



*d'Amico*  
INTERNATIONAL SHIPPING S.A.

**d'Amico International Shipping  
Q1 2007 RESULTS**

Conference Call - 9 May 2007



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**IPO Results** – Paolo d'Amico – *Chairman*



**Company and Results Overview** – *Marco Fiori, CEO*



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## **IPO Results**

*Paolo d'Amico, Chairman*



## IPO key information

<b>IPO Start of Trading Date</b>	<b>03 May 2007</b>
<b>IPO Market Price</b>	<b>€ 3.50</b>
<b>IPO Proceeds</b>	<b>€ 73.5 million</b>
<b>Listing Market</b>	<b>Borsa Italiana, Mercato Telematico Azionario (MTA), STAR Segment</b>
<b>No. of shares pre IPO</b>	<b>128,956,920</b>
<b>Size of the offering</b>	<b>68,976,957 shares (including Greenshoe)</b>
<b>No. of Greenshoe Shares</b>	<b>Up to 8,996,994</b>
<b>Secondary / Primary Shares</b>	<b>20,992,987 – Primary 47,983,970 – Secondary (including Greenshoe)</b>
<b>No. of shares post IPO</b>	<b>149,914,907</b>
<b>Market Cap as at 08 May 2007</b>	<b>€ 567.8 million</b>

**The Group's Shares were requested by over 100 institutional<sup>1</sup> and 18,000 retail investors**



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## **Company and Results Overview**

*Marco Fiori, CEO*



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## Company overview: a pure play product tanker company

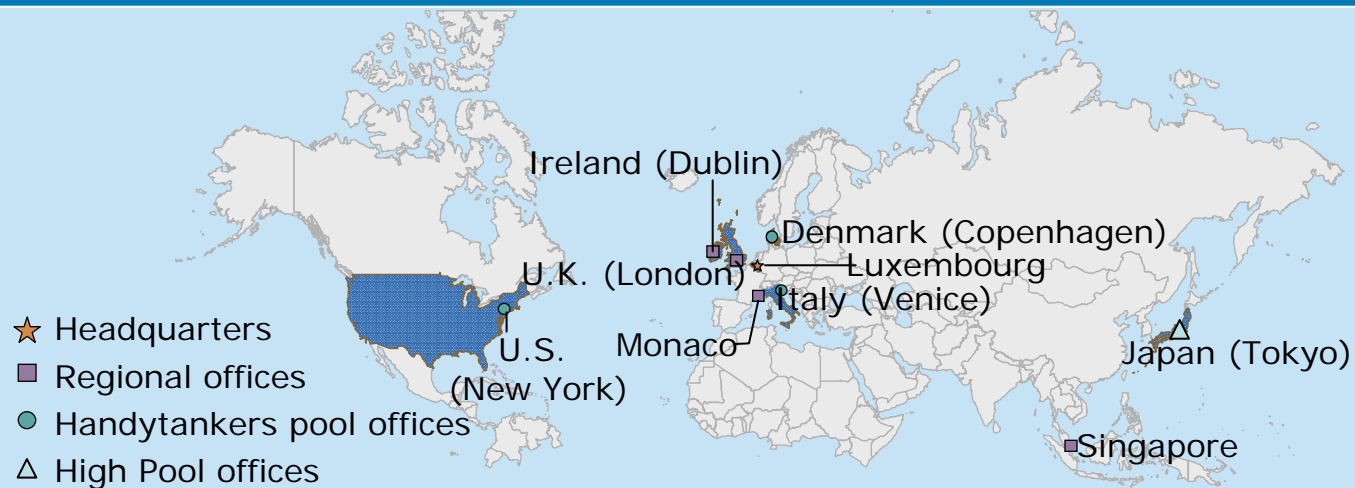
- ❖ d'Amico International Shipping controls a modern fleet of 36 product tankers
- ❖ We have one of the youngest fleets in the industry
- ❖ d'Amico benefits from multiple sources of value:
  - 13 owned vessels
  - 23 charter-in vessels
  - 15 vessel purchase options
- ❖ Fleet expansion strategy identified with:
  - 13 chartered in newbuildings to be delivered in 2008/9
  - 1 owned newbuilding to be delivered in 2009
- ❖ Robust revenue stream from 3 strategic partnership arrangements:
  - Handytankers Pool
  - High Pool Tankers Limited
  - Glenda International Management
- ❖ Strong customer base, including direct relationships with ExxonMobil, Shell, Total, BP, Petrobras, Glencore, Vitol





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## Global footprint maximizes ability to serve global customers



### Oil companies



### Traders



### Vegetable oils, Palm oils and Chemical companies



d'Amico's global presence allows **worldwide service** to its **world class customers**





- ❖ Quarterly Net Profit of US\$ 20.0 million, corresponding to more than 29.0% of Time Charter Equivalent (TCE) earnings.
- ❖ Q1 2007 EBITDA of US\$ 33.7 million (49.1% of TCE earnings), an improvement with respect to Q1 2006 result of US\$ 32.1 million<sup>1</sup> (47.4% of TCE earnings).
- ❖ Positive Net Cash Flow of US\$ 11.2 million in the Quarter (Cash Flow from Operations of US\$ 26.6 million).
- ❖ US\$350.0 million long-term revolving financial facility in place, with a Net debt of US\$ 225.4 million before IPO.



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## **The Product Tanker Industry**

*Michael Valentin, COO*



# Overview of product tankers



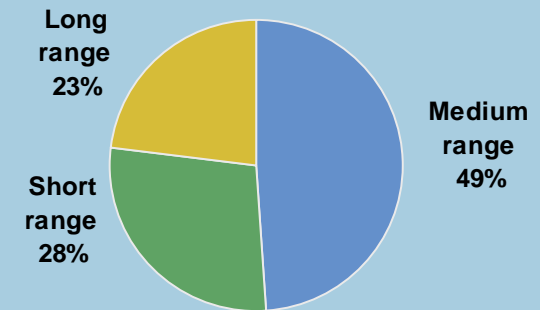
## Tankers

Crude	Product	Chemical
<ul style="list-style-type: none"> <li>❖ Non-coated tankers</li> </ul>	<p><b>Description</b></p> <ul style="list-style-type: none"> <li>❖ Coated tankers</li> </ul>	<ul style="list-style-type: none"> <li>❖ Specialized tankers</li> </ul>
<ul style="list-style-type: none"> <li>❖ Crude oil</li> </ul>	<p><b>Typical cargoes</b></p> <ul style="list-style-type: none"> <li>❖ Refined petroleum products</li> <li>❖ Certain IMO classified cargoes</li> </ul>	<ul style="list-style-type: none"> <li>❖ Multiple grades of chemicals</li> </ul>
<p><b>Typical size (dwt)</b></p> <p>100,000 – 350,000</p>	<p><b>Typical size (dwt)</b></p> <p>25,000 – 120,000</p>	<p>10,000-50,000</p>

## Product tanker size categories

Vessel Type	Size (dwt)
Short range (SR)	10,000 – 25,000
<b>Medium Range (Handy/MR)</b>	<b>25,000 – 55,000</b>
Long range (LR)	55,000 – 120,000

## Product tanker worldwide fleet breakdown



*Total product tankers = 3,119 vessels*



## The MR segment is the largest of the product tanker market

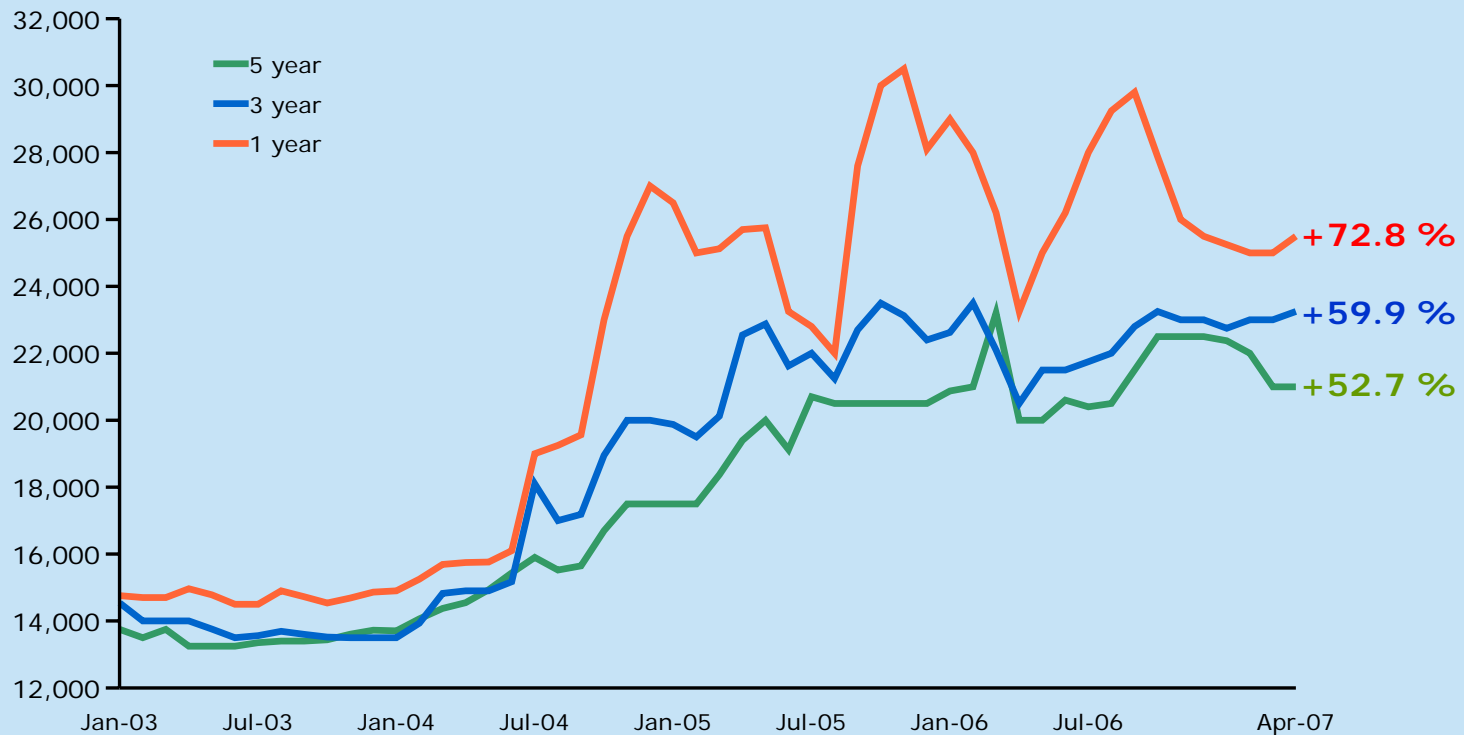
Product tanker class (dwt)	Short range (SR) 10,000 – 25,000	Medium range (MR) 25,000 – 55,000	Long range (LR) 55,000 – 120,000
Characteristics	<ul style="list-style-type: none"> <li>❖ Trades in specialised market regionally</li> <li>❖ Focused primarily on the distribution side</li> </ul>	<ul style="list-style-type: none"> <li>❖ <b>Access to more ports than larger vessels</b></li> <li>❖ <b>Better economies of scale over medium and longer distances versus small vessels</b></li> </ul>	<ul style="list-style-type: none"> <li>❖ Better economies of scale over longer haul voyages</li> </ul>
Voyages	Only short	<b>Short and long</b>	Only long
Flexibility	Low	<b>High</b>	Low
Arbitrage voyages	No	<b>Yes</b>	No
% world fleet	28%	<b>49%</b>	23%

The Medium Range segment, representing **49%** of the global product tanker fleet, is considered the “**work horse**” of the product tankers



## Daily Time Charter rates evolution Market trends

TimeCharter rates US\$/day



Daily Time Charter Rates have risen sharply since January 2004, and their sustained high levels reflect strong industry fundamentals



### Western Hemisphere

❖ **Very Positive First quarter with rates strengthening due to:**

- **Strong demand** for petroleum products imports into **United States**.
- **Reduced exports of petroleum products from Venezuela**, creating longer haul trades.
- **Discharge port delays in the United States Atlantic coast and West Africa**.
- **Reclassification of the carriage of vegetable and palm oil to IMO classified vessels**, which has absorbed many product tankers with exports of vegetable oil from Argentina.

### Eastern Hemisphere

❖ **Rates moved up positively, although at a slower pace, due to:**

- **Eastern refineries came out** of longer than anticipated **maintenance programs**.
- **Arbitrage for long haul trades** of petroleum products to US West Coast and Western Hemisphere via Suez, **opening up towards the end of the quarter**.
- **Reclassification of the carriage of vegetable and palm oil to IMO classified vessels**, sustaining freight levels for palm oil exports from the East to Europe and creating inter-regional trades for modern IMO vessels.

Freight rates have strengthened during Q1 2007, with the Western Hemisphere outperforming the Eastern Hemisphere for most of the quarter



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## **Q1 2007 Financial Results**

*Alberto Mussini, CFO*



(US\$ million)	Q1 2007	Q1 2006	
<b>REVENUE</b>	83.4	81.9	
<b>TCE</b>	68.7	67.9	
<b>EBITDA</b>	33.7	32.1 <sup>1</sup>	+4.9%
<i>% of margin</i>	49.1%	47.4%	
<b>EBIT</b>	26.3	26.8 <sup>1</sup>	
<i>% of margin</i>	38.3%	39.5%	
<b>NET PROFIT</b>	20.0	19.7 <sup>1</sup>	
<i>% of margin</i>	29.1%	29.0%	

The Group's key financials and margins improved with respect to the same period last year





Key operating measures	Q1 2007	Q1 2006
Number of vessel equivalent <sup>1</sup>	36.0	34.6
Fleet contract coverage <sup>2</sup>	42%	45%
Daily TCE earnings <sup>3</sup> (US\$/day)	22,574	23,542

<sup>1</sup> Total vessel days for the period divided by 90.

<sup>2</sup> Days employed on Time Charters and Contracts of Affreightment divided by total available vessel days.

<sup>3</sup> Calculation excludes Time charter equivalent income and days for vessels on which the Group has a partial interest.

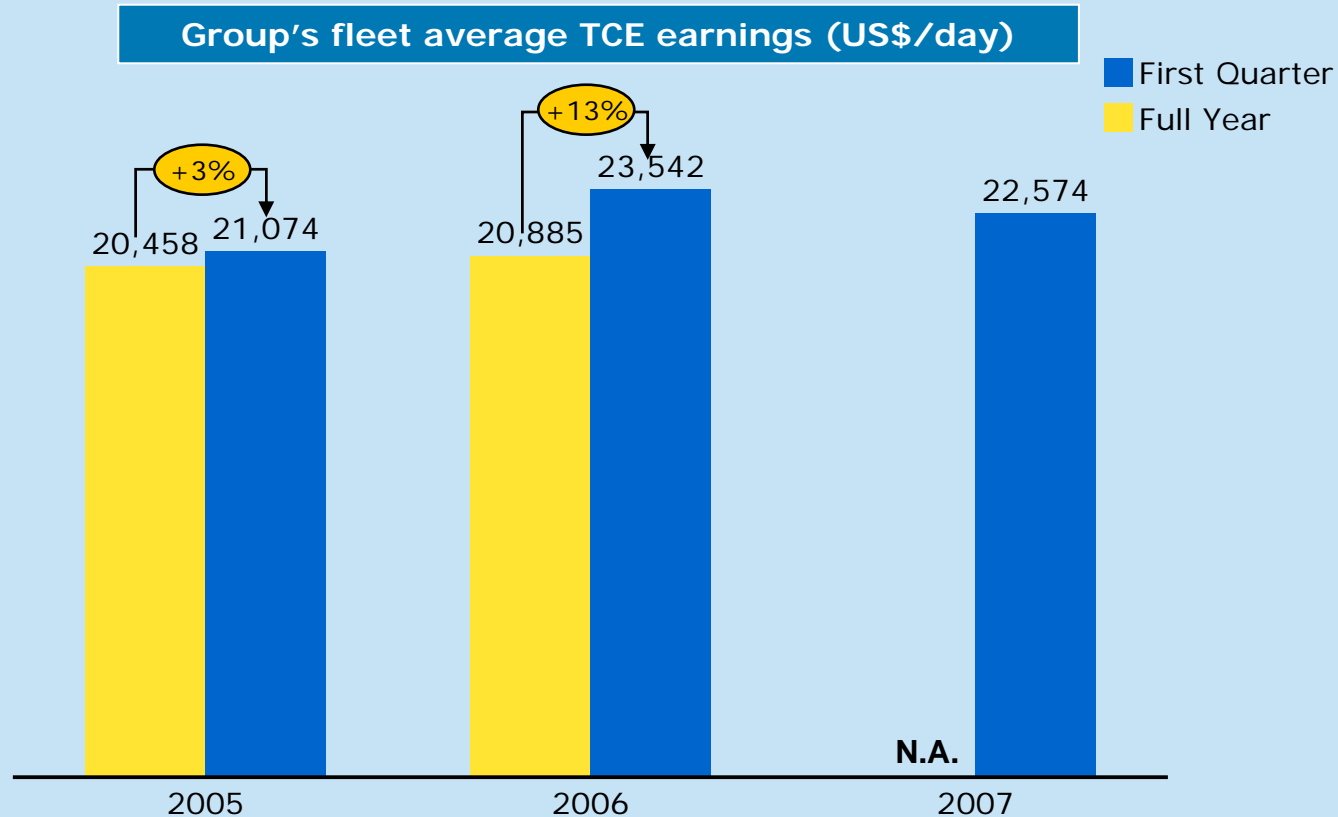


	Q1 2007		Q1 2006		Q1 07 vs. Q1 06
	Vessel equivalent	%	Vessel equivalent	%	
Owned	13.0	36%	10.1	29%	28%
Chartered-in	20.3	56%	22.3	65%	(9%)
Partial charters <sup>1</sup>	2.7	8%	2.2	6%	23%
<b>Total</b>	<b>36.0</b>	<b>100%</b>	<b>34.6</b>	<b>100%</b>	<b>4%</b>

**Expansion** of the fleet with an increase in the number and proportion of **owned** vessels



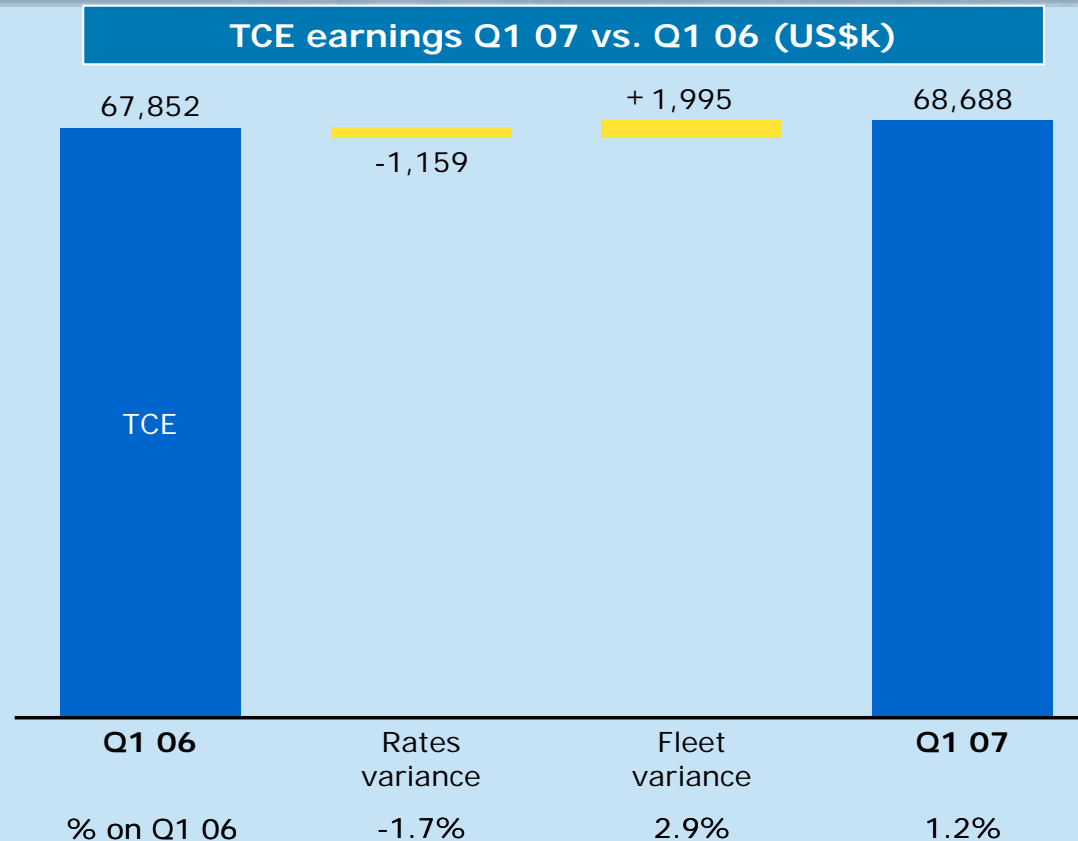
## Group's fleet TCE earnings evolution First Quarter vs. Full Year



Strong Q1 07 daily TCE slightly lower than a very strong Q1 06 (13% higher than 06 yearly average), but higher than yearly averages for 2006 and 2005, and than Group's expectations for the quarter



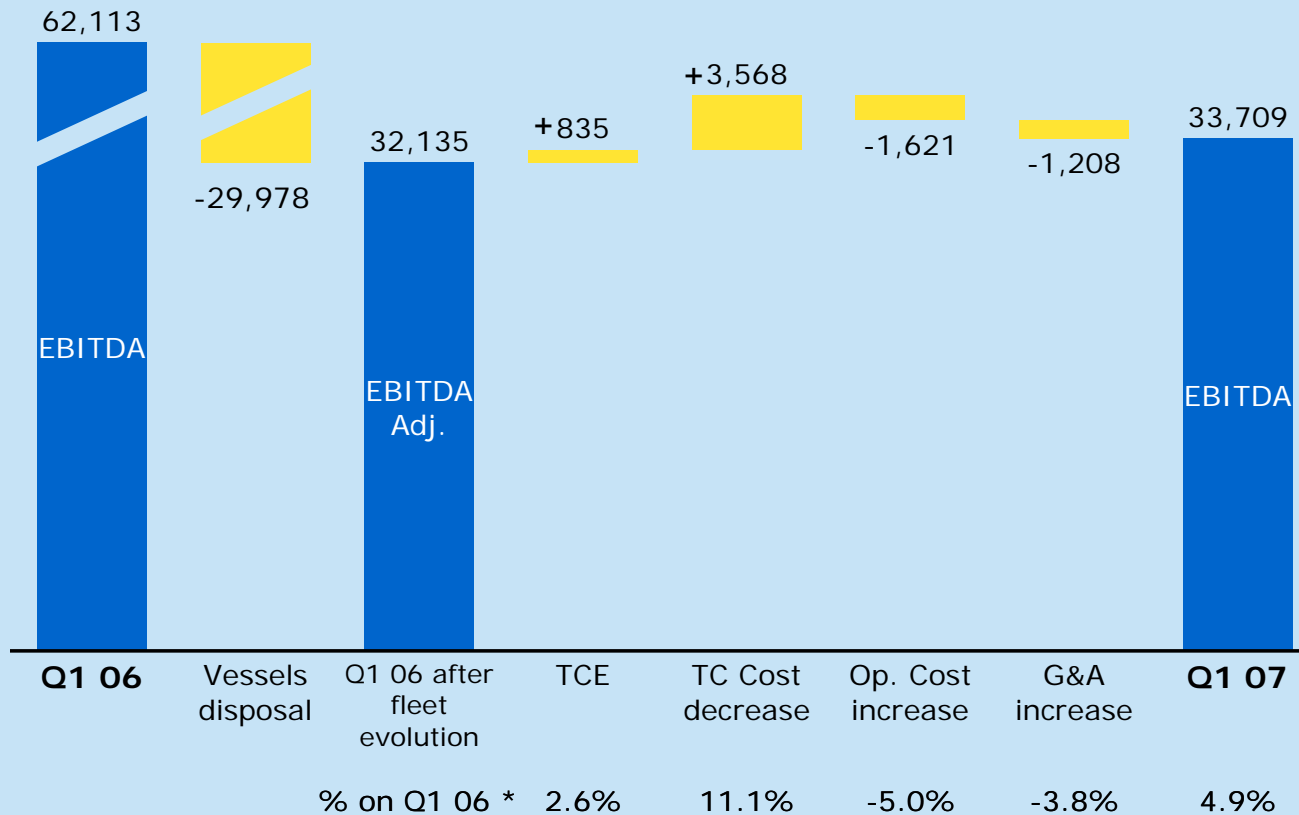
## Evolution of Time Charter Equivalent Earnings



TCE is higher than for Q1 06 (+1.2%), driven by the expansion of d'Amico's fleet



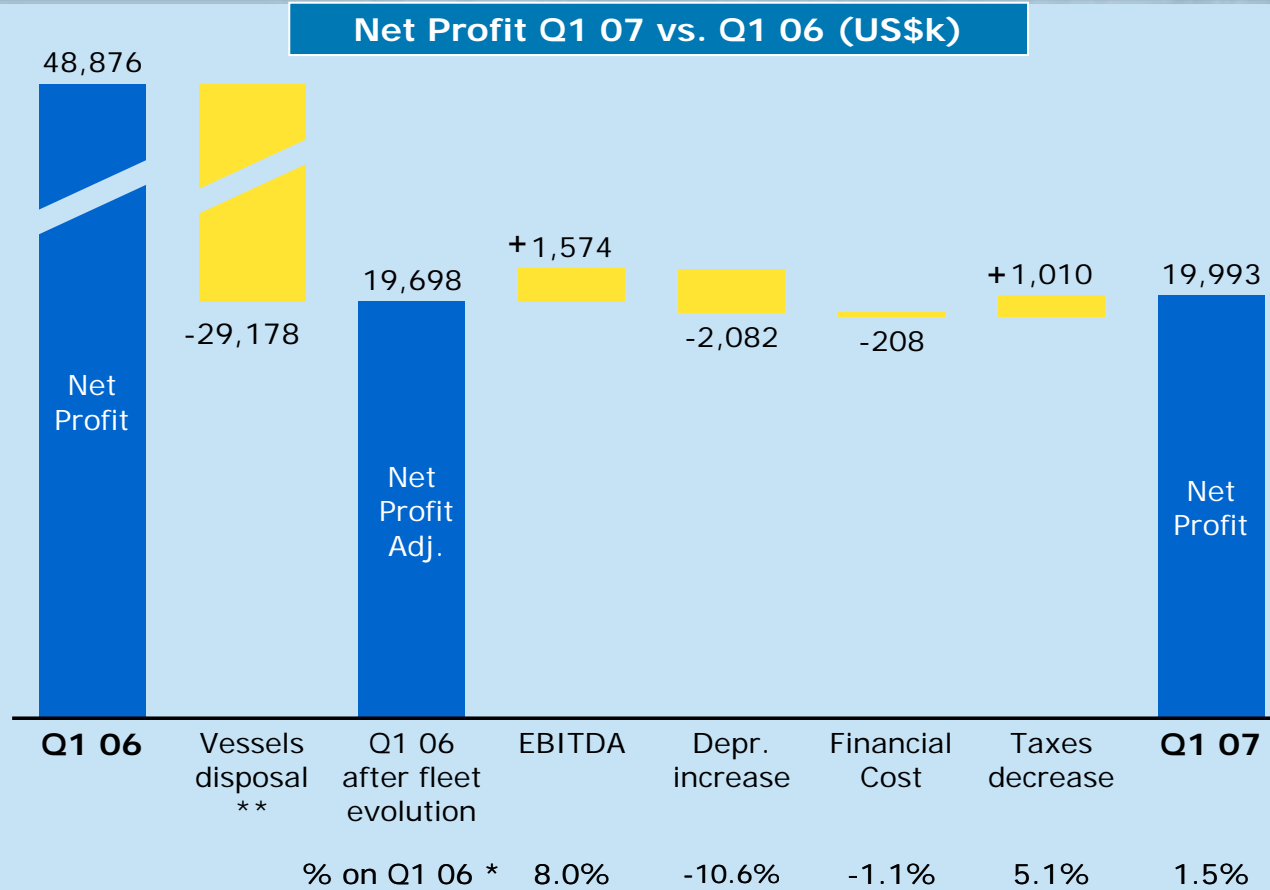
## EBITDA Q1 07 vs. Q1 06 (US\$K)



EBITDA improved as a result of the fleet's growth and an increase in the proportion of owned vessels



# Evolution of Net Profit

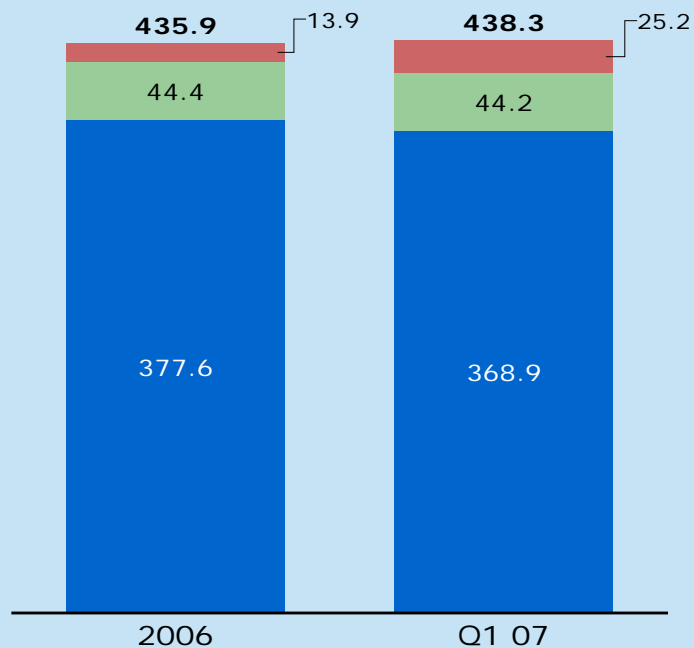


Net Profit improved by less than EBITDA due to the increase in depreciation



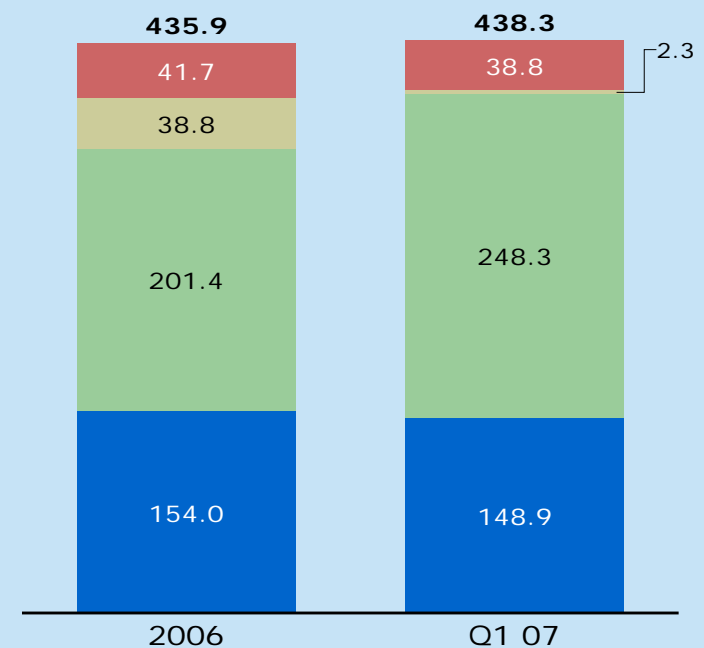
### Assets (US\$mm)

- Cash
- Current Assets
- Fixed Assets



### Liabilities and Shareholders equity (US\$mm)

- Other liabilities
- Amount due to related party
- Bank debt
- Shareholders equity



Current Liabilities dropped sharply as a result of the refinancing, which led to the substitution of almost all short-term related parties' debt, with long-term bank debt



## New financing facility details

<b>Principal amount</b>	❖ US\$350 mm revolving credit facility
<b>Maturity</b>	❖ 10 years starting March 2007
<b>Purpose</b>	❖ Refinancing of existing debt
<b>Indicative costs</b>	❖ Libor plus 0.65% if asset cover ratio <sup>1</sup> is lower than 50%
<b>Financial covenants</b>	❖ Liquidity greater than US\$40 mm ❖ Reserves greater than US\$100 mm ❖ Equity to asset ratio greater than 35% post IPO
<b>Collateral</b>	❖ Mortgages on owned vessels ❖ Pledge over proceeds of operating activities

d'Amico will aim to be conservatively leveraged and will opportunistically use debt to pursue growth opportunities





(US\$ million)	Q1 2007	Q1 2006
<b>Operating Cash Flow</b>	25.4	26.8
<b>Investing Cash Flow</b>	1.2	69.9
<b>Financing Cash Flow</b>	(15.3)	(96.8)
<b>Net Cash Flow</b>	11.2	(0.1)

Substantial Operating Cash-Flow and Positive Net Cash Flow



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## Business Outlook

*Marco Fiori, CEO*



- ❖ During the start of Q2 2007 the Group has benefited from a strong freight market, especially in the Atlantic basin.
- ❖ Looking beyond Q2, the healthy order book is to a large degree expected to be offset by:
  - Continued increase in ton/miles carriage of petroleum products.
  - Mismatch between product mix of refineries and demand for these products, in geographic region where the same refineries are located.
  - Demand for modern IMO classified vessels for the growing vegetable and palm oil trade.
  - Accelerated scrapping of older single hull vessels, witnessed so far in 2007, continuing during the remainder of the year.
- ❖ The Group declared purchase option on M/T High Trust, for delivery during July-August 2007.
  - The vessel's exercise price is substantially below its market value.



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## d'Amico International Shipping strategy

Identified fleet expansion strategy

Proven ability to grow in a fragmented industry



Robust industry fundamentals

Expansion into new markets



## Q&A

### **Investor Relations Team:**

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