



**Financial Results Presentation
First Quarter 2016
30 April 2016**

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Highlights



- 1Q2016 financial performance impacted by weak charter market:
 - Decline in charter revenue due to lower charter rates secured for vessels which commenced new charters, and lower vessel utilisation rate for 1Q2016
 - Net loss of US\$1.4 million in 1Q2016 vs net profit of US\$7.0 million in 1Q2015

	FIRST QUARTER		
In US\$ million (except otherwise stated)	2016	2015	% Δ
Charter Revenue	21.33	28.64	↓ (26%)
Cash Flow from Operating Activities	10.51	17.96	↓ (41%)
Net (Loss)/Profit	(1.40)	7.03	NM
Adjusted EBITDA	10.88	18.25	↓ (40%)
Cash Flow Available for Distribution (before payment to debt capital providers)	12.05	19.44	↓ (38%)
Distribution per Unit (US cents)	-	0.60	NM

NM: Not meaningful

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Income Statement



In US\$'000	1Q2016	1Q2015	% Δ
Charter revenue	21,326	28,636	(26)
Other income	335	1,665	(80)
Other (losses)/gains – net	(1,599)	1,812	NM
Total income	20,062	32,113	(38)
<i>Add/(less):</i>			
Depreciation	(7,217)	(8,863)	(19)
Vessel operating expenses	(9,741)	(9,568)	2
Trustee-Manager fee	(690)	(740)	(7)
Other trust expenses	(140)	(186)	(25)
Finance expenses	(3,676)	(5,723)	(36)
(Loss)/profit before income tax	(1,402)	7,033	NM
Income tax expense	-	-	-
Net (loss)/profit after tax	(1,402)	7,033	NM

NM: Not meaningful

Balance Sheet



In US\$ '000	As at 31 Mar 2016	As at 31 Dec 2015	% Δ
Assets			
Cash and cash equivalents	40,848	45,064	(9)
Net book value of vessels	699,076	706,011	(1)
Other current and non-current assets	3,437	4,005	(14)
Total assets	743,361	755,080	(2)
Liabilities			
Secured bank loans	300,656 [^]	313,383	(4)
Medium-term notes	74,751	71,350	5
Other current and non-current liabilities	5,792	6,783	(15)
Total liabilities	381,199	391,516	(3)
Total unitholders' funds	362,162	363,564	(0.4)
Net asset value / unit (US\$)	0.41	0.41	-

[^] US\$179.7m of secured bank loans reclassified to current liabilities in 1Q2016

Statement of Cash Flows



In US\$'000	1Q2016	1Q2015
Cash flow from:		
Operating activities	10,512	17,959
Investing activities	(117)	(379)
Financing activities	(14,747)	(22,012)
Net change in cash & cash equivalents	(4,352)	(4,432)
Cash & cash equivalents at beginning of period	45,064	60,008
Effects of exchange rate changes on cash and cash equivalents	136	(578)
Cash & cash equivalents at end of period	40,848	54,998

Bank Loans Repayment Profile



- Continue to deleverage: Pared down secured bank loans of US\$12.9m in 1Q2016
- Total bank debt remaining: US\$301.2m (as at 31 Mar 2016)

Repayment (in US\$ million)	Actual	Estimated				
	1Q 2016	2Q-4Q 2016	FY 2017	FY 2018	FY 2019	FY 2020-2021
Scheduled bank loan repayments	11.7	31.7	197.6	64.7	3.5	3.7
Excess cash repayments	1.2*	0	0	0	0	0
Total Repayment	12.9	31.7	197.6	64.7	3.5	3.7

US\$301.2 million[^]

- S\$300m MTN programme:
 - First issuance of S\$100m due in 2Q2017
 - S\$200m of the programme unutilised

* Excess cash repayment from 3Q2015's cash sweep. Cash sweep mechanism removed following Trust Exit from Intercreditor Deed on 30 Nov 2015.

[^] Excludes repayment of MTN First Issuance due in 2Q2017

Outstanding Bank Loans

as at 31 March 2016



- Refinance bank debt to minimise amortisation, and position the Trust to assess capital for growth and repayment of MTN
- Discussions on comprehensive refinancing of all facilities underway

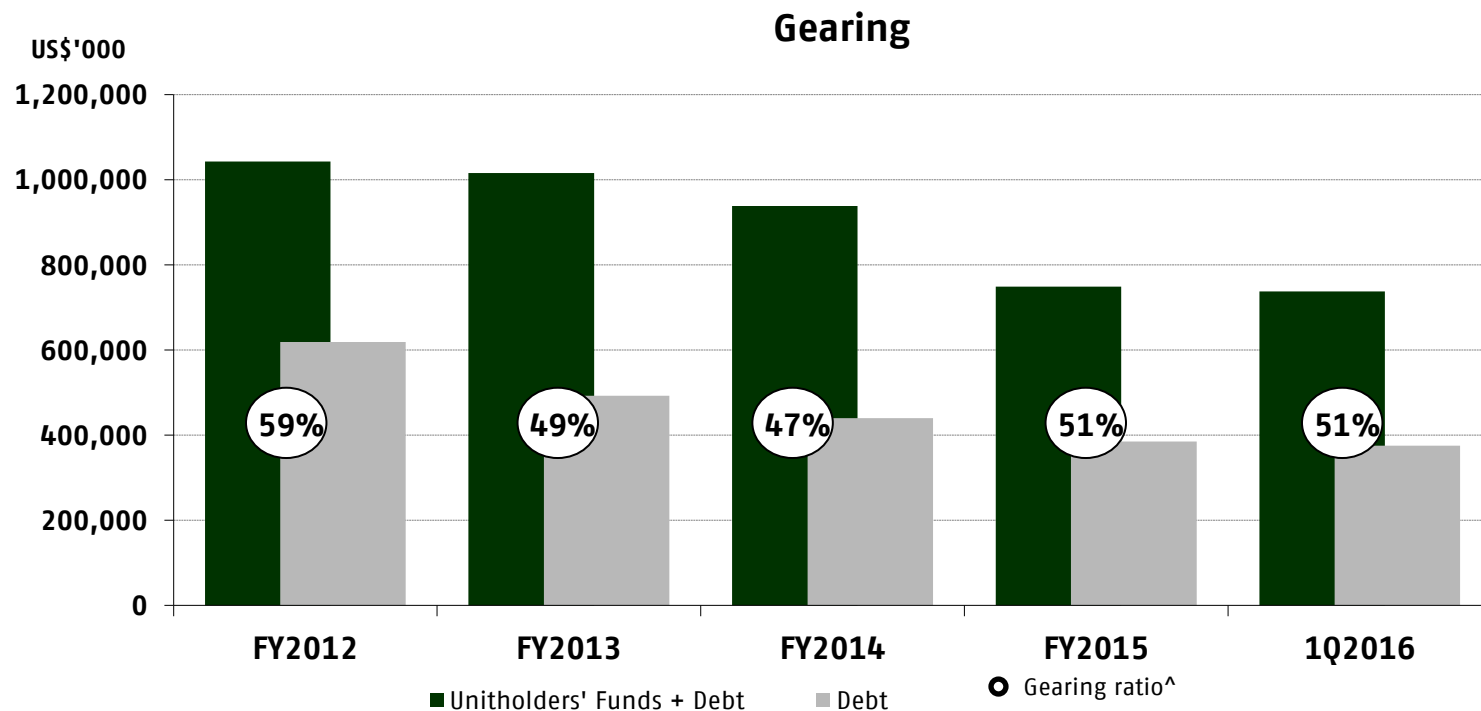
Loan Facility	Margin above 3-month US\$ LIBOR	Year of Maturity	Face Value US\$' million	Carrying Amount US\$'million	VTL Requirement in Loan Facility	Security
IPO Facility	1.75%	2017	197.7	197.7	NA*	Secured against the initial 10 vessels in the IPO Fleet.
First Facility	1.75%	2018	86.7	86.4	110%	Secured against the five Mitsui vessels
Second Facility	1.75%	2021	16.8	16.6	110%	Secured against the India Rickmers vessel
TOTAL			301.2 [^]	300.7		

[^] Before the deduction of unamortised debt transaction costs of US\$0.5m

* VTL covenant for the IPO Facility has been waived with effect from Nov 2015

Gearing

- Gearing ratio remained healthy at 51% as at 31 Mar 2016
- EBITDA-to-interest coverage ratio for 1Q2016: 3.0x



$$^{\wedge} \text{ Gearing Ratio} = \frac{(\text{External Bank Loans} + \text{Convertible Loan} + \text{Medium Term Notes})}{(\text{Total Unitholders' Funds} + \text{External Bank Loans} + \text{Convertible Loan} + \text{Medium-Term Notes})}$$

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Fleet Utilisation

- Acceptable vessel utilisation rate of 92.3% for 1Q2016 amid weaker charter market
- Average age of vessels: 8.5 years as at 31 Mar 2016

	1Q2016	1Q2015
Number of Vessels	16	16
Vessel Ownership Days	1,456	1,440
Off-hire Days*	112.7 [^]	17.1 ⁺
Fleet Utilisation	92.3%	98.8%



* Exclude scheduled dry-docking

+ Include 14.7 days for Moni Rickmers in connection with preparation and positioning for new charter

[^] Include 103.7 idle days for Maja Rickmers, Vicki Rickmers and Laranna Rickmers

Fleet Employment Profile



- Average remaining charter period: 0.9 years as at 31 Mar 2016
- Secured revenue to the last contract expiry in 2019: US\$125.7m
- Fleet is 60.3% employed for 2016

■ Minimum Time Charter Period
■ Expiration Period

Name	TEU	Charterparty	Charter Rate	2016	2017	2018	2019
Moni Rickmers	3,450	Maersk Line	US\$7,125 / US\$5,225 ¹				
Richard Rickmers	3,450	Maersk Line	US\$7,125 / US\$5,225 ¹				
Henry Rickmers	3,450	Maersk Line	US\$7,125 / US\$5,225 ¹				
CMA CGM Azure	4,250	CMA CGM	US\$12,256 / US\$5,597 ²				
CMA CGM Jade	4,250	CMA CGM	US\$12,496				
Laranna Rickmers	4,250	Simatech	US\$6,256 / US\$5,005 ³				
Kaethe C. Rickmers	5,060	NYK Line	US\$15,553 / US\$5,925 ⁴				
CMA CGM Onyx	4,250	CMA CGM	US\$12,496				
India Rickmers	4,250	Hanjin / MSC	US\$25,950 / US\$4,750 ⁵				
Maja Rickmers	4,250	CMA CGM / MSC	US\$5,597 ² / US\$4,750 ⁵				
Vicki Rickmers	4,250	CMA CGM / MSC	US\$6,272 / US\$4,750 ⁵				
MOL Dominance	4,250	MOL	US\$26,850				
MOL Dedication	4,250	MOL	US\$26,850				
MOL Delight	4,250	MOL	US\$26,850				
MOL Destiny	4,250	MOL	US\$26,850				
MOL Devotion	4,250	MOL	US\$26,850				

¹ Henry Rickmers, Richard Rickmers and Moni Rickmers extended by Maersk Line for 2-12 months from 12 Mar 2016, 4 Mar 2016 and 29 Feb 2016 respectively

² Maja Rickmers and CMA CGM Azure commenced new charters with CMA CGM for 3-12 months from 9 Feb 2016 and 14 Feb 2016 respectively

³ Laranna Rickmers extended by Simatech for 2-5 months from 25 March 2016

⁴ Kaethe C. Rickmers has its charter extended by NYK Line from 1 Mar 2016 for 110-160 day

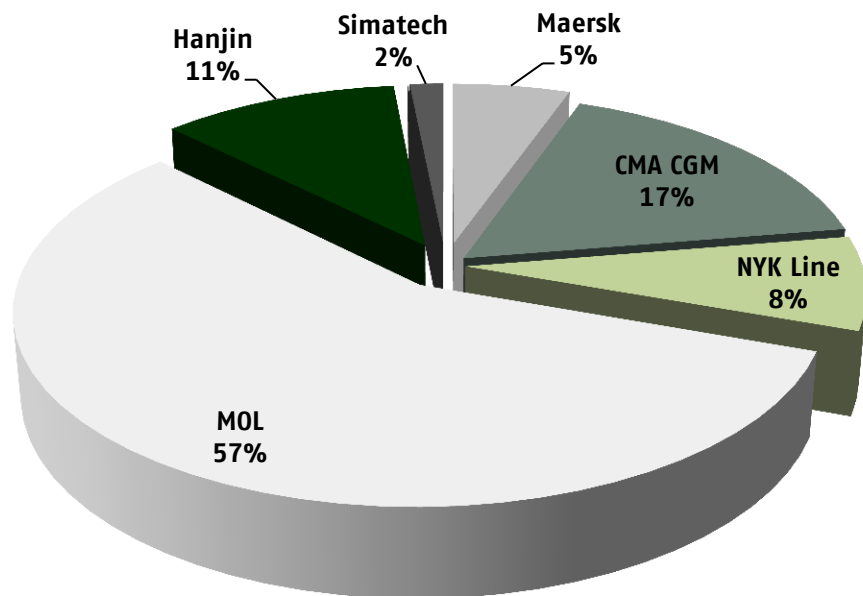
⁵ Maja Rickmers, India Rickmers and Vicki Rickmers will commence their new charters with MSC for 2-7 months, 2-6 months, and 12 months respectively from 16 May 2016, 22 May 2016 and 10 June 2016

Diversified Portfolio of Charterers

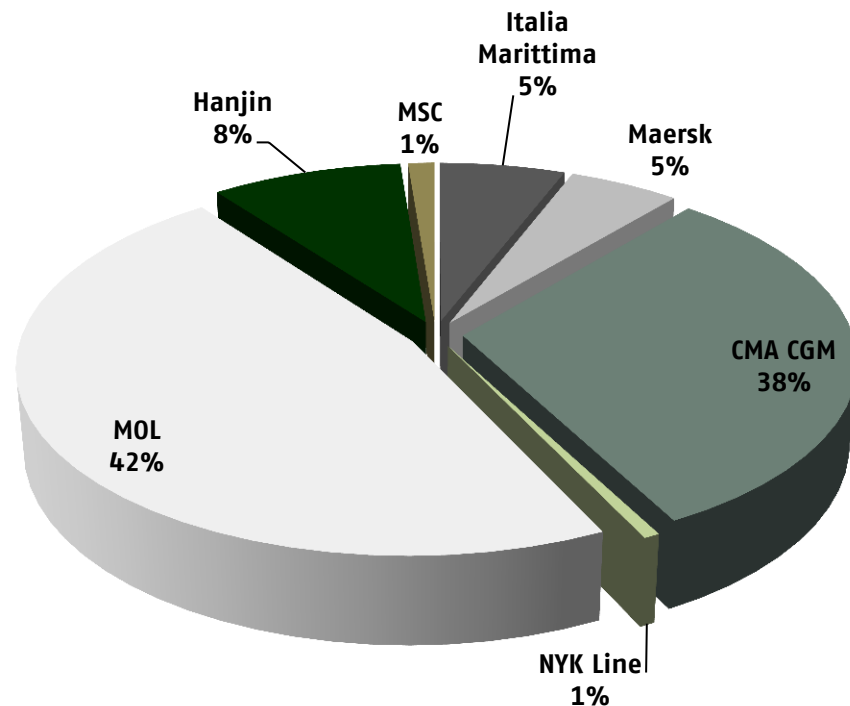


- Vessels chartered to leading container liner companies to minimise counterparty risk

1Q2016 Revenue: US\$21.3m



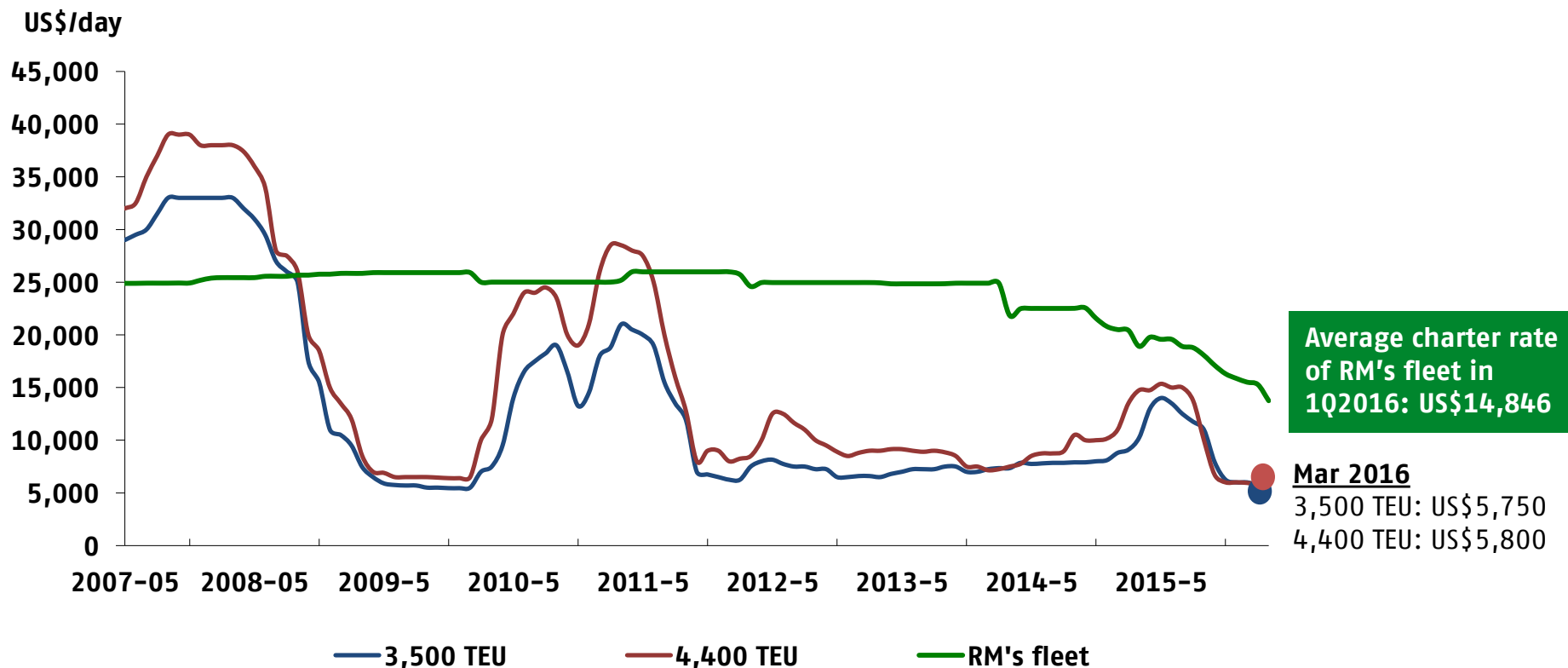
1Q2015 Revenue: US\$28.6m



Container Time Charter Market



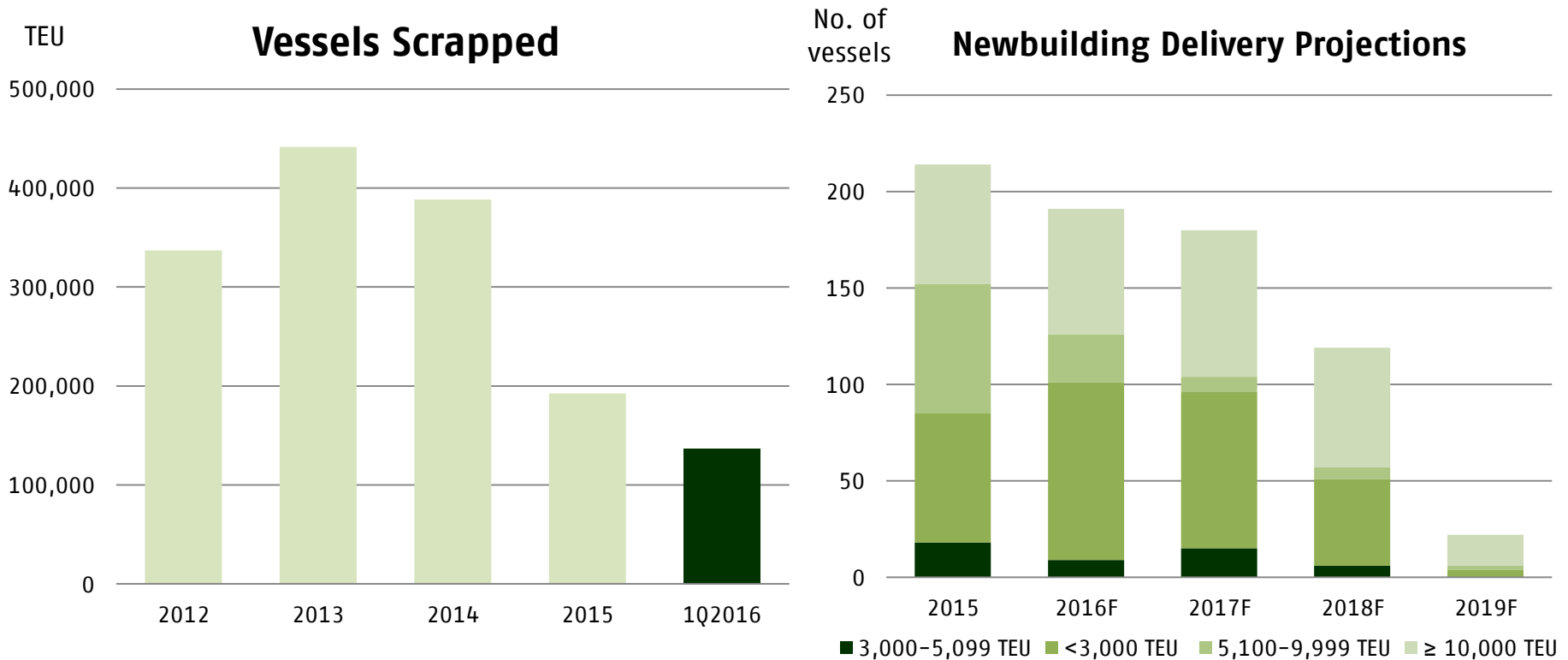
- Charter rates remained depressed in 1Q2016:
 - Daily charter rates for 3,500 TEU vessels ↓ from US\$6,000 in Dec 2015 to US\$5,750 in Mar 2016
 - Daily charter rates for 4,400 TEU vessels ↓ from US\$6,000 in Dec 2015 to US\$5,800 in Mar 2016



Source: Clarksons Research Services

Market Outlook

- Supply-demand balance could improve in 2016 with stronger trade growth, slower deliveries of new vessels and higher scrapping activities
 - Increased scrapping activities: 136,202 TEU scrapped in 1Q2016, 71% of 192,428 TEU scrapped in 2015
 - Supply of new vessels to ease in the next 3 years: Limited newbuilds for 3,000-5,099 TEU vessels



Source: Alphaliner

Business Outlook

- Depressed container shipping market persisted into 2016: Demand remains weak and tonnage overhang continues to weigh on charter rates
- Charter rates are expected to remain low in the coming months until a better balance between trade growth and vessel supply is reached
- Stronger trade growth and higher scrapping activities in 2016 are crucial to improving freight earnings
- The weak market has a direct impact on Rickmers Maritime's business: 11 vessels are trading in the spot market



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- Secured revenue of US\$125.7m from 1 Apr 2016 and the expiry of the last charter party contract in 2019
- Average remaining charter period: 0.9 years as at 31 Mar 2016
- Remain focused on keeping the Trust's vessels employed
- Secure shorter and more flexible charters in order to fix them for longer periods when the market improves
- Balance sheet optimisation to comprehensively refinance bank debt to minimise amortisation, and position the Trust to assess capital for growth and repayment of MTNs
- Future earnings and cash flows of the Trust dependent on charter market developments going forward

Focus in 2016: Create clear runway for growth

- **Keep vessels employed with minimal idle time:**
Secure flexible and shorter-term charters until market improves
- **Strengthen financial position and extend loan maturity profile** to pursue growth opportunities

Pursue growth opportunities as market recovers

Maximise fleet performance and keep vessels employed

- Strengthen asset management capabilities and reduce costs with continued KPI tracking
- Future-proofing fleet to improve efficiency and maintain fleet attractiveness
- Charter vessels to leading liner companies to minimise counterparty risks

Strengthen financial position for growth

- Extend debt maturity profile and optimise balance sheet to create clear runway for growth
- Comprehensive capital management strategy to manage liabilities

Expand the Trust's fleet and grow income

- Acquire new vessels as part of asset-renewal strategy
- Proactively evaluate investment and divestment opportunities to maximise returns

THANK YOU

For more information, please visit:
www.rickmers-maritime.com