



## 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**

## CHARTERING – NEW PERIOD TIME CHARTERS

- **Six 5-year period time charters** for non-scrubber fitted Panamax class vessels:
  - 3 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;
  - 3 at a daily gross charter rate hire \$13,800 for the first 2 years 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;
- **One 8 to 10 months period time charter** for a non-scrubber fitted Kamsarmax class vessel at a daily gross charter rate of \$13,000.

Anticipated aggregate gross revenue ~\$113.7 million\*\* from all 8 period time charters

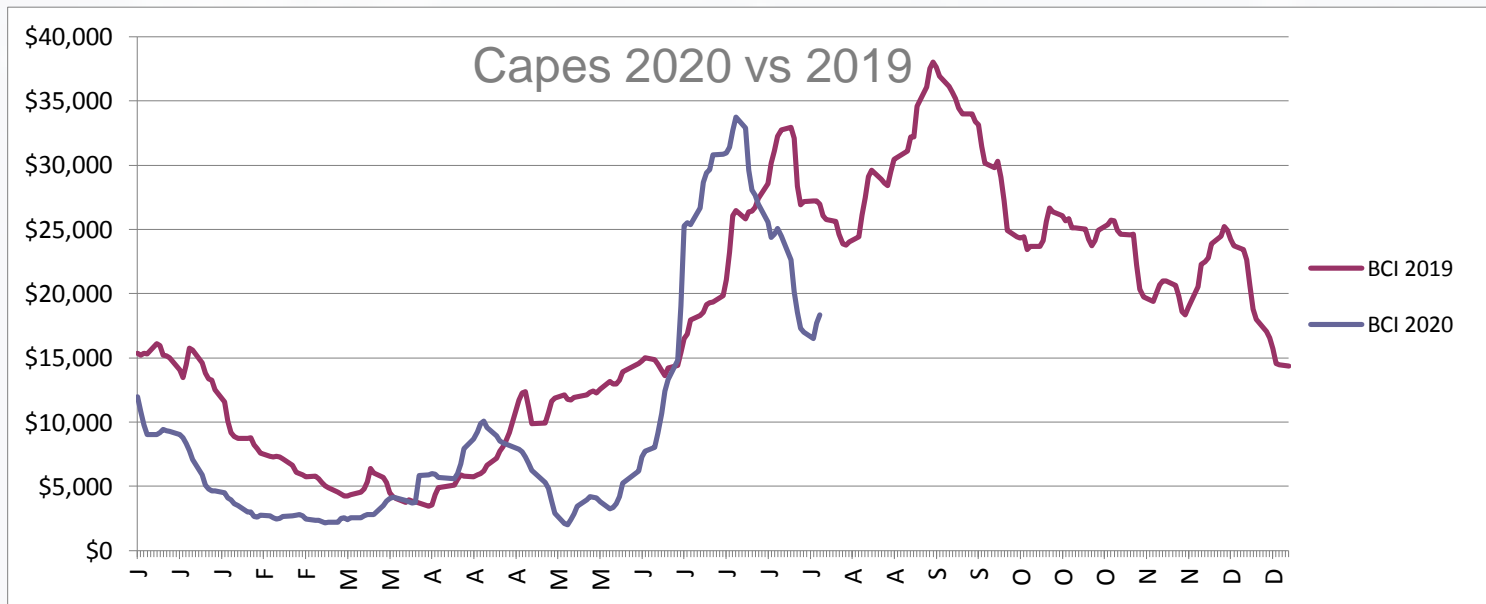
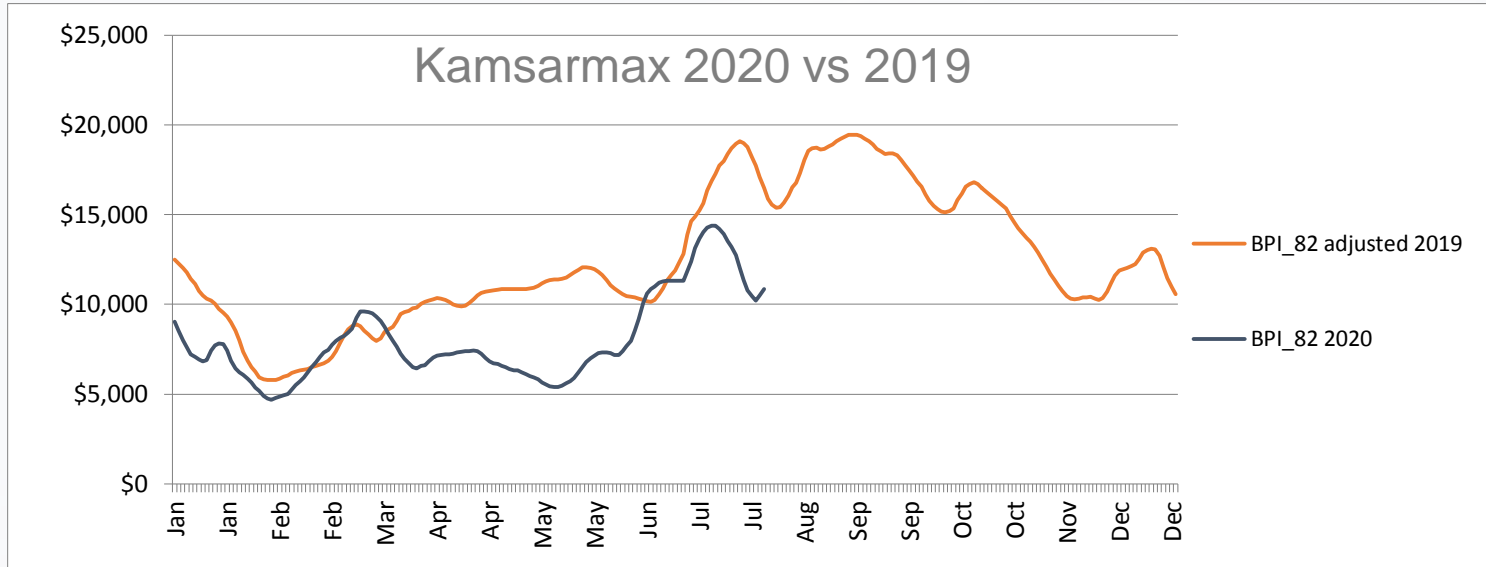
Front loaded cash flows

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

\*\* Based on the BPI-82 5TC Forward Freight Agreement curve on July 31, 2020.

# INDUSTRY SECTION

# DEMAND - CHARTER MARKET CONDITIONS



Source: Baltic Exchange

- Resumption of economic activity after lockdowns.
- Increased volumes of Iron Ore, Coal and Grain trade
- Implementation of USA – China trade deal is ongoing
- COVID – 19 remains a threat.

## DEMAND – CHINA RECOVERY

### China GDP

Quarterly change%



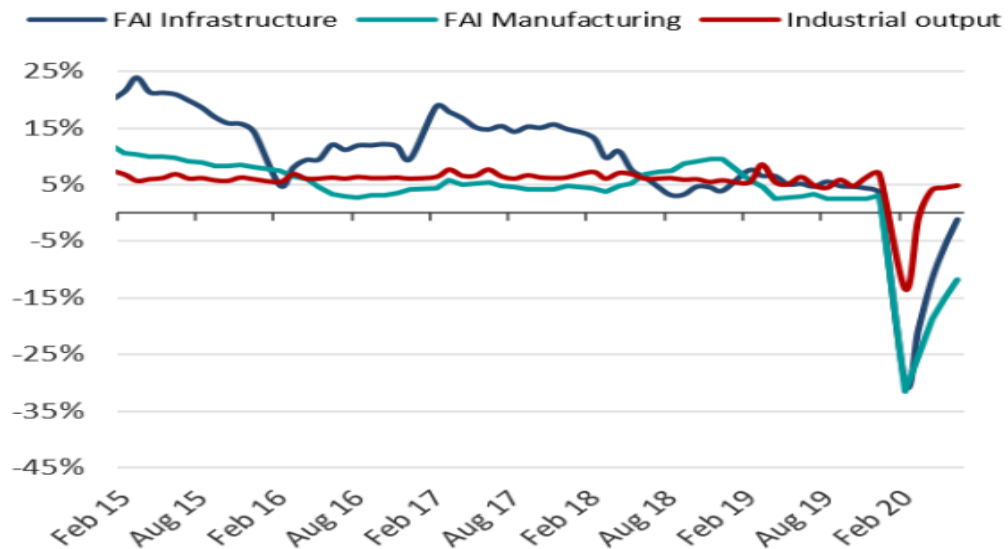
SOURCE: TRADINGECONOMICS.COM | NATIONAL BUREAU OF STATISTICS OF CHINA

**China's GDP indicates a V-Shape recovery.**

- 7% contraction during Q1.
- 3.2% GDP growth in Q2 indicate a V-shape.

### China industrial indicators

YoY change %



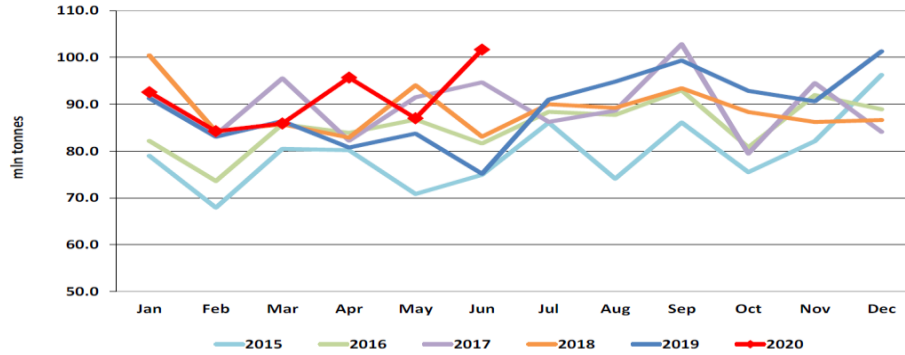
**China's industrial indicators show continued recovery.**

- 4.8% growth YoY in June in industrial output vs. decrease 15% in lockdown.
- 1.2% decline of Fixed Asset Investment in infrastructure vs. decrease 30% during Q1.
- 11.7% decline of Fixed Asset Investment in manufacturing vs. 30% during Q1.

# DEMAND – CHINA RECOVERY

**China - Monthly Iron Ore Imports - Seasonality**

(July 2020 ; source: GAC ; in mln tonnes)

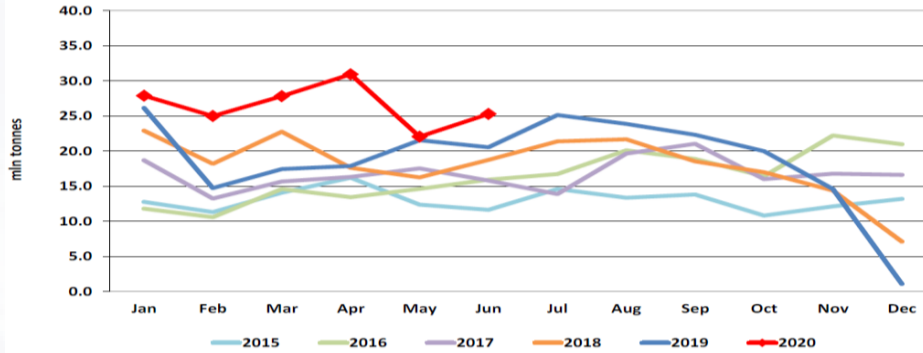


## China Iron Ore Imports

- 16.8% increase in June '20 m-o-m & 35.3% y-o-y.
- 9.3% increase in Jan-Jun '20.
- Forecasts of major Brazilian imply substantial increase in 2H20 volumes.

**China - Monthly Thermal Coal+Lignite Imports - Seasonality**

(July 2020 ; source: GAC ; in mln tonnes)

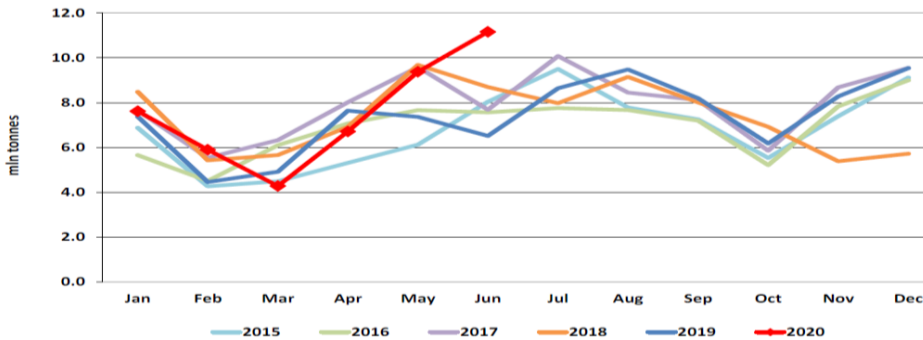


## China Thermal Coal and Lignite Imports

- 14.6% increase in Jun '20 m-o-m & 23.1% y-o-y.
- 34.5% increase in Jan-Jun '20.

**China - Monthly Soybean Imports - Seasonality**

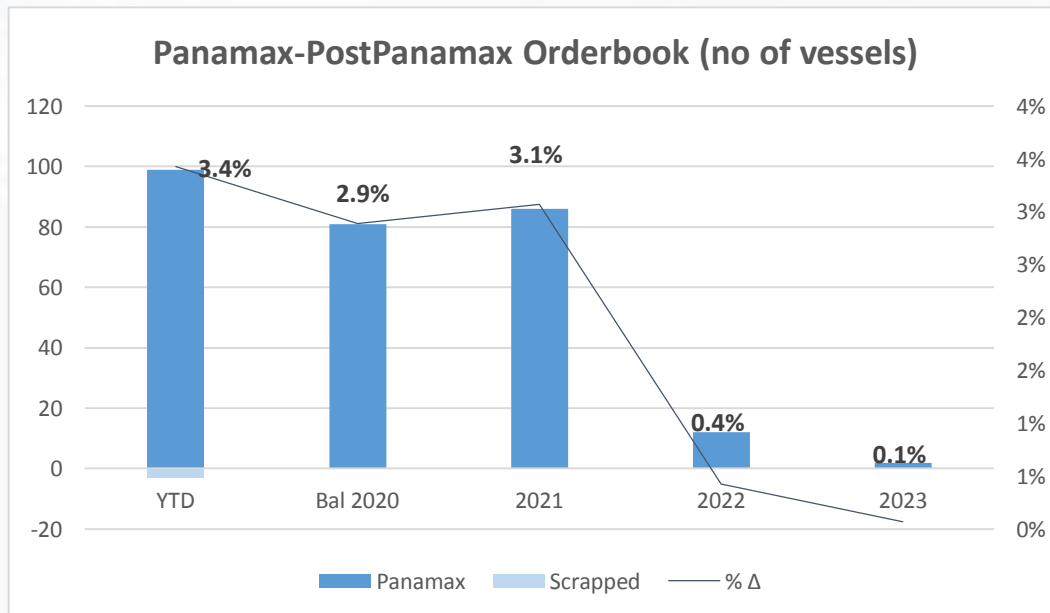
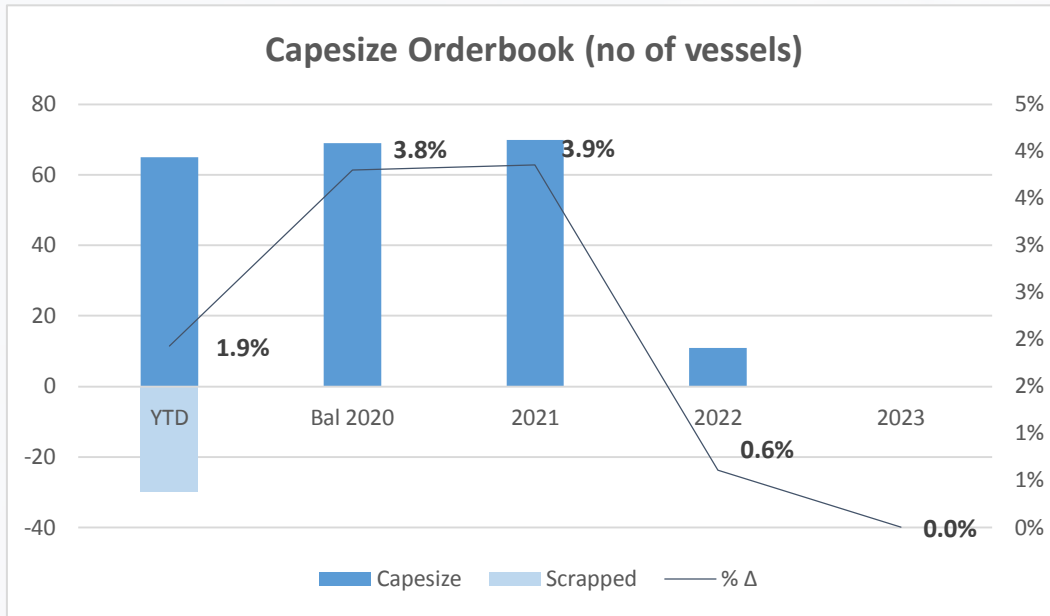
(July 2020 ; source: GAC ; in mln tonnes)



## China Soybean Imports

- 19% increase in Jun '20 soybean m-o-m & 71.4% y-o-y.
- 17.7% increase in Jan-Jun '20.

# SUPPLY - ORDERBOOK



- Minimal Orderbook 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.
- Expectation for increase of scrapping activity in India, Bangladesh.
- Ongoing environmental discussions for emissions not favor new orders.



# ENVIRONMENTAL SOCIAL RESPONSIBILITY

## ENVIRONMENTAL INVESTMENTS

The aggregate cost of our environmental investments as of June 30, 2020, was \$58.2 million.

### Environmental Investments:

- Retrofitting scrubbers in 20 vessels and
- ballast water treatment systems in 41 vessels.

	Completed installations as of June 30, 2020	Expected installations in Q3 2020	Expected installations in Q4 2020
BWTS	26	5*	1**
Scrubbers	19	1	-

	Down time in days**	
	Q3 2020	Q3 2020
Number of Vessels	5	1**
Total down time	137	25

\* Installation of one scrubber and of five BWTS to be performed concurrently with the scheduled dry-dockings.

\*\* Installation of BWTS to be performed concurrently with the scheduled dry-docking.

## MARKET TAKEAWAYS

- 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.

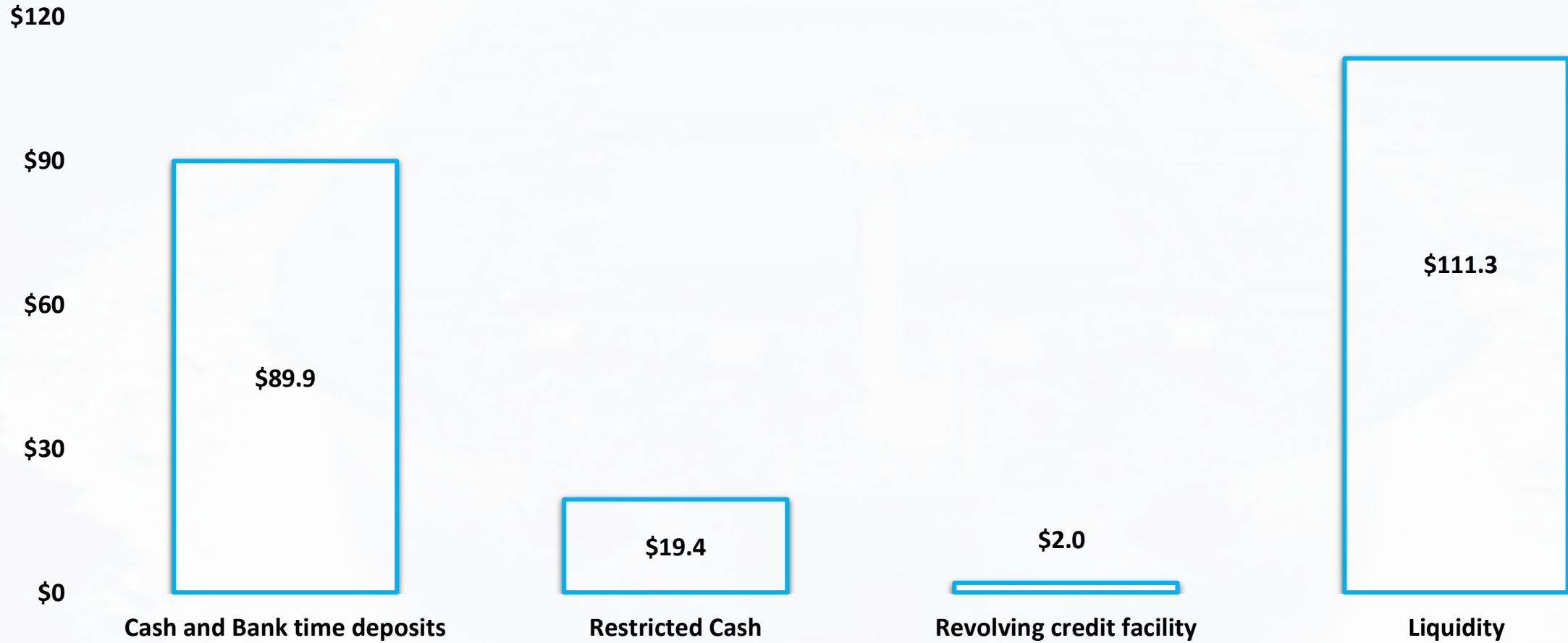
## SAFE BULKERS TAKEAWAYS

- **\$111.3 million liquidity provides flexibility in an unstable environment**
- **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 July 31, 2020

(million USD)



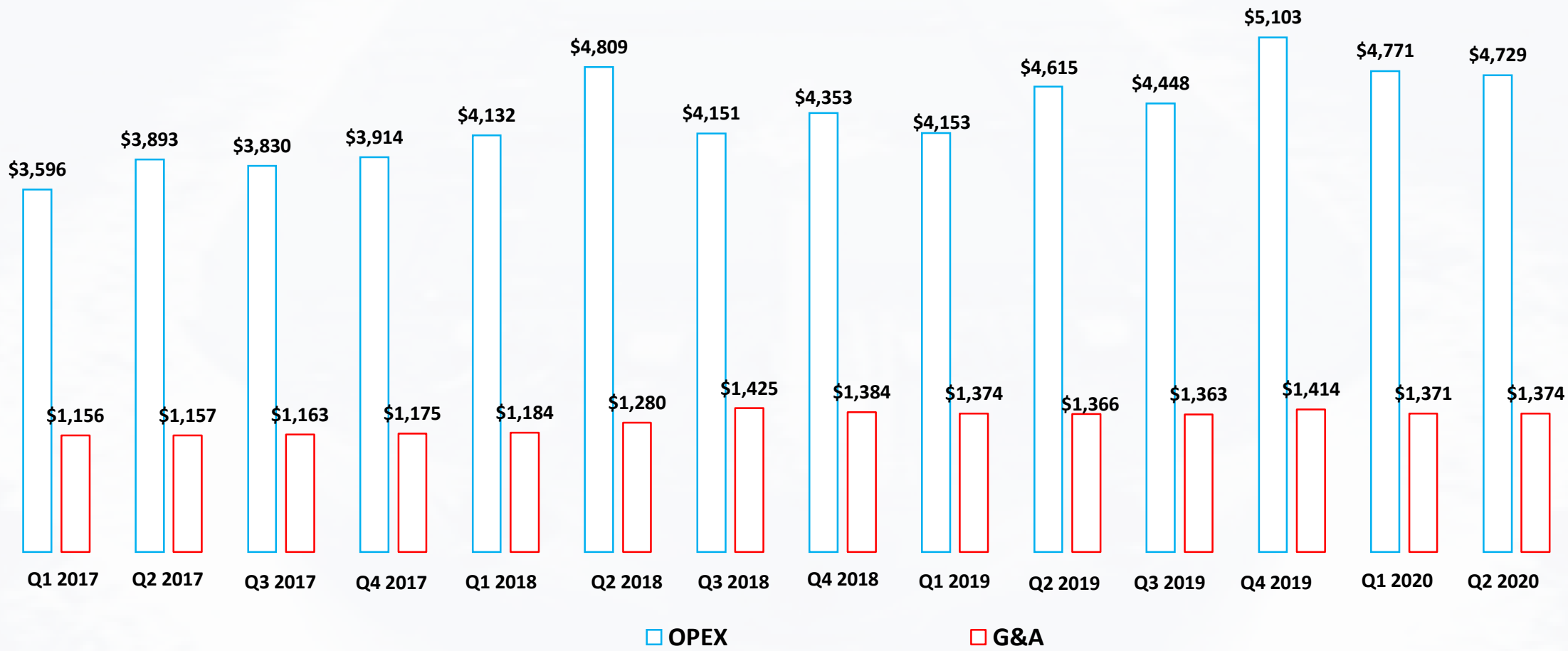
# Debt profile following refinancing in millions USD



# Lean operations: Daily OPEX (1) and G&A (2) expenses

Our Operating expenses include our dry-docking expenses

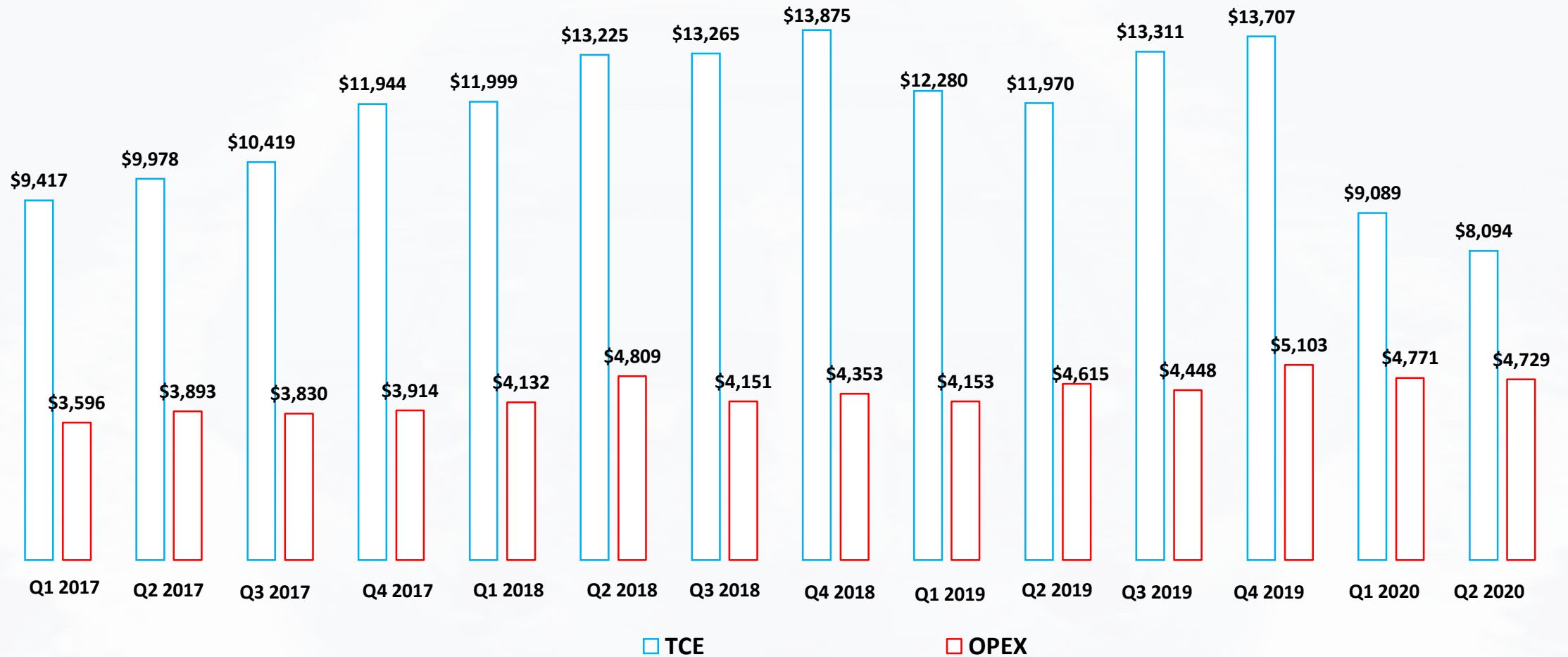
Our G&A expenses include our directors compensation



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.

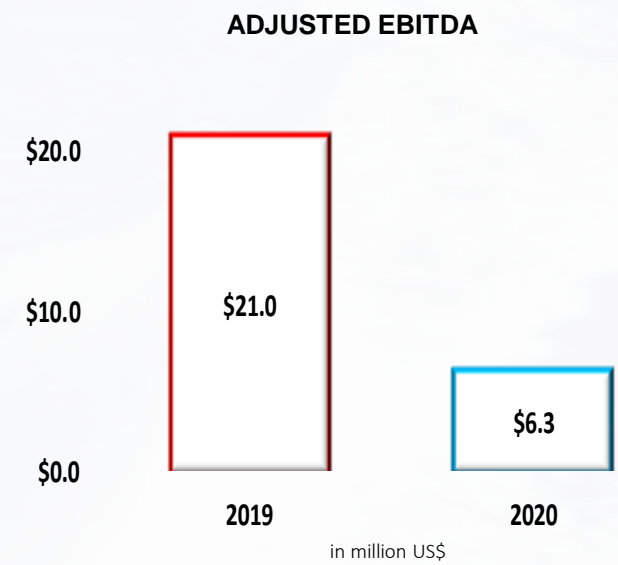
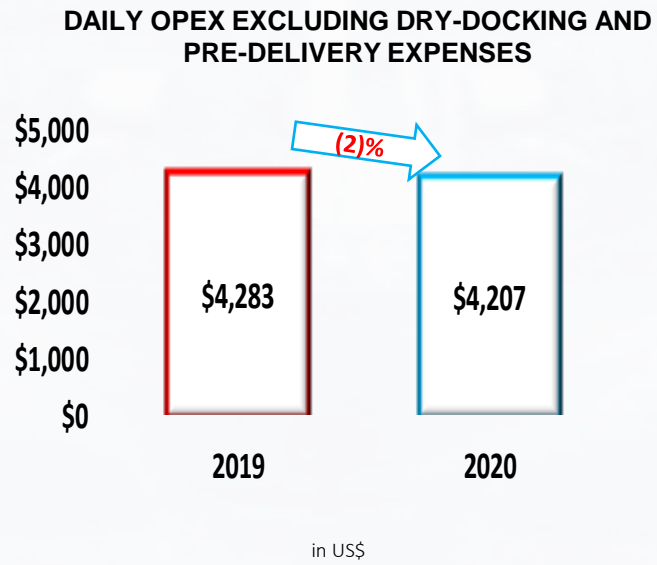
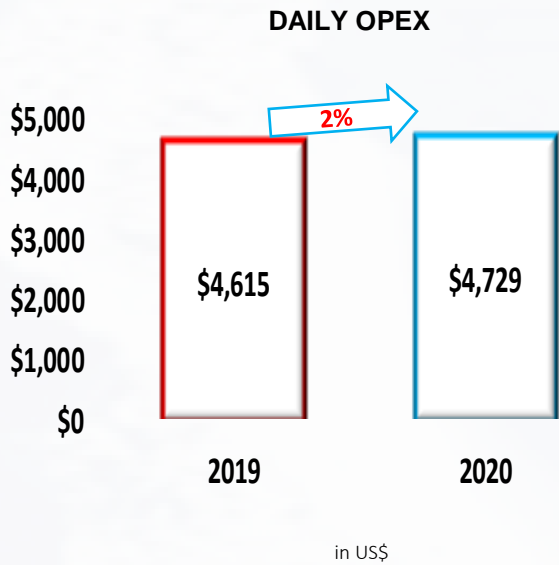
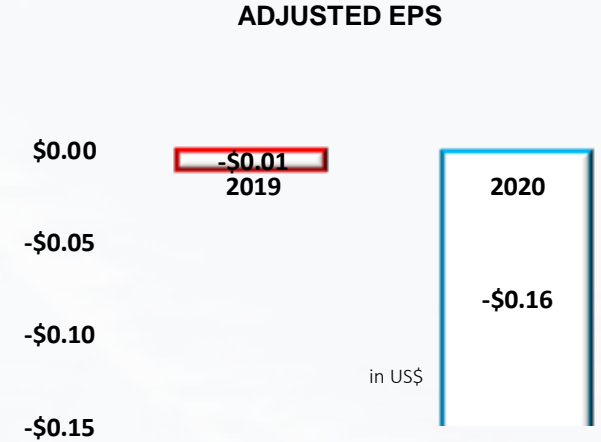
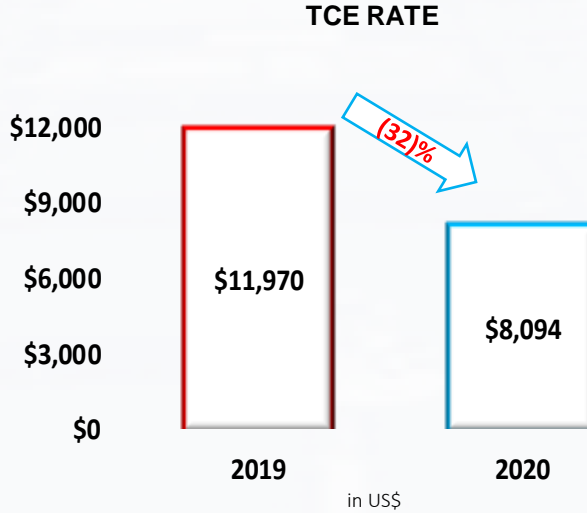
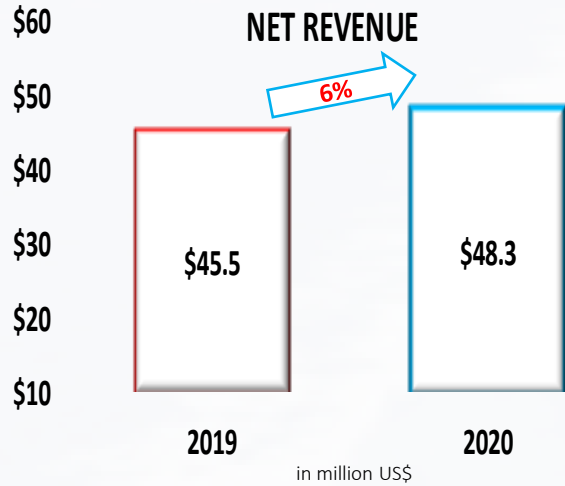
# Daily TCE(1) vs. daily OPEX (2)



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 June 30,		Six-Months Period Ended June 30,	
	2019	2020	2019	2020
<u>FLEET DATA</u>				
Number of vessels at period's end	41	42	41	42
Average age of fleet (in years)	8.83	9.60	8.83	9.60
Ownership days	3,731	3,806	7,421	7,537
Available days	3,626	3,669	7,316	7,246
Average number of vessels in the period	41.00	41.82	41.00	41.41
<u>AVERAGE DAILY RESULTS</u>				
Time charter equivalent rate	\$ 11,970	\$ 8,094	\$ 12,126	\$ 8,585
Daily vessel operating expenses	\$ 4,615	\$ 4,729	\$ 4,385	\$ 4,750
Daily vessel operating expenses excluding dry-docking and pre-delivery expenses	\$ 4,283	\$ 4,207	\$ 4,217	\$ 4,246
Daily general and administrative expenses	\$ 1,366	\$ 1,374	\$ 1,370	\$ 1,373
<u>TIME CHARTER EQUIVALENT RATE RECONCILIATION</u>				
(In thousands of U.S. Dollars except for available days and Time charter equivalent rate)				
Revenues	\$ 47,562	\$ 50,054	\$ 98,044	\$ 97,640
Less commissions	(2,047)	(1,773)	(4,244)	(3,644)
Less voyage expenses	(2,110)	(18,583)	(5,083)	(31,787)
Time charter equivalent revenue	\$ 43,405	\$ 29,698	\$ 88,717	\$ 62,209
Available days	3,626	3,669	7,316	7,246
Time charter equivalent rate	\$ 11,970	\$ 8,094	\$ 12,126	\$ 8,585

For definitions of daily fleet data , average daily results and Time charter equivalent rate reconciliation please refer to the earnings press release issued August 4, 2020.



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