



# Investor Meetings May/June 2016

Innovation: Our Source of Energy

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# SUMMARY



## Industry leader within LNG and LPG shipping

- Innovator and world market leader in floating liquefaction (FLNG) and floating regasification (FSRU)
- World class reference in LPG shipping with blue-chip customers

## Strong cash flow visibility

- LNG fleet has an average remaining firm charter duration of ~10 years
- Solid contract portfolio in LPG adds support in what is expected to be a more challenging market the coming years

## Solid counterparties and partners

- Strong relationships with the world's leading shipping banks, operators and owners
- Solid customer relationships with returning customers

## Opportunities for significant future growth

- Transforming from pure shipping to a provider of infrastructure assets with strong growth potential and high returns
- Positive view on LNG shipping as global LNG volumes expected to double by 2030
- FSRU to benefit from the massive wave of new LNG production

# EXMAR AT A GLANCE



## Overview

- **Leading provider of marine logistics solutions within the global oil and natural gas industry**
  - LNG transportation, storage, liquefaction and regasification, LPG and ammonia transportation and Offshore
  - In business for over 30 years
  - Listed on NYSE Euronext (ticker: EXM)
- **Distinguished track record of innovation**
  - World's 1st floating regasification vessel (FSRU)
  - World's 1st ship-to-ship transfer (STS)
  - Building world's 1st floating liquefaction barge (FLNG)
- **Successful and innovative maritime and offshore asset management with EXMAR SHIPMANAGEMENT (a wholly owned subsidiary)**
  - Specialized and quality ship management & related services to asset owners
  - Unique Crewing and Technical Management expertise

## Key management



### Nicolas Saverys, CEO & Director of EXMAR

- Over 30 years of experience in marine transportation
- Founder of EXMAR, having led significant innovations in the LNG industry
- Majority shareholder with ~46% ownership



### Patrick De Brabandere, COO & Director of EXMAR

- Over 28 years of experience in marine transportation
- Appointed Director & CFO of EXMAR in 2003 following split of CMB and EXMAR – served as CFO from 2003 to 2008



### Miguel de Potter, CFO of EXMAR

- Eight years of experience in marine transportation
- Served as CFO since 2011; previous experience in structured finance and investment and corporate banking



# EXMAR AT A GLANCE

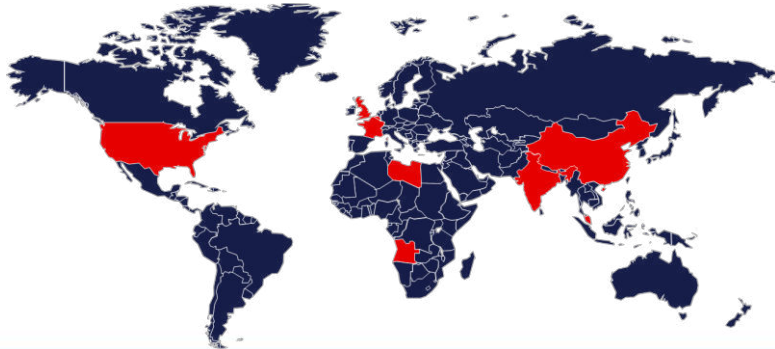


## Key metrics (proportional consolidation)

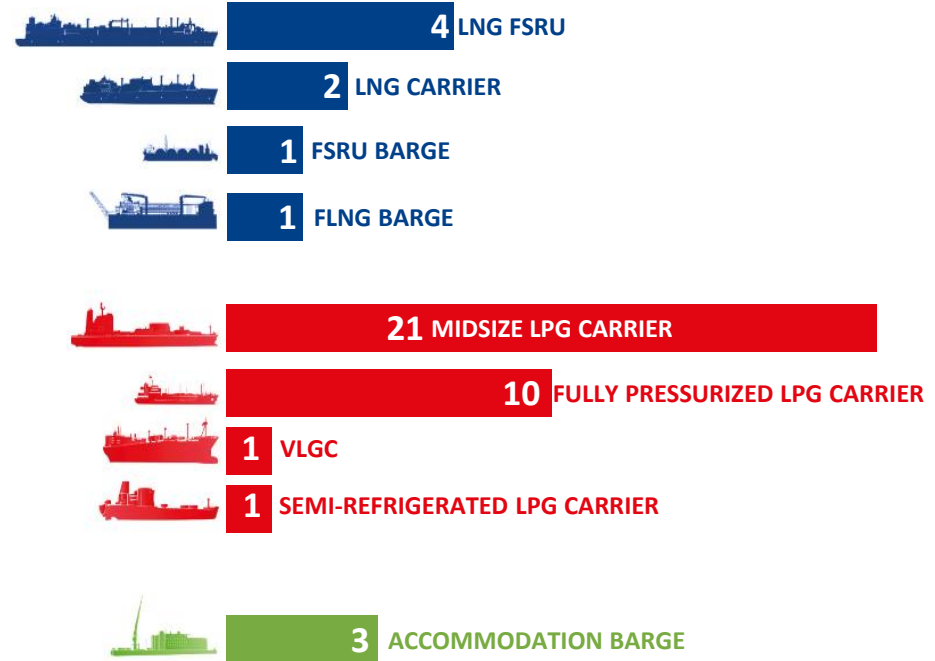
- Market capitalization: EUR ~430m
- Revenue (2015): USD 315m
- EBITDA (2015): USD 99m\*
- Total assets (2015): USD 1,276m
- Equity ratio (2015): 32%
- Net Debt / EBITDA (2015): 4.8x
- Employees (2015): 1,901

\* See slide 37 for further details

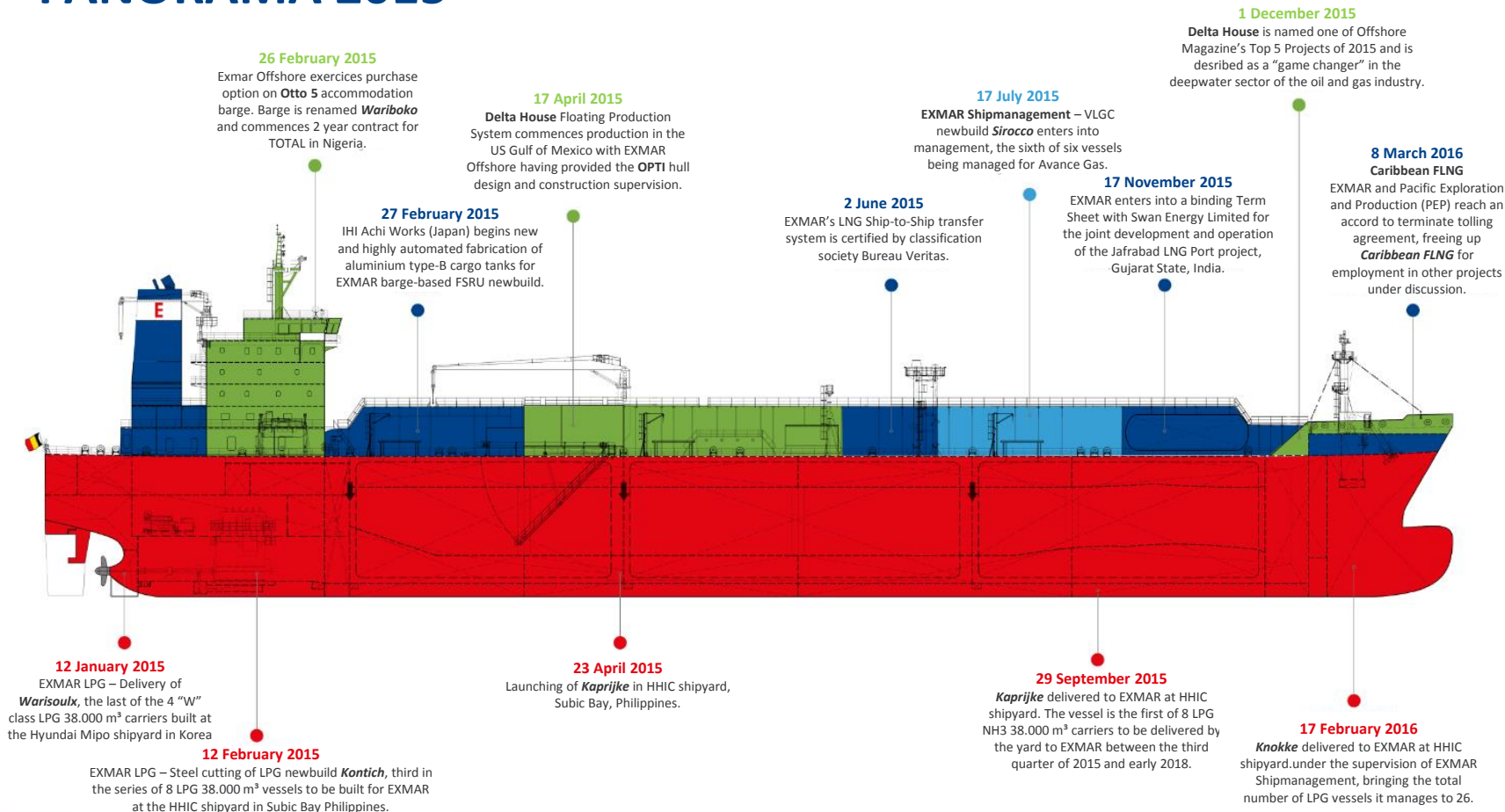
## Worldwide Offices



## Fleet list (owned vessels)



# PANORAMA 2015



## Over 185 years of experience in marine industries

**1829** - Boel Shipyard  
close to Antwerp



**2002** - Delivery of  
138,000 m<sup>3</sup> LNGC  
"Excalibur"



**2005** - Delivery of first  
LNG regas vessel  
"Excelsior"



**2008** - Start FLNG  
developments



**2016** - World's first FLNG  
terminal



**1978** - Construction  
130,000 m<sup>3</sup> LNGC  
"Methania"



**2003** - Delivery FPSO  
"Farwah" Total Libya



**2006** - First offshore LNG  
STS transfer solution



**2011** - Delivery FPO  
"OPTI-EX" LLOG USA



**2017** - World's first barge  
based FPSRU

# COMPANY PROFILE AND STRATEGY



## Strategy

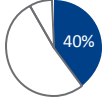
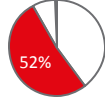

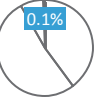




- Provider of industrial marine and energy logistics solutions for transport, regasification and liquefaction within the oil and gas industry
- Transitioning from pure shipping to a provider of a full value chain of infrastructure and integrated logistics to address the industry's need for competitive energy solutions
- Create value by balancing long- and short term operations to counteract volatility in the freight market

LNG	LPG	Offshore
<ul style="list-style-type: none"><li>▪ Being a full service provider within the LNG value chain</li><li>▪ Bring LNG as a competitive and green alternative to coal and oil to the market</li><li>▪ Maintain a leading position to provide floating LNG infrastructure solutions</li></ul>	<ul style="list-style-type: none"><li>▪ Strengthen EXMAR's already substantial commercial portfolio in the midsize segment and stay ahead of the upcoming amendments in environmental legislation</li><li>▪ Looking actively at all ancillary gas transportation sector (ethane, etc.)</li></ul>	<ul style="list-style-type: none"><li>▪ Develop projects along the E&amp;P value chain with specific focus on offshore floating operations</li><li>▪ Capitalize on the growing Floating Production and Storage Unit market</li></ul>



# EXMAR BUSINESS OVERVIEW



	LNG	LPG / NH <sub>3</sub>	Offshore	Services
EBITDA by segment (2015)				
Overview / business approach	<ul style="list-style-type: none"> <li>LNG transportation, liquefaction, storage and regasification</li> <li>Customized service with significant added value</li> <li>Long-term time-charter contracts of 10+ years</li> <li>Limited opex exposure</li> <li>1<sup>st</sup> class in-house technical management and crewing</li> </ul>	<ul style="list-style-type: none"> <li>Niche position in LPG, chemical gases and ammonia transportation</li> <li>Long-term relationships with blue-chip customers</li> <li>Balance between TC, COA and spot commitments</li> <li>1<sup>st</sup> class in-house technical management and crewing</li> <li>Established 50/50 JV with Teekay LNG to focus on midsize gas carriers</li> </ul>	<ul style="list-style-type: none"> <li>Provides innovative solutions in the field of offshore oil &amp; gas production</li> <li>Cost effective approach with standardized design &amp; engineering</li> <li>Large geographical coverage, with a focus on Gulf of Mexico and West Africa</li> </ul>	<ul style="list-style-type: none"> <li>In-house engineering departments in Antwerp, Houston and Paris with in-house ship management offices in Antwerp and Singapore</li> <li>Provides management services for a multitude of blue-chip clients</li> </ul>
No. vessels (owned / managed only)	8* / 9	33** / 6	3 / 0	n/a
Key customers				

\* incl. 1 FLNG barge and 1 FSRU barge under construction

\*\*Incl. 6 LPG Midsize vessels under construction

# EXMAR AROUND THE WORLD

UNITED STATES OF AMERICA

Area 69

Boston

Houston

Gulf of Mexico

Puerto Rico (2016)

BRAZIL

Guanabara Bay

ARGENTINA

Escobar

Bahia Blanca

UNITED KINGDOM

Teeside

London

BELGIUM

FRANCE

ITALY

Limassol

CYPRUS

LIBYA

Hadra

ISRAEL

Dubai

PAKISTAN

Mumbai

INDIA

Singapore

China

Shanghai

Hong Kong

Europe

257

Antwerp

Paris

Livorno

CYPRUS

Area 17

Area 1

ANGOLA

Luanda

Excelvior

Headquarter

Offices

Branches

Regas Operation

Accommodation Barge

Employees

Excelvior

Excelvior

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**EXMAR LNG -**  
**Creating value through the LNG value chain**

# EXMAR LNG SHIPPING & LNG INFRASTRUCTURE



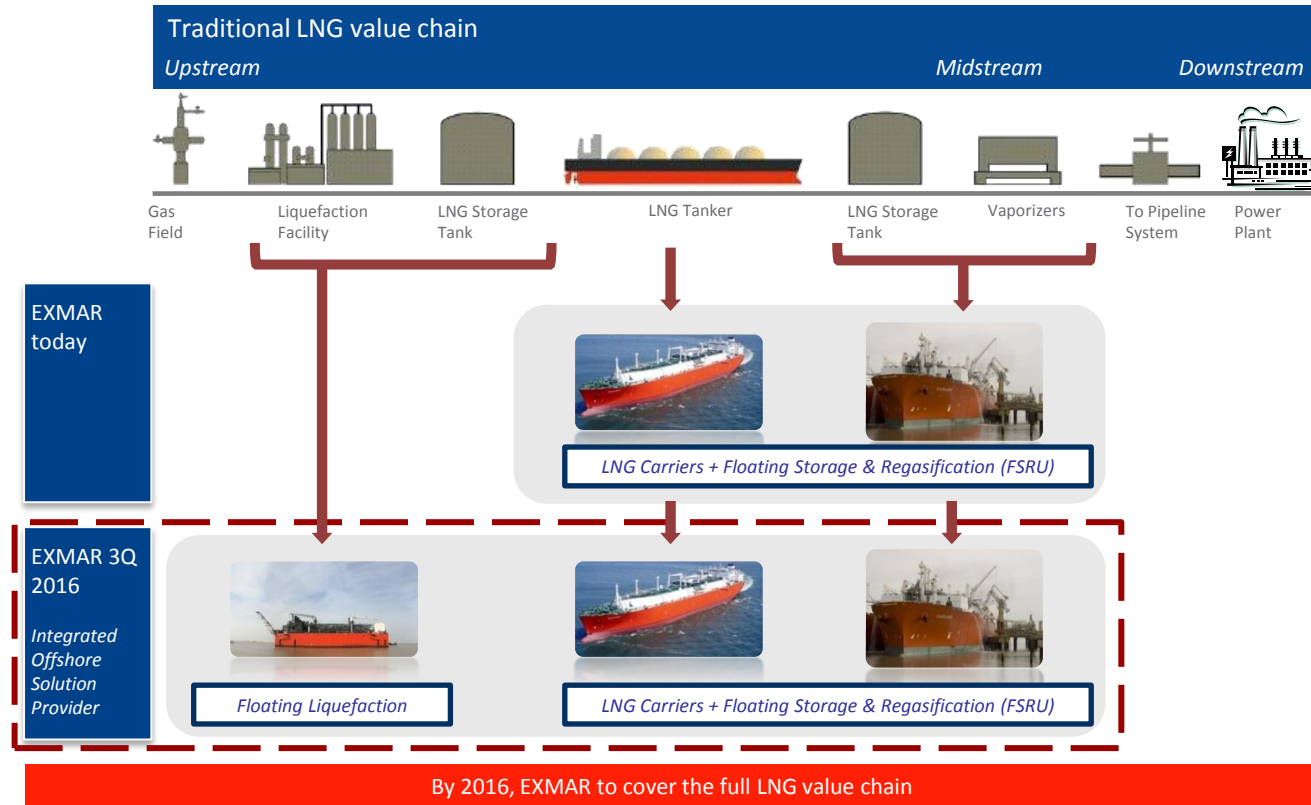
## Business approach

- Customized service with significant added value
- Investments with long-term time-charter contracts
- Limited or no OPEX exposure
- In-house management and crewing services
- Niche market - small scale infrastructure projects
- Strong JV Partners in Excelerate and Teekay LNG Partners

## Clients



# INNOVATING ALONG THE LNG VALUE CHAIN





# LNG ASSET OVERVIEW EXMAR



## Commitment overview of a diverse and high-quality portfolio

ASSET	TYPE	DELIVERY	CAPACITY (M³)	PRODUCTION CAPACITY	OWNER-SHIP	2015	2020	2025	2030	2035
<b>FLNGs</b>										
Caribbean FLNG	FLNG	2016	16,100	0.5 MTPA	100%					
FLNG barge #1	FLNG	2018 [Option]	20,000	0.6 MTPA	100%					
<b>FSRUs</b>										
Excelsior	FSRU	2005	138,000	600 mm cu ft. gas	50%					
Excelerate	FSRU	2006	138,000	600 mm cu ft. gas	50%					
Explorer	FSRU	2008	150,900	600 mm cu ft. gas	50%					
Express	FSRU	2009	150,900	600 mm cu ft. gas	50%					
FSRU barge #1	FSRU	Q1 2017	150,900	600 mm cu ft. gas	100%					
<b>LNGCs</b>										
Excalibur	LNG/C	2002	138,000	n.a.	50%					
Excel	LNG/C	2003	138,000	n.a.	50%					

UNDER CONSTRUCTION 
 CHARTERED 
 MIN REVENUE UNDERTAKING WITH FIRST CLASS COUNTERPART 
 OPTION 
 UNCOMMITTED

- Private U.S. based, leading developer of LNG transportation, storage and regasification infrastructure as well as a trader of LNG
- 100% owned by George B. Kaiser (#53 on the Forbes 400 list), the principal owner of the Kaiser-Francis Oil Company, one of the largest private energy producers in the United States
- Heavily involved in various activities in the oil and gas sector, including:
  - Upstream exploration
  - Gas marketing
  - Oil field services
  - Contract drilling
- EXMAR Shipmanagement currently manages all of Excelsior Energy's vessels
- Excelsior Energy currently has no financial debt

## Excelsior Energy's vessel portfolio

Vessel	Type	Built	Capacity (m <sup>3</sup> )	Owner
Excelsior	LNG/C	2002	138,000	Exmar / TK LNG Partners
Excelsior	LNGRV	2005	138,000	Exmar / TK LNG Partners
Excelsior	LNGRV	2005	138,000	Maya Maritime (GBK)
Excelsior	LNGRV	2006	138,000	Exmar / Excelsior
Explorer	LNGRV	2008	150,900	Exmar / Excelsior
Express	LNGRV	2009	150,900	Exmar / Excelsior
Exquisite	LNGRV	2009	150,900	Excelsior
Expedient	LNGRV	2010	150,900	Excelsior
Exemplar	LNGRV	2010	150,900	Excelsior
Experience	LNGRV	2014	173,400	Excelsior / Petrobras

- Most of the fleet is employed on long-term regasification contracts with solid counterparties



# EXMAR AND FLOATING REGASIFICATION

## Established player always working on innovative solutions

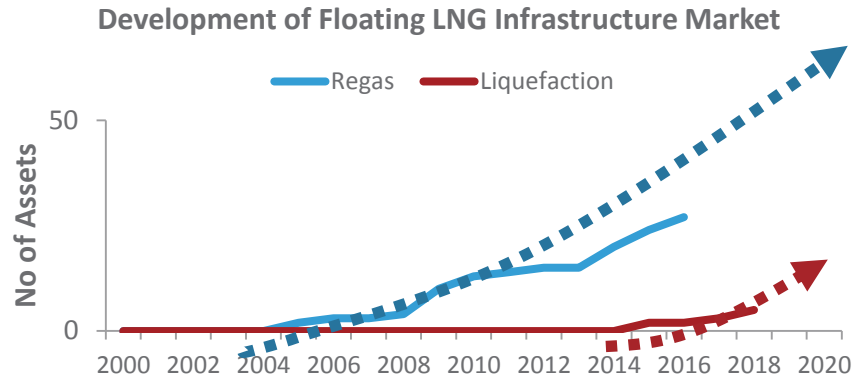
- Pioneered floating regasification solutions, introduced world's first FSRU in 2005
- Currently operating 10 FSRUs
- 1 barge-based FSRU under construction, still commercially available
- Unrivalled track record



# FLOATING LNG INFRASTRUCTURE

## First mover advantage in a growing market

- It took some years before floating regasification (“FSRU”) really took off
- Floating liquefaction (“FLNG”) is only just starting and market prospects are promising



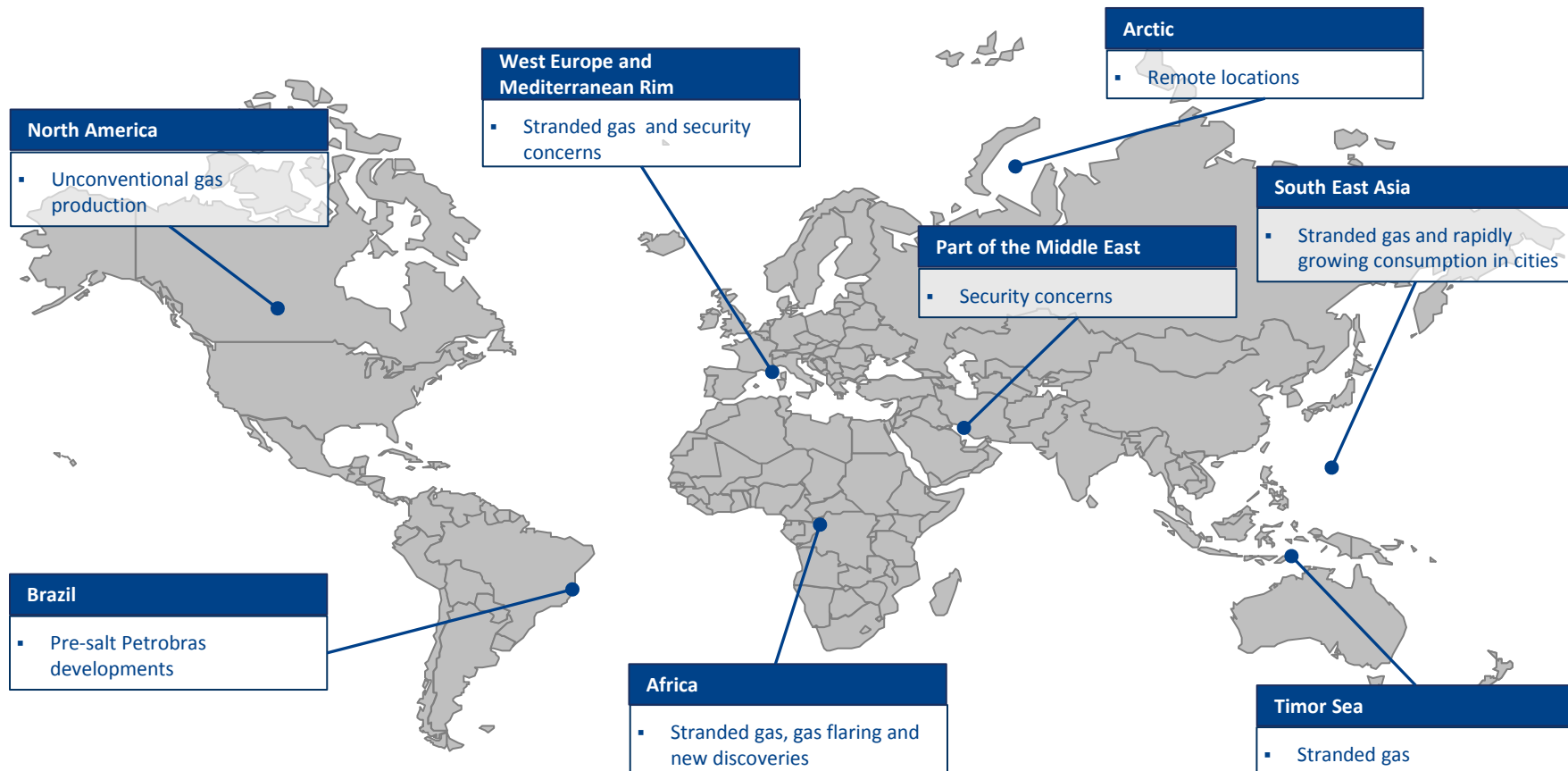
Source: EXMAR data

### EXMAR Liquefaction Solution

- 1 FLNG on order and 1 option
- Supporting several O&G companies and project developers:
  - Studies and technical support in different stages of development
  - Joint development as FLNG Project Partners
  - Develop flexible solutions, tailored to the client/partner's needs (size, process, mooring, ....)



# FLNG – a promising market



Source: Douglas-Westwood, Pareto Securities Equity Research



# THE WORLD'S FIRST FLNG DEVELOPED BY EXMAR



## Caribbean FLNG project

- EXMAR to build, operate and maintain the world's first Floating LNG ("FLNG") unit
  - Commissioning to start Q2-2016 in the People's Republic of China
  - Financing secured from ICBC
- Alternative locations / projects being actively pursued
- FLNG is cheap, fast and flexible way to monetize gas reserves

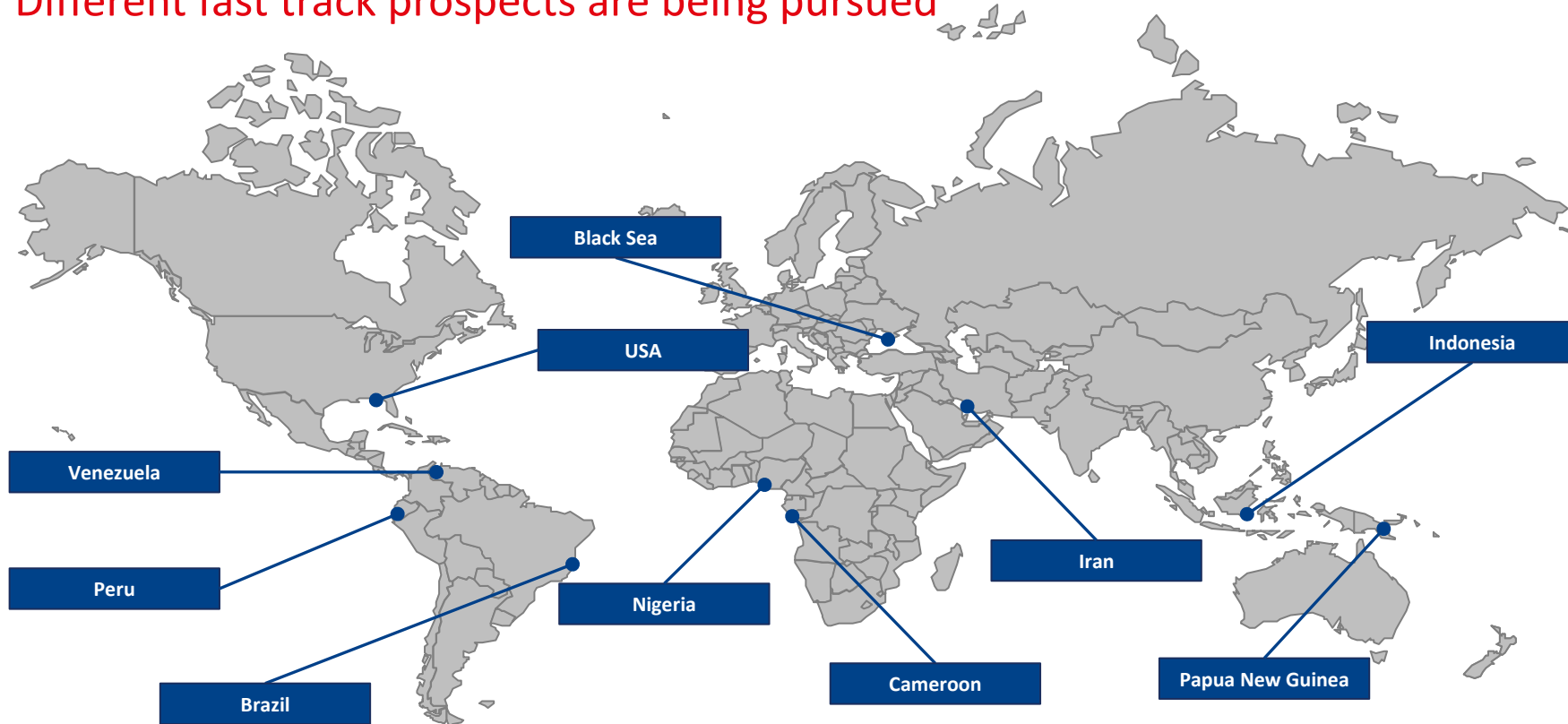


- Export capacity: 0.5 MMt per year
- Storage: 16,100 m<sup>3</sup>
- Black & Veatch PRICO® technology
- EXMAR's proven STS transfer technology



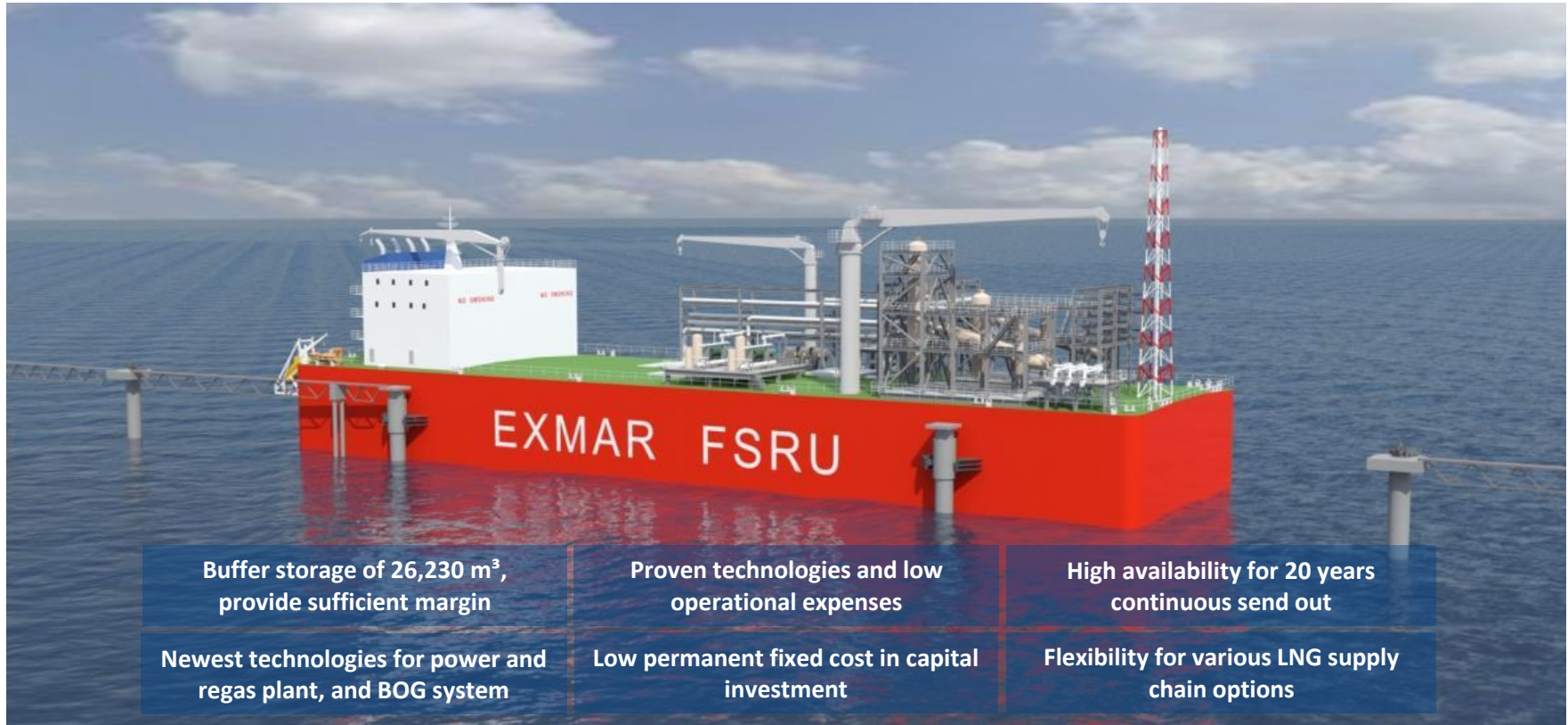
# Caribbean FLNG employment leads

Different fast track prospects are being pursued



# FSRU BARGE ON A STAND ALONE BASIS

Already under construction, cost efficient and tailored



# JAFRABAD LNG PORT PROJECT (SWAN LNG)

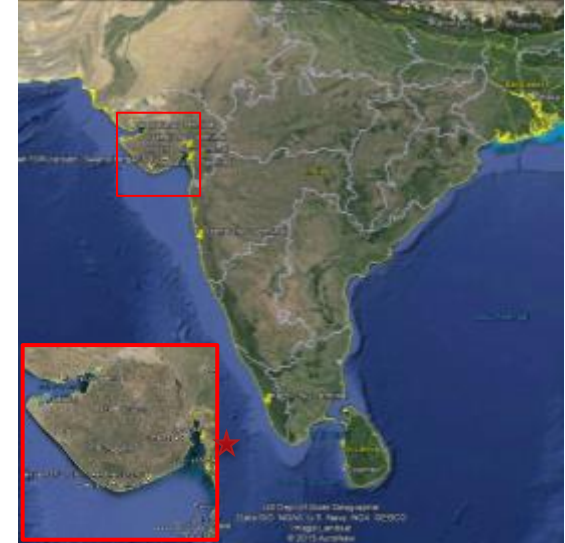


Swan LNG



## Project presentation

- Partnership on equal basis between SWAN Energy Limited and EXMAR
- Site selection
  - Proximity to the natural gas market (Gujarat, New Delhi and North of India)
  - Lower pipeline cost to reach the prime market (compared to Dahej and Hazira)
  - Short connection to the grid (6 km to the existing pipeline grid)
  - Proximity to LNG supply (Qatar, Mozambique, Iran?)
- Project Status:
  - **Concession** given by the State of Gujarat for 30 years (build – own – operate – transfer (price to be determined by an independent expert after 30))
  - **Environmental Clearance** has been obtained in 2013
  - Studies have been made for the EPC of the marine infrastructure and dredging and tender process is underway with experienced **EPC Contractors**
  - Discussions with **Indian / International banks** ongoing
  - **Heads of agreement** signed (with attached terms sheets). Negotiations on the Regas Agreements in progress







**EXMAR LPG -**  
**Innovation and partnership; our strongest links in**  
**the energy supply chain**



# EXMAR LPG SHIPPING



## Business approach

- Niche position in LPG, ammonia and chemical gases transportation
- Focus on midsize carriers
- Long-term relationships with blue-chip customers
- Balance between Time-Charter, CoA commitments and spot trading
- 1<sup>st</sup> class in-house ship management and crewing
- Strong JV partners in Teekay LNG Partners and Wah Kwong

## First class client base



# EXMAR LPG ACTIVITIES

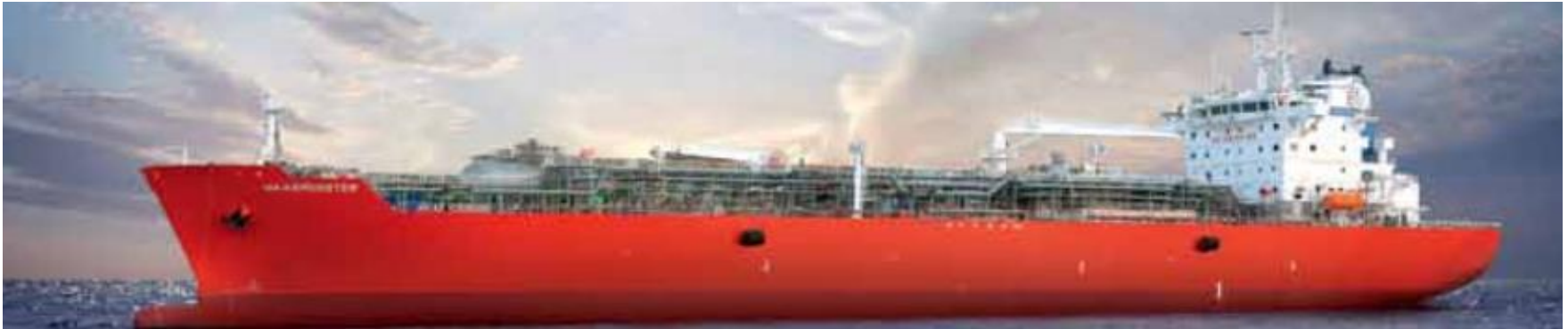


## Owner/Operator of LPG carriers

- Transportation of LPG, chemical gases and ammonia
- Flexible commercial proposition
- Time-charter, CoA and spot commitments
- VLGC and MGCs integrated in a JV with Teekay LNG Partners

## Fleet of 33 LPG carriers (owned and time-chartered)

- 1 VLGC (85,000 m<sup>3</sup>) in JV with TK LNG
- 22 LPG/NH<sub>3</sub> midsize (28,000 - 38,000 m<sup>3</sup>) JV with Teekay LNG Partners
- 10 pressurized (3,500 – 5,000 m<sup>3</sup>) JV with Wah Kwong



## Market leader in Midsize segment (20,000 - 40,000 m<sup>3</sup>)

- Transports 13% of the world's seaborne ammonia
- Transports 6% of the world's seaborne LPG

## Newbuilding program of 12 midsize vessels (38,000 m<sup>3</sup>)

- 4 newbuild vessels at HHI and 2 at Hanjin (HHIC) delivered since 2014
- 6 vessels under construction with Hanjin to be delivered between June 2016 and January 2018

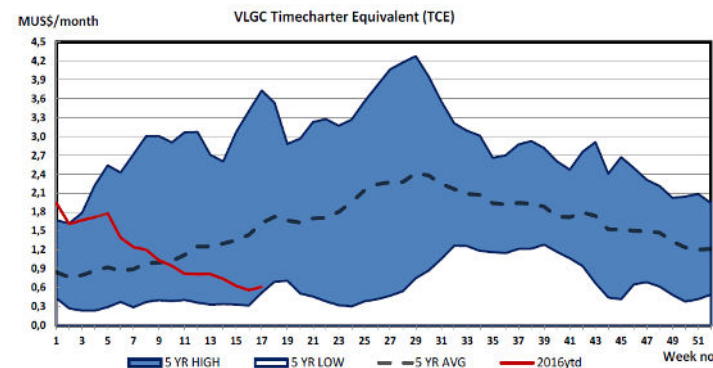
# LPG MARKET HIGHLIGHTS AND OUTLOOK

- Seaborne LPG volumes solidly remain at historically high levels but question marks arise as to future growth figures
  - US exports is the most important driver in LPG shipping and is expected to reach about 25 million tons in 2016 (+ 23% vs 2015)
  - Uncertain further growth developments. Although abundant existing US export terminal capacity the market is facing steady LPG fleet expansion
- Weak outlook for VLGC
  - Slower growth prospects for US export volumes (although not physically felt yet)
  - Indian LPG imports mainly covered by increasingly competitive time-charter tonnage
  - Rapidly expanding VLGC fleet is adding pressure on the shipping segments below
- General market sentiment that overbooks are excessive

2016 Fleet Expansion	Already delivered within 2016	Still to be delivered within 2016	To be delivered within 2017
VLGC (>70,000 m <sup>3</sup> )	22	26	23
Midsize (>28,000 m <sup>3</sup> )	4	11	24
Handysize (> 20,000 m <sup>3</sup> )	2	8	20



Source: EIA estimates and Grieg Shipbrokers



# EXMAR LPG FLEET



## Midsize fleet

- 2015 a record year
- Expected competition between various other segments has started for real
- 85% cover for 2016 at rewarding level

## VLGC fleet

- 2015 a record year
- Baltic Freight Index has fallen 50% since the start of 2016
- BW Tokyo on charter till mid-2016. Discussions ongoing for future employment

## Pressurized fleet

- Challenging market conditions in 2015
- Fair trading activity in 2016 but failing to materially improve time-charter levels
- Exmar fleet employed on 12-24 months TC





**EXMAR OFFSHORE -  
Finding the answer before the question's  
asked**



## Business approach

- Provides engineering and design services, asset leasing and operating and management services
- Cost effective approach with standardized design & engineering
- Large geographical coverage, with a focus on Gulf of Mexico and West Africa

## First class client base



# EXMAR's ACTIVITIES IN THE OFFSHORE SECTOR

## Build, own, operate model

- Owned assets: 3 accommodation barges
- Development of FPSO's and FSO's
- Development of semi-submersible platforms (OPTI series)
- Development of accommodation barges

## Services

- Pre-Operations Engineering
- Marine and Maintenance Services
- Operational Services
- Staffing and Technical Services
- Procurement and Logistical Services
- Asset Integrity Management



# OFFSHORE MARKET STATUS AND OUTLOOK



## Production

- Offshore operators are changing their development plans towards more efficient, repeatable solutions to improve economics in the near and long term
- Few projects will be sanctioned in 2016, however, oil companies are planning ahead with smaller scale projects
- Many companies have divested off their shale plays but continue in offshore
- Interest in the **OPTI**® production design remains high for its proven low cost and short delivery time. EXMAR Offshore Company is developing new designs of various sizes **OPTI**® in order to develop fields in a cost-effective way in today's low oil environment

## Exploration

- Lower oil and gas prices have resulted in less exploration, but more focus on appraisal and development

## Services

- Pressure on day rates and services continue
- Many service units are idle, but, activity is seen in ongoing maintenance and development projects that are under construction and delayed
- Many companies have downsized and even eliminated their engineering departments and are now dependent on third party engineering contractors

## Accommodation barges

- No new contract for accommodations barges has been awarded so far this year
- More than 15 units idle in West Africa with owners starting to feel the pressure and defaulting on loan repayments
- EXMAR is well positioned with no barge idle



**SUPPORTING SERVICES -**  
**The power of innovation**



# EXMAR's SUPPORTING SERVICES



## EXMAR SHIPMANAGEMENT

- Specialized in quality ship management & related services to asset owners
- Over thirty years of know-how
- Managing a diversified fleet of VLGC's, midsize, and pressurized LPG carriers, LNG carriers, LNG regasification vessels, FPSO's and FSRU's and offshore accommodation barges
- Solid financial performance



## BELGIBO

- Independent specialties insurance broker and risk & claims management service provider
- Outstanding expertise in Marine, Aviation, Industry, Cargo, Marine Terminal Liability and Credit & Political risks
- Ranks amongst the Belgian top 10 specialty insurance brokers
- Revenue growth in 2015 in excess of 10%



## TRAVEL PLUS

- Service-oriented travel agency based in Antwerp specialized in both in business and leisure travel and incentives
- The positive trend in growth and profitability continues





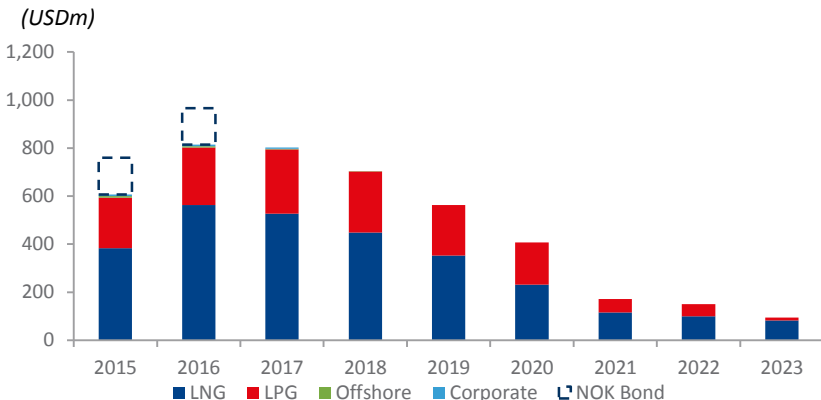
## KEY FIGURES

# DEBT OVERVIEW



- Strong track record with and backing from core shipping banks and Export Credit Agencies
- The Group's debt facilities amounted to USD ~729m end 2015, including the bond of NOK 1,000m (USD ~152m)
- LPG revolving credit facility and newbuild debt (8 vessels) was refinanced in June 2015 (USD 460m facility for 100%)
- Outstanding debt 2015 - 2023 includes committed debt for Caribbean FLNG\* and assuming financing of the entire LPG fleet (including last 4 newbuilds)
- No debt included for FSRU

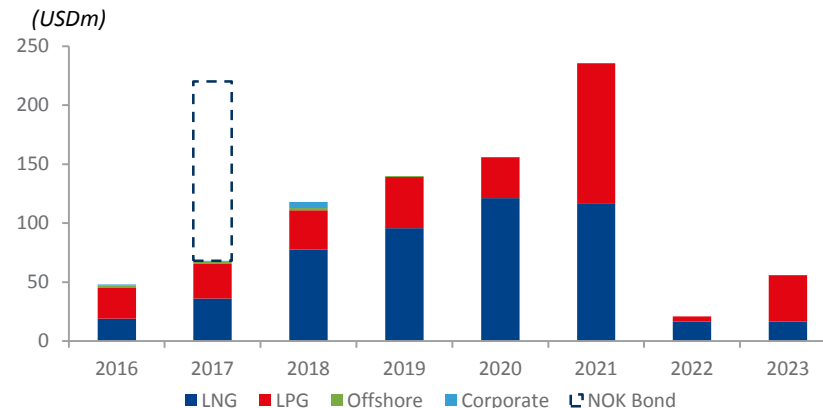
## Outstanding debt



\* USD 198m facility to be repaid straight line over 12 year

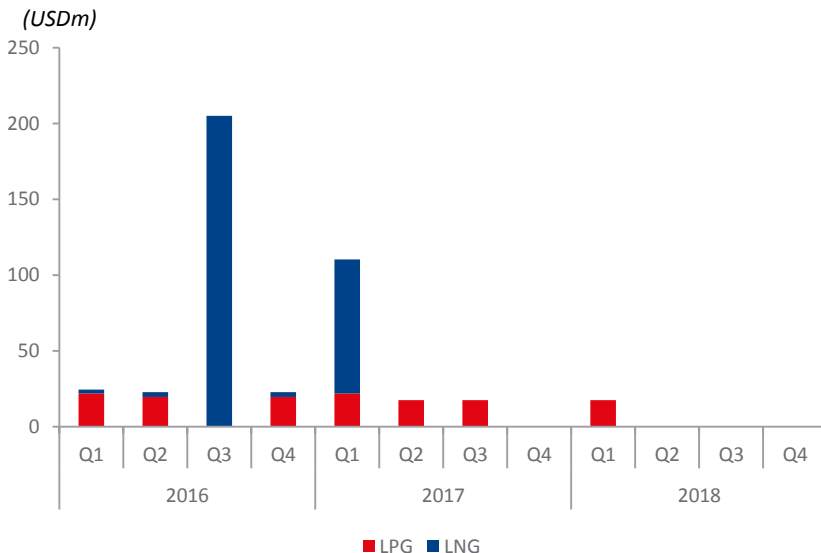


## Debt maturity profile



# COMMITTED CAPEX

## CAPEX schedule



- Contract for building, owning and operating the world's first FLNG, named Caribbean FLNG, signed in March 2012
  - Total capex of USD ~298m
  - Estimated remaining capex of USD ~202m due at delivery in the third quarter of 2016 after completed commissioning
  - EXMAR has secured a long term post-delivery financing of the Caribbean FLNG with ICBC. Financing is not dependent on long-term employment
- FSRU with delivery second quarter of 2017
  - Total capex of USD ~167m; of which USD ~67m is already paid and the balance will be due at delivery
  - The marketing and negotiations with prospective clients for long-term employment are ongoing
- 6 MGCs (38,000m<sup>3</sup>) on order at Hanjin Heavy Industries\*
  - To be delivered from June 2016 onwards until January 2018
  - Estimated capex USD 45m per vessel which ~USD 35m due at delivery, of which EXMAR's part is 50%
  - Financing executed for 2 out of 6 vessels. Discussions ongoing for the last 4 vessels under sale & lease back structures

\* 50/50 JV with Teekay LNG Partners. EXMAR capex commitments only account to 50% of capex



# FINANCIAL HIGHLIGHTS



(In USD millions unless otherwise stated)	2015	2014
<b>Profit &amp; loss</b>		
Operating Income	315.3	331.2
EBITDA	99.5	133.0
Net income	11.2	68.3
EPS (USD/share)	0.20	1.20
<b>Balance sheet</b>		
Cash	255.6	185.1
Gross debt	728.4	619.7
Net debt	472.8	434.6
Total assets	1,275.5	1,160.1
Equity	404.8	429.8
Weighted average number of shares	59,500,000	59,500,000

- Strong performance from the LPG division and stable contribution from the LNG division.
- The 2015 results include a **non cash** impairment write-down of USD 14 million on the pressurized fleet and the reversal of capitalized costs (including Douglas Channel FLNG of USD 12.9 million) for which uncertain timing does not justify to capitalize these expenses any longer
- The 2014 results include a capital gain on sale of assets of approximately USD 4.6m
- EXMAR took delivery of the Midsize Gas Carriers WARISOULX and KAPRIJKE in 2015
- No assets have been sold in 2015

Source: Company (proportionate consolidation)

## LNG

- All LNG vessels but the EXCEL remain employed on long-term contracts at rewarding level
- Delivery of the Caribbean FLNG in the course of the summer

## LPG

- Strong cover ratio of the fleet with record high utilization rates expected
- Delivery of two new midsize vessels before the end of the years

## OFFSHORE

- The fleet of accommodation barge is fully employed and even KISSAMA has been extended until end of October with further extension options
- Strong interest for OPTI designs

## SUPPORTING SERVICES

- EXMAR Shipmanagement, BELGIBO and TravelPlus continue to grow in stable market conditions
- BEXCO continues to receive new orders in a challenging Offshore environment





**Thank you for your attention**