

# Teekay Offshore

## Q1-19 Earnings Presentation

April 30, 2019

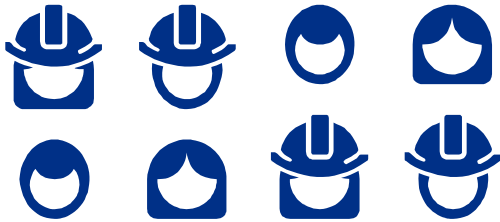
## Forward Looking Statement

---

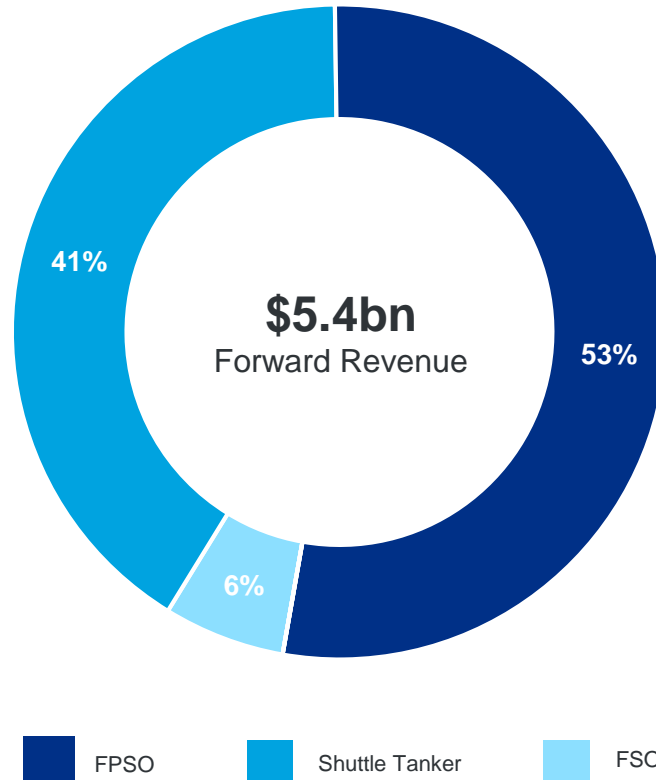
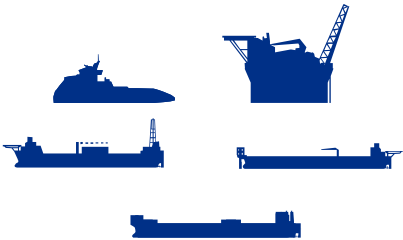
This presentation contains forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended) which reflect management's current views with respect to certain future events and performance, including, among others: the timing and certainty of the effectiveness of the agreement with Alpha to develop the Cheviot field, including satisfaction by Alpha of the financing and other conditions precedent to its effectiveness, which conditions remain out of our control; the anticipated financing for two newbuilds; the closing and timing of the expected refinancing of the ShuttleCo revolving credit facility, and the expected related reduction in debt amortization; the expected recording of gains on sales of the Pattani Spirit FSO unit and Alexita Spirit shuttle tanker; the timing of shuttle tanker newbuilding deliveries and the commencement of related contracts; and the effect of recently completed financing transactions on the Partnership's future debt maturity profile. 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: changes in exploration, production and storage of offshore oil and gas, either generally or in particular regions that would impact expected future growth, particularly in or related to North Sea, Brazil and East Coast of Canada offshore fields; shipyard delivery delays and cost overruns; delays in the commencement of charter contracts; the Partnership's ability to collect the amounts due under the settlement agreement with Petrobras; the ability of Alpha to satisfy all of the conditions precedent relating to the contract with Alpha, including obtaining required funding for the project and the timing of any such satisfaction; the outcome of discussions and negotiations relating to financing transactions and the terms of the related credit facilities; and other factors discussed in Teekay Offshore's filings from time to time with the SEC, including its Report on Form 20-F for the fiscal year ended December 31, 2018. The Partnership expressly disclaims any obligation or undertaking 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.

# Teekay Offshore

~2,000  
Employees



57  
Vessels



## Blue Chip Customers



## Highlights

---

---

### Q1-19 Results

Adjusted EBITDA of \$188 million in Q1-19, decreased by \$101 million from Q4-18, primarily due to \$91 million Petrobras settlement recognized in the fourth quarter

---

### Strong Towage Results

Significant improvement to \$4 million adjusted EBITDA in Q1-19 from -\$1 million in Q4-18, driven by high fleet utilization from the Kaombo Sul project

---

### New Shuttle Contract

Signed six-year CoA with BP for the Lancaster field for 0.3 vessel equivalents

---

### Financing

Good progress made on the extensive 2019 financing and refinancing program, including securing a new \$414 million long-term debt facility to finance four LNG-fueled Suezmax DP2 shuttle tanker newbuildings

---

### Piranema Extension

Entered into a contract extension for the Piranema FPSO with Petrobras for up to three years, from February 2019

## Solid Operational Performance in Q1-19

Adjusted EBITDA of \$188 million, decreased by \$101 million from Q4-18, primarily due to the \$91 million Petrobras settlement

### FPSO

Adjusted EBITDA of \$94 million in Q1-19, decreased by \$14 million from Q4-18, driven primarily by \$6 million decrease from amortization of non-cash deferred revenue from the Piranema Spirit FPSO and maintenance bonus received from the Libra FPSO in Q4-18

### Shuttle Tanker

Adjusted EBITDA of \$67 million in Q1-19, decreased by \$2 million from Q4-18~' excluding the Petrobras settlement of \$55 million

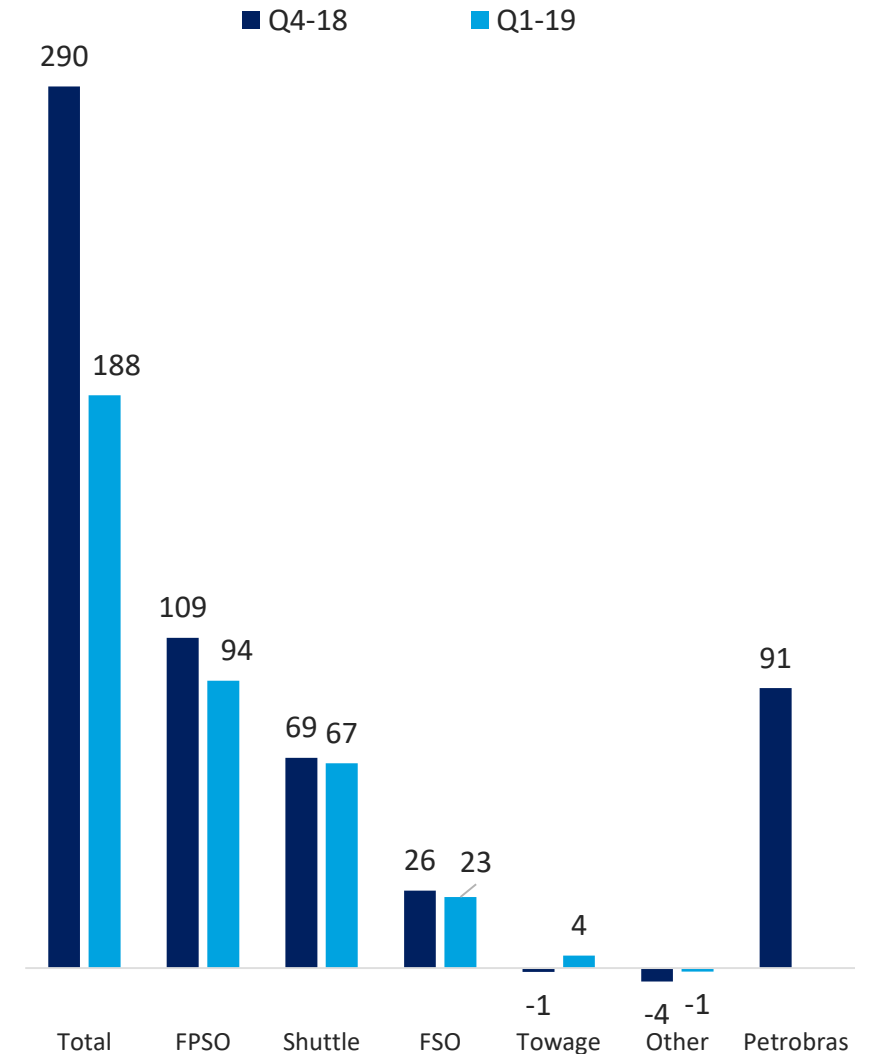
### FSO

Adjusted EBITDA of \$23 million in Q1-19, decreased by \$2 million from Q4-18, driven primarily by absence of a positive Randgrid contract amendment in Q4-18 and fewer days in Q1-19

### Towage

Adjusted EBITDA of \$4 million in Q1-19, increased by \$5 million from Q4-18 from higher utilization

Adj EBITDA (US\$ millions)



# FPSO Segment

## Contract Extension

Signed Piranema Spirit FPSO contract extension agreement with Petrobras for up to 3 years, from February 2019. Expected to improve 2019 EBITDA by \$25 million compared to being off contract. Termination rights with 10 months advance notice

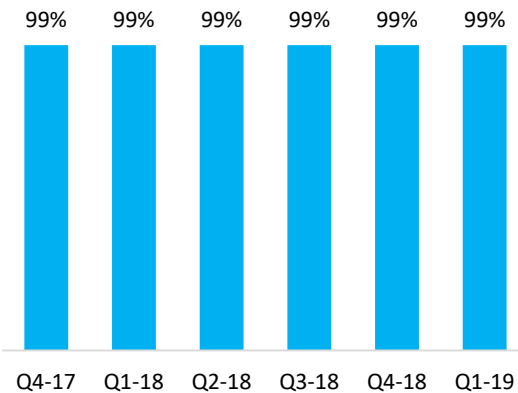
## Project Updates

Continue to work closely with Alpha Petroleum in their attempts to complete the financing of the development of the UK Cheviot field and to effect the new charter contract for the redeployment of the Petrojarl Varg FPSO and expect a decision in the second quarter

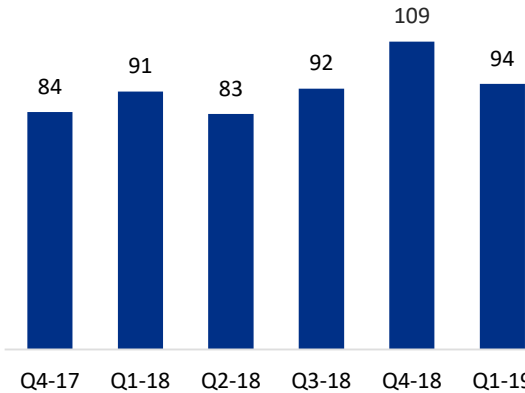
Petrojarl Cidade Rio das Ostras arrived in Namibia in March for warm lay-up



## Commercial Uptime



## Adj EBITDA (US\$ millions)



# Shuttle Tanker Segment

## New Contract

Signed six-year CoA with BP for the Lancaster field for 0.3 vessel equivalents

## Newbuildings

Shuttle tanker newbuild program delivering in late-2019 through early-2021 on time and budget

First newbuild Aurora Spirit launched in late March 2019

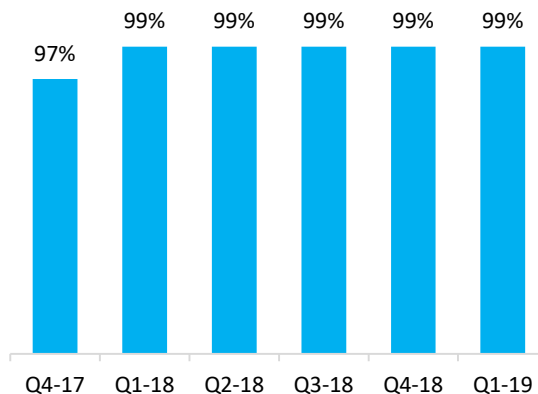
Received the Rystad Innovation Award and the Tanker Shipping & Trade Environmental Award for the LNG fueled E-shuttle tanker design

## Capex

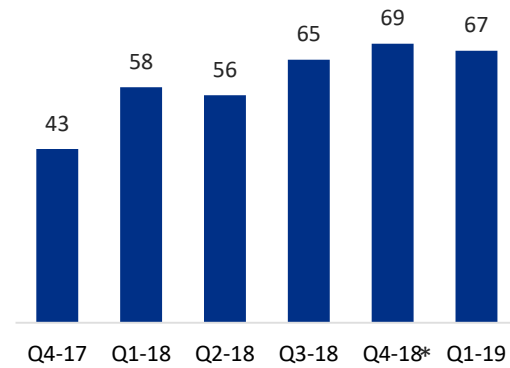
Total newbuilding program capex of approximately \$820 million excluding capitalized interest

Remaining capex of \$664 million as of Q1-19

## On-hire



## Adj EBITDA (US\$ millions)



\*excludes impact of Petrobras settlement



## FSO Segment

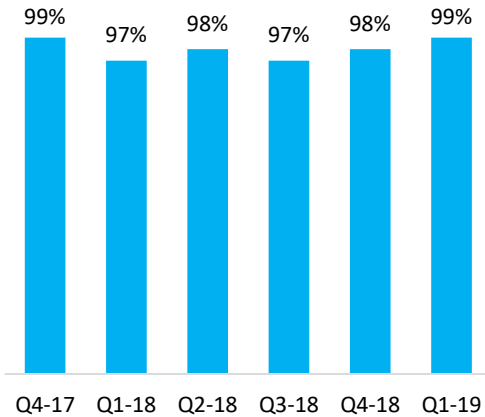
### FSO project update

Pattani Spirit sold in April 2019 for \$16 million

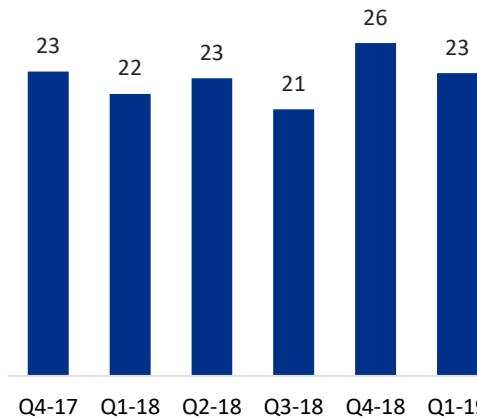
No outstanding debt related to the vessel



### On-hire



### Adj EBITDA (US\$ millions)





# Towage Segment

## Project Updates

Five vessels performing mobilization and field installation services for Total's Kaombo Sul project in Angola

Fleet utilization increased to 96% in Q1-19

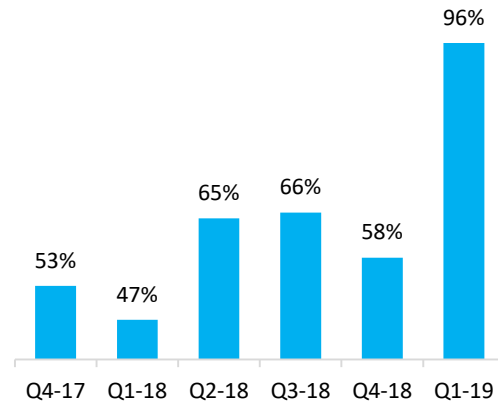
## Return to profitability

Significantly improved to \$4 million adjusted EBITDA in Q1-19 from -\$1 million in Q4-18

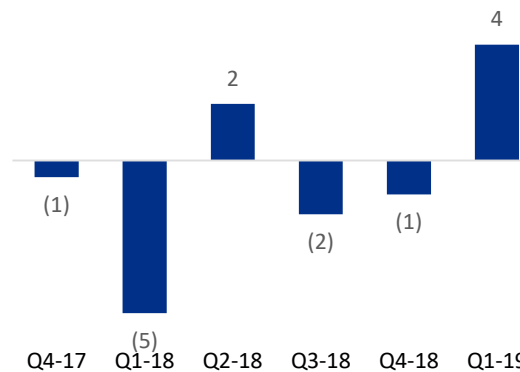
Generally low earnings visibility but expect positive EBITDA for full year 2019



## Fleet Utilization



## Adj EBITDA (US\$ millions)



## Financing Update

---

**Good progress made on the extensive 2019 financing and refinancing program**

### Shuttle Newbuilds 1-4

\$414 million senior secured financing closed in April 2019 with Canadian and Norwegian Export Credit Agencies and commercial banks

Interest rate of LIBOR + 2.25%, tenor up to 12 years and average profile of 18 years

### Shuttle Newbuilds 5-6

Sale and Leaseback transaction progressing with closing planned in Q2-19

### FPSO Fleet Refinancing

\$100 million RCF for Piranema, Voyageur and Varg closed in April 2019 with commercial banks

Refinancing current facility that matures end of April 2019 with a balloon payment of \$35 million

New facility has a three-year tenor, reducing to \$45 million, bearing LIBOR + 3.00%

### Shuttle RCF Refinancing

Refinancing of outstanding \$450 million RCF with commercial banks

LIBOR + 2.50%, tenor of 5 years and annual amortization reduced from \$100 million to \$54 million

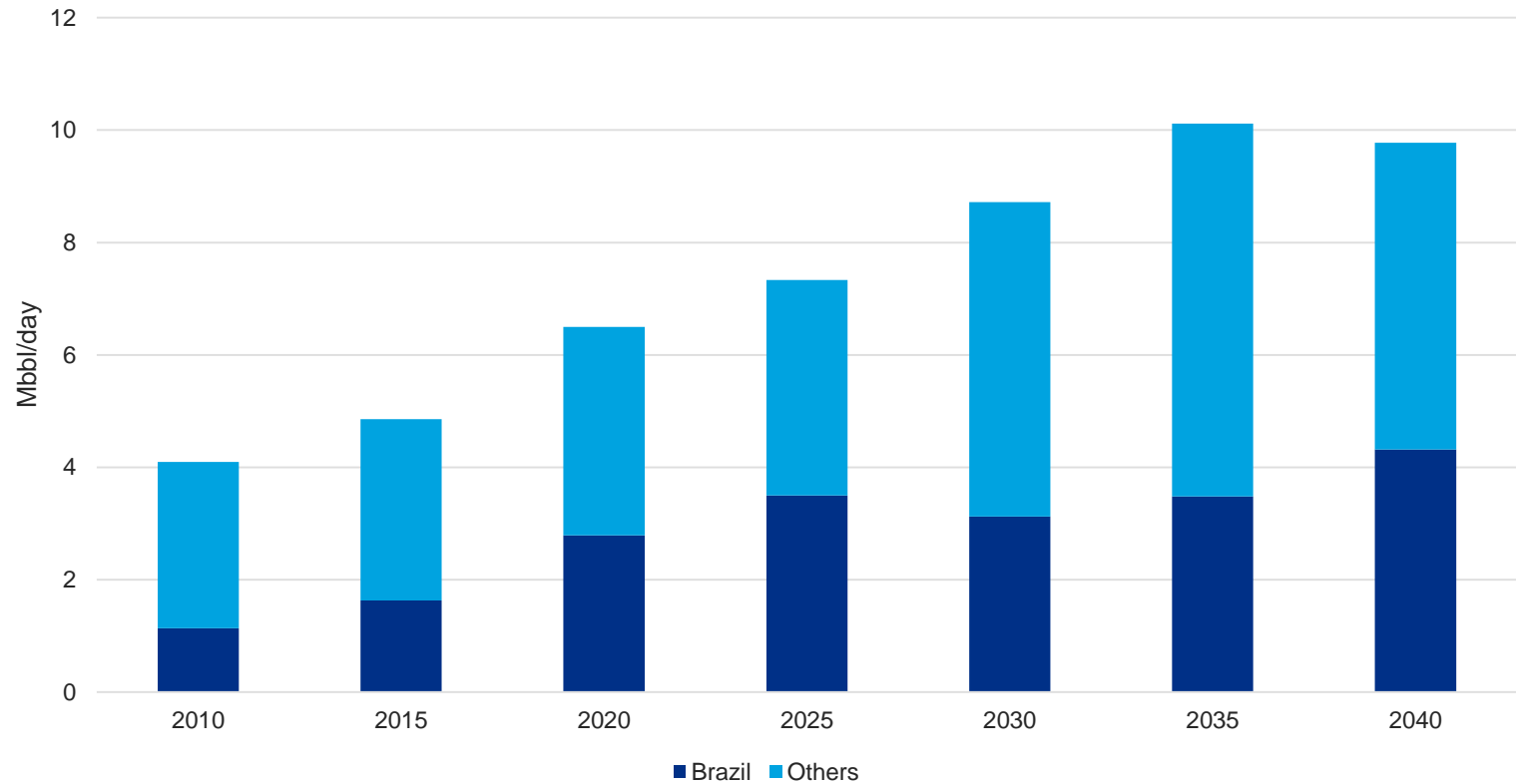
Substantially oversubscribed and subject to customary documentation with closing planned in May



## Recovery Underway in TOOs Core Markets

Demand for FPSOs and shuttle tankers driven by deepwater production

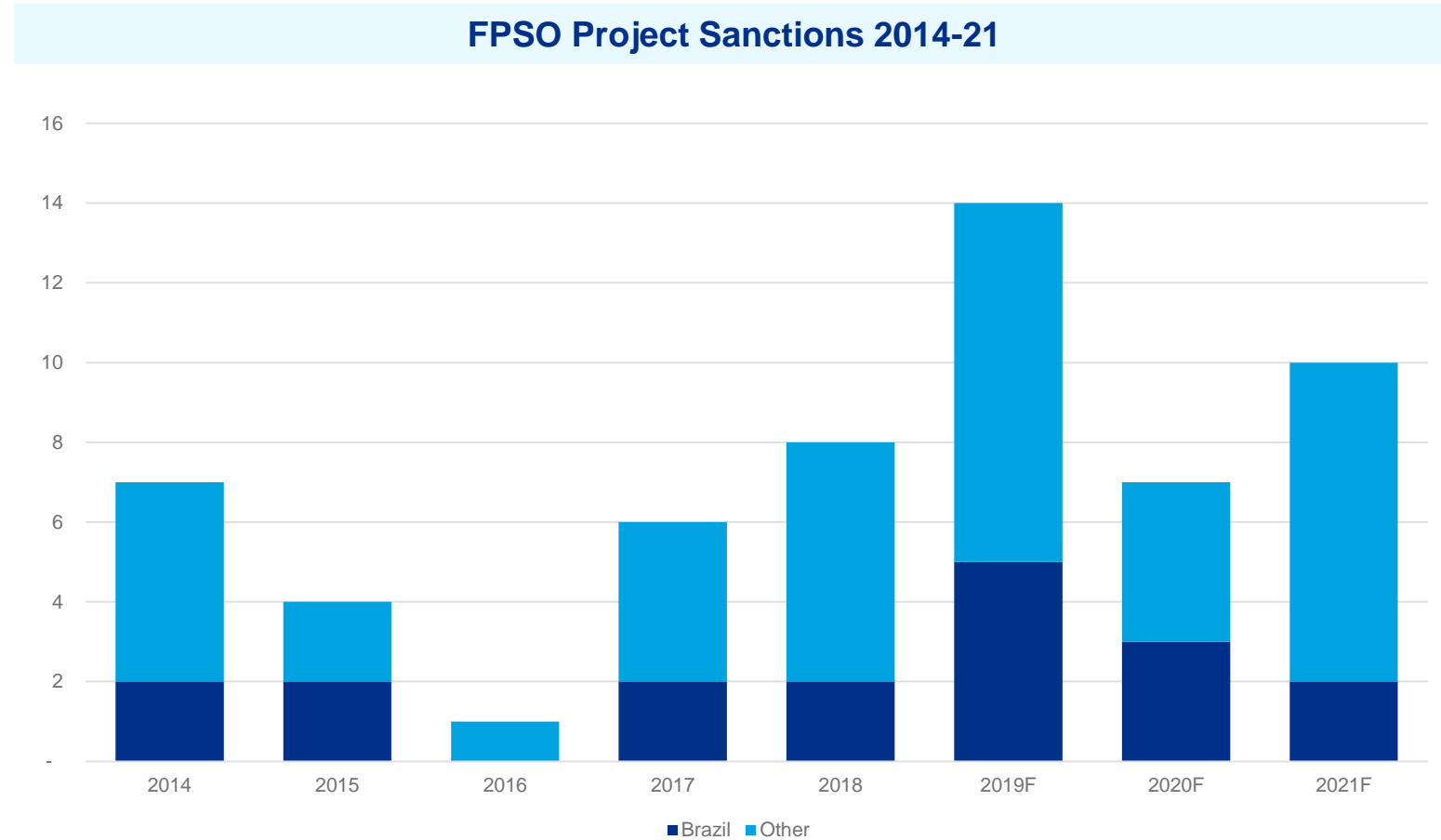
### Strong Growth in Deepwater Production



Source: Rystad

## The Return of FPSO Tenders

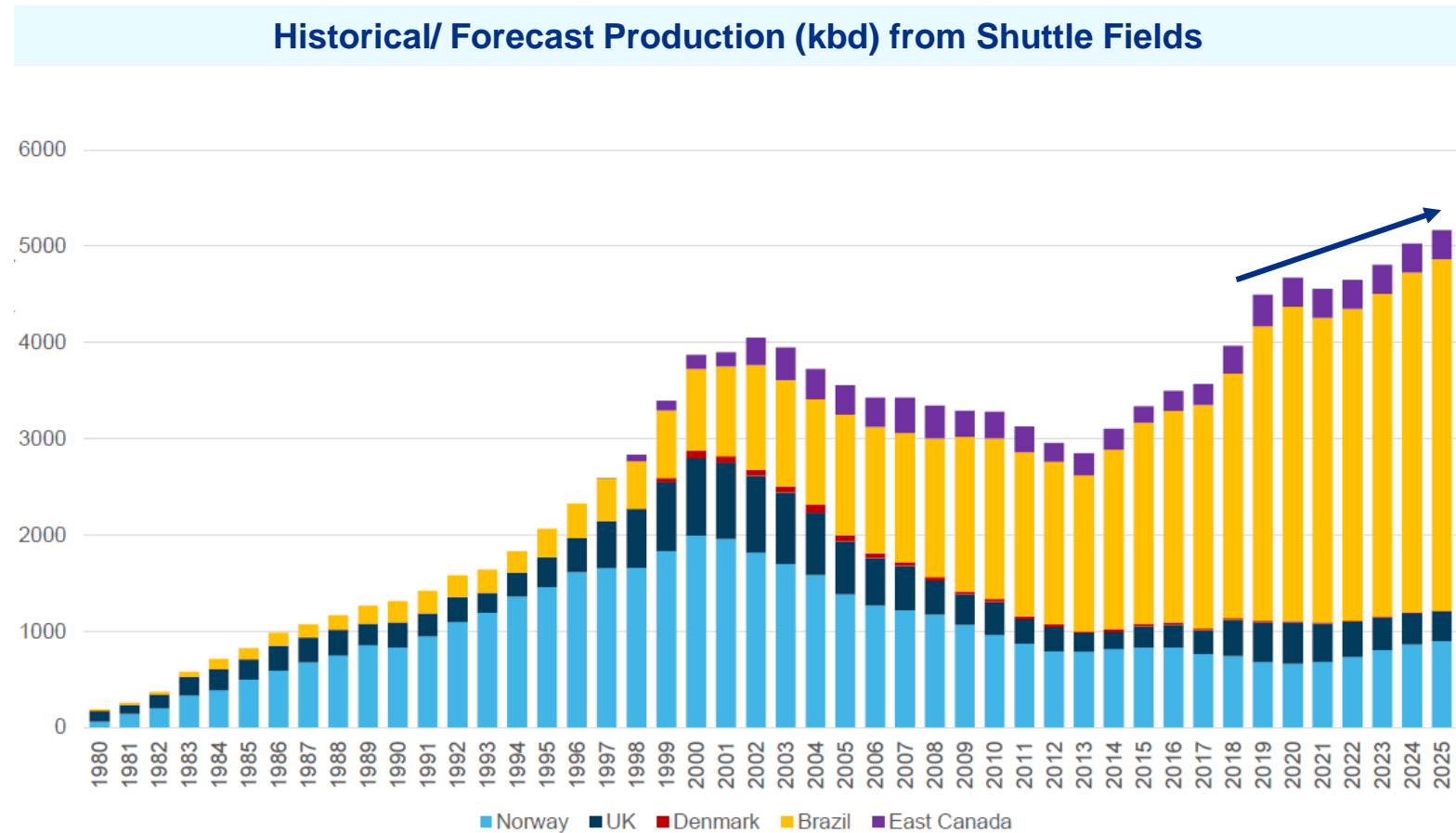
- Smaller fields in the North Sea
- Expectation of large FPSOs for Brazil of \$1.5-2bn each
- Limited supplier capacity
- \$8-10bn in investments required for the next five Petrobras FPSO projects



Source: Rystad

## Attractive Shuttle Market Outlook

- Increased shuttle tanker demand driven by more lifting points and increasing production
- Global fleet expected to decline
- 39% of DP2 fleet retiring by 2025
- Average age of existing fleet is 11 years
- Limited newbuilds to be delivered over the next few years



Source: Clarksons

## 2019 Priorities

---

- Maintain safety standards and operational excellence
- Secure FPSO charter extensions and redeployments
- Increase profitability in existing business
- Execute contemplated financing initiatives
- Strengthen balance sheet through de-levering



# Appendix



# Q2 2019 Outlook – Teekay Offshore Partners

Adjusted EBITDA (in USD millions)	Q1 2019	Q2 2019 Outlook (compared to Q1 2019)
Net revenues	\$303m	<ul style="list-style-type: none"> <li>\$15m decrease as the <i>Piranema</i> FPSO in-process revenue was fully amortized in Q1-19</li> <li>\$7m decrease as the <i>Petrojarl Cidade de Rio das Ostras</i> FPSO contract ended in March 2019</li> <li>\$3m decrease in the Shuttle segment due to the planned dry dockings of <i>Nordic Rio</i> and <i>Peary Spirit</i> in Q2-19</li> <li>\$2m decrease in the Conventional segment due to the redelivery of <i>Blue Power</i> and <i>Blue Pride</i> in March 2019 and April 2019, respectively</li> <li>Decrease in the Towage segment primarily due to lower utilization</li> </ul>
Vessel operating expenses	(\$102m)	<ul style="list-style-type: none"> <li>\$5m to \$7m increase in the FPSO segment mainly due to timing of repairs and maintenance across the fleet</li> <li>\$2m increase in the FSO segment mainly due to timing of repairs and maintenance on <i>Randgrid</i></li> <li>\$2m increase in the UMS segment related to an insurance settlement in Q1-19</li> </ul>
Time-charter hire expenses	(\$13m)	<ul style="list-style-type: none"> <li>\$4m increase in the Shuttle segment due to an increase of in-charter days to meet CoA obligations</li> <li>\$3m decrease in the Conventional segment due to the redelivery of <i>Blue Power</i> and <i>Blue Pride</i> in March 2019 and April 2019, respectively</li> </ul>
General and administrative expenses	(\$17m)	<ul style="list-style-type: none"> <li>Expected to be in line with Q1-19</li> </ul>
Adjusted EBITDA from equity-accounted vessels	\$20m	<ul style="list-style-type: none"> <li>Expected to be in line with Q1-19</li> </ul>
Adjusted EBITDA attributable to non-controlling interest	(\$3m)	<ul style="list-style-type: none"> <li>Expected to be in line with Q1-19</li> </ul>
<b>Adjusted EBITDA</b>	<b>\$188m</b>	

Q2-19 is currently forecasted to be the weakest quarter in 2019



## FPSO Charter Summary

Unit	Location	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029		
Libra	Brazil	Petrobras												
Knarr	Norway	Shell								Options				
Petrojarl I	Brazil	Enauta					Available							
Piranema	Brazil	Petrobras				Available								
Itajai	Brazil	Petrobras				Options						Available		
Voyageur	UK	Premier Oil		Available										
Varg	Norway	Available				Alpha Petroleum <sup>(1)</sup>						Available		
Ostras	Namibia	Available												

Note: Please refer to 20F for contract details  
 (1) Subject to lifting of CPs

Firm
  Options
  Available

## FSO Charter Summary

Unit	Location	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
Falcon Spirit	Qatar	Qatar Petroleum				Available							
Suksan Salamander	Thailand	Teekay Corporation						Available					
Dampier Spirit	Australia	Jadestone						Available					
Apollo Spirit	UK	TK	Available										
Randgrid	Norway	Equinor			Options								

Note: Please refer to 20F for contract details

Firm
  Options
  Available

