

Q4 2023 presentation

Gram Car Carriers ASA 8 February 2024



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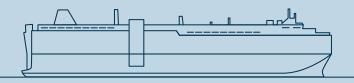
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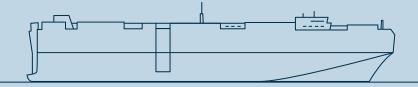
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Key events

- Board of Directors approved dividend of USD 0.979 per share for Q4 2023, equal to 75% of the net profit of USD 37.8 million
- Eight consecutive quarter with increased dividend, up 52% from Q3 2023
- 2023 total distribution of USD 67.2 million, equal to USD 2.318 per share
- Q4 2023 revenue of USD 56.4 million and EBITDA of USD 41.6 million
- Q4 2023 average TCE rate per day: Panamax USD 50,570, Mid-size USD 29,840 and Distribution USD 21,620
- Total revenue backlog of USD 851 million at end Q4 2023
- Successfully refinanced 2 vessels in Q4 at lower borrowing cost
- Sale of Viking Amber (4,200 CEU, 2010) to capture high second-hand values
- Favourable market outlook with high charter rates and long contract durations







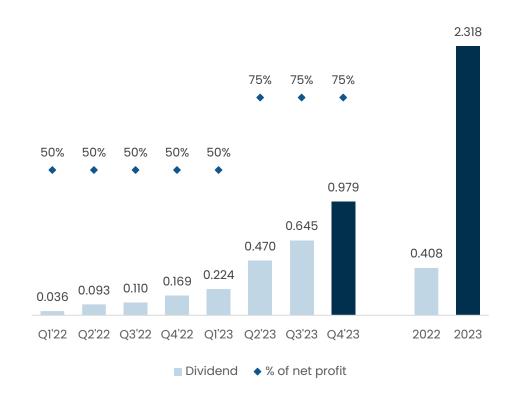
Delivering attractive shareholder distributions



Dividend pay-out ratio of 75% of net profit

- USD 28.37 million dividend approved for Q4 2023, equal to USD 0.979 per share
- An increase of 52% from Q3 2023
- 8th consecutive quarter with increased dividend
- To be paid on or about 14 February 2024
- Q4 2023 distribution annualised implies 18% dividend yield¹
- A total of USD 79.2 million approved/paid to date since listing
- Total 2023 distribution of USD 2.318 per share, up ~5.7x vs. 2022
- Tax efficient distributions through repayment of paid in capital

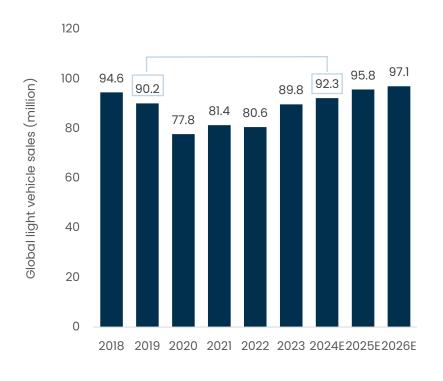
Dividend USD per share



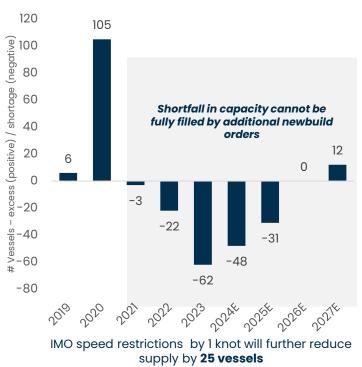
Historically strong market fundamentals set to last



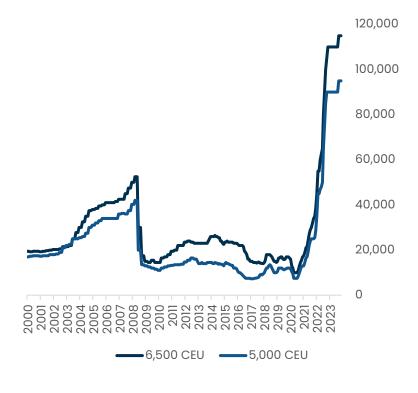




Significant shortage of vessels set to last 1



1-year TC rates at historic highs



Strong demand drivers and predictable supply for the next 1-2 years maintain favourable market outlook

Key figures



Q4'23 (Q3'23)



Revenue

USD 56.4 million

(USD 54.9 million)

EBITDA

USD 41.6 million

(USD 40.5 million)

Net profit

USD 37.8 million

(USD 24.9 million)

Dividend proposed

USD 28.37 million

(USD 18.7 million)



Average TC rate1

USD 32,300

(USD 31,370)

Utilisation

99%

(98%)

Planned/unplanned off-hire

8/1 days

(27/8 days)

Average cash break-even³

USD 17,720

(USD 16,950)



Revenue backlog added

(USD 132 million)

Revenue backlog end of quarter^{1/2}

USD 851 million

(USD 908 million)

Open revenue days 2025/262

6%/34%

(11%/37%)

Average contract duration⁴

3.4 years

On straight-line basis in accordance with IFRS.

⁾ As per end of reporting period, assuming mid-point charter party redelivery date (adjusted for sale of Viking Amber).

³⁾ Current break-even comprise of budgeted vessel running expenses, insurance, overheads and debt servicing based on prevailing 3m SOFR implied forward rates and next 12 months' debt amortisation schedule. Capex not included.

The average contract duration in the revenue backlog as per reporting date (adjusted for sale of Viking Amber).

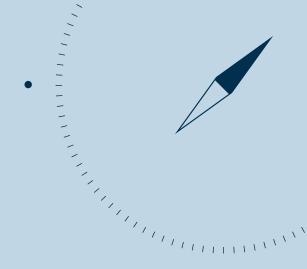
Creating additional value through asset transactions



- Focus on accretive growth and fleet optimisation opportunities continues in 2024
- Agreed to sell The 2010-built, 4,200 CEU Viking Amber for USD 64.6 million in cash
- Confirming that there are prices where we are sellers and there are prices where we are buyers
- Free up capital to strengthen balance sheet
- Book gain of USD 36.6 million in Q2 2024, supporting dividend distributions







GCC in brief

The world's third largest car carrier tonnage provider



Gram Car Carriers (GCC) in brief

- Commercial manager of 22 car carriers
 - 18 owned and 4 managed on behalf of third-party owners
 - Average fleet age ~11 years¹ vs. global fleet average of 15 years
- Commercial manager of Global Auto Carriers (GAC)
 - Building 4x7,000 CEU multifuel PCTCs in China
- Strong industry name engaged in car carrier investments since 1982
- Extensive and long history of chartering vessels to all major global operators and key regional operators worldwide
- Offices in Oslo (HQ) and Singapore
- Listed on Oslo Børs main market with ticker "GCC" and cross traded on OTCQX with ticker "GCCRF"





Selected customers



















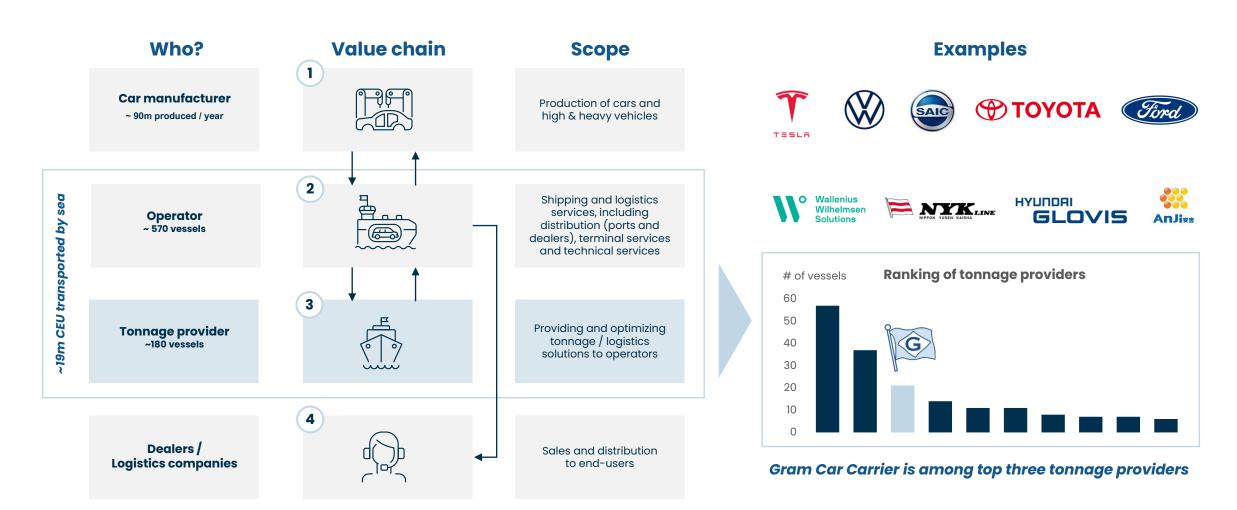






A critical link in one of the world's largest industries





Source: Company, Fearnresearch, SIN Clarksons

Diversified fleet of 18 owned PCTCs

Fleet age of approx. 11 years vs. world fleet average of approx. 15 years

GCC owned vessels

Distribution vessels



Mid-size

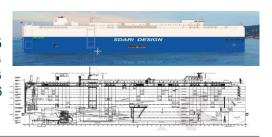
- Viking Odessa
- Hoegh Caribia
- City of Oslo (2,000 CEU)



Third party vessels⁵

Global Auto Carriers

- Newbuild 1 Q4 2025
- Newbuild 2 Q2 2026
- Newbuild 3 Q3 2026 Newbuild 4 - Q4 2026
- (7,000 CEU)



Viking Coral

Viking Diamond Viking Emerald

Viking Amber¹

- Viking Ocean
- Viking Sea
- Viking Drive²
- Viking Paglia³
- Viking Passero³
- Viking Passama³
- Mediterranean Sea³

(4,200 CEU)





Panamax



Viking Adventure

Viking Bravery

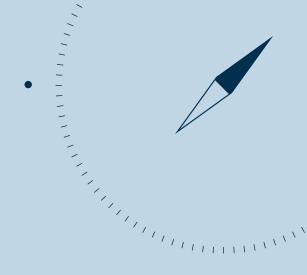
Viking Destiny Viking Queen⁴

(6,700 CEU)





Operational highlights



Strong operational performance across the fleet





Fleet total

•	Increased	revenue	for Dis	tribution	and	Panamax	vessels
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- Vessel operating expenses lower compared with last quarter and in line with expectations when adjusting for changes in fleet
- Revenue set to continue to increase when Viking Queen rolls over on new contract in first quarter of 2024

Distribution	WIIG-SIZE	Panamax	rieet total	
Average TC rate ¹ USD 21,620 (20,990)	Average TC rate ¹ USD 29,840 (29,970)	Average TC rate ¹ USD 50,570 (49,410)	Average TC rate USD 32,300 (31,370)	
Utilisation 98% (99%)	Utilisation 100% (100%)	Utilisation 100% (93%)	Utilisation 99% (98%)	
Planned/ unplanned off-hire 8/- days (-/6 days)	Planned/ unplanned off-hire -/1 days (-/1 days)	Planned/ unplanned off-hire -/- days (27/1 days)	Planned/ unplanned off-hire 8/1 days (27/8 days)	

Mid-ciza

Distribution

-/- (293/4%%)

Open revenue days³ 2025

363/6% (728/11%)

Open revenue days³ 2026

2096/34% (2,461/37%) Average cash break-even²

USD 17,720 (16,950)

Open revenue days³ 2024

On straight-line basis in accordance with IFRS

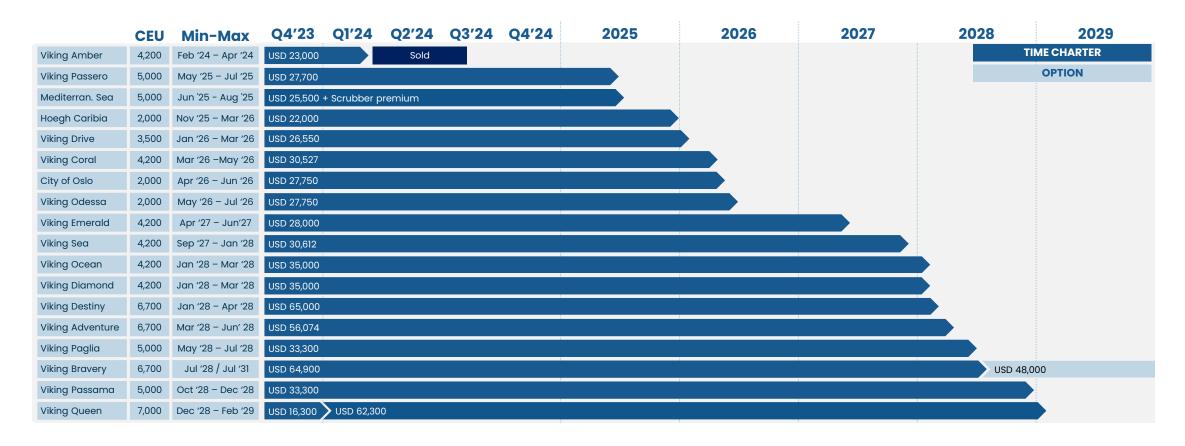
²⁾ Current break-even comprise of budgeted vessel running expenses, insurance, overheads and debt servicing based on prevailing 3m SOFR implied forward rates and next 12 months' debt amortisation schedule. Capex not included

³⁾ As per reporting date, assuming mid-point charter party redelivery date

Charter overview



Long extensions at high rates providing good visibility on earnings and cash flow



Contract renewals

expected well ahead of expiry of existing contracts

Enhanced earnings visibility with operators entering longer contracts

-/6%/34% open revenue day for 2024/25/26²

USD 851 million
Backlog 31 December 2023¹

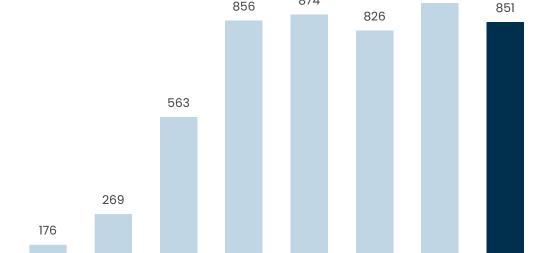
¹⁾ Gross TC revenue before commissions and off-hire provisions on IFRS basis

Record backlog supporting stable earnings

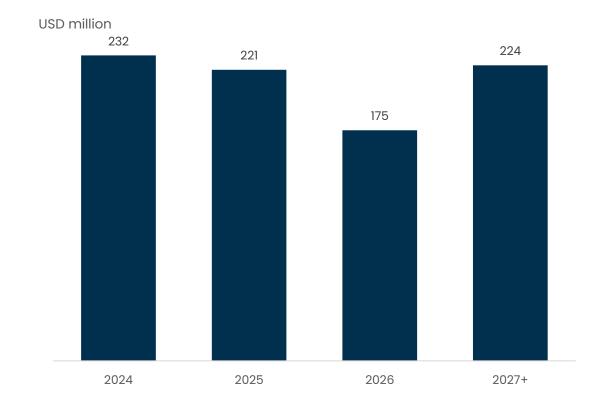




USD million 908 856 874 826



Revenue backlog by year of expected recognition¹



Q3'22

Q4'22

Q1'23

Q2'23

Q3'23

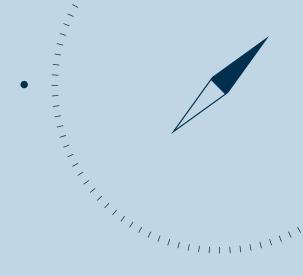
Q4'23

Q1'22

Q2'22



Financial review



Key figures for Q4 2023



- Revenue growth reflecting mainly increased Panamax earnings
- USD 13.1 million gain on sale of Viking Constanza
- Net profit of USD 37.8 million
- Cash flow from operating activities was USD 48.2 million.
 - The difference from EBITDA in the quarter was due to a net decrease in working capital and deferred income
- In compliance with all financial covenants at 31 December 2023
- Vessels rolling over on new charters at higher rates will continue to contribute to earnings growth in 2024

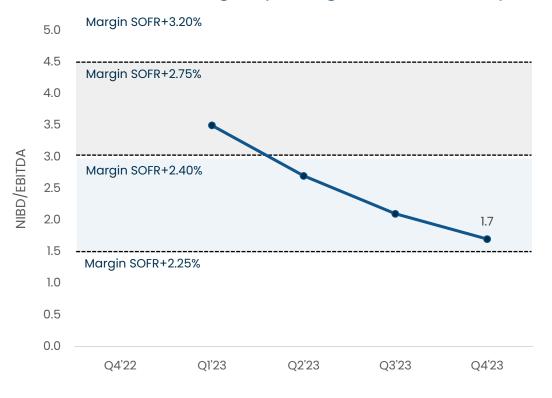
In USD thousands	Q4 2023	Q3 2023	Q2 2023	Q1 2023	2023	2022
Operating revenue	56,432	54,910	48,448	41,146	200,935	120,976
EBITDA	41,618	40,489	32,898	27,702	142,707	70,596
EBIT	46,373	32,345	25,139	20,060	123,917	43,126
Profit for the period	37,828	24,933	18,143	13,121	94,025	23,877
Cash flow from operating activities	48,154	45,377	37,987	25,378	156,895	79,617
Cash and cash equivalents	59,481	28,615	30,000	23,701	59,481	30,287
Interest-bearing debt	297,401	320,169	308,314	319,213	297,401	339,470
Equity ratio	46%	43%	43%	42%	46%	40%

Refinancing at competitive terms



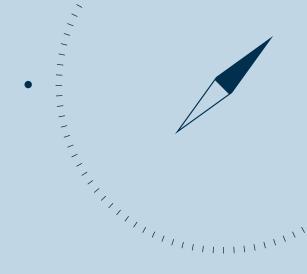
- Viking Bravery USD 35 million term loan at SOFR +1.65%
 - Maturity matches duration of current timecharter
 - Previous lease debt was priced at SOFR +4.26%
 - Generated net cash proceeds of around USD 4 million
- Mediterranean Sea under existing USD 332 million fleet facility
 - 15 million term loan and 15 million revolving credit facility
 - Grid pricing at SOFR +2.4% vs. SOFR +3.21% before refinancing
 - Generated net cash proceeds of around USD 4 million and a USD 19 million increase to the liquidity reserve
- Repaid lease debt for Viking Adventure in late January
 - In the process of establishing new competitively priced debt financing compared to the lease margin of SOFR +4.26%

NIBD/EBITDA vs. grid pricing on main facility¹



¹⁾ Net interest-bearing debt (NIBD)/EBITDA calculated as past 12 months' rolling EBITDA over interest-bearing debt less cash as per reporting date.





Market opportunity

Recent market fixtures reflect strong demand and limited supply





Distribution

USD 30,000

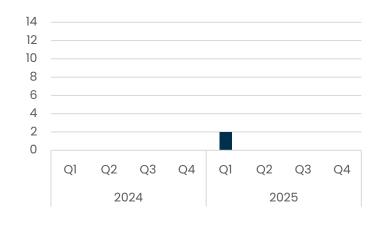
Mid-size

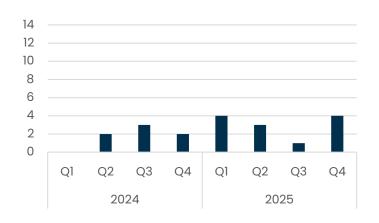
USD 95,000

Panamax

USD 115,000

Estimated open vessels in the global fleet



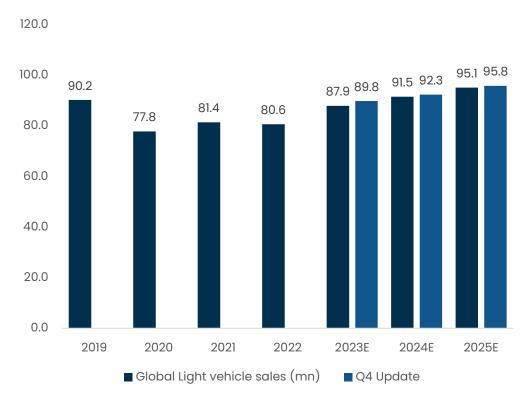




Favorable market fundamentals continue

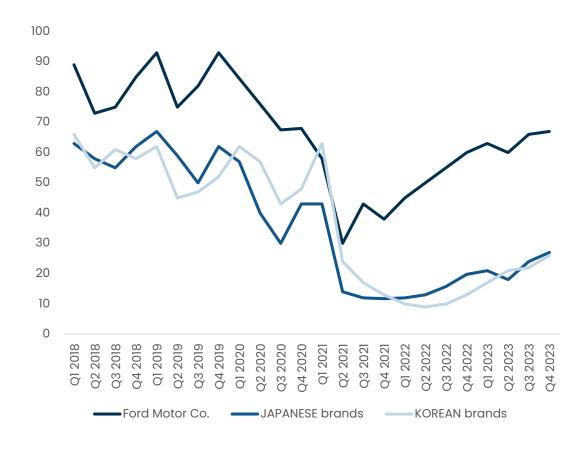


Global light vehicles sales forecasted to recover towards pre-covid levels

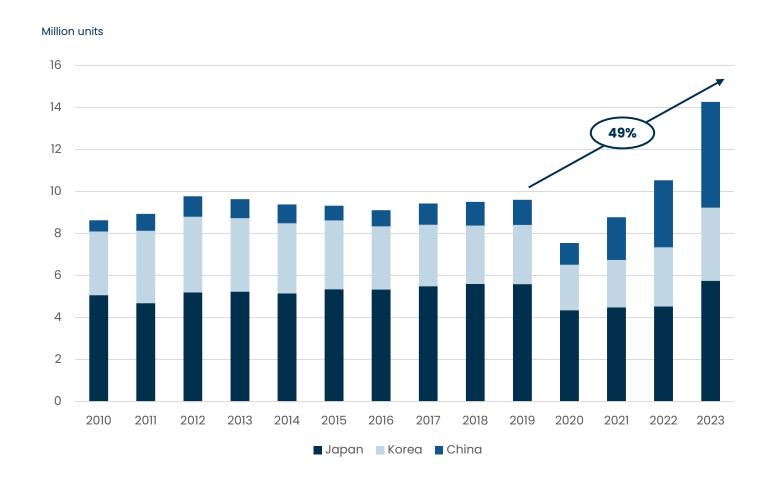


Updated projections primarily forecast more sales in China

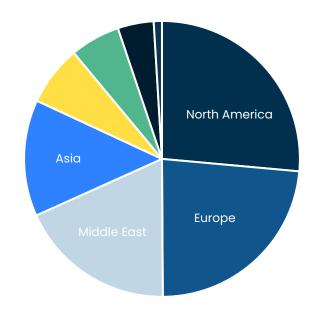
US Inventory levels of import brands still at low levels



Far East exports defying global auto sales Significant rise in ton-mile demand due to long-haul growth



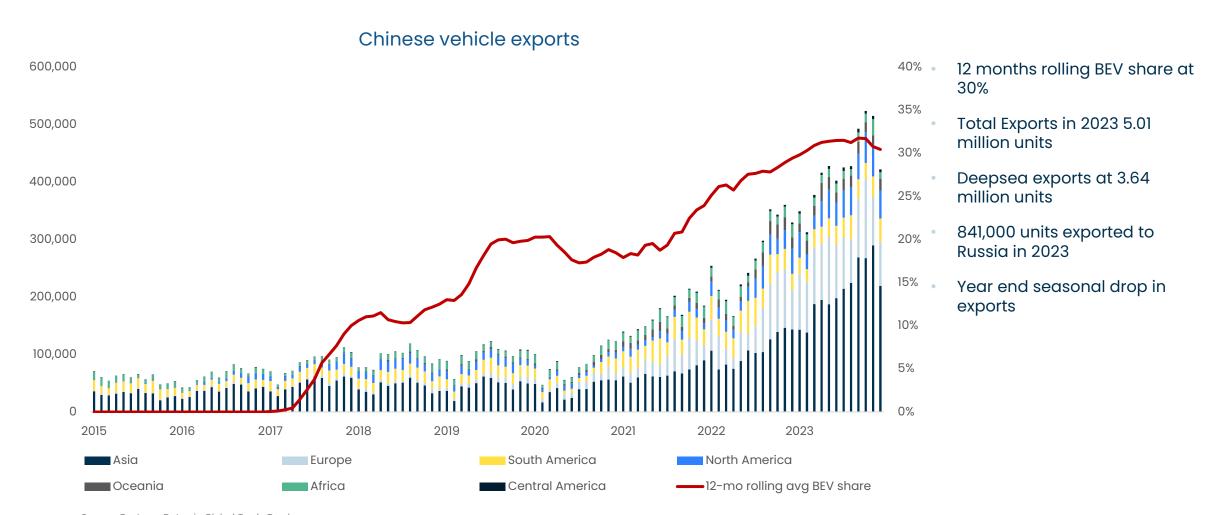
2023 - Export destinations



The increase of 4.7 million units from 2019 to 2023 requires an additional ~110 Panamax PCTCs

Strong growth in Chinese vehicle exports amid global EV uptake





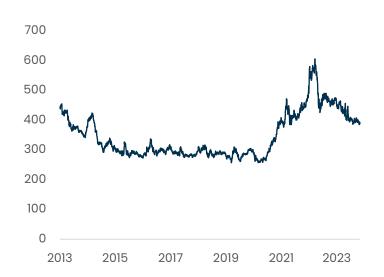
Source: Customs Data via Global Trade Tracker

High & heavy demand outlook supportive for car carriers



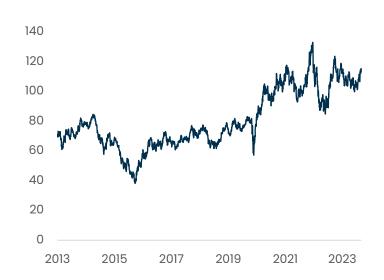
Volumes maintain elevated levels

S&P GSCI Agriculture Index



 Healthy backlogs and elevated agricultural prices keep demand for equipment at historically high levels, following the 2022 peak

S&P/TSX Global Mining Index



- Commodities continue to perform well, which keeps mining capex at healthy levels
- Significant backlog decreasing slowly due to shortage of equipment and lack of transport capacity

S&P Dow Jones U.S. Select Home Construction Index

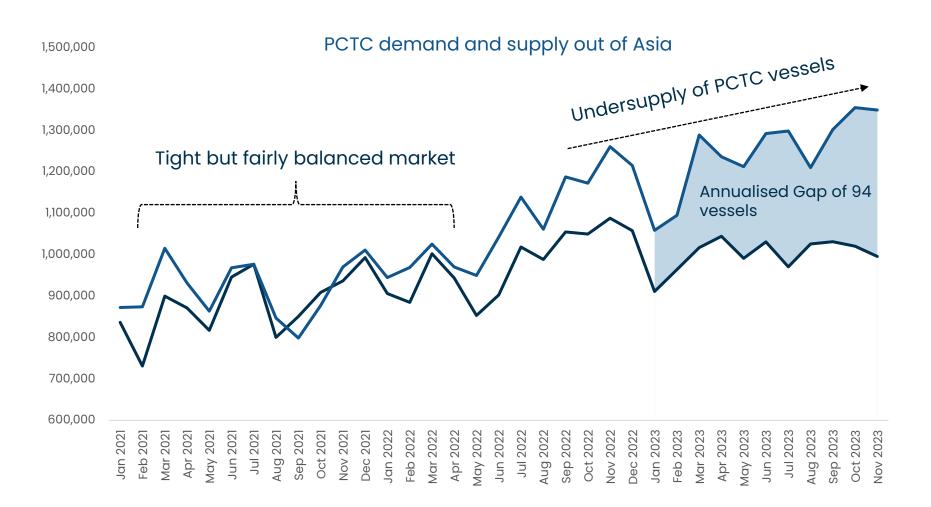


- Resilient US Economy with real GDP growth at 2.5% in 2023, exceeding expectations.
- Q4 2023 real GDP growth annualised run rate was at 3.3%.

Source: S&P Global, Bureau of Economic Analysis

PCTC demand outstripping available supply





- Actual exports outpacing the PCTC fleet lifting capacity, especially out of Asia
- Run rate of 2.9 million vehicles gap covered by other less efficient vessel types in 2023

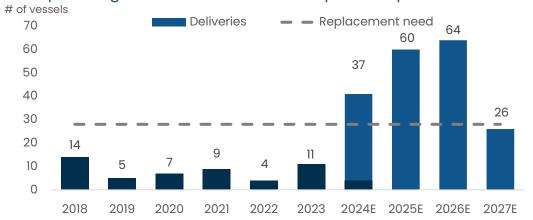
Expected deliveries of car carriers insufficient to meet demand



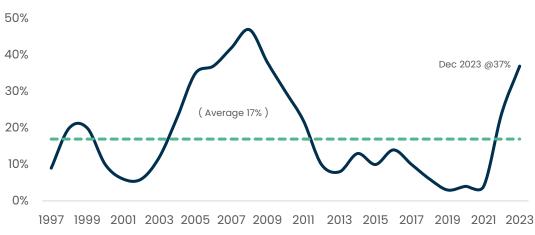
Car carrier fleet growing, but still below average replacement need considering negative backlog

Historical fleet development >6,000 CEU 4-5,999 CEU 2-3,999 CEU <2000 CEU Fleet growth (%) # of vessels Negative 1,000 15% fleet growth 900 800 10% 700 600 5% 500 0% 400 300 200 1996 2000 2004 2008 2012 2016 2020 2024E

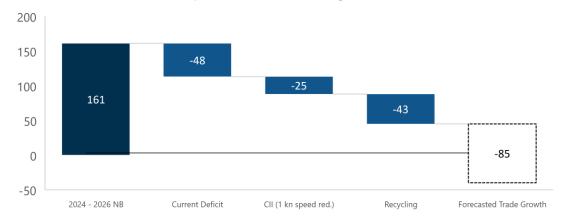
Upcoming deliveries will not make up total replacement need



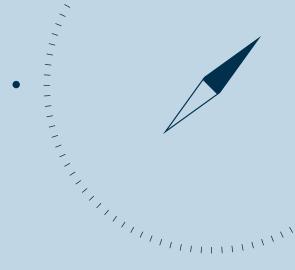
Orderbook growing



Market capable of absorbing orderbook





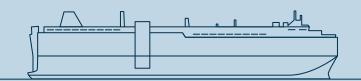


Closing remarks

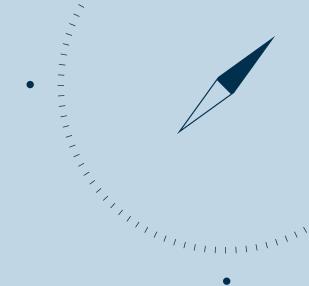
Unique investment opportunity in leading PCTC tonnage provider

- 1 Strong market fundamentals with long-term upcycle unfolding
- 2 Successfully capturing a historically strong car shipping market
- 3 Historically high revenue backlog provides multi-year cashflow and dividend visibility
- **4** Steadily improving earnings with fleet rolling over on new contracts with further upside potential
- **5** Committed to attractive shareholder distributions with 75% pay-out ratio of net income









Q&A



Seasoned management team and Board





Georg Whist, CEO

Previously CFO in Hafnia Tankers Aps in Copenhagen following 18 years with Nordea Bank as SVP and Head of Europe, Asia & Middle East of Nordea Bank's Shipping, Offshore and Oil Service. CEO of Gram Car Carriers from 2018.



Børre Mathisen, COO

Previously at Hoegh Autoliners from 1996 where he held various positions, including two periods in Japan in charge of Commercial Operations in East Asia. Joined Gram Car Carriers in 2013.



Gunnar Koløen, CFO

Previously CFO and MD at Dolphin Drilling (Singapore). GM of Gram Car Carriers (Singapore) 2009-11 and served as a Director of the Company from 2012 to 2020. Started his professional career with KPMG and qualified as a State Authorised Public Accountant from Norway



Mas Gram, Head of Projects and IR

Previously at Pareto Securities (Corporate Finance) in Singapore and Tufton Oceanic (Asset Backed Investments) in London. Joined Gram Car Carriers in 2011.



Ivar Myklebust, Chair

Previously served as CEO and CFO of Höegh Autoliners, and CFO of D/S Norden. He has previously held board positions as chairperson of Havyard Ship Technology; board member of the Norwegian Shipowner's Mutual War Risk Insurance Association (DNK), and director of Euro Marine Logistics NV.



Nikolaus H. Schües, Vice Chair

Mr. Schües is the principal and CEO of F. Laeisz GmbH. He has long experience as Designated President of BIMCO, Vice Chairman of UK P&I Club and Member of the Presidential Committee of German Shipowners Association.



Christine Rødsæther, Board Member

Christine Rødsæther has since 2002 worked as a lawyer and partner of the law firm Simonsen Vogt Wiig AS. Furthermore, she is a board member in Odfjell SE and Tufton Oceanic Assets Limited, and Mrs. Rødsæther has previously acted as board member in Norwegian Guarantee Institute for Export (GIEK), Grieg Shipping, Songa Bulk ASA and Bank Norwegian ASA. She has extensive experience in international shipping and offshore transactions, banking and finance and general contract law. Mrs. Rødsæther has previous experience as lawyer from Wikborg, Rein & Co. including the London office and Andersen Legal ANS. She holds a Master of Law from the University of the Pacific. Sacramento. California and Cand. Jur. from the University of Bergen



Nils Kristoffer Gram, Board Member

Mr. Gram is currently Partner and Investment Director in Vanir Green Industries, an energy transition focused investment company. He is a board member of several private companies related to energy transition and circular economy, and has previously acted as board member of Element ASA. Mr. Gram has over 20 years' experience from consulting, investment banking and investments, having been CEO of ProCorp AS, MD of Gram Shipping AS, a Partner in Pareto Securities AS, and consultant in Capagemini Consulting.



Alasdair Locke, Board Member

Mr. Locke is the Chair of Motor Fuel Group and Non-Executive Chair of Well-Safe Solutions Ltd. He is the former Executive Chair of Abbot Group plc, an oil services company which he founded in 1992. Mr. Locke holds an M.A (Hons) in History and Economics from Wadham College Oxford



Dr. Gaby Bornheim, Board Member

Dr. Bornheim is Managing Director of Peter Dohle Schiffahrts KG. In the past she was inhouse counsel for Deutsche Shell AG and MobilOil AG. Gaby is President of the German Shipowners Association. She studied economics and law at Westfälische Wilhelms-Universität Münster, Germany and passed her second state exam before the Higher Regional Court of Hamburg, Germany.



Clivia Breuel, Board member

Clivia Breuel (née Bunnemann) is a partner of AL Capital Holding GmbH & Co. KG, a diversified and family owned shipowning group and parent company of AL Maritime Holding. She is Chair of the Board of the PBS Foundation. She has long experience in both shipping and banking and holds a master's degree in Business Studies from the EBS Business School Oestrich-Winkel Alternatively: Master's in Business Studies



Nicolaus Bunnemann, Alternate Board Member

Mr. Nicolaus Bunnemann is the Managing Partner of AL Capital Holding GmbH & Co. KG; a diversified family owned shipowning group. He is the Founder and Managing Director of Atlantic Lloyd GmbH & Co. KG, the Group's operating arm in Hamburg, Germany. Mr Bunnemann is a member of the board of the German Shipowners' Defence Association as well as board member of a number of maritime investment companies and holds a Masters Degree in Shipping, Trade and Finance.

Strong shareholder base



- About 1,240 shareholders
- Including several international industrial and financial investors with deep industry knowledge
- About 45% free float

Name	No of Shares	% of top 20	% of total	Country	Type of account
1 F. LAEISZ GMBH	8,319,668	35.18%	28.41%	Germany	Ordinary
2 AL MARITIME HOLDING PTE LTD	3,632,265	15.36%	12.40%	Singapore	Ordinary
3 GLENRINNES FARMS LIMITED	2,038,782	8.62%	6.96%	United Kingdom	Ordinary
4 HM GRAM ENTERPRISES LIMITED	1,792,845	7.58%	6.12%	Cyprus	Ordinary
5 BNP PARIBAS	998,815	4.22%	3.41%	Italy	Nominee
6 BNP PARIBAS	799,003	3.38%	2.73%	Jersey	Nominee
7 AS STRAEN	630,415	2.67%	2.15%	Norway	Ordinary
8 UBS SWITZERLAND AG	596,158	2.52%	2.04%	Switzerland	Nominee
9 CLEARSTREAM BANKING S.A.	570,006	2.41%	1.95%	Luxembourg	Nominee
10 BNP PARIBAS	560,202	2.37%	1.91%	France	Nominee
11 LARSSON SHIPPING AB	486,992	2.06%	1.66%	Sweden	Ordinary
12 INTESA SANPAOLO S.P.A	468,150	1.98%	1.60%	Italy	Nominee
13 HAMILTON CARRIERS LTD	430,681	1.82%	1.47%	United States	Ordinary
14 CITIBANK	425,810	1.80%	1.45%	Ireland	Nominee
15 NORDEA BANK ABP	410,168	1.73%	1.40%	Sweden	Nominee
16 VERDIPAPIRFONDET DNB SMB	385,061	1.63%	1.31%	Norway	Ordinary
17 GRAM CAR CARRIERS ASA	300,000	1.27%	1.02%	Norway	Ordinary
18 VERDIPAPIRFONDET STOREBRAND NORGE	287,758	1.22%	0.98%	Norway	Ordinary
19 SURFSIDE HOLDING AS	275,000	1.16%	0.94%	Norway	Ordinary
20 CURRUS NAVI AS	238,009	1.01%	0.81%	Norway	Ordinary
Total		23,645,788	29,285,022		



Gram Car Carriers ASA

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