



FOURTH QUARTER & FULL YEAR 2018 EARNINGS PRESENTATION

28 February 2019

Disclaimer and Forward-looking Statements

This presentation is not for release, publication or distribution (directly or indirectly) in or to the United States, Canada, Australia or Japan. It is not an offer of securities for sale in or into the United States, Canada, Australia, the Hong Kong Special Administrative Region of the People's Republic of China, South Africa or Japan.

- This presentation has been produced by BW LPG Limited ("BW LPG") exclusively for information purposes. This presentation may not be reproduced or redistributed, in whole or in part, to any other person.
- Matters discussed in this presentation and any materials distributed in connection with this presentation may constitute or include forward-looking statements. Forward-looking statements are statements that are not historical facts and may be identified by words such as "anticipates", "believes", "continues", "estimates", "expects", "intends", "may", "should", "will" and similar expressions, such as "going forward". These forward-looking statements reflect BW LPG's reasonable beliefs, intentions and current expectations concerning, among other things, BW LPG's results of operations, financial condition, liquidity, prospects, growth and strategies. Forward-looking statements include statements regarding: objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; developments of BW LPG's markets; the impact of regulatory initiatives; and the strength of BW LPG's competitors. Forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The forward-looking statements in this presentation 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 BW LPG's records and other data available from Fourth parties. Although BW LPG believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control. Forward-looking statements are not guarantees of future performance and such risks, uncertainties, contingencies and other important factors could cause the actual results of operations, financial condition and liquidity of BW LPG or the industry to differ materially from those results expressed or implied in this presentation by such forward-looking statements. No representation is made that any of these forward-looking statements or forecasts will come to pass or that any forecast result will be achieved and you are cautioned not to place any undue influence on any forward-looking statement.
- No representation, warranty or undertaking, express or implied, is made by BW LPG, its affiliates or representatives as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein, for any purpose whatsoever. Neither BW LPG nor any of its affiliates or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss whatsoever and howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. All information in this presentation is subject to updating, revision, verification, correction, completion, amendment and may change materially and without notice. In giving this presentation, none of BW LPG, its affiliates or representatives undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any information or to correct any inaccuracies in any such information. The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation.
- The contents of this presentation are not to be construed as legal, business, investment or tax advice. Each recipient should consult its own legal, business, investment or tax adviser as to legal, business, investment or tax advice. By attending this presentation you acknowledge that you will be solely responsible for your own assessment of the market and the market position of BW LPG and that you will conduct your own analysis and be solely responsible for forming your own view on the potential future performance of the business of BW LPG. This presentation must be read in conjunction with the recent financial information and the disclosures therein.
- This presentation and the information contained herein are not an offer of securities for sale in the United States and are not for publication or distribution to persons in the United States (within the meaning of Regulation S under the U.S. Securities Act of 1933, as amended (the "Securities Act")). The securities referred to herein have not been and will not be registered under the Securities Act and may not be offered or sold in the United States except pursuant to an exemption from the registration requirements of the Securities Act. Any failure to comply with this restriction may constitute a violation of United States securities laws. BW LPG has not registered and does not intend to register its securities in the United States or to conduct a public offering of shares in the United States. Copies of this presentation are not being made and may not be distributed or sent, directly or indirectly, in or into the United States, Canada, Australia or Japan, or any other jurisdiction in which such distribution would be unlawful or would require registration or other measures.
- In any EEA Member State other than Norway that has implemented Directive 2003/71/EC (as amended, together with any applicable implementing measures in any Member State, the "Prospectus Directive"), this presentation is only addressed to and is only directed at qualified investors in that Member State within the meaning of the Prospectus Directive.
- For the UK based investors—This presentation is only being distributed to and is only directed at persons in the United Kingdom that are (i) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "Order") or (ii) high net worth entities, and other persons to whom this presentation may lawfully be communicated, falling within Article 49(2)(a) to (d) of the Order (all such persons together being referred to as "relevant persons"). This presentation must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this presentation relates is available only to relevant persons and will be engaged in only with relevant persons.



BW LPG

Agenda

- Highlights
- Market Dynamics
- Financial Update
- Summary & Outlook
- Q & A



Highlights

	Q4 2018	Q4 2017	FY 2018	FY 2017
VLGC Daily TCE ¹	\$21,300	\$17,800	\$18,400	\$18,600
LGC Daily TCE ¹	\$1,800	\$14,100	\$8,300	\$12,600
Net Revenue (in USD million)	85	79	301	335
EBITDA (in USD million)	36	26	104	126
Loss after tax, before non-recurring items (in USD million)	(1)	(18)	(45)	(51)
Loss after tax (in USD million)	(34)	(19)	(72)	(45)
EPS ² , before non-recurring items	(0.00)	(0.13)	(0.31)	(0.34)
EPS ²	(0.24)	(0.14)	(0.51)	(0.30)
Earnings Yield ³			(16.9%)	(6.4%)
ROE ⁴			(7.0%)	(4.1%)
ROCE ⁴			(1.1%)	0.1%
Leverage ratio ⁵			55.5%	55.5%

- On 8 October 2018, BW LPG withdrew its proposal to combine with Dorian LPG
- In Q4 2018, BW LPG recognised a provision for vessel impairment of USD 34 million



[1] TCE rates per day presented above are inclusive of both commercial waiting and technical offhire days (i.e. 100% of calendar days)

[2] EPS (earnings per share) is computed based on the weighted average number of shares outstanding less treasury shares during the period

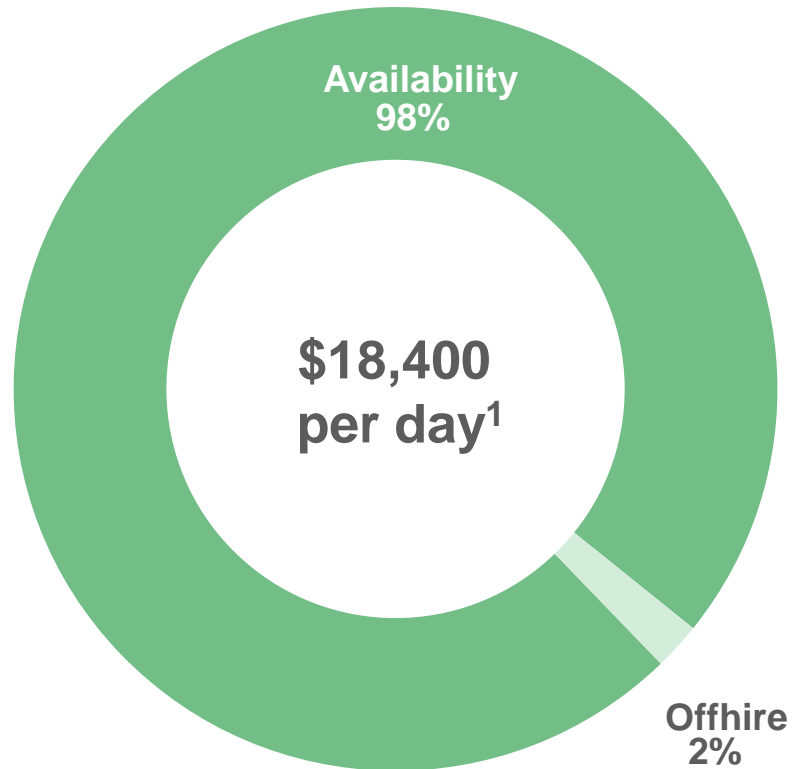
[3] Earnings yield is computed as EPS divided by 28 December 2018 share price in USD terms

[4] ROE (return on equity) and ROCE (return on capital employed) is computed based on the average equity and capital employed at the end and beginning of the period

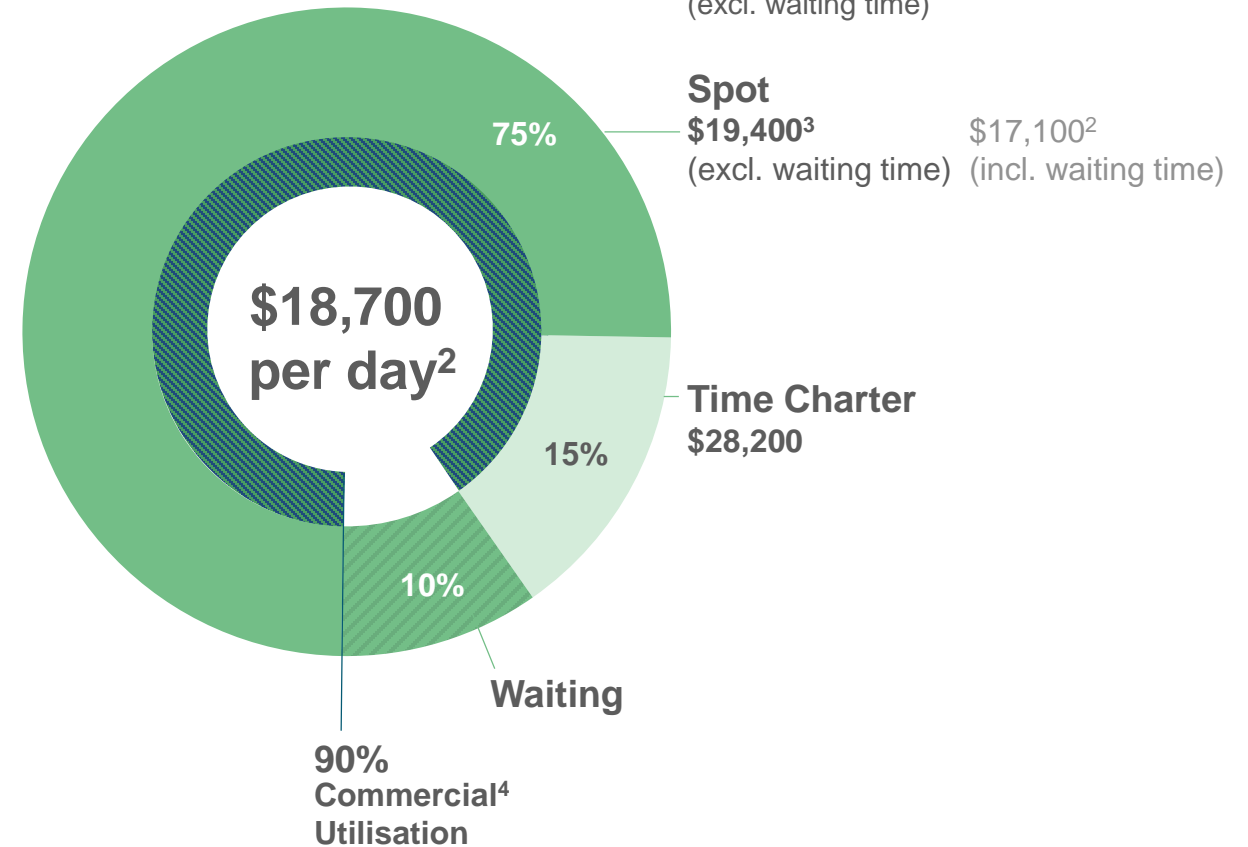
[5] Leverage ratio is computed as total debt over total debt plus equity

Commercial Performance 2018 VLGC Fleet

► Calendar Days



► Available Days

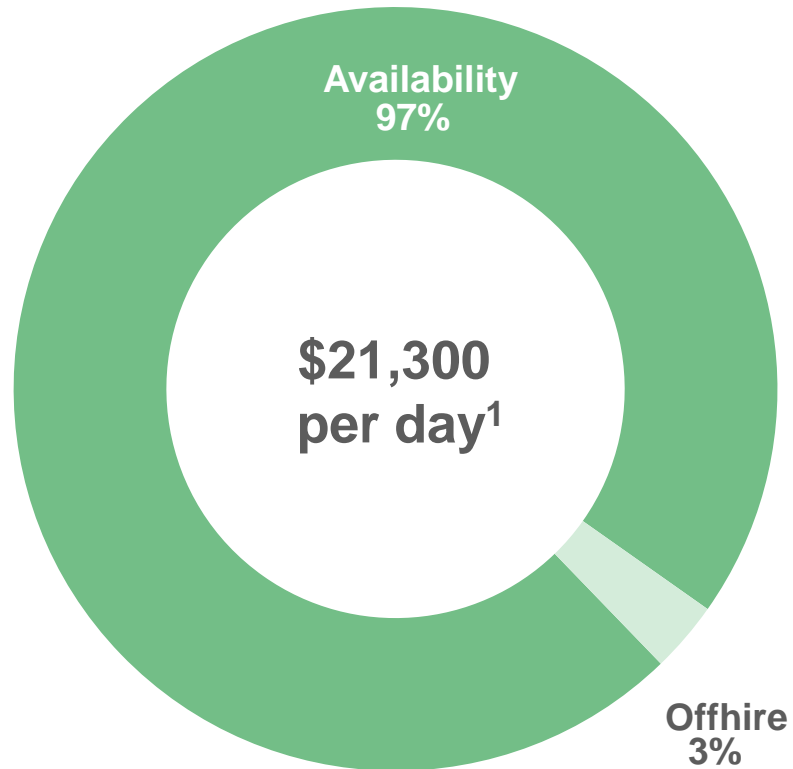


Spot Market Index
2018 – Baltic VLGC
\$17,300
(excl. waiting time)

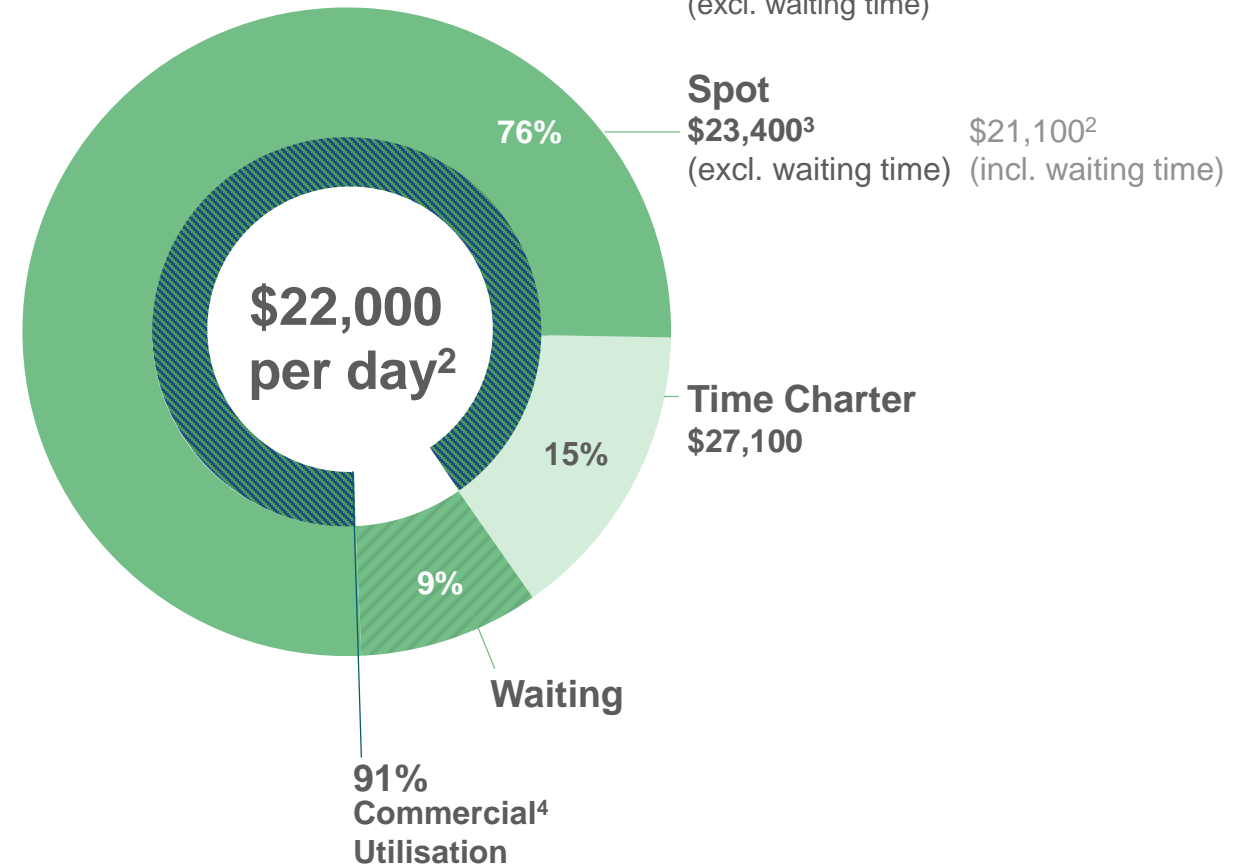
[1] TCE rates per day are inclusive of both commercial waiting and technical offhire days (i.e. 100% of calendar days)
 [2] TCE rates per day are inclusive of commercial waiting days and exclusive of technical offhire days (i.e. 100% of available days)
 [3] TCE rates per day are exclusive of both commercial waiting and technical offhire days
 [4] Commercial Utilisation is calculated with available days. Using calendar days (i.e. including technical offhire days), utilisation was 88%

Commercial Performance Q4 2018 VLGC Fleet

► Calendar Days



► Available Days



Spot Market Index
Q4 2018 – Baltic VLGC
\$25,300
(excl. waiting time)

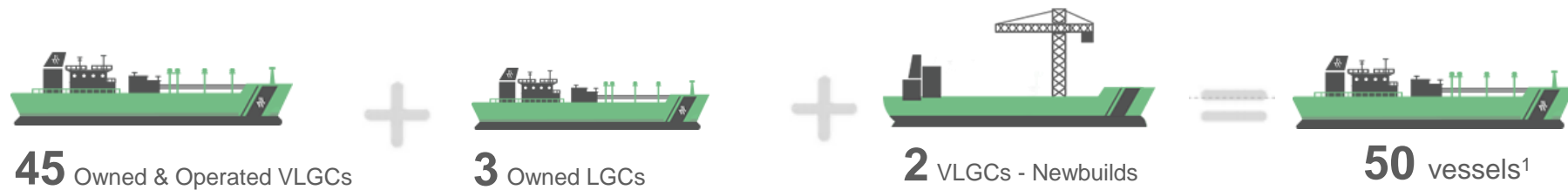
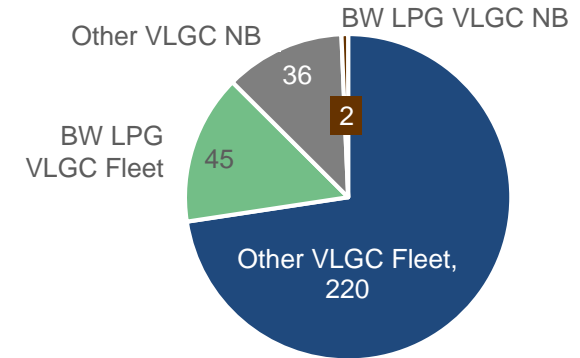
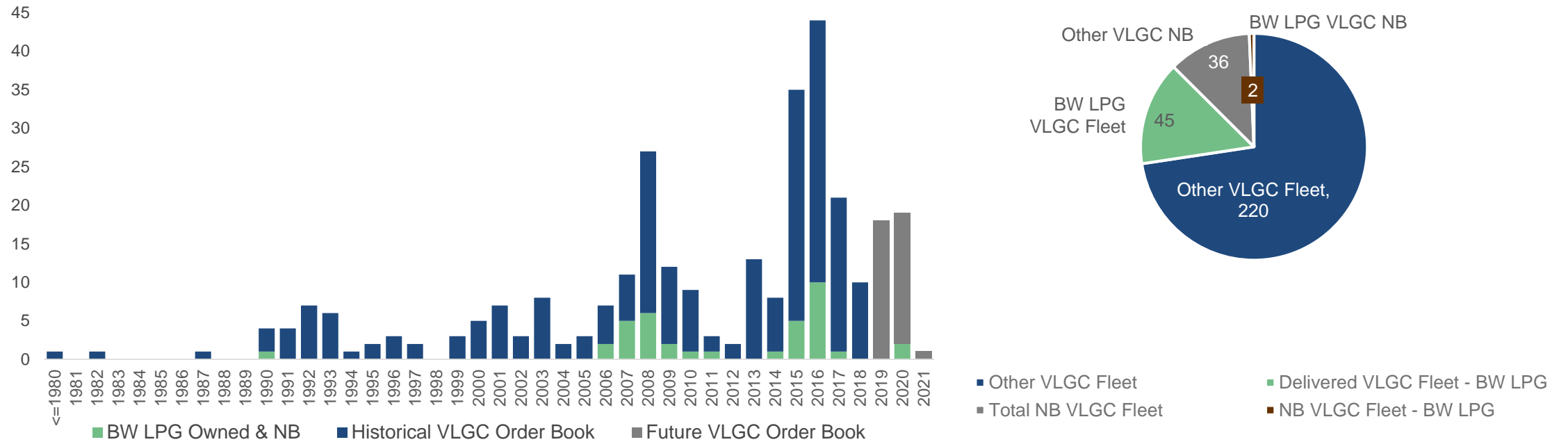
[1] TCE rates per day are inclusive of both commercial waiting and technical offhire days (i.e. 100% of calendar days)
[2] TCE rates per day are inclusive of commercial waiting days and exclusive of technical offhire days (i.e. 100% of available days)
[3] TCE rates per day are exclusive of both commercial waiting and technical offhire days
[4] Commercial Utilisation is calculated with available days. Using calendar days (i.e. including technical offhire days), utilisation was 88%

Global VLGC & BW LPG Fleet Profile

265 ships on water with 10 ships delivered as of 31 December 2018. Orderbook at 38 with expected deliveries from 2019 to 2021

Global VLGC Fleet Profile¹ — Average Age: 9.4 years

BW LPG VLGC Market Share² of 16%



Source: BW LPG analysis, Clarksons

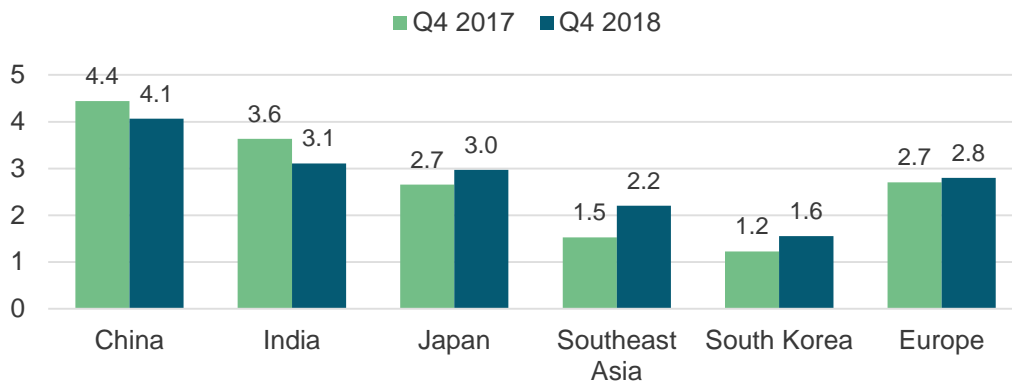
[1] As of 31 December 2018

[2] Owned and Operated VLGCs including newbuildings

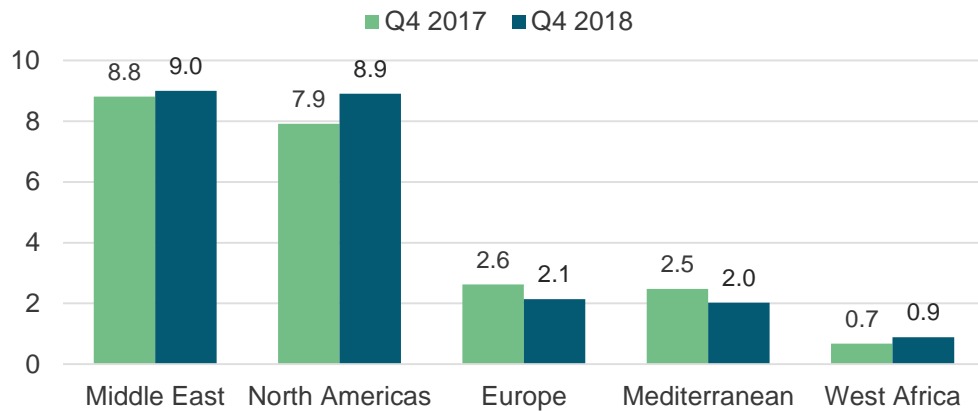
Fourth Quarter 2018 Seaborne LPG Trade Overview

Total seaborne LPG trade up 4% year over year due to growth in North America and Middle East exports, supported by higher imports from Southeast Asia, South Korea and Japan.

Quarterly Seaborne LPG Imports by Country/Region (Million tons)



Quarterly Seaborne LPG Exports by Country/Region (Million tons)



Comments

Imports

- China imports down 8% in Q4 year over year. However, total China 2018 imports increased by 6% from 2017, as the first nine months of 2018 showed growth compared to last year.
- India imports down 14% in Q4 year over year. Similarly, total India imports in 2018 increased by 5% due to strong growth in import in Q2 and Q3 2018.
- Q4 imports from both Japan and South Korea increased, by 11% and 33% respectively year over year. Both countries observed a decline in volumes from Middle East and an increase in volumes from North America.
- Southeast Asia imports up 47% in Q4 year over year, mainly driven by strong growth in Indonesia.

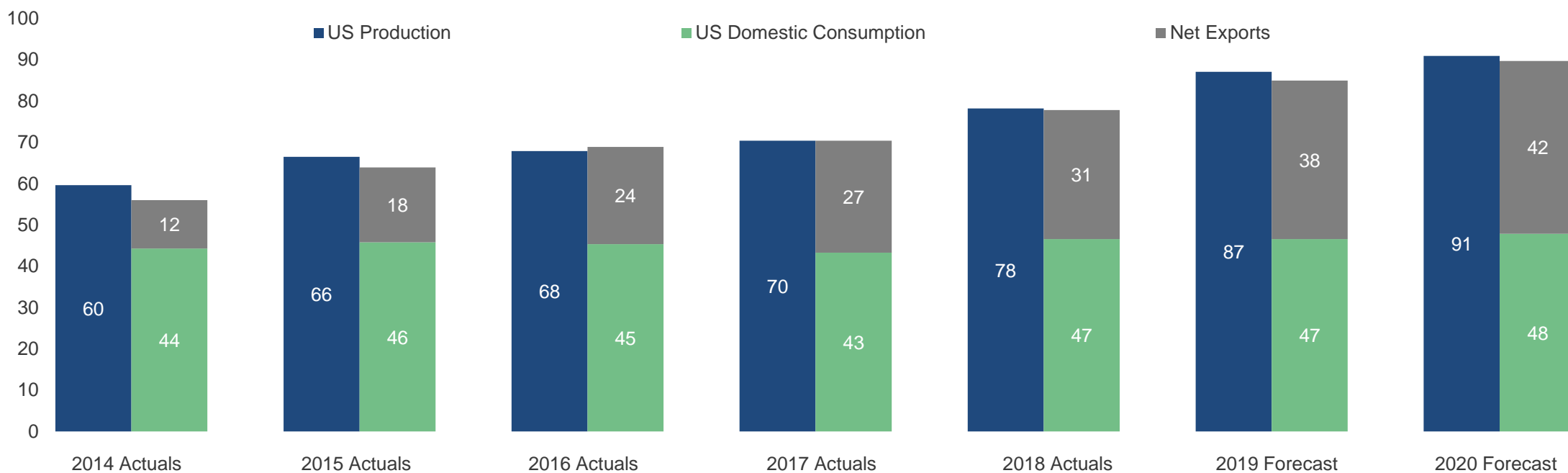
Exports

- Middle Eastern exports up 2% in Q4 year over year. As Iranian sanctions take precedent, export from Iran has decreased. However, displaced volume from Iran are replaced by increase in exports from Saudi Arabia, Qatar, and United Arab Emirates. India, China and Southeast Asia remain primary destinations.
- North America exports up 12% in Q4 year over year driven by stronger regional trade and an increase in volumes to Europe. Exports to the Far East increased, as lower exports to China was countered by higher exports to Japan and South Korea.
- Europe exports down by 18% in Q4 year over year due to a decline in all major exporters including Norway and Russia.
- Mediterranean exports down 18% in Q4 year over year driven by a decline in Algerian exports, with regional trade accounting for approximately 90% of total export volumes.

US LPG Supply – Demand Outlook

Based on latest EIA forecast, 2019 US LPG net exports are expected to grow by 23% to 38 million tons due to increased production and flat domestic consumption.

US LPG Snapshot (Million tons)



Item / Year	2018	2019E	2020E
US LPG Production Growth	11.0%	11.3%	4.4%
US LPG Domestic Demand	4.5%	0.1%	2.7%
US LPG Net Export Growth	15.1%	22.8%	9.2%





Fourth Quarter 2018 Income Statement

Income Statement (Figures in USD Thousands)	Q4 2018	Q4 2017	FY 2018	FY 2017
Revenue	154,255	121,955	521,754	491,752
Voyage expenses	(69,631)	(42,648)	(220,858)	(156,318)
TCE income	84,624	79,307	300,896	335,434
Other operating income	-	-	3,039	5,607
Charter hire expenses	(16,777)	(15,397)	(66,874)	(68,712)
Other operating expenses	(32,187)	(37,982)	(132,972)	(146,815)
Operating profit before depreciation, amortisation and impairment (EBITDA)	35,660	25,928	104,089	125,514
Amortisation charge	-	(1,227)	(2,650)	(4,911)
Depreciation charge	(24,604)	(29,682)	(98,022)	(122,428)
Gain on disposal of vessels	-	-	-	9,826
Gain on disposal of assets held-for-sale	-	561	5,727	577
Impairment charge on a vessel that was reclassified to asset held-for-sale	-	(1,945)	-	(4,552)
Impairment charge on vessels	(33,500)	-	(33,500)	-
Operating (loss)/profit (EBIT)	(22,444)	(6,365)	(24,356)	4,026
Finance expense – net	(11,760)	(11,734)	(46,992)	(47,730)
Share of loss of a joint venture	-	(548)	(864)	(548)
Loss before tax for the financial period/year	(34,204)	(18,647)	(72,212)	(44,252)
Income tax credit/(expense)	74	(369)	(178)	(544)
Loss after tax for the financial period/year (NPAT)	(34,130)	(19,016)	(72,390)	(44,796)
Other comprehensive (loss)/income, net of tax	(11,086)	4,617	3,071	3,693
Total comprehensive loss for the financial period/year	(45,216)	(14,399)	(69,319)	(41,103)



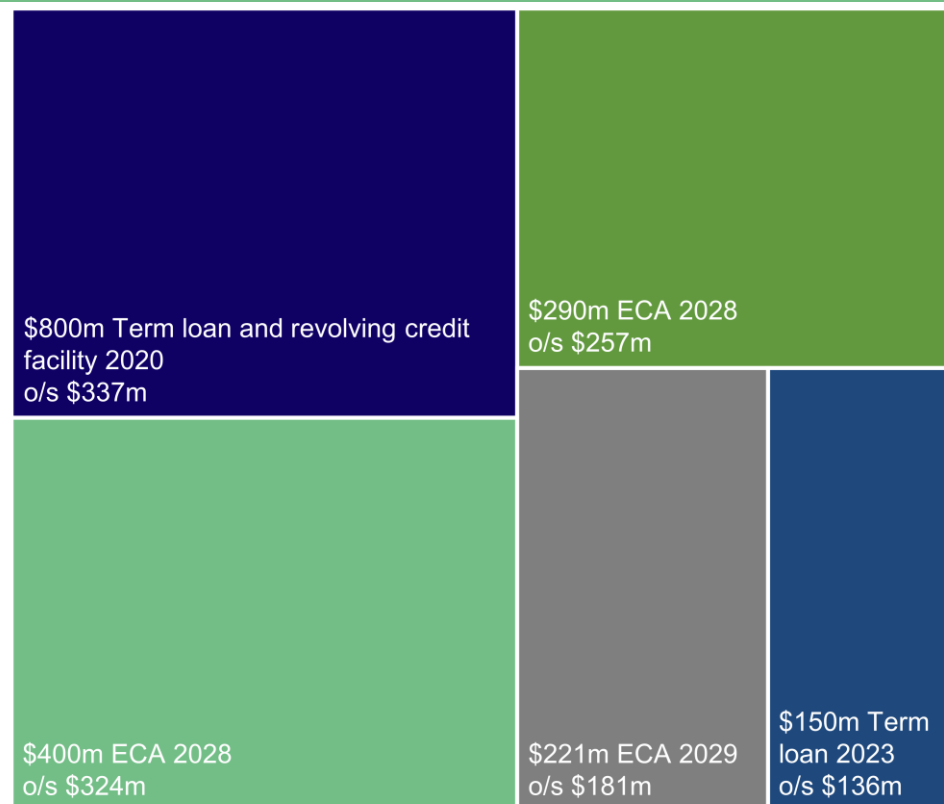
Fourth Quarter 2018 Balance Sheet & Cash Flows

Balance Sheet (Figures in USD Thousands)		31 December 2018	31 December 2017
Total non-current assets		2,071,098	2,179,294
Total current assets		188,846	276,012
Total assets		2,259,944	2,455,306
Total shareholders' equity		983,625	1,073,548
Total non-current liabilities		1,103,200	1,076,329
Total current liabilities		173,119	305,429
Total liabilities		1,276,319	1,381,758
Total equity and liabilities		2,259,944	2,455,306

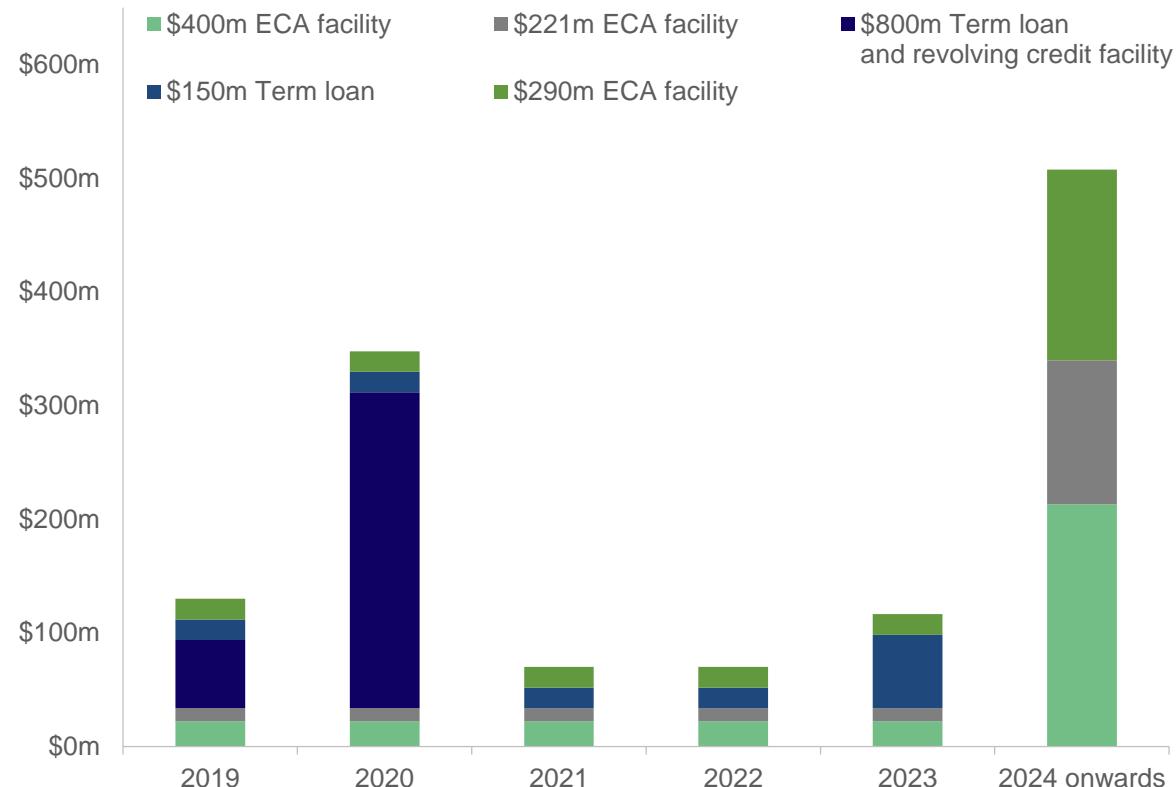
Cash Flows (Figures in USD Thousands)		Q4 2018	Q4 2017	FY 2018	FY 2017
Cash flows from operating activities					
Loss before tax for the financial period/year		(34,204)	(18,647)	(72,212)	(44,252)
Adjustments and changes in working capital		59,633	25,456	161,539	116,536
 Net cash provided by operating activities		25,429	6,809	89,327	72,284
 Net cash provided by/(used in) investing activities		223	(9,749)	75,744	25,019
 Net cash (used in)/provided by financing activities		(21,643)	3,748	(171,544)	(121,318)
 Net increase/(decrease) in cash and cash equivalents		4,009	808	(6,473)	(24,015)
Cash and cash equivalents at beginning of the financial period/year		46,066	55,740	56,548	80,563
Cash and cash equivalents at end of the financial period/year		50,075	56,548	50,075	56,548

Financing

Gross Debt¹



Repayment Profile



Figures in USD Million (as of 31 December 2018)

Gross debt ¹	1,234.7	Undrawn amounts under revolving credit facility	165.0
Cash	50.1	Cash	50.1
Net debt	1,184.6	Available liquidity	215.1

With the adoption of the new lease accounting standards (IFRS 16) effective 1 January 2019, all existing loan facility agreements have been amended in December 2018 to reduce the minimum Adjusted Equity Ratio from 35% to 25%. Furthermore, BW Group's minimum ownership requirement was also reduced from 35% to 20%

[1] Includes capitalised fees and interest payable

Summary and Outlook

Summary

- 2018 Net Revenue of USD 301 million, EBITDA of USD 104 million and Loss after tax of USD 72 million, resulting in a Loss per share of \$0.51
- On 8 October 2018, BW LPG withdrew its proposal to combine with Dorian LPG
- In Q4 2018, BW LPG recognised a provision for vessel impairment of USD 34 million

Events occurring after 31 December 2018

- On 21 January 2019, BW Helios was delivered for recycling, generating USD 7 million in liquidity and net book gain of USD 2 million
- On 25 February 2019, BW LPG established a new Product Services Division to support its core shipping business
- BW LPG is in advanced discussions with lenders to refinance the USD 800 million term loan and revolving credit facility due in November 2020

Outlook

- Contract coverage is 13% for 2019
- In the near term we expect continued high U.S. LPG production to support the widening of the geographical LPG price spreads and increases in freight rates as the cold U.S. winter comes to an end and consumption reverts to normal levels
- We remain cautiously optimistic for the full year 2019 due to sustained U.S. LPG production growth and incremental export volumes being added from other key loading areas such as Australia and Canada. However, increased demand for VLGC's from the growing LPG exports will partly be offset by a high level of newbuild deliveries
- We maintain our neutral view on Middle East exports as incremental regional growth is expected to compensate for the effects from the re-imposed sanctions on Iran and effects from the announced OPEC cuts



Q & A

Appendix

International Financial Reporting Standard (IFRS) 16 – Leases (effective 1 January 2019)

Modified retrospective approach to adopt IFRS 16

- No restatement of comparative numbers. For 2019 quarters we will show the effect of IFRS 16 for each of the affected P&L lines to facilitate comparison with previous quarters

Balance Sheet

- Adoption of IFRS 16 mainly results in operating lease commitments being recognised on the balance sheet
- As at 31 December 2018, BW LPG reported a total lease commitment amounting to USD 401 million, arising from a total of nine time charter-in vessels and one bareboat charter. Of these, two time charter-in vessels will commence in January 2020
- Lease commitments will be separated into lease and non-lease components. The net present value of the lease component will be capitalised as lease liabilities and right-of-use (ROU) assets of USD 180 million¹ and USD 179 million², respectively

NPAT

- Charter hire expenses for 2019 on existing lease commitments is expected to be USD 55-65 million. Following the adoption of IFRS 16, this will be replaced with the following expenses:
 - Service costs³ on charter in vessels (non-lease component)
 - Depreciation of ROU assets, recognised over the remaining lease period on a straight-line basis
 - Interest expense, amortised using a theoretical incremental borrowing rate
- Net profit after tax (NPAT) for 2019 should decrease slightly due to the front-loading effect from the amortisation of the lease liabilities

Covenants

- As at 1 January 2019, the Adjusted Equity ratio is expected to decrease by approximately 3% as a result of the recognition of the lease liabilities
- In December 2018, BW LPG amended all existing facility agreements to reduce the minimum Adjusted Equity ratio from 35% to 25%, with the adoption of IFRS 16

¹ Net present value of future lease payments of seven time charter-in vessels and one bareboat-in vessel

² Practical approach taken to reduce ROU assets by the USD 1 million provision of onerous contracts, instead of assessing for impairment of the ROU assets at 1 January 2019

³ Service costs are estimated based on operating expenses for comparable vessels

Charter Portfolio 2018 – 2019

VLGC Segment	FY 2018		2019E	
	Days	% of Total	Days	% of Total
Total Days (Net of Offhire)	15,548	100%	15,123	100%
Time charter	2,278	15%	1,721	11%
Spot	13,270	85%	13,402	89%
TCE Rates	FY 2018		2019E	
Time charter	\$28,210		\$27,073	
Spot	\$17,090		-	

LGC Segment	FY 2018		2019E	
	Days	% of Total	Days	% of Total
Total Days (Net of Offhire)	1,133	100%	724	100%
Time charter	693	61%	362	50%
Spot	440	39%	362	50%
TCE Rates	FY 2018		2019E	
Time charter	\$14,320		\$19,804	
Spot	n.a.		-	

Total Contract Coverage	FY 2018	2019E
VLGC + LGC Fleet	18%	13%

VLGC Segment	Q4 2018	
	Days	% of Total
Total Days (Net of Offhire)	3,830	100%
Time charter	566	15%
Spot	3,264	85%
TCE Rates	Q4 2018	
Time charter	\$27,140	
Spot	\$21,070	
VLGC TCE Rate (Net of Offhire)	\$21,970	

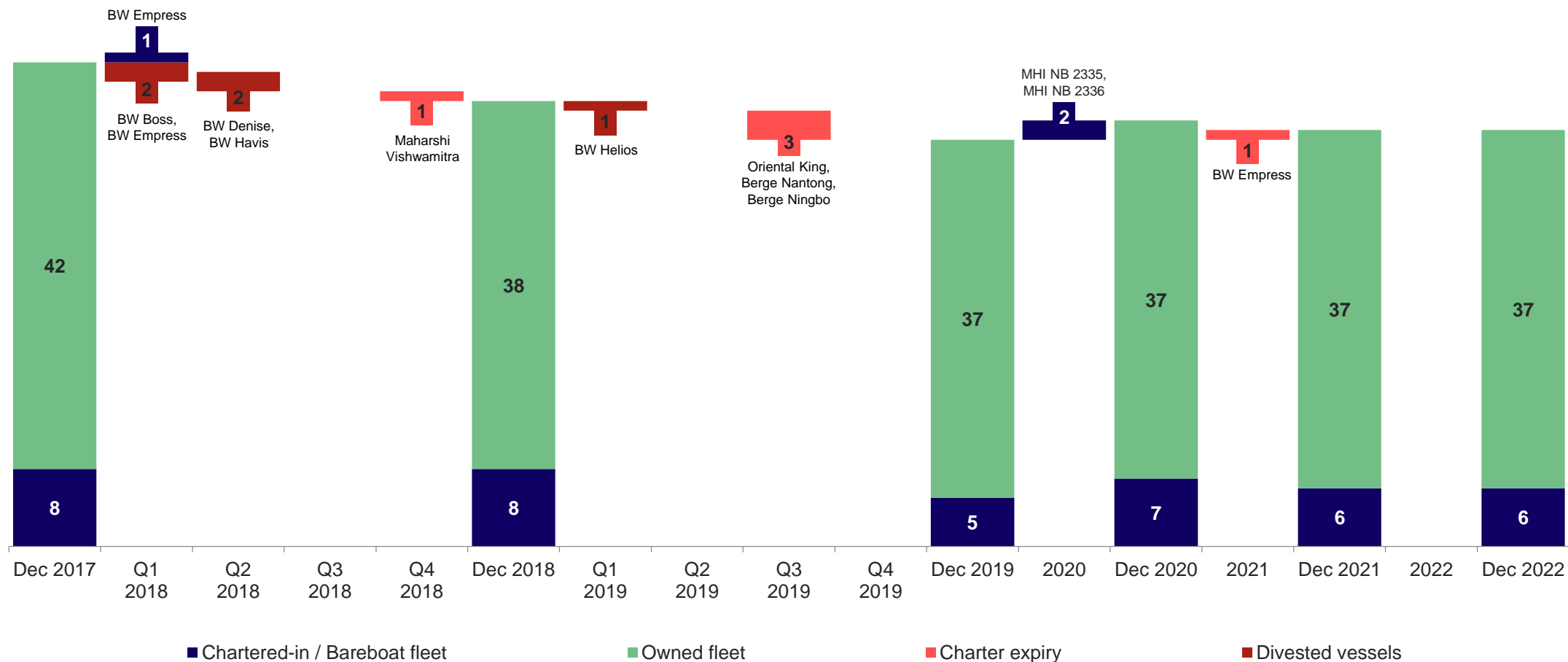
LGC Segment	Q4 2018	
	Days	% of Total
Total Days (Net of Offhire)	281	100%
Time charter	70	25%
Spot	211	75%
TCE Rates	Q4 2018	
Time charter	\$13,010	
Spot	n.a.	
LGC TCE Rate (Net of Offhire)	\$1,800	

Total Contract Coverage	Q4 2018
VLGC + LGC Fleet	15%

- Spot days are calculated as total ship days (365 days per available vessel) less planned maintenance (including dry docking days) and less expected time charter days
- Time charters are calculated based on contracted duration. It is likely that the Company renews some or all of its time charters in the future, at rates reflecting the fixed income market outlook at time of renewal

BW LPG Fleet Development (Detailed)

Timeline Based on Current Contracts



Note: The fleet timeline assumes that vessels on time charter-in will be redelivered at charter expiry

Fleet List

Modern fleet of 50 vessels built at leading shipyards (as of 31 December 2018)

Owned VLGCs (100% Ownership)

Name	Year	Shipyard	Name	Year	Shipyard
BW Aries	2014	Hyundai H.I.	BW Malacca	2016	DSME
BW Austria	2009	DSME	BW Mindoro	2017	DSME
BW Balder	2016	Hyundai H.I.	BW Njord	2016	Hyundai H.I.
BW Birch	2007	Hyundai H.I.	BW Oak	2008	Hyundai H.I.
BW Brage	2016	Hyundai H.I.	BW Odin	2009	Hyundai H.I.
BW Carina	2015	Hyundai H.I.	BW Orion	2015	Hyundai H.I.
BW Cedar	2007	Hyundai H.I.	BW Pine	2011	Kawasaki S.C.
BW Confidence	2006	Mitsubishi H.I.	BW Prince	2007	Hyundai H.I.
BW Elm	2007	Hyundai H.I.	BW Princess	2008	Hyundai H.I.
BW Freyja	2016	Hyundai H.I.	BW Sakura	2010	Mitsubishi H.I.
BW Frigg	2016	Hyundai H.I.	BW Thor	2008	Hyundai H.I.
BW Gemini	2015	Hyundai H.I.	BW Trader	2006	DSME
BW Leo	2015	Hyundai H.I.	BW Tucana	2016	Hyundai H.I.
BW Liberty	2007	DSME	BW Tyr	2008	Hyundai H.I.
BW Libra	2015	Hyundai H.I.	BW Var	2016	Hyundai H.I.
BW Lord	2008	DSME	BW Volans	2016	Hyundai H.I.
BW Loyalty	2008	DSME	Berge Summit	1990	Mitsubishi H.I.
BW Magellan	2016	DSME			

Total 35 vessels (2.9 million CBM and Average Age - 7 years)

Chartered / Bareboat VLGCs

Name	Year	Shipyard	Charter type
Berge Nantong	2006	Hyundai H.I.	Time charter
Berge Ningbo	2006	Hyundai H.I.	Time charter
BW Empress	2005	Mitsubishi H.I.	Bareboat
BW Kyoto	2010	Mitsubishi H.I.	Time charter
BW Messina	2017	DSME	Time charter
BW Tokyo	2009	Mitsubishi H.I.	Time charter
Oriental King	2017	Hyundai H.I.	Time charter
Yuricosmos	2010	Mitsubishi H.I.	Time charter

Total 8 vessels (0.7 million CBM and Average Age - 9 years)

Owned LGCs

Name	Year	Shipyard	Ownership (%)
BW Helios ¹	1992	Kvaerner-Govan	100%
BW Nantes	2003	Kawasaki S.C.	100%
BW Nice	2003	Kawasaki S.C.	100%

Total 3 vessels (0.2 million CBM and Average Age - 19 years)

VLGCs in BW Global United LPG India Private Limited

Name	Year	Shipyard	Ownership (%)
BW Boss	2001	Kawasaki H.I.	50%
BW Energy	2002	Kawasaki H.I.	50%

Total 2 vessels (0.2 million CBM and Average Age - 17 years)

Newbuild VLGCs

Name	Delivery	Shipyard	Ownership
Hull No. 2335	2020	Mitsubishi H.I.	Time charter
Hull No. 2336	2020	Mitsubishi H.I.	Time charter

Total 2 vessels (0.2 million CBM)

[1] Sold in January 2019

Glossary of Terms

Terms	Explanation
Time Charter	Charter hires with a fixed hire rate for a fixed duration (term of charter)
Spot	Charter hires negotiated on spot/market rates
Available Days	Calendar days less planned and unplanned technical offhire days
Commercial Utilisation Rate	$\text{Available days less commercial waiting days, divided by available days}$
Fleet Utilisation Rate	$\text{Available days less commercial waiting days, divided by calendar days}$



BW LPG

BW LPG Limited
10 Pasir Panjang Road
Mapletree Business City
#17-02
Singapore 117438

www.bwlpq.com

Telephone: +65 6705 5588

Investor Relations
Email: investor.relations@bwlpq.com