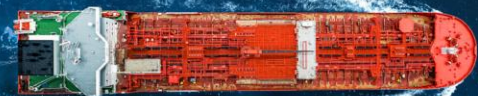




ODFJELL



Preliminary full-year/ Fourth quarter 2023

Presentation by CEO Harald Fotland & CFO Terje Iversen | February 9, 2024



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Market update and prospects

Highlights 4Q23

4Q23 was a solid quarter and concluded a record year for Odfjell

- The time charter earnings in Odfjell Tankers ended at USD 182 mill, compared to USD 184 mill in 3Q23.
- EBIT of USD 71 mill compared to USD 76 mill in 3Q23.
- Strong net result of USD 52 mill. Net result adjusted for one-off items was USD 50 mill compared to USD 49 mill in 3Q23.
- Rates on renewed COAs in the quarter were up 5% on average, covering 29% of estimated annual contract volume.
- Net result contribution from Odfjell Terminals slightly up at USD 2.4 mill compared to USD 2.1 mill in 3Q23.
- Our carbon intensity (AER) for 4Q23 came in at 7.2, in line with 3Q23.
- The Board approved dividend of USD 0.63 per share based on 2H23 net adjusted results.

Highlights FY2023

- We delivered a record strong net result of USD 203 mill, leading to a total dividend FY2023 of USD 99 mill.
- Our COA portfolio was further strengthened, providing a solid foundation for all our trades and reducing earnings volatility going forward.
- Geopolitical tensions and the Panama canal drought led to inefficiencies that increased vessel utilization, in turn supporting higher rates.
- We continue to renew our fleet and have in total twelve 25-40,000 dwt stainless steel vessels to be delivered on long-term time charters and pool agreements between 2024 and 2027.

KEY FIGURES, USD MILLION

USD million, unaudited	1Q23	2Q23	3Q23	4Q23	4Q22	FY23
Timecharter earnings	180.5	185.1	183.9	181.7	186.5	731.2
Total opex, TC, G&A	(72.4)	(69.6)	(71.8)	(75.4)	(73.8)	(289.2)
Net result from JV's	2.0	2.3	2.1	2.4	0.2	8.8
EBITDA	110.1	117.9	114.2	108.7	112.8	450.9
EBIT	68.3	78.5	76.1	70.9	73.4	293.8
Net financial items	(20.4)	(22.8)	(23.3)	(17.5)	(22.0)	(84.0)
Net result	46.7	52.6	51.9	52.1	50.4	203.3
EPS*	0.59	0.67	0.66	0.66	0.64	2.57
ROE**	26.6%	29.3%	27.0%	26.0%	30.2%	27.2%
ROCE**	15.1%	17.3%	16.8%	15.9%	16.4%	16.6%

* Based on 79.0 million outstanding shares

** Ratios are annualized

"Our solid performance continued in 4Q23, rounding off a record year for Odfjell.

Our main concern will always be the safety of our people. Since early December, we have not been sailing through the Red Sea.

The market balance is tight, and added inefficiencies from the restrictions in the Panama and Suez canals will likely contribute to even higher fleet utilization.

In sum, we expect our earnings to increase slightly in 1Q24

Harald Fotland, CEO Odfjell SE



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Income statement – Odfjell Group

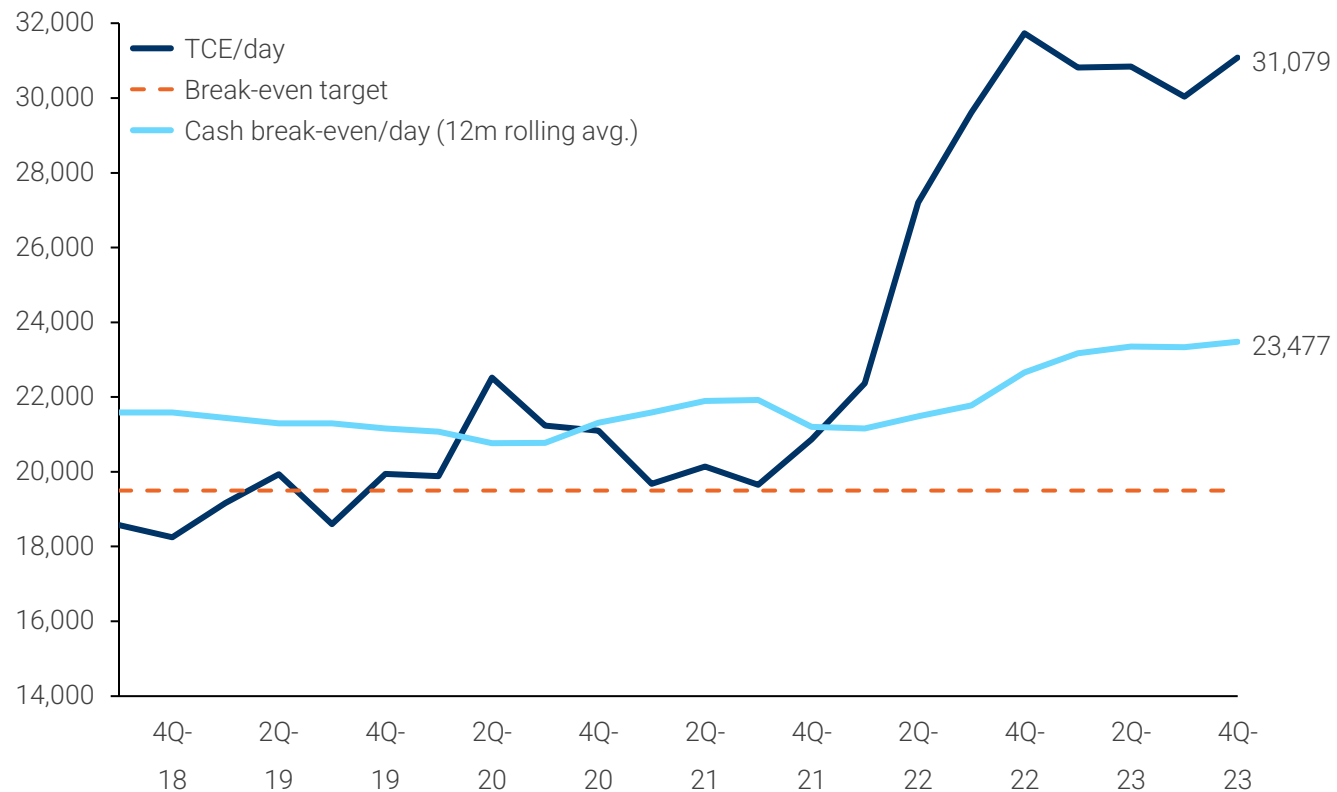
KEY QUARTERLY DEVIATIONS:

- A. TCE of USD 182 mill, slightly lower than USD 184 mill achieved in 3Q23
- The effect off fewer revenue days due to increased docking activity was countered by higher COA volumes and firmer spot rates.
 - The rerouting of some of our vessels away from Red Sea towards the end of the quarter incurred added voyage costs, of which ~ USD 2mill was booked in 4Q23.
- B. Slightly higher operating expenses primarily due to increased docking activity. G&A was higher q-o-q due to high activity and provisions for year-end bonuses, flat compared to 4Q22.
- C. Contribution from Odfjell Terminals of USD 2.4 mill up from USD 2.1 mill previous quarter.
- D. EBIT of USD 71 mill compared to USD 76 mill in 3Q23
- E. Decrease in net interest expenses due to lower interest expense after repayment of bond and fees related to refinancing last quarter.
- F. Includes gain of USD 1.1 mill from the sale of shares in BW Epic Kosan
- G. Net result of USD 52 mill, marginally above 3Q23
- Adjusted net result of USD 50 mill versus USD 49 mill in 3Q23

USD MILLION	2Q23	3Q23	4Q23
Net Timecharter Earnings (TCE)	185.1	183.9	181.7 ^A
TC expenses	(4.9)	(6.8)	(5.3)
Operating expenses	(49.3)	(48.0)	(50.6) ^B
Share of net result from associates and JV	2.3	2.1	2.4 ^C
General and administrative expenses	(15.4)	(17.0)	(19.4) ^B
EBITDA	117.9	114.2	108.7
Depreciation and amortization	(39.3)	(39.4)	(37.8)
Capital gain (loss)	(0.1)	1.3	-
EBIT	78.5	76.1	70.9 ^D
Net interest expenses	(22.9)	(24.8)	(20.0) ^E
Other financial items	0.2	1.5	2.5 ^F
Taxes	(3.2)	(0.9)	(1.3)
Net results	52.6	51.9	52.1 ^G
EPS	0.67	0.66	0.66
Commercial revenue days (exc. external pool vsls)	6,001	6,123	5,846
Off-hire days	209	164	424

TCE per day increased in the quarter

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



- Our TCE per day was up at USD 31,079 in 4Q23 compared to USD 30,035 in 3Q23
- Cash break-even in 4Q23 was USD 24,088 per day compared to USD 22,807 in 3Q23, bringing the 12-month rolling average to USD 23,477
- Cash break-even increased in 4Q23 primarily due to increased dockings resulting in fewer revenue days
- We expect cash break-even to decrease somewhat in the next quarters

Balance sheet per December 31, 2023 – Odfjell Group

- A. During the quarter we bought a vessel previously on bareboat for USD 38.6 mill
- B. Cash and cash equivalent increased to USD 112 mill, or USD 157 mill when including undrawn loan facilities
- C. Sale of shares in BW Epic Kosan for USD 15.5 USD 20.4 mill reduction of current receivables
- D. IFRS 16 adjusted equity ratio was 46% as of 4Q23
- E. We drew down USD 32.5 mill on a new loan related to acquired vessel, but also made an extraordinary repayment under the revolving credit facility of USD 25 mill

ASSETS, USD MILL	2023	3Q23	4Q23
Ships and newbuilding contracts	1,263.1	1,248.7	1,279.4
Right of use assets	269.4	258.6	237.7
Investment in associates and JVs	166.3	166.0	171.1
Other non-current assets/receivables	25.9	25.9	23.9
Total non-current assets	1,724.6	1,699.3	1,712.1
Cash and cash equivalent	131.2	74.3	112.3
Other current assets	198.8	198.7	169.9
Total current assets	330.1	273.0	282.2
Total assets	2,054.7	1,972.3	1,994.3

EQUITY AND LIABILITIES, USD MILL	2Q23	3Q23	4Q23
Total equity	743.0	754.4	798.5
Non-current liabilities and derivatives	25.2	22.2	18.2
Non-current interest-bearing debt	704.4	666.5	682.1
Non-current debt, right of use assets	178.5	167.9	154.3
Total non-current liabilities	908.1	856.6	854.7
Current portion of interest-bearing debt	184.1	163.2	142.1
Current debt, right of use assets	101.7	102.0	94.3
Other current liabilities and derivatives	117.7	105.0	104.7
Total current liabilities	403.5	370.3	341.1
Total equity and liabilities	2,054.7	1,972.3	1,994.3

Cash Flow statement – Odfjell Group

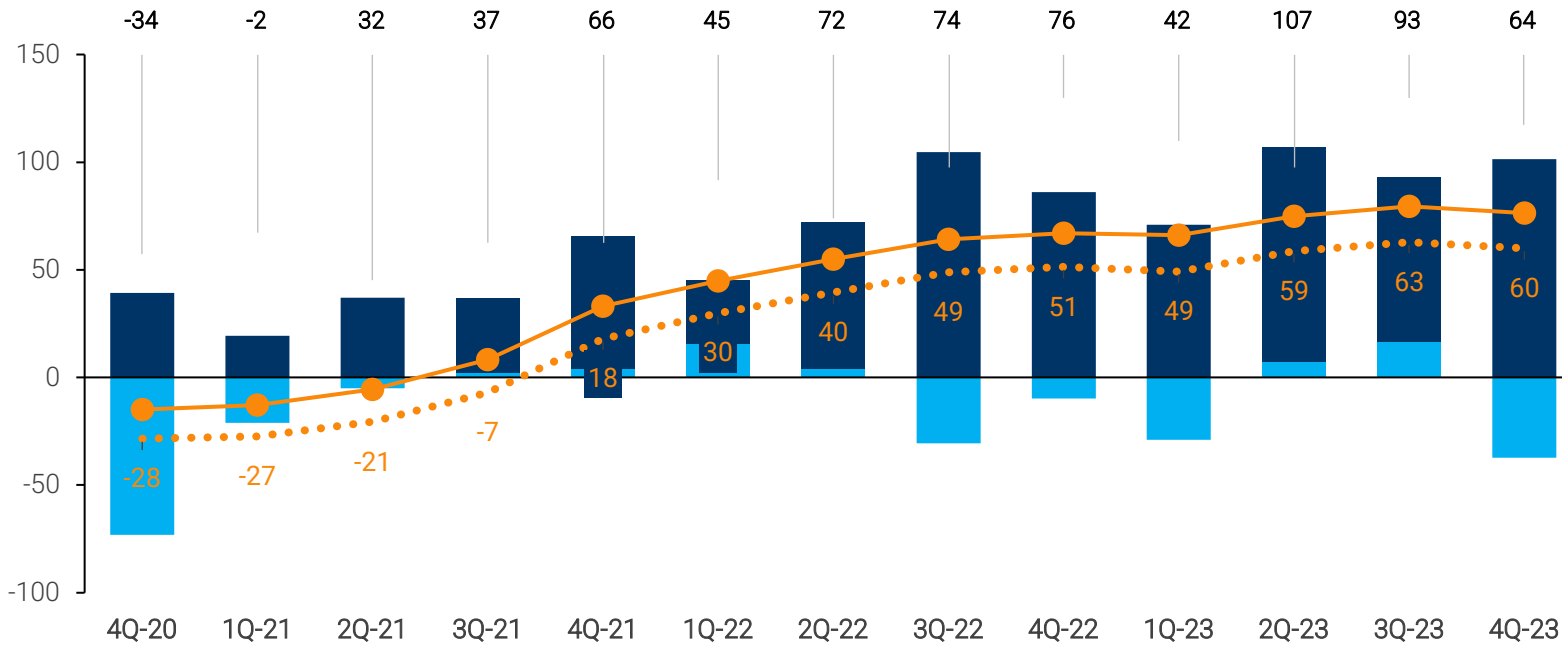
- A. Operating cash flow increased to USD 101.1 mill in 4Q23 from USD 76.2 mill in 3Q23, driven by decreased working capital.
- B. Acquired a vessel previously on bareboat for USD 38.6 mill
- C. Settlement for sale of shares in BW Epic Kosan
- D. New interest-bearing debt of USD 32.5 mill on a new loan related to the acquired vessel
- E. Repayment of interest-bearing debt in 4Q23 included USD 25 mill in extraordinary repayment under the revolving credit facility, and ordinary instalments on loans and leases

Cash flow, USD mill	2Q23	3Q23	4Q23
Net profit	52.4	51.4	52.5
Adjustments	36.7	36.0	34.3
Change in working capital	6.9	(18.9)	14.4
Other	3.5	7.7	0.2
Cash flow from operating activities	99.5	76.2	101.4
Sale of ships, property, plant and equipment	14.4	33.1	-
Investments in non-current assets	(8.7)	(8.0)	(52.4)
Sale of available for sale investments	-	-	15.5
Dividend/other from investments in Associates and JV	2.8	-	-
Other	(1.2)	(8.5)	(0.4)
Cash flow from investing activities	7.4	16.6	(37.3)
New interest-bearing debt	-	166.0	32.5
Repayment of interest-bearing debt	(45.7)	(250.3)	(42.3)
Repayment of operational lease debt	(16.2)	(16.6)	(16.4)
Dividends	-	(49.1)	-
Net cash flow from financing activities	(61.9)	(150.0)	(26.2)
Net change in cash and cash equivalents*	45.0	(56.9)	38.0
Opening cash and cash equivalents	86.2	131.2	74.3
Closing cash and cash equivalents	131.2	74.3	112.3

Stable free cash flow in 4Q23 when adjusting for investments, with strong cash flow from operations

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)



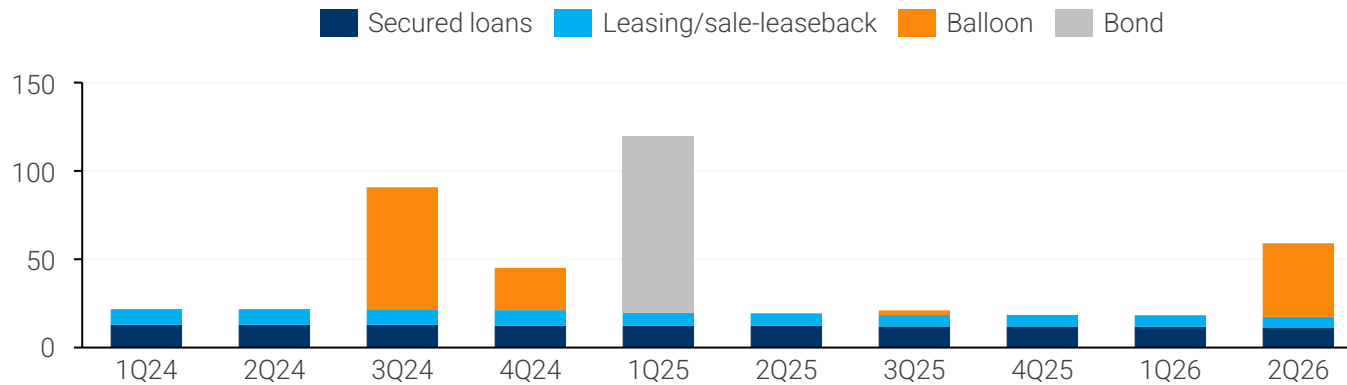
Operations	39	19	37	35	62	30	68	105	86	71	100	76	101
Investments	-73	-21	-5	2	4	15	4	-31	-10	-29	7	17	-37

- In 4Q23, operating cash flow was at USD 101 mill
- 12-month rolling free cash flow was USD 76.5 mill, and adjusted for debt repayments related to right of use assets it reached USD 60 mill
- Cash flow from investments includes purchase of the vessel Bow Capricorn in October for USD 38.6 mill (previously on lease), sale of shares in BW Epic Kosan for USD 15.5 mill
- Limited CAPEX commitments going forward together with firm markets should result in continued strong free cash flow

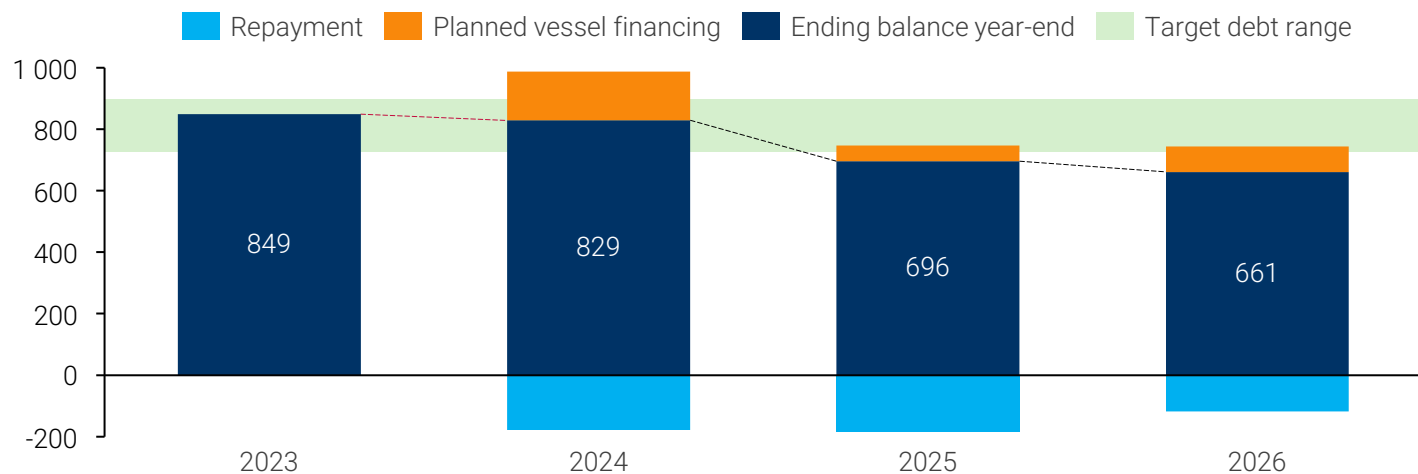
* Free cash flow equals the sum of cash flow from operations and cash flow from investments

Continued focus on repaying debt to lower cost of capital and break-even

SCHEDULED REPAYMENTS, USD MILLION



PROJECTED INTEREST-BEARING DEBT ENDING BALANCE, USD MILLION*

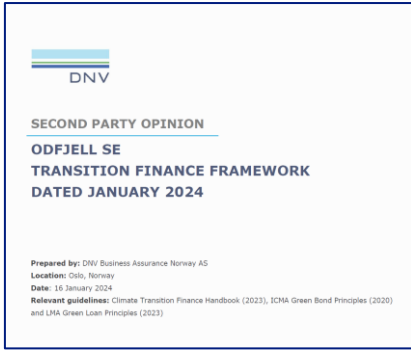
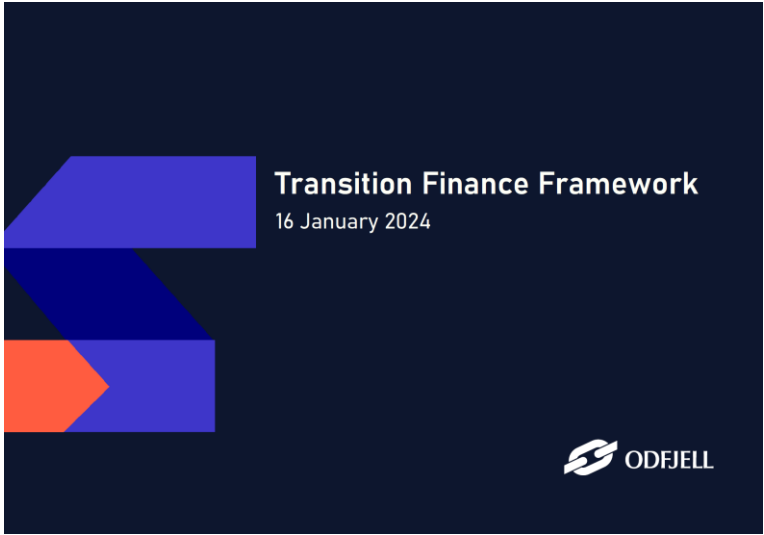


- The balloon in 3Q24 is in the process of being refinanced. The facility covers six vessels with an average age of 18 years, and we are seeing solid interest from lenders and expect to improve terms substantially
- We will consider to refinance early other facilities in 2024 to further reduce debt and lower cost of capital
- The bond maturing in January 2025 might be refinanced during the course of the year, or repaid at maturity with cash from balance sheet
- During the fourth quarter we repaid an additional USD 25 mill on our revolving credit facility. Year-end interest-bearing debt ended at USD 849m, a decrease of USD 149m for the year in total.
- Projected ordinary instalments in 2024 total USD 85m, but we also expect to reset leverage on some facilities. Extraordinary debt repayments are not included

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

Transitioning to Net-Zero: Introducing a new finance framework

- In 2021 Odfjell launched a sustainability linked bond as the first of its kind in the international shipping industry
- At year-end 2023, 65% of our interest-bearing debt was sustainability linked, issued under our sustainability-linked finance framework
- We are determined to further explore opportunities within sustainable financing and have recently established a **Transition Finance Framework**. The framework adheres to the latest guidelines set by Climate Transition Finance Handbook 2023, and is supported by a second-party opinion by DNV
- The framework aims to support the funding of our large and small decarbonization initiatives that will make a meaningful contribution to the overall reduction of greenhouse gas emissions and our goal to reach a climate neutral fleet by 2050, and may be used for the first time in connection with a refinancing in 1Q24



An aerial photograph of a large cargo ship sailing on a deep blue ocean. The ship is viewed from above, showing its deck and the wake it leaves behind. The water has a textured, wavy appearance.

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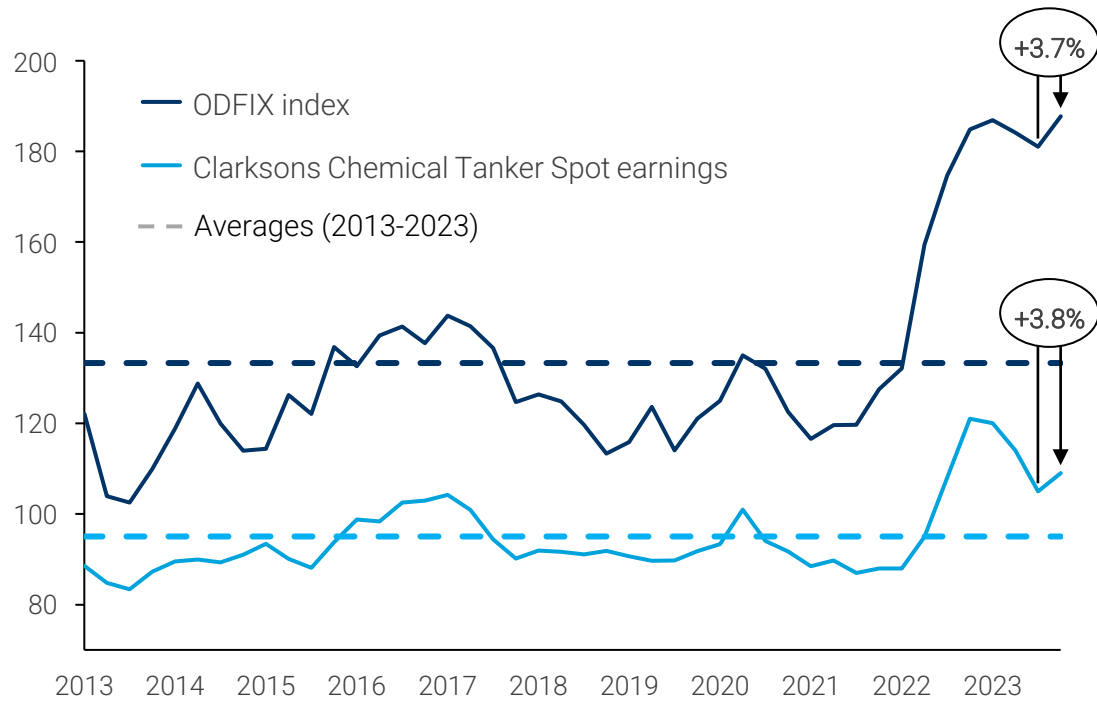
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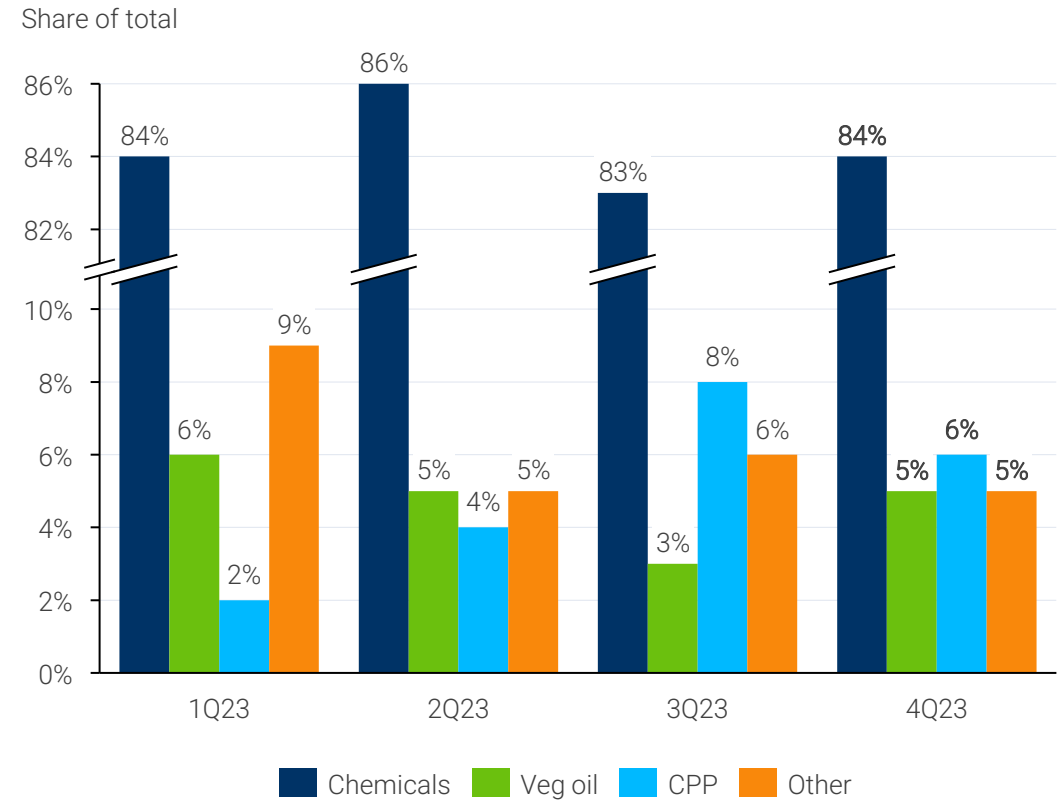
Market update and prospects

The market continued to firm in 4Q23, and Odfjell saw an increase in spot rates as well as a slight increase in COA rates

ODFIX VERSUS CLARKSONS CHEMICAL TANKER SPOT INDEX



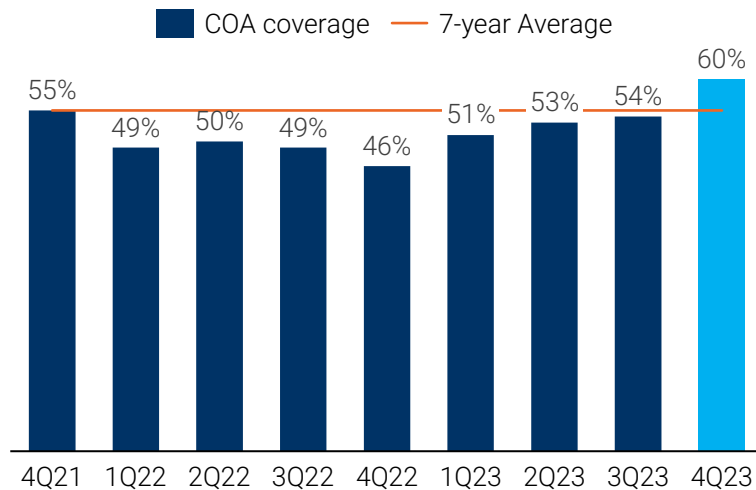
ODFJELL PRODUCT MIX



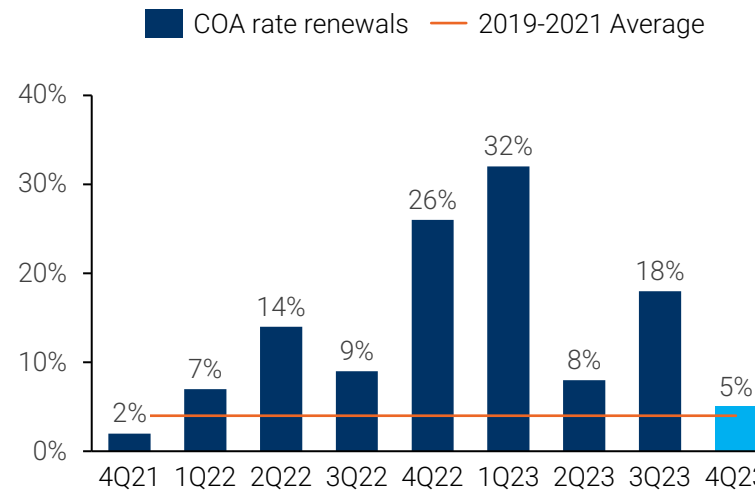
Our COA coverage increased further, and renewed COAs saw a 5% improvement on rates

- We saw significant nominated volume under our contracts with COA coverage climbing to 60% in 4Q23 measured against total volumes (71% when excluding external relets)
- We renewed close to one third of our existing contracts in the quarter with an average rate increase of ~5%
- COA rates are up around 30 % on average since the market upswing started
- Odfjell volumes carried reached another peak in the quarter with an increase in COA volumes

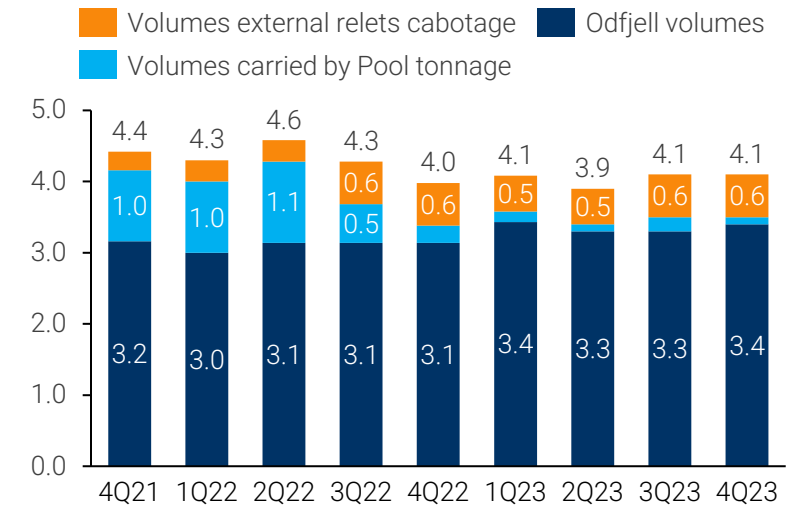
ODFJELL COA COVERAGE (%)



COA RATE RENEWALS (%)



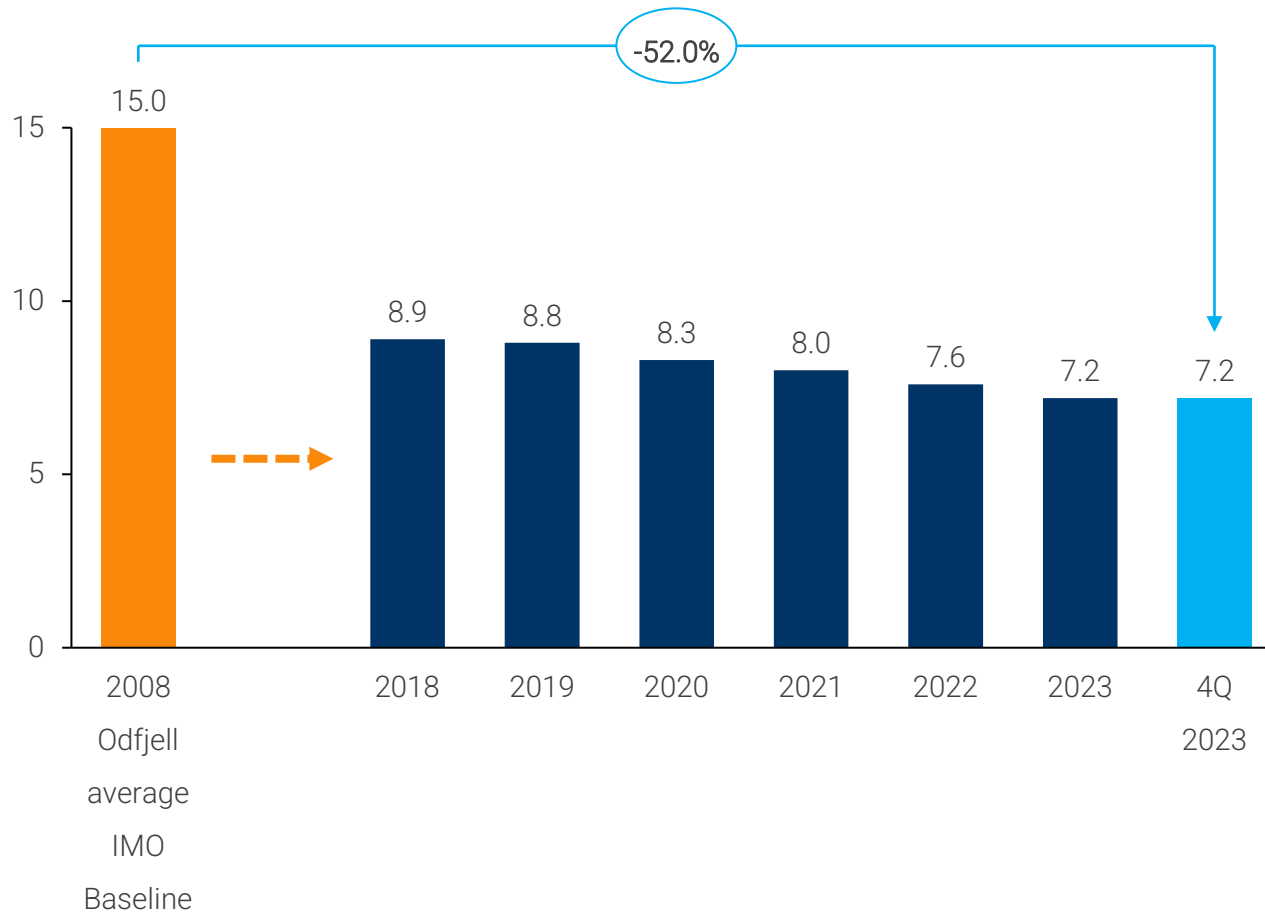
VOLUME DEVELOPMENT (MILL TONNES)



If external relets/cabotage are excluded, COA coverage 4Q23 was 71%, compared to 63% in 3Q23.

Odfjell maintained carbon intensity within our targets in the quarter, and improved our performance compared to the previous year

ODFJELL CARBON INTENSITY (AER)



- In 2023, the Odfjell fleet's AER was 5.4% lower than the previous year, and the controlled fleet's AER was 52% lower than the IMO benchmark set in 2008
- Average for the full year 2023 was 7.2
- Our operational and technical energy efficiency initiatives continue to show effect, and based on preliminary figures all Odfjell ships were IMO CII-rated A-C through 2023, with more than 50% of our fleet achieving B rating or better
- Air lubrication technology has been successfully installed on Bow Summer, and testing has commenced, while we have preparations ongoing to install suction sails on an Odfjell vessel before year-end
- These novel technology projects will be rolled out on relevant vessels provided satisfactory results

Tank Terminals



PERFORMANCE

- Our terminals have maintained robust performance in 4Q23, with EBITDA ending above the previous quarters
- Our terminals in Antwerp and Charleston continued to operate at full capacity, while Houston and Ulsan saw increased occupancy
- The average occupancy rate ended at 97.0% in 4Q23, above the 95.1% rate recorded in 3Q23



MARKET DEVELOPMENT

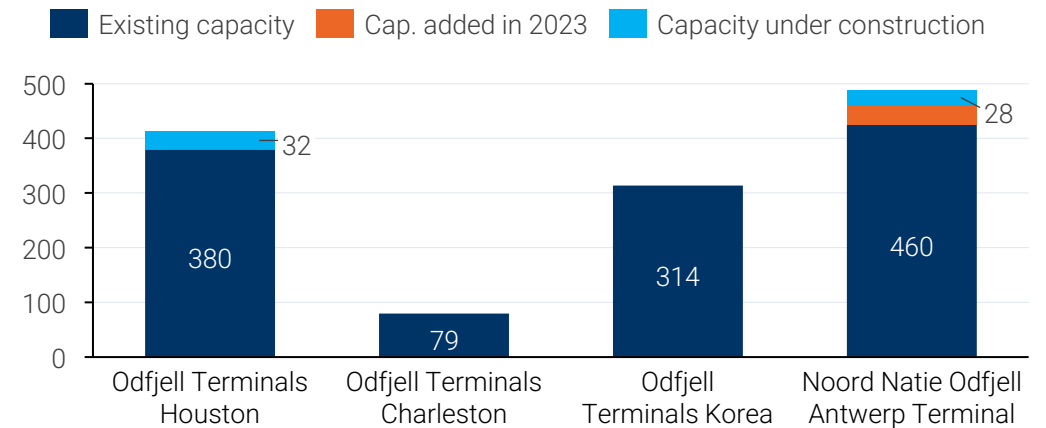
- In 2023 we saw a slow-down in the economy and downstream demand. This in turn has led to a slight decrease in throughput, however occupancy has remained at stable high levels



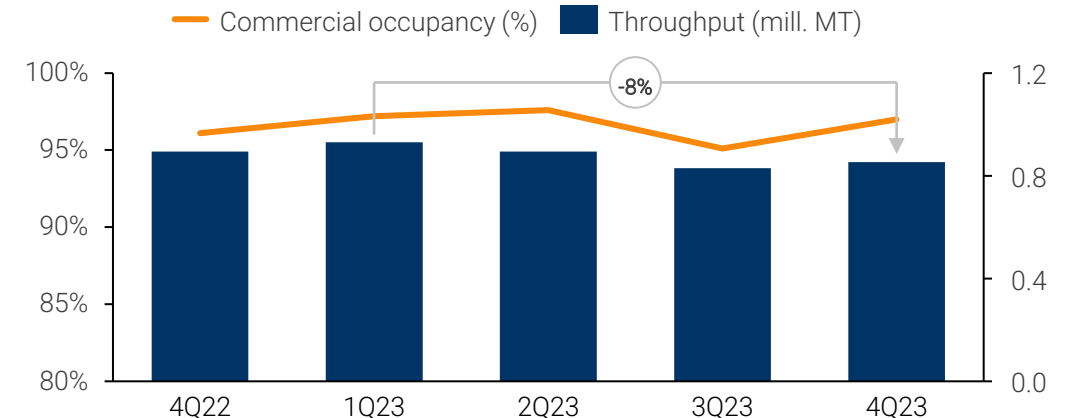
OUTLOOK

- The slower end-consumer demand seen over the year is likely to persist in the short term, affecting throughput
- New terminal capacity coming on stream in 1Q24 will contribute positively to our results
- A new expansion project at the Ulsan terminal in Korea is currently being considered

TOTAL CAPACITY AT ODFJELL TERMINALS (1,000 CBM)



COMMERCIAL OCCUPANCY AND THROUGHPUT





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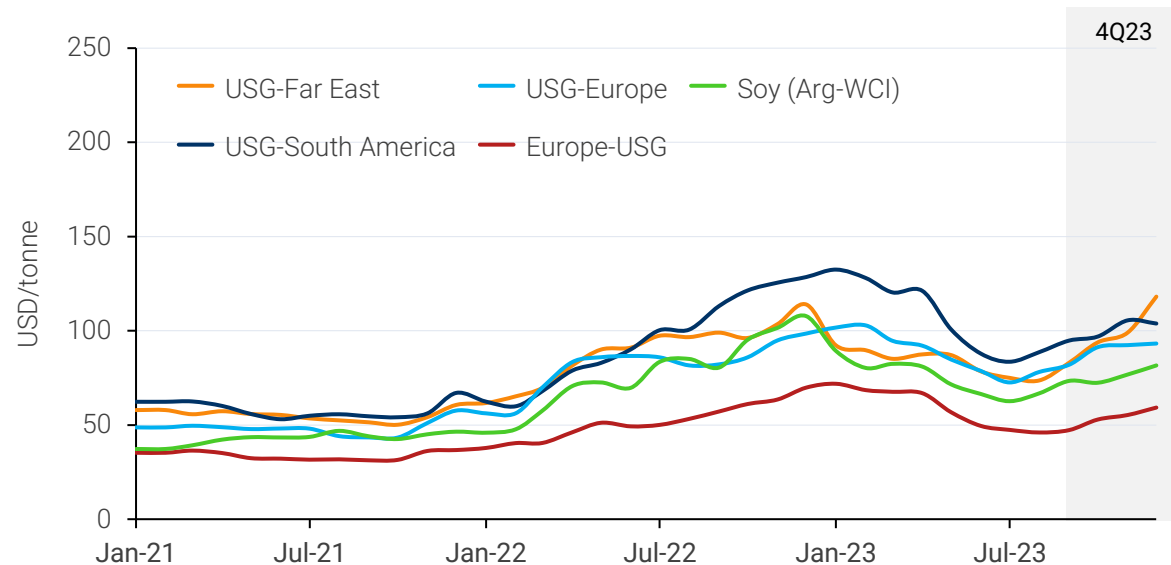
Market update and prospects

Spot markets continued to firm in 4Q23, accelerated by disruptions in trade flows

4Q23 highlights west of Suez –

- Most trade lanes west of Suez saw spot rates continue to increase throughout the quarter
- The USG-Far East saw highest increase as Panama canal congestion resulted in rerouting of vessels

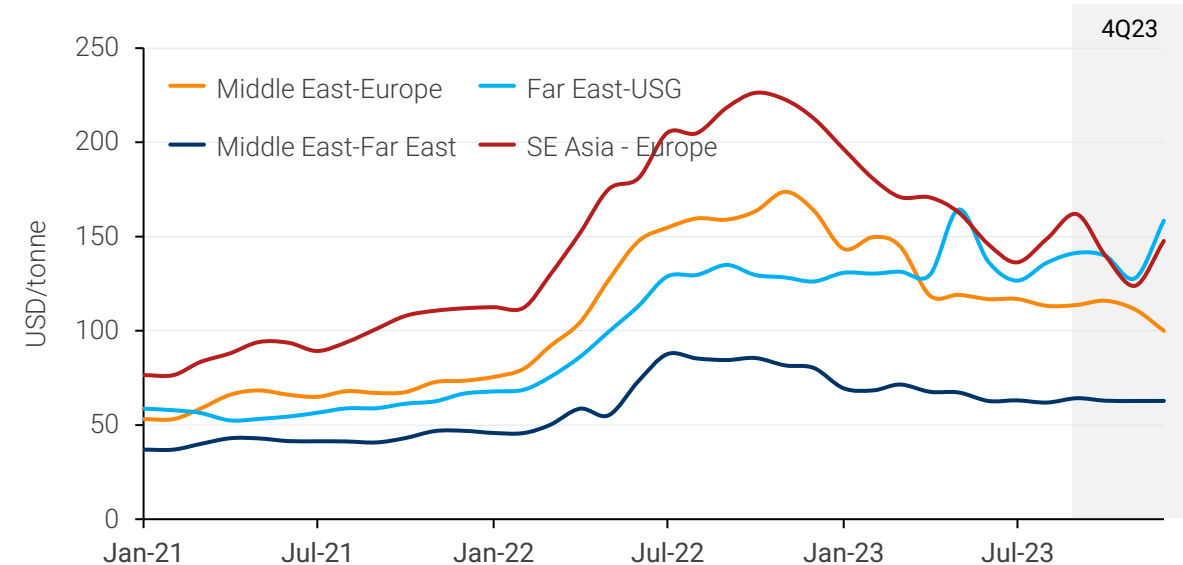
WEST OF SUEZ – CHEMICAL FREIGHT RATES, BUNKER ADJUSTED



4Q23 highlights east of Suez –

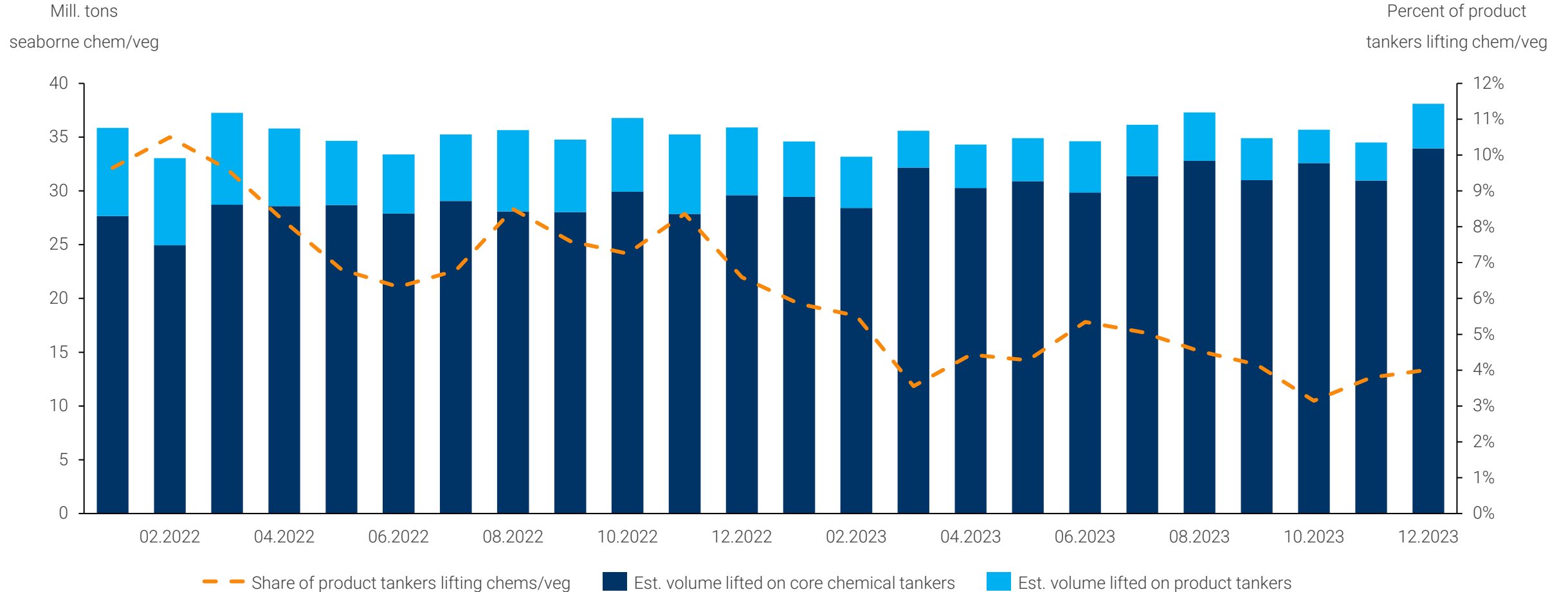
- Spot rates were negatively affected in the quarter in part due to reduced export of vegoil and lubes/base oils
- Throughout the quarter, Middle East export rates stayed stable, while Far East and SE Asia exports initially weakened then rebounded. The rates have continued to increase so far in the new year

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

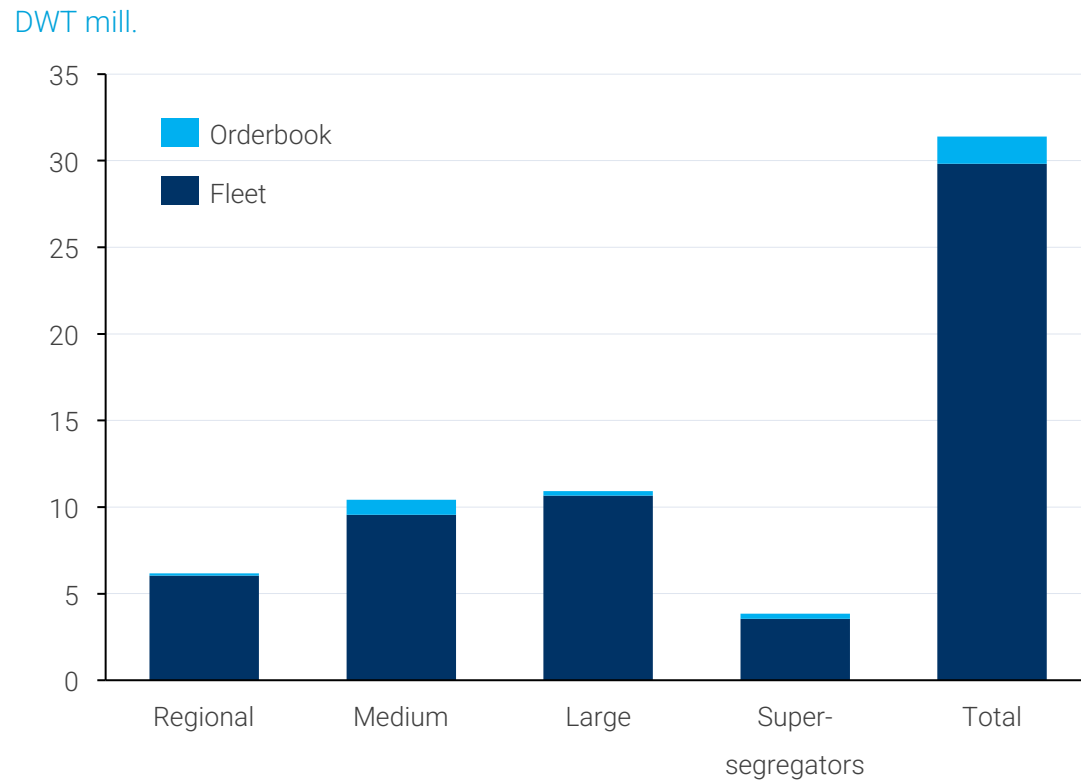


Product tanker definition: Tankers that are not defined as core chemical tankers, and that carry clean products or chemicals/vegetables

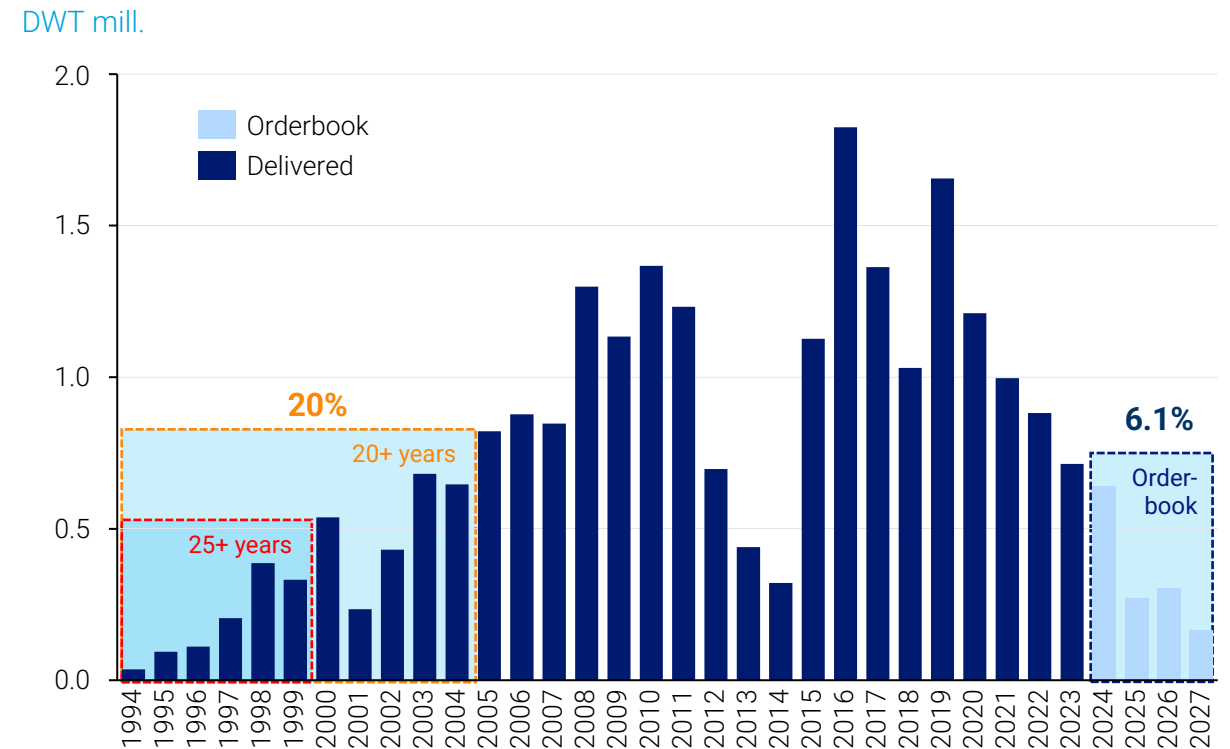
Source: Kpler, CKB Fleet, Odfjell

The orderbook remains at low levels despite recent orders, and the fleet is ageing

FLEET AND ORDERBOOK | CORE CHEMICAL TANKERS



ORDERBOOK AND DELIVERIES | CORE CHEMICAL TANKERS, DEEP-SEA



Steady fundamentals with trade flow disruptions likely to impact our market in the coming quarter

EXTERNAL FACTORS' IMPACT GOING FORWARD

MACROECONOMIC

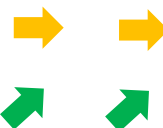
- Geopolitical tension, particularly the situation in the Red Sea, will affect our market
- Growth in GDP forecasted at 3.1% in 2024 as global economy steering towards a soft landing
- Parts of value chain currently have low inventories, indicating that destocking of pandemic inventory build-up could be coming to an end
- Global chemical production predicted to grow by ~ 3% in 2024 after mowing sideways in 2023

DEMAND OUTLOOK

4Q

1Q

- Chemical production (tonnes)
- Changed sailing patterns



SUPPLY OUTLOOK

4Q

1Q

- Chemical tanker fleet growth
- Swing tonnage impact on chem trade
- Average fleet speed



Summary

Our results

- 4Q23 was a solid quarter and concluded a record year for Odfjell

Odfjell Tankers

- Increased COA volumes and firmer spot rates countered the effect of fewer revenue days due to increased docking activity during the quarter

Odfjell Terminals

- Positive development from last quarter as Houston and Ulsan terminals experienced an increase in occupancy
- New capacity at Houston terminal scheduled to come on stream during 1Q24

Market outlook

- Volumes expected to grow in most regions, in line with GDP
- New supply from either newbuildings or swing tonnage expected to remain at historically low levels
- Current strong market forecasted to continue

Guiding

- The market balance is tight, and added inefficiencies from the challenges in the Panama and Suez canals will contribute to a high fleet utilization
- In sum, we expect our earnings to increase slightly in 1Q24



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