

storengy.com

MAKING IT CLEAR



STORAGE OFFER

An enlarged range of products

After marketing processes which took place during February and March 2010, Storengy increased the number of its customers to 30*. In order to respond to the difficult economic context, Storengy diversified its range of products.

Storengy's storage offer awakens more and more interest. The storage convention, which took place on 26th January, and where 39 companies participated, is testament to this development. New offers for 2010/2011 and sales procedures were presented to the growing number of customers and prospects.

115 TWh of capacities marketed

Thanks to its development policy, Storengy is now able to propose a total volume of storage capacities amounting to 115 TWh for 2010/2011, which corresponds to an increase of 1.7 % compared to last year. Once the capacities for contracts with GRTgaz and other multi-annual contracts are deducted, 112.7 TWh can be proposed for marketing, 103.9 TWh as storage rights, and 8.8 TWh as additional or firm capacities.

The first round of allocation took place in February 2010 for subscriptions starting on 1st April, 2010. In the context of economic and

industrial downturn, 11 TWh of the 103.9 TWh could not be sold. Storengy showed its reactivity by proposing these capacities once again on 2nd March, and 1.5 TWh of these capacities has been subscribed.

Innovative products

Parallel to this, Storengy proposed the additional capacities through auctioning, on 9th March. Seven products were presented which are designed to respond to the customers' demand for simple solutions. Three of them are completely new: Serene Nord 120/120, Serene Sud 120/120, and Sediame Multi 60/60. All of them are free of restrictions to use, such as tunnel effects or reduction factors, and for the first time ever, for instance, the daily withdrawal/injection capacity of Sediame Multi 60/60 is independent of the filling level.

Agenda

- Once again, Storengy proposes technical training to customers at its storage sites; 2 sessions which will take place on 18th and 24th June are already full. Due to the strong demand, Storengy will soon propose another session.

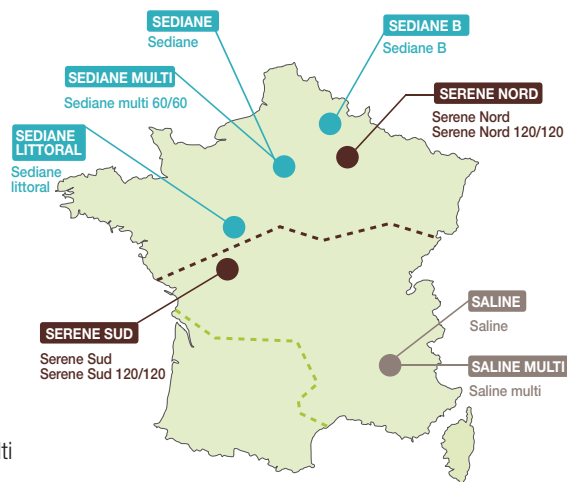
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5.5 TWh of capacities were sold at the auction. The remaining 3.3 TWh were marketed successfully in the form of multi-annual contracts (1.8 TWh) and of a new product (1.5 TWh for Sediame Littoral Plus).

"The balance we can strike of this marketing phase is very contrasty", says Fabrice Vigneron, head of the Commercialization Division at Storengy. "On the one hand we are very happy to have 5 new customers as of 1st April and 30 customers in total. We actively contribute to the opening of the markets. On the other hand, the economic context and the temporary downturn of the gas market reduce subscriptions. It's an economic situation where we have to strive even more after innovation." ■

*on 1st April, 2010.

Storage groups and products





Tersanne is preparing for Hauterives

The renovation of the Tersanne storage site goes hand in hand with the entry into service of Hauterives. The objective is to strengthen the performance and safety of the facilities while reducing their environmental impact.

The storage site of Tersanne entered into service in 1969 and was enlarged in 1974. It comprises 13 salt caverns with a total working capacity of 1.9 TWh. Several months ago, an important phase of development has started. The renovation of Tersanne is a complex endeavour because the existing facilities have to be brought to a common level and the operation of Hauterives has to be anticipated simultaneously. This new site will be located at only 7 kilometres from Tersanne, which will be in charge of steering it.

Tersanne's motor compressors will be replaced with 2.5 MW electric compressors. Two engines will be supplied in 2011 so they can enter into service in the next spring, which will

reduce emissions. The high-voltage electrical installations are also being modified.

Hauterives: leaching in progress

At the future site of Hauterives, the first cavern's leaching process was completed, and the second one is in progress. This operation is being carried out in partnership with a chemical company which uses the brine*. Storengy crews are in action in order to accomplish the shape of the salt caverns. Gas is to be injected into the first cavern in 2011. It has an average capacity of 6 GWh which should be available on 1st April 2014, at the latest. ■

*Mix of water and salt which is produced by leaching salt caverns.

In Brief

New faces in our commercial team

Two key account managers joined the Commercialization Division at Storengy during the last months. Their experience in the fields of infrastructure and the energy markets are a real gain for our team.



Raphaëlle Nayral



Céline Brun

This team now consists of four key account managers who are in charge of Storengy's customer relations and the marketing of its natural gas storage capacities in France.

In order to manage nominations on a daily basis, the operational team is available for you via the hotline.



Live

Powernext Gas indexation for storage offer

Since 1st April, 2010, the new Storengy contract uses the price references of the organised Powernext Gas Spot market. As a matter of fact, these price references are considered as reliable and representative of the French market's real price: operators GRTgaz and TIGF have been using them for several months now for their respective contracts for

access to storage.

What change does this bring? In the case of tunnel effects (while injecting or withdrawing natural gas) or administered cessions of stored gas, the applicable penalties are now evaluated thanks to the Powernext Gas Spot DAP (Daily Average Price) index, which is published every day by Powernext at the North and South

Gas Exchange Points (PEG).

Up to now, these evaluations were based upon the price references at the Zeebrugge hub, and increased by the associated transportation costs. "Our customers appreciate this development", says Fabrice Vigneron, head of the Commercialization Division at Storengy. ■