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KN – an oil product and LNG terminal operator

Traditional business

50+ years of oil product terminal operations

State fuel reserves terminal

Focus for strategic expansion – development, construction and operations of LNG terminals

Klaipeda LNG terminal based on FSRU Independence

LNG transport and bunkering vessel project for the Baltic Sea

LNG terminal development and Advisory services

LNG reloading and bunkering station under construction in Klaipeda
KN – new brand for new opportunities
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Klaipeda LNG terminal Infrastructure

Key facts

- Terminal commissioned by KN in Dec 2014
- 170,000 m³ of LNG storage
- 4 bcm/year regasification capacity
- Third party access

New opportunities

1. Energy security for the Baltics states and for Finland/Poland
2. Opportunity for market players to import gas from the global market
3. Diversified supplies and entrance to new regas markets
4. Break-bulking possibilities for new small-scale LNG markets
Services of Klaipeda LNG terminal

**Services**

Started from the 1st of January, 2015

- LNG regasification
  - LNG regasification tariff – 0.10 EUR/MWh

- LNG reloading
  - LNG reloading tariff – 1.14 EUR/MWh

- Capacities allocated before and during the Gas Year (October – October)

- Minimum send-out ensures constant operational availability
- All services are on a transparent third party access basis

New opportunities in 2017 (commercial operations starting 1st January 2018)

- LNG reloading station

- LNG bunkering and truck reloading

- LNG cargo break-bulking possibilities
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Natural gas supply chain in Klaipeda

LNG TERMINAL INFRASTRUCTURE

FSRU „INDEPENDENCE”

LNG TERMINAL JETTY WITH EQUIPMENT

450 M

LNG PIPELINE CONNECTING WITH GAS GRID

18 KM

LNG TRANSPORTATION & DISTRIBUTION BY SEA

LNG RELOADING STATION

Neringa

Klaipėda

Kiškenai

GAS METERING STATION
### LNG Reloading Station to be launched by mid-2017

<table>
<thead>
<tr>
<th>Technical Parameters</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volume of LNG storage tanks</td>
<td>2 x 1.000 m$^3$</td>
</tr>
<tr>
<td>(from appr. August 2017)</td>
<td></td>
</tr>
<tr>
<td>Volume of LNG storage tanks</td>
<td>5 x 1.000 m$^3$</td>
</tr>
<tr>
<td>(from appr. January 2018)</td>
<td></td>
</tr>
<tr>
<td>Maximal LNG filling level</td>
<td>90%</td>
</tr>
<tr>
<td>Station’s annual technological capacity</td>
<td>250.000 m$^3$</td>
</tr>
<tr>
<td>(from January 2018)</td>
<td></td>
</tr>
<tr>
<td>The amount BOG* as part of the total volume in storage tanks</td>
<td>0.07%/ day</td>
</tr>
<tr>
<td>LNG truck loading rate</td>
<td>60-100 m$^3$/ hour</td>
</tr>
<tr>
<td>Number of truck loading bays</td>
<td>2 bays</td>
</tr>
<tr>
<td>Maximal number of LNG loaded trucks per day (from January 2018)</td>
<td>24 trucks</td>
</tr>
<tr>
<td>Length of the jetty</td>
<td>250 m</td>
</tr>
<tr>
<td>LNG bunkering rate</td>
<td>250-500 m$^3$/ hour</td>
</tr>
</tbody>
</table>
Size of a LNG tank (at the construction facility in Czech Republic)
An example of the LNG truck
KN is expanding LNG infrastructure to the on-shore

Legend:
1. LNG Tanker
2. FSRU Independence
3. Small-scale LNG vessel
4. LNG fueled marine transport
5. LNG Reloading Station
6. LNG truck/trailer
7. LNG fueled road transportation
8. Cryogenic (cold) energy users
9. Remote from pipeline gas users

Key milestones
2017 August – beginning of partial exploitation (2,000 m3)
2018 January – start of full exploitation (5,000 m3)
2019 January – a bunkering vessel operated by KN starts its operations
Targeted LNG distribution area and potential LNG usage segments

Potential distribution area (by trucks)

LNG usage by segments

- Heating energy
- Fuel for transport
- Cold energy

- Current LNG consumption
- Potential LNG consumption
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Participation in EU co-funded projects

**Baltic Sea Ports II**
- Pre-investment studies, technical design, associated permits and risk assessments by:
  - AB Klaipėdos nafta (LT)
  - Helsingborg Hamn AB (SE)
  - Trelleborg Hamn AB (SE)
  - Sundsvall Logistikpark AB (SE)
  - Hafen - Entwicklungsgesellschaft Rostock mbH (DE)
- Project scope 1.7 m EUR

**HEKLA**
- Investments by:
  - AB Klaipėdos nafta (LT)
  - Helsingborg Hamn AB (SE)
- Project scope 28.7 m EUR

**Blue Baltics**
- Investments by:
  - AB Klaipėdos nafta (LT)
  - Uranos Vermögensverwaltungs GmbH & Co. KG (DE)
  - AGA AKTIEBOLAG (SE)
  - SE Klaipeda State Seaport Authority (LT)
  - Alexela Energia AS (EE)
- Project scope 47.6 m EUR

Co- financed by the European Union
Connecting Europe Facility
KN within goLNG project

- BSR Blue corridor strategy
  - Integrated value chain study
  - LNG fuel distribution strategy
  - LNG Standard and regulation toolbox
  - LNG shipping index
  - LBG business concept

- BSR LNG Business Cluster
  - Functioning business network
  - International conference
  - Study visits
  - B To B meetings
  - Business plans and pilot projects

- BSR LNG competence center
  - Training programs
  - Training and research infrastructure
  - Service package
  - Network of training institutions