Genco Shipping & Trading Limited



Q3 2021 Earnings Presentation

November 4th, 2021

Forward Looking Statements

"Safe Harbor" Statement Under the Private Securities Litigation Reform Act of 1995

This presentation contains forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements use words such as “anticipate,” “budget,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe,” and other words and terms of similar meaning in connection with a discussion of potential future events, circumstances or future operating or financial performance. These forward-looking statements are based on our management’s current expectations and observations. Included among the factors that, in our view, could cause actual results to differ materially from the forward looking statements contained in this report are the following: (i) declines or sustained weakness in demand in the drybulk shipping industry; (ii) continuation of weakness or declines in drybulk shipping rates; (iii) changes in the supply of or demand for drybulk products, generally or in particular regions; (iv) changes in the supply of drybulk carriers including newbuilding of vessels or lower than anticipated scrapping of older vessels; (v) changes in rules and regulations applicable to the cargo industry, including, without limitation, legislation adopted by international organizations or by individual countries and actions taken by regulatory authorities; (vi) increases in costs and expenses including but not limited to: crew wages, insurance, provisions, lube oil, bunkers, repairs, maintenance, general and administrative expenses, and management fee expenses; (vii) whether our insurance arrangements are adequate; (viii) changes in general domestic and international political conditions; (ix) acts of war, terrorism, or piracy; (x) changes in the condition of the Company’s vessels or applicable maintenance or regulatory standards (which may affect, among other things, our anticipated drydocking or maintenance and repair costs) and unanticipated drydock expenditures; (xi) the Company’s acquisition or disposition of vessels; (xii) the amount of offhire time needed to complete maintenance, repairs, and installation of equipment to comply with applicable regulations on vessels and the timing and amount of any reimbursement by our insurance carriers for insurance claims, including offhire days; (xiii) the completion of definitive documentation with respect to charters; (xiv) charterers’ compliance with the terms of their charters in the current market environment; (xv) the extent to which our operating results continue to be affected by weakness in market conditions and freight and charter rates; (xvi) our ability to maintain contracts that are critical to our operation, to obtain and maintain acceptable terms with our vendors, customers and service providers and to retain key executives, managers and employees; (xvii) completion of documentation for vessel transactions and the performance of the terms thereof by buyers or sellers of vessels and us; (xviii) the relative cost and availability of low sulfur and high sulfur fuel, worldwide compliance with sulfur emissions regulations that took effect on January 1, 2020 and our ability to realize the economic benefits or recover the cost of the scrubbers we have installed.; (xix) our financial results for the year ending December 31, 2021 and other factors relating to determination of the tax treatment of dividends we have declared; (xx) the financial results we achieve for each quarter that apply to the formula under our new dividend policy, including without limitation the actual amounts earned by our vessels and the amounts of various expenses we incur, as a significant decrease in such earnings or a significant increase in such expenses may affect our ability to carry out our new value strategy; (xxi) the exercise of the discretion of our Board regarding the declaration of dividends, including without limitation the amount that our Board determines to set aside for reserves under our dividend policy; (xxii) the duration and impact of the COVID-19 novel coronavirus epidemic, which may negatively affect general global and regional economic conditions; our ability to charter our vessels at all and the rates at which are able to do so; our ability to call on or depart from ports on a timely basis or at all; our ability to crew, maintain, and repair our vessels, including without limitation the impact diversion of our vessels to perform crew rotations may have on our revenues, expenses, and ability to consummate vessel sales, expense and disruption to our operations that may arise from the inability to rotate crews on schedule, and delay and added expense we may incur in rotating crews in the current environment; our ability to staff and maintain our headquarters and administrative operations; sources of cash and liquidity; our ability to sell vessels in the secondary market, including without limitation the compliance of purchasers and us with the terms of vessel sale contracts, and the prices at which vessels are sold; and other factors relevant to our business described from time to time in our filings with the Securities and Exchange Commission; and (xxiv) other factors listed from time to time in our filings with the Securities and Exchange Commission, including, without limitation, our Annual Report on Form 10-K for the year ended December 31, 2020 and subsequent reports on Form 8-K and Form 10-Q. Our ability to pay dividends in any period will depend upon various factors, including the limitations under any credit agreements to which we may be a party, applicable provisions of Marshall Islands law and the final determination by the Board of Directors each quarter after its review of our financial performance. The timing and amount of dividends, if any, could also be affected by factors affecting cash flows, results of operations, required capital expenditures, or reserves. As a result, the amount of dividends actually paid may vary. We do not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Agenda

- Third Quarter 2021 and Year-to-Date Highlights
- Financial Overview
- Industry Overview



Third Quarter 2021 and Year-to-Date Highlights

Q3 2021 – approaching full execution of value strategy

Comprehensive value strategy milestones

- **Vessel acquisitions**
  - Agreed to acquire 6 Ultramaxes since April 2021
    - Took delivery of 4 of these vessels in Q3
- **Financial deleveraging**
  - $144.2m of debt paid down through Sep 2021
  - Plan to pay down an additional $59m of debt in Q4 2021 to reach a debt balance of $246m at Dec 31, 2021
- **Closed $450 Million Credit Facility**
  - Provides additional capital allocation flexibility, improves terms and lowers our cash flow breakeven rate
- **Securing cash flows**
  - Fixed 7 vessels on period TCs for ~1 to ~2 years at rates between $23,375 and $32,000 per day
- **Increased dividend**
  - Increased our quarterly dividend of $0.15 per share
  - Over the last 9 quarters we have declared $1.055 per share in dividends in aggregate





Q3 2021 – our strongest quarter in over a decade…

Key financial metrics

- **Net income: $57.1 million**
  - Basic and diluted earnings per share: $1.36 / $1.34
  - Adjusted net income of $61.7 million
    - Basic and diluted earnings per share: $1.47 / $1.44
  - Highest quarterly earnings per share since 2008
- **Adjusted EBITDA*: $79.8 million for Q3 2021**
  - YTD 2021 adj. EBITDA of $150.7m vs $71.8m in all of 2020
- **Cash: $80.5 million, including restricted cash**
  - Debt: $305.0 million
  - Revolver availability: $137.5 million





Additional corporate initiatives

- **Established a new technical management JV**
  - The joint venture with The Synergy Group is named GS Shipmanagement
- **ESG**
  - Became a signatory to the Call to Action for Shipping Decarbonization
  - The Company published its first annual sustainability report

*We believe the non-GAAP measure presented provides investors with a means of better evaluating and understanding the Company's operating performance

Our comprehensive value strategy…

…is a holistic three-pronged approach including returning cash to shareholders, further deleveraging of the balance sheet and growth of the fleet

Dividends	Deleveraging	Growth
Cash flow generation	Debt repayments	Use shares as a currency to grow
Reduced cash flow breakeven rate	Debt prepayments utilizing cash on the balance sheet + operating cash flow	Utilize reserve + revolver
		Opportunistically sell older ships + redeploy proceeds

Strategy closely integrates with our barbell approach to fleet composition in which our minor bulk fleet provides stable cash flows, while our Capesize vessels provide meaningful upside potential and operating leverage

Genco's quarterly dividend calculation / framework

Q4 2021

First dividend under new policy to be based on Q4 2021 results and paid in Q1 2022

$36,879

Q4 2021 TCE estimate based on 71% fixed to date *(Q4 2021 owned available days: 3,836 for the full quarter)*

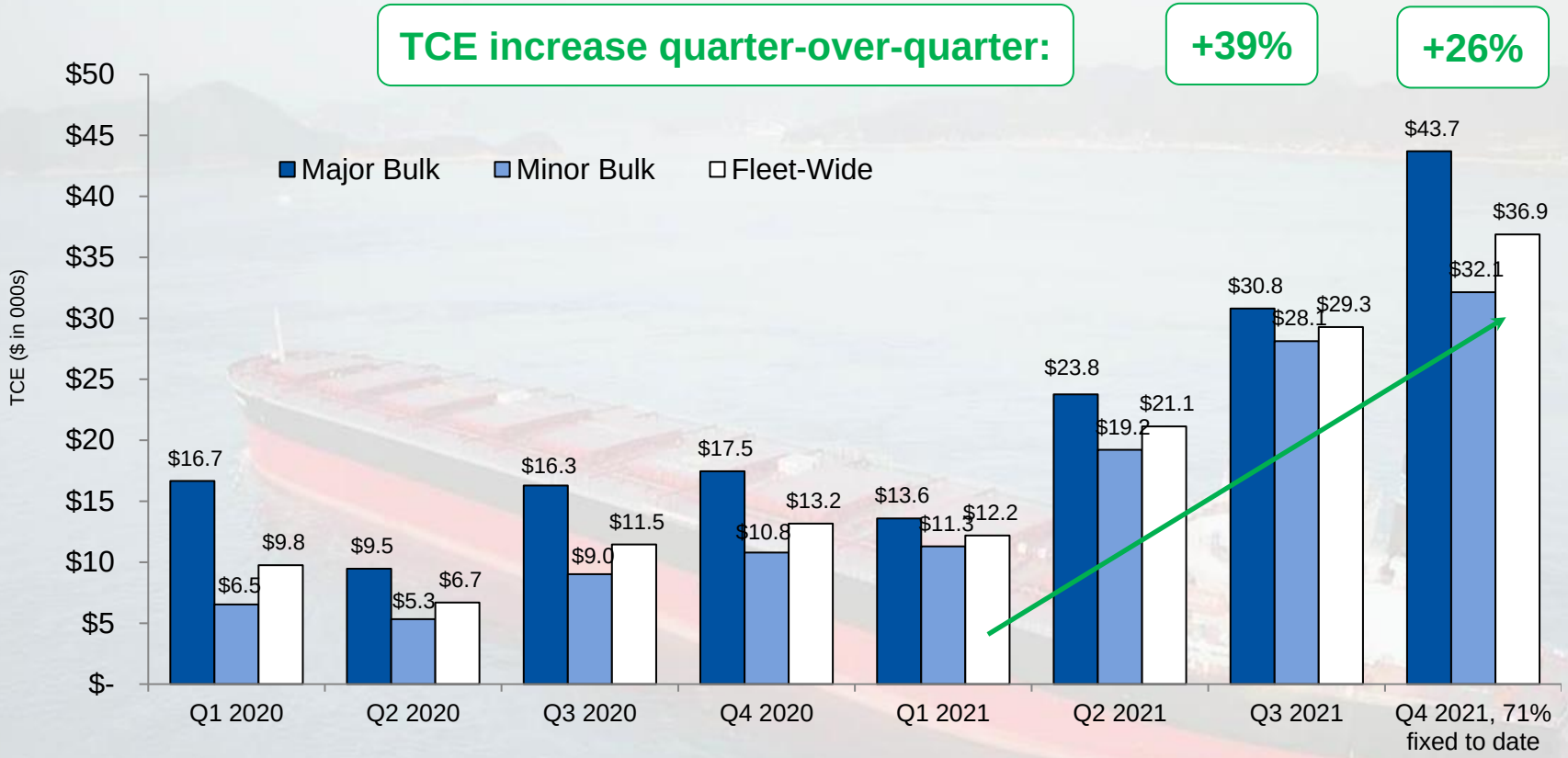
	Dividend calculation	Q4 2021 estimates ($ in m)	Commentary
Operating cash flow	Net revenue	Fixtures to date + market	Calculated as voyage revenue less voyage expenses and charter hire expenses
	Operating expenses	$ (28.97)	Consists of vessel opex, G&A ex restricted stock, interest expense ex deferred financing costs, technical mgmt fees - based on our estimated cash flow breakeven rate
	Less: debt repayments	$ (59.00)	Represents paydown to $246m of debt at Dec 31, 2021
	Less: drydocking/BWTS/ESD upgrades	$ (2.94)	Subject to timing of actual drydockings
	Less: reserve	$ (10.75)	Based on the following quarter's voluntary debt repayment of $8.75m + anticipated interest expense
	Cash flow distributable as dividends	Sum of the above output	
	Number of shares to be paid dividends	42.21	shares in millions

- **Management plans to communicate** the following information to the market a quarter ahead in order to estimate the next quarter's dividend:
  - TCE estimate
  - Estimated cash flow breakeven / expense levels
  - Debt repayment and quarterly reserve
- We plan to base the **quarterly reserve** on the next quarter's debt repayments and interest expense
- **Reserve optionality:** uses include debt prepayments, vessel acquisitions, general corporate purposes

Note: for the purpose of the dividend calculation, operating cash flow is defined as: voyage revenue less voyage expenses, charter hire expenses, vessel opex, G&A other than non-cash restricted stock expenses, technical mgmt fees, interest expense other than non-cash deferred financing costs. Determinations of whether to pay a dividend, the amount of any dividend, and the amount of reserves used in any dividend calculation will remain in our board of directors' discretion. Drydocking/BWTS/ESD upgrades shown are subject to change due to timing of actual drydockings. Please see the Appendix for a reconciliation to the above figures.

Q3 2021 TCE to date is our highest since 2010…

…with a further improvement expected in Q4 2021 based on quarter to date fixtures

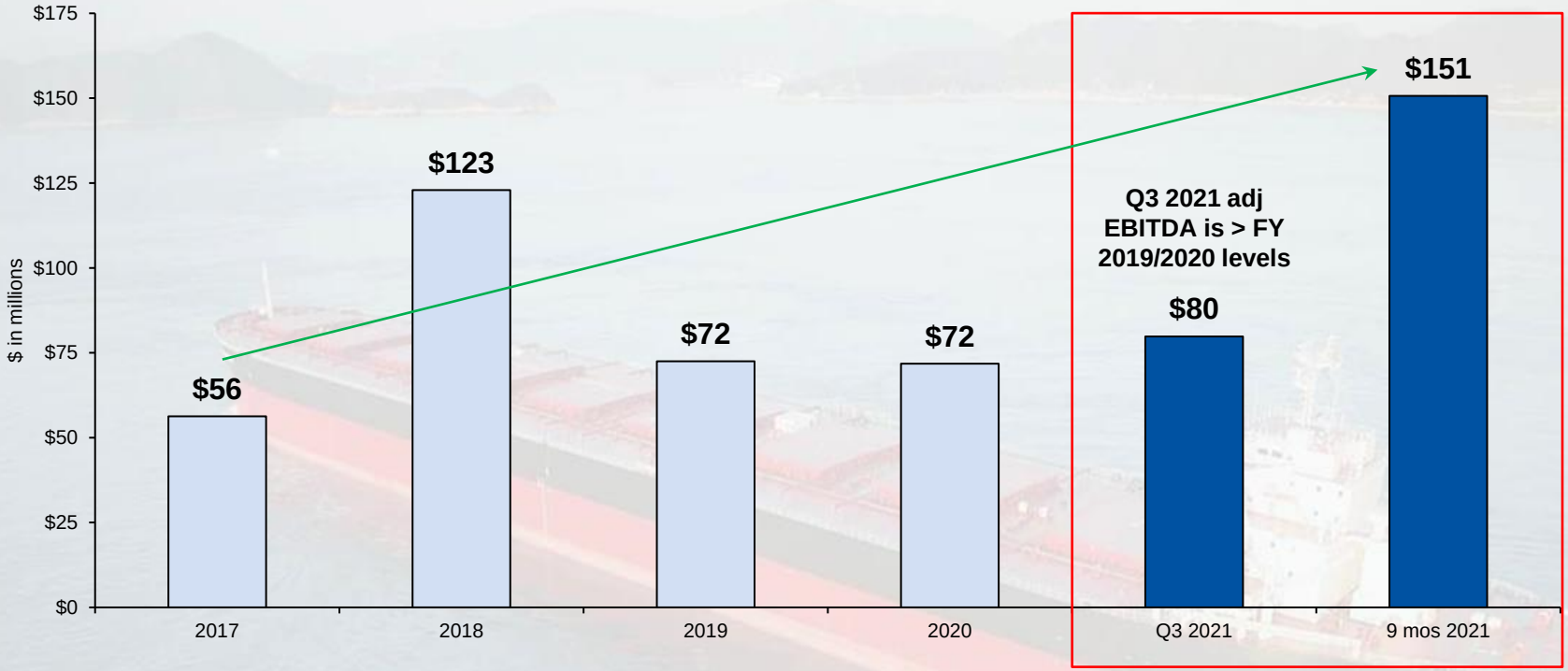


- **Our sizeable fleet provides us with significant operating leverage as highlighted by substantial increases in quarterly TCE in the year-to-date**

Note: our Capesize vessels are considered major bulk vessels, while Panamax, Ultramax, Supramax and Handysize vessels are considered minor bulk.

Genco's adjusted EBITDA development – last 5 years

9 mos 2021 adjusted EBITDA is greater than adjusted EBITDA for FY 2019 and FY 2020 combined and already greater than FY 2018



- **Genco's meaningful operating leverage is highlighted by significant growth in adjusted EBITDA in 2021 to date**

Note: We believe the non-GAAP measure presented provides investors with a means of better evaluating and understanding the Company's operating performance

Financial Overview

Third Quarter Earnings

	Three Months Ended September 30, 2021	Three Months Ended September 30, 2020	Nine Months Ended September 30, 2021	Nine Months Ended September 30, 2020
	(Dollars in thousands, except share and per share data) (unaudited)		(Dollars in thousands, except share and per share data) (unaudited)	
INCOME STATEMENT DATA:				
Revenues:				
Voyage revenues	$ 155,252	$ 87,524	$ 363,851	$ 260,066
Total revenues	155,252	87,524	363,851	260,066
Operating expenses:				
Voyage expenses	37,797	33,487	109,572	123,550
Vessel operating expenses	21,788	23,460	59,622	66,332
Charter hire expenses	8,644	1,020	22,405	5,527
General and administrative expenses (inclusive of nonvested stock amortization expense of $0.6 million, $0.5 million, $1.7 million and $1.5 million , respectively)	5,659	5,115	17,616	16,353
Technical management fees	1,631	1,739	4,400	5,316
Depreciation and amortization	14,200	16,115	41,409	49,619
Impairment of vessel assets	-	21,896	-	134,710
Loss on sale of vessels	159	358	894	844
Total operating expenses	89,878	103,190	255,918	402,251
Operating income (loss)	65,374	(15,666)	107,933	(142,185)
Other income (expense):				
Other income (expense)	84	(436)	440	(900)
Interest income	25	101	144	948
Interest expense	(3,943)	(5,097)	(12,955)	(17,515)
Loss on debt extinguishment	(4,408)	-	(4,408)	-
Other expense, net	(8,242)	(5,432)	(16,779)	(17,467)
Net income (loss)	$ 57,132	$ (21,098)	$ 91,154	$ (159,652)
Net earnings (loss) per share - basic	$ 1.36	$ (0.50)	$ 2.17	$ (3.81)
Net earnings (loss) per share - diluted	$ 1.34	$ (0.50)	$ 2.14	$ (3.81)
Weighted average common shares outstanding - basic	42,095,211	41,928,682	42,047,115	41,898,756
Weighted average common shares outstanding - diluted	42,750,836	41,928,682	42,548,187	41,898,756

September 30, 2021 Balance Sheet

BALANCE SHEET DATA:	September 30, 2021 (unaudited)	December 31, 2020
	(Dollars in thousands)	
Cash (including restricted cash)	$ 80,487	$ 179,679
Current assets	142,471	247,202
Total assets	1,176,765	1,232,809
Current liabilities (excluding current portion of long-term debt)	42,634	32,979
Current portion of long-term debt	-	80,642
Long-term debt (net of $8.3 million and $9.7 million of unamortized debt issuance costs at September 30, 2021 and December 31, 2020, respectively)	296,771	358,933
Shareholders' equity	830,683	744,994

OTHER FINANCIAL DATA:	Three Months Ended September 30, 2021	Three Months Ended September 30, 2020	Nine Months Ended September 30, 2021	Nine Months Ended September 30, 2020
	(Dollars in thousands) (unaudited)		(Dollars in thousands) (unaudited)	
Net cash provided by operating activities	N/A		$ 134,987	$ 16,015
Net cash (used in) provided by investing activities			(77,302)	12,327
Net cash used in financing activities			(156,877)	(29,816)
	(unaudited)		(unaudited)	
EBITDA Reconciliation:				
Net income (loss)	$ 57,132	$ (21,098)	$ 91,154	$ (159,652)
+ Net interest expense	3,918	4,996	12,811	16,567
+ Depreciation and amortization	14,200	16,115	41,409	49,619
EBITDA[(1)]	$ 75,250	$ 13	$ 145,374	$ (93,466)
+ Impairment of vessel assets	-	21,896	-	134,710
+ Loss on sale of vessels	159	358	894	844
+ Loss on debt extinguishment	4,408	-	4,408	-
Adjusted EBITDA	$ 79,817	$ 22,267	$ 150,676	$ 42,088

(1) EBITDA represents net income (loss) plus net interest expense, taxes, and depreciation and amortization. EBITDA is included because it is used by management and certain investors as a measure of operating performance. EBITDA is used by analysts in the shipping industry as a common performance measure to compare results across peers. Our management uses EBITDA as a performance measure in consolidating internal financial statements and it is presented for review at our board meetings. We believe that EBITDA is useful to investors as the shipping industry is capital intensive which often results in significant depreciation and cost of financing. EBITDA presents investors with a measure in addition to net income to evaluate our performance prior to these costs. EBITDA is not an item recognized by U.S. GAAP (i.e. non-GAAP measure) and should not be considered as an alternative to net income, operating income or any other indicator of a company's operating performance required by U.S. GAAP. EBITDA is not a measure of liquidity or cash flows as shown in our consolidated statement of cash flows. The definition of EBITDA used here may not be comparable to that used by other companies.

Third Quarter Highlights

	Three Months Ended (unaudited)		Nine Months Ended (unaudited)	
	September 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020
FLEET DATA:				
Total number of vessels at end of period	43	51	43	51
Average number of vessels (1)	40.6	51.4	41.3	52.9
Total ownership days for fleet (2)	3,735	4,729	11,280	14,495
Total chartered-in days (3)	333	145	1,120	816
Total available days (4)	4,048	4,773	12,289	14,891
Total available days for owned fleet (5)	3,715	4,628	11,169	14,075
Total operating days for fleet (6)	3,990	4,626	12,108	14,576
Fleet utilization (7)	98.1%	96.2%	98.1%	97.3%
AVERAGE DAILY RESULTS:				
Time charter equivalent (8)	$ 29,287	$ 11,456	$ 20,761	$ 9,307
Daily vessel operating expenses per vessel (9)	5,833	4,961	5,286	4,576

(1) Average number of vessels is the number of vessels that constituted our fleet for the relevant period, as a measured by the sum of the number of days each vessel was part of our fleet during the period divided by the number of calendar days in that period.

(2) We define ownership days as the aggregate number of days in a period during which each vessel in our fleet has been owned by us. Ownership days are an indicator of the size of our fleet over a period and affect both the amount of revenues and the amount of expenses that we record during a period.

(3) We define chartered-in days as the aggregate number of days in a period during which we chartered-in third-party vessels.

(4) We define available days as the number of our ownership days and chartered-in days less the aggregate number of days that our vessels are off-hire due to familiarization upon acquisition, repairs or repairs under guarantee, vessel upgrades or special surveys. Companies in the shipping industry generally use available days to measure the number of days in a period during which vessels should be capable of generating revenues.

(5) We define available days for the owned fleet as available days less chartered-in days.

(6) We define operating days as the number of our total available days in a period less the aggregate number of days that the vessels are off-hire due to unforeseen circumstances. The shipping industry uses operating days to measure the aggregate number of days in a period during which vessels actually generate revenues.

(7) We calculate fleet utilization as the number of our operating days during a period divided by the number of ownership days plus time charter-in days less days our vessels spend in drydocking.

(8) We define TCE rates as our voyage revenues less voyage expenses and charter-hire expenses, divided by the number of the available days of our owned fleet during the period. TCE rate 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 charterhire rates for vessels on voyage charters are generally not expressed in per-day amounts while charterhire rates for vessels on time charters generally are expressed in such amounts.

(9) We define daily vessel operating expenses to include crew wages and related costs, the cost of insurance, expenses relating to repairs and maintenance (excluding drydocking), the costs of spares and consumable stores, tonnage taxes and other miscellaneous expenses. Daily vessel operating expenses are calculated by dividing vessel operating expenses by ownership days for the relevant period.

Q4 2021 estimated fleet-wide expenses[1]

Daily Expenses by Category	Free Cash Flow[2]	Net Income
Direct Vessel Operating[3]	$5,100	$5,100
G&A Expenses[4]	1,338	1,467
Technical Management Fees[5]	392	392
Drydocking[6]	558	-
Fuel efficiency upgrade investment / BWTS[7]	198	-
Interest Expense[8]	605	715
Mandatory debt repayments[9]	-	-
Depreciation[10]	-	3,800
Total	**$8,190**	**$11,473**
Number of Vessels[11]	42.35	42.35

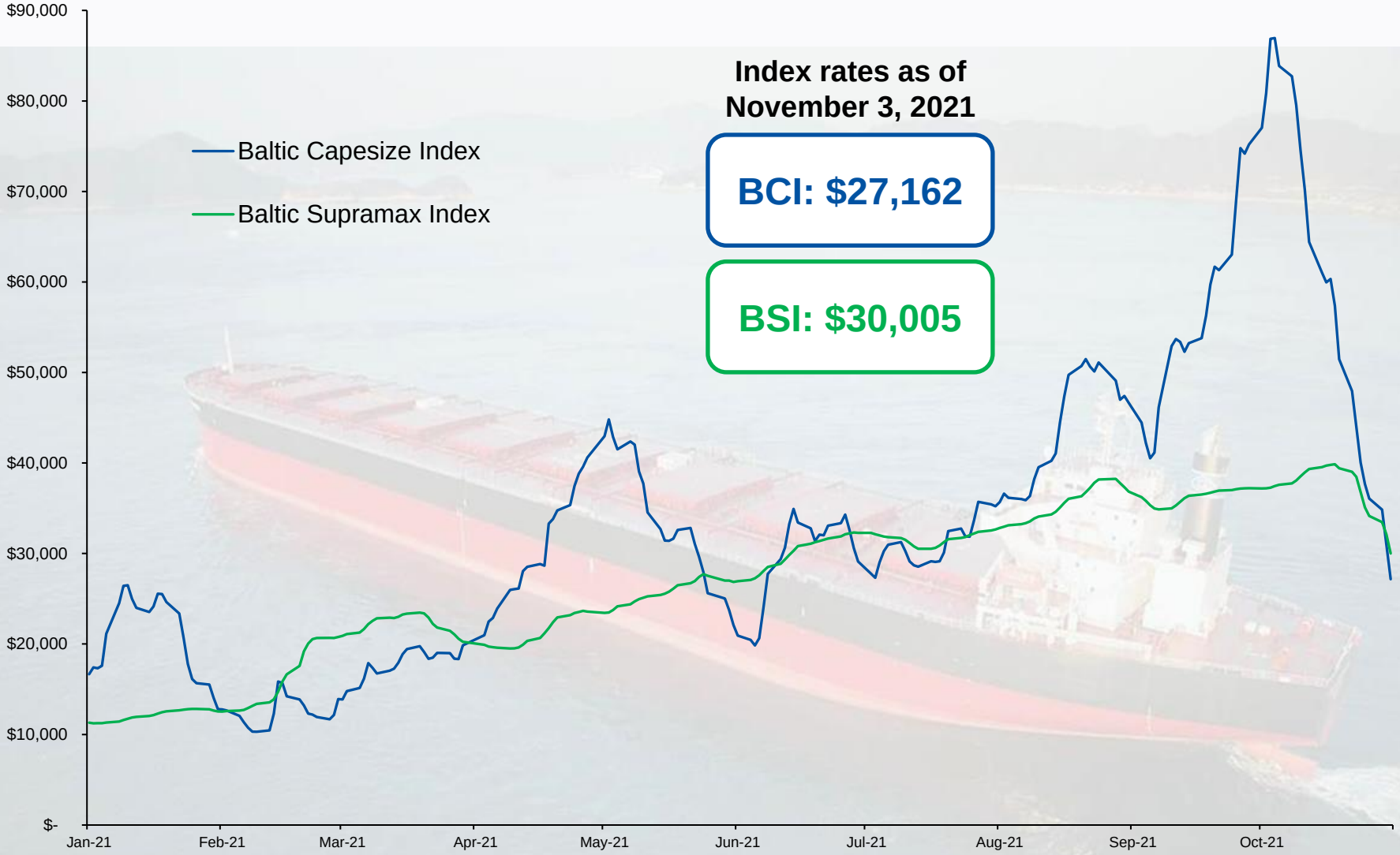
- Our year-end debt target is $246m following targeted voluntary debt paydowns totaling approximately $59 million in Q4 2021
- If we make these targeted paydowns, we will have no mandatory debt amortizations payments until Dec 2025, or later if we make additional voluntary paydowns
- In Q1 2022, we plan to prepay $8.75 million of debt
- We plan to continue to voluntarily pay down our debt
- Our medium term objective is to reduce net debt to zero with the longer term goal of zero debt

Genco's Estimated Ownership and Owned Available Days - Q4 2021			
Vessel Type	**Ownership Days**	**Drydocking Days**	**Owned Avail Days**
Capesize	1,564	-	1,564
Ultramax	1,196	40	1,156
Supramax	1,136	20	1,116
Total	**3,896**	**60**	**3,836**

Note: please refer to the appendix for further details and footnotes.

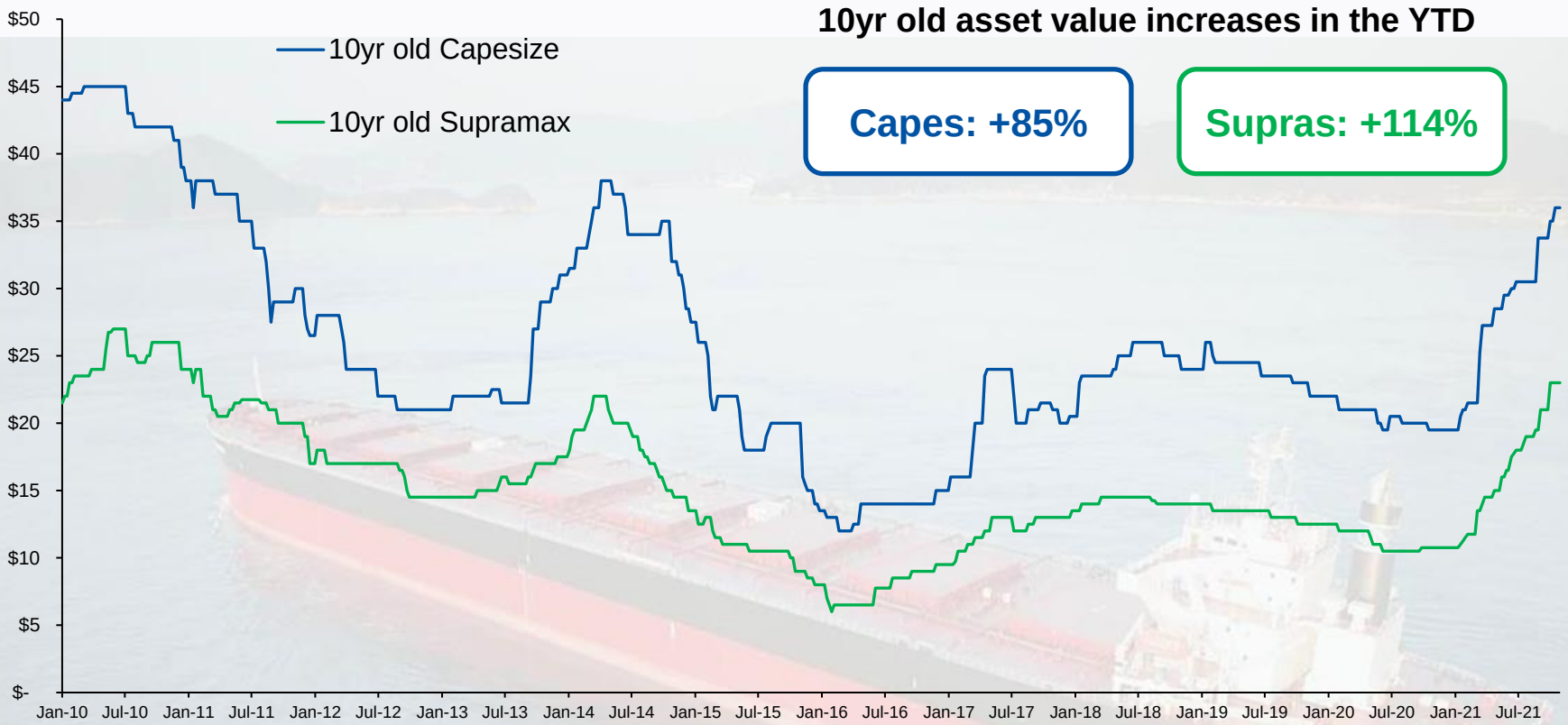
Industry Overview

Freight rates at decade highs in the YTD…



Source: Clarksons Research Services Limited 2021.

Asset values have significantly increased in the YTD



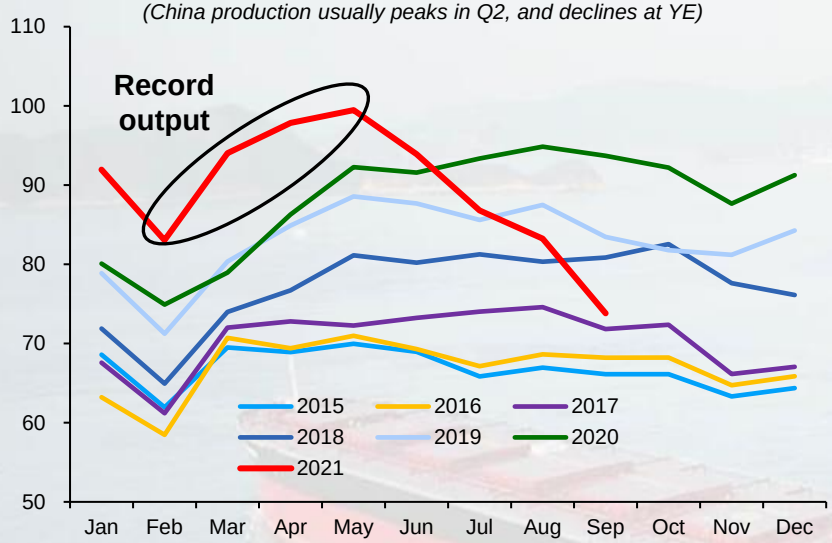
- **Genco's fleet average age is ~10 years and has directly experienced the rise in asset values**
- **Strong historical correlation between freight rates and asset values currently holding**

Source: Clarksons Research Services Limited 2021

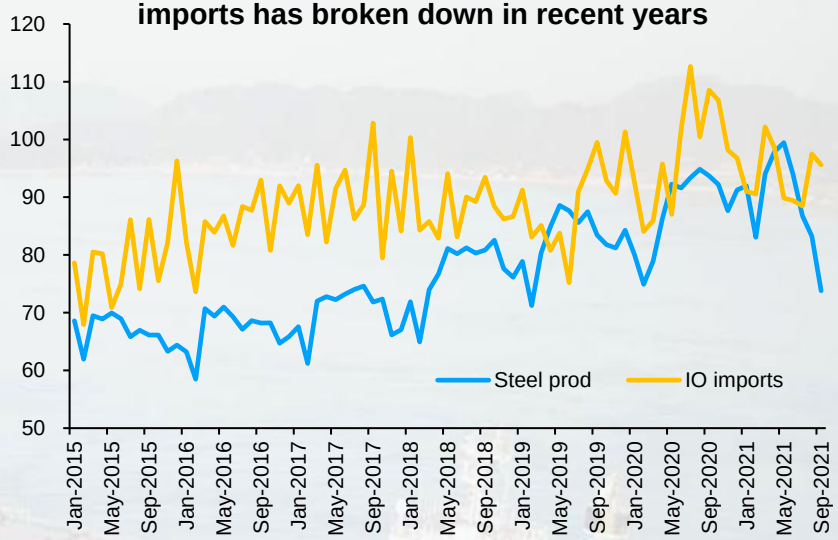
China steel production / iron ore imports

China's steel output has declined from record levels

(China production usually peaks in Q2, and declines at YE)



Correlation of China's steel output and iron ore imports has broken down in recent years

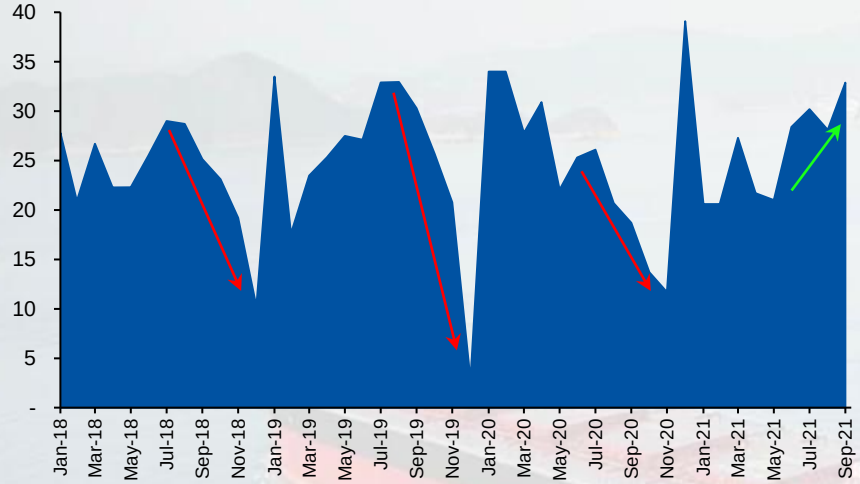


- China's steel output and iron ore import correlation since 2010 is 0.81, however, this correlation has broken down in recent years – only 0.40 since 2017 and -0.01 in 2021 to date
- China's steel output has declined in Q4 vs Q3 for 10 straight years
- Seaborne iron ore exports historically peak in 2H and decline in Q1 due to weather factors and maintenance

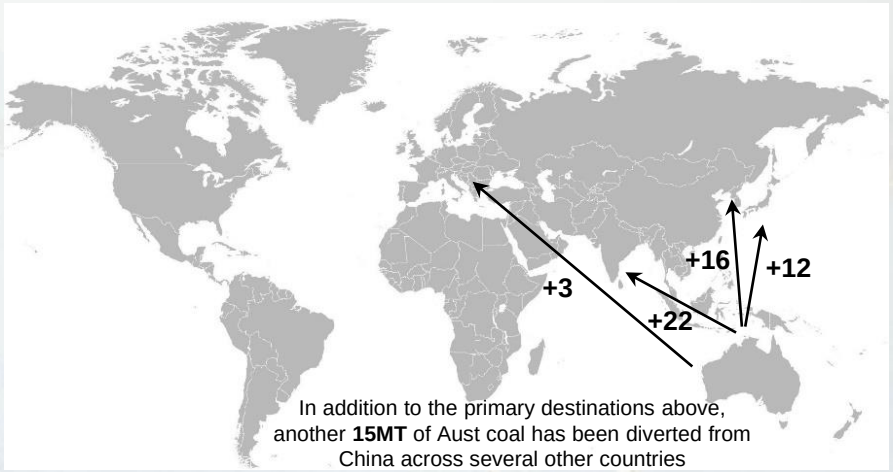
Source: Clarksons Research Services Limited 2021.

Coal market dynamics

China coal imports in recent years have declined into year-end, but in 2021 are trending higher due to tightness in energy supplies

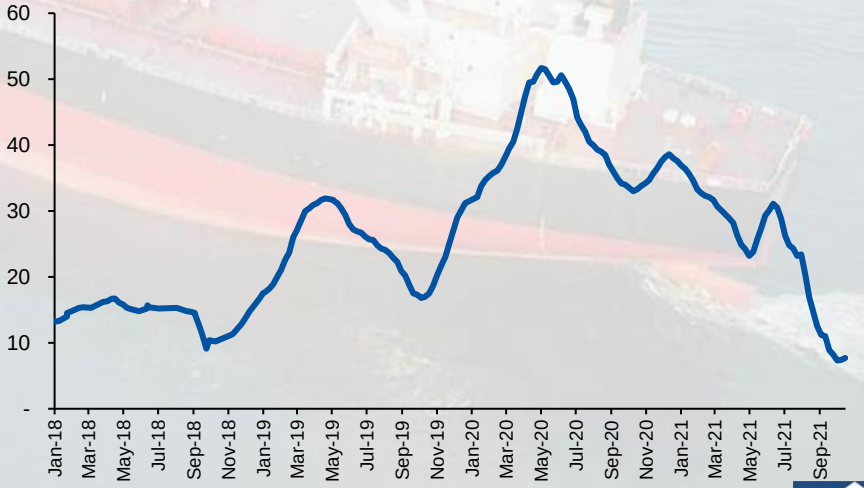


~65MT of Australian coal redirected from China to other countries in the YTD



- Increased coal demand globally due to:
  - Low inventories in China / India / Europe
  - China / Aust trade dispute
  - Mining accidents limiting domestic coal output in China
  - Decline in landborne coal from Mongolia to China
  - Weather related incidents limiting supply
  - Winter demand season approaching

India's coal powerplant stockpiles



Source: Clarksons Research Services Limited 2021, Commodore Research

China could reverse policy into 2022…

China GDP growth per quarter in 2021 vs target



Key targets / dates

>6%	China's 2021 GDP growth target
8%	China's 2021 GDP growth consensus forecast
Dec 2021	Politburo meeting in which many view as the time for a potential shift towards accommodative policy
Feb 2022	Beijing Olympics + Lunar New Year

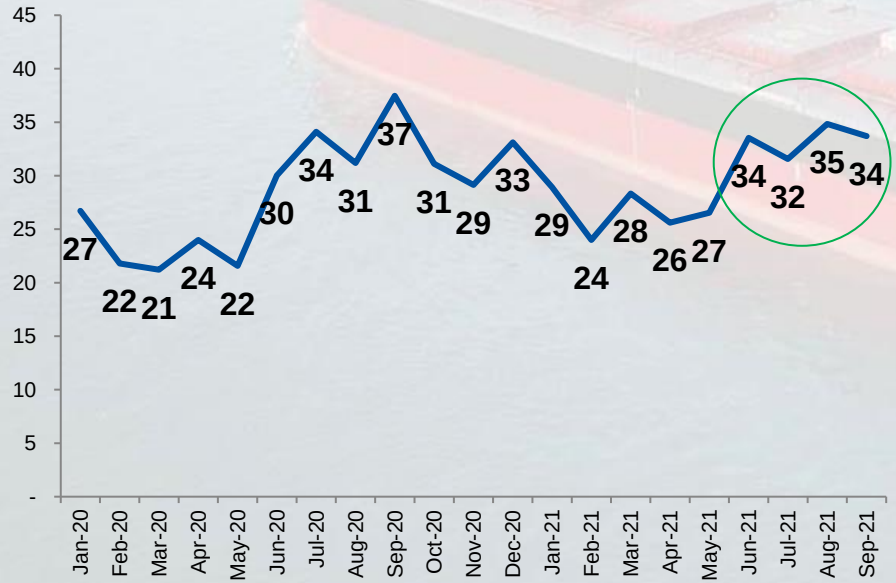
- Following a sharp recovery from the onset of COVID-19 in early 2020, 2021 has been a year of regulatory tightening in China to cool down the economy from over heating with a focus on the property sector
- At the Dec 2021 Poltiburo meeting policy priority could change from regulatory tightening to supporting growth
- In addition to the winter curtailment policy in China that limits steel output from Nov to Mar, the Olympics are in Beijing in early 2022 for which the gov't will want to ensure 'blue skies'
- Seasonal ramp up in China's steel production is expected in Q2 2022 - spring construction season, which historically has been the peak quarter for steel production in China

Source: Macquarie

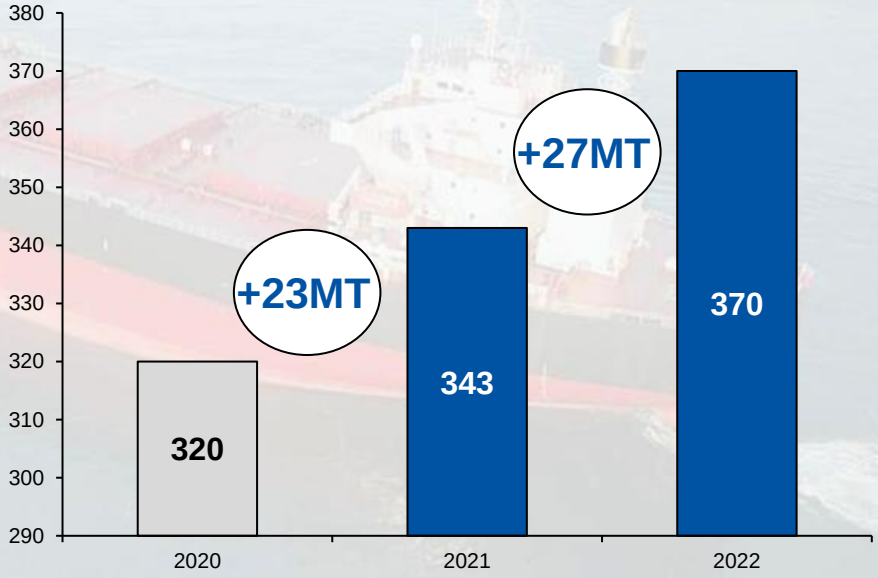
Brazilian iron ore exports are improving…

- Brazilian iron ore exports have increased by 8% YOY through September 2021
- Vale 2021 production guidance of 315-335MT
- Vale forecasts to reach a runrate of 370mtpa by the end of 2022
- Key iron ore route provides high volumes together with long ton mile trading distances

Brazilian iron ore exports ramping up…



…with further growth expected from Vale



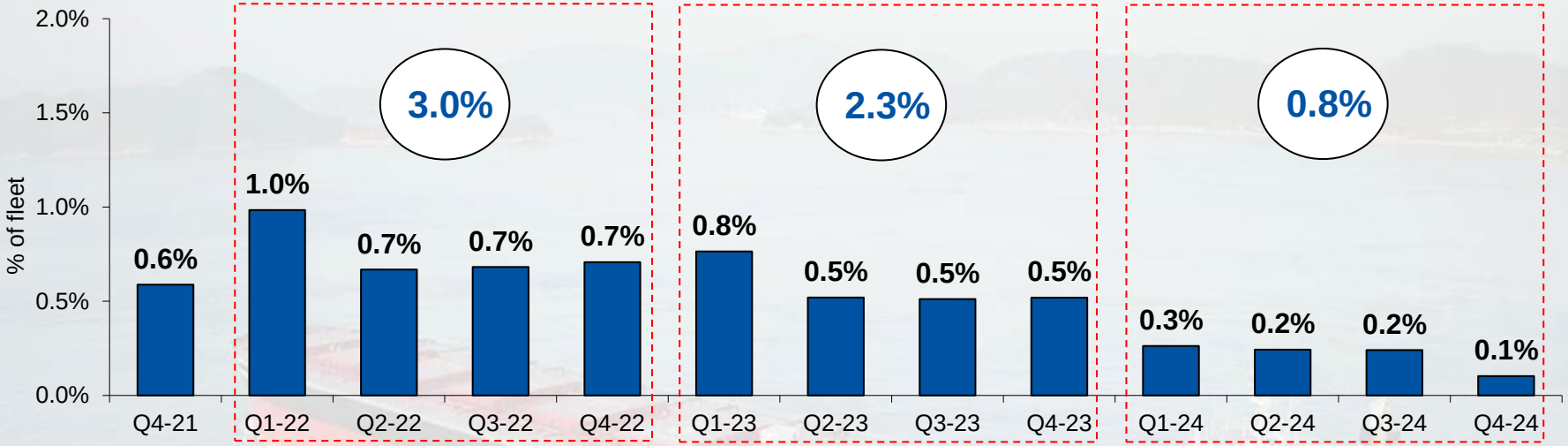
Year-end production run rates basis Vale forward guidance

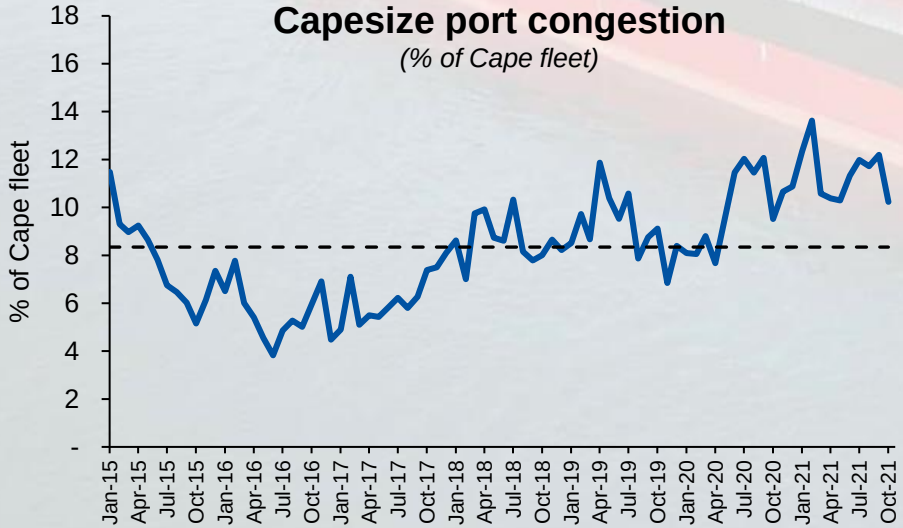
Source: Clarksons Research Services Limited 2021, Vale

Historically low orderbook + decline in fleet-wide productivity

Current drybulk newbuilding orderbook as a % of the fleet per Clarksons

(does not take into account slippage or scrapping)



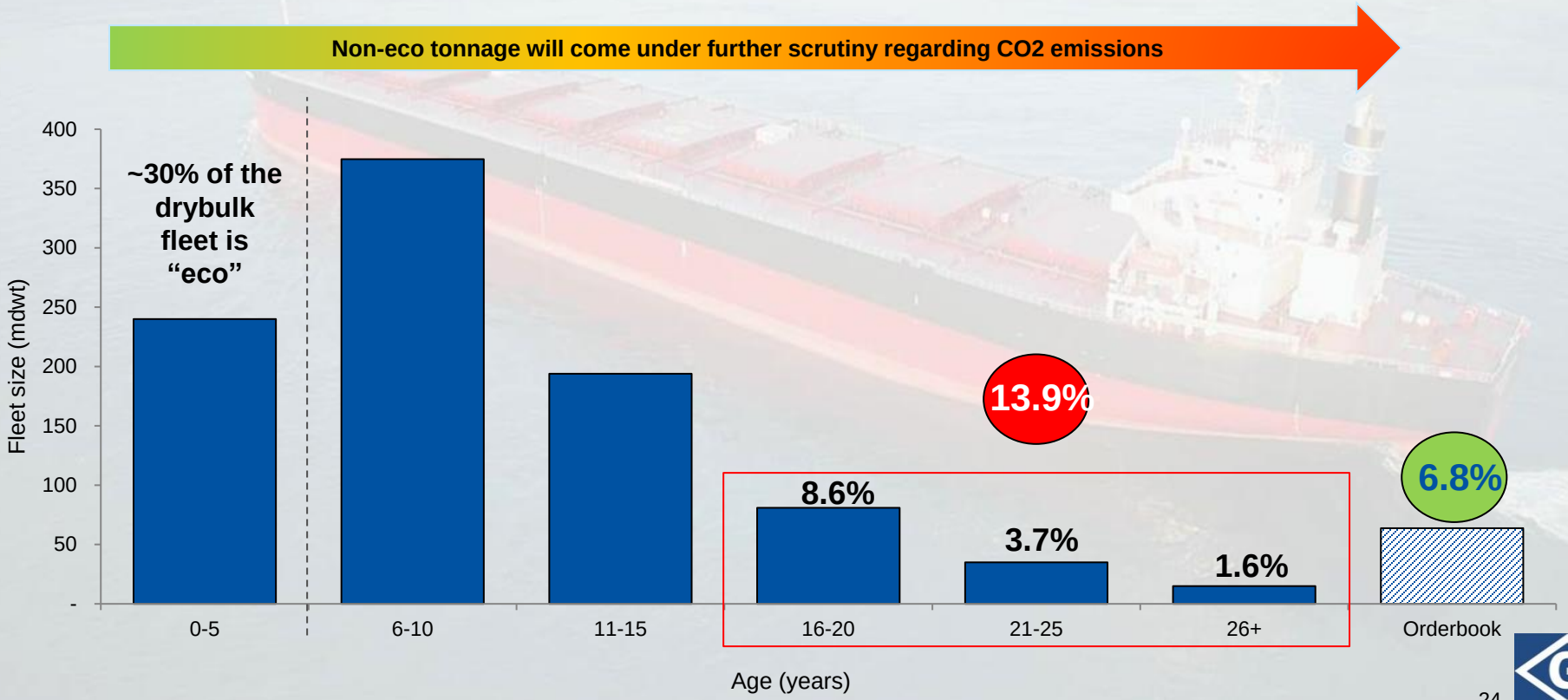


- Orderbook as a % of the total drybulk fleet is currently 7%
- 7% of the fleet that is 20 years or older and 17% of the fleet 15 years or older
- In 2021 to date, newbuilding vessel deliveries are down by 22% YOY
- Capesize port congestion remains above recent averages but has declined of late

Source: Clarksons Research Services Limited 2021

Global fleet-wide impact of environmental regulations

- **Slower maximum speeds** due to EPL installations + CII compliance
- **Older ships becoming less competitive**, possibly increased scrapping
- **Longer times in drydocking** for installation of energy saving devices (think scrubbers, but to a lesser extent)
- **Chartering impact:** large charterers could “force” owners into compliance by not fixing certain vessels

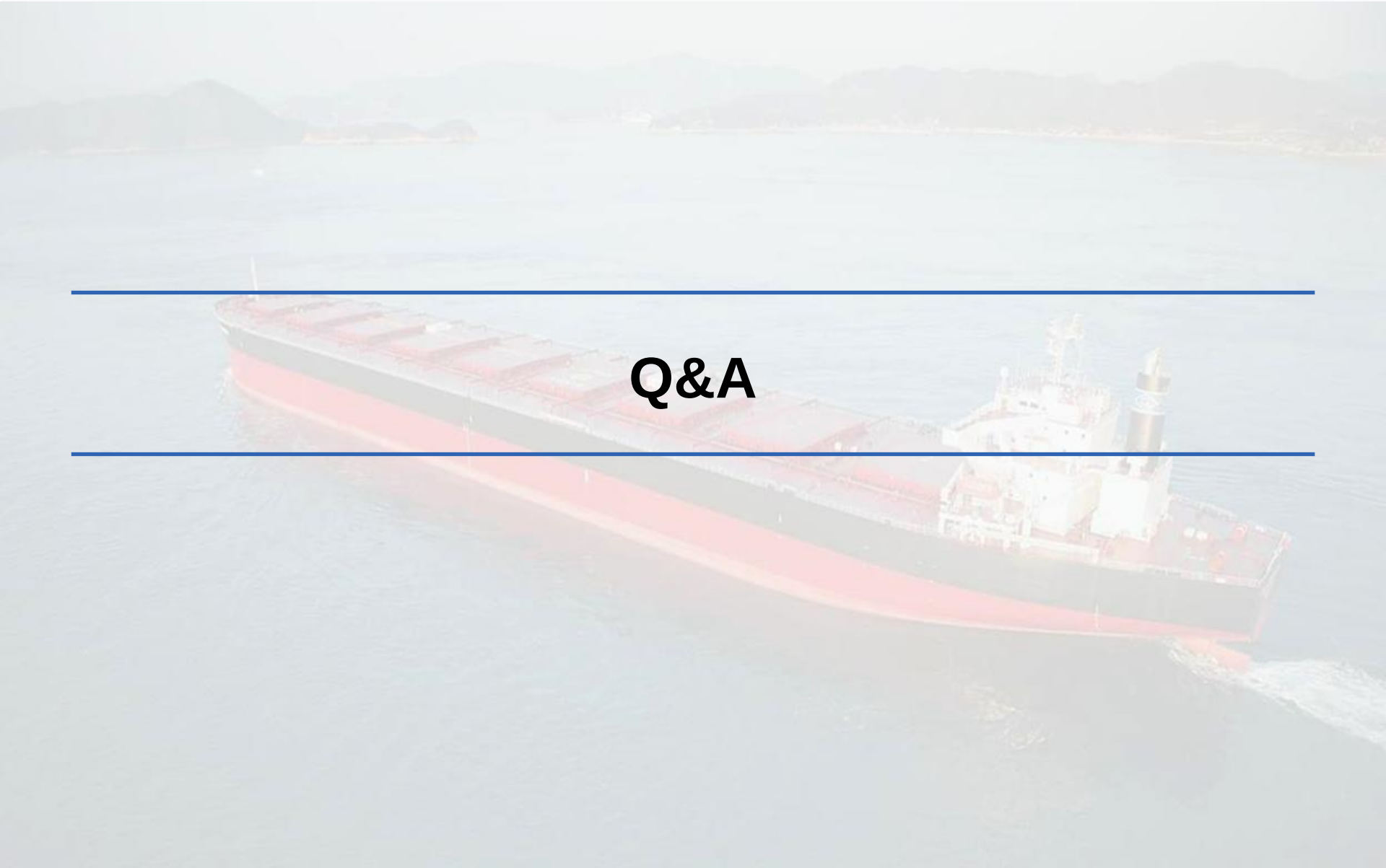


Source: Clarksons Research Services Limited 2021.

Freight rate catalysts

1. Drybulk demand growth is expected to outpace vessel supply growth in 2022
2. Record low orderbook as a percentage of the fleet to limit net fleet growth
3. Global GDP forecast to rise 5% in 2022*
4. China’s demand to remain firm while rest of world continues economic improvement
5. Recovery and growth of Brazilian iron ore exports

*IMF forecast



Q&A

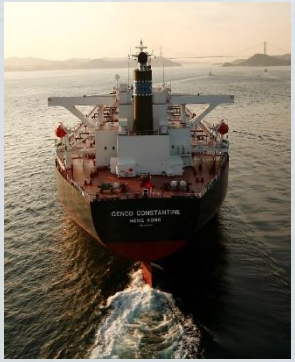
Appendix

Genco pro forma fleet list

Major Bulk			Minor Bulk					
Vessel Name	**Year Built**	**Dwt**	**Vessel Name**	**Year Built**	**Dwt**	**Vessel Name**	**Year Built**	**Dwt**
Capesize			**Ultramax**			**Supramax**		
Genco Resolute	2015	181,060	Genco Freedom	2015	63,671	Genco Hunter	2007	58,729
Genco Endeavour	2015	181,060	Genco Vigilant	2015	63,671	Genco Auvergne	2009	58,020
Genco Liberty	2016	180,387	Baltic Hornet	2014	63,574	Genco Ardennes	2009	58,018
Genco Defender	2016	180,377	Genco Enterprise	2016	63,473	Genco Bourgogne	2010	58,018
Genco Constantine	2008	180,183	Baltic Mantis	2015	63,470	Genco Brittany	2010	58,018
Genco Augustus	2007	180,151	Baltic Scorpion	2015	63,462	Genco Languedoc	2010	58,018
Genco Tiger	2011	179,185	Genco Magic	2014	63,446	Genco Pyrenees	2010	58,018
Baltic Lion	2012	179,185	Baltic Wasp	2015	63,389	Genco Rhone	2011	58,018
Genco London	2007	177,833	Genco Mayflower	2017	63,304	Genco Aquitaine	2009	57,981
Baltic Wolf	2010	177,752	Genco Constellation	2017	63,304	Genco Warrior	2005	55,435
Genco Titus	2007	177,729	Genco Madeleine	2014	63,166	Genco Predator	2005	55,407
Baltic Bear	2010	177,717	Genco Weatherly	2014	61,556	Genco Picardy	2005	55,257
Genco Tiberius	2007	175,874	Genco Mary	2022	61,000			
Genco Commodus	2009	169,098	Genco Laddey	2022	61,000			
Genco Hadrian	2008	169,025	Genco Columbia	2016	60,294			
Genco Maximus	2009	169,025						
Genco Claudius	2010	169,001						

17 *Capesize*

27 *Ultra/Supra*

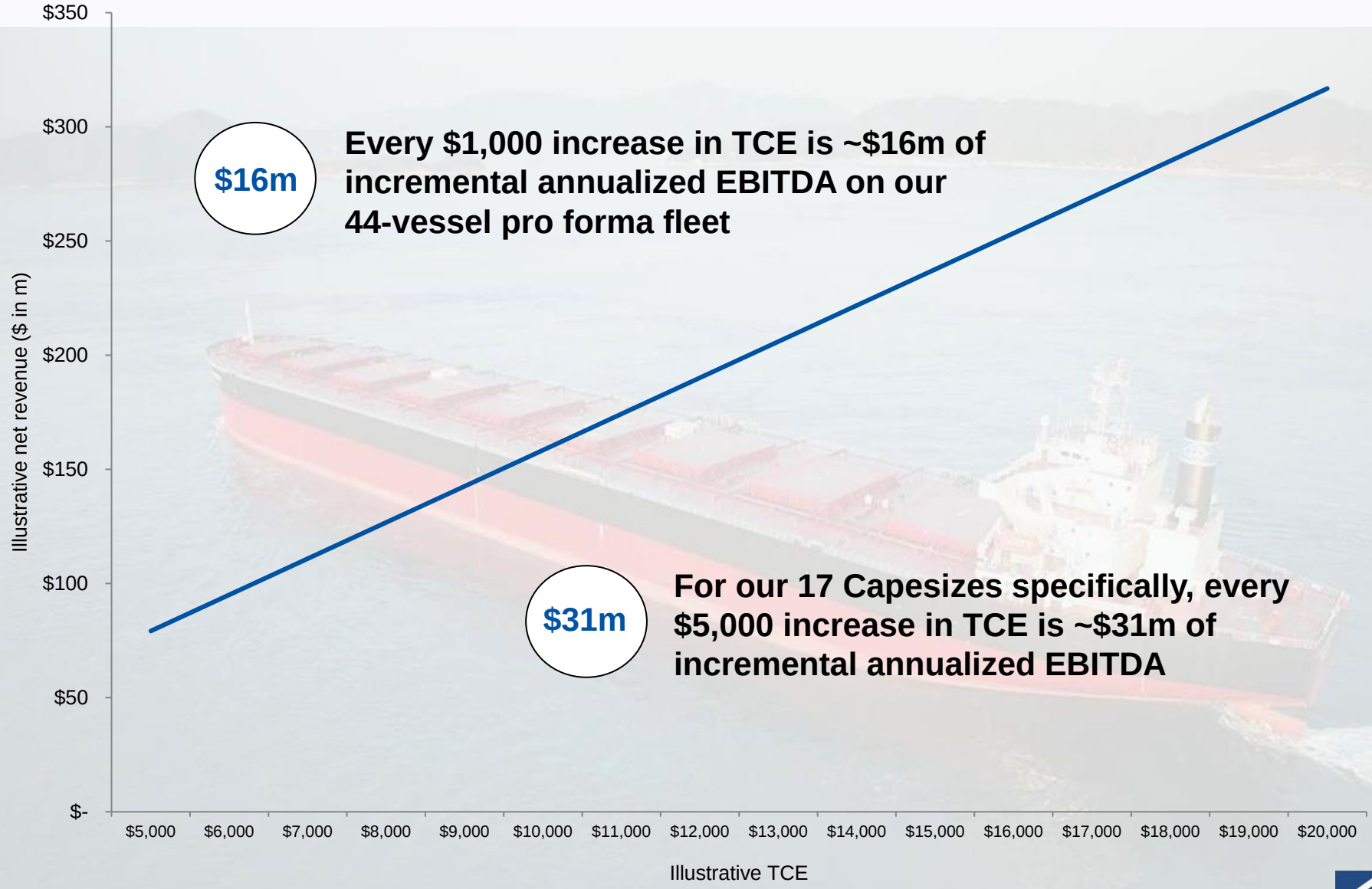






Note: Pro forma fleet includes the agreed upon purchase of the Genco Mary and Genco Laddey.

Significant fleet-wide operating leverage



$16m

Every $1,000 increase in TCE is ~$16m of incremental annualized EBITDA on our 44-vessel pro forma fleet

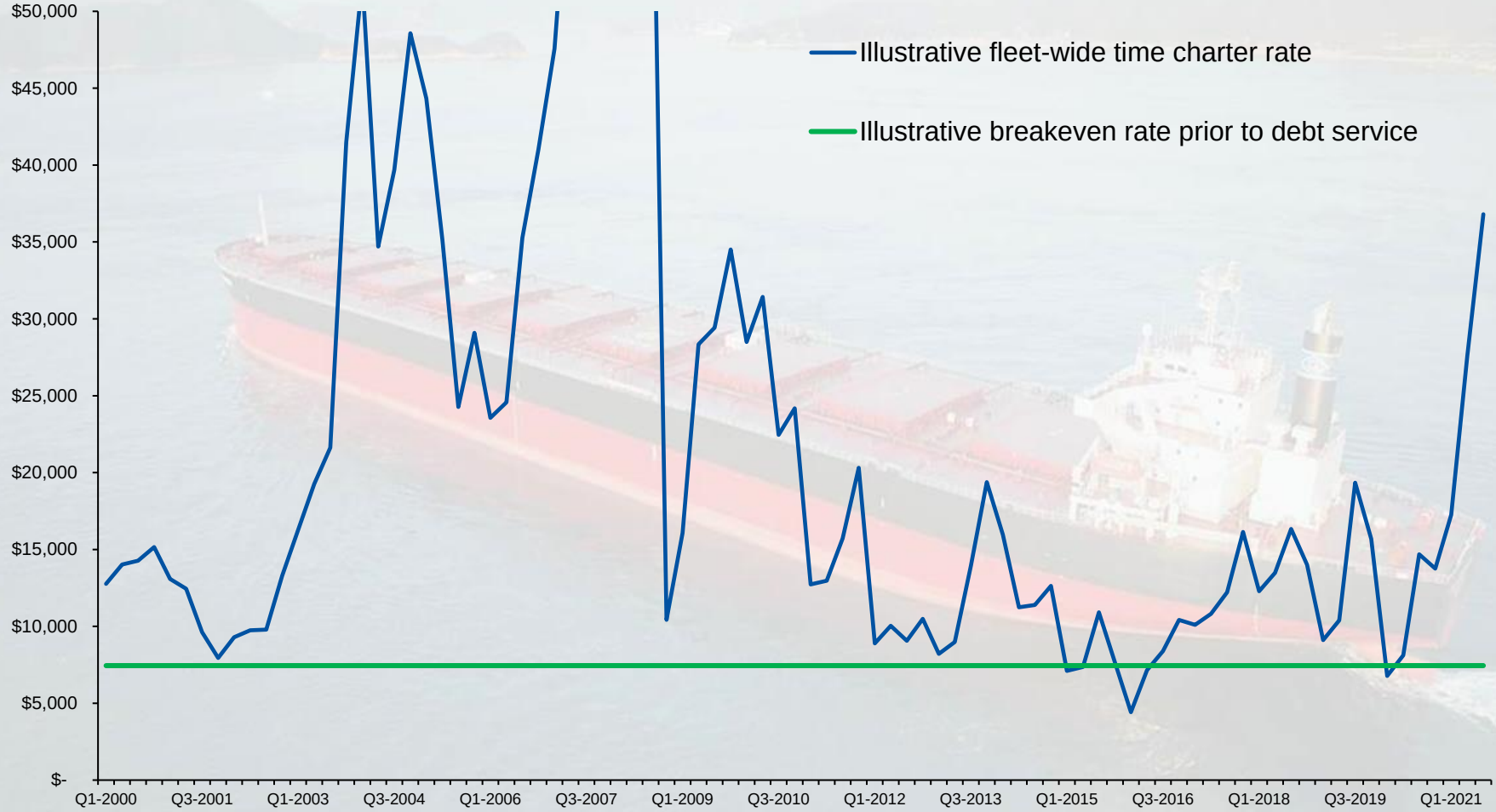
$31m

For our 17 Capesizes specifically, every $5,000 increase in TCE is ~$31m of incremental annualized EBITDA

Note: based on a fleet of 44 ships, for illustrative purposes only

Breakeven rate prior to debt service is covered…

…in nearly every rate environment over the last two decades, highlighting the importance of the quarter dividend reserve to be targeted off debt and interest payments – a prudent approach to protect the balance sheet during volatile market periods



Assumptions: Illustrative fleet-wide time charter rate is based on the quarterly averages of the Baltic Capesize Index and Baltic Supramax Index since 2000 weighted based on Genco's pro forma fleet composition of 44 vessels. An assumed scrubber premium is included together with a target minor bulk outperformance figure. Illustrative breakeven rate prior to debt service is based on our Q4 2021 expense budget.

EBITDA Reconciliation[(1)]

Adjusted EBITDA 2017 to 9 mos 2021						
	2017	2018	2019	2020	Q3 2021	9 mos 2021
Net (loss) income	$ (58,725)	$ (32,940)	$ (55,985)	$ (225,573)	$ 57,132	$ 91,154
Net interest expense	28,946	29,290	27,860	21,385	3,918	12,811
Income tax (benefit) expense	-	-	-	-	-	-
Depreciation/amortization	71,776	68,976	72,824	65,168	14,200	41,409
EBITDA	**$ 41,997**	**$ 65,326**	**$ 44,699**	**$ (139,020)**	**$ 75,250**	**$ 145,374**
Impairment of vessels	$ 21,993	$ 56,586	$ 27,393	$ 208,935	$ -	$ -
(Gain) loss on vessel sales	(7,712)	(3,513)	168	1,855	159	894
Loss on debt extinguishment	-	4,533	-	-	4,408	4,408
Impairment of right of use asset	-	-	223	-	-	-
Adjusted EBITDA	**$ 56,278**	**$ 122,932**	**$ 72,483**	**$ 71,770**	**$ 79,817**	**$ 150,676**

(1) EBITDA represents net income (loss) plus net interest expense, taxes, and depreciation and amortization. EBITDA is included because it is used by management and certain investors as a measure of operating performance. EBITDA is used by analysts in the shipping industry as a common performance measure to compare results across peers. Our management uses EBITDA as a performance measure in consolidating internal financial statements and it is presented for review at our board meetings. We believe that EBITDA is useful to investors as the shipping industry is capital intensive which often results in significant depreciation and cost of financing. EBITDA presents investors with a measure in addition to net income to evaluate our performance prior to these costs. EBITDA is not an item recognized by U.S. GAAP (i.e. non-GAAP measure) and should not be considered as an alternative to net income, operating income or any other indicator of a company's operating performance required by U.S. GAAP. EBITDA is not a measure of liquidity or cash flows as shown in our consolidated statement of cash flows. The definition of EBITDA used here may not be comparable to that used by other companies.

Time Charter Equivalent Reconciliation(1)

	Three Months Ended		Nine Months Ended	
	September 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020
	(unaudited)		(unaudited)	
Total Fleet				
Voyage revenues (in thousands)	$ 155,252	$ 87,524	$ 363,851	$ 260,066
Voyage expenses (in thousands)	37,797	33,487	109,572	123,550
Charter hire expenses (in thousands)	8,644	1,020	22,405	5,527
	108,811	53,017	231,874	130,989
Total available days for owned fleet	3,715	4,628	11,169	14,075
Total TCE rate	$ 29,287	$ 11,456	$ 20,761	$ 9,307

	Three Months Ended					
	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021
	(unaudited)					
Total Fleet						
Voyage revenues (in thousands)	$ 98,336	$ 74,206	$ 87,524	$ 95,495	$ 87,591	$ 121,008
Voyage expenses (in thousands)	48,368	41,695	33,487	33,435	35,074	36,702
Charter hire expenses (in thousands)	3,075	1,432	1,020	4,780	5,435	8,325
	46,893	31,079	53,017	57,280	47,082	75,981
Total available days for owned fleet	4,807	4,643	4,628	4,350	3,860	3,595
Total TCE rate	$ 9,755	$ 6,693	$ 11,456	$ 13,167	$ 12,197	$ 21,137

(1) We define TCE rates as our voyage revenues less voyage expenses and charter-hire expenses, divided by the number of the available days of our owned fleet during the period. TCE rate 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 charterhire rates for vessels on voyage charters are generally not expressed in per-day amounts, while charterhire rates for vessels on time charters generally are expressed in such amounts.

Adjusted Net Income Reconciliation

	Three Months Ended September 30, 2021
	(unaudited)
Adjusted Net Income Reconciliation	
Net income	$ 57,132
+ Loss on sale of vessels	159
+ Loss on debt extinguishment	4,408
Adjusted net income	$ 61,699
Adjusted net earnings per share - basic	$ 1.47
Adjusted net earnings per share - diluted	$ 1.44
Weighted average common shares outstanding - basic	42,095,211
Weighted average common shares outstanding - diluted	42,750,836
Weighted average common shares outstanding - basic as per financial statements	42,095,211
Dilutive effect of stock options	442,617
Dilutive effect of restricted stock units	213,008
Weighted average common shares outstanding - diluted as adjusted	42,750,836

Footnotes to Q4 2021 estimated fleet-wide expenses

(1) Estimated expenses are presented for illustrative purposes. The amounts shown will vary based on actual results.

(2) Free Cash Flow is defined as net income plus depreciation less capital expenditures, primarily vessel drydockings, plus other non-cash items, namely nonvested stock amortization and deferred financing costs, less fixed debt repayments. However, this does not include any adjustment for accounts payable and accrued expenses incurred in the ordinary course of business. We consider Free Cash Flow to be an important indicator of our ability to service debt.

(3) Direct Vessel Operating Expenses are based on management's estimates and budgets submitted by our technical managers. We believe DVOE are best measured for comparative purposes over a 12-month period.

(4) General & Administrative Expenses are based on a budget set forth at the beginning of the year. Actual results may vary.

(5) Management Fees are based on the contracted monthly rate per vessel for the technical management of our fleet.

(6) Drydocking expenses represent estimated drydocking expenditures for Q4 2021 and include costs relating to energy saving devices and ballast water treatment systems.

(7) Represents costs associated with fuel efficiency upgrades on select vessels as part of Genco's comprehensive IMO 2023 plan together with regulatory costs related to the installation of ballast water treatment systems.

(8) Interest expense is based on our debt level as of September 30, 2021 less anticipated debt prepayments in Q4 2021. Deferred financing costs are included in calculating net income interest expense. Interest expense is calculated based on an assumed LIBOR rate and margin under our credit facility.

(9) In Q4 2021, Genco has no mandatory debt repayments scheduled. The Company plans to pay down approximately $59 million in Q4 2021.

(10) Depreciation is based on cost less estimated residual value and amortization of drydocking costs. Depreciation expense utilizes a residual scrap rate of $310 per LWT.

(11) Based on a weighted average fleet of 42.35 vessels.

Q4 2021 operating expense reconciliation

Operating expenses ($ in m)	Q4 2021 free cash flow est	Adj to GAAP measure	Q4 2021 Net income est
Vessel operating expenses	$ (19.87)	$ -	$ (19.87)
General & administrative expenses	$ (5.21)	$ (0.50)	$ (5.71)
Technical management fees	$ (1.53)	$ -	$ (1.53)
Interest expense	$ (2.36)	$ (0.43)	$ (2.79)
Total operating expenses	**$ (28.97)**	**$ (0.93)**	**$ (29.90)**


Thank you