

## **RWE Group Entered the Slovak Market with Natural Gas Gas will be supplied by the company RWE Gas Slovensko, s.r.o.**

The energy group RWE is entering the Slovak market with gas. The company RWE Gas Slovensko, s.r.o. started its activities in the beginning of August 2008. It is a hundred percent subsidiary of the Czech RWE Transgas, a.s. The RWE Group has been active in Slovakia already for five years through the company Východoslovenská energetika a.s. (VSE). Currently VSE supplies electricity to over 500 thousand customers.

### **Complex Services**

**"Our ambition is to offer complex energy services to our customers. Apart from electricity we offer also gas for business customers with an annual consumption over 4 GWh (400 thousand m<sup>3</sup>) of gas through RWE Gas Slovensko,"** explains Norbert Schürmann who is the chairman of the board of directors of VSE and at the same time represents the interests of RWE in Slovakia.

### **Space on the Market**

The decision of RWE to enter the Slovak gas market results from the strategy of the Group to expand to perspective markets in the countries of Central and Eastern Europe, which was announced a while ago. **"It is especially advantageous to get engaged in countries where RWE is already successfully active,"** says Schürmann.

### **Advantageous Offer**

RWE Gas Slovensko wants to win over customers by an offer that would respect their requirements in those parameters that are the most important for the customer. **"In comparison with the current offer on the market we come with a broad selection of tailor-made products. We are also aware of the fact that the Slovak customer is sensitive as far as the price is concerned. We are certain that our offer will be competitive,"** explains Schürmann.

### **Sale Activities**

Since RWE Gas Slovensko comes with a gas offer for customers with consumption over 4 GWh, it is beginning to sell through the network of key account managers. For 2009 the company has concluded contracts on integrated gas supply with several large customers all over Slovakia.

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RWE Energy is a sales and distribution company in the RWE Group for continental Europe. It provides electricity, gas, water, and services related thereto in a total of twelve regions, out of which six are abroad. The customers are households, small businesses, commercial and industrial customers as well as municipalities, city companies, and regional suppliers. Electricity and gas transport, gas storage as well as energy distribution to large industrial customers across the regions are provided by independent companies. Along with the stock companies it provides electricity to 15.5 mln. customers, gas to 7.6 mln. customers, and drinking water to 13 mln. citizens. The sale in 2007 amounted to 168.3 bln. kWh of electricity and 258.0 bln. kWh of gas. With a headcount of 28,323 RWE Energy achieved a total turnover of 28.2 bln. Euro in 2007, which makes it one of the leading distribution companies in Europe.