



Q3 2023 EARNINGS PRESENTATION

MV MORPHOU
EEDI-PHASE 3 – IMO NO_x TIER III
KAMSARMAX DELIVERED OCTOBER 2023



Forward Looking Statements

This presentation contains forward-looking statements (as defined in Section 27A of the Securities Exchange Act of 1934, as amended, and in Section 21E of the Securities Act of 1933, as amended) including, among other items, statements 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, changes in TCE rates, changes in fuel prices, risks associated with operations outside the United States general domestic and international political conditions, uncertainty in the banking sector and other related market volatility, disruption of shipping routes due to political events, risks associated with vessel construction 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



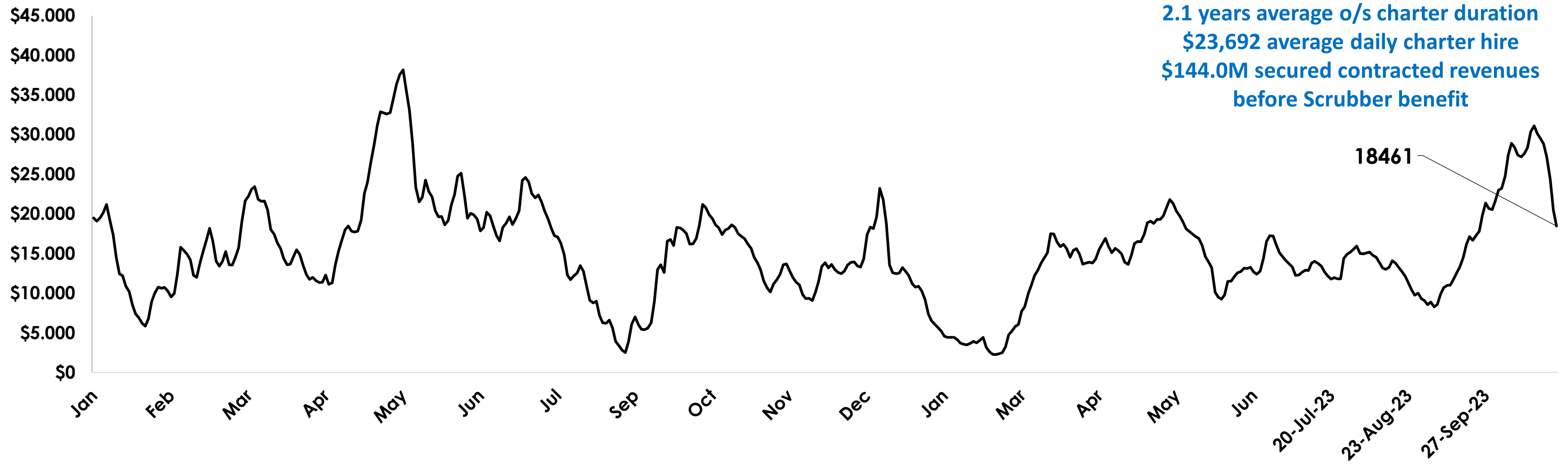
Konstantinos Adamopoulos
Chief Financial Officer



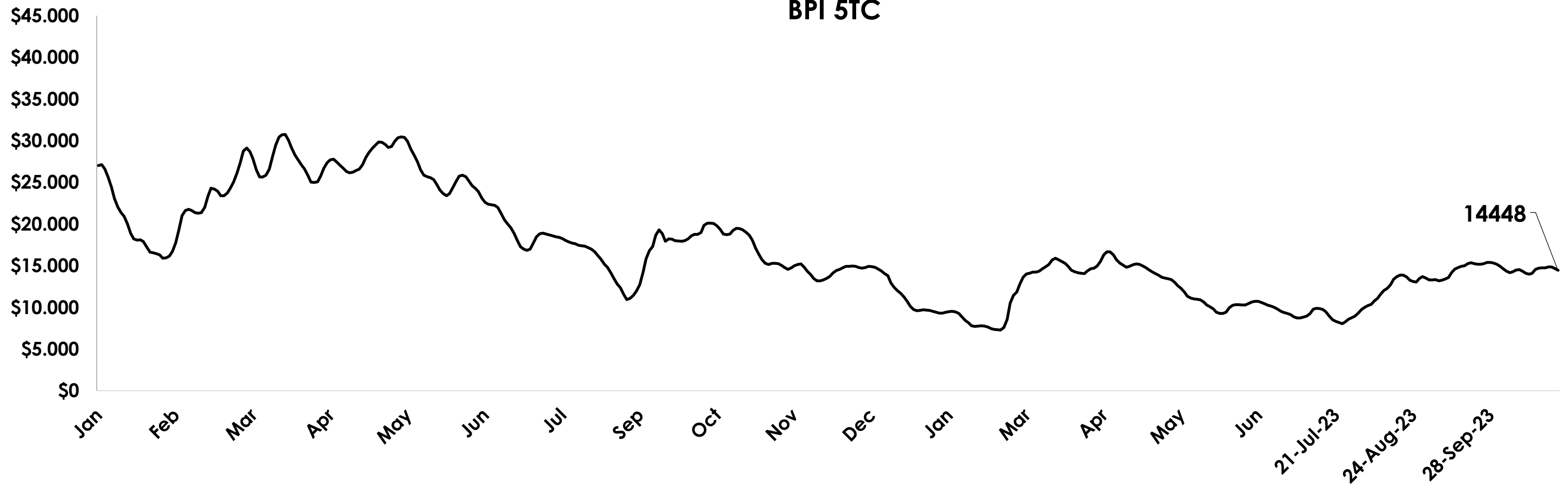
Ioannis Foteinos
Chief Operating Officer



BCI 5TC



BPI 5TC



Source: Baltic Exchange
 As of November 3, 2023, all 8 of our Capesize class vessels have been chartered in period time charters, five of which have remaining charter durations exceeding one year. As of November 3, 2023, the average remaining charter duration of our Capesize class vessels was 2.1 years and the average daily charter hire was \$23,692, resulting in a contracted revenue of approximately \$144 million net of commissions, excluding the additional compensation related to the use of Scrubbers.

*Rising fears of geoeconomic fragmentation.
Growing signs that global activity is losing momentum.
Tightening of monetary policy brought interest rates in contractionary territory continuing to weigh on global trade.*

- Global dry bulk demand growth⁽¹⁾ 2023 +3% 2024: +1.5%
- Iron ore shipments ⁽¹⁾ +3% in 2023E +1.5% in 2024E
- Coal demand ⁽²⁾ +0.4% in 2023E +0.1% in 2024E
(+3.5% China, +4.9% India, -7% rest of world)
- Grain exports volumes ⁽¹⁾ 2023E: -1% +4% in 2024E
- IMF-GDP 2023E October-23 ⁽³⁾ : 3% and 2024E : 2.9%
- World Bank -GDP 2023E October-23 ⁽⁴⁾ : 2.1% (2.8% in April-23)
- IMF-Global inflation 2023E October-23 ⁽³⁾ : 6.9% and 2024E : 5.8%

*A slowdown is especially concentrated in advanced economies where high inflation receded soft landing expectations of world economy.
Growth in emerging market and developing economies remains stable at 4% for 2023 and 4.1% for 2024. Battle against inflation is not yet won with inflation expectations well-anchored in major economies*

- China GDP October-23 ⁽³⁾: 5.1% vs. July-23: 5.2%

*China recovery losing steam
persistent domestic difficulties, elevated debt, weakness in property sector, structural factors such as aging weigh on growth
China GDP 2024E 4.4%*

- India GDP 2023E October-23 ⁽³⁾ : 6.3 % up from 6.1% in April-23

India's growth to remain resilient despite global challenges underpinned by robust domestic demand, strong public infrastructure investment and a strengthening financial sector

CRB Commodity Index⁽⁴⁾



Thomson Reuters/Core Commodity CRB Index is calculated using arithmetic average of commodity futures prices with monthly rebalancing. The index consists of 19 commodities: Aluminum, Cocoa, Coffee, Copper, Corn, Cotton, Crude Oil, Gold, Heating Oil, Lean Hogs, Live Cattle, Natural Gas, Nickel, Orange Juice, RBOB Gasoline, Silver, Soybeans, Sugar and Wheat. Those commodities are sorted into 4 groups, with different weightings: Energy: 39%, Agriculture: 41%, Precious Metals: 7%, Base/Industrial Metals: 13%.

(1) BIMCO, Dry Bulk Shipping Market Overview & Outlook Q3 2023, USDA

(2) International Energy Agency

(3) IMF, October 2023 World Economic Outlook

(4) World Bank fall 2023 regional economic updates, World Bank's Commodity Markets Outlook

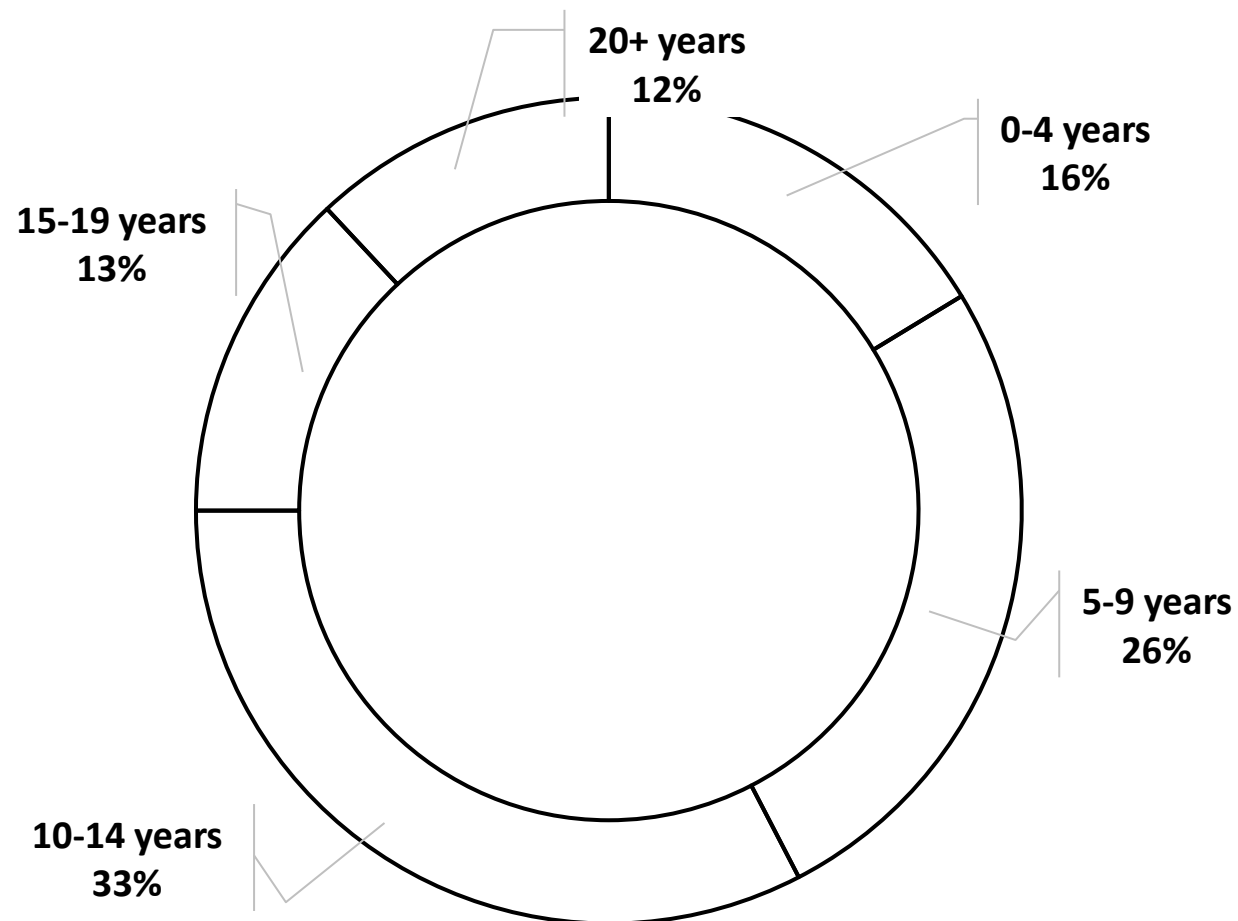
(5) Thomson Reuters

- Other sources: Clarksons, Chinese National Bureau of Statistics (NBS), International Energy Agency

- Low orderbook 7.7% of the existing dry bulk fleet
- Shipyard building capacity is mainly covered by other sectors' orders
- Forthcoming environmental emissions regulations delay new orders and is expected to favor scrapping
- Energy efficient designs will have an advantage the coming years

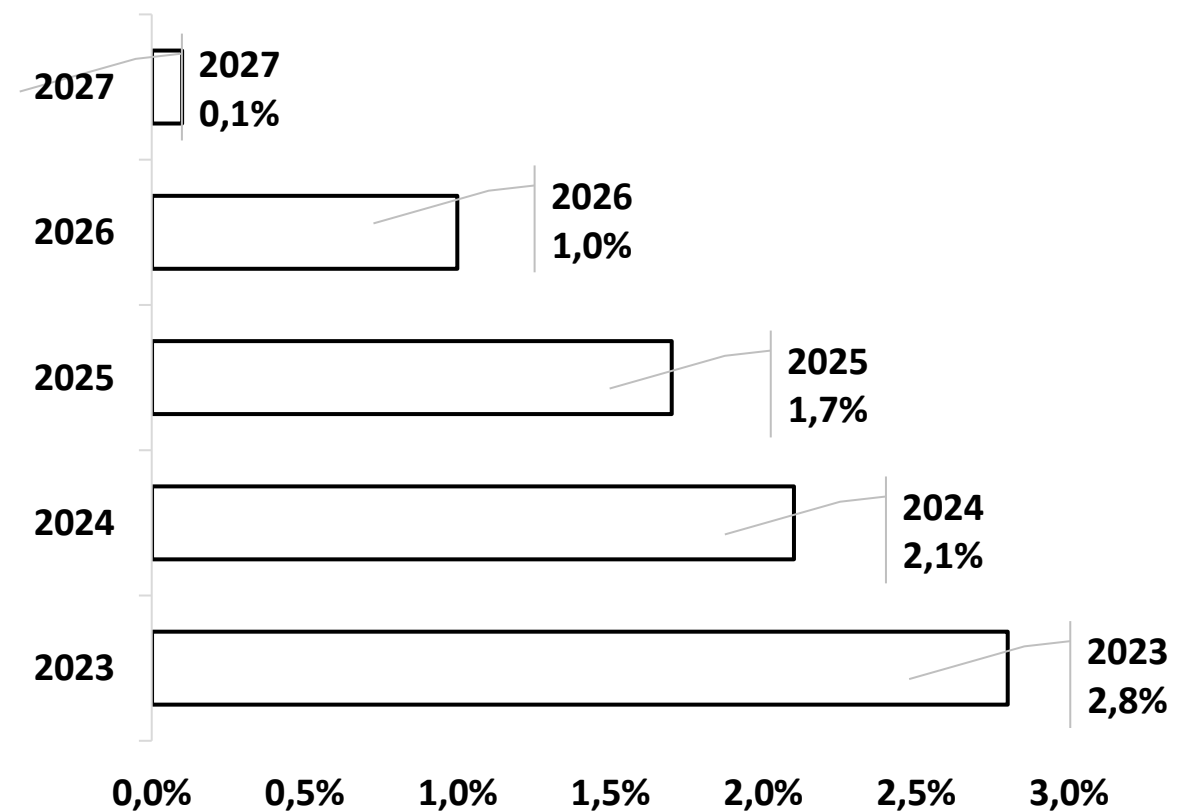
AGEING

~25% of fleet >15 years
expected scrapping
acceleration in the
following years



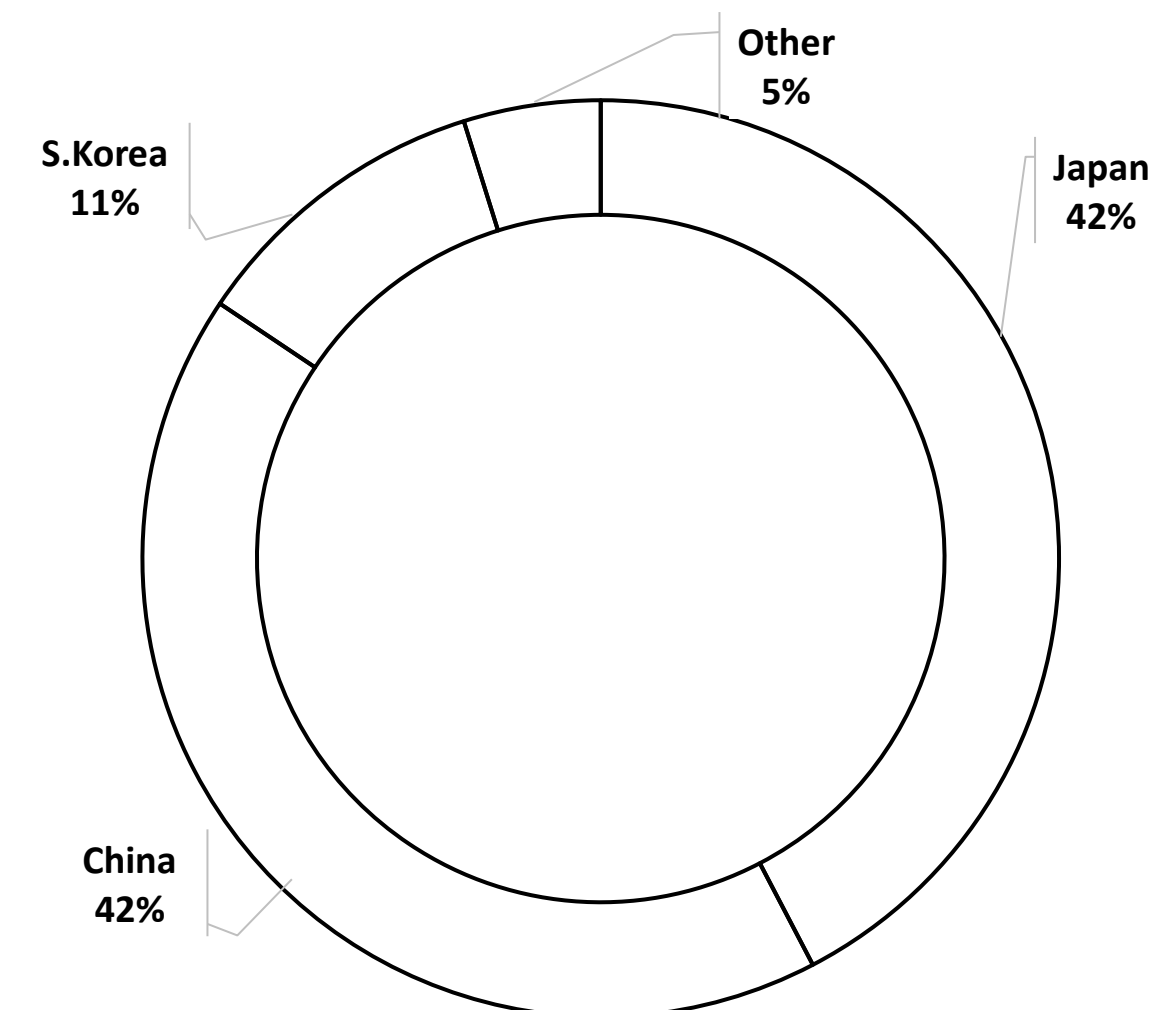
ORDERBOOK AS % OF EXISTING FLEET

SB o/s orderbook: 8 vessels
or ~17% of SB fleet

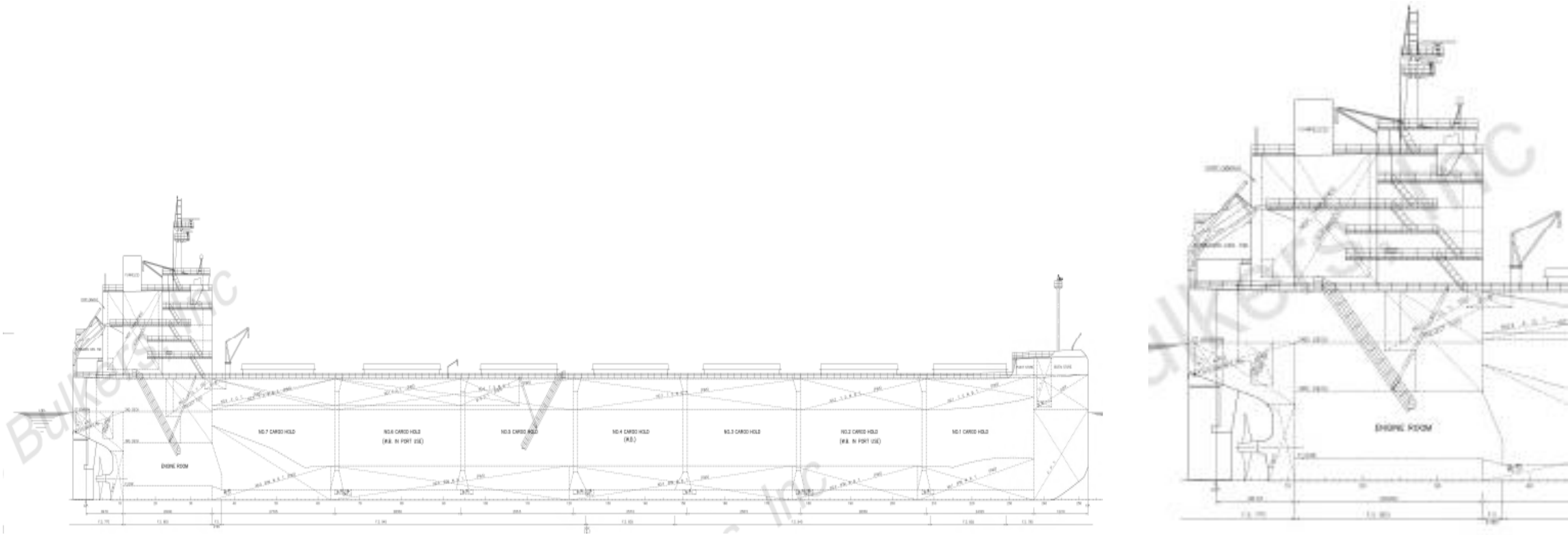


GLOBAL FLEET MIX

SB 80%
Japanese
built fleet



SB TOWARDS DECARBONIZATION



- ✓ 2 methanol dual-fuel, IMO GHG Phase 3 - NOx Tier III, 81,200 dwt, Kamsarmax, Q4-2026 & Q1-2027 deliveries
- ✓ operating with methanol and fuel
- ✓ when powered by green methanol can produce close to zero GHG emissions based on life cycle assessment (LCA) methodology well-to-propeller (WTP)

Market takeaways

Rising fears of geoeconomic fragmentation and growing signs of global economy losing momentum

Marginal tightening of the supply/demand balance until the end of 2024

Ageing fleet, low orderbook, lower sailing speeds, softer dry bulk newbuilding contracting create interesting mix for supply

Tightening of monetary policy brought interest rates in contractionary territory continuing to weigh on global trade

Alternative fuels uncertainty, weaker freight market translates to lower investment in newbuilds

Demand for technological efficiency creates opportunities for those who have invested in Phase 3 newbuilds

ESG framework adherence becomes increasingly important in shipping. New environmental regulations will favor fleets with more efficient Japanese vessels and vessels delivered after 2014

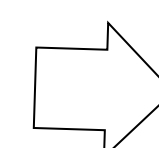
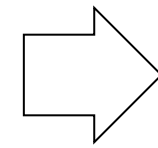
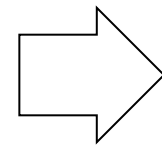
Scrubber equipped vessels will be favored by the expansion of ECA zones

IMO GHG targets and transition towards green energy may limit vessel supply and lead to two tier market with differential in asset valuations and earnings capacity

SB RECENT DEVELOPMENTS

- ✓ **July 2023:** \$0.05 cash dividend per common share paid September 1, 2023
- ✓ **Q3 2023:** 4 vessels environmentally upgraded, 19 vessels upgraded in total, 2 more vessels within 2023
- ✓ **September 2023:** Annual Meeting 3 elected Class III directors to hold office until 2026, ratified appointment of independent auditors for year end 2023
- ✓ **September 2023:** delivery Japanese newbuild Kamsarmax MV Pedhoulas Trader, our 5th IMO GHG Phase 3 - NOx Tier III
- ✓ **October 2023:** delivery Japanese newbuild Kamsarmax MV Morphou, our 6th IMO GHG Phase 3 - NOx Tier III
- ✓ **October 2023:** signed contract for acquisition of 2 methanol dual-fueled IMO GHG Phase 3 - NOx Tier III, 81,200 dwt, Kamsarmax Q4-2026-Q1-2027 deliveries, operating with methanol and fuel, when powered by green methanol can produce close to zero GHG emissions based on life cycle assessment (LCA) methodology well-to-propeller (WTP)
- ✓ **October 2023:** \$0.50 cash dividend per Series C and Series D preferred shares paid October 30, 2023
- ✓ **November 7, 2023:** \$0.05 cash dividend per common share payable on December 14, 2023, record date November 27, 2023

Safe Bulkers Inc. (NYSE:SB)
U.S. listed dry bulk company since 2008



FUNDAMENTALS

- 5 cents dividend per share
 - 41.6% dividend pay out ratio in Q3-2023
 - high % of management ownership
 - \$251.9M secured contracted revenues⁽¹⁾
 - \$282.3M liquidity⁽²⁾
 - 35% LTV⁽³⁾
 - \$448.9M Debt, including €100M - 2.95% p.a. fixed coupon non-amortizing unsecured bond maturing Febr. 2027
 - 6.24% WAIR, inclusive of margin, in Q3-2023
 - \$233.2M o/s capex⁽⁴⁾ for newbuilding program

NEWBUILDING PROGRAM

- 6 IMO GHG Phase 3 - NOx Tier III newbuilds delivered
- **+1 newbuild** Phase 3 - NOx Tier III scheduled for 2023
- **+3 newbuilds** Phase 3 - NOx Tier III delivery in 2024
- **+2 newbuilds** Phase 3 - NOx Tier III delivery in H1-2025
- **+1 Methanol dual-fueled** newbuild Phase 3 - NOx Tier III delivery in Q4-2026
- **+1 Methanol dual-fueled** newbuild Phase 3 - NOx Tier III delivery in Q1-2027
- **Total +14** Phase 3 newbuilds by Q1-2027, including 2 methanol dual-fueled

GREENER FLEET

- 46 dry bulk vessels
- 100% with BWTS
- 80% Japanese built
- 12 Eco-vessels
- 6 Phase 3-IMO GHG Tier III
- 19 vessels will be either eco- or Phase 3- vessels by end-2023
- 20 existing vessels environmentally upgraded by end-2023
- 22 Scrubber-fitted vessels
- 7 out of 8 Capes have Scrubbers
- 10.6 years fleet average age stable through 1H-2025

TRACK RECORD

- Consistent cooperation with established performing charterers
- Secured Employment with A-Class counterparties
- Diversified blue-chip customer base enjoying market reputation



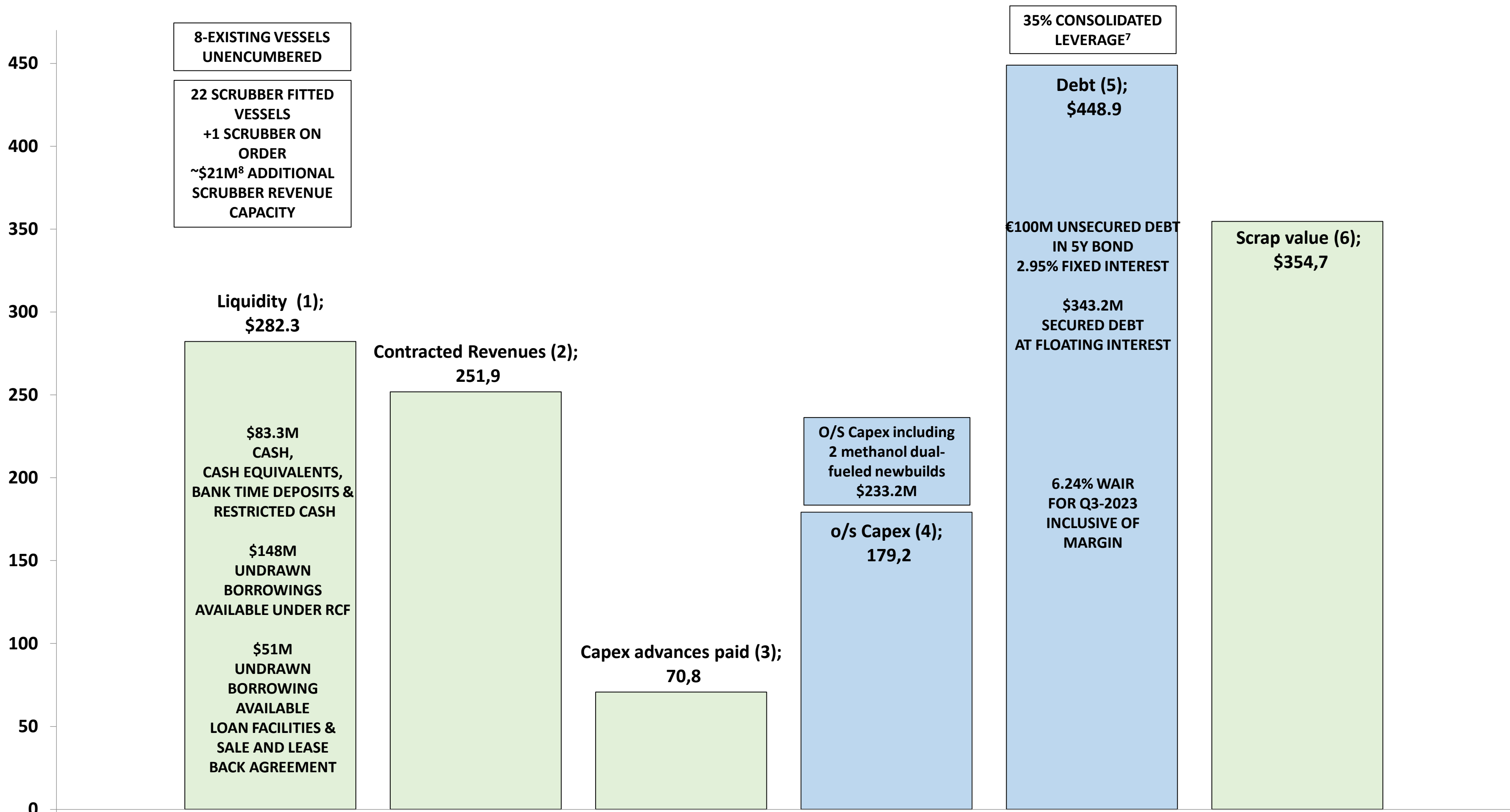
1. As of September 30, 2023. We had contracted revenue of approximately \$251.9 million, net of commissions, from our non-cancellable spot and period time charter contracts excluding the scrubber benefit.

2. As of September 30, 2023. Liquidity and capital resources of \$282.3 million consists of \$83.3 million in cash, cash equivalents, bank time deposits and restricted cash and \$148 million in undrawn borrowing capacity available under existing revolving reducing credit facilities and \$51 million in undrawn borrowing capacity available under two loan facilities in relation to two newbuild vessels.

3. As of September 30, 2023. Consolidated leverage is a non-GAAP measure and represents total consolidated liabilities divided by total consolidated assets. Total consolidated assets are based on the market value of all vessels, as provided by independent broker valuers on quarter-end, owned or leased on a finance lease taking into account their employment, and the book value of all other assets. This measure assists our management and investors by increasing the comparability of our leverage from period to period.

4. As of November 3, 2023. We had a fleet of 46 vessels and an orderbook of 8 newbuilds. The remaining capital expenditure requirements were \$233.2 million in aggregate relating to the 8 newbuilds on order and one Scrubber retrofit. The schedule of payments of the remaining capital expenditure requirements is \$23.7 million in 2023, \$92.4 million in 2024 and \$117.1 million from 2025 to 2027.

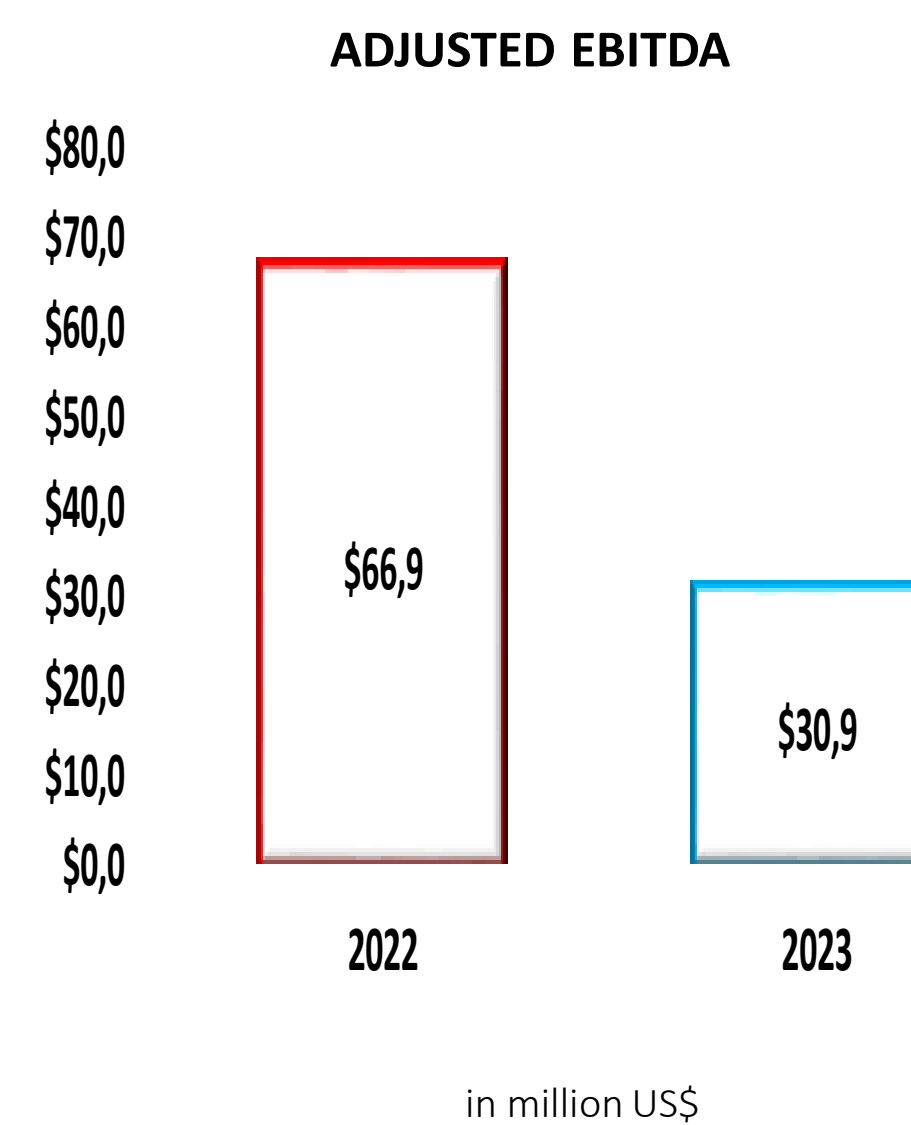
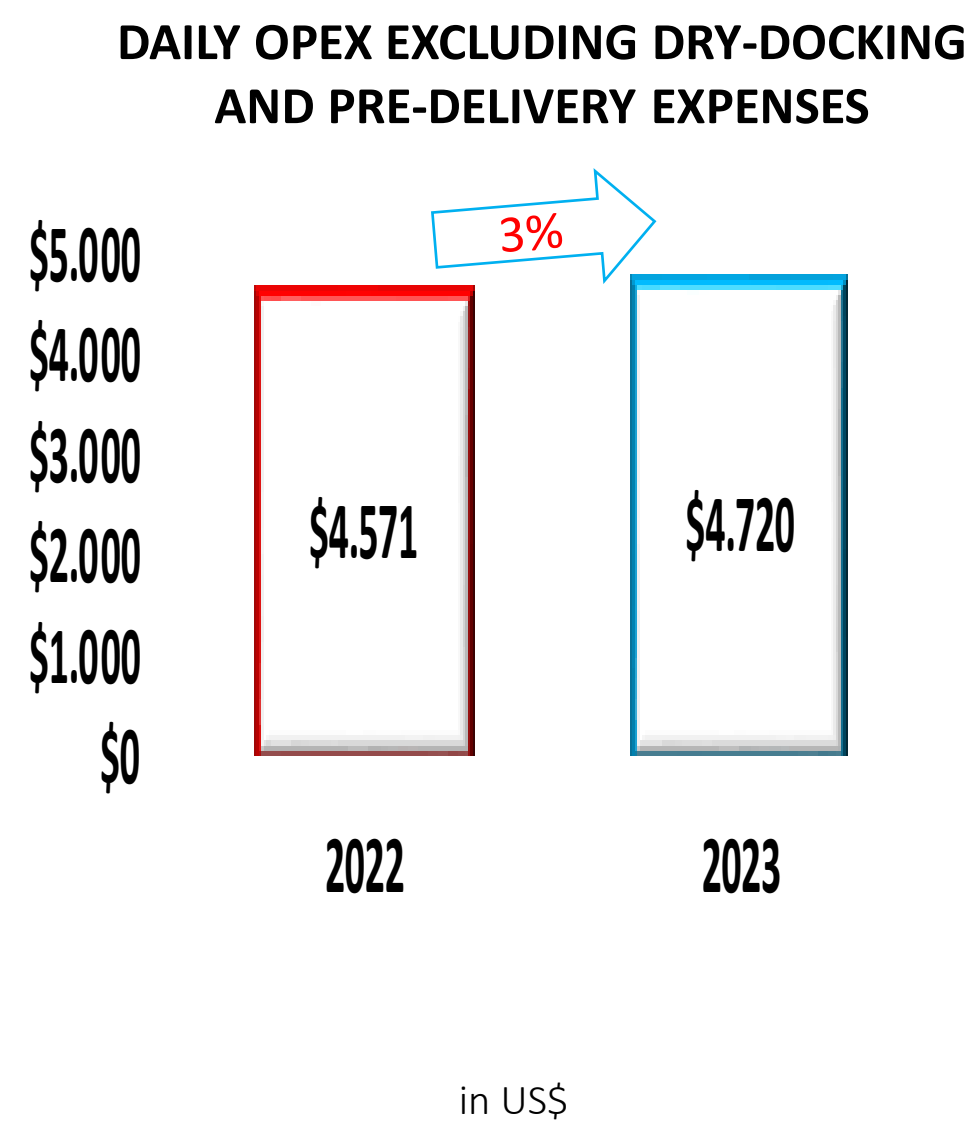
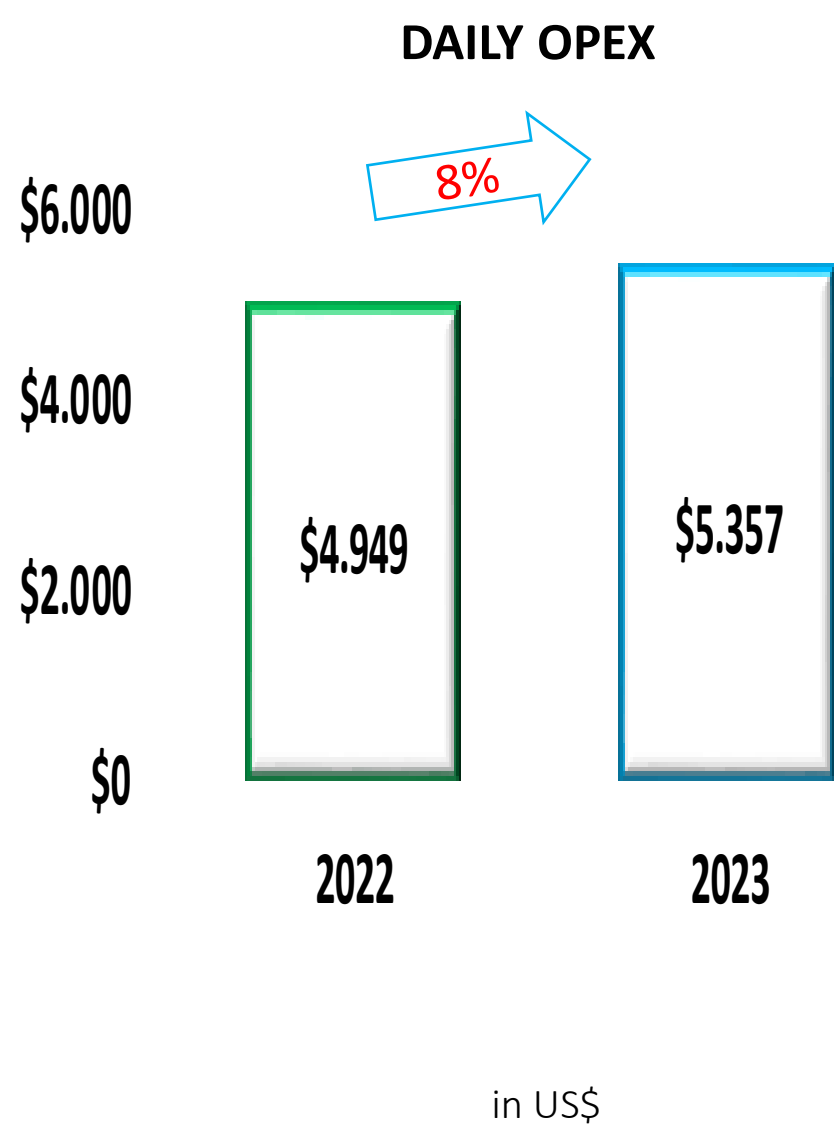
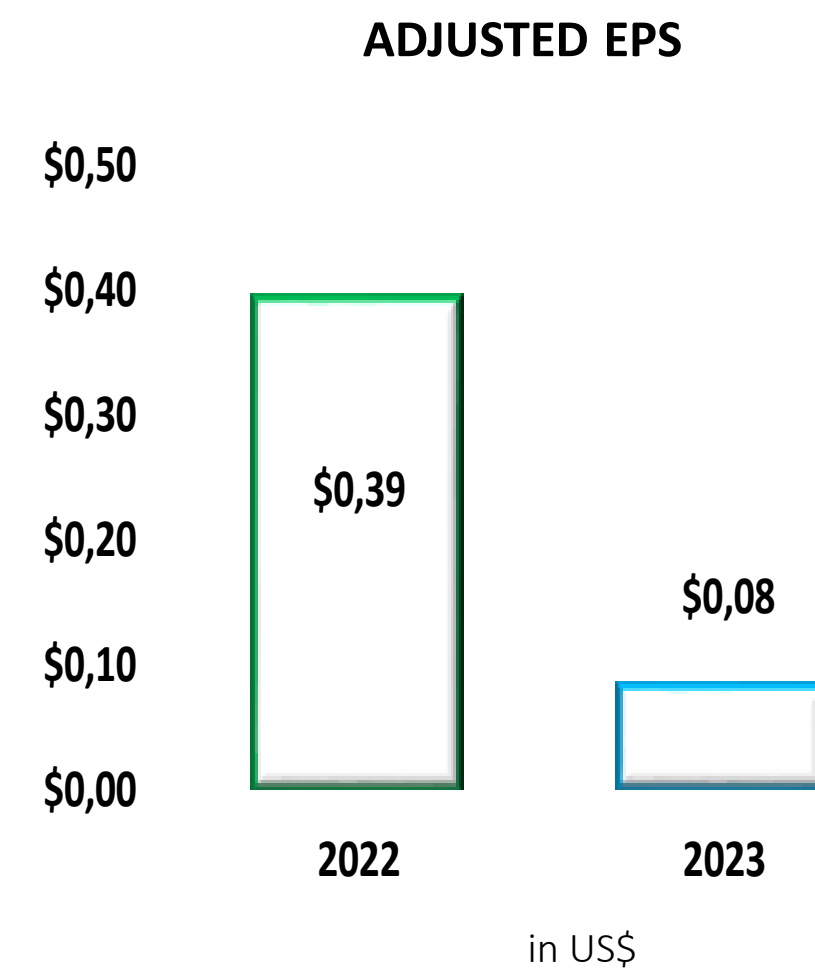
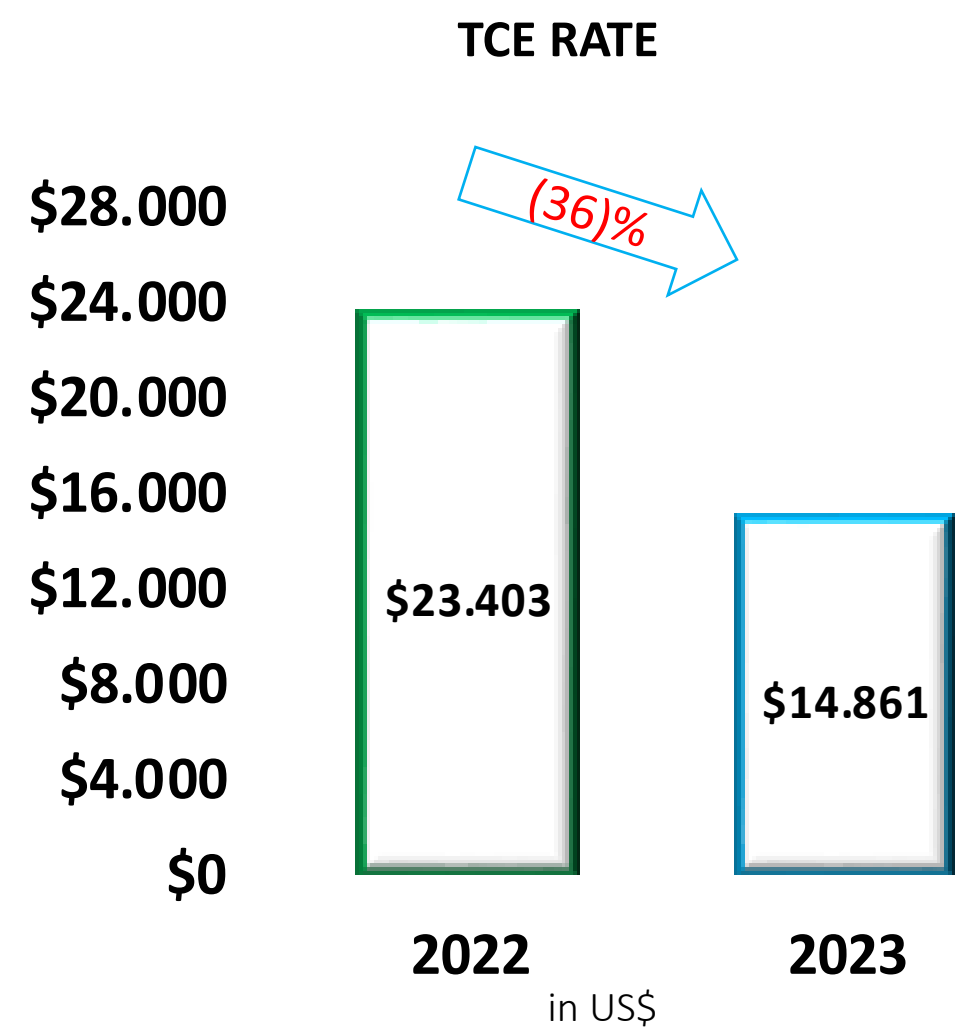
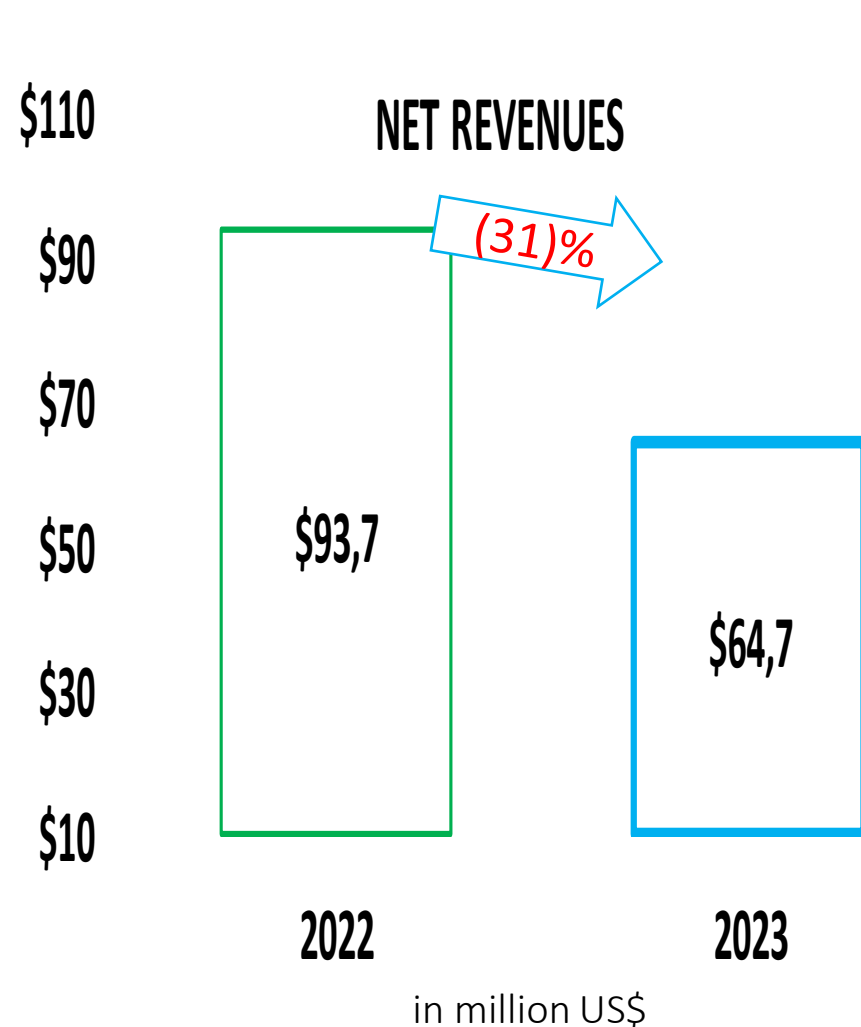
Liquidity - Visibility of cash flows - Capex - Low leverage



As of September 30, 2023

- Liquidity and capital resources:** As of September 30, 2023, we had \$83.3 million in cash, cash equivalents, bank time deposits and restricted cash, \$148.0 million in undrawn borrowing capacity available under existing revolving reducing credit facilities and \$51.0 million in undrawn borrowing capacity available under two loans relating to two newbuild vessels.
- Contracted Revenues:** As of September 30, 2023, contracted revenue of approximately \$251,9 million, net of commissions, from our non-cancellable spot and period time charter contracts excluding the scrubber benefit.
- Capex Advances paid:** As of September 30, 2023, had paid \$70.8 million for our capital expenditure requirements in relation to our orderbook.
- O/S Capex:** As of September 30, 2023, we had remaining capital expenditure requirements of \$179,2 million in aggregate relating to the 7 newbuilds on order, and relating to 1 Scrubber retrofit. The schedule of payments of the remaining capital expenditure requirements is \$52,7 million in 2023, \$83,5 million in 2024 and \$43.0 million in 2025.
- Debt:** As of September 30, 2023, had \$448,9 million of outstanding consolidated debt, including the unsecured bond issued in February 2022, before deferred financing costs.
- Scrap value:** As of September 30, 2023, we had a fleet scrap value of \$354,7 million, calculated on the basis of fleet aggregate light weight tons ("lwt") and scrap rate of \$512.5/lwt ton (Clarksons data), on September 30, 2023.
- Consolidated leverage:** As of September 30, 2023, our consolidated leverage was approximately 35%. Consolidated leverage is a non-GAAP measure and represents total consolidated liabilities divided by total consolidated assets. Total consolidated assets are based on the market value of all vessels, as provided by independent broker valuers on quarter-end, owned or leased on a finance lease taking into account their employment, and the book value of all other assets. This measure assists our management and investors by increasing the comparability of our leverage from period to period.
- Additional Scrubber revenue capacity:** Based on i) 7,200 metric tones average annual HFO fuel consumption per vessel ii) 22 existing vessels scrubber fitted iii) ~\$150/metric ton fuel spread as per ICE Report Center, Clearlynx data for Cal2023, and iv) 90% scrubber benefit for the Company.

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 November 7, 2023.

| | Three-Months Period Ended September 30, | | Nine-Months Period Ended September 30, | |
|--|---|-----------|--|------------|
| | 2022 | 2023 | 2022 | 2023 |
| <u>FLEET DATA</u> | | | | |
| Number of vessels at period end | 44 | 45 | 44 | 45 |
| Average age of fleet (in years) | 10.47 | 10.59 | 10.47 | 10.59 |
| Ownership days ⁽¹⁾ | 3,979 | 4,060 | 11,273 | 12,009 |
| Available days ⁽²⁾ | 3,937 | 3,950 | 10,987 | 11,659 |
| Average number of vessels in the period ⁽³⁾ | 43.25 | 44.13 | 41.29 | 43.99 |
| <u>AVERAGE DAILY RESULTS</u> | | | | |
| Time charter equivalent rate ⁽⁴⁾ | \$ 23,403 | \$ 14,861 | \$ 23,303 | \$ 15,954 |
| Daily vessel operating expenses ⁽⁵⁾ | \$ 4,949 | \$ 5,357 | \$ 5,204 | \$ 5,794 |
| Daily vessel operating expenses excluding dry-docking and pre-delivery expenses ⁽⁶⁾ | \$ 4,571 | \$ 4,720 | \$ 4,708 | \$ 5,024 |
| Daily general and administrative expenses ⁽⁷⁾ | \$ 1,360 | \$ 1,453 | \$ 1,418 | \$ 1,460 |
| <u>TIME CHARTER EQUIVALENT RATE RECONCILIATION</u> | | | | |
| (In thousands of U.S. Dollars except for available days and Time charter equivalent rate) | | | | |
| Revenues | \$ 97,377 | \$ 67,101 | \$ 273,942 | \$ 209,909 |
| Less commissions | (3,663) | (2,451) | (10,881) | (7,797) |
| Less voyage expenses | (1,576) | (5,948) | (7,034) | (16,105) |
| Time charter equivalent revenue | \$ 92,138 | \$ 58,702 | \$ 256,027 | \$ 186,007 |
| Available days ⁽²⁾ | 3,937 | 3,950 | 10,987 | 11,659 |
| Time charter equivalent rate ⁽⁴⁾ | \$ 23,403 | \$ 14,861 | \$ 23,303 | \$ 15,954 |

(1) Ownership days represent the aggregate number of days in a period during which each vessel in our fleet has been owned by us.

(2) Available days represent the total number of days in a period during which each vessel in our fleet was in our possession, net of off-hire days associated with scheduled maintenance, which includes major repairs, drydockings, vessel upgrades or special or intermediate surveys.

(3) Average number of vessels in the period is calculated by dividing ownership days in the period by the number of days in that period.

(4) 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.

(5) 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.

(6) Daily vessel operating expenses excluding dry-docking and pre-delivery expenses are calculated by dividing vessel operating expenses excluding dry-docking and pre-delivery expenses for the relevant period by ownership days for such period. Dry-docking expenses include costs of shipyard, paints and agent expenses and pre-delivery expenses include initially supplied spare parts, stores, provisions and other miscellaneous items provided to a newbuild acquisition prior to their operation.

(7) 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 and daily company administration expenses.

Break even Q3 2023



1. Time charter equivalent rate, or TCE rate, represents charter revenues less commissions and voyage expenses during a period divided by the number of available days during such period.
2. Daily vessel operating expenses excluding dry-docking and pre-delivery expenses are calculated by dividing vessel operating expenses excluding dry-docking and pre-delivery expenses for the relevant period by ownership days for such period. Dry-docking expenses include costs of shipyard, paints and agent expenses and pre-delivery expenses include initially supplied spare parts, stores, provisions and other miscellaneous items provided to a newbuild or second hand acquisition prior to their operation.
3. Daily dry-docking and pre-delivery expenses are calculated by dividing dry-docking and pre-delivery expenses for the relevant period by ownership days for such period. Dry-docking expenses include costs of shipyard, paints and agent expenses and pre-delivery expenses include initially supplied spare parts, stores, provisions and other miscellaneous items provided to a newbuild or second hand acquisition prior to their operation.
4. Daily general and administrative expenses include daily management fees and daily company administration expenses. Daily general and administrative expenses are calculated by dividing general and administrative expenses for the relevant period by ownership days for such period.
5. Daily interest expense includes daily interest incurred on outstanding indebtedness under our existing loan and credit facilities. Daily interest expense is calculated by dividing interest expense for the relevant period by ownership days for such period.
6. Daily preferred dividend includes daily preferred stock dividend. Daily preferred dividend is calculated by dividing preferred dividend for the relevant period by ownership days for such period.
7. Daily common dividend includes daily common stock dividend. Daily common dividend is calculated by dividing common dividend declared and paid during the relevant period by ownership days for such period.
8. Daily Free Cash Flow represents TCE rate less Daily vessel operating expenses, daily general and administrative expenses, daily interest expense, daily preferred dividend and daily principal repayment.

MV CLIMATE ETHICS
EEDI-PHASE 3 – IMO NOx TIER III
POST-PANAMAX DELIVERED JANUARY 2023



MV CLIMATE RESPECT
EEDI-PHASE 3 – IMO NOx TIER III
POST-PANAMAX DELIVERED JULY 2022



MV VASSOS
EEDI-PHASE 3 – IMO NOx TIER III
KAMSARMAX DELIVERED MAY 2022



MV CLIMATE JUSTICE
EEDI-PHASE 3 – IMO NOx TIER III
KAMSARMAX DELIVERED JULY 2023



MV PEDHOULAS TRADER
EEDI-PHASE 3 – IMO NOx TIER III
KAMSARMAX DELIVERED SEPTEMBER 2023



MV MORPHOU
EEDI-PHASE 3 – IMO NOx TIER III
KAMSARMAX DELIVERED OCTOBER 2023



COMPANY CONTACT



Dr. Loukas Barmparis
President
Safe Bulkers, Inc.



Tel: +30 2111 888 400
Fax: +357 25 887 200



directors@safebulkers.com

INVESTOR RELATIONS/MEDIA CONTACT



Paul Lampoutis
Vice-President
Capital Link Inc.



New York, USA



Tel: +1 (212) 661-7566
Fax: +1 (212) 661-7526



safebulkers@capitallink.com