



Marketing Material

Due Diligences and Transactions in the Gas and LNG Sector

FTI Consulting's Capabilities

FTI Consulting Energy Team has a global presence and unparalleled expertise in Gas and LNG markets, serving investors worldwide

Our value proposition and key differentiators



Global team Global reach

FTI Consulting brings together the experience of its Energy Global Team to every project

- We act as one single and global team. We are used to work together on our assignments and able to serve our clients all around the globe.
- Our team members have significant academic and professional backgrounds with deep local expertise.
- They are recognised experts in the energy sector with proven track record in energy-related transaction services.



Deep expertise in energy markets

FTI Consulting has a proven track record delivering cutting-edge support to energy related market players

- Our Energy Team uniquely combines three energy-specific differentiating expert skills revolving around regulation, modelling and contracts, and applied to support our clients across five main lines of services, one of which is M&A and Due Diligences.
- Our team has advised utilities, energy ministries and regulators across all energy sub-sectors, as well as supported independent and bank-owned infrastructure investment funds in both Buyer and Vendor Due Diligence assignments.



Unique footprint in Gas and LNG and recognised inhouse models

FTI Consulting is uniquely recognized in Gas and LNG and designed proprietary models

- FTI Consulting is one of the few consultancies recognised by gas & LNG industry bodies, regularly invited to present its commercial and regulatory insights.
- Our in-house LNG models allow us to prepare independent market forecasts and analysis to base investment and valuation decisions. These models are updated constantly and can be tailored to address client-specific needs on a dedicated market.
- Our proprietary model forecasting LNG vessels charter has supported acquisition of 10+ vessels.



1. A Global Team With Global Reach



FTI Consulting is an independent global business advisory firm supporting its clients during moments of truth across a range of advisory services

GLOBAL TEAM, GLOBAL REACH

FTI Consulting is an independent global business advisory firm dedicated to helping organizations **manage change, mitigate risk** and **resolve disputes**: financial, legal, operational, political and regulatory, reputational and transactional.

Each practice is a leader in its specific field, staffed with experts recognized for their **depth of knowledge** and a track record of **making an impact**.

Collectively, FTI Consulting offers a comprehensive suite of services designed to assist clients across the business cycle – from proactive risk management to providing rapid responses to unexpected events and dynamic environments.

AT A GLANCE



8,000+

Employees Worldwide

Advisor to **98** of the world's top **100** law firms

\$7.7B

Market Cap¹

38

Advisor to the world's top **50** bank holding companies



33

Countries

83

of Fortune Global 100 corporations are clients

64/100

Advisor to **64** of the top **100** Private Equity International firms

800+

Senior Managing Directors

WHAT MAKES US UNIQUE



Definitive Expertise

Our professionals are experts with extensive practical experience applying that expertise to generate decisive impacts.



A Culture that Delivers

Our culture and working style reflect a bias toward the tangible and a tenacity for meaningful solutions that make a difference.



Comprehensive Services

Our practices, as stand-alone offerings and comprehensive solutions, address the range of interconnected issues our clients face.



Industry Experience

Our industry groups are staffed with seasoned practitioners who possess years of hands-on management & operational experience across 16 industries.

(1) Number of total shares outstanding as of October 19, 2023, by the closing price per share on October 26, 2023.

Our global team, with deep energy expertise have advised clients from around the world

Mapping of our global team heads of FTI Consulting energy practices

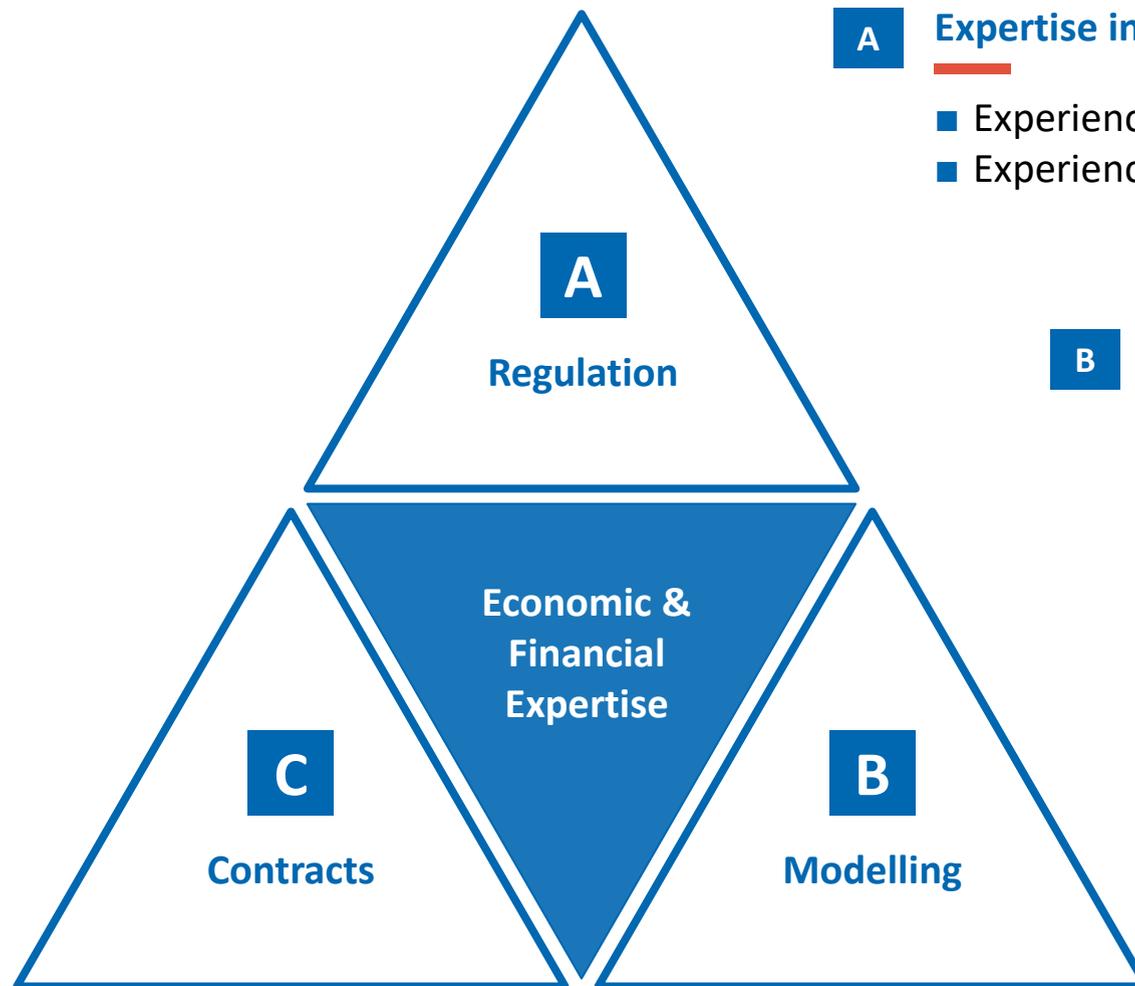




2. Deep Expertise in Energy Markets

Our Energy Team uniquely combines three energy-specific differentiating expert skills revolving around regulation, modelling and contracts...

Our team's differentiating expert skills



A Expertise in understanding Economic Regulation

- Experience in designing regulatory frameworks in 35+ countries
- Experience in challenging regulatory decisions

B Expertise in Modelling commodity markets and economic behaviours

- Proprietary models of European electricity, gas, CO2 markets, LNG Shipping markets
- Experience of modelling for auction design, arbitrage value, transfer pricing, etc.

C Expertise in Commodity and Infrastructure Contracts

- Combined experience of negotiating USD >30bn of contracts
- Deep commercial understanding

...those three differentiating expertise are applied to support our clients across five main lines of services, one of which is M&A and Due Diligences

Our main lines of services supported by our distinctive expertise



- 1 Market studies & strategy design**
 - Overall strategy & Market Modelling
 - Regulatory strategy
 - Marketing strategy
 - Prospect identification & target screening

- 2 Regulatory analyses**
 - Design of new regulations
 - Challenge of regulations
 - Benchmarking of regulations
 - Impact assessment
 - Regulatory applications

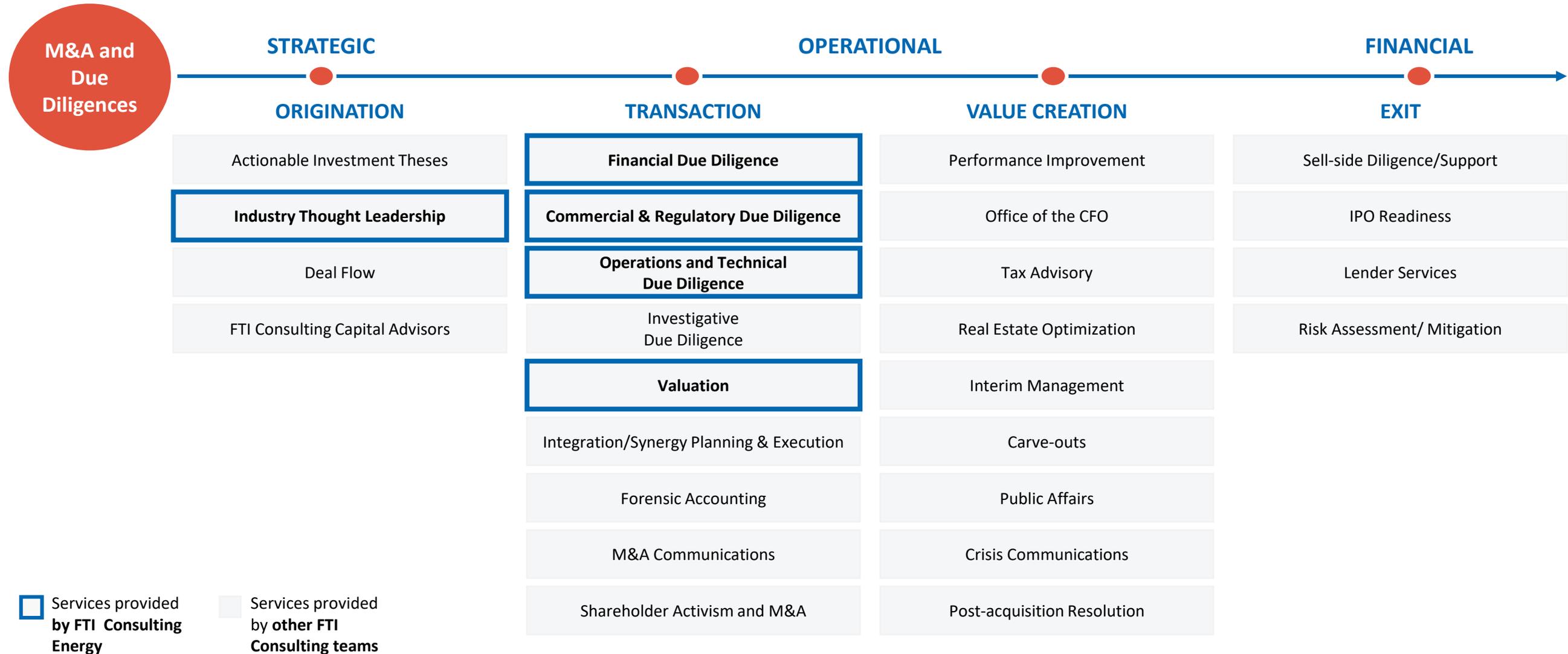
- 3 Contract reviews**
 - Contract negotiation
 - Commercial products design
 - Price reviews

- 4 Disputes**
 - Asset valuation & Market forecasts
 - Loss of profit
 - Industry commercial practices
 - Expertise in Construction, Price Review, Hardship, Force Majeure

- 5 M&A and Due Diligences**
 - Commercial & Regulatory Due Diligence
 - Financial Due Diligence
 - Investment appraisal
 - Transfer pricing determination

Our team offers an extensive range of services tailored to the investor community, complementing broader offerings from other teams within FTI Consulting

Our services tailored to the investor community





3. Our Footprint in Gas and LNG and Our Recognised Inhouse Models



OUR FOOTPRINT IN THE GAS AND LNG MARKET

FTI Consulting is one of the few consultancies recognised by gas & LNG industry bodies, regularly invited to present its commercial and regulatory insights



Memberships

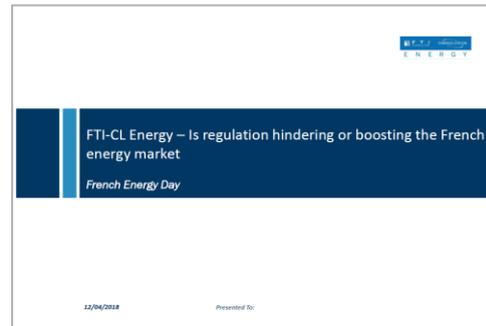


LNG Committee of the International Gas Union
Only economic consultancy nominated to industry body



International Association for Energy Economics
Only economic consultancy contributing on LNG

Illustration from past gas conferences



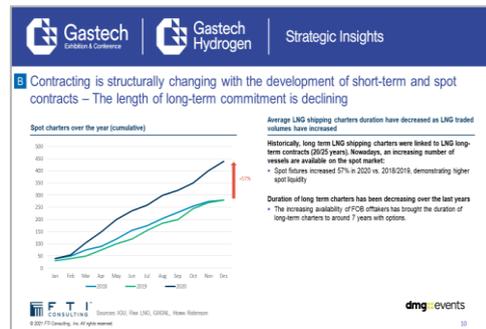
French Energy Day



LNG Ship/Shore Interface Conference



Speaker 43rd IAAE conference



Gastech – LNG contracting



LNG shipping conference



Speaker at Gastech – Commercial frameworks benchmarks

LNG related articles



[“Natural gas price review arbitrations: issues in adopting hub indexation”](#), published in Gas & LNG Price Arbitrations: A Practical Handbook (Compass Lexecon, 2020)



[“LNG Disputes Beyond Price Reviews”](#), published in the Oil, Gas & Energy Law Journal (June 2020)



[“Project Financing - Review of Mozambique LNG”](#), FTI Consulting whitepaper (November 2020)



[“Characteristics, Drivers of Emerging Carbon-Neutral LNG Market”](#), FTI Consulting whitepaper (November 2021)



[“New LNG Regasification Terminals in Europe”](#), FTI Consulting whitepaper (May 2022)



Paper on carbon-neutral LNG cargoes (May 2022)



We develop client-tailored models based on our proprietary in-house models in the gas, power, hydrogen & renewable fuels sectors among others

Our in-house LNG models allow us to prepare independent market forecasts and analysis to base investment and valuation decisions

OUR PROPRIETARY MODELS

Gas & LNG	1	LNG Shipping
	2	LNG netback optimisation
	3	Small-Scale LNG market
Power	1	European power market dispatch
	2	Capacity market
	3	EU flexibility market
	4	GB -Nodal market & LMP report
Hydrogen & Renewable fuels	1	Global green H2 prices
	2	H2 pipeline transport tariffs
	3	Power-to-Gas projects financial model
Other	1	Production cost of petroleum products & chemicals
	2	EU-ETS model

Overview of FTI Consulting's in-house LNG-specific models

1 LNG shipping model

- Input: fleet order book from external sources, shipping demand and investments from FTI Consulting optimization
- Output: shipping prices and charter rates

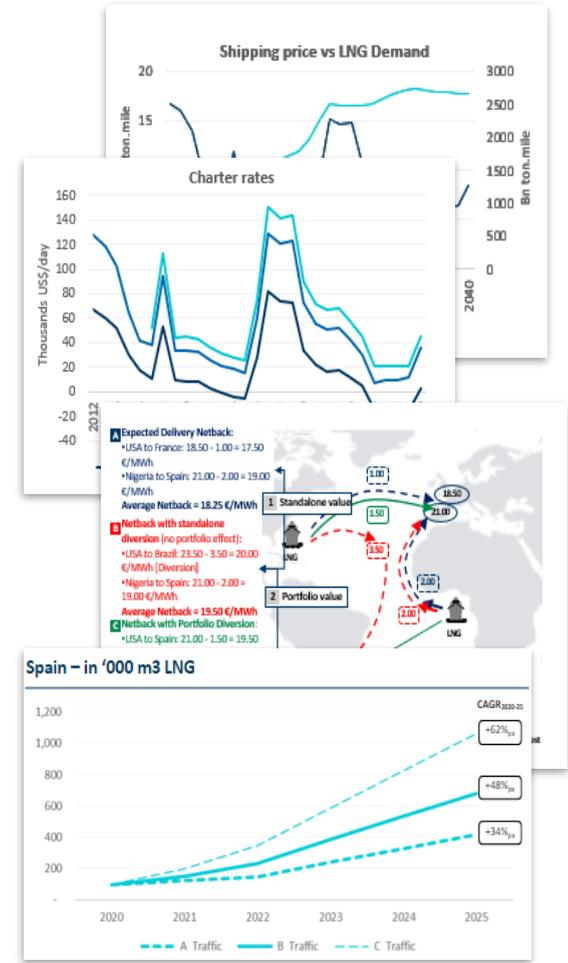
2 LNG netback optimization model

- Input: LNG supply, demand, LNG routes and shipping costs, diversion options
- Output: optimized LNG portfolio value, shipping costs and LNG flows

3 Small-scale LNG market model

- Input: Volumes and prices of substitutes of LNG across the three end-uses - industrial off-grid and power, road transport and marine bunkering
- Output: Forecast demand/supply for small-scale LNG across three end-uses

Stylised model output





Our LNG shipping market equilibrium model relies on five steps to dynamically assess demand and supply conditions to produce clear indications on LNG shipping market forecasts

The model is based on economic fundamental inputs and optimises costs to yield LNG production, shipment and prices

1 Assess the LNG shipping demand: how could LNG import and export flows be allocated to satisfy global LNG demand, and in the process determine LNG shipping demand towards 2050?

2 Assess the LNG shipping supply: what is the evolution of the global LNGC fleet considering likely exits based on age, idleness period and non-compliance regarding environmental regulation?

4 Determine market conditions: how is the equilibrium price set if the market is loose and if the market is tight?

Market equilibrium model

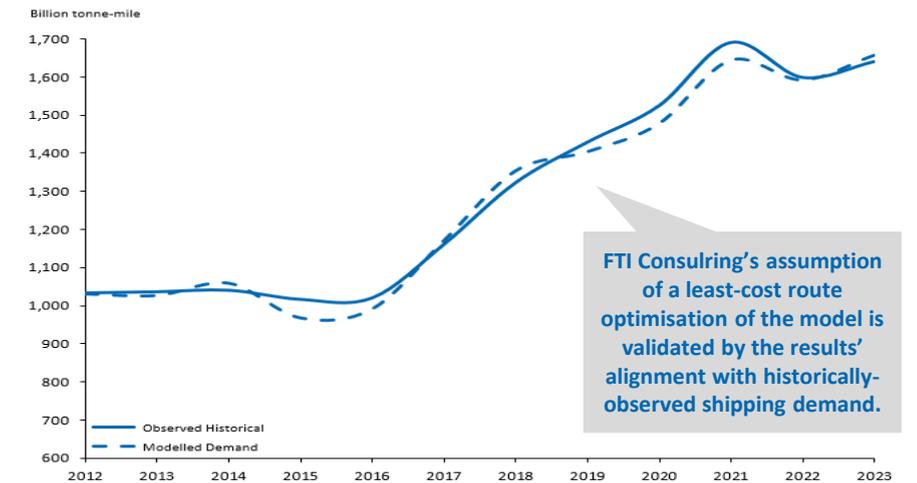
5 Determination of the charter rates: what are the annual average charter rates for the different scenarios considered?

3 Determine future investments for new vessels: what level of investment are the actors envisaging considering the need to ensure sufficient supply and to lower the total system costs?

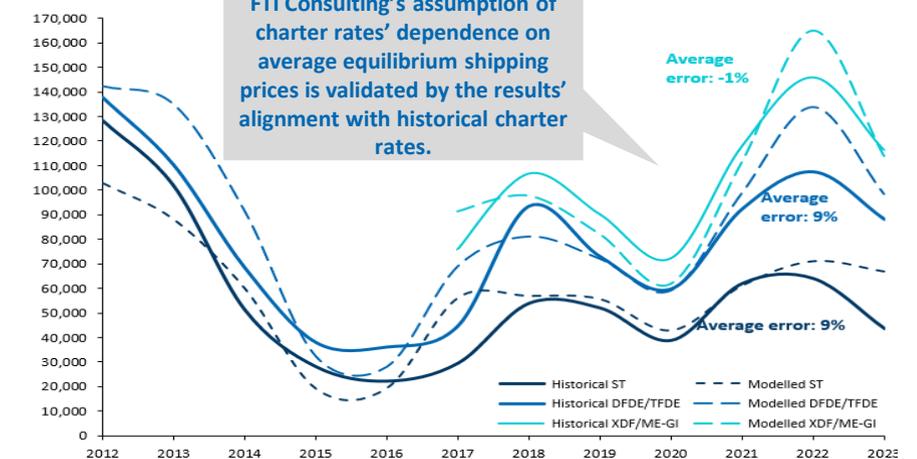
Input Modelling Output

We have compared our model results with historical charter rates

Shipping demand estimation and actual observed shipping demand



Charter rates estimation and actual observed historical charter rates in USD/day, 2012 – 2023





Experts with Impact™



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