



**Ardmore Shipping  
Corporation**

# **Earnings Presentation Fourth Quarter and Full Year 2023 & Investor Day 2024**

# To Submit Questions for the Q&A Session



[Ardmore@IGBIR.com](mailto:Ardmore@IGBIR.com)



# Disclaimer

This presentation contains certain statements that may be deemed to be “forward-looking statements” within the meaning of applicable U.S. federal securities laws. All statements, other than statements of historical facts, that address activities, events or developments that Ardmore Shipping Corporation (“Ardmore” or the “Company”) expects, projects, believes or anticipates will, or may occur in the future, are among these forward-looking statements, including, without limitation, statements about: future operating or financial results, including certain expected results for the first quarter of 2024; future tanker rates; global and regional economic conditions and trends; shipping market trends and market fundamentals, including expected tanker demand and scrapping levels and any potential market improvement; the Company's liquidity, financial flexibility and strength; the Company's capital allocation policy and intended actions, including future dividends; Russia's invasion of Ukraine and the Hamas-Israel war on the Company's industry, business, financial condition and results of operation; expected global oil consumption and refinery capacity growth; the Company's business strategy and operating leverage; the Company's ability to benefit from tanker rate increases, including potential increases in Earnings Per Share (“EPS”) earnings and cashflow for given tanker rate increases; the effect on the industry of recent regulations; and expected revenue days, drydockings, fleet maintenance capital expenditures and debt reduction for 2023 and the quarters thereof. Although the Company believes that its expectations stated in this presentation are based on reasonable assumptions, actual results may differ materially from those projected in the forward-looking statements.

Factors that might cause or contribute to such a discrepancy include but are not limited to: failure of applicable assumptions to be met relating to potential increases in EPS and cashflow from any rate increases and other related matters; economic strength and market conditions; fluctuations in spot and charter rates; changes in demand for and the supply of tanker vessel capacity; the levels of demand for the Company's vessels and services; future developments relating to the COVID-19 pandemic, Russia's invasion of the Ukraine (including related sanctions and import bans) and the Hamas-Israel war; changes in the Company's operating expenses; general domestic and international political conditions; potential disruption of shipping routes; changes in governmental rules and regulations; vessel breakdowns and instances of off-hire; the declaration of any future dividends by the Company's board of directors; and the risk factors described in the Company's filings with the Securities and Exchange Commission (the “SEC”), including the Company's Annual Report on Form 20-F for the year ended December 31, 2022. The Company expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company's expectations with respect thereto or any change in events, conditions or circumstances on which any statement is based



# Ardmore Team

## Name

## History



**Curtis Mc Williams**

*Chair of the Board*

- Director of Ardmore since 2016 and appointed Chairman of the Board effective January 2019
- Co-Head of Global Transportation Group at Merrill Lynch
- President, CEO, and Director of Truststreet Properties Inc.
- MBA Chicago Booth School of Business, BSE Princeton University



**Anthony Gurnee**

*CEO*

- CEO of Industrial Shipping Enterprises, COO of MTM Group, and CFO of Teekay Shipping Corp.
- Shipping financier with Citicorp and U.S. Naval Officer
- BS US Naval Academy, MBA Columbia Business School, CFA, Fellow of Institute of Chartered Shipbrokers



**Bart Kelleher**

*CFO*

- CEO, CFO, and Chief Strategy Officer of Chembulk Tankers; COO and acting CFO of Principal Maritime
- Shipping and Energy financier with HSH Nordbank, Equity Analyst with Bear Stearns
- Naval Architect and Shipboard Officer
- MBA Columbia Business School, MS Massachusetts Institute of Technology, BE New York Maritime College



**Gernot Ruppelt**

*CCO*

- Chairman of INTERTANKO's Commercial & Markets Committee
- Tanker Projects Broker at Poten & Partners (New York)
- Trade Manager at AP Møller-Maersk (United States, previously Denmark, Singapore, Germany)
- Executive MBA INSEAD, Institute of Chartered Shipbrokers, Maersk Academy (MISE), Hamburg Shipping School



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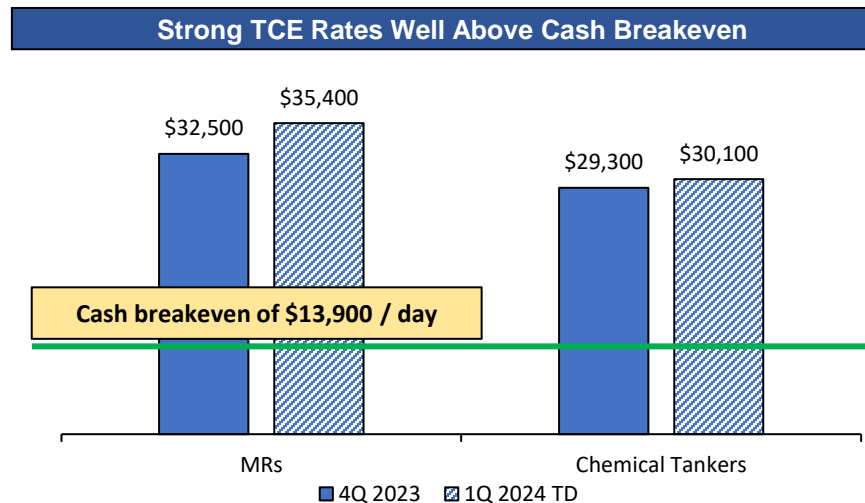
**IV. Summary**

**V. Appendix**



# Highlights

- Another successful year for Ardmore, continuing a strong multi-year trend; FY2023 adjusted earnings were \$113.4 million or \$2.71 per share
- 4Q 2023 performance reflected robust product and chemical tanker markets, with adjusted earnings<sup>(1)</sup> of \$26.1 million or \$0.63 per share, and building strength into the first quarter
  - MRs earned \$32,500 / day for 4Q23, with 60% of the first quarter booked at \$35,400 / day<sup>(2)</sup>
  - Chemical tankers, on a capital adjusted basis<sup>(3)</sup>, earned \$29,300 / day for 4Q23, with 70% of the first quarter booked at \$30,100 / day
- Tight supply / demand fundamentals further accentuated by large-scale geopolitical and climate-related trading restrictions
- Ardmore continues to execute on its Capital Allocation Policy
  - Declaring a quarterly cash dividend of \$0.21 per share, in accordance with our policy of paying out one-third of earnings
  - Acquiring 2017-built MR tanker and selling 2010-built *Ardmore Seafarer*
- Time chartered-out an MR tanker (currently chartered-in to our fleet) to realize a \$2.7 million premium over a one-year period
- Overall, company is in an excellent position to benefit from current market strength given our operating leverage and significant spot exposure



1. Adjusted earnings and adjusted diluted EPS are non-GAAP measures. A definition of these measures and a reconciliation to the nearest GAAP comparable measures are included within Ardmore's earnings release for December 31, 2023

2. Basis MR Eco-Design spot TCE rates

3. Chemical tanker TCE capital adjusted is the adjustment made to actual TCE for capital invested relative to an MR. The objective is to show present rates comparable to MR rates to assess relative performance. Capital invested is based on analyst consensus market value of 2015-built vessels as follows: \$41.0 million for an MR, \$39.0 million for a 37k dwt coated IMO2 vessel. \$30.8 million for a 25k dwt coated IMO2 vessel

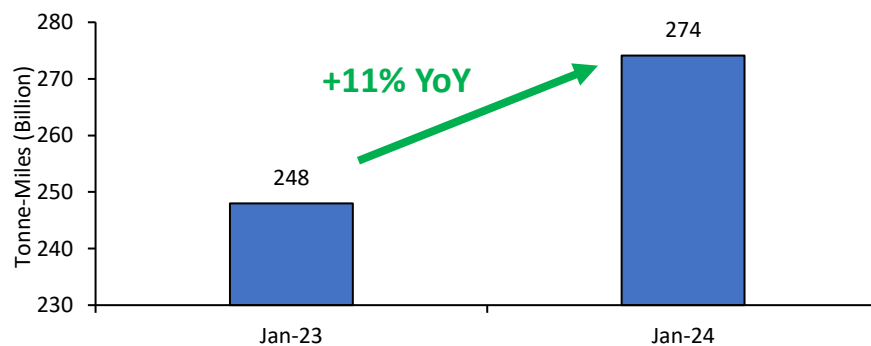


# Near-Term Product and Chemical Tanker Outlook

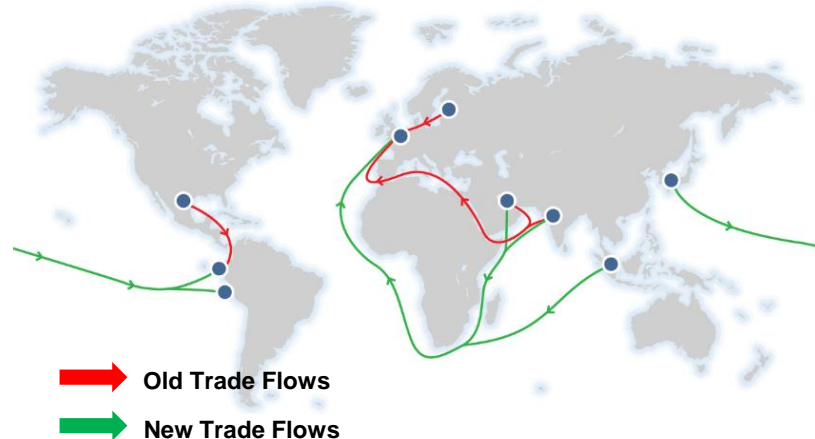
## Favorable underlying fundamentals bolstered by disruptive market conditions

- **Red Sea crisis and re-routing of vessels** is significantly adding to average voyage lengths and product tanker demand
- **EU Refined Products Embargo** continuing to impact the market; EU diesel inventories approaching historical lows
- **Congestion in Panama Canal** has reduced traffic by up to 30%, resulting in extended voyage times and reduced ship availability
- Meanwhile, other near term demand drivers remain compelling:
  - Chinese refined products exports have ramped up as new 2024 export quotas issued
  - Jet fuel demand forecast to surpass 2019 levels in the second half of 2024<sup>(1)</sup>
- In addition, low scheduled deliveries of new product and chemical tankers are resulting in limited net fleet growth for foreseeable future

Increasing Global CPP Tonne Miles<sup>(2)</sup>



Disruptions Increasing Voyage Distances



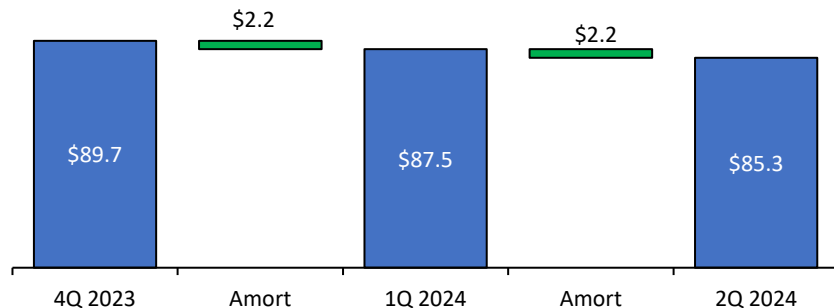
1. Rystad Oil Market Report, January 2024  
2. Vortexa, February 2024

# Continued Focus on Financial Strength

## Maintaining conservative capital structure to drive earnings quality

- Reduced cash breakeven to \$13,900 per day in a high inflation environment, through effective cost control, lower debt levels, and access to revolving credit facilities<sup>(1)</sup>
- Strong liquidity position at quarter end, including \$46.8 million of cash
- Total debt of \$126.7 million at the end of December 2023<sup>(2)</sup>
- Ardmore continues to focus on optimizing TCE performance, tightly managing costs, and preserving a strong balance sheet

### Low Scheduled Debt Repayments



### Continuing to Build Financial Strength

<i>US\$ millions, unless otherwise stated</i>	Dec 31, 2023	Dec 31, 2022
Cash	\$46.8	\$50.6
Receivables, Inventories and Advances	\$80.0	\$107.2
Vessels, Drydocking and Other Assets	\$553.5	\$555.3
Equity Investment	\$10.7	\$10.8
<b>Total Assets</b>	<b>\$691.0</b>	<b>\$723.9</b>
Payables and Accruals	\$26.8	\$43.1
Revolving Credit Facilities	\$0.9	\$25.7
Debt and Finance Lease Obligations	\$88.7	\$148.6
Preferred Stock	\$37.0	\$37.0
Equity	\$537.4	\$469.4
<b>Total Liabilities and Equity</b>	<b>\$691.0</b>	<b>\$723.9</b>
<b>Total Debt</b>	<b>\$126.7</b>	<b>\$211.3</b>
<b>Leverage<sup>(3)</sup></b>	<b>19%</b>	<b>31%</b>

1. Normalized cash breakeven replaces actual capex with 5-year average capex

2. Total Debt includes Preferred Stock

3. Leverage = Total Debt / (Total Debt and Equity)

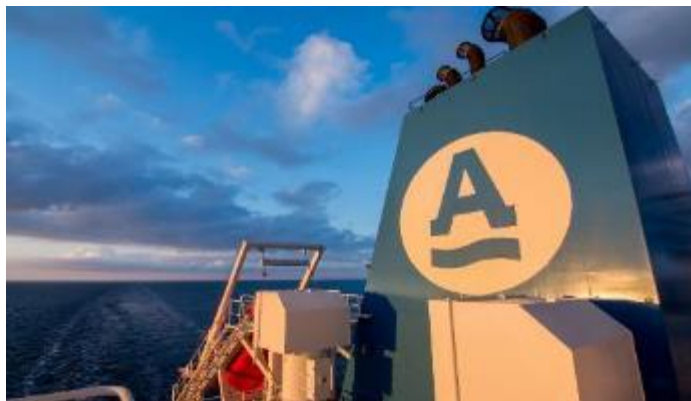




# Financial Highlights

## Robust earnings and cash flow generation

- Adjusted earnings of \$26.1 million, or \$0.63 per share, for 4Q 2023 and \$113.4 million or \$2.71 per share for full year 2023
- Adjusted EBITDAR<sup>(1)</sup> (i.e., EBITDA plus bareboat equivalent lease expense) of \$40.6 million in 4Q 2023 (full bridge on slide 43)
- Utilizing revolving capacity to reduce debt levels and minimize interest expense, even in a high interest rate environment
- Refer to slide 48 for 1Q 2024 guidance numbers



### Continued Focus on Cost Control & Efficiency Improvements

<i>US\$ millions, unless otherwise stated</i>	Three Months Ended	
	Dec 31, 2023	Dec 31, 2022
EBITDAR <sup>(1)</sup>	\$40.6	\$69.4
Adjusted earnings	\$26.1	\$54.0
Adjusted diluted EPS	\$0.63	\$1.30
GAAP profit	\$26.1	\$53.1
Vessel operating expenses	\$15.1	\$14.2
TC-in expense:		
Operating expense	\$3.0	\$3.1
Vessel lease expense	\$2.7	\$2.9
Depreciation and amortization	\$8.0	\$8.3
Overhead	\$7.0	\$6.7
Interest expense	\$2.8	\$4.3
Preferred dividend	\$0.9	\$0.9

1. The sale and charter back of the Ardmore Sealeader, Sealifter and Sealancer has led to a change in the presentation of time-charter-in expense on the Income Statement. EBITDA and EBITDAR are not items recognized by U.S. GAAP (i.e., non-GAAP measures) and should not be considered as alternatives to net income or loss, any other indicator of a company's operating performance required by U.S. GAAP. The definitions of EBITDA and EBITDAR used here may not be comparable to that used by other companies. See slide 43 for more details

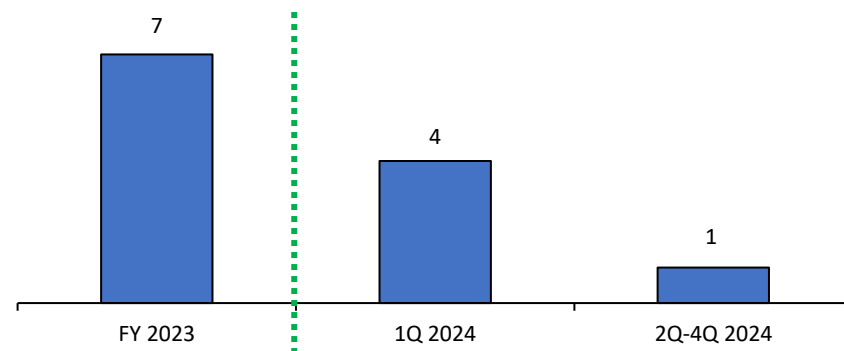


# Fleet and Operational Highlights

## Nearing completion of drydocking program in 1Q 2024

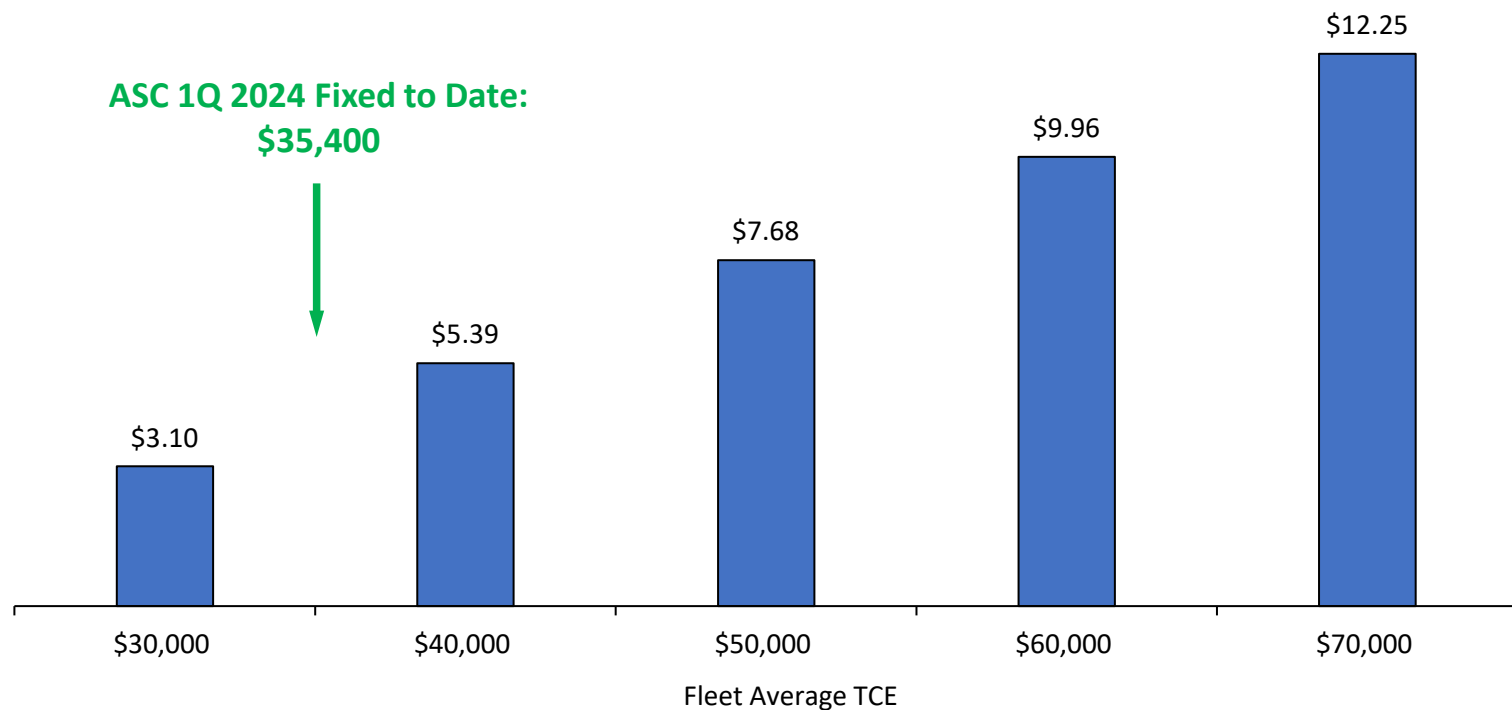
- Completed seven drydockings in 2023 with total capital expenditure of \$39mnl
  - Including \$25mnl of capex relating to scrubber installations and a number of other efficiency enhancing technologies, as well as ballast water treatment systems
- Scheduled to complete five drydockings in 2024 at an estimated cost of \$17mnl, including incremental capex of \$9mnl
  - Over 50% of MR fleet to be scrubber-fitted by end 1Q 2024
- Drydocking program largely complete by end of 1Q 2024 with fleet investment set to provide a further boost to earnings
- Operationally, fleet continues to perform at high level with on-hire availability of 99.8% for 4Q 2023

### Majority of Remaining Drydockings in 1Q 2024



# Significant Operating Leverage

For every \$10,000 / day increase in TCE rates, EPS expected to increase by ~\$2.30 / share annually<sup>(1)</sup>



**Additional \$10,000 / day in TCE equates to annual free cash flow of \$95mIn<sup>(1)(2)</sup>**

1. Calculations based on existing cost structure and assumes (a) fleet of 26 vessels, (b) utilization of 99%, (c) 41.3 million shares as of December 31, 2023. Assumes no change in tax rate, cost of debt or share count
2. Calculation based on normalized breakeven level



# Summary

## Market:

- ✓ Robust market continuing to strengthen into the first quarter
- ✓ Outlook boosted by current geopolitical and climate-related disruptions
- ✓ Market fundamentals remain highly favorable

## Company:

- ✓ 2023 was another very successful year for Ardmore
- ✓ Continuing to thrive in volatile markets
- ✓ Strong balance sheet and executing on all capital allocation priorities
- ✓ Investing in fleet to improve efficiency and reduce emissions in line with our Energy Transition Plan
- ✓ Focused on driving performance improvements today, while positioning Ardmore for the long-term



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# Ardmore Shipping: Executing on a Consistent Strategy



NYSE listed with market cap of \$670mIn and ADTV of \$14mIn<sup>(1)</sup>

Fleet of 26 Ships



22  
Owned



4  
Time  
Charter-In

Fully Integrated Company

Commercial Platform  
and Technical Management

Number One Ranked

Product Tanker Company for  
Corporate Governance<sup>(2)</sup>

1. Average Daily Trading Value ("ADTV") basis over last 10 days  
2. Webber Research: 2023 ESG Scorecard



# Our Philosophy: Combining Performance & Progress

Driving performance today while simultaneously pursuing progress

## Performance

4Q 2023 TCE  
**\$32,500<sup>(1)</sup>**

TCE rates remain elevated with momentum approaching seasonally strong winter market

Cash Breakeven  
**\$13,900**

Cost efficiencies and reduced debt, with notable revolving capacity

Dividends Paid  
**\$56mIn**

Since re-initiating quarterly Dividend Policy in 4Q 2022

## Progress

**#1 Ranked  
Tanker Company  
for ESG**

Highest ranked tanker company on Webber ESG scorecard

**Innovative Energy  
Transition Team**

Numerous ETP projects driving fleet efficiency and carbon reduction, while constantly evaluating new ideas

**Strong Ship-to-  
Shore Integration**

One Team culture fostering trust and building close relationships with our seafarers



1. Basis MR Eco-Design spot TCE rates

# Best-In-Class Governance With Top ESG Ranking

## Commentary

- ASC ranked in the top tier of US public shipping companies for ESG<sup>(1)</sup>:
  - Ranked #1 Tanker Company
  - Ranked in top quartile since commencement of Webber Scorecard in 2016
- Fully independent Board of Directors and no related party and affiliated transactions<sup>(2)</sup>

## Webber ESG Scorecard: Criteria Considered

No. Criteria	Criteria	Weighting
1	Carbon Factor	20.0%
2	Board Independence	12.5%
3	Subjective	12.5%
4	Board Composition	10.0%
5	Board Policy	10.0%
6	Related Party Commercial Management	8.8%
7	Related Party Technical Management	8.8%
8	Sale and Purchase Fees	8.8%
9	Related Party Transactions	8.8%

## Ardmore #1 Ranked Tanker Company and #4 Overall

2023 ESG Scorecard Rankings								
	Company	2023	2022	Δ Up/ (Down)	Company	2023	2022	Δ Up/ (Down)
Quantile 1	GNK	1	1	-	DIS-IT	33	New	
	TRTN	2	8	6	CPLP	34	38	4
	MATX	3	3	-	KNOP	35	26	(9)
	ASC	4	4	-	SFL	36	27	(9)
	PCFBY	5	New		GOGL	37	31	(6)
	DHT	6	6	-	SBLK	38	37	(1)
	NVGS	7	11	4	EXMRF	39	New	
	GRIN	8	9	1	NETI	40	32	(8)
	AMKBY	9	New		CMRE	41	29	(12)
	KEX	10	12	2	PANL	42	28	(14)
	WKC	11	7	(4)	AMSC-NO	43	New	
	TRMD	12	13	1	EE	44	39	(5)
	INSW	13	10	(3)	STNG	45	36	(9)
	EGLE	14	2	(12)	GLOP	46	33	(13)
	BELCO-NO	15	New		DSX	47	40	(7)
	EURN	16	5	(11)	AGAS-NO	48	41	(7)
Quantile 2	GLNG	17	14	(3)	MPCC-NO	49	New	
	CLCO	18	New		DAC	50	42	(8)
	NPE	19	23	4	ALNG-NO	51	New	
	TNK	20	17	(3)	GSL	52	43	(9)
	HAFNI-NO	21	16	(5)	SHIP	53	44	(9)
	ODF-NO	22	New		NAT	54	45	(9)
	HLAG-DE	23	New		NHM	55	47	(8)
	OSG	24	15	(9)	GCC-NO	56	New	
	TK	25	18	(7)	KCC-NO	57	New	
	LPG	26	21	(5)	DLNG	58	48	(10)
Quantile 3	BWLPG-NO	27	22	(5)	SB	59	49	(10)
	TGH	28	30	2	ESEA	60	New	
	SNI-NO	29	19	(10)	TNP	61	51	(10)
	FRO	30	20	(10)	GASS	62	50	(12)
	ZIM	31	24	(7)	CTRM	63	52	(11)
	FLNG	32	25	(7)	TOPS	64	New	

🔴 No Carbon Disclosures

Source: Webber Research & Advisory, LLC

1. Webber Research: 2023 ESG Scorecard

2. Excludes executive director, Anthony Gurnee (CEO) and the 50/50 Joint Venture in place with Anglo Eastern for technical ship management services





# Balancing The Energy Transition with “Energy Reality”

## Our Energy Transition Plan drives performance today, while preparing for the future

- Ardmore deliberately developed its Energy Transition Plan (ETP) to realize opportunities in a dynamic market with accelerating environmental, technological, and regulatory changes
  - The ETP was introduced in February 2021 and aligns with our commitment to building long-term shareholder value
  - The plan is focused on delivering results today and positioning Ardmore for long-term success through future market cycles
  - ETP also fosters a forward-looking mindset rooted in performance reality
- Integral to this strategy was the establishment of an experienced team exclusively dedicated to the energy transition
  - This dynamic team is collaborating with customers, technology providers, and our broader organization to develop valuable projects and investments in our fleet
  - ETP team embraces experimentation as it develops novel solutions to execute across Ardmore
  - Supported by Ardmore’s Sustainability Committee leveraging the Board’s deep expertise in energy transition matters



# Energy Transition Plan

The ETP enhances current performance, while also positioning Ardmore for long-term success

ETP Initiatives	Description
<b>Energy Transition Technologies</b>	<ul style="list-style-type: none"><li>▪ Working with industry leading technical partners to develop, test, and deploy cutting-edge solutions to drive onboard energy efficiency gains</li></ul>
<b>Sustainable (non-fossil fuel) Cargos</b>	<ul style="list-style-type: none"><li>▪ With the expected increase in demand for chemical and specialized product trades, including renewable fuels, vegetable oils, and organic and inorganic chemicals, Ardmore will increase focus on these cargos</li></ul>
<b>Energy Transition Projects</b>	<ul style="list-style-type: none"><li>▪ Collaborating with commercial partners and customers in addressing their energy transition priorities through partnerships, long-term projects, and other synergistic structures</li></ul>



# Energy Transition Technologies: Recent Examples

Continuing to invest in vessel upgrades, driving enhanced performance and reducing emissions



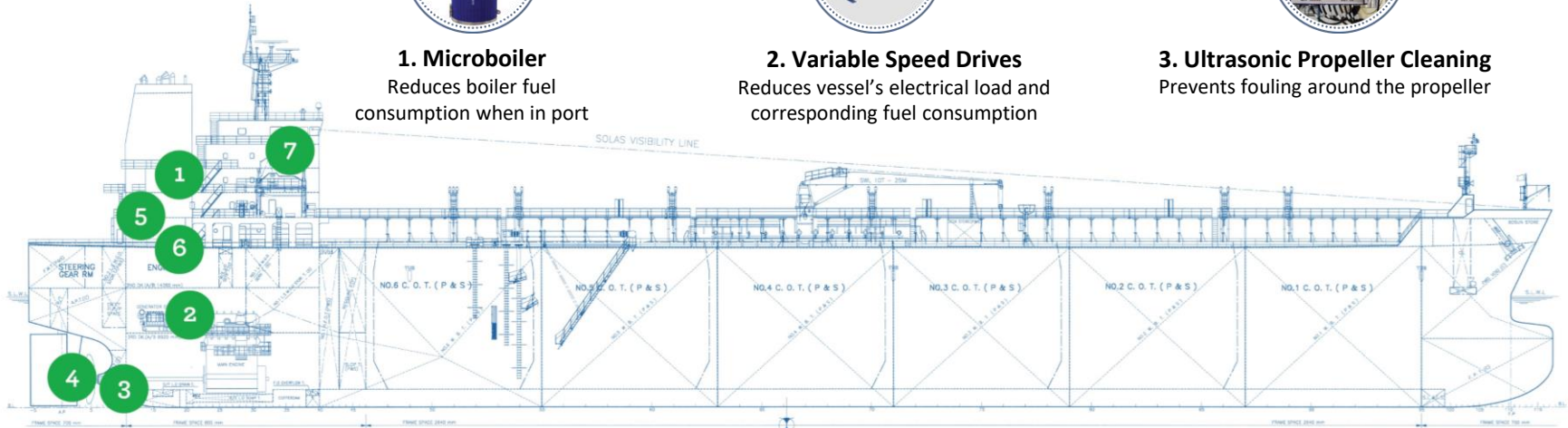
**1. Microboiler**  
Reduces boiler fuel consumption when in port



**2. Variable Speed Drives**  
Reduces vessel's electrical load and corresponding fuel consumption



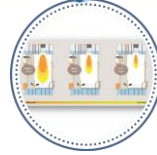
**3. Ultrasonic Propeller Cleaning**  
Prevents fouling around the propeller



**4. PBCF**  
Reduces losses caused by propeller hub vortices



**5. Inert Gas Generator**  
Increase fuel efficiency of inert gas system



**6. Low-load Boiler Optimization**  
Reduces fuel consumption of boiler during idle periods



**7. FuelOpt**  
Maintains constant speed or field consumption



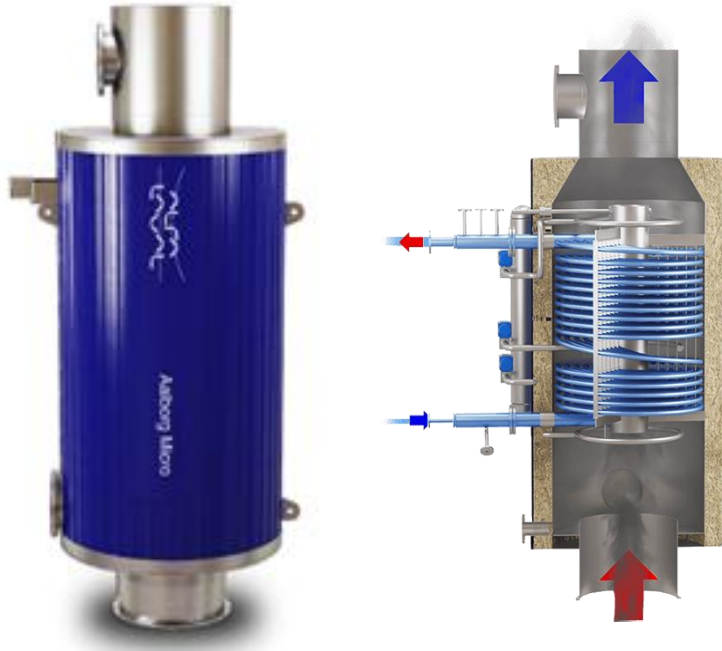
**Element 1 Investment**  
Commercializing methanol to H2 technology for fuel cell applications across industry verticals

**Incremental vessel capex projects with short payback periods and high IRRs of 40-140%**



# Case Study: Microboilers

Modest ETP capital investments yield meaningful emission savings and incremental returns



## Recent Initiative: Microboilers

Purpose	Reduces boiler fuel consumption when in port by instead using recovered exhaust waste heat for steam production
Cost	\$225,000 / vessel
Estimated IRR	40%
Fuel Savings	Saves 1.5 tonnes of fuel per day per ship at port
Decarbonization Impact	Saves 4.5 tonnes of CO2 per day per ship at port

This is one of the many ETP initiatives our team has implemented

# Capital Allocation Policy

## Returning capital to shareholders via variable dividend payments, while continuing to invest in fleet

- **Maintain fleet over time**



Continue to invest in fleet to improve performance and reduce carbon emissions; executing gradual fleet modernization through selective transactions

- **Sustain leverage below 40%**



Focus on maintaining low leverage through market cycles; leverage of 19%

- **Well-timed accretive growth**



Ardmore will continue to develop and evaluate potential transactions in a patient and disciplined manner

- **Return capital to shareholders**



Total dividends of \$56 million since re-initiating quarterly dividend policy in 4Q 2022

**Simultaneously pursuing all of our Capital Allocation Priorities**



# Long-Term Value Creation

## Ardmore positioned to leverage its world-class platform by building value through shipping cycles

- Ardmore's nimble, performance-oriented approach, and platform is highly scalable
  - Product and chemical tanker focus
  - Strong governance and emphasis on transparency
- Regulatory and technological changes create significant opportunities for Ardmore
  - Ardmore successfully embraces and exploits market complexity
  - Energy Transition Plan to guide approach to future investment decisions
- Ardmore intends to build upon its historical track record of timely growth with a focus on creating long-term shareholder value in a cyclical industry



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# Market Outlook



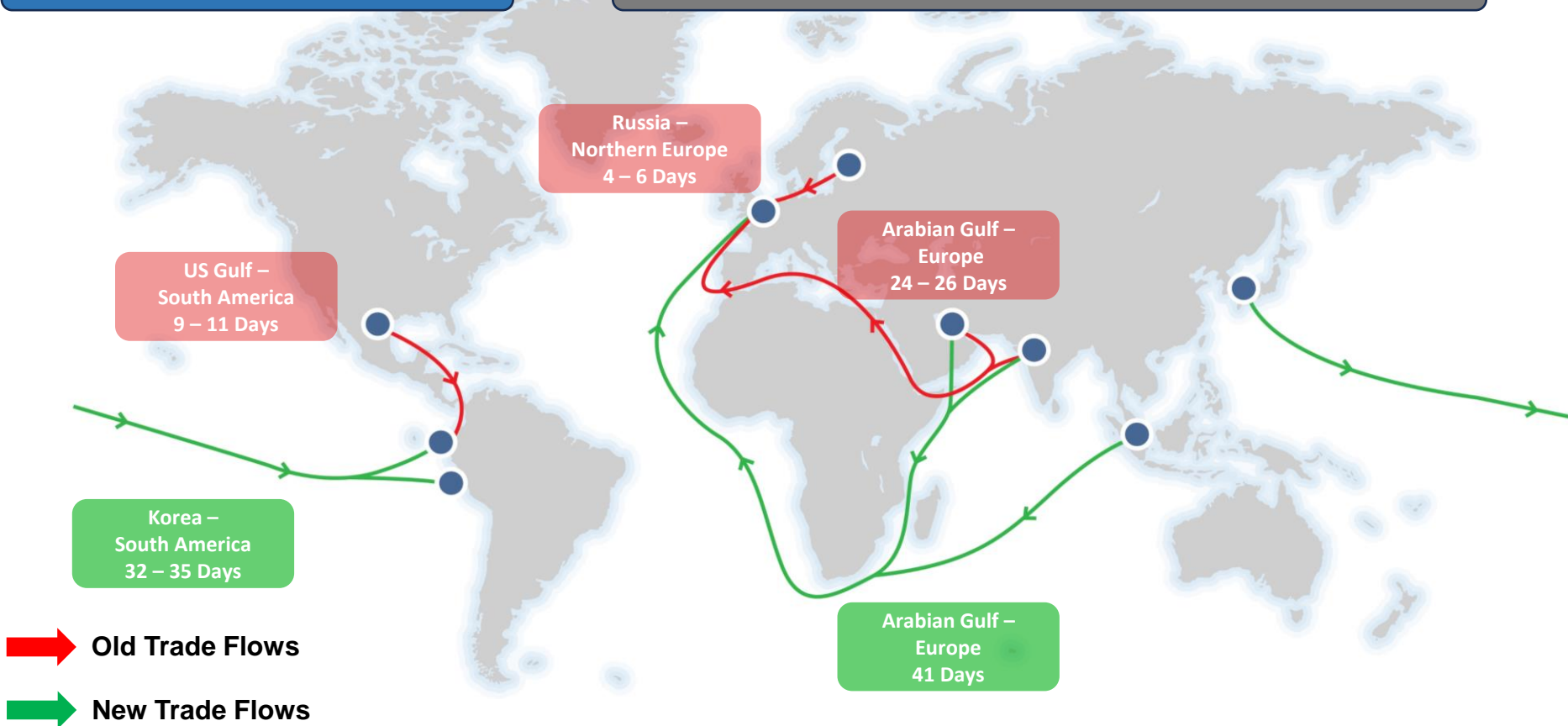


# Sustained Tonne-Mile Increase

Red Sea and Panama Canal disruptions additive to ongoing impact of EU Embargo

## Panama Canal Impact

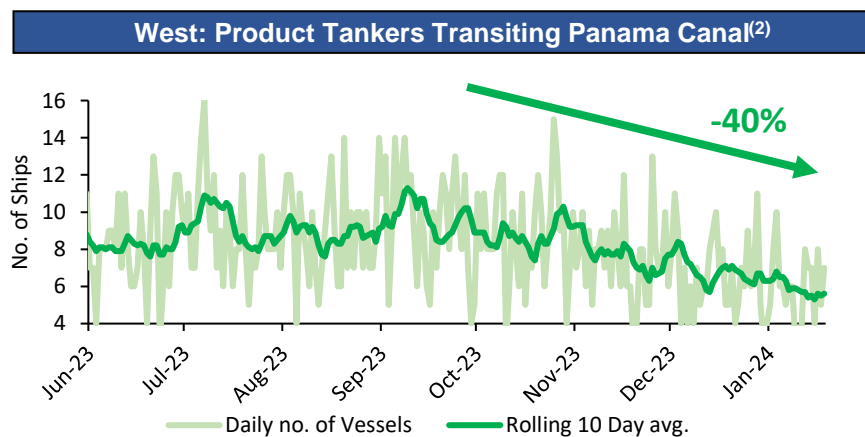
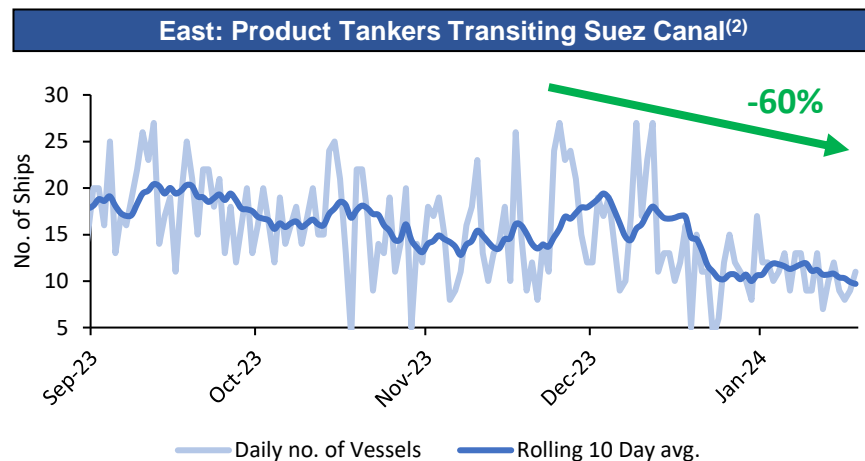
## EU Embargo and Red Sea Impact



# Ongoing Market Disruption

## Geopolitical and climate-related disruptions significantly increasing voyage distances

- **Red Sea crisis** and re-routing of vessels is significantly adding to product tanker tonne-miles
  - Approximately **12% of all product tanker traffic** typically passes through the Suez Canal
  - Re-routing of vessels via Cape of Good Hope **increasing voyage lengths by up to 70%**
  - Estimated increase in global product tanker tonne-miles of **6-12%**<sup>(1)</sup>
- **Panama Canal** transit capacity reduced due to declining rainfall and reduced water availability
  - Over **20% of chemical tanker cargos** typically move via Panama Canal as well as significant volumes of refined products
  - No. of daily transits reduced from 35 in July 2023 to 24 currently; Passenger, container, and LNG vessels have been prioritized when allocating slots
- **EU Refined Products Embargo** continuing to impact the market
  - EU diesel inventories are **approaching historic lows**
  - EU import tonne-miles anticipated to increase as inventories normalize



1. Clarksons, February 2024  
2. Vortexa, February 2024



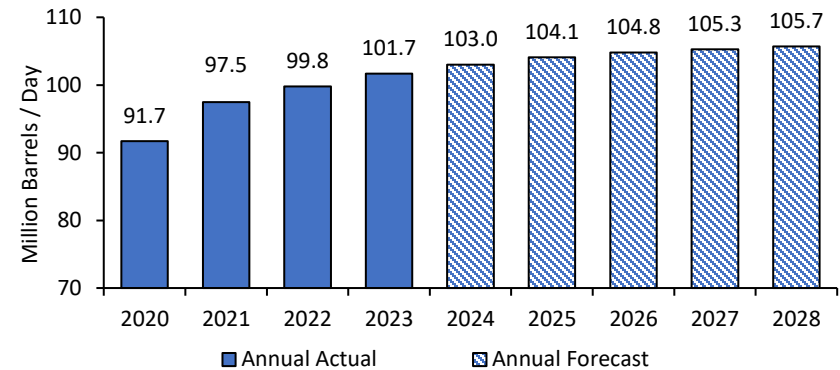
# Robust Long-Term Demand Drivers

## Strong underlying demand growth in product and chemical tanker markets

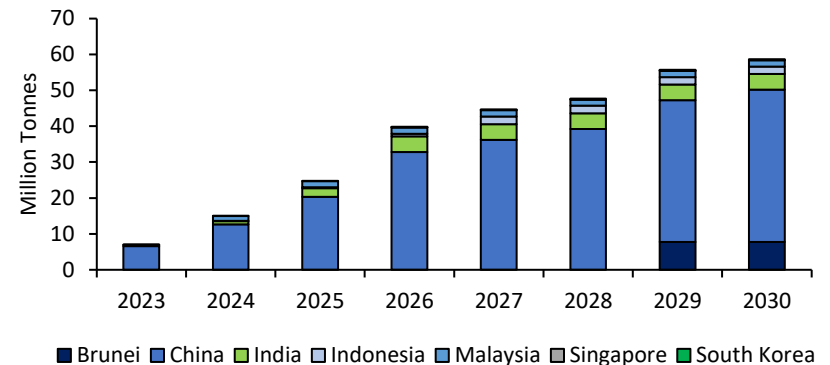
- IEA forecasting continued growth in oil demand, driven by post-pandemic rebound and strong increases in petrochemical consumption
- Ongoing trend of refinery expansion in the East leading to incremental tonne-mile demand to the West<sup>(1)</sup>
- Chemical tanker demand expected to be boosted by new petrochemical plants opening in 2024-2030 and growing trade of edible oils from Asia to Europe



IEA Forecasting Continued Growth in Oil Demand<sup>(2)</sup>



60 MnT Chemical Capacity Growth in Asia by 2030<sup>(3)</sup>



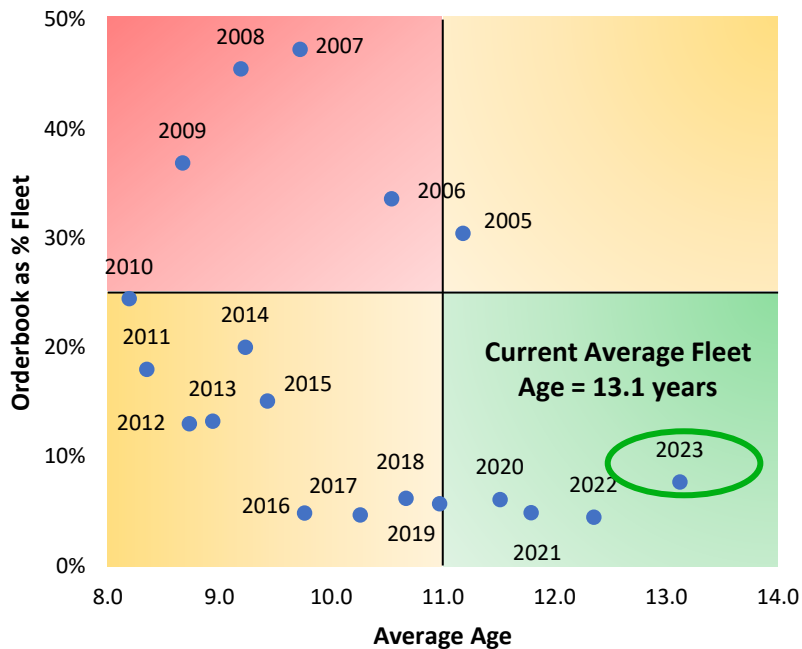
1. See slides 46 and 47 for further details  
 2. IEA Oil Market Report, January 2024  
 3. Clarksons, February 2024



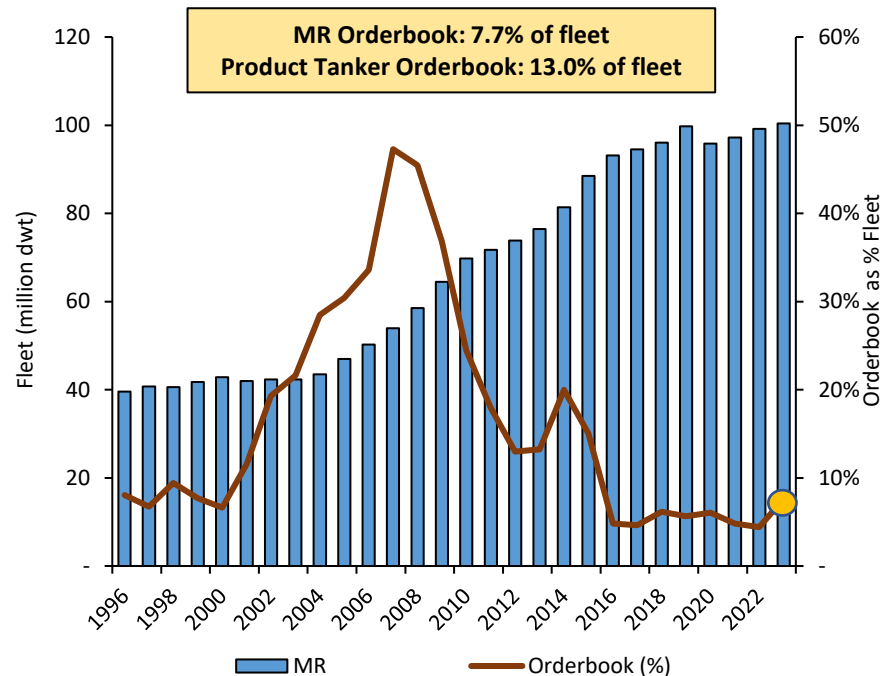
# Aging Fleet & Low Orderbook

Historically high average fleet age while orderbook remains low

MR Fleet Age at Historical High



Orderbook for MR Tankers Near Historical Lows<sup>(1)(2)</sup>



- MR tanker orderbook with scheduled deliveries over the next four years, is 8.0 million dwt
- MR orderbook at 7.7% of fleet, with 52 million dwt (47% of fleet) > 20 years old in five years
- Product tanker orderbook with scheduled deliveries over the next four years, is 23.0 million dwt (13% of fleet), with LR2 orderbook increasing to offset Aframax crude tanker shortfalls

1. Clarksons Shipping Intelligence Network, December 2023

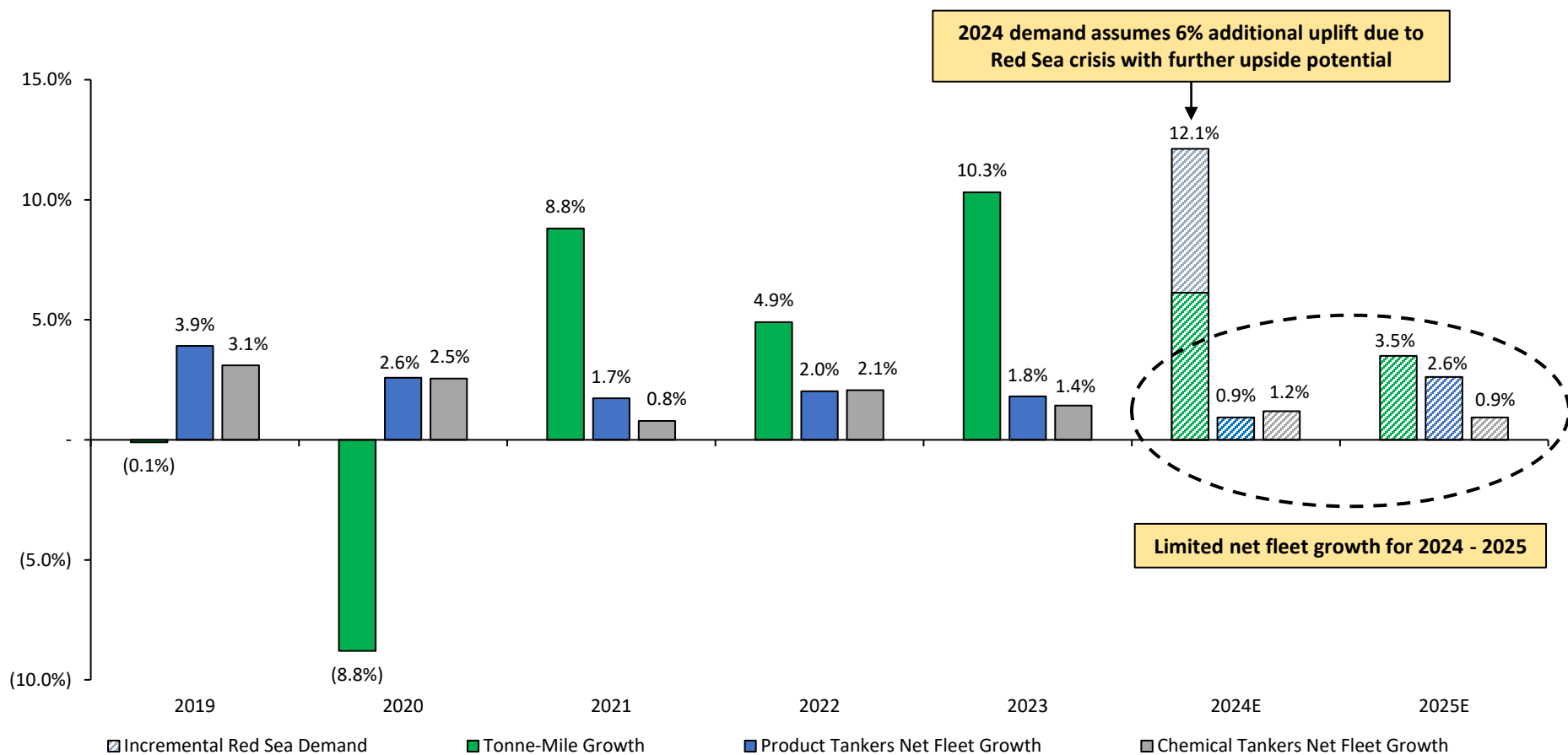
2. Numbers from 1996 to 2019 are based on internal estimates and numbers from 2020 are based on Clarksons' report



# Significant Supply-Demand Gap

In summary, robust market fundamentals with strong demand as net fleet growth remains at low levels

Product and Chemical Tanker Demand vs. Net Fleet Growth<sup>(1)(2)(3)(4)</sup>



1. Clarksons Shipping Intelligence Network, January 2024  
 2. Management's estimates for product tanker fleet and chemical tanker fleet. Fleet growth is based on number of ships  
 3. Annual slippage assumed at 12.5% of deliveries  
 4. Net fleet growth is calculated as deliveries less estimated scrapping



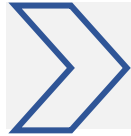
# Commercial Update



# Commercial: Key Messages



**Capturing Upside Volatility**



**Exploiting Market Complexity**



**Relative Value Plays**



# Maximizing Global Trading Options

Servicing large, diversified base of high-quality customers on a global basis





# Case Study I: Canal Disruption

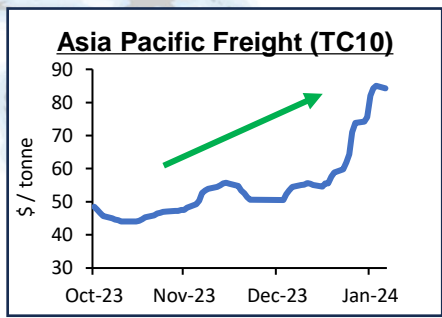
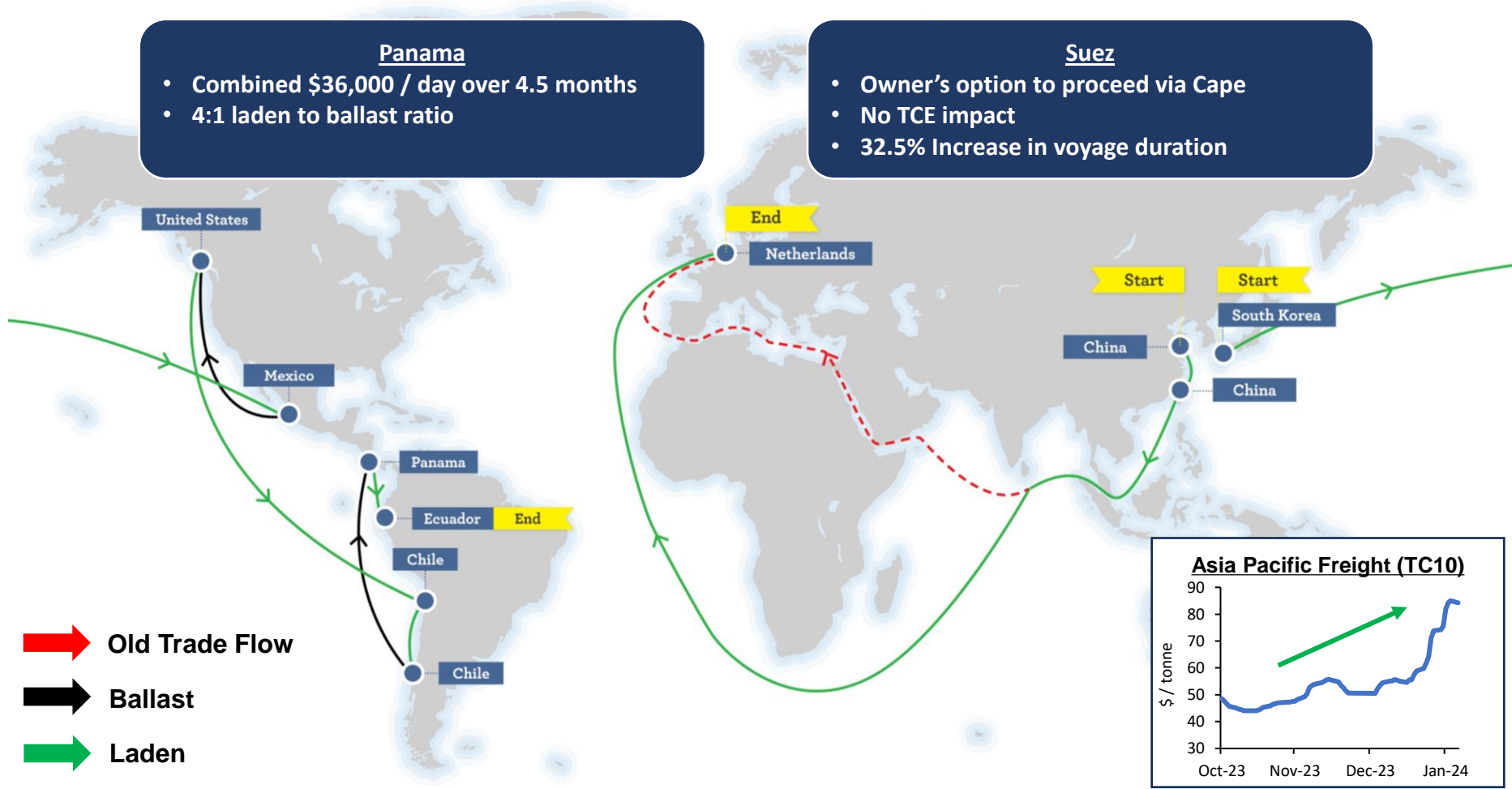
## Decisive response to event-specific impact

**Panama**

- Combined \$36,000 / day over 4.5 months
- 4:1 laden to ballast ratio

**Suez**

- Owner's option to proceed via Cape
- No TCE impact
- 32.5% Increase in voyage duration

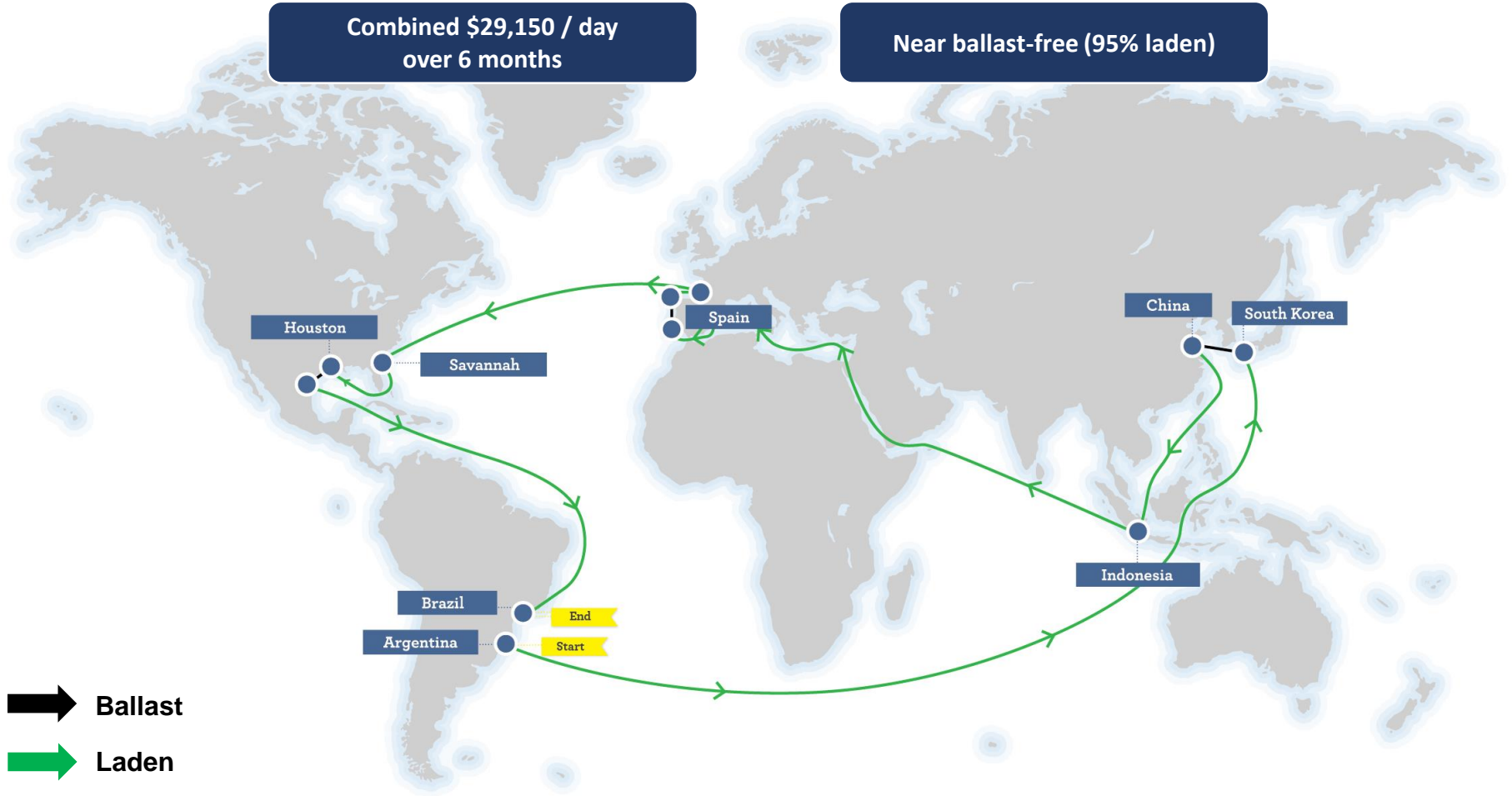


# Case Study II: Global 25,000 DWT Chemical Rotation

Seamless connection of varying commodities enables premium rotation

Combined \$29,150 / day  
over 6 months

Near ballast-free (95% laden)

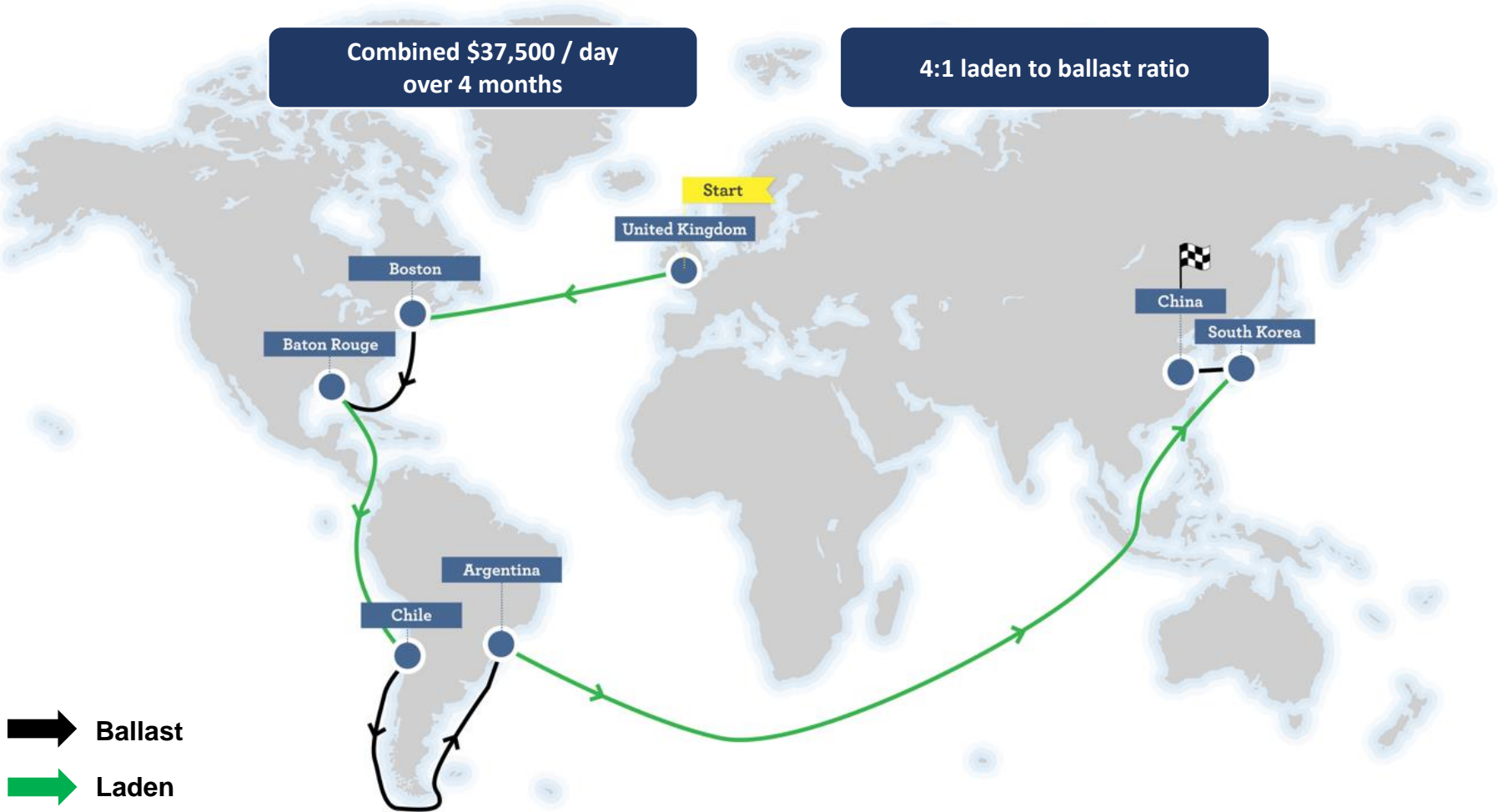


# Case Study III: Lucrative Drydock Positioning

Creative voyage strategies facilitated repositioning to China for drydockings

Combined \$37,500 / day  
over 4 months

4:1 laden to ballast ratio



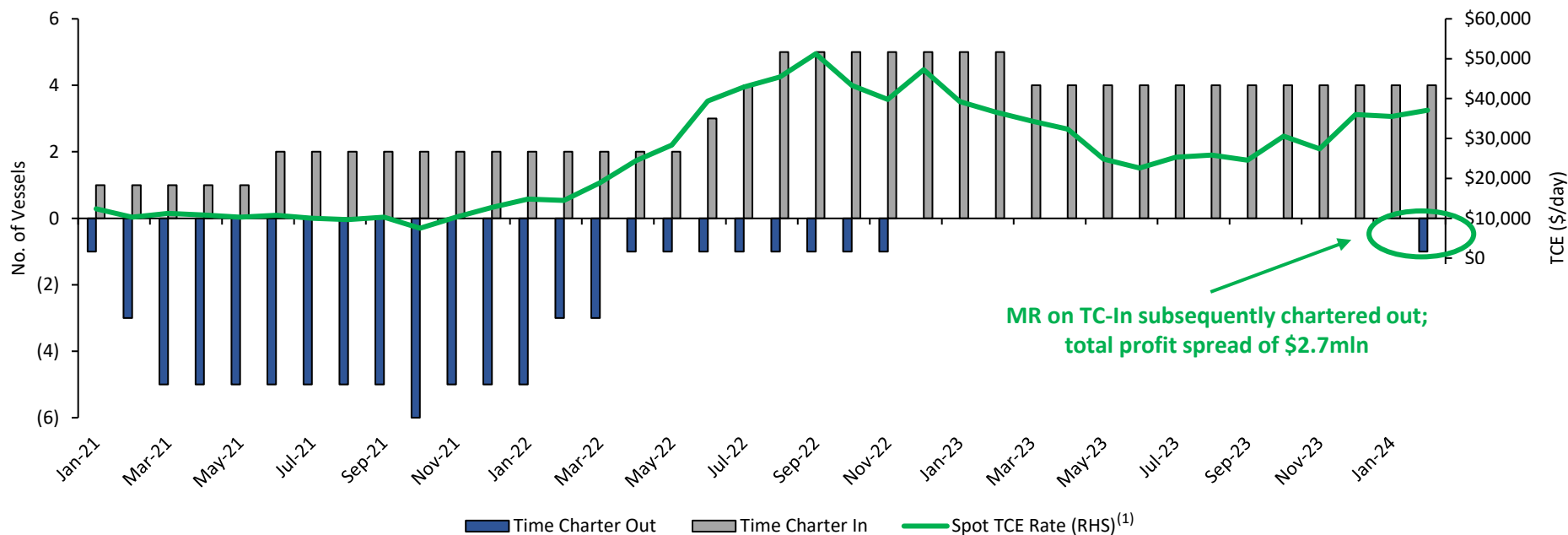
➡ Ballast  
➡ Laden



# High-Value Term Charter Book

## Time charters (in / out) dynamically managed through the cycle

Cumulative returns vs. spot TCE = \$64m since January 2021



- Combined time charter in and out trades to derive arbitrage earnings
- Currently 100% of the owned Ardmore fleet is operating spot, with strategic time-charter in ships supporting operating leverage
- Attractively priced options (charter-in extensions through mid-2025); Aggregate value above \$15m at current market levels<sup>(2)</sup>

1. Basis MR Eco-Design spot TCE rates  
 2. Assuming spot market TCE of \$30,000 / day



# Global Commercial Team

## Diverse trading organization thriving in volatile markets

- ASC's commercial team continues to deliver strong TCE performance while navigating complex environment
  - Trading and operations fully integrated providing seamless coverage across time zones
  - Direct customer access for bespoke cargo opportunities
  - Targeted cross-over trading between refined products and chemicals
  - Proven performance record relative to market across all cycles
- Trading approach anchored in methodical and data-based decision making
  - Impactful suite of intel and AI tools supporting commercial execution and performance optimization
  - Premium earnings delivered through creative voyage combinations
  - Active management of micro-cycles through deliberate short/long trades
  - Continuous experimentation with emerging technology solutions



# Contents

**I. Earnings Presentation Fourth Quarter and Full Year 2023**

**II. Strategy Overview**

**III. Market Outlook and Commercial Update**

**IV. Summary**

**V. Appendix**



# Conclusion: Where we are in the Cycle?



Thank You





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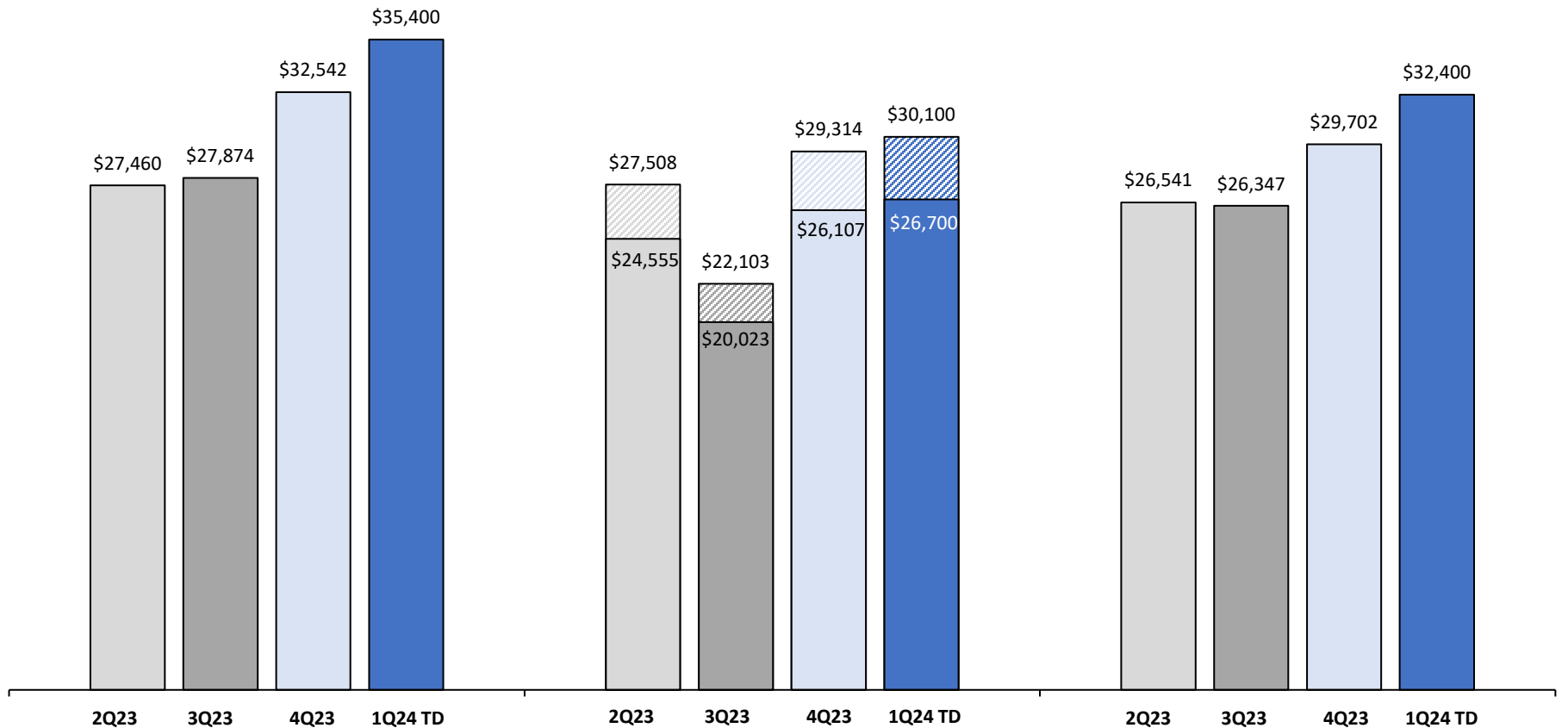


# Ardmore Product and Chemical Tanker Rates

## MR Eco-Des<sup>(1)</sup>

## Chemical<sup>(2)</sup>

## FLEET AVERAGE TCE



1. Basis MR Eco-Design spot TCE rates

2. Chemical tanker TCE capital adjusted is the adjustment made to actual TCE for capital invested relative to an MR. The objective is to show present rates comparable to MR rates to assess relative performance. Capital invested is based on analyst consensus market value of 2015-built vessels as follows: \$41.0 million for an MR, \$39.0 million for a 37k dwt coated IMO2 vessel. \$30.8 million for a 25k dwt coated IMO2 vessel



# EBITDA + vessel lease expense component (i.e. EBITDAR)

Reconciliation of net income / (loss) to EBITDAR <sup>(1)</sup>	Three months ended December 31, 2023	Twelve months ended December 31, 2023
<i>In thousands of U.S. Dollars</i>		
Net income	27,006	116,808
Interest income	(555)	(1,818)
Interest expense and finance costs	2,722	11,408
Loss on extinguishment	-	-
Income tax	88	435
Unrealized gains on derivatives	231	262
Depreciation	7,134	27,817
Amortization of deferred drydock expenditures	908	3,542
Loss from equity method investments	305	1,035
<b>EBITDA</b>	<b>37,839</b>	<b>159,489</b>
Loss on vessels sold	-	-
<b>ADJUSTED EBITDA</b>	<b>37,839</b>	<b>159,489</b>
Plus: Vessel lease expense component	2,728	9,380
<b>ADJUSTED EBITDAR</b>	<b>40,567</b>	<b>168,869</b>
<b>Enterprise Value / Adjusted EBITDAR<sup>(2)</sup></b>	<b>4.1x</b>	<b>3.9x</b>

- EBITDAR<sup>(1)</sup> (i.e., EBITDA plus bareboat equivalent lease expense) is a metric to enable a comparable valuation with IFRS reporting peers, as Ardmore reports under U.S. GAAP, while most of our peers report under IFRS
- IFRS differs from U.S. GAAP in its presentation of lease expense by including it in depreciation, whereas U.S. GAAP does not; as a consequence, vessels that are chartered in for greater than one year result in higher EBITDA under IFRS than U.S. GAAP
- Therefore, to assist in the process of a like-for-like valuation, we utilize “EBITDAR” as comparable to “EBITDA” reported by IFRS peers

1. EBITDA and EBITDAR are not items recognized by U.S. GAAP (i.e., non-GAAP measures) and should not be considered as alternatives to net income or loss, any other indicator of a company's operating performance required by U.S. GAAP. The definitions of EBITDA and EBITDAR used here may not be comparable to that used by other companies

2. Enterprise Value / Adjusted EBITDAR is calculated as (market capitalization as at December 31, 2023 + total net debt + preferred stock) / (4Q 2023 Adjusted EBITDAR x 4)



# Fleet Profile

High Quality Vessels		Vessel Name	Ownership	Type	Dwt Tonnes	IMO	Built	Country	Flag	Specification
✓ Modern, highly fuel-efficient fleet is well ahead of industry targets for carbon reduction and ship efficiency	<i>Ardmore Seahawk</i>	<i>Leased</i>	Product/Chemical	49,999	2/3	Nov-15	Korea	MI	Eco-design	
	<i>Ardmore Seawolf</i>	<i>Leased</i>	Product/Chemical	49,999	2/3	Aug-15	Korea	MI	Eco-design	
	<i>Ardmore Seafox</i>	<i>Owned</i>	Product/Chemical	49,999	2/3	Jun-15	Korea	MI	Eco-design	
	<i>Ardmore Sealion</i>	<i>Owned</i>	Product/Chemical	49,999	2/3	May-15	Korea	MI	Eco-design	
✓ Average age of owned fleet 9.6 years <sup>(1)</sup>	<i>Ardmore Engineer</i>	<i>Owned</i>	Product/Chemical	49,420	2/3	Mar-14	Korea	MI	Eco-design	
	<i>Ardmore Seavanguard</i>	<i>Owned</i>	Product/Chemical	49,998	2/3	Feb-14	Korea	MI	Eco-design	
	<i>Ardmore Exporter</i>	<i>Owned</i>	Product/Chemical	49,466	2/3	Feb-14	Korea	MI	Eco-design	
	<i>Ardmore Seavantage</i>	<i>Owned</i>	Product/Chemical	49,997	2/3	Jan-14	Korea	MI	Eco-design	
✓ Built at high-quality yards in Korea and Japan	<i>Ardmore Encounter</i>	<i>Owned</i>	Product/Chemical	49,478	2/3	Jan-14	Korea	MI	Eco-design	
	<i>Ardmore Explorer</i>	<i>Owned</i>	Product/Chemical	49,494	2/3	Jan-14	Korea	MI	Eco-design	
	<i>Ardmore Endurance</i>	<i>Owned</i>	Product/Chemical	49,466	2/3	Dec-13	Korea	MI	Eco-design	
	<i>Ardmore Enterprise</i>	<i>Owned</i>	Product/Chemical	49,453	2/3	Sep-13	Korea	MI	Eco-design	
✓ Quality fleet = lower operating cost, higher utilization and maximum value appreciation	<i>Ardmore Endeavour</i>	<i>Owned</i>	Product/Chemical	49,997	2/3	Jul-13	Korea	MI	Eco-design	
	<i>Ardmore Seaventure</i>	<i>Owned</i>	Product/Chemical	49,998	2/3	Jun-13	Korea	MI	Eco-design	
	<i>Ardmore Seavalliant</i>	<i>Owned</i>	Product/Chemical	49,998	2/3	Feb-13	Korea	MI	Eco-design	
	<i>Ardmore Seafarer</i>	<i>Owned</i>	Product	49,999	—	Jun-10	Japan	SG	Eco-mod	
✓ Continuing to invest in the fleet and team to optimize performance and trade across the spectrum of refined products and chemicals	<i>Ardmore Defender</i>	<i>Owned</i>	Product/Chemical	37,791	2	Feb-15	Korea	MI	Eco-design	
	<i>Ardmore Dauntless</i>	<i>Owned</i>	Product/Chemical	37,764	2	Feb-15	Korea	MI	Eco-design	
	<i>Ardmore Chippewa</i>	<i>Owned</i>	Product/Chemical	25,217	2	Nov-15	Japan	MI	Eco-design	
	<i>Ardmore Chinook</i>	<i>Owned</i>	Product/Chemical	25,217	2	Jul-15	Japan	MI	Eco-design	
	<i>Ardmore Cheyenne</i>	<i>Owned</i>	Product/Chemical	25,217	2	Mar-15	Japan	MI	Eco-design	
	<i>Ardmore Cherokee</i>	<i>Owned</i>	Product/Chemical	25,215	2	Jan-15	Japan	MI	Eco-design	
	<i>T Matterhorn</i> <sup>(2)</sup>	<i>TC-In</i>	Product	47,981	—	Dec-10	Japan	PA	Eco-mod	
	<i>Hansa Sealeader</i> <sup>(3)</sup>	<i>TC-In</i>	Product	47,463	—	Aug-08	Japan	MI	Eco-mod	
<i>Hansa Sealifter</i> <sup>(3)</sup>	<i>TC-In</i>	Product	47,472	—	Jul-08	Japan	MI	Eco-mod		
<i>Hansa Sealancer</i> <sup>(3)</sup>	<i>TC-In</i>	Product	47,451	—	Jun-08	Japan	MI	Eco-mod		
<b>Total</b>			<b>26</b>	<b>1,163,548</b>		<b>9.6<sup>(1)</sup></b>				

1. Average age of owned and leased ships as at December 31, 2023  
 2. Chartered in a 2010-built MR; extended until September 2024 at \$22,500  
 3. Chartered in June / July 2022 for two years plus one year option



# Dividend Payment

- In line with our consistent Dividend Policy, Ardmore is pleased to declare a quarterly cash dividend for 4Q 2023 of \$0.21 per share
  - Quarterly dividend calculated as one-third of adjusted earnings<sup>(1)</sup>
  - The dividend will be paid on March 15, 2024, to all shareholders of record on February 29, 2024

Dividend Calculation	
	<b>Three Months Ended Dec 31, 2023</b>
Adjusted Earnings before exclusions	\$26,149,000
<u>Exclusions:</u>	
Unrealized losses	231,000
Non-recurring items	-
<b>Adj. Earnings (for purposes of dividend calc.)</b>	<b>\$26,380,000</b>
<b>Dividend to be paid</b>	<b>\$8,793,000</b>
Number of Shares Outstanding	41,304,649
<b>Dividends per Share</b>	<b>\$0.21</b>

1. Adjusted Earnings is a non-GAAP financial measure and represents net income / (loss) attributable to common stockholders excluding gain or loss on sale of vessels and write-off of deferred finance fees because they are considered to be not representative of the Company's operating performance. For the purposes of the quarterly dividend calculation, Adjusted Earnings will exclude the impact of unrealized gains / (losses) and certain non-recurring items



# Refinery Summary and Seaborne Product Trade

## Regional Refinery Shift<sup>(1)(2)</sup>

Region	Closures 2020 - 2026	Openings 2023 - 2026
Europe	1.2	0.1
Australia	0.4	-
Middle East	-	0.5
Africa	0.2	1.0
America	1.8	0.6
China	1.0	1.0
Asia (excl. China)	1.7	6.0
<b>Total (mbd)</b>	<b>6.3</b>	<b>9.2</b>

## Seaborne Product Trade Balances<sup>(3)</sup>

Region	2023		2024 F	
	Imports	Exports	Imports	Exports
Middle East	1.2	4.6	1.1	4.9
North America	1.9	2.7	2.1	2.7
China	1.0	0.9	1.0	1.0
Asia (excl. China)	6.6	5.9	6.9	6.3
Europe	6.0	5.2	6.4	5.1
Latin America	2.4	0.9	2.4	0.9
Africa	2.1	0.5	2.1	0.6
FSU	-	2.6	-	2.4
Australasia	1.2	-	1.2	-
Other	0.9	0.0	0.9	0.0
<b>Total Trade (mbd)</b>	<b>23.3</b>	<b>23.3</b>	<b>24.0</b>	<b>24.0</b>

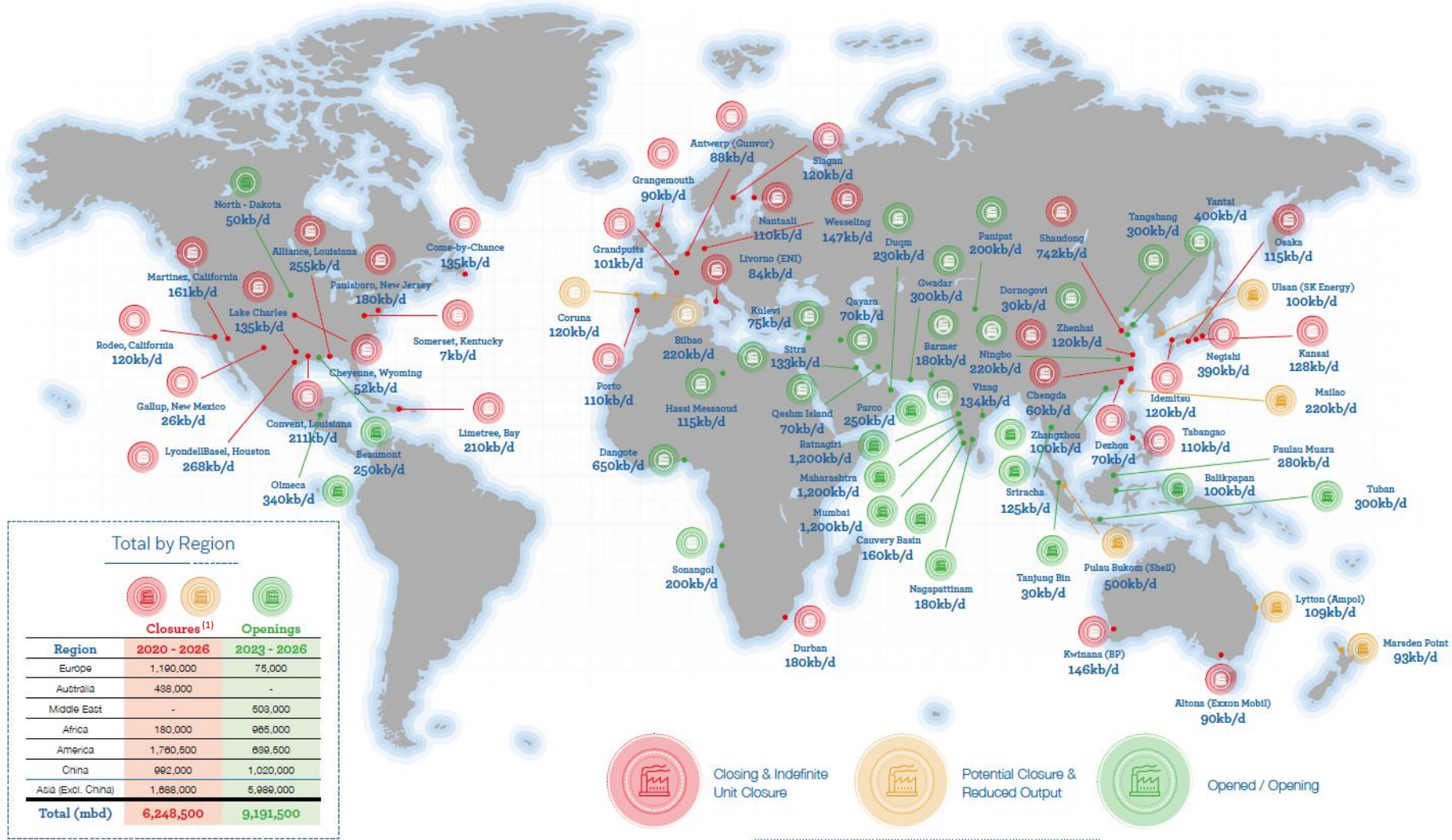


1. Data sourced from Clarksons, Reuters, S&P Global, Barclays and Argus Media

2. Closures based on announcement periods

3. Clarksons Shipping Intelligence Network, Oil & Tanker Outlook, January 2024

# Refinery Dislocation Boosting Tonne-Mile Demand<sup>(1)</sup>



1. Closures based on announcement periods

# Ardmore Indicative Guidance 1Q 2024<sup>(1)</sup>

**MR Eco-Design Spot TCE:** \$35,400 (60% fixed)

**Chemical Tanker Fleet TCE:** \$26,700 (70% fixed)

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**Revenue Days:** 2,260

**Operating Expenses:** \$14.5 million

**Charter-In Expenses:** \$5.5 million

**Depreciation and Amortization:** \$8.5 million

**Overhead (Commercial and Corporate):** \$6.3 million

**Interest Expense and Finance Costs:** \$2.5 million



1. NOTE: This table provides guidance by Company management about current expectations for the listed items during the quarter ending March 31, 2024. These expectations represent forward-looking statements, and actual results for 1Q 2024 may differ materially from the amounts above. Assumptions underlying information in the table include, among others: applicable spot rates consistent with average 4Q TCE rates to date during 1Q; average fleet utilization of 99%; expense levels consistent with those for 4Q to date during 1Q on a per vessel basis; no changes in interest rates or amount of outstanding debt for remainder of 1Q. Factors that may cause the Company's actual results for 1Q to vary materially from those set forth in the table include, among others: actual fleet size, charter rates obtained by the Company, vessel employment, operating and other costs, inflationary impacts and interest rates