



**Eugene Pronin**  
**Gazprom, Russia**

# **RUSSIAN NGV MARKET DEVELOPMENT STRATEGY**

**WGC XXIII, June 2006, Amsterdam**

# **GAZPROM – the Largest Gas Company**

**employees – 300,000**

**main pipeline – 154,000 km**

**distribution pipeline – 480,000 km**

**booster stations – 700 units**

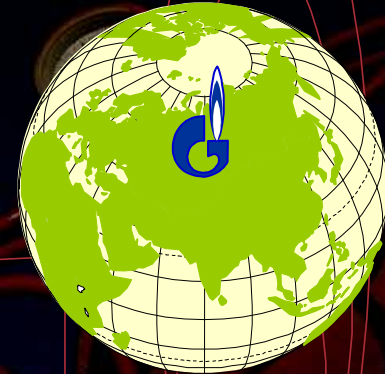
**underground storage – 60 Bcm**

**gas production in 2005 – 548 Bcm**

**gas sales to Europe in 2005 – 232 Bcm**

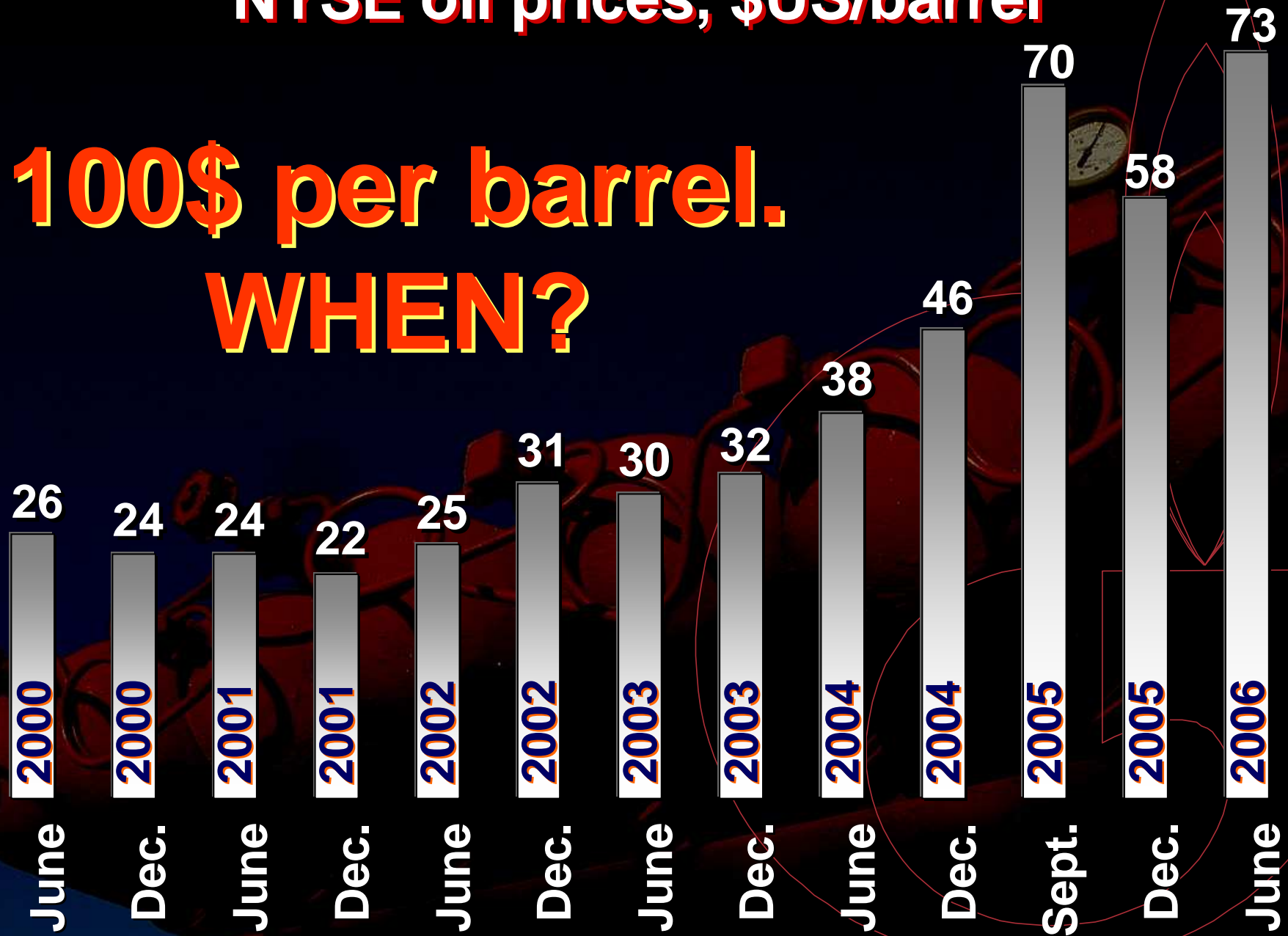
**NGV filling station – 185 units**

**corporate NGVs – 5,700 units**

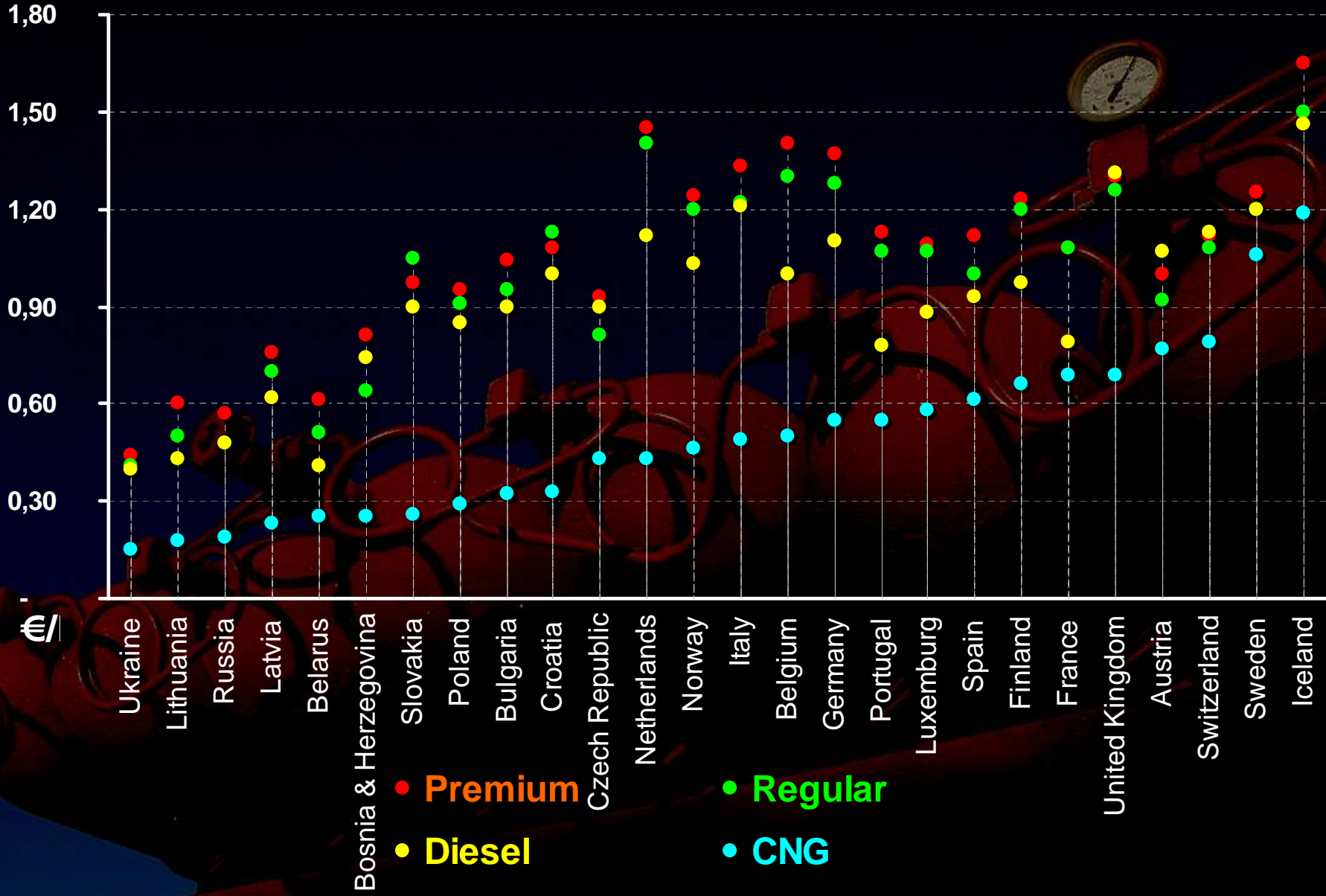


# NYSE oil prices, \$US/barrel

**100\$ per barrel.  
WHEN?**



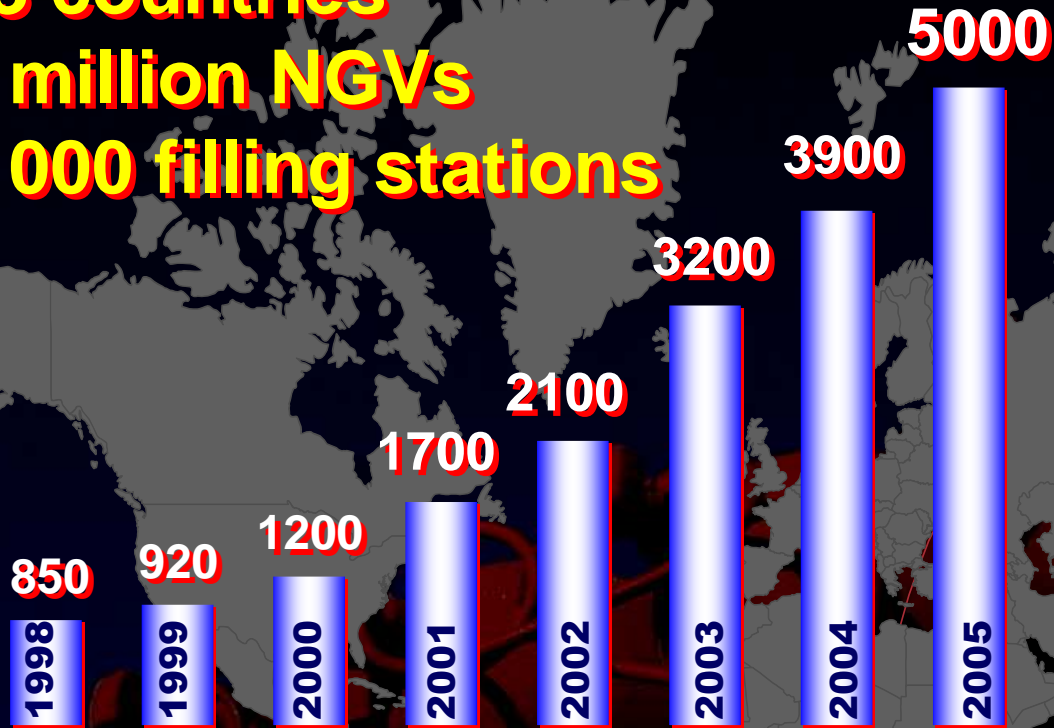
# European Transportation Fuel Prices





# NGV World

**63 countries**  
**5 million NGVs**  
**9 000 filling stations**

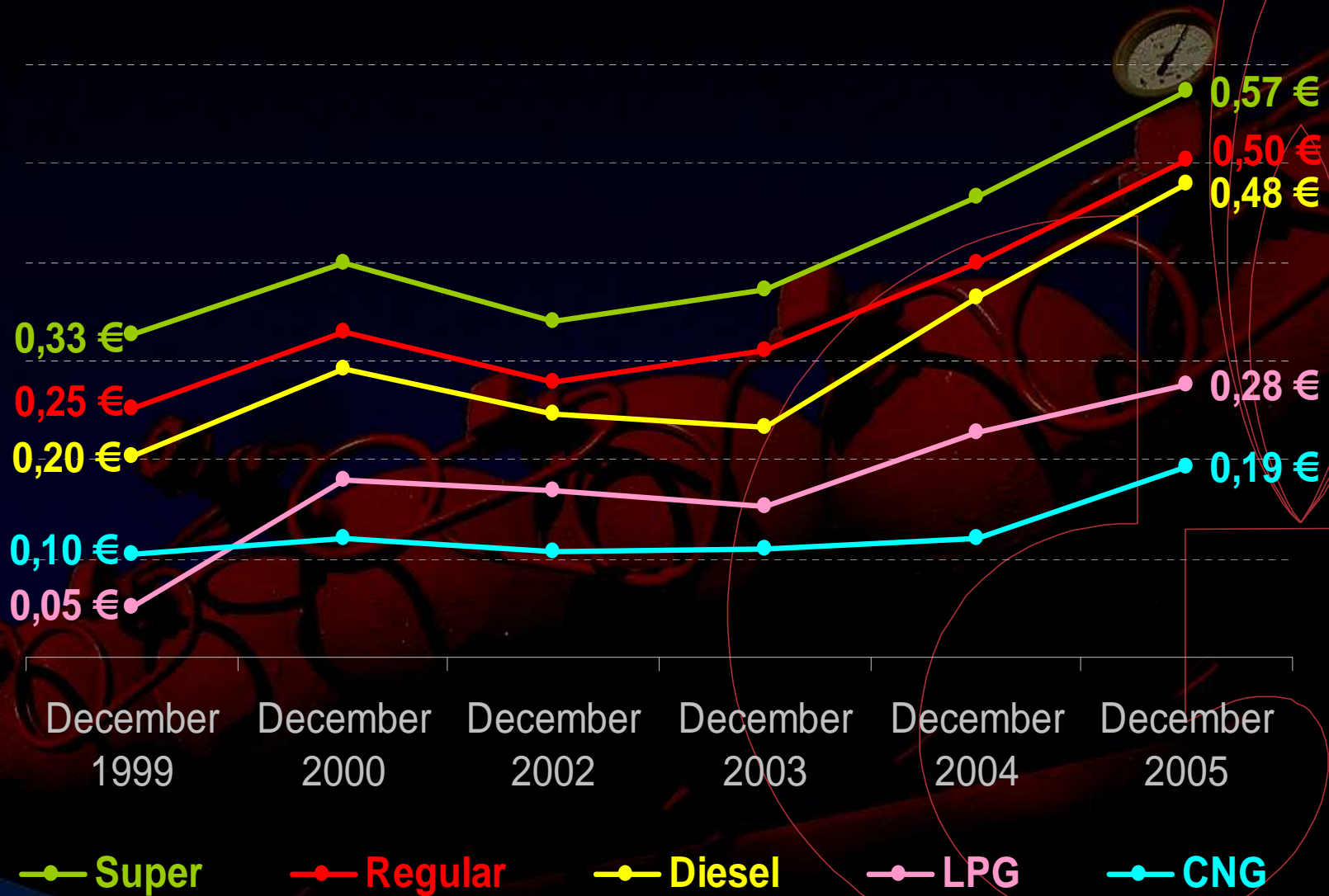


**World NGV population, thousands**

**AFV Market Growth Potential:**  
**2M LPGVs + 7M NGVs**

|               |               |
|---------------|---------------|
| Argentina     | 1 457 000     |
| Brazil        | 1 011 200     |
| Pakistan      | 1 000 000     |
| Italy         | 382 000       |
| India         | 222 300       |
| USA           | 130 000       |
| China         | 97 200        |
| Iran          | 91 300        |
| Columbia      | 72 100        |
| Ukraine       | 67 000        |
| Egypt         | 62 700        |
| <b>Russia</b> | <b>52 000</b> |
| Armenia       | 47 600        |
| Venezuela     | 44 100        |

# Transportation Fuel Retail Prices in Russia

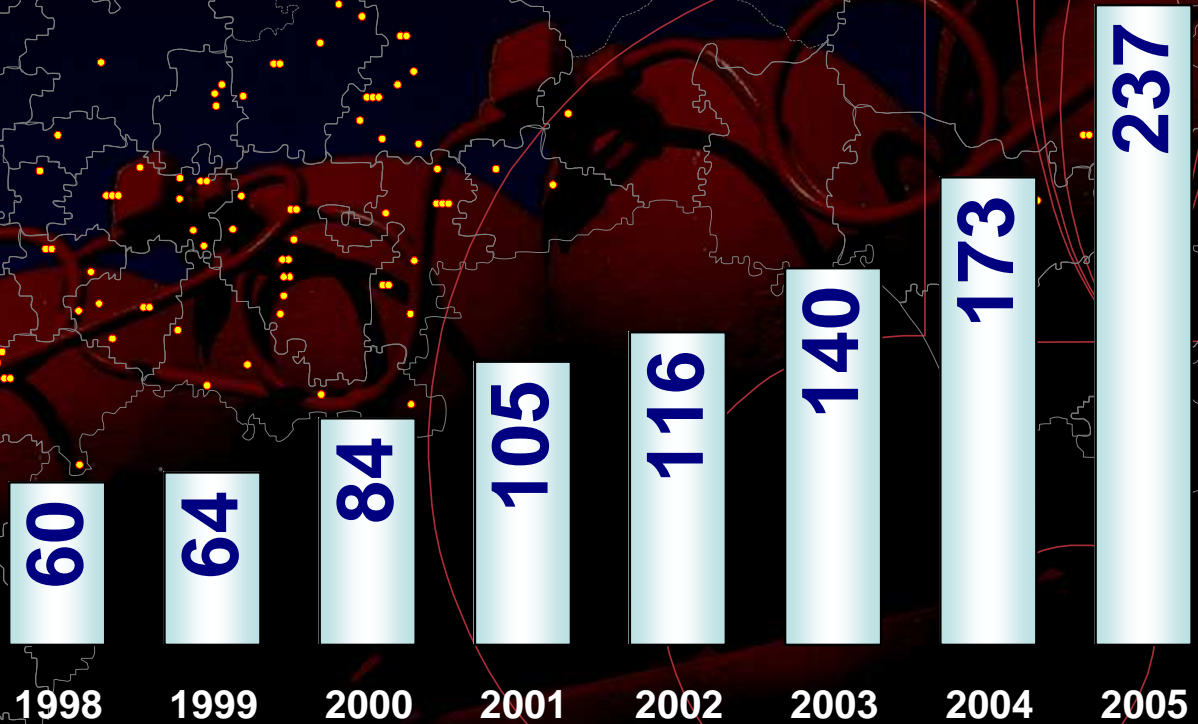


# NGV Market in Russia, Mncm

**215 CNG Filling Stations**

**52 000 NGVs**

**237 Mcm NG sold**



**Sales of Natural Gas to NGVs, Mcm**



# Proven NGV Technologies



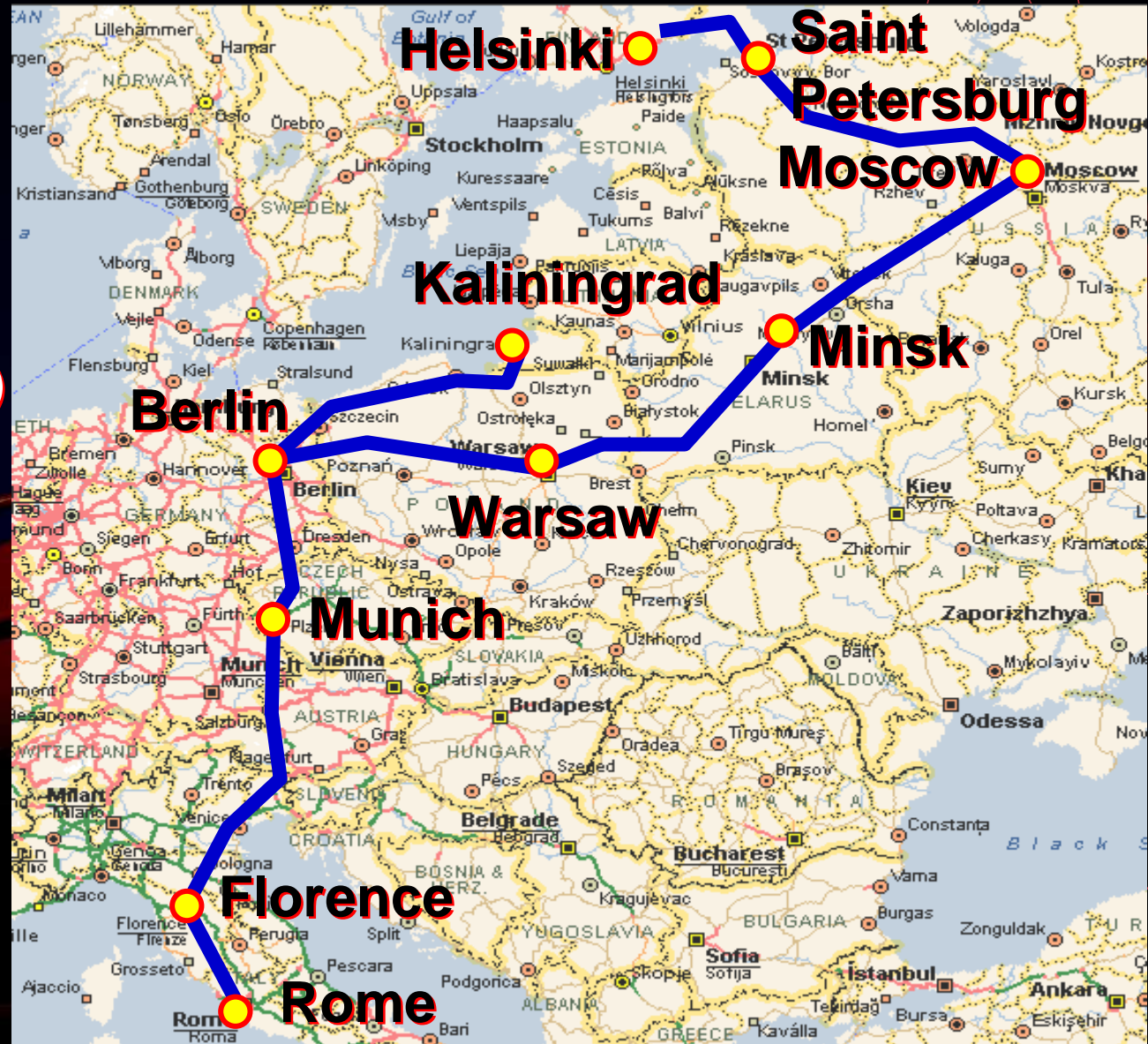


# Blue Corridors

**Estimated benefits for 10,500 NGVs (long distance trucks and buses)**

**- fuel cost savings: 37M€/Y**

**- emission reduction: 270 thousand tons/Y (CO equivalent)**





# **Gazprom NGV Target 2015 Proposals to the Program**

**New CNG Filling Stations: 150**

**New NGVs: 100,000 units**

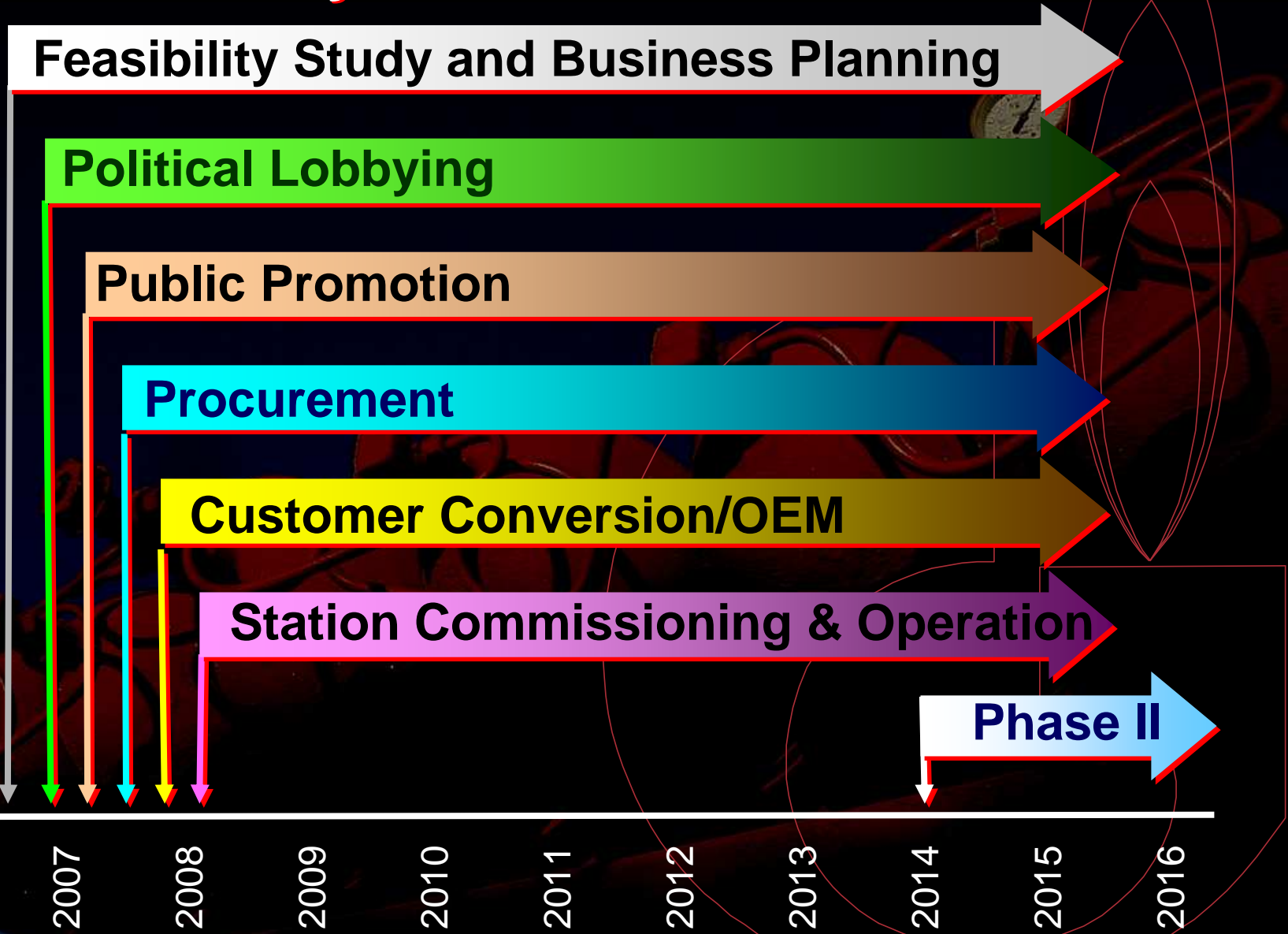
**Gas Sales: 2 Billion m<sup>3</sup>/year**

**Estimated CapEx: 170 Million €**

**CO eq reduction: 3 Million t/year**

**New Jobs: 1,500**

# Synchronization





# **Welcome to Russia**

**September 19 – 21, 2006**

**Sokolniki, Moscow, Russia**

**4<sup>th</sup> Congress & Exhibition GasSUF-2006**

**Organizers: MVK Sokolniki, Gazprom,  
National Gas Vehicle Association (NGVRUS)**

- 1. Conference on Gasification of Russia**
- 2. Convention of the Government NGV Commission**
- 3. Manufacturers & Customers Face to Face**