

*Elena Burmistrova at the East Forum Berlin
19th April 2016.*

*Challenges and opportunities of the economic area
between Lisbon and Vladivostok.*

*Turning points: Eastern Europe in search of new
opportunities*

Session II: Energy

Introductory Statement

Dear colleagues, dear guests,

It is a great honor and pleasure for me to be here in Berlin and have an opportunity to discuss the current business issues. I am confident that the today's dialogue helps building bridges and overcoming challenges in these turbulent times.

It is straightforward clear that Russia and Europe are bound to remain each other's most important energy partners. Europe has almost boundless gas reserves sitting just across its borders, in Russia. In its turn, Europe is a top export market for multiple Russian enterprises, including Gazprom. This geographical proximity constitutes a solid base for healthy and constructive business relationship for years to come.

We all know that natural gas is a clean, affordable, available and safe source of energy. And I am sure that the current low oil price environment and the ambitious climate commitments made by the EU countries at COP21 will allow gas to regain its market share from coal, become a fuel of choice in power generation and transportation industry. But to make this possible, we have to achieve numerous business goals.

Current market environment provides us with a unique opportunity to bring gas to the top of energy mix. Our historically strong relationship with our customers is the backbone of our business, built on predictability and security of our supplies. At the same time, being a market-oriented and competitive company, we are exploring new markets, products and mechanisms to sell gas to Europe, thus flexibly adapting our strategy to our customers' needs. In last September we completed our first gas auction for gas supplies to Germany– a brand new

practice in Gazprom's trading portfolio, followed by the second auction for Baltics this March.

Gazprom is broadening its cooperation with European clients and is ready to invest billions of euros into building gas transportation infrastructure, to bring gas from Russian gas fields to the European customers. Nord Stream pipeline project that already delivers Russian gas directly and securely to European customers, and its planned extension Nord Stream 2, are a clear illustration of this commitment. Together with our partners in the Nord Stream 2 we consider this project as a highly efficient and viable. Its main objective is to compensate the falling domestic production in Europe and to meet future gas demand. The project will establish a cost-efficient route for bringing our gas to customers as well as ensure competitive supplies to European economies, supplies of gas for heating and power generation.

Ladies and gentlemen,

We remain confident that these relations will survive any stress-tests, because they are predetermined by virtue of their nature. The opportunities that they offer can withstand any challenges.

Thank you for your attention!