Improving life
To be led by curiosity, innovation; learning and working with passion. Building success on honesty, responsibility and respect.

Bringing energy to our business partners’ plants and warmth into the homes of our users.

Recognising potential and supporting it, helping the vulnerable and the weak, encouraging change and changing the world through small steps – starting today, every day.

Using natural resources responsibly and leaving as our legacy a clean environment and the awareness that we are an inseparable part of the circle of life.

These are the ways in which are constantly improving life!
As a small Croatian company from Vukovar, while building the natural gas business we began to develop our local community. Through working and learning we realised that we could offer more and entered the market in all of Croatia. We brought together a young, highly-trained and motivated team lead by a passion for knowledge and progress. As the vanguard of innovation, knowledge and development in the energy sector, we are today becoming leaders in the region. Together with our partners, we wish to develop stable and long-term relationships that are based on quality and honesty in order to be a strong partner in achieving business successes.

I am tremendously proud to be at the head of a company that can boast exceptional relationships within its teams, a company that respects its employees and its partners with which we cultivate mutual respect and appreciation.

Pavao Vujnovac
owner and president of the board of Energia Naturals
Energia Naturalis (ENNA) has the role of managing approximately twenty companies within the group. It is characterised by a broad spectrum of operations – from the distribution and supply of natural gas, renewable energy sources, petroleum products, information and communication technologies, all the way to investment projects and transport.

The Energia Naturalis group is also one of the leading investors in the region, as well as being one of the fastest-growing companies in Croatia, which aims at being the driving force of knowledge, innovation and development in the region.

The group is also the owner of 25 per cent of the share of the Port of Ploče, one of the most significant strategic deep-water ports in the central Adriatic. In the Port of Ploče ENNA has completed the first stage of the petroleum products terminal, which it continued to develop as ATT – the Adriatic Tank Terminal.

The core of ENNA is the PPD Group, which is involved with the import, sale, supply and distribution of natural gas, with its headquarters in Croatia and sister companies in Hungary, Bosnia and Herzegovina, Serbia and Slovenia that allow it to do business throughout Europe. It is characterised by cooperation with strong international partners and secured storage facilities in Croatia and abroad, providing the Croatian and regional markets with a secure and reliable supply of natural gas. PPD’s buyers are the largest industrial consumers and the largest suppliers in the distribution areas. PPD imports natural gas to both of Croatia’s interconnectors (Rogatec and Drávaszerdahely). PPD holds 100 per cent of the ownership of 600 kilometres of the gas pipeline distribution network in eastern Croatia that it manages, maintains and develops.

The PPD Transport company is the first private Croatian rail cargo transport company, with the most modern locomotives in Europe that guarantee the high quality and reliability of service. The company is successfully expanding its operations in Croatia and the region.

About us
What we do

ENERGY SUPPLY

NATURAL GAS
• group of companies under the PPD brand
• leader on the Croatian natural gas market
• present on the regional markets in Hungary, Bosnia and Herzegovina, Serbia and Slovenia

IMPORT, TRADE AND SUPPLY
• largest gas importer in Croatia
• well balanced portfolio of strong domestic and international partners
• international and domestic transport and storage capacities

DISTRIBUTION
• 600 km of gas pipelines
• 100% ownership of the network
• top condition with less than 0.2% operative loss

ESCO
• energy conservation upgrades for public sector buildings
• innovative ESCO solutions for industrial plants
• complete service, starting from the energy audit, to providing technological solutions, investment financing and energy

RENEWABLE ENERGY SOURCES

RETAIL
• household supply
• SME gas supply
• country-wide presence

6
www.enna.hr
**LOGISTICS**

- services for the development and support of ICT systems with special emphasis on the segment of infrastructure services
- the implementation of third-party business application solutions
- the development of in-house programming solutions

**TRADE**

- commodities trading

**ICT**

- services for the development and support of ICT systems with special emphasis on the segment of infrastructure services
- the implementation of third-party business application solutions
- the development of in-house programming solutions

**TRANSPORT**

- company operating in the cargo railway business
- utilizing Croatia’s favourable geographic position at the intersection of important Pan-European transport corridors
- providing organisation services for transport throughout Europe
- rolling stock with the most modern locomotives on European tracks guaranteeing top-quality reliable service

**PORT OF PLOČE**

- 25% shares
- on-going investments in infrastructure
2001: PPD is founded
2006: Liberalisation of the natural gas market
2008: We begin the import of natural gas and in doing so open up the Croatian market
2010: Croatian company ENNA becomes owner of PPD
2012: PPD's distribution network completed
• PPD Hungary is founded
• PPD ESCO is founded
• expansion into logistics with the acquisition of shares in the Port of Ploče and Adriatic Transport

2013
- ENNA Slovenia is founded

2014
- PPD Serbia and PPD BiH are founded

2015
- purchase of Siemens Vectron locomotives, the most modern locomotives in Europe
- the Foundation „Novo sutra” (A New Tomorrow) is established

2016
The group’s top management

**Pavao Vujnovac**
owner and president of the board of the Energia Naturalis Group

**Damir Spudić**
member of the board of ENNA and CFO

**Sabina Škrtić**
member of the board of ENNA in charge of corporate operations and business development

**Antonija Glavaš**
member of the board of PPD and executive director for import, trade and supply

**Marko Horvacki Zivalov**
member of the board of PPD and executive director for natural gas distribution

**Ivana Ivančić**
member of the board of PPD and executive director for import, trade and supply

**Gordana Jukić**
member of the board of PPD Business Users’ Supply and PPD for Households, executive director for business and home users supply

**Hrvoje Livaja**
executive director for logistics at Energia Naturalis

**Ivana Šibalić**
member of the board of PPD Information Systems and CEO of PPD Information Systems

**Tihomir Šibalić**
member of the board of PPD Information Systems and CEO of PPD Information Systems
Our recruitment policy and our relationship with our employees is founded on the principles of developing high-quality team relationships, while at the same time encouraging individual qualities and creativity on the part of employees.

We have brought together a young, driving, highly trained and highly motivated team made up of:

- 64% men and 36% women
- Almost 60% university trained employees, over 40% of whom are engineers
- The average age in the Energia Naturalis group is 36.
Basic principles of our business

- End-user satisfaction
- Adherence to strict safety norms and professional standards
- A high degree of professionalism with respect to operations
- Developing knowledge and human resources
- Adopting new technological solutions
The preservation of the environment is high on the list of priorities in our group, and this, together with the forging of secure long-term relationships with our partners, flexibility, accessibility and active investment into the community, represents one of the most fundamental principles guiding our operations. It is our belief that by doing business responsibly, we can bring about many positive changes that will bring about a healthier society and a cleaner planet. By investing in the education of our employees, in the state of the art technology and by promoting the sustainable use of resources in everyday activities, we are contributing to the long-term preservation of the environment and spreading the awareness of the importance of caring for a better tomorrow.

Our Energia Naturalis Group is not only involved with the import, sale and distribution of natural gas, but also with other traditional and renewable energy sources that we are especially focused on. In each of these segments we take care in creating safe and ecologically acceptable conditions for handling, distribution and transport, with the aim of removing even the slightest negative impact on the environment. Apart from dealing with energy supply, we are also specialised in carrying out ESCO energy efficiency projects, where we provide a broad spectrum of energy efficient solutions that not only provide exceptional savings, but also contribute to a major reduction of adverse effects on the environment.

Improving life is not just our slogan. It’s the way we think.
In order to be able to successfully invest in the community, we have created the „Novo sutra” (New Tomorrow) Foundation, a non-profit organisation devoted to making our society more successful, more educated and more humane.

**We believe that by working together we can make our surroundings a better place, where exceptional young people are provided with education without regard to their material status, where the gifted create, and the vulnerable and needy receive proper attention and are integrated into society.**

### 4 AREAS OF THE FOUNDATION’S ACTIVITY

- **SCHOLARSHIPS**
- **START UPS**
- **HUMANENESS**
- **HERITAGE**
The Energia Naturalis Group places great importance on teamwork, persistence, fair play and the effort and passion that is brought to everyday operations. This is why we are proud sponsors of success stories in sports. By providing support to sports teams, we invest in their programmes for children and the youth population so as to extend a sporting spirit to those who represent our future.

The Zagreb Handball Club was founded in 1922, and is one of the most successful teams in Europe, with 60 major trophies, making it the most successful Croatian team not only in handball but in all sports. PPD has continued to be a sponsor of the hockey team KHL Medveščak in the 2016/2017 season. PPD BiH is the proud sponsor of the Croatian Male Handball Club Zrinjski, the Croatian Basketball Club Zrinjski and the Croatian Football Club Zrinjski from Mostar.