

## First Quarter 2016 Earnings Presentation

April 26, 2016

# Capital Product Partners L.P.

PRODUCT PARTNERS L.P.

CAPITA

www.capitalpplp.com





#### **Forward Looking Statements**

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. The statements in this presentation that are not historical facts, including, among other things, cash generation, our ability to repay external debt, future earnings, our expectations regarding employment of our vessels, redelivery dates and charter rates, fleet growth, as well as market and charter rate expectations, charterer's performance, and our expectations or objectives regarding future distribution amounts, our ability to pursue growth opportunities and grow our distributions and annual distribution guidance, may be forward-looking statements (as such term is defined in Section 21E of the Securities Exchange Act of 1934, as amended). These forward-looking statements involve risks and uncertainties that could cause actual results to be materially different from those expressed or implied in the forward-looking statements.

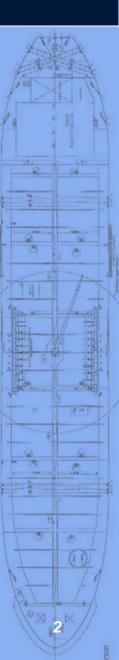
Factors that could cause actual results to be materially different include those set forth in the "Risk Factors" section of our annual report on Form 20-F filed with the U.S. Securities and Exchange Commission. Unless required by law, we expressly disclaim any obligation to update or revise any of these 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. We assume no 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



### First Quarter 2016 Highlights

- Cash distribution for 1Q2016 of \$0.075 per common unit and \$0.21375 per class B unit.
- 1.7x common unit distribution coverage after setting aside \$14.6 million as a new capital reserve.
- Net income for 1Q2016: \$12.1 million.
- Hyundai Merchant Marine Ltd ('HMM') engaged in restructuring process that may, among other things, result in a reduction of the charter hire rate for the 5 vessels currently employed with HMM.
- Drydocking of the M/T 'Anemos I' and M/T 'Alkiviadis'.
- Successful delivery of the M/V 'CMA CGM Magdalena' with 5-year charter to CMA-CGM in February 2016.
- Fixed the M/V 'Agamemnon' and M/V 'Archimidis' for 12+12 months.
- Average remaining charter duration 6.2 years with 92% charter coverage for 2016 and 73% charter coverage for 2017 (including HMM charters).





### **New Distribution Guidance**

- New annual distribution guidance of \$0.30 per common unit. We expect to maintain this annual distribution level through 2018.
- Establishing quarterly reserves of \$14.6 million, to fully provide for debt repayments between
  2016-2018 amounting to \$175.7 million:

(in \$millions)		Debt amortization (full year)			
Credit Facility	2016	2017	2018	2019	Thereafter
HSH (2007 credit facility)	-	13.0	51.9	121.1	-
HSH (2008 credit facility)	-	9.2	36.9	135.5	-
Credit Agricole (2011 credit facility)	-	1.0	13.0	-	-
ING (2013 credit facility)	16.9 <sup>(1)</sup>	16.9	16.9	16.9	157.4
Total	16.9	40.1	118.7	273.5	157.4
		γ			

\$175.7 million

- New distribution level expected to be sustainable even if the attempted HMM restructuring is unsuccessful.
- Potential for upward revision of distribution guidance if:
  - Access to capital markets improves
  - Refinance our debt obligations under favorable terms
  - Complete accretive transactions, expanding our asset base and increasing the longterm distributable cash flow of the Partnership



(\$ In Thousands)					
	For the Three-Month Period Ended March 31, 2016		For the Three-Month Period Ended December 31, 2015		
Net income		\$12,102		\$15,356	
Adjustments to net income Depreciation and amortization Deferred revenue	18,265 2,404		17,376 2,429		
OPERATING SURPLUS PRIOR TO CAPITAL RESERVE AND CLASS B PREFERRED UNITS DISTRIBUTION		\$32,771		\$35,161	1
Capital reserve OPERATING SURPLUS PRIOR TO CLASS B PREFERRED UNITS		(14,644)		-	/
DISTRIBUTION		18,127		35,161	
Class B preferred units distribution		(2,775)		(2,853)	
ADJUSTED OPERATING SURPLUS		15,352		32,308	
Increase on cash reserves		(6,138)		(3,008)	
AVAILABLE CASH		\$9,214		\$29,300	
Common Unit Coverage: 1.7x					





#### **Statements Of Comprehensive Income**

#### (\$ In Thousands)

	For the Three- Month Period Ended <u>March 31, 2016</u>	For the Three- Month Period Ended <u>March 31, 2015</u>	
Revenues	\$47,329	\$30,130	
Revenues – related party	10,718	18,755	
Total Revenues	58,047	48,885	
Expenses:			
Voyage expenses	1,852	1,044	
Voyage expenses – related party	101	89	
Vessel operating expenses	16,719	12,812	
Vessel operating expenses – related party	2,616	2,955	
General and administrative expenses	1,265	1,837	
Depreciation & amortization	17,453	14,374	
Operating income	18,041	15,774	
Other income (expense), net			
Interest expense and finance cost	(6,097)	(4,696)	
Other income	158	1,073	
Total other expense, net	(5,939)	(3,623)	
Partnership's net income	\$12,102	\$12,151	





#### **Strong Balance Sheet**

	(\$ In Thousands)				
	As Of <u>March 31, 2016</u>	As Of <u>December 31, 2015</u>			
Assets					
Total Current Assets	51,093	99,824			
Total Fixed Assets	1,387,213	1,333,657			
Other Non-Current Assets	123,268	122,394			
Total Assets	\$1,561,574	\$1,555,875			
Liabilities and Partners' Capital					
Total Current Liabilities	\$59,910	\$61,246			
Total Long-Term Liabilities	583,628	556,809			
Total Partners' Capital	918,036	937,820			
Total Liabilities and Partners' Capital	\$1,561,574	\$1,555,875			

Low Leverage: Net Debt/Capitalization: 35.7%



#### **New Vessels Deliveries & New Charter Employment**

Name	DWT	Built	Gross Rate (Per Day)	Charterer	Earliest Charter Expiry
M/V Agamemnon	108,892	2007	-	<b>PIL</b>	April 2017
M/V Archimidis	108,892	2006	-	<b>PIL</b>	March 2017
M/V CMA CGM Magdalena	115,639	2016	\$39,250		January 2021

- Secured employment for the M/V 'Agamemnon' and M/V 'Archimidis' for 12 months with Pacific International Lines. The charterer has the option to extend the contract for an additional year at an increased rate.
- Took delivery of the M/V 'CMA CGM Magdalena' on February 26, 2016. The vessel commenced its time charter to CMA CGM S.A. for five years (-30/+90 days) at a gross daily rate of \$39,250.
- Increased customer diversification: 5 vessels out of fleet of 35 currently fixed to our sponsor, Capital Maritime, compared to 12 vessels out of fleet of 31 as of 1Q2015.

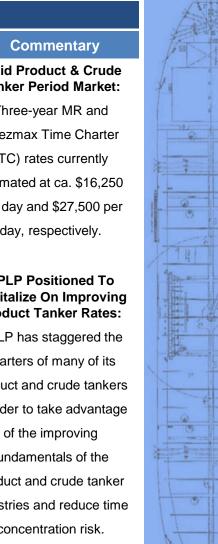




### **Strong Charter Coverage At Attractive Rates**

#### **Charter Profile**

Expiry Of	Current Charte	ers					Rates	;
Vessel Type	Ma	r-16 Ma	ar-17 Ma	ar-18 Ma	r-19 Mar	-20 Mar-	0.000	e 🛛 Solic
Crude tanker	Miltiadis M II	•					\$35,000	Tank
Crude tanker	Amore Mio II						\$33,750	
Product tanker	Alkiviadis						\$15,125	Th
Product tanker	Agisilaos						\$14,500	Cura
Product tanker	Aktoras						\$7,250 <sup>1</sup>	Suez
Product tanker	Aristotelis						\$19,000	(T(
Crude tanker	Amoureux		•				\$29,000	,
Containership	Archimidis		•				-	estim
Product tanker	Atlantas		•				\$7,250 <sup>1</sup>	
Containership	Agamemnon						-	per d
Product tanker	Active	-					\$17,700	da
Product tanker	Amadeus	-					\$17,000	
Product tanker	Alexandros II						\$6,250 <sup>1</sup>	
Product tanker	Aiolos	-					\$7,000 <sup>1</sup>	
Product tanker	Ayrton II	-					\$18,000	CPI
Crude tanker	Aias						\$26,500	Capit
Product tanker	Assos						\$15,400	Prod
Product tanker	Aristotelis II	-					\$6,250 <sup>1</sup>	
Product tanker	Avax	-					\$15,400	CPLF
Product tanker	Axios	-					\$15,400	aha
Product tanker	Aris II	-					\$6,250 <sup>1</sup>	chai
Product tanker	Atrotos						\$17,750	produ
Product tanker	Arionas						\$19,000	•
Product tanker	Apostolos	-					\$17,750	in orde
Product tanker	Anemos I	-					\$17,750	_
Product tanker	Akeraios	-					\$17,750	C
Containership	CMA CGM Amazon						\$39,250	fur
Dry Bulk	Cape Agamemnon						\$42,200	
Containership	CMA CGM Uruguay						\$39,250	produ
Containership	CMA CGM Magdalena						\$39,250	الاحد بالعرضة
Containership	Hyundai Prestige	-					\$29,350	indust
Containership	Hyundai Premium	-					\$29,350	СС
Containership	Hyundai Paramount	-					\$29,350	
Containership	Hyundai Privilege						\$29,350	
Containership	Hyundai Platinum	-					\$29,350	

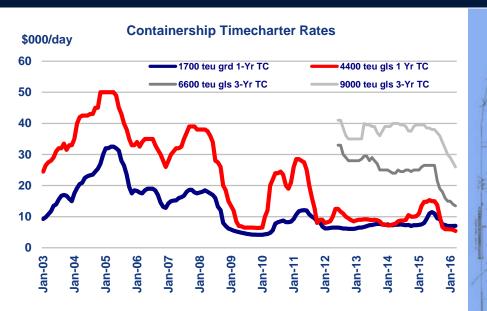


**Revenue Weighted Average Remaining Charter Duration: 6.2 Years** 



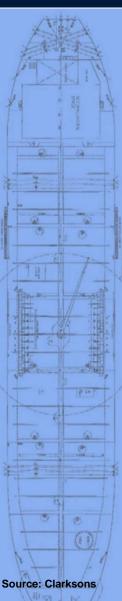
#### **Container Market Overview**

- Soft sentiment in the container market with charter rates at historically low levels.
- Increased volumes on Europe North America trade and higher imports into India Sub Continent/Middle East supported rates at low levels.
- Idle fleet increased to 8.1% in March, the highest level in six years.
- Improving supply fundamentals:
  - Container orderbook at 18.0% the lowest since 2003.
  - Contracting activity has come to a standstill.
  - Increased demolition at 105,510 TEU in 1Q2016 vs. 194,180 TEU in FY2015.
  - Slippage at 14.3% (FY 2015).
- Overall container vessel demand is forecasted to grow by 4.1% in 2016, exceeding forecasted supply growth of 3.9%.



#### Containership Supply & Demand Growth Trends 1997-2017







#### **Product Tanker Market Overview**

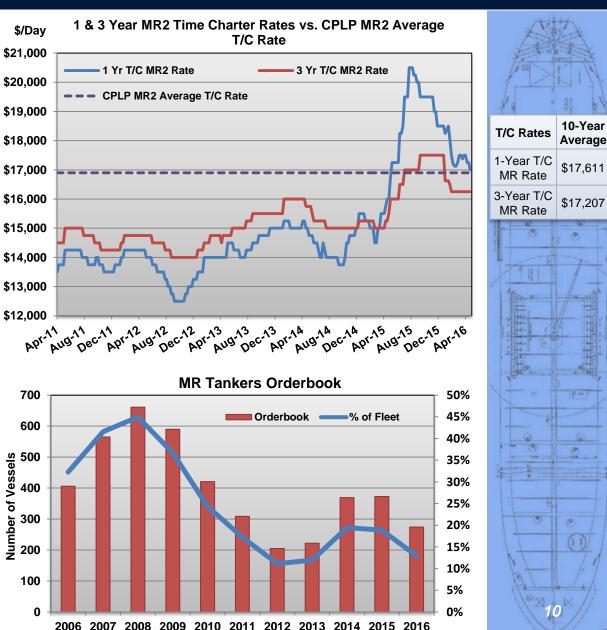
- Weaker spot charter rates in 1Q2016 vs. 4Q2015.
- Softer product tanker demand due to:
- **Refinery maintenance and lower refinery** margins.
- Limited arbitrage opportunities.
- weather and high Warm product inventories negatively affecting imports.
- Increased U.S. product exports and firm Latin America demand supported rates.
- Active period market, but rates weaker as a result of the softer spot market.
- Favorable demand and supply dynamics expected to support period rates and activity going forward:
  - Product tanker dwt demand projected to grow by 3.7% in 2016.
  - Limited new contracting activity with only 3 MRs ordered in 1Q2016.
  - Orderbook (2016-2018) for MR tankers at 12.9% of total fleet.

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Slippage amounting to 32% (FY 2015).

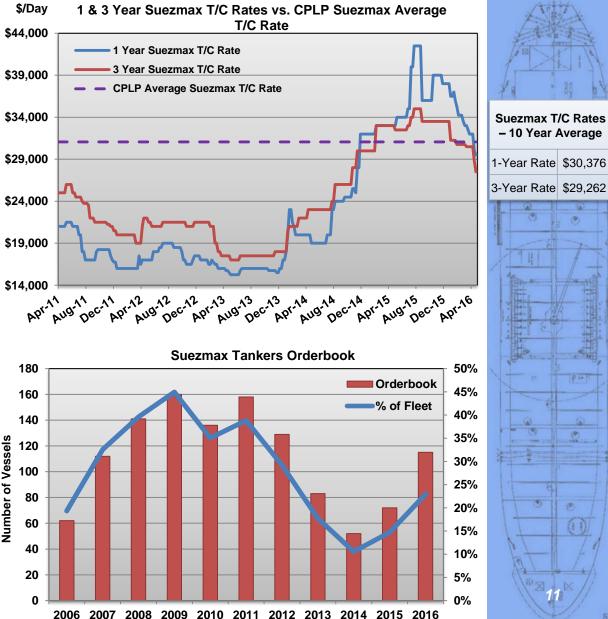


Source: Clarksons



#### **Suezmax Tanker Market Overview**

- Softer Suezmax market in 1Q2016 on the back of weaker demand.
- Chartering volumes negatively affected by refinery maintenance and warmer weather conditions.
- Solid Chinese demand partially offsetting pressure on rates:
  - China's crude oil imports hit a new record of 8.0 mb/d in February.
- Lower demand for period business due to weaker spot rates.
- World oil demand growth estimated at 1.2 mb/d in 2016, according to the IEA.
- Suezmax dwt demand projected to expand by 3.0% in 2016.
- US seaborne crude imports to increase 5% in 2016, as shale oil production falls.
- Suezmax tanker orderbook through 2018 representing 23.0% of current fleet.
- Limited new ordering: 4 Suezmax new orders in 1Q2016 vs 19 in 1Q2015.
- High slippage at 38% (FY 2015).



Source: Clarksons, IEA



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

