

# FIRST QUARTER 2021 EARNINGS CONFERENCE CALL PRESENTATION



**PANGAEA**  
LOGISTICS SOLUTIONS



# SAFE HARBOR

This presentation includes certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding future financial performance, future growth and future acquisitions. These statements are based on Pangaea's and managements' current expectations or beliefs and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive and/or regulatory factors, and other risks and uncertainties affecting the operation of Pangaea's business. These risks, uncertainties and contingencies include: business conditions; weather and natural disasters; changing interpretations of GAAP; outcomes of government reviews; inquiries and investigations and related litigation; continued compliance with government regulations; legislation or regulatory environments; requirements or changes adversely affecting the business in which Pangaea is engaged; fluctuations in customer demand; management of rapid growth; intensity of competition from other providers of logistics and shipping services; general economic conditions; geopolitical events and regulatory changes; and other factors set forth in Pangaea's filings with the Securities and Exchange Commission and the filings of its predecessors. The information set forth herein should be read in light of such risks. Further, investors should keep in mind that certain of Pangaea's financial results are unaudited and do not conform to SEC Regulation S-X and as a result such information may fluctuate materially depending on many factors. Accordingly, Pangaea's financial results in any particular period may not be indicative of future results. Pangaea is not under any obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, changes in assumptions or otherwise.



# BUSINESS HIGHLIGHTS

## Q1-2021 Results

Consistent  
Performance

- Adjusted EBITDA of \$11.7 million
- Net income of \$5.9 million
- \$42.0 million cash, restricted cash and cash equivalents

## Fleet

Working Fleet

- 17 drybulk ships and one barge in owned and controlled fleet at March 31, 2021

## Operations

Extensive and varied  
experience

- Operating 52 vessels on average during Q1 2021
- 6.3 million tons carried; 112 voyages performed for 46 clients

1) **Adjusted EBITDA** is a non-GAAP measure and represents income or loss from operations before depreciation and amortization, loss on sale and leaseback of vessel, share-based compensation, and when applicable, loss on impairment of vessels and certain non-recurring items.

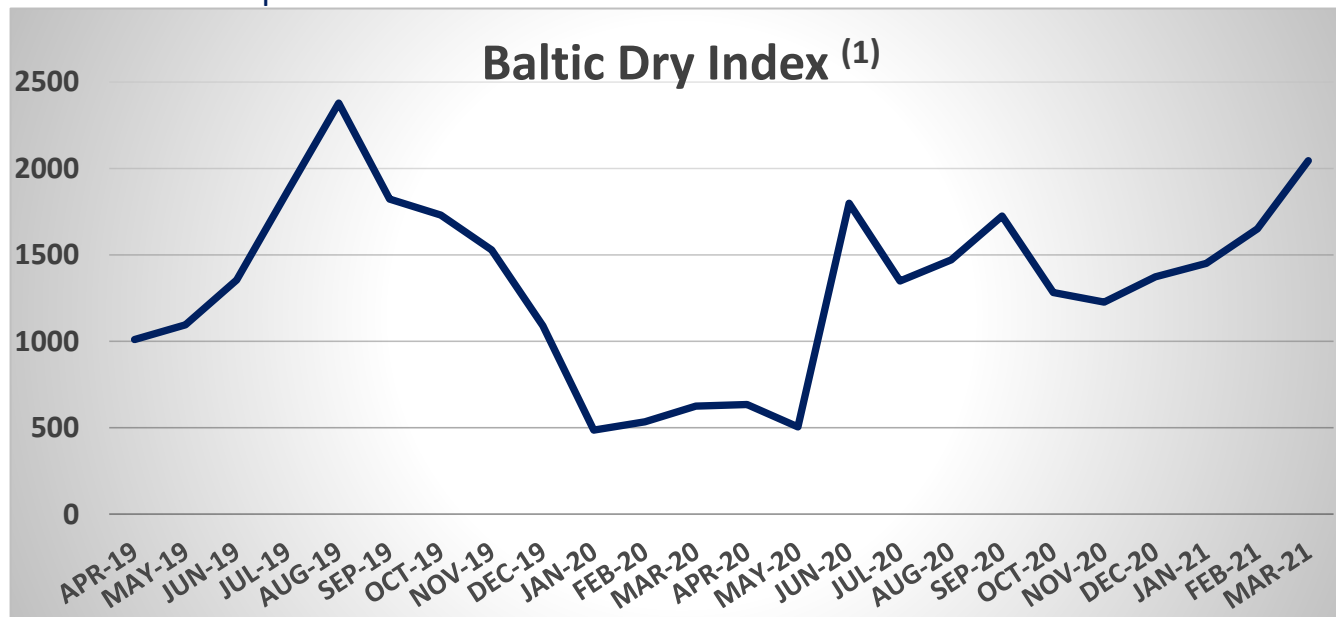


# DRIVERS OF PERFORMANCE

**Customer Focus:** Long-term, fixed contract employment and recurring business with new and longstanding customers

**Targeted Business:** Specialty tonnage provides superior returns – 2% premium over average market rates in Q1 – 2021

**Rate Environment:** The Baltic Dry Index average increased significantly toward the end of first quarter.



(1) Per reported indices



# FINANCIAL HIGHLIGHTS

## ***1st Quarter Highlights***

- Net income attributable to Pangaea Logistics Solutions Ltd. was \$5.9 million for three months ended March 31, 2021 as compared to \$6.8 million of net loss for the same period of 2020.
  - Non-GAAP adjusted net income attributable to Pangaea Logistics Solutions Ltd. of \$3.8 million as compared to adjusted net loss of \$4.0 million for the three months ended March 31, 2020.
- Diluted net income per share was \$0.13 for three months ended March 31, 2021 as compared to loss per share of \$0.16 for the same period of 2020.
- Pangaea's TCE rates were \$16,524 for the three months ended March 31, 2021 and \$10,508 for the three months ended March 31, 2020.
- Adjusted EBITDA of \$11.7 million for the three months ended March 31, 2021, as compared to \$2.9 million for the same period of 2020.
- At the end of the quarter, Pangaea had \$42.0 million in cash and cash equivalents.

## ***Subsequent Business Update***

- On May 10, 2021, the Company's Board of Directors declared a quarterly cash dividend of \$0.035 per common share, to be paid on June 15, 2021, to all shareholders of record as of June 1, 2021.
- On May 11, 2021, the Company signed a memorandum of agreement to acquire a 2013 Tsuneishi-built 58,000 dwt dry bulk vessel for \$17.8 million.



# SELECTED INCOME STATEMENT DATA

(in thousands, may not foot due to rounding)

	<b>Three months ended March 31,</b>	
	<b>2021</b>	<b>2020</b>
	<b>(unaudited)</b>	<b>(unaudited)</b>
Revenues:		
Voyage revenue	\$ 108,230	\$ 86,524
Charter revenue	16,742	9,356
Total revenue	<b>124,973</b>	95,880
Expenses:		
Voyage expense	47,839	47,796
Charter hire expense	53,635	32,325
Vessel operating expenses	8,496	9,934
General and administrative	4,205	3,993
Depreciation and amortization	4,419	4,242
Gain on sale of vessels	-	(78)
Total expenses	<b>118,594</b>	98,213
Income (loss) from operations	<b>6,379</b>	(2,333)
Total other income (expense), net	<b>128</b>	(4,437)
Net income (loss)	<b>6,507</b>	(6,770)
Income attributable to noncontrolling interests	<b>(653)</b>	(26)
Net income (loss) attributable to Pangaea Logistics Solutions Ltd.	<b>\$ 5,854</b>	<b>\$ (6,795)</b>
Adjusted EBITDA <sup>(1)</sup>	<b>\$ 11,745</b>	<b>\$ 2,934</b>

1) **Adjusted EBITDA** is a non-GAAP measure and represents income or loss from operations before depreciation and amortization, loss on sale and leaseback of vessel, share-based compensation, and when applicable, loss on impairment of vessels and certain non-recurring items.



# SELECTED BALANCE SHEET & CASH FLOW DATA

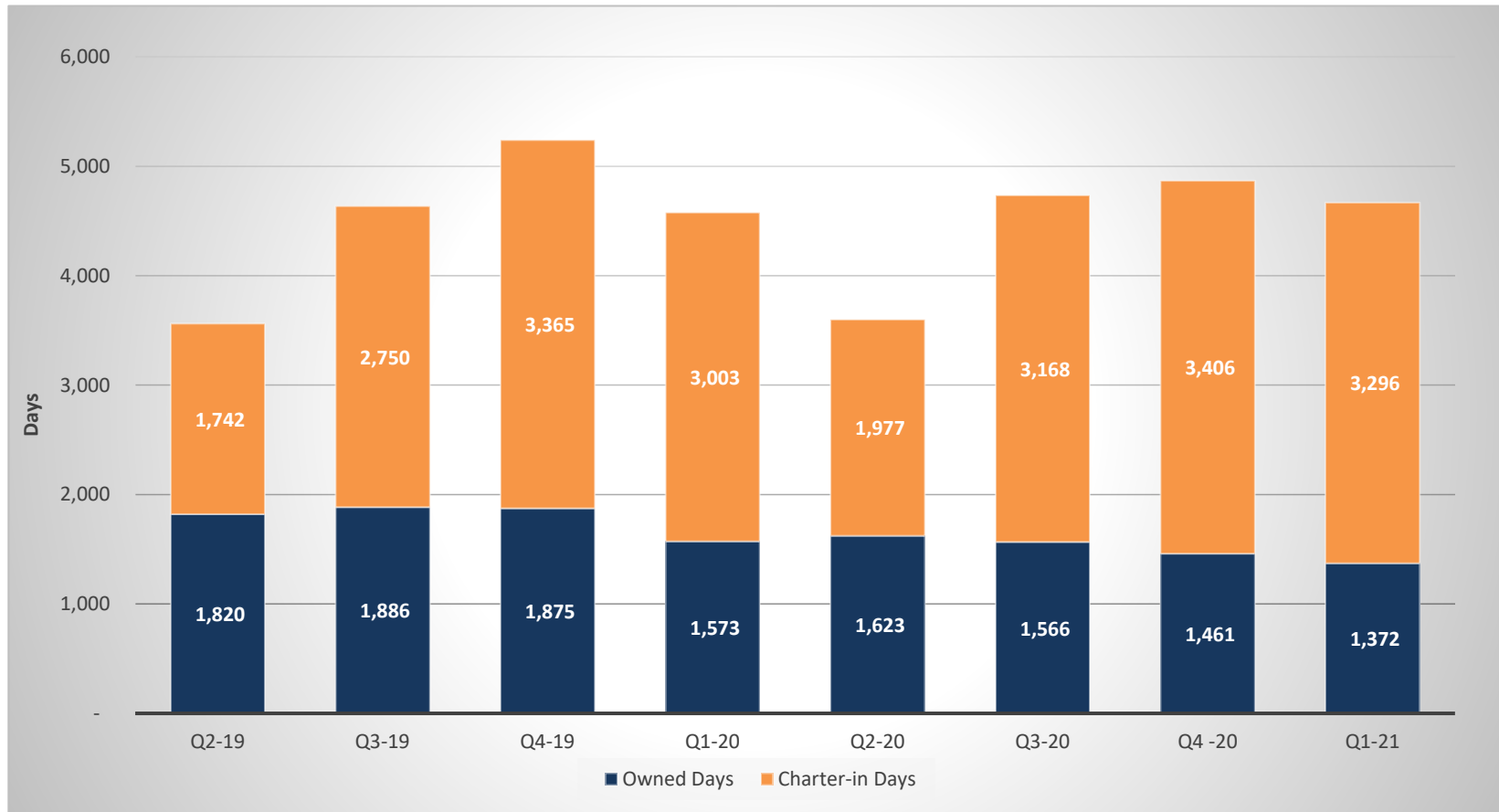
(in thousands)

	<u>March 31, 2021</u>	<u>December 31, 2020</u>
<b>Current Assets</b>		
Cash and cash equivalents	\$ 42,019	\$ 46,897
Restricted cash	-	1,500
Accounts receivable, net	29,254	29,152
Other current assets	39,367	35,482
<b>Total current assets</b>	<b>110,639</b>	113,032
Fixed assets, including finance lease right of use assets, net	324,137	321,982
Investment in newbuildings in-process	15,391	15,391
<b>Total assets</b>	<b>\$ 450,167</b>	<b>\$ 450,404</b>
<b>Current liabilities</b>		
Accounts payable, accrued expenses and other current liabilities	\$ 29,303	\$ 32,400
Related party debt	243	243
Current portion long-term debt and finance lease liabilities	17,636	64,361
Other current liabilities	13,751	13,805
<b>Total current liabilities</b>	<b>60,933</b>	110,809
Secured long-term debt and finance lease liabilities, net	137,071	95,028
Other long-term liabilities	10,406	10,135
Total Pangaea Logistics Solutions Ltd. equity	189,438	182,766
Non-controlling interests	52,319	51,666
<b>Total stockholders' equity</b>	<b>241,757</b>	234,431
<b>Total liabilities and stockholders' equity</b>	<b>\$ 450,167</b>	<b>\$ 450,404</b>
<b>Cash flows for the years ended:</b>	<u>March 31, 2021</u>	<u>March 31, 2021</u>
Net cash provided by (used in) operating activities	\$ 4,940	\$ (6,845)
Net cash (used in) provided by investing activities	\$ (5,467)	\$ 7,452
Net cash used in financing activities	\$ (5,851)	\$ (11,190)

The amounts in the table above have been calculated based on unrounded numbers. Accordingly, certain amounts may not sum due to the effect of rounding.



# TOTAL SHIPPING DAYS



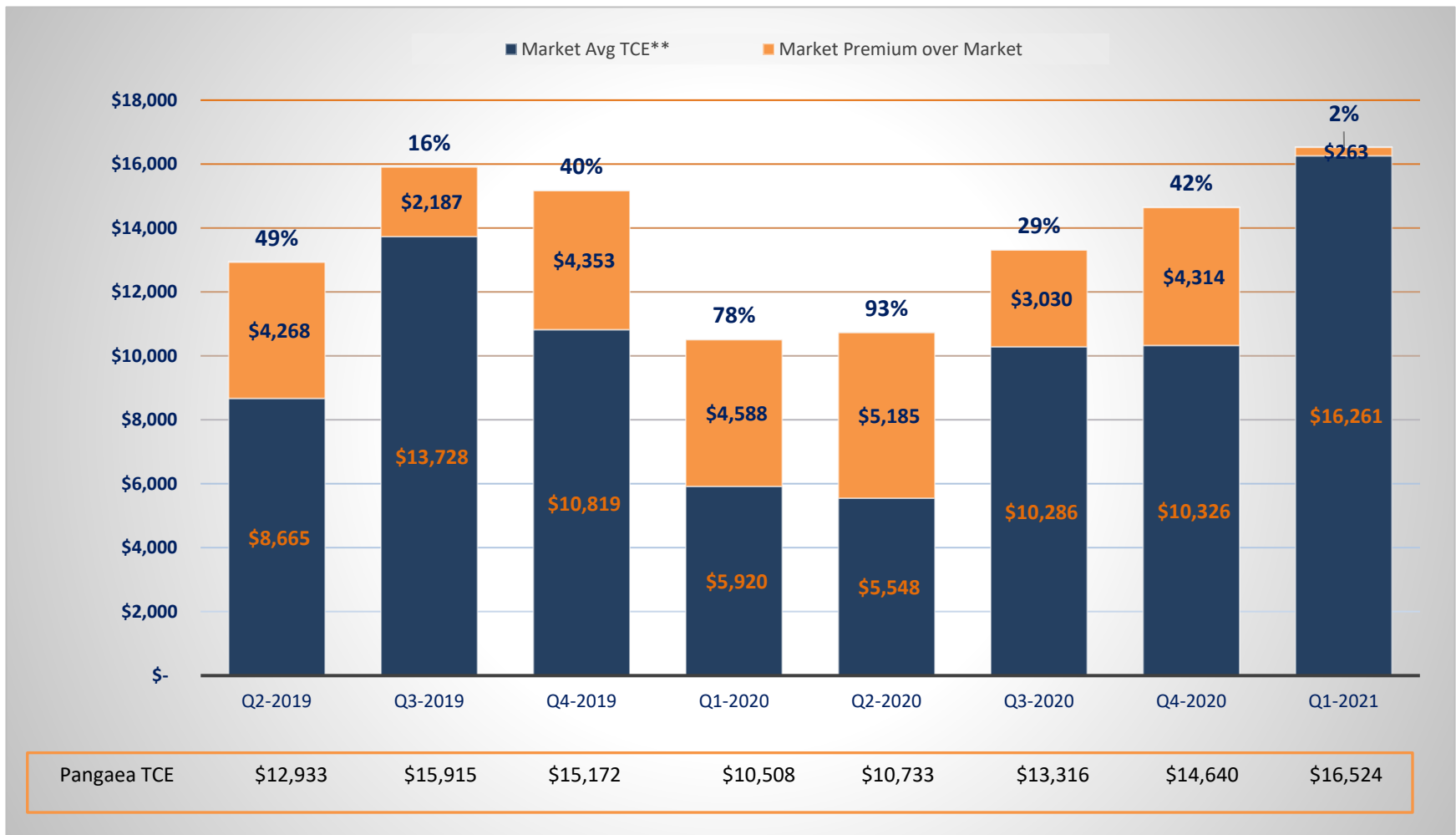
**Capital Efficiency:** Leveraged owned fleet by chartering-in market vessels

**Flexibility:** Short-term charters allow us to react quickly and take advantage of arbitrage opportunities





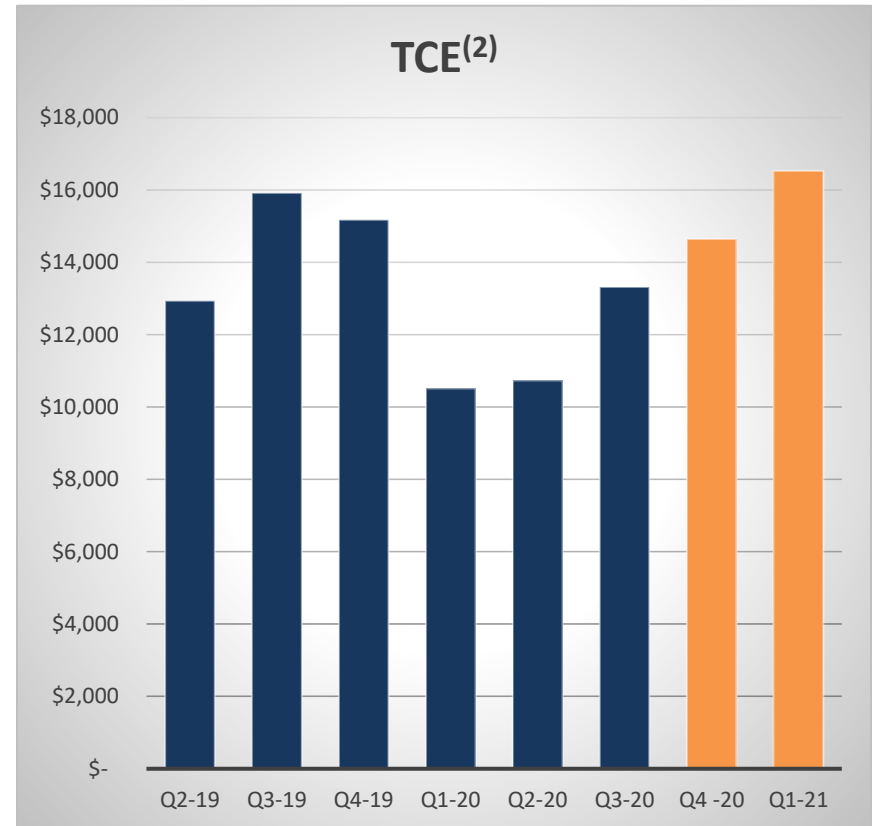
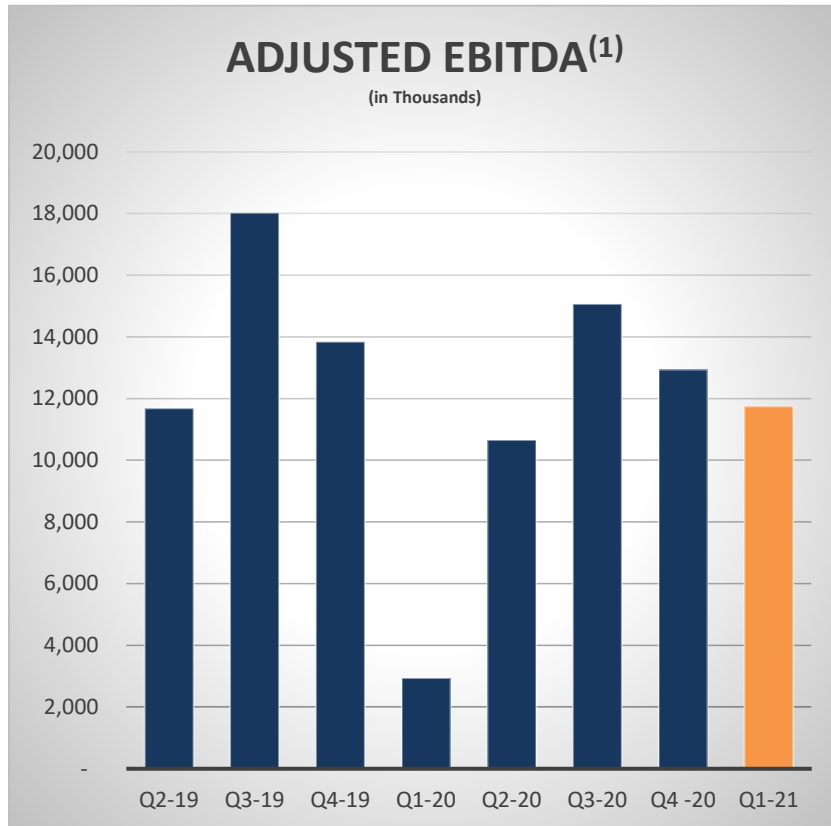
# PANGAEA TCE v. AVERAGE MARKET TCE



\*\*Average of the published Panamax and Supramax index net of commission



# FINANCIAL PERFORMANCE Q2-2019 THROUGH Q1-2021

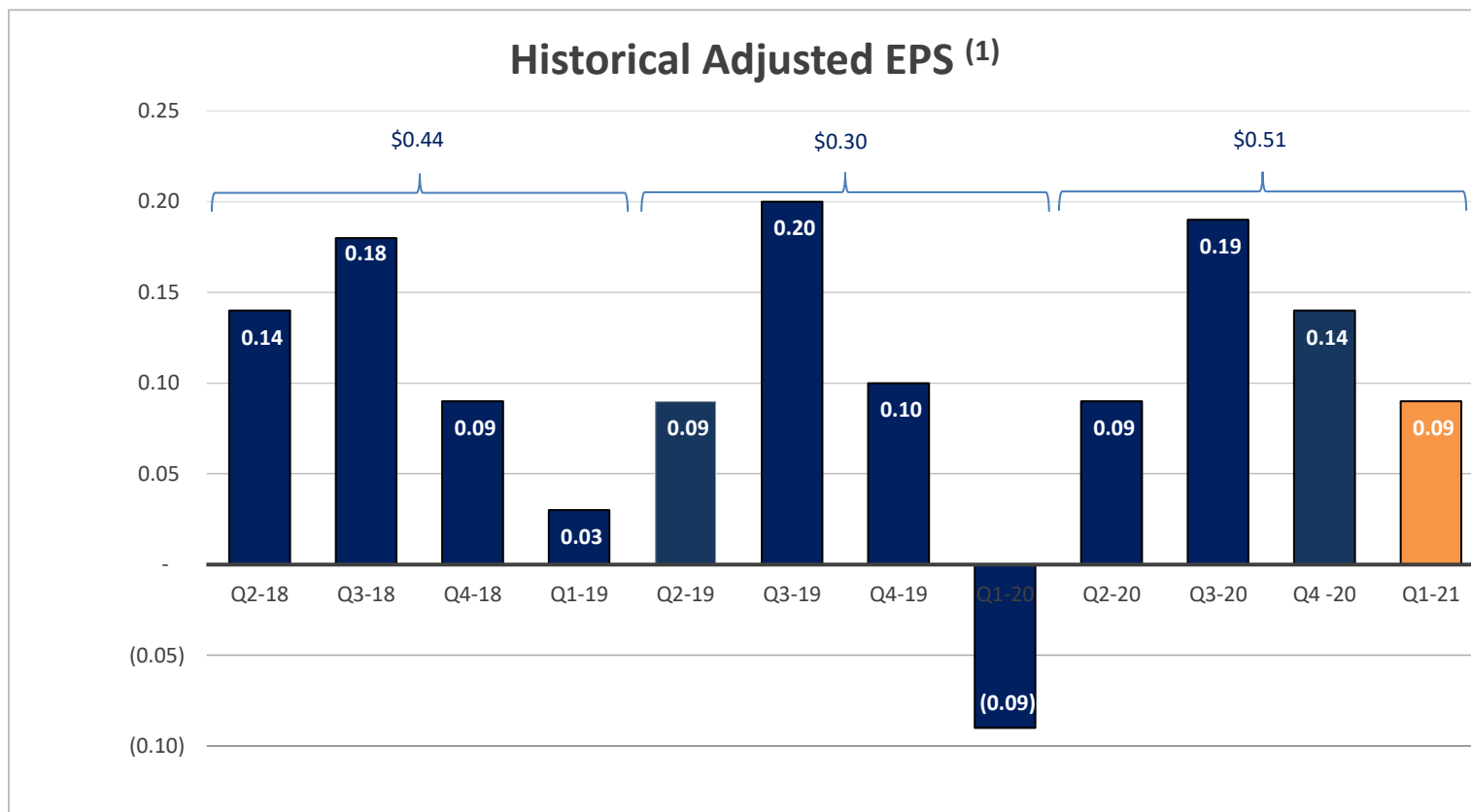


- 1) **Adjusted EBITDA** is a non-GAAP measure and represents operating earnings before interest expense, income taxes, depreciation and amortization, share-based compensation, loss on sale and leaseback of vessels and other non-operating income and/or expense, if any.
- 2) **TCE** is defined as total revenues less voyage expenses divided by the number of shipping days, which is consistent with industry standards. TCE rate is a common shipping industry performance measure used primarily to compare daily earnings generated by vessels on time charters with daily earnings generated by vessels on voyage charters, because charter hire rates for vessels on voyage charters are generally not expressed in per-day amounts while charter hire rates for vessels on time charters generally are expressed in per-day amounts.



# ADJUSTED EARNINGS PER COMMON SHARE

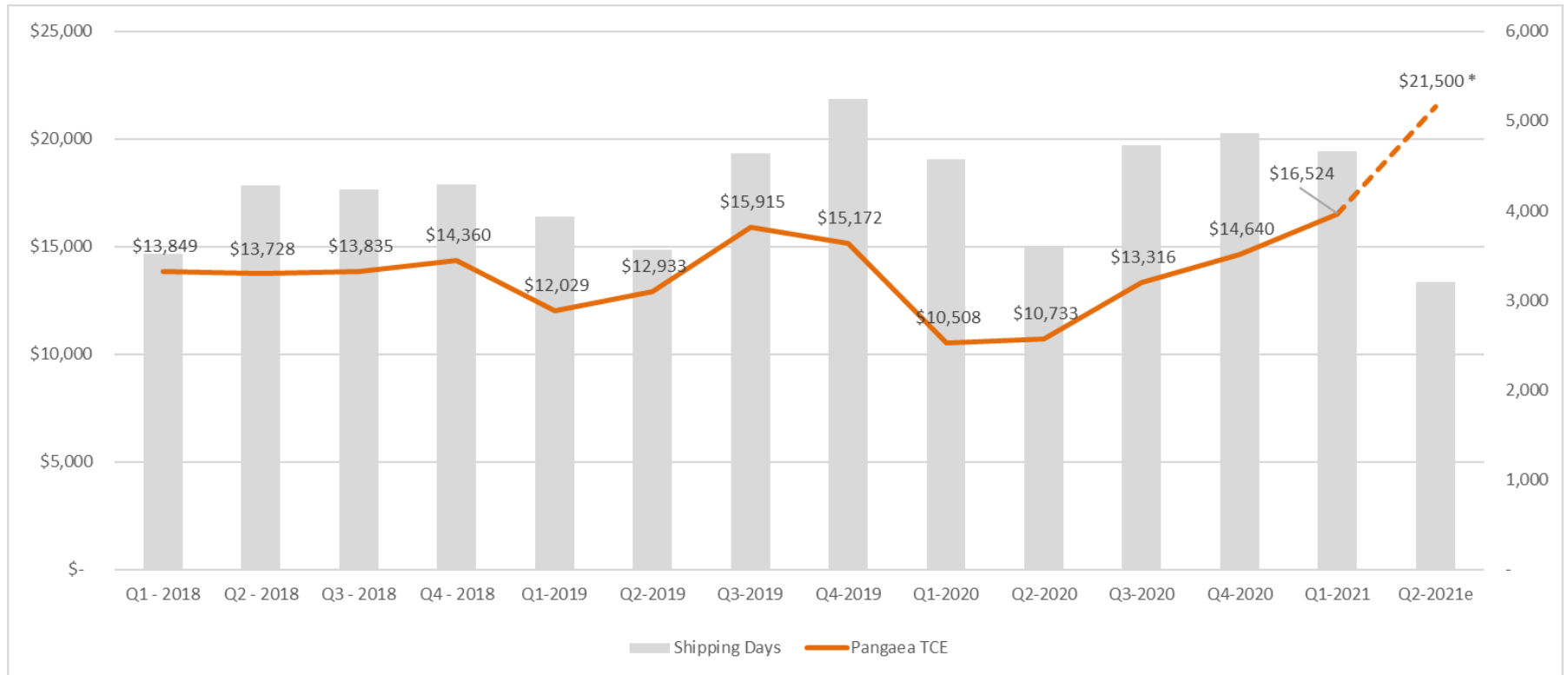
Adjusted EPS total of \$0.09 for Q1-2021



<sup>(1)</sup> Adjusted earnings per share represents net income attributable to Pangaea Logistics Solutions Ltd. plus, when applicable, loss on sale and leaseback of vessel, loss on impairment of vessel, gains and losses on derivative instruments, and certain non-recurring charges, divided by the weighted average number of shares of common stock.



# TCE OUTLOOK



\* Q2 21TCE performance based on shipping days fixed for the second quarter as of May 10, 2021

