LNG investment in an era of uncertainty

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Forward looking statements

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greater risk of not being produced, than are estimates of proved reserves.
Five key areas of uncertainty in the energy industry...

1. Geopolitical tensions eroding predictability of future energy trade flows
2. Regulatory forces blockading construction of new infrastructure
3. Mixed signals from policy makers, particularly in Europe and the US, deter energy investment
4. ESG/Environmental initiatives to direct investor capital away from energy investment
5. Financial & Economic landscape unclear with higher interest rates, costs and recession risks

...which are contributing to:

- Constrained capex
- Potential for higher inflation
Geopolitical tensions erode predictability of energy flows

~25% LNG plants under construction at geopolitical risk, and nearly all pre-FID plants are in US and N. America

Global LNG capacity (mtpa)

...meanwhile, key consuming regions also subject to geopolitical turmoil

Global LNG demand (mtpa)

1. Includes projects in Russia and Mozambique; Source: Tellurian research, Wood Mackenzie
U.S. regulatory environment blockades infrastructure development

Half of pre-operational LNG capacity is unpermitted

<table>
<thead>
<tr>
<th>Status</th>
<th>Number</th>
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</thead>
<tbody>
<tr>
<td>Pre-Permitted not financed</td>
<td>159</td>
</tr>
<tr>
<td>Under Construction, 41</td>
<td></td>
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<tr>
<td>Permitted not financed, 117</td>
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</tbody>
</table>

Regulatory ambiguity pervades the energy sector

- **Time to permit** has surpassed the time it takes to build a project and there is debate if FERC will issue new approvals.
- **Interstate Pipeline** construction and permitting complicated by NIMBYism and costly court battles, jurisdictional overlap and environmental activism.
- **Inconsistent and hostile rhetoric** from the Administration about oil and gas production, export restrictions.
ESG investing delays capital investment

Interest in ESG correlates to sluggish O&G investment vs. oil price

Pressure from investors and environmentalists contributes to curtailed upstream investment

- The price crash in 2014 diverted global hydrocarbon investment to short-cycle projects while overall investment declined due to poor returns
- ESG investing lengthened the period of underinvestment in energy, leading to a decoupling of commodity prices and the price of their underlying assets
- As a result, commodity prices must remain higher for longer to incentivize necessary long-cycle investments
Energy policies send mixed signals: EU example

Pre-crisis policy
- Emissions trading system
- Fracking bans
- North Sea + Groningen declines
- Nuclear decommissioning
- Subsidies for renewables
- Reliance on Russian gas

Post-crisis policy
- Energy price caps
- Windfall taxes on profits
- Energy company nationalizations
- EU regasification investment without corresponding supply

Estimated costs of crises ($ billions)
- European sovereign debt crisis: $650
- European energy crisis: $560
- Chinese real estate crisis: $500
- TARP (post Dodd-Frank): $425
- US, EU support for Ukraine: $80

Military and energy crisis spending (% of GDP)
- Poland: 2.3%
- France: 1.9%
- Germany: 2.8%
- Spain: 3.0%
- Italy: 3.3%
- United Kingdom: 6.5%

Source: Bruegel, Bloomberg, Kiel Institute

Misguided energy policies have costly results
Financial & Economic landscape unclear, with near-term recessionary concerns looming

**Financing costs**
- US interest rate \( +200 \text{ bps} \)
- High Yield bond interest rates + 480 bps in 2023

**Input costs**
- EPC costs \( +40\% \)
- Geopolitics inc. material costs, labor costs inflating + labor constr.

**Recession concerns**
- Recession likelihood \( +67\% \)
- Open questions about impact of recession on commodity prices

Uncertainty in landscape is leading to constrained capex and higher inflation:

- Increased capital costs
- Challenges refinancing debt
- Commodity price volatility

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1. Comparing Nov. 3 rate of 4\% with ~2\% rate in 2019; 2. Comparing EPC costs Nov. 2022 with those seen in 2019; Source: Tellurian research
LNG projects see substantial cost inflation

Illustrative LNG project economics

<table>
<thead>
<tr>
<th>Assumptions</th>
<th>Pre 2021</th>
<th>Post 2022</th>
<th>Delta</th>
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<tbody>
<tr>
<td>Cost of Debt</td>
<td>5%</td>
<td>7%</td>
<td>+56%</td>
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<tr>
<td>Cost of Equity</td>
<td>10%</td>
<td>14%</td>
<td>+40%</td>
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<tr>
<td>EPC + Owners</td>
<td>$1,000</td>
<td>$1,200</td>
<td>+20%</td>
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<tr>
<td>Henry Hub</td>
<td>~$3</td>
<td>~$5</td>
<td>+65%</td>
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~60% cost inflation in U.S. LNG projects

<table>
<thead>
<tr>
<th>Pre-2021</th>
<th>Post-2022</th>
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<tr>
<td>G&amp;A</td>
<td>$0.25</td>
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<tr>
<td>Opex</td>
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<td>Debt service</td>
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<td>Equity return</td>
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<td>Fixed Cost</td>
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<td>Gas Cost</td>
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<tr>
<td>Total</td>
<td>$5.80</td>
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Sources: Tellurian analysis.
Notes: Assumes 10 mtpa project with 70/30 Debt/Equity.
Takeaways and implications

- Policy makers must deliver clearer signals to encourage energy investment
- Long-run LNG prices will remain elevated to attract new projects
- Increasing interest rates to tackle inflation may paradoxically prolong it