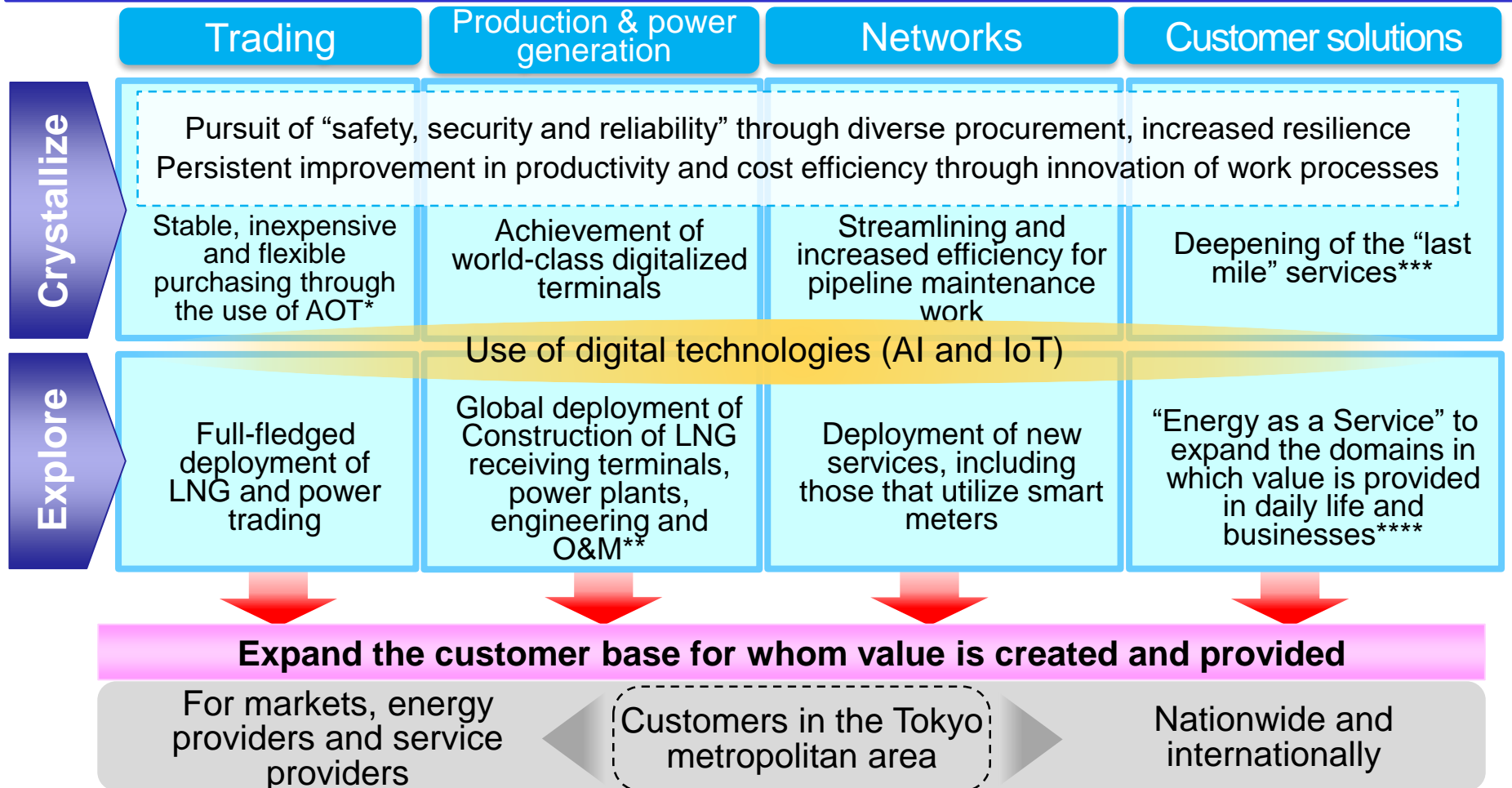


4 Challenge 3: Transformation of the LNG value chain

- We will create and provide the various types of value from trading, production and power generation, networks, and customer solutions.
- We will **Crystallize** the business expertise accumulated up to now and **Explore** new domains in order to expand the customers base for whom value is created and provided, and maximize each of the functions of the LNG value chain.



* AOT: Asset Optimization & Trading (use of digital technology for optimal linkage of LNG transactions, LNG vessels and receiving terminals)
 ** O&M: Operation & maintenance
 *** Last mile: Site operations that require human intermediation in the final process of the value chain.
 **** Energy as a Service: Sale not of energy alone but of a menu of services combining energy, equipment, control technologies and maintenance, etc.