



Capital Markets Day

Presentation | Odfjell SE | May 26, 2025





Agenda

Odfjell SE, Capital Markets Day 2025

Time	Topic	Presenter	
10:00 – 10:20	Welcome: Keeping a steady course in an uncertain world	Harald Fotland	CEO
10:20 – 10:40	Finance update	Terje Iversen	CFO
10:40 – 11:00	Odfjell Tankers	Bjørn Hammer	CCO
11:00 – 11:15	Coffee break		
11:15 – 11:30	Market outlook	Nils Jørgen Selvik	VP Finance & IR
11:30 – 11:45	Decarbonization Journey	Erik Hjortland	VP Technology
11:45 – 12:00	Odfjell Terminals	Adrian Lenning	MD Odfjell Terminals
12:00 – 12:15	Concluding remarks and Q&A	Harald Fotland	CEO
12:15 – 13:00	Lunch/mingling session with light food		



ODFJELL

Opening remarks



Harald Fotland
Chief Executive Officer



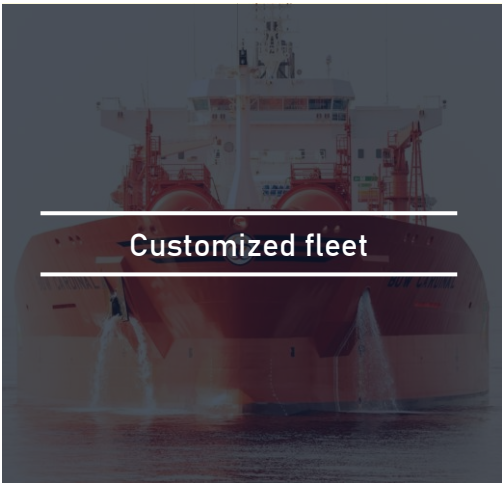
At the heart of global trade

Our core business is handling hazardous liquids – safely, efficiently and sustainably

Company highlights



Operational excellence



Customized fleet



Global presence



~2,300

Employees with top industry know-how and experience



~70

Tailored chemical tankers optimized for customers' needs



13

Offices around the world with our HQ located in Bergen, Norway

2024 Milestones

1

Celebrated our 110th anniversary



2

Reached record-low AER of 7.1



3

0 serious safety or security incidents recorded



4

Historic TCE/ day of ~\$33,500



5

FID for landmark terminal expansion in Ulsan



"Looking ahead, we will value and build on our heritage, while we capture short-term opportunities and de-risk for the long-term to ensure that Odfjell remains on solid ground in an unpredictable world."

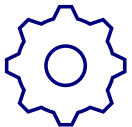
Odfjell's strategy is designed to capture the short term, and to de-risk the long term

Key guiding principles



SAFETY

We do not compromise on safety



CORE

Chemical tankers and terminals are our core business



WORLD CLASS

We have world class ambitions in everything we do



Our long term goals

SAFETY

Industry leading safety record with zero incident target

CHEMICAL TANKERS

The leader within deep-sea Chemical Tankers

TERMINALS

A growing terminal business that is robust, profitable and significant in scale

FINANCE

Positive Cash Flow across the cycles, a strong balance sheet and a competitive cost of capital

SUSTAINABILITY

Embed sustainability to gain a competitive edge in the market and drive positive change

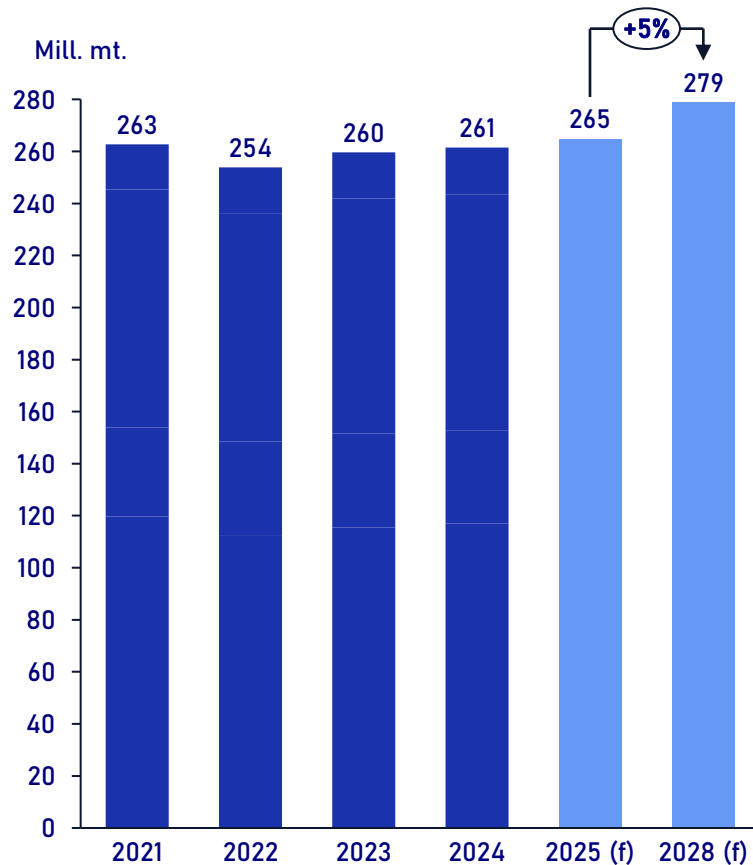
PEOPLE AND ORGANIZATION

An organization that attracts, develops and retains the best people

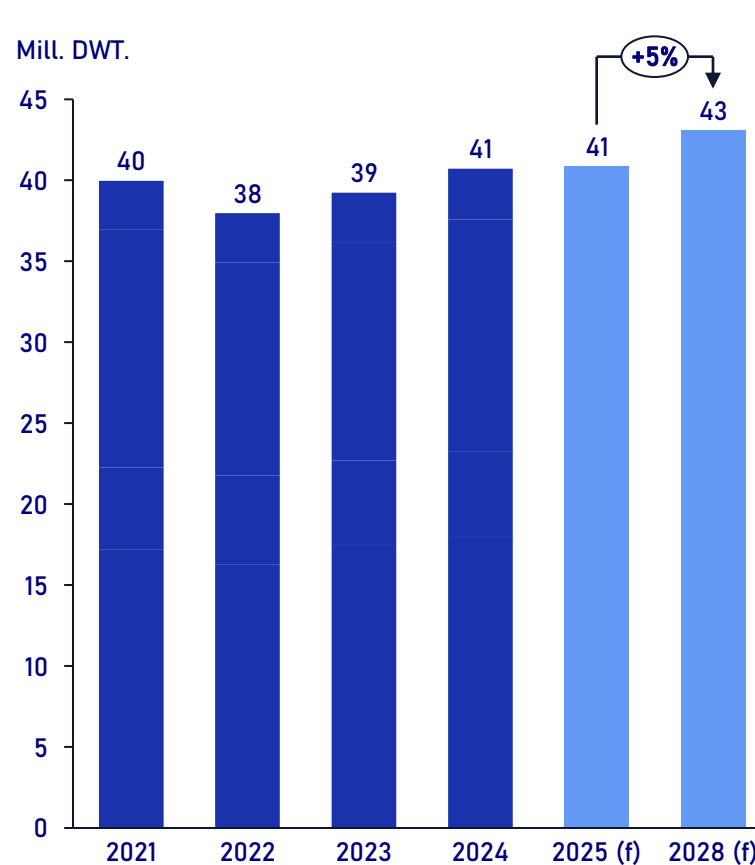
Global volumes set to grow, adding further demand for chemical tankers

Most of the products we use in our everyday life are made by using chemicals.

Global volume of chemical cargoes



Global demand for chemical tankers



Building blocks for industries, markets & consumers

... **medicines** – paint – anti-bacterial soaps –
detergents – toys – car parts – sponges – shoes –
food oil – phones – mattresses – make-up –
insulation – nail polish remover – **fertilizers**
– footballs – **pc's** – drinking bottles – plastic
wraps – face masks – cords – stockings – clothes
– **wine** – gasoline – toothbrush – tires – toner –
paper – carpets – animal fats – protective gear –
rain wear – explosives – **solar panels**
– cream – plastic gloves – electronics – bike
parts – food – kitchen utensils – garden tools –
vaccines ...



Geopolitics driving the outlook

Market development will follow the timing of various sensitive events on the geopolitical stage

Base case assumptions:

1

Shadow fleet



2

Tariffs



3

Increased U.S. port fees



4

Chemical production / seaborne transport



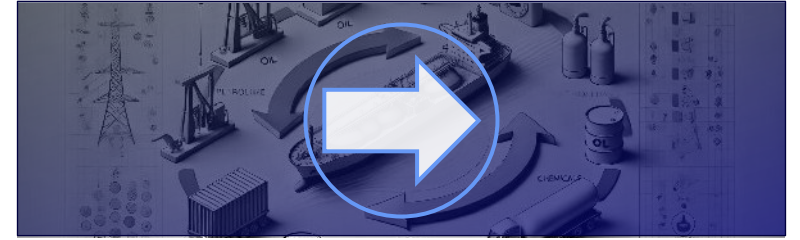
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Core chemical tanker supply



6

Swing supply



7

End of Russia / Ukraine war



8

Red Sea transit



9

Black swan?

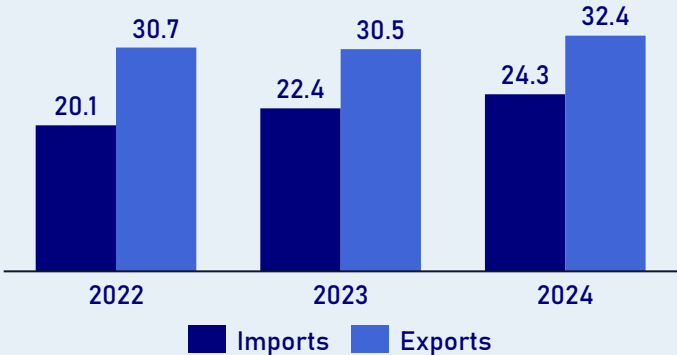


U.S. tariffs have increased trade uncertainty...

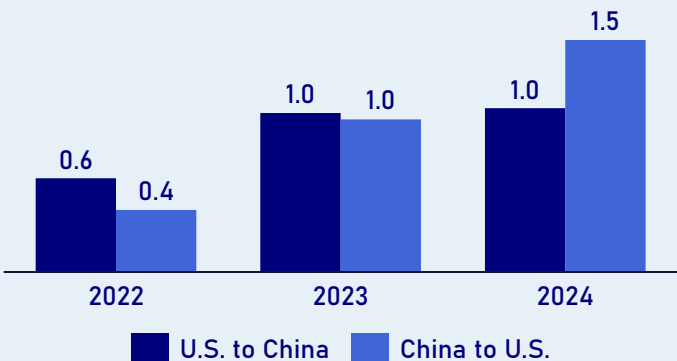
... But the U.S. benefits from an estimated \$30+ billion trade surplus tied to U.S. chemical exports

Selected U.S. tariffs ¹ (%)	
Country	U.S. tariffs
Argentina	10
Belgium	20
Brazil	10
China	104
Finland	20
Germany	20
India	26
Indonesia	32
Japan	24
Netherlands	20
Norway	15
Pakistan	30
Saudi Arabia	10
South Africa	31
South Korea	25
Spain	20
Taiwan	32
U.K.	10
Uruguay	10

U.S. seaborne chem/ bio imports & exports (MMt)



U.S. & China seaborne chem/ bio trade (MMt)



Negotiations continue amid increased uncertainty

- Tariffs have increased uncertainty, but dialogues regarding new trade deals continue with final tariff levels yet to be determined.



Macroeconomic impact

- Global GDP projections have been revised downwards since the announcement, which could impact chemical demand.



Potential impact on trade flows

- Trade between the U.S. and China has been reduced, while other outcomes will depend on eventual trade deals.



Potential impact to Odfjell

- While uncertainty weighs on sentiment, Odfjell's global footprint limits exposure to U.S.-China trade, with other disruptions hinging on future trade agreements.



Odfjell works tirelessly to minimize impact.

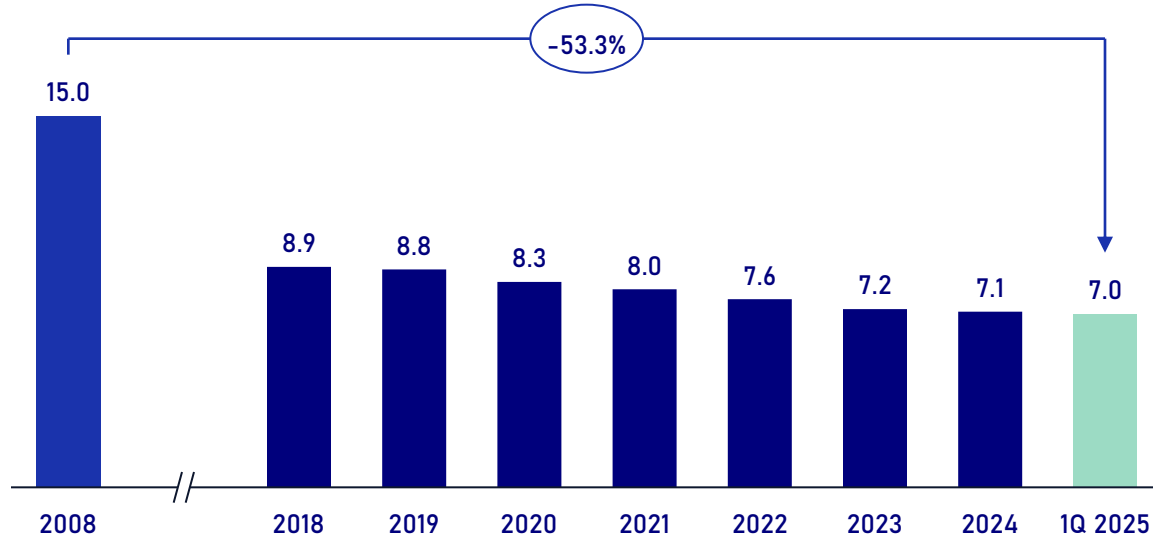
- Odfjell works continuously to minimize the impact of tariffs on our business, in close collaboration with stakeholders.



Odfjell's journey towards sustainability is advancing well

Continued investments in green technology have made Odfjell a leader within sustainability

Odfjell is on a continued downwards AER trajectory



Bow Olympus demonstrates leading position within sustainability



- Odfjell's latest technological advancement was the installation of bound4blue suction sails on Bow Olympus.
- Achieved an improvement of 85% in GHG intensity through wind-assisted propulsion and a certified sustainable 100% biofuel.
- Milestone voyage proving how existing technologies and fuels can be paired to accelerate deep-sea shipping's transition to net zero emissions.

Achievements – Bow Olympus¹



85%

Cut in GHG intensity



15 tons

CO₂ emission reduction per day



25 years

Ahead of IMO targets²



15 – 20%

Improved energy efficiency from sails



Rest assured, Odfjell keeps a steady course

Our organization has captured the upside of the beneficial market fundamentals, leading to record strong results and dividends

We have built resilience for the future through strengthening of our balance sheet and a significant improvement of the COA portfolio

We continue to grow our fleet in a capital light way

Odfjell Terminals deliver stronger results through organic growth and performance improvement initiatives, with locally funded expansions



ODFJELL

Finance



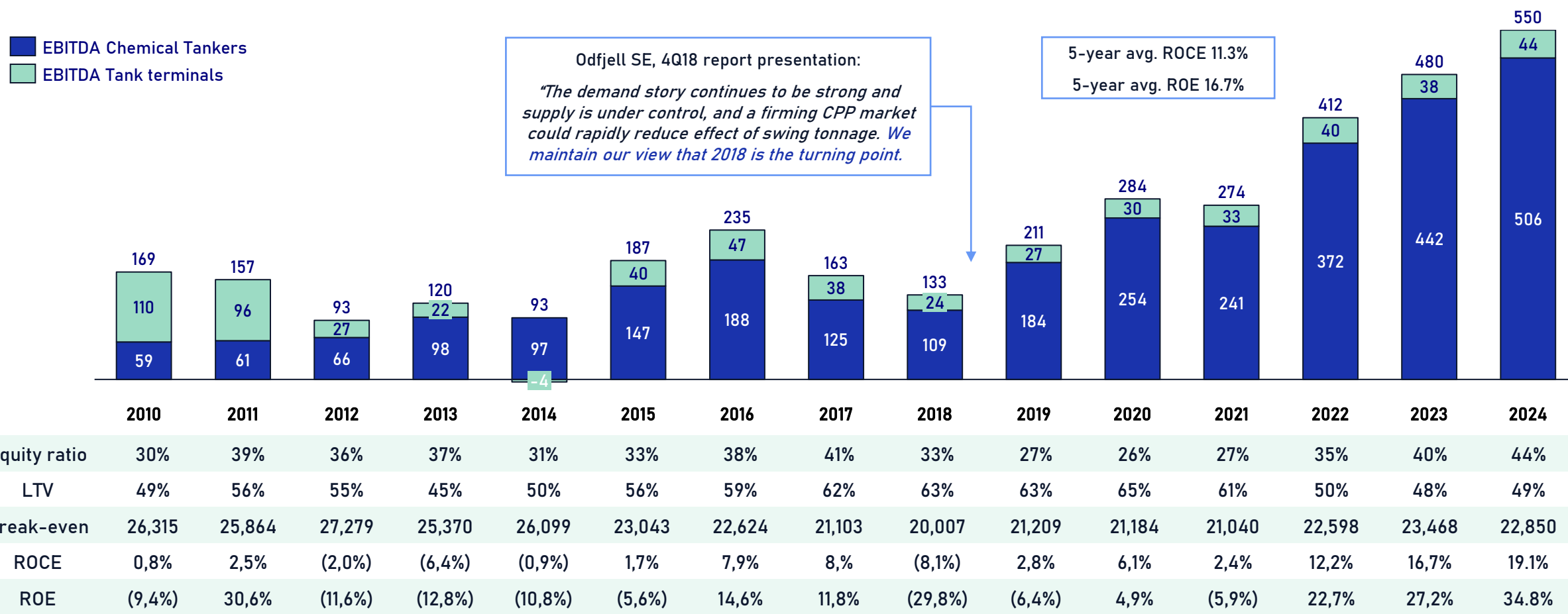
Terje Iversen
Chief Financial Officer

757

Capturing the current strong chemical tanker market strengthening our financial position

"Our strategy is designed to **capture** the short term, and to **de-risk** the long term"

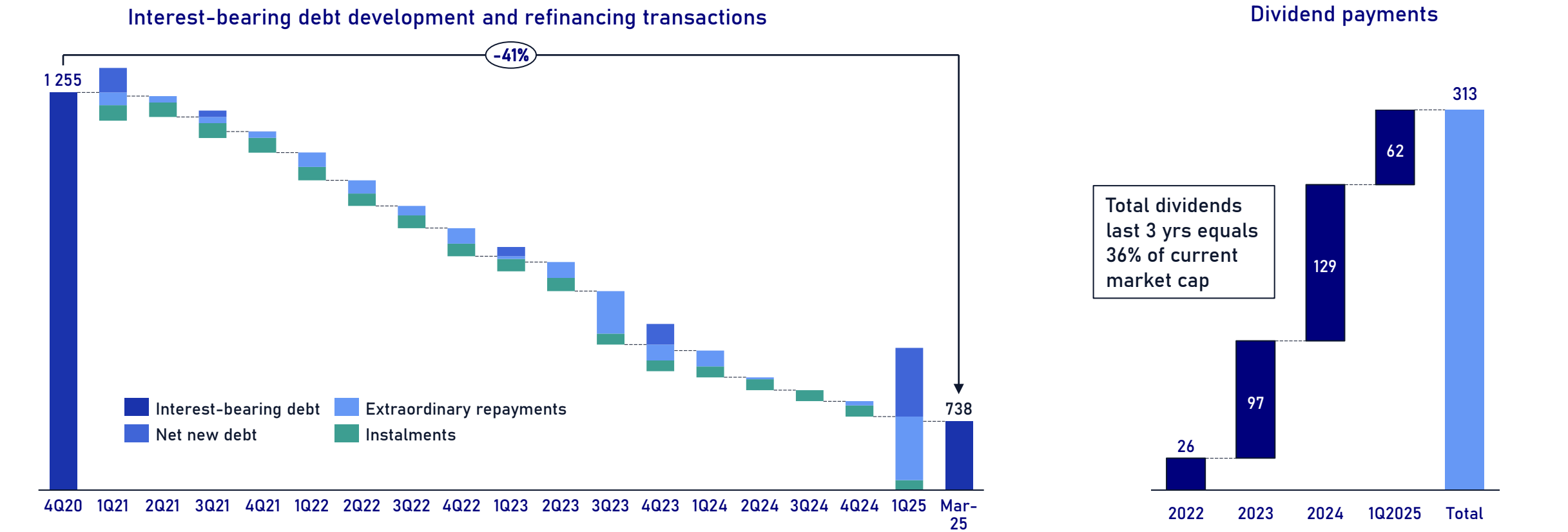
Thanks to improved earnings and capital discipline our financial position has improved substantially



Note: Chemical Tankers EBITDA from 2019 include effects from IFRS16. Adjusted for these effects, EBITDA would be USD 128m in 2019, USD 187m in 2020, USD 167m in 2021, USD 300m in 2022, USD 365m in 2023 and USD 386 in 2024

Significant repayment of debt has strengthened our balance sheet, while steadily returning funds to our shareholders

Total debt reduced by >USD 500m since the delivery of last newbuilding in 2020, in parallel >USD 300m has been paid in dividends



- Odfjell's dividend policy is to pay out 50% of net income adjusted for extraordinary items semi-annually. The policy is designed to deliver predictable and sustainable dividends going forward.



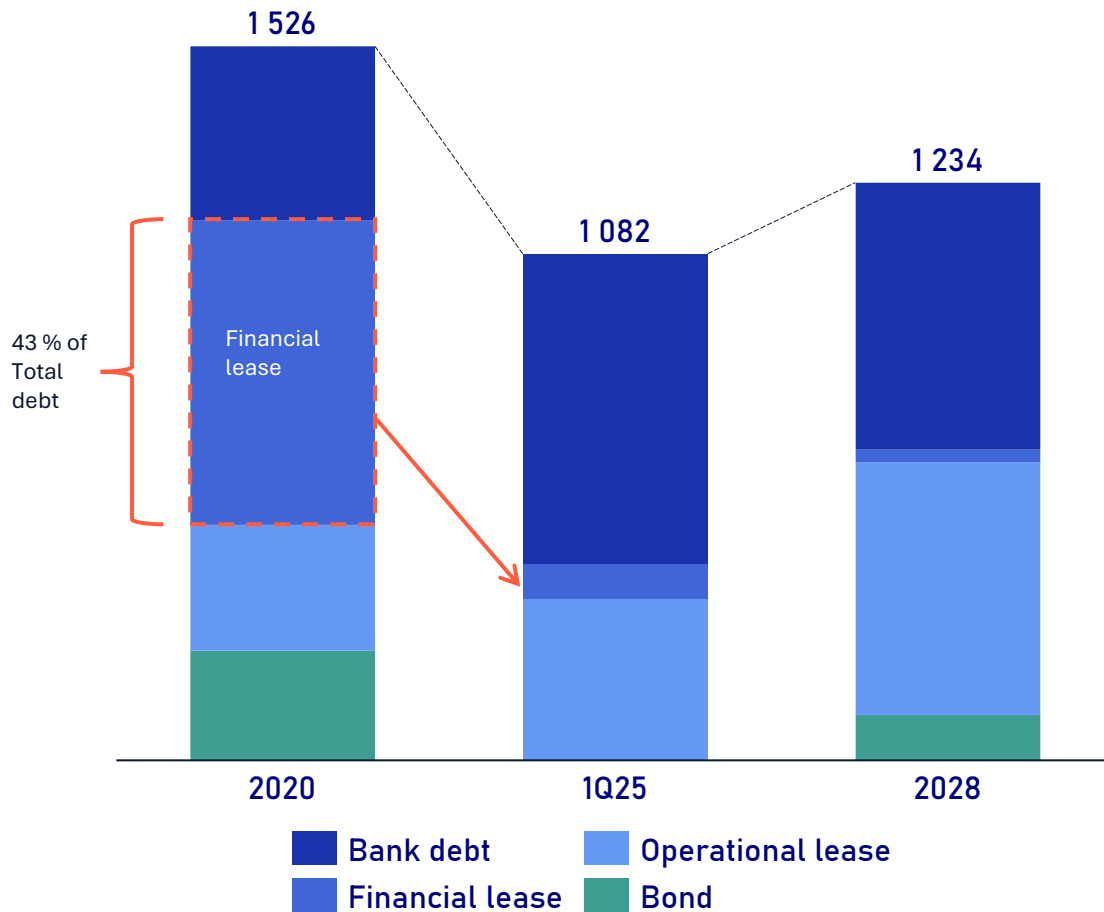
Solid access to capital at competitive terms

Odfjell capital structure 1Q25 with 2Q bond issuance completing repricing of Odfjell as a solid credit case

	Size \$m	% of cap. structure	2018 % cap. structure	Cost per day	Competitive pricing	
Bank debt	662	33	21	8 247	✓	<ul style="list-style-type: none"> • Increase in bank debt to overall capital structure • Competitive pricing and market terms • Solid interest from top-tier shipping banks • Overcoming age and profile restrictions
Lease debt	77	4	21	10 130	✓	<ul style="list-style-type: none"> • Reduced exposure after buyback transactions • Competitive pricing on new opportunities • Currently only Japanese lessors in portfolio • LTV ~37 % and flexible call-option structures
Bond debt	97.1	-	13	313	✓	<ul style="list-style-type: none"> • One outstanding issue as of June 2025 • NOK 1,000 mill swapped to USD 97.1 mill • Lowest credit margin for a 5Y shipping issue since 2014 • Proven attractive option for access to growth capital
TC/BB contracts	344	17	12	11 174	(✓)	<ul style="list-style-type: none"> • Increase of TC contracts to portfolio • Market pricing, trending up • Attractive access to Japanese new built tonnage
Equity	907	46	29		(✓)	<ul style="list-style-type: none"> • Price/book below 1x • Growing number of shareholders • Share liquidity still a focus area

A changing debt capital structure – from lease to bank

Financial lease has been significantly reduced in recent year, repaying our final two Chinese financial leases in 1Q25

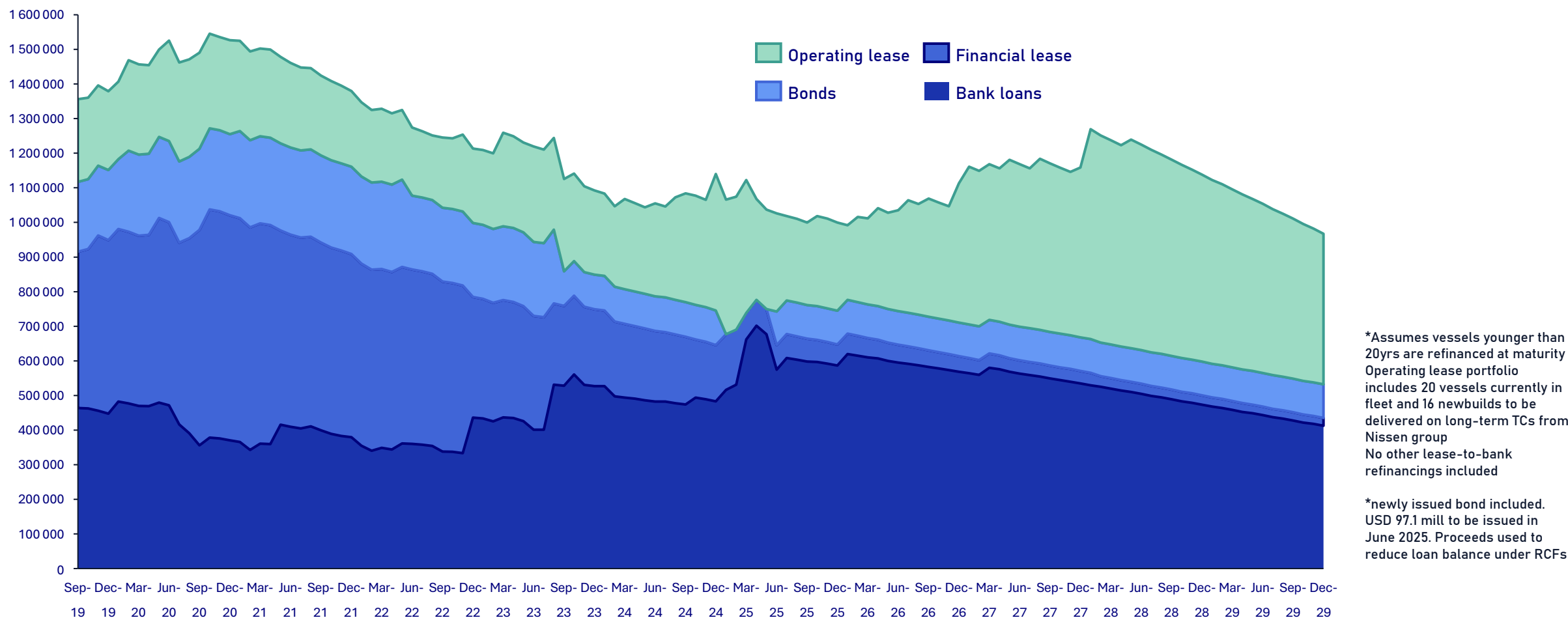


- Over the last 5 yrs we have reduced financial lease significantly and increased bank debt
- Our average cost of debt (excluding benchmark rates) has reduced from an average of 3.18% p.a. in 2020 to 1.98% p.a. for 1Q25
- Between 2020 and 1Q25 LTV improved from 65% to 44% and equity ratio improved from 26% to 44%
- Operational lease relative share will grow as we take delivery of 18 newbuilds on long-term TCs, Right-of-use debt is set to increase from USD 344 mill in 1Q25 to USD 504 mill YE28
- Existing TC fleet accounted for ~25% of revenue days LTM, while delivering ~35% of our cash flow
- Odfjell has in recent years been successful in acquiring operational lease vessels based on attractive purchase options and financing these through bank

A changing debt capital structure, cont.

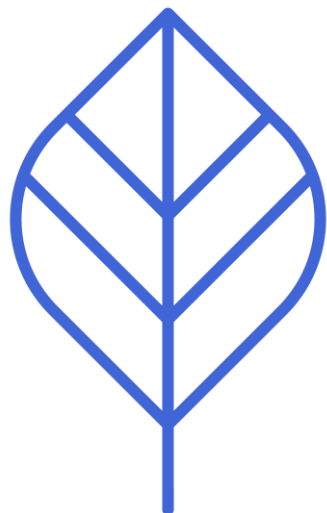
From financial lease to bank, new bond loan, and an increasing TC fleet

Total Interest-bearing debt development with IFRS16 newbuilding deliveries (USD 1000)



Odfjell has a leading position within sustainable finance

All our bank debt facilities has incorporated a sustainability adjustment which can be utilized once converted, and we will continue to explore opportunities within sustainable and green finance



- Sustainability-Linked Framework dated 2020. KPI performance instrument linked to Odfjell's fleet AER. Targeting a reduction of 50% of absolute intensity by 2030 compared to Odfjell's own baseline in 2008. Likely to update with new Framework by year-end 2025 to align with IMO's ambitions.

First of its kind for the International shipping industry and for the Nordic region across all industries.

- Transition Finance Framework dated 2024. Use of proceeds instrument providing a holistic approach to transition investments towards 2050. Financing directly linked to investment which will help limit temperature increase to 1.5°C and support our climate targets.

First of its kind in the Nordic shipping industry

Frameworks

2 

Sustainability-linked debt (million USD)

385 

Transition Finance debt (million USD)

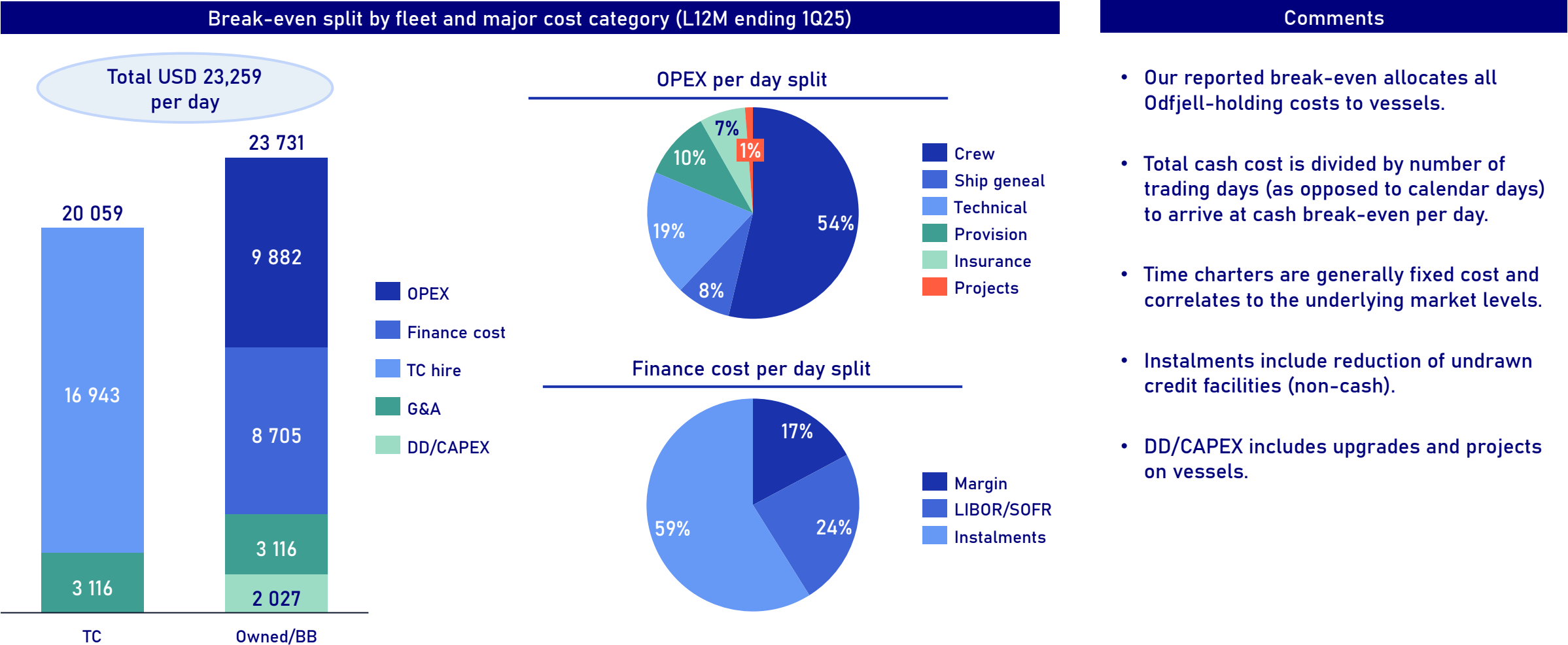
30 

% ESG labeled finance of total IBD

56% 

Inflation and higher interest rates has been challenges, but reducing break-even to sustainable low-cycle levels is still a key goal

Going forward our cost for TC vessels will increase as vessels conclude at a higher point in the cycle are delivered, yet average hire for the TC fleet is forecasted to remain below break-even target

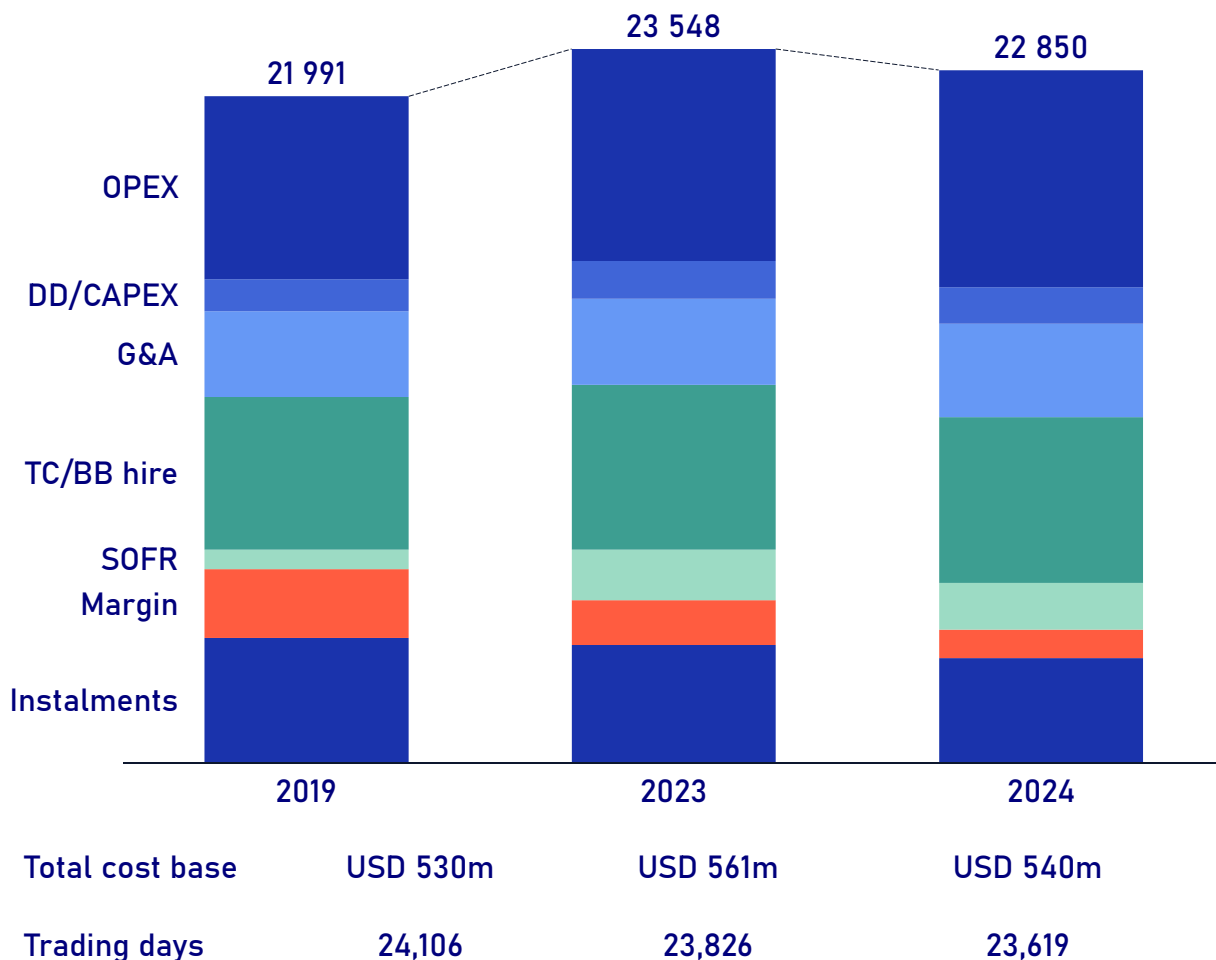


Notes:
G&A split equally across TC and Owned/BB fleet
Financing cost includes 100% of bond expenses



Reducing break-even on chemical tankers is still a key goal

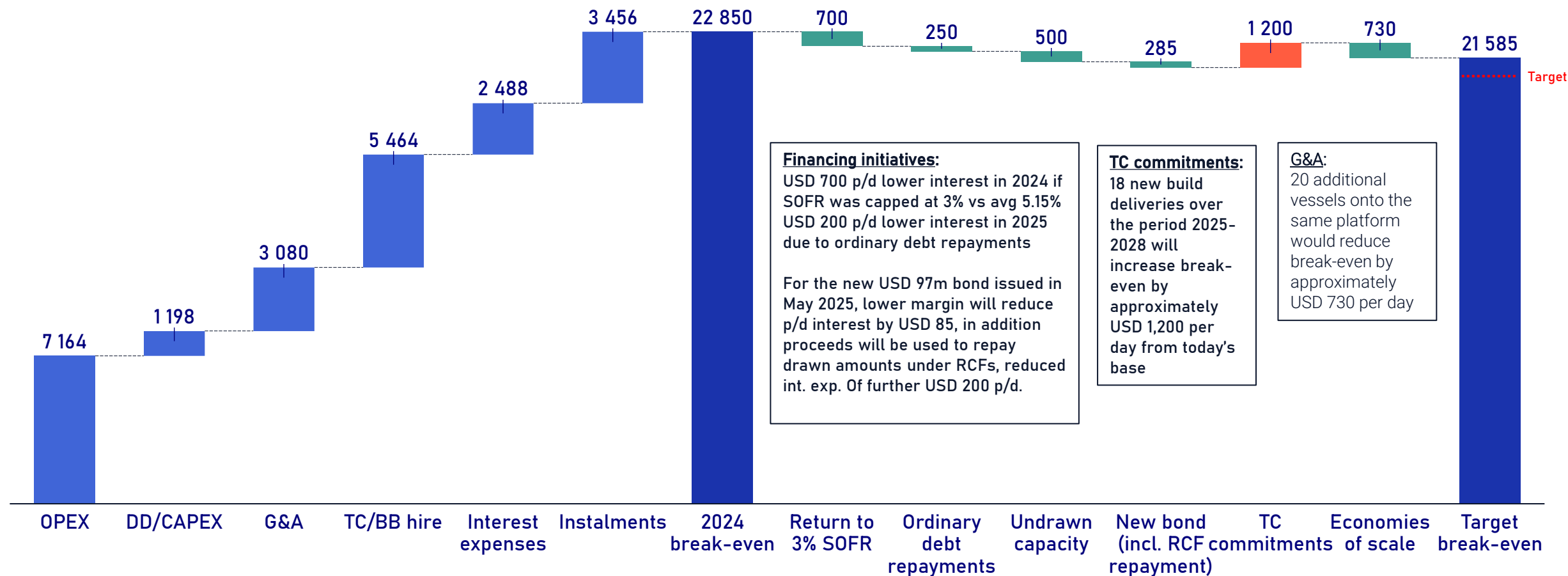
Completed most financing initiatives, going forward growing our fleet to unlock economies of scale is key



- Break even-has been reduced y-o-y by approximately USD 700 driven by reduced margins and instalments on interest bearing debt
- Longer term, break-even remains above 2019 level as we have seen cost inflation in particular on OPEX which explains approximately USD 1,100 per day
- Time charters are generally fixed cost and reflects underlying markets
- As we have refinanced many of our financing facilities at improved terms and repaid interest-bearing debt, interest expense and instalments have come down with approximately USD 1,100 per day in 2024 compared to 2023 and 2019.
- From 2019 to 2023 increase in benchmark rates countered the effect of improved terms from refinancings and resulted in a stable overall interest expense
- Instalments have been relatively stable as we continue to repay debt, however we can add back approximately USD 500 per day that is non-cash (reduction in undrawn on revolvers)

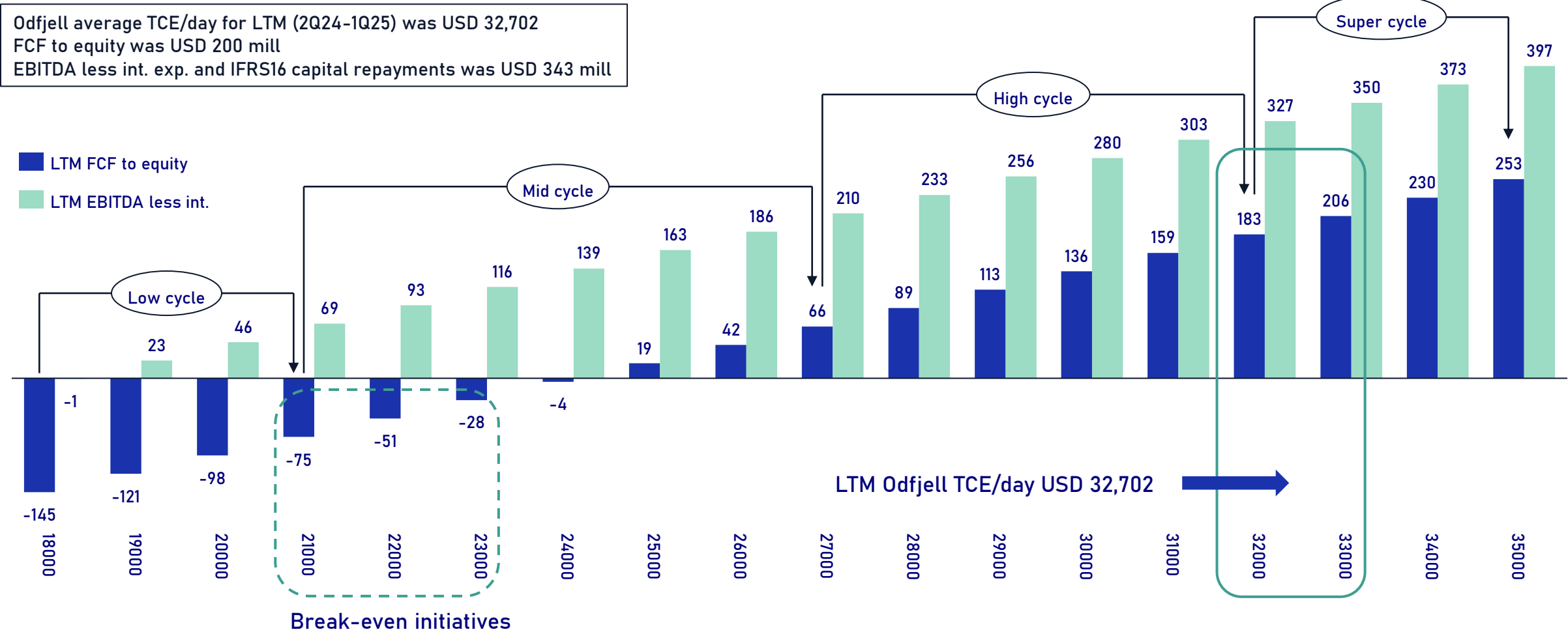
A path to achieving our break-even target

Reducing our break-even is realistic, although reaching our target of USD 21,000/ day is challenging in the near term



Strong free cash flow from current cost base

FCF to equity potential and EBITDA less interest expenses at various points in the cycle



Notes:

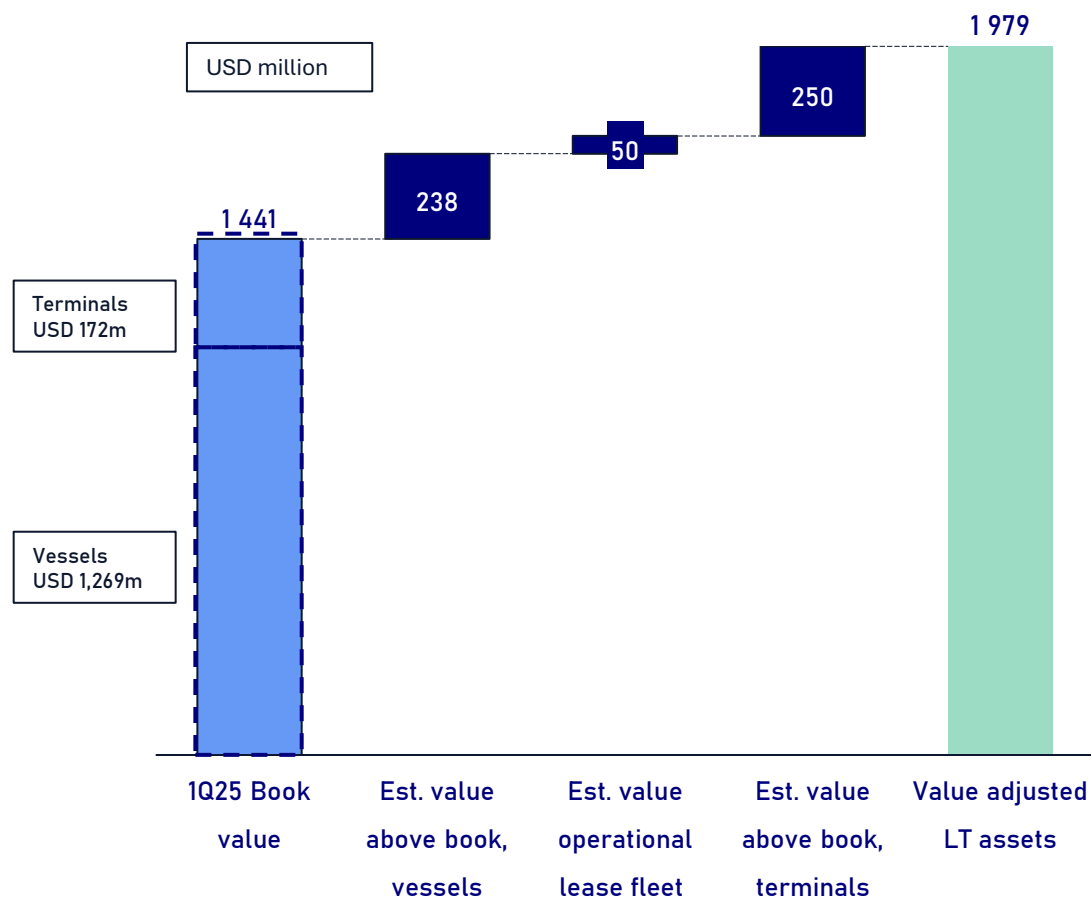
LTM FCF to equity includes LTM cash from operations less dry dock expenses, IFRS16 capital repayments and scheduled instalments on loans and leases. Change equals USD 23.4m per USD 1,000 change in TCE per day

LTM EBITDA includes LTM EBITDA less net interest expenses and IFRS16 capital repayments. Change equals USD 23.4m per USD 1,000 change in TCE per day



Estimated NAV with ample headroom to current share price

Estimated market value for our vessels and terminals indicate a NAV per share of ~NOK 186, while current market cap is below book value



Fleet valuation

- Based on YE24 broker indications, conservatively adjusted down 10%
- Implies excess fleet value for owned and financial lease vessel compared to book of USD ~238 mill.
- Internal DCF based valuations support these values
- A conservative value of USD ~50 mill assigned to time charter agreements for operational lease vessels currently in the fleet, based on implied TC hire rates for charterparties in current market

Terminal valuation

- Based on Odfjell's share of JV terminal's EBITDA
- Implies excess value for terminal investments of USD ~250 mill above book

Net asset value per share

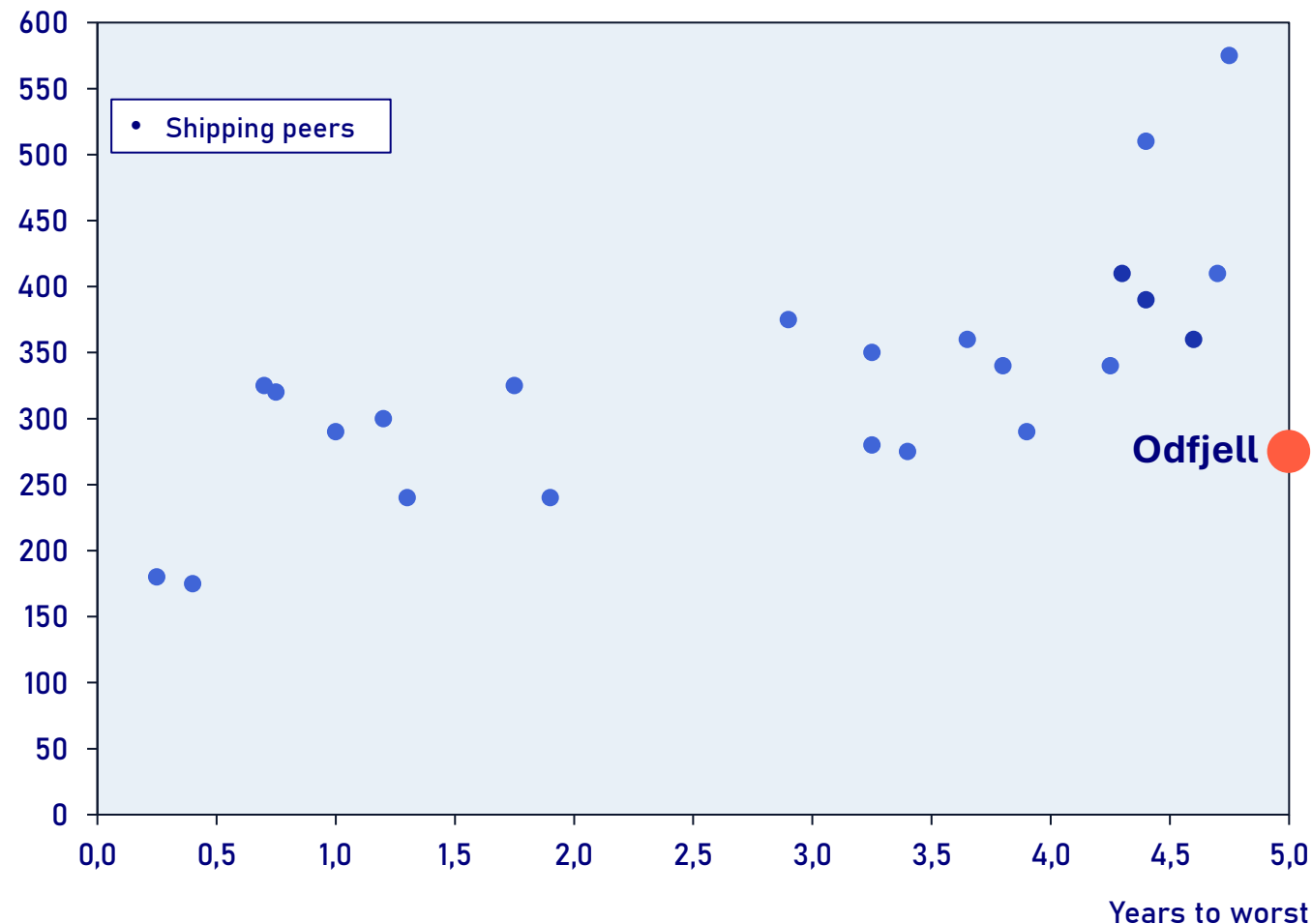
- Value adjusted equity of USD 1,439 mill, implies excess value of USD 532 mill compared to book equity
- Per share NAV of NOK 186 (based on USDNOK exchange rate of 10.20)

Successful issuance of NOK 1 billion senior unsecured bond

Record tight credit margin, and limited running cost for Odfjell when optimized with existing revolving credit facilities

- NOK 1 billion priced at NIBOR + 275 bps, swapped to USD 97.1 mill
- Attractive long-term funding with added flexibility through potential tap issues and call structure.
- The bond was subscribed for by (predominantly) institutional Nordic credit investors likely to continue to support Odfjell going forward.
- Strong price point to base potential future bonds and tap issues on.
- The proceeds will serve as added liquidity buffer for Odfjell, and through repayment of drawn amounts under existing revolving credit facilities (amount that may be re-drawn later) the all-in net cost for the bond is estimated at ~2.5% p.a.

Mid spread to worst (NOK)



ODF share price has declined in line with sector, dividends support satisfactory return

ODF

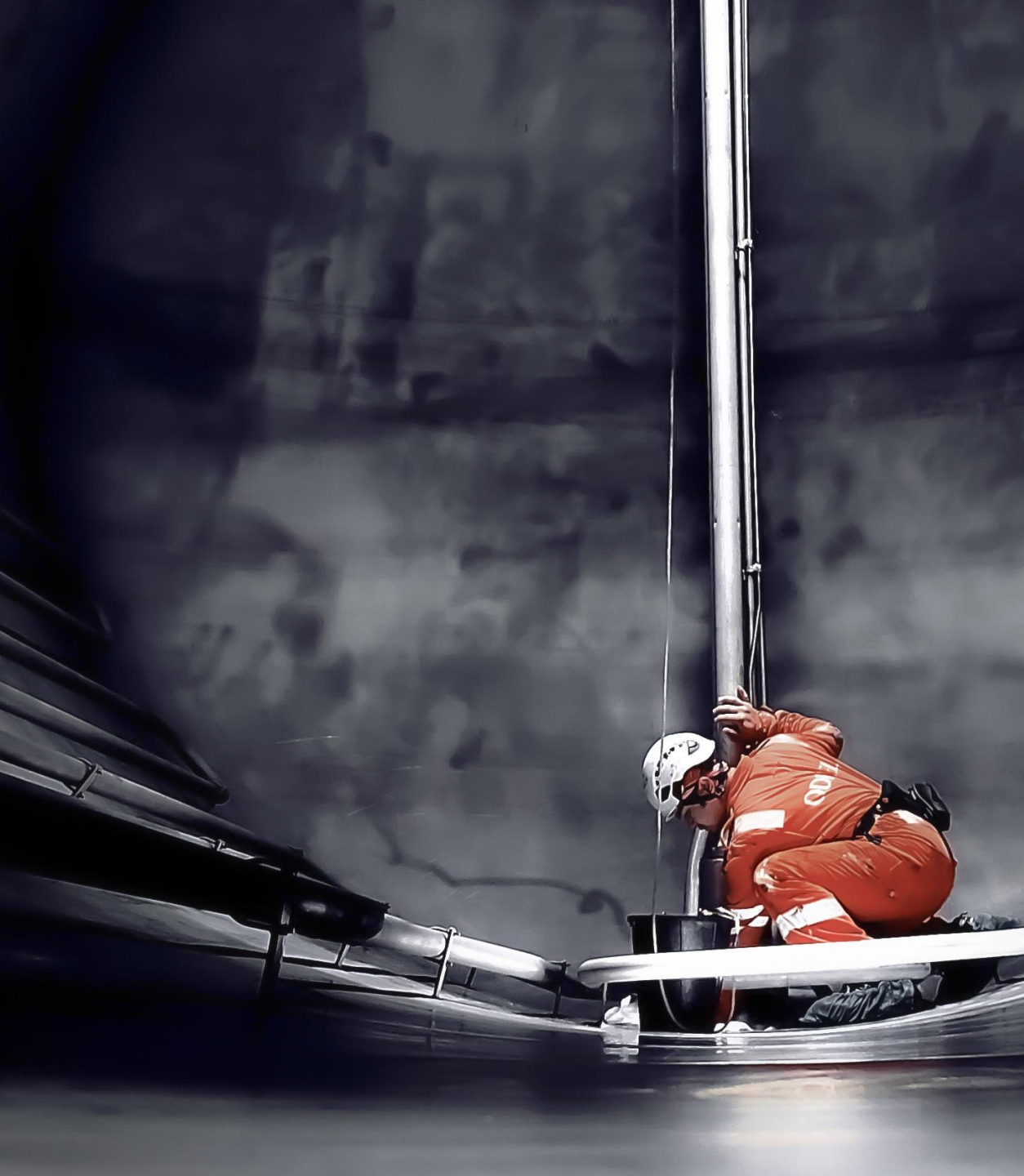


- Despite 7.8% decline in share price, ODF (A) share total return of 15.3% since start of 2024.
- Eight equity analysts cover the Odfjell share, seven buy recommendations and one hold, with an average share price target of NOK 137

Volume and Price/Book ratio



- Volume has picked up, but improving share liquidity is still a focus
- Average daily volume YTD25 of 69k shares versus 62k in 2024 and 33k in 2023
- Number of shareholders have increased LTM with ~1000 to above 4,000



Delivering on our finance strategy

- We have utilized a strong market in recent years to strengthen our balance sheet and return funds to shareholders
- Strong capital discipline, excess funds are earmarked dividends and debt repayments
- We have been successful in optimizing our debt structure with access to a wide variety of funding sources and competitive cost of capital
- We have a balance sheet that can accommodate growth opportunities. Leverage can be increased at all parts of our capital structure
- Capital light growth through increasing TC fleet offering flexibility for balance sheet optimization
- Equal treatment of shareholders is important, and we favour dividends over share buybacks



Odfjell Tankers



Bjørn Hammer
Chief Commercial Officer



Odfjell Tankers

A leading operator in deep-sea transportation of liquid specialty cargoes

- ✓ Modern and fuel-efficient fleet, mostly stainless steel
- ✓ Global presence across all major deep-sea chemical trade routes
- ✓ Proven capability in managing highly complex chemical cargo operations



~70 Number of vessels in operation



2.5 Total dwt capacity (million)



~70 Number of contracts



13.1 Volume shipped (million tons)



2 190 Number of port calls



400+ Number of chemical/products

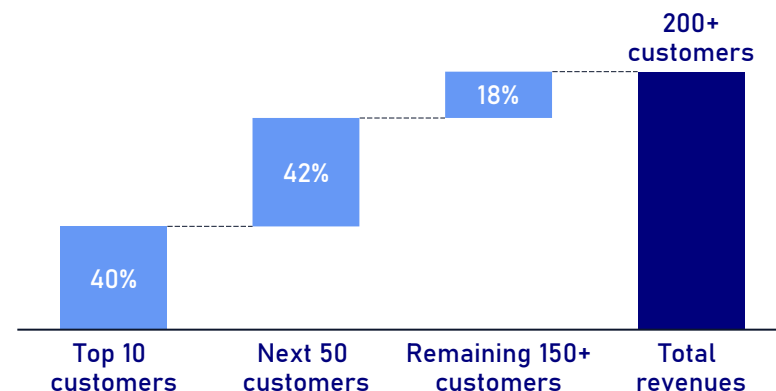
The Odfjell Trade



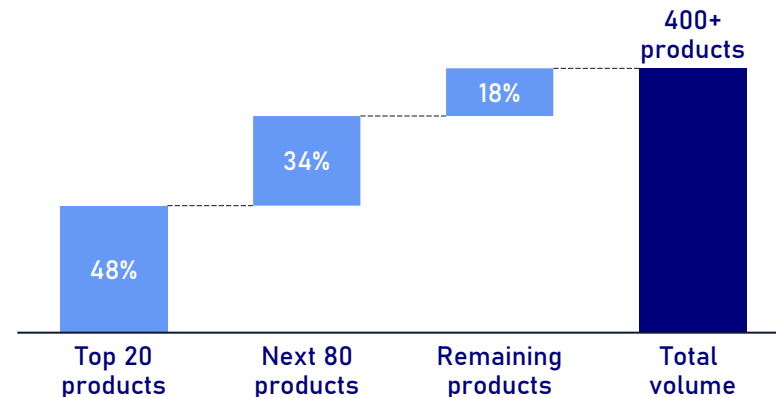
We are diversified despite the specialized nature of our market

Odfjell's broad customer and product base limits concentration risk

Balanced exposure across 200+ customers...



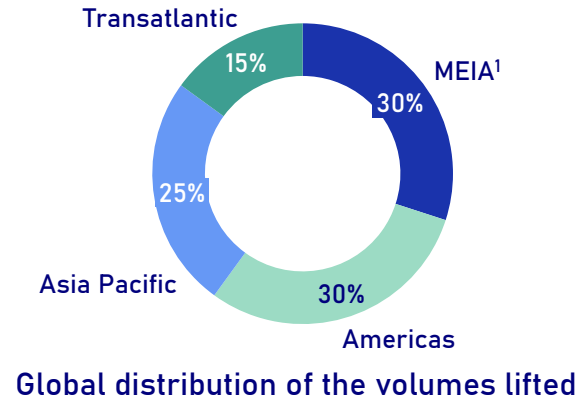
Broad diversification across products...



...Serving leading companies across the globe



... with varied coverage in all regions

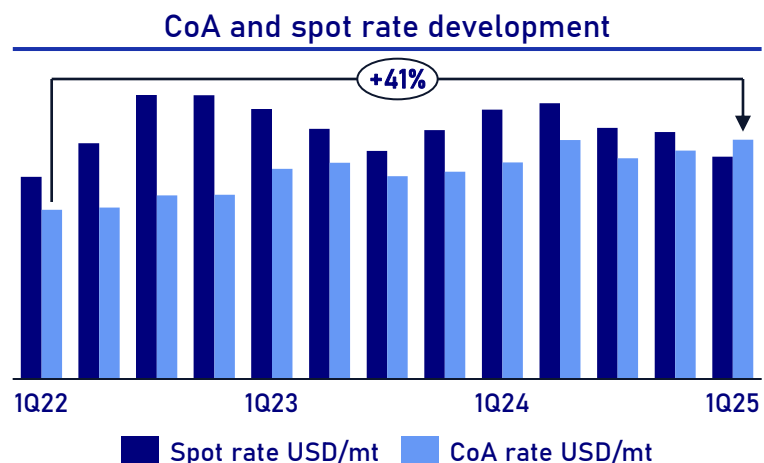
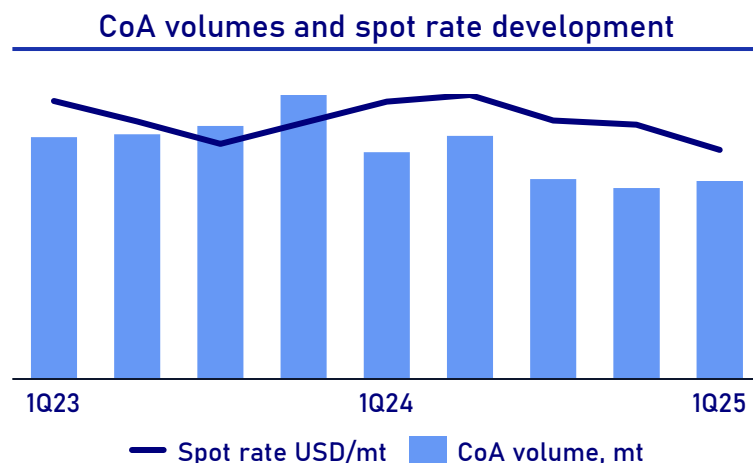
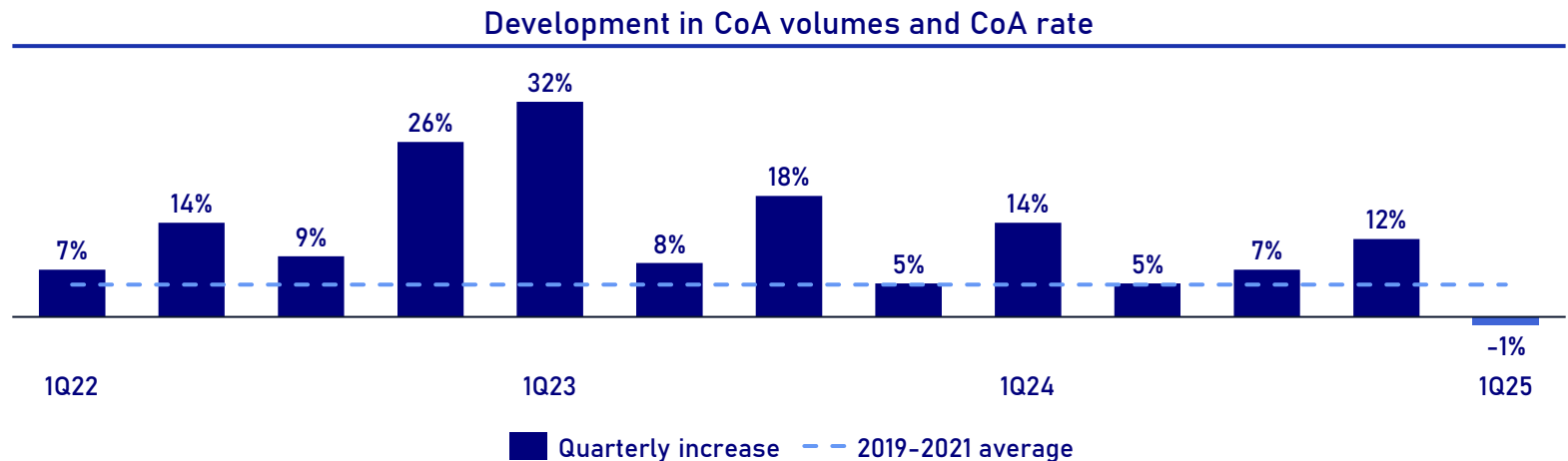


Comments

- Odfjell benefits from a wide customer base of over 200 customers, comprising a balanced mix between large, medium and smaller customers.
- Our customers include many of the world's leading companies within their respective field and are located all across the world.
- From a history of more than 110 years of operations, Odfjell has developed deep relationships and great understanding of our customers' business, enabling the company to offer first-class service.
- Company's product mix is highly-diversified and consists of more than 400 different products, varying from some of the world's most hazardous liquids to edible oils.
- Our business is evenly spread across the globe.

Resilient contract portfolio despite spot rate decline

Contracts are anticipated to be agreed at similar levels going forward despite substantial boost over the last years

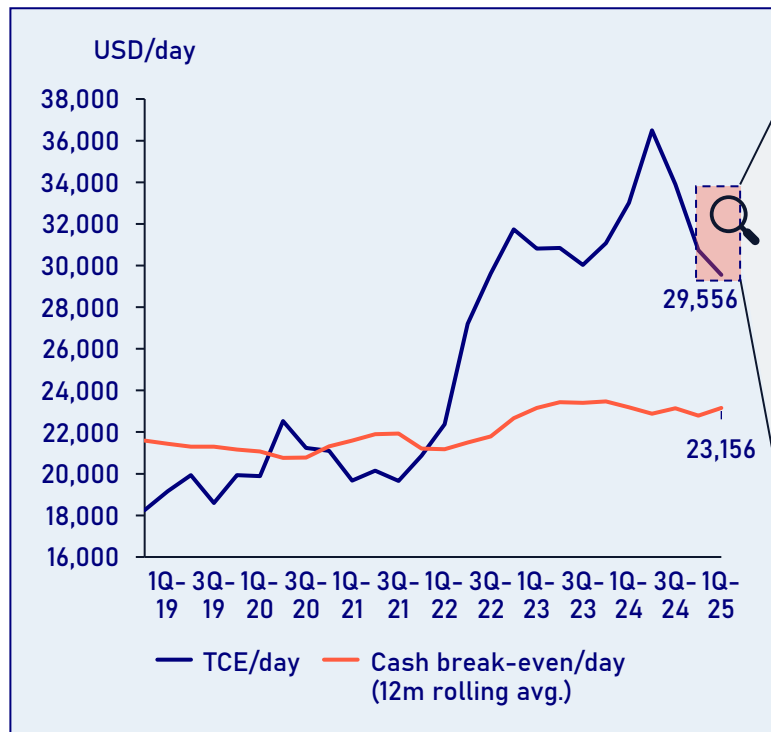


- Comments
- Odfjell has capitalized on a historically strong market, which has yielded substantial growth in the company's CoA rates over the last years.
 - CoA rates have increased significantly and were up 41% over the last three years in the first quarter of 2025.
 - Despite the recent volatility experienced by the markets, the chemical tanker market is supported by continued global economic growth projections and increased seaborne chemical trade.
 - Current market fundamentals and consolidation of the chemical tanker market expected to result in sideways movement in the CoA rates over the coming period.
 - Although spot rates have declined, volumes remain steady and CoA rates are resilient. CoA performance continues to deliver solid results.

TCE remains at elevated levels despite volatile geopolitical environment

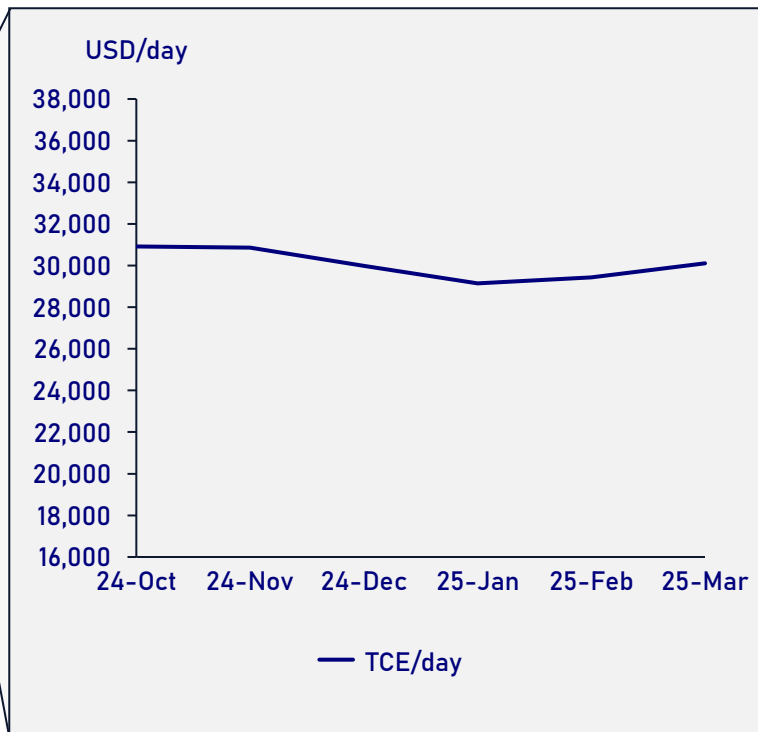
Company earnings are still at historically high levels despite market softening due to increased uncertainty

Odfjell Chemical Tankers TCE/ day vs. break-even



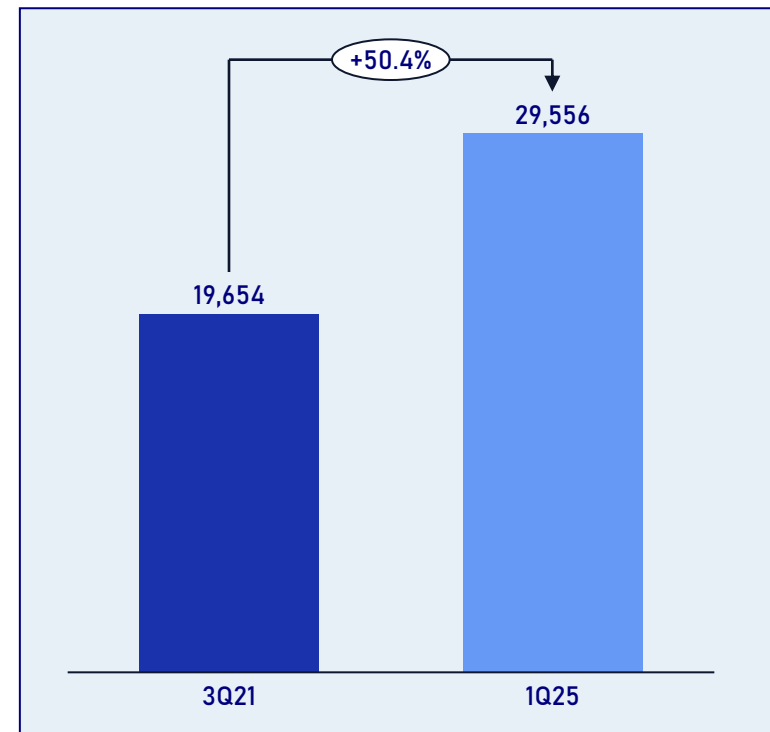
Earnings remain significantly above break-even level despite drop from peak

Odfjell Chemical Tankers TCE/ day (L6M)



TCE/ day has steadied recently reflecting market stabilization amid global volatility

TCE per day development since cycle start (USD/day)



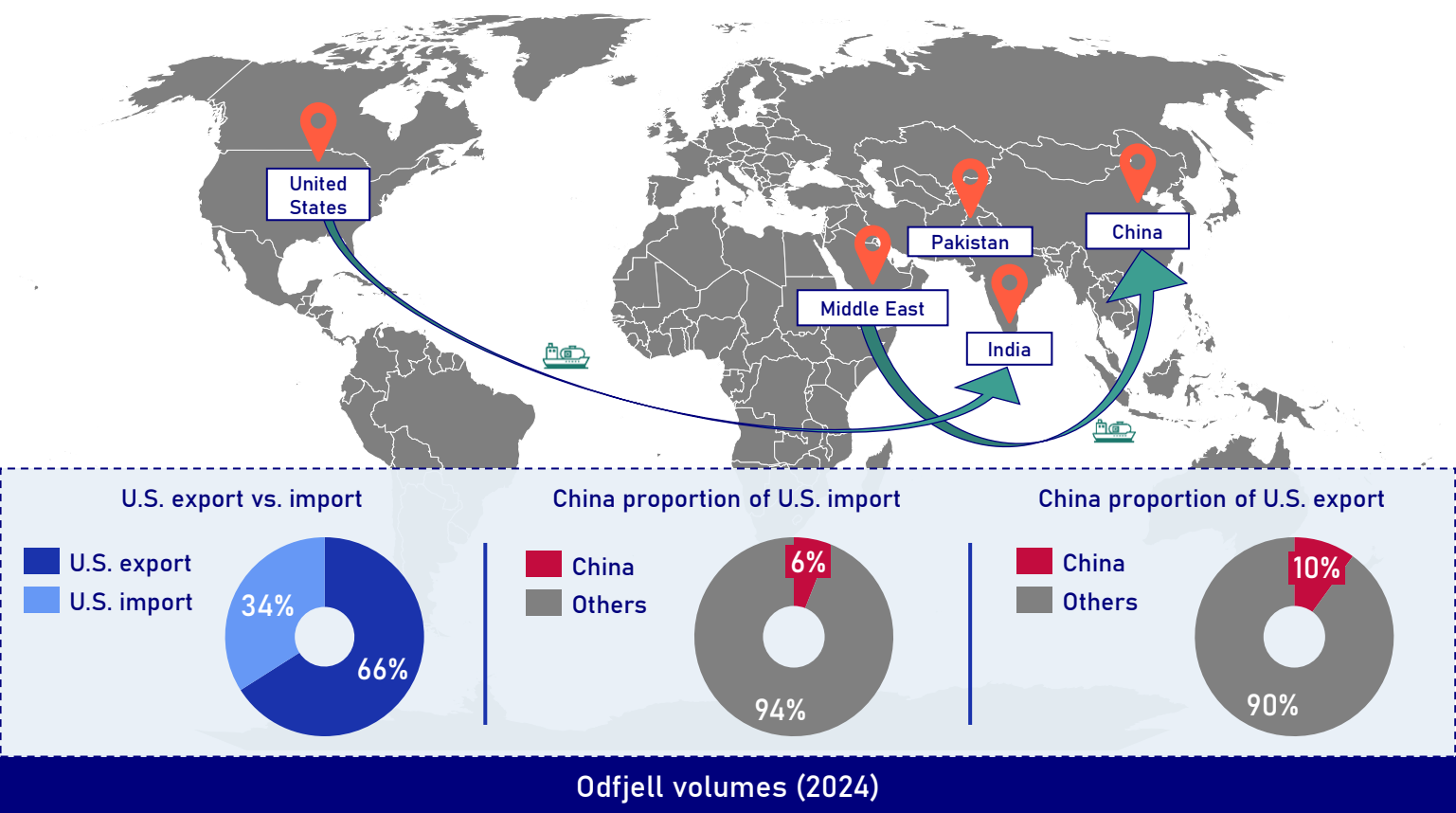
Chemical tanker earnings are still at robust levels compared to before cycle

Impact from tariffs is limited

While the U.S. is a key market for Odfjell, the impact to our business has been contained

Tariffs have started to alter trade flows between U.S. and China, but disruption to Odfjell is manageable

Comments



- U.S. accounts for around 25% of global chemical tanker ton-miles, divided between 13 - 15% exports and 10 -12% imports.
- America is Odfjell's single most important market with significant amount of trade in the region.
- Tariff impacts on Odfjell's trade flows have been limited to date, primarily affecting U.S. exports to China—now redirected to other Asian markets—while China sources volumes from the Middle East.
- Exports from the U.S. account for a significantly larger share of Odfjell's regional business than imports, with outbound volumes nearly double those of inbound.
- Direct exposure to trade between China and the U.S. is low.
- Impact from tariffs could be significantly higher if other countries retaliate in the future, but trade deals appear to be most likely outcome.

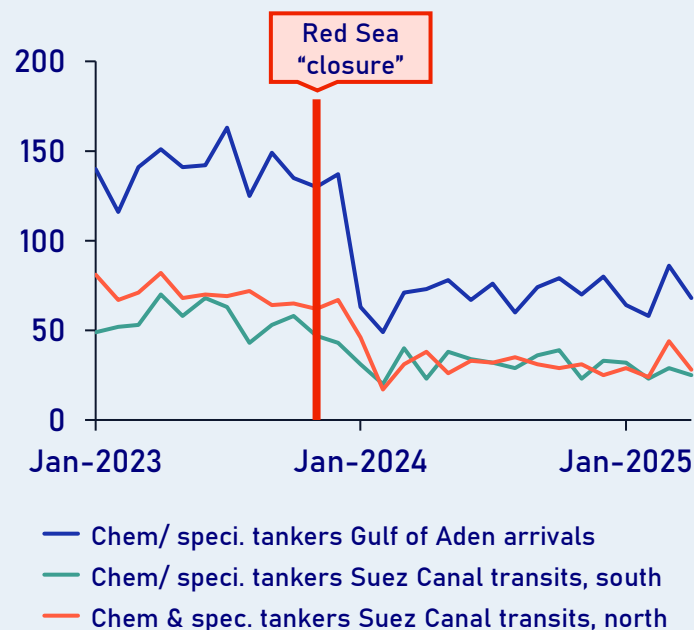


Safe voyages through the Red Sea still appears far away

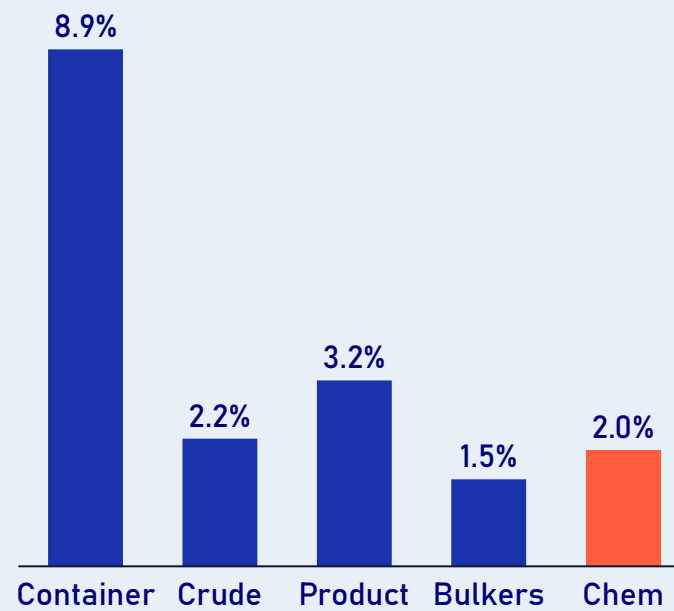
In a “back-to-normal” scenario, the chemical segment is among the least affected and volumes may increase



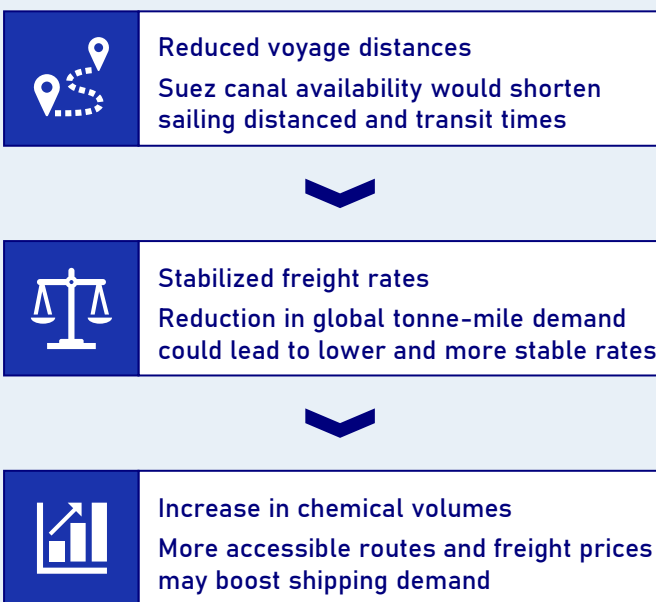
Tensions in Middle East are still high despite Houthi setbacks



Chemical tankers among the least affected shipping segments by rerouting¹



Potential effects on chemical tanker market in an eventual “re-opening”

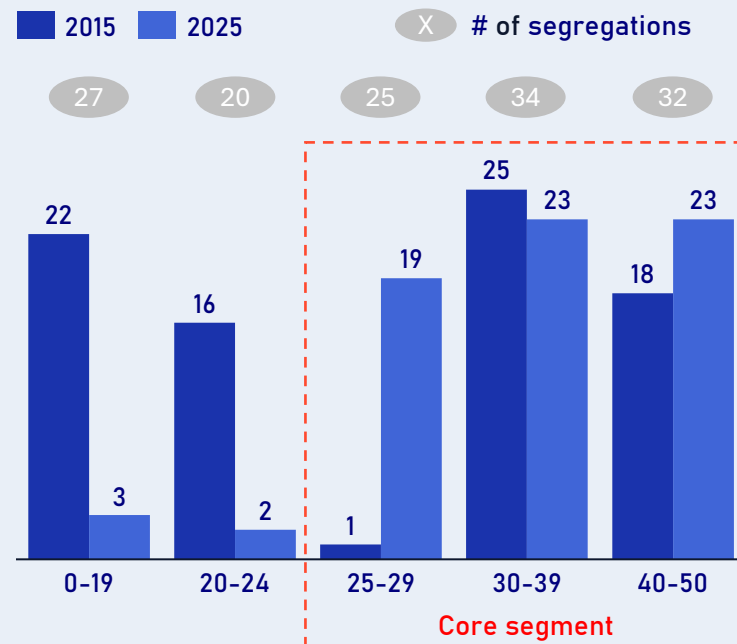


We operate a streamlined fleet focusing on the deep-sea trade

Fleet profile focusing around deep-sea super-segregators

Fleet composition

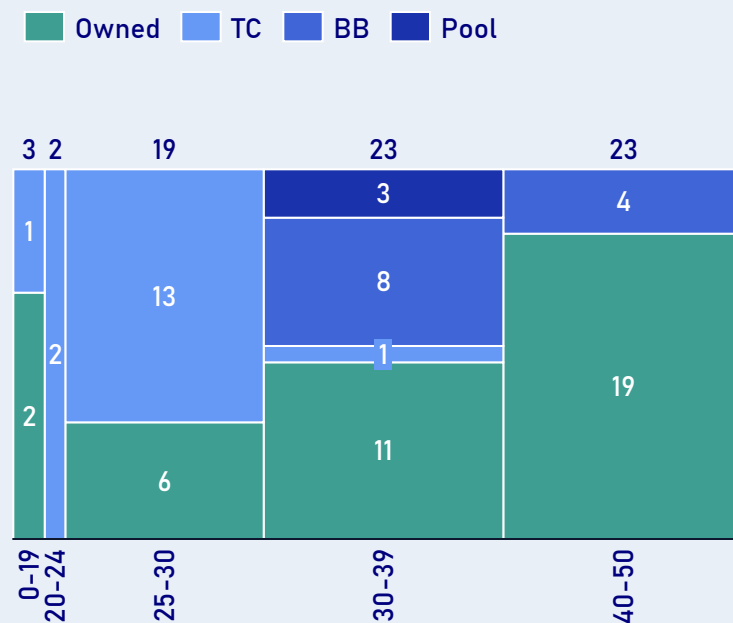
Number of vessels by size, DWT thousands



- Strategic decision made to focus on deep-sea market, and fleet has been gradually adjusted since
- Within the deep-sea market we primarily employ advanced tonnage with several cargo segregations

Fleet composition by ownership type

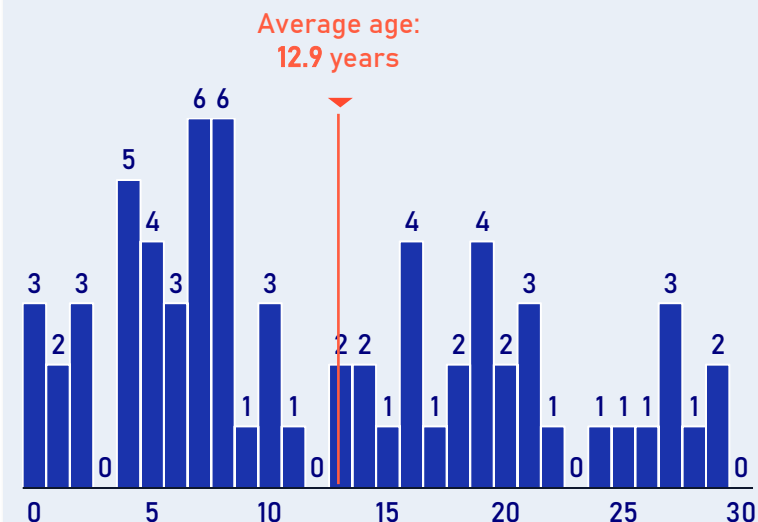
Number of vessels



- ~64% of our tonnage is currently owned
- We have built flexibility into our fleet through long-term TC and BB charters which provides fleet expansion through limited CAPEX

Fleet age profile

Number of vessels by age



- Will remain active in tonnage market to retain fleet size going forward
- Life extension program for certain tonnage ongoing

The Odfjell fleet of ~70 deep-sea vessels, 2.5 mill dwt. capacity

High-quality chemical tankers, optimized for serving global markets. The world's most energy-efficient in its segment



Super-Segregators

Size range between 33-49k dwt. Average number of tanks per ship is 49



Large Stainless Steel

Size range between 30-34k dwt. Average number of tanks per ship is 19



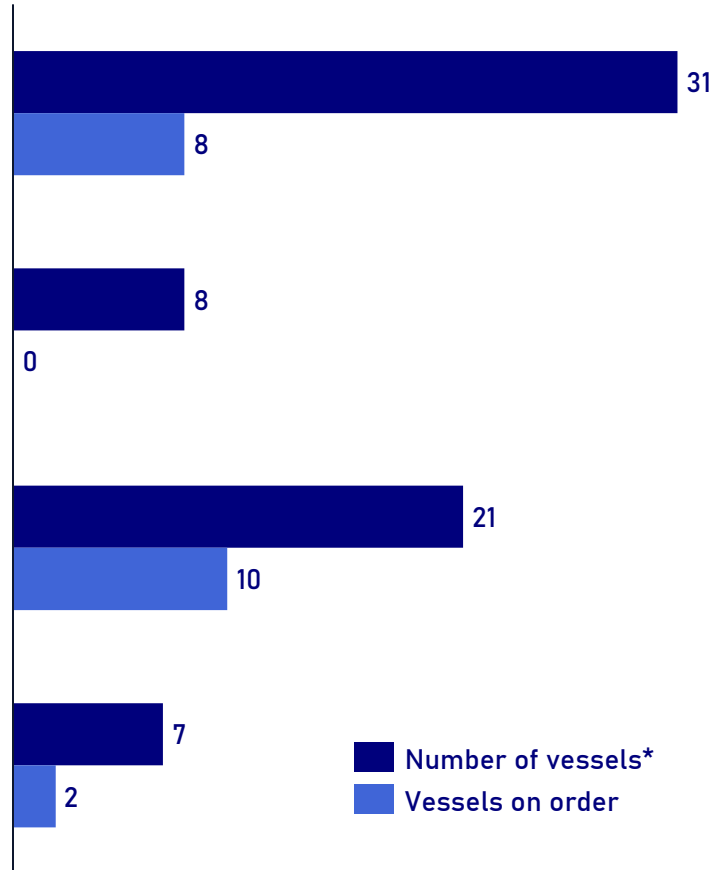
Medium Stainless Steel

Size range between 20-26k dwt. Average number of tanks per ship is 23



Coated

Size of 46k dwt. and 23 tanks

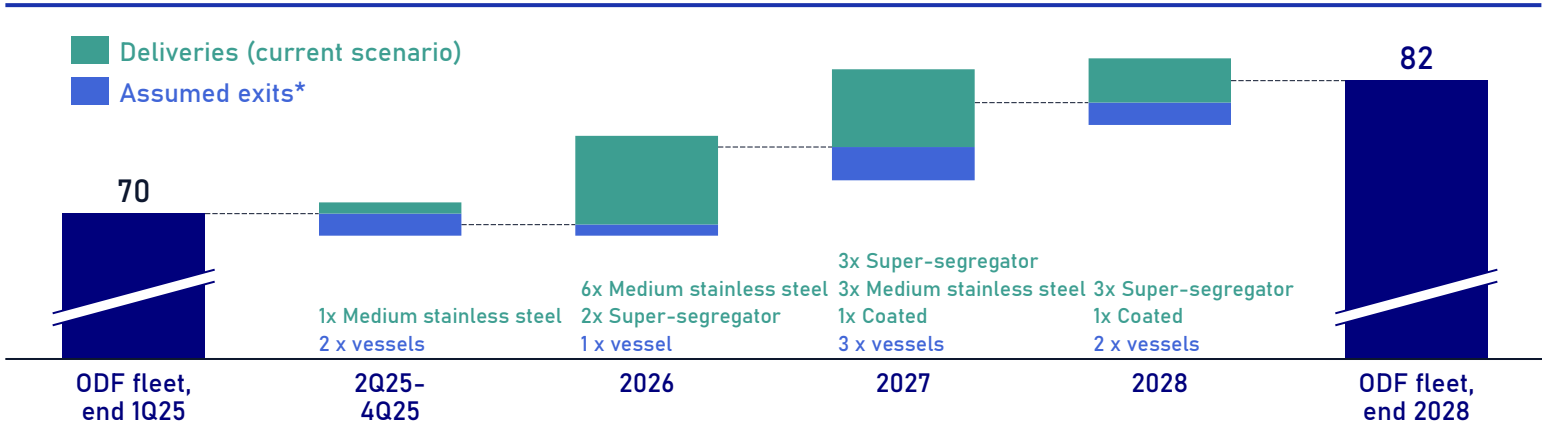


- Strategic focus on deep-sea market, employing advanced tonnage with several cargo segregations
- Odfjell operates ~40% of global super-segregator capacity
- ~65% of our tonnage is currently owned, and average age of the fleet is 13 years
- Currently 20 newbuildings on order to Odfjell mainly through long-term TC and pool cooperation.

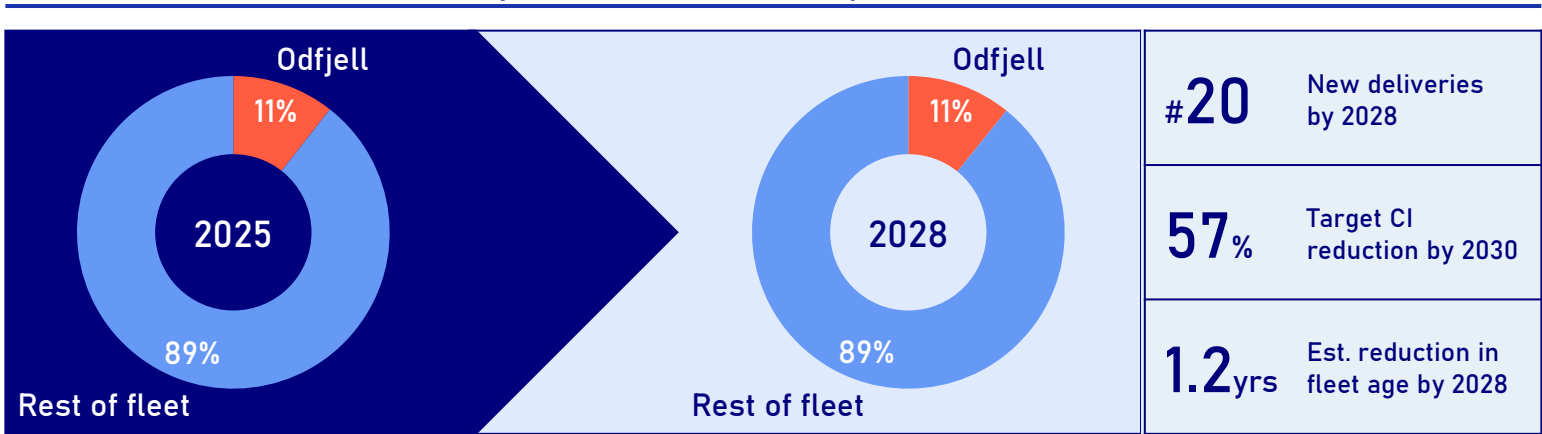
The future Odfjell fleet is greener and younger

Well positioned to renew fleet and maintain market share while keeping flexibility

Odfjell fleet changes (2025 – 2028)



Odfjell market share development (core dwt)



Comments

Vessel Specification

- Odfjell is committed to taking delivery of 20 vessels between the second quarter of 2025 and the end of 2028.
- The newbuild program includes eight super-segregators, ten medium-sized stainless steel vessels and two coated vessels. Of these, 12 will be delivered on time charter, 6 on pool terms while 2 will be owned. Over the same period, eight vessels are expected to exit the fleet.

Carbon Footprint

- We aim to reduce our carbon intensity by 57% by 2030, compared to 2008 levels, and to have a climate-neutral fleet from 2050. As such, we only order newbuildings with zero-emission capable technology.

Limited CAPEX

- We have built flexibility into our fleet through long-term TC and BB charters which provides fleet expansion through limited CAPEX

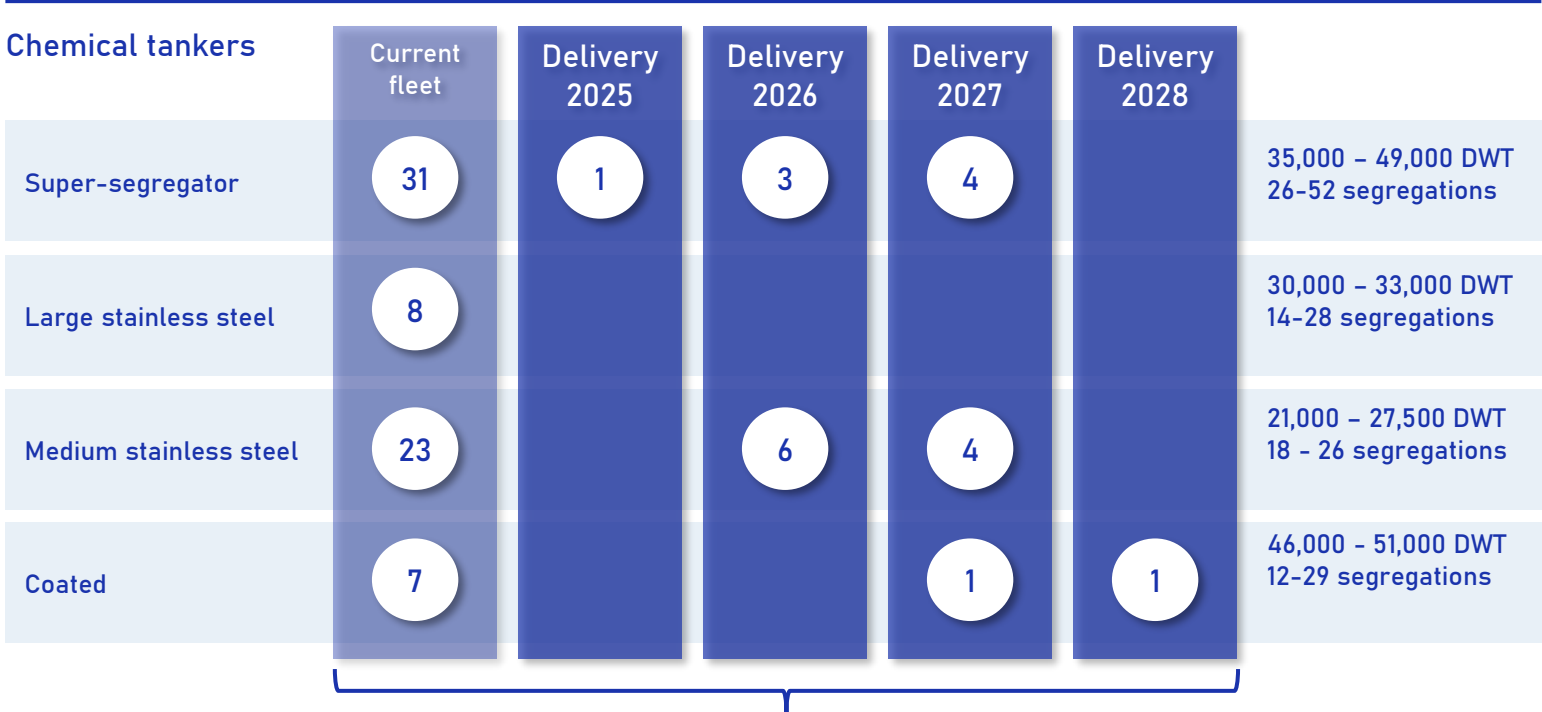
*Assumes scrapping age of 25 for coated and medium stainless steel vessels, and 30 for super-segregators and large stainless steel. Assumes all purchase options and lease extensions are exercised.
Core: Not categorized as "simple chemical tanker" or "coated product tanker" by CKB Fleet. Deep-sea: >18,000 DWT.



Tonnage replacement secured through attractive charters

Fixed-rate charter agreements with purchase options to increase our flexibility

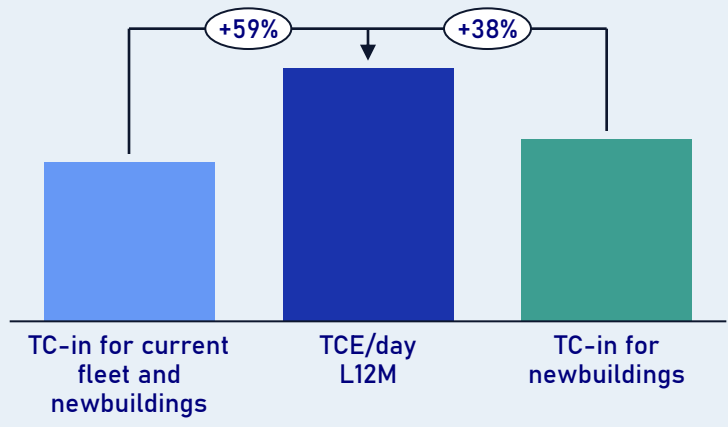
Odfjell fleet changes (2025 – 2028)



	Current fleet	Deliveries
Number of long-term TC vessels	19 vessels	12 vessels
Average tenor	7 years	8 years
Average DWT	28,700	34,300
Average long-term TC-hire	USD 16,500	USD 23,600

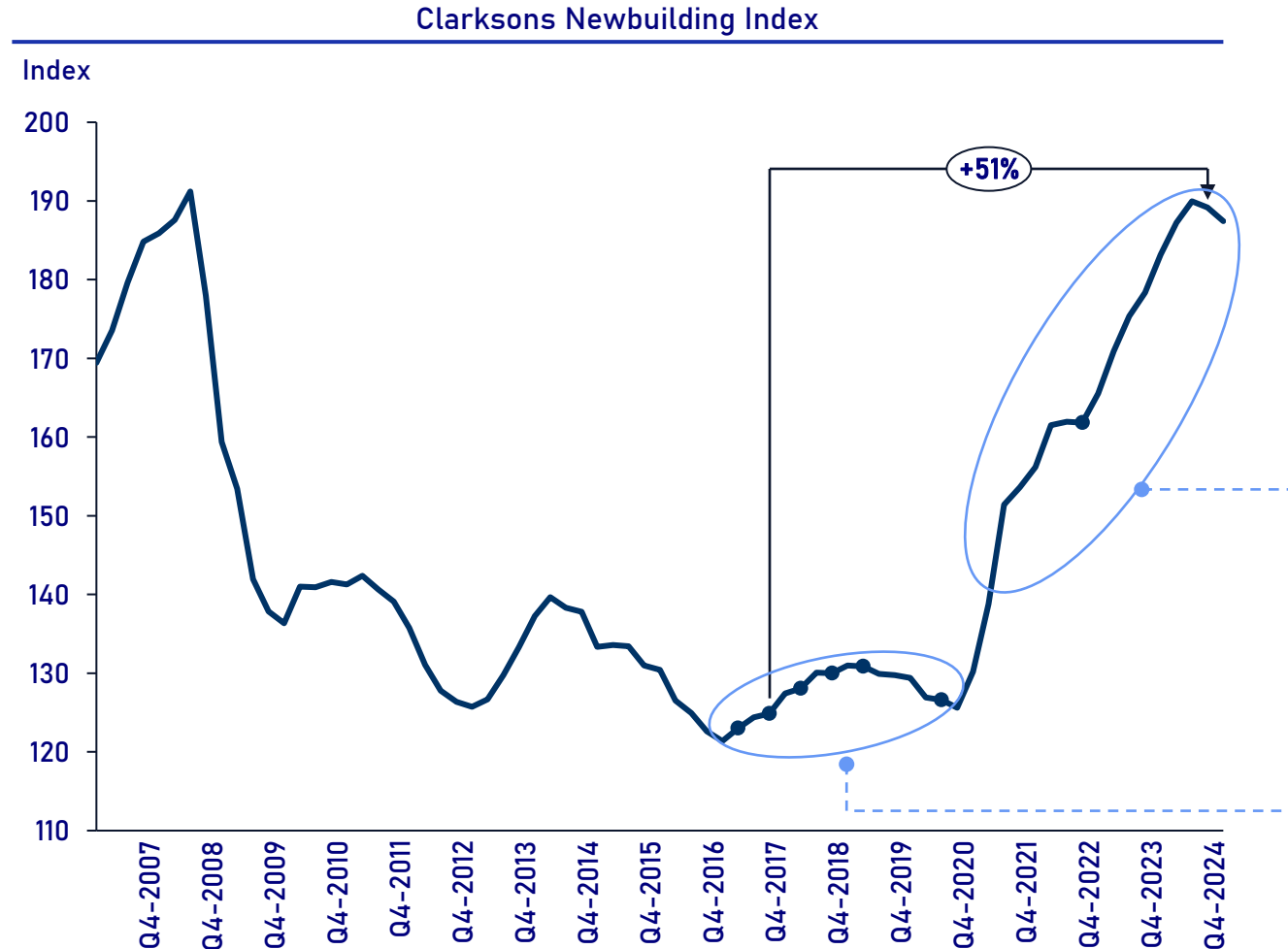
Fleet renewal and expansion

- 20 newbuildings on order. The newbuildings represent an increase in earning capacity, as they are modern and more efficient vessels.
- Currently concentrating on fleet renewal and expansions through long-term time charters with purchase options to retain flexibility.
- Tonnage chartered in at attractive levels, providing room for healthy returns.



Newbuilding prices are almost at an all time high – timing is everything

Recent fleet renewal made at a good point in the cycle



Time details

After having secured the critical portion of our fleet renewal need at a very favorable time in the cycle, and in combination with the flexibility we have through the long term time charters with purchase options, we are not in a position where we “have to do anything”.

2015-2020

- Odfjell took delivery of 28 vessels and concluded a significant fleet renewal at a beneficial part of the cycle.

2022 - 2024

- Odfjell took delivery of 8 vessels. All medium stainless steel vessels (25,000 DWT).

2025 - 2028

- Awaiting delivery of 20 vessels. 8 super-segregators, 10 medium stainless steel vessels and 2 coated vessels (25,000-49,000 DWT).

Summary: Odfjell Tankers

A modern fleet, strong contract portfolio and flexible growth strategy support Odfjell's leading position

Leading position	<ul style="list-style-type: none">• Odfjell maintains a leading position within the chemical tankers market with a global presence and around 70 vessels.
Odfjell trade	<ul style="list-style-type: none">• Presence in all major deep sea chemical trade routes with a versatile fleet utilizing our extensive market knowledge across all trades and products.
Robust contract portfolio	<ul style="list-style-type: none">• CoA volume represents the backbone of Odfjell's business with a highly diversified and substantial customer portfolio typically representing 50-60% of cargo volumes transported on our vessels.
External impacts	<ul style="list-style-type: none">• U.S. tariffs may slow growth and shift trade flows depending on how other countries respond; but current scenario has led to a limited impact on business thus far.
Modern and customized fleet	<ul style="list-style-type: none">• Odfjell operates a customized and highly specialized fleet of chemical tankers - recognized as the most energy-efficient in its segment.
Flexible growth strategy	<ul style="list-style-type: none">• Fleet renewal and expansion focused on long-term time charters with attractive purchase options, ensuring continued flexibility to adapt to various scenarios.



The market



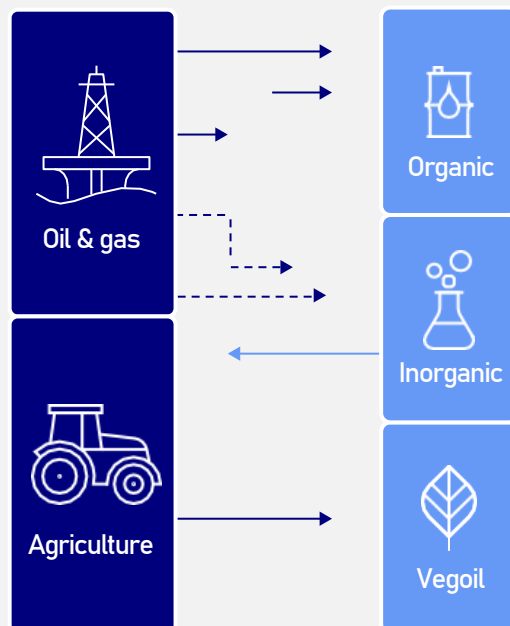
Nils Jørgen Selvik
VP Finance & IR



With a diversified cargo mix, chemical tanker earnings are less volatile

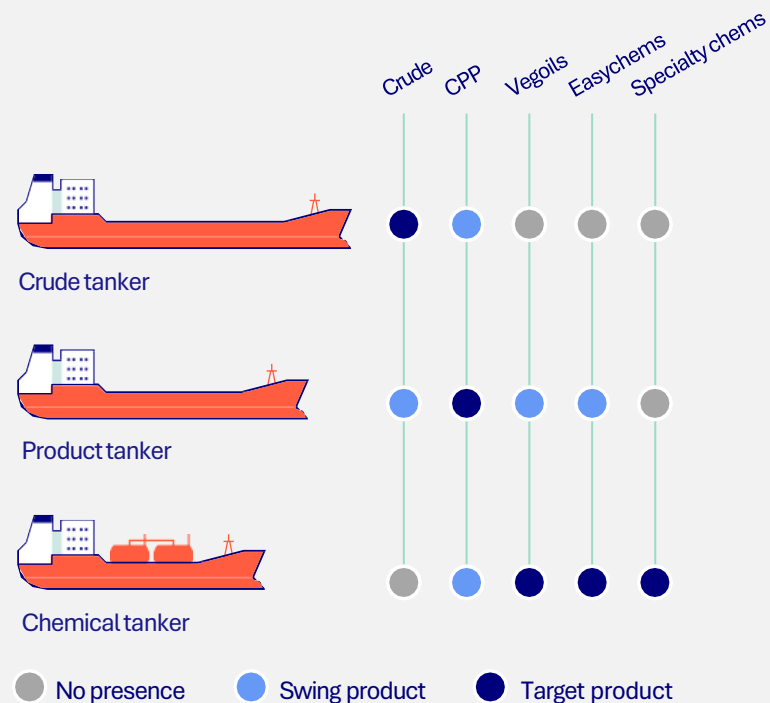
While linked to the broader tanker markets, the chemical tanker market is differentiated, leading to less volatile earnings

Ultimate driver



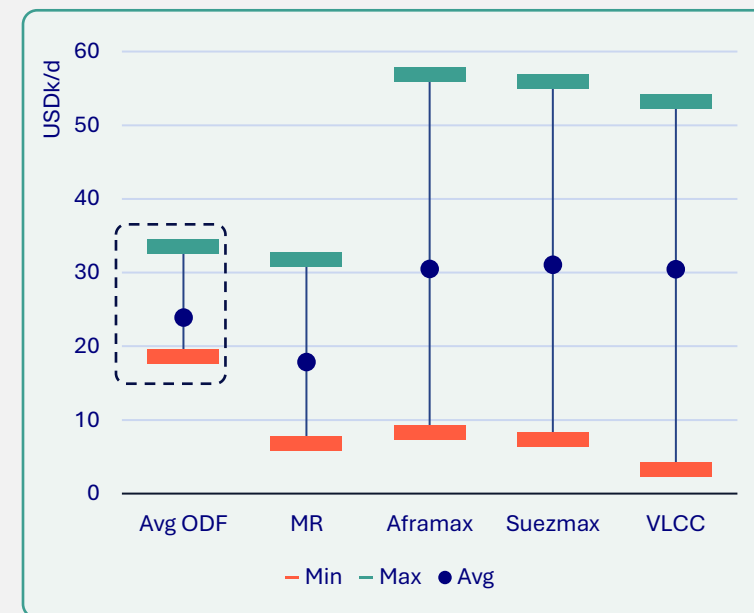
Feedstocks for the products shipped are primarily derived from oil, gas and agricultural sector

Vessel supply dynamics



Interchangeable fleets lead to correlation with crude and product tankers. However, a move from trading CPP and into chemicals requires strict cleaning of coated tanks, with complexity accelerating when preparing for the second cargo

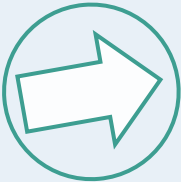



Rate volatility, 2017-2024



The industrial nature of the chemical tanker segment facilitates for less volatility in earnings vs other tanker segments

We operate in four different market segments with different characteristics and market outlooks

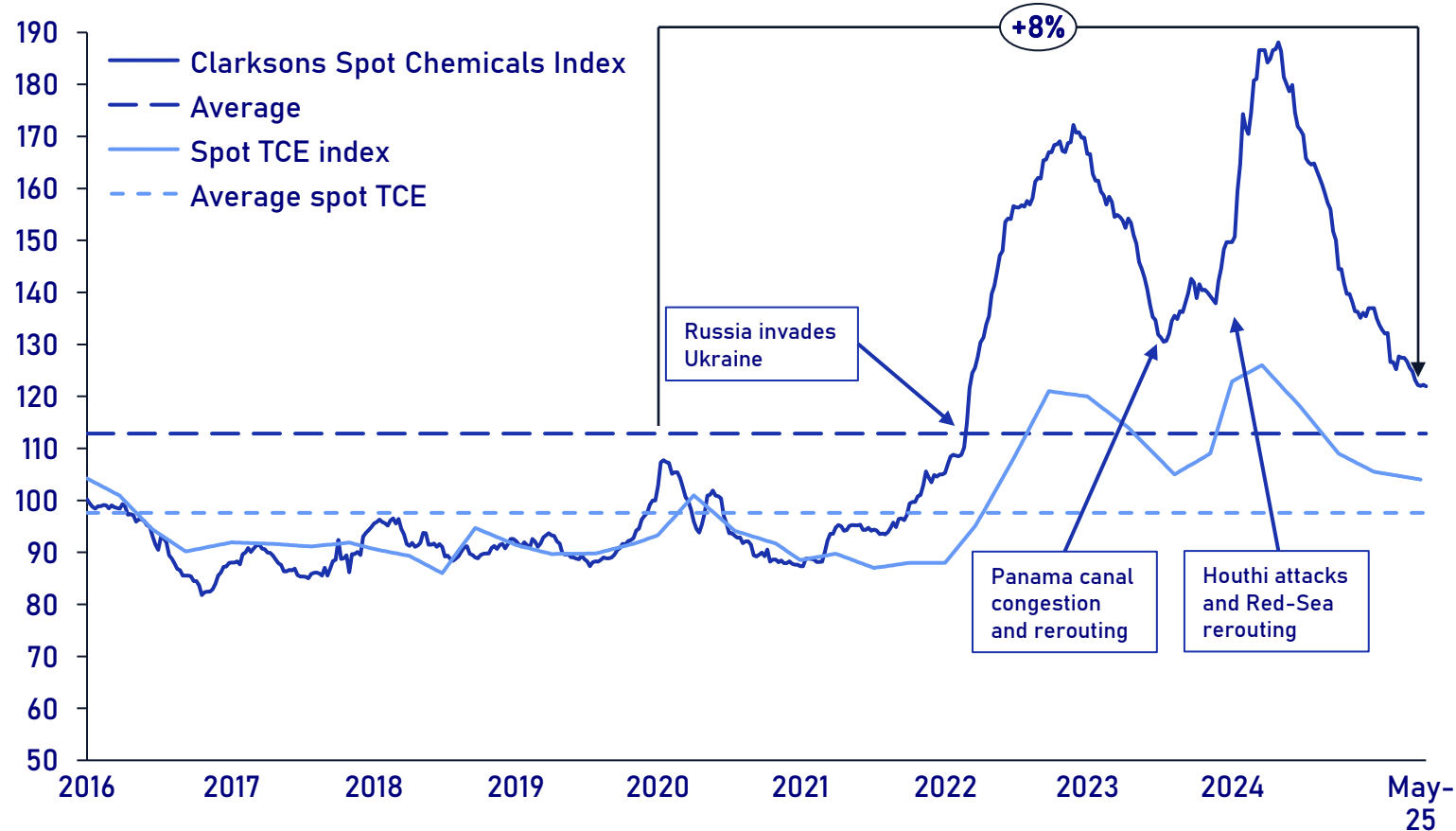
Odfjell is predominantly focused on transporting chemicals which constitutes ~ 90% of our COA volumes and ~ 80% of our total volumes

	Business segment	Characteristics	Selected products	Market outlook	ODF volume LTM
SPECIALITY CHEMICALS	Core, 35-40% of Odfjell volumes LTM	<ul style="list-style-type: none"> High barriers to entry & consolidated market High COA coverage 	<ul style="list-style-type: none"> Glycols Sulphuric acid Acetic acid 	<ul style="list-style-type: none"> Mature market with growth +/- GDP levels Capable stainless-steel tonnage has experienced structural decline, slight growth in coming years 	
COMMODITY CHEMICALS	Core, 40-45% of Odfjell volumes LTM	<ul style="list-style-type: none"> Medium barriers to entry & fragmented market Bigger lot sizes Mixed COA and spot coverage 	<ul style="list-style-type: none"> Styrene Monomer Methanol BTX 	<ul style="list-style-type: none"> Growing market driven by structural shifts in the chemical industry Competition from coated IMO 2 MR tonnage ("swing") limited in current market 	
VEGETABLE OILS	Medium/ opportunistic/ backhaul	<ul style="list-style-type: none"> Low barriers to entry & fragmented market Full cargo Mainly spot exposure and back-haul routes 	<ul style="list-style-type: none"> Palmoil Tallow Used cooking oil 	<ul style="list-style-type: none"> Mature market with growth at +/- GDP levels Growth seen for biofuels expected to continue 	
CLEAN PETROLEUM PRODUCTS (CPP)	Low/ opportunistic/ backhaul	<ul style="list-style-type: none"> Low barriers to entry & fragmented market Big lot sizes often up to full cargo Mainly spot exposure and back-haul routes 	<ul style="list-style-type: none"> Gasoline Base oils 	<ul style="list-style-type: none"> Demand expected to see moderate increase OPEC+ production hikes can serve as a potential positive factor 	

Chemical tanker spot rates have declined from the top but remain above historical average, shifting US tariffs cloud the outlook

Market volatility in recent years driven by supply side shock due to geopolitical events

Spot market)



Comments

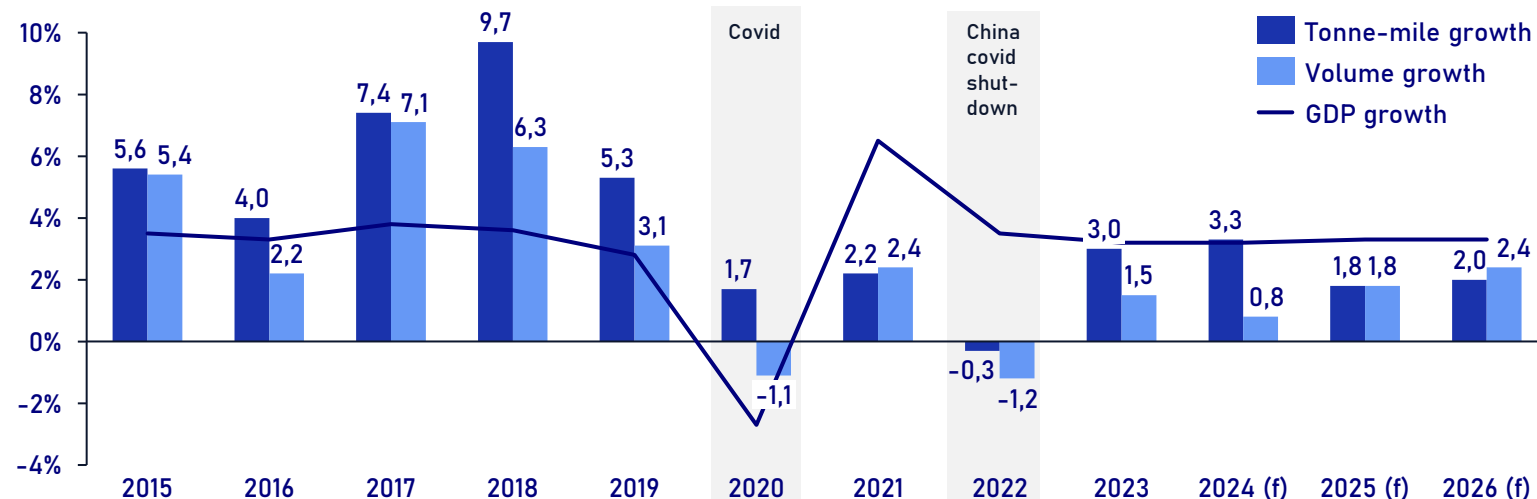
- Spot rates have come down since the peak levels of 2Q24, which were primarily driven by supply side shocks from geopolitical events, such as the war in Ukraine and attacks on commercial vessels in the Red Sea.
- From 3Q24, the spot market reverted down due to weaker Chinese economy, a soft winter season for the broader tanker market and lately the increased uncertainty stemming from U.S. initiated trade tariffs
- Despite recent downwards trend, rates remain above historical average.

Chemical volumes have proven to be resilient over time

Increased sailing distance has been a key driver for tonne-mile demand the last decade

Y-o-y growth rates for volumes, tonne-miles and GDP growth

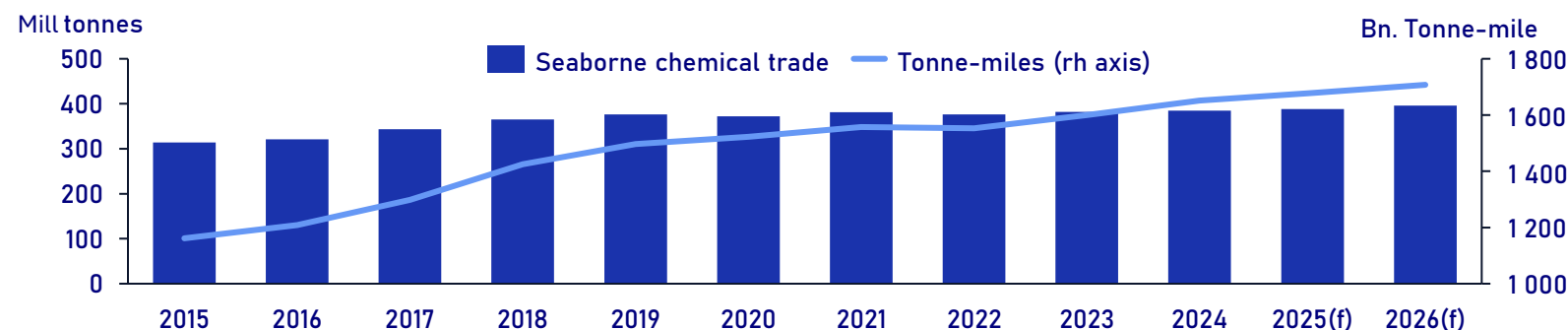
Annual change



Comments

- Due to the diversified nature of end-users, chemical tanker demand has been growing steadily over the past couple of decades, showing a CAGR of ~3.5% since 2000.
- Demand for chemicals usually track general economic growth, while changes in production and trading patterns come with additional implications for the chemical tanker market.
- A major development over the past decade is the emergence of chemical production hubs in the Middle East, the US and China. This has led to more centralized production and higher share of volumes being transported by sea. As such, ton-mile demand growth has outpaced volume growth.
- From 2022 geopolitical events such as the war in Ukraine and closure of the Red Sea has led to further increased sailing distance.

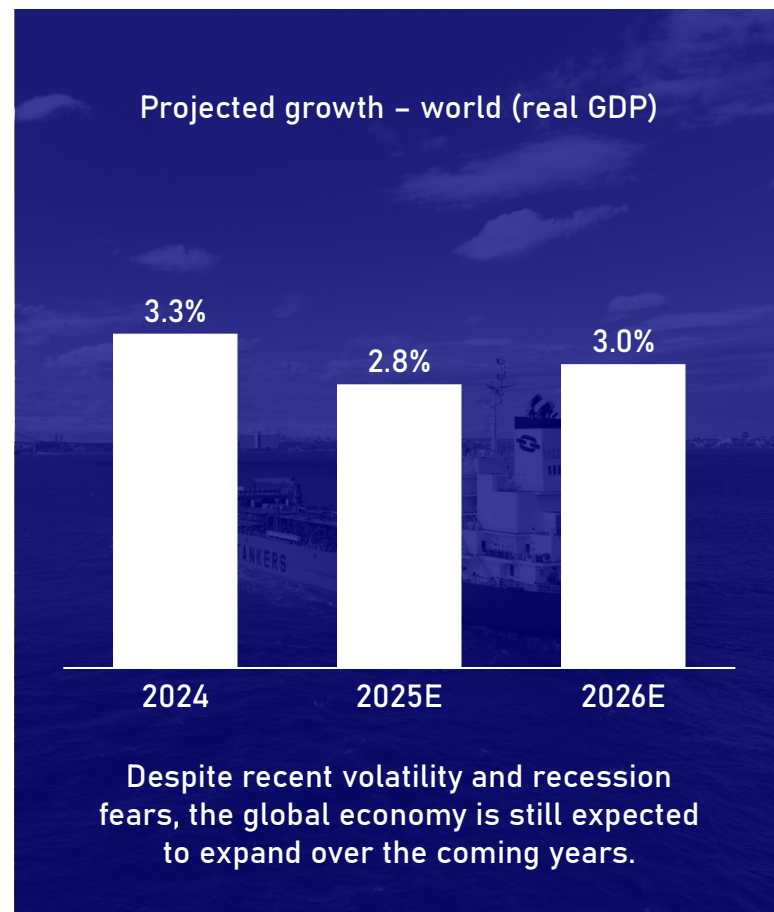
Development in seaborne chemical trade and tonne-miles



Chemical tanker market supported by several dynamics

Some of the fastest growing industries rely on chemical compounds providing a solid fundament for Odfjell business

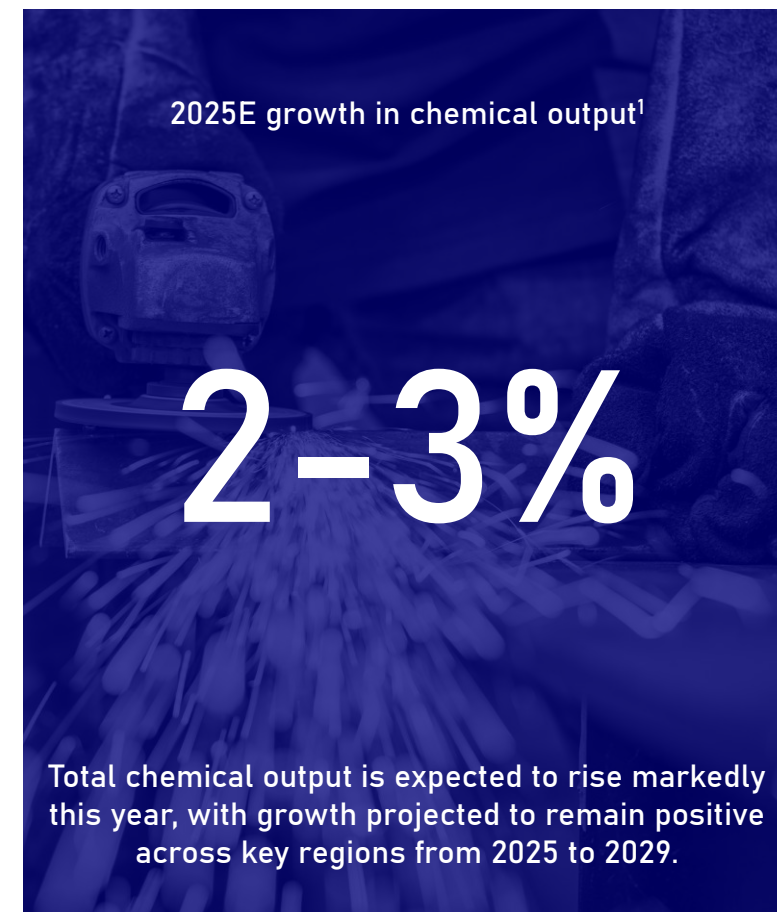
1 Positive growth outlook for chemical trade



2 High-growth industries may boost chem demand



3 Projected strong growth in chemical production



1 Robust growth outlook for several of Odfjell's core products

Chemical trade across various segments is forecast to grow over the coming years

Highlights

- Forecast global economic growth and increase in international chemical trade provide solid foundation for chemical tanker industry.
- Total trade volumes are estimated to increase across organic, inorganic and edible oils over the coming years.
- Among our key cargo segments, edible oils and inorganic chemicals are projected to see the highest growth rates from 2025 – 2029, primarily driven by underlying strong demand.
- Several of Odfjell's key chemical cargoes are projected to outpace the growth of their broader chemical classes in terms of total trade over the same period.

Projected growth outlook: total trade of key cargo segments

+5.5% ↑

Organic chemicals

- Organic chemicals are expected to grow 5.5% over the next five years, representing a CAGR of 1.3%.



+6.9% ↑

Inorganic chemicals

- Organic chemicals are expected to grow 6.9% over the next five years, representing a CAGR of 1.7%.



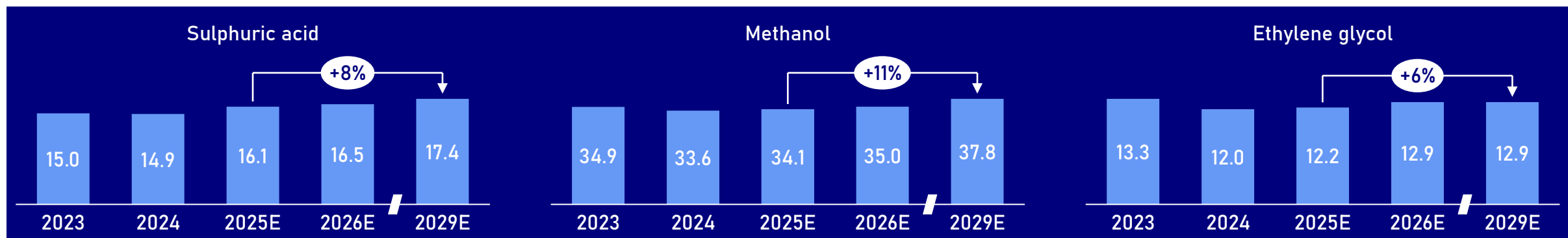
+7.5% ↑

Edible oils

- Organic chemicals are expected to grow 7.6% over the next five years, representing a CAGR of 1.8%.



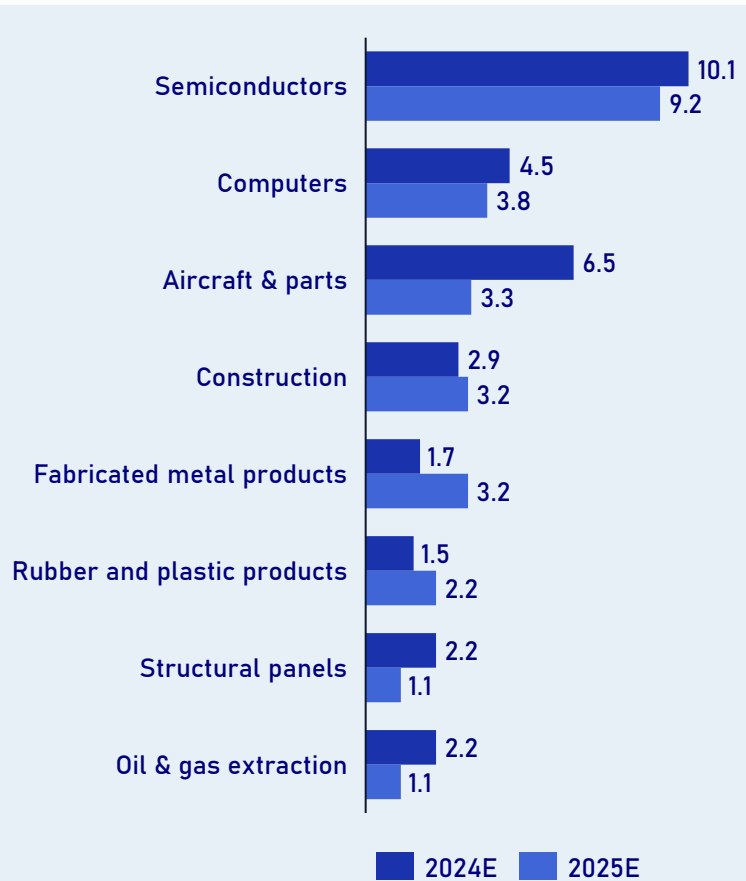
Projected growth outlook: total trade of selected chemicals (MMt)



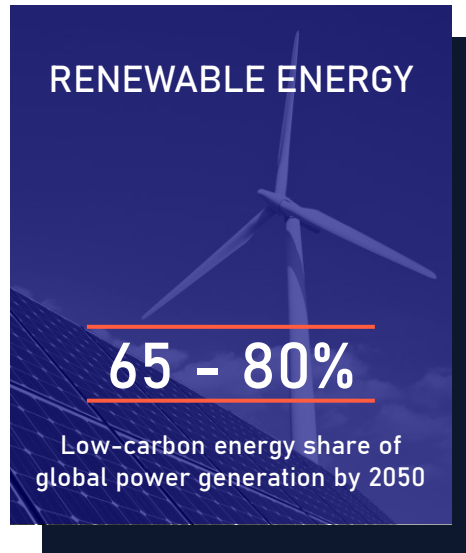
2 Several of the fastest growing industries rely on chemicals

Odfjell is well-positioned to handle the chemicals that will support the industries shaping tomorrow

U.S. end-use market production volumes (% YoY)



Key industries in rapid development may boost chemical demand



The green transition can increase chemical demand via the manufacturing and adaptation of a sustainable energy infrastructure.



Projected high growth related to semiconductors and artificial intelligence could add demand for specialty chemicals going forward.

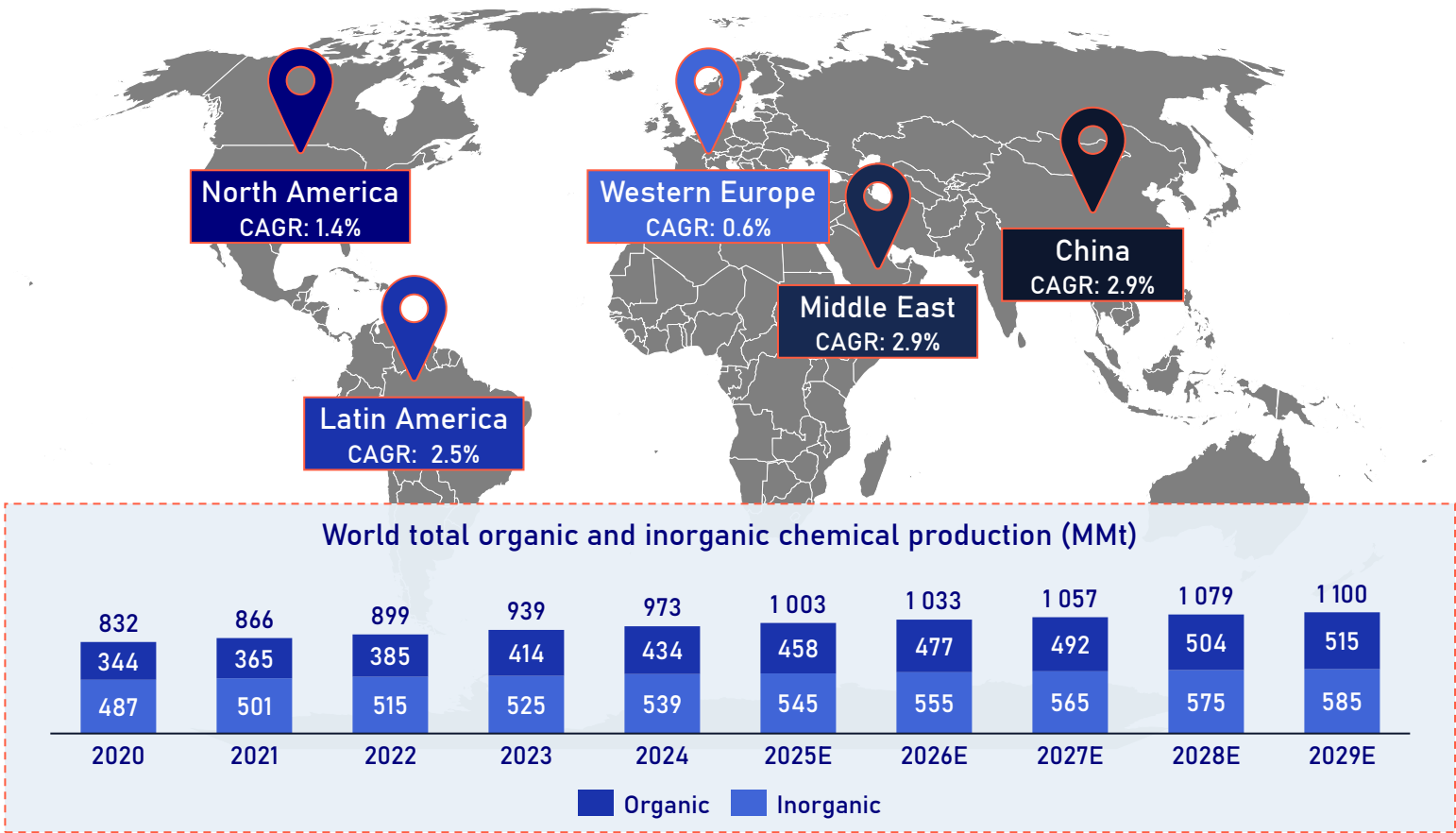


Rising regulation and investments in sustainable fuels is increasing the need for transporting bio-based and renewable feedstocks.

3 Global chemical production is forecast to increase

Total chemical output is projected to rise by 3.1% in 2025 despite slowing growth in the world's largest economies

Regional organic and inorganic chemical production growth rate (2025 – 2029)



Regional comments

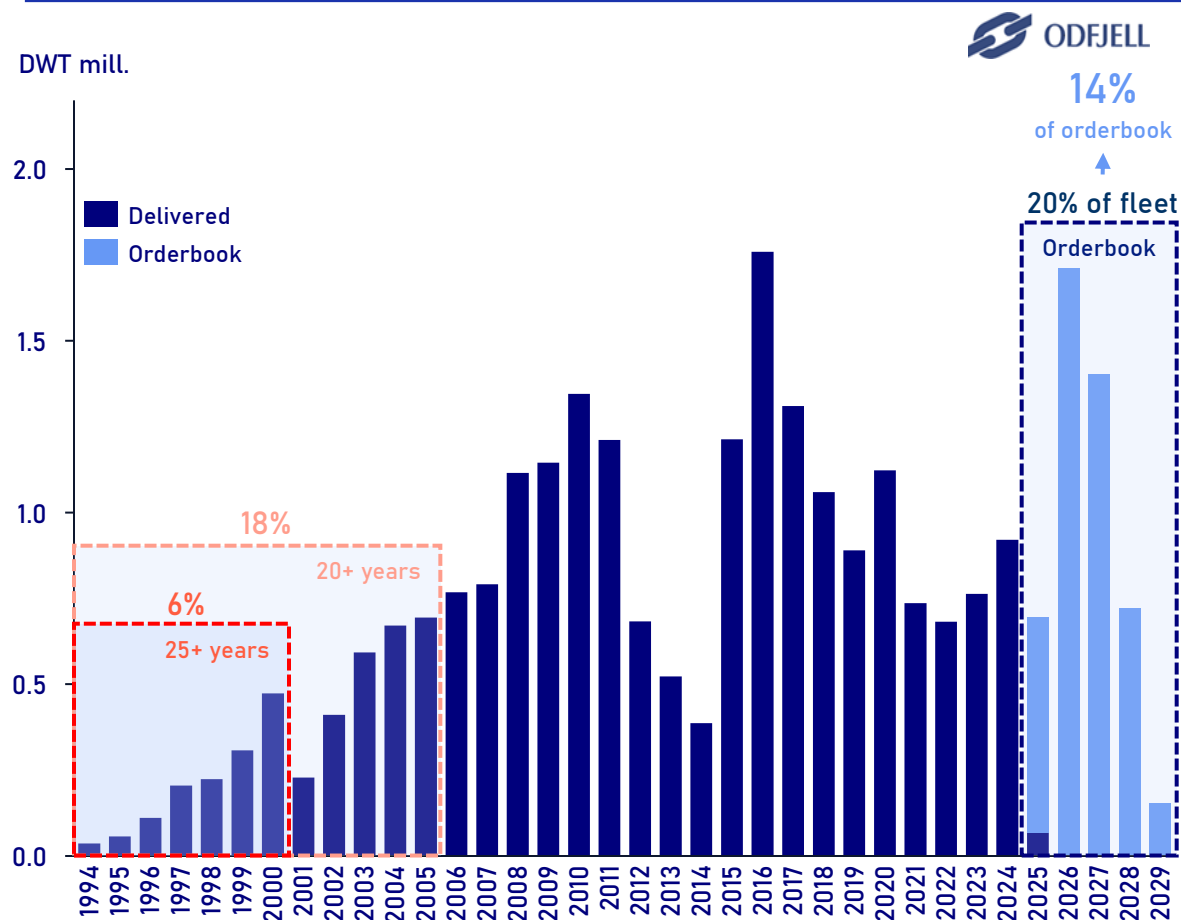
China	<ul style="list-style-type: none">Advancing toward self-sufficiency, though feedstock reliance remain.Slow demand and overcapacity driving net exports within some chemicals.
Middle East	<ul style="list-style-type: none">Expanding capacity backed by low-cost feedstocks.Investing to boost global reach despite demand softness from market oversupply.
North America	<ul style="list-style-type: none">Production steady amid economic and political uncertainty.Cost edge remains, though risks from global tensions persist.
Latin America	<ul style="list-style-type: none">2024 growth driven by agrochemical and sustainable product demand.Brazil and Mexico are emerging as key players.
Western Europe	<ul style="list-style-type: none">High energy costs and strict regulations weigh on chemical industry.Weak market outlook amid closures and declining demand.



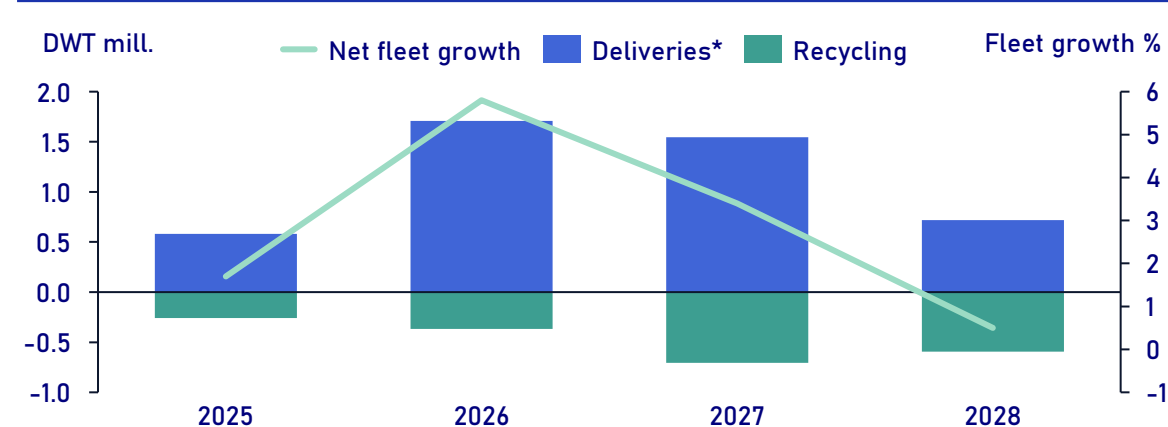
Orderbook continues to grow – still at sustainable level

An aging fleet with ~18% above 20yrs should keep net fleet growth at manageable levels in coming years

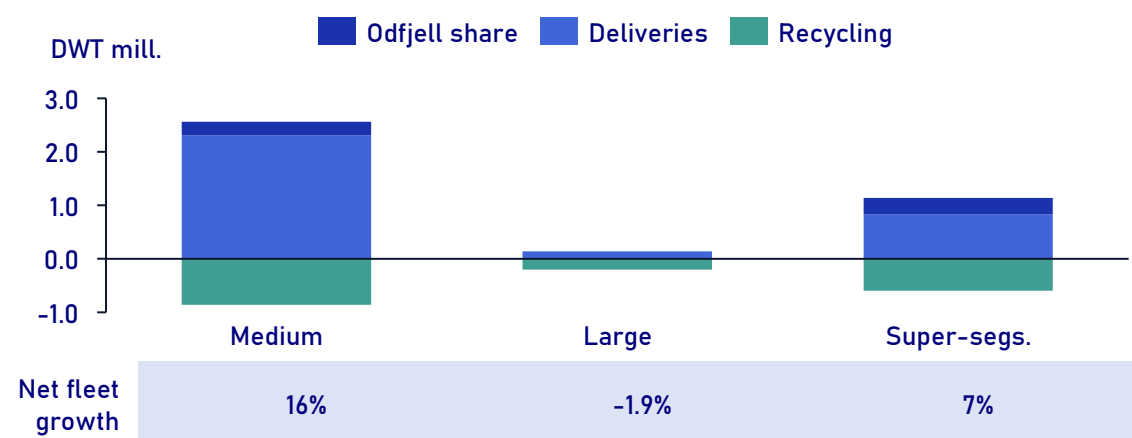
Fleet and orderbook – core, deep-sea chemical tankers



Annual deliveries and recycling, core deep-sea

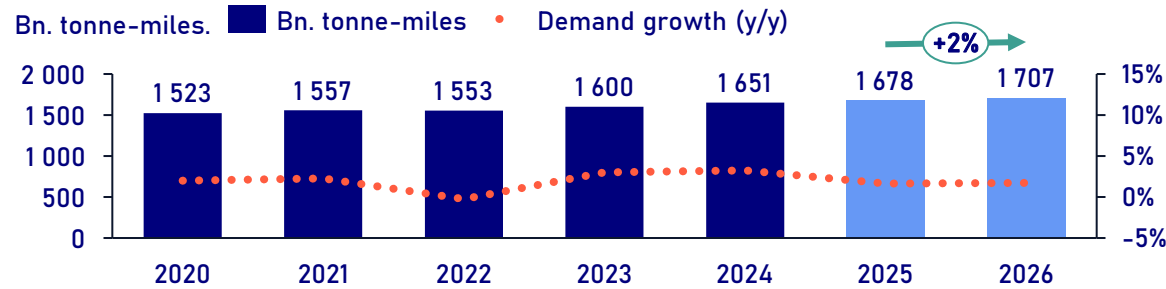


Estimated net fleet growth selected core deep-sea segments (2025 – 2028)

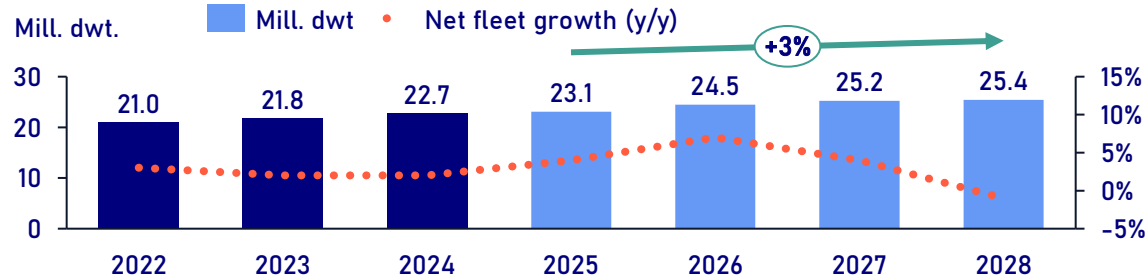


Fundamentals expected to be supportive of current market, uncertainty from tariffs cloud the market outlook

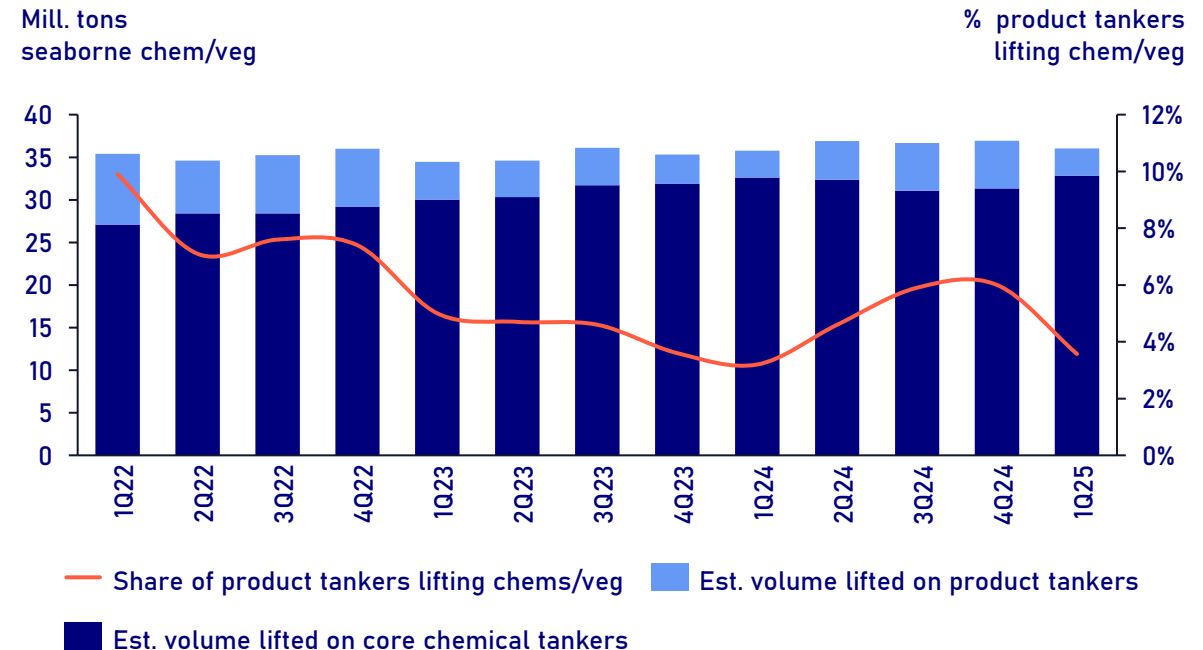
Demand | Tonne miles, seaborne chemicals



Supply | Core deep-sea chemical tankers



Development estimated swing tonnage



Key 2025 risk factors

❓ **China: Recovery or slowdown?**
Continued or worsening economic development would hamper demand for crude oil and chemicals.

❓ **U.S. initiated trade tariffs**
Increased tariffs likely negative impact on overall trade. May also result in new trade flows and added transport demand/ inefficiency.

— **Swing supply**
Macro decline, CPP market dip, and/ or a reopening of the Red Sea could lead to inflow of swing tonnage.

❓ **Europe: Industrial recovery**
A recovery would likely mean both higher chemical production and higher import volumes.





Decarbonization



Erik Hjortland
VP Technology





01

Introduction

Operational Improvements

Odfjell has targeted energy efficiency and emission reductions since 2007, and has dedicated teams that drive the operational improvements

Collection of data from all vessels
(2007/2014)

Parameter	Value	Unit
Vessel Name	Bow Cecil	
IMO Number	9309123	
Call Sign	OPBQ	
Current Position	58° 12' N, 15° 12' E	
Speed	13.7	knots
Heading	270	degrees
Altitude	10	meters
Engine Power	10000	HP
Fuel Consumption	100	tonnes/day
CO2 Emissions	100	tonnes/day
SOx Emissions	100	tonnes/day
NOx Emissions	100	tonnes/day
Waste Water	100	tonnes/day
Waste Oil	100	tonnes/day
Waste Food	100	tonnes/day
Waste Plastic	100	tonnes/day
Waste Paper	100	tonnes/day
Waste Glass	100	tonnes/day
Waste Metal	100	tonnes/day
Waste Textile	100	tonnes/day
Waste Other	100	tonnes/day

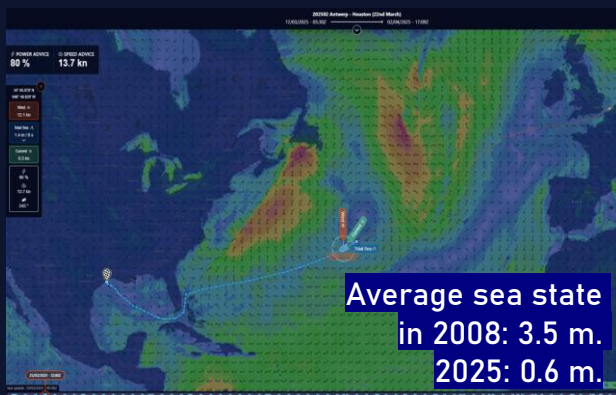
Automatic over-consumption/energy in-efficiency alarms system (2014)

Alert type	Vessel	Alert date	Aut. date	Value	Limit	Assignee	Priority	Severity	Alert status
Economizer not cleaned law set interval	Bow Cecil	17.09.2021	31.08.2021	731	700	Mary Ann Teoc	Medium	Normal	New
Economizer not cleaned law set interval	Bow Cecil	17.09.2021	31.08.2021	741	700	Mary Ann Teoc	Medium	Normal	New
Excessive consumption on boilers for engine room and accommodation in port	Bow Cecil	13.09.2021	02.09.2021	1,6	1,5	Mary Ann Teoc	Medium	Normal	New
Two AE are running unnecessarily in Port	Bow Cecil	13.09.2021	02.09.2021	1	0	Mary Ann Teoc	Medium	Normal	New
Excessive consumption on boilers for engine room and accommodation in port	Bow Cecil	13.09.2021	03.09.2021	1,8	1,5	Mary Ann Teoc	Medium	Normal	New
Two AE are running unnecessarily in Port	Bow Cecil	13.09.2021	03.09.2021	1	0	Mary Ann Teoc	Medium	Normal	New
Possible defect economizer	Bow Cecil	14.09.2021	05.09.2021	1	0	Mary Ann Teoc	Medium	Normal	New
Excessive consumption by boilers for Engine room & acc. at Sea	Bow Cecil	14.09.2021	06.09.2021	1,8	0,5	Mary Ann Teoc	Medium	Normal	New
Soot blowing equipment not in operational condition	Bow Cecil	14.09.2021	06.09.2021	1	0	Mary Ann Teoc	Medium	Normal	New

Business Intelligence tools on all data (2015)



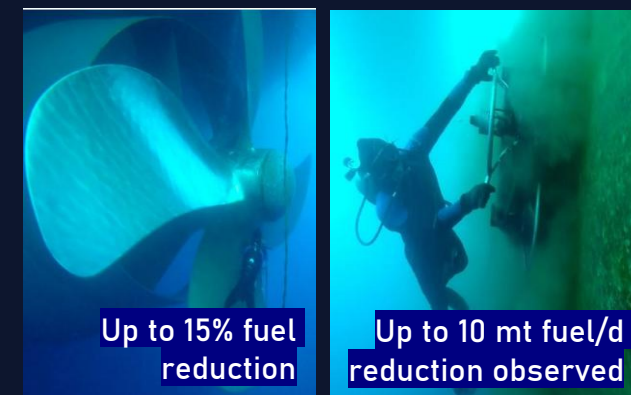
Advanced Weather routing
(2009)



Speed optimization
(2007)



Intermediate Hull/propeller polishing
(2014)



Technical Improvements

Odfjell has invested close to 40 million USD in retrofit of energy saving devices (ESD). We have done more than 140 ESD-installations since 2014, and have more than 50 more in the pipeline from now until 2030

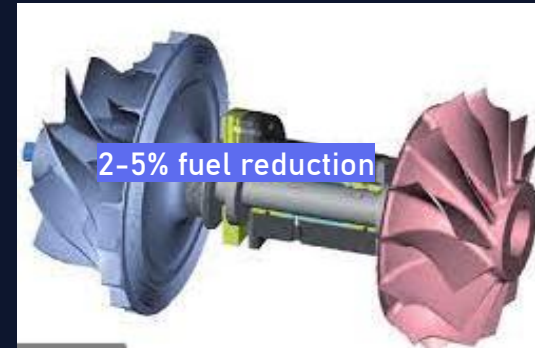
Mewis Ducts (2011-)
30 retrofits so far



PBCF (2020-)
13 retrofits so far



Derating/Turbo charging optimization (2018)
8 retrofits



E/R Lights off (2014-15)
26 retrofits

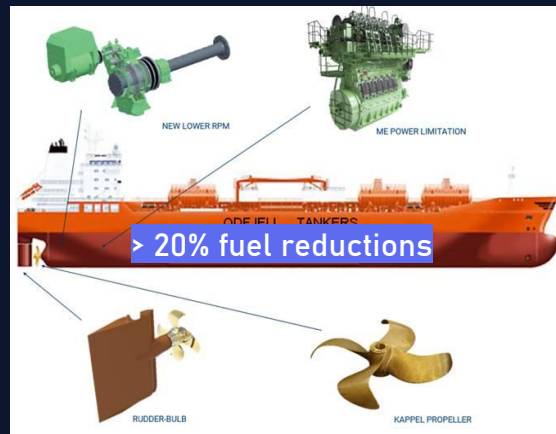


LED lights (2025-)
2 retrofits

Reversed osmosis (2013-)
33 retrofits



Propulsion Project (2014-18)
19 retrofits



Ultrasound + ITCH (2021-)
12 + 12 retrofits



Bow Thruster closing (2025-)
4 retrofits



Technical Improvements

Costs and Payback-time

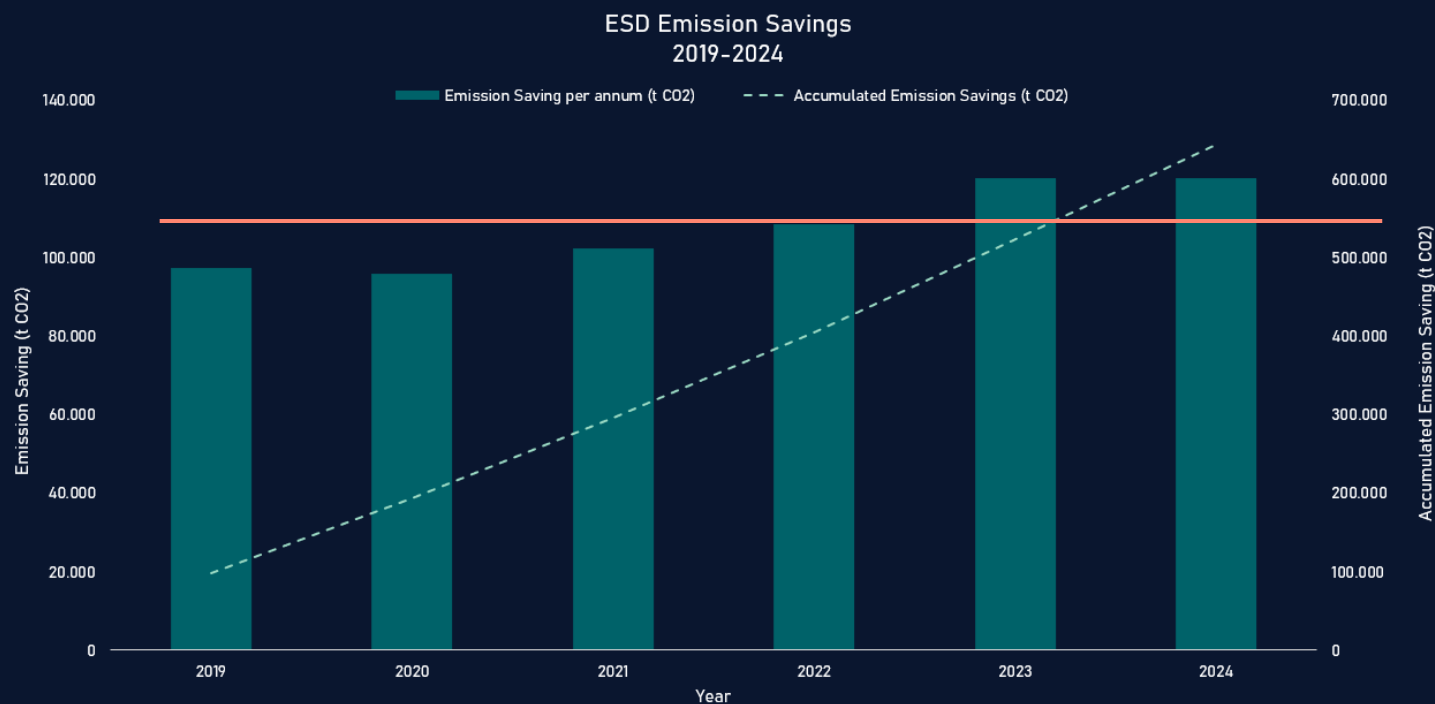
ESD	#	Effect	Payback Period (yrs)
Mewis	30	~7-10%	~2-3
PBCF	15	~3-7%	~1-2
Reverse Osmosis	35	0,6mT/d	~1-2
Propulsion	19	~20%	~2-3
Derating	8	~3%	~5
Hasytec	22	-	~1-2
Shipshave	12	-	-
QTAGG	1	-	-
eSAIL	1	~10-20%	~4-8
SUM	143		\$38.300.000

Technical Improvements

Fuel cost savings (2019-2024 only) are $\approx 3 \times$ the total investments (2014-2024)

Vessel Class	No vessels	No ESD's	Savings (mT CO ₂)						
			2019	2020	2021	2022	2023	2024	
Kværner	11	3	43.660	43.660	43.660	43.660	43.660	43.660	261.959
SLS	2	3	0	0	0	0	6.280	6.280	12.561
Poland	8	4	50.914	49.408	49.408	49.408	49.408	49.408	297.954
MIPO	4	2	2.786	2.786	2.786	4.543	4.543	4.543	21.985
AVIC	5	2	0	0	3.482	3.482	6.112	6.112	19.187
TC 30x28	2	1	0	0	0	1.671	1.671	1.671	5.013
TC 33x35	2	2	0	0	2.801	2.801	2.801	2.801	11.203
CP 40	4	3	0	0	0	2.819	5.604	5.604	14.027
SUM	38	107	97.359	95.854	102.136	108.383	120.079	120.079	643.889

- Around 100-120.000 mt CO₂ reductions per year
- Accumulated 650.000 mt since 2019
- Since 2014 we have invested **USD 38 million**
- In the period 2019-2024 alone, we estimate to have saved **USD 108 million** in fuel costs



Carbon intensity trend

ODFJELL CARBON INTENSITY (AER)



Verification of Odfjell SE's GHG carbon intensity reductions

This statement has been awarded in recognition of Odfjell's success in reducing the carbon intensity of their vessels by more than 50% in comparison to the 2008 IMO baseline for their tanker fleet.

The whole maritime industry is looking to increase its sustainability and make greenhouse gas emission reductions. As part of this drive, responsible organisations are making the commitment not only to meet compliance goals but to exceed them.

Odfjell SE set the target of cutting the carbon intensity of its fleet by 50% based on 2008 levels by 2030. A target that significantly exceeds the goals of the IMO'S GHG strategy.

DNV can confirm that this target was reached in March, 2023.

Presented to Odfjell S.A. at the Nor-Shipping Trade Fair 2023.



“But it is not **zero**....”

Food for thought

= 21

Zero emission vessels
on continuous zero
emission operation





02

WAPS installation



Overall Scope



Installation
completed
in 2 days +
4 days
testing and
paper-
work



03

WAPS maiden voyage / Results



⚡ POWER ADVICE
80 %

🌀 SPEED ADVICE
13.7 kn

34° 05.870' N
048° 48.820' W

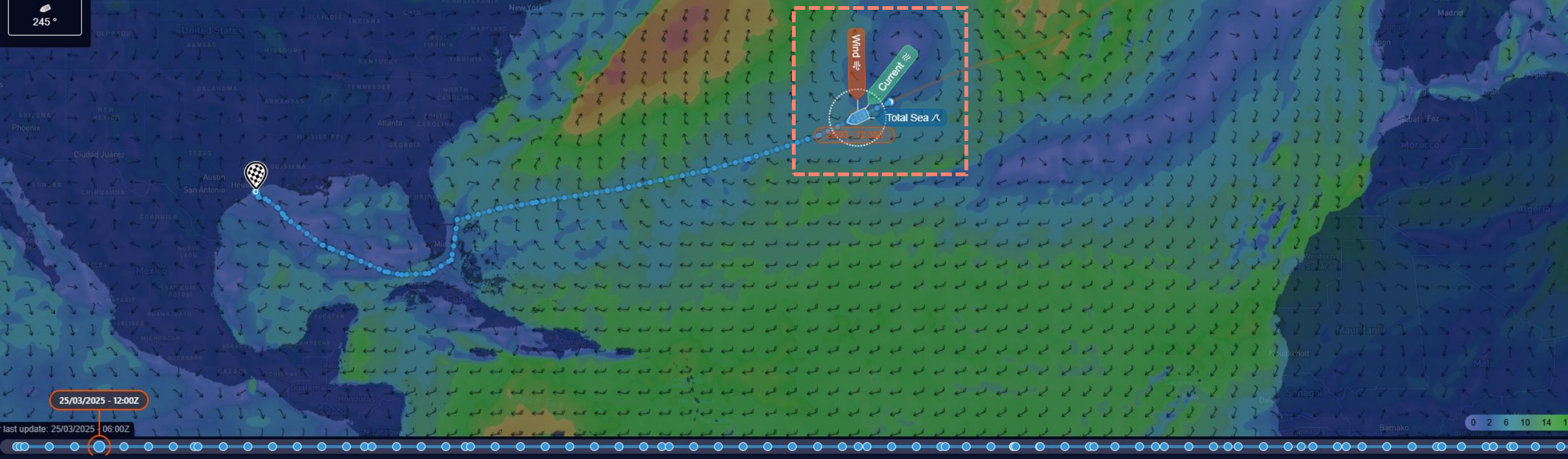
Wind 🌀
12.1 kn

Total Sea 🌊
1.4 m / 8 s

Current ≈
0.3 kn

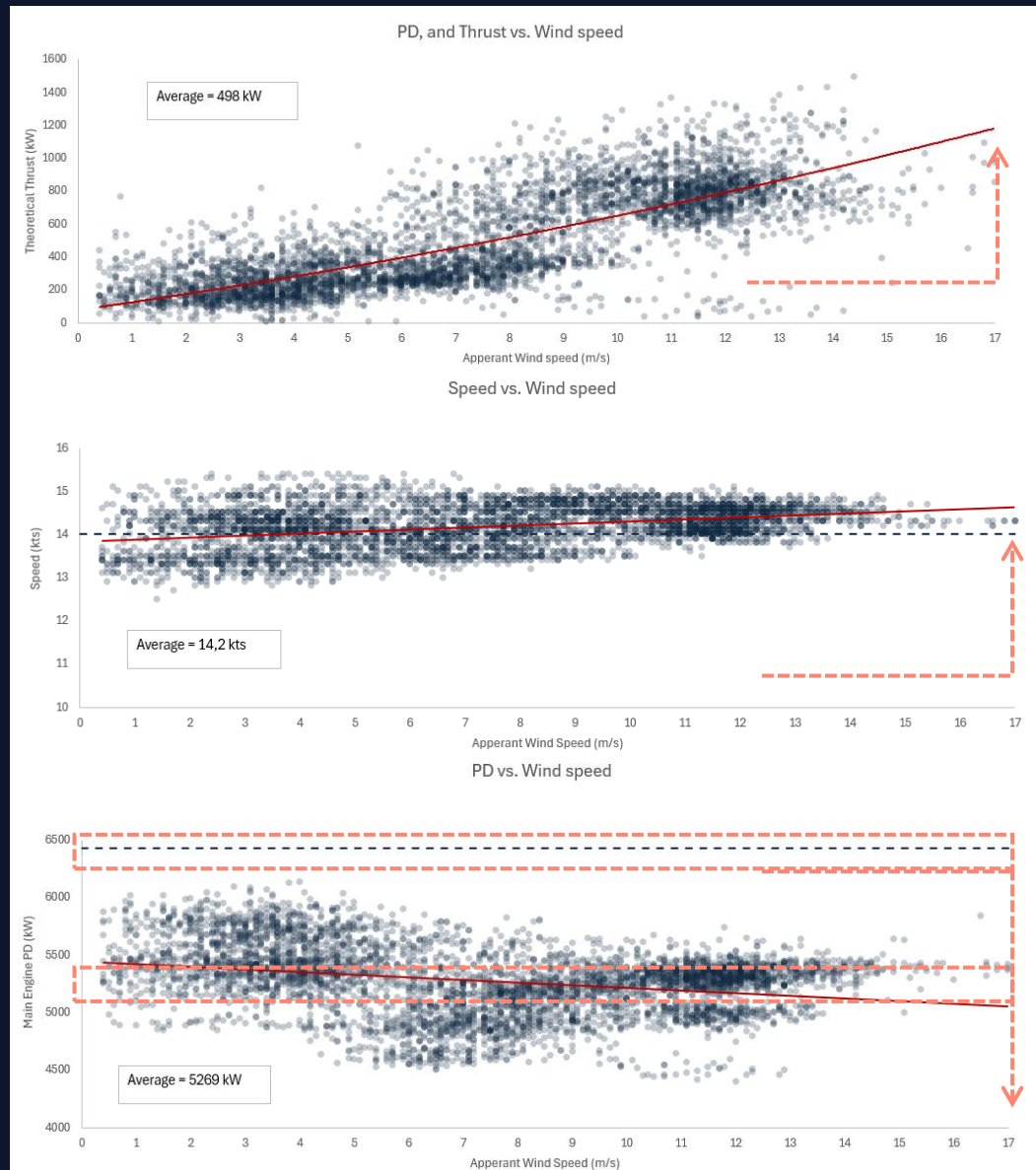
⚡ 80 %
🌀 13.7 kn
📐 245°

A new AI based weather routing system used to position vessel in optimum wind conditions to capitalize on the wind-forces



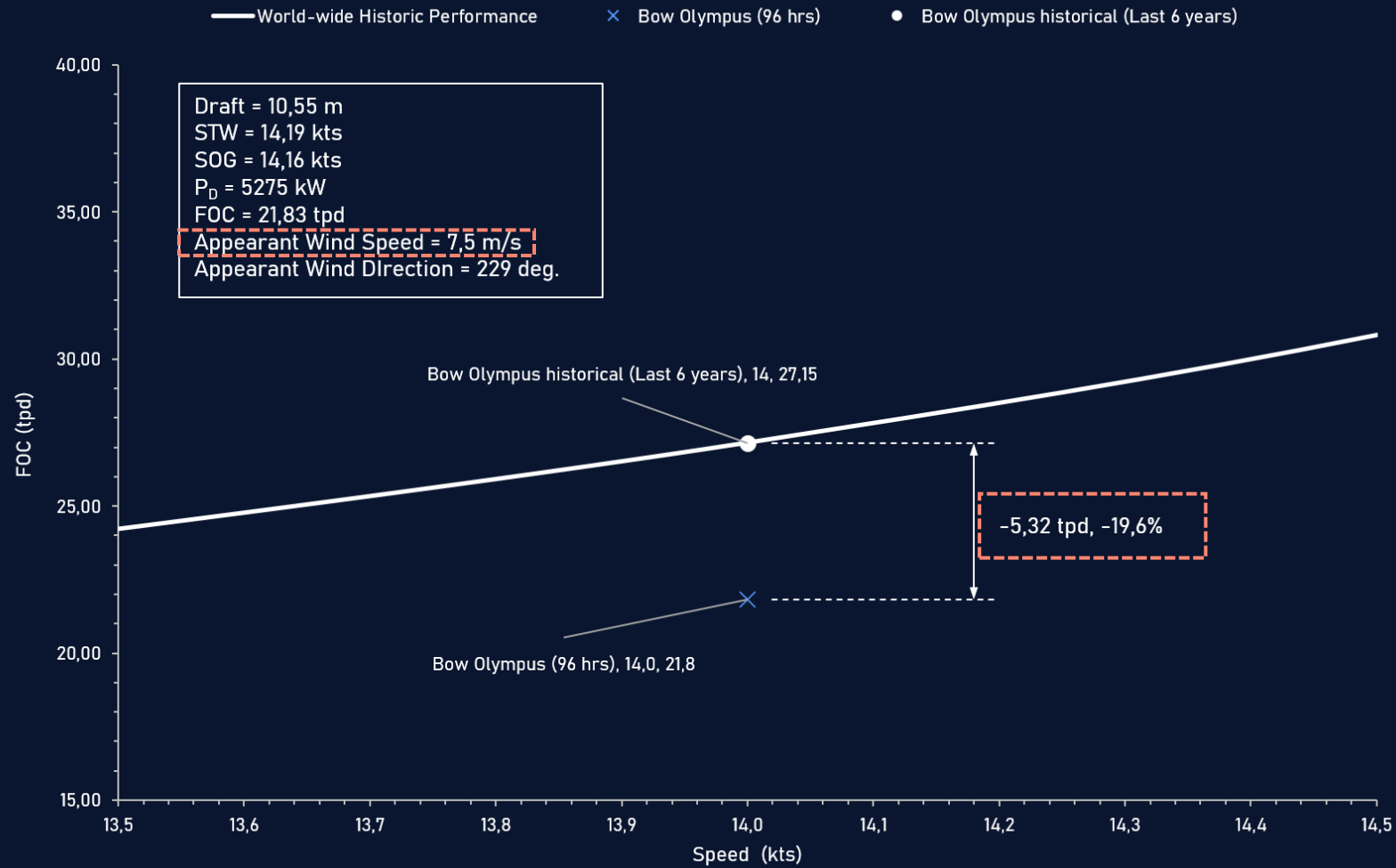


eSails Performance

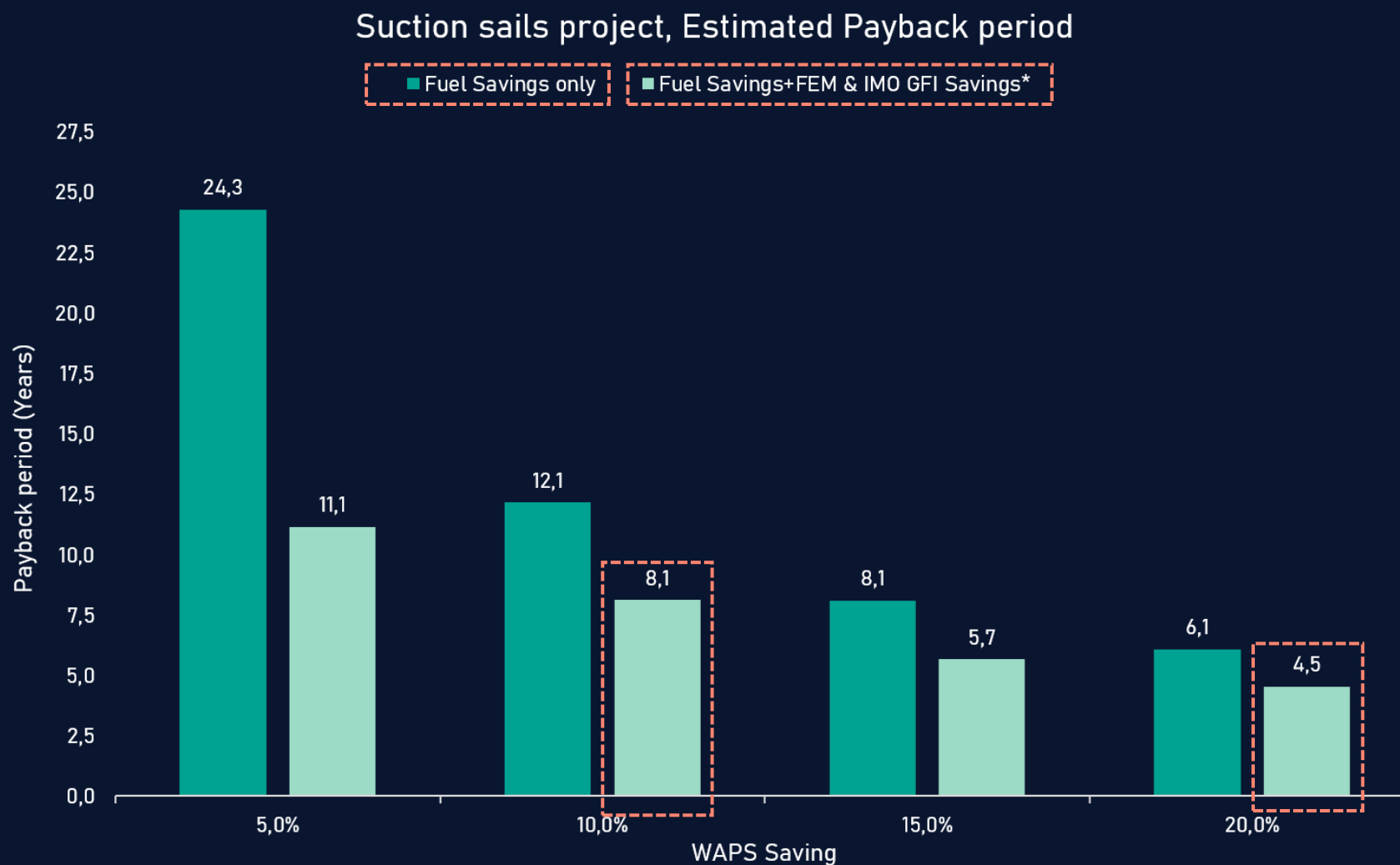


eSails Performance

Hudong49 Historic Performance (World-Wide)



Payback period for sails



*The Payback period is based on the assumption that the WAPS reward factor is the same as for the IMO GFI, as for the Fuel EU Maritime.



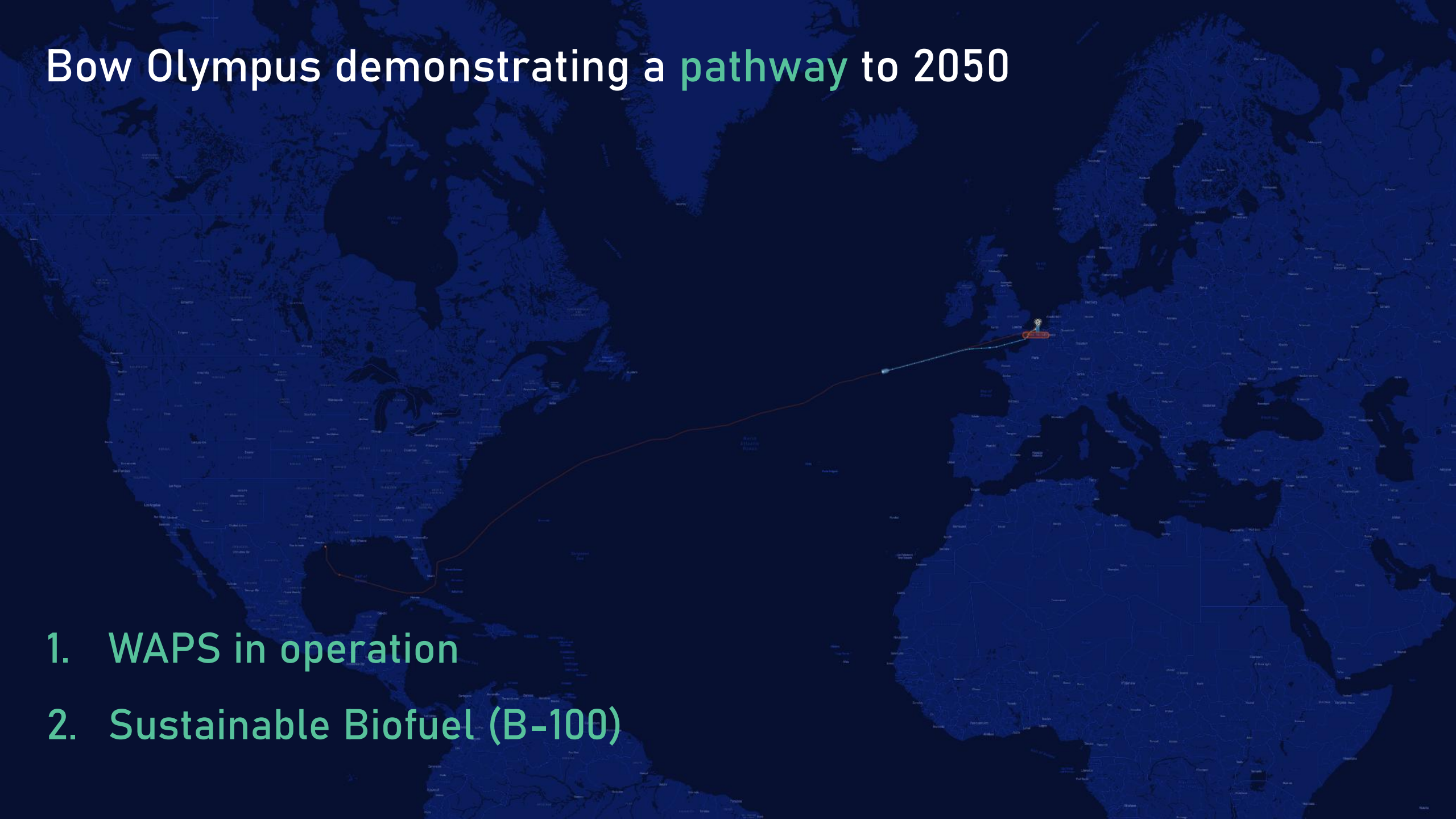
04

2050 demonstrator
voyage




Bow Olympus demonstrating a pathway to 2050

1. WAPS in operation
2. Sustainable Biofuel (B-100)



- 15-20% fuel savings from sails confirmed
- Up to 40 % observed under optimum conditions
- The biofuel is made from **waste**, and certified sustainable by **ISCC**, meeting all sustainability criterias by EU and IMO (RED II / CORSIA)

- Compliant with EU ETS



16-3-2025

Bow Olympus

BDS N. 234786

Recipient

Contact person: **Perin Opetel**
Invoice address: **CONRAD NOHRIS VEG 23, 5072, Bergen**
Invoice number: **IN_5102259158**
Receiving vessel: **Bow Olympus**
IMO / registration number vessel: **911927**
Delivery date: **16-3-2025**
Delivery location: **Flushing**
Delivery type: **Barge to Ship**
Bunker Delivery Note reference: **234786**

Supplier

FincoEnergies - International Marine B.V.
Account manager: **Nanda Hendriks**
Telephone number: **+316 4746 8283**
Email: **nanda.hendriks@fincoenergies.com**

Product

GreenOil waste MDP-1-100

	Total blend	Biofuel component of blend	Fossil Fuel component of blend (if applicable)
Grade	MDP-1-100		MDP-1
Fuel quantity (mt)	351.853	351.853	
Volume (M3 at 15 °C)	398.339	398.339	
Energy (GJ)	13,018,561	13,018,561	
Energy Density (GJ/mt)	37,000	37,000	
Density at 15 °C (kg/m3)	883.3	883.3	

Proof of Compliance Biofuel

	PoC Unique ID	Product type	Feedstock	E = GHG intensity (gCO2eq/MJ)	Ep (gCO2eq/MJ)	Efd (gCO2eq/MJ)	Default or actual energy value?	Quantity (mt)	Energy (MJ)	RED II compliant and the raw material meets the definition of waste or residue according to the RED II?
Weighted average / total	-	100% Biofuel	100% Food waste	12.56	7.79	4.77	DEFAULT	351.853	13,018,561	YES
Breakdown	Flushing - Bow Olympus IMO 911927 (BON No. 234786)-2	Biofuel	Food waste	15.9	7.3	5.6	DEFAULT	150.789	5,575,563	YES
	Flushing - Bow Olympus IMO 911927 (BON No. 234786)-1	Biofuel	Food waste	10.05	8.15	1.9	DEFAULT	201.064	7,438,998	YES

* Compliant with the sustainability criteria and greenhouse gas emission-saving criteria for the use of biomass established by Directive (EU) 2018/2001, and produced from waste and residues in accordance with the same directive, meaning the biocomponent is eligible for FuelEU Maritime.

IMO DCS, EU ETS and EU MRV reporting

Product	Mass Share Blend (%)	Energy Share Blend (%)	EU ETS		EU MRV				IMO DCS / CB
			CI CO2 (gCO2/g fuel)	CI CO2 (gCO2/g fuel)	CI CH4 (gCH4/g fuel)	CI N2O (gN2O/g fuel)	GHG CI (gCO2eq/g fuel)	GHG CI (gCO2eq/g fuel)	
Reference	Calculation	Calculation		Regulation (EU) 2023/2778, Directive (EU) 2023/2413, Directive (EU) 2018/2011, Directive (EU) 2020/1044					MRPC 150,000 MRPC 346 (78)
MDP-1-100	100.0%	100.0%	0.000	8.34	0.00005	0.00018		2.883	0.465

* Taking into account the share of biogenic carbon

* If CO2eq calculated by applying a GHG of 28 or CH4 or N2O, as listed in the Directive (EU) 2020/1044

* For the fossil component only the CO2 emissions are included under IMO DCS and CI while for the bio component the GHG intensity in CO2eq is used

* If the product belonged to a blend of biocomponent and non bio-component, the information stated in this line shall be considered for informational purpose only.

FuelEU Maritime

Product	Mass Share Blend (%)	LCV (MJ/kg)	WWT		TSW			WWE
			CI CO2eq (gCO2eq/MJ)	CI CO2 (gCO2/g fuel)	CI CH4 (gCH4/g fuel)	CI N2O (gN2O/g fuel)	CI CO2eq (gCO2eq/MJ)	
Reference	Calculation			Regulation (EU) 2023/1805, Directive (EU) 2020/1044				
MDP-1-100	100.0%	0.6370	-64.037	2.634	0.00005	0.00018	14.041	

* For the bio-component, the formula $CI_{CO2eq} = \frac{WWT}{LCV}$ will be applied. The "W" value is the actual weighted average of the GHG intensity, the "LCV" is a default value defined in the Regulation (EU) 2020/1044 and "CO2" is the energy). Weighted average of the Polars.

* WWT of CO2eq is calculated by applying a GHG of 28 to CH4 and 288 to N2O, as listed in the Directive (EU) 2020/1044.

Voyage data

Ship name	Bow Olympus
Start date	2024-03-16
End date	2024-03-16
Capacity ship	49126
CO2 capacity	2056
Fuel consumption	
Heavy Fuel Oil (HFO) (mt)	0
Light Fuel Oil (LFO) (mt)	0
Gas Oil (GO) (mt)	0
Other (LFO) (mt)	0
GHG intensity (gCO2eq/MJ)	13.56
CO2 intensity (gCO2/MJ)	37.466

ETS allowances

Reporting year	Total EUAs required intra EU	Total EUAs required extra EU
2024	0.0	0.0
2025	0.0	0.0
2026	0.0	0.0

FuelEU Maritime

GHG intensity of energy used onboard voyage (gCO2eq/MJ)	14.54
Required GHG intensity 2024 (gCO2eq/MJ) - 2% reduction from baseline	60.34
Required GHG intensity 2025 (gCO2eq/MJ) - 6% reduction from baseline	55.59
Required GHG intensity 2026 (gCO2eq/MJ) - 14.5% reduction from baseline	77.64
Required GHG intensity 2028 (gCO2eq/MJ) - 21% reduction from baseline	62.26

Baseline reference 2020: 60.49 (gCO2eq/MJ)

Voyage Simulation

Carbon Intensity Indicator

CI obtained (g CO2e/mt fuel)
Required CI is CO2e/mt fuel

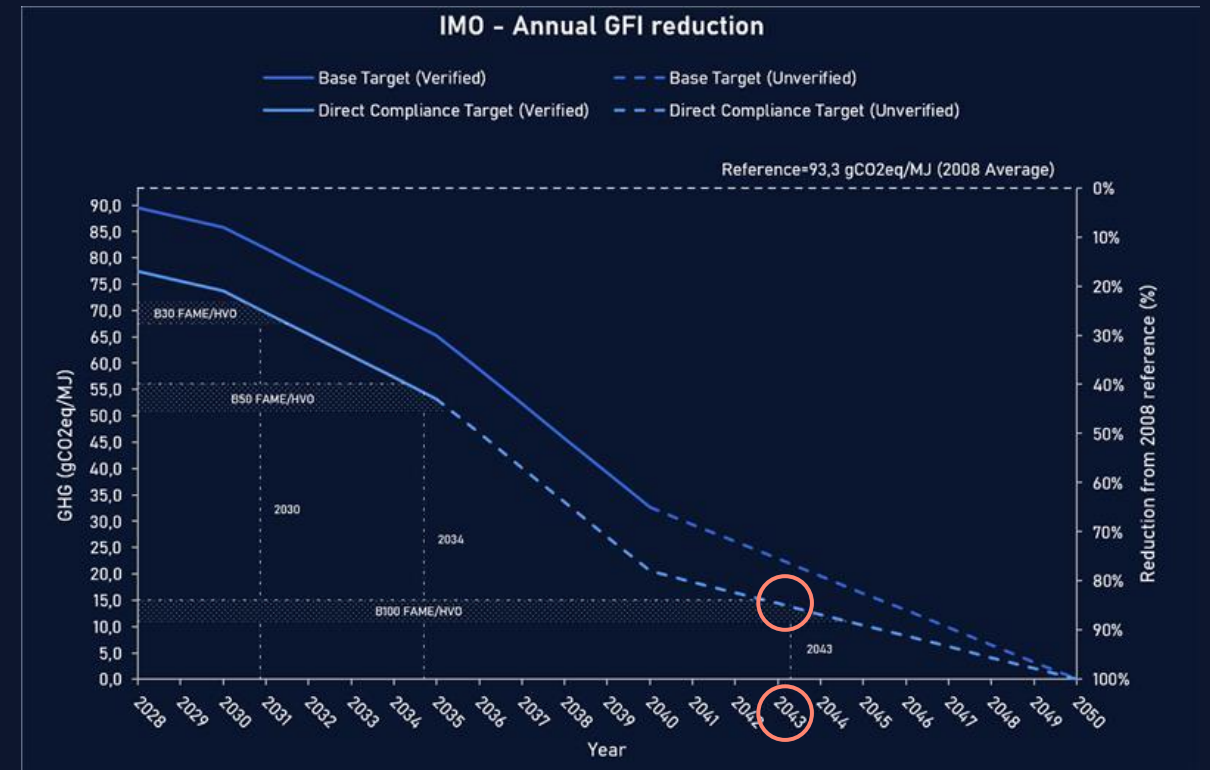
1.853

Reporting year	A	B	C	D	E
2024	1.853	0.000	0.000	1.853	0.000
2025	1.853	0.000	0.000	1.853	0.000
2026	1.853	0.000	0.000	1.853	0.000
2027	1.853	0.000	0.000	1.853	0.000

Results

- 15-20% fuel savings from sails confirmed
- Up to 40 % observed under optimum conditions
- The biofuel is made from **waste**, and certified sustainable by **ISCC**, meeting all sustainability criterias by EU and IMO (RED II / CORSIA)
- GHG intensity (WTW) 14 gram CO₂eq/MJ
- 85% GHG reduction vs VLSFO
- Compliant with **EU ETS**
- Compliant with **FEUM** beyond 2050
- Compliant with **GFI** Direct Compliance Target

regulations at least until 2044*



* DNV Comprehensive impact assessment (MEPC 82): expected GHG intensity for biofuels 2050: 1.3 gram CO₂eq/MJ, in which case this pathway will take shipping beyond 2050, subject IMO approval



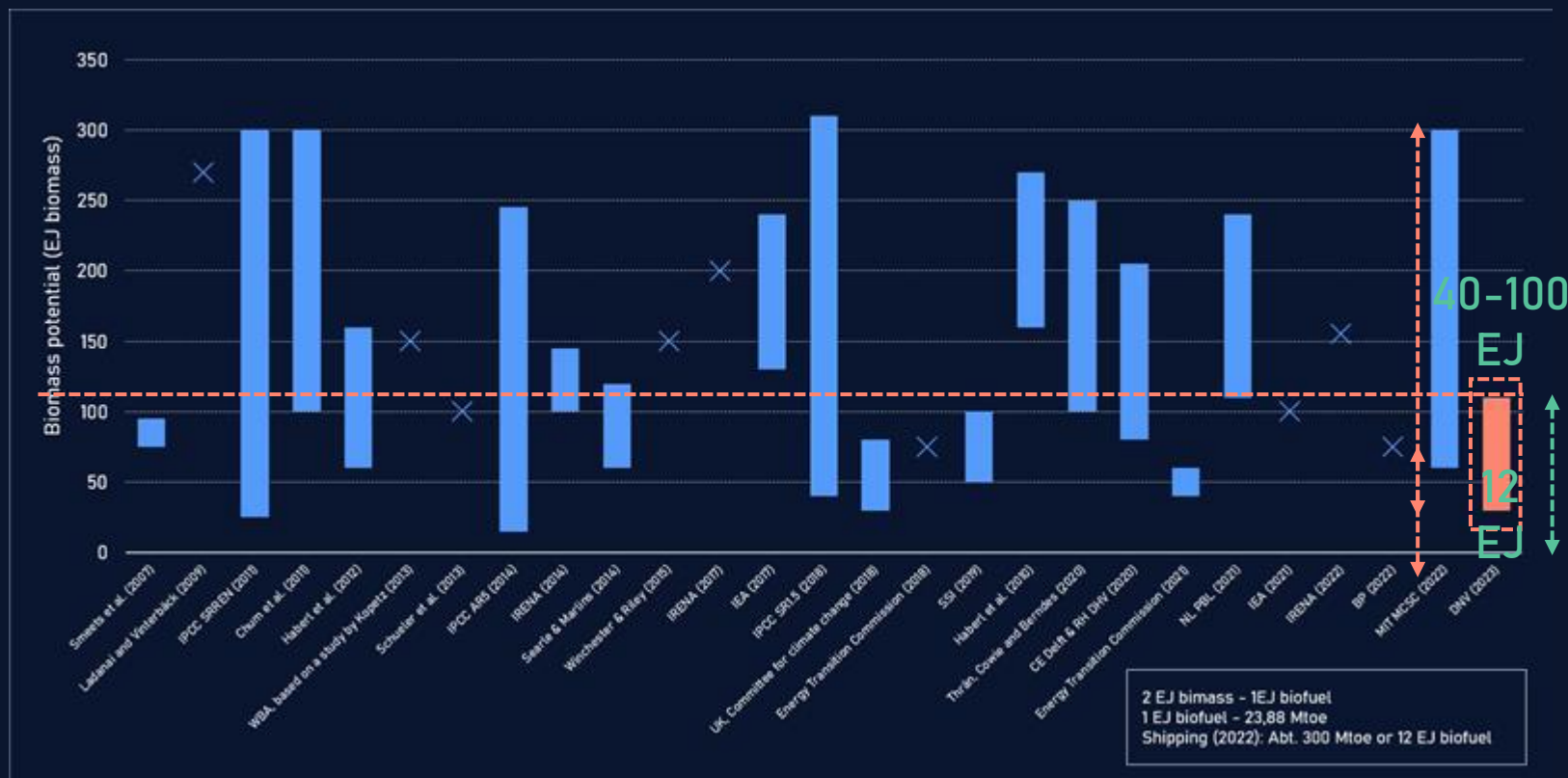


05

Conclusion

Conclusion

- Demonstrated a practical pathway to 2050, 20-25 years ahead of regulations
- Requiring no capex, limited crew training, pose no risk to crew, has lowest opex, do **not** rely on renewable electricity*
- This 2050 pathway is very promising





Odfjell Terminals



Adrian Lenning
Managing Director,
Terminals

A healthy Terminal platform centered around “local leaders” in strategic locations



4

Number of terminals



0.4

Expansion potential (CBM, million)



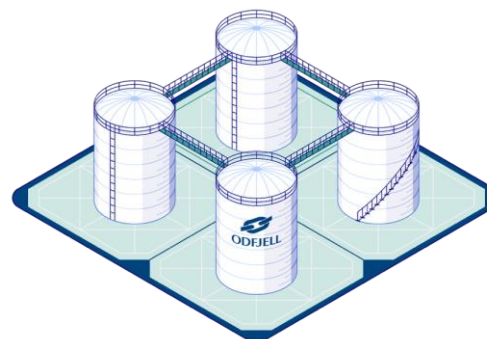
1.3

Storage capacity (CBM, million)



43.8

EBITDA* (USD, million)



478

Number of storage tanks

*OSE share, including corporate items

✓ High quality assets

✓ Global presence

✓ Local leaders in key hubs

✓ Combines yield capacity and growth potential



Odfjell Terminals Houston (OTH)

Houston is a major international hub for US import and export chemicals, and the hub for Odfjell's global and regional trades to and from the US Gulf.

- Location: Houston, USA
- Storage capacity (cbm): 412,000
- No # of tanks: 128
- EBITDA (OSE Share): USD 26.2 million
- Odfjell share: 51%
- Expansion potential: ■ ■ ■ ■ ■



Odfjell Terminals Charleston (OTC)

Strategically located on Charleston's Cooper River. Offers quality solutions to the bulk liquid, vegetable oil, and petrochemicals industries in the US.

- Location: Charleston, USA
- Storage capacity (cbm): 79,243
- No # of tanks: 9
- EBITDA (OSE Share): USD 3.6 million
- Odfjell share: 51%
- Expansion potential: ■ ■ ■ ■ ■



Odfjell Terminals Korea (OTK)

Multiply awarded, state-of-the-art terminal located in the most important petrochemical distribution and transshipment hub in Northeast Asia.

- Location: Ulsan, Korea
- Storage capacity (cbm): 313,710
- No # of tanks: 85
- EBITDA (OSE Share): USD 5.8 million
- Odfjell share: 50%
- Expansion potential: ■ ■ ■ ■ ■



Noord Natie Odfjell Antwerp Terminal (NNOAT)

A leader in the European chemical storage market, NNOAT offers a unique combination of storage and related value-added services.

- Location: Antwerp, Belgium
- Storage capacity (cbm): 480,000
- No # of tanks: 246
- EBITDA (OSE Share): USD 8.8 million
- Odfjell share: 25%
- Expansion potential: ■ ■ ■ ■ ■

Odfjell Terminals is in essence an infrastructure business, powered by the full Odfjell machinery

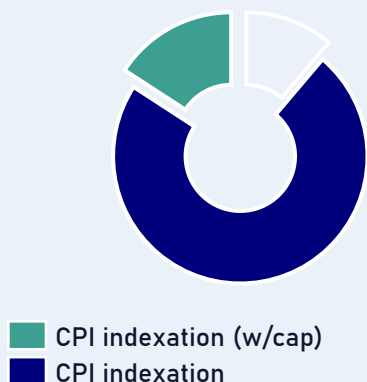
Ticks all the boxes of prime infrastructure assets...

- Integrated and essential part of customers' supply chains
- Long-dated assets, high barriers to entry and long-term customer relationships
- Acyclical and resilient
- Strong visibility on cash flows and robust dividend capacity
- Hedge against inflation

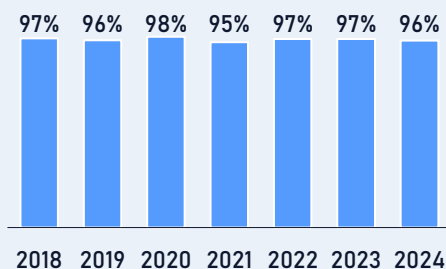
...with a differentiated value proposition

- Industry track record and unparalleled market insight
- Hands-on, operational value creation
- Unique value proposition to customers and partners
- Diversification and de-risking benefits

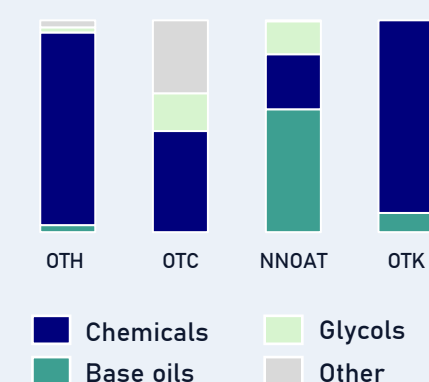
CPI Indexation
% share of revenues



Commercial occupancy
Portfolio



Product mix
% share of revenues



Top 10 customers
% share of revenues



In partnership with local management teams, we continue to drive hands-on operational value creation

Setting clear strategic priorities

- Project Renaissance (OTUS)
- Terminal Masterplan (NNOAT)
- Full Potential Plan (OTK)

Digitalization

- Full digitalization of core work processes at OTH (marine, rail & truck)
- Continuous investment in cyber security



Automation

- 30% capacity increase coupled with 16% FTE reduction at NNOAT (2018 to 2025)
- OTH's Bay 13 setting a new standard for tank bay automation at our US Business

Commercial optimization

- OTK/OTH: Increased revenue per cbm by 33% / 26% (2018-2024) through optimized tank and product mix, effective indexation, and improved revenue capture
- NNOAT consolidating position in Antwerp as leading chemicals and base oils terminal

Cost reduction

- Shift restructuring for more effective utilization of work force
- Improved and digitalized procurement processes (OTUS)



Value creation at OTK: Applying our toolkit with the ambition to 2.5x EBITDA by 2028 (vs 2023)

Performance improvement

+80%



- Execution of Full Potential Plan
 - Tank / product mix
 - Commercial strategy
 - Revised contract terms
 - Procurement
 - Service revenues

Accretive Expansions

+70%



- Developing E5 and Jetty 2
 - +88,000 cbm
 - Additional jetty capacity
 - 10-year contract with S-OIL
 - Strong returns
 - Locally funded

Disciplined M&A

Multiple Expansion
vs 9.0x



- Accretive Acquisitions
 - Disciplined approach to M&A
 - Acquired 24.5% in 2020 at 9x EBITDA
 - Asset improvement justifying multiple expansion

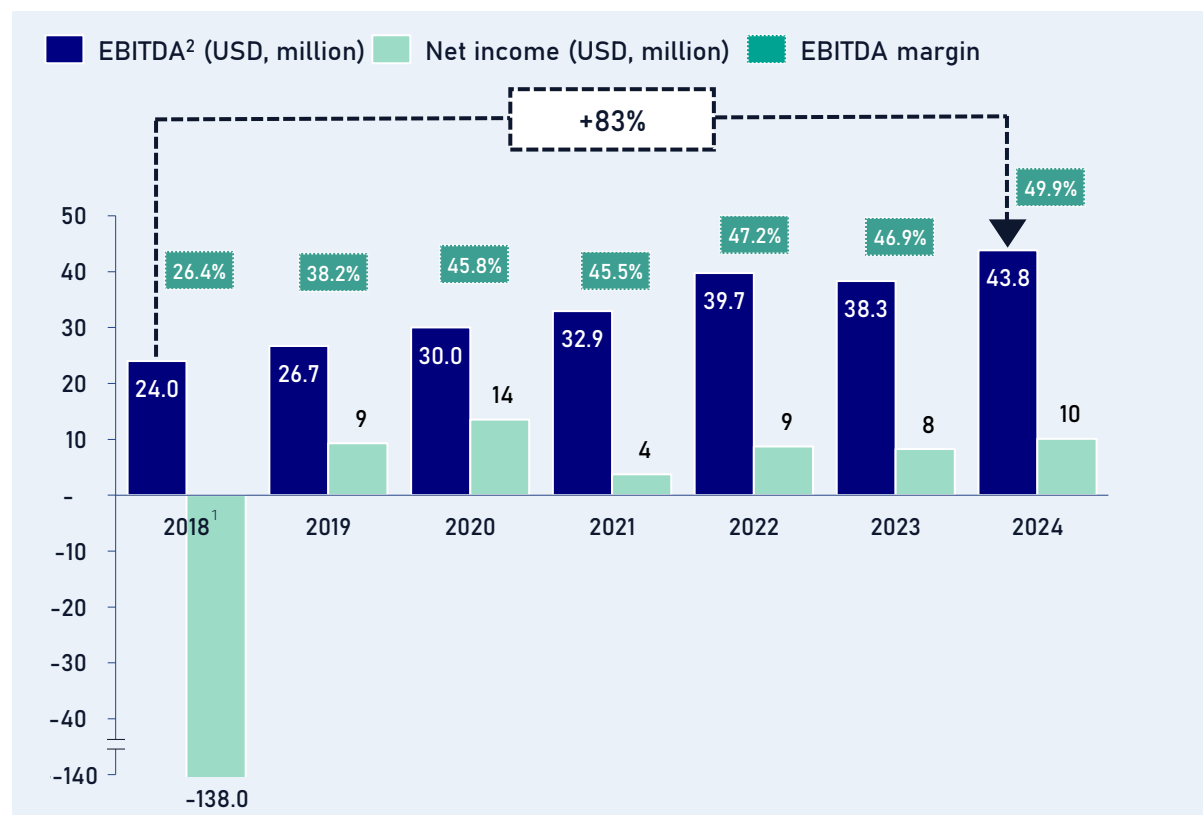
In sum, performance improvement and accretive expansions have lifted portfolio EBITDA by 83% since the 2018/19 restructuring

Added more than 176,000 cbm totaling ~USD 200 mln of investments, with another 100,000 cbm under construction

Delivering strong EBITDA growth and margin expansion across the portfolio

Terminal	Tankpit	Completion		Capacity (cbm)	# of tanks
NNOAT	Tankpit N&O	Aug 2018	<div><div></div><div></div><div></div><div></div></div>	32,700	13
NNOAT	Tankpit P	Jul 2020	<div><div></div><div></div></div>	12,700	7
NNOAT	Tankpit T	Jun 2022	<div><div></div><div></div><div></div><div></div></div>	35,000	7
NNOAT	Tankpit U	Nov 2023	<div><div></div><div></div><div></div><div></div></div>	36,000	6
OTH	Bay 13	1Q 2024	<div><div></div><div></div><div></div><div></div></div>	32,400	9
NNOAT	Tankpit R	Mar 2025	<div><div></div><div></div><div></div></div>	27,500	10
NNOAT	Tankpit Q	3Q 2025	<div><div></div><div></div></div>	12,000	2
OTK	E5	1H 2027	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	88,000	10

Completed Under construction



¹ 2018 Net Income adjusted for non-recurring events (OTR divestment and impairment of ONTT) is USD -13.0 million

² OSE Share, including corporate items



Key take-aways



Global footprint centred around “local leaders” in key chemical hubs



Resilient portfolio combining yield generation capacity and growth potential



Characteristics of prime infrastructure assets, leveraging the strengths of Odfjell



Hands-on operational value creation, in partnership with our local management teams



Delivered 176,000 cbm of accretive expansions and 83% EBITDA growth since 2018, with another 100,000 cbm under construction



Ambitions and roadmap for continued organic and strategic growth



ODFJELL

Closing remarks



Harald Fotland
Chief Executive Officer





Thank you!

Investor Relations

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