

Delivering natural gas to off grid customers in Western Europe

Belourthe 29/01/2016

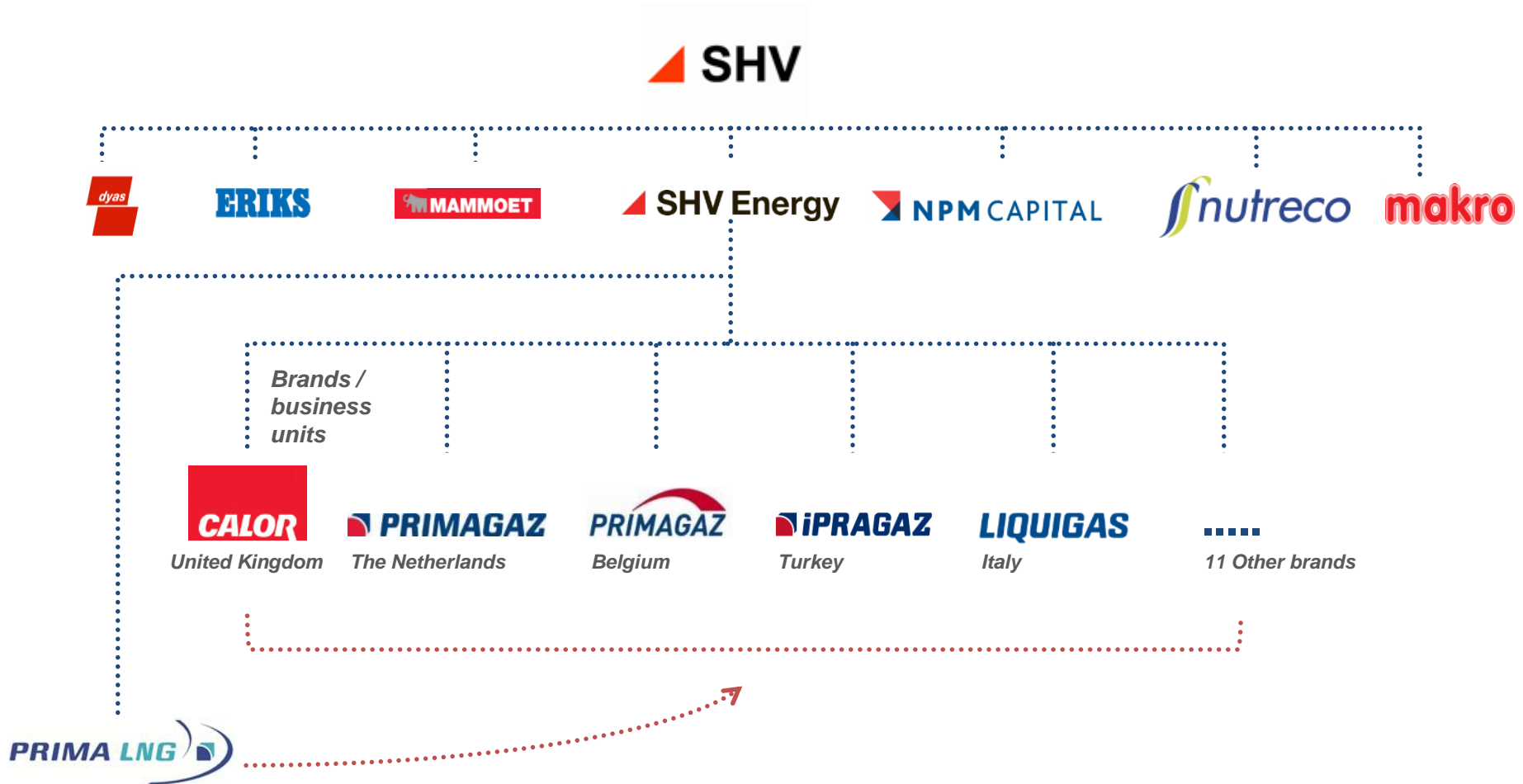
Dany Lebrun

Nick Scheffer



Who are we ?

A combined centralised and local structure with strong local brand

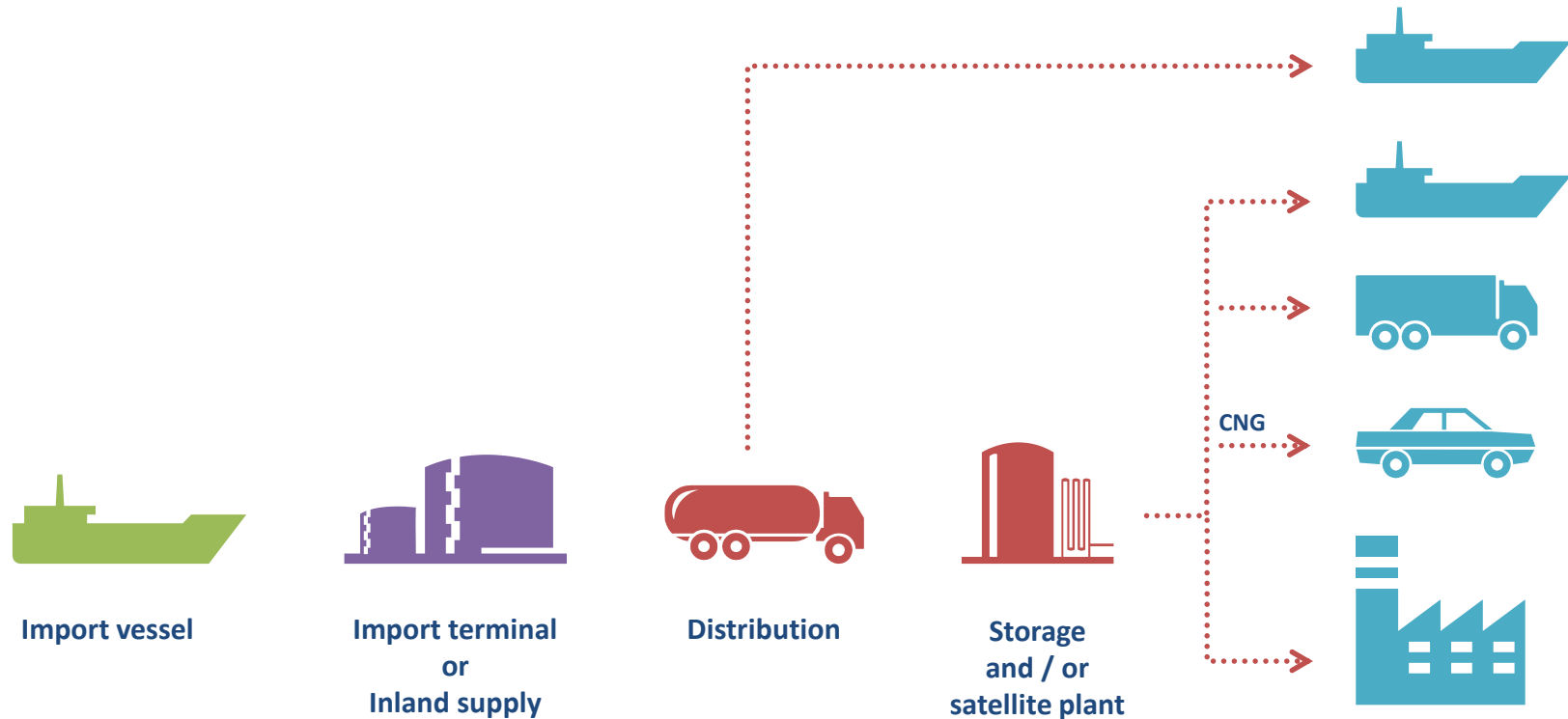


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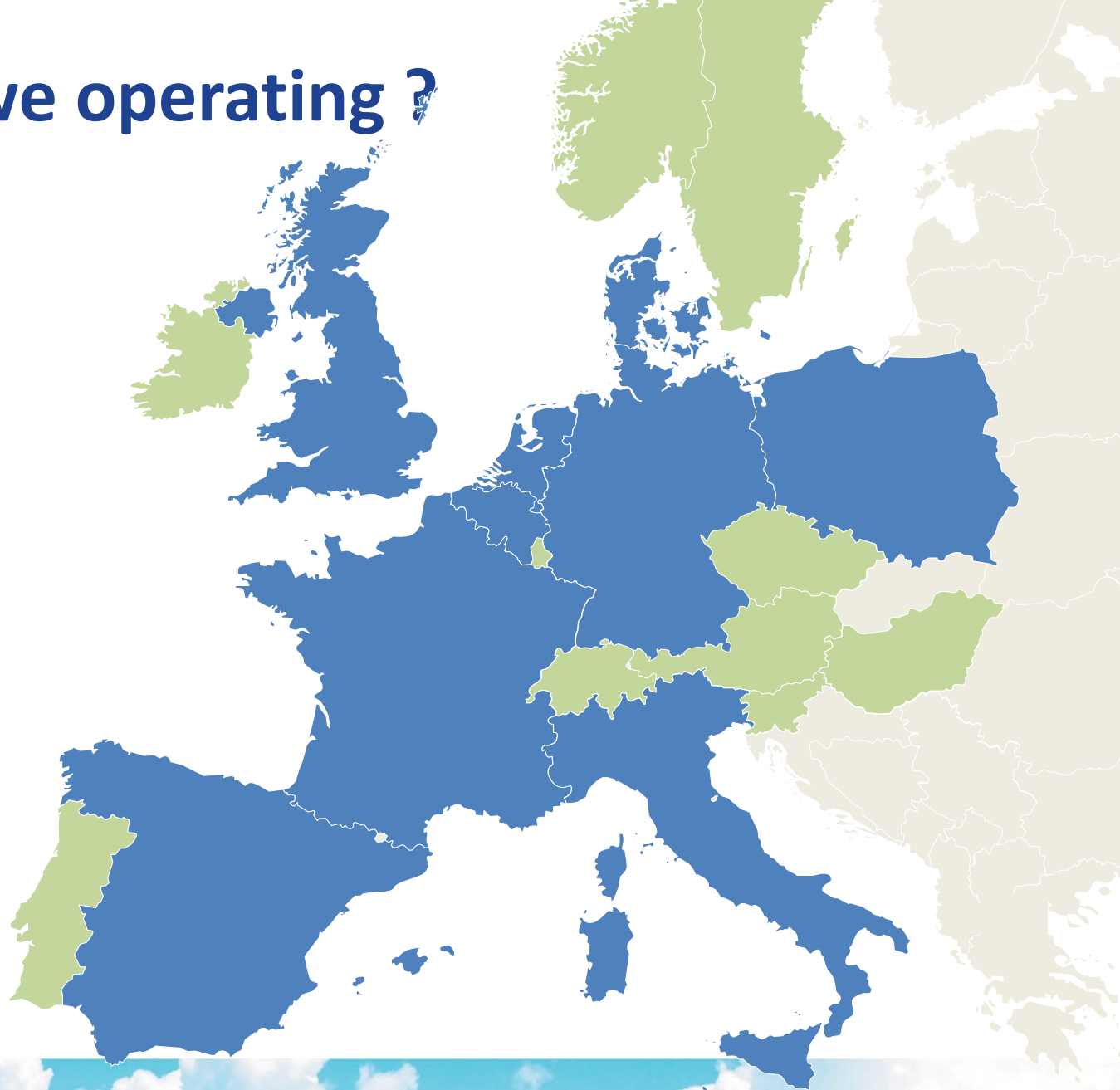
Our LNG value chain

We provide the LNG where it is needed



Where are we operating ?

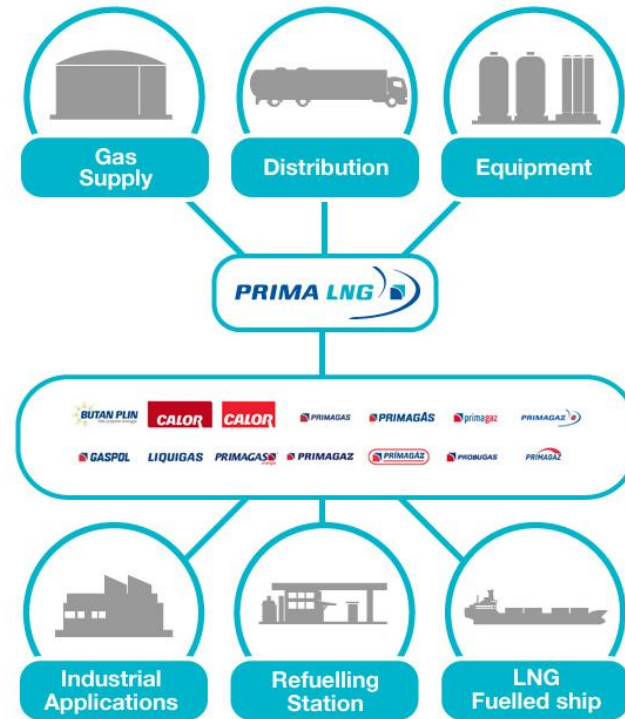
- Active LNG operations
- LNG projects planned



How are we developing new customers ?

Commercial Approach and Customer Support for the Business Unit

Supply , distribution and projects for PrimaLNG



Our solution

What have we developed ?

We simply provide natural gas everywhere !



The scope

What do we offer?

For customer account

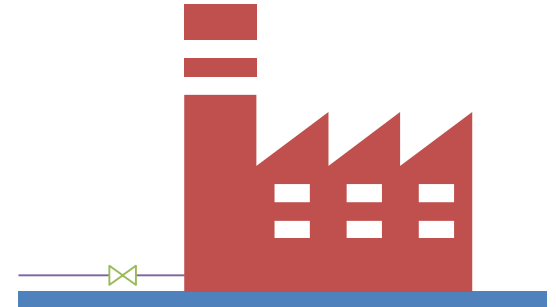
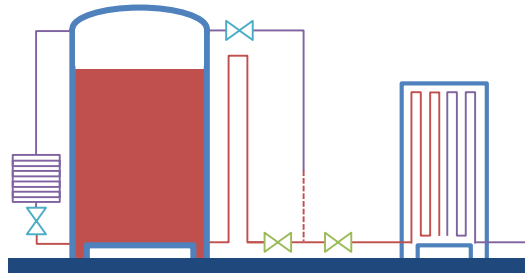
- Foundation
- Power supply
- Mandatory fence
- Protection
- Permit request

Provided by PrimaLNG

- Complete installation

Total Energy Solution

- Piping from fence till installation
- Internal equipment
 - Burners, boilers etc.
 - Cogen, Tri-Gen
 - Piping



Buiding a robust business

Switching to **LNG** : a complete process experienced on 50 projects...

Customer creation

LNG conversion

Customer management

- Customer consumption review
- Appliance capacity and usage
- LNG Satellite Plant specifications
- LNG delivery evaluation
- Project planning & management
- Equipment purchasing
- LNG plant installation
- 1st LNG Delivery
- 24/7 support
- Maintenance
- LNG delivery planning
- Invoicing

CUSTOMER CONSUMPTION REVIEW									
Expected date of first delivery: 2017									
CUSTOMER CONSUMPTION (including the efficiency of the boiler)									
Customer	123456789	123456789	123456789	123456789	123456789	123456789	123456789	123456789	123456789
Capacity (kW)	10	10	10	10	10	10	10	10	10
Usage (m³)	100	100	100	100	100	100	100	100	100
Cost (€)	1000	1000	1000	1000	1000	1000	1000	1000	1000
Efficiency (%)	90	90	90	90	90	90	90	90	90
Notes									

PRIMA LNG

Project Details

Project Name: []

Project Address: []

Project Status: []

Project Manager: []

Project Start Date: []

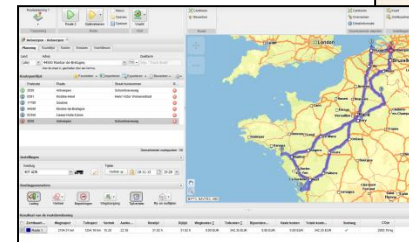
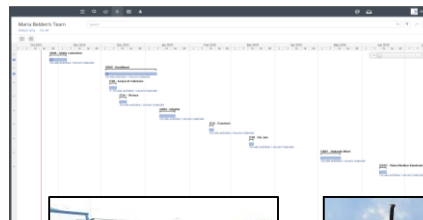
Project End Date: []

Project Budget: []

Project Progress: []

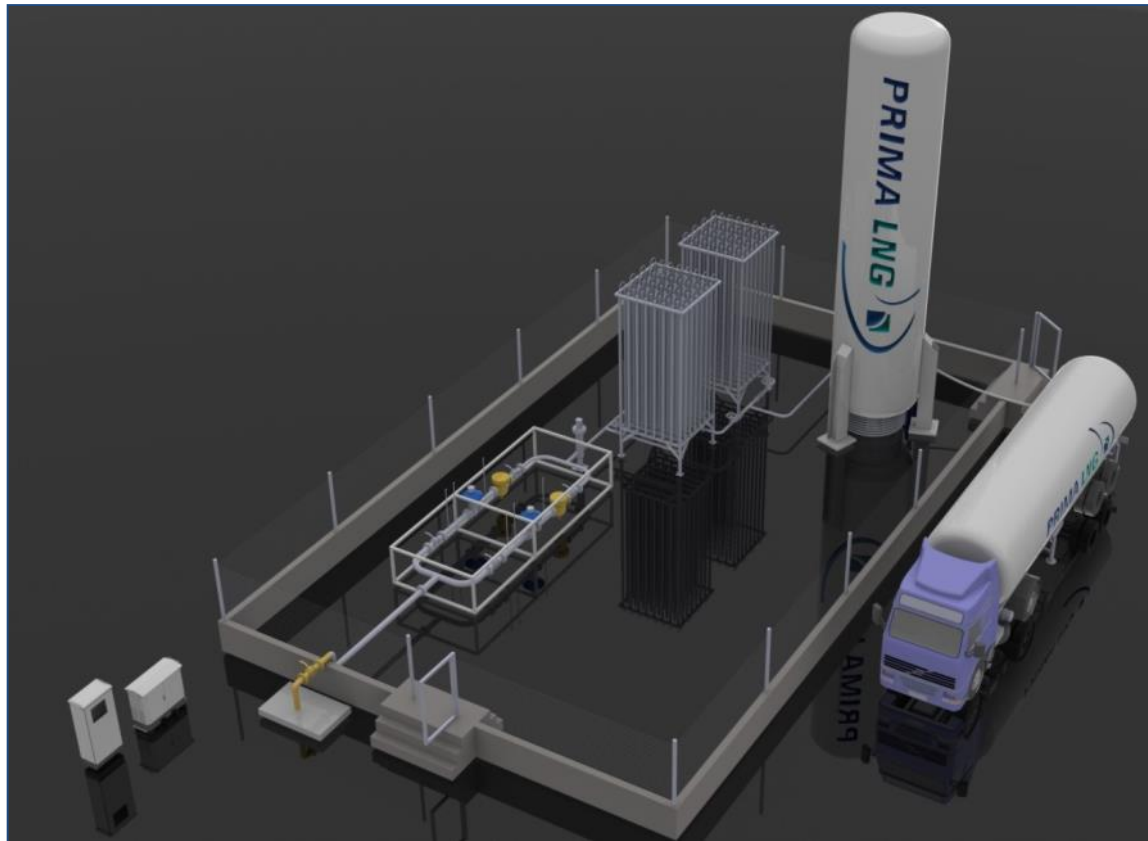
Project Description: []

Project Notes: []



The satellite plant

A modular concept

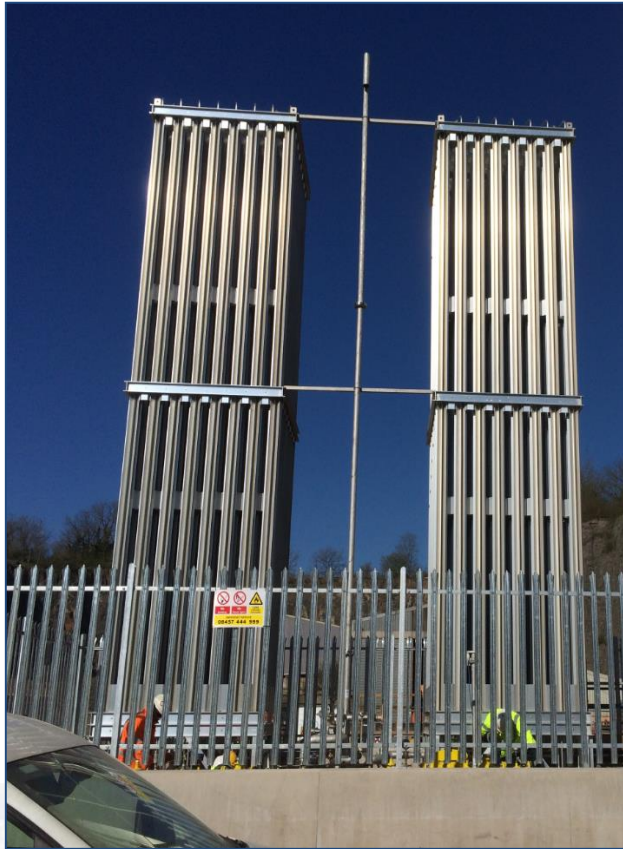


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Equipment

To get an idea...



Supply

Our current supply terminals

-  NL, Rotterdam,
-  BE, Zeebrugge
-  FR, Montoir and Fos
-  UK, Isle of Grain
-  Spanish Terminals



Delivery

Centrally managed logistics : a fleet of 19 trailers + containers



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Safety

Safety is our number one priority



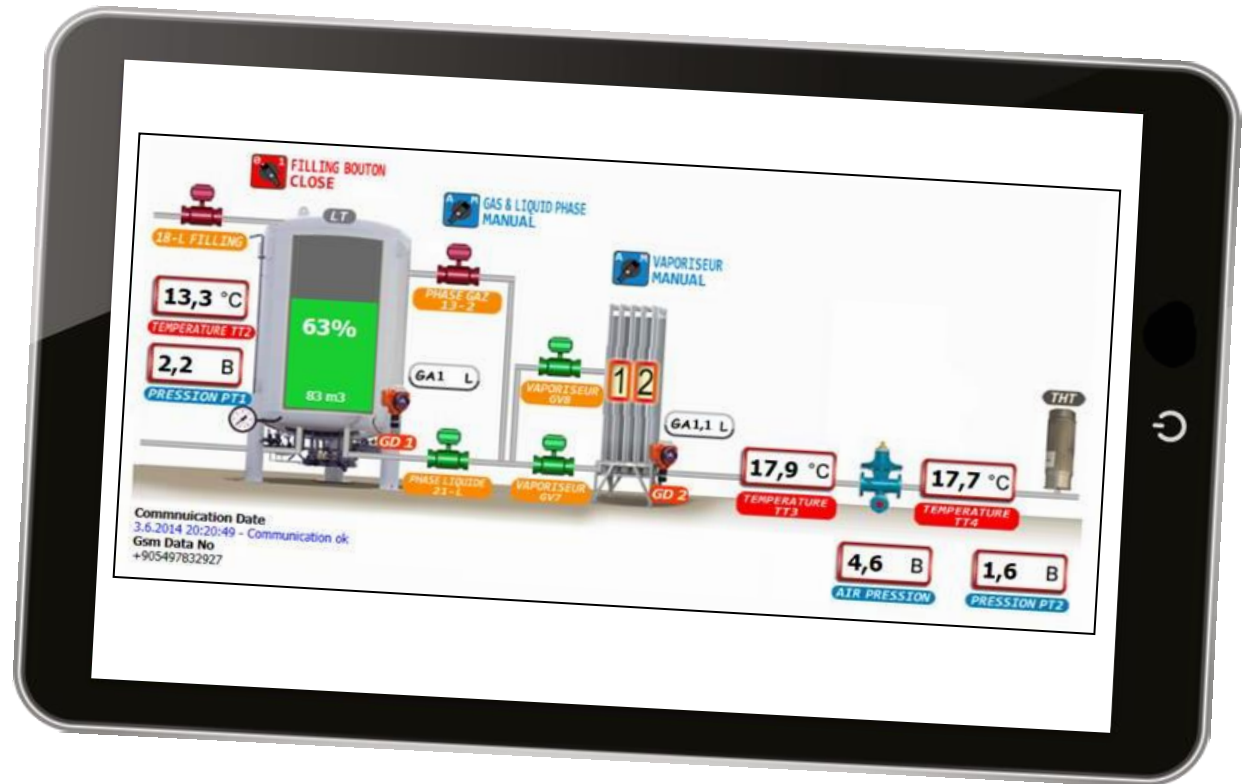
- 2x Gas detectors - (Optional) flame detector
- Temperature / pressure transmitters
- Emergency shut down with actuated valves
- Fire safe and ATEX Equipment
- Telemetry with GPRS
- Strong design : High pressure rating

- Training program
- Sharing experience meetings
- Audit of suppliers



Telemetry

Real time overview of plant status



In reality
How does it look like ???







GASPOL
E N E R G Y

LNG dla biznesu
jeszcze więcej energii

LNG
by PRIMAGAZ

PRIMAGAZ

PRIMA LNG



Beyond this core activity...

We also believe simplicity is a key...

Making the solution even more simple to install



..and of course ...LNG is also promising as a liquid product...

Truck Refuelling station



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..and of course ...LNG is also promising as a liquid product...

Ship bunkering



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How does a LNG Satellite Plant Work?

