# 2012 Wells Fargo MLP Symposium

**December 4, 2012** 

# Capital Product Partners L.P.

CAPITAL PRODUCT PARTNERS L.P.

www.capitalpplp.com

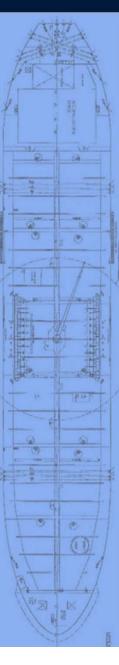


## Disclosures

This presentation contains forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended) which reflect CPLP's management's current assumptions and expectations with respect to expected future events and performance. All statements, other than statements of historical facts, including our cash flow outlook, expected employment terms for our vessels and anticipated expiration of our charters, expectations regarding our quarterly distribution and annual distribution guidance, total fleet day coverage for 2012 and 2013, expected orderbook supply and slippage, fleet growth and demand, changes in expected global oil and oil product demand and changes to refining capacity, global GDP growth as well as market expectations, are forward-looking statements. Such statements are subject to a number of assumptions, risks and uncertainties, many of which are beyond our control, and undue reliance should not be placed upon them. Many factors could cause forecasted and actual results to differ materially from those anticipated or implied in these forward-looking statements.

For a more comprehensive discussion of the risk factors affecting our business please see our Annual Report on Form 20-F and other reports filed with the U.S. Securities and Exchange Commission, a copy of which can also be found on our website www.capitalpplp.com. Unless required by law, we expressly disclaim any obligation to update or revise any of these forward-looking statements, whether because of future events, new information, a change in our views or expectations, to conform them to actual results or otherwise. Neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. We make no prediction or statement about the performance of our units.

For more information about the Partnership, please visit our website: www.capitalpplp.com



# **Attractive Entry Point**

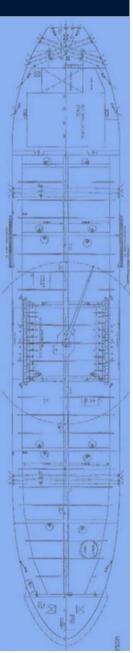
- Highly Attractive Entry Yield:
  - Cash Distribution: \$0.2325 Per Unit For 3Q2012 Annualized Yield Of ca. 14%
  - Recent \$140.0 Million Class B Units Issuance Provides Long Term Visibility To The \$0.93 Distribution And Allows Increasing Cash Flow To Build Coverage And Increase Common Unit Distributions.
- Sustainable Capital Structure:
  - Strong Balance Sheet And Liquidity.
  - Pro Forma Net Debt To Capitalization Of 37.9%.
  - Partners Capital Represents 55.8% Of The Balance Sheet
- Demand For Product Tankers Expected To Outpace Supply As Global Refining

**Capacity Shift Drives Ton Mile Demand.** 



# Third Quarter 2012 Results Highlights

- Cash Distribution For 3Q2012: \$0.2325 Per Common Unit And \$0.21375 Per Class B Unit.
- Partnership's Operating Surplus Of \$21.9 Mil Or \$18.6 Mil Adjusted For Class B Units Distribution.
- \$1.0 Mil In Profit Share From M/T Achilleas Due To Higher Crude Tanker Spot Market During 1H12.
- Reduced Interest Expense Due To Termination Of \$414.9 Mil In Interest Swaps Compared To End 3Q2011 And Lower Indebtedness.
- Secured Employment For:
  - 'Miltiadis M II' With PEMEX Through Subtec For Floating Storage (FSO) At Increased Day Rate.
  - **4 MRs With CMTC At Same Or Improved Day Rates For 11-13 Months.**
  - 2 Suezmaxes As CMTC Exercised its Option For A Further 1 Year Employment At Increased Rates.
- Average Remaining Charter Duration 4.2 Years With 96% Of The Available Fleet Days Of 2012 And 75% Of 2013 Charter Coverage.
- Reiterate \$0.93 Per Unit Annual Distribution Guidance.

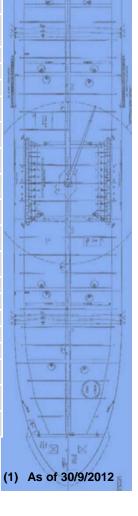


#### Modern High Specification Fleet

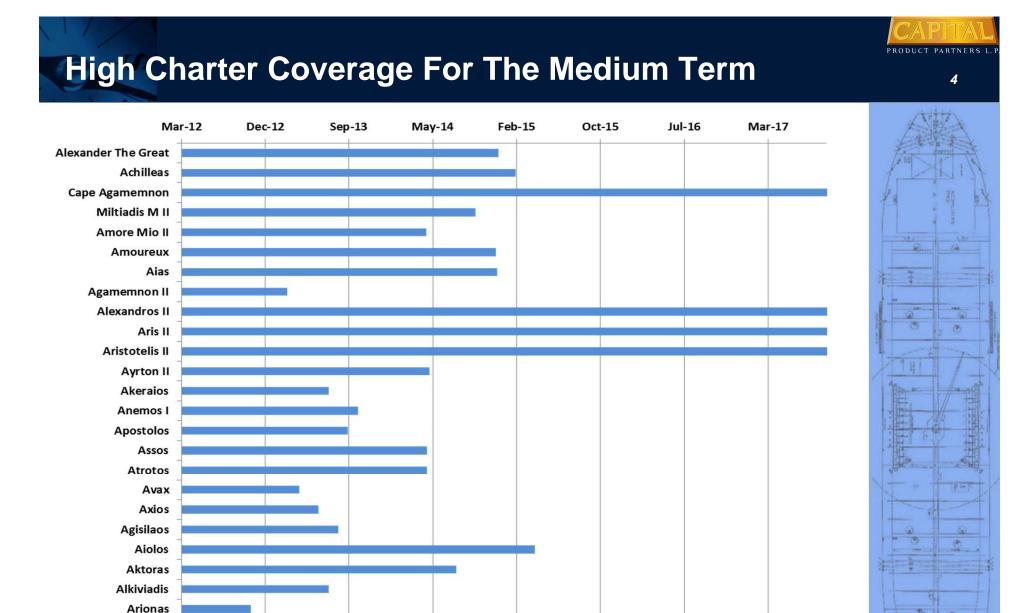
VESSEL NAME	<u>DWT</u>	<b>CHARTERER</b>	YEAR/BUILT	TYPE OF VESSEL	
AMORE MIO II	159,982		2001, S. Korea	Crude Oil Suezmax	
AYRTON II	51,260		2009, S. Korea	IMO II/III Chem./Prod.	l
AGAMEMNON II	51,238	bp	2008, S. Korea	IMO II/III Chem./Prod.	1
ATLANTAS	36,760		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	4
AKTORAS	36,759		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	
AIOLOS	36,725		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	T
ALEXANDER THE GREAT	297,958		2010, Japan	VLCC	1
ACHILLEAS	297,863		2010, Japan	VLCC	1+
AIAS	150,393		2008, Japan	Crude Oil Suezmax	1-+
AMOUREUX	149,993		2008, Japan	Crude Oil Suezmax	1
AXIOS	47,872	CADUCTAN	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	17
AVAX	47,834	MARITIME & TRADING CORP	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	1
APOSTOLOS	47,782	MARITIME & TRADING CORP	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	
AKERAIOS	47,781		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	14
AGISILAOS	36,760		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	
ARIONAS	36,725		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	4
ALKIVIADIS	36,721		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	1
CAPE AGAMEMNON	179,221	$\Phi$	2010, S. Korea	Capesize Dry Cargo	
ALEXANDROS II	51,258	000	2008, S. Korea	IMO II/III Chem./Prod.	
ARISTOTELIS II	51,226	UQL	2008, S. Korea	IMO II/III Chem./Prod.	1
	51,218	Overseas Shipholding Group, Inc.	2008, S. Korea	IMO II/III Chem./Prod.	
MILTIADIS M II	162,397		2006, S. Korea	Crude Oil Suezmax	
ASSOS	47,872		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	
ATROTOS	47,786	PEMEX	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	6
ANEMOS I	47,782	BR	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	

**25** Vessels - 2.2 Million DWT

#### □ 4.6 Years Weighted Average Fleet Age <sup>(1)</sup>



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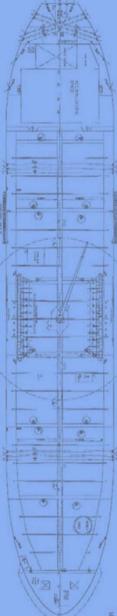
Atlantas

Total Fleet Days With Secured Charter Coverage In Remainder 2012: 96%; 2013 75%. Average Remaining Charter Duration: 4.2 Years\* <u>Rechartering Opportunity on Expiring Charters</u> \* Revenue Weighted As of 30/9/2012



	(\$ In Thousands)		
	As Of <u>September 30, 2012</u>	As Of December 31, 2011	
Assets			W-+
Total Current Assets	\$45,637	\$62,291	
Total Fixed Assets	1,019,425	1,073,986	in and a
Other Non-Current Assets	58,599	60,012	1-2
Total Assets	\$1,123,661	\$1,196,289	he of a dama
Liabilities and Partners' Capital			1
Total Current Liabilities	\$30,342	\$55,637	
Total Long-Term Liabilities	465,944	623,326	W.
Total Partners' Capital	627,375	517,326	
Total Liabilities and Partners' Capital	\$1,123,661	\$1,196,289	

#### Net Debt/Capitalization 37.9%



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# **Operating Surplus For Calculation Of Unit Distribution**

#### (\$ In Thousands)

	For the Three-Month Period Ended September 30, 2012		For the Three-Month Period Ended June 30, 2012	
Net Income		\$7,223		\$3,370
Adjustments to net income				
Depreciation and amortization	13,193		12,328	
Deferred revenue	1,475		1,531	
Gain on sale of vessel			(341)	
OPERATING SURPLUS PRIOR TO CLASS B PREFERRED UNITS DISTRIBUTION		\$21,891		\$16,888
Class B preferred units distribution		(3,325)		(4,159)
ADJUSTED OPERATING SURPLUS (Increase)/Reduction on recommended reserves		<b>\$18,566</b> (2,108)		<b>\$12,729</b> 3,729
AVAILABLE CASH		\$16,458		\$16,458

Common Unit Coverage: 1.1x



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PARTNER

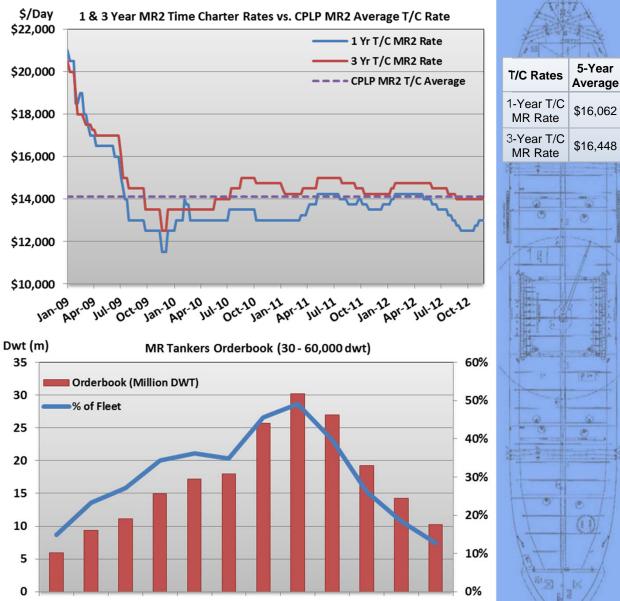
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## **Product Tanker Market Overview**

- Product Tanker Spot Market Remained Soft For Most Of 3Q2012 Due To Seasonal Weakness & Lackluster Product Demand In Europe & US.
- Improved Spot Product Market From September 2012 Onwards Due To Increased Arbitrage Opportunities And Hurricane Sandy Effect.
- Demand For Period Remained Active But Shorter T/C Rates Decreased Due To Weaker Spot Market.
- Demand For Product Tankers Expected To Increase By 4.8% y-o-y With Expected Fleet Growth For MRs At 3.4%.
- Slippage Of MR Newbuilding Orders Remains High At 43% YTD.
- Total Of 2.2m Dwt Of Product Tanker Capacity Scrapped YTD Exceeding The 2011 Total Of 1.8m Dwt.



2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012

Sources: IEA, Clarksons

#### PRODUCT PARTNERS 1

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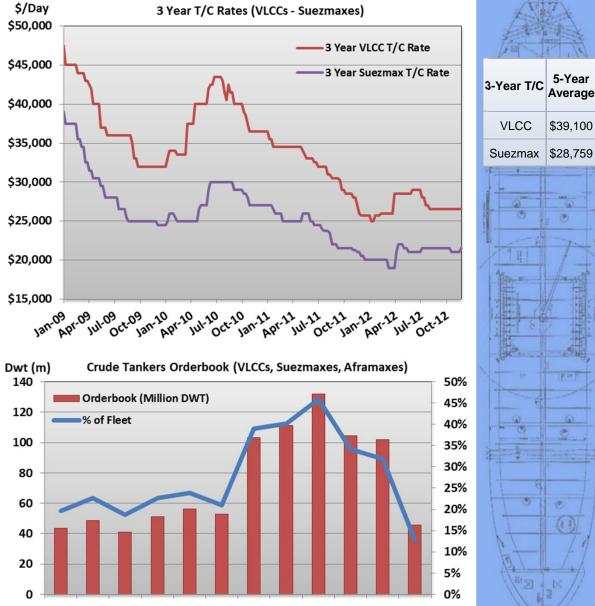
5-Year

Average

\$39,100

## **Crude Tanker Market Overview**

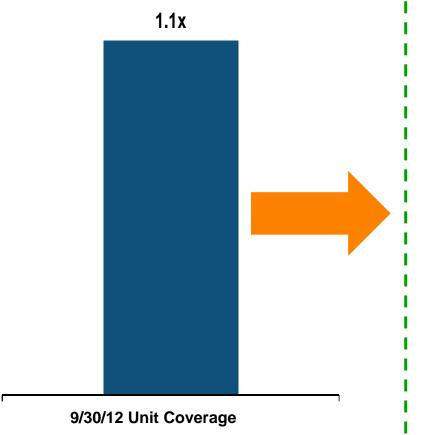
- Crude Tanker Spot Remained At Historically Low Levels For 3Q2012 With VLCC Quarterly Earnings Average At 20 Year Low.
- Seasonally Softer Demand, High Crude Oil Inventories, Shutdown Of Motiva Refinery And Increased Tonnage Supply Weighed **On Spot Rates.**
- Global Oil Demand For 2012 Is Projected At 89.6 mbd, Up 0.8%. Muted Economic Recovery In 2013 Leads To A 0.8 mbd Rise In Oil Demand To 90.4 mbd (IEA).
- Crude Tanker Dwt Demand Projected To Increase By 2.4% y-o-y.
- Supply Expected To Remain A Concern As Crude Tanker Fleet Growth Still At Increased Levels.
- Supply Rationalization Through:
  - Minimal Contracting And Slippage Of 25% (YTD).
  - Increased Removals Of Crude Tankers For Demolition/Conversion => 15 VLCCs And 21 Suezmaxes YTD As Opposed To 18 VLCCs And 9 Suezmaxes In 2011.
  - Increased Consolidation Through Tanker Pools & Slow Steaming.



2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012

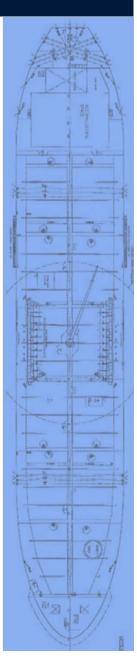
# **Common Unit Distribution Coverage**

Third Quarter 2012 Total Unit Coverage



Common Unit Distribution Coverage Ahead Will Be Supported By:

- 1. Run-rate Amortization Reduction Of \$62.9 Million Per Annum
- 2. Benefit From Interest Rate Swap Expirations
- 3. Interest Cost Savings As A Result Of Lower Indebtedness
- 4. Product Tanker Demand Fundamentals And Charter Structure
- 5. Incremental Benefit From The Increasing Charter Rate On The Crude Carrier Vessels & New Projects
- Potential for Increased Cash Flow Through Improving Tanker <u>Market & Profit Sharing</u>

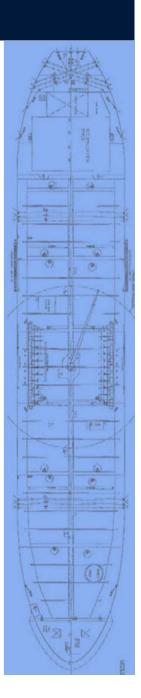


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# APPENDIX



# **Income Statement**

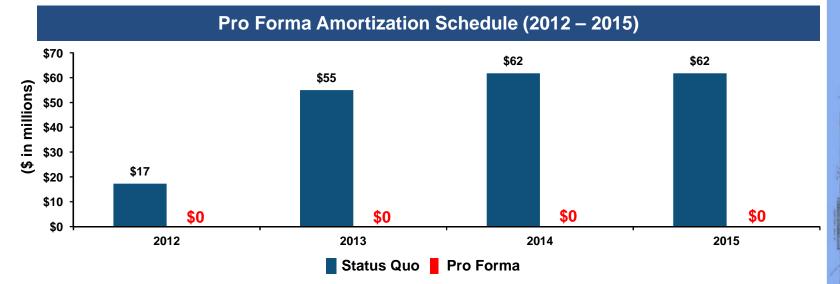
	(\$ In Thousands)		
	For the Three- Month Period Ended <u>September 30, 2012</u>	For the Three- Month Period Ended <u>September 30, 2011</u>	
Revenues	\$19,280	\$22,797	
Revenues – related party	18,674	8,058	
Total Revenues	37,954	30,855	
Expenses:			
Voyage expenses	1,078	1,169	
Voyage expenses – related party	137	-	
Vessel operating expenses – related party	5,485	7,889	
Vessel operating expenses	5,820	735	
General and administrative expenses	2,360	3,035	
Depreciation	12,020	8,611	
Operating income	11,054	9,416	
Non operating income (expense), net Gain from bargain purchase Other expense, net	-	65,927	
Interest expense and finance cost	(3,877)	(8,158)	
Gain on interest rate swap agreement	(24)	1,267	
Interest and other income	70	90	
Total other expense, net	(3,831)	(6,801)	
Partnership's net income	\$7,223	\$68,542	

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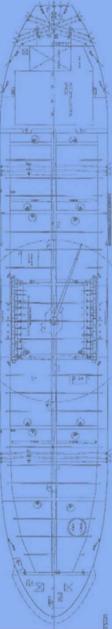
# Amortization Reduction Further Enhances Common Unit Distribution Coverage



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	Revolving \$370.0 Million Credit Facility	Revolving \$350.0 Million Credit Facility	Term Loan Facility
Paydown Amount (\$)	\$95,150,000	\$48,416,000	\$6,000,000
Next Amortization Payment Date	March 2016	March 2016	March 2016
Facility Availability (Immediately After Paydown)	Converts to a Term Loan	Tranche B is cancelled; Tranche C remains available	No change
Change in Interest Rate	Increased to: LIBOR plus 200 basis points	Increased to: LIBOR plus 300 basis points	No change





# **Capital Product Partners L.P.**

