



**PANGAEA**  
LOGISTICS SOLUTIONS

NASDAQ: PANL

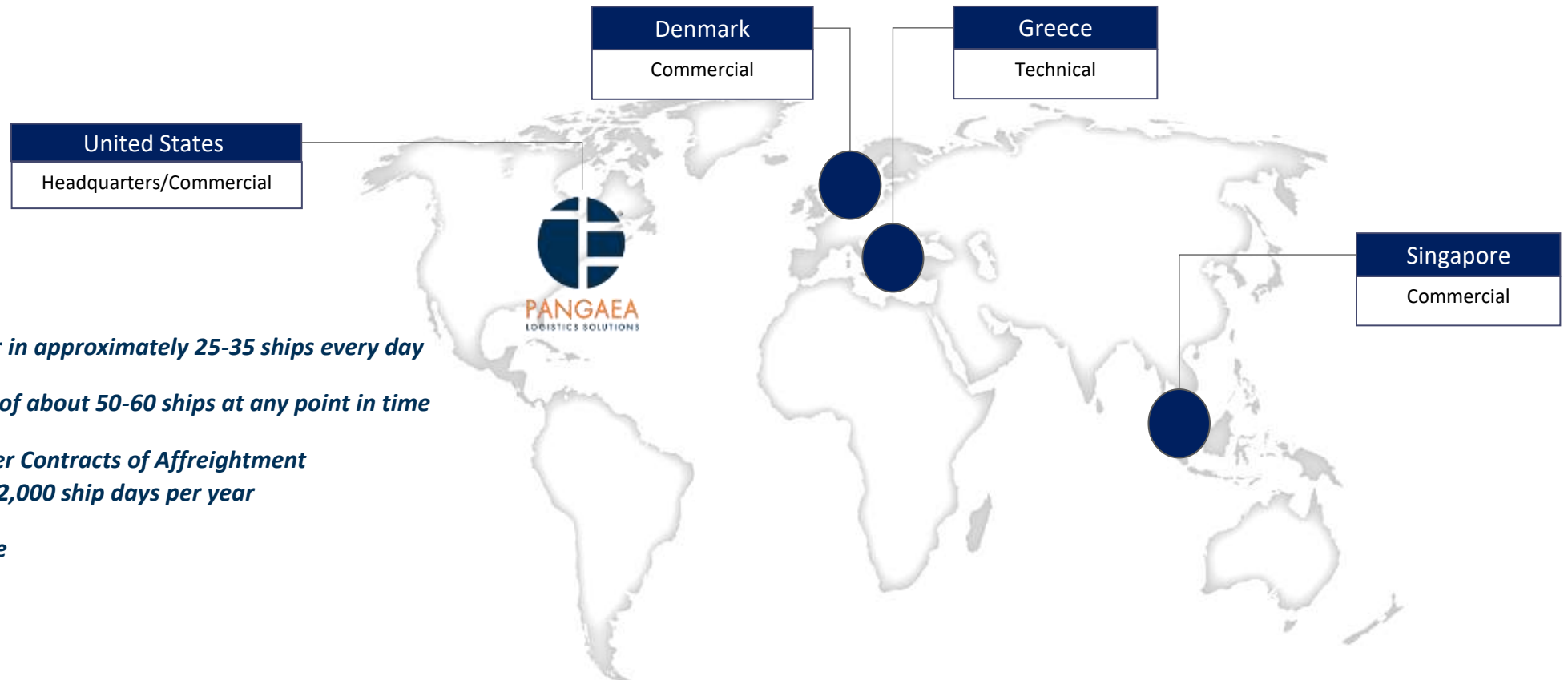
*Spring 2022  
Update*

# SAFE HARBOR

*This presentation may include 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.*



## We are a unique dry bulk shipping owner and operator managed from Newport, RI



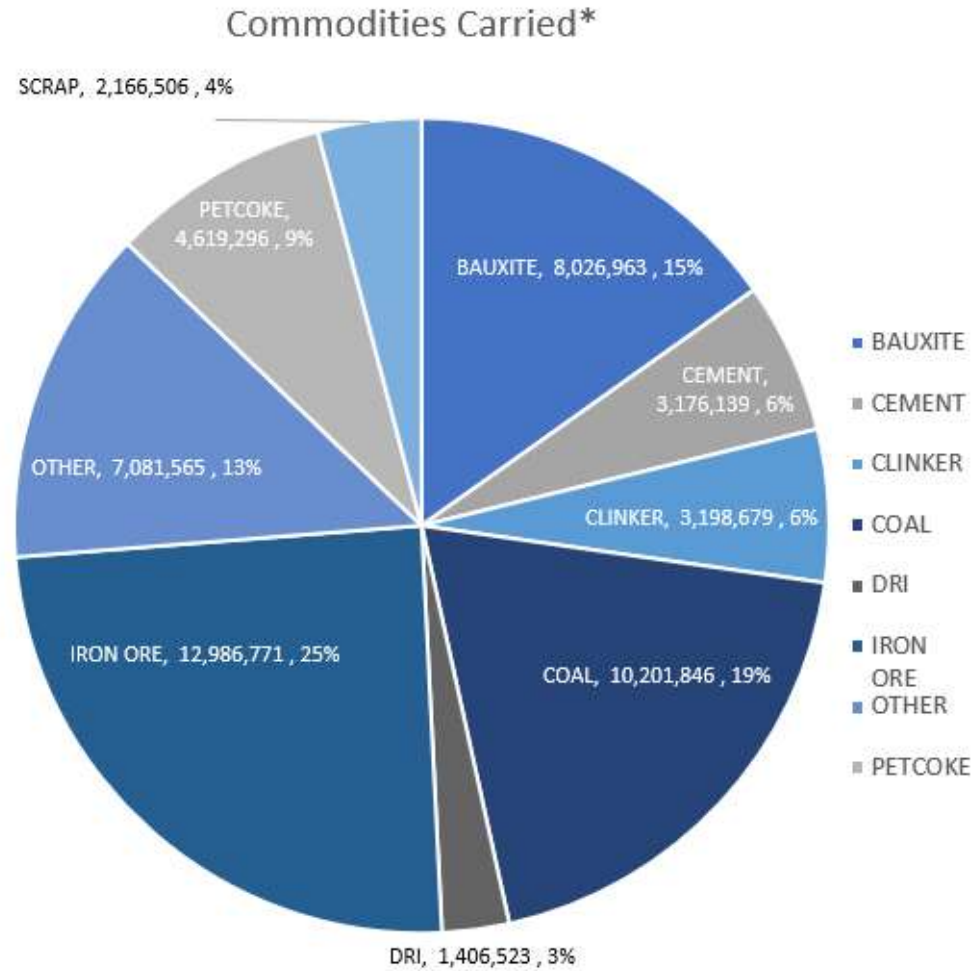
- *We own 25 ships*
- *We have on short term charter in approximately 25-35 ships every day*
- *We operate a worldwide fleet of about 50-60 ships at any point in time*
- *We control cargo, usually under Contracts of Affreightment*
  - *Ten-year contracts utilize 2,000 ship days per year*
- *We have a worldwide presence*
- *We think beyond ships*

*We have been in the dry bulk space for over 25 years*



## We ship major and minor dry bulk commodities around the world

- *Iron ore*
- *Bauxite*
- *Aggregates*
- *Iron products and steel feedstock*
- *Coal*
- *Fertilizer*
- *Cement and clinker*
- *Agricultural*



\*FY2021 in Metric Tons



## Positive Dry Bulk Market Fundamentals With Limited Newbuilding Orders In Near Term

### Ship supply constraints

- Low order book
- Favorable world fleet age profile
- Environmental regulations
- Congestion

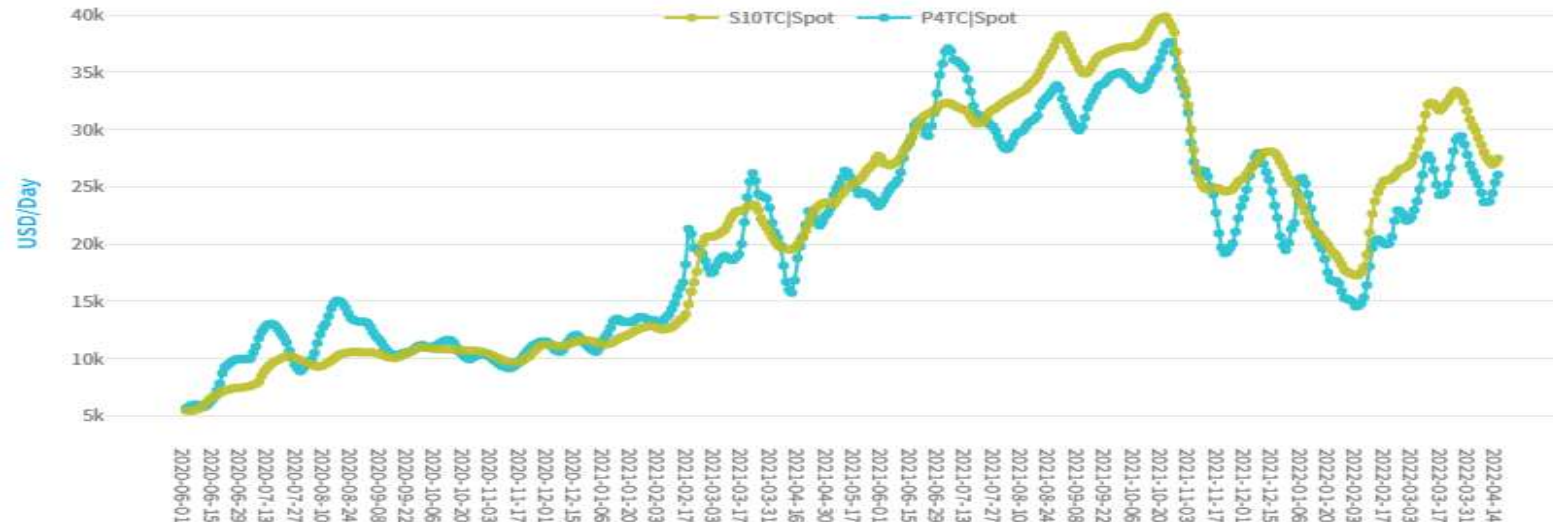
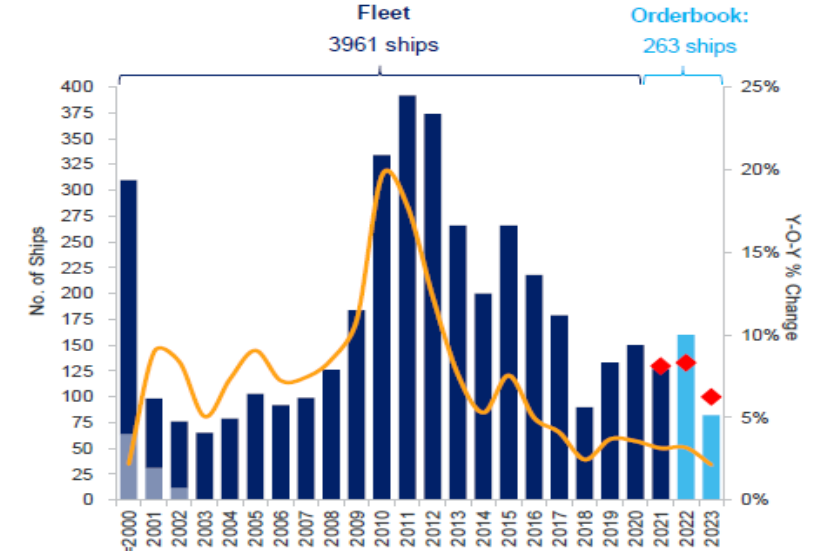
### Steady demand

- Positive ton mile projections
- Global economic growth

Sub-Capesize Trade & Tonnemile Demand Growth



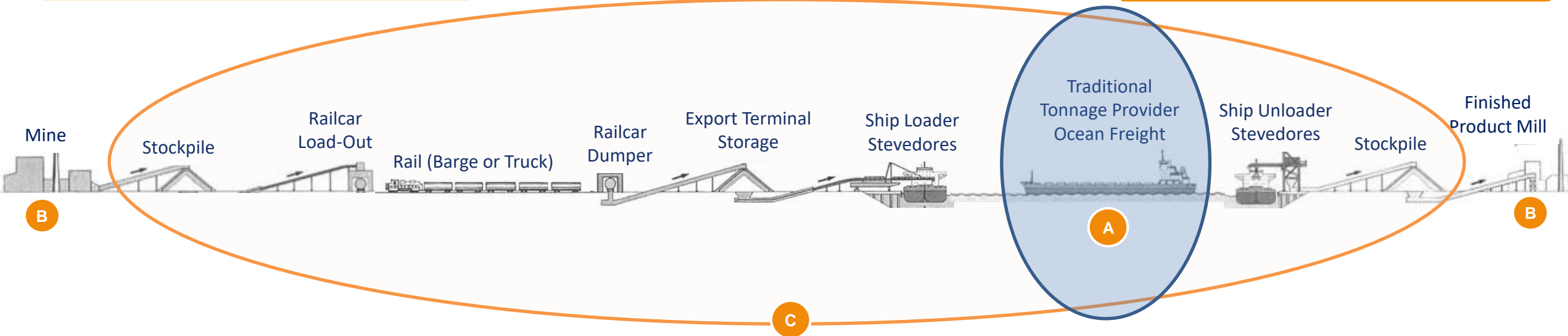
Supramax Fleet Profile By Delivery Date





# PANGAEA LOGISTICS SOLUTIONS LTD

## PANGAEA'S A/B/C SUSTAINABLE PLATFORM



## A/B/C Sustainable Business Approach to Shipping

A

### Ice Class Niche

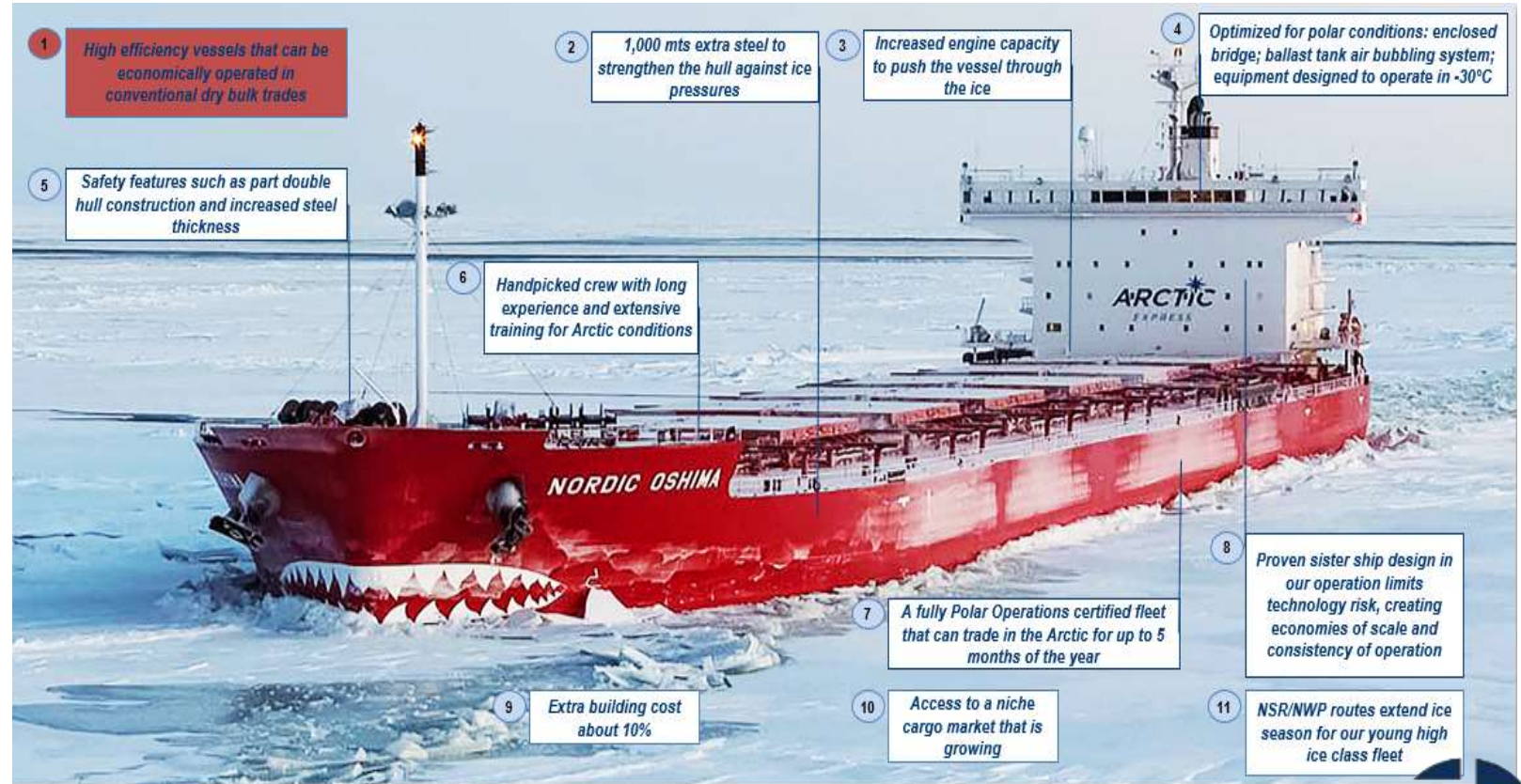
*Niche Trades deliver premium returns: Ice and Arctic Specialization*

Vessel Name**	Type	DWT	Year Built
Nordic Nuluujaak	Post-Panamax 1A	95,758	2021
Nordic Qinngua	Post-Panamax 1A	95,758	2021
Nordic Sanngijuq	Post-Panamax 1A	95,758	2021
Nordic Siku	Post-Panamax 1A	95,758	2021

Vessel Name*	Type	DWT	Year Built
Nordic Odyssey	Panamax 1A	75,603	2010
Nordic Orion	Panamax 1A	75,603	2011
Nordic Oshima	Panamax 1A	76,450	2014
Nordic Odin	Panamax 1A	76,450	2015
Nordic Olympic	Panamax 1A	76,450	2015
Nordic Oasis	Panamax 1A	76,450	2016

Vessel Name	Type	DWT	Year Built
Bulk Endurance	Ultramax 1C	60,000	2017
Bulk Destiny	Ultramax 1C	60,000	2017

**+800,000 deadweight tons**  
**Average age < 5 years**



\*Vessels are owned 2/3<sup>rd</sup> by Pangaea

\*\*Vessels are owned ½ by Pangaea

## A/B/C Sustainable Business Approach to Shipping

B

### Cargo Focused Owner/Operator

#### Cargo Focus Responds to Customer Needs

- *Ten-year contracts, direct industrial/trading relationships provide stream of fixed revenue for stability in a volatile industry*
  - *Basis for investing in ships, not speculative*
- *Short term, annual COA's with attractive customer base*
  - *Concentration on difficult "dirty" cargo for extra margin*
- *Short term charter-in strategy for fleet flexibility in a volatile industry*
  - *Example: economy through reduction of ballast legs*
- *Spot opportunities enhance fleet efficiencies and significant upside participation*
  - *Market changes: redeliver; declare optional charter duration and arbitrage*

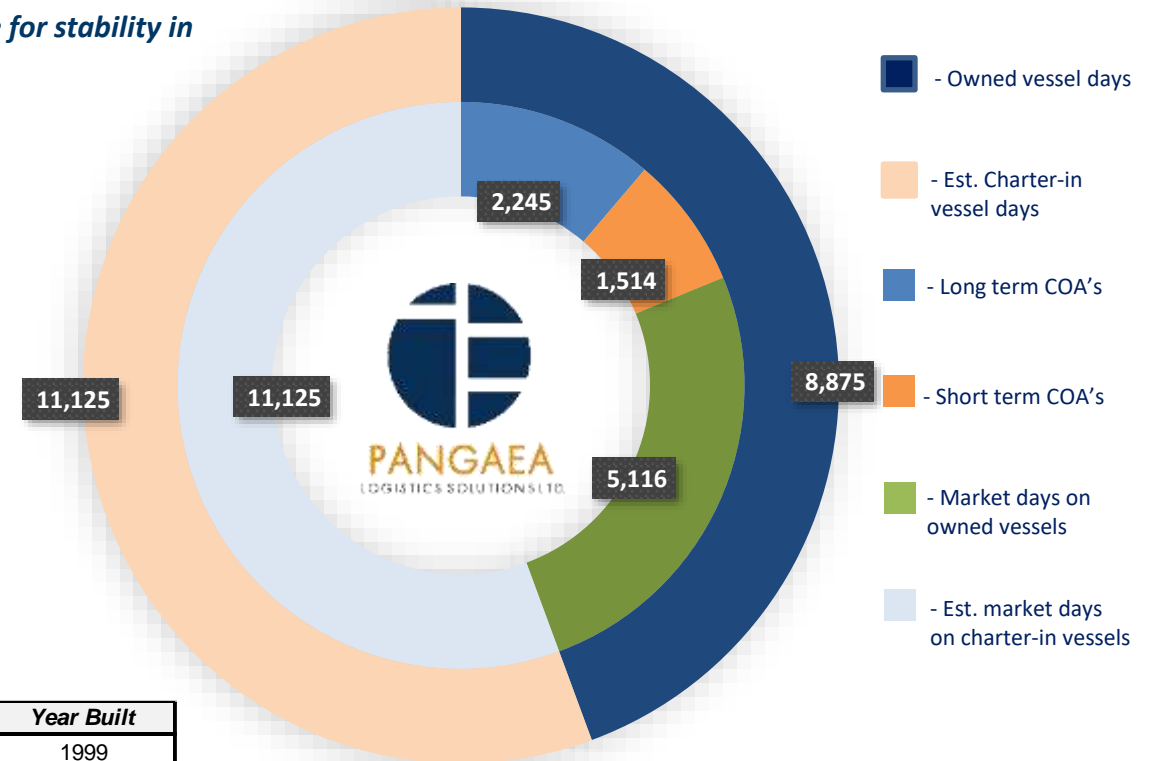
#### Non-ice owned fleet:

Vessel Name	Type	DWT	Year Built
Bulk Newport	Supramax	52,587	2003
Bulk Trident	Supramax	52,514	2006
Bulk Freedom	Supramax	52,454	2005
Bulk Independence	Supramax	52,950	2008
Bulk Spirit	Supramax	52,950	2009
Bulk Pride	Supramax	58,749	2008
Bulk Valor	Supramax	58,105	2013
Bulk Friendship	Supramax	58,738	2011

Vessel Name	Type	DWT	Year Built
Bulk Pangaea	Panamax	73,786	1999
Bulk PODS	Panamax	76,561	2006
Bulk Concord	Panamax	76,600	2009
Bulk Promise	Panamax	78,228	2013

Vessel Name	Type	DWT	Year Built
Bulk Courageous	Ultramax	61,363	2013

### Pangaea Days\*

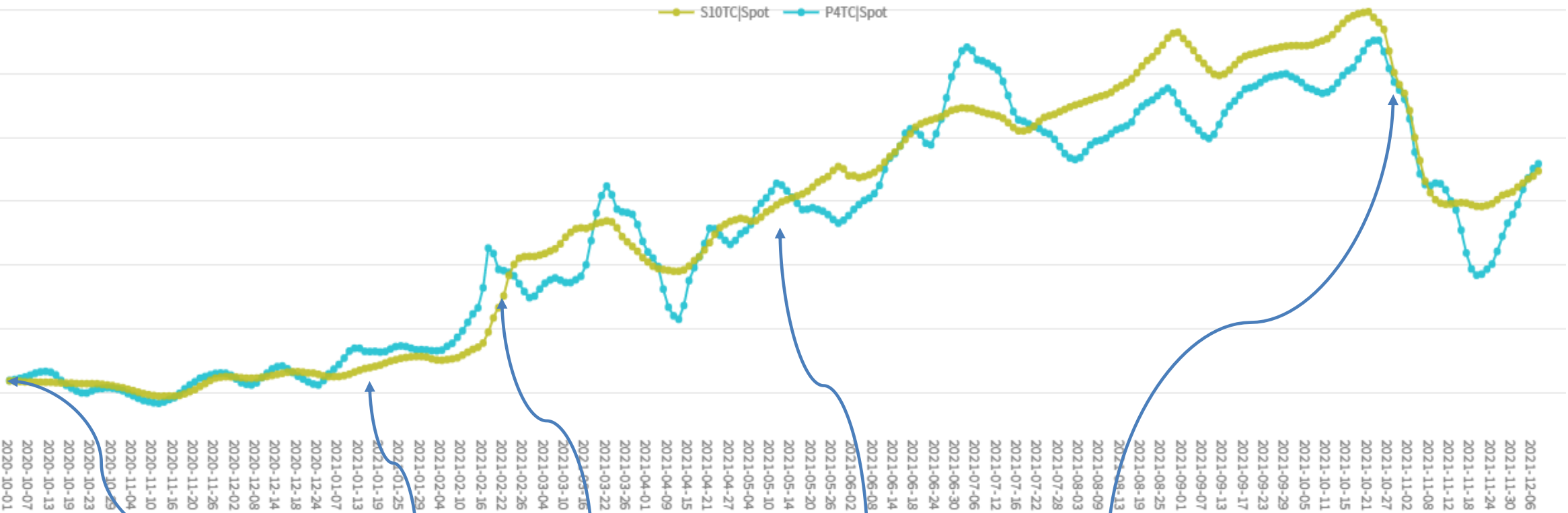


\* Assuming average fleet of 55 vessels





# 2021 Timely Secondhand Acquisitions Increasing Operating Leverage



in millions USD	
Purchase Price	22.5
Debt Proceeds	7.5
Capital Deployed	15

Panamax 1A	
Purchase Price	22.5
Debt Proceeds	7.5
Capital Deployed	15

Bulk Courageous	
Purchase Price	16.5
Debt Proceeds	12
Capital Deployed	4.5

Bulk Promise	
Purchase Price	18.3
Debt Proceeds	12.8
Capital Deployed	5.5

Bulk Valor	
Purchase Price	17.8
Debt Proceeds	13.4
Capital Deployed	4.5

Bulk Concord	
Purchase Price	19.9
Debt Proceeds	15
Capital Deployed	4.9

Total	
Purchase Price	95.0
Debt Proceeds	60.7
Capital Deployed	34.3



# PANGAEA LOGISTICS SOLUTIONS LTD

## CURRENT OWNED FLEET

### SUPRAMAX

Vessel Name	Type	DWT	Year Built
Bulk Newport	Supramax	52,587	2003
Bulk Trident	Supramax	52,514	2006
Bulk Freedom	Supramax	52,454	2005
Bulk Independence	Supramax	52,950	2008
Bulk Spirit	Supramax	52,950	2009
Bulk Pride	Supramax	58,749	2008
Bulk Valor	Supramax	58,105	2013
Bulk Friendship	Supramax	58,738	2011



### ULTRAMAX 1C

Vessel Name	Type	DWT	Year Built
Bulk Endurance	Ultramax 1C	60,000	2017
Bulk Destiny	Ultramax 1C	60,000	2017

### PANAMAX 1A\*

Vessel Name	Type	DWT	Year Built
Nordic Odyssey*	Panamax 1A	75,603	2010
Nordic Orion*	Panamax 1A	75,603	2011
Nordic Oshima*	Panamax 1A	76,450	2014
Nordic Odin*	Panamax 1A	76,450	2015
Nordic Olympic*	Panamax 1A	76,450	2015
Nordic Oasis*	Panamax 1A	76,450	2016

### PANAMAX

Vessel Name	Type	DWT	Year Built
Bulk Pangaea	Panamax	73,786	1999
Bulk PODS	Panamax	76,561	2006
Bulk Concord	Panamax	76,600	2009
Bulk Promise	Panamax	78,228	2013



### POST PANAMAX 1A\*\*

Vessel Name	Type	DWT	Year Built
Nordic NuluuJaak	Post-Panamax 1A	95,758	2021
Nordic Qinngua	Post-Panamax 1A	95,758	2021
Nordic Sanngijuq	Post-Panamax 1A	95,000	2021
Nordic Siku	Post-Panamax 1A	95,000	2021

### ULTRAMAX

Vessel Name	Type	DWT	Year Built
Bulk Courageous	Ultramax	61,363	2013

\*Vessels are owned 2/3<sup>rd</sup> by Pangaea

\*\*Vessels are owned ½ by Pangaea



# SELECTED BALANCE SHEET & CASH FLOW DATA

(in thousands)

	December 31, 2021	December 31, 2020
<b>Current Assets</b>		
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
<b>Total current assets</b>	<b>183,964</b>	<b>111,342</b>
 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
<b>Total assets</b>	<b>\$ 707,024</b>	<b>\$ 450,404</b>
 <b>Current liabilities</b>		
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
<b>Total current liabilities</b>	<b>111,739</b>	<b>110,809</b>
 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
<b>Total liabilities and stockholders' equity</b>	<b>\$ 707,024</b>	<b>\$ 450,404</b>
 <b>Cash flows for the years ended:</b>	 <b>December 31, 2021</b>	 <b>December 31, 2020</b>
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)



# A / B / C Sustainable Business Approach to Shipping

## C Stevedoring, Terminals, & Project Services



- Gramercy, Louisiana**
- Stevedoring services with JV partner
  - Bauxite discharge



- Sabine Pass, Texas**
- Port operator with JV partner
  - Aggregate discharge, storage & distribution



- Moriusaq, Greenland**
- Pop-up port utilizing Pangaea owned barge
  - Trial shipment of high value commodity in high arctic



- Port Rouse, Newfoundland**
- Custom built port with JV Partners
  - Source of aggregate export



- Brayton Point, Massachusetts**
- Port operator with JV partner
  - Goal to develop into offshore wind support

Approx. 65 ships served, 4m tons moved in 2021

### Growth opportunities

Florida	South Africa
NY/NJ	Brazil
Louisiana	Indonesia





## Market Volatility: Risk and Opportunity

- *Rising market:*

- ↑ *Owned open shipping days directly benefit*
- ↓ *Cargo bookings risk losses if not covered*
- ↑ *Low cost chartered in fleet profits*

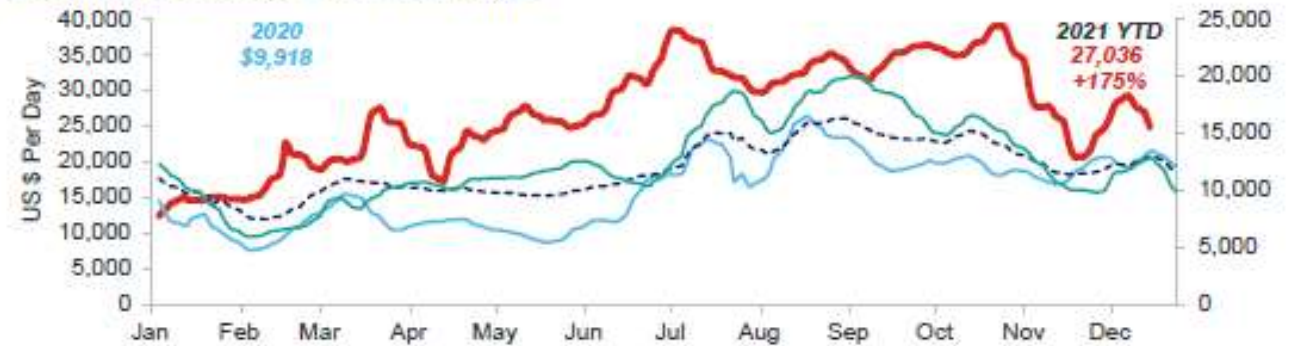
- *Falling market:*

- ↑ *Owned ships still profitable*
- ↑ *Cargo bookings profitable*
- ↓ *High cost chartered in fleet produces losses*

- *Pangaea protected downside; participates upside:*

- ↑ *25 owned ships*
- ↑ *Long term profitable cargo in any market*
- ↑ *Short term chartered fleet*
- ↑ *Earnings leverage: \$1,000/day on 25 owned ships = \$9 million EBITDA impact*

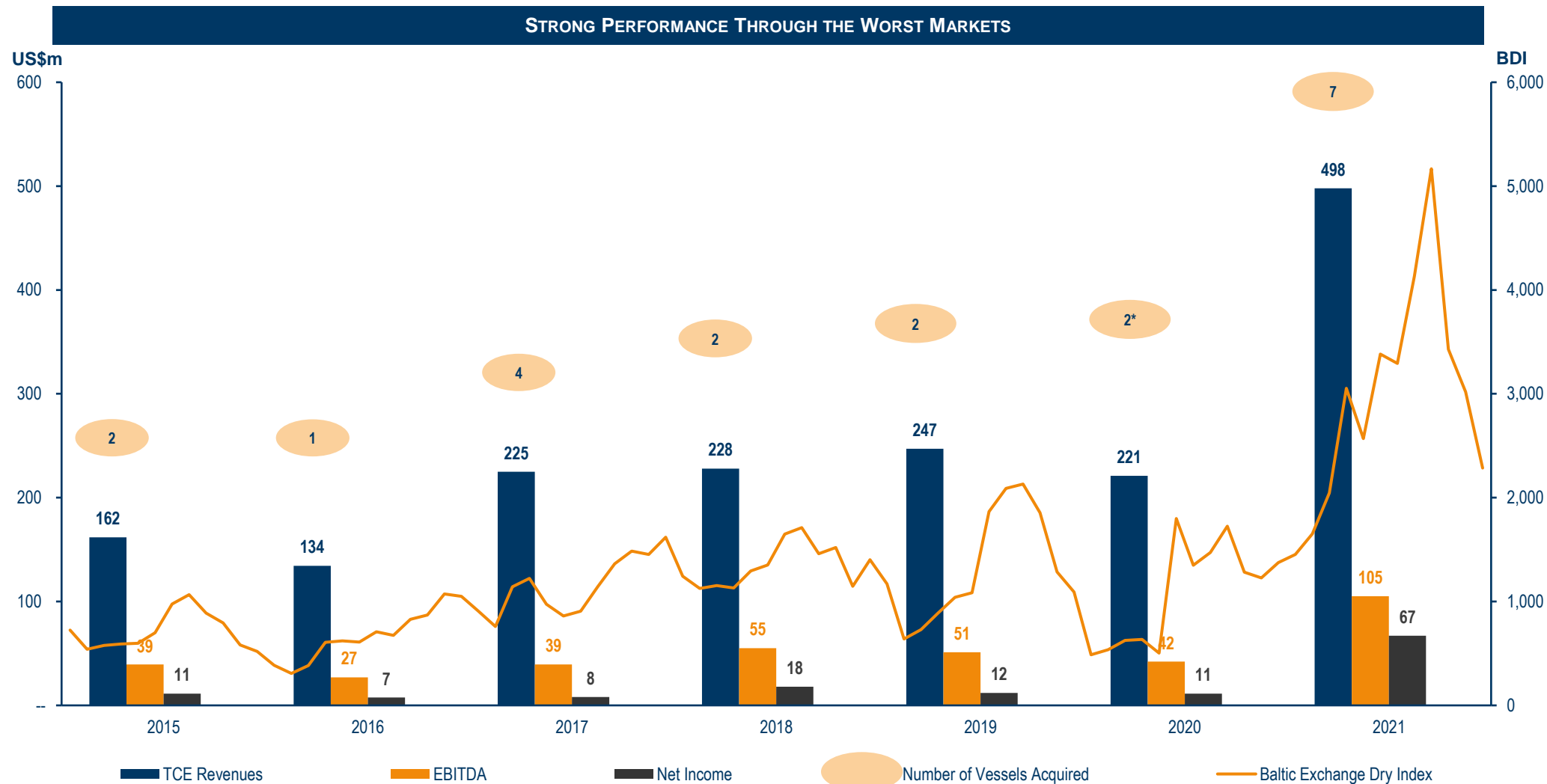
**Baltic Panamax 5 TC Average**



**Baltic Supramax 10 TC Average**



Management has consistently demonstrated an ability to execute a long-term strategy through the dry bulk cycle



Source: Company report  
a Net income to Pangaea (less non-controlling interest)  
\* 1/3<sup>rd</sup> increase in ownership of the 6 Ice Class 1A vessels



Result: We Outperform Peers



# Pangaea Logistics scores hat trick in Covid-hit 2020 operating climate

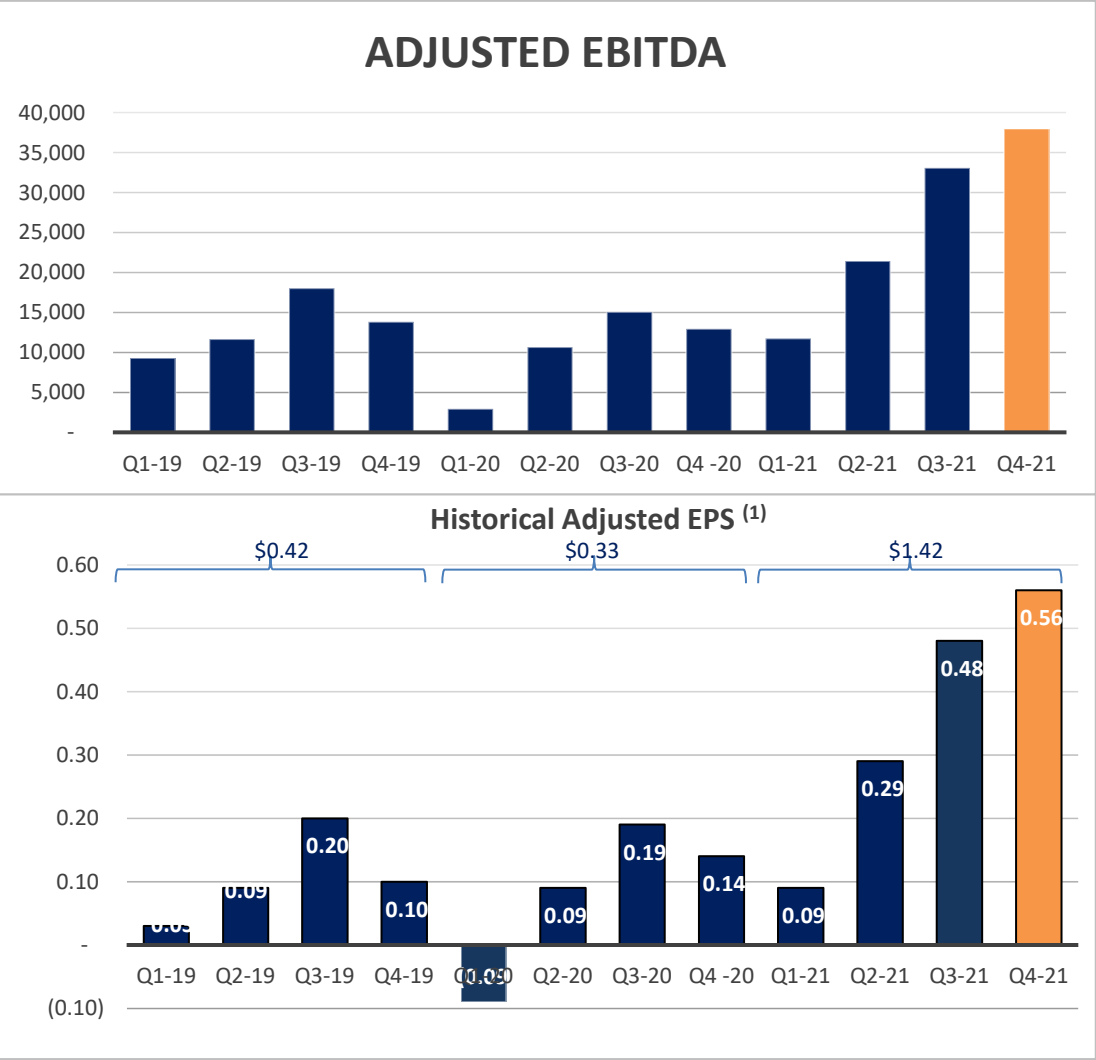
28 April 2021 9:51 GMT By [Joe Brady](#) in Stamford

The New York-listed bulker operator easily beat two dozen other public companies **for the third straight year** atop the VesselIndex Report, published by Danish researchers Anders Liengaard and Soren Roschmann.



# Record Quarterly Results

## Earnings over all market cycles



(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.

## Share Performance

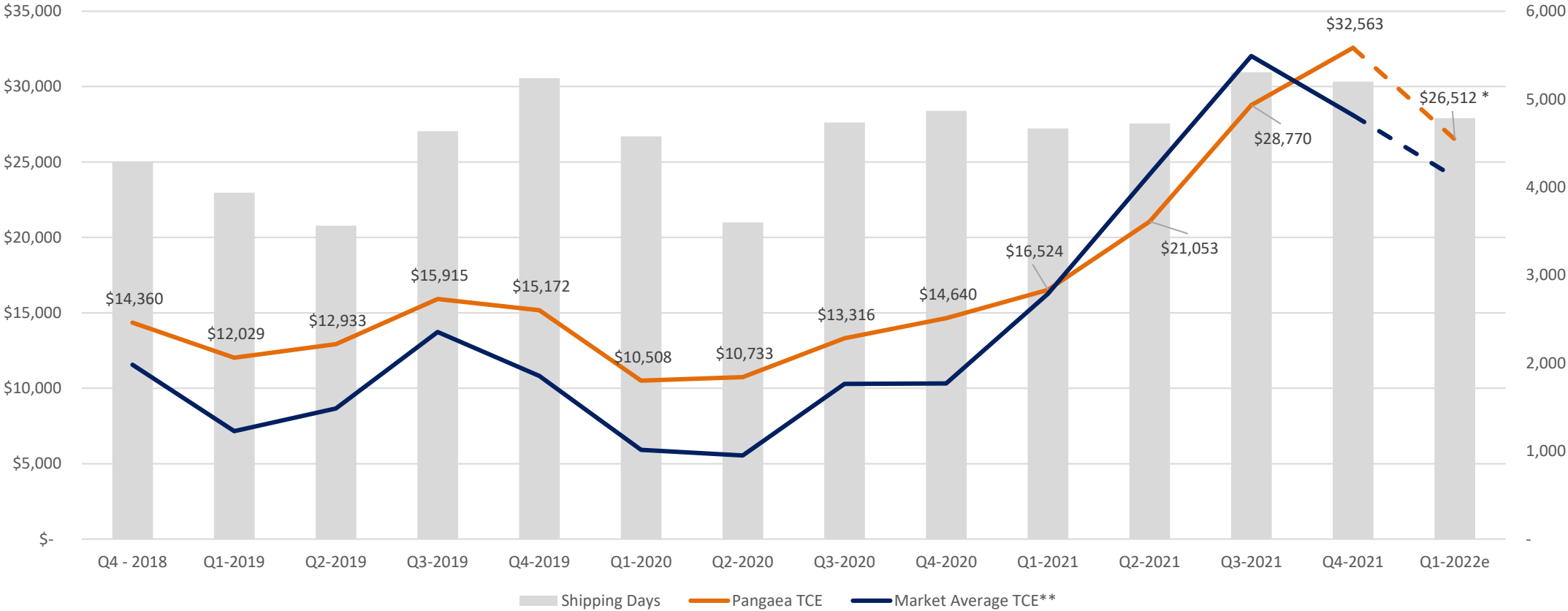


- EBITDA - \$104million
- Net Income - \$67million
- Cash - \$56 million
- Book Value/share - \$5.42
- Est. NAV/share - ~\$8.00
- Operating Cash Flow – \$62 million
  - Est. FCF ~\$20million
- EV - \$571 million
- EV/EBITDA – 5.5x
- Return on Equity – 31%
- Current P/E – 3.33x
- Yield – 3.6%





# 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

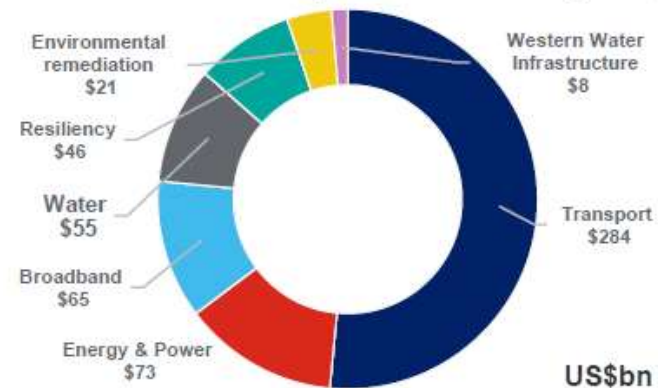


## The Pangaea Difference: A Sustainable Business Approach to Shipping

- **Unique**
  - Attack niche markets*
  - Fix contract coverage*
  - Employ flexible charter-in fleet*
- **Industrial**
  - Address long term customer needs*
  - Deliver logistics capabilities*
- **Dynamic**
  - Micro-fleet growth and vertical integration*
  - Macro-integral to infrastructure and international trades*
- **Reliable**
  - Nourish cargo and customer relationships*
  - Perform consistently for shareholders*



US Stimulus Estimated Split in Infrastructure Spending





THANK YOU



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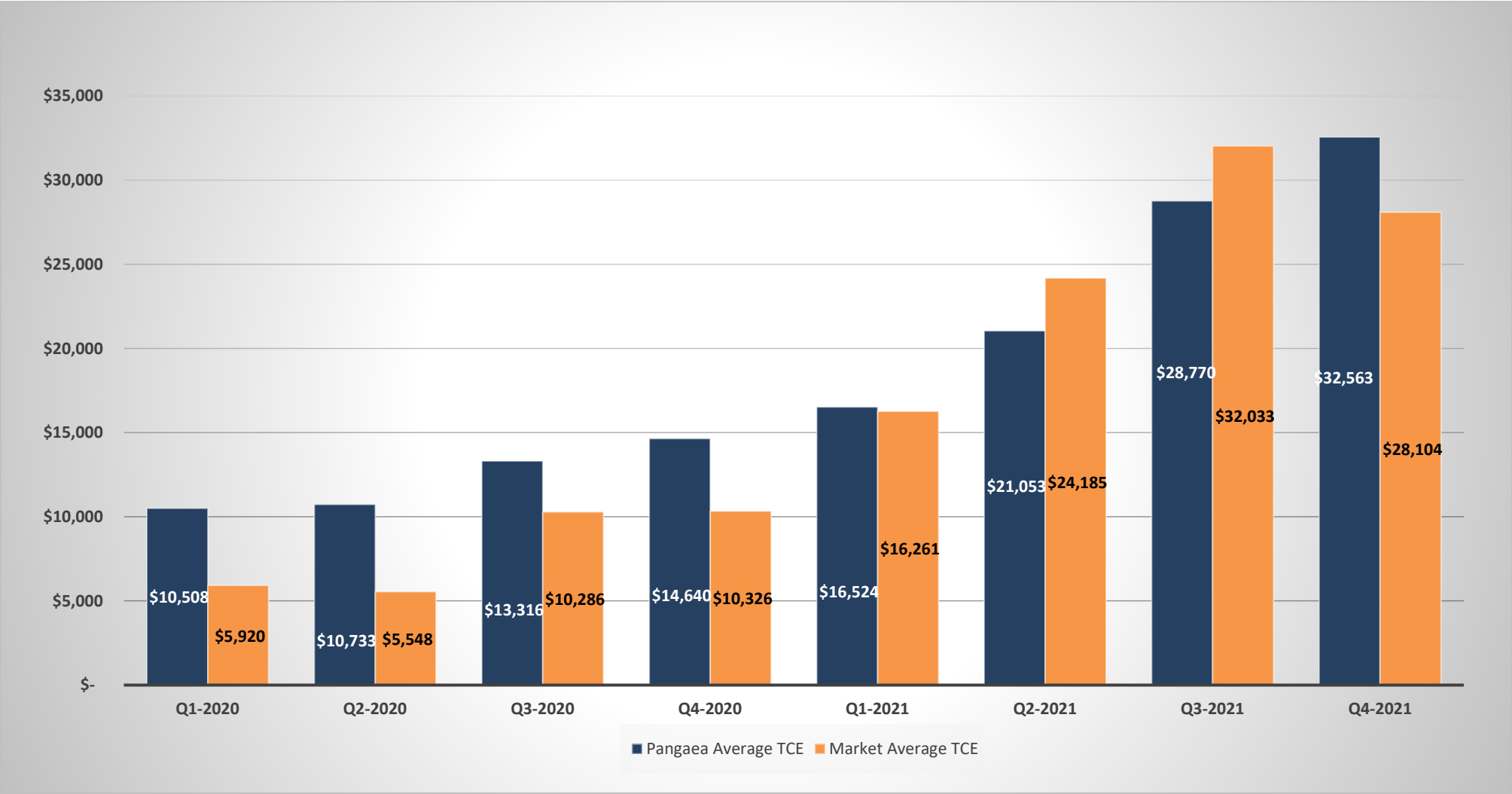
# PANGAEA LOGISTICS SOLUTIONS LTD

## APPENDIX





# PANGAEA TCE v. AVERAGE MARKET TCE



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



# SELECTED INCOME STATEMENT DATA

(in thousands, may not foot due to rounding)

	Three months ended December 31,		Twelve months ended December 31,	
	2021 (unaudited)	2020 (unaudited)	2021 (unaudited)	2020 (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
Loss on sale and leaseback of vessels	-	-	-	-
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 <sup>(1)</sup>	\$ 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.