



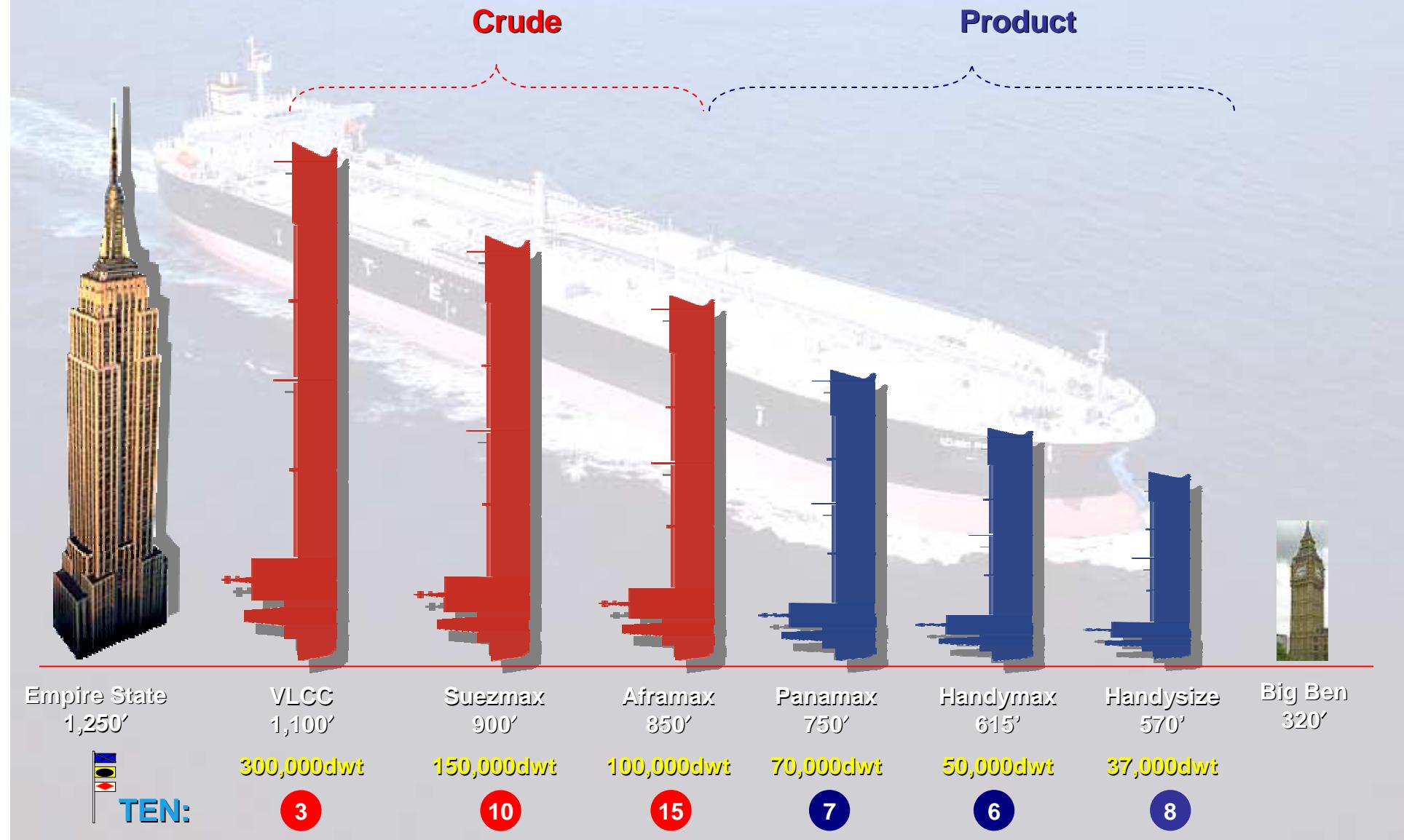
# TEN Ltd

## Tsakos Energy Navigation

**TNP**  
LISTED  
**NYSE.**

March 2008

# Shipping in Scale...



# Corporate Highlights



- One of the largest transporters of energy in the world – Carried 380m barrels of oil in 2007 – the equivalent of 40 days of US imports
- Pioneer in the public markets - 1993-2005 OSE – 2002 NYSE
- Staggering growth (4 ships in 1993 – 50 today) – 1993 Net Income: \$0.6m – 2007 Net Income: \$183.2m
- Affiliated to the Tsakos Group – a hands-on traditional ship management company based in Athens, Greece with associated offices in London, Houston, New York, Montevideo, Singapore, Panama, Ulsan, Manila, Odessa and Shanghai
- Modern diversified fleet - 100% double hull vs. 75% of world fleet – 25 crude carriers and 25 product carriers
- Since 1997 TEN has invested over \$3.0 billion in 53 newbuildings
- Average age of fleet 5.5 years vs. 10.6 years for the world tanker average
- 50 vessels of 5.3 million dwt (proforma)
  - ✓ 44 operating
  - ✓ 6 under construction
- One of the largest ice-class operators in the world (23 ice-class vessels)
- Significant equity sponsorship by Tsakos interests and management (abt 40%)
- Entry into LNG and exploring investments in the greater energy sector (FPSOs, Oil Rigs etc.)



## COMPANY & SHAREHOLDER VALUE

Long-term Customer Relations

Balanced Employment

Diversified Fleet  
(Crude, Products & LNG)

S&P Integral in Operations

Industry Consolidator

Cost Efficient &  
Proactive Mgmt



# Tsakos Group Advantages



## Economies of Scale

- Purchasing
- Manning/Training
- Insurance
- New building supervision

## Traditional Ship Operators

## Hands-on and Proactive Management

## Global Network

(UK, USA, Greece, S.America, China, Panama, Philippines, Ukraine, S'pore, Japan and S.Korea)

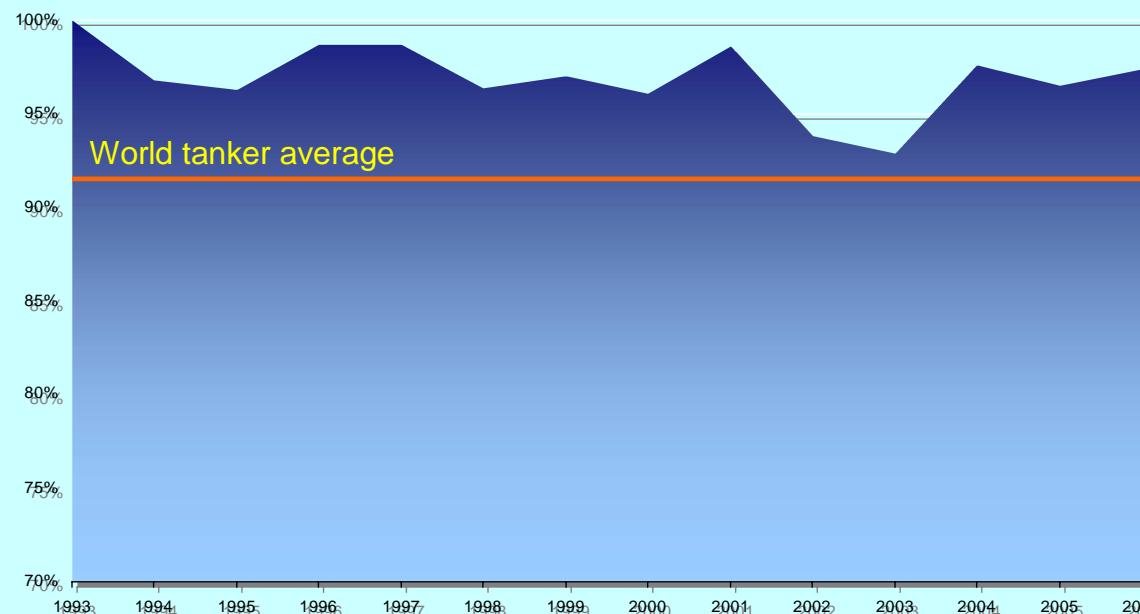
## Customer Relationships

(35+ years relationships)

## Pool of 3,000 highly skilled seafarers

## Outstanding Safety and Quality record

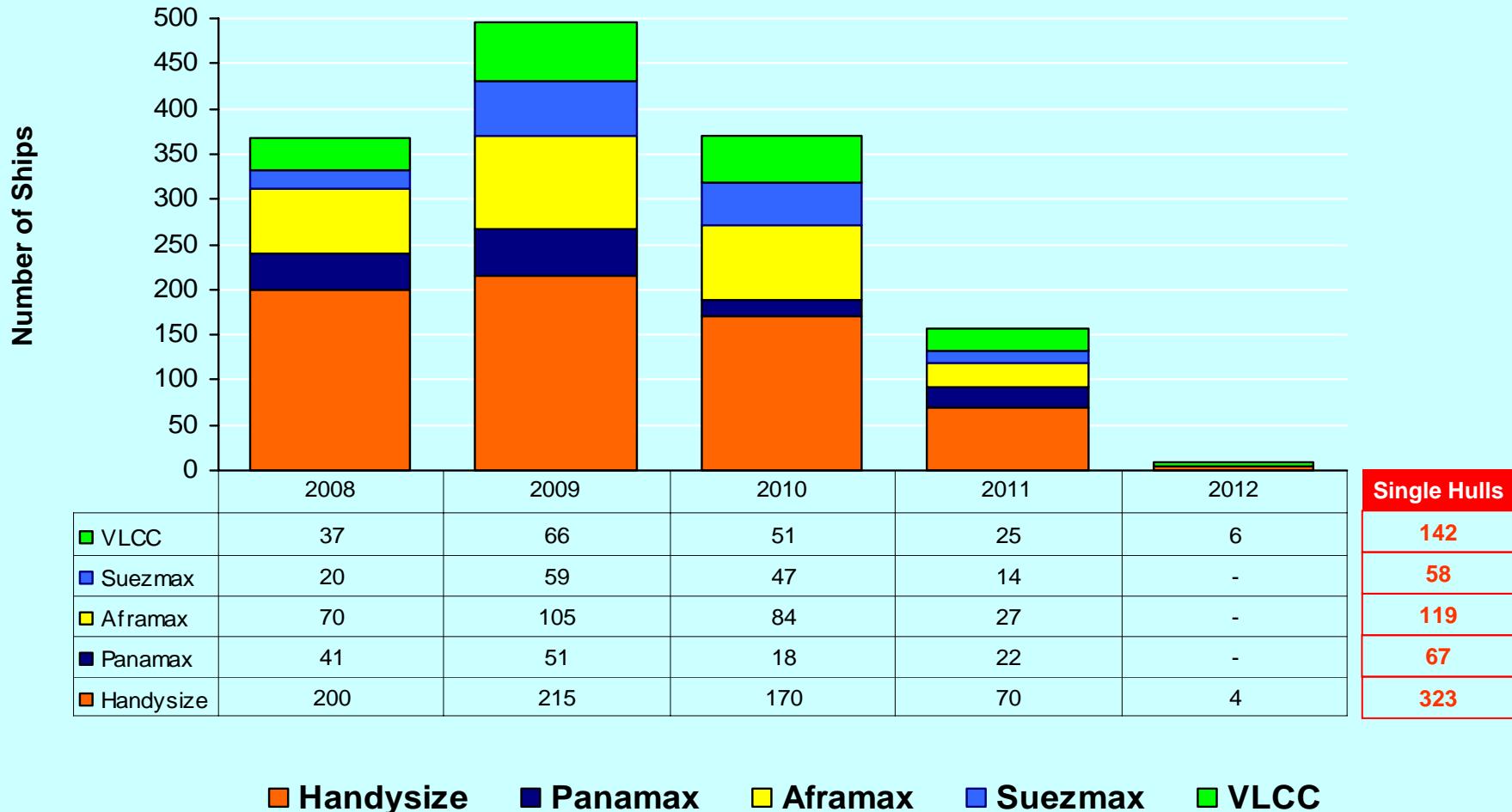
## High Fleet Utilization



# Industry



# Newbuilding Orderbook (Vessel Delivery Schedule)



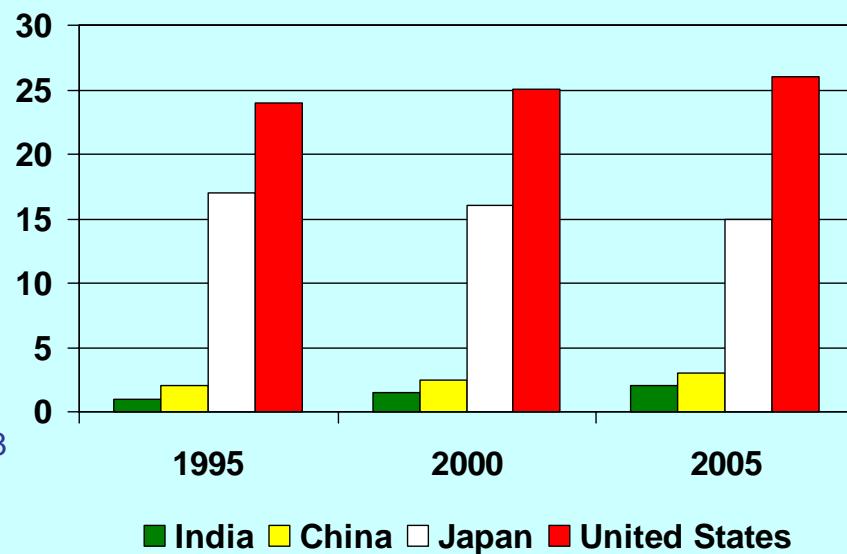
Source: Clarkson, Feb. 2008, Shipping Intelligence Network

## Demand - Market Drivers Healthy



- ❑ Potential of China and India in oil consumption is tremendous. Their total population is 2.5 billion in a world of 6.5 billion. Their per capita oil consumption is at extremely low levels and have already embarked on an aggressive industrialization program and development of a middle class auto owner
- ❑ Planned increase of US's SPR to 1.5 billion by 2027  
⇒ Increase of 152,000 bpd for next 20 years
- ❑ China and India are also building SPRs
- ❑ Rates should remain healthy due to growing oil demand  
⇒ IEA forecast for a 1.4% (+1.1 mb/d over 2006) increase in 2007 and 1.9% (+1.7 mb/d over 2007) increase for 2008
- ❑ Shortage of refining capacity in oil consuming nations  
⇒ demand to be largely long-haul
- ❑ Development of new trade routes  
⇒ Venezuela to China  
⇒ Far East to USA  
⇒ West Africa to China
- ❑ Shipyards running at 100% utilization - constraints until 2010

Barrels of oil per capita per annum

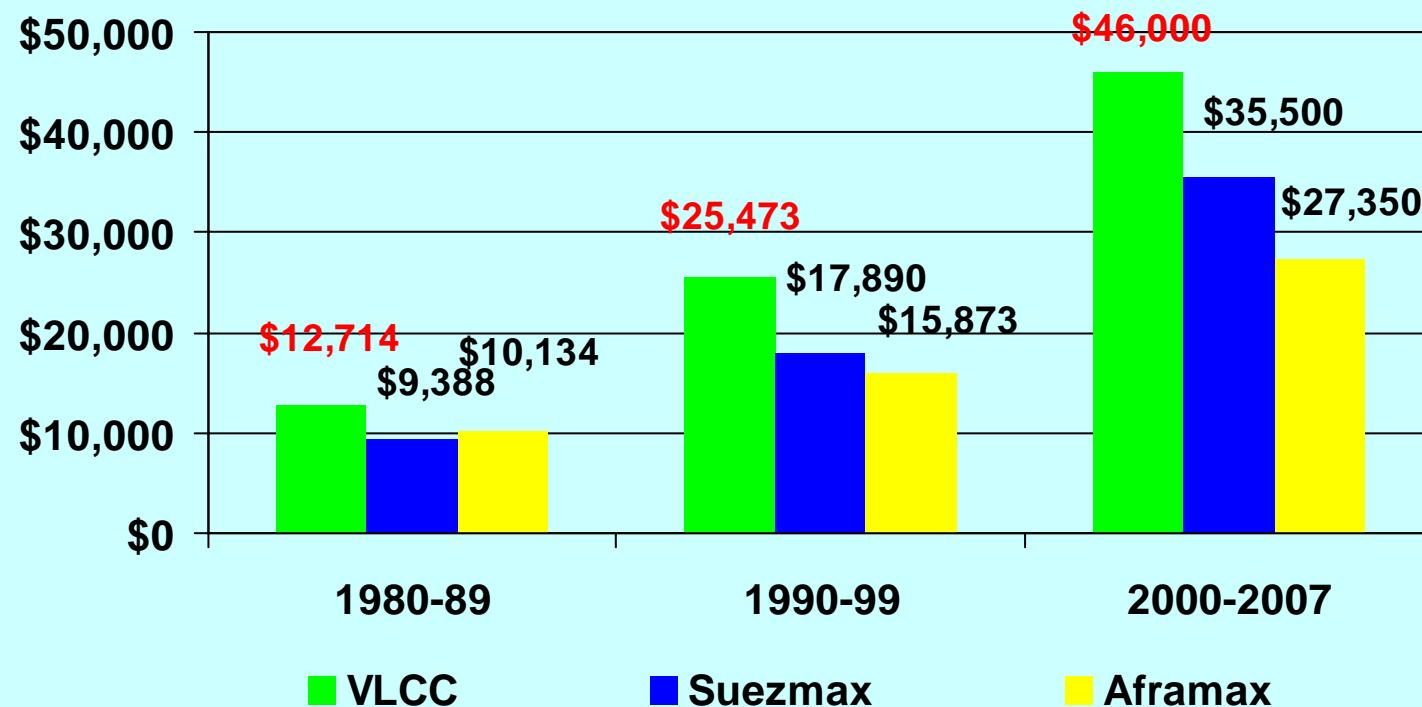


Source: BP Statistical Review 2007

## Healthy Operating Environment



- Structural changes and improved ship designs have led to higher base rates over the last three decades
- Flight to quality has raised the floor for double hull tankers
- TEN's modern double-hull fleet on the forefront of reaping the rewards



Source: Clarkson Research Studies

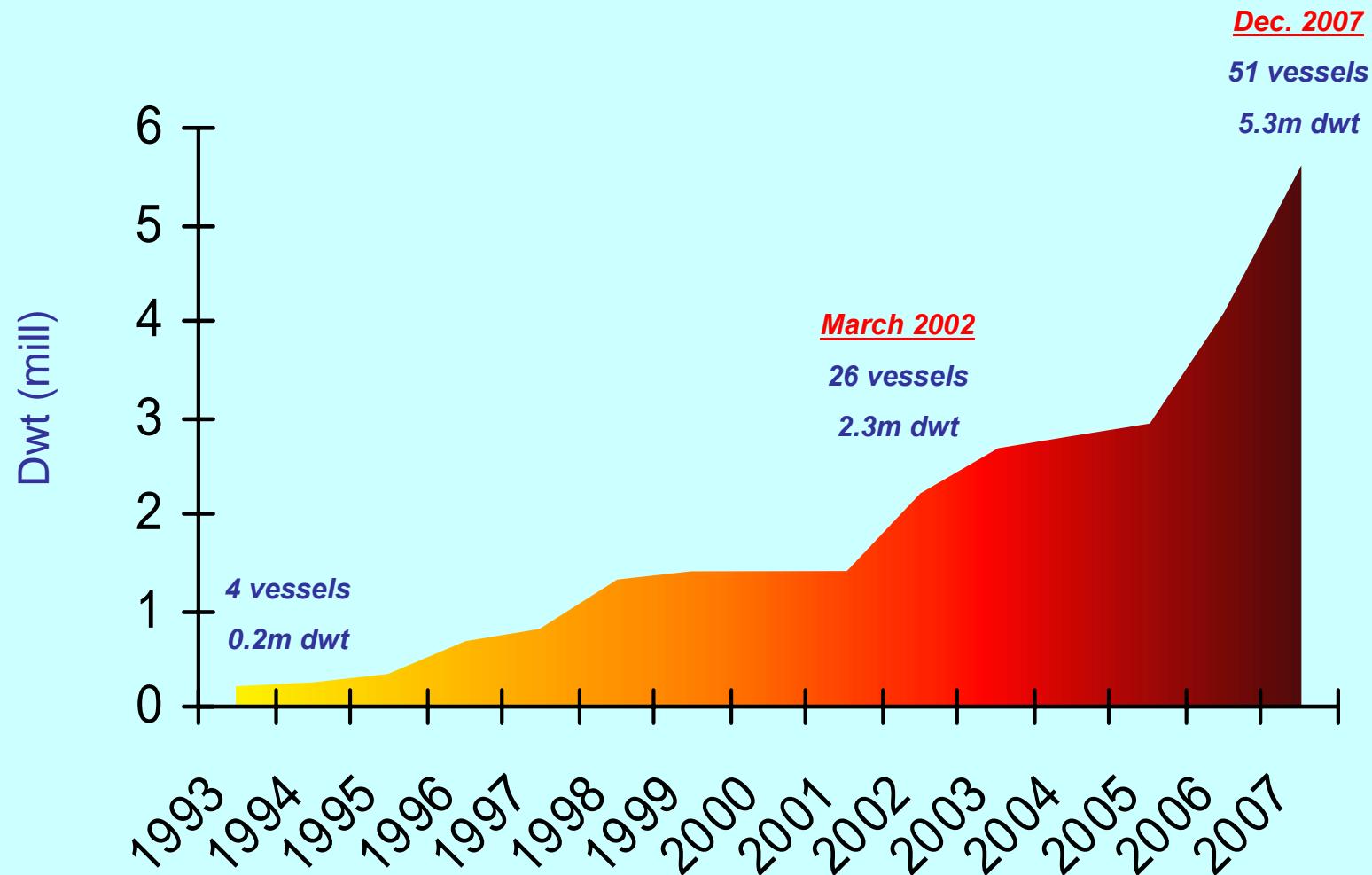
# Fleet Operation & Growth



## Non-Stop Growth



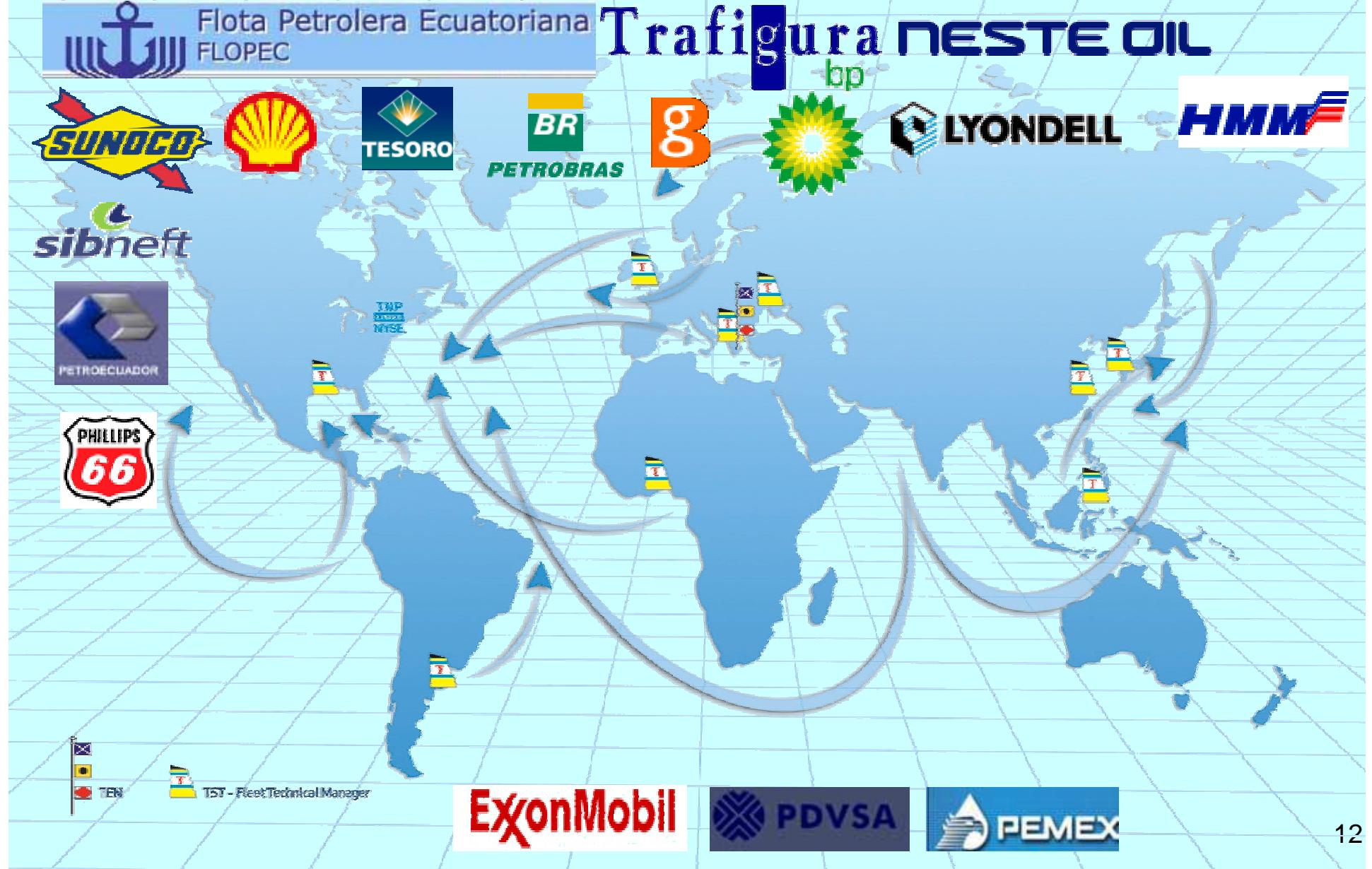
- A deadweight CAGR of 25% since inception (1993)
- Net income of \$3.9m in 2002 (NYSE listing) - \$183.2m in 2007
- 145% deadweight increase since NYSE listing (May 2002)



## Global Presence - Blue Chip Clients



Trafigura NESTE OIL



# Diversified Fleet



## CRUDE TANKERS

	Dwt	Built	Hull	Ice Class
<b>VLCC</b>				
1 Millennium	301,171	1998	DH	
2 La Madrina	299,700	1994	DH	
3 La Prudencia	298,900	1993	DH	
<b>SUEZMAX</b>				
1 Silia T	164,286	2002	DH	
2 Cape Baker*	164,236	2002	DH	
3 Cape Balboa*	164,274	2002	DH	
4 Triathlon	164,445	2002	DH	
5 Eurochampion 2004	164,608	2005	DH	1C
6 Euronike	164,565	2005	DH	1C
7 Archangel	163,216	2006	DH	1A
8 Alaska	163,250	2006	DH	1A
9 Arctic	163,216	2007	DH	1A
10 Antarctic	163,216	2007	DH	1A
<b>AFRAMAX</b>				
1 Marathon	107,181	2003	DH	
2 Parthenon	107,081	2003	DH	
3 Opal Queen	107,222	2001	DH	
4 Izumo Princess	104,865	2007	DH	
5 Sakura Princess	104,865	2007	DH	
6 Maria Princess	105,000	2008	DH	
7 Nikkon Princess	105,000	2008	DH	
8 Ise Princess	105,000	2009	DH	
9 Asahi Princess	105,000	2009	DH	
10 Sapporo Princess	105,000	2009	DH	
11 Uraga Princess	105,000	2010	DH	
12 Vergina II	96,709	1991	DH	

\* Charted-in (option to buy in 2008)

## CLEAN / PRODUCT TANKERS

	Dwt	Built	Hull	Ice Class
<b>AFRAMAX - LR</b>				
1 Proteas	117,055	2006	DH	1A
2 Promitheas	117,055	2006	DH	1A
3 Propontis	117,055	2006	DH	1A
<b>PANAMAX</b>				
1 Maya <sup>(1)</sup>	68,439	2003	DH	
2 Inca <sup>(1)</sup>	68,439	2003	DH	
3 Andes	68,439	2003	DH	
4 Victory III	68,160	1990	DH	1C
5 Hesnes	68,157	1990	DH	1C
6 Selecão	73,800	2008	DH	
7 Socrates	73,800	2008	DH	
<b>HANDYMAX - MR</b>				
1 Ariadne	53,021	2005	DH	1A
2 Artemis	53,039	2005	DH	1A
3 Afrodite	53,082	2005	DH	1A
4 Apollon	53,149	2005	DH	1A
5 Aris	53,107	2005	DH	1A
6 Ajax	53,095	2005	DH	1A
<b>HANDYSIZE</b>				
1 Antares	37,061	2006	DH	1A
2 Arion	37,066	2006	DH	1A
3 Andromeda	37,066	2007	DH	1A
4 Aegeas	36,660	2007	DH	1A
5 Byzantium	37,340	2007	DH	1B
6 Bosphorus	37,340	2007	DH	1B
7 Didimon	37,432	2005	DH	
8 Delphi	37,432	2004	DH	
<b>LNG</b>				
1 Neo Energy	85,602	2007	DH	

<sup>(1)</sup> 51% ownership

## **Earnings Visibility** (as of March, 2008 – variable rates subject to market)

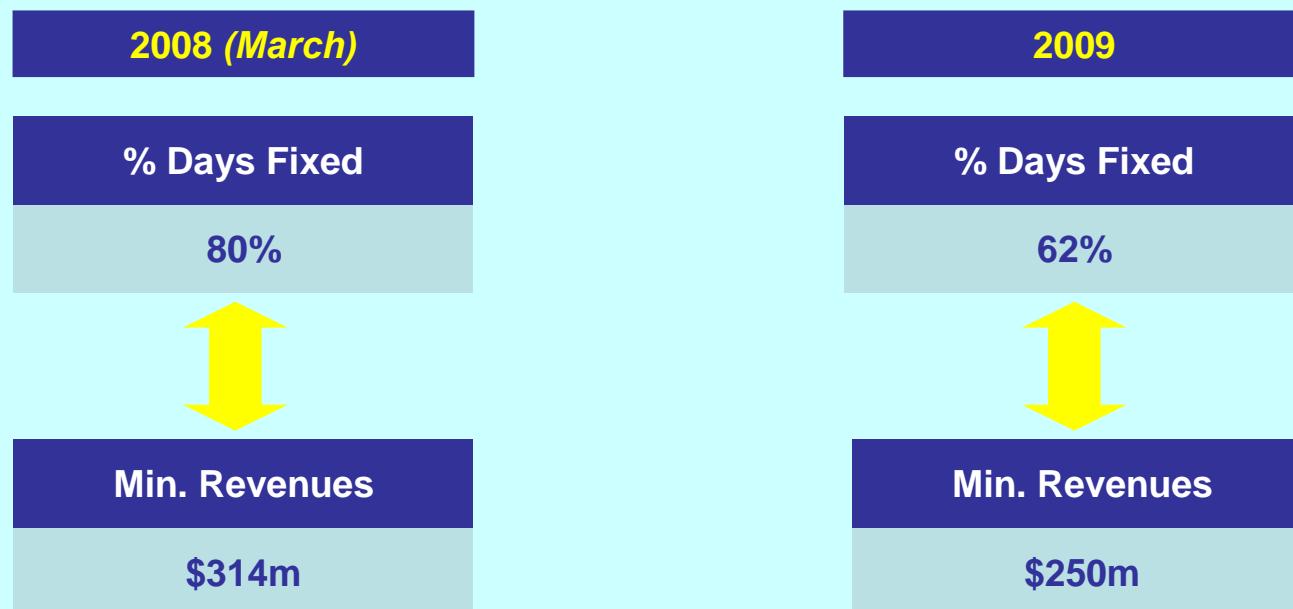


*Rates in boxes reflect per day rates i.e. 34.0 = \$34,000pd*

# Secured Revenues



(Based on employable days – subject to change based on new vessel deliveries and potential changes in Company's chartering policy)



39 vessels with period employment (profit-share vessels only at min. rates) have secured:

*912 months forward coverage (2.0 years per ship) • \$651 million in revenues*

# Newbuilding Program



2007

2008

2009

2010

1 Neo Energy

2 Arctic

3 Antarctic

4 Izumo Princess

5 Sakoura Princes

6 Andromeda

7 Aegeas

8 Byzantion

9 Bosporos

1 Selecao

2 Socrates

3 Maria Princess

4 Nikkon Princess

1 Ise Princess

2 Asahi Princess

3 Sapporo Princess

1 Uraga Princess



Delivered

LNG

1 Natural Gas

Suezmax

1 Product

Aframax

1 Crude

Panamax

1 Ice-class

Handysize



# S&P Activity – Integral Part of Operations



	2004		
	Deliveries & Orders	Sales	Net Growth
Dwt:	1,101,000	205,000	896,000
Av. Age:	5.0	10.0	
Capital Gains:	\$21.31		

	2005		
	Deliveries & Orders	Sales	Net Growth
Dwt:	508,500	404,000	104,500
Av. Age:	0.0	14.5	
Capital Gains:	\$45.30		

	2006		
	Deliveries & Orders	Sales	Net Growth
Dwt:	1,715,660	216,000	1,499,660
Av. Age:	1.7	14.0	
Capital Gains:	\$63.30		

	2007		
	Deliveries & Orders	Sales	Net Growth
Dwt:	645,000	282,000	363,000
Av. Age:	0.0	9.0	
Capital Gains:	\$69.00		

	2008 (To date)		
	Deliveries & Orders	Sales	Net Growth
Dwt:	147,600	107,181	40,419
Av. Age:	0.0	8.0	
Capital Gains:	\$34.00		

	TOTAL		
	Deliveries & Orders	Sales	Net Growth
Dwt:	4,117,760	1,214,181	2,903,579
Av. Age:	1.7	11.1	
Capital Gains:	\$232.91		



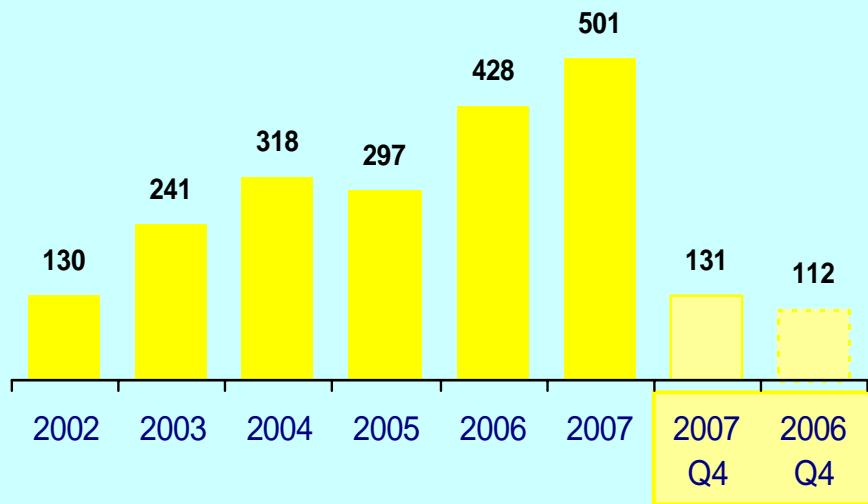
# Financial Highlights



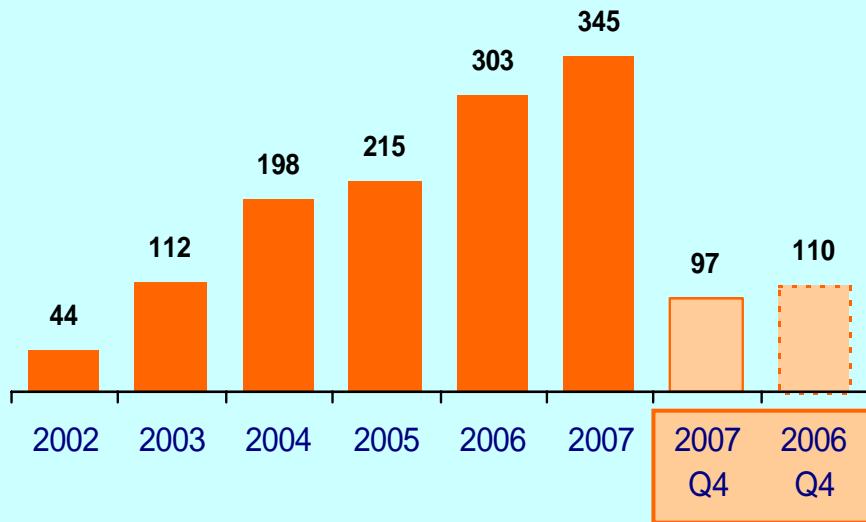
# Strong Performance



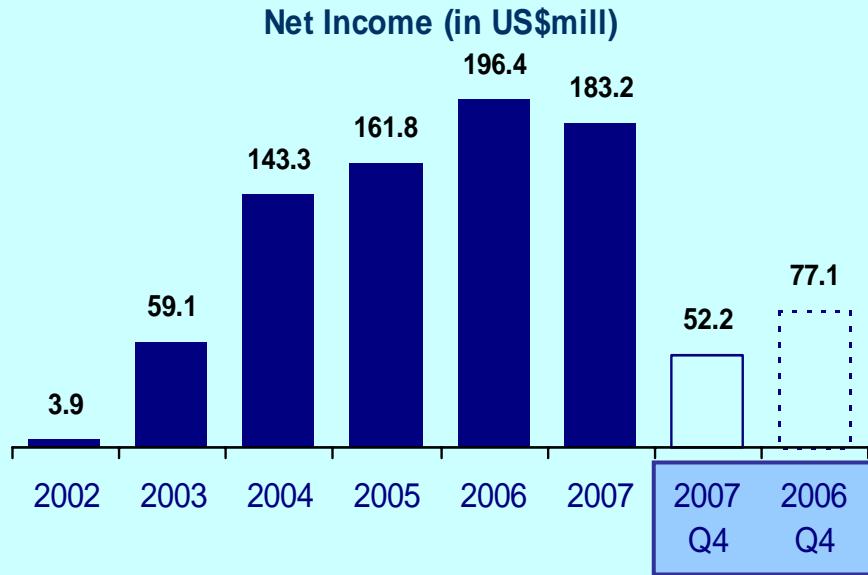
Voyage Revenues (in US\$mill)



EBITDA (in US\$mill)



Net Income (in US\$mill)



Earnings Per Share, diluted



# Strong Profitability



In US\$ million except per share and vessel data. Numbers reflect 2:1 Stock Split effected on November 15, 2007

	2002	2003	2004	2005	2006	2007	Q4 2007	Q4 2006
<b>Av. Number of Vessels</b>	<b>18.0</b>	<b>25.7</b>	<b>27.3</b>	<b>26.1</b>	<b>33.8</b>	<b>41.7</b>	<b>43.0</b>	<b>37.0</b>
<b>Total Revenues</b>	\$130	\$241	\$318	\$296	\$428	\$501	\$131	\$112
<b>TCE Revenues, net <sup>(2)</sup></b>	\$105	\$193	\$276	\$260	\$359	\$429	\$114	\$98
<b>Net Income</b>	<b>\$3.9</b>	<b>\$59.1</b>	<b>\$143.3</b>	<b>\$161.8</b>	<b>\$196.4</b>	<b>\$183.2</b>	<b>\$52.2</b>	<b>\$77.1</b>
<b>Capital Gains</b>	\$-	\$16 <sup>(1)</sup>	\$21	\$45	\$63	\$69	\$30.7	\$24.7
<b>EPS, diluted (split adjusted)</b>	<b>\$0.13</b>	<b>\$1.72</b>	<b>\$3.76</b>	<b>\$4.09</b>	<b>\$5.15</b>	<b>\$4.79</b>	<b>\$1.36</b>	<b>\$2.03</b>
<b>W/Av. Shares Outstanding</b>	14.8	34.4	38.2	39.6	38.2	38.2	38.2	38.0
<b>ROE</b>	<b>2.3%</b>	<b>22.1%</b>	<b>45.5%</b>	<b>31.1%</b>	<b>32.3%</b>	<b>24.2%</b>	<b>n/a</b>	<b>n/a</b>
<b>EBITDA</b>	\$44	\$112	\$198	\$215	\$303	\$345	\$97	\$110

<sup>(1)</sup> 2003 gain on sale and leaseback amortized over five years to 2008

<sup>(2)</sup> TCE = Revenues less voyage expenses (bunkers, port expenses, canal dues)

## Strong Balance Sheet



	2005	2006	2007
<b>Cash &amp; Cash equivalents</b>	\$145,769	\$174,567	\$181,447
<b>Total Current Assets</b>	<b>\$191,734</b>	<b>\$222,493</b>	<b>\$276,053</b>
<b>Advances for vessels under construction</b>	\$150,428	\$261,242	\$169,739
<b>Vessels' net book value</b>	\$711,362	\$1,458,647	\$1,900,183
<b>Total Fixed assets</b>	\$861,790	\$1,719,889	\$2,069,922
<b>Total Assets</b>	<b>\$1,089,174</b>	<b>\$1,969,875</b>	<b>\$2,362,776</b>
<b>Current portion of long term debt</b>	\$51,496	\$23,117	\$44,363
<b>Total Current Liabilities</b>	<b>\$91,518</b>	<b>\$101,214</b>	<b>\$159,265</b>
<b>Long term debt, net of current portion</b>	\$382,023	\$1,110,544	\$1,345,580
<b>Total Stockholders' equity</b>	<b>\$607,186</b>	<b>\$755,489</b>	<b>\$854,540</b>

<b>Total Debt</b>	\$433,519	\$1,133,661	\$1,389,943
<b>Net Debt/Cap</b>	32%	56%	59%

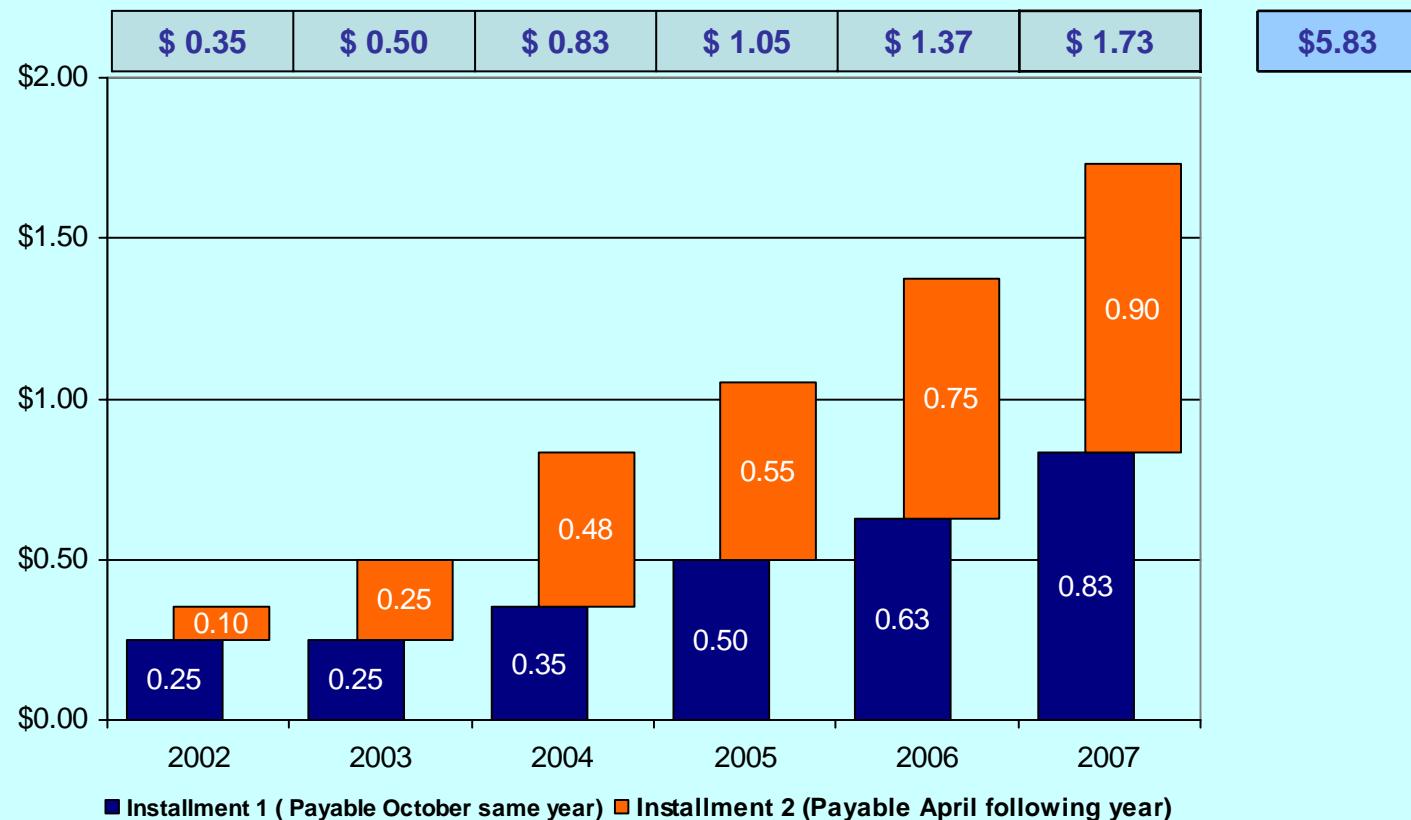
# Additional Shareholder's Value



Numbers reflect 2:1 Stock Split effected on November 15, 2007

## Dividend Policy

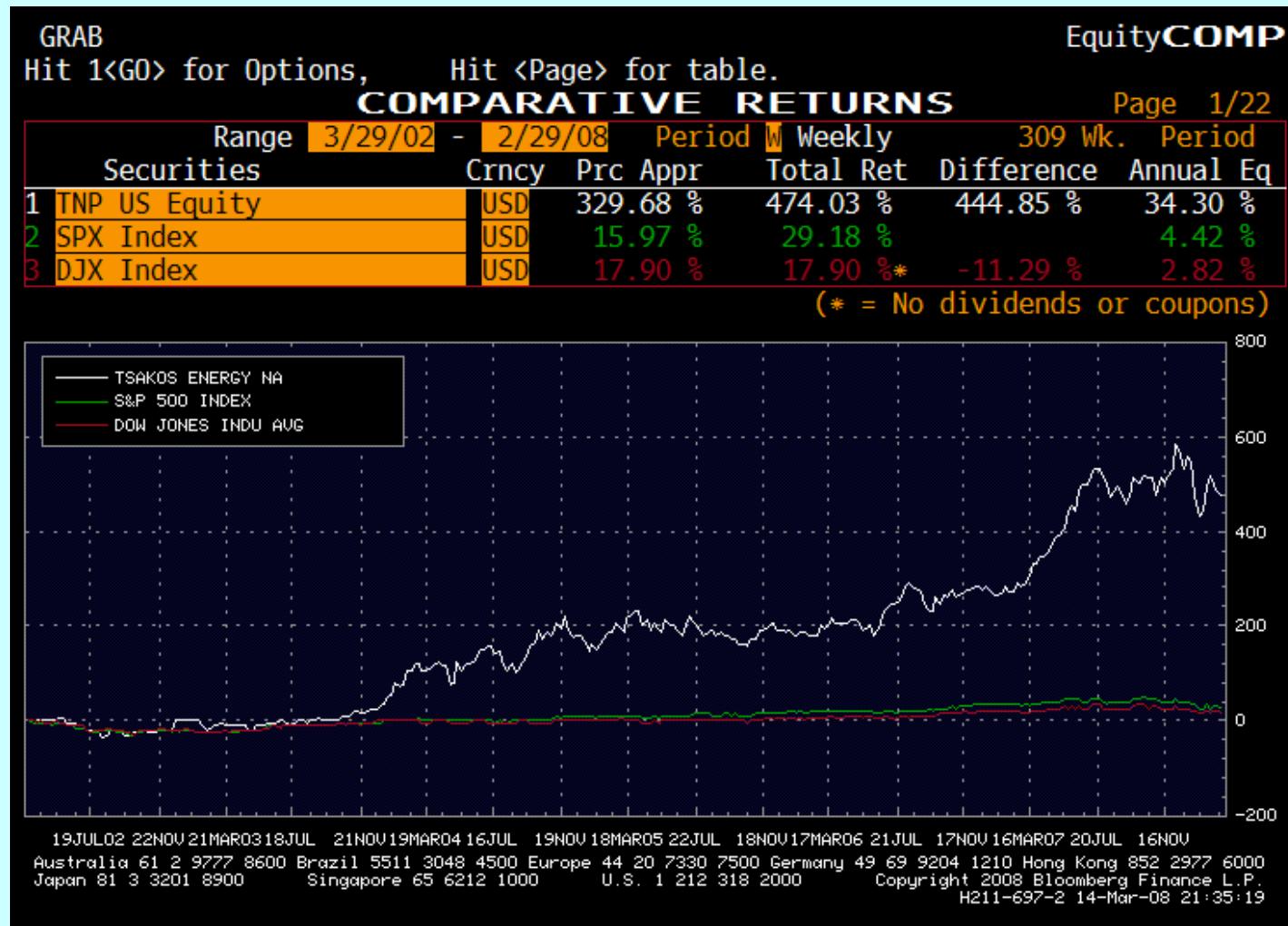
- Paid in 2 semi-annual installments
- Between 25-50% of Net Income
- Paid out since 2002 approximately \$230 million in dividends



# Market Outperform



- Total returns to investors who subscribed to the IPO in March 2002 and reinvested their dividends has been 34.3% p.a. compounded. For the equivalent period returns for the S&P were 4.4% and for the Dow Jones 2.8%



## Why invest in TNP...

- ✓ **Modern & diversified fleet**
- ✓ **Earnings visibility**
- ✓ **Growth potential**
- ✓ **Dividend payments**
- ✓ **Strong balance sheet**
- ✓ **Public markets experience**
- ✓ **Track record - Profitable throughout market cycles**
- ✓ **Effective cost control**
- ✓ **Expansion in new energy fields**
- ✓ **Ice-class capabilities**
- ✓ **Management largest shareholder**
- ✓ **Attractive valuations**



# TEN Ltd

TNP  
LISTED  
NYSE®



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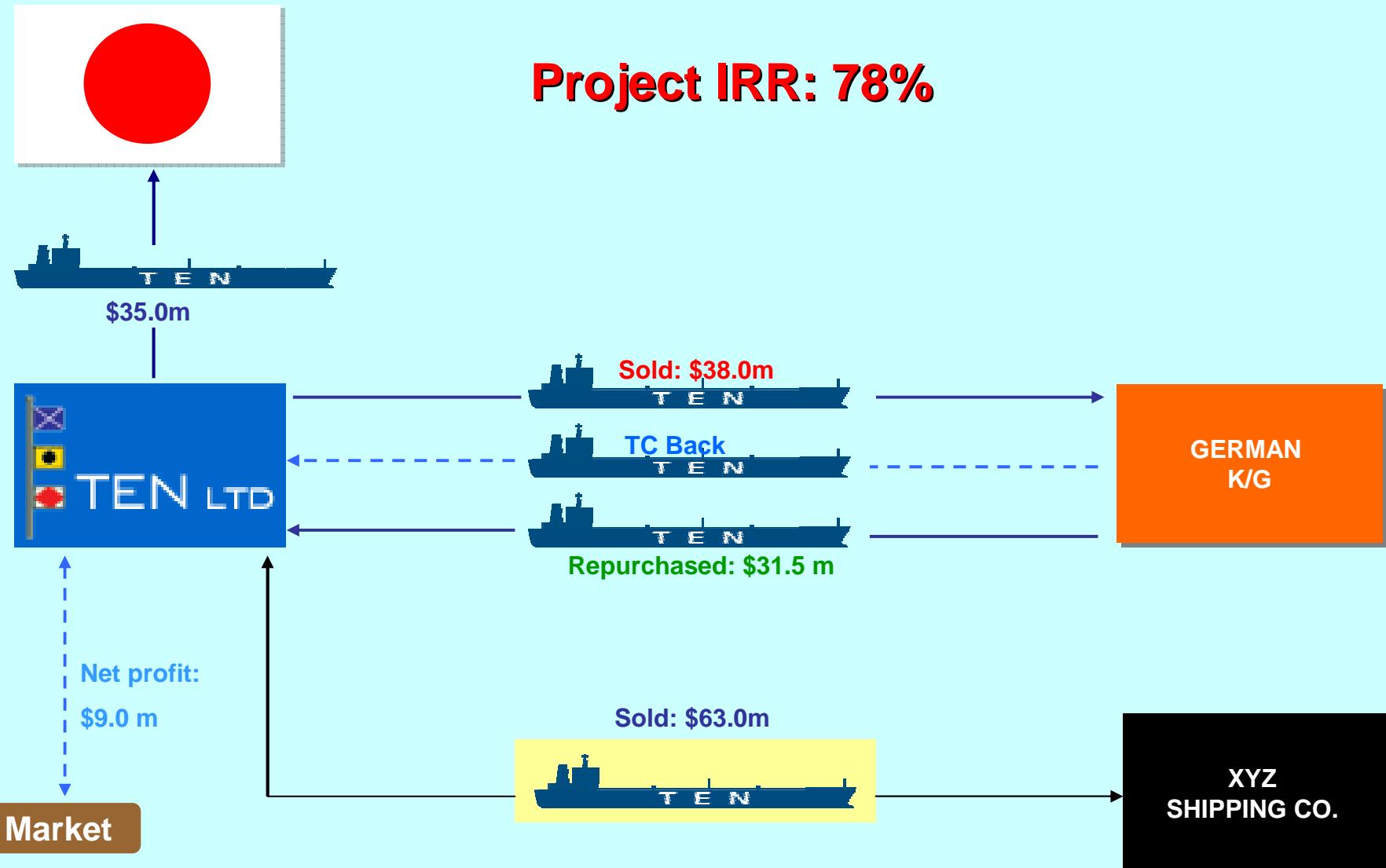
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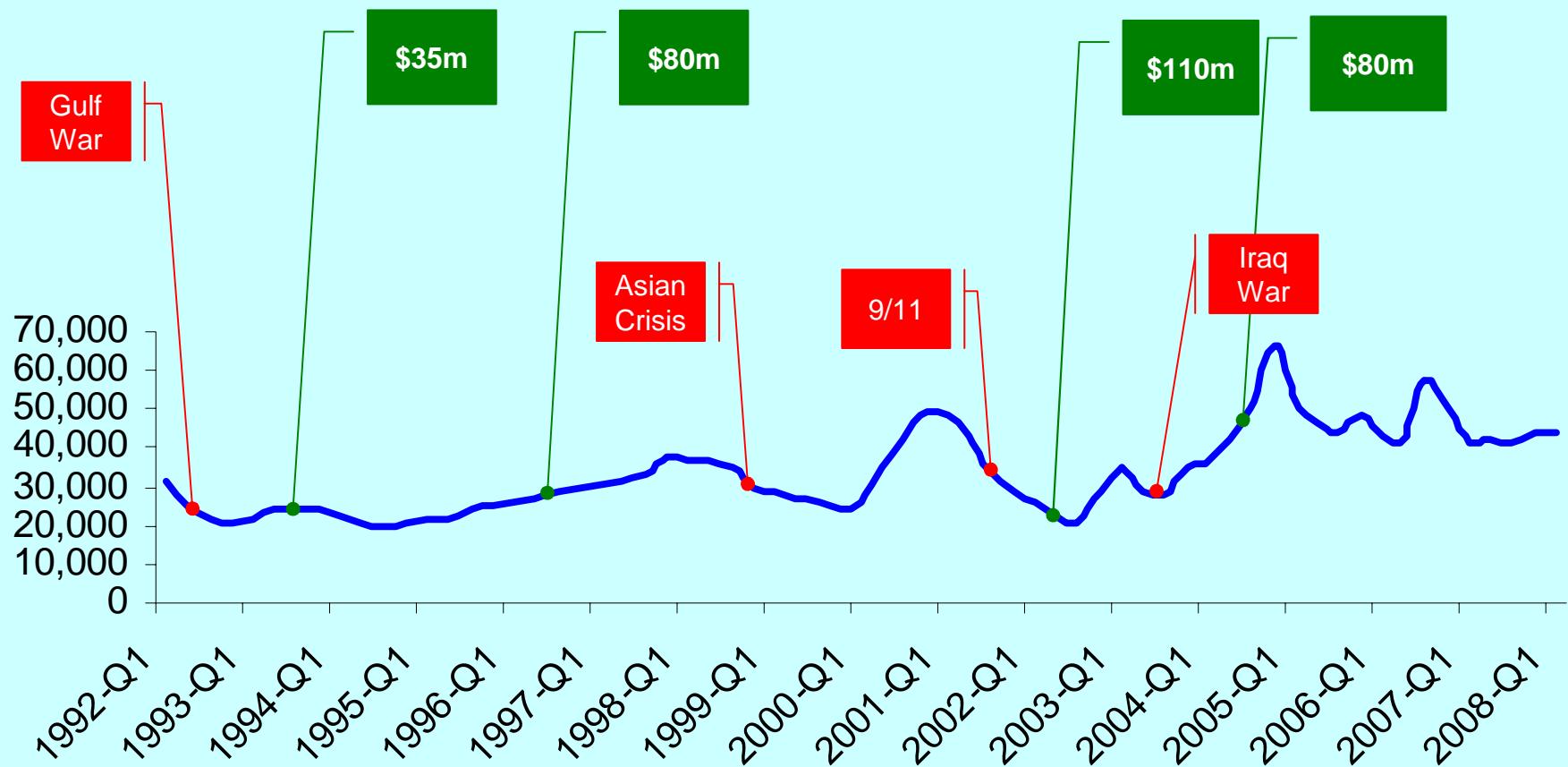
# APPENDIX 1

## The Olympia Case Study



## APPENDIX 2

### Raising Equity in Difficult Times



## APPENDIX 3

### Spot Rate Exposure – EPS impact

#### Suezmaxes

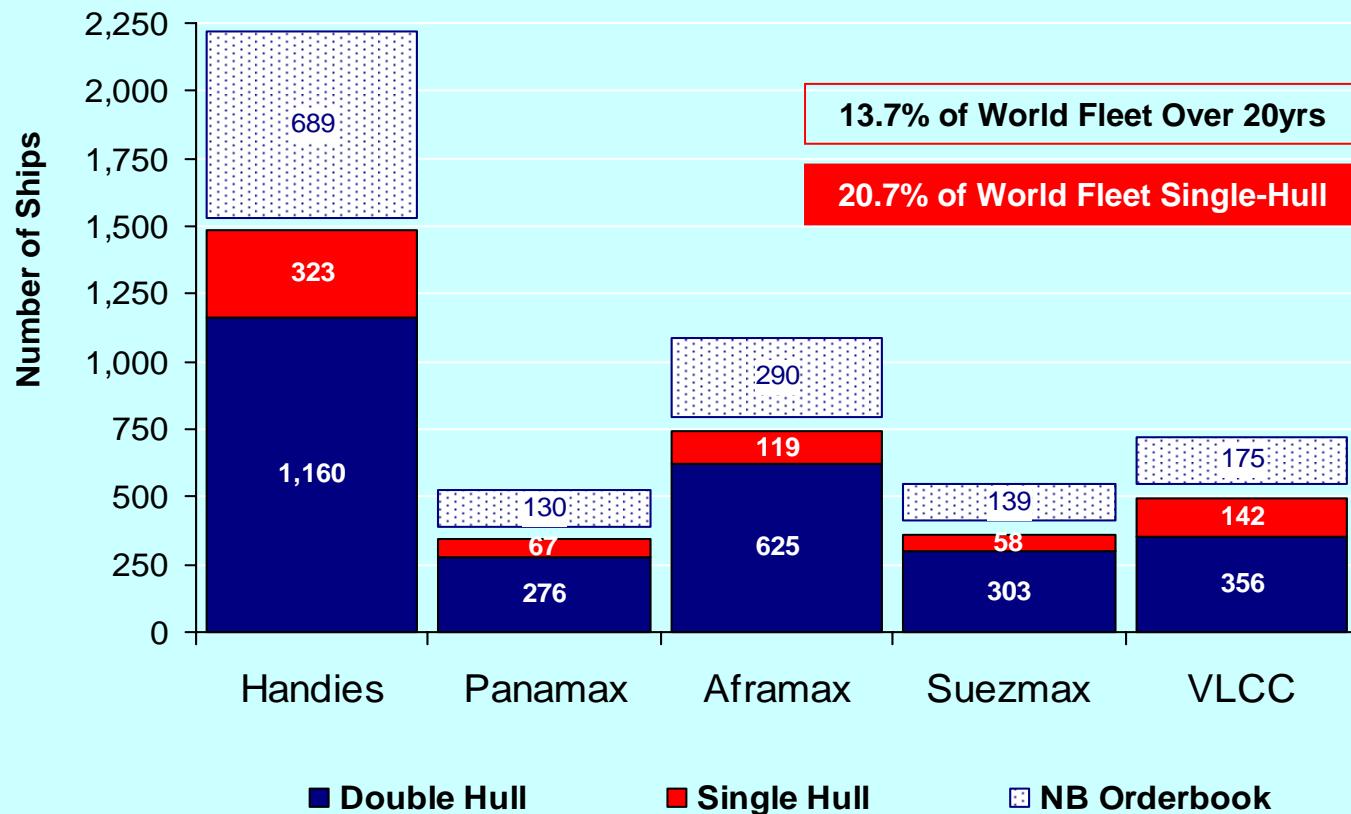
Aframaxes

	\$18,000	\$27,000	\$38,000	\$45,000	\$60,000
\$10,000	1.98	2.10	2.38	2.65	3.09
\$21,000	2.30	2.45	2.62	3.08	3.41
\$30,000	2.70	2.80	2.90	3.36	3.76
\$36,000	2.89	3.05	3.19	3.65	4.07
\$40,000	3.20	3.25	3.58	3.85	4.27

*Remaining fleet assumptions: Assumes VLCC, Panamax and Handymax rates remain at average 2007 levels*

# APPENDIX 4

## World Fleet Breakdown



Source: Clarkson, Feb. 2008  
Shipping Intelligence Network  
For vessels over 30,000dwt

■ Double Hull      ■ Single Hull      ■ NB Orderbook

- Net fleet increase in the next three and a half years at about 5.0% pa
- 709 single-hull vessels (75.6 million dwt)
- Single-hull vessels not scrapped could be converted to FPSO units or operate in coastal regions
- Single-hull overhang should allow freight rates to remain at very healthy levels
- Scrapping backlog – Healthy freight market dissuaded owners from scrapping older vessels