

**Capital Link International Shipping Forum** 

March 2022





Forward-Looking Statements 2

This presentation contains forward-looking statements with respect to the financial condition, results of operations, cash flows, business strategies, operating efficiencies, competitive position, growth opportunities, plans and objectives of management, markets for stock and other matters of Grindrod Shipping Holdings Ltd. ("Grindrod Shipping", "we", "us", or "our").

These forward-looking statements, including, among others, those relating to future business prospects, revenues and income, wherever they may occur in this presentation, are necessarily estimates and involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. Accordingly, these forward-looking statements should be considered in light of various important factors, including those set forth in "Item 3, Key Information—Risk Factors" of Grindrod Shipping's Annual Report on Form 20-F for the year ended December 31, 2020 (the "2020 Annual Report") and other filings filed with the U.S. Securities and Exchange Commission (the "SEC"). Words such as "may," "expects," "intends," "plans," "believes," "anticipates," "hopes," "estimates," and variations of such words and similar expressions are intended to identify forward-looking statements. These forward-looking statements are based on the information available to, and the expectations and assumptions deemed reasonable by Grindrod Shipping at the time these statements were made. Although Grindrod Shipping believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. These statements involve known and unknown risks and are based upon a number of assumptions and estimates which are inherently subject to significant uncertainties and contingencies, many of which are beyond the control of Grindrod Shipping. Actual results may differ materially from those expressed or implied by such forward-looking statements. Important factors that could cause actual results to differ materially from estimates or projections contained in the forward-looking statements include, without limitation: Grindrod Shipping's future operating or financial results; the strength of world economies, including, inparticular, in China and the rest of the Asia-Pacific region; cyclicality of the drybulk and tanker markets, including general drybulk and tanker shipping market conditions and trends, including fluctuations in charter hire rates and vessel values; the effects of the COVID-19 pandemic on our operations and the demand and trading patterns for both the drybulk and product tanker markets, and the duration of these effects; changes in supply and demand in the drybulk and tanker shipping industries, including the market for Grindrod Shipping's vessels: changes in the value of Grindrod Shipping's vessels: changes in Grindrod Shipping's business strategy and expected capital spending or operating expenses, including drydocking, surveys, upgrades and insurance costs; competition within the drybulk and tanker industries; seasonal fluctuations within the drybulk and tanker industries; Grindrod Shipping's ability to employ Grindrod Shipping's vessels in the spot market and Grindrod Shipping's ability to enter into time charters after Grindrod Shipping's current charters expire; general economic conditions and conditions in the oil and coal industry; Grindrod Shipping's ability to satisfy the technical, health, safety and compliance standards of Grindrod Shipping's customers, especially major oil companies and oil producers: the failure of counterparties to Grindrod Shipping's contracts to fully perform their obligations with us: Grindrod Shipping's ability to execute its growth strategy: international political and economic conditions, including additional tariffs imposed by the United States and China on their respective imports; potential disruction of shipping routes due to weather, accidents, political events, natural disasters or other catastrophic events; vessel breakdowns; corruption, piracy, military conflicts, political instability and terrorism in locations where we may operate; fluctuations in interest rates and foreign exchange rates, and the uncertainty surrounding the continued existence of the London Interbank Offered Rate ("LIBOR"); changes in the costs associated with owning and operating Grindrod Shipping's vessels; changes in, and Grindrod Shipping's compliance with, governmental, tax, environmental, health and safety regulations, including the International Maritime Organization's regulations limiting sulfur content in fuels; potential liability from pending or future litigation; Grindrod Shipping's ability to procure or have access to financing, Grindrod Shipping's liquidity and the adequacy of cash flows for its operations; the continued borrowing availability under Grindrod Shipping's debt agreements and its compliance with the covenants contained therein: Grindrod Shipping's ability to fund future capital expenditures and investments in the construction, acquisition and refurbishment of its vessels; Grindrod Shipping's dependence on key personnel; Grindrod Shipping's expectations regarding the availability of vessel acquisitions and Grindrod Shipping's ability to complete acquisitions as planned or at prices we deem satisfactory; adequacy of Grindrod Shipping's insurance coverage; effects of new technological innovation and advances in vessel design; Grindrod Shipping's ability to realize the benefits of the spin-off; unforeseen costs and expenses related to the spin-off; and Grindrod Shipping's ability to operate as an independent entity.

Grindrod Shipping undertakes no obligation to update publicly or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events, except as required by law.

### Market and Industry Data

Unless otherwise indicated, information contained in this presentation concerning our industry and the market in which we operate, including our general expectations about our industry, market position, market opportunity and market size, is based on data from various sources including internal data and estimates as well as third party sources widely available to the public such as independent industry publications, government publications, reports by market research firms or other published independent sources. Internal data and estimates are based upon this information as well as information obtained from trade and business organizations and other contacts in the markets in which we operate and management's understanding of industry conditions. This information, data and estimates involve a number of assumptions and limitations, are subject to risks and uncertainties, and are subject to change based on various factors, including those discussed above and in "Forward Looking Statements" above. You are cautioned not to give undue weight to such information, data and estimates. While we believe the market and industry information included in his presentation to be generally reliable, we have not independently verified any third-party information or verified that more recent information is not available.



# Grindrod Shipping: Company Profile



- Leading publicly-listed dry bulk operator focused within the smaller, geared vessel segments
- Unique heritage and differentiated operating model provides dynamic exposure to global economy
- Highly experienced management with long-standing cargo and charter relationships in key markets
- Compelling dry bulk market fundamentals with historically low orderbook and robust global demand outlook
- Current average freight market earnings at decade high levels<sup>(1)</sup>

\$122.4mm

\$206.9mm

0.6x

2021 Adj. Net Income<sup>(4)</sup>

2021 Adj. EBITDA(4)

Net Leverage (Net Debt / 2021 EBITDA)<sup>(5)</sup>



#8 rank

(Top Quartile)

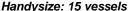
2018 Dual-listed in New York and Johannesburg

2021 Webber Research ESG Scorecard globally among 50+ public shipping companies in 2021

- Based on Clarksons Shipping Intelligence data.
- DWT weighted average age, including charter-in fleet.
- Percentages calculated based on vessel count.
- Full year 2021 Adjusted Net Income and Adjusted EBITDA as of 12/31/2021. Adjusted Net Income and Adjusted EBITDA are non-GAAP financial measures. For the reconciliation of these measures to the most directly comparable financial measures calculated and presented in accordance with GAAP, please refer to the definitions and reconciliations at the end of this

Core fleet of 31 owned and long-term chartered-in geared vessels is modern (avg. age<sup>(2)</sup> of ~6 years) and vast majority are built at renowned Japanese shipyards





Total Dwt: 497,430 Wt. Avg. Age: 9 yrs



Supra/Ultramax: 16 vessels

Total Dwt: 963,570 Wt. Avg. Age: 5 yrs

\*Excludes remaining product tanker Matuku currently operating in back-to-back bareboat arrangement

### Optimization of Grindrod Shipping Platform<sup>(3)</sup>

Since direct listing in 2018, GRIN has streamlined its asset ownership structure and concentrated its sector focus on legacy strength in dry bulk



At 2018

Listina

■ Drv

- ✓ Sold non-core tanker assets and unwound tanker joint ventures
- ✓ Consolidated dry bulk joint ventures leading into strong markets
- ✓ Simplified analyst / investor "thesis"
- Dry bulk "Pure-Play"; single tanker remaining under bareboat-in / bareboat-out arrangement

Tanker

Current

Tanker Joint Venture

96%

presentation

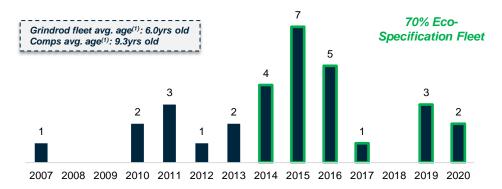
(5) Net debt calculated as bank loans and other borrowings less cash and bank balances and restricted cash



## Grindrod Operating Model: Flexible & Differentiated

### **Drybulk Fleet Age Distribution (incl. LT TC-in fleet)**

High specification modern tonnage built in top-tier yards provides significant cost and operational advantages, while relative newness of the fleet limits near term capital expenditure requirements



### Long-Standing, Proprietary Trade Relationships

Proprietary customer relationships established over multiple decades with geographic leverage to major emerging economies in Africa and Asia















Grindrod Shipping's business model is differentiated from other US-listed dry bulk peers



### **Dynamic Fleet Exposure**

Owned Fleet

Long-term Charter-in Short-term Charter-in

- ✓ Long-term charter-in fleet provides significant flexibility; significant margin in strong markets with upside from corresponding purchase options
- Short-term charter book offers management ability to scale or unwind as markets evolve
- High-quality owned fleet of top specification maintains preference with long-term customers with specific cargo needs

### **Diversified Employment Profile**

Charter

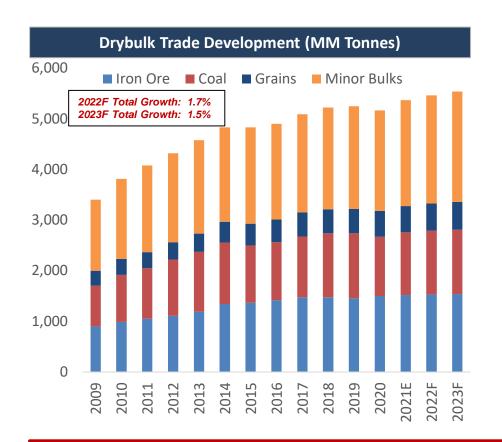
Spot

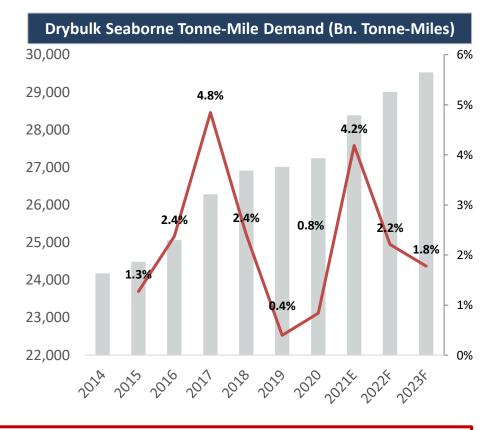
COA

- Smaller geared vessel segment operates typically under short term contracts or spot
- COA / cargo business derived from long-standing relationships with global leaders in niche markets
- √ Geared sector focus on minor bulks, which have relative inelasticity as basic "necessity" goods (agriculture, infrastructure)



## Drybulk Demand – Macro Summary

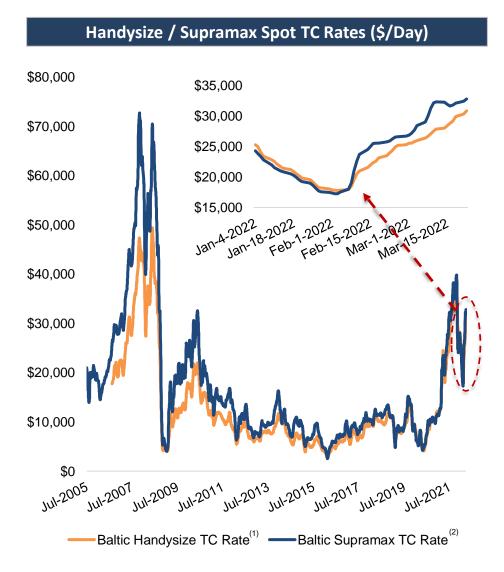




- > 2021 saw a material pick-up in coal demand driven by global energy shortages together with strong minor bulk demand, which is closely correlated to global GDP and reflected the global economic recovery from widespread COVID-19 lockdowns in 2020
- ➤ In 2022, the expectation is for minor bulk and grain trade growth to outpace the growth seen in the coal and iron ore sectors, as coal trade growth normalizes from the very strong growth seen in 2021
- ➤ Handysizes and Supramaxes continue to be helped by congestion in the container shipping business, which is leading to certain bagged and break bulk cargoes like scrap steel returning to bulk carriers



## Handysize and Supramax Charter Rates and Values



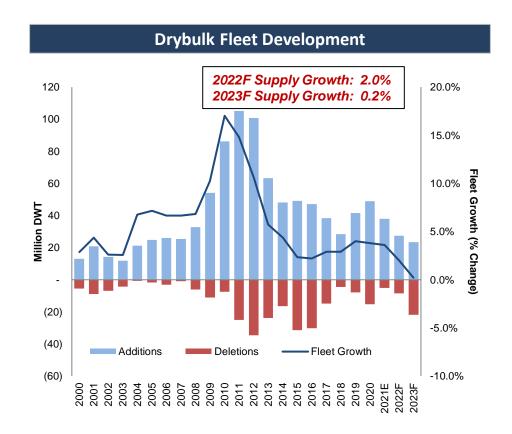


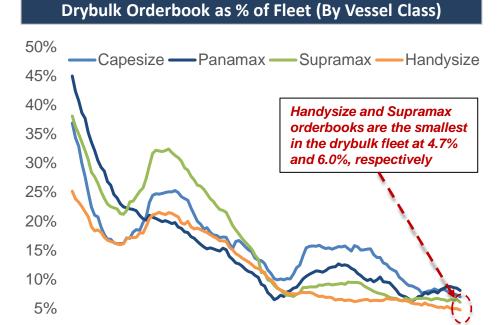
<sup>(1)</sup> Baltic Exchange Handysize-28 TC Index until the end of 2017, Handysize-38 TC Index thereafter.



<sup>(2)</sup> Baltic Exchange Supramax-52 TC index until the end of 2017, Supramax-58 TC Index thereafter. Source: Clarkson Research Services Ltd., March 2022.

## **Drybulk Fleet Trends**





- > Drybulk orderbook continues to shrink to multi-decade lows and is estimated at only 6.8% of the fleet
- > Despite strong market conditions, new ordering remains constrained by uncertainty relating to engine technology and emissions

0%

> 17% of the drybulk fleet is 15 years or older and 7% of the drybulk fleet is 20 years or older, measured by deadweight tons



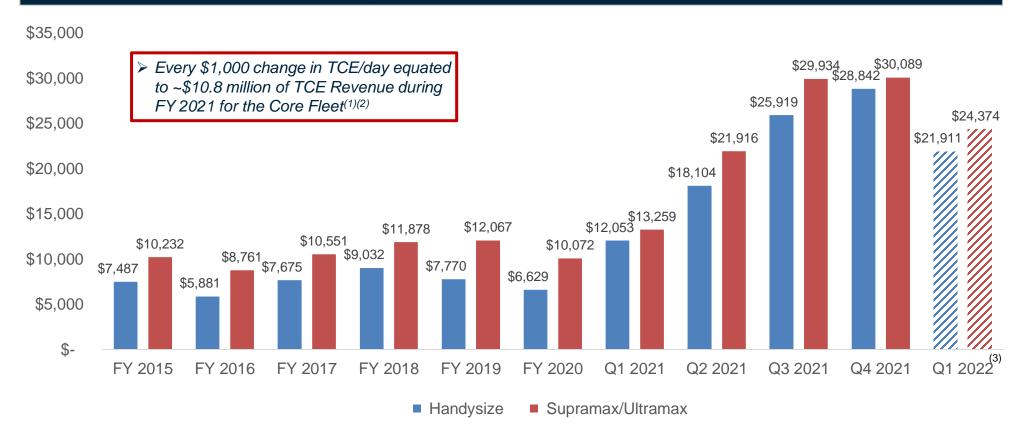
## Dividend & Capital Return Policy

Key Policy Focus: Create a simple, transparent, sustainable capital return policy that allows the Company to retain significant cash flow to further strengthen the balance sheet and pursue growth while rewarding shareholders with material dividends and/or share repurchases in times of market strength

- The Company intends, subject to operating needs and other circumstances, to return approximately 30% of its adjusted net income (adjusted for extraordinary items) to shareholders through a combination of quarterly dividends and/or share repurchases
- The Company intends to pay a minimum quarterly base dividend of \$0.03 per share and an additional variable component, that will consist of additional dividends and/or share repurchases
  - For Q3 2021, the Company declared a cash dividend of \$0.72 per share and repurchased \$1.4 million in shares
  - For Q4 2021, the Company declared a cash dividend of \$0.72 per share and repurchased \$10.2 million in shares
- We expect that the return to shareholders will be primarily in the form of dividends, though the Company retains the right to adjust the allocation to maximize value to shareholders based on market conditions, share price levels, share liquidity, and other related matters
- The timing and amount of dividend payments will be determined by our board of directors and could be affected by various factors, including our financial results and earnings, restrictions in our debt agreements, required capital expenditures, and the provisions of Singapore law affecting the payment of dividends to shareholders and other factors
- Our board of directors may review and amend our dividend policy from time to time and we may stop paying dividends at any time, nor can we assure you that we will pay any dividends, including any minimum quarterly base dividend amount, in the future or of the amount of any such dividends
- For the avoidance of doubt, the payment of any dividends is not guaranteed, including payment of any minimum quarterly base dividend, and the payment of dividend is subject at all times to the requirements and restrictions set out in the Company's Constitution and Singapore Companies Act (Cap. 50)

## Grindrod Shipping Drybulk Freight Rates

## **Grindrod Shipping Handysize & Supramax/Ultramax TCE Per Day** (1)



> Approximately 90% of the fleet was predominantly trading either on index-linked cargo contracts, short-term time charters, or in the spot market, leaving the Company exceptionally well positioned to take advantage of the strong freight rate environment



TCE per day is a non-GAAP financial measure. For a reconciliation of TCE per day to the most directly comparable GAAP measure and a discussion of why management believes TCE per day is a useful measure, see "Non-GAAP Financial Measures" at the end of this presentation.

<sup>(2)</sup> Based on a total of 10,832 Core Fleet (owned and long-term charter-in) operating days during FY 2021.

<sup>(3)</sup> Represents TCE for contracted days for Q1 2022 for each segment, as of February 14, 2022.

## Fourth Quarter & Full Year 2021 Financial Highlights<sup>(1)</sup>

### Fourth Quarter 2021 Financial Highlights - Continuing Operations

- Revenue increased to \$142.5 million in Q4 2021, compared to \$55.7 million Q4 2020
- Gross Profit increased to \$66.7 million in Q4 2021, compared to \$4.5 million in Q4 2020
- Adjusted EBITDA increased to \$73.2 million in Q4 2021, compared to \$12.1 million in Q4 2020<sup>(2)</sup>
- Net Profit attributable to Owners of the Company increased to \$52.9 million, or \$2.79 per ordinary share, in Q4 2021 from a loss of (\$6.2) million, or (\$0.33) per ordinary share, in Q4 2020
- Adjusted Net Income increased to \$54.6 million, or \$2.88 per ordinary share, in Q4 2021 from a loss of (\$5.4) million, or (\$0.29) per ordinary share, in Q4 2020<sup>(2)</sup>
- > Repurchased a total of 700,491 ordinary shares in the open market on NASDAQ and the JSE at an average price of \$14.58/share

### Full Year 2021 Financial Highlights - Continuing Operations

- Revenue increased to \$455.8 million in FY 2021, compared to \$210.7 million FY 2020
- Gross Profit increased to \$176.9 million in FY 2021, compared to \$4.1 million in FY 2020
- Adjusted EBITDA increased to \$206.9 million in FY 2021, compared to \$37.1 million in FY 2020<sup>(2)</sup>
- Net Profit attributable to Owners of the Company increased to \$122.1 million, or \$6.38 per ordinary share, in FY 2021 from a loss of (\$32.7) million, or (\$1.72) per ordinary share, in FY 2020
- Adjusted Net Income increased to \$122.4 million, or \$6.39 per ordinary share, in FY 2021 from a loss of (\$25.7) million, or (\$1.35) per ordinary share, in FY 2020<sup>(2)</sup>
- Repurchased a total of 825,163 ordinary shares in the open market on NASDAQ and the JSE at an average price of \$14.39/share
- Period end cash and cash equivalents of \$104.2 million and restricted cash of \$9.5 million

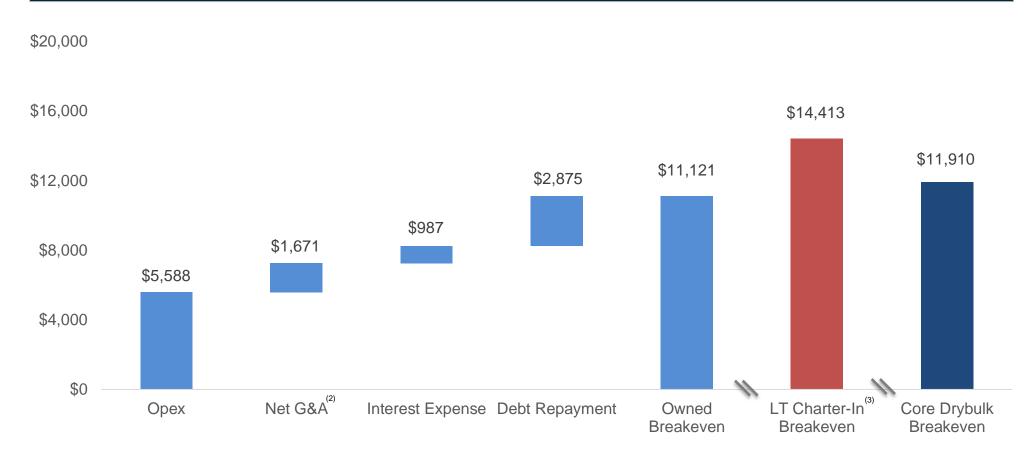


<sup>(1)</sup> The Group completed the plan to discontinue the tanker business during December 2021 and has presented the tanker business as a discontinued operation. The Group is now focused on the drybulk business which is presented as the continuing operations. Prior period figures have been reclassified for the presentation of the tanker business as a discontinued operation.

<sup>(2)</sup> Adjusted EBITDA, Adjusted Net Income and TCE per day are non-GAAP financial measures. For the reconciliation of these measures to the most directly comparable financial measures calculated and presented in accordance with GAAP, please refer to the definitions and reconciliations at the end of this presentation.

## Full Year 2021 Fleet Cash Breakeven Overview





<sup>(1)</sup> Based on 10,832 Drybulk Fleet Days (excludes short-term days) in FY 2021, except Net G&A.

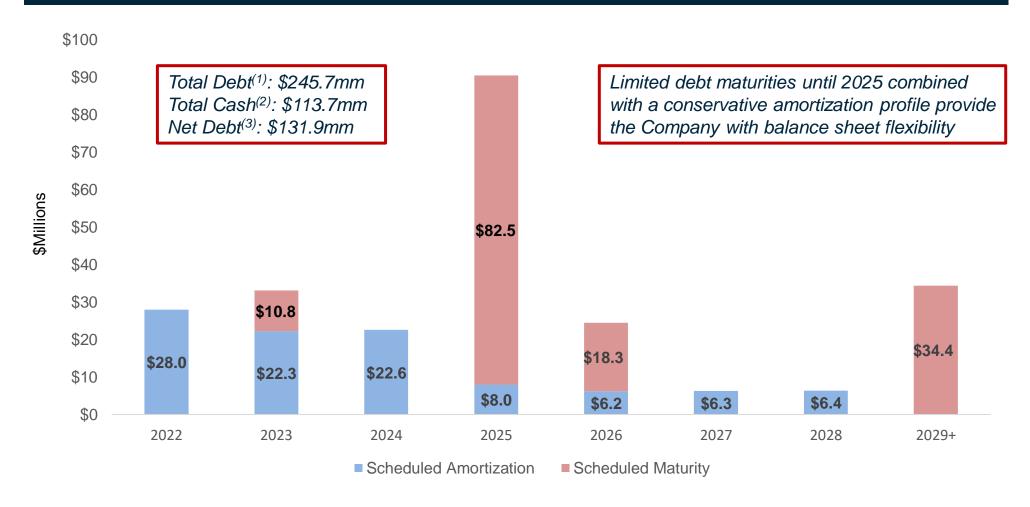
<sup>(2)</sup> Net G&A is a non-GAAP financial measure and has been adjusted for \$3.3 million non-cash share compensation expense, \$2.4 million reversal of tax claim, \$3.2 million of eliminations and adjustments, \$1.1 million of non-recurring expenses and \$1.0 million of management fees received. Based on 16,345 Total Calendar Days for FY 2021.





# **Debt Amortization and Maturity Profile**

### Bank Loans & Other Borrowings Repayment Profile as of December 31, 2021



Total Bank Loans & Other Borrowings at 12/31/2021. Excludes IFRS-16 operating leases.



Total Cash & Cash Equivalents and Restricted Cash at 12/31/2021.

Represents Total Bank Loans & Other Borrowings less Total Cash & Bank Balances and Restricted Cash.

## Summary & Outlook

2021 Achievements

- > Strong drybulk market conditions led to our highest financials results since our spin-off and listing
- ➤ Commercial strategy demonstrating its potential with material profits generated from both our longand short-term charter-in vessels, along with "in the money" purchase options in the future
- ➤ Implemented a new dividend and capital return policy in the third quarter which will result in cash dividends for the year of \$1.44 per share and \$11.9 million in highly accretive share repurchases
- ➤ Completed the Company's first secondary offering, which has benefited all shareholders through materially increased daily trading liquidity, a stronger US institutional shareholder base, more equity research coverage, and increased market float in the US, which has now reached over 38% of shares outstanding, as of January 2022

Outlook

- > Drybulk freight rates declined from exceptional levels to merely strong levels late in the fourth quarter of 2021 and early 2022, though have started to rebound again in recent weeks
- > Smallest newbuilding orderbook in decades supports market recovery due to constriction in vessel supply growth as demand continues to recover
- ➤ Due to record amounts of new containership orders thus far in 2021, even if drybulk orders were to pick up materially, limited shipyard spare capacity means that most new orders could not hit the water until 2024 at the earliest
- ➤ To the extent that demand continues to grow, even moderately, the lack of available supply growth combined with EEXI environmental regulations in 2023 is expected to lead to an attractive potential multi-year window for the drybulk market



# APPENDIX





# Owned Fleet Update<sup>(1)</sup> – 25 Vessels with Avg Age of ~7 Years

### **Handysize Owned Fleet – 15 Vessels**

Vessel Name	Built	DWT	Country of Build	Eco	Ownership Percentage
IVS Tembe	2016	37,740	Japan	Yes	100%
IVS Sunbird	2015	33,400	Japan	Yes	100%
IVS Thanda	2015	37,720	Japan	Yes	100%
IVS Kestrel	2014	32,770	Japan	Yes	100%
IVS Phinda	2014	37,720	Japan	Yes	100%
IVS Sparrow haw k	2014	33,420	Japan	Yes	100%
IVS Merlion	2013	32,070	China	No	100%
IVS Raffles	2013	32,050	China	No	100%
IVS Ibis	2012	28,240	Japan	No	100%
IVS Kinglet	2011	33,130	Japan	No	100%
IVS Magpie	2011	28,240	Japan	No	100%
IVS Orchard	2011	32,530	China	No	100%
IVS Knot	2010	33,140	Japan	No	100%
IVS Sentosa	2010	32,700	China	No	100%
IVS Kingbird	2007	32,560	Japan	No	100%
Handysize Ow ned:	15 Vessels	497,430	DWT		

### Supramax / Ultramax Owned Fleet - 9 Vessels

			Country of		Ownership
Vessel Name	Built	DWT	Build	Eco	Percentage
IVS Okudogo	2019	61,330	Japan	Yes	100%
IVS Phoenix	2019	61,470	Japan	Yes	100%
IVS Prestwick	2019	61,300	Japan	Yes	100%
IVS Sw inley Forest	2017	60,490	Japan	Yes	100%
IVS Gleneagles	2016	58,070	Japan	Yes	100%
IVS North Berwick	2016	60,480	Japan	Yes	100%
IVS Bosch Hoek	2015	60,270	Japan	Yes	100%
IVS Hirono	2015	60,280	Japan	Yes	100%
IVS Wentworth	2015	58,090	Japan	Yes	100%
Supra/Ultra Ow ned:	9 Vessels	541,780	DWT		
Ow ned Drybulk: 24	Vessels	1,039,210	DWT		



## Long-Term Charter-In Fleet Update – 7 Vessels

➤ In order to provide our shareholders with more clarity on the value of our long-term charter-in vessels and associated purchase options, we have provided additional financial information on the contracts

Vessel <b>N</b> ame	Built	Country of Build	DWT	Daily Charter-in Rate @ 12/31/2021	Charter Expiry Range	Purchase Option Price
IVS Atsugi <sup>(1)</sup>	2020	Japan	62,660	\$12,200	Q4 2022-2024	\$25.2
IVS Pebble Beach (2)	2020	Japan	62,660	\$12,200	Q3 2022-2024	\$25.2
IVS Hayakita (3)	2016	Japan	60,400	\$13,500	Q3 2023-2026	~\$24.1
IVS Windsor (4)	2016	Japan	60,280	\$13,385	Q3 2023-2026	None
IVS Pinehurst (5)	2015	Philippines (6)	57,810	\$9,000	Q1 2023	\$18.0
IVS Crimson Creek (7)	2014	Japan	57,950	\$17,500	Q2 2022	None
IVS Naruo (8)	2014	Japan	60,030	\$12,750	Q1 2023-2024	~\$15.6

- (1) Chartered-in until Q4 2022 with two one-year options to extend, at charter-in rates of \$12,950 per day for the first extension year and \$13,700 per day for the second extension year. The purchase option is exercisable beginning in Q4 2022 subject to contract terms and conditions.
- (2) Chartered-in until Q3 2022 with two one-year options to extend, at charter-in rates of \$12,950 per day for the first extension year and \$13,700 per day for the second extension year. The purchase option is exercisable beginning in Q3 2022 subject to contract terms and conditions.
- (3) Chartered-in until Q3 2023 with two one-year options to extend and one nine-month option to extend, at charter-in rates of \$14,000 per day for the first extension year, \$14,500 per day for the second extension year, and \$14,800 per day for the following nine-month extension period. The purchase option is exercisable next in Q3 2022 subject to contract terms and conditions and includes an estimated Japanese Yen denominated component but excludes estimated 50/50 profit sharing with vessel owner. The Japanese Yen component has been converted to at a rate of 115 Yen to \$1.
- (4) Chartered-in until Q3 2023 with two one-year options to extend and one nine-month option to extend, at charter-in rates of \$13,885 per day for the first extension year, \$14,385 per day for the following nine-month extension period.
- (5) Chartered-in at \$9,000 per day until January 3, 2022, and thereafter at \$10,000 per day until Q1 2023. The purchase option is exercisable at any time prior to Q4 2022 subject to contract terms and conditions.
- (6) Constructed at Tsuneishi Cebu Shipyard, a subsidiary of Tsuneishi Shipbuilding of Japan.
- (7) Chartered-in at 101% of the BSI-58 Index with a floor of \$8,500 per day and ceiling of \$17,500 per day until Q2 2022. In the current market the ceiling rate of \$17,500 is applicable.
- (8) Chartered-in until January 2023 at \$13,000 with two additional one-year options to extend at \$13,000 per day for each extension year. The first extension year was exercised and the second extension period will be exercisable beginning Q4 2022. The purchase option is exercisable next in Q4 2022 subject to contract terms and conditions and includes an estimated Japanese Yen denominated component which has been converted to at a rate of 115 Yen to \$1.

# Unaudited Condensed Consolidated Statement of Profit or Loss

	Three Months Ended Dec 3		ed Dec 31,	c 31, Twe		elve Months Ended		
\$Thousands - Continuing Operations (2020 Figures Reclassified)		2021		2020*		2021		2020*
Revenue	\$	142,454	\$	55,704	\$	455,839	\$	210,682
Cost of sales								
Voyage expenses		(27,597)		(17,197)		(96,964)		(81,840)
Vessel operating costs		(11,490)		(10,732)		(43,958)		(37,968)
Charter hire costs		(21,245)		(10,272)		(75,381)		(34,369)
Depreciation of ships, drydocking and plant and equipment - ow ned assets		(6,717)		(6,181)		(25,866)		(22,003)
Depreciation of ships and ship equipment - right-of-use assets		(8,989)		(6,875)		(34,898)		(24,674)
Other income (expense)		301		188		(1,875)		(398)
Cost of ship sale		-		(100)		-		(5,375)
Gross profit	\$	66,717	\$	4,535	\$	176,897	\$	4,055
Other operating income (expense)		128		(1,160)		3,849		(293)
Administrative expense		(11,336)		(5,397)		(36,089)		(21,435)
Share of losses of joint ventures		(2)		22		(31)		(2,476)
Interest income		78		36		201		467
Interest expense		(2,762)		(4,107)		(12,298)		(15,106)
Profit (loss) before taxation	\$	52,823	\$	(6,071)	\$	132,529	\$	(34,788)
Income tax (expense) benefit		59		(196)		118		(189)
Profit (loss) for the period from continuing operations	\$	52,882	\$	(6,267)	\$	132,647	\$	(34,977)
Discontinued operation		(00)		(= 000)		(0.405)		(0.400)
Loss for the year from discontinued operation		(82)		(7,839)		(3,165)		(6,123)
Profit (loss) for the period	\$	52,800	\$	(14,106)	\$	129,482	\$	(41,100)
Profit (loss) for the period attributable to:								
Ow ners of the Company	\$	52,800	\$	(14,020)	\$	118,925	\$	(38,795)
Continuing operations		52,882		(6,181)		122,090		(32,672)
Discontinued operation	<u> </u>	(82)		(7,839)		(3,165)		(6,123)
Non-controlling interests		-		(86)		10,557		(2,305)
	\$	52,800	\$	(14,106)	\$	129,482	\$	(41,100)
Profit (loss) per share attributable to owners of the Company:								
From continuing and discontinued operations								
Basic	\$	2.79	\$	(0.74)	\$	6.21	\$	(2.05)
Diluted	\$	2.66	\$	(0.74)	\$	5.94	\$	(2.05)
From continuing operations								
Basic	\$	2.79	\$	(0.33)	\$	6.38	\$	(1.72)
Diluted	\$	2.67	\$	(0.33)	\$	6.10	\$	(1.72)

<sup>\*</sup> The financial information has been reclassified to disclose the discontinued tanker business completed in December 2021. The Group is now focused on the drybulk business which is presented as the continuing operations.



# Unaudited Condensed Consolidated Statement of Financial Position

\$Thousands	De	cember 31, 2021	De	cember 31, 2020
Cash and bank balances	\$	107,118	\$	41,261
Other current assets		54,372		41,350
Total current assets	\$	161,490	\$	82,611
Ships, property, plant and equipment		437,479		475,303
Right of use assets (1)		32,467		49,062
Restricted cash		6,649		9,304
Other non-current assets		7,084		5,819
Total non-current assets	\$	483,679	\$	539,488
Total assets	\$	645,169	\$	622,099
Bank loans & other borrowings - current	\$	28,020	\$	53,394
Lease liabilities – current (1)		27,375		28,120
Other current liabilities		44,948		36,387
Total current liabilities	\$	100,343	\$	117,901
Bank loans & other borrow ings – non-current		217,646		225,038
Lease liabilities – non-current (1)		5,896		23,124
Other non-current liabilities		1,649		2,017
Total non-current liabilities	\$	225,191	\$	250,179
Equity attributable to owners of the Company	\$	319,635	\$	212,237
Non-controlling interests		-		41,782
Total equity	\$	319,635	\$	254,019
Total equity & liabilities	\$	645,169	\$	622,099



# Drybulk Operational Performance<sup>(1)</sup>

	Thre	e Months E	nded	l Dec 31,	Twel	ve Months E	Ende	d Dec 31,
Handysize Segment		2021		2020		2021		2020
Revenue (\$Thousands)	\$	50,593	\$	23,689	\$	158,210	\$	84,519
Cost of sales		(21,242)		(23,090)		(84,231)		(90,453)
Gross Profit	\$	29,351	\$	599	\$	73,979	\$	(5,934)
Calendar days <sup>(2)</sup>		1,586		1,613		6,375		6,882
Available days <sup>(3)</sup>		1,565		1,607		6,239		6,713
Operating days <sup>(4)</sup>		1,525		1,564		6,115		6,584
Owned fleet operating days <sup>(5)</sup>		1,319		1,347		5,215		5,354
Long-term charter-in days <sup>(6)</sup>		-		-		-		-
Short-term charter-in days <sup>(7)</sup>		206		217		900		1,230
Fleet Utilization <sup>(8)</sup>		97.5%		97.3%		98.0%		98.1%
Average Daily Results (\$)								
TCE per day (9)	\$	28,842	\$	8,395	\$	21,336	\$	6,629
Vessel Operating costs per day(10)		5,767		5,312		5,670		5,030
Long-term charter-in costs per day(11)		-		-		-		-

	Thro	o Montho E	ndod	Dog 21	Two	lva Mantha	Endo	d Dog 21
	Inre	e Months E	naec	<u> </u>	Twe	Ive Months	Enae	<u>_</u>
Supramax / Ultramax Segment		2021		2020		2021		2020
Revenue (\$Thousands)	\$	90,537	\$	34,641	\$	292,257	\$	124,672
Cost of sales		(54,762)		(32,210)		(195,811)		(121,284)
Gross Profit	\$	35,775	\$	2,431	\$	96,446	\$	3,388
Calendar days <sup>(2)</sup>		2,350		2,251		9,652		7,787
Available days <sup>(3)</sup>		2,323		2,221		9,555		7,736
Operating days <sup>(4)</sup>		2,305		2,192		9,428		7,526
Owned fleet operating days <sup>(5)</sup>		802		685		2,943		2,514
Long-term charter-in days <sup>(6)</sup>		626		622		2,674		2,261
Short-term charter-in days <sup>(7)</sup>		878		885		3,812		2,751
Fleet Utilization <sup>(8)</sup>		99.2%		98.7%		98.7%		97.3%
Average Daily Results (\$)								
TCE per day <sup>(9)</sup>	\$	30,089	\$	10,937	\$	23,608	\$	10,072
Vessel Operating costs per day <sup>(10)</sup>		5,168		5,384		5,223		5,073
Long-term charter-in costs per day(11)		12,912		11,924		12,742		12,005

- As of February 14, 2022, we have contracted the following TCE per day for the first quarter of 2022
  - ➤ Handysize: 1,103 operating days at an average TCE per day of \$21,911<sup>(9)</sup>
  - Supramax/Ultramax: 1,474 operating days at an average TCE per day of \$24,374<sup>(9)</sup>
- The average long-term charter-in costs per day for the supramax/ultramax fleet for the first quarter of 2022 is expected to be approximately \$13,057/day



## NON-GAAP FINANCIAL MEASURES

The financial information included in this presentation includes certain "non-GAAP financial measures" as such term is defined in SEC regulations governing the use of non-GAAP financial measures. Generally, a non-GAAP financial measure is a numerical measure of a company's operating performance, financial position or cash flows that are included in, or excluded from, the most directly comparable measure calculated and presented in accordance with IRRS. For example, non-GAAP financial measures may exclude the impact of certain unique and/or non-operating items such as acquisitions, divestitures, restructuring charges, large write-offs or items outside of management's control. Management believes that the non-GAAP financial measures described below provide investors and analysts useful insight into our financial position and operating performance.

#### TCE Revenue and TCE per day

TCE revenue is defined as vessel revenues less voyage expenses. Such TCE revenue, divided by the number of our operating days during the period, is TCE per day. Vessel revenues and voyage expenses as reported for our operating segments include a proportionate share of vessel revenues and voyage expenses attributable to our joint ventures based on our proportionate ownership of the joint ventures. The number of operating days used to calculate TCE revenue per day also includes the proportionate share of our joint ventures' operating days and also includes charter-in days.

TCE per day is a common shipping industry performance measure used primarily to compare daily earnings generated by vessels on time charters with daily earnings generated by vessels on voyage charters, because charter hire rates for vessels on voyage charters have to cover voyage costs and are generally not expressed in per-day amounts while charter hire rates for vessels on time charters do not cover voyage costs and generally are expressed in per day amounts.

Below is a reconciliation from revenue to TCE revenue:

revenue.		Three months ended December 31,									
		2021		2020 (Reclassified*)							
(In thousands of U.S. dollars)	Revenue	Voyage Expenses	TCE Revenue	Revenue	Voyage Expenses	TCE Revenue					
Vessel Revenue											
Handysize	50,490	(6,506)	43,984	19,589	(6,460)	13,129					
Supramax/ultramax	90,513	(21,159)	69,354	34,588	(10,614)	23,974					
Other	1,324			1,362							
Ship sale revenue	-			-							
Other revenue	127			181							
Adjustments**	<u> </u>			(16)							
Revenue	142,454			55,704							

	Year ended December 31,									
		2021		2020						
		Voyage	TCE		(Reclassified*) Voyage	TCE				
(In thousands of U.S. dollars)	Revenue	Expenses	Revenue	Revenue	Expenses	Revenue				
Vessel Revenue										
Handysize	157,707	(27,235)	130,472	74,641	(30,995)	43,646				
Supramax/ultramax	292,179	(69,600)	222,579	124,352	(48,547)	75,805				
Other	5,372			5,463						
Ship sale revenue	-			5,178						
Other revenue	581			1,526						
Adjustments**	-			(478)						
Revenue	455,839			210,682						

<sup>\*</sup> The financial information has been reclassified to disclose the discontinued tanker business completed in December 2021. The Group is now focused on the drybulk business which is presented as the continuing operations.

<sup>\*\*</sup> Vessel revenue earned and voyage expenses incurred by the joint ventures are included within the operating segment information on a proportionate consolidation basis. Accordingly, joint ventures' proportionate financial information are adjusted out to reconcile to the unaudited condensed consolidated financial statements.



## NON-GAAP FINANCIAL MEASURES (CONT'D)

### EBITDA and Adjusted EBITDA

EBITDA is defined as earnings before income tax, interest expense, share of income/(losses) of joint ventures and depreciation and amortization. For periods commencing January 1, 2019, interest expense and depreciation and amortization include amounts relating to leases and classified, as appropriate, as interest expense or depreciation – right of use assets under the application of IFRS 16. Adjusted EBITDA adjusted to exclude the items set forth in the table below, which represent certain non-recurring, non-operating or other items that we believe are not indicative of the ongoing performance of our core operations.

EBITDA and Adjusted EBITDA are used by analysts in the shipping industry as common performance measures to compare results across peers. EBITDA and Adjusted EBITDA are not items recognized by IFRS, and should not be considered in isolation or used as alternatives to loss for the period or any other indicator of our operating performance.

Our presentation of EBITDA and Adjusted EBITDA is intended to supplement investors' understanding of our operating performance by providing information regarding our ongoing performance that exclude items we believe do not directly affect our core operations and enhancing the comparability of our ongoing performance across periods. Our management considers EBITDA and Adjusted EBITDA to be useful to investors because such performance measures provide information regarding the profitability of our core operations and facilitate comparison of our operating performance to the operating performance of our peers. Additionally, our management uses EBITDA and Adjusted EBITDA as measures when reviewing our operating performance. While we believe these measures are useful to investors, the definitions of EBITDA and Adjusted EBITDA used by us may not be comparable to similar measures used by other companies.

The table below presents the reconciliation between profit (loss) for the period to EBITDA and Adjusted EBITDA for the three months ended December 31, 2021 and 2020, and twelve months ended December 31, 2021 and 2020.

	 	nths ended lber 31,	Year ended December 31,				
(In thousands of U.S. dollars)	 021	2020 (Reclassified*)	2021	(Red	2020 classified*)		
Profit (loss) for the period from continuing operations	\$ 52,882	\$ (6,267)	\$ 132,647	\$	(34,977)		
Adjusted for:							
Income tax expense (benefit)	(59)	196	(118)		189		
Interest income	(78)	(36)	(201)		(467)		
Interest expense	2,762	4,107	12,298		15,106		
Share of losses (profits) of joint ventures	2	(22)	31		2,476		
Depreciation and amortization	 15,984	13,353	 61,919		47,808		
EBITDA from continuing operations	71,493	11,331	206,576		30,135		
Adjusted for							
(Reversal of) impairment loss recognized on ships	-	236	(3,557)		5,148		
Impairment loss recognized on goodwill and intangibles	-	-	965		-		
Reversal of impairment loss recognized on right-of-use							
assets	-	-	(1,046)		-		
Share based compensation	1,691	510	3,330		1,847		
Registration and offering related expenses	 _		633		<u>-</u>		
Adjusted EBITDA from continuing operations	 73,184	12,077	 206,901		37,130		
Adjusted EBITDA from discontinued operation	 (447)	(2,606)	(2,648)		10,205		
Adjusted EBITDA	 72,737	9,471	204,253		47,335		





## NON-GAAP FINANCIAL MEASURES (CONT'D)

### Adjusted net income (loss) and Adjusted Earnings (loss) per share

Adjusted net income (loss) is defined as Profit (loss) for the period attributable to the owners of the Company adjusted for (reversal of) impairment loss recognized on ships, impairment loss recognized on goodwill and intangibles, reversal of impairment loss recognized on right-of-use assets, impairment loss on net disposal group, loss on disposal of business, share based compensation and non-recurring expenditure. Adjusted Earnings (loss) per share represents this figure divided by the weighted average number of ordinary shares outstanding for the period.

Adjusted net income (loss) is used by management for forecasting, making operational and strategic decisions, and evaluating current company performance. It is also one of the inputs used to calculate the variable amount that will be returned to shareholders in the form of quarterly dividends and/or share repurchases. Adjusted net income (loss) is not recognized by IFRS, and should not be considered in isolation or used as alternatives to profit (loss) for the period or any other indicator of our operating performance.

Our presentation of Adjusted net income (loss) is intended to supplement investors' understanding of our operating performance by providing information regarding our ongoing performance that exclude items we believe do not directly affect our core operations and enhancing the comparability of our ongoing performance across periods. Our management considers Adjusted net income (loss) to be useful to investors because it eliminates items that may vary significantly from period to period and is unrelated to the overall operating performance. Identifying these elements will facilitate comparison of our operating performance to the operating performance of our peers. Additionally, our management uses Adjusted net income (loss) as measures when reviewing our operating performance.

The table below presents the reconciliation between profit (loss) for the period attributable to the owners of the Company to Adjusted net income (loss) for the three months ended December 31, 2021 and 2020 and twelve months ended December 31, 2021 and 2020.

		Three mor				Year ended December 31,				
		2021		2020		2021		2020		
(In thousands of U.S. dollars, other than per share data)			(Reclassified*)					eclassified*)		
Profit (loss) for the period attributable to owners of the										
Company for continuing operations	\$	52,882	\$	(6,181)	\$	122,090	\$	(32,672)		
Adjusted for:										
- (Reversal of) impairment loss recognized on ships		-		236		(3,557)		5,148		
- Impairment loss recognized on goodwill and intangibles		-				965		-		
- Reversal of impairment loss recognized on right-of-use										
assets						(1,046)				
- Share based compensation		1,691		510		3,330		1,847		
- Registration and offering related expenses	_				_	633	_	_		
				(# 10#)				(0.5.455)		
Adjusted net income (loss) for continuing operations		54,573		(5,435)		122,415		(25,677)		
A 3!		(01)		(1.292)		(597)		E 70E		
Adjusted net income (loss) for discontinued operation	-	(81)	-	(1,382)	-	(587)	_	5,725		
Adjusted net income (loss)		54,492		(6,817)		121,828		(19,952)		
rajastea net meome (1988)	_	5.,.>2	_	(0,017)	_	121,020	_	(15,552)		
Weighted average number of shares on which profit/(loss)										
per share has been calculated		18,956,127		19,006,858		19,150,787		18,966,414		
Effect of dilutive potential ordinary shares		861,834		-		861,834		-		
Weighted average number of ordinary shares for the										
purpose of calculating diluted profit/(loss) per share		19,817,961		19,006,858		20,012,621		18,966,414		
Basic profit (loss) per share for continuing operations	\$	2.79	\$	(0.33)	\$	6.38	\$	(1.72)		
Diluted profit (loss) per share for continuing operations	\$	2.67	\$	(0.33)	\$	6.10	\$	(1.72)		
Basic Adjusted earnings (loss) per share for continuing										
operations	\$	2.88	\$	(0.29)	\$	6.39	\$	(1.35)		
Diluted Adjusted earnings (loss) per share for continuing										
operations	\$	2.75	\$	(0.29)	\$	6.12	\$	(1.35)		

<sup>\*</sup> The financial information has been reclassified to disclose the discontinued tanker business completed in December 2021. The Group is now focused on the drybulk business which is presented as the continuing operations.



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Year ended December 31.

## CHARTER-IN COSTS

Long-term charter-in costs is defined as the charter costs relating to chartered-in vessels included in our Fleet from time to time, which are vessels for which the period of the charter that we initially commit to is 12 months or more, even if at a given time the remaining period of their charter may be less than 12 months ("long-term charter-in vessels"). Such long-term charter-in costs, divided by the number of operating days for the relevant vessels during the period, is long-term charter-in costs per day.

Before the application of IFRS 16 on January 1, 2019, long-term charter-in costs were included in charter hire costs in the statement of profit and loss. From January 1, 2019, charter hire costs in the statement of profit and loss only includes charter costs that meet the definition of short-term leases in terms of IFRS 16 which, due to practical expedients allowed under IFRS 16, for the period from January 1, 2019 to December 31, 2019 includes charter costs relating to some but not all of our long-term charter-in vessels, with the charter costs relating to the remainder of our long-term charter-in vessels presented as lease payments on ships. Accordingly, charter hire costs and lease payments on ships together comprise "adjusted charter hire costs".

Long-term charter-in costs and long-term charter-in costs per day are non-GAAP performance measures used primarily to provide an understanding of the total costs and total costs per day relating to the charter-in of the company's long-term chartered-in vessels.

								Inree months ended December 31,						
		Tl	hree months end	led December 3	1,					200	20			
	2021									(Reclass	sified*)			
	Charter hire	Lease payments on	Adjusted charter hire	Long-term charter-in	Short-term charter-in	Adjusted charter hire		Charter hire	Lease payments on	Adjusted charter hire	Long-term charter-in	Short-term charter-in	Adjusted charter hire	
(In thousands of U.S. dollars)	costs	Ships	costs	costs	costs	costs	(In thousands of U.S. dollars)	costs	Ships	costs	costs	costs	costs	
Handysize	3,189	-	3,189	-	3,189	3,189	Handysize	1,567	-	1,567	-	1,567	1,567	
Supramax/ultramax	18,056	9,381	27,437	8,083	19,354	27,437	Supramax/ultramax	8,705	7,566	16,271	7,417	8,854	16,271	
	21,245	9,381	30,626			30,626		10,272	7,566	17,838			17,838	

								Teur chaca December 51;					
	Year ended December 31,							2020					
	2021							(Reclassified*)					
		Lease	Adjusted	Long-term	Short-term	Adjusted			Lease	Adjusted	Long-term	Short-term	Adjusted
	Charter hire	payments on	charter hire	charter-in	charter-in	charter hire		Charter hire	payments on	charter hire	charter-in	charter-in	charter hire
(In thousands of U.S. dollars)	costs	Ships	costs	costs	costs	costs	(In thousands of U.S. dollars)	costs	Ships	costs	costs	costs	costs
Handysize	11,755	-	11,755	-	11,755	11,755	Handysize	8,827	-	8,827	-	8,827	8,827
Supramax/ultramax	63,626	36,791	100,417	34,072	66,345	100,417	Supramax/ultramax	25,542	27,388	52,930	27,143	25,787	52,930
	75,381	36,791	112,172			112,172	Discontinued operation	3,851	1,795	5,646	5,646	-	5,646
								38,220	29,183	67,403			67,403



<sup>\*</sup> The financial information has been reclassified to disclose the discontinued tanker business completed in December 2021. The Group is now focused on the drybulk business which is presented as the continuing operations.

# Drybulk Operational Performance Endnotes (Slide 19)

- (1) Segment results of operations include the proportionate share of joint ventures, which differs from the consolidated statements of profit or loss in our unaudited condensed consolidated financial statements which account for our investments in joint ventures under the equity method.
- (2) Calendar days: total calendar days the vessels were in our possession for the relevant period.
- (3) Available days: total number of calendar days a vessel is in our possession for the relevant period after subtracting off-hire days for scheduled drydocking and special surveys. We use available days to measure the number of days in a relevant period during which vessels should be available for generating revenues.
- (4) Operating days: the number of available days in the relevant period a vessel is controlled by us after subtracting the aggregate number of days that the vessel is off-hire due to a reason other than scheduled drydocking and special surveys, including unforeseen circumstances. We use operating days to measure the aggregate number of days in a relevant period during which vessels are actually available to generate revenues.
- (5) Owned fleet operating days: the number of operating days in which our owned fleet is operating for the relevant period.
- (6) Long-term charter-in days: the number of operating days in which our long-term charter-in fleet is operating for the relevant period. We regard chartered-in vessels as long-term charters if the period of the charter that we initially commit to is 12 months or more. Once we have included such chartered-in vessels in our Fleet, we will continue to regard them as part of our Fleet until the end of their chartered-in period, including any period that the charter has been extended under an option, even if at a given time the remaining period of their charter may be less than 12 months.
- (7) Short-term charter-in days: the number of operating days for which we have chartered-in third party vessels for durations of less than one year for the relevant period.
- (8) Fleet utilization: the percentage of time that vessels are available for generating revenue, determined by dividing the number of operating days during a relevant period by the number of available days during that period. We use fleet utilization to measure a company's efficiency in technically managing its vessels.
- (9) TCE per day: vessel revenues less voyage expenses during a relevant period divided by the number of operating days during the period. The number of operating days used to calculate TCE revenue per day includes the proportionate share of our joint ventures' operating days and includes charter-in days. See "Non-GAAP Financial Measures" at the end of this presentation.
- (10) Vessel operating costs per day: Vessel operating costs per day represents vessel operating costs divided by the number of calendar days for owned vessels. The vessel operating costs and the number of calendar days used to calculate vessel operating costs per day includes the proportionate share of our joint ventures' calendar day and excludes charter-in costs and charter-in days.
- (11) Long-term charter-in costs per day: Charter hire expenses associated with long-term charter-in vessels divided by long-term charter-in days for the relevant period. (please refer to Annex A)



# Questions?

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