



Presentation of Q3 2011 results  
SEB Nordic Seminar  
10 January 2012

# Safe Harbour Statement



*Matters discussed in this presentation may constitute forward-looking statements.*

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# Highlights for Q3 2011



## Results

- Q3 loss before tax of USD 70m
- Year-to-date loss before tax of USD 139m

## Tanker

- EBIT of USD -34m in Q3 2011 and USD -65m YTD
- LR2 and LR1 suffered from oversupply of vessels and lower demand in the East market
- MR market in the West saw a decrease in US imports

## Bulk

- EBIT of USD -16m in Q3 2011 and USD -21m YTD
- First half of Q3 affected by summer market and the aftermath of the Japanese earthquake
- Second half of Q3 saw positive trends from e.g. grain season and Brazilian sugar exports.

## S&P

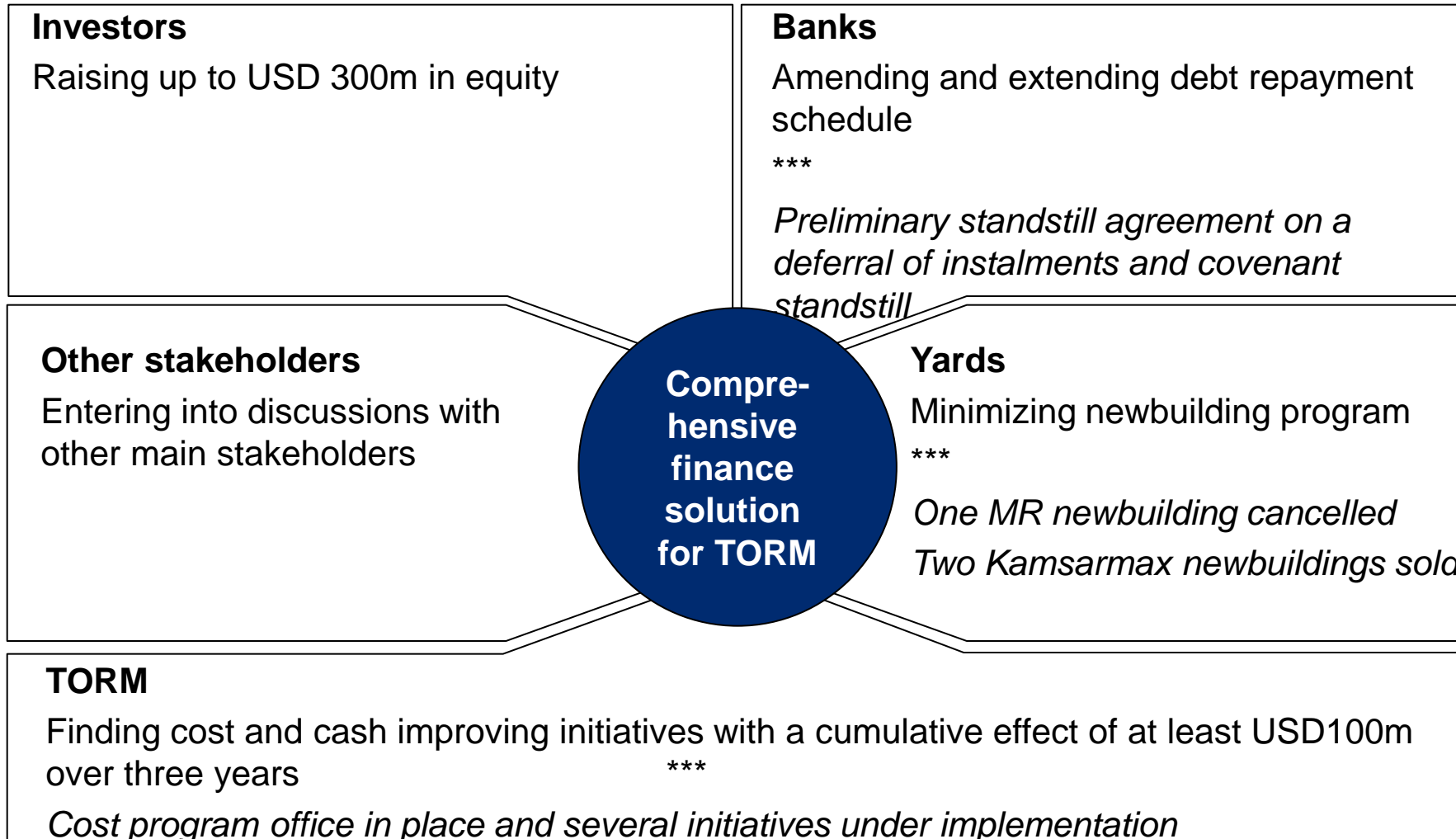
- Continued high inflow of new tonnage in all segments
- Vessel prices under pressure
- No TORM sales or purchases in Q3 2011

## Guidance for FY2011

- Forecast for 2011 is a loss before tax of USD 230-250m\*

# TORM is pursuing a comprehensive financing solution involving multiple stakeholders

Q4 UPDATE



# Q3 2011 proved to be challenging



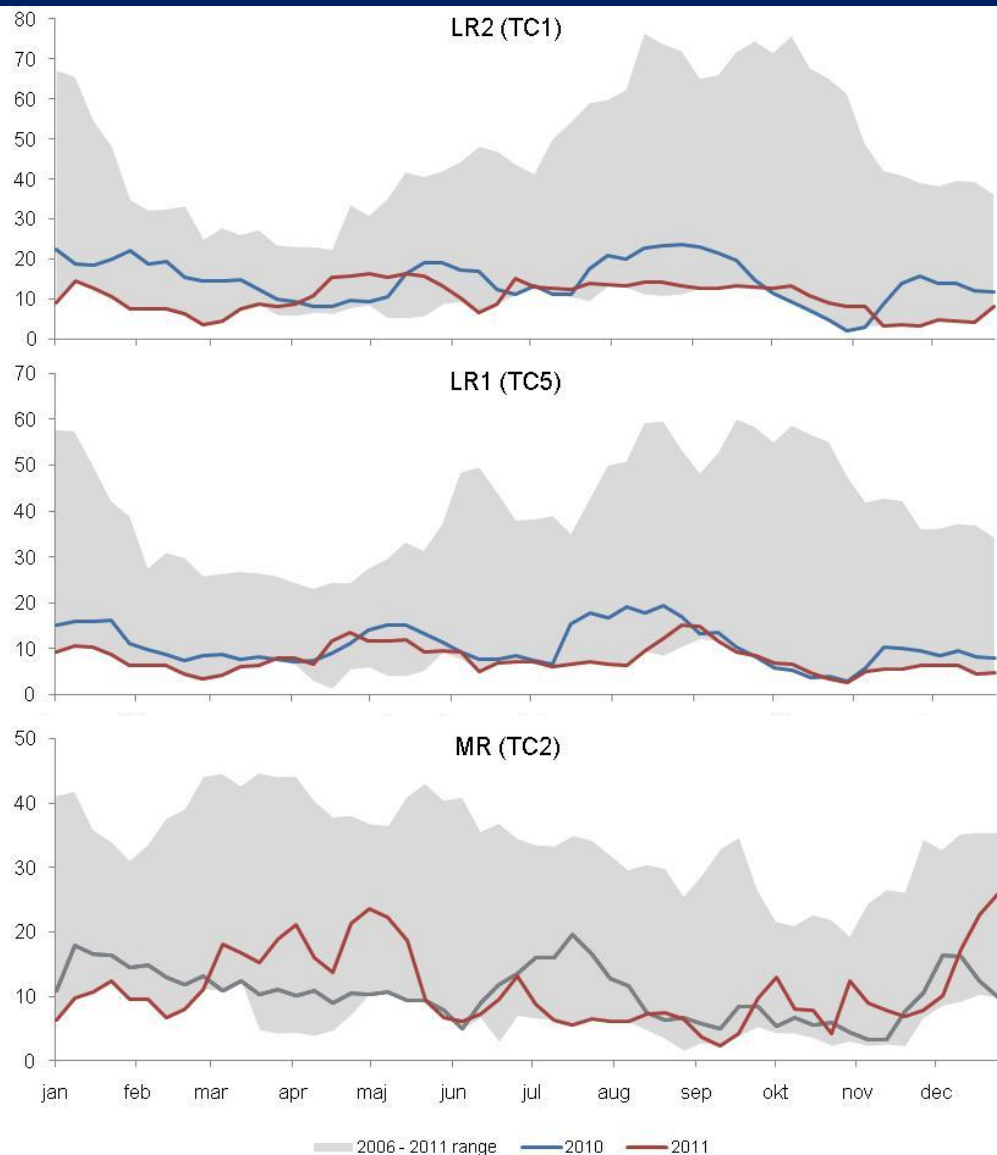
## Financials highlights in Q3 2011

USD million	Q3 2011	Q3 2010	2010	2009
<b>P&amp;L</b>				
Gross profit	2	49	180	243
Sale of vessels	-	-	2	33
EBITDA	-17	23	97	203
Profit before tax	-70	-27	-136	-19
<b>Balance</b>				
Equity	958	1,190	1,115	1,247
NIBD	1,836	1,738	1,875	1,683
Cash and cash equivalents	96	143	120	122
<b>Cash flow statement</b>				
Operating cash flow	-21	21	-1	116
Investment cash flow	10	-66	-187	-199
Financing cash flow	-41	67	186	37

- Q3 2011 loss before tax of USD 70m
- Q3 2011 EBITDA of USD -17m vs. Q3 2010 EBITDA of USD 23m – primarily explained by lower freight rate environment in the Tanker and Bulk segments
- Positive investment cash flow of USD 10m from vessel held for sale in Q2 2011

# Product tanker freight rates have improved recently in the MR segment and are showing positive momentum

## Freight rates in USD '000/day



- **TORM outperforms the benchmarks**
  - Q4 2010-Q3 2011: LR2 +3%, LR1 +52% and MR +28%
  - Q3: LR2 -18%, LR1 +7% and MR +76%
- **Q3 2011 positive impacts:**
  - Increased Brazilian imports
  - Increased export from the US
- **Q3 2011 negative impacts:**
  - Lower demand in the East market
  - Weak dirty market
  - Lower US gasoline import
  - Ample tonnage, notably in the East market
  - Release of Strategic Petroleum Reserves
- **During the end of Q4 the MR market rebounded strongly and there were a number of positive elements:**
  - Brazilian import demand remained high
  - Ad Valorem tax in US drives the usual exports end year
  - Naphtha demand in East came back in December
  - Med Aframax market rebounded in December on Libyan cargoes and Bosphorus delays

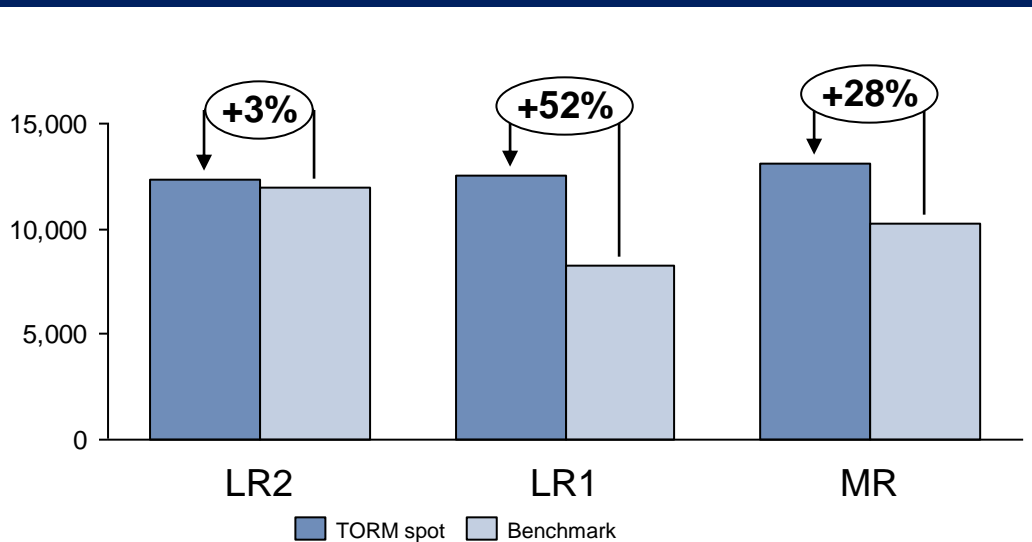




# Achieved spot rates are above benchmarks

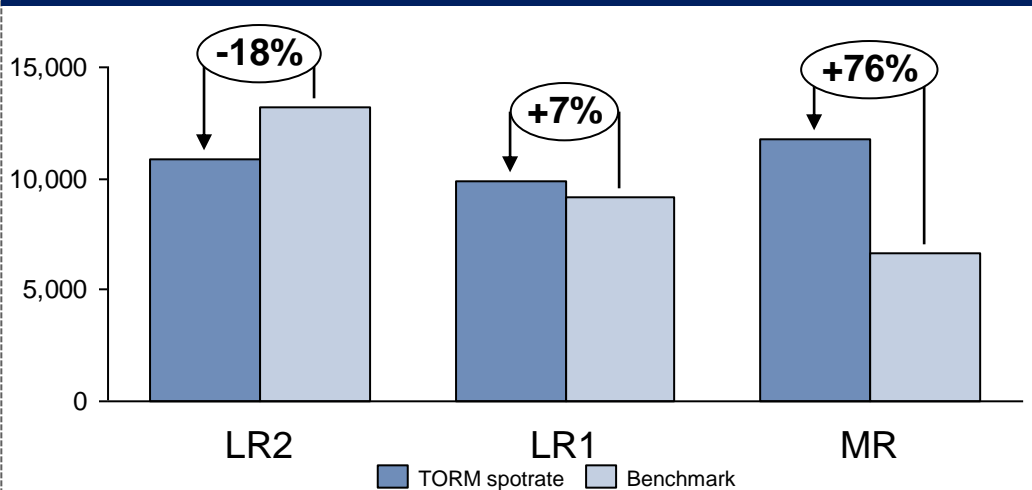


TORM spot vs benchmark last 12 months (USD/day)



- Achieved spot rates exceed benchmarks
  - Large and high quality fleet
  - Strong worldwide customer base
  - Cooperation on key functions
  - Demonstrating organisational strengths

TORM spot vs benchmark Q3 2011 (USD/day)



- Strong Q3 outperformance on MR, as TORM benefited from triangulation in weak markets
- LR2 affected by part of the fleet being in the dirty segment which proved to be weaker than the clean segment in Q3 2011
- Difficult to “clean up dirty” vessels in Q3 2011

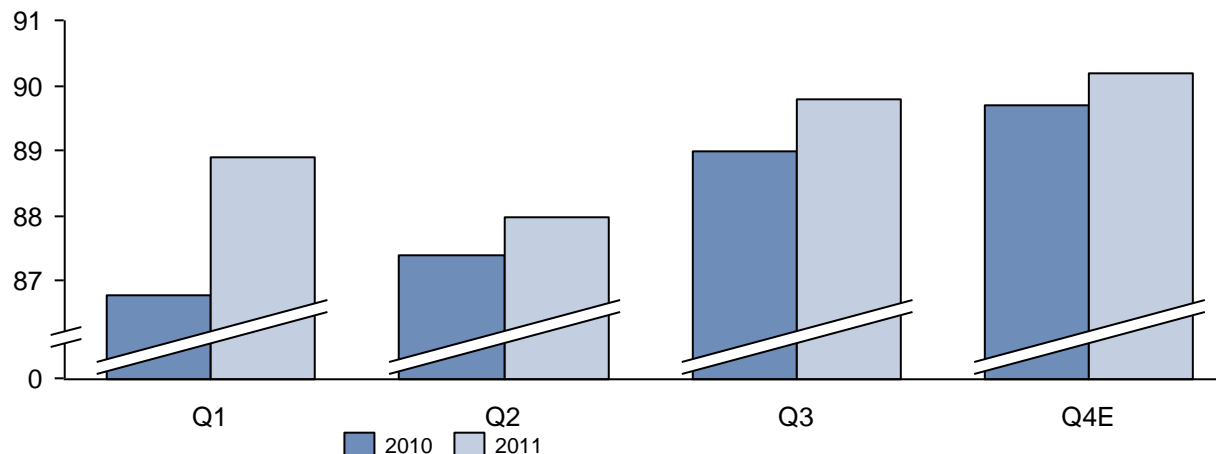
\*Benchmarks are based on spot earnings from Clarksons:  
 • LR2: TC1 (Ras Tanura-> Chiba), LR1: TC5 (Ras Tanura-> Chiba) and MRT: C2 (Rotterdam->NY)

# Product market impacted by falling US gasoline demand



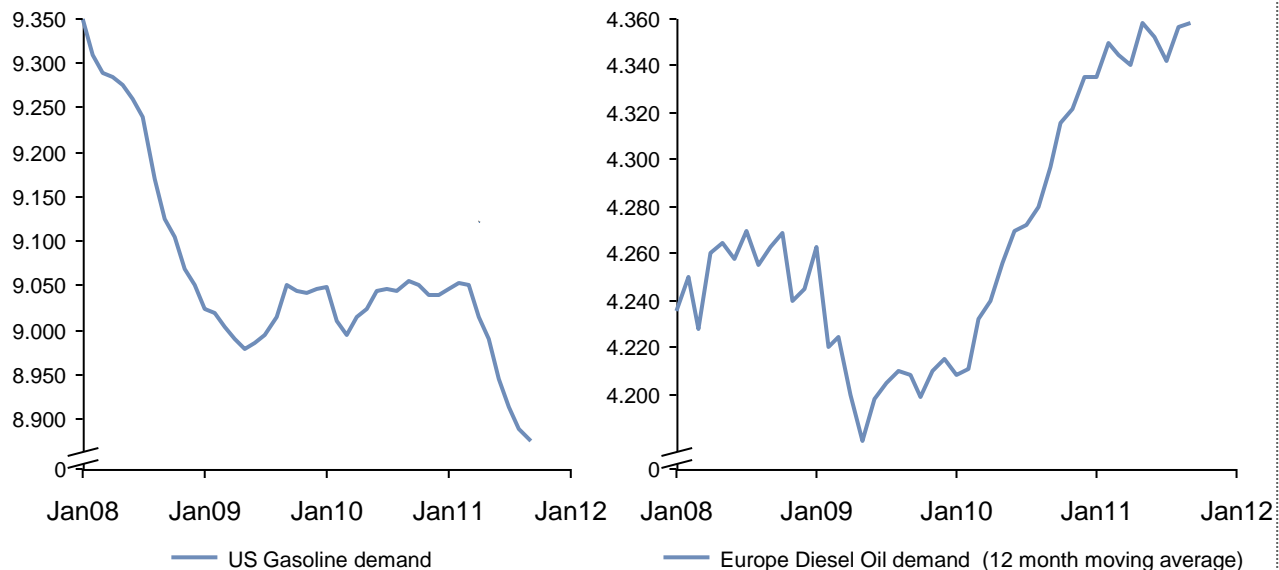
TORM

## Increasing oil demand (mmb/d)



- Continued soft increase in world oil demand (Q3 2011 +0.9 % y-o-y increase (0.8 mb/d))
- Oil price picked up again in Q3 and remains at historical high level

## Motor gasoline demand down and diesel demand stable (tbb/d)



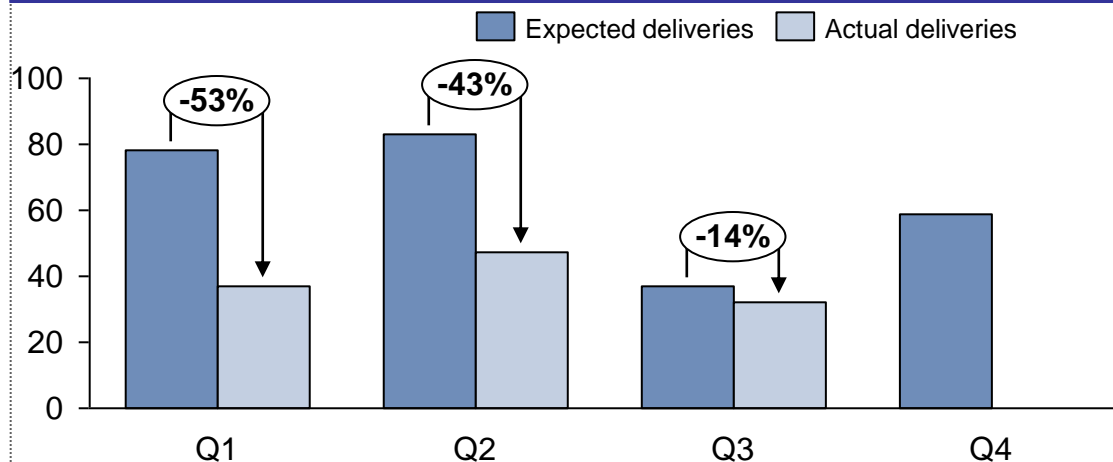
- Demand for gasoline continued to decline
- In Q3 2011 US gasoline demand averaged 8.9 mb/d making it the weakest third quarter since 2001
- Demand for diesel in Q3 stable at relative strong level.



# Product tanker supply continues to be affected by slippage

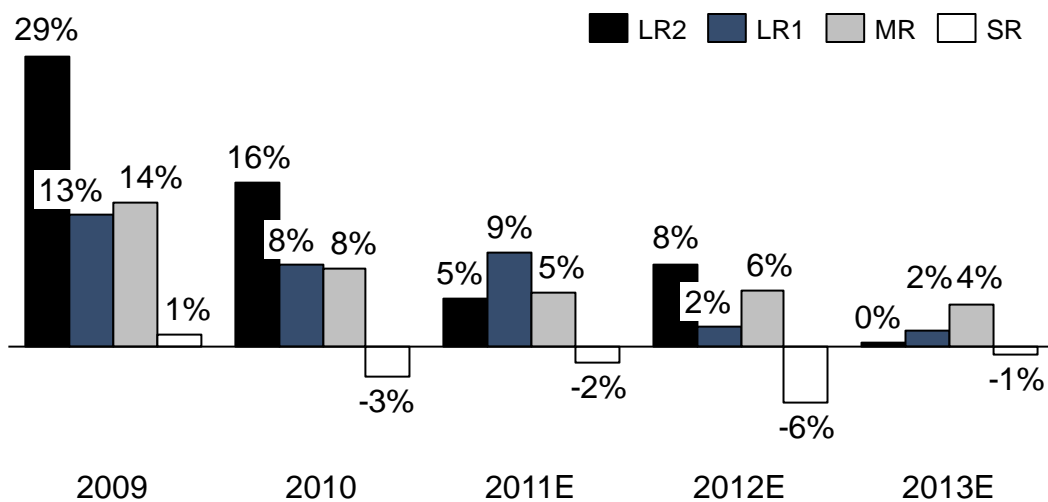


## Expected 2011 deliveries affected by slippage (no. of vessels)



- Total deliveries YTD are 116 vessels
- 82 vessels have slipped corresponding to 41% of order book for planned deliveries Q1-Q3 2011
- Q3 had 14% less deliveries than expected

## Net fleet growth y-o-y in % of total fleet

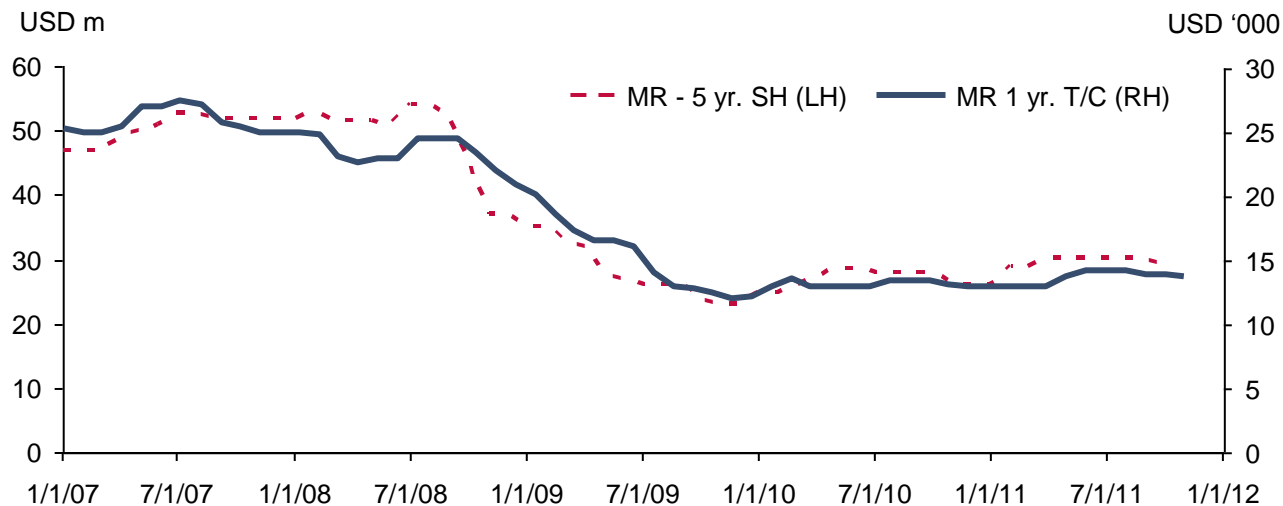
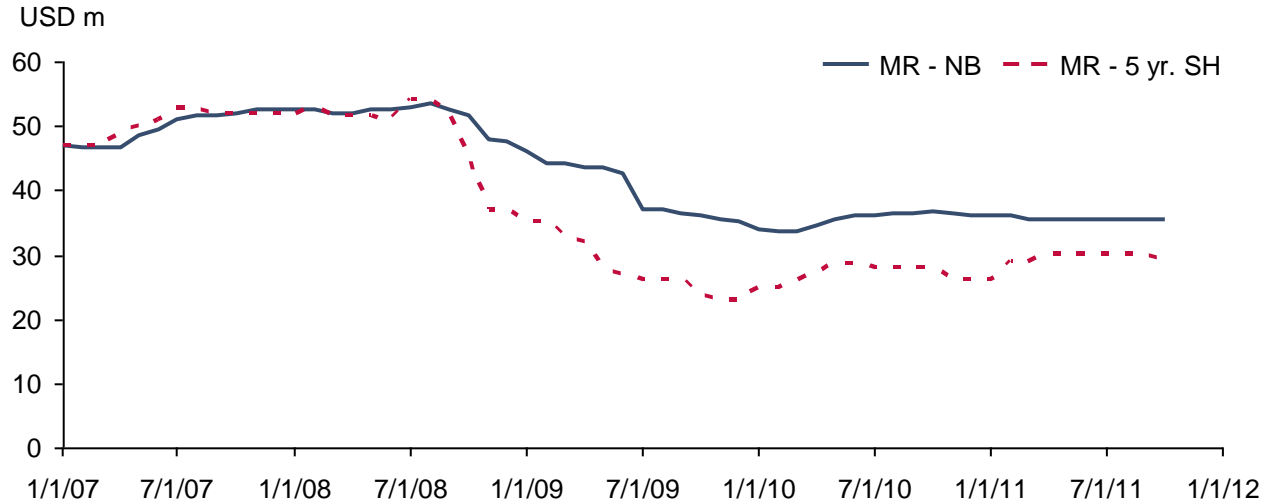


- Net fleet growth is expected to gradually decline to manageable levels in 2012 and 2013
- Scrapping will mostly impact SR leading to a negative fleet growth
- LR1 will have a low growth of ~2% p.a.

# Product tanker vessel prices stable - limited S&P activity



## Vessel price development



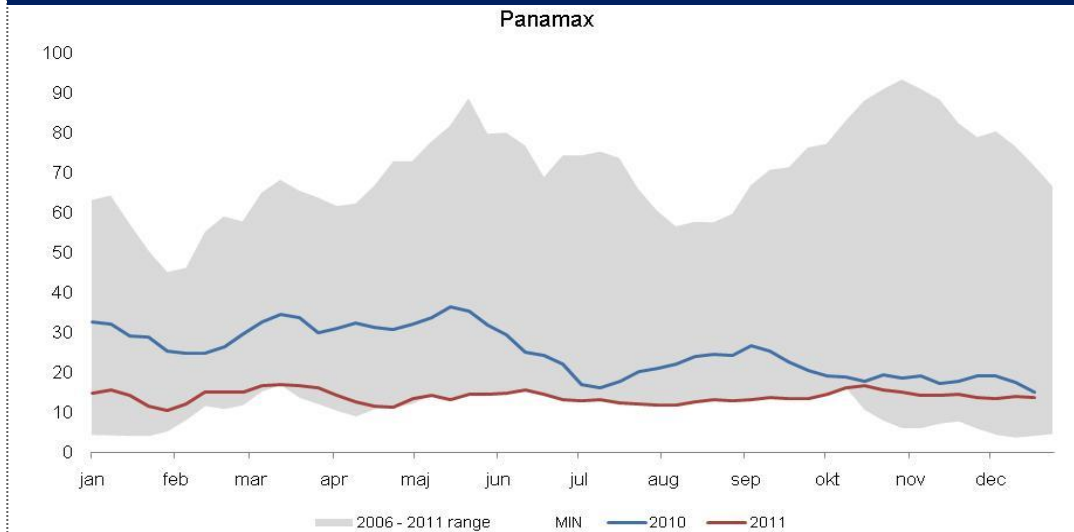
- Stable new building prices from established yards
- New building slots covered until Q1 2013
- Prices for older pre-2000 built vessels under heavy pressure
- Potential distressed assets sales may impact the general price level negatively

- T/C rates and second-hand prices are well correlated

# In dry bulk, Chinese iron ore and coal demand is strong

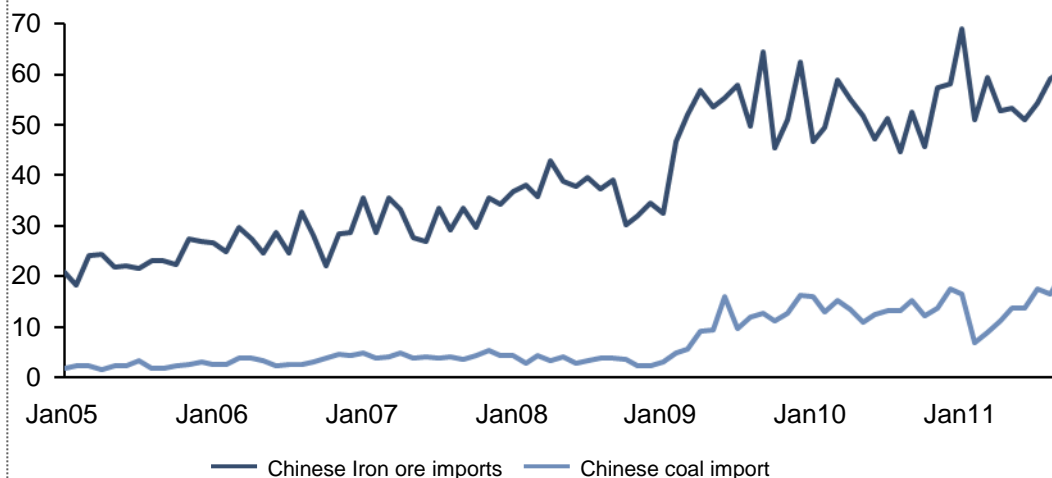


## Freight rate development (USDt/day)



- Freight rates under pressure in first half of Q3
  - Traditional summer market
  - Aftermath of Japanese earthquake
- Improved freight rates in September from
  - US-led grain season
  - Sugar exports from Brazil
- During Q4 and into 2012 the freight rates have come under pressure again due to continued influx of new tonnage

## Chinese iron ore and coal import (mt/day)

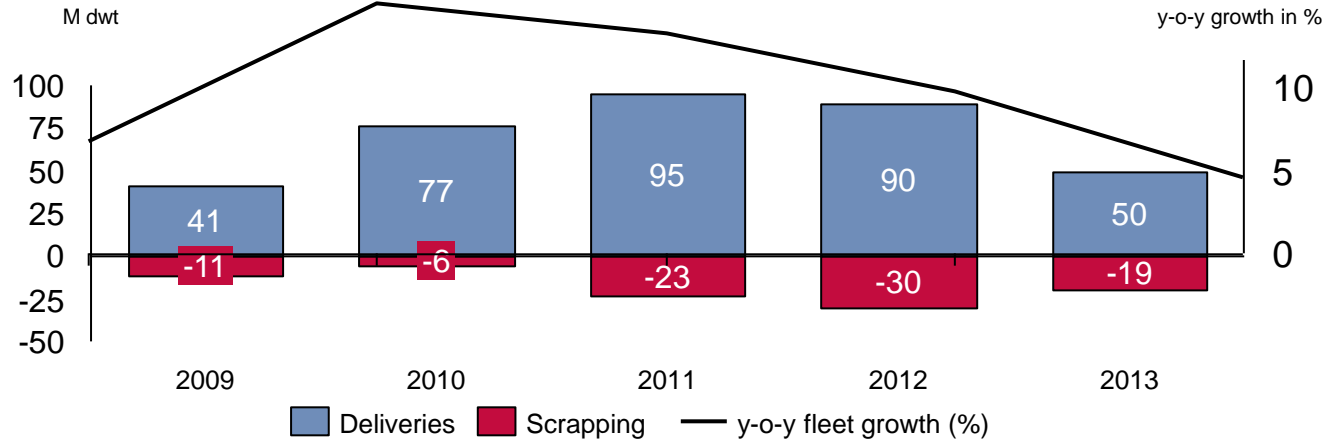


- Continued high Chinese demand
  - With an avg. of 58 mt/month, Q3 2011 landed the highest third quarter Iron Ore imports quantities ever
  - Chinese coal import in September was record high at 20 m tons
  - Chinese coal consumption YTD avg. 326 m tons per month (up 10% compared to 2010)
  - Coal import margin increasing, but still marginal at 5-6%

# High influx of dry bulk tonnage affecting vessel price

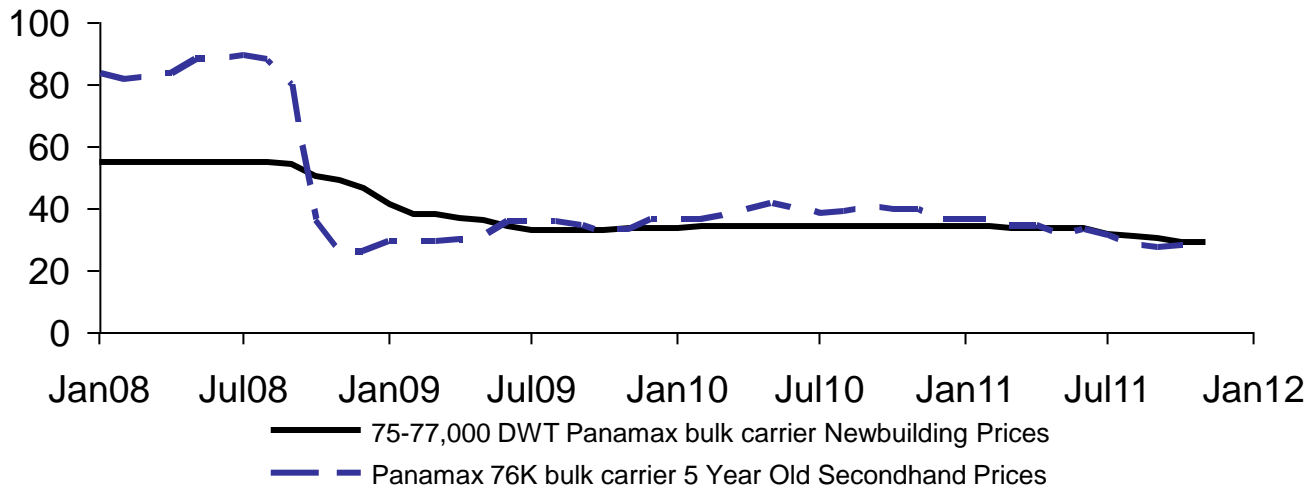


## Dry bulk fleet development (m dwt)



- Total bulk carrier order book stands at 35% of the current fleet
- Cancellation and slippage is expected to continue

## Panamax newbuilding and second-hand prices (USDm)

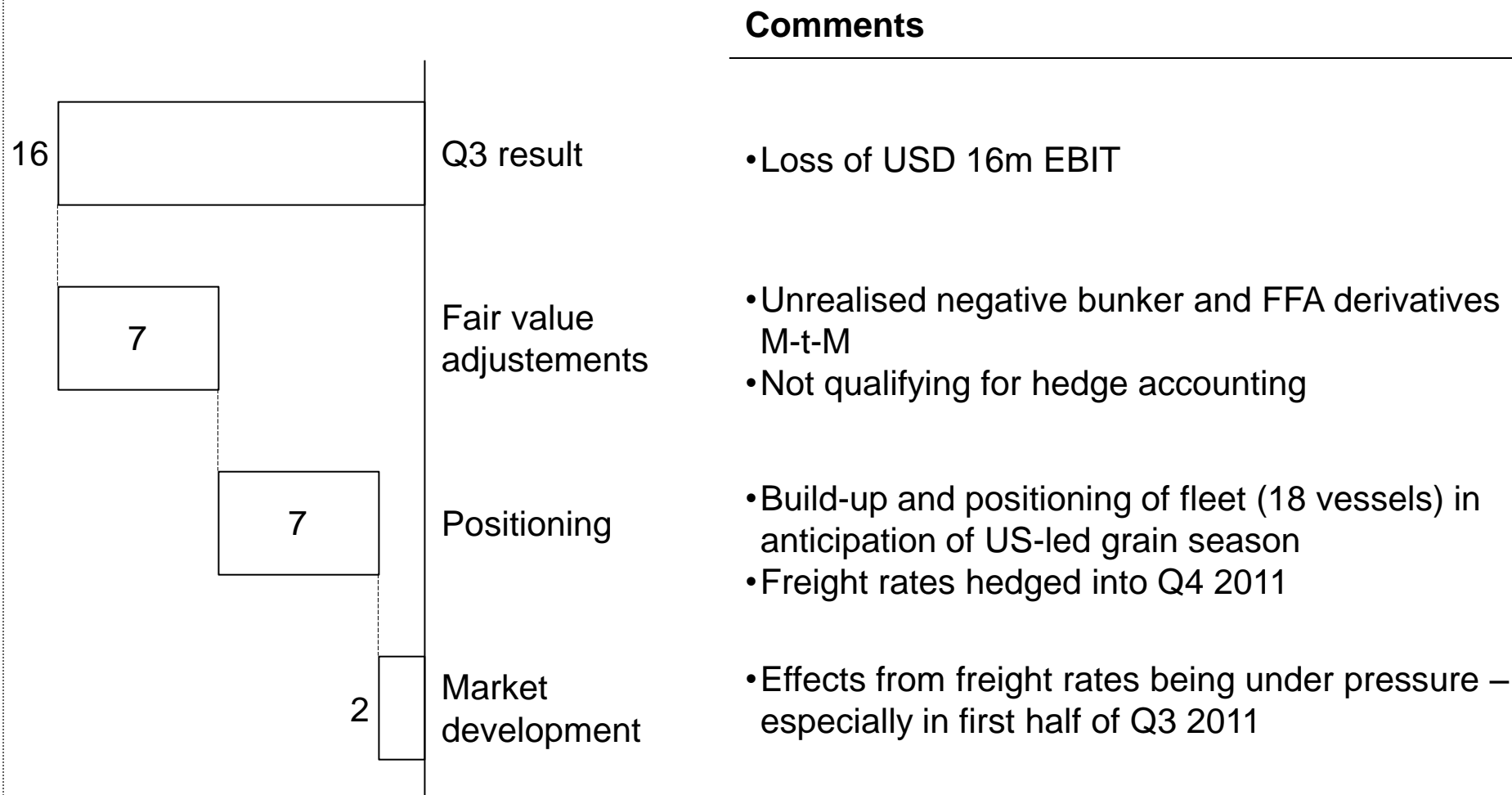


- Decreasing new building prices from Chinese shipyards
- Increased number of second-hand vessels available for sale
- Further softening of second-hand prices
- High level of scrapping activity

# TORM's Bulk result was affected by fair value adjustments and positioning of vessels



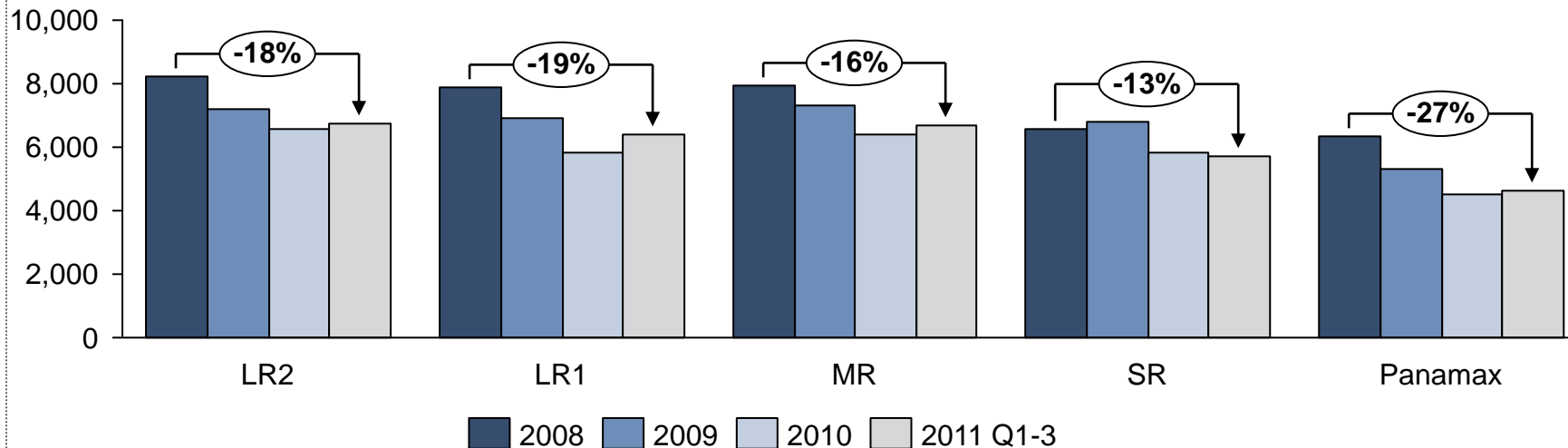
## Q3 2011 result (EBIT) in USD m



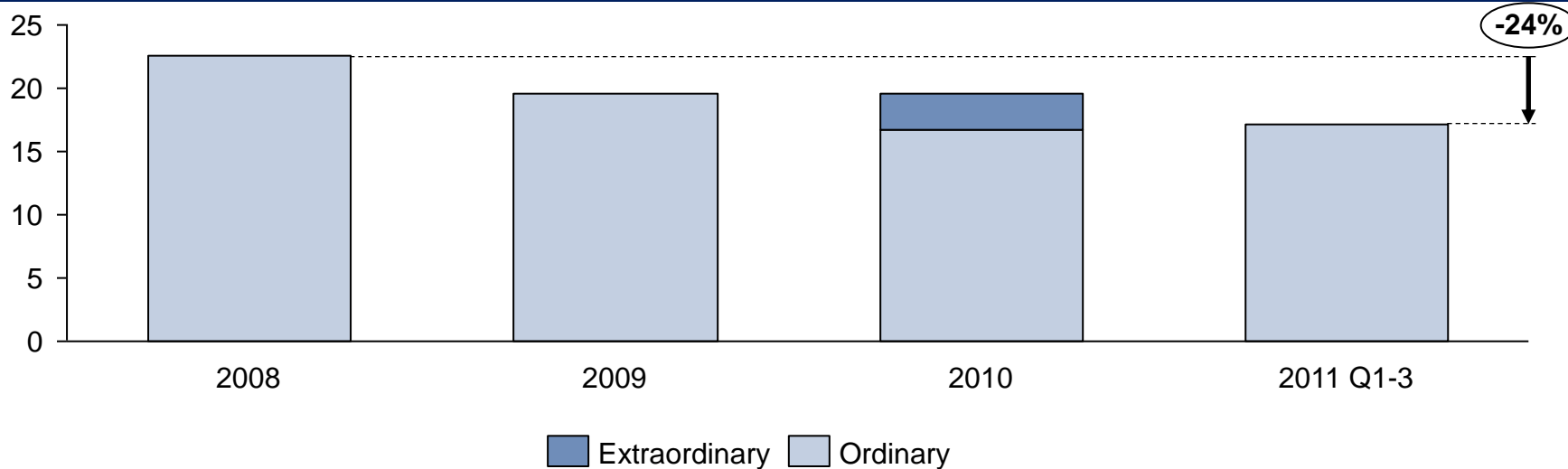
# Continued efficiency focus on OPEX and admin cost



## Development in operating cost (USDt/day)



## Administrative expenses (quarterly avg. in USDm)

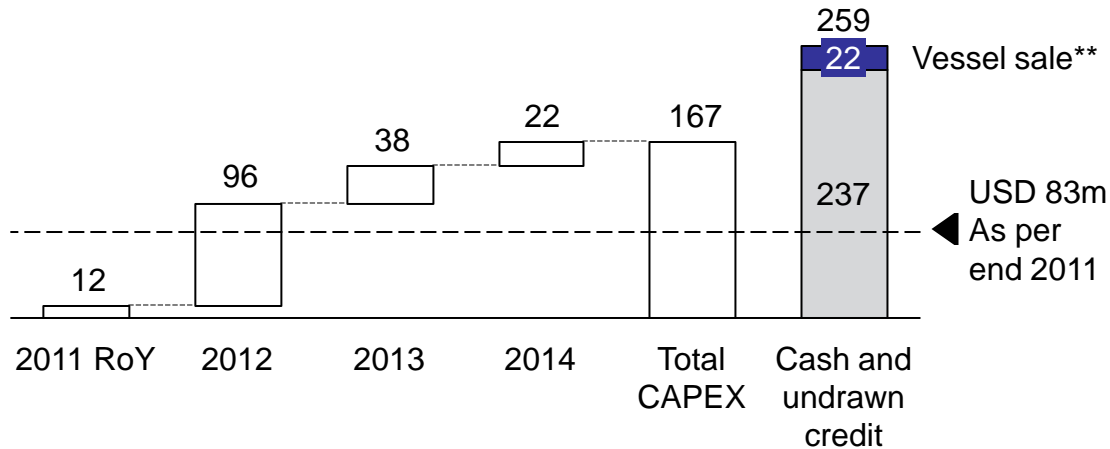




# TORMs financial position

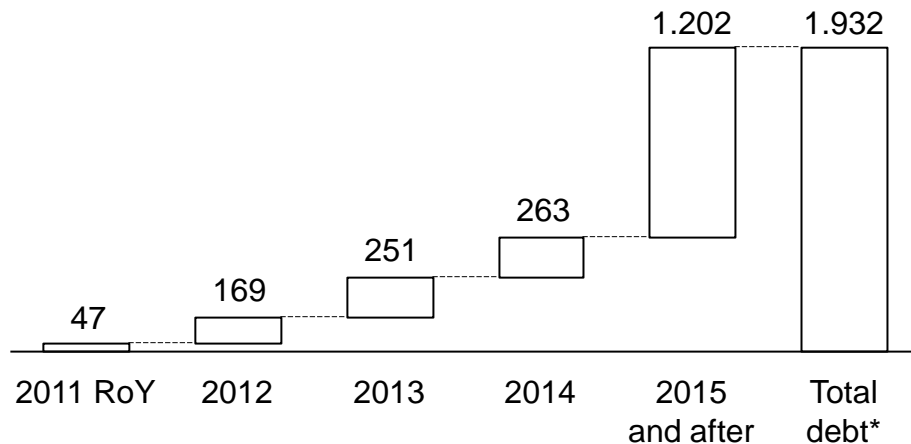


## Remaining CAPEX and liquidity (per 30 September 2011 in USD m)



- Remaining newbuilding program is four MR and two kamsarmax vessels
- 2 LR2 vessels sold in Q4 with positive cash effect of USD 22m
- Remaining CAPEX reduced to USD 83m during Q4 2011 following cancellation of 1 MR newbuilding and novation of 2 kamsarmax newbuildings

## Repayment profile on debt (per 30 September 2011 in USD m)



- TORM has entered into negotiations with main banks in order to restructure debt repayment profile
- TORM's main debt covenants:
  - Min. book equity ratio of 25%
  - Min. book value of equity of DKK 1.25bn (app. USD 250m)
  - Not less than USD 60m in liquidity

\* The repayment profile above assumes that the maturity extension announced on 28 June 2011 is completed. If the agreement is not completed the repayment profile will be that payments of USD 510 million in 2015 and USD 60 million in 2014 will fall due in 2013 instead

\*\* The repayment profile excludes the debt repayment related to the recently announced sale of the two LR2 vessels. The net cash effect of USD 22m is net of debt repayments

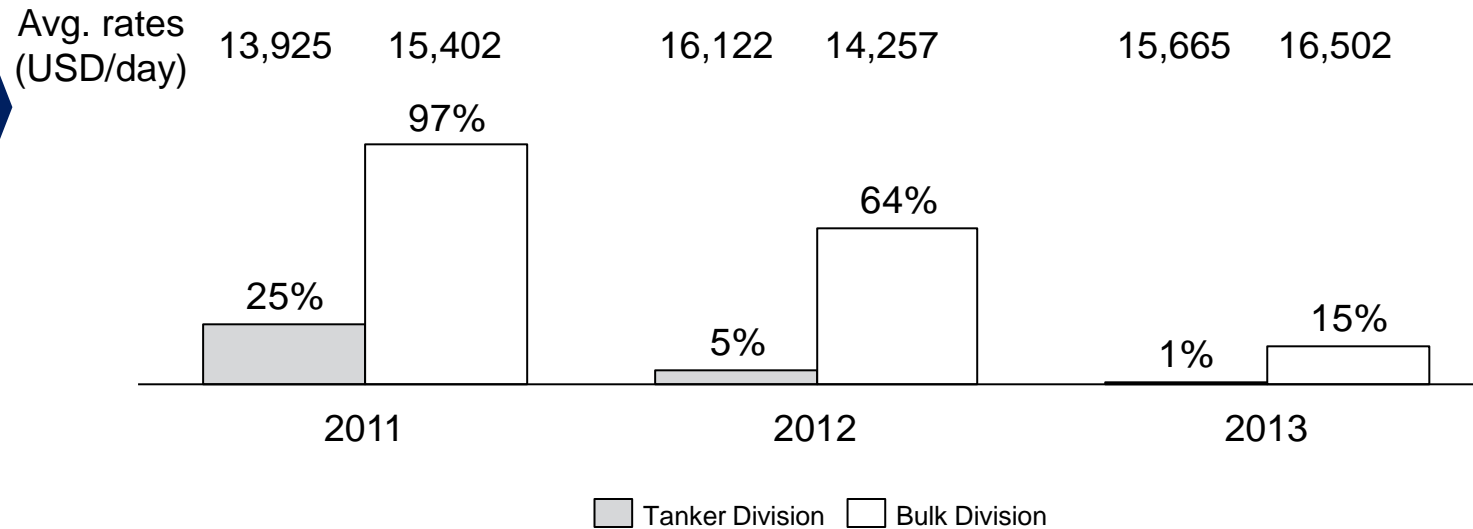
# TORM's forecast for 2011



2011 forecast  
(as per 23  
December)

- Forecast for 2011 result before tax to a loss of USD 130-250m

Coverage per  
30 September  
2011



Change in profit  
with change in  
freight rates

USDm Segment	Change in freight rates (USD/day)			
	-2,000	-1,000	1,000	2,000
Tanker	-13	-7	7	13
Bulk	-0	-0	0	0
<b>Total</b>	<b>-13</b>	<b>-7</b>	<b>7</b>	<b>13</b>

# Appendix

# TORM at a glance

## Key facts

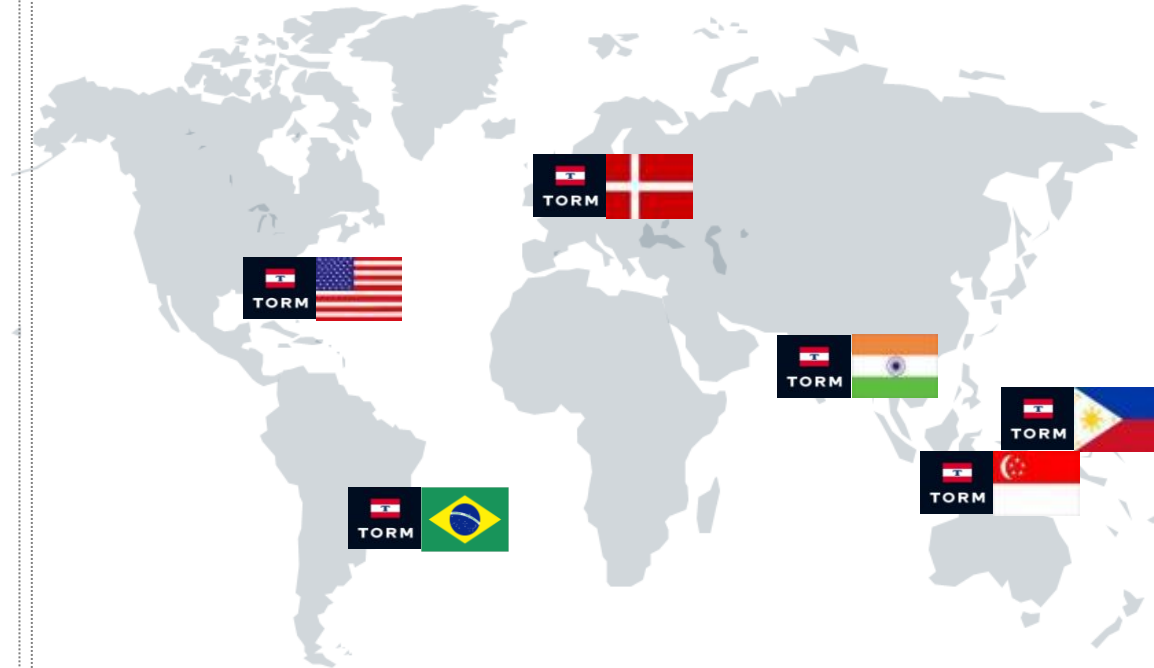
### A world leading product tanker company

- A leading product tanker owner
- Growing presence in dry-bulk
- 120 years of history

### Listings

- NASDAQ OMX Copenhagen
- NASDAQ in New York

## Global footprint based on regional power and presence



**TORM Offices: ~315**

**Seafarers: ~2,900**

- 350 Danish seafarers
- 100 Croatian/Italian seafarers
- 1,400 Indian seafarers
- 1,050 Philippine seafarers

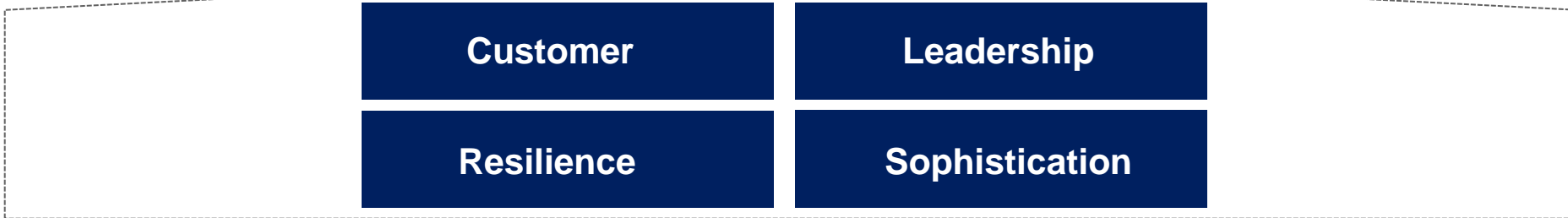


# TORM's strategy – “Changing Trim”

Highlights  
Tanker market  
Dry bulk market  
Finance



## Strategic cornerstones



### Tanker

*Build on strength as global leader to benefit from a market recovery*



*Consistently outperforming spot market benchmarks*

### Bulk

*Expand profitably in all markets conditions*



*Ensuring a positive profit margin under all market conditions*

### Ship owning and S&P

*Leverage relations & experience to become a leading asset player*



*Creating value through optionality*

# TORM offers great value creation potential within the cyclical tramp business

Highlights  
Tanker market  
Dry bulk market  
Finance



## Commercial excellence

- Consistently beating commercial benchmarks
- Leading product tanker player with scale and scope advantages

## High quality

- Young and diverse fleet
- High vetting quality due to continuous focus on quality and safety

## Cost competitive

- OPEX reduced to below industry average
- Admin. cost under tight control

## Risk management

- High quality “blue chip” customers with low counterparty risk

## Significant upside potential

- High operational gearing to benefit from rising market
- High financial gearing at attractive financing terms



# Detailed key figures overview



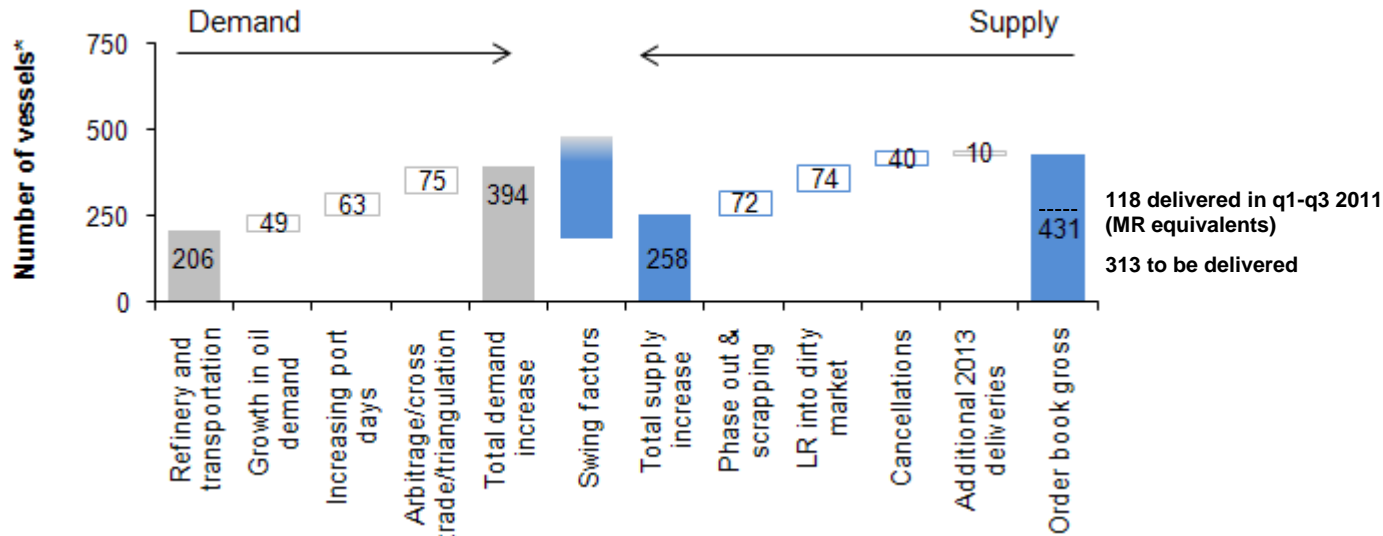
## Key figures overview

USD million	Q1-Q3 2011	2010	2009	2008	2007	2006	2005
Revenue	938	856	862	1.184	774	604	586
EBITDA	17	97	203	572	288	301	351
Net income	(140)	(135)	(17)	361	792	235	299
<b>Balance</b>							
Total assets	3.119	3.286	3.227	3.317	2.959	2.089	1.810
Long term assets	2.780	2.984	2.944	2.913	2.703	1.970	1.528
Equity	958	1.115	1.247	1.279	1.081	1.281	905
NIBD	1.836	1.875	1.683	1.550	1.548	663	632
Cash and cash equivalents	96	120	122	168	105	32	157
<b>Cash flow statement</b>							
Operating cash flow	(62)	(1)	116	385	188	232	261
Investment cash flow	104	(187)	(199)	(262)	(357)	(118)	(473)
Financing cash flow	(66)	186	37	(59)	242	(239)	303
<b>Financial related key figures</b>							
EBITDA margin	2%	11%	24%	48%	37%	50%	60%
Equity ratio	31%	34%	39%	39%	37%	61%	50%
Return on invested capital (ROIC)	N.A.	-3%	2%	16%	10%	20%	34%

# Tanker Demand Will Outgrow Supply From 2011 – 2013



## Demand and Supply Development 2011 – 2013



### Swing factors:

- Order book delays
- Delays in refineries
- Floating storage
- Slow steaming
- Changes in transport patterns
- Embargoes & strikes
- Blockages - water ways/ports
- Refinery disruptions
- Hurricanes

### Demand Primarily Affected By...

- Refinery expansions in the Middle East and India & changes in transport patterns
- Increased oil demand
- Increasing port days due to increased activity/bottlenecks
- Arbitrage
- Improving US exports

### Supply Primarily Affected By...

- LR into dirty market
  - Some LR1 vessels replacing Panamax phase outs in crude
  - 30% of LR2 vessels trading in the crude
- Phase-out of single hulls and scrapping of old tonnage
- Additional new ordering of 2013 deliveries

(1) All effects are recalculated into MR equivalents – to enable comparison based on their volume relative to MR

# Large and modern fleet

# of vessels	Current fleet			New buildings and T/C-in deliveries w ith a period >= 12 months				
	Q2 2011	Changes	Q3 2011	Q4 2011	2012	2013	2014	2015
<b>Ow ned vessels</b>								
LR2	11.0	-	11.0	-				
LR1	7.5	-	7.5					
MR	39.0	(1.0)	38.0		2.0	1.0	1.0	
SR	11.0	-	11.0					
<b>Tanker Division</b>	<b>68.5</b>	<b>(1.0)</b>	<b>67.5</b>	<b>-</b>	<b>2.0</b>	<b>1.0</b>	<b>1.0</b>	
Panamax	2.0	-	2.0		1.0	1.0		
Handymax	-	-	-					
<b>Bulk Division</b>	<b>2.0</b>	<b>-</b>	<b>2.0</b>		<b>1.0</b>	<b>1.0</b>		
<b>Total</b>	<b>70.5</b>	<b>(1.0)</b>	<b>69.5</b>	<b>-</b>	<b>3.0</b>	<b>2.0</b>	<b>1.0</b>	
<b>TC-in vessels w ith contract period &gt;= 12 months</b>								
LR2	2.0	-	2.0					
LR1	17.0	(1.0)	16.0		-	-		
MR	11.0	1.0	12.0		-	-		
SR	-	-	-					
<b>Tanker Division</b>	<b>30.0</b>	<b>-</b>	<b>30.0</b>		<b>-</b>	<b>-</b>		
Panamax	12.0	1.0	13.0		2.0	1.0	2.0	
Handymax	2.0	-	2.0		-			
<b>Bulk Division</b>	<b>14.0</b>	<b>1.0</b>	<b>15.0</b>		<b>2.0</b>	<b>1.0</b>	<b>2.0</b>	
<b>Total</b>	<b>44.0</b>	<b>1.0</b>	<b>45.0</b>		<b>2.0</b>	<b>1.0</b>	<b>2.0</b>	
<b>TC-in vessels w ith contract period &lt; 12 months</b>								
LR2								
LR1								
MR								
SR								
<b>Tanker Division</b>	<b>-</b>	<b>-</b>	<b>-</b>					
Panamax	9.0	5.0	14.0					
Handymax	8.0	3.0	11.0					
<b>Bulk Division</b>	<b>17.0</b>	<b>8.0</b>	<b>25.0</b>					
<b>Total</b>	<b>17.0</b>	<b>8.0</b>	<b>25.0</b>					
<b>Pools/Commercial magament</b>	<b>26.0</b>	<b>-</b>	<b>26.0</b>					
<b>Total fleet</b>	<b>157.5</b>		<b>165.5</b>					

**Note:**

The contract duration is defined based on the contractual minimum period and does not include optional periods.  
There is not committed any new buildings or T/C-in vessels w ith delivery after 2014.

Note: The contract duration is defined based on the contractual period and does not include optional periods

PER 30 SEPTEMBER 2011



# Earning days, T/C cost and coverage for 2011, 2012 and 2013



TORM

PER 30 SEPTEMBER 2011

## Owned days

	2011	2012	2013	2011	2012	2013
	Owned days					
LR2	1,001	3,268	3,259			
LR1	638	2,550	2,543			
MR	3,456	14,496	14,781			
SR	980	4,004	3,993			
Tanker Division	6,075	24,318	24,576			
Panamax	182	769	1,423			
Handymax	-	-	-			
Bulk Division	182	769	1,423			
<b>Total</b>	<b>6,257</b>	<b>25,087</b>	<b>25,999</b>			

## T/C days

	T/C in days			T/C in costs (USD/day)		
LR2	162	732	730	21,108	21,552	21,762
LR1	1,457	4,819	2,979	21,659	21,909	23,881
MR	1,094	3,820	3,575	16,092	15,549	15,594
SR	-	-	-	-	-	-
Tanker Division	2,713	9,371	7,284	19,381	19,288	19,601
Panamax	1,673	4,353	4,148	14,749	15,819	16,143
Handymax	963	696	363	14,233	16,854	15,995
Bulk Division	2,636	5,049	4,511	14,561	15,962	16,131
<b>Total</b>	<b>5,349</b>	<b>14,420</b>	<b>11,795</b>	<b>17,006</b>	<b>18,124</b>	<b>18,274</b>

## Total physical days

	Total physical days			Covered days		
LR2	1,163	4,000	3,989	268	174	-
LR1	2,095	7,369	5,522	431	751	365
MR	4,550	18,316	18,356	909	586	-
SR	980	4,004	3,993	552	317	-
Tanker Division	8,788	33,689	31,860	2,160	1,828	365
Panamax	1,855	5,122	5,571	1,679	2,388	26
Handymax	963	696	363	1,066	1,308	892
Bulk Division	2,818	5,818	5,934	2,745	3,696	918
<b>Total</b>	<b>11,606</b>	<b>39,507</b>	<b>37,794</b>	<b>4,905</b>	<b>5,524</b>	<b>1,283</b>

## Covered days

	Covered %			Coverage rates (USD/day)		
LR2	23%	4%	0%	16,522	20,491	-
LR1	21%	10%	7%	15,685	17,308	15,666
MR	20%	3%	0%	12,960	15,152	-
SR	56%	8%	0%	12,878	12,716	-
Tanker Division	25%	5%	1%	13,925	16,122	15,666
Panamax	91%	47%	0%	15,239	13,508	12,565
Handymax	111%	188%	246%	15,660	15,624	16,617
Bulk Division	97%	64%	15%	15,402	14,257	16,502
<b>Total</b>	<b>42%</b>	<b>14%</b>	<b>3%</b>	<b>14,752</b>	<b>14,874</b>	<b>16,264</b>

Fair value of freight rate contracts that are mark-to-market in the income statement (USD m):

Contracts not included above	0.0
Contracts included above	3.0

# Management team with an international outlook and many years of shipping experience



## Executive Management



### Jacob Meldgaard

- CEO of TORM since April 2010
- Previously Executive Vice President of Danish shipping company NORDEN where he was in charge of the company's dry cargo division
- Prior to that he held various positions with J. Lauritzen and A.P. Møller-Mærsk
- More than 20 years of shipping experience



### Roland M. Andersen

- CFO of TORM since May 2008
- Previously CFO of Danish mobile and broadband operator Sonofon and prior to that CFO of private-equity-owned Cybercity
- Prior to that he held various positions with A.P. Møller-Mærsk, the latest one as CFO for A.P. Møller-Mærsk Singapore
- More than 10 years of shipping experience

## Senior Management



### Tina Revsbech

- Head of Tanker Division



### Lars Christensen

- Head of Sale & Purchase Division



### Alex Christiansen

- Head of Bulk Division



### Jan Nørgaard Lauridsen

- Regional Managing Director Asia-Pacific



### Claus U. Jensen

- Head of Technical Division



### Christian Riber

- Head of Human Resources

# The TORM share

## Senior Management

### Listings

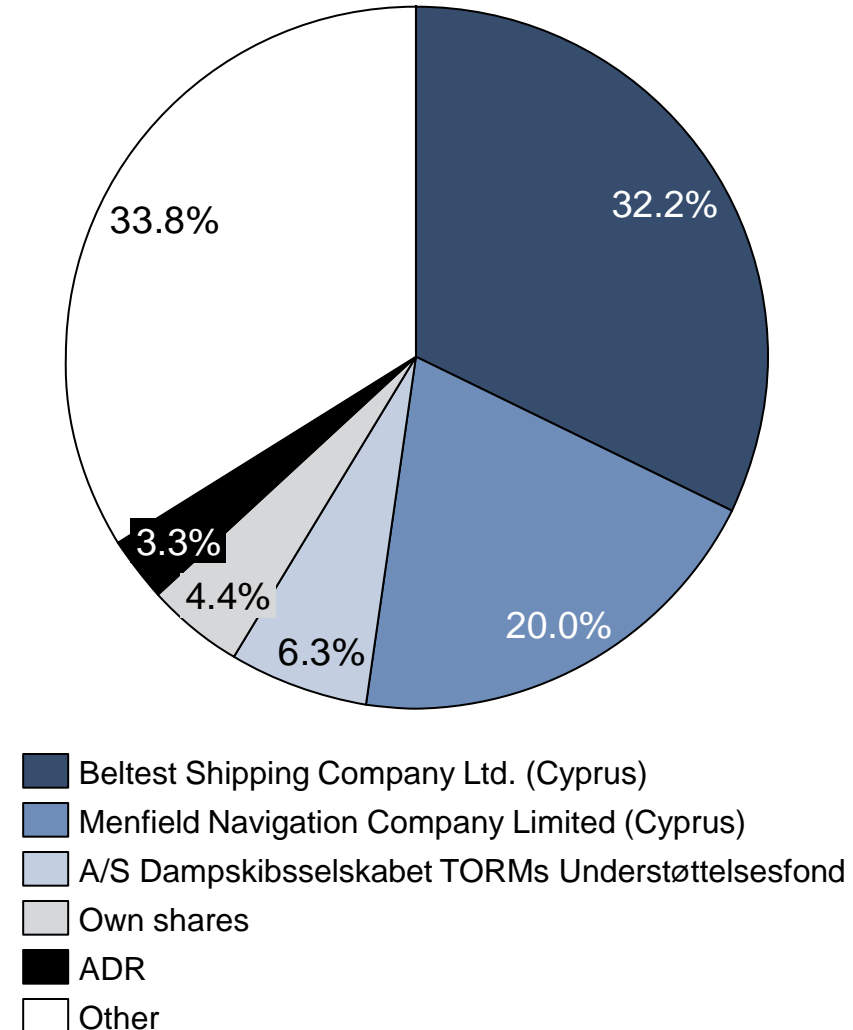
- On NASDAQ OMX Copenhagen, ticker TORM
- ADR programme on NASDAQ, (USA) ticker "TRMD"

### Shares

- One class of shares, each carrying one vote
- Share capital of 72.8m shares of DKK 5 each

For further company information, visit TORM at [www.torm.com](http://www.torm.com)

## Ownership structure (30 September 2011)





# Corporate Social Responsibility is a part of daily business in TORM

## TORM is actively participating in...



- International Maritime Organisation – Pushes via the Shipowners association is pushing for regulation and standards in the sector



- UN Global Compact – TORM became signatory to the in 2009 as the 1st Danish shipping company



- World Ocean Council – TORM is founding member of the organisation that works for sustainable use of the Ocean across sectors

### CARBON DISCLOSURE PROJECT

- Carbon Disclosure Project – TORM is fully compliant member of the project

## CSR is a part of the daily business in TORM

### CSR integrated in the 'Changing Trim' strategy :

#### • Customers:

- Customer dialogue about CSR
- Perform beyond customer expectations

#### • Sophistication:

- CSR Key Performance Indicators (CO2 emissions, safety and facilitation payment)
- Performance dialogue on our CSR work

### Set climate targets:

- 20% reduction of CO2 emissions pr. vessel by 2020 (2008 = index 100)
- 25% reduction of CO2 emissions from offices pr. employee by 2020 (2008 = index 100)

- TORM published its 2<sup>nd</sup> CSR Report in March 2011

- More information available on [www.torm.com/csr](http://www.torm.com/csr)



**TORM**