

FOURTH 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

Q4-2021 Results

Consistent Performance

- Adjusted EBITDA of \$38.0 million
- Net income of \$15.2 million
- \$56.2 million cash, restricted cash and cash equivalents

Fleet

Working Fleet

- 24 drybulk ships and one barge in owned and controlled fleet at December 31, 2021

Operations

Extensive and varied experience

- Operating 57 vessels on average during Q4 2021
- 6.4 million tons carried; 118 voyages performed for 65 clients

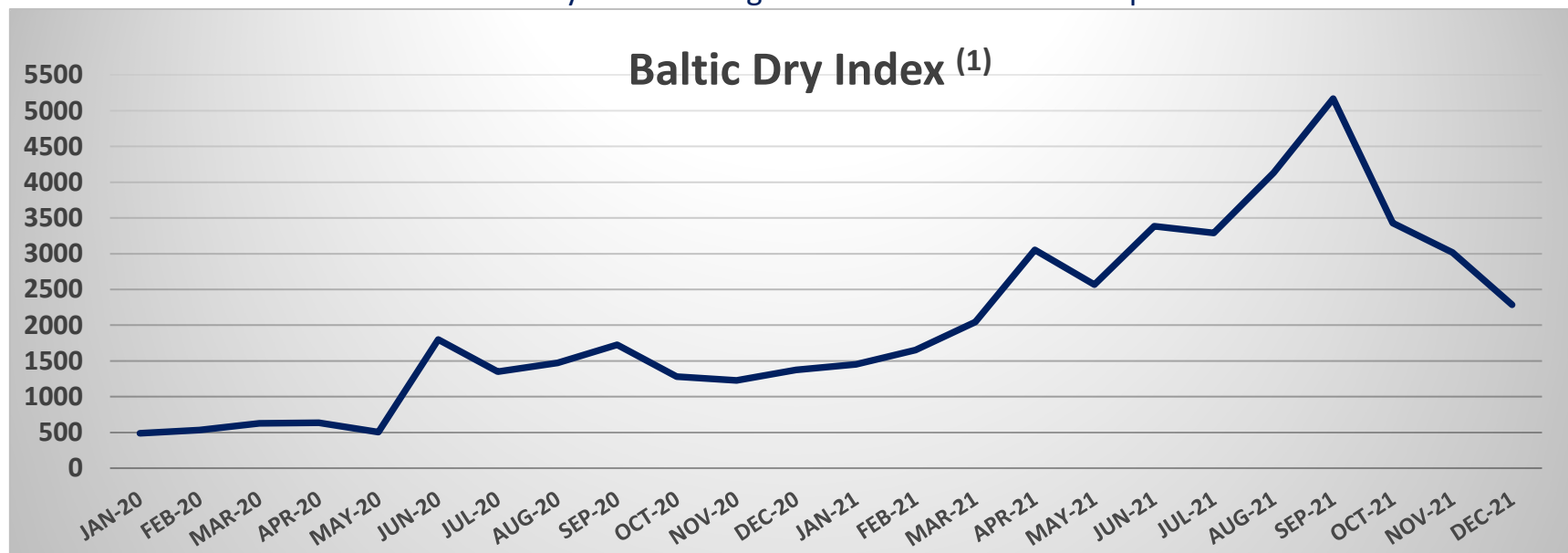
1) Adjusted EBITDA represents net income (or loss), determined in accordance with U.S. GAAP, excluding interest expense, income taxes, depreciation and amortization, loss on sale and leaseback of vessels, share-based compensation and other non-operating income and/or expense, if any.

DRIVERS OF PERFORMANCE

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

Targeted Business: Specialty tonnage provides consistent returns through fluctuating market cycles – 16% premium over average market rates in Q4-21.

Rate Environment: The Baltic Dry Index average decreased in the fourth quarter.



⁽¹⁾ Per reported indices



FINANCIAL HIGHLIGHTS

4th Quarter Highlights

- Net income of \$15.2 million, as compared to a net income of \$7.6 million in the same period of 2020.
 - Non-GAAP adjusted net income attributable to Pangaea Logistics Solutions Ltd. of \$24.9 million, as compared to \$6.2 million for the same period of 2020.
 - Adjusted Earnings per share of \$0.56, as compared to \$0.14 for the same period of 2020.
- Income from operations of \$30.8 million, up from \$8.3 million for December 31, 2020.
- Diluted net income per share were \$0.34 as compared to \$0.17 for the three months ended December 31, 2020.
- Pangaea's TCE rates were \$32,563 for the three months ended December 31, 2021 and \$14,640 for the three months ended December 31, 2020, a 122% increase, giving the Company an overall average premium over market rates of \$4,459 or 16%. Adjusted EBITDA of \$38.0 million for the fourth quarter of 2021 versus \$12.9 million for the same period in 2020.

Subsequent Business Update

- In November 2021 the Company entered into a memorandum of agreement to purchase a Panamax vessel to add to its operating fleet for \$19.9 million. The vessel was delivered to the Company on February 17, 2022 and renamed the m/v Bulk Concord.
- As previously announced the Company declared a \$0.05 per share dividend which was paid to shareholders on March 15, 2022 to shareholders of record on March 1, 2022.



SELECTED INCOME STATEMENT DATA

(in thousands, may not foot due to rounding)

	Three months ended December 31,		Three months ended December 31,	
	2021	2020	2021	2020
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Revenues:				
Voyage revenue	\$ 202,504	\$ 98,237	\$ 614,482	\$ 349,738
Charter revenue	32,055	14,617	103,622	33,158
Total revenue	234,558	112,853	718,104	382,896
Expenses:				
Voyage expense	65,266	41,598	219,623	161,881
Charter hire expense	114,992	45,270	334,953	127,769
Vessel operating expenses	12,693	9,088	42,715	38,047
General and administrative	4,290	4,357	18,966	15,915
Depreciation and amortization	6,523	4,237	22,974	17,055
Loss on impairment of vessels	-	-	-	1,801
Loss on sale of vessels	-	25	-	730
Total expenses	203,764	104,576	639,232	363,199
Income from operations	30,794	8,277	78,872	19,697
Total other income (expense), net	(13,201)	(397)	(6,499)	(7,005)
Net income	17,594	7,880	72,374	12,692
Income attributable to noncontrolling interests	(2,444)	(290)	(5,147)	(1,340)
Net income attributable to Pangaea Logistics Solutions Ltd.	\$ 15,150	\$ 7,590	\$ 67,227	\$ 11,352
Adjusted EBITDA ⁽¹⁾	\$ 38,013	\$ 12,924	\$ 105,079	\$ 42,581

1) Adjusted EBITDA represents net income (or loss), determined in accordance with U.S. GAAP, excluding interest expense, income taxes, depreciation and amortization, loss on sale and leaseback of vessels, share-based compensation and other non-operating income and/or expense, if any.



SELECTED BALANCE SHEET & CASH FLOW DATA

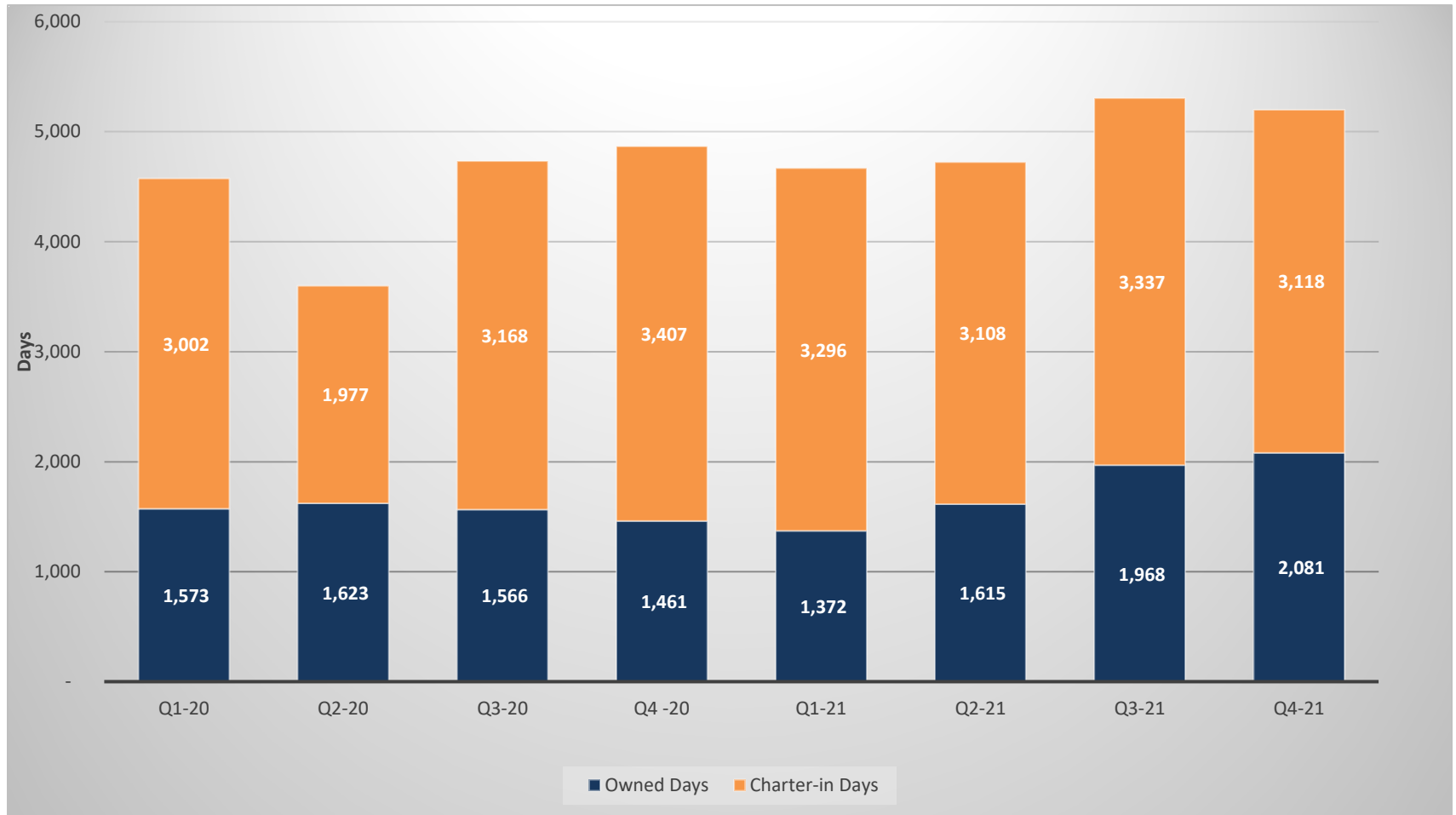
(in thousands)

	December 31, 2021	December 31, 2020
Current Assets		
Cash and cash equivalents	\$ 56,209	\$ 46,897
Restricted cash	-	1,500
Accounts receivable, net	54,259	29,152
Other current assets	73,495	33,792
Total current assets	183,964	111,342
 Fixed assets, including finance lease right of use assets, net	 517,109	 321,982
Advances for vessel purchases	1,990	-
Investment in newbuildings in-process	-	15,391
Other Non-current Assets	3,962	1,690
Total assets	\$ 707,024	\$ 450,404
 Current liabilities		
Accounts payable, accrued expenses and other current liabilities	\$ 49,154	\$ 32,400
Related party debt	243	243
Current portion long-term debt and finance lease liabilities	29,923	64,361
Other current liabilities	32,419	13,805
Total current liabilities	111,739	110,809
 Secured long-term debt and finance lease liabilities, net	 276,796	 95,028
Other long-term liabilities	17,807	10,135
 Total Pangaea Logistics Solutions Ltd. equity	 247,202	 182,766
Non-controlling interests	53,479	51,666
Total stockholders' equity	300,681	234,431
Total liabilities and stockholders' equity	\$ 707,024	\$ 450,404
 Cash flows for the years ended:	 December 31, 2021	 December 31, 2020
Net cash provided by operating activities	\$ 61,745	\$ 20,836
Net cash (used in) provided by investing activities	\$ (197,792)	\$ (6,888)
Net cash provided by (used in) financing activities	\$ 143,859	\$ (18,606)

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

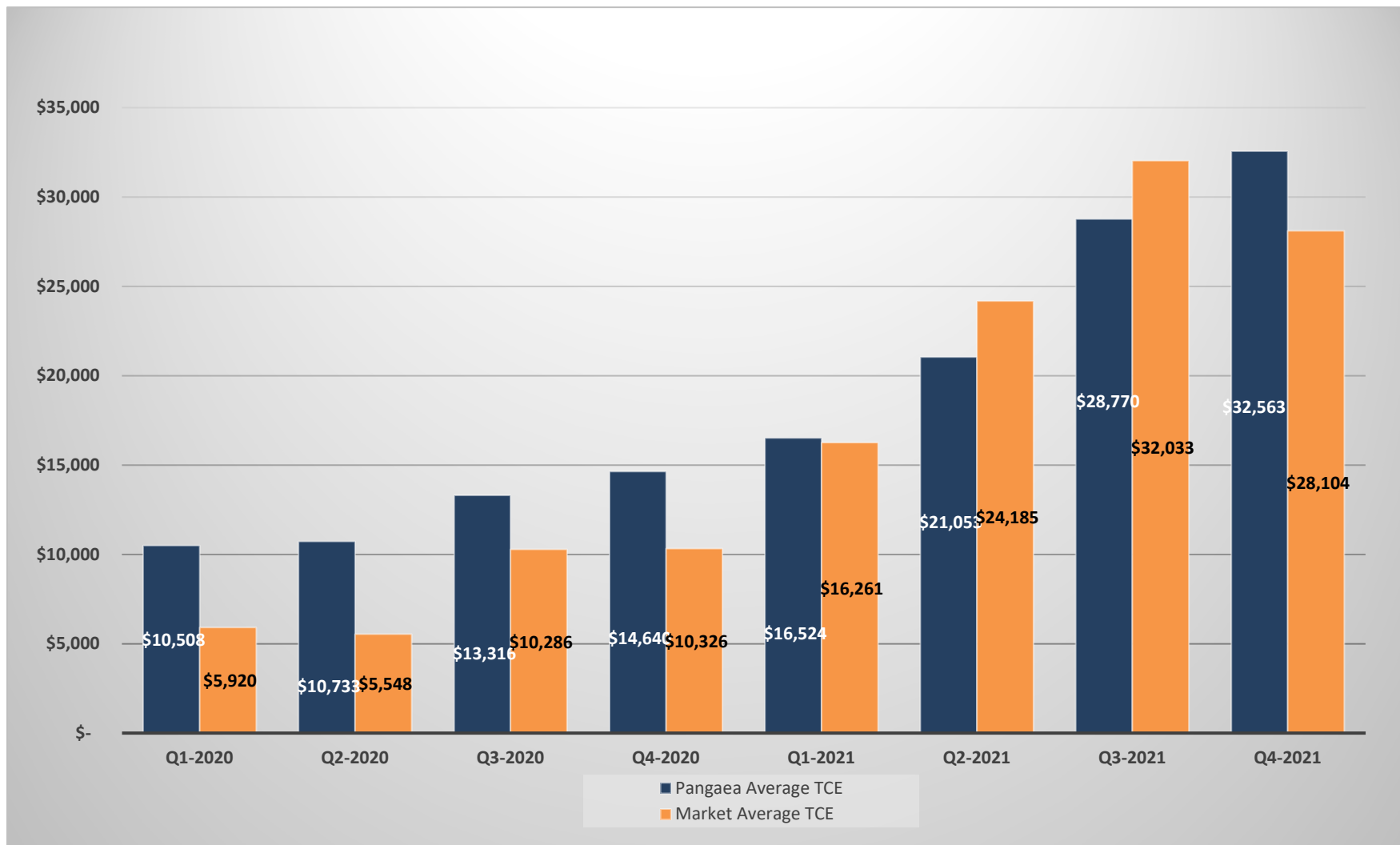


Capital Efficiency: Leveraged owned fleet by chartering-in market vessels

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



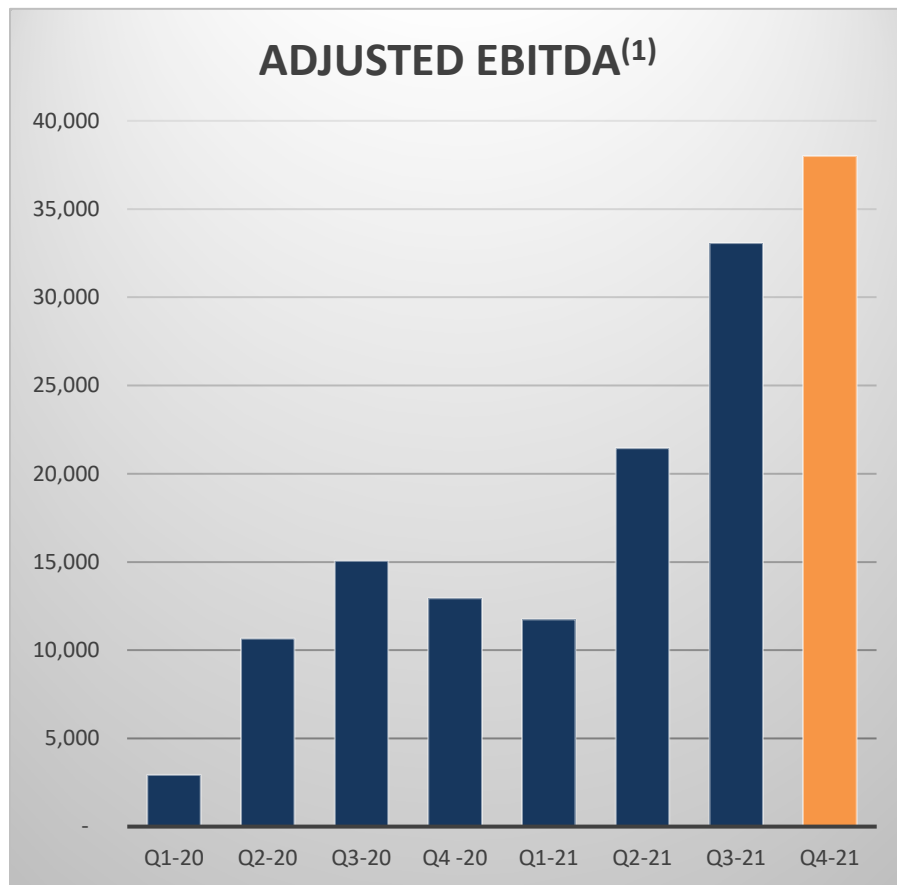
PANGAEA AVERAGE TCE vs. MARKET AVERAGE TCE



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



FINANCIAL PERFORMANCE Q1-2020 THROUGH Q4-2021

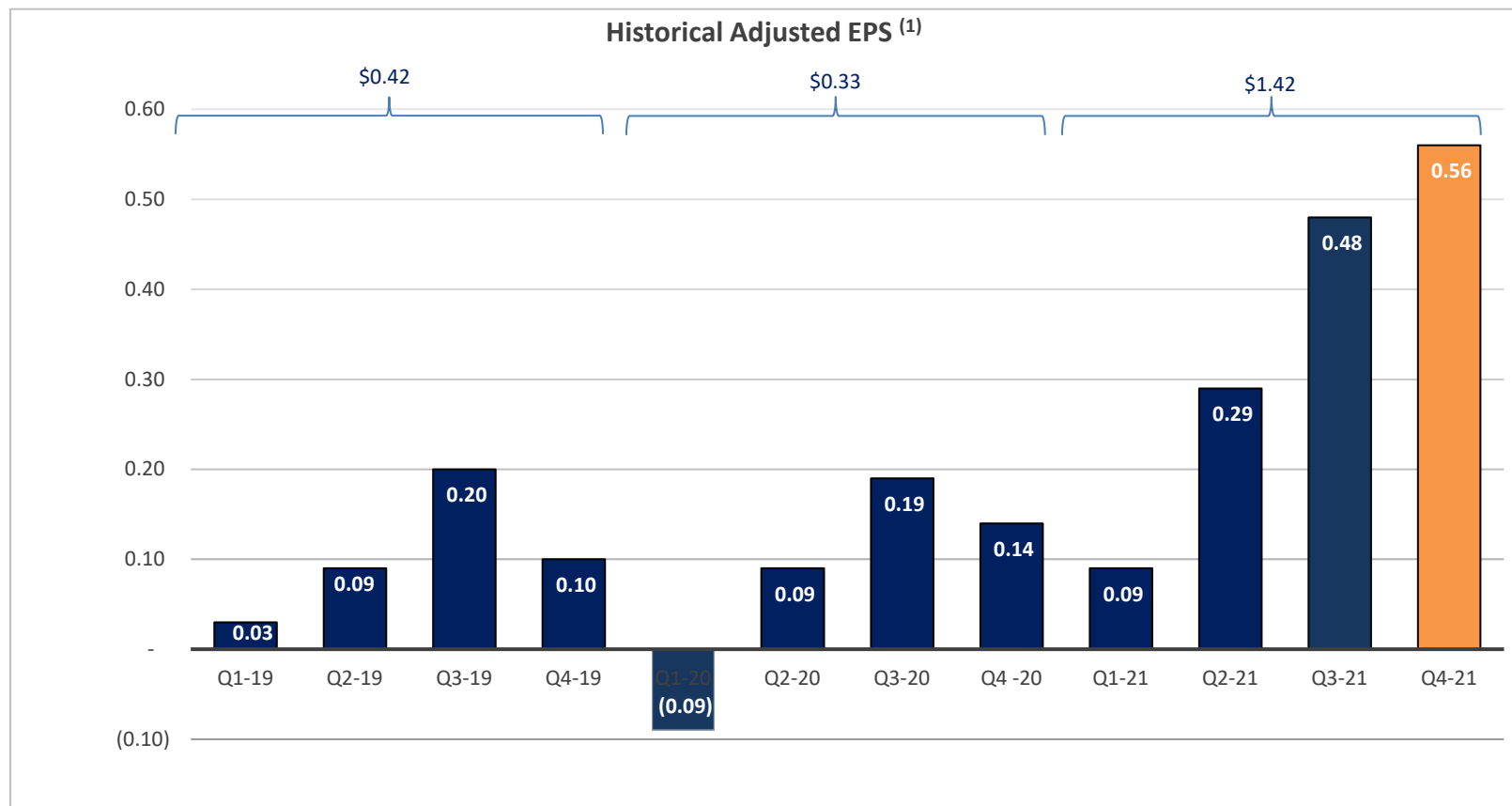


- 1) **Adjusted EBITDA** is a non-GAAP measure and represents operating earnings before interest expense, income taxes, depreciation and amortization, share-based compensation, loss on sale and leaseback of vessels and other non-operating income and/or expense, if any.
- 2) **TCE** is defined as total 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

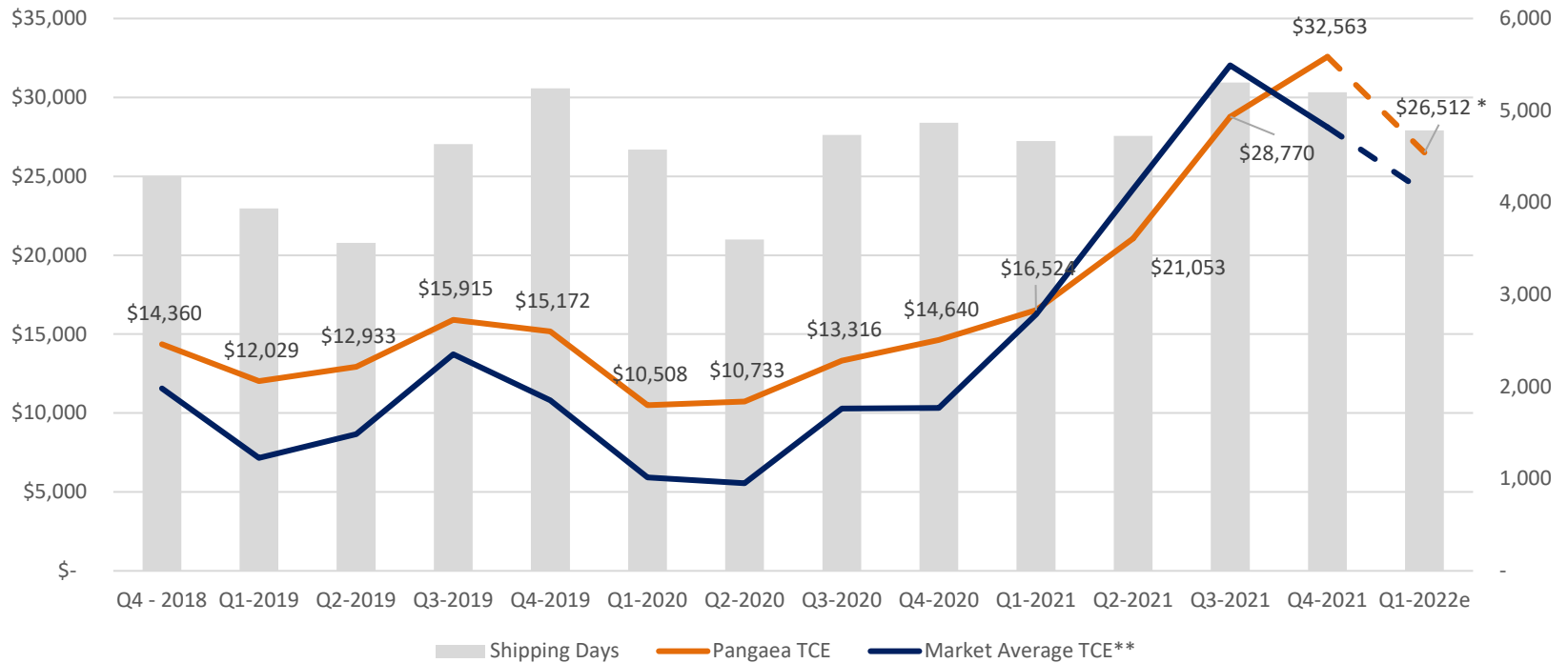
Adjusted EPS total of \$0.56 for Q4-2021



⁽¹⁾ 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



* Q1 22 estimated TCE performance based on shipping days performed through March 15, 2022

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

