

# **Earnings Presentation** Quarter Ended March 31, 2020 May 19, 2020

#### **Forward-Looking Statements**

Statements in this presentation may be "forward-looking statements" within the meaning of federal securities laws. The matters discussed herein that are forward-looking statements are based on current management expectations that involve risks and uncertainties that may result in such expectations not being realized. Actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements due to numerous potential risks and uncertainties including, but not limited to, the need to manage our growth and integrate additional capital, acquire additional vessels, volatility in the dry-bulk shipping business and vessel charter rates, our ability to obtain sufficient capital, the volatility of our stock price, and other risks and factors. Forward-looking statements made during this presentation speak only as of the date on which they are made, and Eurodry does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation.

Because forward-looking statements are subject to risks and uncertainties, we caution you not to place undue reliance on any forward-looking statements. All written or oral forward-looking statements by Eurodry or persons acting on its behalf are qualified by these cautionary statements.

This presentation also contains historical data about the dry bulk trade, the dry bulk and the dry bulk. These figures have been compiled by the Company based on available data from a variety of sources like broker reports and various industry publications or represent Company's own estimates. The Company exercised reasonable care and judgment in preparing these estimates, however, the estimates provided herein may not match information from other sources.

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# **2020 First Quarter Financial Highlights**

in \$m, unless otherwise indicated

	Q1 2020	
Net Revenues	\$5.1m	
Net Loss	\$(2.3)m	
Adj. Net Loss Attributable to Common Shareholders <sup>(1)</sup>	\$(2.1)m	\$(0.91) / share <sup>(2)</sup>
Adj. EBITDA <sup>(1)</sup>	\$0.6m	

<sup>(1)</sup> See press release of May 18, 2020 for reconciliation of Adj. Net Income / (Loss) Attributable to Common Shareholders to Net Income / (Loss) and Adjusted EBITDA



<sup>(2)</sup> Basic and diluted

## Chartering, Operational, S&P Highlights and Drydockings

#### > Chartering:

- Pantelis: Fixed for a trip about 45-55 days at \$5,000/day
- Tasos: Fixed for a trip about 20-25 days at \$2,500/day
- Ekaterini: Fixed for a period of min 12m @106% of K5TC
- **Tasos:** Fixed for a period of about 95-100 days passing Singapore at \$6,875/day which equates to TCE of about \$6,000/day

#### > FFA contracts:

N/A

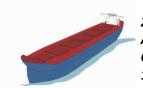
#### > Dry-dockings and repairs :

- Tasos: About 18 days (22/03/20) with a cost of abt 900K (preliminary estimate)
- Pantelis: Is about to enter drydock for her 4<sup>th</sup> SS and BWT installation



#### **Current Fleet Profile**

#### Current fleet is comprised of 7 vessels with an average age of 11.8 years and a carrying capacity of 528k dwt



2x Kamsarmaxes Avg. Age: 3 years Carrying Capacity: 164k Dwt



4x Panamaxes Avg. Age: 18 years Carrying Capacity: ~301k Dwt



1x Ultramax Current.Age: 3 years Carrying Capacity: 63.5k

Dwt

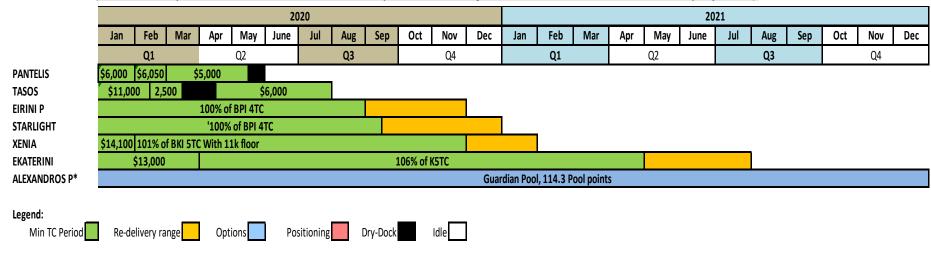
Name	Туре	Size (dwt)	Year Built
On the water fleet			
Ekaterini	Kamsarmax	82,000	2018
Xenia	Kamsarmax	82,000	2016
Alexandros P	Ultramax	63,500	2017
Eirini P	Panamax	76,466	2004
Pantelis	Panamax	74,020	2000
Starlight	Panamax	75,845	2004
Tasos	Panamax	75,100	2000
Total	7 vessels	528,931	Average 11.8 years



## **Vessel Employment Chart**

# Coverage: As of May 15, 2020: About 16% in 2020 in fixed minimum rate contracts and about 50% contracted basis minimum duration

(excludes ships on index charters which are open to market fluctuations but have secured employment)



<sup>(\*)</sup> Owners' Option has infinite duration. However, it has to be tendered 3 months prior to having the vessel delivered back.



# Market Highlights Q1 2020

\$/day		
		К

7,,			
Spot Rates	Kamsarmax – 82k	Panamax - 72k	Supramax – 58k
Q1-2020 Average	7,124	6,350	7,329
Q1 - 2020 last day (Mar 27)	6,843	6,100	6,800
As of May 15	5,113	4,525	4,863

One Year TC rate	Kamsarmax – 82k	Panamax - 75k	Supramax - 58k
Q1-2020 Average	11,563	10,254	9,734
Q1 - 2020 last day (Mar 27)	10,750	9,125	9,500
As of May 15	9,625	8,425	8,250

#### **BDI - BPI Index**





Source: Clarksons Research





# **World GDP & Shipping Demand Growth**

# COVID-19 Pandemic has dramatically and negatively changed the economic & world trade environment for 2020

Real GDP (% p.a IMF)	2015	2016	2017	2018	2019	2020e	2021e
USA	2.6	1.5	2.3	2.9	2.3	-5.9(2.0)	4.7(1.7)
Eurozone	2.0	1.8	2.4	1.8	1.2	-7.5(1.3)	4.7(1.4)
Japan	0.5	1.0	1.8	1.0	0.7	-5.2(0.7)	3.0(0.5)
China	6.9	6.7	6.8	6.6	6.1	1.2(6.0)	9.2(5.8)
India	7.6	7.1	6.7	7.1	4.2	1.9(5.8)	7.4(6.5)
Russia	-3.7	-0.2	1.8	2.3	1.3	-5.5(1.9)	3.5(2.0)
Brazil	-3.8	-3.6	1.1	1.1	1.1	-5.3(2.2)	2.9(2.3)
ASEAN-5	4.8	4.9	5.3	5.2	4.8	-0.6(4.8)	7.8(5.1)
World	3.4	3.2	3.7	3.6	2.9	-3.0(3.3)	5.8(3.4)

Trade and growth projections are being continuously revised as the Coronavirus (Covid-19) effects on world growth and trade are being assessed.

4.8

2.8

0.4



1.1

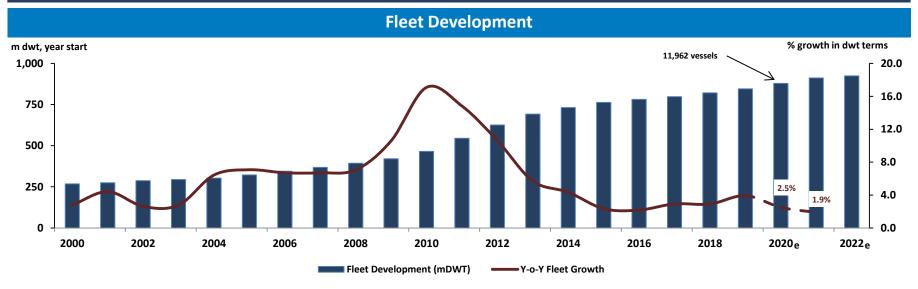
**Ton-miles** 

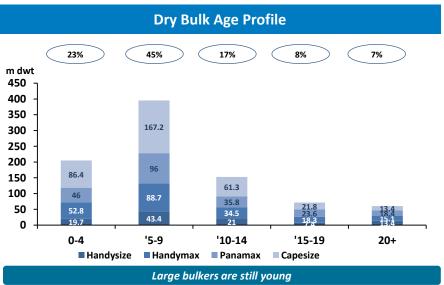
2.1

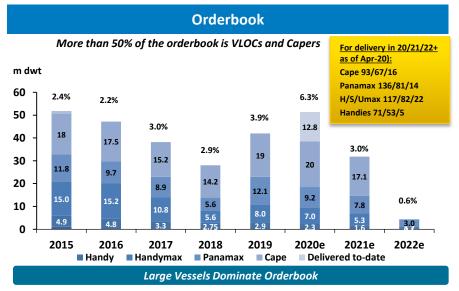
5.3(2.5)

-3.7(2.5)

# **Drybulk Fleet Overview**





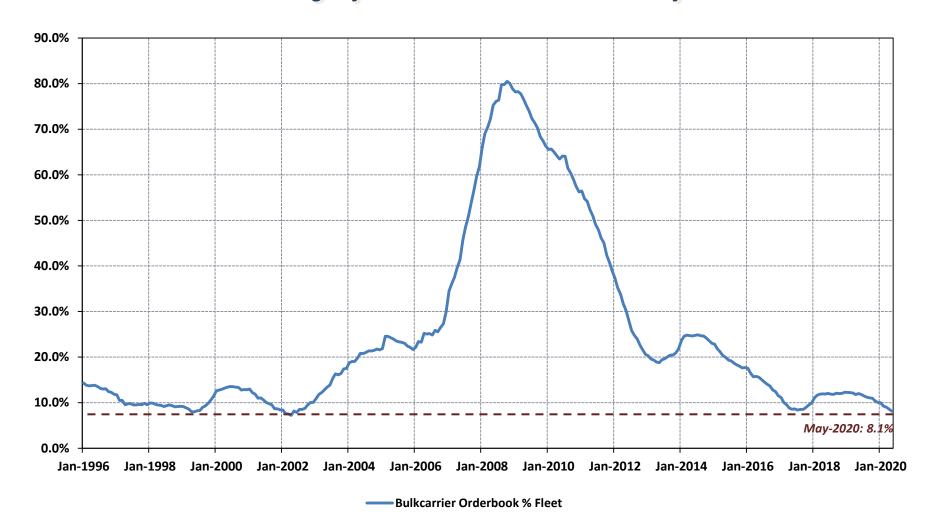




Source: Clarksons Research

# Orderbook-to-Fleet Ratio, Drybulk Fleet

#### Orderbook as Percentage of Total Fleet Near Lowest Level of the Last 20+ Years





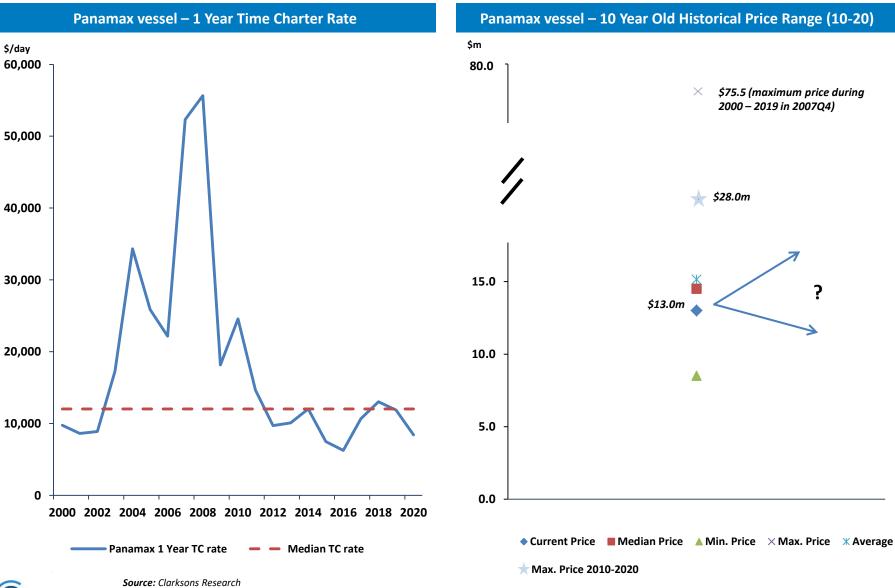
Source: Clarksons Research

# **Outlook Summary – Bulkers**

- The disruption of economic activity and seaborne trade caused by the unprecedented worldwide lock down as well as the still evolving pandemic render any forecast a very ambitious exercise surrounded with a high degree of uncertainty
- Initial estimates from Clarkson's to quantify the effects of the COVID-19 pandemic on drybulk trade indicate a sharp drop in demand in 2020 followed by a sharp recovery in 2021 similar to the way economies reacted during the 2008-2009 financial crisis
  - Hoping to have been through the toughest part of the pandemic's effects in 2020H1, we still might not expect to see any significant gains during the summer, but markets could see meaningful improvements by year end
- Ordering of new ships is expected to be contained in the midst of the above demand uncertainty and the lack of clarity of the "fuel of the future"
  - Not knowing the optimal ships for even 5 years out makes the placing of any new order –that might require 20+ to pay off-very speculative and risky
- 2021 indicates a promising year amidst a low orderbook and expectations for a strong global recovery



# **Position on the Drybulk Market Cycle**









# Financial Highlights: First Quarter 2019 and 2020

	First Quarter		Change
(in million USD except per share amounts)	2019	2020	%
Net Revenues	5.8	5.1	-12.5%
Net (Loss) / Income	0.9	(2.3)	
Preferred & Preferred Deemed Dividends	(0.5)	(0.4)	
Net (Loss) / Income attributable to Common			
Shareholders	0.4	(2.6)	
Interest & Finance Costs net (incl. interest income)	1.0	0.7	
Depreciation	1.6	1.6	
Unrealized Loss (Gain) On Derivatives	1.5	(0.3)	
Adjusted EBITDA <sup>(1)</sup>	2.5	0.6	-87%
Adj. Net (Loss)/Income attributable to Common	(0.5)	(2.1)	
Shareholders	(0.5)	(2.1)	
Adj. Net (Loss)/Income per share, basic and diluted	(0.21)	(0.91)	

(1) See press release of May 18, 2020. for Adjusted EBITDA reconciliation to Net Income / (Loss) and Cash Flow from Operations



## Fleet Data for the First Quarter of 2019 and 2020

	First Quarter		
(in million USD except per share amounts)	2019	2020	
Number of vessels	7.0	7.0	
Utilization Rate (%)			
Operational <sup>(1)</sup>	99.7%	100.0%	
Commercial <sup>(1)</sup>	100.0%	100.0%	
Overall <sup>(1)</sup>	99.7%	100.0%	
(usd/day/vessel)			
Time Charter Equivalent (TCE)(2)	\$9,472	\$7,885	
Operating Expenses			
Vessel Oper. Expenses excl. Drydocking	4,928	5,130	
G&A Expenses	921	925	
<b>Total Operating Expenses</b>	\$5,849	\$6,055	
Interest Expense	1,512	1,043	
Drydocking Expenses	69	342	
Loan Repayments without Balloons	3,503	3,143	
Preferred dividend in cash	624	557	
Breakeven/day	\$11,557	\$11,140	

<sup>(1)</sup> Utilization Rate is calculated excluding scheduled off-hire (drydockings and special surveys) and vessels in lay-up. Scheduled off-hire amounted to 0 days for the first quarter of 2019 and ~10 days for the first quarter of 2020 respectively

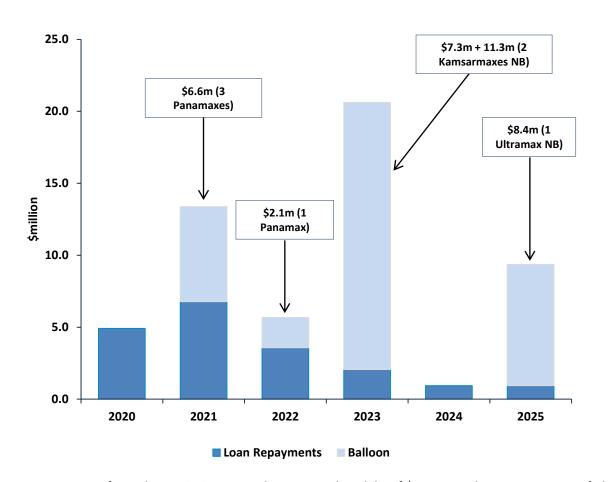
<sup>(2)</sup> TCE calculation shows the gross rate the vessels earn while employed; it excludes periods during which the vessels are laid-up or off-hire for commercial or operational reasons



# **Debt Repayment Profile**

#### **Debt Repayment Profile**

#### **Cash Flow Breakeven**



Budget estimate for next 12 months:

<u>\$/vessel/day</u>			
OPEX	\$ 5,200		
G&A	\$ 900		
Interest	\$ 800		
Drydock	\$ 650		
Pref. Dividend	\$ <u>550</u>		
Sub-total	\$ 8,100		
Loan Principal	\$ 2,700		
TOTAL	\$ 10,800		

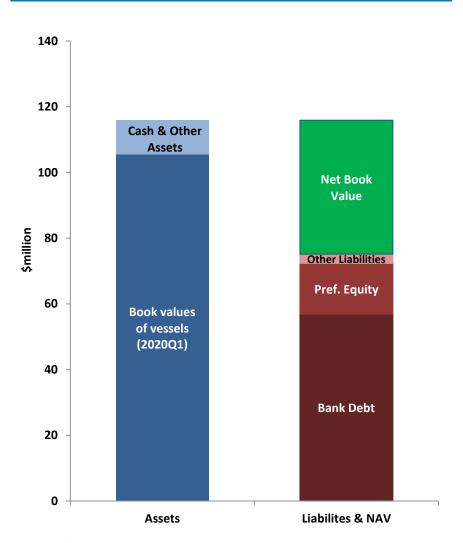
As of March 31, 2020, EuroDry has outstanding debt of \$54.9 m with average margin of about 3.0%. Assuming LIBOR of 1%, our cost of senior debt is about 4% (including the dividend to our preferred equity the overall cost becomes about 5.0%)



# **Balance Sheet Highlights**

#### **EuroDry Capital Structure**

#### **Notes**



#### **Assets**

- > Cash & Other assets: ~ \$9.0m
- ➤ Vessels book value: ~ \$103.9m
- > Total assets (@ book value ) ~ \$112.9m

#### **Liabilities**

- ➤ Bank & other debt: \$54.9m, i.e. ~ 49% of total book value of assets
- ➤ Preferred Equity: \$15.4, ~ 14% of total assets
- > Other liabilities: \$4.5m, i.e. ~4% of total assets

#### **Net Book Value**

- ➤ Net Book Value: ~\$38.8m, or, ~ \$16.8/share
- ➤ Decline of asset values during Q1 2020 of ~10% brings NAV/share in the range of \$11-13/share
  - Every \$1m change in each vessel's value changes NAV/share by about \$3.00
- ➤ Recent share price trading range of below \$5.0 / share level represents a significant discount to the value of the company



#### **EuroDry Contacts**

