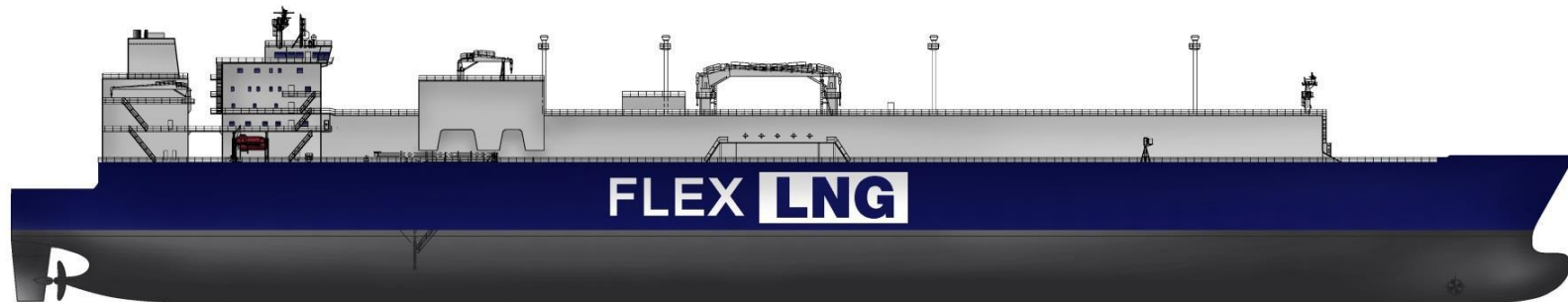


# Company Presentation

**FLEX LNG**



26 April 2017

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1

## Executive Summary

April 2017 13

**FLEX LNG**

# Flex LNG provides pure exposure to the attractive LNGC and FSRU markets with best-in class fleet and strong sponsor and management

## Acquisition of 2x LNG MEGI newbuilds at attractive terms

- Acquisition of 2x LNG MEGI newbuilds at DSME with delivery in Q2/Q3'2019
- Highly attractive all-in price, including supervision, of USD 180m per vessel
- Back end dated payment terms with 20% now and 80% at delivery
- The deal is better than what can be achieved today both with respect to price and payment terms

## Significant exposure towards a LNGC market recovery

- Flex will have a homogenous fleet of six MEGI LNG vessels with superior earnings capacity
- Tightening of supply/demand in LNG shipping market indicating shortage of vessels in 2018-19
- Flex has the largest share of available next generation LNG carriers for delivery before 2020

## Strong pipeline of FSRU projects

- The FSRU market is poised to grow substantially over the next five years
- FLEX is selectively pursuing FSRU opportunities and has been short listed in two potential FSRU projects and has active discussions with several other projects
- Opportunities may include FSRU newbuilds for long-term chartering contracts and/or conversions of existing vessels

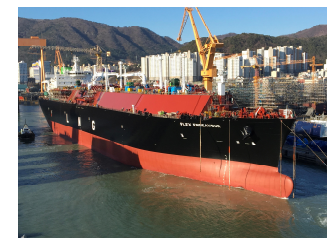
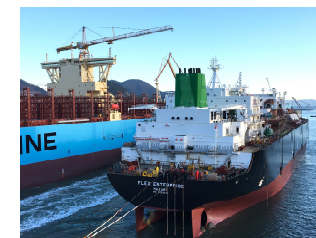
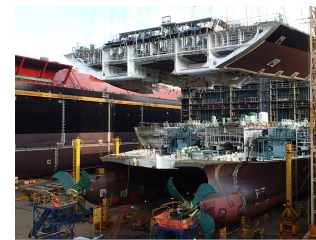
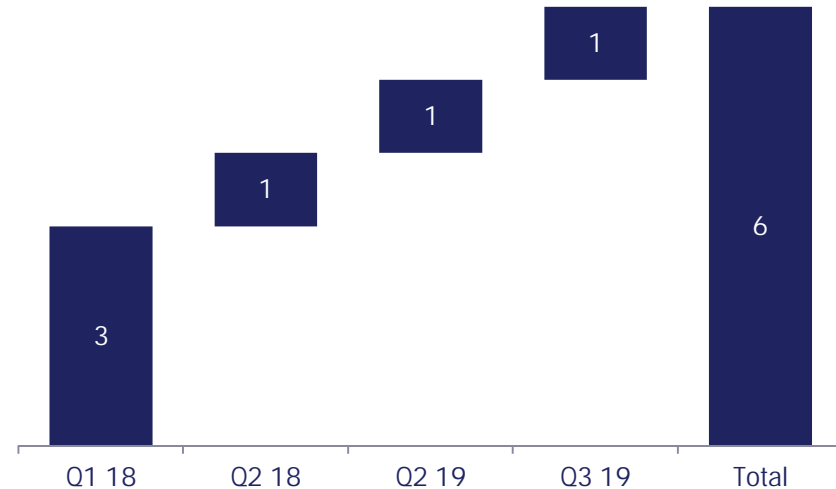
## Strong support from sponsor

- Flex is the growth platform for LNGC/FSRU in the Seatankers group and the sponsor expected to continue to support Flex in achieving its long term strategic goals
- Sale of 2x LNG MEGI newbuilds at USD 180m reflects the Seatankers group's unique access to attractive deals with ship owners and yards to the benefit of Flex

# FLEX LNG at a Glance

- Listed on the Oslo Axess Stock Exchange with a MCAP of NOK ~3.4bn / USD 390m<sup>(1)</sup>
  - The Company is exploring the potential migration of its listing from Oslo Axess
- Majority owned by Geveran Trading Co Ltd (“Geveran”)
  - Geveran is highly committed to build up Flex LNG into major player in LNG sector
  - Affiliates of Geveran has provided Flex LNG with a USD 270m RCF at a fixed cost of 1% to back stop take-out financing
    - Currently USD 200m outstanding
- Assuming completion of the Private Placement, Flex will have 6x LNG MEGI newbuilds on order from DSME (4x) and SHI (2x)
  - Delivery through Q3 2019
- Building market presence and operation experience through chartered-in vessels
  - 4 chartered in TFDEs for 6 months firm period (+6 months option) from March 2017
  - 155k-174k TFDE vessels from Gazprom (2), Woodside (1) and Alpha (1)

# of MEGI newbuilds and expected delivery



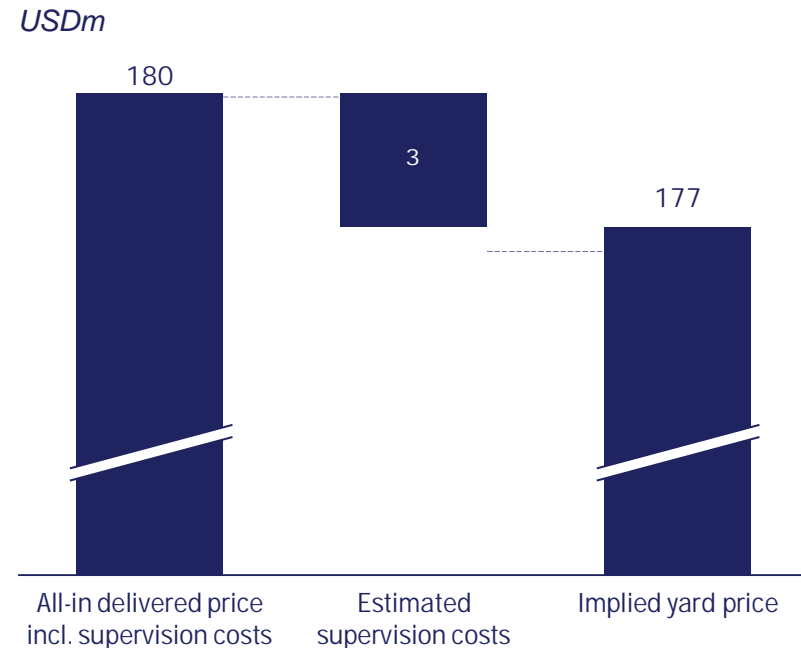
Notes: (1) Market cap post registration of shares from Private Placement in February 2017

# Implied Newbuild Price Represents an All Time Low

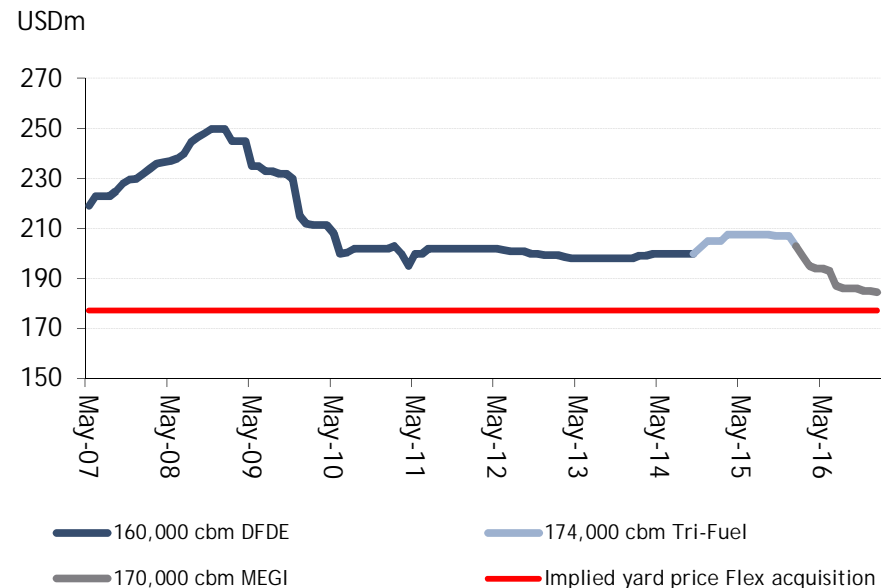
HIGHLY ATTRACTIVE ONE-OFF PRICE ILLUSTRATING THE VALUE OF BEING PART OF THE SEATANKERS GROUP

Implied yard price of USD 177m...

...representing an all time low newbuild price



Newbuild prices for modern LNG vessels 2007-current



- In March 2017, affiliates of Seatankers entered into a contract for two LNGC newbuilds at DSME
- The transaction was part of a broader deal involving several related companies within the Seatankers group
- Seatankers was able to negotiate a very attractive price as the contracts were entered into in the middle of the DSME refinancing. DSME has now completed their refinancing efforts and the three big Korean yards are all facing significant political pressure to stop taking loss making orders
- Vessels to be acquired on attractive NSF terms, with payment 20% upfront and 80% at delivery
- Seatankers with responsibility for supervision costs, yard instalments, and construction risk until delivery to Flex LNG

Sources: Arctic Securities

# FLEX LNG strategy: Develop leading position in LNGC shipping and targeting selective FSRU growth



## 1. Leading position in LNG shipping (LNGC)

- The LNGC segment has been “out of favour” the last years with low rates and weak utilisation
- Competitors with main focus on FLNG and FSRU
- Most LNGC newbuilds have been ordered against long term contracts
- Market is expected to see strong growth next years showing a tight supply/demand situation from 2018 and onwards
- Flex believes this represents an attractive opportunity and has secured 6 out of 9 open LNG newbuilds
- Flex is prepared to trade the vessels in the spot market the next years, however will consider long term employment at the right rates

## 2. Selective FSRU growth

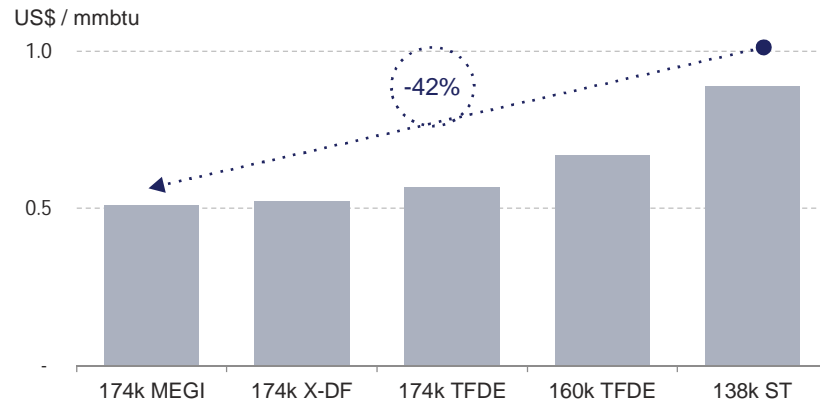
- The Flex management team and the Seatankers group has extensive experience in developing and executing FSRU projects after being involved in a total of 19 FSRU projects globally
- Flex has an LOI in place with NextDecade to create a full value chain solution for LNG to international customers from the Rio Grande LNG export project under development in Brownsville, Texas with 27mtpa nameplate capacity
- Flex has been short listed in two potential FSRU projects and has active discussions with several other projects
- Flex has finalized the FSRU design that would be applied and would make them the most advanced FSRUs in the market

# Fuel Efficiency and Minimized BOR Drives Vessel Evolution

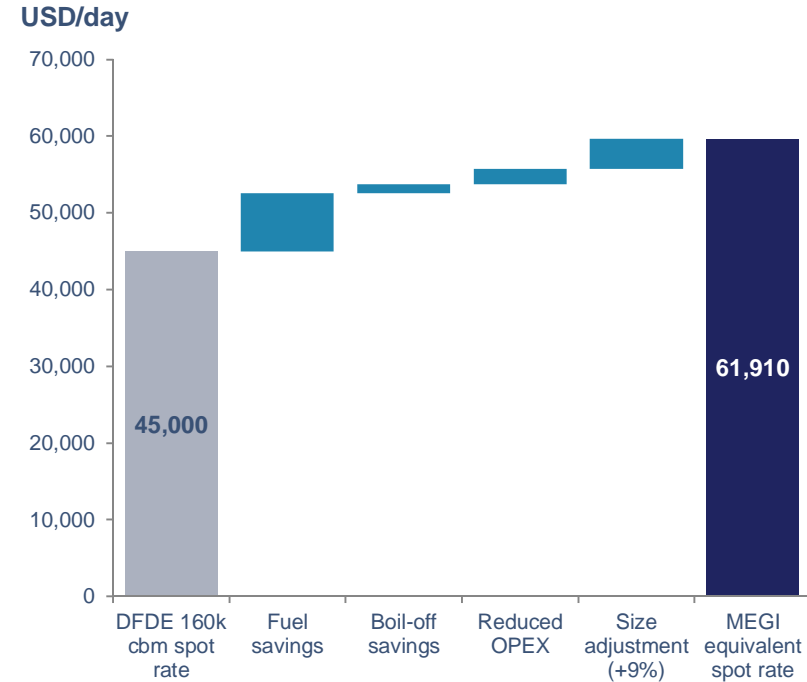
## Technological Specification of FLEX LNG MEGI LNGCs

Cargo capacity:	173,400 / 174,000 cbm LNG cargo capacity
Service speed:	19.5 knots at NCR
Fuel consumption at service speed:	DSME: 91 ton/day / SHI: 92 ton/day
Engine and Propulsion system:	2-stroke slow speed MEGI main engines
Boil-off Rate:	Low boil-off rates to maintain speed flexibility (SHI: 0.09% / DSME: 0.075% with reliq.)
Exhaust gas and ballast water treatment:	Modern system in compliance with new emissions regulations
OPEX:	Reduced engine complexity is expected to lower opex by c. \$2,000 / day

## Comparison of LNG Ship Types on UTC Basis\*



## MEGI Equivalent Spot Rates<sup>(1)</sup>



Notes: (1) Estimated fuel savings are based on an assumption of fuel cost of \$330/ton and estimated boil-off savings is based on 0.12% for DFDE vs 0.09% for MEGI

Sources: FLEX LNG, MAN, DSME



# LNG Trade To Increase By Over 50% By 2021

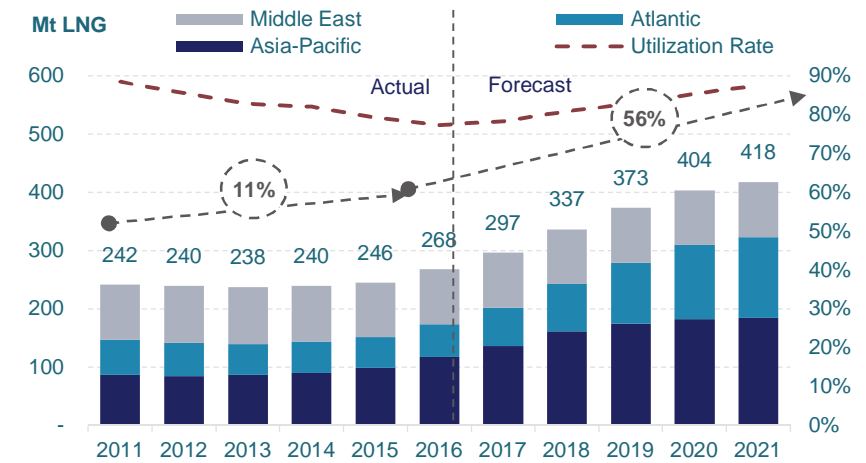
**By 2021 global LNG supply is expected to reach 420mt, an increase of ~56% from 2016**

- Despite low oil and gas prices, new LNG export projects produced an incremental 22 mt in 2016
- LNG supply increased from 242 mt in 2011 to 268 mt in 2016
- Over the next 5 years LNG annual supply is projected to rise by at least 130 mt (new projects and existing projects ramping up capacity) to ~418 mt

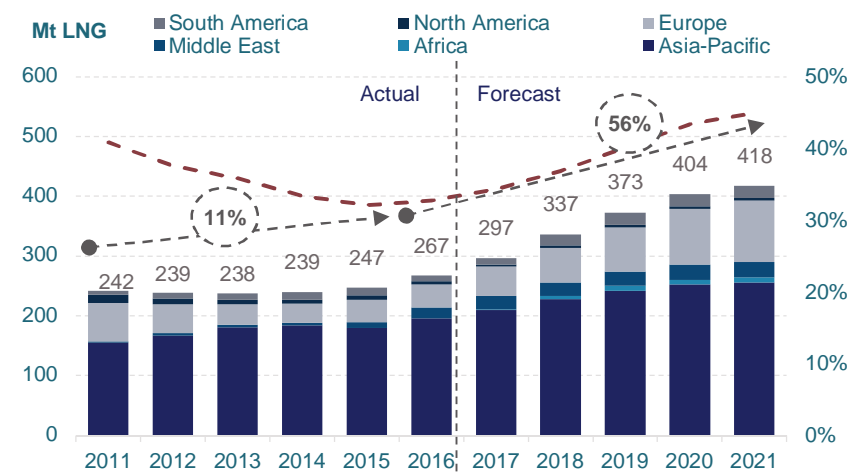
**LNG demand growth has accelerated, facilitated by an increase in LNG supply, collapse in gas prices and environmental benefits**

- IEA predicts global energy demand will increase by 30% between by 2040
- Natural gas represents 25% of the world's energy mix. Falling gas prices and lower CO2 emissions helps outcompete alternative fuels such as coal and oil
- LNG grows seven times faster than pipeline gas trade and is expected to account for 50% of globally traded gas in 2035 (up from 32% today)
- There are currently 36 countries importing LNG, and this number could rise to 90 countries over the next ten years (Wood Mackenzie)

**Supply by Region, 2011-2021**



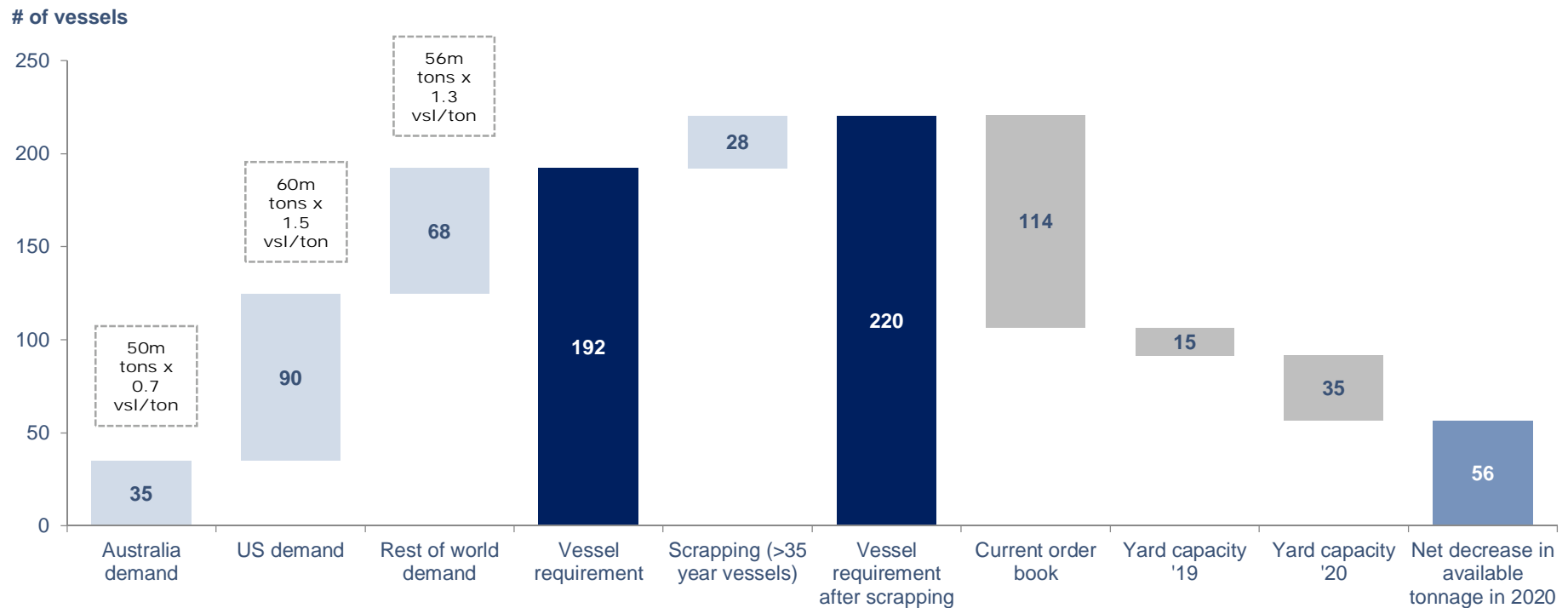
**Demand by Region, 2011-2021**



Sources: IEA, WoodMackenzie, Reuters

# Tightening LNG Shipping Market Outlook

Overview of incremental LNGC vessel demand and supply through 2020

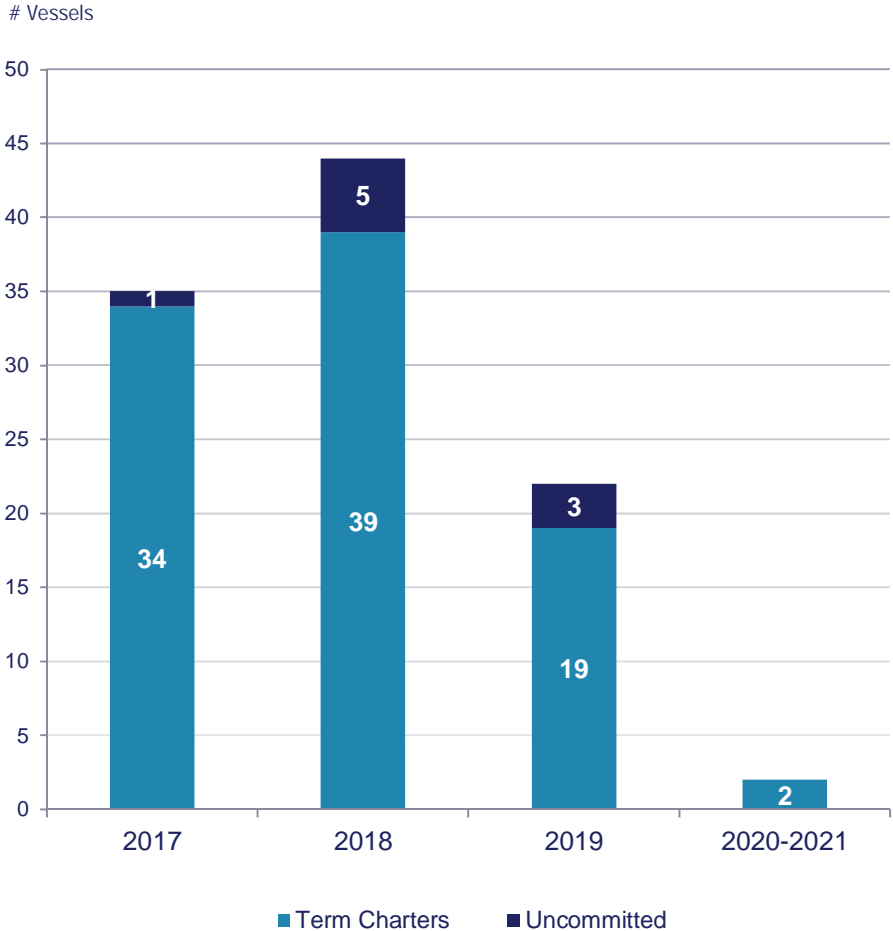


- The LNGC market is expected to tighten significantly with an estimated decrease in available tonnage of 56 vessel equivalents in the period until 2020 on conservative assumptions
  - U.S. LNG export requires an estimated 1.5 LNGC per mtpa
  - Australian LNG export requires an estimated 0.75 LNGC per mtpa
- There is substantial upside to these estimates as the current low ordering activity makes it highly uncertain that 15/35 newbuild vessels will be ordered with 2019/20 delivery

Sources: Arctic Shipping

# Most LNG Newbuilds Are Committed To Long-Term Projects

Only 9 open LNGCs out of 114 through 2021



**Only 9 uncommitted newbuilds in orderbook**

- There are currently 114 vessels on the LNGC orderbook of which 105 have been announced as contracted by charterers

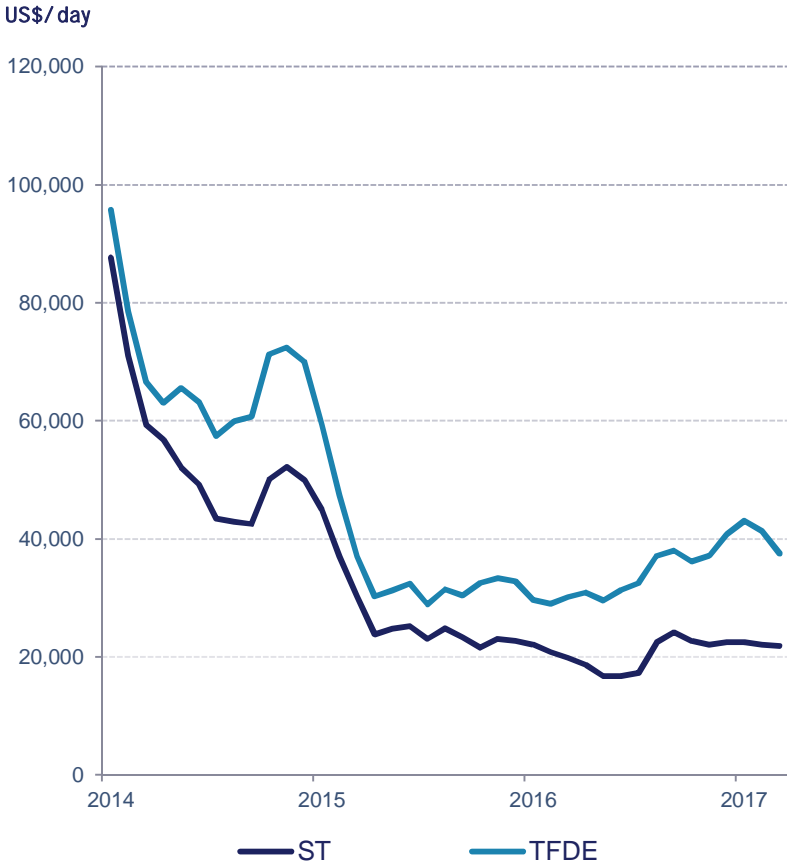
**FLEX LNG / Seatankers will own and manage 6 out of a total of 9 open LNG newbuilds, four of which will deliver in 2018 and two in 2019**

- Only 8 LNGC newbuilds were ordered between Sep 2015 and Apr 2017

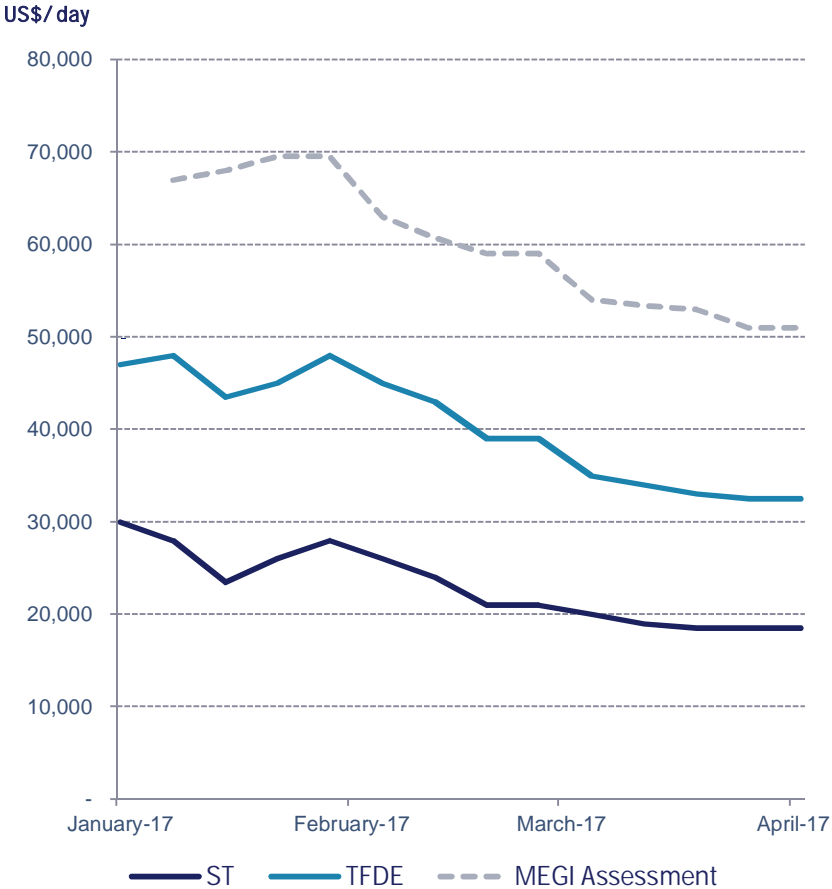
Source: FLEX LNG

# Two-Stroke Gas Engines Sets New Standard in LNG Shipping

TFDE Tonnage Commands TC Premium Over Steam



Brokers began publishing MEGI Proxy TC Rate in Jan-17\*



\*There are currently five MEGI vessels on the water (all under term TC contracts).

Source: Arctic Shipping Research, Fearnley LNG, Clarksons

# FSRU Gaining Market Share Over Traditional Import Terminals

**The FSRU market is poised to grow substantially over the next five years**

- Growth of LNG supply, low LNG prices, energy deficits, security of supply issues and fuel switching due to mandated emissions reductions are prime drivers
- NB FSRU are flexible, efficient and cost competitive compared to conversions (with current yard prices)
- Based on the current supply-demand outlook, there is potential for 12-15 new FSRU projects contracted by 2021
- Current FSRU order book includes only 3 uncommitted FSRUs

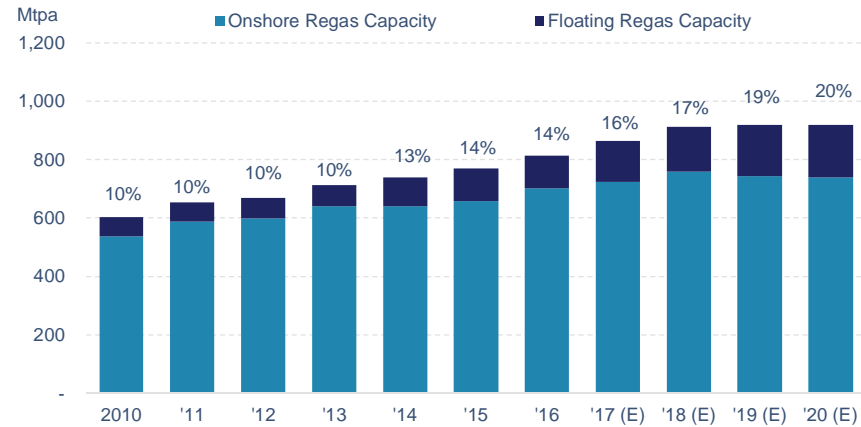
**FLEX LNG has a highly experienced team to succeed in the FSRU market (commercial and technical)**

- FLEX LNG is actively pursuing FSRU opportunities and plan to establish a presence in the FSRU market
- FLEX LNG will consider placing orders for NB FSRU to meet the demand of fast track projects
- FSRU newbuilds can be delivered in 27-30 months

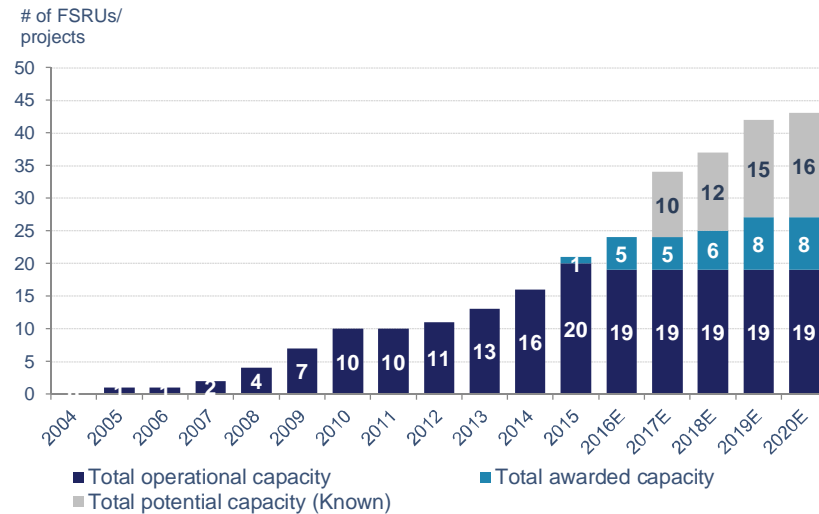
**FLEX LNG FSRU newbuilds will have state of the art design incorporating latest technologies and lessons learned**

- Newbuild prices of FSRUs have fallen and compete favourably with conversion economics

## LNG Imports: FSRUs vs. Land-Based Terminals



## FSRU projects: Operational/Awarded/Projected



Sources: Arctic Shipping Research, Reuters, Affinity Shipping



04

Appendix

# FLEX LNG Q1 2017 Trading Update

## Key figures Q1 2017

- Revenue \$1.7m
- Net financing revenue \$1.3m, including the hedge gain on February equity raise
- Net loss \$1.1m
- Cash \$14.8m
- Interest bearing debt \$200.0m

# Key FLEX LNG financials

## P&L

Figures in USD '000s	2015	2016
Operating revenues	0	0
Administrative expenses	2,231	1,485
EBITDA	-2,231	-1,485
Depreciation	0	0
EBIT	-2,231	-1,485
Finance income	20	9
Finance cost	267	314
Profit before tax	-2,478	-1,790
Income tax expense	7	-1
Net income	-2,485	-1,789

## Balance sheet

Figures in USD '000s	2015	2016
New building assets and capitalised costs	211,270	212,472
Plant and equipment	3	2
Total non-current assets	211,273	212,474
Other current assets	252	220
Cash and cash equivalents	3,722	1,439
Total current assets	3,974	1,659
<b>TOTAL ASSETS</b>	<b>215,247</b>	<b>214,133</b>
Share capital	1,279	1,279
Share premium	563,080	563,174
Other equity	-356,725	-358,511
Total equity	207,634	205,942
Other financial liabilities	7,000	7,000
Total non-current liabilities	7,000	7,000
Current liabilities	613	1,191
Total current liabilities	613	1,191
Total liabilities	7,613	8,191
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>215,247</b>	<b>214,133</b>

Source: FLEX LNG



# Fleet Breakdown – Owned and Chartered-In

## FLEX LNG FLEET

Status	Vessel Name	Builder	Prop.	Built	Capacity	Ownership	Employment
1. Owned	HN #2447 <sup>(1)</sup>	DSME	MEGI	2018	173,400 m <sup>3</sup>	Flex LNG	Available Q1 2018
2. Owned	HN #2448 <sup>(1)</sup>	DSME	MEGI	2018	173,400 m <sup>3</sup>	Flex LNG	Available Q1 2018
3. Owned	HN #2107 <sup>(2)</sup>	SHI	MEGI	2018	174,000 m <sup>3</sup>	Flex LNG	Available Q1 2018
4. Owned	HN #2108 <sup>(2)</sup>	SHI	MEGI	2018	174,000 m <sup>3</sup>	Flex LNG	Available Q2 2018
5. Managed / To be acquired	HN #2470 <sup>(3)</sup>	DSME	MEGI	2019	173,400 m <sup>3</sup>	Seatankers (to be acquired by Flex LNG)	Available Q2 2019
6. Managed / To be acquired	HN #2471 <sup>(3)</sup>	DSME	MEGI	2019	173,400 m <sup>3</sup>	Seatankers (to be acquired by Flex LNG)	Available Q3 2019
7. Chartered-In	WOODSIDE REES WITHERS <sup>(4)</sup>	DSME	TFDE	2016	174,000 m <sup>3</sup>	Woodside	Chartered-Out
8. Chartered-In	PSKOV <sup>(4)</sup>	STX	TFDE	2014	155,000 m <sup>3</sup>	Gazprom	Spot market
9. Chartered-In	YENISEI RIVER <sup>(4)</sup>	HHI	TFDE	2013	170,000 m <sup>3</sup>	Gazprom	Spot market
10. Chartered-In	ENERGY ATLANTIC <sup>(4)</sup>	STX	TFDE	2015	160,000 m <sup>3</sup>	Alpha Gas	Spot market

Notes: (1) Delivery between Aug 2017 – Jan 2018 in Owner's option

(2) Delivery of vessel #1 between Jan – Apr 2018 in Owner's option, vessel #2 delivery between Apr – Jun 2018 in Owner's option

(3) Vessels ordered by affiliates of Geveran, currently being marketed by Flex LNG and to be acquired following successful completion of the Private Placement

(4) All four vessels are chartered in for a period of 6 months + 6 months option

Source: FLEX LNG

# Highly Experienced Management Team and BoD

## Executive & Commercial Management Team

### Jonathan Cook – CEO

- Previously Chief Marketing Officer for Cardiff LNG, where he managed the LNG commercial activities. Prior to that he was a founding partner and COO of Excelerate Energy
- 30 years in the maritime and energy sectors with the last 16 years in the LNG sector

### Thomas Thorkildsen - SVP Business Development

- Previously Head of Business Development for Hoegh LNG where he managed the FSRU business development activities
- 20 years in the maritime industry with the last 14 years in LNG business development

### James Clarke - SVP Finance

- Previously at Vetco Gray - part of GE Oil & Gas – in roles covering corporate and personal tax reporting and contract review for Europe, Africa, Middle East and Australia.
- Mr. Clarke is a graduate of the London School of Economics, a Chartered Accountant and a member of the Association of Corporate Treasurers.

## Board of Directors<sup>(1)</sup>

### David McManus – Chairman

- Mr. McManus has served on the Board since August 2011, and was elected as chairperson in September 2011
- Previously served as Executive Vice President and Head of International Operations for Pioneer Natural Resources. He is currently serving as non-executive director for a number of listed companies
- Mr. McManus was previously Chairman of Cape plc an energy service company, which has been involved as a contractor in more than 50% of the world's LNG facilities, including Sakhalin, RasGas, Qatargas, Damietta, Idku, North West Shelf, Pluto and Arzew

### Robin Bakken – Director

- Mr. Bakken joined the Board in October 2014, he is a partner with the law firm BA-HR in Oslo, Norway.
- He has extensive experience in corporate transactions (equity capital markets and M&A), and is currently heading BAHR's corporate practice group. Mr. Bakken joined BA-HR in 2000, partner from 2007

### Marius Hermansen – Director

- Mr. Hermansen joined the Board in December 2015, he works for Frontline Management and is involved in S&P activities for Frontline and all related companies. Previously he worked for over 10 years at Fearnleys
- He was educated at the Norwegian School of Economics (NHH) in Bergen and started as a trainee with AP Moller-Maersk

Notes: (1) Certain changes to the board composition are expected in connection with the re-domiciliation of the company from British Virgin Islands to Bermuda



**FLEX LNG**

April 2017