



# Investor Presentation

September 2016

# Original TIL Guiding Principles

## Opportunity

- Tanker Investments Ltd. (“TIL”) is a tanker company focused on maximizing shareholder value by strategically acquiring, operating and selling crude oil and product tankers at the right time in the tanker market cycle

## Strategy

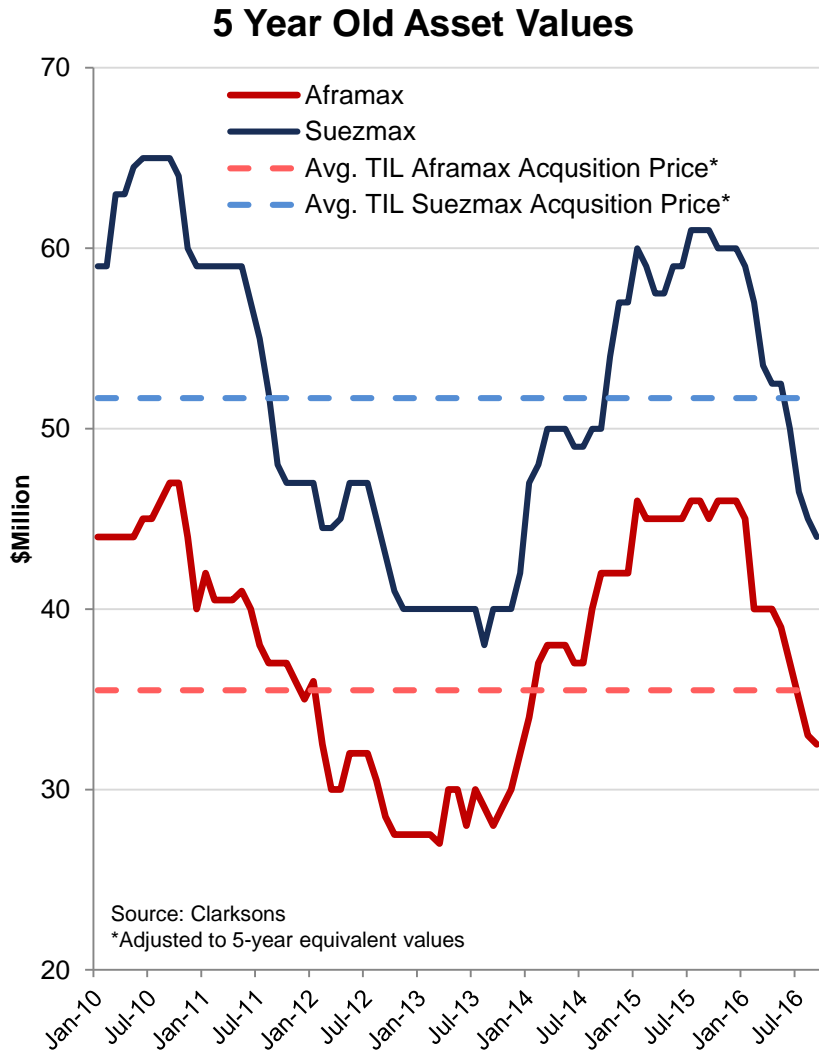
- Buying and selling modern second-hand tankers at strategic times throughout the tanker market cycle
- Operate in spot market through Teekay-managed pools to maximize profitability
- Enhance profits by investing in low-cost fuel saving vessel modifications
- List on Oslo Stock Exchange (OSE) in Q1-14 and grow through further accretive vessel acquisitions

# TIL Is Executing On Its Strategy

## Strategy

- Buying and selling modern second-hand tankers at strategic times throughout the tanker market cycle
  - **TIL fully invested with a fleet of 18 modern tankers**
  - **2 x VLCCs sold at end-2015, taking advantage of a window of opportunity to dispose of VLCCs at a firm price**
  - **Potential for further opportunistic sales**
  - **Full fleet sale once market conditions have improved**
- Operate in spot market through Teekay-managed pools to maximize profitability
  - **All spot vessels in Teekay RSAs with high pool points**
  - **Seeking time-charter coverage through weak 2017**
- Enhance profits by investing in low-cost fuel saving vessel modifications
  - **9 vessels dry docked in 2014-16 with fuel saving modifications installed**
- List on Oslo Stock Exchange (OSE) in Q1-14 and grow through further accretive vessel acquisitions

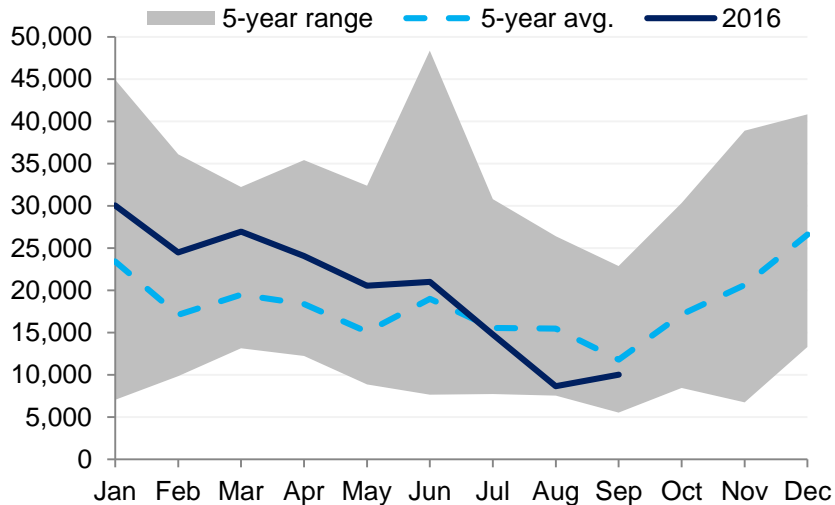
# Secondhand Values Down ~25% in 2016



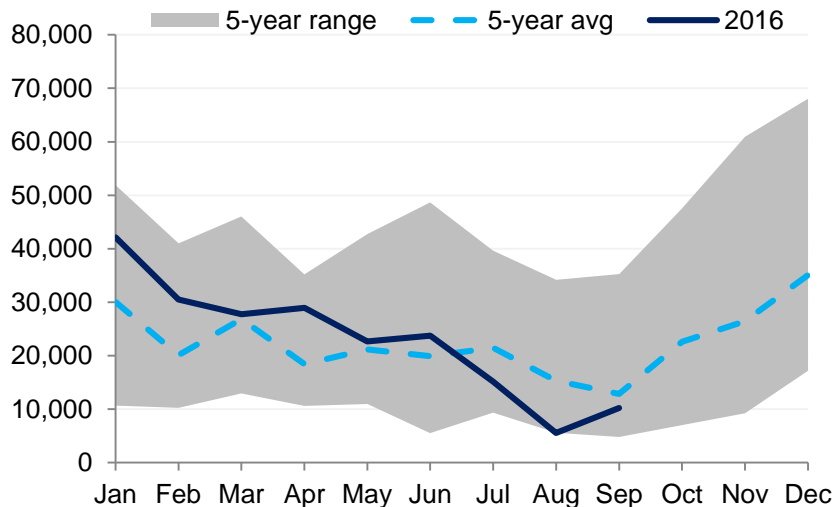
- Secondhand tanker prices have declined due to:
  - Constrained access to financing (both debt and equity)
  - Negative market sentiment for 2017 due to high fleet supply growth / oil market rebalancing
- Although prices have declined, they remain ~15-20% higher than 2013 when TIL started acquiring vessels
- Asset prices appear to be flattening and are approaching the bottom
  - NB prices finding a floor due to rising input costs
  - Weak 2017 freight market now priced into secondhand values

# Why Were Tanker Rates So Depressed in Q3?

## 2016 Aframax Rates

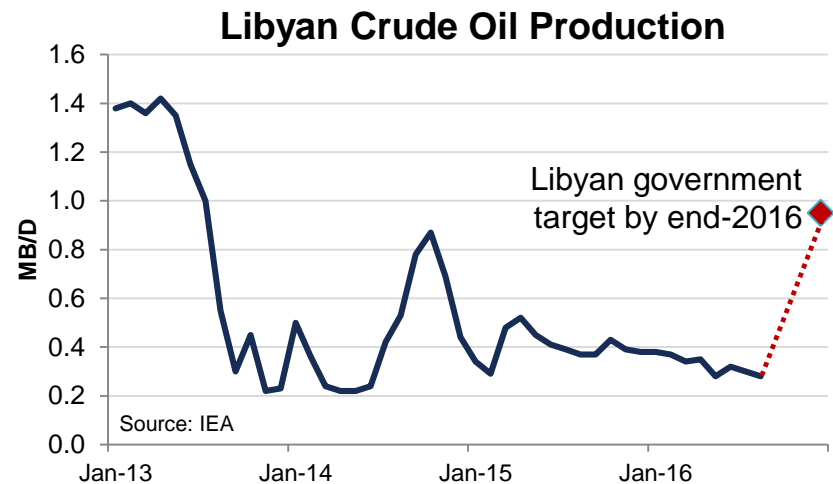
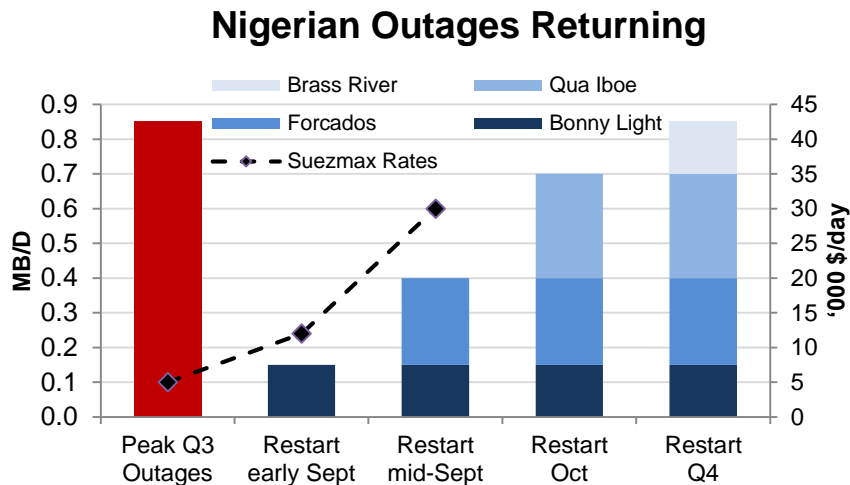


## 2016 Suezmax Rates



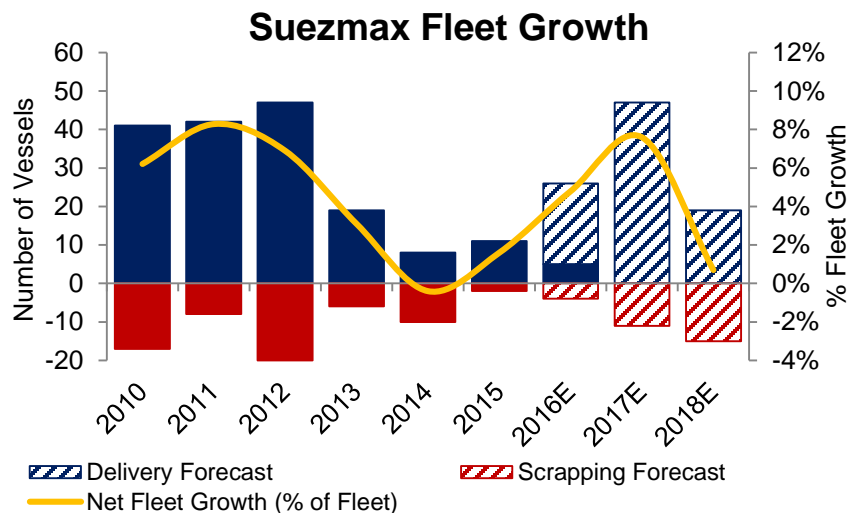
- Normal seasonality, compounded by:
  - **Rising fleet growth;** 2 x Suezmaxes delivered in the first 4 months of 2016 vs. 15 deliveries since May
  - **Flat oil supply growth;** vs. 2-3% global supply growth in 2014 / 15
  - **Atlantic basin supply outages;** 0.8 mb/d of Nigerian supply offline
  - **Reduced long-haul barrels;** more Middle East crude heading to Asia vs. Atlantic barrels
  - **Lower refinery throughput;** due to high crude and product inventories
  - **Clear-up of port congestion;** more ships available on the spot market

# Stronger Rates Expected in Q4-2016

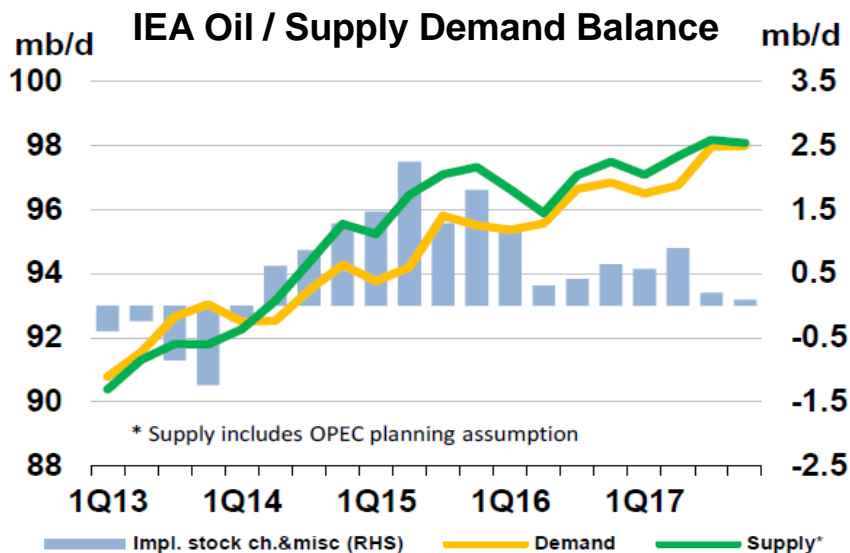


- Q4 typically the strongest quarter for tanker rates due to:
  - Stronger oil demand during the Northern Hemisphere winter
  - Transit delays due to bad weather (e.g. fog delays in the Bosphorous)
- Rates could be further boosted in Q4 by the return of Nigerian exports
  - Majority of the 0.8 mb/d that was offline expected to return by year-end
- Libyan government plans to increase crude exports from 250 kb/d to 950 kb/d
  - First tanker since 2014 recently loaded crude from Ras Lanuf

# Challenging Market Conditions Expected in 2017



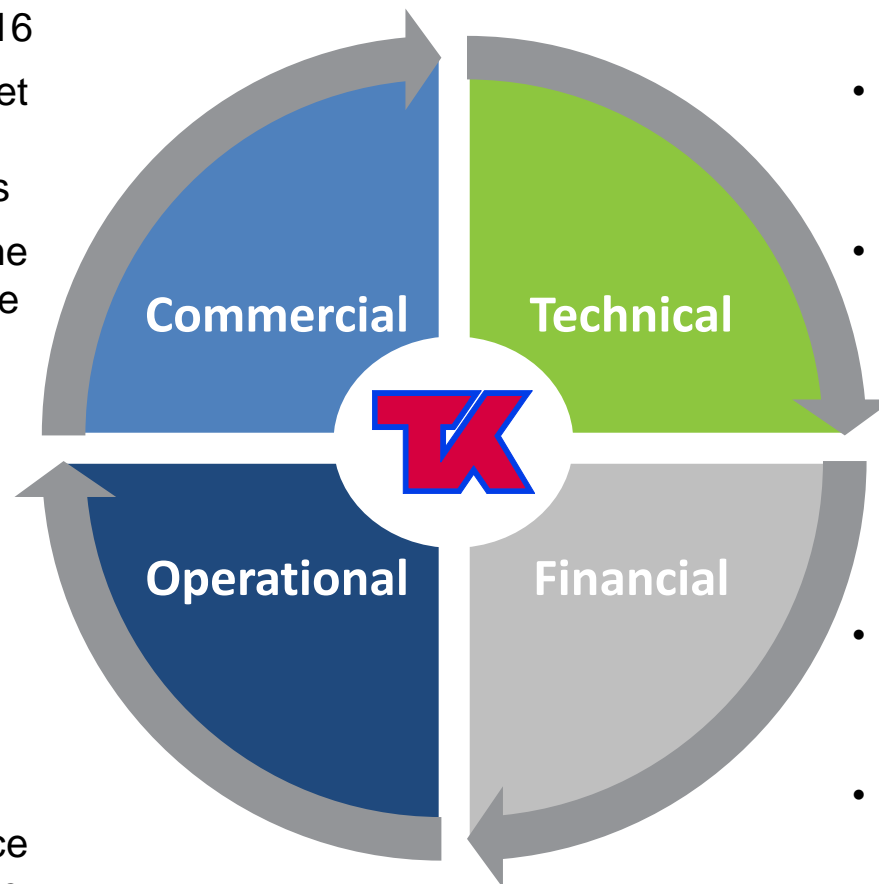
- High crude tanker fleet growth in 2017, particularly for Suezmaxes
  - Estimated 8% Suezmax growth / 4% Aframax growth in 2017
  - However, period of high fleet growth is relatively short-lived with low NB orders leading to low fleet growth once again from 2018



- Uncertain oil supply outlook
  - What will happen to oil exports in key mid-size load regions?
  - Potential change in OPEC policy?
- Global crude / product inventories to build further in 2017, weighing on refining margins and potentially leading to lower refinery throughput / reduced crude imports

# TIL Is Well-equipped to Ride this Market Cycle

- Refocused as a mid-size tanker owner after selling VLCCs in 2016
- Maximize spot market earnings through participation in RSAs
- Actively pursuing time charters for fixed-rate cover through 2017



- Strong customer relationships with oil majors and commodities traders
- Operational excellence allowing TIL to capture new trade routes with key customers

- Teekay operates the world's largest mid-size conventional tanker fleet
- Recognized leader in Operational Excellence and Safety (HSEQ)
- TIL has only 2 x dry dockings in 2017, none in 2018

- Attractive debt profile with no near-term maturities
- Strong liquidity position of ~\$115m
- Efficient cost structure resulting in low break-even rates



# Teekay Commercial Management Platform

- TIL is able to maximize spot market earnings through participation in the Teekay Revenue Sharing Agreements (RSAs), with TIL's vessels enjoying a high pool point rating
- RSA provides economies of scale and allows for optimized fleet utilization as revenues are shared

## Mechanics of the RSA

- Monthly fee of \$350
  - 1.25% commission on all fixtures
  - Pool pointing by third party
  - 90 days notice for owners to exit agreement
- TIL is also actively pursuing time charters to provide fixed-rate cover through an expected weak spot market in 2017, recently fixing out the *Emerald Spirit* on a one year charter starting October 2016.



### SUEZMAX RSA

- Fleet of 26 vessels
- Three owners
- Outperformed Clarksons reported rates by 6%



### AFRAMAX RSA

- Fleet of 28 vessels
- Eight owners
- Outperformed our peers by 5% in 2015



- Fleet of 6 LR2 vessels
- Four owners
- Outperformed Clarksons reported rates by 4% in 2015



# Teekay Technical Management Platform

- Teekay carries out technical management for over 150 vessels worldwide across the tanker, gas, offshore and dry bulk sectors

## Technical management service

- Crewing
- Planned maintenance
- Dry docking
- Site supervision
- Regulatory retrofitting (including BWMS)
- Annual fee of \$250k per vessel

Technical Management of 3<sup>rd</sup> party vessels:



## Drydockings

- TIL has minimal Capex requirements in the coming years with only 2 dry docks in 2017 and none in 2018 (no ballast water retrofit Capex until 2019 at the earliest)



# Tanker Investments Is Financially Well-positioned

## Strong Financial Position

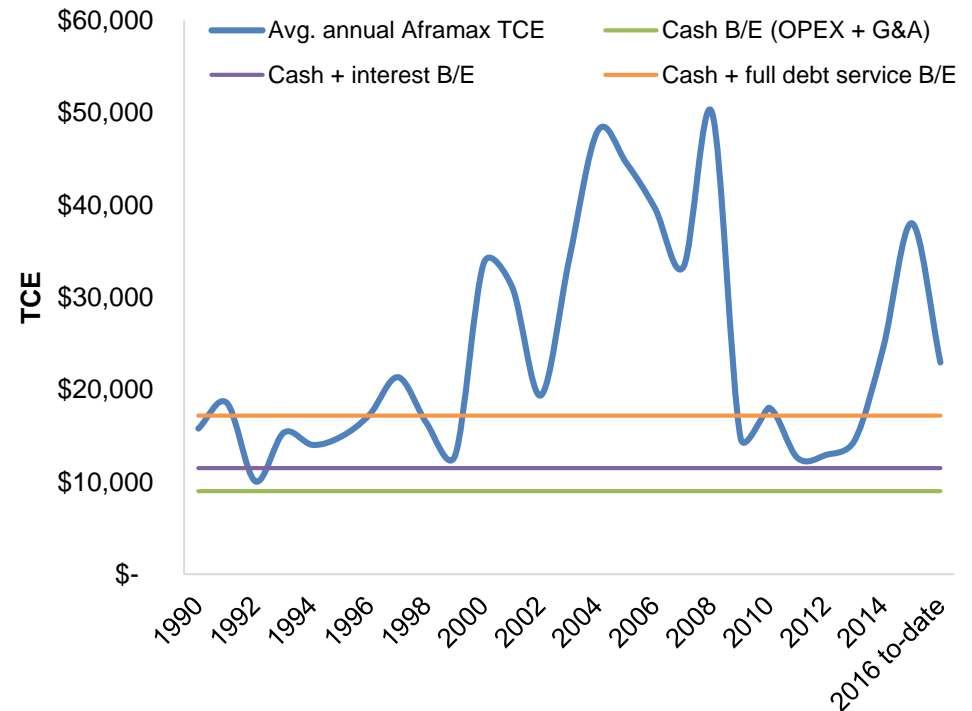
- Total liquidity of ~\$115 million, of which ~\$90 million is readily accessible<sup>1</sup>
- Conservative leverage position:
  - Net debt to capitalization: ~45%
  - Net debt to FMV: ~57%
- Conservative debt profile with debt maturities not until 2019, 2020 and 2021
- No debt covenant concerns

## Low break-even levels

- Cash flow break-even (B/E) levels below the lowest avg. annual tanker rates over the past 26 years:

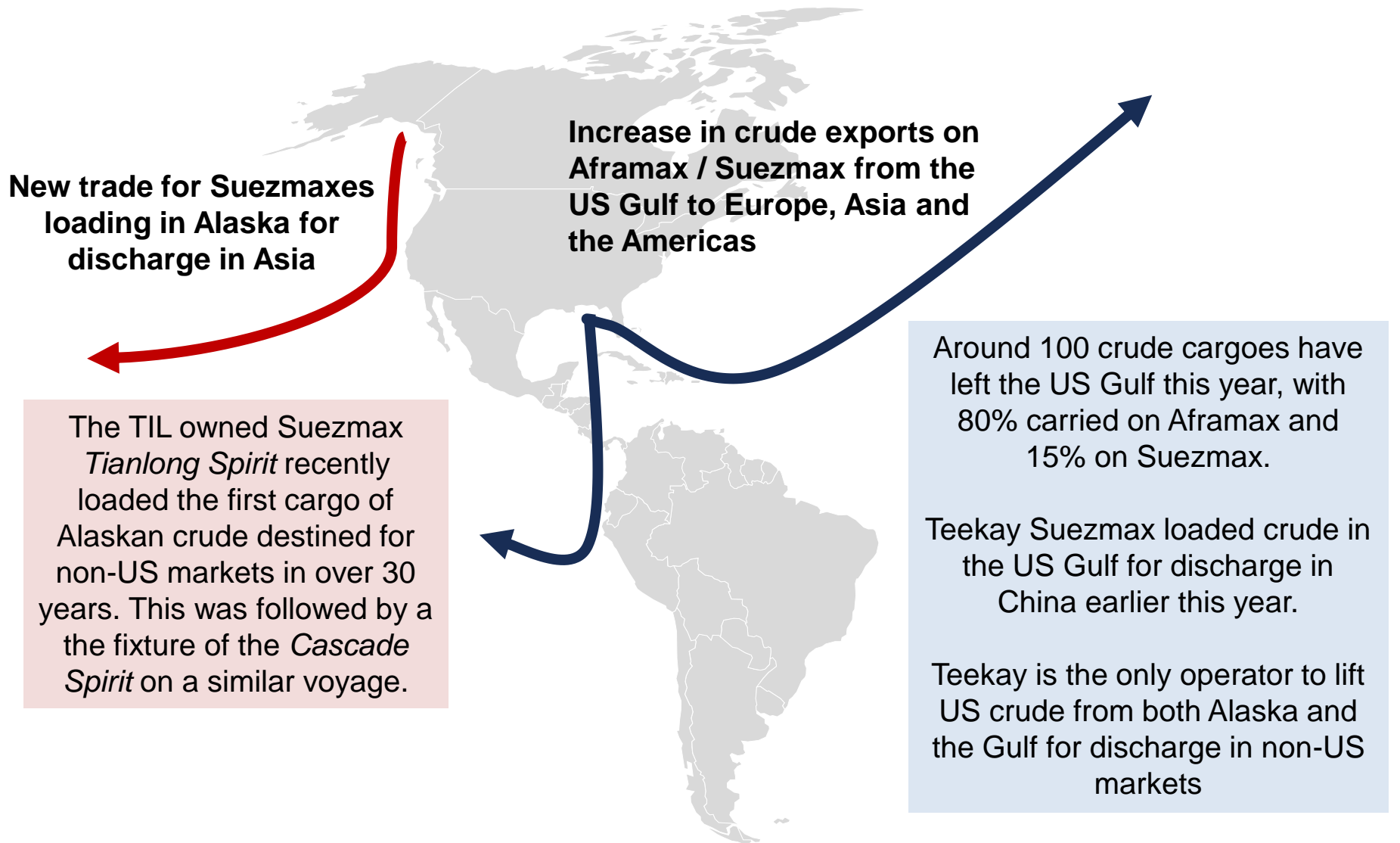
OPEX + G&A B/E	OPEX + G&A + INTEREST B/E
~\$9,000/day	~\$11,500/day

- Well below long-term average Aframax TCE of \$24,000/day

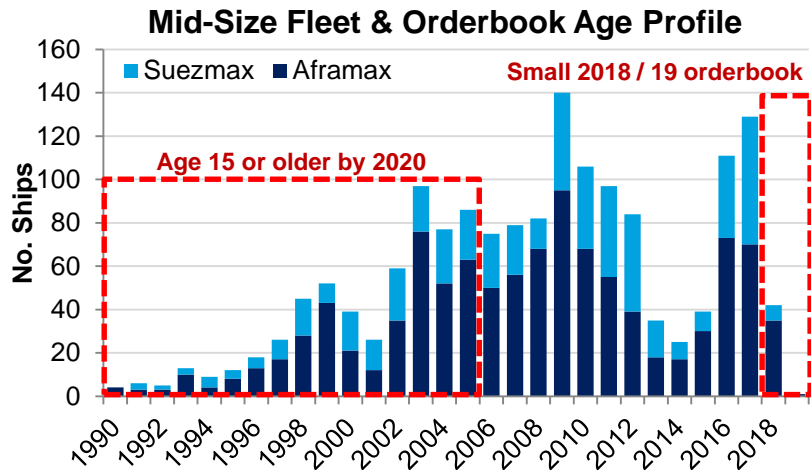


1) Excludes USD 25 million which must be maintained as cash to satisfy a debt covenant

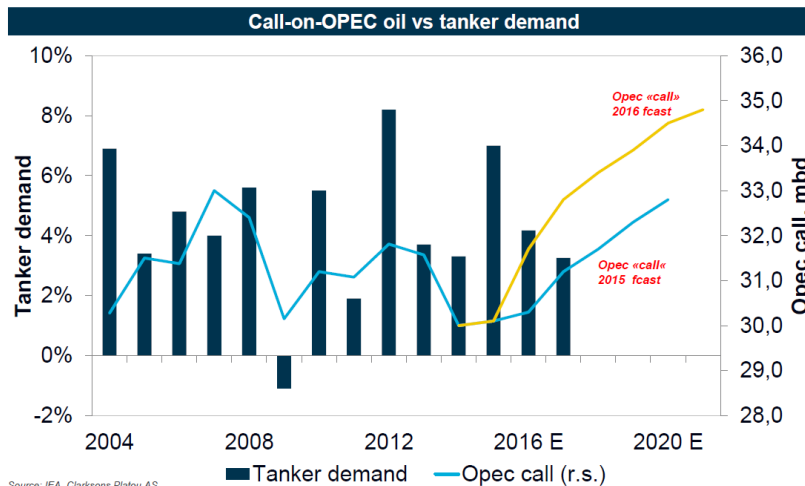
# Teekay's Operational Excellence Gives Access to New Mid-Size Trade Routes



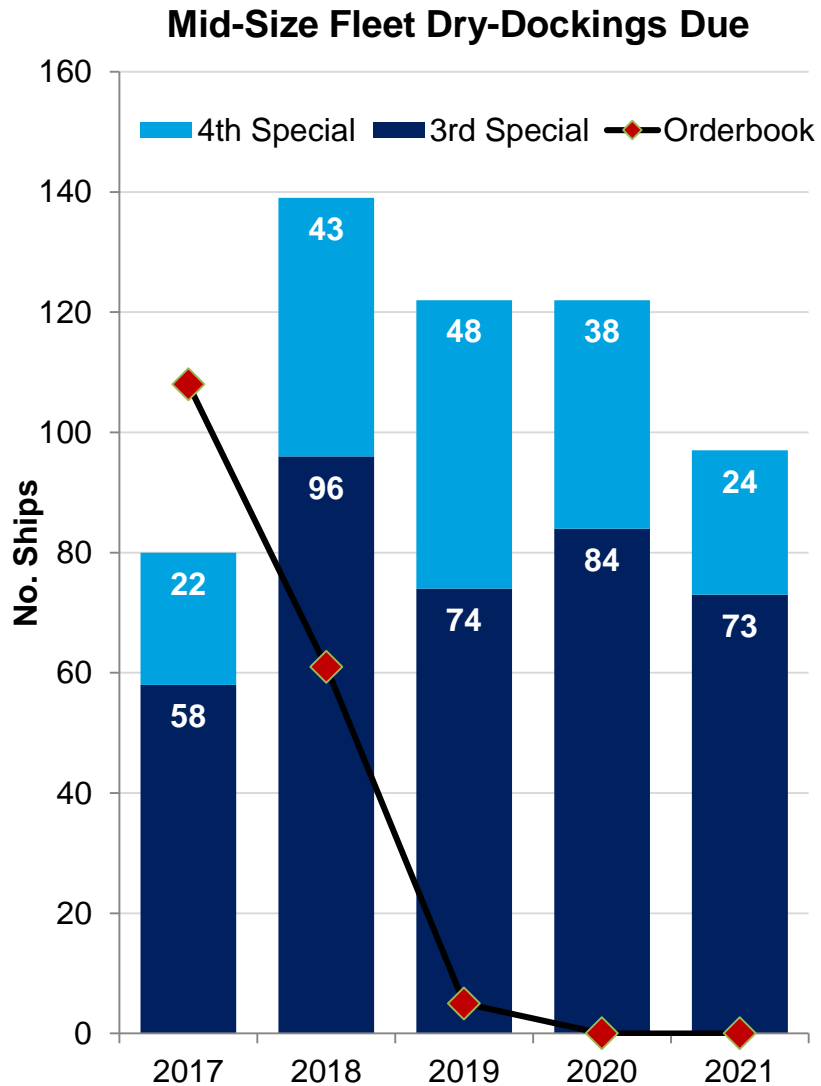
# Stage Set for a 2018 / 19 Recovery



- A lack of new orders in 2016 due to constrained capital markets is setting the stage for very low fleet growth in 2018 / 19.
- In addition, a weaker freight market and upcoming regulations such as Ballast Water will likely lead to increased scrapping
- A higher “call on OPEC” crude towards the end of the decade expected to boost crude tanker demand in the long-term (OPEC barrels are tonne-mile intensive)
- We therefore anticipate a strong up-cycle to emerge in 2018 / 19



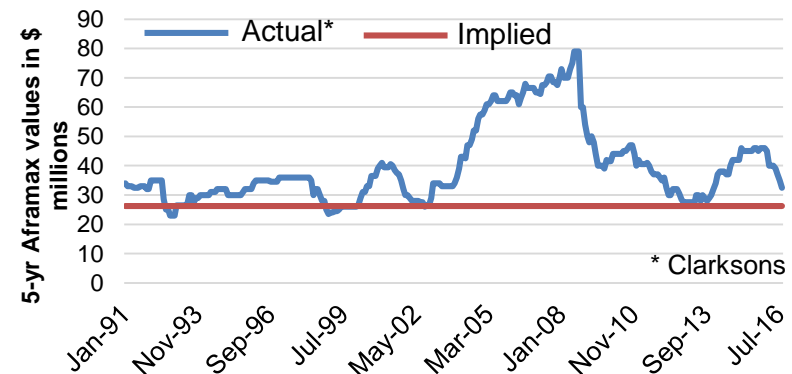
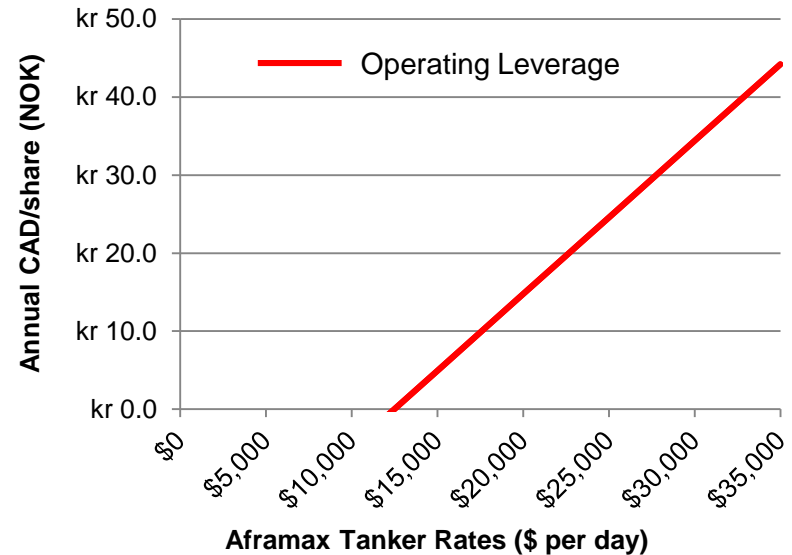
# Upside to Scrapping From Ballast Water Regulations



- The IMO convention on ballast water was ratified on Sept 8<sup>th</sup> 2016
- Vessels will have to retrofit an approved Ballast Water Treatment System (BWTS) at the first dry docking after Sept 8<sup>th</sup> 2017
  - TIL will not have to retrofit until 2019 at the earliest
- The cost of a BWTS is estimated to be up to \$2 million
  - This is on top of the cost of dry docking, which could be up to \$2 million for 3<sup>rd</sup> / 4<sup>th</sup> special survey
- Extra Capex of BWTS could give upside to scrapping in 2017-20

# Tanker Investments Represents Compelling Value

- Young, modern fleet trading within a strong operational (technical and commercial) platform
- Financially positioned to weather potential near-term market weakness
- Fleet profile and new regulations expected to balance the supply of tankers in the medium term
- Low break-evens provide for strong cash flow generation in virtually any tanker market
- Trading at a significant discount to steel value and committed to returning all excess capital to shareholders



**Current value of 5-year old Aframax\***

~\$32.5 million

**Implied value of 5-year old Aframax**

~\$26 million