



NASDAQ: SBLK

# Financial Results Q3 2020



November 2020

# Forward-Looking Statements



Except for the historical information contained herein, this presentation contains among other things, certain forward-looking statements that involve risks and uncertainties. Such statements may include, without limitation, statements with respect to the Company's plans, objectives, expectations and intentions and other statements identified by words such as "may", "could", "would", "should", "believes", "expects", "anticipates", "estimates", "intends", "plans" or similar expressions. These statements are based upon the current beliefs and expectations of the Company's management and are subject to significant risks and uncertainties, including those detailed in the Company's filings with the Securities and Exchange Commission. Actual results, including, without limitation, operating or financial results, if any, may differ from those set forth in the forward-looking statements. These forward-looking statements involve certain risks and uncertainties that are subject to change based on various factors (many of which are beyond the Company's control).

In addition to these important factors, other important factors that, in the Company's view, could cause actual results to differ materially from those discussed in the forward-looking statements include (i) general dry bulk shipping market conditions, including fluctuations in charterhire rates and vessel values (ii) the strength of world economies, the stability of Europe and the Euro, fluctuations in interest rates and foreign exchange rates (iii) changes in demand in the dry bulk shipping industry, including the market for our vessels (iv) changes in our operating expenses, including bunker prices, dry docking and insurance costs (v) changes in governmental rules and regulations or actions taken by regulatory authorities (vi) the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of IMO's MARPOL ANNEX VI and IMO 2020 regulations and any changes thereof (vii) potential liability from pending or future litigation (viii) general domestic and international political conditions and potential disruption of shipping routes due to accidents or political events (ix) the availability of financing and refinancing (x) potential conflicts of interest involving our Chief Executive Officer, his family and other members of our senior management, , (xi) vessel breakdowns and instances of off-hire, risks associated with vessel construction and potential exposure or loss from investment in derivative instrument (xii) our ability to have scrubbers installed within the price range and time frame anticipated (xiii) our ability to obtain any additional financing we may seek for scrubbers on acceptable terms (xiv) the relative cost and availability of low sulfur and high sulfur fuel (xv) our ability to realize the economic benefits or recover the cost of the scrubbers we plan to install. Our ability to pay dividends in any period will depend upon various factors, including the limitations under any credit agreements to which we may be a party, applicable provisions of Marshall Islands law and the final determination by the Board of Directors each quarter after its review of our financial performance. The timing and amount of dividends, if any, could also be affected by factors affecting cash flows, results of operations, required capital expenditures, or reserves. As a result, the amount of dividends actually paid may vary.

Please see our filings with the Securities and Exchange Commission for a more complete discussion of these and other risks and uncertainties. The information set forth herein speaks only as of the date hereof, and the Company disclaims any intention or obligation to update any forward-looking statements as a result of developments occurring after the date of this communication.

Certain financial information and data contained in this presentation is unaudited and does not conform to generally accepted accounting principles ("GAAP") or to Securities and Exchange Commission Regulations. We may also from time to time make forward-looking statements in our periodic reports that we will furnish to or file with the Securities and Exchange Commission, in other information sent to our security holders, and in other written materials. We caution that assumptions, expectations, projections, intentions and beliefs about future events may and often do vary from actual results and the differences can be material. This presentation includes certain estimated financial information and forecasts that are not derived in accordance with GAAP. The Company believes that the presentation of these non-GAAP measures provides information that is useful to the Company's shareholders as they indicate the ability of Star Bulk, to meet capital expenditures, working capital requirements and other obligations. The estimations of daily TCE rates are provided using the discharge-to-discharge method of accounting, while as per US GAAP we recognize revenues in our books using the load-to-discharge method of accounting. Both methods recognize the same total TCE revenues over the completion of a voyage, however discharge-to-discharge method recognizes revenues over more days, resulting in lower daily TCE rates. Under the load-to discharge method of accounting, increased ballast days at the end of the quarter will reduce the revenues that can be booked, following the accounting cut-off, in the relevant quarter, resulting in reduced daily TCE rates for the respective period.

We undertake no obligation to publicly update or revise any forward-looking statement contained in this presentation, whether as a result of new information, future events or otherwise, except as required by law. In light of the risks, uncertainties and assumptions, the forward-looking events discussed in this presentation might not occur, and our actual results could differ materially from those anticipated in these forward-looking statements.

This presentation is strictly confidential. This presentation is not an offer to sell any securities and it is not soliciting an offer to buy any securities in any jurisdiction where the offer or sale is not permitted.

# Q3 2020 Financial Highlights



	Q3 2020	Q3 2019
Voyage Revenues	\$200.2m	\$248.4m
TCE Revenues <sup>(1)</sup>	\$137.8m	\$131.3m
EBITDA	\$79.2m	\$60.5m
<b>Adjusted EBITDA</b>	<b>\$79.7m</b>	<b>\$72.2m</b>
Net Income	\$23.3m	\$5.8m
<b>Adjusted Net Income</b>	<b>\$27.3m</b>	<b>\$17.3m</b>
<b>TCE</b>	<b>\$13,083</b>	<b>\$14,688</b>
Average daily OPEX per vessel	\$4,425	\$3,719
<b>Average daily OPEX per vessel (Excludes predelivery and one-off expenses)</b>	<b>\$4,244</b>	<b>\$3,693</b>
Average daily Net Cash G&A expenses per vessel	\$985	\$828
Average No. of Vessels	116.0	116.1
<b>Adjusted EPS, basic</b>	<b>\$0.28</b>	<b>\$0.18</b>
EPS GAAP, basic	\$0.24	\$0.06
Weighted average number of shares outstanding, basic	96,209,666	94,188,543

## Cash & Debt Position

- **Total Liquidity<sup>(2)</sup>:** \$ 225m
- **Total Debt & Capital lease obligations<sup>(3)</sup>:** \$ 1,632m

**Strong cash flow generation: From June 30<sup>th</sup> 2020 until today we have reduced our net debt by \$67m, while we have increased our cash by \$117m**

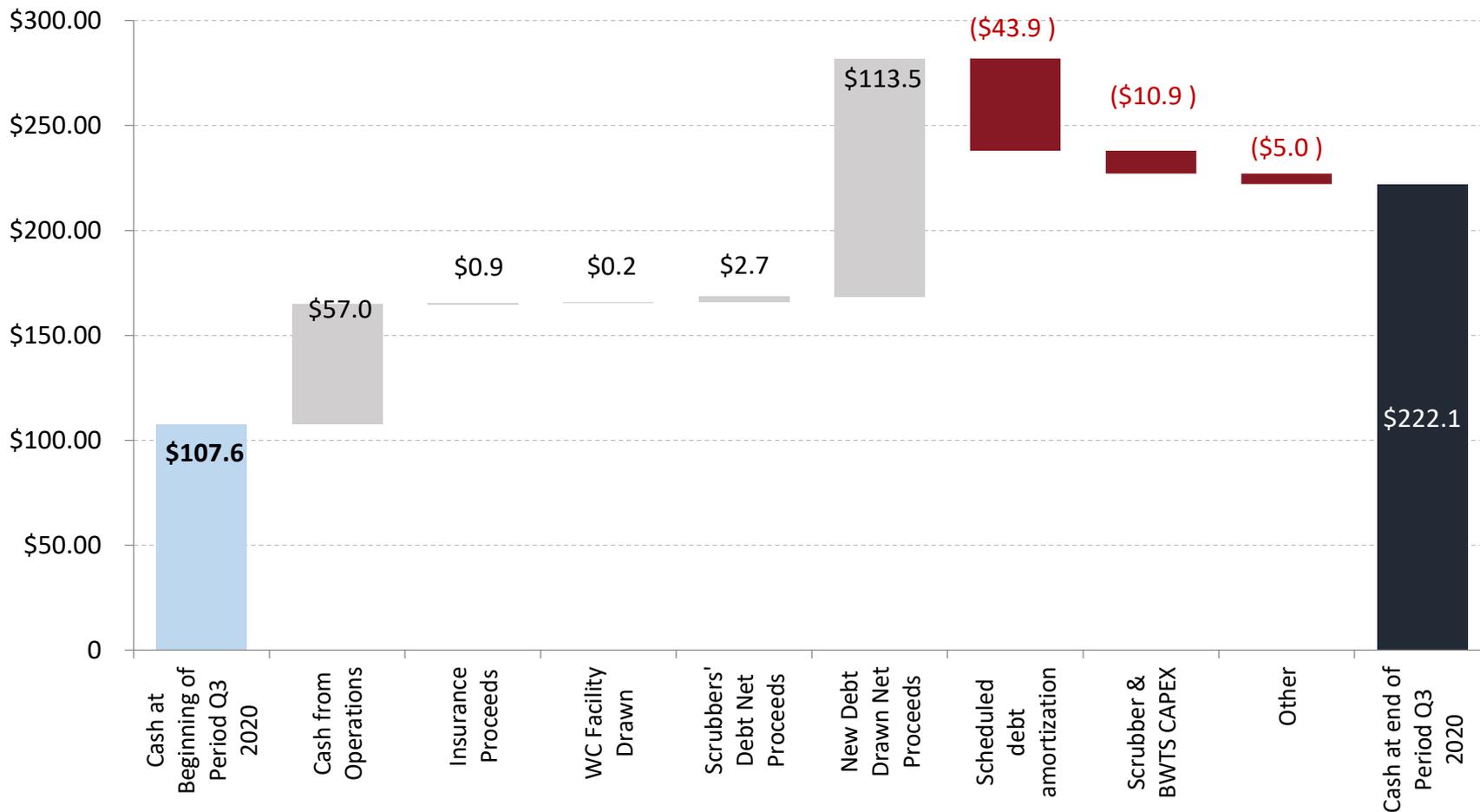
### Notes:

- (1) TCE revenues = Total voyage revenues – Voyage expenses – Charter-in hire expenses+ Realized gain/(loss) from bunker and FFAs
- (2) Pro-forma cash as of November 13<sup>th</sup> 2020
- (3) Pro-forma for any undrawn liquidity of the WC facility

# Q3 2020 Cash Flow Generation



## Q3 2020 Cash Flow Breakdown



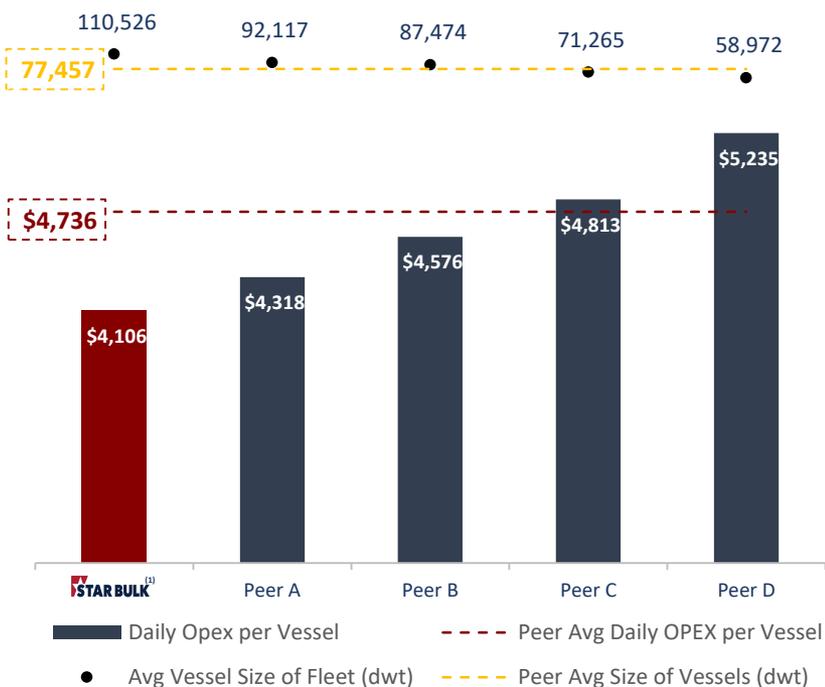
# Continued Operational Excellence

- For Q3 2020 vessel OPEX<sup>(1)</sup> were \$4,244 per vessel per day
  - The increase was primarily due to increased forwarding logistics expenses during the quarter to service our fleet, however, we expect OPEX levels to normalize during Q4 2020.
- Net cash G&A<sup>(2)</sup> expenses per vessel per day were \$985 for Q3 2020
- We are consistently in the top 5 dry bulk operators amongst our peer group in Rightship Ratings
- No vessel drydockings pending for 2020

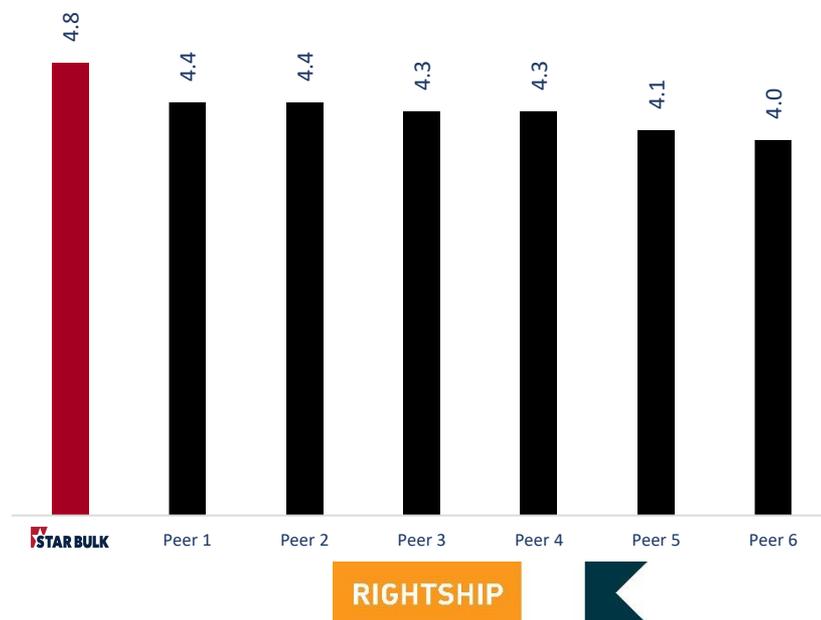
**We operate a fleet with one of the lowest average daily OPEX...**

**...without compromising quality**

9M 2020 Peers Average Daily OPEX



October 2020 - Average Rightship risk rating status vs peer companies on dry sector



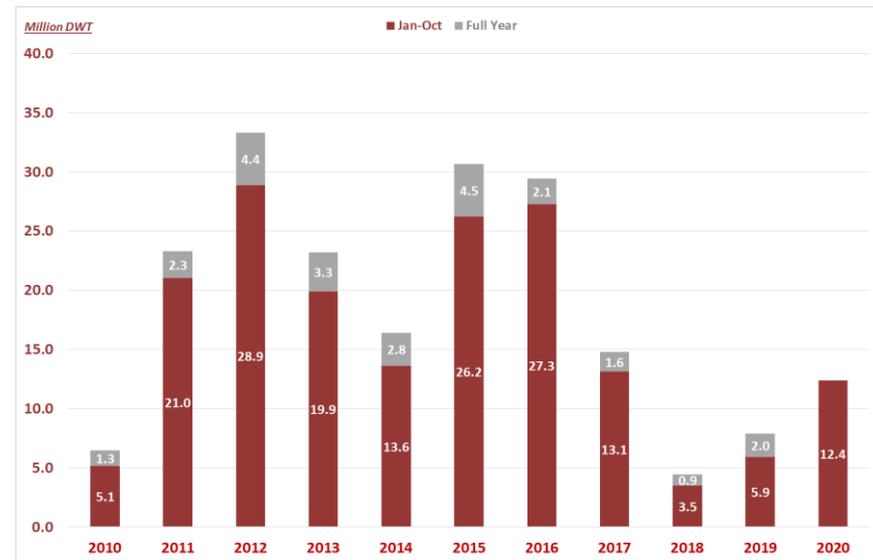
(1) Excludes predelivery and one-off expenses  
 (2) Excludes share incentive plans, includes management fees

Source: Company Filings, Rightship

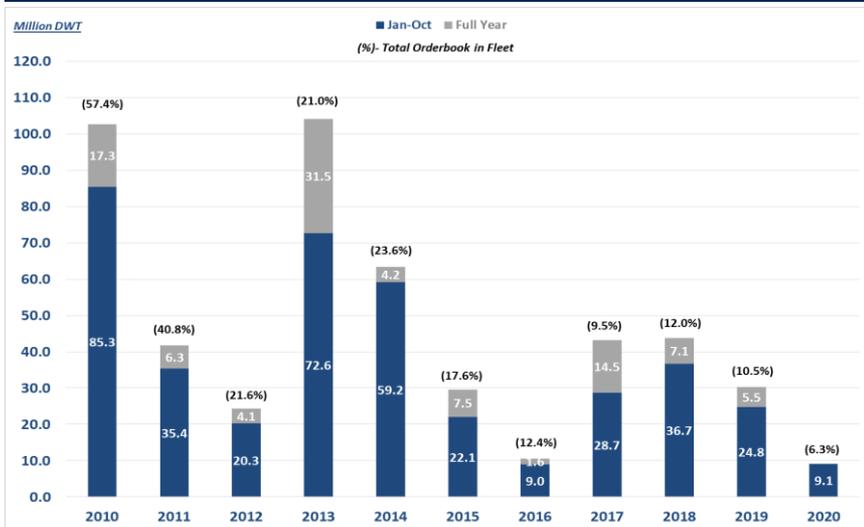
# Dry Bulk Supply Update

- Dry bulk NET fleet growth running at +3.8% during the last 12 months
  - Jan - Oct 2020 deliveries: 41.6 mil. dwt / Up from 35.2 mil. dwt
  - Jan - Oct 2020 demolition: 12.4 mil. dwt / Up from 5.9 mil. dwt
- **Orderbook at a record low of ~6.3% of the fleet (~57 mil. dwt)**
  - Jan - Oct 2020 contracting: 9.1 mil. dwt / Down from 24.8 mil. dwt
  - Environmental regulations to keep new orders under control
- **Vessels above 15 years of age at ~15.6% of the fleet (~142 mil. dwt)**
- Increased inefficiencies caused by regional lockdowns and quarantines
- IMO low Sulphur regulation kept average steaming speeds at ~11.5 knots and protected supply from lower crude oil prices
- Low contracting, delivery slippage and increased demolition projected to push **NET fleet growth below 1.5% p.a. during the next few years**

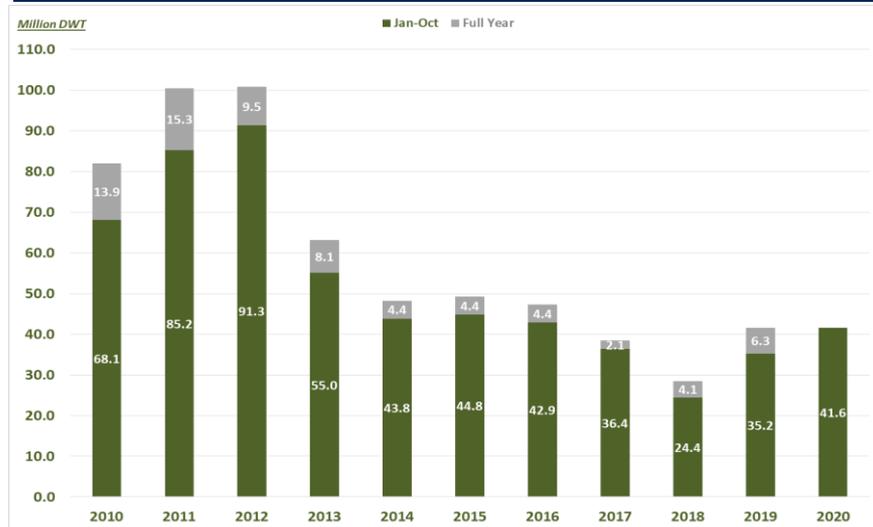
## Dry Bulk Demolition



## Dry Bulk New Orders



## Dry Bulk Deliveries



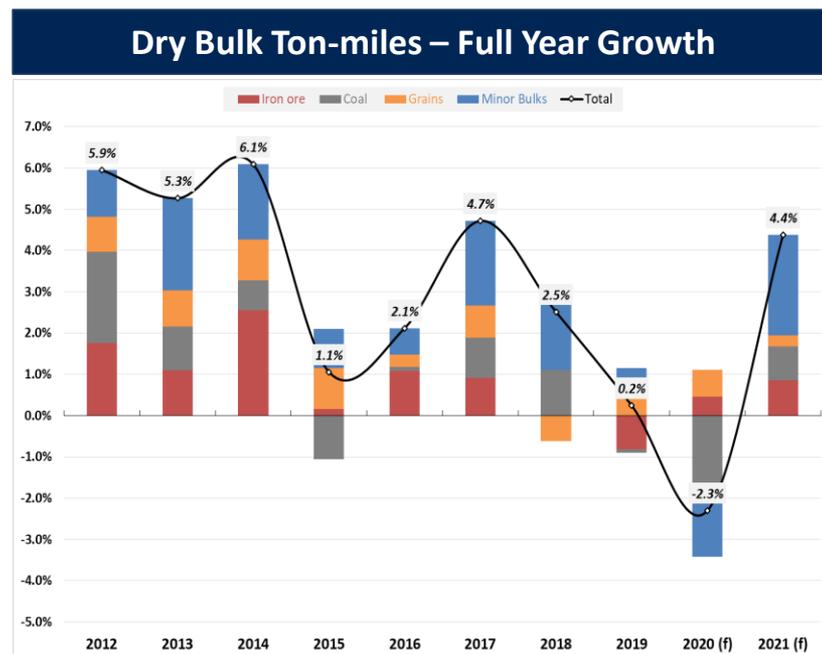
# Dry Bulk Demand Update

- **During 2020, TOTAL dry bulk ton-miles projected to contract -2.3%**
  - COVID19 outbreak and global lockdowns affected all dry bulk cargoes.
  - China is leading the recovery and has been importing record high volumes of Iron ore, Soybean and Bauxite.
  - Rest of the world still weak with global coal trade affected the most and second round of lockdowns causing new round of uncertainty.
- **During 2021, TOTAL dry bulk ton-miles projected to rebound +4.4%**
  - Expectations of COVID19 vaccine supporting 2021-22 economic rebound
  - Synchronized global economic stimulus focused on the construction sector.
  - Brazil export recovery from Brumadinho dam disaster to inflate ton-miles

## Key Dry bulk cargoes breakdown:

- **Iron ore ton-miles growth projected at +1.7% for 2020 and +3.0% for 2021**
  - China steel production at record high levels but rest of the world still -12% to last year. Brazil production recovering from 2019 accident with Q3 exports +11.5%.
- **Coal ton-miles growth projected at -9.9% for 2020 and +4.7% for 2021**
  - 2020 coal volumes strong hit from COVID19, China - Australian tension and Colombia supply disruptions. Expectations of colder than average winter (La Nina) and announcement of COVID19 treatment creating positive outlook for 2021-22.
- **Grains (incl. soybeans) ton-miles projected at +5.6% for 2020 and +2.1% for 2021**
  - Brazil record high soybean export season. US soybean & corn outstanding sales at record high levels supported from phase 1 trade deal. China hog herd recovering from African Swine Fever and next five-year plan will focus on food security.
- **Minor bulk ton-miles growth projected at -3.7% for 2020 and + 5.9% for 2021**
  - Positive effect of global economic stimulus to be felt during 2021-22. Bauxite exports from West Africa to China supporting ton-miles for Capesize vessels.

Dry Bulk Trade (Million tons)	2013	2014	2015	2016	2017	2018	2019	2020 (f)	2021 (f)
<b>Iron ore</b>	1,188	1,340	1,364	1,418	1,473	1,476	1,455	1,485	1,512
<b>Coal</b>	1,183	1,217	1,138	1,141	1,202	1,263	1,292	1,180	1,235
<b>Grains</b>	363	409	430	450	476	475	477	506	521
<b>Minor Bulks</b>	1,826	1,848	1,892	1,881	1,937	2,010	2,028	1,940	2,044
<b>Total Dry</b>	<b>4,560</b>	<b>4,814</b>	<b>4,823</b>	<b>4,890</b>	<b>5,088</b>	<b>5,224</b>	<b>5,252</b>	<b>5,112</b>	<b>5,313</b>
<i>Annual Growth (tons)</i>	249	254	9	67	198	137	28	-140	201
<i>Annual Growth (%)</i>	5.8%	5.6%	0.2%	1.4%	4.0%	2.7%	0.5%	-2.7%	3.9%
<i>Ton-miles growth</i>	5.3%	6.1%	1.1%	2.1%	4.7%	2.5%	0.2%	-2.3%	4.4%



Source: Clarkson Research Services Ltd. (Shipping Intelligence Network, database)

# THANK YOU

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