



# GENCO SHIPPING & TRADING LIMITED



**Q4 2022 Earnings Presentation**  
**February 23<sup>rd</sup>, 2023**

# 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 presentation are the following: (i) declines or sustained weakness in demand in the drybulk shipping industry; (ii) 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, including without limitation the ongoing war in Ukraine; (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 are 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, 2023 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 (xxiii) 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, 2022 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, market developments, and the best interests of the Company and its shareholders. 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

- Q4 2022 + YTD Highlights
- Financial Overview
- Industry Overview



# Fourth Quarter 2022 and Year-to-Date Highlights

---

# Continued strong financial performance



## Q4 2022 key financial metrics

### Net income attributable to Genco

- Q4 2022: \$28.7 million, basic and diluted earnings per share: \$0.67

### Adjusted EBITDA\*

- Q4 2022: \$46.1m

### Fleet-wide TCE\*

- \$19,330 per day for Q4 2022
- \$23,824 per day for FY 2022, which outperformed our scrubber-adjusted benchmark by nearly \$3,000 per day
- ~84% of Q1 2023 available days booked at \$14,217 per day

### Strong liquidity position

- Total liquidity of \$277.0m, consisting of \$64.1m of cash and \$212.9m of revolver availability

## Value strategy updates

### Dividends

- Q4 2022: declared a \$0.50 per share dividend
  - Annualized dividend yield of 11% based on our closing share price on Feb 21, 2023
- We have now declared 14 consecutive quarterly dividends totaling \$4.295 per share

### Debt repayments

- Repaid \$8.75 million in Q4, reducing our debt to \$171 million as of Dec 31, 2022
  - Paid down \$278m of debt outstanding since Jan 2021
- Net loan-to-value of 11%\*\* as of Feb 21, 2023



\*We believe the non-GAAP measure presented provides investors with a means of better evaluating and understanding the Company's operating performance. Please see the appendix for a reconciliation. Our benchmark is defined as the weighted average of the Baltic Supramax Index as published by the Baltic Exchange and the Platts Scrubber Fitted Capesize Index net of 5% for commissions, adjusted for our owned-fleet composition as well as the characteristics of our vessels. We compare our actual TCE performance against this benchmark to assess TCE performance. We benchmark our fully scrubber-fitted Capesize fleet of 17 vessels against the Platts Scrubber Fitted Capesize Index as we view this as a more relevant benchmark than the Baltic Capesize Index which represents a non-scrubber fitted vessel.

\*\*Represents the principal amount of our credit facility debt outstanding less our cash and cash equivalents as of December 31, 2022 divided by estimates of the market value of our fleet as of February 21, 2023 from VesselsValue.com. The actual market value of our vessels may vary.

# Genco's comprehensive value strategy



Focused on 3 key elements...

## Significant dividends

Cash flow generation

Reduced cash flow  
breakeven rate

## Deleveraging

Debt repayments

Debt prepayments  
utilizing cash on the  
balance sheet + operating  
cash flow

## Growth

Use shares as a currency  
to grow

Utilize reserve + revolver

Opportunistically sell  
older ships + redeploy

**\$171**  
million

**Debt outstanding at Dec 31, 2022**  
(~40% of fleet's current scrap value)

**62%**

**Paid down \$278m of debt since 2021**

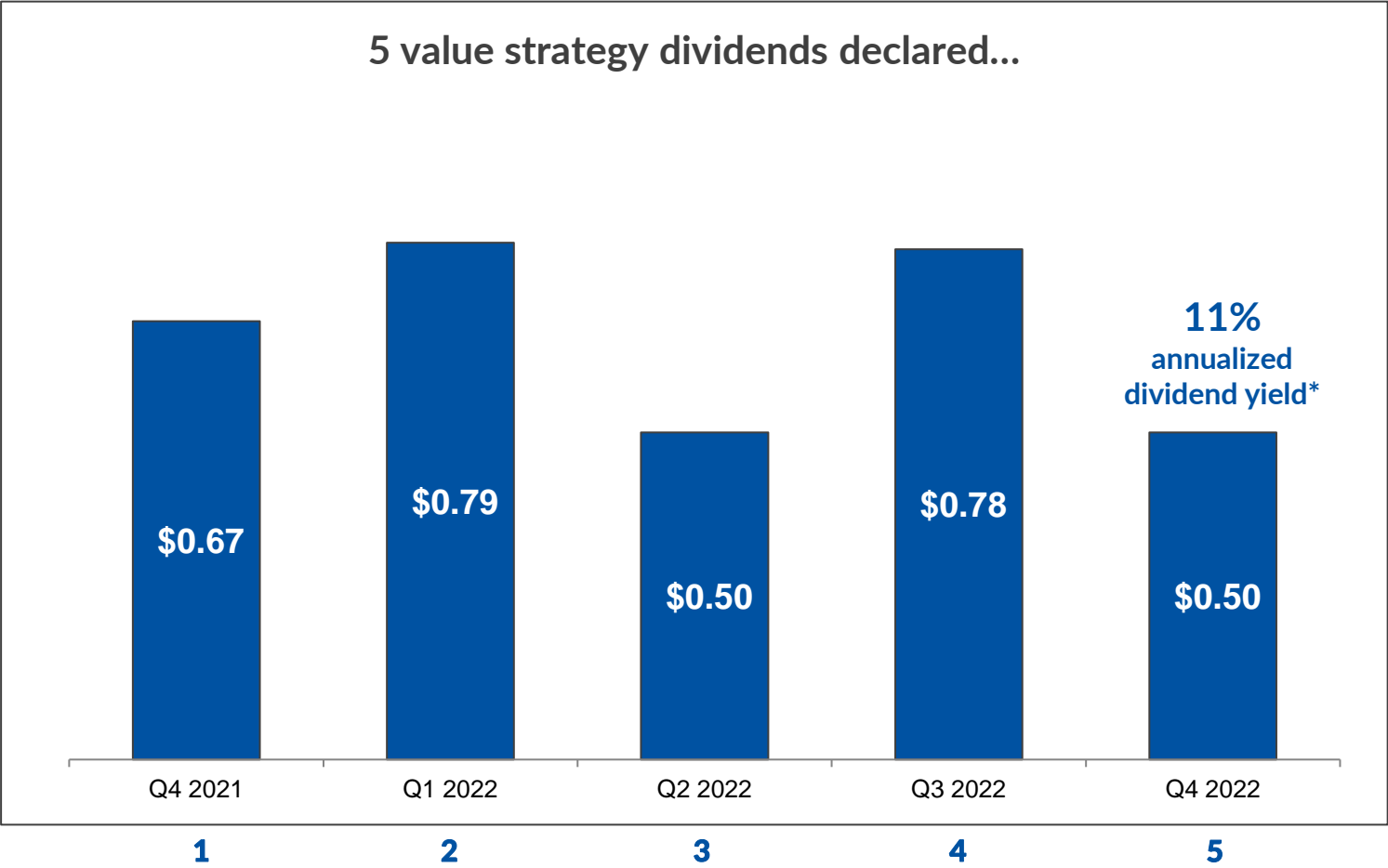
**11%**

**Net LTV\***

Strategy closely integrates with our barbell approach to fleet composition:

**Minor bulk** fleet provides more stable cash flows, while **Capesize fleet** provides meaningful upside potential + operating leverage

# Dividends declared under our value strategy...



**\$3.24 per share**

Dividends under value strategy in last 5Qs

**14%**

Last 4 dividends declared as a % of Feb 21, 2023 GNK share price

**14 quarters**

Consecutive quarterly dividends since Q3 2019

**\$4.295/share**

Dividends in aggregate since Q3 2019

\*Q4 2022 annualized dividend yield based on Feb 21, 2023 share price

# Quarterly dividend calculation / framework



Straight-forward and transparent dividend formula – Genco plans to provide TCE, expense and reserve estimates in advance

Operating cash flow

Dividend calculation (numbers in m except per share amounts)		Q4 2022 actual	Q1 2023 estimates
Operating cash flow	Net revenue	\$ 76.01	Fixtures to date + market
	Operating expenses	\$ (29.40)	\$ (33.79)
	Less: debt repayments	\$ (8.75)	\$ (8.75)
	Less: drydocking/BWTS/ESD upgrades	\$ (5.51)	\$ (3.89)
	Less: reserve	\$ (10.75)	\$ (10.75)
	<b>Cash flow distributable as dividends</b>	<b>\$ 21.61</b>	<b>Sum of the above output</b> (A)
	Number of shares to be paid dividends	43.0	43.0 (B)
	<b>Dividend per share</b>	<b>\$ 0.50</b>	<b>A ÷ B</b>

**\$14,217**

Estimate of Q1 2023 to date based on days fixed

**84%**

Percentage of Q1 2023 days fixed to date

**3,895**

Q1 2023 owned available days for the full quarter

The quarterly reserve for Q1 2023 is expected to be \$10.75m Subject to the development of freight rates for the remainder of the first quarter and our assessment of our liquidity and forward outlook, we maintain flexibility to reduce the quarterly reserve to pay dividends.



# Genco's "barbell" approach to fleet composition

...combines upside potential of Capesize vessels with the more stable earnings stream of minor bulk vessels



## Major bulk Capesize

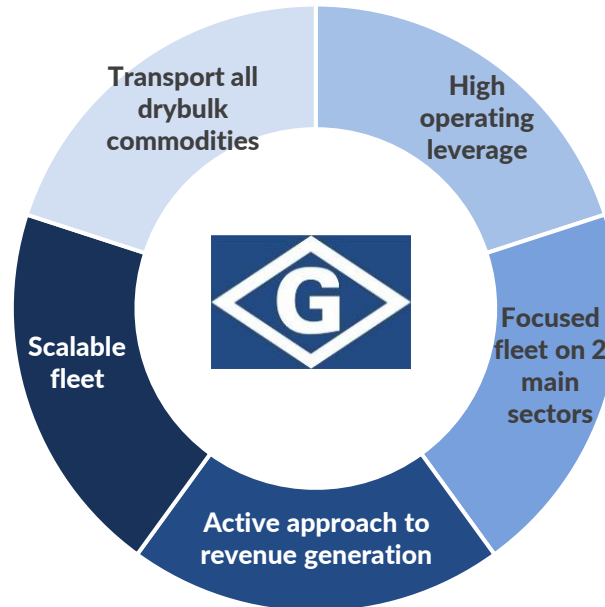
17

vessels



- Higher industry beta leading to greater upside potential
- Focused on iron ore trade
- Driven by world-wide steel production

These two sectors provide complementary characteristics for Genco's value strategy...



## Minor bulk Ultra/Supra

27

vessels



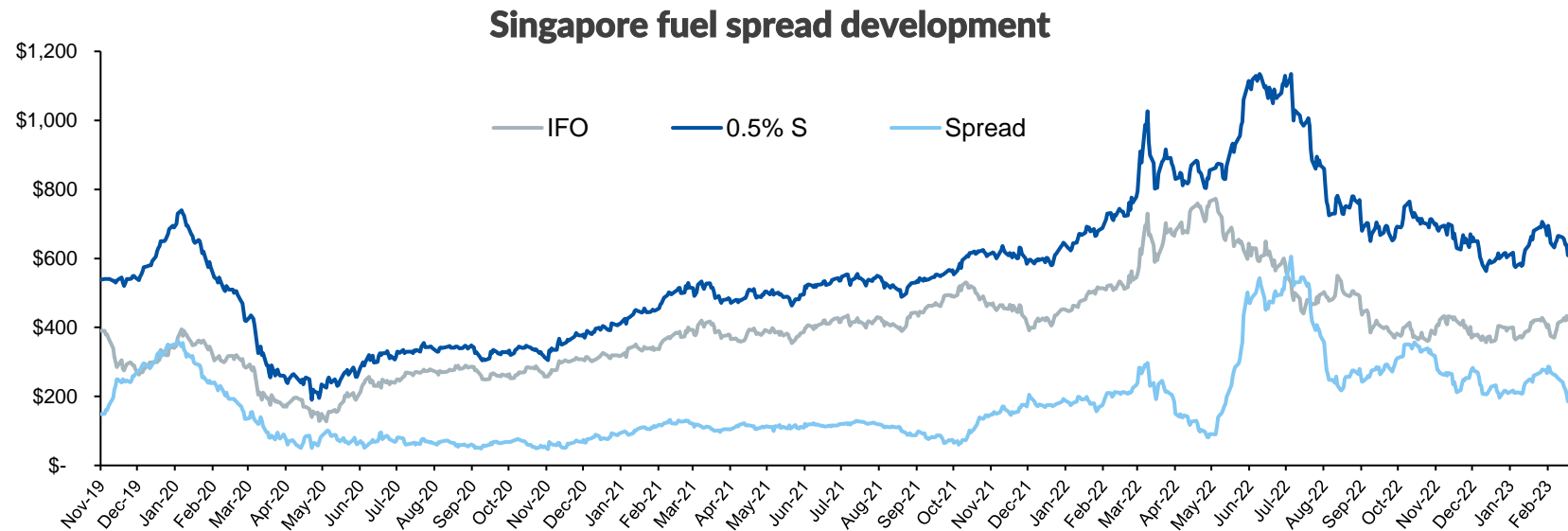
- More stable earnings
- Diverse trade routes
- Linked to global GDP
- Cargo arbitrage opportunities

# Portfolio approach to scrubber installation



Genco continues to capture wide fuel spreads thru scrubbers installed on 17 Capesize vessels

- Genco implemented a portfolio approach for IMO 2020 compliance
- Installed scrubbers on Capesize vessels + consuming VLSFO on our minor bulk vessels
- All-in cost of our scrubbers has been fully paid off
- Scrubbers on Capesize vessels are a lower risk, higher return investment as these vessels:  
1) consume the most fuel 2) spend the most time at sea 3) bunker at main ports



# Financial Overview

---

# Fourth quarter earnings



## INCOME STATEMENT DATA:

### Revenues:

Voyage revenues	
Total revenues	

### Operating expenses:

Voyage expenses	
Vessel operating expenses	
Charter hire expenses	
General and administrative expenses (inclusive of nonvested stock amortization expense of \$0.9 million, \$0.6 million, \$3.2 million and \$2.3 million respectively)	
Technical management fees	
Depreciation and amortization	
Gain on sale of vessels	
Total operating expenses	

### Operating income

### Other (expense) income:

Other (expense) income	
Interest income	
Interest expense	
Loss on debt extinguishment	
Other expense, net	

### Net income

Less: Net income attributable to noncontrolling interest

Net income attributable to Genco Shipping & Trading Limited

Earnings per share - basic

Earnings per share - diluted

Weighted average common shares outstanding - basic

Weighted average common shares outstanding - diluted

	Three Months Ended December 31, 2022	Three Months Ended December 31, 2021	Twelve Months Ended December 31, 2022	Twelve Months Ended December 31, 2021
	(Dollars in thousands, except share and per share data) (unaudited)		(Dollars in thousands, except share and per share data) (unaudited)	
	\$	\$	\$	\$
Total revenues	126,973	183,277	536,934	547,129
Total operating expenses	96,201	90,096	369,696	346,014
Operating income	30,772	93,181	167,238	201,115
Other (expense) income				
Other (expense) income	(439)	101	178	541
Interest income	666	10	1,042	154
Interest expense	(2,171)	(2,402)	(9,094)	(15,357)
Loss on debt extinguishment	-	-	-	(4,408)
Other expense, net	(1,944)	(2,291)	(7,874)	(19,070)
Net income	\$ 28,828	\$ 90,890	\$ 159,364	\$ 182,045
Less: Net income attributable to noncontrolling interest	149	38	788	38
Net income attributable to Genco Shipping & Trading Limited	\$ 28,679	\$ 90,852	\$ 158,576	\$ 182,007
Earnings per share - basic	\$ 0.67	\$ 2.16	\$ 3.74	\$ 4.33
Earnings per share - diluted	\$ 0.67	\$ 2.13	\$ 3.70	\$ 4.27
Weighted average common shares outstanding - basic	42,563,836	42,102,187	42,412,722	42,060,996
Weighted average common shares outstanding - diluted	42,916,252	42,709,594	42,915,496	42,588,871



# December 31, 2022 balance sheet



## BALANCE SHEET DATA:

Cash (including restricted cash)	
Current assets	
Total assets	
Current liabilities (excluding current portion of long-term debt)	
Current portion of long-term debt	
Long-term debt (net of \$6.1 million and \$7.8 million of unamortized debt issuance costs at December 31, 2022 and December 31, 2021, respectively)	
Shareholders' equity	

December 31, 2022		December 31, 2021	
(Dollars in thousands)			
(unaudited)			
\$	64,100	\$	120,531
	125,430		174,830
	1,173,866		1,203,002
	36,540		41,895
	-		-
	164,921		238,229
	968,309		916,675



## OTHER FINANCIAL DATA:

Net cash provided by operating activities
Net cash used in investing activities
Net cash used in financing activities

Three Months Ended			
December 31, 2022		December 31, 2021	
(Dollars in thousands)			
(unaudited)			
N/A			
(unaudited)			
\$	28,679	\$	90,852
	1,505		2,392
	16,028		14,822
\$	46,212	\$	108,066
	-		(5,818)
	-		-
	(115)		47
\$	46,097	\$	102,295

Twelve Months Ended		December 31, 2021	
December 31, 2022			
(Dollars in thousands)			
(unaudited)			
\$	189,323	\$	231,119
	(55,015)		(67,573)
	(190,739)		(222,694)
(unaudited)			
\$	158,576	\$	182,007
	8,052		15,203
	60,190		56,231
\$	226,818	\$	253,441
	-		(4,924)
	-		4,408
	(4)		(34)
\$	226,814	\$	252,891

## EBITDA Reconciliation:

### Net income attributable to Genco Shipping & Trading Limited

- + Net interest expense
  - + Depreciation and amortization
- EBITDA<sup>(1)</sup>**

- + Gain on sale of vessels
  - + Loss on debt extinguishment
  - + Unrealized (gain) loss on fuel hedges
- Adjusted EBITDA**

(1) EBITDA represents net income attributable to Genco Shipping & Trading Limited 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.

# Fourth quarter highlights



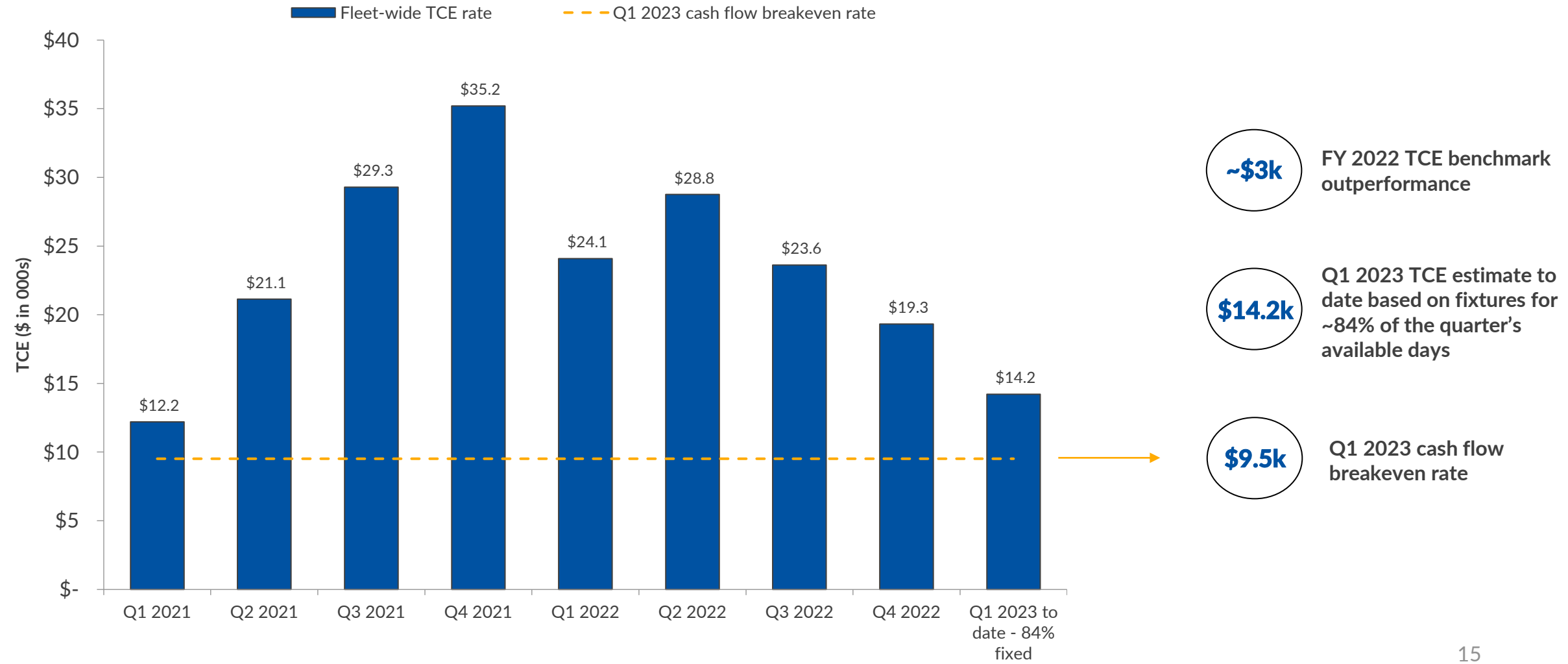
	Three Months Ended		Twelve Months Ended	
	December 31, 2022 (unaudited)	December 31, 2021 (unaudited)	December 31, 2022 (unaudited)	December 31, 2021 (unaudited)
<b>FLEET DATA:</b>				
Total number of vessels at end of period	44	42	44	42
Average number of vessels (1)	44.0	42.4	44.0	41.6
Total ownership days for fleet (2)	4,048	3,897	16,050	15,177
Total chartered-in days (3)	303	352	1,062	1,472
Total available days (4)	4,235	4,122	16,070	16,412
Total available days for owned fleet (5)	3,932	3,770	15,008	14,940
Total operating days for fleet (6)	4,139	4,060	15,741	16,165
Fleet utilization (7)	97.3%	97.4%	96.5%	97.9%
<b>AVERAGE DAILY RESULTS:</b>				
Time charter equivalent (8)	\$ 19,330	\$ 35,200	\$ 23,824	\$ 24,402
Daily vessel operating expenses per vessel (9)	5,164	5,766	6,197	5,409

- (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, charter-hire expenses, and realized gains or losses on fuel hedges, 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.

# Continued strong TCE performance...



...with fleetwide rates well in excess of our cash flow breakeven rate



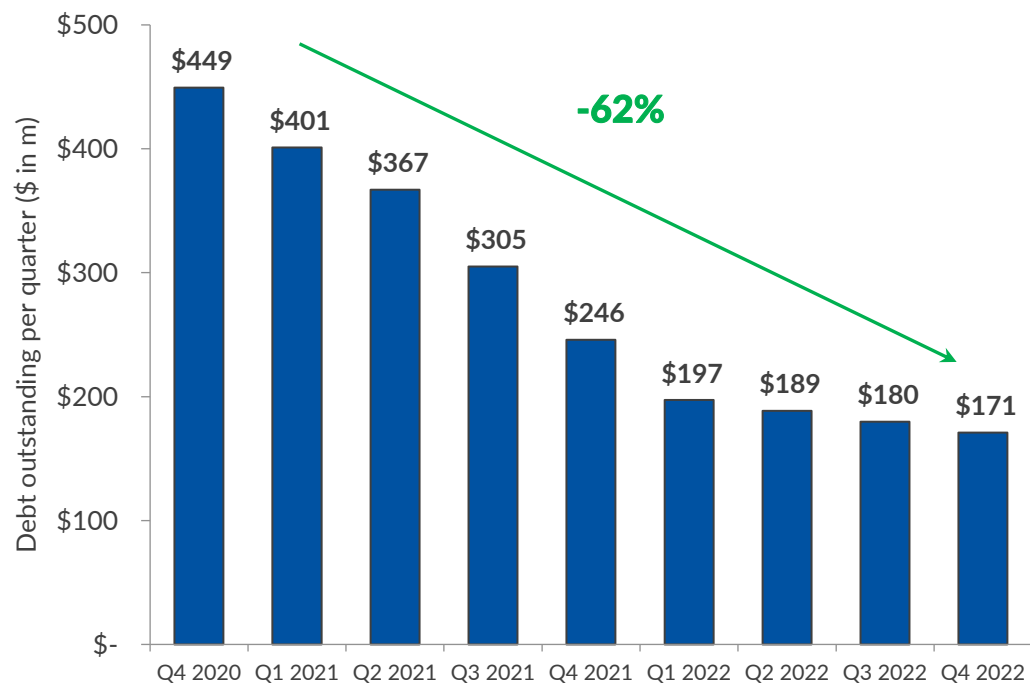
Note: cash flow breakeven figure shown is based on estimates that are subject to change for Q1 2023. Please refer to the appendix for further detail.

# Genco's industry low cash flow breakeven rate

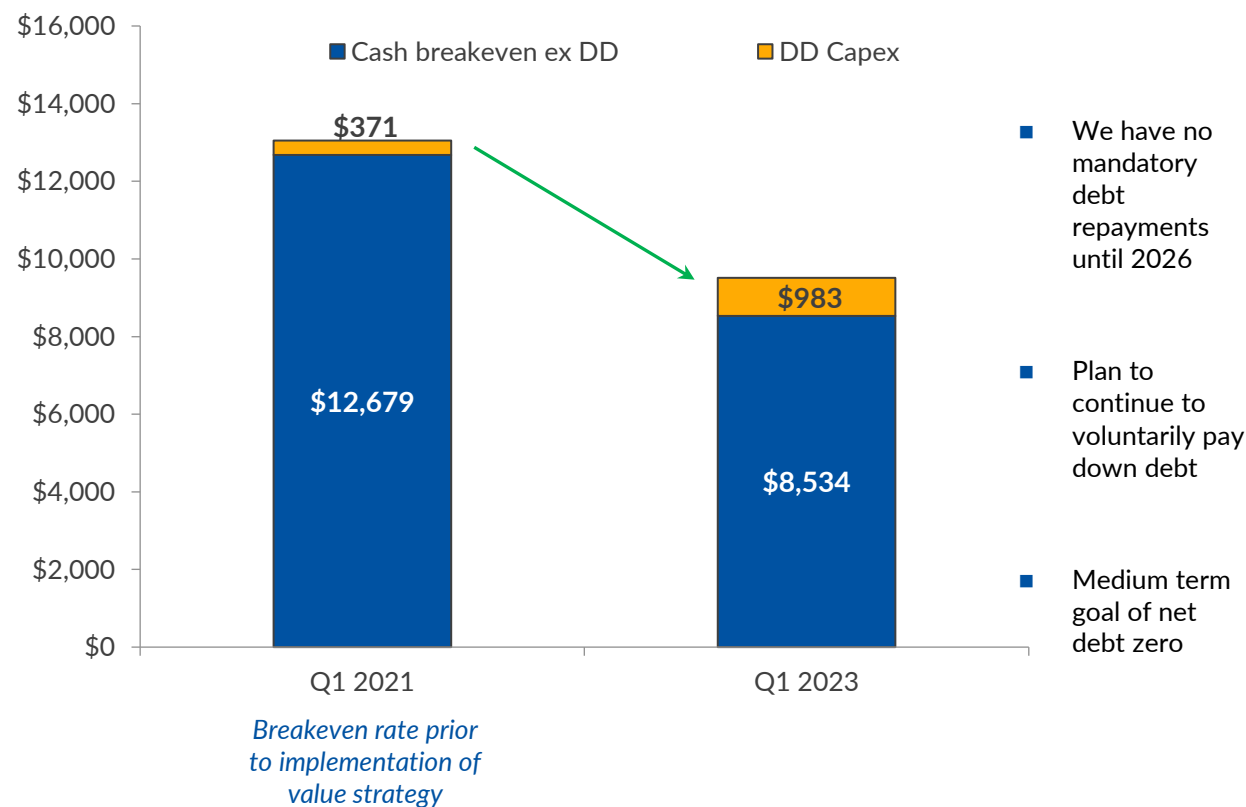


Genco's financial de-leveraging thru large scale debt paydowns has helped to create the strongest balance sheet among its peer group

Meaningful reduction in debt outstanding thru large-scale debt paydowns since 2021...



...significantly reduced our cash flow breakeven rate to the lowest in the peer group





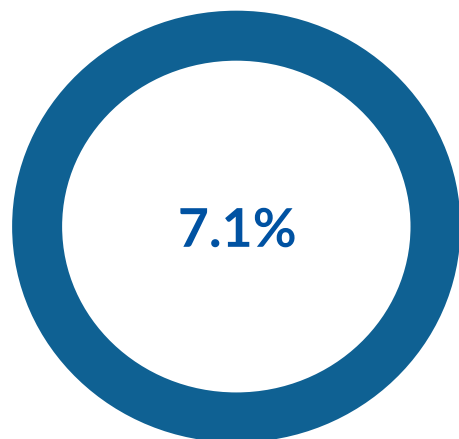
# Industry Overview

---

# Current drybulk market trends



## Orderbook



Historically low newbuilding vessel orderbook as a percentage of the fleet to limit net fleet growth

## Environmental



Environmental regulations have led to lower newbuilding orders, and could result in increased scrapping / slower vessel speeds

## Geopolitical / macro



Russia's war in Ukraine has resulted in a re-routing of cargo flows for coal and grain shipments with ton-miles lengthened on the coal trade in particular

## China



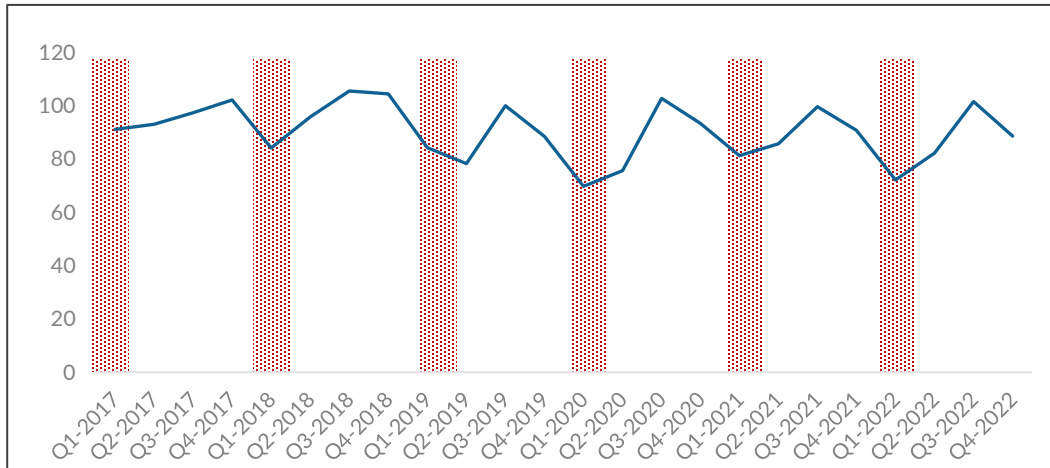
China's pivot from zero-Covid policies + stimulus to support domestic demand is positive for the iron ore and coal trades

# Drybulk freight rate seasonality



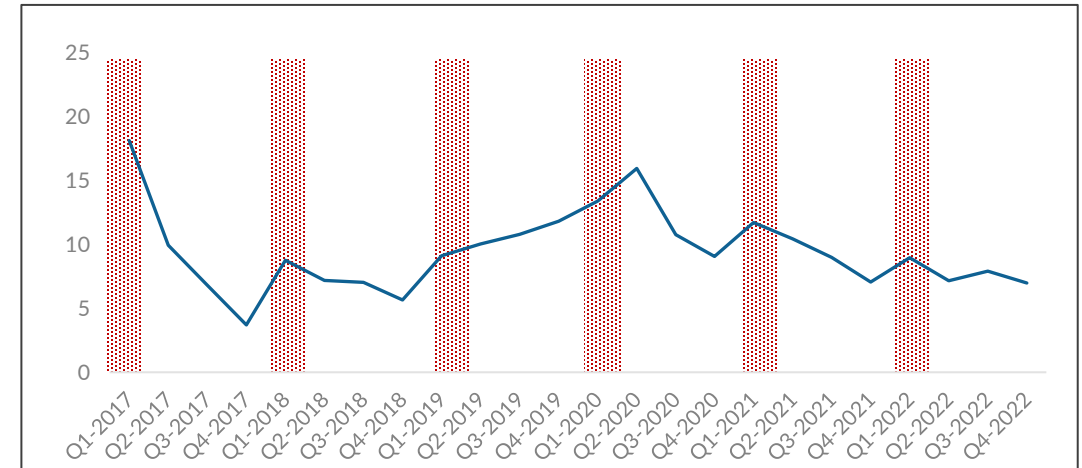
1

**Brazilian iron ore exports** historically decline in Q1 due to poor weather + scheduled maintenance...



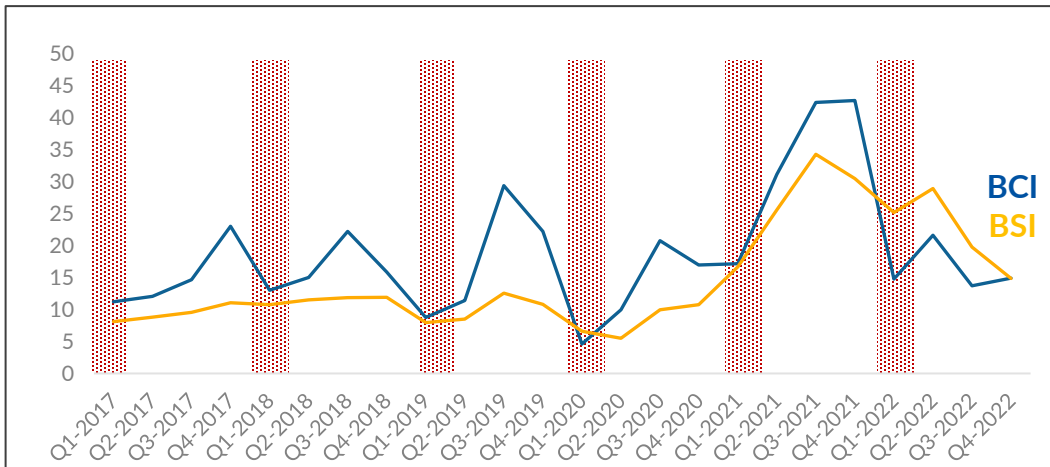
2

...while **newbuilding deliveries** rises in the beginning of the year due to the frontloaded nature of the orderbook...



3

...temporarily impacting the **freight rate** supply and demand balance before the seasonal rise in the quarters to follow



## Drybulk freight rate seasonality takeaways

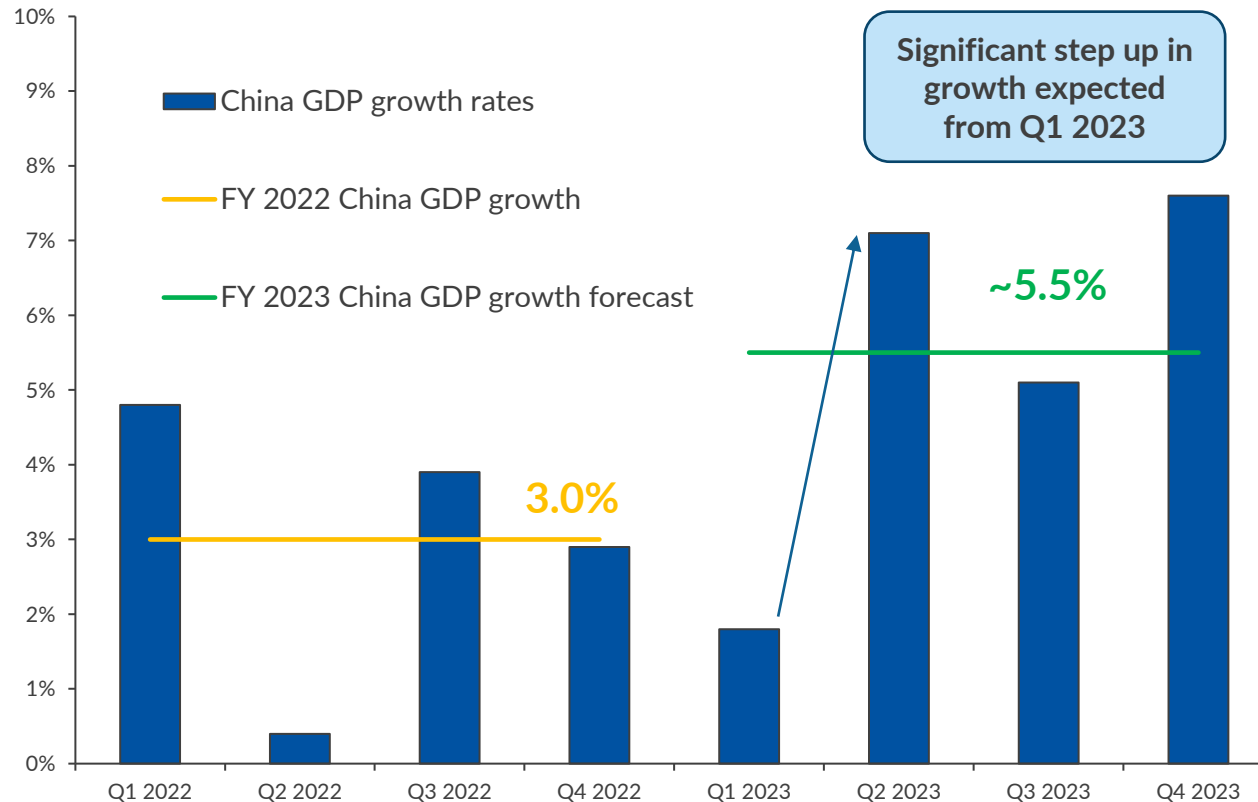
- Q1 has historically been the softest quarter for drybulk freight rates, due to:
  - Decline in cargo export volumes
  - Timing of newbuilding vessel deliveries
  - Timing of Chinese New Year
- These are temporary factors, which tend to reverse leading to stronger spot freight rates, particularly in 2H

# China stimulus + reversal of Covid policies...



...to align with increased drybulk cargo flows, particularly in 2H 2023

China GDP growth per quarter in 2022 vs 2023 forecast



Key targets / dates

5.5%

China's 2022 GDP growth target was originally set to be 'around 5.5%'

3.0%

2022 actual GDP growth was 3% due to restricted Covid-policies

Oct 2022

President Xi secured 3<sup>rd</sup> term

Nov 2022

Zero-Covid pivot began + further stimulus centered on property sector

Jan 22, 2023

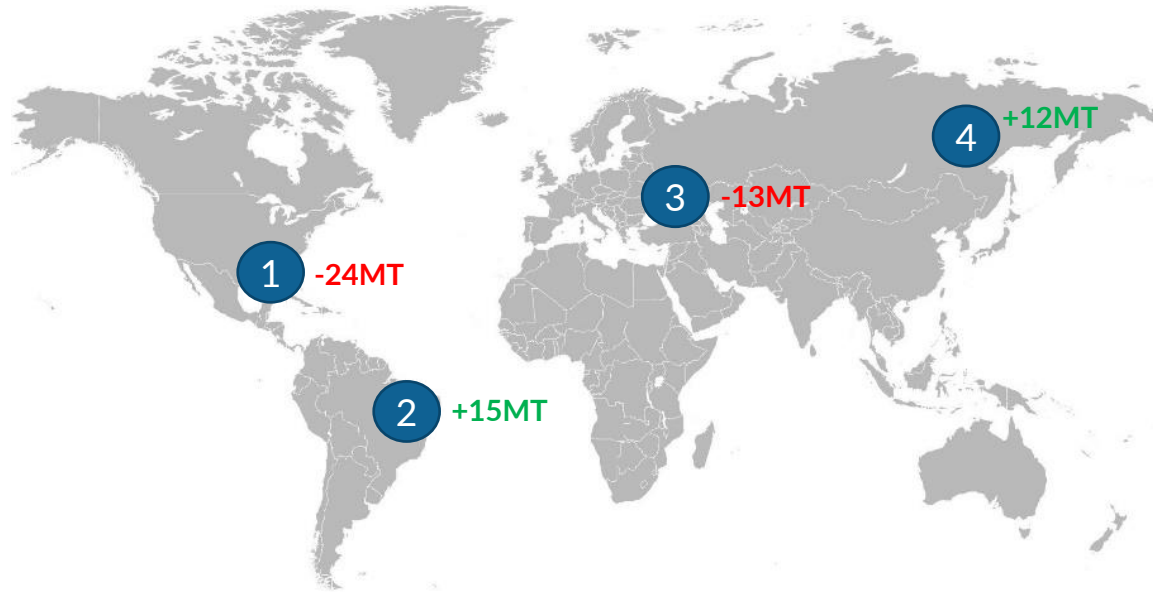
Chinese New Year

Mar 2023

China to set 2023 GDP growth target

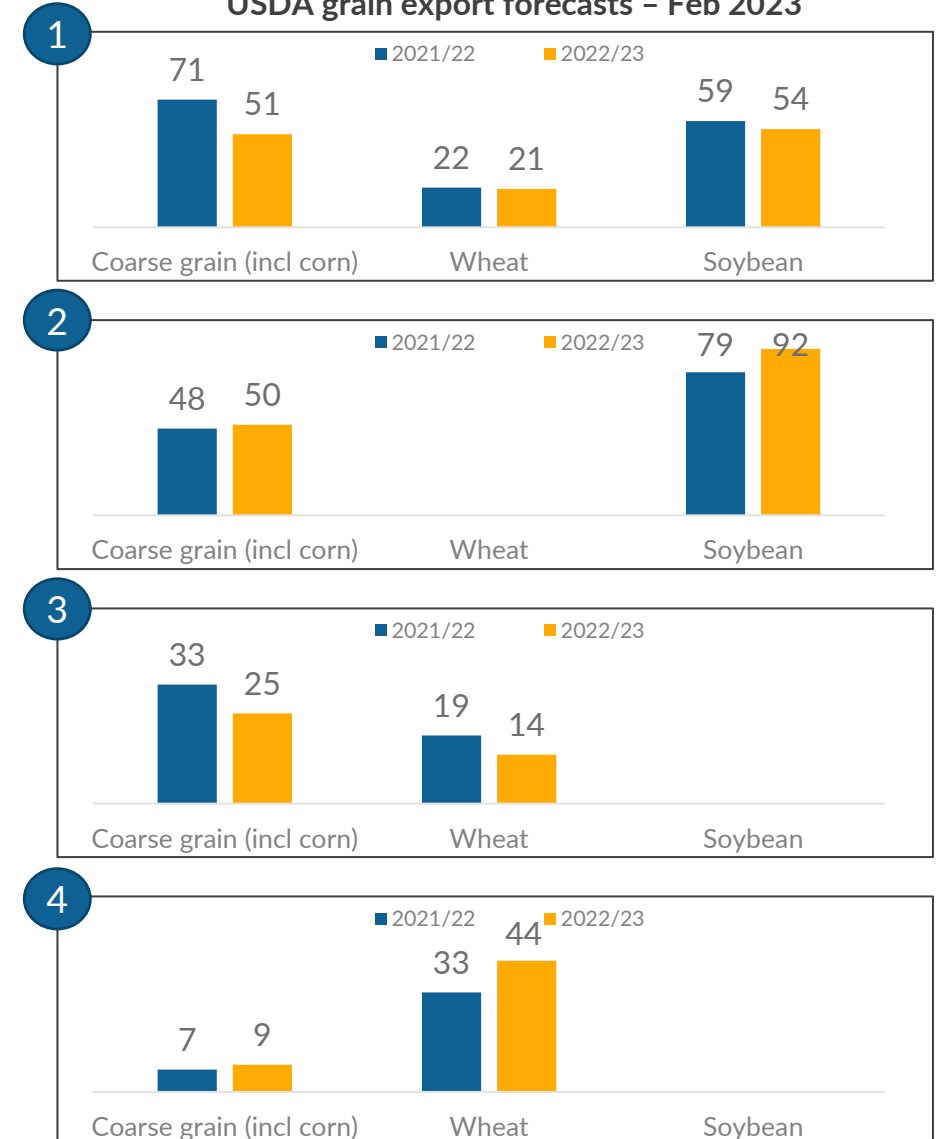


# Grain trade impacted by macro environment

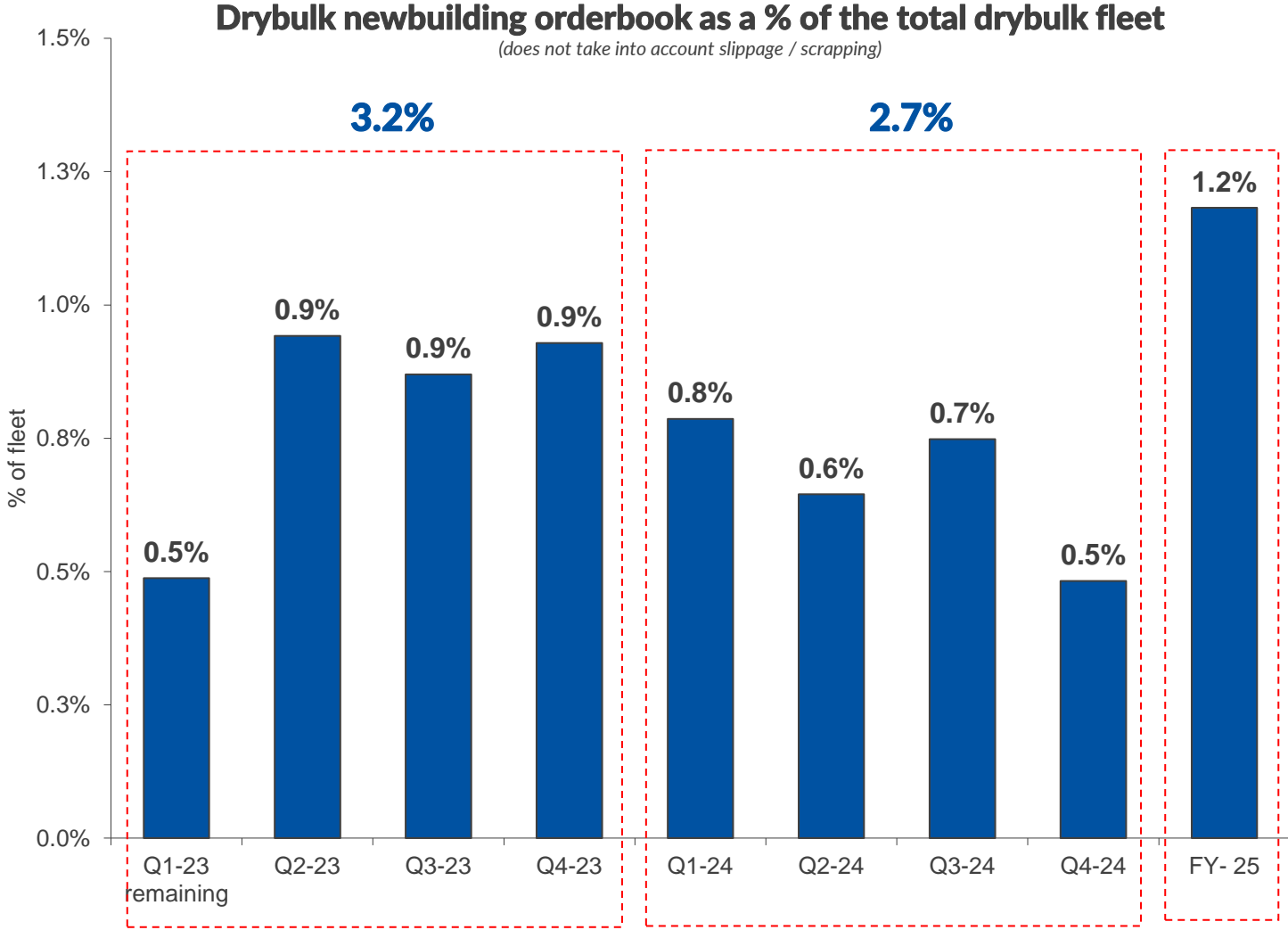


- Q3: in between North and South American grain seasons
  - “Hole” in grain exports given lack of peak Ukrainian season which is typically in Aug
    - Brazilian corn crop was strong and helped to close the gap
- Q4: North American grain season
  - Brazil to export corn to China – new trade, longer ton miles, helps China diversify
- End of Q1 into Q2: South American grain season
- Russia exports to help offset lost Ukraine volumes going forward per USDA

USDA grain export forecasts – Feb 2023

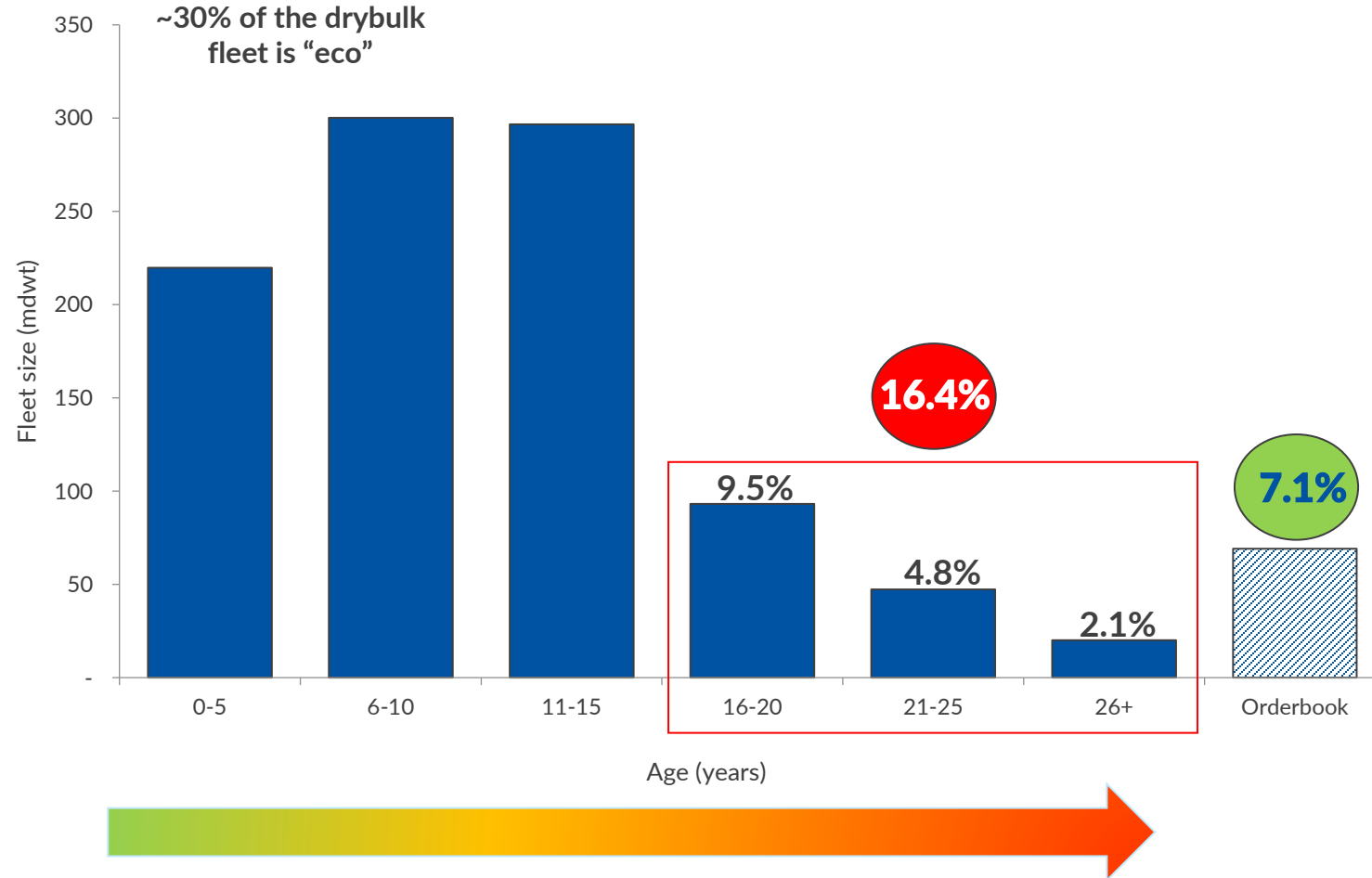


# Historically low newbuilding orderbook



- 7.1%** Orderbook as a % of the total drybulk fleet
- 8.0%** % of the total drybulk fleet >=20 years old
- 15%** Newbuilding deliveries down 15% in Jan YOY

# Fleet-wide impact of environmental regulations





- **Slower maximum speeds** due to Engine Power Limitation system installations + Carbon Intensity Indicator 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

# Freight rate catalysts and drybulk outlook



## Marsoft 2023 to 2024 S&D growth estimates

	Vessel*	2023	2024
<b>Iron Ore</b> 	Capesize	+3.5%	+1.8%
	Capesize Panamax	+4.8%	+0.1%
<b>Coal</b> 	Panamax Supramax Handysize	+5.5%	+2.7%
	Supramax Handysize	+2.0%	+2.7%
<b>Total Demand</b>		<b>+3.7%</b>	<b>+1.8%</b>
<b>Net Fleet Growth</b>		<b>+1.9%</b>	<b>+0.9%</b>

## Drybulk market catalysts

- 1 Record low orderbook as a percentage of the fleet to limit net fleet growth
- 2 China's reopening + stimulus
- 3 Environmental regulations
- 4 India's continued growth trajectory
- 5 Recovery and growth of Brazilian iron ore exports

\*Indicates the primary vessel type that carries the respective commodities. Supply and demand forecasts are based on Marsoft's base case



# Q&A

---

# Appendix

---

# Genco's fleet list



Major Bulk			Minor Bulk					
Vessel Name	Year Built	Dwt	Vessel Name	Year Built	Dwt	Vessel Name	Year Built	Dwt
<b>Capesize</b>			<b>Ultramax</b>			<b>Supramax</b>		
Genco Resolute	2015	181,060	Genco Freedom	2015	63,671	Genco Hunter	2007	58,729
Genco Endeavour	2015	181,060	Baltic Hornet	2014	63,574	Genco Auvergne	2009	58,020
Genco Constantine	2008	180,183	Genco Vigilant	2015	63,498	Genco Ardennes	2009	58,018
Genco Augustus	2007	180,151	Genco Enterprise	2016	63,473	Genco Bourgogne	2010	58,018
Genco Liberty	2016	180,032	Baltic Mantis	2015	63,470	Genco Brittany	2010	58,018
Genco Defender	2016	180,021	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
Genco 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	61,085			
Genco Commodus	2009	169,098	Genco Laddey	2022	61,085			
Genco Hadrian	2008	169,025	Genco Columbia	2016	60,294			
Genco Maximus	2009	169,025						
Genco Claudius	2010	169,001						



# Longer term time charter activity



Vessel	Type	Rate	Duration	Min Expiration
Baltic Wolf	Capesize	\$ 30,250	22-28 months	Jun-23
Genco Maximus	Capesize	\$ 27,500	24-30 months	Sep-23
Genco Freedom	Ultramax	\$ 23,375	20-23 months	Mar-23
Baltic Scorpion	Ultramax	\$ 30,500	10-13 months	Mar-23
Baltic Hornet	Ultramax	\$ 24,000	20-23 months	Apr-23
Baltic Wasp	Ultramax	\$ 25,500	23-25 months	Jun-23

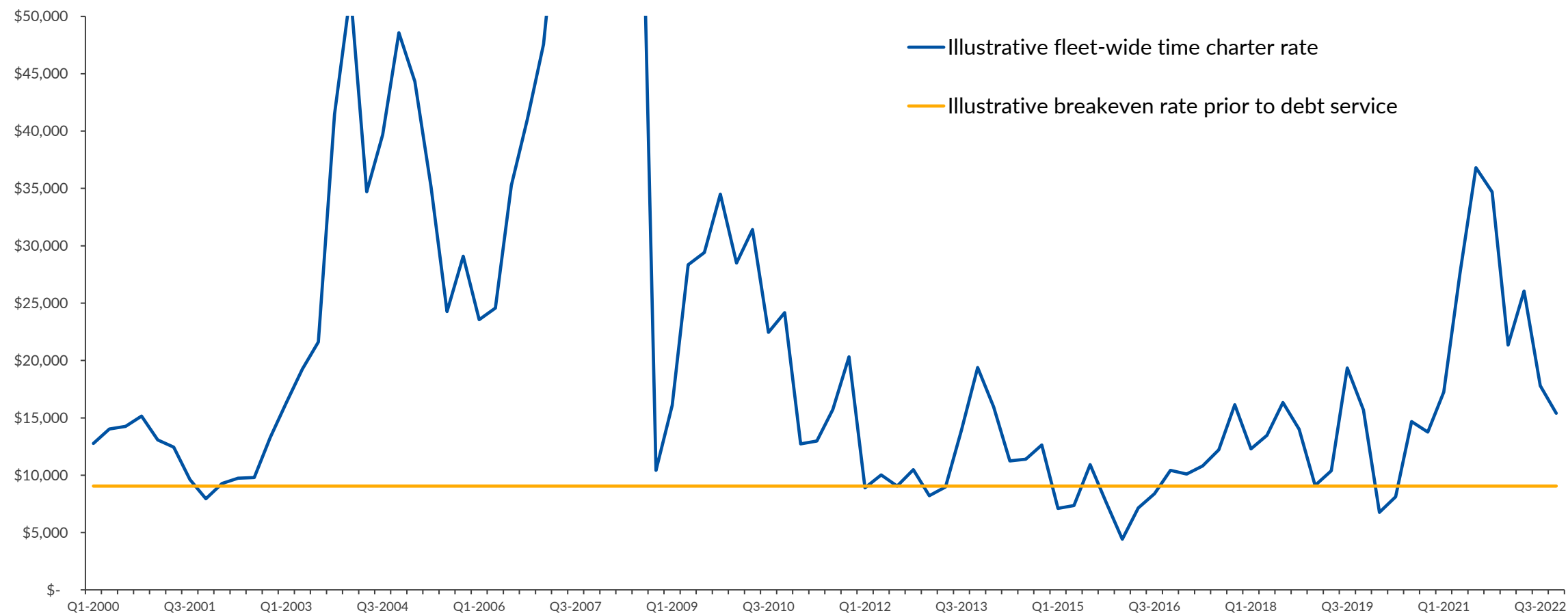
Genco Claudius	Capesize	94% of BCI + scrubber premium	11-14 months	Mar-23
Genco Defender	Capesize	121% of BCI + scrubber premium	11-14 months	Mar-23
Genco Endeavour	Capesize	127% of BCI + scrubber premium	11-14 months	Jan-24
Genco Resolute	Capesize	127% of BCI + scrubber premium	11-14 months	Feb-24

- We continue to utilize a fleet-wide portfolio approach to fixture activity
- Our 2 year duration Ultramax fixtures were concluded to lock in solid returns on acquisition vessels
- We continue to evaluate a variety of fixture options fleet-wide to optimize revenue generation including further longer term coverage on an opportunistic basis

# Breakeven rate prior to debt service...



...is covered in nearly every rate environment over the last 2 decades

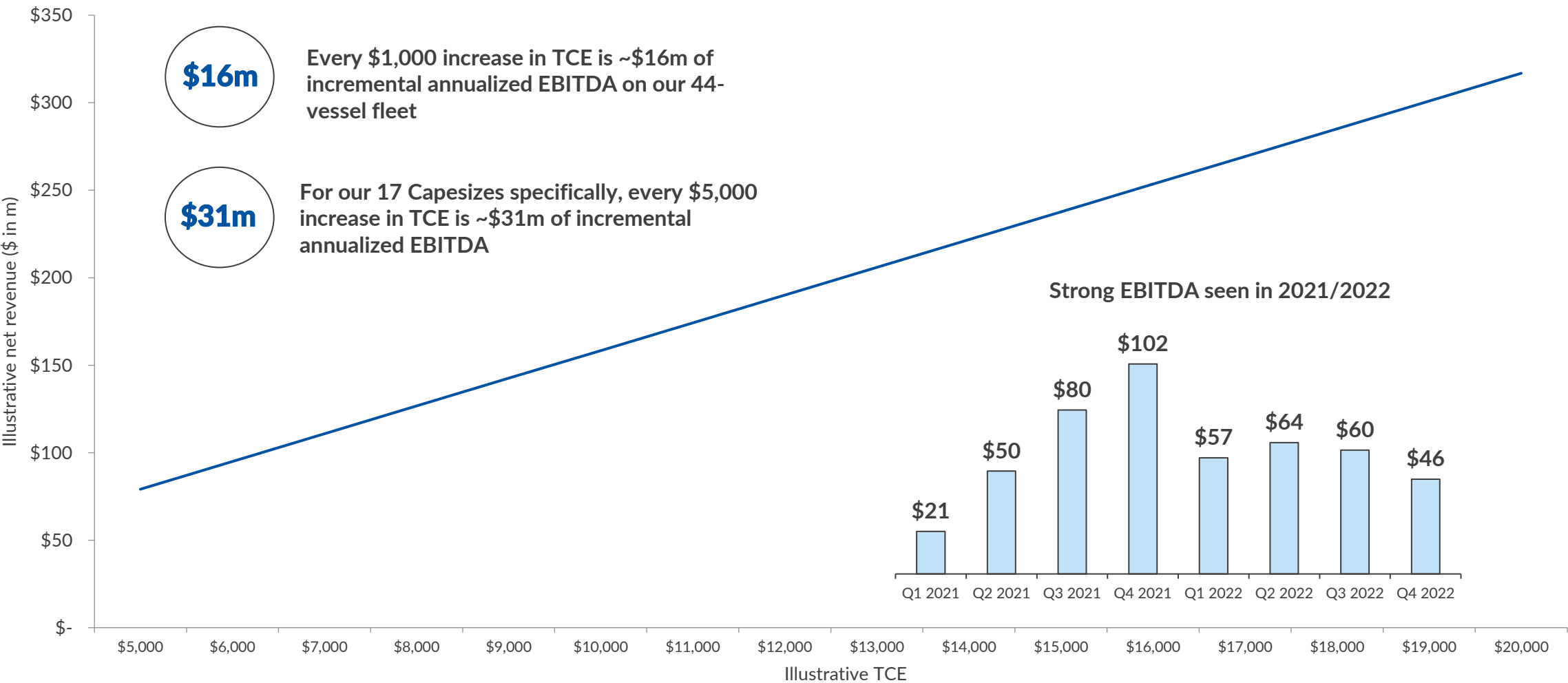


Assumptions: Illustrative fleet-wide time charter rate is based on the quarterly averages of the Baltic Capesize Index and Baltic Supramax Index since 2000 weighted based on Genco's fleet composition of 44 vessels. An assumed scrubber premium is included together with a target minor bulk outperformance figure. Illustrative breakeven rate prior to debt service is based on our Q1 2023 expense budget.

# Significant fleet-wide operating leverage



Highlights the improved risk / reward profile of our new value strategy



Note: based on a fleet of 44 ships, for illustrative purposes only. We believe the non-GAAP measure presented provides investors with a means of better evaluating and understanding the Company's operating performance



# EBITDA reconciliation<sup>(1)</sup>



Adjusted EBITDA Q1 2021-Q4 2022									
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	
Net income	\$ 1,985	\$ 32,037	\$ 57,132	\$ 90,852	\$ 41,689	\$ 47,382	\$ 40,828	\$ 28,679	
Net interest expense	4,470	4,422	3,918	2,392	2,225	2,337	1,984	1,505	
Income tax expense	-	-	-	-	-	-	-	-	
Depreciation/amortization	13,441	13,769	14,200	14,822	14,059	14,521	15,582	16,028	
<b>EBITDA</b>	<b>\$ 19,896</b>	<b>\$ 50,228</b>	<b>\$ 75,250</b>	<b>\$ 108,066</b>	<b>\$ 57,973</b>	<b>\$ 64,240</b>	<b>\$ 58,394</b>	<b>\$ 46,212</b>	
Loss (gain) on vessel sales	\$ 720	\$ 15	\$ 159	\$ (5,818)	\$ -	\$ -	\$ -	\$ -	
Loss on debt extinguishment	-	-	4,408	-	-	-	-	-	
Unrealized loss (gain) on fuel hedges	116	(168)	(30)	47	(1,439)	(321)	1,871	(115)	
<b>Adjusted EBITDA</b>	<b>\$ 20,732</b>	<b>\$ 50,075</b>	<b>\$ 79,787</b>	<b>\$ 102,295</b>	<b>\$ 56,534</b>	<b>\$ 63,919</b>	<b>\$ 60,265</b>	<b>\$ 46,097</b>	

(1) EBITDA represents net income attributable to Genco Shipping & Trading Limited 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<sup>(1)</sup>



	Three Months Ended		Twelve Months Ended	
	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021
	(unaudited)		(unaudited)	
<b>Total Fleet</b>				
Voyage revenues (in thousands)	\$ 126,973	\$ 183,277	\$ 536,934	\$ 547,129
Voyage expenses (in thousands)	43,470	36,610	153,889	146,182
Charter hire expenses (in thousands)	7,497	13,964	27,130	36,370
Realized gain on fuel hedges (in thousands)	9	-	1,631	-
	76,015	132,703	357,546	364,577
Total available days for owned fleet	3,932	3,770	15,008	14,940
Total TCE rate	\$ 19,330	\$ 35,200	\$ 23,824	\$ 24,402

(1) We define TCE rates as our voyage revenues less voyage expenses, charter-hire expenses, and realized gains or losses on fuel hedges 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.

# Net Income reconciliation



## Net Income Reconciliation

Net income attributable to Genco Shipping & Trading Limited

+ Unrealized loss on fuel hedges

**Net income**

Adjusted earnings per share - basic

Adjusted earnings per share - diluted

Weighted average common shares outstanding - basic

Weighted average common shares outstanding - diluted

Weighted average common shares outstanding - basic as per financial statements

Dilutive effect of stock options

Dilutive effect of restricted stock units

Weighted average common shares outstanding - diluted as adjusted

Three Months Ended December 31, 2022	
(unaudited)	
\$	28,679
	(115)
\$	28,564
\$	0.67
\$	0.67
	42,563,836
	42,916,252
	42,563,836
	180,297
	172,119
	42,916,252

# Q1 2023 estimated fleet-wide expenses<sup>(1)</sup>



Daily Expenses by Category	Free Cash Flow <sup>(2)</sup>	Net Income
Direct Vessel Operating <sup>(3)</sup>	\$6,250	\$6,250
G&A Expenses <sup>(4)</sup>	1,496	1,738
Technical Management Fees <sup>(5)</sup>	333	333
Drydocking <sup>(6)</sup>	817	-
Fuel efficiency upgrade investment / BWTS <sup>(7)</sup>	166	-
Interest Expense <sup>(8)</sup>	455	561
Mandatory debt repayments <sup>(9)</sup>	-	-
Depreciation <sup>(10)</sup>	-	3,549
<b>Total</b>	<b>\$9,517</b>	<b>\$12,431</b>
Number of Vessels <sup>(11)</sup>	44.00	44.00

Est Ownership / Owned Available Days - Q1 2023

Vessel Type	Own. Days	DD Days	Owned Avail Days
Capesize	1,530	65	1,465
Ultramax	1,350	-	1,350
Supramax	1,080	-	1,080
<b>Total</b>	<b>3,960</b>	<b>65</b>	<b>3,895</b>

- Less drydocking capex as compared to 2022
- No mandatory debt amortizations payments until 2026
- Plan to voluntarily prepay \$8.75 million of debt in Q1 2023
- We plan to continue to voluntarily pay down our debt
- Our medium term objective is to reduce net debt to zero

# Footnotes to Q1 2023 estimated fleet-wide expenses & operating expense reconciliation



- (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 Q1 2023 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 December 31, 2022, less anticipated voluntary debt repayments in Q1 2023. 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 Q1 2023, Genco has no mandatory debt repayments scheduled. The Company plans to pay down approximately \$8.75 million in Q1 2023.
- (10) Depreciation is based on cost less estimated residual value and amortization of drydocking costs. Depreciation expense utilizes a residual scrap rate of \$400 per LWT.
- (11) Based on a weighted average fleet of 44.00 vessels.

**Q1 2023 operating expense reconciliation**

Operating expenses (\$ in m)	Q1 2023 free cash flow est	Adj to GAAP measure	Q1 2023 Net income est
Vessel operating expenses	\$ (24.75)	\$ -	\$ (24.75)
General & administrative expenses	\$ (5.92)	\$ (0.96)	\$ (6.88)
Technical management fees	\$ (1.32)	\$ -	\$ (1.32)
Interest expense	\$ (1.80)	\$ (0.42)	\$ (2.22)
<b>Total operating expenses</b>	<b>\$ (33.79)</b>	<b>\$ (1.38)</b>	<b>\$ (35.17)</b>



**Thank You**

---