

# **Investor Presentation**

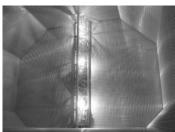
#### First nine months 2016 activity update











October 12, 2016

Safety Excellence Innovation Teamwork Transparency

### **Disclaimer**

This document is strictly confidential. Any unauthorised access to, appropriation of, copying, modification, use or disclosure thereof, in whole or in part, by any means, for any purpose, infringes GTT's rights. This document is part of GTT's proprietary knowhow and may contain trade secrets protected worldwide by TRIPS and EU Directives against their unlawful acquisition, use and disclosure. It is also protected by Copyright law. The production, offering or placing on the market of, the importation, export or storage of goods or services using GTT's trade secrets or know-how is subject to GTT's prior written consent. Any violation of these obligations may give rise to civil or criminal liability. © GTT, 2010-2016



Teamwork Transparency

Excellence

#### **Disclaimer**

This presentation does not contain or constitute an offer of securities for sale or an invitation or inducement to invest in securities in France, the United States or any other jurisdiction.

It includes only summary information and does not purport to be comprehensive. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of the information or opinions contained in this presentation. None of GTT or any of its affiliates, directors, officers and employees shall bear any liability (in negligence or otherwise) for any loss arising from any use of this presentation or its contents.

The market data and certain industry forecasts included in this presentation were obtained from internal surveys, estimates, reports and studies, where appropriate, as well as external market research, including Poten & Partners, Wood Mackenzie and Clarkson Research Services Limited, publicly available information and industry publications. GTT, its affiliates, shareholders, directors, officers, advisors and employees have not independently verified the accuracy of any such market data and industry forecasts and make no representations or warranties in relation thereto. Such data and forecasts are included herein for information purposes only. Where referenced, as regards the information and data contained in this presentation provided by Clarksons Research and taken from Clarksons Research's database and other sources, Clarksons Research has advised that: (i) some information in the databases is derived from estimates or subjective judgments; (ii) the information in the databases of other maritime data collection agencies may differ from the information in Clarksons Research database; (iii) while Clarksons Research has taken reasonable care in the compilation of the statistical and graphical information and believes it to be accurate and correct, data compilation is subject to limited audit and validation procedures.

Any forward-looking statements contained herein are based on current GTT's expectations, beliefs, objectives, assumptions and projections regarding present and future business strategies and the distribution environment in which GTT operates, and any other matters that are not historical fact. Forward-looking statements are not guarantees of future performances and are subject to various risks, uncertainties and other factors, many of which are difficult to predict and generally beyond the control of GTT and its shareholders. Actual results, performance or achievements, or industry results or other events, could materially differ from those expressed in, or implied or projected by, these forward-looking statements. For a detailed description of these risks and uncertainties, please refer to the section "Risk Factors" of the Document de Référence ("Registration Document") registered by GTT with the Autorité des Marchés Financiers ("AMF") under No. R.16-028 on April 27, 2016 and the half-yearly financial report released on July 21, 2016, which are available on the AMF's website at www.amf-france.org and on GTT's website at www.gtt.fr.

The forward-looking statements contained in this presentation are made as at the date of this presentation, unless another time is specified in relation to them. GTT disclaims any intent or obligation to update any forward-looking statements contained in this presentation.



Safety Excellence Innovation Teamwork Transparency

## **Key figures**

- Revenues for the first nine months 2016: €176.7 million (+12%)
- Movements in the order book during the first nine months 2016
  - Deliveries: 17 (15 LNGC, 1 FSRU, 1 FLNG)
  - New orders: 2 LNGC
- Order book of 103 units as at Sept 30, 2016
  - 91 LNGC/VLEC(1)
  - 7 FSRU/RV<sup>(1)</sup>
  - 2 FLNG
  - 2 Onshore storage
  - 1 LNG bunker barge
- 1 LNGC order received in early October should apply the new Mark V system

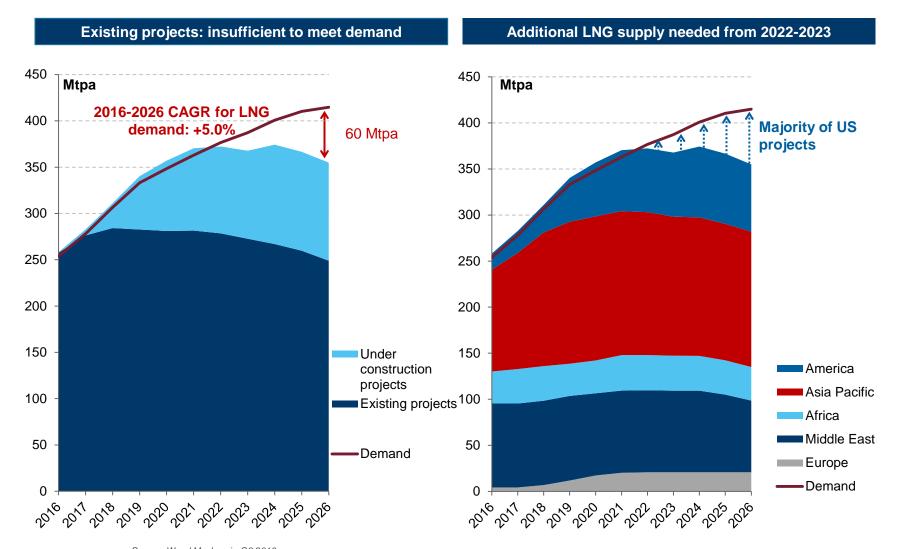






(1) Including a LNGC order conversion into a FSRU order Notes: LNGC - Liquefied Natural Gas Carrier, VLEC - Very Large Ethane Carrier, FSRU - Floating Storage and Regasification Unit, RV - Regasification Vessel, FLNG -Floating Liquefied Natural Gas

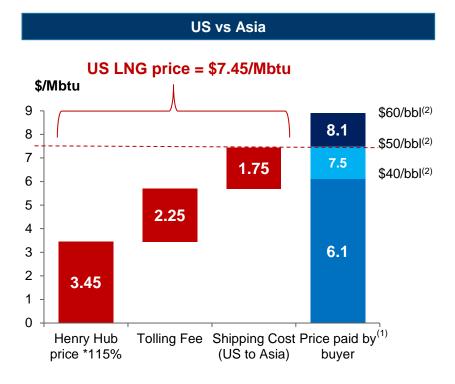
## Market drivers: a strong anticipated LNG demand





Source: Wood Mackenzie Q3 2016

## Market drivers: LNG pricing update (US vs Asia)



**US** projects still competitive

- Source of diversification for Asian and **European buyers**
- A way to avoid oil indexation

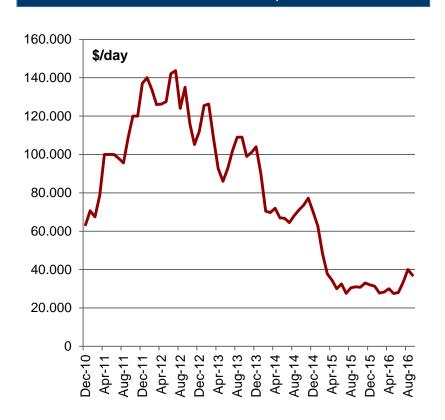
Source: Morgan Stanley for shipping cost via Panama canal

- (1) Hyp: oil linkage formula 14% + 0.5\$/bl
- (2) Oil price equivalent



# Charter rates have picked-up since the beginning of H2 2016

#### Charter rates evolution for 160,000 cbm LNGC



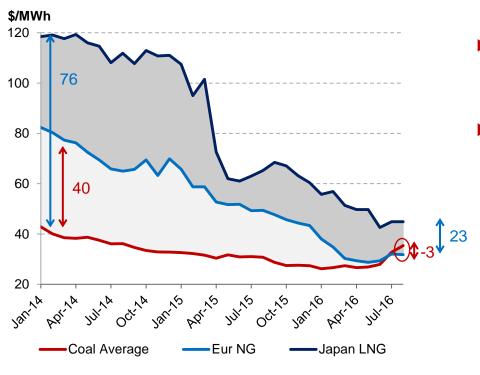
Increase of the charter rates during the 2016 summer: trend to be confirmed



Source: Clarkson

## Market drivers: pricing update

#### Gas vs coal

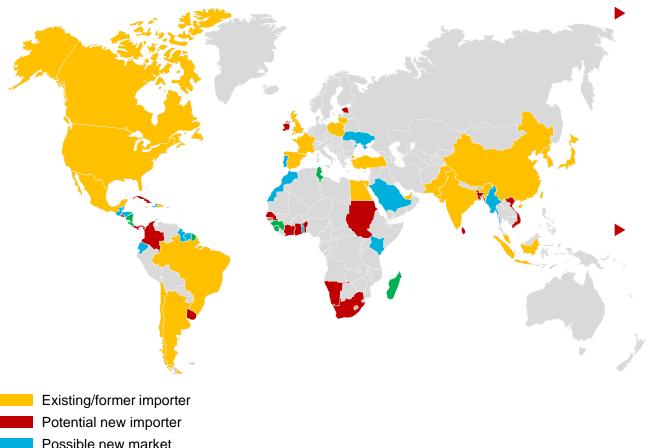


- Coal prices higher than European NG price
- Decline in LNG prices will accelerate the switch from coal to gas



Source: World Bank

# New LNG importers will drive new LNG trade routes and new storage capacities



# From 36 importing markets today to possibly more than 90 in 2025

- 2015: Egypt, Jordan and Pakistan
- Next in the short term?
  Jamaica, Colombia,
  Ghana

#### **Key determinants:**

- Current oil, diesel, or gas use in power & industrial sectors
- Willingness to switch to a cleaner fuel for countries
- Existing infrastructure
- Gas supply sustainability



Less likely new market

Source: GTT based on Wood Mackenzie and IHS data

afety Excellence Innovation Teamwork Transparency

### 9 months 2016 revenues at €177 million

Summary financials			
in € M	9M 2015	9M 2016	Change (%)
Revenues	158.4	176.7	+11.6%
Royalties	146.7	167.7	+14.4%
% of revenues	93%	95%	
LNGC/VLEC	128.2	151.3	+18.0%
% of revenues	81%	86%	
FSRU	12.0	14.3	+19.6%
% of revenues	8%	8%	
FLNG	5.7	1.6	-71.9%
% of revenues	4%	1%	
Onshore storage	0.5	0.2	-53.6%
% of revenues	1%	0%	
Barge	0.3	0.3	+22.2%
% of revenues	0%	0%	
Services	11.7	9.0	-23.2%
% of revenues	7%	5%	

#### **Key highlights**

- Total revenues: €176.7 million
- Revenues from royalties: + 14.4% at €167.7 million mainly driven by
  - ▶ LNGC/VLEC: + 18.0%
  - FSRU: + 19.6%
- Revenues from services: €9.0 million
  - Mainly driven by maintenance contracts for ships in service, studies, and suppliers' approvals
  - Down due to a comparatively high 2015



10

### 2016 Outlook

**GTT** revenue

In the absence of any significant postponements or cancellations in orders, 2016 revenue estimated at around €240 M

**Net margin** 

► Net margin above 50%

Dividend Payment<sup>(1)</sup>

2016 and 2017 dividend amount at least equivalent to 2015



(1) Subject to approval of Shareholders' meeting. GTT by-laws provide that dividends may be paid in cash or in shares based on each shareholder's preference.

Safety Excellence Innovation Teamwork Transparency

# Thank you for your attention

Information-financiere@gtt.fr

