

**BUSINESS AREA**

# Trading & Sales

As a gas importer and wholesaler, VNG Handel & Vertrieb GmbH (VNG Trading & Sales) offers a wide range of gas products and energy-related services to more than 400 municipal utilities, distributors, power plants and industrial customers. VNG H&V and its subsidiaries reliably supply customers in Germany, Poland, Italy, Austria and the Czech Republic with natural gas and biomethane.

Ensuring a secure gas supply remains at the core of the company's activities. Despite intense competition, the procurement portfolio proved to be stable and resilient in 2025 – supported by long-term contractually agreed Norwegian and Algerian delivery volumes as well as partnerships, including with EnBW in the LNG sector. In 2025, gas sales in the Trading & Sales business area rose significantly to 411 billion kWh.

With an operating result in the low three-digit million euro range, VNG H&V made a significant contribution to the overall result. The foreign gas sales segment, particularly in Poland, performed better than expected. bmp greengas GmbH, as a supra-regional biomethane trader, has also developed successfully after its takeover in 2024 and is contributing to the operational success. Strategically, VNG H&V is increasingly focusing its business on renewable and decarbonised gases. This includes investments in the Bad Lauchstädt Energy Park as well as other projects for the production and import of green hydrogen and ammonia.

Energy trading around the clock: VNG H&V employees secure trading transactions throughout Europe.



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European countries with trading and distribution companies

Approx. 400

customers (municipal utilities, distributors, power plants and industrial companies)

411 billion kWh

annual sales (Trading & Sales business area)

