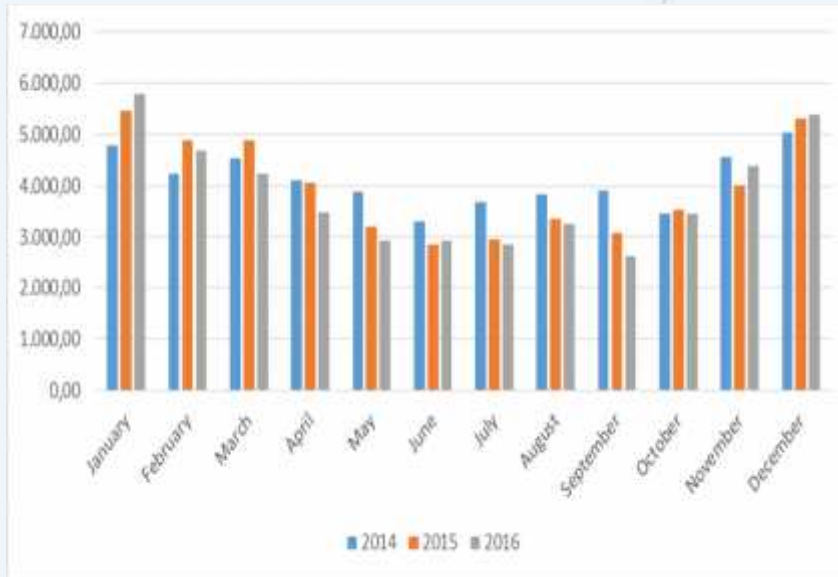


Turkish Natural Gas Market

Turkish Natural Gas Market in 2016

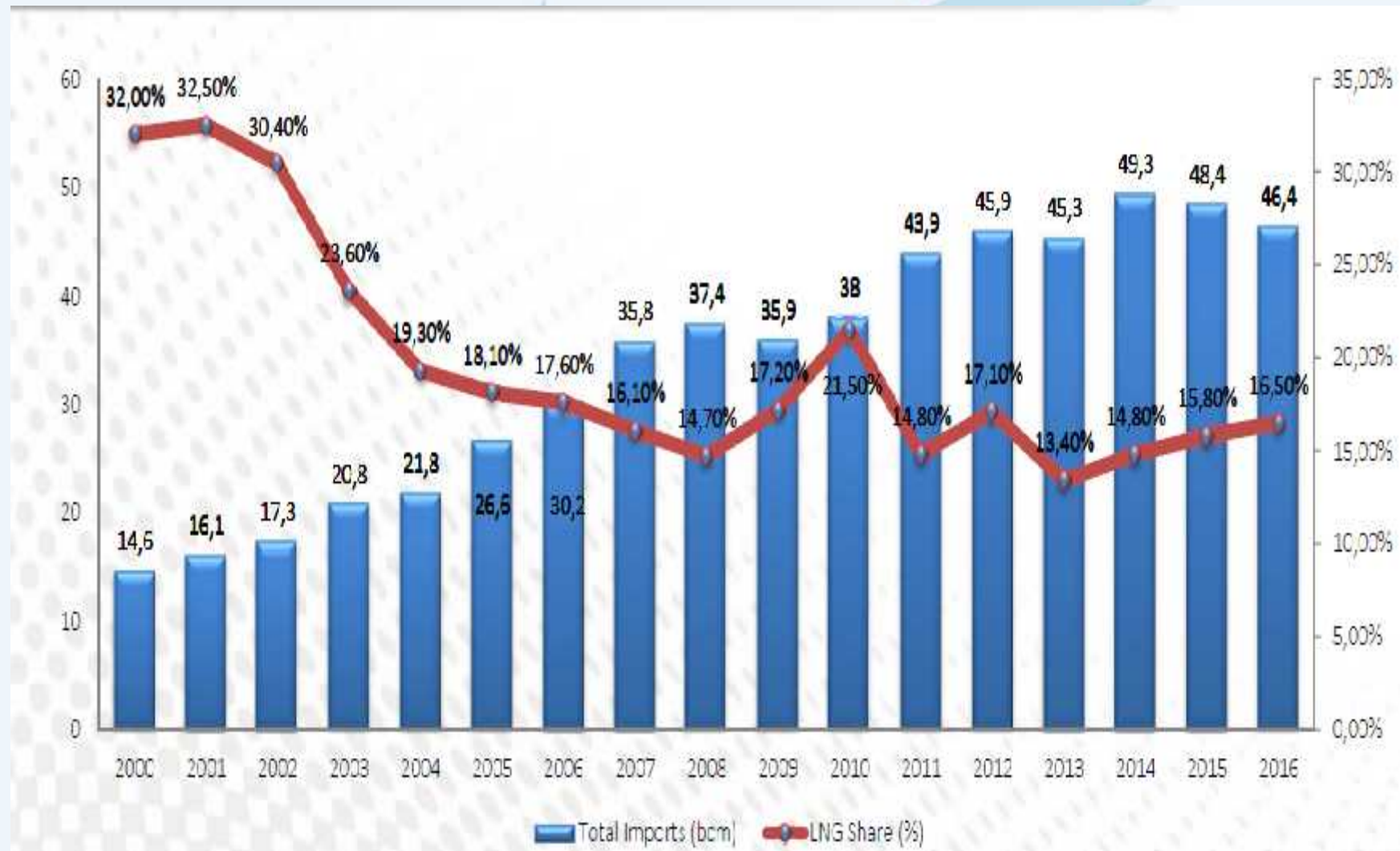


Gas Demand Dynamics of Turkey



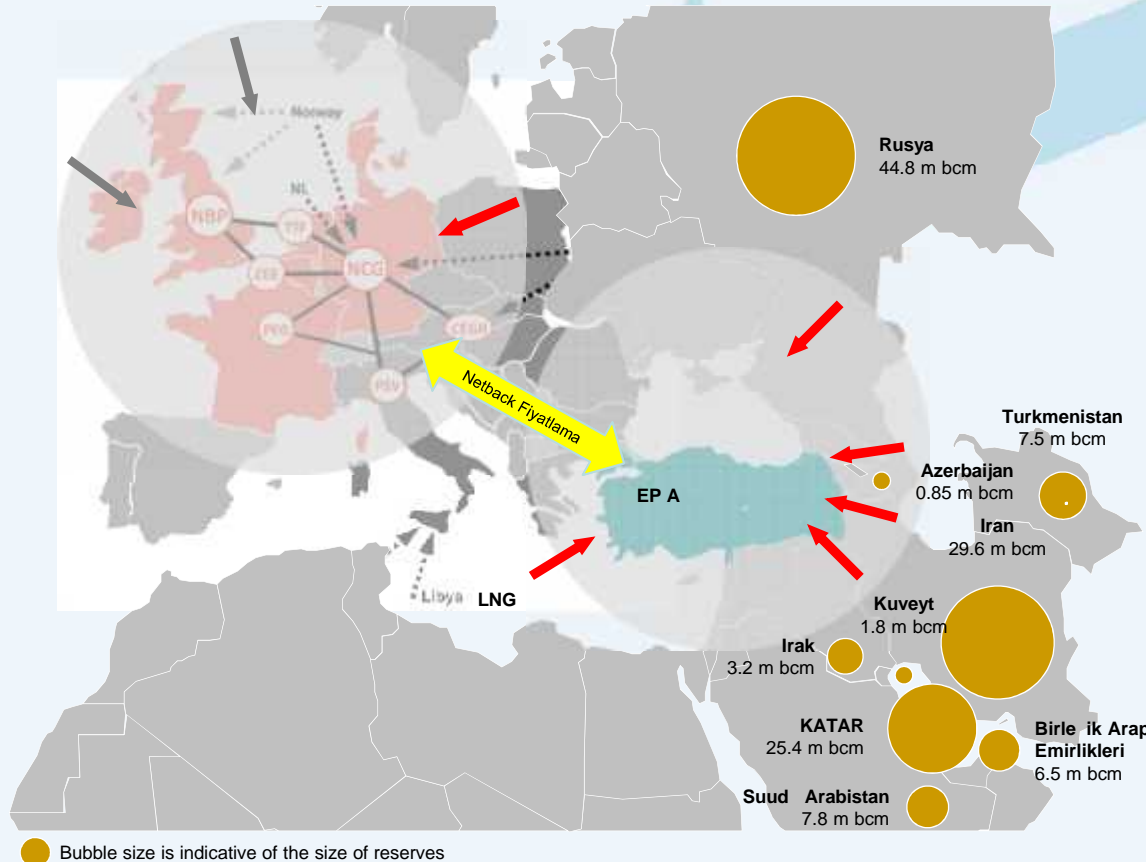
Source: EMRA, PETFORM, GAZBIR

Pipe Gas & LNG Balance



Source: EMRA

Integration of Turkey with European Hubs



- 8 Major European Trading Hub
- Trading on OTC's via Brokers
- Trading on Energy Exchanges

When Turkey will be completed necessary structural reforms, Turkish natural gas market will be integrated with European trading hubs and generate reference price for natural gas trade in the region.

Opportunities in Turkish Natural Gas Market

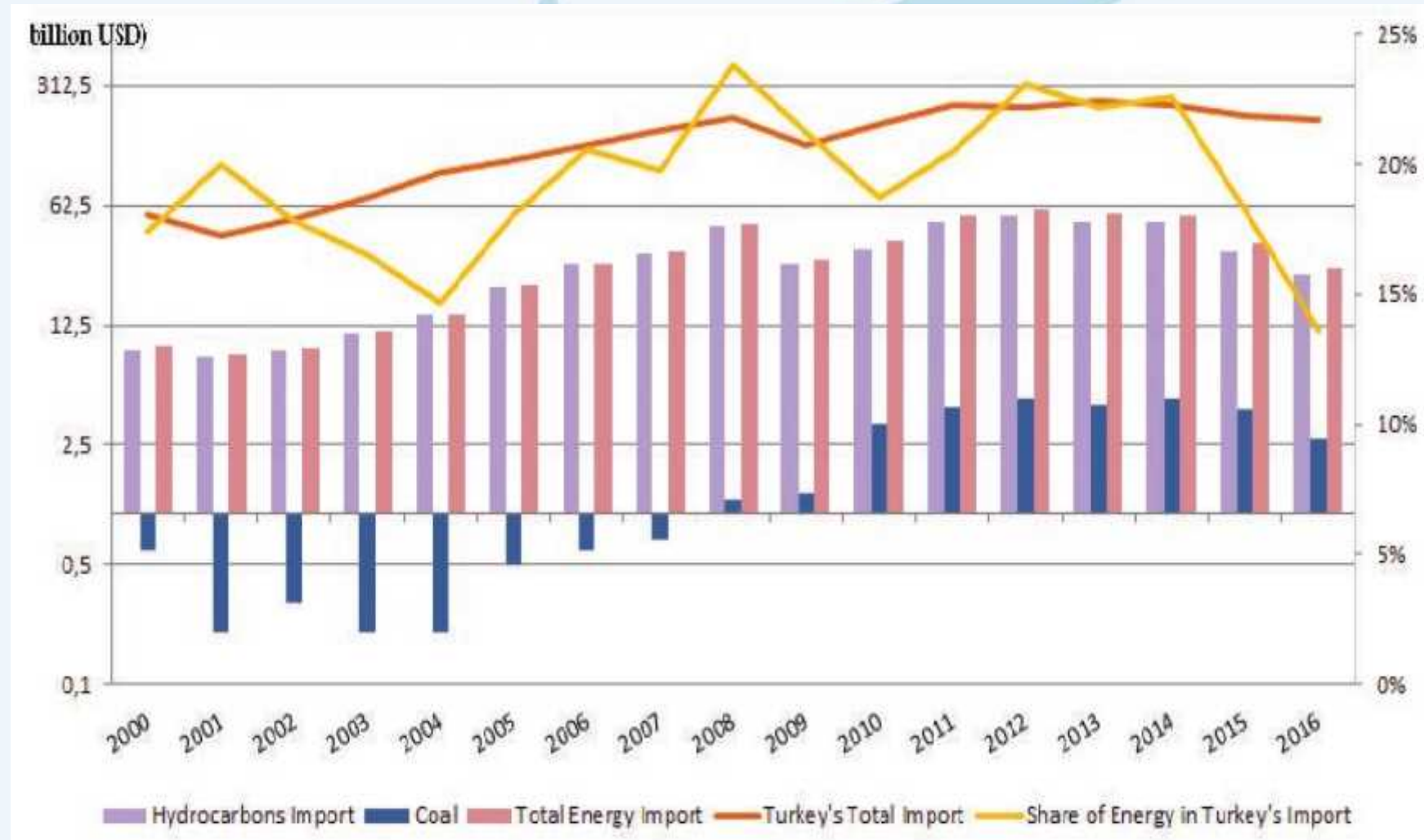


- Demand is strong, flexible supply (especially LNG) sources are needed to shave the peak in the market, more room in the market after 2021
- New regas investments
- Penetration of gas in districts among priorities of the government,
- Upcoming organized natural gas wholesale market offering trading opportunities
- Know-how and technology exchange



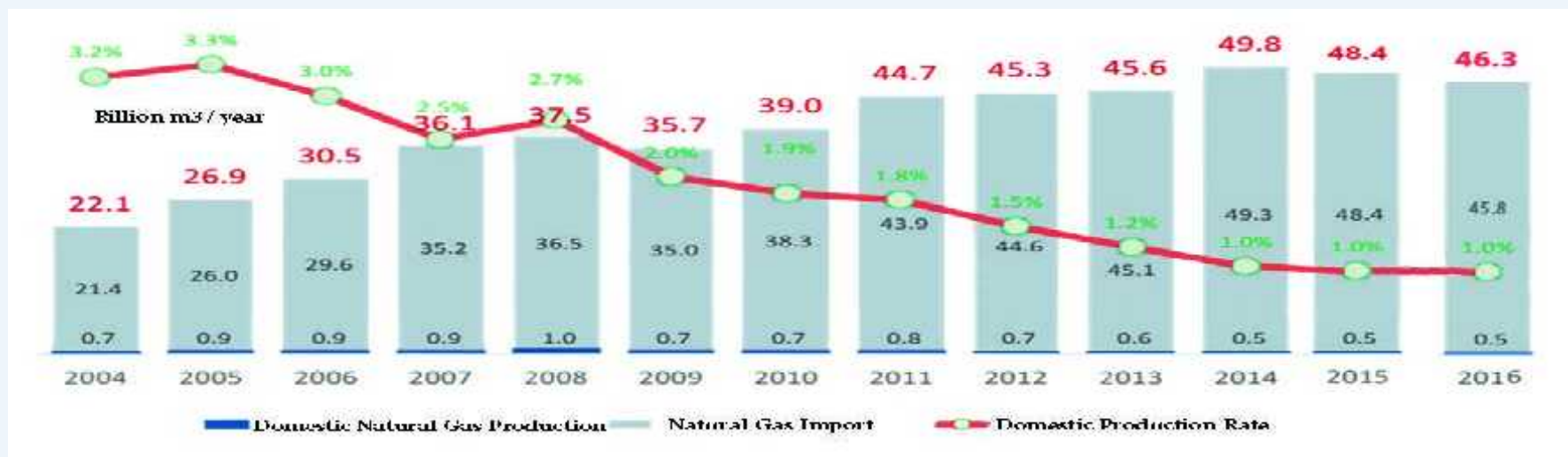
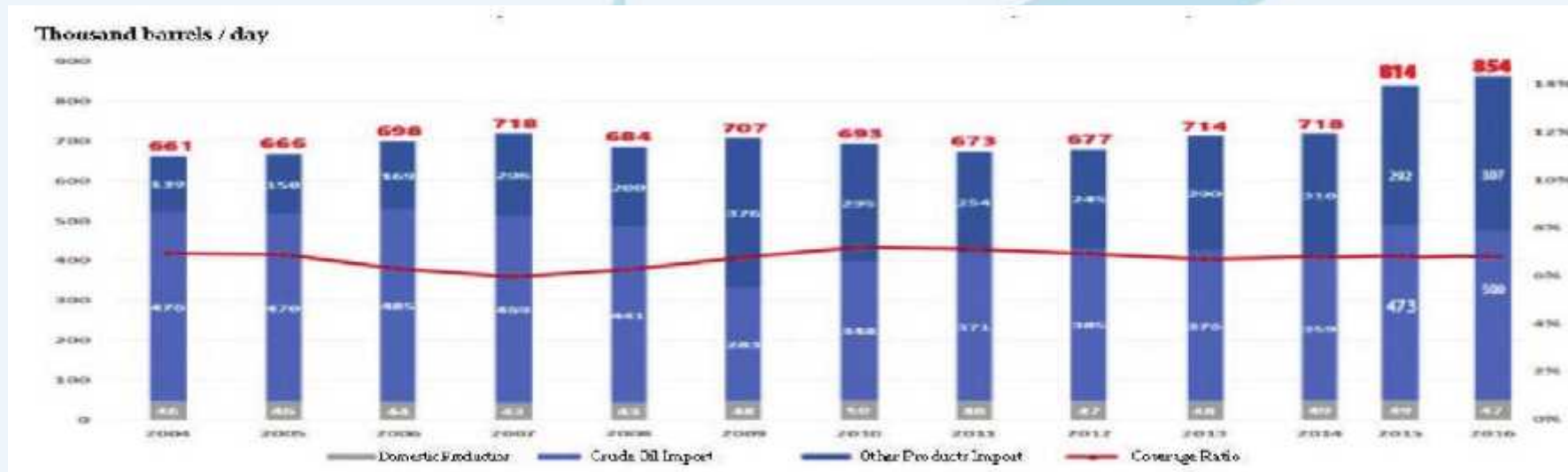
Turkish E&P Sector

The Share of Energy in Turkey's Total Imports (2000 – 2016)



Source: Ministry of Economy

Consumption vs Domestic Oil & Gas Production



Source: EMRA, PETFORM

Opportunities in Turkish E&P Sector



- **Untapped offshore and onshore hydrocarbon potential**
- **Shale gas investment opportunities, favourable regulatory framework**
- **Offshore and onshore drilling services, equipments**
- **No marketing problem**
- **Strong machine and production industry**
- **Geopolitical position and proximity to other producing countries**



THANK YOU...
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