## Third Quarter 2011 Earnings Presentation

**October 31, 2011** 

# Capital Product Partners L.P.









#### **Disclosures**

This presentation contains forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended) which reflect management's current assumptions and expectations with respect to expected future events and performance. All statements, other than statements of historical facts, including our ability to comply with our stated annual distribution guidance, our intention to reduce spot charter exposure and fix remaining vessels on period, expected employment terms for our vessels and anticipated expiration of our charters, total fleet day coverage for 2012, expected orderbook supply and slippage, fleet growth and demand, changes in expected global oil and oil product demand and production, global GDP growth as well as market expectations and recovery timing, 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 filed with the U.S. Securities and Exchange Commission, a copy of which can also be found on our website www.capitalpplp.com.

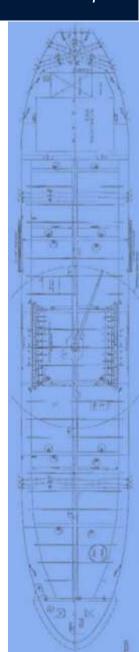
Stated competitive positions are based on management estimates supported by information provided by specialized external agencies and industry sources. Unless required by law, we expressly disclaim any obligation to update or revise any of these forward-looking statements, whether because of future events, 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 common units.

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

#### CAPITAL PRODUCT PARTNERS L.P

#### Third Quarter 2011 Results Highlights

- Partnership's Net Income Of \$68.5 Million EPU Of \$1.50 Including:
  - \$65.9 Million Gain From Bargain Purchase Related To Excess Of The Fair Value Of Crude Carriers Corp.'s ('Crude Carriers') Net Assets Over Their Purchase Price.
  - \$1.8 Million In G&A Expenses Related To The Merger .
  - M/T 'Arionas' Scheduled Special Survey And Dry-docking.
- Successful Completion Of Merger With Crude Carriers On September 30, 2011.
- Announced Employment Of One VLCC And Two Suezmaxes For Up To 3 Years Time Charter With 50/50 Profit Share Arrangements. Declared Intent To Fix On Period The Remaining Two Crude Vessels In The Coming Months.
- Remaining Charter Duration 5.3 Years With 64% Of 2012 Total Fleet Days With Secured Charter Coverage.
- Cash Distribution: \$0.2325 Per Unit For 3Q11.
- Partnership Reiterates Commitment To Annual Distribution Guidance Of \$0.93 Per Unit.
- Filed Shelf For \$500 Million Following Expiration of Previous Shelf.





#### **Income Statement**

#### (\$ In Thousands)

	For the Three- Month Period Ended September 30, 2011	For the Three- Month Period Ended <u>September 30, 2010</u>	
Revenues	\$22,797	\$26,875	
Revenues – related party	8,058	3,473	
Total Revenues	\$30,855	\$30,348	
Expenses:			
Voyage expenses	1,169	1,635	
Vessel operating expenses – related party	7,889	7,896	
Vessel operating expenses	735	-	
General and administrative expenses	3,035	973	
Depreciation	8,611	7,916	
Operating income	\$9,416	\$11,928	
Non operating income (expense), net:			
Gain from bargain purchase	65,927	-	
Other non operating income (expense), net:			
Interest expense and finance cost	(8,158)	(8,445)	
Gain on interest rate swap agreement	1,267	-	
Interest and other income	90	129	
Total other expense, net	(6,801)	(8,316)	
Partnership's net income	\$68,542	\$3,612	



#### Operating Surplus For Calculation Of Unit Distribution

(\$ In Thousands)

	For the Three-Month Period Ended September 30, 2011		For the Three-Month Period Ended June 30, 2011	
Net Income		\$68,542		\$15,147
Adjustments to net income				
Depreciation and amortization	8,146		8,947	
Deferred revenue	2,727		1,223	
Gain on bargain purchase	(65,927)		(16,526)	
PARTNERSHIP'S NET CASH PROVIDED BY OPERATING ACTIVITIES		\$13,488		\$8,791
Replacement Capital Expenditures		(3,231)		(3,042)
OPERATING SURPLUS		10,257		5,749
Reduction on recommended reserves		6,201		4,904
AVAILABLE CASH		\$16,458		\$10,653

**Total Unit Coverage: 0.62x (1.1x Excluding One-Time Items)** 



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#### (\$ In Thousands)

	As Of September 30, 2011	As Of December 31, 2010
Assets		
Total Current Assets	\$76,824	\$35,139
Total Fixed Assets	1,086,185	707,339
Other Non-Current Assets	61,694	15,774
Total Assets	\$1,224,703	\$758,252
Liabilities and Partners' Capital		
Total Current Liabilities	\$63,200	\$9,175
Total Long-Term Liabilities	634,165	509,317
Total Partners' Capital	527,338	239,760
Total Liabilities and Partners' Capital	\$1,224,703	\$758,252

#### CAPITAL PARTNERS I

#### **Fleet Overview**

Vessel Name	<u>DWT</u>	<u>Charterer</u>	Year/Place Built	Type of Vessel	
ALEXANDER THE GREAT	297,958	CAPITAL MARITIME & TRADING CORP	2010, Japan	VLCC	
ACHILLEAS	297,863	Voyage Charter	2010, Japan	,	
CAPE AGAMEMNON	179,221	2010, S. Kor		Capesize Dry Cargo	
AMORE MIO II	159,982	CAPITAL	2001, S. Korea		
MILTIADIS M II	162,397	Voyage Charter 2006, S. Korea			
AMOUREUX	150,393	CAPITAL	2008, Japan	Crude Oil Suezmax	
AIAS	150,096	MARITIME & TRADING CORP	2008, Japan		
AYRTON II	51,260	bp	2008, S. Korea		
AGAMEMNON II	51,238		2008, S. Korea		
ALEXANDROS II	51,258	000	2009, S. Korea	IMO II/III Chem./Prod.	
ARISTOTELIS II	51,226		2008, S. Korea		
ARIS II	51,218		2008, S. Korea		
AXIOS	47,872		2007, S. Korea		
ANEMOS I	47,782	PETROBRAS	2007, S. Korea		
ASSOS	47,872		2007, S. Korea		
ATROTOS	47,786	PENAEY	2007, S. Korea		
AKERAIOS	47,781	bp	2007, S. Korea		
ATLANTAS	36,760	-MAG-	2006, S. Korea	Ice Class 1A IMO II/III	
AKTORAS	36,759		2006, S. Korea	Chemical/ Product	
AIOLOS	36,725		2007, S. Korea		
AVAX	47,782	·	2007, S. Korea		
AGISILAOS	36,760	CATHERY !	2006, S. Korea		
ARIONAS	ARIONAS 36,725		2006, S. Korea		
ALKIVIADIS	36,721	MARITIME & TRADING CORP	2006, S. Korea		
ATTIKOS	12,000	TRAFÍGURA 2005, PRC		IMO III Cham /Brad	
ARISTOFANIS	12,000	Spot	2005, PRC	IMO III Chem./Prod.	

27 Vessels - 2.2 Million DWT 

3.6 Years Weighted Average Fleet Age\*

\* As of 30/09/2011

#### CAPITAL PRODUCT PARTNERS L.F

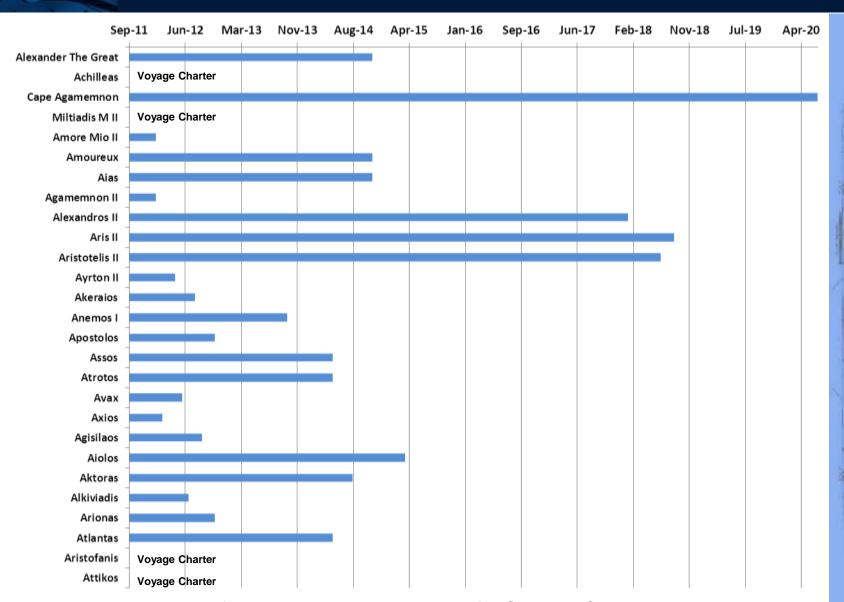
#### **Secured Long Term Employment For 3 Crude Tankers**

Name	Dwt	Built	T/C Rate (Year 1/ Year 2/ Year3)	Profit Share	Duration
Alexander The Great	297,958	2010 Universal	\$28,000 / \$34,000 / \$38,000	50/50 On Actual Earnings	Max. Of 3 Years
Amoureux	150,393	2008 Universal	\$20,000 / \$24,000 / \$28,000	50/50 On Actual Earnings	Max. Of 3 Years
Aias	150,096	2008 Universal	\$20,000 / \$24,000 / \$28,000	50/50 On Actual Earnings	Max. Of 3 Years

- Reduced Crude Tanker Spot Market Exposure By Employing Three Crude Vessels At Attractive Rates For A Maximum Period Of Three Years To Capital Maritime & Trading Corp. ('CMTC').
- 50/50 Profit Share On Actual Earnings Settled Every 6 Months Allows The Partnership To Benefit From Potential Market Recovery.
- Demonstrates Sponsor's Continuous Commitment To The Partnership.
  - Declared Intention To Eliminate Partnership's Remaining Spot Exposure.



#### High Charter Coverage For The Medium Term

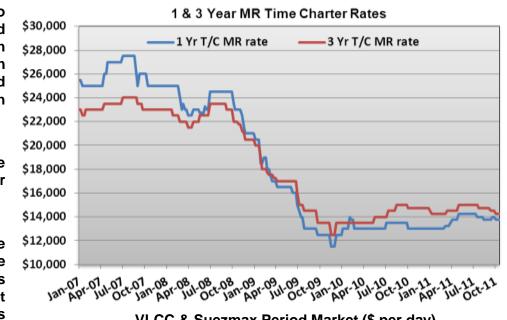


64% Of Total Fleet Days For 2012 With Secured Coverage

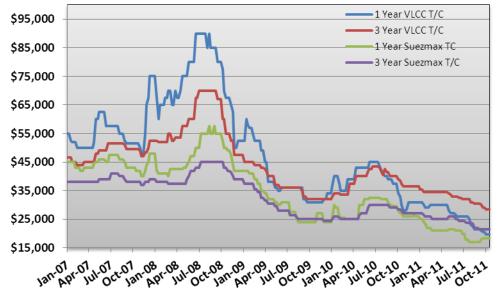
#### CAPITAL PRODUCT PARTNERS L.P.

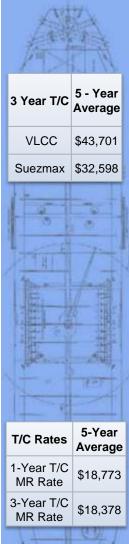
#### **Tanker Market Overview**

- Global Oil Demand Revised Down To 89.2 Mb/D In 2011 (+1.0 Mb/D Y-o-y) And 90.5 Mb/D in 2012 (+1.3 Mb/D) With Lower-Than-Expected 3Q11 Readings In The Non-OECD And A Downward Adjustment To Global GDP Growth Assumptions.
- Since July 2011 OECD Stocks Have Fallen Below The Five-year Average For The First Time Since June 2008.
- Spot Market: Reduced US Gasoline Imports And Lack Of Arbitrage Opportunities Led To Lower Spot Rates In Product Tanker Market. Crude Market Remains Weak Due To Supply Issues And Low US Imports.
- Period Market: Increased Demand For Long Term Period And Quality Tonnage In Product Tanker Market. However, The Crude Period Market Remains Illiquid And At Historic Lows.
- Asset Prices: Product Tanker Asset Prices Remain Flat Underpinned by Numerous Transactions. Lack Of Transactions For Modern Crude Assets. Transactions for Vintage Crude Tonnage at Lower Levels.





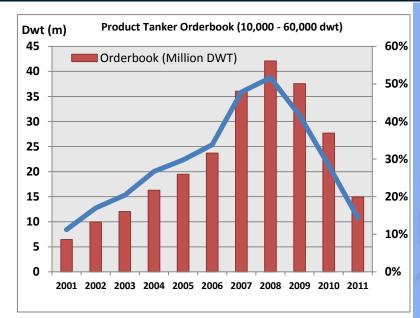


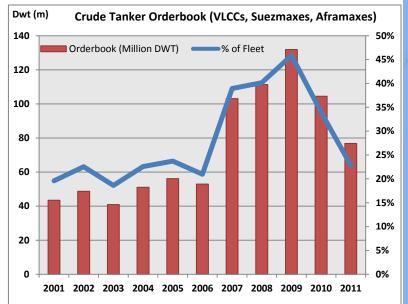


#### CAPITAL PRODUCT PARTNERS L.

#### **Supply Side Overview**

- Product Tanker Newbuilding Orders Lowest Since 2003, When Previous Upward Rate Cycle Commenced.
- Crude Tanker Orderbook Is
   Declining, As Very Few New Orders
   Have Been Placed in 2011.
- Slippage & Cancellations Remain High:
  - 39% For Product Tankers (10-60,000dwt)
  - 27% For Crude Tankers(80-300,000+dwt)
- Vessel Scrapping, Slow Steaming, Lay Ups Are Expected To Restrict Supply In The Medium To Long Run For Crude Tankers.

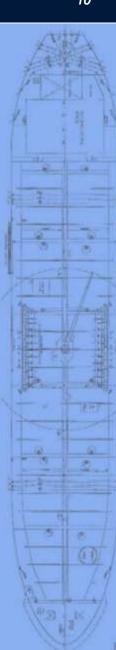






#### Sustainable Distribution With Upside Potential

- CPLP Reiterates Commitment To \$0.93 Per Unit Annual Distribution Guidance.
- Strong Balance Sheet With Cash Of Ca. \$61 Million And Increased Financial Flexibility.
- Cash Flow From Fixed Charters Generates More Than The Quarterly Distribution Of \$16.5 Million.
- A Number Of Product Tankers Open For Employment Throughout 2012
  Allowing Us To Capitalize On Expectations For An Improving Product Tanker
  Market.
- Modern, High-specification Vessels And Managers' Oil Major Approvals Should Provide Access To Significant Time Charter Opportunities.
- Long Term Distribution Growth Is Enhanced As Crude Tanker Market Recovers.





### Capital Product Partners L.P.



