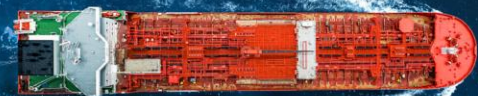




ODFJELL



Third quarter 2023 presentation

Presentation by CEO Harald Fotland & CFO Terje Iversen | November 2, 2023



Agenda

01

Highlights

02

Financials

03

Operational review

04

Market update and prospects

Highlights 3Q23

3Q23 was another strong quarter

- The time charter earnings in Odfjell Tankers ended at USD 184 mill, compared to USD 185 mill in 2Q23.
- EBIT of USD 76 mill compared to USD 79 mill in 2Q23.
- Solid net result of USD 52 mill. Net result adjusted for one-off items was USD 49.4 mill compared to USD 53 mill in 2Q23.
- Rates on renewed COAs during the quarter were up 18% on average, covering 7% of estimated annual contract volume.
- Net result contribution from Odfjell Terminals stable at USD 2.1 mill compared to USD 2.3 mill in 2Q23.
- Our carbon intensity (AER) for 3Q23 came in at 7.2. Seasonal changes due to weather and trading patterns will affect our emissions, and 3Q23 was as expected slightly higher than the record low 7.0 recorded in 2Q23.
- On September 19th, we fully redeemed a USD 113 million bond.

KEY FIGURES, USD MILLION

USD million, unaudited	4Q22	1Q23	2Q23	3Q23	3Q22	YTD23
Timecharter earnings	186.5	180.5	185.1	183.9	171.3	549.5
Total opex, TC, G&A	(73.8)	(72.4)	(69.6)	(71.8)	(67.2)	(213.8)
Net result from JV's	0.2	2.0	2.3	2.1	7.6	6.4
EBITDA	112.8	110.1	117.9	114.2	111.6	342.2
EBIT	73.4	68.3	78.5	76.1	71.1	222.9
Net financial items	(22.0)	(20.4)	(22.8)	(23.3)	(20.4)	(66.5)
Net result	50.4	46.7	52.6	51.9	50.2	151.2
EPS*	0.64	0.59	0.67	0.66	0.64	1.91
ROE**	30.2%	26.6%	29.3%	27.0%	33.5%	27.8%
ROCE**	16.4%	15.1%	17.3%	16.8%	14.7%	16.7%

* Based on 79.0 million outstanding shares

** Ratios are annualized

***“Odfjell delivered yet another strong quarter in line with what we achieved in 2Q23. This came at the back of the traditionally slower summer months.*”**

Fourth quarter is historically a seasonally strong quarter, and we expect activity levels and freight rates to remain at healthy levels for the rest of the year. As we have more vessels than usual planned for dry docking in 4Q23, we will have slightly fewer commercial days. In sum, we expect our earnings to remain stable in 4Q23.”

Harald Fotland, CEO Odfjell SE



Agenda

01

Highlights

02

Financials

03

Operational review

04

Market update and prospects

Income statement – Odfjell Group

KEY QUARTERLY DEVIATIONS:

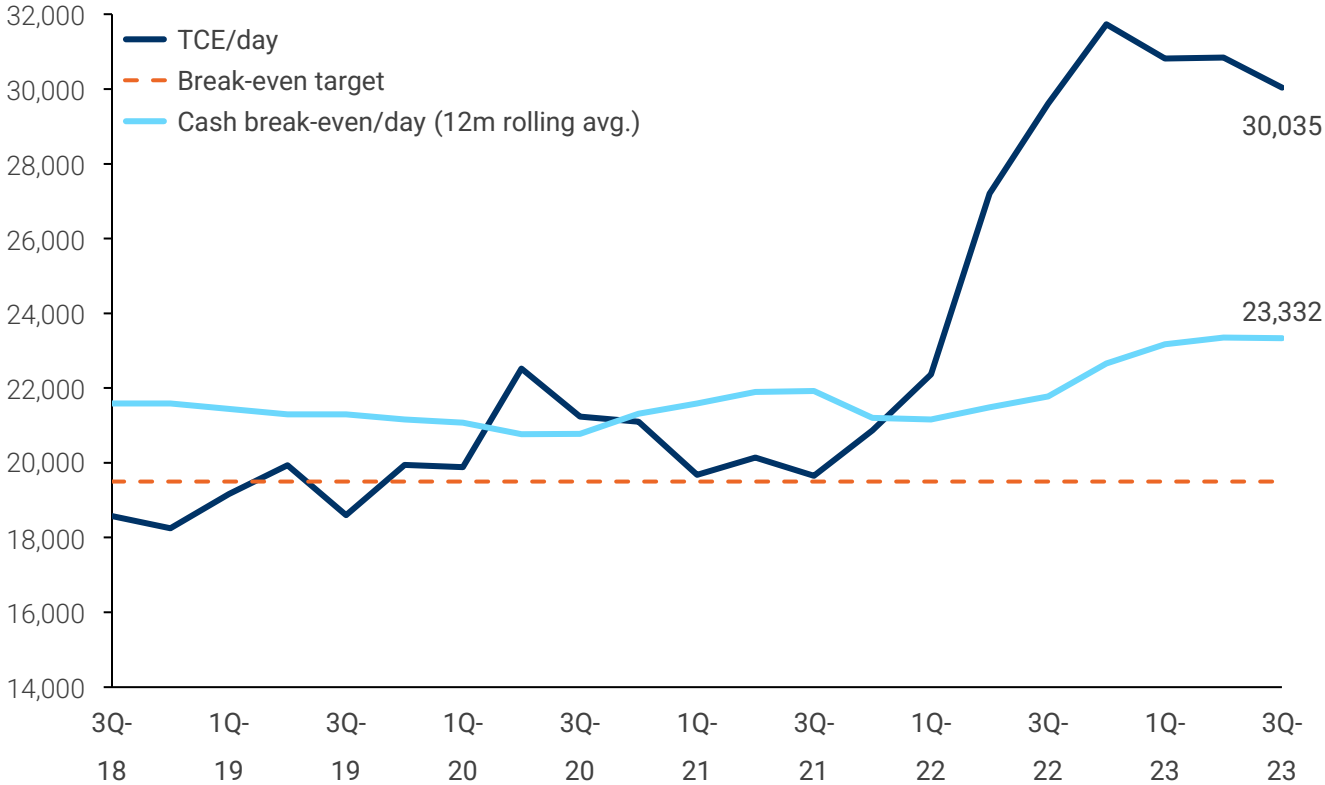
- A. TCE of USD 184 mill, in line with USD 185 mill achieved in 2Q23
- The effect of lower spot rates was countered by more revenue days for the fleet and slightly higher COA volumes.
 - The increase in revenue days was due to less off-hire and one more calendar day in the quarter.
- B. Slightly lower operating expenses with lower crew expenses due to two vessels leaving the fleet during last two quarters. G&A higher q-o-q due to seasonal effects last quarter.
- C. Contribution from Odfjell Terminals of USD 2.1 mill
- Stable development from last quarter.
- D. EBIT of USD 76 mill compared to USD 79 mill in 2Q23
- E. Increase in net interest expenses primarily due to fees associated with early cancellation of lease for the two vessels that were delivered during the quarter.
- F. Net result of USD 52 mill compared to USD 53 mill in 2Q23
- Adjusted net result of USD 49 mill versus USD 53 mill in 2Q23

USD MILLION	1Q23	2Q23	3Q23
Net Timecharter Earnings (TCE)	180.5	185.1	183.9
TC expenses	(4.3)	(4.9)	(6.8)
Operating expenses	(49.5)	(49.3)	(48.0)
Share of net result from associates and JV	2.0	2.3	2.1
General and administrative expenses	(18.6)	(15.4)	(17.0)
EBITDA	110.1	117.9	114.2
Depreciation	(41.7)	(39.3)	(39.4)
Capital gain (loss)	-	(0.1)	1.3
EBIT	68.3	78.5	76.1
Net interest expenses	(21.6)	(22.9)	(24.8)
Other financial items	1.2	0.2	1.5
Taxes	(1.2)	(3.2)	(0.9)
Net results	46.7	52.6	51.9
EPS	0.59	0.67	0.66
Commercial revenue days (exc. external pool vsls)	5,856	6,001	6,123
Off-hire days	198	209	164

TCE per day declined slightly, while cash break-even improved during the quarter



ODFJELL TANKERS BREAK-EVEN PER DAY VS TCE PER DAY (USD)



- Our TCE/day was slightly down at USD 30,035 in 3Q23 compared to USD 30,842 in 2Q23
- This was well above cash break-even in 3Q23 at USD 22,807 per day, which was lower than 2Q23, bringing the 12-month rolling average to USD 23,332
- We expect cash break-even to remain around current level for the remainder of 2023

Balance sheet per September 30, 2023 – Odfjell Group

- A. Cash and cash equivalent decreased with USD 57 mill due to dividend payment of USD 49 mill and USD 113 mill repayment of bond. Cash including undrawn loan facilities amounts to USD 99 mill
- B. Assets classified as held for sale reduced by USD 31.5 mill as Bow Pioneer was delivered to its new owners
- C. IFRS 16 adjusted equity ratio was 44% as of 3Q23
- D. USD 113 mill bond repaid in September.

ASSETS, USD MILL	1Q23	2Q23	3Q23
Ships and newbuilding contracts	1,308.9	1,263.1	1,248.7
Right of use assets	263.3	269.4	258.6
Investment in associates and JVs	168.1	166.3	166.0
Other non-current assets/receivables	22.9	25.9	25.9
Total non-current assets	1,763.2	1,724.6	1,699.3
Cash and cash equivalent	86.2	131.2	74.3
Other current assets	194.4	198.8	198.7
Total current assets	280.6	330.1	273.0
Total assets	2,043.8	2,054.7	1,972.3

EQUITY AND LIABILITIES, USD MILL	1Q23	2Q23	3Q23
Total equity	688.6	743.0	754.4
Non-current liabilities and derivatives	25.4	25.2	22.2
Non-current interest-bearing debt	724.4	704.4	666.5
Non-current debt, right of use assets	172.6	178.5	167.9
Total non-current liabilities	922.4	908.1	856.6
Current portion of interest-bearing debt	215.7	184.1	163.2
Current debt, right of use assets	101.4	101.7	102.0
Other current liabilities and derivatives	115.8	117.7	105.0
Total current liabilities	432.9	403.5	370.3
Total equity and liabilities	2,043.8	2,054.7	1,972.3

Cash Flow statement – Odfjell Group

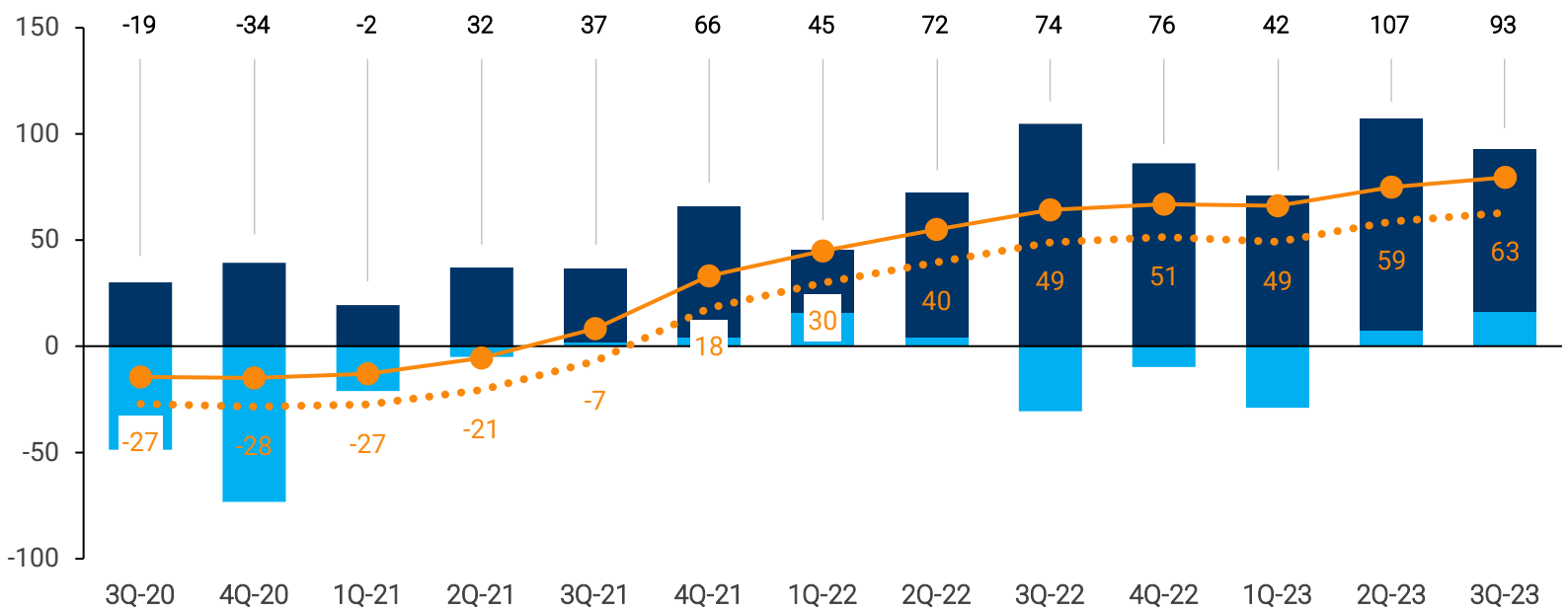
- A. Operating cash flow decreased from USD 99.5 mill in 2Q23 to USD 76.2 mill in 3Q23, driven by increased working capital.
- B. The vessel Bow Pioneer was delivered to its new owners at the start of 3Q23.
- C. New interest-bearing debt related to the refinancing of four vessels in August for total USD 130 mill in new loans, plus drawdown of funds on a revolving credit facility total USD 36 mill
- D. Repayment of interest-bearing debt in 3Q23 included the repayment of ODF10 total swapped amount USD 113 mill, repayment of debt for the mentioned refinancing of four vessels total USD 114 mill, the prepayment of funds on a revolving credit facility total USD 6 mill, and ordinary instalments on loans and leases

Cash flow, USD mill	1Q23	2Q23	3Q23
Net profit	46.7	52.4	51.4
Adjustments	40.1	36.7	36.0
Change in working capital	(11.8)	6.9	(18.9)
Effect of exchange differences and changes in derivatives	1.8	(1.4)	1.4
Other	(5.8)	4.7	6.5
Cash flow from operating activities	71.0	99.5	76.2
Sale of ships, property, plant and equipment	-	14.4	33.1
Investments in non-current assets	(28.7)	(8.7)	(8.0)
Dividend/other from investments in Associates and JV	-	2.8	-
Other	(0.4)	(1.2)	(8.5)
Cash flow from investing activities	(29.0)	7.4	16.6
New interest-bearing debt	14.4	-	166.0
Repayment of interest-bearing debt	(23.7)	(45.7)	(250.3)
Repayment of operational lease debt	(16.9)	(16.2)	(16.6)
Dividends	(47.5)	-	(49.1)
Net cash flow from financing activities	(73.4)	(61.9)	(150.0)
Net change in cash and cash equivalents*	(31.4)	45.0	(56.9)
Opening cash and cash equivalents	117.7	86.2	131.2
Closing cash and cash equivalents	86.2	131.2	74.3

Strong free cash flow in 3Q23 driven by TCE and sale of one vessel

ODFJELL FREE CASH FLOW PER QUARTER (MUSD)

■ Cash flow from operations
 ■ Cash flow from investments
 ● Free cash flow (12mo rolling)
 ⋯ Free Cash flow after debt right of use assets (12mo rolling)

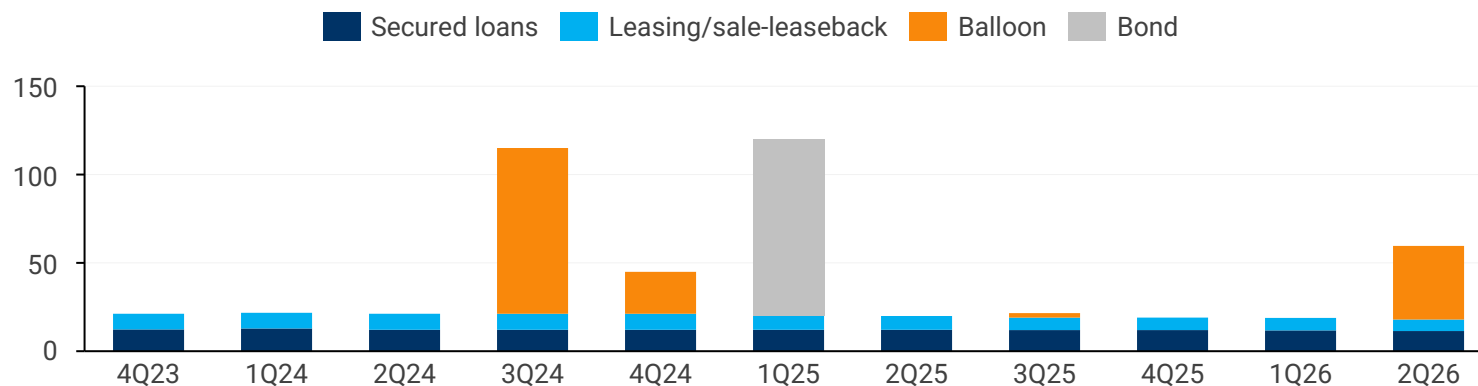


Operations	30	39	19	37	35	62	30	68	105	86	71	100	76
Investments	-49	-73	-21	-5	2	4	15	4	-31	-10	-29	7	17

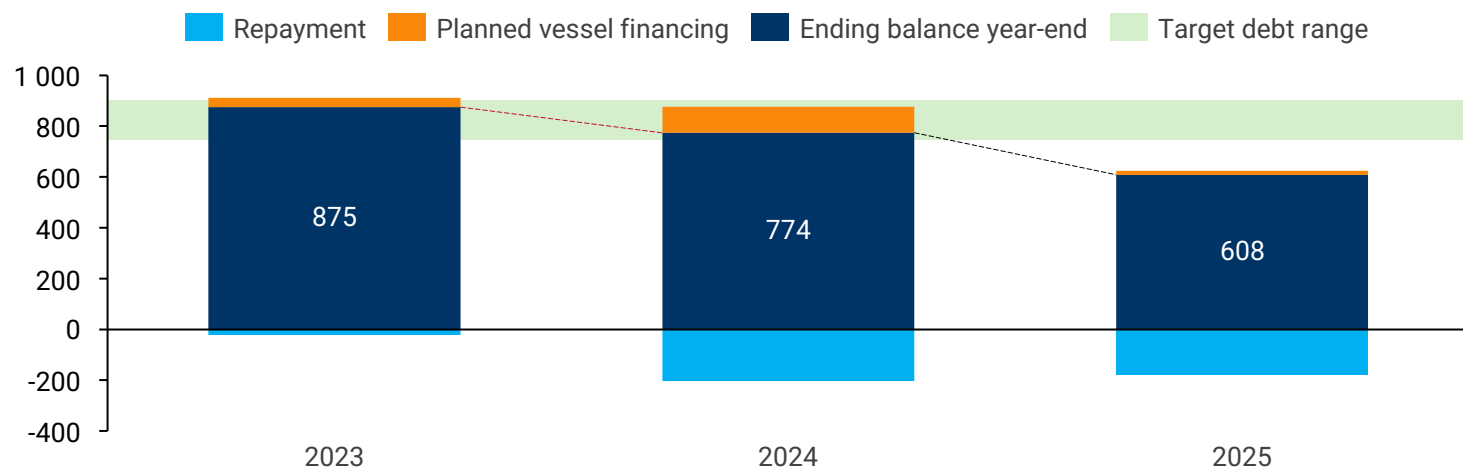
- In 3Q23, 12-month rolling free cash flow was USD 79.5 mill, and adjusted for debt repayments related to right of use assets it reached USD 62.9 mill
- Free cash flow from investments positively affected by sale of the vessel Bow Pioneer by USD 33.1m
- Working capital increased by USD 19 mill during the quarter.
- In 3Q23 Odfjell has paid out USD 49.1 mill in dividends and repaid a USD 113 mill bond.
- Limited CAPEX commitments going forward together with continued firm markets should result in continued strong free cash flow

Few upcoming maturities, but some facilities might be refinanced early to lower cost of capital and break-even

SCHEDULED REPAYMENTS, USD MILLION



PROJECTED INTEREST-BEARING DEBT ENDING BALANCE, USD MILLION*



- Refinancing of two lease vessels in the bank market in September, lowering break-even by approximately USD 3,000 per day on the vessels
 - Historical low margins and profiles that match the economic life of the vessels
 - Newly acquired 40 'dwt stainless steel chemical tanker was included in the same bank facility
- ODF10 matured in September for total NOK 975m/USD113m and was repaid in full, funded with cash from balance sheet and part drawdown on revolving credit lines
- Nominal interest-bearing debt was USD 859 mill at quarter-end. Year-end debt could be reduced further through repayments on revolving credit facilities

* Nominal bank, lease and bond debt. Bond debt swapped to USD



Agenda

01

Highlights

02

Financials

03

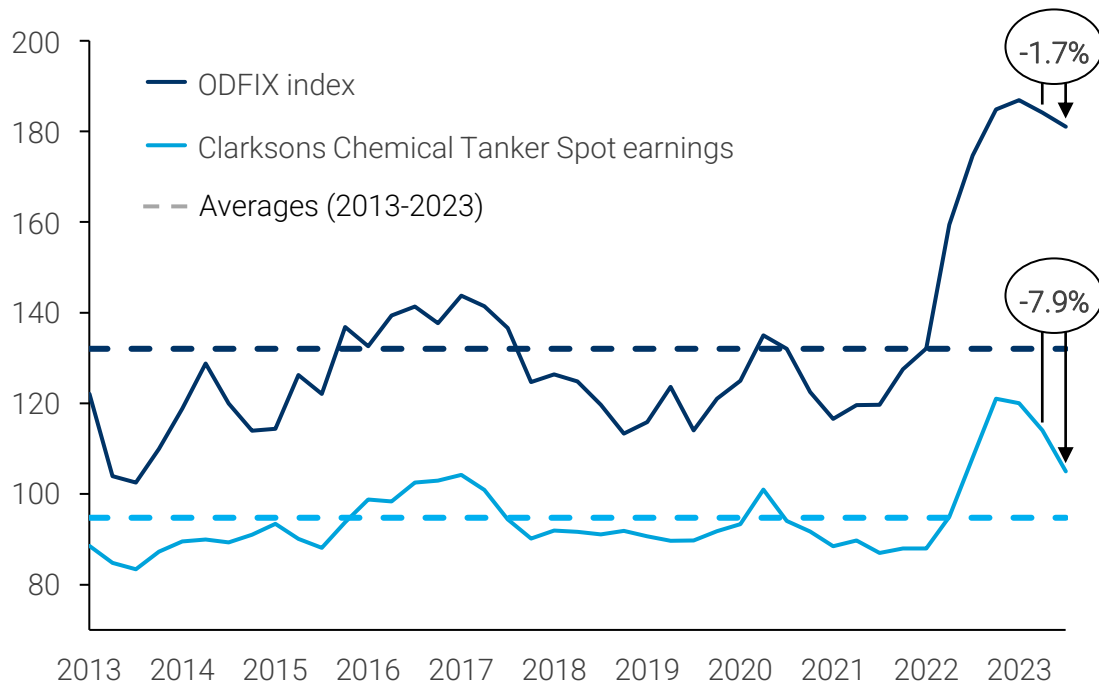
Operational review

04

Market update and prospects

The spot market in 3Q23 continued to soften, but Odfjell maintained solid earnings at the back of increased contract coverage

ODFIX VERSUS CLARKSONS CHEMICAL TANKER SPOT INDEX



SPECIALITIES

Healthy contract rates and resilient CoA volumes in the specialty segment support our earnings

EASY CHEMICALS

Easychem's share of our volumes remain around historical averages

VEGOILS

Vegoil's share of our product mix in the third quarter was 3%, slightly lower than the last year average

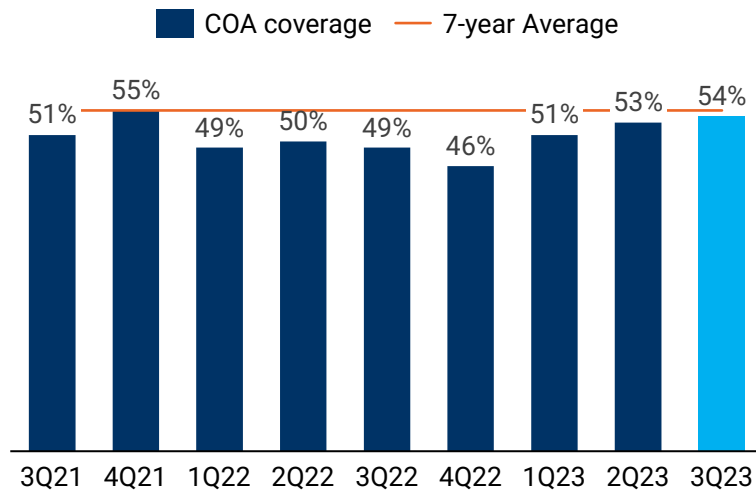
CPP

The CPP share of our product mix increased from 4% to 6% in the third quarter, somewhat higher than the historical average

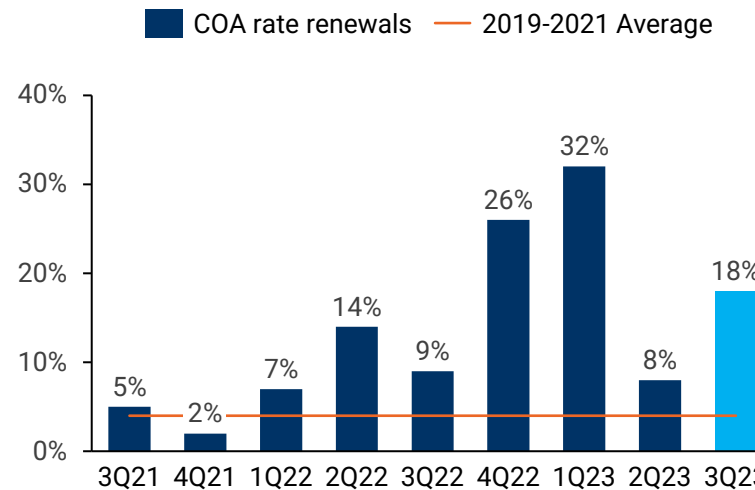
Increased COA volumes and COA rate renewals up 18% during the quarter

- Our COA coverage climbed further in 2Q23, reaching 54% measured against total volumes (63% when excluding external relets)
- During the quarter, a selection of existing contracts were renewed at an average rate increase of 18%, covering 7% of estimated annual contract volumes
- We are entering the peak season for contract renewals. As we are now around 18 months into a strong market, we will see more renewals of contracts that have already been reset to current market levels

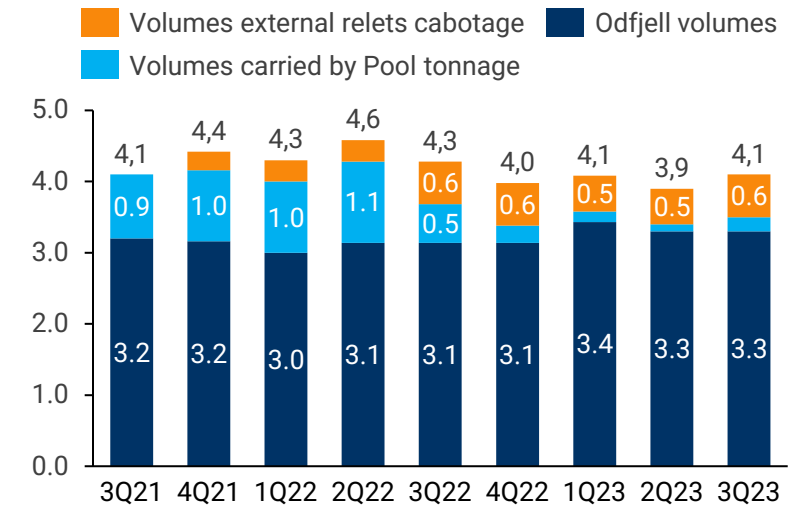
ODFJELL COA COVERAGE (%)



COA RATE RENEWALS (%)



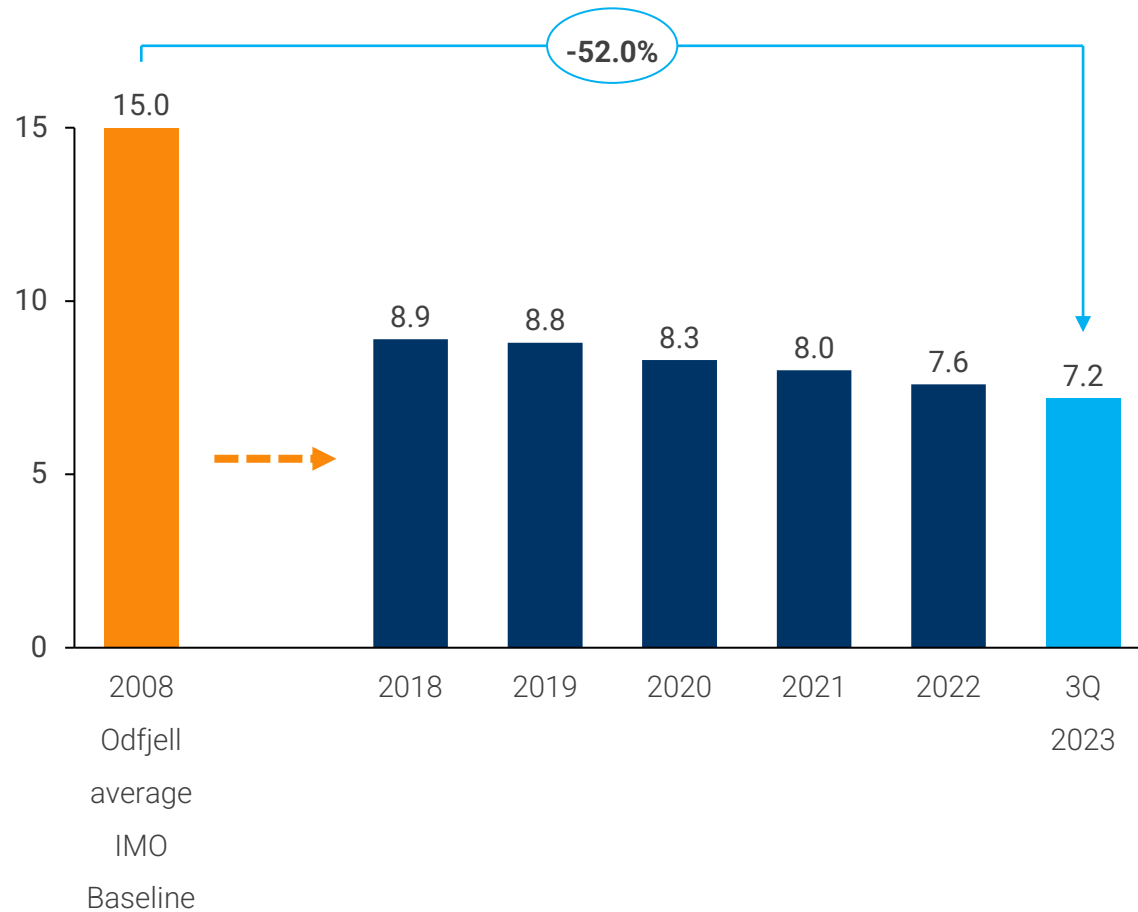
VOLUME DEVELOPMENT (MILL TONNES)



If external relets/cabotage are excluded, COA coverage 3Q23 was 63%, compared to 62% in 2Q23.

Odfjell maintained carbon intensity within our targets

ODFJELL CARBON INTENSITY (AER)



- With an AER of 7.2 in 3Q23, Odfjell maintained a carbon intensity more than 50 percent below IMO's 2008 baseline.
- Due to weather-related seasonal variances, AER was slightly higher than in the previous quarter
- Odfjell is committed to retain our market leadership within energy efficiency. We have several ongoing novel technology initiatives, these will deliver further efficiency gains without mandating extensive dry dockings or substantial capex.
- The first, air lubrication, has been successfully installed on board Bow Summer and testing of the system has commenced.

Odfjell is well prepared for the inclusion of shipping in EU ETS, and will pass through the ETS cost to the charterers

ODFJELL IS WELL PREPARED FOR THE IMPLEMENTATION OF EU ETS

- We have measured emissions on a detailed level since 2008
- Since early 2022, we have routinely distributed data on the charterers' share of total voyage emissions

CHARTERERS BECOME INCREASINGLY AWARE OF WHAT IS COMING

- ETS is now a topic in every customer meeting and every contract negotiation
- Pass-through of ETS cost encourages charterers to prioritize energy and emission efficient alternatives

- Emissions are allocated based on the Sea Cargo Charter principles – ETS costs only incur on the sea legs to, from, or within Europe.
- The total cost of our EU ETS allowances in 2024 is estimated to USD 7 mill.
- Transporting with Odfjell minimizes ETS costs, because we have the most energy efficient chemical tanker fleet in the market.

Tank Terminals



PERFORMANCE

- 3Q23 EBITDA was USD 9.4 mill, in line with the previous quarter.
- Our terminals in Antwerp, Houston and Charleston continued to operate at high to full capacity in 3Q23.
- The Ulsan terminal experienced a quarter-on-quarter decline due to recent completion of several ten-year tank inspections.
- The average commercial occupancy rate for the portfolio ended at 95.1% in 3Q23 vs 97.6% in previous quarter.



MARKET DEVELOPMENT

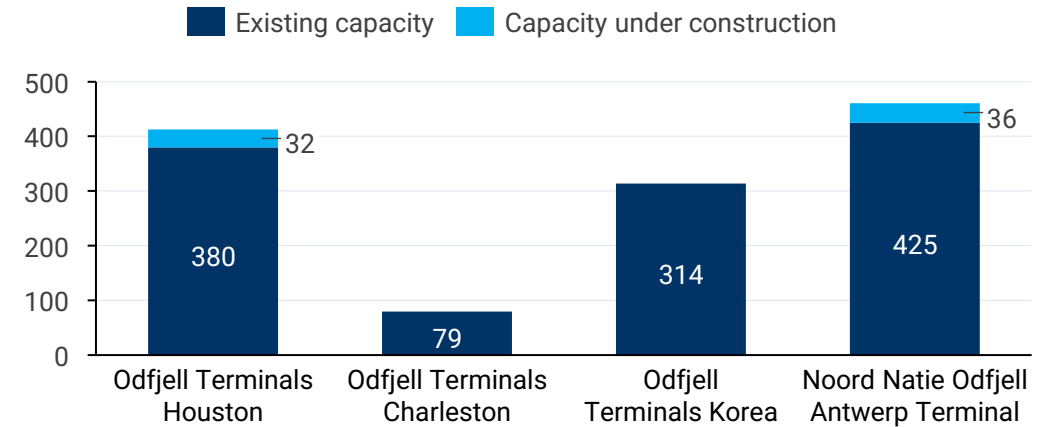
- 3Q23 saw reduced throughput, with leading chemical producers reporting somewhat lower activity.
- Sustained influx of imports to Europe has resulted in continued strong demand for our Antwerp terminal.



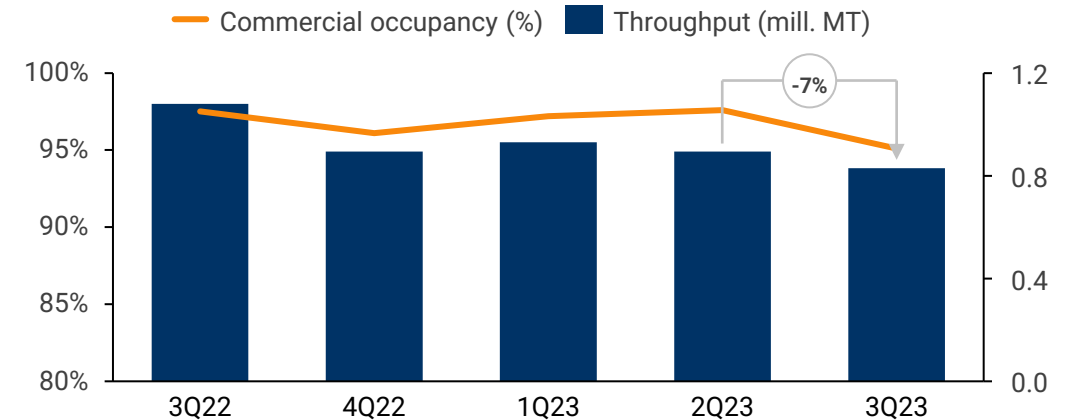
OUTLOOK

- The reduced occupancy rate is expected to recover in 4Q23 as inspected tanks at our Ulsan terminal are again operational.
- We expect the reduced activity levels to continue in 4Q23.

TOTAL CAPACITY AT ODFJELL TERMINALS (1,000 CBM)



COMMERCIAL OCCUPANCY AND THROUGHPUT



An aerial photograph of a large cargo ship sailing on a deep blue ocean. The ship is moving from left to right, leaving a white wake behind it. The water's surface is textured with small waves and ripples.

Agenda

01

Highlights

02

Financials

03

Operational review

04

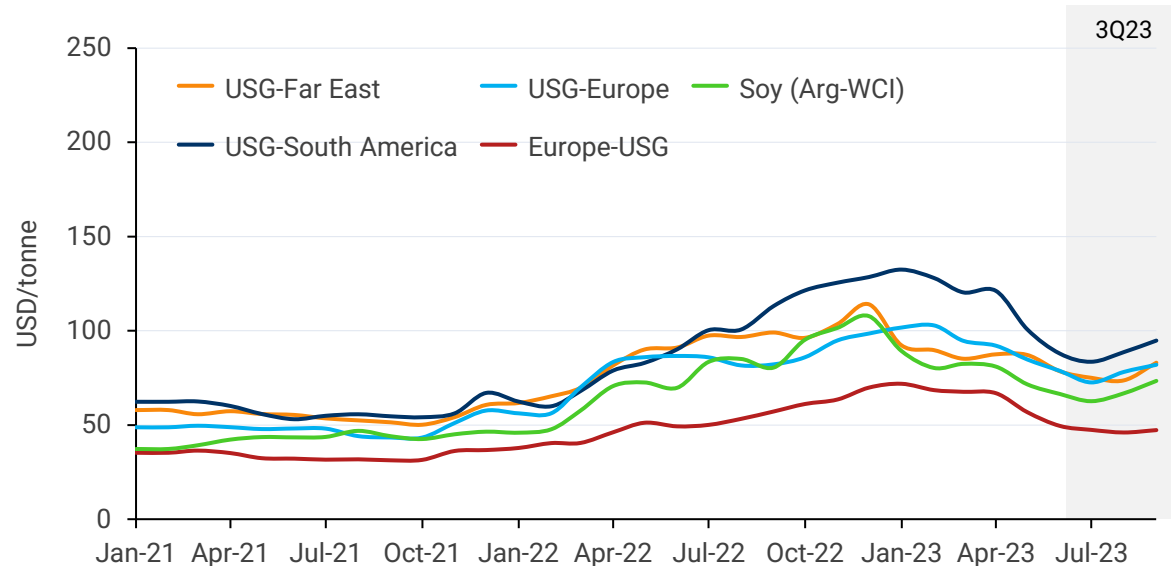
Market update and prospects

Spot markets softened in 3Q23, but bounced back during the second half of the quarter

3Q23 highlights west of Suez –

- Most trade lanes west of Suez saw spot rates rebounding after July
- The trans-Atlantic west trade lane saw steady rate development

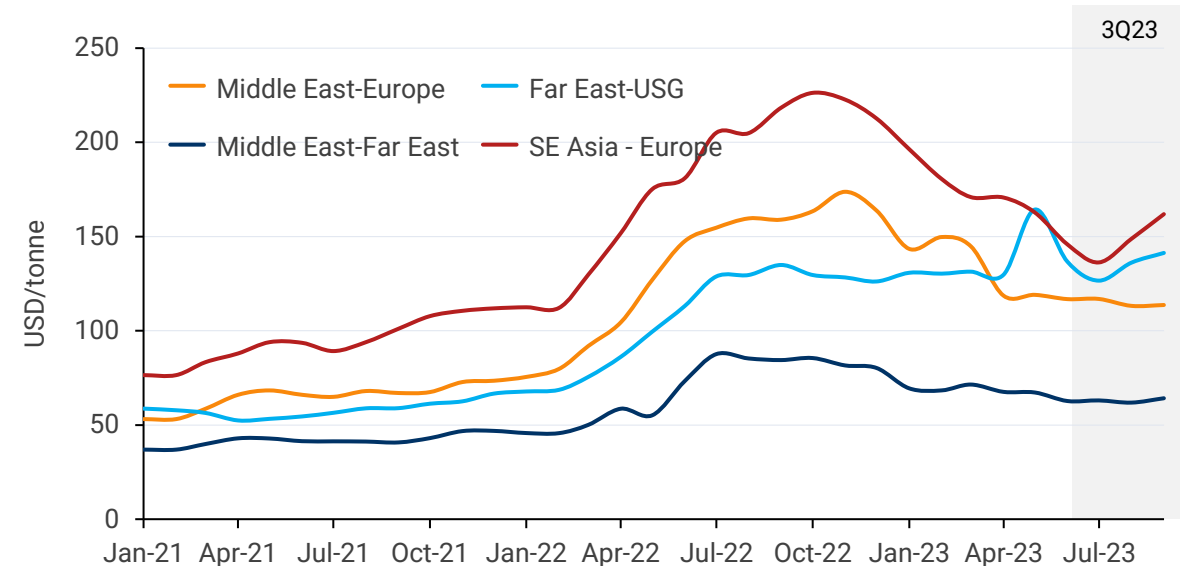
WEST OF SUEZ – CHEMICAL FREIGHT RATES, BUNKER ADJUSTED



3Q23 highlights east of Suez –

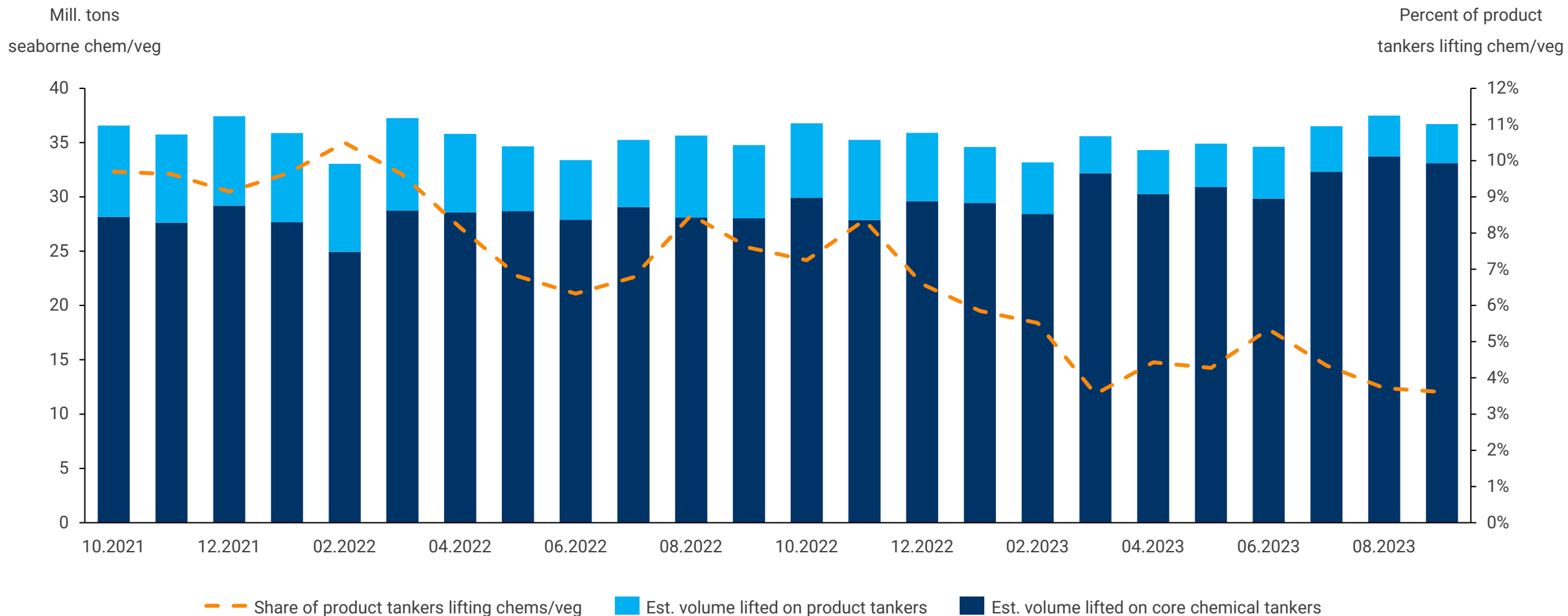
- Spot rates were negatively affected in the quarter in part due to reduced export of vegoil and lubes/base oils
- Through the quarter, spot rates for Middle East export remained relatively flat, while exports from the Far East saw a strengthening trend

EAST OF SUEZ – CHEMICAL FREIGHT RATES, BUNKER ADJUSTED



Overall volumes are stable and the share of swing tonnage lifting chemicals remain at low levels

SEABORNE CHEMICAL VOLUME LIFTED ON CORE CHEMICAL TANKERS AND SWING TANKERS



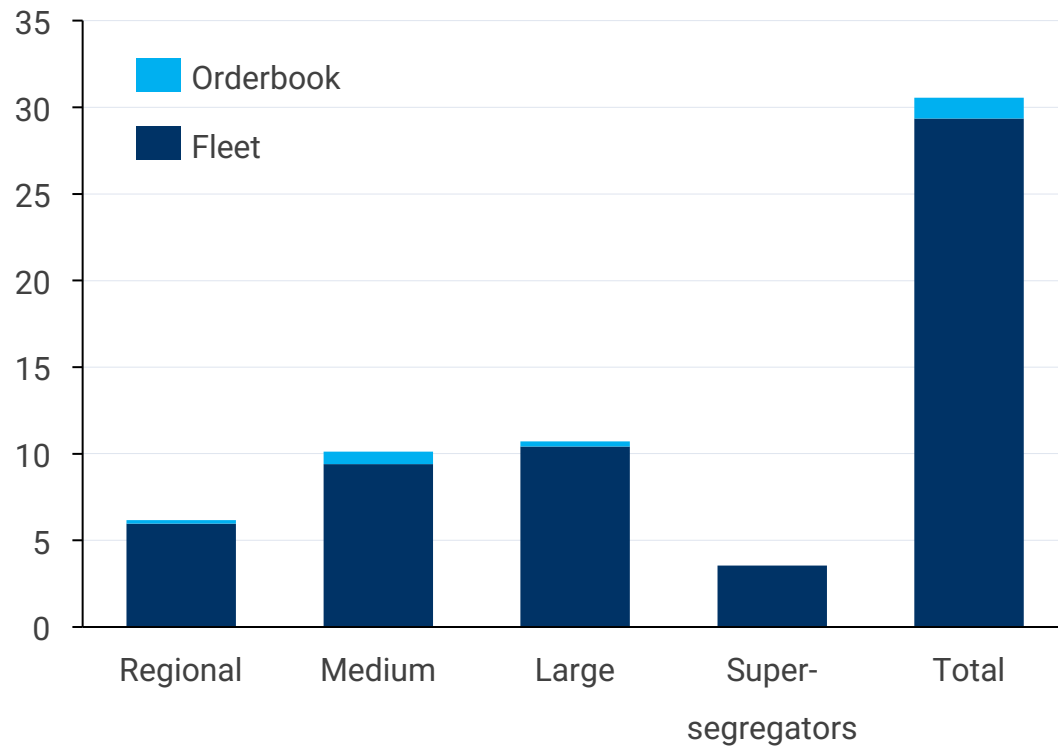
Product tanker definition: Tankers that are not defined as core chemical tankers, and that carry clean products or chemicals/vegetables

Source: Kpler, CKB Fleet, Odfjell

Orderbook is at historical low levels, especially for vessels in our core segment of larger stainless steel vessels

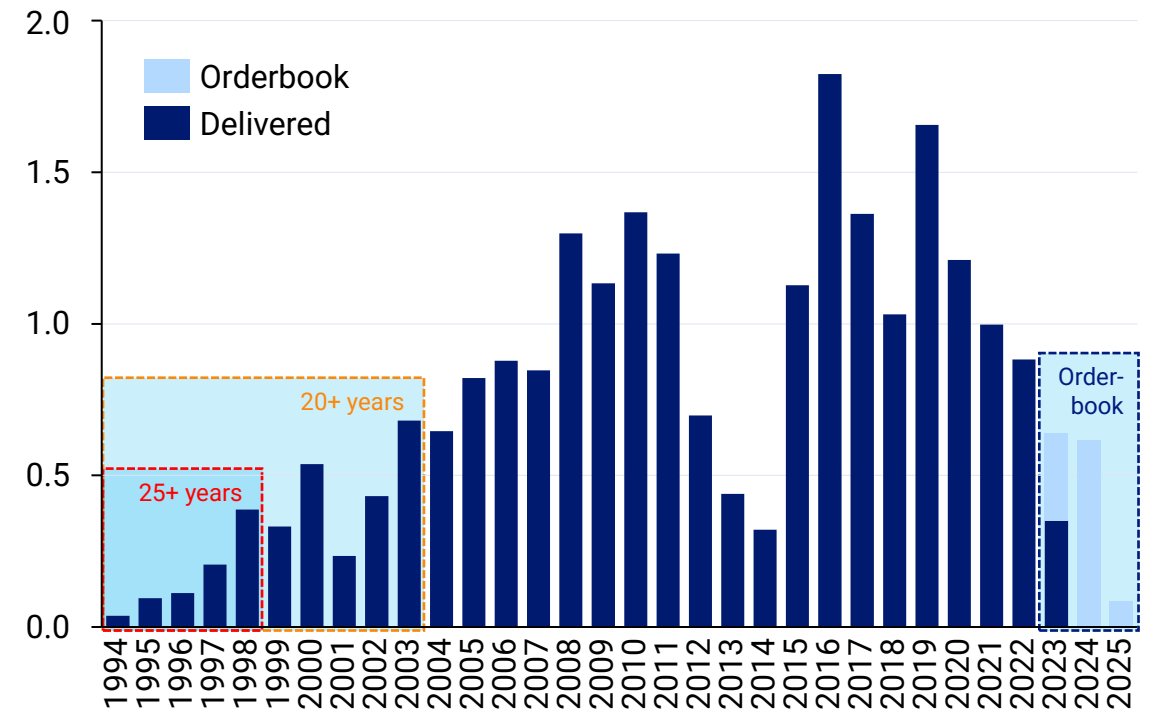
FLEET AND ORDERBOOK | CORE CHEMICAL TANKERS

DWT mill.



ORDERBOOK AND DELIVERIES | CORE CHEMICAL TANKERS, DEEP-SEA

DWT mill.



- Total orderbook (in DWT) at 4.1% of the current core chemical tanker fleet
- Average fleet age is 13 years, and 16% of the fleet is currently 20 years or older

Current market conditions are expected to continue, despite uncertain times ahead

EXTERNAL FACTORS' IMPACT GOING FORWARD

MACROECONOMIC

- Interest rates at or close to top in most countries, yet persistent inflation will likely lead them to remain "higher for longer"
- Geopolitical tension increases further
- Chinese economy remains sluggish and uncertain, but with some signs of improving
- Production levels in Europe remain low

DEMAND OUTLOOK

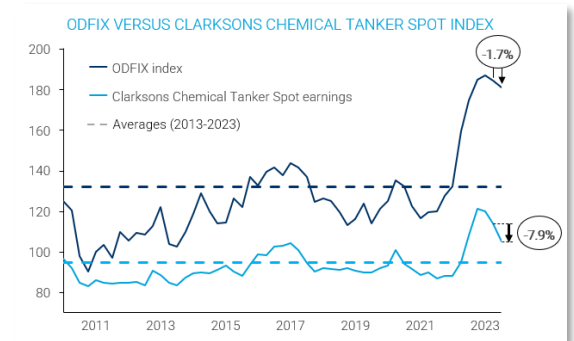
3Q | 4Q

- Chemical production (tonnes) → →
- Distance producer to market (n.miles) → →

SUPPLY OUTLOOK

3Q | 4Q

- Chemical tanker fleet growth → →
- Swing tonnage impact on chem trade → →
- Older chem tonnage leaving core trades → →
- Average fleet speed → →



Summary

Our results

- 3Q23 was another strong quarter for Odfjell, supported by increased COA volumes and more revenue days

Odfjell Tankers

- A slight increase in COA volumes, volatile spot rates, and some more revenue days yielded in sum a quarterly result in line with 2Q23.

Odfjell Terminals

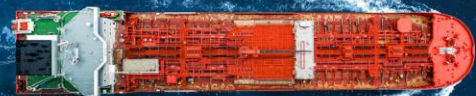
- Stable performance at our terminals overall with some tanks down for maintenance during 3Q23.
- We saw a slight reduction in activity level.

Market outlook

- Volumes in the chemical tanker market have shown resilience so far in 2023.
- Swing tonnage remain in CPP, supporting a tight supply side with very limited new orders.
- As such we anticipate the current market to continue.

Guiding

- 4Q is a seasonally strong quarter, and we expect activity levels and freight rates to remain at healthy levels for the remainder of the year.
- With more vessels than usual planned for dry docking in 4Q23, we will have slightly fewer commercial days.
- In sum, we expect our earnings to remain stable in 4Q23



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