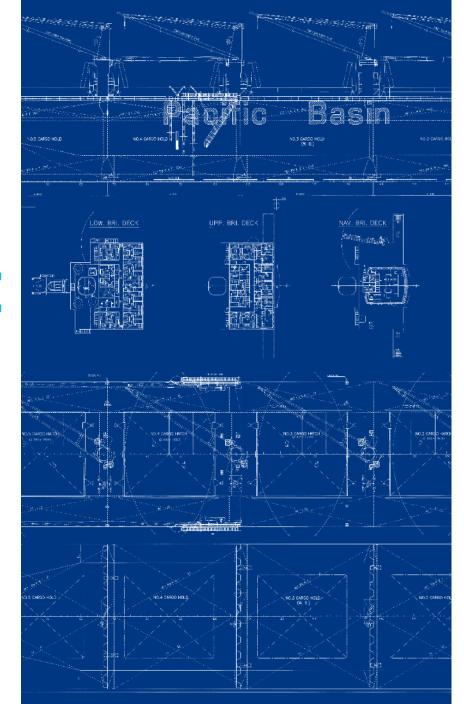
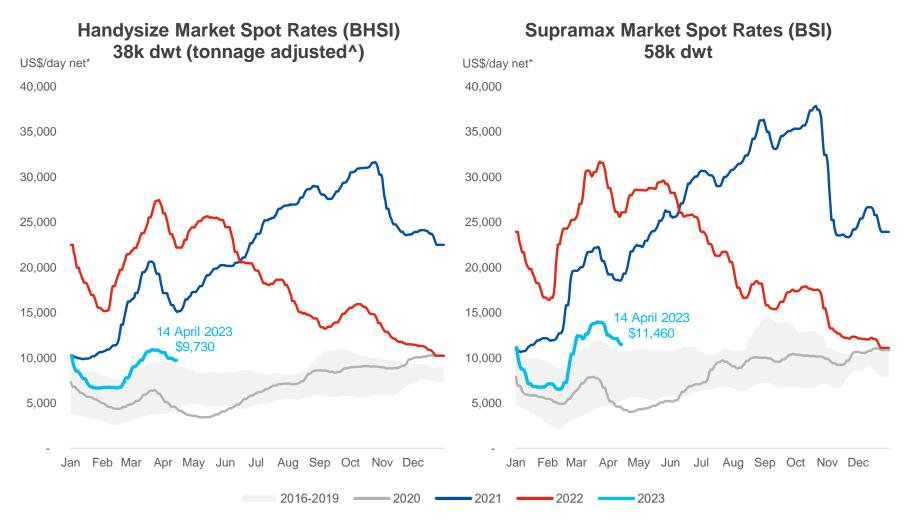


# PERFORMANCE AND MARKET REVIEW



## **DRY BULK SEASONALITY ABOVE PRE-COVID LEVELS**

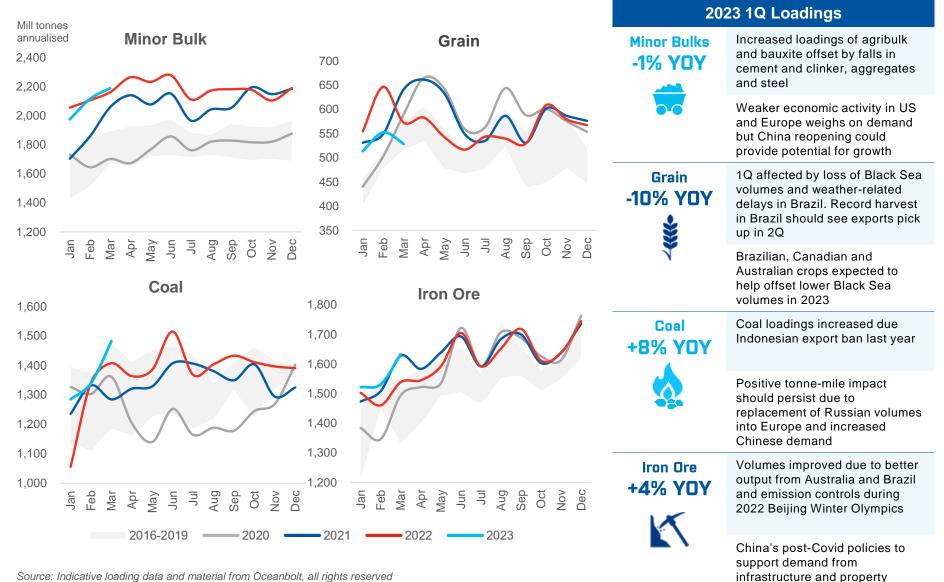


Excludes 5% commission

Spot market rates adjusted downward to reflect expected actual earnings given our average deadweight tonnage of our core Handysize fleet is lower than the Baltic Exchange benchmark Source: Baltic Exchange



## **CHINA REOPENING SUPPORTING DRY BULK DEMAND**



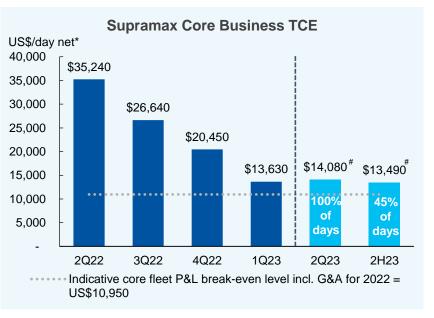
Source: Indicative loading data and material from Oceanbolt, all rights reserved Data as at 13 April 2023, subject to revision

Pacific Basin

sector

## **MARKET EXPECTS STRONGER DEMAND FUNDAMENTALS IN 2H23**





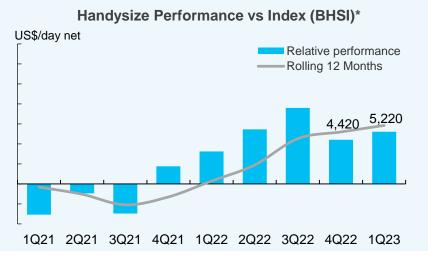
- Our core business Handysize and Supramax daily TCE earnings in 1Q23 were US\$13,550 and US\$13,630 net per day
  respectively, representing a decrease of 43% and 58% compared to the very strong 1Q22
- We have covered 74% and 100% of our Handysize and Supramax vessel days in 2Q23 at US\$12,710 and US\$14,080 per day net respectively
- We have significant opportunity to add cargo fixtures to our remaining 2023 book at rates which we expect to be higher compared to the first quarter which is normally the weakest quarter of the year
- Current Forward Freight Agreement (FFA) rates for Handysize in 3Q and 4Q 2023 are US\$14,520 and US\$13,910 per day
  respectively<sup>^</sup>
- Current FFA rates for Supramax in 3Q and 4Q 2023 are US\$16,190 and US\$15,250 per day respectively<sup>^</sup>

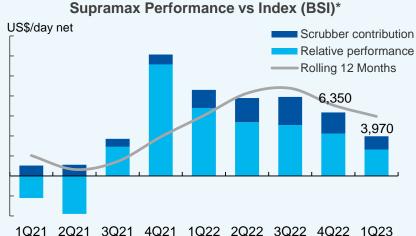
#### \*Excludes 5% commission and Handysize tonnage adjusted

\*As at 13 April 2023, indicative TCE only as voyages are still in progress; Current value of Supramax scrubber benefits is approximately US\$740 per day. When a Supramax vessel with a scrubber is assigned a cargo, its TCE rate may be higher due to the added benefit of the scrubber ^ Source: Baltic Exchange, data as at 12 April 2023

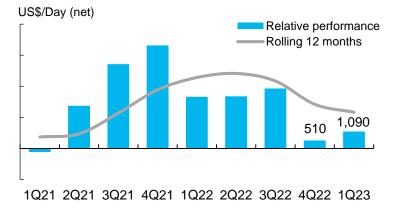
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## **WE CONTINUE TO OUTPERFORM**





#### **Operating Activity Margin**

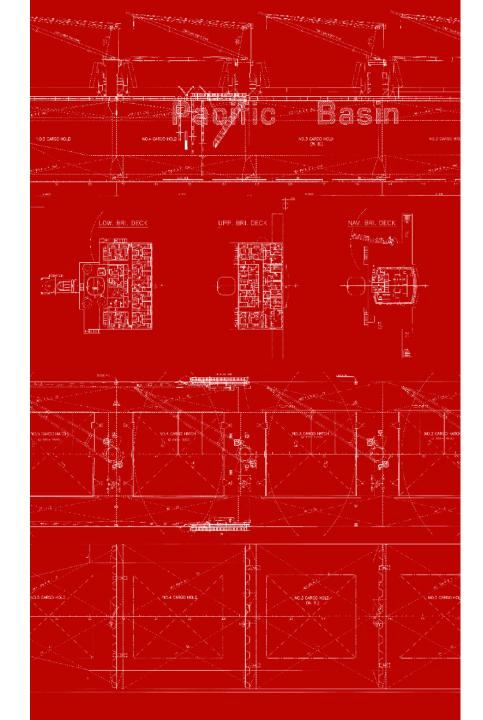


- In 1Q23, we outperformed the average Handysize (BHSI 38k dwt tonnage-adjusted) and Supramax (BSI 58k dwt) indices by US\$5,220 per day and US\$3,970 per day, respectively
- Our operating activity generated a margin of US\$1,090 net per day over 5,030 operating days
- Operating activity contribution was impacted by chartered-in vessel commitments made during the stronger markets of 2022.

\*Excludes 5% commission / BHSI 38,000 dwt (tonnage adjusted) / BSI 58,000 dwt Scrubbers fitted to our core supramax vessels contributed US\$1,320 per day to outperformance in 1Q 2023 across our entire core Supramax fleet



# DEMAND & SUPPLY OUTLOOK



# CHINA RECOVERY SUPPORTING DRY BULK DEMAND





- Reopening policies supporting dry bulk demand through investments in infrastructure, manufacturing, domestic consumption and green transition initiatives
- Increased imports of coal including from Australia, despite further increases in domestic production
- Main minor bulk imports include bauxite, forest products and petcoke
- Chinese steel production expected to be flat YoY due to stricter environmental rules to reduce pollution

Source: Indicative loading data and material from Oceanbolt, all rights reserved Data as at 14 April 2023, subject to revision



## LOW ORDERBOOK AND IMO REGULATIONS REDUCING FUTURE SUPPLY

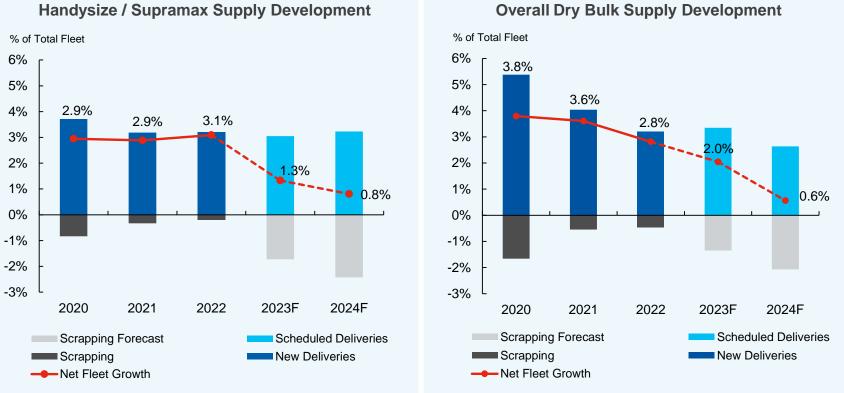
Dry bulk orderbook at record low 6.9%, 90% despite long period of elevated earnings 80% 70% 1Q23 newbuilding ordering down % of fleet 60% approximately 50% compared to 1Q22 50% 60.0% 40% Uncertainty over future emissions rules and 30% 51.2% we expect no material ordering of zero-20% emission-capable vessels until earliest 2024 50.0% 10% 0% Decarbonisation leads to technological 1995 2000 2005 uncertainty and reduced life of older-40.0% technology ships Newbuilding costs remain at historically high 30.0% levels and delivery time lag of about three 26.3% years increases uncertainty 18.7% Limited yard capacity available until 2026 as 20.0% other segments (container etc.) have absorbed spare yard capacity 10.0% Higher interest rate environment discourages large capital investments 0.0%

**Dry Bulk Orderbook** % of fleet 6.9% 2010 2015 2020 6.9% 5.6% 2.8% LNG LPG Container Dry Bulk Product Crude

Source: Clarksons Research, data as at April 2023



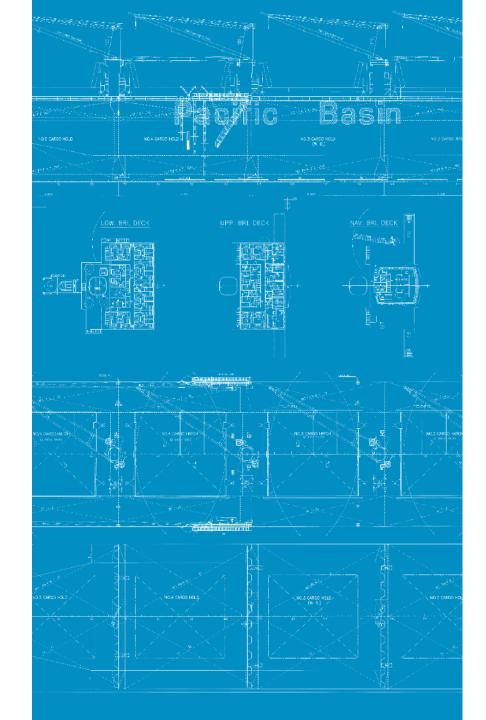
## NET FLEET GROWTH REDUCING



- Clarksons Research estimates dry bulk net fleet growth of 2.0% in 2023 and 0.6% in 2024, with scrapping of 1.4% in 2023 and 2.1% in 2024
- Environmental regulations will likely start forcing slower speeds in the coming few years and accelerate scrapping of less efficient vessels



# STRATEGIC FOCUS



## **STRATEGIC DIRECTION REMAINS UNCHANGED**

## STRATEGY

- Maintain and grow our position as the leading minor bulk cargo-focused, integrated owner and operator servicing our customers' transportation needs around the world
- We will continue our long-term Supramax fleet growth and Handysize renewal strategy
- We will continue to divest older, less fuel-efficient ships, crystallising value and ensuring our fleet can meet IMO GHG reduction target with greater ease
- Drive the design and development of zero-emissioncapable, dual-fuel methanol Ultramax vessels, with the plan of ordering earliest 2024
- Keep our cash and balance sheet strong
- Be the industry leader on an earnings and cost per day basis

## **SPECIAL FOCUS AREA**

- Supporting our teams to ensure we continue to deliver a quality service to our customers while maximising our earnings
- Ensuring our crews physical and mental wellbeing and our vessels continue to operate safely and efficiently
- Enhanced focus on optimising our environmental performance to ensure compliance with carbonefficiency requirements of IMO 2030
- Further leverage the increasing amount of in-house data to improve our operational efficiency, cost and environmental performance, and ultimately to deliver additional value to our customers

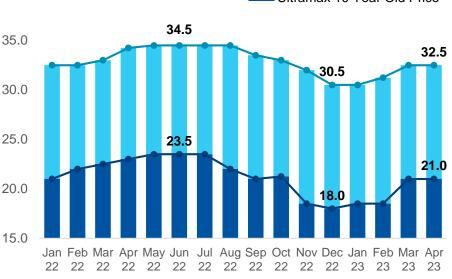


# **COUNTER CYCLICAL GROWTH WHILE OPTIMISING OUR FLEET**

Purchase Activity 1Q 2023					l
Vessel Type	DWT	Year Built	ΜΟΑ	Delivery/ Expected Delivery	
Ultramax	61,181	2016 (Japan)	Jan 2023	Mar 2023	
Ultramax	61,470	2012 (Japan)	Jan 2023	Mar 2023	
Ultramax	61,671	2012 (Japan)	Jan 2023	Mar 2023	
Ultramax	61,395	2012 (Japan)	Jan 2023	May 2023	
Supramax	58,032	2012 (Japan)	Jan 2023	May 2023	
Handysize	37,918	2016 (Japan)	Jan 2023	May 2023	
Ultramax	61,498	2012 (Japan)	Feb 2023	Mar 2023	
Sales Activity 1Q 2023					
Handysize	32,751	2003 (Japan)	Mar 2023	Apr 2023	

## US\$ Mil 40.0 Ultramax Newbuilding Price

Ultramax Newbuilding and Second-hand 10 YO Prices

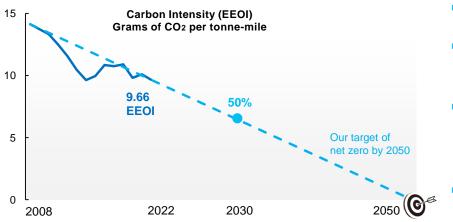


Source: Clarksons Research, data as at April 2023

- Accelerating our growth and renewal strategy as asset prices allow further strategic investment
- Utilising balance sheet to grow strong balance sheet allows flexibility to invest counter-cyclically
- Second-hand vessels offer attractive pricing while we wait for zero-emission-capable vessels to be available for purchase



# **ON TRACK TO MEET OUR GHG REDUCTION GOALS**



PB Ships by AER Carbon Intensity Rating					
Rating	2022	Mar 2023			
А	15	38			
В	22	25			
С	48	37			
D	22	15			
E	8	5			
No. of owned ships	115	120			

Note that the AER carbon intensity metric does not consider actual cargo volume carried (only DWT design capacity), so does not reflect the benefit of our fleet's high utilisation rate as is reflected in the EEOI carbon intensity indicator which our customers usually use to assess the carbon intensity of ships they charter

- Targeting net zero emissions by 2050
- We aim to have reduced our EEOI carbon intensity by 50% by 2030
- We target for our fleet to comprise only zero-emission vessels by 2050 we will not order "older technology" newbuildings
  - From January 2023, IMO's global EEXI and CII regulations require ships to combine technical and operational measures to improve their carbon intensity
- We aspire for our ships to achieve an AER rating of "C" or better from 2024 onwards, but we will prioritise EEOI with high laden-to-ballast utilisation while managing our AER to ensure CII compliance
- Our existing fleet will meet requirements through continuous fleet renewal, energy-efficient operating measures, and investments in fuel saving technologies
- We are preparing for shipping's inclusion in the EU ETS from January 2024



## WE ARE WELL POSITIONED FOR THE FUTURE

#### Higher Second Half Dry Bulk Freight Rates Expected

- China reopening is supporting dry bulk commodity demand despite weaker economic activity in the US and Europe
- Adverse weather in Brazil caused delays in harvest and loading of grains but a record grain harvest expected in 2023
- 3Q23 and 4Q23 FFA higher than current spot rates market expects stronger demand fundamentals

#### The Longer-term Outlook is Positive

- Long-term minor bulk demand is anticipated to be driven by infrastructure investment, particularly from emerging markets and ASEAN region as well as green transition initiatives
- The dry bulk orderbook is at a historical low of 6.9% and ordering in 1Q23 was down ~50% compared to 1Q22
- IMO GHG emission reduction rules from 2023, along with EU ETS from 2024, will over time lead to slower speeds, less efficient trading patterns and increased scrapping of older tonnage
- Ordering of minor bulk zero-emission vessels to be commercially feasible in late 2024 at the earliest
- Anticipated underlying demand and supply fundamentals will allow us to generate steadier and more sustainable earnings over the long-term

#### Well Positioned for the Future

- We own and operate one of the largest minor bulk fleets in the world, with vessel operating expenses remaining well controlled and competitive
- Counter cyclical purchases, while continuing our focus on selling some of our smaller, older Handysize
- We are prepared for IMO's global EEXI and CII regulations from 2023, and welcome future new environmental regulations
- Significantly strengthened balance sheet with available committed liquidity of US\$615 million, and US\$65.3 million net cash as at 31 December 2023



## DISCLAIMER

This presentation contains certain forward looking statements with respect to the financial condition, results of operations and business of Pacific Basin and certain plans and objectives of the management of Pacific Basin.

Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of Pacific Basin to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding Pacific Basin's present and future business strategies and the political and economic environment in which Pacific Basin will operate in the future.

## **Our Communication Channels**

#### **Financial Reporting**

- Annual and Interim Reports
- Online Annual Report
- Quarterly Trading Updates
- Presentations and press releases on business activities

#### **Shareholder Meetings and Hotlines**

- Analysts Day & Investor Perception Study
- Sell-side conferences
- Investor/analyst calls and enquiries

#### Company Website - www.pacificbasin.com

- Corporate Information
- CG, Risk Management and CSR
- Fleet Profile and Download
- Investor Relations: Financial reports, news & announcements, excel download, awards, media interviews, stock quotes, dividend history, corporate calendar and glossary

#### **Social Media Communications**

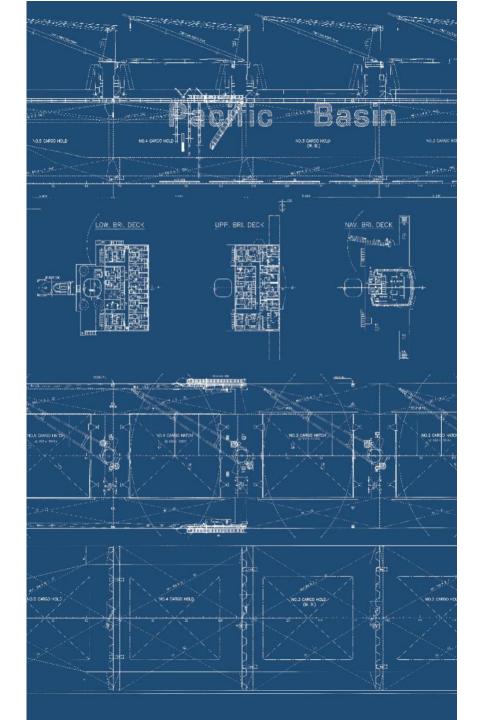
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Contact IR – Peter Budd E-mail: pbudd@pacificbasin.com | ir@pacificbasin.com | Tel: +852 2233 7032



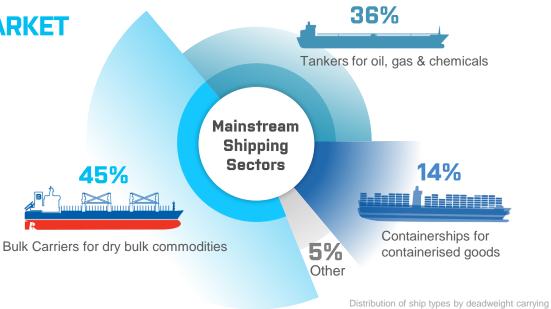
# **APPENDIX**



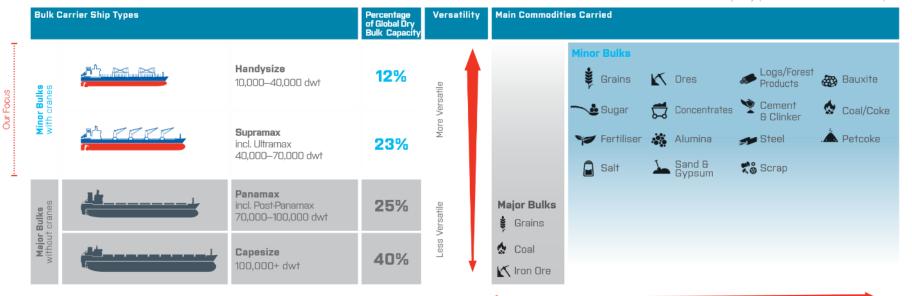
## APPENDIX: UNDERSTANDING OUR CORE MARKET

The dry bulk industry carries dry commodities and other non-containerised cargo. Larger vessels including Capesize and Panamax carry mainly iron ore, coal and grain.

We specialise in the versatile, mid-size, geared Handysize and Supramax ships that carry a wide range of minor bulks and grains which offers significant benefits of diversification in terms of geography, customers and cargoes.



capacity (sources: Clarksons Research)



Many ports, many customers, many cargo types, high scope for triangulation



## **APPENDIX: PACIFIC BASIN OVERVIEW**

- We operate one of the world's largest fleets of interchangeable modern Handysize and Supramax ships, equipping us for efficient trading and reliable service any time and anywhere
- Cargo system business model outperforming market rates
- Own 120 Handysize and Supramax vessels, with approximately 260 owned and chartered ships on the water serving major industrial customers around the world
- Hong Kong headquartered and HKEx listed with 14 offices worldwide
- Strong balance sheet with US\$615 million available committed liquidity as of 31 December 2022
- Our vision is to be the leading ship owner/operator in dry bulk shipping, and the first choice partner for customers and other stakeholders



## **APPENDIX: STRATEGIC MODEL**

## **Why Minor Bulk**

### **Attractive Characteristics of Minor Bulk**

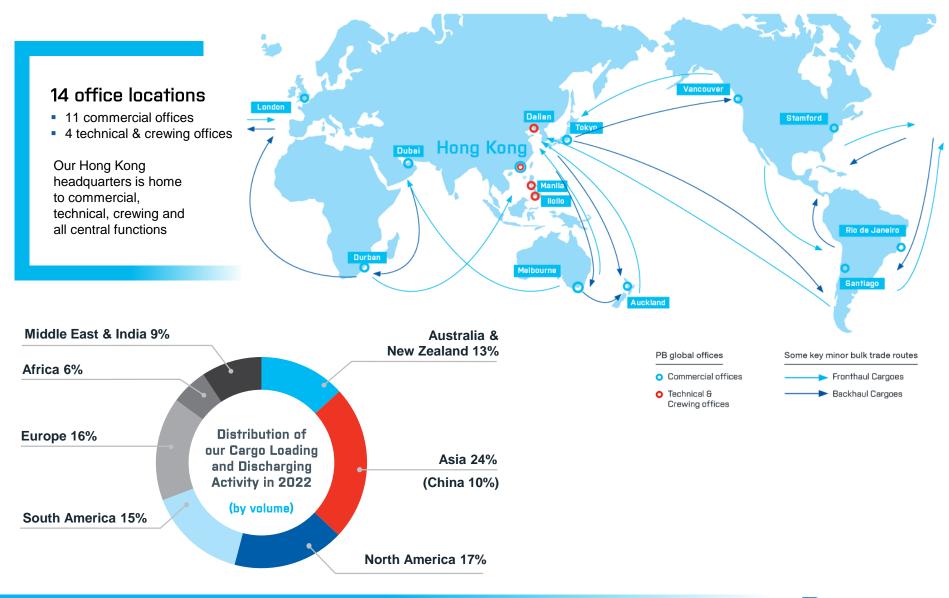
- More diverse customer, cargo and geographical exposure enables high utilisation
- A segment where scale and operational expertise make a difference
- Better daily TCE earnings driven by a high laden-to-ballast ratio
- Sound long-term demand expectations and modest fleet growth

### A Focused Approach – Offering Benefits of Diversification

Diversified geography, customers and cargoes	500+ customers globally	Our largest customer represents only 3% of our volumes	Our top 25 customers represent 31% of our volumes
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## **APPENDIX: BUSINESS FOUNDATION**



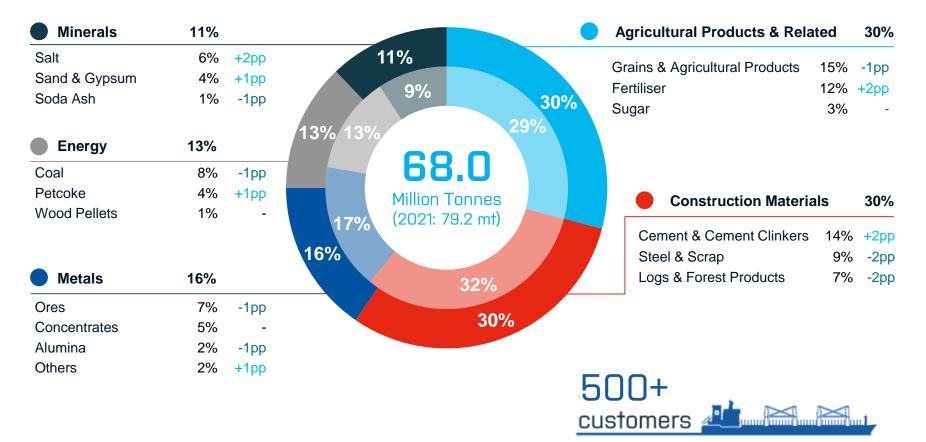
21 | Pacific Basin 2023 First Quarter Trading Update



## **APPENDIX: DIVERSIFIED CARGO MIX**

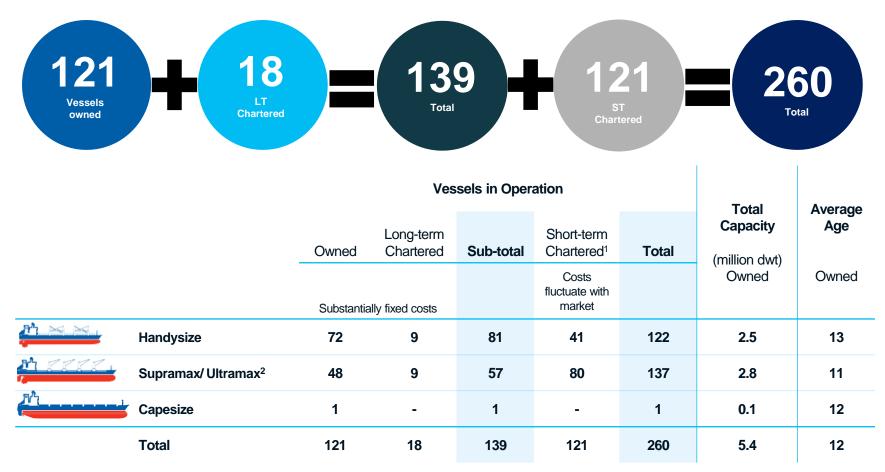
### Diverse range of commodities reduces product risk

### Our Cargo Volumes 2022 VS 2021





## **APPENDIX: PACIFIC BASIN CURRENT FLEET**



As at 31 March 2023

<sup>1</sup> Average number of short-term and index-linked vessels operated in March 2023

<sup>2</sup> Supramax vessels in excess of 60,000 dwt are generally referred to as Ultramaxes



## **APPENDIX: OUR TWO MAIN ACTIVITIES**

## **Core Business**

- Contract and spot cargoes
- Owned and long-term chartered ships / Short-term ships carrying contract cargoes
- Costs largely fixed and disclosed
- Key KPI = TCE per day
- Significant leverage and profits in strong market
- Asset heavy predominantly our own crews / quality / safety
- Enables reliability, cargo contracts, brand name
- Currently about 80%-85% of total vessel days

## **Operating Activity**

- Spot cargoes
- Short-term ships carrying spot cargoes
- Costs fluctuate with freight market
- Key KPI = Margin per day
- Can generate profits also in weak markets
- Asset light third party crews / quality / safety (harder to control quality)
- Enhances and expands the service to our customers
- Currently about 15%-20% of total vessel days



## **APPENDIX: TCE REPORTING METHODOLOGY**

Our "core business" is to optimally combine our owned and long-term chartered ships with multi-shipment contract cargos and spot cargoes to achieve the highest daily TCE earnings. Our core business also uses short-term chartered ships to carry contract cargoes to maximise the utilisation and TCE of our owned and long-term chartered ships. The positive (or negative) result on these short-term chartered ships is added to the TCE achieved on our owned and long-term chartered ships.

We now also disclose the margin per day generated by our "**operating activity**" which is separate and complementary to our core business. Through our operating activity, we provide a service to our customers even if our core ships are unavailable by matching our customers' spot cargoes with short-term chartered ships, making a margin and contributing to our group results regardless of whether the market is weak or strong.

For our core business, daily TCE revenue is the important KPI, as costs per day are substantially fixed and disclosed.

For our operating activity, short-term charter costs fluctuate with the freight market and therefore the important KPI is the margin per day (the net daily difference between TCE revenue and charter costs), not the TCE level itself.

Deriving our Core Business Daily TCE	Deriving our Operating Activity Daily Margin
Owned + Long-Term Chartered TCE Revenue + Short-Term Chartered (excluding Operating) Result Owned + Long-Term Chartered Revenue Days	Operating Result Operating Days



## **APPENDIX: HOW TO MODEL PACIFIC BASIN**

Handysize contribution	Core TCE <sup>1</sup> x owned & LTC <sup>2</sup> revenue days Blended cost x owned & LTC cost days <sup>3</sup>	+	
		=	х
Supramax contribution	Core TCE <sup>1</sup> x owned & LTC <sup>2</sup> revenue days Blended cost x owned & LTC cost days <sup>3</sup>	+ -	
		=	Х
Operating Activity	Operating margin x operating days		Х
Post Panamax contribution			Х
Total G&A		-	Х
Underlying Result		=	X
Sensitivity:			
+/- US\$1,000 daily TCE = US\$3 Adjusted for ca. 20-25% typical l	5-40 million per year ong-term forward cargo cover at any point in time		

<sup>1</sup> Note that core TCE includes the margin (positive or negative) from short term ships carrying contract cargoes

<sup>2</sup> Long-Term Chartered in ships

<sup>3</sup> Revenue days + offhire days = cost days



## **APPENDIX: OUR BEST UNDERLYING PROFIT EVER**

- Record-breaking results in both underlying profit and EBITDA, with US\$715 million and US\$935 million respectively
- Net profit of US\$702 million
- 38% return on equity
- Net cash of US\$65.3 million
- Proposed final basic dividend of HK17 cents and a final special dividend of HK9 cents per share or about US\$176.7 million
- Full year 2022 dividends of HK78 cents or about US\$525.2 million equal to 75% of net profit

	US\$million	2022	2021
P&L	EBITDA	935.1	889.9
ã	Underlying profit	714.7	698.3
	Net profit	701.9	844.8
	US\$million	2022	2021
B/S	Available liquidity	615.0	668.4
	Net cash/(borrowings)	65.3	(128.4)
			00004
		2022	2021
SU.	Return on equity	38%	58%
		5070	5070
Returns	Full year dividend per share (HK cents)	78.0 <sup>1</sup>	74.0 <sup>2</sup>
Retur			
	share (HK cents)	78.0 <sup>1</sup>	74.0 <sup>2</sup>
Average Earnings	share (HK cents)	78.0 <sup>1</sup> 31%	74.0² 105%

<sup>1</sup>Includes HK26.0 cents special dividend <sup>2</sup>Includes HK18.0 cents special dividend



## **APPENDIX: OUR BEST UNDERLYING PROFIT AND EBITDA EVER**

US\$million	FY22	FY21			
Revenue	3,281.6	2,972.4	Owned vessel cost	S	
Voyage expenses	(1,064.9)	(881.0)		FY22	FY21
Time-charter equivalent ("TCE") earnings	2,216.7	2,091.4	Opex Depreciation	(223.5) (140.6)	(195.2) (117.8)
Owned vessel costs	(376.1) 🔸	(341.9)	Finance	(12.0)	(28.9)
Chartered vessel costs	(1,036.0)•	(967.7)	Chartered vessel c	osts	
Operating performance before overheads	804.6	781.8		FY22	FY21
Adjusted total G&A overheads	(89.9)	(82.0)	<ul> <li>Non-capitalised</li> <li>Capitalised</li> </ul>	(978.6) (57.4)	(934.7) (33.0)
Taxation & others	-	(1.5)		(717)	(00.0)
Underlying profit	714.7	698.3	Derivatives M2M ar	nd one-off	items
Derivatives M2M and one-off items	(12.8) 🔸	146.5	Derivative M2M	FY22 (4.3)	FY21 (0.5)
Profit attributable to shareholders	701.9	844.8	Reversal of vessel impairment	-	151.7
EBITDA	935.1	889.9	Net disposal gain/(loss) of vessels	14.5	(0.4)



\_

(4.3)

(15.8)

(7.2)

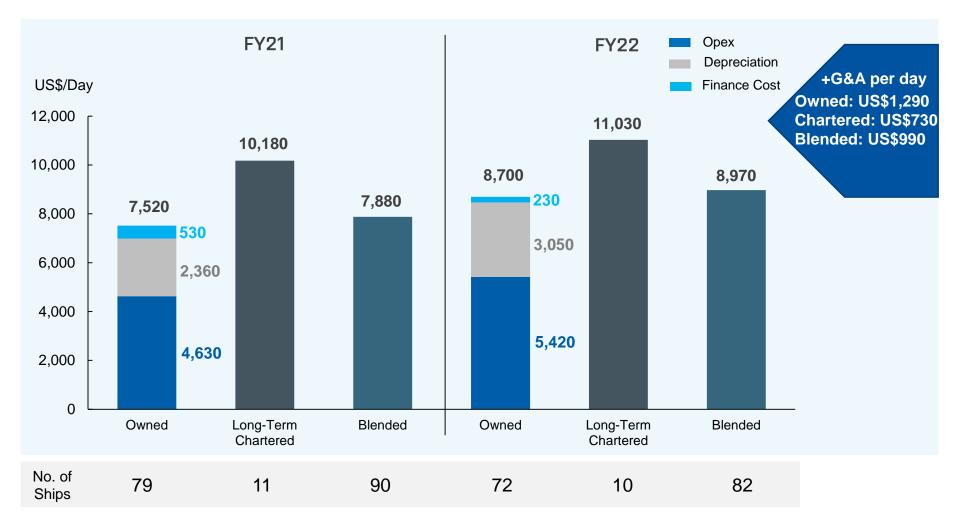
Incentives & fees for

convertible bonds

conversion of

Provisions

## **APPENDIX: HANDYSIZE – COST REDUCING TODAY**

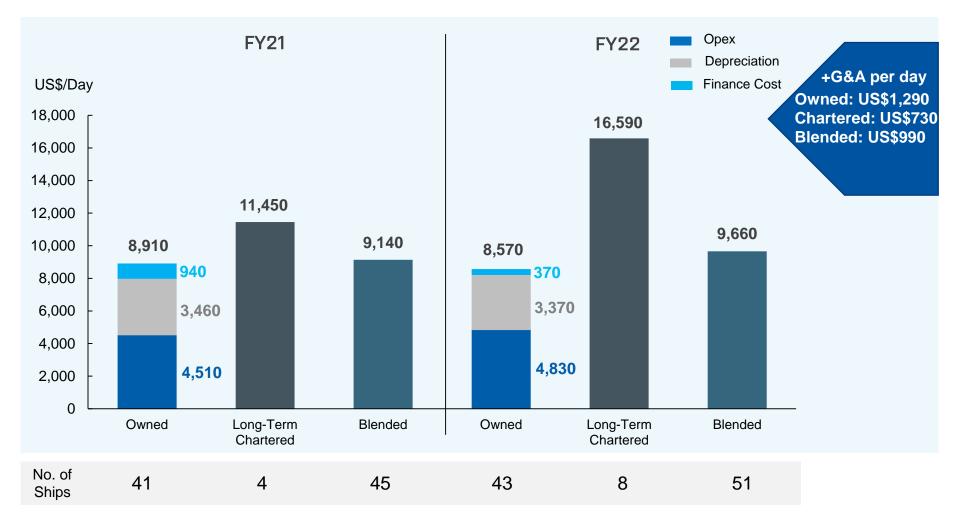


#### Handysize operating expenses increased due to crew repatriation and other pandemic-related manning expenses – these costs are now reducing

\*Indicative Core Fleet P&L Breakeven Level incl G&A = US\$8,970 + US\$1,290 (Owned G&A) = US\$10,260/day



## **APPENDIX: SUPRAMAX – CONTROLLING BLENDED COSTS**

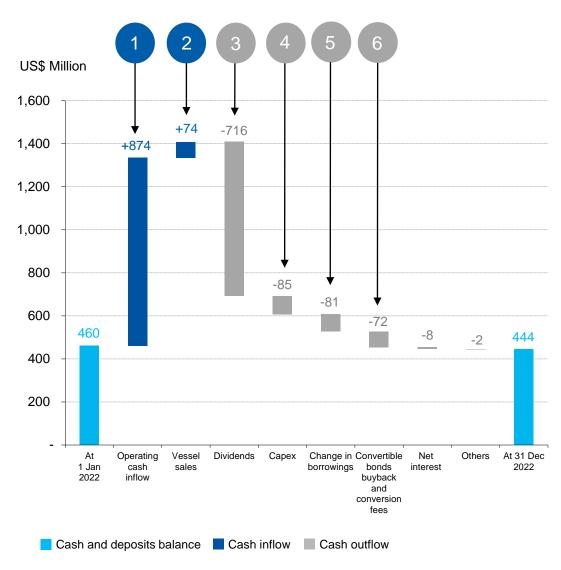


#### Long-term chartered vessel costs increased due to new long-term charters taken in 2H22

\*Indicative Core Fleet P&L Breakeven Level incl G&A = US\$9,660 + US\$1,290 (Owned G&A) = US\$10,950/day



# APPENDIX: SIGNIFICANT SHAREHOLDER DISTRIBUTION



Operating cash inflow was US\$873.6 million, inclusive of all long and shortterm charter hire payments. This compares with US\$813.1 million in the full year 2021

- 2 Proceeds from the sale of 7 smaller Handysize vessels
- 3 2021 Annual dividend paid of HK60 cents per share was US\$367.7 million. Interim dividend paid of HK52 cents per share was US\$348.5 million
  - Capex was US\$84.7 million of which we paid US\$38.1 million for two second-hand Ultramax, and US\$46.6 million for dry dockings and BWTS
- Borrowings decreased due to net repayments of US\$80.9 million

6

Incentivised conversion offer and various repurchases of the convertible bond – convertible bond outstanding US\$34.1 million

The information on this slide considers charter-hire payment as operating cash flow, before applying the treatment under HKFRS 16 – Leases



## APPENDIX: STRENGTHENING BALANCE SHEET AND AVAILABLE LIQUIDITY

US\$million	FY22	FY21
PP&E	1,772.2	1,906.0
Total assets	2,648.7	2,745.4
Total borrowings	378.6	588.1
Total liabilities	741.3	914.2
Total equity	1,907.4	1,831.2
Net cash/(borrowings)	65.3	(128.4)
Net cash/(borrowings) to NBV of owned vessels	4%	(7%)
Available committed liquidity	615.0	668.4

As at 31 December 2022, we had 59 unmortgaged vessels

- Despite significant shareholder distribution, we have continued to delever the balance sheet and we are today US\$65.3 million net cash positive
- Capital allocation priorities
  - 1. Maintain strong available liquidity position (as dry powder for future growth)
  - 2. Distribute excess cash to shareholders through dividends



## APPENDIX: VESSEL DAYS AND LONG-TERM CHARTERED COMMITMENTS

#### **Vessel Days**

Handysize		Supramax	
2022	1Q 2023	2022	1Q 2023
30,310	7,150	17,340	4,620
26,680	6,330	14,930	3,820
3,630	820	2,410	800
7,580	1,360	14,100	3,830
5,720	1,680	14,110	3,350
890	150	400	80
44,500	10,340	45,950	11,880
	2022 30,310 26,680 3,630 7,580 5,720 890	2022     1Q 2023       30,310     7,150       26,680     6,330       3,630     820       7,580     1,360       5,720     1,680       890     150	2022         1Q 2023         2022           30,310         7,150         17,340           26,680         6,330         14,930           3,630         820         2,410           7,580         1,360         14,100           5,720         1,680         14,110           890         150         400

This table shows an analysis of our vessel days in 2022 and 1Q 2023

<sup>1</sup> Short-term chartered ships used to support our core business

#### Future Long-term Chartered Vessel Costs

	Handysize		Supram	ax
Year	Vessel days	Average cost (US\$)	Vessel days	Average cost (US\$)
2023	3,400	12,000	2,720	18,620
2024	3,180	12,290	700	21,140
2025	2,560	12,930	-	-
2026	1,830	13,030	-	-
2027+	3,710	12,430	-	-
Total	14,680		3,420	

2022 Annual Results

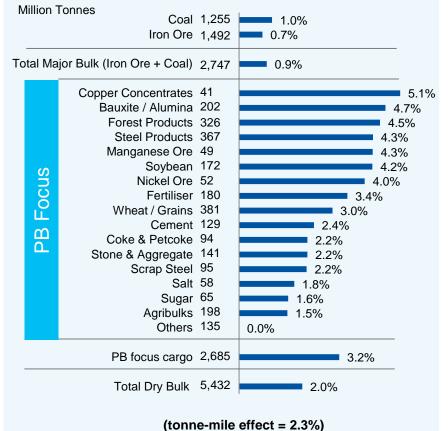
This table shows the average daily charter costs for our longterm chartered Handysize and Supramax vessels during their remaining charter period by year



# **TRADE VOLUMES EXPECTED TO GROW IN 2023 AND FURTHER IMPROVE IN 2024**

2023F Dry Bulk Trade Volumes YOY				2024F Dry Bulk T
Million Tonnes Coal Iron Ore Total Major Bulk (Iron Ore + Coal) Soybean	1,481 2,723	1.8% 0.3% 1.0% 7.8%		Tonnes Coal 1,2 Iron Ore 1,4 ajor Bulk (Iron Ore + Coal) 2,7 Copper Concentrates 41
Since I of the second state of the second stat	312 195 193 39 92 47 57 64 370 174 -0.7% -1.5% -2.3%	4.2% 3.3% 3.2% 2.7% 2.6% 2.2% 1.8% 1.6% 1.6% 1.4% 1.2% 138 135 126 352 93	PB Focus	Bauxite / Alumina 202 Forest Products 326 Steel Products 367 Manganese Ore 49 Soybean 172 Nickel Ore 52 Fertiliser 180 Wheat / Grains 387 Cement 129 Coke & Petcoke 94 Stone & Aggregate 147 Scrap Steel 95 Salt 58 Sugar 65 Agribulks 198 Others 135
PB focus cargo	2,602	<b>1</b> .1%		PB focus cargo 2,6
Total Dry Bulk (tonne-	5,325 mile effect =	<b>—</b> 1.1% = <b>1.9%)</b>		Total Dry Bulk 5,4 (tonne-m

#### 2024F Dry Bulk Trade Volumes YOY



Expectations of broad improvement in macroeconomic conditions in 2024

Source: Clarksons Research, data as at February 2023



## APPENDIX: NEW REGULATION LEADING TO LOWER SPEEDS AND MORE SCRAPPING FROM 2023

- Effective from January 2023, IMO's global EEXI and CII regulations require ships to combine technical and operational measures to improve their carbon intensity
- Shipping included in European Union Emissions Trading System (EU ETS) from January 2024

New Regulation	Requirement & Timing	Impact on the Industry
<b>EEXI</b> Energy Efficiency Existing Ship Index	<ul> <li>Technical design criteria</li> <li>Vessels maximum engine power will be capped</li> <li>Implemented at annual survey 2023</li> </ul>	<ul> <li>Some impact on PB ships</li> <li>Larger impact on poorly designed vessels</li> <li>Reduction of maximum operating speeds</li> </ul>
CII Carbon Intensity Indicator	<ul> <li>Operational criteria</li> <li>Vessels will be rated A–E based on actual fuel consumption and distance travelled</li> <li>2023 will be first year of measurement and 2024 first year of ratings</li> </ul>	<ul> <li>To retain same rating, 2% per year improvement required in 2024–2026</li> <li>Vessels rated D–E will need to submit plans for improvement</li> <li>Will have larger impact than EEXI and can reduce speeds across dry bulk fleet by an average of ~3 knots by 2030</li> </ul>
<b>EU ETS</b> European Union Emissions Trading System	<ul> <li>Shipping companies required to buy and surrender EU Allowance for CO2 emissions in/out of the EU</li> <li>Obligation phased in: 40% for 2024; 70% for 2025; 100% for 2026</li> <li>Current EU carbon price ~€80/tonne of CO2 and will increase to ~€130/tonne by 2026</li> <li>Penalty now fixed at €100 for every tonne of CO2 unaccounted for</li> </ul>	<ul> <li>May drive faster pace of decarbonisation:</li> <li>Near-term impact – reduction in speed</li> <li>Accelerate scrapping of older, less efficient ships</li> </ul>



## **APPENDIX: GLOBAL FLEET DEVELOPMENT**

2023 YTD<sup>^</sup>

Scrapping

as % of

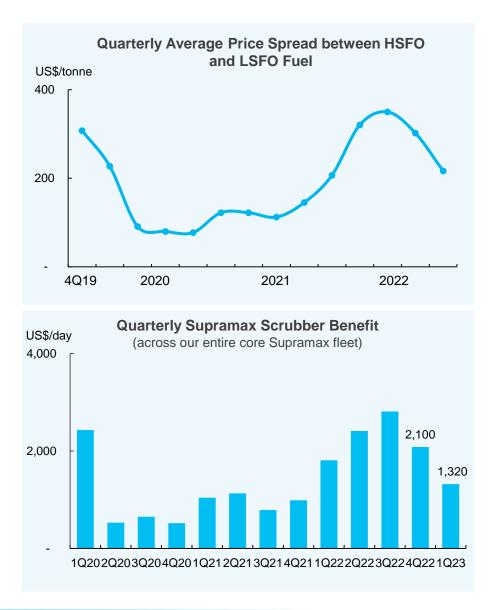
_			Orderbook as % of Existing Fleet	Average Age	Over 20 Years Old	1 January 2023 Existing Fleet
ł	<u> </u>	Handysize (10,000–40,000 dwt)	7.7%	13	14%	0.0%
<u>.)) da</u> 7 <i>2</i>	RRRL	Supramax & Ultramax (40,000–70,000 dwt)	7.6%	12	10%	0.1%
	l	Panamax & Post-Panamax (70,000–100,000 dwt)	8.2%	12	13%	0.2%
-		Capesize (100,000+ dwt)	5.3%	10	2%	0.2%
-		Total	6.9%	12	8%	0.2%

Source: Clarksons Research, data as at April 2023 ^ YTD: data as at 31 March 2023



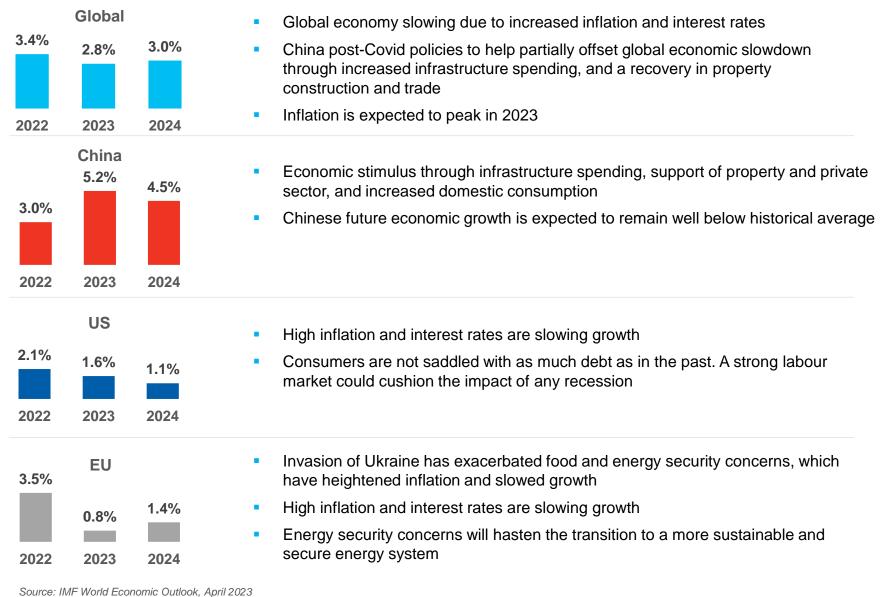
## **APPENDIX: OUR INVESTMENT IN SCRUBBERS IS NOW FULLY RECOVERED**

- Fully recovered the approximately US\$62 million scrubber investment made prior to the implementation of the IMO 2020 sulphur cap
- As at September 2022 this investment is fully recovered considerably faster than expected through the savings achieved by using HSFO
- Elevated oil prices and resultant high spreads between HSFO and LSFO in early 2020 and during much of 2022
- We have acquired an additional 5 Supramaxes with scrubbers since 1 January 2020, for a total scrubber fitted owned fleet today of 33 vessels
- In 1Q23, the scrubbers contributed US\$1,320 per day to the TCE earnings of our entire core Supramax fleet





## APPENDIX: CHINA REOPENING TO PROVIDE SUPPORT TO A SLOWING GLOBAL ECONOMY



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