



OKEANIS ECO TANKERS CORP.  
Q1 2022 EARNINGS PRESENTATION

DATE 13 MAY 2022



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# AGENDA

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- 1 Executive summary
  - 2 Commercial and market update
  - 3 Financial update
  - 4 ESG
  - 5 Investment thesis and outlook
  - 6 Appendix
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## EXECUTIVE SUMMARY

OET came in **profitable** at another **volatile quarter** for the market thanks to its fuel efficient vessels, active management and prudent vessel positioning

	1Q22	1Q21	YoY (%)
<b>Commercial Performance</b> (\$ per day)	VLCC TCE <sup>(1)</sup>	\$24,200	\$32,000 (24%)
	Suezmax TCE <sup>(1)</sup>	\$25,300	\$22,000 15%
	Aframax/LR2 TCE <sup>(1)</sup>	-	\$18,600 -
	Fleetwide TCE <sup>(1)</sup>	\$24,700	\$26,100 (5%)
	Fleetwide Opex <sup>(2)</sup>	\$7,992	\$7,506 6%
	TC Coverage	40%	63% (37%)
<b>Income Statement</b> (\$m exc. EPS)	TCE Revenue	\$26.4	\$39.6 (33%)
	Adjusted EBITDA <sup>(3)</sup>	\$16.2	\$25.2 (36%)
	Adjusted Profit <sup>(4)</sup>	\$1.9	\$5.8 (67%)
	Adjusted EPS <sup>(4)</sup>	\$0.06	\$0.18 (67%)
<b>Balance Sheet</b> (\$m)	Total Debt	\$656.4	\$821.1 (20%)
	Total Cash <sup>(5)</sup>	\$40.4	\$32.1 26%
	Total Assets	\$1,044.3	\$1,248.4 (16%)
	Total Equity	\$366.6	\$401.4 (9%)
	Book Leverage	63%	66% (5%)

## 1Q22 highlights



**\$24,700 pd** fleetwide TCE



**\$16.2m** adj. EBITDA<sup>(3)</sup> / **\$1.9m** adj. profit<sup>(4)</sup>



**\$40.4m** liquidity<sup>(5)</sup>



**63%** book leverage

## Notes

- Post 1Q22, OET signed a termsheet for a new debt facility with use of proceeds towards a) refinancing debt under 2x VLCCs and b) general corporate purposes, at attractive terms; drawdown expected in 2Q 2022 while cash release for OET at \$~29m -> ~\$70m pro forma cash balance
- In the current rising interest rate environment, OET holds an interest rate swap book with a Mark-To-Market of ~\$12m<sup>(6)</sup>

Notes: (1) TCE revenue over operating days (calendar days less off-hire days); (2) Including management fees; increase YoY mainly attributable to Covid-19 related costs which are non-recurring in nature, EUR / USD FX; (3) EBITDA Adjusted for unrealised gain on derivatives, FX; (4) Profit adjusted for unrealised gain on derivatives; (5) Including restricted cash; (6) Based on current \$L forward curve

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# COMMERCIAL AND MARKET UPDATE

# COMMERCIAL PERFORMANCE – 1Q22

	VLCC			Suezmax			Fleetwide		
	Days	% of Total	TCE	Days	% of Total	TCE	Days	% of Total	TCE
Timecharter	181	33%	\$34,900	244	46%	\$29,100	425	40%	\$31,600
Spot	360	67%	\$18,800	284	54%	\$22,200	644	60%	\$20,300
<b>Total</b>	<b>541</b>	<b>100%</b>	<b>\$24,200</b>	<b>528</b>	<b>100%</b>	<b>\$25,300</b>	<b>1,069</b>	<b>100%</b>	<b>\$24,700</b>
Calendar	541			540			1,081		
Operating <sup>(1)</sup>	541			528			1,069		
Utilization	100%			98%			99%		

- Performed WAF<sup>(2)</sup>-China & USG<sup>(3)</sup>-Taiwan voyages, at favorable Q4 market levels which generated higher TCEs due to eco & scrubber premium
- Fixed a short TC on Nissos Rhenia at a premium to spot market earnings
- Negatively penalized by IFRS due to ballast days after discharge

- Took advantage of favorable positions in the West to conclude attractive voyages:
- Poliegos fixed front haul voyage back East. Very small ballast leg and maximized the laden voyage
  - Milos also positioned in West, traded intra-regionally
  - Kimolos fixed a backhaul voyage into the USG<sup>(3)</sup> and positioned in firmer markets
  - Fixed a short TC on Folegandros at a premium to spot market earnings

- Quality, high-spec fleet enabled us to compete for every cargo, maximize TCE, and always first preference for TC
- Shifted available vessels to the West to capitalize on stronger regional markets

Notes: (1) Calendar days less off-hire days; (2) West Africa; (3) US Gulf

# COMMERCIAL PERFORMANCE – 2Q22 GUIDANCE

**VLCC:** 47% of available 2Q22 spot days fixed at **\$25,400 pd**  
**Suezmax:** 64% of available 2Q22 spot days fixed at **\$36,500 pd**

	VLCC			Suezmax			Fleetwide		
	Days	% of Total	TCE	Days	% of Total	TCE	Days	% of Total	TCE
Timecharter	223	33%	\$28,200	273	46%	\$25,500	496	41%	\$26,700
Spot – fixed	211	32%	\$25,400	176	32%	\$36,500	387	32%	\$30,400
Spot – to be fixed	234	35%	-	97	18%	-	331	27%	-
<b>Total</b>	<b>668</b>	<b>100%</b>		<b>546</b>	<b>100%</b>		<b>1,214</b>	<b>100%</b>	
Calendar	668			546			1,214		
Operating <sup>(1)</sup>	668			546			1,214		
Utilization	100%			100%			100%		

We had four vessels to fix in Q2:

- Nissos Kythnos and Nissos Keros were fixed for WAF<sup>(2)</sup>-Europe fixtures that will open early Q3 in a loading area with excellent triangulated earnings potential
- Nissos Donoussa was fixed for a WAF<sup>(2)</sup> China run
- Nissos Anafi employed under an attractive voyage from the AG<sup>(3)</sup> into Japan thus taking advantage of a shorter ballast and longer laden run

With 2 vessels positioned in the West, we were able to capitalize on market strength following the Russia invasion in Ukraine:

- Poliegos completed in the East and fixed a lucrative backhaul
- Kimolos will take advantage of a short ballast and large laden run with the potential to open up in Europe giving us the opportunity to refix yet another fronthaul voyage

- Quality, high-spec fleet enabled us to compete for every cargo, maximize TCE, and always first preference for TC
- Shifted available vessels to the West to capitalize on stronger regional markets

Notes: (1) Calendar days less off-hire days; (2) West Africa; (3) Arabian Gulf



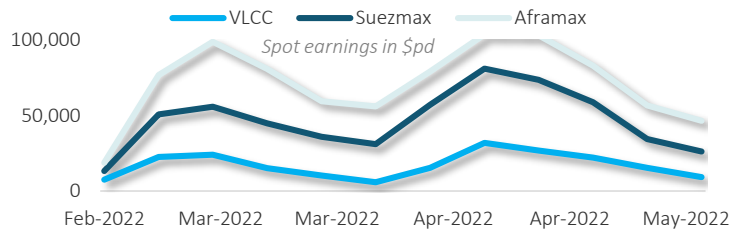
OET is equipped to navigate through uncertainty during the short to medium term thanks to its **young, eco fleet, balance sheet strength and active management**

Russian invasion of Ukraine



Feb 2022

**EU rushes to secure** non-Russian replacement crude and as a result **rates spiked**



Although rates spiked, we have seen crude tanker fleet **concentration** in **the West** but with limited cargoes towards East due to Chinese lockdown



Mar 2022



EU rushing to secure cargoes caused a **dislocation of ships, rebalance** of which **adds downward pressure for the short term**

2H 2022

Following fleet rebalancing, we would expect **longer tonne miles** from emerging **new trade routes** and the impact from Chinese reopening

**Uncertainty** is evident between short to medium term:

- Russian oil embargo from West?
- Replacement barrels from other sources?
- Elevating prices and inflation vs oil demand?
- Lockdown in China?
- Return of Iranian barrels?
- Return of Venezuelan barrels?

May 2022

- Best medium term **supply fundamentals**
- **Oil demand** projected above pre-pandemic levels
- World **mobility recovery**
- Historical **reserve depletion**

Short to medium term

Medium to long term

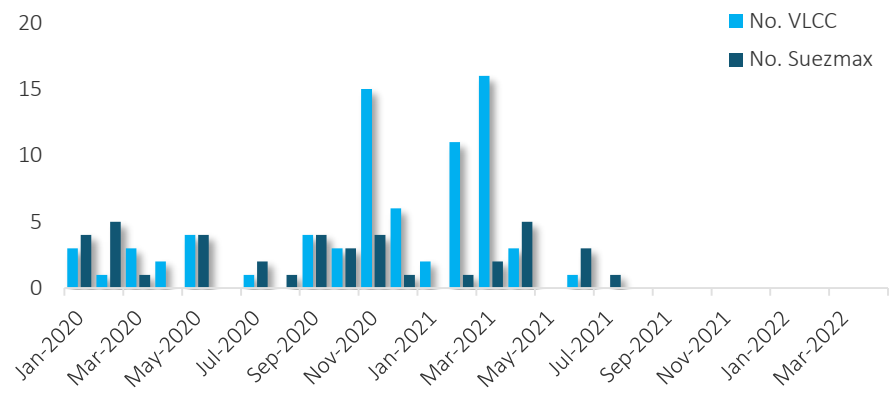
# BEST MEDIUM TERM SUPPLY FUNDAMENTALS ON RECORD

An undemanding orderbook combined with ~zero contracting, elevated fleet age, tight yard capacity and soaring NB prices suggests that crude tanker fleet growth will remain manageable over the next few years (~2-3%)

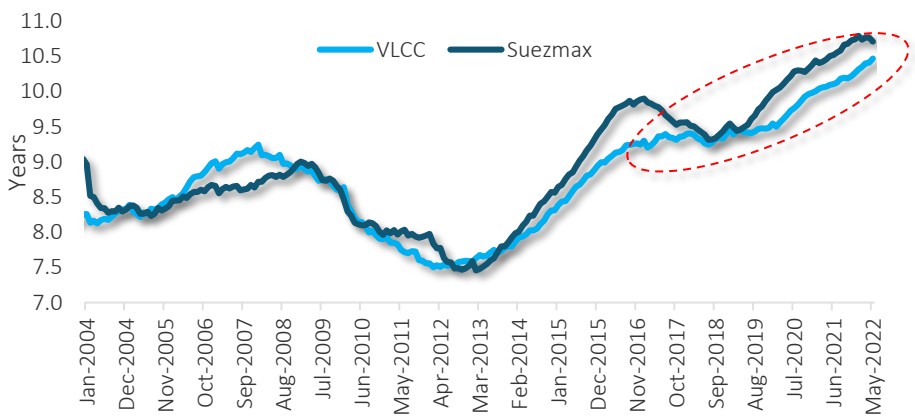
## 1 Undemanding, all time low orderbook % to fleet ratio



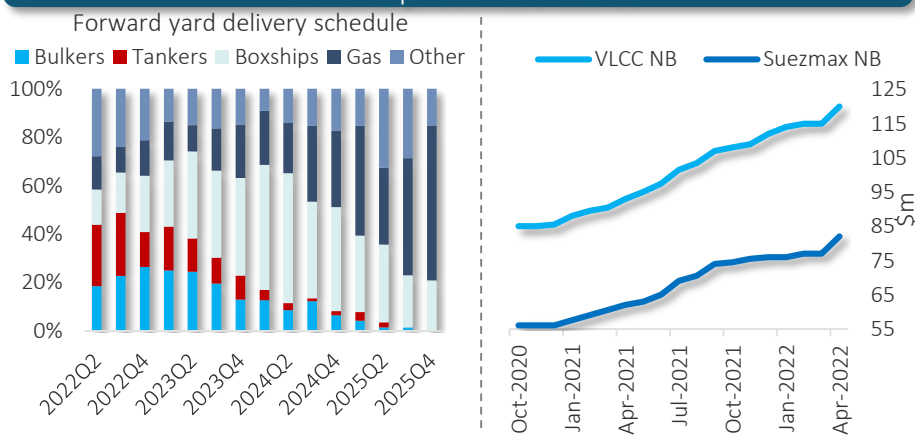
## 2 ~Zero contracting



## 3 2x decades high average age on the forefront of ESG regulations



## 4 New tanker orders would only deliver from 2025 onwards, while NB prices have soared

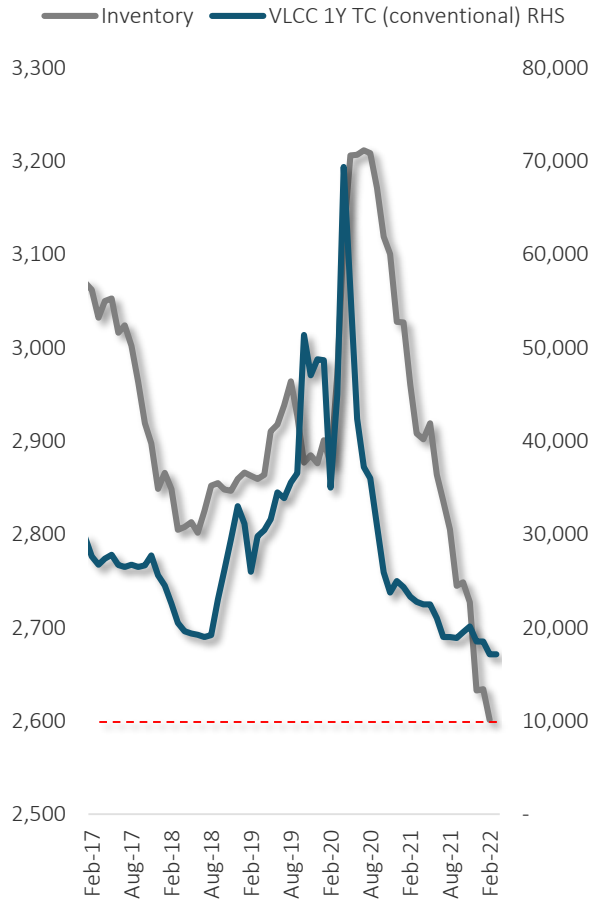


Source: Clarksons, OET

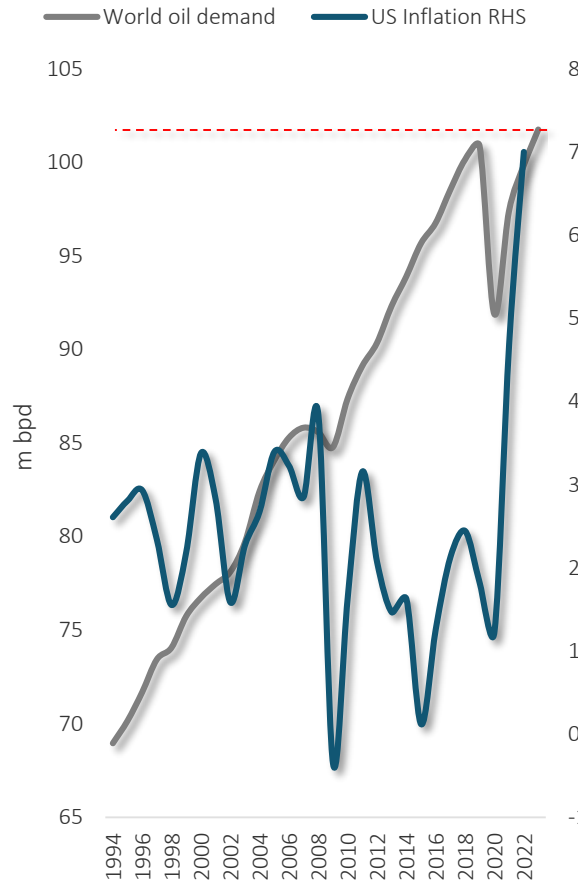
# CONSTRUCTIVE NOMINAL DEMAND

Oil demand is projected **above pre-pandemic** levels as the world **moves away from mobility restrictions** while **pent up demand** expected to address **historical reserve depletion**

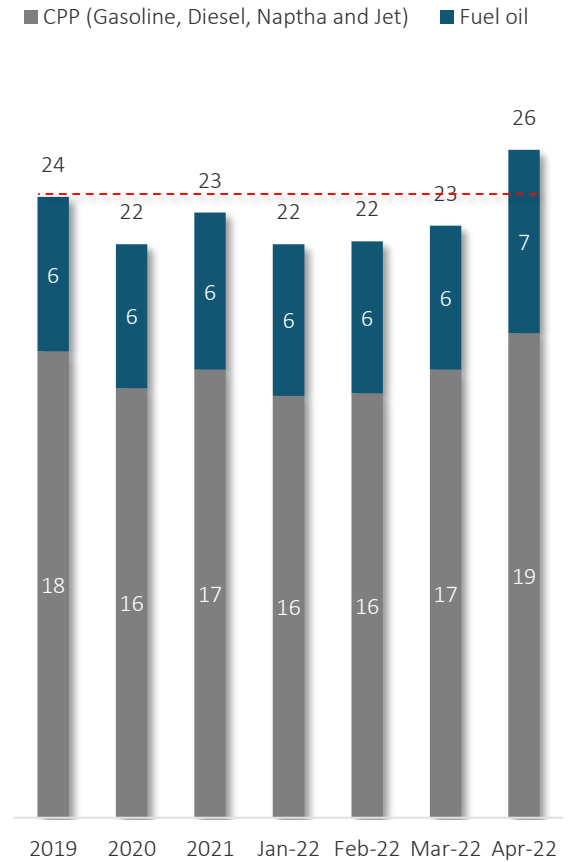
Crude oil inventories (mbbls) vs VLCC 1Y TC (\$pd)



World oil demand above pre-pandemic levels while largely inelastic to inflation



World mobility above pre-pandemic (Seaborne product exports, m bpd)

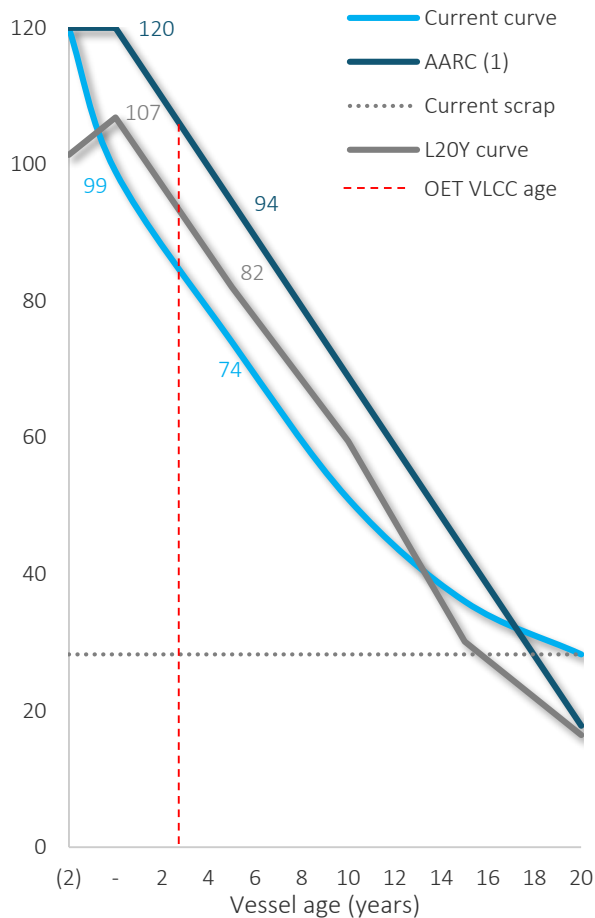


Source: eia, Refinitiv, Clarksons, Energy Aspects, OET

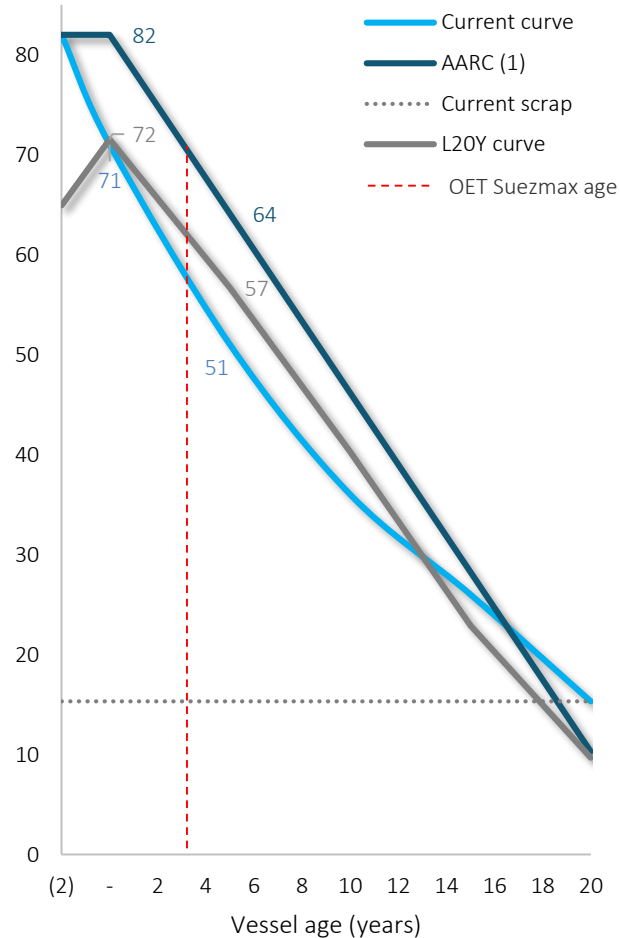
# SECOND HAND VALUE CURVE POTENTIAL

Rerating on second hand values is justified both from historical and replacement cost perspective

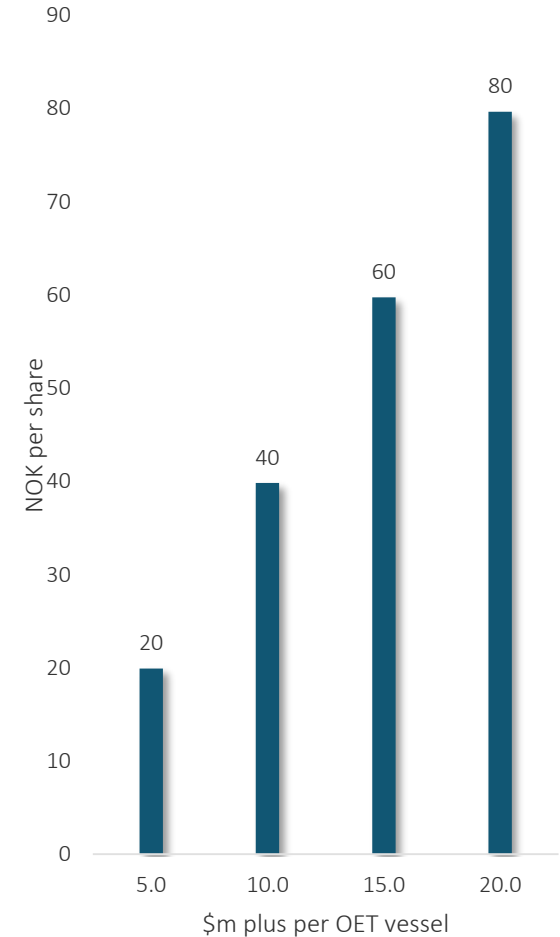
VLCC value curves (\$m)



Suezmax value curves (\$m)



Every \$5m vessel value appreciation adds NOK 20 to intrinsic value per share



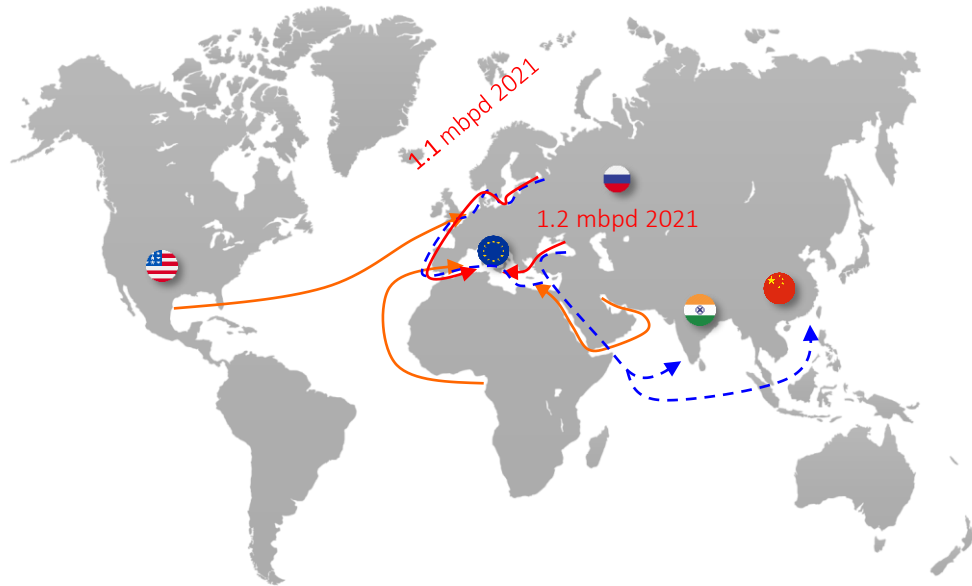
Source: Clarksons, Recent yard quotes, OET

Notes: (1) Age Adjusted Replacement Cost; NB price depreciated down to scrap value at \$400 per ldt over 20 years useful life;

Russian invasion in Ukraine and concurrent US and EU sanctions have resulted in new trade routes that would probably enhance tonne mile demand for crude tankers

## Main trade routes evolution

- Old routes Russia to Europe
- New routes replacement bbls to Europe??
- New routes Russia to Asia??

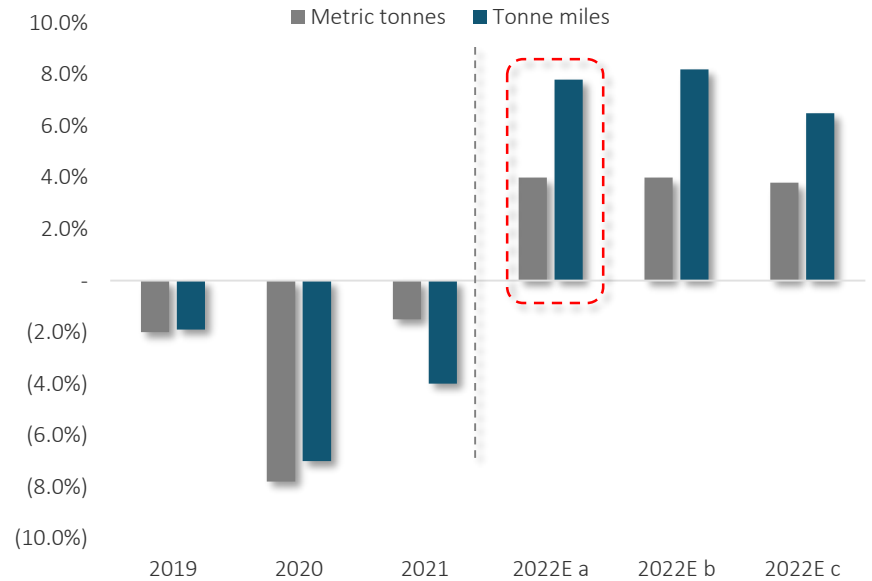


~2.3m bpd replacement volumes for Europe :

- a) 1.1 mbpd coming from Russia to Europe through the Baltic
- b) 1.2 mbpd coming from Russia to Europe through the Black sea

Source: Clarksons, Kpler, OET

## Crude tanker demand incorporating trade shifts scenarios YoY% Tonne mile demand almost double vs metric tonnes



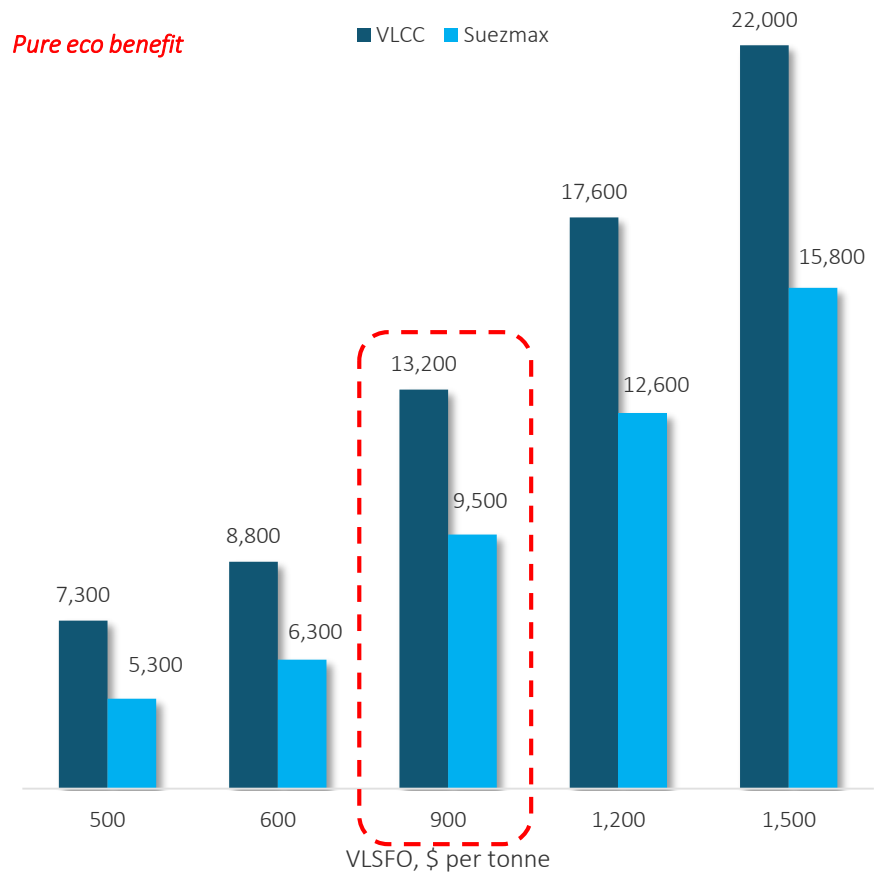
- a) Current base case
- b) Higher uptake of Russian crude in Asia
- c) Lower replacement volumes into Europe

# SIGNIFICANT ECO BENEFIT ON A RISING BUNKER PRICE ENVIRONMENT

Vessels can be retrofitted to burn HSFO but they can't turn into Eco;  
OET's fleet is equipped with both

Assumptions | VLCC | Suezmax | Daily Eco savings sensitivities to VLSFO price (\$pd)  
Spread between VLSFO-HSFO held at \$125 pmt

Sailing Days	A	325	295
<i>Fuel Consumption (tons/day @ 12.5 knots)</i>			
Non-Eco	B	61.5	43.0
Eco	C	45.0	30.0
Incremental for Scrubber	D	2.0	1.0
Daily Eco fuel savings	$E = (B-C)$	16.5	13.0
<i>Singapore Bunker Prices (\$/ton)</i>			
VLSFO	F	\$900	\$900
HSFO (380cst)	G	\$775	\$775
Spread	$H = (F-G)$	\$125	\$125
<b>Eco Daily Savings</b>	$I = (A * E * F / 365)$	<b>\$13,200</b>	<b>\$9,500</b>
<b>Scrubber Daily Savings</b>	$J = (A * (C-D) * H) / 365$	<b>\$4,800</b>	<b>\$2,900</b>
<b>Eco + Scrubber Daily Savings</b>	$K = (I + J)$	<b>\$18,000</b>	<b>\$12,400</b>



Source: Clarksons Research, OET

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## FINANCIAL UPDATE

# INCOME STATEMENT SUMMARY

Income statement summary (\$'000s unless per share data)	1Q22	1Q21
<b>TCE Revenue</b>	<b>\$26,437</b>	<b>\$39,573</b>
Vessel operating expenses	(7,667)	(10,108)
Management fees	(973)	(1,377)
General and administrative expenses	(1,568)	(2,918)
<b>EBITDA</b>	<b>\$16,229</b>	<b>\$25,170</b>
Depreciation and amortization	(8,238)	(11,189)
<b>EBIT</b>	<b>\$7,992</b>	<b>\$13,982</b>
Net interest expense	(5,938)	(7,966)
Other financial income/expenses net	7,229	1,326
<b>Reported Profit</b>	<b>\$9,282</b>	<b>\$7,342</b>
<b>Reported/EPS - basic &amp; diluted</b>	<b>\$0.29</b>	<b>\$0.23</b>
Adjustments	(7,353)	(1,509)
<b>Adjusted Profit</b>	<b>\$1,929</b>	<b>\$5,832</b>
<b>Adjusted EPS - basic &amp; diluted</b>	<b>\$0.06</b>	<b>\$0.18</b>
Weighted average shares - basic & diluted	32,228	32,376

## Notes:

- 1Q22 Fleetwide TCE of \$24,700 per operating day
- VLCC: \$24,200 per operating day
- Suezmax: \$25,300 per operating day
- Fleetwide OpEx of \$7,992<sup>(1)</sup> per calendar day
- G&A of \$1,451<sup>(2)</sup> per calendar day
- Adjusted profit of 1.9m or \$0.06 per share
- In the current rising interest rate environment, OET holds an interest rate swap book with a Mark-To-Market of ~\$12m<sup>(3)</sup>

Source: OET

Notes: (1) Including management fees; (2) Includes expenses for full year 2022, paid in 1Q22, which are non-recurring; (3) Based on current \$L forward curve



# BALANCE SHEET SUMMARY

Balance sheet summary (\$'000s)	1Q22	1Q21
<b>Assets</b>		
Cash & cash equivalents	\$32,572	\$38,183
Restricted cash	7,795	7,349
Vessels, net	955,083	865,208
Newbuildings	9,233	18,193
Other assets	39,663	25,655
<b>Total Assets</b>	<b>\$1,044,346</b>	<b>\$954,589</b>
<b>Shareholders' Equity &amp; Liabilities</b>		
Shareholders' equity	\$366,563	\$358,293
Interest bearing debt	656,410	576,996
Other liabilities	21,373	19,300
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>\$1,044,346</b>	<b>\$954,589</b>

## Notes:

- Total cash<sup>(1)</sup> of \$40.4m
- Total assets of \$1,044.3m
- Total interest bearing debt of \$656.4m
- Book leverage of 63%
- Total equity of \$366.6m
- Book value of equity of \$11.4 per share

Source: OET

Notes: (1) Including restricted cash

# CASH FLOW SUMMARY

Cash flow statement summary (\$'000s)	1Q22	1Q21
<b>Cash Flow from Operating Activities</b>		
Net income	\$9,282	\$7,342
Total reconciliation adjustments	6,161	17,294
Total changes in working capital	(13,138)	(5,832)
<b>Net cash from operating activities</b>	<b>\$2,305</b>	<b>\$18,804</b>
<b>Cash Flows from Investing Activities</b>		
Investment in vessels	(\$72,123)	(\$1,859)
Other investing activities	625	383
<b>Net cash from investing activities</b>	<b>(\$71,498)</b>	<b>(\$1,476)</b>
<b>Cash Flow from Financing Activities</b>		
Net changes in debt	\$61,951	(13,795)
Net changes in equity	(1,012)	-
Dividends and capital returns	-	(3,220)
Other financing activities	2,644	59
<b>Net cash from financing activities</b>	<b>\$63,582</b>	<b>(\$16,956)</b>
<i>Net change in cash &amp; cash equivalents</i>	<i>(5,611)</i>	<i>372</i>
Cash and cash equivalents at beginning of period	38,183	23,338
<b>Cash and cash equivalents at end of period<sup>(2)</sup></b>	<b>\$32,572</b>	<b>\$23,710</b>

## Notes:

- Total liquidity<sup>(1)</sup> of \$40.4m
- Remaining, fully funded, NB capex of \$70.7m in 2022
- Post 1Q22, OET signed a termsheet for a new debt facility with use of proceeds towards a) refinancing debt under 2x VLCCs and b) general corporate purposes, at attractive terms; drawdown expected in 2Q 2022 while cash release for OET at \$~29m -> ~\$70m pro forma cash balance for OET
- Zero drydockings in 2022

Source: OET

Notes: (1) Including restricted cash; (2) Excluding ~\$2m held in debt retention account and ~\$6m in restricted cash;

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ESG

# EMISSIONS REPORTING

Committed to transparent reporting and reduction of carbon emissions;  
The Group adheres to the ABS Monitoring Reporting and Verification Regulation (MRV) framework

Reporting		VLCC	Suezmax	OET
Number of vessels reporting emissions data		7	6	13
CO2 emissions generated from vessels (metric tons)				
Laden Condition		35,500	25,100	60,600
All Conditions		58,300	34,700	93,000
<b>Fleet Annual Efficiency Ratio (AER)<sup>(1)</sup></b>				
CO2 emissions - all conditions	A	58,300	34,700	93,000
Design deadweight tonnage (DWT)	B	319,000	158,400	244,877
Total distance travelled (nautical miles)	C	120,600	100,700	221,300
<b>Fleet AER for the period (CO<sub>2</sub> gr/tonne-mile)</b>	<b>A*10<sup>6</sup>/(B*C)</b>	<b>1.5</b>	<b>2.2</b>	<b>1.7</b>
<b>Fleet Energy Efficiency Operational Indicator (EEOI)<sup>(2)</sup></b>				
CO2 emissions - all conditions	A	58,300	34,700	93,000
Weighted avg. cargo transported for the period (metric tons)	D	709,900	492,200	1,202,100
Laden distance travelled (nautical miles)	E	120,600	100,700	221,300
<b>Fleet EEOI for the period (CO<sub>2</sub> gr/cargo tonne-mile)</b>	<b>A*10<sup>6</sup>/(D*E)</b>	<b>0.7</b>	<b>0.7</b>	<b>0.3</b>
<b>EEOI Sea Cargo Charter guidance for 2021 (CO<sub>2</sub> gr/cargo tonne-mile)</b>		<b>5.2</b>	<b>8.4</b>	

Source: KMC, Baltic Exchange, Sea Cargo Charter, OET

Notes: (1) Annual Efficiency Ratio is a measure of carbon efficiency using the parameters of fuel consumption, distance travelled, and design deadweight tonnage; (2) Energy Efficiency Operational Indicator is a tool for measuring the CO<sub>2</sub> gas emissions in a given time period per unit transport work performed. This calculation is performed as per IMO MEPC.1/Circ684. Reporting period is January 1, 2022 through March 31, 2022

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## INVESTMENT THESIS AND OUTLOOK

Young, eco & scrubber-fitted fleet



Strong TCE performance vs market



Consistent capital return policy



Active management / sponsor support



Industry leader in ESG



Historically low orderbook to fleet



~Zero contracting



Tight yard capacity



Significant reserve depletion



Oil demand projected above 2019 levels

















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# APPENDIX

# CURRENT FLEET LIST

Very attractive mix of crude tanker vessels built at first class yards  
with super eco design & scrubber fitted

No.	Vessel Name	Asset Type	Asset Size	Built	Age	Yard	Ownership	Scrubber	Eco Design
1	Milos	Suezmax	157,525	2016	5	Sungdong 	100%	Yes	Yes
2	Poliegos	Suezmax	157,525	2017	5	Sungdong 	100%	Yes	Yes
3	Nissos Sikinos	Suezmax	157,447	2020	2	HSHI 	100%	Yes	Yes
4	Nissos Sifnos	Suezmax	157,447	2020	2	HSHI 	100%	Yes	Yes
5	Kimolos	Suezmax	159,159	2018	4	JMU 	100%	Yes	Yes
6	Folegandros	Suezmax	159,221	2018	4	JMU 	100%	Yes	Yes
7	Nissos Rhenia	VLCC	318,953	2019	3	HHI (Ulsan) 	100%	Yes	Yes
8	Nissos Despotiko	VLCC	318,953	2019	3	HHI (Ulsan) 	100%	Yes	Yes
9	Nissos Donoussa	VLCC	318,953	2019	3	HHI (Ulsan) 	100%	Yes	Yes
10	Nissos Kythnos	VLCC	318,953	2019	3	HHI (Ulsan) 	100%	Yes	Yes
11	Nissos Keros	VLCC	318,953	2019	2	HHI (Ulsan) 	100%	Yes	Yes
12	Nissos Anafi	VLCC	318,953	2020	2	HHI (Ulsan) 	100%	Yes	Yes
13	Nissos Kea <sup>(2)</sup>	VLCC	300,000	2022	-	HHI (Ulsan) 	100%	Yes	Yes
14	Nissos Nikouria <sup>(2)</sup>	VLCC	300,000	2022	-	HHI (Ulsan) 	100%	Yes	Yes
<b>Aggregate</b>			<b>3,463,090</b>		<b>2<sup>(1)</sup></b>				

Notes: (1) DWT weighted average age; (2) Nissos Kea delivered in 31 March 2022; Expected delivery for Nissos Nikouria at end of May 2022





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