

STENA IMAGE

Capital Link  
International Shipping  
& Offshore Forum  
21 March, 2016

A small niche player...



- 15 vessels
- Main focus on products and edible oils
- Crude as a complement
- Listed on NASDAQ Stockholm 1984 (CCOR)
- Stena Group majority shareholder
  
- Market cap: 100 MUSD
- NAV: 200 MUSD

... but part of a large network







Best year since 2001

# Financials 2015

USD million	Jan– Dec 2015	Jan– Dec 2014	Change in %
Total income	96.0	77.4	24
EBITDA	50.3	31.3	61
Operating result	24.8	8.2	202
Result before tax	20.7	2.4	762
Result per share, USD	0.43	0.03	1333
Available liquid funds*	44.0	29.9	47

\* Including unutilised credit facilities



# Best year since 2001

A strong market  
– “tanker stars  
aligned”

- Strong underlying demand for oil and petroleum products
- Low oil prices
- “Growth doubled”
- Changes in the global refinery infrastructure

Increased  
earning capacity

- 2 x IMO IIMAX
- 2 x 0,5 Suezmax
- 1 x 0,5 MR (Eco)

**+22%**  
**Fleet growth**

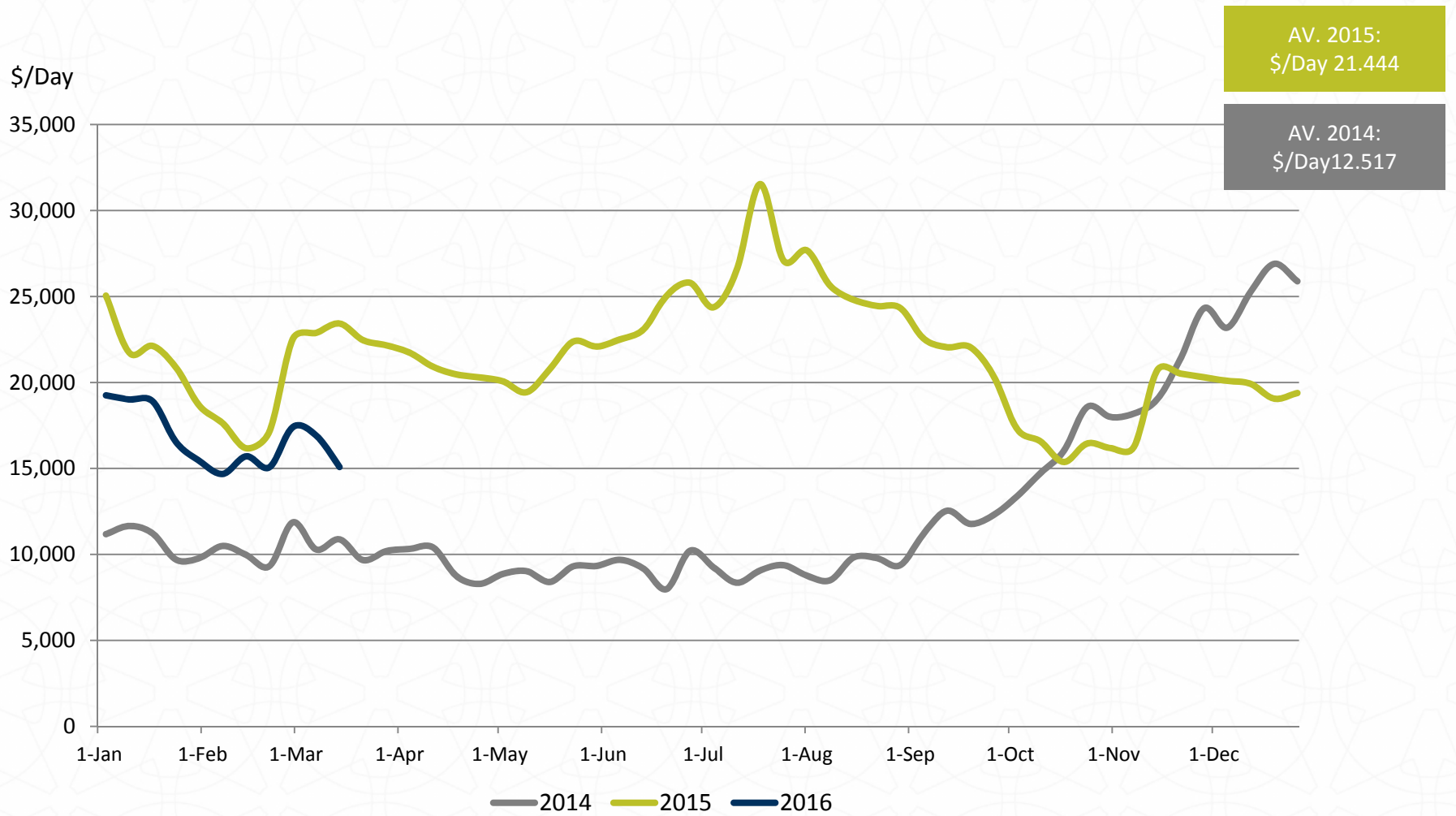
A successful  
chartering strategy

- Successful P-MAX niche strategy
- Balancing spot/TC
- Stena Weco & Stena Sonangol Suezmax Pool  
– superior performance

Our market

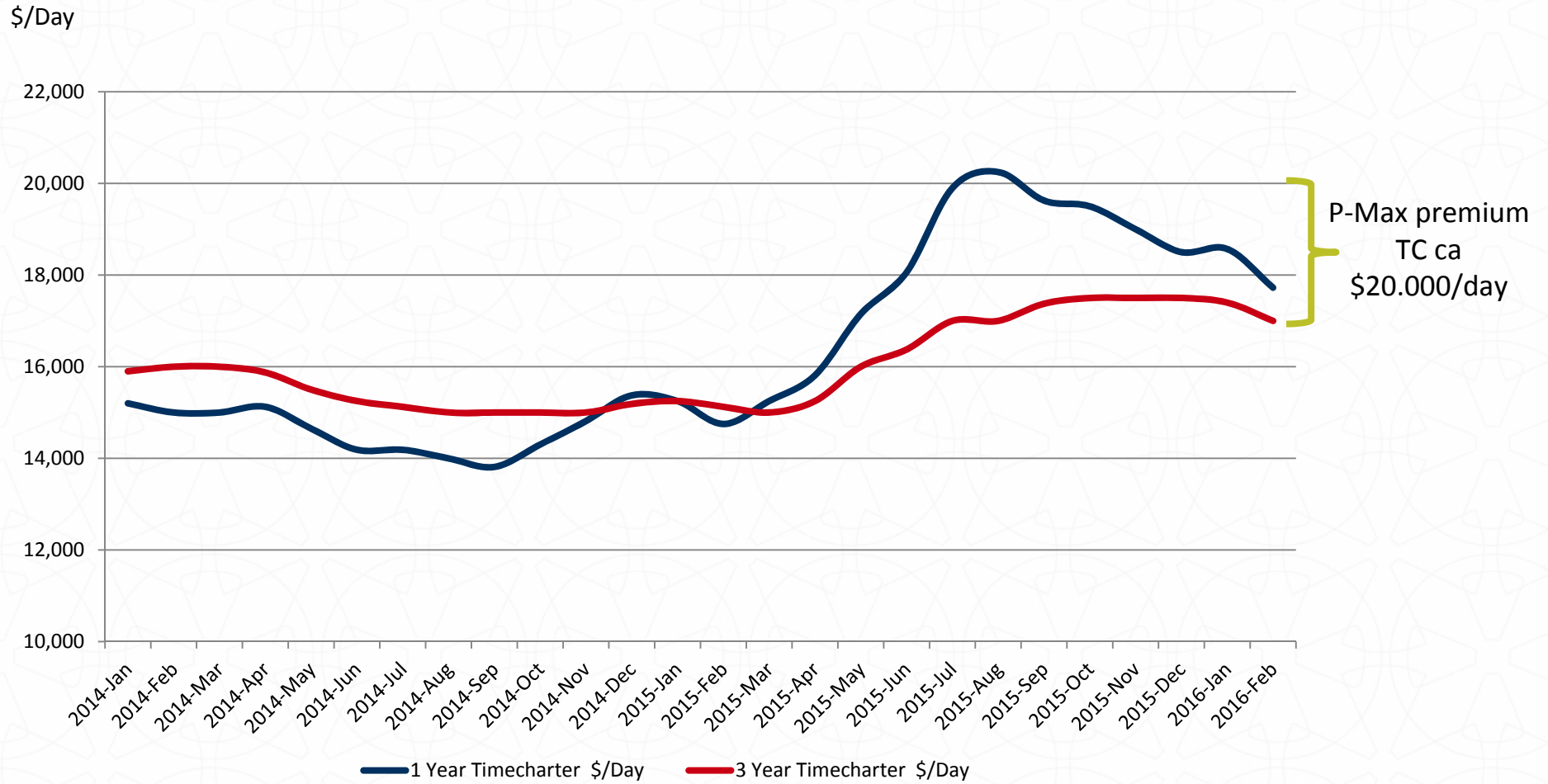


# MR Clean WW index Earnings 2014 vs 2015



Average MR Clean Earnings (Clarksons)

# MR timecharter rates USD/day



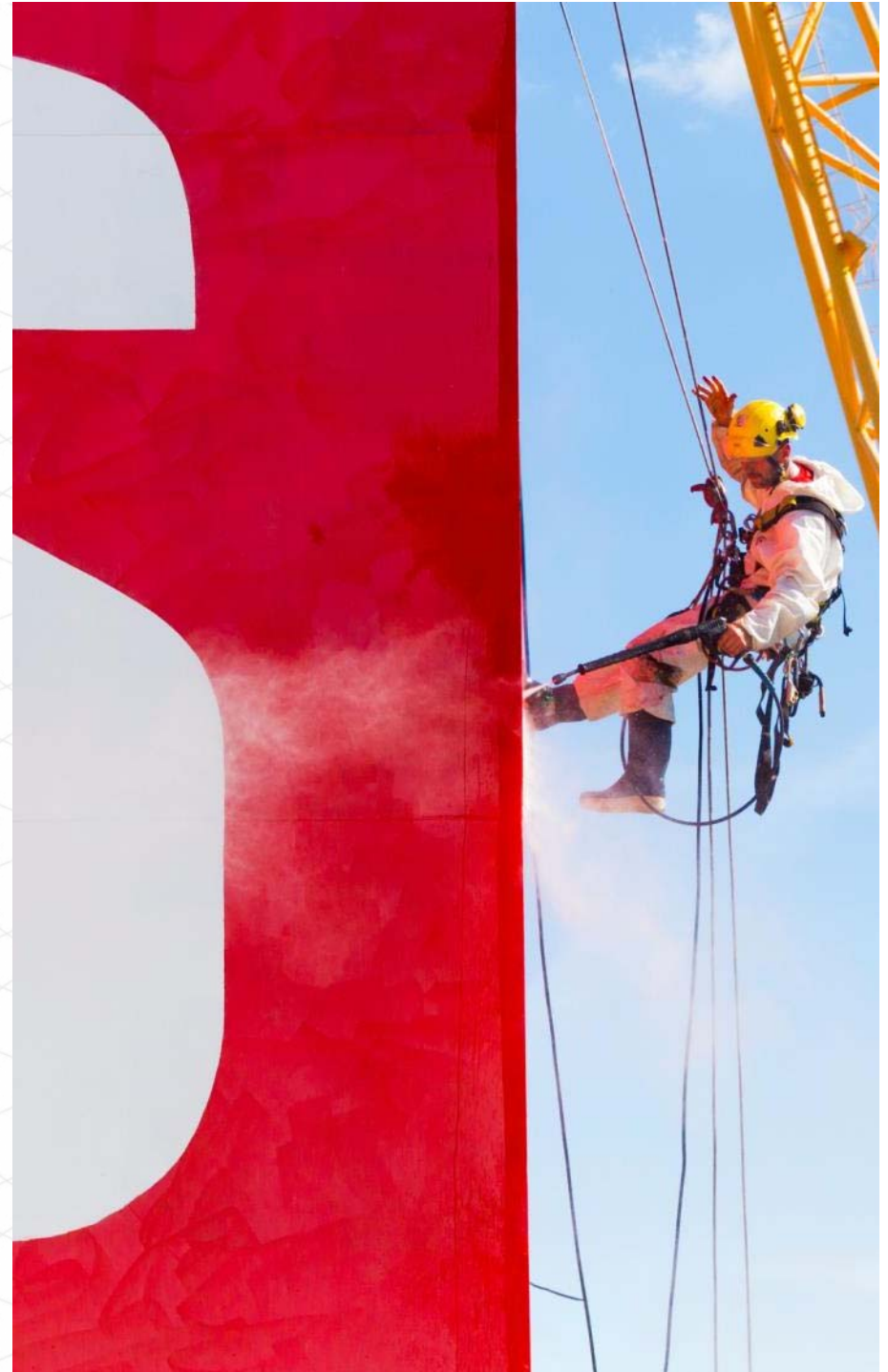
Source: Clarkson

# Status product tanker market

- Oil demand forecasted to grow by 1.2m bpd in 2016  
> translates into a further 5-6% growth in product trade volumes
- Continued low oil prices
- Continued Middle east refinery expansion  
> longer distances

## Concerns:

- Large scale stock-building (commercial, refinery level and strategic)
- High number of deliveries expected



# Supply & Demand Summary 2015-2017



## Crude tankers

Growth, %	2015	2016	2017	(2018)
Supply (net)	2.2	5-6	5-6	(1.4)
Demand*	5.0	2-4	2-3	1-2?

## Product tankers

Growth, %	2015	2016	2017	(2018)
Supply (net)	5.0	6.0	4.5	(1.3)
Demand*	7.0	5-6	3-5	3-5?

\*Volume + distance (no speculation on stock build/draw)

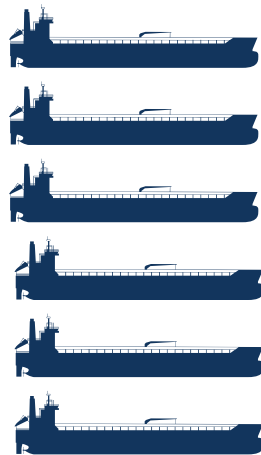
A well managed  
fleet strategy

# Now 15 vessels - few ships - in good hands

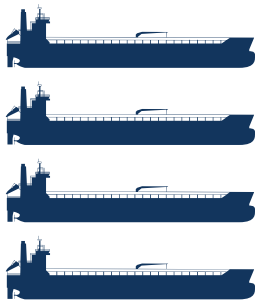
**Ship and cargo type**

## P-MAX

Light products (CPP)

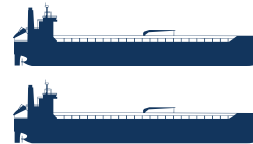


Heavy products (DPP)



## IMOIMAX

Light products, easy chemicals and vegetable oils



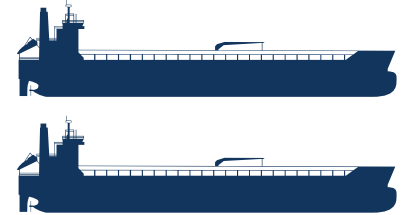
## ECO MR



(50% charter in)

## Suezmax

Crude oil



(of which one is 50% charter in with Stena Bulk)

**Partner**



(operating 50-60 ships)



(operating 50-60 ships)



(app. 20 ships)

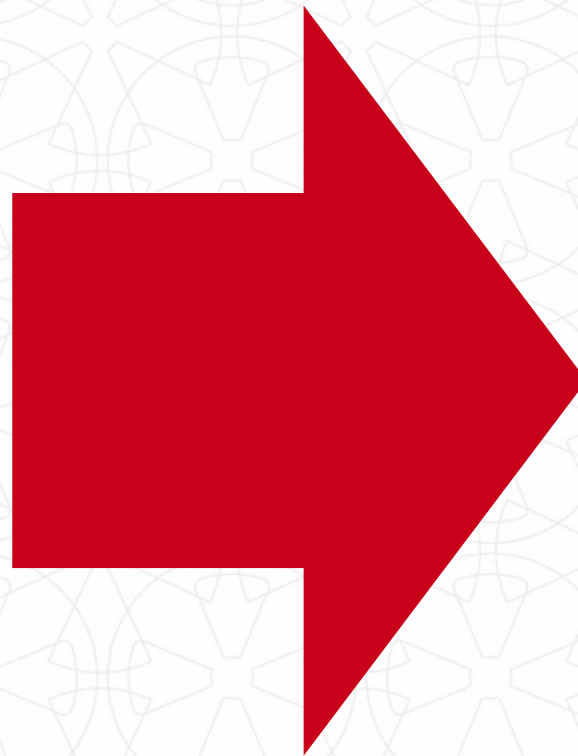
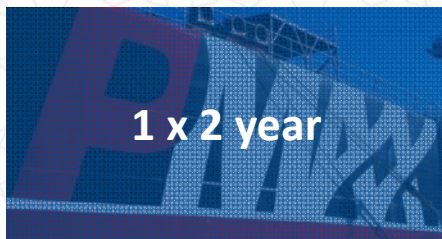
# Successful P-MAX niche strategy



Niche trade = higher utilization, higher earnings.

# Using momentum in market to time charter out – at good rates

3 charter contracts  
for P-MAX-vessels



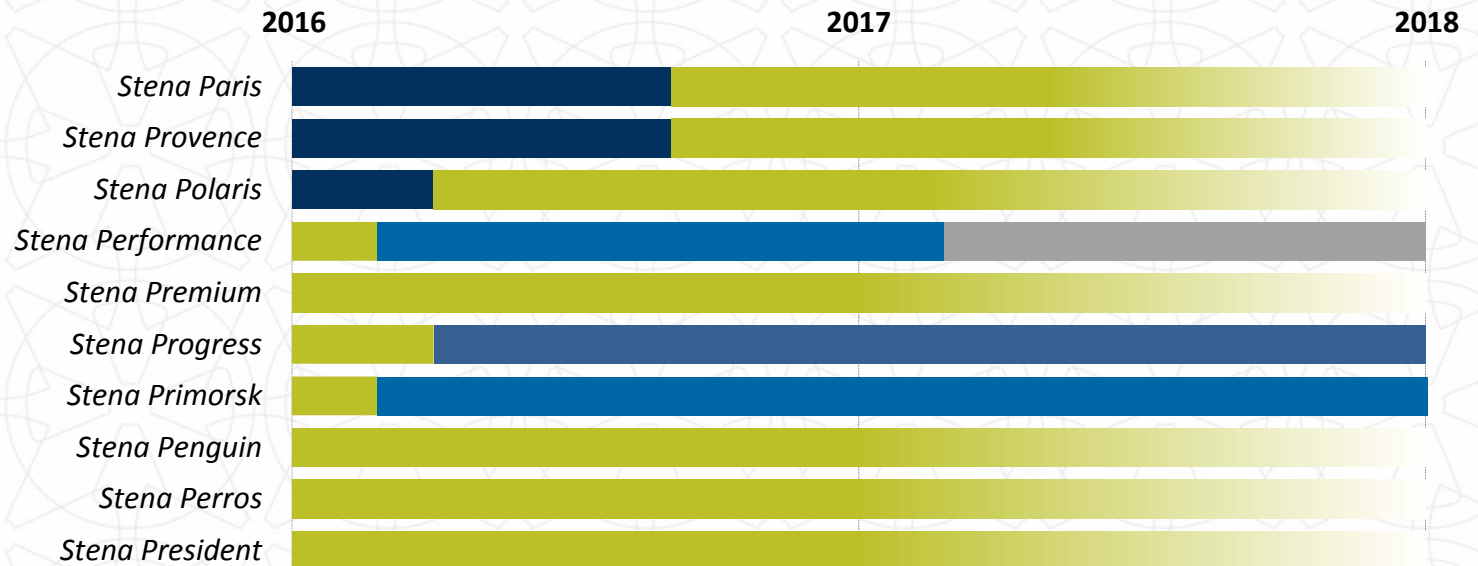
- Ensures a good level of income
- Balancing SPOT-exposure
- Well positioned vs. market outlook



# Fleet and employment strategy

## Product tankers

### P-MAX



### IMO IIMAX

Stena Image  
Stena Important



### Eco MR

Unnamed vessel



## Crude tankers

### Suezmax

Stena Supreme  
Unnamed vessel



Employment:

Spot

CVC

Time Charter

Option

50% charter in (spot)

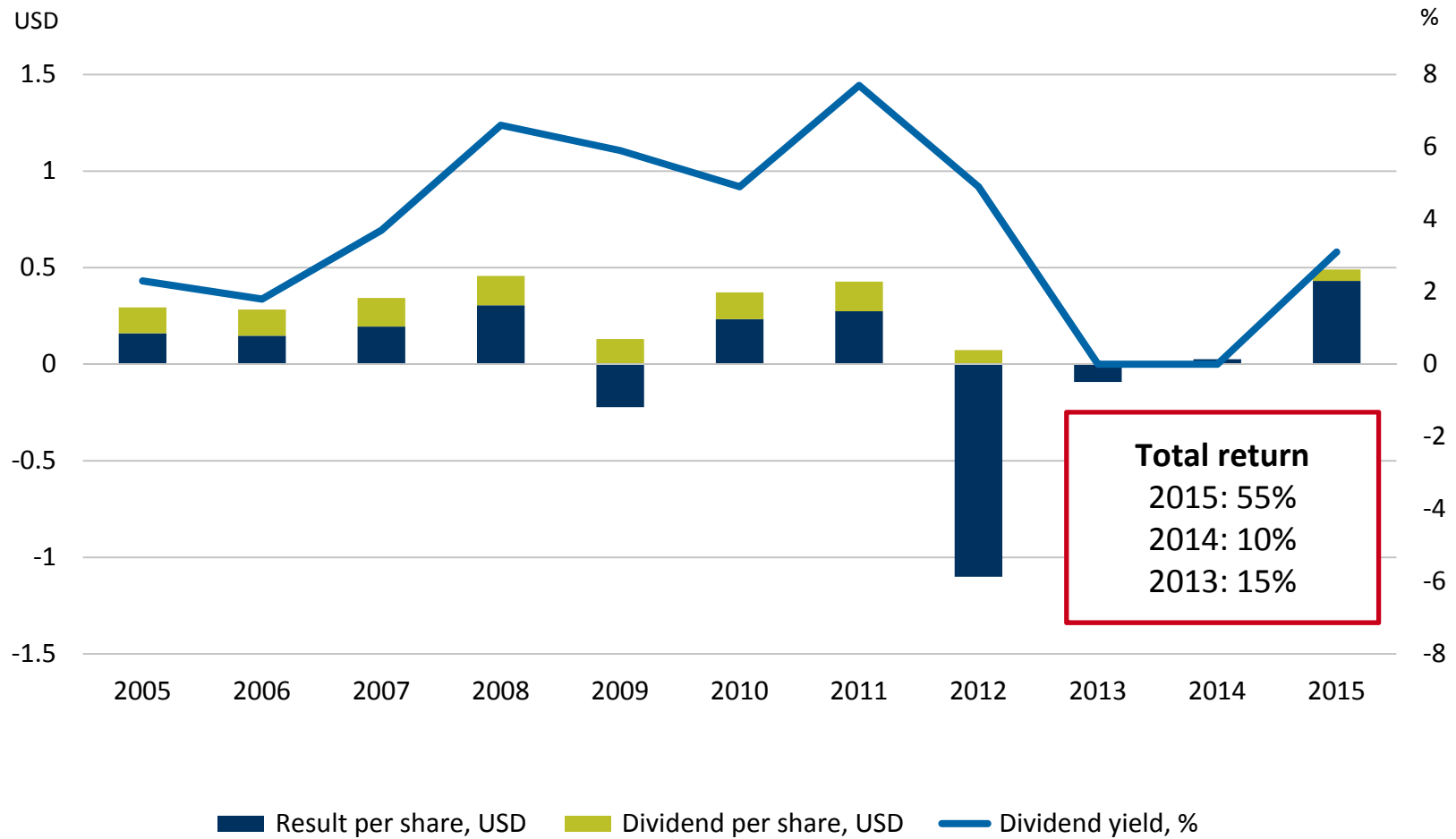
# Financials

# Financial objectives

	<b>Profitability</b>	<b>Equity ratio</b>	<b>Growth</b>
<b>Target</b>	At least 10% return on equity	At least 40% over a business cycle	10% average fleet growth over a business cycle
<b>Actual 2015</b>	10%	43%	25% incl. charter in 18% wholly owned

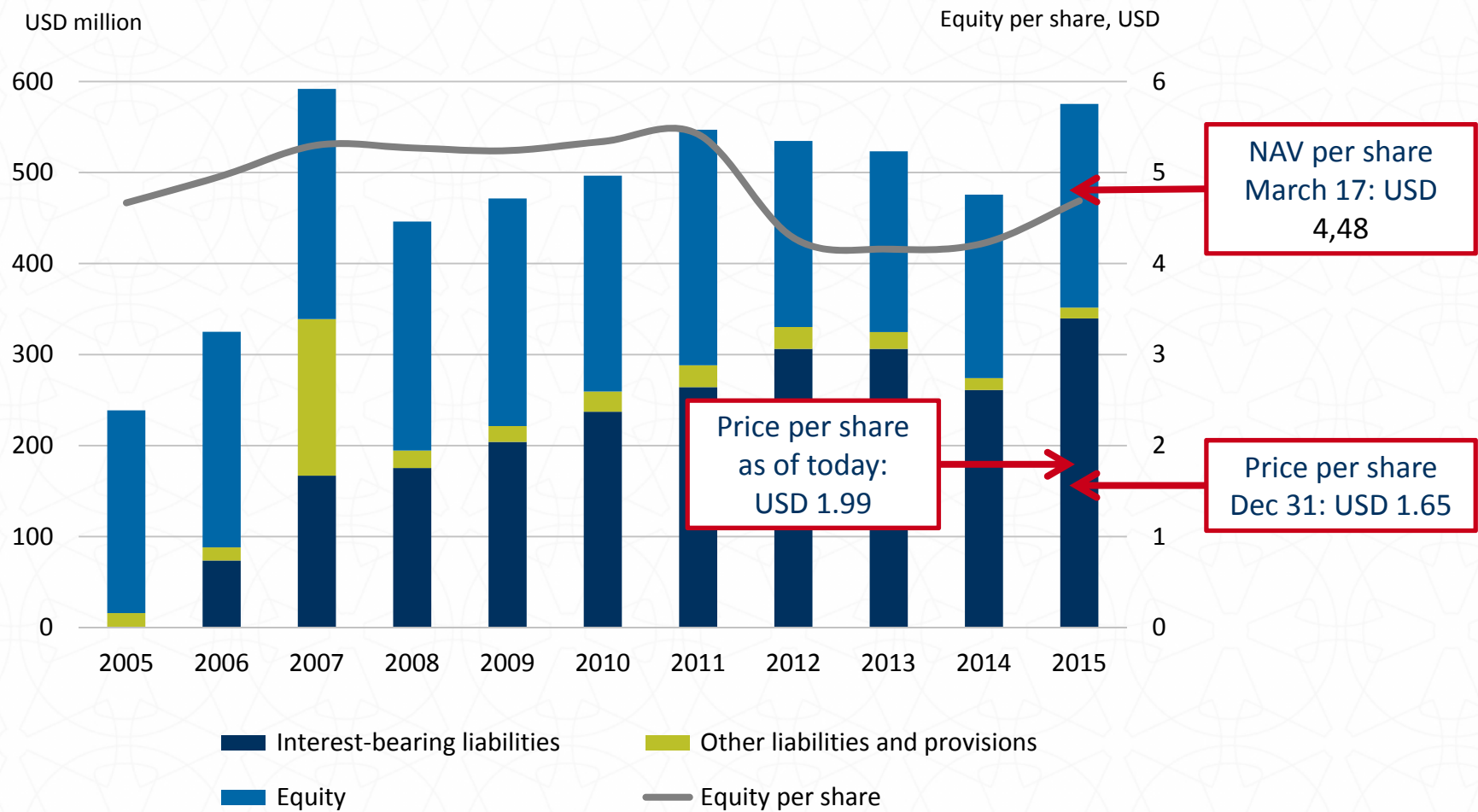
# Dividend statistics

Dividend as percentage of profit, %										
83%	92%	76%	50%	–	60%	56%	–	–	–	14%*
2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015



\*Proposed

# Equity and liabilities



# Share price vs. peers



- Price 1 January 2015 = 12,90
- Price 17 March 2016 = 16,30

# Why invest in Concordia Maritime?

1

Discount to NAV

## Why invest in Concordia Maritime?

2

### Improved EBITDA generation capacity

- 2 new IMO2MAX-tankers
- 1 Suezmax (TC)
- 1 MR (ECO)
- Successful P-MAX niche trading



## Why invest in Concordia Maritime?

3

Well positioned vs market outlook

- Balancing spot/TC

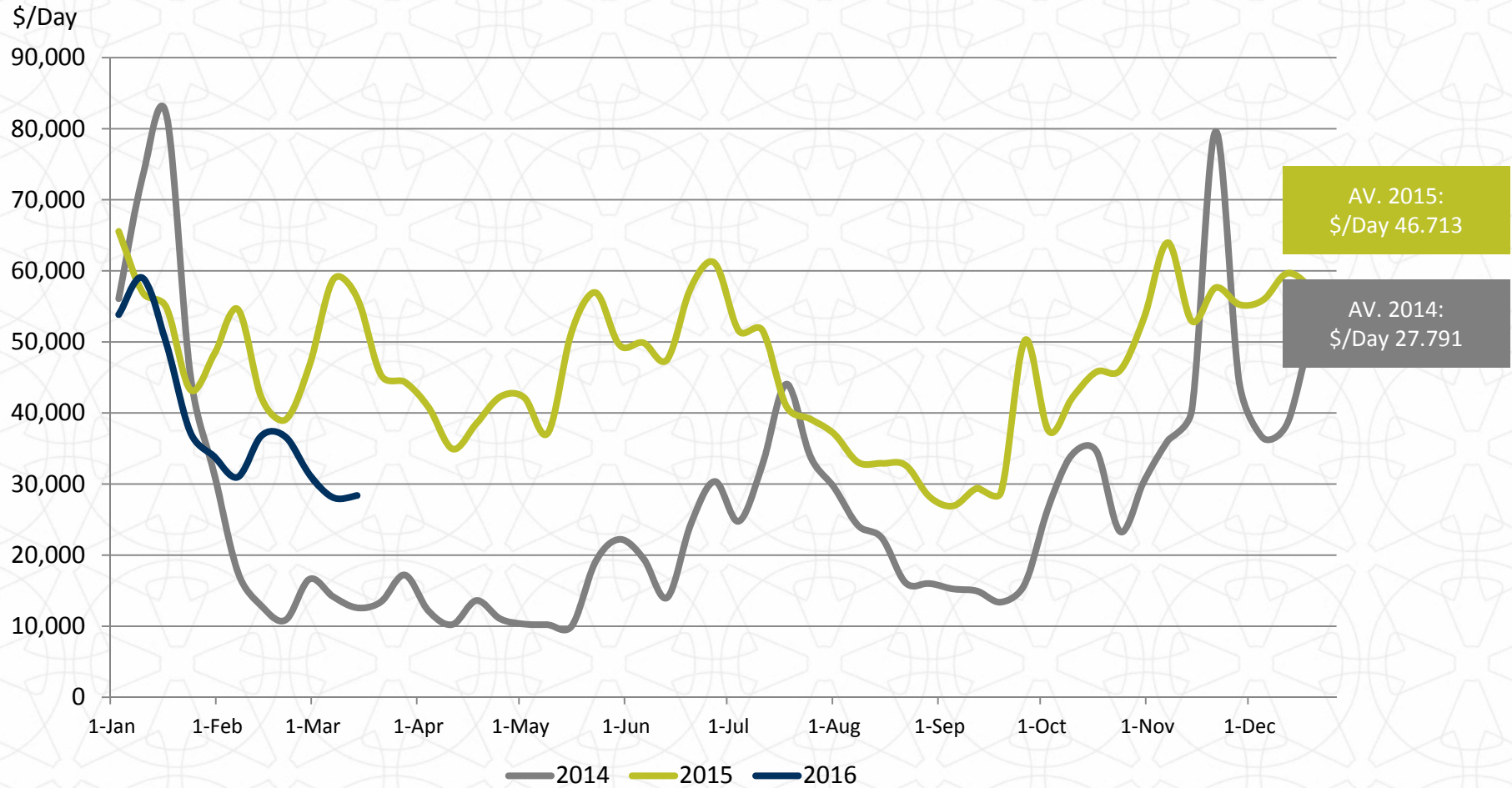
Q&A





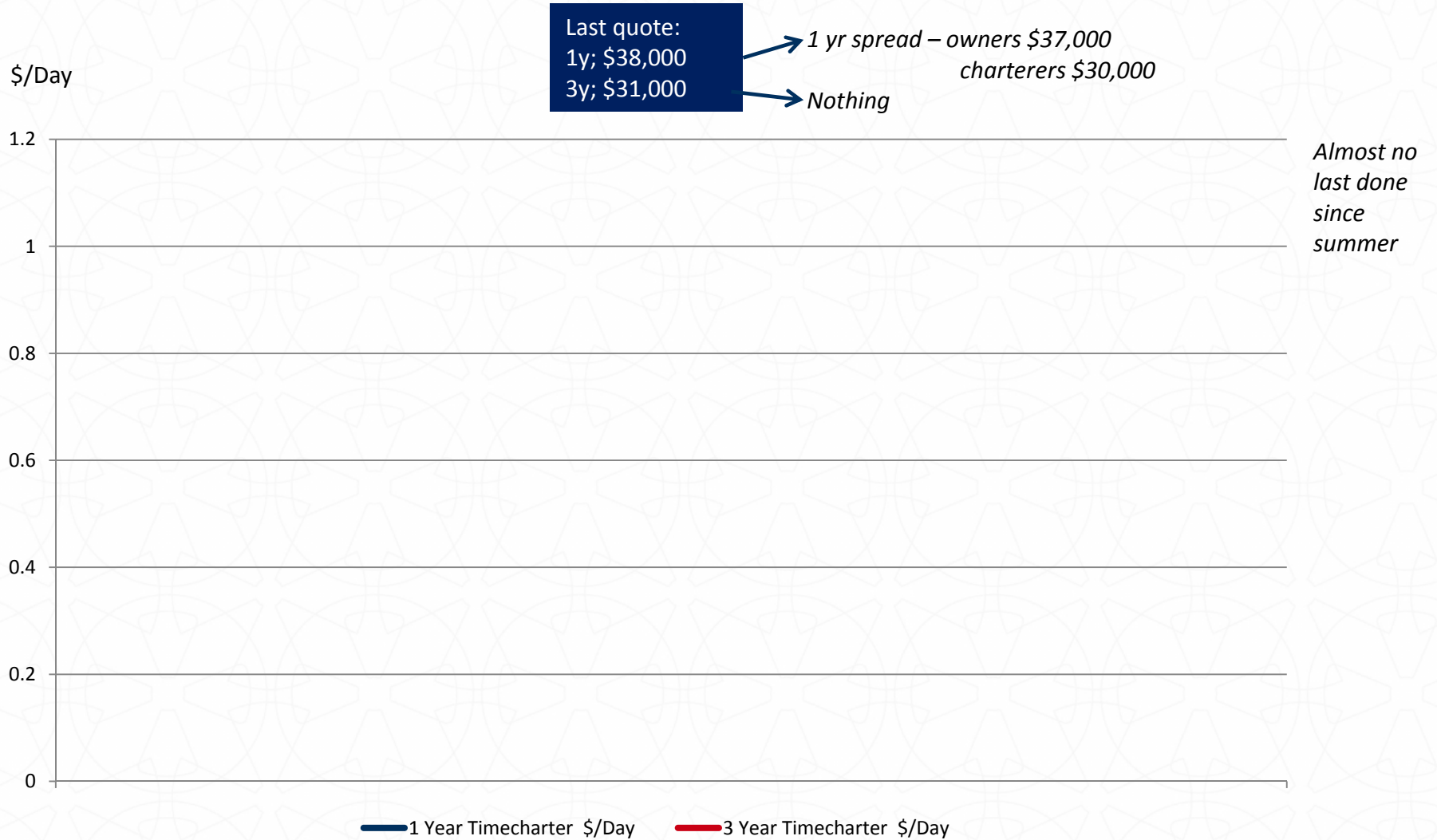
Slask

# Suezmax WW index Earnings 2014 vs 2015



Average Suezmax Long Run Historical Earnings (Clarksons)

# Suezmax Timecharter rates USD/day



Improved  
earnings capacity

# Improved earnings capacity – additional vessels



2 X IMO IIMAX

Stena Weco IMO IIMAX Pool  
*CPP, Easy chemicals & edible oils*



2 X 0,5 Suemax

Stena Sonangol Suezmax Pool  
*Crude*



1 X MR (ECO)

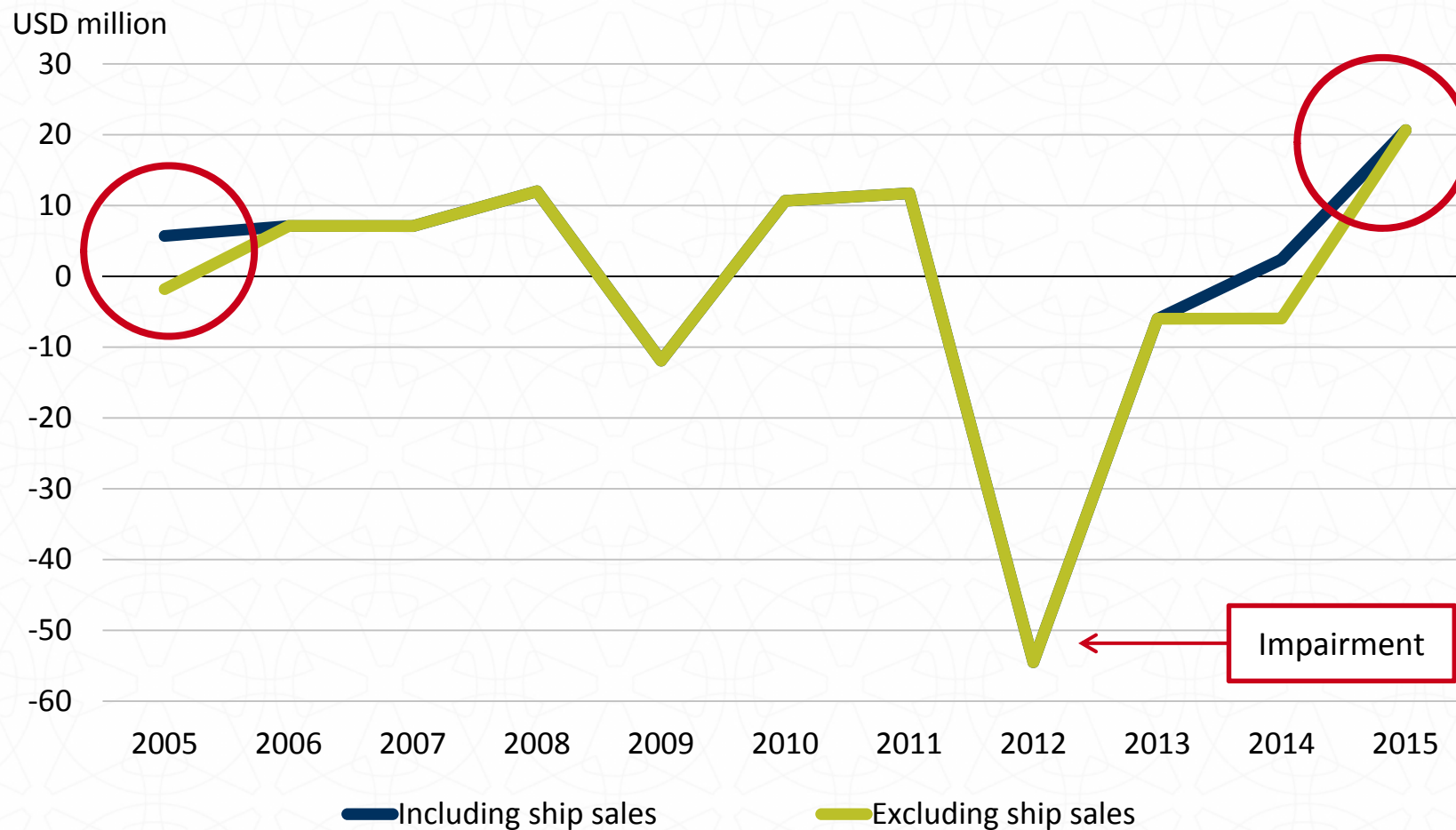
Stena Weco  
*CPP*

# Outlook 2016

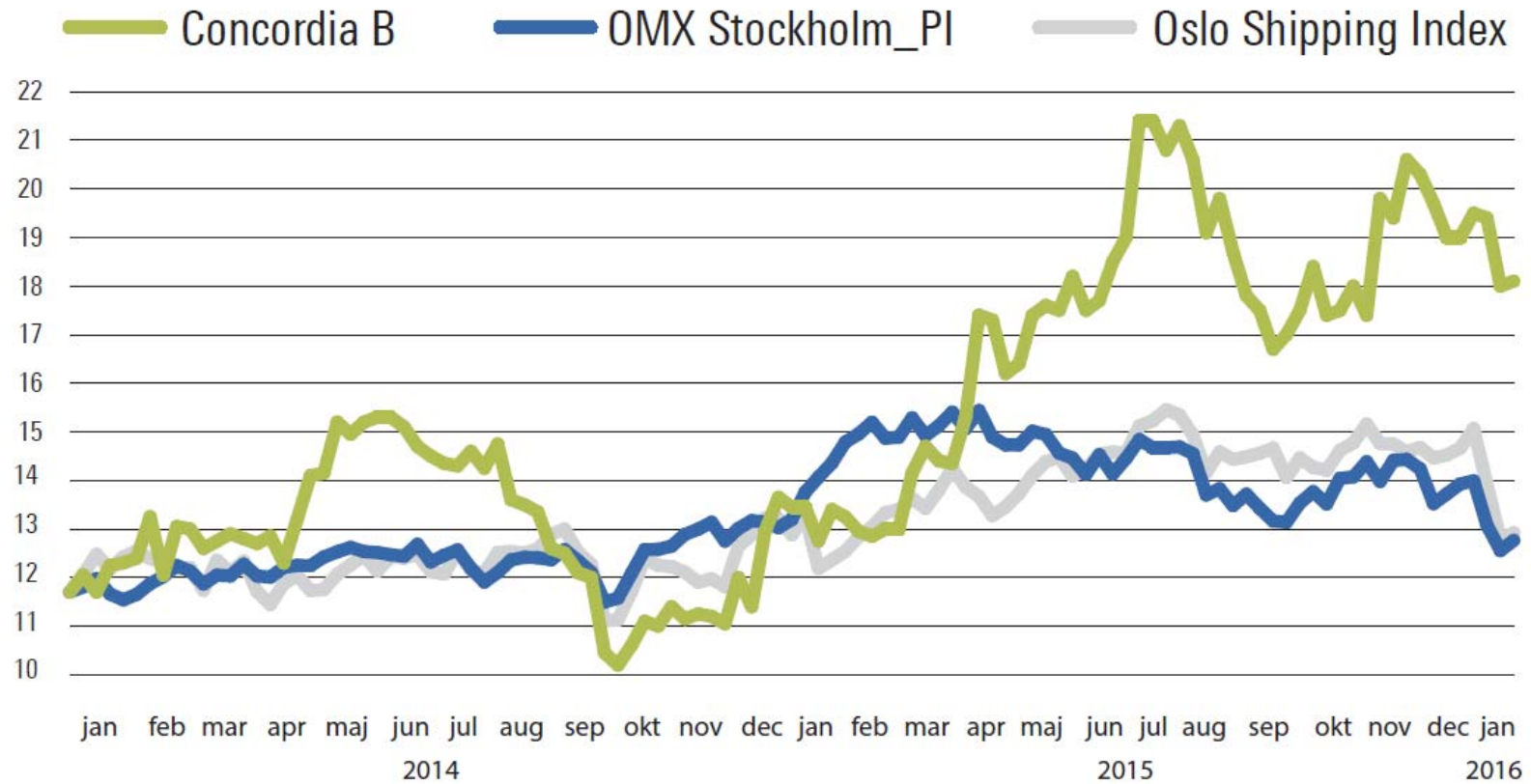


# Historical result before tax

Kortare period med USD, har ej valutakurs tidigare än så



# Share price development



Källa:  SIX Financial Information

# Assets

