



The Greek Natural Gas System Operator

DESFA: A story of evolution

- Established in March 2007, **DESFA owns & operates the Greek Natural Gas System (NNGS)**, which consists of the National Natural Gas Transmission System & the LNG Terminal in the islet of Revithoussa.
- DESFA was certified as an **Ownership Unbundled Operator** following the completion of its privatization process in 2018 (66% owned by “Senfluga” an international Consortium of SNAM S.A., Enagas S.A. & Fluxys and 34% by the Greek State)
- DESFA operates, maintains & develops the NNGS in a safe, reliable and economically efficient way, offering **regulated third-party access services** in a transparent, non-discriminatory way and a range of **non-regulated services to national & international clients**.
- DESFA holds a **20% stake in the Alexandroupolis FSRU Terminal (Gastrade)** and a **7% stake in the Hellenic Energy Exchange (HEEx)**.

Our network at a glance



Our commitment to growth DESFA's 2023 performance



Operational efficiency and safety lead our activities



We stay committed to our values....

Integrity

- In conducting its business, DESFA is inspired by and complies with **the principles of loyalty, fairness, efficiency and an open market.** We are guided by business ethics based on **honesty, transparency and impartiality in all our business partnerships.**
- We ensure **equal treatment and non-discrimination,** and we foster a **culture of integration and inclusiveness.**
- Our outmost priority is the **Health and Safety** of our Employees and our Network Users.

Excellence & Leadership

- We promote **skill enhancement** and personal accountability, in order to meet the needs of Users in a **safe, agile, innovative and reliable way.**
- We foster a **continuous improvement** culture.
- We constantly redefine the standard of excellence in every aspect of our business operation and culture, **responding to the market's and society's needs.**

Sustainability & Innovation

- We operate **in an environmentally sustainable manner,** designed to promote the protection of natural resources, ensuring an environmentally safe operation and reducing emissions.
- We are committed to incorporate **Environmental, Social, and Governance (ESG) factors.**
- **Technological and cultural innovation** are core pillars of our strategy to pursue a sustainable energy system.

Collaboration

- We collaborate with other Operators, Users, Regulatory Authorities and Institutions, international partners, Universities, and other stakeholders **within and outside Europe to share technical know-how and best practices, fostering innovation and leading the way to energy transition.**
- We **interconnect with local communities** and organizations to generate benefits for the broader society.

...while focusing on our continuous growth...



- We implement high value-added projects for the **upgrade, expansion, and interconnection of the Greek Natural Gas System** & actively contribute to the **smooth energy transition of the country.**



- Methodically pursuing our **path to net zero,** by steadily reducing the environmental impact of our operation.
- We increasingly invest in the **development of new technical and operational capabilities to accelerate the transition to a cleaner energy tomorrow,** through the development of green, renewable gases, and by ensuring that **our system is constantly evolving to enable the new decarbonized energy routes.**



- We **develop our service offerings and continue investing in new uses of natural gas, in domestic and international energy projects** always moving in the strategic direction of the energy transition and the expansion of our portfolio through equity participations and partnerships.

..with a strong international presence in shaping the energy of the future



Our Service Offerings

We can cover the full span of the gas value chain, by utilizing our know-how and rich experience always implementing international standards and specifications ...



Operations & Maintenance

- O&M services to medium and low-pressure systems
- O&M services to LNG & CNG facilities
- Services of cathodic protection/lightning protection



Engineering:

- Project management & control services
- Basic & Analytical Engineering
- Performance optimization
- Services to EPCs - Provision of specific support
- Consultancy in compliance with contractual specifications



Consulting & Training

- Consulting services on:
 - Energy Transition, including Carbon Capture & Storage and Hydrogen Readiness, Regulation
 - OGMP's measurement-based reporting
- Trainings - Design & Delivery

Our key customers



Capitalizing on 30 years experience, DESFA inaugurated in September 2024 the Technical Training and R&D Center in Northern Greece aiming to safeguard and hand down the skill set of gas industry experts and contribute to the research and development of new technologies.

Our new Technical Training and R&D Center represents a new hub of innovation and excellence



Our training system

- Creates and maintains technical competencies
- Facilitates the transfer of technical knowledge in the gas sector
- Prepares Oil & Gas Professionals
- Builds industry trusting relationships

DESFA's Technical Training Center is the first in-house Training Center in Greece and the entire Southeastern Europe, offering hands-on and tailor made training services under 6 main educational programs:

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| <div style="background-color: #c8e6c9; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto; font-size: 2em; font-weight: bold;">1</div> <p style="margin: 5px 0;">Quality, Health, Safety & Environment (QHSE) Issues for the gas industry</p> | <div style="background-color: #c8e6c9; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto; font-size: 2em; font-weight: bold;">2</div> <p style="margin: 5px 0;">The Pipeline Transmission System</p> | <div style="background-color: #c8e6c9; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto; font-size: 2em; font-weight: bold;">3</div> <p style="margin: 5px 0;">The Liquefied Natural Gas System</p> |
| <div style="background-color: #c8e6c9; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto; font-size: 2em; font-weight: bold;">4</div> <p style="margin: 5px 0;">Dispatching Operation</p> | <div style="background-color: #c8e6c9; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto; font-size: 2em; font-weight: bold;">5</div> <p style="margin: 5px 0;">Gas Technology /Energy Transition</p> | <div style="background-color: #c8e6c9; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto; font-size: 2em; font-weight: bold;">6</div> <p style="margin: 5px 0;">Regulatory Framework</p> |

In fact, our training programs leverage on the experience we have gained while shaping and implementing our Energy Transition strategy that focuses on three main pillars:

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| <div style="font-size: 3em; font-weight: bold; margin-bottom: 10px;">1</div> <p style="margin: 0;">Through new (100% H2 ready) gas investments in Greek transmission system and in line with its extroverted activity, we secure the supply of NG in SEE and central EU</p> | <div style="font-size: 3em; font-weight: bold; margin-bottom: 10px;">2</div> <p style="margin: 0;">Based on EU targets, we have set as one of our main strategic goals the development of H2 sector in Greece through the assessment of Smart Gas Grid and H2 pipelines projects</p> | <div style="font-size: 3em; font-weight: bold; margin-bottom: 10px;">3</div> <p style="margin: 0;">We focus on being integral part and constituting a vital role in the CCUS business in Greece, activated in the midstream part of the value chain</p> |
|--|--|--|

Our recent stories of success include the provision of high-end services to prestigious projects...



We provide Operation & Maintenance Services to the world's largest capacity LNG storage & regasification green field project

In 2020, DESFA was awarded the contract to **manage the operation and maintenance of the Al-Zour LNG Terminal by Kuwait Integrated Petroleum Industries Company (KIPIC)**. The project began in May 2021, including a familiarization phase, while the full O&M operations commenced in May 2022. Since then, we have **successfully mobilized a team of more than 160 highly skilled employees constantly proving that health and safety, quality and operational excellence are our top priorities.**



The Terminal, which is the **world's largest capacity LNG storage & regasification green field project**, is **continuously achieving 100% supply on NG demand, and has achieved high Overall Terminal Efficiency since its commissioning.** Moreover, in July 2024, we achieved the significant milestone of **reaching 1 Million Safe Man-hours without a single Lost Time Injury.**

Our **dedication to operational excellence** has been further recognized through a number of awards we have received, such as the **6th edition of CEO HSSE Award** in the 2nd Contractor HSSE Day & Seminar, several **KIPIC HSSE Promotional Program Awards** and the **Silver Award for HSE Excellence in Oil and Gas in GCC region by the American Society of Safety Professional (ASSP).**



We Operate & Maintain an On-shore High Pressure Pipeline of 549 km that crosses northern Greece

Having mobilized **more than 20 committed experts** we provide the following services:

- Operation and Maintenance Services for the Pipeline & Gas Compressor Station
- Alert Response Services
- Warehouse and Materials Management
- QHSSE Support

Complying in parallel with the highest health, safety, and environmental standards across all operations.



We provide Engineering Services for the Construction of a strategic importance High Pressure pipeline in the country of North Macedonia



Assuring a **Pipeline fully ready for H2 transportation up to 100%**

Acting as the Supervising Engineer (as per FIDIC) for the construction of the North Macedonia part (68 km 28" high pressure pipeline) of the Gas Interconnector Greece-North Macedonia (IGNM), we provide:

- Construction Supervision services
- Consultancy/technical support services during EPC Contract tendering.

... as well as Project Management Consulting and highly Specialized Services to the 2nd biggest LNG Terminal in Greece

We supported both the construction phase and the commercial operations face of the Alexandroupolis FSRU terminal through:

- Our skilled team who offered end - to - end project management consulting services during the construction phase
- The provision of Physical Dispatching services that include, inter alia: Coordination on flow control issues, Gas Flow Management, Monitoring & remote operation of Coastal Valve Station assets, Emergency Management, etc.



Supporting a project of strategic significance for Greece and South-East Europe

...our portfolio of services to third parties is continuously expanding confirming DESFA standing as an international partner of choice in the development and operation of gas infrastructures



Contact us at:

<https://www.desfa.gr/>

desfa@desfa.gr

NRSdesfa@desfa.gr

Visit our social pages

