



PRODUCT PARTNERS L.P.

Second Quarter 2022 Earnings Presentation

July 29, 2022

Capital Product Partners L.P.

CPLP NASDAQ

www.capitalpplp.com

Important Notice



Non-GAAP Measures

Ο

This presentation contains non-GAAP measures, including Operating Surplus and Operating Surplus after Reserves. Operating Surplus and Operating Surplus after Reserves are quantitative measures 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. 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. Please refer to slide 4 for a reconciliation of this non-GAAP measure with net income.



Second Quarter 2022 Highlights



- Agreed to acquire One 174,000 CBM LNG Carrier & Three 13,278 TEU Container Vessels with long-term charters attached with delivery from October 2022 to May 2023
- **Concluded the sale of Two 8,266 TEU Container Vessels for \$130.0 million**
- Issued a €100.0 million senior unsecured bond on the Athens Exchange with fixed annual interest rate of 4.40%
- Financial Performance & Operating Highlights:
 - Net income for 2Q2022: \$20.4 million
 - Declared common unit distribution of \$0.15 for the quarter
 - Partnership's operating surplus: \$43.9 million or \$12.7 million after the quarterly allocation to the capital reserve
 - Repurchased 185,039 of the Partnership's common units at an average cost of \$15.83 per unit for the quarter
 - Average remaining charter duration 6.2 years¹ with 95% charter coverage for 2022, 92% for 2023 and 91% for 2024

^{1.} Including recently announced four vessel acquisitions and excluding the two containers sold in July 2022. Assumes the exercise of the first two options (total 4 years per vessel) for the three vessels on charter to BP, as the structure of the time charter party makes the exercise of these options highly likely

Statements Of Comprehensive Income



| _ | | (\$ In Thousands) |
|---|---|---|
| | For the Three-Month Period Ended June 30, 2022 | For the Three-Month Period Ended June 30, 2021 |
| Revenues | 73,960 | 39,823 |
| Expenses / (income), net: | | |
| Voyage expenses | 4,467 | 2,198 |
| Vessel operating expenses | 14,112 | 10,352 |
| Vessel operating expenses – related parties | 2,312 | 1,320 |
| General and administrative expenses | 2,345 | 1,709 |
| Gain on vessel sale | - | (25,384) |
| Vessel depreciation and amortization | 17,661 | 10,067 |
| Operating income, net | 33,063 | 39,561 |
| Other income / (expense), net: | | |
| Interest expense and finance cost | (11,714) | (4,197) |
| Other (expense) / income, net | (931) | 39 |
| Total other expense, net | (12,645) | (4,158) |
| Partnership's net income | 20,418 | 35,403 |

Operating Surplus For Calculation Of Unit Distribution¹

| | | | | (\$ In Thousands) |
|--|---|----------|--|-------------------|
| | For the Three-Month Period Ended 30-Jun-22 | | For the Three-Month Period Ended 31-Mar-22 | |
| Partnership's net income | | 20,418 | | 25,149 |
| Adjustments to net income | | | | |
| Depreciation, amortization, unrealized Bonds exchange differences and change in fair value of derivatives | 20,050 | | 16,310 | |
| Amortization / accretion of above / below market acquired charters and straight-line revenue adjustments | 3,388 | | 3,118 | |
| OPERATING SURPLUS PRIOR TO CAPITAL RESERVE | | 43,856 | | 44,577 |
| Capital reserve | | (31,109) | | (31,064) |
| OPERATING SURPLUS AFTER CAPITAL RESERVE | | 12,747 | | 13,513 |
| Increase in recommended reserves | | (9,657) | | (10,467) |
| AVAILABLE CASH | | 3,090 | | 3,046 |

Common Unit Coverage: 4.1x



1. Operating Surplus is a non-GAAP measure. See Important Notice at the front of this presentation

Balance Sheet

| | | (\$ In Thousands) |
|---|------------------------|----------------------------|
| | As Of June 30, 2022 | As Of December 31, 2021 |
| Assets | | |
| Current Assets | 122,295 | 37,684 |
| Fixed Assets | 1,697,224 | 1,781,858 |
| Other Non-Current Assets | 54,990 | 65,628 |
| Total Assets | 1,874,509 | 1,885,170 |
| Liabilities and Partners' Capital | | |
| Current Liabilities | 154,931 | 130,801 |
| Long-Term Liabilities | 1,156,381 | 1,228,905 |
| Total Partners' Capital | 563,197 | 525,464 |
| Total Liabilities and Partners' Capital | 1,874,509 | 1,885,170 |

Sale of 2 x 8,266 TEU Containers



Divestment of our two oldest container vessels

| Vessel | Туре | TEU | Built | Yard | Remaining Charter | Charterer |
|------------|-------------------|-------|-------|------|-------------------|-----------|
| Archimidis | Container Carrier | 8,266 | 2006 | DSME | 1.8 Years | MSC |
| Agamemnon | Container Carrier | 8,266 | 2007 | DSME | 1.8 Years | MSC |

- Sold to an unaffiliated party taking advantage of historically high container vessels asset values
 - Total consideration: \$130.0 million
 - Carrying value^{1:} (<u>\$ 80.5 million</u>)
 - Estimated gain: \$49.5 million
- Delivery of both vessels to their new owner was concluded in July 2022
 - Gross cash proceeds²: \$102.0 million



Four Newbuilding Vessel Acquisitions With Long-Term Charters Attached



| Vessel | Туре | Capacity | Contractual Delivery | Yard | Firm Period | Optional Periods | Charterer |
|-------------------------|-------------------|-------------|-------------------------|------|-------------|-------------------------|----------------------|
| Asterix I | LNG Carrier | 174,000 CBM | Jan-23 | HHI | 5 Years | 2+2 Years | Hartree |
| Manzanillo Express | Container Carrier | 13,278 TEU | Oct-22 | HHI | 10 Years | 2 + 2 + 2 Years | |
| Itajai Express | Container Carrier | 13,278 TEU | Jan-23 | HHI | 10 Years | 2 + 2 + 2 Years | K Hapag-Lloyd |
| Buenaventura Express | Container Carrier | 13,278 TEU | May-23 | HHI | 10 Years | 2 + 2 + 2 Years | |

Vessel highlights:

- LNG Carrier: X-DF propulsion, full redundancy & simplified FGSS, Tier III compatible in gas mode, Air Lubrication System, Gas Chromatograph
- Eco, Hybrid Scrubber Fitted, Dual Fuel Ready 13,278 TEU Container Carriers: The largest reefer ships built, with 40% more nominal intake, 20% higher deadweight and 7% less consumption at service speed compared with similar designs. IMO NOx Tier III & EEDI Phase 3 compliant

| Indicative Sources (million) | | Uses (million) | |
|-------------------------------------|---------|----------------------|---------|
| Debt | \$468.0 | Asterix I | |
| Cash | \$122.0 | Manzanillo Express | |
| CPLP common units | \$7.5 | Itajai Express | \$597.5 |
| | | Buenaventura Express | |
| Total | \$597.5 | Total \$59 | |

- 8.8 years average firm period
- Charters expected to add \$580.7 million of total contracted gross revenue
- Further diversification of our client base with the addition of Hartree

Diversified Contracted Revenue¹







High Quality & Diversified Customer Base



Latest acquisitions expected to add \$580.7 million of gross contracted revenue

1. Including recently announced four vessel acquisitions and excluding the two containers sold in July 2022

2. Assumes the exercise of the first two options (total 4 years per vessel) for the three vessels on charter to BP, as the structure of the time charter party makes the exercise of these options highly likely

Strong Charter Coverage & Duration





1. Including recently announced four vessel acquisitions and excluding the two containers sold in July 2022. Assumes the exercise of the first two options (total 4 years per vessel) for the three vessels on charter to BP, as the structure of the time charter party makes the exercise of these options highly likely

Successful Issue of Second Bond with 7 Year Maturity

| Bond Highlights | | | | |
|------------------|--|--|--|--|
| Issuer | CPLP Shipping Holdings PLC | | | |
| Guarantor | Capital Product Partners L.P. | | | |
| Issue amount | €100.0 million | | | |
| Issue Price | At Par, €1,000 per note | | | |
| Issue Expenses | €3.4 million | | | |
| Maturity | 7 years | | | |
| Coupon type | Semi annual | | | |
| Coupon | 4.40% | | | |
| Type of Notes | Common, bearer, dematerialized Notes | | | |
| Listing Exchange | Fixed Income Securities category / Regulated market of ATHEX | | | |

3.6 TIMES OVERSUBSCRIBED

Bond Issue – Key Terms



Undertakings

Inter alia:

- Corporate transformations permitted under certain conditions (incl. meeting the Financial Covenants of the Guarantor).
- The Issuer & the Guarantor will not change the shareholder structure of the Issuer (100% subsidiary of the Guarantor).
- The Guarantor must remain listed in the Nasdaq Stock Market or another regulated market.
- The Issuer, the Guarantor and their Subsidiaries or any of their subsidiaries shall fully insure their vessels for an amount at least equal to their value for specific risks.
- The Guarantor may proceed to contributions (of any type) to its unitholders on the basis of pro-forma calculations up to an amount that will not result in breach of any Financial Covenant.

Financial Covenants (Guarantor)

- Net Debt $^{(1)}$ / Market value adjusted total assets ≤ 0.75
- Adjusted EBITDA / Net interest expenses ≥ 2.0
- (1) For the purpose of Net Debt calculation, Cash and Cash Equivalents includes all cash and cash equivalents and restricted cash and investment grade securities.
- (2) Calculated as market value adjusted total assets minus total liabilities.

Debt Service Reserve Account (DSRA)

The Issuer should maintain a pledged DSRA. The DSRA components are:

- A fix amount of €100,000
- 50% of any Guarantor's cash disbursements, to any of its' unitholders (e.g., dividends) exceeding USD 20mn p.a., capped to 1/3 of the par value of the Bonds outstanding. When Guarantor's market value adjusted net worth⁽²⁾ (MVAN) < USD300mn then the difference between the MVAN and the USD300mn should be passed on to the DSRA (capped to 1/3 of the par value of the Bonds outstanding).

Call Option

| Year | Premium |
|------|------------------|
| Y3&4 | 1.5% * par Value |
| Y5 | 0.5% * par Value |
| Y6 | 0.0% * par Value |
| | |

The Issuer, can exercise its right for early redemption, in part or in full. In case of partial redemption, the par value of called Bonds must be at least \notin 10mn whilst the par value of Bonds outstanding may not be less than \notin 50mn.

Debt Maturities Overview¹





LNGC Market Developments

- The LNG spot market started the quarter soft, but charter rates have risen recently due to energy security concerns, high gas prices and charterers' increased appetite for tonnage. The Freeport shutdown, expected to last until 4Q2022, has weighed on freight rates as of late
- Term rates have reached all time highs, sitting at \$165k/day for a 1-year deal for a 2-stroke vessel
- 72 vessels were fixed on period charters in 2Q2022
- Gas prices increased in 2021 and have remained at extraordinary levels in 2022 with TTF price averaging \$34.2/mmbtu
- Due to high gas prices, the premium for a modern 2-stroke vessel with low boil-off and reliquefication system is more than \$30k/day, and expected to remain high
- Global LNG trade is projected to grow by 5.3% to 400mt this year, mainly driven by US supply. LNG tonne-mile growth is projected at 3.1%, with increased US exports to Europe reducing the average haul
- Newbuild contracting remains high with 54 newbuild orders placed in 2Q2022 and 94 orders year to date
- Orderbook currently stands at 39.8% of the total fleet. Shipyards have no slots left for 2024 and 2025, with few slots available for 2026
- Newbuilding prices continue to rise currently estimated at excess \$240 million per vessel



45%

40%

35%

30%

25%

20%

15%

10%

5%

0%

CAPITAL

Container Charter Market Review

- Market sentiment and activity during most of 1H2022 was positive, but few fixtures were concluded. This is due to a more conservative approach by charterers when securing long-term tonnage, and to a shortage of prompt ships
- The benchmark for a standard 8,500 TEU vessel, for a 48-52 month period with forward delivery, remains for now \$55,000 per day
- SCFI index fell by more than 10% in 2Q2022 compared to 1Q2022. Spot freight rates, despite the recent softness, remain at high levels: the rate on the Far East-USWC for example is at ~\$7,500/FEU, just below Feb-March highs of over \$8,500/FEU, but higher compared to 2021 y-o-y average
- 96 ships of 0.7m TEU were ordered in 2Q2022 compared to 150 ships of 0.9m TEU in 1Q2022. The orderbook stands at 27.8% of the total fleet
- No vessels scrapped in 1H2022
- Fleet growth is expected to remain moderate at 3.4% in 2022, accelerating to 8.2% in 2023, while global container trade growth is expected flat in 2022 and 2.3% in 2023
- The IMF has reduced global GDP growth forecast for 2022 to 3.2% from 3.6% in April







Source: Clarksons

% growth

15%

Dropdown Opportunities



Right of First Offer:

| Vessel Name | Туре | TEU / CBM | Delivery | Yard | Charterer |
|-------------|-------------|-------------|----------|------|-----------|
| Amore Mio | LNG Carrier | 174,000 CBM | Oct-23 | HHI | - |
| Axios II | LNG Carrier | 174,000 CBM | Dec-23 | HHI | - |

Additional Opportunities:

| Vessel Name | Туре | TEU / CBM | Delivery | Yard | Charterer |
|-------------|-------------|-------------|----------|------|-----------|
| Hull-3341 | LNG Carrier | 174,000 CBM | May-24 | HHI | - |
| Hull-3342 | LNG Carrier | 174,000 CBM | Jun-24 | HHI | - |
| Hull-8140 | LNG Carrier | 174,000 CBM | Jul-24 | HHI | - |
| Hull-8198 | LNG Carrier | 174,000 CBM | Jan-26 | HHI | - |
| Hull-8199 | LNG Carrier | 174,000 CBM | Mar-26 | HHI | - |

- Significant LNG growth opportunities
- All vessels are open for employment in a rising market
- Ultra modern, energy efficient fleet with reduced carbon footprint



PRODUCT PARTNERS L.P.

Capital Product Partners L.P.

