



TEEKAY

# TEEKAY LNG PARTNERS Q2-2018 EARNINGS PRESENTATION

August 2, 2018



# Forward Looking Statement

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: the timing of newbuilding vessel deliveries and the commencement of related contracts; the start-up timing for the second Yamal LNG project's train; the future Multi-gas carrier market; the effects of future newbuilding deliveries on the Partnership's future cash flows and balance sheet leverage; the timing and certainty of completing the refinancing of Teekay LNG's unsecured revolver; Teekay LNG's ability to benefit from future LNG fundamentals and the timing of payment by the Teekay Nakilat Joint Venture of a tax indemnification guarantee liability. 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: potential shipyard and project construction delays, newbuilding specification changes or cost overruns; 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; 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 Partnership's 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 or the Partnership's joint ventures' ability to secure or draw on financings for its vessels; progress of the Yamal LNG project; refinancing discussions with lenders and indemnification guarantee discussions with the HMRC; 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, 2017. 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

## RESULTS

- Total cash flow from vessel operations (CFVO)<sup>(1)</sup> of \$115.0 million in Q2-18
  - LNG cash flow continues to increase with newbuilding deliveries
  - Results negatively impacted by TMP vessels

### May 2018

- *Myrina* MEGI on 6-year charter to Shell

### July 2018

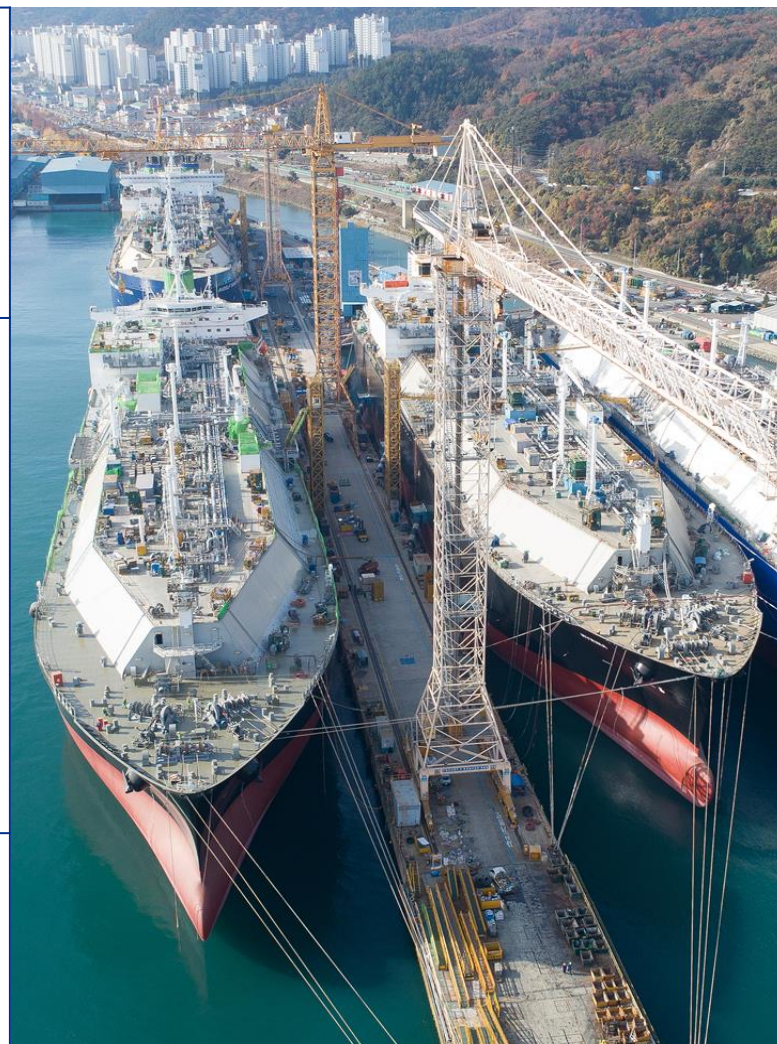
- *Megara* MEGI on 8-year charter to Shell
- 20% - owned Pan Europe on 20-year charter to Shell

### Q3-2018

- *Bahrain Spirit* FSU expected in Q3-18
- Second ARC7 for Yamal requested for mid-Sept

## DEBT

- 2018 maturities and n/b financing completed or in-process
- Expect 2019 maturities to be refinanced in 2018

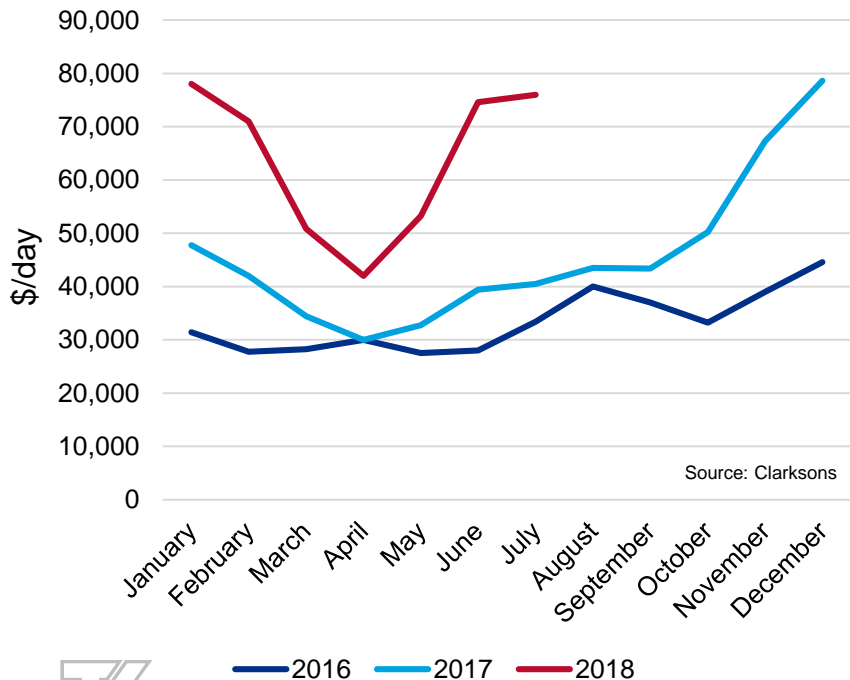


1) This is a non-GAAP financial measure. Please refer to "Definitions and Non-GAAP Financial Measures" and the Appendices in the Partnership's Q2-2018 earnings release for the definitions of this term and reconciliation of this non-GAAP financial measure as used in this presentation to the most directly comparable financial measure under United States generally accepted accounting principles (GAAP).

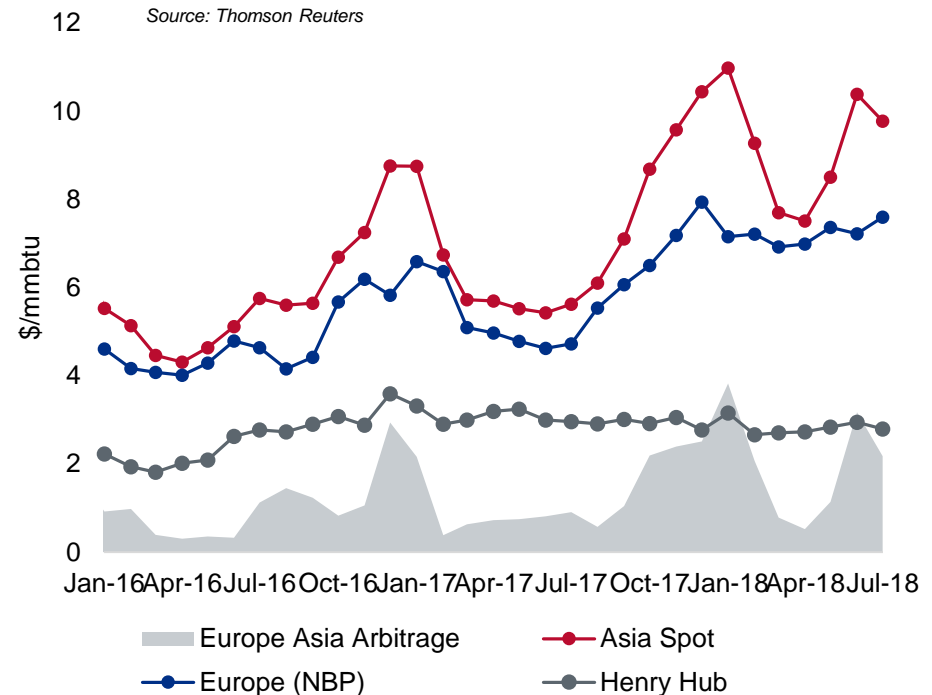
# Evidence of Ongoing Tightening in LNG Market

- LNG carrier spot rates were 63% higher year-over-year in 1H 2018
- LNG carrier demand driven by strong demand in Asia and arbitrage
  - Chinese imports were 49% higher in 1H 2018 vs. 1H 2017
  - Europe to Asia arbitrage was similar to peak winter levels
- *Magellan Spirit* took advantage of stronger spot rates with ~\$90k/day voyage

### 160k CBM Spot Rate



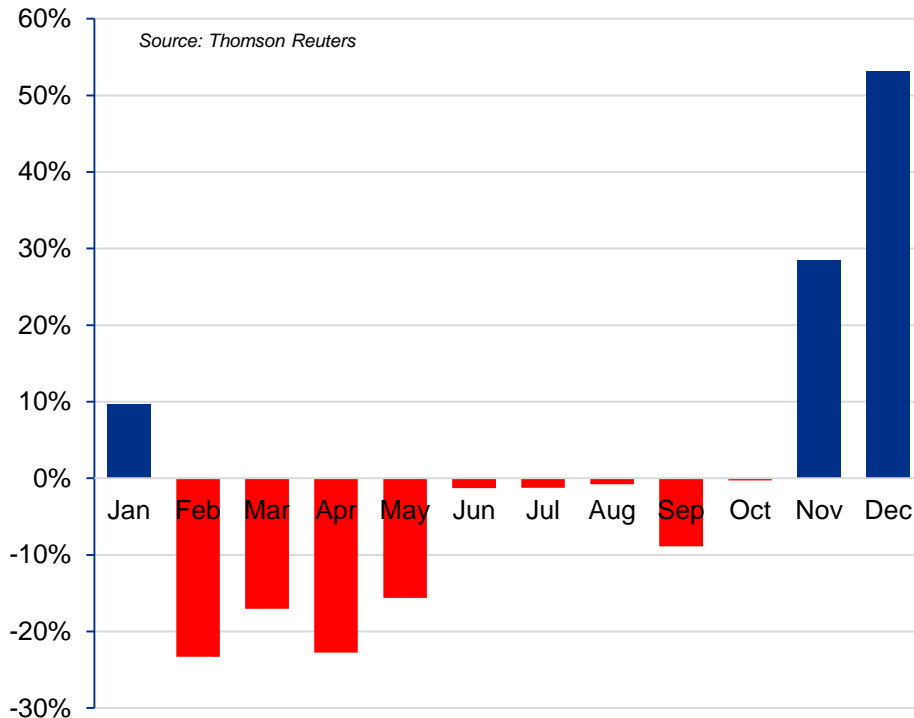
### LNG Prices and Arbitrage



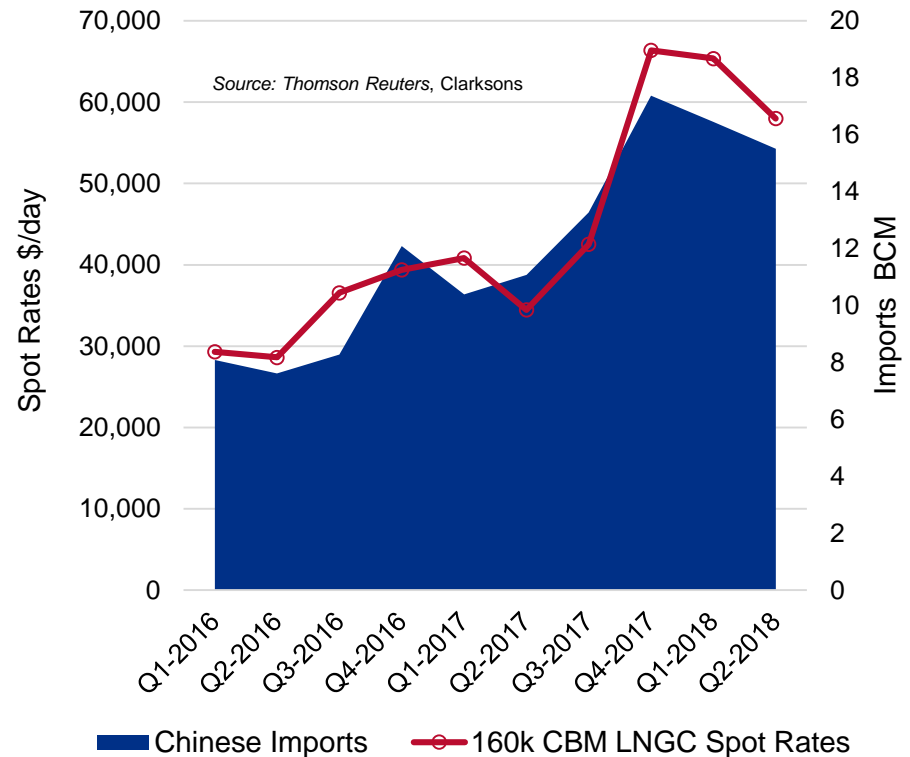
# Positive Outlook for Remainder of the Year

- Additional supply from new projects coming online in US, Australia, and Russia
- Expected seasonal demand in Asia to support rates in second half of 2018

**Monthly Chinese LNG Imports vs. Annual Average (2015-2017) - indexed**



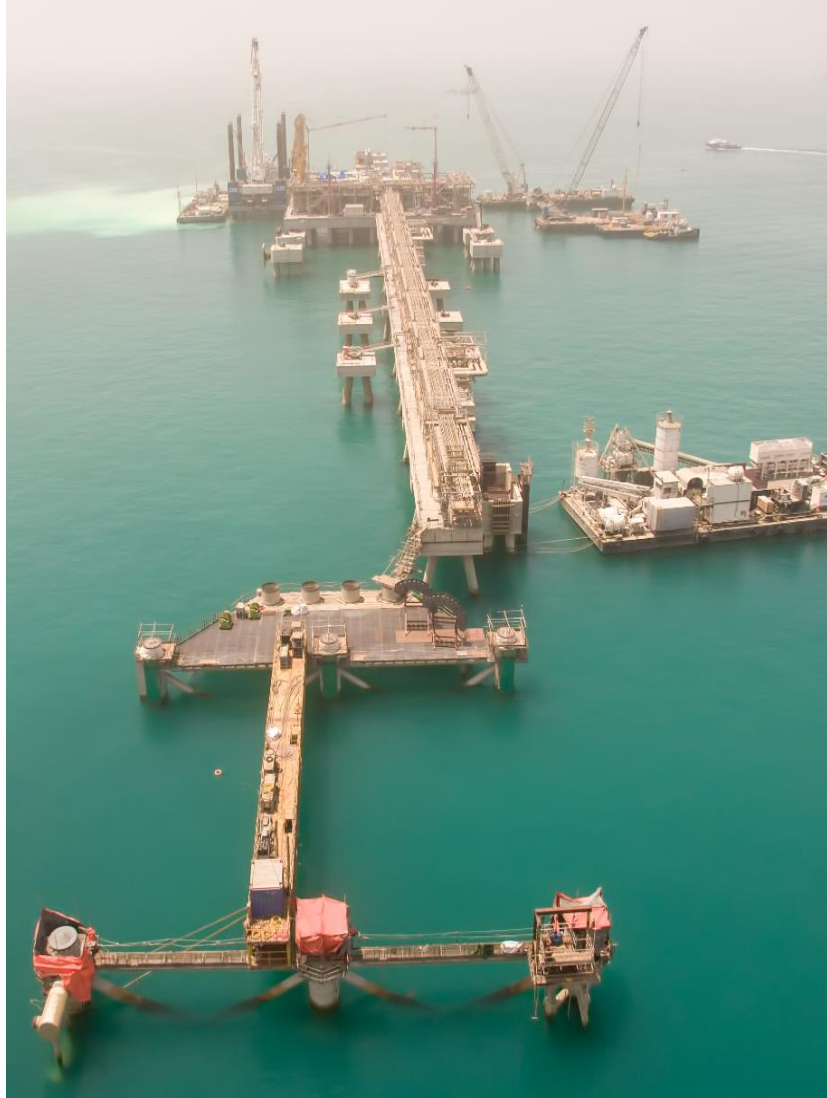
**LNGC Spot Rates vs. China LNG Imports**





# Bahrain LNG Import Terminal 90%+ Complete

Commercial start-up for project expected in March 2019



# Delivering Long-Term Value to Unitholders

## Executing on Business and Financial Strategy

### Financings progressing

One remaining newbuild to be financed; all 2018 and 2019 refinancings on-track

### Newbuildings delivering

9 LNG and 3 LPG carriers delivered in past 10 months; remaining 9 LNG n/bs and Bahrain LNG Terminal on-track, or early

### Built-in cash flow growth

~\$310 million of incremental fixed-rate LNG cash flow p.a. to be realized Q4-2017 thru Q1-2020

### Balanced financial strategy

Balancing delevering with returning capital to unitholders and pursuit of attractive growth

## Strong Underlying LNG Fundamentals

### Attractive LNG Supply/Demand Fundamentals

### Significant new LNG Vessel Orders Needed by 2030



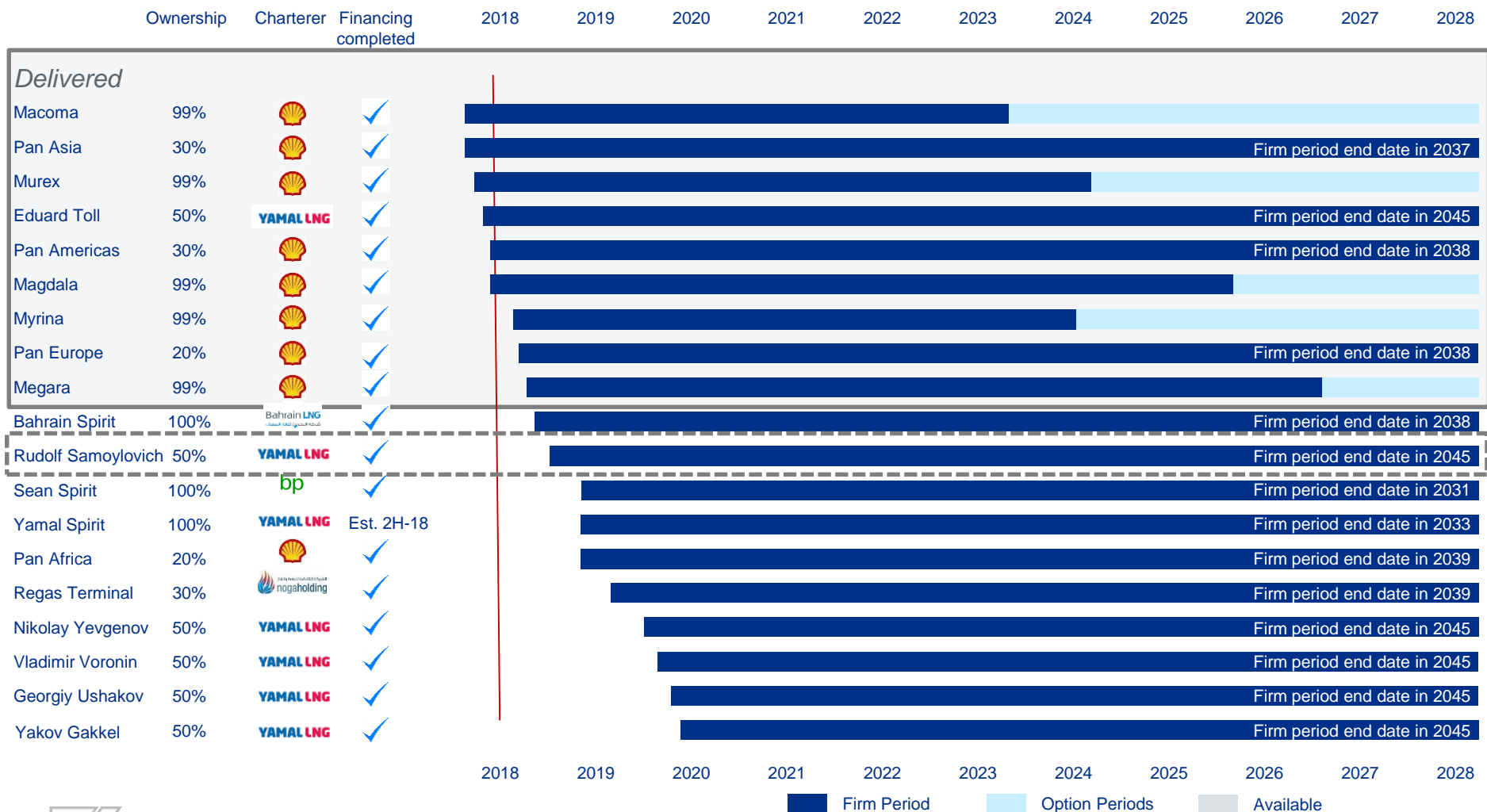
# Appendix



# Stable and Growing Fixed-Rate Cash Flows

LNG Carrier Newbuildings and Regas Terminal expected to contribute an additional ~\$310<sup>(1)</sup> million of annual CFVO

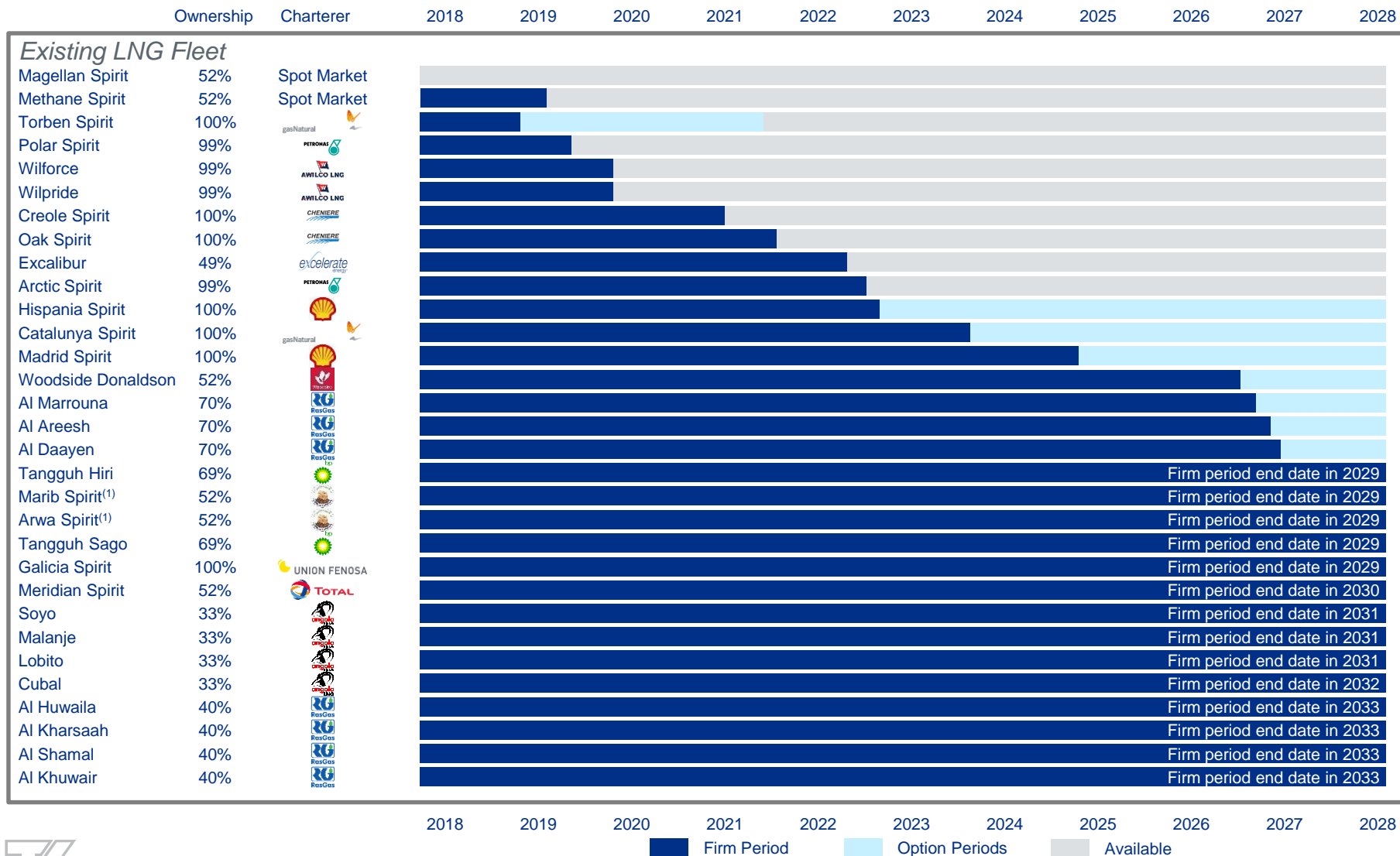
Average Total Fleet Age in 2020: 8.5 yrs<sup>(2)</sup>



(1) Annualized incremental CFVO as of October 1, 2017, based on management estimates and assuming full delivery of vessels / growth projects. Includes Teekay LNG's proportionate share of CFVO from equity-accounted joint ventures.

(2) Average fleet age in 2020 on a fully delivered basis, including existing on-the-water LNG fleet.

# Long-Term Contract Coverage With High- Quality Customers



(1) Trading in short-term market as a result of the temporary closing of YLNG's LNG plant in Yemen in 2015 due to the conflict situation.



# Refinancing Update

Financing	Status	Balloon (MUSD)	Expected Refinancing Amount (MUSD)	Expected Completion
Arctic/Polar Spirit	Completed	\$57	\$40	June 2018
1X Spanish LNG Carrier	Completed	\$127 <sup>(1)</sup>	\$117	July 2018
Unsecured 364-day RCF	Annual Refinancing	\$190 <sup>(2)</sup>	TBD	Q4-2018
NOK Bond	TBD	\$132 <sup>(3)</sup>	TBD	Q3-2018
<i>J/V Financings (at 100%)</i>				
Woodside Donaldson (52% owned)	Completed	\$102	\$102	May 2018
Wepion LPG n/b (50% owned)	Completed	-	\$35	July 2018
Yamal Spirit n/b (100% owned)	Credit-approved. In documentation.	-	\$160	2H-2018
4x MALT vessels	In discussion	\$306	\$306	2H-2018

(1) US Dollar equivalent of Euro denominated loan

(2) Unsecured Corporate Revolver was \$105 million drawn and \$85 million undrawn as at June 30, 2018

(3) NOK Bond Maturity is net of cash collateral placed to secure associated cross-currency swaps



# Distributable Cash Flow

## Q2-18 vs. Q1-18

(Thousands of U.S. Dollars except units outstanding or unless otherwise indicated)	Q2-2018 (unaudited)	Q1-2018 (unaudited)	Comments
Net voyage revenues <sup>(1)</sup>	114,514	109,814	Increase primarily due to the delivery of the Myrina in May 2018 and delivery of the Magdala in February 2018. These increases were partially offset by the sale of the Teide Spirit in February 2018.
Adjusted vessel operating expenses <sup>(1)</sup>	(33,187)	(28,467)	Increase due to additional repairs and spares purchased on Multi-gas carriers in Q2-18.
Estimated maintenance capital expenditures	(16,345)	(14,907)	
General and administrative expenses	(7,096)	(6,571)	
Partnership's share of equity-accounted joint ventures' DCF net of estimated maintenance capital expenditures	14,939	18,726	Lower equity income as the Teekay LNG-Marubeni Joint Venture earned lower rates from two of its LNG carriers trading in the spot market in Q2-18.
Adjusted interest expense <sup>(1)</sup>	(35,129)	(31,408)	Increase due to vessel deliveries during Q1-18 and Q2-18.
Interest income	902	914	
Adjusted Income tax expense <sup>(1)</sup>	(569)	(505)	
Distributions relating to preferred units	(6,425)	(6,425)	
Distributions relating to equity financing of newbuildings	2,289	2,421	
Direct finance lease payments received in excess of revenue recognized and other adjustments	2,897	2,887	
Portion of additional tax indemnification guarantee liability previously recognized in DCF	-	(3,849)	Adjusted in Q1-18 upon recording additional tax indemnification guarantee liability.
Other adjustments - net	(686)	(2,086)	Decrease due to restructuring charge recorded in Q1-18.
<b>Distributable Cash Flow before Non-Controlling Interests</b>	<b>36,104</b>	<b>40,544</b>	
Non-controlling interests' share of DCF	(4,988)	(5,203)	
<b>Distributable Cash Flow<sup>(2)</sup></b>	<b>31,116</b>	<b>35,341</b>	
Cash distributions to the General Partner	(228)	(228)	
Limited partners' Distributable Cash Flow	30,888	35,113	
Weighted-average number of common units outstanding	79,687,499	79,637,607	
<b>Distributable Cash Flow per limited partner unit</b>	<b>0.39</b>	<b>0.44</b>	

1) Refer to next slide for a reconciliation of Net Voyage Revenues, Adjusted Vessel Operating Expense, Adjusted Interest Expense, and Adjusted Income Tax Expense.

2) For a reconciliation of Distributable Cash Flow, a non-GAAP measure, to the most directly comparable GAAP figures, see Appendix B in the Q2-18 and Q1-18 Earnings Releases



# Reconciliations of Non-GAAP Financial Measures

## Reconciliation of the Partnership's Net Voyage Revenues:

(Thousands of U.S. Dollars)	Three Months Ended June 30, 2018 (unaudited)	Three Months Ended March 31, 2018 (unaudited)
Voyage revenues as reported	122,315	115,306
Voyage expenses as reported	(7,951)	(5,801)
Realized gains on charter contract derivative instrument	150	309
<b>Net Voyage Revenues</b>	<b>114,514</b>	<b>109,814</b>

## Reconciliation of the Partnership's Adjusted Vessel Operating Expenses:

(Thousands of U.S. Dollars)	Three Months Ended June 30, 2018 (unaudited)	Three Months Ended March 31, 2018 (unaudited)
Vessel operating expenses as reported	(33,969)	(28,467)
Pre-delivery crew-training expenses relating to newbuildings	782	-
<b>Adjusted Vessel Operating Expenses</b>	<b>(33,187)</b>	<b>(28,467)</b>

## Reconciliation of the Partnership's Adjusted Interest Expense:

(Thousands of U.S. Dollars)	Three Months Ended June 30, 2018 (unaudited)	Three Months Ended March 31, 2018 (unaudited)
Interest expense as reported	(28,171)	(24,706)
Realized losses on derivative instruments and other	(6,958)	(6,702)
<b>Adjusted Interest Expense</b>	<b>(35,129)</b>	<b>(31,408)</b>

## Reconciliation of the Partnership's Adjusted Income Tax Expense:

(Thousands of U.S. Dollars)	Three Months Ended June 30, 2018 (unaudited)	Three Months Ended March 31, 2018 (unaudited)
Income tax (expense) recovery as reported	(843)	(779)
Deferred income tax expense (recovery)	274	274
<b>Adjusted Income Tax Expense</b>	<b>(569)</b>	<b>(505)</b>

# Q3 2018 Outlook

Distributable Cash Flow Item	Q3 2018 Outlook (compared to Q2 2018)
Net voyage revenues	<ul style="list-style-type: none"> <li>• \$8M increase primarily due to deliveries of Megara, Myrina, and Bahrain Spirit, and fewer off-hire days relating to drydocking.</li> </ul>
Vessel operating expenses	<ul style="list-style-type: none"> <li>• \$3M decrease due to additional repairs and purchases needed on the TMP vessels during Q2-18, partially offset due to delivery of Bahrain Spirit in Q3-18.</li> </ul>
Estimated maintenance capital expenditures	<ul style="list-style-type: none"> <li>• Expected to be consistent with Q2-18.</li> </ul>
General and administrative expenses	<ul style="list-style-type: none"> <li>• Expected to be consistent with Q2-18.</li> </ul>
Partnership's share of equity-accounted joint ventures' DCF net of estimated maintenance capital expenditures	<ul style="list-style-type: none"> <li>• \$3M increase primarily relates to certain vessels in the Teekay LNG-Marubeni Joint Venture earning higher rates in Q3-18.</li> </ul>
Adjusted interest expense	<ul style="list-style-type: none"> <li>• \$3M increase primarily due to draw-down of debt associated with vessel deliveries.</li> </ul>
Distributions relating to preferred units	<ul style="list-style-type: none"> <li>• Expected to be consistent with Q2-18.</li> </ul>
Distributions relating to equity financing of newbuildings	<ul style="list-style-type: none"> <li>• Expected to be consistent with Q2-18.</li> </ul>
Direct finance lease payments received in excess of revenue recognized	<ul style="list-style-type: none"> <li>• Expected to be consistent with Q2-18.</li> </ul>
Non-controlling interests' share of DCF	<ul style="list-style-type: none"> <li>• Expected to be consistent with Q2-18.</li> </ul>
Cash distributions to the General Partner	<ul style="list-style-type: none"> <li>• Expected to be consistent with Q2-18.</li> </ul>



# 2018(E) Drydock Schedule

Segment	March 31, 2018 (A)		June 30, 2018 (A)		September 30, 2018 (E)		December 31, 2018 (E)		Total 2018 (E)	
	Vessels	Total Off-hire Days	Vessels	Total Off-hire Days	Vessels	Total Off-hire Days	Vessels	Total Off-hire Days	Vessels	Total Off-hire Days
Liquefied Gas - Consolidated	1	48	2	52	-	3	-	-	3	103
Conventional Tankers	-	-	1	22	-	-	-	-	1	22
LPG Equity	-	-	-	-	-	-	1	24	1	24
LNG Equity	-	-	1	21	1	24	-	-	2	45
	1	48	4	95	1	27	1	24	7	194

The background is a solid blue color with a subtle, wavy texture. Overlaid on this background are several thick, white, geometric lines that form a stylized, abstract shape resembling the letter 'E'. The lines are composed of multiple parallel paths, creating a sense of depth and movement. The central text is positioned within the negative space of the 'E' shape.

BRINGING ENERGY TO THE WORLD