



NASDAQ: SBLK

OSE: SBLK

# Financial Results Q4 & FY 2018



February 2019

# 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 general dry bulk shipping market conditions, including fluctuations in charterhire rates and vessel values, the strength of world economies, the stability of Europe and the Euro, fluctuations in interest rates and foreign exchange rates, changes in demand in the dry bulk shipping industry, including the market for our vessels, changes in our operating expenses, including bunker prices, dry docking and insurance costs, changes in governmental rules and regulations or actions taken by regulatory authorities, the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of IMO's MARPOL ANNEX VI and any changes thereof potential liability from pending or future litigation, general domestic and international political conditions, potential disruption of shipping routes due to accidents or political events, the availability of financing and refinancing, potential conflicts of interest involving our Chief Executive Officer, his family and other members of our senior management, our ability to meet requirements for additional capital and financing to complete our newbuilding program and our ability to complete the restructuring of our loan agreements, vessel breakdowns and instances of off-hire, risks associated with vessel construction and potential exposure or loss from investment in derivative instruments. 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.*

*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.*

# Q4 2018 Financial Highlights



	Q4 2018	Q4 2017	% Change
Voyage Revenues	\$209.4m	\$107.7m	94.4%
TCE Revenues <sup>(1)</sup>	\$137.8m	\$90.0m	53.1%
EBITDA	\$63.6m	\$58.4m	8.9%
<b>Adjusted EBITDA</b>	<b>\$82.4m</b>	<b>\$55.7m</b>	<b>47.9%</b>
Net Income/(Loss)	\$12.3m	\$23.9m	(48.4%)
Vessel Impairment Loss	\$(17.8)m	\$0.0m	-
<b>Adjusted Net Income/(Loss)</b>	<b>\$30.3m</b>	<b>\$21.5m</b>	<b>40.8%</b>
<b>TCE</b>	<b>\$14,140</b>	<b>\$13,860</b>	<b>2.0%</b>
Fleet Utilization	98.6%	100.0%	(1.4%)
Average daily OPEX per vessel <sup>(2)</sup>	\$3,938	\$3,850	2.3%
Average daily Net Cash G&A expenses per vessel	\$969	\$1,094	(11.4%)
Average No. of Vessels	106.4	70.6	50.7%
<b>Adjusted EPS per share basic</b>	<b>\$0.33</b>	<b>\$0.34</b>	<b>(\$0.02)</b>
EPS GAAP per share basic	\$0.13	\$0.37	(64.3%)
Weighted average number of shares outstanding, basic	92,457,989	64,080,657	44.3%

Notes:

(1) TCE revenues = Total voyage revenues – Voyage expenses – Charter-in hire expenses

(2) Excludes predelivery and one-off expenses

# FY 2018 Financial Highlights



	FY 2018	FY 2017	% Change
Voyage Revenues	\$651.6m	\$332.0m	96.3%
TCE Revenues <sup>(1)</sup>	\$437.1m	\$262.7m	66.4%
EBITDA	\$233.0m	\$121.5m	91.8%
<b>Adjusted EBITDA</b>	<b>\$260.9m</b>	<b>\$128.0m</b>	<b>103.7%</b>
Net Income/(Loss)	\$59.0m	\$(9.8)m	-
Vessel Impairment Loss	\$(17.8)m	\$0.0m	-
<b>Adjusted Net Income/(Loss)</b>	<b>\$86.1m</b>	<b>\$(4.3)m</b>	-
<b>TCE</b>	<b>\$13,768</b>	<b>\$10,393</b>	<b>32.5%</b>
Fleet Utilization	99.0%	99.6%	(0.6%)
Average daily OPEX per vessel <sup>(2)</sup>	\$3,994	\$3,906	2.2%
Average daily Net Cash G&A expenses per vessel	\$1,004	\$1,094	(8.3%)
Average No. of Vessels	87.7	69.6	26.0%
<b>Adjusted EPS per share basic</b>	<b>\$1.12</b>	<b>(\$0.07)</b>	-
EPS GAAP per share basic	\$0.77	\$(0.16)	-
Weighted average number of shares outstanding, basic	77,061,227	63,034,394	22.3%

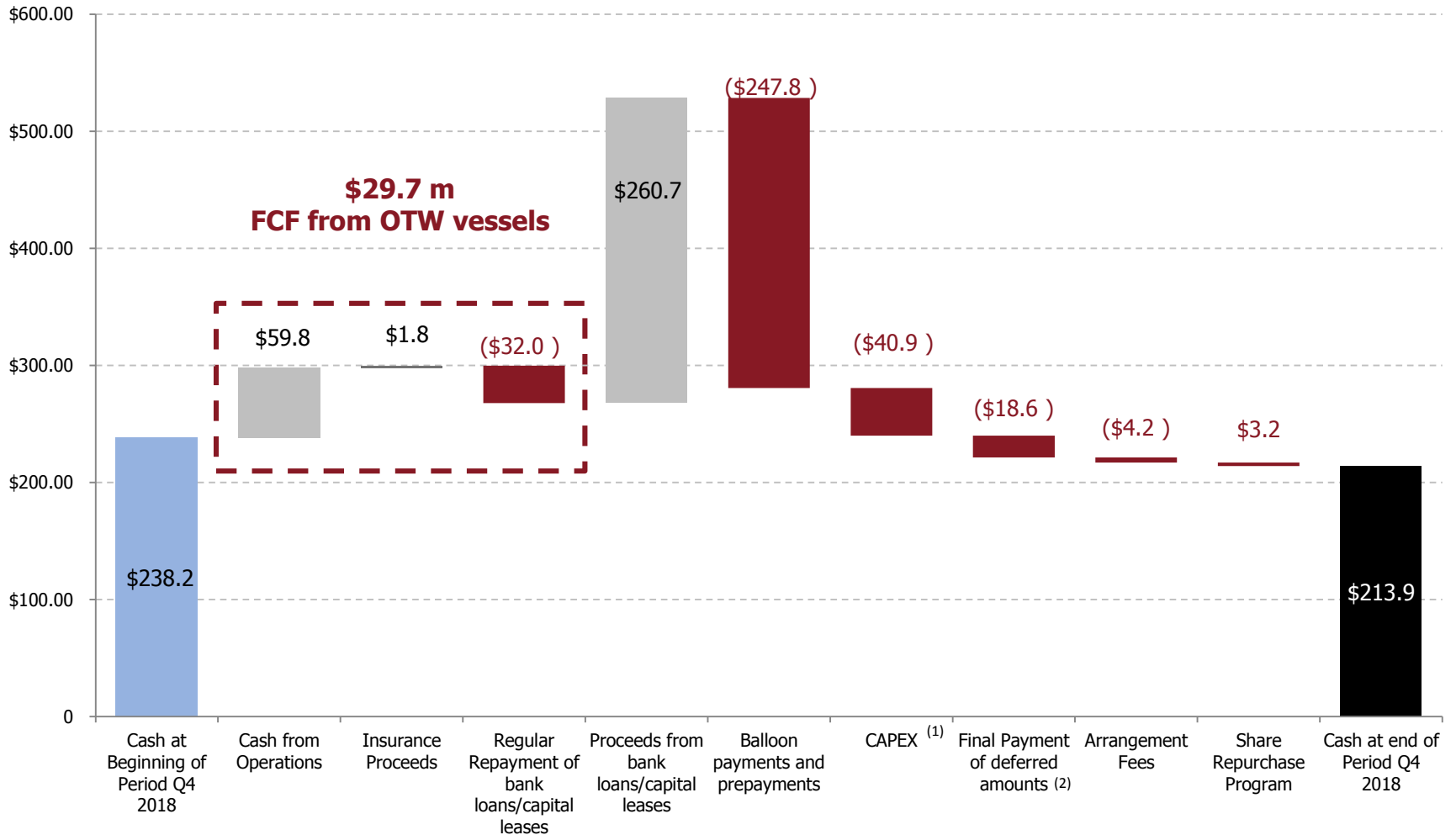
Notes:

(1) TCE revenues = Total voyage revenues – Voyage expenses – Charter-in hire expenses

(2) Excludes predelivery and one-off expenses

# Q4 Cash Flow Generation

## Q4 Cash Flow Breakdown



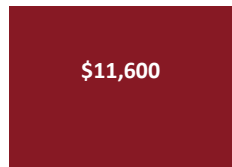
(1) \$17.3 million for scrubber capex

(2) This represents final repayment of deferred amounts

# Strong Liquidity Position



## Fleet-wide Net TCE FCF Breakeven Rate <sup>(1)</sup>



## Remaining NB Capex - Fully Financed

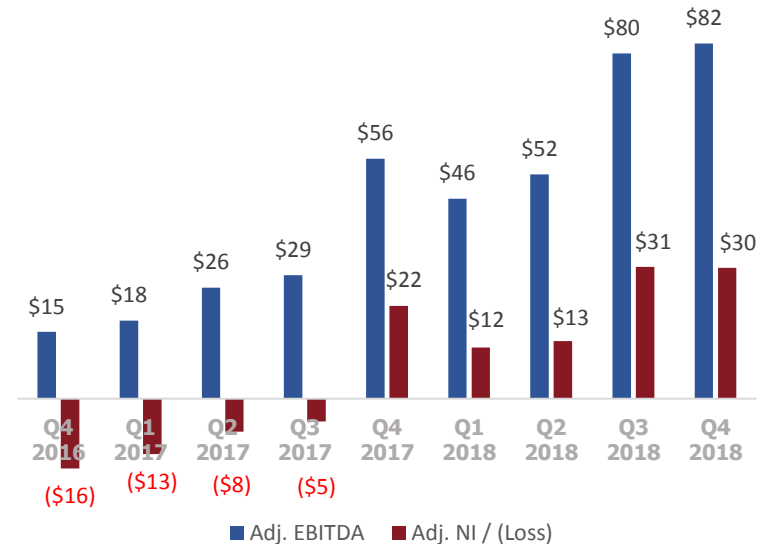


## Pro Forma Cash & Debt Position<sup>(1)</sup>

❖ Total Cash (including minimum liquidity)<sup>(2)</sup>: \$ 220m

❖ Total Debt & Capital lease obligations<sup>(2)</sup>: \$1.49b

## Performance Evolution<sup>(3)</sup>



(1) SBLK cash and debt as of February 8<sup>th</sup>, 2019

(2) Pro forma for the expected debt to be raised for Star Anna

(3) Please refer to our Financial Statements for a reconciliation regarding Adjusted EBITDA and Adjusted Net Income to the closest comparable GAAP metric

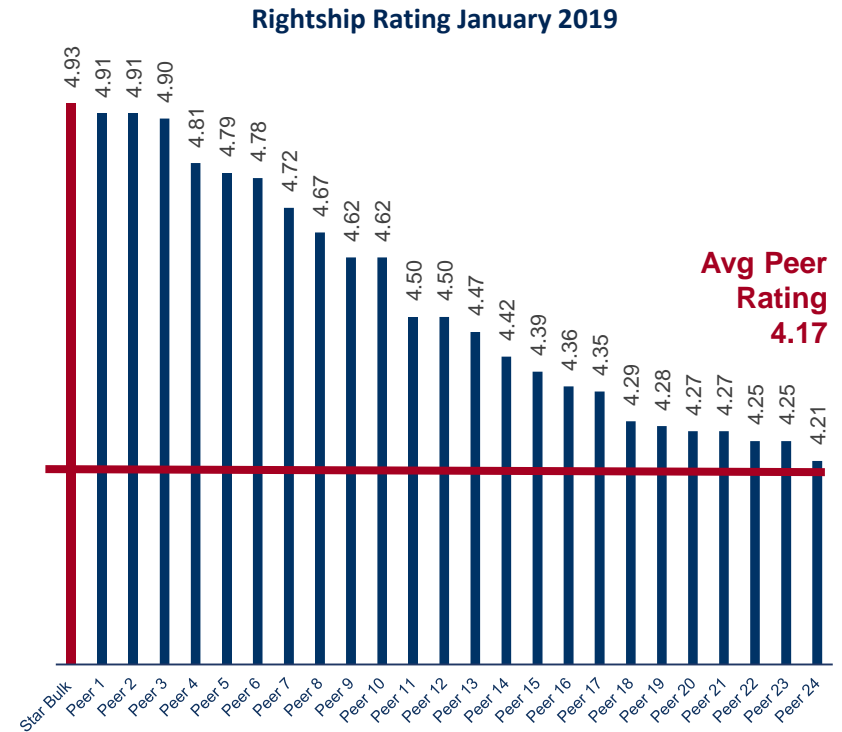
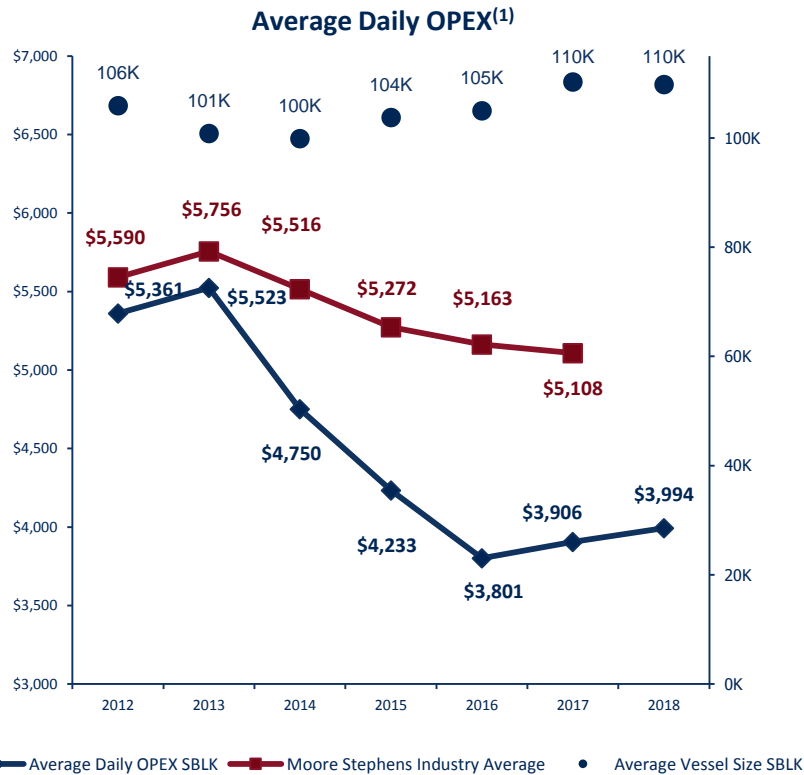
# Continued Operational Excellence



- For Q4 2018 vessel OPEX were \$3,938<sup>(1)</sup> per vessel per day and \$3,994 for 2018
- Net cash G&A<sup>(2)</sup> expenses per vessel per day were \$969 for Q4 2018 and \$1,004 for 2018
- We are consistently in the top 5 dry bulk operators in Rightship Ratings

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

**...without compromising quality**

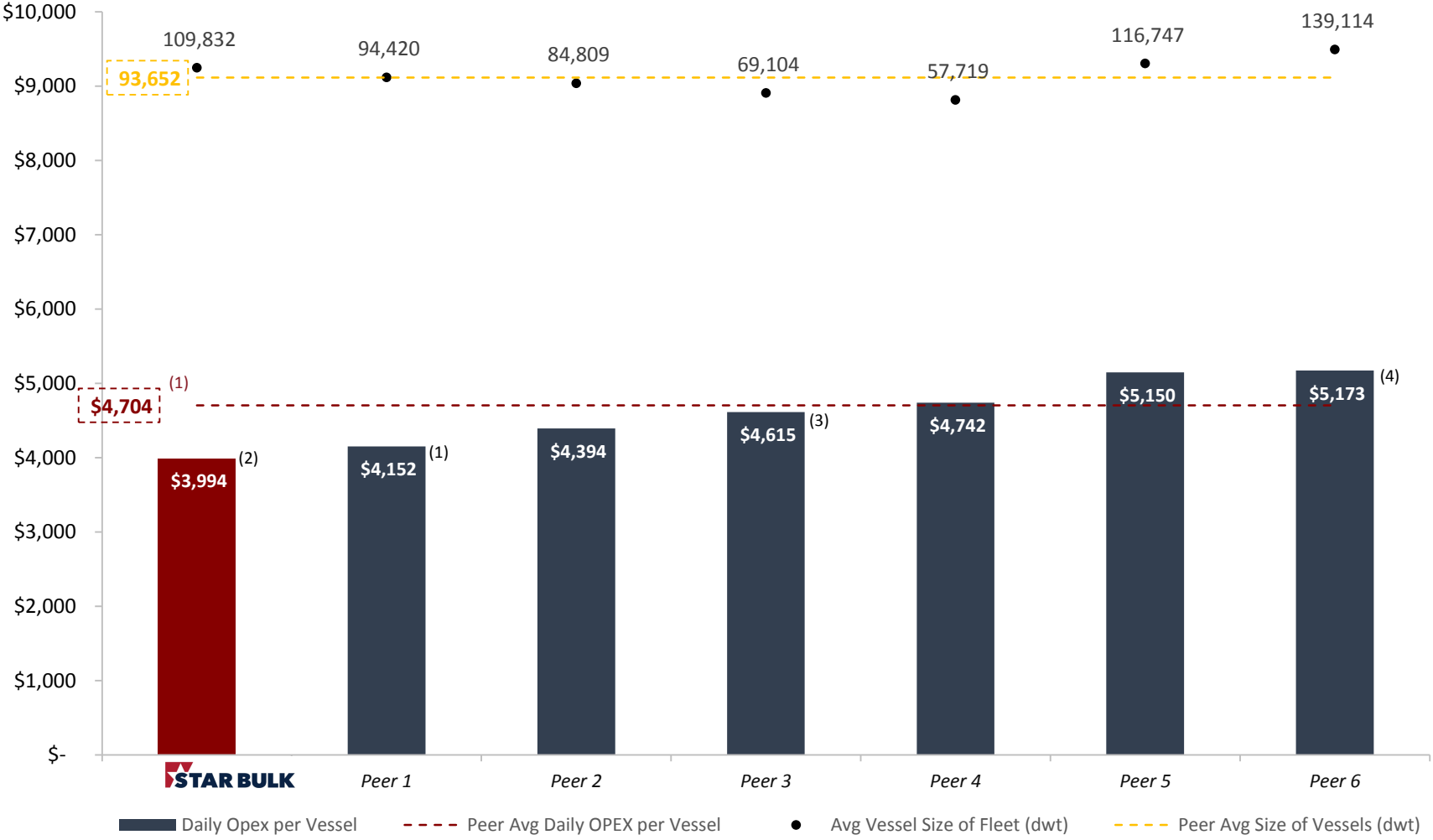


(1) Figures exclude pre-delivery expenses  
 (2) Excludes share incentive plans and termination charges, includes management fees

# Industry Leading OPEX 12M 2018



OPEX Benchmarking based on latest published financial statements



1) Peer Average figures exclude SBLK  
 2) Excludes pre-delivery expenses

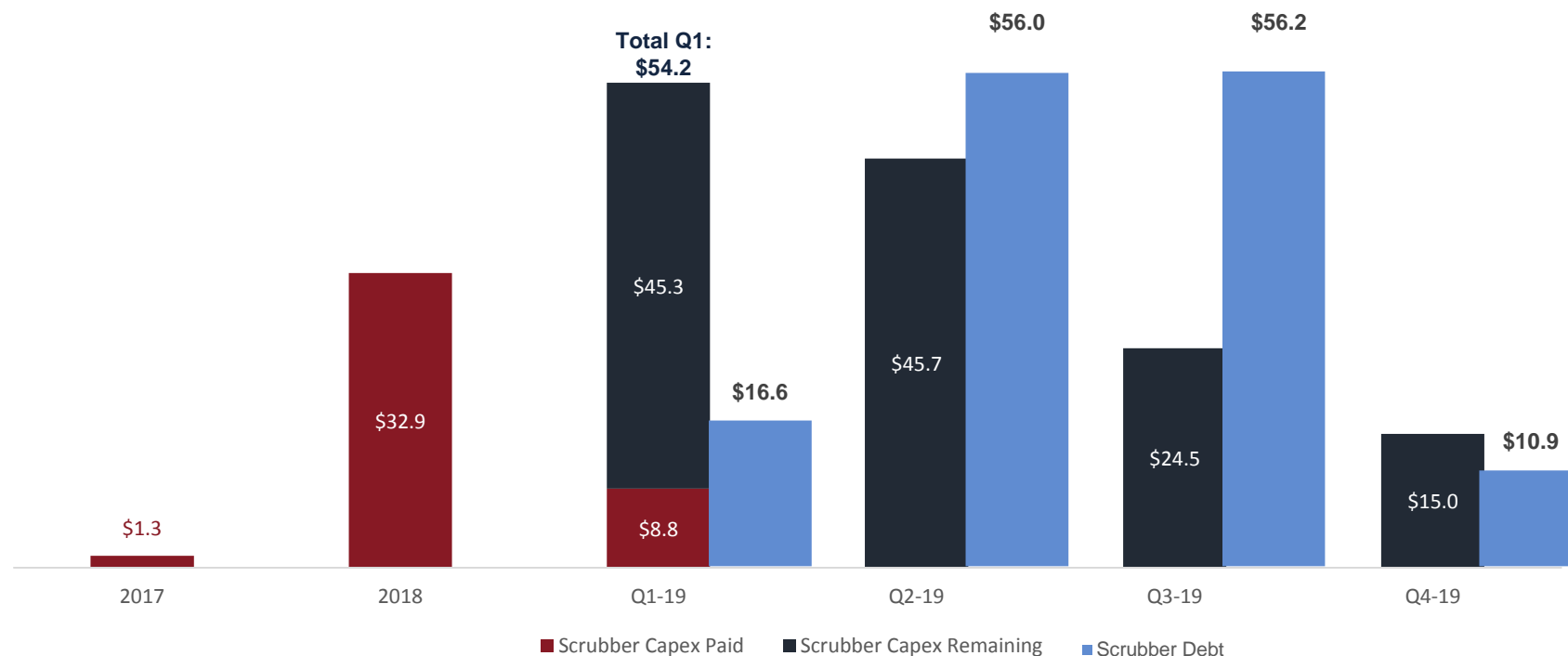
3) Excludes management fees  
 4) Includes Management fees



# Scrubber CAPEX<sup>(1)</sup>

- We are currently completing the installation of scrubbers on 15 of our larger vessels enabling us to have our fleet fitted with scrubbers ahead of the January 1<sup>st</sup> 2020 implementation date.
- We have started preparatory work in numerous vessels in order to minimize off hire period
- Remaining Scrubber CAPEX as of February 8<sup>th</sup>, 2019 : \$130 million
- Secured debt financing of approximately 70%, ~\$140 million

## Estimated Remaining Scrubber CAPEX<sup>(1)</sup> (2)



**Note:**

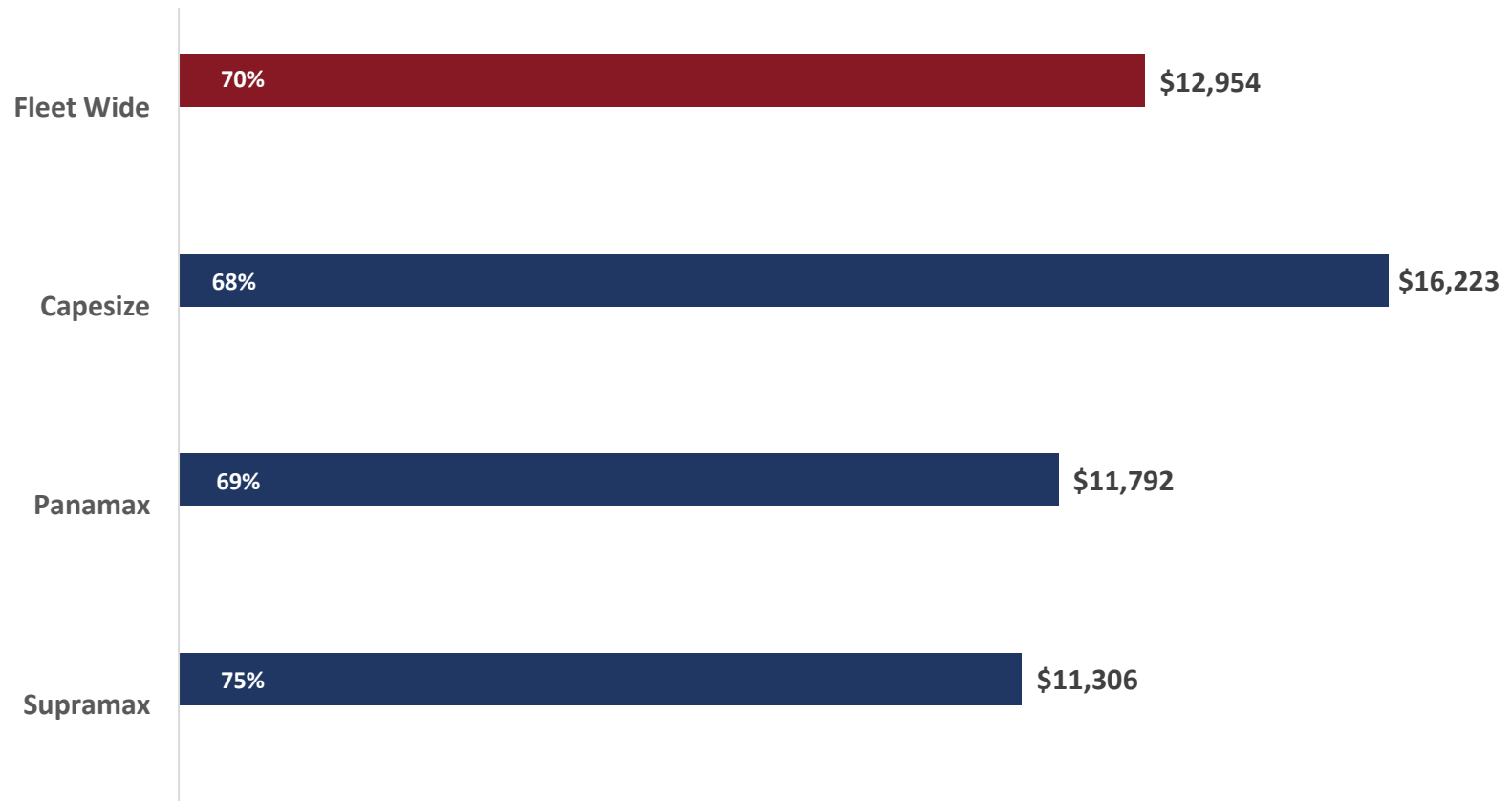
(1) As of February 8<sup>th</sup>, 2019 for 104 vessels

(2) Indicative schedule based on current forward FX rates, expected milestone dates and relevant contract obligations. Schedule may be altered due to various reasons (manufacturers' logistics, vessel itineraries, FX rate movement etc)

# Q1 2019 Coverage

- We have fixed more than 70% of our fleet for Q1 2019

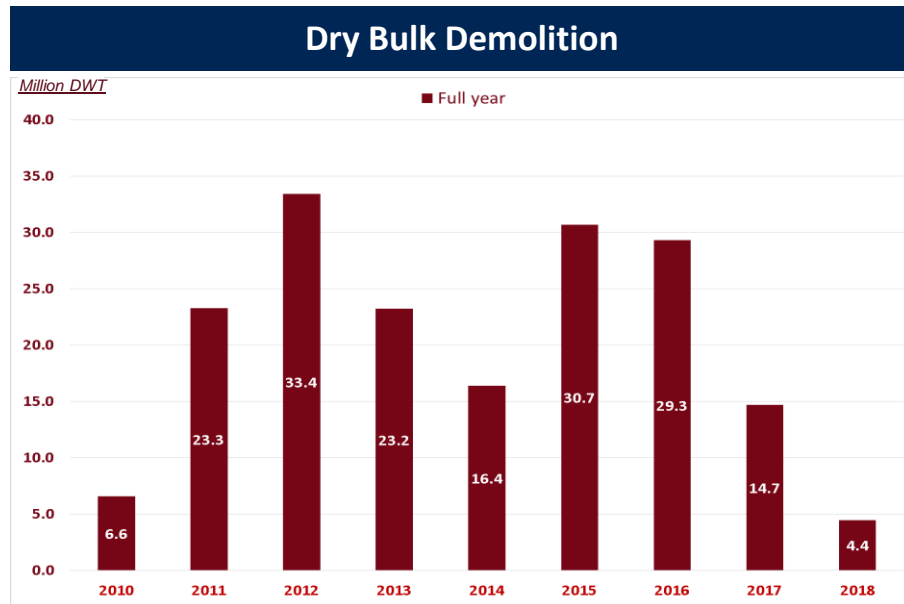
## Fleet Employment – Q1 2019



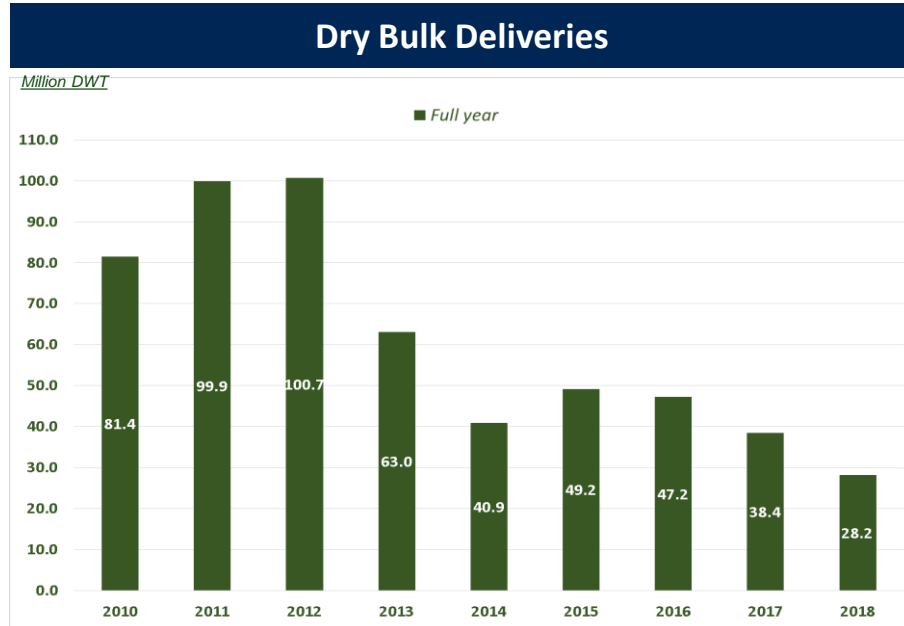
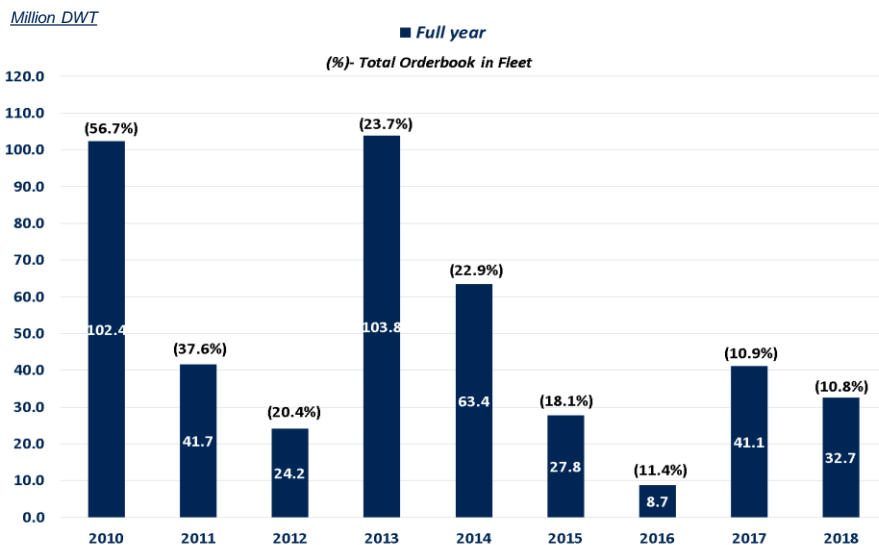
(1) Note: As of February 1<sup>st</sup>, 2019

# Dry Bulk Supply Update

- Dry bulk fleet grew by +2.9% y-o-y in 2018 vs +3.0% during the same period in 2017
  - Deliveries activity declined to 28.2 mdwt down from 38.4 mdwt during 2017, the lowest in a decade
  - Demolition activity declined to 4.4 mdwt from 14.7 mdwt 2017, also the lowest in a decade
  - Contracting activity softened to 32.7 mdwt down from 41.1 mdwt during 2017
- Orderbook currently estimated at ~11.0% of the fleet
- Vessels above 15 years of age currently at ~14.7% of the fleet
- Contained contracting is expected to keep 2019/2020 deliveries close to multi year lows.
- IMO 2020 regulation expected to limit effective supply as of 2019 through increased off hires and slow steaming



## Dry Bulk New Orders



# Dry Bulk Demand Update

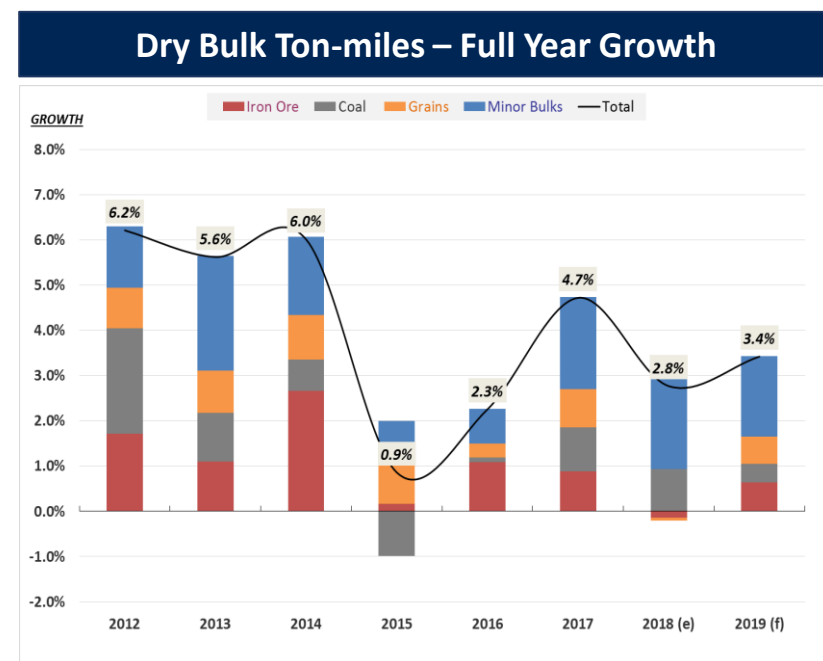


- Full Year 2018 dry bulk trade is estimated to have grown +2.4% y-o-y. Ton-miles grew at a slightly higher pace of approx. +2.8% y-o-y.
- During 2019, dry bulk growth is projected to maintain the same pace. However, iron ore disruptions in Brazil and China-US trade tension create a lot of uncertainty.

## Key Dry bulk cargoes:

- Iron ore trade growth in 2018 at -0.1% y-o-y (-0.5% in ton-miles)
  - Iron ore trade came relatively flat in 2018 on a series of exports disruptions and Chinese destocking.
- Thermal & Coking Coal growth at +3.8% y-o-y (+5.0 % in tons-miles)
  - China and India coal needs for electricity generation exceeding domestic coal production growth.
- Grains incl. soybeans growth at +0.6% y-o-y (-0.6% in ton-miles)
  - Brazil's soybean exports +23.0% y-o-y, as China tried to fill in the gap due to US tariffs. Tariffs hurt the US export season typically peaking during Q4.
- Minor bulk growth at +3.8% y-o-y (+5.1% in ton-miles)
  - Bauxite from West Africa boosting ton-miles for Capesize vessels. ASEAN and India infrastructure development projected to accelerate with One Belt One Road project supporting growth looking forward.

Dry Bulk Trade (Million tons)	2014	2015	2016	2017	2018 (e)	2019 (f)
Iron ore	1,340	1,364	1,418	1,473	1,471	1,498
Coal	1,216	1,137	1,140	1,200	1,246	1,271
Grains	408	429	450	478	480	500
Minor Bulks	1,867	1,899	1,893	1,949	2,022	2,087
<b>Total Dry</b>	<b>4,831</b>	<b>4,829</b>	<b>4,901</b>	<b>5,100</b>	<b>5,220</b>	<b>5,357</b>
Annual Growth (tons)	250	-2	72	199	120	137
Annual Growth (%)	5.5%	0.0%	1.5%	4.1%	2.4%	2.6%
Ton-miles growth	6.0%	0.9%	2.3%	4.7%	2.8%	3.4%



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

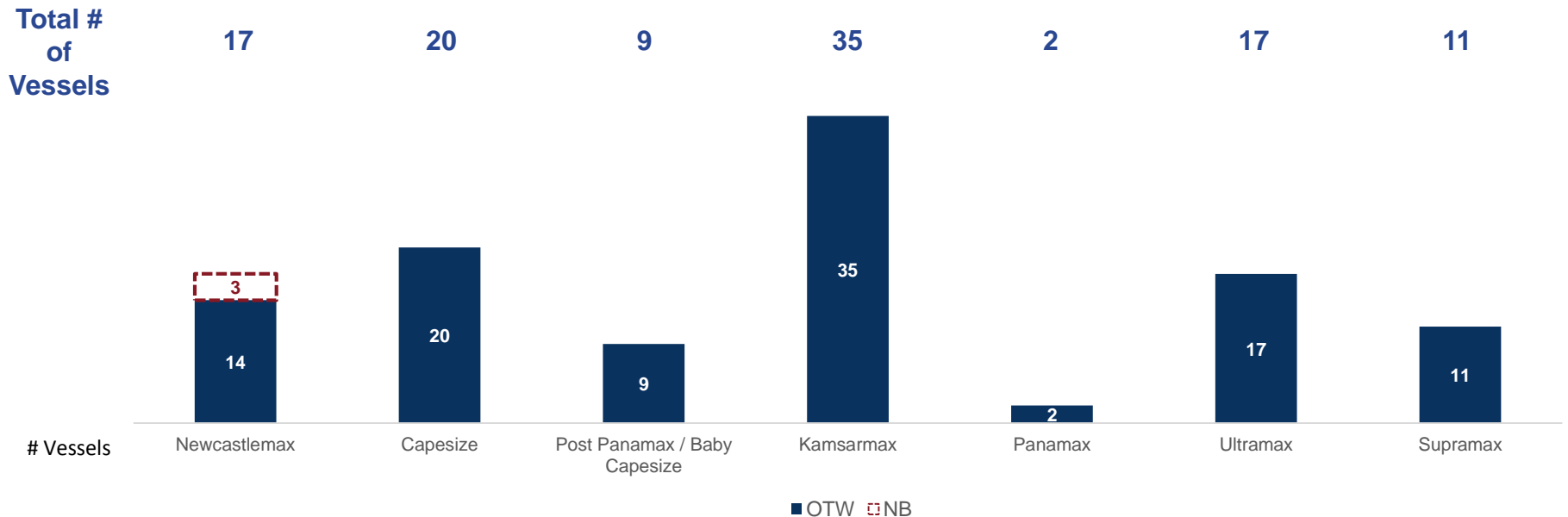
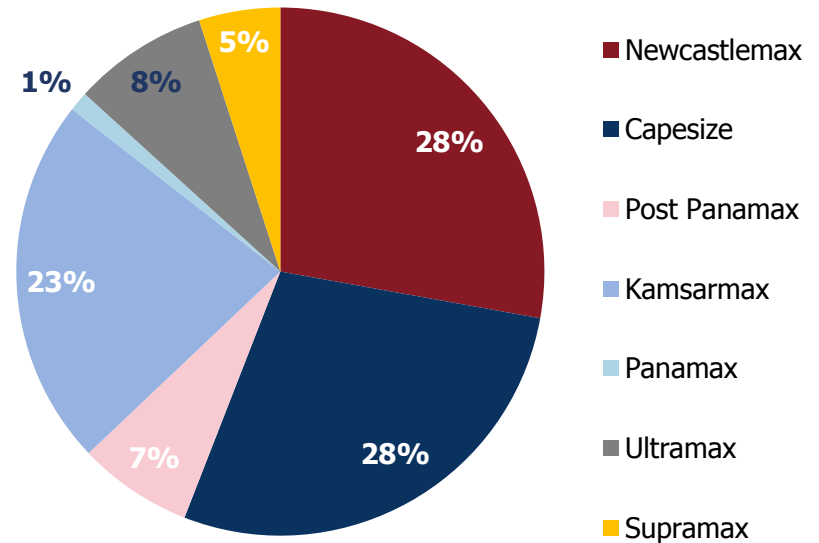
**APPENDIX**



# Diverse Fleet Covering All Segments

- Fully delivered fleet of 111 vessels
- 40,515 ownership days on a fully delivered basis
- Average age of ~7.8 years
- 37 Newcastlemax / Capesize vessels

Million DWT



# Income Statement 4<sup>th</sup> Quarter 2018



(in \$000's)	3-months period ended December 31, 2018	Non-cash Adjustments	3-months period ended December 31, 2018	3-months period ended December 31, 2017
<b>REVENUES:</b>	<b>209,433</b>	<b>(1,116)</b>	<b>208,317</b>	<b>107,707</b>
<b>EXPENSES:</b>				
Voyage expenses	(46,628)	-	(46,628)	(15,252)
Charter in expense	(25,005)	(473)	(25,478)	(3,128)
Vessel operating expenses	(38,544)	-	(38,544)	(25,399)
Drydocking expenses	(3,125)	-	(3,125)	(362)
Management fees	(4,042)	-	(4,042)	(1,925)
Gain/(Loss) on forward freight agreements and bunker swaps	(1,389)	384	(1,005)	(377)
General and administrative expenses	(7,223)	337	(6,886)	(5,446)
Bad debt expenses	(722)	722	-	-
Impairment Loss	(17,784)	17,784	-	-
Other operational loss/(gain)	(230)	-	(230)	(128)
<b>Total expenses</b>	<b>(144,692)</b>	<b>18,754</b>	<b>(125,938)</b>	<b>(52,017)</b>
<b>EBITDA</b>	<b>63,575</b>	<b>18,804</b>	<b>82,379</b>	<b>55,690</b>
Depreciation	(30,814)	-	(30,814)	(21,129)
<b>Operating (loss)/ income</b>	<b>33,927</b>	<b>17,638</b>	<b>51,565</b>	<b>34,561</b>
Interest and finance costs	(22,024)	-	(22,024)	(13,457)
Loss on debt extinguishment	(313)	313	-	-
Interest income and other	836	-	836	980
Gain/(Loss) on derivative financial instrument	-	-	-	(481)
<b>Total other income (expenses), net</b>	<b>(21,501)</b>	<b>313</b>	<b>(21,188)</b>	<b>(12,958)</b>
Equity in income /loss of investee	(50)	50	-	-
<b>Net income before tax</b>	<b>12,376</b>	<b>17,279</b>	<b>30,377</b>	<b>21,603</b>
Income tax	(61)	-	(61)	(68)
<b>Net income</b>	<b>12,315</b>	<b>18,001</b>	<b>30,316</b>	<b>21,535</b>
<b>Earnings per share, basic</b>	<b>\$0.13</b>		<b>\$0.33</b>	<b>\$0.34</b>

# Income Statement FY 2018



(in \$000's)	YTD - 12-months period ended December 31, 2018		YTD - 12-months period ended December 31, 2017	
		Non-cash Adjustments		
<b>REVENUES:</b>	<b>651,561</b>	<b>(1,820)</b>	<b>649,741</b>	<b>331,976</b>
<b>EXPENSES:</b>				
Voyage expenses	(121,596)	-	(121,596)	(64,682)
Charter in expense	(92,896)	-	(92,896)	(5,377)
Vessel operating expenses	(128,872)	-	(128,872)	(101,428)
Drydocking expenses	(8,970)	-	(8,970)	(4,262)
Management Fees	(11,321)	-	(11,321)	(7,543)
Gain/(Loss) on forward freight agreements and bunker swaps	(447)	1,339	892	(877)
General and administrative expenses	(33,972)	8,072	(25,900)	(21,688)
Bad Debt expenses	(722)	722	-	-
Impairment Loss	(17,784)	17,784	-	-
Other operational loss/(gain)	(191)	-	(191)	1,929
<b>Total expenses</b>	<b>(416,771)</b>	<b>27,917</b>	<b>(388,854)</b>	<b>(203,928)</b>
<b>EBITDA</b>	<b>233,015</b>	<b>27,872</b>	<b>260,887</b>	<b>128,048</b>
Depreciation	(102,852)	-	(102,852)	(82,623)
<b>Operating (loss)/ income</b>	<b>131,938</b>	<b>26,097</b>	<b>158,035</b>	<b>45,425</b>
Interest and finance costs	(73,715)	114	(73,601)	(49,931)
Loss on debt extinguishment	(1,783)	1,783	-	-
Interest income and other	1,866	-	1,866	2,997
Gain/(Loss) on derivative financial instrument	707	(848)	(141)	(2,556)
<b>Total other income (expenses), net</b>	<b>(72,925)</b>	<b>1,049</b>	<b>(71,876)</b>	<b>(49,490)</b>
Equity in income /loss of investee	45	(45)	-	-
<b>Net income before tax</b>	<b>59,058</b>	<b>27,101</b>	<b>86,159</b>	<b>(4,065)</b>
Income tax	(61)	-	(61)	(236)
<b>Net income</b>	<b>58,997</b>	<b>27,101</b>	<b>86,098</b>	<b>(4,301)</b>
<b>Earnings per share, basic</b>	<b>\$0.77</b>		<b>\$1.12</b>	<b>(\$0.07)</b>



# THANK YOU

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