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 reloading and bunkering station

LNG terminal development and Advisory services

KN – AN OIL PRODUCT AND LNG TERMINAL OPERATOR
FSRU INDEPENDENCE SINCE 2014

LNG RELOADING STATION SINCE 2017
MARKET BENEFITS BROUGHT BY THE FSRU INDEPENDENCE

- Ended the 100% reliance on monopoly supplier
  - Transparent third party access mechanism
- Effective price cap
  - Baltic gas users have access to international LNG markets
- Near-complete ability to supply the gas market need
  - Combined with Incukalns UGS for seasonality
- Access to clients with limited size portfolios
  - Joint use of LNG in the terminal
FRSU TERMINAL ENABLED SMALL SCALE MARKET OPPORTUNITIES TO DEVELOP

- Single-user LNG terminal: 2015
- Multi-user LNG terminal: 2016
- Break-bulking LNG terminal: 2017
- Full regional LNG value chain: 2018

- Designated supplier
- Commercial gas suppliers
- Designated supplier
- Truck loading
- Small-scale break bulking
- Commercial gas suppliers
- Designated supplier

- Bunkering and feeding satellite terminals:
  - Truck loading
  - Small-scale break bulking
  - Commercial gas suppliers
  - Designated supplier
BREAK BULKING

- LNG load rate up to 5000 m³/h
- Reduced port fees for LNG exports
- LNG quality control with sampling and chromatographs
- Operational 24/7

- Over 20 reloading operations
- Exports to 3 different countries
- Supplying the Reloading station
NEW SMALL SCALE LNG VESSELS DELIVERED EVERY YEAR

Norgas Unikum
Volume: 12 000 m³
Status: Operational

Pioneer Krutsen
Volume: 1 100 m³
Status: Operational

Stolt-Nielsen Gas
Volume: 7 500 m³
Expected: 2019 Q3

Cardissa
Volume: 6 500 m³
Status: Operational

Coral Methane
Volume: 7 500 m³
Status: Operational

Engie Zeebrugge
Volume: 5 000 m³
Status: Operational

Coral Energice
Volume: 18 000 m³
Status: Operational

Coralius
Volume: 5 800 m³
Status: Operational

Seagas
Volume: 170 m³
Status: Operational

Nauticor / KN
Volume: 7 500 m³
Status: Operational

JS Ineos Insight
Volume: 27 500 m³
Status: Operational

Coral Energy
Volume: 15 600 m³
Status: Operational
LNG BUNKERING VESSEL

- Under joint venture with Nauticor
- Construction in Hyundai Heavy Industries, planned COD - 2018
- Storage arrangement: 7,500m³, two tanks
- LNG bunkering
- LNG shipping to LNG reloading station
- LNG shipping to other satellite terminals
FIRST KAIROS RELOAD FROM FSRU INDEPENDENCE
FIRST KAIROS LNG DELIVERY TO THE LNG RELOADING STATION
BUNKERING AND TRUCK LOADING

- 5 x 1,000m³ tanks
- Third party access
- LNG swap model
- No BOG allocation to users

- Multi-service and most flexible small scale terminal
SIMPLIFIED SCHEME: LNG RELOADING STATION

Bunkering

LNG tanks

LNG

LNG

LNG

LNG

LNG

LNG

LNG

LNG

LNG pumps

BOG

Electricity

Boiler house

Truck loading bays

Reloading to the station
2 TRUCK LOADING BAYS
MARKET BENEFITS BROUGHT BY LNG RELOADING STATION

– LNG delivery by road to off grid customers
 Supplying existing demand in northern Poland and Baltic States

– Bunkering from trucks in Baltic sea ports
  All major ports in Baltic states within 600 km radius

– Enabling new infrastructure developments
  Druskininkai off-grid distribution network
KLAIPEDA LNG TERMINAL HUB IN ITS 4TH YEAR OF OPERATIONS

<table>
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<tr>
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<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018 / 2022</th>
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<td>Natural gas regasified, bcm</td>
<td>0.5</td>
<td>1.3</td>
<td>1.1</td>
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<tr>
<td>Capacity utilization</td>
<td>13%</td>
<td>35%</td>
<td>30%</td>
<td>&gt;25%</td>
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<td>Reloaded LNG delivered to</td>
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<td>LNG truck loading station users</td>
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<td>LNG truck loading services for</td>
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Example
Example
THANK YOU