



## Forward Looking Statements

This presentation contains forward-looking statements (as defined in Section 27A of the Securities Exchange Act of 1933, as amended, and in the Section 21E of the Securities Act of 1934, as amended) concerning future events, the Company's growth strategy and measures to implement such strategy, including expected vessel acquisitions and entering into further time charters. Words such as "expects," "intends," "plans," "believes," "anticipates," "hopes," "estimates" and variations of such words and similar expressions are intended to identify forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. These statements involve known and unknown risks and are based upon a number of assumptions and estimates that are inherently subject to significant uncertainties and contingencies, business disruptions due to natural disasters or other events, such as the recent COVID-19 pandemic, many of which are beyond the control of the Company. Actual results may differ materially from those expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially include, but are not limited to, changes in the demand for drybulk vessels, competitive factors in the market in which the Company operates, risks associated with operations outside the United States and other factors listed from time to time in the Company's filings with the Securities and Exchange Commission. The Company expressly disclaims any obligations or undertaking to release any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company's expectations with respect thereto or any change in events, conditions or circumstances on which any statement is based.

## Management Team

**Polys Hajioannou: Chairman and CEO**

**Dr. Loukas Barmparis: President**

**Konstantinos Adamopoulos: Chief Financial Officer**

**Ioannis Foteinos: Chief Operating Officer**

# OVERVIEW

# COVID 19 RESPONSE

- COVID-19 Management Plan incorporated measures to **protect seafarers' and shore employees' health** and well-being
- **Remote shore business** operations from March 20, 2020 to May 4, 2020
- **Zero COVID-19 incidents** on board and ashore
- **Normal supply** of bunkers and provisions at main ports
- **Critical technical services** are maintained
- **Suspension** of crew changes
- Detailed **action plan for crew changes** upon resumption of operations

# ACTIVE IN ENVIRONMENTAL INVESTMENTS AND DRY-DOCKINGS

From January 1, 2020 until May 29, 2020 in  
the peak of COVID-19 period

- **Six** dry-dockings
- **Five** Ballast Water Treatment Systems
- **Four** scrubber installations
- **One** vessel delivery

## PROACTIVE – FINANCING ACTIVITIES

- **\$53.1 million of additional liquidity, in Q1 refinancing**
- **\$10.0 million from revolving credit facility, in Q1**
- **\$39.1 million of loan payments of 2020 & 2021 pushed back to 2022 & 2023, in Q2**
- **\$36.4 million on draw-down in existing facilities, in Q2**

# CHARTERING – NEW PERIOD TIME CHARTERS

- **three 5-year period time charters** for non-scrubber fitted Panamax class vessels at a daily gross charter hire \$11,750 for the first 2 years and BPI-82 5TC\* times 97% less \$2,150 for the next 3 years – delivery 3<sup>rd</sup> quarter 2020;
- **one 11 to 13 months period time charter** for a non-scrubber fitted Post-Panamax class vessel at a daily gross charter rate BPI-82 5TC\* times 109% - delivery 2<sup>nd</sup> quarter 2020;

**Anticipated aggregate gross revenue \$54.7 million\*\***

**Front loaded cash flows**

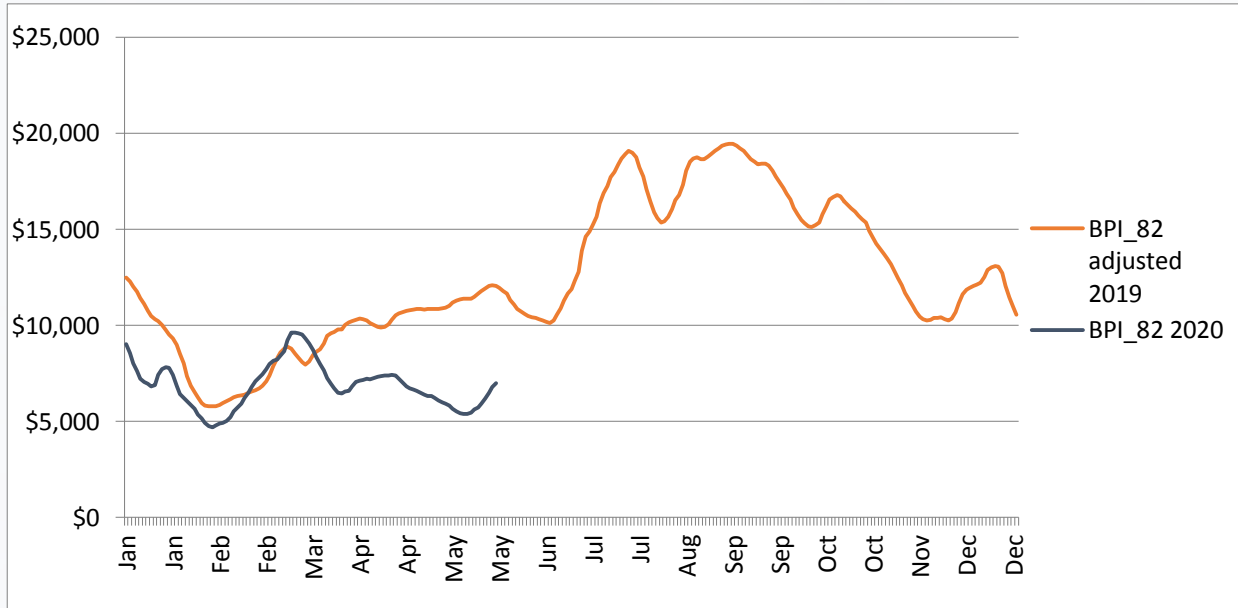
\*Baltic Exchange Kamsarmax Index (“BPI-82 5TC”).

\*\* Based on the BPI-82 5TC Forward Freight Agreement curve on May 26, 2020.

# INDUSTRY SECTION

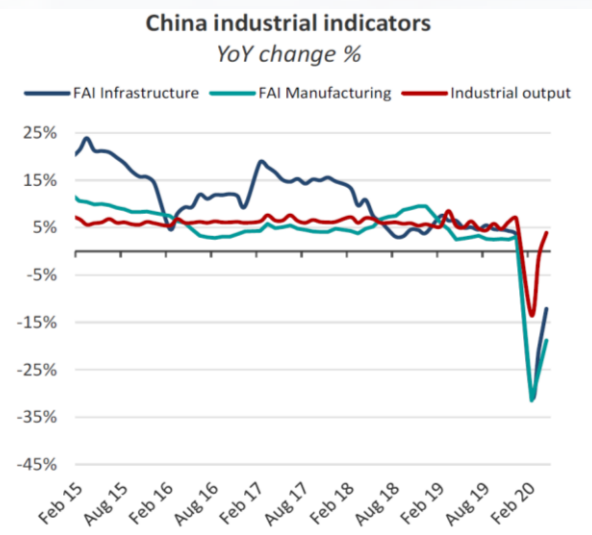
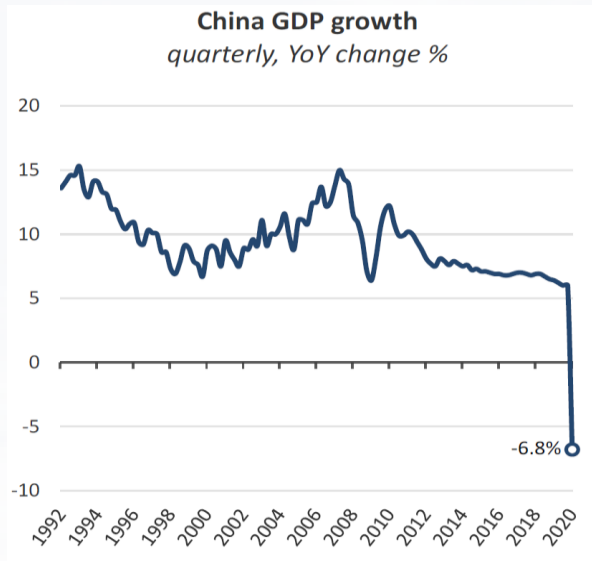


# DEMAND - CHARTER MARKET CONDITIONS



- **COVID – 19 Effect.**
- **Governmental Stimulus across the Globe.**
- **China – US Phase 1.**
- **Seasonality.**

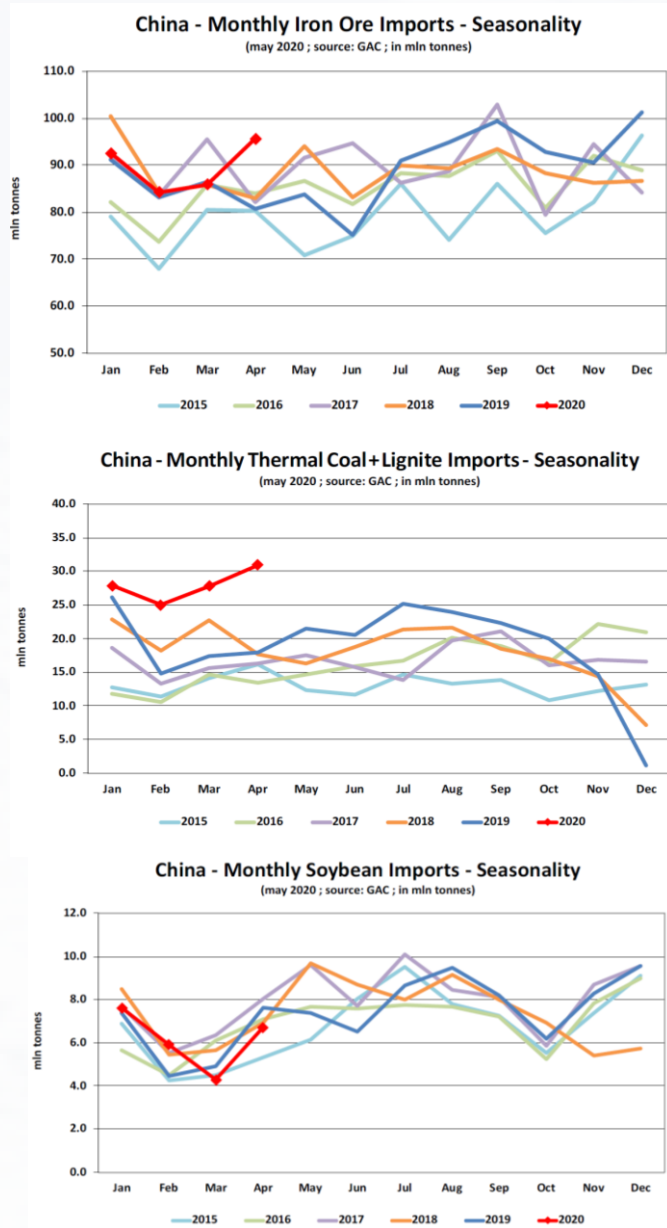
# DEMAND – CHINA FACING THE HEADWINDS



- Chinese economy contracted by almost 7% in Q1.
- China announced fiscal measures:
  - Fiscal stimulus package of almost 3.6tn Yuan (~\$500bn);
  - Local government special bond quota raised to 3.75tn Yuan;
  - Issuance of 1tn Yuan of central government special bonds targeted at Covid-19 relief;
  - Business tax cuts and fee reductions worth 500 bn Yuan;

China industrial indicators are rebounding signaling what seems to be a V shape market recovery.

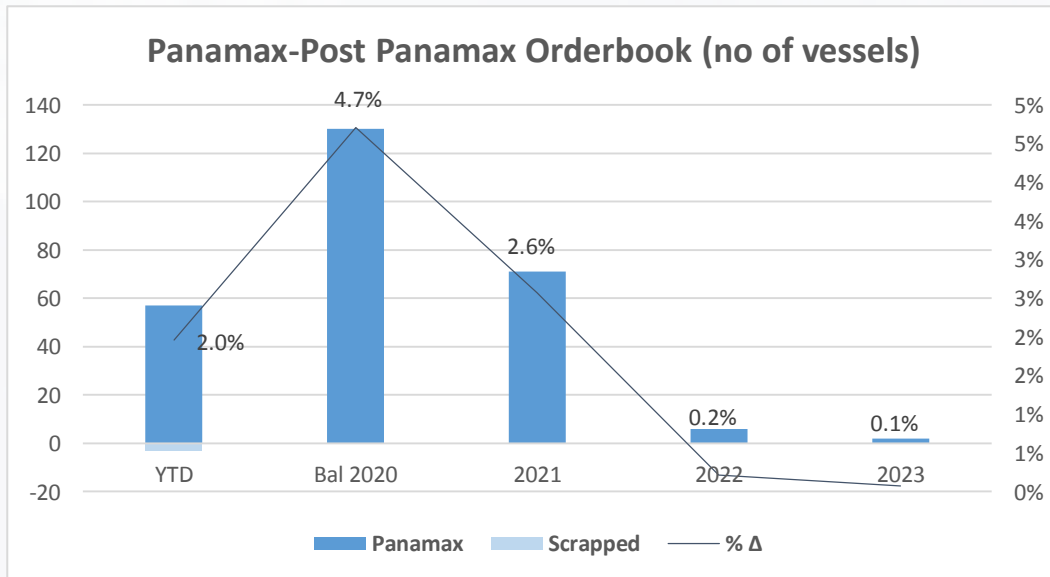
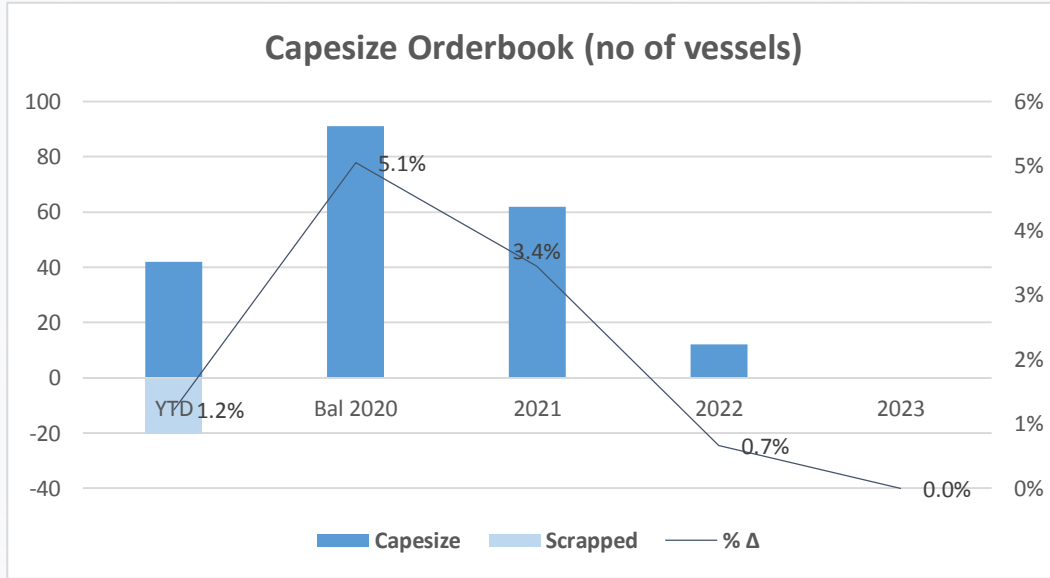
# DEMAND – CHINA FIRST TO RECOVER



- Jan-Apr Chinese iron ore imports up 4.9%
- Brazil rapid spread of COVID-19 halted iron ore exports down 17% Y-O-Y causing depressed Capes market
- Jan-Apr Chinese thermal coal and lignite imports up 46.6%
- Jan-Apr Chinese soybean imports up 0.5%

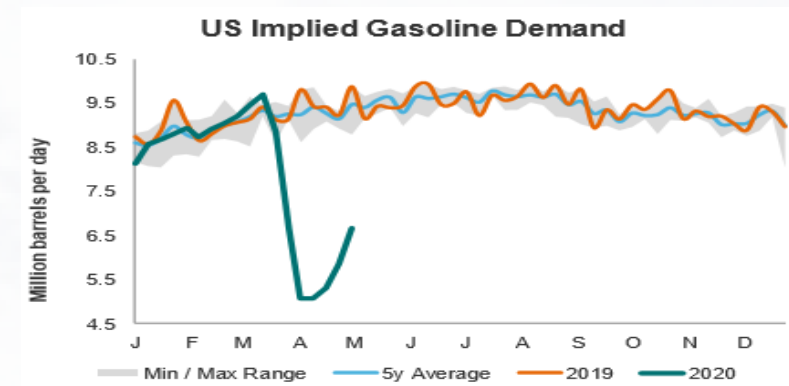
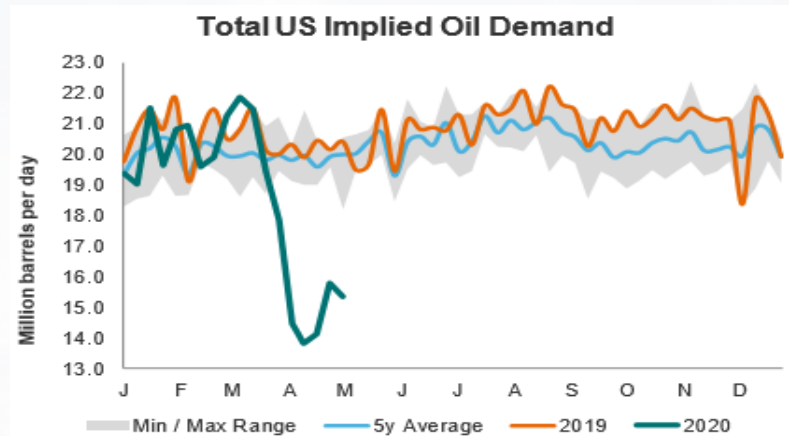
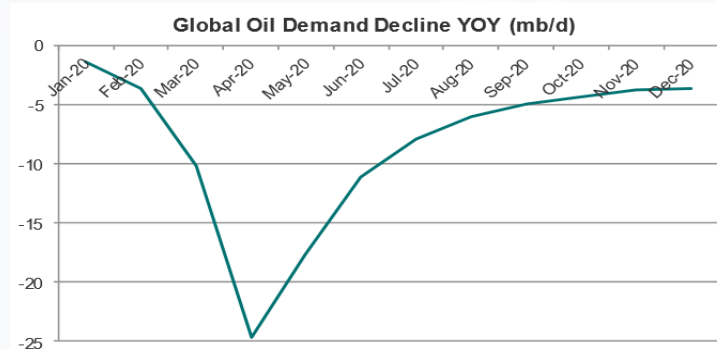
**Gradual recovery of other importing countries worldwide will increase demand for dry bulk.**

# SUPPLY - ORDERBOOK



- Orderbook is declining after 2020.
- Slippage or cancelations due to COVID-19 creating extensive delays;
- Ageing fleet, low freight rates, and increased environmental CAPEX may enhance scrapping activity;
- Scrapping activity diminished due to lock-down of demolition countries;
- Emissions environmental discussions for decarbonization will not favor new orders.

# Global Lockdowns And Mobility Restrictions



- Gradual recovery of global oil demand
- Lockdowns ease will improve oil demand in H2 2020
- US oil demand down 23% Y-O-Y vs. down 31% YOY three weeks back
- Gasoline demand improves strongly

# Oil & Fuels Prices



- Global lock-down adversely affects Oil and Distillate fuels demand
- IMO2020 fuel closely related to recovery of global economies
- IMO2020 fuel prices vs. HSFO fuel prices differential (Hi5)\* shrunk
- Hi5\* spread correlated to Brent prices
- Brent prices recovery may lead to wider Hi5 spread differential

# ENVIRONMENTAL SOCIAL RESPONSIBILITY

## ENVIRONMENTAL INVESTMENTS

The aggregate cost of our environmental investments as of March 31, 2020, was \$55.8 million.

### Environmental Investments:

- Retrofitting scrubbers in 20 vessels and
- ballast water treatment systems in 38 vessels.

	Completed installations until May 29, 2020	Expected installations in Q2 2020	Expected installations in Q3 2020
BWTS	25	4	4
Scrubbers	18*	1	1

	Down time in days**	
	Q2 2020	Q3 2020
Number of Vessels	4	4
Total down time	140	90

\* MV Martine, MV Venus Horizon, MV Venus History, MV Andreas K, MV Pedhoulas Cherry, MV Eleni, MV Venus Heritage, MV Pedhoulas Farmer, MV Panayiota K, MV Sophia, MV Marina, MV Pedhoulas Rose, MVPedhoulas Fighter, MV Pedhoulas Builder, MV Agios Spyridonas, MV Troodos Sun, MV Troodos Air, MV Mount Troodos.

\*\* Down time includes scheduled dry-docking or special surveys to be performed concurrently with scrubber installation where applicable.

## MARKET TAKEAWAYS

- Repetitive seasonality patterns intensified by COVID-19;
- Supply side controlled by delays in shipyards and ports, diminished scrapping and environmental investments
- Chinese fiscal stimulus package may signal V-shape market recovery
- Declining Orderbook 2020-onwards
- Decarbonization discussions not favor orders
- Slippage, ageing fleet, low freight rates and increased environmental Capex may enhance scrapping activity;
- Global lock-down adversely affects demand for Oil and Distillate fuels. Slow oil demand rebound in H2 2020 as global lockdowns ease;
- Brent prices recovery may lead to wider Hi5 spread differential.



## SAFE BULKERS TAKEAWAYS

- **\$127.2 million liquidity provides flexibility in an unstable environment**
- **Ability for long term period charters evidence of excellent charterer relations**
- **Ability to complete our environmental investments evidence of technical expertise**
- **Smoothened debt profile for the next 2 years evidence of lenders' trust and support**

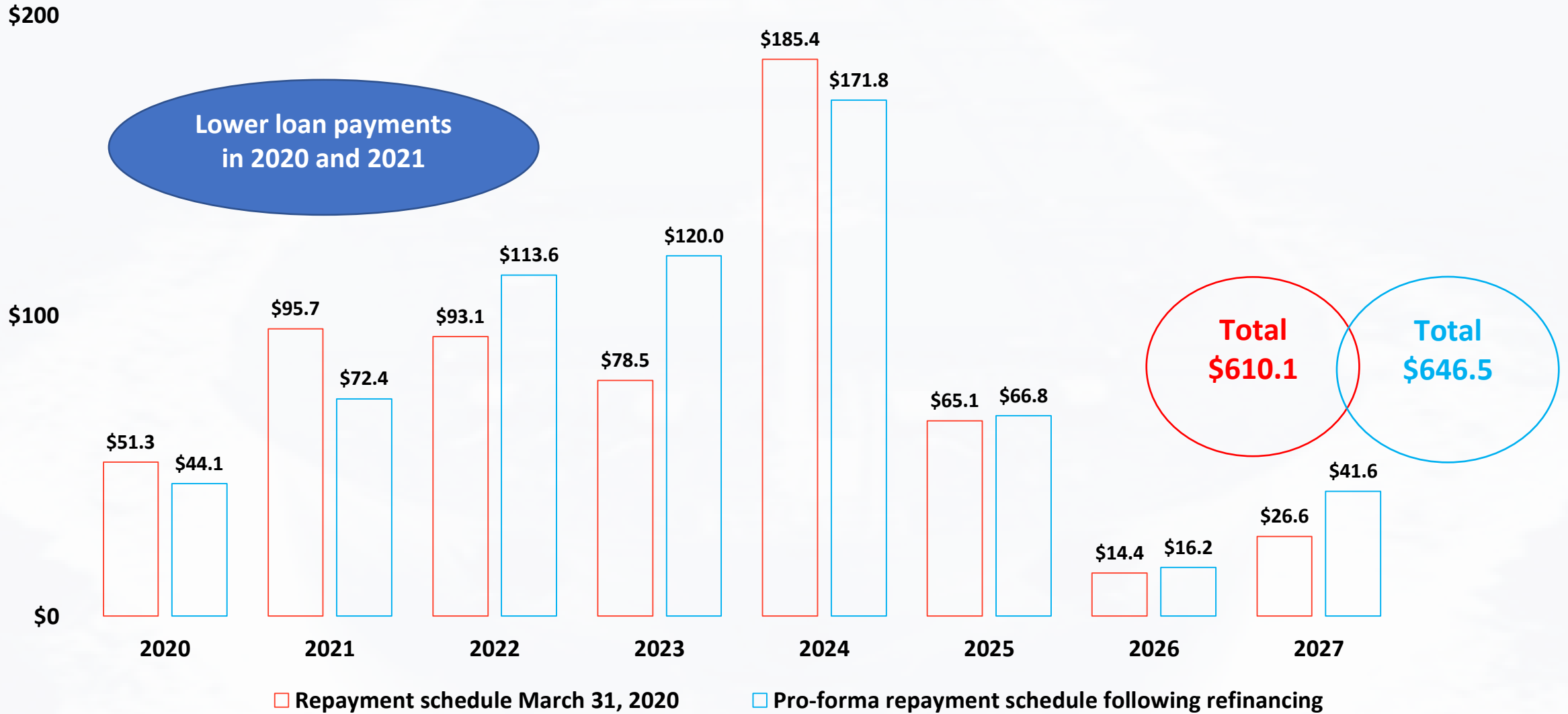
# FINANCIAL OVERVIEW

# Liquidity as of May 29, 2020

(million USD)



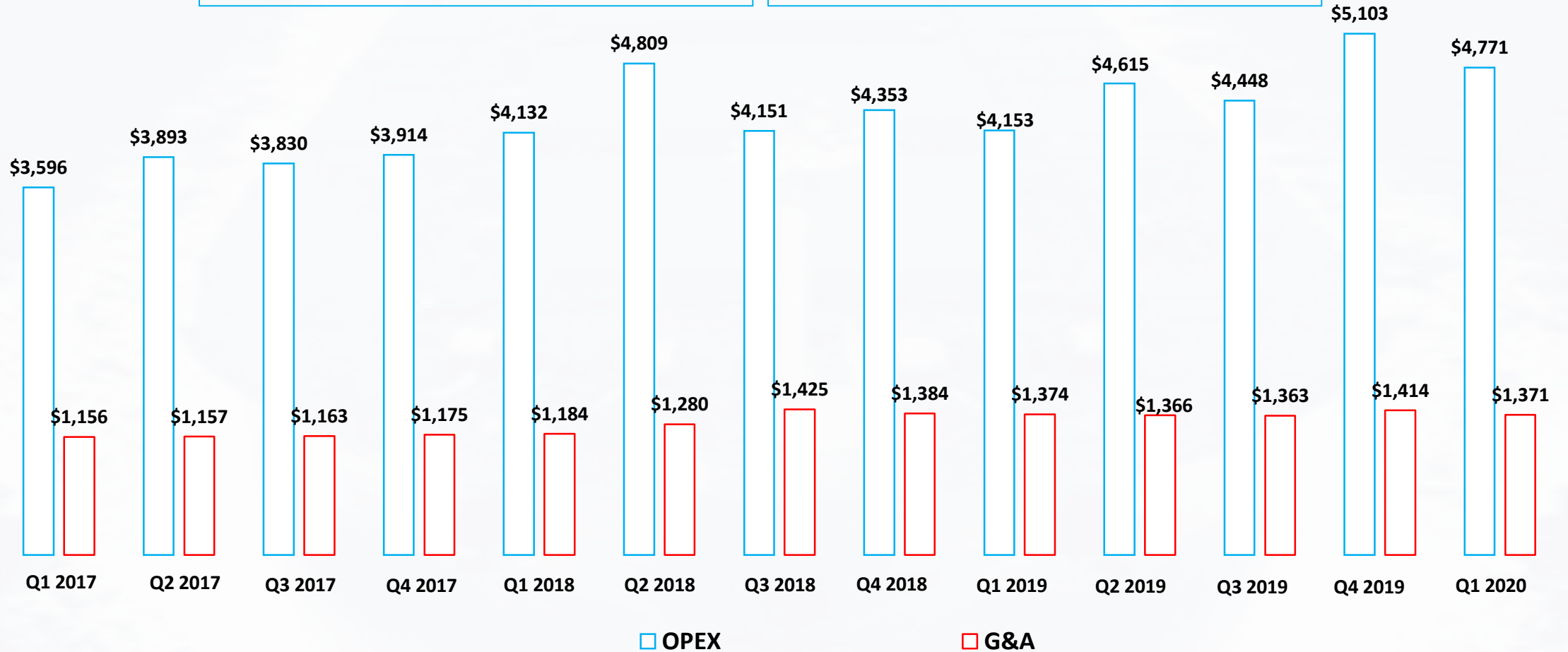
# Debt profile following refinancing in millions USD



# Lean operations: Daily OPEX <sup>(1)</sup> and G&A <sup>(2)</sup> expenses

Our Operating expenses include our dry-docking expenses

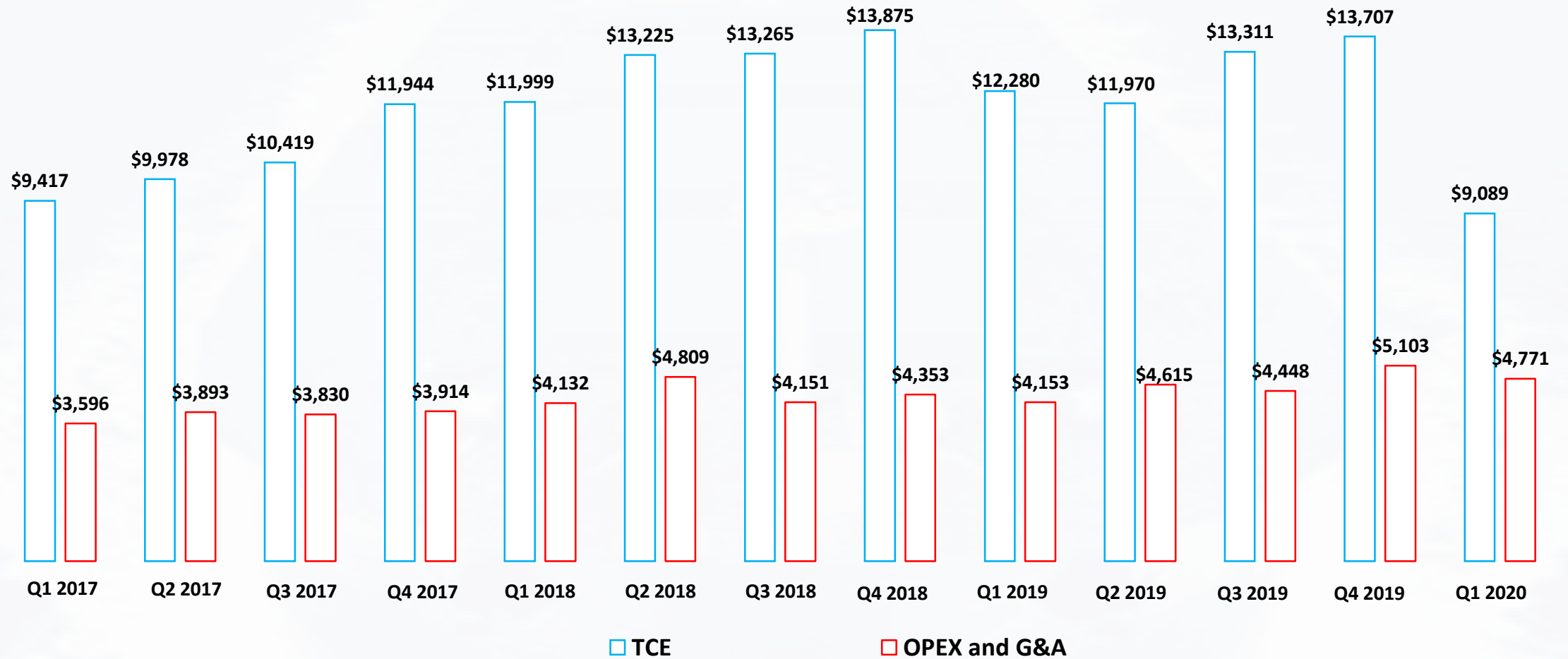
Our G&A expenses include our directors compensation



1. Daily vessel operating expenses are calculated by dividing vessel operating expenses for the relevant period by ownership days for such period. Vessel operating expenses include crewing, insurance, lubricants, spare parts, provisions, stores, repairs, maintenance including dry-docking, statutory and classification expenses and other miscellaneous items. We include in our Operating expenses dry-docking expenses.

2. Daily general and administrative expenses are calculated by dividing general and administrative expenses for the relevant period by ownership days for such period. Daily general and administrative expenses include daily management fees payable to our Managers for managing our fleet and daily company administration expenses. We include in our general and administrative expenses all expenses incurred related to the administration of our company such as legal costs, audit fees, independent directors' compensation, listing fees to NYSE and other miscellaneous expenses.

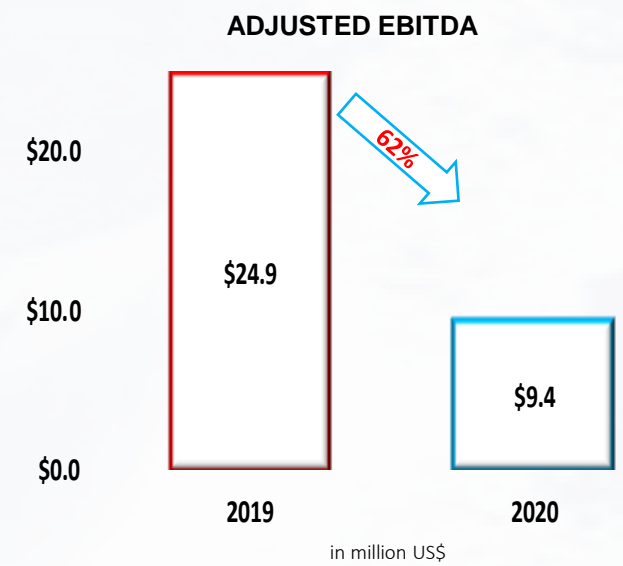
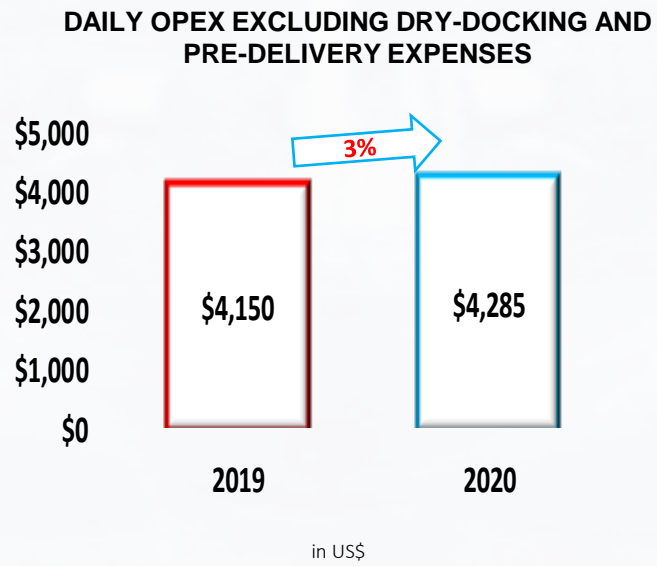
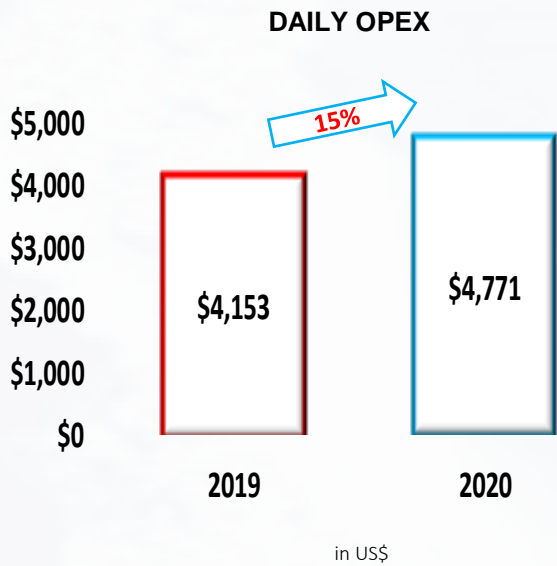
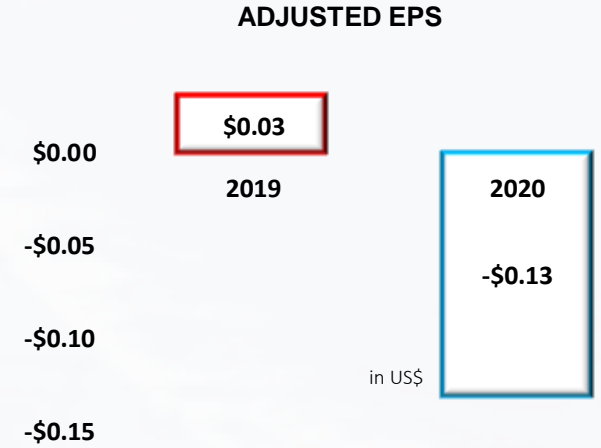
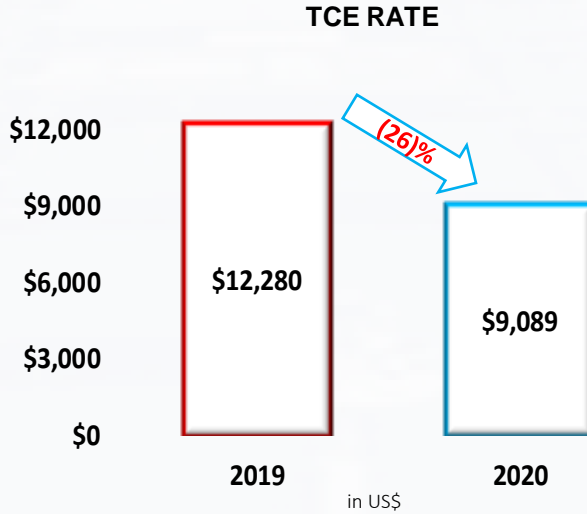
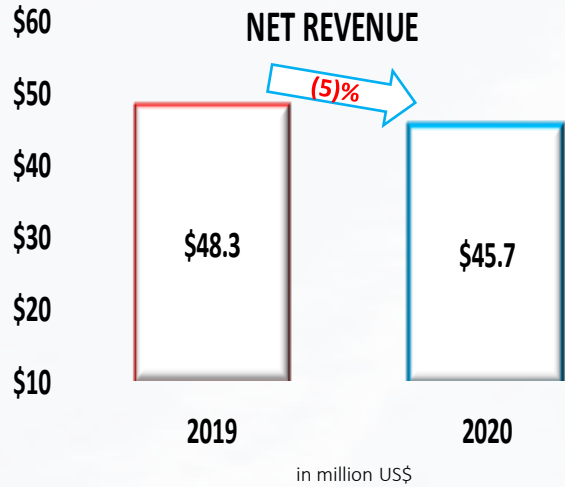
# Daily TCE<sup>(1)</sup> vs. daily OPEX<sup>(2)</sup>



1. Time charter equivalent rate, or TCE rate, represents our charter revenues less commissions and voyage expenses during a period divided by the number of available days during such period. TCE rate is a standard shipping industry performance measure used primarily to compare daily earnings generated by vessels on period time charters and spot time charters with daily earnings generated by vessels on voyage charters, because charter rates for vessels on voyage charters are generally not expressed in per day amounts, while charter rates for vessels on period time charters and spot time charters generally are expressed in such amounts. We have only rarely employed our vessels on voyage charters and, as a result, generally our TCE rates approximate our time charter rates. Daily vessel operating expenses and daily general and administrative expenses are calculated by dividing vessel operating expenses and general and administrative expenses for the relevant period by ownership days for such period. Vessel operating expenses include crewing, insurance, lubricants, spare parts, provisions, stores, repairs, maintenance including dry-docking, statutory and classification expenses and other miscellaneous items.

2. Daily vessel operating expenses are calculated by dividing vessel operating expenses for the relevant period by ownership days for such period. Vessel operating expenses include crewing, insurance, lubricants, spare parts, provisions, stores, repairs, maintenance including dry-docking, statutory and classification expenses and other miscellaneous items. We include in our Operating expenses dry-docking expenses.

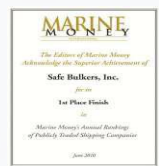
# Quarterly financial highlights



For definition of Adjusted EBITDA, Adjusted loss per share (Adjusted LPS), Daily operating expenses (Daily OpeX), Daily general and administrative expenses (Daily G&A) and Time charter equivalent rate (TCE) please refer to the earnings press release issued May 29, 2020.

	Three-Months Period Ended	
	2019	2020
<b><u>FLEET DATA</u></b>		
Number of vessels at period's end	41	41
Average age of fleet (in years)	8.58	9.58
Ownership days	3,690	3,731
Available days	3,690	3,577
Average number of vessels in the period	41.00	41.00
<b><u>AVERAGE DAILY RESULTS</u></b>		
Time charter equivalent rate	\$ 12,280	\$ 9,089
Daily vessel operating expenses	\$ 4,153	\$ 4,771
Daily vessel operating expenses excluding dry-docking and pre-delivery expenses	\$ 4,150	\$ 4,285
Daily general and administrative expenses	\$ 1,374	\$ 1,371
<b><u>TIME CHARTER EQUIVALENT RATE RECONCILIATION</u></b>		
(In thousands of U.S. Dollars except for available days and Time charter equivalent rate)		
Revenues	\$ 50,482	\$ 47,586
Less commissions	(2,197)	(1,871)
Less voyage expenses	(2,973)	(13,203)
Time charter equivalent revenue	\$ 45,312	\$ 32,512
Available days	3,690	3,577
Time charter equivalent rate	\$ 12,280	\$ 9,089





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