



VNG
Handel & Vertrieb

**Putting
all our
energy
to work
for you.**



65+

years of experience
in handling gas

approx.

220

employees

5

countries of operation

VNG

2030+

green
transformation
process

The **VNG Handel & Vertrieb** part of our company name means ‘trading & sales’ and that’s what we’re all about: From our base in Leipzig, we operate as a wholesaler for natural gas and as an energy service provider in Germany and abroad. We supply industrial and commercial companies, municipal utilities and distributors, and we also provide energy-related services.

Having emerged from VNG AG in 2018, we are now an independent company within the VNG Group and a gas trading specialist. We are making our contribution to realising gas-based concepts that will drive the environmentally friendly energy mix of tomorrow.

Partnerships based on mutual trust, flexibility and closeness to our customers and markets have always formed the basis of our success. For more than 65 years, we have built up expertise in all aspects of trading and selling gas.

Our business areas

IT & digitalisation

Our IT solutions drive fast, secure and efficient processes in gas sales and trading.

Procurement & green transformation

We offer security of supply and flexibility using gas from domestic and international sources.

Trade logistics

Standardisation and process reliability keep things predictable for our customers.

Trading

As an experienced gas trader, we are active on the European spot and futures markets and have a broad network of international trading partners.

Distribution

As an international company, we supply our domestic and foreign customers with gas reliably and flexibly.

Our mission

We are best in class in the energy industry, forward-looking in the management of commodity positions and a recognised expert in the handling of energy industry processes. As a reliable partner, we offer a unique level of expertise and the highest quality of products and services.

We strive for success – always in harmony with sustainability. We are committed to a secure, decarbonised energy supply and a sustainable energy industry. With our dedicated team, we take advantage of the opportunities in the energy market and create added value for our partners. For us, forward thinking, sustainable action and social commitment go without saying.

We received the bronze medal in the EcoVadis sustainability rating for our CSR activities – this is an incentive for us to continue along this path and expand our commitment to sustainability even further in the future.



You can find out more
on our website
www.vng-handel.de



We are driving the energy transition forward – with passion, innovative spirit and energy.

“Perfect solutions are created together – that is why we accompany our customers into the energy world of tomorrow as a trustworthy and reliable partner. By designing digital, innovative and sustainable processes and technologies as well as customised energy solutions, we want to help accelerate the energy transition and ensure a secure, reliable energy supply on an ongoing basis.”

Konstantin Herzog von Oldenburg
Managing Director

“As a long-standing energy expert, we see it as our responsibility to accompany the energy industry on its transformation journey to climate neutrality. That’s why our focus is shifting to a broader position and the diversification of our activities and trading relationships in order to actively drive forward the market ramp-up of green gases and develop solutions for a decarbonised future.”

Stephan Haupt
Managing Director

Our services

Achieving lasting success together –
through strategic partnership

With our gas industry product range and innovative and digital services, we will support you in all aspects of energy supply – 100% customised to your procurement strategy and individual needs.

As part of a strategic partnership (StraPa), we will work together to develop the optimum solution for you. In addition to joint workshops, this also includes professional services for effective portfolio management and transparent reporting. We offer a total of six modules that you can combine flexibly to meet your needs.



Market information

Make use of clearly presented, up-to-date industry information and price data as well as reports on relevant developments and factors in the energy markets.

StraPa goes green

Gain an overview of the hydrogen market, current regulatory and energy policy developments and subsidy instruments as well as technical conversion options and possible supply and pricing models.

Performance check

Save time with customised analyses, from trade logistics to portfolio procurement, and benefit from better cost planning.

Portfolio management

As part of joint portfolio discussions and workshops, we will assist you with the operational implementation of your procurement strategy.

Portfolio and risk analysis

Get a comprehensive overview of price and flexibility models. We will analyse your gas portfolio together and prepare temperature regressions, sensitivity analyses and other models.

Portfolio reporting

Keep an eye on everything – from gas procurement and coverage levels to the opportunities and risks of your portfolio.

Our touchpoints



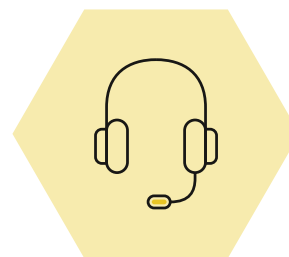
Key account management

Our key account management is your central point of contact. We will support you in all matters relating to our products and services and put you in a position to hedge risks, monetise opportunities and pass on expert knowledge.



VNG business portal

Via our VNG business portal, we will support you with flexible, market-oriented energy procurement opportunities and offer you a wide range of digital services relating to your contract. With extensive reporting options, regular analyst calls and daily market information, you will have access to the most important data for your core business at all times.



Sales trading

Our sales trading offers you quick and easy market access to standardised trading products. It will help you to manage your contracts efficiently, in addition to facilitating the digital and telephone procurement of standard trading products.

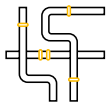


We are shaping the future!

... and climate protection will be taking centre stage. In order to successfully shape the fundamental transition to a decarbonised, climate-neutral energy industry and thus contribute to the fulfilment of the European climate protection goals, we as an organisation are driving the transformation towards new business segments.

Together, we want to develop solutions for a future-proof, sustainable energy system. For this reason, we are committed to ramping up green gases with a focus on the domestic production and import of blue and green hydrogen as well as the domestic energy source biomethane.

We are actively shaping the transformation of the energy industry and will support you as our strategic partner on the path to a green, sustainable future.



COAL GAS

When VNG was founded in 1958, we began to build the East German gas network



NATURAL GAS

We transitioned from coal gas to natural gas across the board in the 1990s



BIOGAS

In the 2000s, we increased our focus on renewable energies



HYDROGEN

In the new century, we are expanding our focus to the renewable energy world of the future



In recent years, VNG has been involved in a variety of green gas projects and has created a robust project landscape. Continuous expansion in this area is essential for a successful transformation. You can find a selection of our current projects relating to green gases here.



Norway
Projects importing green hydrogen to Germany



GreenHyBB project
Sustainable hydrogen supply for the state of Brandenburg



AZAN Project
Ammonia cracking for Germany's hydrogen supply



H2GE Rostock project
German-Norwegian hydrogen project in cooperation with Equinor



Project Flow – making hydrogen happen
Pipeline system for hydrogen ramp-up



Chile project
Hydrogen import project in cooperation with Total Energies



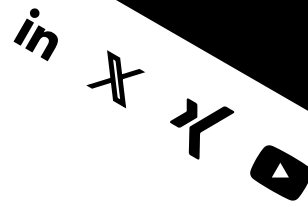
GreenRoot project
Green hydrogen for an emission-free future in central Germany



Bad Lauchstädt Energy Park
The regulatory sandbox for the energy transition – intelligent generation of green hydrogen from wind power



Algeria
Green hydrogen imports to Germany



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Ein  **VNG** Unternehmen