

NORDEN RESULTS

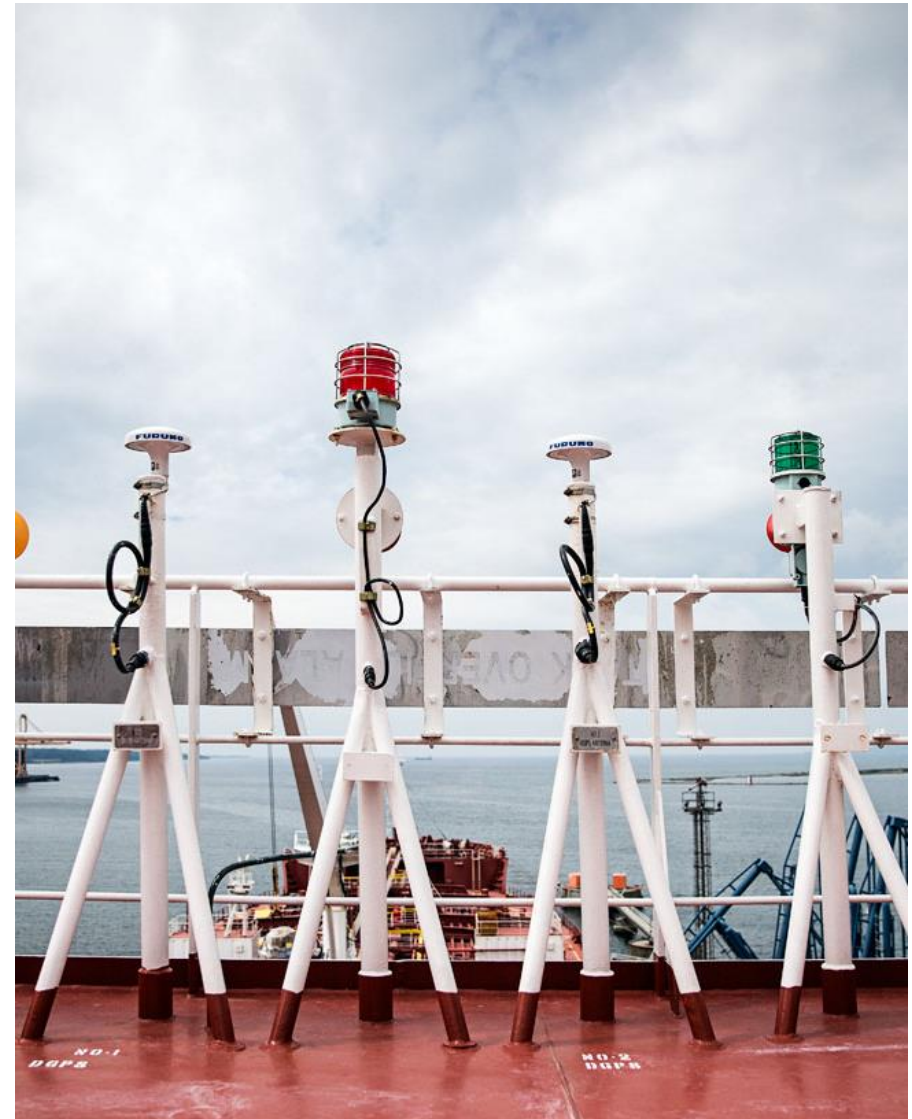
First quarter of 2015



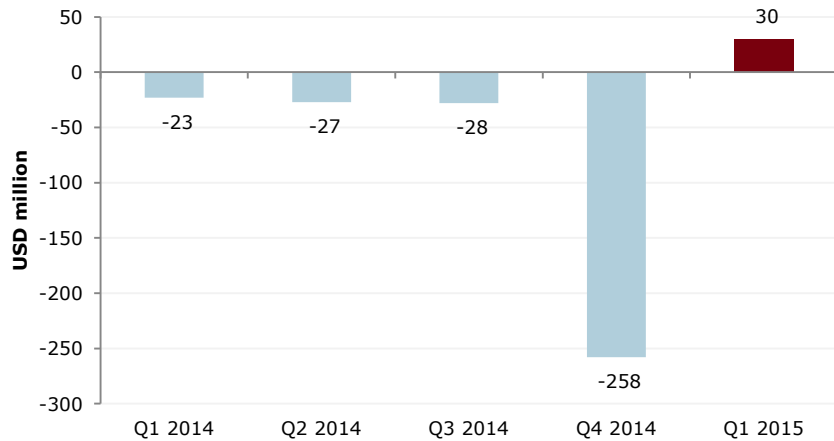
Hellerup, Denmark
12 May 2015



- ▶ Group highlights
 - ▶ Financials
- ▶ Dry Cargo
- ▶ Tankers
- ▶ 2015 expectations
- ▶ Q & A



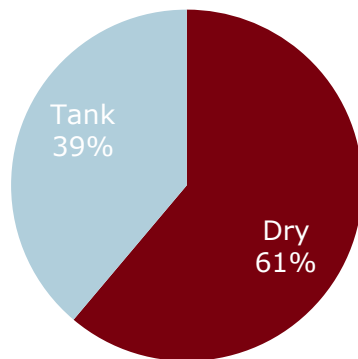
EBIT



Key messages

- ▶ Solid start to the year. EBIT USD 30 million
- ▶ Benefiting from large spot position in a strong tanker market
- ▶ Value from coverage in a historically poor dry cargo market
- ▶ Cash flow from operating activities USD 44 million*
- ▶ New CEO Jan Rindbo has started
- ▶ Full year guidance maintained

Open days (ROY 2015+2016)



STRONG START TO 2015 INSPITE OF POOR DRY CARGO MARKET

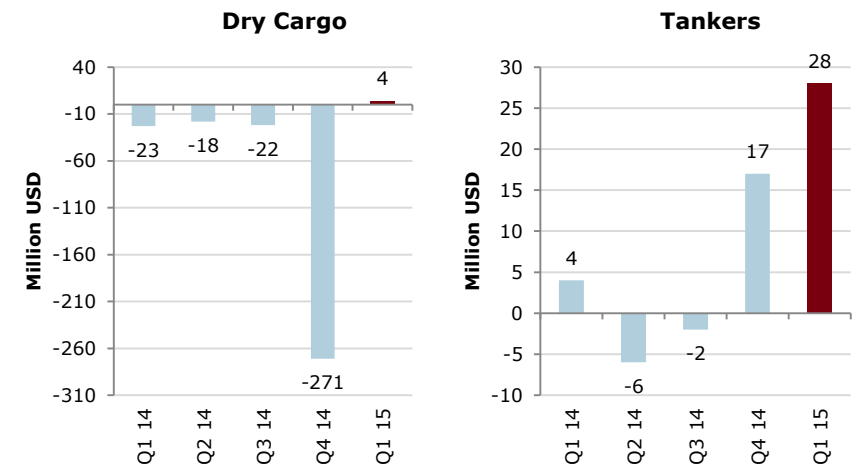


- ▶ Group EBIT of USD 30 million
 - ▶ Dry Cargo EBIT of USD 4 million
 - ▶ Tanker EBIT of USD 28 million

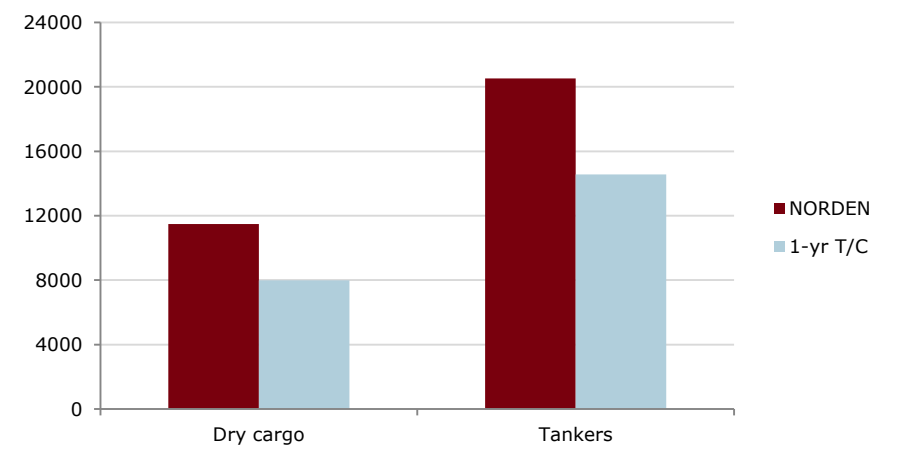
- ▶ Dry Cargo
 - ▶ 44% higher than the 1-year T/C
 - ▶ 113% higher than spot rates from Baltic Exchange

- ▶ Tankers
 - ▶ 41% higher than the 1-year T/C

EBIT

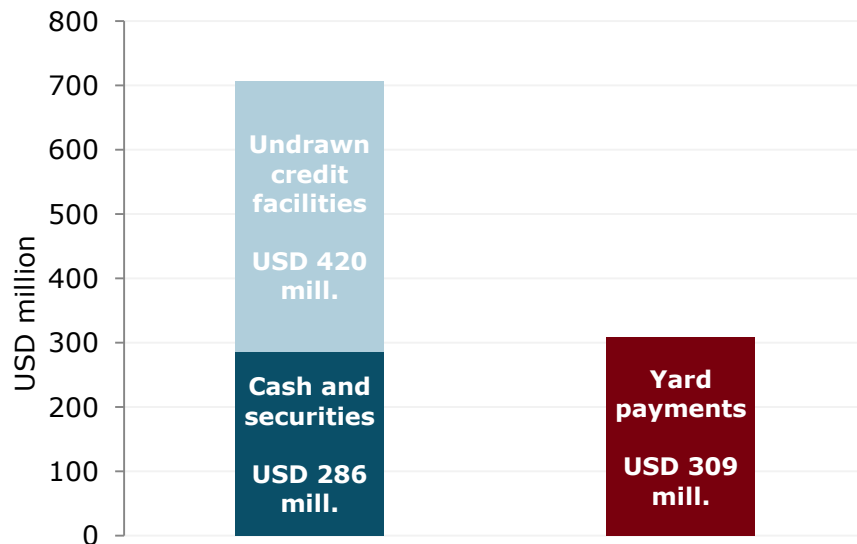


NORDEN's performance vs. 1-year T/C

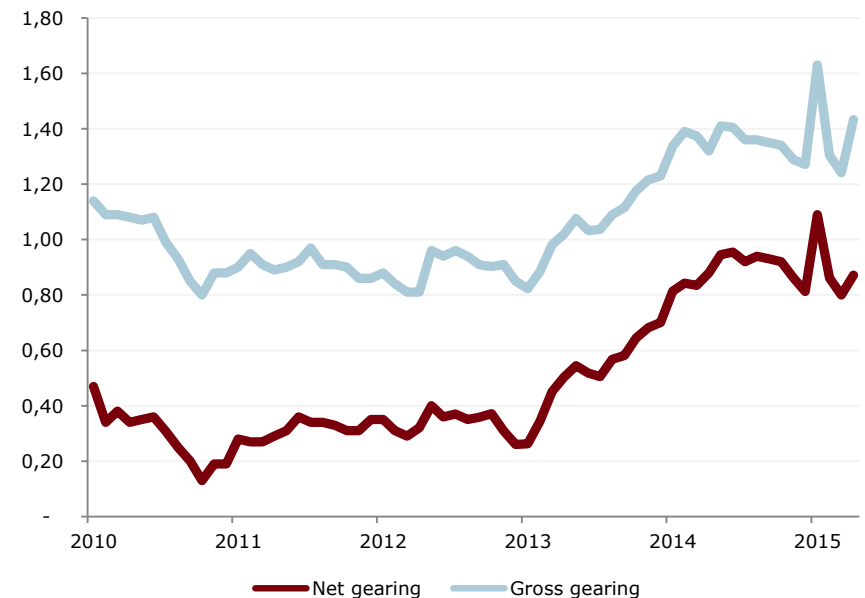


- ▶ Cash flow from operations
 - ▶ USD 44 million – before prepayment (USD 47 million) for TC contracts
 - ▶ Partly driven by improving working capital
- ▶ Combined undrawn credit facilities, cash and securities at USD 706 million

Cover for yard payments per 30/4



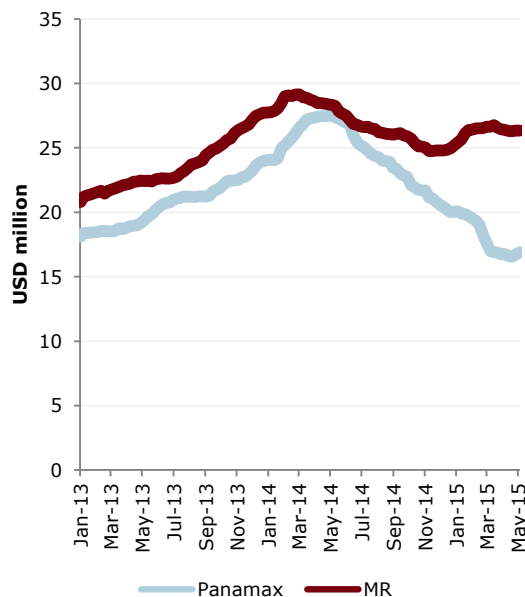
Gearing



CONTINUED DOWNWARD PRESSURE ON ASSET VALUES IN DRY CARGO

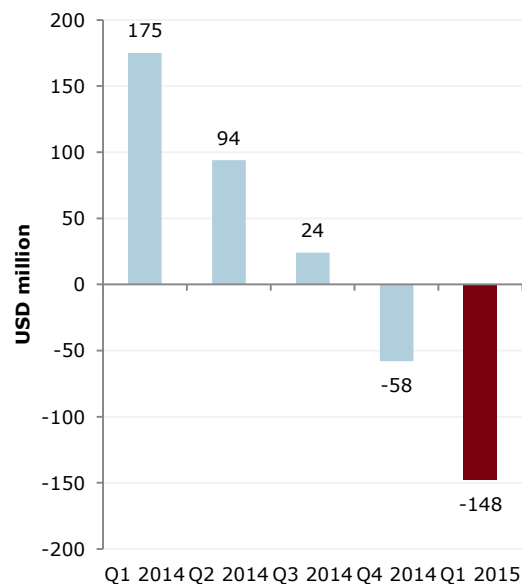
- ▶ Asset values for Dry Cargo vessels have continued to fall in Q1
- ▶ Market value of NORDEN's fleet below book values by USD 148 million
- ▶ Owned tanker vessels represent just below half of current NORDEN asset value and tanker values have not yet reacted to the strong freight market

5-year secondhand prices



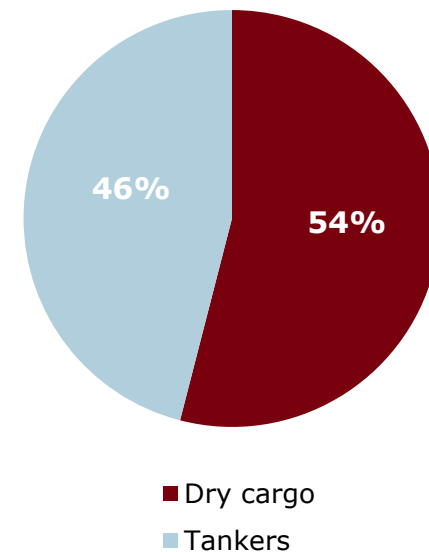
Source: Baltic Exchange

Added value in fleet*



* Including joint ventures

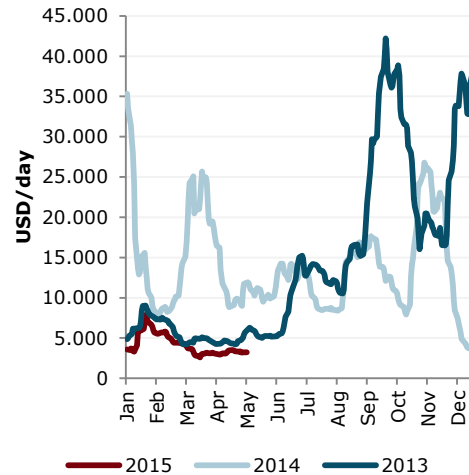
Asset values Q1 2015



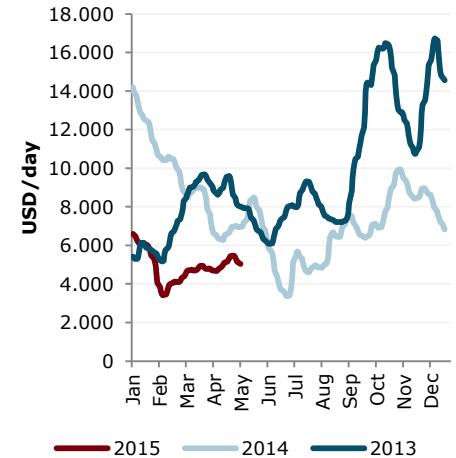
VERY WEAK RATES IN ALL SEGMENTS

- ▶ Record low freight rates due to falling Chinese coal imports
- ▶ Growth in India coal imports and Chinese iron ore imports have not been enough to compensate for the drop in Chinese coal imports.
- ▶ Jump in Chinese bauxite imports in Q1
- ▶ India overtook China in Q1 as the largest coal importer
- ▶ Falling commodity prices continue to affect global mining production
- ▶ Slower start to South American soybean exports without notable congestion

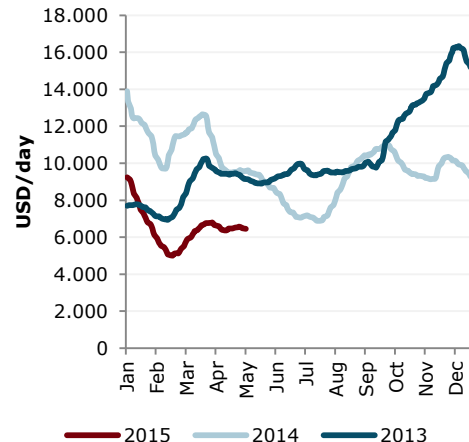
Capesize



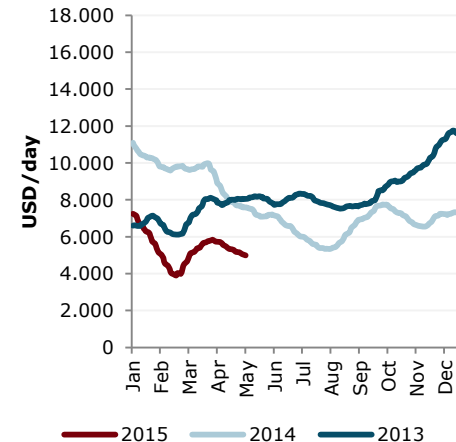
Panamax



Supramax



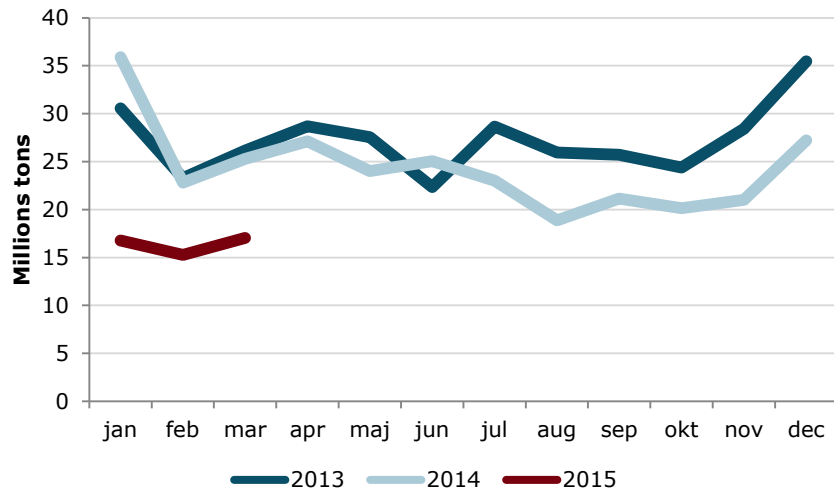
Handysize



DRY CARGO LIMITED FLEET GROWTH

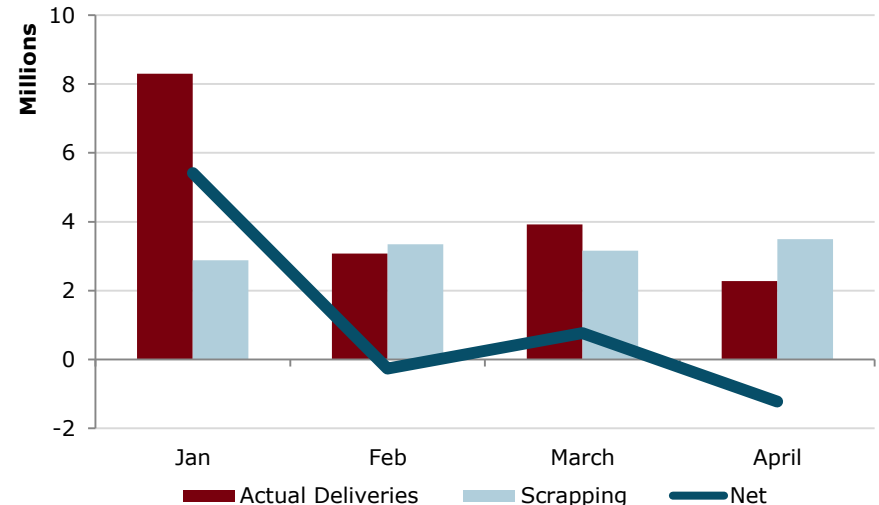
- ▶ There has been no supply growth in recent months
 - ▶ Scrapping rate at 5.8% annualised
 - ▶ Slippage in deliveries running at close to 40%
- ▶ At current activity levels full year 2015 fleet growth would be ~2%
- ▶ The outlook for trade remains poor and despite the current low supply growth we do not expect significant improvement in market rates

China coal import (incl. lignite)



Source: GTT

Dry Cargo supply (DWT)

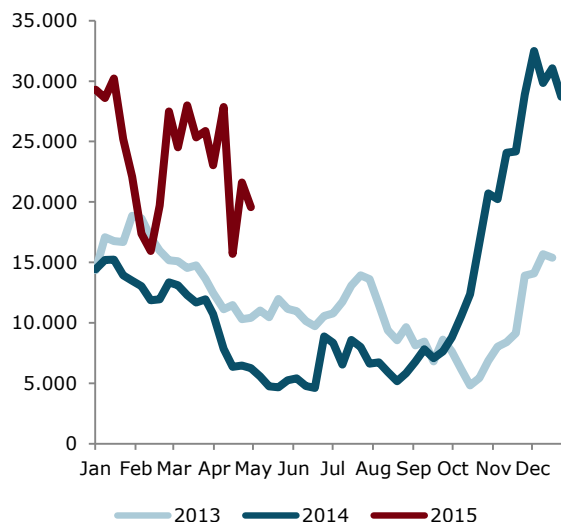


Source: Clarksons and NORDEN

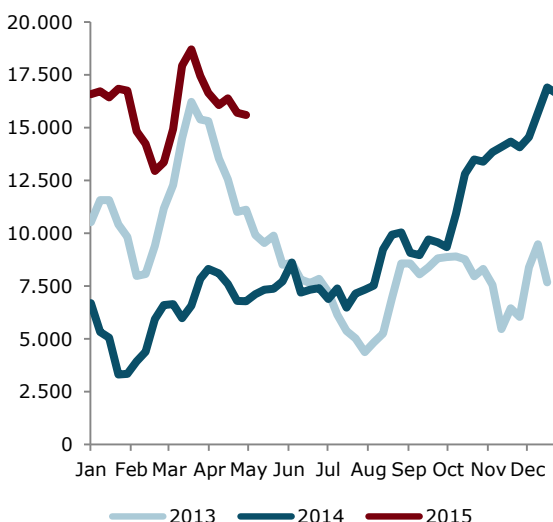
TANKER RATES ARE STILL HOLDING UP

- ▶ The rates have remained strong throughout the first quarter of 2015
- ▶ Both East- and Westbound CPP trade in the Atlantic have been supported by high refinery utilisation rates and exports
- ▶ Strong crude market supporting earnings for product tankers

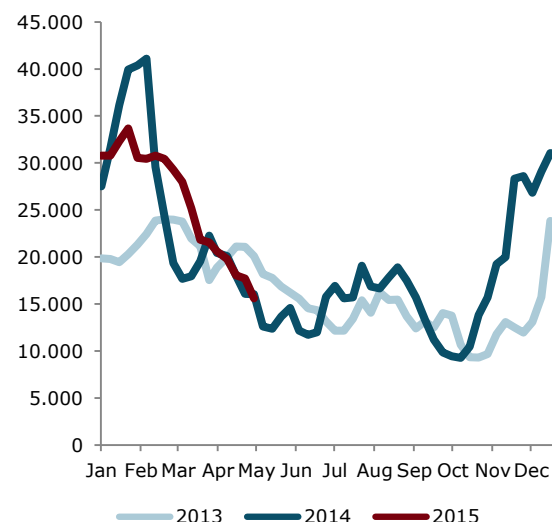
West CPP (USD/day)



East CPP (USD/day)



DPP (USD/day)*



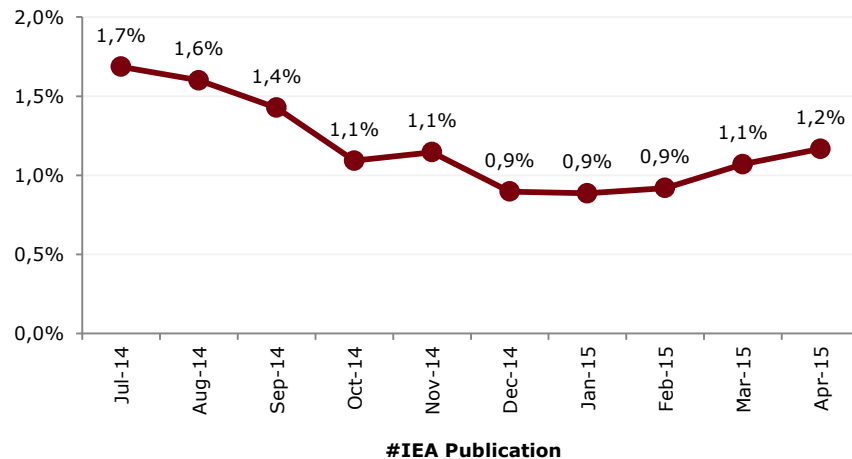
Source: ACM

TANKERS

INCREASING OIL DEMAND

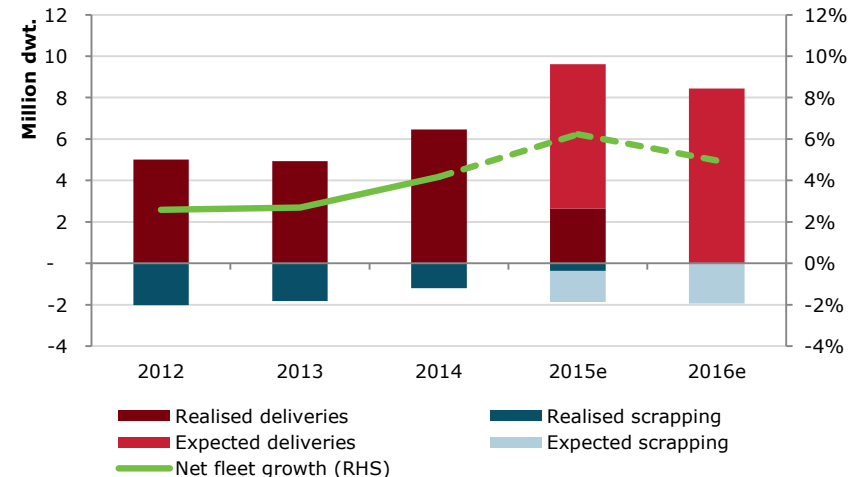
- ▶ Low oil prices leading to increased oil demand
- ▶ Strong ramp up in refinery throughput expected in Middle East and US
- ▶ Refinery utilisation in Europe should come under pressure leading to higher exports of diesel but also lower exports of gasoline
- ▶ Strong supply growth currently being absorbed by demand growth

IEA oil demand est. for 2015 (YoY growth%)



Source: IEA

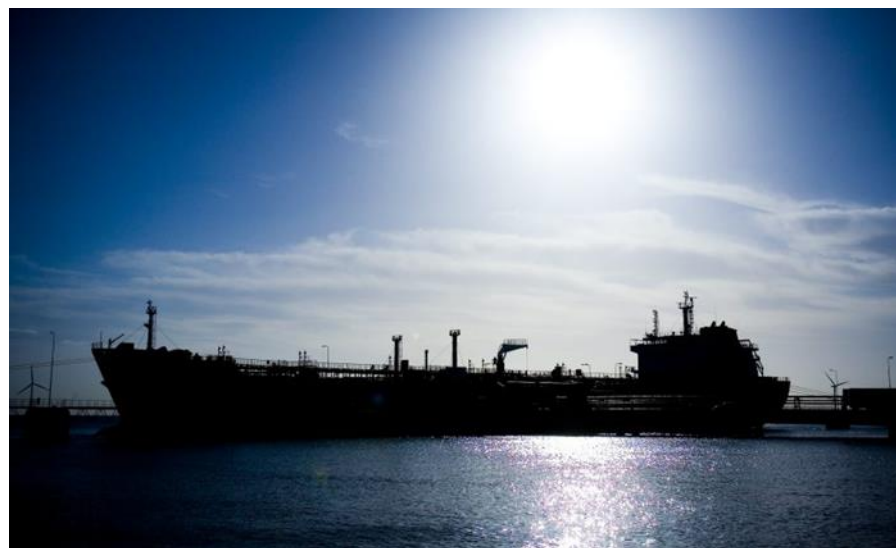
Tanker supply



Source: Clarksons and NORDEN

Outlook

USDm	Dry Cargo	Tankers	Total
EBIT	-60 to 0	35 to 65	-40 to 40
Profit from vessel sales			7
CAPEX			20-40



Comments

- ▶ Full year EBIT guidance is maintained at USD -40 to 40 million
- ▶ Expectations for Tankers raised to USD 35 to 65 million. (Previously USD 5 to 45 million)
- ▶ Expectations for Dry Cargo lowered to USD -60 to 0 million. (Previously USD -40 to 20 million)
- ▶ Rest of year net capex of USD 20-40 million

This presentation contains certain forward-looking statements reflecting the management's present judgment of future events and financial results.

Statements relating to the remainder of 2015 and subsequent years are subject to uncertainty, and NORDEN's actual results may therefore differ from the projections. Factors that may cause such variance include, but are not limited to, changes in macro-economic and political conditions, particularly in the Company's principal markets; changes to the Company's rate assumptions and operating costs; volatility in rates and tonnage prices; regulatory changes; any disruptions to traffic and operations as a result of external events, etc.



FORWARD LOOKING STATEMENTS

24*7 seas

Thank you for your attention

 <http://www.linkedin.com/company/ds-norden/>
 http://twitter.com/DS_NORDEN
 <http://www.facebook.com/shippingtrainee.com>
 <http://www.facebook.com/dampskibsselskabetnorden>

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BACK UP



24*7 seas

A LEADING GLOBAL TRAMP OPERATOR

Dry Cargo



Capesize



Post-Panamax



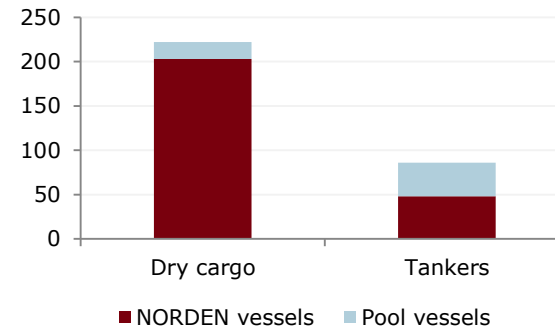
Panamax



Supramax



Handysize



Tankers



MR



Handysize

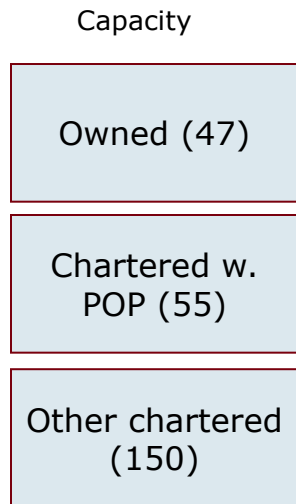


- ▶ Modern fleet
- ▶ Global network of offices and port captains
- ▶ Pools in Dry cargo (Handysize & Post-Panamax) and Tankers (MR & Handysize)

- ▶ Active fleet can quickly be adjusted to demand and market conditions
- ▶ Fleet employment based on portfolio view
- ▶ Significant asset upside through purchase options

Flexible fleet

- ▶ Sale and purchase
- ▶ Technical competencies in-house
- ▶ Option-based flexibility
- ▶ 5-7 year firm periods
- ▶ Flexibility and scale
- ▶ Arbitrage
- ▶ Single-trip charters



Coverage and customer focus

Employment

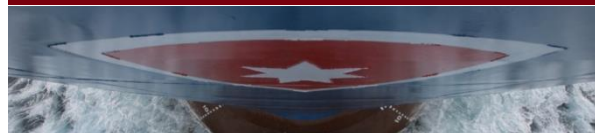


- ▶ Customer relations
- ▶ Logistical efficiencies
- ▶ 2-10 year firm periods
- ▶ Quick and easy cover
- ▶ Leverage of scale
- ▶ Operator profit

People



Brand



Systems



* Active fleet per 31 March 2015

...ENABLING VALUE CREATION BASED ON THE CYCLE AND THROUGHOUT THE CYCLE

Exploiting the cycle

Taking a view on the fundamental market and adjusting our exposure

Levers:

Owned vessels

Long-term T/C in

Long-term coverage

Financial gearing

Creating value throughout the cycle

Creating value above industry level irrespective of market conditions

Levers:

Commercial operations:

- Optimisation around cargo contracts (Dry Cargo)
- Short-term T/C in/out
- Optimisation of trade composition and positioning
- Exploitation of seasonality and volatility
- Vessel selection

Voyage execution incl. fuel optimisation

Cost efficiency

- ▶ Fast and consistent decision making
- ▶ Relationships with tonnage providers
- ▶ Long-term player
- ▶ Financial strength
- ▶ Execution skills

- ▶ Skilled and experienced staff
- ▶ Close customer relationships
- ▶ Economies of scale
- ▶ Optimised systems and processes
- ▶ Strong brand

**Why we
succeed**

OVERALL RESULTS

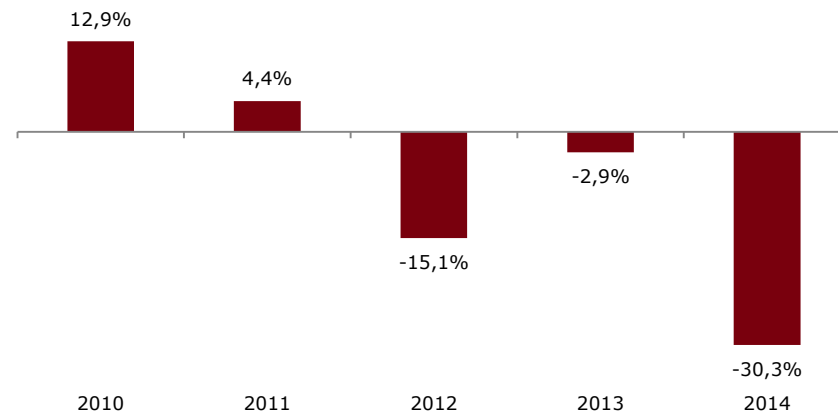
USDm	Q1 2014	Q4 2014	Q1 2015
EBITDA - Dry Cargo	-15	-257	15
EBITDA - Tankers	-10	25	34
Unallocated	-3	-4	-2
EBITDA - Group	-8	-236	47
Depreciation	-15	-18	-17
EBIT Group	-23	-258	30
Net profit	-27	-302	39
Cash from operations	2,7	-29	-3
Net Cash flow	-13	95	-19
Cash and securities	448	41	220

LAST 5 YEARS PERFORMANCE

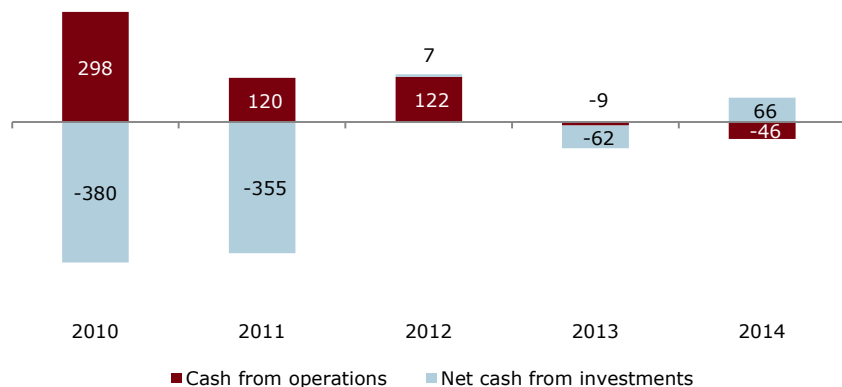
Earnings per share (USD)



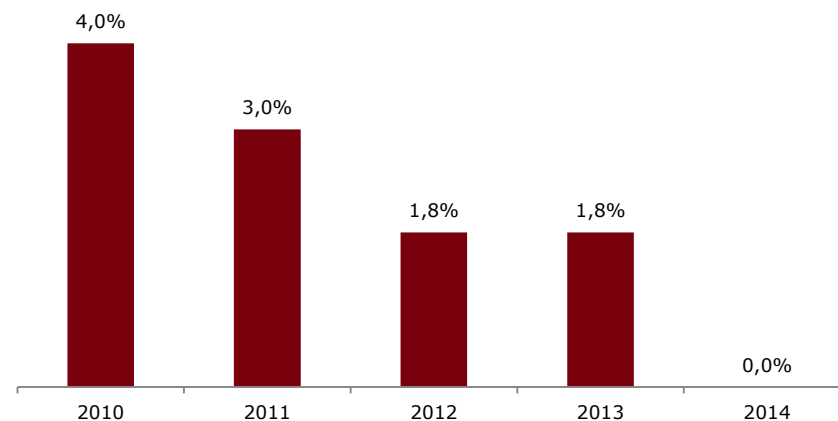
Return on equity



Cash flows, operations and investments (USDm)

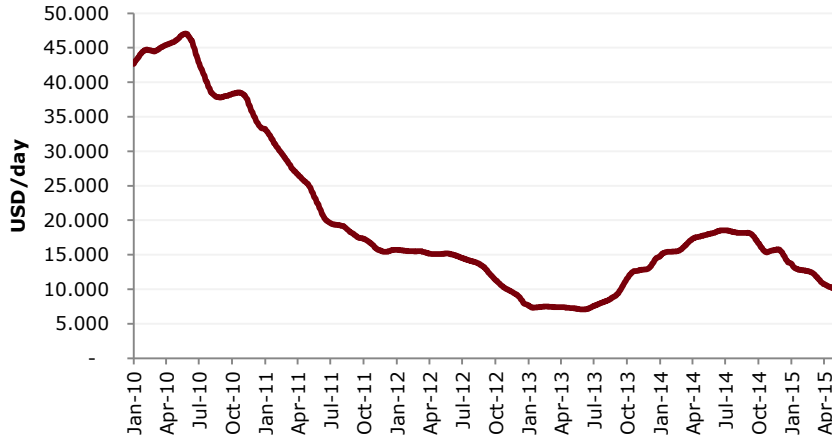


Dividend yield

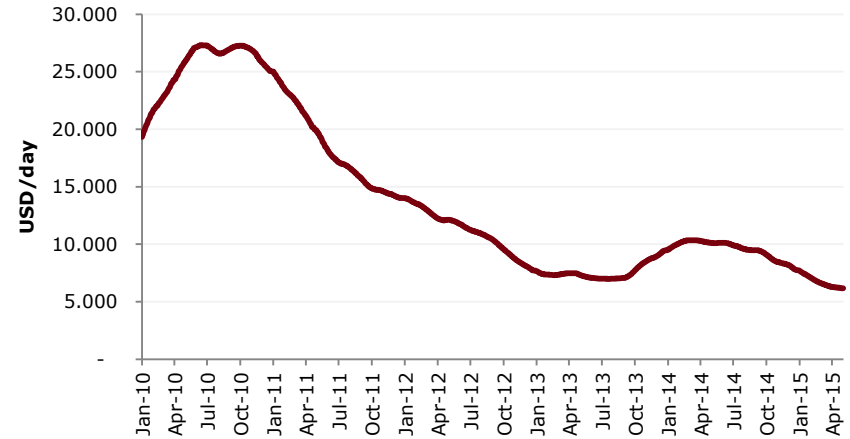


DRY CARGO 12 MONTH ROLLING AVERAGE

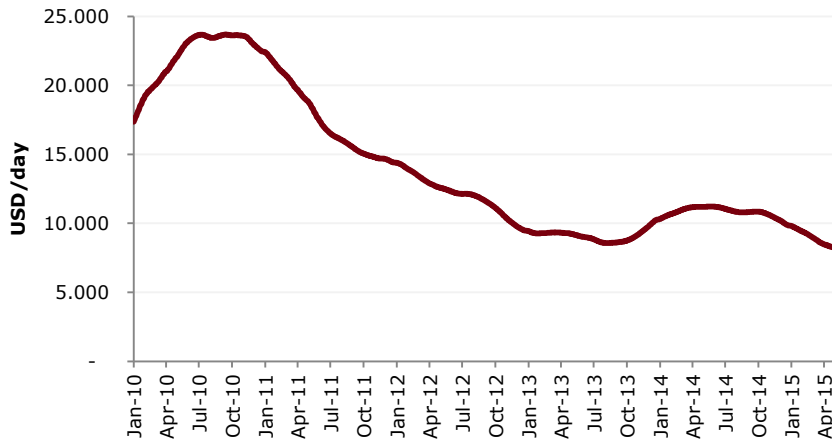
Capesize



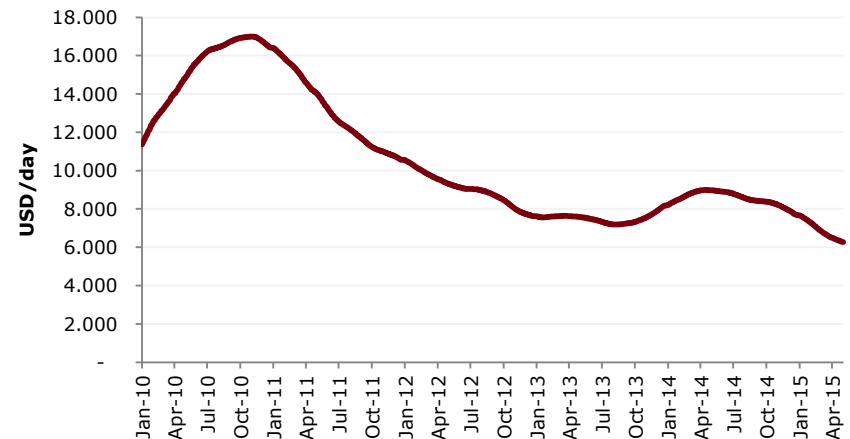
Panamax



Supramax

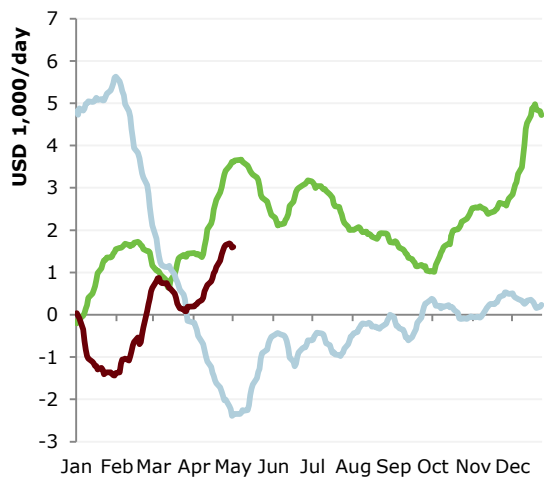


Handysize

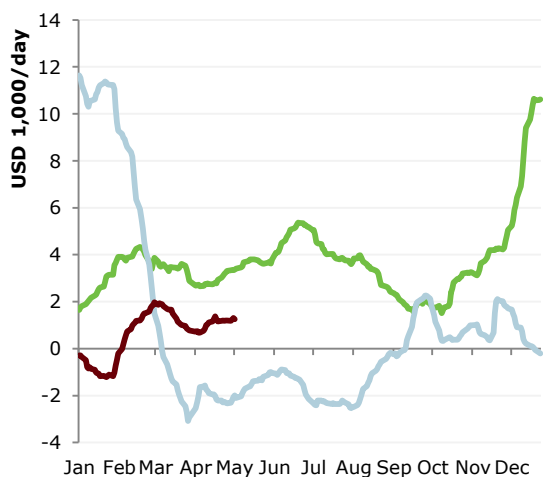


DRY CARGO REGIONAL RATES

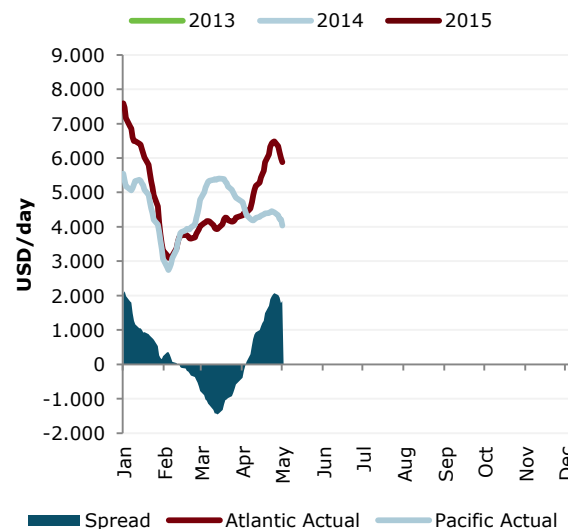
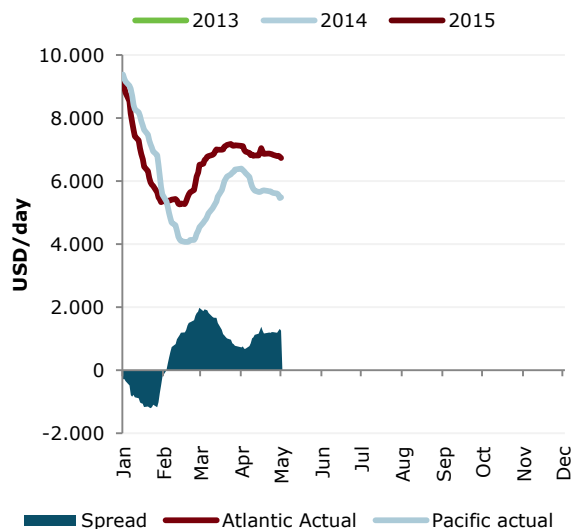
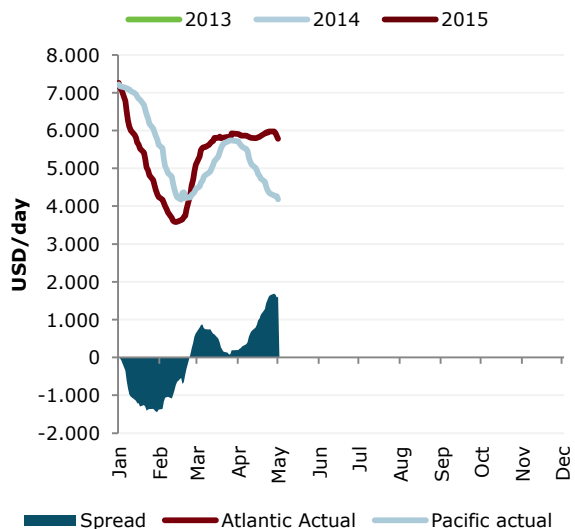
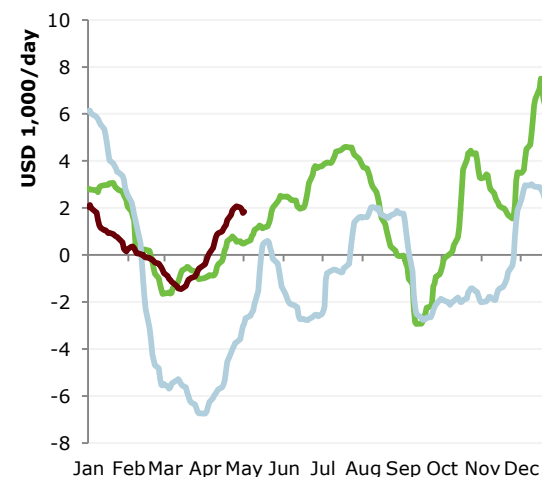
Handysize



Supramax



Panamax



Strong capital structure

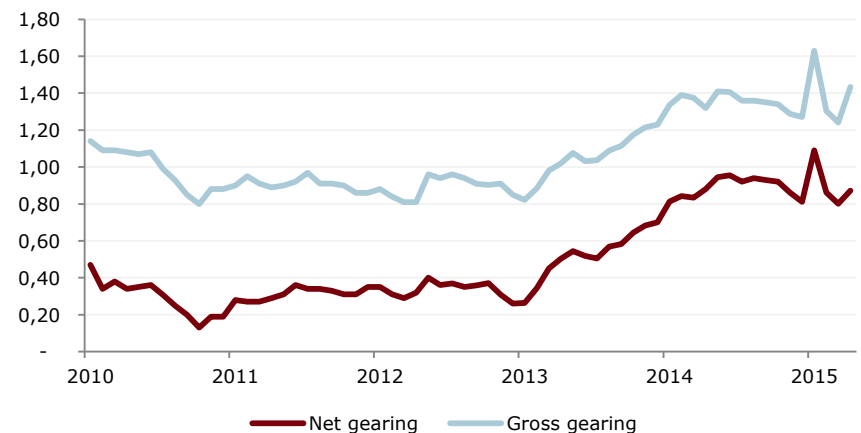
- ▶ Strong focus on cash flow generation
- ▶ Cash in low-risk deposit accounts and securities
- ▶ Equity ratio at 67.3%
- ▶ Net gearing of 0.87 at end March 2015
- ▶ Outstanding yard payments (incl. joint ventures (50%))
 - ▶ 2015: USD 86 million
 - ▶ 2016: USD 59 million
 - ▶ 2017: USD 124 million
 - ▶ 2018: USD 51 million
 - ▶ **Total: USD 320 million**

Net committed cash

USDm	Q1 2015	Q4 2014
Adjusted net interest bearing assets*	-8	-6
T/C obligations**	-1,398	-1,542
Newbuilding instalments less proceeds from vessel sales**	-309	-355
Revenue from coverage**	617	646
Net commitments	-1,098	-1,257

* Adjusted for prepayments on vessel sales and currency swaps. ** Present values

Gearing



Fleet values at 31 March 2015

USD million

	Number	Average dwt,	Carrying amount/cost	Broker estimated value of owned vessels*	Broker estimated value of charter party	Added value
Dry Cargo						
Capesize	2.0	178,000	53	42		-11
Post-Panamax	4.0	114,000	122	85		-37
Panamax	7.0	79,000	170	144	34	8
Supramax	10.5	71,000	262	241		-21
Handysize	12.0	35,000	257	189	19	-49
Tankers						
MR	11.0	41,000	368	360		-8
Handysize	12.0	39,000	268	237		-30
Total	58.5		1,499	1,298	53	-148

* Including joint ventures and assets held for sale but excluding charter party, if any.

DRY CARGO FLEET OVERVIEW

NORDEN's Dry Cargo fleet and values at 31 March 2015

Vessel type	Capesize	Post-Panamax	Panamax	Supramax	Handysize	Total
Vessels in operation						
Owned vessels	2.0	4.0	3.5	4.0	12.0	25.5
Chartered vessels with purchase option	1.0	4.0	15.5	16.0	11.0	47.5
Total active core fleet	3.0	8.0	19.0	20.0	23.0	73.0
Chartered vessels without purchase option	0.0	0.0	70.5	42.0	17.1	129.6
Total active fleet	3.0	8.0	89.5	62.0	40.1	202.6
Vessels to be delivered						
Newbuildings (owned)	0.0	0.0	3.5	6.5	0.0	10.0
Chartered vessels with purchase option	1.0	0.0	4.0	5.0	0.0	10.0
Total for delivery to core fleet	1.0	0.0	7.5	11.5	0.0	20.0
Chartered vessels over 3 years without purchase option	0.0	0.0	0.0	0.0	0.0	0.0
Total to be delivered	1.0	0.0	7.5	11.5	0.0	20.0
Total gross fleet	4.0	8.0	97.0	73.5	40.1	222.6
Dry Cargo fleet values at 31 March 2015 (USD million)						
Market value of owned vessels and newbuildings*	42	85	178	241	208	754
Theoretical value of purchase and extension options	21	7	23	20	4	75

* Active vessels and newbuildings including joint ventures, assets held for sale and charterparties, if any.

NORDEN's Tanker fleet and values at 31 March 2015			
Vessel type	MR	Handysize	Total
Vessels in operation			
Owned vessels	9.0	12.0	21.0
Chartered vessels with purchase option	7.0	0.0	7.0
Total active core fleet	16.0	12.0	28.0
Chartered vessels without purchase option	12.0	8.0	20.0
Total active fleet	28.0	20.0	48.0
Vessels to be delivered			
Newbuildings (owned)	2.0	0.0	2.0
Chartered vessels with purchase option	1.0	0.0	1.0
Total for delivery to core fleet	3.0	0.0	3.0
Chartered vessels over 3 years without purchase option		-	0.0
Total to be delivered	3.0	0.0	3.0
Total gross fleet	31.0	20.0	51.0
Tanker fleet values at 31 March 2015 (USD million)			
Market value of owned vessels and newbuildings*	360	237	597
Theoretical value of purchase and extension options	3	0	3

* Active vessels and newbuildings including joint ventures, assets held for sale and charterparties, if any.

Coverage and capacity, Dry Cargo, at 31 March 2015										
	2015			2016	2017	2015			2016	2017
	Q2	Q3	Q4			Q2	Q3	Q4		
Owned vessels						Ship days				
Capesize	152	183	183	726	688					
Post-Panamax	364	355	367	1,452	1,408					
Panamax	353	365	365	1,698	2,046					
Supramax	364	362	533	2,245	2,571					
Handysize	1,092	1,074	1,100	4,264	4,313					
Total	2,325	2,339	2,548	10,385	11,026					
Chartered vessels						Costs for T/C capacity (USD per day)				
Capesize	91	92	92	366	272	14,137	14,137	14,137	14,470	14,740
Post-Panamax	364	368	368	1,464	1,460	9,529	9,520	9,520	9,767	9,985
Panamax	5,420	2,831	2,460	8,199	5,230	8,137	8,609	10,188	10,136	11,814
Supramax	2,631	1,505	1,390	5,838	4,955	9,103	9,546	9,677	10,409	11,020
Handysize	1,171	1,104	1,044	3,630	2,706	7,993	8,005	8,040	8,571	8,613
Total	9,677	5,900	5,354	19,497	14,623	8,491	8,878	9,659	9,980	10,824
Total capacity						Costs for gross capacity (USD per day)*				
Total capacity	12,002	8,239	7,902	29,882	25,649	7,886	7,897	8,183	8,403	8,524
Coverage						Revenue from coverage (USD per day)				
Capesize	107	0	0	0	0	400	0	0	0	0
Post-Panamax	254	7	0	0	0	4,374	7,010	0	0	0
Panamax	4,941	2,862	1,103	2,812	2,156	9,871	10,559	14,093	16,613	17,569
Supramax	3,296	1,857	1,457	2,696	1,055	10,264	10,877	9,327	12,140	13,903
Handysize	1,630	634	646	1,458	1,251	7,143	10,851	11,066	12,949	13,840
Total	10,228	5,360	3,206	6,966	4,462	9,327	10,699	11,317	14,115	15,656
Coverage in %										
Capesize	44%	0%	0%	0%	0%					
Post-Panamax	35%	1%	0%	0%	0%					
Panamax	86%	90%	39%	28%	30%					
Supramax	110%	99%	76%	33%	14%					
Handysize	72%	29%	30%	18%	18%					
Total	85%	65%	41%	23%	17%					

* Including cash running costs of owned vessels.

Costs are excluding administrative expenses. For vessel types which are operated in a pool, the T/C equivalent is after management fee. With regard to the Dry Cargo pools, NORDEN receives the management fee as "Other operating income".

PRODUCT TANKERS

Capacity and coverage, Tankers, at 31 March 2015										
	2015		2016	2017		2015		2016	2017	
	Q2	Q3	Q4			Q2	Q3	Q4		
Owned vessels	Ship days									
MR	759	777	821	3,231	3,237					
Handysize	1,092	1,081	1,083	4,302	4,323					
Total	1,851	1,858	1,904	7,533	7,560					
Chartered vessels						Costs for T/C capacity (USD per day)				
MR	1,694	1,513	1,440	3,981	1,869	14,932	15,024	15,063	15,615	16,551
Handysize	584	297	92	97	0	13,972	13,886	14,108	14,108	0
Total	2,278	1,810	1,532	4,078	1,869	14,686	14,837	15,006	15,579	16,551
						Costs for gross capacity (USD per day)*				
Total capacity	4,129	3,668	3,436	11,611	9,429	11,213	10,896	10,591	10,109	9,032
Coverage						Revenue from coverage (USD per day)				
MR	622	284	199	250	202	17,312	15,475	15,464	16,667	16,736
Handysize	639	205	141	0	0	15,234	15,061	15,532	0	0
Total	1,261	489	340	250	202	16,259	15,302	15,492	16,667	16,736
Coverage in %										
MR	25%	12%	9%	3%	4%					
Handysize	38%	15%	12%	0%	0%					
Total	31%	13%	10%	2%	2%					

* Including cash running costs of owned vessels.

Costs are excluding administrative expenses. For vessel types which are operated in a pool, the T/C equivalent is after management fee.

THE SHARE (DNORD)

Master data

Shareholder capital	DKK 42,200,000
Number of shares and denomination	42,200,000 shares of DKK 1
Classes of shares	1
Voting and ownership restrictions	None
Stock exchange	NASDAQ OMX Copenhagen
Ticker symbol	DNORD
ISIN code	DK0060083210
Bloomberg code	DNORD.DC
Reuters code	DNORD.CO

Composition of shareholders

- ▶ 15,892 registered shareholders owning 90.6%
- ▶ Approx. 36% international ownership

