



# **Epic Gas** Q2 2019 **Earnings Presentation**

14 August 2019









### Disclaimer



This Presentation (hereinafter collectively referred to as the "Presentation") has been produced by Epic Gas Ltd. (the "Company", or "Epic") for information purposes only.

This Presentation contains information obtained from third parties. As far as the Company is aware and able to ascertain from the information

knowledge of the Company, the information contained in this Presentation is in all material respects in accordance with the facts as of the date

published by that third party, no facts have been omitted that would render the reproduced information inaccurate or misleading. To the best of the

hereof. However, no independent verifications have been made and no representation or warranty (express or implied) is made as to, and no reliance should be placed on, any information, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein, and, accordingly, none of the Company or any of its parent or subsidiary undertakings or any such person's officers or employees accepts any liability whatsoever arising directly or indirectly from the use of this document. This Presentation contains certain forward-looking statements relating to the business, financial performance and results of the Company and/or the industry in which it operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements contained in this Presentation, including assumptions, opinions and views of the Company or cited from third party sources are solely opinions and forecasts which are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. None of the Company or any of its parent or subsidiary undertakings or any such person's officers or employees provides any assurance that the assumptions underlying such forward-looking statements are free from errors nor does any of them accept any responsibility for the future accuracy of the opinions expressed in this Presentation or the actual occurrence of the forecasted developments. The Company assumes no obligation, except as required by law, to update any forward-looking statements or to conform these forward-looking statements to our actual results.

# Q2 2019 Highlights Improving business performance & liquidity



|               |                             | Q2 2019 | Q2 2018 |
|---------------|-----------------------------|---------|---------|
| P&L           | TCE per calendar day (US\$) | 9,454   | 9,102   |
|               | Net Revenue (mUS\$)         | 40.6    | 36.6    |
|               | EBITDA (mUS\$)              | 9.8     | 9.7     |
|               | Net Result (mUS\$)          | -1.6    | -2.3    |
|               |                             |         |         |
| Balance Sheet | Cash (mUS\$)                | 78      | 14.6    |
|               | Net Leverage Ratio          | 40%     | 54%     |
|               |                             |         |         |
| Fleet         | No. of Ships                | 40      | 39      |
|               | Calendar Days               | 3,606   | 3,549   |



#### **POST PERIOD END:**

• Completed acquisition of four modern 11,000cbm vessels (all 2015 built in Japan), with 2-year time charter with leading LPG commodity trading and shipping company on two vessels. Fleet expands to 44 vessels with an average age of 8.4 years.

### Low Newbuild Vessel Supply

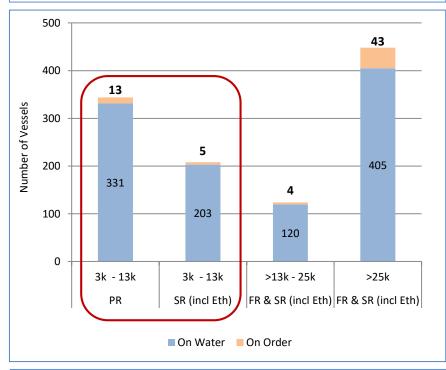


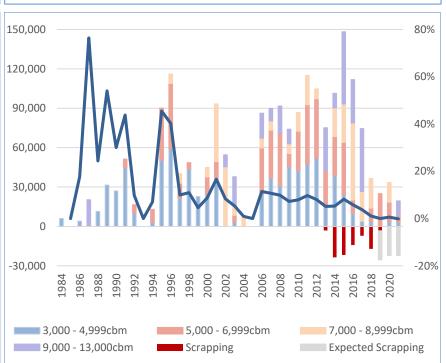
#### Smaller LPG Vessels Order Book Remains Low

Source: Clarksons Register, Company Data

### Pressure Vessel Global Fleet Development

Source: Clarksons Register, Company Data





- 4/6/3 newbuild **pressure** vessels to be delivered in 2019/2020/2021 representing a 1.8%/1.5%/0.7% increase in existing fleet capacity.
- 1/2 newbuild small-sized **semi-ref** (non-Ethylene) vessels to be delivered in 2019/2020 representing a -0.8%/3.4% increase in existing fleet capacity, considering the 17,000cbm scrapped in 1H 2019.
- A 35-year-old 5,000cbm semi-ref vessel and a 36-year-old 6,600cbm ethylene capable vessel were scrapped in Q2 2019.
- A scrapping pool of 20 pressure and 11 semi-ref (non-Ethylene) vessels aged 28 years and over.

### **Growing Demand for LPG**



### Global LPG Seaborne Trade Strong Demand Growth 5% 2020

Source: Drewry

Q2'19 US Total LPG Exports +20% qoq, +25% yoy. Butane +27% qoq, +61% yoy





# Big Volumes China & India Remain Key Demand Drivers Source: FGE

#### LPG Imports (million tonnes)

|       | 2017 | 2018 | 2019 | 2020 | 2025 | CAGR |
|-------|------|------|------|------|------|------|
| China | 18.3 | 18.8 | 19.2 | 20.5 | 22.3 | 2.5% |
| India | 11.9 | 12.1 | 13.7 | 15.4 | 21.6 | 7.7% |
| Japan | 10.6 | 10.7 | 10.5 | 10.7 | 10.7 | 0.1% |
| Korea | 6.1  | 6.4  | 6.8  | 7.4  | 9.3  | 5.4% |

# Strong US LPG exports, stable Chinese Propylene imports

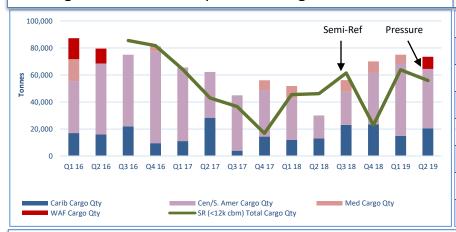


USA pressurised and small-sized Semi-Ref (SR) Exports: 2xlong haul West Africa pressure cargoes

Source: IHS Markit

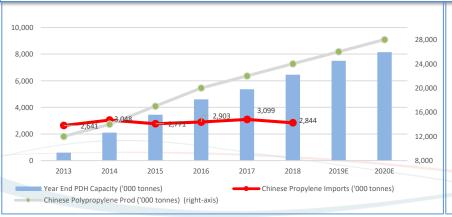
### Growing demand drives import Growth

Source: FGE



| (million tonnes) | 2018 | 2019 | 2020 | 2025 | CAGR  |
|------------------|------|------|------|------|-------|
| Indonesia        | 5.5  | 5.6  | 5.9  | 7.2  | 3.9%  |
| Philippines      | 1.3  | 1.4  | 1.5  | 2.2  | 7.8%  |
| Vietnam          | 1.5  | 1.5  | 1.6  | 4.1  | 15.4% |
| Thailand         | 0.7  | 0.8  | 1.0  | 2.0  | 16.2% |
| West Africa      | 0.7  | 0.7  | 1.1  | 1.3  | 9.2%  |
| South Africa     | 0.2  | 0.5  | 0.5  | 0.7  | 19.6% |
| Morocco          | 3.1  | 3.1  | 3.1  | 3.2  | 0.5%  |

China Propylene Imports hold up as Polypropylene production drives Propylene demand and balances increased PDH capacity, with developing Imports from other Asian countries source: Argus





### Rebalancing between Supply & Demand

12 Month Time Charter Market (USD/day)





### Q2 2019 - freight levels generally level during seasonally weaker period

- 3,500cbm, 5,000cbm, 7,500cbm & 11,000cbm market daily rates averaged \$8,351, \$9,263, \$10,740 and \$13,055, respectively.
- Average rates down by 1-3% for 3,500cbm & 11,000cbm, down by 6-7% for 5,000cbm, up by 3-4% for 7,500cbm compared to Q2 2018.

# Geographical and Commodity Diversity Provides optionality and earnings stability



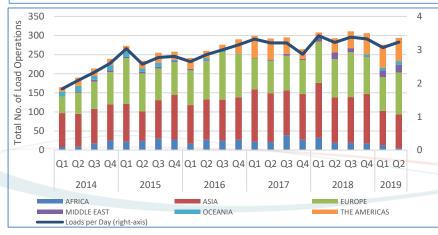
# Diversified Geographical Location of Fleet (as of 14 Aug 2019)

| Vessels by Segment     | Americas | EMEA | Asia | Total Fleet |
|------------------------|----------|------|------|-------------|
| 3,300 – 4,100cbm       | 2        | 0    | 4    | 6           |
| 5,000 – 6,300cbm       | 1        | 3    | 6    | 10          |
| 7,000 – 7,500cbm       | 1        | 12   | 2    | 15          |
| 9,500cbm               | -        | 3    | -    | 3           |
| 11,000cbm              | 1        | 9    | -    | 10          |
| Total                  | 5        | 27   | 12   | 44          |
|                        |          |      |      |             |
| Fleet Capacity (cbm)   |          |      |      | 320,900     |
| Avg. Vessel Size (cbm) |          |      |      | 7,293       |

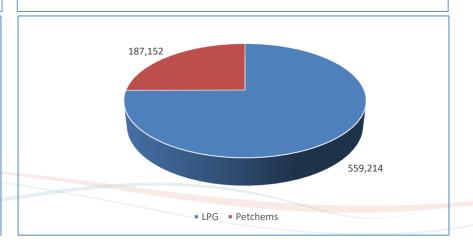
### Cargo Operations Summary, Q2 2019

- ✓ Loaded approximately 746,366 tonnes
- √ 673 cargo operations
- ✓ 115 different ports
- ✓ LPG (75%)
- ✓ Petchems (25%)
- ✓ 5 vessels in the Americas, 21 in Europe/Middle East/Africa, 14 in Asia.

### Diversified Geographical Trade Route Options Higher in the Middle East & Europe



### Cargoes (Tonnes) Transported in Q2 2019, +1.3% yoy

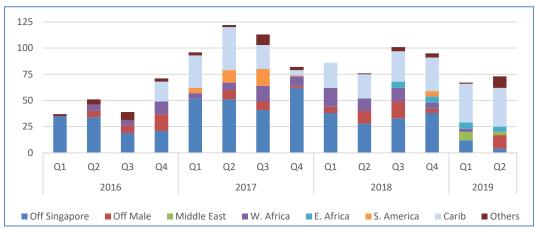


### LPG break bulk trade has grown in recent years

An Integral Part of the Global Seaborne LPG Supply Chain for all vessel sizes



# Epic Gas Ship to Ship (STS) Operations by Region qoq - higher in the Indian Ocean



**Epic Gas STS Operations Heat Map** 



|             | 2014 | 2015 | 2016 | 2017 | 2018 |
|-------------|------|------|------|------|------|
| No. STS Ops | 24   | 108  | 198  | 413  | 358  |

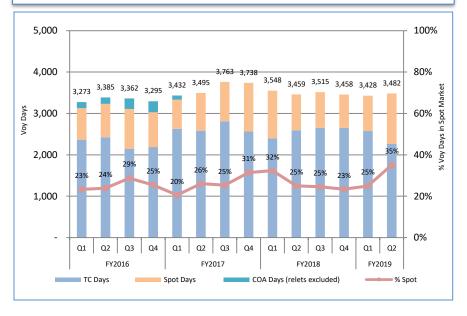
- Strong Global Demand
- 73 STS operations in Q2 2019
- Increased operations in the Indian Ocean and East Africa



### **Operating Metrics**



|   | Three Mor<br>Ended Ju |         |         | nth Period<br>June 30, |
|---|-----------------------|---------|---------|------------------------|
|   | 2018                  | 2019    | 2018    | 2019                   |
| OPERATING METRICS                       |                       |         |         |                        |
| Average number of vessels in period (1) | 39.00                 | 39.60   | 39.59   | 39.24                  |
| Number of vessels as of period end      | 39                    | 40      | 39      | 40                     |
| Fleet capacity at period end (cbm)      | 264,000               | 276,900 | 264,000 | 276,900                |
| Gas fleet average size as of period end | 6,769                 | 6,923   | 6,769   | 6,923                  |
| Fleet calendar days                     | 3,549                 | 3,606   | 7,166   | 7,103                  |
| Time charter days                       | 2,594                 | 2,260   | 4,995   | 4,834                  |
| Spot market days                        | 865                   | 1,222   | 2,012   | 2,076                  |
| COA days (relets excluded)              | -                     | -       | -       | -                      |
| Voyage days (2)                         | 3,459                 | 3,482   | 7,007   | 6,910                  |
| Fleet utilisation (3)                   | 97.5%                 | 96.6%   | 97.8%   | 97.3%                  |
| Fleet operational utilisation (4)       | 92.9%                 | 90.6%   | 92.4%   | 92.3%                  |
| Time charter equivalent earnings (5)    |                       |         |         |                        |
| Per Calendar Day                        | \$9,102               | \$9,454 | \$8,990 | \$9,584                |
| Per Voyage Day                          | \$9,339               | \$9,792 | \$9,195 | \$9,851                |
| Operating expenses per Calendar Day (6) | \$4,127               | \$4,292 | \$4,202 | \$4,346                |



Voyage Days

<sup>1)</sup> The number of days each vessel was a part of our fleet during the period divided by the number of calendar days.

<sup>2)</sup> Calendar days net of off-hire days associated with major repairs, dry dockings or special or intermediate surveys.

<sup>3)</sup> Calculated by dividing voyage days by fleet calendar days.

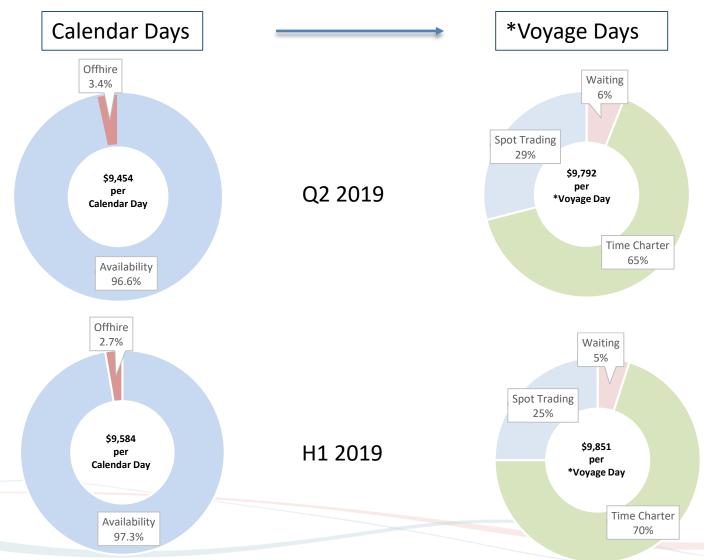
<sup>4)</sup> Calculated by dividing voyage days, excluding commercially idle days, by fleet calendar days.

<sup>5)</sup> Calculation of time charter equivalent earnings provided in Supplemental Information above.

<sup>6)</sup> TC-in vessel excluded

## Fleet Performance – Days & Earnings





<sup>\*</sup>Calendar days net of off-hire days associated with major repairs, dry dockings or special or intermediate surveys.

## Income Statement and Cash Flow Q2 2019



| INCOME STATEMENT (UNAUDITED)         |                    |                |             |       |
|--------------------------------------|--------------------|----------------|-------------|-------|
|                                      | Three Month Period |                | Six Month P | eriod |
|                                      | Ended Jun          | Ended June 30, |             | 30,   |
| All amounts in \$ millions           | 2018               | 2019           | 2018        | 2019  |
|                                      |                    |                |             |       |
| Revenue                              | 36.6               | 40.6           | 75.0        | 80.3  |
|                                      |                    |                |             |       |
| Address and brokerage commissions    | 0.6                | 0.8            | 1.2         | 1.4   |
| Voyage expenses                      | 4.1                | 6.4            | 10.2        | 11.9  |
| Vessel operating expenses            | 14.7               | 14.9           | 30.1        | 29.9  |
| Charter-in costs                     | 3.8                | 4.9            | 7.7         | 9.1   |
| Depreciation and amortization        | 7.4                | 7.3            | 14.9        | 14.5  |
| Impairment/ (gain)/loss on vessels   | 0.0                | (0.1)          | (0.8)       | (0.1) |
| General and administrative expenses  | 3.9                | 4.2            | 7.9         | 8.3   |
| Total expenses                       | 34.4               | 38.3           | 71.2        | 75.1  |
|                                      |                    |                |             |       |
| Operating income                     | 2.2                | 2.4            | 3.8         | 5.2   |
|                                      |                    |                |             |       |
| Other (income) / losses, net         | 0.1                | 0.0            | 0.1         | (0.9) |
| Finance expenses                     | 4.3                | 3.9            | 8.4         | 7.9   |
| Profit/(loss) before tax             | (2.2)              | (1.5)          | (4.7)       | (1.8) |
|                                      |                    |                |             |       |
| Income tax expense                   | 0.1                | 0.1            | 0.2         | 0.1   |
| Profit/(loss) after tax              | (2.3)              | (1.6)          | (4.9)       | (1.9) |
|                                      |                    |                |             |       |
| Other Comprehensive income:          |                    |                |             |       |
| Income directly recognized in equity | 0.0                | 0.0            | 0.0         | 0.0   |
| Cash flow hedges gain/(loss)         | 0.4                | (1.7)          | 2.0         | (2.9) |

| Six Month F<br>Ended Jun<br>2018 |                               |
|----------------------------------|-------------------------------|
|                                  | ,                             |
| 2018                             | 2010                          |
|                                  | 2019                          |
| 8.5                              | 9.9                           |
| 3.0                              | (3.5)                         |
| (15.9)                           | 43.4                          |
|                                  |                               |
| (4.4)                            | 49.8                          |
| 7.0                              | 16.7                          |
| 2.6                              | 66.5                          |
|                                  | 3.0<br>(15.9)<br>(4.4)<br>7.0 |

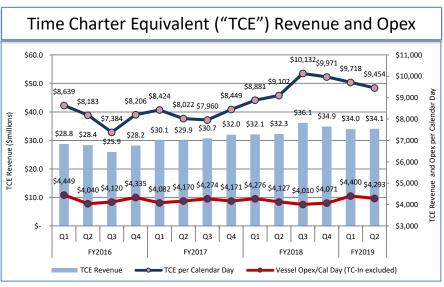
(1.8)

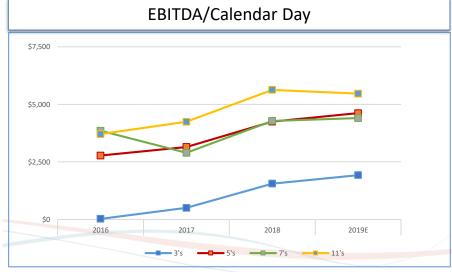
Total Comprehensive Income/(Loss)

(3.3)

(2.9)

(4.8)





### Balance Sheet 30 June 2019



| BALANCE SHEET (UNAUDITED)                     |                      |                      |
|---|----------------------|----------------------|
| All amounts in S millions                     | As of<br>31 Dec 2018 | As of<br>30 Jun 2019 |
| ASSETS  | 31 DCC 2010          | 30 Juli 2013         |
| 7.002.10                                      |                      |                      |
| Cash and cash equivalents                     | 16.7                 | 66.5                 |
| Trade and other receivables                   | 20.2                 | 25.4                 |
| Inventories                                   | 3.3                  | 4.4                  |
| Derivative financial instruments              | 0.0                  | 0.0                  |
| Current assets                                | 40.3                 | 96.3                 |
|   |                      |                      |
| Trade and other receivables – Non current     | 0.1                  | 0.4                  |
| Restricted cash deposits                      | 11.5                 | 11.5                 |
| Property, plant and equipment                 | 497.2                | 486.5                |
| Leased Assets                                 | 0.0                  | 36.6                 |
| Derivative financial instruments              | 1.8                  | 0.0                  |
| Deferred tax assets                           | 0.0                  | 0.1                  |
| Non-current assets                            | 510.7                | 535.0                |
| TOTAL ASSETS                                  | 550.9                | 631.3                |
| LIABILITIES AND SHAREHOLDERS' EQUITY          |                      |                      |
| EIABIETTES AND STAKETOEDERS EQUITY            |                      |                      |
| Trade and Other Payables                      | 22.7                 | 27.4                 |
| Deferred income                               | 9.8                  | 8.8                  |
| Current income tax liabilities                | 0.3                  | 0.2                  |
| Derivative liabilities                        | 0.0                  | 0.0                  |
| Capital lease liabilities                     | 34.7                 | 33.1                 |
| Borrowings                                    | 26.5                 | 25.6                 |
| Lease liabilities                             | 0.0                  | 16.0                 |
| Current liabilities                           | 94.0                 | 111.1                |
| Derivative financial instruments              | 0.2                  | 1.3                  |
| Deferred income tax liabilities               | 0.1                  | 0.1                  |
| Capital lease liabilities                     | 12.8                 | 11.5                 |
| Borrowings                                    | 201.2                | 188.9                |
| Lease liabilities                             | 0.0                  | 20.6                 |
| Non-current liabilities                       | 214.3                | 222.5                |
| Total Liabilities                             | 308.3                | 333.5                |
| Total Edulities                               | 566.5                | 555.5                |
| Share capital                                 | 340.1                | 399.9                |
| Share option reserves                         | 4.4                  | 4.6                  |
| Accumulated losses                            | (103.3)              | (105.2)              |
| Accumulated other comprehensive income/(loss) | 1.4                  | (1.5)                |
| Total Equity                                  | 242.6                | 297.7                |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY    | 550.9                | 631.3                |
|   | 330.3                | 032.3                |

#### Asset values

Book value of \$487 million below latest broker FMV estimates

#### Debt

Reduction in outstanding debt by \$22 million on last year. Outstanding bank indebtedness and finance leases of \$259 million.

#### Low gearing

Net leverage of 40%

#### · Loan Profile as of period end

|                 | Dec-18 | Dec-19 | Dec-20 | Dec-21 | Dec-22 | Dec-23 | Dec-24 |
|-----------------|--------|--------|--------|--------|--------|--------|--------|
| Credit Agricole | 32.0   | 27.9   | 23.9   | 20.5   | 18.0   |        |        |
| ABN/NIBC/CA     | 64.2   | 59.1   | 54.0   | 48.9   | 43.8   |        |        |
| ABN/DVB/Nord LB | 61.1   | 48.8   | 38.8   | 30.5   | 22.1   |        |        |
| NIBC            | 6.6    | 5.4    | 4.2    | 3.0    |        |        |        |
| Japanese Owners | 64.9   | 60.9   | 56.8   | 52.5   | 48.1   | 31.0   | 27.2   |
| Finance Leases  | 47.5   | 41.7   | 35.4   | 28.8   | 4.5    |        |        |
| Interunity      | 1.3    | 0.9    | 0.4    |        |        |        |        |
| Balloon         |        |        |        |        | 27.2   | 88.5   |        |
| Total           | 277.7  | 244.7  | 213.5  | 184.1  | 163.7  | 119.5  | 27.2   |

#### Liquidity

Following equity raise of US\$ 60 million, cash position increased to \$78 million

### Subsequent events

Acquisition of four 11,000cbm vessels for a total of \$106.5m, financed with combination of debt of \$63.9m and equity of \$42.6 million

### **Summary and Outlook**



### Summary Q2 2019

- 40 vessels on the water, total capacity 276,900cbm, average size 6,923cbm, average age 8.9 years (post period additional 4 vessels takes total capacity to 320,900cbm, average size 7,293cbm, average age 8.4 years).
- Fleet Operational Utilisation 90.6%, TCE \$9,454 per calendar day and \$9,792 per voyage day.
- Operating Expenses \$4,292 and General & Administrative expenses \$1,155 per calendar day.
- As of 30<sup>th</sup> June 2019, 49% covered for balance of 2019 at an average daily TCE rate of \$10,161.

### Outlook

- Utilisation and Freight levels for the larger sizes improving as market recovery gains traction, with small orderbook, ongoing growth in commodity supply and demand growth for LPG shipping.
- Ongoing and potential scrapping in the pressurised and semi-ref LPG ship sector.
- Limited order book for the sector 13 pressure and 5 semi-ref (including 2 ethylene carriers).
- Positive macro environment and infrastructure development in demand centres.

### The Epic Gas Fleet (as of 14 August 2019)



| Vessel: 11,000 cbm   | cbm     | Delivery | Yard    |
|----------------------|---------|----------|---------|
| Kahyasi              | 11,000  | 2015     | Sasaki  |
| Kris Kin             | 11,000  | 2015     | Sasaki  |
| Epic Sicily*         | 11,000  | 2015     | Sasaki  |
| Kisber               | 11,000  | 2015     | Kyokuyo |
| Kingcraft            | 11,000  | 2015     | Kyokuyo |
| Epic Samos           | 11,000  | 2016     | Kyokuyo |
| Epic Sentosa         | 11,000  | 2016     | Kyokuyo |
| Epic Shikoku         | 11,000  | 2016     | Kyokuyo |
| Epic Sardinia*       | 11,000  | 2017     | Kyokuyo |
| Epic Salina          | 11,000  | 2017     | Kyokuyo |
| Sub Total 10 Vessels | 110,000 | cbm      |         |
|                      |         | •        |         |

| Vessel: 9,500 cbm   | cbm    | Built | Yard  |
|---------------------|--------|-------|-------|
| Epic Madeira        | 9,500  | 2006  | Miura |
| Epic Manhattan      | 9,500  | 2007  | Miura |
| Westminster**       | 9,500  | 2011  | Miura |
| Sub Total 3 Vessels | 28,500 | cbm   |       |

| Vessel: 5,000-6,300 cbm | cbm    | Built | Yard      |
|-------------------------|--------|-------|-----------|
| Epic St. George         | 5,000  | 2007  | Shitanoe  |
| Epic St. Kitts          | 5,000  | 2008  | Kanrei    |
| Epic St. Martin         | 5,000  | 2008  | Kanrei    |
| Epic St. Lucia          | 5,000  | 2008  | Sasaki    |
| Epic St. Vincent        | 5,000  | 2008  | Sasaki    |
| Epic St. Croix          | 5,000  | 2014  | Sasaki    |
| Epic St. Thomas         | 5,000  | 2014  | Sasaki    |
| Epic St. Agnes          | 5,000  | 2015  | Kitanihon |
| Epic St. Ivan           | 5,000  | 2015  | Kitanihon |
| Epic Balta              | 6,300  | 2000  | Higaki    |
| Sub Total 10 Vessels    | 51,300 | cbm   |           |

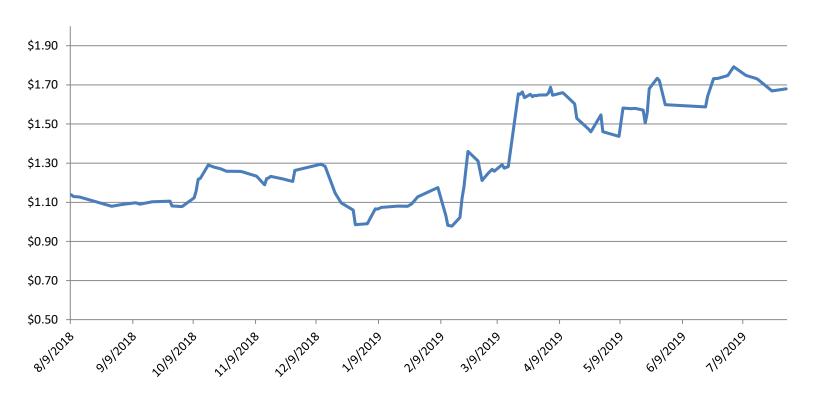
| Vessel: 7,200-7,500  | cbm     | Built | Yard           |
|----------------------|---------|-------|----------------|
| Epic Borkum          | 7,200   | 2000  | Murakami Hide  |
| Epic Barbados        | 7,200   | 2001  | Murakami Hide  |
| Epic Bermuda         | 7,200   | 2001  | Murakami Hide  |
| Epic Barnes          | 7,200   | 2002  | Murakami Hide  |
| Epic Bali            | 7,200   | 2010  | Kyokuyo        |
| Epic Borneo          | 7,200   | 2010  | Kyokuyo        |
| Epic Bell*           | 7,200   | 2014  | Kyokuyo        |
| Epic Bird*           | 7,200   | 2014  | Kyokuyo        |
| Epic Bolivar         | 7,500   | 2002  | Shin Kurushima |
| Epic Burano          | 7,500   | 2002  | Watanabe       |
| Epic Boracay         | 7,500   | 2009  | Murakami Hide  |
| Emmanuel**           | 7,500   | 2011  | Murakami Hide  |
| Epic Borinquen       | 7,500   | 2016  | Sasaki         |
| Epic Bonaire         | 7,500   | 2016  | Sasaki         |
| Epic Baluan          | 7,500   | 2017  | Sasaki         |
|                      |         |       |                |
| Sub Total 15 Vessels | 110 100 | chm   |                |

| Vessel: 3,500 cbm   | cbm    | Built | Yard      |
|---------------------|--------|-------|-----------|
| Epic Catalina       | 3,500  | 2007  | Kanrei    |
| Epic Cobrador*      | 3,500  | 2009  | Kanrei    |
| Epic Cordova*       | 3,500  | 2009  | Kanrei    |
| Epic Corsica        | 3,500  | 2009  | Kanrei    |
| Epic Caledonia      | 3,500  | 2014  | Kitanihon |
| Epic Curacao        | 3,500  | 2014  | Kitanihon |
| Sub Total 6 Vessels | 21,000 | cbm   |           |

# Key Information on Epic Gas' Shares



### Epic Gas Share Price L12M, US\$



Listing Market

Market Cap (NOK) as of 6 August

Shares Outstanding

Oslo, Merkur (EPIC:ME)

1,567.3 M

106.6 M