



Tankerska Next Generation

ACTIVITIES AND RESULTS
DECEMBER 2015

This presentation includes certain statements regarding Tankerska Next Generation Inc. ("TNG") which are not historical facts and are forward-looking statements. Words such as "believe", "anticipate", "estimate", "expect", "intend", "predict", "project", "could", "may", "will", "plan" and similar expressions are intended to identify forward-looking statements, but are not the exclusive means of identifying such statements. These risks, uncertainties and other factors include, among other things, the timing, certainty and effects of future vessel acquisitions and deliveries, pricing of resale and newbuild tankers, including the relative pricing of second-hand, resale and newbuild tankers, TNG's ability to contract bank financing required for the future vessel acquisitions, tanker fleet utilization and chartering opportunities, the sufficiency of working capital for short-term liquidity requirements, estimated bunker consumption savings of proposed fuel-saving modifications for existing vessels as well as expected consumption savings embedded in the future vessels, TNG's business strategy and expected capital spending or operating expenses, competition in the tanker industry, shipping market trends, TNG's financial condition and liquidity, including ability to obtain financing in the future to fund capital expenditures, acquisitions and other general corporate activities, TNG's ability to enter into fixed-rate charters after the current charters expire. Exhaustive list of these and other risks, uncertainties and other factors is available under Section 2. "Risk Factors" of the TNG Prospectus, approved by Croatian Financial Services Supervisory Agency ("HANFA"). By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that the predictions, forecasts, projections and other forward-looking statements will not be achieved. Even though TNG believes that the forward-looking statements in this presentation are based on reasonable assumptions, a

These materials include non-IFRS measures, such as EBITDA. TNG believes that such measures serve as an additional indicator of the TNG's operating performance. However such measures are not replacements for measures defined by and required under IFRS. In addition, some key performance indicators utilized by TNG may be calculated differently by other companies operating in the sector. Therefore the non-IFRS measures and key performance indicators used in these materials may not be directly comparable to those of the TNG's competitors.



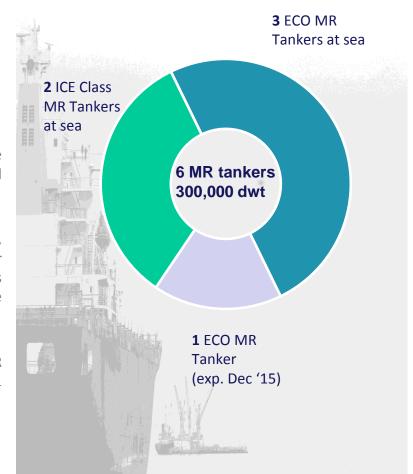


### Modern vessels with average age < 2 YRS

Focus on services of worldwide seaborne transportation of refined and chemical products with multi-year time charters

Company's strategy is to be a reliable, efficient and responsible service provider to achieve growth and increase its distributable cash flow and maximize shareholders' value.

The fleet currently consists of 5 MR Product tanker vessels at sea and 1 under construction.



Transparency
Dividend payout policy

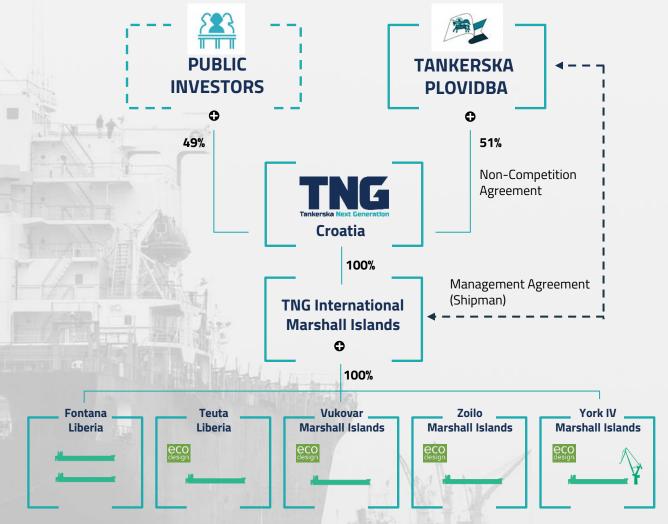
Long term relationships with leading global oil companies

Secular industry trends and accretive vessel valuations



Strong management team with a focused strategy Modern product tankers (new technology)

Lean organizational structure with operational superiority

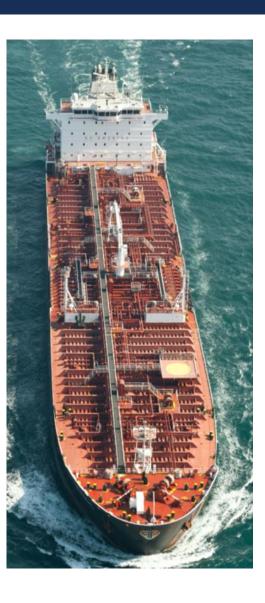


#### TNG's legal structure

- TNG is 100% owner of Tankerska Next Generation International (TNGI). TNGI is an operating company which entered into the Management Agreement with Tankerska
- TNGI is 100% owner of all vessel owning entities

#### **Key Contracts**

- TNGI and Tankerska entered into a Management Agreement. Tankerska will provide:
  - commercial services for TNG for consideration of 1.5% of the all moneys earned attributable to the vessel
  - ship management services fee equal to 503 USD per day per vessel (67% of management fee published in Moore Stephens' OpCost for Handysize Product Tankers)
  - 3) S&P fee for direct purchase, acquisition, sale or disposition of vessels in the amount of 1.0%
- TNG has entered into a non-competition agreement with Tankerska. The parties have agreed that Tankerska nor its affiliates shall own, lease, commercially operate or charter any MR product tankers



### **Setting up the Company**

- Tankerska Next Generation was set up in August 2014 by Tankerska Plovidba
- Strategy to be a reliable, efficient and responsible provider of seaborne refined petroleum product transportation services
- Focused exclusively on the MR product tanker segment

### Integration of the fleet

- Tankerska Plovidba initially contributed 2 MR Product tankers and 1 contract for newbuilding to Tankerska Next Generation
- During 2015 TNG managed to acquire another 3 newbuilding contracts with funds raised in IPO and SPO
- All the vessels will be operational by the end of 2015

### **Securing employment**

- TNG's fleet had secured employment with prominent charterers even before the delivery from the shipyard
- Time charter arrangements with prominent charterers: 4 medium term contracts, 2 twelve month contracts
- Maintaining revenue predictability, contracts agreed at favourable market conditions

Setting up

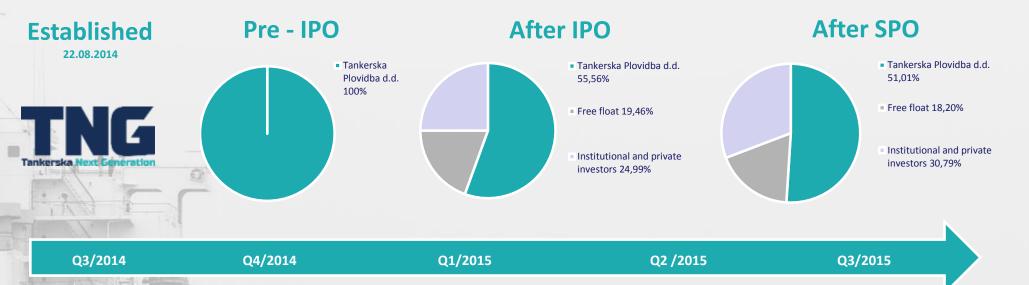
Integrating the fleet

Securing employment for the fleet

Superior service, High reliability Safety, environmental and quality standards

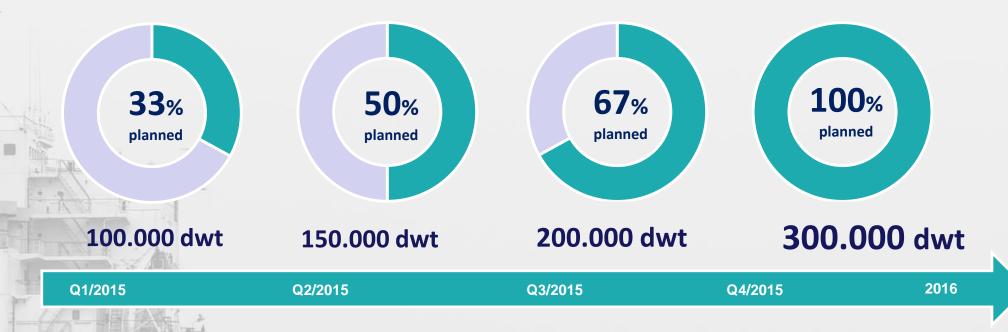
Cost competitive operations





### Corporate governance

- Stock exchange listed company complies with Corporate governance regime for listed companies (Zagreb stock exchange)
- Supervisory Board is comprised out of 3 shipping experts and 2 independent financial experts
- Management Board CEO with 21+ years of industry experience responsible for companies' fleet



# Total capital investments in 2015 900.000.000 HRK

**Number of crewman** 

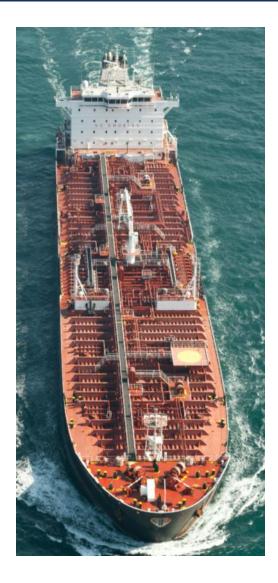






Strong balance sheet and low gearing with experienced management

### TNG's INITIAL PUBLIC OFFER





#### **Initial Public Offering**

6th February 2015

Offer size: 3.2m shares / \$31m

Offering price per share: HRK65 / \$9.6 Initial pricing range: HRK64-77 / \$9.5-11.4

### **IPO Offering Details and Highlights**

78 days

Secured financing and executed delivery and commercial exploitation

USD 31m

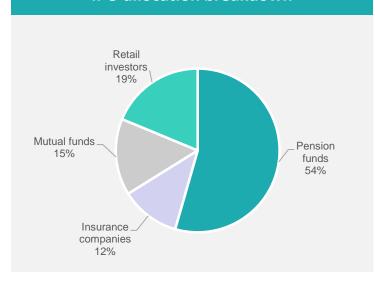
equity raised

### Newbuildings acquired with funds from IPO

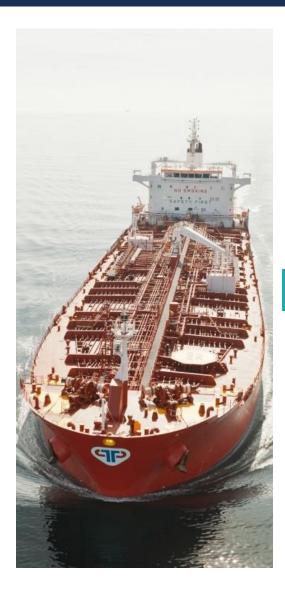




### **IPO** allocation breakdown



### TNG's SECONDARY PUBLIC OFFER





**Secondary Public Offering** 11th June 2015

Offer size: 1.5m shares / \$16m

Offering price per share: HRK68 / \$10.2

### **SPO Offering Details and Highlights**

48 days

From SPO to acquiring a contract for newbuilding

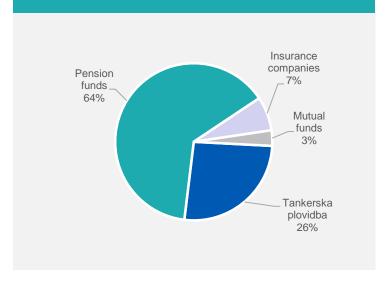
USD 16m

equity raised

### **Newbuilding acquired with funds from SPO**



### SPO allocation breakdown

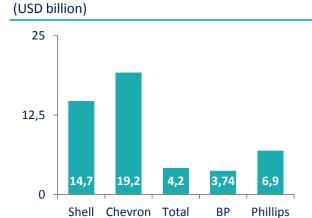




# OIL MAJORS 2014 SALES REVENUE (USD billion)



### OIL MAJORS 2014 NET INCOME













enap











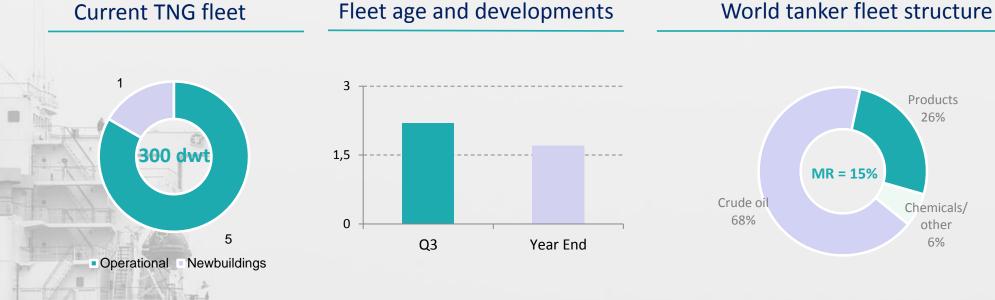




Products 26%

Chemicals/

other 6%



4 Eco designed 2 conventional ice class Modern fleet of average age significantly below Globally refined petroleum products are transported vessels of all together 300 dwt capacity industry peers by MR and LR tankers

> Q3 2015 - 4 MRs at sea with 2,2 yrs average age Dec 2015 - planned 6 MRs at sea with 1,7 yrs average age

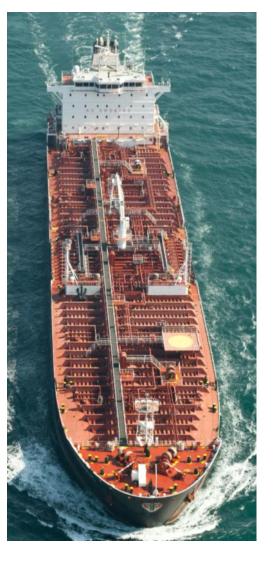
### TNG SECURED REVENUE SUMMARY



### TNG fleet employment overview



### **SELECTED FINANCIALS**



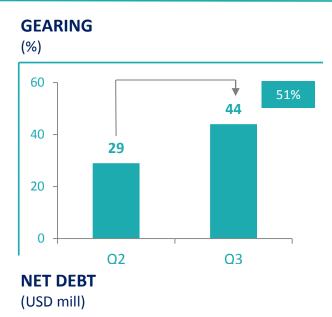
FINANCIAL OVERVIEW	Q2 2015	Q3 2015	O1-Q3 2015
Vessels' revenues (USD 000)	3,709	5,469	11,770
EBITDA (USD 000)	1,396	2,952	5,609
EBIT (USD 000)	604	1,826	3,114

OPERATING OVERVIEW	Q1 2015	H1 2015	Q1-Q3 2015
Gross Time Charter (USD per day)	14,400	14,896	15,426
Operating days in the period	180	423	763
Average number of vessels	2.0	2.3	2.8
Number of vessels at period end	2.0	3.0	4.0

### STRONG FINANCIAL POSITION WITH INCREASED CAPITALIZATION



- TNG has been successfully listed on Zagreb Stock Exchange
- HRK 208 million raised for fleet expansion through IPO
- Additional HRK 104 million raised through SPO
- Conservative approach to financing with low gearing
- Stability brought to the balance sheet by equity increase
- Strong base for future development





### **BACK UP**

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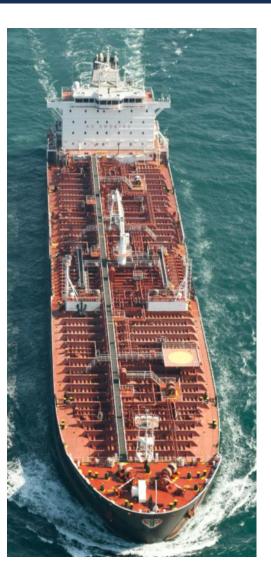


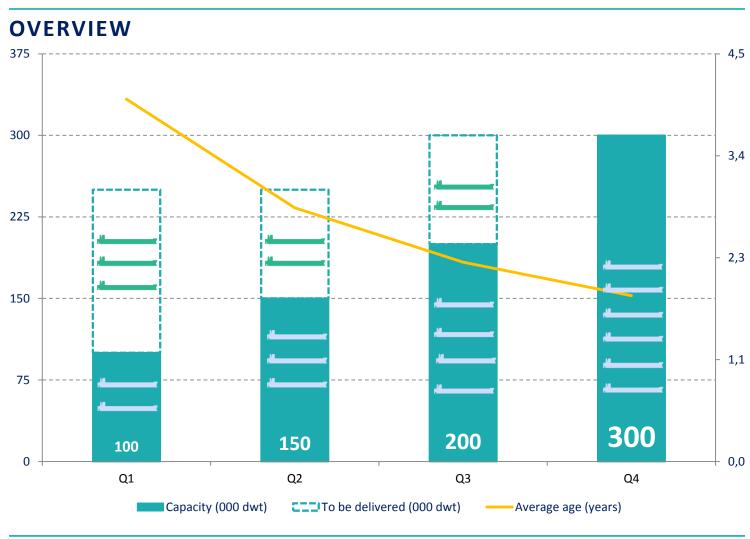
### TNG'S FLEET AT A GLANCE



Vessel	IMO	Built	DWT	Туре	Flag	Ice class
Velebit	9455741	2011	52,554	Oil / Product /Chemical tanker		1B
Vinjerac	9489194	2011	51,935	Oil / Product /Chemical tanker	323	1B
Vukovar	9707819	April 2015	49,990	Oil / Product /Chemical tanker	***	-
Zoilo	9704441	July 2015	49,990	Oil / Product /Chemical tanker	323	-
Dalmacija	9528134	Nov 2015	49,990	Oil / Product /Chemical tanker	**	-
Pag	-	Dec 2015	49,990	Oil / Product /Chemical tanker		-

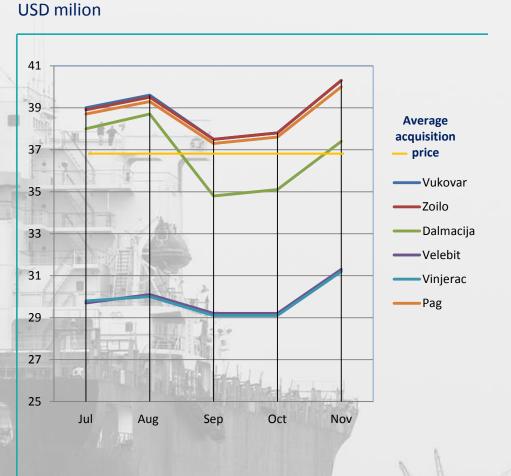
### TNG'S FLEET DEVELOPMENT & AGE PROFILE





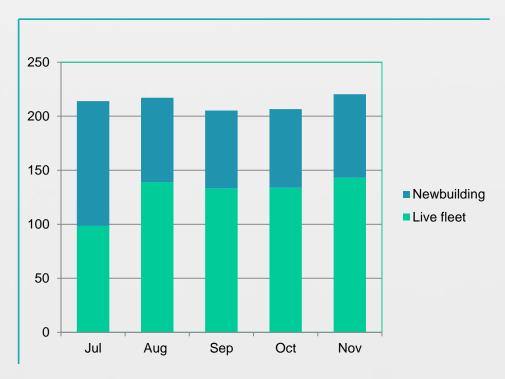
### TNG'S FLEET VESSELS' VALUE

### **VESSELS' VALUE OVERVIEW**

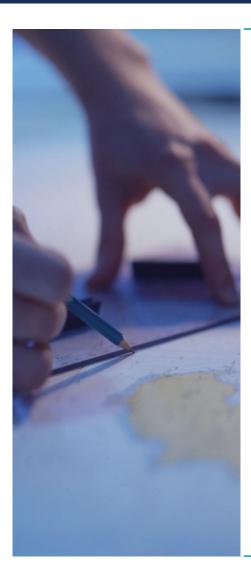


### TANKERSKA NEXT GENERATION'S FLEET

**USD** million



- 2015 **newbuildings** program includes **4 vessels**
- 3 vessels acquired in 2015 at average price of USD 36.7 mil,
   o/w 2 already at sea
- Fleet value increased above USD 200 million



OPERATING METRICS  USD/day	Q1 2015	H1 2015	Q1-Q3 2015
Rates (USD/day)			
Gross Time Charter	14,400	14,896	15,426
Time Charter Equivalent	13,756	14,073	14,619
OPEX (USD/day)			
Daily vessel operating expenses	5,475	6,577	6,093
Managament fee	503	503	503
TOTAL	5,978	7,080	6,596
	400	400	
Operating days Revenue days	180 180	423 423	763 763
Fleet utilization	100	100%	100%
Average no. of vessels	2.0	2.3	2.8

#### **CURRENT**

- m/t Vinjerac since 01 January 2015 at USD 14,800 per day with earliest redelivery April 2016
- m/t Vukovar since late April 2015 at USD 17,250 per day with earliest redelivery May2018
- m/t Zolio since late July 2015 at USD 17,750 per day with earliest redelivery Aug 2018
- m/t Velebit since late September 2015 at USD 18,500 per day with earliest redelivery Sep 2016
- m/t Dalmacija from late November 2015 at USD 17,750 per day with earliest redelivery Nov 2018

#### **SECURED**

 m/t Pag from December 2015 at USD 19,300 per day with earliest redelivery Nov 2015

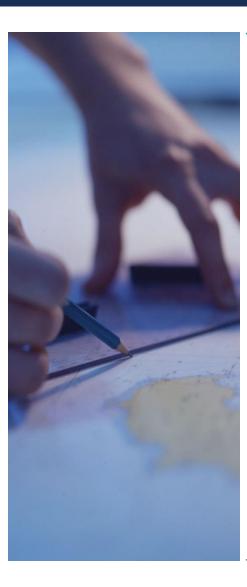
### STABLE TOP LINE COUPLED WITH OPERATIONAL EFFICIENCY AND STRICT COST CONTROL



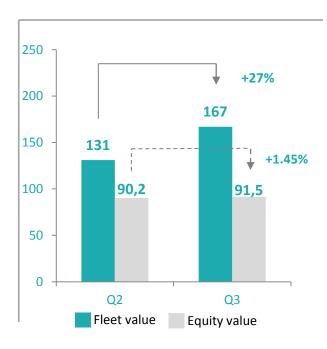
PROFIT AND LOSS STATEMENT	H1 2015	Q1-Q3 2015
		(USD 000)
Revenues	6,331	11,830
Vessel revenues	6,301	11,770
Other revenues	30	60
Operating expenses	3,674	6,221
Commissions and voyage costs	348	616
OPEX	2,995	5,033
Construction costs	124	186
General and administrative	207	386
Depreciation	1,369	2,495
Vessel impairment gain/loss	-	-
Finance costs		
EBITDA	2,657	5,609
NET INCOME	2,686	4,019

Balance sheet	Jun 2015	Sep 2015	
		(USD 000)	
Vessels in operation	93,850	130,218	
Vessels under construction	33,981	33,464	
Cash and equivalents	17,409	5,353	
Total assets	145,852	170,323	
Shareholders' equity and			
reserves	90,225	91,531	
• •	90,225 54,039	91,531 76,620	
reserves	·		
reserves	54,039	76,620	

### STRONG CAPITAL STRUCTURE



### FLEET BOOK VALUE/EQUITY (USD mill)



Fleet value	as at 30 Sep 2015
Fleet value	USD 167.56 mil
<ul> <li>Shareholders' equity</li> </ul>	USD 91.5 mil
<ul> <li>Net Asset Value (NAV)</li> </ul>	USD 95.4 mil
<ul> <li>NAV per share</li> </ul>	USD 10.93
• P/NAV	0.96

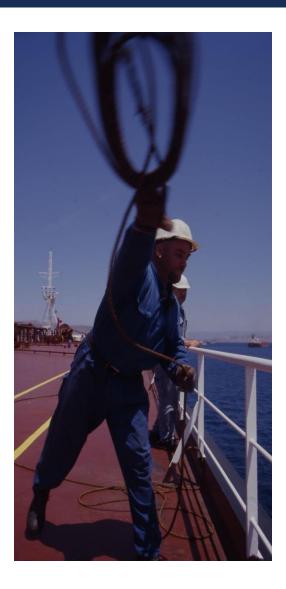
### **Capital structure**

- Conservative leverage for industry standards
- Debt / (debt+capital) 44%
- Financing of new vessels 40% equity/60% debt

### Financing strategy

- Long-term relationship with leading global shipping banks
- Long debt maturities larger refinancing after 2020

# SHIFT OF GLOBAL REFINERY CAPACITIES INCREASES GLOBAL TRADE IN REFINED PRODUCTS



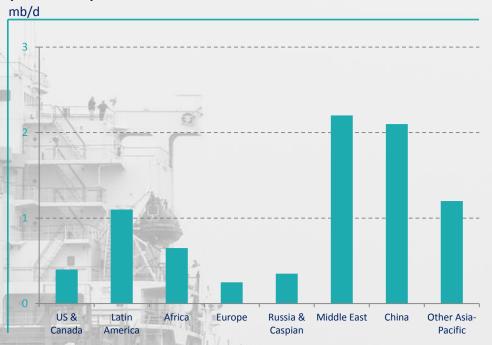
### Change in oil product demand mbpd



- Growing Asian demand combined with an increase in U.S. oil production is drastically reshaping tanker trade flows
- Asia is pulling in more crude oil from West Africa and South America, extending tonmile demand
- New refineries in the Middle East and Asia, combined with the closure of European refineries, are driving increased product trade
- U.S. refined product exports have also grown significantly in the past few years

# SHIFT OF GLOBAL REFINERY CAPACITIES INCREASES GLOBAL TRADE IN REFINED PRODUCTS 2

### Distillation capacity additions from existing projects, (2014-2019)



## Assumed crude distillation capacity clousures in the medium-term, (2014-2019)



- Changing global refinery map increasing imbalances on the supply side between regions
- 780,000 b/d refinery capacity closure scheduled for 2015
- · Considerable retreat of MR newbuilding orders
- 27 MR delivered in Q1; slippage, cancellation and order changes reduced deliveries over 32% over past 5 years

- Imbalance increseses product imports form furter afield
- Tone mile demand strongly supported
- Considerable reduction in product tanker supply

10-year CAGR in oil consumption (mbpd)

- China ~ 6%
- India ~ 4%
- population

37% of world

World ~ 1%

10-year CAGR in refined products exports (mbpd)

India ~ 20%

20% of global

• USA ~ 16%

exports

 Globally ~ 5% - CAGR seaborne product trade

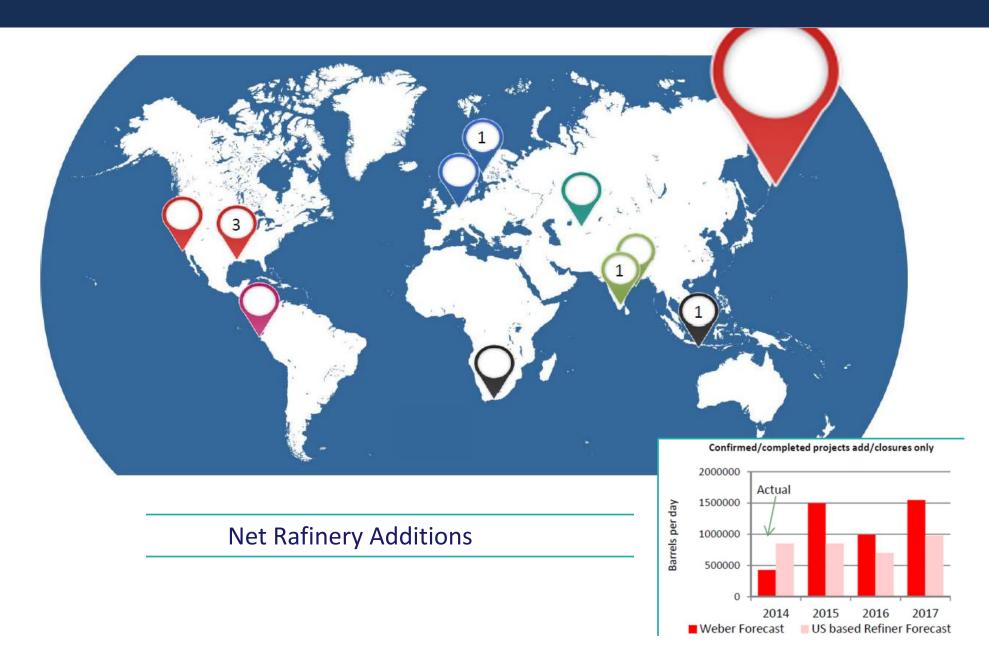
### Annual per capita oil consumption (tonnes)



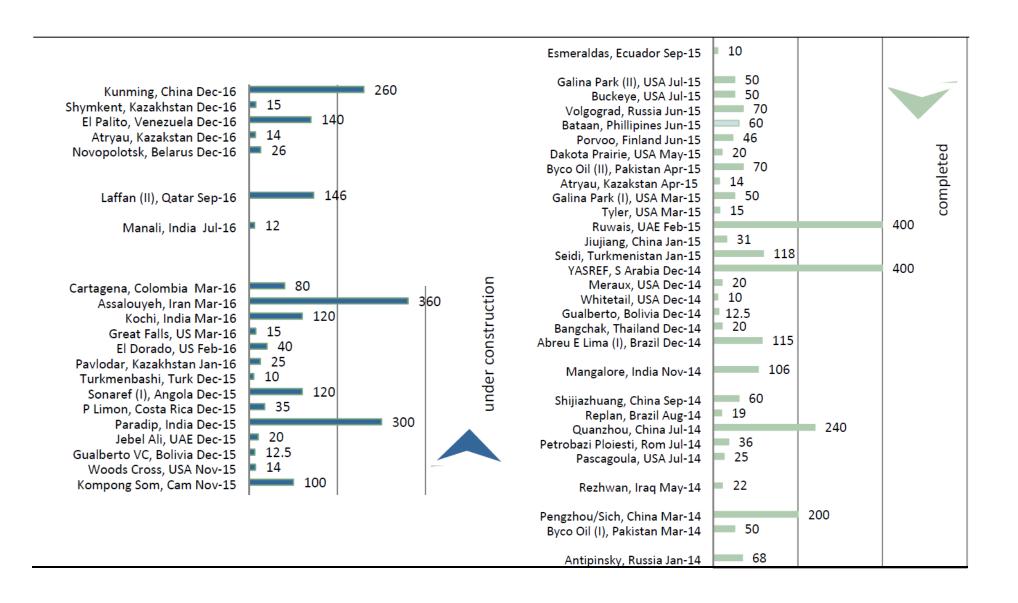
### Largest exporters of refined products (mbpd)

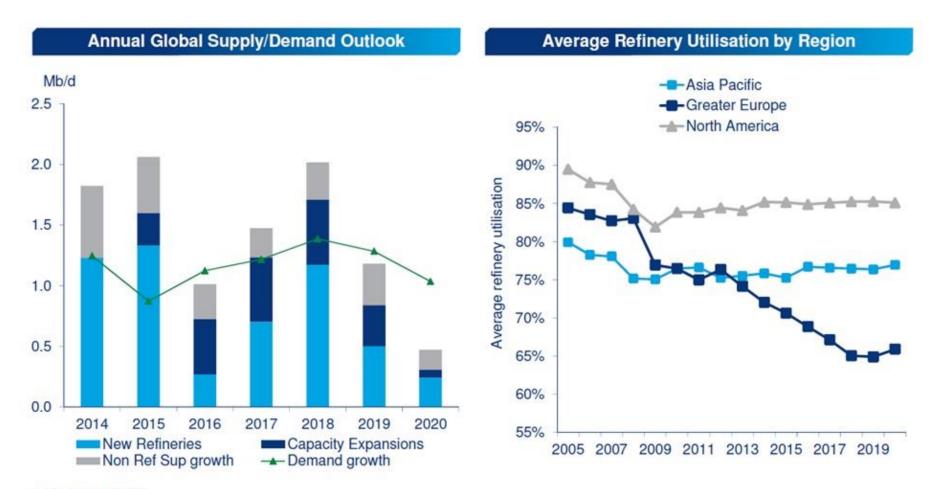


### **DEVELOPMENT OF REFINERY MARKET, OCTOBER 2015**



### LAST COMPLETED AND PLANNED REFINERY CAPACITIES





Source: Wood Mackenzie

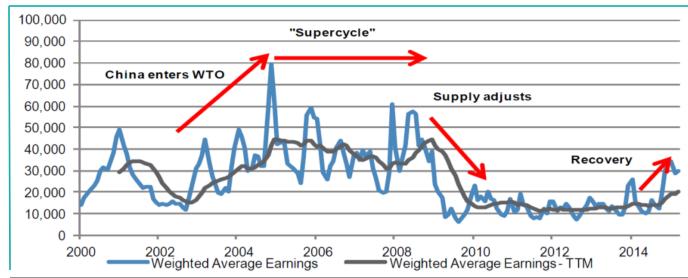
### CYCLICAL INDUSTRY



- Cyclical industry with the potential for large booms and busts
- Ships are long-lived assets with a
   2-3 year lead time before delivery
- Positive demand shocks several years of strong rates before supply adjusts
- Selling and chartering long-term when sentiment is hot, and investing and expanding when sentiment is weak

### The last tanker "supercycle"

\$ per vessel/day

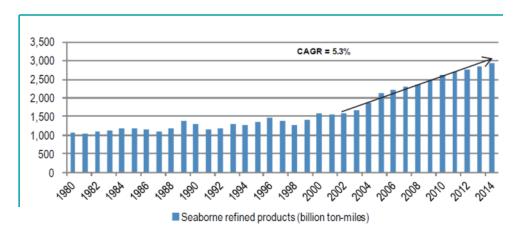




### FAVOURABLE DEVELOPMENT OF SUPPLY AND DEMAND FOR TANKERS

### **Development of seaborne trade in oil products**

(bil. tonnes)



### Historical and projected supply growth - product tankers

%year on year growth



### Product tanker demand has been more robust than crude demand

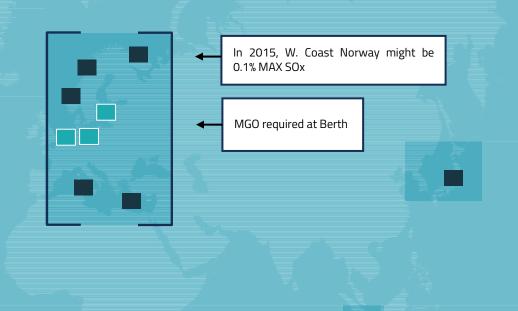
- The dislocation of refineries away from points of consumption has driven strong product growth
- Refined product trade is much more complicated than crude trade due to refinery capacity and technology, government regulations of fuel standards, and arbitrage opportunities

**Environmental regulation** provides strong reasons for investments in the **ECO ship segment** and product segment (fuel is carried by crude tankers, while diesel is carried by product tankers)

- North America Coasts ECO-Sox August 2012, max 1.0%
- US Caribbean ECA-Sox from Ian 2014
- North America and US Caribbean ECAOs will also be ECA-NOx from 2016



MGO or MDO Required 24 miles form California coastal baseline and at Berth MAX 0.1% SOx



Existing ECA

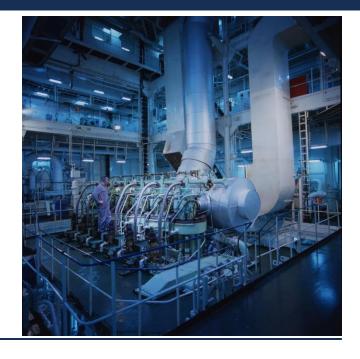
Possible future ECA

ECA Sulfur Limits MAX SOx
As of July 2010 1,00%
As of January 1, 2015 0,10%

Global Sulfur CapMAX SoxAs of January 1, 20123,50%As of January 1, 20200,50%

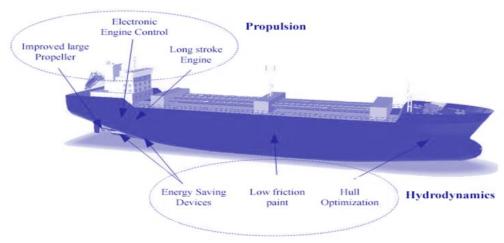
# TNG will be focused on developing a modern product tanker fleet

- Revenue benefits:
  - Product is underway ~ 250 days in a year
  - Eco-design MR saves 5-6 tonnes of fuel per day
- Cost benefits (lower operating expenses)
- Intangible benefits (charterer preferences for a 'greener' vessel)
- Higher residual value (non-ECO vessels expected drop faster in value during the next cycle downturn)
- No environmental restriction on where vessels can trade



#### Eco ship improvements in propulsion and hydrodynamics

- Improved engines and improved larger propellers that decrease fuel consumption
- Substantial fuel consumption reduction
- Improved hydrodynamics such as hull optimization
- Energy saving devices and low friction paint to maximize the vessel's speed at a given level of propulsion
- Hydrodynamic improvements can also provide savings in fuel consumption



### STRONG MANAGEMENT TEAM

#### **Key Management**

#### John Karavanić

CEO

#### Tankerska Next Generation

- 21+ years of experience in the shipping industry at various commercial and chartering positions in Tankerska
- Chairman of the Supervisory Board at Viktor Lenac shipyard in Croatia
- 5 years of Brokerage experience at ASC in London
- 8 years Head of Tanker Operations in Tankerska

#### Mario Devošić

**CFO** 

#### **Tankerska Next Generation**

- 10+ years of experience in oil&gas industry
- 2 years as Credit Risk Management Senior Expert at INA Group, the largest Croatian oil&gas company
- 3 years as Head of Investor Relations at INA Group

#### **Supervisory Board**

#### Ivica Pijaca

President

#### Tankerska plovidba, Director of Commercial Division

- 22+ years of experience in the shipping industry at various operational, crew and commercial positions in Tankerska
- 2 years as Broker and two years as Managing Director at ASC in London
- 8 years as Chartering Manager of Tanker division in Tankerska

#### Andrej Koštomaj

**Deputy President** 

#### Croatia Osiguranje, member of Managing Board

- President, Deputy President, and member of various Supevisory Board's of Croatia Osiguranje and its affiliates
- Previosly held a regional marketing director position at Google inc.
- Graduated from London Business School

### Prosperus Invest, CEO Joško Miliša 23+ years of eyner

Member

- 23+ years of experience in finance, consulting and brokerage
- Supervisory Board member of Končar mjerni transformatori d.d. and Mon Perin d.o.o
- Graduated from Faculty of Electrical Engineering, University of Zagreb

### Tankerska plovidba, CFO

- 7+ years of experience in the financial industry at various positions (Raiffeisen bank)
- 11+ years of experience in the shipping industry with international experience and education (London)
- 10 years Head of Risk and Finance in Tankerska
- Graduated from Financial Economics at London Guilldhall University

#### Tankerska plovidba, CEO

- 21+ years of experience in the shipping industry at various operational, crew, commercial and executive positions in Tankerska
- Gained deep knowledge of tanker, bulk and LPG vessels and holds a Master Mariner Certificate
- 5 years as Broker and 2 years as Managing Director at ASC in London

### Nikola Koščica

Member

Wichibei

Mario Pavić Member