



Press release
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First retail LNG contract in the United Kingdom

ENGIE has just signed its first retail LNG sales contract in the UK with FLOGAS Britain, one of the largest alternative energy solutions providers to industrial customers in the UK. Over a period of 18 months, ENGIE will deliver 8,000 tonnes of LNG to FLOGAS Britain from Isle of Grain terminal (South-East coast of the UK). In total, 400 Flogas Britain trailers will be loaded to supply industrial companies that are not connected to the natural gas grid. Operations will start in the next few weeks.

To set up the contract, ENGIE has acquired trailers loading capacities at the British terminal. With the new anchorage at Isle of Grain, ENGIE will have a fourth European retail LNG sales point out of the terminal.

Terminal-sourced retail LNG sales activity, developed by the Group in Europe since 2013, is indeed already operational at three terminals: Montoir and Fos-Tonkin in France, and Zeebrugge in Belgium. This geographical coverage allows ENGIE to develop an overall approach for its pan-european customers, since it is able to supply them from four sites and in that way carry out deliveries in at least a dozen countries.

Furthermore, ENGIE has been loading LNG onto trailers from the Everett terminal in the USA, since the 70's.

The Group's ambition is to develop the retail LNG market, which includes LNG aimed at customers that are not connected to the grid as well as LNG fuel for ships and lorries. The sector has extremely promising prospects for the future: it could represent about 20% of the overall LNG market in 2030, corresponding to 75 to 95 million tonnes per year¹, making it a significant market for LNG in Europe and around the world.

ENGIE is a global LNG player and the largest European LNG importer. Today, with 16.4 mtpa, ENGIE has the third largest LNG supply portfolio in the world, supplied from six different countries. It controls a large fleet of 14 LNG carriers under medium and long term charter agreements. The fleet is permanently optimized to satisfy ENGIE's long term commitments and short term opportunities. The Group has also a significant presence in regasification terminals around the world.

¹ Source : ENGIE



About ENGIE

ENGIE develops its businesses (power, natural gas, energy services) around a model based on responsible growth to take on the major challenges of energy's transition to a low-carbon economy: access to sustainable energy, climate-change mitigation and adaptation, security of supply and the rational use of resources. The Group provides individuals, cities and businesses with highly efficient and innovative solutions largely based on its expertise in four key sectors: renewable energy, energy efficiency, liquefied natural gas and digital technology. ENGIE employs 152,900 people worldwide and achieved revenues of €74.7 billion in 2014. The Group is listed on the Paris and Brussels stock exchanges (ENGI) and is represented in the main international indices: CAC 40, BEL 20, DJ Euro Stoxx 50, Euronext 100, FTSE Eurotop 100, MSCI Europe, DJSI World, DJSI Europe and Euronext Vigeo (World 120, Eurozone 120, Europe 120 and France 20).

Press contacts:

Tel. France: +33 (0)1 4422 2435
Tel. Belgium: +32 (0)2 510 76 70
Email: engiepress@engie.com

Investor relations contact:

Tel.: +33 (0) 1 4422 6629
Email: ir@engie.com



ENGIEgroup