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operating expenses; changes to the Company's financial condition and liquidity, including its ability to pay amounts that it owes and obtain additional financing to fund capital expenditures, acquisitions and other general corporate activities: changes in the availability of crew. number of off-hire days, classification survey requirements and insurance costs for the vessels in the Company's fleet; changes in the Company's ability to leverage the relationships and reputation in the tanker shipping industry of its managers; changes in the Company's relationships with its contract counterparties, including the failure of any of its contract counterparties to comply with their agreements with the Company; loss of our customers, charters or vessels; damage to the Company's vessels: potential liability from future litigation and incidents involving the Company's vessels, including oil spills: the Company's future operating or financial results: the Company's ability to continue as a going concern: acts of terrorism and other hostilities: inflation; changes in global and regional economic and political conditions: risks associated with operations outside the United States: changes in governmental rules and regulations or actions taken by regulatory authorities, particularly with respect to the tanker shipping industry or the shipping industry generally; and other factors listed from time to time in the Company's filings with the SEC, including its most recent annual report on Form 20-F. These factors could cause actual results or developments to differ materially from those expressed in any of the forward-looking statements.

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# EXECUTIVE AND FINANCIAL UPDATE COMMERCIAL AND MARKET UPDATE APPENDIX



## **Executive Summary**

#### Okeanis Eco Tankers continues to deliver strong results

|                                   |                                   | Q4 2024  | Q4 2023  | FY 2024   | FY 2023   |
|-----------------------------------|-----------------------------------|----------|----------|-----------|-----------|
|                                   | VLCC Daily TCE <sup>1</sup>       | \$38,500 | \$45,200 | \$56,100  | \$61,700  |
| COMMEDIAL                         | Suezmax Daily TCE <sup>1</sup>    | \$39,600 | \$45,600 | \$48,900  | \$55,900  |
| COMMERCIAL PERFORMANCE            | Fleetwide Daily TCE <sup>1</sup>  | \$39,000 | \$45,400 | \$52,900  | \$59,300  |
| USD per day                       | Fleetwide Daily Opex <sup>2</sup> | \$8,321  | \$9,105  | \$9,181   | \$9,069   |
|                                   | TC Coverage                       | _        | 11%      | _         | 20%       |
|                                   | TCE Revenue                       | \$49.4   | \$58.4   | \$262.0   | \$297.8   |
| INCOME                            | Adjusted EBITDA <sup>3</sup>      | \$37.1   | \$44.2   | \$204.1   | \$241.5   |
| <b>STATEMENT</b><br>USDm exc. EPS | Adjusted Profit                   | \$13.0   | \$20.4   | \$107.3   | \$145.0   |
|                                   | Adjusted EPS                      | \$0.41   | \$0.63   | \$3.33    | \$4.50    |
|                                   | Total Debt                        |          |          | \$645.6   | \$693.3   |
|                                   | Total Cash <sup>4</sup>           |          |          | \$54.3    | \$54.9    |
| BALANCE<br>SHEET<br>USDm          | Total Assets                      |          |          | \$1,082.1 | \$1,129.1 |
|                                   |                                   |          |          | . ,       | . ,       |
|                                   | Total Equity                      |          |          | \$410.4   | \$408.1   |
|                                   | Book Leverage                     |          |          | 59%       | 61%       |

#### Highlights for the quarter and FY 2024

- \$39,000pd fleetwide TCE for the quarter and \$52,900pd for the year
- \$37m adj. EBITDA<sup>3</sup> for the quarter and \$204m for the year
- \$0.41 adj. EPS for Q4 2024 and \$3.33 for the year
- \$54m liquidity<sup>4</sup>
- **59%** book leverage
- The board has declared an 11th consecutive quarterly dividend of \$0.35 per share.
- Total distributions over the last 4 quarters:
   \$3.00 per share or 89% of earning per share.
- During the quarter, we completed the drydock of Nissos Donoussa, the sixth and final VLCC of our 2024 drydock project.



NOTES: 1. TCE revenue over operating days (calendar days less off-hire days).

<sup>2.</sup> Including management fees.

<sup>3.</sup> EBITDA adjusted for derivatives and FX.

## **Income Statement Summary**

| Income Statement Summary (USDm exc. EPS)  | Q4 2024 | Q4 2023 | FY 2024 | FY 2023 |
|---|---------|---------|---------|---------|
| TCE Revenue                               | \$49.4  | \$58.4  | \$262.0 | \$297.8 |
| Vessel operating expenses                 | (9.6)   | (10.6)  | (42.4)  | (41.7)  |
| Management fees                           | (1.2)   | (1.2)   | (4.6)   | (4.6)   |
| General and administrative expenses       | (1.6)   | (2.5)   | (10.9)  | (9.9)   |
| EBITDA                                    | \$37.1  | \$44.2  | \$204.1 | \$241.5 |
| Depreciation and amortization             | (10.4)  | (10.3)  | (41.1)  | (40.4)  |
| EBIT                                      | \$26.7  | \$33.9  | \$162.9 | \$201.1 |
| Net interest expense                      | (11.7)  | (14.2)  | (53.6)  | (57.1)  |
| Other financial income/(expenses)         | (1.9)   | 1.5     | (0.5)   | 1.2     |
| Reported Profit                           | \$13.2  | \$21.3  | \$108.9 | \$145.3 |
| Reported EPS - basic & diluted            | \$0.41  | \$0.66  | \$3.38  | \$4.51  |
| Adjustments                               | (0.1)   | (0.9)   | (1.5)   | (0.3)   |
| Adjusted Profit                           | \$13.0  | \$20.4  | \$107.3 | \$145.0 |
| Adjusted EPS - basic & diluted            | \$0.41  | \$0.63  | \$3.33  | \$4.50  |
| Weighted average shares - basic & diluted | 32.2    | 32.2    | 32.2    | 32.2    |
|   |         |         |         |         |

#### Notes

- Q4 2024 and FY 2024 ended with healthy Revenue, EBITDA, and Net Income figures
- TCE Revenue of \$49.4m for Q4 2024 and \$262.0m for FY 2024
- EBITDA of \$37.1m for Q4 2024 and \$204.1m for FY 2024
- Net Income of \$13.2m or \$0.41/share for Q4 2024 and \$108.9m or \$3.38/share for FY 2024

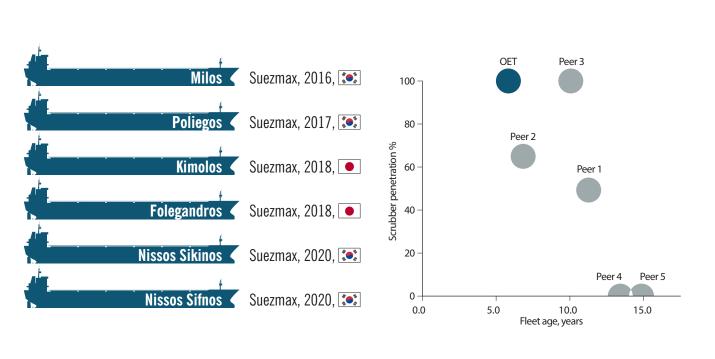
## **Balance Sheet Summary**

| Balance Sheet Summary (USDm)             | FY 2024   | FY 2023   |
|--|-----------|-----------|
| Assets                                   |           |           |
| Cash & cash equivalents                  | \$49.3    | \$50.0    |
| Restricted cash                          | 5.0       | 4.9       |
| Vessels, net                             | 958.6     | 988.1     |
| Other assets                             | 69.2      | 86.2      |
| Total Assets                             | \$1,082.1 | \$1,129.1 |
| Shareholders' Equity & Liabilities       |           |           |
| Shareholders' equity                     | 410.4     | 408.1     |
| Interest bearing debt                    | 645.7     | 693.3     |
| Other liabilities                        | 26.0      | 27.7      |
| Total Shareholders' Equity & Liabilities | \$1,082.1 | \$1,129.1 |

| Notes                                       |
|---|
|   |
| • Total cash¹ of <b>\$54.3m</b>             |
| _   |
| <ul> <li>Total assets of \$1.1bn</li> </ul> |
|   |
| <ul> <li>Total debt of \$646m</li> </ul>    |
|   |
| <ul> <li>Book leverage of 59%</li> </ul>    |
|   |
| <ul><li>Total equity of \$410m</li></ul>    |
|   |

### **State of the Art Asset Base**

Only listed pure ECO and scrubber fitted crude tanker platform



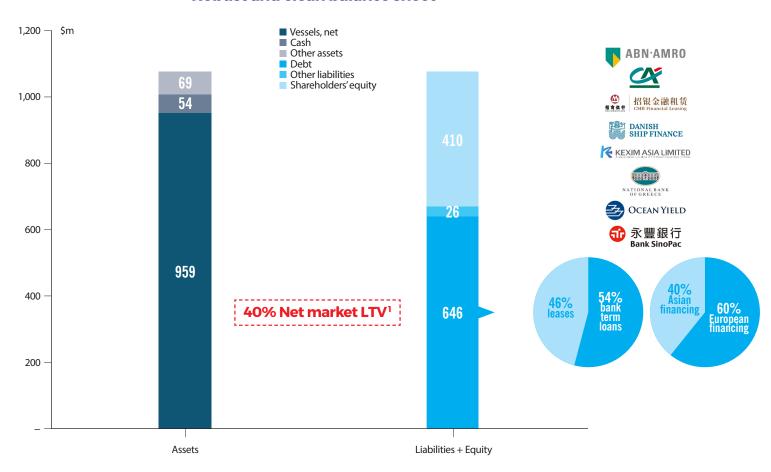


14 vessels | 100% scrubber and BWTS fitted | 100% eco-design | Avg/Age ~5.4 yrs Built in first class yards in Korea and Japan | Total DWT: 3.5m

## **Optimized Capital Structure**

### Significant runway and robust cash position

#### **Robust and clean balance sheet**



# EXECUTIVE AND FINANCIAL UPDATE COMMERCIAL AND MARKET UPDATE APPENDIX



## Commercial Performance - Q4 2024 and FY 2024

Fleetwide TCE for FY 2024 of **\$52,900 pd** - \$56,100 pd for VLCCs and \$48,900 pd for Suezmaxes

#### Q42024

|                        | VLCC |            |          | SUEZMAX |            |          | FLEETWIDE |            |          |
|------------------------|------|------------|----------|---------|------------|----------|-----------|------------|----------|
|                        | Days | % of Total | TCE      | Days    | % of Total | TCE      | Days      | % of Total | TCE      |
| Timecharter            | _    | _          | _        | _       | _          | _        | _         | _          | _        |
| Spot                   | 715  | 100%       | \$38,500 | 552     | 100%       | \$39,600 | 1,267     | 100%       | \$39,000 |
| Total <sup>1</sup>     | 715  | 100%       | \$38,500 | 552     | 100%       | \$39,600 | 1,267     | 100%       | \$39,000 |
| Calendar               | 736  |            |          | 552     |            |          | 1,288     |            |          |
| Operating <sup>2</sup> | 715  |            |          | 552     |            |          | 1,267     |            |          |
| Utilization            | 97%  |            |          | 100%    |            |          | 98%       |            |          |

Completed the last special survey of our VLCC 2024 drydock project.

Finalized cleanup of an additional VLCC, shifting from crude oil to higher-earning clean product trade on a spot voyage basis while repositoning to the West.

Maintained majority presence in the West.

Opportunistically employed 1x Suezmax on an East fronthaul followed by a West backhaul back into the preferred Western market.

Suezmaxes outperformed VLCCs in 4Q24.

Positioned majority of the vessels in the West to capitalize on the expected uptick in seasonal output.

Achieved the highest utilization since 1Q24 by maximizing vessel usage through efficient scheduling and minimizing downtime.

Rates weakened throughout 4Q24, largely due to reduced demand driven by increased refinery maintenance/closure and reduction in tonne-miles.

#### **FY 2024**

|                        | VLCC  |            |          | SUEZMAX |            |          | FLEETWIDE |            |          |
|------------------------|-------|------------|----------|---------|------------|----------|-----------|------------|----------|
|                        | Days  | % of Total | TCE      | Days    | % of Total | TCE      | Days      | % of Total | TCE      |
| Timecharter            | _     | _          | _        | _       | _          | _        | _         | _          | _        |
| Spot                   | 2,758 | 100%       | \$56,100 | 2,196   | 100%       | \$48,900 | 4,954     | 100%       | \$52,900 |
| Total <sup>1</sup>     | 2,758 | 100%       | \$56,100 | 2,196   | 100%       | \$48,900 | 4,954     | 100%       | \$52,900 |
| Calendar               | 2,928 |            |          | 2,196   |            |          | 5,124     |            |          |
| Operating <sup>2</sup> | 2,758 |            |          | 2,196   |            |          | 4,954     |            |          |
| Utilization            | 94%   |            |          | 100%    |            |          | 97%       |            |          |

## Commercial Performance - Q1 2025 Guidance

VLCC: 81% of available 1Q25 spot days fixed at \$39,100 pd Suezmax: 77% of available 1Q25 spot days fixed at \$33,400 pd

|                             |      | VLCC       |          |      | SUEZMAX    |          |       | FLEETWIDE  |          |  |
|-----------------------------|------|------------|----------|------|------------|----------|-------|------------|----------|--|
|                             | Days | % of Total | TCE      | Days | % of Total | TCE      | Days  | % of Total | TCE      |  |
| Timecharter                 | _    | _          | _        | _    | _          | _        | _     | _          | _        |  |
| Spot - fixed <sup>1</sup>   | 584  | 81%        | \$39,100 | 416  | 77%        | \$33,400 | 1,000 | 79%        | \$36,700 |  |
| Spot - unfixed <sup>2</sup> | 136  | 19%        | _        | 124  | 23%        | _        | 260   | 21%        | _        |  |
| Total                       | 720  | 100%       | -        | 540  | 100%       | _        | 1,260 | 100%       | _        |  |
| Calendar                    | 720  |            |          | 540  |            |          | 1,260 |            |          |  |
| Operating                   | 720  |            |          | 540  |            |          | 1,260 |            |          |  |
| Utilization                 | 100% |            |          | 100% |            |          | 100%  |            |          |  |

IQ25 started on a stronger note, driven by continued Brazilian production and Asian importers shifting away from Russian supplies and sourcing more crude from alternative suppliers over longer distances.

Majority of cargo flow ex-USGC through January has been delivering East, thus materially tightening the West tonnage list.

We plan to continue maximizing triangulation on our VLCC fleet.

Cleaned up 1x Suezmax from crude to clean product trade to capture premium earnings and reposition to the West.

We note increased cargo flow East, specifically into South Korea, India and China from West Africa, Brazil, Libya and CPC. The Suezmax tonnage list continues to tighten with majority of Owners continuing to sail via Cape of Good Hope routing.

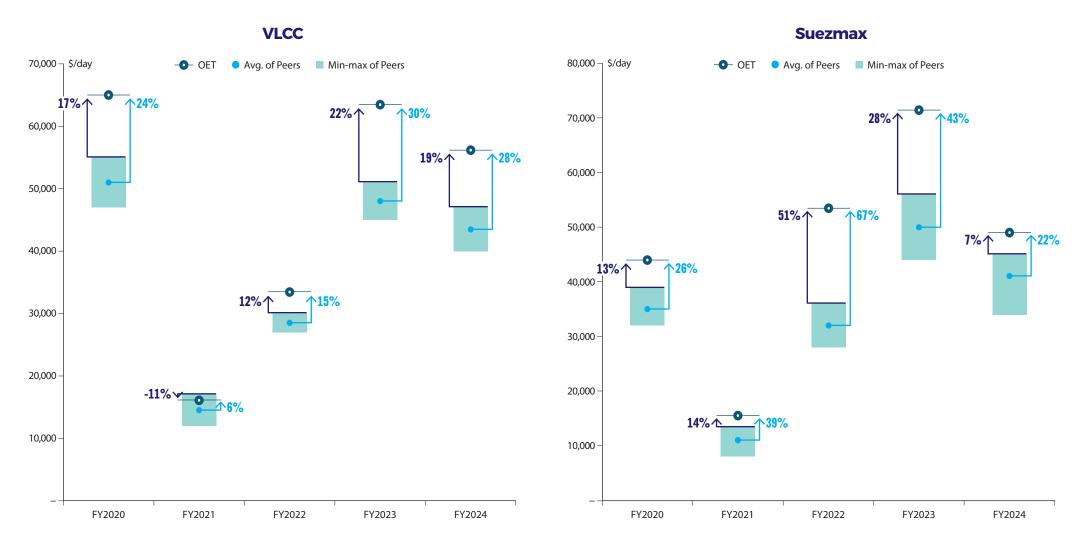
While OPEC+ continues to maintain its current production policies, external factors such as further U.S. sanctions on Russia and Iran have increased tonnemiles.

Focus will pivot to capitalizing on the tonne-mile demand creation as we remain optimistic on stronger Asian demand.

Continue to triangulate our fleet, prioritizing the maximization of laden legs.

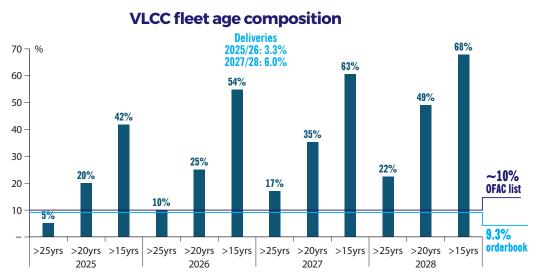
## **Superior Commercial Performance**

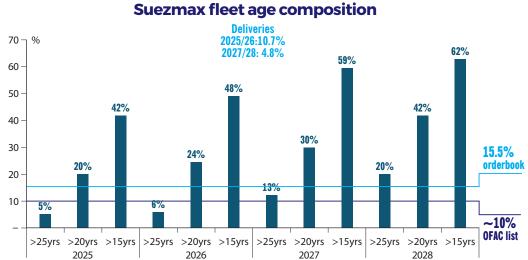
Being the only listed pure ECO and fully scrubber fitted crude tanker platform, we consistently outperform the market



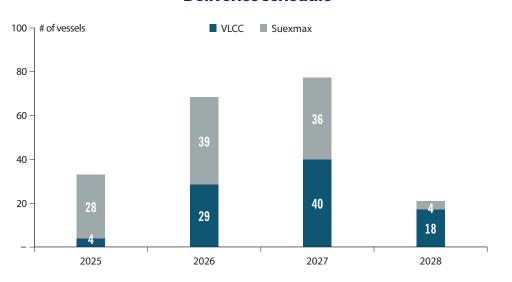
## **Tight Supply Fundamentals Persist**

#### A structural imbalance in the making

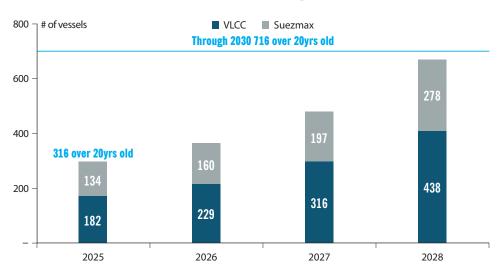




#### **Deliveries schedule**



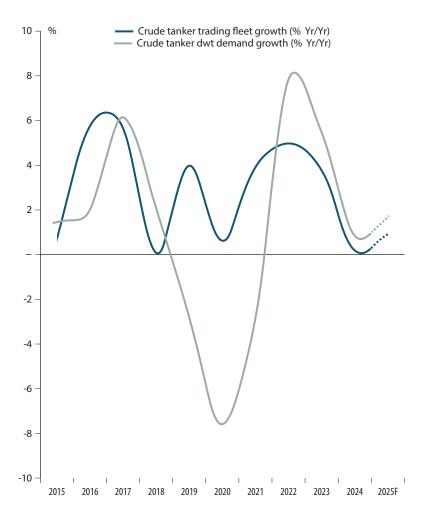
#### **Estimated tanker replacement**



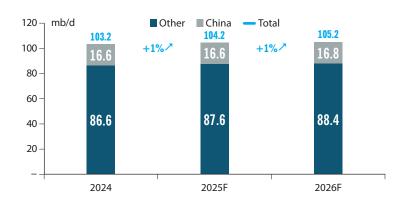
## **Demand Outlook: Rising Trade Opportunities**

Crude demand set to outpace supply in 2025, supporting increased tonne-miles and fleet utilization

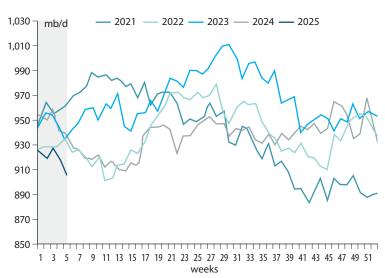
## Crude demand is expected to outpace supply in 2025



## Key agencies forecast recovery in oil demand



#### **China oil inventories**



#### **Key Drivers of Demand Growth**

- Global oil production and consumption expected to continue growing for the next several years
- Majority of production growth coming from the U.S., while demand growth is primarily from Asia, effectively boosting tonnemiles
- Changing refinery landscape creating additional regional imbalances
- Low oil inventories and high tanker utilization
- Geopolitical factors adding complexity and further sanctions have the potential to provide additional demand

## Sanctions-Exposed Trade: Challenges, Adaptations, and Market Realignments

As sanctions enforcement tightens, the evolving role of shadow fleets and aging tonnage is reshaping future supply balances for the conventional market, driving profound structural shifts

**Seaments Overview** 

~20% of the Global VLCC. Suezmax and Aframax fleet

suspected or known to be involved in sanctioned trade.

~ 10% of which already in OFAC List.

VLCC/ULCC fleet: 908 vessels

vessels

~24%

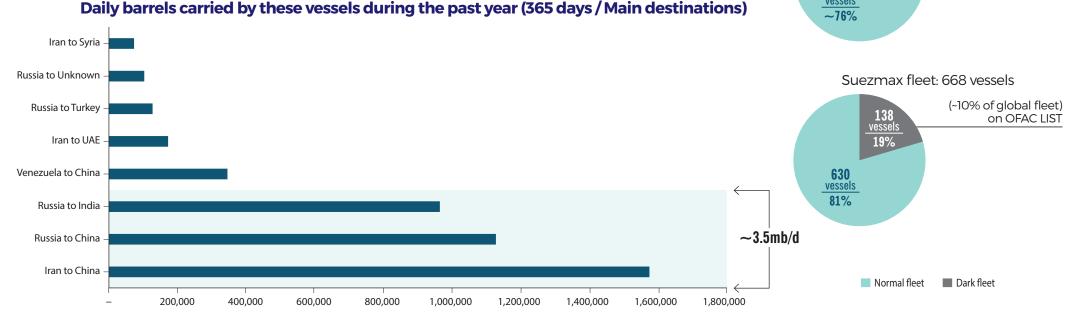
686 vessels (~10% of global fleet)

on OFAC LIST

#### **Market Narrative**

- ▶ The compliant and non-compliant 'market divide' grows as sanctions expand.
- ▶ Dark and grey fleets continue expanding to meet sanctioned trade demand. Aging tankers exit conventional markets, while flag-hopping and opaque ownership make tracking harder.
- A potential shadow fleet oversupply looms. If illicit trade slows, a surplus of aging tonnage could emerge. Many of these vessels may become obsolete, as re-entering conventional trade is increasingly difficult.
- Is oil market realignment on the horizon? As sanctioned exports decline, compliant producers with spare capacity may step in, increasing demand for modern, efficient tonnage and strengthening the position of compliant fleets.

#### Daile harvala agrical but base vegeels during the most veer (765 days /Main destinations)



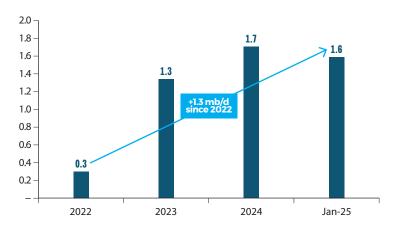
#### **Vessel Carrying Capacity (barrels)**

VLCC: ~2,000,000 | Suezmax: ~1,000,000 | Aframax: ~750,000

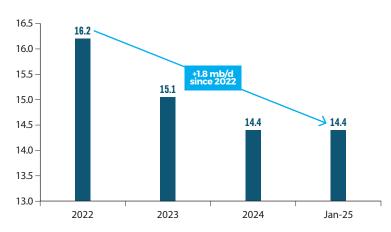
## **VLCCs Positioned for a Stronger Market Outlook**

### Sanctions, supply shifts & fleet tightening

#### Iran crude oil exports



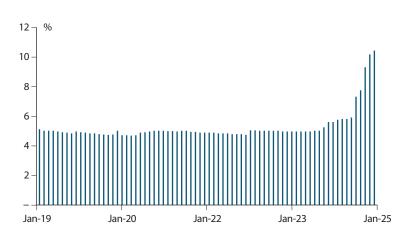
#### Saudi, UAE, Kuwait & Iraq crude oil exports



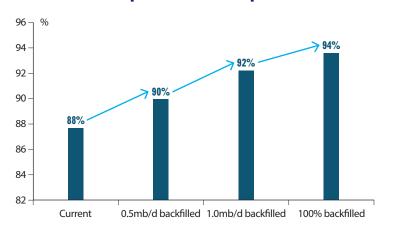
#### **Key Market Insights**

- If Iranian cargoes shift from dark fleet to compliant vessels, OPEC (Middle East) may substitute lost barrels
- Shadow fleet expansion continues, impacting compliant tonnage availability
- Conventional fleet utilization expected to exceed 90%, historically leading to strong market rates
- Saudi and other producers may boost supply, tightening fleet further

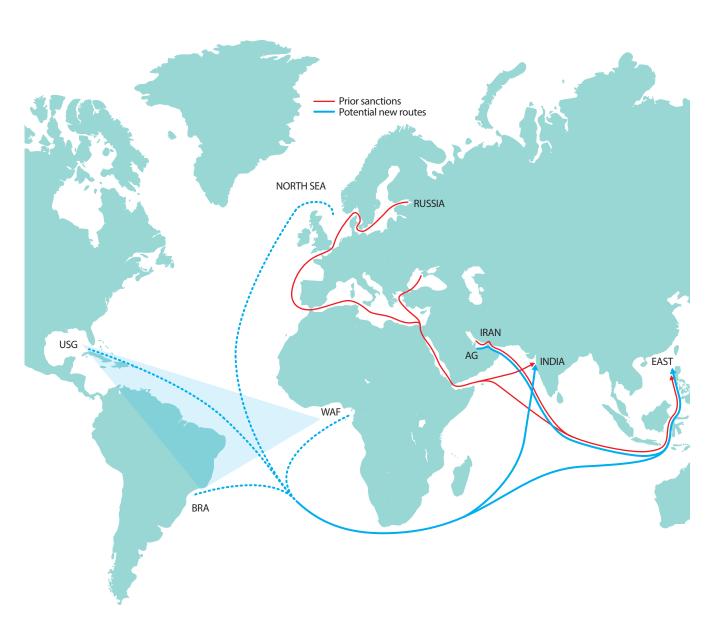
#### -% of VLCC fleet sanctioned (OFAC)



## VLCC utilization surges should Saudi replace Iranian exports

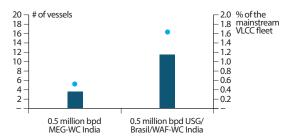


## Potential VLCC Demand Shift from Sanctioned Russian & Iranian Cargoes



#### Modelled increase in demand for 'mainstream VLCCs' from replacing Russian cargoes into India

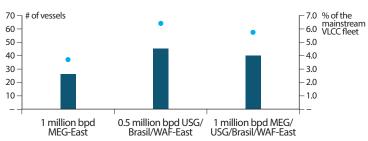
Assumes all lost Russian cargo is replaced with VLCC cargoes which may not be the case



- ► Actual replacement volumes resulting from a potential reduction in Russian shipments remain uncertain.
- Chinese and Turkish refiners may also need to source alternative volumes.

## Modelled increase in demand for 'mainstream VLCCs' from replacing Iranian cargoes

Assumes all lost Iranian cargo is replaced with VLCC cargoes which may not be the case



▶ Actual replacement volumes resulting from a potential reduction in Iranian shipments remain uncertain.

# EXECUTIVE AND FINANCIAL UPDATE COMMERCIAL AND MARKET UPDATE APPENDIX



## **Cash Flow Summary**

| CF Statement Summary (USDm)                                       | Q4 2024  | Q4 2023  | 12M 2024  | 12M 2023  |
|---|----------|----------|-----------|-----------|
| Cash Flow from Operating Activities                               |          |          |           |           |
| Net income  | \$13.2   | \$21.3   | \$108.9   | \$145.3   |
| Total reconciliation adjustments                                  | 22.9     | 23.4     | 92.9      | 96.2      |
| Total changes in working capital                                  | (5.4)    | (40.8)   | (39.0)    | (67.4)    |
| Net cash provided by operating activities                         | \$30.6   | \$3.8    | \$162.8   | \$174.0   |
| Cash Flow from Investing Activities                               |          |          |           |           |
| Investment in vessels   | (5.5)    | (1.9)    | (11.2)    | (3.3)     |
| Other investing activities  | 2.4      | 1.2      | 3.2       | 4.3       |
| Net cash provided by/(used in) investing activities               | (\$3.1)  | (\$0.7)  | (\$7.9)   | \$1.0     |
| Cash Flow from Financing Activities                               |          |          |           |           |
| Net changes in debt   | (11.9)   | (11.0)   | (46.9)    | (46.4)    |
| Dividends and capital returns                                     | (14.5)   | (19.3)   | (106.6)   | (159.4)   |
| Financing costs   | 0.0      | 0.0      | (1.3)     | (1.4)     |
| Net cash (used in)/provided by financing activities               | (\$26.4) | (\$30.3) | (\$154.7) | (\$207.1) |
| Effects of exchange rate changes of cash held in foreign currency | (0.9)    | 0.7      | (0.8)     | 0.7       |
| Net change in cash & cash equivalents                             | 1.1      | (27.2)   | 0.2       | (32.1)    |
| Cash and cash equivalents at beginning of period                  | 49.1     | 76.5     | 50.0      | 81.3      |
| Cash and cash equivalents at end of period                        | \$49.3   | \$50.0   | \$49.3    | \$50.0    |

## **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   |
|---|------------|-----------|
| Number of vessels reporting emissions data at end of reporting period | 8          | 6         |
| CO2 emissions generated from vessels (metric tons)Laden Condition     | 241,301    | 145,690   |
| All Conditions  | 360,789    | 207,498   |
| Fleet Annual Efficiency Ratio (AER) <sup>1</sup>                      |            |           |
| CO2 emissions - all conditions  | 360,789    | 207,498   |
| Design deadweight tonnage (DWT)                                       | 319,000    | 158,400   |
| Total distance travelled (nautical miles)                             | 543,546    | 420,716   |
| Average fleet AER for the period (CO2 gr/tonne-mile)                  | 2.1        | 2.7       |
| Fleet Energy Efficiency Operational Indicator (EEOI) <sup>2</sup>     |            |           |
| CO2 emissions - all conditions  | 360,789    | 207,498   |
| Total cargo transported for the period (metric tons)                  | 11,903,477 | 8,872,496 |
| Laden distance travelled (nautical miles)                             | 345,041    | 264,956   |
| Average fleet EEOI for the period (CO2 gr/cargo tonne-mile)           | 4.0        | 5.4       |
| EEOI Sea Cargo Charter guidance for 2024 (CO2 gr/cargo tonne-mile)    | 6.0        | 9.1       |

Energy Efficiency Operational Indicator is a tool for measuring the CO2 gas emissions in a given time period per unit transport work performed. This calculation is performed as per IMO MEPC.1/ Circ684. Reporting period FY 2024.



## **Indicative Eco Benefit Calculation**

| Assumptions                            |                   | VLCC     | Suezmax |
|--|-------------------|----------|---------|
| Sailing Days                           | А                 | 325      | 295     |
| Fuel Consumption (tons/day@12.5 knots) |                   |          |         |
| Non-Eco                                | В                 | 61.5     | 43.0    |
| Eco                                    | С                 | 45.0     | 30.0    |
| Incremental for Scrubber               | D                 | 2.0      | 1.0     |
| Daily Eco fuel savings                 | E = (B - C)       | 16.5     | 13.0    |
| Singapore Bunker Prices (\$/ton)       |                   |          |         |
| VLSF0                                  | F                 | \$600    | \$600   |
| HSFO (380cst)                          | G                 | \$500    | \$500   |
| Spread                                 | H = (F-G)         | \$100    | \$100   |
| Eco Daily Savings                      | I=(A*E*F/365)     | \$8,815  | \$6,300 |
| Scrubber Daily Savings                 | J=(A*(C-D)*H)/365 | \$3,830  | \$2,345 |
| Eco + Scrubber Daily Savings           | K = (I + J)       | \$12,645 | \$8,645 |

## **Current Fleet List**

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

| No. | Vessel Name      | Asset Type | Asset Size | Built | Age <sup>1</sup> | Yard          | Ownership | Scrubber | Eco Design |
|-----|------------------|------------|------------|-------|------------------|---------------|-----------|----------|------------|
| 1   | Milos            | Suezmax    | 157,539    | 2016  | 7                | Sungdong 👀    | 100%      | Yes      | Yes        |
| 2   | Poliegos         | Suezmax    | 157,539    | 2017  | 7                | Sungdong 👀    | 100%      | Yes      | Yes        |
| 3   | Kimolos          | Suezmax    | 159,159    | 2018  | 6                | JMU •         | 100%      | Yes      | Yes        |
| 4   | Folegandros      | Suezmax    | 159,221    | 2018  | 6                | JMU •         | 100%      | Yes      | Yes        |
| 5   | Nissos Sikinos   | Suezmax    | 157,447    | 2020  | 4                | HSHI 😂        | 100%      | Yes      | Yes        |
| 6   | Nissos Sifnos    | Suezmax    | 157,447    | 2020  | 4                | HSHI 😂        | 100%      | Yes      | Yes        |
| 7   | Nissos Rhenia    | VLCC       | 318,744    | 2019  | 5                | HHI (Ulsan) 💽 | 100%      | Yes      | Yes        |
| 8   | Nissos Despotiko | VLCC       | 318,744    | 2019  | 5                | HHI (Ulsan) 👀 | 100%      | Yes      | Yes        |
| 9   | Nissos Donoussa  | VLCC       | 318,953    | 2019  | 5                | HHI (Ulsan) 👀 | 100%      | Yes      | Yes        |
| 10  | Nissos Kythnos   | VLCC       | 318,953    | 2019  | 5                | HHI (Ulsan) 💽 | 100%      | Yes      | Yes        |
| 11  | Nissos Keros     | VLCC       | 318,953    | 2019  | 4                | HHI (Ulsan) 👀 | 100%      | Yes      | Yes        |
| 12  | Nissos Anafi     | VLCC       | 318,953    | 2020  | 4                | HHI (Ulsan) 💽 | 100%      | Yes      | Yes        |
| 13  | Nissos Kea       | VLCC       | 300,323    | 2022  | 2                | HHI (Ulsan) 💽 | 100%      | Yes      | Yes        |
| 14  | Nissos Nikouria  | VLCC       | 300,323    | 2022  | 2                | HHI (Ulsan) 💨 | 100%      | Yes      | Yes        |
|     | Aggregate        |            | 3,462,298  |       | ~5.4             |               |           |          |            |



