

## **Earnings Presentation**

Fourth Quarter & Year Ended December 31, 2012
Earnings Presentation

**February 14, 2013** 

## Forward-Looking Statements

Statements in this presentation may be "forward-looking statements" within the meaning of federal securities laws. The matters discussed herein that are forward-looking statements are based on current management expectations that involve risks and uncertainties that may result in such expectations not being realized. Actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements due to numerous potential risks and uncertainties including, but not limited to, the need to manage our growth and integrate additional capital, acquire additional vessels, volatility in the dry-bulk shipping business and vessel charter rates, our ability to obtain sufficient capital, the volatility of our stock price, and other risks and factors. Forward-looking statements made during this presentation speak only as of the date on which they are made, and Euroseas does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation.

Because forward-looking statements are subject to risks and uncertainties, we caution you not to place undue reliance on any forward-looking statements. All written or oral forward-looking statements by Euroseas or persons acting on its behalf are qualified by these cautionary statements.

This presentation also contains historical data about the dry bulk and containerized trade, dry bulk and containership fleet and dry bulk and containership rates. These figures have been compiled by the Company based on available data from a variety of sources like broker reports and various industry publications or represent Company's own estimates. The Company exercised reasonable care and judgment in preparing these estimates, however, the estimates provided herein may not match information from other sources.

This presentation shall not constitute an offer to sell or the solicitation of an offer to buy securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful under the securities laws of such jurisdiction.



## 2012 Third Quarter & First Nine Months Overview

### Financial Highlights - 2012:

	Fourth Quarter		Full Year	
Net Revenues	\$12.4 m		\$52.5 m	
Net Loss	(\$2.0) m	(\$0.04)/ share <sup>(2)</sup>	(\$13.2) m	(\$0.34) / share <sup>(2)</sup>
Adj. Net Loss <sup>(1)</sup>	(\$2.0) m	(\$0.04)/ share <sup>(2)</sup>	(\$4.0) m	(\$0.10) / share <sup>(2)</sup>
Adj. EBITDA <sup>(1)</sup>	\$2.5 m		\$14.9 m	
Dividend declared	\$0.015 /share		\$0.09 /share	

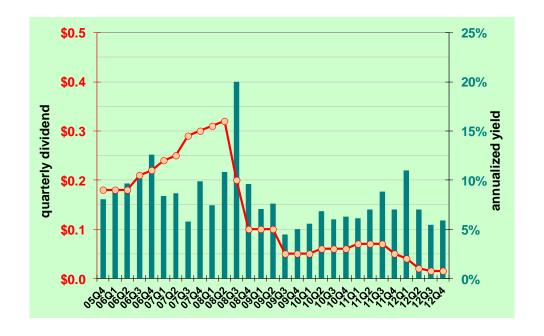
<sup>(1)</sup> See press release of 02/14/2013 for reconciliation of Adj., Net Loss to Net Loss and Adjusted EBITDA to Net Loss and Cash Flow from Operations



<sup>(2)</sup> Basic and diluted

## Dividend Declaration

- Declared the 30<sup>th</sup> consecutive dividend of \$0.015 per share for the fourth quarter of 2012
- Annualized yield of about 6% based on the closing share price of \$1.04 on 02/13/2013





## Other Company Developments

### All 15 vessels are currently chartered

- ➤ Aggeliki P finished its drydock on January 19 and started a charter for 1-3 months at USD 6,250 pd
- ➤ Ninos was drydocked and renamed OEL Bengal; she was extended to OEL for a further 6-8 months at USD 6,950 pd
- > Eleni P joined the Klaveness pool with a minimum commitment of 6 months

### Drydockings

- > Two drydockings took place over the last quarter
- > Eight vessels to be drydocked in 2013



## Current Fleet (not including Euromar vessels)

Drybulk Carriers

Containerships

		Size		Year	Acquisition
Name	Туре	DWT	TEU	Built	Year
Pantelis	Panamax	74,020	-	2000	2009
Eleni P	Panamax	72,119	-	1997	2009
Irini	Panamax	69,734	-	1988	2002
Aristides NP	Panamax	69,268	-	1993	2006
Monica P	Handymax	46,667	-	1998	2009
Maersk Noumea	Intermediate	34,677	2,556	2001	2008
Tiger Bridge	Intermediate	31,627	2,228	1990	2007
Angeliki P	Handysize	30,360	2,008	1998	2010
Despina P	Handysize	33,667	1,932	1990	2007
<b>Captain Costas</b>	Intermediate	30,007	1,742	1992	2007
YM Port Klang	Handysize	23,596	1,599	1993	2006
Manolis P	Handysize	20,346	1,452	1995	2007
OEL Bengal	Feeder	18,253	1,169	1990	2001
<b>Kuo Hsiung</b>	Feeder	18,154	1,169	1993	2002
Anking	Multipurpose	22,568	950	1990	2006
Total	15 vessels	595,063	16,805	19.1 yrs	



# Euromar Joint Venture

		Siz	æ	Year
Name	Туре	DWT	TEU	Built
CAP EGMONT (1)	Intermediate	41,850	3,091	2007
EM ASTORIA	Intermediate	35,600	2,788	2004
CMA-CGM TELOPEA	Intermediate	37,180	2,785	2007
MAERSK NAIROBI	Intermediate	34,654	2,556	2001
EM ATHENS	Intermediate	32,350	2,506	2000
EM CHIOS	Intermediate	32,350	2,506	2000
EM ANDROS	Intermediate	33,216	2,450	2003
EM ITHAKI	Intermediate	28,917	2,135	1999
EM HYDRA	Handy	23,400	1,736	2005
EM SPETSES	Handy	23,400	1,736	2007
Total	10 vessels	322,917	24,289	9.3

NOTES: (1) Acquired with above market charter

### Original capital commitment: \$175m

- Partnership has called 75% (about \$131 million), and, has about \$44 million available.
- Has bought 10 containerships
  - Between 1700 and 3100 teu







# World Economic Growth

#### » Political & economic uncertainties remain:

### Some positives:

- The US economy continues to improve even at a slower than desired pace
- Japan to stimulate growth with higher spending.
- Somewhat more confidence that Europe will deal with its "issues" although still a challenge

### Some negatives:

- The US fiscal cliff has still to be conclusively resolved.
- China economic trends (slowdown / resumption of growth?) & elections in Italy, Germany increase uncertainties
- The Eurozone could remain in recession for an other year
- BRIC countries' outlook revised downwards in part due to the continued growth sluggishness of the developed world.



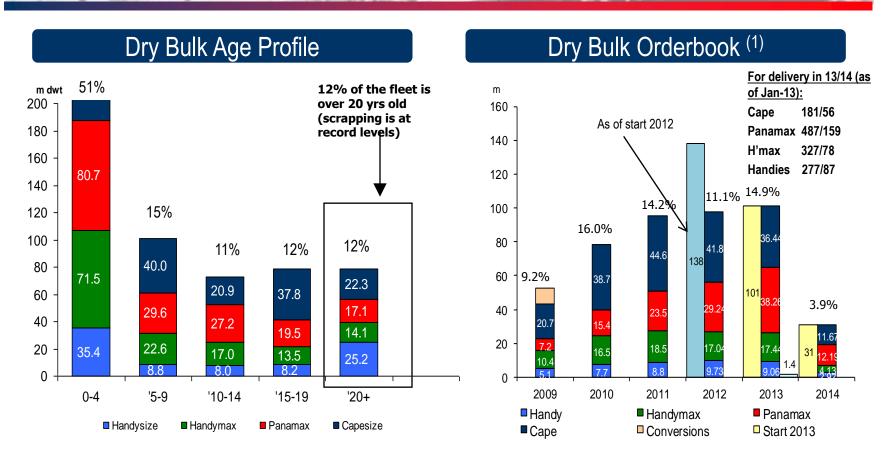
## World GDP & Shipping Demand Growth

Real GDP (% p.a IMF)	2009	2010	2011	2012	2013F (*)	2014F (*)	2015F (*)
USA	-2.6 (-1.6)	2.8 (2.7)	1.8 (3.0)	2.3 (1.8)	2.0(2.1)	3.0(2.9)	3.4
Eurozone	-4.1 (-2.0)	1.8 (1.0)	1.6 (1.5)	-0.4 (-0.5)	0.2(0.2)	1.0(1.2)	1.5
Japan	-6.3 (-2.6)	4.3 (1.7)	-0.9 (1.7)	2.0(1.7)	1.2(1.2)	0.7(1.1)	1.2
China	9.2 (6.7)	10.3 (10.0)	9.2 (10.3)	7.8 (8.2)	8.2(8.2)	8.5(8.5)	8.5
India	5.7 (5.1)	9.7(7.7)	7.4 (8.4)	4.5 (7.0)	5.9(6.0)	6.4(6.3)	6.7
Russia	-7.9 (-0.7)	3.7 (3.6)	4.1 (4.5)	3.6 (3.0)	3.7(3.9)	3.8(3.9)	3.9
Brazil	-0.6 (-1.8)	7.5 (4.7)	2.9 (4.5)	1.0 (3.0)	3.5(3.9)	4.0(4.2)	4.2
NIE Asia	-0.9 (3.9)	8.2 (4.8)	4.2 (4.7)	1.8 (4.0)	3.2(3.6)	3.9(4.1)	4.2
ASEAN-5	1.7 (2.7)	6.7 (4.7)	4.8 (5.5)	5.7 (4.8)	5.5(5.8)	5.7(5.7)	5.8
World	-0.5(3.4)	5.0 (3.9)	3.9 (4.4)	3.2 (3.3)	3.5(3.6)	4.1(4.1)	4.4
Figures in parantheses:	(Begin (	of respective yea	r IMF forecasts,	'09-12)	(2013/14: Prev	<u>ri</u> ous forecast b	y IMF Oct-12)
					2015 forecast	by IMF Oct-12	
Dry Bulk Trade (% p.a.)							
Tons	-5.0 (-3.0)	12.0 (5.0)	6.0 (6.0)	5.0 (4.0)	4.0(5.0)	6.0 (6.0)	
Containerized Trade (% p.	, ,	( /	, /	, ,	, ,	,	
TEU	-9.4 (5.5)	12.0 (8.0)	7.5(8.7)	3.7 (7.0)	6.1 (6.6)	8.5 (8.5)	
Figures in parantheses:	(Begi	n of respective ye	ear forecasts, '0	9-12)	(2012/14: Last	forecast Oct-12	)

(\*) Sources: GDP - International Monetary Fund: 2009-2012 and past estimates (in parentheses), 2013/14/15 IMF Forecasts; Trade – Clarksons estimates (2013), Company estimates (2014); trade outlook takes into account revised economic views



### Drybulk Age Profile & Orderbook Delivery Schedule



Source: Clarksons, as of December 2012.. 2009-2011 fleet percent change includes scrapping and other additions and removals.

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In 2009, scrapping accounted for 10 m dwt (3%), conversions for 10.9 m dwt and other removals for 1.7 m dwt, and slippage & cancellations (28.5 m dwt) for 40% of the scheduled deliveries.

In 2010, scrapping accounted for 5.7 m dwt (1.2%), slippage and cancellations (47 m dwt) accounted for 37% of the scheduled deliveries.

In 2011, scrapping accounted for 22.2 m dwt (4.2%), slippage and cancellations (43 m dwt) accounted for 29% of the scheduled deliveries.

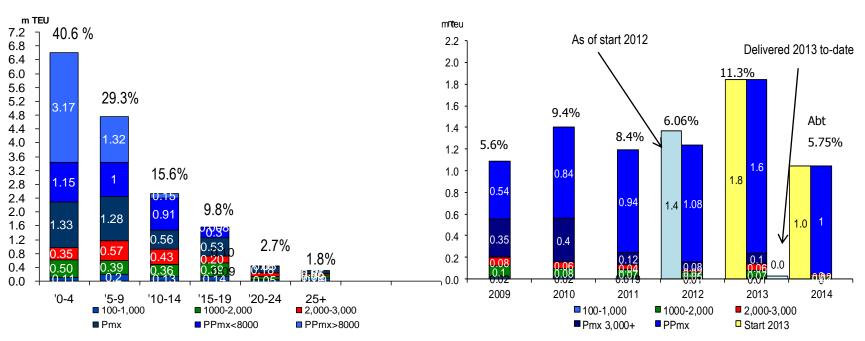
In 2012, scrapping accounted for 32.9 m dwt (5.3%), slippage and cancellations (40 m dwt) accounted for 29% of the scheduled deliveries

In 2013/14 deliveries are given as percent of fleet of previous year calculated without accounting for scrapping, other removals or conversions (Jan 2013).

## Containership Age Profile & Orderbook Delivery Schedule

### Containership Age Profile(1)

### Container Orderbook (1)



Source: Clarksons as of December 2012.

2009-2010 fleet percent change includes scrapping and other additions and removals. From 2011 onwards, percent fleet change is calculated based on the fleet of the previous year calculated without accounting for scrapping, other removals or conversions.

In 2009, scrapping accounted for 0.35 m teu, or 2.9% of the fleet. Slippage and cancellations of about 1.0 m teu accounted for about 50% of the scheduled deliveries. In 2010, scrapping accounted for 0.26 m teu, or 1.9% of the fleet. Slippage and cancellations of about 0.5m teu accounted for about 25% of the scheduled deliveries. In 2011, scrapping accounted for 0.075 m teu, or 0.5% of the fleet. Slippage and cancellations of about 0.46m teu accounted for about 27% of the scheduled deliveries. In 2012, scrapping accounted for 0.32 m teu, or 2.1% of the fleet. Slippage and cancellations of about 0.128m teu accounted for about 9.3% of the scheduled deliveries.



# Outlook Summary

### **Drybulk Market**

- Chinese slower growth rate negatively affects dry bulk trade growth expectations since two thirds of dry bulk demand is generated in Asia
- Delivery net delays and cancellations were 40% for 2009, 37% for 2010, 29% for 2011, 29% for 2012 and expected similar for 2013
- Scrapping was at record levels in 2012 and could continue doing so since 12% of the fleet is over 20 years of age
- Nevertheless significant deliveries are expected to put pressure on the market for 2013
- 2014 will probably be the turning point unless we see a significant spike in new orders and/or the global economy remains in dire straits longer than anticipated

### **Containership Market**

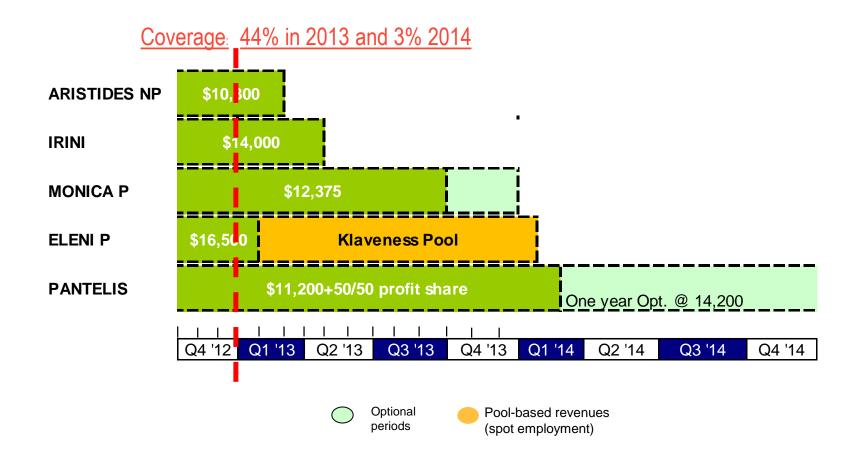
- Economic uncertainty has affected containerized trade quite broadly as consumers in Europe and North America have remained timid in their spending. Poor demand growth from Europe affects the largest route (FE-Europe)
- Current quarter is expected to have low trading volumes due to seasonality; however if the low levels of new vessel ordering are sustained, bode well for a recovery as of late 2013 / early 2014
- Fleet growth and demand growth should be fairly balanced in 2013 implying the market hovering around today's low levels. Small changes in this balance will determine the direction of the market
- Supply growth is mainly in large sizes.







## **Vessels Employment Chart – Bulkers**





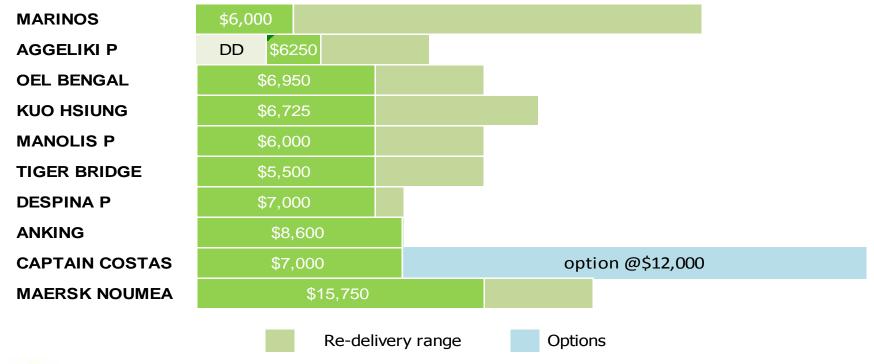
THE RESERVE

## Vessels Employment Chart – Containerships

Coverage (as of Feb 1'13): Abt 17% in 2013 (based on min durations)

2013										
Jan Feb Mar Apr May June Jul Aug Sep Oct Nov							Dec			
	Q1			Q2		<b>Q</b> 3			Q4	

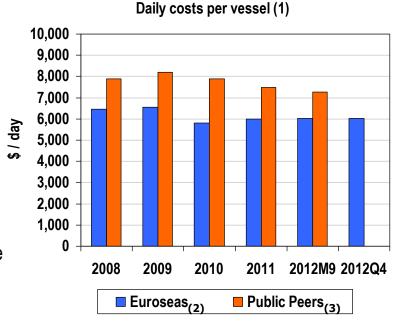
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## Fleet Management & Operational Performance

- Operational fleet utilization rate in excess of 98.5% over last 5 years
  - Outstanding safety and environmental record
  - For 2012Q4, operational fleet utilization 99.1% and commercial 99.8%
  - For 2012, operational fleet utilization 99.4% and commercial 96.2%
- Overall costs achieved are amongst the lowest of the public shipping companies

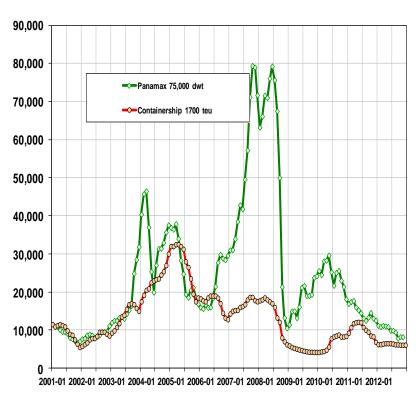


- (1) Includes running cost, management fees and G&A expenses (not drydocking expenses)
- (2) 2009 figure was increased by abt \$600/day to account for the lower cost of the 3 laid-up vessels; 2010 figure was increased by abt \$300/day to account for the lower cost of the laid-up vessels (2 in 2010H1 and 1 in 2010Q3);
- (3) Peer group includes DRYS (up to 2009), DSX, EGLE, EXM, GNK, OCNF and FREE (drybulk), and SSW, DAC (containership) up to 2010; DSX, EGLE, EXM, GNK, SBLK, and SB (drybulk), and SSW, DAC, DCIX in 2011 and 2012.

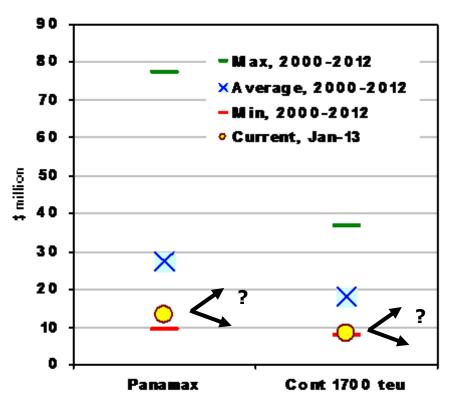


## Market Snapshot - Investment Opportunities

### **1-Year Time Charter Rate**



### 10-yr old Price Historical Range









## Financial Highlights: 4th Quarter and Full Year of 2011 and 2012

<i>(</i> 1	F	ourth Quar	_		change	
(in million USD except per share amounts)	2011	2012	change % (4)	2011	2012	change % <sup>(4)</sup>
Net Revenues	\$15.3	\$12.4	-19.2%	\$61.4	\$52.5	-14.5%
Net Income	\$1.1	(\$2.0)		\$1.1	(\$13.2)	
(Gain) /Loss on Sale of Vessel	-	-		-	\$8.6	
(Gain) / loss on derivatives & unrealized (gain)/ loss on trading securities	\$0.0	\$0.0		\$1.7	\$0.6	
Amort. FV of charters, net	-	-		(\$1.3)	-	
Adj. Net Income	\$1.1	(\$2.0)		<b>\$1.5</b>	(\$4.0)	
Adjusted EBITDA (1)	\$6.2	\$2.5	-58.7%	\$21.6	<b>\$14.9</b>	-31.0%
"GAAP" EPS, Diluted <sup>(2)</sup>	\$0.03	(\$0.04)		\$0.04	(\$0.34)	
"Operating <sup>(3)</sup> " Adj. EPS, Diluted	\$0.04	(\$0.04)		\$0.05	(\$0.10)	
Dividends per share, declared	\$0.05	\$0.015	-70.0%	\$0.26	\$0.09	-65.4%

- (1) See press release of 02/14/2013 for Adjusted EBITDA reconciliation to Net Income and Cash Flow from Operations.
- (2) Calculated on 31,867,856 and 31,794,381 diluted shares for 2011 and 45,265,155 and 38,950,100 shares for 2012.
- (3) "Operating" EPS excludes from Net Income the capital gains, unrealized and realized derivative gains and losses, unrealized investment gains or losses and amortization of fair value of charters acquired. See press release of 02/14/2013 for reconciliation to Net Income.
- (4) Calculated based on figures in press release of 02/14/2013, i.e. before rounding to million USD



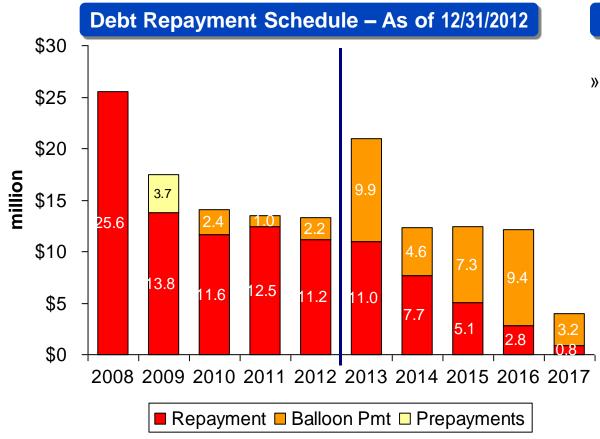
## Fleet Data for 4th Quarter and Full Year of 2011 and 2012

Fleet Statistics	Fourth Quarter			Full	ır		
		2011	-	2012	2011		2012
	<u>(u</u>	naudited)	(uı	<u>naudite</u> d	<u>) (unaudited)</u>	<u>(uı</u>	naudited)
Number of vessels		16.00		15.00	16.00		15.21
Utilization Rate (%)							
Overall <sup>(1)</sup>		90.1%		98.9%	96.4%		95.6%
Commercial <sup>(1)</sup>		90.5%		99.8%	96.8%		96.2%
Operational <sup>(1)</sup>		99.6%		99.1%	99.7%		99.4%
Averages in usd/day/vessel							
Time Charter Equivalent (TCE) <sup>(2)</sup>	\$	12,099	\$	9,510	\$ 11,525	\$	10,155
Operating Expenses							
Vessel Oper. Exp. excl. laid-up		5,242		5,381	5,490		5,401
G&A Expenses		524		654	511		658
Total Operating Expenses		5,766		6,035	6,001		6,058
Interest Expense		368		343	375		355
Drydocking Expense		213		611	539		290
Loan Repayments		2,380		2,491	2,307		2,395
Total Cash How Breakeven		8,727		9,480	9,222		9,098

<sup>(1)</sup> Utilization Rate is calculated excluding scheduled offhire (drydockings and special surveys) and vessels in lay-up. Scheduled offhire amounted to 28.8 and 44.9 days for the fourth quarter and full year 2012.

<sup>(2)</sup> TCE calculation shows the gross rate the vessels earn while employed; it excludes periods during which the vessels are laid-up or offhire for commercial or operational reasons.

## **Debt Repayment Profile**



#### **Cash Flow Breakeven**

Cash Flow Breakeven - rough estimate for next 12 months:

	<u>\$/</u>	<u>day</u>
OPEX	\$	5,500
G&A	\$	700
Interest	\$	550
Drydock	\$	1,100
Loan Rpmt(*)	\$	3,800
TOTAL	\$	11,650

(\*) Corresponds to \$9.9m for balloon payments and \$11.0m for loan repayments scheduled in the next 12 months



### **Balance Sheet & Other Data**

- Cash @ December 31, 2012: \$ 43.3m
  - \$33.4m unrestricted and about \$9.9m of restricted funds and retention accounts
  - Cash per share amounts to about \$0.95 (versus yesterday's share price of \$1.04)
- Debt: \$61.6m as of December 31, 2012
  - Debt to Capitalization ratio about 23%
  - Debt to Market Value of Fleet ratio 70%.
  - Net debt to Market Value of Fleet ratio about 22%
  - Loan covenants satisfied.
- About \$20-25 m cash equity to fund further growth
  - \$6.3m committed to be invested via Euroman
  - > \$15-20m of additional equity to buy vessels



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Please refer to the Company's press release of February 14, 2013 for financial statements and reconciliation of Adjusted EBITDA and "Operating" EPS to Net Income and Cash Flow from Operations, as well as Reconciliation of Net Income to Adjusted Net Income

