



GasLog Ltd.
Investor Day

10th September 2013

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This presentation contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. The reader is cautioned not to rely on these forward-looking statements. All statements, other than statements of historical facts, that address activities, events or developments that the Company expects, projects, believes or anticipates will or may occur in the future, including, without limitation, future operating or financial results and future revenues and expenses, future, pending or recent acquisitions, general market conditions and shipping industry trends, the financial condition and liquidity of the Company, cash available for dividend payments, future capital expenditures and drydocking costs and newbuild vessels and expected delivery dates, are forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or unknown risks or uncertainties materialize, actual results could vary materially from our expectations and projections. Risks and uncertainties include, but are not limited to, general LNG and LNG shipping market conditions and trends; our continued ability to enter into multi-year time charters with our customers; our contracted charter revenue; our customers' performance of their obligations under our time charters and other contracts; the effect of the worldwide economic slowdown; our ability to obtain financing to fund capital expenditures, and funding by banks of their financial commitments; business strategy, areas of possible expansion and expected capital spending or operating expenses; our ability to enter into shipbuilding contracts for newbuildings and our expectations about the availability of existing LNG carriers to purchase, as well as our ability to consummate any such acquisitions; our expectations about the time that it may take to construct and deliver newbuildings and the useful lives of our ships; number of off-hire days and insurance costs; our anticipated general and administrative expenses; fluctuations in currencies and interest rates; our ability to maintain longterm relationships with major energy companies; our ability to maximize the use of our ships; environmental and regulatory conditions, including changes in laws and regulations or actions taken by regulatory authorities; risks inherent in ship operation, including the discharge of pollutants; availability of skilled labor, ship crews and management; potential disruption of shipping routes due to accidents, political events, piracy or acts by terrorists; and potential liability from future litigation. A further list and description of these risks, uncertainties and other factors can be found in our Annual Report filed with the SEC on March 28, 2013. Copies of the Annual Report, as well as subsequent filings, are available online at www.sec.gov or upon request from us. We do not undertake to update any forward-looking statements as a result of new information or future events or developments except as may be required by law.

The declaration and payment of dividends is at all times subject to the discretion of our Board of Directors and will depend on, among other things, risks and uncertainties described above, restrictions in our credit facilities and the provisions of Bermuda law and such other factors as the Board of Directors may deem relevant.

Not for Redistribution

# GasLog Ltd. Investor Day 2013 2:30pm – 5:30pm



#### Welcome

> Philip Radziwill- Vice Chairman



#### **GasLog Overview**

> Paul Wogan - CEO



#### LNG & LNG Shipping

- > Robin West IHS Energy Insight
- > Thor Knappe SVP, GasLog



#### **The GasLog Platform**

> Graham Westgarth - COO



#### **Finance – Powering the Platform**

> Simon Crowe - CFO



#### Wrap Up

> Paul Wogan - CEO











Welcome

Philip Radziwill, Vice Chairman







**GasLog Overview** 

Paul Wogan, CEO



## **GasLog Highlights**

LNG Shipping is on an Accelerated Long-Term Growth Trajectory

Well Established Operational Platform - Positioned for Future Growth

We Have Significant Built-in Growth and Contracted Revenues

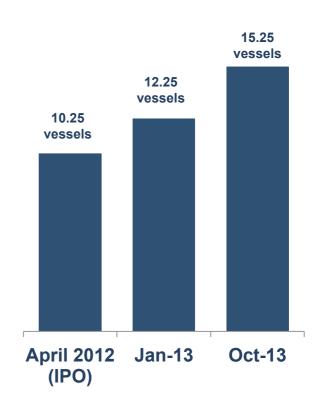
We Offer Attractive Risk-Adjusted Returns

We Are an LNG Shipping Company with a Proven Track Record of Execution

## **Key Execution Since IPO**

- ✓ Grown the fleet by an additional 50%
- ✓ Added USD~1 bill, of contracted revenue
- ✓ Diversified charter mix by adding both longer and shorter exposure to fleet portfolio
- ✓ Delivered on dividend and financial projections
- ✓ Diversified funding sources
- ✓ Delivered four ships on time and on budget
- √ 100% utilisation of fleet
- ✓ Expanded fleet via addition of an on the water vessel

#### ~50% Fleet Growth since IPO



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## **Key Potential Value Drivers**

- Our long-term supply/demand view forecasts healthy LNG shipping rates
- Now positioned to capture potential upside on shorter term charters
- Development of our business and asset base gives us optionality around our capital structure
- Ability to add accretive long-term business
- Potential significant upside to dividend post current growth capex phase
  - Further potential for GasLog to be an industry consolidator

September 2013



#### GasLog in the LNG value chain













**Exploration and Drilling** 

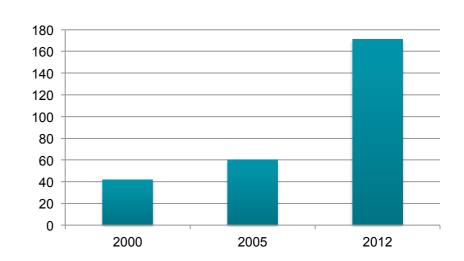
**LNG Shipping** 

**Transportation and Consumption** 

#### **LNG Shipping – Growing and Changing**

- Significant additional liquefaction capacity forecast to come online by 2020
- LNG shipping mirroring the tanker market of the 1950's but with significant barriers to entry
- Increasing number of trade routes
- Increased tonne miles driven by flexible product destination

#### **Increasing Number of Bi-Lateral LNG Trade Routes**



## **Assets Positioned to Capture Value**

Strong Firm Revenue
Base

Potential to Capture Upside

Additional Growth Potential

| Ship                       | Owned Built | Capacity (cbm) | Propulsion        | Charterer | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|----------------------------|-------------|----------------|-------------------|-----------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Methane Nile Eagle         | 25% 2007    | 145,000        | Steam             | BOGROUP   |      |      |      |      |      |      |      |      |      |      |      |      |      |
| GasLog Savannah            | 100% 2010   | 155,000        | TFDE <sup>1</sup> | Bagnoup   |      |      |      |      |      |      |      |      |      |      |      |      |      |
| GasLog Singapore           | 100% 2010   | 155,000        | TFDE              | BOGROUP   |      |      |      |      |      |      |      |      |      |      |      |      |      |
| GasLog Shanghai            | 100% 2013   | 155,000        | TFDE              | BOGROUP   |      |      |      |      |      |      |      |      |      |      |      |      |      |
| GasLog Santiago            | 100% 2013   | 155,000        | TFDE              | BEGROUP   |      |      |      |      |      |      |      |      |      |      |      |      |      |
| GasLog Sydney              | 100% 2013   | 155,000        | TFDE              | BOGROUP   |      |      |      |      |      |      |      |      |      |      |      |      |      |
| GasLog Skagen <sup>2</sup> | 100% 2013   | 155,000        | TFDE              | BOGNOUP   |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2041                  | 100% 2013   | 155,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2042                  | 100% 2014   | 155,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2072                  | 100% 2016   | 174,000        | TFDE              | Bo GROUP  |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2073                  | 100% 2016   | 174,000        | TFDE              | BG GROUP  |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2102                  | 100% 2016   | 174,000        | TFDE              | BG GROUP  |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2103                  | 100% 2016   | 174,000        | TFDE              | BG SHOUP  |      |      |      |      |      |      |      |      |      |      |      |      |      |
| GasLog TBN                 | 100% 2010   | 153,600        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2043                  | 100% 2014   | 155,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Hull 2044                  | 100% 2015   | 155,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Option 1                   | 2017        | 174,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Option 2                   | 2017        | 174,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Option 3                   | 2017        | 174,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Option 4                   | 2017        | 174,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Option 5                   | 2017        | 174,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
| Option 6                   | 2017        | 174,000        | TFDE              |           |      |      |      |      |      |      |      |      |      |      |      |      |      |
|                            |             |                |                   | <b>-</b>  |      |      |      |      |      |      |      |      |      |      |      |      |      |

<sup>1.</sup> TFDE = Tri -fuel Diesel Electric.



<sup>2.</sup> GasLog Skagen has a seasonal charter for the last 5 years of its firm charter period (each year: 7 months on hire, and 5 months opportunity for GasLog to employ)

## High Quality Customers & Supplier Reinforces GasLog's Attractiveness





- ✓ Financially strong counterparties
- ✓ Charters not dependent on individual project risk
- Diverse & global trading portfolios
- Renowned for having very high operational standards
- Large LNG portfolios with significant expansion plans underway



# Makes GasLog Attractive to New and Existing Customers

- > Access to ships
- ➤ Strong financial base
- ➢ Global experience
- > Technical expertise
- > Can be opportunistic



#### **SAMSUNG HEAVY INDUSTRIES**

- ✓ Consistently delivers LNG carriers on time
- ✓ Consistently delivers LNG carriers on budget
- ✓ Known for producing high quality LNG carriers
- ✓ 4 LNG carriers delivered on time & budget since IPO



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## **Business Strategy**

Capitalise on **Growing Demand** Value driven growth for LNG Shipping Portfolio of Vessels and Take advantage of the increasing market liquidity **Charters Access to Cost** Effective and Creating options for our funding sources **Diverse Capital** Strengthen Relationships with Delivering on the business plan and driving additional growth **Existing Customers Expand and Diversify Customer** Target existing & new participants in the LNG shipping industry Base **Move Along the** Leverage the platform to develop complementary businesses **Value Chain** 

## **Introducing GasLog's New Addition**

- Recently announced a new addition to the fleet GasLog TBN
- 2010-built, 153,600cbm, TFDE propulsion.
- Attractive price due to seller's financial difficulties
   & GasLog's ability to execute quickly on the transaction.
- Well positioned to take advantage of the strong winter market.
- No need to issue GasLog common shares to fund this acquisition or to fund our newbuilding programme.









LNG Market Overview
Robin West, Senior Advisor
IHS Energy Insight



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has acquired PFC Energy

## **LNG Market Highlights**

# Strong Growth Outlook

- Global Gas
- Global LNG

# Changing Business Landscape

- Liquefaction project risks
- Project developer experience varies for proposed LNG projects
- Evolving marketing of LNG production

# New Opportunities in Shipping

- Changes to IOC role in shipping
- New markets without legacy shipping affiliations

## **Energy Growth**

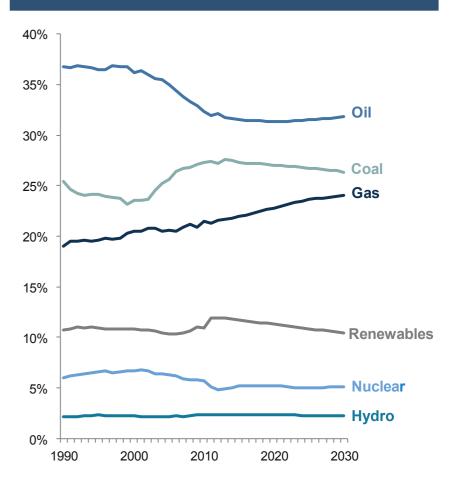
Drivers of Energy Demand

- Economic Growth
- Population & Demographics
- Energy Efficiency
- Energy Targets (Emissions)

Drivers of Energy Supply

- Domestic Resource Availability
- Import / Export Infrastructure
- Government Policy
- Geopolitics & Strategic
   Considerations

**Global Energy Supply by Fuel Share** 



#### **Global Gas Growth**

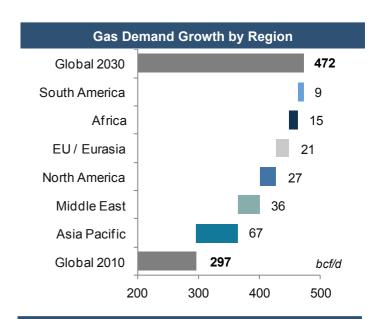
Varies by Region

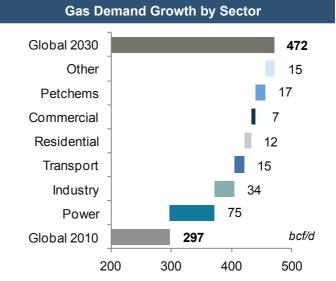
- Asian demand leads shift from OECD to non-OECD economies
- Middle East slowly emerging as gas importer

**Varies by Sector** 

- Power sector provides the majority of demand growth
- Promising role in transport sectors of OECD and non-OECD economies

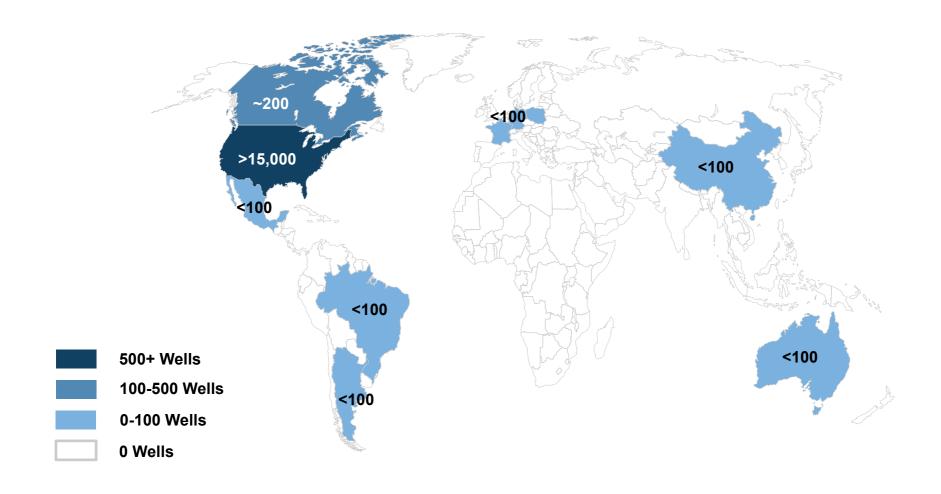
Source: PFC Energy - recently acquired by IHS





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#### **Shale Gas: Resource Potential, But Minimal Progress Outside of United States**



## **Contraints to Shale Gas Production Beyond the Lower-48**

|                                | United States | China        | Argentina    | Poland       | South Africa |
|--------------------------------|---------------|--------------|--------------|--------------|--------------|
| Access to Water                | ✓             | ?            | ?            | ?            | ?            |
| <b>Property Rights Clarity</b> | $\checkmark$  | *            | $\checkmark$ | ?            | ?            |
| Cooperative Government         | ✓             | $\checkmark$ | ✓            | ?            | ?            |
| Service Sector Capacity        | ✓             | ?            | ?            | ×            | *            |
| Innovation via Competition     | ✓             | *            | ?            | ?            | *            |
| Willingness to Spend Money     | ✓             | $\checkmark$ | ?            | $\checkmark$ | ?            |
| Favorable Natural Gas Prices   | ?             | ?            | ?            | ?            | ?            |
| Easy to Market Gas             | $\checkmark$  | ?            | ×            | ?            | ?            |
| Incentives for Unconventional  | ?             | $\checkmark$ | ✓            | ?            | ?            |
|                                |               |              |              |              |              |
| Overall Opportunity/Risk       | ✓             | ?            | ?            | ?            | ?            |
|                                |               |              |              |              |              |
| Forecasted Impact on Supply    | ✓             | ?            | ?            | ×            | *            |

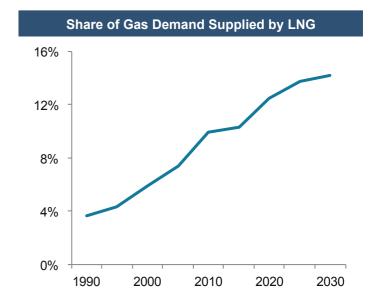
## **LNG Gaining Share within Gas Growth**

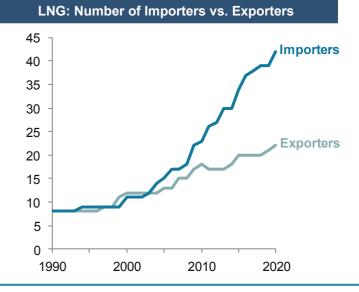
**Drivers of LNG** 

- Oil Substitution
- Domestic Production Constraints
- Flexibility / Seasonality
- Diversify Energy Supply
- Non-OECD Demand

Impact on Shipping

|      | Bilateral Trade Routes |
|------|------------------------|
| 2000 | 42                     |
| 2005 | 60                     |
| 2012 | 171                    |





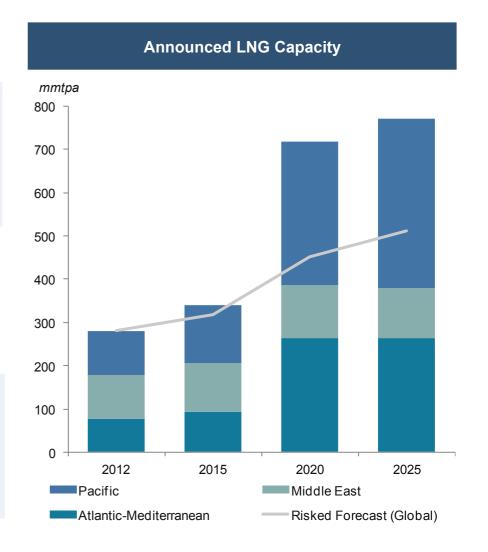
#### **Ambitious Expansion in LNG Capacity**

#### Company Announced<sup>1</sup>

- Companies have announced projects that would increase liquefaction capacity from 281 mmtpa in 2012 to 771 mmtpa in 2025
- Pacific provides 50+% of growth

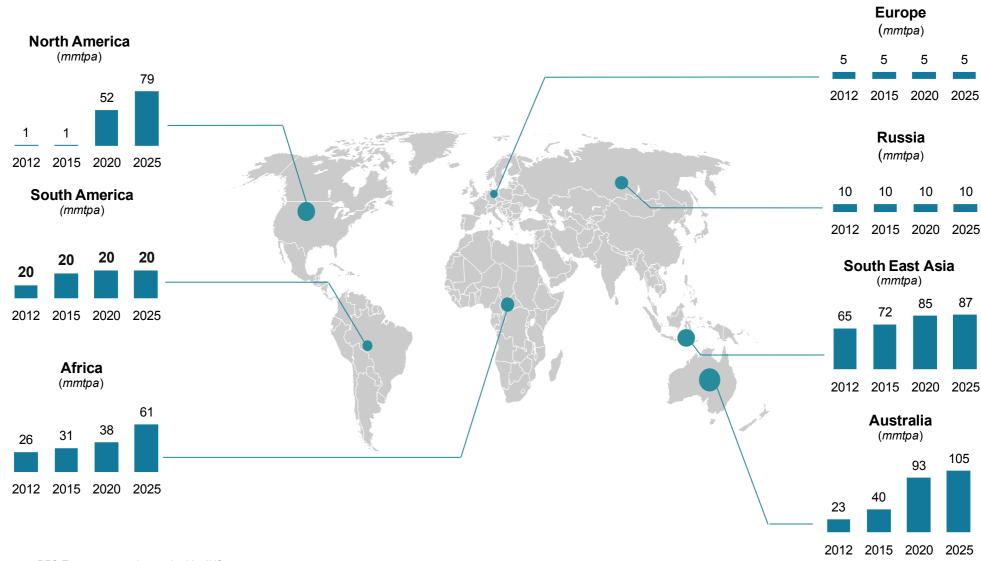
#### Risked Forecast<sup>2</sup>

- Not all projects will move forward
- Risked forecast anticipates capacity will increase from 281 mmtpa 2012 to 532 in 2025
- 4.7% growth per annum



- 1. Announced: LNG project developer's most recently released start date .
- 2. Definition of Risked Forecast: Analysis compares risks of proposed liquefaction projects and includes PFC Energy recently acquired by IHS opinion on start date based on forecasted global LNG demand. Project benchmarking includes: Feedstock Availability, Politics & Geopolitics, Environmental Regulation, Domestic Gas Needs, Partner Priorities, Project Economics, Ability to Execute, Marketing.

#### Risked Forecasted LNG Capacity Growth: Unequal on a Regional Basis



Source: PFC Energy - recently acquired by IHS

September 2013

Definition of Risked Forecast: Analysis compares risks of proposed liquefaction projects and includes PFC Energy - recently acquired by IHS opinion on start date based on forecasted global LNG demand. Project benchmarking includes: Feedstock Availability, Politics & Geopolitics, Environmental Regulation, Domestic Gas Needs, Partner Priorities, Project Economics, Ability to Execute and Marketing.

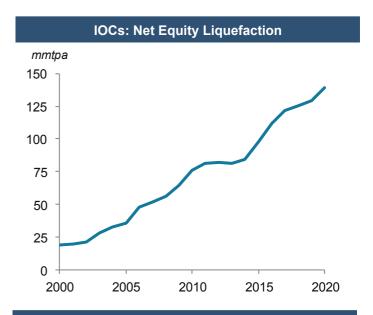
#### **Growth of IOC Participation in LNG**

Share of Gas
Production in IOC
Portfolios is Growing

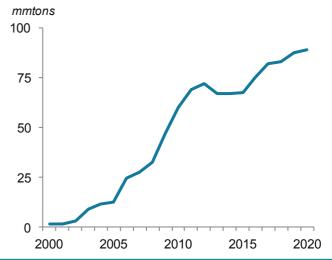
 IOCs are increasingly relying on LNG to commercialize their gas reserves and support total upstream production

Creating Value through LNG Commercialization

- Value chain migration toward plant equity and downstream marketing
- Parallel trend of moving shipping assets off balance sheets to free up capital







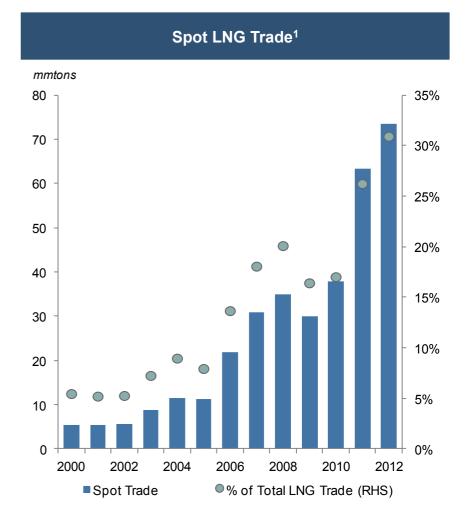
#### **Emerging Class of Traders**

Embracing
Availability of Spot
LNG Volumes

- Commodity Trading Houses
- Investment Banks
- Emerging Market Utilities

Requirements for Further Growth

- Availability of Shipping
- Availability of Spot Cargoes
- Growth in LNG Production
- Growth in LNG Markets



Source: PFC Energy – recently acquired by IHS

1. Defined as LNG volumes associated with Sales and Purchase Agreements (SPAs) with a term of less than five years.

#### **LNG Market Summary**

# Strong Growth Outlook

- Gas is the fastest growing fuel-type share of global energy mix
- LNG demand forecasted to grow by 4.7% p.a. through 2025

# Changing Business Landscape

- Projects are becoming increaingly complex; not all projects gauranteed to move forward
- Growing need for IOC involvement to move LNG projects forward
- Emergence of new LNG marketers and strategies

# New Opportunities in Shipping

- IOCs increasingly relying on independent shipping companies such as GasLog
- New LNG marketers and LNG offtakers without legacy shipping affiliations

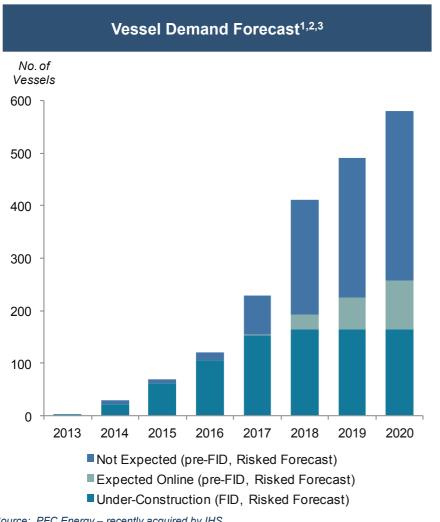




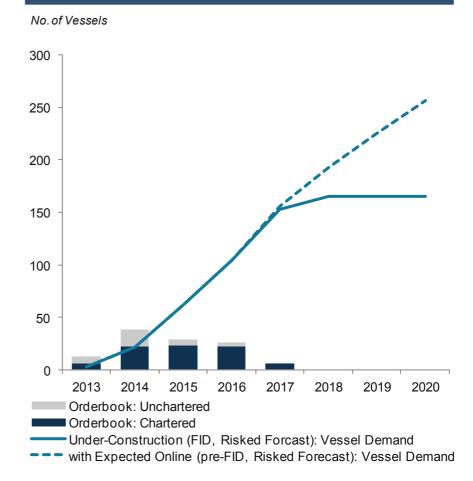
LNG Shipping Overview Thor Knappe, SVP



#### Substantial Demand for New LNG Vessels



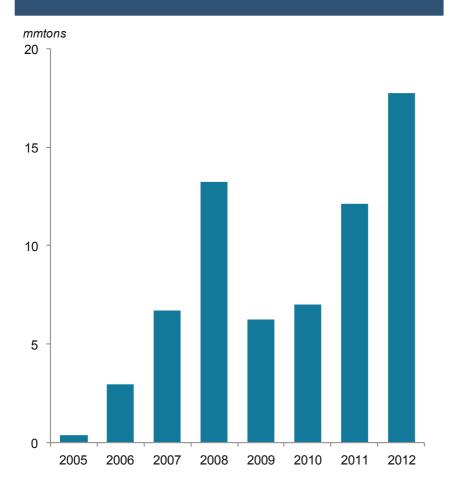
#### **Current Orderbook vs. Under-Construction** Liquefaction Capacity 1.2.4



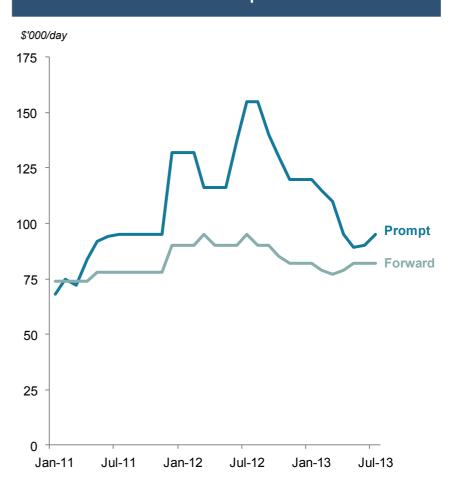
- Under-Construction: Projects that have reached Final Investment Decision. Based on PFC Energy recently acquired by IHS start dates.
- Expected Online: Projects that are proposed, in Pre-FEED or FEED, or are awaiting FID with PFC Energy recently acquired by IHS estimated start dates.
- Not Expected Online: Projects that are proposed, in Pre-FEED or FEED, or are awaiting FID without PFC Energy recently acquired by IHS estimated start dates.
- LNG vessel orderbook as of August 31, 2013.

#### **Growth of Cross-Basin Trade Lifted Charter Rates**

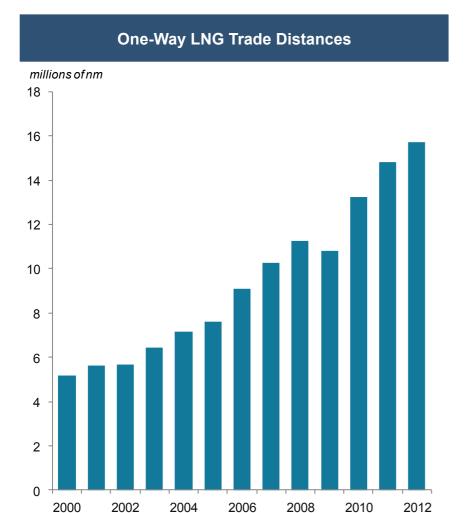
#### **LNG Trade from Atlantic Basin to Pacific Basin**

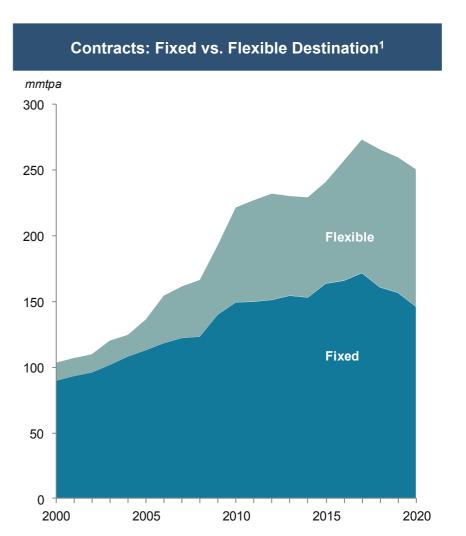


#### **Charter Rates: Prompt vs. Forward**



#### **Increased Tonne Miles**





Source: PFC Energy - recently acquired by IHS

1. All contracts are SPAs

#### **Price Arbitrage Will Continue to Drive Vessel Demand**



Shipping Cost Not Prohibitive

- Low level of shipping costs compared to other parts of the value chain encourages geographic diversification of global LNG trade
- Shipping costs can range from \$0.50/MMBtu to \$3.00/MMBtu depending on the vessel and route

Impact on Shipping
Market

 LNG price arbitrage drives demand for flexible destination contracts and mid-voyage destination diversions, increasing intensity of shipping requirements

Source: PFC Energy – recently acquired by IHS

Note: Global Gas Prices: All prices based on estimates of average price in 2012.

#### **LNG Shipping Summary**

# **Project Related Demand Growth**

- Vessel demand associated with new projects could range from 165 vessels up to 256 or more in 2020 depending on which projects come online
- Barriers to entry and shipyard constraints limit orderbook build-out

# Voyage Related Demand Growth

- Growth in more flexible contracts and marketing
- Global gas pricing arbitrage to continue





The GasLog Platform

**Graham Westgarth, COO** 



## **GasLog's Platform**

International owner and operator of LNG carriers since 2001

Strong financial base - USD~2.2bill. of contracted revenue

Fleet of 15 wholly owned vessels (including 8 newbuildings) with 12 fixed for long-term charters to BG Group and Shell

Sole technical manager of BG's owned LNG fleet for the last 12 years

Listed on NYSE since April 2012, market cap. of US\$ 879 million1

Headquartered in Monaco, technical management based in Athens

Approx. 1,100 employees onshore and on the vessels





As per 5 September 2013

## **Proven Project Execution**

- ✓ Supervised construction & delivery of 18 LNG carriers so far
- ✓ Supervisory team in Korean shipyard for 12 years
- ✓ GasLog fleet delivered directly to charterer
- √ 100% utilisation of GasLog fleet since delivery zero off-hire





1

## **Ship Construction – Executing to Plan**

|                  | Yard    | Delivery | On Budget? | On Schedule? |
|------------------|---------|----------|------------|--------------|
| GasLog Savannah  | Samsung | 2010     | ✓          | ✓            |
| GasLog Singapore | Samsung | 2010     | ✓          | ✓            |
| GasLog Shanghai  | Samsung | 2013     | ✓          | ✓            |
| GasLog Santiago  | Samsung | 2013     | ✓          | ✓            |
| GasLog Sydney    | Samsung | 2013     | ✓          | ✓            |
| GasLog Skagen    | Samsung | 2013     | ✓          | ✓            |
| HN 2041          | Samsung | 2013     | 1          | ✓            |
| HN 2042          | Samsung | 2014     | ✓          | ✓            |
| HN 2043          | Samsung | 2014     | ✓          | ✓            |
| -IN 2044         | Samsung | 2015     | ✓          | ✓            |
| HN 2072          | Samsung | 2016     | ✓          | ✓            |
| HN 2073          | Samsung | 2016     | ✓          | ✓            |
| HN 2102          | Samsung | 2016     | ✓          | ✓            |
| HN 2103          | Samsung | 2016     | ✓          | ✓            |

- GasLog has delivered 6 owned ships on or ahead of budget and schedule
- 4 owned ships delivered so far in 2013
- All ships under construction are currently on budget and on schedule

# First Class Operational and Safety Track Record

### **First Class Operational Track Record**

- Extensive experience operating ~4% of the current global LNG fleet
- Managing LNG vessels since 2001
- 100% utilisation of GasLog's fleet since delivery zero off-hire
- Vessels chartered to customers with high operational expectations
- Proven ability to scale-up operations

### **Award Winning Safety Performance**

- Five million hours since last Lost Time Incident (LTI)
- Zero LTI's during construction of 18 LNG Carriers at Samsung H.I. since 2002
- Safety performance is exceptional compared to industry

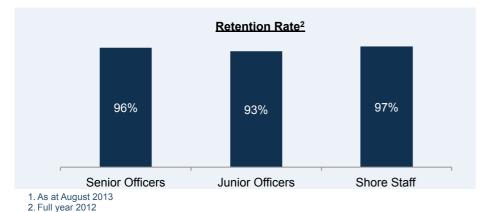


Renowned for providing highest quality technical management, in one of the most safety-focused sectors of shipping

# **People – A Competitive Advantage**

### Healthy Retention Rates<sup>1</sup>

Sea Staff: 1,020 current<sup>1</sup> / ~1,100 by 2015 Shore Staff: 118 current<sup>1</sup> / ~130 by 2015



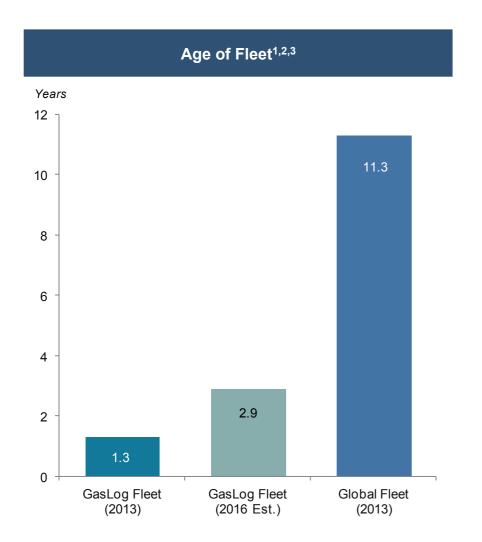


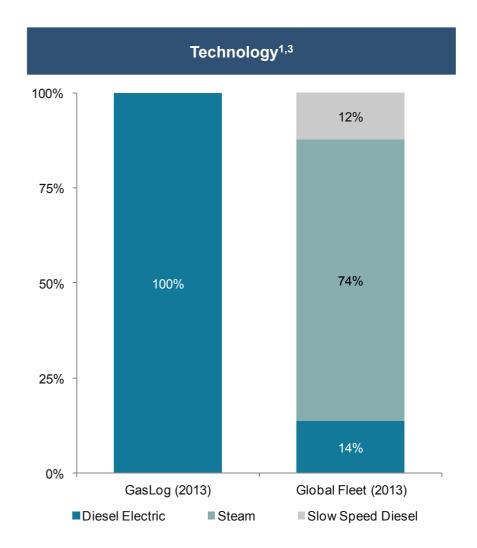
■ 10+ Years with Company ■ 5-10 Years with Company ■ <5 Years with Company

### Ready for the Crunch

- Shortage of quality LNG seafarers expected in the coming years
- Excellent retention rates
- Tried and tested recruitment schemes
- Expertise in the crewing requirements that result from rapid fleet expansion
- One of the most experienced teams in the industry

# **Modern Fleet with Latest Technology**





Source: PFC Energy - recently acquired by IHS, GasLog.

- 1. As of August 31, 2013 for GasLog Fleet (2013) and Global Fleet (2013).
- 2. As of Q4 2016 for GasLog Fleet (2016 Est.) based on estimated delivery dates for GasLog newbuild vessels.
- 3. GasLog Fleet (2013) average age calculation includes 100% equity-owned vessels only. Does not include Methane Nile Eagle.

# Our Fleet - Advantages

#### **Tri-Fuel Diesel Electric**

- Fuel efficient
  - Low consumption
- Emission reduction
  - > Environmental compliance
- Propulsion Redundancy
  - Increased safety
  - Reduced risk of down time
- Proven track record
  - Operational since 2006

### Sister Ship Synergies

- Ten 155,000cbm and four 174,000cbm sister vessels currently owned
- Significant savings on:
  - Expensive spare parts
  - Commodities: lube oils, paint etc.
  - Crew training/familiarisation
- Savings go directly to bottom line

### 155,000cbm & 174,000cbm - different sizes for different requirements

### 155,000cbm

- Wide ranging port compatibility
- An ideal trading vessel

### 174,000cbm

- Highly competitive voyage economics
- Ideal for long-haul point-to-point trade

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# LNG Carrier Comparison 155kcbm TFDE v 145kcbm Steam

### **GasLog LNG Carriers Out-Compete**

- 74% of the on the water LNG fleet are currently steam ships
- 68% of the on the water LNG fleet are under 150,000cbm
- Our modern fuel efficient ships expected to out-compete steam ships for business
- We project significant phasing out of older steam ships in the 2014/2015 timeframe
- The way to win business is to deliver the most cost effective product

### Voyage Cost Estimate for US-Japan trade (via Panama)

| Vessel Type         | Unit Freight<br>Cost | Total<br>Transportation<br>Cost/Year | Quantity<br>mmbtu<br>Delivered/Year |  |
|---------------------|----------------------|--------------------------------------|-------------------------------------|--|
| Steam<br>145,000cbm | \$3.01               | \$74.3mill.                          | \$23.2mill.                         |  |
| TFDE<br>155,000cbm  | \$2.52               | \$66.7mill.                          | \$24.8mill.                         |  |

Saving/Year 155k v 145k
(from Transportation Costs)

7.6mill.

NPV for 25 years
(10% discount rate)

83.5mill.

Saving/Year 155k v 145k
(from Extra LNG Delivered)

\$1.6mill.

Note: Based on various freight cost assumptions. Source for calculations: RS Platou LLP

Assuming USD 1/mmbtu profit on cargo

mmbtu = millions British Thermal Units

# **Platform Highlights**

**Project Execution** 

**First Class Operations** 

**Award Winning Safety Record** 

**Experienced and Committed People** 

**State of the Art Fleet** 





**Financials – Powering the Platform** 

Simon Crowe, CFO

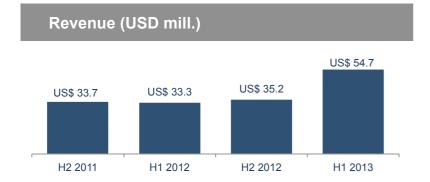


# 2013 – A Year of Progress

- Remain on track and on financial plan
- Refinanced GasLog Singapore
- Renegotiated Debt to Cap covenants from 65% to 75%, giving us additional headroom
- Raised USD ~83mill. senior unsecured Norwegian Bond funding at ~7.4% all in fixed rate.
- Added four newbuilds and on the water acquisition without the need to raise equity
- 12 month share price performance ~+25%, price still ~18% below consensus<sup>1</sup>

1. As of 5 September 2013

### Financials - P&L



Revenue Compound Growth:

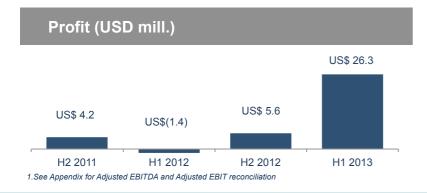
17.5%





Adj. EBITDA Compound Growth:





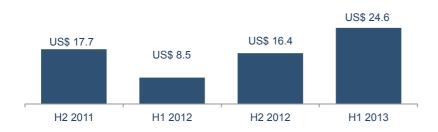
Profit
Compound
Growth:
84.3%



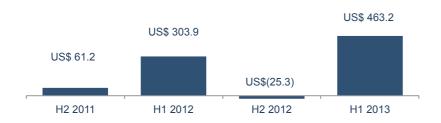
September 2013

### Financials – Cashflow

### Net Cash from Operating (USD mill.)

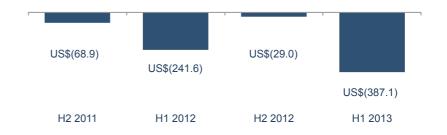


### Net Cash from Financing (USD mill.)



- Operating cashflow continues to deliver to plan
- Financing in place for 10 of the 14 newbuild fleet
- Financing for 5 remaining unfinanced ships available from export credit and bank market

### Net Cash from Investing Activities (USD mill.)



### Cash Balance at end of Period<sup>1</sup> (USD mill.)

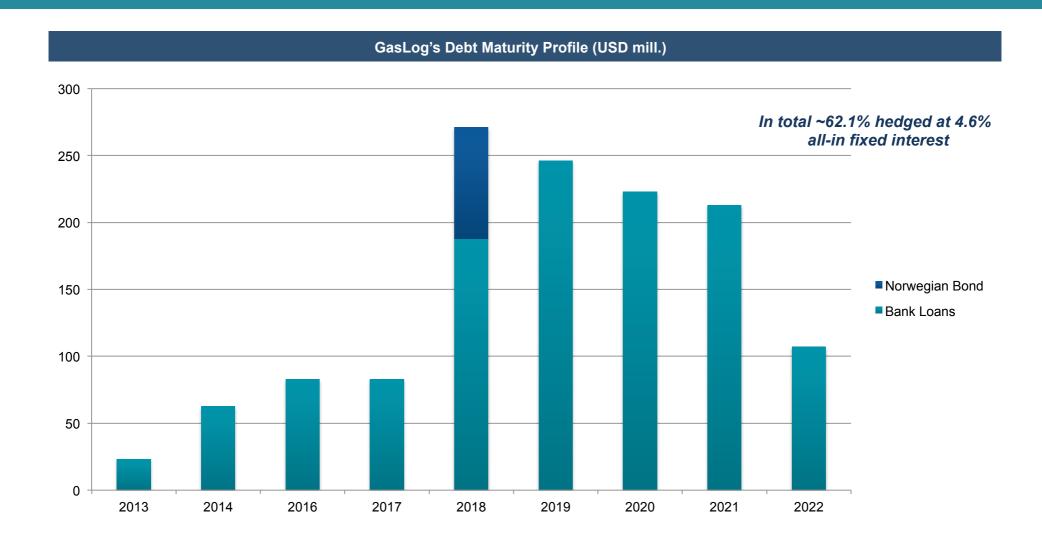


- Banking market very receptive to other on the water opportunities
- Tail-heavy shipyard payments beneficial
- Healthy cash balance provides financial flexibility

1.Including Short-Term Investments

September 2013

# **Debt Repayment Schedule**



Note:
Post refinancing of the US\$160m Gas-two (*GasLog Singapore*) facility
US\$50m undrawn revolver under the *GasLog Singapore* facility not included (2018 maturity)
GasLog Shanghai and GasLog Santiago facilities to mature in 2025 (lenders have a put option in 2018)

# **Dividend Strategy**

- Current commitment to pay USD 0.11 per quarter to provide consistent yield, with quarterly reviews to determine any increases
- Look to maximise payout ratio as growth phase completes and consolidation opportunities are evaluated
- Capital structure evolution will determine the nature of the returns
- GasLog focused on total annual return to shareholders made up of dividend and growth in stock price

September 2013

# **Current Financing**

### **Common Equity**

- IPO April 2012 USD 14
- Sensitive to valuation for any follow on
- Equity value underpinned by strong stewardship from shareholders and board

### **Mortgage Debt**

- Successfully financed 10 vessels
- Significant interest in an additional 5 vessels from banks and export credit agencies
- 70 % loan to value with up to 18 years amortisation achievable

### **Norwegian Bond**

- Recently raised USD~83mill.
- Debut issue trading up since launch
- Good appetite for follow on

September 2013

# **Possible Alternative Financing**

### MLP

- Popular with competitors
- Under review

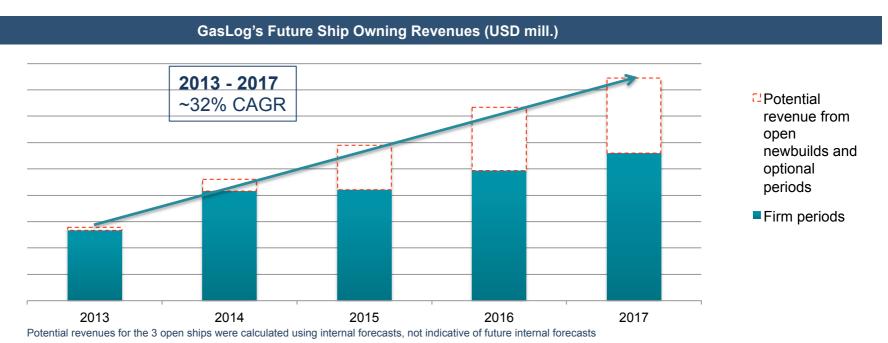
# **Preferred Equity**

- Recently emerged as source of funding in the shipping market
- Under review

### **US Bond**

- Larger issuance size possible
- Under review

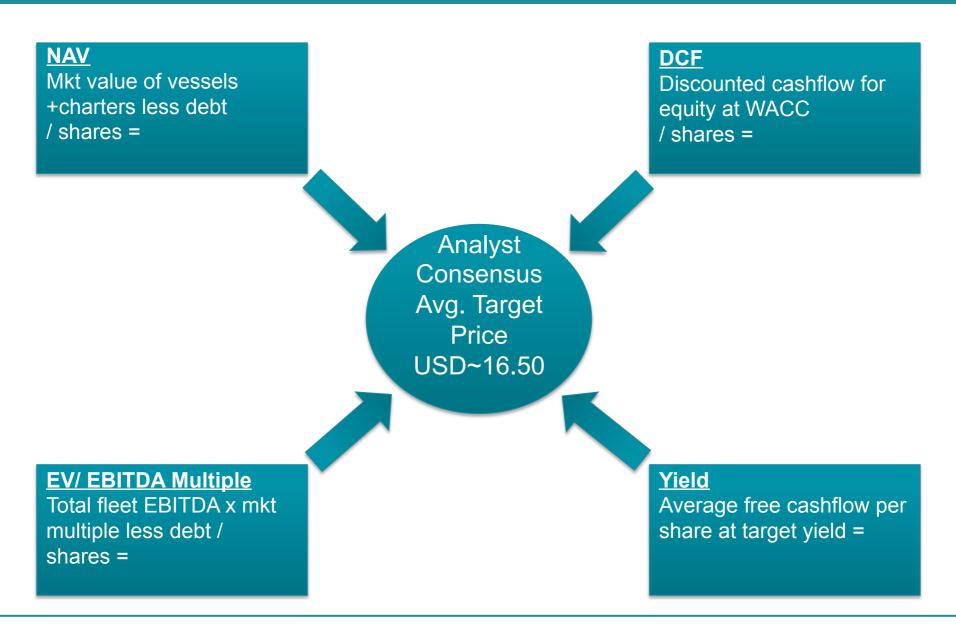
# USD~2.2bill. of Firm Contracted Revenue through 2026 (as at June 30th 2013 but including 2 recent orders)



| Contracted Charter Revenues and Days from Time Charters |       |       |       |       |       |           |        |
|---|-------|-------|-------|-------|-------|-----------|--------|
|   | 2013  | 2014  | 2015  | 2016  | 2017  | 2018-2026 | Total  |
| Contracted Charter<br>Revenues (\$ mill.)               | 134   | 208   | 211   | 247   | 280   | 1,128     | 2,207  |
| Total Contracted Days                                   | 1,757 | 2,740 | 2,768 | 3,141 | 3,497 | 13,742    | 27,645 |
| Total Available Days                                    | 1,848 | 3,106 | 3,867 | 4,697 | 5,475 | 50,126    | 69,119 |
| Total Unfixed Days                                      | 91    | 366   | 1,099 | 1,556 | 1,978 | 36,384    | 41,474 |
| % of Total Contracted<br>Days/Total                     | 95%   | 88%   | 72%   | 67%   | 64%   | 27%       | 40%    |

Solid USD~2.2bill. platform of firm revenues support growth and yield

# **Valuation**



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# **Illustration of Valuation**

| All figures in millions of USD unless otherwise stated | Single Ship |
|--|-------------|
| EBITDA per ship  | 23          |
| Average debt amortisation p.a.                         | 8           |
| Average interest payment p.a.                          | 7           |
| Free cashflow per ship                                 | 8           |
| Illustrative Yield                                     | 7% - 8%     |
| Ship value (add 140 debt)                              | 254 - 240   |

#### Notes:

EBITDA per ship calculated using known contracted figures
Average debt amortisation calculated by taking 70% of USD 200mill. newbuild cost over 18 years
Average interest payment calculated by taking USD 140mill. at 5%p.a.
Ship value calculated by dividing free cash flow per ship by yield

# **Finance- Powering the Platform**

**New Funding Sources - Covenant Headroom and Norwegian Bond** 

Adding to the Fleet - 5 Ships and USD 1bill. Contracted Revenue Added

**Creating Flexibility – Analysis of Preferred Equity, MLP etc.** 

**Aim to Add Value – Growth Execution and/or Alternative Finance Structures** 





Wrap Up

Paul Wogan, CEO



# **GasLog Highlights**

LNG Shipping is on an Accelerated Long-Term Growth Trajectory

Well Established Operational Platform - Positioned for Future Growth

We Have Significant Built-in Growth and Contracted Revenues

We Offer Attractive Risk-Adjusted Returns

We Are an LNG Shipping Company with a Proven Track Record of Execution





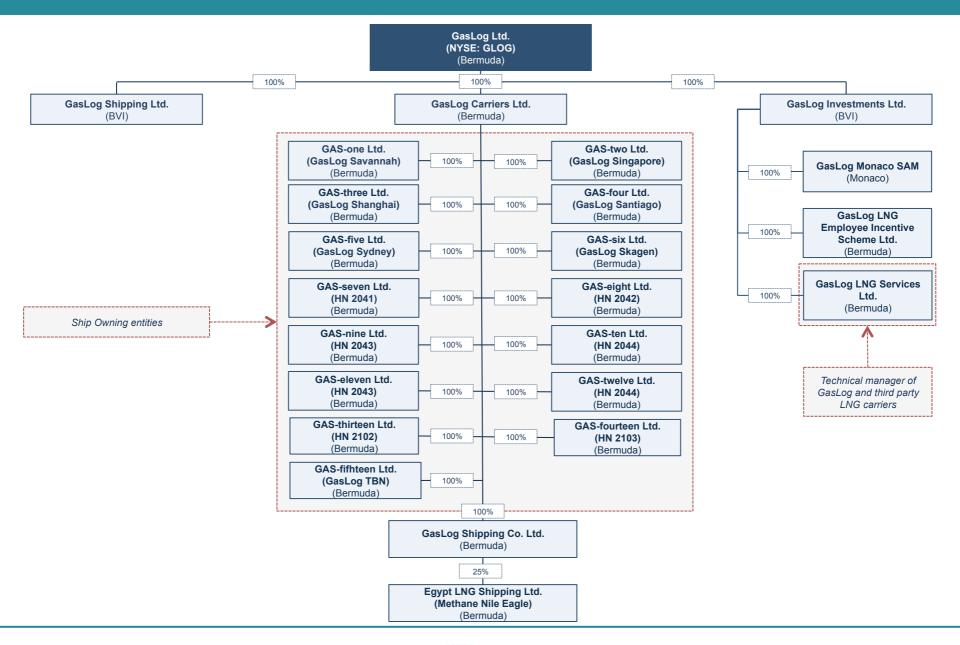
Q&A





Appendices

# **Company Structure**



# Management



### Paul Wogan, CEO

- Served as senior independent director of Clarksons PLC from 2008 until February 2012.
- Worked for Teekay Corporation from 2000 to 2008, where from November 2003 to March 2008 he served as president of Teekay Tanker Services, with responsibility for the company's fleet of crude and product tankers.
- Prior to joining Teekay Corporation, served as chief executive officer of Seachem Tankers Ltd.
- Shareholder and non-executive director of Sure Wind Marine Ltd. a company that owns and operates vessels that serve the offshore wind industry.
- Graduate of Exeter University and has an MBA from Cranfield School of Management.



#### Simon Crowe, CFO

- CFO of Subsea 7 from 2009 until 2012. Subsea 7 is a global engineering, construction and services contractor to the offshore energy industry, listed on the Norwegian Stock Exchange, that employs 12,000 people and operates in over 15 countries.
- Worked for Transocean Ltd., the world's largest offshore drilling contractor, prior to 2009, most recently as vice president, strategy and planning, and prior to that as Finance Director for Transocean Ltd.'s Europe and Africa operations.
- Member of the Chartered Institute of Management Accountants.
- Holds a degree in physics from the University of Liverpool.



#### **Graham Westgarth, COO**

- Member of the Senior Leadership team of Teekay Shipping from 1999 through 2012, most recently serving as executive vice president of innovation, technology and projects of Teekay Shipping, which included commercial and operational responsibility for a number of FSO's.
- Served as president of Teekay Marine Services from 2001 to 2010, with responsibility for 5,000 sea and shore staff and the technical management of 200 vessels. During this period he also served as CEO of Teekay Petrojarl following its acquisition by Teekay Corporation.
- Worked for Maersk Company Limited from 1987 to 1999, the last 5 years of which he served as General Manager of the Maersk UK flag fleet.
- Chairman of INTERTANKO, an industry organisation, which represents 80% of the world's independent tanker owners and operators.
- Sea service includes serving in various ranks with Common Bros, Rowbotham Tankers, and Maersk Company Limited. Promoted to Master at age 29.
- Graduate of the Columbia University Senior Executive Development Program.



### Thor Knappe, SVP - Head of Commercial

- Joined GasLog/Ceres in 2007 and has 13 years of shipping experience, 11 years in LNG.
- Served a key role in developing the LNG division at Maersk, and prior to that served in a number of different roles at Maersk.
- Worked for Deutsche Bank's Global Markets in the 1990's, prior to pursuing his passion for ships.
- Holds a BSc. in Economics from the University of Warwick.
- A member of the Institute of Chartered Shipbrokers, and active in the Propeller Club.

# Reconciliation of Adjusted EBIT and Adjusted EBITDA

#### **Non-GAAP Financial Measures**

EBIT represents earnings before interest income and expense and taxes. Adjusted EBIT represents EBIT before unrealized gain/loss on swaps and foreign exchange gains/losses. EBITDA represents earnings before interest income and expense, taxes, depreciation and amortization. Adjusted EBITDA represents EBITDA before unrealized gain/loss on swaps and foreign exchange gains/losses.

EBIT, Adjusted EBIT, EBITDA and Adjusted EBITDA, which are non-GAAP financial measures, are used as supplemental financial measures by management and external users of financial statements, such as investors, to assess our financial and operating performance. We believe that these non-GAAP financial measures assist our management and investors by increasing the comparability of our performance from period to period. We believe that including EBIT, Adjusted EBITDA and Adjusted EBITDA assists our management and investors in (i) understanding and analyzing the results of our operating and business performance, (ii) selecting between investing in us and other investment alternatives and (iii) monitoring our ongoing financial and operational strength in assessing whether to continue to hold our common shares. This increased comparability is achieved by excluding the potentially disparate effects between periods of interest, taxes, depreciation and amortization, unrealized gain/loss on swaps and foreign exchange gains/losses, which items are affected by various and possibly changing financing methods, capital structure and historical cost basis and which items may significantly affect results of operations between periods.

EBIT, Adjusted EBIT, EBITDA and Adjusted EBITDA have limitations as analytical tools and should not be considered as alternatives to, or as substitutes for, profit, profit from operations or any other measure of financial performance presented in accordance with IFRS. These non-GAAP financial measures exclude some, but not all, items that affect profit, and these measures may vary among companies. In evaluating Adjusted EBIT and Adjusted EBITDA, you should be aware that in the future we may incur expenses that are the same as or similar to some of the adjustments in this presentation. Our presentation of Adjusted EBIT and Adjusted EBITDA should not be construed as an inference that our future results will be unaffected by the excluded items. Therefore, the non-GAAP financial measures as presented below may not be comparable to similarly titled measures of other companies in the shipping or other industries.

# Reconciliation of Adjusted EBIT and Adjusted EBITDA

#### Reconciliation of EBIT and Adjusted EBIT to Profit/(Loss):

(All amounts expressed in thousands of U.S. Dollars)

|  | H2 2011 | H1 2012 | H2 2012 | H1 2013  |
|--|---------|---------|---------|----------|
| Profit/(Loss) for the period                   | 4,238   | (1,381) | 5,602   | 26,323   |
| Financial costs excluding gain/(loss) on swaps | 4,946   | 5,954   | 5,715   | 11,020   |
| Financial income                               | (13)    | (444)   | (731)   | (248)    |
| EBIT   | 9,171   | 4,129   | 10,586  | 37,095   |
| Unrealized loss/(gain) on swaps, net           | 2,725   | 5,246   | 1,537   | (16,129) |
| Foreign exchange (gain)/losses, net            | (78)    | 792     | (1,338) | 121      |
| Adjusted EBIT                                  | 11,818  | 10,167  | 10,785  | 21,087   |

#### Reconciliation of EBITDA and Adjusted EBITDA to Profit/(Loss):

(All amounts expressed in thousands of U.S. Dollars)

|  | H2 2011 | H1 2012 | H2 2012 | H1 2013  |
|--|---------|---------|---------|----------|
| Profit/(Loss) for the period                   | 4,238   | (1,381) | 5,602   | 26,323   |
| Depreciation of fixed assets                   | 6,422   | 6,484   | 6,580   | 10,624   |
| Financial costs excluding gain/(loss) on swaps | 4,946   | 5,954   | 5,715   | 11,020   |
| Financial income                               | (13)    | (444)   | (731)   | (248)    |
| EBITDA   | 15,593  | 10,613  | 17,166  | 47,719   |
| Unrealized loss/(gain) on swaps, net           | 2,725   | 5,246   | 1,537   | (16,129) |
| Foreign exchange (gain)/losses, net            | (78)    | 792     | (1,338) | 121      |
| Adjusted EBITDA                                | 18,240  | 16,651  | 17,365  | 31,711   |