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Agenda

- GDF SUEZ Overview
- Winter 2013-2014 Look back
- LNG as a Peak Day Solution
- Final Thoughts
Global LNG portfolio player
- 3rd largest importer of LNG in the world
- Global portfolio of LNG supply
- Operate 17 LNG carriers including 2 SRV’s
- No. 1 Independent Power Producer in the world

Well established presence in the U.S.
- Largest supplier of LNG in the U.S., with over 3 TCF delivered through Everett since 1971
- Handle up to 10,000 truck deliveries per year
- Recognized for exemplary safety by National Safety Council, MA Safety Council and American Gas Association
- Selling LNG for transportation applications since 2011 and as an alternative fuel since 2009
  - Company owned LNG fueling station at Everett Terminal
Everett Marine Terminal

- Tennessee Gas Pipeline
  150 MMSCF/D @ 750 PSIG

- Algonquin Gas Pipeline
  150 MMSCF/D @ 433 PSIG

- National Grid Greater Boston distribution
  135 MMSCF/D @ 220 PSIG

- Mystic Station (1,600 MW) direct connect
  300 MMSCF/D @ 750 PSIG

- Boil-off direct connection
  Local distribution
  50 MMSCF/D @ 22 PSIG

- Liquid delivery via truck/trailer
  1 million gals/day
  100 MMSCF/D
The Recent Winter

- Starts with the months leading up to the winter:
  - Actively involved in NEPOOL stakeholder process as well as direct discussions with ISO-NE regarding LNG option to oil-procurement
  - GDF SUEZ issues RFP for winter peaking services prior to start of winter
    - Offered both intra-day and day-ahead call options on both Tennessee and Algonquin

- Market feedback:
  - **Power:** No mechanism in place for power generators to recover the cost of flexible fuel supply during peak demand periods.
  - **Gas:** Limited vapor peaking interest and more interest in winter liquid refill which we did supply to the market.
  - Accordingly we had limited overall participation in our offering to the market

- Primary message: In order to ensure LNG is available for the market it needs to be contracted for in advance
  - Bringing gas to market on “spec” is not an option
  - For both logistical and capital risk reasons
LNG as a Peak Day Solution

Historical New England Gas Consumption vs. Pipeline Capacity
(Excludes Mystic 8&9 Consumption)
Final Thoughts

- New England has a peaking gas supply issue

- LNG can be economically delivered to the New England market during peak periods provided commitment is made with enough time to facilitate logistics

- The market needs proper mechanisms in place for power generators to recover the cost of flexible fuel supply during peak demand periods

- LNG is available now both on a short-term or seasonal basis or on a longer-term basis as needed