



# USTDA Turkey Reverse Trade Mission FSRU Terminal Solutions

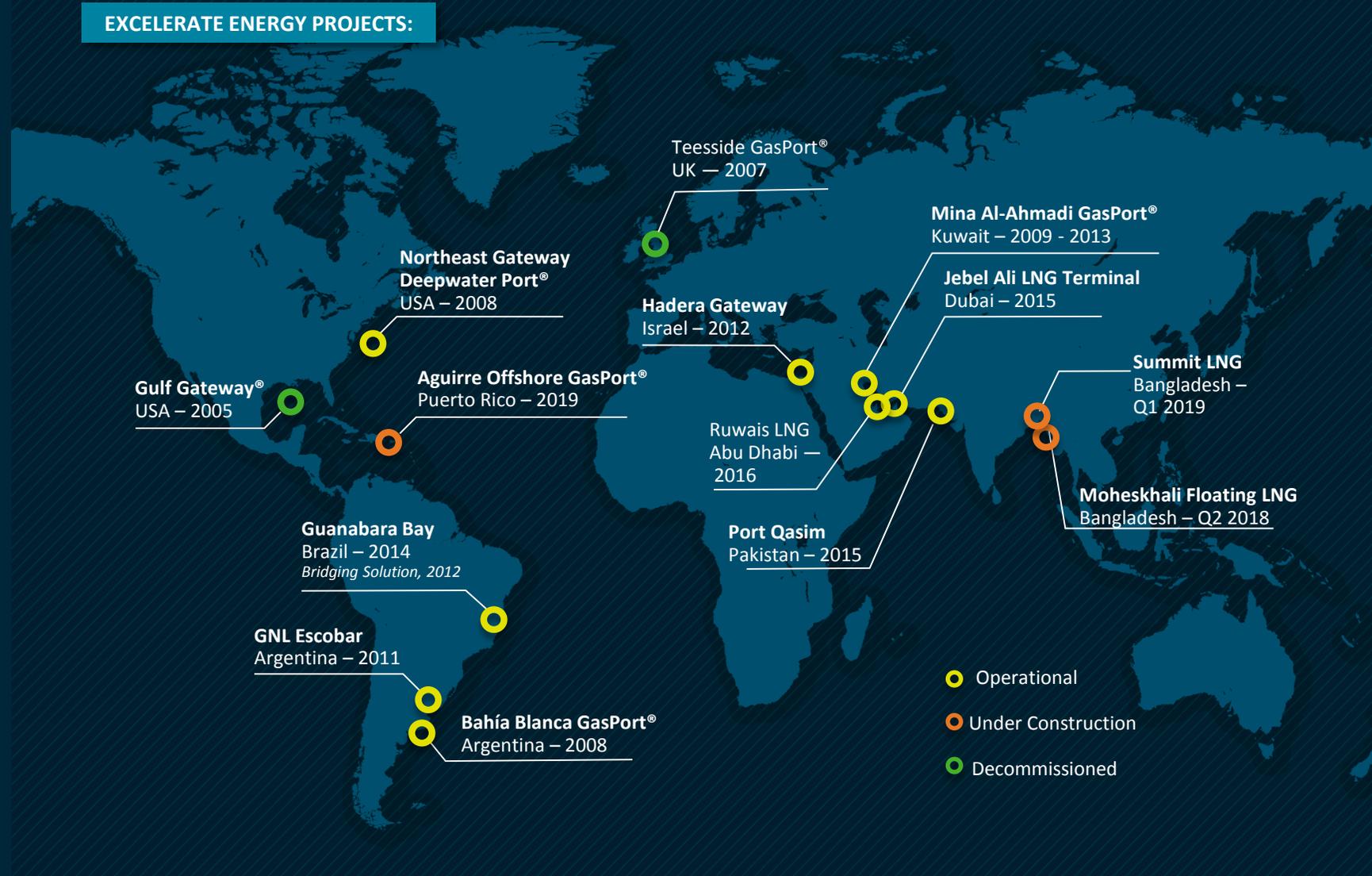
October, 2017

*excelerate*  
energy®  
ENERGY FAST FORWARD.™

# Who We Are:

- Pioneer and industry leader of floating LNG terminal solutions
- Owner and operator of largest fleet of FSRUs in the world, mooring systems, pipelines and related fixed infrastructure tailored to specific customer needs
- Developed and operated 11 floating regas terminals globally
- Over 30 cumulative years providing regasification services without a single day off-hire
- Over 1,200 STS transfers to date

## EXCELERATE ENERGY PROJECTS:

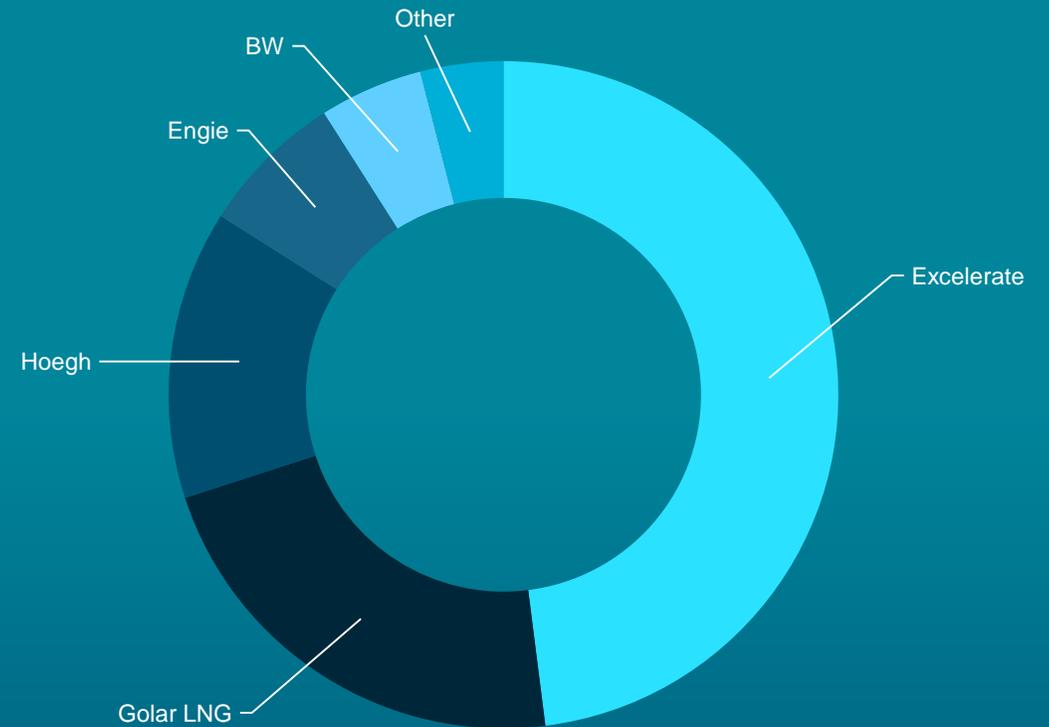


# Existing Assets – Largest FSRU Fleet

- Our large fleet offers redundancy, security of service and opportunities for bridging solutions
- All FSRUs are purpose-built
- Access to conventional, offshore and dockside regas terminals

VESSEL	DELIVERY DATE	CLASS	CAPACITY	PEAK SENDOUT
<i>Excalibur</i>	October 2002	LNGC	138,000 m <sup>3</sup>	–
<i>Excelsior</i>	January 2005	Excelsior	138,000 m <sup>3</sup>	690 MMscf/day
<i>Excellence</i>	May 2005	Excelsior	138,000 m <sup>3</sup>	690 MMscf/day
<i>Excelerate</i>	October 2006	Excelsior	138,000 m <sup>3</sup>	690 MMscf/day
<i>Explorer</i>	March 2008	Explorer	150,900 m <sup>3</sup>	1000 MMscf/day
<i>Express</i>	May 2009	Explorer	150,900 m <sup>3</sup>	690 MMscf/day
<i>Exquisite</i>	October 2009	Explorer	150,900 m <sup>3</sup>	745 MMscf/day
<i>Expedient</i>	April 2010	Explorer	150,900 m <sup>3</sup>	690 MMscf/day
<i>Exemplar</i>	September 2010	Explorer	150,900 m <sup>3</sup>	600 MMscf/day
<i>Experience</i>	May 2014	Experience	173,400 m <sup>3</sup>	1200 MMscf/day

## EXCELERATE MARKET SHARE



# Market leader in floating LNG solutions.

Excelerate Energy is the recognized industry leader and have delivered more floating LNG solutions – on time and on budget – than any other provider.



# FSRU Advantages

## COST EFFECTIVE

- A floating regasification solution is more cost effective than a traditional land-based solution

## MINIMAL FOOTPRINT

- Requires less land use, and can be located in areas where a land-based facility isn't viable

## TIME EFFICIENT

- A floating solution can be implemented in 1-3 years vs. land-based in 4-6 years

## EXCELERATE'S FSRU EXPERIENCE

- Reduced design time
- Quick identification of long-lead items
- Rapid identification of project risks
- Accurate cost estimates
- Uninterrupted gas supply – zero off-hire days

# Gas Delivery

- FSRU discharges high-pressure natural gas to shore via pipeline
- **GasPort:** Gas is discharged via high-pressure gas offloading arm
  - No cryogenic piping required on jetty
- **Gateway:** Gas is discharged through a subsea buoy linked to a subsea pipeline
- Wide range of throughput available – from 50 MMcf/d to over 1 BCF



# LNG Delivery

- LNG carriers moor alongside the FSRU to deliver cargos
  - Compatible with various LNG carriers
  - Partial loads accepted
  - FSRU can continue to regas while loading LNG



# LNG Ship-To-Ship (STS) Transfer





# Mooring Options: GasPort

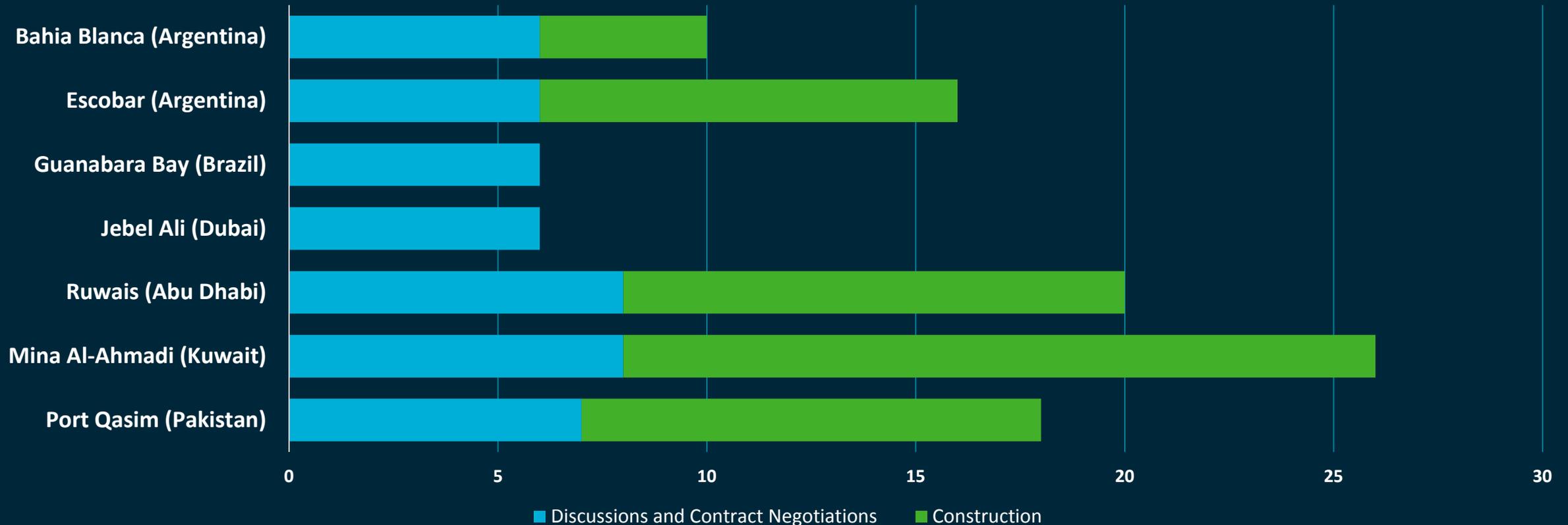
- Based on a submerged turret design, serving as both mooring and conduit for the flow of natural gas
- Ideal solution for sensitive or constrained areas, yet can withstand offshore conditions
- Capable of both shallow and deep water deployments



# Mooring Options: Gateway

# Rapid Time to Market

## PROJECT TIMELINES (MONTHS)



*Typical project timeline is roughly 12 months from investment decision to operation – depending on specific characteristics and infrastructure requirements*

# Excelerate's Services - Unlocking Value



- Excelerate delivers comprehensive energy solutions, rather than a purely chartering model
- In addition to the FSRU, the design of fixed infrastructure and project structure play critical factors
- Project solutions are tailored to meet the specific requirements of the markets and customers we develop
- With this unique expertise, Excelerate can execute projects across a broad spectrum



# Bahía Blanca GasPort®

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2008	Argentina	Integrated Project Team, Commissioning Operator Training	FSRU, HP Gas Arm Control System	YPF	500 MMscf/d



# Bahía Blanca GasPort®



# GNL Escobar

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2011	Argentina	Strategic Partner, Commissioning, Operator Training	FSRU, HP Gas Arm Control System	ENARSA / YPF	500 MMscf/d



# Teesside GasPort®

START UP:	DECOMMISSIONED:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2005	2015	UK	EPC, Commissioning, Operator	FSRU, HP Gas Arm, Nitrogen Blending	Excelerate	400 MMscf/d



# Engro Elengy Terminal

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2015	Pakistan	Strategic Partner, Design, Supply of Strategic Components, Commissioning, Operator	151K FSRU	Engro Corporation	630 MMscf/d



# Jebel Ali LNG

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2015	Dubai	Strategic Partner, FSRU Upgrade, Commissioning. Provided bridging FSRU in 2015.	151K FSRU	DUSUP	800 MMscf/d



# Ruwais LNG Terminal

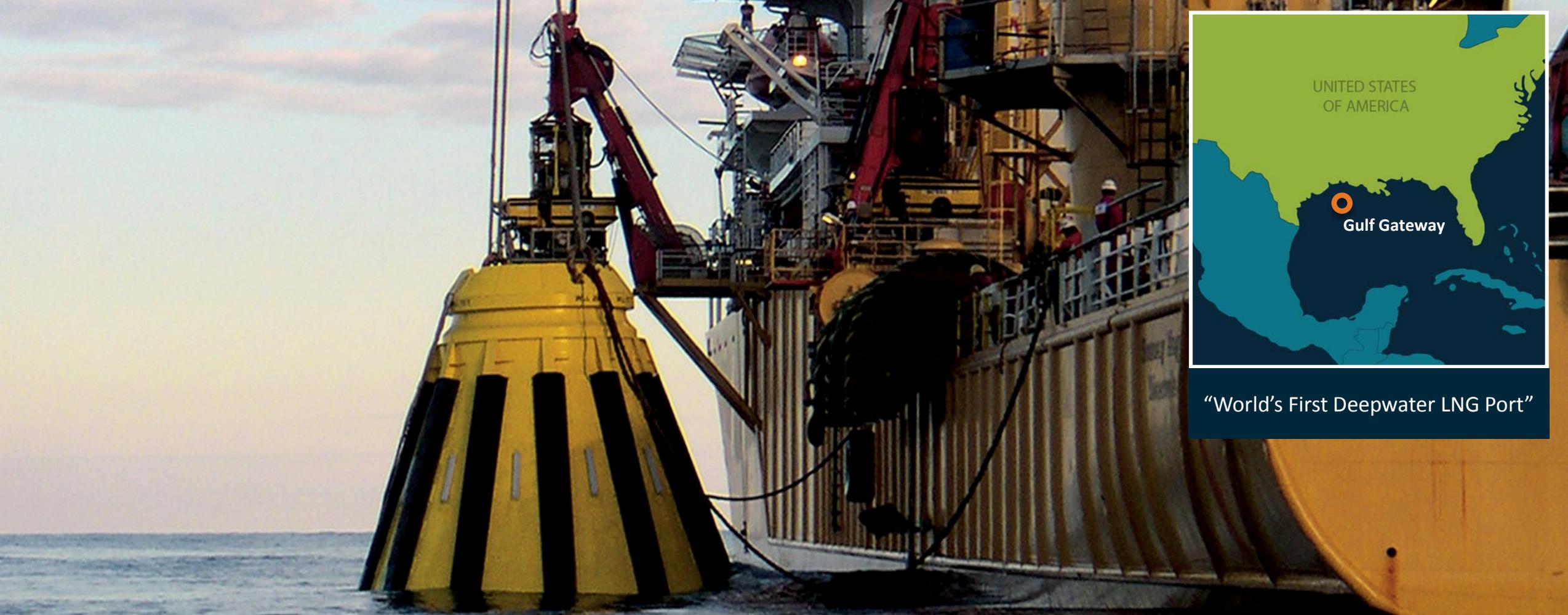
START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2016	Abu Dhabi	Full EPC, Commissioning, Operator Training, Terminal Operations	138K FSRU, HP Gas Arm, Control System	GASCO	500 MMscf/d



Aguirre Offshore GasPort

# Aguirre Offshore GasPort®

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2019	Puerto Rico	Owner & Permitting, EPC with Cost Pass-Through, Commissioning	HP Gas Arm, Control & Transfer Systems, Sea Island Infrastructure	Puerto Rico Power Authority (PREPA)	400 MMscf/d



“World’s First Deepwater LNG Port”

# Gulf Gateway®

START UP:	DECOMMISSIONED:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2005	2012	USA	EPC, Commissioning, Operator	FSRU, Buoy	Excelerate	500 MMscf/d



“First LNG Facility on the US East Coast in 30 Years”

# Northeast Gateway®

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2008	USA	EPC, Commissioning, Operator	FSRU, Buoy	Excelerate	600 MMscf/d



# Hadera Gateway

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2012	Israel	Consulting Services	FSRU, STL Buoy	Israel Electric Corporation Israel Natural Gas Lines	500 MMscf/d



# Moheshkhali Floating LNG

START UP:	COUNTRY:	PROJECT ROLE:	KEY TECHNOLOGY:	COUNTERPARTY:	BASELOAD CAPACITY:
2018	Bangladesh	Owner & Permitting, EPC with Cost Pass-Through, Commissioning	STL Buoy, Control & Transfer Systems	Petrobangla	500 MMscf/d

MLNG is the world's first fully integrated turnkey FLNG terminal, all services will be provided under a single contract by a single provider -

Excelerate Energy



STS TRANSFER OF LNG

FSRU

PORT SERVICES

SUBSEA PIPELINE



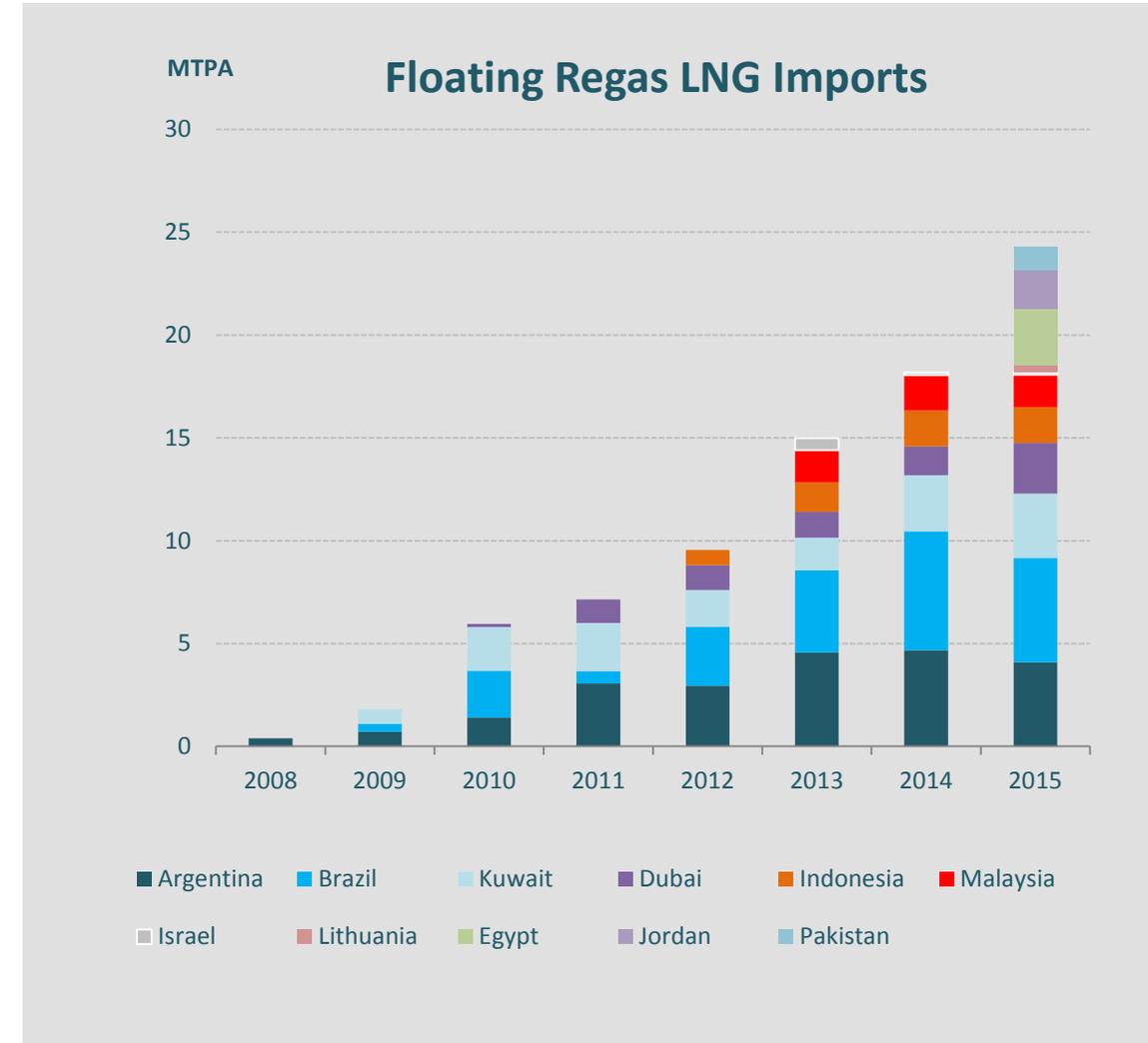
# Excelerate Energy Commercial Activities

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- Existing track record underpinned by strong, global relationships
  - Over 6 mtpa of executed LNG transactions over more than 10 years
  - 70+ Master Sales & Purchase Agreements with key market participants
  - Contractual framework for long-term FOB, DES and tolling structures
- Commercial solutions designed to meet customers needs
  - Excelerate does not have “equity LNG” and can therefore offer optimal pricing and sourcing flexibility
    - Removes a natural conflict of interest in trying to place uncontracted volumes
  - Intent is to develop an LNG procurement strategy that is aligned with customers goals
  - Ability to provide commercial transparency

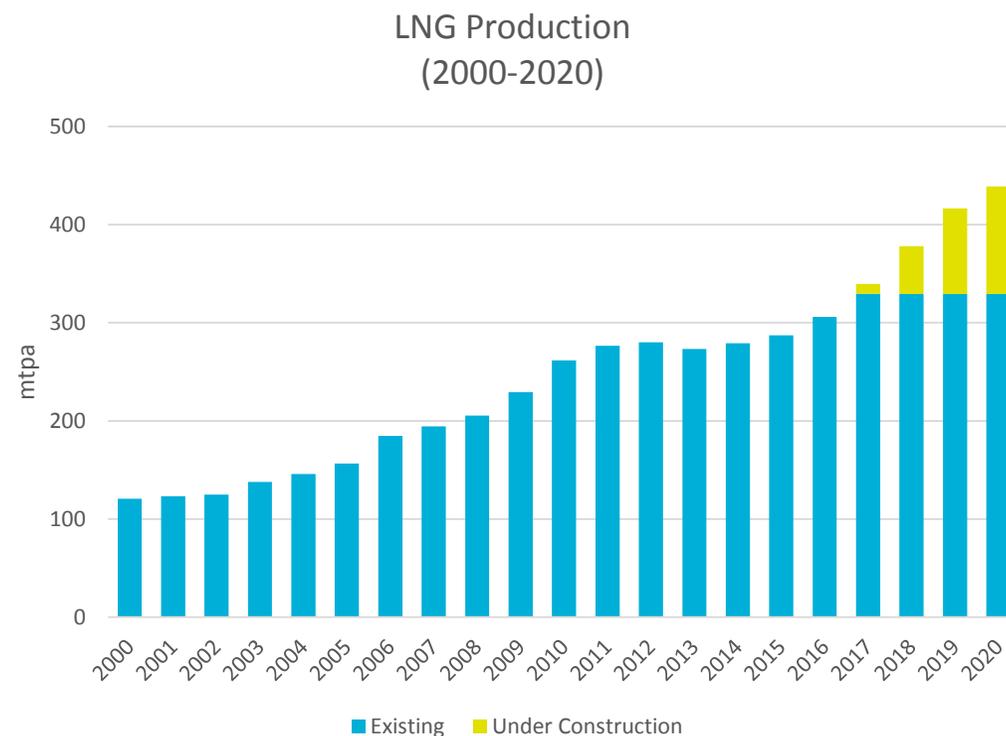
# Floating Regasification Market

- Large and growing interest in floating regas
  - Floating regasification is a mainstay solution
  - The number of countries importing LNG has doubled since 2004 from 14 to 35 in 2015
  - LNG imports to floating LNG Import terminals reached 24 MMt in 2015 from 6 MMt in 2010
  - Approximately 30 new projects have been announced worldwide, with more on the way
- High degree of confidence in the market that floating regas will continue to grow
  - Cost and timing advantages of floating versus land-based continue to increase
  - Lower capital cost/short time to market allows energy demands to be met sooner
  - Technology is safe and reliable



# LNG Market Fundamentals

- Supply outpacing demand
  - LNG market likely to be oversupplied over next 3-5 years
  - Approximately 100 mtpa of new production expected online by 2020
  - Traditional LNG markets (Japan, Korea) still important large volumes, but have limited new demand
  - Significant increase in flexible/divertible volumes
- Shift to buyer's market presents attractive opportunities
  - Sellers are having to move away from traditional long-term ToP structures
  - Security of supply is no longer a paramount concern
  - Deals structures becoming more competitive with increased flexibility on volumes, tenor and pricing



# Trading Relationships

## Counterparties Traded With



## Counterparties with existing MSPAs



## Notable Events



# Chartering Relationships

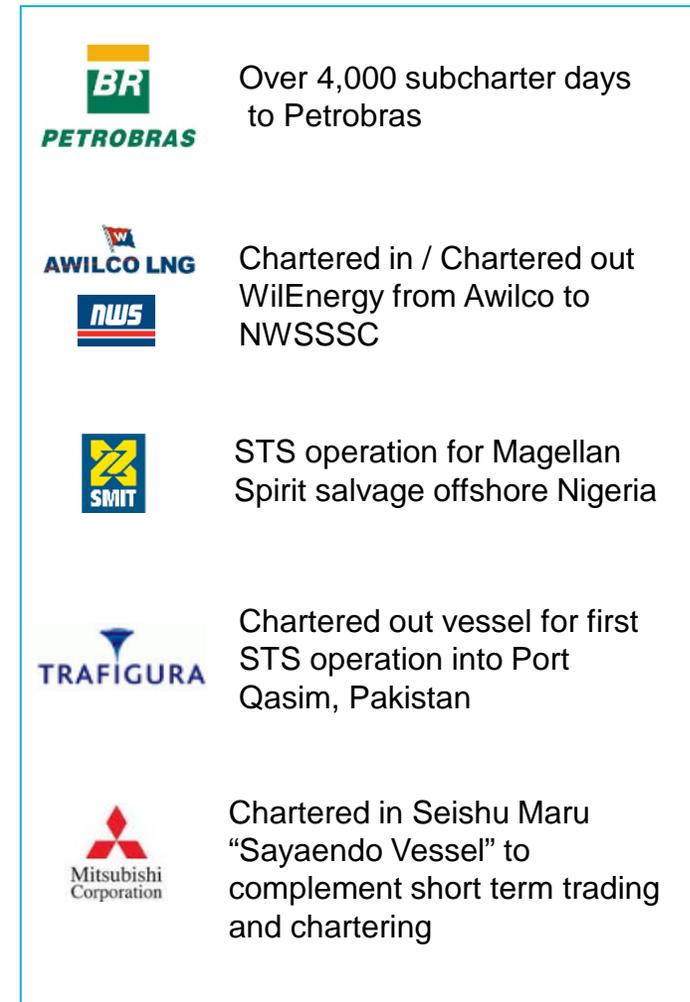
## Counterparties with < 200 days TC



## Counterparties with > 200 days TC

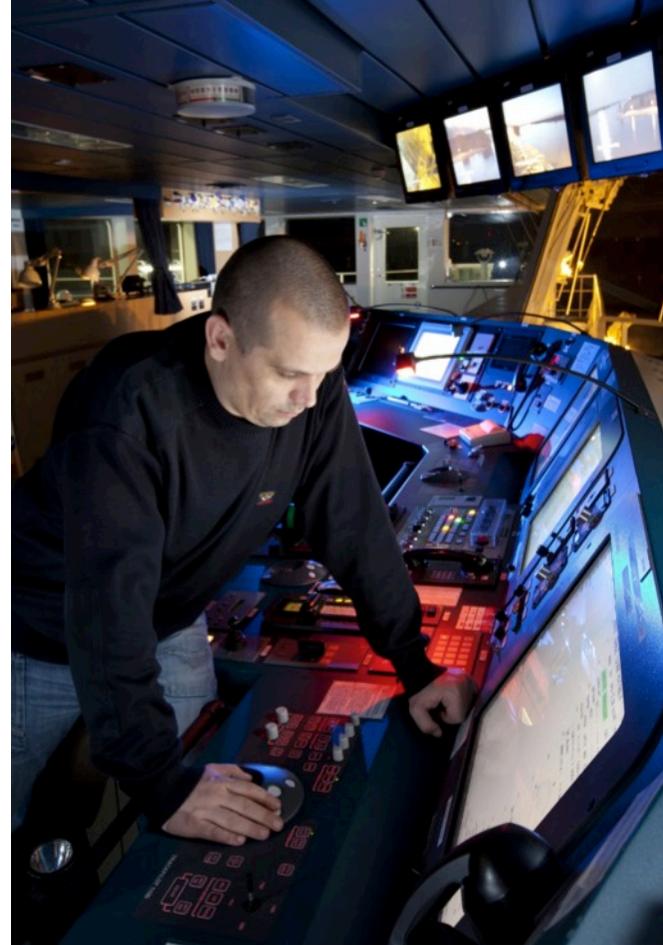


## Notable Events

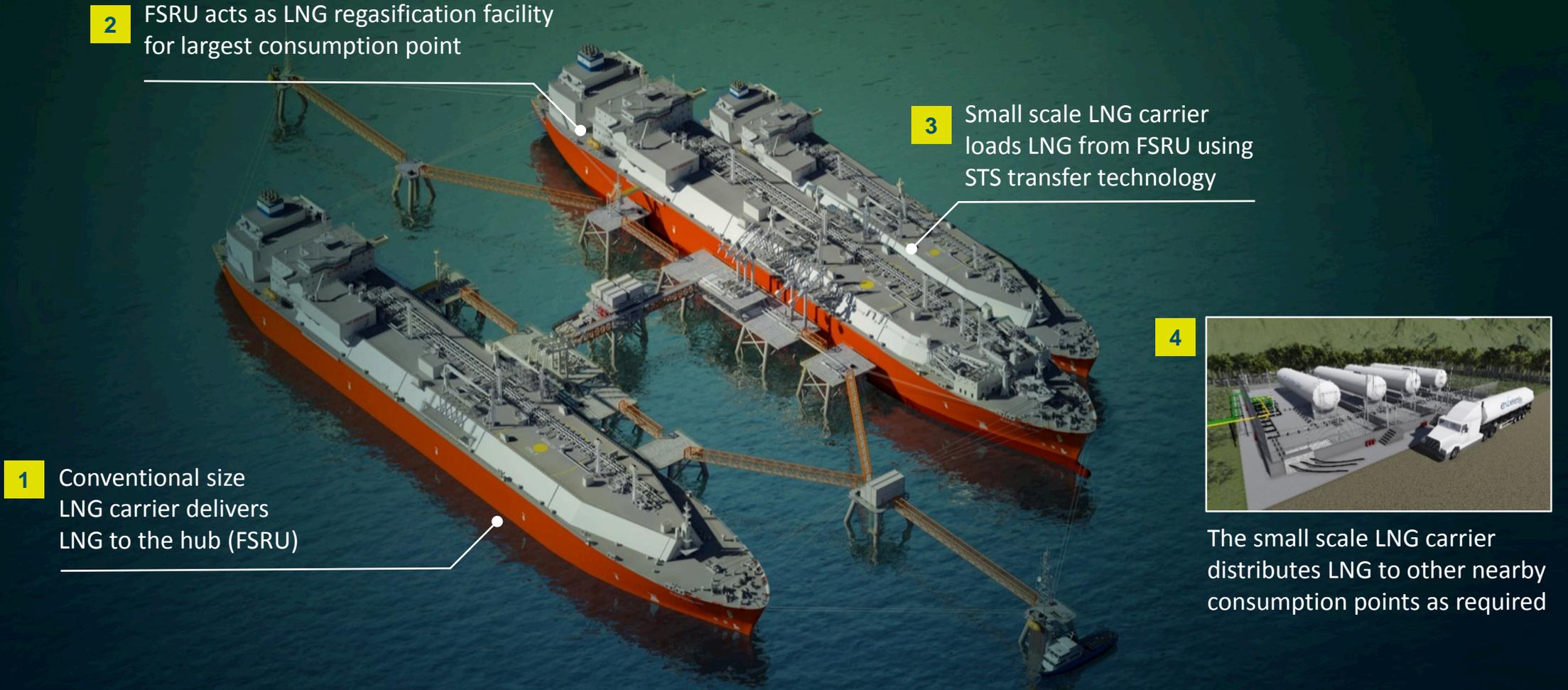


# Integration & Operation

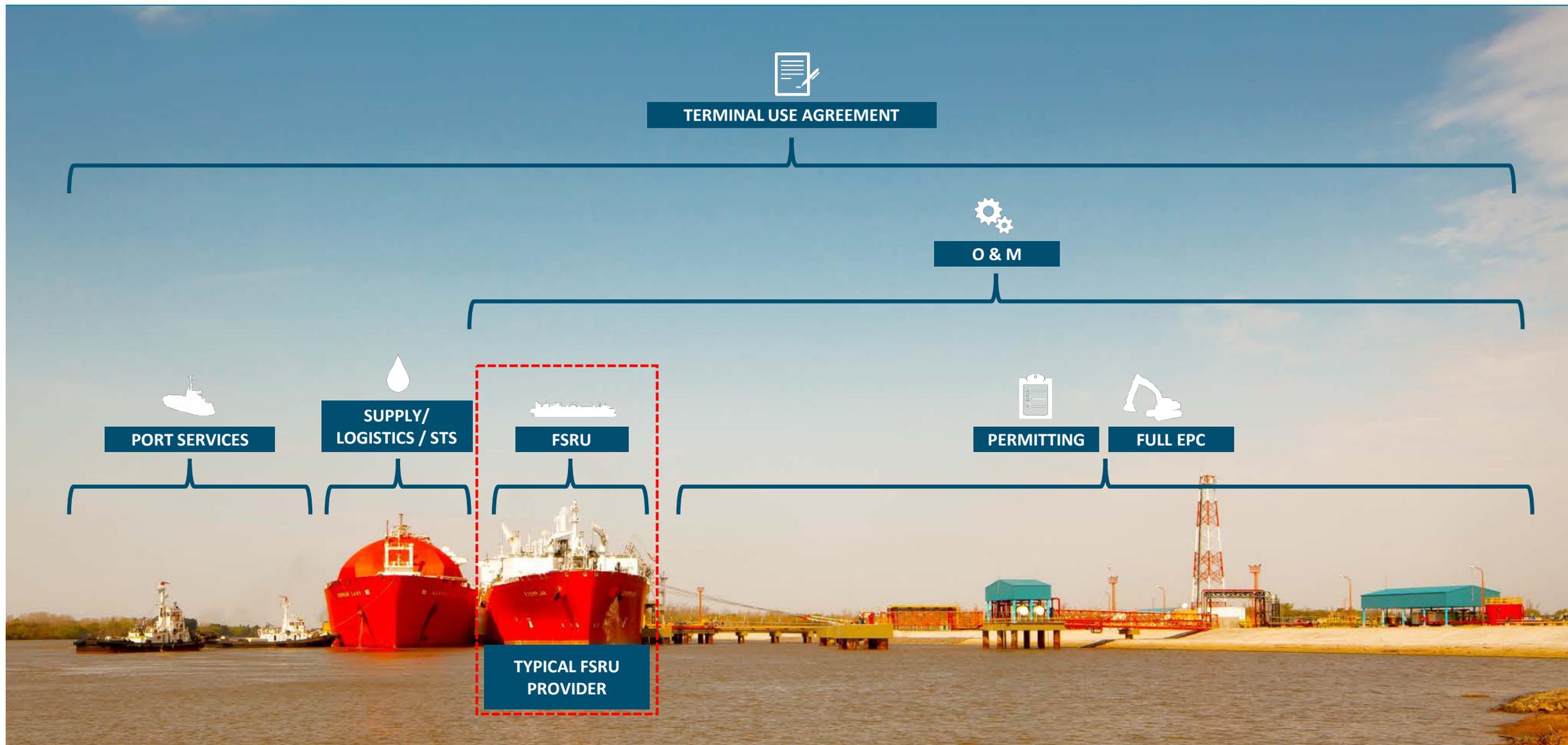
- Excelerate Energy has accumulated substantial expertise in floating LNG system integration and operation
- By detailed planning and management we achieve availability rates as high as 100%
- Facilities are manned 24/7 with specialized personnel



# Full Scalability: Small Scale LNG Solutions



# The Excelerate Energy Offering





*accelerate*  
energy®

ENERGY FAST FORWARD.™