



# First Quarter 2013 Earnings Presentation

April 30, 2013

## Capital Product Partners L.P.

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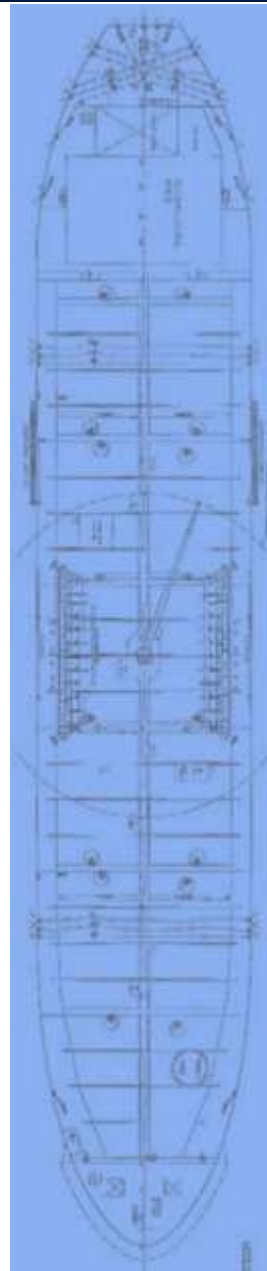
# Disclosures

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. All statements, other than statements of historical facts, including our cash flow outlook, expected employment terms for our vessels and anticipated expiration of our charters, expectations regarding our quarterly distribution and annual distribution guidance, total fleet day coverage for 2012 and 2013, expected orderbook supply and slippage, fleet growth and demand, changes in expected global oil and oil product demand and changes to refining capacity, the outcome of legal proceedings involving Overseas Shipholding Group ("OSG") and the actions of OSG and other parties, global GDP growth as well as market expectations, 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 and other reports filed with the U.S. Securities and Exchange Commission, a copy of which can also be found on our website [www.capitalpplp.com](http://www.capitalpplp.com). 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 units.

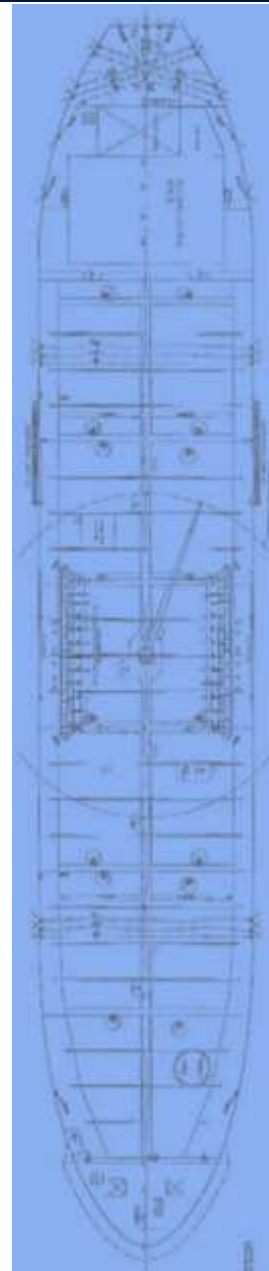
In addition, this presentation contains unaudited financial information related to the balance sheet of our Sponsor, Capital Maritime & Trading Corp. The information provided has not been prepared by us and is for indicative purposes only. Neither we nor any of our directors or officers warrant, or in any way accept liability for, the accuracy or completeness of such information and disclaim any obligation, unless required by law, to update or revise any such information.

For more information about the Partnership, please visit our website: [www.capitalpplp.com](http://www.capitalpplp.com)



# First Quarter 2013 Results Highlights

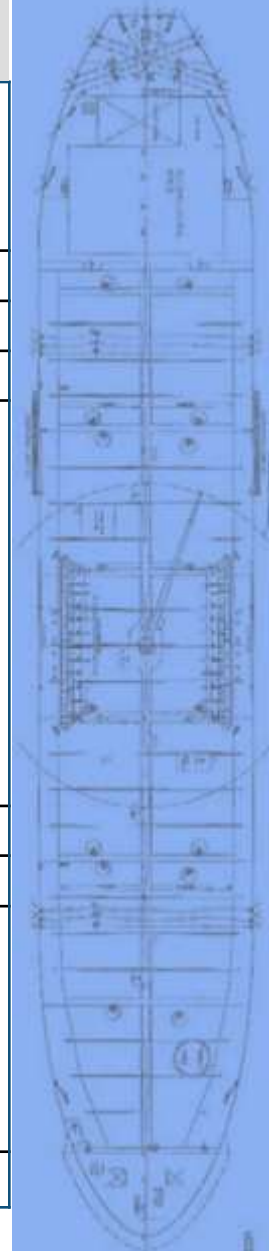
- **Cash Distribution For 1Q2013: \$0.2325 Per Common Unit And \$0.21375 Per Class B Unit.**
- **Partnership's Operating Surplus Of \$22.6 Mil Or \$17.3 Mil Adjusted For Class B Unit Distribution.**
- **Issued In March 2013 An Additional 9.1 Mil Class B Preferred Units ('Class B Units') With Fixed Quarterly Distribution Of \$0.21375 Per Class B Unit.**
- **Proceeds From Issuance Of Class B Units Together With \$54 Mil Debt, Were Used For the Acquisition Of 2 x Eco Type 5,023 TEU Built 2013 With 12 Year Charters At \$29,350 Gross Per Day To Hyundai Merchant Marine Co. Ltd ('HMM').**
- **M/T 'Agamemnon II' Fixed To Capital Maritime & Trading Corp. ('CMTC') At An Increased Rate Of \$14,500 Per Day For 12 Months (+/- 30 Days).**
- **CPLP Agreed With OSG To Enter Into New Charters While Maintaining Its Rights To Make Claims.**
- **Average Remaining Charter Duration 7.1 Years With 88% Charter Coverage Of The 2013 Available Fleet Days.**
- **Reiterate \$0.93 Per Unit Annual Distribution Guidance.**



# Income Statement

(\$ In Thousands)

	For the Three- Month Period Ended March 31, 2013	For the Three- Month Period Ended March 31, 2012
Revenues	\$26,511	\$23,659
Revenues – related party	13,454	16,180
<b>Total Revenues</b>	<b>39,965</b>	<b>39,839</b>
<b>Expenses:</b>		
Voyage expenses	1,772	2,822
Voyage expenses – related party	80	140
Vessel operating expenses – related party	4,297	7,290
Vessel operating expenses	8,299	4,791
General and administrative expenses	2,601	2,288
Gain on sale of vessel to third parties	-	(956)
Depreciation	11,867	12,195
<b>Operating income</b>	<b>11,049</b>	<b>11,269</b>
<b>Gain from bargain purchase</b>	<b>17,475</b>	-
Non operating income (expense), net		
Interest expense and finance cost	(3,715)	(8,829)
Gain on interest rate swap agreement	4	640
Interest and other income	200	145
<b>Total other expense, net</b>	<b>(3,511)</b>	<b>(8,044)</b>
<b>Partnership's net income</b>	<b>\$25,013</b>	<b>\$3,225</b>

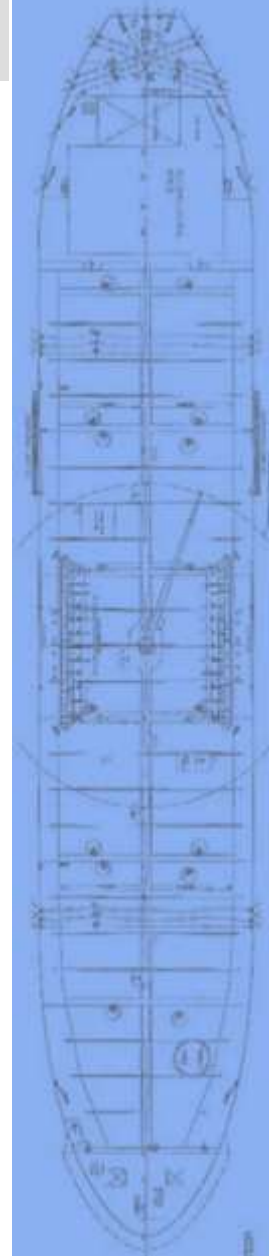


# Operating Surplus For Calculation Of Unit Distribution

(\$ In Thousands)

	For the Three-Month Period Ended March 31, 2013		For the Three-Month Period Ended December 31, 2012	
Net income / (loss)		\$25,013		\$(35,007)
<b>Adjustments to net income</b>				
Depreciation and amortization	13,119		12,833	
Deferred revenue	1,910		1,486	
Gain from bargain purchase	(17,475)		-	
Vessels Impairment Charge	-		43,178	
<b>OPERATING SURPLUS PRIOR TO CLASS B PREFERRED UNITS DISTRIBUTION</b>		<b>\$22,567</b>		<b>\$22,490</b>
Class B preferred units distribution		(5,270)		(3,325)
<b>ADJUSTED OPERATING SURPLUS</b>		<b>\$17,297</b>		<b>\$19,165</b>
Increase on recommended reserves		(839)		(2,707)
<b>AVAILABLE CASH</b>		<b>\$16,458</b>		<b>\$16,458</b>

**Common Unit Coverage: 1.1x**

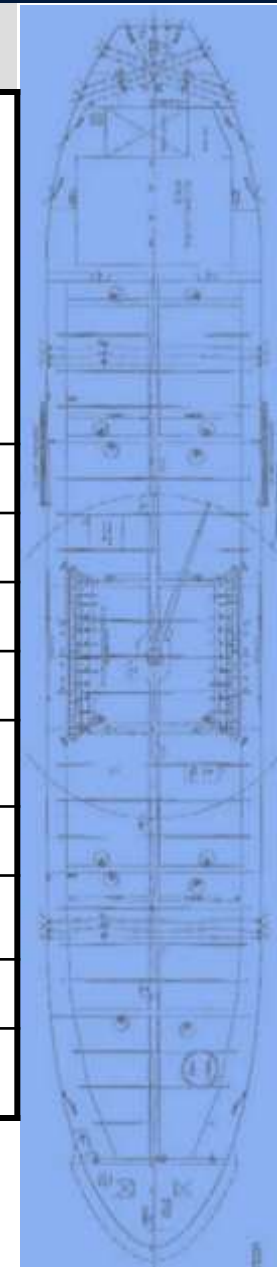


# Balance Sheet

(\$ In Thousands)







	<u>As Of</u> <u>March 31, 2013</u>	<u>As Of</u> <u>December 31, 2012</u>
<b>Assets</b>		
<b>Total Current Assets</b>	<b>\$47,383</b>	<b>\$49,489</b>
<b>Total Fixed Assets</b>	<b>1,055,683</b>	<b>959,550</b>
<b>Other Non-Current Assets</b>	<b>98,621</b>	<b>61,089</b>
<b>Total Assets</b>	<b>\$1,201,687</b>	<b>\$1,070,128</b>
<b>Liabilities and Partners' Capital</b>		
<b>Total Current Liabilities</b>	<b>\$39,658</b>	<b>\$35,773</b>
<b>Total Long-Term Liabilities</b>	<b>508,828</b>	<b>460,527</b>
<b>Total Partners' Capital</b>	<b>653,201</b>	<b>573,828</b>
<b>Total Liabilities and Partners' Capital</b>	<b>\$1,201,687</b>	<b>\$1,070,128</b>

**Net Debt/Capitalization 39.7%**





# Fleet Overview

<u>VESSEL NAME</u>	<u>DWT / TEU</u>	<u>CHARTERER</u>	<u>YEAR/BUILT</u>	<u>TYPE OF VESSEL</u>
AMORE MIO II	159,982		2001, S. Korea	Crude Oil Suezmax
AYRTON II	51,260		2009, S. Korea	IMO II/III Chem./Prod.
AGAMEMNON II	51,238		2008, S. Korea	IMO II/III Chem./Prod.
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
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
AXIOS	47,872		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
AVAX	47,834		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
APOSTOLOS	47,782		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
AKERAIOS	47,781		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
AGISILAOS	36,760		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
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		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
ARISTOTELIS II	51,226		2008, S. Korea	IMO II/III Chem./Prod.
ARIS II	51,218		2008, S. Korea	IMO II/III Chem./Prod.
MILTADIS M II	162,397		2008, S. Korea	IMO II/III Chem./Prod.
ASSOS	47,872		2006, S. Korea	Crude Oil Suezmax
ATROTOS	47,786		2006, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
ANEMOS I	47,782		2007, S. Korea	Ice Class 1A IMO II/III Chemical/ Product
CAPE AGAMEMNON	179,221		2010, S. Korea	Capesize Dry Cargo
AGAMEMNON	7,943		2007, S. Korea	Container Carriers
ARCHIMIDIS	7,943		2007, S. Korea	Container Carriers
HYUNDAI PREMIUM	5,023		2013, S. Korea	Container Carriers
HYUNDAI PARAMOUNT	5,023		2013, S. Korea	Container Carriers

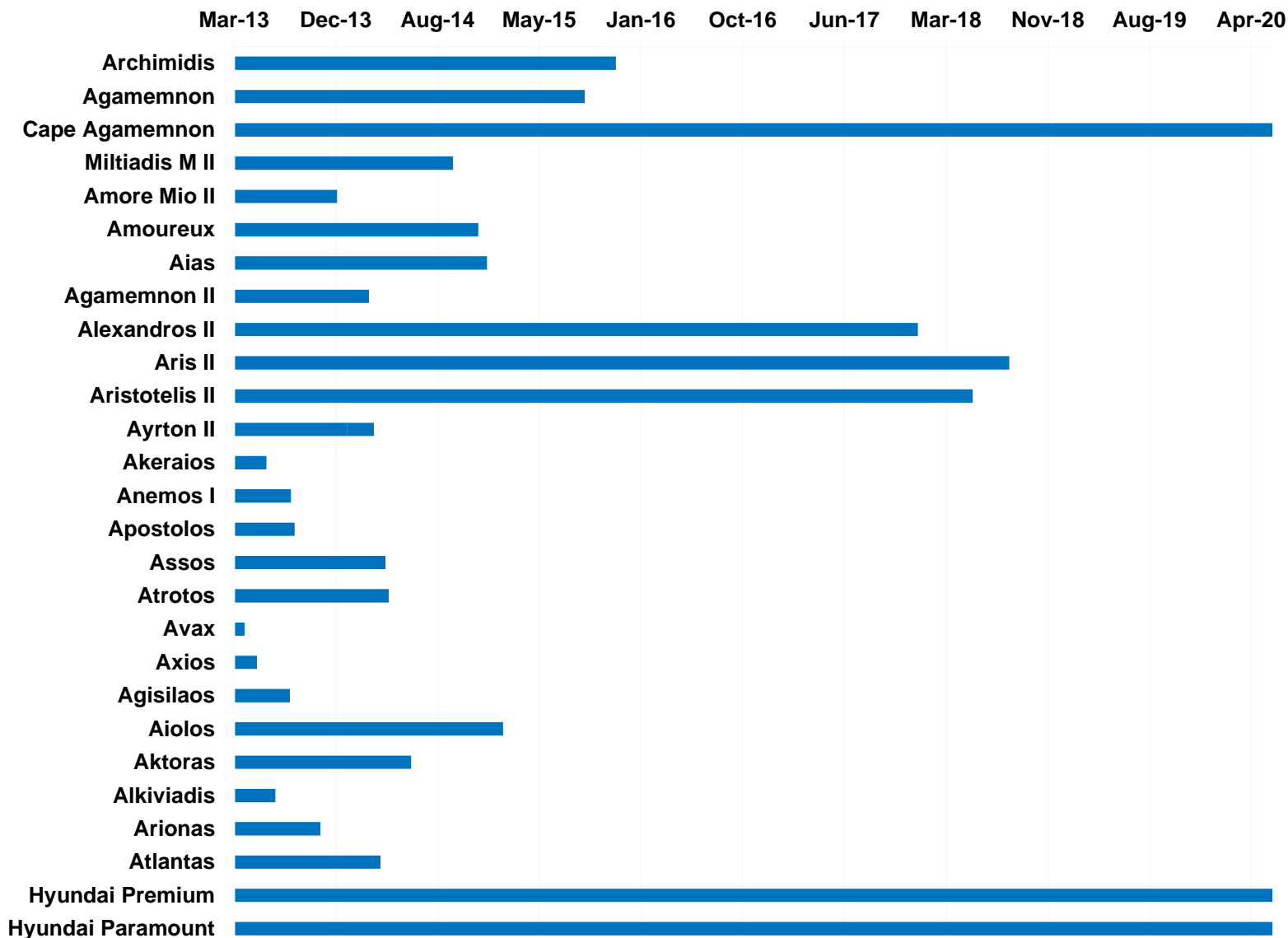


□ 27 Vessels – 2.0 Million DWT

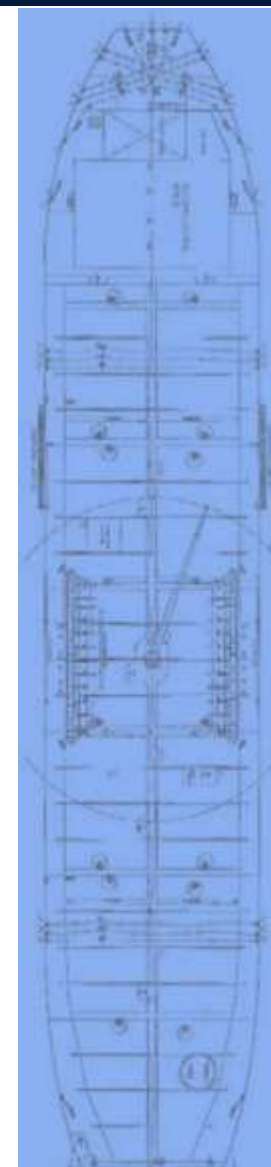
□ 5.7 Years Weighted Average Fleet Age <sup>(1)</sup>

(1) As of 31/3/2013

# Charter Coverage



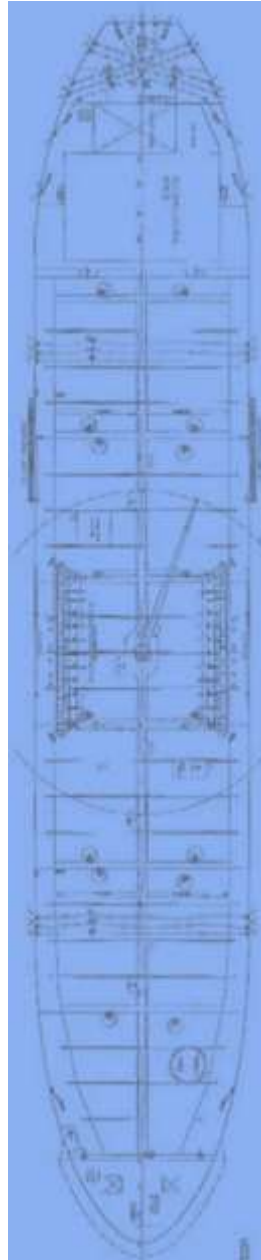
**Total Fleet Days With Secured Charter Coverage In 2013: 88%**  
**Average Remaining Charter Duration: 7.1 Years\***



\* Revenue Weighted As of 31/03/2013



# Capital Maritime & Trading/Capital Ship Management

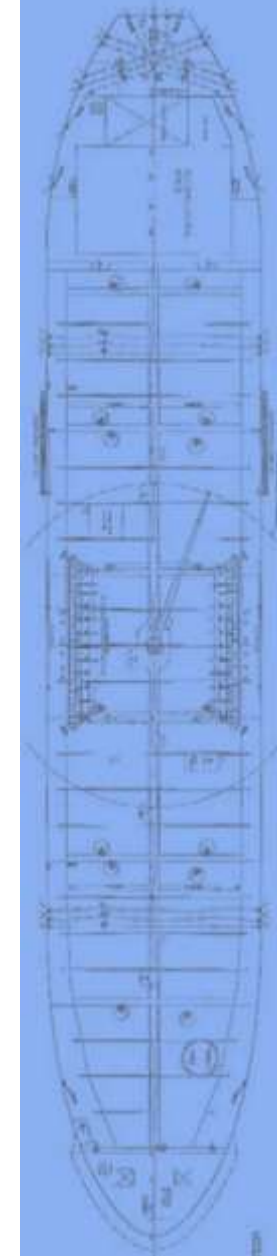


- **Operational And Technical Expertise:** CSM Enjoys An Excellent Operational, Safety And Environmental Track Record And Is Recognized By Tanker, Dry Bulk And Container Charterers, Suppliers And Shipyards Worldwide.
- **Competitive OPEX Compared To Industry Benchmarks.**
- **Operated On Average 32.4 Vessels Over Last 5 Years With Total Of Over 59,000 Operating Days.**
- **Minimum Off-hire: 0.4% Of Available Days Since 2008.**
- **Highly Experienced Onshore Personnel With Average Of Ca. 30 Years Of Experience For Fleet Managers.**
- **Experienced Crews With Retention Rate Over 90%.**
- **Crews Sourced Mainly From Owned Or Affiliated Manning Agencies In Romania, Russia And The Philippines.**
- **Quality Assurance Certified With Lloyds For Environmental, HSSE, Quality and Management Systems.**
- **Innovative ERP Program (Based On Microsoft Platform) Fully Customized To Company's Needs.**
- **Emphasis On Team Attitude, Special Attention To A Strong Office-Vessel Relationship.**
- **Continuous Identification And Monitoring Of Commercial And Technical Developments In The Shipping Industry: Bunkers Consumption, Eco Type Designs, Future Regulation Etc.**



# Acquisition Of 2 x 5,023 TEU Container Vessels

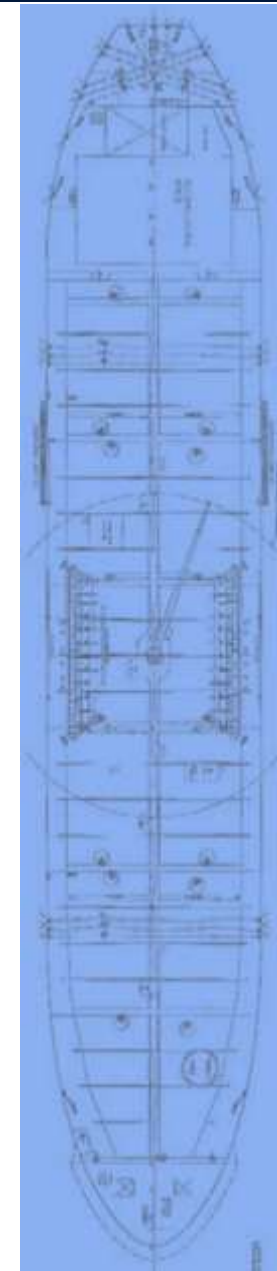
- The Partnership acquired 2 x 5,023 TEU Eco Type, Wide Beam, Fuel Efficient Newbuilding Container Vessels for \$130.0 Mil from CMTC.
- M/V 'Hyundai Premium' Delivered To CPLP On 20 March 2013 And M/V 'Hyundai Paramount' on 27 March 2013.
- Both Vessels Are Employed With HMM At A Gross Day Rate Of \$29,350 Per Day With A Charter Duration Of 12 Years
  - HMM is a Publicly-Listed Global Logistics Company With Approximately 160 <sup>(1)</sup> Operating Vessels.
- Vessel Specifications:
  - New Generation Eco Type, Wide Beam And Fuel Efficient Design
  - Builder: Hyundai Heavy Industries
  - Flag: Liberia
  - Capacity: 5,023 TEU
  - Reefer Capacity: 770 Plugs
  - Main Engine: Hyundai-Wartsila 6RT-Flex82T
  - Max. Speed: 21.9 Kn



(1) Source: ICAP Shipping Ltd as of February 6, 2013

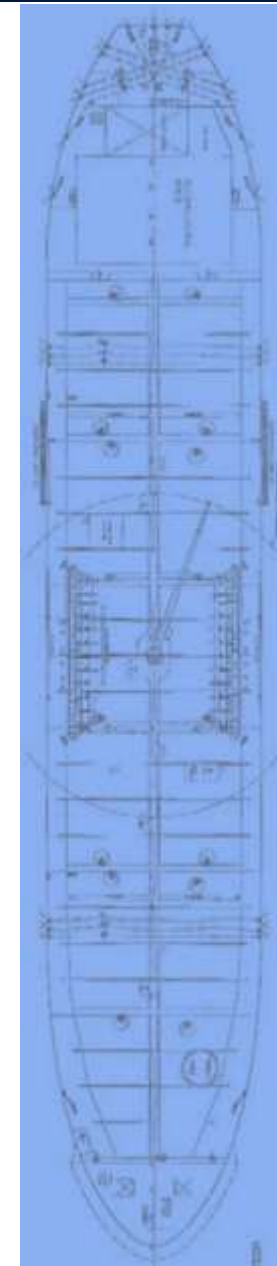
# Transaction Highlights For Acquisition Of 2 x 5,023 TEU

- **Total Consideration Of \$130.0 Mil Financed By :**
  - **\$75.1 Mil With Additional CPLP Class B Units Issued To Existing Shareholders: Kayne Anderson Capital Advisors, Oaktree Capital Management And CMTC;**
  - **\$54.0 Mil With The Existing Undrawn Credit Facility; And**
  - **Part Of Partnership's Cash Balances.**
- **Transaction Value Approximates The Sponsor's Cost For The Two Vessels.**
- **The Acquisition Provides Several Benefits, Including:**
  - 1. Generates Incremental Distributable Cash Flow**
  - 2. Further Diversifies CPLP's Counterparties**
  - 3. Significantly Extends Charter Durations**
  - 4. Provides Greater Visibility To The Sustainability And Potential Future Growth Of The Current \$0.93 Per Unit Annual Distribution**
  - 5. Further Demonstrates Management's And The Board Of Directors' Commitment To Continue To Grow CPLP**
  - 6. Continues Commitment From The Sponsor To Invest And Support The Partnership**



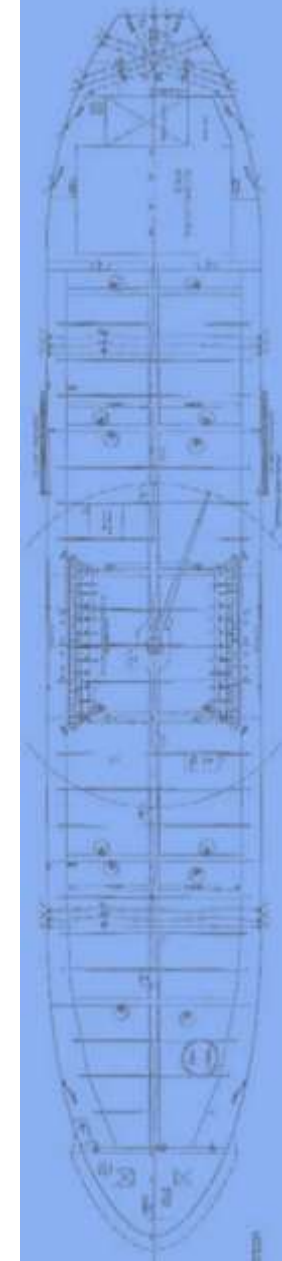
# Acquisition Of 2 x 8,000 TEU Container Vessels

- **Acquired On 22 December 2012 From CMTC:**
  - **M/V 'Archimidis' (7,943TEU, Built 2006 Daewoo Shipbuilding, S. Korea)**
  - **M/V 'Agamemnon' (7,943TEU, Built 2007 Daewoo Shipbuilding, S. Korea).**
- **Both Vessels Employed To Maersk Line At A Gross Day Rate Of \$34,000 Per Day With Earliest Redelivery In October 2015 And July 2015, Respectively.**
- **Maersk Line Has The Option To Extend The Charter Of Both Vessels For An Additional 4 Years At A Gross Day Rate Of \$31,500 And \$30,500 Per Day Respectively For The 4<sup>th</sup> And 5<sup>th</sup> Year And \$32,000 Per Day For The Final Two Years.**
- **If All Options Were To Be Exercised, The Employment Of The Vessels Would Extend To July 2019 For The M/V 'Agamemnon' And December 2019 For The M/V 'Archimidis.'**
- **Consideration For The Acquisition:**
  - **M/T 'Alexander The Great' (297,958 Dwt, Built 2010 Universal Shipbuilding Corporation, Japan).**
  - **M/T 'Achilleas' (297,863 Dwt, Built 2010 Universal Shipbuilding Corporation, Japan).**
- **The Transaction Was Unanimously Recommended By The Partnership's Conflicts Committee And Unanimously Approved By The Partnership's Board.**



# Successfully Renegotiated OSG Charters

- **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.**
- **For M/T Aristotelis II and M/T Aris II The New Charter Rate Is Effective Retroactively From 1 March 2013.**
- **For M/T Alexandros II, Which Was Delivered Back To CPLP On 22 January 2013, The New Charter Will Commence Upon Completion Of The First Special Survey Expected In Early May 2013.**
- **CPLP Reserves Its Rights To Make Claims As A Result Of The Breach Of The Original Charters.**

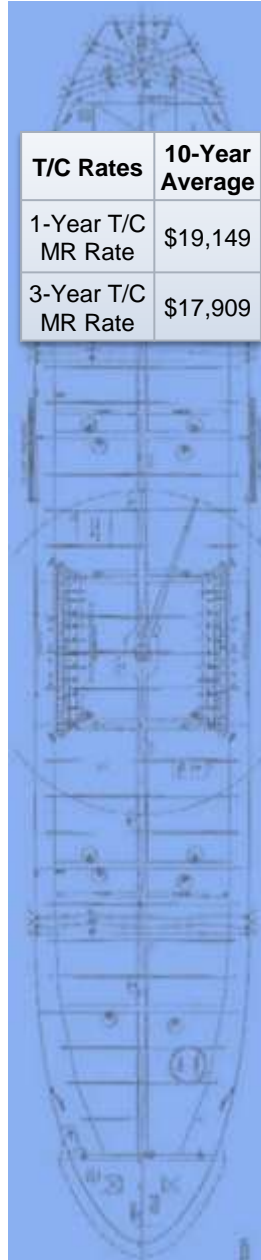
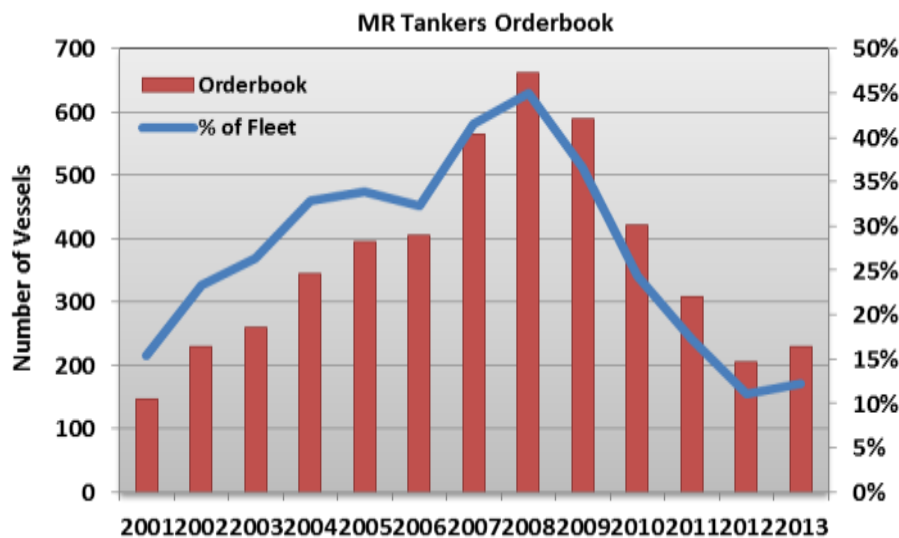
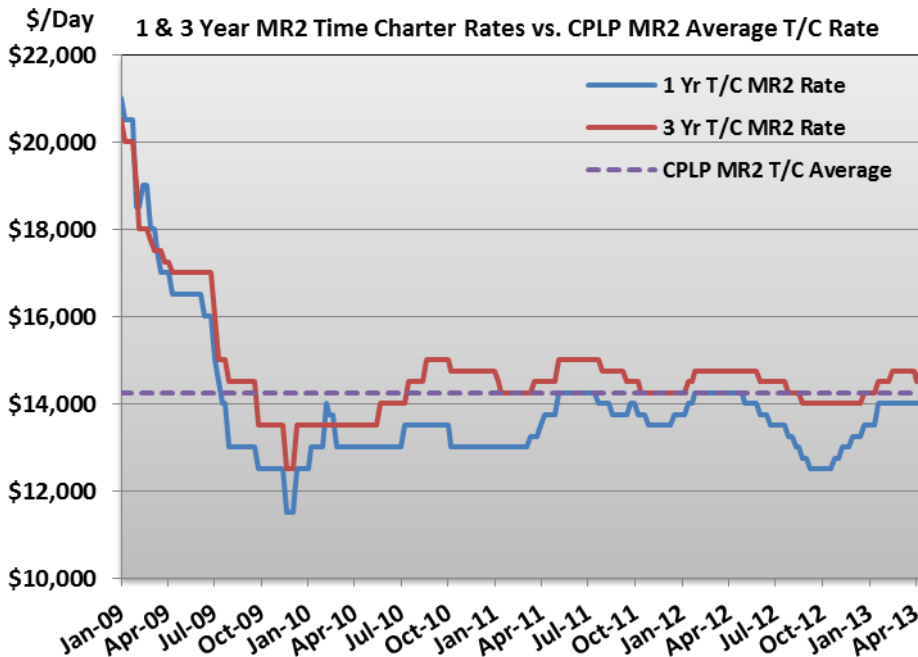




# Product Tanker Market Overview

- MR Spot Product Tanker Market Remained Robust During 1Q2013 Due To Arbitrage Opportunities In The Atlantic, South American And West African Demand And Increased US Products Exports.
- Active MR Time Charter Market In 2012, With Nearly 190 Fixtures Reported, Up From 85 In 2011.
- Increased Period Charter Activity Continued Into 1Q2013 At Slightly Higher Levels Due to Robust Spot Market.
- 2013 Demand Growth Is Supported By Structural Changes In The Refinery Industry Expected To Lead To Increased Long-Haul Product Movements From Asia And The Middle East To The West:
  - 2.8mbpd And 2.5mbpd Of Refinery Capacity Is Forecast To be Added In 2013 - 2015 In Asia And The Middle East, Respectively.
  - Product Tanker DWT Demand Is Forecast To Rise By 4.6% in 2013, Surpassing Expected Fleet Growth Of 3.3%.
  - Orderbook (2013-2017) For MR Tankers Remains Low At 12.2% Of Total Fleet.
  - Slippage Remains At Elevated Levels At 57% (2012) And 33% (1Q2013).

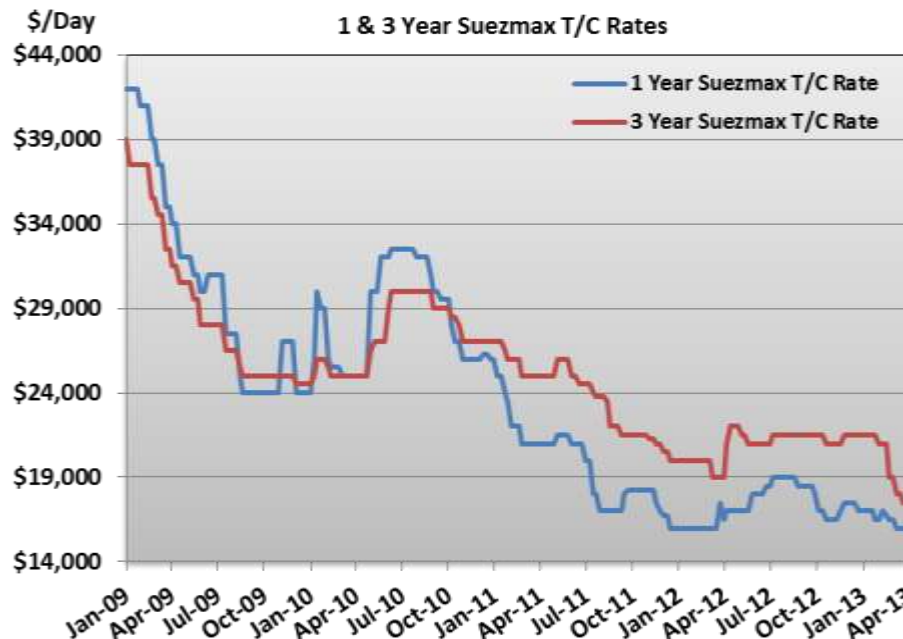
Sources: IEA, Clarksons





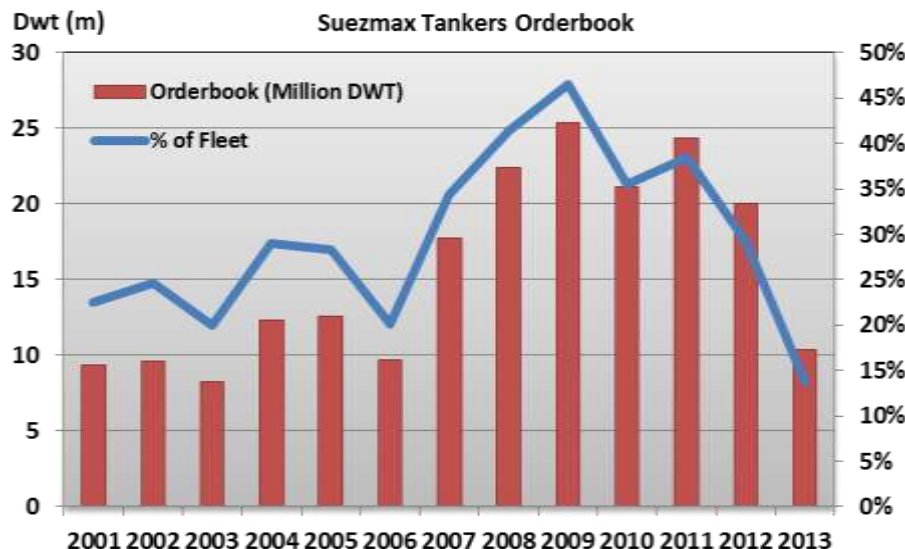
# Suezmax Tanker Market Overview

- Depressed Spot Rates For Most Of 1Q2013 Due To Ample Availability Of Tonnage And Weaker US Oil Imports.
- World Oil Demand Is Projected To Rise by 0.9%, or 795 kb/d, To 90.6 mbd In 2013, According To The IEA.
- Suezmax DWT Demand Expected To Increase By 4.3% In 2013, Driven By Increasing Market Share On Traditional Aframax Routes Owing To Economies Of Scale.
- Net Fleet Growth For 2013 Expected At 7.4%. However, Supply Rationalization Continues:
  - 2013 Marks The Last Year Of Substantial Deliveries.
  - Suezmax Tanker Orderbook Corresponding To 13.8% Of Current Fleet.
  - Slippage Remained Elevated At 34% In 2012 And Is Projected To Remain High Due To Market Weakness And Scarcity Of Ship Finance.
  - Robust Suezmax Demolition In 2012: 3.2m DWT Or 4.4% Of Fleet (Highest Since 2002).



**Suezmax T/C Rates – 10 Year Average**

1-Year Rate	\$33,899
3-Year Rate	\$30,866



# Capital Product Partners L.P.

