Pacific Basin

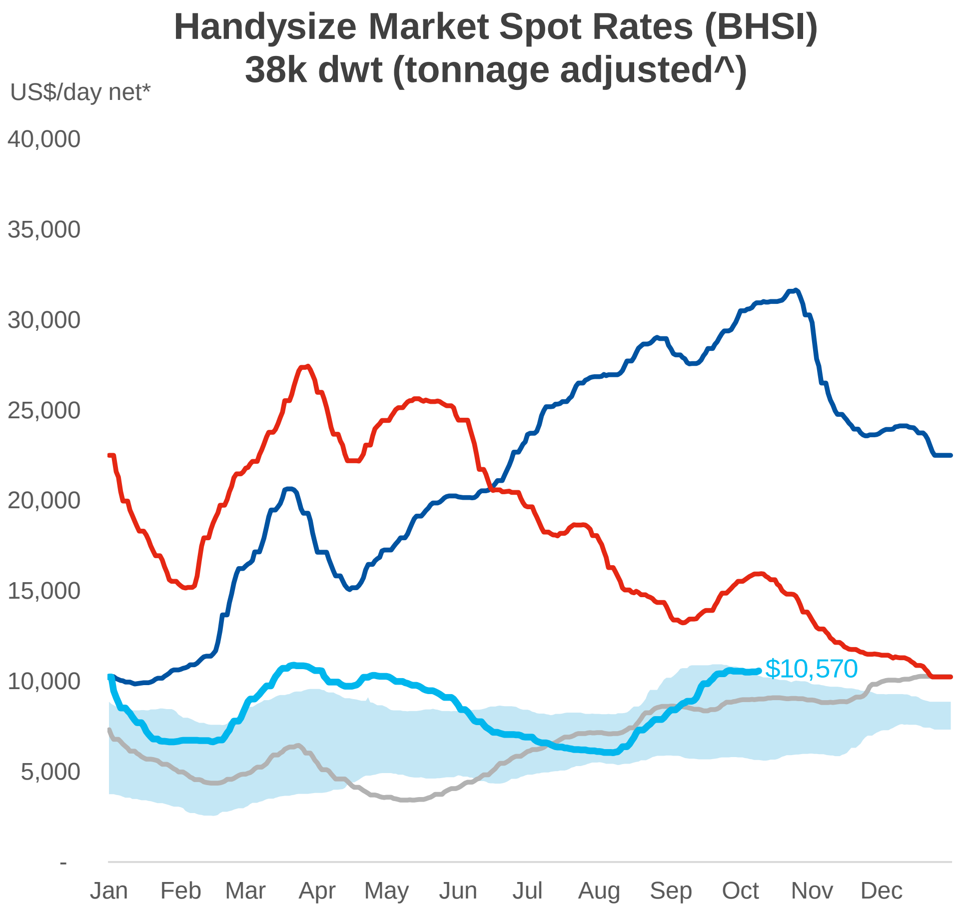
WELL POSITIONED FOR THE FUTURE

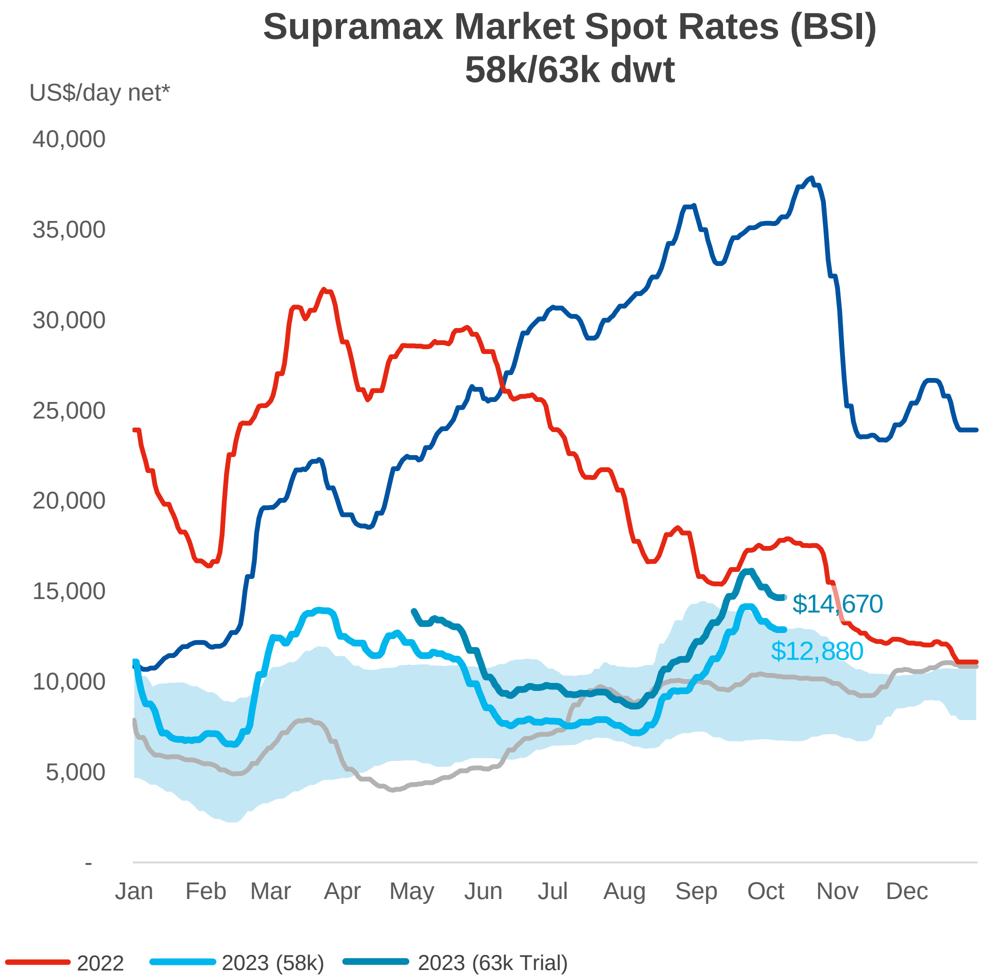
3Q23 TRADING UPDATE

12 OCTOBER 2023

PERFORMANCE AND MARKET REVIEW

STRONG SEASONAL RECOVERY IN FREIGHT RATES DURING SEPTEMBER





Data as at 09 October 2023
* *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

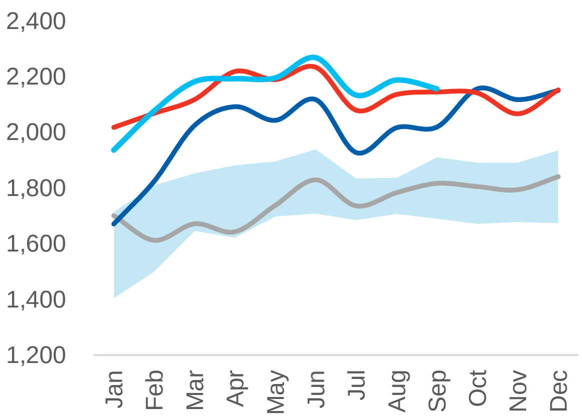
RECORD TOTAL DRY BULK LOADINGS – SUPPORTED BY CHINA REOPENING

2023 Jan - Sep Loadings

2016-2019 | 2020 | 2021 | 2022 | 2023

Minor Bulk

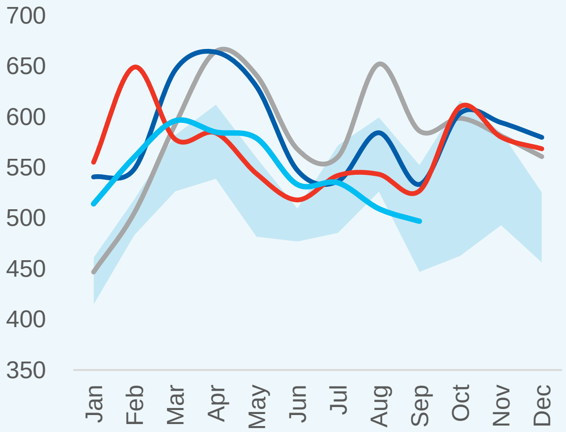
+0.6% YOY



- Main drivers of increased loadings of minor bulk include bauxite, ores & concentrates and steel
- Steel loadings increased 14% year on year in 3Q23 primarily from China
- Demand impacted by decelerating global growth, higher interest rates and ongoing conflict in Ukraine

Grain

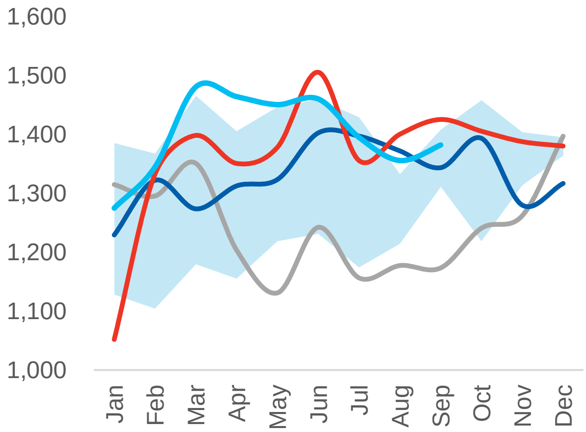
-3% YOY



- Reduced grain export from Argentina and United States due to drought
- Conflict and expiry of Black Sea grain deal in July reduced Ukrainian exports by 29% year on year
- Brazil has exported 18% more grains Jan - Sep compared to 2022.

Coal

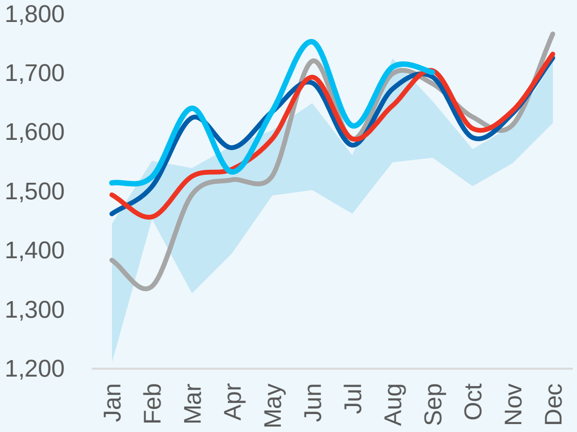
+3% YOY



- China maintained high coal imports despite record domestic coal production, due to low hydroelectric output, in combination with energy consumption security concerns
- Loadings increased due to a low base caused by Indonesian temporary export ban in January 2022
- Lower 3Q23 loadings due to Europe's high stockpiles of coal following last year's energy security concerns

Iron Ore

+3% YOY



- Increased global steel demand supported by motor vehicle manufacturing, shipbuilding, infrastructure development, and power generation
- 3Q23 iron ore loadings increased 2% year on year due to increased production in Australia and Brazil

Source: Indicative loading data and material from Oceanbolt, all rights reserved. Data as at 10 October 2023, subject to revision

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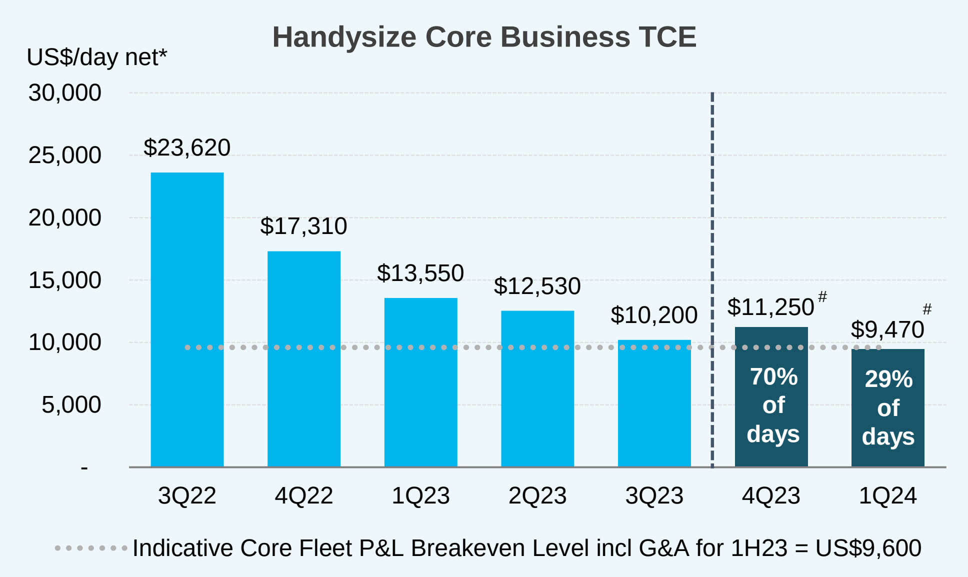
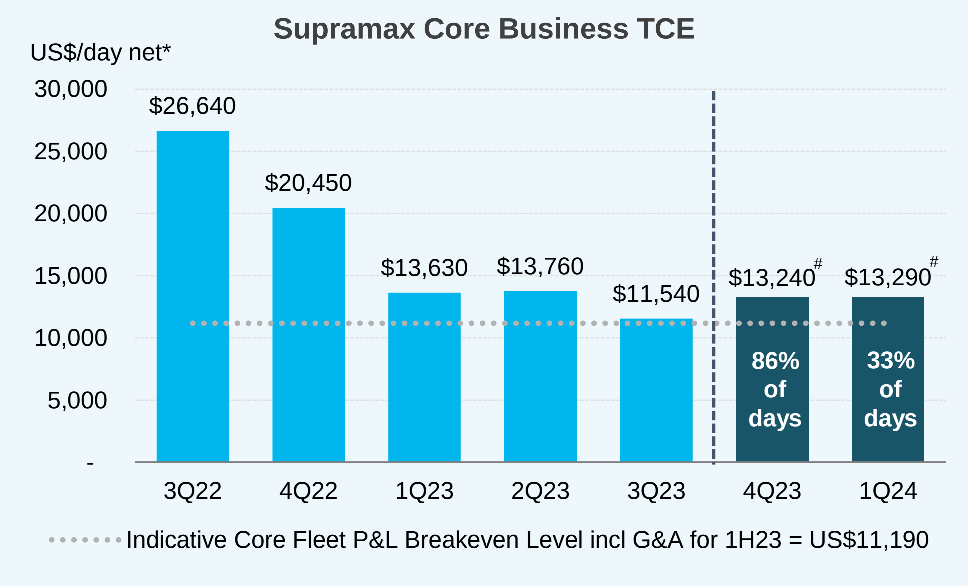
STRONG SEASONAL FREIGHT RATES SUPPORT 4Q23 AND 1Q24 EARNINGS





- Our **core business** Handysize and Supramax daily TCE earnings in 3Q23 were US$10,200 and US$11,540 net per day respectively, representing a decrease of 57% and 57% compared to the much stronger 3Q22
- We have covered 70% and 86% of our Handysize and Supramax vessel days in 4Q23 at US$11,250 and US$13,240 per day net respectively
- We have covered 29% and 33% of our Handysize and Supramax vessel days in 1Q24 at US$9,470 and US$13,290 net per day respectively
- For the full year 2024 we currently have cover for 22% and 25% of our core vessel days at US$8,590 and US$13,720 net per day for Handysize and Supramax respectively
- Focused on optimising our short-term cover to maximise earnings in 1Q24, which is commonly a softer market during the northern hemisphere winter and Lunar New Year periods
- Current Forward Freight Agreement (FFA) rates for Handysize in 4Q23 and 1Q24 are US$12,250 and US$9,260 per day respectively ^
- Current FFA rates for Supramax in 4Q23 and 1Q24 are US$13,510 and US$9,950 per day respectively ^

* *Excludes 5% commission and Handysize tonnage adjusted*
\# *As at 10 October 2023, indicative TCE only as voyages are still in progress;*
Current value of Supramax scrubber benefits is approximately US$330 per day across our entire core Supramax fleet
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 09 October 2023*

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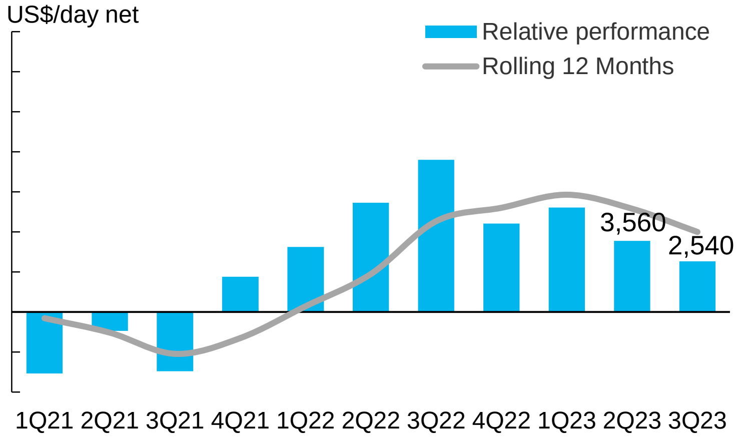
WE CONTINUE TO OUTPERFORM AND MAXIMISE OPERATING ACTIVITY EARNINGS

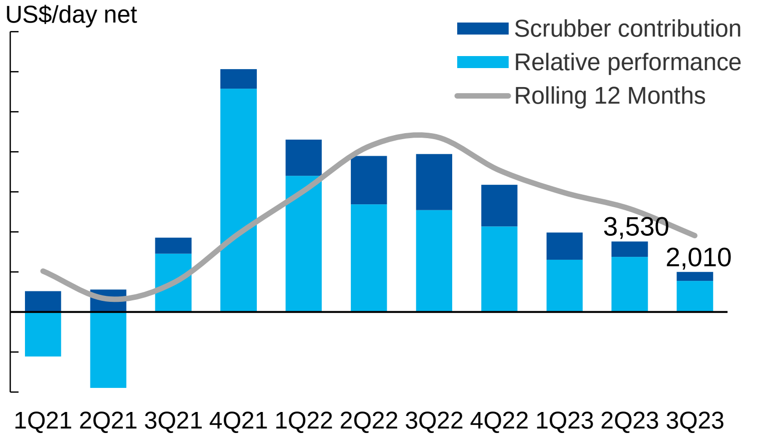
Core Business

Handysize Performance vs Index (BHSI)*



- In 3Q23, we outperformed the average Handysize (BHSI 38k dwt tonnage-adjusted) index by US$2,540 per day

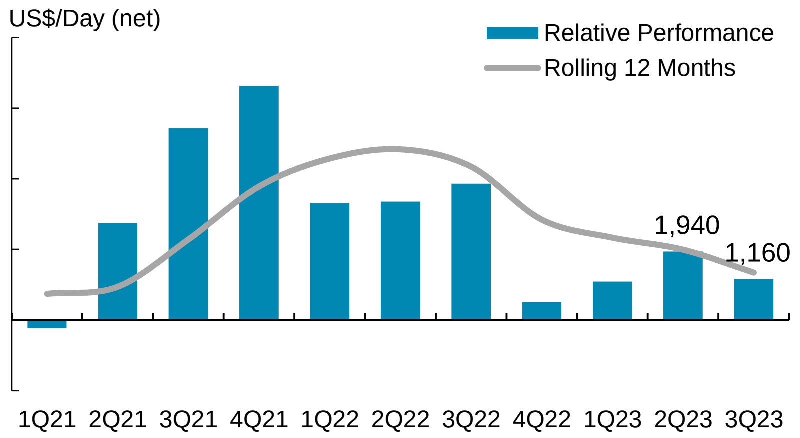
Supramax Performance vs Index (BSI)*



- In 3Q23, we outperformed the average Supramax (BSI 58k dwt) index by US$2,010 per day
- Scrubbers fitted to our core supramax vessels contributed US$450 per day to outperformance in 3Q23 across our entire core Supramax fleet
- Current value of Supramax scrubber benefits is approximately US$330 per day across our entire core Supramax fleet
- 33 owned Supramaxes fitted with scrubbers

Operating Activity

Operating Activity Margin



- Our **operating activity** generated a margin of US$1,160 net per day over 6,810 operating days
- 3Q23 operating days increased 42% (3Q22: 4,780 days)
- Provides ongoing opportunity to leverage our commercial and operational expertise, as well as our global proximity to our customers, to generate additional income for the business

**Excludes 5% commission / BHSI 38,000 dwt (tonnage adjusted) / BSI 58,000 dwt*

COUNTER-CYCLICAL GROWTH WHILE RENEWING OUR FLEET

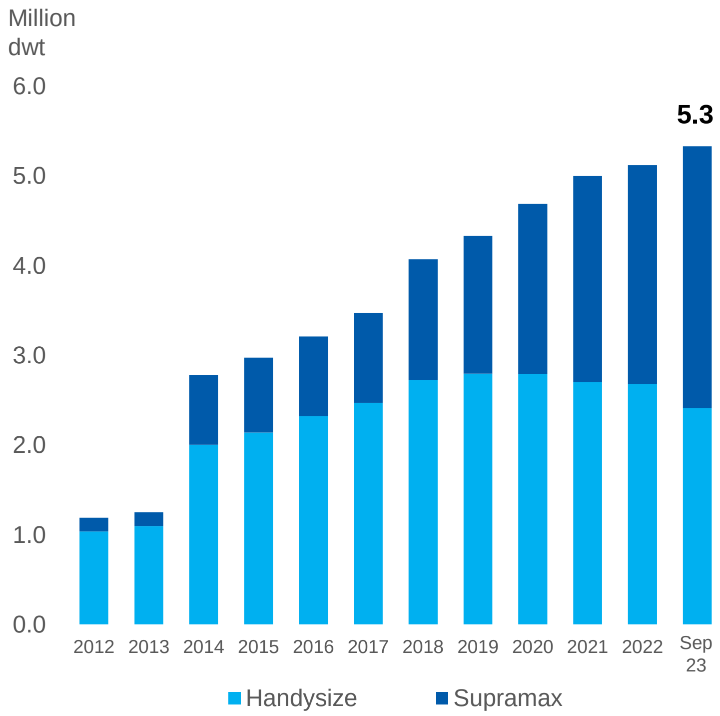
Purchase Activity YTD 2023

Vessel Type	DWT	Year Built	MOA	Delivery/ Expected Delivery
Ultramax	61,181	2016	Jan 2023	Mar 2023
Ultramax	61,470	2012	Jan 2023	Mar 2023
Ultramax	61,671	2012	Jan 2023	Mar 2023
Ultramax	61,395	2012	Jan 2023	Jun 2023
Supramax	58,032	2012	Jan 2023	May 2023
Handysize	37,918	2016	Jan 2023	May 2023
Ultramax	61,498	2012	Feb 2023	Mar 2023

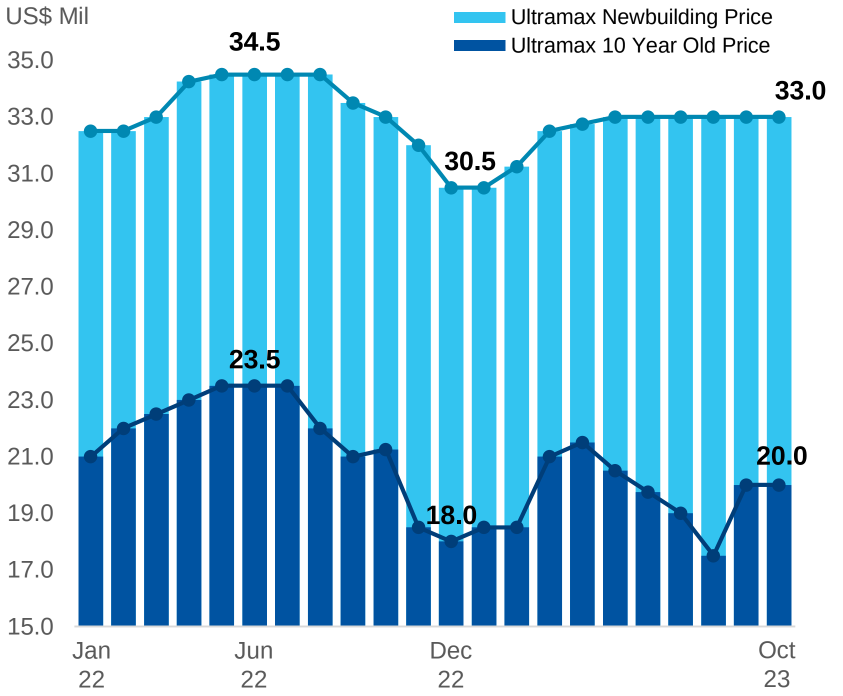
Sales Activity YTD 2023

Vessel Type	DWT	Year Built	MOA	Delivery/ Expected Delivery
Handysize	32,751	2003	Mar 2023	Apr 2023
Handysize	28,446	2004	May 2023	Jul 2023
Supramax	55,603	2007	Aug 2023	Oct 2023
Handysize	29,727	2004	Aug 2023	Oct – Nov 2023
Handysize	28,449	2004	Aug 2023	Oct – Nov 2023
Handysize	29,738	2003	Aug 2023	Oct – Dec 2023

Significant Growth of Our Owned Fleet and Supramax Proportion



Ultramax Newbuilding and Second-hand 10 YO Prices

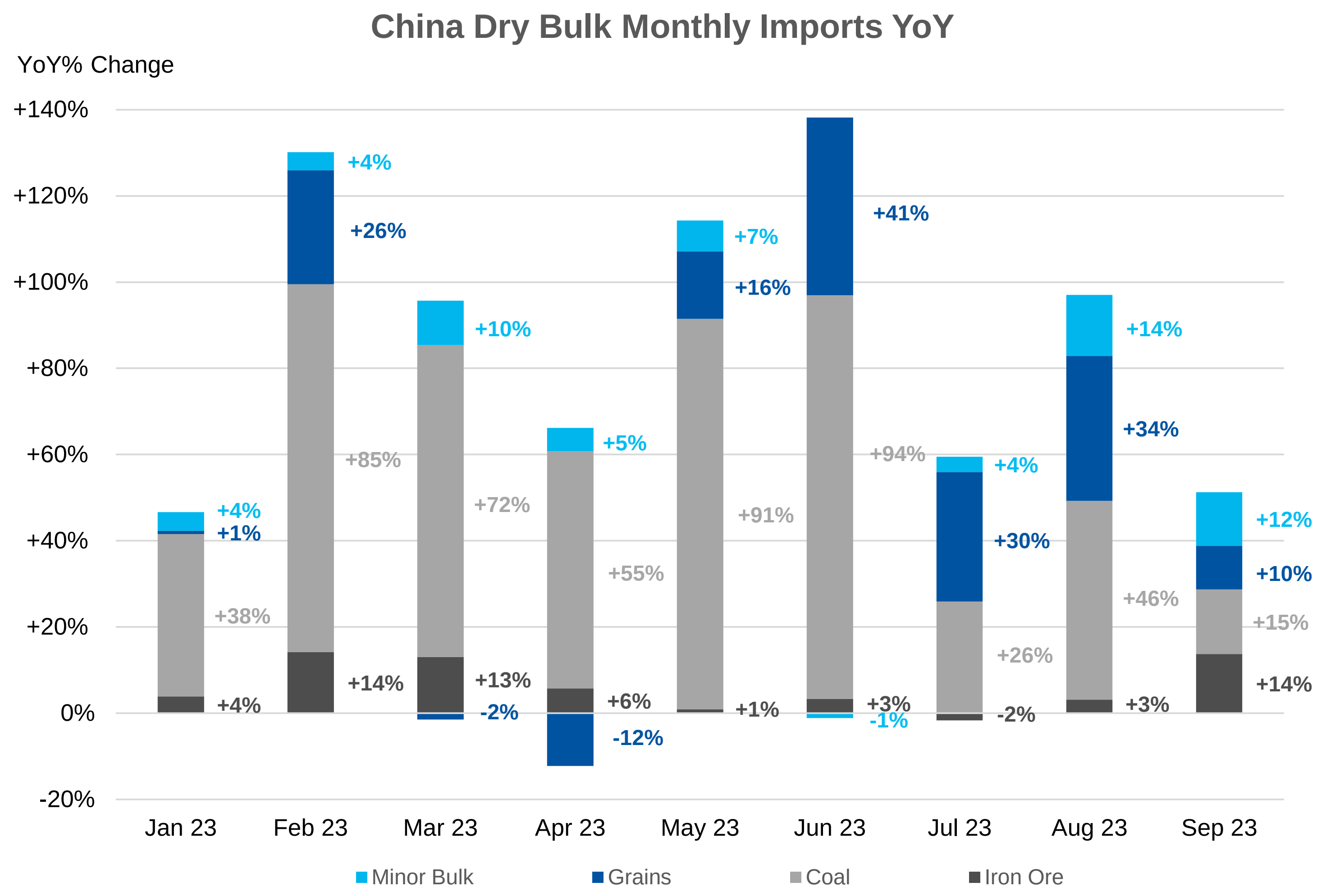


Source: Clarksons Research, data as at October 2023

- Committed to our growth and renewal strategy as asset prices allow further strategic investment
- In June, took delivery of a long-term inward charter 39,650 dwt Handysize newbuild in Japan – Additionally, six Japanese 40k dwt Handysize newbuild vessels and three 64k dwt newbuild Ultramax vessels will be delivered during 2024-2025 all long-term inward charters from Japanese owners
- Utilising balance sheet to grow – strong balance sheet allows flexibility to invest counter-cyclically
- Remain cautious in our approach to investment in newbuildings due to current high newbuilding prices
- Selling our smaller, older Handysize vessels to crystallise value and further optimise our fleet to meet tightening environmental regulations

DEMAND AND SUPPLY OUTLOOK

CHINA REOPENING SUPPORTING DRY BULK DEMAND



- Reopening policies supporting dry bulk demand through investments in infrastructure, manufacturing, commercial and industrial property construction and green transition initiatives
- Coal imports to remain elevated due to energy security concerns and low hydroelectric output
- Main minor bulk imports include bauxite, ores & concentrates and aggregates
- Chinese steel production and exports have increased 3% and 27% year-to-date August respectively

Source: Indicative loading data and material from Oceanbolt, all rights reserved
Data as at 10 October 2023, subject to revision

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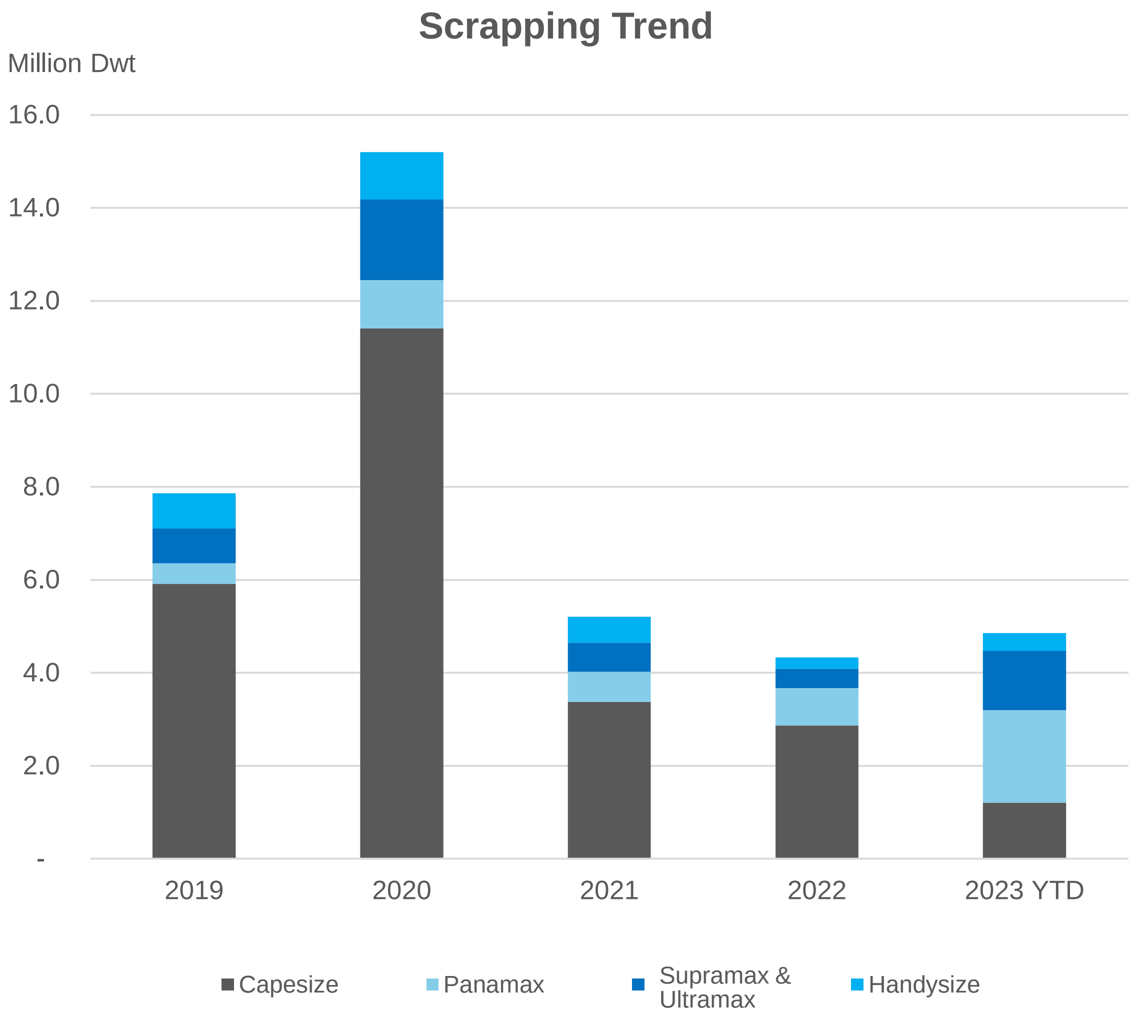
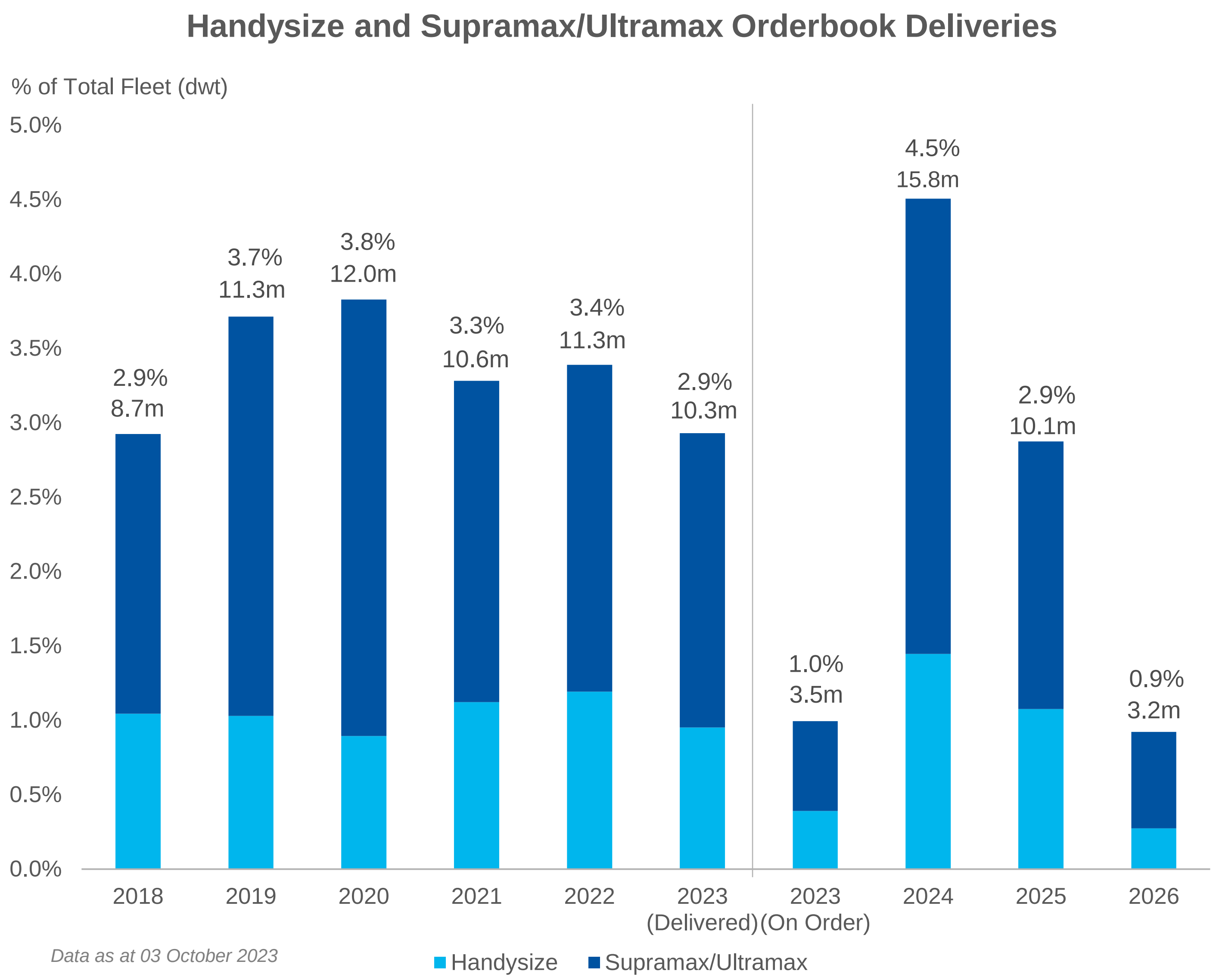
EXPECT INCREASED SCRAPPING DUE TO ENVIRONMENTAL REGULATIONS



Data as at 03 October 2023

- Average age of Handysize and Supramax vessels scrapped between 2019 and 2023 is over 30 years
- Handysize and Supramax fleet over 25 years old approximately 8% and 4% respectively
- In 3Q23, 2.3 million dwt scrapped, contributing to a total of 4.9 million dwt YTD, which accounts for 0.5% of the overall dry bulk fleet
- YTD 2023 scrapping for Handysize and Supramax vessels of 0.4 million dwt and 1.3 million dwt respectively
- Expect increased scrapping due to environmental regulations that will lower the average age of vessels scrapped as owners are encouraged to phase out older, less efficient vessels
- Clarksons Research forecasts scrapping of 0.7% and 1.3% for Handysize and Supramax fleet in 2023 and 2024 respectively

LIMITED HANDYSIZE AND SUPRAMAX NEWBUILDING DELIVERIES FROM 2026



- Dry bulk orderbook near decades low 8.1%
- In comparison to 2022, newbuild ordering of Handysize and Supramax vessels decreased approximately 30% year-to-date and 64% in the third quarter of 2023
- New vessel ordering is expected to remain restrained, discouraged by:
  - uncertainty over future emissions regulations
  - uncertainty over future fuels and technology
  - newbuilding costs remain at historically high levels
  - associated high residual value risk of conventional fuel-oil vessels
  - increased cost of capital limits appetite for higher cost vessels, and large series of orders
- We anticipate limited ordering of dual-fuel methanol-powered mid-size dry bulk vessels is likely in 2024
- Shipyard slots remain limited, resulting in a new order placed today unlikely to be delivered before 2027
- Majority of incremental new shipyard capacity concentrated on non-dry bulk vessels

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REGULATORY SNOWBALL EFFECT WILL PUT SIGNIFICANT PRESSURE ON CONVENTIONAL VESSELS

2013-2019

EEDI & SEEMP, EU MRV, IMO DCS regulations

2018, IMO publishes its Initial GHG Strategy

2023

EEXI & CII energy efficiency & carbon intensity rules
Reinforced by Poseidon Principles & Sea Cargo Charter (banks, insurers & cargo customers)

NEW

July 2023, IMO adopted a revised and more ambitious GHG Strategy

2024

EU Emissions Trading System (ETS)

2025

FuelEU Maritime
fuel GHG intensity rules

2027

Steeper IMO CII emissions reduction

IMO Fuel GHG-intensity Standard
requiring lower GHG fuels

IMO global carbon levy
(or similar economic measure) **NEW**

USA package of GHG reduction rules

2028+

IMO GHG Strategy revision
New rules and steeper emissions reduction 2030-2040?

New IMO long-term measures

Safety regulations re new fuels

Revised EU Energy Tax Directive?

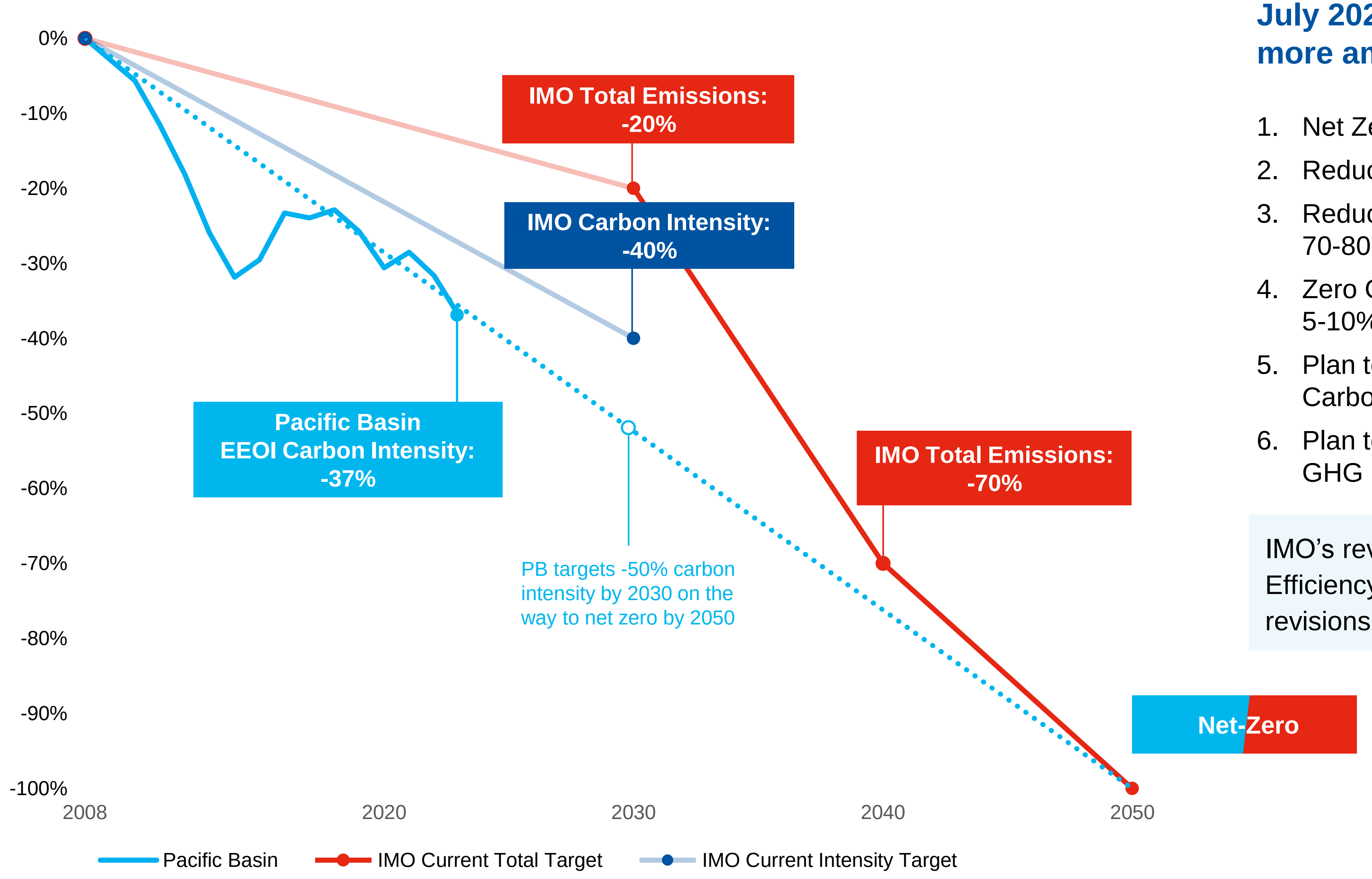
More regional regulations?

Phase-out fossil fuels?

Forcing energy efficiency improvements in vessels	Forcing gradual uptake of sustainable fuels
Forcing continual carbon intensity improvements in vessel operations	Attaching a heavy price on carbon

IMO ADOPTS MORE AMBITIOUS GHG STRATEGY – NET ZERO BY 2050

New IMO Goals (since July 2023)



Total Emissions = Total GHG emissions   *Carbon Intensity = CO_2 emitted per transport work*

July 2023, IMO adopted a revised and more ambitious GHG Strategy

1. Net Zero by about 2050
2. Reduce CO2 intensity by 40% by 2030, compared to 2008
3. Reduce total GHG emissions by 20-30% by 2030 and by 70-80% by 2040
4. Zero GHG emissions technologies and fuels to represent 5-10% of energy used by shipping by 2030
5. Plan to review/tighten Energy Efficiency Design Index & Carbon Intensity Indicator (CII)
6. Plan to introduce new mid-term economic & technical GHG reduction measures

IMO's revised GHG strategy will lead to tighter CII and Energy Efficiency Existing Ship Index (EEXI) rules from 2027 with CII/EEXI revisions due to be completed in 2026

EEXI
requiring only
Design/Technical enhancements

CII
requiring mainly
Operational measures

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STRATEGY FOCUS AND MARKET OUTLOOK

OUR STRATEGIC DIRECTION REMAINS UNCHANGED

STRATEGY

- Maintain and grow our position as the leading minor bulk owner and operator
- Continue our long-term Supramax fleet growth and Handysize renewal strategy:
  - Divesting smaller, older, less fuel-efficient vessels, to crystallise value and optimise our fleet to meet tightening environmental regulations
  - Invest strategically in larger, newer Supramax/Ultramax vessels to capture higher profitability potential
- Drive the design and development of zero-emission-capable, dual-fuel methanol Ultramax vessels
- Keep our cash and balance sheet strong
- Be the industry leader on an earnings-and-cost-per-day basis

SPECIAL FOCUS AREA

- Support our teams to ensure we continue to deliver a quality service to our customers while maximising our earnings
- Ensure our crews' physical and mental wellbeing and our vessels continue to operate safely and efficiently
- Enhance focus on optimising our environmental performance to ensure compliance with carbon-efficiency requirements of IMO 2030 and coming regulations
- 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

WE REMAIN OPTIMISTIC ABOUT THE SUPPORTIVE FUNDAMENTALS OF OUR INDUSTRY

SHORT-TERM OUTLOOK

- Global dry bulk demand will continue to be impacted by higher interest rates, inflation and weaker global economic activity with the potential for a recession in some economies
- China reopening is supporting dry bulk commodity demand despite weaker economic activity in the US and Europe
- US Gulf grain season to support dry bulk demand
- Focused on optimising our short-term cover to maximise earnings over the 1Q24
- Chinese government is taking proactive measures to improve economic growth and development in the country

MEDIUM-TERM OUTLOOK

- IMF forecast global GDP growth of 3.0% and 2.9% in 2023 and 2024 respectively
- China focused on economic growth through property, infrastructure and domestic consumption
- Food and energy security concerns supporting tonne-miles globally
- Demand supported by growth in emerging markets such as India and ASEAN countries
- Shift towards a low-carbon economy is expected to drive demand for commodities
- Environmental regulations, both existing and upcoming, will deter excessive new vessel orders

LONG-TERM OUTLOOK

- Significant global infrastructure spend required to drive development and “green transition”
- Global population growth to increase demand for food and agricultural products, further compounded by the trend towards higher protein diets
- Emerging economies will positively impact dry bulk demand and shipping patterns through urbanisation and industrialisation
- IMO targeting net-zero by 2050
- Environmental regulations will limit vessels speeds and drive transition to zero-emission vessels
- Zero GHG emission technologies and fuels to represent 5-10% of energy used by shipping by 2030
- Plan to review/tighten EEDI & CII and introduce new mid-term economic & technical measures

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.

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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

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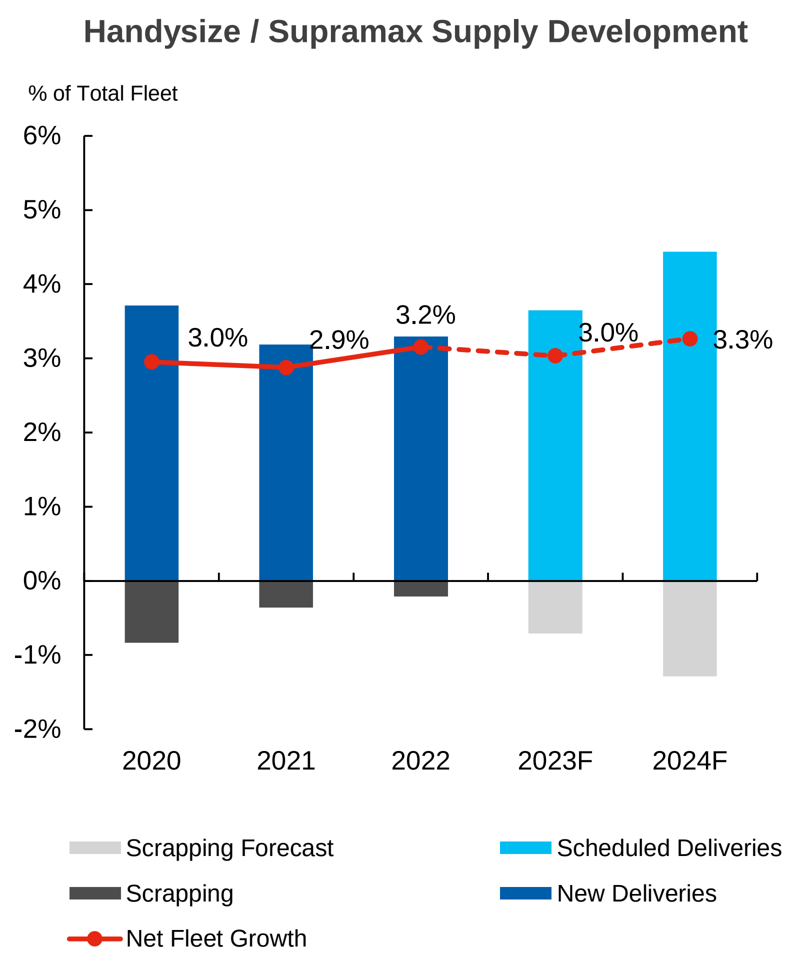
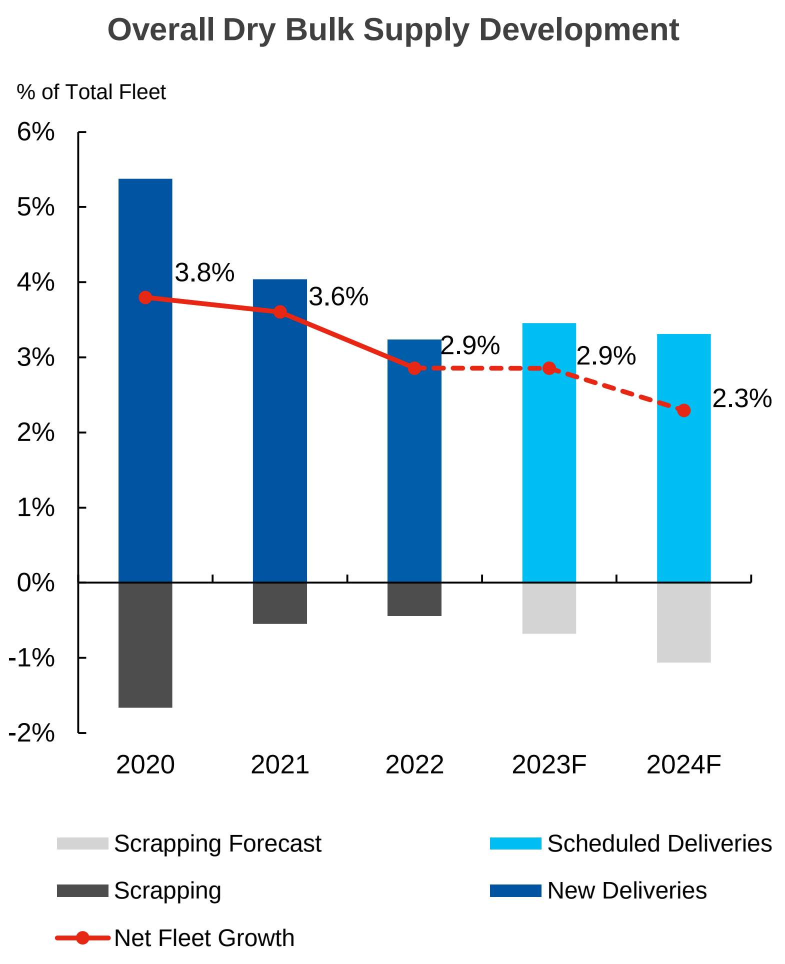
APPENDIX

APPENDIX: NET FLEET GROWTH REDUCING AND SCRAPPING POOL INCREASING





- Clarksons Research estimates dry bulk net fleet growth of 2.9% in 2023 and 2.3% in 2024, with scrapping of 0.7% in 2023 and 1.1% in 2024
- 2023 Jan-Sep scrapping was only 0.5% of net fleet as at 1 Jan 2023, or 4.9m dwt
- The global fleet of Handysize and Supramax vessels in which we specialise is forecast to grow by only 3.0% net, pointing to improving long-term supply fundamentals

Source: Clarksons Research, data as at August 2023

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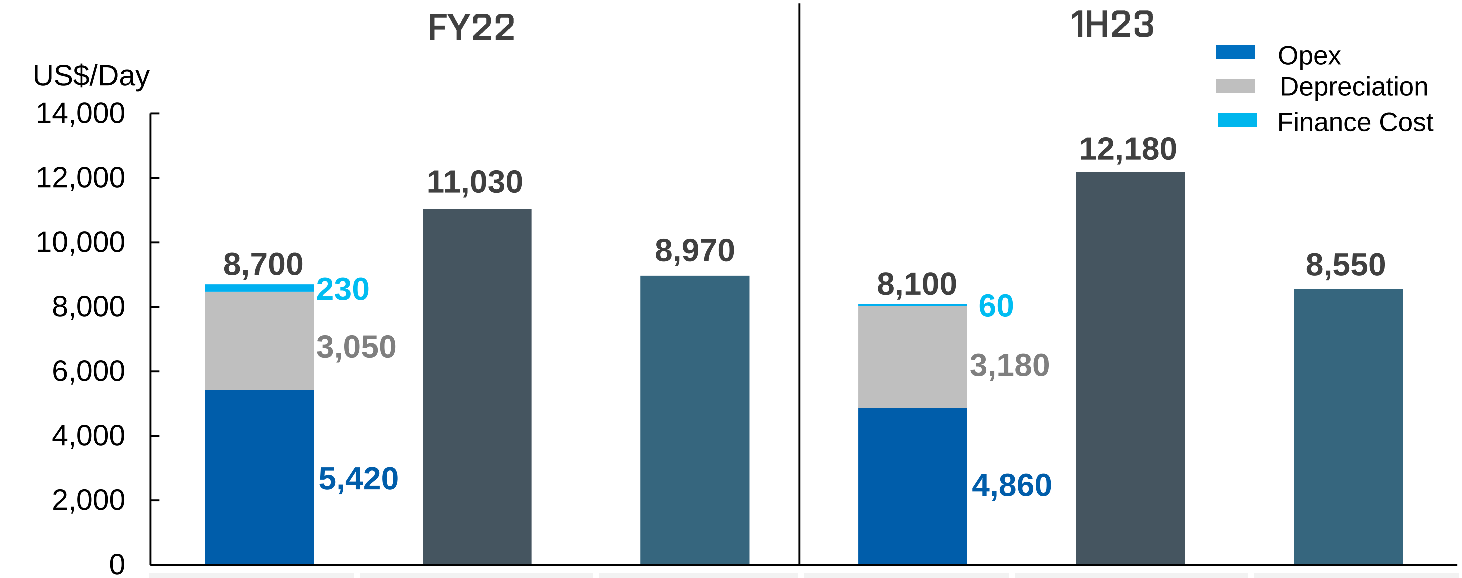
APPENDIX: 2023 INTERIM FINANCIAL RESULTS

P&L		
US$million	**2023 1H**	2022 1H
EBITDA	**189.1**	566.9
Underlying profit	**76.2**	457.5
Net profit	**85.3**	465.1
Balance Sheet		
US$million	**2023 1H**	2022
Available liquidity	**375.1**	615.0
Net (borrowings)/cash	**(128.1)**	65.3
Returns		
	2023 1H	2022 1H
Return on equity (annualised)	**9%**	48%
Dividend HK cents	**6.5**	52.0[1]
Total shareholder return	**0%**	26%
Core Business TCE Earnings		
US$	**2023 1H**	2022 1H
Handysize	**13,030**	26,370
Supramax	**13,700**	33,840
Operating Activity		
	2023 1H	2022 1H
Total Contribution (US$million)	**17.0**	30.7
Margin per day (net) (US$)	**1,550**	3,330

- Generated an underlying profit of **US$76.2 million**, a net profit of **US$85.3 million** and EBITDA of **US$189.1 million** respectively
  - Core business generated a total contribution of **US$96.1 million** before overheads
  - Operating activity contributed **US$17.0 million**, having generated a margin of **US$1,550 net per day** over 11,000 operating days
- Net borrowings of **US$128.1 million**
- Return on equity **9%** (annualised)
- The Board has declared an interim dividend of **HK6.5** cents per share, amounting to a total of **US$43.7 million**, which represents **51%** of our net profit for the period
- Since 2021 we have generated net profits of **US$1.6 billion**, we paid and declared **US$1.0 billion** in dividends

[1] *Includes HK17.0 cents special dividend*

APPENDIX: HANDYSIZE – IMPROVING COST COMPETITIVENESS



	Owned	Long-Term Chartered	Blended	Owned	Long-Term Chartered	Blended
No. of Vessel*	72	10	82	71	9	80
Avg. DWT*	34,170	36,890	34,500	34,290	38,030	34,750

Indicative Owned Fleet Cash Breakeven before G&A

Finance Cost US$60 + **Opex** US$4,860 = US$4,920/day

- Crew travel, quarantine and other pandemic-related manning costs continued to reduce over the period as Covid-related controls have been relaxed – particularly benefitted our Handysize vessels which have higher proportion of Chinese seafarers
- Long-term chartered vessel costs increased due to new long-term charters committed in 2H22
- One 39,650 dwt Japanese newbuilding on long-term time charter was delivered in June

Indicative Core Fleet P&L Breakeven Level incl G&A = US$8,550 + US$1,050 (Owned G&A) = US$9,600/day

** Fleet as at 30 June 2023*

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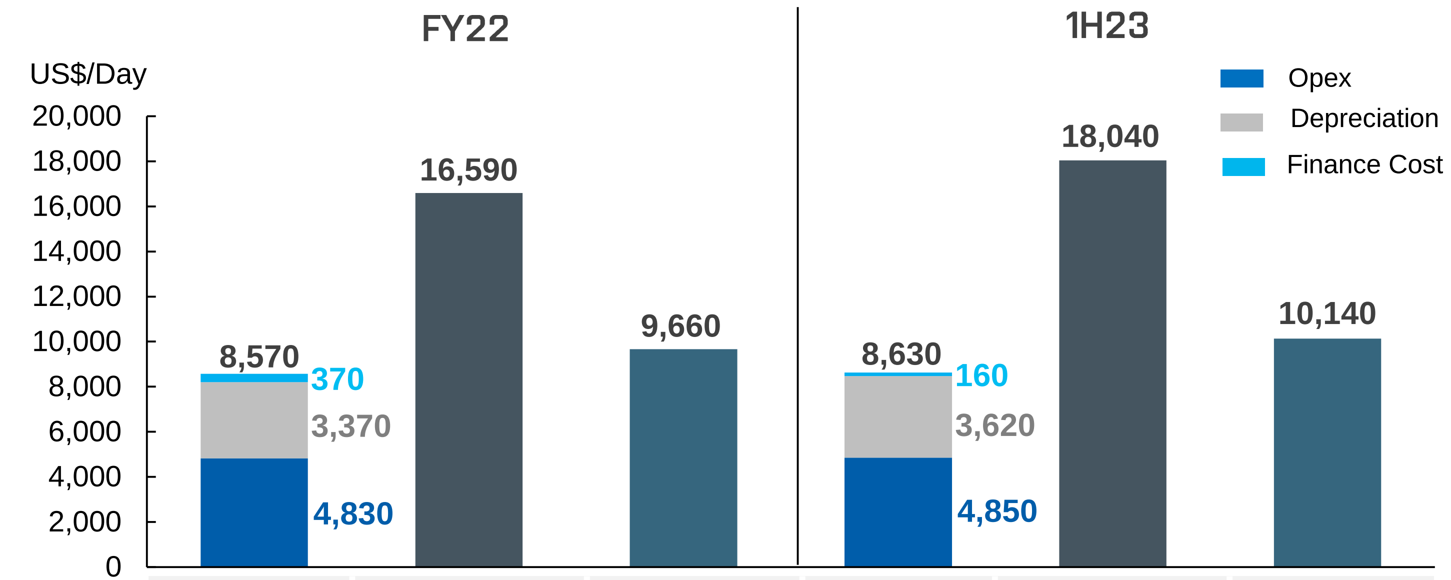
APPENDIX: SUPRAMAX – MAINTAINING COST COMPETITIVENESS



	Owned	Long-Term Chartered	Blended	Owned	Long-Term Chartered	Blended
No. of Vessel*	43	8	51	50	9	59
Avg. DWT*	58,240	60,540	58,680	58,520	60,540	58,850

Indicative Owned Fleet Cash Breakeven before G&A

Finance Cost US$160 + **Opex** US$4,850 = US$5,010/day

- Lower finance costs for Supramax and Handysize due to reduced debt, despite higher interest rate environment
- Long-term chartered vessel costs increased due to long-term charters committed in 2H22

Indicative Core Fleet P&L Breakeven Level incl G&A = US$10,140 + US$1,050 (Owned G&A) = US$11,190/day

** Fleet as at 30 June 2023*

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APPENDIX: POSITIVE EARNINGS DESPITE WEAK FREIGHT MARKET

US$million	1H23	1H22
Revenue	**1,148.1**	1,722.8
Voyage expenses	**(506.7)**	(497.3)
Time-charter equivalent ("TCE") earnings	**641.4**	1,225.5
Owned vessel costs	**(179.7)**	(193.7)
Chartered vessel costs	**(347.8)**	(532.2)
Operating performance before overheads	**113.9**	499.6
Adjusted total G&A overheads	**(37.3)**	(41.8)
Taxation & others	**(0.4)**	(0.3)
Underlying profit	**76.2**	457.5
Derivatives M2M and one-off items	**9.1**	7.6
Profit attributable to shareholders	**85.3**	465.1
EBITDA	**189.1**	566.9

Owned vessel costs

	1H23	1H22
Opex	**(103.6)**	(112.6)
Depreciation	**(73.9)**	(71.3)
Finance	**(2.2)**	(9.8)

Chartered vessel costs

	1H23	1H22
Non-capitalised	**(315.0)**	(509.0)
Capitalised	**(32.8)**	(23.2)

Derivatives M2M and one-off items

	1H23	1H22
Derivative M2M	**0.3**	13.5
Disposal gain of vessels	**8.8**	10.9
Incentives & fees for conversion of convertible bonds	**–**	(15.8)
Provisions	**–**	(1.0)

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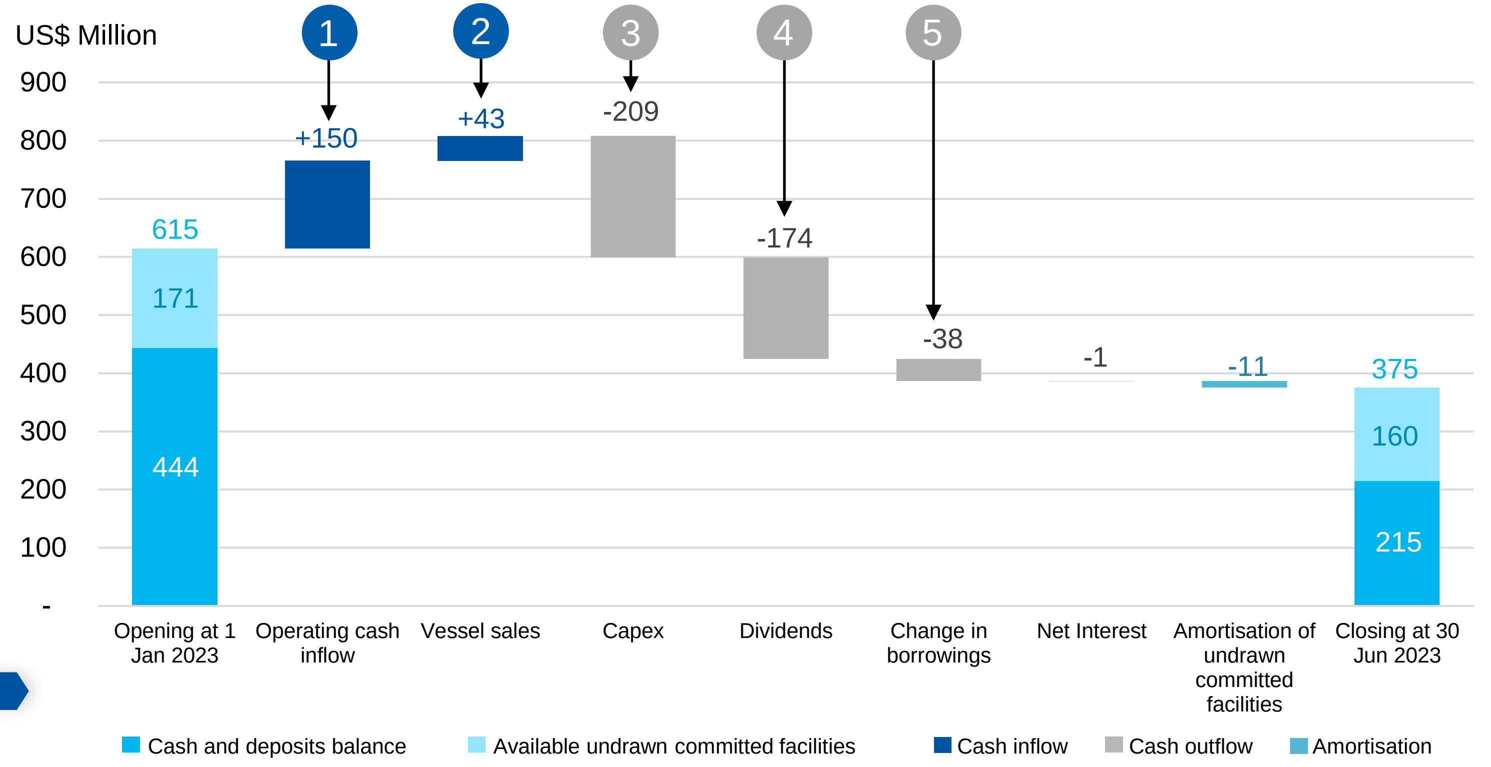
APPENDIX: SIGNIFICANT SHAREHOLDER DISTRIBUTION

US$million	1H23	FY22
PP&E	**1,896.6**	1,772.2
Total assets	**2,515.8**	2,648.7
Total borrowings	**343.1**	378.6
Total liabilities	**694.2**	741.3
Total equity	**1,821.6**	1,907.4
Net (borrowings)/cash	**(128.1)**	65.3
Net (borrowings)/cash to NBV of owned vessels	**(7%)**	4%
Available committed liquidity	**375.1**	615.0

- Significant shareholder distribution, while also investing in the purchase of second-hand vessels and further debt repayments, resulting in net debt of US$128.1 million
- As at 30 June 2023, we had 65 unmortgaged vessels



1. Operating cash inflow was US$150.4 million, inclusive of all long and short-term charter hire payments
2. Proceeds from the sale of 3 smaller Handysize vessels and 1 Ultramax vessel
3. Capex was US$209.5 million of which we paid US$187.4 million for one second-hand Handysize, two second-hand Supramax, six second-hand Ultramax and US$22.1 million for dry dockings and BWTS
4. 2022 Final basic and special dividend paid of HK26 cents per share was US$174.2 million
5. Borrowings decreased due to net repayments of US$37.9 million

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

Pacific Basin

APPENDIX:
TRADE VOLUMES EXPECTED TO GROW IN 2023 AND FURTHER IMPROVE IN 2024

2023F Dry Bulk Trade Volumes YOY

Million Tonnes

	Million Tonnes	
Coal	1,307	6.3%
Iron Ore	1,518	2.9%
Total Major Bulk (Iron Ore + Coal)	2,825	4.5%
PB Focus		
Soybean	165	8.6%
Bauxite / Alumina	199	6.4%
Salt	56	5.7%
Sugar	67	4.7%
Nickel Ore	49	4.3%
Fertiliser	186	3.9%
Forest Products	331	3.8%
Copper Concentrates	39	2.6%
Manganese Ore	45	2.3%
Coke & Petcoke	96	2.1%
Scrap Steel	96	2.1%
Agribulks	194	2.1%
Stone & Aggregate	143	1.4%
Wheat / Grains	365	0.6%
Steel Products	359	-0.3%
Others	135	-1.5%
Cement	110	-16.7%
PB focus cargo	2,635	1.6%
Total Dry Bulk	5,460	3.1%

(tonne-mile effect = 3.7%)
(minor bulk tonne-mile effect = 2.4%)

2024F Dry Bulk Trade Volumes YOY

Million Tonnes

	Million Tonnes	
Coal	1,294	-1.0%
Iron Ore	1,520	0.1%
Total Major Bulk (Iron Ore + Coal)	2,814	-0.4%
PB Focus		
Steel Products	379	5.6%
Bauxite / Alumina	210	5.5%
Copper Concentrates	41	5.1%
Manganese Ore	47	4.4%
Forest Products	345	4.2%
Nickel Ore	51	4.1%
Soybean	171	3.6%
Salt	58	3.6%
Cement	113	2.7%
Fertiliser	191	2.7%
Stone & Aggregate	146	2.1%
Scrap Steel	98	2.1%
Coke & Petcoke	98	2.1%
Wheat / Grains	369	1.1%
Others	136	0.7%
Agribulks	195	0.5%
Sugar	64	-4.5%
PB focus cargo	2,712	2.9%
Total Dry Bulk	5,526	1.2%

(tonne-mile effect = 1.6%)
(minor bulk tonne-mile effect = 3.2%)

- Clarksons Research forecast a broad improvement in macroeconomic conditions in 2024

Source: Clarksons Research, data as at August 2023

Pacific Basin

APPENDIX: PACIFIC BASIN OVERVIEW

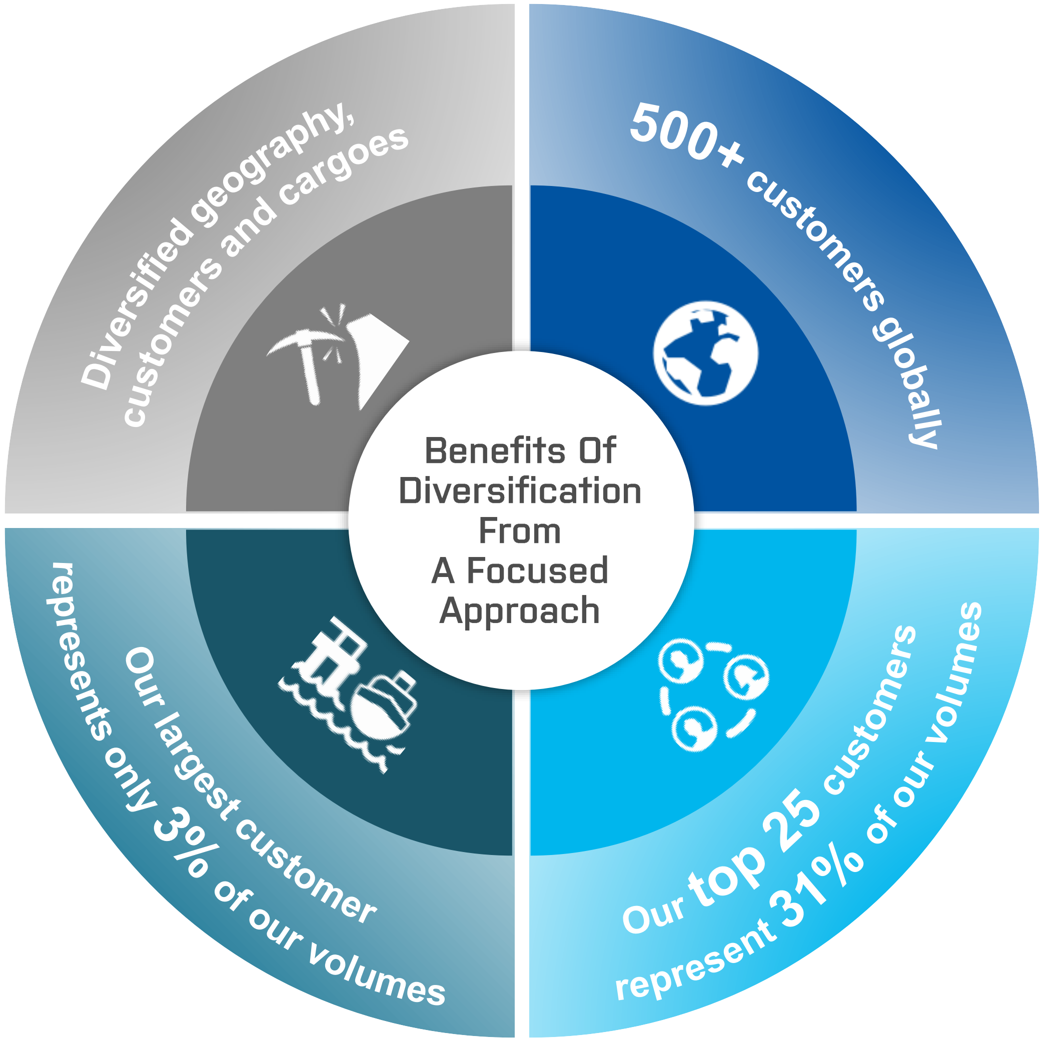
- We operate one of the world's largest fleets of interchangeable modern Handysize and Supramax vessels, equipping us for efficient trading and reliable service any time and anywhere
- Cargo system business model – outperforming market rates
- Our Core fleet consists of 139 Handysize and Supramax vessels, including chartered vessels in our Operating business, we currently have approximately 280 vessels on the water overall
- Hong Kong headquartered and HKEx listed with 14 offices worldwide
- Strong balance sheet with US$375.1 million available committed liquidity as of 30 June 2023
- Our vision is to be the leading vessel owner/operator in dry bulk shipping, and the first choice partner for customers and other stakeholders

APPENDIX: STRATEGIC MODEL

Why Minor Bulk

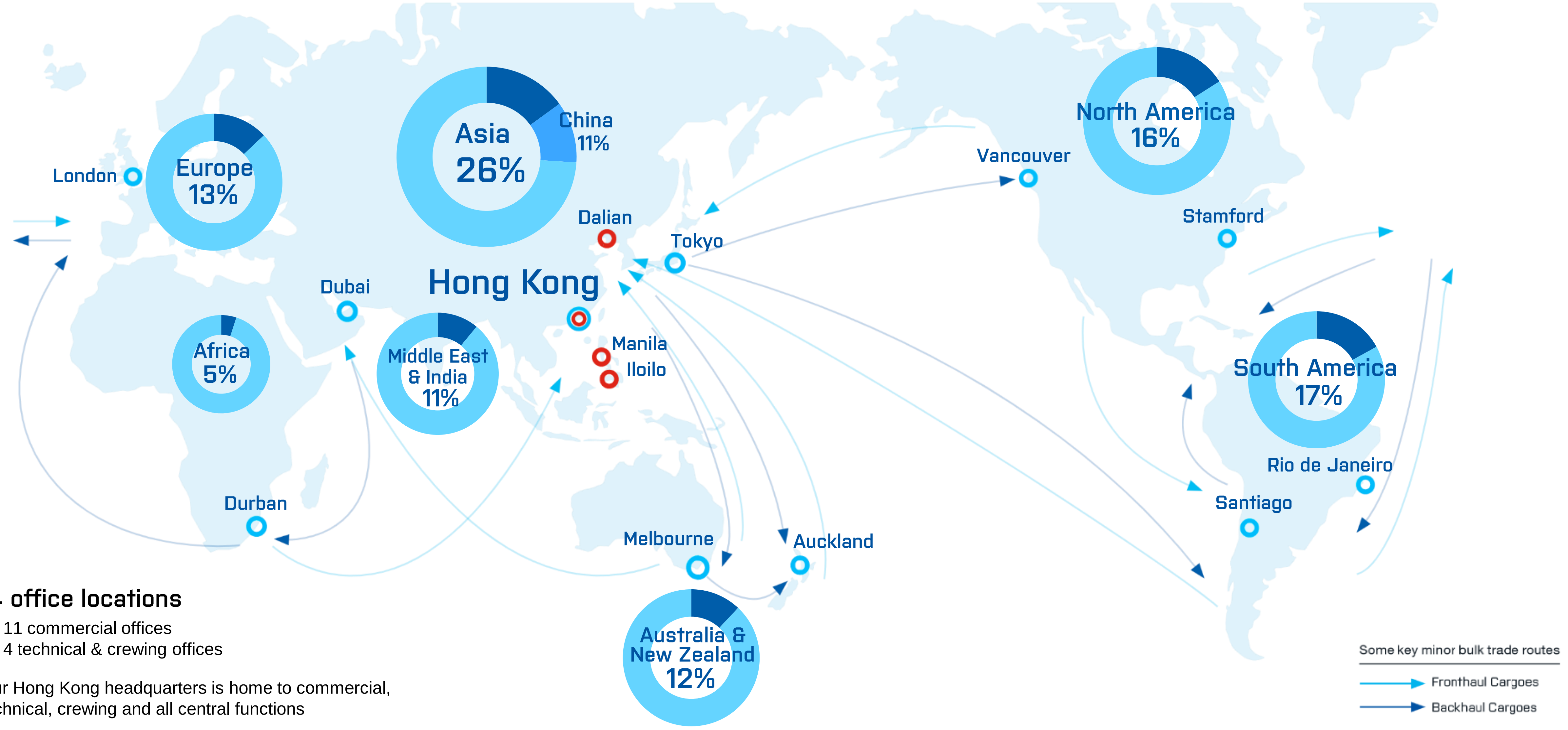
Attractive Characteristics of Minor Bulk

- 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



Pacific Basin

APPENDIX:
DISTRIBUTION OF OUR CARGO LOADING AND DISCHARGING IN JAN-SEP 2023
(BY VOLUME)



14 office locations

- 11 commercial offices
- 4 technical & crewing offices

Our Hong Kong headquarters is home to commercial, technical, crewing and all central functions

Pacific Basin

APPENDIX: DIVERSIFIED CARGO MIX

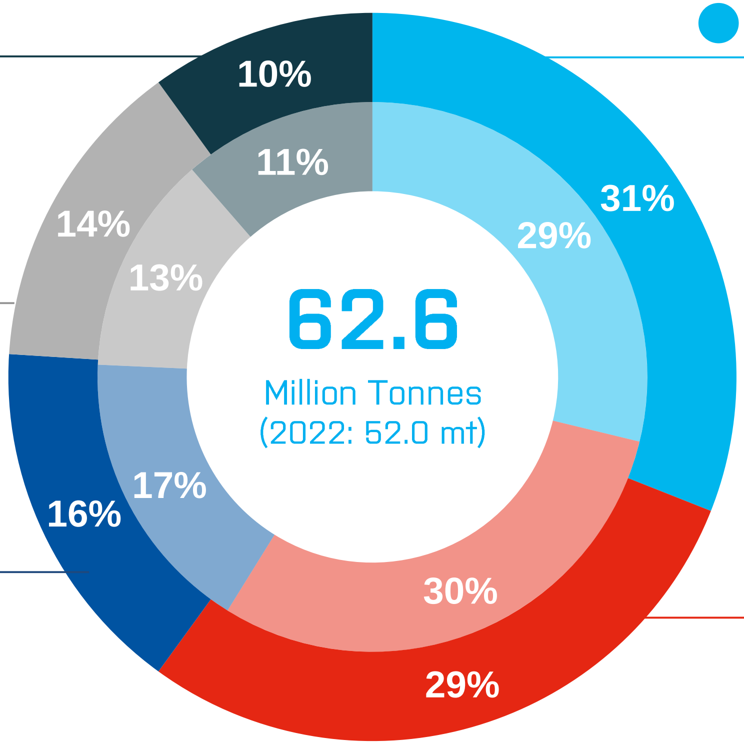
Diverse range of commodities reduces product risk

Our Cargo Volumes Jan-Sep 2023 VS Jan-Sep 2022

Minerals	**10%**	
Salt	5%	-1pp
Sand & Gypsum	4%	-
Soda Ash	1%	-

Energy	**14%**	
Coal	8%	-
Petcoke	5%	+1pp
Wood Pellets	1%	-

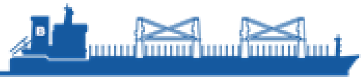
Metals	**16%**	
Ores	7%	-
Concentrates	5%	-
Alumina	2%	-1pp
Others	2%	-



Agricultural Products & Related	**31%**	
Grains & Agricultural Products	17%	+1pp
Fertiliser	11%	-
Sugar	3%	+1pp

Construction Materials	**29%**	
Cement & Cement Clinkers	14%	+1pp
Steel & Scrap	8%	-2pp
Logs & Forest Products	7%	-

500+
customers



Pacific Basin

APPENDIX: PACIFIC BASIN CURRENT FLEET

121 Vessels owned + **19** LT Chartered = **140** Total + **145** ST Chartered = **285** Total

	Vessels in Operation					Total Capacity (million dwt)	Average Age
	Owned	Long-term Chartered	**Sub-total**	Short-term Chartered[1]	**Total**	Owned	Owned
	Substantially fixed costs			Costs fluctuate with market			
Handysize	**70**	**10**	**80**	**49**	**129**	**2.4**	**13**
Supramax/ Ultramax[2]	**50**	**9**	**59**	**96**	**155**	**2.9**	**11**
Capesize	**1**	**-**	**1**	**-**	**1**	**0.1**	**12**
Total	**121**	**19**	**140**	**145**	**285**	**5.4**	**12**

As at 30 September 2023

[1] Average number of short-term and index-linked vessels operated in September 2023
[2] Supramax vessels in excess of 60,000 dwt are generally referred to as Ultramaxes

APPENDIX: OUR TWO MAIN ACTIVITIES

Core Business	Operating Activity
▪ Contract and spot cargoes	▪ Spot cargoes
▪ Owned and long-term chartered vessels / Short-term vessels carrying contract cargoes	▪ Short-term vessels carrying spot cargoes
▪ Costs largely fixed and disclosed	▪ Costs fluctuate with freight market
▪ Key KPI = TCE per day	▪ Key KPI = Margin per day
▪ Significant leverage and profits in strong market	▪ Can generate profits also in weak markets
▪ Asset heavy – predominantly our own crews / quality / safety	▪ Asset light – third party crews / quality / safety (harder to control quality)
▪ Enables reliability, cargo contracts, brand name	▪ Enhances and expands the service to our customers
▪ Currently about 80% of total vessel days	▪ Currently about 20% of total vessel days

APPENDIX: TCE REPORTING METHODOLOGY

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

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 vessels are unavailable by matching our customers' spot cargoes with short-term chartered vessels, 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

$$\frac{\text{Owned + Long-Term Chartered TCE Revenue + Short-Term Chartered (excluding Operating) Result}}{\text{Owned + Long-Term Chartered Revenue Days}}$$

Deriving our Operating Activity Daily Margin

$$\frac{\text{Operating Result}}{\text{Operating Days}}$$

Pacific Basin

APPENDIX: HOW TO MODEL PACIFIC BASIN

Handysize contribution	Core TCE[1] x owned & LTC[2] revenue days	+	
	Blended cost x owned & LTC cost days[3]	-	
		=	X
Supramax contribution	Core TCE[1] x owned & LTC[2] revenue days	+	
	Blended cost x owned & LTC cost days[3]	-	
		=	X
Operating Activity	Operating margin x operating days		X
Post Panamax contribution			X
Total G&A		-	X
Underlying Result		=	**X**

Sensitivity:

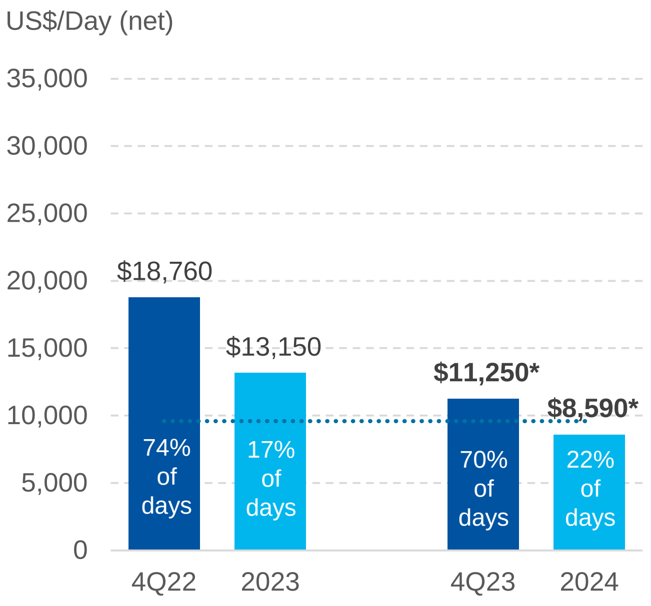
+/- US$1,000 daily TCE = US$35-40 million per year
Adjusted for ca. 20-25% typical long-term forward cargo cover at any point in time

[1] *Note that core TCE includes the margin (positive or negative) from short-term vessels carrying contract cargoes*
[2] *Long-Term Chartered in vessels*
[3] *Revenue days + offhire days = cost days*

Pacific Basin

APPENDIX: FORWARD CARGO COVER

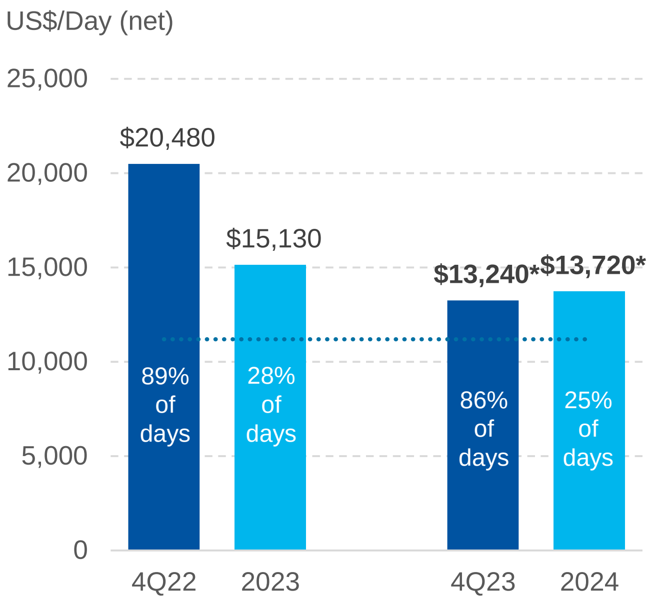
Handysize



*As at early October, indicative TCE only as voyages are still in progress

Indicative core fleet P&L break-even level incl. G&A for 1H23 = US$9,600

Supramax



*As at early October, indicative TCE only as voyages are still in progress

Indicative core fleet P&L break-even level incl. G&A for 1H23 = US$11,190

- We have covered 70% and 86% of our Handysize and Supramax vessel days for the fourth quarter of 2023 at US$11,250 and US$13,240 per day net respectively
- We have covered 22% and 25% of our 30,640 Handysize and 22,630 Supramax vessel days currently contracted for the 2024 at US$8,590 and US$13,720 per day net respectively. (Cargo cover excludes operating activity)
- 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, which is currently about US$330 per day

Pacific Basin

APPENDIX: VESSEL DAYS AND LONG-TERM CHARTERED COMMITMENTS

Vessel Days

Days	Handysize FY2022	Handysize Jan-Sep 2023	Supramax FY2022	Supramax Jan-Sep 2023
Core business revenue days	30,310	**21,570**	17,340	**15,080**
– Owned revenue days	26,680	**19,080**	14,930	**12,670**
– Long-term chartered days	3,630	**2,490**	2,410	**2,410**
Short-term core days[1]	7,580	**5,200**	14,100	**13,620**
Operating activity days	5,720	**7,110**	14,110	**10,700**
Owned off-hire days	890	**370**	400	**270**
Total vessel days	**44,500**	**34,250**	**45,950**	**39,670**

[1] Short-term chartered vessels used to support our core business

This table shows an analysis of our vessel days in Jan-Sep 2023 and FY2022

Interim Results 2023

Future Long-term Chartered Vessel Costs

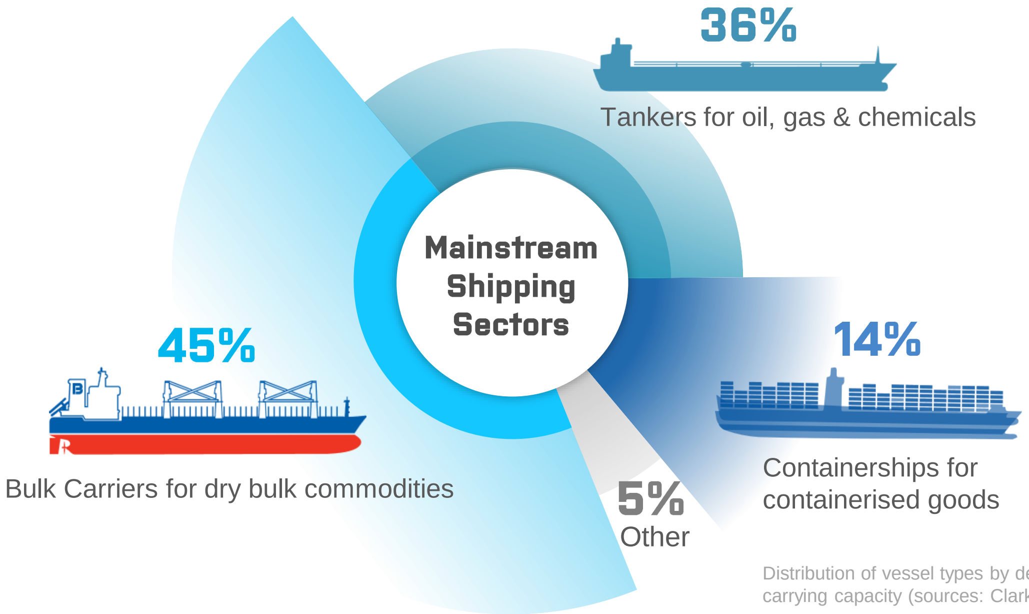
Year	Handysize Vessel days	Handysize Average cost (US$)	Supramax Vessel days	Supramax Average cost (US$)
2H2023	1,930	12,190	1,410	18,010
2024	3,540	12,570	1,330	16,770
2025	2,930	13,090	610	14,880
2026	2,190	13,140	1,100	14,860
2027+	4,350	12,540	3,680	13,930
Total	**14,940**		**8,130**	

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

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 vessels that carry a wide range of minor bulks and grains which offers significant benefits of diversification in terms of geography, customers and cargoes.



Distribution of vessel types by deadweight carrying capacity (sources: Clarksons Research)

Our Focus	Bulk Carrier Vessel Types		Percentage of Global Dry Bulk Capacity	Versatility
Minor Bulks With cranes	Handysize	10,000-40,000 dwt	12%	More Versatile
Minor Bulks With cranes	Supramax	incl. Ultramax 40,000-70,000 dwt	23%	
Major Bulks Without cranes	Panamax	incl. Post-Panamax 70,000-100,000 dwt	25%	
Major Bulks Without cranes	Capesize	100,000+ dwt	40%	Less Versatile

Main Commodities Carried

Minor Bulks
- Grains
- Ores
- Logs/ Forest Products
- Bauxite
- Sugar
- Concentrates
- Cement & Clinker
- Coal/Coke
- Fertiliser
- Alumina
- Steel
- Petcoke
- Salt
- Sand & Gypsum
- Scrap

Major Bulks
- Grains
- Coal
- Iron Ore

Few ports, few customers, few cargo types, low scope for triangulation

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

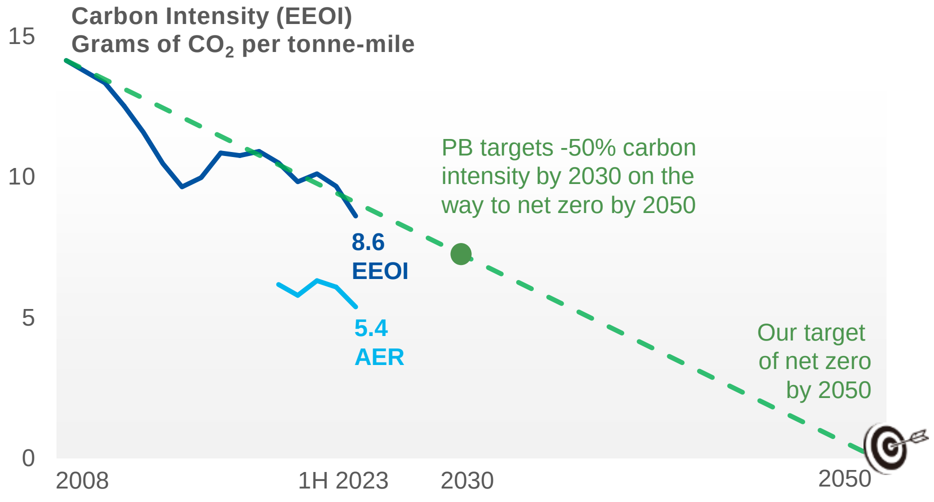
Pacific Basin

APPENDIX: GLOBAL FLEET DEVELOPMENT

	Orderbook as % of Existing Fleet	Average Age	Over 20 Years Old	2023 YTD^ Scrapping as % of 1 January 2023 Existing Fleet
Handysize (10,000–40,000 dwt)	9.4%	13	14%	0.3%
Supramax & Ultramax (40,000–70,000 dwt)	9.2%	12	10%	0.6%
Panamax & Post-Panamax (70,000–100,000 dwt)	11.0%	12	12%	0.8%
Capesize (100,000+ dwt)	5.2%	10	2%	0.3%
Total	8.1%	12	8%	0.5%

Source: Clarksons Research, data as at September 2023
^ YTD: data as at 06 October 2023

APPENDIX: ON TRACK TO MEET OUR GHG REDUCTION GOALS



PB Vessels by AER Carbon Intensity Rating		
Rating	**2022**	**Sep 2023**
A	15	42
B	22	31
C	48	36
D	22	10
E	8	1
No. of owned vessels	**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 vessels they charter

- Targeting net zero emissions by 2050
- We aim to reduce 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 vessels to combine technical and operational measures to improve their carbon intensity
- We aspire for our vessels 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

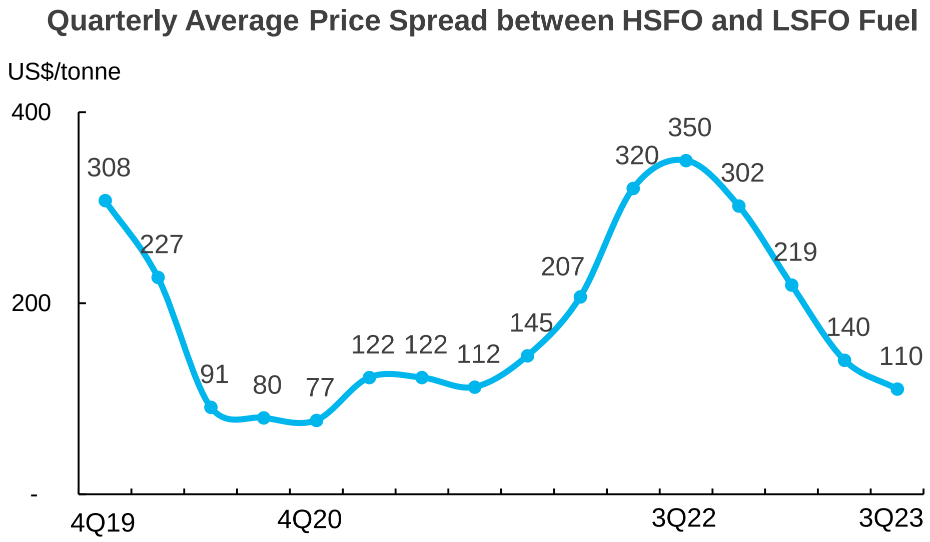
APPENDIX:
NEW REGULATION LEADING TO LOWER SPEEDS AND MORE SCRAPPING FROM 2023

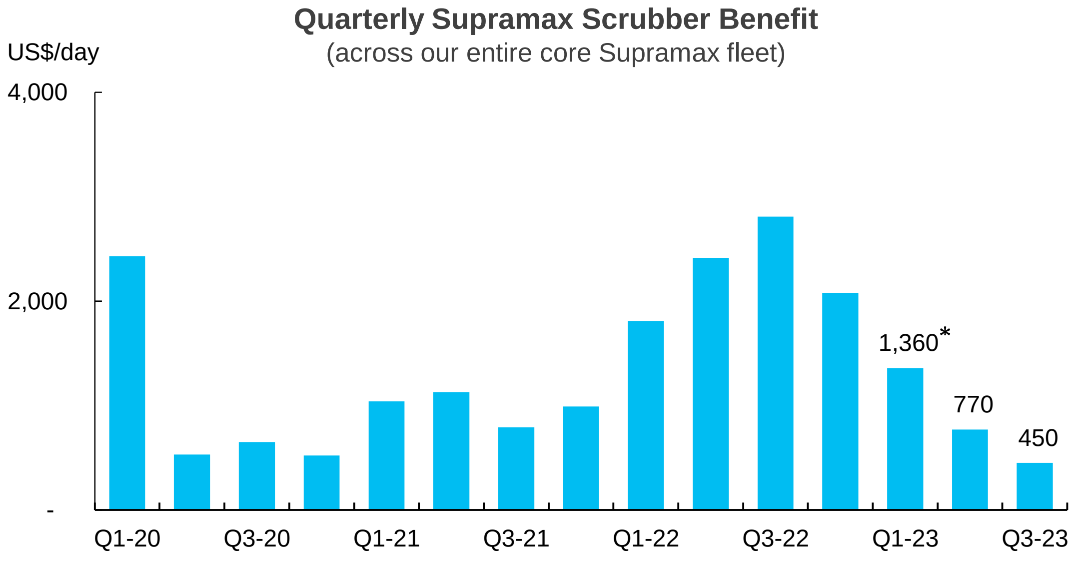
- From January 2023, IMO's global EEXI and CII regulations require vessels to combine technical and operational measures to improve their carbon intensity
- Shipping included in European Union Emissions Trading System (EU ETS) from January 2024

New Regulation	Requirement & Timing	Impact on the Industry
EEXI Energy Efficiency Existing Ship Index	▪ Technical design criteria ▪ Vessels maximum engine power will be capped ▪ Annual survey	▪ Some impact on PB vessels ▪ Larger impact on poorly designed vessels ▪ Reduction of maximum operating speeds
CII Carbon Intensity Indicator	▪ Operational criteria ▪ Vessels will be rated A–E based on actual fuel consumption and distance travelled ▪ 2023 is the first year of measurement and 2024 first year of ratings	▪ To retain same rating, 2% per year improvement required in 2024–2026 ▪ Vessels rated D–E will need to submit plans for improvement ▪ Will have larger impact than EEXI and can reduce speeds across dry bulk fleet by an average of ~3 knots by 2030
EU ETS European Union Emissions Trading System	▪ Shipping companies required to buy and surrender EU Allowance for CO_2 emissions in/out of the EU ▪ Obligation phased in: 40% for 2024; 70% for 2025; 100% for 2026 ▪ Current EU carbon price €80-100/tonne of CO_2 and is expected to increase to ~€170/tonne by 2026 ▪ Penalty now fixed at €100 for every tonne of CO_2 unaccounted for	▪ May drive faster pace of decarbonisation: ▪ Near-term impact – reduction in speed ▪ Accelerate scrapping of older, less efficient vessels

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
- Current value of Supramax scrubber benefits is approximately US$330 per day across our entire core Supramax fleet





*Restated

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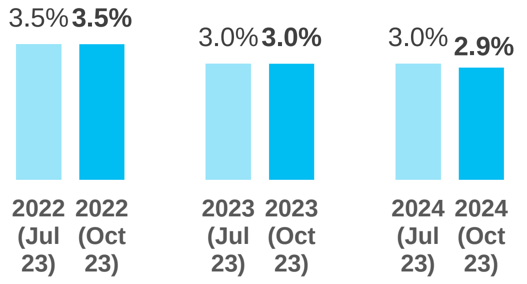
APPENDIX:
CHINA REOPENING TO PROVIDE SUPPORT TO A SLOWING GLOBAL ECONOMY

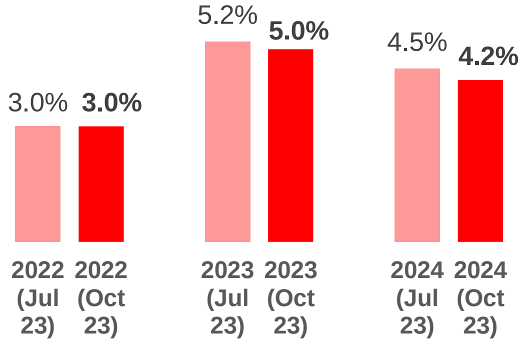
IMF World Economic Outlook GDP Forecasts (Oct 23 issue vs Jul 23 issue)

Global



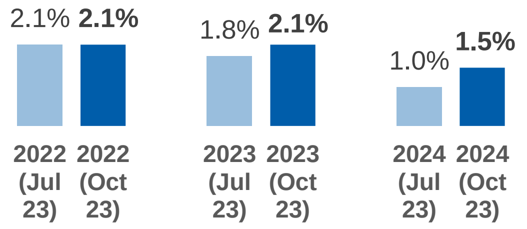
- Global economy decelerating due to increased inflation and interest rates
- China post-Covid policies have partially offset global economic slowdown through increased services sector demand, infrastructure spending, and a recovery in property construction and trade
- Inflation has peaked in most major economies

China



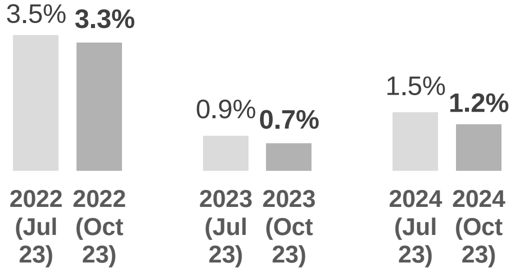
- Policy support through infrastructure spending, support of property and private sector, and increased domestic consumption
- Chinese future economic growth is expected to remain well below historical average

US



- High inflation and interest rates are dampening growth
- Strong labour market participation and consumer spending could cushion the impact of any recession
- Federal Reserve has currently paused raising interest rates since July 2023

EU



- Invasion of Ukraine has exacerbated food and energy security concerns, which have heightened inflation and slowed growth
- High inflation and interest rates are slowing growth
- Energy security concerns will hasten the transition to a more sustainable and secure energy system

Source: IMF World Economic Outlook, October 2023