



# D.TRADING (PART OF DTEK GROUP) COMPANY INTRODUCTION

May 2019

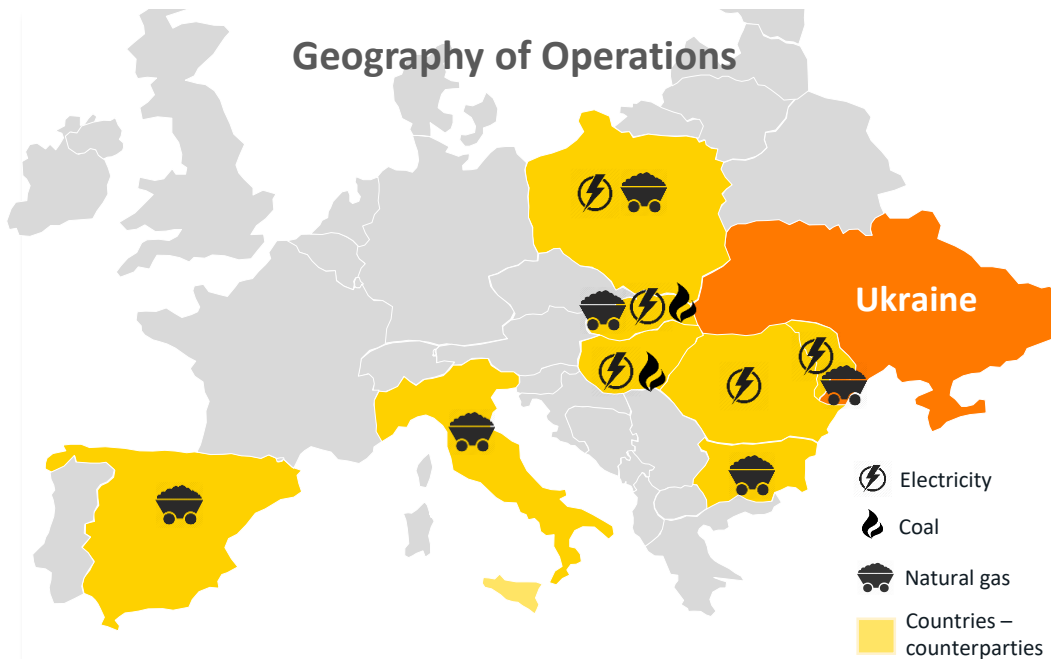
 **D.TRADING**

# D.TRADING OVERVIEW

## Business Description

- D.Trading B.V. ("D.Trading"), a wholly-owned subsidiary of DTEK B.V., was established in the end of 2018 following the legally mandated implementation of the 3<sup>rd</sup> EU Energy Package in Ukraine which requires separation of distribution from generation and supply
- Prior to implementation of the 3<sup>rd</sup> EU Energy Package, trading activities were part of DTEK Energy B.V. and managed by DTEK Trading which was established in 2009
- D.Trading is responsible for wholesale trading of coal, natural gas, electricity, and is one of the largest Ukrainian suppliers of energy resources
- D.Trading is incorporated under Dutch laws and its Supervisory Board follows the Dutch code of conduct

## Geography of Operations



## Trading Volumes in 2018<sup>1</sup>



Natural gas

**1.9** bcm



Coal

**15.4** Mt



Electricity

**5.8** TWh

Export markets

**19.0** TWh (forecast, 2019)

Domestic market

## D.Trading Mission Statement

D.Trading mission is to become a leading player in the global energy markets, introducing innovative solutions into the company's business processes

✓ **8 European countries**

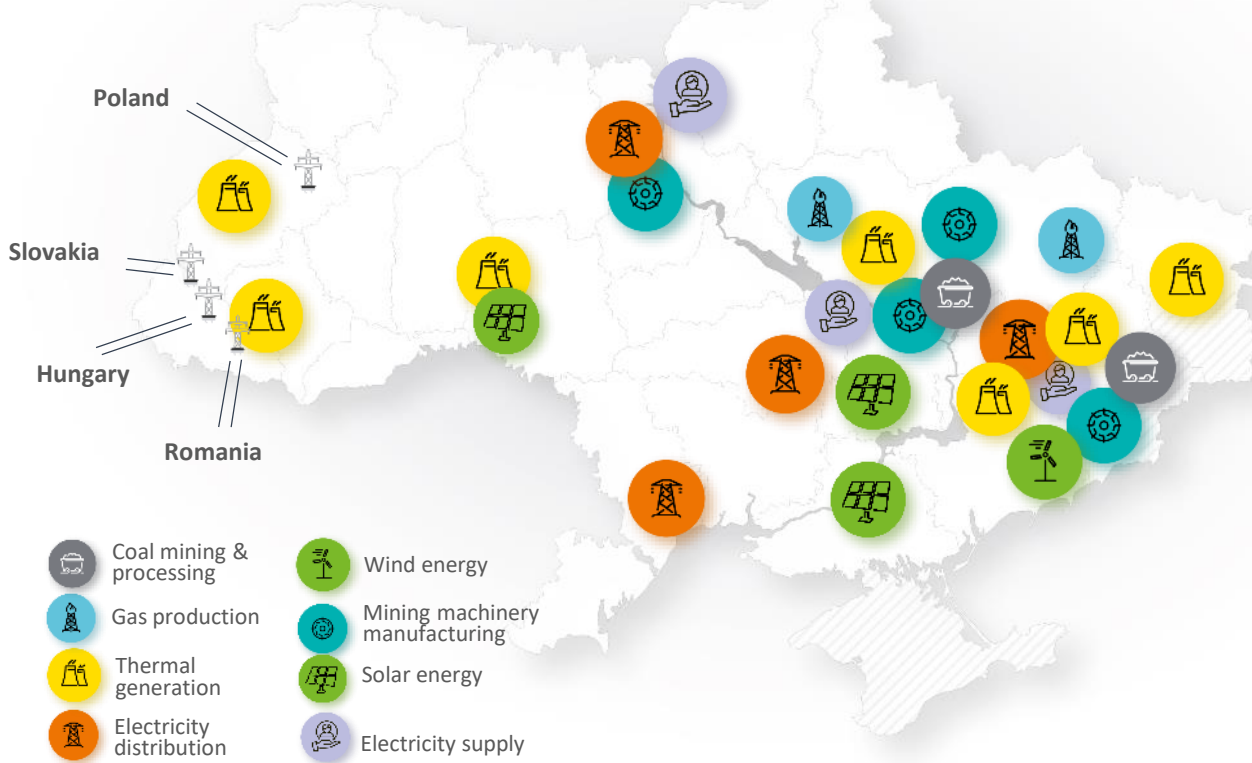
✓ **3 portfolio products**

✓ **3 European hubs**

**One of the largest Ukrainian suppliers of energy resources**

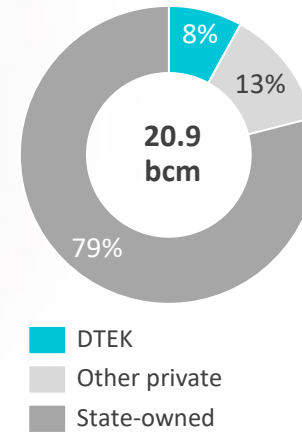
# D.TRADING IS PART OF DTEK GROUP

## ASSET PORTFOLIO AND MARKET SHARES 2018<sup>1</sup>



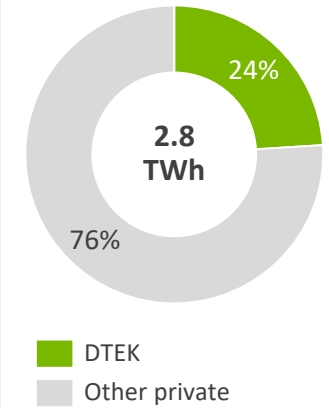
### DTEK OIL&GAS B.V.

Natural gas production



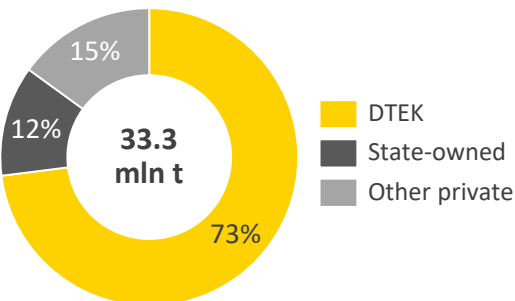
### DTEK RENEWABLES B.V.

Electricity generation

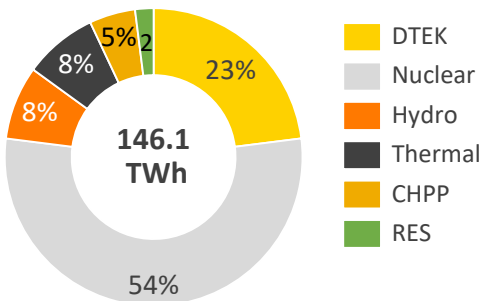


### DTEK ENERGY B.V.

Coal mining

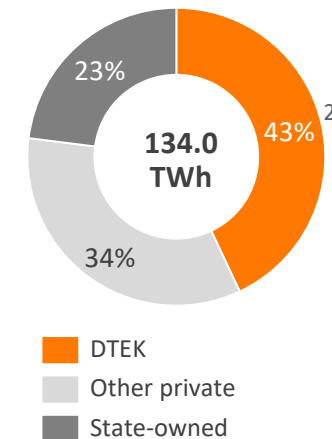


Electricity generation



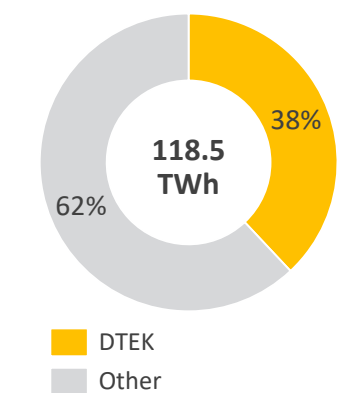
### DTEK GRIDS B.V.

Electricity distribution and sales



### D.SOLUTIONS B.V.

Electricity supply sales



<sup>1</sup> Data doesn't include AR Crimea and NCT (part of Donbas)

<sup>2</sup> On January 3rd, 2019, DTEK signed an agreement to acquire the "Odesaoblenergo" and the "Kyivoblenergo". Market share thus reached 43%, while electricity distribution and sales in 2018 was 34%

# D.TRADING STRATEGIC ROLE FOR DTEK GROUP

To build global commodity trading house which delivers value to the shareholder and our customers by

- Understanding foreign markets and pioneering DTEK group international expansion
- Leveraging our regional expertise in market optimization of complex assets in transitional markets
- Linking regional energy asset positions to global markets
- Delivering value added services to our customers by using global commodity expertise
- Capturing value from mispricing in global energy markets
- Developing effective risk-management systems for pricing and hedging risks

