



OKEANIS
ECO TANKERS

Q2 2024
EARNINGS PRESENTATION
August 9, 2024



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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
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Executive Summary

Okeanis Eco Tankers continues to deliver strong results

	Q2 2024	Q2 2023	6M 2024	6M 2023	YoY Change	
COMMERCIAL PERFORMANCE USD per day	VLCC Daily TCE ¹	\$73,300	\$71,600	\$71,000	\$72,100	(2%)
	Suezmax Daily TCE ¹	\$54,600	\$72,600	\$55,600	\$70,500	(21%)
	Fleetwide Daily TCE ¹	\$64,900	\$72,000	\$64,300	\$71,400	(10%)
	Fleetwide Daily Opex ²	\$9,389	\$8,929	\$9,298	\$8,907	4%
	TC Coverage ⁵	–	26%	–	27%	–
INCOME STATEMENT USDm exc. EPS	TCE Revenue	\$79.4	\$91.2	\$160.5	\$179.7	(11%)
	Adjusted EBITDA ³	\$63.9	\$77.4	\$129.1	\$151.8	(15%)
	Adjusted Profit	\$39.7	\$53.0	\$79.7	\$104.4	(24%)
	Adjusted EPS	\$1.23	\$1.65	\$2.48	\$3.24	(24%)
BALANCE SHEET USDm	Total Debt			\$668.8	\$714.1	(6%)
	Total Cash ⁴			\$98.1	\$86.1	14%
	Total Assets			\$1,135.3	\$1,180.2	(4%)
	Total Equity			\$432.6	\$435.0	(1%)
	Book Leverage			57%	59%	(3%)

Highlights for the quarter

- **\$64,900pd** fleetwide TCE
 - **\$63.9** adj. EBITDA³
 - **\$1.23** adj. EPS
 - **\$98.1m** liquidity⁴
 - **57%** book leverage
-
- The board has declared a 9th consecutive dividend of **1.10** per share.
 - Total distributions over the last 4 quarters: **3.46** per share or ~93% of adjusted net income.
 - Completed the **drydock of 2 vessels** (Nissos Keros, Nissos Despotiko).
 - Executed **3 financing transactions**, further optimizing our capital structure.
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NOTES: 1. TCE revenue over operating days (calendar days less off-hire days).

2. Including management fees.

3. EBITDA adjusted for derivatives, FX, and other non-cash items.

4. Including restricted cash.

5. Spot days include Short Term trip charters.

Income Statement Summary

Income Statement Summary (USDm exc. EPS)	Q2 2024	Q2 2023	6M 2024	6M 2023
TCE Revenue	\$79.4	\$91.2	\$160.5	\$179.7
Vessel operating expenses	(10.8)	(10.2)	(21.4)	(20.3)
Management fees	(1.1)	(1.1)	(2.3)	(2.3)
General and administrative expenses	(3.6)	(2.4)	(7.7)	(5.3)
EBITDA	\$63.9	\$77.4	\$129.1	\$151.8
Depreciation and amortization	(10.2)	(10.1)	(20.3)	(20.1)
EBIT	\$53.7	\$67.4	\$108.8	\$131.8
Net interest expense	(13.8)	(14.6)	(28.5)	(28.3)
Other financial income/(expenses)	(0.3)	0.2	0.9	1.0
Reported Profit	\$39.6	\$52.9	\$81.1	\$104.5
Reported EPS - basic & diluted	\$1.23	\$1.64	\$2.52	\$3.25
Adjustment	0.1	0.1	(1.4)	(0.1)
Adjusted Profit	\$39.7	\$53.0	\$79.7	\$104.4
Adjusted EPS - basic & diluted	\$1.23	\$1.65	\$2.48	\$3.24
Weighted average shares - basic & diluted	32.2	32.2	32.2	32.2

Notes

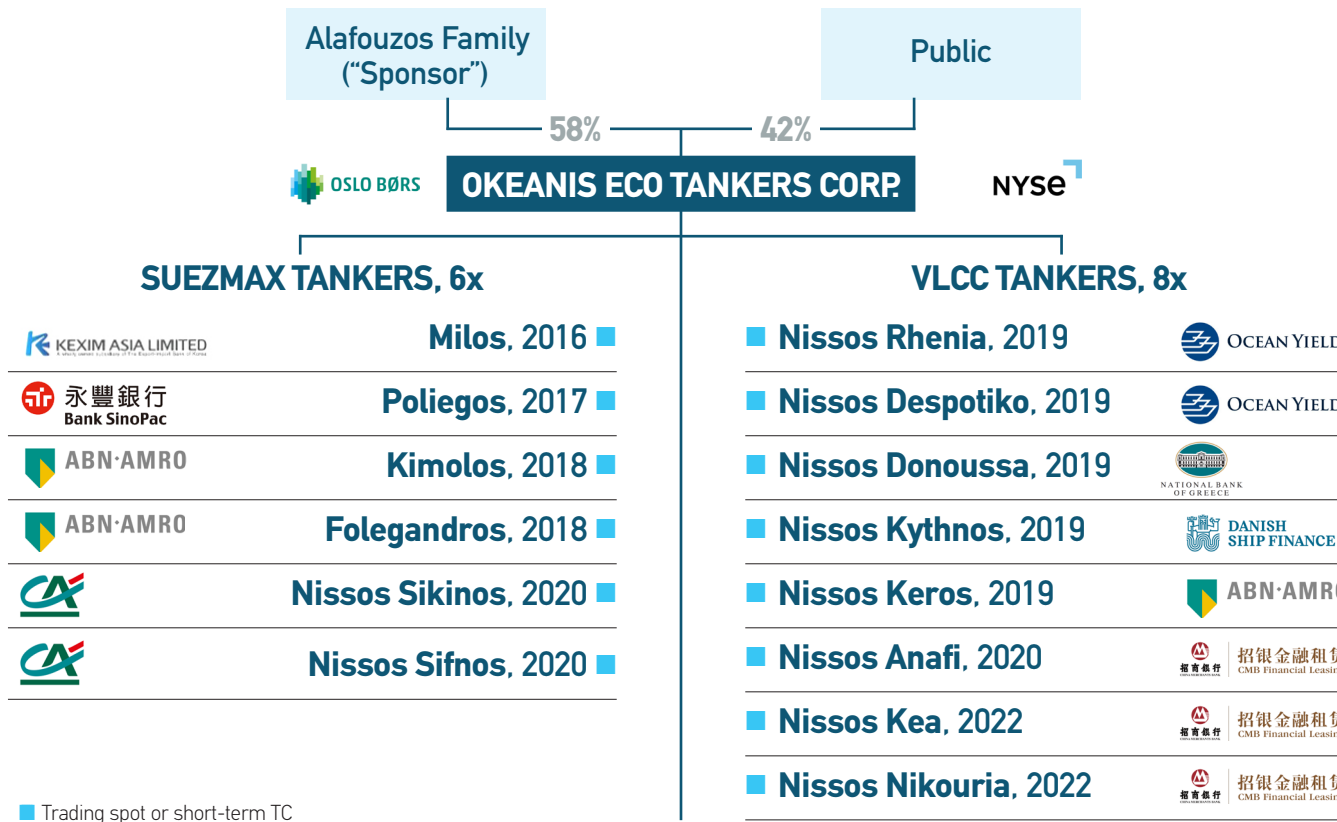
- Q2 continues the trend with strong Revenue, EBITDA, and Net Income
- TCE Revenue of **\$79.4m** for Q2 2024 and **\$160.5m** for H1 2024
- EBITDA of **\$63.9m** for Q2 2024 and **\$129.1m** for H1 2024
- Net Income of **\$39.6m** or **\$1.23/share** for Q2 2024 and **\$81.1m** or **\$2.52/share** for H1 2024

Balance Sheet Summary

Balance Sheet Summary (USDm)	Q2 2024	Q2 2023	Notes
Assets			
Cash & cash equivalents	\$92.8	\$80.1	• Total cash ¹ of \$98.1m
Restricted cash	5.3	5.9	
Vessels, net	971.3	1,004.6	• Total assets of \$1.14bn
Other assets	65.8	89.6	
Total Assets	\$1,135.2	\$1,180.2	• Total debt of \$669m
Shareholders' Equity & Liabilities			
Shareholders' equity	\$432.6	\$435.0	• Book leverage of 57%
Total debt	668.8	714.1	
Other liabilities	233.8	31.1	• Total equity of \$433m
Total Shareholders' Equity & Liabilities	\$1,135.2	\$1,180.2	

NOTE: 1. Including restricted cash.

Corporate, Debt, and Employment Structure



- Successfully closed the refinancing of the Nissos Kythnos in May with a new financing facility from Danish Ship Finance, priced at **140bps** over SOFR.
- In May we also amended our existing facility for the Nissos Donoussa, reducing our margin to **165bps** over SOFR.
- On July 1, 2024, we closed the refinancing of the Poliegos, with a new financing facility provided by Bank Sinopac. The Poliegos new financing facility margin priced at **160bps** over SOFR is significantly reduced compared to the previous facility.
- Fully repaid the Sponsors loan, with second tranche repayment in June.
- The transactions in 2023 and 2024 to date, have improved cost of debt by **c.130bps** across 12 vessels (Milos, Poliegos, Kimolos, Folegandros, Nissos Sikinos, Nissos Sifnos, Nissos Keros, Nissos Anafi, Nissos Kea, Nissos Nikouria, Nissos Donoussa and Nissos Kythnos).

What a Difference a Year Makes...

Since June 2023, we refinanced 12 of our 14 vessels lowering the cost of debt and breakeven levels on all bank debt

Vessel Name	LIBOR Era	CAS Introduction	SOFR Transition (SOFR+CAS)	Refinancing Benefit		Current
				Margin Reduction	CAS Elimination	
Milos	L+5.62%	+26	S+5.62%+0.26	387	26	S+1.75%
Poliegos	L+6.76%	+26	S+6.76%+0.26	516	26	S+1.60%
Kimolos	L+2.50%	+26	S+2.50%+0.26	60	26	S+1.90%
Folegandros	L+2.60%	+26	S+2.60%+0.26	70	26	S+1.90%
Nissos Sikinos	L+1.96%	+26	S+1.96%+0.26	11	26	S+1.85%
Nissos Sifnos	L+1.96%	+26	S+1.96%+0.26	11	26	S+1.85%
Nissos Rhenia ¹	L+5.28%	+26	S+5.28%+0.26			S+5.18%+0.26
Nissos Despotiko ¹	L+5.28%	+26	S+5.28%+0.26			S+5.18%+0.26
Nissos Donoussa	L+2.50%	+26	S+2.50%+0.26	85	26	S+1.65%
Nissos Kythnos	L+2.50%	+26	S+2.50%+0.26	110	26	S+1.40%
Nissos Keros	L+2.25%	+26	S+2.25%+0.26	35	26	S+1.90%
Nissos Anafi	L+2.09%	+26	S+2.09%+0.26	19	26	S+1.90%
Nissos Kea	L+2.45%	+26	S+2.45%+0.26	45	26	S+2.00%
Nissos Nikouria	L+2.45%	+26	S+2.45%+0.26	45	26	S+2.00%
Weighted Average cost of debt	L+3.22%		S+3.22%+0.26			S+2.39%

Opportunity to refinance in H1 of 2026, once purchase options kick in, will further reduce our cost of debt

Annual/Daily impact exercise		
Assuming Q2 2024 amount outstanding of \$675m		
Implied daily interest cost over benchmark (\$/day)	~4,600	~3,150
Benefit from refinancing annually		~\$7.4m

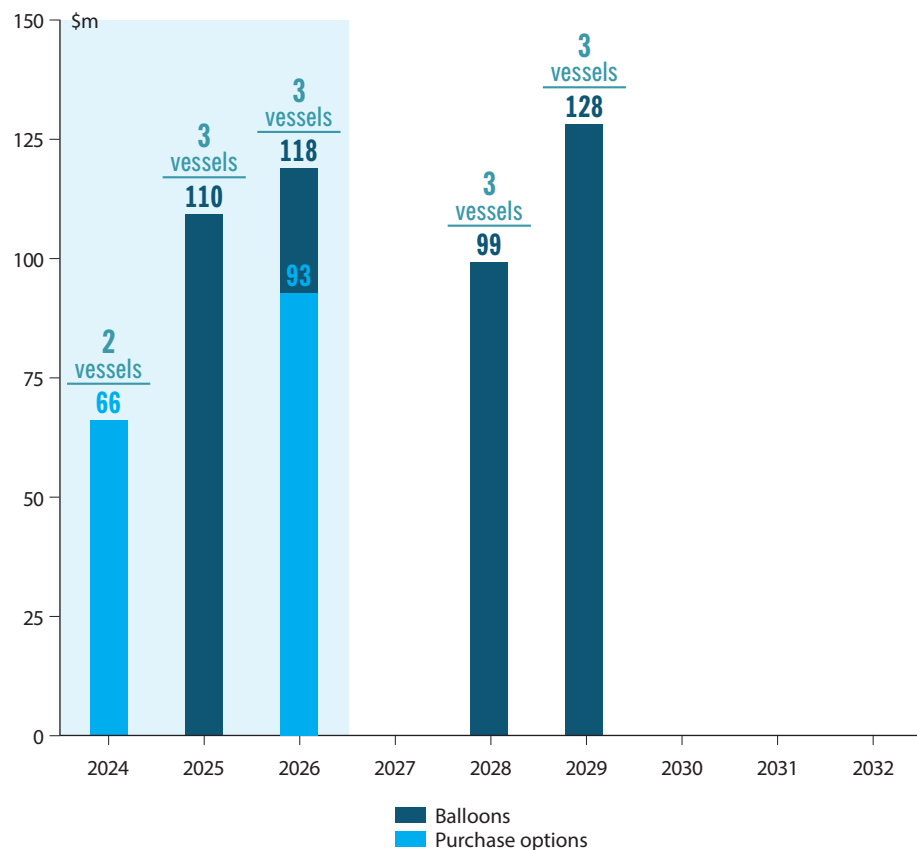
- Improvement of **~110bps** across the entire fleet, or **~130bps** on the 12 refinanced vessels.
- Improvement of **~\$1,450/day** across the entire fleet, or **~\$1,700/day** on the 12 vessels.

Extended Maturities Provide for Significant Runway

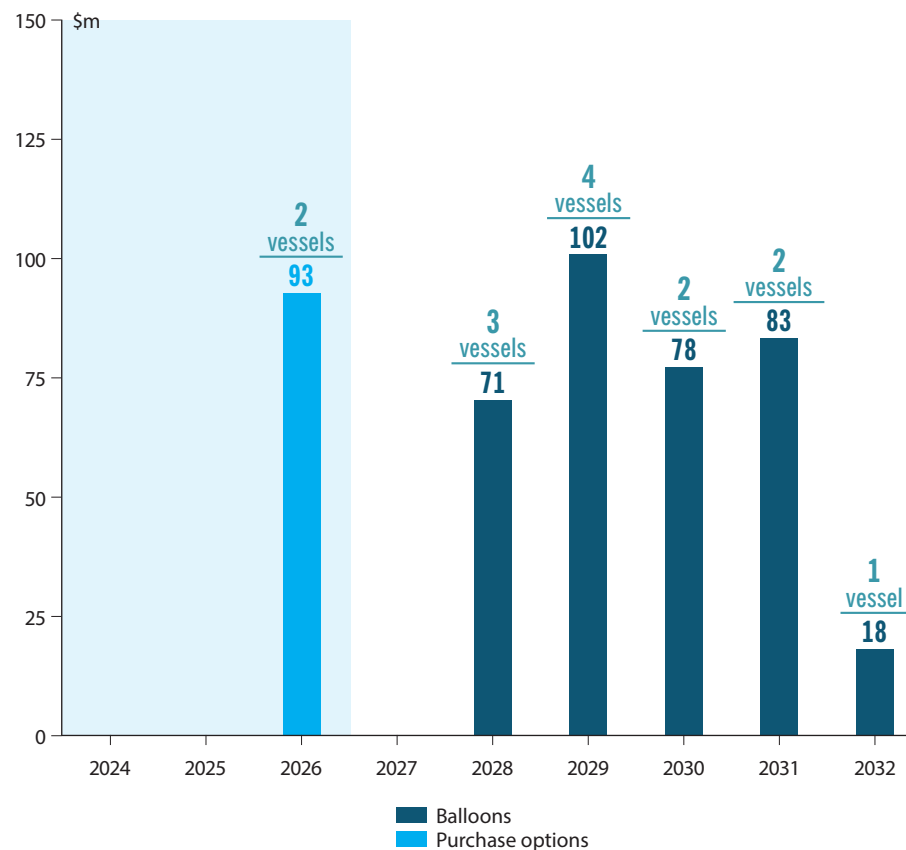
~43% of our loans had maturities between 2024 and 2026.

All maturities extended beyond 2028 (excluding the 2x lease purchase options in 2026¹)

Pre - refinancing's loan maturities



Post - refinancing's loan maturities



- Staggered maturities from 2028 to 2032 enable a more balanced distribution of our capital sourcing need in the next refinancing cycle.

NOTE: 1. Nissos Rhenia and Nissos Despotiko purchase options kick-in in H1 2026.

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Commercial Performance – Q2 2024

Fleetwide TCE of **\$64,900 pd** – \$73,300 pd for spot VLCCs and \$54,600 pd for spot Suezmaxes

	VLCC			SUEZMAX			FLEETWIDE		
	Days	% of Total	TCE	Days	% of Total	TCE	Days	% of Total	TCE
Timecharter	–	–	–	–	–	–	–	–	–
Spot ¹	677	100%	\$73,300	546	100%	\$54,600	1,223	100%	\$64,900
Total	677	100%	\$73,300	546	100%	\$54,600	1,223	100%	\$64,900
Calendar	728			546			1,274		
Operating ²	677			546			1,223		
Utilization	93%			100%			96%		

In Q2, our main objective was to position the VLCCs that required special surveys near the shipyard. We accomplished this by concluding lucrative fronthaul voyages to the Far East.

We successfully cleaned up 3x VLCCs from crude to more profitable clean products trade on a spot basis, generating premium TCEs relative to the crude trade, extending voyage duration during the seasonally weaker summer months, and simultaneously opening in the West.

Maintained presence in the West market and performed multiple shorthaul voyages throughout 2Q24. This allowed us to remain competitive within the local markets and ultimately outperform peers.

Avoided AG market as VLCCs cannibalized traditional Suezmax trade to Europe due to their better unit economics routing via the Cape of Good Hope.

Prioritized minimizing waiting time and concluded fixtures based on ships' natural loading dates.

Seasonal weakness in rates prevailed in both segments.

2x VLCC's completed drydock in the second half of Q2.

NOTE: 1. Spot days include short-term trip charters.
2. Calendar days less off-hire days.

Commercial Performance – Q3 2024 Guidance

VLCC: 58% of available 3Q24 spot days fixed at **\$46,100 pd**
Suezmax: 53% of available 3Q24 spot days fixed at **\$58,000 pd**

	VLCC			SUEZMAX			FLEETWIDE		
	Days	% of Total	TCE	Days	% of Total	TCE	Days	% of Total	TCE
Timecharter	–	–	–	–	–	–	–	–	–
Spot - fixed ¹	376	58%	\$46,100	291	53%	\$58,000	667	56%	\$51,300
Spot - unfixed ²	272	42%	–	261	47%	–	533	44%	–
Total	648	100%	–	552	100%	–	1,200	100%	–
Calendar	736			552			1,288		
Operating	648			552			1,200		
Utilization	88%			100%			93%		

Cleaned up another 1x VLCC from crude to clean products trade, again generating premium TCE, extended duration, and positioning in the West for Q4.

Positioned a further 1x VLCC for special survey with longhaul voyage discharging East in proximity to the shipyard.

Triangulated 1x Suezmax, with a West backhaul following lucrative East discharge.

Seasonally weaker summer put our focus on voyage optimization through limiting waiting and ballast days.

Strategy is to maintain West positioning while capitalizing on the upside of the seasonality change and seek triangulation opportunities for East discharging fleet.

3x VLCCs will complete their special survey in 3Q. With the final 1x VLCC to complete in early 4Q.

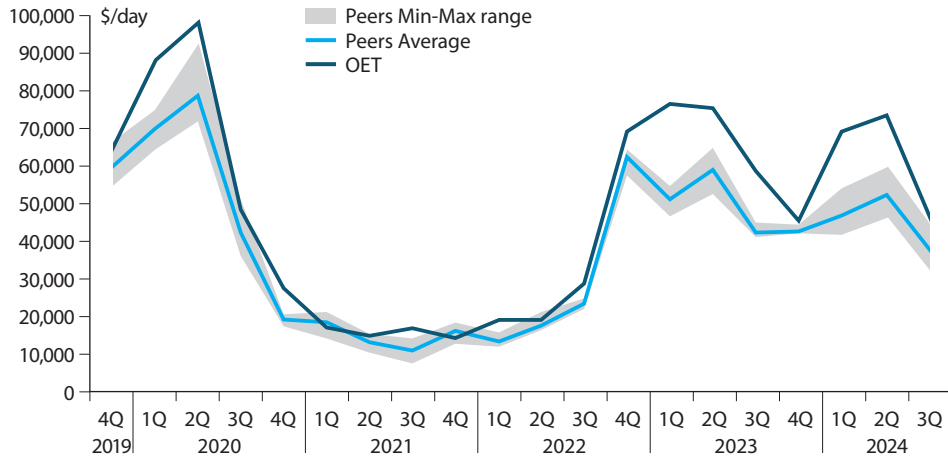
NOTES: 1. Spot days include short-term trip charters.

2. Reflect open days which have not been booked so far. Recognizing revenue (or costs) within the quarter for the unfixed days will depend on loading (or not) of the next voyage within the quarter, according to IFRS adjustments for the calculation of TCE.

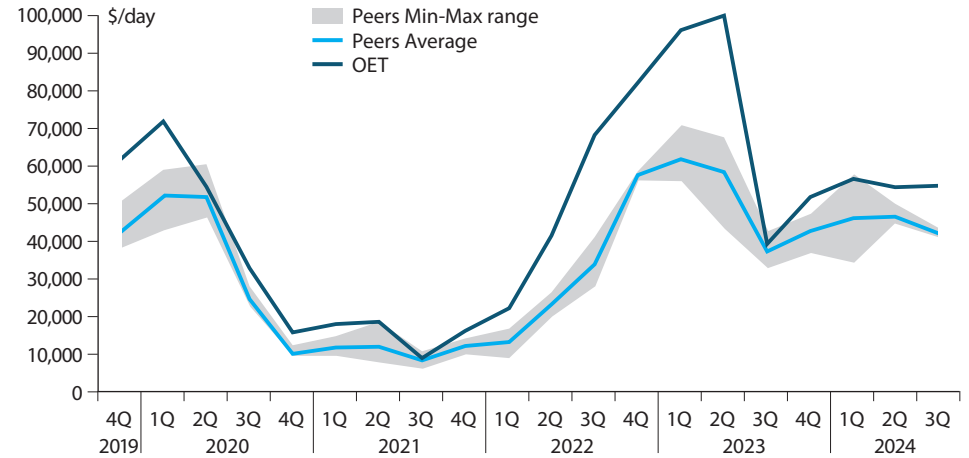
Consistently Superior Commercial Performance

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

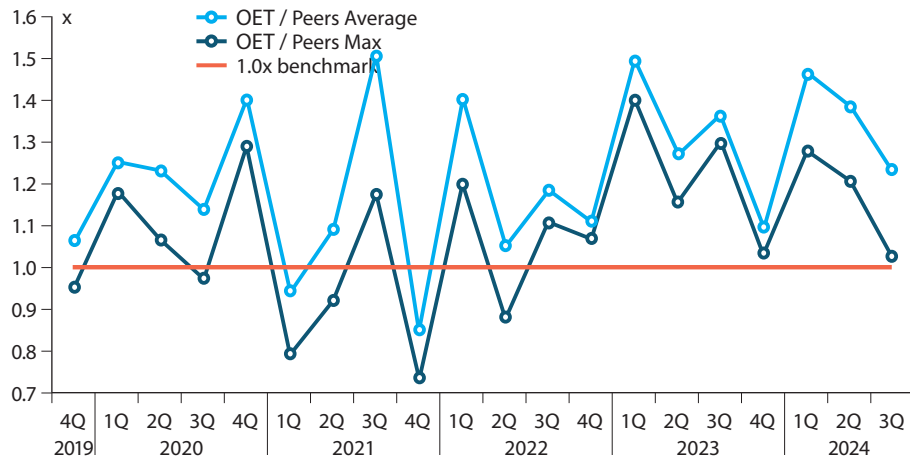
VLCC spot TCE against peers



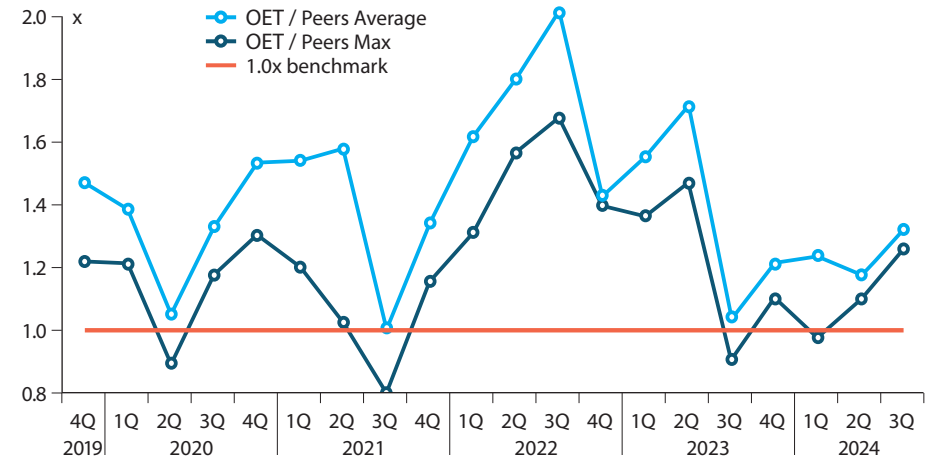
Suezmax spot TCE against peers



VLCC spot performance against peers



Suezmax spot performance against peers

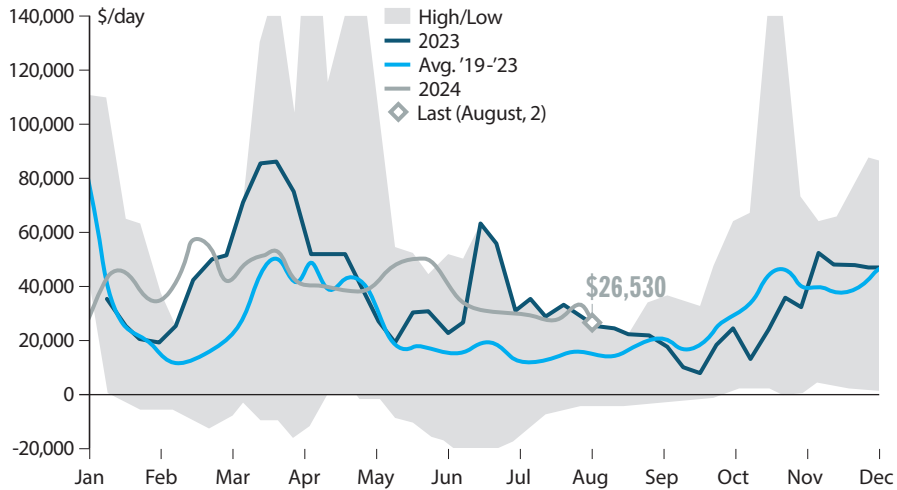


SOURCE: Company filings.
NOTE: Q2 2024 and Q3 2024 figures based on companies that have already reported for the quarter.
Q3 2024 figures are preliminary and based on fixed spot days.

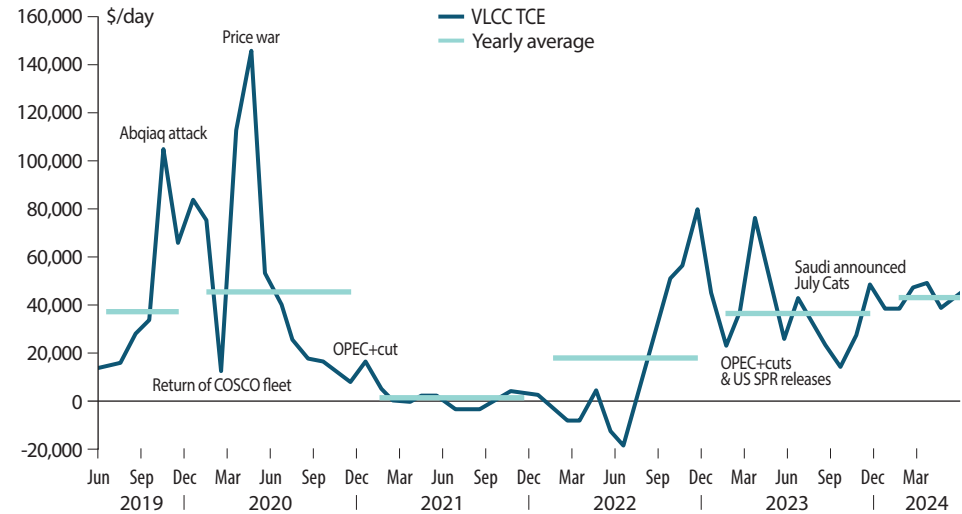
Seasonality Provides Meaningful Upside

Winter seasonality expected to boost rates despite current softness, while overall performance remains solid

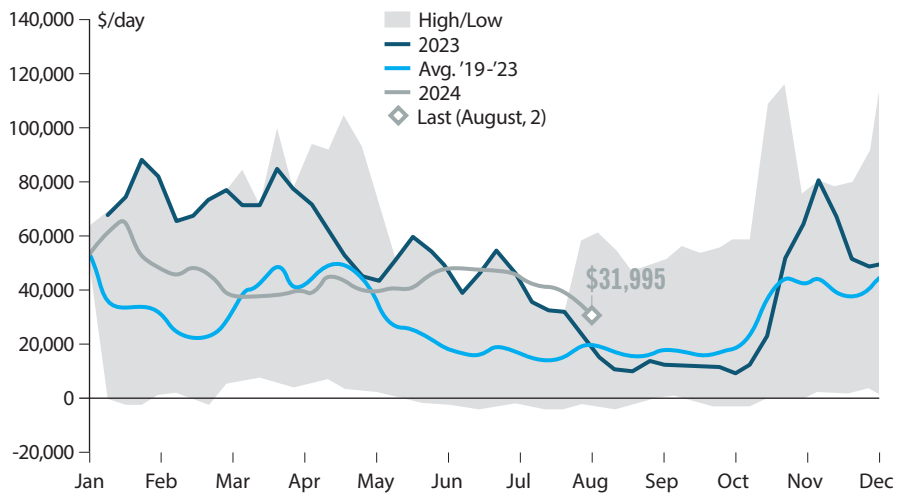
VLCC spot MEG-China



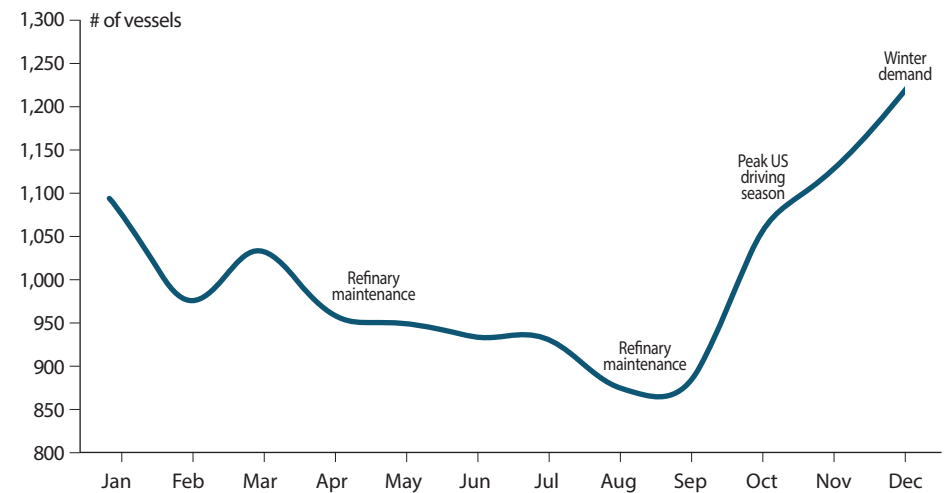
VLCC rate history & seasonality



Suezmax



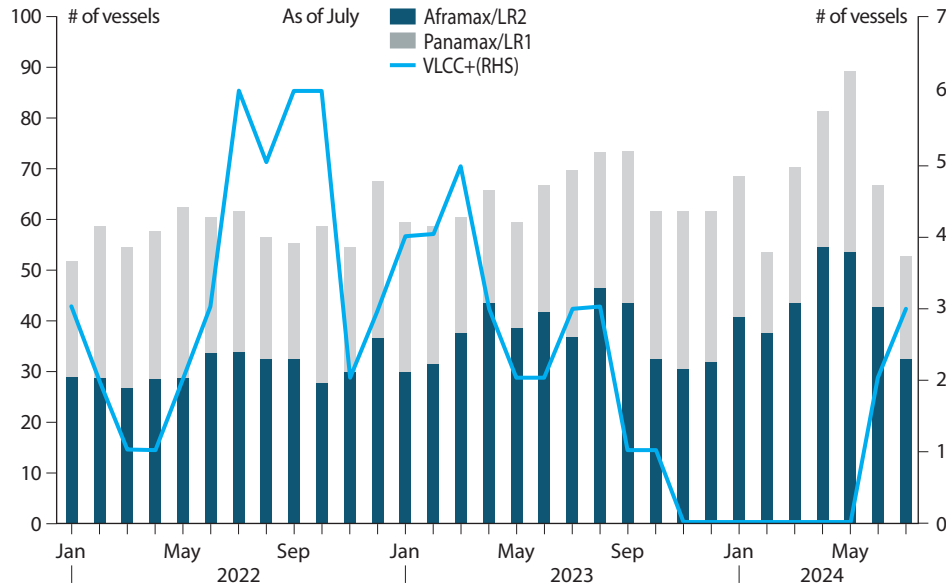
Seasonality (average monthly BDTI '98-)



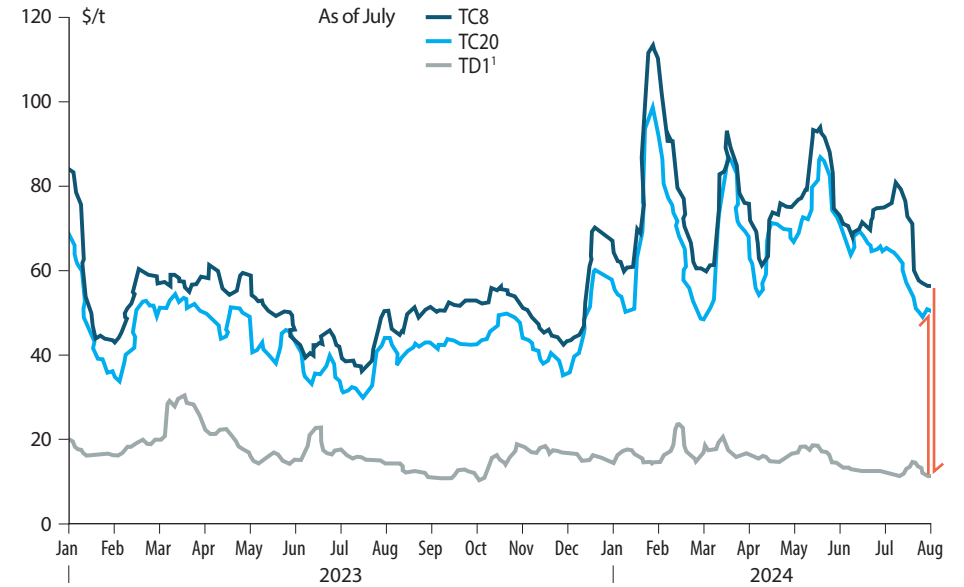
VLCCs Clean-up to Capture Product Rates

Crude tankers clean-up capitalize on clean/dirty freight rates spread

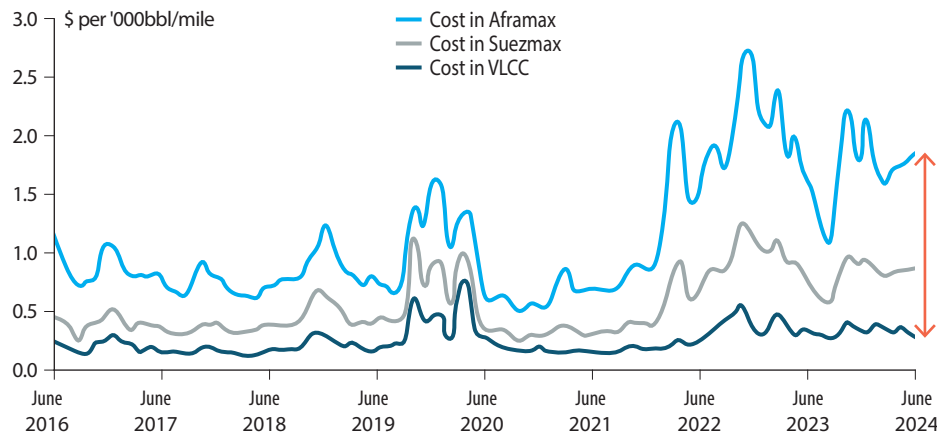
Voyage count of Middle East diesel loadings for LR1 and LR2 (LHS) vs VLCC (RHS)



Middle East Gulf to UK-Cont clean freight rates and Middle East Gulf to US Gulf dirty freight rates



Crude Oil Transport Costs



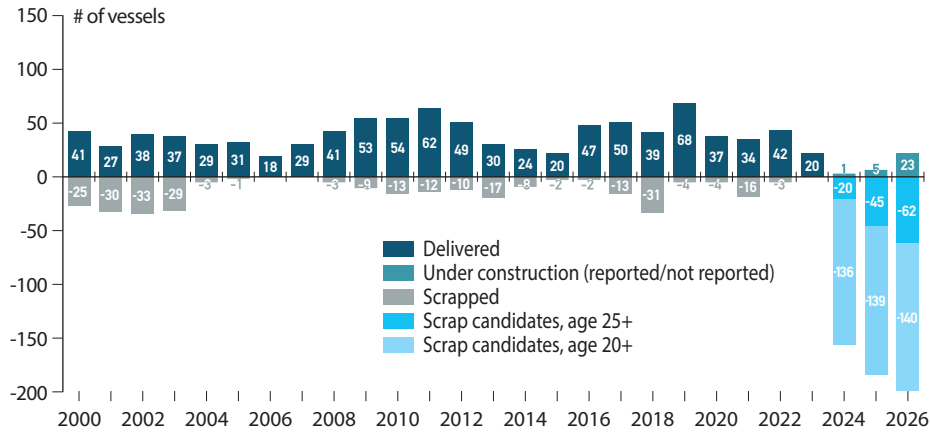
Clean Trade Benefits

- Premium TCE compared to the crude trade. Clean up voyage, which is a backhaul, outperforms the crude round voyage.
- Longer duration compared to crude backhaul voyages extending voyage closer to 4Q with Western positioning.
- Optionality to continue trading in the clean market.
- Okeanis concluded 4 trips, demonstrating the company's ability to adapt and capitalize on opportunities for the benefit of its shareholders.

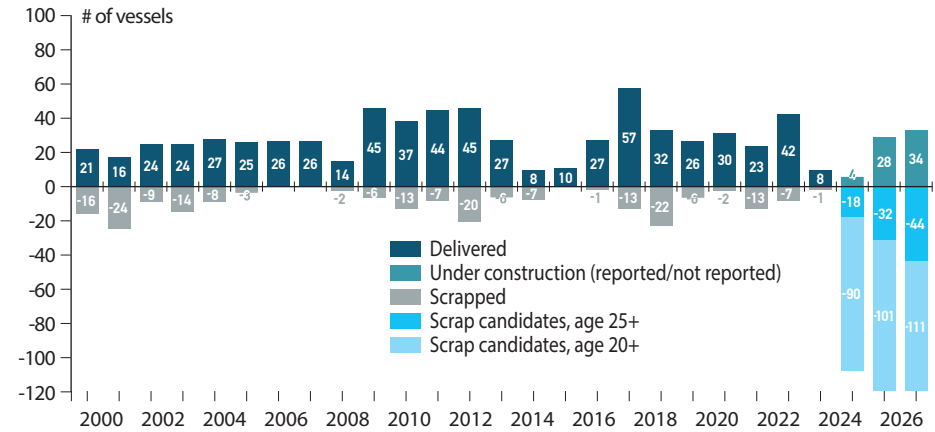
Supply Fundamentals Remain Astonishing

Aging fleet and “scrapping candidates” can easily absorb current and future orderbook

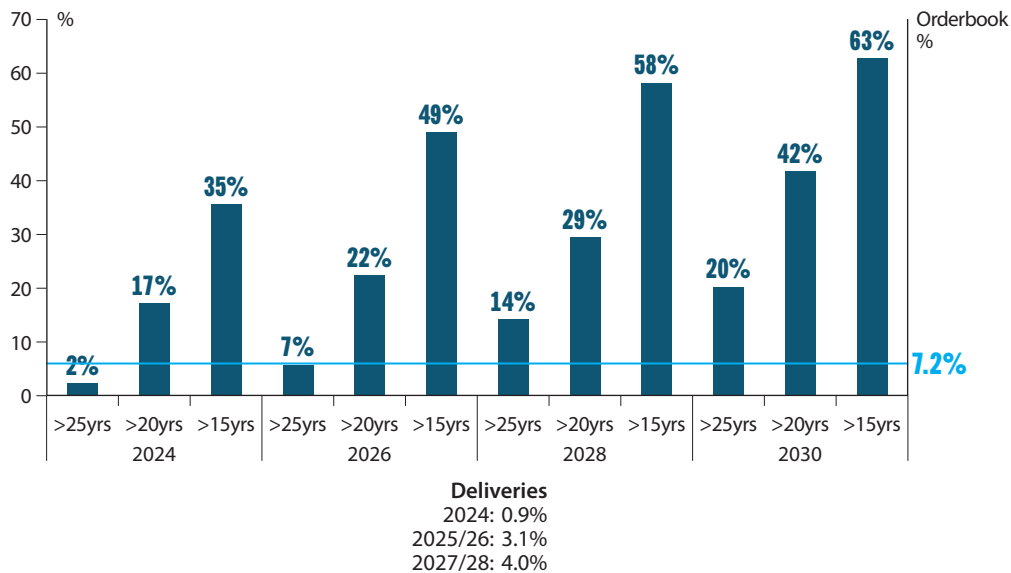
Fleet development - VLCC



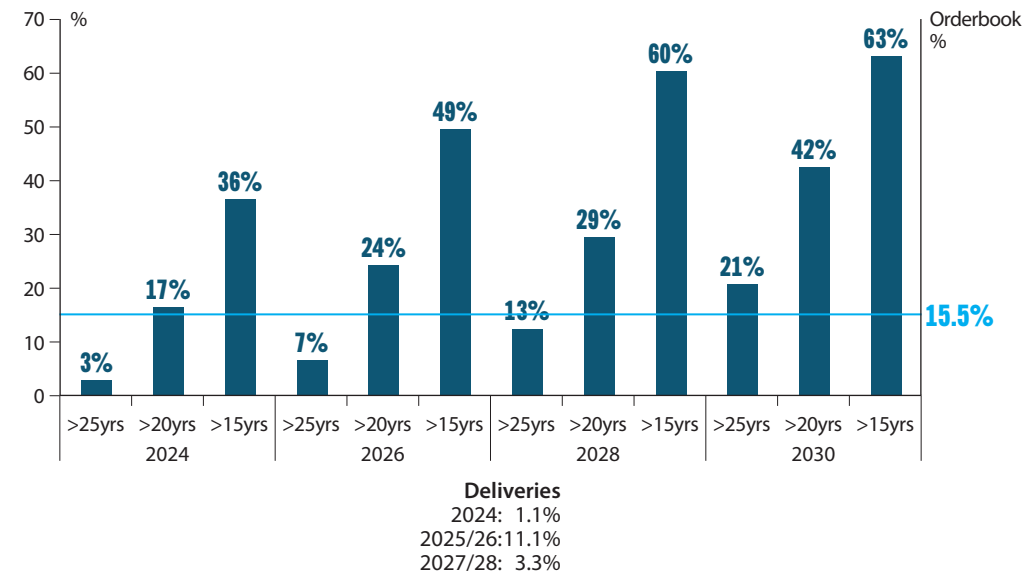
Fleet development - Suezmaxes



VLCC fleet age composition



Suezmax fleet age composition



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Cash Flow Summary

CF Statement Summary (USDm)	Q2 2024	Q2 2023	H1 2024	H1 2023
Cash Flow from Operating Activities				
Net income	\$39.6	\$52.9	\$81.1	\$104.5
Total reconciliation adjustments	24.0	25.0	47.5	47.4
Total changes in working capital	(12.6)	(45.0)	(3.3)	(37.8)
Net cash provided by operating activities	\$51.0	\$33.0	\$125.3	\$114.2
Cash Flow from Investing Activities				
Investment in vessels	(\$1.7)	(\$0.2)	(\$2.7)	(\$0.3)
Other investing activities	1.1	1.7	1.4	2.2
Net cash provided by/(used in) investing activities	(\$0.5)	\$1.5	(\$1.3)	\$1.9
Cash Flow from Financing Activities				
Net changes in debt	(25.7)	(13.1)	(23.1)	(25.4)
Net changes in equity	–	–	–	–
Dividends and capital returns	(35.4)	(51.5)	(56.7)	(91.8)
Financing costs	(0.2)	(0.7)	(0.9)	(0.7)
Other financing activities	–	–	–	–
Net cash used in financing activities	(\$61.4)	(\$65.3)	(\$80.7)	(\$117.8)
Effects of exchange rate changes of cash held in foreign currency	(0.2)	–	(0.5)	0.6
Net change in cash & cash equivalents	(10.9)	(30.8)	43.3	(1.8)
Cash and cash equivalents at beginning of period	103.9	110.9	50.0	81.3
Cash and cash equivalents at end of period	\$92.8	\$80.2	\$92.8	\$80.2

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		8	6
CO₂ emissions generated from vessels (metric tons)			
Laden Condition		79,631	28,629
All Conditions		104,288	45,649
Fleet Annual Efficiency Ratio (AER)¹			
CO ₂ emissions - all conditions	A	104,288	45,649
Design deadweight tonnage (DWT)	B	319,000	158,400
Total distance travelled (nautical miles)	C	151,969	110,268
Fleet AER for the period (CO₂ gr/tonne-mile)		A*10⁶/(B*C)	2.2
Fleet Energy Efficiency Operational Indicator (EEOI)²			
CO ₂ emissions - all conditions	A	104,288	45,649
Weighted avg. cargo transported for the period (metric tons)	D	2,845,688	1,623,876
Laden distance travelled (nautical miles)	E	114,622	59,815
Fleet EEOI for the period (CO₂ gr/cargo tonne-mile)		A*10⁶/(D*E)	3.8
EEOI Sea Cargo Charter guidance for 2022 (CO₂ gr/cargo tonne-mile)		5.1	8.4

SOURCES: 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 CO₂ gas emissions in a given time period per unit transport work performed. This calculation is performed as per IMO MEPC/ Circ684. Reporting period is April 1, 2024 through June 30, 2024.

Indicative Eco Benefit Calculation

Assumptions		VLCC	Suezmax
Sailing Days	A	325	295
Fuel Consumption (tons/day@12.5 knots)			
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
Singapore Bunker Prices (\$/ton)			
VLSFO	F	\$620	\$620
HSFO (380cst)	G	\$500	\$500
Spread	H = (F - G)	\$120	\$120
Eco Daily Savings	I = (A * E * F / 365)	\$9,100	\$6,510
Scrubber Daily Savings	J = (A * (C - D) * H) / 365	\$4,600	\$2,800
Eco + Scrubber Daily Savings	K = (I + J)	\$13,700	\$9,310

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 ¹	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				



OKEANIS
ECO TANKERS

CONTACT

Iraklis Sbarounis, CFO

+30 210 480 4200

ir@okeanisecotankers.com

