
Earnings Presentation

Q1 2023



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Agenda

01 Highlights

02 Market

03 Performance

04 Q&A



2023 Q1 Highlights and Market Outlook

Commercial Performance

\$60,900

TCE per available day

97%

Commercial utilisation

\$58,700

TCE per calendar day

3%

Technical offhire

Financial Performance

\$131M

Net profit after tax

\$0.95

Earnings per share

\$532M

Available liquidity

21%

Net leverage ratio

Return to Shareholders

\$0.95

Dividend per share

126M

Total

Highlights

- Strong Q1 performance with the highest historical daily TCE recorded
- Concluded the sale and delivery of BW Thor in March, generating USD 54 million in liquidity and a net book gain of USD 17 million
- BW Product Services concluded its first full quarter of operations, delivering a net profit after tax of USD 3 million for the quarter
- Ample available liquidity of USD 532 million with a low net leverage ratio of 21%, leaving plenty of room for dividends and share buy-backs
- Q1 dividend of \$0.95 per share translates to an annualised dividend yield of 43%
- New USD 50 million share buy-back program resolved by the Board; to be executed as open market purchases or a tender offer with details to follow

Market Outlook

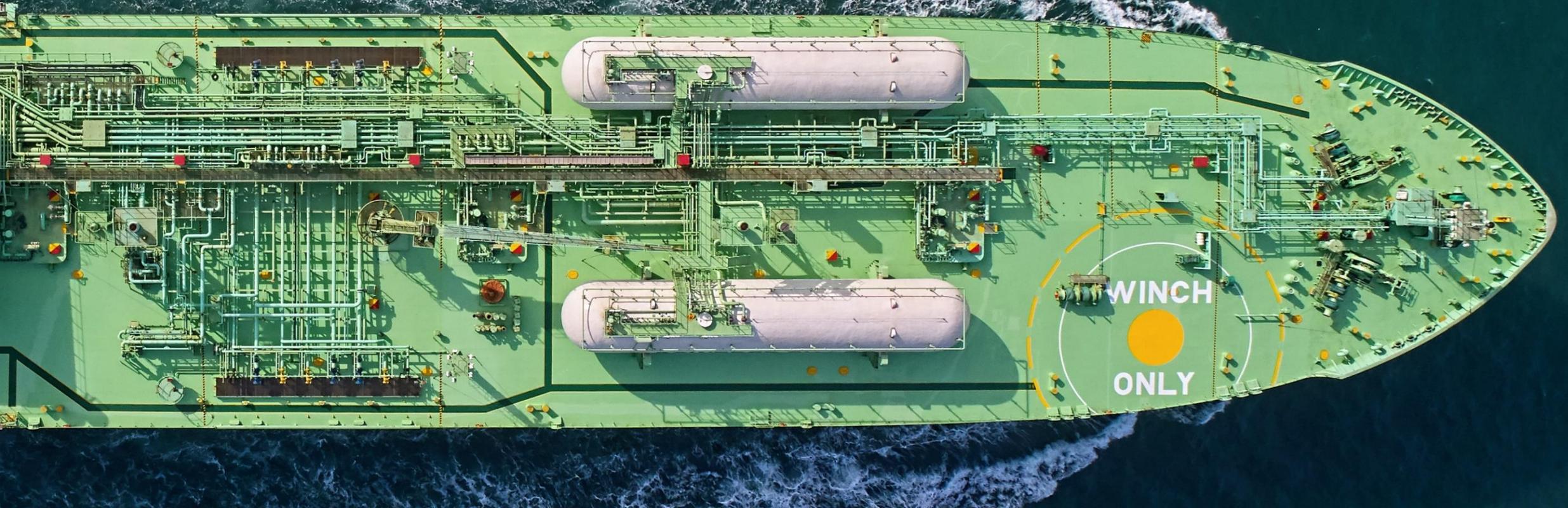
- We reiterate our positive view for 2023, amid high volatility. Key underlying drivers include:
 - Oil price conducive to continued strong export growth from the US and steady growth from the Middle East
 - Additional PDH plants coming on stream in China with improving PDH margins
 - Shipping inefficiencies including heavy dry-dock schedule and the Panama Canal transit congestion
 - Recently announced export capacity additions in the US adds confidence for the longer term

Subsequent Events

- Concluded the sale and delivery of BW Odin and BW Austria in April and May, respectively, generating ~USD 113 million in liquidity and an estimated net book gain of ~USD 26 million
- BW Messina was delivered to BW LPG in May 2023, following the declaration of an attractive purchase option under the time charter agreement in Q1

TCE per day presented is for the Shipping Segment

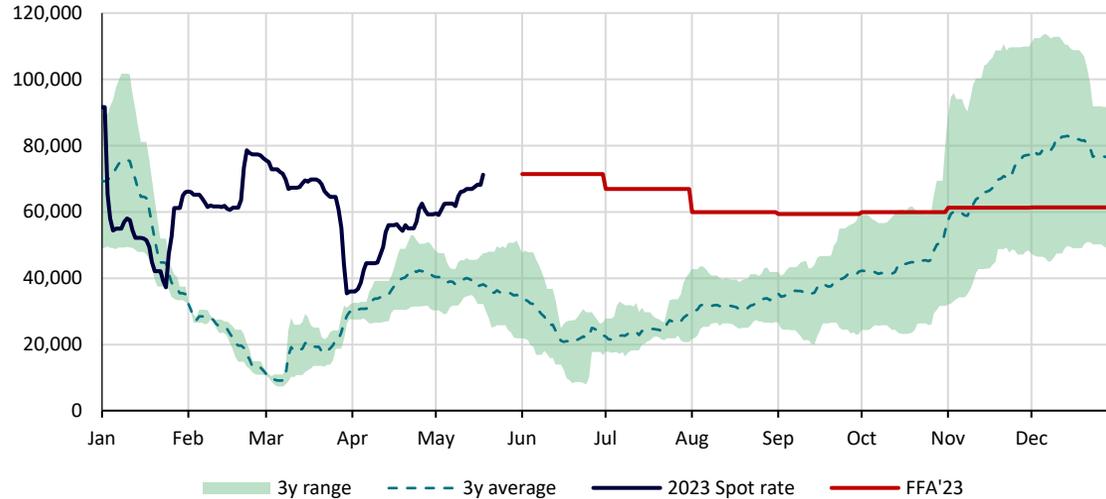
02 Market



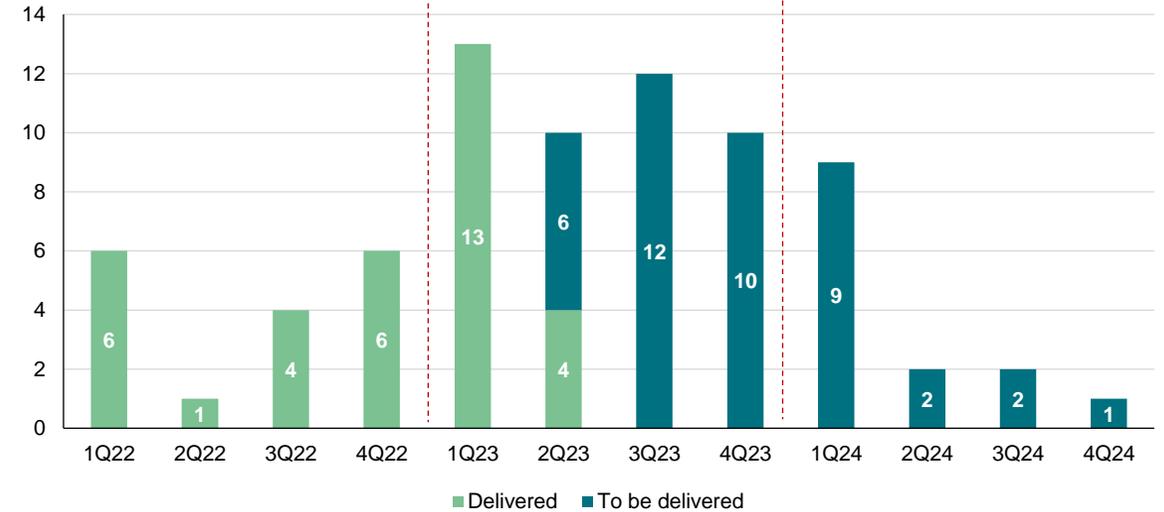
VLGC Near Term Market Outlook

We reiterate our positive view for 2023 despite high newbuild deliveries

Near term VLGC spot rate outlook: Houston – Chiba (\$/day)



Quarterly delivery schedule (Number of VLGCs)



- Q1 2023 was a record breaking quarter in many ways. Spot rates for the quarter found support in strong US exports and urgent demand from the Far East, one of the most dramatic drops in spot rates were recorded in March, and earnings have since climbed again
- Port inventories in China have now recovered to more normalised levels, so short term momentum in LPG demand could soften
- FFA for the remainder of 2023 have risen in recent months, especially for the third quarter

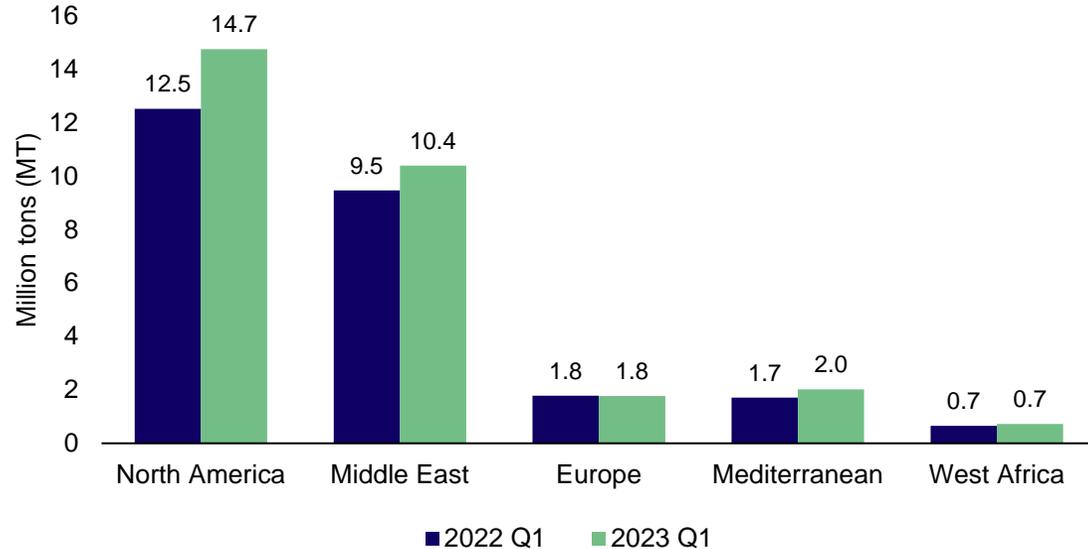
- 17 out of 45 VLGC newbuildings have been delivered for 2023
- Another 14 VLGC's to be delivered in 2024
- Shipyards are booked until the second half of 2026

Sources: BW LPG, Bloomberg, Baltic Exchange, IEA, Gibson

2023 Q1 Seaborne LPG Trade Overview

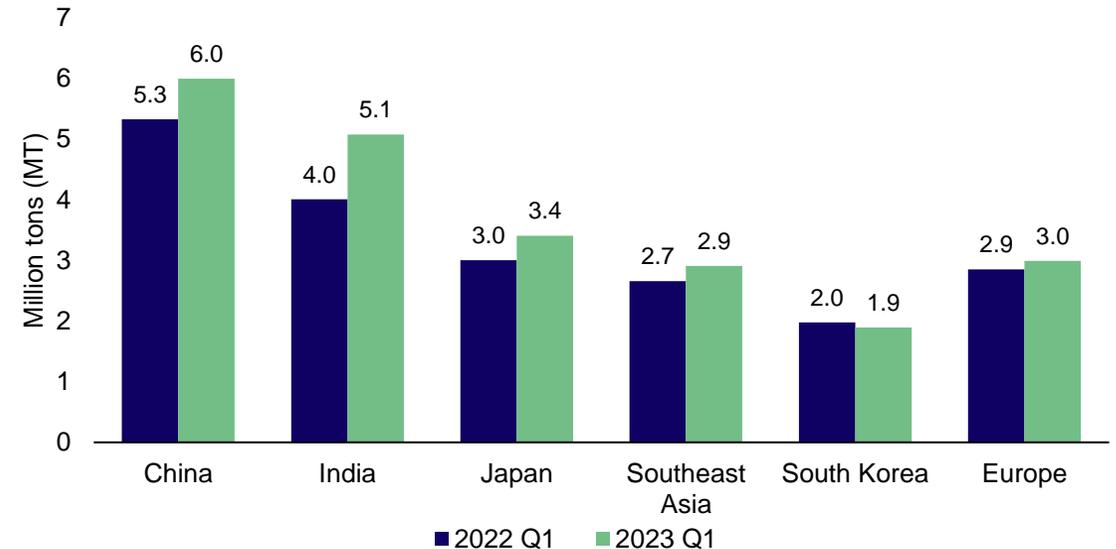
Growth in both North America and Middle East exports supported by strong demand from India, Far East and Southeast Asia

Seaborne LPG exports by country/region



- **North America** LPG exports in Q1 2023 increased significantly by 18% to 14.7 MT. More than 90% of the growth was driven by exports via VLGCs. Exports to the Far East were up 1.1 MT due to the surge in Far East import demand
- **Middle East** LPG exports in Q1 2023 also increased strongly by 10% to 10.4 MT, led by Kuwait and Qatar with exports increases of 18% and 13% respectively. The growth in exports was mainly absorbed by the strong demand from India

Seaborne LPG imports by country/region



- **China** LPG imports in Q1 2023 increased by 13% to 6.0 MT with the sudden increase in Chinese demand after the government lifted the COVID-19 restrictions
- **India** LPG imports in Q1 2023 also increased significantly by 27% to 5.1 MT. The strong start in the year was just below the historic high record in Q4 2022
- **LPG imports to other main regions** such as Japan, Southeast Asia and Europe also increased by 13%, 9% and 5% respectively

Continued Growth Expected From North America in 2023

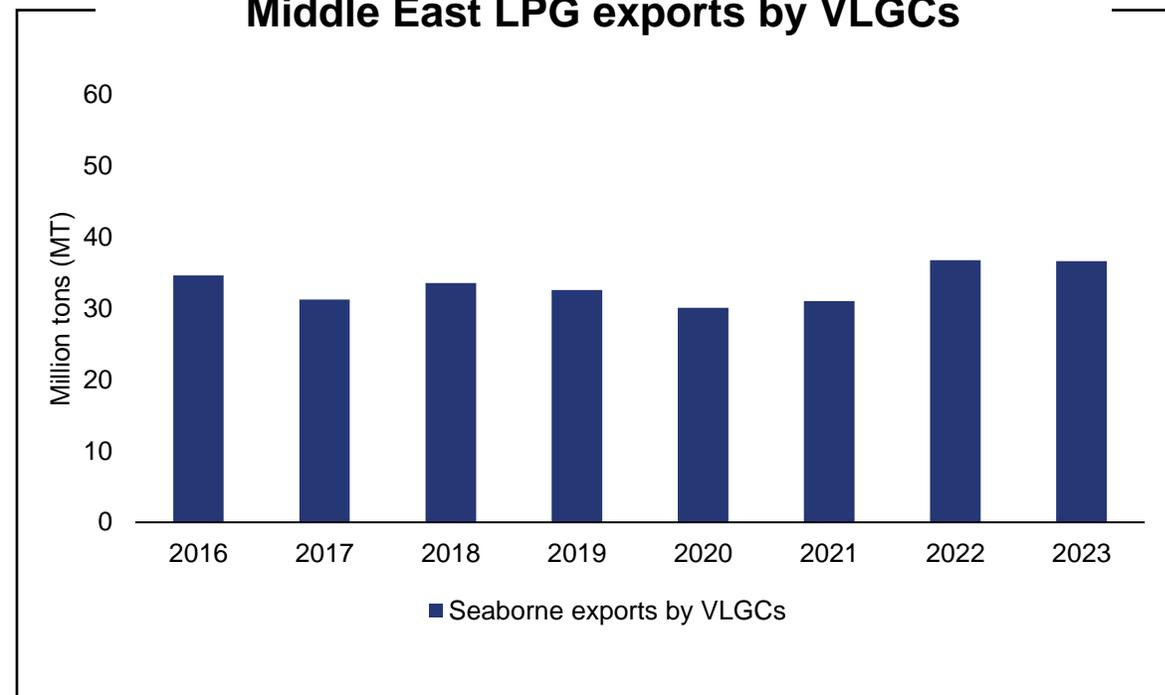
With stable exports from Middle East

North America LPG exports by VLGCs



Item / Year	2019	2020	2021	2022	2023F
North America exports by VLGCs - MT	34	39	44	45	53
North America exports by VLGCs - growth rate (%)	23.1%	14.2%	12.0%	2.9%	17.6%

Middle East LPG exports by VLGCs



Item / Year	2019	2020	2021	2022	2023F
Middle East exports by VLGCs - MT	33	30	31	37	37
Middle East exports by VLGCs - growth rate (%)	-2.9%	-7.6%	3.1%	18.4%	-0.3%

Source: NGL Strategy, BW LPG Research and Analysis
Seaborne exports carried by VLGC only

45 VLGC's Owned and Operated by BW LPG as of 16th May 2023

19 BW LPG
100% ownership

Name	Year	Shipyard
BW Messina	2017	DSME
BW Mindoro	2017	DSME
BW Malacca	2016	DSME
BW Magellan	2016	DSME
BW Frigg	2016	Hyundai H.I.
BW Freyja	2016	Hyundai H.I.
BW Volans	2016	Hyundai H.I.
BW Brage	2016	Hyundai H.I.
BW Tucana	2016	Hyundai H.I.
BW Var	2016	Hyundai H.I.
BW Njord	2016	Hyundai H.I.
BW Balder	2016	Hyundai H.I.
BW Orion	2015	Hyundai H.I.
BW Libra	2015	Hyundai H.I.
BW Leo	2015	Hyundai H.I.
BW Gemini	2015	Hyundai H.I.
BW Carina ¹	2015	Hyundai H.I.
BW Aries ¹	2014	Hyundai H.I.
BW Princess	2008	Hyundai H.I.

8 BW LPG
Time charter in

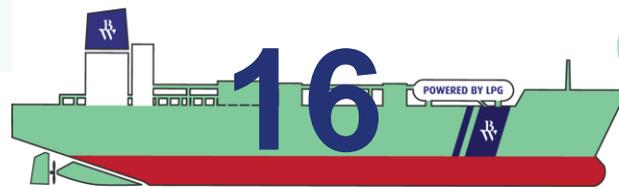
Name	Year	Shipyard
BW Yushi ¹	2020	Mitsubishi H.I.
BW Kizoku ¹	2019	Mitsubishi H.I.
Gas Zenith ¹	2017	Hyundai H.I.
Oriental King	2017	Hyundai H.I.
Legend Prestige	2017	Mitsubishi H.I.
BW Kyoto ²	2010	Mitsubishi H.I.
Berge Nantong	2006	Hyundai H.I.
Berge Ningbo	2006	Hyundai H.I.

8 BW LPG India
52% ownership

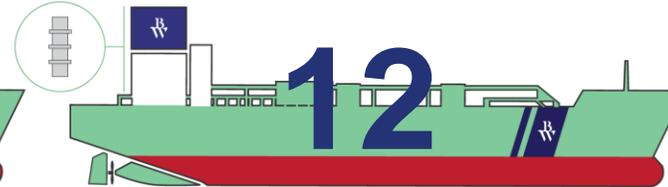
Name	Year	Shipyard
BW Pine	2011	Kawasaki S.C.
BW Lord	2008	DSME
BW Tyr	2008	Hyundai H.I.
BW Loyalty ¹	2008	DSME
BW Oak	2008	Hyundai H.I.
BW Elm	2007	Hyundai H.I.
BW Birch	2007	Hyundai H.I.
BW Cedar	2007	Hyundai H.I.

10 Operated

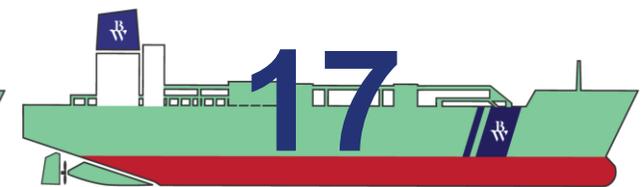
Name	Year	Shipyard	Participant
Kaede	2023	Hyundai H.I.	Product Services
Gas Gabriela ¹	2021	Hyundai H.I.	Product Services
Reference Point ¹	2020	Jiangnan	Product Services
Clipper Wilma	2019	Hyundai H.I.	Product Services
Vivit Atlais ¹	2019	Hyundai H.I.	Vitol
Vivit Thuban ¹	2019	Hyundai H.I.	Vitol
Vivit Fornax ¹	2019	Hyundai H.I.	Vitol
Vivit Dubhe ¹	2019	Hyundai H.I.	Vitol
Ayame	2010	Mitsubishi H.I.	Product Services
BW Tokyo	2009	Mitsubishi H.I.	Exmar



Vessels with dual-fuel propulsion technology



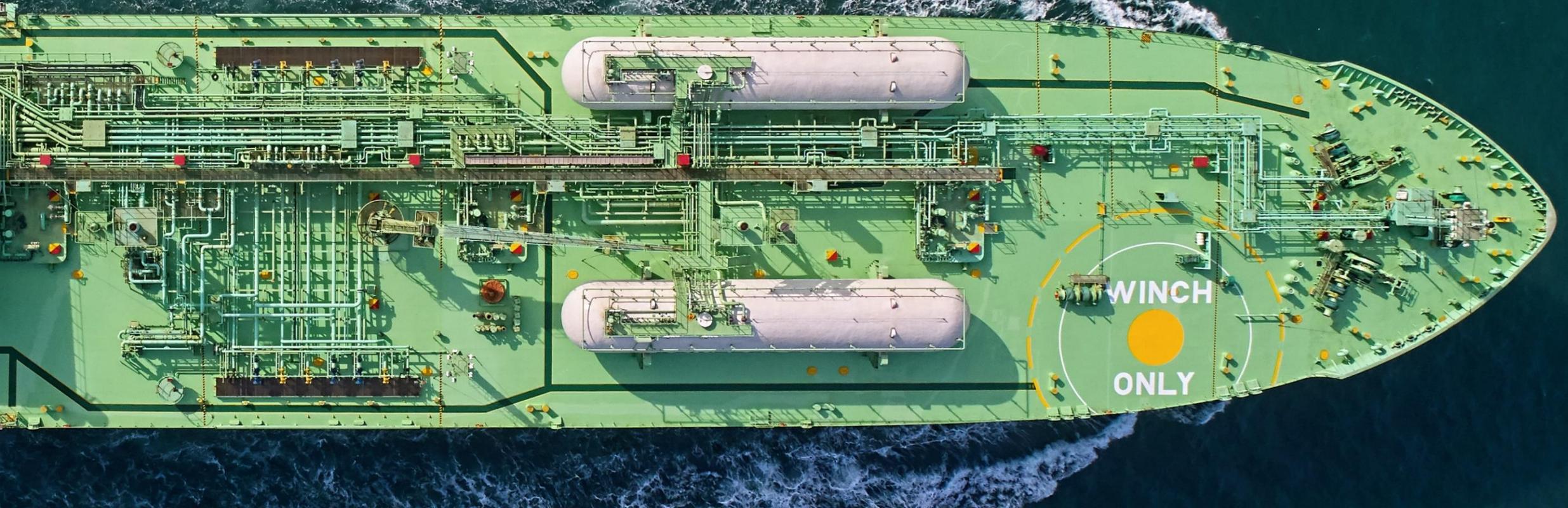
Vessels retrofitted with scrubber technology



Vessels on compliant fuels

1. Vessels with scrubbers installed
2. Exercised purchase option BW Kyoto with expected delivery in Q4 2023

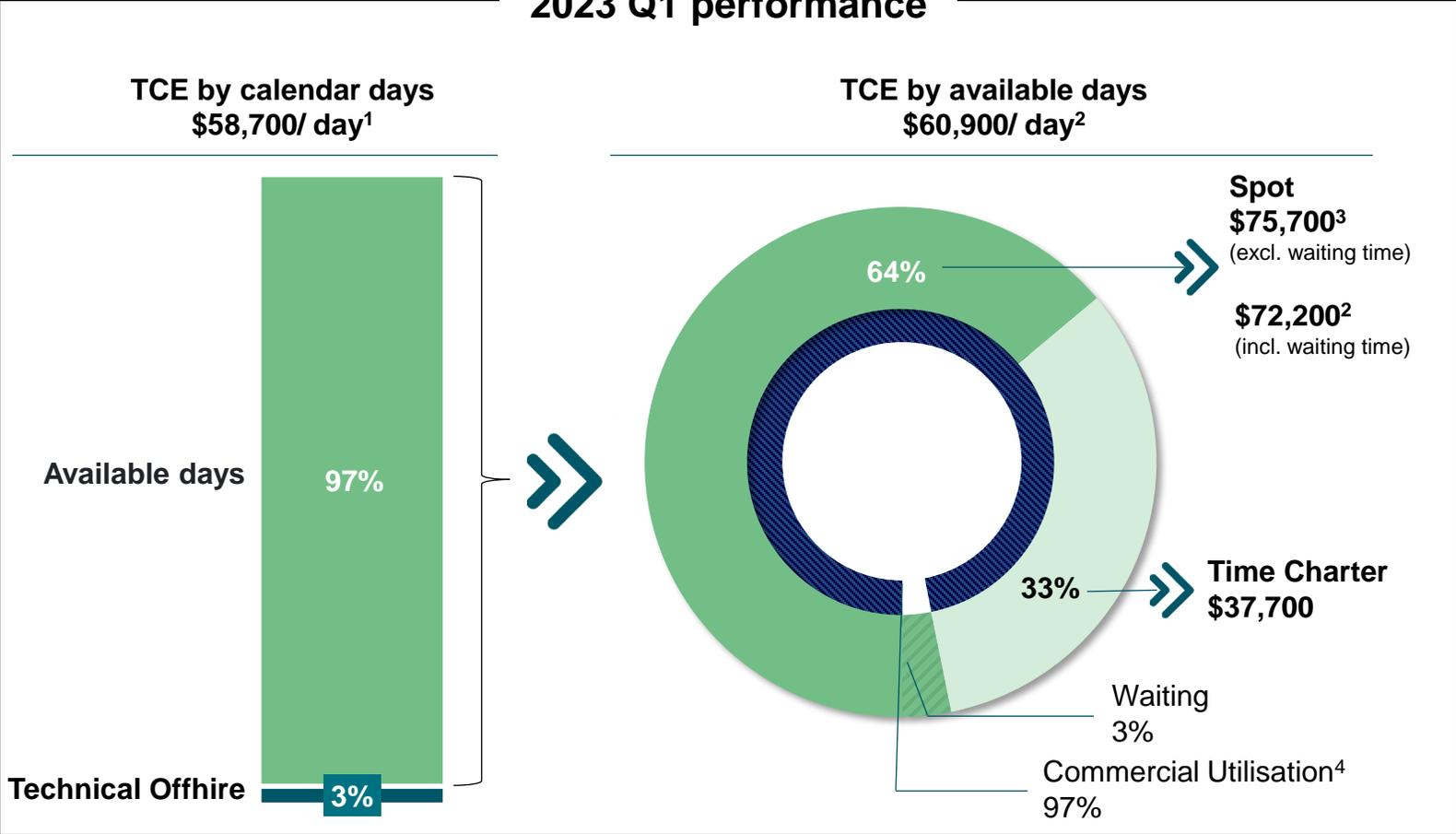
03 Performance



Shipping – Performance

Achieved 97% commercial utilisation generating TCE revenue of USD 60,900 per available day

2023 Q1 performance



Guidance

Q2 2023

- Fixed ~90% of our available fleet days at an average rate of ~USD 50,000 per day⁵

Charter portfolio

- 2023 is 31% covered at USD 38,900 per day
- TC in book covered at USD 29 million profit

2023			
	% of total Fleet	Revenue/ (Cost) in \$m	Average day rate
TC out	21%	\$100	\$38,900
TC in	21%	(\$71)	\$27,600
Net	-	\$29	
Remaining TC out	10%	\$49	\$38,900



1. TCE rates per day are inclusive of both commercial waiting and technical offhire days (i.e. 100% of calendar days)
 2. TCE rates per day are inclusive of commercial waiting days and exclusive of technical offhire days (i.e. 100% of available days)
 3. TCE rates per day are exclusive of both commercial waiting and technical offhire days
 4. Commercial Utilisation is calculated with available days. Using calendar days (i.e. including technical offhire days), utilisation was 94%
 5. Discharge to discharge basis
 6. All calculations and ratios exclude BW Tokyo, as the vessel is on a back to back contract

Product Services – Performance

Keeping a steady course in Q1 2023

\$63M
NAV End of Q1

\$3.1M
Net Profit After Tax

\$605M
Gross Turnover

\$5M
Average VAR

~1MT
Physical LPG Traded

~20%
BW LPG VLGC cargoes
lifted by BW PS



Comment
NPAT is adjusted for USD 17 million depreciation (Right of Use) of 5 TC-in vessels in accordance with IFRS standards

Financial Highlights

Low leverage, strong liquidity, ready for growth opportunities

Key Financials Q1 2023 (USD million)

Income Statement

Gross profit ¹	\$225
EBITDA	\$176
Profit after tax	\$131
Earnings per share ²	\$0.95
Dividends per share	\$0.95

Balance Sheet

Total assets	\$2,604
Total liabilities	\$988
Total shareholders' equity	\$1,616

Cash Flow

Operating cash flow	\$125
Capital expenditure	\$46
Free cash flow ³	\$171

Financial Ratios Q1 2023

Earnings Yield ⁴ (annualised)	51%
Dividend Yield (annualised)	43%
ROE ⁵ (annualised)	33%
ROCE ⁵ (annualised)	24%
Net leverage ratio ⁶	21%
NAV/share (USD) ⁷	\$11.38
NAV/share (NOK) ⁷	NOK 119

1. Gross profit: sum of TCE – income Shipping and Gross profit – Product Services
2. EPS (earnings per share) is computed based on the weighted average number of shares outstanding less treasury shares during the period
3. Free cashflow is computed based on Operating cashflow less of Capital expenditure which comprise additions to property, plant and equipment including proceeds from vessel sales
4. Earnings yield: EPS divided by the share price at the end of the period in USD terms
5. ROE (return on equity) and ROCE (return on capital employed): Computed based on the average equity and capital employed at the end and beginning of the period
6. Net leverage ratio: Total debt less cash over total debt less cash plus equity
7. NAV/share: Total shareholders' equity less Non-controlling interests / number of shares outstanding less treasury shares at the end of the period



BW Magellan sailing in the Indian Ocean.
Picture contributed by Second Officer Shubham Kumar

Financial – Segment Information

Exceptionally strong Q1 driven by the sudden opening of China with low inventories

Q1 2023 (USD million)

	Shipping	Product Services	Consolidated
Gross Revenue	\$288	\$605	\$893
Expenses	(\$113)	(\$555)	(\$668)
Inter-segment	\$25	(\$25)	\$0
Gross profit/(loss)	\$200	\$25	\$225
Depreciation and Amortisation	(\$37)	(\$18)	(\$94)
Gain on disposal of assets held for sale	\$17	-	(\$17)
Other expenses – net	(\$52)	(\$4)	(\$52)
Profit after tax	\$128	\$3	\$131

Shipping Per Day Statistics (USD/Day)

YTD 2023 Daily TCE ¹	\$58,700
YTD 2023 Daily OPEX	\$8,600
FY 2023 Operating cash breakeven ²	
Owned	\$19,600
Total fleet	\$23,100

Product Services Statistics

YTD 2023 Physical LPG traded	~1MT
Average Value at risk (VAR) (million)	~\$5
Capital committed (million), (unchanged)	~\$100

LPG-powered BW Leo
crossing the Panama
Canal.



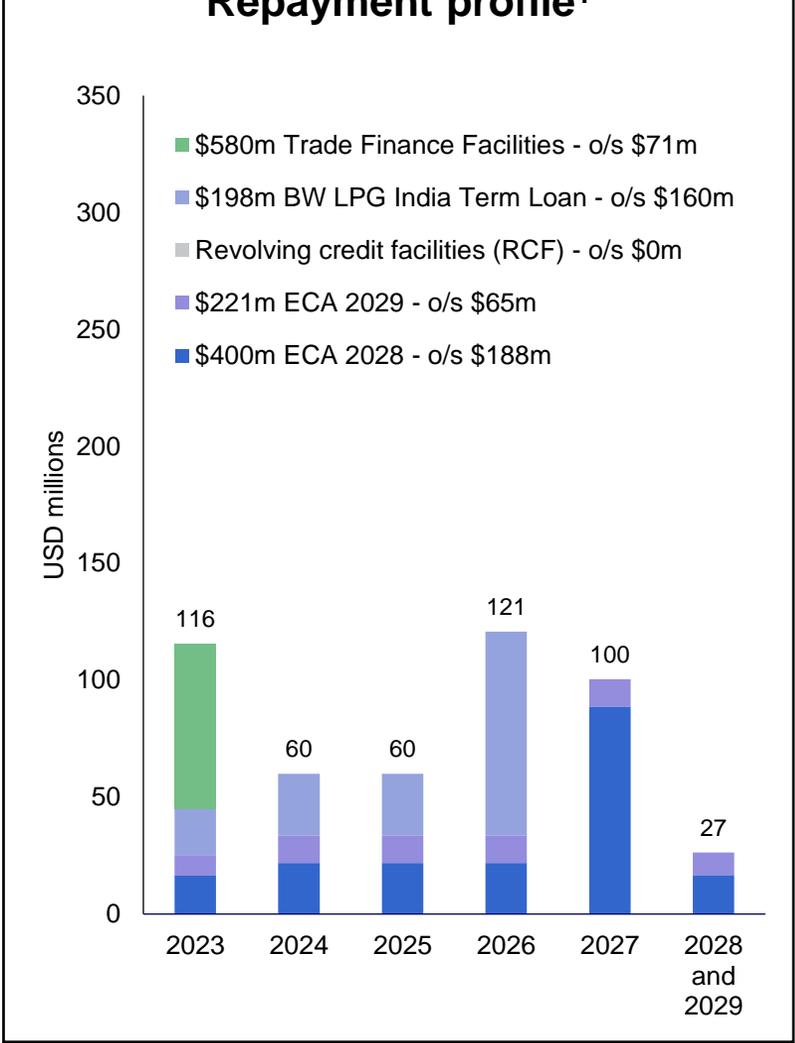
Financial – Financing Structure and Repayment Profile

Ample liquidity at USD 532 million with a light debt position

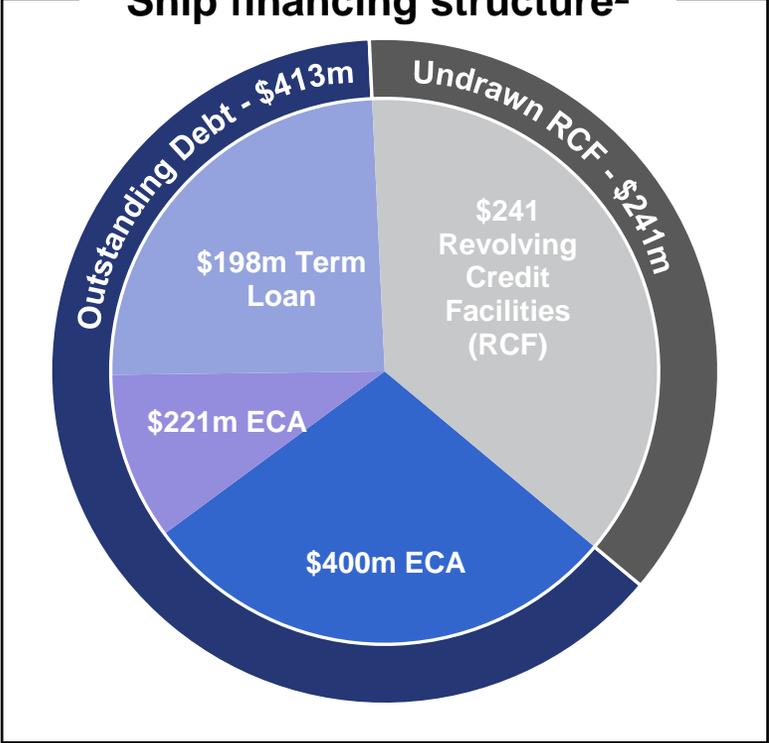
Total Available Liquidity

	USD (millions)
Undrawn amount under revolving credit facility	241
Cash ¹	291
Total available liquidity	532

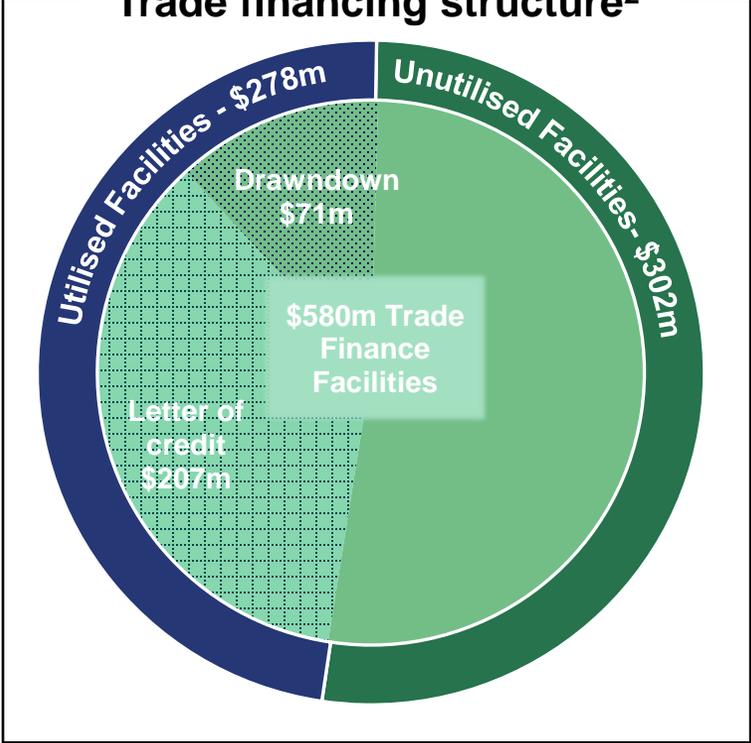
Repayment profile¹



Ship financing structure²

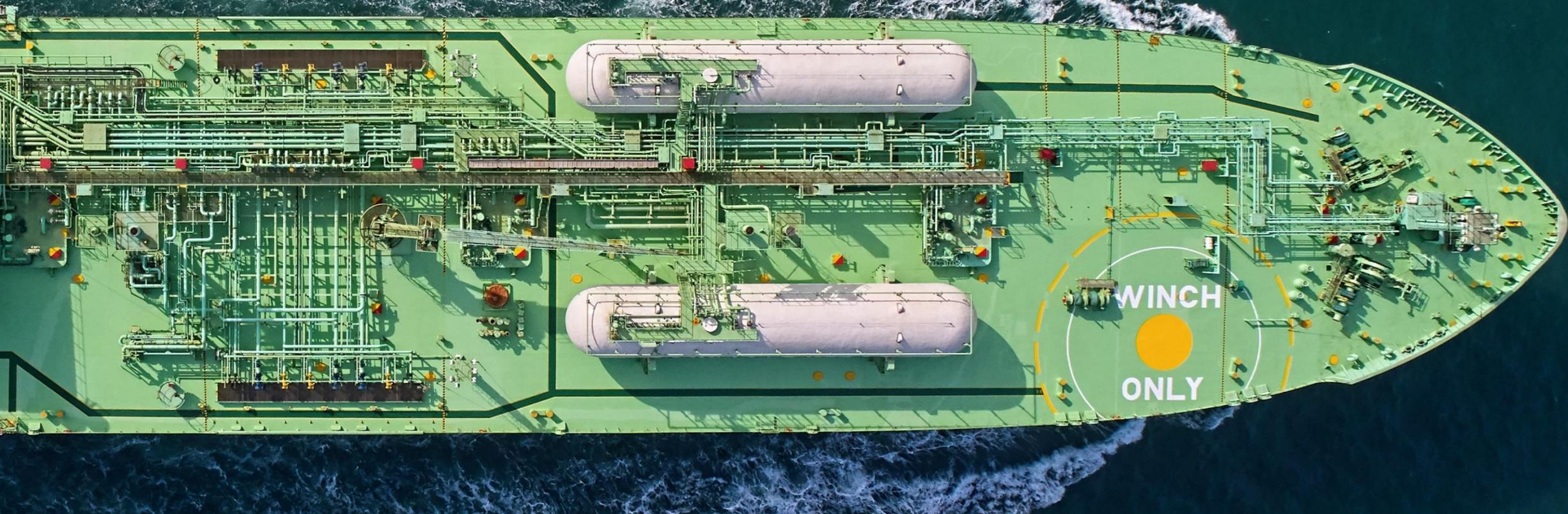


Trade financing structure²



As at 31 March 2023
 1.Cash presented excludes \$38m held in broker margin accounts
 2.Excludes lease liabilities, capitalised fees, and interest payable

04 Q&A



Q&A



CEO Anders Onarheim

Deputy CEO & Head of Strategy Kristian Sørensen

CFO Elaine Ong

EVP (Commercial) Niels Rigault



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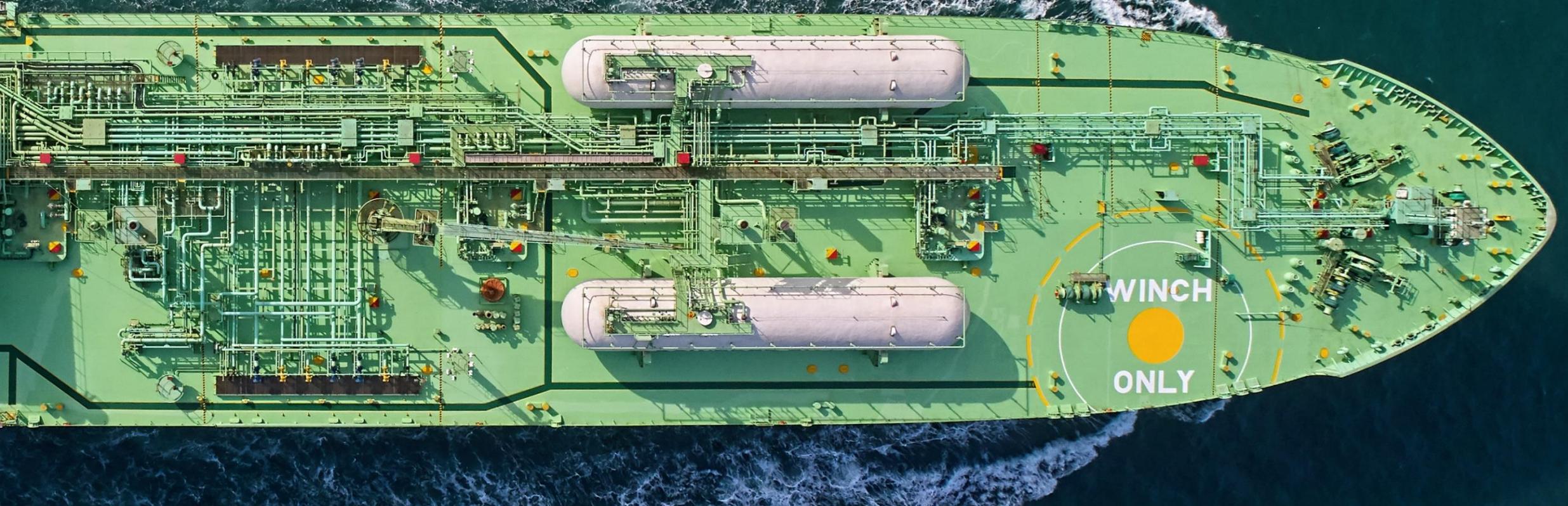
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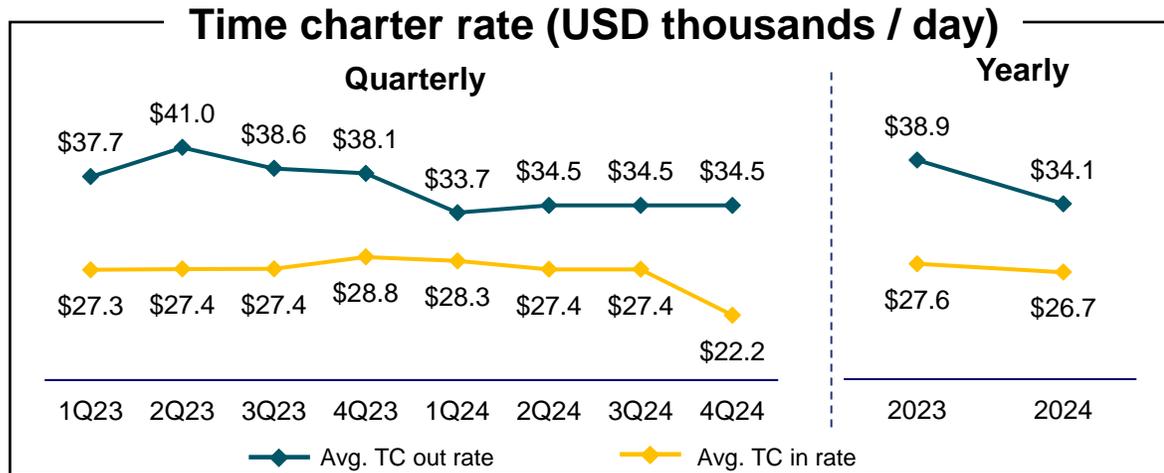
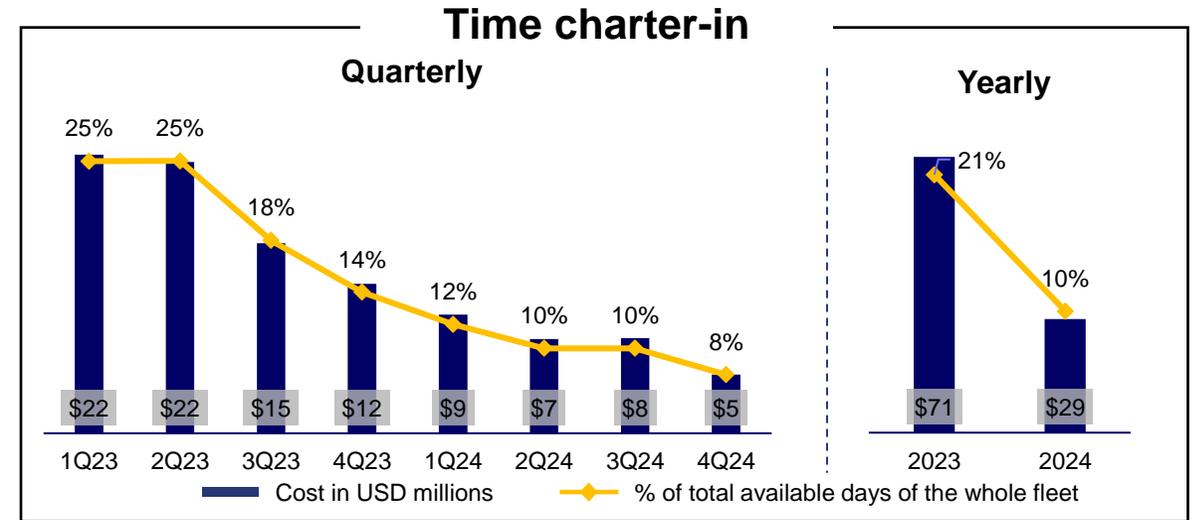
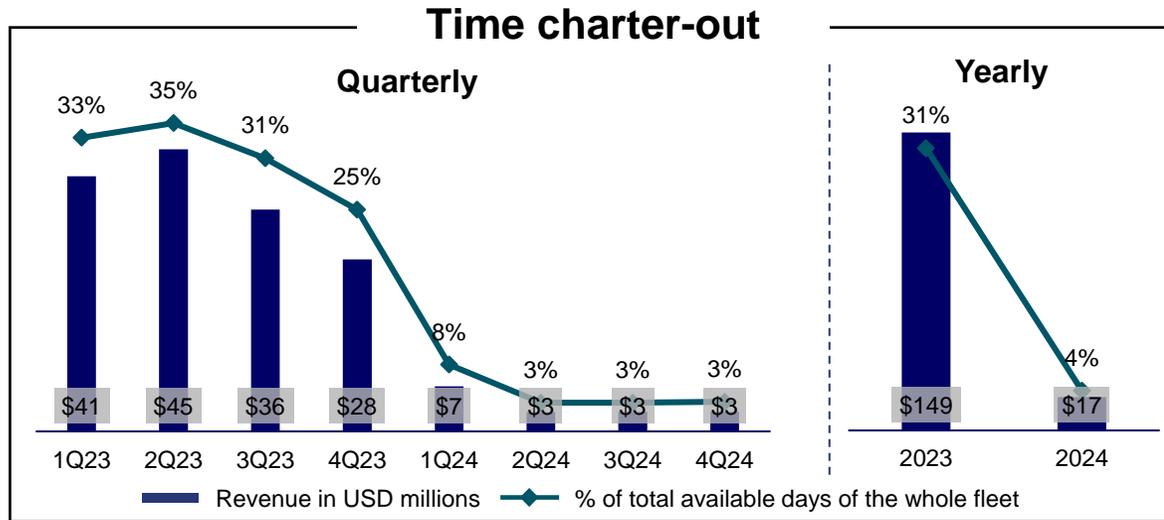


05 Appendices



VLGC Charter Portfolio Overview

Time charter-out coverage for 2023 at 31% at an average rate of USD 38,900 per day



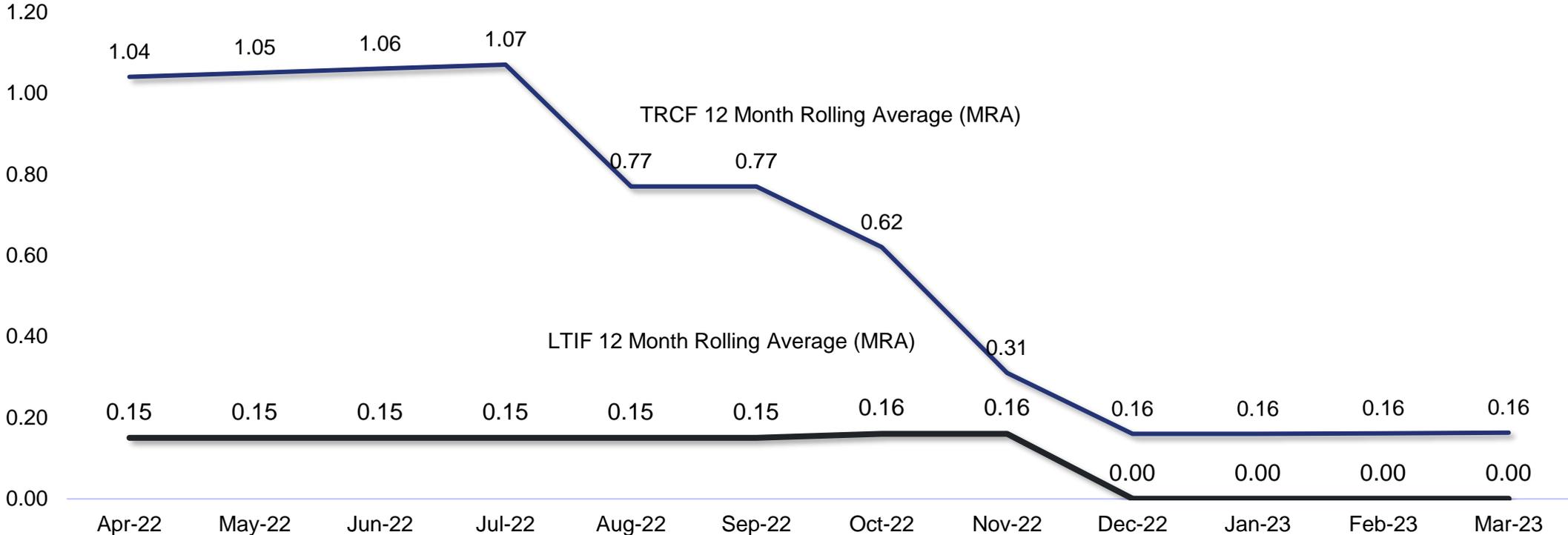
Net time charter position

2023 Time charter			
	% of total fleet	Revenue/ (Cost) in \$m	Average day rate
TC out	21%	\$100	\$38,900
TC in	21%	(\$71)	\$27,600
Net	-	\$29	
Remaining TC out	10%	\$49	\$38,900

1. % of fleet ratio is basis: TC out is based on total available days and TC in is based on total calendar days

Fleet Safety Statistics

Safety and Zero Harm onboard remain our key focus, especially during challenging times



Total Recordable Case Frequency (TRCF): Work-related fatalities and injuries per one million hours worked

Lost Time Injury Frequency (LTIF): Workplace fatalities and injuries that leads to lost work time, per one million hours worked

Data as of 31 March 2023

Shipping Segment Charter Portfolio 2023-2024

Overall contract coverage stands at 31% for 2023 (as of 31 March 2023)

	Q1 2023	Q2 2023E	Q3 2023E	Q4 2023E	2023E	2024E
Owned days	2,600	2,426	2,484	2,530	10,040	10,248
Time charter in days	810	786	550	413	2,559	1,091
Total calendar days	3,410	3,212	3,034	2,943	12,599	11,339
Offhire ¹	118	20	31	35	204	113
Total available days (Net of offhire)	3,292	3,192	3,003	2,908	12,395	11,226
Spot days (Net of offhire)	2,208	2,089	2,084	2,185	8,566	10,738
Time charter out days (Net of offhire)	1,084	1,103	919	723	3,829	488
% Spot days	67%	65%	69%	75%	69%	96%
% TC days	33%	35%	31%	25%	31%	4%

TCE rates

Spot	\$72,200	–	–	–	–	–
Time charter out	\$37,700	\$41,000	\$38,600	\$38,100	\$38,900	\$34,100
VLGC TCE rate (Net of offhire)	\$60,900	–	–	–	–	–

Notes:

BW LPG India Charter Portfolio is a subset of the Shipping Segment Charter Portfolio
Pool revenue distributed to participants and the associated days are excluded from the presentation

1. Offhire is assumed to be 3 days per year per vessel, distributed equally per quarter, during the years the vessel does not have planned dry dockings

BW LPG India Charter Portfolio 2023-2024

Contract coverage stands at 82% for 2023 (as of 31 March 2023)

	Q1 2023	Q2 2023E	Q3 2023E	Q4 2023E	2023E	2024E
Owned days	720	728	736	736	2,920	2,928
Time charter in days	–	–	–	–	–	–
Total calendar days	720	728	736	736	2,920	2,928
Offhire ¹	77	4	4	19	104	24
Total available days (Net of offhire)	643	724	732	717	2,816	2,904
Spot days (Net of offhire)	58	91	102	244	495	2,779
Time charter out days (Net of offhire)	585	633	630	473	2,321	125
% Spot days	9%	13%	14%	34%	18%	96%
% TC days	91%	87%	86%	66%	82%	4%

TCE rates

Spot	\$88,300	–	–	–	–	–
Time charter out	\$32,300	\$35,100	\$35,100	\$34,900	\$34,400	\$33,100
VLGC TCE rate (Net of offhire)	\$37,400	–	–	–	–	–

1. Offhire is assumed to be 3 days per year per vessel, distributed equally per quarter, during the years the vessel does not have planned dry dockings