

Scorpio Tankers Inc. Company Presentation April 2016

STNG LISTED NYSE



## Company Overview

- Scorpio Tankers Inc. ("STNG" or "Company") is the world's largest ECO-spec product tanker company
  - By Q4-17, the Company will own a fleet of 87 eco-design product tankers
  - Currently 76 <sup>(1)</sup> product tankers on the water with an average age of 1.5 years, and 13<sup>(2)</sup> product tankers time chartered-in (mainly on short term charters)
- Vessels employed in well-established Scorpio pools
- NYSE-compliant governance and transparency
- The Company is headquartered in Monaco, incorporated in the Marshall Islands and is not subject to US income tax







## Operating Leverage Continues to Grow

Class	Existing -	To be D	elivered	- Total Owned	TC-In	Total
		2016	2017			
Handymax	14	-	-	14	6	20
MR	42 <sup>(1)</sup>	-	8	50	4	54
LR1	-	-	-	-	1	1
LR2	20	3	-	23	2	25
Total	76	3	8	87	13	100





## Product Tanker Owners & Operators

Top Pool Operators						
<b>Pool Operator</b>	Handymax	MR	LR2	Total		
Scorpio	32	80	21	133		
Norient	37	53	-	90		
Handytankers	65	20	-	85		
Navig8	7	13	13	33		
Teekay Taurus	0	0	18	18		

	Top Five Handymax & MR Owners (1)					
#	Owner	Vessels				
1	Scorpio Tankers	56				
2	TORM A/S	53				
3	Sinokor Merchant	38				
4	Interorient Nav. Co.	37				
5	China Merchants Grp	36				
	Total Fleet	1762				

Scorpio's trading platform operates the largest product tanker fleet in the market with over 150 vessels under commercial management

	Top Five LR2 Owne	rs <sup>(1)</sup>
#	Owner	Vessels
1	Scorpio Tankers	20
2	A.P. Moller	14
3	Ocean Tankers	12
4	K. G. Jebsen (KGJS)	10
5	China COSCO Shipping	9
	Total Fleet	290

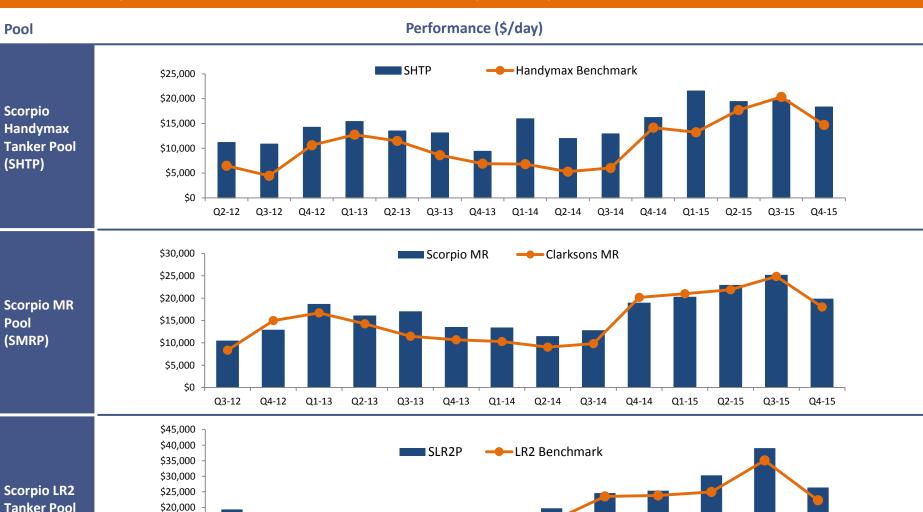


Q3-15

Q4-15

Q2-15

## Scorpio Pools Have Consistently Outperformed The Market



Q1-14

Q2-14

Q3-14

Q4-14

Q1 -15

**Tanker Pool** (SLR2P)

\$15,000

\$10,000 \$5,000 \$0

Q1-13

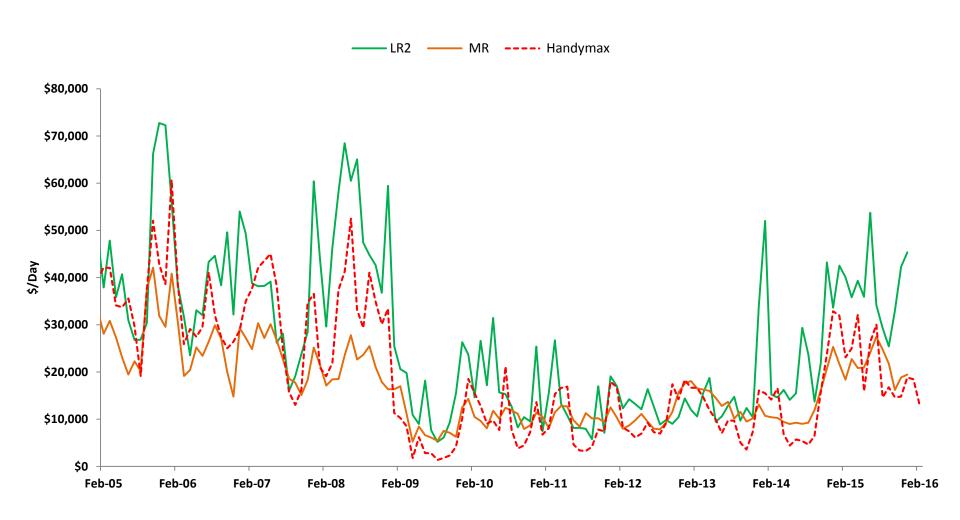
Q2-13

Q3-13

Q4-13



## Scorpio Well Positioned Now that Rates Have Recovered

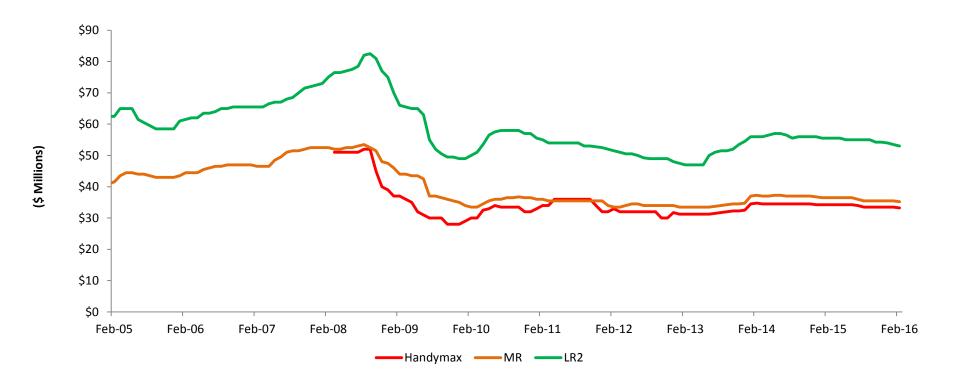




## 6 Scorpio's Newbuildings Ordered at Favorable Values

Historical Data 2005-2016						
(\$ in millions)	Current	Avg	Max	Min		
Handymax	\$33	\$35	\$52	\$28		
MR	\$35	\$40	\$54	\$34		
LR2	\$53	\$59	\$83	\$47		

Scorpio Average Vessel Purchase Price				
(\$ In Millions)	<u>Price</u>			
Handymax	\$31			
MR	\$36			
LR2	\$53			





## Product Tankers in the Oil Supply Chain

- When crude oil is extracted from the earth, it's transported to a refinery and processed into different products
- The demand for different products will depend on the demand and consumption of the individual region or economy
- Structural demand drivers in the product tanker industry:
  - US has emerged as a refined products powerhouse, becoming the worlds largest product exporter
- Changes in refinery locations, expansion of refining capacity in Asia and Middle East as well as a reduction in OECD refining capacity (Europe & Australia).
- Changes in consumption demand growth in Latin America, Africa, and non-China/Japan Asia and lack of corresponding growth in refining capacity
- Balance of trade: needs of each particular region- gasoline/diesel trade between U.S./Europe is a prime example of this given significantly different
  diesel penetration rates for light vehicles
  - For example, Europe imports surplus diesel from the United States, and exports surplus gasoline to the United States.
- Product tankers provide the marine transportation for refined petroleum products.

#### **Exploration & Production**



Oil production includes drilling, extraction, and recovery of oil from underground.

### **Crude Transportation**



Crude oil is transported to the refinery for processing by crude tankers, rail cars, and pipelines.

### Refining



Refineries convert the crude oil into a wide range of consumable products.

### **Products Transportation**



Refined products are moved from the refinery to the end users via product tankers, railcars, pipelines and trucks.



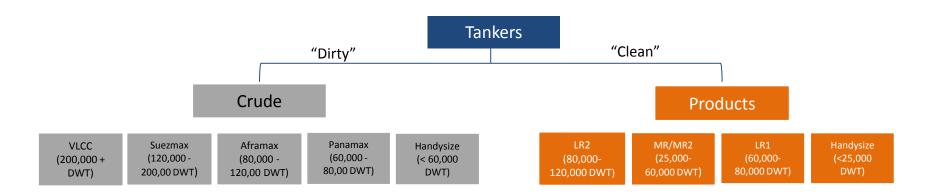
### Terminalling & Distribution

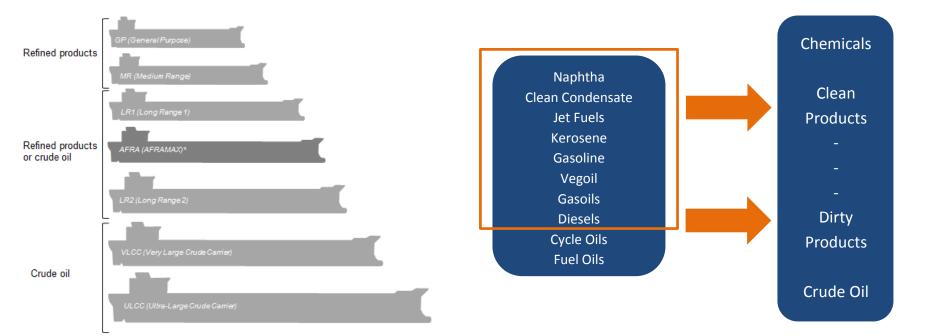


Terminals are located closer to transportation hubs and are the final staging point for the refined fuel before the point of sale.



## 8 Tanker Types



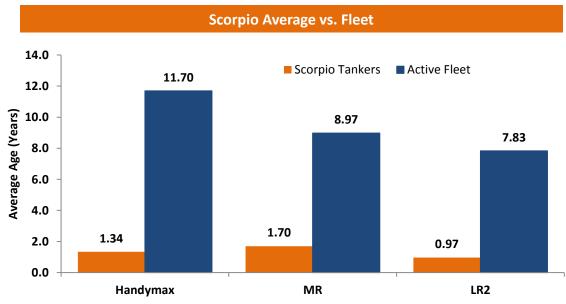




## 9 Product Tanker Specifications

- Product tankers have coated tanks, typically epoxy, making them easy to clean and preventing cargo contamination and hull corrosion.
- IMO II & III tankers have at least 6 segregations and 12 tanks, i.e. 2 tanks can have a common line for discharge.
- Oil majors and traders have strict requirements for the transportation of chemicals, FOSFA cargoes (vegetable oils and chemicals), and refined products.
- Tanks must be completely cleaned before a new product is loaded to prevent contamination.
- To ensure the products are as uncontaminated as possible, oil companies and regulators often stipulate which type of products the tanker must recently have transported.

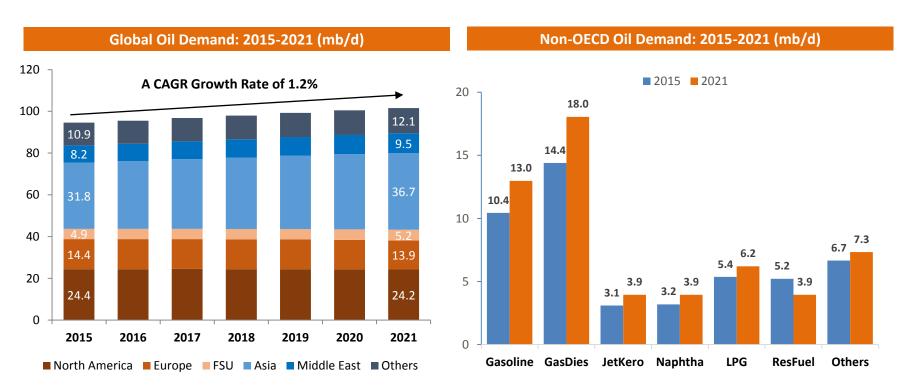
IMO Classes I, II, & III					
IMO Class I	Chemical Tankers	IMO Class I refers to the transportation of the most hazardous, very acidic, chemicals. The tanks can be stainless steel, epoxy or marineline coated.			
IMO Class II	Chemical & Product Tankers	IMO Class II carries Veg & Palm Oils, Caustic Soda. These tanks tend to be coated with Epoxy or Stainless steel.			
IMO Class III	Product Tankers	Typically carry refined either light, refined oil "clean" products or "dirty" heavy crude or refined oils.			





### 10 Global Oil Demand Continues to Increase

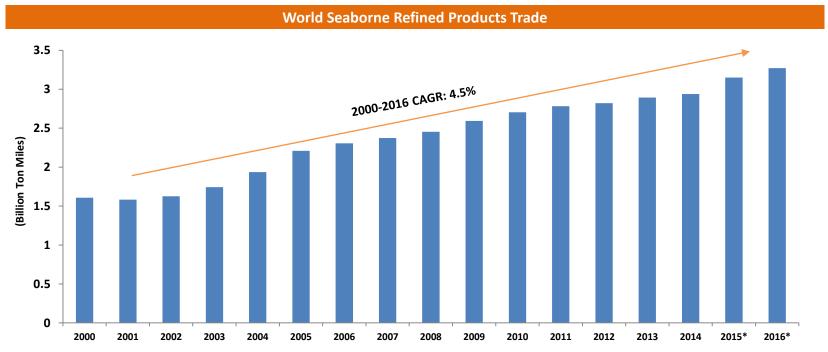
- Global oil demand is expected to grow by 7.2 mb/d between 2015 and 2021, or a CAGR growth rate of 1.2%, reaching 101.6 mb/d in 2021.
- The growth rate is lower than the 1.7% per annum seen in 2009-2015 due to increasing vehicle fuel efficiency and China's economic transition from export-led growth to a consumption and services driven economy.
- Global oil demand growth is primarily driven by non-OECD countries, specifically Asian countries. Non-OECD countries are expected
  to contribute 8.1 mb/d to the global growth between 2015 and 2021, versus a net-OECD decline of 0.9 mb/d.
- Gasoline and gasoil are expected to account for roughly 75% of the non-OECD oil demand growth.





## Structural Drivers in Demand Dynamics for Refined Products

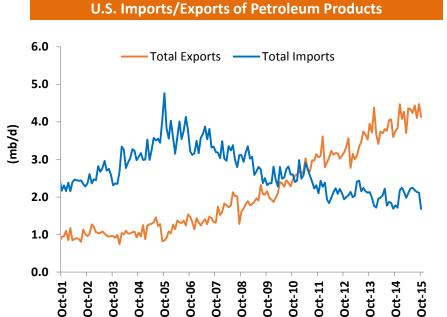
- Reduction in oil prices has increased refining margins, production of refined products, storage, and consequently the quantity of products to be transported.
- US has emerged as a refined products powerhouse, becoming the worlds largest product exporter.
- Changes in refinery locations, expansion of refining capacity in Asia and Middle East as well as a reduction in OECD refining capacity (Europe & Australia).
- Changes in consumption demand growth in Latin America, Africa, and non-China/Japan Asia and lack of corresponding growth in refining capacity.
- Balance of trade needs of each particular region- gasoline/diesel trade between U.S./Europe is a prime example of this given significantly different diesel penetration rates for light vehicles.



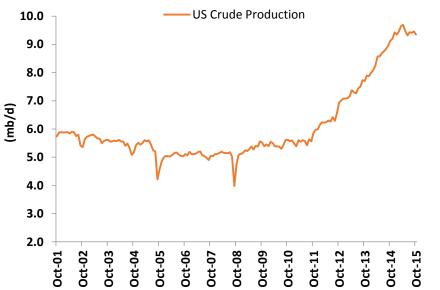


## U.S. Has Become the World's Largest Products Exporter

- In the last few years, the US refining industry has experienced an extraordinary reversal and is now the world's largest product exporter with 4.5 mb/d of gross exports in September 2015, roughly five times as much as in January 2005 (1)
- The shale boom has provided US refiners with discounted crude and cheap feedstock, increasing the global competition, and facilitating refinery closures in Europe and the Caribbean
- U.S. exports of refined products accounts for 25% of total ton mile while a large portion of these exports are short-haul routes to Mexico, Caribbean, and Northern South America.
- The lifted U.S. crude oil export ban is expected to cause some regional dislocation between supply and demand side, while it is believed that it will be beneficial for international product tanker companies.



### U.S. Crude Production Increased by ~4mb/d 2008-2015

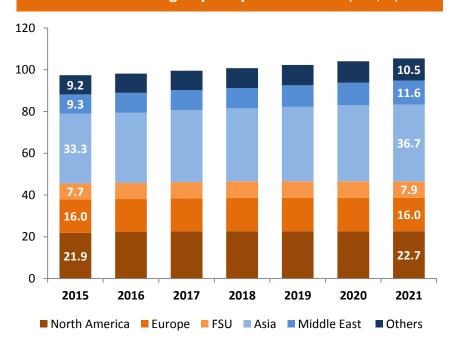




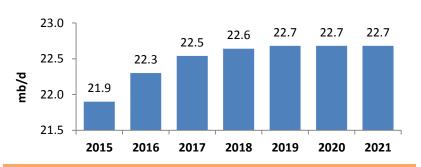
## 13 Refinery Capacity Expansions Drive Demand

- The refining industry continues to undergo massive expansion and restructuring as world scale refining hubs in Asia, the Middle East, and United States are crowding out legacy capacity in Europe and OECD Asia Oceania.
- According to International Energy Agency ("IEA"), refinery capacity is expected to increase by 7.7 mb/d between 2015-2021, reaching 104.9 mb/d in 2021.
- Non-OECD Asia, including the Middle East, remains the contributor to growth, adding 2.3 mb/d, followed by China with increased capacity of 2.2 mb/d.
- North America looks to add 0.8 mb/d of new refining capacity through 2021, of which the majority is accounted for by US expansion in the next two years.

### **Global Refining Capacity: 2015-2021** (mb/d)



### **North American Refinery Capacity Expansions**



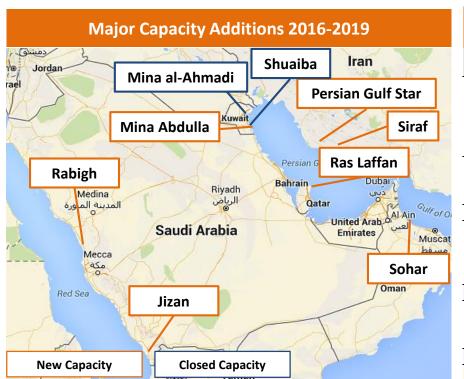
### **Chinese Refinery Capacity Expansions**





## 14 Middle East Investing in New Refinery Capacity

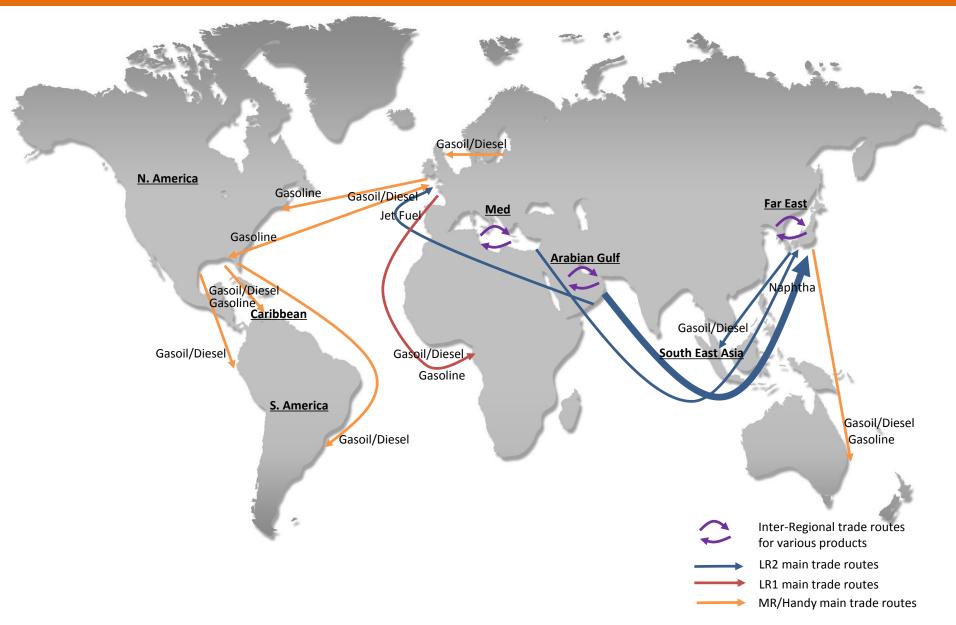
- New refinery projects coming on stream in the Middle East exceed regional demand growth, resulting in increased product exports particularly middle distillates.
- Europe looks the most likely destination for much of the new volumes, particularly diesel.
- In 2009, the EU introduced the Euro-V fuel standards, reducing the maximum sulfur content for diesel to just 10 parts per million, or ppm, from the 50ppm set in 2005.
- Satorp shipped its first 80,000 mt cargo of ultra-low sulfur diesel from Jubail in October last year, claiming just 3ppm.



Middle East Refinery Expansion Projects					
Country	Refinery	Year	Capacity (kb/d)		
New Refineries	5				
Qatar	Ras Laffan 2	2016	136		
Iran	Persian Gulf Star	2016	120		
Oman	Sohar	2016	30		
UAE	Jebel Ali	2016	20		
Iran	Persian Gulf Star	2017	120		
Oman	Sohar	2017	82		
Saudi Arabia	Rabigh 2	2017	50		
Iraq	Qaiwan-Baizan	2018	50		
Saudi Arabia	Jizan	2019	400		
Kuwait	Mina Abdulla	2019	184		
Iran	Siraf	2019	120		
Iran	Persian Gulf Star	2019	120		
		<b>New Refinery Capacity</b>	1,432		
Closures					
Kuwait	Shuaiba	2017	-200		
Kuwait	Mina al-Ahmadi	2019	-119		
		Closure Capacity	-319		
		<b>Capacity Expansion</b>	1,113		



## 15 Product Tanker Trade Map





## 16 Highlights

1

Modern, fuelefficient fleet

2

Tremendous fleet growth and operating leverage

3

Positive market fundamentals

4

Strategy targets a conservative financial profile

- World's largest fleet of ECO-design product tankers
- ECO-design vessels have substantially lower fuel costs than prior generation vessels
- Newbuilds contracted at favourable prices, relative to historical averages, and at reputable yards
- STNG currently operates a fleet of 76 wholly owned tankers with an average age of 1.5
  years and time charters-in an additional 13 tankers
- The Company has contracts for 11 product tankers, which are expected to deliver in 2016 (3 LR2 product tankers) and 2017 (8 MR product tankers)
- Scorpio Group manages the fleet in commercial pools that have historically outperformed the charter market
- Remaining orderbook provides favourable supply / demand balance
- Increasing U.S. refined product exports combined with increasing refinery capacity in Asia and the Middle East supports demand growth
- Commitment towards maintaining low leverage and a conservative capital structure
- Flexibility to manage successfully through shipping cycles and take advantage of strategic growth opportunities



# **Appendix**



## 18 Appendix 1 – Fleet List

			Owned V	essels			
Name	Year	DWT	Туре	Name	Year	DWT	Type
STI Comandante	May-14	38,000	HM	STI Mayfair	Oct-14	52,000	MR
STI Brixton	Jun-14	38,000	HM	STI Yorkville	Oct-14	52,000	MR
STI Pimlico	Jul-14	38,000	HM	STI Memphis	Nov-14	52,000	MR
STI Hackney	Aug-14	38,000	HM	STI Milwaukee	Nov-14	52,000	MR
STI Acton	Sep-14	38,000	HM	STI Battery	Dec-14	52,000	MR
STI Fulham	Sep-14	38,000	HM	STI Soho	Dec-14	52,000	MR
STI Camden	Sep-14	38,000	HM	STI Tribeca	Jan-15	52,000	MR
STI Battersea	Oct-14	38,000	HM	STI Gramercy	Jan-15	52,000	MR
STI Wembley	Oct-14	38,000	HM	STI Bronx	Feb-15	52,000	MR
STI Finchley	Nov-14	38,000	HM	STI Pontiac	Mar-15	52,000	MR
STI Clapham	Nov-14	38,000	HM	STI Manhattan	Mar-15	52,000	MR
STI Poplar	Dec-14	38,000	HM	STI Queens	Apr-15	52,000	MR
STI Hammersmith	Jan-15	38,000	HM	STI Osceola	Apr-15	52,000	MR
STI Rotherhithe	Jan-15	38,000	HM	STI Notting Hill	May-15	52,000	MR
STI Amber	Jul-12	52,000	MR	STI Seneca	Jun-15	52,000	MR
STI Topaz	Aug-12	52,000	MR	STI Westminster	Jun-15	52,000	MR
STI Ruby	Sep-12	52,000	MR	STI Brooklyn	Jul-15	52,000	MR
STI Garnet	Sep-12	52,000	MR	STI Black Hawk	Sep-15	52,000	MR
STI Onyx	Sep-12	52,000	MR	STI Elysees	Jul-14	114,000	LR2
STI Sapphire	Jan-13	52,000	MR	STI Madison	Aug-14	114,000	LR2
STI Emerald	Mar-13	52,000	MR	STI Park	Sep-14	114,000	LR2
STI Beryl	Apr-13	52,000	MR	STI Orchard	Sep-14	114,000	LR2
STI Le Rocher	Jun-13	52,000	MR	STI Sloane	Oct-14	114,000	LR2
STI Larvotto	Jul-13	52,000	MR	STI Broadway	Nov-14	114,000	LR2
STI Fontvieille	Jul-13	52,000	MR	STI Condotti	Nov-14	114,000	LR2
STI Ville	Sep-13	52,000	MR	STI Rose	Jan-15	114,000	LR2
STI Opera	Jan-14	52,000	MR	STI Veneto	Jan-15	114,000	LR2
STI Duchessa	Jan-14	52,000	MR	STI Alexis	Jan-15	114,000	LR2
STI Texas City	Mar-14	52,000	MR	STI Winnie	Mar-15	114,000	LR2
STI Meraux	Apr-14	52,000	MR	STI Oxford	Apr-15	114,000	LR2
STI San Antonio	May-14	52,000	MR	STI Lauren	Apr-15	114,000	LR2
STI Venere	Jun-14	52,000	MR	STI Connaught	May-15	114,000	LR2
STI Virtus	Jun-14	52,000	MR	STI Spiga	Jun-15	114,000	LR2
STI Aqua	Jul-14	52,000	MR	STI Savile Row	Jun-15	114,000	LR2
STI Dama	Jul-14	52,000	MR	STI Kingsway	Aug-15	114,000	LR2
STI Benicia	Sep-14	52,000	MR	STI Lombard	Aug-15	114,000	LR2
STI Regina	Sep-14	52,000	MR	STI Carnaby	Sep-15	114,000	LR2
STI St Charles	Sep-14	52,000	MR	STI Grace	Mar-16	114,000	LR2

2016 Delivery Schedule						
Name	Year	DWT	Туре			
STI Jermyn	May-16	114,000	LR2			
STI Selatar	Aug-16	114,000	LR2			
STI Rambla	Oct-16	114,000	LR2			
	2017 Delivery	Schedule				
Name	Year	DWT	Туре			
STI Galata	Feb-17	52,000	MR			
STI Taksim	Mar-17	52,000	MR			
STI Leblon	Apr-17	52,000	MR			
STI La Boca	May-17	52,000	MR			
STI San Telmo	Aug-17	52,000	MR			
STI Jurere	Sep-17	52,000	MR			
STI Esles II	Oct-17	52,000	MR			
STI Jardins	Nov-17	52,000	MR			
	Vessels to	Be Sold				
Name	Year	DWT	Туре			
STI Chelsea	May-14	52,000	MR			
STI Olivia	Aug-14	52,000	MR			
STI Powai	Jul-14	52,000	MR			





#	Holder	Ownership
1	Wellington Management Company	9.7%
2	Dimensional Fund Advisors	6.3%
3	BlackRock Fund Advisors	4.0%
4	Putnam Investment Management	3.9%
5	Daruma Capital Management	3.3%
6	Avenue Capital Management II	3.0%
7	Baron Capital Management	2.9%
8	Legatum	2.5%
9	Deutsche Bank Trust Company Americas	2.3%
10	BHR Capital	2.2%
11	Investec Asset Management	2.1%
12	Senvest Management	2.0%
13	Northern Trust Investments	2.0%
14	Citadel Advisors	2.0%
15	Morgan Stanley	1.9%
16	York Capital Management Global Advisors	1.8%
17	Robeco Investment Management	1.8%
18	State Street Global Advisors	1.7%
19	Millennium Management	1.6%
20	The Vanguard Group	1.6%
21	TIAA-CREF Investment Management	1.5%
22	Fidelity	1.5%
23	Heartland Advisors	1.4%
24	Invesco Advisers	1.3%

Source: SEC/Nasdaq, March 2016