

## Second Quarter 2021 Earnings Presentation

July 30, 2021

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

CPLP NASDAQ

www.capitalpplp.com

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#### Non-GAAP Measures

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O This presentation contains non-GAAP measures, including Operating Surplus, EBITDA and Free Cash Flow. Operating Surplus is a quantitative measure used in the publicly traded partnership investment community to assist in evaluating a partnership's financial performance and ability to make quarterly cash distributions. It should not be considered a measure of profitability or liquidity. We define EBITDA as Revenue less Operating Expenses and SG&A. These definitions may differ from similarly titled measures used by other companies and MLPs. These measures are not required by accounting principles generally accepted in the United States and should not be considered a substitute for net income, cash flow from operating activities and other operations or cash flow statement data prepared in accordance with accounting principles generally accepted in the United States.



# Second Quarter 2021 Highlights & Update





Net income for 2Q2021: \$35.4 million.



Declared common unit distribution of \$0.10 for the quarter.



Partnership's operating surplus: \$23.5 million or \$15.2 million after the quarterly allocation to the capital reserve.



Delivered the M/V 'CMA CGM Magdalena' to its new owners on May 17, 2021.



Repurchased as of quarter end 331,214 common units since the launching of the unit repurchase plan on 19 February 2021, at an average cost of \$11.65 per unit



Average remaining charter duration 3.9 years with 92% charter coverage for 2021 and 85% for 2022.

## Statements Of Comprehensive Income

_		(\$ In Thousand		
	For the Three-Month Period Ended June 30, 2021	For the Three-Month Period Ended June 30, 2020		
Revenues	39,823	36,570		
Total Revenues	39,823	36,570		
Expenses:				
Voyage expenses	2,198	1,317		
Vessel operating expenses	10,352	7,794		
Vessel operating expenses – related parties	1,320	1,253		
General and administrative expenses	1,709	1,818		
Gain on sale of vessel	(25,384)	-		
Vessel depreciation and amortization	10,067	10,471		
Operating income	39,561	13,917		
Other income / (expense), net:				
Interest expense and finance cost	(4,197)	(5,175)		
Interest and other income / (expense), net	39	(86)		
Total other expense, net	(4,158)	(5,261)		
Partnership's net income	35,403	8,656		



## **Operating Surplus For Calculation Of Unit Distribution<sup>1</sup>**

	For the Three-Month Period Ended 30-Jun-21		For the Three-Month Period Ende 31-Mar-21	
Partnership's net income		35,403		10,879
Adjustments to net income				
Depreciation and amortization	11,742		11,954	
Amortization / accretion of above / below market acquired charters and straight line revenue adjustments	1,718		1,651	
Gain on sale of vessel	(25,384)		-	
OPERATING SURPLUS PRIOR TO CAPITAL RESERVE		\$23,479		\$24,484
Capital reserve		(8,271)		(10,128)
OPERATING SURPLUS AFTER CAPITAL RESERVE		15,208		14,356
Increase in recommended reserves		(13,344)		(12,472)
AVAILABLE CASH		\$1,864		\$1,884

## **Strong Balance Sheet**

		(\$ In Thousands	
	As Of June 30, 2021	As Of December 31, 2020	
Assets			
Current Assets	\$189,300	\$57,779	
Fixed Assets	602,186	712,197	
Other Non-Current Assets	46,906	52,222	
Total Assets	\$838,392	\$822,198	
Liabilities and Partners' Capital			
Current Liabilities	\$100,488	\$61,606	
Long-Term Liabilities	276,177	338,514	
Partners' Capital	461,727	422,078	
Total Liabilities and Partners' Capital	\$838,392	\$822,198	

<sup>1</sup> Gross of deferred loan issuance costs

## Sale of the M/V 'CMA CGM Magdalena'



Delivered the M/V 'CMA CGM Magdalena' to its new owners on May 17, 2021.



Transaction generated gross proceeds from the sale of approximately \$49.4 million after repaying outstanding debt.



Recorded an accounting gain on the sale in the amount of \$25.4 million.



Expect to conclude the sale of the sistership M/V 'Adonis' by November 2021.



### **Strong Charter Coverage**



92% and 85% charter coverage for 2021 and

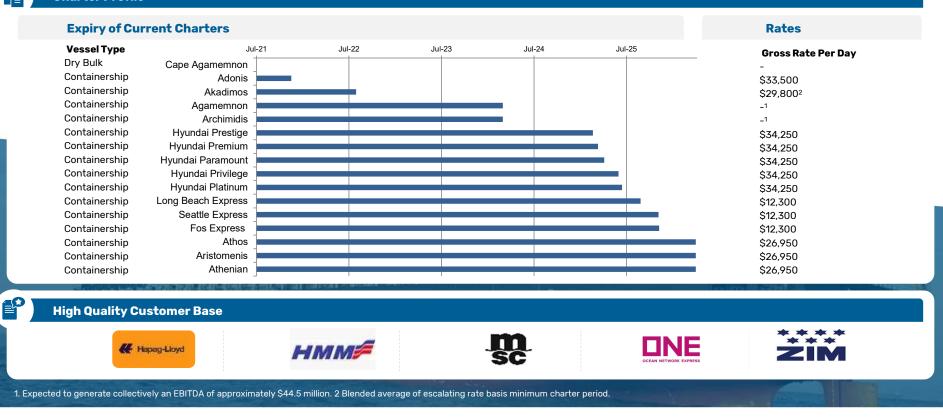
2022, respectively.



#### Strong charter coverage on CPLP assets.

• 15 containerships and 1 drybulk vessel with 3,9 years remaining on charter on average.





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### **Container Charter Market Review**



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Stronger container charter market and longer periods across all sizes in 202021.

The SCFI Comprehensive Index on 2nd April stood at a record of 2,585 and on the 23 of July the index had increased to a new record of 4,100.



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Base-case forecast for container trade for 2021 at 6.6% vs. supply growth forecast for 2021 at 4.5%.

Improvement driven by the increase in container demand due to, among others, unprecedented fiscal stimulus measures and pent up demand.

Supply equally disrupted due to shortage of equipment; port congestion globally and general covid-19 related problems all around the world.



Container orderbook increased to 20.0% of the total fleet capacity.



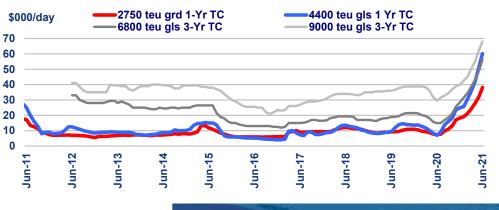
Second Hand and Newbuilding prices on the rise.

Slippage in TEU terms amounts to 22% including cancelations.

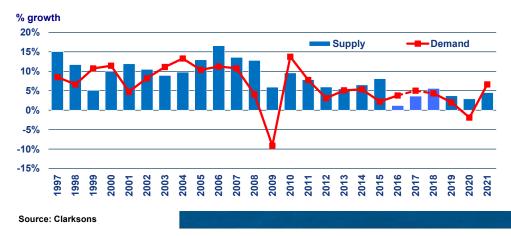


Demolition YTD stands at 13 units of 10,000 TEU only vs. 79 units of 190,000 TEU in 2020.

#### **Containership Charter Rates**



#### **Containership Supply & Demand Growth Trends 1997-2021**



### **Dropdown Opportunities**



Vessel Name	Туре	TEU / CBM	Delivery	Yard	Maximum Charter Duration*	Charterer
Aristos I	LNG Carrier	174,000 CBM	Nov-20	ННІ	12 Years	bp 🗱
Aristidis I	LNG Carrier	174,000 CBM	Jan-21	НН	12 Years	bp 🗱
Aristarchos	LNG Carrier	174,000 CBM	Jun-21	НН	6 Years	CHENIERE
Attalos	LNG Carrier	174,000 CBM	Aug-21	НН	13 Years	bp 🗱
Adamastos	LNG Carrier	174,000 CBM	Aug-21	НН	7 Years	engie
Asklipios	LNG Carrier	174,000 CBM	Sept-21	НН	6 Years	CHENIERE
Aelios	Container Carrier	13,278 TEU	0ct-22	HHI	14 Years	Hapag-Lloyd
Archilochos	Container Carrier	13,278 TEU	Jan-23	ННІ	14 Years	
Alkidis	Container Carrier	13,278 TEU	May-23	нні	14 Years	



Ultra modern, energy efficient fleet with reduced and emissions carbon footprint.



Medium to long term employment in place to highly reputable counterparties.

\* Including options

## **Strategy Going Forward**



Sale of 2 x 9,000TEU and cash flow generation from existing fleet is expected to result in significant liquidity for the Partnership going forward.

We expect to take advantage of this increased liquidity by growing the Partnership's fleet with the aim of:

- Concluding accretive transactions to our earnings and distributable cash flow.
- Reducing the Partnership's fleet average age and replenishing the Partnership's earning capacity going forward.
- Reducing the Partnership's environmental footprint.



We have a substantial asset pipeline in place amounting to ~ \$1.5 billion with expected annual EBITDA generation of ~ \$155 million:

- 70%-80% debt in place for majority of these vessels.
- Considering multiple funding sources in addition to internally generated cash.
- Preliminary estimates show high levels of earnings accretion for any combination of assets.





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