



Pre-Winter Briefing Northeast Gas Association

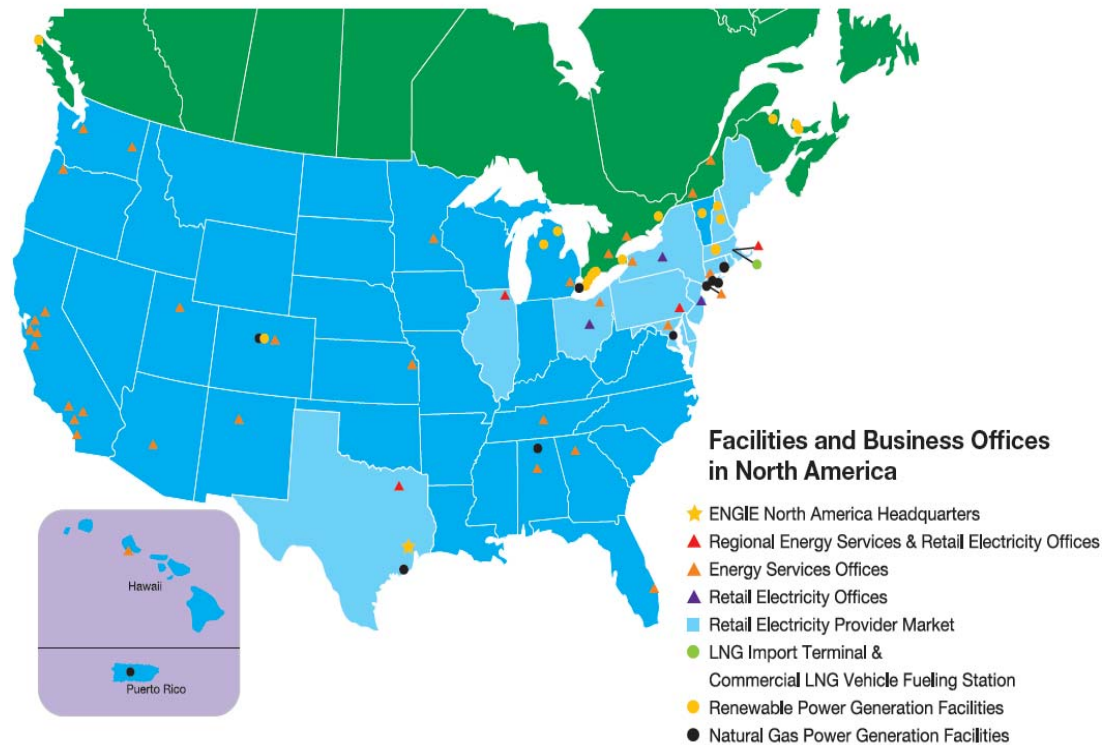
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ENGIE Gas & LNG Overview

- Part of ENGIE North America who manages a wide range of energy businesses in the US and Canada
 - Natural gas and liquefied natural gas (LNG) sales; #1 supplier of LNG to the US
 - Electricity generation and cogeneration totaling over 3,000 MW
 - Retail energy sales and energy services to commercial, industrial and residential customers through ENGIE Resources and ECOVA
 - Turnkey Energy Projects, Facilities Management, and Energy Storage with Opterra, Green Charge, and ENGIE Services
- ENA's US headquarters are in Houston, TX but regional offices in Boston, MA and Edison, NJ
- ENA is part of the Global ENGIE Group based in Paris with revenues of €66.6 billion and EBIDTA of €10.7 billion
- Over 153,000 employees in 70 countries

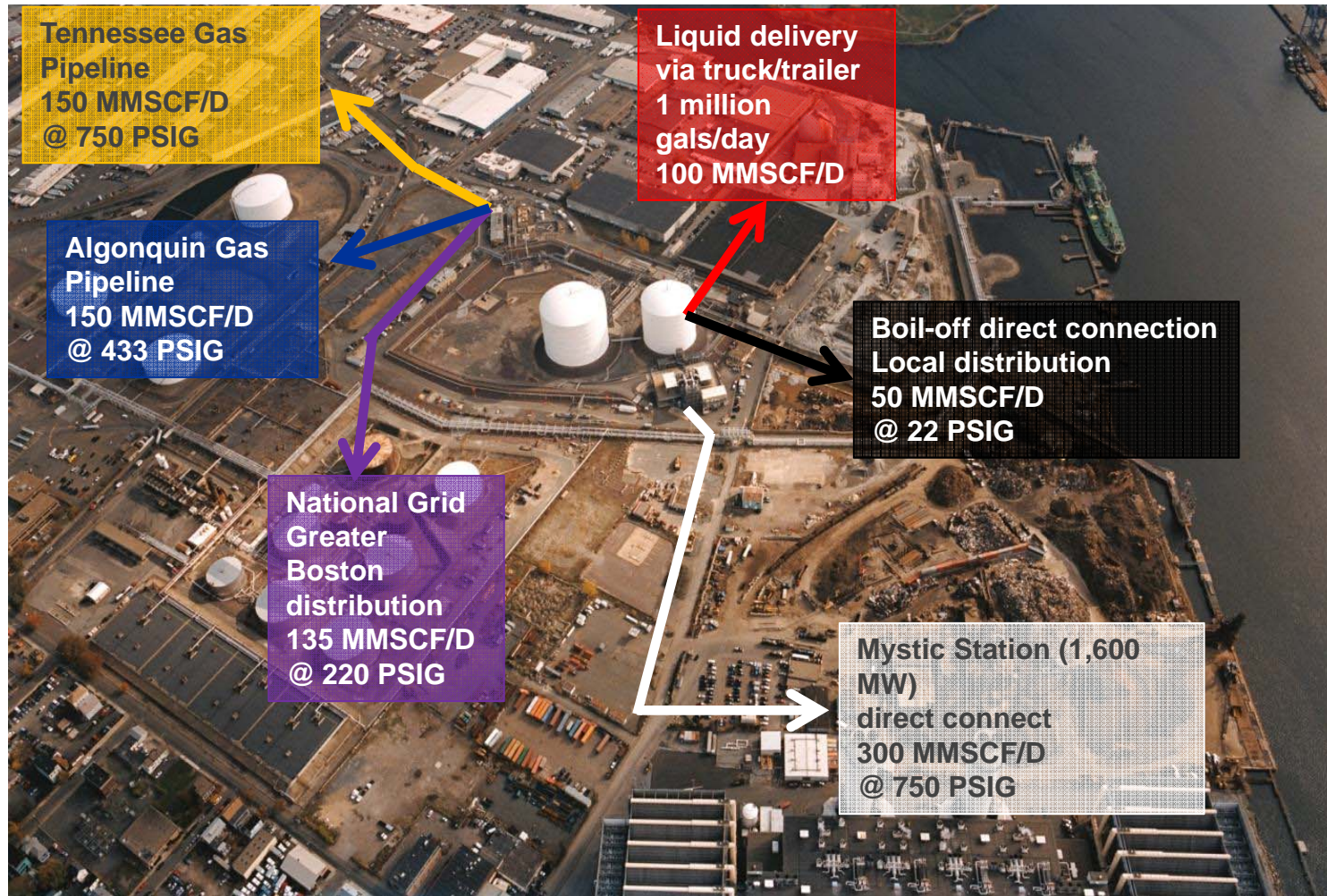


The Everett Marine Terminal: Everett, MA

- The Everett LNG Import Terminal aka Distrigas opened in 1971 as a peak shaving facility to help meet New England's natural gas demand
- Distrigas is the longest-operating import terminal in the US, and the only continuously operating one
- Storage capacity:
 - 3.4 Bcf
- Vaporization capacity:
 - 715 million cubic feet/day – sustainable.
 - 1 billion cubic feet/day – maximum installed.
- Trucking capacity:
 - 100 million cubic feet/day
 - 4 Truck Racks
- Open 24 hours a day 7 days per week



Everett Marine Terminal: A Center of Distribution



Everett Marine Terminal: Facility Hourly Flexibility

- At times, the market is looking for uneven hourly deliveries – especially power generation facilities.
- Distrigas does not have to send out ratably but can, instead, follow the load
- Distrigas' installed capacity can vaporize and send out a peak at over 41 MMSCF/hr with nearly 31 MMSCF/hour sustained
- Hourly capability into Algonquin Gas Transmission:
 - 19.2 MMSCF/hr
- Hourly capability into Tennessee Gas Pipeline:
 - 20 MMSCF/hr
- Hourly capability into National Grid:
 - 13.4 MMSCF/hr

Everett Marine Terminal: Historic Highlights

- Has received in nearly 1,200 ship deliveries
 - Well over 3,000,000,000,000 cubic feet of gas (3 TCF)
- Shipped approximately 375,000 trucks since COD
 - Well over 3,500,000,000 gallons
 - Average 10,000/trucks a year
 - Peak was 14,000 trucks; capacity is much higher
- Opened the first LNG truck fueling station in MA
 - Two lanes
 - 6,000 gallon capacity
 - All major credit cards accepted
 - Open 24 hours a day
 - Currently serving two trucking fleets



Everett Marine Terminal: Supply and Maintenance

- LNG is supplied from our global portfolio of 16.4 MTPA from 6 countries (~2.2 bcf day)
 - 3rd largest portfolio in the world
- Everett continues to be primarily sourced from Atlantic LNG in Trinidad
 - All trains are fully operational
- Investments continue to be made in the Everett Marine Terminal with annual maintenance and capital expenditures.
 - Maintenance and capital improvements follow short term and long term planning
 - The philosophy of an “evergreen” terminal is employed
- ENGIE’s fleet of 12 LNG carriers continues to be operated with the highest levels of safety and efficiency
 - Standard annual maintenance is performed on all vessels calling on the EMT



Everett Marine Terminal: Winter 2016-17

- 2016-17 was overall mild but with a few strong peak days
 - We received 14 ships or 29 Bcf (about 200,000 MMBtu/Day on average)
- On this winter's coldest day, the combined vapor sent out from the Distrigas and Canaport facilities provided New England with 1.2 Bcf
 - A volume greater than the largest proposed pipeline project
 - In addition on the coldest day, Everett loaded 22 trucks or 19,800 MMBtu.
- No operational issues were experienced
- Fully staffed with back-up systems were in place "just in case"
 - Stand by Generators
 - Spare Pumps
 - Spare Vaporizers



Everett Marine Terminal: Winter 2017-18

- We've been loading trucks since April '17 and New England LDC liquid storage is expected to be completely full by the end of November
- In addition to our long term contracts that are in place, ENGIE, once again, had a very active pre-winter season
 - Many requests for proposals responded to and contracts signed
 - Interest from all types of market participants
 - LDC's, Power Generators, and Gas Marketers
- A number of winter products were offered to meet the region's needs:
 - Day-ahead and same day call options
 - Baseload vapor
 - Liquid refill service
- All inbound marine shipping has been arranged and scheduled
- Planned terminal maintenance completed with no issues in Spring and Fall 2017
- We are prepared and ready to serve the market this winter!

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