

## COMPANY PRESENTATION | Q4 2021 FEBRUARY 2022



## Belships ASA – Owner and Operator of Bulk Carriers







# Highlights – Q4 2021



#### **RECORD QUARTER – IMPROVED DIVIDEND AND MARKET OUTLOOK**

- Operating income of USD 235.2m (USD 59.9m)
- EBITDA of USD 70.4m (USD 11.3m) including USD 22.9m from Lighthouse Navigation
- Net result of USD 59.2m (USD 0.9m)
- Declared dividend of USD 25.6m (NOK 0.90 per share)
- Extraordinary dividend payment planned for Q1 2022
- Net TCE of USD 28 965 per day for owned fleet
- Acquired three new bulk carriers
- Sold the three oldest vessels with significant gains
- 88 per cent of ship days in Q1 are booked at about USD 23 900 net per day. 65 per cent of ship days in the next four quarters are booked at about USD 23 000 net per day.
- Modern fleet of 27 vessels with an average age of 3.7 years and daily cash breakeven for 2022 of about USD 10 000 per vessel

#### **Subsequent events**

- New USD 116m loan facility replacing all existing credit facilities with two vessels being left unencumbered. The new loan has a reduced margin of 225 basis points, LTV of 55 per cent, with the first instalment in 2023 and final maturity in 2027. Lenders for the new loan facility are DNB Bank and Sparebank 1 SR-Bank.
- BELLIGHT, BELFOREST and BELYAMATO refinanced on new Japanese leases. The agreements have fixed rates for about 10 years with an average cost of capital of about 4.5 per cent.

Earnings summary						
Q4 2021	Q4 2020					
Average TCE	Average TCE					
USD 28 965/day	USD 10 502/day					
EBITDA	EBITDA					
USD 70.4m	USD 11.3m					
Net result	Net result					
USD 59.2m	USD 0.9m					

# Financial positionAssetsEquity and liabilitiesCash and cash equivalentsBook value EquityUSD 105.2mUSD 272.9mShipsInterest bearing debtUSD 580.6mUSD 437.3mOther assetsOther liabilitiesUSD 111.8mUSD 87.4m

# Proven Ability to Execute Growth Strategy



#### Execution

Acquisitions
Purchased 20 new ECO vessels

Divestments

Sold 9 oldest vessels in fleet

**Cash Investment** Net cash invested of USD -4m

**Financing** 75 per cent of debt on fixed interest rate leases

#### Added value creation

Expanded Lighthouse Navigation

#### Result

**Uniform Fleet** 

27x modern ECO bulk carriers

Low cost model

Cash breakeven of USD 10 000

**Dividends** Paid out NOK 465m (NOK 1.85 per share) last 3 quarters

Share Liquidity

Increased by more than 10x

Market Cap Increased by more than 15x

# Lighthouse Navigation – Commercial Operations



Track record

Profitable every year since its inception in 2009

## Performance

Average EBITDA of USD 16.0m last four quarters

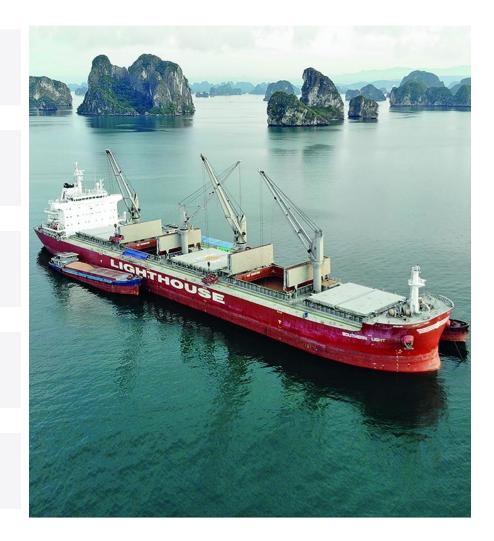
#### **Volume** About 70 vessels under operation

## Growth

Offices in 4 countries with 80 employees

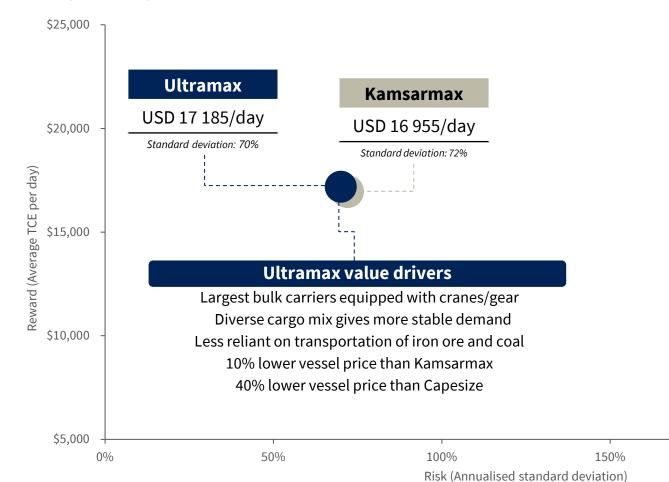
## Risk

Skin in the game - leading employees invested



## Ultramax – Superior Risk/Reward

#### Average earnings per day - last 3 years





200%

Ultramax: BSI58 plus 10% premium. BSI58 is BSI52 plus \$293 per day prior to 2015 Kamsarmax: BPI82 2018-2021, BPI74 plus \$1 300 day prior to 2018 Capesize: BCI 5TC 2014-2021, BCI 4TC prior to 2014

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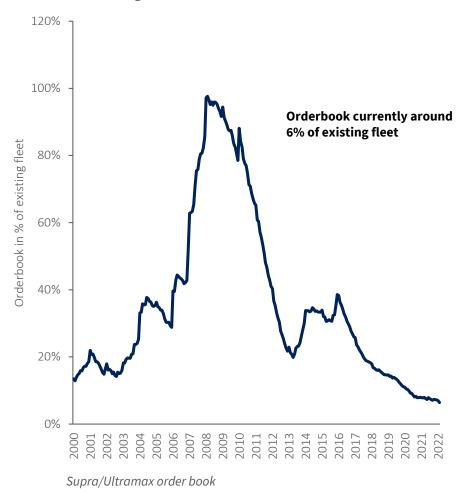
250%



## Positive Outlook – Low Orderbook – Undervalued Ships



#### Lowest fleet growth in decades



**ORDERBOOK/SUPPLY** - The order book for Supra/Ultramax bulk carriers is below 6 per cent. In relative terms, we are heading towards the lowest rate of supply growth in 30 years. 18 Supra/Ultramax bulk carriers were delivered in January and <u>zero</u> so far in February. Only 89 vessels are scheduled to be delivered for the remaining part of the year. However, it might be even lower, as some registered orders usually are cancelled, deferred or simply incorrect. The new regulations (EEXI) in 2023 might cause a slight contraction on the supply side as older vessels may have to reduce their maximum sailing speed.

**NEWBUILDING PRICES:** Whilst ordering activity for bulk carriers has been relatively low, prices have increased due to rising steel prices and high demand from other shipping segments. This has reduced the available shipbuilding capacity for bulk carriers in the near term. A Japanese Ultramax newbuilding would today cost in the region of USD36m with delivery in 2H 2024.

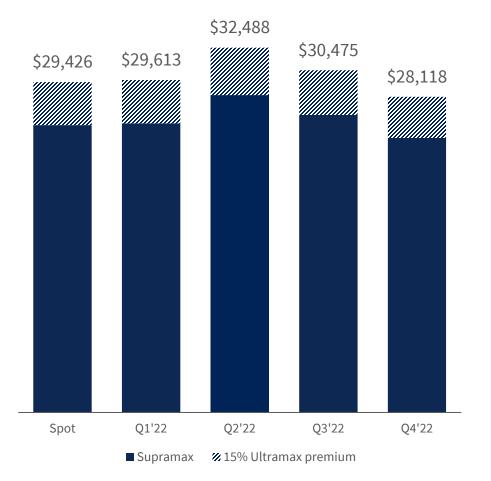
**SECONDHAND VESSEL VALUES:** Today's 1 year time charter contracts for Ultramax vessels are in the region of <u>USD 28-30 000 per day</u>. Net annual cash flow per vessel is currently Usd 6m+.

Rates for such contracts have been above USD 20 000 since beginning 2021, pointing to historically low ship valuations in relation to earnings.

Following the historical pattern of very high correlation between earnings and prices for secondhand bulk carriers, the value of a five-year old Japanese vessel should be significantly higher than today, and at least equal to the cost of a newbuilding with 2-year forward delivery.

## Market Update – Highly profitable levels





#### Current Spot market spot and FFA

**RATES** – The New Year displayed softening spot rates, in line with usual seasonality. This is a reminder that freights are sensitive to swings both ways regardless of fundamentals. However, Ultramaxes again outperform larger vessel segments on the back of more stable volumes in minor bulk commodities. The FFA market is currently trading at levels of close to USD 30 000 for Ultramaxes for the remaining part of 2022.

**CONGESTION** – Port closures and vessel waiting times especially in Asia are causing fleet inefficiencies which contribute to tighter market dynamics. Every bulk carrier spent on average two extra days in port compared to 2020. This may seem a short term inefficiency, however, this trend has been increasing over the past several years.

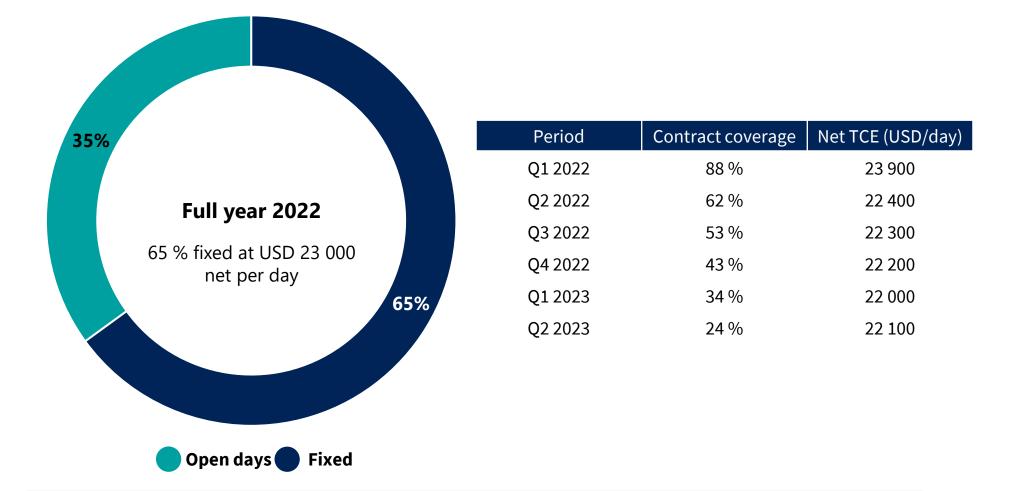
**CARGO** – Curbs in Chinese steel production and intervention in coal markets reduced export volumes, and freight rates were markedly weaker in January. Recently, the sentiment has significantly improved and expectations are high for increased demand growth in the next couple of months. Furthermore, very high demand in the container markets continue to add support as some cargoes typically transported in containers is being shipped in bulk carriers. This is a swing factor to watch carefully as one should expect normalised trade flows over time.

**GREEN SHIFT, INFRASTRUCTURE BOOM, ENERGY CRISIS** – All three contribute to dry bulk demand and have accelerated during the past 12-24 months.

**ECONOMIC STIMULUS AND GROWTH** – Credit growth and economic stimulus is positive for the dry bulk market. Seaborne iron ore is predominantly driven by Chinese demand, whereas minor bulks tend to correlate closer with wider GDP growth. General consensus points toward continued economic growth in 2022.

# Significant de-risk: Highly Profitable Contract Coverage





#### Cash breakeven for remaining open days in 2022 below zero

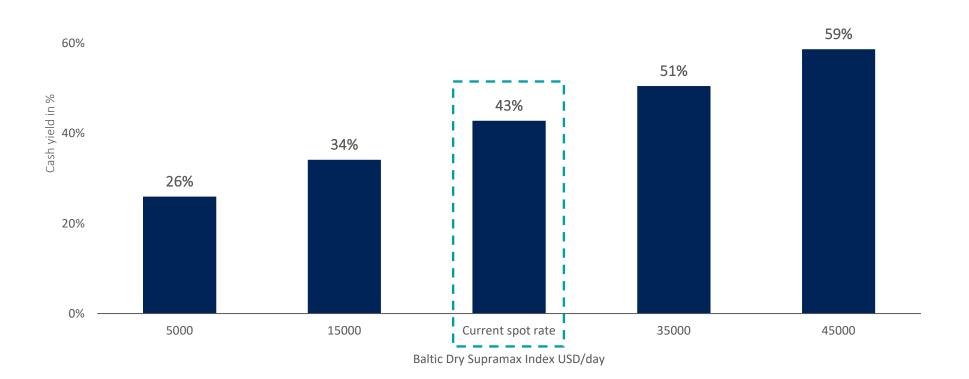
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# **Undervalued – Strong Downside Protection**



#### Potential cash yield from operations in 2022

80%



## Significant free cash flow and dividend capacity

## Belships ASA - Investment Highlights





#### Platform

Proven track record – growth delivered

### Governance

Simple structure, low costs and transparency leader

## Visibility

Highly profitable contract coverage

## **Key drivers**

Infrastructure/raw materials boom and the lowest orderbook in 30 years

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# Consolidated Statement of Income and Financial Position



#### **Consolidated statement of income**

		Q4	Q4		
USD 1 000		2021	2020	2021	2020
Gross freight revenue	Note	297 087	78 095	808 237	220 332
Voyage expenses		-71 263	-19 918	-164 929	-61 065
Net freight revenue	2	225 824	58 177	643 308	159 267
Management fees		2 797	1 679	7 366	6 095
Operating income	2	228 621	59 856	650 674	165 362
Share of result from j/v and assoc. comp.		8 242	1 541	14 323	3 052
T/C hire expenses		-140 523	-36 642	-400 710	-90 401
Ship operating expenses		-15 417	-8 673	-50 457	-38 675
Operating expenses management companies		-9 151	-3 627	-30 756	-11 861
General and administrative expenses		-1 332	-1 135	-4 795	-3 491
		-158 181	-48 536	-472 395	-141
Operating expenses					376
		70.440	11 220	170.070	22.000
EBITDA		70 440	11 320	178 279	23 986
Depreciation and amortisation	3	-8 102	-6 036	-28 735	-27 286
Impairment	3	0	-89	0	-4 957
Gain on sale of ships	3	15 333	0	15 333	2 469
Other gains/(-losses)		2 691	-891	-4 048	1 165
Operating result (EBIT)		80 362	4 304	160 829	-4 623
Interest income		160	242	815	985
Interest expenses		-5 040	-3 233	-15 881	-13 668
Other financial items		-1 014	-340	-2 308	-729
Currency gains/(-losses)		-379	239	-1 325	875
Net financial items		-6 273	-3 092	-18 699	-12 537
Result before taxes		74 089	1 212	142 130	-17 160
Taxes	5	-14 881	-349	-8 708	-583
Net result		59 208	863	133 422	-17 743
		40.400	1 7 40	100.000	10.000
Hereof majority interests		48 480	-1742	103 983	-19 898
Hereof non-controlling interests		10 728	2 605	29 439	2 155
Earnings per share		0.23	0.01	0.54	-0.08
Diluted earnings per share		0.23	0.01	0.53	-0.08   B

#### **Consolidated statement of financial position**

consolidated statement of m		31 Dec	31 Dec
USD 1 000	Mata	2021	2020
NON-CURRENT ASSETS	Note		1 770
Intangible assets	2	0	1 770
Ships	3	580 628	371 637
Prepayment of ships		0	3 000
Property, Plant, and Equipment		4 227	4 878
Investments in j/v and assoc. companies		13 997	2 123
Other non-current assets		821	5 394
Total non-current assets		599 673	388 802
CURRENT ASSETS			
Assets held for sale	3	23 933	5 917
Bunkers		16 492	5 344
Current receivables		52 332	30 431
Cash and cash equivalents		105 204	33 985
Total current assets		197 961	75 677
Total assets		797 634	464 479
EQUITY AND LIABILITIES			
Equity			
Paid-in capital		158 802	137 962
Retained earnings		82 739	5 956
Non-controlling interests		31 378	6 099
Total equity		272 919	150 017
Non-current liabilities			
Long term interest bearing debt	4	412 881	247 315
Other non-current liabilities		1 757	2 769
Total non-current liabilities		414 638	250 084
<b>Current liabilities</b>			
Current portion of interest bearing debt	4	24 467	34 162
Other current liabilities		85 610	30 216
Total current liabilities		110 077	64 378
Total equity and liabilities		797 634	464 479

# Uniform and Modern Fleet of 27 Bulk Carriers



Vessel	Built	DWT	Yard	Vessel	Built	DWT	Yard
Newbuild TBN BELMONDO	2023	64 000	Imabari	BELHAVEN	2017	63 000	Imabari
Newbuild TBN BELYAMATO	2022	64 000	Imabari	BELTIGER	2017	63 000	New Times
BELTOKYO	2021	64 000	Imabari	BELISLAND	2016	61 000	Imabari
BELMAR	2021	64 000	Imabari	BELINDA	2016	63 000	Hantong
BELFAST	2021	64 000	Imabari	BELMONT	2016	63 000	Hantong
BELFORCE	2021	61 000	Dacks	BELATLANTIC	2016	63 000	Hantong
BELKNIGHT	2021	61 000	Dacks	BELLIGHT	2016	63 000	New Times
BELTRADER	2021	61 000	Dacks	BELFRIEND	2016	58 000	Tsuneishi
BELGUARDIAN	2021	61 000	Dacks	BELTIDE	2016	58 000	Tsuneishi
BELAJA	2020	61 000	Shin Kurushima	BELFOREST	2015	61 000	Imabari
BELMOIRA	2020	61 000	Shin Kurushima	BELHAWK	2015	61 000	Imabari
BELFUJI	2020	63 000	Imabari	BELPAREIL	2015	63 000	Hantong
BELRAY	2019	61 000	Shin Kurushima	BELSOUTH	2015	63 000	Hantong
BELNIPPON	2018	63 000	Imabari				