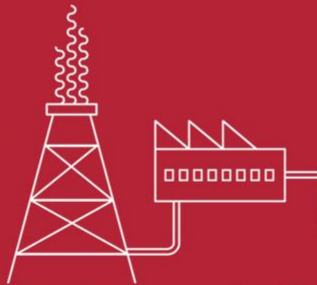




Prelegent: Maik Rensing
LIQVIS GmbH

The opportunities and hurdles in the
development of the LNG station network in
Germany



[Warszawa - 28 listopada 2019 r.]

Polska Platforma LNG 2019



[Warsaw - 28 November 2019]

Polish LNG Conference 2019

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Uniper – Global Energy Player

Global energy company 13 000 employees, 40 countries



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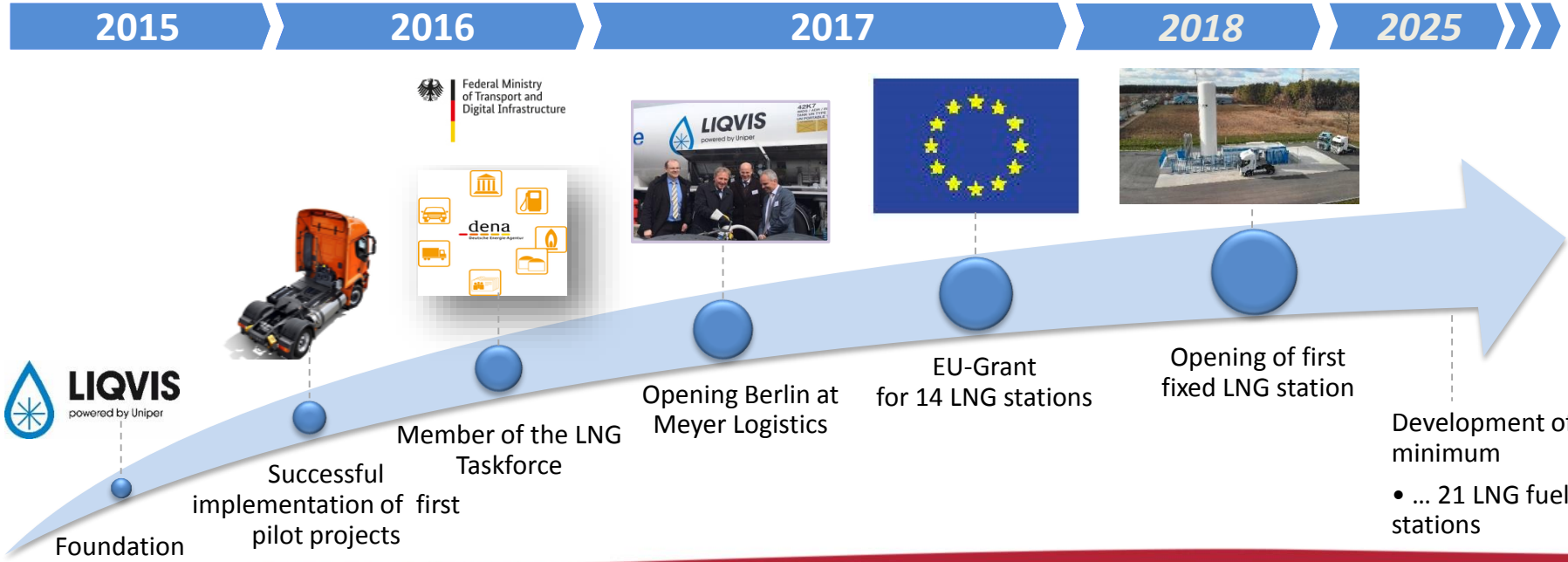
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Milestones of LIQVIS

LIQVIS GmbH as 100% subsidiary



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LIQVIS as a first mover



Kassel
(since 2019)



Gardanne
(since 2016)



Co-financed by the European Union
Connecting Europe Facility



Berlin
(since 2017/2018)



Ulm
(since 2016)



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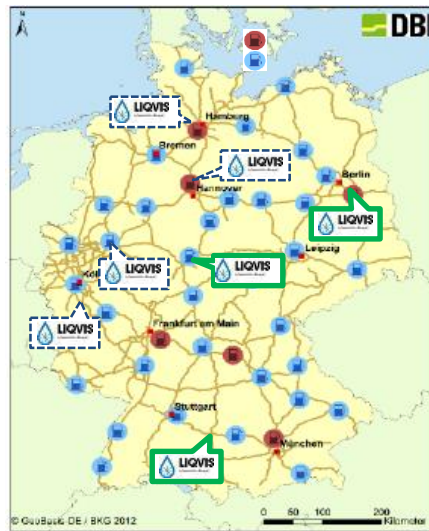


LIQVIS Roll-out strategy Network for Germany and France

Co-financed by the European Union
Connecting Europe Facility



2018 - 2020



2021 - 2025



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LIQVIS – Mobile LNG fueling station

Co-financed by the European Union
Connecting Europe Facility



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LIQVIS – Stationary LNG fueling station in Berlin /Freienbrink



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Opportunities in German LNG market

Market development in Germany (general)

- Currently the only available economical and ecological alternative for heavy duty trucks
- 994 of 1.390 approved grant applications by the ministry of transport are LNG Trucks
- Driver for transport company → Reduce the cost (TCO)
→ Prepare for the future requirements
- Increasing requirements for charterers (CO²-footprint) – Tendering of transport services
- Sustainability troughed the use of BIO-LNG (mid-term)

Current political conditions in Germany

- Energy tax reduction on LNG as fuel until 2026
- Funding for the purchase of LNG trucks up to 12.000€
- Full toll exemption for LNG trucks up to end of 2020 (in discussion)



(07/18-07/19)

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Hurdles in German LNG market

Market

- No clear commitment from charterers to LNG in tenders
- Haulier still waiting of an extended LNG network

Politics

- Political framework conditions are still missing for a long-term period
- EU/German government focus on electrical and hydrogen mobility, LNG seen as a bridge
- EU-focus on tank to wheel consideration (electro = 0% emissions)

Permission

- Different authorities / contact person in each federal states
- Legal regulations partly unknown or no experience by the authorities

Locations

- It is a challenge to find suitable locations (close to highway, suitable for trucks ect...)
- Cities and communities mostly against the construction of LNG stations



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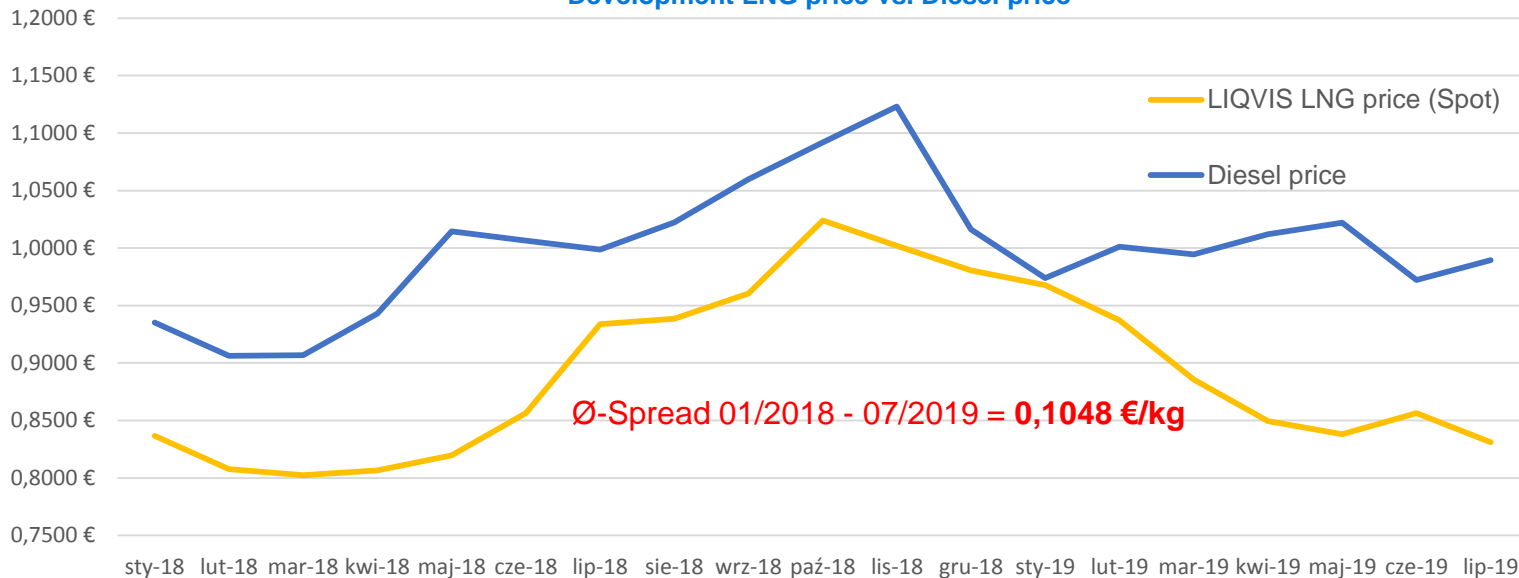




LNG vs. Diesel Price Spread



Development LNG price vs. Diesel price



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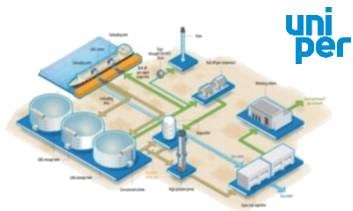




LIQVIS Supply chain



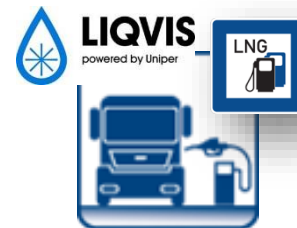
LNG-Sourcing at the terminal



LNG Logistic



Construct and operate LNG Stations



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Become a LIQVIS customer

- **General agreement**
 - Contact us
 - Receive your own Token
 - Refuel at all of our fueling stations
- **Safe refueling**
 - LIQVIS training video (You Tube)
 - Manual at each fueling stations
 - Personal protection equipment required
- **Discount on LNG**
 - Sign a term contract
 - Secure your supply
 - Additional discount on LNG



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