



Investor Presentation - Market Update

Half-Year 2017 Results



March 30, 2017

ASX: LNG and OTC ADR: LNGLY

Forward looking statement / all jurisdictions



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All references to dollars, cents or \$ in this document is a reference to US Dollars, unless otherwise stated.

Total cash position as at 31 December 2016 was A\$59.9 million, with no debt

Corporate snapshot

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•	ASX / US OTC ADR code	LNG / LNGLY	
•	Cash balance as at 31 December 2016	~ A\$59.9 million	
•	Debt outstanding as at 31 December 2016	None	
•	Market capitalization (A\$0.63/share) as at 27 March 2017	~ A\$323 million	
•	Current Shares on issue	513.0 million	
•	Current performance rights	12.1 million	
Sh	nare register (as at 28 February 2017)		
Sh	nare register (as at 28 February 2017)		
Sh	nare register (as at 28 February 2017) North America	48.1%	
Sh •	nare register (as at 28 February 2017) North America Australia and Asia	48.1% 21.5%	
Sh • •	North America Australia and Asia Top 20	48.1% 21.5% 55.6%	
Sh • •	North America Australia and Asia Top 20 – Baupost Group	48.1% 21.5% 55.6% 12.2%	
Sh • •	North America Australia and Asia Top 20 – Baupost Group – Valinor Management	48.1% 21.5% 55.6% 12.2% 8.2%	





VISION

World's premier provider of mid-scale LNG liquefaction solutions

MISSION

Deliver safe, reliable, energy efficient, flexible mid-scale LNG liquefaction solutions at the industry's lowest full cycle cost to our customers and partners, while minimizing ecological impacts

VALUES

Safety—Performance—Partnership—Environment—Integrity— Diversity—Innovation—People

STRATEGY

Participate in global LNG projects by:

- Owning, developing, and operating greenfield LNG sites
- Contributing OSMR[®] technology solutions to secure equity ownership in new and existing third-party LNG projects
- Licensing the OSMR[®] process technology to third-parties

Current developments





Geographically diverse and naturally protected portfolio in advanced stages of development 5

LNGL in the news....





Magnolia LNG is the next U.S. Gulf Coast Project

Competition's public positions...





... Almost anything can be said in a Power Point

Addressing the "alternative facts" with real evidence



- Magnolia LNG is shovel ready
 - Certainty on design
 - Certainty on costs
 - Certainty on permitting and approvals
 - Certainty on source of equity
 - Certainty on pricing required to financially close project
- Greenfield competitor Projects are at various stages of development
 - None have lump sum turnkey EPC contracts executed
 - None have FERC Order for liquefaction facility
 - None have DOE Non-FTA approval
 - None have regulatory approval for required pipeline construction
 - All have substantial CAPEX obligations in addition to liquefaction capacity EPC CAPEX
 - Most have retainage percentage (fuel used in LNG production) considerably greater than Magnolia LNG
 - Some do not have a fully completed and agreed Project FEED
 - Some are cost disadvantaged by cost of gas supplies (Henry Hub + Location + Pipe Transport + Pipe Fuel)
 - Some require attainment of unrealistic market share to achieve aspirational EPC \$ per ton rates

Conclusion: Competitor Projects carry undeniable risk of offtake price increases before FID due to uncertain cost & schedule relative to Magnolia

"All-in" cost components of liquefaction projects



Greenfield projects cost components		Magnolia LNG	South Texas	Louisiana #1	Louisiana #2	West Coast #1	West Coast #2
	Signed lump sum, turnkey (LSTK) EPC contract (1)		No firm price	No firr	n price	No firr	n price
	Additional liquefaction capacity related non-EPC contr	act costs funde	ed in project CA	APEX:			
Cost	Significant inlet pipeline construction required	n/a					
ital C	Significant waterway dredging required	n/a					
Cap	Significant flood control site preparation required	n/a					
oject	Power station construction required	n/a	n/a	n/a			n/a
al Pr	Owner's costs						
Tot	Project financing costs:						
	Lender required EPC and other cost contingencies						
	Financing costs and capitalized interest						
	Costs incurred during operations to produce and delive	er LNG:					
osts	Gas procurement (Henry Hub price)						
on C	Other than nominal Basis (location) differential cost			Gas Path is	Unknown	Malin / Sum	as / Rockies
ducti	Pipeline demand (capacity) charges and fuel usage						
Pro	Operating & Maintenance costs						
DNJ	Retainage (fuel used in LNG production process)						

(1) Fully burdened EPC LSTK price inclusive of profit, contingency, liabilities, and risk funding

Contracted or known cost 📕 Uncontracted, unknown, and/or costs greater than MLNG's 📃

Market rates

n/a - not applicable, not required

Source: all information is collected from US project filings with the FERC and / or US project press releases

Beyond the EPC \$/ton headline



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Pipeline construction costs	Magnolia LNG	South Texas	Louisiana #1	Louisiana #2	West Coast #1	West Coast #2	
Estimated miles of pipe (source: FERC RR)	None required	Up to ~ 300 miles	Up to ~ 1	.00 miles	Up to ~ 250 miles		
Estimated number of compression stations (source: FERC RR)	In KMLP demand charge	Up to 3 stations	Up to 3 stations and/or plant inlet booster stations		Up to 3 stations		
Estimated total compressor horsepower (source: FERC RR)	In KMLP demand charge	Up to 550,000 HP	Up to 200,000 HP or boosters at plant inlet		Up to 200,000 HP		
Estimated number of meters (source: FERC RR)	In KMLP demand charge	Up to 6 meters	Up to 15 meters		Up to 5 meters		
Cost implications	Industry typical cost of up to \$3 - 7 million per mile for the pipe plus compressor station costs of approximately \$1,900 per unit of horsepower required					r station costs	
Estimated range of total cost per mile	In KMLP demand charge	Range of \$6mm - \$9mm per mile	Range of \$8mm - \$20mm per mile		Range of \$6mm - \$9mm per mile		
Waterway dredging costs	Magnolia LNG	South Texas	Louisiana #1	Louisiana #2	West Coast #1	West Coast #2	
Estimated total cost range	~ \$30mm	\$70 - \$160 million	\$100 - \$180 million		\$65 - \$75 million		
Cost implications	Approximately \$20/cubic yard based on Magnolia LNG analogous cost					ost	

Beyond the EPC \$/ton headline



Flood control site prep	Magnolia LNG	South Texas	Louisiana #1	Louisiana #2	West Coast #1	West Coast #2
Earthen berm height requirement	Existing elevation is 30 ft above water	Perimeter soil berm up to ~ 20 ft high	Soil and/or concrete / steel reinforced berm up to 30 ft high around site perimeter		Site raised above tsunami levels	
Site size	115 acres	Up to ~ 1,000 acres	Up to ~ 800 acres		Up to ~ 400 acres	
Estimated fill materials requirement	~ 0.2 mm cubic yards	Raise site 2.5 - 5 ft ~ 3.5 mm cy	Raise site 2.5 ft or ~ 3.0 mm cubic yards		Raise site with ~ 2.5 mr	e 4 – 6 ft m cubic yards
Estimated total cost range	Contained in EPC LSTK	Up to \$300 million	Up to \$250 million		Up to \$20	00 million

Combined cycle generation	Magnolia LNG	South Texas	Louisiana #1	Louisiana #2	West Coast #1	West Coast #2
Required installed capacity	n/a	n/a	n/a	700 - 750MWs	400 - 450MWs	n/a
Cost implications	Industry typical cost of \$900 - \$1,100 per MW of installed capacity					
Estimated total cost range	n/a	n/a	n/a	\$650 - \$800 million	\$380 - \$460 million	n/a

Additional risk considerations often overlooked



In addition to inherent risks resulting from incomplete design, schedule immaturity, and regulatory uncertainty, competitor projects face other discreet cost challenges

- Remote site access
 - Commute time and lack of quality ingress/egress infrastructure impacts cost to construct and operate
- Access to qualified construction craft skills, supervisory personnel, and plant operators
 - Qualified / skilled labor naturally gravitate to facilities close to home and family, or cost more to attract
- Regional infrastructure benefits
 - Major petrochemical centers (such as Lake Charles) allow sharing of cost of infrastructure services; remote sites must be self-sufficient in delivering basics such as emergency care, fire, safety, security, chemicals, lab work, etc.

• Extended weather incident delays impacting construction and operations

- Most weather incidents are transitory (ice storms, sea fog); hurricanes and tropical storms tend to
 isolate remote site areas for weeks while first responders focus recovery efforts on population centers
- Sole sourcing technology/supplier decisions eliminates competitive bidding options
 - Aligning technology selection to sole source compressor and driver suppliers eliminates competitive bidding for equipment, vendor support, and long-term maintenance operations (turbines, O&M, etc.)

EPC contract cost risks

 Until completion of the Schedule Risk Assessment and Cost Risk Assessment (SRA & CRA), with full contract profit, risk, contingency, and liability funding, any stated EPC cost quote is <u>highly speculative</u>

A project's full risk profile, schedule, and cost is not understood until contracts are signed



Raw material and labor costs

- Magnolia LNG's lump sum, turnkey contract signed at the bottom of the current cycle
 - Priced at lowest levels since 2010
 - Prices rebounding with global economies
- Subcontractor labor rates are dependent on timing and construction phase
 - Regional construction activity will dictate
 - Labor rates in Louisiana are increasing but slowly (for now)
- Labor rates within manufactured bulk materials and equipment items have remained flat against pricing in Magnolia's LSTK cost

Magnolia LNG pricing is advantaged due to maturity of EPC contract



Environmental factors





Site size	Magnolia LNG	South Texas	Louisiana #1	Louisiana #2	West Coast #1	West Coast #2
Number of Acres	115	Up to ~ 1,100	Up to ~ 800		Up to ~ 400	
Wetlands Affected by Project	/etlands Affected by Project					
Affected Acres	7	Up to ~ 450	Up to ~ 450		Up to ~ 100	
Destroyed / Eliminated Acres	7	Up to ~ 300	Up to ~ 150		Undisclosed	
Reclaimed / Created Acres	about 200	Undisclosed	Undisclosed		Undise	closed

Source: U.S. EPA Greenhouse Gases Equivalencies Calculator - Calculations and References. The CO₂ emissions outlined above only represent the CO₂ resulting from fuel and not the CO₂ within the feed gas which is vented from the acid gas removal unit. Land data derived from FERC filings.

Implied market share of new supply additions to 2025





US component of Global Supply Additions to 2025 Global Supply Additions to 2025 Non-FTA Granted 💋 Non-FTA not granted

Some projects must achieve very high market share to realize aspirational cost/ton levels

"Dollar Averaging" effect on CAPEX cost disclosure

If Projects are unable to timely realize market share equal to Project design capacity numbers, per ton costs will increase materially, in turn increasing required toll pricing in order to achieve Project FID and financial close



Source: all information provided or derived from company specific FERC filings and/or press releases, industry analysts such as Poten and/or WoodMac, supplemented by analysis utilizing LNGL's proprietary capital cost model to assess Potential Range cost estimates. Includes liquefaction EPC, project dedicated pipeline, site civil work, dredging, power generation, and owner's costs, as applicable, but before financing. Assumes shared infrastructure (tanks, loading arms, pipelines, and other similar infrastructure investments) are incurred consistent with Magnolia LNG's ratio to provide operability in both the one-half and three-quarter capacity estimates.



Realistic range of average offtake prices to achieve FID



Reflects asymmetrical risk to revision of Project toll rate quotes to account for the potential of higher costs of 'to be' signed CAPEX contracts and/or actual capacity marketed

Magnolia LNG		
	Magnolia LNG pricing	
South Texas	 Lump sum, turnkey costs with KSJV executed; 	
Louisiana #1	 Precedent agreement with KMLP executed; Equity commitment from Stonepeak executed; and 	
Louisiana #2	• Industry leading retainage percentages guaranteed by KSJV.	
West Coast #1		
West Coast #2		
Aspiration	n Price of LNG @ Plant Tailpipe	Range of LNG Prices Due to Higher Cost
Potential	Range Cost LNG Price	LNG Price @ 3/4 Design Capacity Sold
Range of	LNG Cost due to Lower Capacity Sold	LNG Price @ 1/2 Design Capacity Sold

Source: all pricing target a financeable level liquefaction Project IRR with, as applicable, the project dedicated pipeline construction IRR commensurate with industry acceptable targets, using \$3.00 flat average Henry Hub price and forward curve basis assumptions, with all cost information provided or derived from company specific FERC filings and/or press releases, industry analysts such as Poten and/or WoodMac, supplemented by analysis utilizing LNGL's proprietary capital cost model 17 to assess potential range cost estimates

Realistic assessment of FERC / DOE timelines





Draft Environmental Impact Statement (DEIS) received

Denied

D

It appears timelines to FERC/DOE approval are extending, not reducing

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Gastech

Exhibition & Conference

Liquefied Natural Gas Limited Meeting Place – Hall 1 – Room Number M21 Tuesday April 4, 2017 – Wednesday April 5, 2017 Availability – 8:30 AM – 6:30 PM Daily

To reserve meeting time: Kory Cureton 713-815-6911 or 281-330-7671 <u>kcureton@magnolialng.com</u>

Conclusions



- Regulatory certainty matters
- Cost certainty matters
- Reliability matters
- Efficiency matters
- Flexibility matters
- Environment matters
- Economics matters
- Time to market matters

Magnolia LNG Delivers Certainty

Economic Assumptions



Competitor scope:

Scope for comparison to Magnolia LNG includes land-based greenfield export projects, including approved for construction and development projects in the permitting process.

Projects considered for inclusion in the scope by disclosed area include:

South Texas - Annova, Texas, Rio Grande, Port Arthur, Corpus Christi, etc.

Louisiana - SCT&E, G2, Driftwood, Calcasieu Pass, Plaquemines Parish, etc. (Louisiana #1 assumes use of gas-fired turbines, whereas Louisiana #2 assumes use of inside-the-fence newly constructed combined cycle generation installed capacity)

West Coast – Woodfibre, Pacific Northwest, Oregon LNG and Jordan Cove (West Coast #1 assumes use of inside-the-fence newly constructed combined cycle generation installed capacity, whereas West Coast #2 assumes use of gas-fired turbines)

The final scope of projects included in the analysis was based on a number of factors, with a major factor for inclusion in the analysis being the availability of a robust set of technical data to underpin the various economic assessments. A second key factor was consideration of a blend of technologies selected by competing projects to insure that the comparison to Magnolia LNG (using the patented **OSMR*** liquefaction process) was robust.

Primary information sources:

Data supporting the economic analyses was provided through or derived from Project specific FERC filings available through the FERC website, other regulatory sources, and company press releases.

This data was supplemented through publicly available industry analyst reports from such sources as Poten, WoodMac, financial analysts, etc., as well as government reports from such sources as the U.S. Energy Information Administration (EIA).

Where applicable, data was validated through analogy to EPC and sub-contractor negotiations which continue routinely through work related to Magnolia LNG's lump sum, turnkey EPC contract with KSJV, a joint venture between KBR and SKE&C.

Analogy was also made against 'in operation' or 'in construction' brownfield projects in the Gulf Coast region, Sabine Pass, Cameron, and Freeport, if applicable.

Scenarios:

In most cases, each development project has disclosed an EPC cost range, typically on a per ton of design capacity basis, for example \$500/ton to \$600/ton. These cost per ton estimates are assumed to be solely for construction of the liquefaction capacity and are before incremental costs for civil work, waterway dredging, pipeline construction (as applicable), and other similar design specific construction costs, as well as, owners' costs, financing costs, and related lender required contingencies.

The low end per ton EPC cost target was used in the economics associated with the 'Aspiration' cases in this presentation.

The high end per ton EPC cost target was used in the economics associated with the 'High End Target' cases in this presentation. Where developers have only disclosed a single EPC cost target, a High End Target was derived by multiplying the single target per ton EPC cost by 120%.

A third scenario referred to herein as the 'Potential Range' cases represents an internal estimate by our construction engineering, process engineering and operations technical teams utilizing LNGL's proprietary cost model, data gleaned from market interaction with contractors and sub-contractors, independent quotes from third-party market participants, actual costs on analogous projects , and application of the team's combined 100+ years of industry experience in constructing and operating LNG liquefaction facilities while employed at companies such as KBR, Bechtel, BG Group, Cheniere, etc.

Global assumptions:

All project analyses were based on a 20-year term, with no post 20-year economic terminal values. Henry Hub natural gas prices were fixed at a flat \$3.00/mmBtu for all cases.

All projects assumed leverage at a 75/25 debt /equity ratio.

All projects under development by independent developers (entities having a sole line of business being development of liquefaction facilities) were charged a 3% fee paid to the source of equity contributed.

Debt terms on all projects assumed mortgage-type retirement and 18 year term, with no subsequent refinancing.

Cost of debt financing (fees and interest rates) was at rates consistent with current market for similar transactions, applied consistently across all projects including Magnolia LNG.

All analyses assumed the project economics returned debt service coverage ratios at levels that would likely lead to an investment grade rating for the project entity by the ratings agencies.

All projects were assumed to begin construction on the same date. Completion of construction was ratable within a one-year period at 1/4, 1/4, 1/4, and 1/4 every three months, regardless of design capacity aspirations.

There were no cost assumptions made to take account for potential costs associated with site ingress / egress improvements, work site camp construction requirements, or infrastructure service basics (such as dedicated emergency, care, fire, safety, security, chemicals, lab work, etc.) that some projects will be required to invest in while others will share with other industrial operations or already existing.

Economic methodology:

The economic model for each project considers the all-in cost inclusive of liquefaction EPC, project dedicated pipeline, site civil work, site dredging, power generation construction, owner's capital costs, contingency on the liquefaction EPC cost, and financing costs. The model further evaluates the cost of fuel delivered to the inlet point of the liquefaction facility (Henry Hub + location + pipeline transport costs + pipeline fuel) as determined on a site-by-site basis assuming market using forward curve quotes but holding Henry Prices constant at \$3.00/mmBtu. The models further assesse the efficiency of each discrete project based on technologies selected by individual developers, which relates to the amount of natural gas entering the liquefaction inlet point and consumed by the facility in producing the LNG delivered at the outlet of the plant. O&M costs were estimated based on known existing costs at current facilities, taking account of project site sizes, technology complexities, required maintenance turnarounds, and similar factors.

Based on these inputs, the models solved for a fixed toll price specific to each project that is required to enable the project to deliver an IRR representing a financeable liquefaction project based on current market terms.

Where a project requires construction of a dedicated lateral pipeline to deliver gas from a mainline natural gas header, the models compute a demand charge that recoups the cost of the pipeline and an IRR commensurate with industry standard targets for pipeline projects.

The model sums the toll price with the cost of gas procurement (Henry Hub + location + pipeline transport costs + pipeline fuel) to determine the offtake price for each facility as a reflection of the buyers full cycle cost of LNG prior to sea transportation and re-gasification.

In addition, for purposes of dollar averaging analyses in cases where only a portion of full design capacity is built, it is assumed that ~70% of EPC cost is incurred for one-half of a facility's capacity to account for construction of shared infrastructure required to produce LNG. The incremental capital is then added at ~15% for 3/4s of a plant and full cost for construction of design capacity.

Outputs:

Each disclosed area (South Texas, Louisiana and West Coast) is summarized at each of the computed cost levels - Aspiration, High End Target and Potential Range, respectively. Outputs include analysis using gas-fired turbines, inside-the-fence built gas-fired generation or electric power.

Forward looking statement / Non-GAAP financial measures



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