



Ardmore Shipping

ARDMORE SHIPPING CORPORATION
Investor Day Presentation
May 24, 2017



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Agenda

- | | | |
|------|--|---|
| I. | Welcome and Presenter Introduction | Anthony Gurnee - CEO |
| II. | Overview of Ardmore Shipping | Anthony Gurnee - CEO |
| III. | Charter Update and Trading Patterns | Gernot Ruppelt - SVP |
| IV. | Refined Product Market Outlook | Kristine Petrosyan - IEA (<i>Guest Speaker</i>) |
| V. | Demand & Supply Outlook and Financial Review | Paul Tivnan - CFO |
| VI. | Closing Remarks | Anthony Gurnee - CEO |
| VII. | Q&A | |

Introduction



Ardmore Shipping



- Leading public product tanker company: focused on MR sector with highly attractive supply-demand outlook
- Owns and operates high quality fleet of 27 “Eco” medium-size (“MR”) product and chemical tankers. MRs are the workhorses of the global refined petroleum product trade
- Strategy focused on achieving superior performance based on service excellence, operating efficiency and astute market timing
- Our cost-efficient platform delivers strong financial performance:
 - Full year 2016: EBITDA of \$54.2 mln⁽¹⁾ / EPS of \$0.21⁽²⁾
 - Overhead and operating expenses lowest among peers
- Business philosophy centered on building and capturing value for shareholders and returning capital through the cycle
- Dividend policy paying out 60% of net income quarterly⁽³⁾
- Acquisition of 6 x Eco-design MRs in June 2016 is significantly accretive to earnings and dividend growth⁽⁴⁾



Profitable in spite of a challenging second half 2016

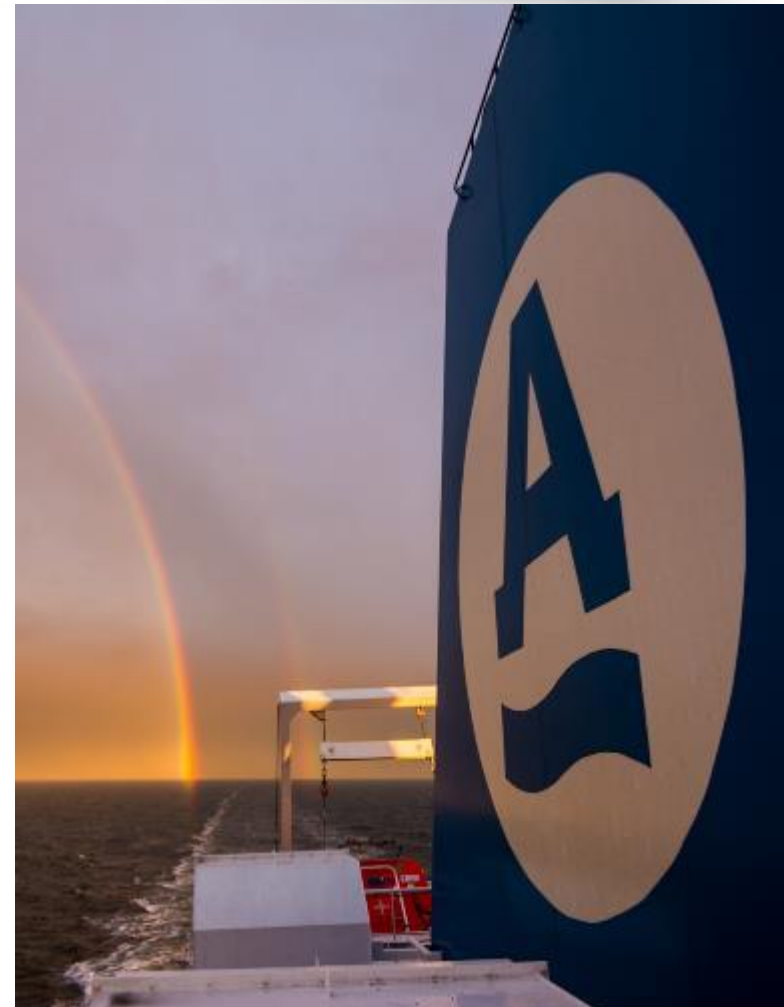
- Reported full year profits of \$3.7 million for 2016
- High refined product inventories continue to put downward pressure on ton-mile demand

... Opportunistic Refinancing and Vessel Sales

- Refinanced all our debt in early 2016 on improved terms and pricing
- Sold *Ardmore Calypso* and *Ardmore Capella* in May 2016 and *Ardmore Centurion* in Sep 2016; reinvested in Frontline ships
- Completed sale and leaseback of *Ardmore Seatrader* in December 2016, resulting in gross proceeds of \$9.3 million

... Highly Accretive Acquisition in June 2016

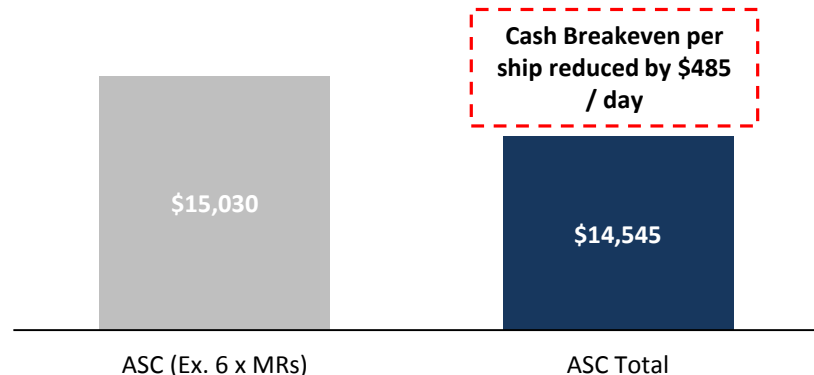
- Acquired six Eco-Design MRs with average age of 2.4 years, representing a highly attractive acquisition price



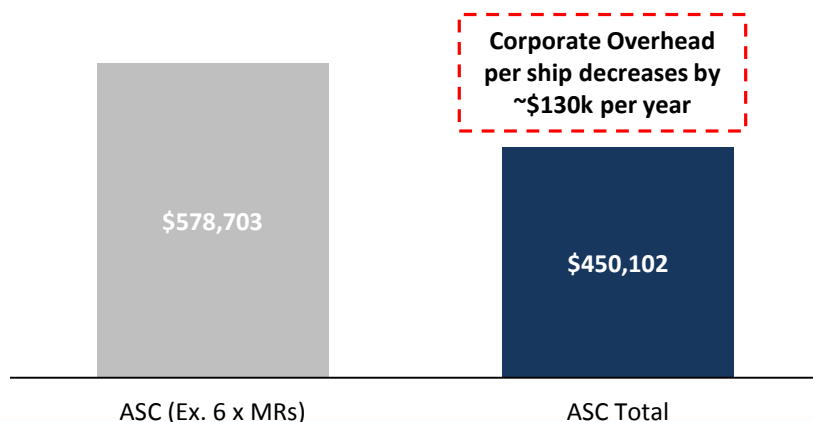
Highly Accretive Acquisition: Eco-Design MR x 6

Cash Breakeven Per Ship Decreases⁽¹⁾

(Cash breakeven includes drydock accrual and all debt amortization)



Corporate Overhead Per Ship Reduced⁽²⁾



Transaction Overview

- Acquired 6 x Eco-design MRs in June 16
 - En-bloc price of \$172.5 million
- Very attractive acquisition price:
 - Average price \$28.75 million per vessel
 - Originated through close commercial relationship with Seller
- High quality Eco-design MRs built in Korea
 - Most fuel efficient design; average age of 2.4 years
 - Complementary to Ardmore's existing fleet
- Funded by \$64 million equity offering and \$108 million senior debt commitment from our banks
- Transaction closed June 16 and vessels delivered between Aug – Nov 2016

1. Management's estimates. Included drydock and debt amortization
2. Pro-forma calculation based on reported 1Q17 corporate overhead of \$3.0 million annualized for full year 2017



High Quality Vessels

- ✓ Modern highly fuel efficient fleet of MRs
- ✓ Average age of 4.6 yrs
- ✓ Built at high-quality yards in Korea and Japan
- ✓ Quality fleet = lower operating cost, higher utilization and maximum value appreciation
- ✓ Complementary fleet
- ✓ Increased scale improves commercial flexibility

Vessel Name	Type	Dwt Tonnes	IMO	Built	Country	Flag	Specification
<i>Ardmore Seavaliant</i>	Product/Chemical	49,998	2/3	Feb-13	Korea	MI	Eco-design
<i>Ardmore Seaventure</i>	Product/Chemical	49,998	2/3	Jun-13	Korea	MI	Eco-design
<i>Ardmore Seavantage</i>	Product/Chemical	49,997	2/3	Jan-14	Korea	MI	Eco-design
<i>Ardmore Seavanguard</i>	Product/Chemical	49,998	2/3	Feb-14	Korea	MI	Eco-design
<i>Ardmore Sealion</i>	Product/Chemical	49,999	2/3	May-15	Korea	MI	Eco-design
<i>Ardmore Seafox</i>	Product/Chemical	49,999	2/3	Jun-15	Korea	MI	Eco-design
<i>Ardmore Seawolf</i>	Product/Chemical	49,999	2/3	Aug-15	Korea	MI	Eco-design
<i>Ardmore Seahawk</i>	Product/Chemical	49,999	2/3	Nov-15	Korea	MI	Eco-design
<i>Ardmore Endeavour</i>	Product/Chemical	49,997	2/3	Jul-13	Korea	MI	Eco-design
<i>Ardmore Enterprise</i>	Product/Chemical	49,453	2/3	Sep-13	Korea	MI	Eco-design
<i>Ardmore Endurance</i>	Product/Chemical	49,466	2/3	Dec-13	Korea	MI	Eco-design
<i>Ardmore Explorer</i>	Product/Chemical	49,494	2/3	Jan-14	Korea	MI	Eco-design
<i>Ardmore Encounter</i>	Product/Chemical	49,478	2/3	Jan-14	Korea	MI	Eco-design
<i>Ardmore Exporter</i>	Product/Chemical	49,466	2/3	Feb-14	Korea	MI	Eco-design
<i>Ardmore Engineer</i>	Product/Chemical	49,420	2/3	Mar-14	Korea	MI	Eco-design
<i>Ardmore Seafarer</i>	Product/Chemical	45,744	3	Aug-04	Japan	MI	Eco-mod
<i>Ardmore Seatrader</i>	Product	47,141	—	Dec-02	Japan	MI	Eco-mod
<i>Ardmore Seamaster</i>	Product/Chemical	45,840	3	Sep-04	Japan	MI	Eco-mod
<i>Ardmore Seamariner</i>	Product/Chemical	45,726	3	Oct-06	Japan	MI	Eco-mod
<i>Ardmore Sealeader</i>	Product	47,463	—	Aug-08	Japan	MI	Eco-mod
<i>Ardmore Sealifter</i>	Product	47,472	—	Jul-08	Japan	MI	Eco-mod
<i>Ardmore Dauntless</i>	Product/Chemical	37,764	2	Feb-15	Korea	MI	Eco-design
<i>Ardmore Defender</i>	Product/Chemical	37,791	2	Feb-15	Korea	MI	Eco-design
<i>Ardmore Cherokee</i>	Product/Chemical	25,215	2	Jan-15	Japan	MI	Eco-design
<i>Ardmore Cheyenne</i>	Product/Chemical	25,217	2	Mar-15	Japan	MI	Eco-design
<i>Ardmore Chinook</i>	Product/Chemical	25,217	2	Jul-15	Japan	MI	Eco-design
<i>Ardmore Chippewa</i>	Product/Chemical	25,217	2	Nov-15	Japan	MI	Eco-design
Total	27	1,202,568		4.6⁽¹⁾			

1. Average age as at Mar 31, 2017

High Performance Strategy: Maximize ROIC

1

Consistent Focus on MR Product and Chemical Tankers

2

Cost Efficiency

- Acquire vessels at cyclical lows
- Operate and maintain vessels efficiently
- Low corporate overhead per vessel

3

Highly Effective Chartering Strategy

- Time charter, spot and pool employment - mix to maximize TCE
- Maintain close dialogue with charterers at all times for market-timing opportunities

4

Value Added Service = Max Earnings

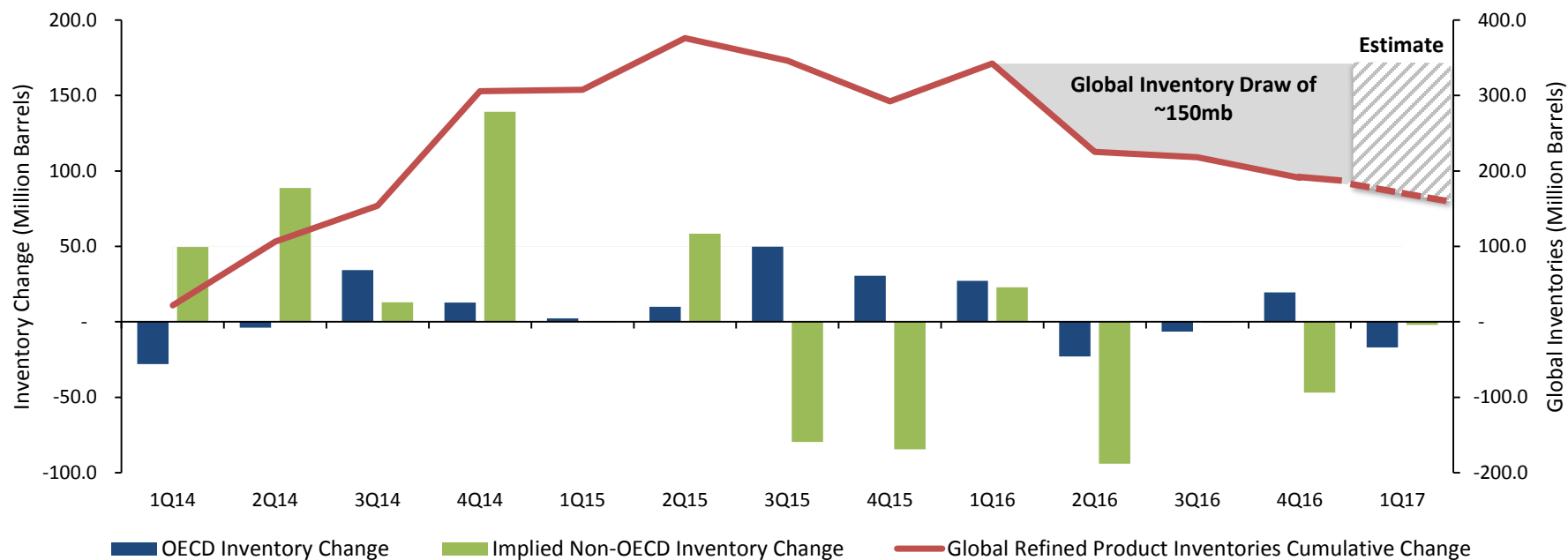
- High-quality, fuel efficient fleet
- Exploit product / chemical overlap
- Close collaboration with charterers
- Optimise voyage performance



Superior Operational And Financial Performance

Refined Product Inventories Trending in the Right Direction

Global Refined Product Inventories; Implied Cumulative Change Since 1Q14⁽¹⁾



- Global refined product inventories turned and started to decline in 1Q16
- De-stocking of 150 million barrels from 2Q16 to 4Q16 predominantly non-OECD
- Global refined product inventory de-stocking continued in 1Q17⁽²⁾

1. Source: IEA Oil Market Report January 2017. © OECD/IEA 2017, Oil Market Report (19 January), IEA Publishing. Licence: www.iea.org/t&c . Indicative analysis, implied cumulative change in global refined product inventories calculated based on gap between annual growth in global refinery throughput and global refined product demand . Implied non-OECD inventories change derived by subtracting known OECD inventories from calculated global refined product inventories

2. Source: IEA Monthly Oil Market Report May 2017

Charter Update and Trading Patterns



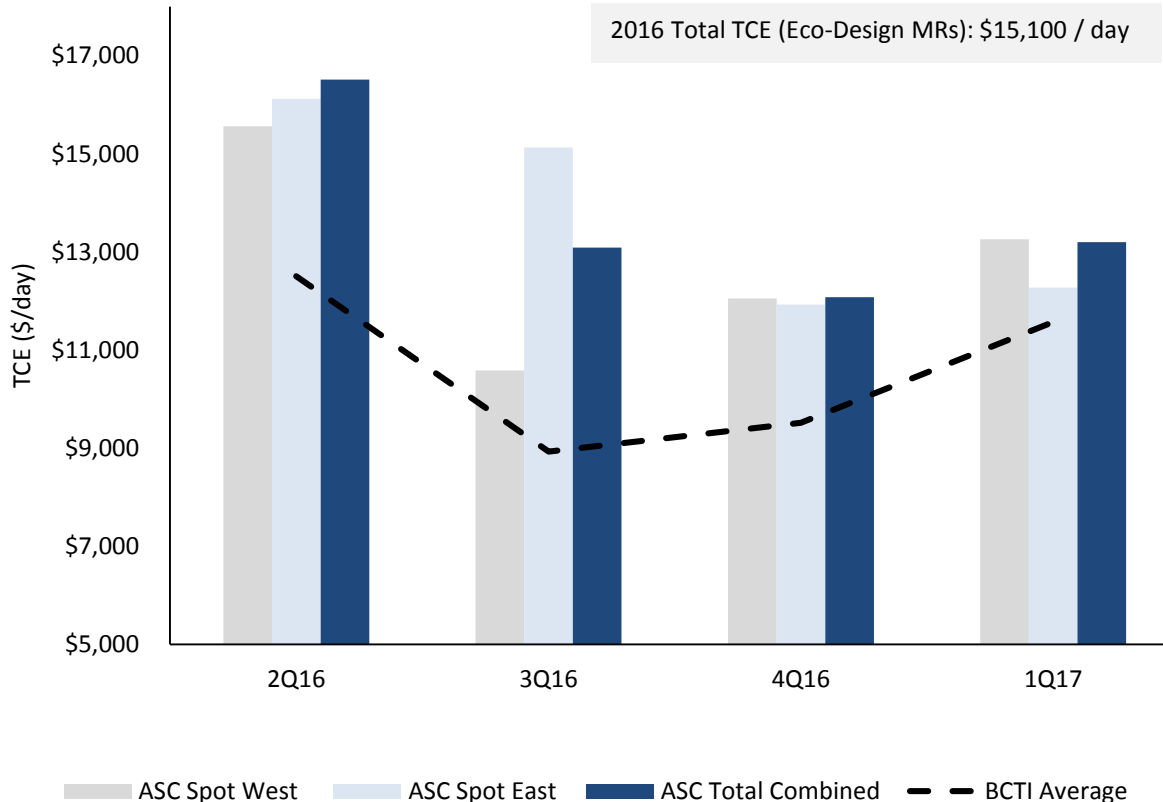
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MR Spot Market: ASC Performance



Ardmore Spot Performance

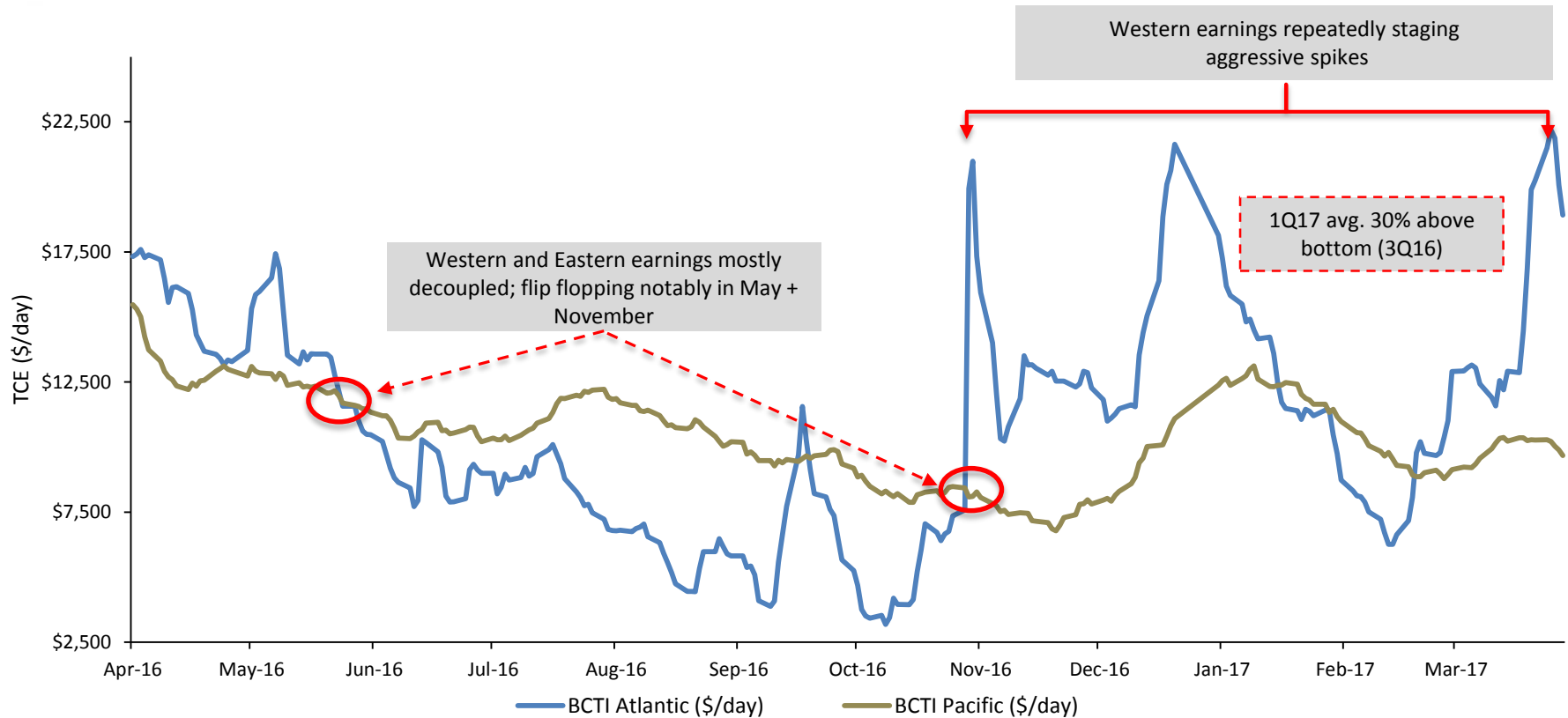


Commentary

- Market volatility managed through balancing the fleet geographically (west vs. east)
- Continuous market analysis and scenario planning to manage risk and maximise TCE
- Ardmore has a fully integrated team across regions:
 - Aligned trading strategies
 - Coordinated market analysis
 - Live information sharing



MR Spot Market: West and East Indices

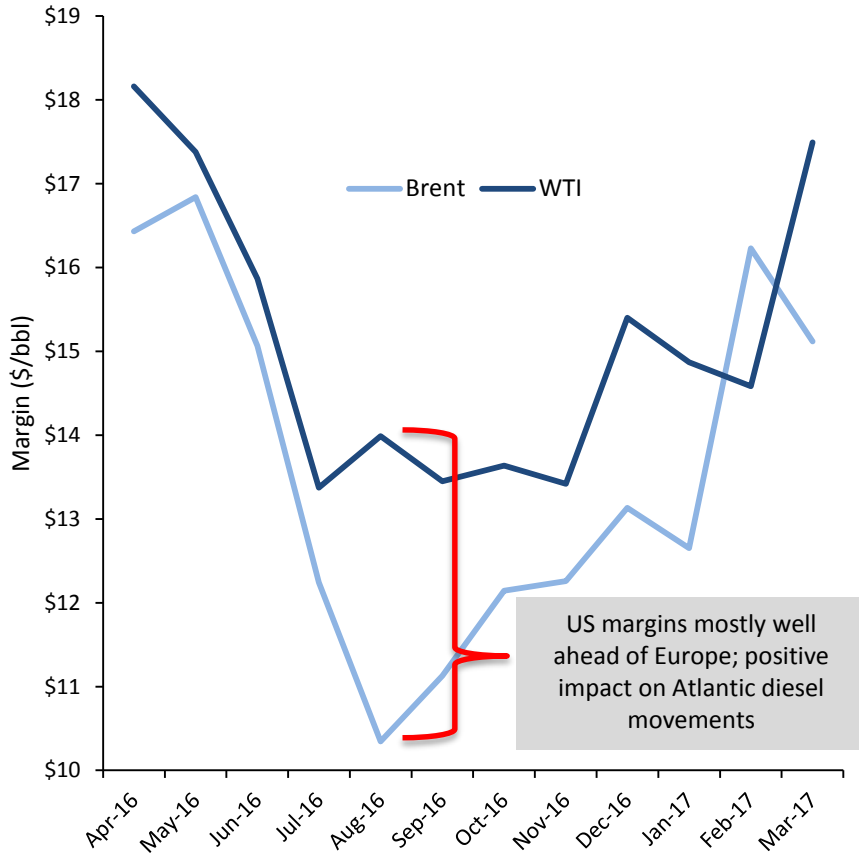


Triangulated Earnings: Volatility in West; Market Conditions Up Overall

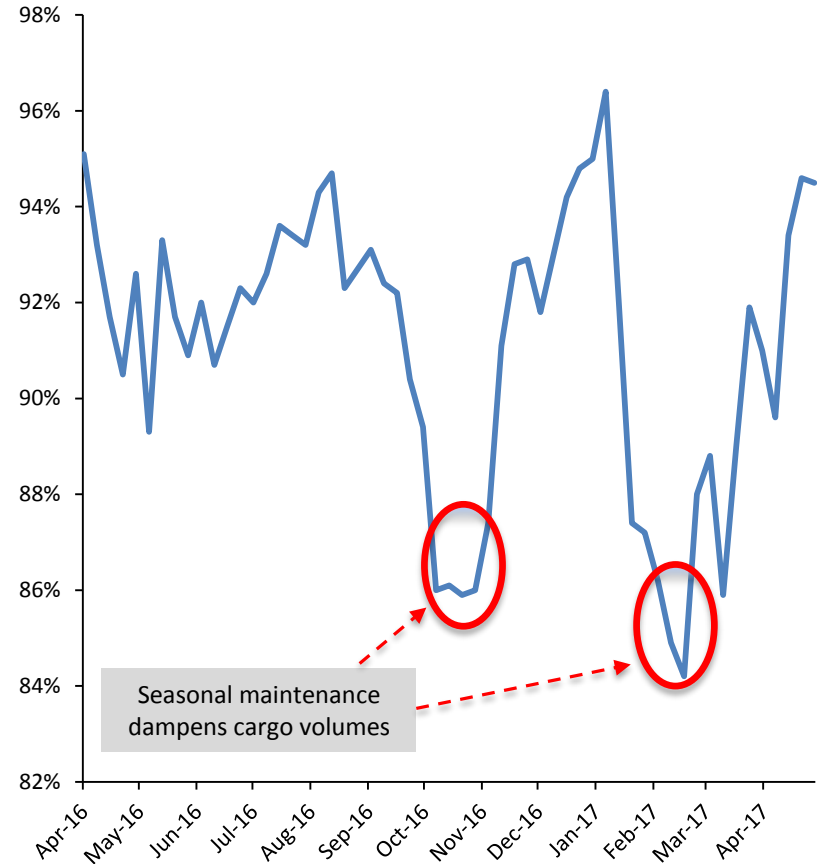
US Refining Advantage; Continues to Drive Export Volumes



Differential between Refining Margins Drives Product Flow⁽¹⁾



US Gulf (PADD 3) Refinery Utilization⁽²⁾



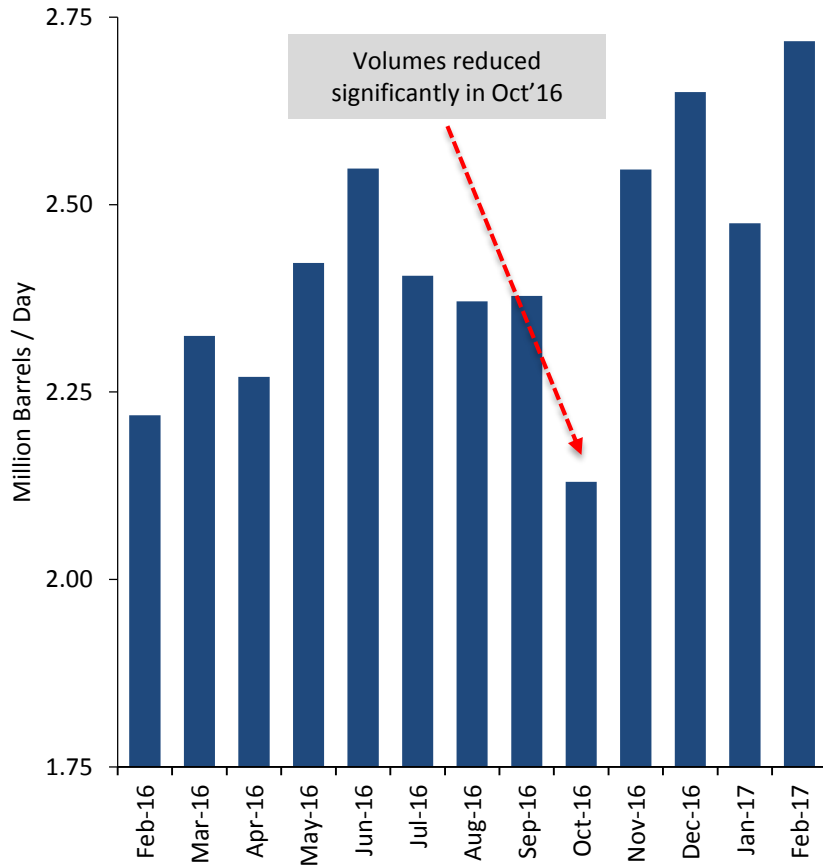
1. Source Bloomberg, Indicator Refining Margins (3:2:1 Cracks, First Month)
 2. Source: U.S. Energy Information Administration (EIA)



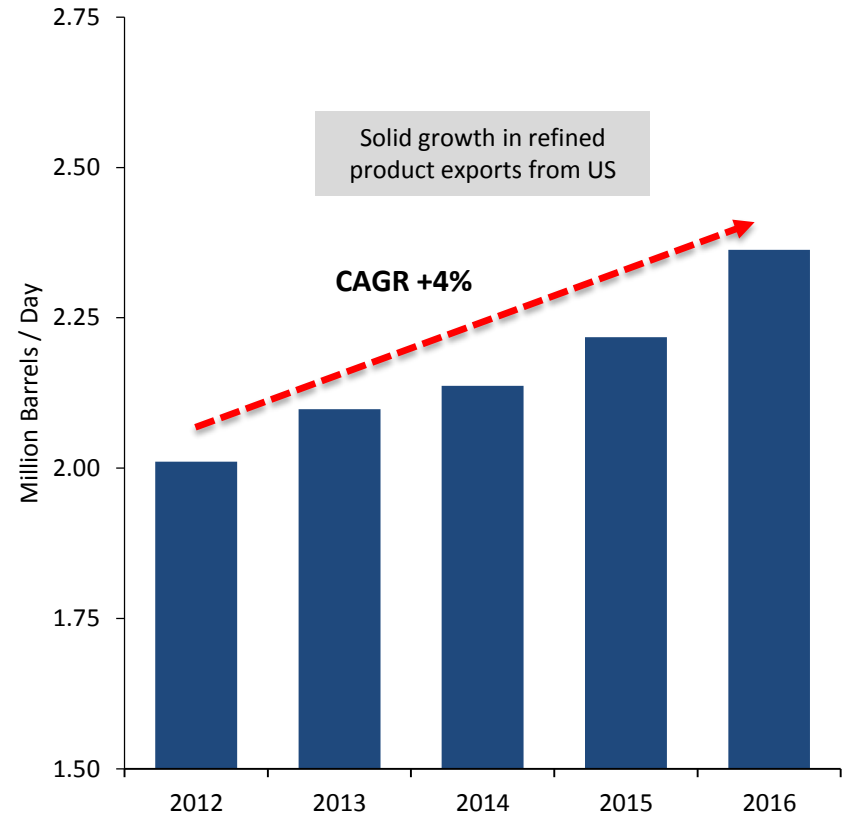
US Product Exports: Strong Growth Pattern Remains



US Refined Product Exports – 1 Year⁽¹⁾

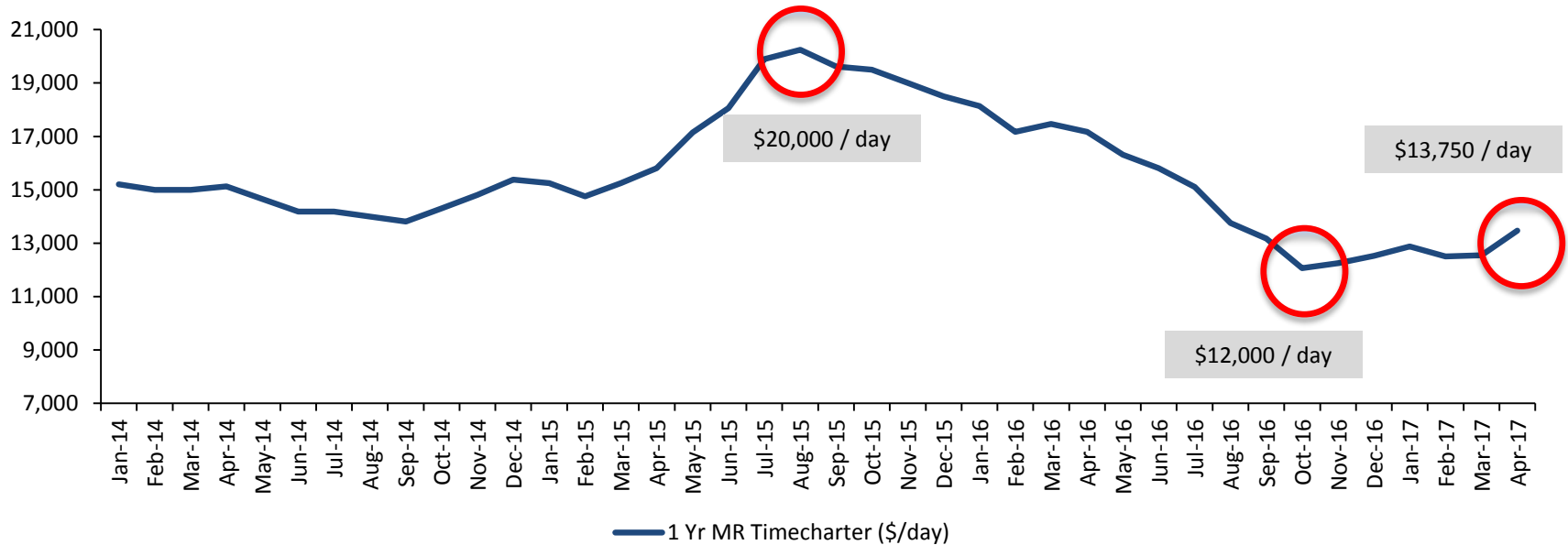


US Refined Product Exports – 5 Years⁽¹⁾



1. Source: U.S. Energy Information Administration (EIA)

One Year Time Charter Rates⁽¹⁾



- Time charter market rebounding from 4Q16 trough
- Wide array of charterers entering TC market over past 4-6 weeks (including oil majors, major traders)

1. Source: Clarksons
 2. Rates can vary depending on position and dates, vessel specification and management, other factors

Charter Market: Main Trades



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Our Market

Tracking and trading in excess of 45 major routes globally, driven by:

- Regional and grade-specific arbitrage
- Global imbalances
- Infrastructural or regulatory developments
- Seasonality
- Price dynamics

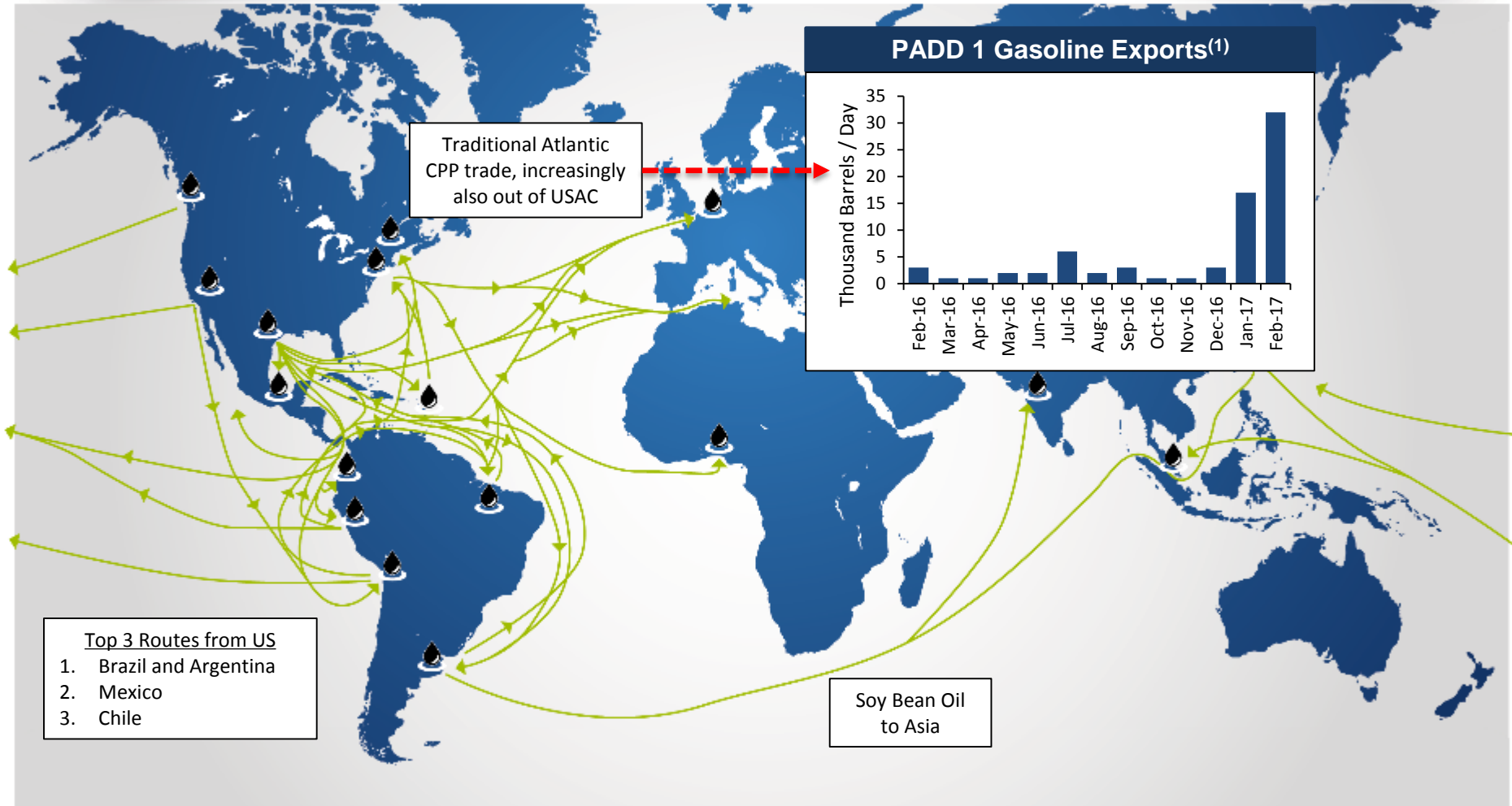
ASC Cargo Split 2016

- 60% gasoline and diesel
- 15% jet and naphtha
- 14% edible oil and other
- 11% reformat and aromatics

Top Ton-Mile Contributors from Americas



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1. Source: U.S. Energy Information Administration (EIA)

Top Ton-Mile Contributors from Europe



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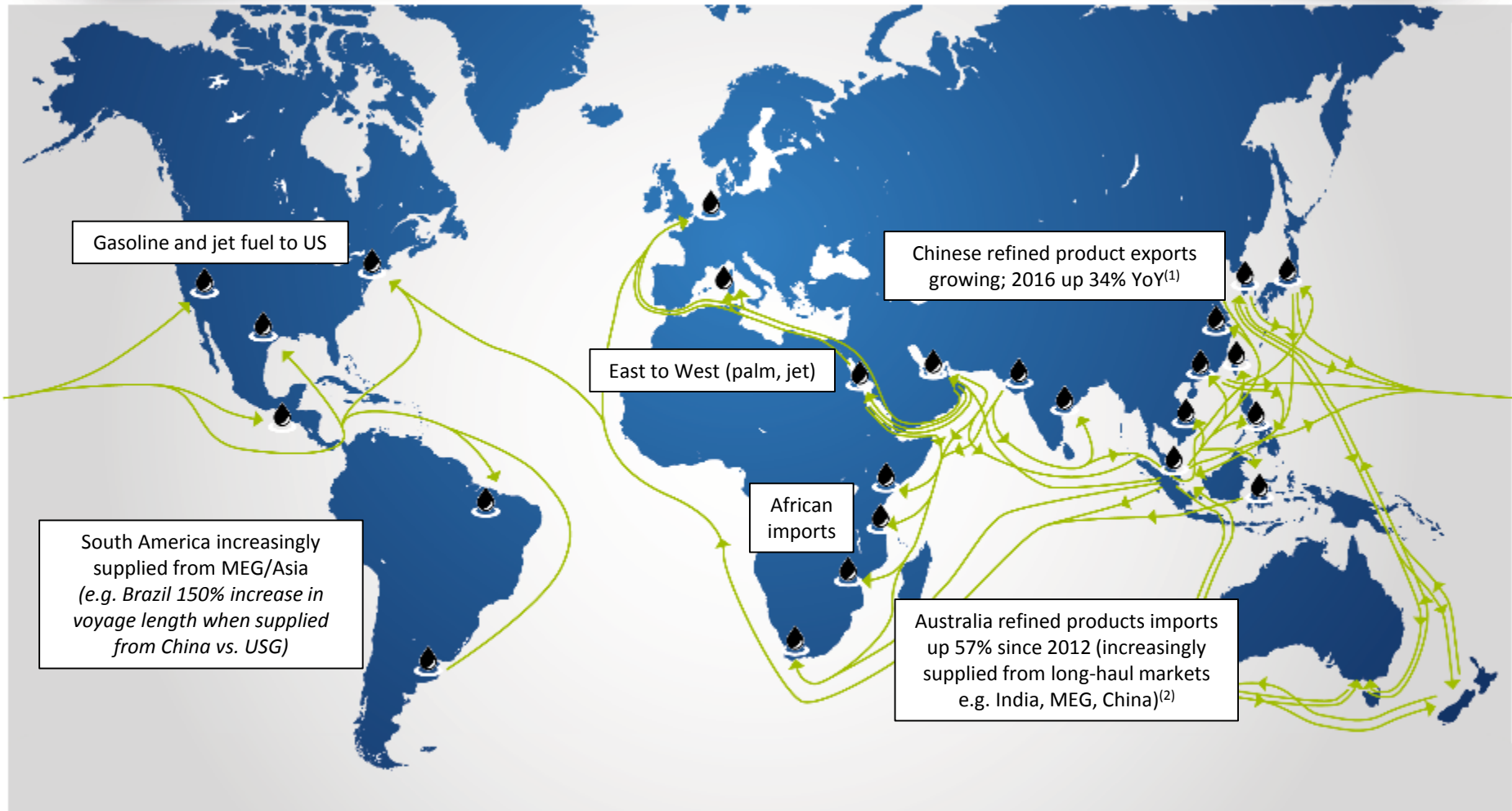


1. Source: Reuters Energy

Top Ton-Mile Contributors from Asia and Middle East



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1. Source: Reuters Energy
2. Source: Braemar ACM Singapore

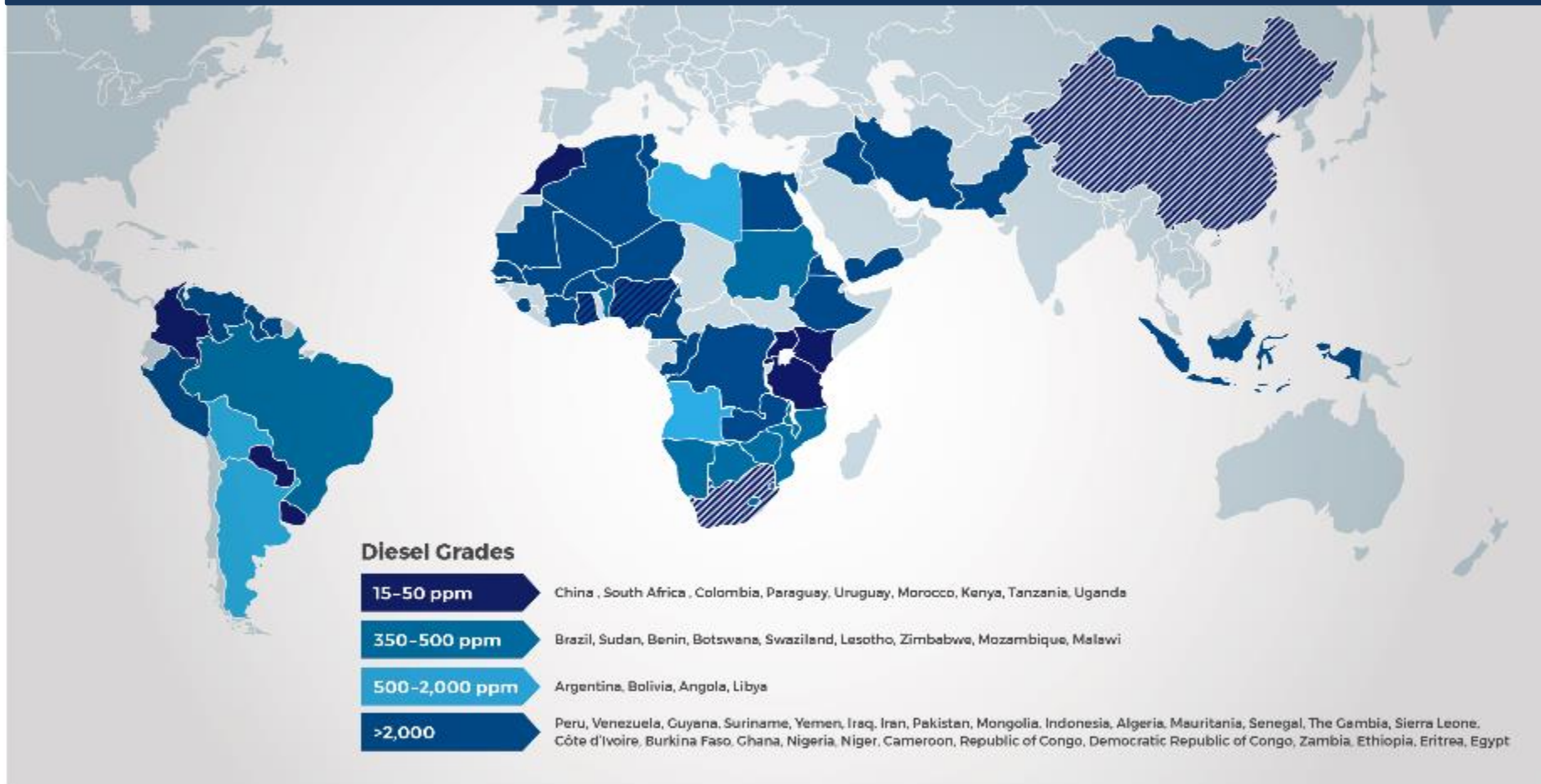
Short Term

- Refinery utilization
- Complexity of product grades
- Supply chain disruptions
- Maintenance
- Inventories
- Geopolitical events
- Currency and exchange rates
- National holidays
- Rumours and expectations
- Sentiment
- Weather
- Sporting events
- Taxation
- Seasonality

Long Term

- Population growth
- Refinery expansion
- Refinery dislocation
- Demographic changes
- Complexity of product grades
- GDP – global and individual
- Wealth
- Emerging economies
- Regulatory changes
- Environmental policy
- Technology
- Infrastructural developments
- Behavioural patterns and culture

Grade Differentiation and Regulation Create Long-Haul Trading

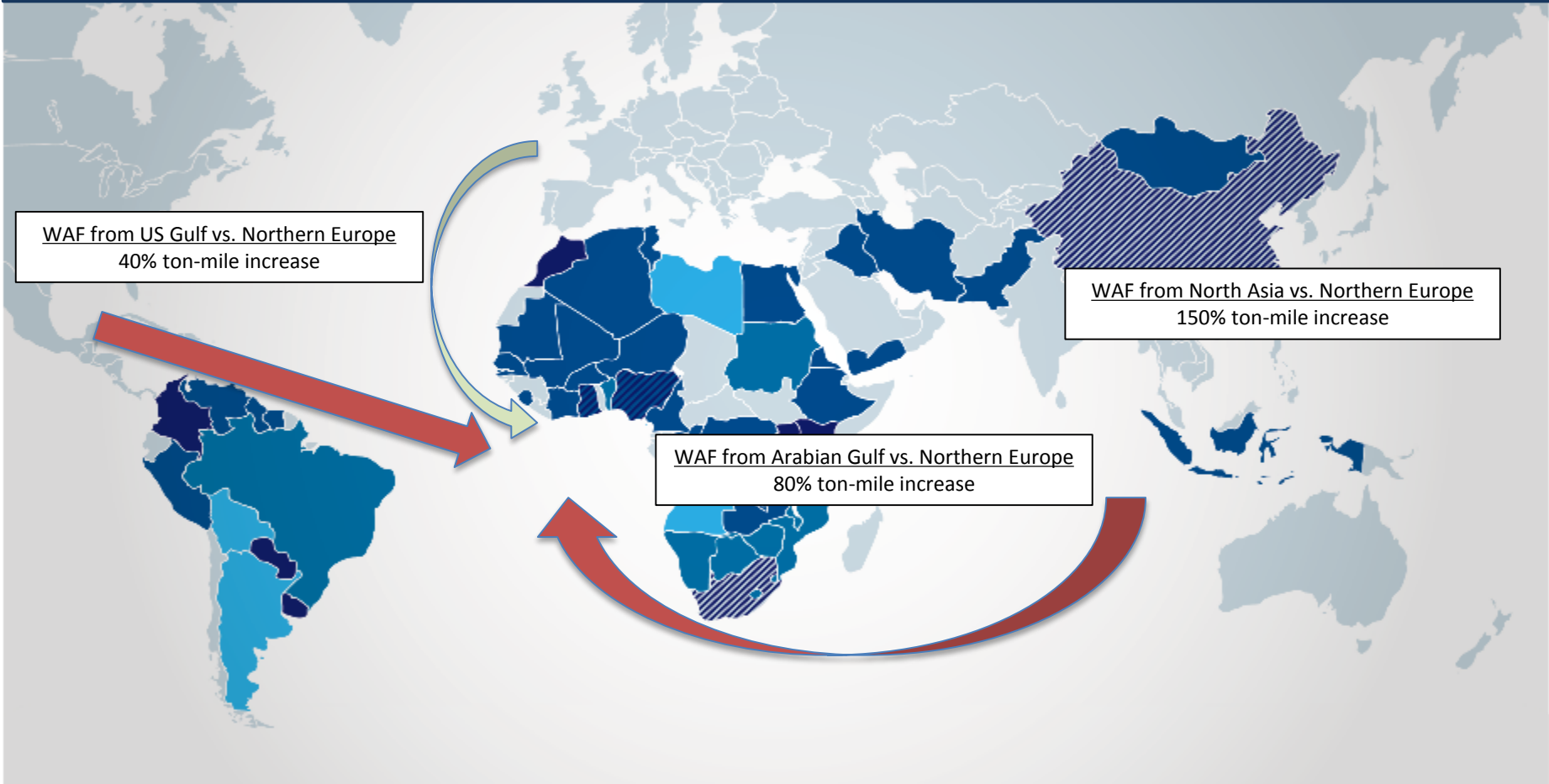


Environmental Regulation as Ton-Mile Boost



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Example West Africa: Changing Trade Patterns Expected to Increase Voyage Length⁽¹⁾



Top Rated Customer Base (select.)



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Strong Support from Major Industry Players

- Fundamentals are intact
- Freight markets are improving; earnings up 30% from 2016 lows
- Major clean routes remain top contributors; some newer trades evolving
- Increasing trade complexity continues to drive ton-mile demand
- US refined product exports continue to increase

Refined Product Market Outlook: Kristine Petrosyan (IEA)



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Refined products market outlook

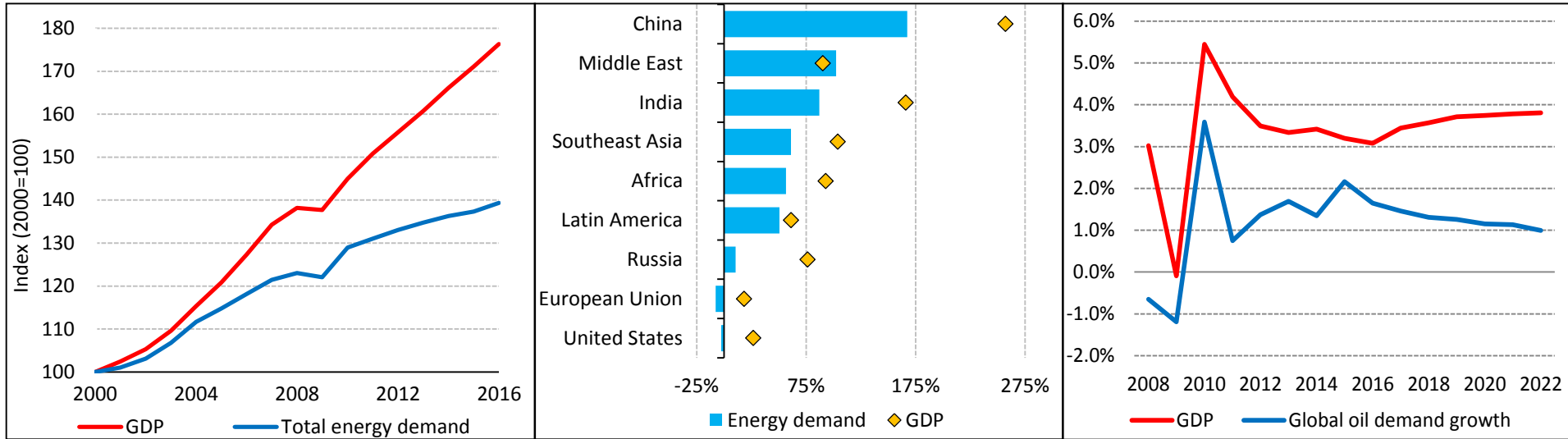
Kristine Petrosyan, New York, 24 May 2017

It's the economy,...but only to a certain extent

Global GDP and total energy demand growth

Changes in GDP and total energy demand, 2000-2014

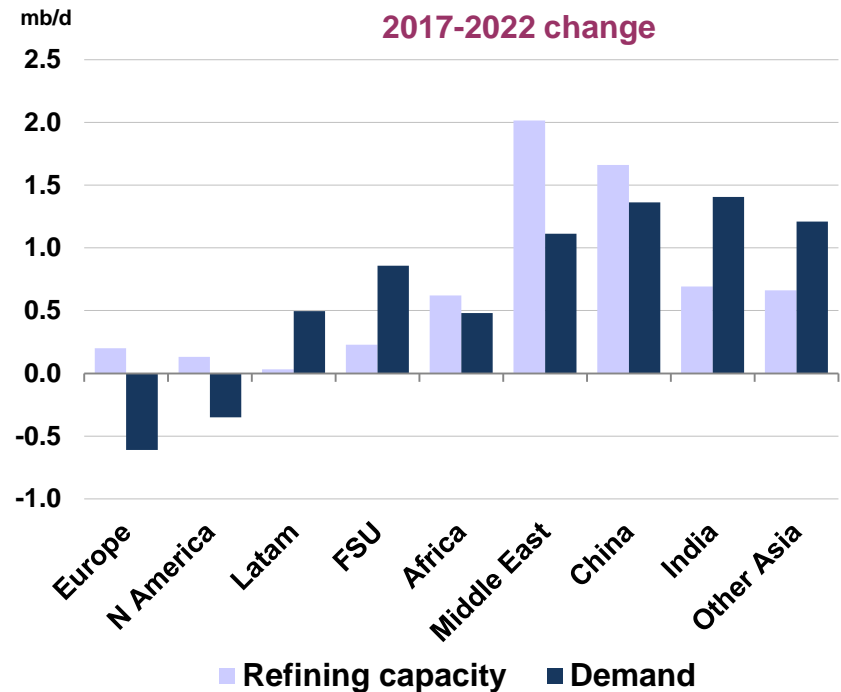
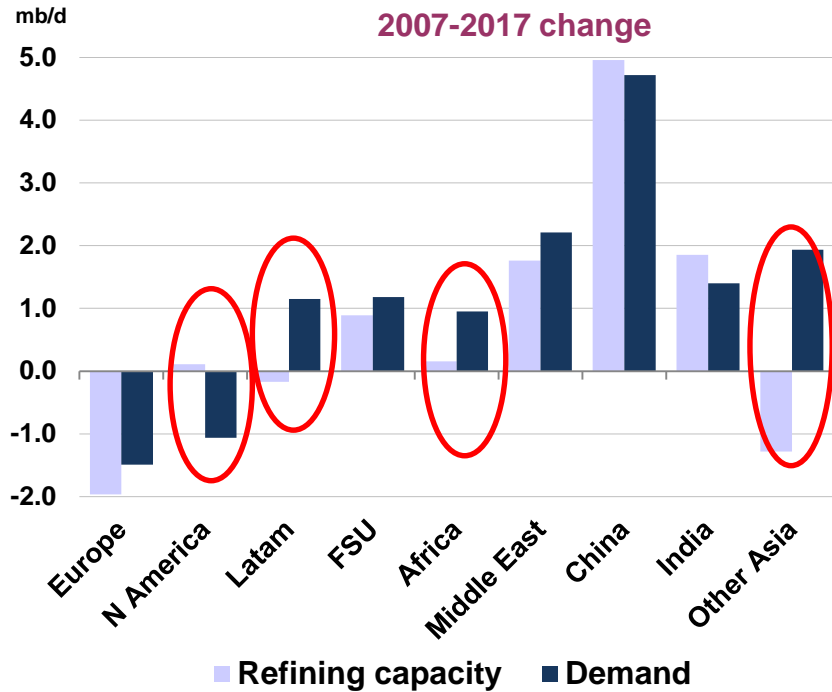
Global GDP and oil demand



Sources: World Energy Outlook 2016; Oil Market Report

GDP energy intensity is declining.
Structural changes, modal shifts and fuel switch contribute to decline in oil intensity.

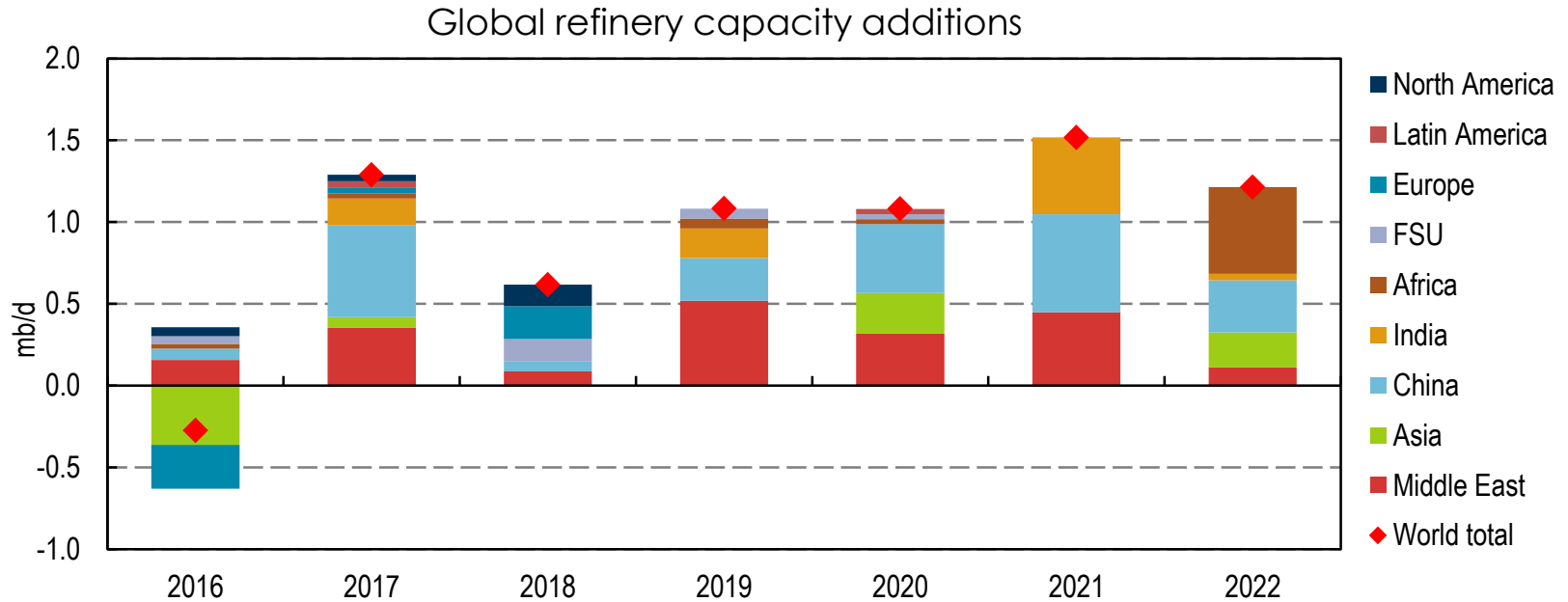
Product supply imbalances – long-term drivers



Note: Mexico is grouped with Latin America

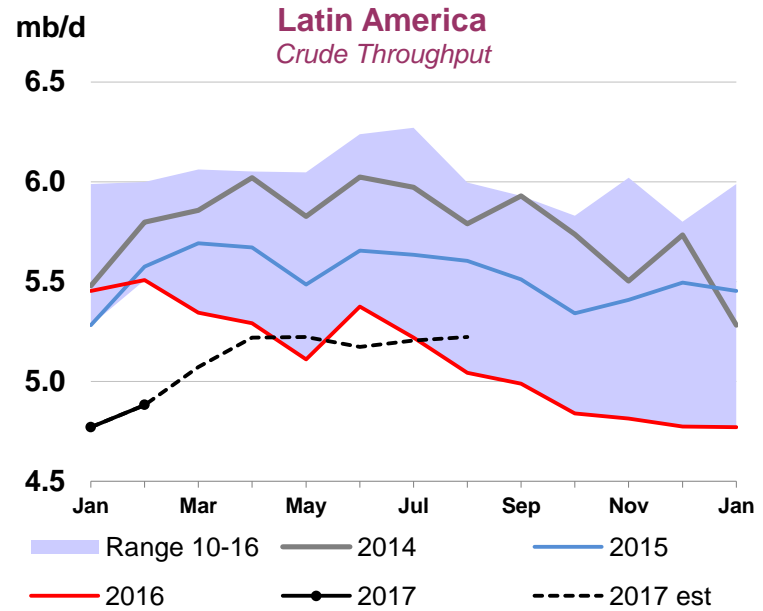
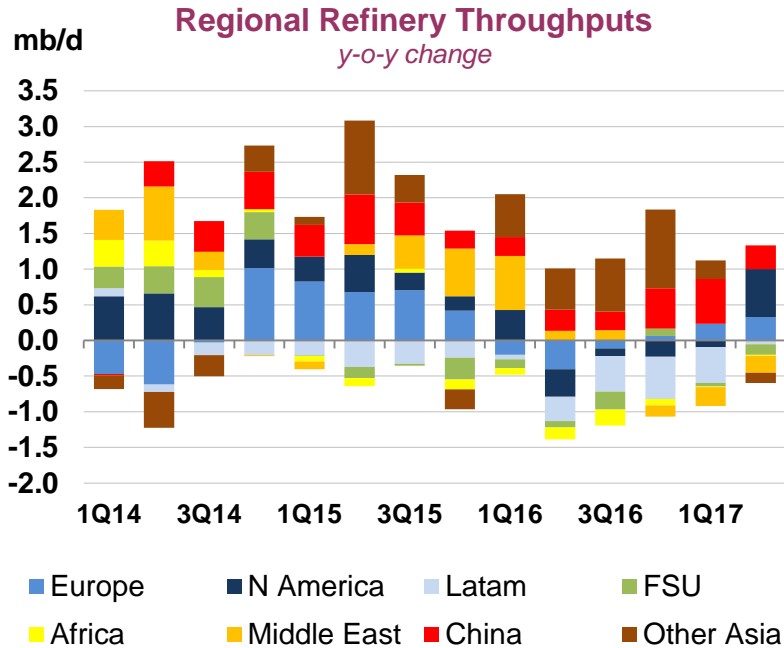
Refining capacity additions try to keep up with demand growth, but not everywhere. Capacity reductions have largely failed to keep up with decline.

Middle East, China and India drive refining growth



After a rare fall in global refining capacity in 2016, global capacity sets out for a 7 mb/d addition, dominated by Middle East, China and Africa

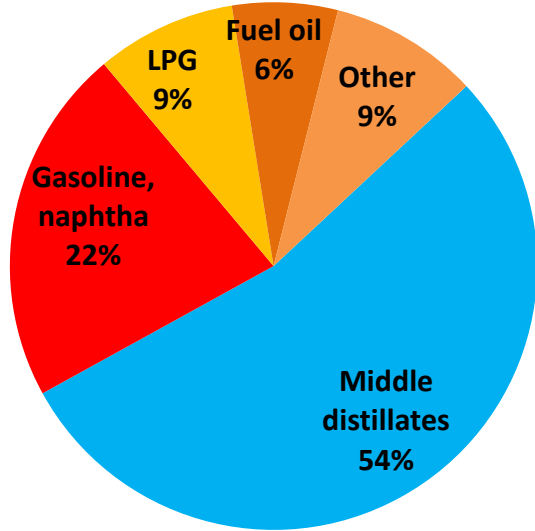
Product supply imbalances – short-term drivers



Seasonal “musical chairs” – due to refinery maintenance, demand patterns, margin economics.

Product supply imbalances – structural drivers

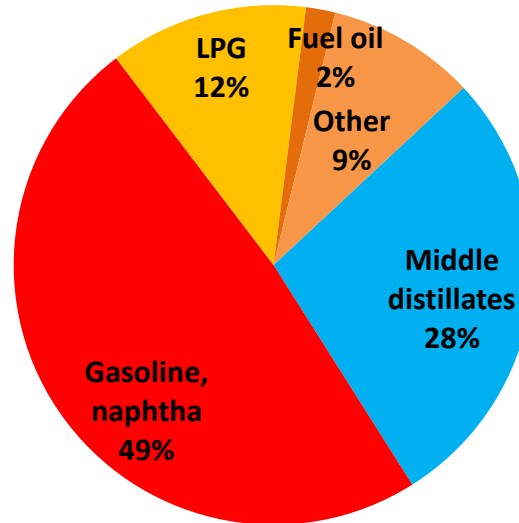
Europe demand barrel



Diesel dominance

environmental/fiscal policies, vehicle model line-up constraints

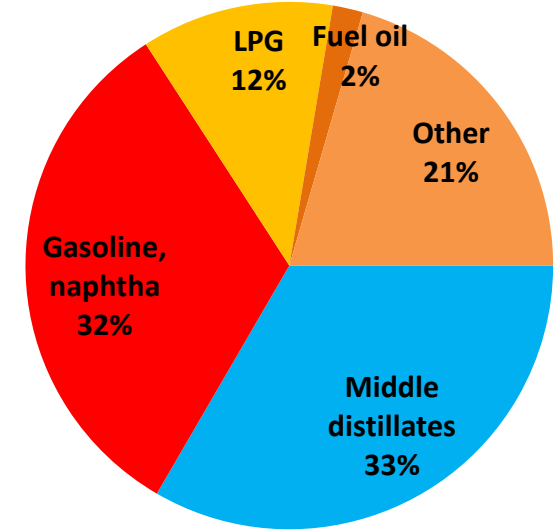
US demand barrel



Gasoline dominance

large distances, underdeveloped public transport and intercity links

China demand barrel

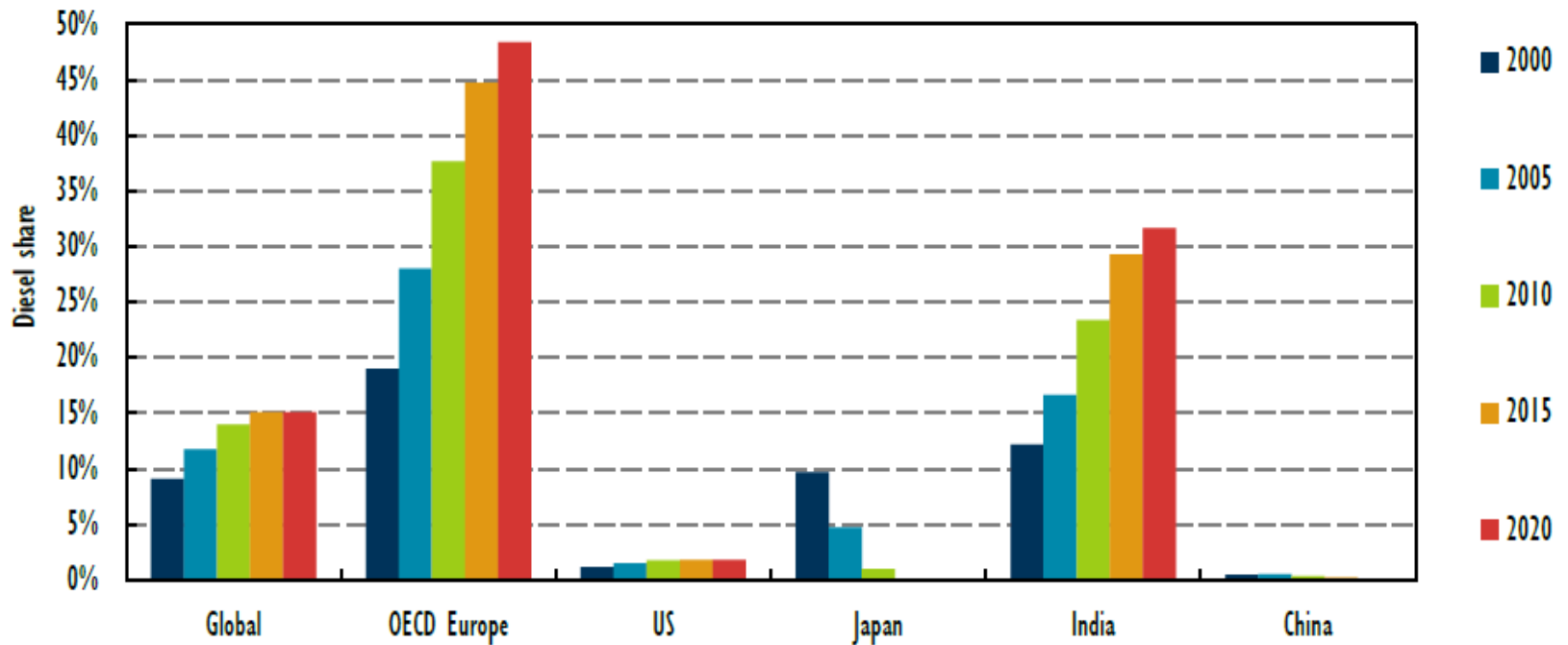


Tipping point?

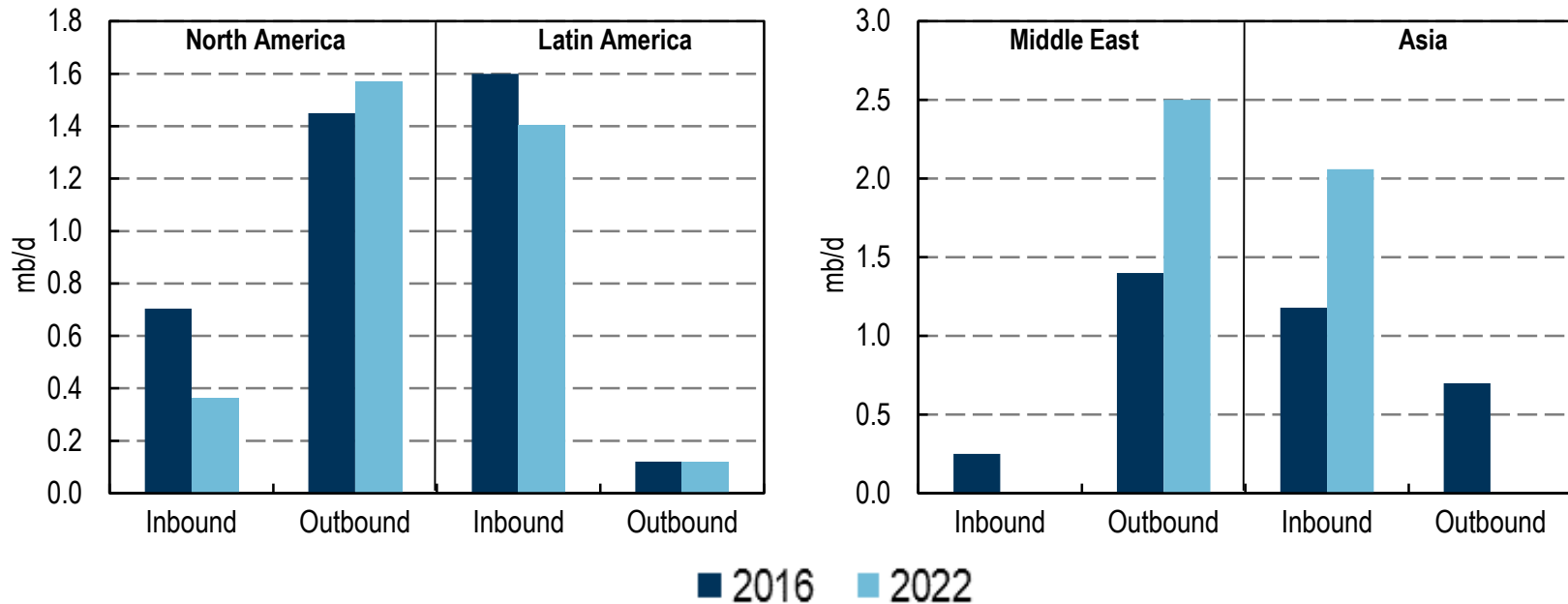
GDP growth shift from manufacturing (diesel) to consumption (gasoline)

Product preferences in different markets drive the export/import flows

Share of diesel in personal vehicle fleet

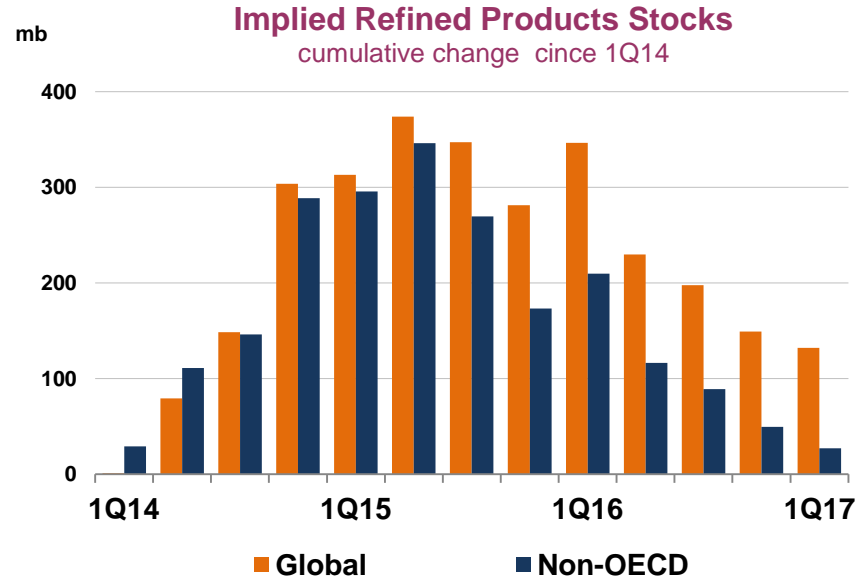
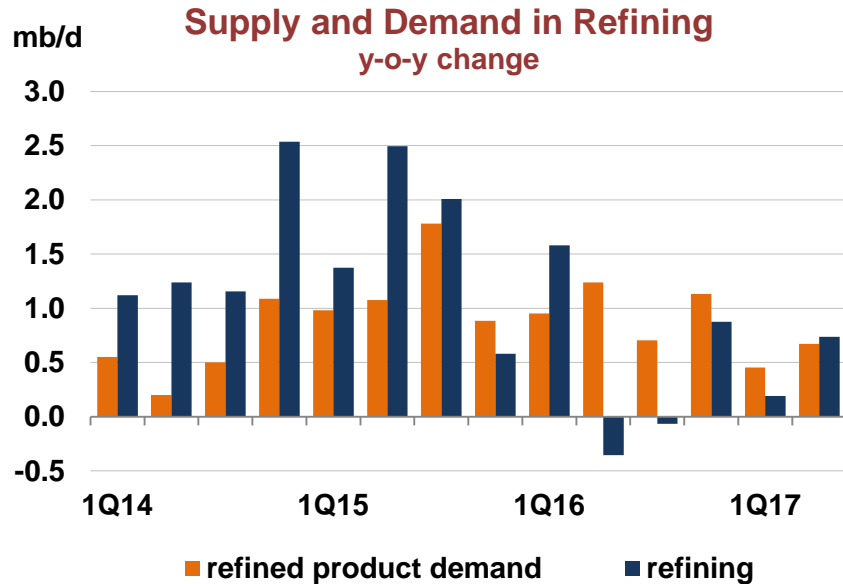


After decades of dieselisation, European light vehicle fleet may start reversing, but inertia is strong.



North America->Latin America has driven recent growth, and will continue growing, but Middle East->Asia set to lead global product flows.

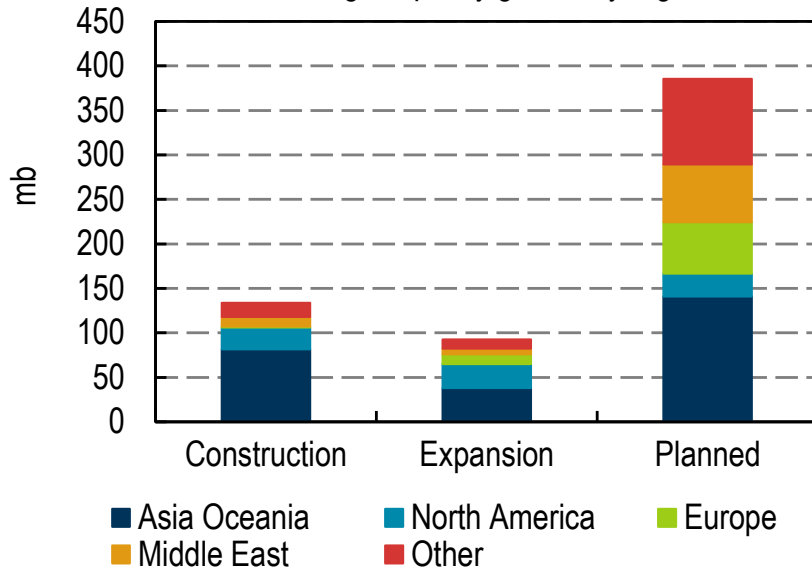
Non-OECD product stocks overhang disappearing



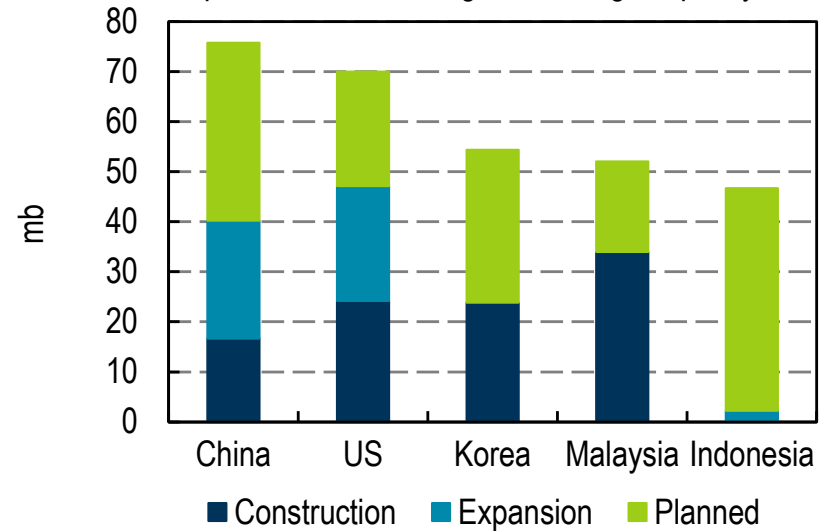
The refined product stocks implied global volumes show that while OECD's trading hubs accumulated product stocks, non-OECD started drawing early 2016.

Oil storage capacity to grow in Asia, North America

Planned storage capacity growth by region



Top 5 countries building new storage capacity



**Global storage capacity to grow by 226 mb over the next few years
Asia and North America in the lead**



Demand & Supply Outlook and Financial Review

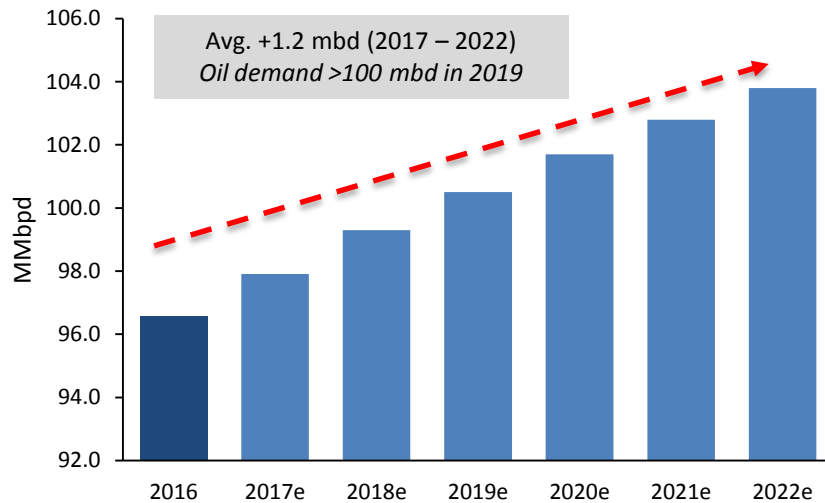


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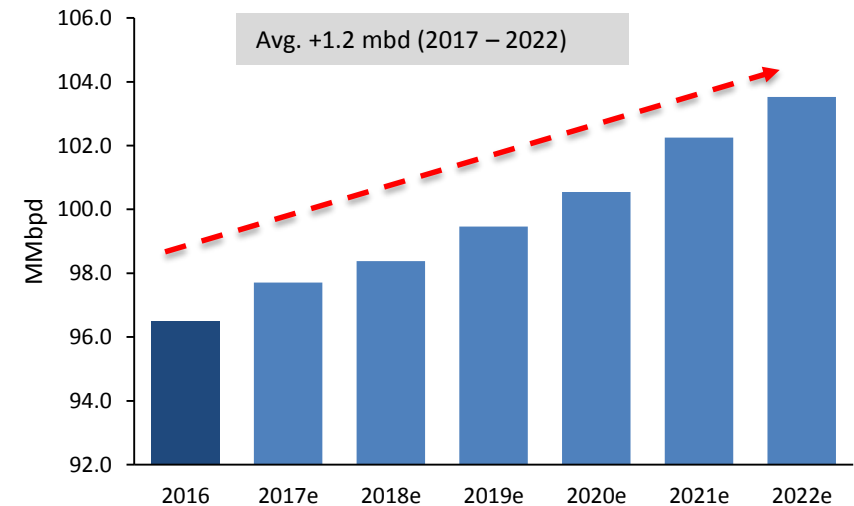


Oil Demand Growth Matched by Refinery Capacity Growth

Global Oil Demand Growth⁽¹⁾



Global Refinery Capacity Additions⁽¹⁾



- Demand growth in 4-5% range driven by:

- Oil consumption growing by 1.2 million bpd matched by refinery capacity additions (export orientated)
- Refinery development away from the points of consumption; resulting in increased voyage distances

1. Source: International Energy Agency, "Market Series Report: Oil 2017". Gross capacity additions, excludes impact of closures

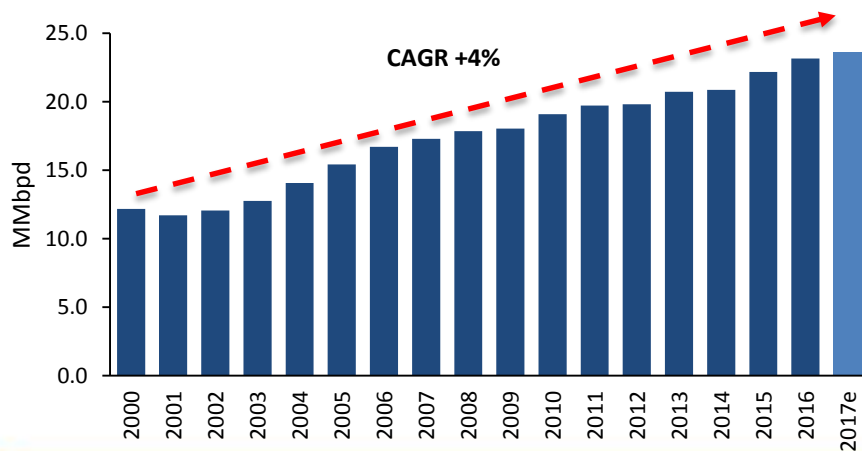
Ton-Mile Demand of Seaborne Products is Growing

Estimate of 2017 Seaborne Imports / Exports⁽¹⁾

	Import	Export	Net
Middle East	1.5	3.1	1.6
North America	1.9	3.4	1.5
China	0.6	0.8	0.2
Asia (ex China)	8.2	5.9	-2.3
Europe	7.3	5.9	-1.4
Latin America	1.9	0.6	-1.3
Africa	1.3	0.4	-0.9
FSU	n/a	2.9	n/a
Other	0.7	0.4	-0.3
Total Trade MMBpd	23.4	23.4	

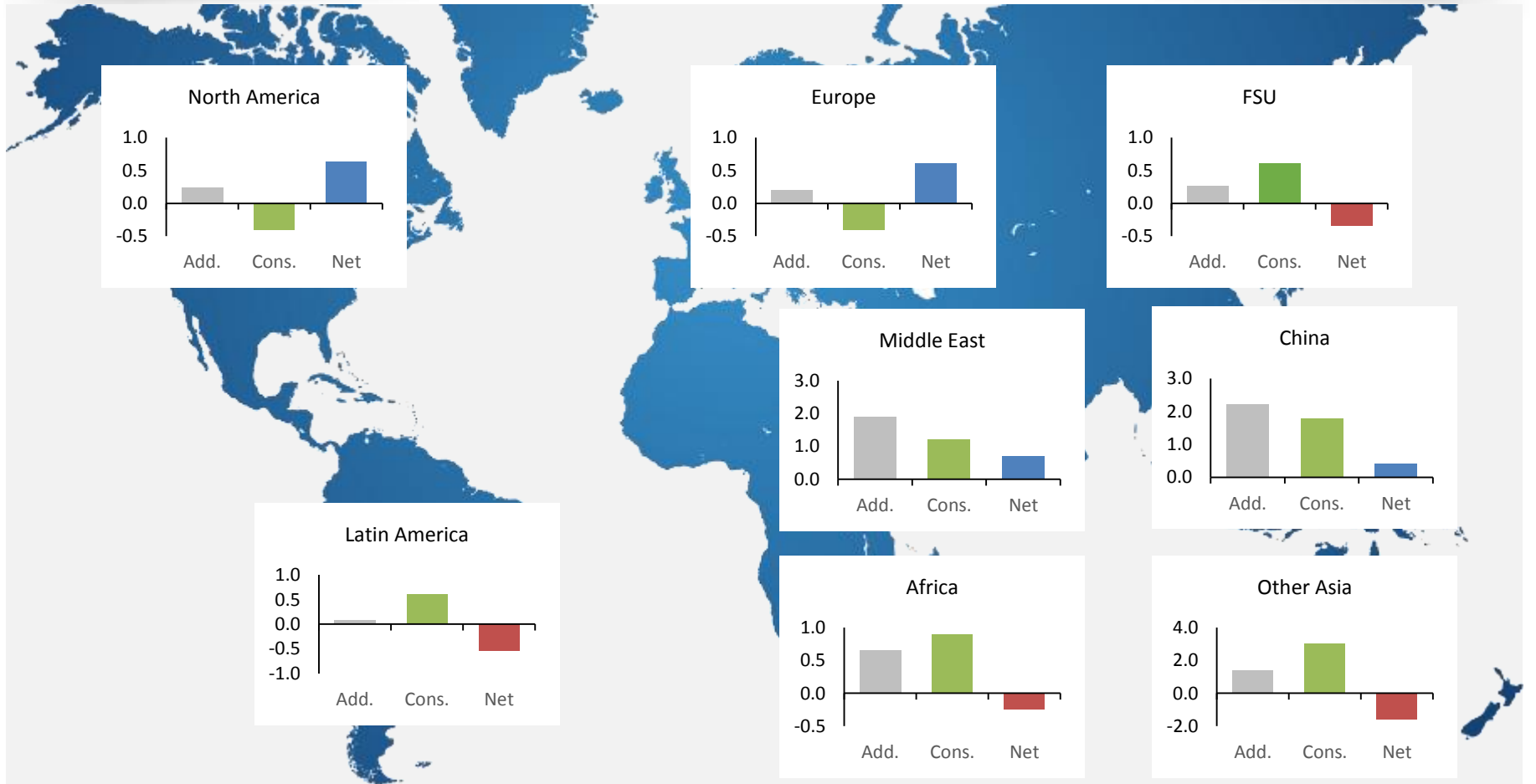
- Ton-mile demand growing 4 - 5% per year, driven by:
 - Oil consumption growth
 - Increasing voyage distances
 - Increasing trade complexity
 - Growing regional refined product imbalances

Seaborne Volume of Oil Products Traded⁽¹⁾



1. Source: Clarksons Shipping Intelligence Network, forecast for 2017 according to Clarkson's data

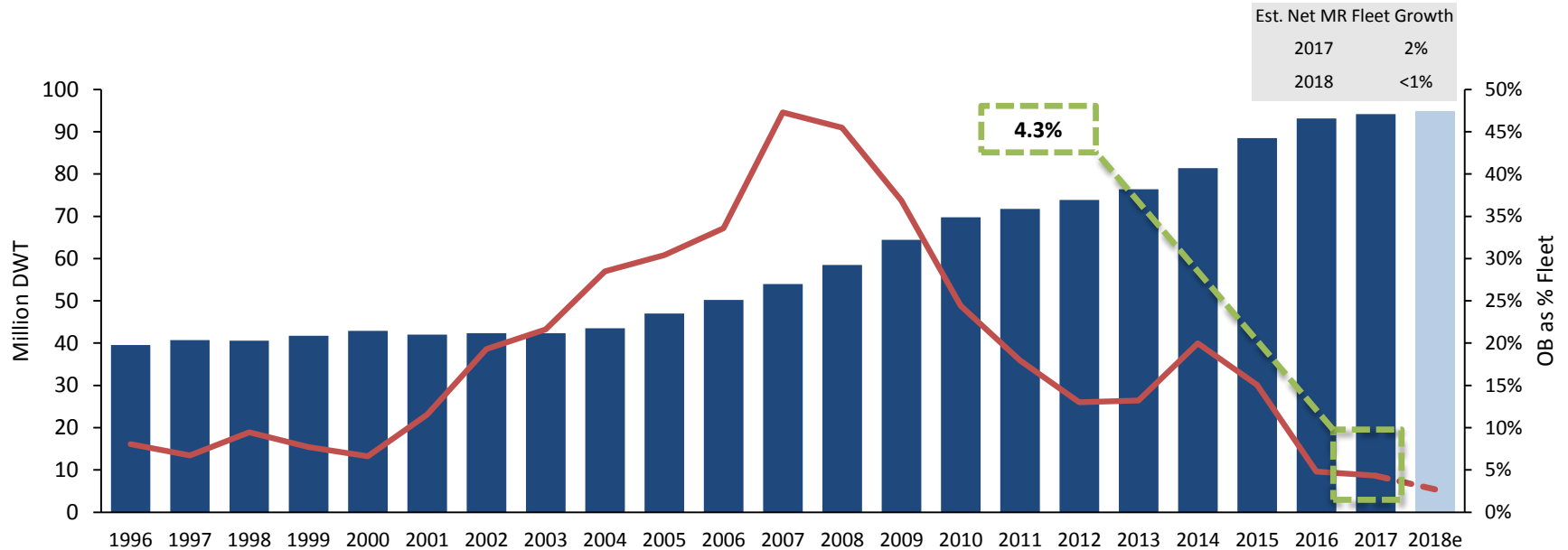
Refinery Dislocation: Import vs. Export to 2022



Demand: Net Refinery Change Vs Consumption Growth mb/d (2017 – 2022)

1. Source: International Energy Agency, "Market Series Report: Oil 2017". Management's estimates based on comparison of estimated net refinery capacity growth versus demand growth year end 2016 to 2022

MR Product Tanker Orderbook and Fleet Development⁽¹⁾

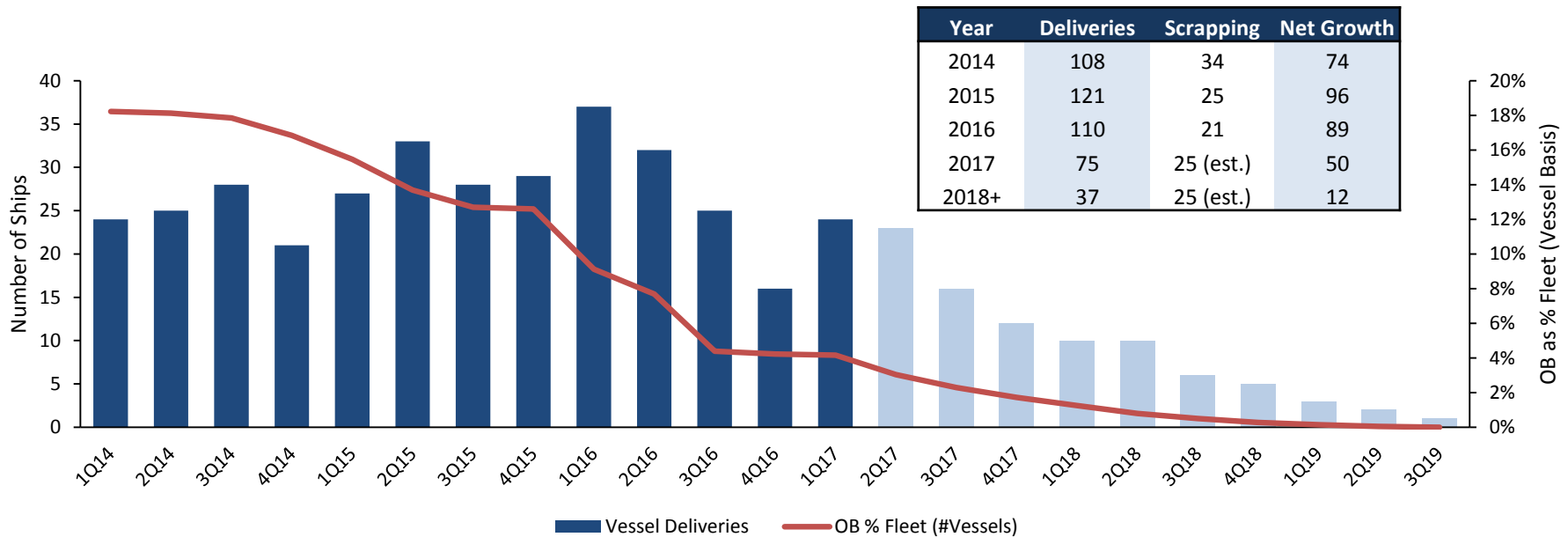


- Orderbook at historical low of 4.3% of the fleet; supply growth continuing to decelerate:
 - Pace of deliveries slowing and scrapping continues
 - Estimate average of 4 to 5 deliveries per month over the rest of 2017; down from average of 9 per month in 2016
 - Net fleet growth 2% in 2017 and 1% or less in 2018⁽³⁾

1. Source: Clarksons Shipping Intelligence Network and Management's estimates as at May 16, 2017. 2018 based on Management's estimates and assumes no new orders placed
 2. Management's estimates; includes impact of estimated slippage
 3. Management's estimates of deliveries for 2017 and 2018, net of estimated scrapping

Supply: Delivery Schedule

MR Product Tanker Vessel Delivery Schedule⁽¹⁾

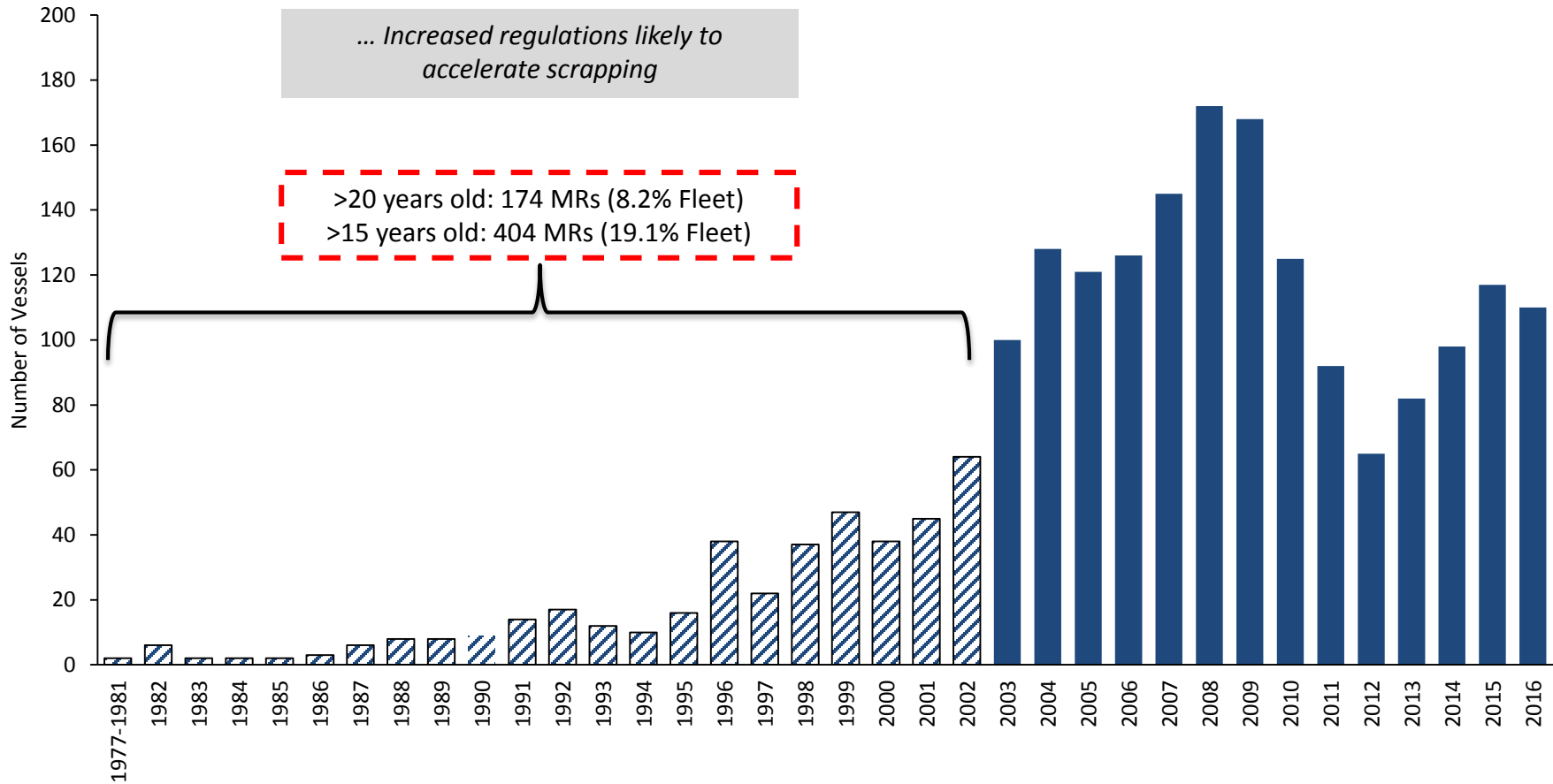


- Following heavy period of scheduled deliveries in 2015 / 2016, number of ships delivering has declined significantly

1. Source: Clarksons World Fleet Register as at May 16, 2017. Vessel delivery schedule excludes impact of potential vessel delays. Assumes no new orders placed

Scrapping Set to Continue: 25+ Ships Per Year

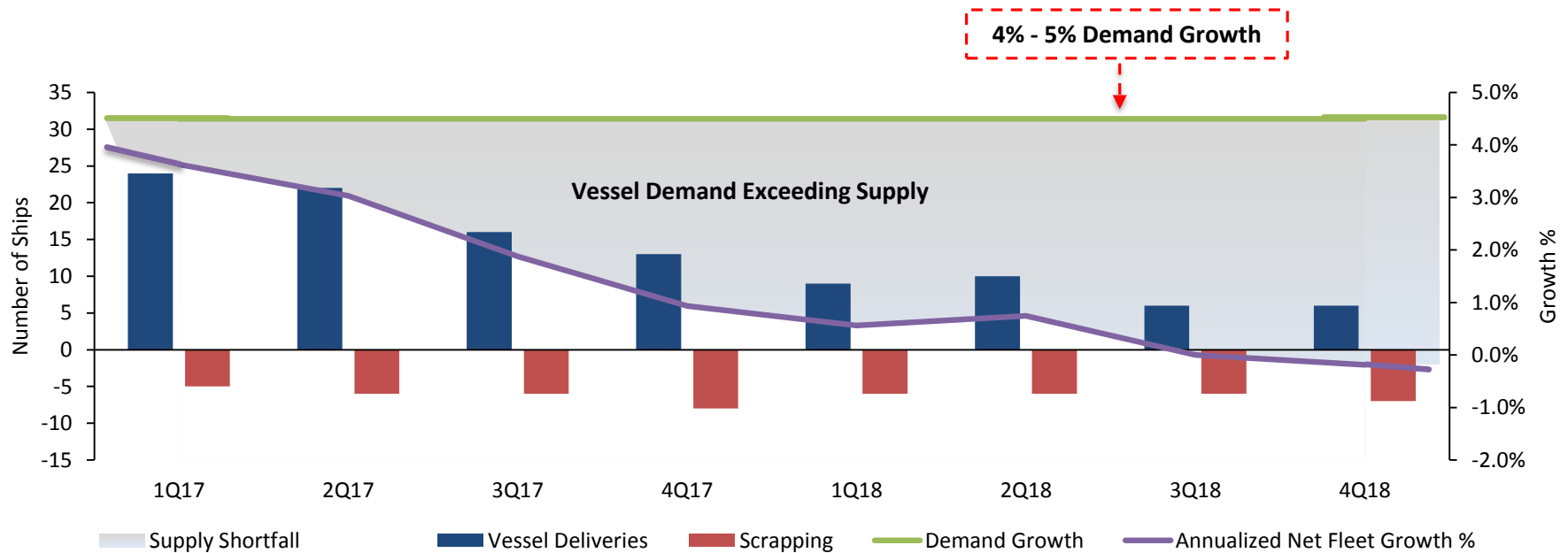
MR Tanker Profile⁽¹⁾



1. Source: Clarksons World Fleet Register (MR Product Tanker Fleet 25,000 – 59,999 DWT)

Demand Growth Outpacing Supply Growth

MR Product Tanker Vessel Delivery Schedule⁽¹⁾

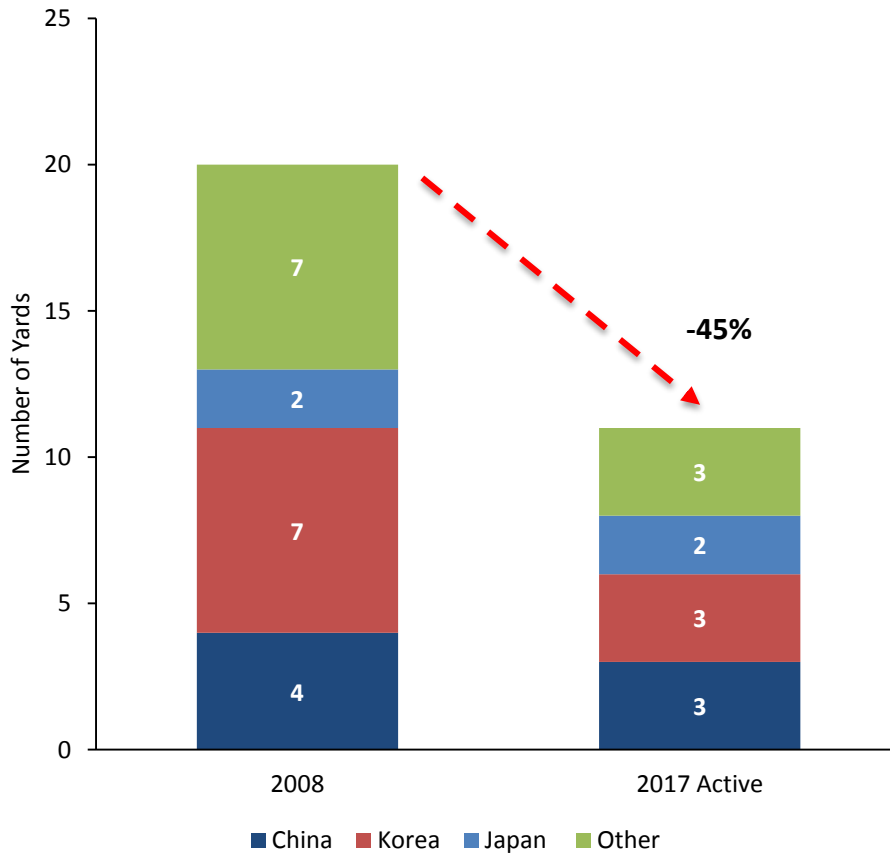


- Demand growth of 4 - 5% equates to required fleet growth (after scrapping) of approximately 120 MRs per year

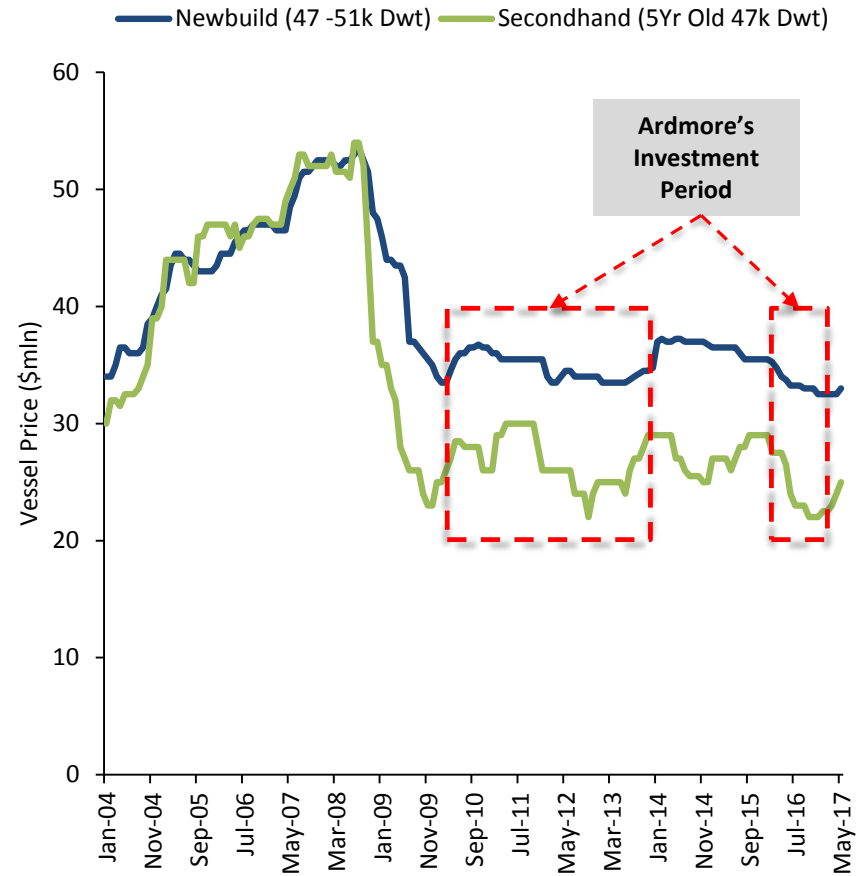
1. Source: Clarksons World Fleet Register, forecast based on management estimates. Assumes no new orders placed

MR Shipyards and Asset Values

MR Shipyards⁽¹⁾



Historical MR Asset Values⁽²⁾



1. Source: Clarksons World Fleet Register. 2008 calculated based on number of yards to deliver at least one MR Product/Chemical tanker in the year. 2017 forecast based on management's estimates, calculated based on number of active yards set to deliver at least one MR Product/Chemical Tanker from 2017 to 2019, excludes SPP as yard now fully closed following delivery of final MR product tanker in February 2017

2. Source: Clarksons Shipping Intelligence Network

Strong Financial Flexibility and Liquidity Position



Ardmore Shipping

- Reported full year profits of \$3.7 million; softer charter market in second half 2016
- Key accomplishments in 2016 position Ardmore to deliver shareholder value:
 - Highly accretive acquisition of six Eco-design MRs in June 2016
 - Refinanced senior debt improving pricing and terms
 - Completed sale and leaseback in December on *Ardmore Seatrader*
- Very strong Balance Sheet; as at March 2017:
 - Cash and net working capital \$73 million
 - Corporate leverage of 53%
 - Total assets \$880.4 million / Total Debt \$462.2 million
- Maintaining dividend policy of paying out 60% of earnings from continuing operations

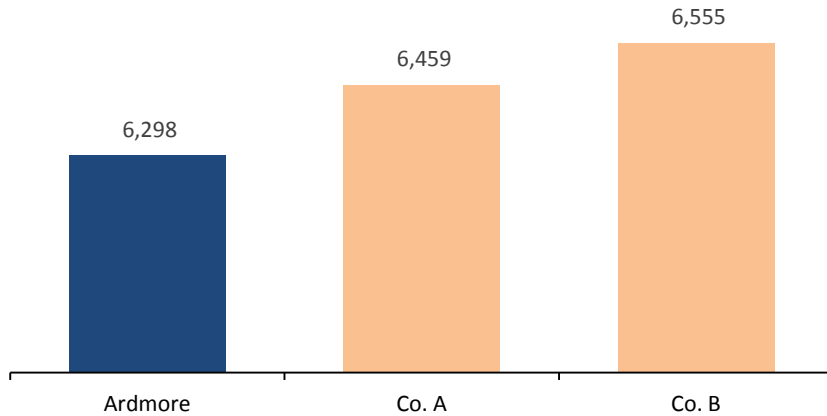


Transparent and Low Cost Corporate Structure

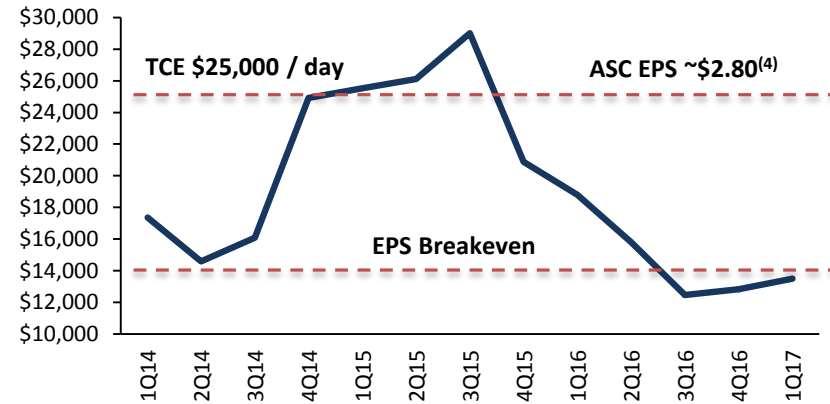


Ardmore Shipping

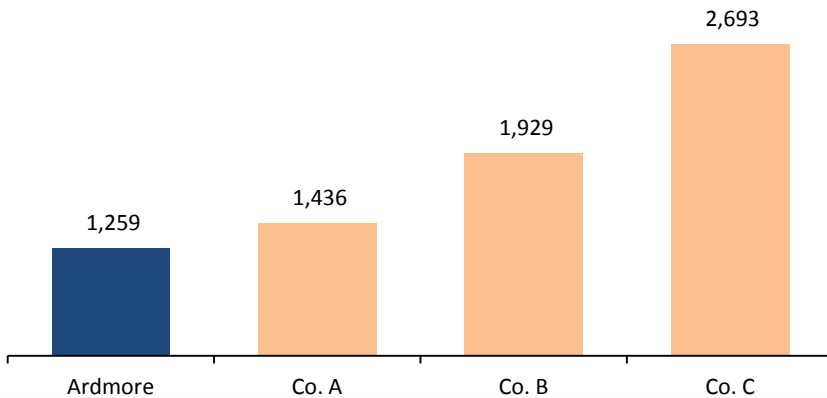
Average MR OPEX (\$ / day)⁽¹⁾



Average MR Spot Market TCE Rates⁽³⁾



Overhead (\$ / day)⁽²⁾



- Cost efficient operating platform; amongst lowest operating expenses and overhead of our peers
- Resulting in significant operating leverage

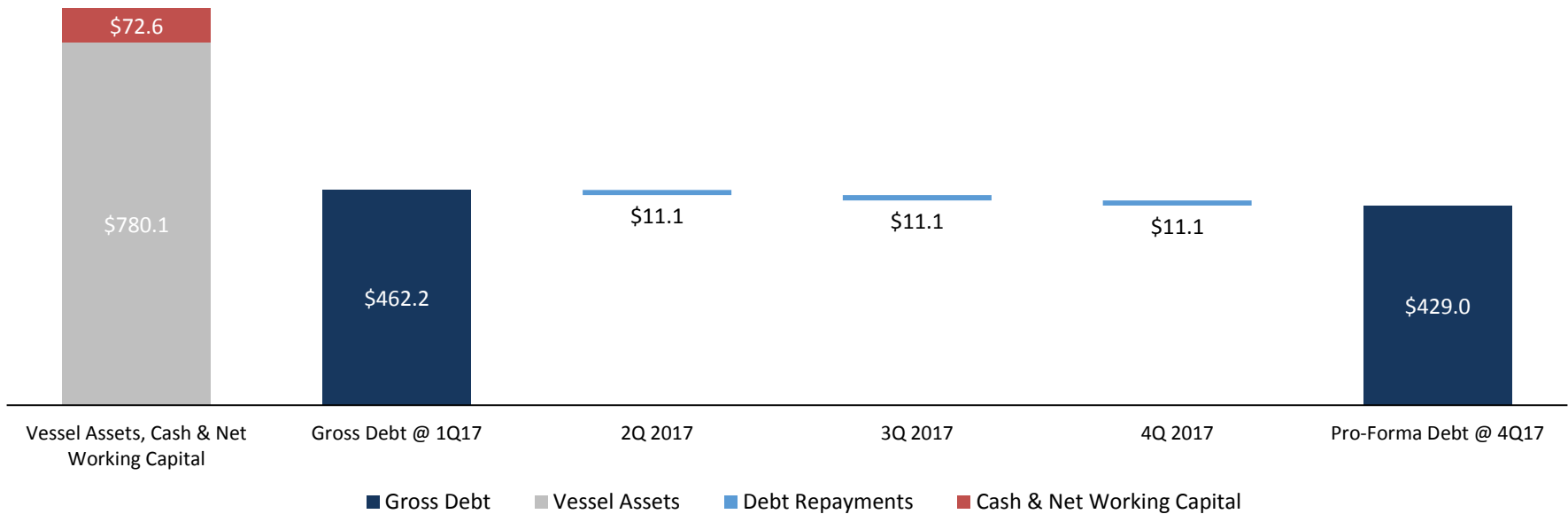
1. Data sourced from most recent public filings for the full year 2016. OPEX / day on an MR basis only
 2. Peer data sourced from most recent public filings for the full year 2016. Ardmore overhead per day calculated based on 2016 corporate overhead only and current fleet of 27 vessels
 3. Source: Howe Robinson Partners - Rates quoted are the average \$/day rates for TC6, TC7, TC 10, TC11/4 and TC2/14 for a MR Eco-design vessel from 1Q14 to 1Q17
 4. Management's estimates based on a full fleet of 27 vessels operating in the spot market for 363 revenue days / ship and MR product tankers earning \$25,000 / day and chemical tankers earning \$18,000 / day

Strong Balance Sheet with Conservative Capital Structure



- Fully funded with significant liquidity; cash and net working capital \$72.6 million⁽¹⁾
- Low corporate leverage: 53.5% as at Mar 31, 2017
- All debt is amortizing at \$44.6 million per year (No non-amortizing debt) accreting significant value to shareholders

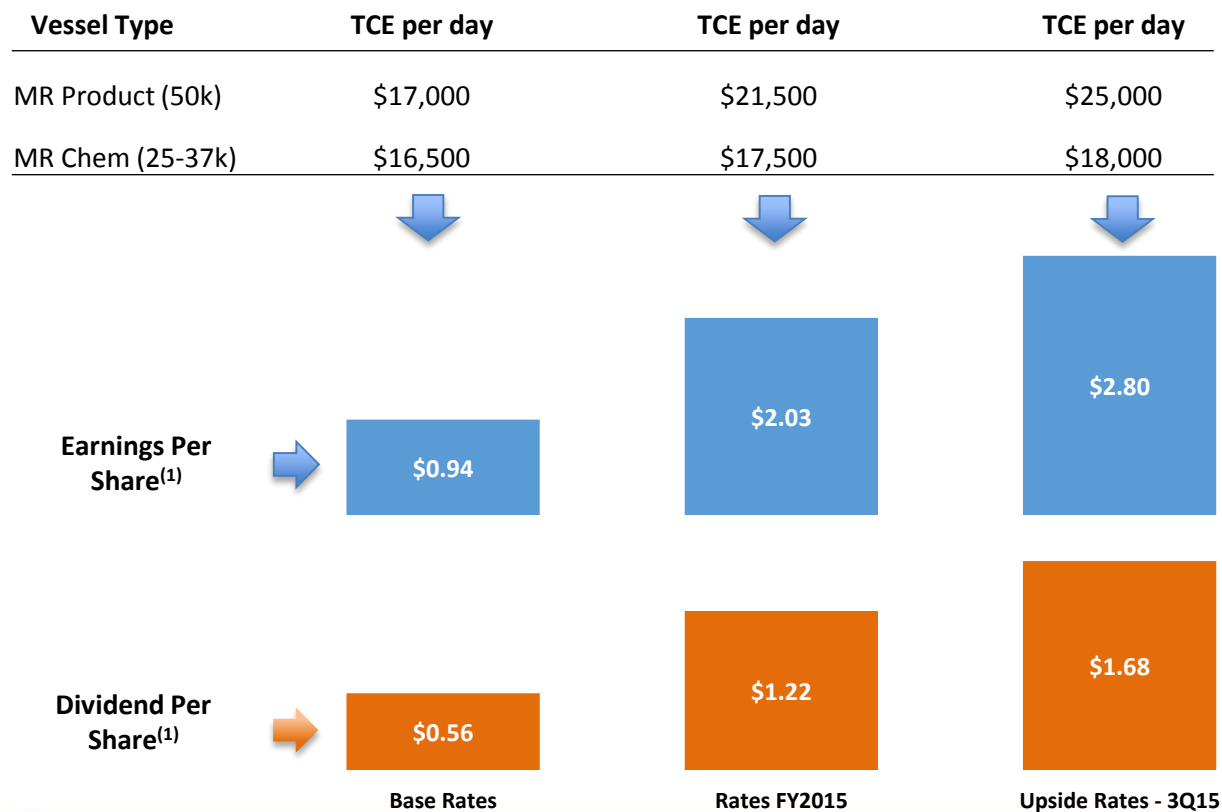
Debt Profile



1. As at Mar 31, 2017, \$72.6 mln consists of \$45.2 mln cash and net working capital of approximately \$27.4 mln
 2. Gross Debt excludes impact of netting of deferred finance fees as required under US GAAP (\$462.2 mln - \$10.6 mln = \$451.6 mln)

Significant Earnings Power with 27 x Ship Fleet

- Efficient operations resulting in significant earnings power and dividends



Every **\$1,000 / day** increase in rates equals **29 cents** per share in EPS and Cashflow & dividend increase of **\$0.17 / share⁽²⁾**

1. Management's estimates based on a full fleet of 27 vessels operating in the spot market for 363 revenue days / ship
 2. Realized across a full fleet of 27 ships. Calculation based on: $(\$1,000 \text{ day} \times 363 \text{ revenue days} \times 27 \text{ ships}) / 33.5 \text{mln shares} = \0.29 per share . $\$0.29 \times 60\% = \text{Dividend of } \0.17 per share

Closing Remarks



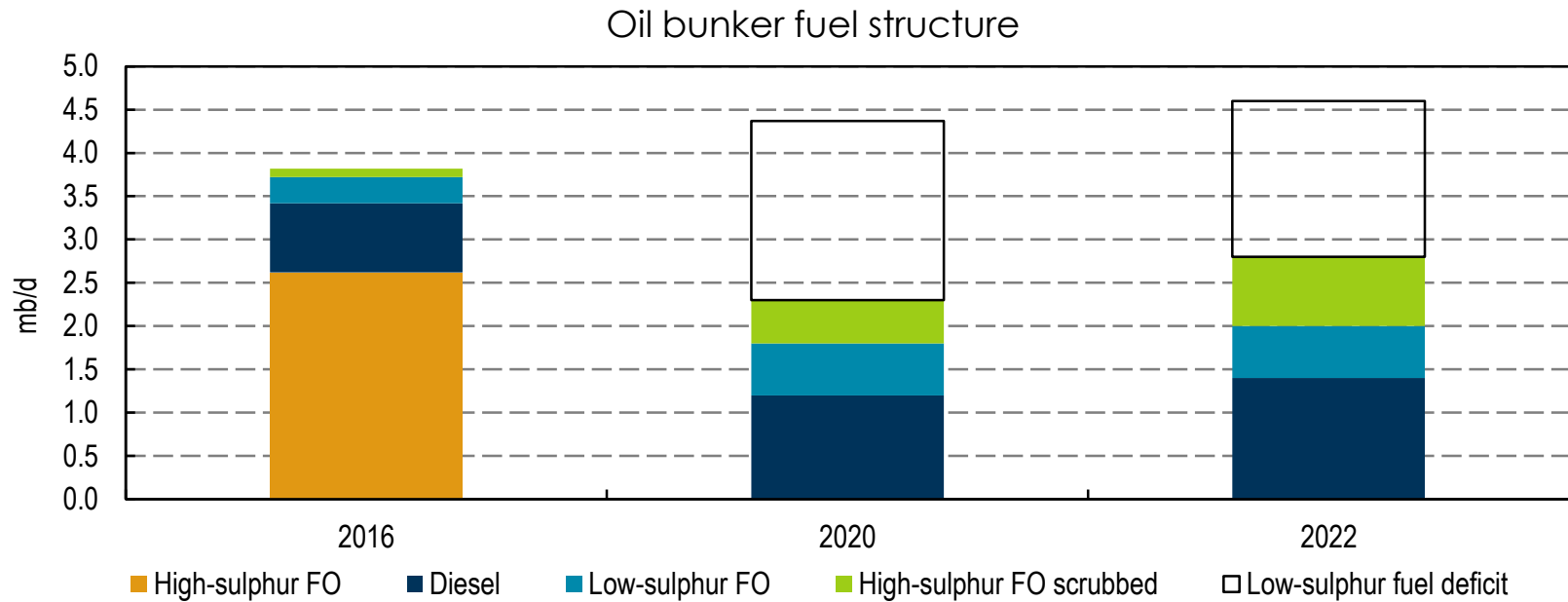
Ardmore Shipping



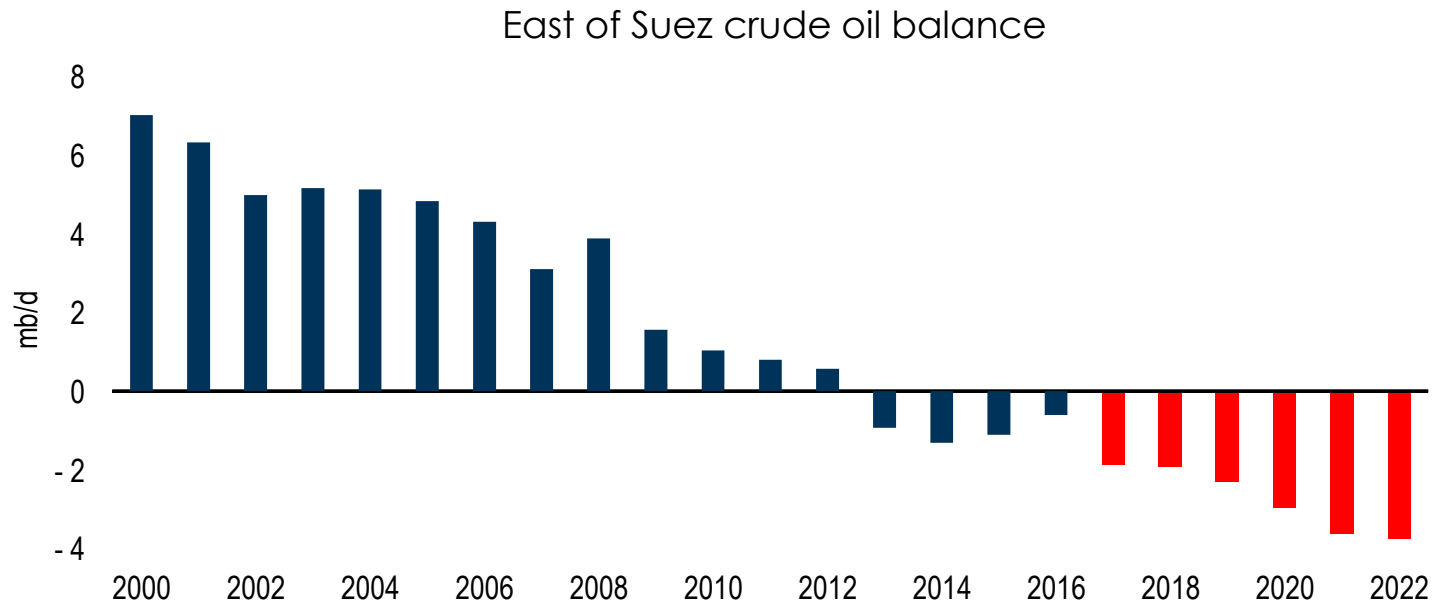
- Demand outlook: underlying consumption growth (1 to 1.3 mbpd), expanding regional product slate imbalances, emissions regulations, trading complexity, all continuing to drive demand growth in region of 5%
- Supply outlook: 120 ships / year needed to keep up with demand growth, vs. reduced MR shipbuilding capacity (at least for time being) and delivery time lag, means that there should be a significant delay before shipyards can catch up
- Capital constraints: debt and equity sources very limited and putting additional brakes on ordering activity, probably until there is significant and sustained shift in sentiment. First element to change will be second hand values and thus NAV's
- Oil market dynamics: global implied refined products inventory cumulative surplus (calculated from 1Q14) down from a peak of 350 in 1Q16 to 130 in 1Q17, 60% of the way to equilibrium
- Our commitment to performance: service excellence, operating efficiency, tight cost controls, and astute market timing are at the heart of our strategy
- Reminder of what an upturn looks like: \$25,000 / day = \$2.80 / share EPS and \$1.70 dividend, NAV at mid-cycle valuations = \$15 / share, peak-cycle valuations = \$23 / share
- **Demand growth + shipbuilding constraints + capital constraints = upturn**







Low sulphur bunker fuel deficit estimated at 2 mb/d. Shipping industry will need to bid high to draw more diesel away from onshore uses to fill the deficit.



With massive growth in Asian demand, East of Suez crude deficit widens as Middle East exports are not sufficient to meet demand. Exports growth from Brazil and Canada each is higher than from the Middle East.