Fourth Quarter 2013 Results

Oslo – 13 February 2014

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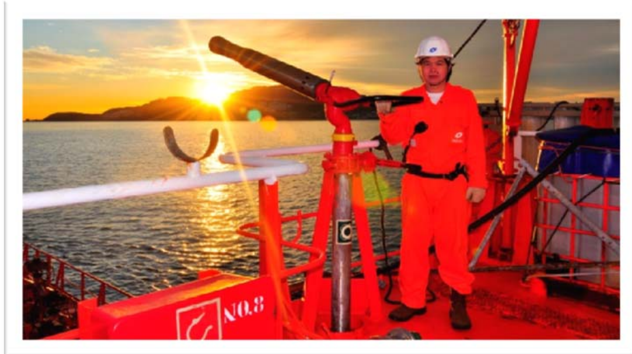
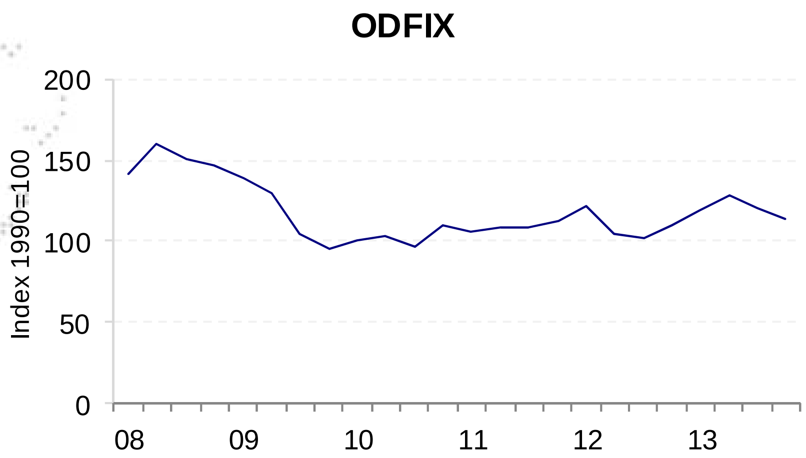
Agenda

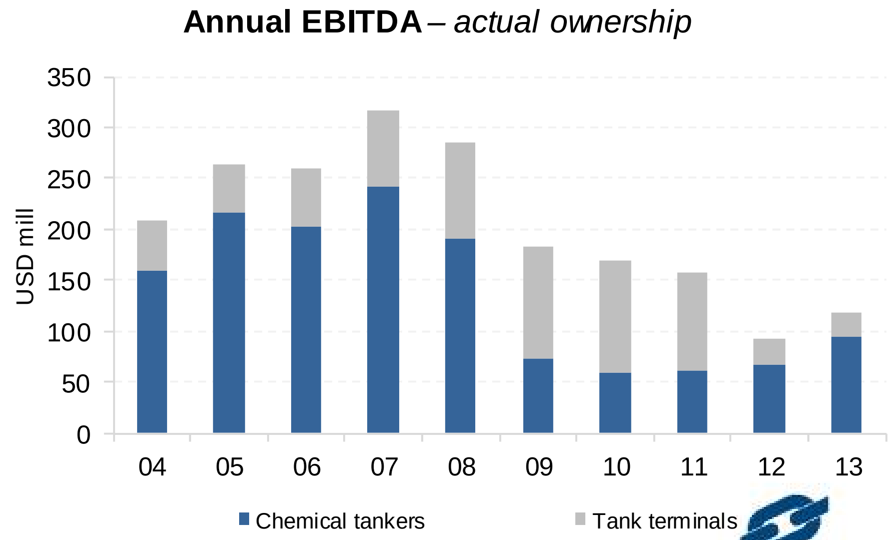
- Highlights
- Financials
- Operational review
- Market update and prospects
- Q&A session



Highlights

- Time-charter results down 5% compared with last quarter
- EBITDA of USD 18 million
- Impairment of net USD 76 million recognised related to OTR
- The terminal construction project in Charleston completed in December





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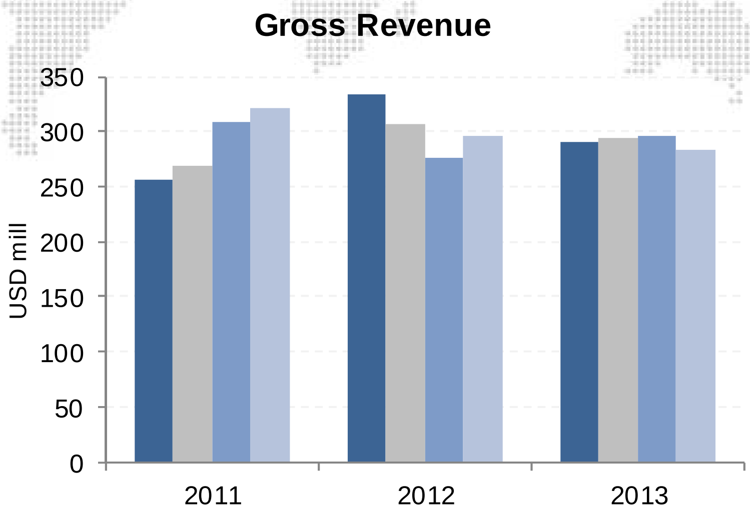
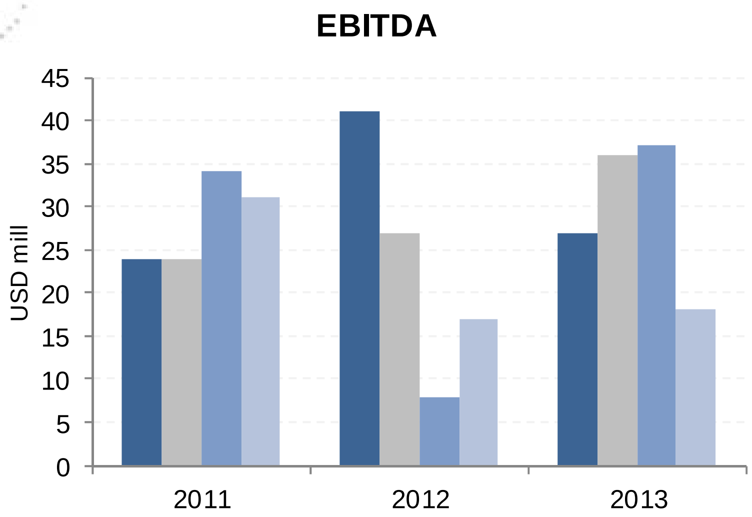
Income statement *- Fourth quarter 2013*

USD mill	4Q13	3Q13
Gross revenue	284	296
Voyage expenses	(127)	(127)
TC expenses	(45)	(37)
Operating expenses	(63)	(68)
General and administrative expenses	(32)	(28)
Operating result before depr. (EBITDA)	18	37
Depreciation	(31)	(33)
Impairment	(81)	-
Capital gain/loss on fixed assets	(5)	19
Operating result (EBIT)	(99)	23
Net finance	(11)	(13)
Taxes	9	(0)
Net result	(102)	9

Quarterly figures - *from continued operation*

USD mill





- EBITDA 4Q lower due to softer volumes at year end
- Reduced ownership share in tank terminal division in 4Q following the LG transaction in 3Q

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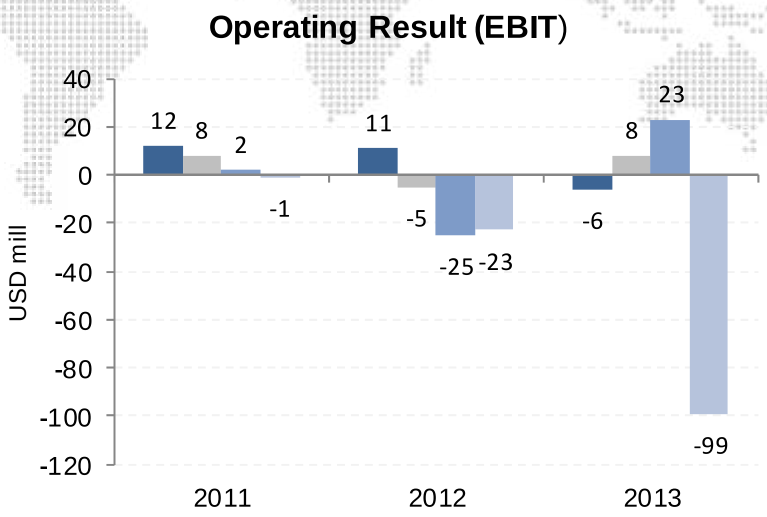
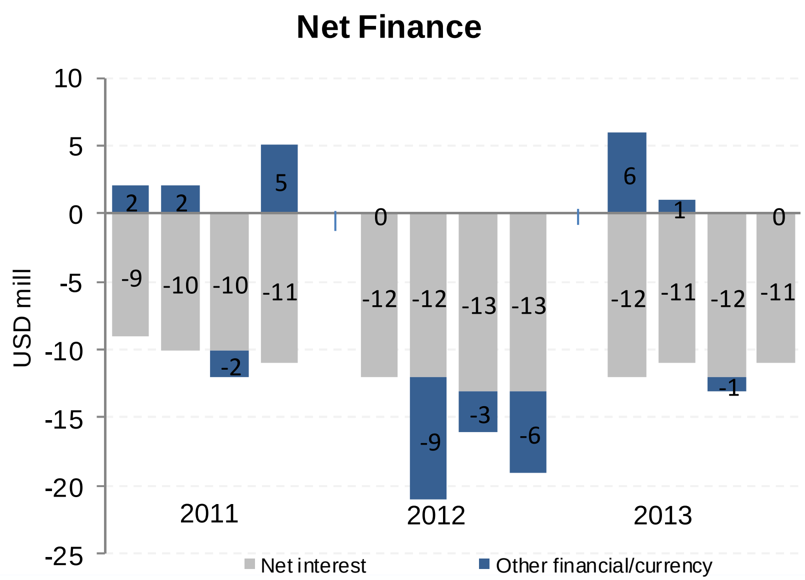
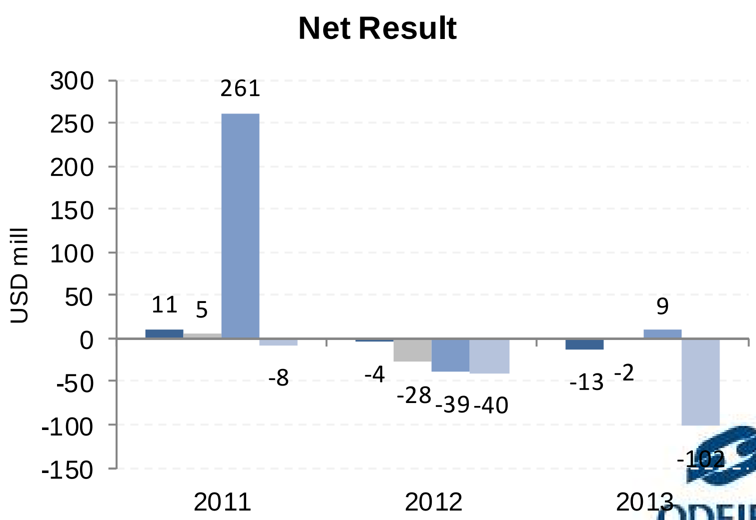
Quarterly figures - *from continued operation*

USD mill



- Impairment of gross USD 81 million at OTR, positive tax effect of USD 5 million
- Capital loss of USD 4.7 million related sale of vessels
- Capital gain of USD 19 million following the completion of the LG transaction in third quarter





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Balance sheet – *31.12.2013*

USD mill - Assets	
Ships and newbuilding contracts	1 325
Tank terminals and intangible assets	536
Other non-current assets/receivables	141
Total non-current assets	2 002
Available-for-sale investments and cash	162
Other current assets	196
Total current assets	357
Total assets	2 360

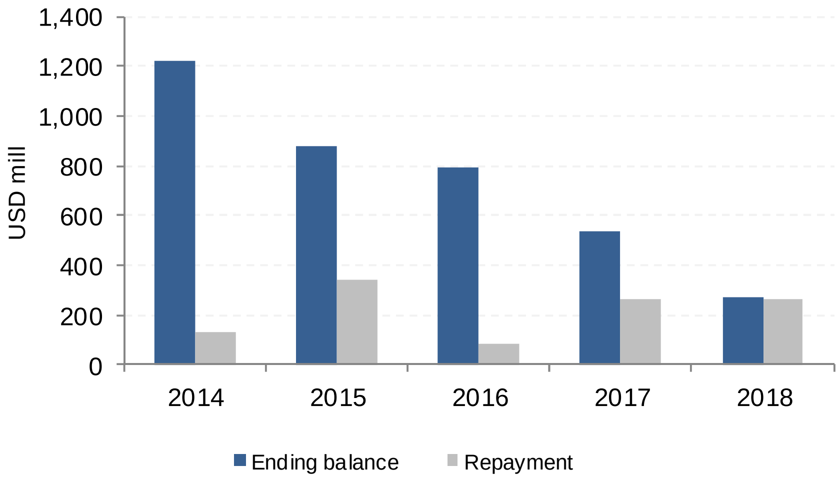
Equity and liabilities	
Total equity	759
Non-current liabilities and derivatives	82
Non-current interest bearing debt	1 216
Total non-current liabilities	1 298
Current portion of interest bearing debt	134
Other current liabilities and derivatives	168
Total current liabilities	302
Total equity and liabilities	2 360

- Cash balance of USD 162 million
- Maturity bond in December USD 62.5 million
- 9.8% of own shares held as treasury shares
- Equity ratio 32.2%

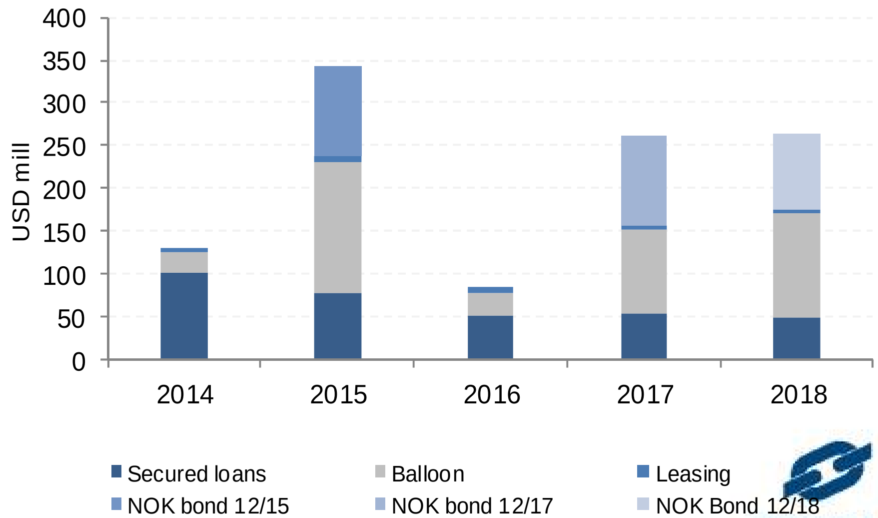
Debt development

- Secured long-term sale/leaseback financing for two of the Korean newbuildings
- Secured export credit financing of the two remaining vessels
- Exploring various financial arrangements for our gas newbuildings
- Evaluating refinancing of maturing vessel mortgage loans

Debt Portfolio



Planned Debt Repayments



Capital expenditure programme – *Odfjell's share*

In USD mill	**2014**	**2015**	**2016**	**2017**	**2018**
Hyundai Mipo, 4 x 46,000 DWT	55				
Sinopacific, 4 x 17,000 cbm	18	81	63		
Docking	24	24	24	24	24
Terminals[1)]	99	52	16	6	4
Total	196	157	103	30	28

[1)] Planned not commited

From the naming ceremony of Bow Trajectory and Bow Tribute in Korea

Income statement *– 4Q13 chemical tankers and LPG/Ethylene*

USD mill	4Q13	3Q13
Gross revenue	260	264
Voyage expenses	(127)	(127)
TC expenses	(45)	(37)
Operating expenses	(46)	(47)
General and administrative expenses	(24)	(23)
Operating result before depr. (EBITDA)	18	29
Depreciation	(21)	(24)
Capital gain/loss on fixed assets	(5)	0
Operating result (EBIT)	(8)	5

Income statement – *4Q13 tank terminals*

USD mill	4Q13	3Q13
Gross revenue	25	33
Operating expenses	(17)	(21)
General and administrative expenses	(9)	(6)
Operating result before depr. (EBITDA)	(0)	7
Depreciation	(10)	(9)
Impairment	(81)	-
Capital gain/(loss)	0	19
Operating result (EBIT)	(91)	17

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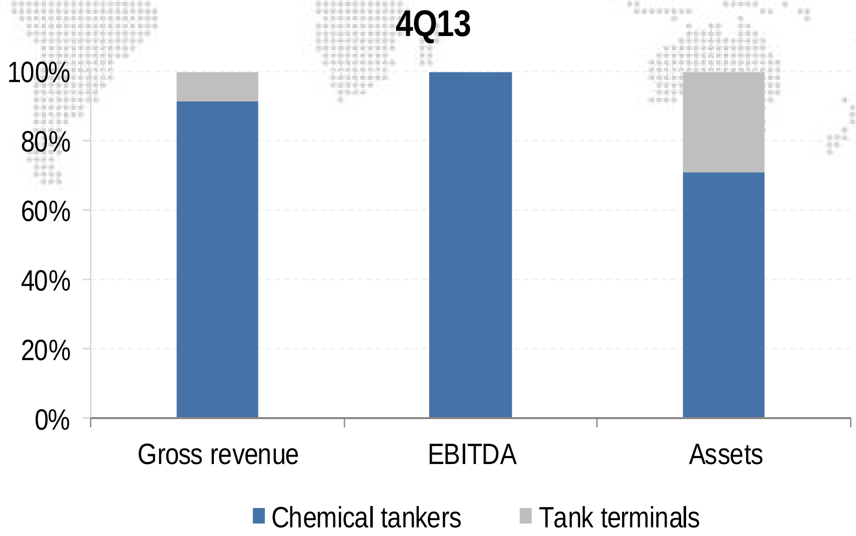
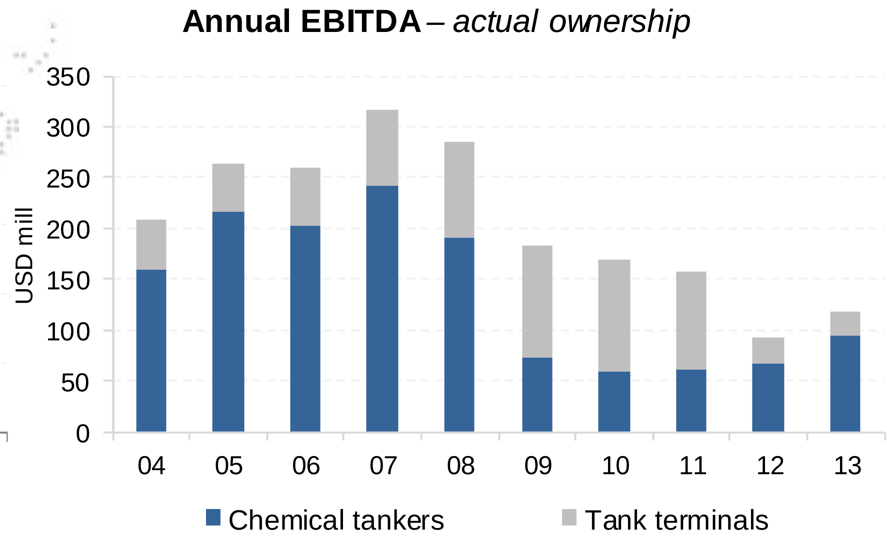
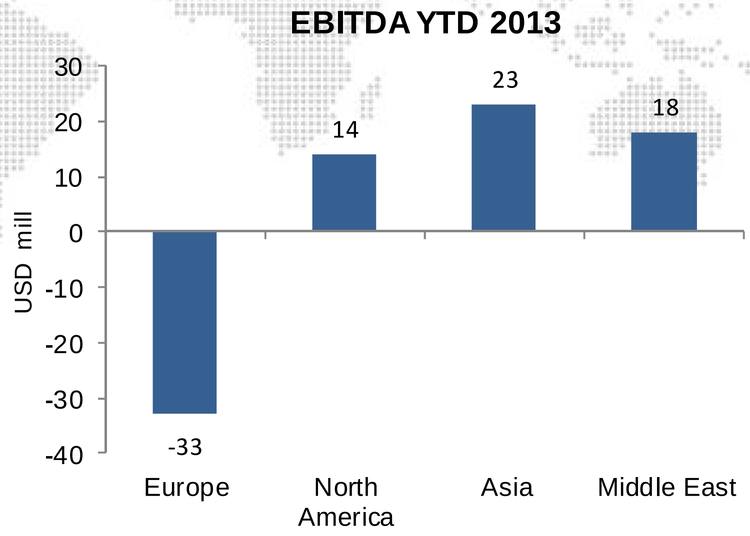
Results per segment





USD mill	4Q13 Chemical tankers/LPG	4Q13 Tank terminals	3Q13 Chemical tankers/LPG	3Q13 Tank terminals
Gross revenue	260	25	264	33
EBITDA	18	(0)	29	7
EBIT	(8)	(91)	5	17

Tank terminals EBITDA *– by geographical segment*

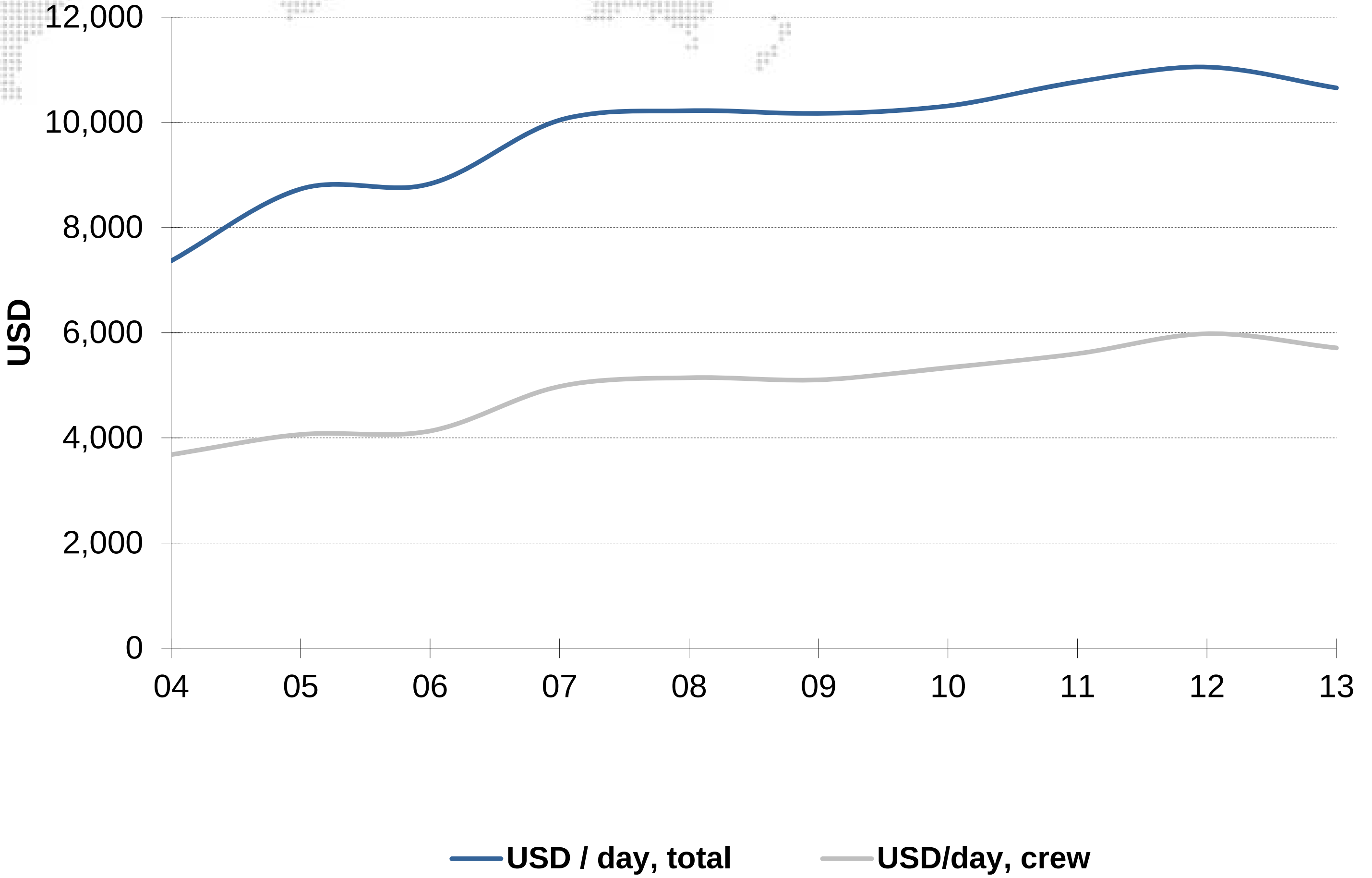


- Negative EBITDA 4Q of USD 9.1 million at OTR
    - USD 2 million in non-recurring items
- Mostly stable on all other terminals

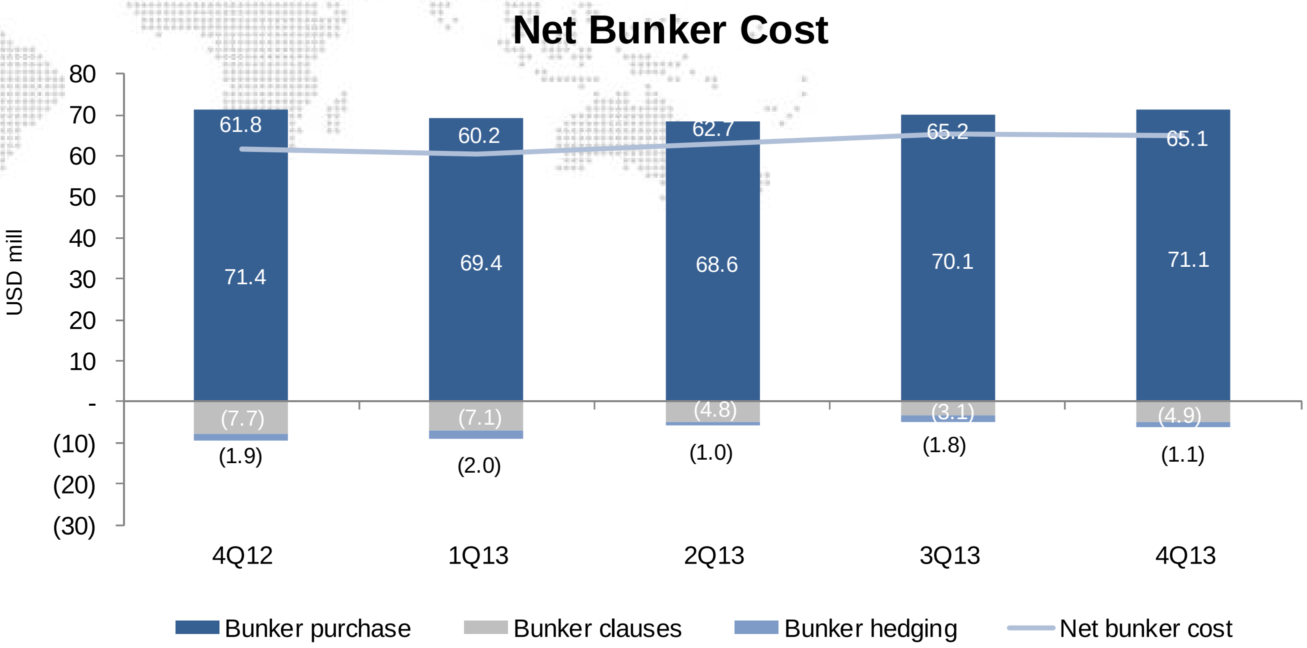
EBITDA Tank Terminals by geographical segment*	4Q13	3Q13
Europe	(8)	(8)
North America	3	4
Asia	3	7
Middle East	2	4
Total EBITDA	0	7

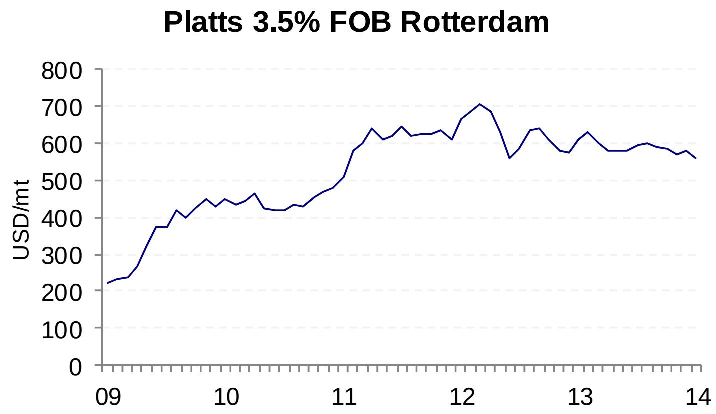
* Revenue and profit from the terminals included in the Lindsay Goldberg transaction in 2013 are recognized according to the new ownership percentages from 1 September.

Vessel operating expenses *- large chemical tankers*



Bunker development





- Net bunker cost per tonne in 4Q was USD 553
- About 20% of the 2014 exposure is hedged
- Bunker clauses in CoAs cover about 53% of the exposure

Fleet development - *last 12 months*

Fleet additions		DWT	Built	Tanks	Transaction
January 2014	Celsius Mumbai	19 993	2005	Stainless	1.5 years TC
December 2013	RT Star	26 199	2011	Stainless	3 years TC
December 2013	Celsius Miami	19 991	2005	Stainless	1.5 years TC
November 2013	Celsius Manhatten	19 807	2006	Stainless	1.5 years TC
November 2013	Bow Condor	16 121	2000	Stainless	Purchase J/V
October 2013	Bow Eagle	24 700	1988	Stainless	1 year TC
August 2013	Southern Koala	21 290	2010	Stainless	2 years TC
August 2013	Golden Top	12 705	2004	Stainless	2.5 years TC
July 2013	Celsius Mayfair	20 000	2007	Stainless	2 year TC
June 2013	Bow Pioneer	75 000	2013	Coated	New delivery
May 2013	Bow Engineer	30 086	2006	Stainless	Purchase
March 2013	UACC Messila	45 352	2012	Coated	1 year TC
March 2013	Bow Nangang	9 000	2013	Stainless	New delivery
March 2013	Chembulk Sydney	14 271	2005	Stainless	1-2 years TC
January 2013	Chembulk Wellington	14 312	2004	Stainless	1-2 years TC

Fleet development *– last 12 months*

Fleet disposals, owned		DWT	Built	Tanks	Transaction
December 2013	Bow Mate	6 001	1999	Stainless	Sale
October 2013	Bow Eagle	24 700	1988	Stainless	Sale
May 2013	Bow Cheetah	40 257	1988	Coated	Recycling
January 2013	Bow Leopard	39 512	1988	Coated	Recycling

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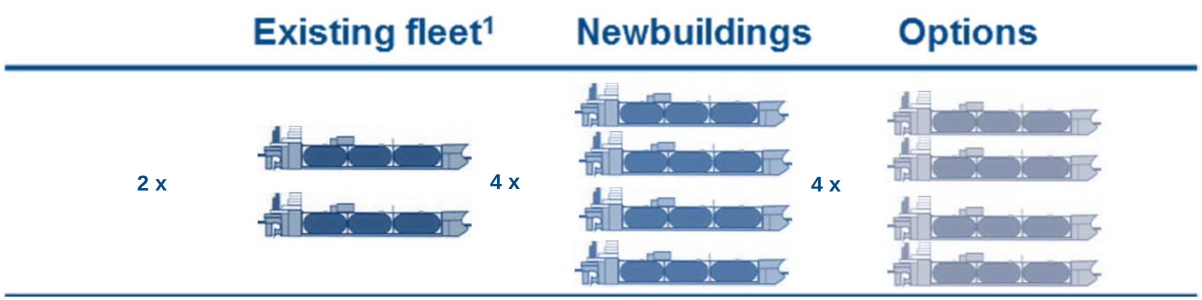
Odfjell Gas Carriers *- at a glance*

- Established June 2012 with the acquisition of two gas carriers
- Wholly owned subsidiary of Odfjell SE with in-house commercial and technical management
- Focus on ethylene capable semi-refrigerated LPG carriers
- Newbuilding programme of four 17,000 cbm LPG/Ethylene carriers for delivery in 2015 - 2016
- Options for four additional gas carriers of 17,000 or 22,000 cbm for delivery in 2016-2017

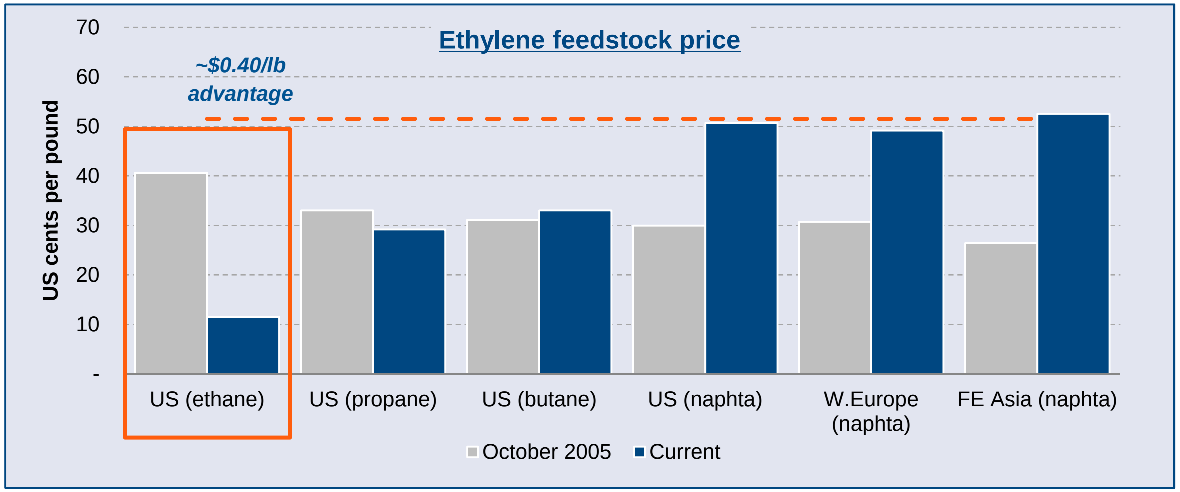
The Odfjell LPG/Ethylene carrier fleet



Odfjell Gas Carriers *- financing*

- We are assessing various sources of finance for the order of four 17,000 cbm LGP/Ethylene vessels (with up to four options)
- We are also evaluating potential sources of financing to fund further growth of our LPG/Ethylene activities, including partnerships with industrial or financial stakeholders

Large cost benefits for US petrochemicals producers

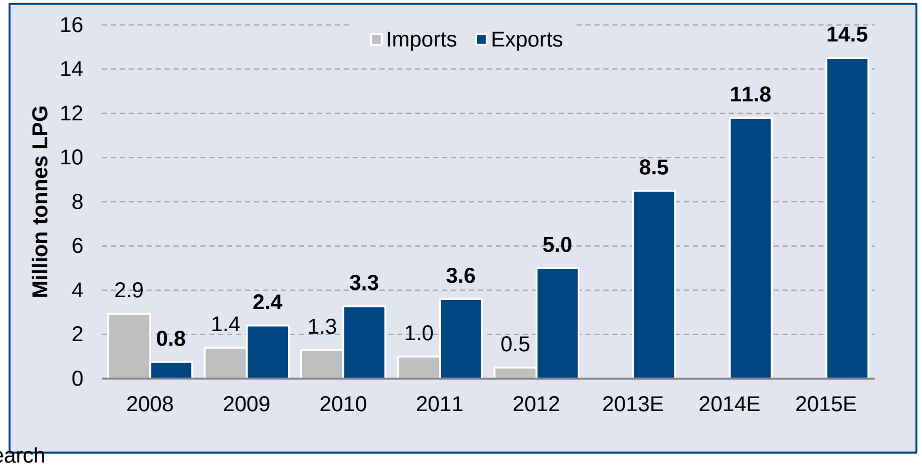


Source: Bloomberg, SEB Research, Enterprise Products Partners

Odfjell Gas Carriers *- timing and future*

- Well positioned to benefit from growing long haul trade
- Odfjell's strong brand name and global network of marketing and operating offices provide a robust competitive edge
- Robust long-term market fundamentals driven by the US shale gas revolution
- Contracting tonnage at attractive prices at the bottom of the cycle
- Petrochemical demand strongly linked to GDP growth, expected to pick up in 2014 and gain momentum through 2016
- Aim to pursue a well-balanced portfolio of spot, TC and contract business

US LPG imports / exports



Source: Poten & Partners, EIA, SEB Research

Terminal projects and expansions

- Construction project at Charleston completed in December 2013 – 80,000 cbm available for service
- Terminal project in Tianjin in progress and planned completed by 4Q 2014
- Expansion project adding 30,000 cbm at the terminal in Houston expected completed by end of 2Q 2014

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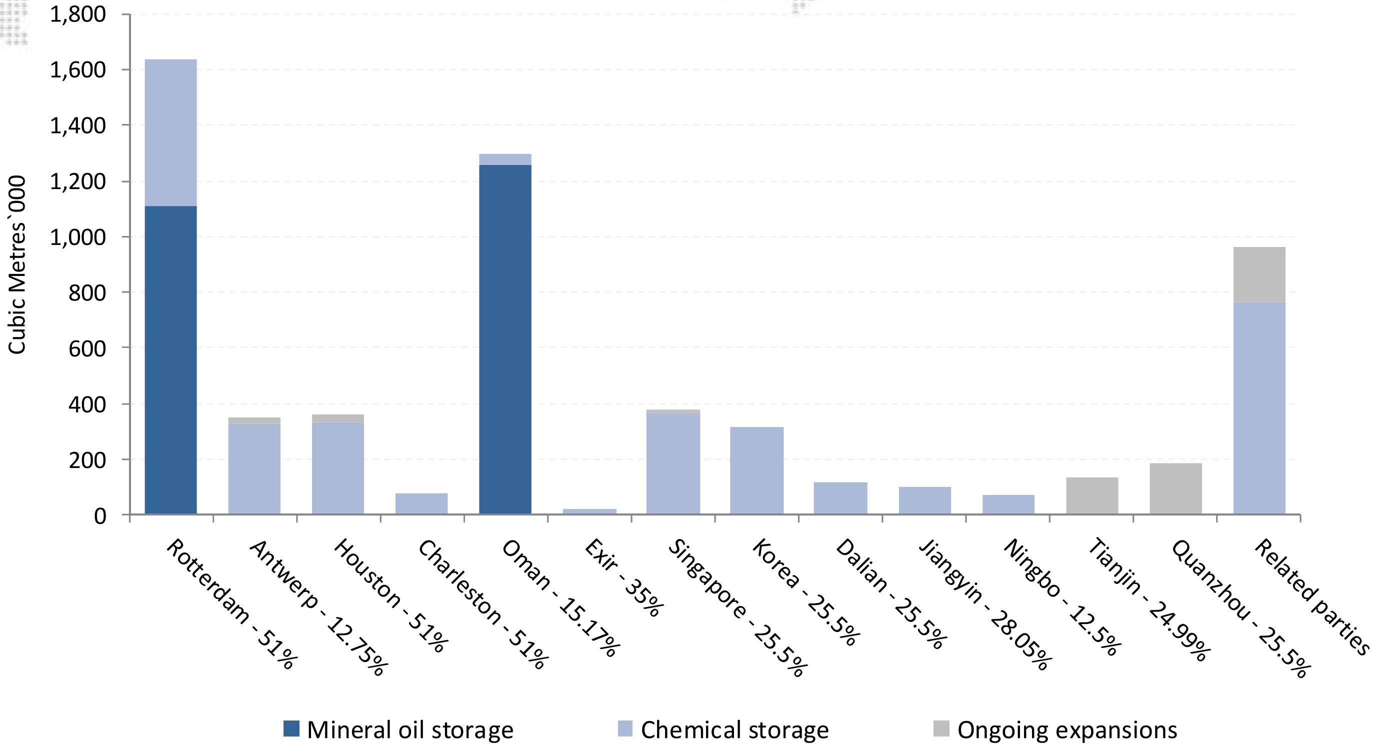
Tank terminal capacity

Total capacity in CBM (incl. related parties):

Current capacity	5,423,602
Ongoing expansions	584,350



* Odfjell's ownership share in the respective tank terminals is shown in percentage

OTR update

- Renewal of environmental operating permit started, will cover new regulatory requirements for the industry
- Inspections and the need for efficient implementation of improvements have made it necessary to slow down the pace at which capacity is brought back on stream
- 730,000 cbm available capacity as per end December 2013
- Substantial efforts under way to improve the profitability by bringing back further tank capacity in service and by adjusting the cost structure
- Continued development of long-term business plan
- Impairment of net USD 76 million recognised in fourth quarter

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Market update – *chemical tankers*

- Time charter results down 5% compared with previous quarter due to lower volumes shipped
- Activity slowed during fourth quarter, December in particular
- Volume and rates out of US and Europe remained strong
- Decline in exports out of Asia and the Middle East put increased pressure on rates
- Most CoA renewals at higher rates

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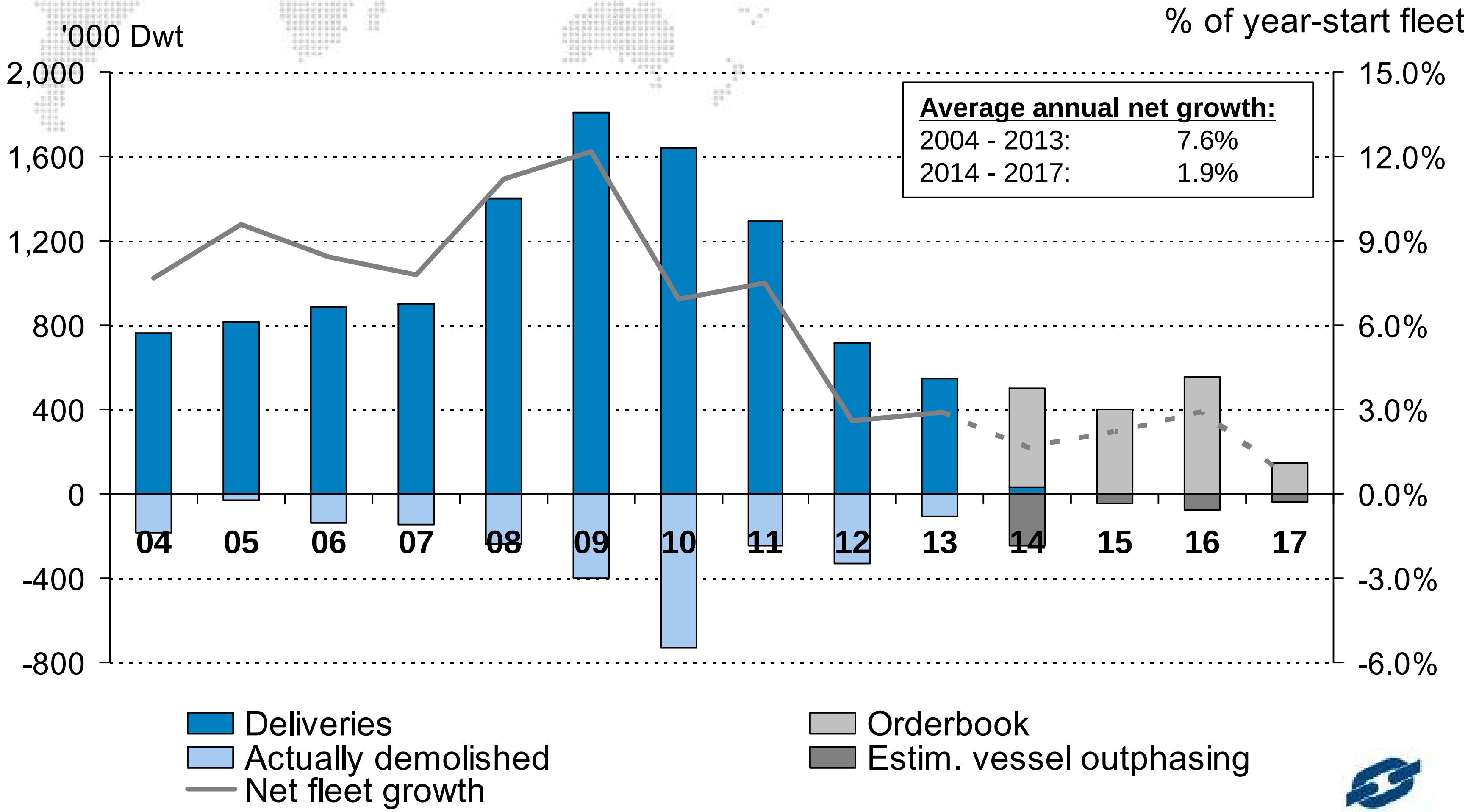
Core Chemical Deep-sea Fleet 2004 - 2017

Orderbook and estimated recycling per February 11th, 2014



Source: Odfjell FLEETBASE

* Outphasing 30 years (Europe built) and 25 years (Asian built)

Prospects

- Strongest GDP growth in the US for the last three years
- Continued gradual improvement of the European economy
- Still healthy economic growth in China
- The fundamentals within the LPG/Ethylene segment continue to improve
- First quarter expected to be similar or slightly better than fourth quarter for both the chemical tanker and LPG/Ethylene segments
- For our tank terminals, with the exception of OTR, we expect continued stable results

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Thank you

For more information please visit our webpage at www.odfjell.com

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