



# Introduction & Milestones

- » Euroseas is a provider of worldwide dry cargo transportation services and owner of ships
  - Drybulk carriers transporting iron ore, coal, grains and minor bulks
  - Containerships transporting dry and refrigerated cargoes

#### » Corporate History

- Formed in June 2005; backed by the Pittas family which owns about 45%
- The Pittas family has owned & operated vessels since 1870 / current one is the 4<sup>th</sup> generation
- Entered into the Euromar joint venture with private equity firms in 2010

#### » Public Market Presence

- Listed on NASDAO since 2007
- About \$70-\$80 million market capitalization (based on stock price of \$1.30-\$1.35 / share)

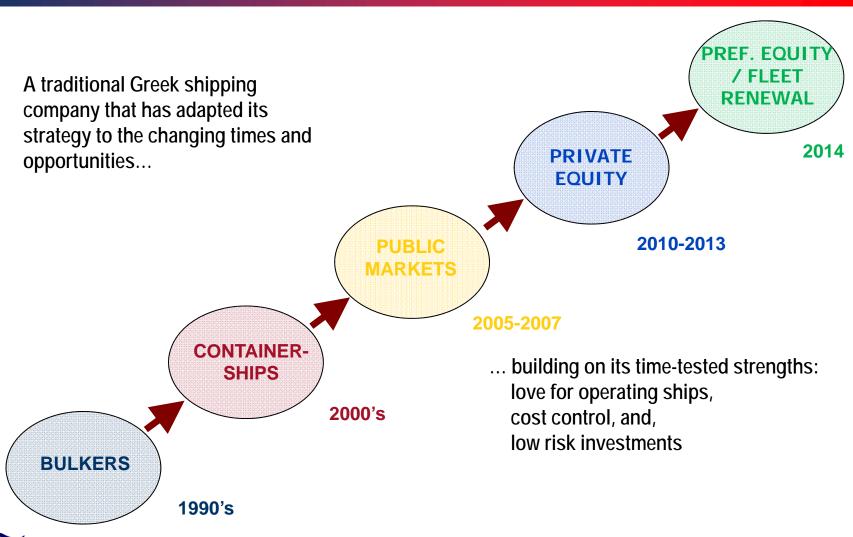


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### **Euroseas Strategic Evolution**





# Recent Developments

#### Ordered 2 Ultramax Drybulk Carriers (November 2013)

Chinese shipyard / Price about \$28m each / Deliveries scheduled in 2015Q4 and 2016Q1.

#### Convertible preferred equity raising (January 2014)

- ➤ Sold \$30.7m of Convertible Preferred Stock with net proceeds of about \$29m, Tennenbaum Capital Partners invested \$25m and Preferred Friends (an affiliate) invested \$5.7m.
- ➤ Preferred dividend of 5% PIK "payment-in-kind or cash at Euroseas' option, dividend goes to 0% if the stock price exceeds \$2.50. Conversion Price at \$1.45 / share; mandatory conversion after 2 years if price above \$2.50/share under certain conditions.

#### 10-yr old Panamax drybulker acquisition (February 2014)

Signed a MoA to buy a 2004blt, Japanese Built, Panamax Drybulk Carrier.

#### Common stock private placement (March 2014)

➤ On March 11, 2014, the Company entered into an agreement to sell approximately 11.2 million shares of its common stock in a private placement at a price of \$1.3435 per share to an institutional investor for expected net proceeds of approximately \$14.4 million.



## Current Fleet (not including Euromar vessels)

rybulk	arriers
٥	Cal

Containerships

		Size	)	Year	Acquisition	
Name	Туре	DWT	TEU	Built	Year	
Hull No DY160	Ultramax	63,500		2015	2013	
Hull No DY161	Ultramax	63,500		2016	2013	
TBN	Panamax	76,466	-	2004	2014	
Pantelis	Panamax	74,020	-	2000	2009	
Eleni P	Panamax	72,110	-	1997	2009	
Aristides NP	Panamax	69,268	-	1993	2006	
Monica P	Handymax	46,667	-	1998	2009	
Evridiki G	Intermediate	34,677	2,556	2001	2008	
Angeliki P	Intermediate	30,360	2,008	1998	2010	
Tiger Bridge	Intermediate	31,627	2,228	1990	2007	
Despina P.	Handysize	33,667	1,932	1990	2007	
Captain Costas	Handysize	30,007	1,742	1992	2007	
Joanna	Handysize	22,301	1732	1999	2013	
Marinos	Handysize	23,596	1,599	1993	2006	
Manolis P.	Handysize	20,346	1,452	1995	2007	
Ninos	Feeder	18,253	1,169	1990	2001	
Kuo Hsiung	Feeder	18,154	1,169	1993	2002	
Total	17 vessels	728,519	17,587	15.6		





		Siz	e	Year
Name	Туре	DWT	TEU	Built
AKINADA BRIDGE	Post-panamx	70,239	5,610	2001
CAP EGMONT	Intermediate	41,850	3,091	2007
EM ASTORIA	Intermediate	35,600	2,788	2004
EM PSARA	Intermediate	37,180	2,785	2007
MAERSK NAIROBI	Intermediate	34,654	2,556	2001
EM ATHENS	Intermediate	32,350	2,506	2000
EM CHIOS	Intermediate	32,350	2,506	2000
EM ANDROS	Intermediate	33,216	2,450	2003
EM ITHAKI	Intermediate	28,917	2,135	1999
EM HYDRA	Handy	23,400	1,736	2005
EM SPETSES	Handy	23,400	1,736	2007
Total	10 vessels	393,156	29,899	11.2

## Original capital commitment has been contributed:

- Total capital invested \$175m ...
- ..of which \$25m are from Euroseas
- Current cash position of about \$25m
- New Euroseas commitment of \$5m as preferred equity

#### Has bought 11 containerships

- Between 1700 and 5600 teu.
- Possible to acquire 1 more vessel







# Market Highlights – Dry Bulk Market Review – 2013Q4

#### **Bulkers**:

- The BDI (Charter Index) went up around 15% during Q4 due to the continuous strength of Capesizes approaching 2200; has recently been around in the 1400-1500 range.
- Current (March 2014) 1-yr TC rates are around \$31,000/day for Capes, \$15,000/day for Panamax and around \$13,500-14,000/day for Supramax vessels.
- Secondhand vessel prices moved up during Q4 around 20% for all size/age segments and continued strengthen during the first quarter of 2014
- The orderbook during Q4 has risen considerably adding about 13m dwt (abt 2% of the fleet as of the beginning of 2014); there appears to be still significant appetite for "eco" vessels. Deliveries by yards are mainly offered for 2016 onwards although slots (few?) for 2015 are still appearing.

#### **Containerships:**

- Rates have moved slightly lower on the smaller geared sizes due to the winter slow season, however the prospects look slightly better for 2014.
- Newbuilding prices seem to have bottomed out and the recent trend indicates increases in the region of 5-10%.
- Appetite for new orders was again very strong during Q4 with owners placing around 380k teu of new orders (abt 2.3% of the fleet as of the beginning of 2013), with the majority of them being in the big sizes with the 8-19,000 teu tonnage dominating the orderbook.



# World Economic Growth

- US is the growth engine but political & economic uncertainties globally remain
  - ➤ Positives: US growth continues allowing the Fed to begin tapering. The IMF increased its 2014 world growth estimate to 3.7% in 2014, due to faster than expected growth in the developed markets.
  - Negatives: Emerging markets expected to grow more slowly as domestic demand is weak. Ukraine / European Parliamentary elections could delay / slowdown European growth which is very important for the containership market
  - Emerging Market countries' outlook revised downwards as a transition from export and investment-led growth to domestic consumption led will take time. Capital flows have 'flown to safety' to developed markets causing the cost of borrowing to rise and influence economic growth.
- Recent comparative forecasts (as of late Feb-2014) are shown below:

		Morgan Stanley	Goldman Sachs	Economist	Average	IMF
		Feb-14	Feb-14	Feb-14	excl. IMF	(Jan '14)
2014	US	2.6%	3.3%	2.6%	2.8%	2.8%
	Eurozone	0.5%	1.1%	1.0%	0.9%	1.0%
	India	5.1%	5.0%	6.0%	5.4%	5.4%
	China	7.2%	7.8%	7.2%	7.4%	7.5%
	World	3.4%	3.7%		3.6%	3.7%
2015	US	2.7%	3.2%		3.0%	3.0%
	Eurozone	1.1%	1.5%	N.A.	1.3%	1.4%
	India	6.0%	6.2%		6.1%	6.4%
	China	7.4%	7.8%		7.6%	7.3%
	World	3.7%	4.0%		3.9%	3.9%



### World GDP & Shipping Demand Growth

Figures in parantheses:

**EUROSEAS** LTD

Real GDP (% p.a IMF)	2010	2011	2012	2013	2014	2015	2016
USA	2.8 (2.7)	1.8 (3.0)	2.8(1.8)	1.9(1.2)	2.8(2.6)	3.0 (3.4)	3.5
Eurozone	1.8 (1.0)	1.5 (1.5)	-0.7 (-0.5)	0.4(-0.4)	1.0(1.0)	1.4 (1.4)	1.5
Japan	4.3 (1.7)	-0.6 (1.7)	1.4(1.7)	1.7(2.0)	1.7(1.2)	1.0 (1.1)	1.2
China	10.3 (10.0)	9.3 (10.3)	7.7 (8.2)	7.7(7.6)	7.5(7.3)	7.3 (7.0)	7.0
India	9.7(7.7)	6.3 (8.4)	3.2 (7.0)	4.4(3.8)	5.4(5.1)	6.4 (6.3)	6.5
Russia	3.7 (3.6)	4.3 (4.5)	3.4 (3.0)	1.5(1.5)	2.0(3.0)	2.5 (3.5)	3.5
Brazil	7.5 (4.7)	2.7 (4.5)	1.0 (3.0)	2.3(2.5)	2.3(2.5)	2.8 (3.2)	3.3
ASEAN-5	6.7 (4.7)	4.5 (5.5)	6.2 (4.8)	5.0(5.0)	5.1(5.1)	5.6 (5.5)	5.4
World	5.0 (3.9)	3.9 (4.4)	3.1 (3.3)	3.0(2.9)	3.7(3.6)	3.9 (4.0)	4.1
Figures in parantheses:			(2013/14/15: 1	Previous forecast L	y IMF Oct-13)		
Dry Bulk Trade (% p.a.)							
Tons	13.0 (5.0)	7.0 (6.0)	7.0 (4.0)	<i>5.0(5.0)</i>	<i>3.0 (5.0)</i>	5.0	6.0
Containerized Trade (% p	o.a.)						
TEU	13.1 (8.0)	7.2(8.7)	3.1 (7.0)	5.0 (4.8)	6.0(6.1)	6.8	7.0

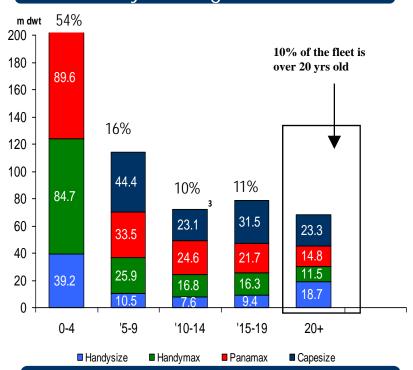
<sup>(1)</sup> Sources: GDP - International Monetary Fund: 2010-2012 and start of year estimates (in parentheses), 2013/14/15 IMF Forecasts (Jan-14), 2016 IMF Oct-2013). Trade - Clarksons estimates 2013-2014 (Jan-14), Company estimates 2015/2016; trade outlook takes into account revised economic views

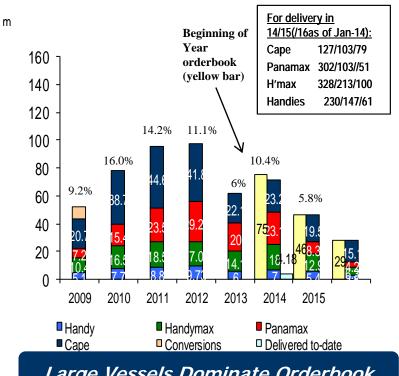
(2013/14: Last forecast Sep-13)

## Drybulk Age Profile & Orderbook Delivery Schedule



### Dry Bulk Orderbook (1)





#### Large bulkers are still young

Large Vessels Dominate Orderbook

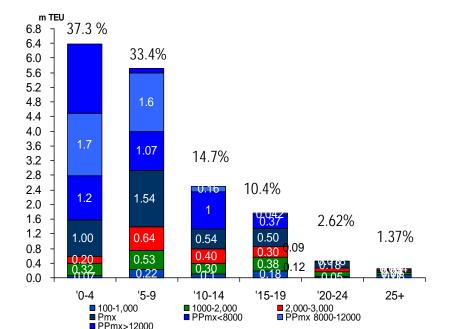
Source: Clarksons, as of January 2014. 2009-2013 fleet percent change includes scrapping and other additions and removals. In 2009, scrapping accounted for 10 m dwt (3%), conversions for 10.9 m dwt and other removals for 1.7 m dwt, and slippage & cancellations (28.5 m dwt) for 40% of the scheduled deliveries.

In 2010, scrapping accounted for 5.7 m dwt (1.2%), slippage and cancellations (47 m dwt) accounted for 37% of the scheduled deliveries. In 2011, scrapping accounted for 22.2 m dwt (4.2%), slippage and cancellations (43 m dwt) accounted for 29% of the scheduled deliveries. In 2012, scrapping accounted for 32.9 m dwt (5.3%), slippage and cancellations (40 m dwt) accounted for 29% of the scheduled deliveries In 2013, scrapping accounted for 21.62 m dwt (3.2%), slippage and cancellations (39 m dwt) accounted for 39% of the scheduled deliveries

In 2014/15/16/ deliveries are given as percent of fleet of previous year calculated without accounting for scrapping, other removals or conversions. **EUROSEAS** LTD

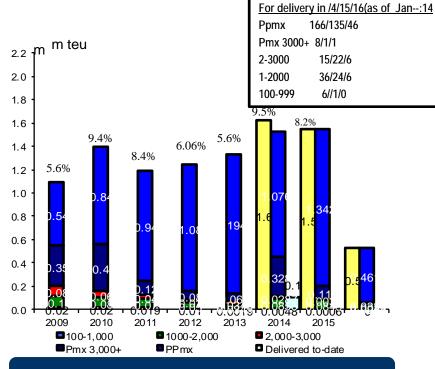
# Containership Age Profile & Orderbook Delivery Schedule

### Containership Age Profile(1)



#### Overall A Young Fleet

### Container Orderbook (1)



Large Vessels Dominate Orderbook

Source: Clarksons as of January 2014

**EUROSEAS** LTD

2009-2012 fleet percent change includes scrapping and other additions and removals. From 2013 onwards, percent fleet change is calculated based on the fleet of the previous year calculated without accounting for scrapping, other removals or conversions.

In 2009, scrapping accounted for 0.35 m teu, or 2.9% of the fleet. Slippage and cancellations of about 1.0 m teu accounted for about 50% of the scheduled deliveries. In 2010, scrapping accounted for 0.26 m teu, or 1.9% of the fleet. Slippage and cancellations of about 0.5m teu accounted for about 25% of the scheduled deliveries.

In 2011, scrapping accounted for 0.08 m teu, or 0.5% of the fleet. Slippage and cancellations of about 0.5m teu accounted for about 27% of the scheduled deliveries.

In 2012, scrapping accounted for 0.32 m teu, or 2.1% of the fleet. Slippage and cancellations of about 0.1m teu accounted for about 10% of the scheduled deliveries.

In 2013, scrapping accounted for 0.43 m teu, or 2.6% of the fleet. Slippage and cancellations of about 0.5m teu accounted for about 27% of the scheduled deliveries.

# Outlook Summary

#### **Bulkers**

- We anticipate that the supply/demand balance will slightly tilt in favor of demand in 2014 and 2015 and we therefore expect rates to improve albeit not dramatically.
- If new incremental deliveries in 2016 do not exceed 4% of the fleet, we would expect charter rate to remain as in 2015.

#### **Containerships**

- We expect demand prospects to improve in 2014 and 2015 but are still shaky in view of the "fragile" economic environment.
- With no new incremental deliveries expected for 2014 and 2015, we expect a supply/demand balance in favor of demand in 2014 and 2015 and a modest improvement of rates over the next 2 years.
- If new incremental deliveries in 2016 do not exceed 6% of the fleet, we would expect charter rate to remain as in 2015.







# Vessels Employment Chart – Bulkers

### Coverage: 69% 2014 based on max durations

		2013				2013 2014												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec		
	<b>Q</b> 3		Q4			Q1			Q2			Q3			Q4			
ELENI P		Spot Po	ol					BPI4TC	Related	d Charte	r							
MONICA P							\$7,500	l										
PANTELIS	11,:	200+50	/50 pro	fit shar		\$12,50	0											
ARISTIDES N.P.				\$7,50	00													
				Min To	C Perio	d			Re-del	livery ra	ange				Optio	ns		



## Vessels Employment Chart – Containerships

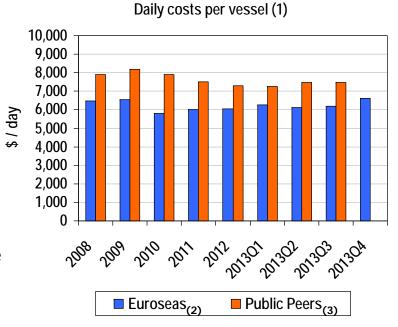
### Coverage: Abt 59% in 2014 based on max durations

		2014										
	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec
		Q1			Q2			Q3			Q4	
JOANNA		\$7,50	0									
MARINOS		\$7,150										
MANOLIS P		\$7,2	200									
EVRIDIKI G		\$8,	000									
TIGER BRIDGE		\$6,8	300						\$9,500			
KUO HSIUNG		\$7,700							\$1-YR (	Option @	\$11,500	
CPT COSTAS			\$6,	500					\$1-	YR Optic	n @\$11,	,500
AGGELIKI P	\$6	5,000				\$6,950						
DESPINA P	\$6	,400				\$6,950						
NINOS					\$8,20	0						
			Min TC	Period			Re-deliv	ery ran	ge		Options	S



## Fleet Management & Operational Performance

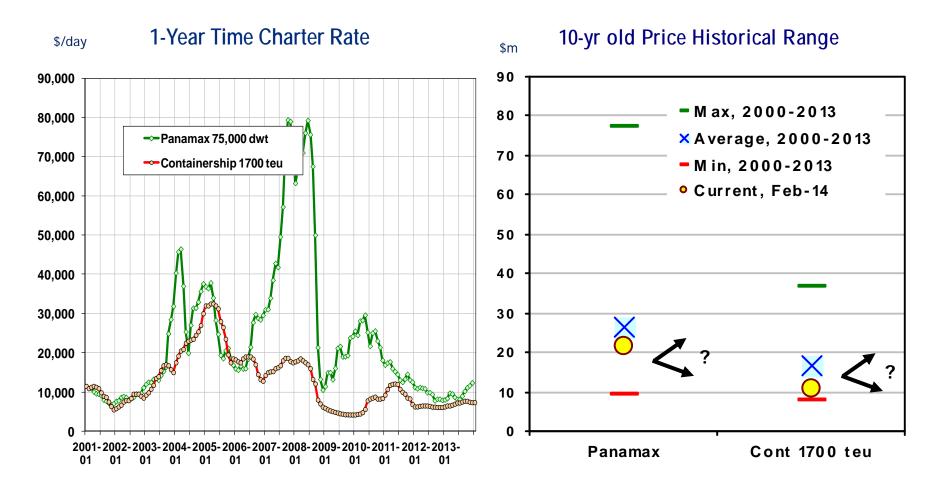
- Operational fleet utilization rate in excess of 98.5% over last 5 years.
  - Outstanding safety and environmental record.
  - For 2013Q4, operational fleet utilization 98.8% and commercial 100%.
  - For 2013, operational fleet utilization 98.9% and commercial 96.8%.
- Overall costs achieved are amongst the lowest of the public shipping companies.



- (1) Includes running cost, management fees and G&A expenses (not drydocking expenses)
- 2009 figure was increased by abt \$600/day to account for the lower cost of the 3 laid-up vessels;
   2010 figure was increased by abt \$300/day to account for the lower cost of the laid-up vessels (2 in 2010H1 and 1 in 2010Q3);
- (3) Peer group includes DRYS (up to 2009), DSX, EGLE, EXM, GNK, OCNF and FREE (drybulk), and SSW, DAC (containership) up to 2010; DSX, EGLE, EXM, GNK, SBLK, and SB (drybulk), and SSW, DAC, DCIX in 2011 and 2012.

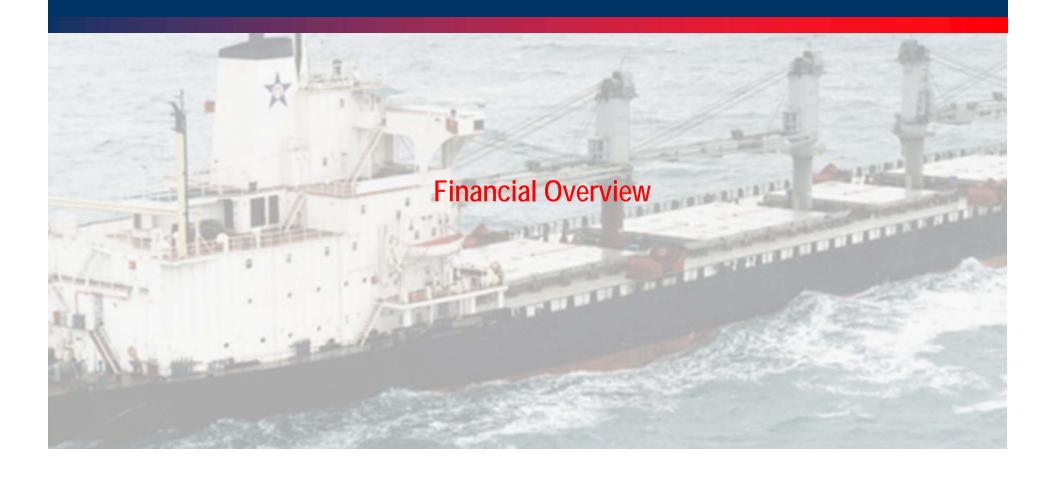


## Market Snapshot – Investment Opportunities









# **Debt Repayment Profile**

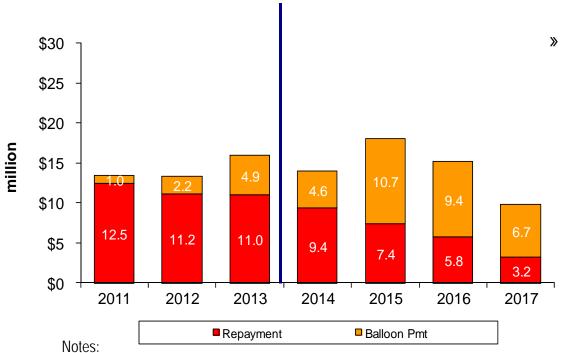
### **Debt Repayment Schedule – As of** 02/21/2014

#### **Cash Flow Breakeven**

Cash Flow Breakeven - rough estimate for next 12 months:

	<u>\$/</u>	<u>day</u>
OPEX	\$	5,700
G&A	\$	820
Interest	\$	550
Drydock	\$	330
Loan Rpmt(*)	\$	2,750
TOTAL	\$1	0,150

(\*) Corresponds to \$4.6m for balloon payments and \$9.4m for loan repayments scheduled in the next 12 months; without balloons the breakeven rate is below \$9,500/day



Includes new loan of \$8m drawn in Feb-2014

Includes repayments of assumed loans for newbuildings in 2016 and 2017 of \$1.5 and \$2m, respectively. All other loans are paid off by 2017



# Balance Sheet & Other Data

- Cash @ December 31, 2013: \$ 19.3m
  - > \$11.4m unrestricted and about \$7.9m of restricted funds and retention accounts
  - > Total Cash Proforma for Convertible Preferred proceeds plus equity: \$63 m
- Debt: \$45.6m as of December 31, 2013
  - Debt to Capitalization ratio about 30%
  - Debt to Market Value of Fleet ratio 52%
  - Net debt to Market Value of Fleet ratio about 27%.
  - Loan covenants satisfied



# Strategy & Growth

#### We are determined to grow Euroseas

- Increase capital base
  - Already added \$45m+ of new capital in 2014
  - More capital to be raised
- Expand and renew fleet
  - Already ordered and acquired vessels in the drybulk sector where near term focus is
  - Also evaluating opportunities in the containership sector
- As always keeping risks low => moderate leverage

#### We have the "platform"

- Track record of navigating through rough waters
- Strong balance sheet
- Low operating cost structure
- Team & experience





#### **Euroseas Ltd**

Aristides J. Pittas (54), Chairman & CEO since inception (2005), President of Eurobulk Ltd. since 1994

27+ year involvement in shipping. Managed the Pittas family interests since 1994 and Euroseas since inception (2005). MSc and BSc degrees in Naval Architecture and Shipping Management from MIT and Newcastle.

Dr. Tasos Aslidis (53), CFO since inception (2005)

23+ years involvement in shipping; previously with Marsoft Inc. consulting on shipping investment and risk management strategies. PhD, MSc & BSc degrees in Shipping Management, Operations Research & Naval Architecture from MIT and National Technical University of Athens.

#### Symeon Pariaros (38), CAO since 2007

15+ years experience in shipping; previously with Clarksons and Eurochart. Bachelor of Engineering in Manufacturing Engineering, Management and Business Studies at Brunel University, London

#### **Eurobulk Ltd**

Marcos Vassilikos (54), Managing Director since 2005

27+ years involvement in shipping. Previously with Troodos, Anangel and Oceanbulk. MSc & BSc Naval Architecture and Marine Engineering degrees from MIT and Newcastle.

Adamandios Catsambis (49), Commercial Director since June 2012

25+ years of shipping experience as owner and managing director of Catsambis Shipping Ltd. BSc & MBA Degrees from NYU / Stern School of Business.

#### **Eurochart SA**

Nikitas Georgoudis (36), Sale & Purchase Director since 2002

12+ years of involvement in shipping. BSc Mathematics and Economics at Sussex University, UK. MSc Money Banking and Finance at Birmingham University, UK





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## Financial Highlights: 4th Quarter and Full Year of 2012 and 2013

(to as the second second	F	ourth Quar	_		chango	
(in million USD except per share amounts)	2012	2013	change % (4)	2012	2013	change % <sup>(4)</sup>
Net Revenues	\$12.4	\$9.7	-22.0%	\$52.5	\$39.2	-25.4%
Net Income	(\$2.0)	(\$86.1)		(\$13.2)	(\$103.4)	
(Gain) /Loss on Sale of Vessel	-	-		\$8.6	\$1.9	
(Gain) / loss on derivatives & unrealized (gain) / loss on trading securities	\$0.0	\$0.07		\$0.6	\$0.2	
Impairment Loss	-	\$78.2		\$0.0	\$78.2	
Adj. Net Income	(\$2.0)	(\$7.8)		(\$4.0)	(\$23.1)	
Adjusted EBITDA (1)	\$2.5	(\$0.1)		\$14.9	(\$1.7)	
"GAAP" EPS, Diluted <sup>(2)</sup>	(\$0.04)	(\$1.89)		(\$0.34)	(\$2.28)	
"Operating <sup>(3)</sup> " Adj. EPS, Diluted	(\$0.04)	(\$0.17)		(\$0.10)	(\$0.51)	
Dividends per share, declared	\$0.02	\$0.00		\$0.09	\$0.03	

<sup>(1)</sup> See press release of 02/20/2014 for Adjusted EBITDA reconciliation to Net Income and Cash Flow from Operations.

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<sup>(2)</sup> Calculated on 45,265,155 and 38,950,100 shares for 2012 and 45,617,130 and 45,442,461 shares for 2013.

<sup>(3) &</sup>quot;Operating" EPS excludes from Net Income the capital gains, unrealized and realized derivative gains and losses, unrealized investment gains or losses and amortization of fair value of charters acquired. See press release of 02/20/2014 for reconciliation to Net Income.

<sup>(4)</sup> Calculated based on figures in press release of 02/20/2014.

## Fleet Data for 4th Quarter and Full Year of 2012 and 2013

Fleet Statistics		Fourth Q	uarter	Full	Year	
		2012	2013	2012		2013
	(un	audited)	(unaudited)	) (unaudited)	(un	naudited)
Number of vessels		15.00	14.00	15.21		14.56
Utilization Rate (%)						
Overall <sup>(1)</sup>		98.9%	98.8%	95.6%		95.7%
Commercial <sup>(1)</sup>		99.8%	100.0%	96.2%		96.8%
Operational <sup>(1)</sup>		99.1%	98.8%	99.4%		98.9%
Averages in usd/day/vessel						
Time Charter Equivalent (TCE)(2)	\$	9,510	\$ 7,923	\$ 10,155	\$	7,945
Operating Expenses						
Vessel Oper. Exp. excl. laid-up		5,381	5,934	5,401		5,665
G&A Expenses		654	689	658		639
Total Operating Expenses		6,035	6,623	6,058		6,304
Interest Expense		343	331	355		347
Drydocking Expense		611	299	290		718
Loan Repayments		2,491	4,979	2,395		3,000
Total Cash Flow Breakeven		9,480	12,232	9,098		10,369

<sup>(1)</sup> Utilization Rate is calculated excluding scheduled offhire (drydockings and special surveys) and vessels in lay-up. Scheduled offhire amounted to 0.8 and 127.6 days for the fourth quarter and full year of 2013.

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<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 offhire for commercial or operational reasons.