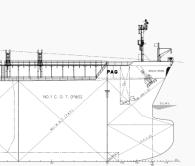
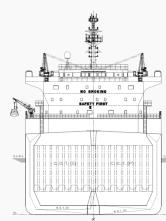
**Tankerska Next Generation**X-XII & I-XII 2017





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Total number of vessels: 6

ECO design MR Product tankers: 4

ICE class MR Product tankers: 2

TNG's MR average age owned vessels 3.7 years

Cargoes: Refined oil products such as fuel oil, gas oil, gasoline, naphtha and jet fuel

Customers: Oil majors and oil traders



MT Vukovar, built: 2015

ECO design MR product tanker

Lenght/width: 183/32 m

Cargo capacity: 49,990 dwt

MT Zoilo, built: 2015

ECO design MR product tanker

Lenght/width: 183/32 m

Cargo capacity: 49,990 dwt

MT Dalmacija, built: 2015 ECO design MR product tanker

Lenght/width: 183/32 m

Cargo capacity: 49,990 dwt

MT Pag, built: 2015

ECO design MR product tanker

Lenght/width: 183/32 m

Cargo capacity: 49,990 dwt

MT Velebit, built: 2011

ICE class MR product tanker

Lenght/width: 195/32 m

Cargo capacity: 52,554 dwt

MT Vinjerac, built: 2011

ICE class MR product tanker

Lenght/width: 195/32 m

Cargo capacity: 51,935 dwt

# Comments from the CEO

Interim management report

During the second part of 2017 the time charter market showed a slight recovery, but looking back at the past year as a whole the market conditions put a number of challenges in front of ship-owners in order to maximize the commercial potential of the fleet.

Despite the market volatility that characterized 2017, Tankerska Next Generation reached an EBITDA of USD 17.6 million relying on three vessels that hold three-year time charter contracts alongside to the solid contribution of the vessels operating on the spot market.

Taking into account the challenging market environment, the three vessels whose time charter contracts expired in 2016 were more strongly engaged in the spot market during 2017, thus achieving a better commercial result than it could have been achieved by contracting them on time charter during the past period.

Stronger fleet engagement in the spot market has resulted in a stable financial position and allowed TNG to reach an operating profit of USD 9.6 million.

Adjusting the fleet employment strategy to the current market conditions offered management enough flexibility to ease the current market volatilities, and resulted in an increase of revenues during the reporting period. Using this mix between voyage and time charter contracts allows Tankerska Next Generation to timely react to the expected long term positive changes in the freight rate market.

Intensive focus on the cost effectiveness of the fleet operations allowed TNG to maintain the expenses on the last year's level which helped to build solid foundations for the business operations in 2018 and expected recovery in freight rates.

Following some of the key indicators, such as rising oil demand which shows stability, strengthening of the global economic activity, and reducing of oil derivatives reserves, it is possible to expect additional demand for tonne mile in the tanker product segment. According to available

market analysis and the projections of order books, backed by the solid growth in consumption and refined cargo-targeted export and projected economic growth, we expect market recovery in the medium term.

During the next period TNG's management will focus on activities aimed at achieving the optimal structure of employment and providing the resources needed to continue with balanced business operations, while adapting to the changes in the regulatory environment related to the entry into force of Sulphur emission regulations and the application of the ballast water management convention, and securing the resources for the implementation of the regulatory requirements.

Results for 12 m	onths of 2017:
Vessel revenues: EBITDA: EBIT: Net profit:	44.099 mil. USD 17.569 mil. USD 9.639 mil. USD 5.124 mil. USD
TCE net: OPEX:	15,525 USD/day 6,891 USD/day

John Karavanić, CEO

# Market environment

Interim management report

The expected growth of the world economy in 2017 is projected at  $3.7^1$  percent, which is 0.1 percentage point faster than projected in the fall and 1/2 percentage point higher than in 2016.

IMF growth estimates and projections for the next two years published in January show a certain improvement (+0,2%)<sup>1</sup> relative to the previously published projections with an expected global growth of 3.9% <sup>1</sup> in both 2018 and 2019.

An increase in positive market sentiment has been recorded around the world on the basis of positive trends in economic activity. Some 120 economies, accounting for three quarters of world GDP, have seen a pickup in growth.

Growth rates shown to be higher than short-term projections published in September for developed economies such as Germany, Japan, Korea, and the United States, while emerging economies like Brazil, China and South Africa also surpassed this year's IMF projections.

An improving global growth outlook, weather events in the United States, the extension of the OPEC+ agreement to limit oil production, and geopolitical tensions in the Middle East have supported crude oil prices which rose to 66 USD by the end of the year which is an increase of 20 percent from August.

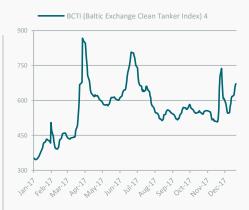
In the segment of product tankers during the fourth quarter the market showed some positive trends in the East attributable to higher demand for derivatives which benefited to transpacific trade and the exports from North Asia due to higher demand on the West Coast US, Latin America and Australia.

On the other hand, the Atlantic trade firmed up for a short period of time during the fourth quarter as the refineries in the Gulf of Mexico reached the level of production prior to Hurricane Harvey.

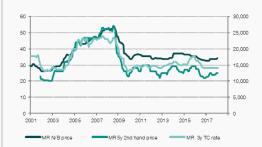
Meanwhile, MR product tanker supply is still significantly decelerating, with 64² new build units delivered in 2017, and with 14 vessels scrapped during the course of the year. Comparing these numbers to the 2016 when a total of 94² new units were delivered, this is a significant slowing down in supply , while the order book for 2018 is currently at 60² new MR's, with another ten vessels expected to be scrapped.

This kind of slowing down in vessel supply alongside with the positive trends on the oil derivatives market, plus the expected drop in oil supply should result in a positive trend in 2018.

Current eco MR ship-owner expectations for one year hire with immediate delivery are at a level of USD 15,250³ per day.



Newbuild price, 2<sup>nd</sup> hand price and 3 year time charter <sup>5</sup>

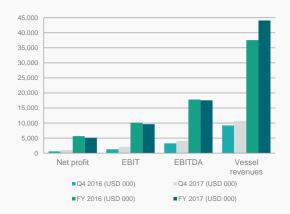


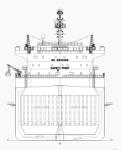
- 1 IMF World economic outlook, January 2018
- 2 Maersk broker, December 2017
- 3 Clarksons, Tanker Matrix Report, Februar
- 4 Baltic exchange, BCTI, February 2018 5 ABN AMRO shipping daily chartbook, February 2018

# Results

SELECTED FINANCIALS	October - December 2016 (HRK 000)	January – December 2016 (HRK 000)	October - December 2017 (HRK 000)	January – December 2017 (HRK 000)	October - December 2016 (USD 000)	January – December 2016 (USD 000)	October - December 2017 (USD 000)	January – December 2017 (USD 000)
Vessel revenues	79,570	269,471	64,277	276,491	9,231	37,591	10,701	44,099
EBITDA	30.158	127,887	24.480	110.156	3.245	17.840	4,085	17,569
EBIT	13,419	72,362	12,536	60,439	1,291	10,094	2,100	9,639
LDIT	13,419	72,302	12,330	00,433	1,291	10,034	2,100	9,039
Net profit	4,115	40,608	6,456	32,132	574	5,665	1,083	5,124







# Results for the full year 2017

Interim management report

TNG's revenues in 2017 reached HRK 276.5 mil. (USD 44.1 mil.), and were slightly higher compared to the previous year, while EBITDA amounted to USD 110.1 mil. HRK (USD 17.6 mil.), which compared to HRK 127.9 in 2016 represents a decrease of 13.8%. TNG net profit in 2017 amounted to HRK 32,1 million (USD 5.12 mil.), but if the result is approximated at the exchange rate used in the last year's results calculation it would amount to HRK 36.7 million.

Operating profit for 2017 amounted to HRK 60.4 mil. (USD 9.6 mil.) and it is a result of (i) income stability brought in by the time charter contracts, (ii) contributions from Velebit, Vinjerac and Pag in the spot market. These positive trends were moderated by the (iii) increased costs as a result of higher exposure to the spot market and the oneoff costs associated to the regular fiveyear drydocking of Vinjerac, which ended in the beginning of 2017, (iv) the correction of the spot hire rates, (vi) a slightly lower level of utilization of 96.9% due to vessel repositioning in the second guarter and (v) appreciation of the kuna against the US dollar.

The increase in ship revenues in 2017 primarily reflects the change in employment strategy of Vinjerac, Velebit and Pag. With the three vessels on the spot market during the significant part of the year TNG as a ship owner covers the voyage-related costs, contrary to the time-charter contracts where the charterer covers the voyage-related costs. This significant part of the expenses is compensated through increased revenues.

The average TCE net rate of the vessels during 2017 was recorded at 15,525 USD, and shows a slight decrease from the 15,583 USD recorded in 2016 following the change in market terms.

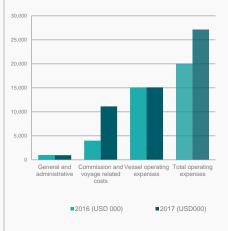
Year 2017 was predominately marked with usual vessel operating expenses, except for the one off costs associated with m/t Vinjerac drydocking which ended in January and partly burdened the first quarter result. In spite of that, the vessel operating expenses were slightly decreased and amount to HRK 15.09 million.

Fees and voyage associated costs amounted to HRK 69.8 million in 2017, which is a significant increase from HRK 28.6 million recorded in 2016. This significant increase came as a result of the transfer of m/t Vinjerac, Velebit and Pag to the spot market where the voyage-related costs are paid by the ship owner, contrary to the time-charter contracts where the charterer covers the voyage-related costs.

The total operating expenses in 2017, amount to HRK 170.4 million (USD 27.2 mil.). The significant increase from the level recorded in 2016 (+18%) came as a result of the transfer of m/t Vinjerac, Velebit and Pag to the spot market which increased the commissions and voyage related costs.

Depreciation expenses in 2017 were HRK 49.7 million (USD 7.93 mil). All the vessels in operation are depreciated over an estimated useful life span of 25 years on a straight line basis to their residual value, which represents their scrap value on the international market.

General and administrative expenses in, 2017 amounted to HRK 6.0 million (0.96 mil. USD), and show an 4.3% decrease in comparison to the previous year due to more efficient control of the expenses.



# Results for the fourth quarter of 2017

Revenues in the fourth quarter of 2017 amounted to HRK 66.01 mil. (USD 10.98 mil.), EBITDA was recorded at HRK 24.5 mil. (USD 4.1 mil.). The Company's net profit in the fourth quarter of 2016 amounted to HRK 6.5 mil. (USD 1.1 mil.). Operating profit for the fourth quarter of 2017 amounts to HRK 12.5 million (USD 2.1 mil.) and is the result of a combination of voyage charter and time charter employment which mitigated the volatility of the hire rates in the market.

In the fourth quarter of 2017, vessels revenues reached HRK 64.3 million (USD 10.7 mil.), which is a decrease in kunas from the same period last year, while in the operative currency (USD) the revenues show an increase of 15.9% from the level recorded in the fourth quarter of 2016. This trend is the result of a greater presence of the TNG fleet in the spot market, where the shipowner achieves nominally higher

revenue, but at the same time has increased voyage-related costs.

Average daily TCE of the fleet during the fourth quarter was recorded at USD 14.795, which is a 7,2% increase from the level recorded in the fourth quarter of last year due to the higher utilization of the fleet and better market terms than in Q4 2016.

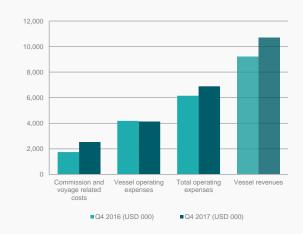
Vessel operating costs of the fleet amounted to HRK 24.97 mil. (USD 4.13 mil.) in the fourth quarter of 2017 and were slightly lower than in the fourth quarter of 2016 when they amounted to 4.19 mil. USD. The fourth guarter of 2017 was marked by the usual operating expenses, which were slightly lowered as a result of the efforts of management to optimize the operations, and as a result of the continuous optimization of the seafarers operations.

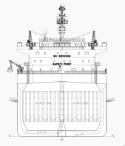
Interim management report

Commissions and voyage associated costs amounted to HRK 15.2 million (USD 2.5 million) in the fourth quarter of 2017, while in the fourth quarter of 2016 they amounted to HRK 13.6 million (USD 1.8 mil.). This increase is a result of the greater presence of the fleet on the spot market.

Depreciation costs in the fourth quarter of 2017 amounted to HRK 11.9 mil. (USD 1.99 mil.). All the vessels in operation are depreciated over an estimated useful life span of 25 years on a straight line basis to their residual value, which represents their scrap value on the international market.

General and administrative expenses were recorded at HRK 1.39 mil. and significantly reduced compared to the same period last year when they amounted to HRK 1.84 million.





# Operational data of the fleet

Interim management report

Vessel	Capacity (dwt)	Year built	Flag	Employment	Hire rate (USD)
Velebit	52,554	Q2 2011	Croatia	SPOT market	Voyage charter
Vinjerac	51,935	Q4 2011	Croatia	SPOT market	Voyage charter
Vukovar	49,990	Q2 2015	Croatia	Scorpio Time charter	17,250 (until Q2 2018)
Zoilo	49,990	Q3 2015	Croatia	Trafigura Time charter	17,750 (until Q3 2018)
Dalmacija	49,990	Q4 2015	Croatia	Trafigura Time charter	17,750 (until Q4 2018)
Pag	49,990	Q4 2015	Croatia	SPOT market	Voyage charter

# Average MR fleet age in years 12.00 9.00 6.00 3.00 0.00 Time charter contracts Voyage charter

Other

#### TNG's CURRENT FLEET

Currently TNG's fleet consists of six MR tankers in operation (Velebit, Vinjerac, Vukovar, Zoilo, Dalmacija and Pag). The Group owns an operating fleet which consists of two conventional ice class tankers and four eco-design modern product tankers with a total capacity of 300,000 dwt. On December 31st 2017, the average age of the vessel in TNG fleet is 3.71 years.

### CURRENT CHARTERING STRATEGY

During 2016 the time charter contracts for m/t Vinjerac, Velebit and Pag expired, and the new employment for the vessels was contracted in accordance with the current market terms and expected hire rates, while taking into account the operational needs of m/t Vinjerac and m/t Velebit 5-year drydocking. The vessels were transferred to spot market with

goal to achieve the beneficial effect to the operational efficiency and optimal geographical positioning before the drydock, which resulted in lower expenses of the drydocks themselves.

#### Velebit, Pag, Vinjerac

TNG currently operates Velebit, Vinjerac and Pag on the spot market, estimating how this mode of employment represents the current optimal strategy of using the fleet's commercial potential to timely adapt to the market conditions, until the recovery of time charter market.

Vinjerac operated on the spot market until end July 2017 when it was contracted on a short term time charter contract with Clearlake Shipping Pte Ltd ("Clearlake"). This short term time charter contract ended in the fourth quarter of 2017. and the vessel continued its operations on spot.

#### Vukovar

TNG took delivery of Vukovar on 29 April 2015 after which it begun its commercial exploitation on a three year time charter. The current charter rate for Vukovar is USD 17,250 per day with the earliest contract termination in April 2018. The charterer is STI Chartering and Trading Ltd ("Scorpio").

#### Zoilo and Dalmacija

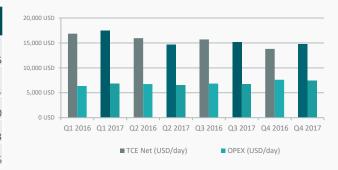
TNG contracted vessels Zoilo and Dalmacija (Zoilo delivered on 27 July 2015 and Dalmacija delivered on 27 November 2015), both on a three year time charter with the daily rate of USD 17,750, starting from delivery dates.

The charterer is Trafigura Maritime Logistics PTE. Itd. ("Trafigura") which has an option to extend both time charters for an additional 12 months at USD 19,750 per day.

# Operational data of the fleet

Interim management report

OPERATIONAL DATA OF THE FLEET	I-IX 2016	I-IX 2017	X-XII 2016	X-XII 2017	I-XII 2016	I-XII 2017
Time Charter Equivalent rates (USD/day)	16,180	15,792	13,803	14,795	15,583	15,525
Daily vessel operating expenses (USD/day)	6,647	6,691	7,594	7,484	6,885	6,891
Operating days (number)	1,644	1,638	552	552	2,196	2,190
Revenue days (number)	1,614	1,570	542	552	2,156	2,123
Fleet utilization (%)	98.2%	95.9%	98.2%	100.0%	98.2%	96.9%



The vessel employment strategy secured a stable level of income in the midterm where three ships were employed on a three year contract, while others were employed on the spot market after their shorter time charter contracts expired. During the third quarter m/t Vinjerac was contracted on a short term time charter contract which ended in the fourth quarter of 2017.

Following the regulatory demands and the best market practice m/t Vinjerac conducted the 5-year drydock which (started in December 2016) decreased the operating days of the fleet by 9 days, but with an optimal positioning before the drydock which accomplished significant cost savings. With the completion of the drydocking for m/t Vinjerac and Velebit, the first drydocking cycle is

completed, and the first forthcoming drydocking projects are expected in 2020.

The average TCE net rate for the fourth quarter of 2017 amounted to USD 14,795 and shows an increase (+7.2%) from the fourth quarter last year, following the slight positive change in market conditions and as a result of the efforts in commercial management of the fleet.

The average TCE net rate of the vessels during 2017 was recorded at 15,525 USD, and shows a slight decrease from the 15,583 USD recorded in 2016 following the challenging market environment marked by volatile hire rates throughout the year, and the expiry of the time charter arrangements which were contracted during significantly better market

conditions in 2015. Average daily vessel operating expenses (OPEX) in 2017 amounted to USD 6,891 per vessels, which is on the same level of expenses as in the previous year.

Year 2017 was characterized by the somewhat lower fleet utilization of 96.9%, which was moderated by the m/t Vinjerac drydocking which finished in January, and the repositioning of two vessels on the spot market in the second quarter which later lead to beneficial effects to commercial efficiency.

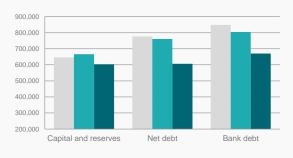
The Ballast Water Convention of the International Maritime Organization entered into force on September 8, 2017, while at the last IMO meeting, a postponement of implementation was granted for a certain part of the existing fleet. After September 2017,

the approved ballast water treatment system will have to be installed by the time when it is necessary to renew the International Oil Pollution Prevention (IOPP) certificate, which for TNG means that the systems will be installed on vessels following a five-year drydock cycle that should start from the end of 2019, depending on the binding deadlines and future business conditions. The ballast water treatment system actively removes, kills or deactivates reproduction systems of organisms in ballast waters before returning them to the ecosystem. Expected cost of deployment can range from USD 500,000 to USD 1 mil. per ship depending on the preparation and existing ship installations.

# Financial position summary

Interim management report

FINANCIAL POSITION SUMMARY	31 Dec 2016 (HRK 000)	30 Jun 2017 (HRK 000)	31 Dec 2017 (HRK 000)	31 Dec 2016 (USD 000)	30 Jun 2017 (USD 000)	31 Dec 2017 (USD 000)
Bank debt	805,162	724,492	670,467	112,319	111,628	106,938
Cash and cash equivalents	43,915	81,962	63,792	6,126	12,629	10,174
Net debt	761.247	642.530	606.675	106.193	98.999	96,764
Capital and reserves	666,502	622,503	603,418	92,976	95,914	96,243
Gearing ratio Net debt / (Capital and reserves + Net debt	53%	51%	50%	53%	51%	50%



■31.12.2015. (HRK 000) ■31.12.2016. (HRK 000) ■31.12.2017. (HRK 000)

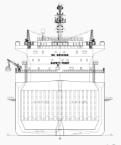
The gearing ratio by the end of 2017 decreased by 3 basis points to 50% in comparison to the end of 2016 when it amounted to 53%. This decreasing debt trend is in accordance with the loan repayment plans of TNG and regular decrease in indebtness, and a further decrease in company's debt is expected in the future. With these funding transactions TNG has secured a strong capital base while maintaining a moderately leveraged capital structure and remaining in line with current ratios.

Securing both sufficient levels of debt and equity financing, provided stable foundations for delivering company strategy and increasing distributable cash flow, the ability to pay dividends and maximizing shareholder's value, while lowering the risk of the business by focusing on medium to long term time charter periods.

With a goal to maximize the commercial benefits to the fleet, three vessels whose time charter contracts expired during the 2016 have been transferred to the spot market. This model of employment at the current market conditions offers management enough flexibility to timely react to the positive changes in hire rates, while simultaneously requires a higher liquidity, due to the fact that the ship owner covers the voyage related expenses before payment of the hire rates, while on time charter the owner receives the hire rate upfront.

During 2017 the Company strengthened its liquidity position, and in spite of payment of the dividends to the

shareholders in the third quarter ended the reporting period with a stable cash position which will ensure the optimal level of support to the operations on spot market.



# **About TNG**

Interim management report

#### TANKERSKA NEXT GENERATION

Tankerska Next Generation Inc. (TNG) is a company incorporated in Zadar, Croatia. The Group is the owner and operator of medium range product tanker fleet and provides seaborne transportations of petroleum products and chemicals worldwide to oil majors, national oil companies and oil and chemical traders.

Vessels are managed by Tankerska plovidba Inc. under the terms of the Management agreement which has been in place since 1 January 2015. Due to Tankerska plovidba's long track record of high quality tanker management under competitive terms and due to its good reputation on the market, the Management agreement with Tankerska plovidba Inc. is expected to provide significant benefits to TNG. Under the terms of the Management agreement Tankerska plovidba Inc. provides commercial, crewing, technical, and certain administrative and corporate services in exchange for management services fees.

TNG has entered into a non-competition agreement with Tankerska plovidba Inc. which also came into force on 1 January 2015. TNG and Tankerska plovidba Inc. have agreed that neither Tankerska plovidba Inc. nor any of its affiliates (other than TNG and its affiliates) will own, lease, commercially operate or charter any MR product tanker.

#### **TNG STRATEGY**

The Company's strategy is to be a reliable, efficient and responsible provider of seaborne refined petroleum product transportation services and to manage and expand the Group in a manner that is believed will enable the Company to increase its distributable cash flow, enhance its ability to pay dividends and maximize value to its shareholders. The Company intends to realize these objectives by pursuing the following:

Focus on the development of the fleet, and the acquisition and management of vessels in the product tanker segment, focusing on product tankers of medium capacity, which are the main labour force in the petroleum derivatives market. MR tankers are flexible because they are small enough that they can access a wide range of ports, and because of this flexibility and the possibility of handling the most common quantities of cargo, are popular with charterers.

Maintain superior customer service by maintaining high standards of reliability, safety, environmental and quality

Timely procure modern used and/or resale tankers and/or reasonably arrange the newbuildings and timely sell vessels in line with market conditions.

Increase cash flow and profitability by outsourcing most of the management functions to a fleet manager. Management believes that the agreement with an external management will improve the measurability and cost competitiveness of business because it

will allow the TNG to expand its fleet without realizing significant additional overheads

Maintain a strong balance sheet through moderate debt in a way to tray to finance future purchases of with approximately 35-45% of equity capital. This would facilitate the possibility of using a substantial part of the cash flow to pay dividends, but also improve conditions in the market as banks, shipyards and outsourcers prefer better capitalized Contracting Parties

Employment of the fleet in the long-term shipping contracts on time in order to maintain the predictability of revenue. However, if the market creates favourable conditions, management may decide to charter ships on spot voyages and thus further enhance the company's business and financial operations.

# **About TNG**

Interim management report

# CONTRACTS WITH TANKERSKA PLOVIDBA

As of 1 January 2015 the Management agreement and Non-Competition Agreement have commenced. More information on the scope and contents of contracts can be found in Company's Prospectus dated 8 December 2014 which is publicly available on TNG's website (www.tng.hr).

#### **Management Agreement**

Under the careful supervision of the Management Board, the Group's operations are managed by Tankerska (Fleet Manager) and the Group has entered into a long-term agreement with the Fleet Manager (Management Agreement). Pursuant the to Management Agreement, the Fleet Manager shall provide to the Group commercial, crewing, technical, and certain administrative and corporate services in exchange for management services fees. The Management Agreement shall continue until the 31 December 2020. Management Board believes that the Group will greatly benefit from the relationship with Tankerska as it is a vastly experienced and highly reputable tanker operator which can offer premium services at favourable rates.

In return for providing the services under the Management Agreement, TNGI pays the Fleet Manager fees comprised of the following key components:

#### Commercial management services fee.

TNGI pays a fee to the Fleet Manager for commercial services it provides to the Group equal to 1.5% of the gross vessel revenues

**Bunkering**. All bunkering arrangements will be charged at USD 1.00 per metric ton. Any cost directly or indirectly incurred in the process of providing the bunkering services (including but not limited to agency costs, bunker samples analysis, bunker surveys, etc.) will be off-budget and charged to TNGI as contingency costs

Ship management services fee. TNGI pays a fee to the Fleet Manager for the ship management services. The fee is related to Moore Stephens' publication which provides an average daily expense for each type of vessel. The fee TNGI pays to the Fleet Manager is equal to 67% of the management fee published in Moore Stephens' latest OpCost for Handysize Product Tankers and amounts to USD 468 daily for 2017 or pro-rata on daily basis for the part of a month.

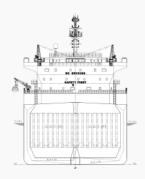
**5&P fee.** In the event of a definitive agreement for the direct purchase, acquisition, sale or disposition of any vessels entered into by or on behalf of the Group or its affiliates or their owners, the Fleet Manager shall be entitled to a fee in the amount of 1% of the aggregate consideration

#### **Non-Competition Agreement**

According to the Non-Competition agreement between TNG Group and Tankerska Group, the parties have agreed that Tankerska plovidba nor its affiliates

(other than the Company and its affiliates) shall own, lease, commercially operate or charter any MR product tanker.

The Non-Competition Agreement will be in power until the date when Tankerska and its affiliates no longer retain direct or indirect ownership of at least an aggregate of 33% of Company's shares.



# INCOME STATEMENT AND STATEMENT OF OTHER COMPREHENSIVE INCOME

Interim management report

#### **KEY COMMENTS:**

Daily TCE net rates per operating vessel in 2017 of USD 15.525.

Voyage related costs and commission amounted to 25,2% of total vessel revenues, including bunker and port expenses.

Daily vessel operating expenses (OPEX) in 2017 of USD 6,891 which includes the ship management services fee in the amount of USD 468 per vessel per day.

Foreign exchange gains (losses) are a result of exchanging dollar assets on the reporting date into the Croatian Kuna

The financial statements expressed in HRK have been converted from USD amounts by applying the mid foreign exchange rate published by the Croatian National Bank and valid on the date of reporting:

(31 Dec 2017 1 USD = 6,269733 HRK) (31 Dec 2016 1 USD = 7,168536 HRK)

INCOME STATEMENT AND STATEMENT OF OTHER COMPREHENSIVE INCOME FOR THE YEAR 2017 unaudited	October - December 2016 (HRK 000)	January – December 2016 (HRK 000)	October - December 2017 (HRK 000)	January – December 2017 (HRK 000)	October - December 2016 (USD 000)	January – December 2016 (USD 000)	October - December 2017 (USD 000)	January – December 2017 (USD 000)
Revenues	79,570	269,471	64,277	276,491	9,231	37,591	10,701	44,099
Other revenues	1,249	2,615	1,729	4,104	161	365	281	655
Sales revenues	80,819	272,086	66,006	280,595	9,392	37,956	10,982	44,754
Commission and voyage related costs	(13,605)	(28,635)	(15,161)	(69,821)	(1,750)	(3,995)	(2,534)	(11,136)
Vessel operating expenses	(35,212)	(108,388)	(24,975)	(94,614)	(4,192)	(15,120)	(4,131)	(15,091)
General and administrative	(1,844)	(7,176)	(1,390)	(6,004)	(205)	(1,001)	(232)	(958)
Total operating expenses	(50,661)	(144,199)	(41,526)	(170,439)	(6,147)	(20,116)	(6,897)	(27,185)
EBITDA	30,158	127,887	24,480	110,156	3,245	17,840	4,085	17,569
Depreciation and amortization	(16,739)	(55,525)	(11,944)	(49,717)	(1,954)	(7,746)	(1,985)	(7,930)
Operating profit (EBIT)	13,419	72,362	12,536	60,439	1,291	10,094	2,100	9,639
Net interest expenses	(9,224)	(31,014)	(6,073)	(25,944)	(1,072)	(4,326)	(1,011)	(4,138)
Net foreign exchange gains (losses)	(80)	(740)	(7)	(2,363)	355	(103)	(6)	(377)
Net income	4,115	40,608	6,456	32,132	574	5,665	1,083	5,124
Other comprehensive income	41,072	14,545	(7,611)	(81,264)	5,991	2,029	(1,369)	(12,961)
Total comprehensive income	45,187	55,153	(1,155)	(49,132)	6,206	7,694	(286)	(7,837)
Weighted average number of shares outstanding, basic & diluted (thou.)	8,720	8,720	8,720	8,720	8,720	8,720	8,720	8,720
Net income (loss) per share, basic & diluted	0.47	4.66	0.74	3.68	0.07	0.65	0.12	0.59

### **BALANCE SHEET**



BALANCE SHEET At the date of 31 December 2017 unaudited	31 Dec 2016 (HRK 000)	30 Jun 2017 (HRK 000)	31 Dec 2017 (HRK 000)	31 Dec 2016 (USD 000)	30 Jun 2017 (USD 000)	31 Dec 2017 (USD 000)
Non-Current Assets	1,428,140	1,271,427	1,203,337	199,223	195,899	191,928
Vessels	1,428,111	1,271,403	1,203,318	199,219	195,895	191,925
Other Non-Current Assets	29	24	19	4	4	3
Current Assets	70,160	101,693	92,597	9,788	15,669	14,769
Inventory	10,806	7,787	8,370	1,507	1,200	1,335
Accounts receivable	8,558	8,101	17,574	1,194	1,248	2,803
Cash and cash equivalents	43,915	81,962	63,792	6,126	12,629	10,175
Other current assets	6,881	3,843	2,861	961	592	456
Total Assets	1,498,300	1,373,120	1,295,934	209,011	211,568	206,697
Shareholders Equity	666,502	622,503	603,418	92,976	95,914	96,243
Share capital	436,667	436,667	436,667	60,914	67,281	69,647
Reserves	178,260	115,344	99,026	24,867	17,772	15,794
Retained earnings	51,575	70,492	67,725	7,195	10,861	10,802
Non-Current Liabilities	737,909	694,047	611,647	102,937	106,937	97,556
Bank debt	737,909	694,047	611,647	102,937	106,937	97,556
Current Liabilities	93,889	56,570	80,869	13,098	8,717	12,898
Bank debt	67,253	30,445	58,820	9,382	4,691	9,382
Accounts payable	7,912	2,984	9,338	1,104	460	1,489
Other current liabilities	18,724	23,141	12,711	2,612	3,566	2,027
Total liabilities and shareholders equity	1,498,300	1,373,120	1,295,934	209,011	211,568	206,697

# CASH FLOW STATEMENT



CASH FLOW STATEMENT FOR THE YEAR 2017 unaudited	January - December 2016 (HRK 000)	January – June 2017 (HRK 000)	January - December 2017 (HRK 000)	January - December 2016 (USD 000)	January – June 2017 (USD 000)	January - December 2017 (USD 000)
Profit before tax	40,608	18,917	32,132	5,665	2,915	5,125
Depreciation and Amortisation	55,532	25,703	49,727	7,747	3,960	7,931
Changes in working capital	(18,098)	6,739	(6,217)	(2,525)	1,038	(992)
Other	1,126	(4,704)	(4,107)	157	(724)	(655)
Cash flow from operating activities	79,168	46,655	71,535	11,044	7,189	11,409
Cash inflows from investing activities	-	-	-	-	-	-
Cash outflows from investing activities	(7,924)	(4,124)	(3,983)	(1,105)	(635)	(635)
Cash flow from investing activities	(7,924)	(4,124)	(3,983)	(1,105)	(635)	(635)
Cash inflows from financing activities	210,903	25,961	25,079	29,420	4,000	4,000
Cash outflows from financing activities	(309,697)	(30,445)	(72,754)	(43,202)	(4,691)	(11,604)
Cash flow from financing activities	(98,794)	(4,484)	(47,675)	(13,782)	(691)	(7,604)
Net changes in cash	(27,550)	38,047	19,877	(3,843)	5,863	3,170
Cash and cash equivalents (beg, of period)	71,465	43,915	43,915	9,969	6,766	7,004
Cash and cash equivalents (end of period)	43,915	81,962	63,792	6,126	12,629	10,174

## **STATEMENT OF CHANGES IN EQUITY**

STATEMENT OF CHANGES IN EQUITY unaudited	Share capital	Retained Earnings	Other reserves and comprehensive income	Foreign exchange translation reserves	Total
For the period from 1 Jan to 31 Mar 2017	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Balance at 1 January 2017	436,667	51,575	123,426	54,834	666,502
Net profit for the period		17,663			17,663
Change in capital					-
Change in other reserves					-
Changes in other comprehensive income				(22,314)	(22,314)
Balance at 31 March 2017	436,667	69,238	123,426	32,520	661,851
For the period from 1 Apr to 30 Jun 2017	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Balance at 1 April 2017	436,667	69,238	123,426	32,520	661,851
Net profit for the period		1,254			1,254
Change in capital					-
Change in other reserves					-
Changes in other comprehensive income				(40,602)	(40,602)
Balance at 30 June 2017	436,667	70,492	123,426	(8,082)	622,503
For the period from 1 Jul to 30 Sep 2017	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Balance at 1 July 2017	436,667	70,492	123,426	(8,082)	622,503
Net profit for the period		6,759			6,759
Change in capital		(13,952)			(13,952)
Change in other reserves		(2,030)	2,030		-
Changes in other comprehensive income				(10,737)	(10,737)
Balance at 30 September 2017	436,667	61,269	125,456	(18,819)	604,573
For the period from 1 Oct to 31 Dec 2017	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Balance at 1 October 2017	436,667	61,269	125,456	(18,819)	604,573
Net profit for the period		6,456			6,456
Change in capital					-
Change in other reserves					-
Changes in other comprehensive income				(7,611)	(7,611)
Balance at 31 December 2017	436,667	67,725	125,456	(26,430)	603,418

STATEMENT OF CHANGES IN EQUITY unaudited	Share capital	Retained Earnings	Other reserves and comprehensive income	Foreign exchange translation reserves	Total
For the period from 1 Jan to 31 Mar 2017	USD 000	USD 000	USD 000	USD 000	USD 000
Balance at 1 January 2017	68,734	7,761	19,147	(2,666)	92,976
Net profit for the period		2,550			2,550
Change in capital					-
Change in other reserves					-
Changes in other comprehensive income				9	9
Balance at 31 March 2017	68,734	10,311	19,147	(2,657)	95,535
For the period from 1 Apr to 30 Jun 2017	USD 000	USD 000	USD 000	USD 000	USD 000
Balance at 1 April 2017	68,734	10,311	19,147	(2,657)	95,535
Net profit for the period		193			193
Change in capital					-
Change in other reserves					-
Changes in other comprehensive income				186	186
Balance at 30 June 2017	68,734	10,504	19,147	(2,471)	95,914
For the period from 1 Jul to 30 Sep 2017	USD 000	USD 000	USD 000	USD 000	USD 000
Balance at 1 July 2017	68,734	10,504	19,147	(2,471)	95,914
Net profit for the period		1,064			1,064
Change in capital		(1,946)			(1,946)
Change in other reserves		(283)	319		36
Changes in other comprehensive income				81	81
Balance at 30 September 2017	68,734	9,339	19,466	(2,390)	95,149
For the period from 1 Oct to 31 Dec 2017	USD 000	USD 000	USD 000	USD 000	USD 000
Balance at 1 October 2017	68,734	9,339	19,466	(2,390)	95,149
Net profit for the period		1,083			1,083
Change in capital					-
Change in other reserves					-
Changes in other comprehensive income				11	11
Balance at 31 December 2017	68,734	10,422	19,466	(2,379)	96,243

#### **NET ASSET VALUE CALCULATION**

Interim management report

NET ASSET VALUE	At the date	At the date	At the date	Na datum
CALCULATION estimate	31 Mar 2017 (000 USD)	30 Jun 2017 (000 USD)	30 Sep 2017 (000 USD)	31 Dec 2017 (000 USD)
Total fleet value	177,080	176,620	168,690	168,960
Investments	-	-	-	
Current assets	2,928	3,040	4,432	4,594
Other non-current assets	4	4	3	3
Total value of other assets	2,932	3,044	4,435	4,597
Cash and cash equivalents	7,918	12,629	5,292	10,175
Bank debt	(109,973)	(111,628)	(106,282)	(97,556)
Net debt	(102,055)	(98,999)	(100,990)	(87,381)
Other non-current liabilities	-	-	-	-
Current liabilities	(3,222)	(4,026)	(2,206)	(3,516)
Non-controlling interest	-	-	-	-
Total value of other liabilities	(3,222)	(4,026)	(2,206)	(3,516)
NET ASSET VALUE Weighted average number of	74,735	76,639	69,929	82,660
shares outstanding, basic & diluted	8,720,145	8,720,145	8,720,145	8,720,145
Net asset value per share (USD)	8.57	8.79	8.02	9.48

#### **KEY COMMENTS:**

The calculation of the value of the operational fleet of the Company, which is based on the average values in the industry for a specific type of vessel basically contains assumptions and revenue generating ability of each unit, taking into account the currently obtainable daily hire, which can be achieved by employing a specific type of vessel at the time of evaluation. Time charter contracts are usually fixed to a certain hire rate for the whole duration of the contract, as is the case with TNG's contracts, which prefers multiyear employment and holds three threeyear contracts with hire rates above the currently achievable. The hire rates fluctuate depending on the season and the year, and thus reflect changes in freight rates, expectations of future freight rates and other factors. The degree of volatility of time charter hire rates is lower for long-term contracts than the ones fixed in the shorter term.

The revenue potential of TNG is backed by three secured medium-term contracts, currently fixed at a premium compared to the market conditions, which significantly alleviated the usual volatility of hire rates which were seen during this year. Stability of operations in 2017 was significantly contributed by the employment strategy of the fleet which preferred medium-term time charter employment, which mitigated the short-term volatility which is reflected in the changing freight rates, and volatility in the value of Company's assets.

In that sense, the previous year was an often seen shipping cycle during which both the freight rates and vessel values recorded the correction and ended at levels below the ones recorded last year, but the timely contracting of employment gave a balanced and sustainable level of cash flow at a premium considering current market conditions. During the 2017 there was a certain correction on the freight rate market as a result of slightly reduced level of derivatives trading on global markets. This short-term changes in the market are not supported by basic indicators and trends in the segment of product tankers, which show a significant reduction in the growth of the total product tanker fleet in the next two-year period and the stability of the supply and demand for this type of vessels. Corrections and volatility on the freight rate market are also reflected in the current estimates of the S&P value of vessels. which is below the levels recorded in 2016.

Assessment of net asset value is based on current market conditions, and revenue and cost assumptions of typical or average product tanker and does not reflect specifics of TNG fleet, or the expectations of management related to the changes and recovery in the hire rates and the market of petroleum products, as well as the growth and development of the fleet in this segment in the available sectoral analysis.

#### TANKERSKA NEXT GENERATION

Interim management report

#### **ANNOUNCEMENTS IN 2017**

27.11.2017 Termination of the cooperation in conducting specialist's activities

26.10.2017 Management and Supervisory Board meetings held

23.10.2017 Announcement of the Management and the Supervisory Board

31.08.2017 Notification about disposal of shares

30.08.2017 Notification about disposal of shares

29.08.2017 Notification about disposal of shares

28.08.2017 Notification about disposal of shares

01.08.2017 Annual general assembly meeting held

26.07.2017 Management and Supervisory Board meetings held

21.07.2017 Announcement of the Management and the Supervisory Board

09.06.2017 Invitation to the General Assembly of the Company

26.04.2017 Decisions from the Management and the Supervisory Board

21.4.2017 Announcement of the Management and the Supervisory Board

10.4.2017 Admodnethers of the Waringement and the Supervisory Board
10.4.2017 Agreed cooperation in conducting specialist trading activities

31.3.2017 Agreement for conducting specialist's activities expires

27.2.2017 Management and Supervisory Board meetings held

22.2.2017 Announcement of the Management and the Supervisory Board

25.1.2017 Disposal of shares

#### **SHAREHOLDER STRUCTURE**

Shareholder	No. of shares 31 Dec 2017	Share (in %)
Tankerska Plovidba d.d.	4,454,994	51.01%
PBZ Croatia Osiguranje OMF	839,000	9.61%
Erste Plavi OMF	808,000	9.25%
Raiffeisen OMF	752,036	8.61%
Raiffeisen DMF	367,521	4.21%
Other institutional and private investors	1,511,794	17.31%
Total	8,733,345	100.00%

#### MANAGEMENT AND SUPERVISORY BOARD

During 2017 there was no changes in the Management board or the Supervisory board. The sole member of the Management board is Mr. John Karavanić. Supervisory board consists of Mr. Ivica Pijaca, president, Mr. Mario Pavić, deputy president, and members Mr. Joško Miliša, Mr. Nikola Mišetić and Mr. Nikola Koščica.

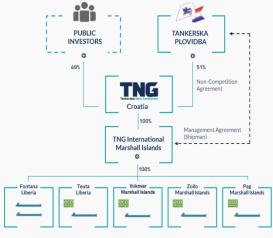
#### **TPNG-R-A STOCK**



Company shares with the ticker TPNG-R-A are listed on the Zagreb Stock Exchange. During 2017 there were no corporate activities of acquiring treasury shares of the Company. As at 31 December, 2017 the Company had 13,200 treasury shares.

The share capital of the Company equals to HRK 436,667,250.00, divided into 8,733,345 ordinary dematerialized registered shares, without par value, and each share gives one vote at the General assembly of the Company.

# OVERVIEW OF RELATED PARTY TRANSACTIONS:



# Risk management

Interim management report

TNG's risk management policy in connection to managing its financial assets can be summarized as follows:

#### Foreign exchange risk

TNG is exposed to the following currency risks: the transaction risk, which is the risk of a negative impact of fluctuations in foreign exchange rates against the Croatian kuna on TNG's cash flows from commercial activities; and the balance sheet risk, which is the risk that the net value of monetary assets on retranslation of kunadenominated balances becomes lower as a result of changes in foreign exchange rates.

TNG operates internationally and is exposed to changes of US currency as significant amount of receivables and foreign revenues are stated in this currency. Current TNG policies do not include active hedging.

#### Interest rate risk

Interest rate risk is the risk of change in value of financial instruments due to changes in market interest rates. The risk of interest rate in cash flow is a risk that the

interest expenditure on financial instruments will be variable during the period. As TNG has no significant interest-bearing assets, its operating income and cash flows from operations are not significantly exposed to fluctuations in market interest rates. TNG's interest rate risk arises from long-term borrowings. TNG is exposed to interest rate risk on its long-term borrowings that bear interest at variable rates.

Arranging interest rate swaps with the key lenders provides for easing the risk of volatility in the variable interest rate, allowing the company, which operates in terms of pre-fixed income contracted to manage the profitability of operations fixing one of the major cost components.

#### Credit risk

Credit risk is the risk of failure by one party to meet commitments to the financial instruments, what could cause the financial loss to the other party. Maximum exposure to credit risk is expressed in the highest value of each of the financial asset in statement of financial position. Basic financial assets of TNG consist of cash and of account balance with banks, trade

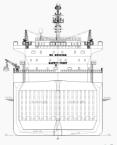
receivables and other receivables, and of investments. Credit risk in liquid funds is limited as the counterparty is often the bank that most international agencies assessed with high credit ratings.

#### Liquidity risk

The responsibility for managing liquidity risk rests with the Management Board which sets an appropriate liquidity risk management framework for the purpose of managing its short-term, medium-term and long-term funding and liauidity requirements. Liquidity risk, which is considered the risk of financing, is the risk of difficulties which the TNG may encounter in collecting funds to meet commitments associated with financial instruments. TNG has significant interest bearing non-current liabilities for loans with variable interest that expose TNG to the risk of cash flows. Company manages liquidity risk through maintaining adequate reserves and loan facilities, in parallel to continuously comparing planned and relished cash flow and maturity of receivables and liabilities.

#### Price risk

TNG's activities expose it to price risk associated with changes in the freight rate. The daily freight rate (the spot rate) measured in USD per day, has historically been very volatile. In addition, TNG trades its spot exposed vessels in different pools that reduces the sensitivity to freight rate volatility by economies of scale and optimization of the fleet's geographical position.



# Risk management

#### Interim management report

#### Operational risk

Due to the risks involved in seaborne transportation of oil products as well as due to very stringent requirements by the "oil majors", safety and environmental compliance are TNG's top operational priorities. The Fleet Manager will operate TNG's vessels in a way so as to ensure maximum protection of the safety and health of staff, the general public and the environment. TNG and the Fleet Manager actively manage the risks inherent in TNG's business and are committed to eliminating incidents that would threaten safety and the integrity of the vessels. Fleet Manager uses a risk management program that includes, among other, computer-aided risk analysis tools, maintenance and assessment programs, seafarers competence training program, and seafarers workshops.

#### Daily rates

Time charter rates are usually fixed during the term of the charter. Vessels operating on time charters for a certain period of time provide more predictable cash flows over that period of time and yield conservative profitability margins. Prevailing time charter rates fluctuate on a seasonal and year-to-year basis reflecting changes in spot charter rates, expectations about future spot charter rates and other factors. The degree of volatility in time charter

rates is lower for longer-term time charters as opposed to shorter term time charters.

Employment strategy based on longer than one year time charter enables the mitigation of this type of risk.

TNG and its fleet manager are committed to the following standards, strategies and insurance:

International Standards Organization's ("ISO") 9001 for quality assurance,

ISO 14001 for environmental management systems,

ISO 50001 for energy management systems and Occupational Health and S

"OHSAS" 18001 Safety Advisory Services

ISM Code - International safety management code

#### Company strategy

The Company's strategy is to be a reliable, efficient and responsible provider of seaborne refined petroleum product transportation services and to manage and expand the Group in a manner that is believed will enable the Company to increase its distributable cash

flow, enhance its ability to pay dividends and maximize value to its shareholders.

Business operations are based on the timely acquisition of tankers, ensuring efficient use of raised capital and debt minimization. Basically, fleet management is directed towards increasing cash flow and profitability through outsourcing majority of functions and services, maintaining a flexible and simple organizational structure unencumbered with additional overheads. This enables efficient assets and liabilities management and ensures a stable dividend return to shareholders.

#### **Chartering strategy**

Charterer's financial condition and reliability is an important factor in counterparty risk. TNG generally minimizes such risks by providing services to major energy corporations, large trading houses (including commodities traders), major crude and derivatives producers and other reputable entities with extenuating tradition in in seaborne transportation.

#### Insurance

The operation of any ocean-going vessel represents a potential risk of major losses and liabilities, death or injury of persons, as well as property damage caused by adverse weather

conditions, mechanical failures, human error, war, terrorism, piracy and other circumstances or events. The transportation of oil is subject to the risk of pollution and to business interruptions due to political unrest, hostilities, labour strikes and boycotts. In addition, there is always an inherent possibility of marine disaster, including oil spills and other environmental mishaps, and the liabilities arising from owning and operating vessels in international trade.

As an integral part of operating the vessels, TNG maintains insurance with first class international insurance providers to protect against the majority of accident-related risks in connection with the TNG's marine operations.

The Company believes that the TNG's current insurance program, is adequate to protect TNG against the majority of accident-related risks involved in the conduct of its business and that an appropriate level of protection and indemnity against pollution liability and environmental damage is maintained. TNG's goal is to maintain an adequate insurance coverage required by its marine operations and to actively monitor any new regulations and threats that may require the TNG to revise its coverage.

INTERIM FINANCIAL STATEMENTS
FOR Q4 AND THE FULL YEAR 2017
(UNAUDITED)

Tankerska Next Generation



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 Balance Sheet per as at 31 December, 2017
 Profit and Loss Account for the period from 1 January until 31 December, 2017
 Cash Flow Statement for the period from 1 January until 31 December, 2017
 Statement of Changes in Equity for the period from 1 January until 31 December, 2017
 Notes to the Financial Statements
 Statement of Responsibility for the Financial Statements

# Report of the management board on the company's operations

FOR THE PERIOD FROM
1 JANUARY UNTIL 31 DECEMBER 2017

DESCRIPTION	Period	Period
	1 Jan - 31 Dec 2016	1 Jan – 31 Dec 2017
Total revenues	HRK 272,589,228	HRK 280,759,340
Operating revenues / Total revenues	99%	98%
Other revenues / Total revenues	1%	1%
International market / Total revenues	99%	98%
Domestic market / Total revenues	0%	0%
Material costs / Operating expenses	34%	47%
Employee costs / Operating expenses	29%	23%
Financial expenses / Total Expenses	14%	11%
Gross margin	15.07%	11.62%
Accounting profit	HRK 40,607,823	HRK 32,132,435
Operating profit (EBIT)	HRK 72,361,602	HRK 60,438,683



During the reporting period the Company reported HRK 280.6 million of operating revenues, attributed predominantly to revenue generated from sales.

In the same period, the Company reported HRK 220.2 million of operating costs. The majority of operating expenses are the material costs HRK 103.6 million, employee costs in the amount HRK 49.9 million, depreciation in the amount of HRK 49.7 million (including HRK 1.6 mil. of dry dock expenses) and other expenses in the amount of HRK 17.0 million.

In the period ending 31 December 2017 financial income amounted to HRK 152 thousand while financial expenses amounted to HRK 28.5 million.

The Company reported HRK 32.1 million of cumulated net profit in the reporting period.

Company's share capital, amounting to HRK 436.7 million has been divided into 8.7 million approved, issued and fully paid ordinary shares with no par value. During 2017 there were no corporate activities of acquiring treasury shares of the Company. As at 31 December, 2017 the Company had 13,200 treasury shares.

As at 31 December, 2017 the Company owned following subsidiaries abroad:

Tankerska Next Generation International Ltd., Majuro, Marshall Islands;

Fontana Shipping Company Ltd., Monrovia, Liberia; Teuta Shipping Company Ltd., Monrovia, Liberia; Vukovar Shipping, LLC, Majuro, Marshall islands; Zoilo Shipping, LLC, Majuro, Marshall Islands.

Attachment 1. Reporting period:			1.1.2017	]	to	31.12.2017	
	Quaterl	y financial sta	atement o	of the en	trepreneur TFI-	POD	,
Tax Number (MB):		4266838	1				
			1				
Company registration number (MBS):	1	10046753					
Personal identification number (OIB):	30:	312968003	_				
Issuing company:	TANKERSI	KA NEXT GENERAT	TION D.D.				
Postal code and place:		23000		ZADAR			
Street and house number:	BOŽIDARA	PETRANOVIĆA 4					
E-mail adress:	tng@tng.h	<u>nr</u>					
Internet adress:	www.tng.h	<u>nr</u>					
Municipality/city code and name:	520	ZADAR			1		
County code and name:	13	ZADARSKA COU	NTY			Number of employees	136
Consolidated report:	NO	1				(year end) NKD code:	5020
Companies of the consolidation	subject (ac	cording to IFRS):		Sea	nt	MB:	
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Bookkeeping service:				BOŽIDARA	A PETRANOVIĆA 4, 2	3000 ZADAR	
Contact person:		MARIO surname and nam	ne of contact	t person)			
Telephone:				]	Telefax	023/250-580	
E-mail adress:	tng@tng.h	<u>nr</u>					
Family name and name:							
		uthorized to repres	ent the com	oany)			
Documents to be publi 1. Financial reports (ba		t, profit and loss ac	ccount, cash	-flow stater	nent, statement of ch	anges in equity	
and notes to financial reports)  2. Interim management report,							
3.Statement form person		sible for preparatio	n of reports				
			M.P.		(signature of the pe	ers on authorized to repres	sent the company)

#### BALANCE SHEET as at 31.12.2017.

Company: 30312968003; TANKERSKA NEXT GENERATION D.D.			-
Position	AOP	Previous	Current yea
1	2	3	(net)
		1 -	
A) RECEIVABLES FOR SUBSCRIBED AND NON - PAID CAPITAL	001	0	
B) LONG-TERM ASSETS (003+010+020+029+033)	002	1,428,139,813	1,203,337,18
I. INTANGIBLE ASSETS (004 to 009)	003	0	
1. Assets development	004	0	
2. Concessions, patents, licence fees, merchandise and service brands, software and other rights	005	0	
3. Goodwill	006	0	
Prepayments for purchase of intangible assets	007	0	<u> </u>
5. Intangible assets in preparation	008	0	
6. Other intangible assets	009	0	
I. TANGIBLE ASSETS (011 to 019)	010	1,428,139,813	1,203,337,18
1. Land	011	0	
2. Buildings	012	0	
3. Plant and equipment	013	1,428,110,638	
4. Instuments, plant inventories and transportation assets	014 015	29,175	19,42
5. Biological assets 6. Prepayments for tangible assets	016	0	
7. Tangible assets in preparation	017	0	
8. Other material assets	017	- 0	<del> </del>
9. Investment in buildings	019	0	
II. LONG-TERM FINANCIAL ASSETS (021 to 028)	020	0	·
1. Shares (stocks) in related parties	021	C	·
2. Loans given to related parties	022	0	
3. Participating interests (shares)	023	0	
Loans to entrepreneurs in whom the entity hold participating interests	024	0	
5. Investment in securities	025	C	
6. Loans, deposits and similar assets	026	O.	
7. Other long - term financial assets	027	0	
8. Investments accounted by equity method	028	0	
V. RECEIVABLES (030 to 032)	029	0	
1. Receivables from related parties	030	0	
2. Receivables based on trade loans		0	ļ
Other receivables     DEFERRED TAX ASSETS	032	0	
S) SHORT- TERM ASSETS (035+043+050+058)	034	63,278,551	89,735,86
INVENTORIES (036 to 042)	035	10,805,560	8,370,17
1. Row material	036	10,805,560	8,370,17
2. Work in progress	037	0	
3. Finished goods	038	0	
4. Merchandise	039	0	1
5. Prepayments for inventories	040	0	
6. Long - term assets held for sale	041	O.	
7. Biological assets	042	0	
I. RECEIVABLES (044 to 049)	043	8,558,419	17,573,94
Receivables from related parties	044	0	
2. Accounts receivable	045	6,146,398	16,700,44
Receivables from participating entrepreneurs	046	0	
Receivables from employees and shareholders	047	16,753	6,21
5. Receivables from government and other institutions	048	42,356	31,88
Other receivables     II. SHORT - TERM FINANCIAL ASSETS (051 to 057)	050	2,352,912 7,168,536	835,40 6,269,73
Short - Terminimmore Assets (051 to 057)     Shares (stocks) in related parties	050	7,168,536	6,269,73
Loans given to related parties	051	- 0	ļ
3. Participating interests (shares)	052		
Loans to entrepreneurs in whom the entity hold participating interests	054	0	<b></b>
5. Investment in securities	055	- 0	
6. Loans, deposits and similar assets	056	7,168,536	6,269,73
7. Other financial assets	057	1,7.55,000	2,223,70
V. CASH AT BANK AND IN CASHIER	058	36,746,036	57,522,01
) PREPAID EXPENSES AND ACCRUED INCOME	059	6,881,560	2,860,48
E) TOTAL ASSETS (001+002+034+059)	060	1,498,299,924	1,295,933,53
OFF-BALANCE SHEET NOTES	061	C	1

A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	666.502.232	603.418.82
I. SUBSCRIBED CAPITAL	062	436.667.250	436,667,25
II. CAPITAL RESERVES	064	68,425,976	68,425,97
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	55.000.000	57,030,39
1. Reserves prescribed by law	066	33,000,000	2,030,39
2. Reserves for treasury stocks	067	996,600	996.60
3. Treasury stocks and shares (deduction)	068	996,600	996,60
4. Statutory reserves	069	330,000	330,00
5. Other reserves	070	55,000,000	55,000,00
V. REVALUATION RESERVES	071	54.833.836	-26.429.77
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	10,967,347	35,592,54
Retained earnings	072	10,967,347	35,592,54
2. Accumulated loss	073	10,307,347	30,332,34
VI. PROFIT / LOSS FOR THE CURRENT YEAR (076-077)	075	40.607.823	32.132.43
Profit for the current year	075	40,607,823	32,132,43
2. Loss for the current year	077	40,007,023	32,132,40
VI. MINORITY INTEREST	077	0	
B) PROVISIONS (080 to 082)	079	0	
Provisions for pensions, severance pay and similar liabilities	080	0	
Reserves for tax liabilities	080	0	
3. Other reserves	082	0	
C) LONG TERM LIABILITIES (084 to 092)	083	737,909,247	611,647,45
		737,909,247	611,647,40
Liabilities to related parties	084	<u>'</u>	
2. Liabilities for loans, deposits etc.	085	0	
3. Liabilities to banks and other financial institutions	086	737,909,247	611,647,45
Liabilities for received prepayments     Accounts payable	087	0	
6. Liabilities arising from debt securities	089	0	
7. Liabilities to entrepreneurs in whom the entity holds participating interests			
8. Other long-term liabilities	091	0	
9. Deferred tax liability	092	0	
D) SHORT - TERM LIABILITIES (094 to 105)	093	88,461,404	76,112,8
1. Liabilities to related parties	094	55,566	259,44
2. Liabilities for loans, deposits etc.	095	0	
3. Liabilities to banks and other financial institutions	096	67,252,685	58,820,43
4. Liabilities for received prepayments	097	7,811,867	3,416,20
5. Accounts payable	098	7,911,957	9,337,46
6. Liabilities arising from debt securities	099	0	
7. Liabilities to enterpreneurs in whom the entity holds participating interests	100	0	
8. Liabilities to employees	101	5,300,988	4,114,04
9. Liabilities for taxes, contributions and similar fees	102	61,921	58,96
10. Liabilities to share - holders	103	30,909	49,67
11. Liabilities for long term assets held for sale	104	0	
12. Other short - term liabilities	105	35,511	56,65
E) DEFERRED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD	106	5,427,041	4,754,37
F) TOTAL CAPITAL AND LIABILITIES (062+079+083+093+106)	107	1,498,299,924	1,295,933,53
G) OFF-BALANCE SHEET NOTES	108	0	
APPENDIX TO BALANCE SHEET (only for consolidated financial statements)			
A) CAPITAL AND RESERVES			
Attributed to equity holders of parent company	109		
2. Attributed to minority interests	110		

#### PROFIT AND LOSS ACCOUNT for period 01.01.2017. to 31.12.2017.

Company: 30312968003; TANKERSKA NEXT GENERATION D.D.

Position		Previous period		Current period	
		Cumulative	Quarter	Cumulative	Quater
1	2	3	4	5	6
I. OPERATING REVENUES (112+113)	111	272,097,834	80,822,082	280,607,388	66,009,580
Sales revenues     Other operating revenues	112 113	269,470,721	79,569,652 1,252,430	276,491,028	64,277,350 1,732,230
2. Other operating revenues II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	113	2,627,113		4,116,360	
Changes in the value of work in progress and finished goods	115	199,736,232	67,402,947	220,168,704	53,474,447
2. Material costs (117 to 119)	116	67,571,271	26,471,847	103,554,775	24,858,671
a) Raw material and material costs	117	24,613,664	10,120,673	43,235,735	12,670,343
b) Costs of goods sold	118	0	0,120,010	5.065.360	-68.101
c) Other external costs	119	42,957,607	16,351,174	55,253,680	12,256,429
3. Staff costs (121 to 123)	120	57,800,024	18,619,901	49,941,362	12,243,297
a) Net salaries and wages	121	56,701,774	18,424,246	49,208,995	12,066,686
b) Costs for taxes and contributions from salaries	122	789,780	135,021	505,988	121,829
c) Contributions on gross salaries	123	308,470	60,634	226,379	54,782
4. Depreciation	124	55,532,111	16,740,701	49,727,153	11,947,292
5. Other costs	125	17,430,803	5,450,271	15,430,926	3,906,407
6. Impairment (127+128)	126	0	0	0	C
a) Impairment of long-term assets (excluding financial assets)	127	0	0	0	0
b) Impairment of short-term assets (excluding financial assets)     7. Provisions	128 129	0	0	0	C
8. Other operating expenses	130	1,402,023	120,227		518,780
III. FINANCIAL INCOME (132 to 136)	131	491,394	17,544	1,514,488 151,951	74,850
Interest income, foreign exchange gains, dividends and similar income from related parties	132	427,496	17,344	15,731	74,000
2. Interest income, foreign exchange gains, dividends and similar income from non-related	133	63,898	17,544	136,220	74,850
Share in income from affiliated entrepreneurs and participating interests	134	0	0	0	0
4. Unrealized gains (income) from financial assets	135	0	0	0	C
5. Other financial income	136	0	0	0	0
IV. FINANCIAL EXPENSES (138 to 141)	137	32,245,173	9,321,636	28,458,200	6,153,646
1. Interest expenses, foreign exchange losses and similar expenses from related parties	138	0	0	0	C
2. Interest expenses, foreign exchange losses and similar expenses from non - related parties	139	32,245,173	9,321,636	28,458,200	6,153,646
Unrealized losses (expenses) on financial assets	140	0	0	0	C
4. Other financial expenses	141	0	0	0	C
V. INCOME FROM INVESTMENT SHARE IN PROFIT OF ASSOCIATED ENTREPRENEURS	142	0	0	0	0
VI. LOSS FROM INVESTMENT SHARE IN LOSS OF ASSOCIATED ENTREPRENEURS VII. EXTRAORDINARY - OTHER INCOME	143 144	0	0	0	0
VII. EXTRAORDINARY - OTHER INCOME VIII. EXTRAORDINARY - OTHER EXPENSES	144		0	0	
IX. TOTAL INCOME (111+131+142 + 144)	146	272,589,228	80,839,626	280,759,339	66,084,430
X. TOTAL EXPENSES (114+137+143 + 145)	147	231,981,405	76,724,583	248,626,904	59,628,093
XI. PROFIT OR LOSS BEFORE TAXATION (146-147)	148	40.607.823	4,115,043	32.132.435	6.456.337
1. Profit before taxation (146-147)	149	40,607,823	4,115,043	32,132,435	6,456,337
2. Loss before taxation (147-146)	150	0	0	0	C
XII. PROFIT TAX	151	0	0	0	C
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	40,607,823	4,115,043	32,132,435	6,456,337
1. Profit for the period(149-151)	153	40,607,823	4,115,043	32,132,435	6,456,337
2. Loss for the period (151-148)	154	0	0	0	0
APPENDIX TO PROFIT AND LOSS ACCOUNT (only for consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD	155	·			
1. Attributed to equity holders of parent company					
2. Attributed to minority interests STATEMENT OF COMPREHENSIVE INCOME (IFRS)	156				
PROFIT OF COMPREHENSIVE INCOME (IFRS)  PROFIT OR LOSS FOR THE PERIOD (= 152)	157	40,607,823	4,115,043	32,132,435	6,456,337
II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX (159 to 165)	158	14,544,552	41,071,151	-81,263,612	-7,610,657
Exchange differences on translation of foreign operations	159	14,544,552	41,071,151	-81,263,612	-7,610,657
Movements in revaluation reserves of long-term tangible and intangible assets	160	0	0	0.,200,012	1,010,001
Profit or loss from revaluation of financial assets available for sale	161	0	0	0	C
4. Gains or losses on efficient cash flow hedging	162	0	0	0	C
5. Gains or losses on efficient hedge of a net investment in foreign countries	163	0	0	0	C
6. Share in other comprehensive income / loss of associated companies	164	0	0	0	C
7. Actuarial gains / losses on defined benefit plans	165	0	0	0	C
III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166	0	0	0	C
IV. NET OTHER COMPREHENSIVE INCOME/ LOSS FOR THE PERIOD (158-166)	167	14,544,552	41,071,151	-81,263,612	-7,610,657
V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167)	168	55,152,375	45,186,194	-49,131,177	-1,154,320
APPENDIX to Statement of comprehensive income (only for consolidated financial statements)					
/I. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD	·	·		r	
Attributed to equity holders of parent company     Attributed to minority interests	169				
	170				

#### CASH FLOW STATEMENT - Indirect method

Company: 30312968003; TANKERSKA NEXT GENERATION D.D.			
Position	AOP code	Previous period	Current Period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES		• •	
Profit before tax	001	40,607,823	32,132,435
2. Depreciation	002	55,532,111	49,727,153
3. Increase in short-term liabilities	003	0	C
Decrease in short term receivables	004	0	C
5. Decrease in inventories	005	0	2,435,384
6. Other cash flow increases	006	1,448,464	1,616,573
I. Total increase in cash flow from operating activities (001 to 006)	007	97.588.398	85.911.545
Decrease in short - term liabilities	008	2.671.230	3,696,907
2. Insrease in short - term receivables	009	9.550.317	4,955,138
3. Increase in inventories	010	5.877.384	
4. Other cash flow decreases	011	322,356	5,723,945
II. Total decrease in cash flow from operating activities (008 to 011)	012	18,421,287	14,375,990
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	79,167,111	71,535,555
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	0	11,000,000
CASH FLOW FROM INVESTING ACTIVITIES	0.17		
Cash flow from sale of long - term tangible and intangible assets	015	0	
Cash inflows from sale of equity and debt financial instruments	016	0	
3. Interest receipts	017	0	
4. Dividend receipts	017	0	
Other cash inflows from investing activities	019	0	
III. Total cash inflows from investing activities(015 to 019)	019	0	
1.Cash outflows for purchase of long - term tangible and intangible assets	020	7,923,814	3,983,417
Cash outflows for purchase of long - term rangible and mangible assets     Cash outflows for purchase of equity and debt financial instruments	021	7,923,814	3,983,417
	022	0	
Other cash outflows from investing activities  IV. Total cash outflows from investing activities (021 to 023)	023		0.000.447
B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES (020-024)	024	7,923,814	3,983,417
B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES (024-020)	026	7,923,814	3,983,417
CASH FLOW FROM FINANCING ACTIVITIES			
Cash receipts from issuance of equity and debt financial instruments	027	0	
Cash inflows from loans, debentures, credits and other borrowings	028	210,902,745	25,078,932
3. Other cash inflows from financing activities	029	0	
V. Total cash inflows from financing activities (027 to 029)	030	210,902,745	25,078,932
Cash outflows for repayment of loans and bonds	031	275,282,825	58,820,431
2. Dividends paid	032	34,413,664	13,933,468
3. Cash outflows for finance lease	033	0	
Cash outflows for purchase of own stocks	034	0	C
5. Other cash outflows from financing activities	035	0	C
VI. Total cash outflows from financing activities (031 do 035)	036	309,696,489	72,753,899
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)	037	0	C
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES (036-030)	038	98,793,744	47,674,967
Total increases of cash flows (013 – 014 + 025 – 026 + 037 – 038)	039	0	19,877,17
Total decreases of cash flows (014 – 013 + 026 – 025 + 038 – 037)	040	27,550,447	(
Cash and cash equivalents at the beginning of period	041	71,465,019	43,914,572
Increase in cash and cash equivalents	042	0	19,877,17
Decrease in cash and cash equivalents	043	27,550,447	(
Cash and cash equivalents at the end of period	044	43,914,572	63,791,743

#### STATEMENT OF CHANGES IN EQUITY

period 01.01.2017, to 31.12.2017.

Position	AOP code	Previous year	Current year
1	2	3	4
1. Subscribed capital	001	436,667,250	436,667,250
2. Capital reserves	002	68,425,976	68,425,976
3. Reserves from profit	003	55,000,000	57,030,391
4. Retained earnings or accumulated loss	004	10,967,347	35,592,546
5. Profit or loss for the current year	005	40,607,823	32,132,435
6. Revaluation of long - term tangible assets	006	0	0
7. Revaluation of intangible assets	007	0	0
8. Revaluation of financial assets available for sale	008	0	C
9. Other revaluation	009	0	C
10. Total capital and reserves (AOP 001 to 009)	010	611,668,396	629,848,598
11. Currency gains and losses arising from net investments in foreign operations	011	54,833,836	-26,429,776
12. Current and deferred taxes (part)	012	0	C
13. Cash flow hedging	013	0	C
14. Changes in accounting policies	014	0	O
15. Correction of significant errors in prior periods	015	0	C
16. Other changes in capital	016	0	C
17. Total increase or decrease in capital (AOP 011 to 016)	017	54,833,836	-26,429,776
17 a. Attributed to equity holders of parent company	018		
17 b. Attributed to minority interest	019		

Items decreasing the capital are entered with a negative number sign
Data entered under AOP marks 001 to 009 are entered as situation on the Balance Sheet date

# Notes to the financial statements

Interim management report

#### 1. General information

Tankerska Next Generation Inc. is incorporated in 2014 in the Republic of Croatia. It's headquarter is at Božidara Petranovića 4, Zadar, Croatia.

Management Board:

John Karavanić, the sole member of the Board

Supervisory board members from 1st January 2017 till the date of the issue of these reports:

Ivica Pijaca, chairman Mario Pavić, vice chairman Nikola Koščica, member Joško Miliša, member Nikola Mišetić, member

As of 31 December, 2017 Tankerska Next Generation's Inc. share capital amounted to HRK 436,667,250 divided into 8,733,345 TPNG-R-A ordinary shares with no par value.

The Financial Statements for the period ending 31 December, 2017 include assets and liabilities, revenues and expenses

respectively Tankerska Next of Generation Inc. and its international subsidiaries (companies engaged in international shipping). All companies are managed by Tankerska Next Generation Inc. from the sole headquarters and by the same Management Board. Pursuant to the Article 429.a, section 4 of the Maritime Code ("Official Gazette" No. 181/04., 76/07., 146/08., 61/11., 56/13. and 26/15.) Tankerska Next Generation Inc. is obliged to conduct accounting and prepare financial statements for all domestic and international business operations, including all shipping companies in which it holds the majority ownership and which are engaged in vessel operations with their net tonnage being included in the tonnage tax calculation.

For some of Tankerska Next Generation Inc. subsidiaries that, pursuant to the regulations of the states they have been founded in, are not obliged to keep business books and prepare financial statements, Tankerska Next Generation Inc., in accordance with the Accounting Act and the Income Tax Act, states their

assets and liabilities, revenues and expenses respectively, within its financial statements.

#### 2. Principal accounting policies

Tankerska Next Generation Inc. financial statements include assets and liabilities, revenues and expenses of the following fully owned subsidiaries:

Tankerska Next Generation International Ltd., Majuro, Marshall Islands;

Fontana Shipping Company Ltd., Monrovia, Liberia;

**Teuta Shipping Company Ltd.,** Monrovia, Liberia;

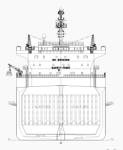
**Vukovar Shipping, LLC,** Majuro, Marshall Islands:

**Zoilo Shipping, LLC,** Majuro, Marshall Islands;

Pag Shipping, LLC, Majuro Marshall Islands.

The Financial statements for the period ending 31 December, 2017 do not include all information important for comprehension of the current period in the course of the year and should be read together with the Company's Financial Statements as at 31 December, 2016.

Financial statements have been prepared based on the same accounting policies, presentations and calculation methods as the ones used during preparation of the financial statements for the period ending 31 December 2016.



# Notes to the financial statements

Interim management report

EARNINGS PER SHARE	Period 1 Jan - 31 Dec 2016	Period 1 Jan - 31 Dec 2017
Net (loss) / profit to shareholders	HRK 40,607,823	HRK 32,132,435
Weighted average number of shares	8,720,145	8,720,145
Basic (loss) / earnings per share	HRK 4.66	HRK 3.68

TRANSACTIONS WITH THE RELATED PARTIES	Period 1 Jan - 31 Dec 2016	Period 1 Jan - 31 Dec 2017
Sales to related parties	HRK 0	HRK 0
Purchase from related parties	HRK 20,054,797	HRK 18,292,905
Receivables from related parties	HRK 0	HRK 0
Liabilities towards related parties	HRK 55,566	HRK 259,441
Given loans to related parties	HRK 0	HRK 0
Received loans from related parties	HRK 0	HRK 0

#### 3. Vessels and equipment

The depreciation expenses for the reporting period totaling USD 49.7million include the expenses related to the depreciation of the dry-docking of m/t Velebit and m/t Vinjerac during the five-year period until the next docking in the amount of HRK 1,578,638 (USD 251,787).

#### 4. Shareholder equity and reserves

On 31 August 2017 the dividend in amount of HRK 1.60 per share was paid out to the shareholders of Tankerska Next Generation from the profits realized in 2016.

## 5. Earnings per Share See table above

Since the Company has no potential dilutable ordinary shares, basic and diluted earnings per share are identical.

#### <u>6. Transactions with the Related Parties</u> See table above

## 7. Subsequent events after Balance Sheet date

There were no subsequent events after Balance Sheet date which would significantly affect the financial statements on 31 December 2017.

# Notes to the financial statements

Interim management report

#### **III. STATEMENT OF RESPONSIBILITY FOR THE FINANCIAL STATEMENTS**

The financial statements for the period starting 1 January 2017 and ending 31 December 2017 have been prepared by applying the International Financial Reporting Standards and provide an accurate and truthful review of assets, liabilities, profit and loss, financial position and operating of the Company.

The report of the Management Board on the Company's operations for the period starting on 1 January 2017, and ending on 31 December, contains a fair presentation of the Company's development, operating results and position with the description of significant risks and uncertainty the Company is exposed to.

Zadar, 26th February 2018

John Karavanić, CEO

# Important industry terms and concepts

Interim management report

#### Important industry terms and concepts

The Group uses a variety of industry terms and concepts when analysing its own performance. These include the following:

Revenue Days. Revenue Days represent the total number of calendar days the Group's vessels were in possession of the Group during a period, less the total number of Off-Hire Days during that period generally associated with repairs, drydocking or special or intermediate surveys.

Consequently, Revenue Days represent the total number of days available for a vessel to earn revenue. Idle days, which are days when a vessel is available to earn revenue, yet is not employed, are included in Revenue Days. The Group uses Revenue Days to explain changes in its net voyage revenues (equivalent to time charter earnings) between periods.

**Off-Hire Days.** Off-Hire Days refer to the time a vessel is not available for service due primarily to scheduled and unscheduled repairs or drydocking.

When a vessel is off-hire, or not available for service, the charterer is generally not required to pay the charter hire rate and the Group will be responsible for all costs, including the cost of fuel bunkers unless the charterer is responsible for the circumstances giving rise to the lack of availability. Prolonged off-hire may obligate the vessel owner to provide a substitute vessel or permit the charter termination.

The Group's vessels may be out of service, that is, off-hire, for several reasons: scheduled drydocking, special surveys, vessel upgrade or maintenance or inspection, which are referred to as scheduled off-hire; and unscheduled repairs. maintenance. operational deficiencies, equipment breakdown, accidents/incidents, crewing strikes, certain vessel detentions or similar problems, or charterer's failure to maintain the vessel in compliance with its specifications and contractual and/or market standards (for example major oil company acceptances) or to man a vessel with the required crew, which is referred to as unscheduled off-hire.

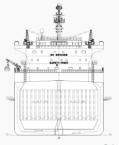
Operating Days. Operating Days represent the number of days the Group's vessels are in operation during the year. Operating Days is a measurement that is only applicable to owned and not bareboated or chartered-in vessels. Where a vessel is under the Group's ownership for a full year, Operating Days will generally equal calendar days. Days when a vessel is in a dry dock are included in the calculation of Operating Days as the Group still incurs vessel operating expenses.

Operating Days are an indicator of the size of the fleet over a period of time and affect both revenues and expenses recorded during that period.

(Net) Time Charter Equivalent (TCE). TCE is a standard shipping industry performance measure used primarily to compare daily earnings generated by vessels on time charters with daily earnings generated by vessels on voyage charters, because charter hire rates for vessels on voyage charters are generally not expressed per day as charter hire rates for vessels on time charters are.

Therefore the net equivalent of a daily time voyage rate is expressed in net daily time charter rate.

**(Net) TCE earnings.** The Group defines time charter equivalent earnings, or TCE earnings, as vessel revenues less commissions and voyage-related costs (both major and minor) during a period.



# Important industry terms and concepts

Interim management report

TCE earnings is a measure of performance of a vessel or a fleet, achieved on a given voyage or voyages and it is expressed in US dollars per day. The Group's definition of TCE earnings may not be the same as that used by other companies in the shipping or other industries.

(Net) TCE rates. The Group defines time charter equivalent rates, or TCE rates, as vessel revenues less commission and voyage related costs (both major and minor) during a period divided by the number of Revenue Days during that period.

TCE rates is a measure of the average daily revenue performance of a vessel or a fleet, achieved on a given voyage or voyages and it is expressed in US dollars per day. TCE rates correspond to the net voyage earnings per day. The Group's definition of TCE rates may not be the same as that used by other companies in the shipping or other industries.

The Group uses the foregoing methodology for calculating TCE rates

and TCE earnings in cases of both time charter and voyage charter contracts.

Gross Time Charter rates (GTC rates). The Group defines gross time charter rates, or GTC rates, as vessel revenues during a period divided by the number of Revenue Days during that period.

GTC rates should reflect the average daily charter rate of a vessel or a fleet and is expressed in US dollars per day. The Group's definition of GTC rate may not be the same as that used by other companies in the shipping or other industries.

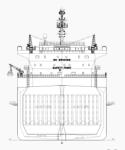
Daily vessel operating expenses. Daily vessel operating expenses is a metric used to evaluate the Group's ability to efficiently operate vessels incurring operating expenses and to limit these expenses.

Daily vessel operating expenses represent vessel operating expenses divided by the number of Operating Days of vessels incurring operating expenses and is expressed in US dollars per day.

Average number of vessels. Historical average number of owned vessels consists of the average number of vessels that were in the Group's possession during a period. The Group uses average number of vessels primarily to highlight changes in vessel operating costs.

Fleet utilization. Fleet utilization is the percentage of time that the Group's vessels generate revenues. The shipping industry uses fleet utilization to measure a company's efficiency in finding employment for its vessels and in minimizing the number of days that its vessels are off-hire for reasons such as scheduled repairs, drydocking, surveys or other reasons other than commercial waiting time.

Fleet utilization is calculated by dividing the number of Revenue Days during a period by the number of Operating Days during that period.



# Important chartering contracts

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The Group's performance can be affected by some of the following types of charter contracts:

Time charter. Time charter is a contract under which a charterer pays a fixed daily hire rate on a semi-monthly or monthly basis for a fixed period of time for using the vessel. Subject to any restrictions in the charter, the charterer decides the type and quantity of cargo to be carried and the ports of loading and unloading. Under a time charter the charterer pays substantially all of the voyage-related costs (etc. port costs, canal charges, cargo manipulation expenses, fuel expenses and others). The vessel owner pays commissions on gross voyage revenues and the vessel operating expenses (etc. wages, insurance, technical maintenance and other).

Time charter rates are usually fixed during the term of the charter. Vessels operating on time charters for a certain period of time provide more predictable cash flows over that period of time, but can yield lower profit margins than vessels operating under voyage charters in the spot market during periods characterized by favourable market conditions. Prevailing time charter rates fluctuate on a seasonal and year-on-year basis reflecting changes in spot charter rates, expectations about future spot charter rates and other factors. The degree of volatility in time charter rates is lower for longer-term time charters compared to shorter-term time charters.

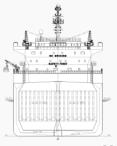
Voyage charter. Voyage charter involves the carriage of a specific amount and type of cargo from a specific loading port(s) to a specific unloading port(s) and most of these charters are of a single voyage nature. The owner of the vessel receives one payment derived by multiplying the tonnes of cargo loaded on board by the cost per cargo tonne. The owner is responsible for the payment of all expenses including commissions, voyage-related costs, operating expenses and capital costs of the vessel. The charterer is typically responsible for any

costs associated with any delay at the loading or unloading ports. Voyage charter rates are volatile and fluctuate on a seasonal and year-on-year basis.

Other charters. Besides the two most common charters (time and voyage) the shipping industry provides other types of contracts between the ship owner and the charterer.

Bareboat charter. Bareboat charter is a contract pursuant to which the vessel owner provides the vessel to the charterer for a fixed period of time at a specified daily rate, and the charterer provides for all of the vessel's operating expenses in addition to the commissions and voyage related costs, and generally assumes all risk of operation. The charterer undertakes to maintain the vessel in a good state of repair and efficient operating condition and drydock the vessel during the term of the charter consistent with applicable classification society requirements.

Time charter trip. Time charter trip is a short term time charter where the vessel performs a single voyage between loading port(s) and unloading port(s). Time charter trip has all the elements of a time charter including the upfront fixed daily hire rate.



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The Group uses a variety of financial and operational terms and concepts when analysing its own performance. These include the following:

Vessel revenues. The Group generates revenues by charging customers for the transportation of their oil products using its own vessels. Historically, the Operating Fleet's services have generally been provided under time charters although the Group may enter into voyage charters in the future. The following describes these basic types of contractual relationships:

Time charters, under which the vessels are chartered to customers for a fixed period of time at rates that are generally fixed; and

Voyage charters, under which the vessels are chartered to customers for shorter intervals that are priced on a current or "spot" market rate

Under a time charter the charterer pays substantially all of the voyage-related costs. The vessel owner pays commissions on gross vessel revenues and also the vessel operating expenses. Time charter rates are usually fixed during the term of the charter.

Vessels operating under time charters provide more predictable cash flows over a given period of time, but can yield lower profit margins than vessels operating under voyage charters in the spot market during periods characterized by favourable market conditions. Prevailing time charter rates fluctuate on a seasonal and yearon-year basis reflecting changes spot charter

expectations about future spot charter rates and other factors. The degree of volatility in time charter rates is lower for longer-term time charters as opposed to shorter-term time charters.

Other revenues. Other revenues primary includes revenues from charterers for other services and revenues from profit commission on insurance policies.

# Primary distinction among these types of charters and contracts

	Time charter	Voyage charter			
Typical contract length	1-5 years	Single voyages, consecutive voyages and contracts of affreightment (COA)			
Hiire rate basis (1)	Daily	Varies			
Commercial fee (2)	The Group pays	The Group pays			
Commissions (2)	The Group pays	The Group pays			
Major Vessel related costs (2)	Customer pays	The Group pays			
Minor Vessel related cost (2)	The Group pays	The Group pays			
Vessel operating costs (2)	Customer does not pay	Customer does not pay			
(1) 'Hire' rate refers to the basic payment from the charterer for the use of the vessel					
(2) See 'Important Financial and Operational Terms and Concepts below'					
(3) 'Off-hire' refers to the time a vessel is not available for service due primarly to scheduled and unscheduled repairs and drydockings					

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Commercial fee. Commercial fees expenses include fees paid to the Fleet Manager, under the Management Agreement, for providing the Group with chartering and commercial management services.

Commissions. Commissions are realized in two basic forms: addressed commission and brokerage commission. Addressed commission is commission payable by the ship owner to the charterer, regardless of charter type and is expressed as a percentage of the freight or hire. This commission is a reimbursement to the charterer for costs incurred in relation to the chartering of the vessel either to third party brokers or by the charterer's shipping department.

Brokerage commission is payable under a time charter on hire. Subject to the precise wording of the charter, the broker's entitlement to commission will therefore only arise when the charterers remit hire or is recovered by some other means. Commission under a voyage charter is payable on freight, and may also be payable on deadfreight and demurrage.

Voyage-related costs. Voyage-related costs are typically paid by the ship owner under voyage charters and by the customer under time charters. Voyage-related costs are all expenses which pertain to a specific voyage. The Group differs major and minor voyage-related costs.

Most of the voyage-related costs are incurred in connection with the employment of the fleet on the spot market (voyage charter) and under COAs (contracts of affreightment). Major voyage-related costs include bunker fuel expenses, port fees, cargo loading and unloading expenses, canal tolls, agency fees, extra war risks insurance and any other expenses related to the cargo are typically paid by the customer.

Minor voyage-related expenses such as draft surveys, tank cleaning, postage and other minor miscellaneous expenses related to the voyage may occur and are typically paid by the ship owner. From time to time, the ship owner may also pay a small portion of above mentioned major voyage-related costs.

Vessel operating costs. The Group is responsible for vessel operating costs which include crewing, repairs and maintenance, lubricants, insurance, spares, stores, registration and communication and sundries.

Vessel operating costs also includes management fees paid to the Fleet Manager, under the Management Agreement, for providing the Group with technical and crew management, insurance arrangements and accounting services.

The largest components of vessel operating costs are generally crews and repairs and maintenance. Expenses for repairs and maintenance tend to fluctuate from period to period because most repairs and maintenance typically occur during periodic drydocking. These expenses may tend to increase as these vessels mature and thus the extent of maintenance requirements expands.

**Depreciation and amortization.** The Group depreciates the original cost, less an estimated residual value, of its vessels on a straight-line basis over each vessel's estimated useful life. The estimated

useful life of 25 years is the Management Board's best estimate and is also consistent with industry practice for similar vessels. The residual value is estimated as the lightweight tonnage of each vessel multiplied by an estimated scrap value (cost of steel) per tone. The scrap value per tone is estimated taking into consideration the historical Indian sub-continent five year scrap market rate.

Depreciation expense typically consists of charges related to the depreciation of the historical cost of the vessels (less an estimated residual value) over the estimated useful lives of the vessels and charges relating to the depreciation of upgrades to vessels, which are depreciated over the shorter of the vessel's remaining useful life or the life of the renewal or upgrade. The Group reviews the estimated useful life of vessels at the end of each annual reporting period.

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Drydocking and surveys (special and intermediate). The vessels are required to undergo planned drydocking for replacement of certain components, major repairs and maintenance of other components, which cannot be carried out while the vessels are operating, approximately every 30 months or 60 months depending on the nature of work and external requirements. The Group intend to periodically drydock each of vessels for inspection, repairs and maintenance and any modifications to comply with industry certification or governmental requirements. The number of drydocking undertaken in a given period and the nature of the work performed determine the level of drydocking expenses.

Vessel impairment. The carrying amounts of the vessels are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indications exists, the vessel's recoverable amount is estimated. Vessels that are subject to deprecation are reviewed for impairment whenever events or changes in circumstances

indicate that the carrying amount may not be fully recoverable. The carrying values of the vessels may not represent their fair market value at any point in time since the market prices of second-hand vessels tend to fluctuate with changes in charter rates and the cost of newbuilds. Historically, both the charter rates and vessel values have been cyclical in nature.

Management Board's judgment is critical in assessing whether events have occurred that may impact the carrying value of the vessels and in developing estimates of future cash flows, future charter rates, vessel operating expenses, and the estimated useful lives and residual values of those vessels. These estimates are based on historical trends as well as future expectations. Management Board's estimates are also based on the estimated fair values of their vessels obtained from independent ship brokers, industry reports of similar vessel sales and evaluation of current market trends.

**General and administrative expenses.**General and administrative expenses comprise of the administrative staff costs,

management costs, office expenses, audit, legal and professional fees, travel expenses and other expenses relating to administration.

Interest expense and finance costs.

Interest expense and finance costs comprise of interest payable on borrowings and loans and foreign exchange gains and losses.

Tonnage tax. The tonnage tax regime is introduced into the Croatian maritime legislation by new amendments to the Maritime Act and is applicable from January 1, 2014. According to the relevant provisions of the Maritime Act ("Maritime Act"), qualifying companies may choose to have their shipping activities taxed on the basis of the net tonnage of their fleet instead of on the basis of their actual profits. Companies, having opted for the tonnage tax, must remain subject to this regime for the following 10 years. The qualifying company has to be a shipping company liable under the Croatian corporate tax on any profits it generates. Furthermore, it must operate the vessels which satisfy all applicable requirements,

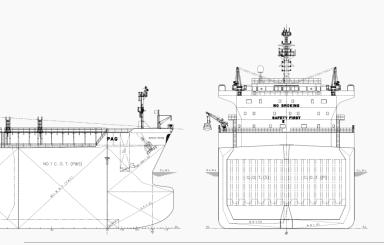
and most importantly, the qualifying company must be carrying out the strategic and commercial management activities of vessels in Croatia.

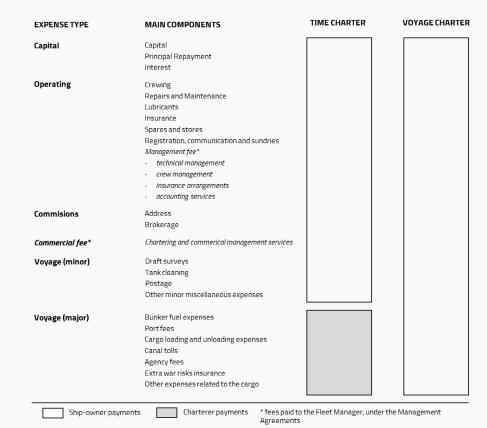
In the tonnage tax system, the shipping operations shifted from taxation of business income to tonnage-based taxation. Under the tonnage tax regime, the tax liability is not calculated on the basis of income and expenses as under the normal corporate taxation, but is based on the controlled fleet's notional shipping income, which in turn depends on the total net tonnage of the fleet under management.

Summary of expenses. Under voyage charters, the Group will be responsible for commissions, all vessel voyage-related costs and operating expenses. Under time charters, the charterer generally pays commissions, operating expenses and minor voyage-related costs. For both types of contracts the Group is responsible to pay fees to the Fleet Manager, under the Management Agreement.

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The table below illustrates the payment responsibilities of the ship owner and charterer under a time and voyage charter.





# Cautionary note regarding forward-looking statements

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Certain statements in this document are not historical facts and are forwardlooking statements. They appear in a number of places throughout this document. From time to time, the Group may make written or oral forward-looking statements in reports to shareholders and in other communications. Forwardlooking statements include statements concerning the Group's plans, objectives, goals, strategies, future events, future revenues or performance, capital expenditure, financing needs, plans or intentions relating to acquisitions, competitive strengths and weaknesses, business strategy and the trends which the Group anticipates in the industries and the political and legal environment in which it operates and other information that is not historical information.

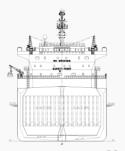
Words such as "believe", "anticipate", "estimate", "expect", "intend", "predict", "project", "could", "may", "will", "plan" and similar expressions are intended to identify forward-looking statements, but

are not the exclusive means of identifying such statements.

By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that the predictions, forecasts, projections and other forward-looking statements will not be achieved. Prospective investors should be aware that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements.

When relying on forward-looking statements, investors should carefully consider the foregoing factors and other uncertainties and events, especially in light of the political, economic, social and legal environment in which the Group operates. Such forward-looking statements speak only as of the date on which they were made.

Accordingly, the Company does not undertake any obligation to update or revise any of them, whether as a result of new information, future events or otherwise, other than as required by applicable laws and the Zagreb Stock Exchange Rules. The Company makes no representation, warranty or prediction that the results anticipated by such forward-looking statements will be achieved, and such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario.



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Interim management report

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