

## NAT: Cash Flow Sensitivity to Rates and EBITDA Multiple Cheat Sheet

Exhibit 7: Under our 2020 rate forecast NAT should generate ~\$1.00 in FCF after debt service for a ~29% FCF yield.

| Nordic American Tankers            |             |                |              |              |              |              |
|------------------------------------|-------------|----------------|--------------|--------------|--------------|--------------|
|                                    | # of Ships  | OPEX/d         | Utilization  |              |              |              |
| <b>Suezmax</b>                     | <b>23</b>   | <b>\$7,700</b> | <b>97%</b>   |              |              |              |
| Suezmax Revenue Sensitivity        | 20,000      | 28,000         | 35,000       | 40,000       | 50,000       | 70,000       |
| Suezmax Implied Revenue (\$M)      | \$163       | \$228          | \$285        | \$326        | \$407        | \$570        |
| Total Revenue (\$M)                | \$163       | \$228          | \$285        | \$326        | \$407        | \$570        |
| OPEX (\$M)                         | \$65        | \$65           | \$65         | \$65         | \$65         | \$65         |
| SG&A (\$M)                         | \$15        | \$15           | \$15         | \$15         | \$15         | \$15         |
| <b>EBITDA (\$M)</b>                | <b>\$83</b> | <b>\$148</b>   | <b>\$205</b> | <b>\$246</b> | <b>\$327</b> | <b>\$490</b> |
| 2020 Interest Exp (\$M)            | \$37        | \$37           | \$37         | \$37         | \$37         | \$37         |
| 2020 Debt Service (\$M)            | \$23        | \$23           | \$23         | \$23         | \$23         | \$23         |
| Cash Flow After Debt Service (\$M) | \$23        | \$89           | \$146        | \$186        | \$268        | \$431        |
| CF Per Share After Debt Service    | 0.16        | 0.62           | 1.03         | 1.31         | 1.89         | 3.03         |

Source: Company Data, BTIG

Exhibit 8: Our \$8 PT is 6.7x our 2020 EBITDA estimate. We expect NAT to be aggressive in returning cash to shareholders in the form of raised dividends which should drive multiple expansion.

| EBITDA Sensitivity | Implied Value Per Share Based EBITDA Assumptions |       |       |       |       |       |
|--------------------|--------------------------------------------------|-------|-------|-------|-------|-------|
|                    | \$83                                             | \$148 | \$205 | \$246 | \$327 | \$490 |
| EBITDA Multiple    |                                                  |       |       |       |       |       |
| 4x                 | \$0                                              | \$2   | \$3   | \$4   | \$7   | \$11  |
| 5x                 | \$0                                              | \$3   | \$5   | \$6   | \$9   | \$15  |
| 6x                 | \$1                                              | \$4   | \$6   | \$8   | \$11  | \$18  |
| 7x                 | \$1                                              | \$5   | \$8   | \$10  | \$14  | \$22  |
| 8x                 | \$2                                              | \$6   | \$9   | \$11  | \$16  | \$25  |
| 9x                 | \$3                                              | \$7   | \$10  | \$13  | \$18  | \$28  |
| 10x                | \$3                                              | \$8   | \$12  | \$15  | \$20  | \$32  |

Source: Company Data, BTIG