



FSL Trust

3Q FY2015 Financial Results

6 November 2015

3QFY15 – Key financial highlights



- Revenue grew 20.1% from US\$23.6 million to US\$28.4m in 3QFY15
 - Record quarterly revenue in two years
- Generated profit of US\$2.8 million, more than three times that of the corresponding period in FY14
- Net cash generated from operations increased by 24.7% year-on-year to US\$16.0 million
- Gearing improved from 55.7% as at 3QFY14 to 50.6% as at 3QFY15 ⁽¹⁾

Note 1: Gearing ratio = secured bank loans/(total unitholders' funds + secured bank loans)

Performance review

US\$'000	3QFY14	3QFY15	Inc/(Dec) %
Revenue	23,619	28,358	20.1
Operating profit	4,386	5,557	26.7
Profit for the quarter	744	2,849	282.9
Net cash generated from operations	12,812	15,971	24.7
Debt outstanding	328,384	285,457	(13.1)

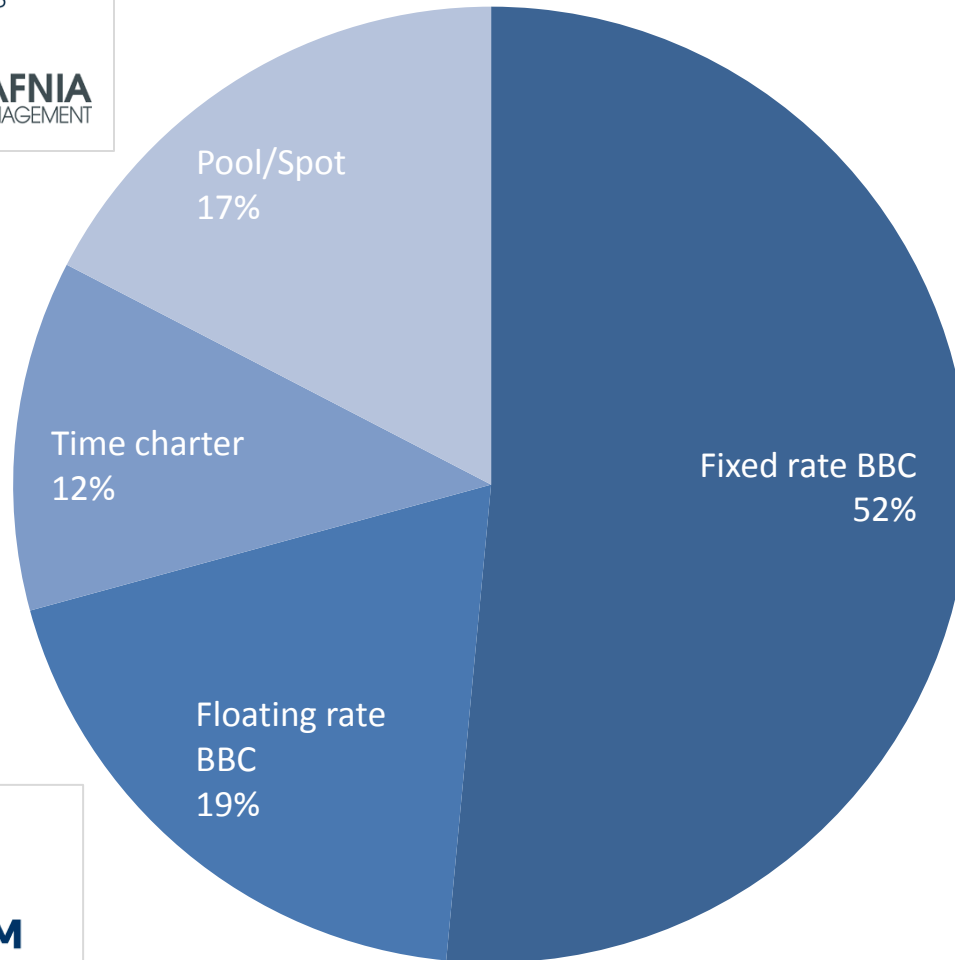
- Notable increase in cash generation and revenue due to improved deployment of fleet
- Recent cash acquisition of MR tanker to have positive effect on the Trust's ability to generate revenue

Significant developments in 3Q FY2015

- July 2015 – Secured new time charter agreements with a leading global commodities trader on improved rates for FSL Shanghai, FSL Hamburg and FSL Singapore
 - Worth up to US\$61.0 million over the next three years
 - FSL Shanghai commenced its employment in August 2015
 - FSL Hamburg and FSL Singapore to commence employment in November 2015

- October 2015 – Renewal of fleet
 - Entered into an MOA to acquire a 2007, Japanese-built, MR tanker for US\$21.8 million
 - Estimated delivery by end of November 2015
 - Expected cash-on-cash yield – 14.5% (based on a TCE of US\$16,500 per day over the next three years)

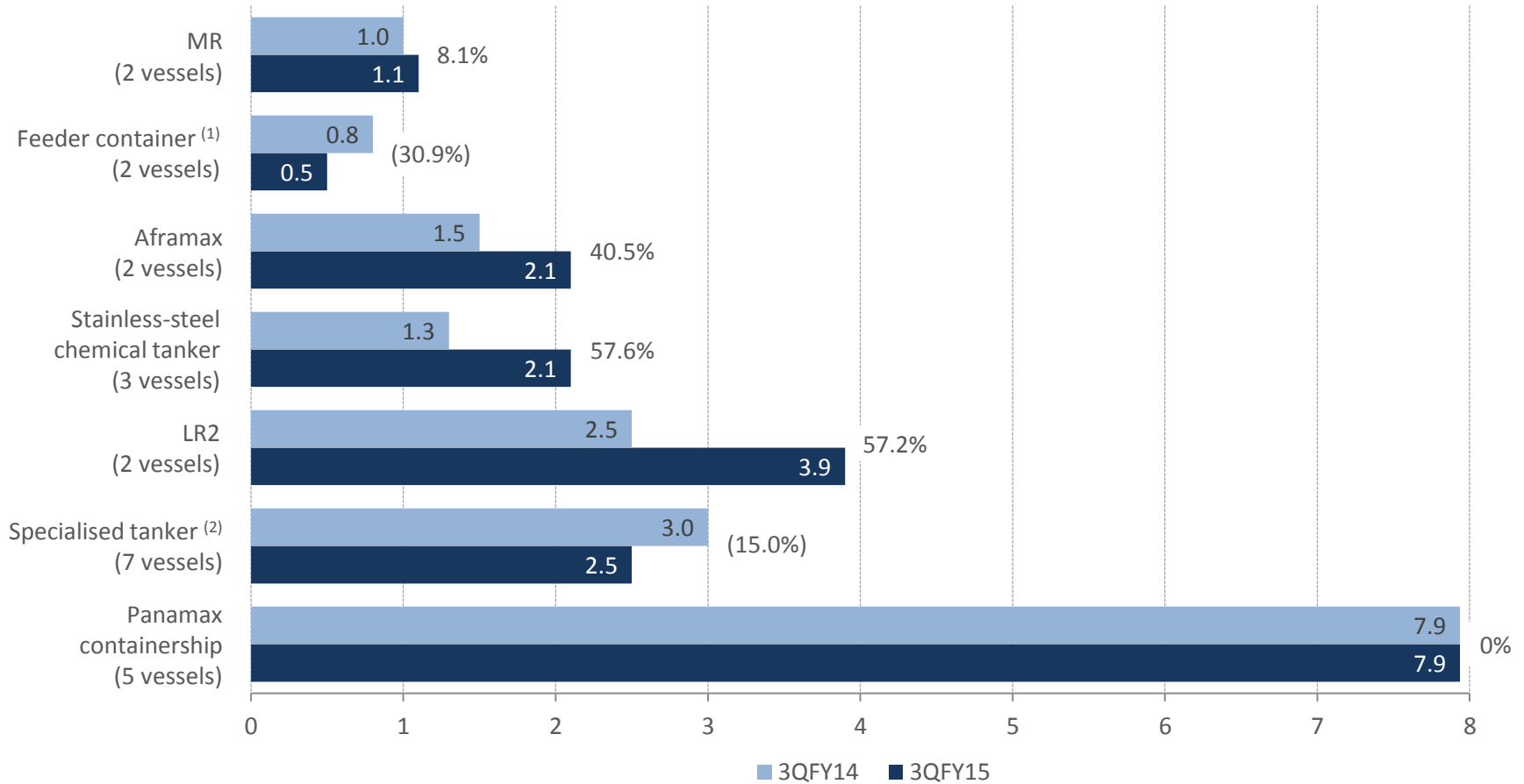
Fleet deployment by revenue ⁽¹⁾



Note 1: BBCE revenue for the 3 months ended 30 September 2015

Operational performance review

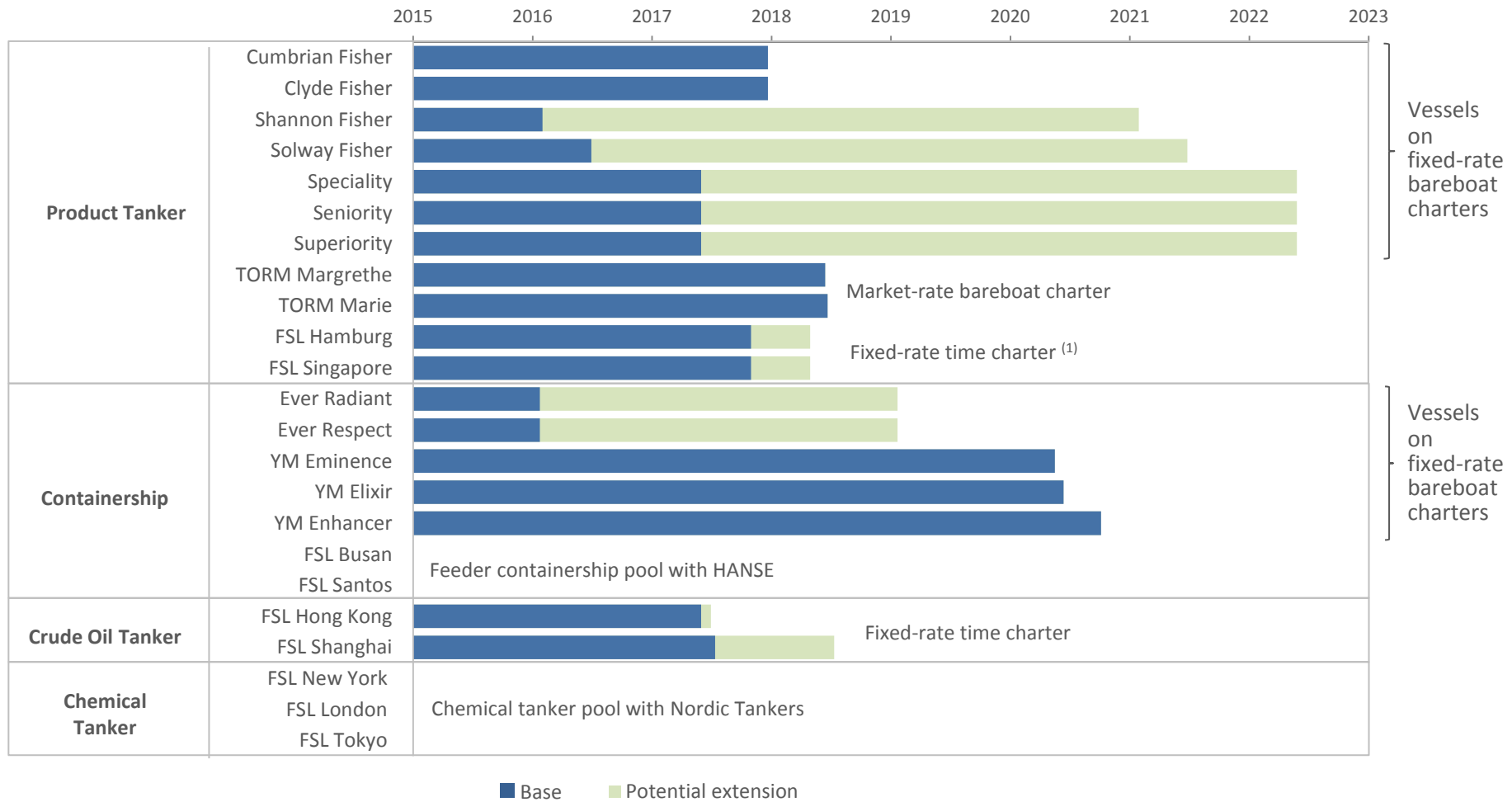
BBCE revenue by vessel type (US\$ million)



Note 1: Feeder container vessels redelivered from bareboat charters in July 2014

Note 2: Two of the specialised tanker bareboat charters renewed at slightly lower rates in December 2014 and February 2015, respectively

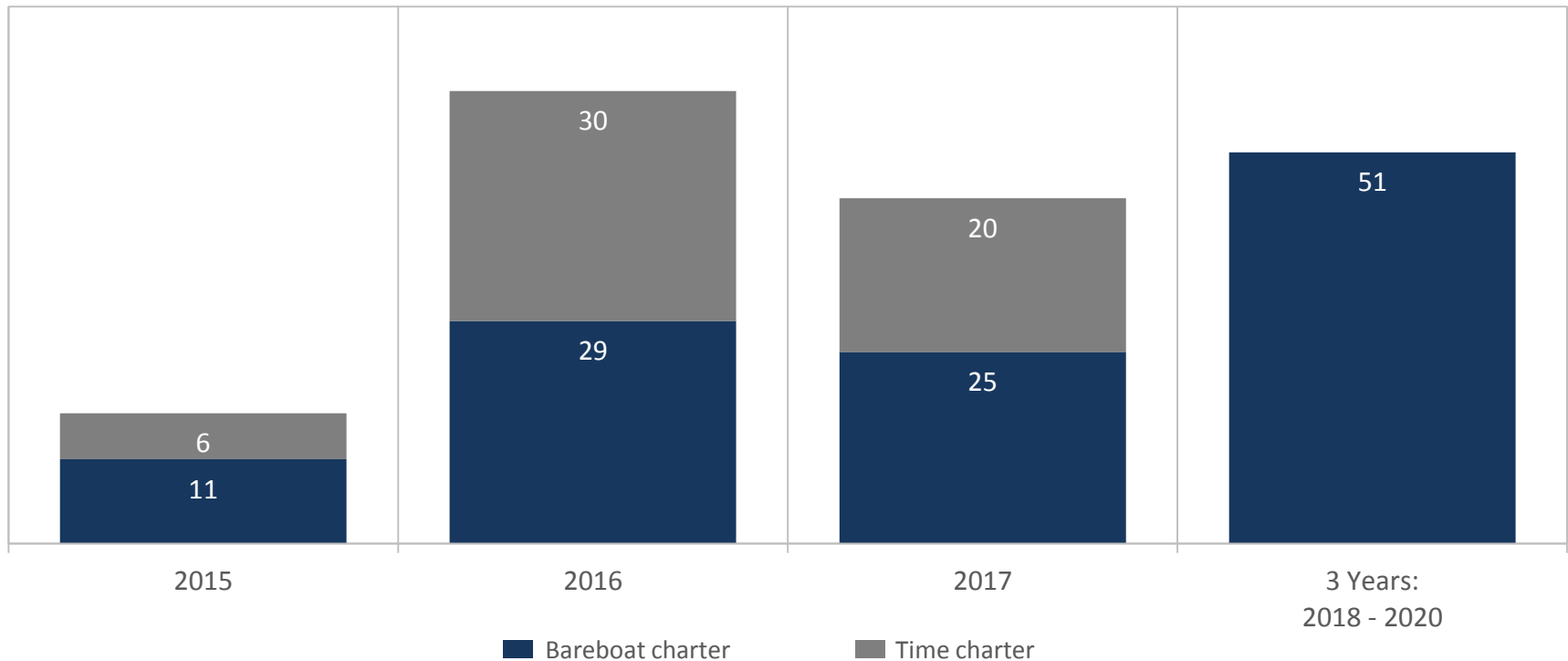
Lease maturity profile



Note 1: The new time charter agreements for FSL Hamburg and FSL Singapore will commence in November 2015

Revenue backlog

Remaining contracted revenue stood at US\$172 million⁽¹⁾
as of 30 September 2015



Note 1: Based on revenue from 12 bareboat charters (excluding the TORM charters on variable rates) and from fixed time charter contracts with Tesoro and Trafigura

Scheduled dry docks for the next 12 months

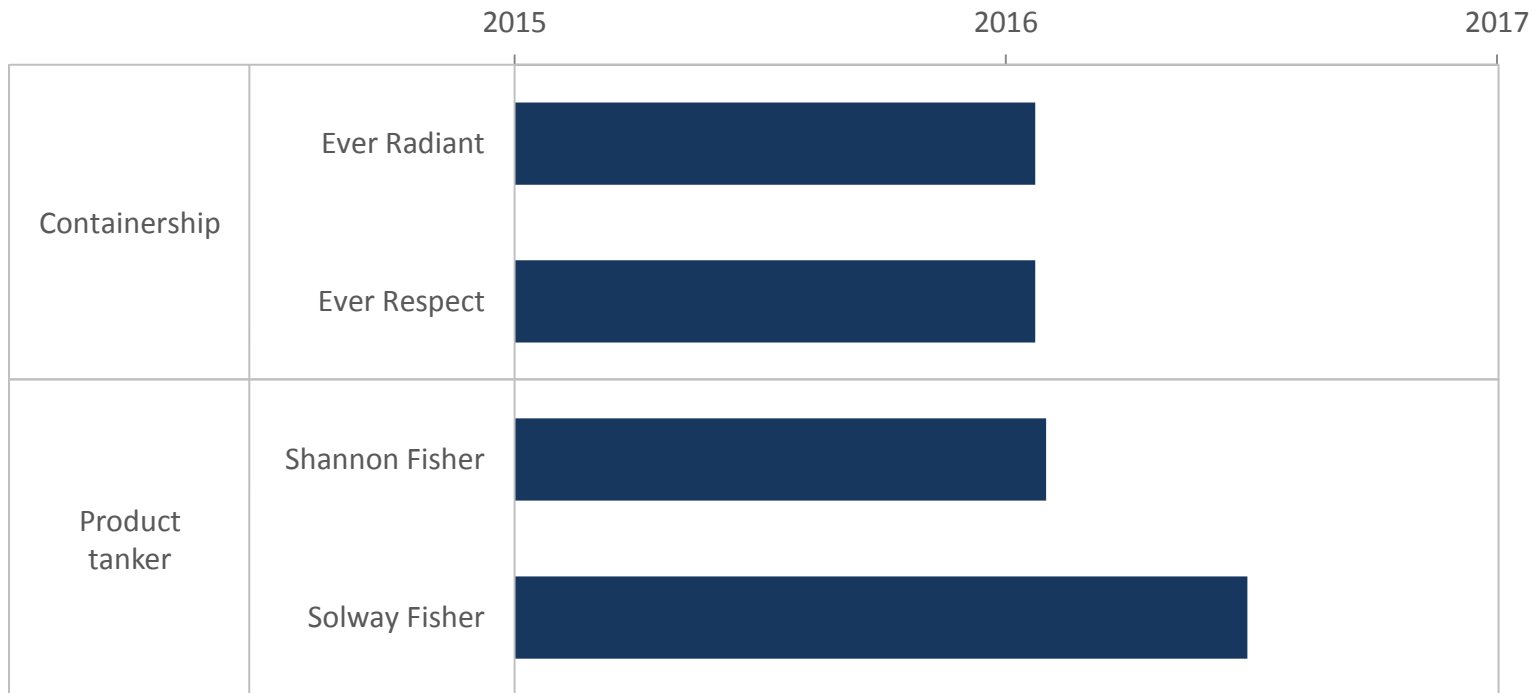
FSL managed fleet - Vessels planned for dry docking

Vessel	Date
FSL New York	2Q FY2016
FSL Tokyo	3Q FY2016
FSL London	3Q FY2016

Latest dry dock

Vessel	Date
FSL Hamburg	4Q FY2015
FSL Singapore	4Q FY2015

Upcoming scheduled redeliveries



- Four vessels on fixed rate bareboat charters redelivering in 2016
- Ever Radiant and Ever Respect will be 21 and 22 years old, respectively, and are likely to be sale or demolition candidates on redelivery

➤ Summary

- Another strong quarter of financial performance
 - Over 20.0% increase in both cash generation and revenue
 - Significant increase in profitability year-on-year
- Recently announced cash purchase of MR tanker in 4QFY15 demonstrates the ongoing execution of the Trust's strategy to renew the fleet and support revenue

➤ Outlook

- Continue to focus on ensuring the replacement of the bareboat charter revenue expected to come off in 2016
- Revenue and cash flow are expected to be affected in 4Q FY2015 due to:
 - Dry docking of FSL Hamburg and FSL Singapore prior to delivery into new time charter arrangements
 - Off-hire days as a result of FSL Shanghai and FSL Santos currently undergoing repair works

Thank You