

# Diamond S Shipping Inc.

Fourth Quarter 2019 Earnings Presentation March 5, 2020



# **Disclaimer and Forward-Looking Statements**



Matters discussed in this presentation may constitute forward-looking statements. Forward-looking statements include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions. Although management believes that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond the Company's control, there can be no assurance that the Company will achieve or accomplish these expectations, beliefs or projections.

Some factors that, in the Company's view, could cause actual results or conditions to differ materially from those discussed in the forward-looking statements include unforeseen liabilities; future capital expenditures, revenues, expenses, earnings, synergies, economic performance, indebtedness, financial condition, losses, future prospects, business and management strategies for the management, expansion and growth of the Company's operations; risks relating to the integration of assets or operations of entities that it has or may in the future acquire and the possibility that the anticipated synergies and other benefits of such acquisitions may not be realized within expected timeframes or at all; the failure of counterparties to fully perform their contracts with the Company; the strength of world economies and currencies; the duration and impact of the COVID-19 (coronavirus) outbreak; general market conditions, including fluctuations in charter rates and vessel values; changes in demand for tanker vessel capacity; changes in the Company's operating expenses, including bunker prices, drydocking and insurance costs; the market for the Company's vessels; availability of financing and refinancing; charter counterparty performance; ability to obtain financing and comply with covenants in such financing arrangements; changes in governmental rules and regulations or actions taken by regulatory authorities; potential liability from pending or future litigation; general domestic and international political conditions; potential disruption of shipping routes due to accidents or political events; vessels breakdowns and instances of off-hires; and other factors. Please see the Company's filings with the SEC for a more complete discussion of certain of these and other risks and uncertainties.

The Company undertakes no obligation, and specifically declines any obligation, except as required by law, to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



## Highlights & Business Overview Craig H Stevenson, Jr., CEO



#### DAILY STATISTICS FOR FOURTH QUARTER 2019

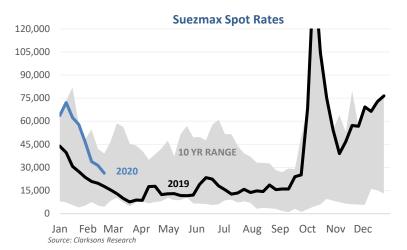
	CRUDE	PRODUCTS		
Spot TCE <sup>(1)</sup>	\$43,703 per day	\$15,677 per day		
TCE <sup>(1)</sup>	40,443 per day	15,322 per day		
Vessel expenses <sup>(2)</sup>	7,829 per day	7,092 per day		
General & administrative (cash) <sup>(3)</sup>	1,042 per day	1,042 per day		
TCE less Vessel expenses less G&A	31,572 per day	7,188 per day		

#### FOURTH QUARTER 2019 RESULTS

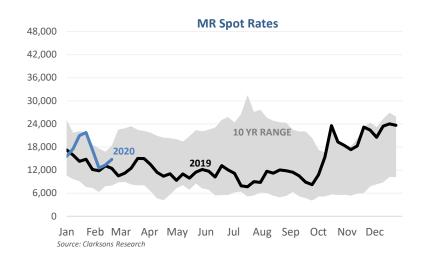
- Net income of \$26.1 million or \$0.65 per share
   Includes a loss on extinguishment of debt of \$4.0 million recognized in Q4 2019 due to refinancing of debt facilities
- > Adjusted EBITDA of \$69.9 million
- Cash and restricted cash: \$89.2 million; \$15.0 million available on revolvers
- Working capital approximately \$75 mm, up about \$30 mm from Q3 2019

DSSI: 80% fixed = \$15,900/day

#### **CURRENT MARKET ENVIRONMENT IN Q1 2020**



#### DSSI: 73% fixed = \$47,000/day



#### NOTES

1. TCE rates are a non-GAAP measure. Please refer to non-GAAP measure disclosures at the end of this presentation.

2. The vessel operating expenses we incur primarily consist of crew wages and associated costs, insurance premiums, lubricants and spare parts, and repair and maintenance costs and technical management fees. Excluded in above are nonrecurring costs or benefits. Daily vessel expenses are based on total operating days, which are the number of calendar days in the period of owned vessels.

3. General and administrative expenses (cash) excludes non-cash compensation expenses.

# **Current Market**



### Uncertainty in near term as coronavirus continues to spread, but longer term outlook remains positive.

#### **BEARISH FACTORS IN THE OIL MARKETS**

#### Coronavirus affecting worldwide markets.

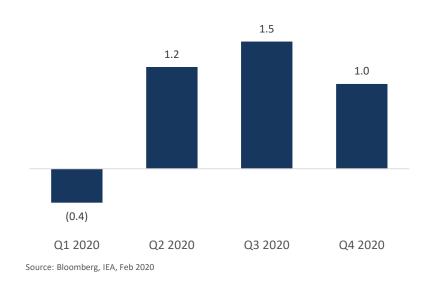
Bloomberg commodity index

#### Other Factors include:

- Inventories at 60.5 days forward demand near 10 year averages
- OPEC+ has continued limits on production quantities
- Chinese cuts on refinery runs

#### **BULLISH FACTORS IN THE TANKER MARKETS**

### Oil demand expected to return later in year.



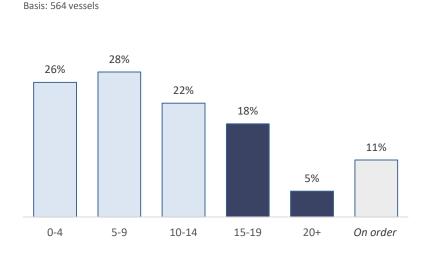
#### Other Factors include:

- Oil market in contango
- Reemergence of arbitrage opportunities
- Fuel spreads tightening

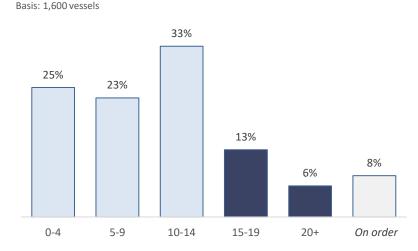
# **Tanker Fundamentals**

### Tanker earnings supported by low tanker supply growth and rising demand growth

#### SUEZMAX FLEET PROFILE



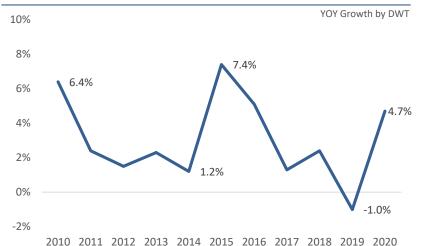
### MR FLEET PROFILE



#### **CRUDE TANKER DEMAND GROWTH**



#### PRODUCT TANKER DEMAND GROWTH



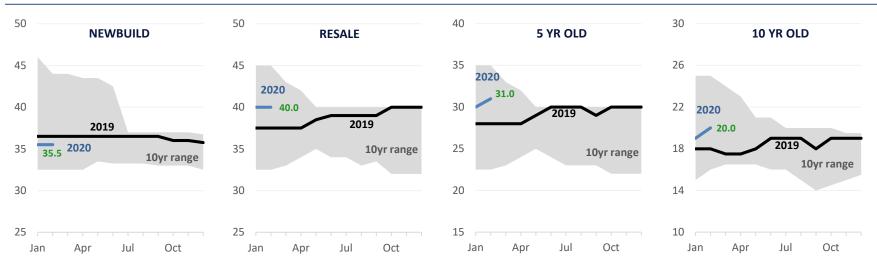
### **Asset Values**

### Continued value in secondhand market

#### SUEZMAX FLEET \$mm



#### MR FLEET \$mm





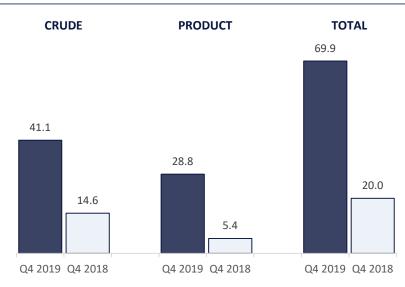
## Financial Overview Kevin Kilcullen, CFO

#### ADJUSTED NET INCOME \$mm ADJUSTED EPS \$/share

Adjusted to exclude the loss on extinguishment of debt



#### ADJUSTED EBITDA \$mm



#### TCE RATES \$mm

	Crude Fleet	Product Fleet
Q4 2019 Spot	\$ 43,703	\$ 15,677
Q4 2018	22,951	9,615
Q4 2019 Total	40,443	15,322
Q4 2018	22,951	10,209
Q1 2020 Booked to-date <sup>(1)</sup> Total TCE	47,000 (73% of available days)	15,900 (80% of available days)
(1) As of February 28 2020		
See Non-GAAP Measures at the end of t	the presentation	

#### CASH FLOWS \$mm, includes restricted cash





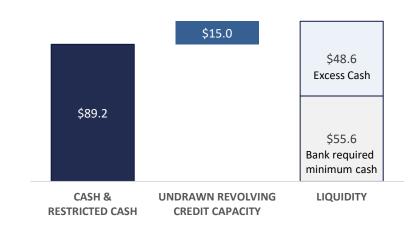
#### **CONDENSED BALANCE SHEET**

Assets	\$mm	Liabilities & Equity	\$mm
Cash and cash equivalents	\$83.6	Current portion of debt	\$134.4
Other current assets	126.0	Other current liabilities	46.0
- Current assets	209.6	- Current liabilities	180.4
Restricted cash	5.6	Long-term debt	744.1
Vessels, net	1,865.7	Equity	1,169.1
Deferred drydocking	37.3	Noncontrolling interest	34.8
Other noncurrent	10.2		
- Total Assets	2,128.4	- Total Liabilities & Equity	2,128.4

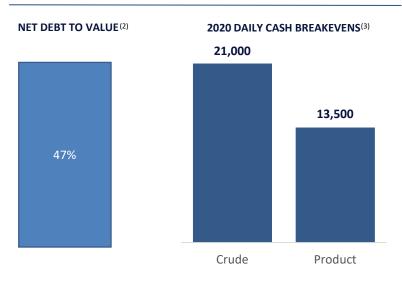
#### **DEBT SCHEDULE**

Name	# Collateral Vessels	Outstanding 12/31 \$mm	ng Margin Quarterly Repayment <sup>Şmm</sup>		12/31 Margin Repayment		12/31 Margin		Maturity Date
525mm Facility	36	\$515.0	250 bps	\$18.8	2024				
66mm Facility <sup>(1)</sup>	2	51.8	325 bps	1.1	2021				
360mm Facility	28	327.5	265 bps	13.7	2024				
Deferred Fees		(15.9)							
Total	66	\$878.4		\$33.6					

#### CASH & LIQUIDITY \$mm



#### **OTHER STATISTICS**



Note: Data as of December 31, 2019 except cash break even - see note 3.

1. This facility relates to a joint venture, in which Diamond S is a 51% owner.

2. Loan-to-value is based on brokers in conjunction with debt compliance.

3. Cash breakeven is an average estimate in 2020 and includes daily vessel expenses, general & administrative expenses and debt service.

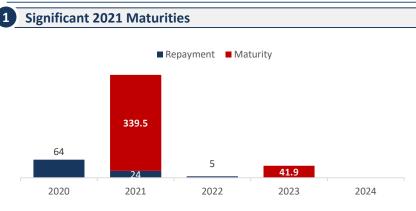
4. Debt service costs are based on forward LIBOR curve and mandatory repayments on existing debt.

# Refinancing



# On December 27, 2019, DSSI announced the refinancing of 3 facilities with a \$525 facility, composed of \$375 mm term loan and \$150 mm revolver.

#### **OLD FACILITY & CONSOLIDATED STATISTICS**



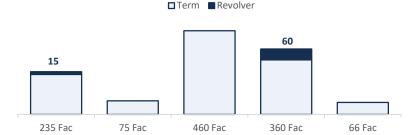
#### Margin Reflected PrivateCo Rates

2

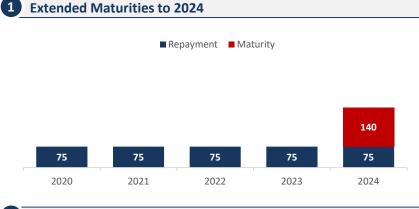
3

Name	# Collateral Vessels	Outstanding 12/30	Margin
235mm Facility	8	\$180.2	275 bps
75mm Facility	2	58.1	220 bps
460mm Facility	26	262.2	280 bps
Total	36	\$500.5	270 bps

#### Limited Revolving Facilities



#### **NEW FACILITY & CONSOLIDATED STATISTICS**

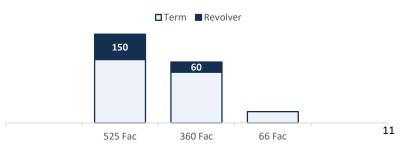


### 2 Lowered Margin

### 525 mm Facility: 250 bps

20 bps savings = \$1mm/year = \$0.03/share

### 3 Larger Revolver to Support Growth



DRYDOCKING

#### 2020 CAPEX SCHEDULE \$mm



12

# **Capital Allocation**



Management expects to have discretionary free cash flow in the coming years given the expected strength of the tanker market. Asset sales may also generate excess cash. While debt covenants allow for restricted payments to consist of 50% of net income, the Company has considered the following:

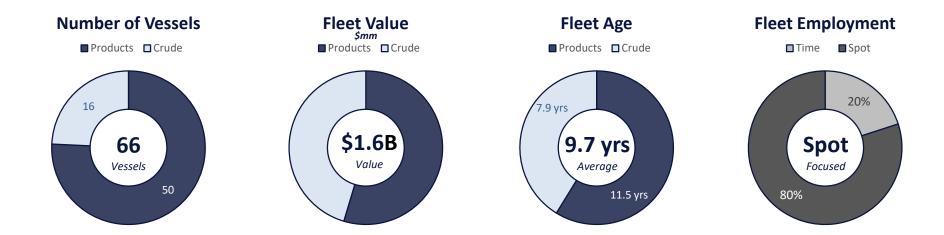
A	Opportunistic Deleveraging	<ul> <li>The Company has \$210mm in revolver capacity (of which currently \$195mm is drawn)</li> <li>Higher undrawn revolver capacity allows us to manage future freight rate cycles, protect against working capital swings and move quickly on attractive opportunities</li> <li>Target net leverage at this point in the cycle – 40 - 50% Loan-to-value (<i>net debt/gross assets</i>)</li> </ul>
В	Share Repurchase Program	<ul> <li>\$50 million repurchase program allows for flexibility to return value to shareholders</li> <li>Monitor share price and relationship to NAV</li> <li>Significant accretion in NAV/share and EPS through buying DSSI shares at current levels</li> </ul>
С	Dividends	<ul> <li>Levered spot bulk shipping assets generally not supportive of fixed dividend structure</li> <li>Earnings in this industry are volatile on spot basis</li> <li>The Company may look to balance the repurchase program with a dividend policy in the future</li> </ul>
D	Asset Purchases Growth Capex	<ul> <li>Purchase additional vessels to build scale and value</li> <li>Ability to grow the Diamond S platform with limited incremental overhead</li> <li>Reinvestment into growth capex (e.g. scrubbers) may enhance future earnings</li> </ul>



### Closing Remarks Craig H Stevenson, Jr., CEO

# **DSSI** at a Glance



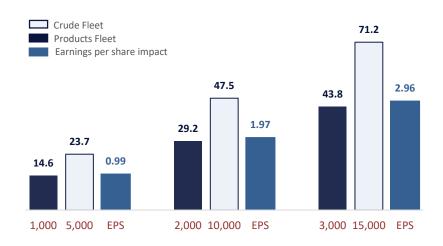


### **INVESTMENT HIGHLIGHTS**

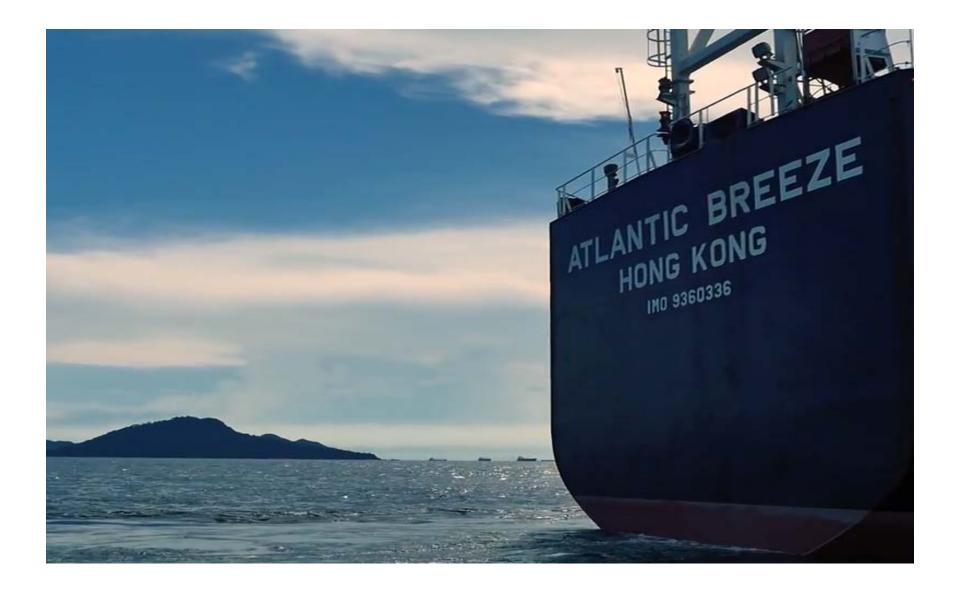
Large, Diversified Tanker Fleet in Crude and Products
 Low Cash Break Even Levels
 Significant Exposure to Spot Market
 Management's Track Record

### ....GEARED TO MARKET UPSIDE

If rates increase by **below** per day, net income increases by **USD mm** 











# Fleet List



### CRUDE FLEET

	Aframax								
	Vessel Name	Built	DWT						
1	Aristaios	2017	113,689						
	Suezmax								
	Vessel Name	Built	DWT						
2	Miltiadis M II	2006	162,397						
3	Aias	2008	150,393						
4	Amoureux	2008	149,993						
5	Brazos	2012	158,537						
6	Colorado	2012	158,615						
7	Frio	2012	159,000						
8	Pecos	2012	158,465						
9	Red	2012	159,068						
10	Rio Grande	2012	159,056						
11	Sabine	2012	158,493						
12	San Saba	2012	159,018						
13	Loire	2016	157,463						
14	Namsen	2016	157,543						
15	San Jacinto	2016	158,658						
16	Trinity	2016	158,734						

### **PRODUCT FLEET**

DWT

47,872

47,781

47,782

47,782

49,999

49,999

47,786

47,834 47,872

49,999

51,258

49,999

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49,999

51,218

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17 Assos

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24 Avax

26 Citron

18 Akeraios

Anemos I

21 Atlantic Breeze

22 Atlantic Frontier

20 Apostolos

Atrotos

Axios

27 Alexandros II

30 Alpine Mia

32 Aristotelis II33 Atlantic Gemini

35 Atlantic Lily

36 Atlantic Olive

37 Atlantic Rose38 Atlantic Star

Citrus

41 High Jupiter

43 High Mercury

Aegean Wave

47 Alpine Moment

48 Alpine Mystery

44 High Saturn45 Adriatic Wave

42 High Mars

Atlantic Titan

31 Aris II

34

39

40

46

28 Alpine Madeleine

Atlantic Grace

29 Alpine Mathilde

**Vessel Name** 

#### MR (cont'd)

	Vessel Name	Built	DWT
49	Atlantic Mirage	2009	51,476
50	Atlantic Muse	2009	51,498
51	Atlantic Pisces	2009	49,999
52	Atlantic Polaris	2009	49,999
53	Ayrton II	2009	51,260
54	Pacific Jewel	2009	48,012
55	Alpine Maya	2010	51,501
56	Alpine Melina	2010	51,483
57	Active	2015	50,136
58	Amadeus	2015	50,108
59	Amor	2015	49,999
60	Anikitos	2016	50,082

#### Handysize

	Vessel Name	Built	DWT
61	Agisilaos	2006	36,760
62	Aktoras	2006	36,759
63	Alkiviadis	2006	36,721
64	Arionas	2006	36,725
65	Atlantas II	2006	36,760
66	Aiolos	2007	36,725



This presentation includes certain non-GAAP financial measures, including Time Charter Equivalent ("TCE") revenue, EBITDA and Adjusted EBITDA. Management believes these measures are useful to investors and are designed to complement the financial information presented in accordance with generally accepted accounting principles of the United States of America. TCE is used to compare a voyage charter, where the owner earns revenues and pays related voyage expenses, to a time charter, where the owner is paid a fixed amount each day by the customer. TCE represents voyage revenues, which commence at the time a vessel departs its last discharge port and end at the time the discharge of cargo at the next discharge port is complete, less voyage expenses incurred over such time. TCE rates assists the Company's management in making decisions regarding the deployment and use of its vessels. EBITDA represents net (loss)/income before interest expense, income taxes and depreciation and amortization expense. Adjusted EBITDA consists of EBITDA adjusted for the impact of certain items that we do not consider indicative of our ongoing operating performance. Management uses EBITDA and Adjusted EBITDA to monitor ongoing operating results and evaluate trends over comparable periods. We present non-GAAP measures when we believe that the additional information is useful and meaningful to investors. Non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by other companies. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP. See Appendix for a reconciliation of certain non-GAAP measures to the comparable GAAP measures.

This presentation also contains estimates and other information concerning our industry that are based on industry publication.

The historical consolidated financial statements of DSS LP and all of its directly owned subsidiaries for periods prior to the Merger (as defined herein) are considered to be the predecessor financial statements of the Company. In January 2019, DSS LP's Board of Directors approved changing the Company's fiscal year end to December 31 of each calendar year from March 31. Both the three month period ending December 31, 2018 and twelve month period ending December 31, 2018 are unaudited consolidated financial statements and are included herein to provide historical comparative financial results. The twelve month period ended December 31, 2018 reflects the addition of the audited nine months ended December 31, 2018 (available in our registration statement on Form 10 that was filed with the SEC on December 21, 2018, as thereafter amended) and the unaudited three months ended March 31, 2018 (available in our quarterly report on Form 10-Q filed with the SEC on May 15, 2019).

# Time Charter Equivalent Rates and Vessel Expenses S/per day



The following table represents a detailed breakdown by fleet of time charter equivalent ("TCE") daily rates and related revenue and operating days for the three months and nine month ended September 30, 2019 and 2018. TCE represents shipping revenues, which commence at the time a vessel departs its last discharge port and end at the time the discharge of cargo at the next discharge port is complete, less voyage expenses incurred over such time. TCE rates are a non-GAAP measure, generally used in the shipping industry, used to compare revenue generated from voyage charters to revenue generated from time charters. TCE rates assists the Company's management in making decisions regarding the deployment and use of its vessels and in evaluating the financial performance of vessels under commercial management.

	For the Three Months Ended December 31,				For the Twelve Months Ended December 31,				
	2019		2018		2019		2018		
			Product	Crude	Product		Product	Crude	Product
	Cru	de Fleet	Fleet	Fleet	Fleet	Crude Fleet	Fleet	Fleet	Fleet
Time Charter TCE per day <sup>(1)</sup>	\$	26,335	\$ 14,153	\$ -	\$ 16,179	\$ 26,242	\$ 14,347	\$ -	\$ 16,213
Spot TCE per day <sup>(2)</sup>		43,703	15,677	22,951	9,615	24,339	13,860	15,313	9,841
Total TCE per day <sup>(2)</sup>	\$	40,443	\$ 15,322	\$ 22,951	\$ 10,209	\$ 24,517	\$ 13,969	\$ 15,313	\$ 10,434
Vessel expenses per day <sup>(3)</sup>	\$	7,829	\$ 7,092	\$ 7,322	\$ 7,237	\$ 7,316	\$ 6,632	\$ 7,262	\$ 6,758
Revenue days <sup>(4)</sup>		1,471	4,534	1,104	2,991	5,324	16,378	4,336	11,686
Operating days <sup>(4)</sup>		1,472	4,600	1,104	3,036	5,496	16,957	4,380	12,045

(1) Time charter equivalent ("TCE") revenue represents voyage revenues, which commence at the time a vessel departs its last discharge port and end at the time the discharge of cargo at the next discharge port is complete, less voyage expenses incurred over such time. TCE rates are a non-GAAP measure, generally used in the shipping industry, used to compare revenue generated from voyage charters to revenue generated from time charters. TCE rates assist the Company's management in making decisions regarding the deployment and use of its vessels and in evaluating the financial performance of vessels under commercial management. See Non-GAAP Measures below

(2) Revenues are derived on a discharge-to-discharge basis less voyage expenses which primarily consist of fuel costs and port charges incurred over the same period. Voyage revenues, as presented in the income statement, are reported under a load-to-discharge basis under U.S. GAAP. A reconciliation is provided in the Non-GAAP Measures section below.

(3) The vessel operating expenses primarily consist of crew wages and associated costs, insurance premiums, lubricants and spare parts, technical management fees and repair and maintenance costs and excludes nonrecurring items.

(4) Operating days include the calendar days in the period of owned vessels. Revenue days represent operating days less technical off-hire and drydocking.

# Reconciliation of Voyage Revenue to TCE \$/per day



The following table represents a detailed breakdown by fleet of time charter equivalent ("TCE") daily rates and related revenue and operating days for the three months and nine months ended September 30, 2019 and 2018. TCE represents shipping revenues, which commence at the time a vessel departs its last discharge port and end at the time the discharge of cargo at the next discharge port is complete, less voyage expenses incurred over such time. TCE rates are a non-GAAP measure, generally used in the shipping industry, used to compare revenue generated from voyage charters to revenue generated from time charters. TCE rates assists the Company's management in making decisions regarding the deployment and use of its vessels and in evaluating the financial performance of vessels under commercial management.

	For the Three Months Ended December 31,				For the T	welve Month	s Ended Decei	nber 31,	
	2019		2018		2019		2018		
			Product	Crude	Product	Current Start	Product	Crude	Product
	C	rude Fleet	Fleet	Fleet	Fleet	Crude Fleet	Fleet	Fleet	Fleet
Voyage revenue	\$	79,684	\$106,623	\$ 33,946	\$ 63,585	\$212,788	\$366,996	\$124,141	\$244,476
Voyage expense		(24,055)	(39,179)	(8,608)	(33,858)	(88,438)	(142,237)	(57,880)	(124,629)
Amortization of time charter contracts acquired		581	176	-	60	1,762	627	-	240
Off-hire bunkers in voyage expenses		6	262	-	751	625	1,539	137	1,842
Load-to-discharge/Discharge-to-discharge		3,265	1,514	-	-	3,800	1,809	-	-
Revenue from sold vessels		-	77	-	-	-	50	-	-
TCE Revenue (000s)	\$	59,481	\$ 69,473	\$ 25,338	\$ 30,538	\$130,537	\$228,784	\$ 66,398	\$121,929
Operating days <sup>(1)</sup>		1,472	4,600	1,104	3,036	5,496	16,957	4,380	12,045
Off-hire/Dry Docking days		1	66	-	45	172	579	44	359
Revenue days <sup>(1)</sup>		1,471	4,534	1,104	2,991	5,324	16,378	4,336	11,686
TCE per day	\$	40,443	\$ 15,322	\$ 22,951	\$ 10,209	\$ 24,517	\$ 13,969	\$ 15,313	\$ 10,434

# Reconciliations



#### Reconciliation of net income/(loss) to Adjusted EBITDA

EBITDA represents net income/(loss) before interest expense, income taxes and depreciation and amortization expense. Adjusted EBITDA consists of EBITDA adjusted for the impact of certain items that we do not consider indicative of our ongoing operating performance. EBITDA and Adjusted EBITDA are presented to provide investors with meaningful additional information that management uses to monitor ongoing operating results and evaluate trends over comparative periods. EBITDA and Adjusted EBITDA do not represent, and should not be considered a substitute for, net income/(loss) or cash flows from operations determined in accordance with GAAP. EBITDA and Adjusted EBITDA have limitations as analytical tools, and should not be considered in isolation, or as a substitute for analysis of our results reported under GAAP. Some limitations are:

- EBITDA and Adjusted EBITDA do not reflect our cash expenditures, or future requirements for capital expenditures or contractual commitments;
- EBITDA and Adjusted EBITDA do not reflect changes in, or cash requirements for, our working capital needs; and
- EBITDA and Adjusted EBITDA do not reflect the significant interest expense, or the cash requirements necessary to service interest or principal payments, on our debt.

While EBITDA and Adjusted EBITDA are frequently used by companies as a measure of operating results and performance, neither of those items as prepared by the Company is necessarily comparable to other similarly titled captions of other companies due to differences in methods of calculation. The following table reconciles net income/(loss), as reflected in the consolidated statements of operations, to EBITDA and Adjusted EBITDA:

(in thousands)	For		ree Months Ended cember 31,			For the Twelve Months Ended December 31,			
		2019		2018		2019		2018	
Net Income/(Loss)	\$	26,758	\$	(30,236)	\$	(10,082)	\$	(86,577)	
Interest expense, net		14,611		9,251		49,031		35,105	
Operating income		41,369		(20,985)		38,949		(51,472)	
Depreciation and amortization		28,741		21,770		108,703		88,155	
Noncontrolling interest		(1,541)		(1,491)		(2,936)		(3,297)	
EBITDA		68,569		(706)		144,716		33,386	
Fair value of TC amortization		757		60		2,389		240	
Nonrecurring corporate expenses		594		674		2,657		842	
Loss on sale of vessels		-		19,970		18,344		19,970	
Adjusted EBITDA	\$	69,920	\$	19,998	\$	168,106	\$	54,438	



	For the Three Months Ended			For the Twelve Months				
	December 31, 2019			Ended December 31, 2019				
(in thousands)	Crude Fleet		Products		Crude Fleet		Products	
Voyage revenue	\$	79,684	\$	106,623	\$	212,788	\$	366,996
Voyage expenses		24,055		39,179		88,438		142,237
Vessel expenses		11,648		33 <i>,</i> 038		39,378		114,284
Depreciation and amortization		9 <i>,</i> 950		18,790		37,756		70,947
Loss on sale of vessels		-		-		-		18,344
General, administrative and management fees		2,007		6,271		6,930		22,521
Income from Operations	\$	32,024	\$	9,345	\$	40,286	\$	(1,337)
Reconcilation to Adjusted EBITDA								
Income from operations		32,024		9,345		40,286		(1,337)
Depreciation and amortization		9 <i>,</i> 950		18,790		37,756		70 <i>,</i> 947
Amortization of time charter contracts		581		176		1,762		627
Nonrecurring corporate expenses		144		450		625		2,032
Loss on sale of vessels		-		-		-		18,344
Noncontrolling interest		(1,540)		-		(2 <i>,</i> 936)		-
Adjusted EBITDA	\$	41,159	\$	28,761	\$	77,493	\$	90,613



No	Vessel Name	Vessel Type	Built	DWT	Charter Expiry	<b>Charter Rate</b>
1	Aristaios	Aframax	2017	113,689	Nov-21	26,400
2	Aiolos	Handysize	2007	36,725	Mar-21	13,250
3	Alkiviadis	Handysize	2006	36,721	Apr-20	12,500
4	Ayrton II	MR	2009	51,260	Aug-20	14,700
5	Alexandros II	MR	2008	51,258	Sep-20	14,700
6	Anikitos	MR	2016	50,082	Jun-20	15,300
7	Aris II	MR	2008	51,218	Oct-20	14,700
8	Aristotelis II	MR	2008	51,226	Jul-20	14,700
9	Assos	MR	2006	47,872	Jul-20	13,850
10	Avax	MR	2007	47,834	Aug-20	13,850
10	Axios	MR	2007	47,872	Aug-20	13,850
11	Loire	Suezmax	2016	157,463	Nov-22	26,950
12	Namsen	Suezmax	2016	157,543	Nov-22	26,950