

# Second Quarter 2013 Earnings Presentation

July 31, 2013

CAPITA

PRODUCT PARTNERS L.P.

# Capital Product Partners L.P.

www.capitalpplp.com

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





# Second Quarter 2013 Results Highlights

- Cash Distribution Maintained For 2Q2013: \$0.2325 Per Common Unit And \$0.21375 Per Class B Unit.
- Net Income For 2Q2013: \$39.3 Mil Including \$32 Mil Gain Related To Sale of The Partnership's Claim Against Overseas Shipholding Group Inc. ("OSG Claim").
- Partnership's Operating Surplus: \$56.6 Mil Or \$19.3 Mil Adjusted For Class B Unit Distribution And Excluding The \$32 Mil Proceeds Related To The Sale Of The OSG Claim.
- **1.2x Common Unit Coverage (Excluding \$32 Mil Proceeds From Sale Of OSG Claim).**
- Reflecting The Firming Product Tanker Market, We Have Re-Chartered Three Vessels At Higher Rates:
  - M/T 'Avax' and M/T 'Axios' Fixed For 12 Months (+/- 30 Days) To Capital Maritime & Trading Corp. ('CMTC') At An Increased Rate Of \$14,750 Per Day (Previously At \$14,000 Per Day).
  - M/T 'Akeraios' Fixed To CMTC For 18 Months (+/- 30 Days) At Increased Rate of \$14,950 Per Day (Previously At \$14,000 Per Day).
- Average Remaining Charter Duration <u>6.9</u> Years With 90% Charter Coverage Of The 2013 Remaining Available Fleet Days.
- Reiterate \$0.93 Per Unit Annual Distribution Guidance.



**Income Statement** 



## (\$ In Thousands)

	For the Three- Month Period Ended June 30, 2013	For the Three- Month Period Ended June 30, 2012
Revenues	\$27,215	\$20,124
Revenues – related party	14,554	17,724
Total Revenues	41,769	37,848
Expenses:		
Voyage expenses	1,110	437
Voyage expenses – related party	80	143
Vessel operating expenses – related party	4,199	6,133
Vessel operating expenses	9,223	5,038
General and administrative expenses	3,383	2,259
Gain on sale of vessel to third parties	-	(341)
Depreciation	12,813	12,025
Operating income	10,961	12,154
Non operating income (expense), net Interest expense and finance cost	(3,642)	(10,101)
Proceeds from sale of claim	32,000	-
Gain on interest rate swap agreement	-	808
Interest and other income	-	509
Total other income / (expense), net	28,358	(8,784)
Partnership's net income	\$39,319	\$3,370

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



## (\$ In Thousands)

	For the Three-Month Period Ended June 30, 2013		For the Three-Month Period Ended March 31, 2013	
Net income / (loss)		\$39,319		\$25,013
Adjustments to net income				
Depreciation and amortization	14,472		13,119	
Deferred revenue	2,837		1,910	
Gain from bargain purchase	-		(17,475)	
OPERATING SURPLUS PRIOR TO CLASS B PREFERRED UNITS DISTRIBUTION		\$56,628		\$22,567
Class B preferred units distribution		(5,270)		(5,270)
ADJUSTED OPERATING SURPLUS		\$51,358		\$17,297
(Increase) on recommended reserves		(34,900)		(839)
AVAILABLE CASH		\$16,458		\$16,458

### Common Unit Coverage: 1.2x\*

\* Excluding \$32 Million Proceeds Related To The Sale Of The OSG Claim.



**Balance Sheet** 



## (\$ In Thousands)

	As Of <u>June 30, 2013</u>	As Of <u>December 31, 2012</u>		
Assets				
Total Current Assets	\$83,145	\$49,489		
Total Fixed Assets	1,042,900	959,550		
Other Non-Current Assets	\$96,504	61,089		
Total Assets	\$1,222,549	\$1,070,128		
Liabilities and Partners' Capital				
Total Current Liabilities	\$42,988	\$35,773		
Total Long-Term Liabilities	507,176	460,527		
Total Partners' Capital	672,385	573,828		
Total Liabilities and Partners' Capital	\$1,222,549	\$1,070,128		

**Net Debt/Capitalization 38.6%** 

# **Fleet Overview**



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VESSEL NAME	<u>DWT / TEU</u>	CHARTERER	YEAR/BUILT	TYPE OF VESSEL	
AMORE MIO II	159,982		2001, S. Korea	Crude Oil Suezmax	
AYRTON II	51,260	bp	2009, S. Korea	IMO II/III Chem./Prod.	
AGAMEMNON II	51,238		2008, S. Korea	IMO II/III Chem./Prod.	1
ATLANTAS	36,760		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	+
AKTORAS	36,759		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	1
AIOLOS	36,725		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	
AIAS	150,393		2008, Japan	Crude Oil Suezmax	
AMOUREUX	149,993		2008, Japan	Crude Oil Suezmax	X
AXIOS	47,872		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	J
AVAX	47,834	CADITAI	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	L
APOSTOLOS	47,782	CAPITAL	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	1
AKERAIOS	47,781	MARITIME & TRADING CORP	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	1
AGISILAOS	36,760		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	1.
ARIONAS	36,725		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	
ALKIVIADIS	36,721		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	
ALEXANDROS II	51,258	000	2008, S. Korea	IMO II/III Chem./Prod.	1
ARISTOTELIS II	51,226		2008, S. Korea	IMO II/III Chem./Prod.	
ARIS II	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	1
ASSOS	47,872	<b>#</b>	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	
ANEMOS I	47,782	PETROBRAS	2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product	÷
CAPE AGAMEMNON	179,221	<b>P</b>	2010, S. Korea	Capesize Dry Cargo	洋
AGAMEMNON	7,943		2007, S. Korea	Container Carrier	
ARCHIMIDIS	7,943	MAERSK	2006, S. Korea	Container Carrier	ł
HYUNDAI PREMIUM	5,023		2013, S. Korea	Container Carrier	
HYUNDAI PARAMOUNT	5,023	HYUNDAI MERCHANT MARINE CO., LTD.	2013, S. Korea	Container Carrier	

**27** Vessels – 1.9 Million DWT

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

(1) As Of 30/6/2013



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# Period Employment Update

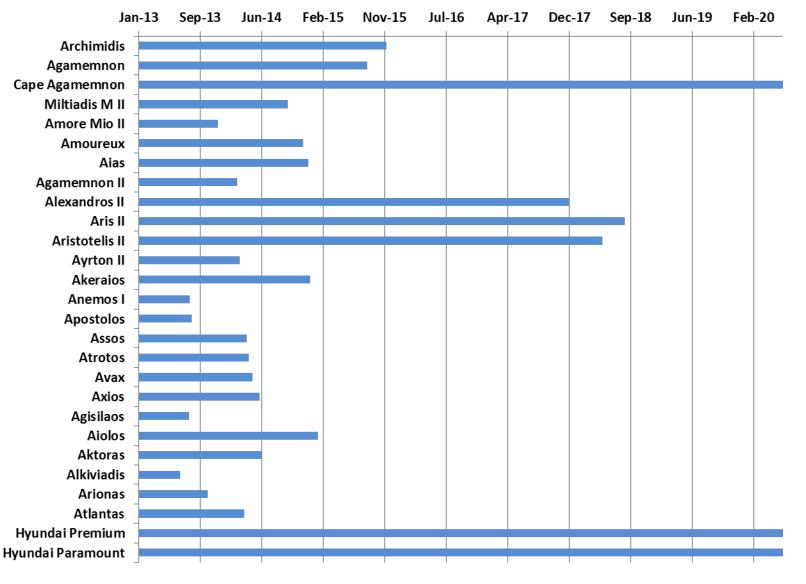
Name	DWT	Built	Time Charter Gross Rate (per day)	Charterer	Earliest Charter Expiry
M/T Avax	47,834	2007, Hyundai	\$14,750	CAPITAL MARITIME & TRADING CORP	April 2014
M/T Axios	47,872	2007, Hyundai	\$14,750	CAPITAL MARITIME & TRADING CORP	May 2014
M/T Akeraios	47,782	2007, Hyundai	\$14,950	CAPITAL MARITIME & TRADING CORP	December 2014

- Reflecting The Firming Product Tanker Market, We Have Re-Chartered Three Vessels At Higher Rates:
  - Under New Charter With CMTC M/T 'Avax' & M/T 'Axios' Will Be Earning A Gross Rate Of \$14,750 Per Day, Which Is \$750 Per Day Higher Than The Previous Employment Rate.
  - M/T 'Akeraios' Fixed For 18 Months At A Gross Rate Of \$14,950 Per Day,
    Which Is \$950 Per Day Higher Than The Previous Employment Rate.



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# **Charter Coverage**



Total Fleet Days With Secured Charter Coverage In 2013: 90% Average Remaining Charter Duration: 6.9 Years\* \* Revenue Weighted As of 30/6/2013

# Successfully Assigned OSG Claim

- CPLP Agreed With OSG To Enter Into New Charters For All Its Three Affected Vessels After OSG's Voluntary Filing For Relief Under Chapter 11. The New Charters Have Subsequently Been Approved By The Bankruptcy Court.
- M/T Alexandros II, M/T Aristotelis II and M/T Aris II (51,000dwt IMO II/III Chemical/Product Tankers, built 2008 STX, S. Korea) Entered Into New Charters On Substantially The Same Terms As The Prior Charters But At A Bareboat Rate Of \$6,250 per day vs \$13,000 per day As Per The Original Charters.
- On May 24, 2013 CPLP Filed Claims For A Total Of \$54.1 Mil Against Each Of The Charterers And Their Respective Guarantors For Damages Resulting From The Rejection Of Each Of The Previous Charters.
- On June 25, 2013 CPLP Agreed To Transfer To Deutsche Bank Securities Inc. ('Deutsche Bank')
  All Of Its Right, Title, Interest, Claims And Causes Of Action Arising Under Or In Connection With The Claims.
- The Total Proceeds To Be Received By Deutsche Bank, \$32 Mil Of Which Has Been Already Paid, Is Dependent On The Actual Claim Amount Allowed By The Bankruptcy Court. The Partnership May Be Required To Refund A Portion Of The Purchase Price Or May Receive Additional Payment.





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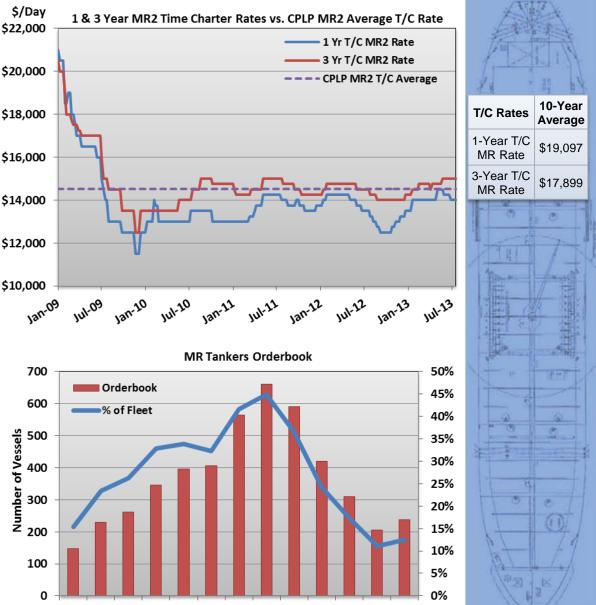
## **Product Tanker Market Overview**

- MR Spot Product Tanker Rates Remained \$/Dav At Solid Levels During The Quarter. \$22,000 2Q2013 Was The Strongest Second Quarter Since 2Q2008 - On The Back Of: \$20,000
- Arbitrage **Opportunities** In The \$18.000 Transatlantic Trade Early In The Quarter.
- Strong U.S. Product Exports.
- Robust MR Time Charter Market In 2013 YTD, With More Than 110 Fixtures \$12,000 Reported.
- Gradual Improvement Of T/C Rates With The 3 Year Time Charter Rates Rising To The Highest Level Since July 2009.
- Product Tanker DWT Demand Is Forecast To Rise By 4.6% in 2013, Surpassing Expected Fleet Growth Of 3.7%.
- Orderbook (2013-2016) For MR Tankers Remains Low At 12.7% Of Total Fleet.

of Vessels

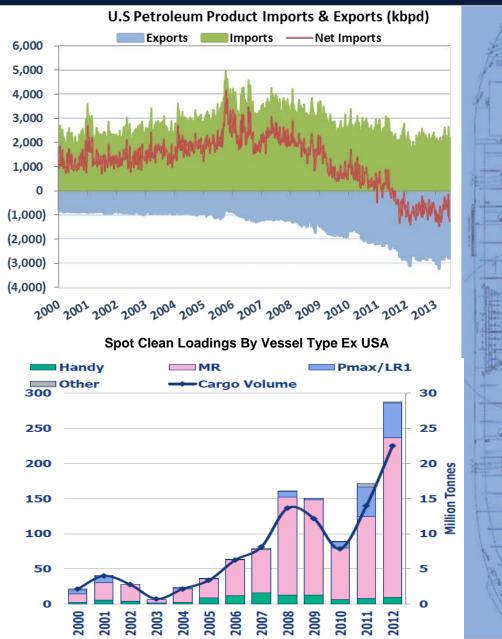
Number

Slippage Remains At Elevated Levels At 51% (2013 YTD).



#### **Product Tanker Market Benefits From Increased US Oil Product Exports**

- U.S. Oil Production Is Projected To Continue Increasing At A Fast Pace, Reaching 11.9 Mbpd In 2018 From 9.1 Mbpd FY 2012.
- Increased Oil & Gas Production And Low Cost Feedstock Lead To Higher US Refinery Margins & Utilization.
- As A Result The US Has Turned Net Oil Product Exporter With 2.9 Mbpd Oil Product Exports YTD Compared To 1.9 Mbpd In 2010.
- Main Export Products Are Gasoil And Gasoline To West Africa, Latin America And Europe.
- Latin America Is Forecast To Be Major Export The Outlet For Gasoline Due To lts Growing Gasoline **Subsidies** Population, And Lack Of Investments In Refining.



Sources: IEA, EIA, Clarksons

#### **Refinery Capacity Dislocation Expected To Increase Product Tanker Tonne Miles**

- Global Refinery Capacity Expanded By 20%, Between 2001 And 2012 To Approximately 96.9 Mbpd.
- Growth Driven Primarily By Expansion In The Asia-Pacific (38% To 30.1 Mbpd) And The Middle East (22% To 8.2 Mbpd).
- Refinery Capacity In Europe And The FSU Has Declined By 1.2 Mbpd Since 2001 To 23.8 Mbpd This Trend Has Accelerated In Recent Years, With 750 Kbpd Of Capacity Removed From The Market In 2012 And 2013 YTD.
- Global Refinery Capacity Is Set To Rise By 9.5 Mbpd From 2013 To 2018, Reaching 106.7 Mbpd In 2018.
- China And Other Asian Countries Expected To Add 5.6 Mbpd Of Capacity.
- Middle East Expected To See Capacity Increase By More Than 2.1 Mbpd To 10.5 Mbpd.
- The Lopsided Refinery Expansion In Asian And Developed Economies Is Expected To Lead To Longer Trading Distances And Stronger Product Tanker Demand Through Increased Movements Of Petroleum Products From East To The West.

#### **A Global Perspective** mb/d Global Refinery Capacity Additions Regional Share of CDU Expansions 5.0 Other 4.0 Asia China 14% 45% 3.0 2.0 Latin America 1.0 14% Middle 0.0 East Other 2012 2013 2014 2015 2016 2017 2018 22% 5% Crude Distillation

#### Refinery Closures In 2012 And 2013

Company	Refinery - Location	Country	Capacity (bpd)
Hess and PDVSA	Hovensa - St Croix	U.S. Virgin islands	350,000
Sunoco	Marcus Hook	U.S. East Coast	178,000
Valero Energy	Aruba	San Nicolas	235,000
Petroplus	Coryton	U.K.	220,000
Petrom	Arpechim	Romania	70,000
ERG-Total	Rome	Italy	86,000
LyondellBasel	Berre l'Etang	France	105,000
Shell	Harburg	Germany	110,000
Shell Australia	Clyde	Australia	75,000
Hess Corp.	Port Reading, N.J.	U.S.	70,000
Petroplus	Petit Couronne	France	162,000
Shell Australia	Geelong	Australia	120,000
-	-	Total	1,781,000

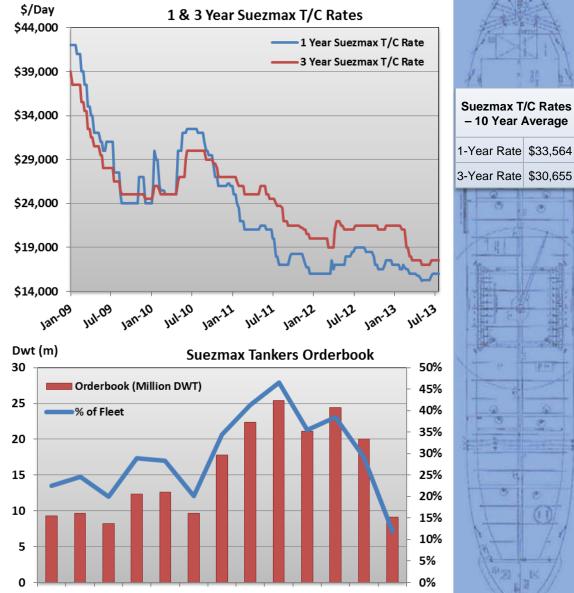
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PRODUCT



### Suezmax Tanker Market Overview

- The Suezmax Spot Market Weakened In 2Q2013 Due To Decreased US Oil Imports And Ample Availability Of Tonnage.
- World Oil Demand Is Projected To Rise By 0.93 Mb/d (1%) And 1.2 Mb/d (1.3%) In 2013 And 2014, Respectively, According To The IEA.
- Suezmax DWT Demand Projected To Increase By 3.2% In 2013, With The Shift In European Crude Sourcing Towards West Africa Expected To Support Demand.
- Net Fleet Growth For 2013 Expected At 8.5%. However, Supply Rationalization Continues:
  - 2013 Marks The Last Year Of Substantial Deliveries.
  - No New Ordering.
  - Suezmax Tanker Orderbook Through 2016 Corresponding To 12% Of Current Fleet, The Lowest In Percentage Terms Since 2001.
  - Slippage Remains High At 27% (2013 YTD).

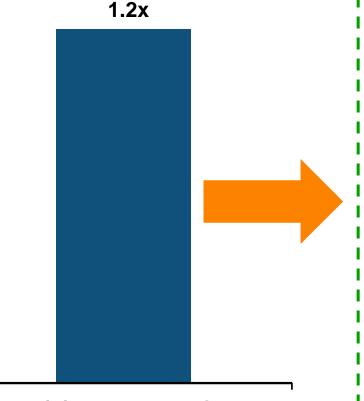


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Source: IEA, Clarksons

# **Common Unit Distribution Coverage**

Second Quarter 2013 Total Unit Coverage



#### 30/6/13 Total Unit Coverage

#### Common Unit Distribution Coverage Ahead Will Be Supported By:

- **1.** Long Remaining Charter Duration.
- 2. Improving Product Tanker Fundamentals Due To Refinery Dislocation And Increased US Oil Products Exports.
- 3. Potential for Increased Cash Flow Through Improving Tanker Market & Profit Sharing.
- 4. All CPLP Vessels, Whose Charters Expire In Remainder Of 2013 Are Product Tankers, Whose Market Is Improving.
- 5. Potential For Growth Through Accretive Acquisitions In The Product And Container Market.
- 6. Strong Balance Sheet.





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

