

## Seanergy Maritime Holdings Corp.

Corporate Presentation







**June 2023** 

email: ir@seanergy.gr | T. +30213 0181522

#### **Important Disclosures**



This document contains forward-looking statements. Forward-looking statements include, but are not limited to, statements regarding the Company's management's expectations, hopes, beliefs, intentions or strategies regarding the future and other statements that are other than statements of historical fact. In addition, any statements that refer to projections, forecasts or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements. The words "anticipate", "believe", "continue", "could", "estimate", "expect", "intend", "may", "might", "plan", "possible", "potential", "predict", "project", "should", "would" and similar expressions may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. These statements are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in the Company's records and other data available from third parties. Although management believes that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond the Company's control, the Company cannot assure you that it will achieve or accomplish these expectations, beliefs or projections. Actual results may differ materially from those expressed or implied by such forward-looking statements.

Factors that could cause actual results to differ materially from those discussed in the forward-looking statements include, but are not limited to: changes in shipping industry trends, including charter rates, vessel values and factors affecting vessel supply and demand; changes in seaborne and other transportation patterns; changes in the supply of or demand for dry bulk commodities. including dry bulk commodities carried by sea, generally or in particular regions; changes in the number of new buildings under construction in the dry bulk shipping industry; changes in the useful lives and the value of the Company's vessels and the related impact on the Company's compliance with loan covenants; the aging of the Company's fleet and increases in operating costs; the Company's ability to achieve successful utilization of its expanded fleet; changes in the Company's ability to complete acquisitions or dispositions; risks related to the Company's business strategy, areas of possible expansion or expected capital spending or operating expenses; changes to the Company's financial condition and liquidity, including its ability to pay amounts that it owes and obtain additional financing to fund capital expenditures, acquisitions and other general corporate activities; changes in the availability of crew, number of off-hire days, classification survey requirements and insurance costs for the vessels in the Company's fleet; changes in the Company's ability to leverage the relationships and reputation in the dry bulk shipping industry of its managers; changes in the Company's relationships with its contract counterparties, including the failure of any of its contract counterparties to comply with their agreements with the Company; loss of our customers, charters or vessels; damage to the Company's vessels; potential liability from future litigation and incidents involving the Company's vessels; the Company's future operating or financial results; the Company's ability to continue as a going concern; acts of terrorism and other hostilities; changes in global and regional economic and political conditions; risks associated with operations outside the United States; changes in governmental rules and regulations or actions taken by regulatory authorities, particularly with respect to the dry bulk shipping industry; and other factors listed from time to time in the Company's filings with the SEC, including its most recent annual report on Form 20-F. These factors could cause actual results or developments to differ materially from those expressed in any of the forward-looking statements. Consequently, there can be no assurance that actual results or developments anticipated in this document will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Company. Given these uncertainties, you are cautioned not to place undue reliance on such forward-looking statements. Except to the extent required by law, the Company expressly disclaims any obligations or undertaking to release publicly any updates or revisions to any forwardlooking statements contained herein to reflect any change in the Company's expectations with respect thereto or any change in events, conditions or circumstances on which any statement is based.

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## **Seanergy Maritime Holdings Corp.**



## The only U.S. listed shipping company with a pure-play Capesize fleet

- Listed on Nasdaq since 2008 under ticker 'SHIP'
- Modern, quality fleet of pure-play cape vessels
- Highly experienced management team
- Solid corporate governance with fundamental focus on ESG
- Longstanding commercial relationships & all fleet employed in period contracts
- Lowest book value / DWT





Seanergy is an Independent Company with no 'sponsored' ownership or affiliations with private equity or hedge funds

"A unique investment to capture capesize shipping upside"



## 18 Capesize Dry Bulk Vessels



#### TRANSFORMATION EFFECTS

- 1 Substantial fleet growth
- 2 Solid balance sheet

On fully delivered basis

- 3 Enhanced operating leverage
- 4 Strong cash flow generation capacity

## ESG INITIATIVES IMPLEMENTATION

in Cooperation with Leading Charterers & Classification Society



#### The only pure-play

Capesize shipowner publicly listed in the U.S.



tons of cargo carried



#### FLEET







## COMMERCIAL AGREEMENTS

Long-standing Contracts & Partnerships with

World-renowned Charterers

2022 SHIP NASDAG LISTED

## Fleet Profile – Exclusively Capesize Class



Vessel Name	Year Built	Capacity (dwt)	Type of Current Employment <sup>(1)</sup>	Shipyard
Patriotship <sup>(3)</sup>	2010	181,709	Period T/C <sup>(2)</sup>	Imabari
Dukeship	2010	181,453	Period T/C	Sasebo
Worldship <sup>(3)</sup>	2012	181,415	Period T/C <sup>(2)</sup>	Koyo - Imabari
Paroship <sup>(3)</sup>	2012	181,415	Period T/C <sup>(2)</sup>	Koyo - Imabari
Hellasship	2012	181,325	Period T/C	Imabari
Honorship	2010	180,242	Period T/C	Imabari
Fellowship	2010	179,701	Period T/C	Daewoo
Championship <sup>(3)</sup>	2011	179,238	Period T/C <sup>(2)</sup>	Sungdong SB
Partnership <sup>(3)</sup>	2012	179,213	Period T/C <sup>(2)</sup>	Hyundai
Knightship <sup>(3)</sup>	2010	178,978	Period T/C <sup>(2)</sup>	Hyundai
Lordship <sup>(3)</sup>	2010	178,838	Period T/C <sup>(2)</sup>	Hyundai
Friendship	2009	176,952	Period T/C	Namura
Flagship	2013	176,387	Period T/C	Mitsui
Geniuship	2010	170,057	Period T/C	Sungdong SB
Premiership <sup>(3)</sup>	2010	170,024	Period T/C <sup>(2)</sup>	Sungdong SB
Squireship <sup>(3)</sup>	2010	170,018	Period T/C <sup>(2)</sup>	Sungdong SB

<sup>■ 16</sup> Capesize vessels – 9 scrubber-fitted



Average age of 12.4 years

<sup>■</sup> Combined cargo capacity of ~2.85 million dwt

<sup>(1)</sup> Period T/C contracts are based on the T/C average of the 5 main routes of the Baltic Capesize Index

<sup>(2)</sup> In addition to the index linked rate, the T/C includes scrubber profit sharing scheme

<sup>(3)</sup> Scrubber-fitted vessel

#### **Company History**



#### 2015 – 2017 Re-launch & Rapid Expansion

- 2015: Acquired first Capesize vessel, followed by 5 Capesize vessels and 2 Supramax vessels
- 2015: Raised \$179m in secured debt
- 2016: Acquired 2 Korean built Capesize vessels at market lows
- 2016: Raised \$25.5m through public equity offerings and \$38m in secured debt
- 2017: Acquired 1 Korean built Capesize vessel
- 2017: Raised additional public equity & secured debt and refinanced \$39.5m in debt at a significant discount

# 2018 - 2019 Capesize Pure-Play Positioning & IMO 2020 Compliance

- 2018: Refinanced \$48m of legacy loans through \$70m of bank debt and leasing transactions
- 2018: Sold two Supramax vessels and acquired a Capesize vessel becoming the only US-listed Capesize pureplay company
- 2018: Worked with major charterers to install scrubbers on 50% of the fleet
- 2019: Implementation of scrubber installation program in partnership with major dry-bulk charterers
- 2019: Raised \$20.5m through public offering and private placements

# 2020-2021 Recapitalization, Deleveraging & Fleet Growth

- Raised ~\$175m in public offerings recapitalizing the balance sheet
- New financing and refinancing transactions of \$328.2m
- Acquired 8 Japanese built Capesize vessels and sold oldest vessel of the fleet
- Increased period employment and index-linked chartering exposure
- Completed buyback plan of \$16.6m across convertible notes, warrants and common shares and implemented new buyback plan of \$10.0m
- Awarded Greek Dry-Bulk Shipping Company of the year by Lloyds List

## 2022-2023 Shareholder rewards and sustainable growth

- \$23.0 mil in cash dividends over or \$1.30 per share in 2022-2023
- Repurchased 47% of the outstanding Class E Warrants through a tender offer
- Completed \$18m in convertible notes buyback
- Eliminated all junior debt
- New financings of \$178.6m with overall improved terms
- Executing on ESG agenda & published the 2021 ESG Report
- Acquired two Japanese built Capesize vessels
- Disposal of three oldest Capesize vessels, with positive impact on our fleet's average age and operating margin
- Completed spin-off of the United Maritime Corporation

Ship acquisitions between 2015 and 2023 totaling ~ \$574 million - \$259 million in 2021-22



#### **Experienced Leadership**



## Stamatis Tsantanis Chairman & CEO

- 23+ years successful track record in shipping and finance
- Leading Seanergy since 2012
- Extensive experience with shipping transactions on NYSE and NASDAQ
- Raised more than \$2.5 billion in equity and secured and unsecured debt
- Significant experience in developing strategic relationships
- Track record in building notable shipping companies (public and private)
- BSc and MSc in Shipping and Fellow of Institute of Chartered Shipbrokers

## **Stavros Gyftakis** *Chief Financial Officer*

- 16+ years of experience in shipping and banking
- Instrumental in Seanergy's capital raising, debt financing and refinancing activities since 2017
- Held key positions across a broad shipping finance spectrum, including, asset backed lending, debt and corporate restructurings, risk management and financial syndications
- Participated in the structuring of 100+ shipping finance transactions and in numerous restructurings involving public and private shipping companies
- Two Masters degrees in Business Mathematics and Shipping, Trade and Finance

## **Board Directors**

- Five board members, four of whom are non-executive directors
- Aggregate 100+ years of relevant shipping experience
- Significant combined experience in ship owning and management, ship-financing, financial consulting and auditing, as well as dry bulk commodities and freight trading



#### **Solid ESG Commitment**

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#### **Environmental**

- Reduces shipping emissions cost-efficiently through advanced technical & operational measures – Energy Saving Devices installed on six vessels
- First Greek dry bulk company to perform a feasibility study evaluating alternative fuels (LNG vs HFO vs Compliant fuel) & scrubber installation since 2015
- Successfully completed the evaluation of the EEXI in accordance with IMO's MEPC 75
- Entire fleet expected to remain compliant with applicable GHG regulatory requirements until 2030
- Commencing bio-fuel trials in cooperation with leading charterers and operators
- Installed electronic performance monitoring systems and route optimization since 2016
- Members of the **Decarbonization committee** of RINA Classification Society
- Partnered with DeepSea for the installation of AI performance systems with proven benefit on fuel saving
- Signatory to the Call to Action for Shipping
   Decarbonization, a task force convened by the Getting

   To Zero Coalition
- Five vessels financed through sustainability-linked loans with two leading European banks & concluded two SLBs with ESD financing components

#### **Social**

- Professional development & talent management of our people with equal opportunities
- Support the next generation of shipping professionals by offering the "SEANERGY Scholarship"
- Signatory to the Neptune Declaration on Seafarer Wellbeing
- Increased victualing fee to one of the highest levels globally
- Cooperation with IMEQ (Innovative Maritime Emotional Intelligence Centre)
- Cooperation with "Future Care Services" offering 24/7 medical and psychological support for our crews
- Medical Insurance for Crew onboard and broadband internet on all our ships









#### **Corporate Governance**

- Strong Board Independence: Four independent Directors (80% of Board composition)
- Balanced, qualified and diverse composition in the boardroom
- Transparent shareholder structure
- No Related Party in Commercial & Technical Management
- Ensuring Seanergy's long-term profitability by assessing risks comprehensively
- Dedicated to highest level of ethical & legal conduct in all business activities
- Big Four for Audit and SOX consulting services: Audited by Deloitte & appointed PwC in 2021 as consultants to perform SOX s404 readiness assessment
- 2021 ESG Report issuance







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Competitive Strengths \*\*
& Financial Analysis



## **Strong Relationships** with World Leading Charterers



























- Our diverse customer base includes the world's major miners, traders and operators
- First-class fleet and fleet operations provide competitiveness and flexibility
- 100% fixed in index-linked period T/Cs, giving access to attractive market fundamentals

Seanergy enjoys market recognition as a quality and reliable operator



## E.1 Vessel financings<sup>1</sup>



Bank / Capital Provider	Facility	Amount Outstanding (\$ million)	Vessels		
ALPHA BANK	3 Senior Facilities	\$54.4	Squireship, Dukeship, Friendship, Paroship		
PIRAEUS Sustainability-linked Loan	1 Senior Facility	\$32.0	Worldship, Honorship		
中国銀行	1 Finance Lease	\$19.0	Partnership		
DANISH SHIP FINANCE Sustainability-linked Loan	1 Senior Facility	\$40.6	Championship, Premiership, Fellowship		
Cargill <sup>®</sup>	1 Finance Lease	\$16.4	Flagship		
超報金融租赁 CMB Financial Leasing	1 Finance Lease	\$25.4	Hellasship, Patriotship		
♣evahline 中国銀行	1 Finance Lease	\$18.7	Knightship		
<b>爺</b> 永豐金控 SinoPac Holdings	1 Senior Facility	\$12.5	Geniuship		
SEPTENI (V7)	1 Finance Lease	\$18.8	Lordship		
<ul> <li>Total Financings as of May 31, 2023: \$238.0 million</li> <li>Fleet Loan-to-Value: 49%²</li> </ul>					

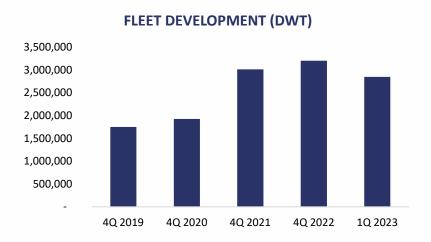
<sup>1.</sup> Senior vessel secured debt excluding convertible note of \$3.2m.

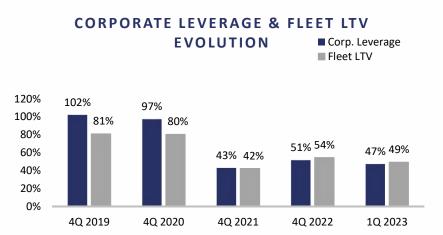
 $<sup>2. \ \</sup>textit{Based on 3}^{\textit{rd}} \ \textit{party broker (SSY) valuations as of March 31, 2023, and senior loans and finance leases outstanding as of May 31, 2023.}$ 

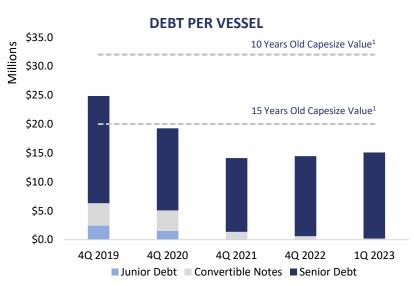


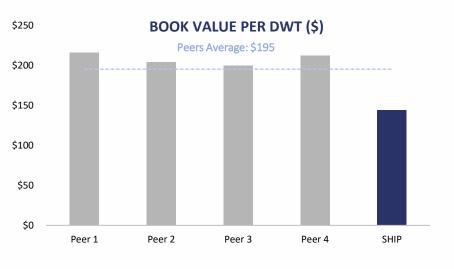
## Well timed growth and deleveraging Lowest vessel acquisition cost











Based on Clarksons asset value indications as of May 2023



### **Financial Summary**



Amounts in thousand \$ except daily figures	Q1 2023
Fleet Data:	
Operating days	1,520
Fleet utilization	98.8%
TCE Rate	\$11,005
Daily Vessel OPEX	\$6,922
Income Statement Highlights:	
Net Revenue	\$18,026
Net Income (Loss)	(\$4,185)
Adjusted Net Income	(\$345)
EBITDA	\$8,153
Adjusted EBITDA	\$3,899
	March 31, 2023
Balance Sheet Highlights:	

	March 31, 2023	
Balance Sheet Highlights:		
Cash, Restricted Cash & Term deposits	\$20,511	
Vessels, Net	\$428,205	
Long-term debt	\$222,922	
Total Equity	\$219,855	

- Fleet utilization is the percentage of time that the vessels are generating revenue and is determined by dividing operating days by ownership days for the relevant period.
- 2. Time Charter Equivalent (TCE) rate is defined as our net revenue less voyage expenses during a period divided by the number of our operating days during the period. Voyage expenses include port charges, bunker (fuel oil and diesel oil) expenses, canal charges and other commissions. We include TCE rate, a non-GAAP measure, as we believe it provides additional meaningful information in conjunction with net revenues from vessels, the most directly comparable US GAAP measure, and because it assists our management in making decisions regarding the deployment and use of our vessels and in evaluating their financial performance. Our calculation of TCE rate may not be comparable to that reported by other companies.
- 3. Net Revenue after deducting commissions
- 4. Earnings before interest, taxes, depreciation and amortization ("EBITDA") represents the sum of net income/(loss), interest and finance costs, interest income, depreciation and amortization and, if any, income taxes during a period. Includes arrangement fees and various deferred charges and excludes all convertible promissory notes
- 5. Adjusted EBITDA and adjusted net income are non-GAAP measures. Non-cash items such as stock-based compensation and loss/(gain) on debt refinancing are excluded from EBITDA and net income respectively in order to derive to these metrics.

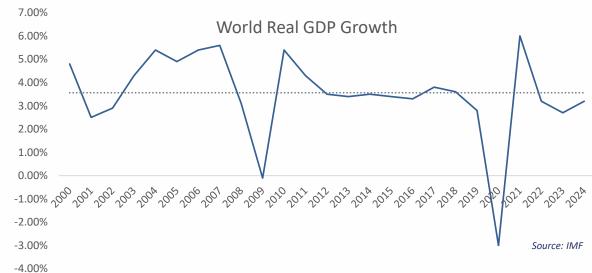




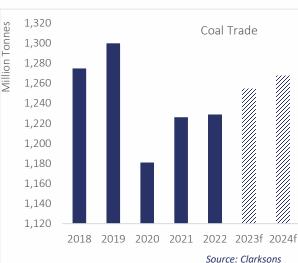
#### **Demand Recovery Ahead**



- Return of China in strong growth strategy will boost demand for raw materials.
- Real estate stimulus in China and gradual recovery of steel consumption will increase iron ore and coking coal requirements.
- An increase is anticipated in another steel consumption industry in China: vehicle production with sales estimated to return in pre-pandemic levels.
- Europe ban in imports from Russia, will continue adding more ton-mile demand in the segment.
- Global coal consumption in 2023 will remain strong according to IEA.



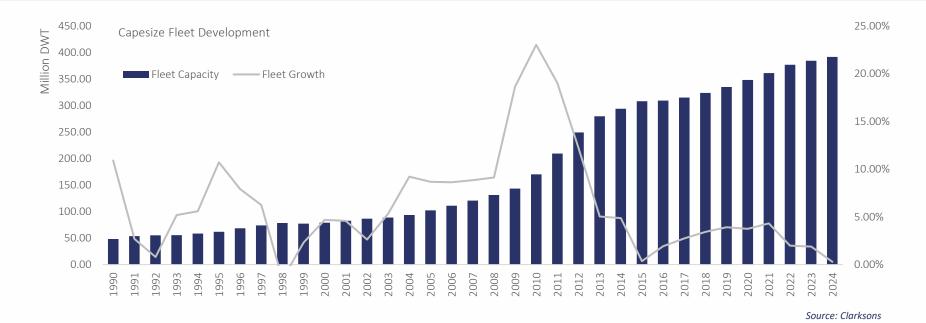




#### **Limited Supply Pressure**



- Environmental regulations, current values and limited yard capacity have retained orderbook as a percentage of active fleet at a record low of 6.4%
- Projected fleet growth rates are some of the lowest seen in the past 20 years:
  - 1.9% for 2023
  - 0.3% for 2024
- The need for compliance with EEXI and CII regulations will lead to extended **slow-steaming** in the coming quarters. Slower speed and energy efficiency upgrades are considered the best-value solution for the industry at the moment.
- Demolition is also likely to gear up in the coming quarters as less efficient vintage Capesize bulkers will be difficult to comply with the regulations without extensive expenses.









## **Access to Capital Markets**



2016

Seanergy Maritime Holdings Corp.

\$25.5 Million Public Offering & Registered Direct Offerings

August - December 2016

2017

Seanergy Maritime Holdings Corp.

\$2.9 Million ATM Offering

February - April 2017

2019

Seanergy Maritime Holdings Corp.

\$20.5 Million
Public Offering & Private
Placement

May 2019

2020

Seanergy Maritime Holdings Corp.

\$100 Million
Public Offerings &
Registered Direct Offerings

April-August 2020

2021

Seanergy Maritime Holdings Corp.

\$75 Million
Registered Direct Offering

February 2021





## **Innovative Approach to Scrubbers**



Scrubber installation on 6 vessels with 3 first class charterers, on the back of index-linked time charters with firm periods ranging from 3 to 5 years in duration & acquisition of 3 scrubber fitted vessels in 2021 - 2022 at attractive prices

Vessel Name	Daily T/C Rate	Option to convert to FFA level	Scrubber installation completion	Fuel profit-sharing scheme
Championship	Index linked	✓	Oct 2019	✓
Partnership	Index linked	✓	Sept 2019	✓
Lordship	Index linked	✓	Aug 2019	✓
Premiership	Index linked	✓	Nov 2019	✓
Squireship	Index linked	✓	Dec 2019	✓
Knightship	Index linked	✓	May 2020	✓
Worldship	Index linked	✓	Mar 2020	✓
Patriotship	Index linked	✓	Nov 2020	✓
Paroship	Index linked	✓	Sep 2020	✓

- The sale and leaseback transaction with Cargill that entails the scrubber financing element was awarded as the "Most Innovative Deal of 2018" by Marine Money
- Ensured compliance with IMO-2020 rules, without speculating on market uncertainties that are exogenous to the dry bulk market such as the fuel price spread and availability of high-sulphur fuel













#### **Corporate Structure**



