



GTT

Q3 2022  
Activity Update

TECHNOLOGY FOR A SUSTAINABLE WORLD

27•10•2022

# 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. GTT is under no obligation to update the information contained in this presentation.*

*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.*

*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 d'Enregistrement Universel ("Universal Registration Document") registered by GTT with the Autorité des Marchés Financiers ("AMF") on April 25, 2022 and the half-yearly financial report released on July 28, 2022, which are available on the AMF's website at [www.amf-france.org](http://www.amf-france.org) and on GTT's website at [www.gtt.fr](http://www.gtt.fr). GTT does not undertake any obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise after the date of this document, unless required by law or any applicable regulation.*

*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. By attending this presentation and/or accepting this document you agree to be bound by the foregoing limitations.*

# Q3 2022 Key highlights

## Orders and revenues

- Core business: 134 LNGCs ordered in 9M 2022
- LNG as fuel: 42 orders in 9M 2022
- 9M 2022 revenues: €222.0 million, -7.5%  
Q3 2022 revenues: €77.8 million, +4.1%

## Market

New TALA signed with 2 additional Chinese shipyards: Yangzijiang and CMHI<sup>(1)</sup>. Total of 5 active shipyards in China.

## Capital structure

Engie further stake reduction, keeping a 15% shareholding (incl. 10% linked to an exchangeable bond with a May 2024 maturity)



<sup>(1)</sup> China Merchants Heavy Industries

## Innovation

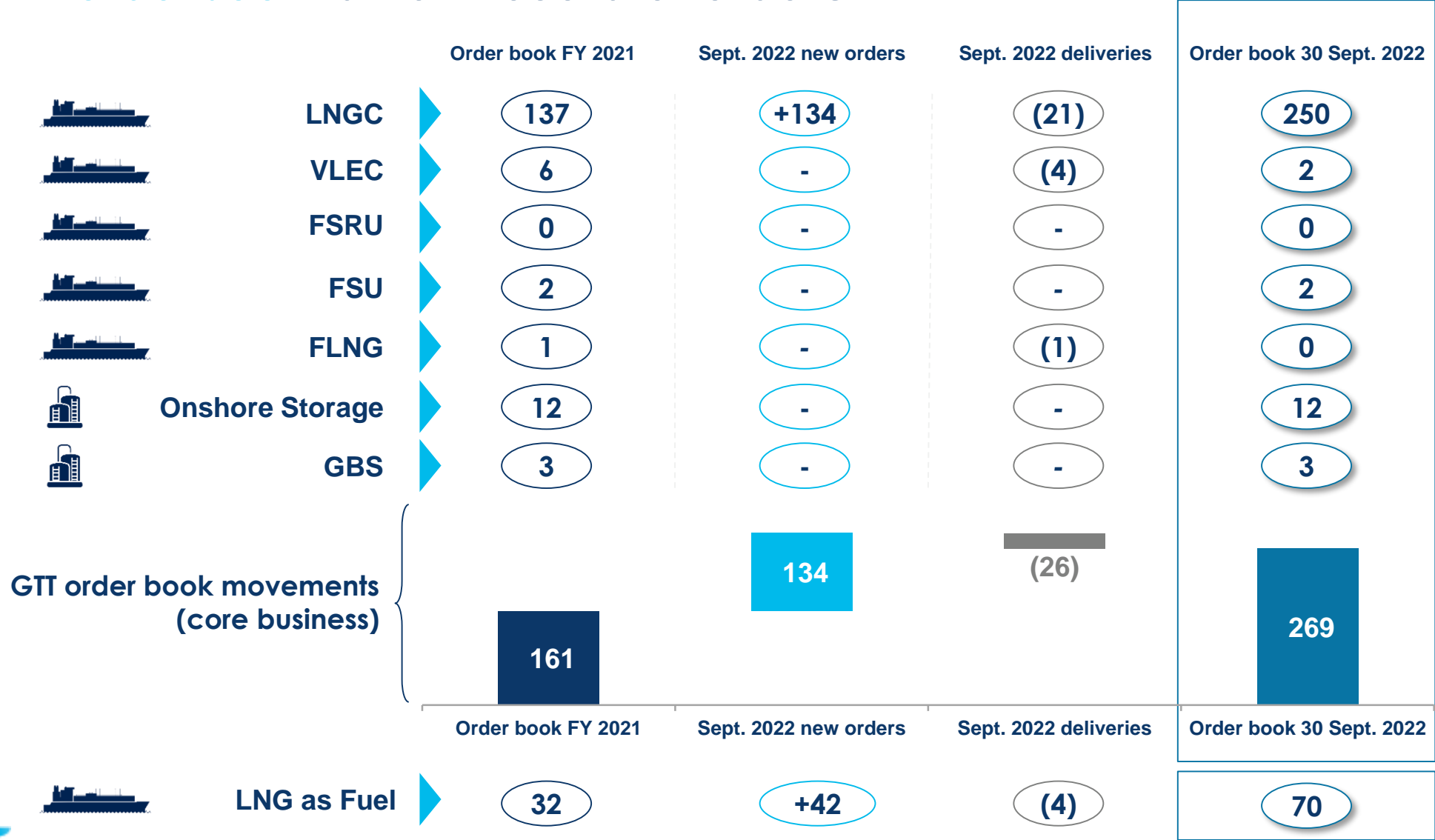
New milestones achieved in Q3:

- AiPs for the containment system and the basic design of a LH<sub>2</sub> vessel
- AiP for the design of a LNG-fuelled & “NH<sub>3</sub> ready” Very Large Crude Carrier
- AiP for the new “POWER” digital solution
- 2 AiPs for the three-tank LNGC concept

## Elogen

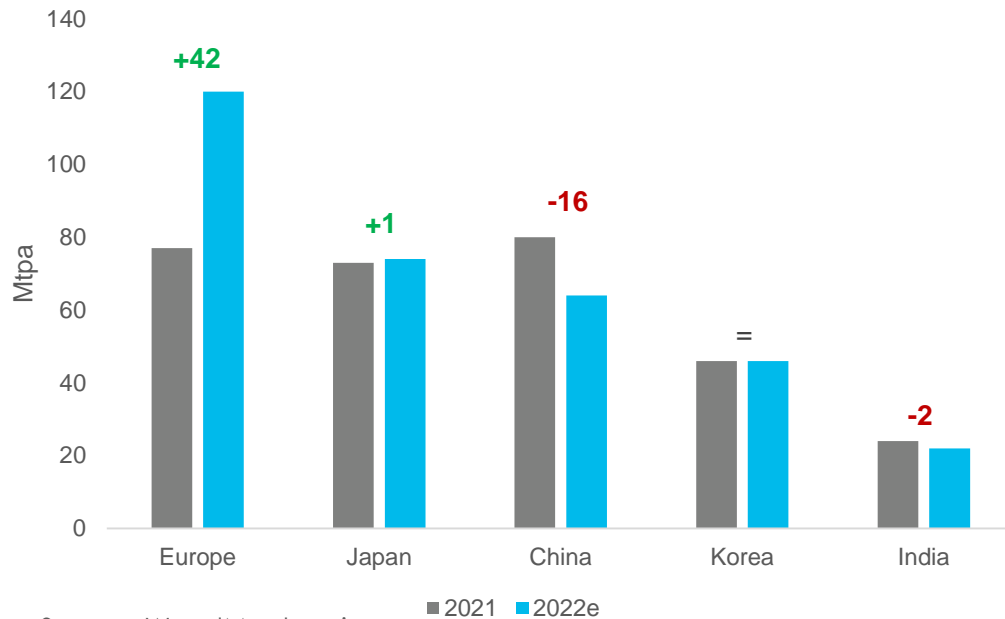
**Subsidies up to €86 million** from the French State to develop Elogen’s Gigafactory project and strengthen its R&D

# 9M 2022 orderbook: a new record of orders



# LNG demand: strongly rising in Europe

## 2021-22 EXPECTED LNG DEMAND EVOLUTION



Source: WoodMackenzie

■ 2021 ■ 2022e

## European volumes to increase by 55% in 2022

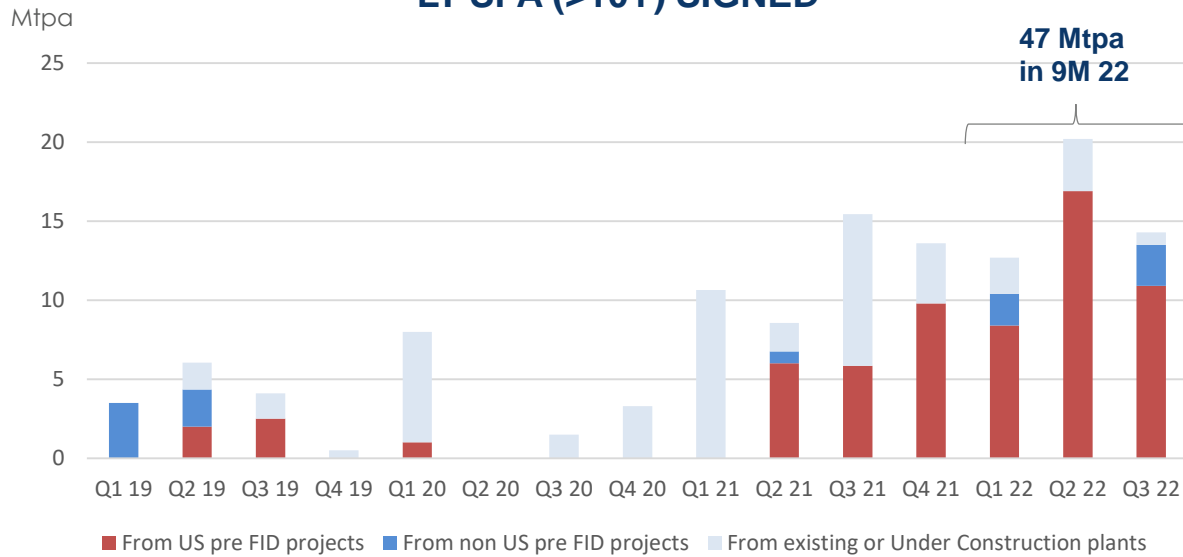
- To substitute Russian piped gas
- Mainly fed by rerouting of Chinese volumes / new LNG supply

## Chinese volumes decreasing in 2022, but mid term outlook remaining strong

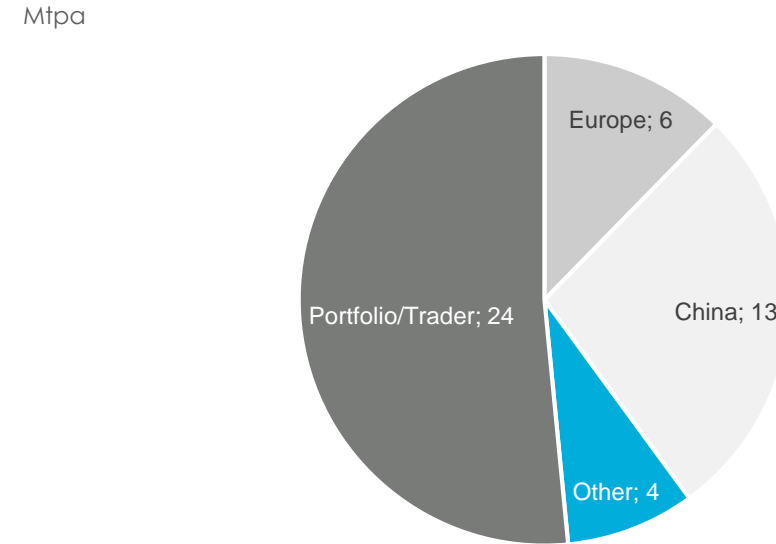
- Covid and high LNG prices have hit demand in 2022
- In October 2022, Chinese authorities have asked National Companies to keep LNG cargoes for domestic use during winter
- As a reminder, China has set a long term objective for decarbonisation

# LNG contracting: activity remains strong in Q3, supported by European demand

LT SPA (>10Y) SIGNED



LT SPA SIGNED IN 2022 BY DESTINATION



## Continuous strong contracting activity in Q3 2022 with 14 Mtpa signed

- Already 47 Mtpa signed in the first 9 months of 2022, mainly with US pre FID projects, compared with 49 Mtpa signed in FY 2021
- 3 projects signed their first SPA in Q3 22: Mexico Pacific, Delfin FLNG (USA), Commonwealth LNG (USA)

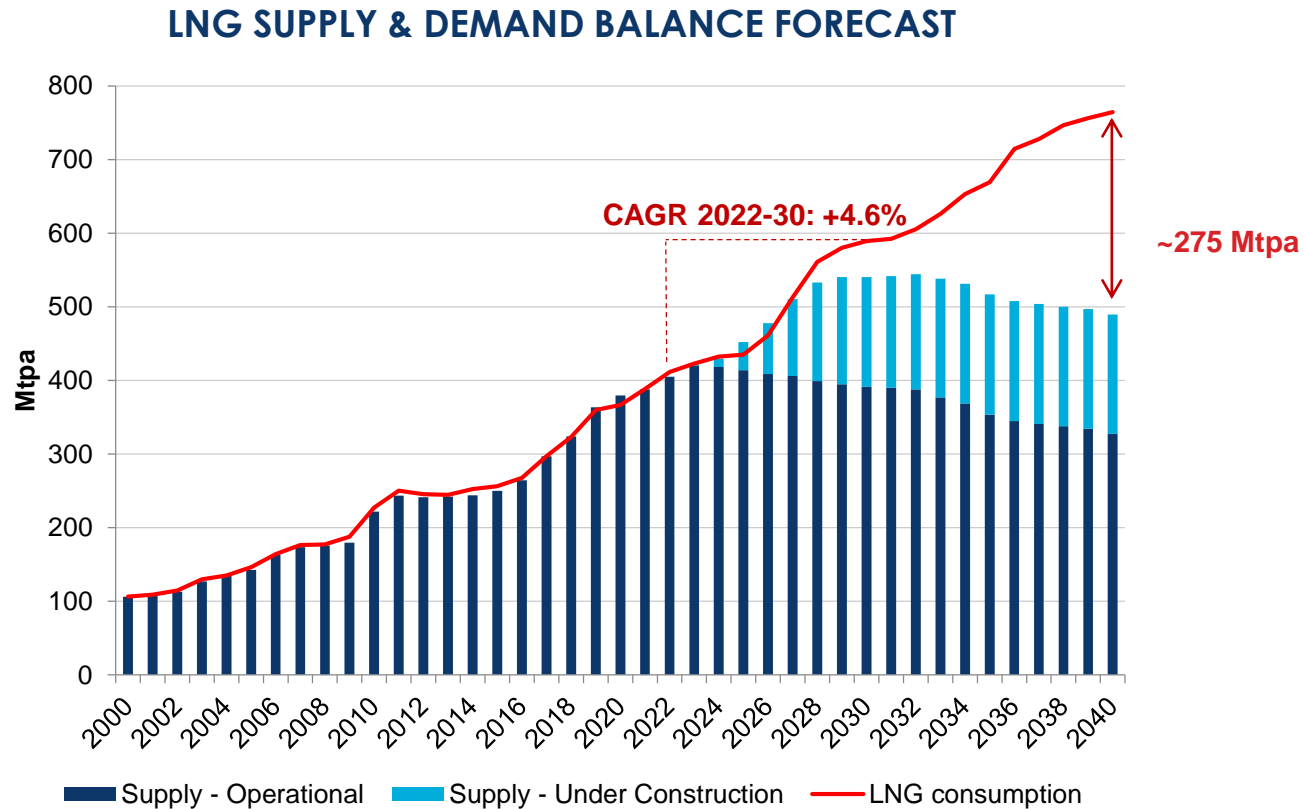
## Europe continues to secure volumes

- Via new SPAs
- Via Portfolio/Trader players



SPA: Sale and Purchase Agreement  
FID: Final Investment Decision

# LNG supply & demand: new capacity required



Source: WoodMackenzie Q3 2022

**LNG consumption should strongly increase by the end of the decade**

**Still more FIDs<sup>(1)</sup> required in the next 3-4 years to fill the coming gap**

# LNG supply: numerous ongoing projects mainly in the US

	PROJECT	COUNTRY	OPERATOR	VOLUME (Mtpa)	Contracted (SPA)	Comments
FID <sup>(1)</sup> in 2022	Plaquemines Phase 1	US	Venture Global	13		FID in Q2 22
	Corpus Christi Stage III	US	Cheniere	10		FID in Q2 22
Most likely FIDs in 2022-23	Plaquemines Phase 2	US	Venture Global	7	70%	
	Lake Charles	US	Energy Transfer	17	50%	
	Rio Grande	US	Next Decade	11	75%	
	Northfield South expansion	Qatar	QatarEnergies	16		18% equity sold to TotalEnergies and Shell
	Woodfibre	W Canada	Pacific O&G	2.1	65%	
	FastLNG	US/ Mexico	New Fortress	Up to 8		Project for up to 6x 1,4 mtpa converted FLNGs in the US and Mexico
	ZLNG FLNG	Malaysia	Petronas	2		
Other possible FIDs in coming years	Calcasieu Pass Phase 2	US	Venture Global	10	35%	
	Driftwood Phase 1	US	Tellurian	11	25%	2 SPA cancelled due to complicated financing
	Freeport T4	US	Freeport	5		
	Cameron Phase 2	US	Sempra	7		
	PNG expansion	PNG	Total/Exxon	8		
	Tortue Phase 2	Senegal/Mauritania	BP	2.4		
	Corpus Christi Stage III extension	US	Cheniere	3,3	85%	2 more modular trains. Already fully contracted

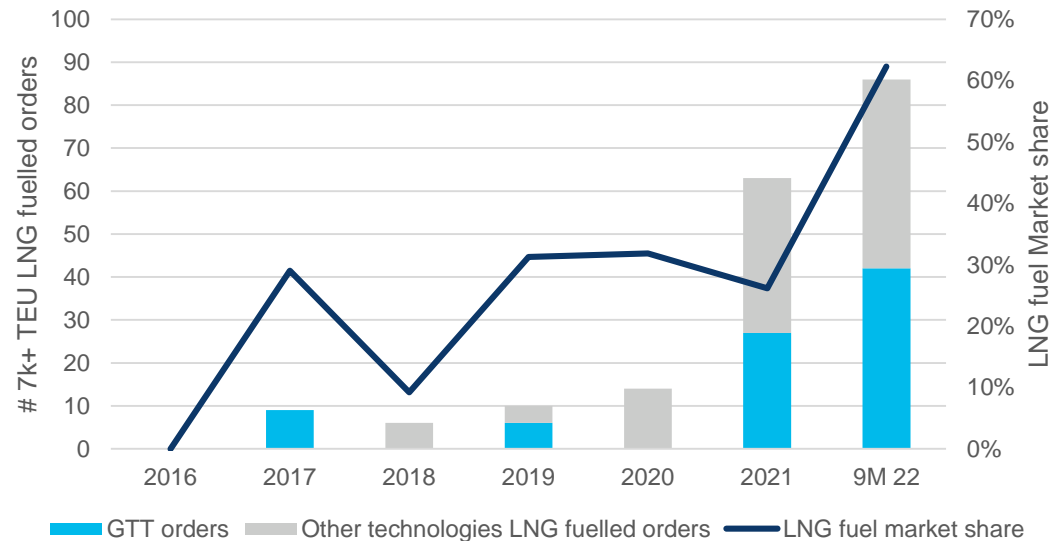
<sup>(1)</sup> FID: Final Investment Decision

Contracted volumes as at Sept. 30<sup>th</sup>, 2022



# Dynamic 9M 2022 order intake of LNG fuelled vessels

## 7K + TEU CONTAINERSHIP ORDERS



Source: Clarksons

## 9M 2022: strong demand for LNG-fuelled 7K+ containership

- Increasing market share of LNG fuel up to 62%
- GTT market share of nearly 50% on LNG fuelled containerships orders

## Challenging market conditions

- Containership building activity slowing down
- High spot LNG prices
- Competition of Type B

## In the medium term, LNG should remain the largely chosen fuel for containerships

- Immediate reduction of CO<sub>2</sub> emissions, as well as NO<sub>x</sub>, SO<sub>x</sub> and particulates emissions
- Infrastructure availability

# Innovation: new AiPs reinforcing the attractiveness of GTT solutions

## MULTI-FUEL



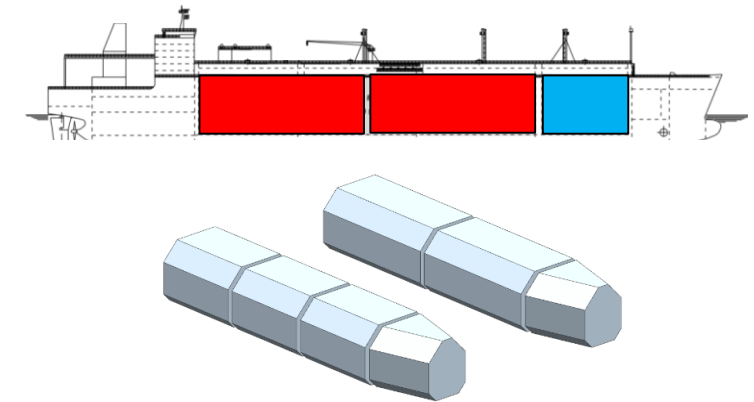
- AiP from Bureau Veritas for the design of a LNG-fuelled & “NH<sub>3</sub> ready” **Very Large Crude Carrier**
  - Flexible tank capacity from 9,000 to 14,000 m<sup>3</sup>
  - LNG storage tank is compatible with liquid ammonia fuel

## DIGITAL SOLUTIONS



- AiP from Lloyd’s Register for the new **“POWER” digital solution**
  - Facilitating decision-making and improving the safety, accuracy and flexibility of the offshore LNG transfer operations

## LNGCs



- 2 AiPs from Bureau Veritas and DNV for a 174k m<sup>3</sup> **three-tank LNGC concept** for Mark III and NO96
  - Improvement of cost efficiency and overall performance of the vessel

## Elogen: €86m State support confirms relevance of Elogen's positioning



### Final validation in Hy2Tech IPCEI process

Elogen's project consists in:

- **increasing the intensity of its R&D** to develop innovative stacks of PEM electrolysers as well as their components
- the **construction and start-up** of a **Gigafactory** (>1 GW capacity) in Vendôme (France) for the production of these stacks.

# 9M 2022 Consolidated Revenues

## SUMMARY FINANCIALS

<i>in €M</i>	9M 2021	9M 2022	Change
<b>Total Revenues</b>	<b>240.0</b>	<b>222.0</b>	-7.5%
<b><i>Newbuilds</i></b>	<b>224.3</b>	<b>200.4</b>	-10.7%
<i>% of revenues</i>	94%	90%	
<i>LNG/Ethane carriers</i>	194.8	174.7	-10.3%
FSU	9.7	13.6	+40.6%
FSRU	8.1	0.0	-
FLNG	2.2	1.2	-44.7%
<i>Onshore storage</i>	1.5	4.7	+218.8%
GBS	2.5	3.3	+31.1%
<i>LNG as Fuel</i>	5.6	2.9	-49.1%
<b><i>Electrolysers</i></b>	<b>3.3</b>	<b>3.0</b>	-10.1%
<i>% of revenues</i>	1%	1%	
<b><i>Services</i></b>	<b>12.4</b>	<b>18.7</b>	+50.2%
<i>% of revenues</i>	5%	9%	

## KEY HIGHLIGHTS

### 9M revenues in line with expectations, Q3 2022 revenue growth (+4.1% vs Q3 21)

- 9M 2022 revenues from newbuilds (royalties):
  - €200.4 million, -10.7% vs 9M 2021
  - Decrease due to base effect with H2 2021 strong orderflow starting materialising in H2 2022
- 9M 2022 revenues from Elogen: €3.0 million
- 9M 2022 revenues from Services:
  - €18.7 million, +50.2% vs 9M 2021
  - Driven by growth in digital services and engineering studies

# Update on GTT Russian exposure

## Projects being built in Russia

- 15 ice-breaking LNGCs (Zvezda)
- 3 GBS (Saren B.V.<sup>(1)</sup> for Arctic LNG 2 project). GTT was notified in July by Saren B.V. of its intention to terminate the contract between them. The termination date has not yet been finally set. In this context, GTT continues to investigate solutions to ensure the proper implementation and integrity of its technology, in strict compliance with applicable international sanctions.

## Revenues to be recognised from October 1<sup>st</sup>, 2022

- €74m by 2025 of which €4m in Q4 2022 for the ice-breaking LNGCs
- €12m by 2027 of which €1m in Q4 2022 for the 3 GBSs

## Projects dedicated specifically to Arctic conditions, built in Asia

- 6 ice-breaking LNGCs, in Asian shipyards
- 2 FSUs, in Asian shipyards

## Revenues to be recognised from October 1<sup>st</sup>, 2022

- €31m by 2024
- Of which €7m in Q4 2022

## LNGC projects for Russia, built in Asia, able to operate in all types of conditions

- 8 conventional LNGCs in Asian shipyards, ordered by international shipowners

## 2022 Outlook confirmed

On February 17, 2022, the Group published the following outlook for 2022:

<b>Revenue</b>	— 2022 consolidated revenue estimated in a range of <b>€290M to €320M</b>
<b>EBITDA</b>	— 2022 consolidated EBITDA estimated in a range of <b>€140M to €170M</b>
<b>Dividend Payment<sup>(1)</sup></b>	— 2022 dividend amount at least equivalent to the 2021 dividend

Taking into account some delays in ships construction schedules during the first nine months of the year, the Group confirms **targeting the lower half of the outlook range in terms of revenues and EBITDA.**

In the longer term, the Group should benefit from the current strong order momentum and expects to achieve significantly higher revenues and earnings from 2023 onwards versus 2022.

Note: In the absence of any significant delays or cancellations in orders.

(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

