

### **Q2 2019 Presentation** August 15, 2019

# OKEANIS ECO TANKERS

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### Highlights

|                                      |  | Q2 2019  | Q1 2019  | % Delta |
|--------------------------------------|--|----------|----------|---------|
|                                      | VLCC Daily TCE                           | \$31,800 | n/a      | n/a     |
|                                      | Suezmax Daily TCE                        | \$19,400 | \$21,900 | (11%)   |
| Commercial                           | Aframax/LR2 Daily TCE                    | \$18,000 | \$25,800 | (30%)   |
| Performance<br>USD per day           | Fleetwide Daily Adjusted TCE             | \$20,253 | \$23,600 | (14%)   |
| -                                    | Fleetwide Daily Opex                     | \$7,660  | \$7,162  | 7%      |
|                                      | Timecharter Coverage <sup>1</sup>        | 41%      | 51%      |         |
|                                      | TCE Revenue                              | \$14.4   | \$14.9   | (3%)    |
| Income                               | Adjusted EBITDA                          | \$8.3    | \$9.0    | (8%)    |
| <b>Statement</b><br>USDm exc.<br>EPS | Net (Loss) / Profit                      | (\$3.6)  | \$0.5    |         |
|                                      | (Loss) / Earnings Per Share <sup>2</sup> | (\$0.11) | \$0.02   |         |
|                                      | Total Interest Bearing Debt              | \$516    | \$409    | 26%     |
| Balance<br>Sheet<br>USDm             | Total Cash (inc. Restricted)             | \$19     | \$24     | (21%)   |
|                                      | Total Assets                             | \$860    | \$741    | 16%     |
|                                      | Total Equity                             | \$328    | \$317    | 3%      |
|                                      | Leverage <sup>3</sup>                    | 61%      | 55%      |         |

- Net loss of \$3.6 million or \$0.11 per share.
- In April 2019, OET was granted an option by the Alafouzos family to acquire 2x Suezmax NBs under construction at HHI delivering in Q3 2020.
  - The option expires in November 2019 and secures a right for OET, at no cost, to acquire the vessels at the Alafouzos family's contract price.
- In May 2019, OET took delivery of its first VLCC from HHI, the Nissos Rhenia.
- Also in May 2019, OET raised \$15 million of equity at NOK 83 per share.
- In June 2019, OET took delivery of its second VLCC from HHI, the Nissos Despotiko.
- Also in June 2019, OET secured and drew on an \$11 million secured loan facility for its scrubber retrofit project.
  - L+2%, 5-year tenor, and 4-year profile beginning in June 2020.
- In July 2019, OET took delivery of its third and fourth VLCCs from HHI, the Nissos Antiparos and Nissos Santorini.

NOTES: 1) Timecharter Coverage calculated as time charter days divided by total calendar days.

2) Earnings / (Loss) per share based on weighted average number of shares outstanding during the period.

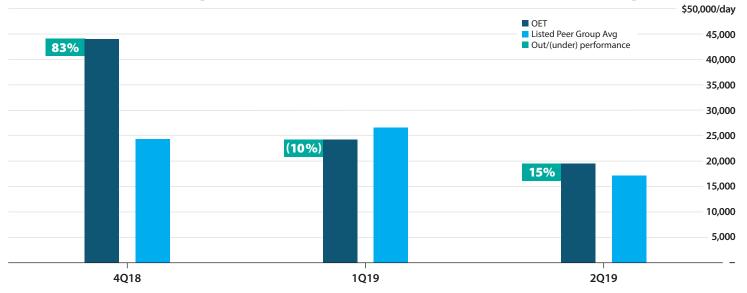
3) Leverage calculated as net debt over net debt plus equity.

### **Commercial Performance**

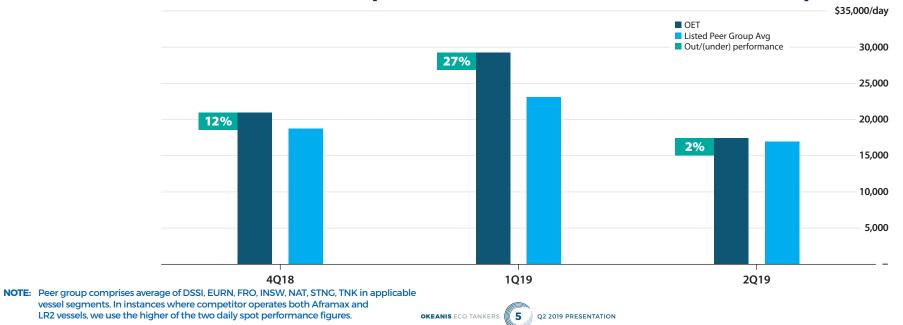
|                        |      | Q2 2019    |          |         |            |          |             |            |          |           |            |          |  |
|------------------------|------|------------|----------|---------|------------|----------|-------------|------------|----------|-----------|------------|----------|--|
|                        | VLCC |            |          | SUEZMAX |            |          | AFRAMAX/LR2 |            |          | FLEETWIDE |            |          |  |
|                        | Days | % of Total | TCE Rate | Days    | % of Total | TCE Rate | Days        | % of Total | TCE Rate | Days      | % of Total | TCE Rate |  |
| Timecharter            | 79   | 100%       | \$31,800 | 112     | 33%        | \$18,900 | 91          | 33%        | \$18,900 | 282       | 41%        | \$22,500 |  |
| Spot                   | -    |            |          | 232     | 67%        | \$19,600 | 182         | 67%        | \$17,500 | 414       | 59%        | \$18,700 |  |
| Total <sup>1</sup>     | 79   | 100%       | \$31,800 | 344     | 100%       | \$19,400 | 273         | 100%       | \$18,000 | 696       | 100%       | \$20,300 |  |
| Calendar               | 79   |            |          | 364     |            |          | 273         |            |          | 716       |            |          |  |
| Operating <sup>2</sup> | 79   |            |          | 344     |            |          | 273         |            |          | 696       |            |          |  |
| Utilization            | 100% |            |          | 95%     |            |          | 100%        |            |          | 97%       |            |          |  |

### **Spot Market Performance**

#### Suezmax Spot Market Performance - OET v Peer Group



#### Aframax/LR2 Spot Market Performance - OET v Peer Group



### **Financial Review – Income Statement**

| Income Statement<br>USD Thousands, except per share amounts | (Unaudited)<br>Q2 2019<br><u>Apr 1 - Jun 30, 2019</u> |
|---|---|
| TCE Revenue   | \$14,415  |
| Vessel operating expenses                                   | (5,054)   |
| Management fees   | (430)   |
| General and administrative expenses                         | (597)   |
| EBITDA  | \$8,334   |
| Depreciation and amortization                               | (4,507)   |
| EBIT  | \$3,827   |
| Net interest expense  | (7,453)   |
| FX gain   | 9   |
| Net Loss  | (\$3,618)   |
| Loss per share - basic & diluted                            | (\$0.11)  |
| Wtd. avg. shares - basic & diluted                          | 32,100,000  |

- Q2 2019 Fleetwide TCE of \$20,253 per operating day
  - VLCC: \$31,800 per operating day
  - Suezmax: \$19,400 per operating day
  - Aframax/LR2: \$18,000 per operating day
- Fleetwide opex of \$7,660 per calendar day
- Loss of USD 3.6m or USD 0.11 per share



### **Financial Review – Balance Sheet**

| Balance Sheet                            | (Unaudited)<br>Q2 2019 | (Audited)<br>Q4 2018     |
|--|------------------------|--------------------------|
| USD Thousands                            | <u>June 30, 2019</u>   | <u>December 31, 2018</u> |
| Assets                                   |                        |                          |
| Cash & cash equivalents                  | \$16,993               | \$18,083                 |
| Restricted cash                          | 2,260                  | 3,000                    |
| Vessels                                  | 570,474                | 396,374                  |
| Newbuildings                             | 253,748                | 238,212                  |
| Other assets                             | 16,823                 | 12,830                   |
| Total Assets                             | \$860,298              | \$668,499                |
| Shareholders' Equity & Liabilities       |                        |                          |
| Shareholders' equity                     | \$328,238              | \$316,370                |
| Interest bearing debt                    | 516,222                | 339,888                  |
| Other liabilities                        | 15,838                 | 12,241                   |
| Total Shareholders' Equity & Liabilities | \$860,298              | \$668,499                |

- Book leverage of 61%
- Total cash (inc. restricted) of USD 19m
- Total assets of USD 860m
- Total interest bearing debt of USD 516m
- Total equity of USD 328m



### **Financial Review - Cash Flow Statement**

| Cash Flow Statement                              | (Unaudited)<br>Q2 2019       |
|--|------------------------------|
| USD Thousands                                    | <u> Apr 1 - Jun 30, 2019</u> |
| Cash Flow from Operating Activities              |                              |
| Net loss   | (3,618)                      |
| Total reconciliation adjustments                 | 9,941                        |
| Total changes in working capital                 | (2,323)                      |
| Net cash provided by operating activities        | \$4,000                      |
| Cash Flow from Investing Activities              |                              |
| Investment in newbuildings                       | (127,839)                    |
| Other investing activities                       | (1,231)                      |
| Net cash used in investing activities            | (\$129,070)                  |
| Cash Flow from Financing Activities              |                              |
| Net changes in debt                              | 108,596                      |
| Net changes in equity                            | 15,000                       |
| Financing costs                                  | (752)                        |
| Other financing activities                       | (2,776)                      |
| Net cash provided by financing activities        | \$120,068                    |
| Net change in cash and cash equivalents          | (5,001)                      |
| Cash and cash equivalents at beginning of period | 21,995                       |
| Cash and cash equivalents at end of period       | \$16,993                     |

- Remaining capex of <u>USD 289m</u> as of June 30, 2019
  - Yard instalments: USD 279m
  - Scrubbers: USD 10m
- Available capital of <u>USD 315m</u> as of June 30, 2019
  - Lease Debt: USD 83m
  - Bank Debt: USD 200m
  - Cash<sup>1</sup> & Undrawn RCF: USD 32m

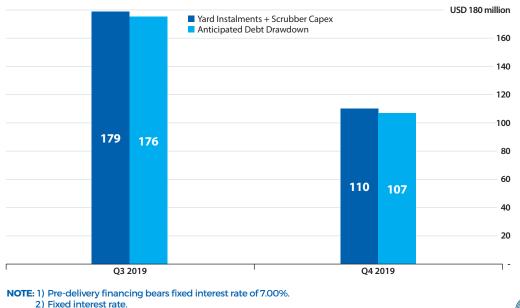


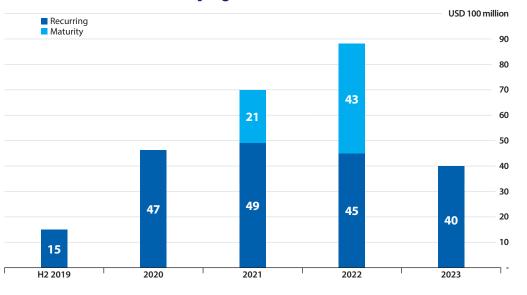
### **Financing & Remaining Capex Overview**

#### Debt Snapshot (as of June 30, 2019)

| Lender & Vessel                           | Outstanding | Available | Margin             | Profile |
|---|-------------|-----------|--------------------|---------|
|   | USDm        | USDm      | %                  | Years   |
| BNP Paribas (Nissos Heraclea)             | \$30.4      | -         | 2.25%              | 17      |
| HSH (Nissos Therassia & Nissos Schinoussa | ) 55.1      | -         | 2.60%              | 17      |
| Alpha Bank (Kimolos, Folegandros)         | 84.7        | -         | 3.10%              | 20      |
| Ocean Yield (Poliegos & Milos)            | 89.8        | -         | 4.57%              | 17      |
| Ocean Yield (4 x VLCC NBs)                | 212.3       | 82.5      | 4.82% <sup>1</sup> | 17      |
| Bank Debt (4 x VLCC NBs)                  | 32.9        | 200.4     | 2.27%              | 17      |
| Scrubber Financing                        | 10.9        | -         | 2.00%              | 4       |
| Shareholder Loan                          | -           | 15.0      | 6.25% <sup>2</sup> | -       |
| Total                                     | \$516.2     | \$297.9   | <b>3.60</b> %      | 17      |

#### **Capex & Debt Draw Schedule**





#### **Repayment Profile**

#### **Scrubber Retrofit Schedule**

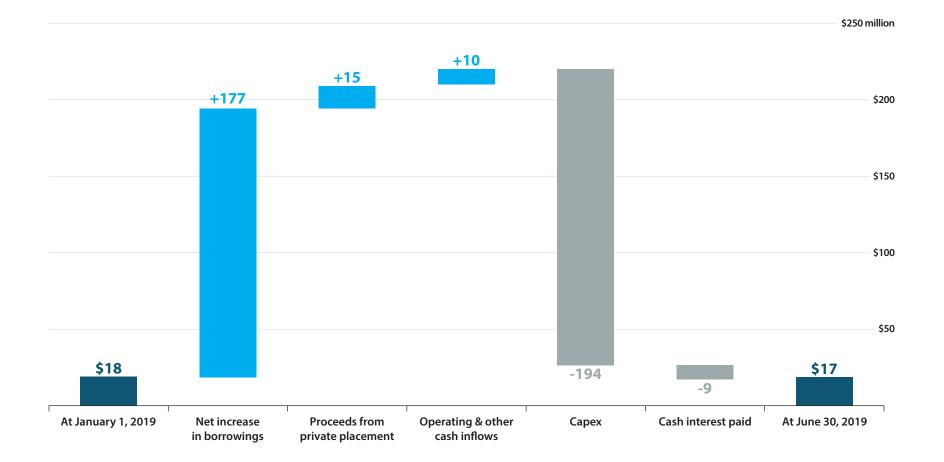
| Vessel  | Туре        | Off-hire start | Off-hire days |
|---|-------------|----------------|---------------|
| • Poliegos  | Suezmax     | Complete       |               |
| • Milos   | Suezmax     | In progress    | 30            |
| • Kimolos   | Suezmax     | Sep-19         | 30            |
| Folegandros                                       | Suezmax     | Sep-19         | 30            |
| • Nissos Therassia <sup>3</sup>                   | Aframax/LR2 | Oct-19         | 35            |
| <ul> <li>Nissos Schinoussa<sup>3</sup></li> </ul> | Aframax/LR2 | Oct-19         | 35            |
|   |             |                |               |

3) Inclusive of special survey off-hire days.

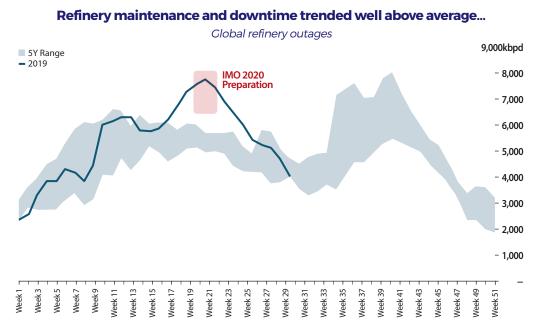
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### First Half 2019 Cash Flow Bridge

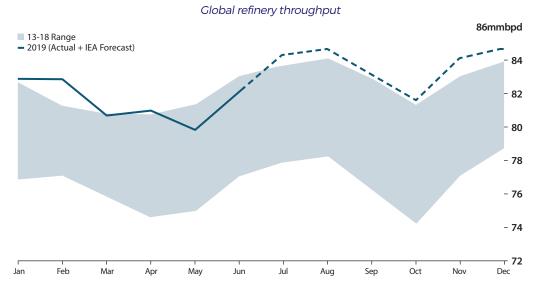
Unrestricted Cash
 Cash Inflow
 Cash Outflow

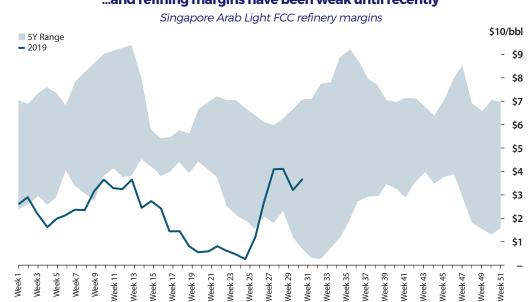


### **Tanker Market Outlook**



#### Refinery throughput set to ramp in H2 after extensive maintenance...





#### ...and refining margins have been weak until recently

#### ...while tanker orderbook of 9.3% is at lowest level since 1997

Crude tanker (sum of VLCC, Suezmax and Aframax) orderbook as % of crude tanker fleet, DWT terms



### Summary & Outlook

- OET continues to perform well commercially and technically in the context of a rapidly growing fleet and scrubber upgrades.
- The market has remained weak as result of extensive refinery outages, an elevated pace of fleet growth and a continued lack of Middle East cargoes.
- However, the IEA continues to forecast >1.5mmbpd of oil demand growth in 2H19 as fleet growth is set to halve through the remainder of the year.
- Refining margins have also improved markedly even without the impact of IMO 2020, while MGO-HFO spread has widened to multi-year highs.
- We continue to believe in a tanker market rebound beginning in 3Q19, driven by increased refining runs and a record-low tanker orderbook.



### Appendix

VISES

### **OET Fleet Overview**

#### **Fleet Attributes**

• Attractive mix of crude tanker vessels • Future-proof specifications • All vessels with eco design •

• All vessels built at first class S. Korean and Japanese yards •

• Entire fleet to be scrubber fitted • All vessels have BWTS installed •

|             |                   |      |         |         |         |             |             |       | Charter Coverage Through YE 2020 |                                      |                        |              |      |      |           |        |
|-------------|-------------------|------|---------|---------|---------|-------------|-------------|-------|----------------------------------|--------------------------------------|------------------------|--------------|------|------|-----------|--------|
| Туре        | Name              | Yard | Country | Built   | DWT     | Eco-Design? | Scrubber?   | BWTS? | 3Q19                             | 4Q19                                 | 1Q20                   | 2Q20         | 3Q20 | 4Q20 | Charterer | Expiry |
|             | Nissos Heraclea   | HHI  | Korea   | 2015-07 | 114,322 | Yes         | Upon redely | Yes   |                                  | \$19,450                             |                        |              |      |      | Total     | Mar-20 |
| Aframax/LR2 | Nissos Therassia  | HHI  | Korea   | 2015-01 | 114,322 | Yes         | 4Q19        | Yes   |                                  |                                      |                        |              |      |      |           |        |
|             | Nissos Schinoussa | HHI  | Korea   | 2015-09 | 114,322 | Yes         | 4Q19        | Yes   |                                  |                                      |                        |              |      |      |           |        |
|             | Milos             | SSME | Korea   | 2016-10 | 157,537 | Yes         | 3Q19        | Yes   | \$19,000                         | + 50% Pro                            | fit share <sup>1</sup> |              |      |      | Vitol     | Mar-20 |
| Suezmax     | Poliegos          | SSME | Korea   | 2017-01 | 157,537 | Yes         | Yes         | Yes   |                                  |                                      |                        |              |      |      |           |        |
| Suezinax    | Kimolos           | JMU  | Japan   | 2018-05 | 159,159 | Yes         | 3Q19        | Yes   |                                  |                                      |                        |              |      |      |           |        |
|             | Folegandros       | JMU  | Japan   | 2018-09 | 159,159 | Yes         | 3Q19        | Yes   |                                  |                                      |                        |              |      |      |           |        |
|             | Nissos Rhenia     | HHI  | Korea   | 2019-05 | 318,953 | Yes         | Yes         | Yes   |                                  |                                      | \$35                   | 5,315²       |      |      | Koch      | May-24 |
|             | Nissos Despotiko  | HHI  | Korea   | 2019-06 | 318,953 | Yes         | Yes         | Yes   |                                  |                                      | \$35                   | 5,315²       |      |      | Koch      | Jun-24 |
|             | Nissos Santorini  | HHI  | Korea   | 2019-07 | 318,953 | Yes         | Yes         | Yes   |                                  |                                      | \$35                   | 5,315²       |      |      | Koch      | Jul-24 |
| VLCC        | Nissos Antiparos  | HHI  | Korea   | 2019-07 | 318,953 | Yes         | Yes         | Yes   |                                  |                                      | \$35                   | 5,315²       |      |      | Koch      | Jul-24 |
| VLCC        | Nissos Donoussa   | HHI  | Korea   | 2019-08 | 318,953 | Yes         | Yes         | Yes   |                                  |                                      |                        |              |      |      |           |        |
|             | Nissos Kythnos    | HHI  | Korea   | 2019-09 | 318,953 | Yes         | Yes         | Yes   |                                  |                                      |                        |              |      |      |           |        |
|             | Nissos Keros      | HHI  | Korea   | 2019-10 | 318,953 | Yes         | Yes         | Yes   |                                  | ne charter fixed<br>ne charter fixed |                        | profit split |      |      |           |        |
|             | Nissos Anafi      | HHI  | Korea   | 2019-12 | 318,953 | Yes         | Yes         | Yes   | AIIIIII                          |                                      |                        |              |      |      |           |        |

NOTES: 1) \$19,000/day base rate with 50% profit share thereafter.

- 2) Average time charter ("TC") rate for 5 year duration.
  - The TC rate will be adjusted upwards to \$37,115/day (vs \$32,615/day) per vessel for years three, four and five.
  - OET will have the option to cancel the TC at its discretion from the end of year three until the expiry of the charter without any penalty or premium payable to Koch.



## OKEANIS

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CONTACT

John Papaioannou, CFO +30 210 480 4099 jvp@okeanisecotankers.com