
"World leader in the international seaborne transportation of crude oil"

## FRONTILINE

Quarterly Presentation| NOV 18

## Forward Looking Statements

MATTERS DISCUSSED IN THIS DOCUMENT 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.
frontline desires to take advantage of the safe harbor provisions of the private securities litigation reform act of 1995 and is including this CAUTIONARY STATEMENT IN CONNECTION WITH THIS SAFE HARBOR LEGISLATION. THE WORDS "BELIEVE," "ANTICIPATE," "INTENDS," "ESTIMATE," "FORECAST," "PROJECT," "PLAN," "POTENTIAL," "MAY," "SHOULD," "EXPECT" "PENDING" AND SIMILAR EXPRESSIONS IDENTIFY FORWARD-LOOKING STATEMENTS.

THE FORWARD-LOOKING STATEMENTS IN THIS DOCUMENT 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 FRONTLINE’S RECORDS AND OTHER DATA AVAILABLE FROM THIRD PARTIES. ALTHOUGH FRONTLINE 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 FRONTLINE'S CONTROL, YOU CANNOT BE ASSURED THAT FRONTLINE WILL ACHIEVE OR ACCOMPLISH THESE EXPECTATIONS, BELIEFS OR PROJECTIONS. THE INFORMATION SET FORTH HEREIN SPEAKS ONLY AS OF THE DATES SPECIFIED AND FRONTLINE UNDERTAKES NO DUTY TO UPDATE ANY FORWARD-LOOKING STATEMENT TO CONFORM THE STATEMENT TO ACTUAL RESULTS OR CHANGES IN EXPECTATIONS OR CIRCUMSTANCES.

IMPORTANT FACTORS THAT, IN FRONTLINE’S VIEW, COULD CAUSE ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE DISCUSSED IN THE FORWARD-LOOKING STATEMENTS INCLUDE, WITHOUT LIMITATION: THE STRENGTH OF WORLD ECONOMIES AND CURRENCIES, GENERAL MARKET CONDITIONS, INCLUDING FLUCTUATIONS IN CHARTERHIRE RATES AND VESSEL VALUES, CHANGES IN DEMAND IN THE TANKER MARKET, INCLUDING BUT NOT LIMITED TO CHANGES IN OPEC'S PETROLEUM PRODUCTION LEVELS AND WORLD WIDE OIL CONSUMPTION AND STORAGE, CHANGES IN FRONTLINE’S OPERATING EXPENSES, INCLUDING BUNKER PRICES, DRYDOCKING AND INSURANCE COSTS, THE MARKET FOR FRONTLINE'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 US, CHANGES IN GOVERNMENTAL RULES AND REGULATIONS OR ACTIONS TAKEN BY REGULATORY AUTHORITIES, 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, INSTANCES OF OFF-HIRE AND OTHER IMPORTANT FACTORS. FOR A MORE COMPLETE DISCUSSION OF THESE AND OTHER RISKS AND UNCERTAINTIES ASSOCIATED WITH FRONTLINE'S BUSINESS, PLEASE REFER TO FRONTLINE'S FILINGS WITH THE SECURITIES AND EXCHANGE COMMISSION, INCLUDING, BUT NOT LIMITED TO, ITS ANNUAL REPORT ON FORM 20-F.

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.

## Company Highlights

- Net income attributable to the Company of $\$ 2.2$ million, or $\$ 0.01$ per share, for the third quarter of 2018.
- Net loss attributable to the Company adjusted for certain non-cash items of $\$ 8.4$ million, or $\$ 0.05$ per share, for the third quarter of 2018.
- Spot TCE of $\$ 22,000$ for VLCCs less than 15 years in the third quarter.
- Spot TCE of $\$ 35,000$ booked for $74 \%$ of vessel days on VLCCs less than 15 years in the fourth quarter.
- Extended the terms of its senior unsecured loan facility of up to \$275.0 million facility with an affiliate of Hemen Holding Ltd. by 12 months to November 2020.
- Ordered exhaust gas cleaning systems ("EGCS") for a further 12 vessels from Feen Marine Scrubbers Inc. ("FMSI"), increasing commitment to installing EGCS on 20 vessels.



## Q3 2018 Financial Highlights

| (Million \$ except per share) | 2018 Q3 | 2018 Q2 | 2018 Q1 | 2017 FY |
| :---: | :---: | :---: | :---: | :---: |
| Total operating revenues (net of voyage expenses) (*) | 89 | 73 | 81 | 387 |
| Net Income (loss) | 2 | -23 | -14 | -265 |
| Net income (loss) adj (*) | -8 | -28 | -14 | -4 |
| EBITDA adj (*) | 47 | 28 | 40 | 208 |
| Earnings (loss) per share | 0,01 | -0,13 | -0,08 | -1,56 |
| Earnings (loss) per share adjusted | -0,05 | -0,16 | -0,08 | -0,03 |
| Cash | 71 | 118 | 113 |  |
| Interest bearing debt | 1754 | 1780 | 1747 |  |



## Income Statement

|  | 2018 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| (in thousands of \$) | Jul - Sep | Apr - Jun | Jan-Dec |
| Total operating revenues | 188774 | 166821 | 646326 |
| Other operating gain (loss) | 7909 | (554) | 2381 |
| Voyage expenses and commission | 99563 | 94461 | 259334 |
| Contingent rental (income) expense | (4881) | (6 450) | (26 148) |
| Ship operating expenses | 31311 | 32116 | 135728 |
| Charter hire expenses | 7645 | 6173 | 19705 |
| Impairment loss on vessels and vessels under capital lease | - | - | 164187 |
| Impaiment loss on goodwill | - | - | 112821 |
| Administrative expenses | 9220 | 9221 | 37603 |
| Depreciation | 30724 | 31755 | 141748 |
| Total operating expenses | 173582 | 167276 | 844978 |
| Net operating income (loss) | 23101 | $(1009)$ | $(196271)$ |
| Interest income | 160 | 256 | 588 |
| Interest expense | (24 602) | $(24110)$ | (69 815) |
| Gain (loss) on sale of shares | - | - | 1061 |
| Unrealised gain (loss) on marketable securities | 1420 | 802 | - |
| Foreign currency exchange gain (loss) | 311 | (556) | (55) |
| Gain (loss) on derivatives | 1971 | 1869 | (753) |
| Other non-operating items | - | 138 | 1213 |
| Net income (loss) before income taxes and non-controlling interest | 2361 | $(22$ 610) | (264 032) |
| Income tax expense | (24) | (59) | (290) |
| Net income (loss) | 2337 | (22 669) | $(264$ 322) |
| Net (income) loss attributable to non-controlling interest | (96) | (191) | (539) |
| Net income (loss) attributable to the Company | 2241 | (22 860) | (264 861) |
| Basic earnings (loss) per share attributable to the Company (\$) | 0,01 | $(0,13)$ | $(1,56)$ |
| Weighted average number of ordinary shares (in thousands) | 169809 | 169809 | 169809 |

Non-cash items in the third quarter of 2018:

- $\$ 7.2$ million gain on lease terminations
- $\$ 1.4$ million unrealized gain on marketable securities
- $\$ 2$ million gain on derivatives


## Balance Sheet

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| (in million \$) | $\begin{array}{r} 2018 \\ \text { Sept } 30 \end{array}$ | $\begin{array}{r} 2018 \\ \text { Jun } 30 \end{array}$ | $\begin{array}{r} 2017 \\ \text { Dec } 31 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Current assets |  |  |  |
| Cash | 71 | 118 | 105 |
| Marketable securites | 15 | 13 | 30 |
| Other current assets | 209 | 188 | 187 |
| Non-current assets |  |  |  |
| Newbuildings | 51 | 51 | 80 |
| Vessels | 2654 | 2762 | 2616 |
| Goodwill | 112 | 112 | 112 |
| Other long-term assets | 19 | 11 | 4 |
| Total assets | 3132 | 3255 | 3134 |
| Liabilities and Equity |  |  |  |
| Current liabilities |  |  |  |
| Short term debt | 124 | 122 | 113 |
| Obligations under capital lease | 22 | 37 | 43 |
| Other current liabilities | 78 | 79 | 66 |
| Non-current liabilities |  |  |  |
| Long term debt | 1630 | 1657 | 1467 |
| Obligations under capital lease | 137 | 222 | 256 |
| Other long-term liabilities | 1 | 1 | 1 |
| Frontline Ltd. stockholders' equity | 1138 | 1136 | 1188 |
| Total liabilities and stockholders' equity | 3132 | 3255 | 3134 |

- \$166 million in cash and cash equivalents including undrawn amount of unsecured facility, marketable securities and minimum cash requirements bank
- $\$ 112.5$ million in remaining Capex and $\$ 110.5$ million in estimated debt capacity
- Newbuilding program fully funded
- No near term debt maturities
- 2018: N/A
- 2019: N/A
- Nov 2020: $\$ 181$ million


## Cash Breakeven Rates and Opex



- Estimated cash cost breakeven rates for the remainder of 2018 include bareboat/tc hire / installments, interest loans, opex/drydock and G\&A expenses.


## Q3 Performance and Q4 Guidance



## Orderbooks

- VLCC Orderbook at 14,5\%. Substantial deliveries in 2019, slippage to be expected
- Pace of scrapping slowed, 20 \% of fleet 15 years and above
- Suezmax Orderbook moderate in comparison and $4 \%$ of fleet above $20 Y$ by end 2018
- In both VLCC and Suezmax segments continued scrapping/ conversion expected as we approach IMO 2020




## Oil Price Volatility \& Freight

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- Little correlation between oil prices and freight
- Oil volume vs. supply of ships key
- Recent oil price fall triggered by increased supply
$\checkmark$ Increased supply needs to be transported / stored
$\checkmark$ Lower oil prices stimulate demand
$\checkmark$ Lower oil prices reduces fuel cost
$\checkmark$ Potential OPEC action may mean more volumes US - > Far east



## World Oil Supply \& Demand

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- World oil supply growing faster than expected
- Inventories building again
- Robust demand growth $\sim 1.5 \%$ p.a.
- Iran sanctions bringing the ' $X$ factor' to the market



## Tanker Markets Reacting

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## Bullish Factors

- Crude oil supply outpacing demand - storage
- Ton-miles growing, US exports to Asia growing fast
- Fleet growth year to date negative
- Extended dry docking expected in preparations for IMO 2020 and BWTS


## Bearish Factors

- The order book remains substantial
- Trade wars may disrupt global growth
- New contracting continuing

Tanker Market started reacting to balanced fleet supply vs freight demand, rates still hugging long time averages, market expected to tighten further.

## Q\&A



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| Appendix 1 <br> Reconciliation <br> (Million \$ except per share) | Q3 2018 | Q22018 | Q1 2018 | YTD 2018 | Full year 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total operating revenues net of voyage expenses |  |  |  |  |  |
| Total operating revenues | 189 | 167 | 170 | 525 | 646 |
| Voyage expenses | -100 | -94 | -89 | -283 | -259 |
| Total operating revenues net of voyage expenses | 89 | 73 | 81 | 243 | 387 |
| Net income adj. |  |  |  |  |  |
| Net income (loss) attributable to the Company | 2 | -23 | -14 | -34 | -265 |
| Add back: |  |  |  |  |  |
| Loss on termination of vessel lease, net of cash paid | 0 | 0 | 6 | 6 | 3 |
| Vessel impairment loss | 0 | 0 | 0 | 0 | 64 |
| Unrealized loss on marketable securities | 0 | 0 | 0 | 0 | 0 |
| Goodwill impairment loss | 0 | 0 | 0 | 0 | 113 |
| Loss on deriva | 0 | 0 | 0 | 0 | 3 |
| Less: |  |  |  |  |  |
| Gain on sale of shares | 0 | 0 | -1 | -1 | 0 |
| Gain on termination of lease | -7 | 0 | 0 | -7 | 21 |
| Unrealized gain on marketable securities | -1 | -1 | 0 | -2 | 0 |
| Release of accrued dry docking expense | 0 | -2 | 0 | -2 | 0 |
| Gain on derivatives | -2 | -2 | -5 | -9 | 0 |
| Net income adj. | -8 | -28 | 14 | -50 | -4 |
| (in thousands) |  |  |  |  |  |
| Weighted average number of ordinary shares | 169809 | 169809 | 169809 | 169809 | 169809 |
| (in \$ ${ }^{\text {) }}$ |  |  |  |  |  |
| Basic (loss) earnings per share adjusted for certain non-cash charges | 0,05 | 162,90 | -0,08 | 0,29 | 0,03 |
| EBITDA adj. |  |  |  |  |  |
| Net income attributable to the Company | 2 | -23 | $-14$ | -34 | -265 |
| Add back: |  |  |  |  |  |
| 1 Interest expense | 25 | 24 | 22 | 70 | 70 |
| Depreciation | 31 | 32 | 32 | 94 | 142 |
| Income tax expense | 0 | 0 | 0 | 0 | 0 |
| Net income atributable to the non-controlling interest | 0 | 0 | 0 | 0 | 0 |
| Loss on termination of vessel lease, net of cash paid | 0 | 0 | 6 | 6 | 4 |
| Unrealized loss on marketable securities | 0 | 0 | 0 | 0 | 0 |
| Vessel impairment loss | 0 | 0 | 0 | 0 | 164 |
| Goodwill impairment loss | 0 | 0 | 0 | 0 | 113 |
| Loss on derivatives | 0 | 0 | 0 | 0 | 3 |
| Less: |  |  |  |  |  |
| Gain on termination of lease | -7 | 0 | 0 | -7 | 21 |
| Unrealized gain on marketable securities | -1 | -1 | 0 | -2 | 0 |
| Release of accrued dry docking expense | 0 | -2 | 0 | -2 | 0 |
| Gain on sale of shares | 0 | 0 | -1 | -1 | 0 |
| Gain on derivatives | -2 | -2 | -5 | -9 | -3 |
| EBITDA adj. | 47 | 28 | 40 | 115 | 208 |

This presentation describes: total operating revenues net of voyage expenses, net income attributable to the Company adjusted for certain non-cash items ("Net income adj.") and related per share amounts and Earnings Before Interest, Tax, Depreciation \& Amortisation adjusted for the same non-cash items ("EBITDA adj."), which are not measures prepared in accordance with US GAAP ("non-GAAP").

We believe the non-GAAP financial measures presented in this press release provides investors with a means of evaluating and understanding how the Company's management evaluates the Company's operating performance.

These non-GAAP financial measures should not be considered in isolation from, as substitutes for, nor superior to financial measures prepared in accordance with GAAP.

