

Q3 2014 Financial Results





# Management Team

Polys
Hajioannou
Chairman and
CEO

Dr. Loukas
Barmparis
President

Konstantinos Adamopoulos Chief Financial Officer

Ioannis Foteinos
Chief Operating
Officer

## **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, 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.



# Industry Fundamentals

### **SUPPLY**

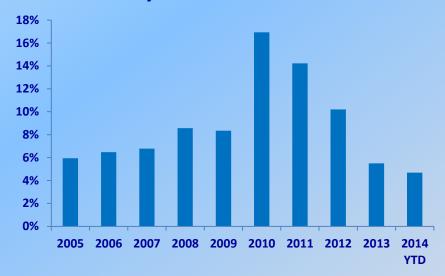
## Order book remains a problem

- ✓ 9-months 2014 net change:27 m dwt or 3.8% growth
- ✓ Orderbook for remaining 2014:
  - 17.8 m dwt of which:
  - 3.7 m dwt Panamax
  - 6.3 m dwt Capes
- ✓ Contracted orderbook accounts for 9%, 6% and 1% for the years 2015, 2016 and 2017

### **Scrapping activity**

- ✓ 21.7 m dwt scrapped in 2013
- √ 11.8 m dwt scrapped in the 9 months 2014 or more than 40% of the newbuilds entered the market.

### **Dry Bulk Fleet net %Δ**



### **Orderbook % Growth per Size**



Source: SSY and Baltic Exchange

### Cape & Panamax AVG 4TC 2013 vs. 2014



### **Capes YTD performance**

- ✓ Average 2014 YTD at ~\$13.7k vs. ~\$12.6k for same period 2013 mainly due to short-lived surge in rates during Q2 2014.
- ✓ During second half of the year anticipated repeat of last year's pick did not materialize.
- ✓ Currently favorable market conditions have pushed rates at the region of \$26k.

# Industry Fundamentals

**DEMAND** 

## \$18,000 \$16,000 \$12,000 \$10,000 \$6,000 \$4,000 \$2,000

Apr May

**BPI 2013** 

**BPI 2014** 

Jul Aug Sep Oct Nov

### **Panamax YTD performance**

- ✓ Average 2014 YTD at ~\$7.6k vs. ~\$8.8k for YTD2013.
- ✓ Despite positive start of the year panamax market remained lower in almost all periods up to date.
- ✓ Present market conditions have pushed rates at the region of \$10k.
- ✓ Forecasted surge of rates during the 2H of the year seem to have failed. Charter rates on average from September 2014 onwards were about 40% lower to \$7.4k from \$13.2k in the same period in 2013.

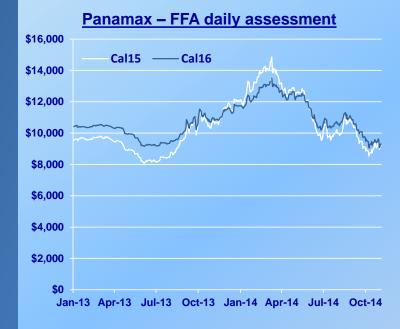


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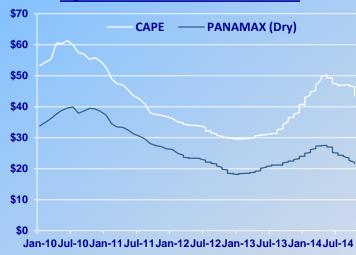
# Industry Fundamentals

### **DEMAND**

### **Market Prospects**



### 5 years old asset values - BSPA



#### **Market conditions**

- ✓ Elevated shipping risks:
  - Uncertainty coming from China with slow down of economy, rules for reducing imports of certain grades of coal, imposed taxation on imported goods etc.
  - Large orderbook in an already oversupplied market.
  - Reduced oil prices may eliminate slow steaming.
- ✓ Above risks are reflected on the FFA curve.
  - Reversal of positive sentiment of 1H of 2014 when cal15 and cal16 were trading up to \$14k.
  - Presently, doubtful market prospects have set the FFA market at \$8,9 for Cal15 and Cal16.
- ✓ Prolonged depression of charter rates and reversal in sentiment has negatively affected asset values:
  - Asset values bottomed in beginning 2013
  - Until 1H of 2014, anticipated recovery increased asset values by around 50% for Panamaxes and about 70% for capes.
  - Presently loss of steam in the market drops values close to last year low levels especially for Panamaxes.
  - Present market conditions create aversion in newbuild orders.

Source: Baltic Exchange



Expand and renew fleet with eco-design vessels



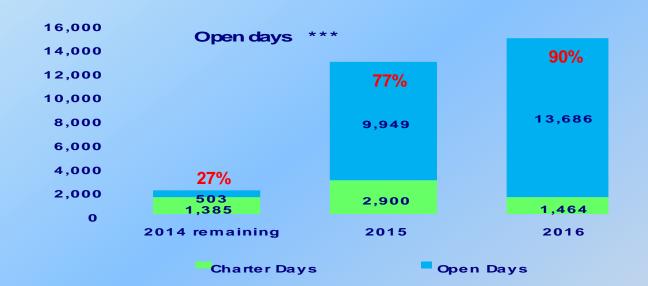
Eco design vessels 1/3 of total fleet by 2017

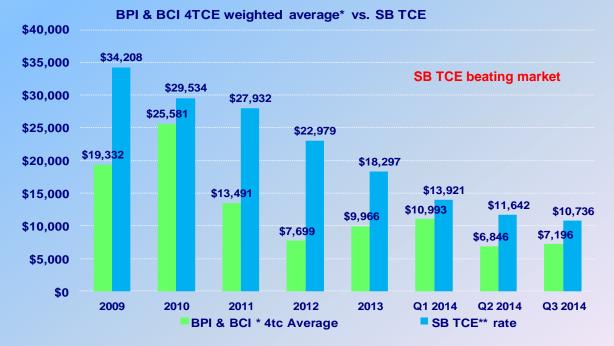




# Spot market exposure

# **Chartering** performance





<sup>\*</sup> Source Baltic Exchange





<sup>\*</sup> Safe Bulkers data

<sup>\*\*</sup> Data as of November 3, 2014. Charter coverage includes vessels to be delivered.

# Low financing cost

## Low OPEX & G&A cost



1.69% p.a., average interest rate, including the margin, for all bank loan and credit facilities during the first nine months of 2014.

\$5,745 per day per vessel in total for OPEX and G&A (including

\* Average Interest Rate p.a including margin for all bank loan and credit facilities

### Operating & G&A Expenses per day in \$US



(1) Daily vessel operating expenses include the costs for crewing, insurance, lubricants, spare parts, provisions, stores, repairs, maintenance, statutory and classification expense, dry-docking, intermediate and special surveys, tonnage taxes and other miscellaneous items. Daily vessel operating expenses are calculated by dividing vessel operating expenses by ownership days for the relevant period

(2) Daily general and administrative expenses in US\$ include daily management fees and the costs in relation to our operation as public company defined below. Daily vessel general and administrative expenses are calculated by dividing general and administrative expenses by ownership days for the relevant period.

(3) Daily public company expenses include the costs in relation to our operation as public company divided by ownership days for the relevant period.

(4) Daily management fees include the fixed and the variable fees payable to our Manager divided by ownership days for the relevant period.



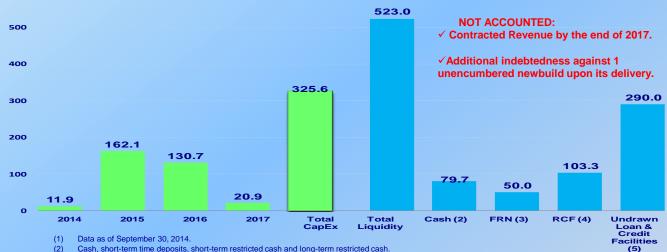
## **Expansion** fully financed

600

## **Comfortable leverage**



### CapEx & Liquidity (USDm) (1)

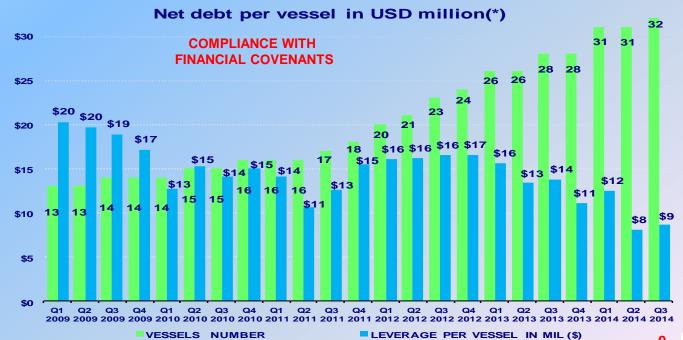


Cash, short-term time deposits, short-term restricted cash and long-term restricted cash.

Floating rate note (FRN) of \$50 Million matured October 2014.

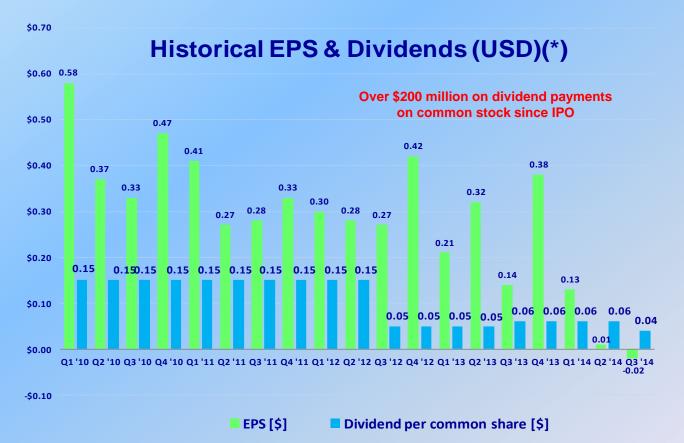
Available under existing revolving reducing credit facilities (RCF).

Undrawn committed loan and credit facilities





## **Dividend Payer**



The declaration and payment of dividends, if any, will always be subject to the discretion of our board of directors. The timing and amount of any dividends declared will depend on, among other things: (a) our earnings, financial condition and cash requirements and available sources of liquidity, (b) decisions in relation to our growth strategies, (c) provisions of Marshall Islands and Liberian law governing the payment of dividends, (d) restrictive covenants in our existing and future debt instruments and (e) global financial conditions. Dividends might be reduced or not be paid by us. Our ability to pay dividends may be limited by the amount of cash we can generate from operations following the payment of fees and expenses and the establishment of any reserves, as well as additional factors unrelated to our profitability. In addition, cash dividends on our common stock are subject to the priority of dividends on our 1,600,000 outstanding shares of Series B Preferred Shares issued in June 2013, on our 2,300,000 outstanding shares of Series C Preferred Shares issued in May 2014 and on our 3,200,000 outstanding shares of Series D Preferred Shares issued in June 2014.

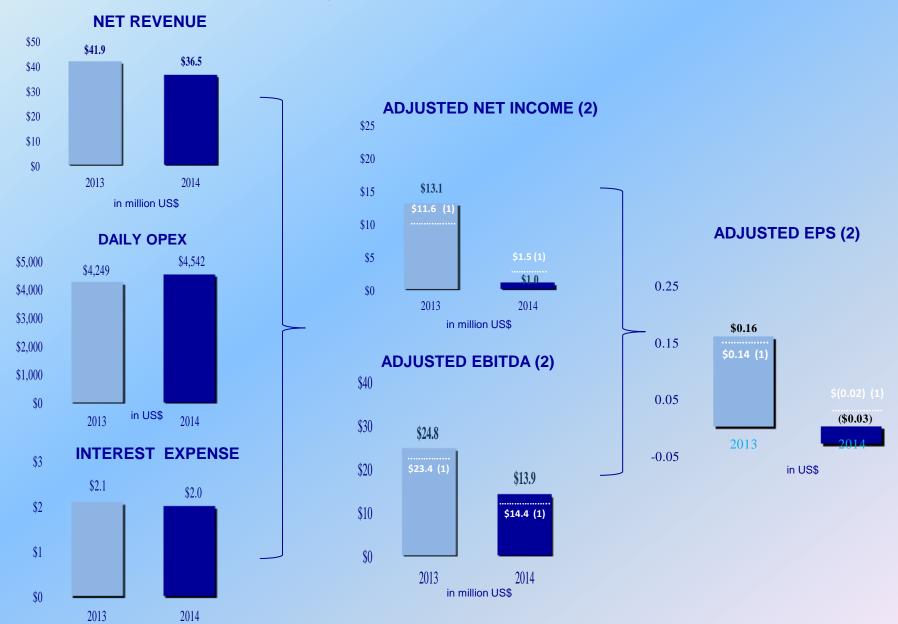


Financial Section





## **SELECTED QUARTERLY FINANCIAL HIGHLIGHTS**



in million US\$



(1) Non-Adjusted figures.

## RECONCILIATION OF ADJUSTED NET INCOME, EBITDA, ADJUSTED EBITDA AND ADJUSTED EARNINGS/(LOSS) PER SHARE

		Three-Months		Nine-Months	
	Period Ended Sept	Period Ended September 30,			
(In thousands of U.S. Dollars except for share and per share data)	2013	2014	2013	2014	
Net Income - Adjusted Net Income					
Net Income	11,595	1,478	52,239	14,782	
Less Gain on asset purchase cancellation	-	-,	-	(3,633)	
Less Early redelivery (income)/cost	-	-	(7,050)	532	
Plus Loss/(gain) on derivatives	1,454	(499)	(1,082)	1,045	
Plus Foreign currency loss/(gain)	29	(24)	2	73	
Adjusted net income	13,078	955	44,109	12,799	
EBITDA - Adjusted EBITDA					
Net Income	11,595	1,478	52,239	14,782	
Plus Net Interest Expense	1,855	1,744	6,213	5,651	
Plus Depreciation	9,625	10,899	27,614	31,932	
Plus Amortization	283	304	918	923	
EBITDA	23,358	14,425	86,984	53,288	
Less Gain on asset purchase cancellation	-	-	-	(3,633)	
Less Early redelivery (income)/cost	-	-	(7,050)	532	
Plus Loss/(gain) on derivatives	1,454	(499)	(1,082)	1,045	
Plus Foreign currency loss/(gain)	29	(24)	2	73	
ADJUSTED EBITDA	24,841	13,902	78,854	51,305	
<u>EPS</u>					
Net Income	11,595	1,478	52,239	14,782	
Less preferred dividend	818	3,550	969	5,840	
Net income/(loss) available to common shareholders	10,777	(2,072)	51,270	8,942	
Weighted average number of shares	76,684,316	83,448,120	76,679,082	83,444,566	
Earnings/(loss) per share	0.14	(0.02)	0.67	0.11	
Adjusted EPS					
Adjusted net income	13,078	955	44,109	12,799	
Less preferred dividend	818	3,550	969	5,840	
Adjusted net income/(loss) available to common shareholders	12,260	(2,595)	43,140	6,959	
Weighted average number of shares	76,684,316	83,448,120	76,679,082	83,444,566	
Adjusted Earnings/(loss) per share	0.16	(0.03)	0.56	0.08	

EBITDA, Adjusted EBITDA, Adjusted Net Income, Adjusted Net Income/(loss) available to common shareholders and Adjusted Earnings/(loss) per share are not recognized measurements under US GAAP.

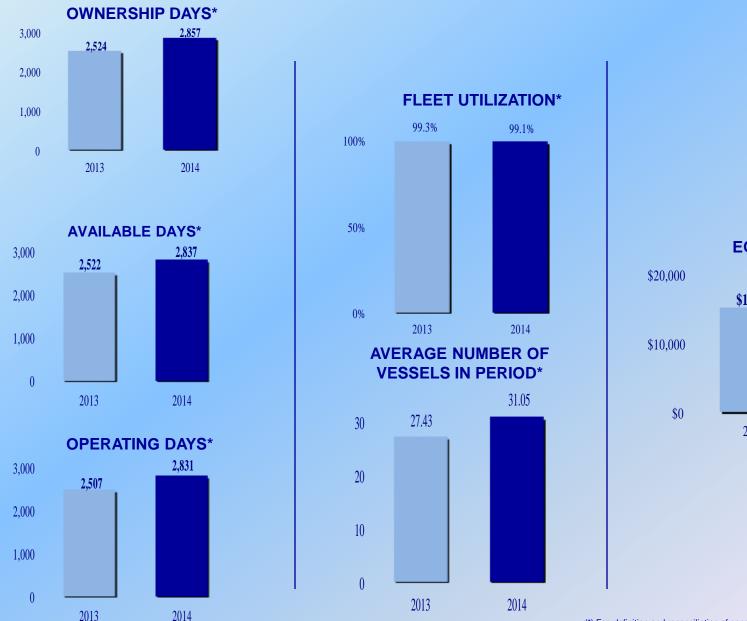
Adjusted Net Income represents net income before gain on asset purchase cancellation, early redelivery (income)/cost, gain/(loss) on derivatives and foreign currency, respectively. Adjusted Net Income available to common shareholders represents Adjusted Net Income less preferred dividend.

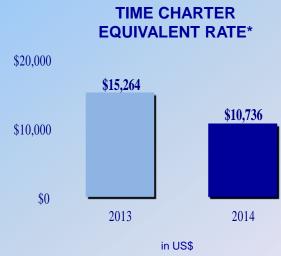
EBITDA represents net income before interest, income tax expense, depreciation and amortization. Adjusted EBITDA represents EBITDA before gain on asset purchase cancellation, early redelivery (income)/cost, gain/(loss) on derivatives and foreign currency, respectively. EBITDA and Adjusted EBITDA are not recognized measurements under US GAAP. EBITDA and Adjusted EBITDA assist the Company's management and investors by increasing the comparability of the Company's fundamental performance from period to period and against the fundamental performance of other companies in the Company's industry that provide EBITDA and Adjusted EBITDA information. The Company believes that EBITDA and Adjusted EBITDA are useful in evaluating the Company's operating performance compared to that of other companies in the Company's industry because the calculation of EBITDA generally eliminates the effects of financings, income taxes and the accounting effects of capital expenditures and acquisitions and the calculation of Adjusted EBITDA generally further eliminates the effects from gain/(loss) on asset purchase cancellation, early redelivery income/(cost) and gain/(loss) on derivatives and foreign currency, items which may vary for different companies for reasons unrelated to overall operating performance.

EBITDA, Adjusted EBITDA, Adjusted Net Income, Adjus



## **SELECTED QUARTERLY OPERATIONAL HIGHLIGHTS**







# Annex A Operational and Financial data

### **OPERATIONAL FUNDAMENTALS**

FLEET DATA AND AVERAGE DAILY	Three-Months EET DATA AND AVERAGE DAILY ICATORS  Three-Months Period Ended September 30,		Nine-Months Period Ended	
INDICATORS			Septe	September 30,
	2013	2014	2013	2014
FLEET DATA				
Number of vessels at period's end	28	32	28	32
Average age of fleet (in years)	5.33	5.60	5.33	5.60
Ownership days (1)	2,524	2,857	7,137	8,365
Available days (2)	2,522	2,837	7,089	8,289
Operating days (3)	2,507	2,831	7,065	8,262
Fleet utilization (4)	99.3%	99.1%	99.0%	98.8%
Average number of vessels in the period (5)	27.43	31.05	26.14	30.64
AVERAGE DAILY RESULTS				
Time charter equivalent rate (6)	\$15,264	\$10,736	\$16,769	\$12,062
Daily vessel operating expenses (7)	\$4,249	\$4,542	\$4,355	\$4,566
Daily general and administrative expenses (8)	\$1,071	\$1,179	\$1,158	\$1,179

- 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) Operating days represent the number of our available days in a period less the aggregate number of days that our vessels are off-hire due to any reason, excluding scheduled maintenance.
- Fleet utilization is calculated by dividing the number of our operating days during a period by the number of our ownership days during that period.
- 5) Average number of vessels in the period is calculated by dividing ownership days in the period by the number of days in that period.
- 6) Time charter equivalent rates, or TCE rates, represent our charter revenues less commissions and voyage expenses during a period divided by the number of our available days during the period.
- 7) Daily vessel operating expenses include the costs for crewing, insurance, lubricants, spare parts, provisions, stores, repairs, maintenance, statutory and classification expense, drydocking, intermediate and special surveys and other miscellaneous items. Daily vessel operating expenses are calculated by dividing vessel operating expenses by ownership days for the relevant period.
- 8) Daily general and administrative expenses include daily fixed and variable management fees payable to our Manager and daily costs in relation to our operation as a public company. Daily general and administrative expenses are calculated by dividing general and administrative expenses by ownership days for the relevant period.





### **COMPANY STOCK**

### Dividend Declaration on Series B, Series C and Series D Preferred Shares

The Series B, Series C and Series D Preferred Shares are traded on the New York Stock Exchange under the ticker symbol SB.PR.B, SB.PR.C and SB.PR.D, respectively.

In October 2014, the Company's Board of Directors declared:

- > a cash dividend of \$0.50 per share on its 8.00% Series B Preferred Shares for the period from July 30, 2014 to October 29, 2014;
- > a cash dividend of \$0.50 per share on its 8.00% Series C Preferred Shares for the period from July 30, 2014 to October 29, 2014; and
- > a cash dividend of \$0.66667 per share on its 8.00% Series D Preferred Shares for the period from June 30, 2014 to October 29, 2014;

Each dividend was paid on October 30, 2014 to all shareholders of record as of October 24, 2014 of the Series B Preferred Shares of the Series C Preferred Shares and of the Series D Preferred Shares, respectively. The Company has 1,600,000 Series B Preferred Shares, 2,300,000 Series C Preferred Shares and 3,200,000 Series D Preferred Shares outstanding as of today. This was the fifth consecutive cash dividend declared on the Company's Series B Preferred Shares, the second cash dividend declared on its Series C Preferred Shares and the first cash dividend declared on its Series D Preferred Shares, since their commencement of trading on the New York Stock Exchange.

### **Dividend Declaration on Common Shares**

The Board of Directors of the Company declared a cash dividend on the Company's common stock of \$0.04 per share payable on or about December 5, 2014 to shareholders of record at the close of trading of the Company's common stock on the New York Stock Exchange (the "NYSE") on November 21, 2014. The Company has 83,450,266 shares of common stock issued and outstanding as of today's date.





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### **THANK YOU**