

## $\textbf{GOLDEN OCEAN}^{\text{\tiny TM}}$

**COMPANY PRESENTATION** 

**DECEMBER 2019** 

## FORWARD LOOKING STATEMENTS



- Matters discussed in this presentation may constitute forward-looking statements. The Private Securities Litigation Reform Act of 1995 provides safe harbor protections for forward-looking statements, which include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions and other statements, which are other than statements of historical facts. Words such as "believe," "anticipate," "intends," "estimate," "forecast," "project," "plan," "potential," "may," "should," "expect," "pending" and similar expressions identify forward-looking statements. The forward-looking statements in this presentation are based upon various assumptions. Although we believe that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond our control, we cannot assure you that we will achieve or accomplish these expectations, beliefs or projections. The information set forth herein speaks only as of the date hereof, and we disclaim any intention or obligation to update any forward-looking statements as a result of developments occurring after the date of this communication.
- In addition to these important factors and matters discussed elsewhere herein, important factors that, in our view, could cause actual results to differ materially from those discussed in the forward-looking statements include the strength of world economies, fluctuations in currencies and interest rates, general market conditions, including fluctuations in charter hire rates and vessel values, changes in demand in the dry bulk market, changes in our operating expenses, including bunker prices, drydocking and insurance costs, the market for our vessels, availability of financing and refinancing, changes in governmental rules and regulations or actions taken by regulatory authorities, potential liability from pending or future litigation, general domestic and international political conditions, potential disruption of shipping routes due to accidents, political events or acts by terrorists, and other important factors described from time to time in the reports filed by the Company with the Securities and Exchange Commission.
- Certain shipping, steel, Chinese and global industry information, statistics and charts contained herein have been derived from several sources. You are hereby advised that such industry data, charts and statistics have not been prepared specifically for inclusion in these materials and Golden Ocean has not undertaken any independent investigation to confirm the accuracy or completeness of such information



## COMPANY OVERVIEW

## **KEY INVESTMENT HIGHLIGHTS**



Positioned to capture market strength and generate significant cash flow with modern, fuel-efficient fleet, large commercial scale and highly competitive cash costs

#### 700% FOCUS ON LARGER VESSELS TO 600% Cumulative change CAPTURE MARKET UPSIDE AND 500% 400% VOLATILITY 300% Capesize and Panamax vessels significantly 200% outperform in stronger markets 100% 0-17 J-18 .J-18 O-18 J-19 A-19 J-19 0-19 -100% Panamax Supramax Handvsize Capesize 10,0 9.5 9.5 9.1 9.0 8.5 MODERN, FUEL-EFFICIENT FLEET 8.1 8,0 7,5 **COMMANDS A PREMIUM** 7.0 6.0 6,0 5,0 Fleet performance is increasingly important as new sulphur emissions regulations approach ×<sub>4,0</sub> 3,7 3,0 2.0 1,0 Diana Shipping Genco Shipping Safe Bulkers Eagle Bulk Star Bulk Carriers Navios Maritime Scorpio Bulkers Golden Ocear COMPETITIVE CASH COSTS DRIVE 40 000 OPEX G&A Interest Leases Repayment EARNINGS AND PROTECT DOWNSIDE 30 000 Fully-burdened daily costs of \$13,800 and \$9,600 for Capesize and Panamax, respectively 20 000 10 000

Capesize

Panamax

.

Weekly Panamax Rates

## Q3 2019 HIGHLIGHTS

- The Company reports net income of \$36.7 million and earnings per share of \$0.26 for the third quarter of 2019, compared with net loss of \$33.1 million and net loss per share of \$0.23 for the second quarter of 2019
- Adjusted **EBITDA** in the third quarter of 2019 was **\$81.1 million**, compared with \$21.5 million in the second quarter of 2019
- Took delivery of two chartered-in 103,000 dwt ice-class vessels on index-linked time charters
- Completed refinancing of \$284 million loan facility financing 15 vessels at attractive terms and agreed charter amendment with SFL Corporation to fund seven scrubber installations
- Finalized joint venture agreement with Trafigura and Frontline to establish a leading global supplier of marine fuels and made further investment in Singapore Marine, a dry bulk freight operator
- Acquired 125,000 shares in the third quarter and an additional 380,000 shares so far in the fourth quarter under the share buy-back program announced in December 2018
- Announces a cash dividend of \$0.15 per share for the third quarter of 2019, the 8<sup>th</sup> consecutive quarterly dividend announced





## FLEET DEPLOYMENT

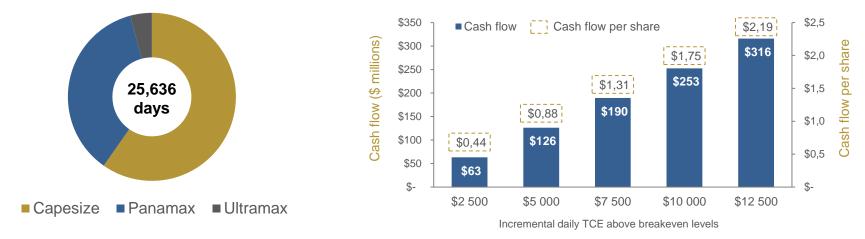
Opportunistic chartering strategy with significant operating leverage

## GOLDEN OCEAN"

### CONTRACTED EARNINGS

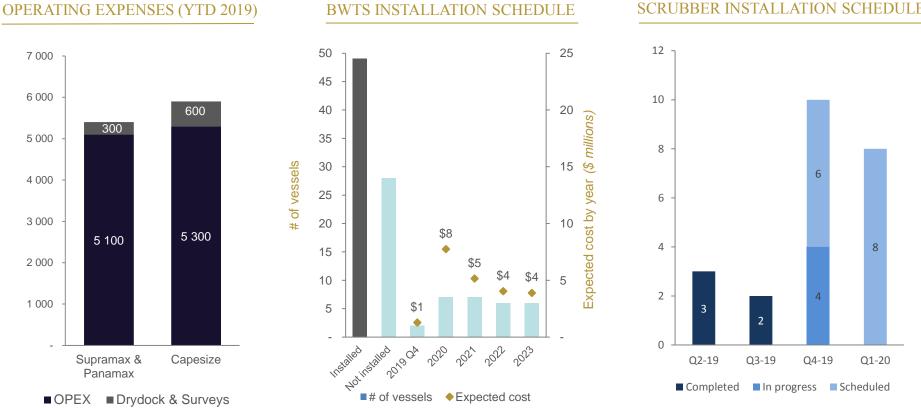
[ <sup>_*</sup> <sup>2</sup> 7	Capesize (46 vessels) Age 5.3 years	<ul> <li>Equivalent of two vessels at fixed rate for 2020 at \$22,750 per day</li> <li>Equivalent of two vessels on floor/ceiling contracts for 2020</li> </ul>
	Panamax (30 vessels) Age 7.7 years	<ul> <li>Equivalent of 10 vessels on time charter that expire between second quarter 2020 and the end of 2021 at an average gross rate of \$18,200 per day</li> </ul>
	Ultramax (3 vessels) Age 4.7 years	Three trading in pool

#### 2020 OPERATING LEVERAGE



## MODERN, EFFICIENT FLEET

- Fully-burdened Opex includes dry docking and management fees
- 12 vessels completed dry-dock in first nine months of 2019
- Additional seven Capesize vessels are scheduled for drydock in 2019
- Average fleet age of six years and majority of the fleet designed with fuel-efficient engines and ballast water treatment systems
- Additional advantage to be gained through scrubber installations

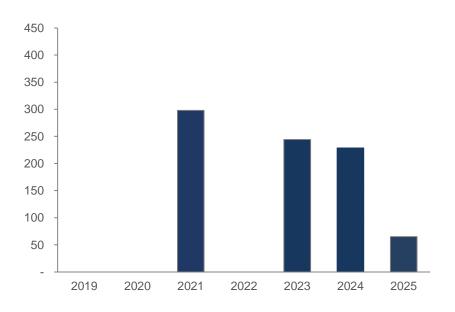


#### SCRUBBER INSTALLATION SCHEDULE



## STRONG BALANCE SHEET WITH LIMITED CAPEX

#### DEBT MATURITIES



#### RECENT DEVELOPMENTS

- Completed refinancing outstanding amount of the original \$284 million loan facility, that was scheduled to mature in December 2019 and financed 15 vessels, with a new \$153.3 million term loan facility
  - Interest rate of LIBOR + 210 bps
  - Tenor of five years
  - 20 year age adjusted repayment profile
- Agreed charter amendment with SFL Corporation to fund seven scrubber installations



#### (in thousands of \$)

09/30/2019

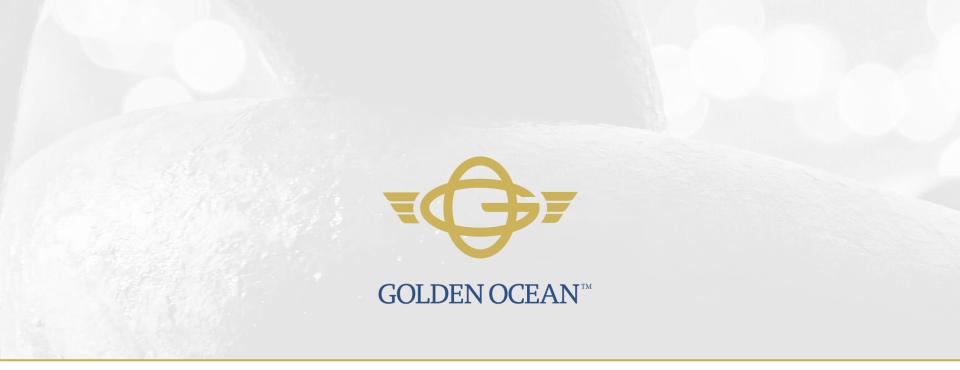
#### ASSETS

Short term

Short term	
Cash and cash equivalents (incl. restricted cash)	87,156
Other current assets	186,409
Long term	
Restricted cash	52,112
Vessels (incl. newbuildings and held-for-sale)	2,347,087
Other long term assets	262,470
Total assets	2,903,587

#### LIABILITIES AND EQUITY

Total liabilities and equity	2,935,234
Equity	1,494,962
Other long term liabilities	169,884
Long term debt and capital lease	1,042,246
Long term	
Other current liabilities	140,095
Current portion of long term debt and capital lease	88,047



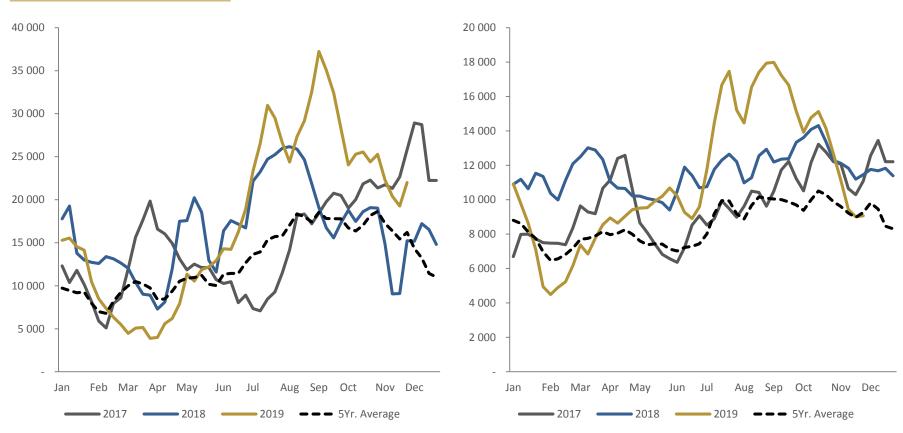
## DRY BULK MARKET UPDATE

### FREIGHT MARKET UPDATE



Rates rebounded sharply as iron ore volumes began to return to the market and other trades remain supportive



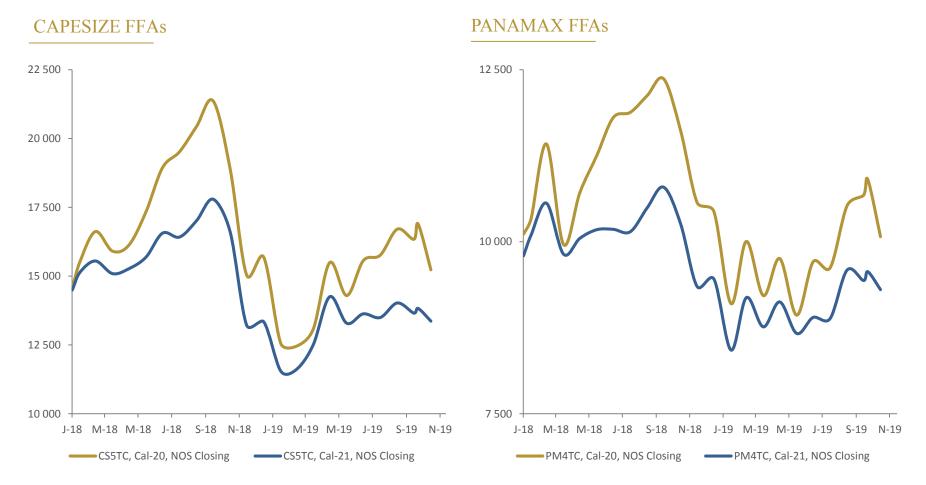


WEEKLY PANAMAX RATES

### FORWARD FREIGHT AGREEMENTS



Expectations recovering following steep declines driven by trade tensions and disruptions in iron ore production



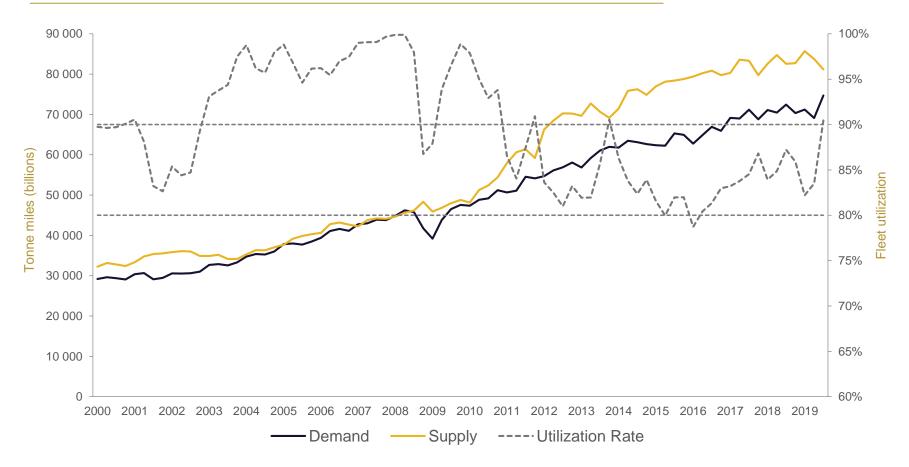
#### SOURCE: BALTIC EXCHANGE

## DRY BULK SUPPLY / DEMAND & UTILIZATION



Fleet utilization reached 90% in the third quarter due to strong demand for transport combined with capacity constraints related to vessel offhire

#### SUPPLY, DEMAND AND UTILIZATION RATE - DRY BULK SHIPS 10,000 DWT +

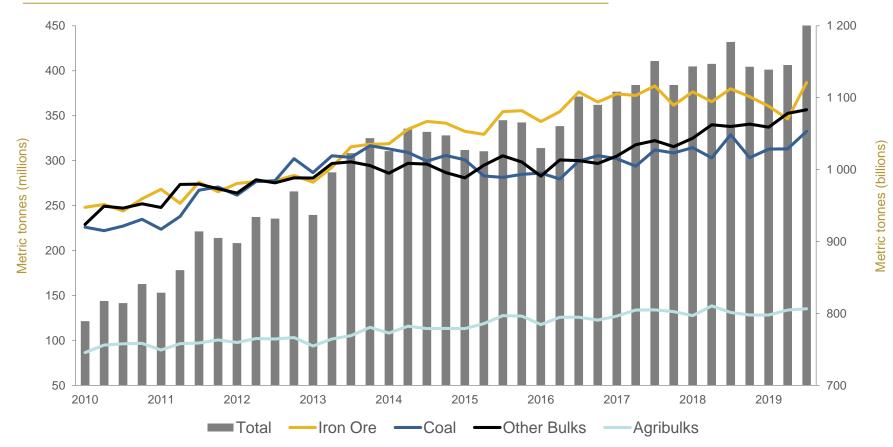


## RECORD VOLUMES RECORDED IN THE THIRD QUARTER



Sharp increase in iron ore volumes as Brazil production came back onstream and transport of all other commodity groups increased

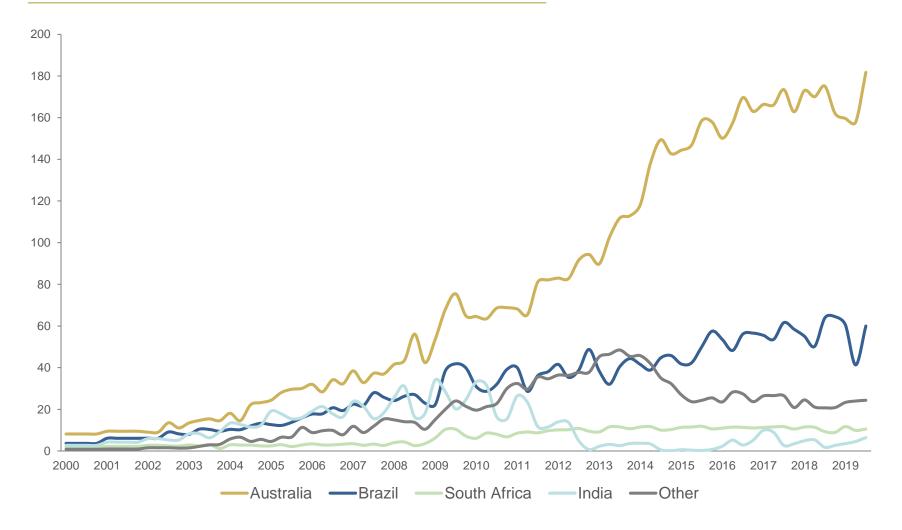
#### SEABORNE TRADE OF DRY BULK COMMODITIES (MAJOR IMPORTERS)



## RAPID REBOUND IN IRON ORE EXPORTS AS PRODUCTION RESUMES IN AUSTRALIA AND RECOVERS IN BRAZIL



### QUARTERLY EXPORTED IRON ORE VOLUMES PER COUNTRY

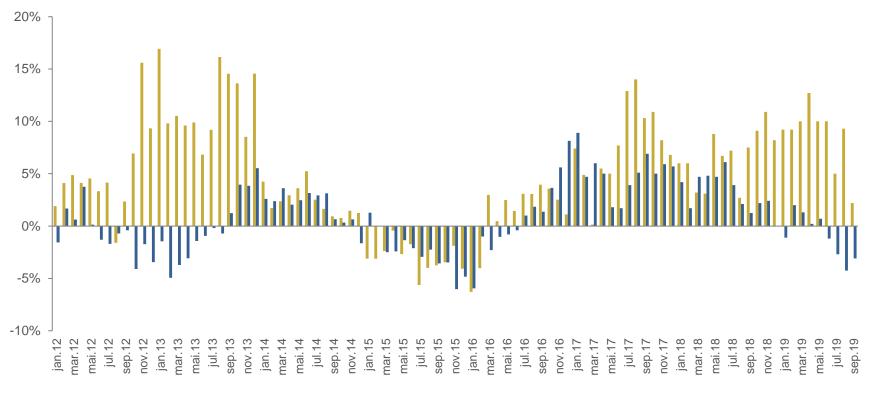


### WORLD STEEL PRODUCTION TRENDS



China steel production slowing into the end of the year; ex-China production slowed in the third quarter

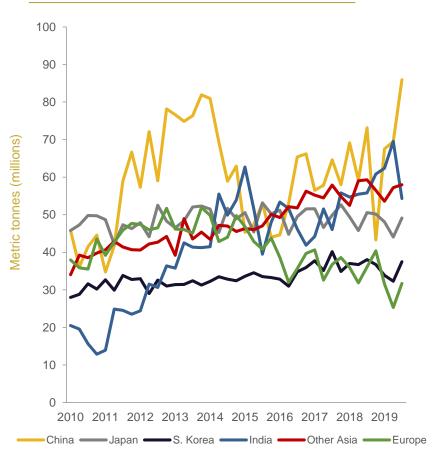
#### ANNUAL CHANGE IN STEEL PRODUCTION



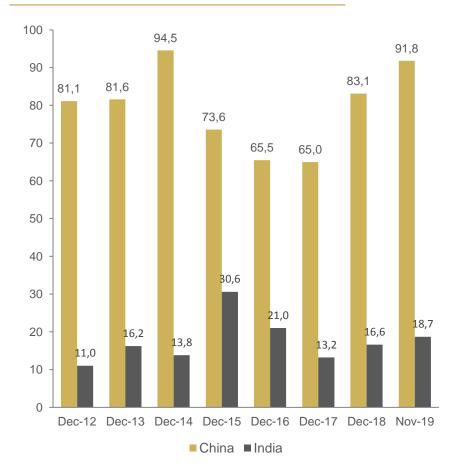
China Rest of World

# CHINA COAL IMPORTS AND INVENTORIES UP AHEAD OF COLDENOCEAN EXPECTED IMPORT RESTRICTIONS

### COAL IMPORTS BY MAJOR IMPORTERS



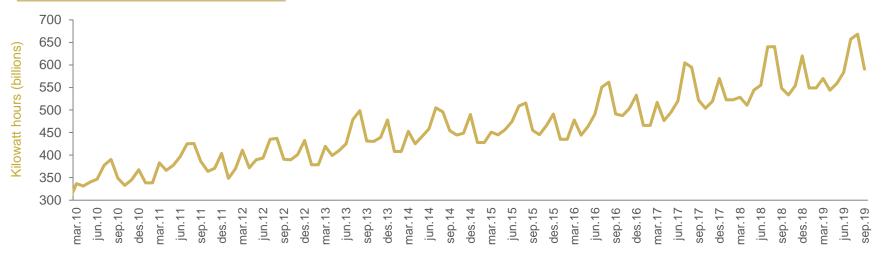
#### CHINA AND INDIA COAL INVENTORIES



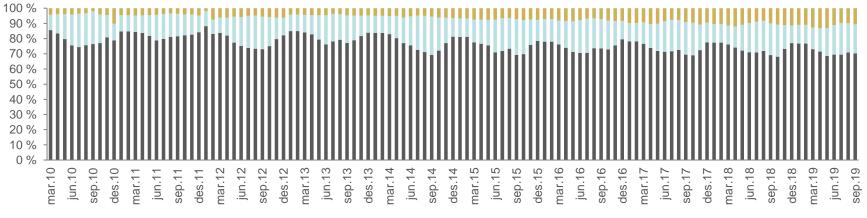
#### YEAR EAR OVER E Υ **G**R H 1) **SUPPORTS** DEMAN CHINA SUMPTION AL CON IN



#### CHINESE ELECTRICITY OUTPUT



#### CHINESE ELECTRICITY OUTPUT BY SOURCE



Coal-derived electricity output

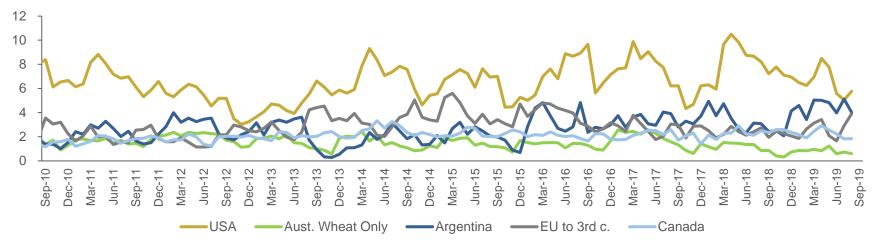
Hydropower output

Other output sources

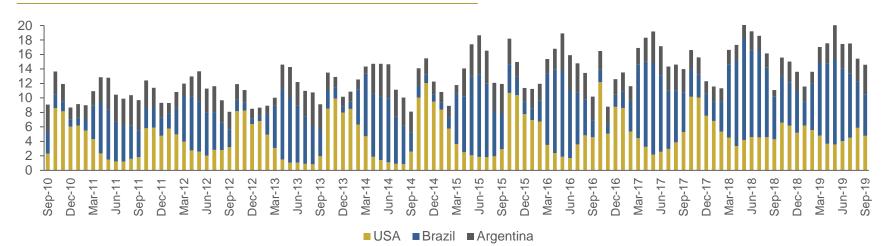
# U.S. GRAIN EXPORTS CONTINUE TO BE DISRUPTED BY TRADE TENSION, BUT TOTAL VOLUME REMAINS



#### GRAIN EXPORTS BY SOURCE



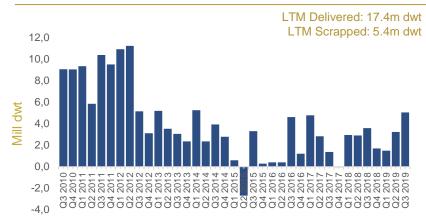
#### SOYBEAN AND SOYBEAN MEAL EXPORTS BY SOURCE



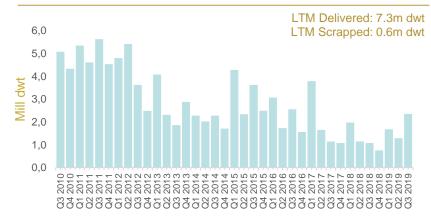
# INCREASE IN NET FLEET GROWTH ACROSS MOST VESSEL CLASSES IN THE THIRD QUARTER



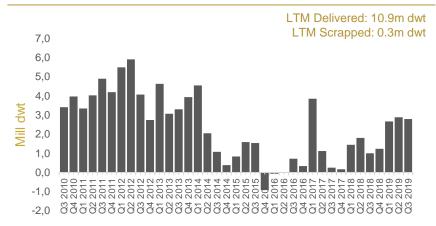
#### CAPESIZE



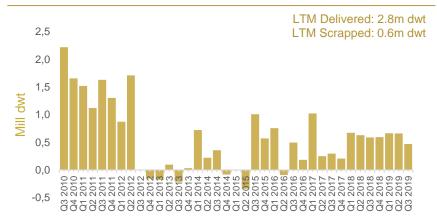
#### HANDYMAX / SUPRAMAX



#### PANAMAX / POST-PANAMAX

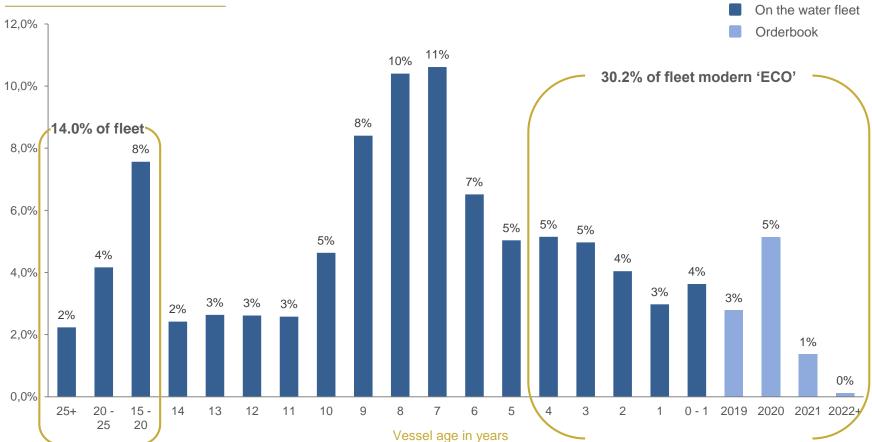


#### HANDYSIZE



### LARGE PORTION OF THE FLEET IS NOT FUEL EFFICIENT

Potential for older vessels to be phased out under new sulphur regulations



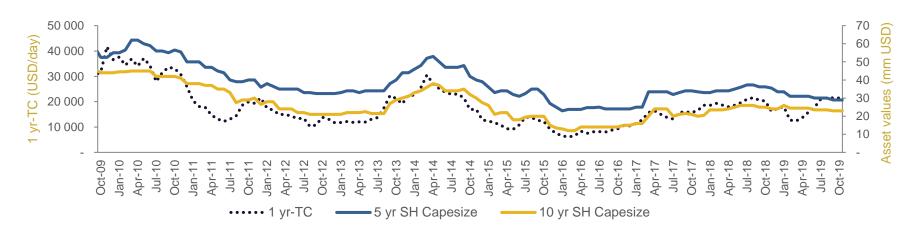
#### FLEET AGE DISTRIBUTION

GOLDEN OCEAN™

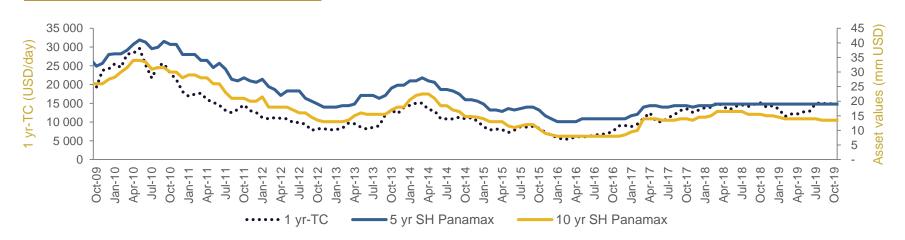
## S&P PRICES SLIDING; ACTIVITY FOCUSED ON OLDER, SMALLER TONNAGE



#### CAPESIZE VALUES AND EARNINGS



#### PANAMAX VALUES AND EARNINGS



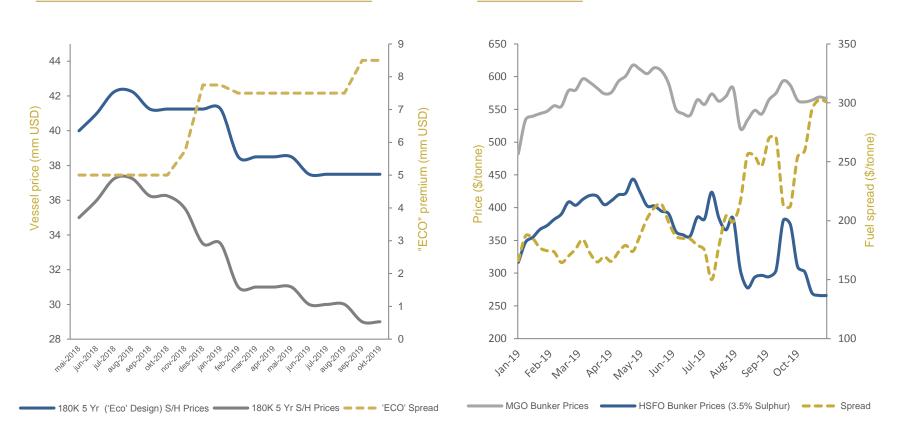
# THE ADVANTAGE OF FUEL-EFFICIENT VESSELS IS INCREASING



'Premium for 'ECO' vessels increased by 13% in the third quarter as spread between MGO and HSFO continues to increase

CAPESIZE VALUES AND 'ECO' PREMIUM

FUEL SPREAD





## OUTLOOK AND STRATEGY

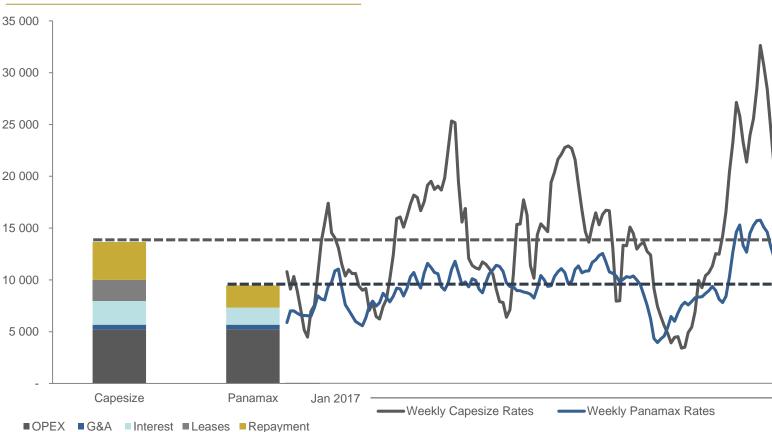
## COMPETITIVE BREAKEVEN LEVELS DRIVE EARNINGS AND CASH GENERATION



\$13,800

\$9,600

- Fully-burdened Opex includes dry docking and management fees
- G&A net of management fees are estimated to be approximately \$450 per day on a fleet of 79 vessels
- Average margin on bank financing is competitive at LIBOR + 2.25% and the majority of bank debt has 19 years profile (adjusted for year of age)



#### CASH BREAKEVEN LEVELS VS. INDEXES<sup>(1)</sup>

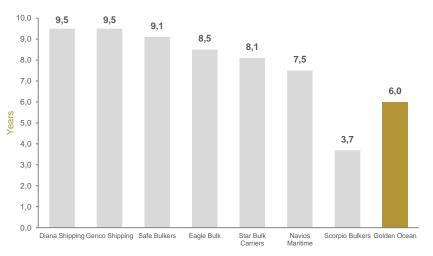
(1) ESTIMATED CASH BREAKEVEN LEVELS AT TODAYS INTEREST LEVEL, EXCLUDING PROFITABLE CHARTERS WHICH WILL REDUCE THE CASH BREAKEVEN FROM THESE LEVELS SOURCE: CLARKSONS; RATES DISPLAYED ARE BASED ON WEEKLY AVERAGES FOR EACH VESSEL SEGMENT

## WELL POSITIONED AS IMO 2020 APPROACHES



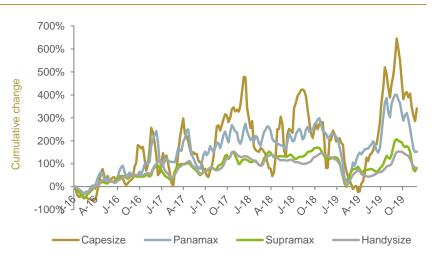
#### MODERN, FUEL-EFFICIENT FLEET DRIVES COMPETITIVE ADVANTAGE

- Modern, fuel-efficient fleet with average age of six years comprised primarily of "ECO" vessels
- Thus far installing scrubbers on 50% of the Capesize fleet, or the equivalent of 2/3 of the Capesize fleet with economic exposure to fuel prices in the coming years
- Joint venture with Trafigura Group and Frontline ensures availability of competitively priced fuel from a trusted supplier with a global network



#### SIGNIFICANT EXPOSURE TO VESSEL CLASSES THAT PROVIDE THE GREATEST LEVERAGE

- Capesize and Panamax vessels offer the greatest exposure to changes in market sentiment
- Large fleet comprised primarily of Capesize (46) and Panamax (30) vessels
- Majority of the fleet is trading spot, and every \$2,500 increase in average TCE rates above breakeven levels results in \$0.44 / share in cash flow





APPENDIX

## PROFIT & LOSS



(in thousands of \$)	Q3 2019	Q2 2019	Quarterly Variance
Operating revenues	219,898	117,653	102,245
Voyage expenses	(57,661)	(32,905)	(24,756)
Net revenues	162,237	84,748	77,489
Ship operating expenses	(45,755)	(48,707)	2,952
Administrative expenses	(3,260)	(3,276)	16
Charter hire expenses	(36,457)	(15,828)	(20,629)
Depreciation	(23,327)	(23,978)	651
Net operating expenses	(108,799)	(91,789)	(17,010)
Net operating income (loss)	53,438	(7,041)	60,479
Net financial expenses	(13,312)	(14,214)	902
Derivatives and other financial income (loss)	(3,389)	(11,793)	8,404
Net income before taxation (loss)	(36,737)	(33,048)	69,785
Income Tax expense	38	38	-
Net income (loss)	36,699	(33,086)	69,785
Earnings (loss) per share: basic and diluted	\$0.26	(\$0.23)	\$0.49
Adjusted EBITDA	81,118	21,507	59,611
TCE per day	19,727	11,629	8,099

## **BALANCE SHEET**



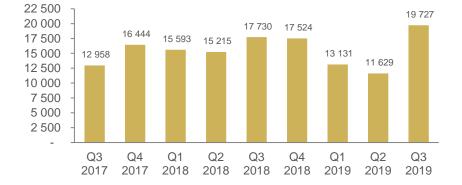
Total assets	2,935,234	2,903,587	(31,647)
Other long term assets	52,002	29,669	22,333
Operating leases, right of use assets, net	210,468	196,827	13,641
Vessels and equipment, net	2,347,087	2,365,773	(18,686)
Restricted cash	52,112	45,708	6,404
Long term			
Other current assets	186,409	148,061	38,348
Cash and cash equivalents (incl. restricted cash)	87,156	117,549	(30,393)
Short term			
ASSETS			
(in thousands of \$)	Q3 2019	Q2 2019	Quarterly Variance

### LIABILITIES AND EQUITY

Total liabilities and equity	2,935,234	2,903,587	31,647
Equity	1,494,962	1,473,217	21,745
Non-current portion of operating lease obligations	169,884	165,084	4,800
Long term debt and capital lease	1,042,246	914,012	128,234
Long term			
Other current liabilities	112,001	90,334	21,667
Current portion of operating leases	28,094	22,585	5,509
Current portion of long term debt and capital lease	88,047	238,355	(150,308)
Short term			

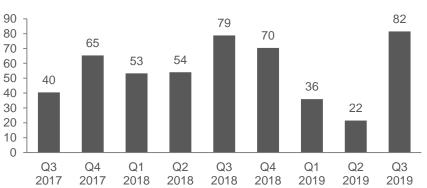
## SUMMARY FINANCIAL RESULTS



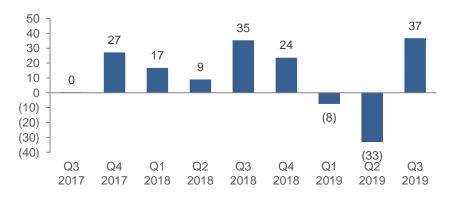


### AVERAGE DAILY TCE

#### ADJUSTED EBITDA



NET INCOME



#### **DIVIDENDS PER SHARE**



## THANK YOU FOR YOUR ATTENTION!

