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# H1 2019 Earnings Presentation

## **AGENDA**

# 1) Highlights Q2 2019

- 2) Market Update
- 3) Outlook
- 4) Appendix



## HIGHLIGHTS Q2 2019

## FINANCIAL PERFORMANCE

• Revenue: USD 47.8m (Q1 2019: USD 46.7m)

• EBITDA: USD 8.1m (Q1 2019: USD 4.7m)

• Op. Cash Flow: USD 9.8m (Q1 2019: USD 0.7m)

Net Loss: USD 6.4m (Q1 2019: USD 7.7m)

## **OPERATIONAL PERFORMANCE**

• Fleet utilization<sup>1</sup>: 93% (Q1 2019: 90%)

• Average TCE: USD 9,071 per day (Q1 2019: USD 9,240 per day)

• Average OPEX: USD 5,172 per vessel per day (Q1 2019: USD 5,274 per vessel per day)

• Average EBITDA: USD 1,587 per vessel per day (Q1 2019: USD 1,328 per vessel per day)

## STRONG BALANCE SHEET

• Total Assets: USD 709.3m

• Cash: USD 51.8m

• Leverage: 36%

• Equity ratio: 62%



<sup>&</sup>lt;sup>1</sup> excluding dry-dock days

## **KEY DEVELOPMENTS - Q2 2019**

#### BALANCE SHEET STRENGTH AND FINANCIAL FLEXIBILITY

- Closed revolving credit facility of USD 40m at attractive terms
- Maintain low financial leverage (36%)
- Industry low cash break even



#### **CAPITAL ALLOCATION**

- Expanded share buy-backs in Q2 (now repurchased 351,098 treasury shares in total)
- Maintain solid liquidity levels (USD 50m+) to keep flexibility in current market environment to balance risks and opportunities



#### **OPERATIONAL QUALITY**

- Strong operational KPIs (e.g. port state control ratios, officer retention rate, lost-time injury ratio)
- Competitive and reliable OPEX levels across the fleet



#### **CUSTOMER RELATIONSHIPS**

- H1 2019 in total 88 new fixtures with more than 30 charterers
- Active relationship and close ties with large liner companies and regional operators
- Innovative charter solutions for key customers (e.g. scrubber-linked charters for regional trades)



#### **IMO 2020**

- Balanced IMO 2020 strategy focused on asset selection, trading pattern and charterer appetite
- Execution of scrubber retrofit program (10 vessels) commenced end of Q2 2019
- For remaining fleet (58 vessels) preparatory activities such as tank cleaning are on track

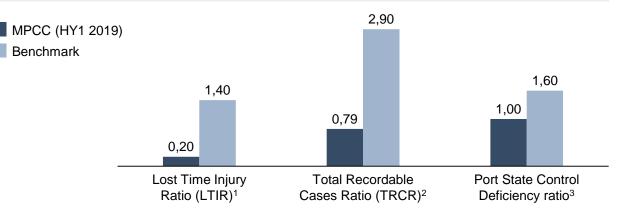




## **OPERATIONAL HIGHLIGHTS**

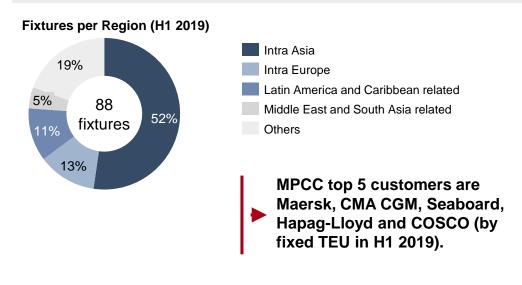
### SOLID OPERATIONAL PERFORMANCE AND KPI'S (H1 2019)

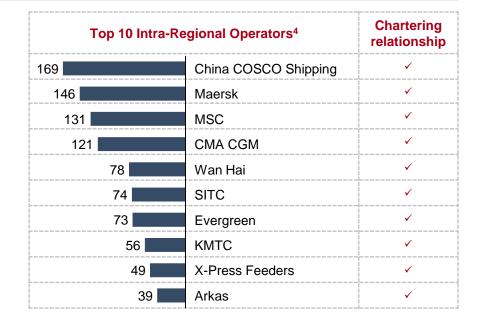
- Officer retention rate across fleet ~ 95%
- Competitive LTIR, TRCR and Port State Control deficiency ratio



MPCC operational KPIs in H1 2019 significantly better than industry benchmark.

## HIGH COMMERCIAL ACTIVITY (H1 2019)







<sup>&</sup>lt;sup>1</sup> No. of incidents per million working hours / Benchmark: BCG Study (2018)

<sup>&</sup>lt;sup>2</sup> No. of recordable cases per million working hours / Benchmark: BCG Study (2018)

<sup>&</sup>lt;sup>3</sup> Benchmark: Paris MOU

<sup>&</sup>lt;sup>4</sup> Ranked by number of containerships deployed

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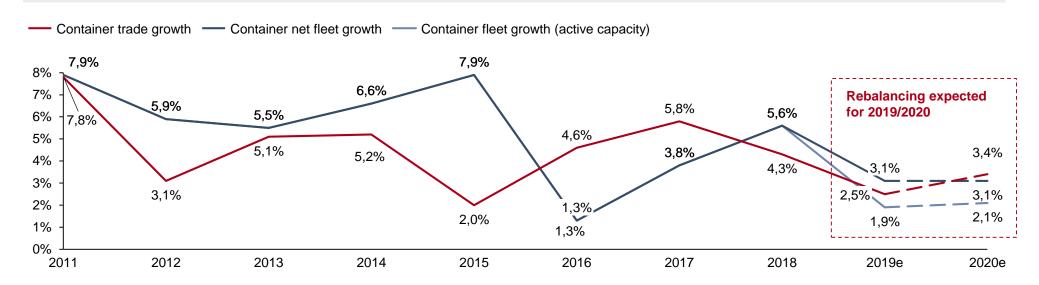
# 2) Market Update

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## MARKET UPDATE – SUPPLY AND DEMAND OUTLOOK

#### **SUPPLY & DEMAND BALANCE**



#### **COMMENTS**

#### **Demand**

- Despite global economic headwinds (e.g. trade war) moderate demand growth expected for 2019 and 2020.
- Political uncertainties, like a further escalation of the US / China trade war or a potential slowdown in economic growth may have negative effects on the demand side.
- · Central banks (e.g. US FED) started to ease monetary policy potentially stimulating demand.

### Supply

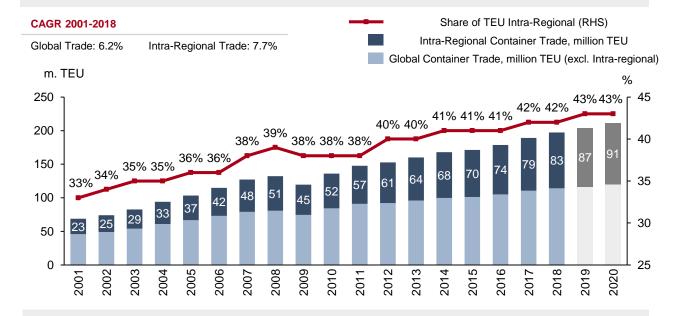
- Growth in capacity (fleet development) for 2019 and 2020 is expected to be only moderate ~3% p.a.
- Active capacity (factoring in scrubber retrofits) is expected to grow by only 1.9% (2019) and 2.1% (2020)

## Rebalancing of demand/supply is expected in 2019

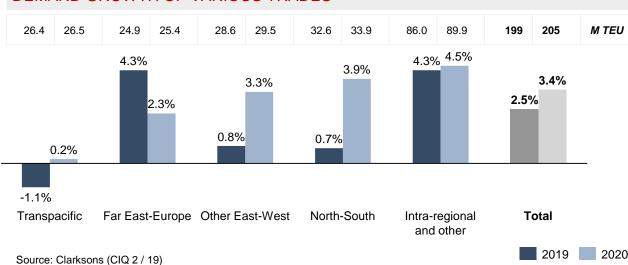


## MARKET UPDATE - DEMAND

#### DEVELOPMENT OF INTRA-REGIONAL & GLOBAL CONTAINER TRADE



## **DEMAND GROWTH OF VARIOUS TRADES**



- Share of intra-regional trade has increased from 33% in 2001 to 42% in 2018 (43% in 2019/20 estimated).
- Feeder ships (<3,000 TEU) provide the majority of capacity on intra-regional container services. 34% of all containerships, and 53% of all feeder ships are deployed on intra-regional trades.
- A continuation and possible further escalation of the US / China trade war may have negative impacts on transpacific trade flows but possibly positive implications for Intra Asia trade.
- During the past few years, regional trades have largest annual growth rates; forecasts for 2019 and 2020 are ~4-5%.



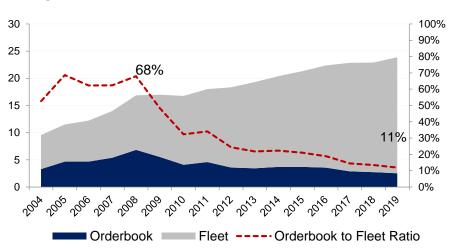
## MARKET UPDATE - SUPPLY (I)

#### **FLEET DEVELOPMENT**

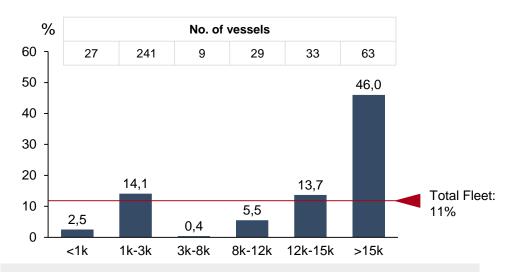


#### ORDERBOOK TO FLEET RATIO DEVELOPMENT

#### M TEU



### ORDERBOOK TO FLEET (% PER TEU SEGMENT)

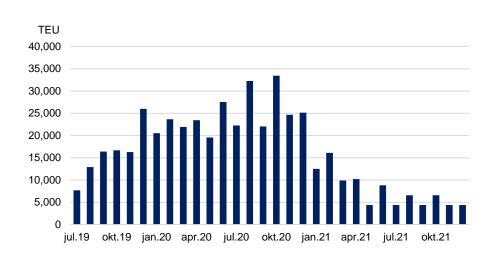


- For 2019 and 2020, a moderate fleet growth of ~3% is expected (2018: 5.6%).
- The orderbook amounts to around 11% of the total fleet, which is the lowest in two decades.
- Large container vessels (>12k TEU) dominate the orderbook.
- For the Feeder segment (1-3k), 14% of the fleet is currently on order mostly for the fast growing Intra-Asian market. This is mainly replacement tonnage for older units (see age profile on slide 11) but also shows confidence in the future need for feeders.
- Contracting in H1 2019 down to 60% compared to H1 2018.

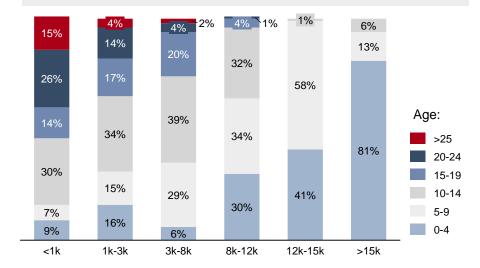


## MARKET UPDATE - SUPPLY (II)

#### PLANNED DELIVERIES – FEEDER FLEET 1-3K

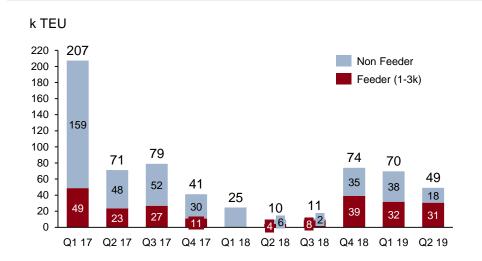


## FLEET AGE PROFILE (PERCENT OF AGE-GROUPS)



Source: Clarksons Research

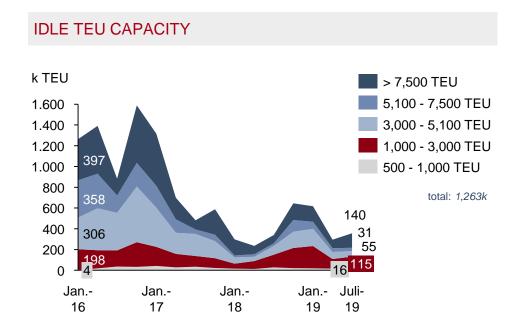
## **DEMOLITION**

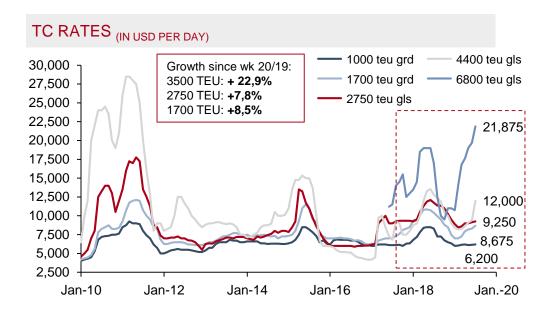


- Deliveries reached a historical low level in H1 2019 (from H1 2018 to H1 2019 Feeders dropped by 28% in TEU / Total fleet by 38% in TEU).
- All orders are scheduled to be delivered before 2022.
- 59 units have been scrapped during the first half of the year (120,000 TEU), more than 50% of the scrapped tonnage have been feeder vessels.
- 35% of feeder vessels (1-3k TEU) is older than 15 years. For the segment < 1k, more than half of the fleet is already older than 15 years.
- Factors like more restrictive availability of debt, balance sheet constraints, alliance/network structure of liners and uncertainty about ideal propulsion for the future expected to continue to temper ordering activities.

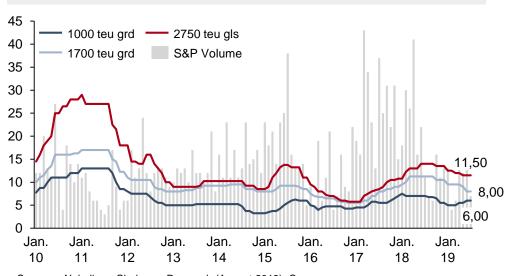


## MARKET UPDATE – KEY MARKET PARAMETERS





## SECONDHAND ASSET VALUES (IN USDM)



- Limited S&P activity: H1 2019 activity is about 50% below the levels seen in 2017 and 2018.
- Idle TEU capacity decreased, especially in the larger segments (also due to scrubber retrofits).
- YTD time-charter rates of larger vessels increased relatively strong.
   Rates for smaller vessels have started to follow but at a slower pace.
- Mean charter duration YTD 2019:
   >7,500 TEU segment: 19.6 months, Feeders: 4.9 months.
- In 2019 (YTD), 1,268 fixtures have been concluded in the feeder segment (<3k), 503 fixtures by vessels >3k.
- Thus, price elasticity of demand seems to be smaller for feeder vessels; time charter rates more robust regarding shifts in demand.



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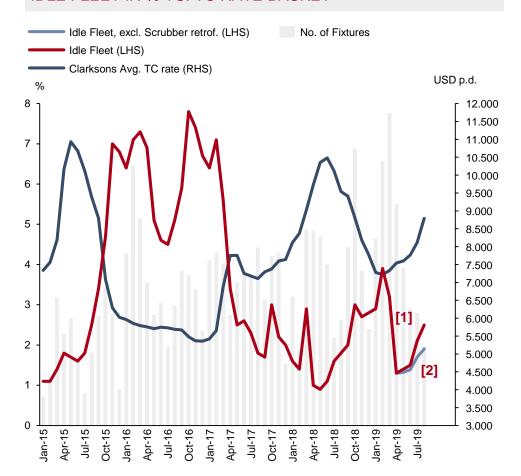
# 3) Outlook

4) Appendix



## RECENT MARKET TRENDS AND OUTLOOK

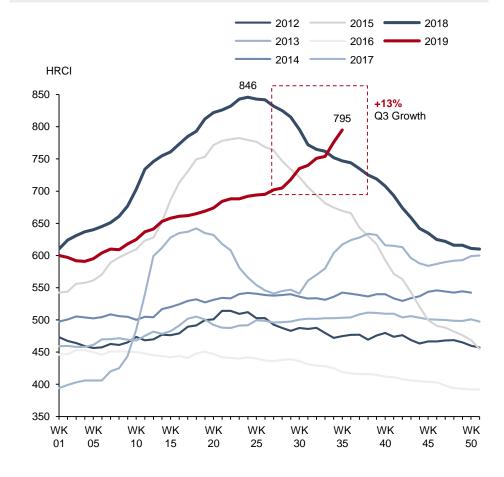
#### IDLE FLEET IN % VS. TC RATE BASKET



- Since March 2019 idle capacity decreased sharply constituting a solid basis for improving charter rates as seen during the recent weeks. [1]
- The idle numbers include vessels undergoing scrubber retrofits.

  Subtracting those vessels would lead to significant lower idle numbers. [2]

#### **HOWE ROBINSON CONTAINER INDEX 2012-2019 YTD**



- In week 35 Howe Robinson Container Index (HRCI) rose to its highest value for that week in 7 years.
- In the Q3 alone, the index rose by 13% the second strongest increase in 10 years (curves above show that the usual seasonal "summer slump" has not occurred this year).

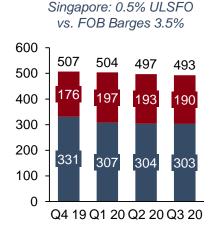


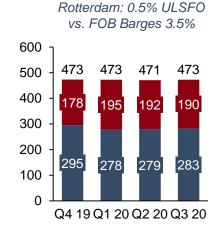
## **UPDATE ON IMO 2020**

#### SCRUBBER RETROFITS AND FORECASTED SPREADS

#### Scrubber retrofits and HSFO availability

- Number of/share of retrofits still relative small (increases with vessel size)
- Owners installed scrubbers mainly after Feb 19; increasing tendency
- All top owners announced scrubbers on part of their fleet
- On average scrubber installations take longer than previous assumed (partly expected to stretch well into 2020)
- HSFO availability in major ports not expected to be a concern





#### Latest update from August 2019:

- Spread between HSFO and LSFO that carriers will need to pay for cleaner fuel as of next year increased to more than \$200 per ton
- Demand for the cleaner fuel is only expected to pick up at the end of this year, just before the new IMO 2020 sulphur cap comes into effect

#### MPCC PROJECT STATUS QUO

Scrubber fitted vessels (HSFO)

Non-scrubber fitted vessels (compliant fuel)



#### **MPCC** approach

- Balanced approach between compliant LSFO and scrubber retrofits
- Thorough analysis of e.g. consumption, trading profile, class renewal cycle, charterer appetite, CAPEX and risks resulted in a selection of 10 vessels to be retrofitted with scrubbers.

#### Scrubber program (10 vessels)

- · For 6 out of 10 vessels, scrubber charters at attractive terms fixed
- For remaining 4 vessels charters are under negotiation/review.
- Based on current spread scrubber backed charters provide payback time of around 2 years and attractive cash-on-cash yields.
- Scrubber installations take place H2 2019 which will affect utilization during the two upcoming quarters.
- · First scrubber is fully commissioned and functioning.

#### Switch to compliant fuel (58 vessels)

- · Remaining vessels will run on compliant fuel.
- Tank cleaning is well on schedule, vessels will be able to stem first parcels of compliant fuel as of October 2019.

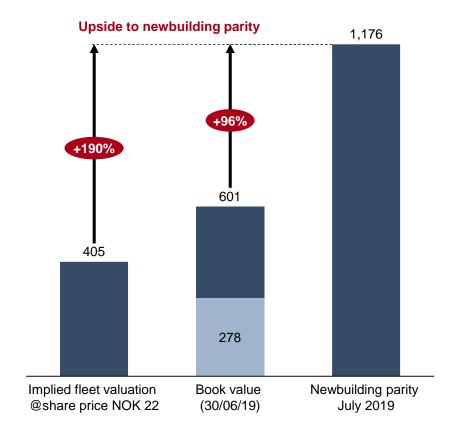
Sources: Clarksons (Aug 2019), Alphaliner (Aug 2019), RWE Trading London



## UPSIDE POTENTIAL AND LOW CASH BREAK-EVEN

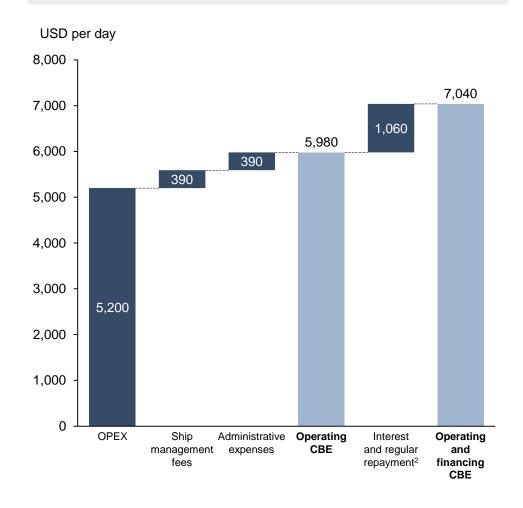
#### HIGH UPSIDE TO NEWBUILDING PARITY

#### in USDm



## Scrap value @ USD/t 450

#### INDUSTRY LOW CASH BREAK-EVEN1





¹ blended and normalised estimates based on 60 fully consolidated vessels, excluding CAPEX of USD ~800 per day (dry docking, maintenance), excluding scrubber and BWTS

<sup>&</sup>lt;sup>2</sup> interest and regular repayments based on existing debt facilities as of 30/06/2019

## **SUMMARY**

#### FEEDER CONTAINER SHIPPING MARKET

- Demand affected by macroeconomic uncertainties e.g. US-Sino trade tensions and potential risk of economic slowdown
- Supply remains of limited growth due to (i) scarce newbuild deliveries / order book and (ii) vessels being temporarily decommissioned (IMO 2020)
- Market fundamentals, i.e. idle fleet and charter rates, have displayed an atypical resilience over the summer, with charter indices still trending upwards

#### MPCC KEY PRIORITIES: GETTING READY FOR 2020

#### 1) Ensure smooth IMO 2020 transition

- majority of scrubber programme to be concluded in H2 2019
- prepare for switch to compliant fuel for remaining fleet

## 2) Enhance commercial and technical operations

- promote innovative charter solutions built upon close relations with liner companies and regional operators
- further optimize vessel operations and costs to boost EBITDA per vessel/per day

## 3) Preserve strong balance sheet / stringent capital allocation

- retain solid cash position and prudent leverage to remain flexible in volatile markets and balance risk / opportunities
- subject to market developments: consider selective S&P transactions whilst pursuing accretive investments (e.g. share buy-backs)

With significant operational leverage and industry-low CBE\*, MPCC is well-positioned to benefit from an expected rebalancing in the container shipping market and improving charter rates

\* +/-USD 1,000 in additional TCE translates into +/- USD 20m in EBITDA p.a.



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## APPENDIX: FINANCIALS - OVERVIEW Q2 2019

BALANCE SHEET AS PER 30 JUNE 2019				
	30/06/2019	31/03/2019		
Assets	709.3	704.7		
Non-current Assets	627.8	625.9		
Current Assets	81.5	78.8		
thereof Cash & Cash Equivalents	51.8	46.6		
Equity and liabilities	709.3	704.7		
Equity	435.9	446.3		
Non-Current Liabilities	251.7	239.3		
Current Liabilities	21.6	19.1		
Equity ratio	61.5%	63.3%		
Leverage ratio <sup>1</sup> CASH FLOW STATEMENT	35.8%	34.3%		
CASH FLOW STATEMENT	Q2 2019 Q2 2019	Q1 2019		
Cash at beginning of period	46.6	60.2		
Operating Cash Flow	9.8	0.7		
Operating cash flow adjusted <sup>2</sup>	9.8	7.0		
Financing Cash Flow	7.4	-10.7		
Investing Cash Flow	-12.1	-3.6		
Cash at end of period	51.7	46.6		

## PROFIT AND LOSS Q2 2019

		Q2 2019	Q1 2019
Operating revenues		47.8	46.7
Gross Profit		10.5	7.2
EBITDA adjusted <sup>2</sup>		8.7	6.9
Profit/Loss for the period		-6.4	-7.7
Avg. number of vessels		60	60
Ownership days		5,460	5,400
Trading days		4,963	4,831
Utilization <sup>3</sup>		93%	90%
Time charter revenue <sup>2</sup>	USD per trading day	9,071	9,240
EBITDA <sup>2</sup>	USD per ownership day	1,587	1,277
OPEX <sup>2</sup>	"	5,172	5,274
EPS (diluted)	USD	-0.07	-0.09

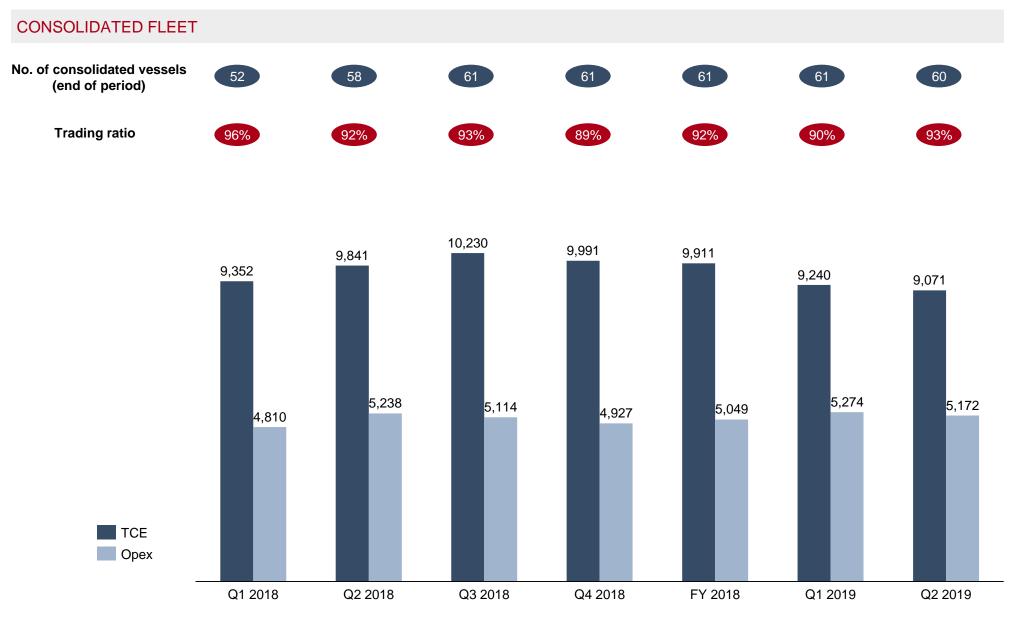
<sup>&</sup>lt;sup>1</sup> Long-term and short-term interest-bearing debt divided by total assets



<sup>&</sup>lt;sup>2</sup> Operating cash flow adjusted for working capital normalisation and other non-recurring effects. Q2 and Q1 2019 EBITDA adjusted for non-recurring effects. Reported non-adjusted EBITDA for Q2 2019 was USD 8.1m (Q1 2019: USD 4.7m)

<sup>&</sup>lt;sup>3</sup> Excluding dry-dock days

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

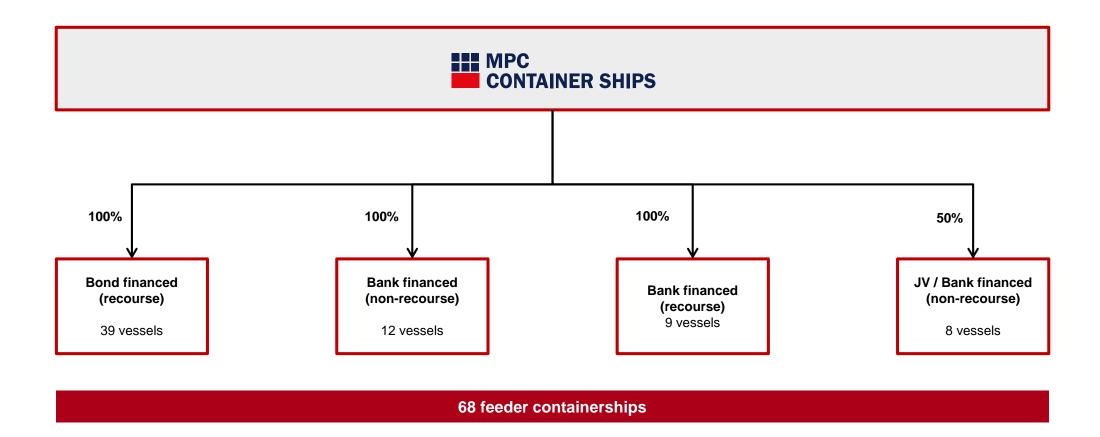


## APPENDIX: MPCC FLEET - REGIONAL AND SIZE DISTRIBUTION

#### REGIONAL DEPLOYMENT HEAT MAP OF MPCC FLEET<sup>1)</sup> Current avg. gross TC rate in USD Intra-Europe No of vesels: 10 Avg. TEU: 2,040 Top 3 Cluster Avg Hire # of Vsls 2,800 9,463 1,300 7,925 Intra-Asia No of vesels: 29 Top Charterer # of Vsls Avg. TEU 1,950 Latin America and Cosco Avg Hire Top 3 Cluster # of Vsls Carribeans related No of vesels: 18 9,923 7 1,700 Avg. TEU: 1,710 9 2,800 8.378 # of Vsls Top 3 Cluster Avg Hire 2,500 2 8.225 13,123 1,700 Top Charterer # of Vsls 2,500 10,400 Maersk / 2,800 9,850 MCC Top Charterer # of Vsls Seaboard 5 Other<sup>2</sup> No of vesels: 11 Avg. TEU: 2,420 Top 3 Cluster Avg hire # of Vsls 9,400 2.500 9,275 2,800 Top Charterer # of Vsls <sup>1</sup> As per current charters (12/08/19) <sup>2</sup> Other includes Mediterranean/North Africa, various North Atlantic, Middle East and South Asia **MPC CONTAINER SHIPS**

## APPENDIX: CORPORATE STRUCTURE

## SIMPLIFIED CORPORATE STRUCTURE



## APPENDIX: MPCC FLEET DETAILS

No.	IMO	Vessel	Cluster	Trade
1	9362566	AS LAURETTA	1000 gls	Intra Asia
2	9356799	AS LEONA	1000 gls	Intra Asia
3	9366237	AS LAETITIA	1000 grd	Other
4	9435820	AS LAGUNA	1000 grd	Caribs
5	9292450	AS FENJA	1200 gls	Intra Asia
6	9248930	AS FIONA	1200 gls	Intra Asia
7	9292462	AS FLORA	1200 gls	Intra Asia
8	9248928	AS FRIDA	1200 gls	Intra Asia
9	9437191	AS FATIMA	1300 gls	Intra Europe
10	9437115	AS FLORIANA	1300 gls	Intra Europe
11		AS FABIANA	1300 grd	Caribs
12	9395135	AS FABRIZIA	1300 grd	Caribs
13	9395094	AS FAUSTINA	1300 grd	Caribs
14		AS FEDERICA	1300 grd	Caribs
15	9395020	AS FELICIA	1300 grd	Caribs
16		AS FILIPPA	1300 grd	Caribs
17		AS FIORELLA	1300 grd	Caribs
18		AS FLORETTA	1300 grd	Caribs
19		AS FRANZISKA	1300 grd	Intra Europe
20		AS FREYA	1300 grd	Intra Europe
21		AS RAFAELA	1400 gls	Intra Asia
22		AS ROBERTA	1400 gls	Intra Asia
23		AS RAGNA	1500 gls	Intra Asia
24		AS RICCARDA	1500 gls	Intra Asia
25		AS ROMINA	1500 gls	Intra Asia
26		AS ROSALIA	1500 gls	Intra Europe
27		AS SABRINA	1700 grd	Intra Asia
28		AS SAMANTA	1700 grd	Caribs
29		AS SARA	1700 grd	Intra Asia
30		AS SAVANNA	1700 grd	Intra Asia
31		AS SELINA	1700 grd	West Africa
32		AS SERAFINA	1700 grd	Intra Asia
33		AS SERENA	1700 grd	Intra Asia
34		AS SEVILLIA	1700 grd	Caribs
35		AS SICILIA	1700 grd	Intra Asia
36		AS SOPHIA	1700 grd	Intra Asia
37		AS SUSANNA	1700 grd	Caribs
38	9410284	AS SVENJA	1700 grd	Caribs

No.	IMO	Vessel	Cluster	Trade
39	9357092	AS ANGELINA	2200 grd	Caribs
40	9294549	AS PAULINE	2500 gls	Caribs
41	9294537	AS PENELOPE	2500 gls	Intra Asia
42	9294513	AS PALATIA	2500 grd	West Africa
43	9312418	AS PAOLA	2500 grd	ME/S.Asia
44	9294525	AS PATRIA	2500 grd	Caribs
45	9364203	AS PATRICIA	2500 grd	Intra Asia
46	9374454	AS PETULIA	2500 grd	Caribs
47	9283693	AS PALINA	2500 HR grd	Intra Europe
48	9286774	AS PAULINA	2500 HR grd	North Atlantic
49	9283708	AS PETRA	2500 HR grd	North Atlantic
50	9286786	AS PETRONIA	2500 HR grd	North Atlantic
51	9342695	AS CALIFORNIA	2800 gls	Intra Europe
52	9314947	AS CAMELLIA	2800 gls	North Atlantic
53	9309409	AS CARELIA	2800 gls	West Africa
54	9241205	AS CARINTHIA	2800 gls	Intra Asia
55	9314935	AS CAROLINA	2800 gls	Intra Europe
56	9320049	AS CLARA	2800 gls	Intra Europe
57	9300972	AS CLARITA	2800 gls	Intra Asia
58	9314959	AS CLEMENTINA	2800 gls	Intra Asia
59	9320037	AS COLUMBIA	2800 gls	Intra Asia
60	9308390	AS CONSTANTINA	2800 gls	Intra Asia
61	9315812	AS CYPRIA	2800 gls	ME/S.Asia
62	9253026	CARDONIA	2800 gls	ME/S.Asia
63	9253038	CARPATHIA	2800 gls	Intra Europe
64	9241190	CIMBRIA	2800 gls	Intra Asia
65	9253014	CORDELIA	2800 gls	Intra Asia
66		AS CARLOTTA	2800 grd	Intra Asia
67	9311799	AS CHRISTIANA	2800 grd	Intra Asia
68	9311787	AS CLEOPATRA	2800 grd	Caribs

