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SSLNG Projects in the global context

*USAGE OF LNG AND ALTERNATIV ENERGY SOURCES FOR INDUSTRIAL AND
TRANSPORT SECTORS*

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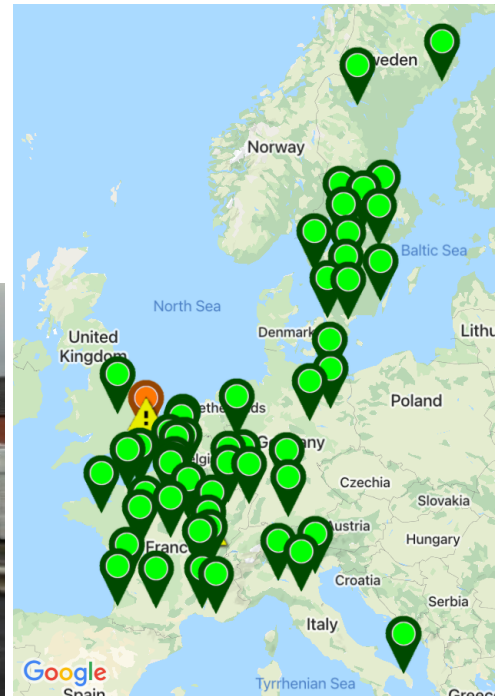
AXEGAZ Trading & Technologies

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AXEGAZ Trading & Technologies



- Founded in 2012, Paris (France) Small Scale LNG pioneer
- Service provider to the LNG industry:
 - Development of technology (patents, etc.)
 - LNG refuelling network
 - Consultancy
 - Project Management
 - Trading

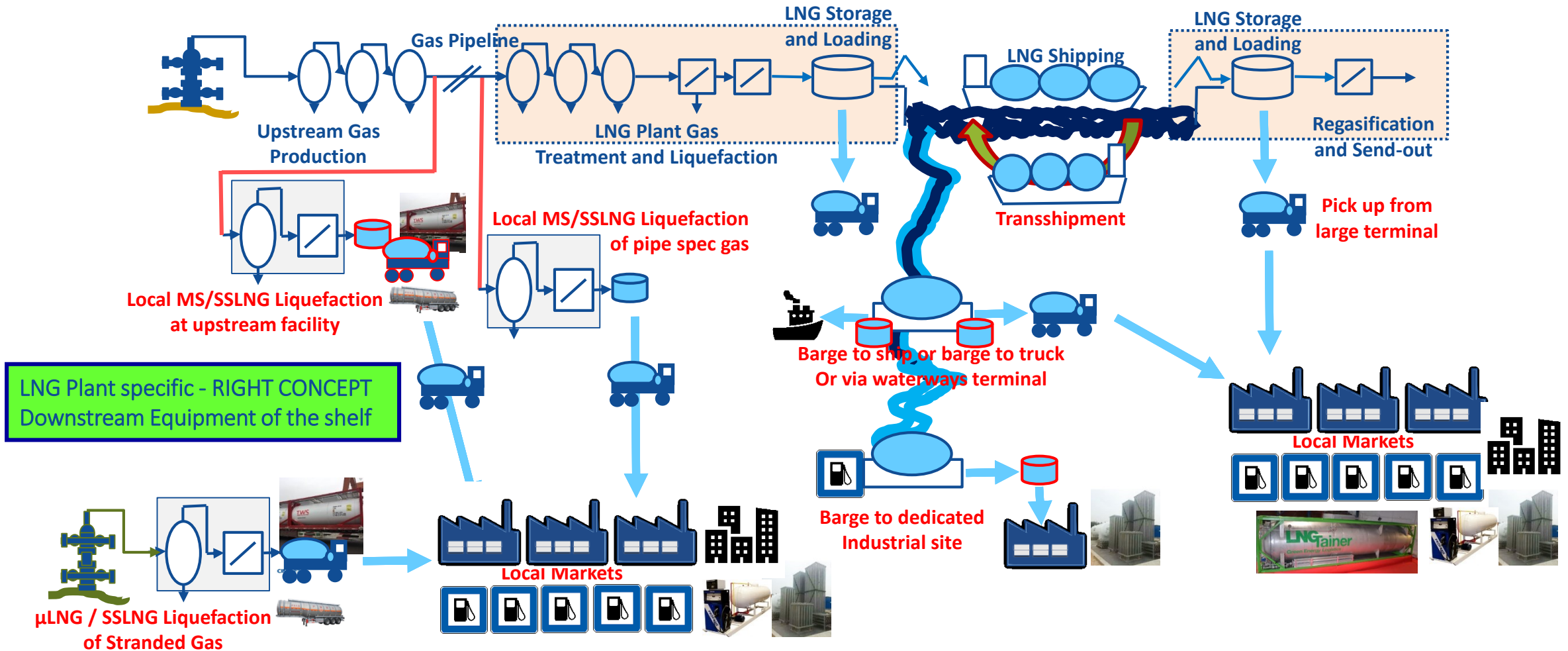


SSLNG Value Chains - Changes

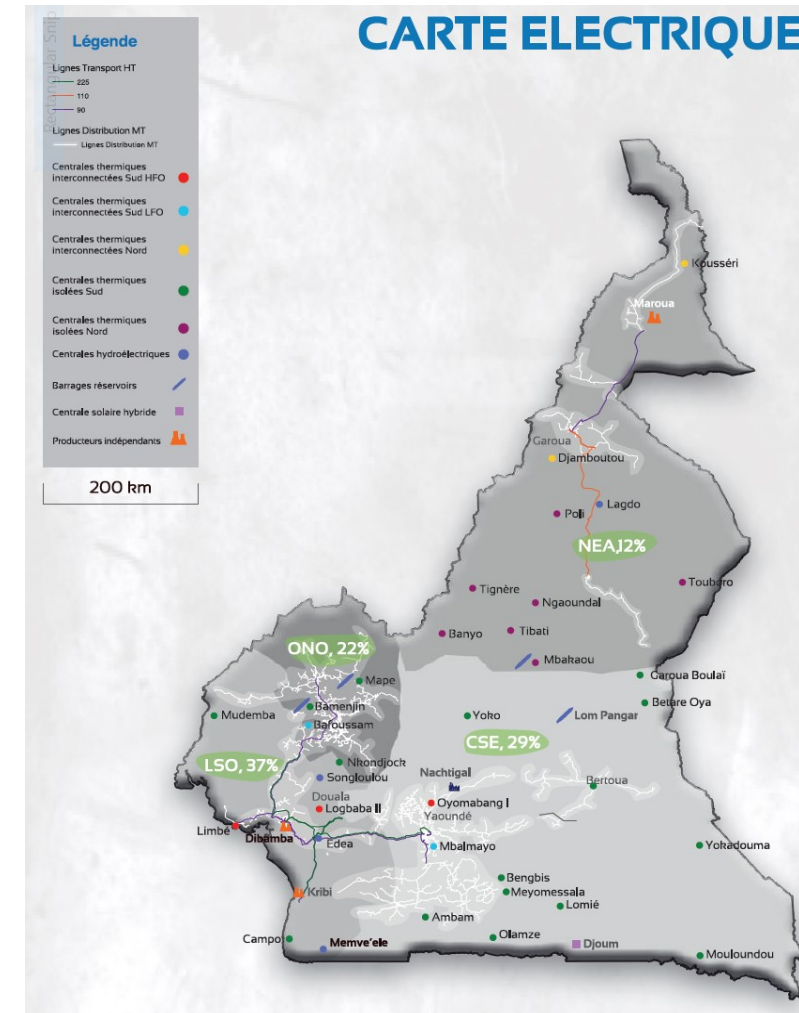
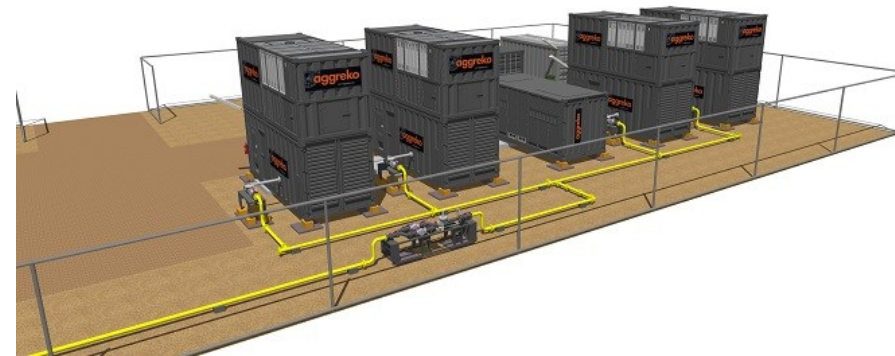
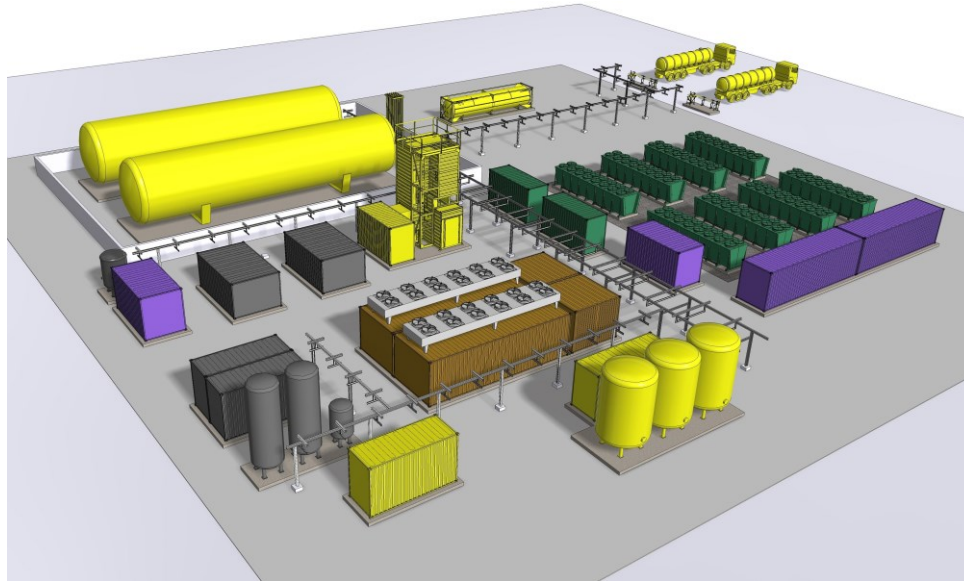


- Most new value chains SSLNG focus on **substitution fuel** for remote industries, residential, and increasingly as transport fuel - **driven by downstream demand rather upstream gas availability**. The right business model and concept has to be built along the whole value chain (safe replicable standardized technology and processes)
- **LNG import via coastal terminal** > bulb break or truck / ISO container > inland consumers LNG or Regas
- (Local) LNG production small / midscale size is simple with SSLNG plants and equipment (production, storage, transport, regas) being available near of-the-shelf technology easily from many global suppliers.
- Midscale plants at pipeline locations for substitution fuel, small LNG plants at stranded gas locations (upstream, coke gas)
- SSLNG suitable for point to point schemes (virtual pipeline / DER): pressurized LNG limits applicability as substitution fuel (customer specific product)
- Selecting the **right value chain (CONCEPT) is key to success**. Experience from projects is shared here.

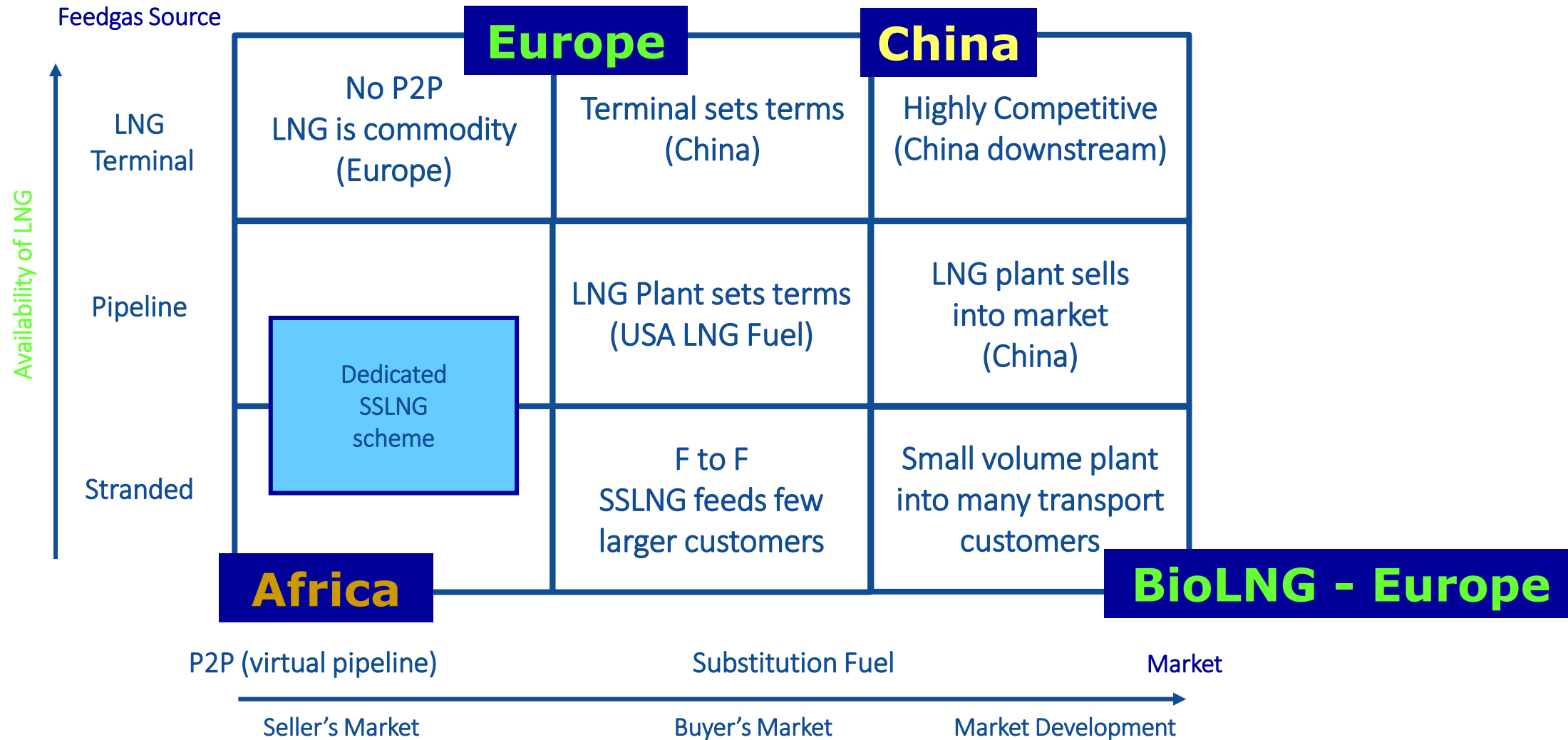
New LNG Value Chains



Virtual pipeline example - Cameroon



SSLNG Commercial & Technical Concepts



Overview Projects - Concepts



	Europe	Africa	China
Value Drivers	Political driven low emissions substitution fuel	Economic Substitution fuel, stranded gas, market demand	Arbitrage Advantages Lowering Emissions Substitution fuel political drive
Project Objectives	Provide transport substitution fuel	Monetise Gas as power gen. substitution fuel	Provide substitution economical substitution fuel
Commercial Concept / Market	Arbitrage pricing pipe gas BioLNG political driven and low CO2 substitution fuel	F/F Market for dedicated customers – whole value chain economics	Arbitrage market (regulated gas prices) for transport, heating, and industrial fuel. Market changes from F/M to competitive M/M
Technical Concept	LNG from Terminal Boutique NG from pipeline BioLNG	Robust simple modular technology	Replicable technology – made in China to large extent
Feed Gas	Biogas, pipegas, import LNG	Stranded gas, pipeline	Stranded gas / process waste gas, pipeline gas Surplus imported LNG from terminal
Financing particularities	Subsidies, CO2 economics	Risk management, world bank	State funding

Conclusions and Outlook



- LNG is a substitution fuel following the SSLNG value chain.
- Market and gas supply determine the concept - political frameworks have big impact (emissions).
- LNG as a new source of energy in the developing world enables whole value chain economics
- China is the most developed small / mid-scale LNG market. Experience from distribution and production of LNG can be applied to other markets.
- Projects in SSLNG are downstream driven with standard of the shelf downstream equipment, selection of liquefaction plants is specific. The right concept selection is key to success.
- SSLNG plants are modular design with focus on simplicity (life cycle costs) in Africa and efficiency (energy consumption, emissions) in Europe.
- SSLNG projects need to select the right concept (commercial and technical). Specific liquefaction (unless LNG from terminal), standardized transport and storage, standardized for transport fuel, and dedicated facilities Regas for industrial customers.