



OKEANIS
ECO TANKERS

Q3 2020
Earnings Presentation

November 12, 2020

Disclaimer

This presentation (the “Presentation”) has been prepared by Okeanis Eco Tankers Corp. (the “Company”). The Presentation reflects the conditions and views of the Company as of the date set out on the front page of this Presentation.

This Presentation contains certain forward-looking statements relating to the business, financial performance and results of the Company and/or the industry in which it operates, sometimes identified by the words “believes”, “expects”, “intends”, “plans”, “estimates” and similar expressions. The forward-looking statements contained in this Presentation, including assumptions, opinions and views of the Company or cited from third-party sources, are solely opinions and forecasts which are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. The Company does not provide any assurance that the assumptions underlying such forward-looking statements are free from errors, nor does the Company accept any responsibility for the future accuracy of the opinions expressed in the presentation or the actual occurrence of the forecasted developments. No obligations are assumed to update any forward-looking statements or to conform to these forward-looking statements to actual results .

The forward-looking statements in this report are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management’s examination of historical operating trends, data contained in our records and other data available from third parties. Although we believe that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies, which are impossible to predict and are beyond our control, we cannot assure you that we will achieve or accomplish these expectations, beliefs or projections.

Highlights

	Q3 2020	Q3 2019	9M 2020	9M 2019
Commercial Performance <i>USD per day</i>	VLCC Daily TCE	\$44,000	\$29,700	\$54,300
	Suezmax Daily TCE	\$31,800	\$21,100	\$49,000
	Aframax/LR2 Daily TCE	\$15,200	\$16,300	\$20,000
	Fleetwide Daily TCE	\$35,600	\$23,200	\$47,800
	Fleetwide Daily Opex	\$8,115	\$6,900	\$7,199
	Timecharter Coverage ¹	44%	55%	43%
Income Statement <i>USDm exc. EPS</i>	TCE Revenue	\$47.5	\$21.6	\$190.3
	Adjusted EBITDA	\$35.5	\$14.1	\$155.4
	Adjusted Profit/(Loss)	\$17.2	(\$3.0)	\$95.4
	Adjusted EPS ²	\$0.53	(\$0.09)	\$2.94
Balance Sheet <i>USDm</i>	Total Interest Bearing Debt	\$848.6	\$682.8	
	Total Cash (inc. Restricted)	\$25.8	\$16.8	
	Total Assets	\$1,270.5	\$1,033.3	
	Total Equity	\$393.0	\$324.0	
	Leverage ³	68%	67%	

- The Board has declared a cash dividend of \$0.10 per share, amounting to \$3.2 million
- Adjusted EBITDA of \$35.5m
- Adjusted Profit of \$17.2m
- Returning Capital to Shareholders:
 - Declared/distributed cash dividends of \$1.35 per share year to date, equating to a yield of 23%⁴
- Transitioning from Growth to Cash Flow Company:
 - Concluded NB program with deliveries of Nissos Sikinos & Nissos Sifnos
- De-Risking 2021 & Capturing Market Opportunities:
 - Secured 1Y VLCC TC at \$34kpd
- Hedging Floating Rate Debt Exposure:
 - Entered floating-to-fixed interest rate swaps with notional amount of \$345m at fixed interest rate of 0.32% for three years

NOTES: 1) Timecharter Coverage calculated as time charter days divided by total operating days.
 2) Earnings per share based on weighted average number of shares outstanding during the period.
 3) Leverage calculated as net debt over net debt plus book equity.
 4) Based on closing price as of 6 November 2020.

Commercial Performance – Q3 2020 Actuals

	Q3 2020 Actuals											
	VLCC			SUEZMAX			AFRAMAX/LR2			FLEETWIDE		
	Days	% of Total	TCE Rate ¹	Days	% of Total	TCE Rate ¹	Days	% of Total	TCE Rate ¹	Days	% of Total	TCE Rate ¹
Timecharter	546	75%	\$42,700	43	11%	\$22,700	–	–	–	589	44%	\$41,200
Spot	181	25%	\$48,000	339	89%	\$33,000	225	100%	\$15,200	745	56%	\$31,200
Total	726	100%	\$44,000	382	100%	\$31,800	225	100%	\$15,200	1,334	100%	\$35,600
Calendar	736			390			276			1,402		
Operating ²	726			382			225			1,334		
Utilization	99%			98%			82%			95%		
Comments	<ul style="list-style-type: none"> Concluded multiple longer WAF-China voyages in late Q3 to lock in prevailing strong rates and TCE arbitrage between AG and WAF, and to maximize eco + scrubber advantage. Focused cargo selection on optimizing laden/ballast speeds to maximize TCE and to have all spot VLCCs open in December fixing window to capture seasonality. 			<ul style="list-style-type: none"> Concluded multiple long Med-East voyages throughout the quarter and prior to market weakening. Combined shorter haul voyages on one Suezmax that avoided fixing at trough and repositioned vessel to capitalize on a longer haul voyage. 			<ul style="list-style-type: none"> Maintained presence in clean LR2 market with Nissos Heraclea in WAF. Opportunities to perform longer voyages that optimized the eco advantage were restricted by the need to dry dock and scrubber retrofit vessels. 			<ul style="list-style-type: none"> Faced headwinds in the spot market across all tanker segments. Focused on limiting waiting days and ballast distance, and selected voyages with favorable elements such as cargo overage, lower commissions and advantageous discharge ports which allow vessels to reposition. 		

NOTES: 1) Daily TCE rates based on operating days and net of commissions and voyage expenses.
2) Operating days calculated as calendar days less aggregate technical off-hire days.

Commercial Performance – Q4 2020 Guidance

	Q4 2020 Guidance											
	VLCC			SUEZMAX			AFRAMAX/LR2			FLEETWIDE		
	Days	% of Total	TCE Rate ¹	Days	% of Total	TCE Rate ¹	Days	% of Total	TCE Rate ¹	Days	% of Total	TCE Rate ¹
Timecharter	567	79%	\$41,400	184	34%	\$28,900	–	–	–	767	52%	\$38,200
Spot - Fixed	153	21%	\$24,000	253	46%	\$17,000	79	39%	\$11,000	469	32%	\$18,800
Spot - To Be Fixed	–	–		110	20%		126	61%		236	16%	
Total	720	100%		547	100%		205	100%		1,472	100%	
Calendar	736			552			276			1,564		
Operating ²	720			547			205			1,472		
Utilization	98%			99%			74%			94%		
Comments	<ul style="list-style-type: none"> 100% of spot days fixed at \$24,000/day. Focus on WAF-China trade as it paid a premium over the AG market. Nissos Donoussa or Kythnos will enter TC and be positioned to open in 4Q21. 			<ul style="list-style-type: none"> 70% of spot days fixed at \$17,000/day. Continued locking in longer premium voyages to maximize scrubber eco benefit. Focused on repositioning vessels to be open in end Q4 & West (Milos and Kimolos). 			<ul style="list-style-type: none"> 39% of spot days fixed at \$11,000/day. Extremely challenging spot market drives focus on short Med voyages to capitalize on Libya export recovery & seasonal weather delays. 			<ul style="list-style-type: none"> Q4 market features: <ul style="list-style-type: none"> Steadily deteriorating market conditions across all segments. Positioning vessels to capture any seasonal improvement. 		

NOTES: 1) Daily TCE rates based on operating days and net of commissions and voyage expenses. Includes only confirmed fixtures up to and including November 10, 2020.

2) Operating days calculated as calendar days less aggregate technical off-hire days.

Financial Review – Income Statement

Income Statement				
<i>USD Thousands, except per share amounts</i>	Q3 2020	Q3 2019	9M 2020	9M 2019
TCE Revenue	\$47,538	\$21,576	\$190,264	\$50,852
Vessel operating expenses	(10,536)	(6,438)	(28,523)	(15,625)
Management fees	(841)	(614)	(2,478)	(1,423)
General and administrative expenses	(707)	(419)	(3,887)	(2,318)
EBITDA	\$35,454	\$14,105	\$155,376	\$31,487
Depreciation and amortization	(10,242)	(7,019)	(30,287)	(15,330)
EBIT	\$25,211	\$7,086	\$125,089	\$16,157
Net interest expense	(9,614)	(10,211)	(29,942)	(22,427)
Other financial income / (expenses)	14	(62)	(1,333)	(48)
Reported Profit/(Loss)	\$15,612	(\$3,187)	\$93,814	(\$6,318)
Reported EPS - basic & diluted	\$0.48	(\$0.10)	\$2.89	(\$0.20)
Adjustments	1,560	200	1,560	200
Adjusted Profit/(Loss)	\$17,172	(\$2,986)	\$95,374	(\$6,118)
Adjusted EPS - basic & diluted	\$0.53	(\$0.09)	\$2.94	(\$0.19)
Weighted average shares - basic & diluted	32,376	32,838	32,492	32,103

Comments

- Q3 2020 Fleetwide TCE of \$35,600 per operating day
 - VLCC: \$44,000 per operating day
 - Suezmax: \$31,800 per operating day
 - Aframax/LR2: \$15,200 per operating day
- Fleetwide opex of \$8,115 per calendar day (inc. mgmt. fees)
- G&A of \$505 per calendar day
- Adjusted EBITDA of \$35.5m
- Adjusted Profit of \$17.2m or \$0.53 / NOK 5.0 per share¹

Financial Review – Balance Sheet

Balance Sheet		
<i>USD Thousands</i>	<i>September 30, 2020</i>	<i>September 30, 2019</i>
Assets		
Cash & cash equivalents	\$17,397	\$11,841
Restricted cash	8,430	4,910
Vessels, net	1,206,562	925,094
Newbuildings	–	72,755
Other assets	38,064	18,656
Total Assets	\$1,270,453	1,033,255
Shareholders' Equity & Liabilities		
Shareholders' equity	392,966	\$324,041
Interest bearing debt	848,570	682,796
Other liabilities	28,917	26,418
Total Shareholders' Equity & Liabilities	\$1,270,453	\$1,033,255

Comments

- Total cash of \$25.8m
- Total assets of \$1,270.5m
- Total interest bearing debt of \$848.6m
- Book leverage of 68%
- Total equity of \$393.0m
- Book value of equity of \$12.1 / NOK 115 per share¹

Financial Review – Cash Flow Statement

Cash Flow Statement				
<i>USD Thousands</i>	<u>Q3 2020</u>	<u>Q3 2019</u>	<u>9M 2020</u>	<u>9M 2019</u>
Cash Flow from Operating Activities				
Net income	\$15,612	(\$3,187)	\$93,814	(\$6,318)
Total reconciliation adjustments	19,548	16,063	59,713	34,417
Total changes in working capital	4,134	(4,888)	(22,810)	(11,168)
Net cash provided by operating activities	\$39,294	\$7,988	\$130,717	\$16,930
Cash Flow from Investing Activities				
Investment in newbuildings	(\$66,836)	(\$176,116)	(\$175,341)	(\$370,355)
Other investing activities	(3,033)	(4,259)	(10,611)	(4,505)
Net cash used in investing activities	(\$69,870)	(\$180,375)	(\$185,952)	(\$374,861)
Cash Flow from Financing Activities				
Net changes in debt	\$46,321	\$172,970	\$116,241	\$350,191
Net changes in equity	–	(1,010)	(2,058)	13,990
Dividends	(24,296)	–	(40,484)	–
Financing costs	(1,536)	(4,777)	(1,766)	(10,068)
Other financing activities	(256)	53	(12,697)	(2,425)
Net cash provided by financing activities	\$20,233	\$167,235	\$59,236	\$351,688
<i>Net change in cash & cash equivalents</i>	<i>(10,343)</i>	<i>(5,152)</i>	<i>4,001</i>	<i>(6,242)</i>
Cash and cash equivalents at beginning of period	27,740	16,993	13,396	18,083
Cash and cash equivalents at end of period	\$17,397	\$11,841	\$17,397	\$11,841

As of September 30, 2020

- RoY 2020 remaining capex of \$2.4m
 - Aframax/LR2 Scrubbers¹: \$1.8m
 - Aframax/LR2 Special Surveys: \$0.6m
- Total liquidity of \$40.8m
 - Cash²: \$25.8m
 - Undrawn RCF: \$15.0m

NOTES: 1) Includes both hardware and anticipated installation costs.
2) Includes restricted cash.

Debt Snapshot

Vessel	Type	Debt Outstanding ¹	Rate Type	Fixed Rate / Margin over LIBOR ²	FY 2021 Daily CBE ⁴
		USDm		%	USD/day
Nissos Heraclea	Aframax/LR2	\$28.1	Floating	L+2.25%	\$16,800
Nissos Therassia	Aframax/LR2	24.1	Floating	L+2.60%	16,100
Nissos Schinoussa	Aframax/LR2	25.7	Floating	L+2.60%	16,100
Milos	Suezmax	44.2	Floating	L+4.28%	21,700
Poliegos	Suezmax	39.5	Floating	L+4.64%	19,800
Kimolos	Suezmax	41.8	Fixed	2.80%	18,600
Folegandros	Suezmax	38.7	Fixed	2.95%	16,500
Nissos Sikinos	Suezmax	51.2	Fixed	2.30%	20,400
Nissos Sifnos	Suezmax	51.2	Fixed	2.30%	20,400
Nissos Rhenia	VLCC	68.8	Floating	L+4.55%	27,100
Nissos Despotiko	VLCC	69.2	Floating	L+4.55%	27,900
Nissos Santorini	VLCC	69.4	Floating	L+4.55%	27,200
Nissos Antiparos	VLCC	69.6	Floating	L+4.55%	27,900
Nissos Donoussa	VLCC	53.8	Fixed	2.80%	24,000
Nissos Kythnos	VLCC	54.3	Fixed	2.58%	21,600
Nissos Keros	VLCC	55.3	Fixed	2.56%	20,100
Nissos Anafi	VLCC	55.7	Floating	L+2.09%	21,500
Scrubber Financing	5x Scrubbers	8.0	Floating	L+2.00%	1,300
Total Debt		\$848.6		3.54%³	\$22,400

NOTES: 1) As of September 30, 2020. Net of financing fees.

2) As of November 11, 2020.

3) Total value-weighted cost of debt assuming LIBOR of 30 basis points.

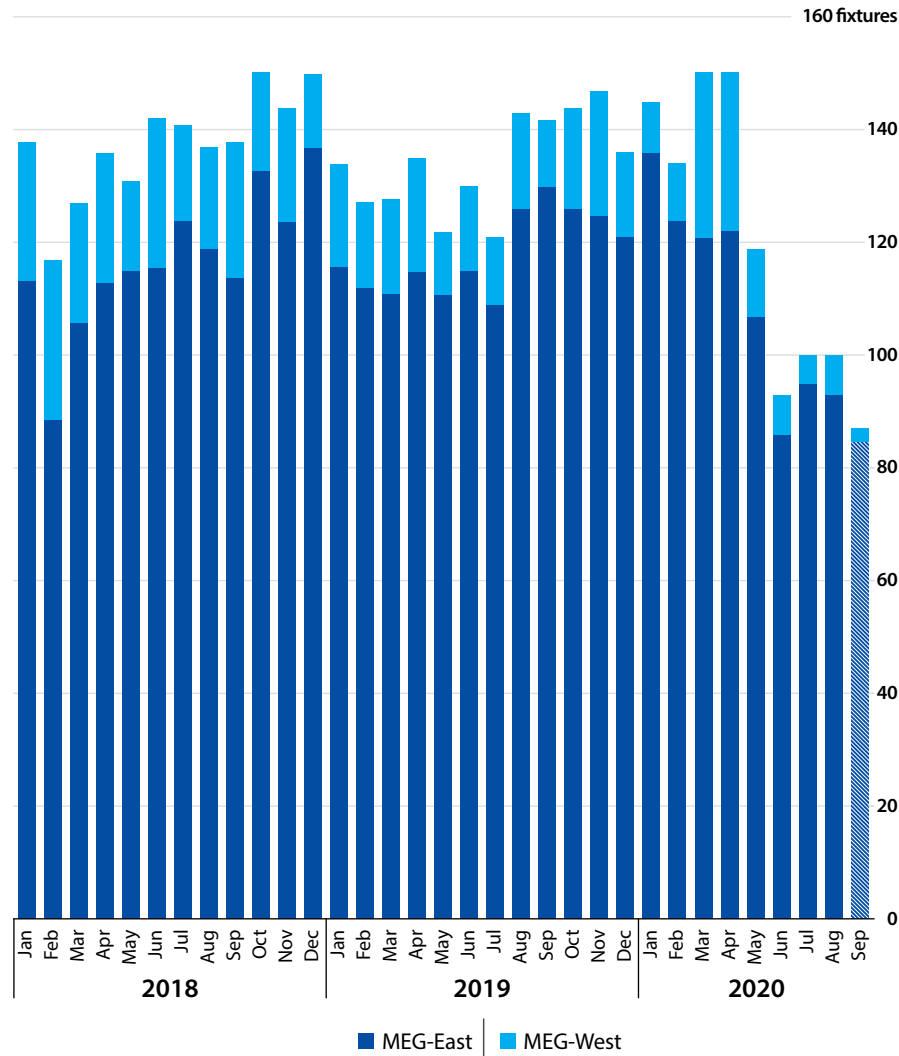
4) Fleetwide FY 2021 daily cash breakeven assuming LIBOR of 30 basis points and including anticipated first special survey capex for Suezmax vessel Milos.

VLCC market plagued by too few cargoes and too many ships

Strong OPEC compliance and ships returning from floating storage pressuring rates

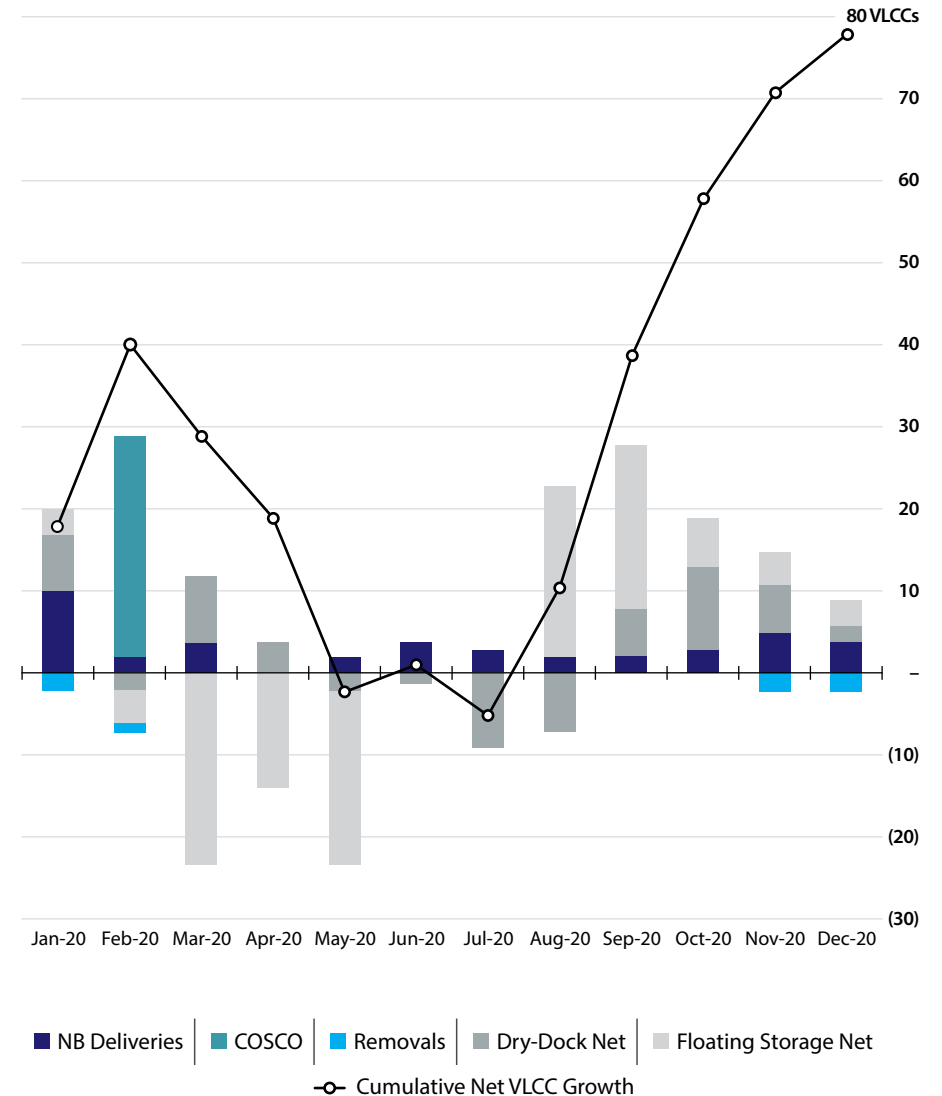
VLCC volumes down 21% in the past three months...

Middle East VLCC Loadings



...while VLCC availability has risen by net ~80 ships since June

VLCC Net Fleet Growth 2020



China has been the lone bright spot in the global oil market

Strong refinery runs and imports set to slow down
as refining margins remain low and onshore product stocks high

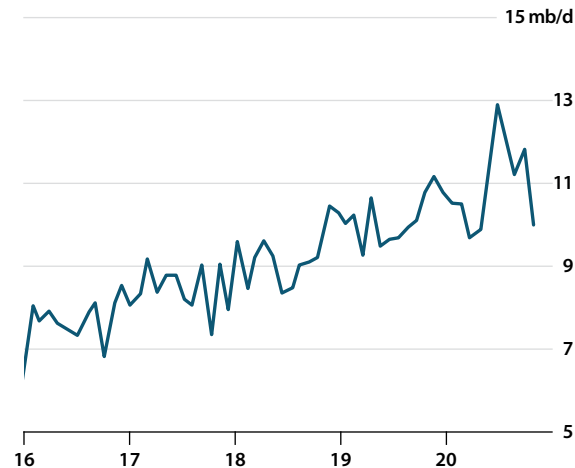
Chinese refinery runs have remained high...

Total Chinese refinery runs, mb/d



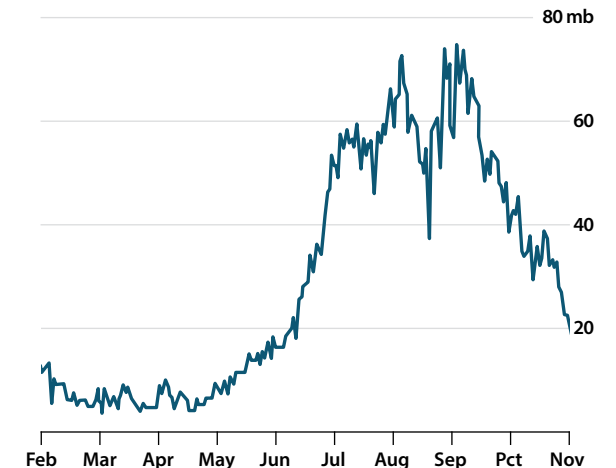
...supporting continued crude import strength...

Total Chinese crude imports, mb/d



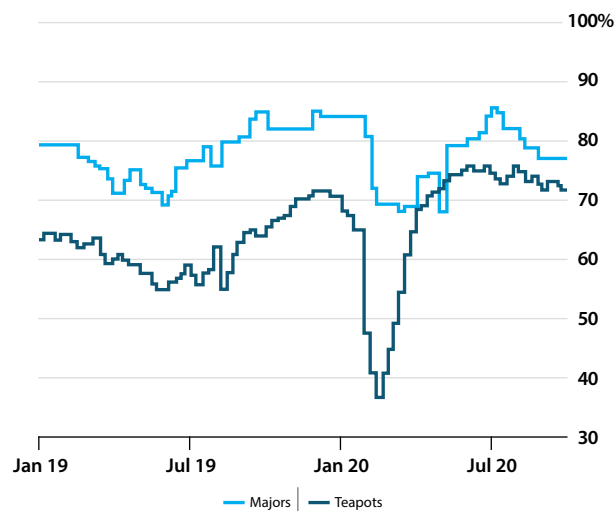
...and drawdown of floating storage

Chinese floating storage >15 days, mb



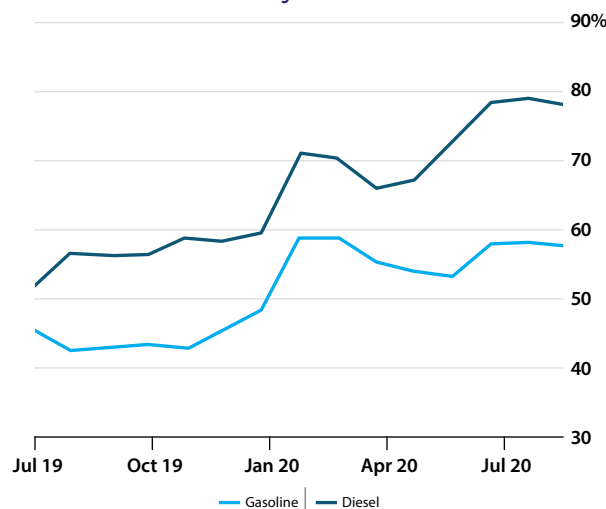
Utilisation rates have peaked in the near term...

CDU utilization rates, %



...as product inventories remain high...

Product inventory utilization rates, %



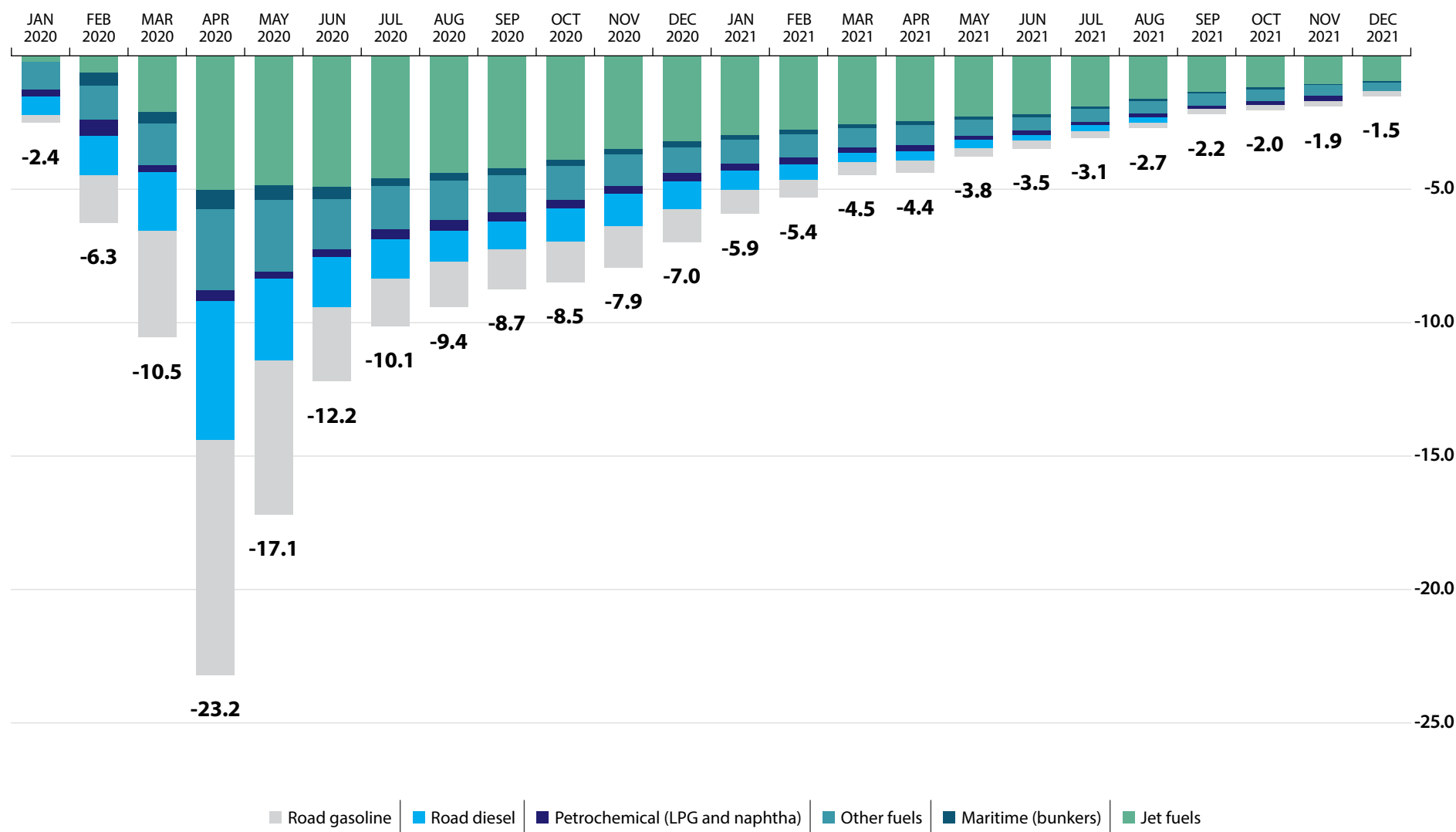
...and refining margins remain low

Teapot refining margins, yuan/t



Jet fuel demand recovery is key to rebalancing the oil market

YoY change in demand by oil product type, mb/d



Old, unlevered VLCCs burning \$3-\$9m of cash per year

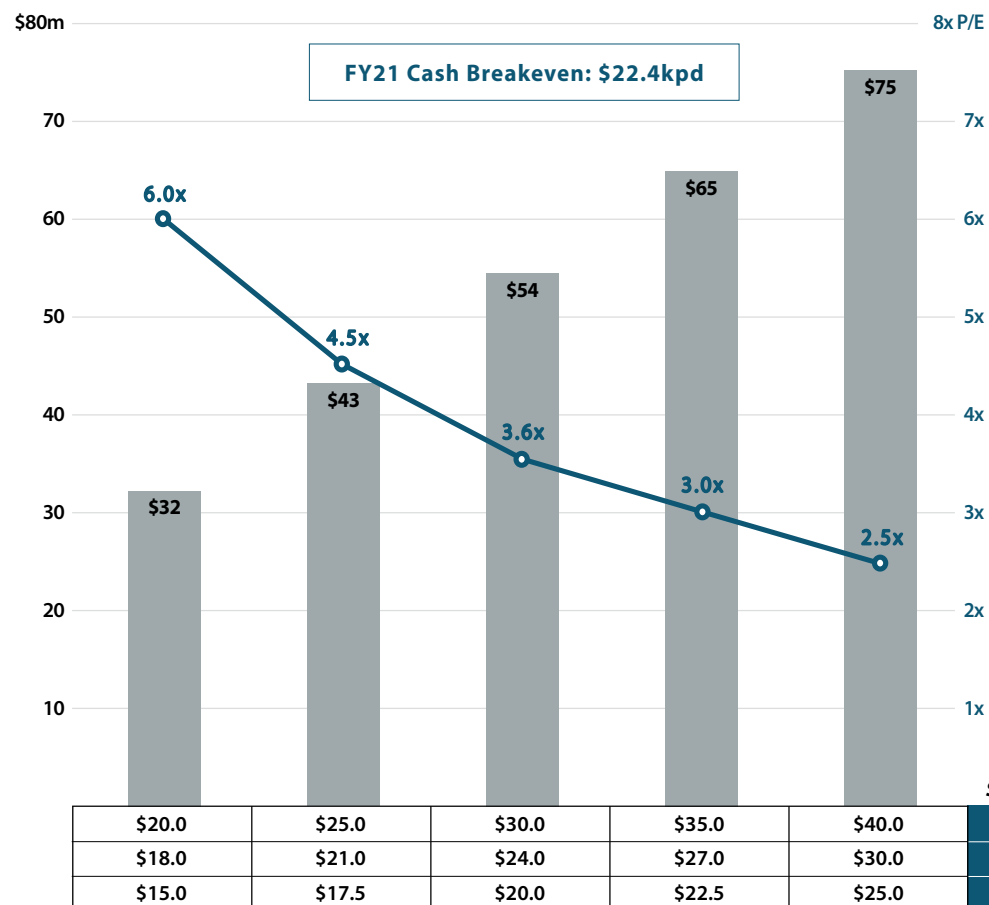
Cash breakeven for debt-free 15Y & 20Y old VLCC

	15Y Old VLCC	20Y Old VLCC	
Cash Costs	Cost Amortization Years	2.5	2.5
	Calendar Days	913	913
	Daily Opex	\$10,000	\$12,000
	Total Opex	\$9,125,000	\$10,950,000
	Special Survey Capex	\$1,500,000	\$2,500,000
	Ballast Water Treatment System Capex	\$1,000,000	\$1,000,000
	Total Cash Costs Over 2.5 Years	\$11,625,000	\$14,450,000
Revenue Days	Calendar Days	913	913
	Commercial Utilization	75%	60%
	Available Days	684	548
	Special Survey Off-Hire Days	45	50
	Total Revenue Days Over 2.5 Years	639	498
Cash B/E	Cash Costs	\$11,625,000	\$14,450,000
	Revenue Days	639	498
	Old VLCC Cash Breakeven	\$18,182	\$29,045
	Current Spot TCE	\$10,000	\$5,000
	Daily Cash Burn	(\$8,182)	(\$24,045)
	Annual Cash Burn	(\$2,986,364)	(\$8,776,508)

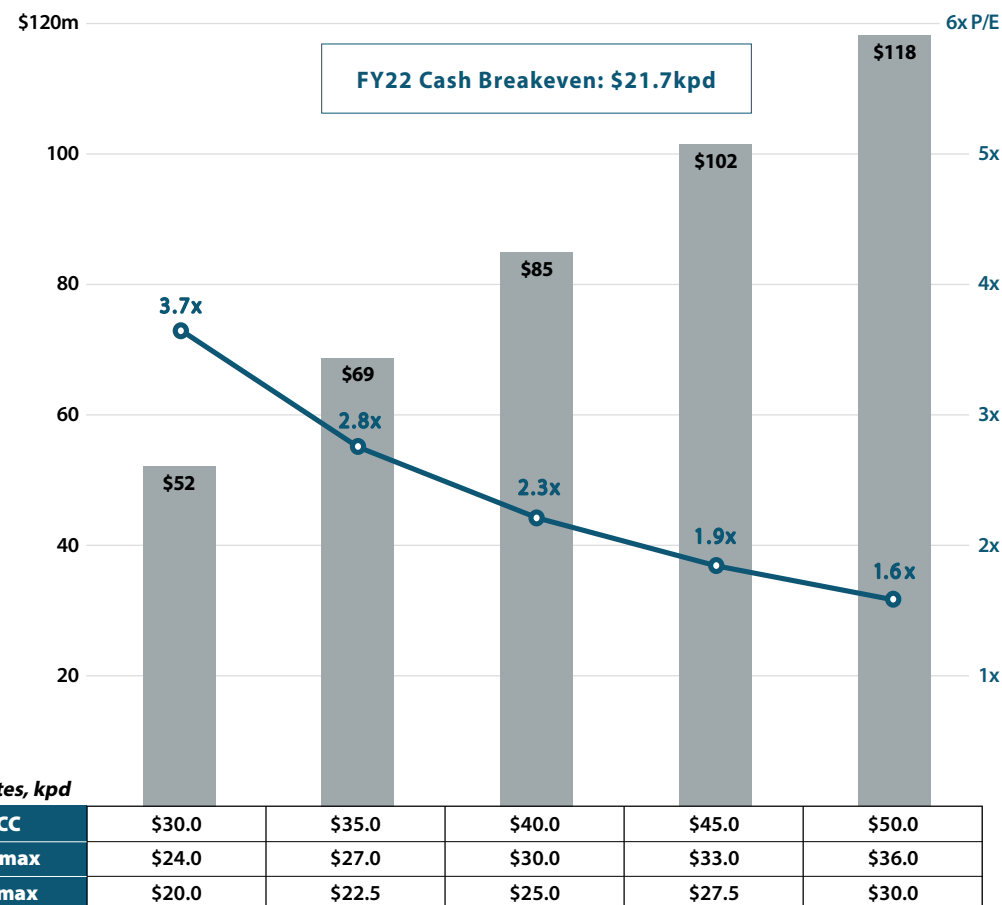
OET is profitable & cash generative in any rate environment

OET trades at ~6x FY 2021 P/E ratio assuming spot rates that would result in significant scrapping of older tonnage

Illustrative FY 2021 Earnings & P/E Ratio Sensitivity



Illustrative FY 2022 Earnings & P/E Ratio Sensitivity



NOTE: OET internal profit forecast. P/E ratio based on closing price as of 6 November 2020. Analysis assumes LIBOR of 30 basis points and a refinancing of the Aframax/LR2 fleet at L+2.5% upon expiry of current financing.

Summary & Outlook

- Track record of consecutive dividends intact; we are cash generative even in today's market due to our charter portfolio and eco, scrubber-fitted fleet.
- Our growth program has concluded and our sole focus turns to harvesting cash flows.
- Global oil market rebalancing is the key to a sustained tanker recovery, led by jet fuel demand and continued OPEC+ compliance.
- Transitory winter market bounce expected as OPEC+ tapers production cuts (?) and Chinese teapot refiners increase crude purchases for January arrival driven by reset of import quotas.
- Tankers face headwinds through H1 2021 as oil demand will remain subdued until release of vaccine/treatment therapy and as front-loaded NB schedule delivers.
- Challenging spot market economics, ~40% higher GHG emissions relative to eco tonnage, charterer preference for eco tonnage and looming environmental regulations should accelerate scrapping of older tonnage.
- OET is optimally positioned to capitalize on the eventual tanker market recovery at which point we will sell ships, all while paying a dividend.



Appendix



OKEANIS
ECO TANKERS

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 scrubber fitted • All vessels have BWTS installed •

No.	Type	Vessel	Yard	Country	Built	Age	DWT	Employment	Eco-Design?	Scrubber?	BWTS?
1	Aframax/LR2	Nissos Heraclea	HHI	Korea	2015-07	5	114,322	Spot	Yes	Yes	Yes
2		Nissos Therassia	HHI	Korea	2015-01	5	114,322	Spot	Yes	Yes	Yes
3		Nissos Schinoussa	HHI	Korea	2015-09	5	114,322	Spot	Yes	Yes	Yes
4	Suezmax	Milos	SSME	Korea	2016-10	4	157,537	Spot	Yes	Yes	Yes
5		Poliegos	SSME	Korea	2017-01	3	157,537	Spot	Yes	Yes	Yes
6		Kimolos	JMU	Japan	2018-05	2	159,159	Spot	Yes	Yes	Yes
7		Folegandros	JMU	Japan	2018-09	2	159,159	Spot	Yes	Yes	Yes
8		Nissos Sikinos	HSHI	Korea	2020-09	0	157,971	Time charter	Yes	Yes	Yes
9		Nissos Sifnos	HSHI	Korea	2020-09	0	157,971	Time charter	Yes	Yes	Yes
10	VLCC	Nissos Rhenia	HHI	Korea	2019-05	1	318,953	Time charter	Yes	Yes	Yes
11		Nissos Despotiko	HHI	Korea	2019-06	1	318,953	Time charter	Yes	Yes	Yes
12		Nissos Santorini	HHI	Korea	2019-07	1	318,953	Time charter	Yes	Yes	Yes
13		Nissos Antiparos	HHI	Korea	2019-07	1	318,953	Time charter	Yes	Yes	Yes
14		Nissos Donoussa	HHI	Korea	2019-08	1	318,953	Spot	Yes	Yes	Yes
15		Nissos Kythnos	HHI	Korea	2019-09	1	318,953	Time charter	Yes	Yes	Yes
16		Nissos Keros	HHI	Korea	2019-10	1	318,953	Time charter	Yes	Yes	Yes
17		Nissos Anafi	HHI	Korea	2020-01	0	318,953	Spot	Yes	Yes	Yes

OET Emissions Reporting

- OET committed to transparent reporting and reduction of carbon emissions •
- OET adheres to the ABS Monitoring Reporting and Verification Regulation (MRV) framework •

Reporting Measure	Calculation	VLCC	Suezmax	Aframax/LR2	OET Fleet
Number of vessels for which we have emissions data		8	4	3	15
Fleet average age at end of reporting period		1.2 yr	3.1 yrs	5.4 yrs	3.5 yrs
Percentage of vessels equipped with scrubbers at end of reporting period		100%	100%	67%	93%
<i>CO₂ emissions generated from vessels (metric tons)</i>					
Laden Condition		122,400	50,900	17,200	190,500
All Conditions		259,100	80,800	25,400	365,300
<i>Fleet Annual Efficiency Ratio (AER)¹</i>					
CO ₂ emissions - all conditions (from above)	A	259,100	80,800	25,400	365,300
Design deadweight tonnage (DWT)	B	319,000	158,400	114,300	235,200
Total distance travelled (nautical miles)	C	460,200	195,600	72,900	728,700
Fleet AER for the period	A / (B * C)	1.8 g/ton-mile	2.6 g/ton-mile	3.0 g/ton-mile	2.2 g/ton-mile
<i>Fleet Energy Efficiency Operational Indicator (EEOI)²</i>					
CO ₂ emissions - all conditions (from above)	A	259,100	80,800	25,400	365,300
Weighted avg. cargo transported for the period (metric tons)	D	255,500	133,900	87,200	476,600
Laden distance travelled (nautical miles)	E	240,700	112,300	44,400	397,400
Fleet EEOI for the period	A / (D * E)	4.2 g/cargo ton-mile	5.4 g/cargo ton-mile	6.6 g/cargo ton-mile	5.0 g/cargo ton-mile

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.1/Circ684. Reporting period is January 1, 2020 through November 1, 2020.



OKEANIS
ECO TANKERS

CONTACT

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