

# Three Months Ended March 31, 2012 Earnings Presentation May 16, 2012

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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.

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## 2012 First Quarter Overview

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#### Financial Highlights First Quarter 2012:

Net Revenues:	\$ 13.9 million
Net loss:	\$ (9.0) million, or, (\$0.29)/share, basic & diluted
Loss on sale of	
M/V Jonathan P:	\$ (8.6) million
Adj. Net income <sup>(1)</sup> :	\$ (0.1) million, or, (\$0.00)/share, basic & diluted
Adj. EBITDA <sup>(1)</sup> :	\$ 4.9 million
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Dividend declared: \$ 0.04 / share, the 27<sup>th</sup> consecutive quarterly dividend

#### Balance Sheet Highlights, March 31, 2012

Total cash:	\$ 35.7 million
Debt / Market Value	50-55%
of Fleet	
of Fleet	



- Declared the 27<sup>th</sup> consecutive dividend of \$0.04 per share for the first quarter of 2012
- Annualized yield of about 11.0% based on the closing share price of \$1.45 on 05/14/2012
- Intention to maintain policy of providing healthy dividends throughout market cycles without compromising growth opportunities





## **Other Company Developments**

#### Charter renewals – all vessels are employed

- Have re-chartered 6 containerships for short durations but at lower rates
  - Tiger Bridge was extended for 4-12 months @ \$6,000 + 9-12 months option @ \$9,000
  - Captain Costas fixed for 12 months @ \$7,000 + 12 months option @ \$12,000
  - Marinos was extended for 2-6 months @ \$6,000 + 6 months option @ \$8,250
  - > Anking (ex-Tasman Trader) was extended for 12 months @ \$8,600
  - > Ninos and Kuo Hsiung have been extended for 4-6 months @ \$7,375 + 6 months option @ \$12,000

#### No drydockings scheduled for the next two quarters

- > Two drydockings currently expected in the third and fourth quarter of 2012
- > Jonathan P was sold for scrap during the first quarter of 2012 recording a loss of \$8.6 million



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# **Current Fleet** (not including Euromar vessels)

Drybulk	Carriers
i	Containerships

	SIZ	е	Year	Acquisition
Туре	DWT	TEU	Built	Year
Panamax	74,020		2000	2009
Panamax	72,119	-	1997	2009
Panamax	69,734	-	1988	2002
Panamax	69,268		1993	2006
Handymax	46,667		<b>1998</b>	2009
Intermediate	34,677	2,556	2001	2008
Intermediate	31,627	2,228	<b>1990</b>	2007
Handysize	30,360	2,008	1998	2010
Handysize	33,667	1,932	<b>1990</b>	2007
Intermediate	30,007	1,742	<b>1992</b>	2007
Handysize	23,596	1,599	1993	2006
Handysize	20,346	1,452	1995	2007
Feeder	18,253	1,169	<b>1990</b>	2001
Feeder	18,154	1,169	1993	2002
Multipurpose	22,568	950	1990	2006
15 vessels	595,063	16,805	18 yrs	
	Panamax Panamax Panamax Panamax Panamax Handymax Intermediate Intermediate Handysize Intermediate Handysize Handysize Feeder Feeder Feeder Feeder	TypeDWTPanamax74,020Panamax72,119Panamax69,734Panamax69,268Handymax46,667Intermediate34,677Intermediate31,627Handysize30,360Handysize33,667Intermediate30,007Handysize23,596Handysize20,346Feeder18,253Feeder18,154Multipurpose22,568	Panamax    74,020    -      Panamax    72,119    -      Panamax    69,734    -      Panamax    69,268    -      Handymax    46,667    -      Intermediate    34,677    2,556      Intermediate    31,627    2,228      Handysize    30,360    2,008      Handysize    30,3607    1,932      Intermediate    30,007    1,742      Handysize    23,596    1,599      Handysize    20,346    1,452      Feeder    18,253    1,169      Feeder    18,154    1,169      Multipurpose    22,568    950	TypeDWTTEUBuiltPanamax74,020-2000Panamax72,119-1997Panamax69,734-1988Panamax69,268-1993Handymax46,667-1998Intermediate34,6772,5562001Intermediate31,6272,2281990Handysize30,3602,0081998Handysize33,6671,9321990Intermediate30,0071,7421992Handysize23,5961,5991993Handysize20,3461,4521995Feeder18,2531,1691993Multipurpose22,5689501990

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#### Acquisitions

- > Acquired EM Ithaki (ex- MOL Volta), 1999-built containership of 2,135 teu, and,
- > Agreed to acquire *Cap Norte*, a 2007-built containership of 3,091 teu
- > Fleet will stand at 10 vessels after delivery of *Cap Norte*

#### Capital Commitments

Partnership has called 75% (about \$131 million) of the original commitment of \$175 million, and, has about \$44 million available for further acquisition

#### Investment Period & Segment Focus

- Extended until March 2013
- Evaluating both containerships and drybulk vessel opportunities





			Siz	e	Year
	Name	Туре	DWT	TEU	Built
↑	CAP NORTE <sup>(1)</sup>	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	8.7

NOTES: (1) Acquired with above market charter



Container ships



- Ideal time to have more funds in the Company to exploit low vessel prices
  - > But raising equity when stock price trades at 50% of NAV is quite dilutive ...
  - > ...unless additional funds are contributed pro-rata by all existing shareholders
- On May 4, 2012, the Company announced plans to proceed with a Rights Offering during the 2<sup>nd</sup> quarter of 2012
- Give existing shareholders the option to buy extra shares at a specific price
  - > Typically, lower than share price
  - > Minimal offering costs and no dilution for fully participating shareholders
- Record date was Monday, May 14, 2012
- > Terms of the Rights Offering will be announced on or around May 24, 2012
- > Use of proceeds: Further investments in the drybulk and containership markets







# World Economic Growth

#### Significant downside risks and political & economic uncertainties remain

- Some positives:
  - > US economy grew 3% in 2011Q4 and 2.2% in 2012Q1;
  - ➤ US unemployment dropped to 8.1% in April '12;
  - > Europe has built up some defense mechanisms (EFSF) against country member default
- Some negatives:
  - > Concerns about Greece defaulting and threatening Euro in the process persist;
  - > Questions about peripheral countries, Spain, in particular, intensified;
  - Uncertainty about the "new" Franco-German cooperation within the Eurozone;
  - > Concerns that US growth might fall behind after November elections
- > Developed economies growth has been revised modestly upwards by IMF (as of April 2012)
  - BRIC countries outlook unchanged China 8.2%, India 6.9%
  - > Asian economies on average revised modestly upwards for 2012 and 2013



## World GDP & Shipping Demand Growth

Real GDP (% p.a IMF)	2009	2010	2011	2012F (*)	2013F (*)	2014-16F (*)
USA	-2.6 (-1.6)	2.8 (2.7)	1.8 (3.0)	2.1 (1.8)	2.4(2.2)	2.7
Eurozone	-4.1 (-2.0)	1.8 (1.0)	1.6 (1.5)	-0.3 (-0.5)	0.9(0.8)	1.8
Japan	-6.3 (-2.6)	4.3 (1.7)	-0.9 (1.7)	2.0(1.7)	1.7(1.6)	1.4
China	9.2 (6.7)	10.3 (10.0)	9.2 (10.3)	8.2 (8.2)	8.8(8.8)	9.5
India	5.7 (5.1)	9.7(7.7)	7.4 (8.4)	6.9 (7.0)	7.3(7.3)	8.0
Russia	-7.9 (-0.7)	3.7 (3.6)	4.1 (4.5)	4.0 (3.3)	3.9(3.5)	3.5
Brazil	-0.6 (-1.8)	7.5 (4.7)	2.9 (4.5)	3.0 (3.0)	4.1(4.0)	4.0
NIE Asia	-0.9 (3.9)	8.2 (4.8)	4.2 (4.7)	3.4 (3.3)	4.2(4.1)	4.3
ASEAN-5	1.7 (2.7)	6.7 (4.7)	4.8 (5.5)	5.4 (4.8)	6.2(5.6)	4.6
World	-0.5(3.4)	5.0 (3.9)	3.9 (4.4)	3.5 (3.3)	4.1(3.9)	4.6
Figures in parantheses:	(Begin of respe	ctive year IMF for	recasts, '09-11)	(2012: Previous	forecast by IM	=Jan-12)

Dry Bulk Trade (% p.a.)						
Tons	-5.0 (-3.0)	12.0 (5.0)	4.5 (6.0)	4.0 (4.0)	5.0(5.0)	6.0 (6.0)
Containerized Trade (% p	.a.)					
TEU	-9.4 (5.5)	12.0 (8.0)	7.9(8.7)	7.6 (7.0)	8.2(8.0)	8-10 (8-10)
Figures in parantheses:	(Beain of resp	ective vear fore	casts, '09-11)	(2012-16:Last)	orecast Jan-12	)

Sources:

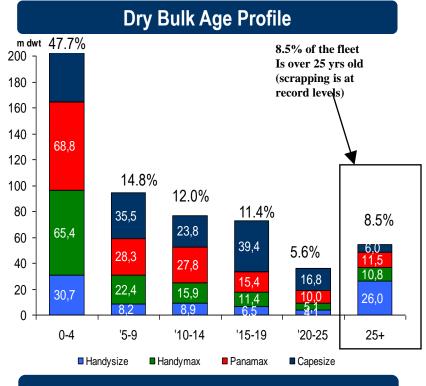
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*GDP* - International Monetary Fund: 2009-2011 and past estimates (in parentheses), 2012/13 IMF Forecasts; Company: 2014-2016 forecasts *Trade* – Clarksons, Company estimates (April 2012); trade outlook takes into account revised economic views

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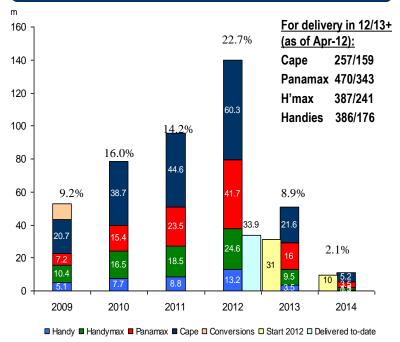
### **Drybulk Age Profile & Orderbook Delivery Schedule**



#### Large bulkers are still young

#### Dry Bulk Orderbook <sup>(1)</sup>

ALC: UNKNOWN



#### Large Vessels Dominate Orderbook

Source: Clarksons/Dhalman Rose, as of April 2012

(1) 2009-2011 fleet percent change includes scrapping and other additions and removals.

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) accounted for 40% of the scheduled deliveries.

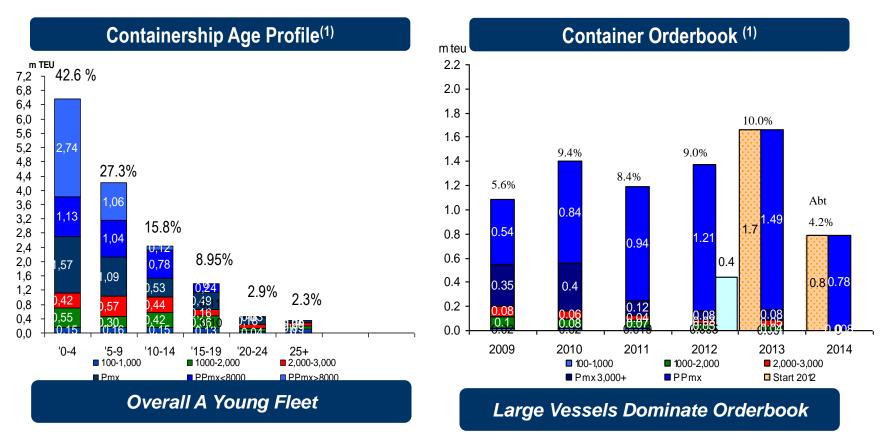
In 2010, scrapping accounted for 5.7 m dwt (1.2%), slippage and cancellations (47 m dwt) accounted for 37% of the scheduled deliveries.

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

2012 on deliveries are given as percent of fleet of previous year calculated without accounting for scrapping, other removals or conversions (April 2012).

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### **Containership Age Profile & Orderbook Delivery Schedule**



Source: Clarksons as of April 2012

(1) 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 1.0% of the fleet. Slippage and cancellations of about 500m teu accounted for about 25% of the scheduled deliveries. In 2011, scrapping accounted for 0.75 m teu, or 0.5% of the fleet. Slippage and cancellations of about 460m teu accounted for about 27% of the scheduled deliveries.



# A Challenging Market Environment All-Around!

#### **Drybulk Market**

- Significant deliveries are expected in 2012, and, likely, in 2013 too, despite high expected scrapping
  - there is simply too much tonnage to be delivered!
- Drybulk trade growth expectations having been negatively affected by slower world growth at least in the near term – and, possibly, a bigger slowdown of Chinese growth
- In balance, the fleet growth even assuming healthy scrapping and delivery cancellation rates is expected to overwhelm any demand growth in 2012 and a big part of 2013 and keep rates and values under pressure

#### **Containership Market**

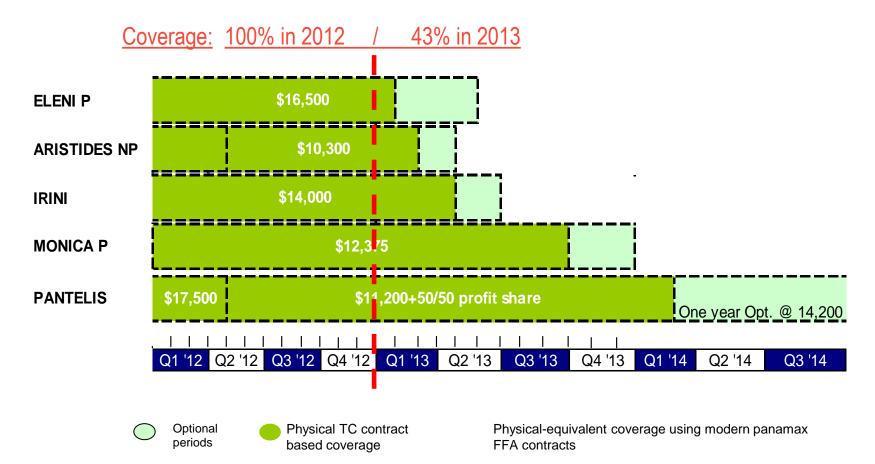
- > Economic uncertainty has negatively affected containerized trade growth expectations
- > Fleet growth is expected to be significant but likely lower than in the past 2 years
  - Most of fleet growth in large vessels sizes giving rise to "cascading"
- A (small) positive demand/supply balance expected for 2012 and a balanced market for 2013 should help market rates recover, but likelihood of swings in the balance is high
  - > Number of laid-up vessels is declining & significant recovery of box rates
- Very low ordering in the last 12 months and cascading might change the relative economics of the various vessel sizes





# Chartering, Operations & Investment Strategy



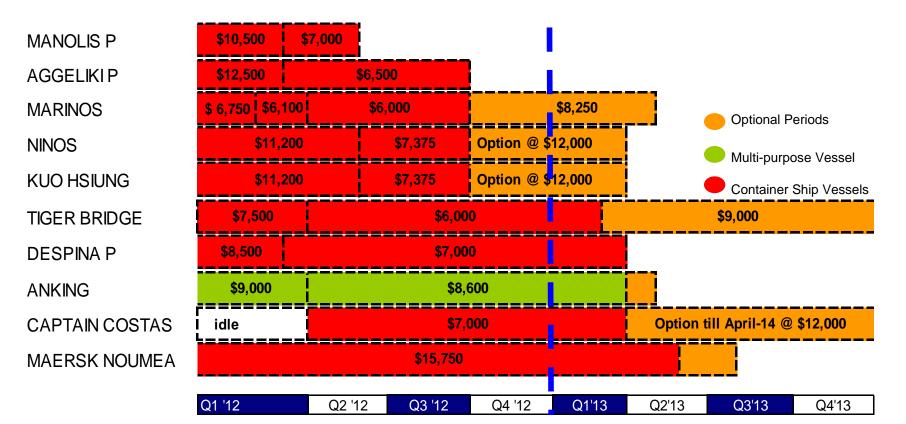


Notes: 1) Irini is equivalent to 86% of a modern panamax; Aristides NP to 89%; Monica P to 86%; Eleni P to 93% and Pantelis to 99%.



# **Vessels Employment Chart – Containerships**

#### Coverage (as of May '12): Abt 59% in 2012 / Abt 11% in 2013 (based on min durations) (abt 78% in 2012 based on expected duration)

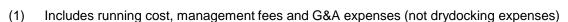




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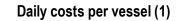


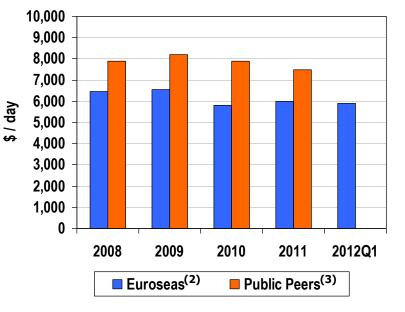
- Operational fleet utilization rate in excess of 98.5% over last 5 years
  - Outstanding safety and environmental record
  - For 2012Q1, operational fleet utilization 99.4% and commercial 87.6%
  - For 2011, operational fleet utilization 99.7% and commercial 96.8%
- Overall costs achieved are amongst the lowest of the public shipping companies



- (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.









**10-yr old Price Historical Range** 

#### **10-Year Secondhand Prices**

- Max, 2000-2011 ---- Panamax 75,000 dwt × Average, 2000-2011 --- Containership 1700 teu - M in, 2000-2011 Current, May-2012 uojjiu M million \$ ∽**40** Х ? **Panamax** Cont 1700 teu 2001-2012-2002-2003-





# Financial Overview

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## Financial Highlights: 1st Quarter 2011 and 2012

	First Qu	arter	
(in million USD except per share			change
amounts)	2011	2012	<sup>(4)</sup> %
Net Revenues	\$14.2	\$13.9	-2.1%
Net Income / Loss	-\$0.6	-\$9.0	
Loss on Sale of Vessel	\$0.0	\$8.6	
Unrealized & Realized (gain) / loss, derevatives & investments	-\$0.2	\$0.2	
Amort. FV of charters, net	-\$0.5	\$0.0	
Adj. Net Income	-\$1.3	-\$0.1	
Adjusted EBITDA <sup>(1)</sup>	\$3.7	\$4.9	31.8%
"GAAP" EPS, Diluted <sup>(2)</sup>	-\$0.02	-\$0.29	
"Operating <sup>(3)</sup> " Adj. EPS, Diluted	-\$0.04	\$0.00	
Dividends per share, declared	\$0.07	\$0.04	-42.9%

(1) See press release of 5/15/2012 for Adjusted EBITDA reconciliation to Net Income and Cash Flow from Operations.

(2) Calculated on 31,002,211 weighted average number of basic & diluted shares for 2011 and 31,167,211 for 2012.

(3) "Operating" EPS excludes from Net Loss from vessel sale, unrealized and realized derivative gains and losses, unrealized investment gains or losses and amortization of fair value of charters acquired. See press release of 5/15/2012 for reconciliation to Net Income.

(4) Calculated based on figures in press release of 5/15/2012, i.e. before rounding to million USD



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# Fleet Data for 1<sup>st</sup> Quarter of 2011 and 2012

Fleet Statistics	First Quarter			,
		2011		2012
	(una	udited)	(una	udited)
Number of vessels		16.00		15.92
Utilization Rate (%)				
Overall		97.5%		87.1%
Commercial		98.0%		87.6%
Operational		99.5%		99.4%
Averages in \$/day/vessel				
Time Charter Equivalent (TCE)		11,088	\$	11,258
Operating Expenses				
Vessel Operating Expenses		5,387		5,294
G&A Expenses		551		692
Total Operating Expenses		5,938		5,986
Interest Expense		402		368
Drydocking Expense		1,032		22
Loan Repayments		1,967		3,149
Total Cash Flow Breakeven		9,339		9,525

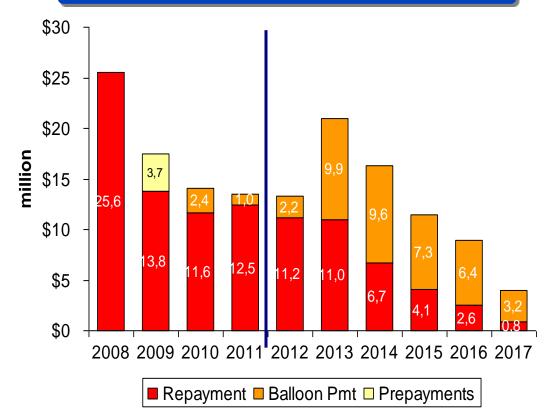
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#### **Debt Repayment Schedule – As of 03/31/2012**



#### **Cash Flow Breakeven**

» Cash Flow Breakeven - rough estimate for next 12 months:

	<u>\$/day</u>			
OPEX	\$	5,700		
G&A	\$	750		
Interest	\$	650		
Drydock	\$	600		
Loan Rpmt	\$	2,000		
TOTAL	\$	9,700		



## **Balance Sheet & Other Data**

#### Cash @ March 31, 2012: \$ 35.7m

> \$29.8 m unrestricted – abt \$5.9m working capital and restricted

#### Debt: \$70.4 m as of March 31, 2012

- Debt to Capitalization ratio about 26%
- Debt to Market Value of Fleet ratio within 50-55%
- Net debt to Market Value of Fleet ratio within 25-27%
- Covenants fully satisfied

#### About \$25-30 m cash equity to fund further growth

- > \$8m committed to be invested via Euromar
- \$15-20m equity to buy 1-2 vessels outside Euromar
- Additional proceeds from "rights" offering



CRIPTICE



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# Please refer to the Company's press release of May 15, 2012 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

