



NASDAQ: SBLK

# 2<sup>nd</sup> Quarter 2015 Financial Results



August 2015

# 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).*

*Forward-looking statements include statements regarding:*

- The completion of Star Bulk's recently announced acquisition of assets;*
- The delivery to and operation of assets by Star Bulk and the integration of recently acquired assets and business operations;*
- Star Bulk's future operating or financial results;*
- Future, pending or recent acquisitions;*
- Star Bulk's business strategy;*
- Areas of possible expansion, and expected capital spending or operating expenses; and*
- Dry bulk market trends, including charter rates and factors affecting vessel supply and demand.*

*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, and make distributions to its stockholders.*

*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.*

## Q2 2015 Financial Performance

- ★ Net revenues of \$46.1 million
- ★ Adjusted EBITDA of \$6.3 million
- ★ Adjusted net loss of \$22.2 million or \$0.12/share

## ★ **Actively Improving Liquidity**

### Vessel Disposals

- ★ In Q2 we have completed the sale of four vessels (90's built) that did not fit our commercial profile, two Capesize and two Panamax
- ★ Net sale proceeds in Q2 2015 were ~\$18.9 million and total of ~\$44.0 million since December 2014
- ★ Expected equity proceeds of ~\$34.4 million from the sale of a newbuilding vessel, the sale and lease back of a modern vessel and one 90's built to be received in 2015 and 2016

### Reducing Operating Expenses

- ★ One year after the merger with Oceanbulk, economies of scale are realized: operating expenses were down to \$4,311<sup>(1)</sup> per day per vessel, a 17.2% reduction from Q2 2014 respective figure
- ★ Cost containment on corporate G&A expenses continued in Q2 2015: \$1,110 per day/ per vessel, 13.8% reduction from Q2 2014 respective figure
- ★ With the full delivery of our newbuilding fleet we expect to further reduce our costs
- ★ On a fully delivered fleet this implies a \$35.0 million in annual cost savings from OPEX and G&A expenses reduction

### Actively Managing Newbuilding Program

- ★ Deferred \$334.2 million of installments from 2015 to 2016 and delayed vessel deliveries by a total of 91 months (~4.6 months per vessel)
- ★ Reduction of purchase price on a number of our newbuilding vessels, totaling \$25.8 million
- ★ Agreed to cancel one newbuilding vessel with no penalty ⇒ Equity capex reduction of \$11.6 million
- ★ Increased newbuilding resale values due to a delivery shift of ten vessels from 2015 to 2016 by \$21.0 million

### Debt Financing

- ★ Secured debt financing for our newbuilding vessels

(1) Excluding pre-delivery expenses



# Corporate & Financial Highlights



# Q2 2015 Financial Highlights



<u>Period</u>	<u>Three months ended June 30, 2015</u>	<u>Three months ended June 30, 2014</u>	<u>Increase / (Decrease) %</u>
Net revenues*	\$46.1m	\$21.1m	118.9%
EBITDA Adjusted	\$6.3m	\$9.6m	(34.7%)
Net Loss	\$(65.0)m	\$(3.0)m	n/m
Net income/(Loss) Adjusted	\$(22.2)m	\$2.8m	n/m
TCE Adjusted	\$8,616	\$14,018	(38.5%)
Average daily OPEX per vessel	\$4,598	\$5,208	(11.7%)
Average daily Net Cash G&A expenses per vessel (inc. management fees)	\$1,110	\$1,288	(13.8%)
Average N. of Vessels	69.7	17.0	-
<b>EPS Adjusted</b>	<b>\$(0.12)</b>	<b>\$0.10</b>	<b>n/m</b>
Weighted average number of shares outstanding, diluted**	189,495,571	29,096,254	-

"Adjusted" figures exclude non-cash items

\*Net revenues = Total gross revenues adjusted for non-cash items – Voyage expenses

\*\*Actual shares outstanding as of June 30th, 2015: 218,934,541

# H1 2015 Financial Highlights



<u>Period</u>	<u>Six months ended June 30, 2015</u>	<u>Six months ended June 30, 2014</u>	<u>Increase / (Decrease) %</u>
Net revenues*	\$77.8m	\$40.4m	92.7%
EBITDA Adjusted	\$0.6	\$17.4	n/m
Net Loss	\$(105.2)m	\$(3.9)m	n/m
Net income/(Loss) Adjusted	\$(52.5)m	\$4.6m	n/m
TCE Adjusted	\$7,806	\$14,172	(44.9%)
Average daily OPEX per vessel	\$4,665	\$5,410	(13.8%)
Average daily Net Cash G&A expenses per vessel (inc. management fees)	\$1,120	\$1,377	(18.7%)
Average N. of Vessels	67.5	16.4	-
<b>EPS Adjusted</b>	<b>\$(0.31)</b>	<b>\$0.16</b>	<b>n/m</b>
Weighted average number of shares outstanding, diluted**	171,736,658	28,973,621	-

"Adjusted" figures exclude non-cash items

\*Net revenues = Total gross revenues adjusted for non-cash items – Voyage expenses

\*\*Actual shares outstanding as of June 30th, 2015: 218,934,541

# Balance Sheet as of June 30, 2015



(in \$ '000s)	Jun 30, 2015 (unaudited)	Mar 31, 2015 (unaudited)
<b>ASSETS</b>		
Cash and restricted cash (current and non-current)	298,992	226,596
Other current assets	42,447	43,487
Advances for vessels under construction and acquisition of vessels and other assets	337,671	400,637
Vessels and other fixed assets, net	1,772,664	1,631,259
Long-term investment	847	813
Fair value of above market acquired time charter	2,723	5,884
Other non-current assets	13,002	12,642
<b>TOTAL ASSETS</b>	<b>2,468,346</b>	<b>2,321,318</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Total debt	939,748	907,449
Total other liabilities	43,571	45,379
Stockholder's equity	1,485,027	1,368,490
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>2,468,346</b>	<b>2,321,317</b>
Net Debt	640,756	680,853
Total Capitalization (Debt + Equity)	2,424,775	2,275,939
Debt / Total Capitalization	38.8%	39.9%
Net Debt / Total Capitalization	26.4%	29.9%



# Company Update

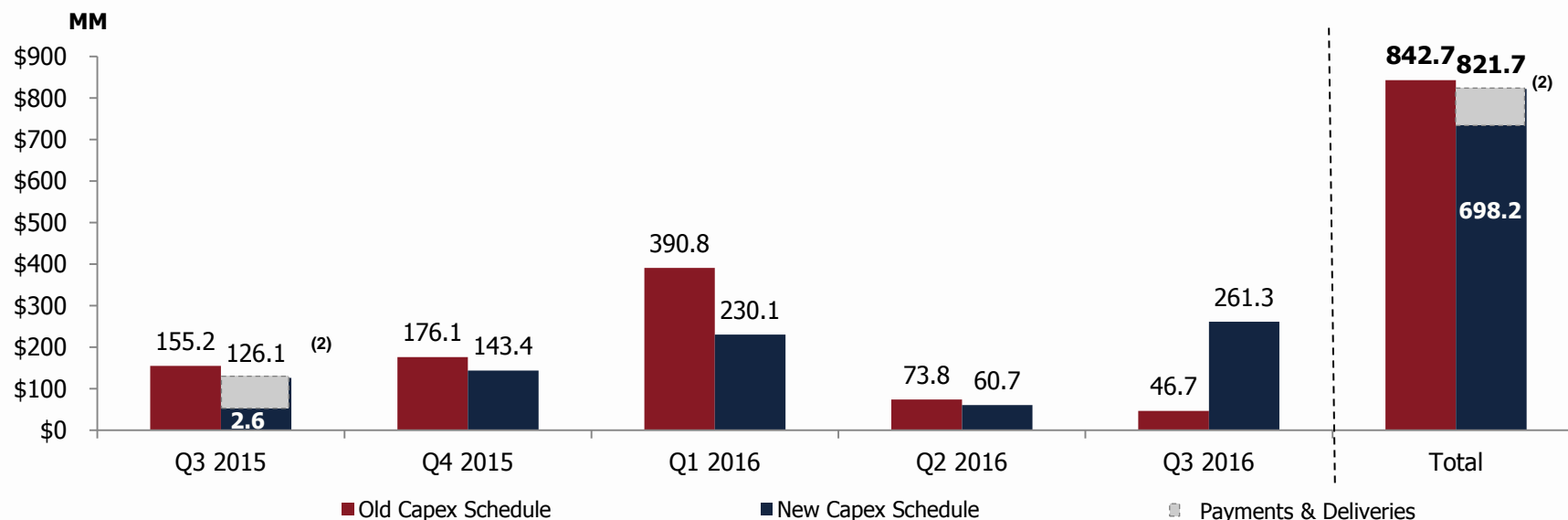




# Continuously Improving Terms with Yards



- As of today, we have deferred ~\$334.2 million of installments from 2015 to 2016
- Cancellation of one newbuilding vessel, without any penalties, reducing our equity CAPEX by \$11.6 million
- Reduction in total of \$25.8 million in CAPEX for newbuilding vessels
- Increased newbuilding resale values of \$21.0 million due to a shift in delivery date from 2015 to 2016
- Vessel deliveries delayed by a total of 91 months (~4.6 months per vessel)
- Our newbuilding program is flexible and spread throughout 2015 and 2016, strengthening Company's liquidity



	Rem. Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Total
<b>Remaining NB Capex<sup>(1)</sup></b>	<b>\$2.6</b>	<b>\$143.4</b>	<b>\$230.1</b>	<b>\$60.7</b>	<b>\$261.3</b>	<b>\$698.2</b>

(1) As of August 26<sup>th</sup>, 2015, excluding one vessel sold  
 (2) Includes deliveries and payments from June 30, 2015 until August 26, 2015

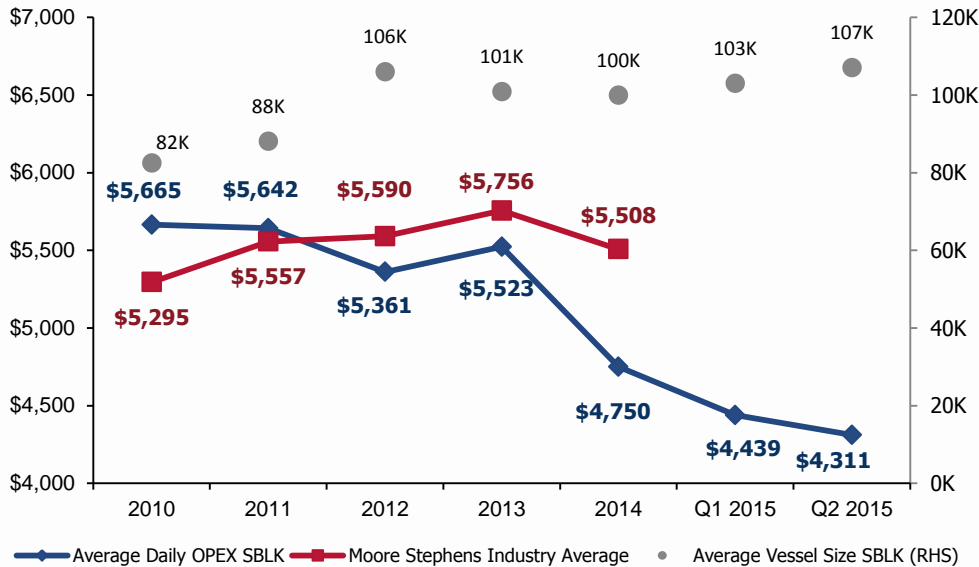
All figures approximate (in million)

# Continued Operational Excellence

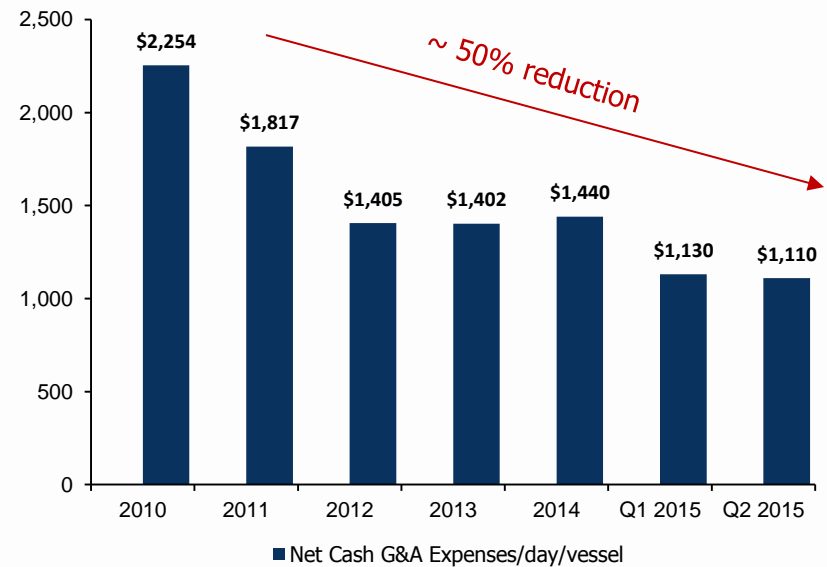


- ★ Vessel OPEX<sup>(1)</sup> were \$4,311 per day for Q2 2015, reduced by 17.2% compared to the respective figure of \$5,208 for Q2 2014
- ★ In Q2 2015 average daily net cash G&A expenses per vessel were reduced by 13.8% YTD, to \$1,110
- ★ Over 85% of managed vessels have a 5 star Rightship rating with all other vessels rated with 4 stars

### Average Daily OPEX <sup>(1)</sup>



### Net Cash G&A<sup>(2)</sup> Expenses



**On a fully delivered fleet of 90 vessels we will have achieved \$35 million in annual cost savings from OPEX and G&A expenses reduction**

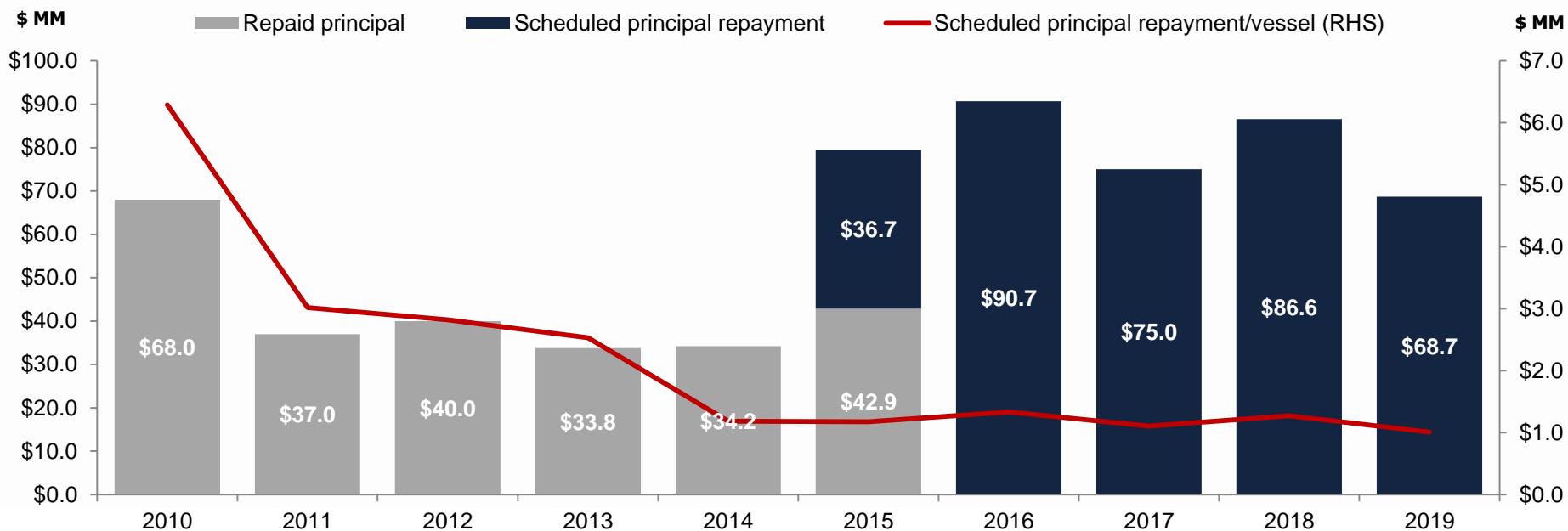
(1) Figures exclude pre-delivery expenses  
 (2) Excludes one-off severance payments and share incentive plans, includes management fees

# Cash & Debt Position



- ❖ **Total Cash (including minimum liquidity amounts)<sup>(1)</sup> :** **\$ 249.1 million**
- ❖ **Total Debt & Capital lease obligations <sup>(1)</sup>:** **\$ 1,011.5 million**
- ❖ **Net Debt <sup>(1)</sup>:** **\$ 762.5 million**
  
- ❖ **Expected equity proceeds from sale of committed vessels :** **\$ 34.4 million (of which ~20.0 million in September)**
- ❖ **Six unlevered vessels (1 Capesize, 3 Panamax, 1 Supramax, 1 Handymax)**

## Principal Repayment Schedule OTW Fleet <sup>(2)</sup>



(1) As of August 26, 2015

(2) Including repayments of capital lease obligations, excluding future balloon payments and bond redemptions



# Market Update

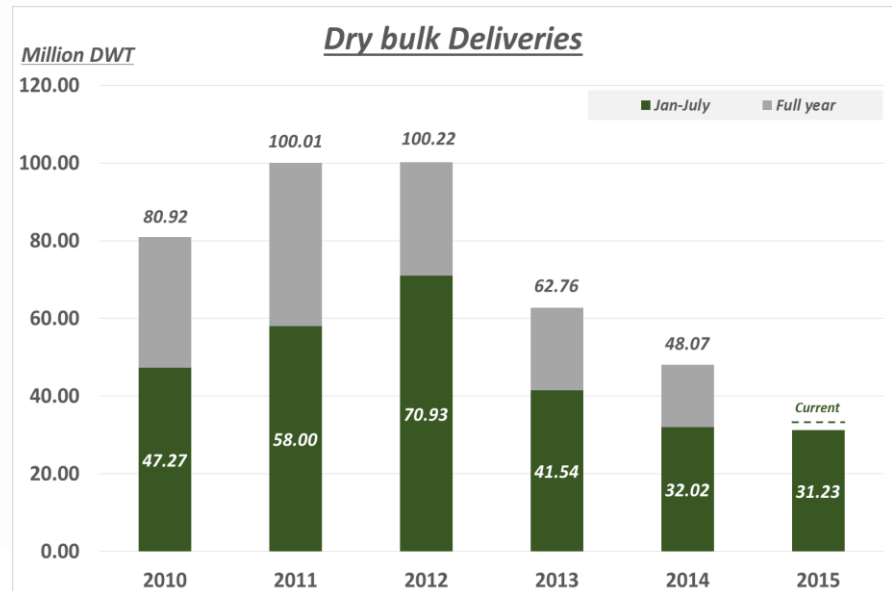
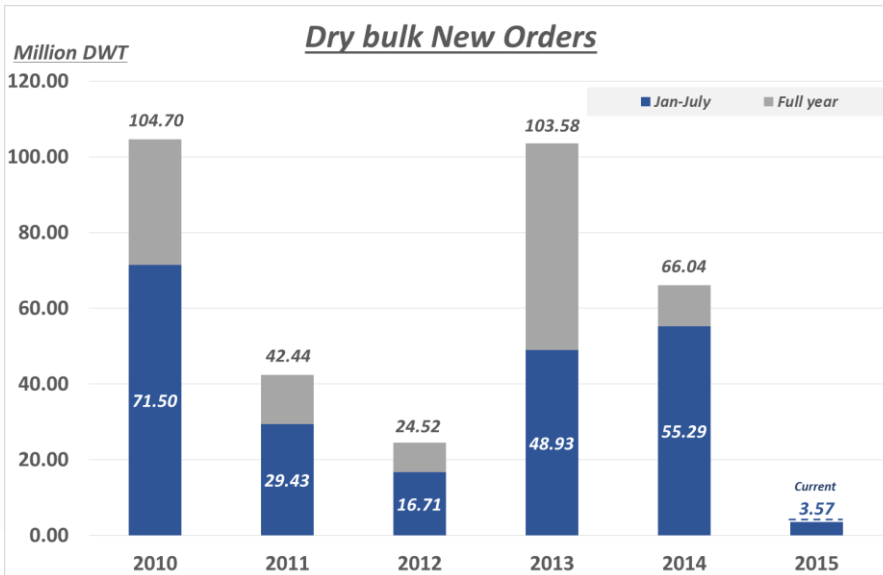
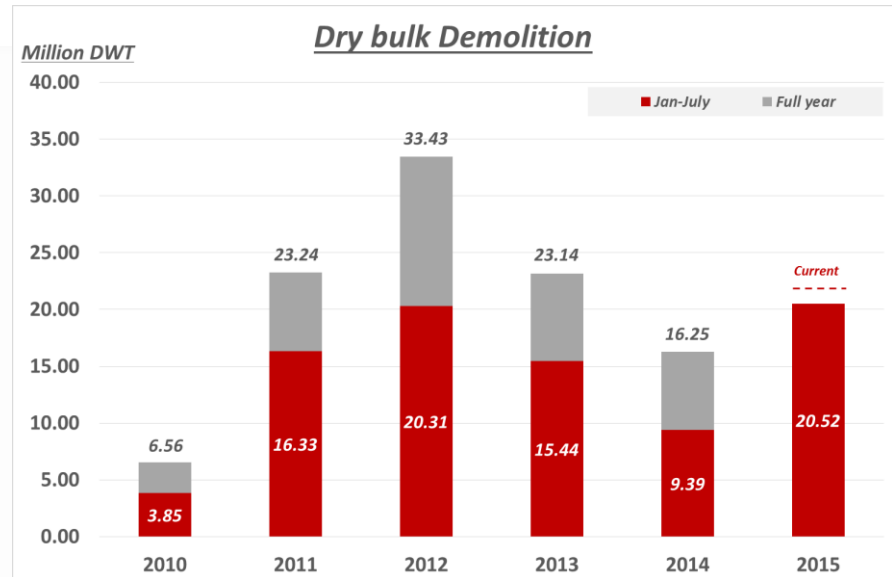


## 2015 Fleet growth revised downwards

- ★ Projected between 2.0% and 3.0%
- ★ Record high demolition activity: approx. 20.5 million dwt
- ★ Additional 1.5 million dwt reported as sold for demolition
- ★ Slippage expected to affect approx. 30% of scheduled deliveries

## Dry bulk Orderbook decreasing at a high pace

- ★ Currently stands at around 17.5% from 25.0% during 2nd half 2014
- ★ Record low contracting since October 2014. Approximately 4 million dwt.
- ★ Cancellations & Conversions trimming 2016 / 17 projected growth
- ★ Limited first tier yard capacity for 2017



## 2015 projected to be transition year for trade growth

- ★ First half trade growth affected from commodity price correction, lower steel consumption and destocking
- ★ Second half demand growth projected to recover
  - Trade expected to find support from:
    - Bottoming out of commodity prices
    - Depletion of stocks to very low levels
    - Inefficient miners in China closing down (-10%) and replaced by imports
    - Ton-miles multiplier

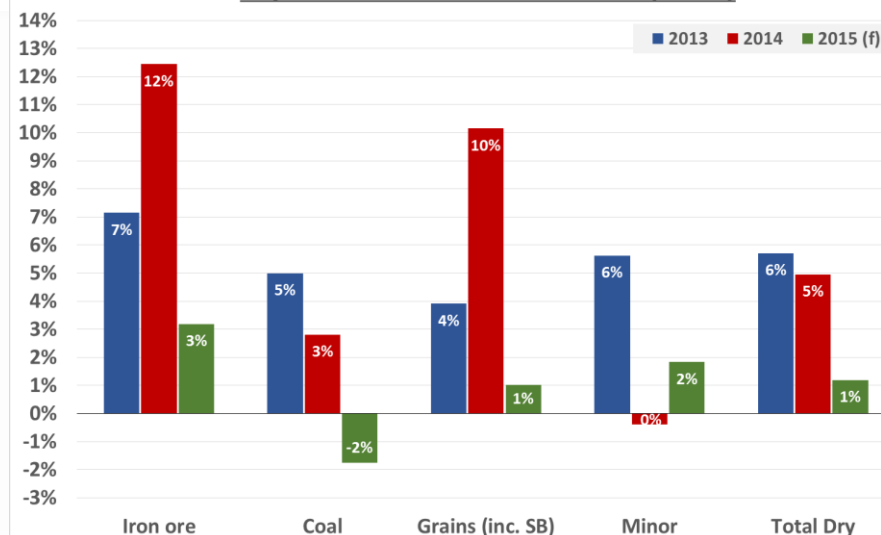
## Total Dry bulk trade growth for full 2015 projected between 1.0% and 2.0%

- ★ Iron ore trade projected between +3.0% / +4.0%
- ★ Coal trade projected between -2.0% / -1.0%
- ★ Grains trade (incl.) soybeans projected between +1.0% / +2.0%
- ★ Minor bulk projected between +1.5% / +2.5%

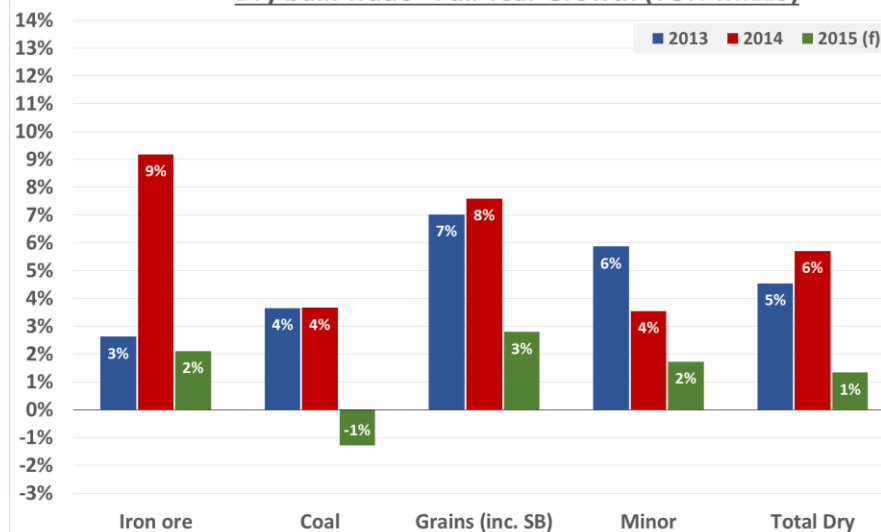
## 2016 trade expected to grow at higher pace than 2015

- ★ Global GDP stimulus due to:
  - Lower oil, raw material and finished product prices
  - Low interest rates
- ★ Chinese government incentives on real estate and infrastructure
- ★ ASEAN and India infrastructure development acceleration
- ★ Eurozone quantitative easing effect
- ★ Brazil Iron ore ton-mile effect
- ★ Asia coal ton-mile acceleration due to lower Indonesia exports
- ★ Minor bulk trade and ton-mile growth acceleration

Dry bulk Trade - Full Year Growth (TONS)



Dry bulk Trade - Full Year Growth (TON-MILES)





## Closing Remarks



## Actively Improving our Liquidity Position and Secured Financial Flexibility in Weak Markets

### Improving our Liquidity Position

- ❖ Capex deferrals of \$334.2 million of installments from 2015 to 2016
- ❖ NAV benefit of \$58.4 million from delivery postponement, capex reduction / cancelations
- ❖ Completed the sale of nine vessels ('90s built)
- ❖ Agreed the sale of additional three vessels to be sold in 2015 and 2016
- ❖ Waivers and relaxation of financial covenants from our lending institutions
- ❖ Newbuilding program is fully funded
- ❖ Total of \$249.1 million in cash<sup>(1)</sup>

### Attractive Platform

- ❖ Largest US listed dry bulk operator with 90 ships on a fully delivered basis
- ❖ Strong commercial and operating platforms
- ❖ Low cost operator with industry leading OPEX and SG&A expenses
- ❖ Proven support from financing banks and major shareholders
- ❖ Majority of the Board of Directors nominated by institutional investors

### Improving Dry Bulk Fundamentals

- ❖ Fleet growth contained, owners react to market downturn
- ❖ Steel and Coal supply and demand balance is improving
- ❖ 2016 trade expected to grow at higher pace than 2015
- ❖ Dry bulk ton-mile growth for full 2015 projected at +2% despite first half demand slowdown
- ❖ Fleet is levered to market upside

## Opportunity to Invest in a Leading Dry Bulk Operator at a Low Point in the Cycle

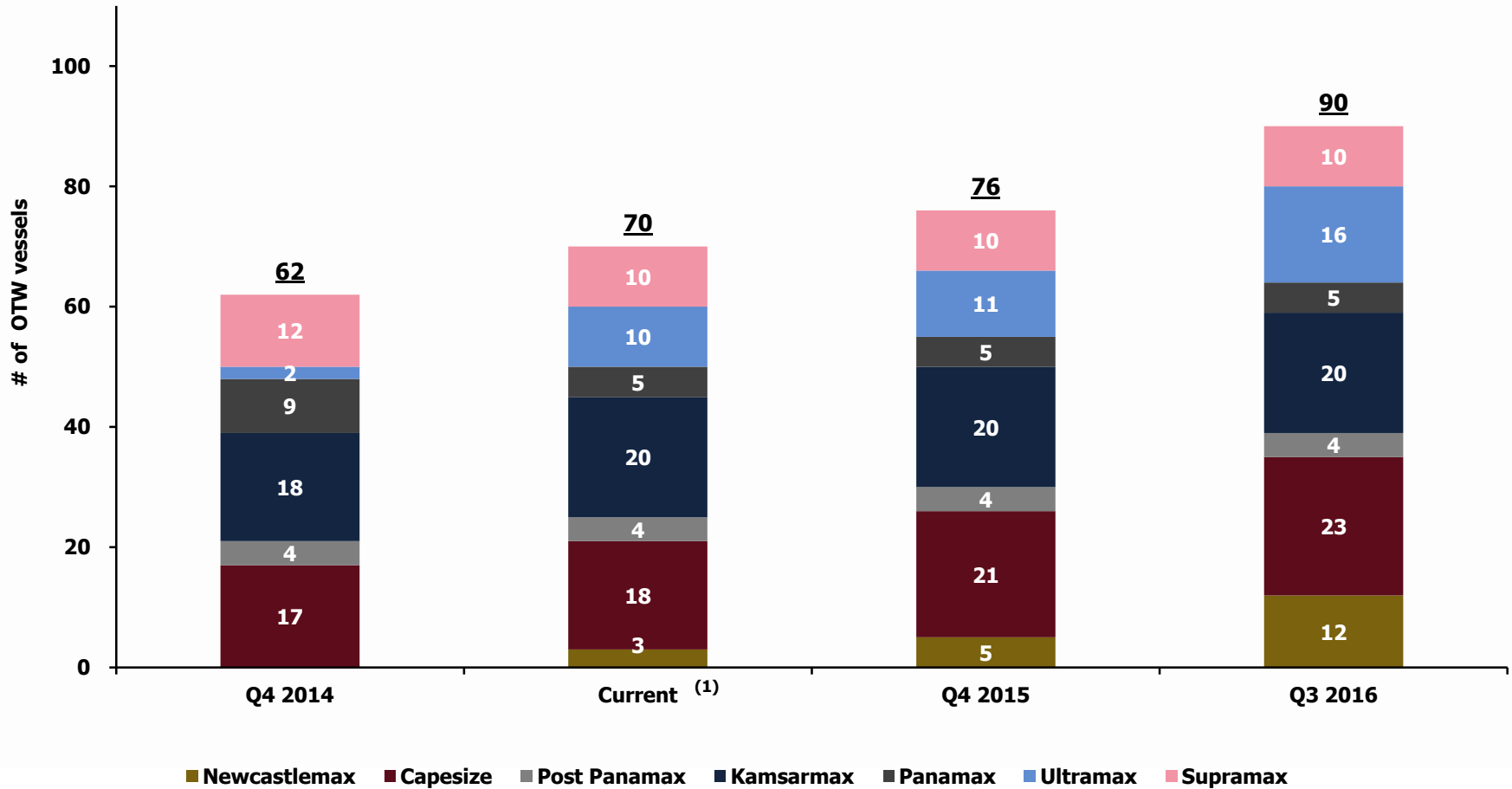




# Appendix



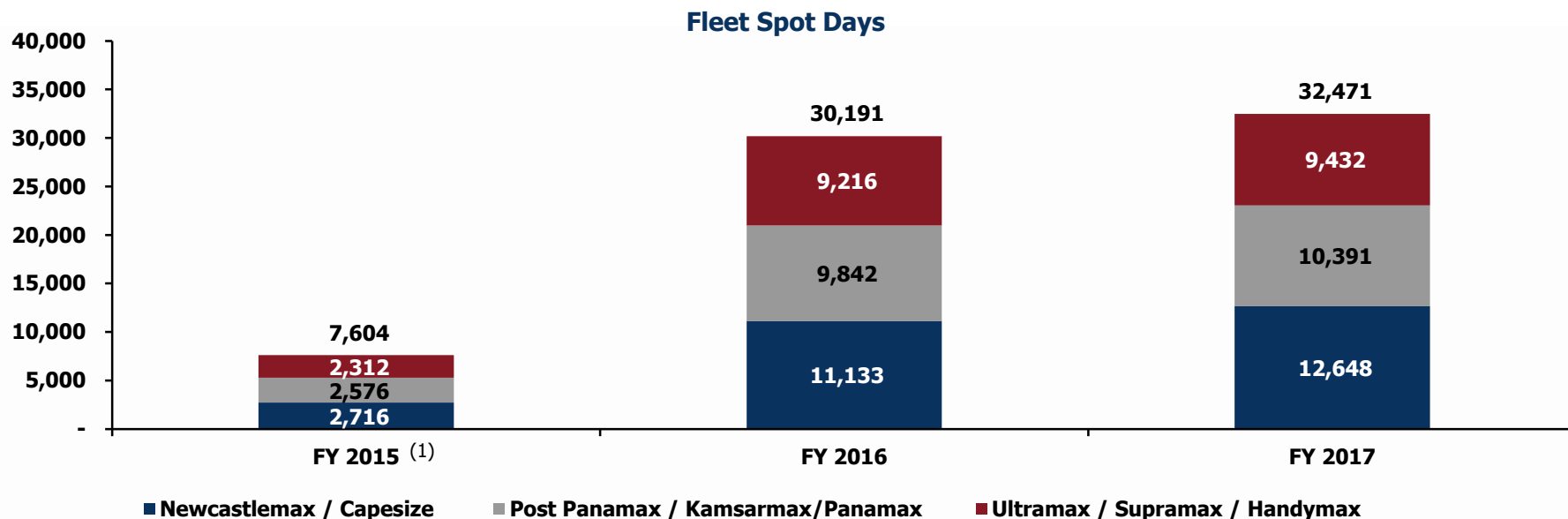
*On a fully delivered basis, our fleet will consist of 90 vessels with 10.5 million dwt with average age of 6.3 years <sup>(2)</sup>*



(1) As of week commencing August 31<sup>st</sup>, 2015

(2) Represents September 2016 average age; excluding 90's built Panamax and Handymax vessels.

# Fleet Employment Profile



Vessel	Charterer	2015		2016				Gross TC Rate
		3Q	4Q	1Q	2Q	3Q	4Q	
Big Bang	Major Mining Company							\$25,000
Christine	Major Utility Company							\$25,000 (2)
Amami	Glocal Maritime							\$15,000
Madredeus	Glocal Maritime							\$15,000
Star Sirius	Glocal Maritime							\$15,000
Star Vega	Glocal Maritime							\$15,000
Star Vanessa	ABT							\$7,000
Wolverine	Navig8							\$9,000
Mercurial Virgo	Cobelfret							\$8,000
Star Moira	Starboard							\$9,250
Star Nasia	Sinoriches							\$9,000

(1) As of August 26, 2015

(2) 50% profit share above the base rate

# Income Statement 2<sup>nd</sup> Quarter 2015



(in \$000's)	Apr 1 - Jun 30, 2015	Non-cash Adjustments	Adjusted Apr 1 - Jun 30, 2015	Adjusted Apr 1 - Jun 30, 2014
<b>REVENUES:</b>	<b>55,817</b>	<b>3,161</b>	<b>58,978</b>	<b>26,329</b>
<b>EXPENSES:</b>				
Voyage expenses	(12,891)		(12,891)	(5,276)
Vessel operating expenses	(29,181)		(29,181)	(8,057)
Drydocking expenses	(4,079)		(4,079)	(574)
Management fees	(2,074)		(2,074)	0
General and administrative expenses	(5,590)	549	(5,041)	(3,056)
Vessel Impairment Loss	(27,749)	27,749	0	0
Other operational loss	0		0	(4)
Other operational gain	550		550	238
Loss on sale of vessel	(11,336)	11,336	0	0
<b>Total expenses</b>	<b>(92,350)</b>	<b>39,634</b>	<b>(52,716)</b>	<b>(16,729)</b>
Equity in income of investee	34	(34)	0	(4)
<b>EBITDA</b>	<b>(33,360)</b>	<b>42,105</b>	<b>6,262</b>	<b>9,596</b>
Depreciation	(20,235)		(20,235)	(5,098)
<b>Operating Income</b>	<b>(56,790)</b>	<b>(16,839)</b>	<b>(40,302)</b>	<b>4,502</b>
Interest and finance costs	(7,439)	678	(6,761)	(1,694)
Interest income and other	290		290	32
Loss on debt extinguishment	(450)		(450)	0
Loss on derivative financial instrument	(688)	(656)	(1,344)	0
<b>Total other income (expenses), net</b>	<b>(8,287)</b>	<b>22</b>	<b>(8,265)</b>	<b>(1,662)</b>
<b>Net Income / Loss</b>	<b>(65,021)</b>	<b>42,783</b>	<b>(22,238)</b>	<b>2,836</b>
<b>EPS</b>	<b>(\$0.34)</b>		<b>(\$0.12)</b>	<b>\$0.10</b>

# Income Statement H1 2015



(in \$000's)	Jan 1 - Jun 30, 2015	Non-cash Adjustments	Adjusted Jan 1 - Jun 30, 2015	Adjusted Jan 1 - Jun 30, 2014
<b>REVENUES:</b>	<b>101,318</b>	<b>7,071</b>	<b>108,389</b>	<b>48,074</b>
<b>EXPENSES:</b>				
Voyage expenses	(30,637)		(30,637)	(7,721)
Vessel operating expenses	(56,964)		(56,964)	(16,062)
Drydocking expenses	(6,945)		(6,945)	(1,264)
Management fees	(4,063)		(4,063)	0
General and administrative expenses	(11,153)	1,407	(9,746)	(5,949)
Vessel Impairment Loss	(28,829)	28,829	0	0
Loss on time charter agreement termination	(2,114)	2,114	0	0
Other operational loss	0		0	(94)
Other operational gain	590		590	407
Loss on sale of vessel	(13,389)	13,389	0	0
<b>Total expenses</b>	<b>(153,504)</b>	<b>45,739</b>	<b>(107,765)</b>	<b>(30,684)</b>
Equity in income of investee	213	(213)	0	1
<b>EBITDA</b>	<b>(44,961)</b>	<b>51,941</b>	<b>624</b>	<b>17,391</b>
Depreciation	(38,519)		(38,519)	(9,777)
<b>Operating Income</b>	<b>(90,076)</b>	<b>52,154</b>	<b>(36,551)</b>	<b>7,614</b>
Interest and finance costs	(13,871)	715	(13,156)	(3,057)
Interest income and other	828		828	21
Loss on derivative financial instrument	(688)	(656)	(1,344)	0
<b>Total other income (expenses), net</b>	<b>(14,705)</b>	<b>59</b>	<b>(14,646)</b>	<b>(3,036)</b>
<b>Net Income / Loss</b>	<b>(105,197)</b>	<b>52,656</b>	<b>(52,541)</b>	<b>4,579</b>
<b>EPS</b>	<b>(\$0.56)</b>		<b>(\$0.31)</b>	<b>\$0.16</b>



Thank you