# **MPC CONTAINER SHIPS**

# **Q1 2019 – Earnings Presentation**





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Q1 2019 Earnings Presentation AGENDA

## 1) Highlights Q1 2019

2) Market Update

3) Outlook

4) Appendix



### HIGHLIGHTS Q1 2019

#### FINANCIAL PERFORMANCE

• Revenue: USD 46.7m (Q4 2018: USD 52.5m)

• EBITDA adj.<sup>1</sup>: USD 6.9m (Q4 2018: USD 9.7m)

• Op. Cash Flow adj.<sup>2</sup>: USD 7.0m (Q4 2018: USD 9.3m)

#### **OPERATIONAL PERFORMANCE**

- Fleet utilization<sup>3</sup>: 90% (Q4 2018: 89%)
- Average TCE: USD 9,240 per day (Q4 2018: USD 9,991 per day)
- Average EBITDA adj.: USD 1,277 per vessel per day (Q4 2018: USD 1,720 per vessel per day)

#### STRONG BALANCE SHEET

- Total Assets: USD 704.7m
- Cash: USD 46.6m
- Leverage: 34%
- Equity ratio: 63%

4 <sup>3</sup> excluding dry-dock days



### HIGHLIGHTS Q1 2019

#### FLEET / INVESTMENT / DEBT CAPACITY

- 69 vessels with a total capacity of ~135,800 TEU owned by MPCC<sup>1</sup>
- Due to a grounding the AS FORTUNA has been declared a constructive total loss in Q2 2019
- IMO 2020 preparations on-going; first of 10 scheduled scrubber installations to commence in May 2019
- MPCC entered into a USD 40 million three-year revolving credit facility agreement with CIT Group at attractive terms
- Repurchased 169,956 treasury shares through a share buy-back programme

### CONTAINER MARKET

- For 2019, demand projections at 3.6% amid increased economic and geopolitical uncertainties, while supply growth very limited at estimated 2.7%
- Idle fleet currently at 1.4%, down from 4.0% in March
- The charter market continues to evolve positively, in particular for larger tonnage
- The number of concluded transactions on the containership sale and purchase market remained subdued
- Newbuilding prices remain stable with very few projects currently announced
- Boxship deliveries dropped to their lowest level in more than 10 years in 2019
- Demolition in Q1 2019 totaled nearly three times the capacity recycled in the same period of 2018
- The number of ships in operation or on order with scrubbers fitted has nearly doubled over the past six months to ca. 3,200



### FINANCIALS – OVERVIEW Q1 2019

#### BALANCE SHEET AS PER 31 MARCH 2019

	31/03/2019	31/12/2018
Assets	704.7	722.1
Non-current Assets	625.9	633.7
Current Assets	78.8	88.4
thereof Cash & Cash Equivalents	46.6	60.2
Equity and liabilities	704.7	722.1
Equity	446.3	459.2
Non-Current Liabilities	239.3	244.8
Current Liabilities	19.1	18.1
Equity ratio	63.3%	63.6%
Leverage ratio <sup>1</sup>	34.3%	34.3%

#### CASH FLOW STATEMENT Q1 2019

	Q1 2019	Q4 2018
Cash at beginning of period	60.2	67.7
Operating Cash Flow	0.7	8.8
Operating cash flow adjusted <sup>2</sup>	7.0	9.3
Financing Cash Flow	-3.6	-5.0
Investing Cash Flow	-10.7	-11.2
Cash at end of period	46.6	60.2

#### PROFIT AND LOSS Q1 2019

		Q1 2019	Q4 2018
Operating revenues		46.7	52.5
Gross Profit		7.2	11.8
EBITDA adjusted <sup>2</sup>		6.9	9.7
Profit/Loss for the period		-7.7	-5.1
Avg. number of vessels		60	61
Ownership days		5,400	5,612
Trading days		4,831	4,871
Utilization <sup>3</sup>		90%	89%
Time charter revenue <sup>2</sup>	USD per trading day	9,240	9,991
EBITDA <sup>2</sup>	USD per ownership day	1,277	1,690
OPEX <sup>2</sup>	"	5,274	4,927
EPS (diluted)	USD	-0.09	-0.06

<sup>1</sup> Long-term and short-term interest-bearing debt divided by total assets

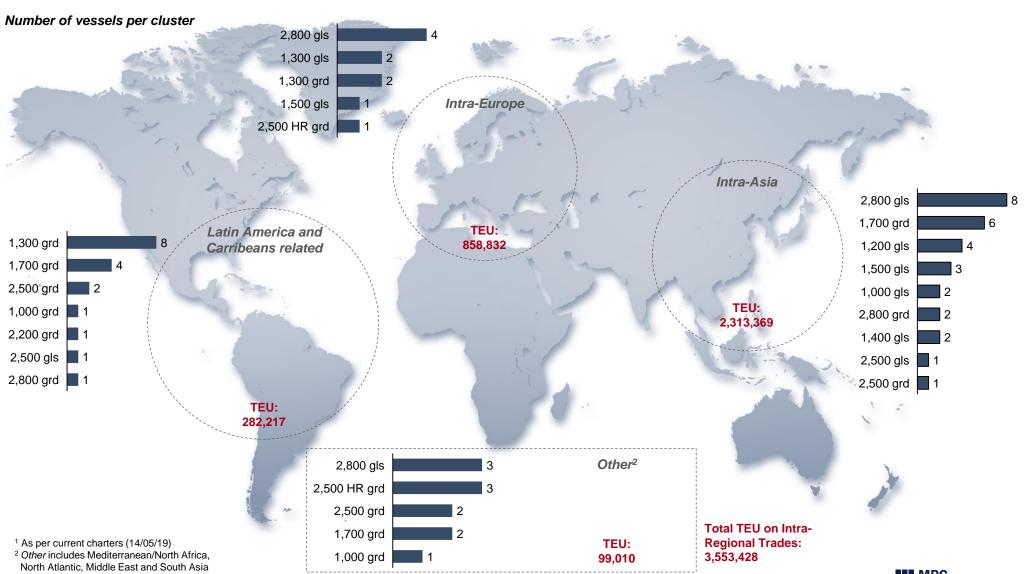
<sup>2</sup> Operating cash flow adjusted for working capital normalisation and other non-recurring effects. Q1 2019 EBITDA adjusted for non-recurring effects USD 4.7m

<sup>3</sup> Excluding dry-dock days



### MPCC FLEET – REGIONAL AND SIZE DISTRIBUTION

#### REGIONAL DEPLOYMENT HEAT MAP OF MPCC FLEET<sup>1)</sup>



MPC CONTAINER SHIPS

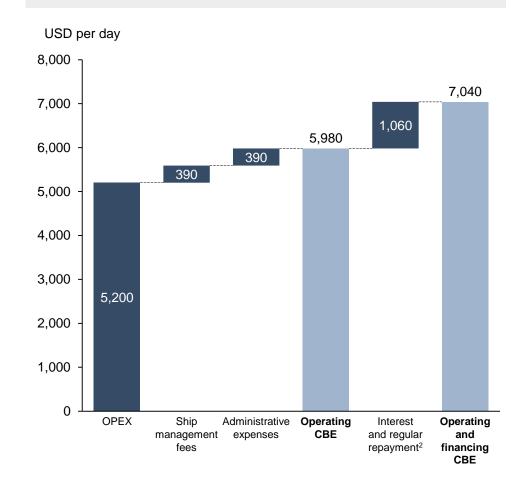
### MPCC FLEET – UPSIDE POTENTIAL AND LOW CASH BREAK-EVEN

in USDm Upside to newbuilding parity 1,143 +83% +137% 626 482 261 Implied fleet valuation Newbuilding parity Book value @share price NOK (31/03/19) May 2019 29.2

HIGH UPSIDE TO NEWBUILDING PARITY



**INDUSTRY LOW CASH BREAK-EVEN<sup>1</sup>** 



<sup>1</sup> blended and normalised estimates based on 61 fully consolidated vessels, excluding CAPEX of USD ~800 per day (dry docking, maintenance), excluding scrubber and BWTS <sup>2</sup> interest and regular repayments based on existing debt facilities as of 31/03/2019

8 Sources: Clarksons Research (May 2019), Company



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### MARKET UPDATE – SUPPLY AND DEMAND OUTLOOK

#### Container net fleet growth — Container trade growth 10% 7,9% 7,9% 6,6% 5.9% 5,7% 5,6% 5,5% 7,8% 4,4% 5% 3,9% 5,1% 3,8% 3,6% 5,2% 4,2% 3,4% 3,1% 2,7% 2,0% 1,3% 0% 2011 2012 2013 2014 2015 2016 2017 2018 2019e 2020e

#### SUPPLY AND DEMAND BALANCE IN CONTAINER SHIPPING

Sources: Clarksons Research (May 2019)

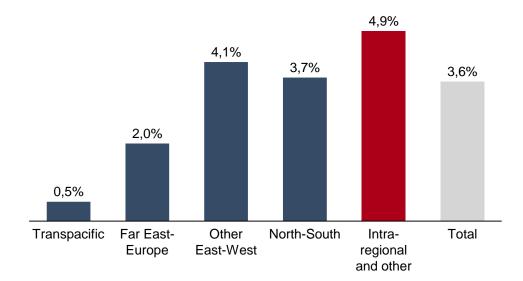
#### COMMENTS ON SUPPLY AND DEMAND OUTLOOK

- Demand: Relatively healthy container trade growth projected despite increasing geopolitical and economic risks
- Supply: Significant slowdown of net fleet growth based on lower scheduled newbuilding deliveries and higher scrapping expectations
- Additional positive impacts to the supply side due to IMO 2020, e.g. off-hire for retrofits, tank cleaning and slow steaming

Despite various risks, fundamental supply and demand outlook remains positive for 2019 and 2020



### MARKET UPDATE – SUPPLY AND DEMAND OUTLOOK

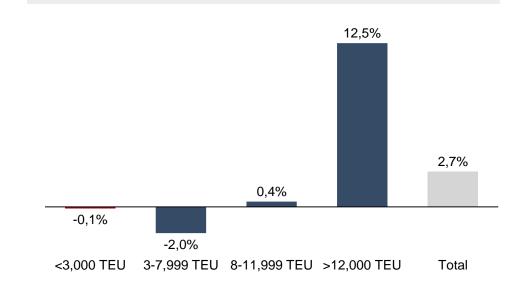


#### DEMAND: ESTIMATED TRADE GROWTH IN 2019

#### COMMENTS ON DEMAND

- Major downside risks to demand projections from potential increase in tariffs, especially for Transpacific trade
- Impact of current tariffs estimated at -0.2% container trade growth
- Transpacific trade volume growth projection has been downgraded following the escalation of the US-China trade frictions
- Intra-Asian growth facing risks related to economic development in China and/or slower global economic growth
- Whilst growth on mainhaul trades has been low in Q1 2019, intermediate and regional trades have seen better growth rates

#### SUPPLY: ESTIMATED FLEET GROWTH IN 2019



#### COMMENTS ON SUPPLY

- Increased contracting of feeder vessels in 2018, but distinct ordering gap between 3,000 and 12,000 TEU
- Feeder scrapping has picked up in Q4 2018 and continues at rapid pace in Q1 2019
- IMO 2020 expected to have impact on effective supply due to ships being taken out of service for scrubber installations or tank cleaning in 2019, as well as potentially slow steaming in 2020 due to increased bunker prices



### MARKET UPDATE – INTRA-REGIONAL CONTAINER TRADE

Global Container Trade (2018) 196 million TEU	Intra-Regional Non-Mainlane E-W North-South Mainlane
Global Trade, CAGR 2000-18	6.3%
Intra-regional Trade, CAGR 2000-18	7.9%
Intra-regional % (TEU, 2018)	42.0%

**INTRA-REGIONAL CONTAINER TRADE** 

### TOP 10 INTRA-REGIONAL OPERATORS<sup>1</sup>

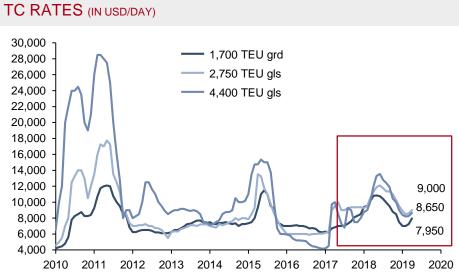
Ор	erator	Chartering relationship
169	China COSCO Shipping	✓
146	Maersk	✓
131	MSC	✓
121	CMA CGM	✓
78	Wan Hai	✓
74	SITC	✓
73	Evergreen	✓
56	КМТС	✓
49	X-Press Feeders	✓
39	Arkas	✓

<sup>1</sup> Ranked by number of containerships deployed (start Q2 2019)

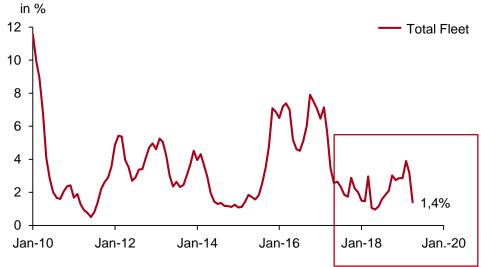
The share of intra-regional trade in TEU has increased from 32% in 2000 to 42% in 2018. From 2000 to 2018, global trade grew by 6.3% whereas intra-regional trade grew by 7.3%. MPCC holds strong relationships to major operators on intra-regional trades.



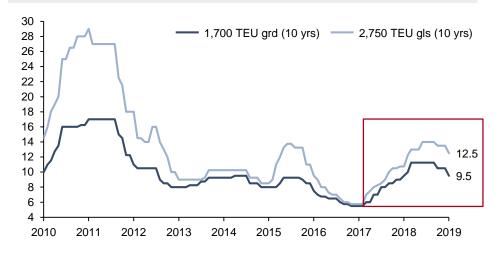
### MARKET UPDATE – CURRENT MARKET



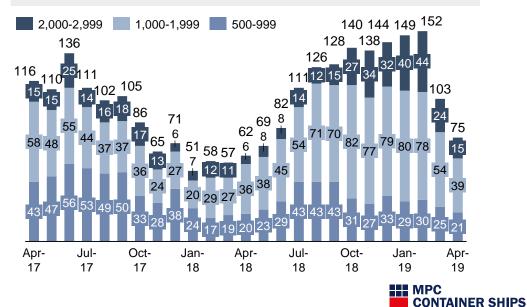
#### IDLE FLEET RATIO (TOTAL CONTAINER FLEET)



#### SECONDHAND ASSET VALUES (IN USDM)

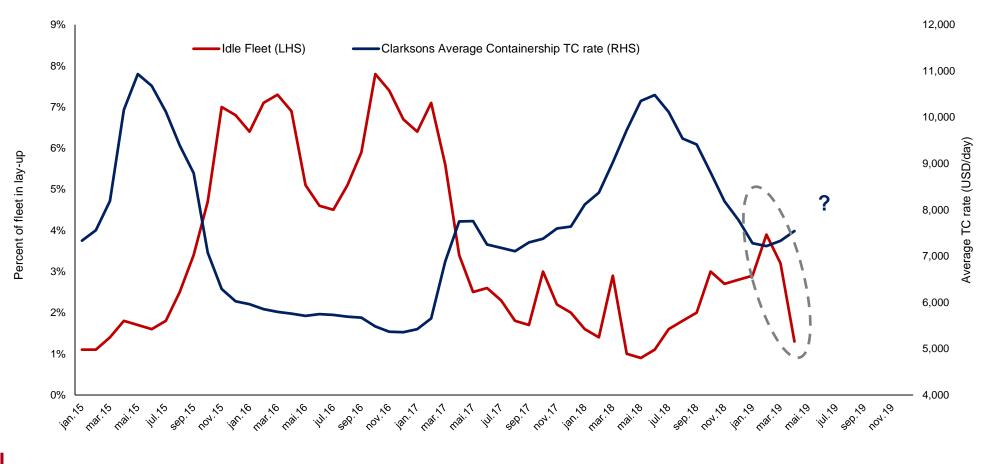


#### IDLE FEEDER FLEET (NUMBER OF VESSELS, BY TEU CLASS)



### MARKET UPDATE – CURRENT MARKET

#### IDLE FLEET IN % OF TOTAL CONTAINERSHIP FLEET VS. TC RATE BASKET



Current situation with low idle fleet could be solid basis for improving charter rates as seen in the past



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### **OUTLOOK – SIMPLIFIED SUPPLY/DEMAND GROWTH ANALYSIS**

	Projected trade growth '19-'20		Vessel tradi	ng patterns <sup>1</sup>	Required vessel	capacity (Net) <sup>2</sup>	Ove	r-/Undersupply
Trade lanes	CAGR (% pa)	Volume (TEUm)	Voyages p.a. (#)	(Assumed) Utilization	Demand (TEUm)	Supply (TEUm) <sup>3</sup>	Blended	size # of vessels
Tier A								
Far East - Europe	2.1	1.0	~5	90%	0.3	0.8	14.0k	+41
Tier B Other Long-Haul	3.4	6.0	~7	80%	1.0	0.6	6.1k	-74
Tier C Feeder	4.8	8.0	~18	75%	0.5	0.12	1.7k	-262

Take-away: Long-distance trades are oversupplied while medium-/short-distance trades are undersupplied

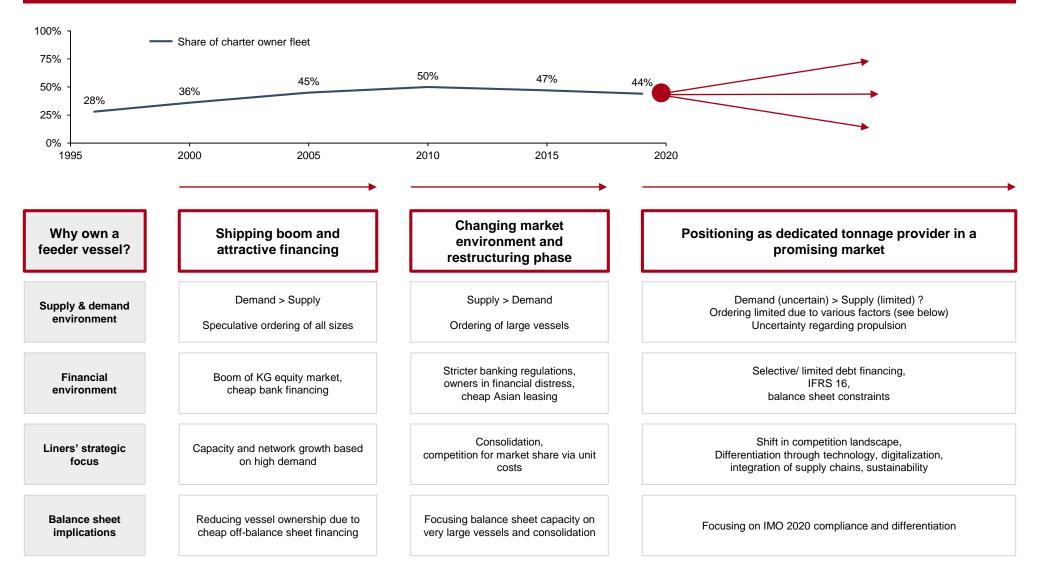
<sup>1</sup> Assumed blended trading profile of a vessel employed in Tier A to C trades and average utilization of nominal capacity due to cargo weight and trade efficiency

<sup>2</sup> For simplicity reasons assuming an even spread throughout a year, adjusted by stowage factor due to cargo weight and nade enforcing, durations <sup>3</sup> (Cal '19&'20: (Scheduled Orders [2.3m TEU] + new orders [0.1m TEU] + delayed prev. year [0.3m TEU]) less (delayed out [0.3m TEU] + Cancellations [0.1m TEU] + phase out [0.5m TEU]) **MPC CONTAINER SHIPS** 

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### **OUTLOOK – INDUSTRY TRENDS**

Liner operators charter-in vessels to increase flexibility and reduce balance sheet requirements





### **OUTLOOK / SUMMARY**

#### COMPANY - PERFECTLY POSITIONED

#### • Largest feeder containership owner globally

- Focused capital allocation and disciplined growth
- Low financial leverage and industry-low cash break-even
- Strong balance sheet

#### MARKET – POSITIVE FUNDAMENTALS + WILDCARDS

- Global economic uncertainty and US-China trade tensions caused a shift in sentiment in H2 2018
- As of March 2019 supply and demand dynamics improved as number of idle units dropped significantly
- Further market improvements expected for second half 2019 in light of very limited supply growth, plus IMO 2020 impact and accelerated demolition activities

#### HIGHLY PROMSING OUTLOOK FOR MPCC

- → Significant operational leverage on improving market conditions in H2 2019 and 2020
- → Well positioned to enhance strategic dialogue and multi-vessel deals with charterers
- → Strength and flexibility to pursue accretive transactions going forward (e.g. share buybacks, vessel investments/divestments)





Q1 2019 Earnings Presentation AGENDA

1) Highlights Q1 2019

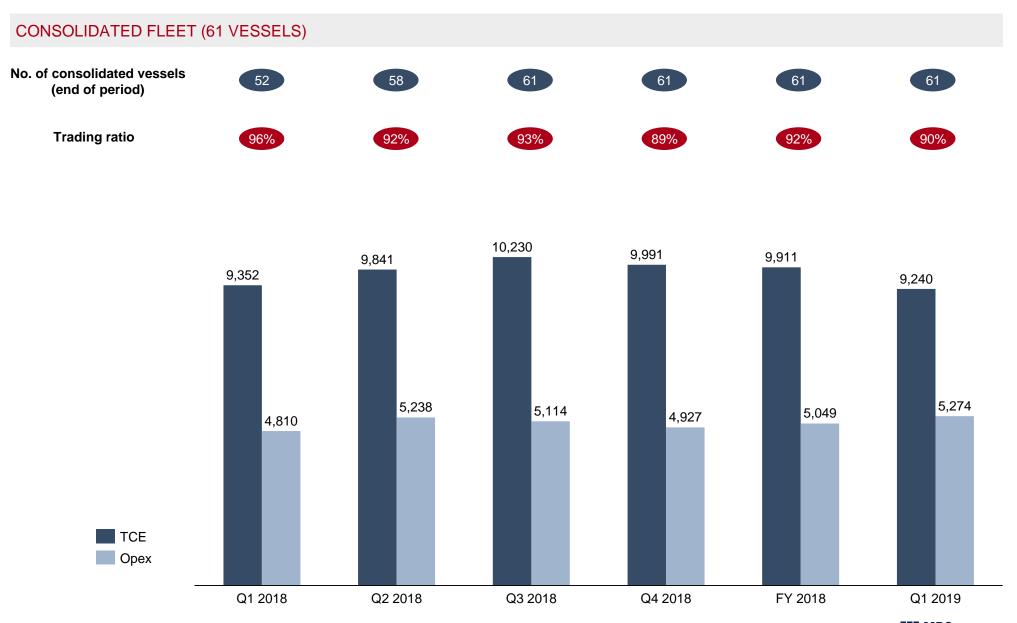
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### APPENDIX: FINANCIALS – DEVELOPMENT OF CHARTER RATES AND UTILIZATION





### APPENDIX: MARKET UPDATE – FAVOURABLE FUNDAMENTALS FOR MPCC FLEET

### PROJECTED GROWTH IN 2019 AND DEPLOYMENT OF MPCC FEEDER SIZES

		1,000 TEU (grd/gls)	1,300 TEU (grd/gls)	1,500 TEU (gls)	1,700 TEU (grd/gls)	2,500 TEU (grd/gls)	2,800 TEU (grd/gls)
	Number of ships (total: 68)	4	16	6	12	12	18
Intra-Asia	4,6%	✓	✓	~	✓	~	~
Latin America	2,8%	✓	✓		✓	~	
Africa	5,9%				✓	~	✓
Oceanica	2,5%						✓
Non-Mainlane East/West	4,3%					~	✓
Mainlane East-West	1,5%						

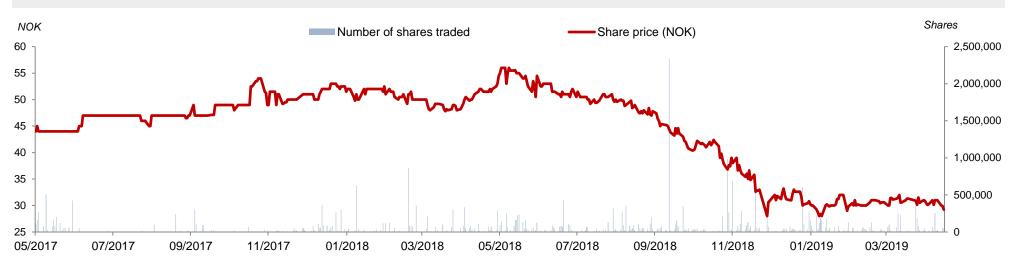
### COMMENTS

- Total growth is expected to remain relatively steady at around 3.6%
- Major downside risks to demand projections from potential increase in tariffs, especially for Transpacific trade
- Intra-Asian growth facing risks related to economic development in China and/or slower global economic growth



### APPENDIX: SHARE INFORMATION

#### SHARE PRICE & VALUATION



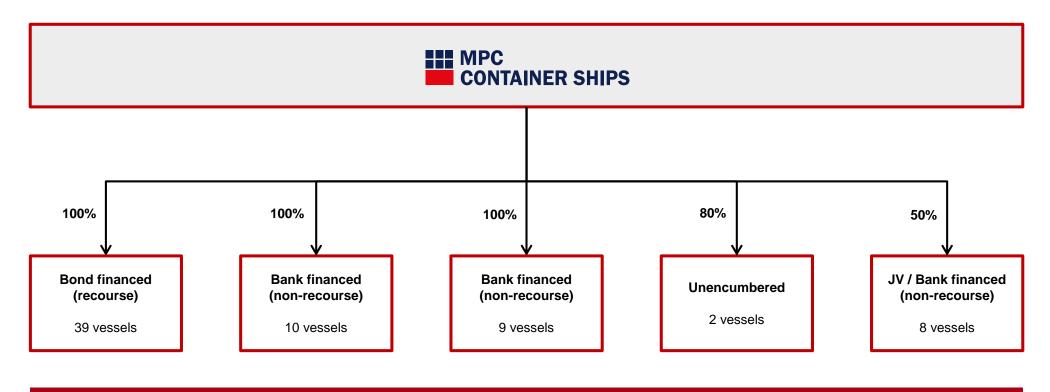
		Ticker	MPCC
	NG MATION	Segment	Oslo Stock Exchange
	OCK	ISIN	NO0010791353
TRADING INFORMATION	CC STC	Trading currency	NOK
	MPG	Shares outstanding	84,253,000
		Market cap. 16 May 2019	MUSD 283.2
		Average daily volume (30-day)	67,899 shares

	Ticker	MPCBV01
ND	Segment	Oslo Stock Exchange
INVEST BOND	ISIN	NO0010805872
C INVE	Trading currency	USD
MPCC	Bonds outstanding	MUSD 200
	Price 13 May 2019	USD 101.00



### APPENDIX: CORPORATE STRUCTURE

SIMPLIFIED CORPORATE STRUCTURE



68 feeder containerships



### APPENDIX: FLEET EMPLOYMENT 1,000 – 1,700 TEU

#### VESSEL EMPLOYMENT DETAILS

No.	Vessel	Cluster	Charterer	Rate (\$pd)	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
1	AS LAURETTA	1000 gls	Macrocean International Shipping Ltd.	7,500						
2	AS LEONA	1000 gls	Sinotrans	8,000						
3	AS LAETITIA	1000 grd	CMA CGM	6,050						
4	AS LAGUNA	1000 grd	Seaboard	7,000						
5	AS FENJA	1200 gls	CMA CGM	6,900						
6	AS FRIDA	1200 gls	Shreyas Shipping & Logistics (SSL)	6,900						
7	AS FLORA	1200 gls	MCC	6,250						
8	AS FIONA	1200 gls	FESCO	6,800						
9	AS FATIMA	1300 gls	Pool	6,501						
10	AS FLORIANA	1300 gls	Pool	6,501						
11	AS FREYA	1300 grd	Milaha Maritime and Logistics / Qatar Navigation	8,100						
12	AS FABIANA	1300 grd	Pool	8,059						
13	AS FRANZISKA	1300 grd	Pool	8,059						
14	AS FABRIZIA	1300 grd	Pool	8,059						
15	AS FAUSTINA	1300 grd	Pool	8,059						
16	AS FEDERICA	1300 grd	Pool	8,059						
17	AS FELICIA	1300 grd	Pool	8,059						
18	AS FILIPPA	1300 grd	Pool	8,059						
19	AS FIORELLA	1300 grd	Pool	8,059						
20	AS FLORETTA	1300 grd	Pool	8,059						
21	AS RAFAELA	1400 gls	Spot Position							
22	AS ROBERTA	1400 gls	Yang Ming	7,050						
23	AS RAGNA	1500 gls	Pool	5,463						
24	AS RICCARDA	1500 gls	Pool	5,463						
25	AS ROMINA	1500 gls	Pool	5,463						
26	AS ROSALIA	1500 gls	Pool	5,463						
27	AS SABRINA	1700 grd	Maersk Line	14,430						
28	AS SELINA	1700 grd	Hapag-Lloyd	7,000						
29	AS SAMANTA	1700 grd	Maersk Line	14,430						
30	AS SVENJA	1700 grd	Maersk Line	14,430						
31	AS SUSANNA	1700 grd	Maersk Line	14,430						
32	AS SOPHIA	1700 grd	ONE	8,200						
33	AS SEVILLIA	1700 grd	COSCO	9,200						
34	AS SERAFINA	1700 grd	Maersk Line	14,430						
35	AS SICILIA	1700 grd	APL	6,700						
36	AS SAVANNA	1700 grd	MCC	8,000						
37	AS SERENA	1700 grd	MCC	8,200						
38	AS SARA	1700 grd	Maersk Line	14,430						
39	AS ANGELINA	2200 grd	Seaboard	7,600						



### APPENDIX: FLEET EMPLOYMENT 2,200 – 2,800 TEU

#### VESSEL EMPLOYMENT DETAILS

No.	Vessel	Cluster	Charterer	Rate (\$pd) Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
40	AS PAULINE	2500 gls	CMA CGM	10,500					
41	AS PENELOPE	2500 gls	MCC	8,200					
42	AS PATRICIA	2500 grd	SM Line	8,700					
43	AS PETULIA	2500 grd	Seaboard	10,000					
44	AS PAOLA	2500 grd	Maersk Line	9,500					
45	AS PALATIA	2500 grd	Seaboard	10,000					
46	AS PATRIA	2500 grd	Seaboard	10,000					
47	AS PALINA	2500 HR grd	Positioning (Bypass empl.)						
48	AS PETRA	2500 HR grd	Maersk Line	9,000					
49	AS PETRONIA	2500 HR grd	Marfret	10,000					
50	AS PAULINA	2500 HR grd	Stream Lines / Seatrade	10,750					
51	AS CARINTHIA	2800 gls	KMTC	8,500					
52	CORDELIA	2800 gls	Evergreen	8,000					
53	CIMBRIA	2800 gls	OOCL	8,000					
54	AS CAMELLIA	2800 gls	CMA CGM	9,200					
55	AS CAROLINA	2800 gls	Italia Marittima / Evergreen	9,300					
56	CARPATHIA	2800 gls	Evergreen	8,150					
57	CARDONIA	2800 gls	ZISS	9,600					
58	AS CLARA	2800 gls	Hapag-Lloyd	9,200					
59	AS CLARITA	2800 gls	MCC	8,000					
60	AS CONSTANTINA	2800 gls	Heung-A	8,500					
61	AS CLEMENTINA	2800 gls	MCC	8,000					
62	AS COLUMBIA	2800 gls	Sinokor	8,500					
63	AS CYPRIA	2800 gls	CMA CGM	8,500					
64	AS CARELIA	2800 gls	Hapag-Lloyd	9,100					
65	AS CALIFORNIA	2800 gls	Maersk Line	10,500					
66	AS CARLOTTA	2800 grd	SITC	8,500					
67	AS CLEOPATRA	2800 grd	MSC	9,850					
68	AS CHRISTIANA	2800 grd	CMA CGM	8,500					

#### Blended Net TC Rate<sup>1</sup>

8,343

### Gross blended TC rate (total fleet)<sup>1</sup>: USD 8,696 per day

