

## **Forward-Looking Statements**



Except for the historical information contained herein, this presentation contains among other things, certain forward-looking statements, that involve risks and uncertainties. Such statements may include, without limitation, statements with respect to the Company's plans, objectives, expectations and intentions and other statements identified by words such as "may", "could", "would", "should", "believes", "expects", "anticipates", "intends", "plans" or similar expressions. These statements are based upon the current beliefs and expectations of the Company's management and are subject to significant risks and uncertainties, including those detailed in the Company's filings with the Securities and Exchange Commission. Actual results, including, without limitation, operating or financial results, if any, may differ from those set forth in the forward-looking statements. These forward-looking statements involve certain risks and uncertainties that are subject to change based on various factors (many of which are beyond the Company's control).

In addition to these important factors, other important factors that, in the Company's view, could cause actual results to differ materially from those discussed in the forward-looking statements include general dry bulk shipping market conditions, including fluctuations in charterhire rates and vessel values, the strength of world economies, the stability of Europe and the Euro, fluctuations in interest rates and foreign exchange rates, changes in demand in the dry bulk shipping industry, including the market for our vessels, changes in our operating expenses, including bunker prices, dry docking and insurance costs, changes in governmental rules and regulations or actions taken by regulatory authorities, the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of IMO's MARPOL ANNEX VI and any changes thereof potential liability from pending or future litigation, general domestic and international political conditions, potential disruption of shipping routes due to accidents or political events, the availability of financing and refinancing, potential conflicts of interest involving our Chief Executive Officer, his family and other members of our senior management, our ability to meet requirements for additional capital and financing to complete our newbuilding program and our ability to complete the restructuring of our loan agreements, vessel breakdowns and instances of off-hire, risks associated with vessel construction and potential exposure or loss from investment in derivative instruments. Please see our filings with the Securities and Exchange Commission for a more complete discussion of these and other risks and uncertainties. The information set forth herein speaks only as of the date hereof, and the Company disclaims any intention or obligation to update any forward-looking statements as a result of developments occurring after the date of this communication.

Certain financial information and data contained in this presentation is unaudited and does not conform to generally accepted accounting principles ("GAAP") or to Securities and Exchange Commission Regulations. We may also from time to time make forward-looking statements in our periodic reports that we will furnish to or file with the Securities and Exchange Commission, in other information sent to our security holders, and in other written materials. We caution that assumptions, expectations, projections, intentions and beliefs about future events may and often do vary from actual results and the differences can be material. This presentation includes certain estimated financial information and forecasts that are not derived in accordance with GAAP. The Company believes that the presentation of these non-GAAP measures provides information that is useful to the Company's shareholders as they indicate the ability of Star Bulk, to meet capital expenditures, working capital requirements and other obligations.

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## **Investment Highlights**



#### **Largest US Listed Dry Bulk Company**

- Star Bulk is the largest U.S. listed dry bulk company with a fleet of 120 high quality vessels on a fully delivered basis and an average age of approximately 7.8 years
- In the LTM we have acquired 48 vessels worth \$1.1 billion
- Ability to use our stock as a currency to acquire high quality vessels

#### **Strong Financial Position**

- Total cash of over ~\$170<sup>(1)</sup> million, one of the highest cash balances amongst dry bulk peers
- Fully delivered net leverage of ~50%
- No remaining equity capex for the newbuilding vessels

#### **Scrubber Fitted Fleet by January 2020**

- Star Bulk has embarked on a scrubber installation program to have the fleet scrubber fitted by January 2020
- Debt financing of ~75% of the total cost of the scrubber installation program is secured with an average margin < 3.0%
- Star Bulk's fleet mix with an average deadweight of ~114k dwt is geared towards maximizing the benefits of the new regulations
- No remaining equity capex for scrubber program

#### **Spot Exposure in a Rising Market**

- Fleet primarily exposed to spot market
- Fleet geared towards larger vessel sizes (Newcastlemax and Capesize) which offer the highest exposure to a rising market
- Voyage charters will enable Star Bulk to take advantage of scrubber investment program

#### **Capital Markets**

Dual listed on NASDAQ and Oslo Bors

#### **Strong Corporate Governance**

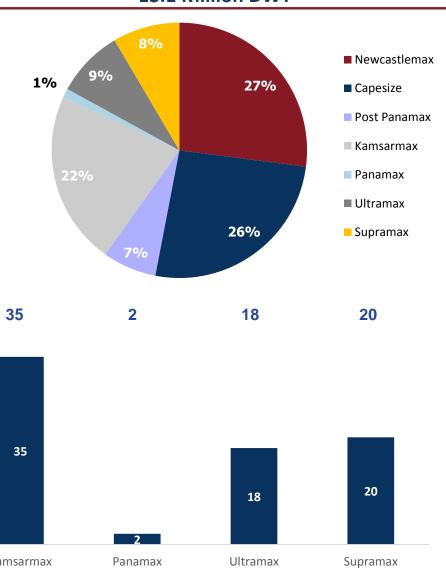
- Strong independent Board of Directors comprised of financial investors and experienced shipping professionals
- Four shipowners as major shareholders with a combined experience of more than 100 years in shipping
- In-house technical and commercial management platform

## **Diverse Fleet Covering All Segments**



#### 13.1 Million DWT

- Fully delivered fleet of 120 vessels
- 43,800 ownership days on a fully delivered basis
- Average age of ~7.8 years
- 36 Newcastlemax / Capesize vessels



Total # of

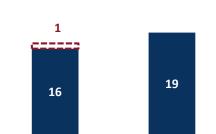
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Newcastlemax

19

**Vessels** 

# Vessels



Capesize

Post Panamax / Baby Capesize

9

Kamsarmax

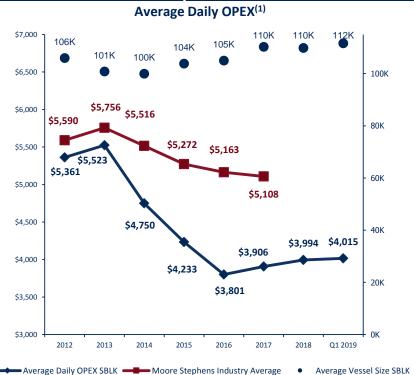
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## **Continued Operational Excellence**



- For Q1 2019 vessel OPEX were \$4,015<sup>(1)</sup> per vessel per day
- Net cash G&A<sup>(2)</sup> expenses per vessel per day were \$971 for Q1 2019
- We are consistently in the top 5 dry bulk operators in Rightship Ratings

# We operate a fleet with one of the lowest average daily OPEX...



Source: Moore Stephens, Company Filings

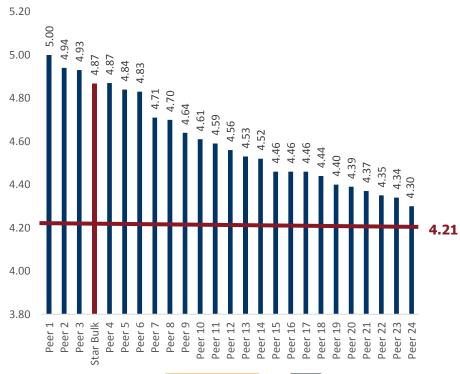
- 1) Figures exclude pre-delivery expenses
- (2) Excludes share incentive plans, includes management fees
- (3) Pro forma for debt to be drawn

#### Pro Forma Cash & Debt Position(3)

- Total Cash (including minimum liquidity)<sup>(3)</sup>: \$ 170 million
- Total Debt & Capital lease obligations<sup>(3)</sup>: \$ 1.54 billion

#### ...without compromising quality

#### **Rightship Rating April 2019**



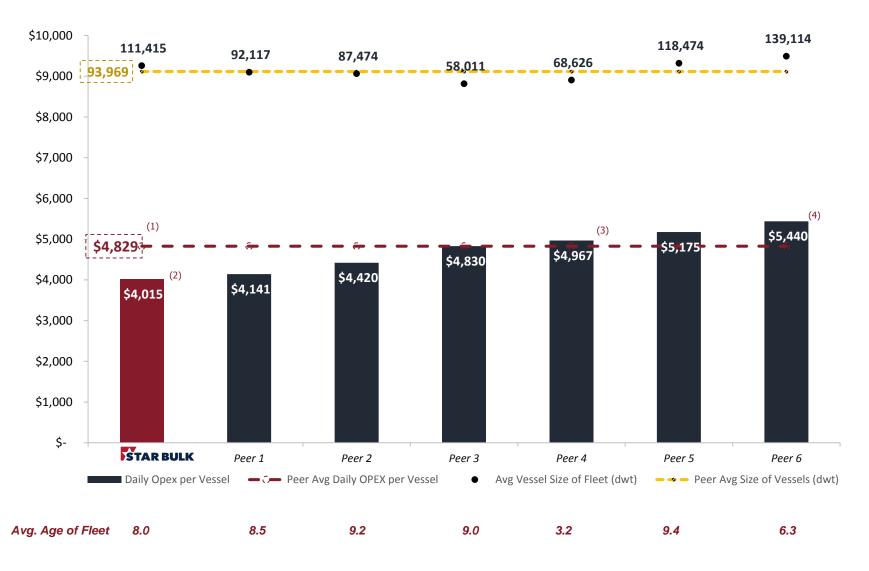




# **Industry Leading OPEX Q1 2019**



#### **OPEX Benchmarking based on latest published financial statements**



<sup>1)</sup> Peer Average figures exclude SBLK

Includes management fees

<sup>2)</sup> Figures exclude pre-delivery expenses

<sup>3)</sup> Excludes management fees

## Star Bulk to Install Scrubbers on its Entire Fleet



# Fully Scrubber Fitted Fleet

- SBLK will have its entire fleet scrubber fitted before 2020
- 15 vessels in operation are already fitted with scrubbers
- Two high quality scrubber manufacturers have been selected with more than 230 marine scrubber installations to date
- Star Bulk's fleet mix with an average deadweight of ~114k dwt is geared towards maximizing the benefits of the new regulations

# Attractive Scrubber Cost

- The estimated total cost to install the scrubbers on the whole fleet will be below \$2 million per vessel on average
- The Company has been able to take advantage of the size of its order and first mover advantage to secure very attractive scrubber prices
- This includes the cost of the equipment and the installation

# Fully financed project

- The Company has arranged debt financing at ~75% of the total cost with an average margin <3.0%</li>
- New debt is a combination of senior bank debt, capital leases and ECA financing
- ullet Equity Capex has been financed by operating cash flows and cash on hand ullet No new equity required

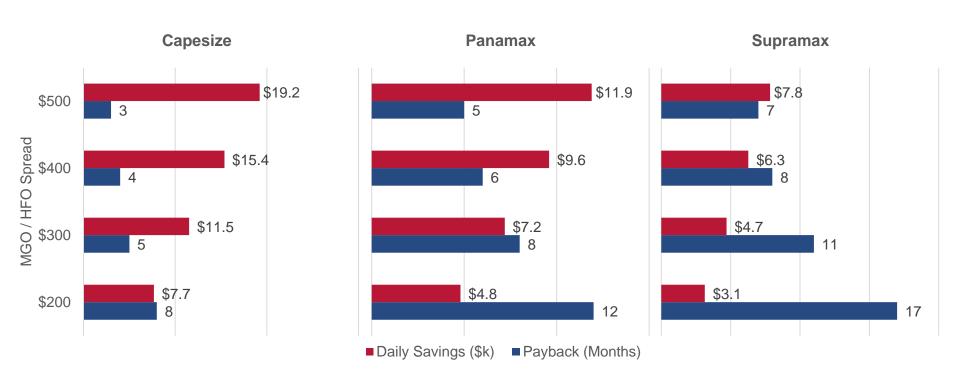
### Installation Underway

- We have agreed with leading shipyards to carry out the scrubber installations within 2019
- In order to reduce off hire time we will be using riding teams to perform preparatory installation work at sea ahead of the scrubber installation on ~60% of our installations
- We have already successfully installed a scrubber using a riding team at sea

## **Scrubber Economics**



- Star Bulk's commercial strategy will focus on voyage charters through which the full fuel savings are captured, thus reducing payback period
- Daily Opex increase is negligible
- Below we present illustrative payback sensitivities<sup>(1)</sup> across the vessel classes



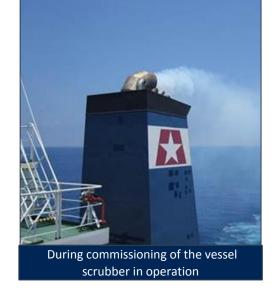
## **Scrubber Installation Update June 2019**



- **Early decision** for a fleet wide scrubber installation program.
  - Captive installation contracts with major shipyards, securing berth space and competitive installation cost.
- 101 Star Bulk vessels to be fitted with scrubbers in 2019.
- By June 2019, 60 scrubber towers will have been installed in China and Europe.
- 120 specialized and exclusive technicians deployed at any time onboard our vessels.
- Average time of retrofitting scrubber towers at ~16 days.
- Scrubber CAPEX estimated at \$176 million.



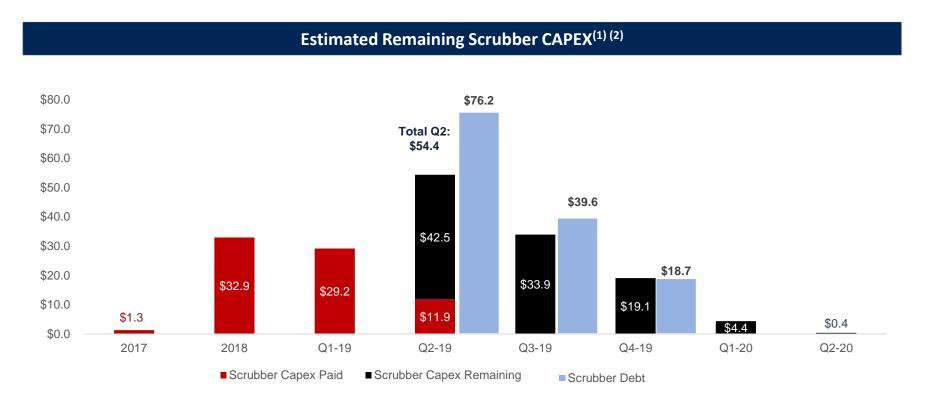




### **Scrubbers CAPEX**



- Remaining Scrubber CAPEX as of May 17<sup>th</sup>, 2019: \$100 million
- Secured debt financing of approximately 75%, ~\$135 million
- We have raised ~ \$22.4 million of scrubber debt financing
- No additional equity to be paid



#### Note:

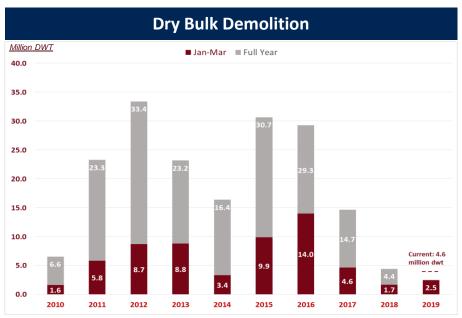
- (1) As of May 17<sup>th</sup>, 2019 for 104 vessels
- (2) Indicative schedule based on current forward FX rates, expected milestone dates and relevant contract obligations. Schedule may be altered due to various reasons (manufacturers' logistics, vessel itineraries, FX rate movement etc.)
- (3) Scrubber projections do not include the announced acquisition of the Delphin fleet

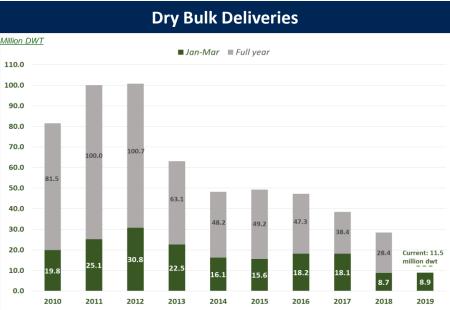
## **Dry Bulk Supply Update**



- Current fleet growth at +2.7% y-o-y versus +2.9% during full year 2018.
  - YTD Deliveries at 10.7m dwt, up from 10.4m dwt same period in 2018
  - YTD Demolition at 4.6m dwt, up from 1.6m dwt same period in 2018
  - YTD Contracting at 8.0m dwt, down from 17.7m dwt same period in 2018
- Orderbook currently estimated at ~11.5% of the fleet.
- Contained contracting will keep 2019/21 deliveries close to multi year lows.
- Vessels above 15 years of age currently at ~14.7% of the fleet.
- 2019 dry bulk fleet growth projected between +2.0% and +2.5%
- Off hires related to IMO 2020 regulation to limit effective supply by up to 1.0% during 2019/20 - Higher bunker costs as of January 2020 to induce slow steaming







Source: Clarkson Research Services Ltd. (Shipping Intelligence Network, database)

## **Dry Bulk Demand Update**

STAR BULK

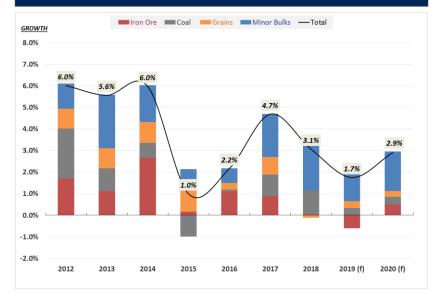
- Trade growth projected to slow down to +1.7% during 2019, due to disruptions in Iron ore supply during the first half, China-US trade war escalation and China coal restrictions.
- Restocking across all dry bulk cargoes is expected during the second half of 2019 ahead of IMO 2020 inflationary pressures.

#### **Key Dry bulk cargoes:**

- Iron ore trade growth in 2019 projected at -0.5% y-o-y vs +0.2% in 2018 (2019 ton-miles -2.3% vs +0.1% in 2018)
  - First half volumes & ton-miles affected by Vale mine accident and cyclones in Australia. Iron ore volumes likely to be compensated by other miners (Australia, Anglo America Minas Rio) and internal ramp up of the SD11 mine.
- Thermal & Coking Coal growth in 2019 at +1.6% y-o-y vs +5.0% in 2018 (2019 tons-miles +1.8% vs +5.8% in 2018)
  - China and India coal needs for electricity generation exceeding domestic coal production growth. Warmer weather and China imports restrictions creating uncertainty.
- Grains incl. soybeans growth in 2019 at +1.8% y-o-y vs -0.7% in 2018 (2019 ton-miles +2.7% vs -1.0% in 2018)
  - African swine flu and US China trade war escalation affecting soybean and grain trades over the last year.
- Minor bulk growth in 2019 at +3.5% y-o-y vs +3.9% in 2018 (2019 ton-miles +4.2% vs +5.1% in 2018)
  - Bauxite from West Africa continue to generate ton-miles for Capesize vessels. ASEAN and India infrastructure development projected to remain strong with One Belt One Road project supporting growth looking forward.

Dry Bulk Trade (Million tons)	2014	2015	2016	2017	2018	2019 (f)	2020 (f)
Iron ore	1,340	1,364	1,418	1,473	1,476	1,468	1,484
Coal	1,216	1,137	1,140	1,201	1,261	1,282	1,303
Grains	407	429	450	476	473	481	490
Minor Bulks	1,863	1,903	1,891	1,946	2,022	2,092	2,161
Total Dry	4,826	4,832	4,899	5,096	5,232	5,323	5,439
Annual Growth (tons)	246	5	67	198	135	91	116
Annual Growth (%)	5.4%	0.1%	1.4%	4.0%	2.7%	1.7%	2.2%
Ton-miles growth	6.0%	1.0%	2.2%	4.7%	3.1%	1.7%	2.9%

### Dry Bulk Ton-miles – Full Year Growth



Source: Clarkson Research Services Ltd. (Shipping Intelligence Network, database)

