



**Euroseas Ltd.**

**Company Presentation**

**[NASDAQ: ESEA]**

**Capital Links' 8th Maritime Leaders Summit**

**June 2022**



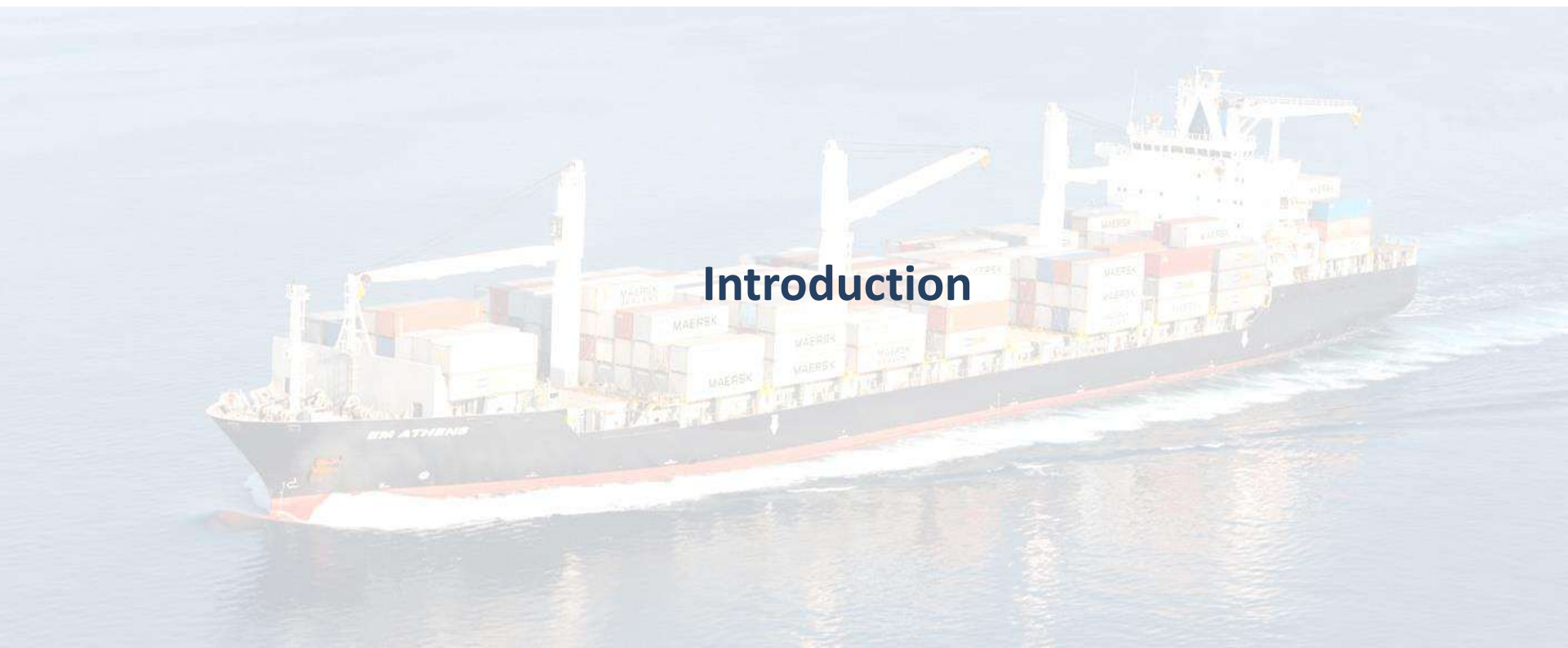
# Forward-Looking Statements

*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 container 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 Euroseas does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation.*

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*This presentation also contains historical data about the containerized trade, the containership fleet and the containership rates. 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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## Introduction

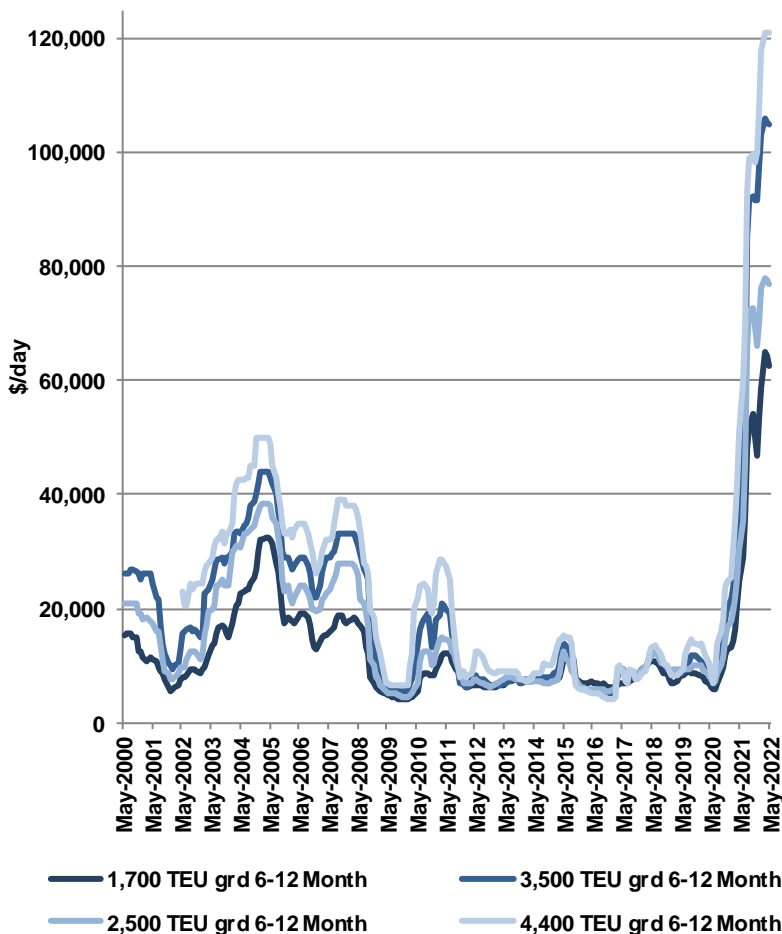
# Euroseas - Introduction

- Euroseas is a provider of worldwide ocean-going transportation services through the ownership and operation of container vessels
  - Established in 2005 by the Pittas family which has owned/operated vessels since 1870; currently, the 4th generation at the helm of the Company
  - Current fleet consists of:
    - 18 vessels on the water, 10 Feeder and 8 Intermediate containerships, with a cargo capacity of 58,871 teu; and,
    - A 9 feeder containership newbuilding program with vessel deliveries in 2023 and 2024, increasing the total carrying capacity to 81,071 teu.
- Long capital market track record
  - Nasdaq Listed (“ESEA”) since 2007, transparent reporting and strong corporate governance
- Experienced management team and seasoned Board of Directors
  - Aristides J. Pittas, CEO & Dr. Tasos Aslidis, CFO have 30+ years of industry experience, Simos Parios, CAO has 20+ years; all have been with the Company since inception
  - Independent majority board with all members in leading positions in their respective industries or with long investment experience in shipping
- Vessel management is done through Eurobulk Ltd., an affiliated company
  - Established in 1995; well-respected within the industry for its efficient and safe operating track record
  - “Vertically” integrated with strong relationships with charterers, suppliers, bankers and other industry participants

# Current Point in the Market

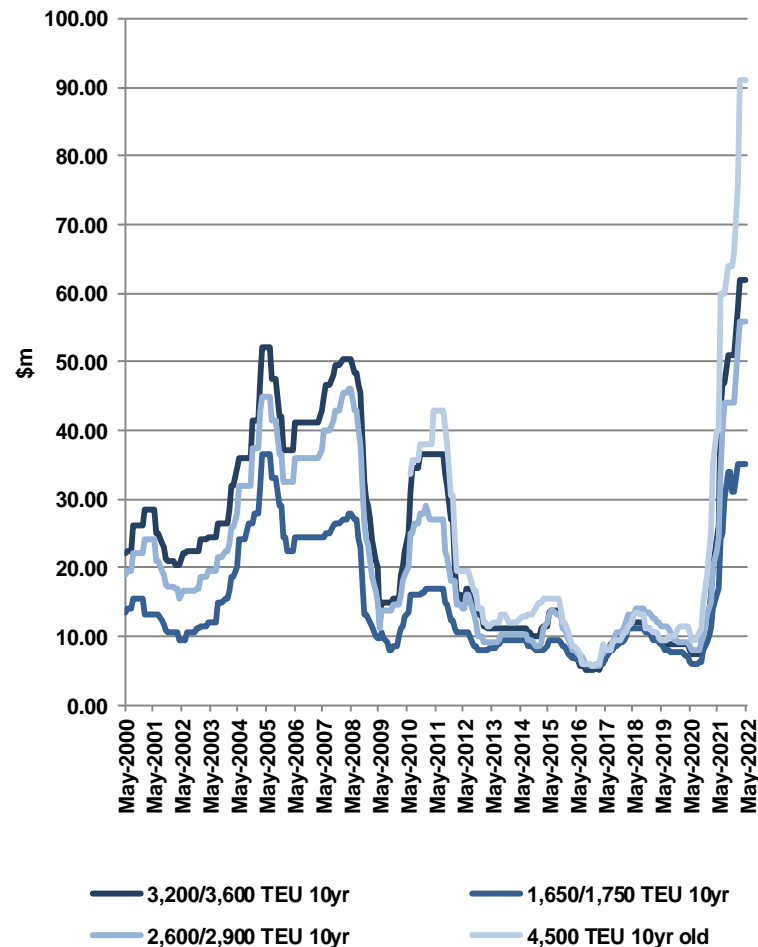
## 6 – 12m TC rate (\$/day)

Over the past 52 weeks TC rates have been on the rise, standing at levels never seen before



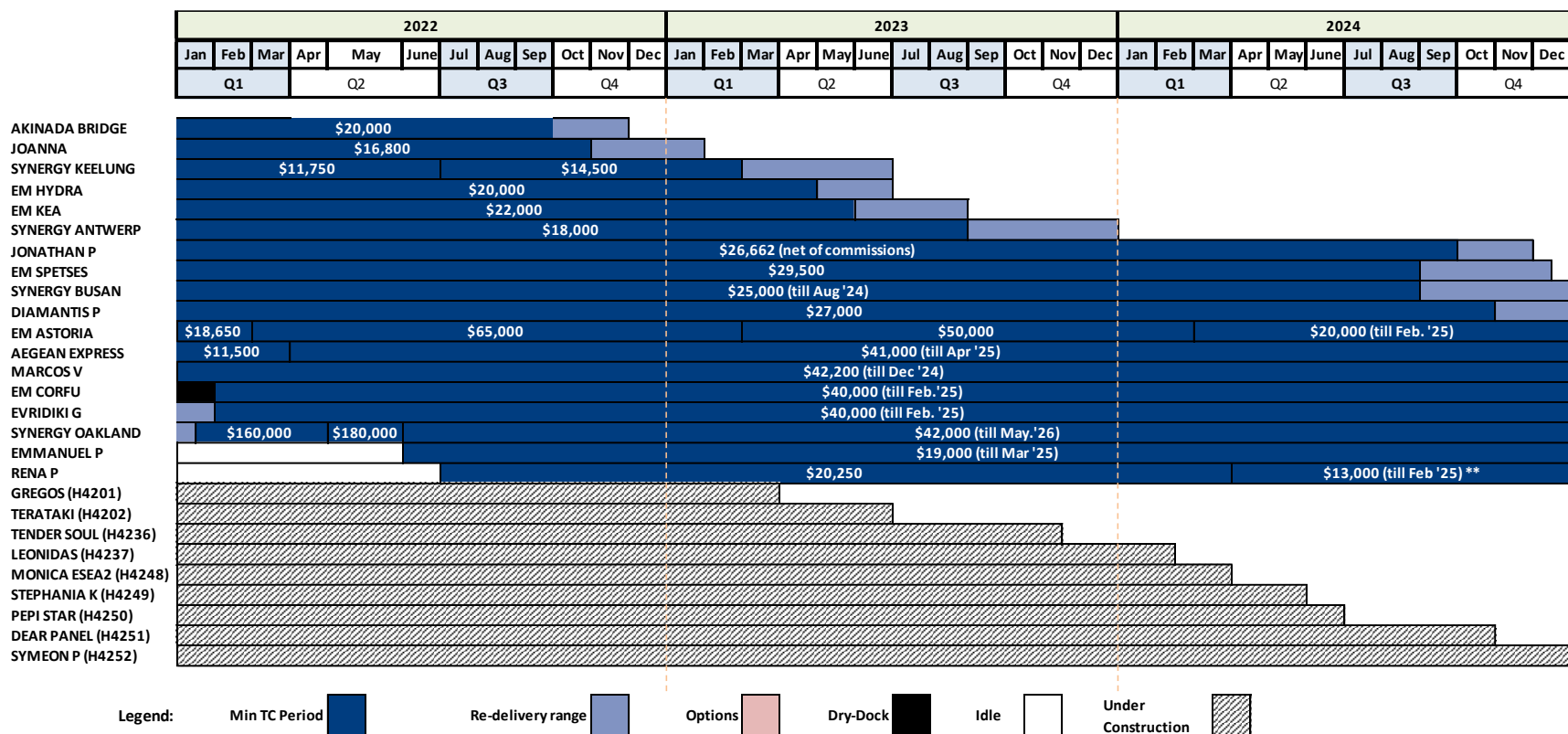
## 10 year old Second Hand Prices (\$m)

Second hand vessel prices have reached all time highs, following TC rates momentum



# Vessel Employment - Significant Visibility Beyond 2023

## Solid chartering strategy securing significant cash flow generation beyond 2023



- Already, 97% of 2022 available days are covered at an average rate of ~\$32,000/day with an EBITDA contribution of ~\$130m
- For 2023, 78% of available days have been secured at an average rate of ~\$33,200/day and an EBITDA contribution of ~\$128.5m
- For 2024, ~4,674 days are already covered out of ~8,555 available days (about 55%) at an average rate of ~\$34,000/day



Source: Company

Note: \*\* Rena P rate ranges based on CONTEX with a floor of \$13,000 and a ceiling of \$21,000

Given the strength of the current charter market, it is assumed that the existing charters will run to their maximum duration

# Fleet Growth Strategy

## **Newbuilding program initiated in 2021**

- Nine newbuilding contracts, six 2,800 teu and three 1,800 teu vessels, all modern eco-design fuel efficient; expected to be delivered between 2023 and 2024
  - Exploits relatively better prices for newbuildings as compared to vessel prices for secondhand acquisitions
  - Renewal of fleet and expansion of company's footprint in the feeder sector focusing on the most commercially-demanded vessel sizes
  - Adhere to its commitment for environmentally sustainable operations

## **“Structured” second-hand vessel acquisitions**

- Due to high vessel prices, secondhand vessels are acquired only if simultaneously chartered for a sufficient long period and at such rate level whereby at the end of the charter, cost basis is below scrap value or historical median price
  - Typically, three- to four-year charters are arranged to minimize/eliminate market risk
  - Essentially, an option for upside potential after the end of the charter
  - Two such acquisitions in 2022:
    - Emmanuel P (ex. Seaspan Melbourne): Delivered on May 24, 2022, a 4,250 teu intermediate container vessel built in 2005, for \$17.5m with a charter until Mar-2025
    - Rena P (ex. Seaspan Manila): To be delivered in June 2022, a 4,250 teu intermediate container vessel built in 2007, for \$19.5m with a charter until Feb-2025

# Current Fleet Profile

Current fleet is comprised of 18 vessels with an average age of 17<sup>(1)</sup> years and a carrying capacity of 58.9k TEU



**10x Feeder**  
**Avg. Age: 19.2 years<sup>(1)</sup>**  
**Carrying Capacity: 21.4k TEU**



**8x Intermediate**  
**Avg. Age: 15.7years<sup>(1)</sup>**  
**Carrying Capacity: 37.5k TEU**

Name	Type	DWT	Size		Year Built
			TEU		
<b>On the water fleet</b>					
Marcos V	Intermediate	72,968	6,350		2005
Akinada Bridge	Intermediate	71,366	5,610		2001
Synergy Bussan	Intermediate	50,726	4,253		2009
Synergy Oakland	Intermediate	50,787	4,253		2009
Synergy Keelung	Intermediate	50,969	4,253		2009
Synergy Antwerp	Intermediate	50,726	4,253		2008
Emmanuel P	Intermediate	50,796	4,250		2005
Rena P	Intermediate	50,796	4,250		2007
EM Kea	Feeder	42,165	3,100		2007
EM Astoria	Feeder	35,600	2,788		2004
EM Corfu	Feeder	34,654	2,556		2001
Evridiki G	Feeder	34,677	2,556		2001
Diamantis	Feeder	30,360	2,008		1998
EM Spetses	Feeder	23,224	1,740		2007
EM Hydra	Feeder	23,351	1,740		2005
Jonathan P	Feeder	23,357	1,740		2006
Joanna	Feeder	22,301	1,732		1999
Aegean Express	Feeder	18,581	1,439		1997
<b>On the water fleet total</b>	<b>18</b>	<b>737,404</b>	<b>58,871</b>		<b>17.0</b>



**Note:**

1. Average age is weighted by the size of the vessels in teu



# Vessels Under Construction

*Nine vessels with capacity of 22,200 teu to be delivered during 2023 & 2024*



**6x Feeders**  
Carrying Capacity: 2,800 teu each



**3x Feeders**  
Carrying Capacity: 1,800 teu each

Name	Type	DWT	Size		To be Delivered
				TEU	
<b><i>Vessels under construction</i></b>					
Gregos (H4201)	Feeder	37,237		2,800	Q1 2023
Terataki (H4202)	Feeder	37,237		2,800	Q2 2023
Tender Soul (H4236)	Feeder	37,237		2,800	Q4 2023
Leonidas Z (H4237)	Feeder	37,237		2,800	Q1 2024
Monica (H4248)	Feeder	22,262		1,800	Q1 2024
Stephania K (H4249)	Feeder	22,262		1,800	Q2 2024
Pepi Star (H4250)	Feeder	22,262		1,800	Q2 2024
Dear Panel (H4251)	Feeder	37,237		2,800	Q4 2024
Symeon P (H4252)	Feeder	37,237		2,800	Q4 2024
<b>On order vessels total</b>	<b>9</b>	<b>290,208</b>		<b>22,200</b>	

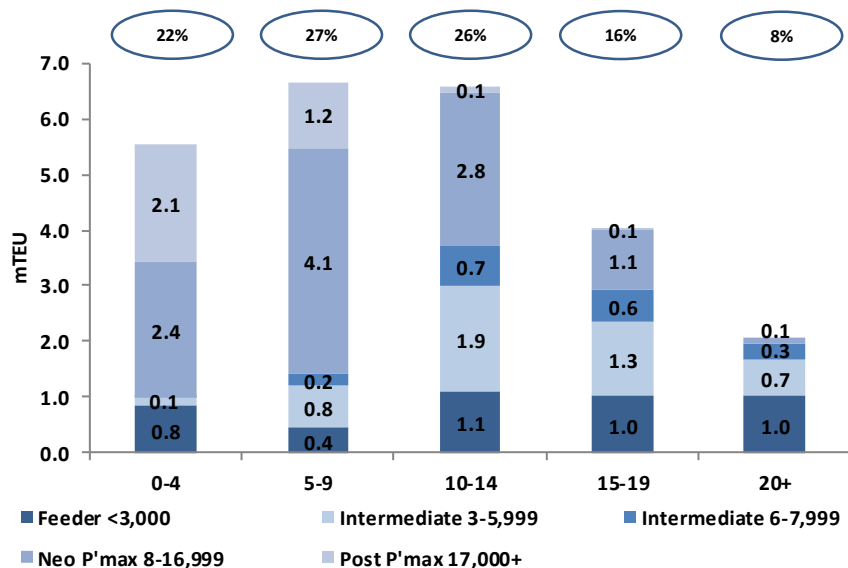


## Container Sector Overview: Supply/Demand Fundamentals

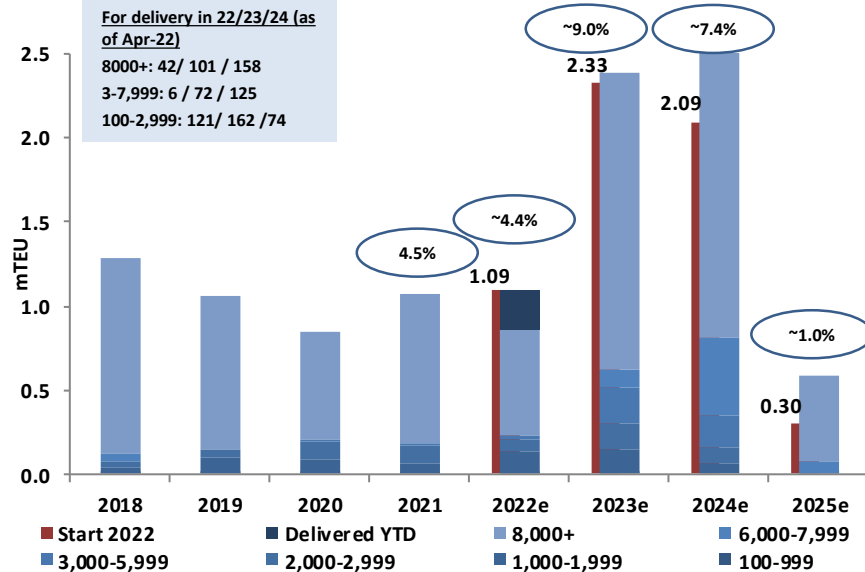


# Age Profile and Orderbook

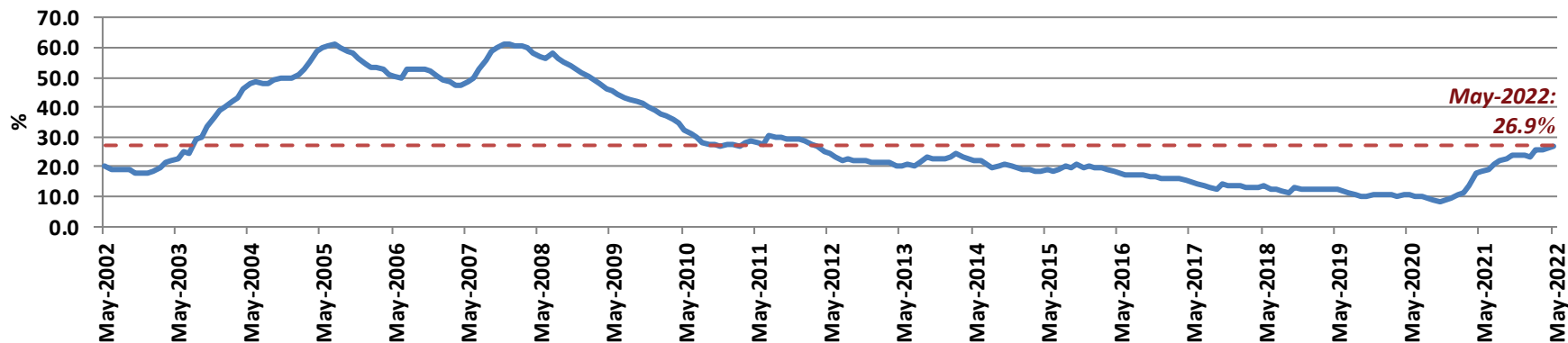
## Age Profile



## Containership Orderbook

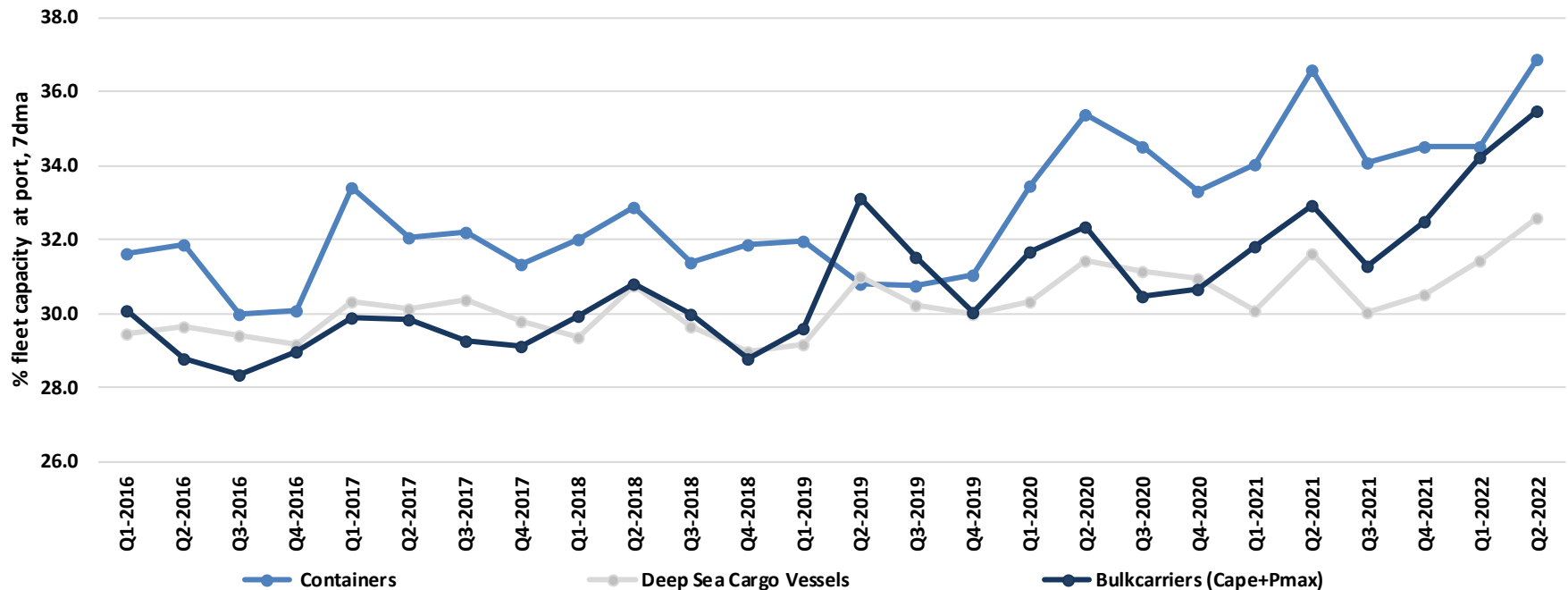


## Orderbook as % of fleet



# Transportation System Inefficiencies

## Port Congestion Indices



- Disruption to global logistics and supply chains was widespread last year. Port congestion was a key feature and 2022 has seen no material signs of this winding down.
- A range of global events clearly continue to generate disruption. The impacts of the Russia-Ukraine conflict in particular could further amplify shipping “inefficiencies”.

# World GDP & Shipping Demand Growth

## Containerized Trade Growth Vs World GDP Growth

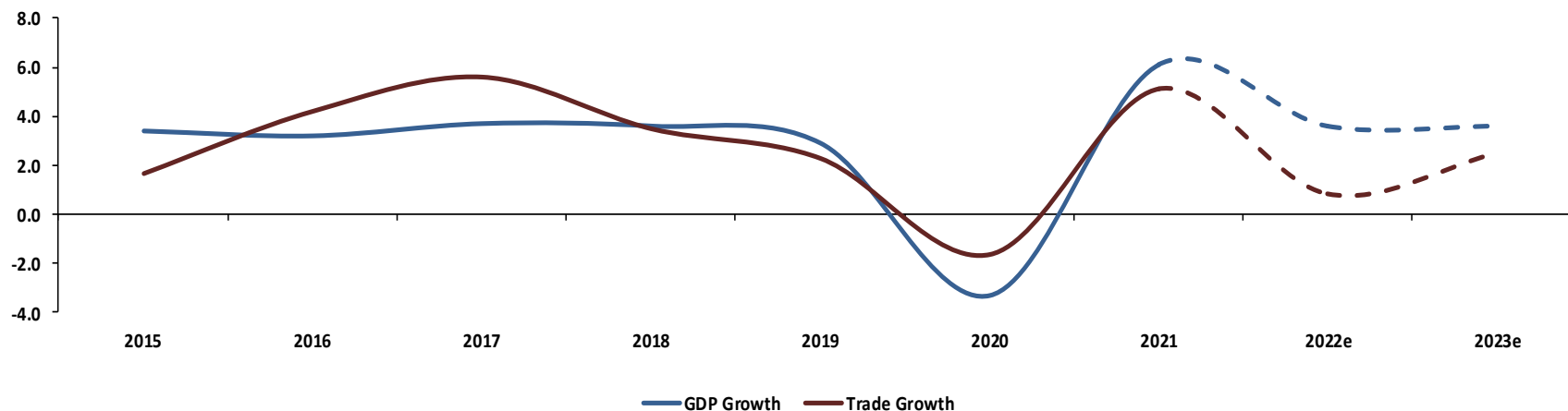
Real GDP (% p.a. - IMF)	2015	2016	2017	2018	2019	2020	2021	2022e	2023e
World	3.4	3.2	3.7	3.6	2.9	-3.3	6.1	3.6	3.6

(IMF: as of Apr-22)

## Containerized Trade (% p.a.)

Tonmiles	2015	2016	2017	2018	2019	2020	2021	2022e	2023e
	1.7	4.2	5.6	3.5	2.3	-1.6	5.1	0.8	2.5

(Clarksons: as of May-22)





## **Euroseas Operations, Chartering & Strategy**



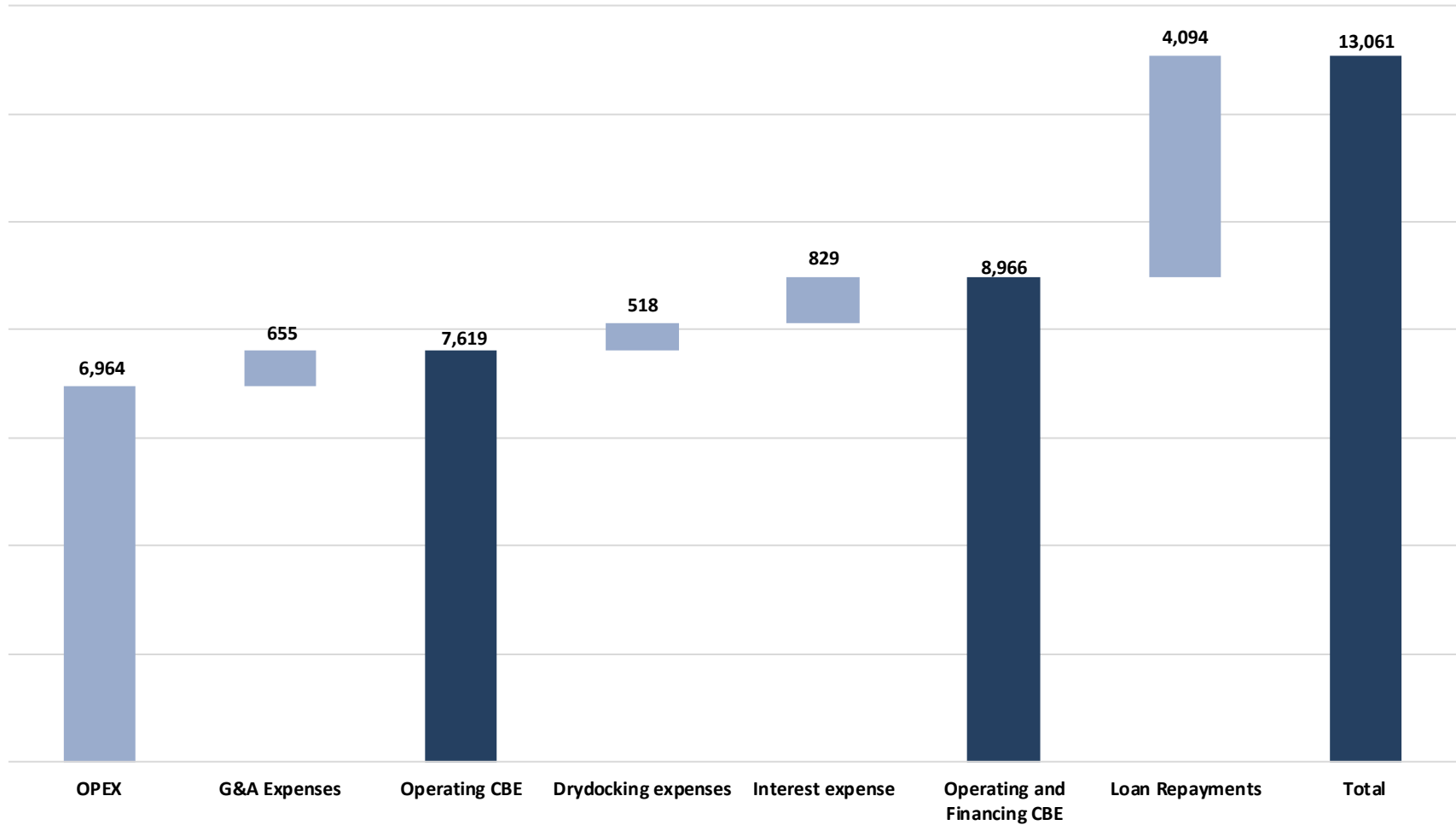
# Financial Highlights

## First Quarter 2022 Highlights

- Total net revenues of \$45.37 million.
- Net income attributable to common shareholders of \$29.94 million or \$4.15 and \$4.13 earnings per share basic and diluted, respectively inclusive of change in the fair value of derivatives.
- Adjusted net income attributable to common shareholders for the quarter of \$26.83 million or \$3.71 and \$3.70 earnings per share basic and diluted, respectively.
- Adjusted EBITDA was \$31.1 million.
- 16 vessels were owned and operated during the first quarter of 2022 earning an average time charter equivalent rate of \$33,986 per day.

# Projected Cash Flow Break Even

Cash Flow Break Even Estimate for the Next 12 months (\$/day)

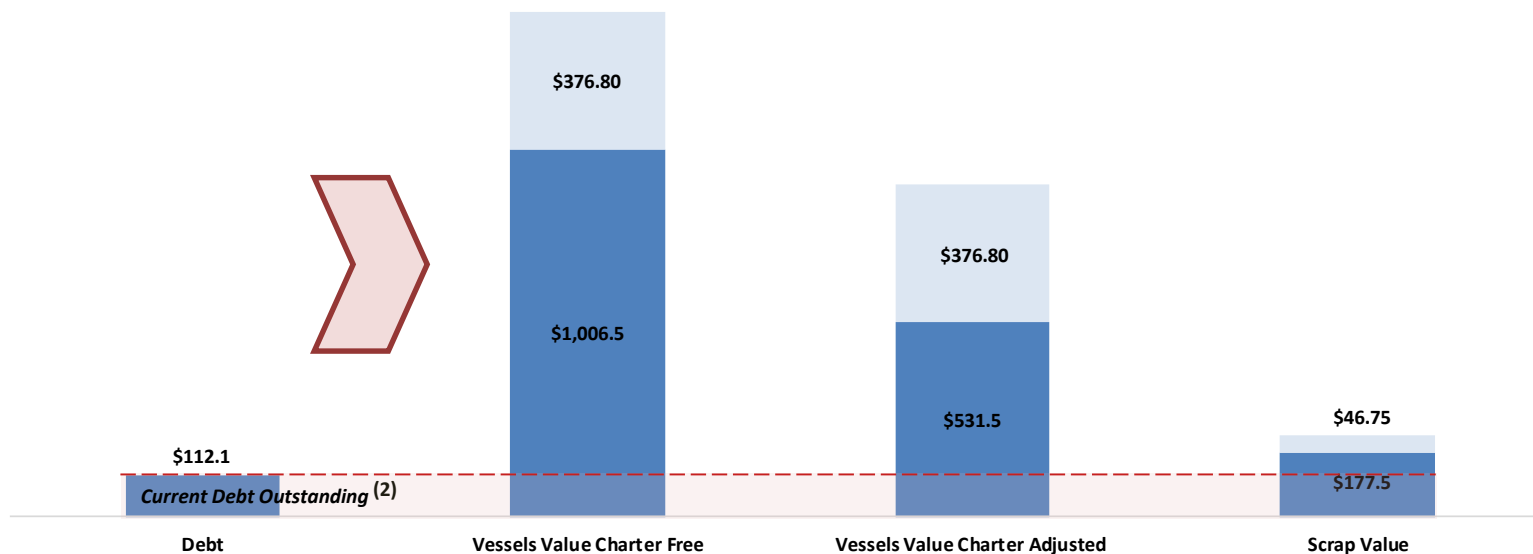
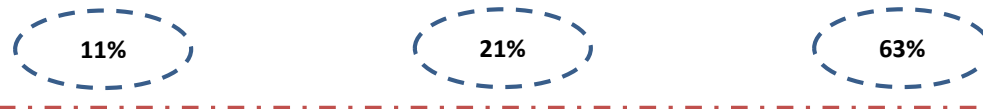




# Key Balance Sheet Highlight

Current outstanding debt as of March 31, 2022 compared to April fleet valuation

Loan to Value of the existing fleet <sup>(1)</sup>:



- Low leverage with outstanding debt<sup>(2)</sup> standing at 21% of current charter-adjusted vessel values
- Total debt is even lower than the current scrap value of the existing vessels (reflecting the current price of \$450/lwt).
- Contracted EBITDA in 2022 alone stands at \$130m which is above of company's current debt outstanding.



**Notes:**

- 1) Recently acquired vessels, Emmanuel P and Rena P, are included
- 2) As of March 31, 2022

# Why Euroseas: Growth Strategy & Shareholder Value

- Current healthy markets and existing contract coverage generate significant cash flow to be used to build value for the long run
  - We are pursuing a strategy to grow and modernize the Company
    - ➔ We have embarked on a significant newbuilding program ordering to-date 9 vessels with a total contract price about \$360m
    - ➔ Pursuing selective acquisitions with fully covered downside market risk to provide us upside potential in the medium term
  - Secondly, excess cash may be used to reward shareholders either through dividends or share buybacks if the share price remains undervalued as it is currently
  
- Risk management via long term charter coverage and conservative/flexible financing will provide for significant earnings over the medium term
  - Only based on our contracted days (assuming zero revenues for the “Open Days” but all the costs), we are to make more than \$30/share over the three-year period of 2022-2024<sup>(1)</sup>
    - ➔ There is significant upside for our stock (currently trading around \$30/share): if our open days are chartered at even half the rate of our contracted days, our earnings over the three-year period would increase by about 50% to about \$45/share and that doesn’t take into account the net value of our assets at the end of three-year period.



**Thank you!**



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