

LNG MARKETS

LNG trade pattern

has changed and no longer regional but global

Impact on shipping

tonne miles increased so ballast legs longer

New entrants

encouraged by high rates but did not understand this was a temporary phase

Market rates

are already falling with more realistic expectations

Fuel efficiency

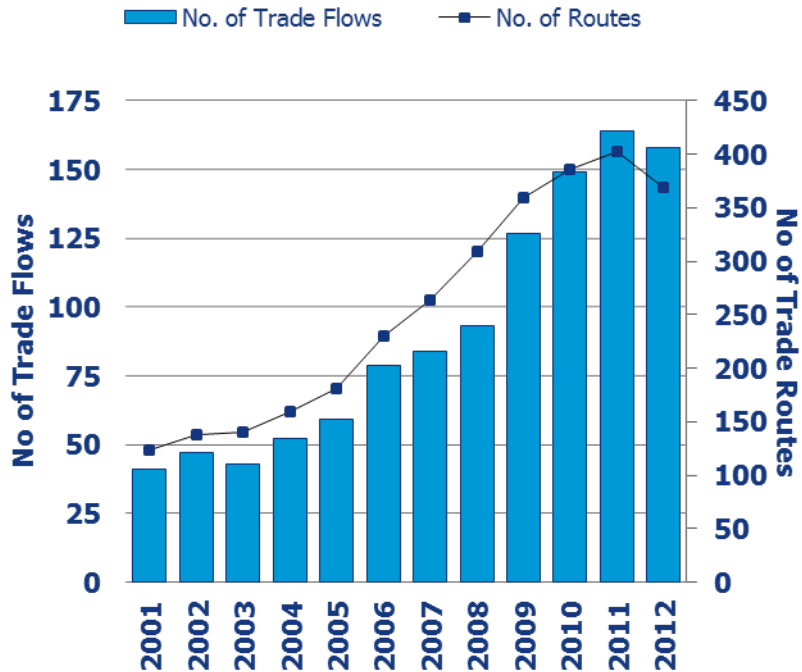
new emphasis on fuel economy

LNG TRADE PATTERN

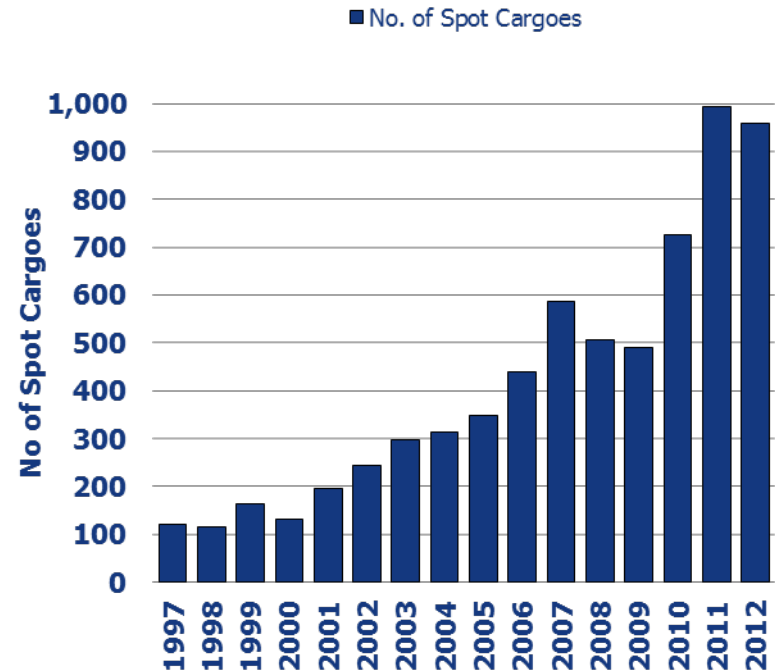


SPOT MARKET DEVELOPMENT

Expansion of Trade Flows & Routes



Growth in Spot Cargoes

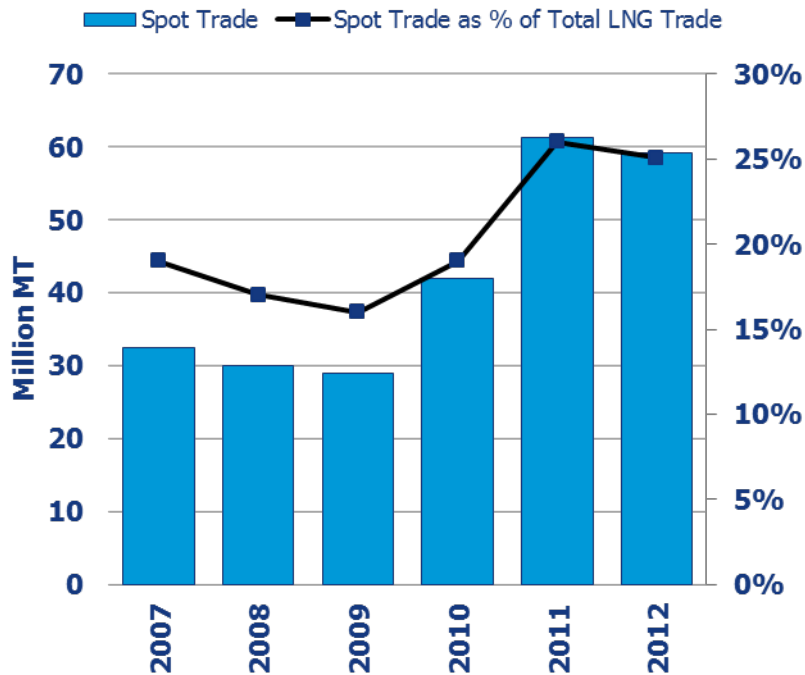


Data Source: GIIGNL

Note: Spot and short term imports defined as contracts with duration of 4 years or less

SPOT MARKET – REGIONAL TRADE

Spot Term Trade - Share of total LNG trade

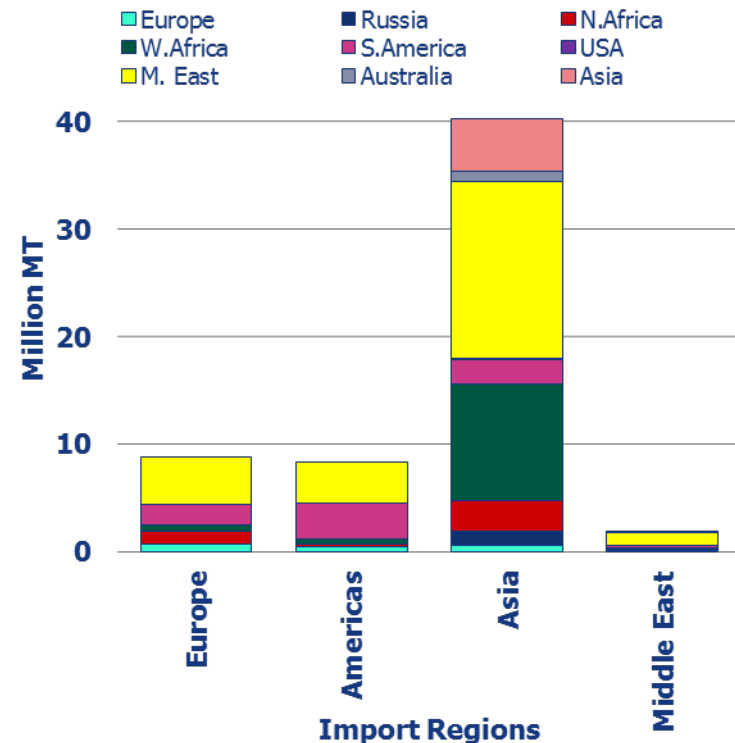


Data Source: GIIGNL

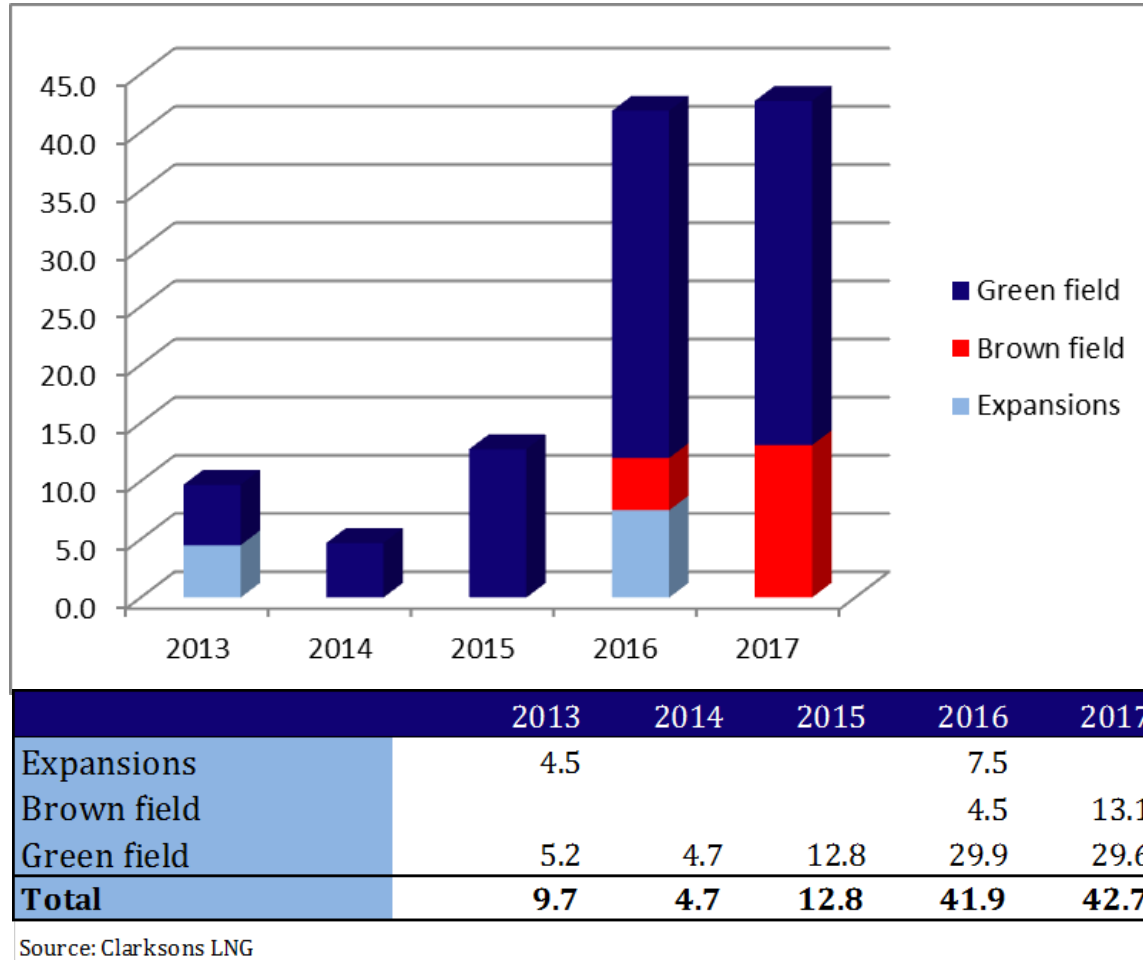
Note: Spot and short term imports defined as contracts with duration of 4 years or less

* Excludes re-exports (in total re-exports reached 3.371 mil MT, of which 2.662 mil MT from Europe and 0.708 mil MT from the Americas)

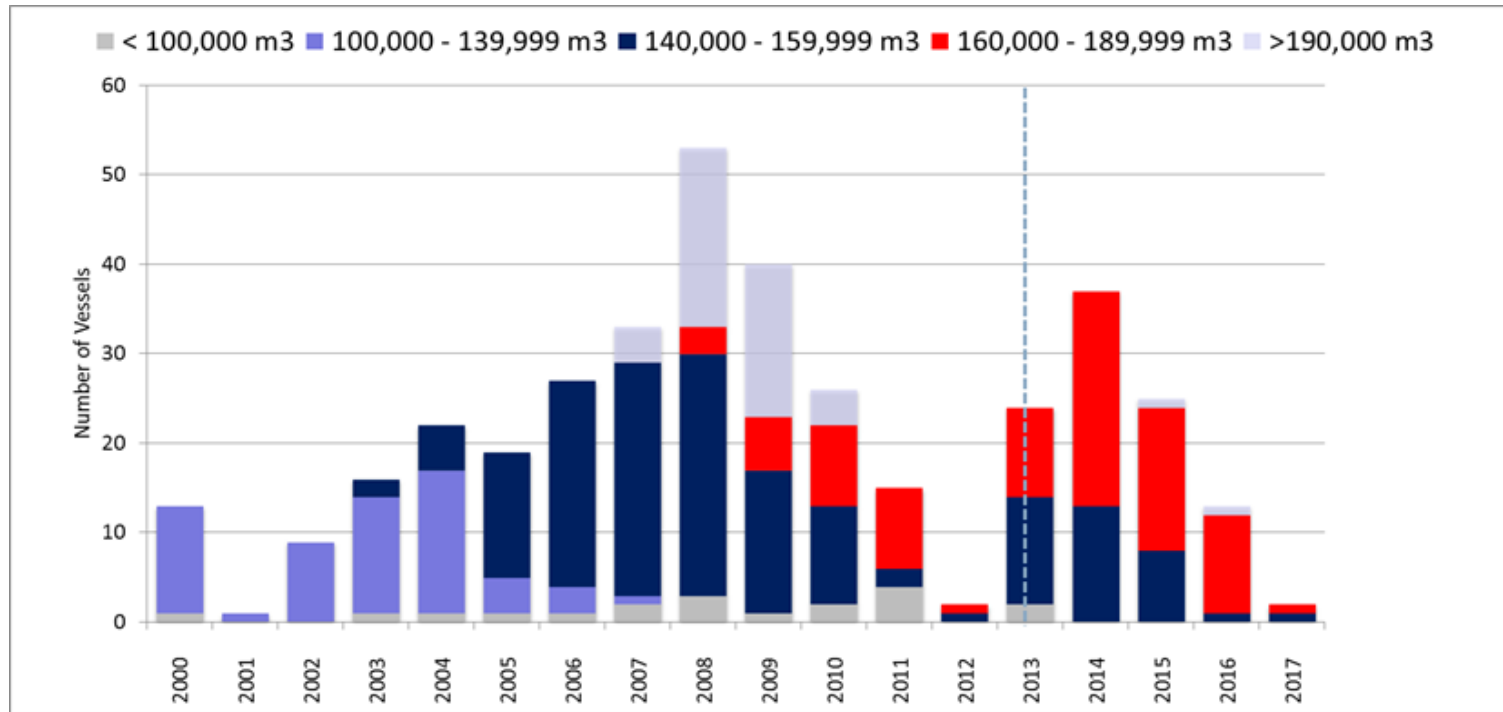
Spot and Short term imports* - 2012



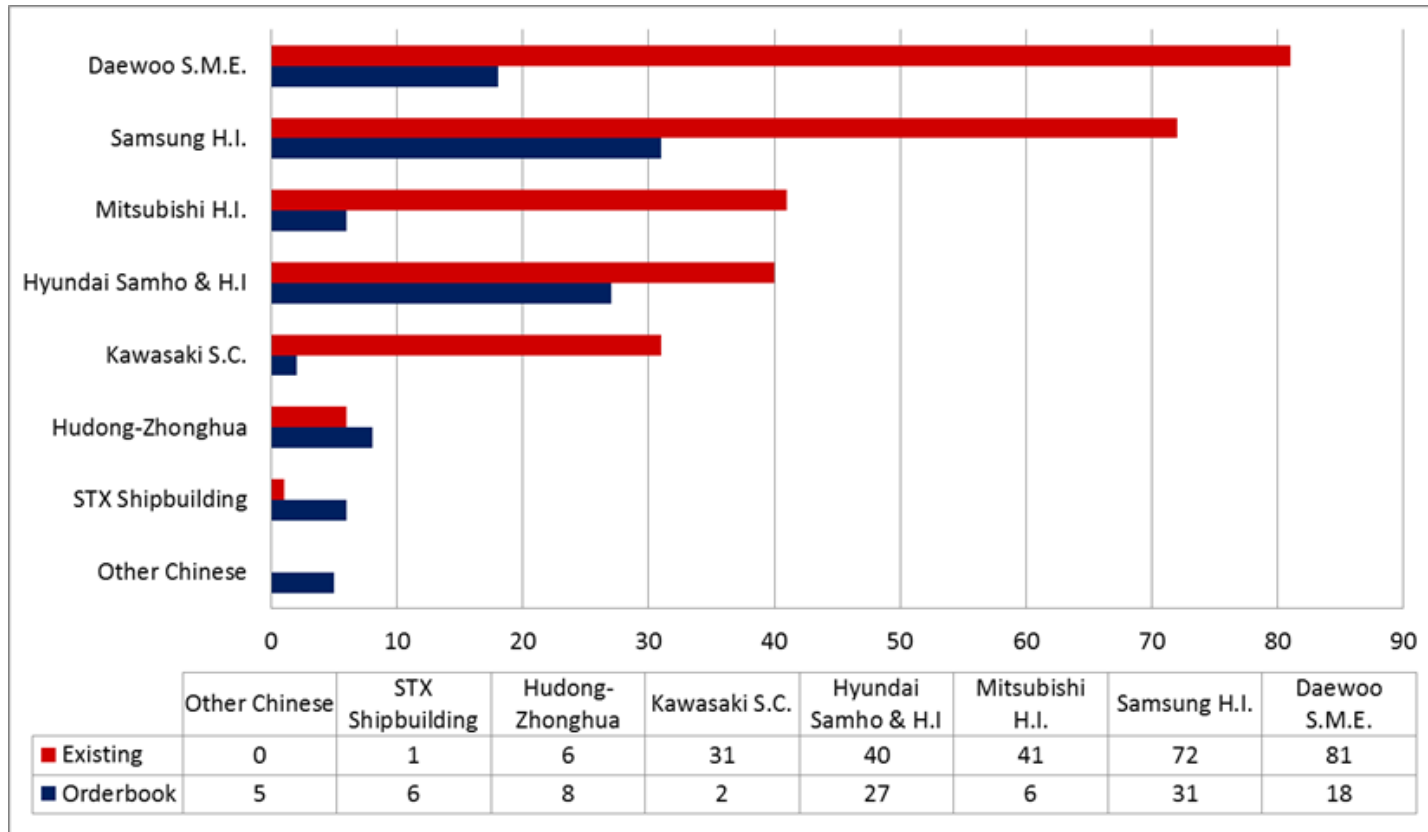
LIQUEFACTION PLANT TYPES (2013-2017)



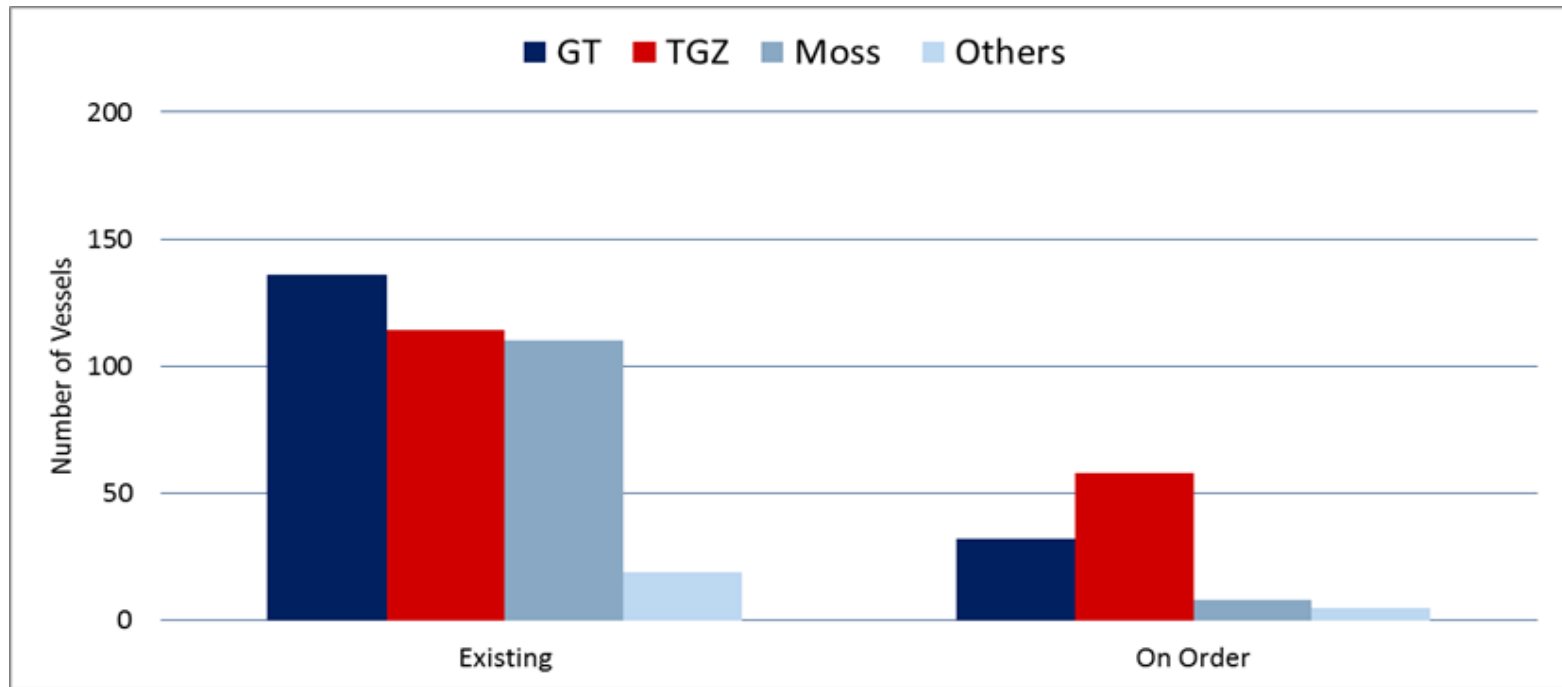
LNG FLEET SIZE SINCE 2000



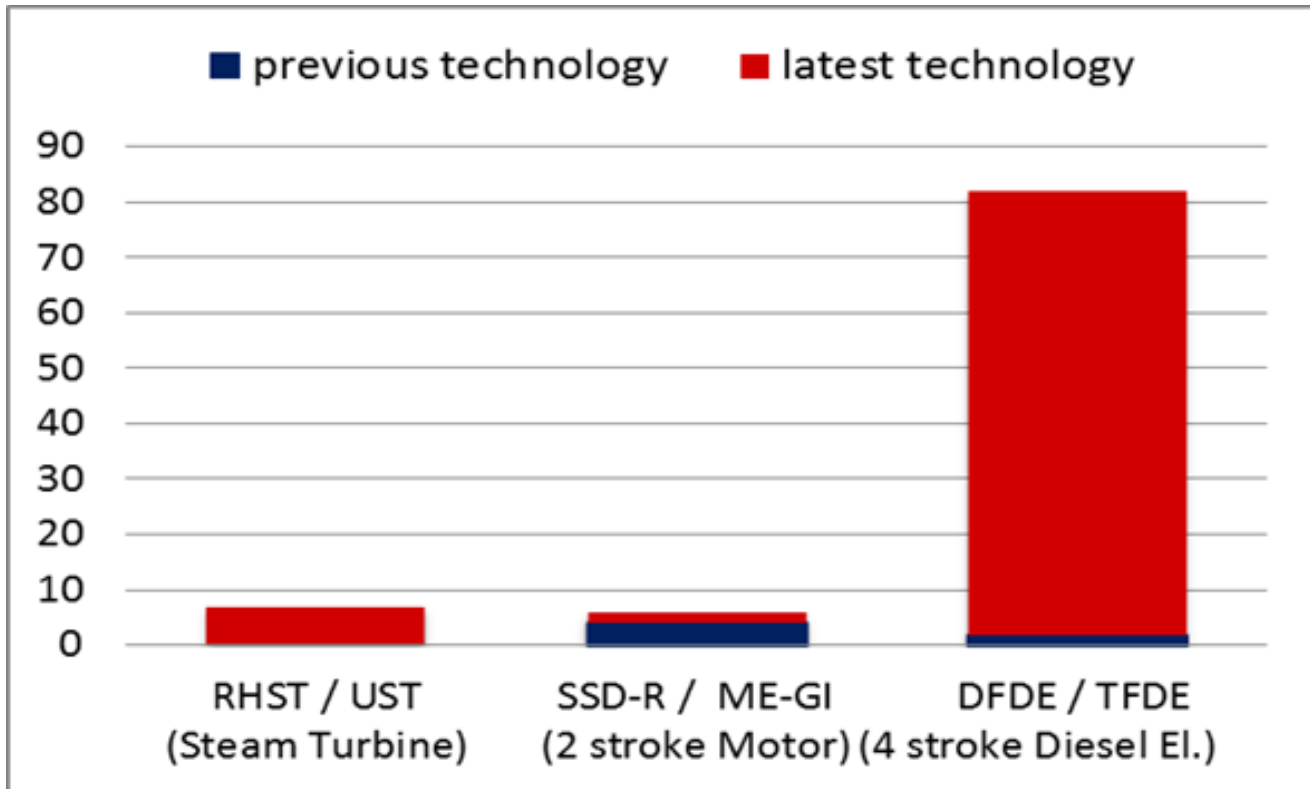
LNGC DELIVERED AND ORDERBOOK BY YARD



CONTAINMENT DISTRIBUTION

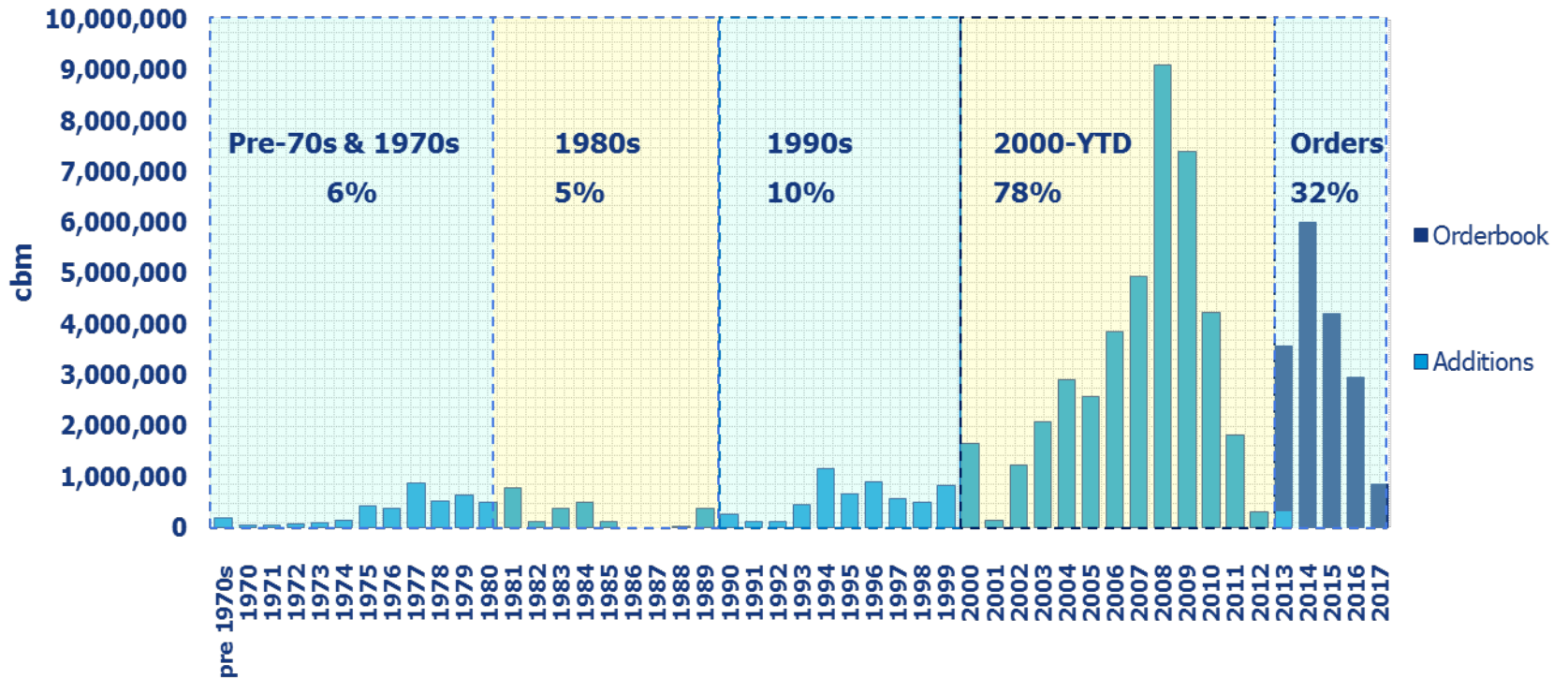


MAIN PROPULSION TYPES ORDERBOOK



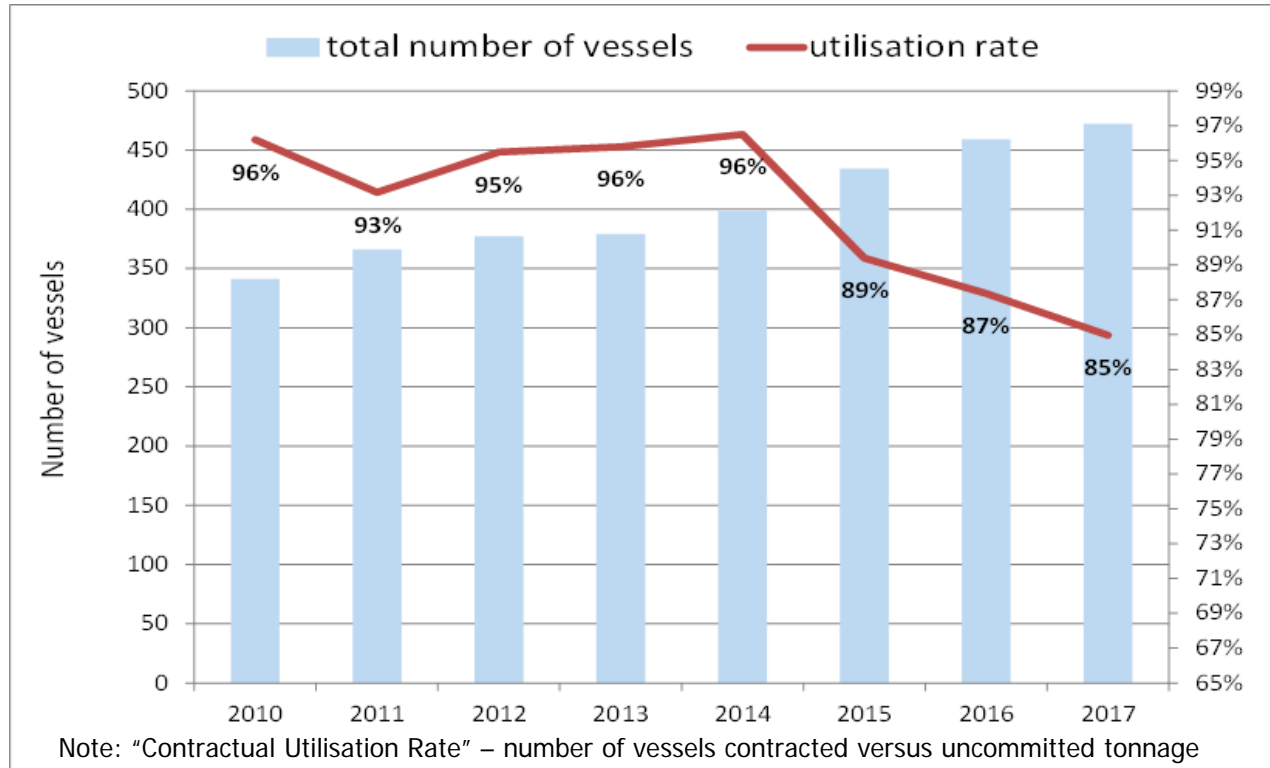
LNG Fleet Age Profile

Fleet by Year of Build

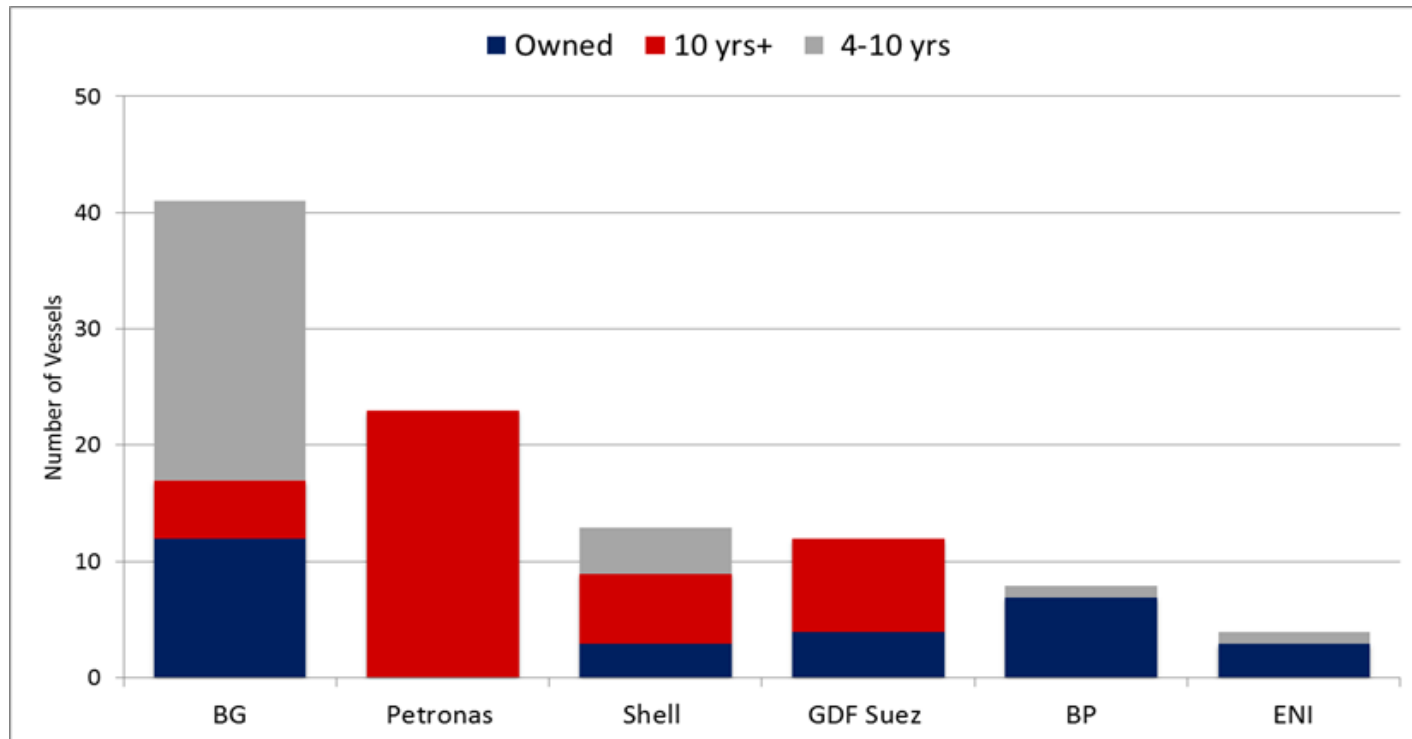


Data Source: Clarksons

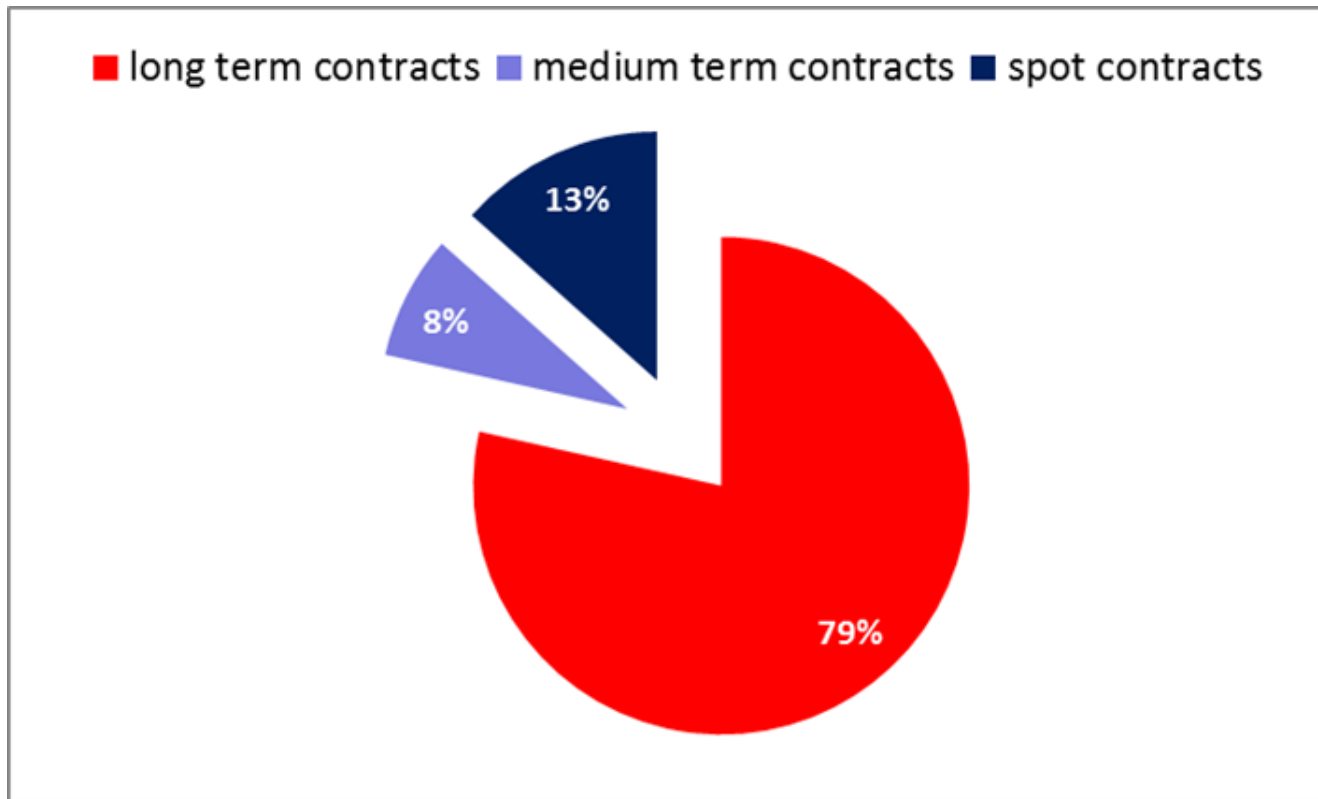
GLOBAL FLEET CONTRACTUAL UTILISATION



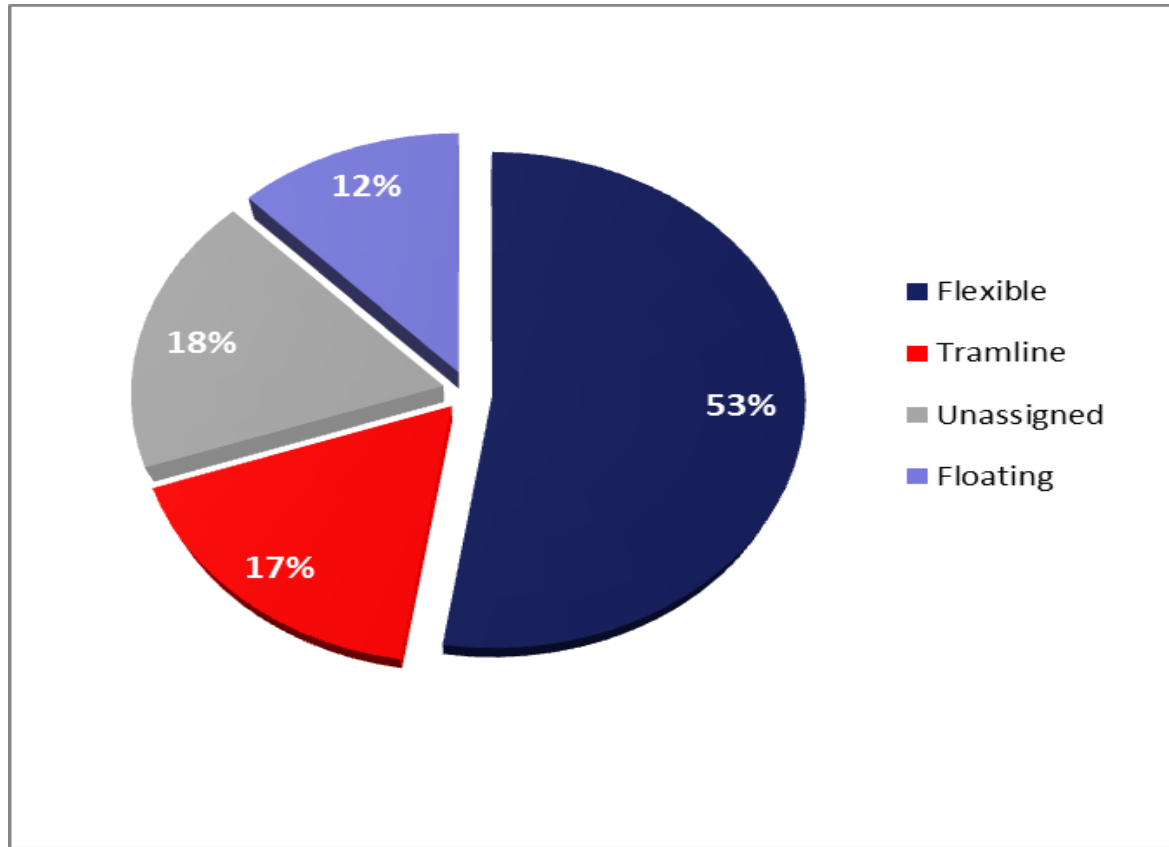
IOCS TERM FLEET CONTRACTS



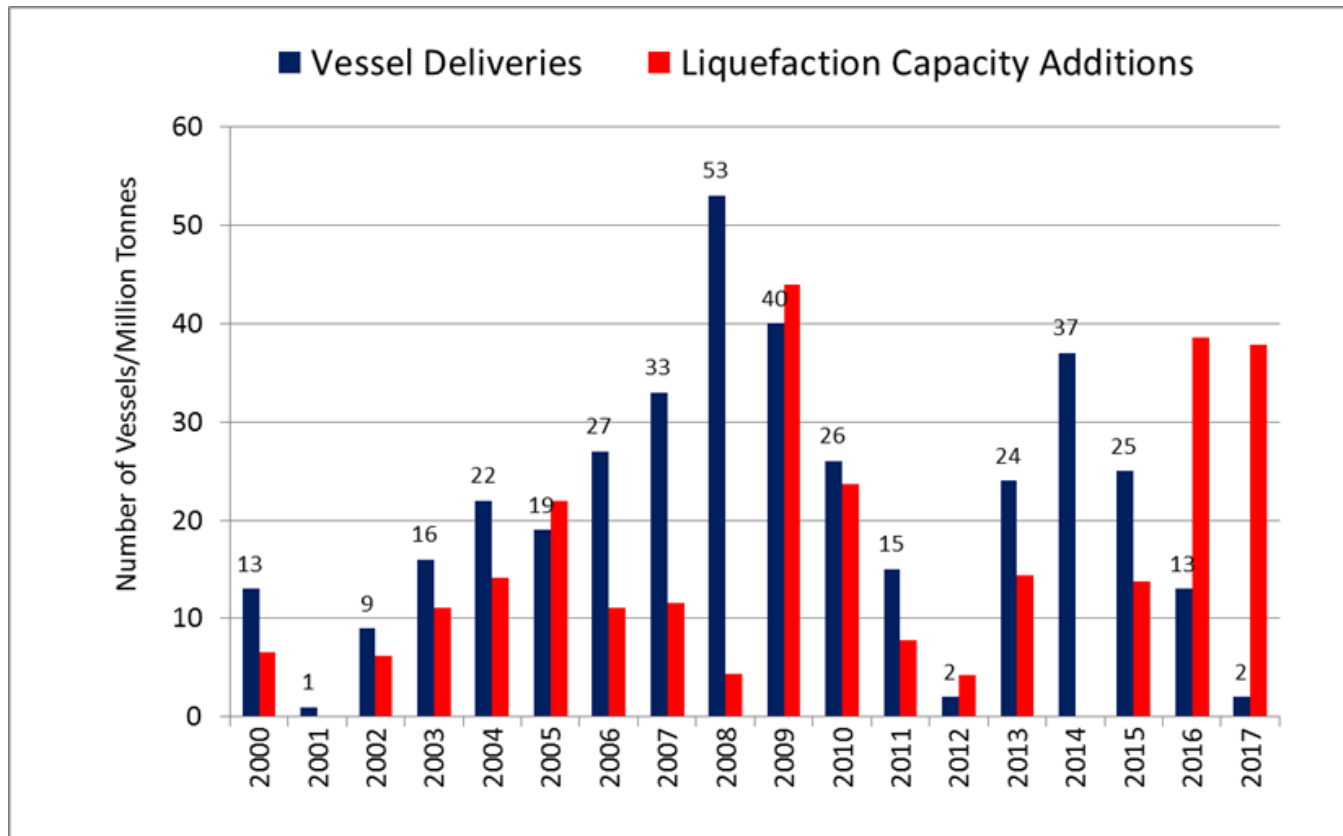
GLOBAL FLEET BY CONTRACT LENGTH



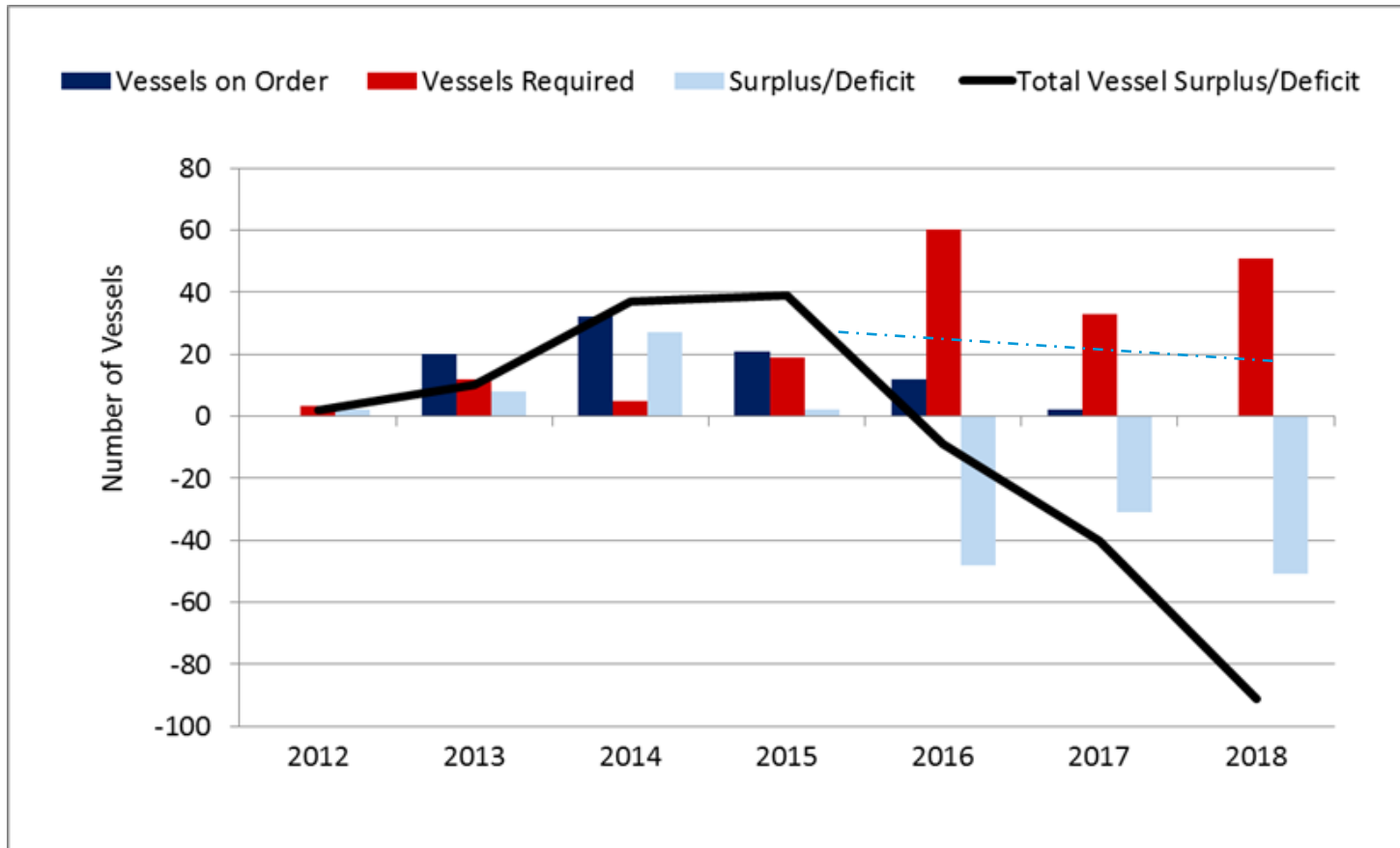
TRADING PATTERN OF LNG ORDERBOOK



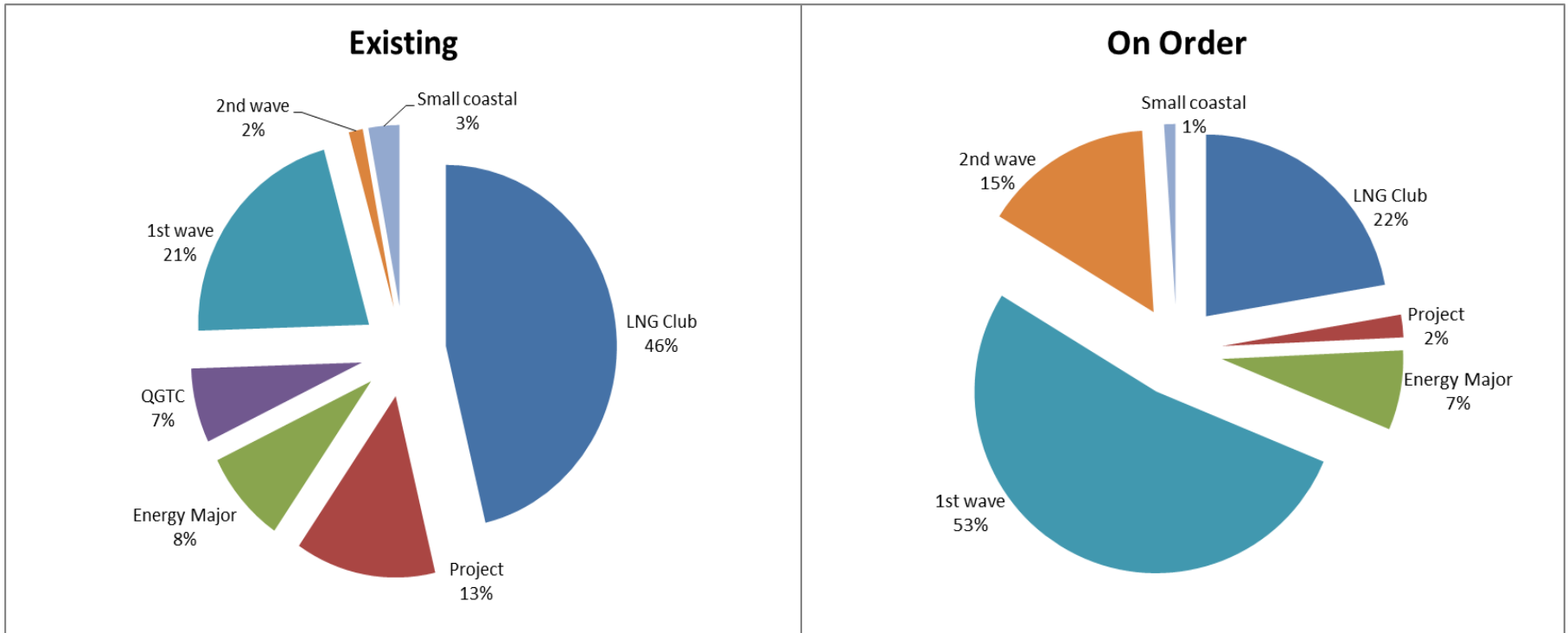
LNGCs DELIVERY VS ADDITIONAL PRODUCTION



SUPPLY AND DEMAND - BASE CASE



LNG OWNERSHIP



Data Source: Clarksons

CONVENTIONAL ORDERBOOK MAR '13



Note: The above exclude FPSOs on order and vessels under 30,000m³

Data Source: Clarksons

SPOT MARKET TODAY



ASSESSED MARKET RATES



Thank you for your attention

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Clarksons LNG



Market Fundamentals

LNG supply demand with fleet analysis and yard slot review. Price development and trading support

LNG Intelligence

Unparalleled understanding of key LNG market drivers & interpretation of those into LNG business opportunities.

Chartering

Full support and guidance for spot & term contracts. Charter party structure and negotiations.

Tender management

First hand experience in preparation and issuance of tender documents with full analysis of bids.

Technical Solutions

Full support on Ship Design and optimisation using latest technologies in propulsion and containment systems.

Project Consultancy

Technical Marine solutions for LNG projects implementation and commercial advise throughout

Contracting

Negotiate successful LNG carrier and LNG offshore newbuilding contracts. LNG vessel sales and purchase.

Financial Services

Structuring and facilitating shipping related projects for financial investors, arranging debt and structured finance.



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