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**CHENIERE ENERGY, INC.**

FID's under new market circumstances

METI-EU LNG Workshop, Nagoya, October 18, 2018



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# Safe Harbor Statements

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## Forward-Looking Statements

This presentation contains certain statements that are, or may be deemed to be, “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of historical or present facts or conditions, included or incorporated by reference herein are “forward-looking statements.” Included among “forward-looking statements” are, among other things:

- statements regarding the ability of Cheniere Energy Partners, L.P. to pay distributions to its unitholders or Cheniere Energy, Inc. to pay dividends to its shareholders or participate in share or unit buybacks;
- statements regarding Cheniere Energy, Inc.’s or Cheniere Energy Partners, L.P.’s expected receipt of cash distributions from their respective subsidiaries;
- statements that Cheniere Energy Partners, L.P. expects to commence or complete construction of its proposed liquefied natural gas (“LNG”) terminals, liquefaction facilities, pipeline facilities or other projects, or any expansions or portions thereof, by certain dates or at all;
- statements that Cheniere Energy, Inc. expects to commence or complete construction of its proposed LNG terminals, liquefaction facilities, pipeline facilities or other projects, or any expansions or portions thereof, by certain dates or at all;
- statements regarding future levels of domestic and international natural gas production, supply or consumption or future levels of LNG imports into or exports from North America and other countries worldwide, or purchases of natural gas, regardless of the source of such information, or the transportation or other infrastructure, or demand for and prices related to natural gas, LNG or other hydrocarbon products;
- statements regarding any financing transactions or arrangements, or ability to enter into such transactions;
- statements relating to the construction of our proposed liquefaction facilities and natural gas liquefaction trains (“Trains”) and the construction of our pipelines, including statements concerning the engagement of any engineering, procurement and construction (“EPC”) contractor or other contractor and the anticipated terms and provisions of any agreement with any EPC or other contractor, and anticipated costs related thereto;
- statements regarding any agreement to be entered into or performed substantially in the future, including any revenues anticipated to be received and the anticipated timing thereof, and statements regarding the amounts of total LNG regasification, natural gas, liquefaction or storage capacities that are, or may become, subject to contracts;
- statements regarding counterparties to our commercial contracts, construction contracts and other contracts;
- statements regarding our planned development and construction of additional Trains or pipelines, including the financing of such Trains or pipelines;
- statements that our Trains, when completed, will have certain characteristics, including amounts of liquefaction capacities;
- statements regarding our business strategy, our strengths, our business and operation plans or any other plans, forecasts, projections or objectives, including anticipated revenues, capital expenditures, maintenance and operating costs, run-rate SG&A estimates, cash flows, EBITDA, Adjusted EBITDA, distributable cash flow, distributable cash flow per share and unit, deconsolidated debt outstanding, and deconsolidated contracted EBITDA, any or all of which are subject to change;
- statements regarding projections of revenues, expenses, earnings or losses, working capital or other financial items;
- statements regarding legislative, governmental, regulatory, administrative or other public body actions, approvals, requirements, permits, applications, filings, investigations, proceedings or decisions;
- statements regarding our anticipated LNG and natural gas marketing activities; and
- any other statements that relate to non-historical or future information.

These forward-looking statements are often identified by the use of terms and phrases such as “achieve,” “anticipate,” “believe,” “contemplate,” “develop,” “estimate,” “example,” “expect,” “forecast,” “goals,” “guidance,” “opportunities,” “plan,” “potential,” “project,” “propose,” “subject to,” “strategy,” “target,” and similar terms and phrases, or by use of future tense. Although we believe that the expectations reflected in these forward-looking statements are reasonable, they do involve assumptions, risks and uncertainties, and these expectations may prove to be incorrect. You should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Our actual results could differ materially from those anticipated in these forward-looking statements as a result of a variety of factors, including those discussed in “Risk Factors” in the Cheniere Energy, Inc. and Cheniere Energy Partners, L.P. Annual Reports on Form 10-K filed with the SEC on February 21, 2018, which are incorporated by reference into this presentation. All forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by these “Risk Factors.” These forward-looking statements are made as of the date of this presentation, and other than as required by law, we undertake no obligation to update or revise any forward-looking statement or provide reasons why actual results may differ, whether as a result of new information, future events or otherwise.

# Cheniere Projects Update

## Sabine Pass Liquefaction Project (Louisiana)



- Four trains operating and one train undergoing commissioning (22.5 mtpa total)
- More than 400\* destination-flexible cargoes exported since start-up
- Deliveries made to 28 countries and regions

## Corpus Christi Liquefaction Project (Texas)

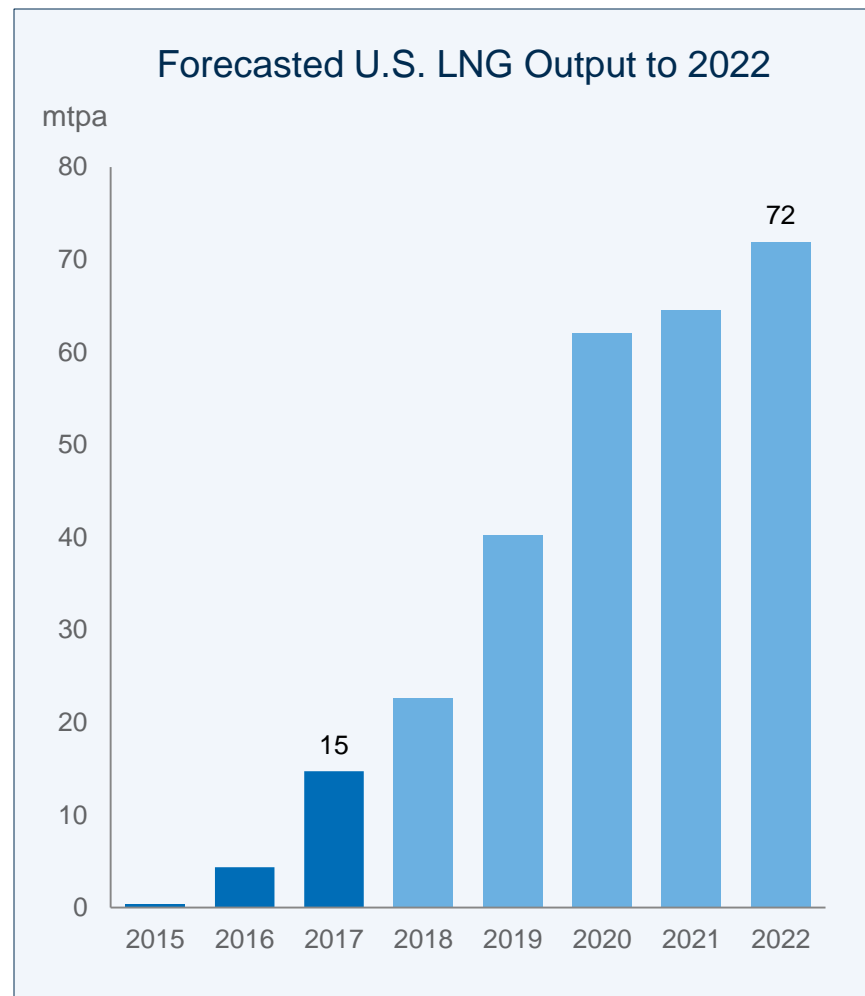


- First greenfield LNG export facility in U.S. Lower-48
- One train undergoing commissioning, two trains under construction (13.5 mtpa total)
- Trains 1 & 2 completion schedule 1H & 2H 2019; Train 3 completion 2H 2021

**Building an industry leading LNG export platform along the U.S. Gulf Coast**

# U.S. LNG: Changing the Industry

- U.S. LNG has already changed the industry.
- Providing buyers with:
  - Price diversification and greater transparency
  - Destination flexibility at buyer's direction
  - Increased supply availability and greater market competition
  - A sustainably low-cost supply over the long-run
- And is set to drive further change
  - Growing liquidity / hub formation / price discovery
  - Resulting in a more competitive and more resilient trade system



Source: Cheniere interpretation of Wood Mackenzie data (Q3 2018)

**Buyers can enjoy and capitalize on these functions of U.S. LNG in a direct manner**



# Cheniere Long Term Customers

## Sabine Pass Liquefaction Project (Louisiana)



## Corpus Christi Liquefaction Project (Texas)



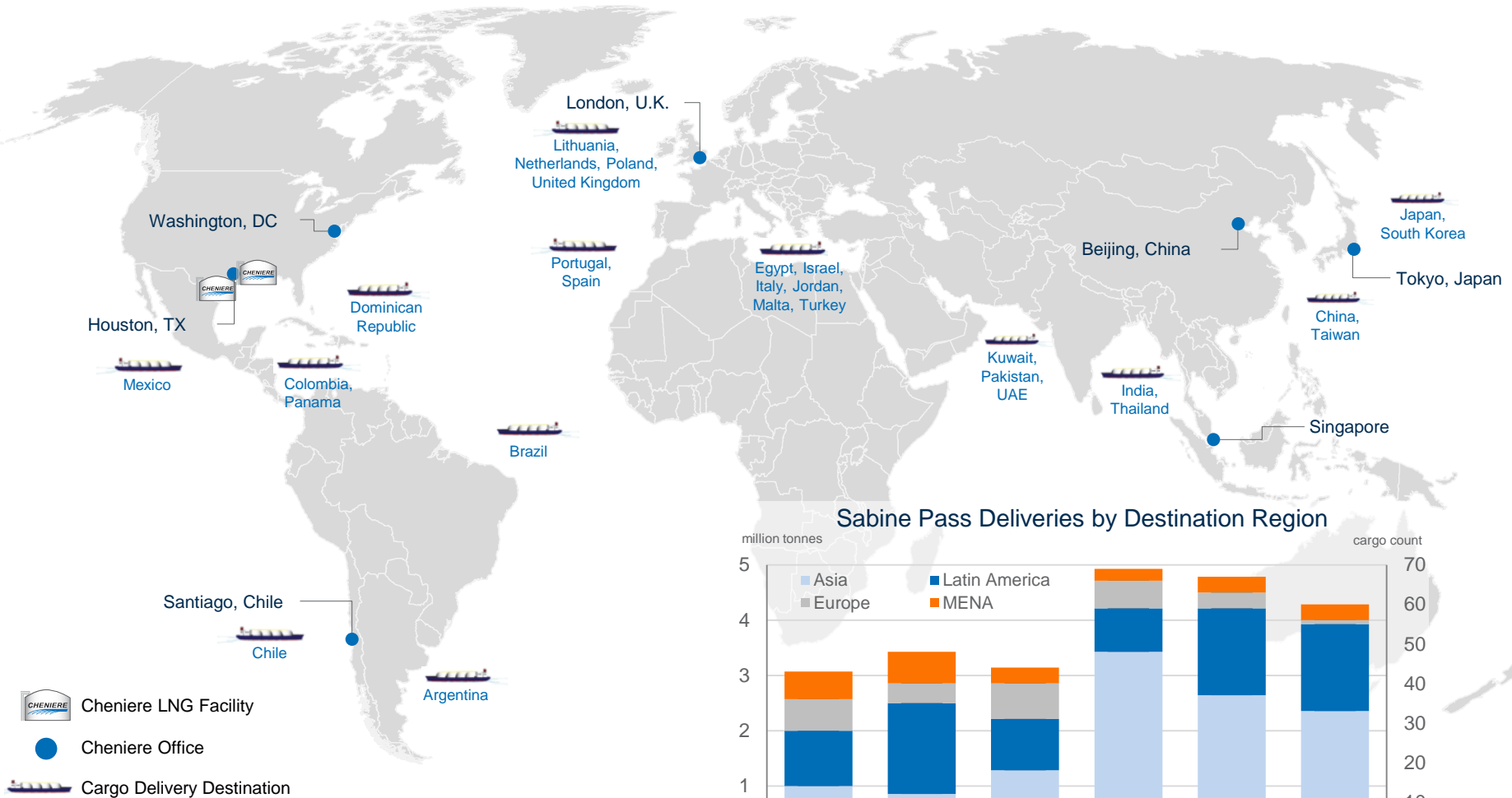
## Our long-term customers



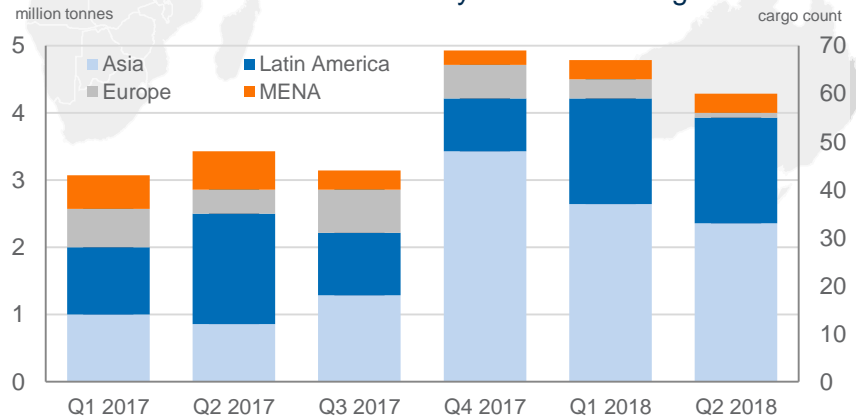
16 long-term customers from across Europe and Asia

# Sabine Pass Cargo Destinations

More Than 400 Cargoes (~1,475 TBtu) Exported from Sabine Pass Since Startup.  
Delivered to 28 Countries and Regions



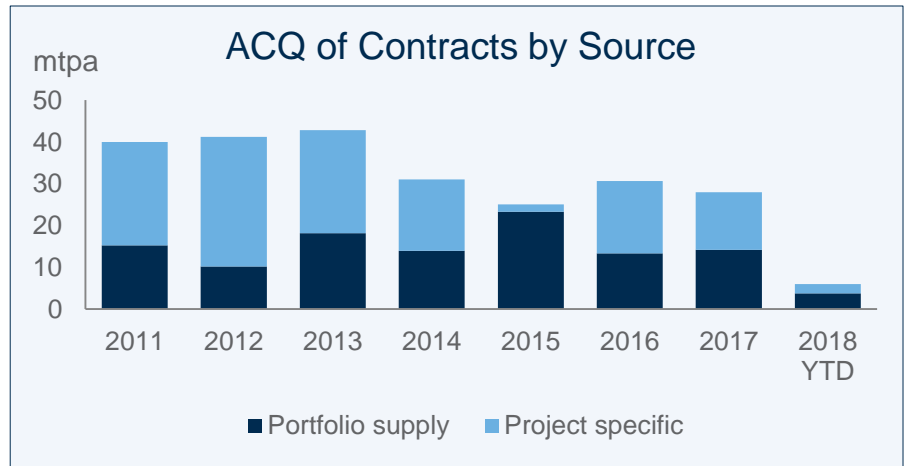
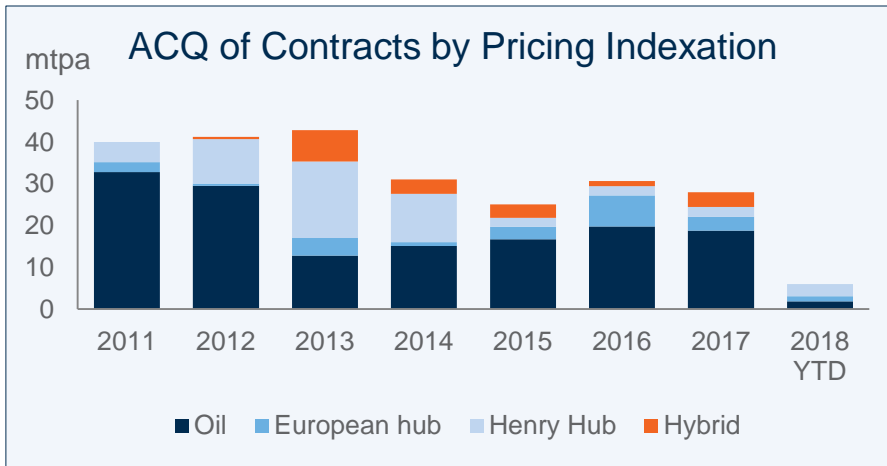
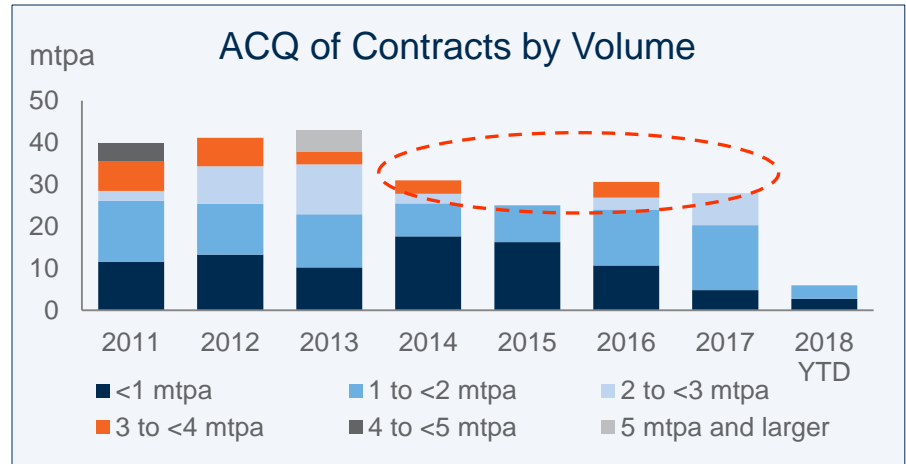
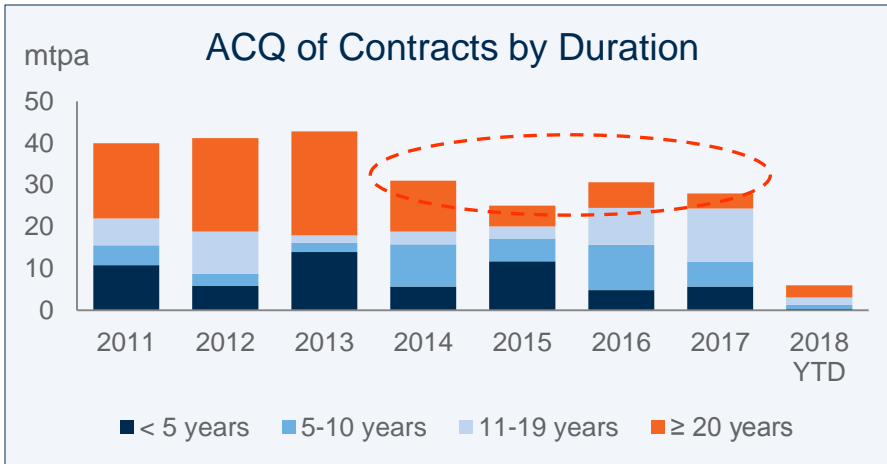
Sabine Pass Deliveries by Destination Region



Source: Cheniere Research, Kpler  
Note: Cumulative cargoes and volumes as of July 31, 2018. MENA – Middle East & North Africa

# Contracting behaviour reacting to changing market environment

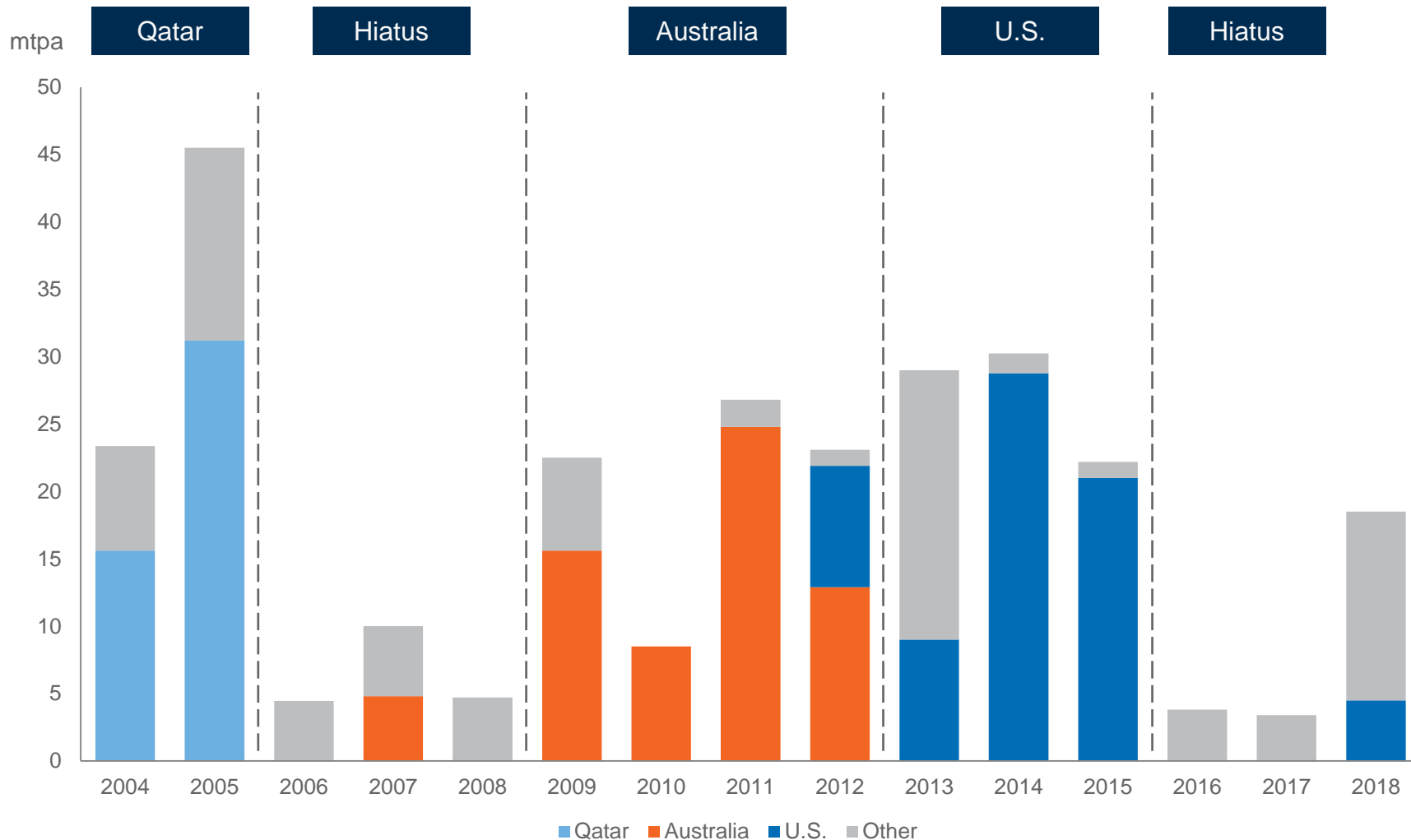
Perception that market was well supplied, wider supply choice, plus growing demand uncertainty resulted in increasing buyer focus on shorter-term / smaller volume contracts in recent years.



To what extent is this cyclical versus structural?

# Slowdown in LNG supply project FIDs since 2015

FIDs Per Annum (Total Volume)



Source: Cheniere interpretation of Wood Mackenzie data (Q2 2018)



# How to Secure New Supply for the Industry: Cheniere's Perspective

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- **Cheniere is continuing to grow its LNG export platform**
  - CCL: FID of Train 3 in May 2018
  - Cheniere has its own supply portfolio to satisfy customers' needs for spot, short, mid, and long-term requirements.
- **Cheniere plans to continue to expand**
  - SPL: Train 6 is fully permitted & being commercialized
  - CCL: Permitting underway for ~9.5 mtpa expansion (Stage III). Environmental Assessment scheduled for Feb 2019
  - Land position enables significant LNG capacity expansion opportunities at each site
- **What have we learned from our recent activities?**
  - Commercial innovation is necessary: structured deals to match evolving & diversifying buyer requirements
  - Long-term contracts still have an import role for Sellers AND Buyers
  - Some things don't change: seller reputation and customer focus remain paramount
- **What else can we, the industry, do to help secure new supply?**
  - Buyer & Seller collaboration can help open new markets for LNG
  - Financing remains a critical element in expansion of supply
  - Continued Buyer-Seller dialogue is important to help push the commercial boundaries forward