# **EAGLE**

providing optimized global transportation of drybulk commodities

AFLICIT

Earnings Presentation Second Quarter 2019 30 July 2019

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The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, examination of historical operating trends, data contained in our records and other data available from third parties. Although Eagle Bulk Shipping Inc. believes that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond our control, Eagle Bulk Shipping Inc. cannot assure you that it will achieve or accomplish these expectations, beliefs or projections.

The principal factors that affect our financial position, results of operations and cash flows include, charter market rates, which have declined significantly from historic highs, periods of charter hire, vessel operating expenses and voyage costs, which are incurred primarily in U.S. dollars, depreciation expenses, which are a function of the cost of our vessels, significant vessel improvement costs and our vessels' estimated useful lives, and financing costs related to our indebtedness. Our actual results may differ materially from those anticipated in these forward-looking statements as a result of certain factors which could include the following: (i) changes in demand in the drybulk market, including, without limitation, changes in production of, or demand for, commodities and bulk cargoes, generally or in particular regions; (ii) greater than anticipated levels of drybulk vessel newbuilding orders or lower than anticipated rates of drybulk vessel scrapping; (iii) changes in rules and regulations applicable to the drybulk industry, including, without limitation, legislation adopted by international bodies or organizations such as the International Maritime Organization and the European Union or by individual countries; (iv) actions taken by regulatory authorities including without limitation the U.S. Treasury Department's Office of Foreign Assets Control ("OFAC"); (v) changes in trading patterns significantly impacting overall drybulk tonnage requirements; (vii) changes in general domestic and international political conditions; (ix) changes in the condition of the Company's vessels or applicable maintenance or regulatory standards (which may affect, among other things, our anticipated drydocking costs); (x) significant deteriorations in charter hire rates from current levels or the inability of the Company to achieve its cost-cutting measures; and (xi) the outcome of legal proceeding in which we are involved; and other factors listed from time to time in our filings with the Securities and Exchange Commi

We disclaim any intent or obligation to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable security laws.





#### **1** Highlights

2 Financial Summary

3 Industry Review





# Highlights



### Capital Raise Funding Growth Initiative

**Transaction Overview** 

#### CAPITAL RAISE

- Raised USD 114 million of 5yr Senior Unsecured Convertible Bonds carrying a coupon of 5% and a conversion premium of +25% to July 24<sup>th</sup> 2019 closing price, or USD 5.61 per share
  - Net proceeds to be used for vessel acquisitions and general corporate purposes

#### ACQUISITIONS

- Entered into two agreements to acquire a total of six high-specification SDARI-64 Ultramax vessels (the "Acquisition Vessels") for an aggregate purchase price of ~USD 122 million
  - Fleet is comprised of two groups of sister ships, four and two vessels, respectively
  - Average age of ~3.3yrs
  - Four vessels are fitted with Exhaust Gas Cleaning Systems (or "scrubbers")
  - Expect to take delivery of the first vessel in August



## Transactions Provide Long Term Benefits to Eagle

#### **Transaction Benefits**

#### FINANCING

- Borrowing unsecured debt at an attractive level and significantly below secured bond cost
- Funds the majority of the Acquisition Vessels' purchase price, along with providing incremental capacity for future growth

#### FLEET

- Increasing fleet count by six vessels, or ~13%, bringing total to 50 vessels
- Increasing % of the fleet comprised of Ultramaxes by ~26%, bringing total count to 20 vessels
- Reducing average age by ~0.6 years, or ~7%, bringing proforma average age down to ~8.3 years
- Increasing % of fleet which is to be fitted with scrubbers from 78 to 82%, bringing total to 41 vessels

#### **OPERATING RESULTS**

- Improving earnings generation capacity by adding larger/more efficient, scrubber-fitted ships to fleet
- Reducing OPEX per vessel per day by adding younger and more efficient tonnage to the fleet
- Reducing G&A per vessel per day with little-to-no incremental overhead expected
- Generating incremental P&L earnings- accretive to EPS

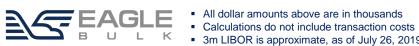




Benefits to operating results expected to be realized on a run-rate basis

### Proforma Liquidity and Debt

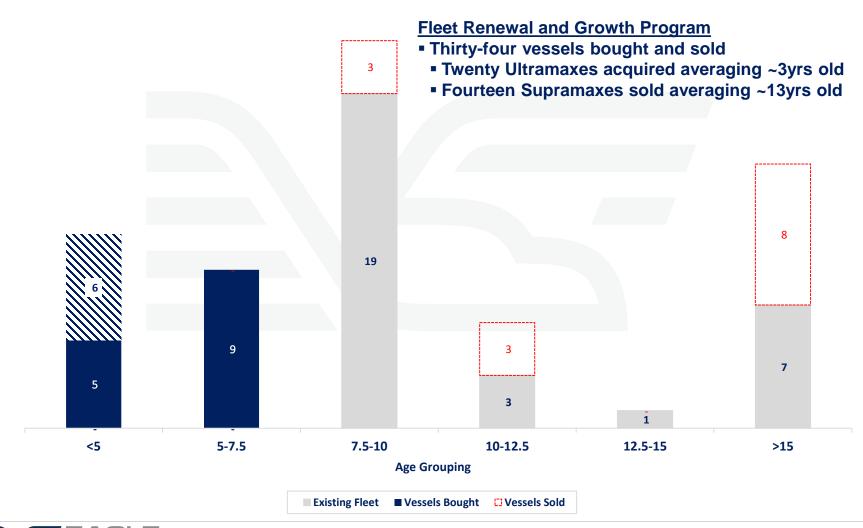
	Transaction Summary												
					Pre	e-Transactions		Transa	acti	ons	Pro-Forma		
						30-Jun-19		Sells	Ρι	urchases		30-Jun-19	
Number of	Supramax					31.0		(1.0)		-		30.0	
Vessels	Ultramax					14.0		-		6.0		20.0	
	Total Number of Vessels					45.0		(1.0)		6.0		50.0	
	Cash	\$	65,462.9	\$	7,254.0	\$	(7,880.0)	\$	64,836.9				
Liquidity	USD 55 million Ultraco RCF- amount available					55,000.0	\$	-	\$	-	\$	55,000.0	
Liquidity	USD 15 million Sh	nipco RCF- ar	nount avai	lable	\$	15,000.0	\$	-	\$	-	\$	15,000.0	
	<b>Total Liquidity</b>				\$	135,462.9	\$	7,254.0	\$	(7,880.0)	\$	134,836.9	
		C	ost of Deb	ot									
		3m LIBOR	Margin	All-in Cost									
	Term Loan	2.25%	2.50%	4.75%	\$	148,391.3	\$	-	\$	-	\$	148,391.3	
	Bond			8.25%	\$	192,000.0	\$	-	\$	-	\$	192,000.0	
Debt	Convertible			5.00%		-		-	\$	114,120.0	\$	114,120.0	
	Debt				\$	340,391.3	\$	-	\$	114,120.0	\$	454,511.3	
	Cost of Debt					6.72%		0.00%		5.00%		6.29%	
	Collateral	;	# of ships			45.0		(1.0)		-		44.0	
	Conatoral		as a % of	total ships		100.0%		100.0%		0.0%		88.0%	



- 3m LIBOR is approximate, as of July 26, 2019

### S&P Activity Significantly Improving Fleet Makeup



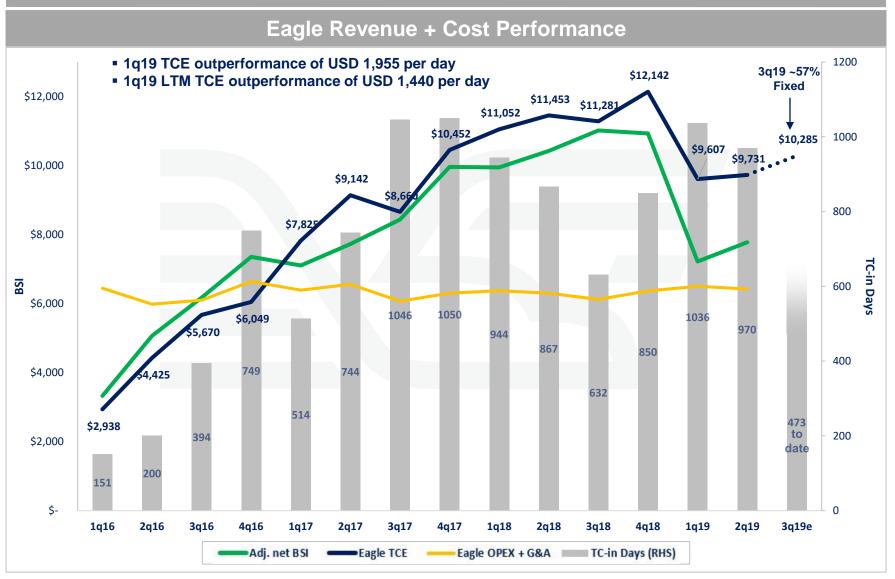


Fleet stats as of June 30, 2019, proforma for: 1) sale of KESTREL expected to close in 3q19 and 2) the 6 Acquisition Vessels

Average age of vessels sold at time of sale was ~13yrs- chart depicts the age of these ships as of June 30, 2019

Fleet renewal and growth program commenced in April 2016

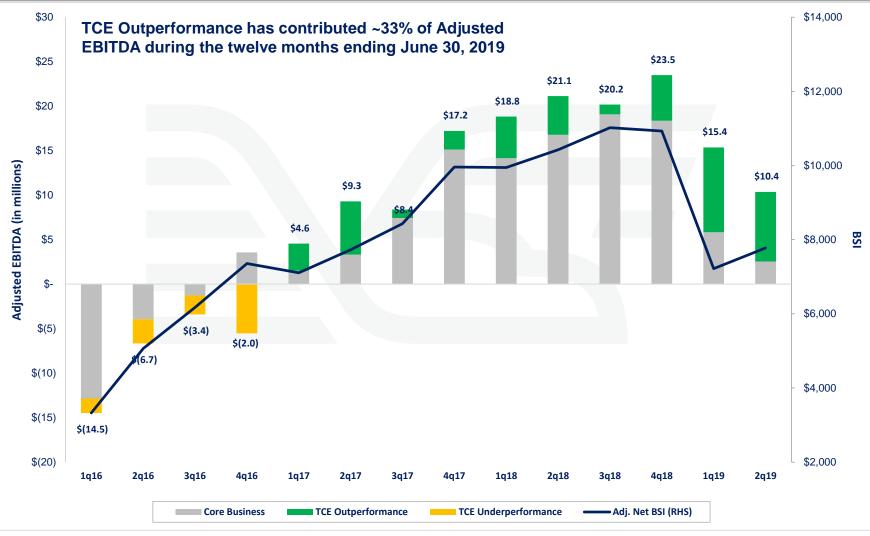
### Ten Consecutive Quarters of TCE Outperformance



- B U L K
- TCE relative performance is benchmarked against Adj. net BSI = gross BSI net of commission, adjusted for owned-fleet makeup. BSI-52 index used up through 4q18, and BSI-58 index used as from 1q19
- 3q19 EGLE TCE as of July 25, 2019 with 1) ~57% of available days fixed and 2) TC-in days fixed to date
- G&A excludes stock-based compensation. | Please refer to Appendix for TCE definition and reconciliation

### **EBITDA Benefiting from TCE Outperformance**

**Adjusted EBITDA** 



Please refer to Appendix for definition of Adjusted EBITDA and reconciliation

• Core Business reflects EBITDA based on index commercial performance (i.e. no out/under-performance) less OPEX and cash G&A

#### Scrubber Program Update

- Total scrubber-fitted fleet to be increased from 37 to 41, including all six Acquisition Vessels
  - Targeting to have 38 scrubbers installed by the end of 2019: 34 from Eagle's installation program and 4 of the Acquisition Vessels

Status as of July 29 <sup>th</sup> , 2019	
Scrubbers manufactured	28
Vessels at yard for scrubber install	3
Scrubbers installed, riding crews onboard	9
Operational scrubbers	1
Near-term Outlook— projected by Septe	ember 30 <sup>th</sup> , 2019
Scrubbers installed, riding crews onboard	16
Total installations completed from Eagle program	9

#### Budget remains at USD 2.25 million per unit for scrubbers ordered by Eagle

- Total program cost estimated at ~USD 83 million
- Cost of scrubbers on four of the Acquisition Vessels is embedded in purchase price (i.e. no incremental CAPEX to be incurred). The remaining two vessels will receive scrubbers utilizing Eagle's existing contracts.



- Installation figures in the table are exclusive of the 4 Acquisition Vessels that will be scrubber-fitted upon delivery
- Please see appendix for information on offhire days and capex cost related to scrubber program

## **Financial Summary**



## Earnings

USD in Thousands except EPS	2q19	1q19	2q18	2	019 YTD	2	018 YTD
REVENUES, net of commissions	\$ 69,391	\$ 77,390	\$ 74,939	\$	146,781	\$	154,309
EXPENSES							
Voyage expenses	20,907	25,906	17,205		46,813		39,720
Charter hire expenses	11,179	11,492	10,108		22,671		20,376
Vessel expenses	19,958	20,094	20,577		40,052		41,656
Depreciation and amortization	9,761	9,407	9,272		19,168		18,549
General and administrative expenses	8,041	8,410	8,896		16,451		18,809
Gain on sale of vessels	(967)	(4,107)	(105)		(5,073)		(105)
Total operating expenses	68,879	71,202	65,953		140,082		139,005
OPERATING INCOME / (LOSS)	512	6,187	8,986		6,699		15,304
OTHER EXPENSES							
Interest expense, net	6,340	6,328	6,275		12,668		12,441
Loss/(Gain) on derivatives	163	(2,438)	(740)		(2,275)		(640)
Loss on debt extinguishment	-	2,268	-		2,268		-
Total other expense, net	6,503	6,158	5,535		12,661		11,801
Net Income / (Loss)	\$ (5,991)	\$ 29	\$ 3,451	\$	(5,962)	\$	3,503
Weighted average shares outstanding (Basic)	71,349	71,283	70,515		71,316		70,484
EPS (Basic)	\$ (0.08)	\$ 0.00	\$ 0.05	\$	(0.08)	\$	0.05
Adjusted EBITDA*	\$ 10,370	\$ 15,372	\$ 21,132	\$	25,741	\$	39,968



### **Balance Sheet + Liquidity**

Liquidity Position (June 30, 2019)<sup>1</sup>

Undrawn availability Total Liquidity	70,000 <b>135,463</b>
Cash <sup>2</sup>	65,46

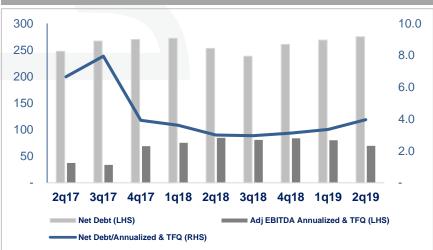
#### Balance Sheet (June 30, 2019)<sup>1</sup>

Cash <sup>2</sup>	65,463
Accounts receivable	17,736
Inventory	12,994
Other current assets	6,414
Vessels, net	678,421
Right of use assets - lease	22,462
Otherassets	60,267
Total assets	863,758
Total assets Accounts payable	<b>863,758</b> 6,196
Accounts payable	6,196
Accounts payable Current liabilities	6,196 25,758
Accounts payable Current liabilities Debt (including \$29.7M current) <sup>3</sup>	6,196 25,758 332,421
Accounts payable Current liabilities Debt (including \$29.7M current) <sup>3</sup> Lease liability (\$14.0M current)	6,196 25,758 332,421 23,944



1q16 2q16 3q16 4q16 1q17 2q17 3q17 4q17 1q18 2q18 3q18 4q18 1q19 2q19

#### Net Debt/Adjusted EBITDA<sup>4</sup> (USD millions)



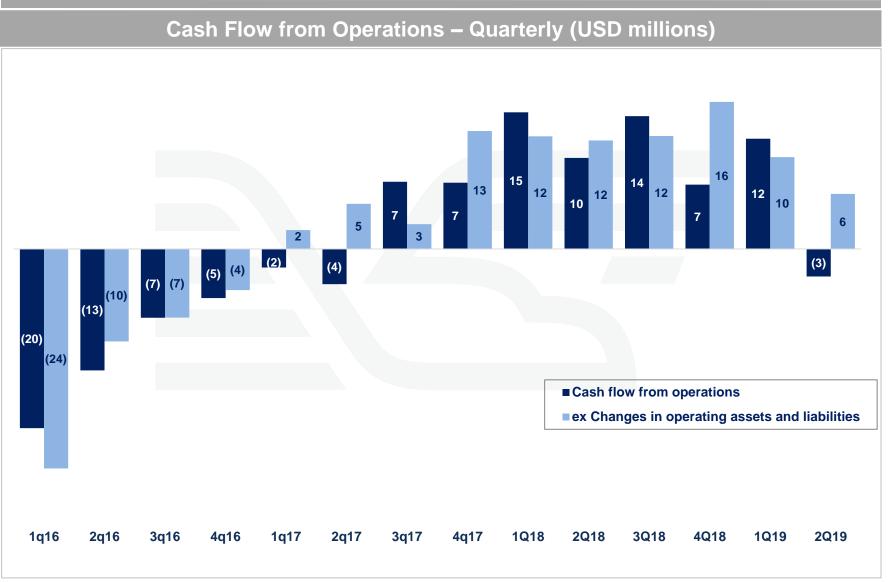
1 – Liquidity and Balance sheet figures are in thousands USD

2 - Cash balance includes cash, cash equivalents and restricted cash

3 – Debt is net of \$8.0m of debt discount and deferred financing costs

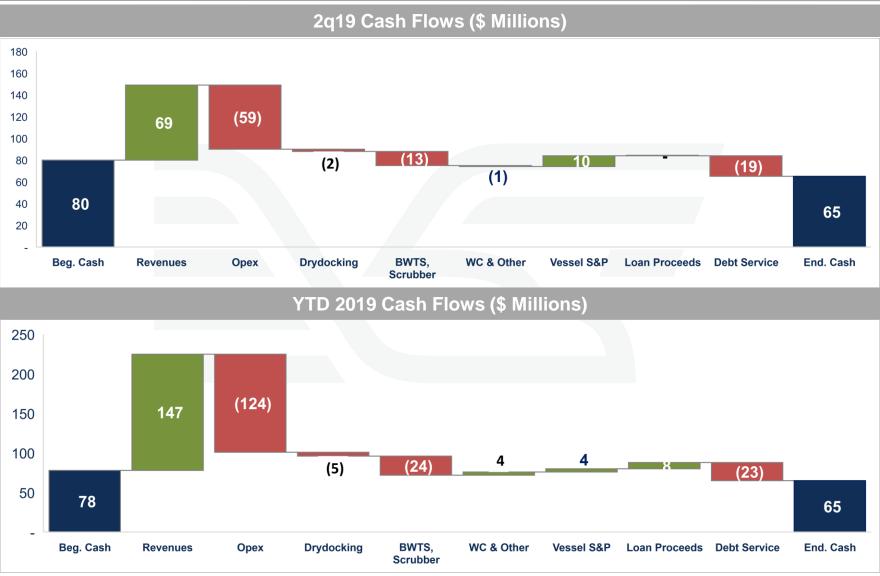
K 4 – Adj EBITDA Annualized is basis quarterly figure \* 4 for 2q17-3q18, and basis trailing four quarters (TFQ) starting 4q18. Please see the Definitions slide in the Appendix for an explanation of Adjusted EBITDA and further information relating to the use of TFQ for Adj. EBITDA versus annualized Adj. EBITDA

#### **Cash Flow from Operations**





#### **Cash Flow**

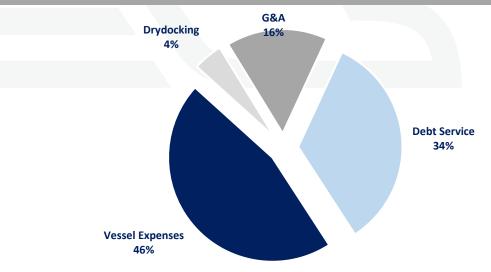


 · Cash balances at beginning and end of period include 1) cash, 2) cash equivalents, and 3) restricted cash

#### Cash Breakeven per Vessel per Day

USD In Thousands	Y	D 2019	2q19	1q19	F	FY 2018
OPERATING						
Vessel Expenses	\$	4,809	\$ 4,787	\$ 4,830	\$	4,725
Drydocking		541	475	608		484
G&A		1,654	1,634	1,674		1,566
Total Operating		7,004	6,896	7,112		6,775
Interest Expense		1,385	1,371	1,400		1,351
Debt Principal Repayment		1,595	2,170	1,018		232
TOTAL CASH BREAKEVEN	\$	9,984	\$ 10,437	\$ 9,530	\$	8,358

#### 2q 2019 Cash Breakeven by Category



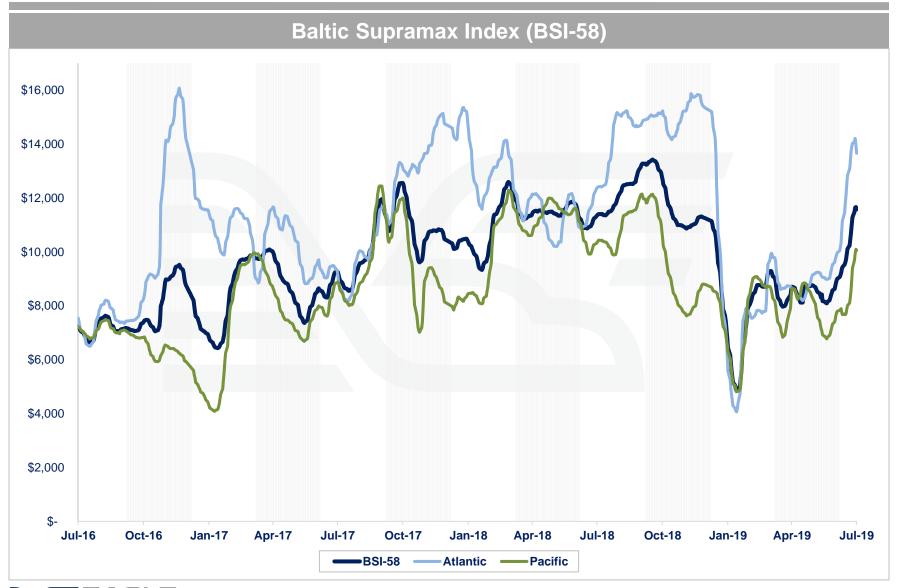


## **Industry Review**



#### **Historical Rates**

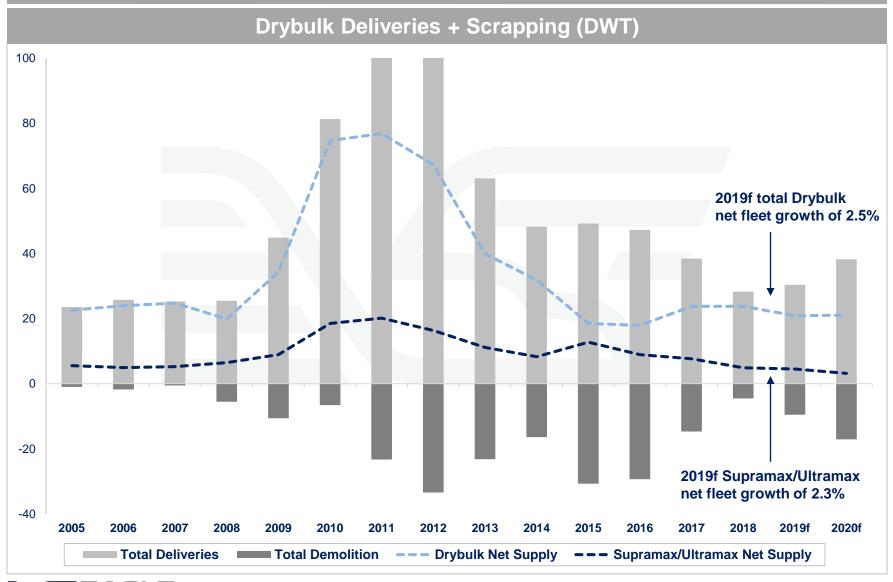
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Source(s): Clarksons. FFA curve as of July 25, 2019

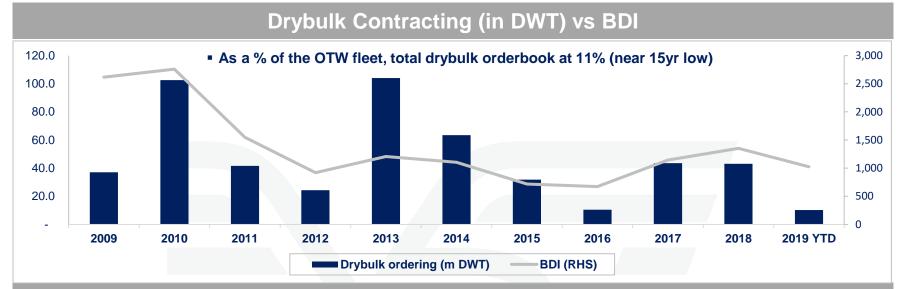
• Atlantic market calculated based on BSI routes S4A and S4B. Pacific market calculated based on routes S2, S8, and S10.

### Supramax/Ultramax 2019f Net Fleet Growth ~2.3%

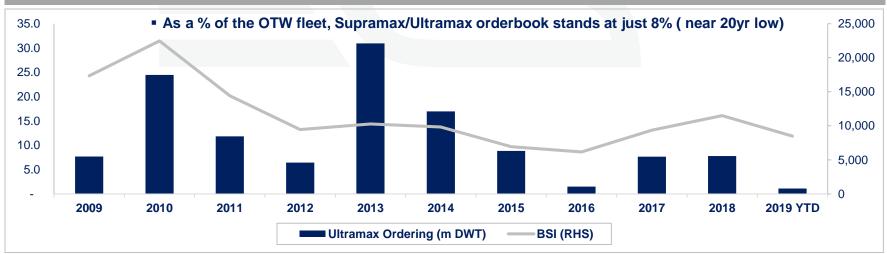


Source(s): Clarksons June 2019

### Drybulk Orderbook ~11% of Fleet / Ultramax ~8%



#### Ultramax Contracting (in DWT) vs BSI

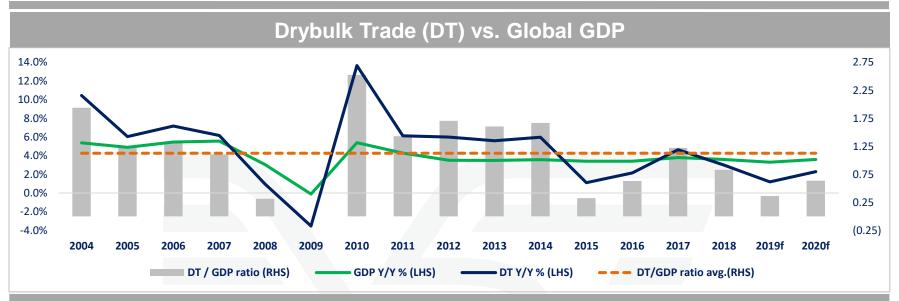


Contracting figures are in million DWT

BSI history is basis BSI-58 from 2015-present and BSI-52 for 2009-2014

Source: Clarksons

### Minor Bulk Demand Leading Drybulk Growth



#### Annualized Growth Rates

	Historical	Last	Current	Next
	2015-17	2018	2019f	2020f
Global GDP	3.5%	3.6%	3.2%	3.5%
China	6.8%	6.6%	6.2%	6.0%
India	7.8%	6.8%	7.0%	7.2%
Dry Bulk Trade	<b>1.9%</b>	2.4%	1.3%	2.3%
Iron Ore	3.2%	0.2%	-1.8%	1.4%
Coal	-0.3%	5.1%	0.6%	1.5%
Grains	5.4%	-1.1%	1.3%	1.9%
Minor Bulk	1.5%	3.7%	3.8%	3.4%



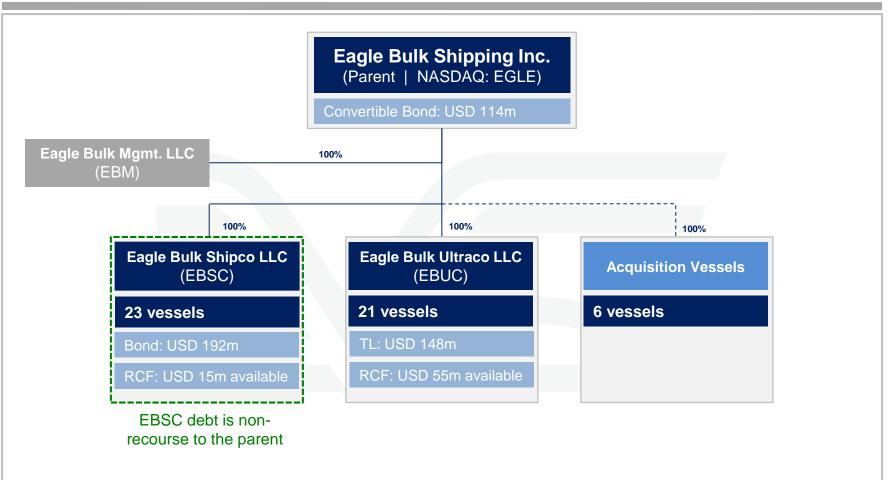
- Source(s): Clarksons (June 2019), IMF (July 2019)
- Drybulk Trade growth in top chart adjusted for ton miles

Drybulk Trade / Global GDP ratio for 2009 excluded from historical average calculation





#### **Corporate Structure**



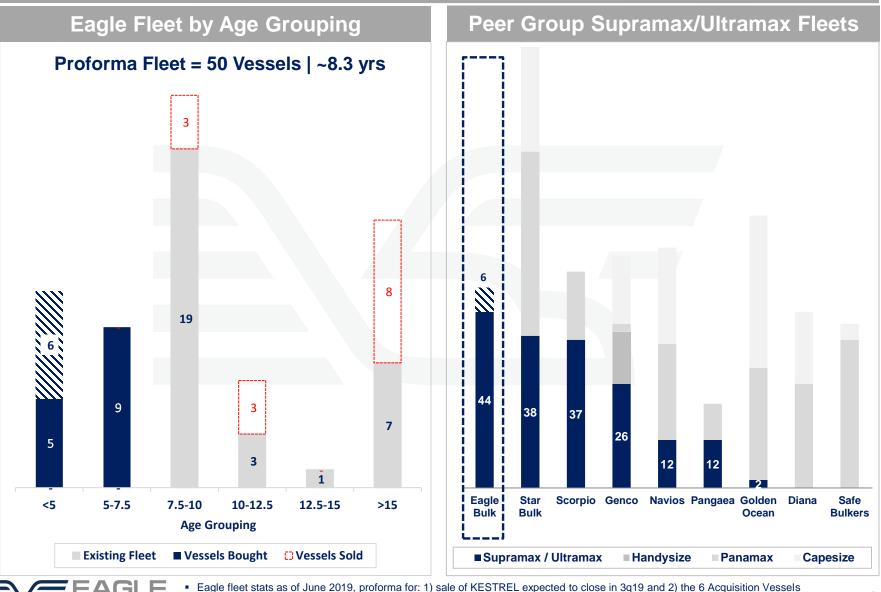
### All management services (strategic / commercial / operational / technical / administrative) are performed inhouse by EBM, a wholly-owned subsidiary of the Parent



### Eagle Debt Terms

DATE CLOSED	Novemb	ber 2017	Januar	y 2019	July 2019		
PARENT			Eagle Bulk S	Shipping Inc.			
ISSUER/ BORROWER	Eagle Bulk	Shipco LLC	Eagle Bulk	Ultraco LLC	Eagle Bulk Shipping Inc.		
LOAN TYPE	Bond	RCF	Term Loan	RCF	Convertible Note		
AMOUNT	USD 200m	USD 15m	USD 153m	USD 55m	USD 114m		
OUTSTANDING	USD 192m	-	USD 148m -		USD 114m		
SECURITY	Senior Secured	Super Senior Secured	Senior S	Secured	Senior Unsecured		
RECOURSE	Ringfenced and no Par	on-recourse to the rent	Parent G	uarantee	Parent Guarantee		
COLLATERAL	23 ve	ssels	21 ve	ssels	N/A		
INTEREST RATE	8.25% fixed	L+200bps	L+25	0bps	5.0% fixed		
TENOR	5 ye	ears	5 ye	ears	5 years		
MATURITY	20	22	20	24	2024		
AMORTIZATION	USD 8m/year	N/A		(starting Apr 2019) ear thereafter	N/A		
CONVERSION	N	/A	N,	Ά	178.1737 shares common stock per USD 1,000 principal (approx. share price of USD 5.61)		

### Leader in the Supramax/Ultramax Segment



Average age of vessels sold at time of sale was ~13yrs- the chart depicts the age of these ships as of June 30, 2019

Peer Group basis U.S.-listed companies only | Source(s): Company filings

### **Owned Fleet**

Consolidated Fleet:	44 Vess	els	2565 DWT 8.9 Age		
EBSC			EBUC		
Vessel	DWT	Age	Vessel	DWT	Age
1 Singapore Eagle	63.4	2.5	1 New London Eagle	63.1	3.9
2 Stamford Eagle	61.5	3.4	2 Cape Town Eagle	63.7	4.1
3 Sandpiper Bulker	57.8	7.7	3 Westport Eagle	63.3	4.4
4 Roadrunner Bulker	57.8	7.8	4 Hamburg Eagle	63.3	5.1
5 Puffin Bulker	57.8	7.9	5 Madison Eagle	63.3	5.7
6 Petrel Bulker	57.8	8.0	6 Greenwich Eagle	63.3	5.8
7 Owl	57.8	8.0	7 Groton Eagle	63.3	6.0
8 Oriole	57.8	8.1	8 Fairfield Eagle	63.3	6.0
9 Egret Bulker	57.8	9.5	9 Southport Eagle	63.3	6.1
10 Crane	57.8	9.5	10 Rowayton Eagle	63.3	6.3
11 Canary	57.8	9.5	11 Mystic Eagle	63.3	6.3
12 Bittern	57.8	9.7	12 Stonington Eagle	63.3	7.1
13 Stellar Eagle	56.0	10.3	13 Nighthawk	57.8	8.4
14 Crested Eagle	56.0	10.4	14 Martin	57.8	8.9
15 Crowned Eagle	55.9	10.6	15 Kingfisher	57.8	9.0
16 Jaeger	52.5	14.7	<b>16</b> Jay	57.8	9.0
17 Cardinal	55.4	15.0	17 Ibis Bulker	57.8	9.1
<b>18</b> Skua	53.4	16.1	18 Grebe Bulker	57.8	9.2
19 Shrike	53.3	16.3	19 Gannet Bulker	57.8	9.2
20 Tern	50.2	16.5	20 Imperial Eagle	56.0	9.4
21 Osprey I	50.2	17.0	21 Golden Eagle	56.0	9.5
22 Goldeneye	52.4	17.5			
23 Hawk I	50.3	18.5			
23 Vessels	1,288.6	10.8	21 Vessels	1,276.6	7.0



Fleet count and age as of June 2019, proforma for sale of KESTREL expected to close in 3q19
Acquisition Vessels not included in fleet list above

### **EBITDA Reconciliation**

USD in Thousands	1q16	2q16	3q16	4q16	1q17	2q17	3q17	4q17
Net Income / (Loss)	\$(39,279)	\$(22,496)	\$(19,359)	\$(142,389)	\$(11,068)	\$ (5,888)	\$(10,255)	\$(16,584)
Less adjustments to reconcile:								
Interest expense	2,818	4,903	7,434	6,644	6,445	6,859	7,837	8,236
Interest income	(3)	-	(88)	(124)	(190)	(186)	(143)	(133)
EBIT	(36,464)	(17,593)	(12,013)	(135,868)	(4,813)	785	(2,561)	(8,481)
Depreciation and amortization	9,397	9,654	9,854	9,979	7,493	8,021	8,981	9,196
EBITDA	(27,068)	(7,939)	(2,159)	(125,889)	2,680	8,805	6,420	715
Less adjustments to reconcile:								
Stock-based compensation	827	842	(735)	1,273	2,171	2,478	2,350	1,740
One-time and non-cash adjustments	11,756	436	(509)	122,656	(297)	(1,977)	(373)	14,764
Adjusted EBITDA*	\$(14,486)	\$ (6,661)	\$ (3,403)	\$ (1,961)	\$ 4,553	\$ 9,307	\$ 8,397	\$ 17,219
USD in Thousands	1q18	2q18	3q18	4q18	1q19	2q19		
Net Income / (Loss)	\$ 53	\$ 3,451	\$ 2,585	\$ 6,486	\$ 29	\$ (5,992)		
Less adjustments to reconcile:								

6,261	6,387	6,574	6,521	6,762	6,733
(95)	(112)	(129)	(248)	(434)	(393)
6,219	9,726	9,030	12,759	6,357	348
9,276	9,272	9,460	9,708	9,407	9,761
15,495	18,998	18,490	22,467	15,764	10,109
3,511	2,410	2,100	1,187	1,445	1,227
(170)	(276)	(406)	(165)	(1,838)	(967)
\$ 18,835	\$ 21,132	\$ 20,184	\$ 23,489	\$ 15,372	\$10,370
	(95) 6,219 9,276 15,495 3,511 (170)	(95)(112)6,2199,7269,2769,27215,49518,9983,5112,410(170)(276)	(95)(112)(129)6,2199,7269,0309,2769,2729,46015,49518,99818,4903,5112,4102,100(170)(276)(406)	(95)(112)(129)(248)6,2199,7269,03012,7599,2769,2729,4609,70815,49518,99818,49022,4673,5112,4102,1001,187(170)(276)(406)(165)	(95)(112)(129)(248)(434)6,2199,7269,03012,7596,3579,2769,2729,4609,7089,40715,49518,99818,49022,46715,7643,5112,4102,1001,1871,445(170)(276)(406)(165)(1,838)



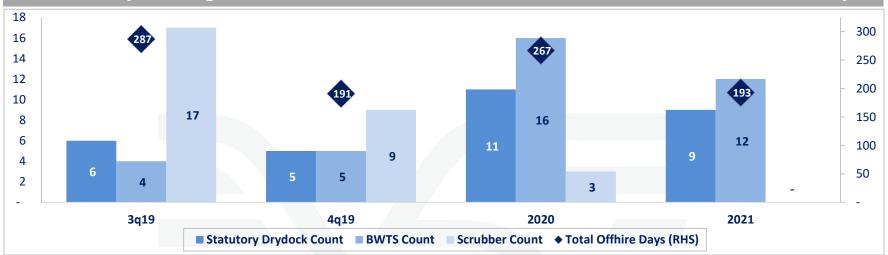
### **TCE** Reconciliation

\$ Thousands except TCE and days	1q16	2q16	3q16	4q16	1q17	2q17	3q17	4q17
Revenues, net	\$ 21,278	\$ 25,590	\$ 35,788	\$ 41,836	\$ 45,855	\$ 53,631	\$ 62,711	\$ 74,587
Less:								
Voyage expenses	(9,244)	(7,450)	(11,208)	(14,192)	(13,353)	(13,380)	(17,463)	(18,155)
Charter hire expenses	(1,489)	(1,668)	(3,822)	(5,866)	(3,873)	(6,446)	(9,652)	(11,312)
Reversal of one legacy time charter	1,045	793	670	432	(302)	584	329	426
Realized gain/(loss) - Derivatives	-	-	(449)	(113)	-	83	248	(349)
TCE revenue	\$ 11,590	\$ 17,265	\$ 20,979	\$ 22,097	\$ 28,326	\$ 34,473	\$ 36,173	\$ 45,197
Owned available days *	3,945	3,902	3,700	3,653	3,620	3,771	4,177	4,324
TCE	\$ 2,938	\$ 4,425	\$ 5,670	\$ 6,049	\$ 7,825	\$ 9,142	\$ 8,660	\$ 10,452
\$ Thousands except TCE and days	1q18	2q18	3q18	4q18	1q19	2q19		
Revenues, net	\$ 79,371	\$ 74,939	\$ 69,093	\$ 86,692	\$ 77,390	\$ 69,391		
Less:								
Voyage expenses	(22,515)	(17,205)	(15,126)	(24,721)	(25,906)	(20,907)		
Charter hire expenses	(10,268)	(10,108)	(7,460)	(10,209)	(11,492)	(11,179)		
Reversal of one legacy time charter	(86)	(404)	497	(226)	(414)	767		
Realized gain/(loss) - Derivatives	117	345	284	(211)	(475)	861		
TCE revenue	\$ 46,619	\$ 47,567	\$ 47,288	\$ 51,326	\$ 39,102	\$ 38,933		
Owned available days *	4,218	4,153	4,192	4,227	4,070	4,001		
TCE	\$ 11,052	\$ 11,453	\$ 11,281	\$ 12,142	\$ 9,607	\$ 9,731		

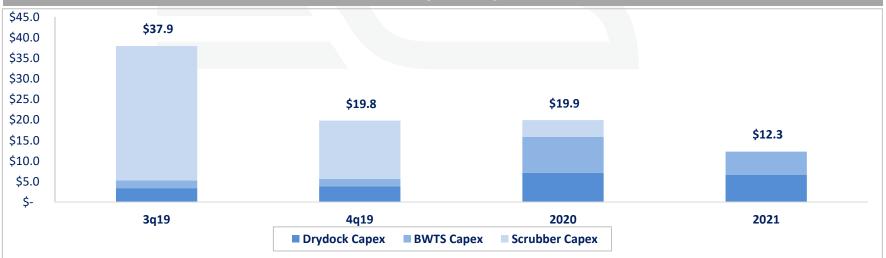


#### **CAPEX Schedule**

Count of Dry Dockings, Ballast Water Treatment/Scrubber Installations, Estimated Offhire Days



**Estimated Capital Expenditure** 



· Actual duration of off-hire days will vary based on the condition of the vessel, yard schedules and other factors

Actual costs will vary based on various factors, including where the drydockings are actually performed

BWTS and Scrubbers require advance payments as per the contract terms. Excludes vessels sold in 2019.

### Evaluating TCE Relative Performance

This page is meant to assist analysts/investors on how to potentially evaluate and forecast vessel/fleet TCE relative performance within the Supramax/Ultramax segment

- Since the Supramax/Ultramax segment is comprised of a number of different ship types / sizes / designs, TCE
  generation ability can differ significantly from the standard vessel used to calculate the BSI-58 benchmark
- For example, a 2013-built Chinese 60-65k DWT Ultramax should be expected to earn a significant premium to a 2013-built 55-60k Supramax, particularly given the incremental cost of the 60-65k DWT vessel
- Ultimately, it's about yield the expected earnings ability of a vessel versus its cost

Supramax/Ultramax TCE Performance Matrix							-
SHIP TYPE	SIZE (DWT)		VESSEL TYPE INDEX FACTOR (AS COMPARED TO THE BSI VESSEL)				
			JAPAN		CHINA		
	FROM	то	FROM	ТО	FROM	ТО	
<b>BSI-58</b>	58,000		100.0%				
1	50,000	55,000	86.0%	95.0%	81.0%	87.0%	
2	55,000	60,000	96.0%	106.0%	88.0%	97.0%	
3	60,000	65,000	106.0%	118.0%	102.0%	113.0%	

Matrix depicts the estimated TCE Earnings Performance range for a generic Supramax/Ultramax vessel type as compared to the BSI-58 ship

# The BSI-58 is based on the 58k DWT Japanese TESS-58 design Supramax and is gross of commissions

A Chinese 60-65k DWT Ultramax should earn a premium of 2-13% to the net BSI-58, depending on its specific design characteristics, due to cargo carrying capacity, speed, and fuel consumption differences

#### For Illustrative Purposes Only



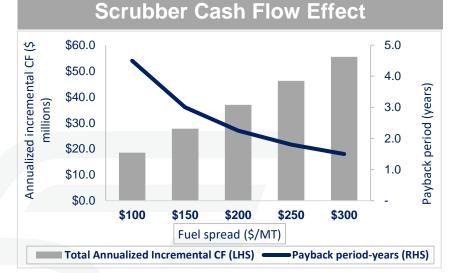
• The Matrix is meant to capture general ship types but there are likely some vessels which fall outside the stated figures

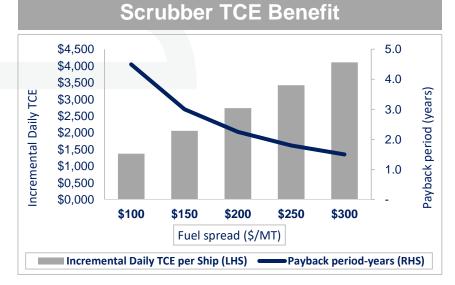
Index Factors can change somewhat with movements in both fuel prices and (spot) rate environment

#### **Scrubber Economics Basis Fuel Spreads**

#### **Fuel Spreads**





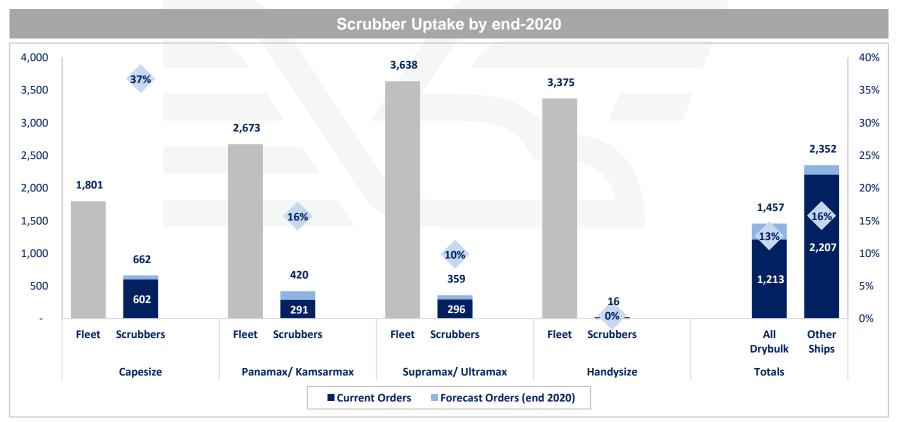


Source: Clarksons. Forward curve data as of July 24, 2019

Scrubber Cash Flow Effect and TCE Benefit based on fleet of 37 scrubber-fitted vessels and assume average of 200 annual sailing days per 32 ship for Supramax/Ultramax vessels with daily consumption of 25 MT/day

#### Update on Scrubber Orderbook

- DNB's June update reflects additional 54 scrubbers ordered for drybulk for installation by end-2019 (vs. March update)
- Additional ~ 120 installs by end-2020 and end-2021
- Of these just 18 for Supramax / Ultramax



#### Definitions

#### **Adjusted EBITDA**

Adjusted EBITDA is a non-GAAP financial measure that is used as a supplemental financial measure by our management and by external users of our financial statements, such as investors, commercial banks and others, to assess our operating performance as compared to that of other companies in our industry, without regard to financing methods, capital structure or historical costs basis. Our Adjusted EBITDA should not be considered an alternative to net income/(loss), operating income/(loss), cash flows provided by/(used in) operating activities or any other measure of financial performance or liquidity presented in accordance with U.S. GAAP. Our Adjusted EBITDA may not be comparable to similarly titled measures of another company because all companies may not calculate Adjusted EBITDA in the same manner. Adjusted EBITDA represents EBITDA adjusted to exclude the items which represent certain non-cash, one-time and other items such as vessel impairment, gain/(loss) on sale of vessels, stock-based compensation and restructuring expenses that the Company believes are not indicative of the ongoing performance of its core operations.

For purposes of the Net Debt/Adjusted EBITDA calculation included in this presentation, Adjusted EBITDA is annualized for the second quarter of 2017 through the fourth quarter of 2018. Starting with the first quarter of 2019, the Company uses trailing four quarters (TFQ) to calculate Net Debt/Adjusted EBITDA. The Company used the prior practice of annualizing the Adjusted EBITDA because it did not have positive Adjusted EBITDA until first quarter of 2017, which made it impossible to use TFQ during 2017. We believe using the TFQ for purposes of this calculation aligns us with market practice in our industry and provides more meaningful information to our investors. However, the change in calculation affects the comparability of this calculation between periods that annualize Adjusted EBITDA and periods that utilize TFQ Adjusted EBITDA.

#### **TCE**

Time charter equivalent ("TCE") is a non-GAAP financial measure that is commonly used in the shipping industry primarily to compare daily earnings generated by vessels on time charters with daily earnings generated by vessels on voyage charters, because charter hire rates for vessels on voyage charters are generally not expressed in per-day amounts while charter hire rates for vessels on time charters generally are expressed in such amounts. The Company defines TCE as shipping revenues less voyage expenses and charter hire expenses, adjusted for the impact of one legacy time charter and realized gains on FFAs and bunker swaps, divided by the number of owned available days. TCE provides additional meaningful information in conjunction with shipping revenues, the most directly comparable GAAP measure, because it assists Company management in making decisions regarding the deployment and use of its vessels and in evaluating their financial performance. The Company's calculation of TCE may not be comparable to that reported by other companies. The Company calculates relative performance by comparing TCE against the Baltic Supramax Index ("BSI") adjusted for commissions and fleet makeup. The BSI was initiated in 2006 based on the Tess 52 design. The index for the Tess 58 design has been published commencing on April 3, 2017, and transition was completed as of December 2018, when the Baltic stopped publishing a dynamic Tess 52 daily rate. The Company has now switched to the Tess 58 index for valuation modeling as of January 1, 2019. The change in the BSI may affect comparability of our TCE against BSI in periods prior to Company switching to the Tess 58 index.

Owned available days is the aggregate number of days in a period during which each vessel in our fleet has been owned by us less the aggregate number of days that our vessels are off-hire due to vessel familiarization upon acquisition, repairs, vessel upgrades or special surveys. The shipping industry uses available days to measure the number of days in a period during which vessels should be capable of generating revenues.





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