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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 UPDATE COMMERCIAL AND MARKET UPDATE APPENDIX



# **Executive Summary**

#### Okeanis Eco Tankers delivers record financial results for 2023

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		Q4 2023	Q4 2022	FY 2023	FY 2022	YoY (%)
	VLCC TCE <sup>1</sup>	\$45,200	\$65,400	\$61,700	\$36,400	70%
	Suezmax TCE <sup>1</sup>	\$45,600	\$61,600	\$55,900	\$44,600	25%
COMMERCIAL PERFORMANCE USD per day	Fleetwide TCE <sup>1</sup>	\$45,400	\$63,800	\$59,300	\$40,000	48%
OSD per day	Fleetwide Opex <sup>2</sup>	\$9,105	\$8,369	\$9,069	\$8,242	10%
	TC Coverage	11%	29%	20%	40%	(50%)
					_	
INCOME STATEMENT USDm exc. EPS	TCE Revenue	\$58.4	\$82.2	\$297.8	\$193.5	54%
	Adjusted EBITDA <sup>3</sup>	\$44.2	\$69.8	\$241.5	\$148.1	63%
	Adjusted Profit	\$20.4	\$48.6	\$145.0	\$84.5	72%
	Adjusted EPS	\$0.63	\$1.51	\$4.50	\$2.62	72%
	Total Debt			\$693.3	\$739.0	(6%)
				,	·	, ,
BALANCE SHEET USDm	Total Cash <sup>4</sup>			\$54.9	\$88.3	(38%)
	Total Assets			\$1,129.1	\$1,183.4	(5%)
OSBIII	Total Equity			\$408.1	\$422.2	(3%)
	Book Leverage			61%	61%	0%

#### Highlights for the quarter

- \$45,400pd fleetwide TCE
- **\$44m** adj. EBITDA³
- **\$0.63** adj. EPS
- \$55m liquidity<sup>4</sup>
- 61% book leverage
- The Board has declared a seventh consecutive capital distribution of **\$0.66 per share**.
- The total distributions for the last 4 quarters amounted to \$4.36 per share.
- Successfully refinanced or amended debt terms on 4 vessels..
- c.40% of total trading volume done in NYSE since becoming dual listed.
- Total volume has increased by 50% since dual listing.

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

- 2. Including management fees.
- 3. EBITDA adjusted for derivatives and FX.
- Including restricted cash.



# **Income Statement Summary**

Income statement summary (\$m)	Q4 2023	Q4 2022	FY 2023	FY 2022
TCE Revenue	\$58.4	\$82.2	\$297.8	\$193.5
Vessel operating expenses	(10.6)	(9.6)	(41.7)	(35.7)
Management fees	(1.2)	(1.2)	(4.6)	(4.4)
General and administrative expenses	(2.5)	(1.6)	(9.9)	(5.3)
EBITDA	\$44.2	\$69.8	\$241.5	\$140.1
Depreciation	(10.3)	(10.2)	(40.4)	(38.0)
EBIT	\$33.9	\$59.6	\$201.1	\$110.1
Net interest expense	(14.2)	(12.8)	(57.1)	(37.4)
Other financial income/expenses	1.5	1.6	1.2	11.8
Reported Profit	\$21.3	\$48.4	\$145.3	\$84.6
Reported EPS - basic & diluted	\$0.66	\$1.50	\$4.51	\$2.63
Adjustments	(0.9)	0.2	(0.3)	(0.1)
Adjusted Profit	\$20.4	\$48.6	\$145.0	\$84.5
Adjusted EPS - basic & diluted	\$0.63	\$1.51	\$4.50	\$2.62
Weighted average shares - basic & diluted	32.2	32.2	32.2	32.2

#### Notes

- 2023 was a record year in terms
   of Revenue, EBITDA and Net Income
- FY2023 TCE Revenue of **\$298m**
- FY2023 EBITDA of **\$242m**
- FY2023 EPS of **\$4.50/share**

# **Balance Sheet Summary**

Balance Sheet Summary (\$'000s)	FY 2023	FY 2022
Assets		
Cash & cash equivalents	\$50.0	\$81.3
Restricted cash	4.9	6.9
Vessels, net	988.1	1,024.3
Other assets	86.1	70.8
Total Assets	\$1,129.1	\$1,183.4
Shareholders' Equity & Liabilities		
Shareholders' equity	\$408.1	\$422.2
Interest bearing debt	693.2	739.0
Other liabilities	27.8	22.1
Total Shareholders' Equity & Liabilities	\$1,129.1	\$1,183.4

# Notes Total cash¹ of \$55m Total assets of \$1.1bn Total interest bearing debt of \$693m Book leverage of 61% Total equity of \$408m

# Corporate, Debt and Employment Structure



- After the successful refinancings with ABN Amro and Credit Agricole in 2023, we utilized the momentum to further optimize our capital structure.
- Refinanced the expensive legacy lease on the Milos with a syndicate led by Kexim Asia Limited, at 175bps over SOFR and maturity in 2030.
- Successfully negotiated with CMB Financial Leasing two transactions:
  - Amended the existing leases on the Nissos Kea and Nissos Nikouria, reducing pricing to 200bps over SOFR, extended maturities to 2030 and 2031 respectively, and eliminated previously stipulated fees in the case of exercise early refinancing.
  - Refinanced the Nissos Anafi, at 190bps over SOFR and maturity in 2031.
- The transactions in 2023 and Q1 of 2024 have improved cost of debt by on average c.100bps across 9 vessels (Milos, Kimolos, Folegandros, Nissos Sikinos, Nissos Sifnos, Nissos Keros, Nissos Anafi, Nissos Kea, and Nissos Nikouria).
- Positive momentum as we negotiate the refinancing of the Poliegos in June of 2024.
- Continuously working with current and potential new financiers to optimize our capital structure with accretive terms.

# EXECUTIVE UPDATE COMMERCIAL AND MARKET UPDATE APPENDIX



# Commercial Performance - Q4 2023

#### Fleetwide TCE of **\$45,400 pd** - \$45,200 pd for spot VLCCs and \$51,800 pd for spot Suezmaxes

	VLCC			SUEZMAX			FLEETWIDE		
	Days	% of Total	TCE	Days	% of Total	TCE	Days	% of Total	TCE
Timecharter	_	_	_	147	27%	\$28,400	147	11%	\$28,400
Spot	736	100%	\$45,200	405	73%	\$51,800	1,141	89%	\$47,500
Total	736	100%	\$45,200	552	100%	\$45,600	1,288	100%	\$45,400
Calendar	736			552			1,288		
Operating <sup>1</sup>	736			552			1,288		
Utilization	100%			100%			100%		

In order to exploit the winter markets, we employed 4x of our VLCCs for East voyages during early Q4 at attractive rates as part of our policy to capitalize on our Western positions.

Triangulated the Nissos Anafi by fixing a USG-Europe voyage. Subsequently, she was chartered for a front-haul voyage from the UK to head east, leveraging minimal to nearly zero ballast, thereby maximizing her TCE.

With our primary focus on maintaining a strong fleet presence in the West, we decided to reposition another ship back to ensure the availability of 5x of our vessels in the West

Nissos Sifnos and Nissos Sikinos were both redelivered in the second decade of December by timecharterers, resulting in our fleet being fully spot exposed.

Upon the redelivery of both vessels in the East, we concluded AG cargoes fixing the Nissos Sifnos on a front haul eastward and a backhaul westward for the Nissos Sikinos.

We expanded our influence in the western region for Suezmax tankers, especially from West Africa and Brazil, for voyages going back to the Mediterranean at favorable earnings while the market had picked up.

Folegandros completed her dry dock in Turkey.

Opposite to Q3, Q4 began with an increase in rates in the Suezmax market. However, the inevitable softening in the VLCC segment during this quarter cannot be overlooked.

By once again achieving balance of our fleet across the key markets during seasonal fluctuations, we seized numerous opportunities that led to highly profitable voyages.

The continued strategy revolved around carefully overseeing our vessels and instructing them to sail at specific speeds to maximize commercial flexibility and TCE.

# Commercial Performance - Q1 2024 Guidance

VLCC: 76% of available 1Q24 spot days fixed at \$73,900 pd Suezmax: 88% of available 1Q24 spot days fixed at \$58,800 pd

of Total TC	E Day	rs % of To	otal TCE	Days	% of Total	TCE
_		_				
				_	_	_
76% \$73	,900 48	0 88	% \$58,800	1,030	81%	\$66,800
24%	- 6	6 12	% –	244	19%	_
100%	- 54	6 100	% –	1,274	100%	_
	 54	6		1.274		
				1,274		
	100%	%		100%		
	24%	24% – 66 100% – 54 54	24% – 66 12	24% - 66 12% - 100% - 546 100% - 546 546	24%     -     66     12%     -     244       100%     -     546     100%     -     1,274       546     546     1,274       546     1,274	24%     -     66     12%     -     244     19%       100%     -     546     100%     -     1,274     100%       546     546     1,274       546     1,274

Two of our VLCCs, Nissos Despotiko and Nissos Rhenia are both opening in the West in the latter half of Q1. The primary aim is to relocate them East for their first special survey in Q2 while in parallel achieving very strong earnings on longer fronthaul voyages.

Contrary to the trend observed in Q4 2023, the onset of Q1 showcased noticeable uptick in daily returns, reaffirming the levels of stability the markets have reached.

Furthermore, despite expectations for a temporary decline in freight rates, our key positions in the West and in India will enable us to secure highly profitable charters. Took advantage on the strong Suezmax markets by swiftly concluding an AG / West voyage via the Cape of Good Hope on vessels that opened in the East Region due to the Red Sea situation.

Changed routing on all voyages by transiting via cape. This allowed us to secure higher flat rates, which in turn produced higher TCE's for additional 15-20 days.

We will continue to keep a heavy western presence on the Suezmaxes in light of capturing expected upside from the West African, USC and Brazil Markets

Centered our strategy on maintaining majority of our presence in the Western region by only employing one vessel for an Eastern front-haul.

Overall, the market was very strong for Q1 across both tonnage classes.

In comparison to the Arabian Gulf, the West remains favorable for finishing Q1 and commencing Q2.

We believe that the instability within the Red Sea will continue to lead to voyage specific strengths and will require keeping a healthy balance of vessels east and west to best position our fleet for any future upside or downturns in the market.

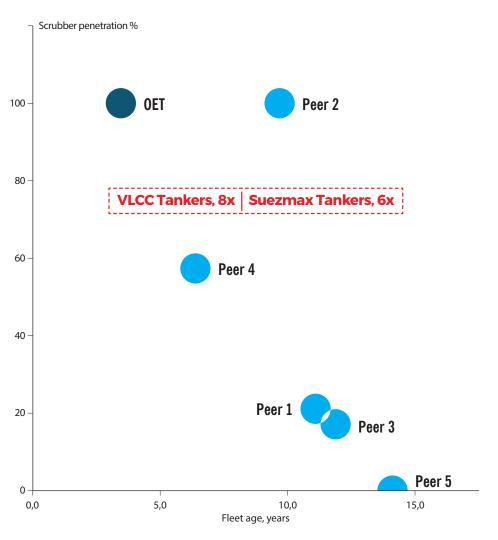
NOTES: 1. Calendar days less off-hire days.

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.

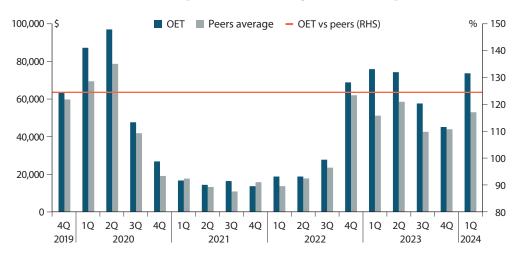
# **Superior Commercial Performance**

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

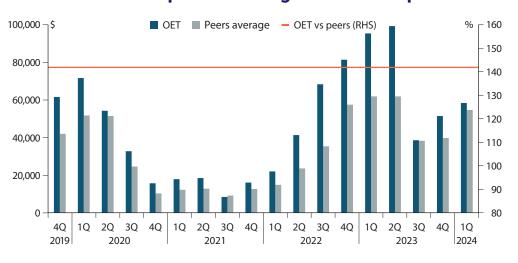
#### State of the art asset base



#### 21% outperformance against VLCC peers<sup>1</sup>



#### 42% outperformance against Suezmax peers<sup>1</sup>

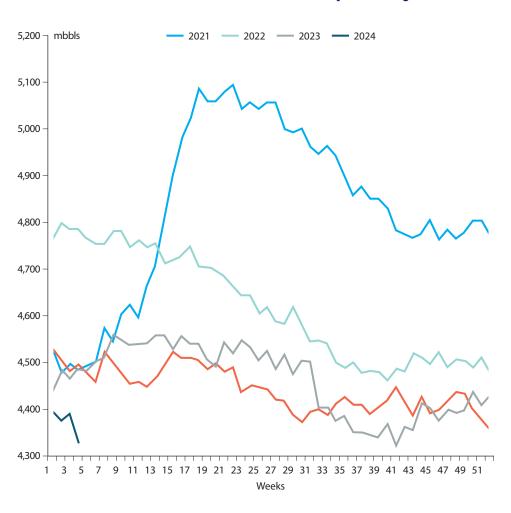


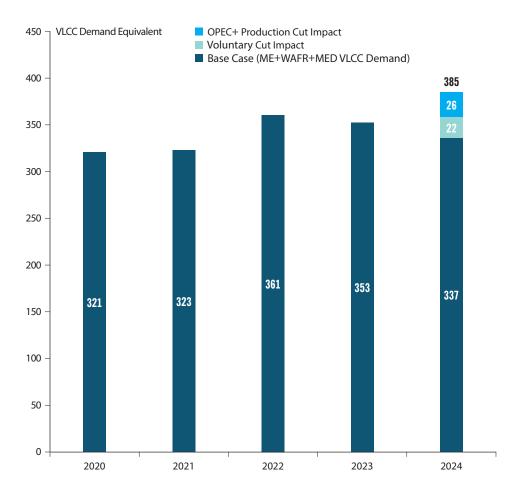
# **OPEC+ Cuts Achieving the Intended Result**

Inventory draws a catalyst for bringing back barrels to the market

#### Global Oil Inventories and Oil-on-water impacted by the OPEC+ cuts

#### Meaningful upside upon cut reversals





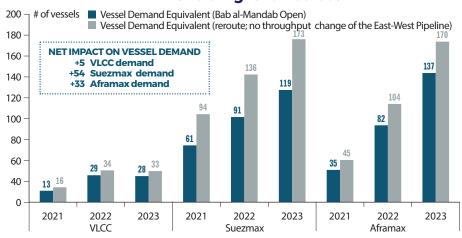
# Red Sea Tensions Increasingly Impact Crude Oil Tankers

#### Almost 40% longer sea voyages following disruption

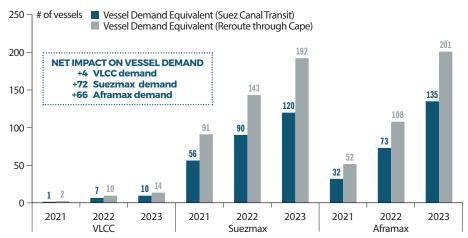


The typical Singapore to Rotterdam sea voyage is almost 40% longer via the Cape compared to the Suez Canal.

## Disruption already impacts both VLCCs and Suezmaxes "avoiding" the Red Sea<sup>1</sup>

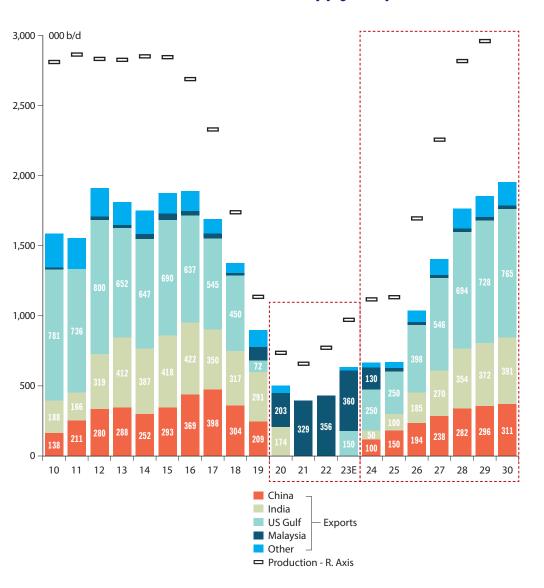


# While a canal closure scenario could force further vessel demand due to rerouting and trades disruption

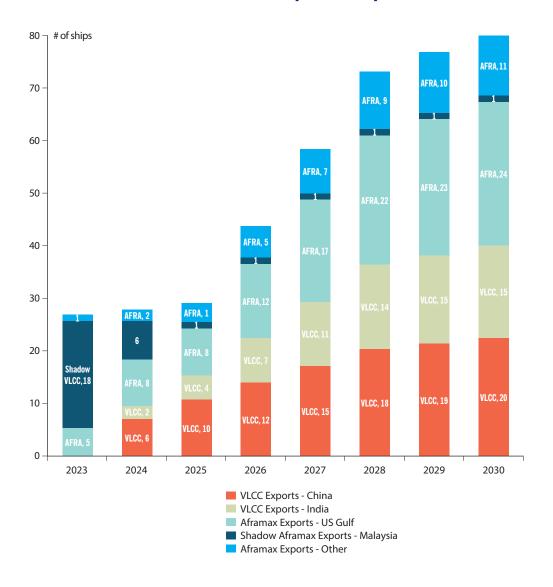


## Venezuela Return Increases Vessel Demand

#### Venezuela crude supply & exports



#### **Vessel Demand Equivalents potential**



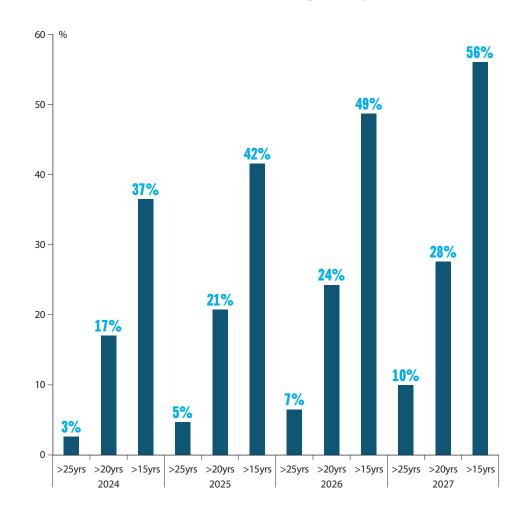
# Supply Fundamentals are Staggering

The orderbook story that everyone talks about is supplemented by a continuously ageing fleet

#### **VLCC fleet age composition**

#### % 60 ¬ 54% 49% 50 42% 40 35% 30 25% 22% 20% 20 17% 10% 10 >25yrs >20yrs >15yrs | >25yrs >20yrs >15yrs | >25yrs >20yrs >15yrs | >25yrs | >20yrs | >15yrs 2024 2025 2026 2027

#### Suezmax fleet age composition



# EXECUTIVE UPDATE COMMERCIAL AND MARKET UPDATE APPENDIX



# **Cash Flow Summary**

CF Statement Summary (\$m)	Q4 2023	Q4 2022	FY 2023	FY 2022
Cash Flow from Operating Activities				
Net income	\$21.3	\$48.4	\$145.3	\$84.6
Total reconciliation adjustments	23.4	23.4	96.2	76.6
Total changes in working capital	(40.8)	(36.2)	(67.4)	(78.7)
Net cash provided by operating activities	\$3.8	\$35.6	\$174.0	\$82.5
Cash Flow from Investing Activities				
Investment in vessels	(1.9)	(0.2)	(3.3)	(180.1)
Other investing activities	1.2	0.1	4.3	1.4
Net cash (used in)/provided by investing activities	(\$0.7)	(\$0.1)	\$1.0	(\$178.7)
Cash Flow from Financing Activities				
Net changes in debt	(11.0)	(12.4)	(46.4)	162.0
Dividends and capital returns	(19.3)	(9.8)	(159.4)	(19.6)
Financing costs	_	_	(1.4)	(1.7)
Other financing activities	_	(0.7)	_	(1.7)
Net cash (used in)/provided by financing activities	(\$30.3)	(\$22.9)	(\$207.1)	\$139.0
Effects of exchange rate changes of cash				
held in foreign currency	0.7	(0.1)	0.7	0.4
Net change in cash & cash equivalents	(27.2)	\$12.6	(32.1)	42.8
Cash and cash equivalents at beginning of period	76.5	\$68.8	81.3	38.2
Cash and cash equivalents at end of period	\$50.0	\$81.3	\$50.0	\$81.3

# **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
CO <sub>2</sub> emissions generated from vessels (metric tons)			
Laden Condition		235,000	110,000
All Conditions		368,000	169,000
Fleet Annual Efficiency Ratio (AER) <sup>1</sup>			
CO <sub>2</sub> emissions - all conditions	А	368,000	169,000
Design deadweight tonnage (DWT)	В	319,000	158,400
Total distance travelled (nautical miles)	С	588,000	385,000
Fleet AER for the period (CO <sub>2</sub> gr/tonne-mile)	A*10 ^ 6/(B*C)	2.0	2.8
Fleet Energy Efficiency Operational Indicator (EEOI) <sup>2</sup>			
CO <sub>2</sub> emissions - all conditions	А	368,000	169,000
Weighted avg. cargo transported for the period (metric tons)	D	4,650,000	1,877,000
Laden distance travelled (nautical miles)	E	588,000	385,000
Fleet EEOI for the period (CO <sub>2</sub> gr/cargo tonne-mile)	A*10 ^ 6/(D*E)	4.5	5.9
EEOI Sea Cargo Charter guidance for 2022 (CO <sub>2</sub> gr/cargo tonne-mile)		5.1	8.4

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, 2023 through December 31, 2023.



# **Indicative Eco Benefit Calculation**

Assumptions		VLCC	Suezmax
Sailing Days	A	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	\$668	\$668
HSF0 (380cst)	G	\$458	\$458
Spread	H = (F - G)	\$210	\$210
Eco Daily Savings	I = (A*E*F/365)	\$9,800	\$7,000
Scrubber Daily Savings	J = (A*(C-D)*H)/365	\$8,000	\$4,900
Eco + Scrubber Daily Savings	K = (I + J)	\$17,800	\$11,900

## **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 <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	Nissos Sikinos	Suezmax	157,447	2020	3	HSHI 🖎	100%	Yes	Yes
4	Nissos Sifnos	Suezmax	157,447	2020	3	HSHI 👀	100%	Yes	Yes
5	Kimolos	Suezmax	159,159	2018	6	JMU •	100%	Yes	Yes
6	Folegandros	Suezmax	159,221	2018	5	JMU •	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	4	HHI (Ulsan) 👀	100%	Yes	Yes
10	Nissos Kythnos	VLCC	318,953	2019	4	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		<b>4</b> <sup>2</sup>				



