



Genco Shipping & Trading Limited



Noble Capital Markets' 15th Annual Investor Conference
NYSE:GNK
January 2019

Forward Looking Statements

"Safe Harbor" Statement Under the Private Securities Litigation Reform Act of 1995

This presentation contains forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements use words such as "anticipate," "budget," "estimate," "expect," "project," "intend," "plan," "believe," and other words and terms of similar meaning in connection with a discussion of potential future events, circumstances or future operating or financial performance. These forward-looking statements are based on management's current expectations and observations. Included among the factors that, in our view, could cause actual results to differ materially from the forward looking statements contained in this report are the following: (i) declines or sustained weakness in demand in the drybulk shipping industry; (ii) continuation of weakness or declines in drybulk shipping rates; (iii) changes in the supply of or demand for drybulk products, generally or in particular regions; (iv) changes in the supply of drybulk carriers including newbuilding of vessels or lower than anticipated scrapping of older vessels; (v) changes in rules and regulations applicable to the cargo industry, including, without limitation, legislation adopted by international organizations or by individual countries and actions taken by regulatory authorities; (vi) increases in costs and expenses including but not limited to: crew wages, insurance, provisions, lube, oil, bunkers, repairs, maintenance and general, administrative, and management fee expenses; (vii) whether our insurance arrangements are adequate; (viii) changes in general domestic and international political conditions; (ix) acts of war, terrorism, or piracy; (x) changes in the condition of the Company's vessels or applicable maintenance or regulatory standards (which may affect, among other things, our anticipated drydocking or maintenance and repair costs) and unanticipated drydock expenditures; (xi) the Company's acquisition or disposition of vessels; (xii) the amount of offhire time needed to complete repairs on vessels and the timing and amount of any reimbursement by our insurance carriers for insurance claims, including offhire days; (xiii) the completion of definitive documentation with respect to charters; (xiv) charterers' compliance with the terms of their charters in the current market environment; (xv) the extent to which our operating results continue to be affected by weakness in market conditions and charter rates; (xvi) our ability to maintain contracts that are critical to our operation, to obtain and maintain acceptable terms with our vendors, customers and service providers and to retain key executives, managers and employees; (xvii) the completion of documentation for vessel transactions and the performance of the terms thereof by buyers or sellers of vessels and us; (xviii) the terms of definitive documentation for the purchase and installation of scrubbers and our ability to have scrubbers installed within the price range and time frame anticipated; (xix) our ability to obtain financing for scrubbers on acceptable terms; (xx) the relative cost and availability of low sulphur and high sulphur fuel; (xxi) worldwide compliance with IMO 2020 regulations and other factors listed from time to time in our public filings with the Securities and Exchange Commission including, without limitation, the Company's Annual Report on Form 10-K for the year ended December 31, 2017 and its subsequent reports on Form 10-Q and Form 8-K. Our ability to pay dividends in any period will depend upon various factors, including the limitations under any credit agreements to which we may be a party, applicable provisions of Marshall Islands law and the final determination by the Board of Directors each quarter after its review of our financial performance. The timing and amount of dividends, if any, could also be affected by factors affecting cash flows, results of operations, required capital expenditures, or reserves. As a result, the amount of dividends actually paid may vary. We do not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

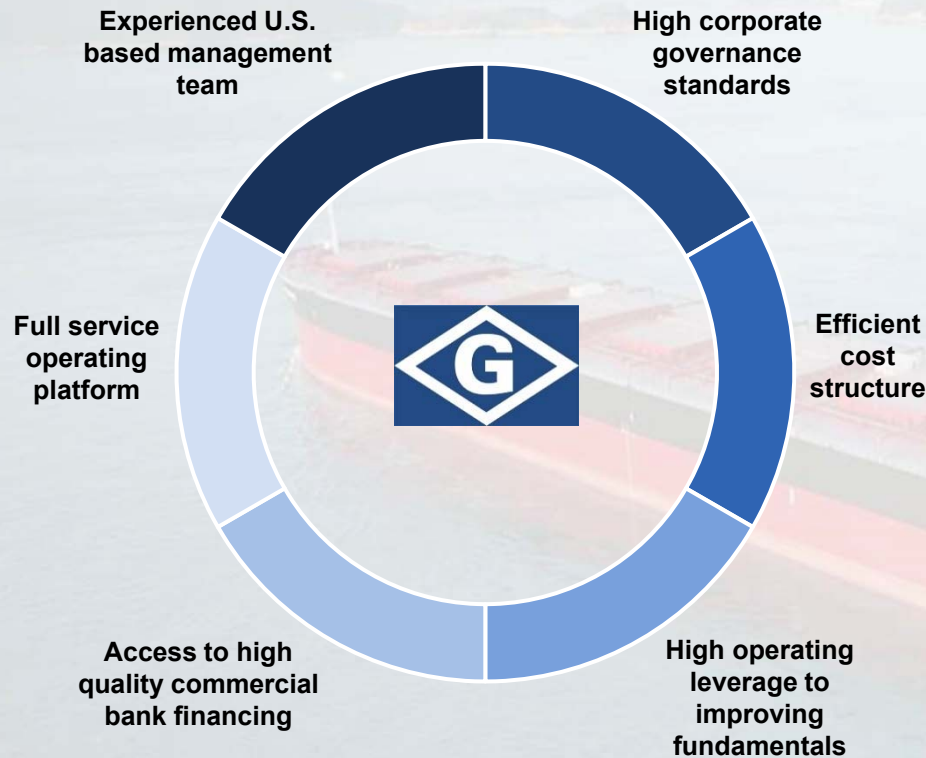




Executive Summary

Genco is Attractively Positioned to Capture Market Upside

Primary Differentiators of the Genco Platform



Key Company Developments

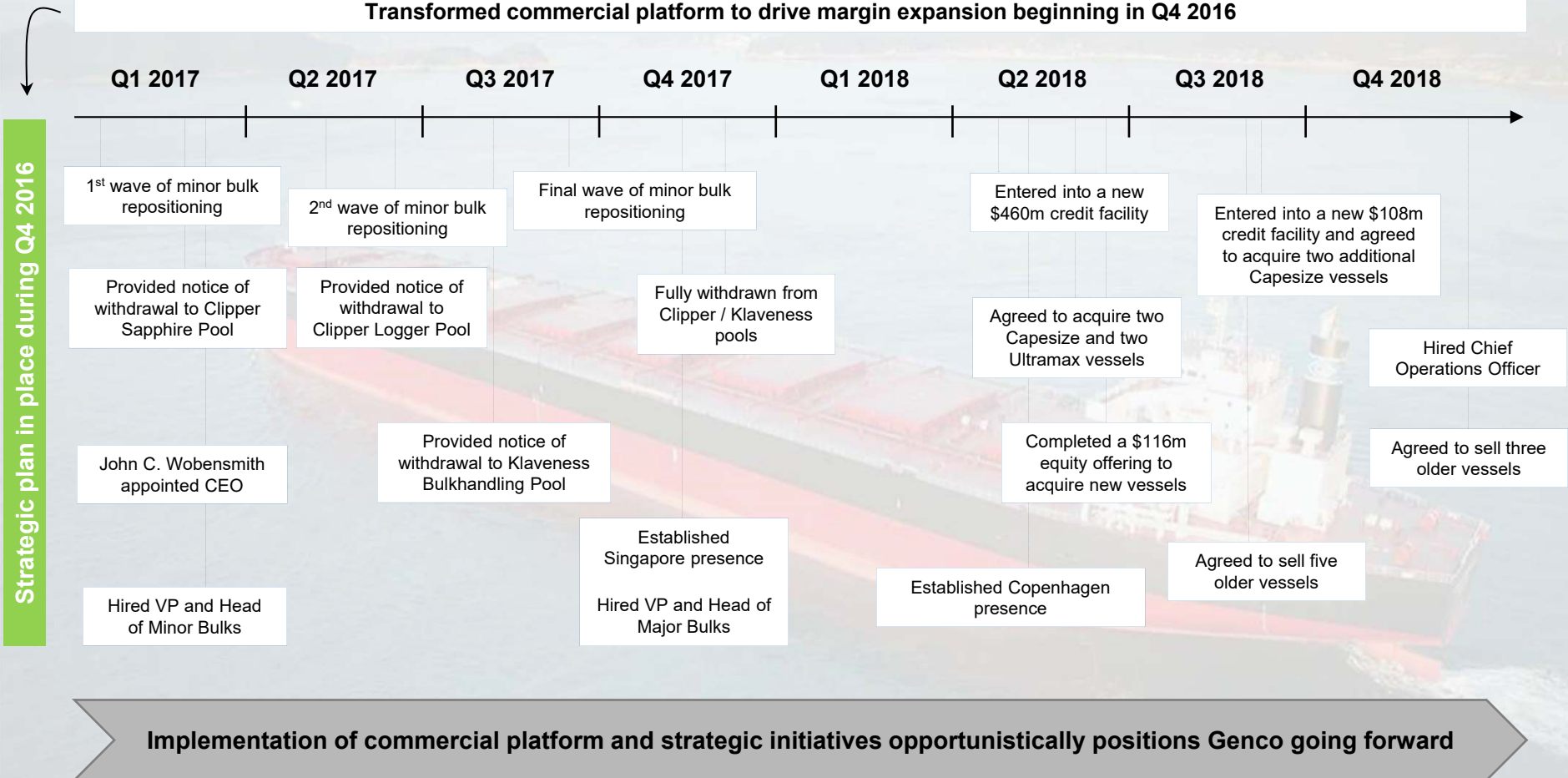
- ✓ Commercial platform investments driving revenue growth and margin expansion
- ✓ Short duration contracts to capture market upside
- ✓ Genco's fleet is directly aligned with global commodity flows through major and minor bulk strategy
- ✓ New credit facilities simplify balance sheet and improve flexibility to grow and return capital to shareholders
- ✓ Completed two separate acquisition transactions, taking delivery of a total of four Capesize and two Ultramax vessels
- ✓ Acquisitions and fleet renewal program aimed at modernizing fleet and increasing fuel efficiency
- ✓ Portfolio approach to IMO 2020 focuses on maximizing returns and maintaining optionality in evolving fuel market



Since the beginning of 2017, Genco has executed on its strategic plan

At the end of 2016, management began the transition from a tonnage provider to an active commercial strategy
At the same time, Genco has been executing on its fleet renewal and growth strategy

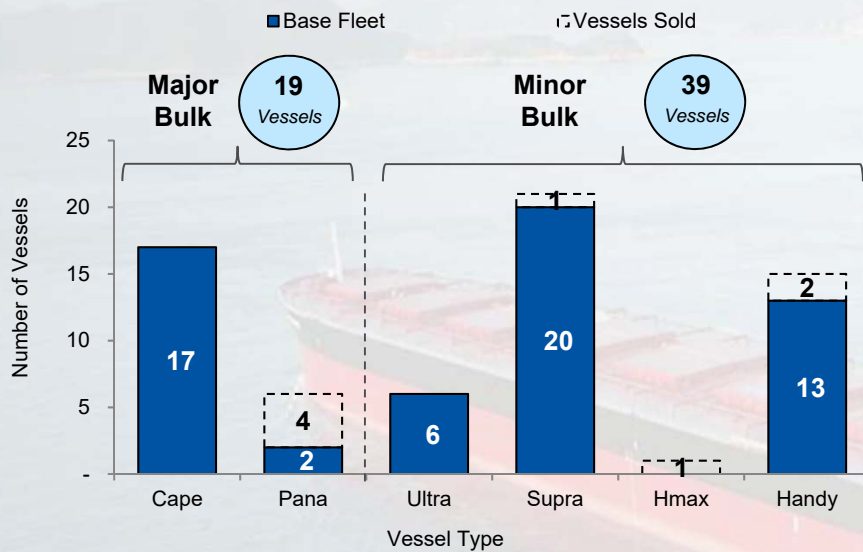
Transformed commercial platform to drive margin expansion beginning in Q4 2016



Where Genco Is Today...

Following the execution of two new credit facilities, an equity offering and two vessel acquisitions, Genco's improved fleet and balance sheet is as follows

Pro Forma Fleet Distribution



| | Pro Forma | Previous |
|-------------------|------------|------------|
| Total Fleet Size | 58 Vessels | 60 Vessels |
| Avg Age | 8.9 Years | 10.8 Years |
| Carrying Capacity | 5.1 mdwt | 4.7 mdwt |
| Avg Vessel Size | 88k dwt | 78k dwt |

Key Metrics

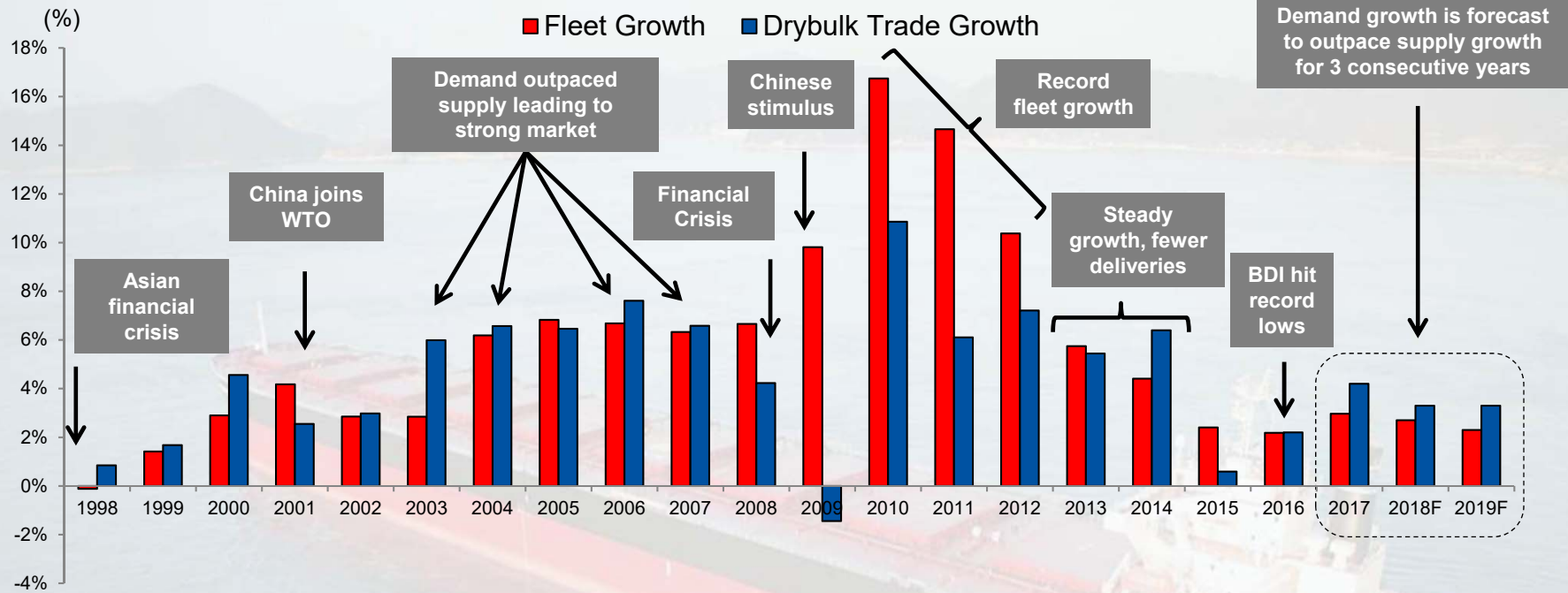
- **September 30, 2018 balances:**
 - Cash: \$166 million
 - Debt: \$568 million
- **Q3 2018 net income: \$5.7 million or \$0.14 per share**
- **Q3 2018 EBITDA: \$29.6 million**
- **Current debt structure:**
 - 2 credit facilities
 - Weighted average interest expense: L + 3.11%
- **Previous debt structure:**
 - 4 credit facilities
 - Weighted average interest expense: L + 4.11%

100bps decline in borrowing costs post refinancing or ~\$5m per year

Note: Please see the appendix for further detail.

How do Fundamentals Look Today as Compared to the Past

Drybulk Supply & Demand Growth over Last 20 Years



- Demand growth outpaced supply growth during various points in the 2000s
- A strong freight rate environment ensued leading to increased ordering of newbuilding vessels
- Robust ordering during boom years led to fleet growth outpacing demand growth for several years thereafter
- Recently, supply growth has eased to levels not seen since the late 1990s / early 2000s
- This led to demand growth exceeding supply growth in 2017 and 2018 resulting in a stronger drybulk market

Drybulk Supply and Demand Outlook in the Short Term

Demand growth is forecast to outpace supply growth once again which is expected to lead to further improvement in the drybulk market

Drybulk Market Catalysts

1

Iron Ore Trade Growth

- Iron ore capacity expansion from Vale to drive ton mile demand – ramp up to 400MT by 2019, +10MT from 2018
- Focus remains on high quality seaborne iron ore from Brazil and Australia

2

Steel Production

- One belt, one road initiative to support steel demand in developing economies
- Declining steel inventory levels to support production

3

Still Strong Global Economic Environment



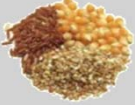

- Developing economies are expected to support trade growth particularly on the minor bulks

4

Low Fleet Growth

- ~2% net fleet growth per year which would be towards multi-decade lows
- Orderbook remains near 15 year lows

Supply & Demand Estimates

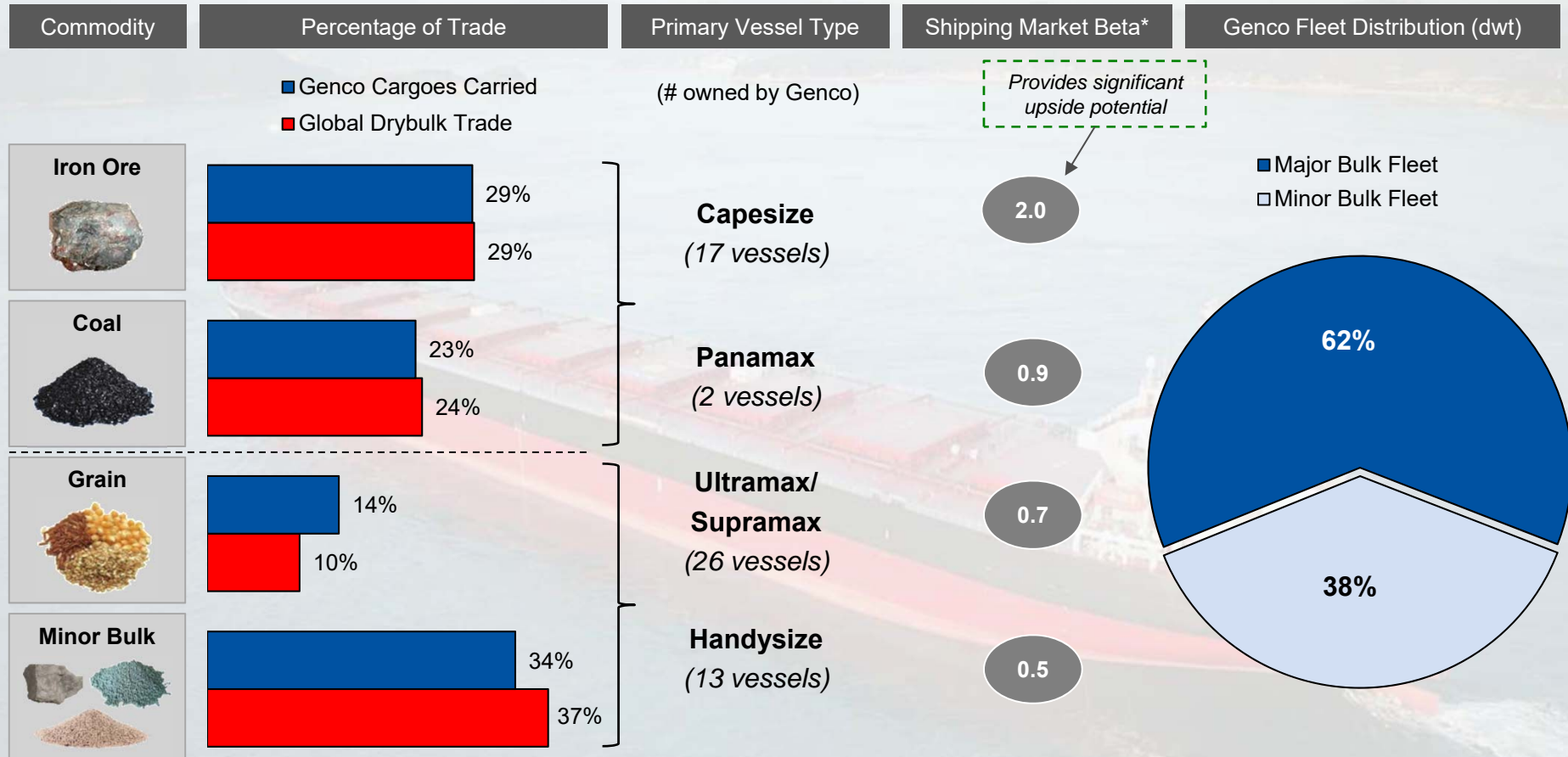
| | Vessel* | 2018 | 2019 |
|--|-----------|--------------|--------------|
| Iron Ore  | Capesize | +0.6% | +4.1% |
| | | | |
| Coal  | Capesize | +5.7% | +0.9% |
| | Panamax | | |
| Grain  | Panamax | +2.9% | +5.4% |
| | Supramax | | |
| | Handysize | | |
| Minor Bulk  | Supramax | +4.8% | +3.4% |
| | Handysize | | |
| | | | |
| Total Demand | | +3.3% | +3.3% |
| Fleet Growth | | +2.7% | +2.3% |

*Indicates the primary vessel type that carries the respective commodities. Supply and demand forecasts are based on Marsoft's base case as of January 2019.



Genco's Fleet Directly Aligns with Global Trade Dynamics

Genco's Capesize exposure provides upside earnings potential while minor bulk fleet provides steadier income



*Shipping market "beta" per Marsoft Incorporated.
Source: Clarksons Research Services Limited 2019.



Commercial Platform

The Genco Platform: Positioned to Capture Market Upside

Revamped Commercial Strategy

- Enhanced commercial strategy focused on increasing margins and outperforming benchmarks
 - Full in-house logistics solution to major cargo owners
 - Fleet concentrated on major and minor bulks
 - Capesize: upside potential linked to iron ore trade
 - Ultra/Supra: steadier income stream, versatile cargo carrying capabilities
 - Fleet deployment mix with a short-term bias providing optionality
-

Active Approach to Revenue Growth

- Commercial strategy centered around maximizing individual vessel returns
 - Leverage our in-house commercial expertise and relationships
 - Substantially increased our customer base providing a full-service logistics solution to cargo customers
-

Global Presence

- Headquartered in New York with a commercial presence in Singapore and Copenhagen
- Implemented real-time management of the Capesize and minor bulk fleet
- Created a 24-hour operation leading to effective decision making
- Provides global footprint for Genco to get close to cargo customers and end users

Active Commercial Strategy to Drive Margins

Fleet deployment strategy remains weighted towards short-term fixtures providing optionality

Major Bulk

Iron ore demand growth from long ton-mile origins to propel seaborne demand as focus turns to high quality materials

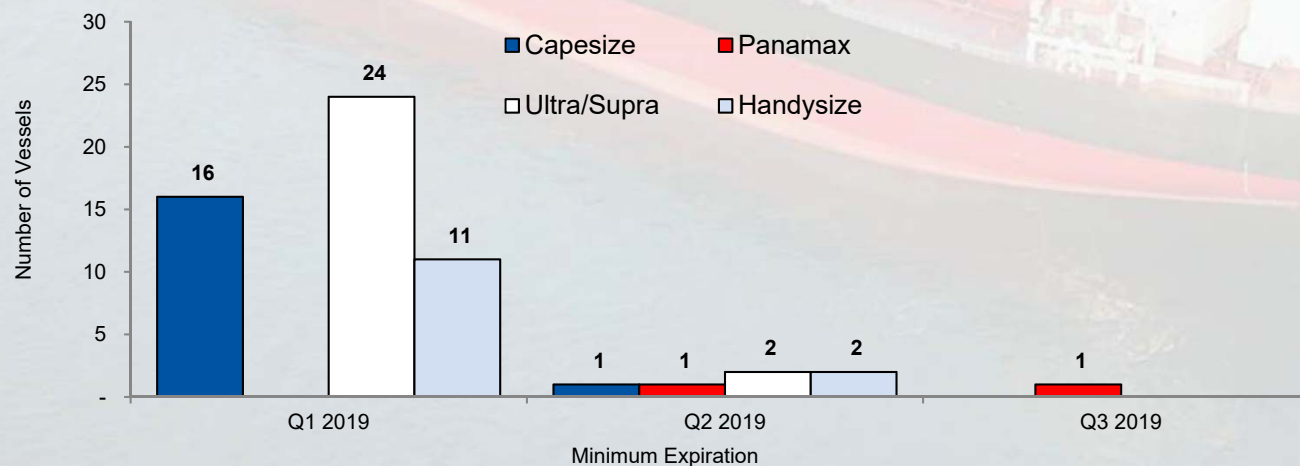
- Real-time management of Capesize fleet
- Significantly increased customer base
- Deeply entrenched with major bulk customers given Far East presence
- Portfolio approach to fixtures with a short-term bias
- Strategic timing of fixtures to capitalize on market trends and seasonality

Minor Bulk

Demand from developing economies to support coal, grain and minor bulk trades

- Real-time market intelligence drives margin expansion
- Further establish relationships with key customers
- Full-service logistics solution (voyage business & direct cargo liftings)
- Copenhagen presence rounds out the commercial platform
 - Provides the ability to take advantage of arbitrage opportunities and triangulation trading

Short-Term Bias to Capture Rising Market



Genco's Global Footprint: Ability to Maximize Revenue with all Major Geographical Regions Covered

Genco has vessels trading all of the world, a global presence has enabled the Company the ability to instantly capture market trends to maximize revenue generation



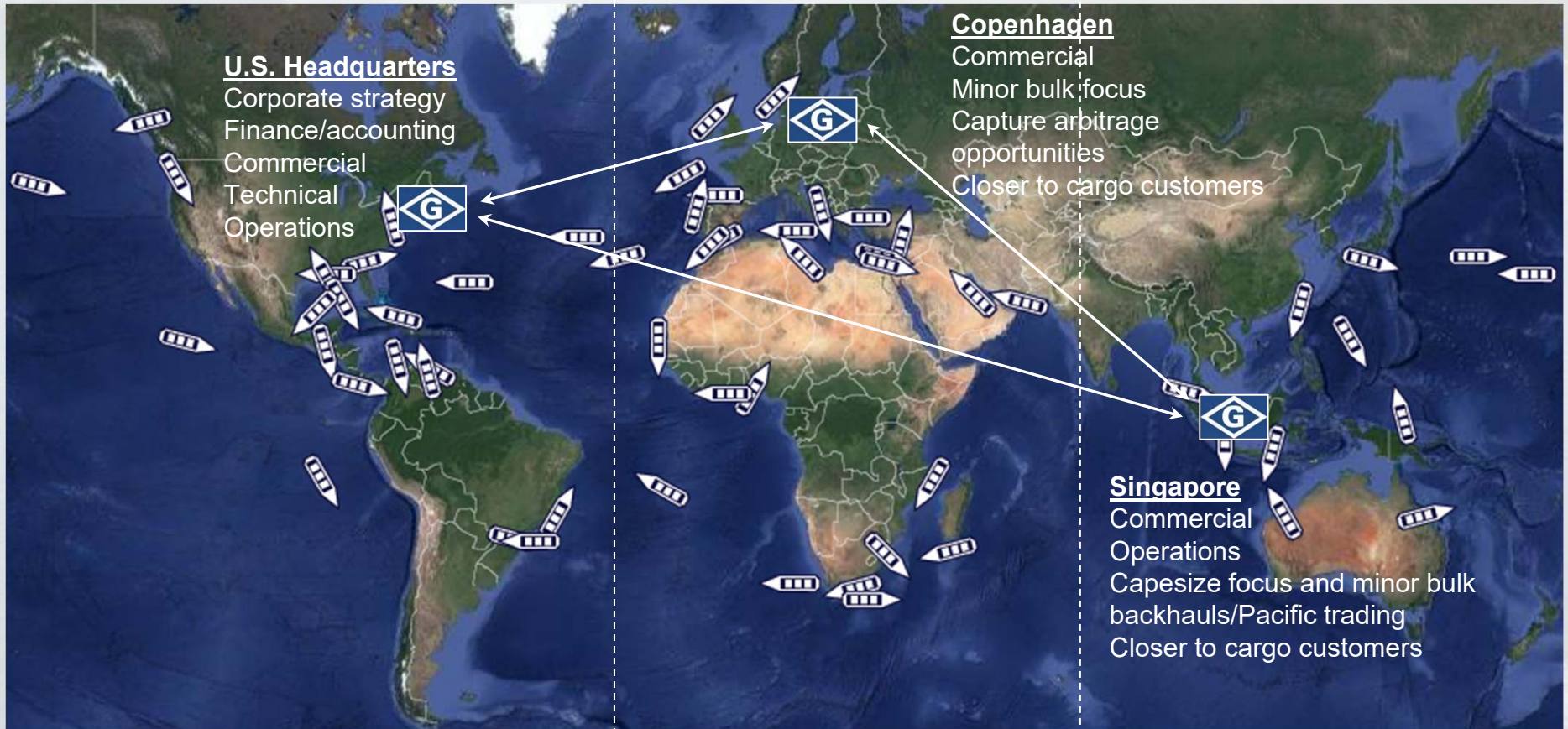
Americas



Europe



Asia



Time difference to US:

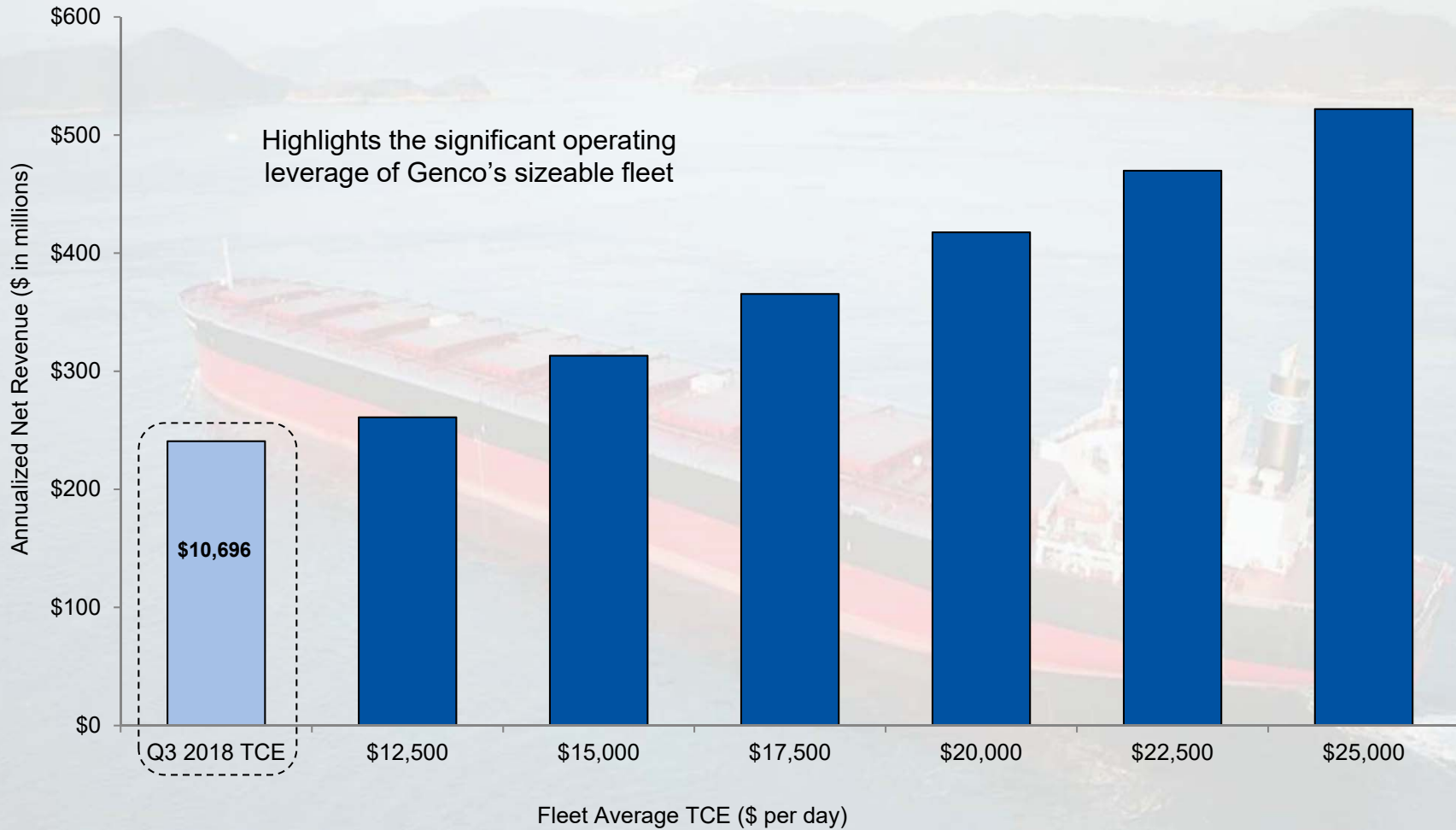
+6 hours

+12/13 hours



Sensitivity to Net Revenues

Every \$1,000 increase in TCE equates to ~\$21 million of incremental cash flow



Note: Based on current Pro Forma fleet of 58 vessels.

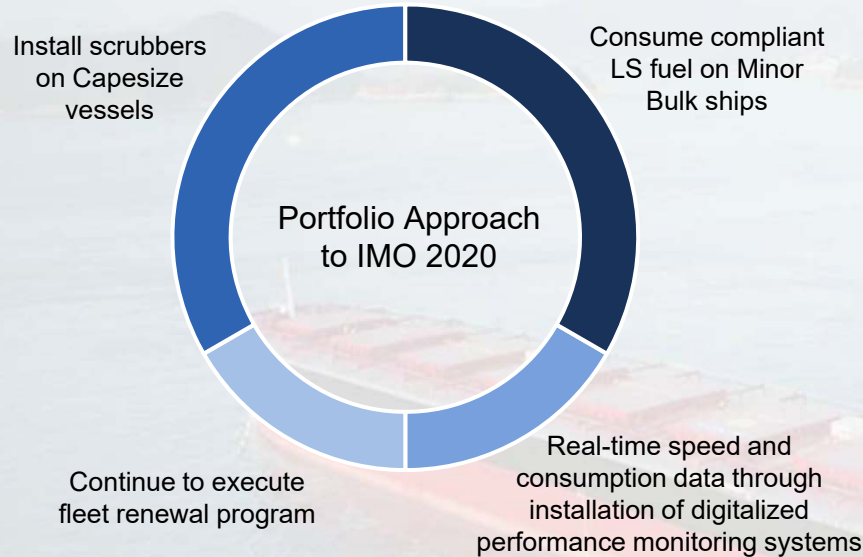




IMO 2020 Strategy

Current Fleet-Wide Strategy for IMO 2020 Compliance

Plan Reflects Balanced Approach



| | # of Vessels | % of Fleet | % of Fuel Cons. | |
|---|---------------|------------|-----------------|--------------|
| Install Scrubbers | 17 Vessels | 27% | 41% | To burn HSFO |
| Scrubber options | 15 Vessels | 24% | 20% | |
| Use Compliant Fuel (incl options / ex options) | 30/45 Vessels | 49%/73% | 39%/59% | |

Complementary to Genco's Commercial Strategy

- Focus on direct cargo and voyage business enables benefits to accrue to Genco
- Lack of long term charters allows flexibility towards evolving market conditions

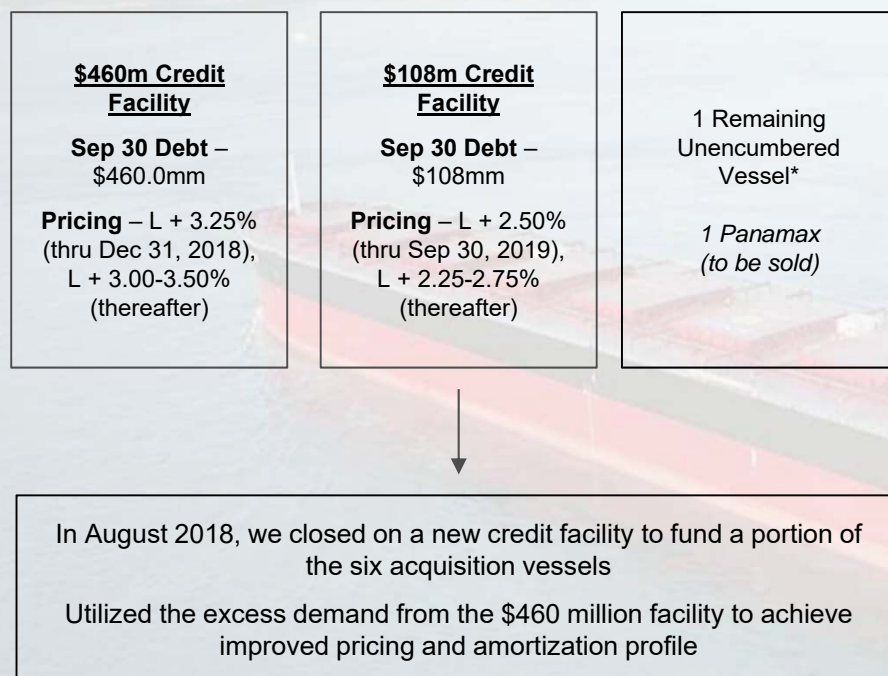


Financial Overview

Favorable Debt Structure

Simplified and efficient debt structure offers more flexibility and visibility into Genco's capital structure – Highlights Genco's access to high quality commercial bank financing

Commercial Bank Financing



Key Takeaways

- Simplified debt structure
- Lowered margins by 1.00% on a weighted average basis
- Improved terms
- Removed restrictions on additional indebtedness and vessel acquisitions
- Provided the Company with the ability to pay dividends
- Enhanced flexibility to execute upon fleet growth and renewal program
- Debt amortization of \$15 million per quarter began on December 31, 2018 for the \$460 million facility**
- Debt amortization of \$1.6 million per quarter began on December 31, 2018 for the \$108 million facility

*The Genco Surprise, the Genco Progress, the Genco Cavalier, the Genco Explorer, the Genco Muse, the Genco Beauty, and the Genco Knight were sold on August 7, 2018, September 13, 2018, October 16, 2018, November 13, 2018, December 5, 2018, December 17, 2018, and December 26, 2018 respectively. The Genco Vigour has been contracted to be sold as well.

**Follows an initial non-amortization period ending December 31, 2018. The amortization amount is to be recalculated based on changes in collateral vessels, prepayments as a result of collateral dispositions, or voluntary prepayments upon our request, subject to a minimum repayment profile in which the loan will be repaid to nil when the average age of the vessels serving as collateral from time to time reaches 17 years. Final payment of \$190,000,000 due on May 31, 2023.



Select Balance Sheet Items

Selected Financial Information

September 30, 2018

(Dollars in thousands)

Balance Sheet

| | |
|-----------------------------|-------------------------|
| Cash | <u>\$165,724</u> |
| Debt | \$568,000 |
| Shareholders' Equity | \$1,034,583 |

Strong balance sheet and liquidity position



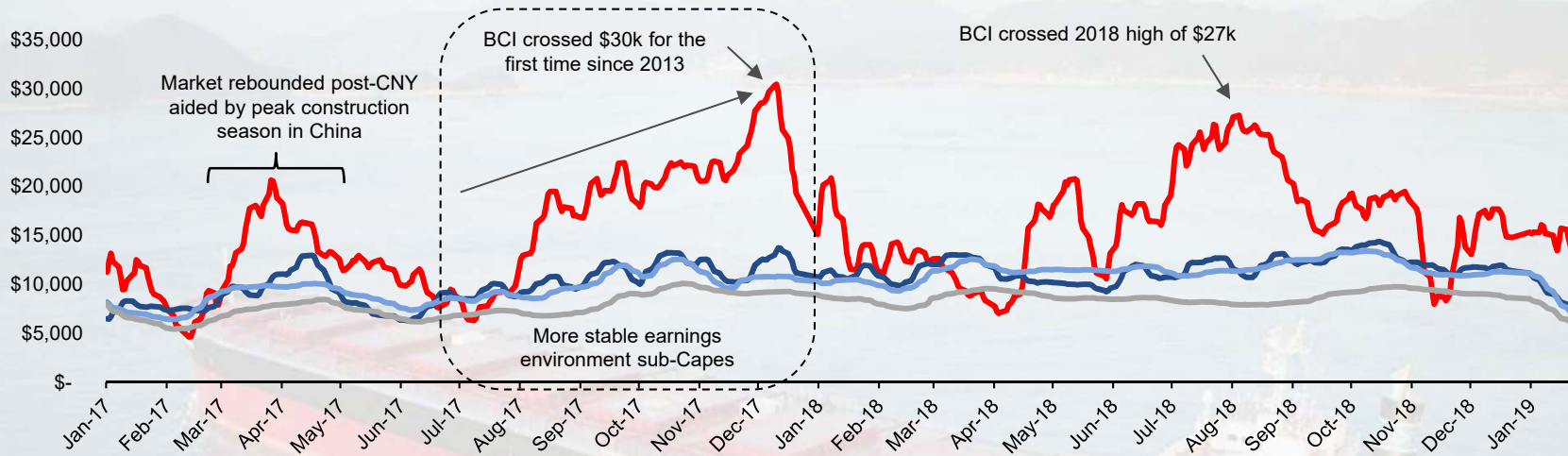
Industry Overview

Drybulk Freight Rate Development Since Jan 2017

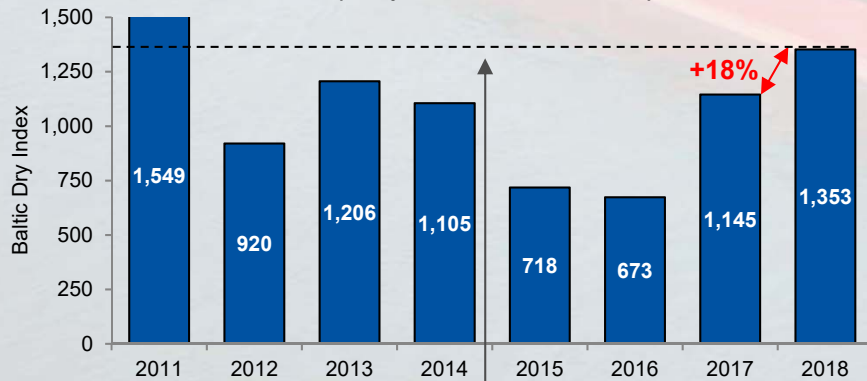
Capesize exposure provides upside earnings potential while minor bulk fleet provides a steadier income stream

— Capesize — Panamax
— Supramax — Handysize

Baltic Dry Index Performance – 2017 to date

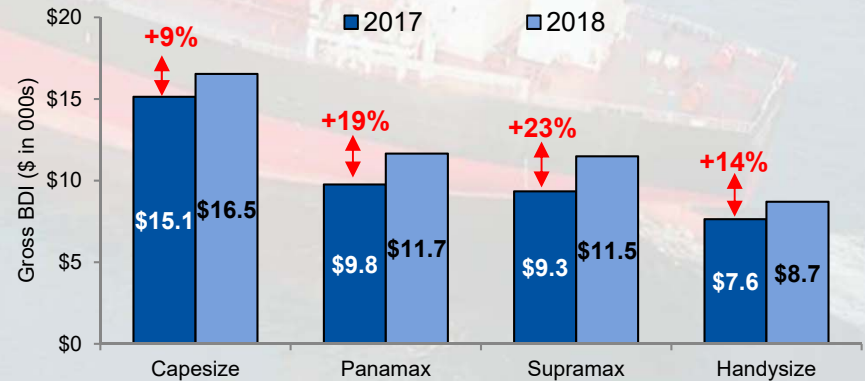


BDI Average (Every Year From 2011 to 2018)



2018 BDI average is the highest since 2011

BDI Performance – 2017 vs 2018



Recent Drybulk Supply and Demand Developments

Drybulk market is supported by positive supply side fundamentals & low orderbook providing a lesser bar for demand to exceed

Recent Developments

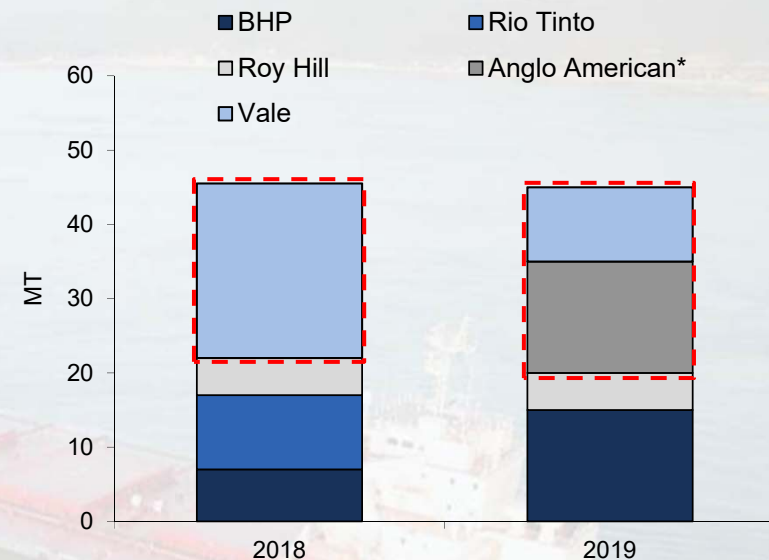
Major Bulks

- Capesize spot rates reached 2018 highs in Q3 and experienced significant volatility in Q4
- China iron ore stockpiles were drawn down as there was increased demand for less expensive, lower grade iron ore due to tighter steel mill margins
- Divergence between India's and China's coal power plant stockpiles
 - India's stockpiles are near 3 year lows while China's inventory has been built to multi-year highs

Minor Bulks

- China has reportedly been purchasing US soybeans following high-level US/China discussions
- Increased Brazilian soybean exports to China helped support the minor bulk market in the Atlantic
- Early indications point to another strong Brazilian crop that will see exports ramp up starting in February 2019
- Increased bauxite shipments from Guinea are expected to continue to add ton mile demand going forward

Key Iron Ore Expansion Plans⁽²⁾



| | 12 Mos 2018 | 12 Mos 2017 | % Variance |
|--------------------------|----------------|----------------|-------------|
| China | 928.3 | 870.9 | 6.6% |
| European Union | 168.1 | 168.5 | -0.3% |
| Japan | 104.3 | 104.7 | -0.3% |
| India | 106.5 | 101.5 | 4.9% |
| South Korea | 72.5 | 71.0 | 2.0% |
| Global Production | 1,789.6 | 1,712.5 | 4.5% |
| Ex-China | 861.3 | 841.6 | 2.3% |

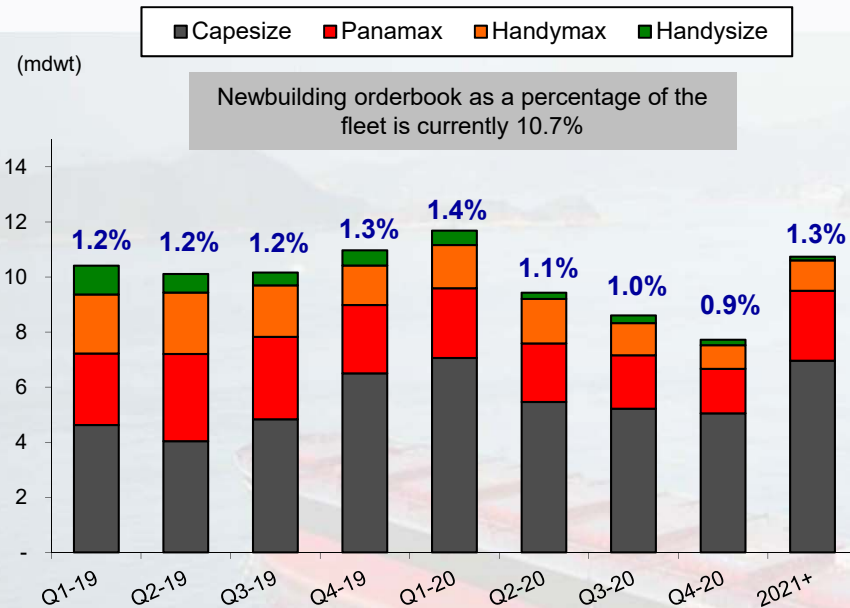
1) Source: World Steel Association
2) Source: Public statements by subject companies

*Anglo American's Minas Rio mine restarted iron ore operations at the end of 2018 following supply disruptions earlier in the year.

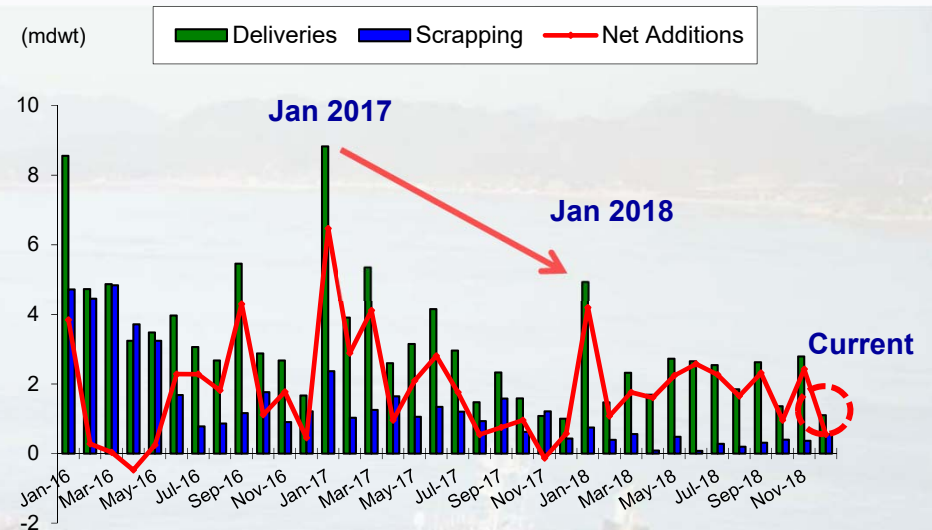


Supply Side Fundamentals

Current Drybulk Vessel Orderbook by Type



Drybulk Vessel Deliveries vs. Scrapping



- Total newbuilding deliveries were down by approximately 27% YOY
- Slippage rate in 2018 was approximately 20%
- The pace of scrapping dropped dramatically in 2018 falling by 67% YOY, the lowest point since 2007
- Newbuilding ordering declined by 21% in 2018 YOY
- Orderbook as a percentage of the fleet is currently at approximately 10.7%
- On the water tonnage greater than or equal to 20 years old totals 7.1% of the fleet on a dwt basis



A large cargo ship with a red hull and black upper section is sailing on a blue sea. The ship has several cargo holds on its deck and a white superstructure at the rear. In the background, there are mountains and a coastline. The word "Conclusion" is written in bold black text across the center of the image, flanked by two horizontal blue lines.

Conclusion

Preparing for the Year Ahead – 2019 Drybulk Outlook

Demand growth in 2019 is anticipated to outpace net fleet growth for the third consecutive year

2019 Demand Fundamentals

- Demand growth: 3.3%
- Iron ore trade to expand with Brazilian volumes
 - Vale: +10MT
 - Anglo American: +15MT
- Coal trade expected to be boosted by demand in India and inventory restocking
- Steady growth in minor bulk trades led by:
 - Grain
 - Bauxite
 - Nickel ore

2019 Supply Fundamentals

- Supply growth: 2.3%
- Orderbook as a percentage of the fleet: 10.7%
- OTW fleet \geq 20 years: 7.1%
- Expecting similar to slightly less N/B deliveries in 2019 compared to 2018
- Increased scrapping potential due to new environmental regulations
- Expecting declining fleet-wide productivity due to:
 - A high drydocking year for the world fleet
 - Scrubber installations in 2H 2019



2019: The New Path Forward To Continue to Deliver Results

Genco is attractively positioned to capture market upside

Leadership

- Experienced US-based management team

Genco's Fleet

- Large fleet mirrors global trade dynamics – scale provides significant operating leverage

Commercial Platform

- Active management through global commercial platform and full-service logistics solution

Efficient Cost Structure

- Have meaningfully reduced costs without sacrificing high quality and safety standards

Capital Structure

- Simplified balance sheet that provides ample flexibility

IMO 2020

- Comprehensive plan including installing scrubbers on Capes, with minor bulk options

Fleet Growth & Renewal

- Continue to execute the fleet renewal plan and redeploy capital

Drybulk Market

- Demand growth expected to outpace supply growth once again in 2019



A large cargo ship with a red hull and black upper section is sailing on a blue sea. The ship has several cargo holds on its deck and a white superstructure at the stern. In the background, there are mountains and a coastline. The word "Appendix" is written in bold black text in the center of the image, flanked by two horizontal blue lines.

Appendix

Pro Forma Genco Fleet List*

| Major Bulk | | | Minor Bulk | | | | | | Capesize |
|-------------------|------------|---------|-----------------|------------|--------|--|------------|--------|--|
| Vessel Name | Year Built | Dwt | Vessel Name | Year Built | Dwt | Vessel Name | Year Built | Dwt | |
| Capesize | | | Ultramax | | | Baltic Cougar | | |  17 |
| Genco Resolute | 2015 | 181,060 | Baltic Hornet | 2014 | 63,574 | Genco Loire | 2009 | 53,430 | |
| Genco Endeavour | 2015 | 181,060 | Baltic Mantis | 2015 | 63,470 | Genco Lorraine | 2009 | 53,417 | |
| Genco Constantine | 2008 | 180,183 | Baltic Scorpion | 2015 | 63,462 | Baltic Panther | 2009 | 53,350 |  2 |
| Genco Augustus | 2007 | 180,151 | Baltic Wasp | 2015 | 63,389 | Handysize | | | |
| Genco Liberty | 2016 | 180,032 | Genco Weatherly | 2014 | 61,556 | Genco Spirit | 2011 | 34,432 | |
| Genco Defender | 2016 | 180,021 | Genco Columbia | 2016 | 60,294 | Genco Mare | 2011 | 34,428 |  26 |
| Genco Tiger | 2011 | 179,185 | Supramax | | | Genco Ocean | 2010 | 34,409 | |
| Baltic Lion | 2012 | 179,185 | Genco Hunter | 2007 | 58,729 | Baltic Wind | 2009 | 34,408 | |
| Genco London | 2007 | 177,833 | Genco Auvergne | 2009 | 58,020 | Baltic Cove | 2010 | 34,403 |  13 |
| Baltic Wolf | 2010 | 177,752 | Genco Ardennes | 2009 | 58,018 | Genco Avra | 2011 | 34,391 | |
| Genco Titus | 2007 | 177,729 | Genco Bourgogne | 2010 | 58,018 | Baltic Breeze | 2010 | 34,386 | |
| Baltic Bear | 2010 | 177,717 | Genco Brittany | 2010 | 58,018 | Genco Bay | 2010 | 34,296 | <div style="border: 2px solid black; padding: 5px; background-color: #e6f2ff;"> <p style="text-align: center; margin: 0;">Pro forma modern, diversified fleet</p> <p style="text-align: center; margin: 0;">17 Capesize</p> <p style="text-align: center; margin: 0;">2 Panamax</p> <p style="text-align: center; margin: 0;">6 Ultramax</p> <p style="text-align: center; margin: 0;">20 Supramax</p> <p style="text-align: center; margin: 0;">13 Handysize</p> </div> |
| Genco Tiberius | 2007 | 175,874 | Genco Languedoc | 2010 | 58,018 | Baltic Hare | 2009 | 31,887 | |
| Genco Commodus | 2009 | 169,098 | Genco Pyrenees | 2010 | 58,018 | Baltic Fox | 2010 | 31,883 | |
| Genco Hadrian | 2008 | 169,025 | Genco Rhone | 2011 | 58,018 | Genco Champion | 2006 | 28,445 | <div style="border: 2px solid black; padding: 5px; background-color: #e6f2ff;"> <p style="text-align: center; margin: 0;">Pro forma modern, diversified fleet</p> <p style="text-align: center; margin: 0;">17 Capesize</p> <p style="text-align: center; margin: 0;">2 Panamax</p> <p style="text-align: center; margin: 0;">6 Ultramax</p> <p style="text-align: center; margin: 0;">20 Supramax</p> <p style="text-align: center; margin: 0;">13 Handysize</p> </div> |
| Genco Maximus | 2009 | 169,025 | Genco Aquitaine | 2009 | 57,981 | Genco Challenger | 2003 | 28,428 | |
| Genco Claudius | 2010 | 169,001 | Genco Warrior | 2005 | 55,435 | Genco Charger | 2005 | 28,398 | |
| Panamax | | | Genco Predator | 2005 | 55,407 | <div style="border: 2px solid black; padding: 5px; background-color: #e6f2ff;"> <p style="text-align: center; margin: 0;">Pro forma modern, diversified fleet</p> <p style="text-align: center; margin: 0;">17 Capesize</p> <p style="text-align: center; margin: 0;">2 Panamax</p> <p style="text-align: center; margin: 0;">6 Ultramax</p> <p style="text-align: center; margin: 0;">20 Supramax</p> <p style="text-align: center; margin: 0;">13 Handysize</p> </div> | | |  13 |
| Genco Thunder | 2007 | 76,588 | Genco Provence | 2004 | 55,317 | | | | |
| Genco Raptor | 2007 | 76,499 | Genco Picardy | 2005 | 55,257 | | | | |
| | | | Genco Normandy | 2007 | 53,596 | | | | |
| | | | Baltic Jaguar | 2009 | 53,473 | | | | |
| | | | Baltic Leopard | 2009 | 53,446 | | | | |

- Genco fleet list pro forma for announced vessel sales
- Red boxes indicate sales candidates under the Company's previously announced fleet renewal plan



Third Quarter Earnings

INCOME STATEMENT DATA:

Revenues:

Voyage revenues
Total revenues

Operating expenses:

Voyage expenses
Vessel operating expenses
Charter hire expenses
General and administrative expenses (inclusive of nonvested stock amortization expense of \$0.6 million, \$1.3 million, \$1.8 million and \$3.5 million, respectively)
Technical management fees
Depreciation and amortization
Impairment of vessel assets
Gain on sale of vessels
Total operating expenses

Operating income (loss)

Other (expense) income:

Other income (expense)
Interest income
Interest expense
Loss on debt extinguishment
Other expense

Income (loss) before income taxes

Income tax expense

Net income (loss)

Net earnings (loss) per share - basic

Net earnings (loss) per share - diluted

Weighted average common shares outstanding - basic

Weighted average common shares outstanding - diluted

| | Three Months Ended September 30, 2018 | Three Months Ended September 30, 2017 | Nine Months Ended September 30, 2018 | Nine Months Ended September 30, 2017 |
|--|--|--|--|---|
| | (Dollars in thousands, except share and per share data) (unaudited) | | (Dollars in thousands, except share and per share data) (unaudited) | |
| | \$ 92,263 | \$ 51,161 | \$ 255,336 | \$ 134,780 |
| | 92,263 | 51,161 | 255,336 | 134,780 |
| | 31,475 | 5,550 | 78,551 | 9,743 |
| | 25,155 | 25,131 | 72,642 | 73,867 |
| | 723 | - | 1,231 | - |
| | 5,033 | 5,889 | 16,761 | 16,550 |
| | 2,028 | 1,883 | 5,926 | 5,735 |
| | 17,269 | 17,836 | 50,605 | 54,194 |
| | - | 18,654 | 56,586 | 21,993 |
| | (1,509) | - | (1,509) | (7,712) |
| | 80,174 | 74,943 | 280,793 | 174,370 |
| | 12,089 | (23,782) | (25,457) | (39,590) |
| | 213 | (37) | 272 | (152) |
| | 1,062 | 494 | 2,743 | 1,006 |
| | (7,656) | (7,857) | (24,249) | (22,559) |
| | - | - | (4,533) | - |
| | (6,381) | (7,400) | (25,767) | (21,705) |
| | 5,708 | (31,182) | (51,224) | (61,295) |
| | - | - | - | - |
| | \$ 5,708 | \$ (31,182) | \$ (51,224) | \$ (61,295) |
| | \$ 0.14 | \$ (0.90) | \$ (1.37) | \$ (1.80) |
| | \$ 0.14 | \$ (0.90) | \$ (1.37) | \$ (1.80) |
| | 41,618,187 | 34,469,998 | 37,263,200 | 34,135,736 |
| | 41,821,008 | 34,469,998 | 37,263,200 | 34,135,736 |



September 30, 2018 Balance Sheet

BALANCE SHEET DATA:

| | |
|---|--|
| Cash (including restricted cash) | |
| Current assets | |
| Total assets | |
| Current liabilities (excluding current portion of long-term debt) | |
| Current portion of long-term debt | |
| Long-term debt (net of \$17.2 million and \$9.0 million of unamortized debt issuance costs at September 30, 2018 and December 31, 2017, respectively) | |
| Shareholders' equity | |

| September 30, 2018 | | December 31, 2017 | |
|------------------------|-----------|-------------------|-----------|
| (Dollars in thousands) | | | |
| (unaudited) | | | |
| \$ | 166,039 | \$ | 204,946 |
| | 237,308 | | 217,239 |
| | 1,632,274 | | 1,520,959 |
| | 43,315 | | 27,952 |
| | 66,320 | | 24,497 |
| | 484,480 | | 490,895 |
| | 1,034,583 | | 975,027 |

OTHER FINANCIAL DATA:

| | |
|---|--|
| Net cash provided by operating activities | |
| Net cash (used in) provided by investing activities | |
| Net cash provided by (used in) financing activities | |

| Three Months Ended | | September 30, 2017 | |
|------------------------|---------|--------------------|----------|
| September 30, 2018 | | | |
| (Dollars in thousands) | | | |
| (unaudited) | | | |
| N/A | | | |
| (unaudited) | | | |
| \$ | 5,708 | \$ | (31,182) |
| | 6,594 | | 7,363 |
| | - | | - |
| | 17,269 | | 17,836 |
| \$ | 29,571 | \$ | (5,983) |
| | - | | 18,654 |
| | (1,509) | | - |
| | - | | - |
| \$ | 28,062 | \$ | 12,671 |

| Nine Months Ended | | September 30, 2017 | |
|------------------------|-----------|--------------------|----------|
| September 30, 2018 | | | |
| (Dollars in thousands) | | | |
| (unaudited) | | | |
| \$ | 43,375 | \$ | 3,721 |
| | (226,491) | | 15,781 |
| | 144,209 | | (3,465) |
| (unaudited) | | | |
| \$ | (51,224) | \$ | (61,295) |
| | 21,506 | | 21,553 |
| | - | | - |
| | 50,605 | | 54,194 |
| \$ | 20,887 | \$ | 14,452 |
| | 56,586 | | 21,993 |
| | (1,509) | | (7,712) |
| | 4,533 | | - |
| \$ | 80,497 | \$ | 28,733 |

EBITDA Reconciliation:

Net income (loss)

| | |
|---------------------------------|--|
| + Net interest expense | |
| + Income tax expense | |
| + Depreciation and amortization | |
| EBITDA⁽¹⁾ | |

| | |
|-------------------------------|--|
| + Impairment of vessel assets | |
| - Gain on sale of vessels | |
| + Loss on debt extinguishment | |
| Adjusted EBITDA | |

- (1) EBITDA represents net income (loss) plus net interest expense, taxes, and depreciation and amortization. EBITDA is included because it is used by management and certain investors as a measure of operating performance. EBITDA is used by analysts in the shipping industry as a common performance measure to compare results across peers. Our management uses EBITDA as a performance measure in consolidating internal financial statements and it is presented for review at our board meetings. We believe that EBITDA is useful to investors as the shipping industry is capital intensive which often results in significant depreciation and cost of financing. EBITDA presents investors with a measure in addition to net income to evaluate our performance prior to these costs. EBITDA is not an item recognized by U.S. GAAP (i.e. non-GAAP measure) and should not be considered as an alternative to net income, operating income or any other indicator of a company's operating performance required by U.S. GAAP. EBITDA is not a measure of liquidity or cash flows as shown in our consolidated statement of cash flows. The definition of EBITDA used here may not be comparable to that used by other companies.



Third Quarter Highlights

FLEET DATA:

Total number of vessels at end of period
 Average number of vessels (1)
 Total ownership days for fleet (2)
 Total chartered-in days (3)
 Total available days (4)
 Total available days for owned fleet (5)
 Total operating days for fleet (6)
 Fleet utilization (7)

AVERAGE DAILY RESULTS:

Time charter equivalent (8)
 Daily vessel operating expenses per vessel (9)

| | Three Months Ended | | Nine Months Ended | |
|--|--------------------|--------------------|--------------------|--------------------|
| | September 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 |
| | (unaudited) | | (unaudited) | |
| | 64 | 60 | 64 | 60 |
| | 61.7 | 60.0 | 60.6 | 61.1 |
| | 5,673 | 5,520 | 16,533 | 16,687 |
| | 65 | - | 114 | - |
| | 5,680 | 5,399 | 16,505 | 16,242 |
| | 5,615 | 5,399 | 16,391 | 16,242 |
| | 5,623 | 5,308 | 16,318 | 16,003 |
| | 98.5% | 97.9% | 98.5% | 97.8% |
| | | | | |
| | \$ 10,696 | \$ 8,448 | \$ 10,710 | \$ 7,698 |
| | 4,434 | 4,553 | 4,394 | 4,427 |

- (1) Average number of vessels is the number of vessels that constituted our fleet for the relevant period, as measured by the sum of the number of days each vessel was part of our fleet during the period divided by the number of calendar days in that period.
- (2) We define ownership days as the aggregate number of days in a period during which each vessel in our fleet has been owned by us. Ownership days are an indicator of the size of our fleet over a period and affect both the amount of revenues and the amount of expenses that we record during a period.
- (3) We define chartered-in days as the aggregate number of days in a period during which we chartered-in third-party vessels.
- (4) We define available days, which Genco has recently updated and incorporated in the table above to better demonstrate the manner in which Genco evaluates its business, as the number of our ownership days and chartered-in days less the aggregate number of days that our vessels are off-hire due to familiarization upon acquisition, repairs or repairs under guarantee, vessel upgrades or special surveys. Amounts for available days in the table above for the periods ended September 30, 2017 have been adjusted for our updated method of calculating available days. Companies in the shipping industry generally use available days to measure the number of days in a period during which vessels should be capable of generating revenues.
- (5) We define available days for the owned fleet as available days less chartered-in days.
- (6) We define operating days as the number of our available days in a period less the aggregate number of days that our vessels are off-hire due to unforeseen circumstances. The shipping industry uses operating days to measure the aggregate number of days in a period during which vessels actually generate revenues. Amounts for operating days in the table above for the periods ended September 30, 2017 have been adjusted for our updated method of calculating available days.
- (7) We calculate fleet utilization, which Genco has recently updated and incorporated in the table above to better demonstrate the manner in which Genco evaluates its business, as the number of our operating days during a period divided by the number of ownership days plus chartered-in days less drydocking days. Amounts for fleet utilization in the table above for the periods ended September 30, 2017 have been adjusted for our updated method of calculating fleet utilization.
- (8) We define TCE rates as our voyage revenues less voyage expenses and charter-hire expenses, divided by the number of the available days of our owned fleet during the period, 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 charterhire rates for vessels on voyage charters are generally not expressed in per-day amounts while charterhire rates for vessels on time charters generally are expressed in such amounts.
- (9) We define daily vessel operating expenses to include crew wages and related costs, the cost of insurance expenses relating to repairs and maintenance (excluding drydocking), the costs of spares and consumable stores, tonnage taxes and other miscellaneous expenses. Daily vessel operating expenses are calculated by dividing vessel operating expenses by ownership days for the relevant period.



Time Charter Equivalent Reconciliation⁽¹⁾

Total Fleet

Voyage revenues (in thousands)
 Voyage expenses (in thousands)
 Charter hire expenses (in thousands)

Total available days for owned fleet

Total TCE rate

| Three Months Ended | |
|--------------------|--------------------|
| September 30, 2018 | September 30, 2017 |
| (unaudited) | |
| \$ 92,263 | \$ 51,161 |
| 31,475 | 5,550 |
| 723 | - |
| 60,065 | 45,611 |
| 5,615 | 5,399 |
| \$ 10,696 | \$ 8,448 |

| Nine Months Ended | |
|--------------------|--------------------|
| September 30, 2018 | September 30, 2017 |
| (unaudited) | |
| \$ 255,336 | \$ 134,780 |
| 78,551 | 9,743 |
| 1,231 | - |
| 175,554 | 125,037 |
| 16,391 | 16,242 |
| \$ 10,710 | \$ 7,698 |

Total Fleet

Voyage revenues (in thousands)
 Voyage expenses (in thousands)
 Charter hire expenses (in thousands)

Total available days for owned fleet

Total TCE rate

| Three Months Ended | | | | | |
|--------------------|---------------|--------------------|-------------------|----------------|---------------|
| March 31, 2017 | June 30, 2017 | September 30, 2017 | December 31, 2017 | March 31, 2018 | June 30, 2018 |
| (unaudited) | | | | | |
| \$ 38,249 | \$ 45,370 | \$ 51,161 | \$ 74,918 | \$ 76,916 | \$ 86,157 |
| 3,241 | 951 | 5,550 | 15,579 | 21,093 | 25,983 |
| - | - | - | - | - | 509 |
| 35,008 | 44,419 | 45,611 | 59,339 | 55,823 | 59,665 |
| 5,538 | 5,319 | 5,399 | 5,514 | 5,335 | 5,442 |
| \$ 6,321 | \$ 8,351 | \$ 8,448 | \$ 10,761 | \$ 10,463 | \$ 10,964 |

- (1) We define TCE rates as our voyage revenues less voyage expenses and charter-hire expenses, divided by the number of the available days of our owned fleet during the period, 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 charterhire rates for vessels on voyage charters are generally not expressed in per-day amounts, while charterhire rates for vessels on time charters generally are expressed in such amounts.

