



# **Cheniere Energy**October 2011

### **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 facts, included herein are "forward-looking statements." Included among "forward-looking statements" are, among other things:

- statements relating to the construction or operation of each of our proposed liquefied natural gas, or LNG, terminals or our proposed pipelines or liquefaction facilities, or expansions or extensions thereof, including statements concerning the completion or expansion thereof by certain dates or at all, the costs related thereto and certain characteristics, including amounts of regasification, transportation, liquefaction and storage capacity, the number of storage tanks, LNG trains, docks, pipeline deliverability and the number of pipeline interconnections, if any:
- statements that we expect to receive an order from the Federal Energy Regulatory Commission, or FERC, authorizing us to construct and operate proposed LNG receiving terminals, liquefaction facilities or proposed pipelines by certain dates, or at all;
- statements regarding future levels of domestic natural gas production, supply or consumption; future levels of LNG imports into North America; sales of natural gas in North America or other markets; exports of LNG from North America; and the transportation, other infrastructure or prices related to natural gas, LNG or other energy sources or hydrocarbon products;
- statements regarding any financing or refinancing transactions or arrangements, or ability to enter into such transactions or arrangements, whether on the part of Cheniere Energy, Inc., or Cheniere, or any subsidiary or at the project level;
- statements regarding any commercial arrangements presently contracted, optioned or marketed, or potential arrangements, to be performed substantially in the future, including any cash distributions and revenues anticipated to be received and the anticipated timing thereof, and statements regarding the amounts of total LNG regasification, liquefaction or storage capacity that are, or may become, subject to such commercial arrangements;
- statements regarding counterparties to our commercial contracts, construction contracts and other contracts;
- statements regarding any business strategy, any business plans or any other plans, forecasts, projections or objectives, including potential revenues and capital expenditures, any or all of which are subject to change;
- statements regarding legislative, governmental, regulatory, administrative or other public body actions, requirements, permits, 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," "opportunities," "plan," "potential," "project," "propose," "subject to," and similar terms and phrases. 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. Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 5, 2011, 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 we undertake no obligation to publicly update or revise any forward-looking statements.



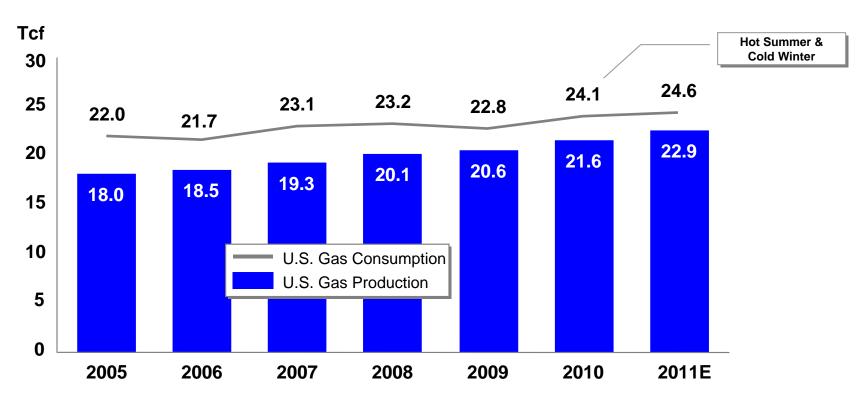




### **Overview**

### **U.S. Gas Consumption vs. Production**

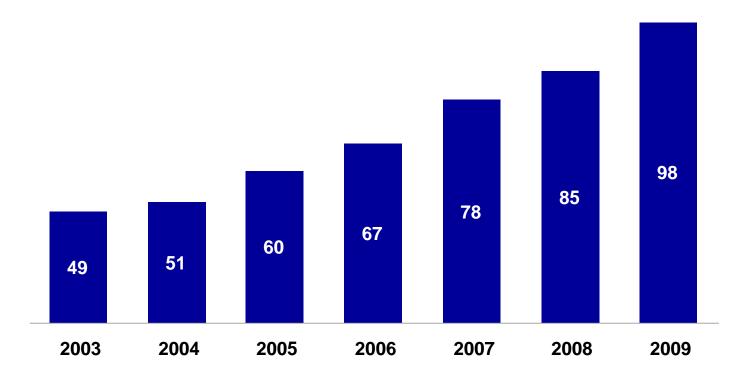
- Since 2005 U.S. production growth ~ 4.9 Tcf vs. demand growth ~ 2.6 Tcf
- Net imports declined ~1.6 Tcf (-50%) over the period
- ~ 1 Tcf production added each year since 2006
- The U.S. is on pace to be a net gas exporter by mid-decade





## U.S. Proved Non-Producing Reserves

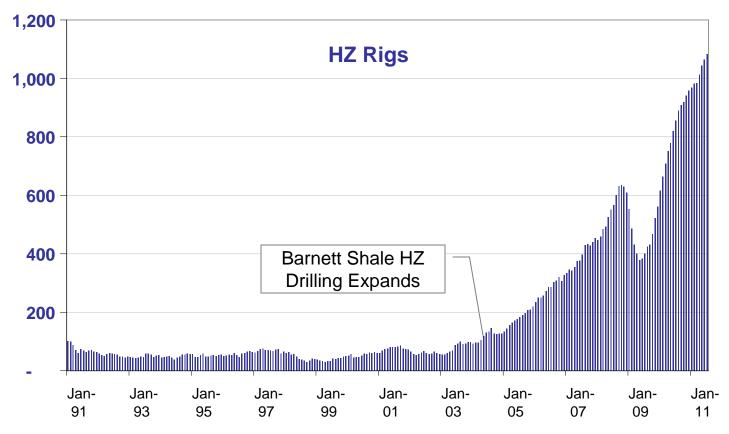
- Non-producing proved U.S. gas reserves +100% since 2003 to 98 Tcf
- Equivalent to 13 Bcf/d of LNG exports for 20+ years
- Over 3,000 gas wells drilled but not hooked up representing ~8-10 Bcf/d of latent 1st -year production





### **U.S. Horizontal Rigs**

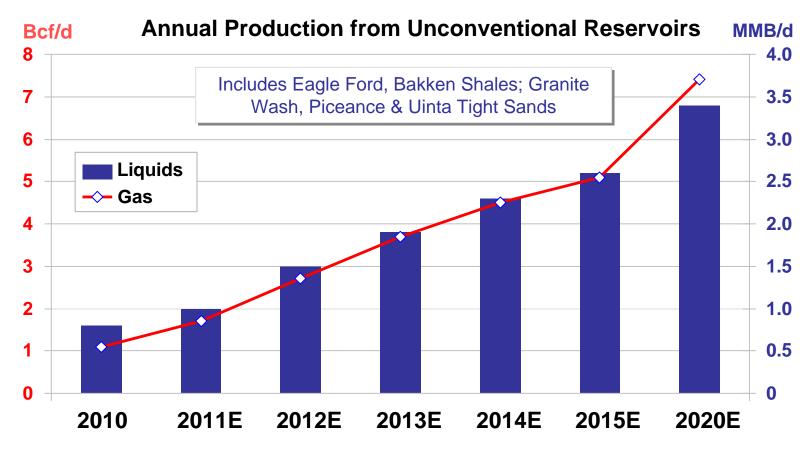
- Emerging shale plays erase "oil" and "gas" drilling distinction
- Horizontal drilling +750% since 2005; pace of rig construction determines market capacity





### Oil Production Drives Investment Decisions for Gas

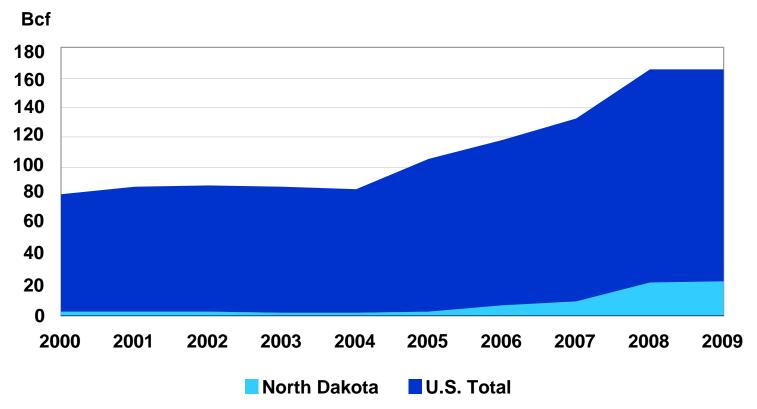
- Expected liquids production from shale plays > 3 million bpd by 2020
- Associated natural gas > 7 Bcf/d of "costless" supply





## **Venting and Flaring**

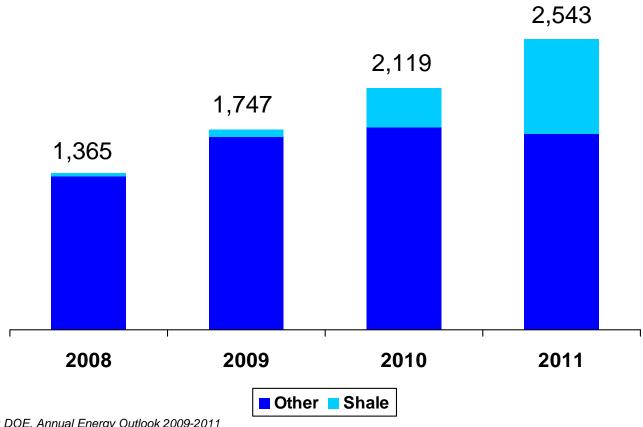
- The U.S. vented and flared 165 Bcf of natural gas in 2009
- North Dakota's share amounted to 27 Bcf; +156% increase from 2007
- There are many "New Bakkens" emerging in liquids-rich shale plays (Eagle Ford, Niobrara, Permian, Granite Wash)





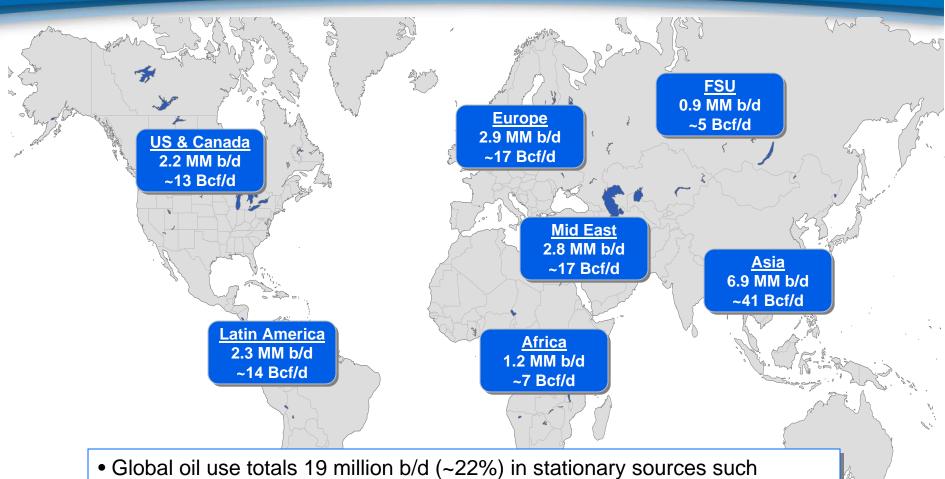
### **U.S. Natural Gas Resources** (Tcf)

- U.S. reserves increased by 86% in last 3 years to 2,543 Tcf
- Represents 100+ years of natural gas resources





## Global Petroleum Demand – Stationary Sources

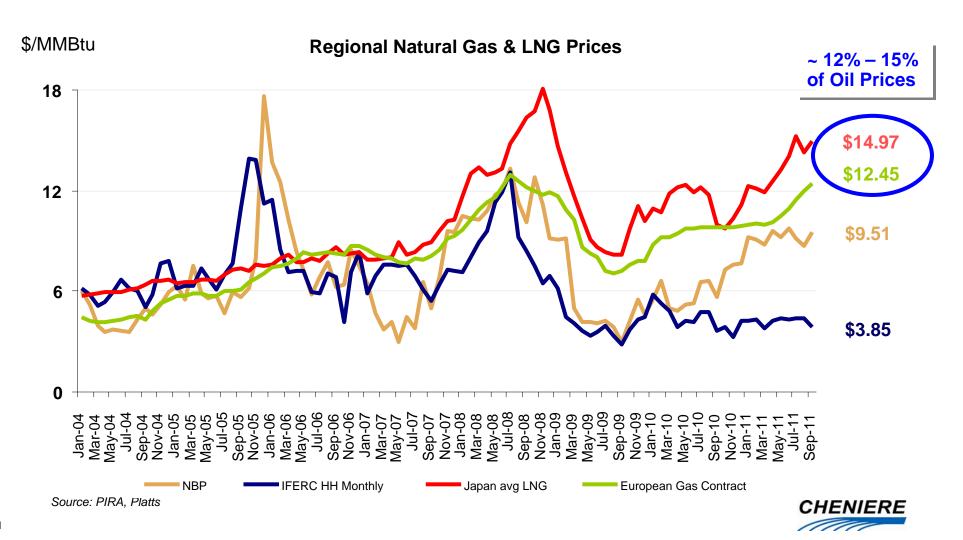


- Global oil use totals 19 million b/d (~22%) in stationary sources such as industrial, power & heating that could be switched to natural gas
- Conversion would create 100+ Bcf/d of natural gas demand

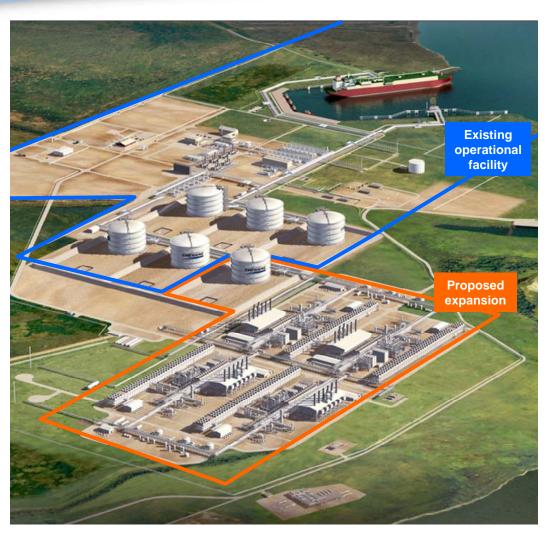


### **Attractive Oil Linked Market Prices**

### Spread between oil linked and U.S. natural gas prices ~ \$9-\$11/mmbtu



# Proposed Liquefaction Project will Transform Sabine into Bi-directional Import / Export Facility



#### **Current Facility**

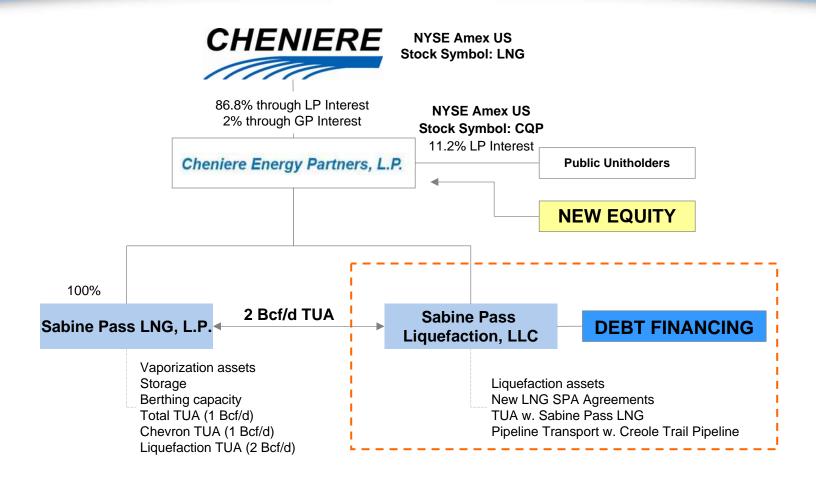
- 853 acres in Cameron Parish, LA
- 40 ft ship channel 3.7 miles from coast
- 2 berths; 4 dedicated tugs
- 5 LNG storage tanks (17 Bcf of storage)
- 4.3 Bcf/d peak regasification capacity
- 5.3 Bcf/d of pipeline interconnection to the U.S. pipeline network

### **Liquefaction Expansion**

- Up to four liquefaction trains designed with ConocoPhillips' Optimized Cascade® Process technology
- Six GE LM2500+ G4 gas turbine driven refrigerant compressors per train
- Gas treating and environmental compliance
- Modifications to the Creole Trail P/L
- Sixth tank for fourth liquefaction train



### **Summary Proposed Structure**





## Estimated Financial Impact - Liquefaction Project

Cheniere expected to benefit from distributions received through its CQP ownership and management contracts, and fees paid to Creole Trail Pipeline

	Contracted Capacity	Liquefaction Project	Economics	
	Fees (1)	Impact to CQP	Impact to LNG	
Current	\$253mm	<ul> <li>Stable common unit distributions</li> <li>~1 x coverage supported by 20 year fixed price contracts with AA rated counterparties</li> </ul>	<ul> <li>~\$38mm paid to CEI as mgmt fees &amp; Common/G.P. distributions</li> </ul>	
Trains 1 & 2	\$913mm	<ul> <li>Allows distributions to subordinated unitholders (\$230mm needed to meet annualized IQD<sup>(2)</sup>)</li> <li>Increase distributions to all unitholders</li> </ul>	<ul> <li>Distributions on all units,</li> <li>CQP expects to have cash available to pay distributions on sub units</li> <li>Receive pipeline fees</li> </ul>	
Trains 3 & 4	\$913mm	<ul> <li>Further increases distributions to all unitholders</li> </ul>	<ul> <li>Cash flow to CEI increases including GP IDRs</li> </ul>	

<sup>(1)</sup> Contracted cash, Current, based on the Chevron and Total TUAs. Contracted cash for the liquefaction trains based on an average capacity fee of ~\$2.50/MMBtu. Actual net distributable cash flow will depend upon various factors, including debt service payments for amortization and interest, operating expenses, etc.



<sup>(2)</sup> IQD - initial quarterly distribution per unit is \$0.425 as defined in the partnership agreement.





Sabine Pass LNG: Liquefaction Project

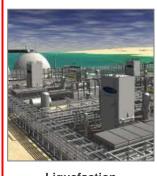
### Strategic Focus: Liquefaction Expansion Project

- Cheniere is developing a project to add liquefaction trains, transforming the Sabine Pass LNG facility into the first bi-directional LNG terminal that can import & export LNG
  - Proposing up to 4 liquefaction trains, 16 mtpa total nominal processing capacity
  - Seeking to contract 14 mtpa under 20-yr fixed price, take-or-pay contracts
  - Anticipate beginning construction 2012, beginning operations 2015
- LNG value chain:

### **Expansion Project**



**Field Development** 



Liquefaction



Shipping

#### **Current Operations**



Regasification



Pipeline



End Use

LNG is natural gas cooled to -260°F in order to be transported by ship to distant markets



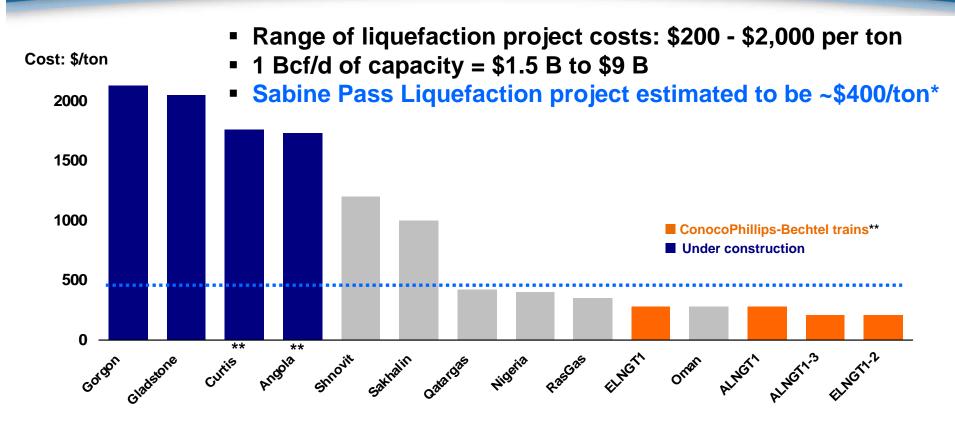
# Commercial Structure: Estimated Terms of LNG SPA Contracts

### **Summary of Estimated Terms for LNG SPA Contracts:**

- + Fixed Fee: \$2.00/MMBtu \$3.00/MMBtu
  - Annual contract volumes are take-or-pay
  - Cheniere procures natural gas, liquefies it and loads LNG onto the customer's LNG vessel
- + 115% of NYMEX Henry Hub
  - 15% charge above Henry Hub predominantly to account for liquefaction process and basis differential
- Customers agree to purchase LNG on an FOB basis at the tailgate of the plant
- Customers must take (or pay) annual contract quantity under SPAs and pay fixed fee/MMBtu plus 115% of NYMEX Henry Hub
  - 1 Bcf/d =  $\sim$ \$730mm \$1.1B of contracted annual revenues (100% SPAs)
- More traditional LNG purchase arrangement, simplifies process for customers
  - Cheniere will secure feed gas sourced from pipeline interconnects
  - Customers responsible for making shipping arrangements from the terminal



# Sabine Pass Liquefaction Project - Brownfield Development, Lower Expected Capital Costs



- Brownfield development significant infrastructure already in place
  - Storage, marine and pipeline interconnection facilities
- Upstream wells, gathering pipelines and treatment infrastructure not required
  - Pipeline quality natural gas sourced from U.S. pipeline grid

Source: ConocoPhillips-Bechtel, Cheniere research. Project costs per ton are total project costs divided by mtpa capacity of LNG trains. Figures do not attempt to isolate, where applicable, the cost of the liquefaction facilities within a major LNG complex. Chart includes a representative sample of liquefaction facilities and does not include all liquefaction facilities existing or under construction.

\*Before financing and owner's costs

Note: Past results not a guarantee of future performance.



### **Engineering, Procurement & Construction Contract**

## Negotiating fixed price, lump-sum, turnkey EPC contract with Bechtel; Estimated completion of FEED and capital cost estimates by 2H11

- Cheniere has engaged Bechtel Corporation ("Bechtel") to complete front end engineering and design ("FEED") work and negotiate a fixed price, lump-sum, turnkey EPC contract for the liquefaction project and interconnection with Sabine Pass's existing facilities
- Negotiated terms expected to include: Contract price, customary warranties, liquidated damages, etc.
- Estimated construction time is approximately 36-42 months per train
- Bechtel is one of the largest contractors in the world and has successfully constructed LNG terminals using the ConocoPhillips Cascade technology
- Bechtel was the EPC contractor on the first phase of the Sabine Pass terminal, which was constructed with a lump-sum, turnkey contract, on time and within budget



# LNG Regulatory Process Update and Project Support

- Very strong local support: Cameron Parish officials, Louisiana state and federal congressional delegations, parish & state agencies
- Strong support from most gas producing states
- Exporting natural gas will
  - stimulate the economies through job creation;
  - provide a boost to American global competitiveness;
  - promote domestic production of U.S. energy, helping reduce reliance on foreign sources;
  - further public initiatives, such as improving the U.S. balance of trade; and replacing environmentally damaging fuels with a cleaner source.

### Regulatory

#### **FERC:** Authorization to Construct

- · Base site permitted
- NEPA pre-filing 7/2010 for expansion
- Some agencies already in agreement
- Formal application filed 1/31/2011
- FERC coordinates process and will receive concurrence for final EA
- Estimated approval early 2012

### **DOE: Authorization to Export**

- Filed two applications in 8/2010 & 9/2010
- Approval to export 2 Bcf/d for 30 years to Free Trade nations received 9/2010
- Public comment period to export to non-free trade nations closed 12/13/2010
- Approval to export to non FT nations received 5/2011



## **Expected Timeline**

Milestone	Target Date
<ul> <li>DOE export authorization</li> </ul>	Received
<ul> <li>Definitive commercial agreements</li> </ul>	2H2011
<ul><li>EPC contract</li></ul>	2H2011
<ul> <li>Financing commitments</li> </ul>	2H2011
<ul> <li>FERC construction authorization</li> </ul>	2012
<ul> <li>Commence construction</li> </ul>	2012
<ul> <li>Commence operations</li> </ul>	2015

Project teams in place with the same key people who delivered the Sabine Pass LNG terminal and Creole Trail P/L on time and on budget

Note: Past results not a guarantee of future performance.

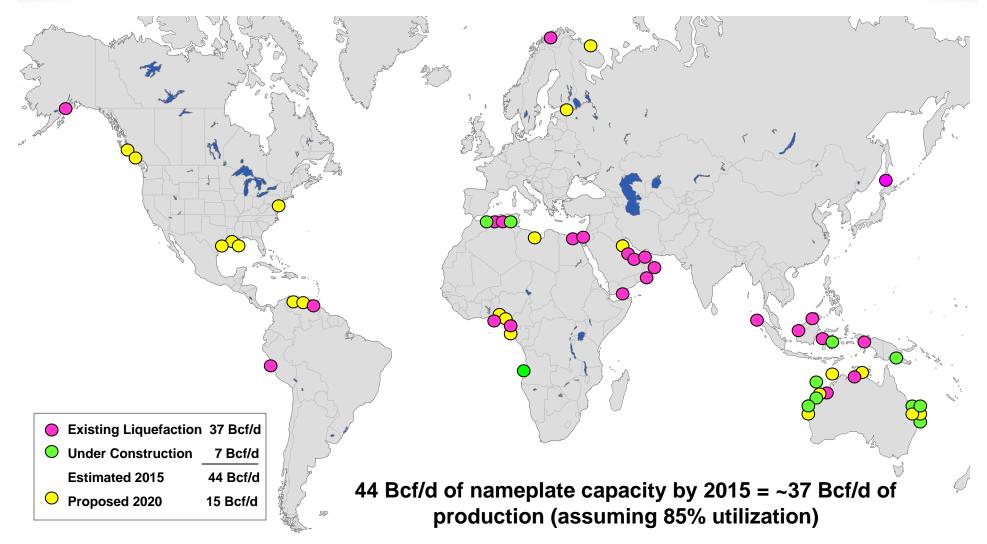






### **LNG Fundamentals**

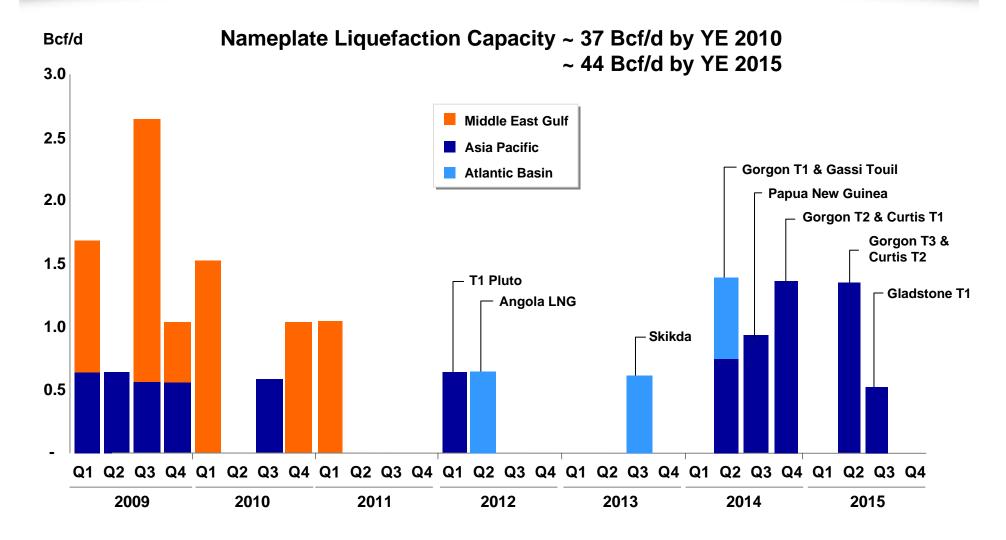
# New Liquefaction Projects Inadequate to Meet Demand Growth



Source: CERA, Cheniere research



## Firm Liquefaction Capacity Additions





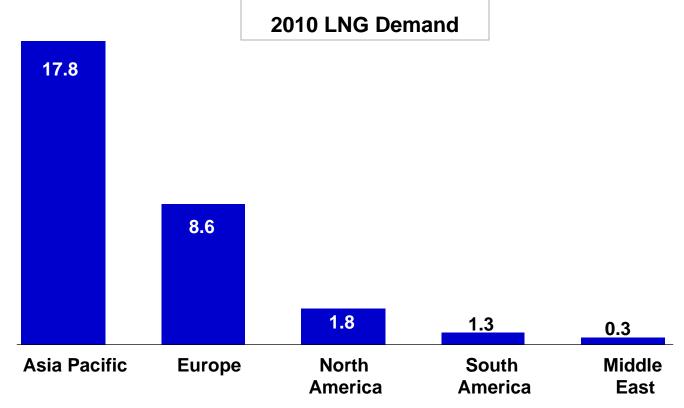
## **Market Call for LNG**

(Bcf/d)

 Average 2010 LNG demand of 30 Bcf/d at 10-year historical compound average growth rate of 7% per year equates to ~42 Bcf/d of demand in 2015

Next wave of LNG supply expected to come from Australian and U.S. LNG

projects



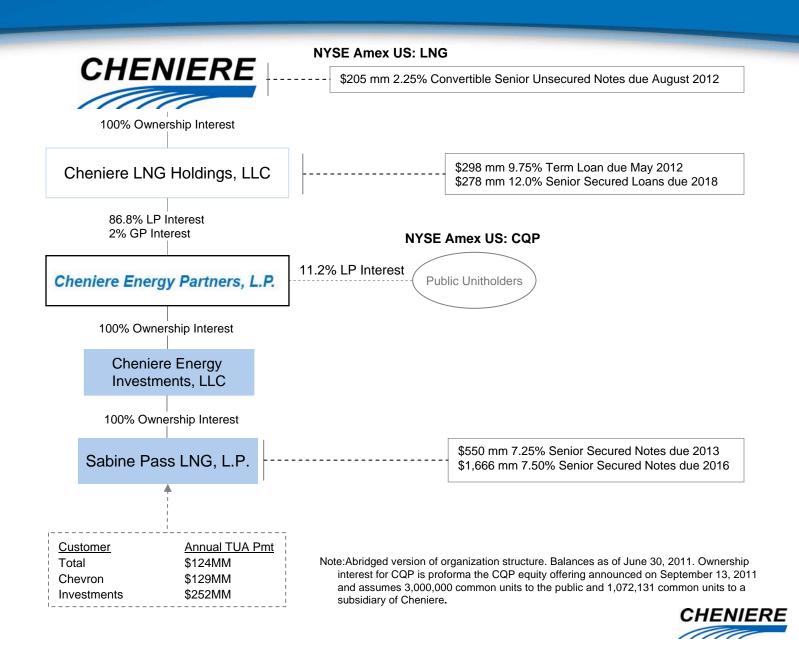






### **Financial**

### **Organization Structure and Existing Debt**



## **Estimated CQP Distributable Cash Flows**

### **Annualized estimates pre-Liquefaction Project**

<u>Receipts</u>	
TUAs – Chevron and Total	\$ 253
<ul> <li>Other Services</li> </ul>	16
Total Cash Receipts	269
<u>Costs</u>	
<ul> <li>Operating, G&amp;A, Maintenance CapEx</li> </ul>	48
<ul> <li>Debt Service</li> </ul>	165
Total Costs	213
Available for Distributions to Common and G.P.	\$ 56
Potential Future Cash Flows	
Regas Capacity (from VCRA)	\$ 0 – 250
Available for Management Fees <sup>(1)</sup> & Sub Units	<b>\$ 0 - 250</b>
Distributions Paid Based on IQD and Available Cash(Above)	
<ul> <li>General Partner<sub>(2)</sub></li> </ul>	\$ 1
<ul> <li>Common Units<sup>(2)</sup></li> </ul>	53
Subordinated Units	0
Total Distributions Paid from Available Cash	\$ 54

<sup>(1)</sup> Not included in disbursements above is an estimate of up to approximately \$11 million of fees payable to Cheniere for services provided under a mgmt svcs. agreement. Such fees are payable on a quarterly basis equal to the lesser of 1) \$2.5 million (subject to inflation) or 2) such amount of CQP's unrestricted cash and cash equivalents as remains after CQP has distributed in respect of each qtr. for each common unit then outstanding an amount equal to the IQD and the related GP distribution and adjusting for any cash needed to provide for the proper conduct of the business of CQP, other than Sabine Pass,LNG, L.P. operating cash flows reserved for distributions in respect of the next four quarters. Any unpaid service fee is accrued up to \$20 million.

<sup>(2)</sup> CQP Ownership as of June 30, 2011 and proforma for the CQP unit offering announced September 13, 2011 assuming 3,000,000 common units to the public and 1,072,131 common units to a subsidiary of Cheniere.

Note: Estimates represent a summary of internal forecasts, are based on current assumptions and are subject to change. Actual performance may differ materially from, and there is no plan to update, the forecast. See "Forward Looking Statements" cautions.

### **CQP** Ownership

(in mm)	Cheniere Energy, Inc.	Public	Total
Common Units	12.0	19.0	31.0
Subordinated Units General Partner @ 2%	135.4 3.4	<u>-</u>	135.4 3.4
	150.8	19.0	169.8
Percent of total	88.8%	11.2%	100%

- Currently, CQP generates distributable cash flows (DCF) sufficient to pay only the IQD on the common units and applicable 2% to the GP
- Prior to the development of the liquefaction project, the subordinated units may receive distributions from new business at CQP or from fees received from the VCRA with Cheniere Marketing
- Upon commencement of DCF being generated from the liquefaction project, CQP expects to have cash available to pay distributions on the subordinated units up to the IQD in accordance with the cash waterfall in the partnership agreement



## **Condensed Balance Sheets**

As of June 30, 2011

(\$ in MM)

	Cheniere Energy Partners, L.P.		Other Cheniere Energy, Inc. (1)		Consolidated Cheniere Energy, Inc. (3)	
Unrestricted cash and equivalents	\$	-	\$	163	\$	163
Restricted cash and securities (2)		151		4		155
Accounts and interest receivable		-		3		3
Property, plant and equipment, net		1,534		599		2,133
Goodwill and other assets		42		124		166
Total assets		1,727		893		2,620
Deferred revenue and other liabilities	\$	96	\$	1	\$	97
Current & long-term debt		2,190		763		2,953
Non-Controlling interest		-		183		183
Deficit		<u>(559)</u>		(54)		(613)
Total liabilities and deficit	\$	1,727	\$	893	\$	2,620

<sup>(3)</sup> For a complete balance sheet see the Cheniere Energy, Inc., Sabine Pass, and Cheniere Energy Partners, L.P. Form 10-Qs for the period ended June 30, 2011 filed with the SEC.



<sup>(1)</sup> Includes intercompany eliminations and reclassifications.

<sup>(2)</sup> Restricted cash includes debt service reserves as required per indenture. Cash is presented as restricted at the consolidated level.





## **Appendix**

### **Cheniere Operations**

- Cheniere is engaged in the development, construction and operation of LNG terminals and pipelines and marketing of LNG and natural gas
  - Sabine Pass LNG became operational in 2008 and cost ~\$1.6B, send-out capacity is 4.0 Bcf/d, storage capacity is 16.9 Bcfe
  - Sabine Pass LNG is connected to the U.S. natural gas pipeline grid through the Creole Trail pipeline and other interconnecting pipelines
  - Creole Trail Pipeline also became operational in 2008 and cost ~\$560mm, transportation capacity is 2.0 Bcf/d, 42-inch diameter





## **Contracted Capacity at SPLNG**

### Fully contracted capacity under long-term terminal use agreements\*







	IOTAL				
	Total Gas & Power N.A.	Chevron USA	Cheniere Energy Investments		
Capacity	1.0 Bcf/d	1.0 Bcf/d	2.0 Bcf/d		
Fees (1)					
Reservation Fee <sup>(2)</sup>	\$0.28/MMBTU	\$0.28/MMBTU	\$0.28/MMBTU		
Opex Fee <sup>(3)</sup>	\$0.04/MMBTU	\$0.04/MMBTU	\$0.04/MMBTU		
2011 Full-Year Payments	\$124 million	\$129 million	\$252 million		
Term	20 years	20 years	20 years		
Guarantor	Total S.A.	Chevron Corp.	Cheniere Energy Partners, L.P.		
<b>Guarantor Credit Rating</b>	Aa1/AA	Aa1/AA	NR		
Payment Start Date	April 1, 2009	July 1, 2009	January 1, 2009		

<sup>(1)</sup> Fees do not vary with the actual quantity of LNG processed; tax reimbursement not included in the fees.

Note: Termination Conditions – (a) force majeure of 18 months (b) unable to satisfy customer delivery requirements of ~192MMbtu in a 12-month period, 15 cargoes over 90 days or 50 cargoes in a 12-month period. In the case of force majeure, the customers are required to pay their capacity reservation fees for the initial 18 months.



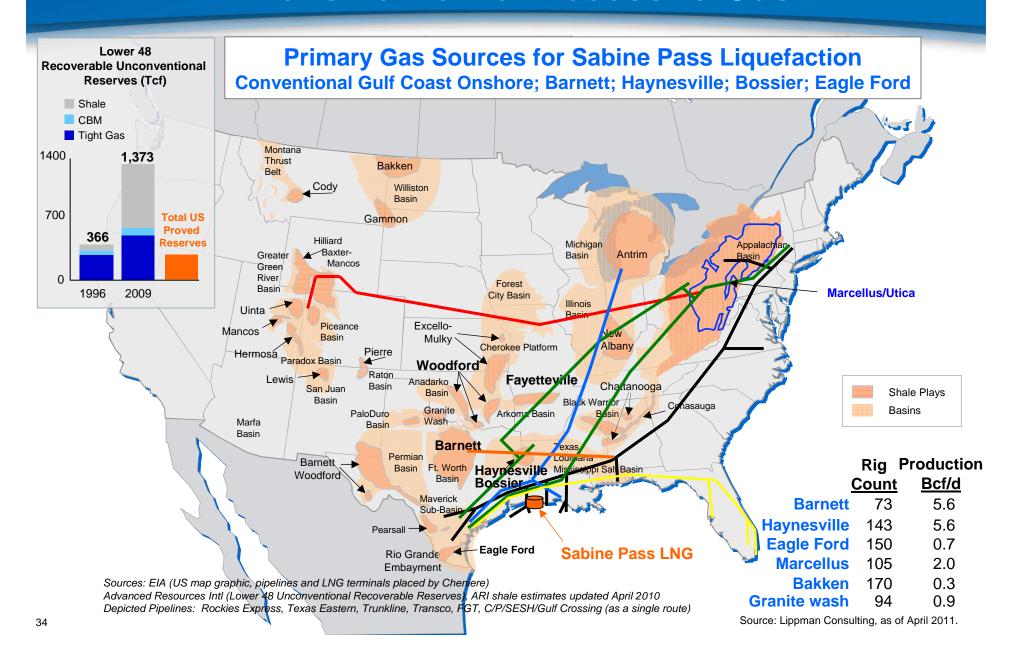
<sup>(2)</sup> No inflation adjustments.

<sup>(3)</sup> Subject to annual inflation adjustment.

<sup>(4)</sup> Cheniere Marketing, a 100% subsidiary of Cheniere, assigned its TUA to Cheniere Energy Investments effective 7/1/2010.

<sup>\*</sup>Cheniere Energy Investments' TUA is assignable to affiliates

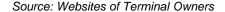
# Strategically Located – Extensive Market Access to Gas



## **North America Onshore Receiving Terminals**



Terminal Capacity Holder	Baseload Sendout (MMcf/d)
Canaport Repsol	1,000
Everett - Suez	700
Cove Point BP, Statoil, Shell	1,800
Elba Island BG, Marathon, Shell	1,800
Gulf LNG Angola LNG, ENI	1,300
Lake Charles - BG	1,800
Freeport ConocoPhillips, Dow, Mitsui	1,500
Sabine Pass Total, Chevron, Cheniere	4,000
Cameron Sempra, ENI	1,500
Golden Pass ExxonMobil, ConocoPhillips	2,000 s, QP
Altamira Shell, Total	700
Costa Azul Shell, Sempra, Gazprom	1,000
Total	19,100









# Cheniere Energy Contacts

Katie Pipkin, Vice President Finance & Investor Relations (713) 375-5110 – <a href="mailto:katie.pipkin@cheniere.com">katie.pipkin@cheniere.com</a>
Christina Burke, Manager Investor Relations (713) 375-5104 – <a href="mailto:christina.burke@cheniere.com">christina.burke@cheniere.com</a>