

# First Quarter 2014 Earnings Presentation

May 16, 2014



## **Forward Looking Statements**

This presentation contains forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended) which reflect management's current views with respect to certain future events and performance, including statements regarding: future growth opportunities and expectations, including the Partnership's ability to successfully bid for new LNG shipping and floating regasification projects and the effect of any such projects on the Partnership's results of operations; the expected delivery dates for the Partnership's newbuilding vessels and, if applicable, commencement of their time charter contracts; the potential for the Partnership, through a new 50/50 joint venture with a China-based LNG shipping company, to provide six icebreaker LNG carriers for the Yamal LNG project, and the actual magnitude of such project, if completed; the average remaining contract length on the Partnership's LNG fleet; the Partnership's exposure to spot and short-term LNG shipping rates; and LNG/LPG shipping market fundamentals. The following factors are among those that could cause actual results to differ materially from the forward-looking statements, which involve risks and uncertainties, and that should be considered in evaluating any such statement: shipyard construction delays or cost overruns; availability of suitable LNG shipping, LPG shipping, floating storage and regasification and other growth project opportunities; changes in production of LNG or LPG, either generally or in particular regions; changes in trading patterns or timing of start-up of new LNG liquefaction and regasification projects significantly affecting overall vessel tonnage requirements; competitive dynamics in bidding for potential LNG, LPG or floating regasification projects; the Partnership's ability to secure new contracts through bidding on project tenders; failure by Teekay LNG to secure financing for newbuildings; potential failure of the Yamal LNG Project to be completed for any reason, including due to lack of funding as a result of existing or future sanctions against Russia and Russian entities and individuals, which may affect partners in the project; potential inability of the Partnership's joint venture to negotiate acceptable terms and documentation relating to its proposed participation in the Yamal LNG Project; failure by the Partnership to secure the required contracts for the Yamal LNG project for six icebreaker LNG carriers; potential delays or cancellation of the Yamal LNG project; changes in applicable industry laws and regulations and the timing of implementation of new laws and regulations; the potential for early termination of long-term contracts of existing vessels in the Teekay LNG fleet; the inability of charterers to make future charter payments; the inability of the Partnership to renew or replace long-term contracts on existing vessels; the Partnership's ability to raise financing for its existing newbuildings or to purchase additional vessels or to pursue other projects; and other factors discussed in Teekay LNG Partners' filings from time to time with the SEC, including its Report on Form 20-F for the fiscal year ended December 31, 2013. The Partnership expressly disclaims any obligation to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Partnership's expectations with respect thereto or any change in events, conditions or circumstances on which any such statement is based.

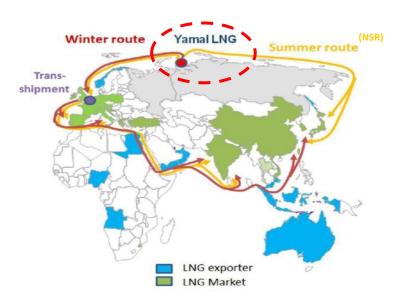
#### **Recent Highlights**

- Generated distributable cash flow of \$60.1 million in Q1-14, an increase of 12% from Q1-13
- Declared a Q1-14 cash distribution of \$0.6918 per unit
- TGP, through a new 50/50 joint venture, signed a letter of intent to provide six icebreaker LNG carriers for the Yamal LNG project for a total TGP investment of ~\$1 billion
- Exmar LPG joint venture took delivery of the first of 12 midsize LPG carrier newbuildings in April 2014
- Continue to bid on several LNG and FSRU projects for startup in 2016 onwards when new liquefaction is scheduled to come on-line

## Signed LOI for the Yamal LNG Project

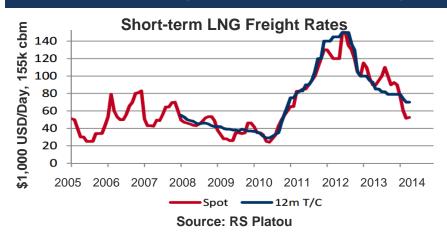
- A new 50/50 joint venture, between TGP and a China-based LNG shipping company, to provide six icebreaker LNG carriers for the Yamal LNG project in Northern Russia
- Project Summary:
  - Owned by Novatek (60%), Total (20%) and China National Petroleum Corp. (20%)
  - Three LNG trains for a total capacity of 16.5 million metric tons per annum
  - LNG to be transported from the Yamal Peninsula in Northern Russia to Europe and Asia
- First LNG train currently scheduled to start-up in late-2017
- Vessels will operate under 25-27 year fixed-rate charter contracts





#### **LNG/LPG Market Update**

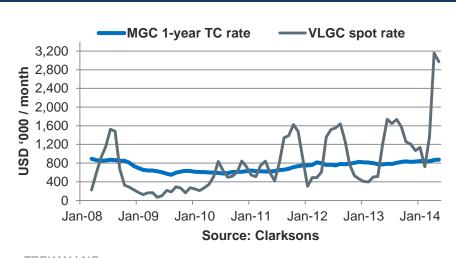
#### LNG Shipping Spot Rates Trending Lower on Limited Cargoes + Fleet Growth



- Ongoing production outages are limiting spot cargoes in the market
- LNG fleet set to grow by 30+ ships in 2014, almost half of which are uncommitted to long-term projects

#### 100% of TGP's LNG Fleet Operating Under Fixed-Rate Contracts Through 2015

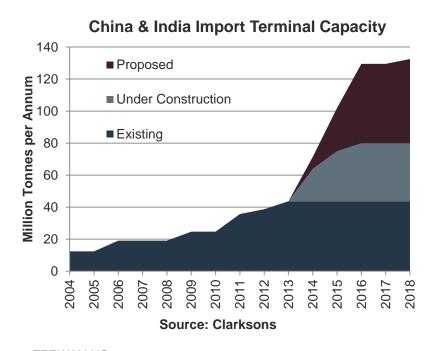
#### **MGC Term Rates Remain Steady**

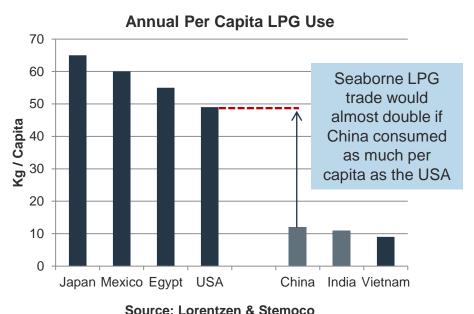


- Medium Gas Carrier (MGC) rates have remained steady at ~\$840k / month in Q1-2014
- Very Large Gas Carrier (VLGC) spot rates hit record highs in Q1-2014 due to increase in long-haul US exports; however, rates have since come down to \$1.8 - \$2.0 million / month

## Future LNG and LPG Demand Driven by Asia

- Natural gas / LNG is a cornerstone of China's energy mix
- Domestic gas shortfall prompting India to turn to LNG
- Regasification capacity in China and India will almost double by 2016, and may triple by 2018
- LPG consumption has significant room to grow in China and India
  - Demand increases driven by the petrochemical industry

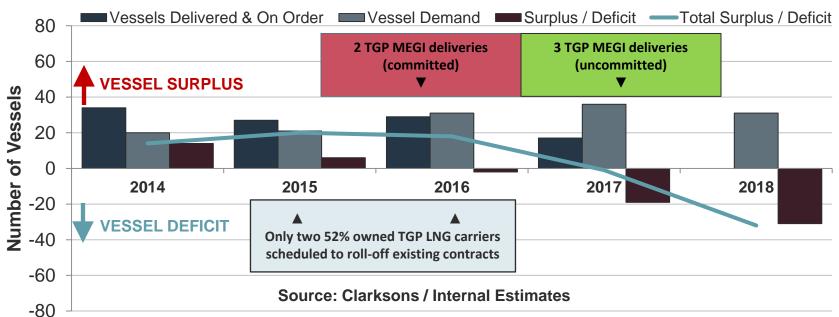




#### **LNG Fleet Utilization Improves From 2016**

- 61 LNG carriers scheduled to deliver in 2014 2015
  - 20 vessels are uncommitted
  - Not enough LNG supply growth during this time; fleet utilization is expected to fall
- LNG shipping market expected to rebalance through 2016 and tighten in 2017 as new export supply comes online





#### Adjusted Operating Results for Q1-14 vs. Q4-13

Teekay LNG Partners L.P.
Adjusted Net Income (unaudited)

	Three Months Ended					
		March 31, 2014		December 31, 2013		
As Reported	Appendix A Items (1)	Reclass for Realized Gains/Losses on Derivatives (2)	TGP Adjusted Income Statement	TGP Adjusted Income Statement		
101,490	-		101,490	105,499		
1,333	-	-	1,333	869		
100,157	-	-	100,157	104,630		
24,256	-	-	24,256	25,164		
24,110	-	-	24,110	24,145		
6,408	-	-	6,408	5,438		
54,774	-	-	54,774	54,747		
45,383	-	-	45,383	49,883		
20,373	2,019	-	22,393	23,318		
(14,831)	-	(15,107)	(29,938)	(31,132)		
	=	5,390	6,038	6,519		
` ' '			-	<del>-</del>		
	306	473	-	-		
	-	-		214		
		-	\ /	328		
(∠,∠67)	002	-	(1,085)	(753)		
43,096	602	-	43,698	49,130		
(4,850)	2,954	-	(1,896)	(2,906)		
38,246	3,556	-	41,802	46,224		
	101,490 1,333 100,157 24,256 24,110 6,408 54,774 45,383 20,373 (14,831) 648 (7,521) (779) 218 (395) (2,287) 43,096 (4,850)	As Reported Items (1)  101,490	As Reported Appendix A Items (1)  Reclass for Realized Gains/Losses on Derivatives (2)  101,490	Reclass for Realized Gains/Losses on Derivatives (2)   TGP Adjusted Income Statement		

<sup>1)</sup> See Appendix A to the Partnership's Q1-14 earnings release for description of Appendix A items.

<sup>2)</sup> Reallocating the realized gains/losses to their respective line as if hedge accounting had applied. Please refer to footnote (4) to the Summary Consolidated Statements of Income and Comprehensive Income in the Q1-14 earnings release.

#### Distributable Cash Flow and Cash Distribution

	Three Months Ended March 31, 2014 (unaudited)	Three Months Ended December 31, 2013 (unaudited)
Net income:	43,096	52,172
Add (subtract):		
Depreciation and amortization	24,110	24,145
Partnership's share of equity accounted joint ventures'		
DCF before estimated maintenance and		37,944
capital expenditures	34,228	
Unrealized foreign exchange loss	306	4,866
Distributions relating to equity financing of new buildings	1,828	1,261
Direct finance lease payments received in excess of revenue recognized	3,886	3,950
Deferred income tax	-	3,050
Less:		
Loan loss recovery	-	(3,804)
Unrealized gain on derivatives and other non-cash items	(3,916)	(6,689)
Estimated maintenance capital expenditures	(19,432)	(20,282)
Equity income	(20,373)	(28,602)
Distributable Cash Flow before Non-controlling interest	63,733	68,011
Non-controlling interests' share of DCF before estimated		(4.635)
maintenance capital expenditures	(3,604)	(4,625)
Distributable Cash Flow	60,129	63,386
Total Distributions	58,908	58,895
Coverage Ratio	1.02x	1.08x

Note: Distributable cash flow (DCF) represents net income adjusted for depreciation and amortization expense, non-cash items, estimated maintenance capital expenditures, unrealized gains and losses from derivatives, distributions relating to equity financing of newbuilding installments, loan loss recovery, equity income, adjustments for direct financing leases to a cash basis, deferred income taxes and foreign exchange related items. Maintenance capital expenditures represent those capital expenditures required to maintain over the long-term the operating capacity of, or the revenue generated by, the Partnership's capital assets. Distributable cash flow is a quantitative standard used in the publicly-traded partnership investment community to assist in evaluating a partnership's ability to make quarterly cash distributions. Distributable cash flow is not required by GAAP and should not be considered as an alternative to net income or any other indicator of the Partnership's performance required by GAAP.

#### **Teekay LNG's Growth Pipeline**

LOI for six icebreaker LNG carriers (50% owned) for the Yamal LNG project, which deliver between 2018-2020

Options for 3 MEGI **LNG Carrier Newbuldings** 3 MEGI LNG **Carrier Newbuildings** 4 Exmar LPG JV **Newbuildings** 2017/2018

2 Exmar LPG JV **Newbuildings** 

2 Exmar LPG JV **Newbuildings** 

2014

2015

2016

2 MEGI LNG Carrier Newbuildings (Cheniere Energy)

3 Exmar LPG JV **Newbuildings** (2 with Statoil ASA)

#### **2014 Investor Day**



WHERE

The St. Regis New York

#### SCHEDULE OF EVENTS

7:30 - 8:00 am Coffee

8:00 - 11:30 am Presentations

(1x1s to follow)

Live webcasting will be available on the respective websites.

NYSE: TK I NYSE: TOO I NYSE: TGP I NYSE: TNK

For more information, or to schedule a one-on-one meeting, contact Emily Yee at + 1 604 609 6437 emily.yee@teekay.com
No RSVP required.

www.teekay.com

## **Appendix**



## 2014 Drydock Schedule

		March 31, 2014 (A)		June 30, 2014 (E)		September 30, 2014 (E)		December 31, 2014 (E)		Total 2014	
Entity	Segment	Vessels Drydocked	Total Offhire Days	Vessels Drydocked	Total Offhire Days	Vessels Drydocked	Total Offhire Days	Vessels Drydocked	Total Offhire Days	Vessels Drydocked	Total Offhire Days
Teekay LNG	Fixed-Rate Tanker	1	27	1	23	1	26	-	-	3	76
	Liquefied Gas	1	28	-	-	-	-	2	26	3	54
	LPG Carrier - equity accounted	-	-	1	31	3	61	1	21	5	113
	LNG Carrier - equity accounted	-	-	2	53	-	-	-	-	2	53
		2	55	4	107	4	87	3	47	13	296

Note: In the case that a vessel drydock straddles between quarters, the drydock has been allocated to the quarter in which the majority of drydock days occur.

