



Q1-2020 presentation

May 28, 2020



#### FORWARD-LOOKING STATEMENTS



MATTERS DISCUSSED IN THIS PRESENTATION MAY CONSTITUTE FORWARD-LOOKING STATEMENTS. THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995 PROVIDES SAFE HARBOR PROTECTIONS FOR FORWARD-LOOKING STATEMENTS IN ORDER TO ENCOURAGE COMPANIES TO PROVIDE PROSPECTIVE INFORMATION ABOUT THEIR BUSINESS. FORWARD-LOOKING STATEMENTS INCLUDE STATEMENTS CONCERNING PLANS, OBJECTIVES, GOALS, STRATEGIES, FUTURE EVENTS OR PERFORMANCE, AND UNDERLYING ASSUMPTIONS AND OTHER STATEMENTS, WHICH ARE OTHER THAN STATEMENTS OF HISTORICAL FACTS.

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THE FORWARD-LOOKING STATEMENTS IN THIS PRESENTATION ARE BASED UPON VARIOUS ASSUMPTIONS, MANY OF WHICH ARE BASED, IN TURN, UPON FURTHER ASSUMPTIONS, INCLUDING WITHOUT LIMITATION, MANAGEMENT'S EXAMINATION OF HISTORICAL OPERATING TRENDS, DATA CONTAINED IN THE COMPANY'S RECORDS AND OTHER DATA AVAILABLE FROM THIRD PARTIES. ALTHOUGH FLEX LNG BELIEVES THAT THESE ASSUMPTIONS WERE REASONABLE WHEN MADE, BECAUSE THESE ASSUMPTIONS ARE INHERENTLY SUBJECT TO SIGNIFICANT UNCERTAINTIES AND CONTINGENCIES WHICH ARE DIFFICULT OR IMPOSSIBLE TO PREDICT AND ARE BEYOND THE COMPANY'S CONTROL, THERE CAN BE NO ASSURANCE THAT THE COMPANY WILL ACHIEVE OR ACCOMPLISH THESE EXPECTATIONS, BELIEFS OR PROJECTIONS. FLEX LNG UNDERTAKES NO OBLIGATION, AND SPECIFICALLY DECLINES ANY OBLIGATION, EXCEPT AS REQUIRED BY LAW, TO PUBLICLY UPDATE OR REVISE ANY FORWARD-LOOKING STATEMENTS, WHETHER AS A RESULT OF NEW INFORMATION, FUTURE EVENTS OR OTHERWISE.

IN ADDITION TO THESE IMPORTANT FACTORS, OTHER IMPORTANT FACTORS THAT, IN THE COMPANY'S VIEW, COULD CAUSE ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE DISCUSSED IN THE FORWARD-LOOKING STATEMENTS INCLUDE: UNFORESEEN LIABILITIES, FUTURE CAPITAL EXPENDITURES, THE STRENGTH OF WORLD ECONOMIES AND CURRENCIES, GENERAL MARKET CONDITIONS, INCLUDING FLUCTUATIONS IN CHARTER RATES AND VESSEL VALUES, CHANGES IN DEMAND IN THE LNG TANKER MARKET, CHANGES IN THE COMPANY'S OPERATING EXPENSES, INCLUDING BUNKER PRICES, DRY-DOCKING AND INSURANCE COSTS, THE FUEL EFFICIENCY OF THE COMPANY'S VESSELS, THE MARKET FOR THE COMPANY'S VESSELS, AVAILABILITY OF FINANCING AND REFINANCING, ABILITY TO COMPLY WITH COVENANTS IN SUCH FINANCING ARRANGEMENTS, FAILURE OF COUNTERPARTIES TO FULLY PERFORM THEIR CONTRACTS WITH THE COMPANY, CHANGES IN GOVERNMENTAL RULES AND REGULATIONS OR ACTIONS TAKEN BY REGULATORY AUTHORITIES, INCLUDING THOSE THAT MAY LIMIT THE COMMERCIAL USEFUL LIVES OF LNG TANKERS, POTENTIAL LIABILITY FROM PENDING OR FUTURE LITIGATION, GENERAL DOMESTIC AND INTERNATIONAL POLITICAL CONDITIONS, POTENTIAL DISRUPTION OF SHIPPING ROUTES DUE TO ACCIDENTS OR POLITICAL EVENTS, VESSEL BREAKDOWNS AND INSTANCES OF OFF-HIRE, AND OTHER FACTORS, INCLUDING THOSE THAT MAY BE DESCRIBED FROM TIME TO TIME IN THE REPORTS AND OTHER DOCUMENTS THAT THE COMPANY FILES WITH OR FURNISHES TO THE U.S. SECURITIES AND EXCHANGE COMMISSION ("SEC").

FOR A MORE COMPLETE DISCUSSION OF CERTAIN OF THESE AND OTHER RISKS AND UNCERTAINTIES ASSOCIATED WITH THE COMPANY, PLEASE REFER TO THE REPORTS AND OTHER DOCUMENTS THAT FLEX LNG FILES WITH OR FURNISHES TO THE SEC.

THIS PRESENTATION IS NOT AN OFFER TO PURCHASE OR SELL, OR A SOLICITATION OF AN OFFER TO PURCHASE OR SELL, ANY SECURITIES OR A SOLICITATION OF ANY VOTE OR APPROVAL.

## FIRST QUARTER HIGHLIGHTS

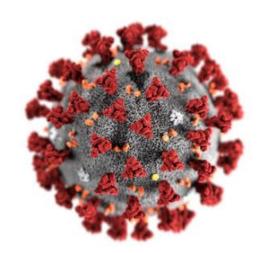


- Revenues of \$38.2m vs. \$52.0m for Q4-19
- Time Charter Equivalent<sup>(1)</sup> rate of \$68kpdr in line with guidance of "close to \$70kpdr"
- Adjusted EBITDA<sup>(1)</sup> of \$27.8m vs. \$41.6m Q4-19
- Adjusted Net Income<sup>(1)</sup> of \$9.3m vs. \$22.0m Q4-19
- Adjusted EPS<sup>(1)</sup> of \$0.17 vs. \$0.41 for Q4-19
- 100% uptime on ships and no covid-19 sickness of seafarers or onshore personnel
- Expect challenging market conditions in Q2 and Q3
- ~97% of Q2 booked at TCE of close to \$50kpdr subject normal operations
- Board has decided to suspend dividends in order to ensure substantial cash position
- Agreed \$281m of attractive long-term financing for remaining two ships

## **COVID-19 IMPLICATIONS**



- Availability of the vessels has remained at 100%, no downtime or delays on the vessels
- Several measures have been implemented since January to maintain the safety and health of our crew, minimising external visits on-board
- Remote ship visits by video conference has been implemented as travel on-board has not been possible
- Focus forward is on crew changes and travels to and from the vessels, measures are in place to handle newbuilding deliveries
- Dry-docking delays not an issue as our fleet is brand new



## FINANCING UPDATE



#### \$125m Bank Facility – Flex Volunteer (Q1 2021)

- Commitment received May 2020 for five-year term loan and revolving credit facility
- Interest rate exposure fully swapped, attractive all-in cost of 3.30% p.a. including margin
- 20 year repayment profile

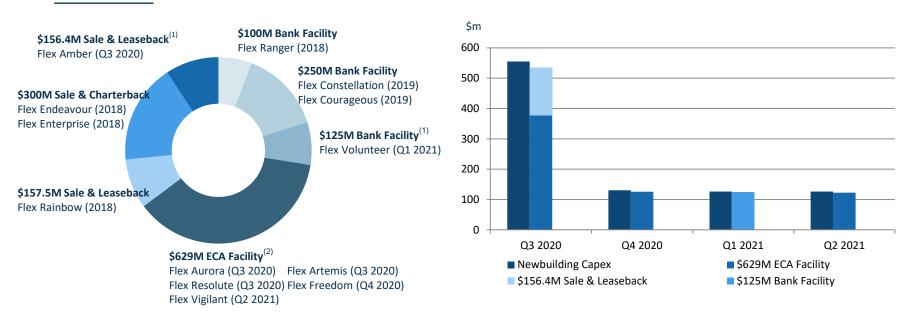
#### \$156.4m Sale and Leaseback – Flex Amber (Q3 2020)

- 10-year sale and leaseback transaction with Asian based leasing house
- Term sheet signed early April 2020, credit approval confirmed May 2020
- Interest at LIBOR + 3.20% p.a.
- 18 year repayment profile
- Annual re-purchase options from first anniversary, purchase obligation at end of lease period

Both financings remain subject final documentation and customary closing conditions and are expect to be drawn/executed upon delivery of the relevant vessel from the shipyards

#### FINANCING OVERVIEW



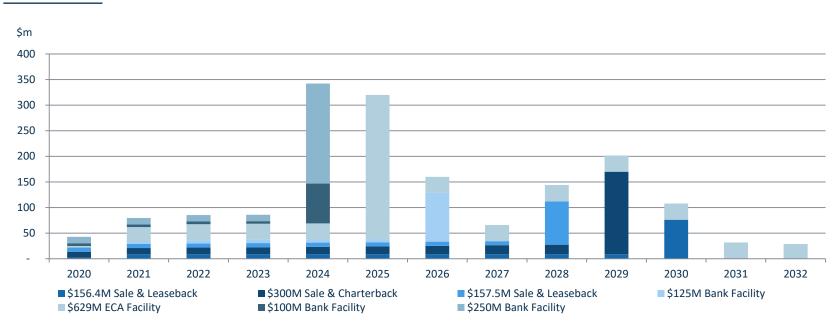


- \$1.7 billion in attractive financing arranged last two years
- Diversified funding between lease financing, bank financing and ECA financing
- Expanded relationship with leading international financing providers
- <\$30m in net remaining capex vs. cash of \$121m per quarter end</li>

<sup>1) \$125</sup>M Bank Facility and \$156.4M Sale & Leaseback remain subject final documentation and customary closing conditions.

## STAGGERED DEBT MATURITY PROFILE





- Long funding secured with first loan maturity in July 2024
- Staggered debt maturity profile, mitigating re-financing risk

#### **INCOME STATEMENT**



(in thousands of \$ except per share data)	Three months ended		
	Mar 31, 2020	Dec 31, 2019	
Vessel operating revenues	38,192	51,994	
Voyage expenses	(1,206)	(388)	
Vessel operating expenses	(7,541)	(8,114)	
Administrative expenses	(1,572)	(1,850)	
Depreciation	(8,587)	(8,683)	
Operating income/(loss)	19,286	32,959	
Interest income	129	349	
Interest expense	(10,105)	(11,084)	
Gain/(loss) on derivatives	(21,903)	1,589	
Foreign exchange gain/(loss)	(2,283)	230	
Other financial items	(25)	(4)	
Income/(loss) before tax	(14,901)	24,039	
Income tax credit/(expense)	24 (18		
Net income/(loss)	(14,877) 23,856		
Earnings/(loss) per share	(0.27)	0.44	
Adjusted EBITDA	27,848	41,638	
Adjusted net income	9,309	22,037	
Adjusted earnings per share	0.17	0.17 0.41	

- Vessel operating revenues of \$38.2m vs. \$52.0m for Q4-19
- Adjusted EBITDA<sup>(1)</sup> of \$27.8m vs. \$41.6m for Q4-19
- Gain/(loss) on derivatives includes unrealized noncash loss on interest rate swaps of \$21.8m vs. gain of \$1.5m in Q4-19
- Unrealized foreign exchange loss of \$2.3m vs. gain of \$0.2m in Q4-19
- Net loss of \$14.9m vs. net income of \$23.9m for Q4-19
- Adjusted net income<sup>(1)</sup> of \$9.3m vs. \$22.0m for Q4-19
- Adjusted earnings per share<sup>(1)</sup> of \$0.17 vs. \$0.41 for Q4-19

## **BALANCE SHEET**



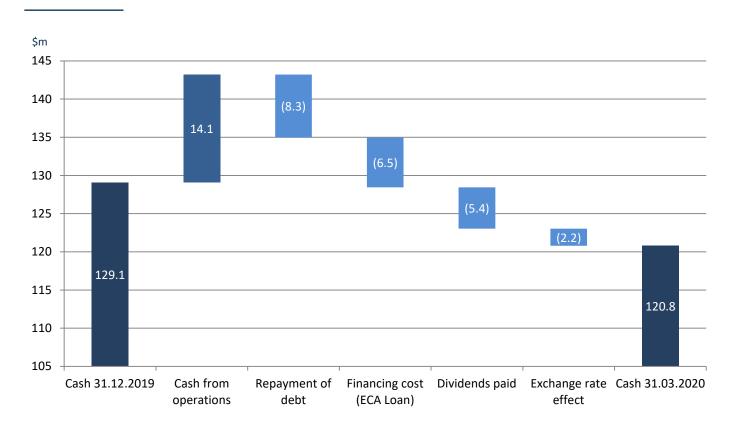
(in thousands of \$)		
	Mar 31, 2020	Dec 31, 2019
Assets		
Current assets		
Cash, restricted cash and cash equivalents	120,802	129,098
Other current assets	19,201	14,792
Non-current assets		
Vessels and equipment	1,138,674	1,147,274
Other fixed assets	8	10
Vessel purchase prepayment	349,472	349,472
Derivative instruments	0	636
Total Assets	1,628,157	1,641,282
Liabilities and Equity		
Current liabilities		
Current portion of long-term debt	35,706	34,566
Derivative instruments	23,561	2,371
Other current liabilities	14,538	20,795
Non-current liabilities		
Long-term debt	735,310	744,283
Other non-current liabilities	1	2
Total equity	819,041	839,265
Total Equity and Liabilities	1,628,157	1,641,282

- Solid liquidity of \$120.8m as per Mar 31, 2020
- Assets consist of six vessels in operation and seven newbuildings under construction
- Vessel purchase prepayments of \$349.5m relates to remaining seven newbuildings
- Total interest bearing debt of \$771m, of which \$35.7m is due next 12 months<sup>(1)</sup>
- Equity ratio of 50%

Long term debt is presented net of debt issuance cost

## CASHFLOW DURING THE QUARTER

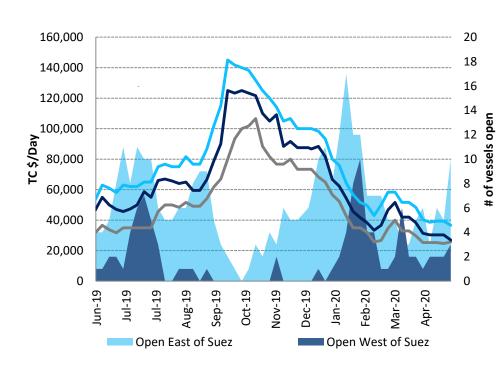




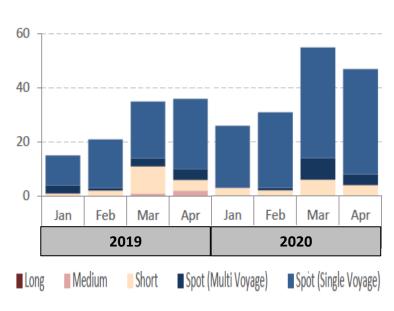
## **SPOT MARKET REVIEW**



#### Freight rates and ship availability



#### **Total Fixture Activity (Existing Vessels Only)**

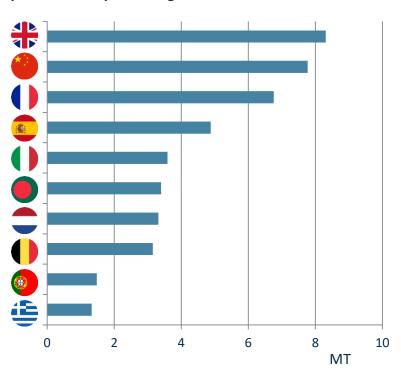


1) Source: Affinity, Poten Company

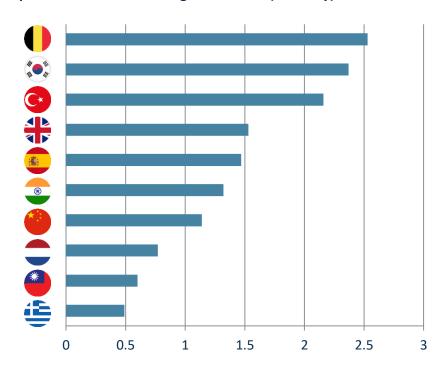
## EUROPE CONTINUES TO BE THE LNG SINK



#### Europe was 8 of top 10 LNG growth markets in 2019



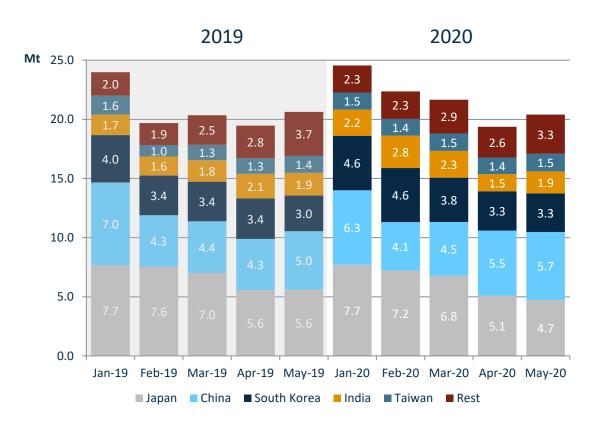
#### **Europe also dominates 2020 growth table (Jan-May)**



1) Source: Kpler

#### ASIAN DEMAND FAIRLY STABLE WITH 4% GROWTH Y-O-Y





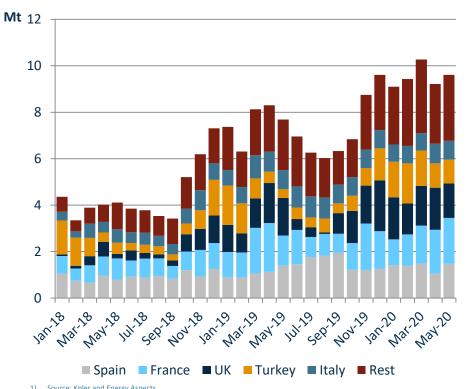
- Chinese demand recovered after covid-19 disruptions in February/March
- Chinese LNG import from US expected to be about 0.5Mt in May which is highest level since January 2018
- Indian demand picked up again in May after easing of movement restrictions
- South Korean market has been stable as coal imports been reduced in favor of LNG
- Generally weak Japanese demand due to prolonged shutdown

1) Source: Kpler

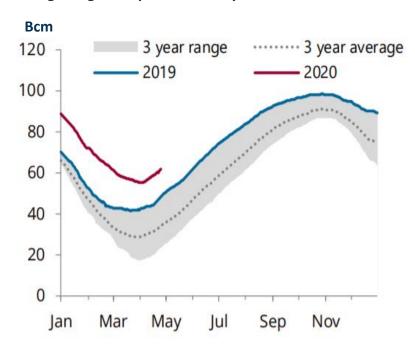
#### EUROPEAN IMPORTS +67% IN 2019 AND +26% Y-O-Y 2020



#### **Monthly European LNG imports**



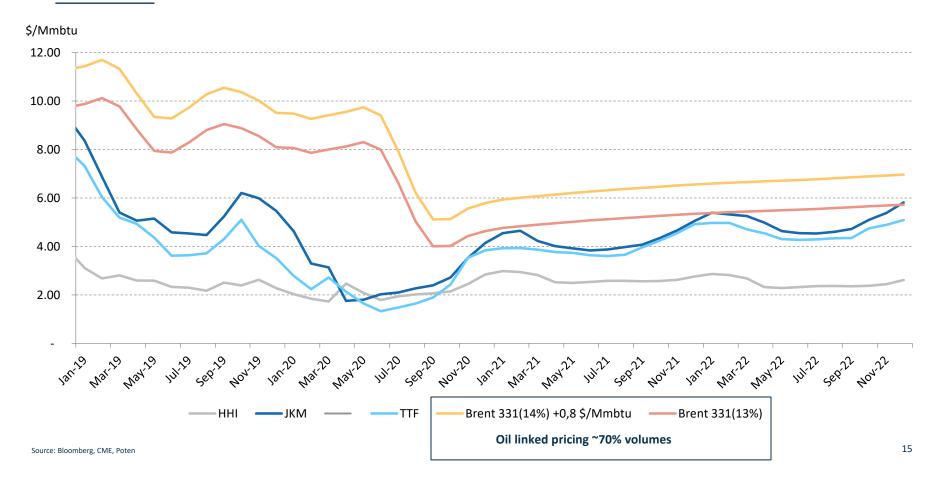
#### **Resulting in high European inventory levels**



1) Source: Kpler and Energy Aspects

## LNG PRODUCT MARKET REVIEW

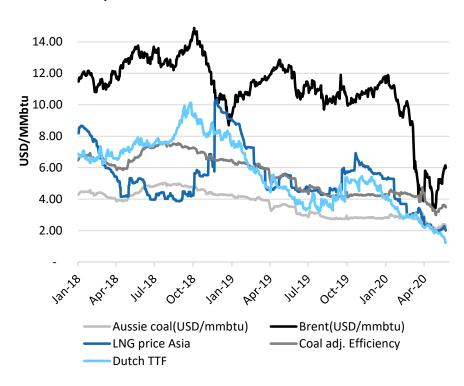




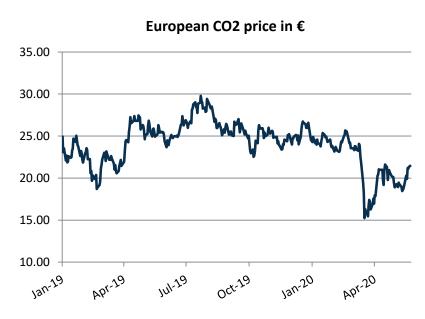
## LOW GAS PRICES WILL STIMULATE COAL TO GAS SWITCHING



#### LNG is cheaper than coal



#### **Rebound in European carbon prices**

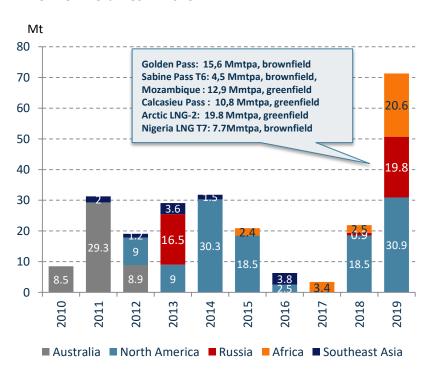


Source: Bloomberg, ICE, CME, Company,

## FID'S DELAYED FOR NOW, BUT ~70MMTPA MADE THE CUT



#### FID of new volumes in 2019



#### Main contenders for FID in 2020/21

		Volume
Likely FIDs	Country	(Mmtpa)
Qatargas expansion		33-49
Rovuma LNG		15.2
Woodfibre	(*)	2.1
Pluto Train 2		5.0
Energ a Costa Až 11.		3.3
Driftwood Last Phase 1		16.6
Port Arthur		13.5
Freeport T4		5.0
PNG T3/Papua LNG		8.0
Total FID volumes		102-119

1) Source: Bloomberg, Platts

## ~160MT NEW CAPACITY EXPECTED ON-STREAM BY 2025



#### **Expected ramp-up of nameplate capacity**



#### SWITCHING TO NATURAL GAS IS NOW FREE HEALTH POLICY





Reduction in emissions from natural gas vs coal in power gen.

ENVIRONMENT MARCH 1, 2020 / 4:00 AM / A MONTH AGO

# South Korea to close up to 28 coal-fired power plants in March

SUSTAINABLE BUSINESS MARCH 26, 2020 / 4:02 AM / 7 DAYS AGO

South Korea first-quarter thermal coal imports set for 10-year low on anti-pollution measures

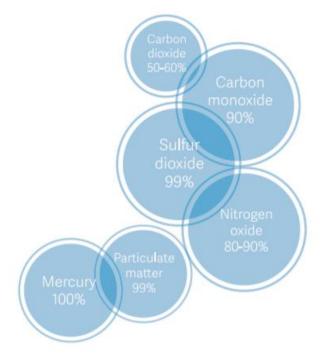


Net Zero

## The Pandemic Is Accelerating Coal's Demise

Electricity in Europe, India, China, and parts of the U.S. is less and less reliant on coal.

By Akshat Rathi 28 April 2020, 12:02 CEST



1) Source: Reuters, Company, Bloomberg

#### **SUMMARY**



- We delivered TCE of ~\$68kpdr in line with guidance of "close to \$70kpdr" despite challenging first quarter. Expect TCE close to \$50kpdr in Q2.
- LNG freight market continues to be affected near term by combination of glut of LNG and reduced demand due to covid-19 pandemic
- Flex LNG well capitalized with \$121m cash position and \$910m attractive long-term financing for the seven newbuilds with remaining capex of \$937m
- We are well positioned with a fleet of 13 state-ofthe-art LNG carriers (MEGI/XDF) with industry low cash-break even levels
- LNG is a long game with very positive long-term drivers despite near term weakness



Flex Artemis and Flex Freedom at DSME April 2020

