



COSTAMARE INC.

Fourth Quarter 2022

Financial Results Conference Call

February 8, 2023

# Forward-Looking Statements

This presentation contains certain “forward-looking statements” (as such term is defined in Section 21E of the Securities Exchange Act of 1934, as amended). All statements, other than statements of historical facts, that address activities, events or developments that Costamare Inc. (the “Company”) expects, projects, believes or anticipates will or may occur in the future, including, without limitation, future operating or financial results and future revenues and expenses, future, pending or recent acquisitions, general market conditions and shipping industry trends, the financial condition and liquidity of the Company, cash available for dividend payments, future capital expenditures and dry-docking costs and newbuild vessels and expected delivery dates, are forward-looking statements. Although the Company believes that its expectations stated in this presentation are based on reasonable assumptions, actual results may differ from those projected in the forward-looking statements. Important factors that, in our view, could cause actual results to differ materially from the future results discussed in the forward-looking statements include, without limitation, global supply and demand for containerships and dry bulk vessels, the financial stability of the Company’s counterparties and charterers, global economic weakness, disruptions in the world financial markets, the loss of one or more customers, a decrease in the level of Chinese exports, the availability of debt financing, our ability to expand through newbuildings and secondhand acquisitions, risks associated with the operation of the Framework Agreement with our joint venture partner, delay in the delivery of newbuildings, rising crew and fuel costs, increases in capital expenditure requirements or operating costs, a decrease in containership or dry bulk vessel values, increased competition in the industry, re-chartering risk, fluctuations in interest rates, actions taken by governmental and regulatory authorities, potential liability for future litigation and environmental liabilities, the availability of adequate insurance coverage, potential disruption of shipping routes due to accidents or political conditions and the other factors discussed in the Company’s most recent Annual Report on Form 20-F (File No. 001-34934). All forward-looking statements reflect management’s current views with respect to certain future events, and the Company expressly disclaims any obligation to update or revise any of these forward-looking statements, whether because of future events, new information, a change in the Company’s views or expectations, or otherwise.

# Highlights (1/5)

## 2022 – Another Record Year

- ▶ 2022 Net Income available to common stockholders of **\$523.9 million (\$4.26 per share)** vs \$404.1 million (\$3.28 per share) in 2021.
- ▶ 2022 Adjusted Net Income available to common stockholders <sup>(1)</sup> of **\$405.3 million (\$3.30 per share)** vs \$289.9 million (\$2.36 per share) in 2021.
- ▶ Q4 2022 Net Income available to common stockholders of **\$186.7 million (\$1.53 per share)** vs \$153.4 million (\$1.24 per share) in Q4 2021.
- ▶ Q4 2022 Adjusted Net Income available to common stockholders <sup>(1)</sup> of **\$74.8 million (\$0.61 per share)** vs \$112.1 million (\$0.91 per share) in Q4 2021.
- ▶ 2022 Year-end liquidity of **\$973.2 million** <sup>(2)</sup> vs \$552.3 million <sup>(3)</sup> in 2021 Year-end.

### Notes

1. Adjusted Net Income available to common stockholders and respective per share figures are non-GAAP measures and should not be used in isolation or as substitutes for Costamare's financial results presented in accordance with U.S. generally accepted accounting principles ("GAAP"). For the definition and reconciliation of these measures to the most directly comparable financial measure calculated and presented in accordance with GAAP, please refer to Appendix I.
2. Including our share of cash amounting to \$4.5 million held by vessel owning-companies set-up pursuant to the Framework Deed dated May 15, 2013, as amended and restated from time to time (the "Framework Deed"), between the Company and York Capital Management Global Advisors LLC and an affiliated fund (collectively, "York"), short term investments in U.S. Treasury Bills amounting to \$120.0 million and \$37.1 million of available undrawn funds from one hunting license facility as of December 31, 2022.
3. Including our share of cash amounting to \$5.5 million held by vessel owning-companies set-up pursuant to the Framework Deed and \$193.3 million of available undrawn funds from two hunting license facilities (adjusted for the \$56.7 million drawn between January 1, 2022 and March 9, 2022 (date of Q4 2021 earnings release)).

# Highlights (2/5)

## Dry Bulk Operating Platform

- ▶ Fully consolidated newly set-up dry bulk operating company, Costamare Bulkers Inc. ("CBI").
- ▶ CBI's activities focus on the charter-in/out of dry bulk vessels along with the entering into contracts of affreightment.
- ▶ Active trading of forward freight agreements ("FFAs") and bunker swaps for, among other, hedging purposes.
- ▶ \$100 million invested to date with an investment commitment of up to \$200 million.
- ▶ Global footprint through offices in Athens and Monaco and through agencies in Copenhagen, Hamburg and Singapore.
- ▶ Fixed 23<sup>(1)</sup> vessels (14xNewcastlemax/Capesize and 9xKamsarmax/Panamax) of a total capacity of c. 3.5 million dwt, entered into contracts of affreightment, as well as FFAs and bunker swaps in order to manage exposure proactively.
- ▶ 9 chartered-in vessels have been delivered and running. <sup>(1)</sup>

### Notes

1. As of February 8, 2023.

# Highlights (3/5)

## New Financings and Capital Structure Update

- ▶ No significant loan / lease maturities until 2026.
- ▶ Corporate Leverage on a Market Values basis remains below **35%**.<sup>(1)</sup>
- ▶ No history of debt restructurings, covenant waivers or debt deferral requests.
- ▶ New financing agreements during Q4 2022 totaling approximately **\$558 million** in aggregate without material increase in leverage:
  - ❖ Loan proceeds from two new financing facilities of approximately **\$408 million** for the refinancing of existing indebtedness and general corporate purposes of 12 containerships. Extension of maturity for 10 out of 12 vessels and significant improvement of the funding cost.
  - ❖ Bilateral hunting license facility for a total amount of **\$120 million**. Approximately \$83 million drawn for the refinancing of existing indebtedness of 9 dry bulk carriers.
  - ❖ Loan proceeds of **\$30 million** for the refinancing of existing indebtedness of 3 dry bulk carriers.
- ▶ Extension of the original maturity until Q1 2029 of a bilateral loan facility (outstanding indebtedness of approximately **\$127 million**) secured by two containerships with long-term contracted cash flows.

### Notes

1.  $(\text{Total Liabilities minus Cash and Cash Equivalents}) / (\text{Total Market Value Adjusted Assets minus Cash and Cash Equivalents})$  as of December 31, 2022.

# Highlights (4/5)

## Strong chartering performance and new forward starting charter arrangements

- ▶ Entered into a total of 38 chartering agreements for the owned dry bulk fleet since Q3 2022 earnings release.
- ▶ **96%** and **85%** of our containership fleet<sup>(1)</sup> fixed for 2023 and 2024, respectively.
- ▶ Contracted revenues for the containership fleet of approximately **\$3.2 billion** with a TEU-weighted duration of **4.2 years**<sup>(2)</sup>.
- ▶ 16 containerships were chartered with incremental contracted revenues of more than \$550 million.

## Sale and Purchase Activity

- ▶ Conclusion of the sale of the 2003-built, 6,644 TEU capacity containership, *Maersk Kalamata* in January 2023, resulting in an estimated capital gain of \$48.5 million in Q1 2023.

### Notes

1. Calculated on a TEU basis, including vessels owned by vessel owning-companies established pursuant to the Framework Deed, and excluding one vessel that we have agreed to sell.
2. As of February 8, 2023. Total contracted revenues and TEU-weighted remaining time charter duration include our ownership percentage for four vessels owned pursuant to the Framework Deed.

# Highlights (5/5)

## Containership Market

- ▶ Normalization of charter rates in 2H 2022 due to reduction of cargo demand and port congestion.
- ▶ Idle vessels have ticked up slightly to 2.6%<sup>(1)</sup>.

## Dry Bulk Market

- ▶ Charter rates remain under pressure and at low levels, but the Forward Freight Agreements market indicates significant strengthening signs especially from Q2 2023.
- ▶ Newbuilding orderbook is at 7.5%<sup>(2)</sup> of the total fleet, and new ordering continues to remain subdued.

## Dividends and Strong Sponsor Support

- ▶ Regular Q4 2022 dividend of \$0.115 per share paid on February 7, 2023 to shareholders of record as of January 20, 2023.
- ▶ 49 consecutive quarterly common dividends since IPO.
- ▶ \$141 million reinvested by the sponsor family through the Dividend Reinvestment Plan to date.

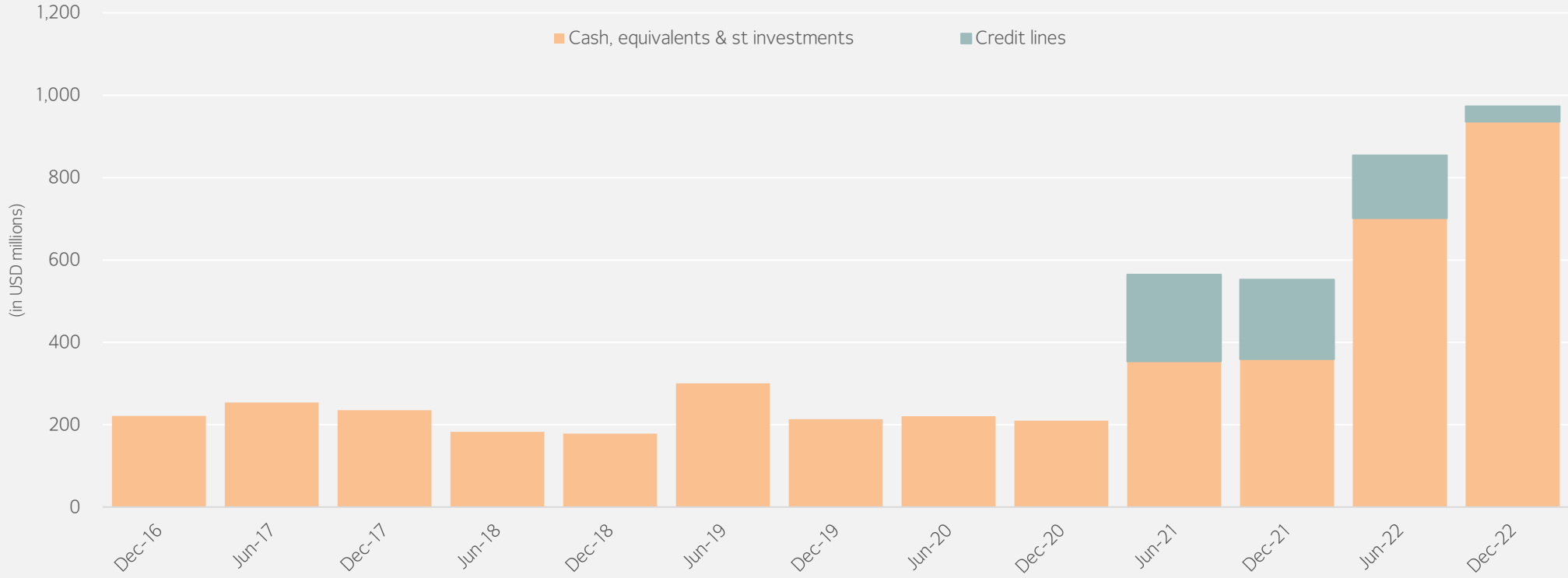
### Notes

1. Alphaliner – January 2023
2. Clarksons – January 2023

# Strong Liquidity Position

▶ Ample liquidity of **\$973.2 million<sup>(1)</sup>** for future growth

## LIQUIDITY<sup>(1)</sup>



**Notes**

1. Including our share of cash amounting to \$4.5 million held by vessel owning-companies established pursuant to the Framework Deed with York, short term investments in U.S. Treasury Bills amounting to \$120.0 million and \$37.1 million of available undrawn funds from one hunting license facility as of December 31, 2022.



# Q4 2022 Income Statement Snapshot

## Q4 2022 RESULTS

	Q4 2021	Q4 2022	% Change
Ownership Days (incl. Drybulk vessels)	9,942	10,552	6.1%
Average Number of Vessels	108.1	114.7	6.1%
Voyage Revenue	283,918	265,431	-6.5%
Net Interest and Finance Costs (*)	25,221	30,926	22.6%
Adjusted Net Income Available to Common Stockholders(**)	112,070	74,837	-33.2%
Weighted Average Number of Shares	123,737,763	121,983,112	

## Q4 2022 RESULTS – Non-Cash and Other Adjustments

	Q4 2021	Q4 2022
Net Income Available to Common Stockholders	153,387	186,672
Accrued charter revenue	(14,473)	(3,413)
Non-cash G&A expenses	1,891	1,388
Amortization of time charter assumed	39	50
Realized loss on Euro/USD FX contracts	434	517
Gain on sale of vessels, net	(27,819)	(105,086)
Vessels' impairment loss	-	1,691
Non-recurring, non-cash write-off of loan deferred financing costs	601	914
(Gain) / loss on derivative instruments, excluding interest accrued and realized on non-hedging derivative instruments	27	(5,332)
Non-recurring payments for loan cancellation fees	-	26
Gain on sale of equity securities	(2,017)	-
Other non-cash items	-	(2,590)
<b>Adjusted Net Income Available to Common Stockholders(**)</b>	<b>112,070</b>	<b>74,837</b>
<b>Adjusted EPS(**)</b>	<b>\$0.91</b>	<b>\$0.61</b>

### Notes

(\*) Interest and finance costs minus Interest Income.

(\*\*) Non-GAAP items, see Appendix I for definitions and reconciliations to the nearest GAAP measure.

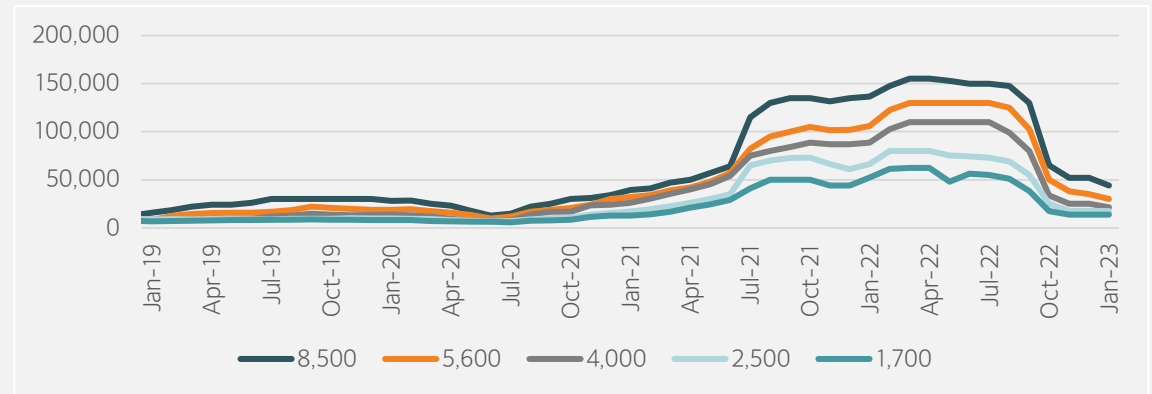
All numbers in thousands of U.S. dollars, except ownership days, number of vessels, share and per share data.

# Container Market Environment

- ▶ Charter rates have normalized from historical highs due to reduced cargo demand and the return of capacity previously tied up by congestion.
- ▶ Latest fixtures have been for shorter periods and rates have been trending lower.
- ▶ Idle fleet remains at relatively low levels at 2.6%.

## Charter Rates

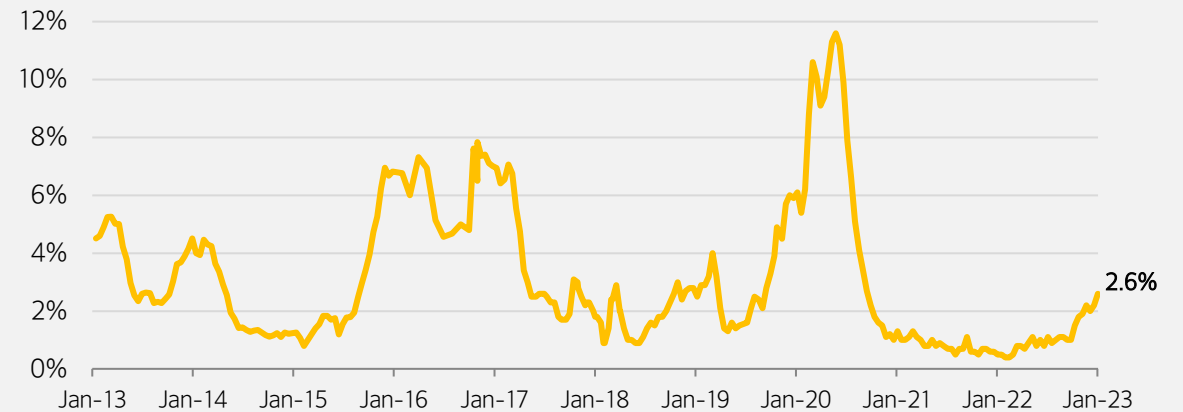
12m Timecharter Rates



Source: Alphaliner - January 2023

TEU capacity

## Idle Fleet / Total Fleet

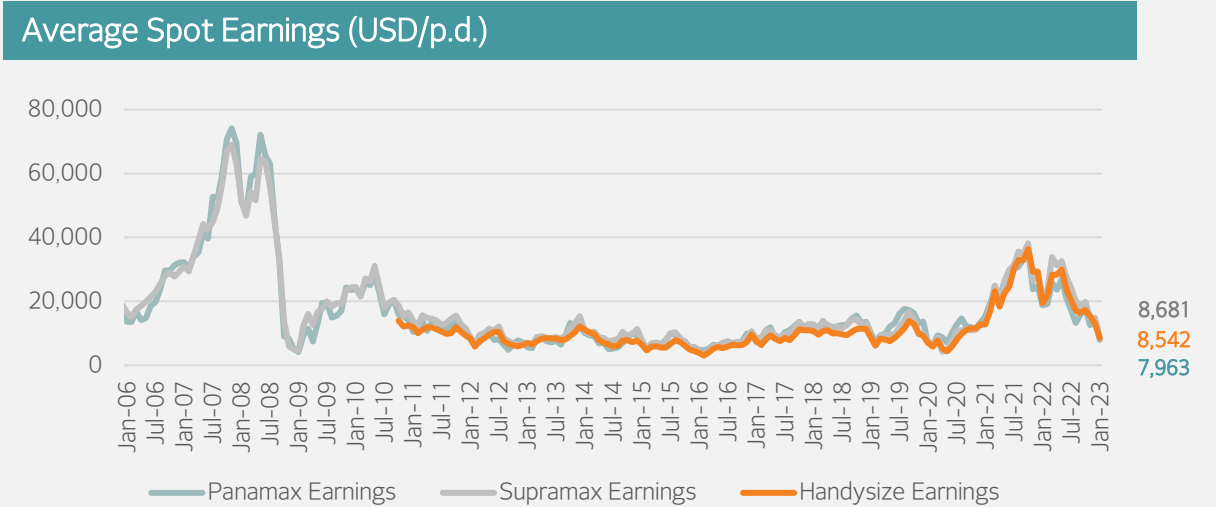


Source: Alphaliner - January 2023

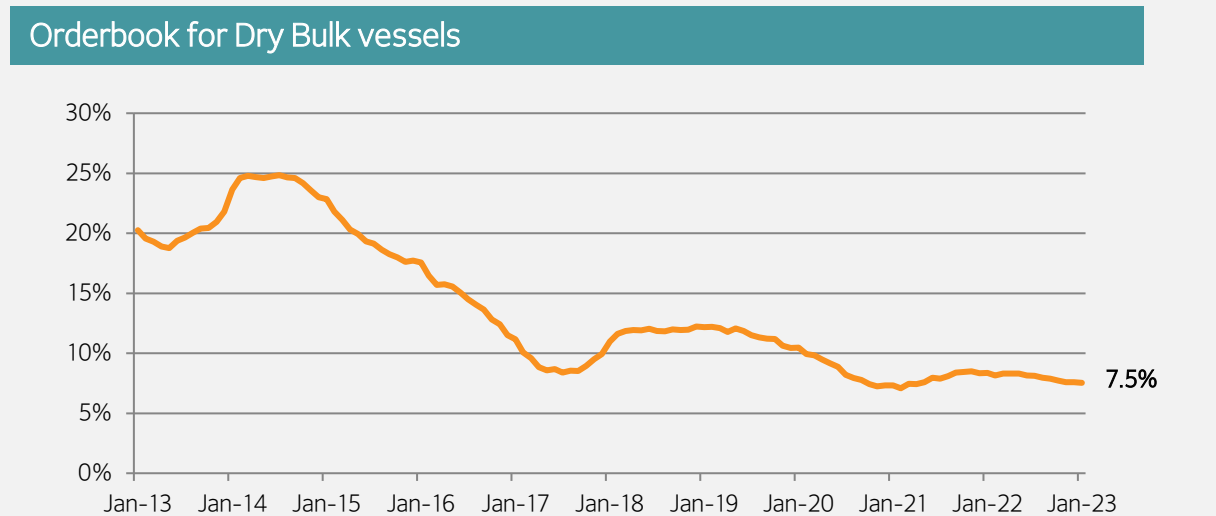
# Dry Bulk Market Environment

- ▶ Rates for dry bulk vessels remain under pressure and at low levels, but the Forward Freight Agreements market indicates significant strengthening signs especially from Q2 2023.

- ▶ New vessel ordering has remained subdued.
- ▶ The orderbook for newbuilding dry bulk vessels currently stands at 7.5%.



Source: Clarksons – January 2023



Source: Clarksons – January 2023

# Thank You Q&A



# Appendix I – Net Income to Adj. Net Income Reconciliation

<i>Expressed in thousands of U.S. dollars, except share and per share data</i>	Three-month period ended December 31	
	2021	2022
<b>Net Income</b>	<b>\$161,154</b>	<b>\$194,176</b>
Earnings allocated to Preferred Stock	(7,767)	(7,767)
Non-Controlling Interest	-	263
<b>Net Income Available to common stockholders</b>	<b>\$153,387</b>	<b>\$186,672</b>
Accrued charter revenue	(14,473)	(3,413)
Non-cash G&A expenses	1,891	1,388
Amortization of time charter assumed	39	50
Realized loss on Euro/USD FX contracts	434	517
Gain on sale of vessels, net	(27,819)	(105,086)
Vessels' impairment loss	-	1,691
Non-recurring, non-cash write-off of loan deferred financing costs	601	914
(Gain) / loss on derivative instruments, excluding interest accrued and realized on non-hedging derivative instruments (1)	27	(5,332)
Non-recurring payments for loan cancellation fees	-	26
Gain on sale of equity securities	(2,017)	-
Other non-cash items	-	(2,590)
<b>Adjusted Net Income Available to Common Stockholders</b>	<b>\$112,070</b>	<b>\$74,837</b>
Weighted average number of shares	123,737,763	121,983,112
<b>Adjusted Earnings per Share</b>	<b>\$0.91</b>	<b>\$0.61</b>

Adjusted Net Income available to common stockholders and Adjusted Earnings per Share represent Net Income after earnings allocated to preferred stock and Non-Controlling Interest, but before non-cash "Accrued charter revenue" recorded under charters with escalating or descending charter rates, amortization of time-charter assumed, realized loss on Euro/USD forward contracts, gain on sale of vessels, net, vessels' impairment loss, gain on sale of equity securities, non-recurring, non-cash write-off of loan deferred financing costs, non-recurring payments for loan cancellation fees, general and administrative expenses - non-cash component, non-cash changes in fair value of derivatives, and other non-cash items. "Accrued charter revenue" is attributed to the timing difference between the revenue recognition and the cash collection. However, Adjusted Net Income available to common stockholders and Adjusted Earnings per Share are not recognized measurements under U.S. GAAP. We believe that the presentation of Adjusted Net Income available to common stockholders and Adjusted Earnings per Share are useful to investors because they are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in our industry. We also believe that Adjusted Net Income available to common stockholders and Adjusted Earnings per Share are useful in evaluating our ability to service additional debt and make capital expenditures. In addition, we believe that Adjusted Net Income available to common stockholders and Adjusted Earnings per Share are useful in evaluating our operating performance and liquidity position compared to that of other companies in our industry because the calculation of Adjusted Net Income available to common stockholders and Adjusted Earnings per Share generally eliminates the effects of the accounting effects of capital expenditures and acquisitions, certain hedging instruments and other accounting treatments, items which may vary for different companies for reasons unrelated to overall operating performance and liquidity. In evaluating Adjusted Net Income available to common stockholders and Adjusted Earnings per Share, you should be aware that in the future we may incur expenses that are the same as or similar to some of the adjustments in this presentation. Our presentation of Adjusted Net Income available to common stockholders and Adjusted Earnings per Share should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items.

(1) Items to consider for comparability include gains and charges. Gains positively impacting Net Income available to common stockholders are reflected as deductions to Adjusted Net Income available to common stockholders. Charges negatively impacting Net Income available to common stockholders are reflected as increases to Adjusted Net Income available to common stockholders.

# Appendix II – Dry Bulk Fleet

#	Vessel	Built	Size (DWT)
<b>Panamax/Kamsarmax</b>			
1	AEOLIAN	2012	83,478
2	GRENETA	2010	82,166
3	HYDRUS	2011	81,601
4	PHOENIX	2012	81,569
5	BUILDER	2012	81,541
6	FARMER	2012	81,541
7	SAUVAN	2010	79,700
8	ROSE	2008	76,619
<b>Handysize</b>			
1	COMITY	2010	37,302
2	VERITY	2012	37,163
3	PARITY	2012	37,152
4	ACUITY	2011	37,149
5	EQUITY	2013	37,071
6	DISCOVERY	2012	37,019
7	TAIBO	2011	35,112
8	BERNIS	2011	34,627
9	MANZANILLO	2010	34,426
10	ADVENTURE	2011	33,755
11	ALLIANCE	2012	33,751
12	CETUS	2010	32,527
13	PROGRESS	2011	32,400
14	MINER	2010	32,300
15	KONSTANTINOS	2012	32,178
16	RESOURCE	2010	31,776

#	Vessel	Built	Size (DWT)
<b>Supramax/Ultramax</b>			
1	MERCHIA	2015	63,800
2	SEABIRD	2016	63,553
3	DAWN	2018	63,530
4	ORION	2015	63,473
5	DAMON	2012	63,227
6	TITAN I	2009	58,090
7	ERACLE	2012	58,018
8	PYTHIAS	2010	58,018
9	NORMA	2010	58,018
10	ORACLE	2009	57,970
11	CURACAO	2011	57,937
12	URUGUAY	2011	57,937
13	ATHENA	2012	57,809
14	SERENA	2010	57,266
15	LIBRA	2010	56,729
16	PEGASUS	2011	56,726
17	MERIDA	2012	56,670
18	CLARA	2008	56,557
19	PEACE	2006	55,709
20	PRIDE	2006	55,705
21	BERMONDI	2009	55,469

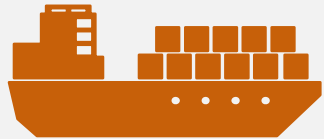
As of February 8, 2023.

# Appendix III – Chartered-In Vessels – Costamare Bulkers Inc.

No.	Vessel	Built	Dwt
<b>Newcastlemax/Capesize</b>			
1	BERGE GROSSGLOCKNER	2017	211,182
2	GOLDEN SAINT	2020	211,037
3	BERGE BOBOTOV	2021	210,914
4	GOLDEN SPIRIT	2020	210,866
5	BULK SAO PAOLO	2020	208,445
6	BULK SANTOS	2020	208,445
7	GOLDEN SPRAY	2021	207,994
8	MINERAL CHARLIE	2012	205,236
9	MINERAL CLOUDBREAK	2012	205,097
10	CAPE PROTEUS	2011	180,585
11	MILLIE	2009	180,310
12	CAPE VENTURE	2010	180,022
13	MARIJEANNIE	2009	179,759
14	NIGHTLIFE	2015	179,455
<b>Kamsarmax</b>			
1	XING LE HAI	2022	85,038
2	W-SMASH	2013	82,742
3	ONE OCEAN	2009	82,654
4	MONT FORT	2012	82,250
5	AOM GAIA	2014	82,146
6	ISTRIA	2013	81,699
7	BUILDER	2012	81,541
8	BLC SECOND	2019	81,176
9	ONE ENERGY	2011	81,076

Fixed as of February 8, 2023.

# Appendix IV – Containership Operating Fleet Charter Status (1/5)



12,000 – 15,000 TEUs

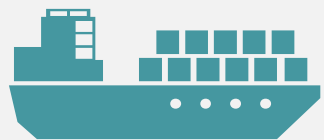
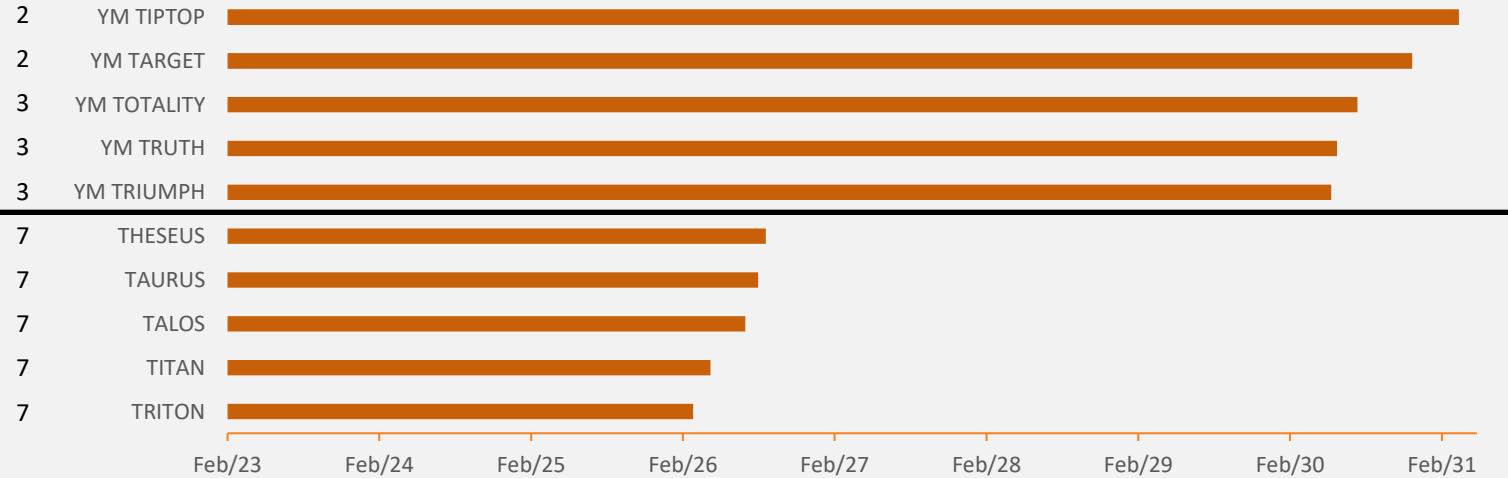
10x Vessels

Charterer



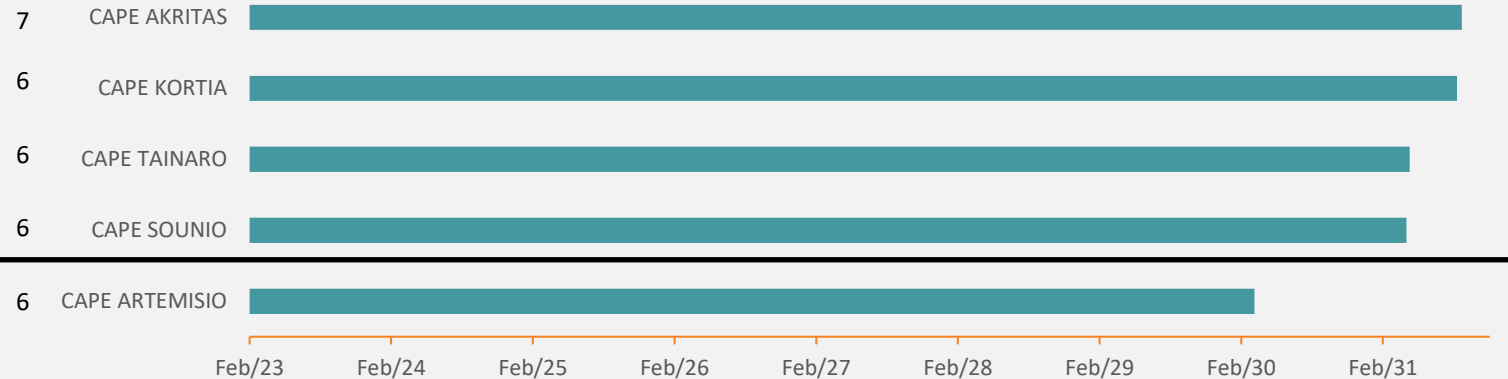
Age

Vessels<sup>(1)</sup>



10,000 – 12,000 TEUs

5x Vessels



Confidential

Note

1. Based on last charter fixtures per vessel and earliest re-delivery dates after giving effect to the exercise of any owners' extension options.

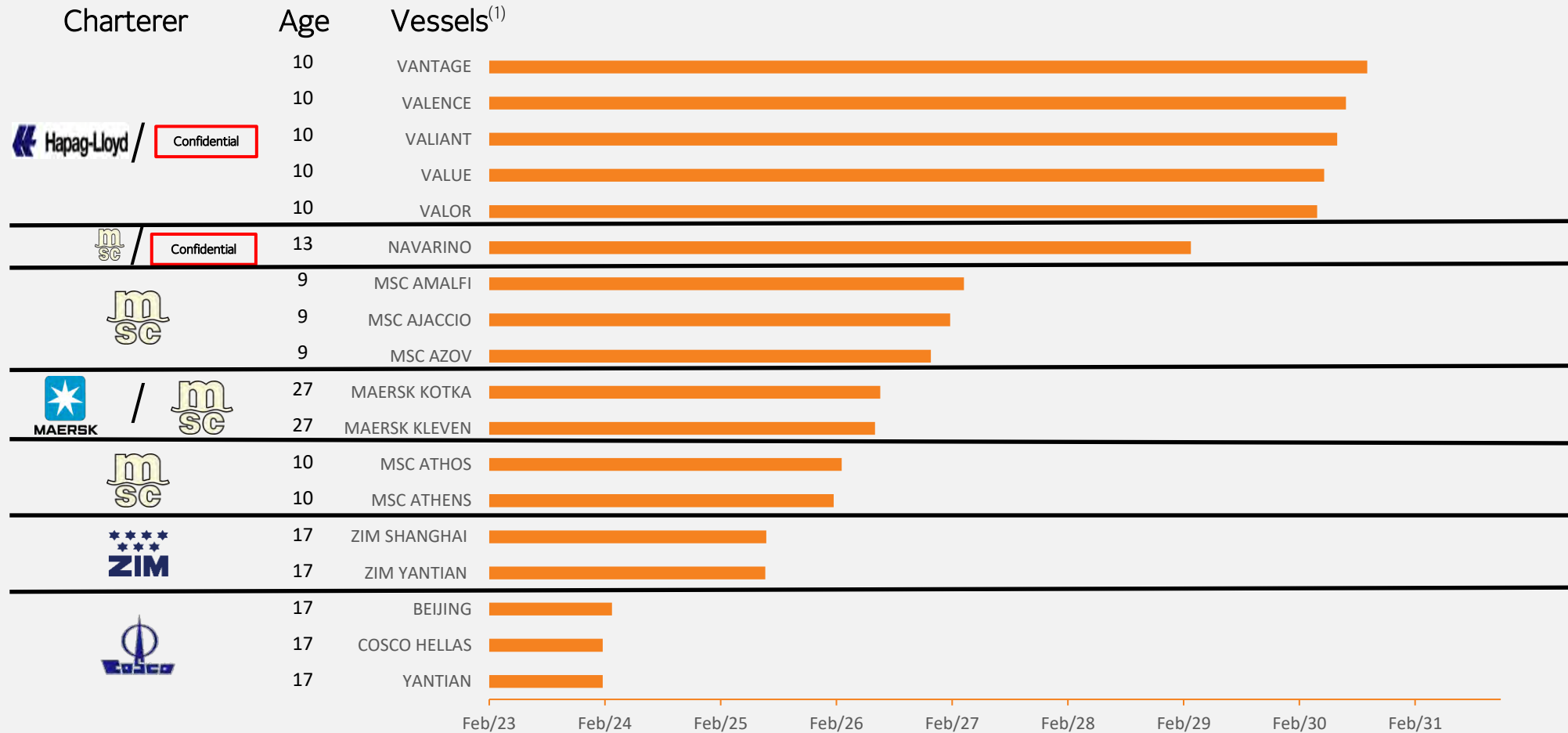


# Appendix IV – Containership Operating Fleet Charter Status (2/5)



7,500 – 10,000 TEUs


18x Vessels



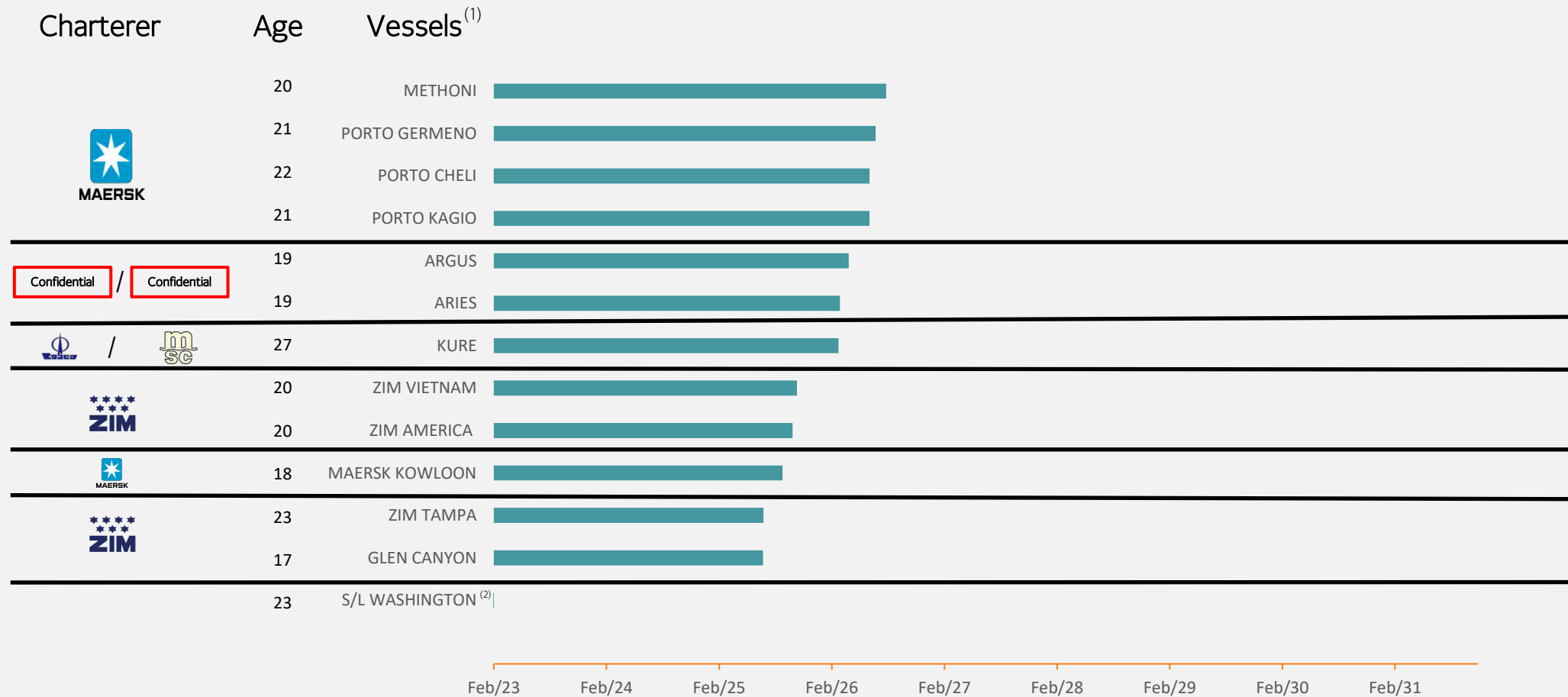
**Note**

1. Based on last charter fixtures per vessel and earliest re-delivery dates after giving effect to the exercise of any owners' extension options.

# Appendix IV – Containership Operating Fleet Charter Status (3/5)



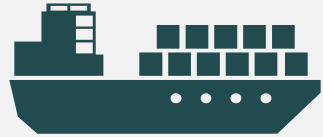
5,000 – 7,500 TEUs  
13x Vessels



**Note**

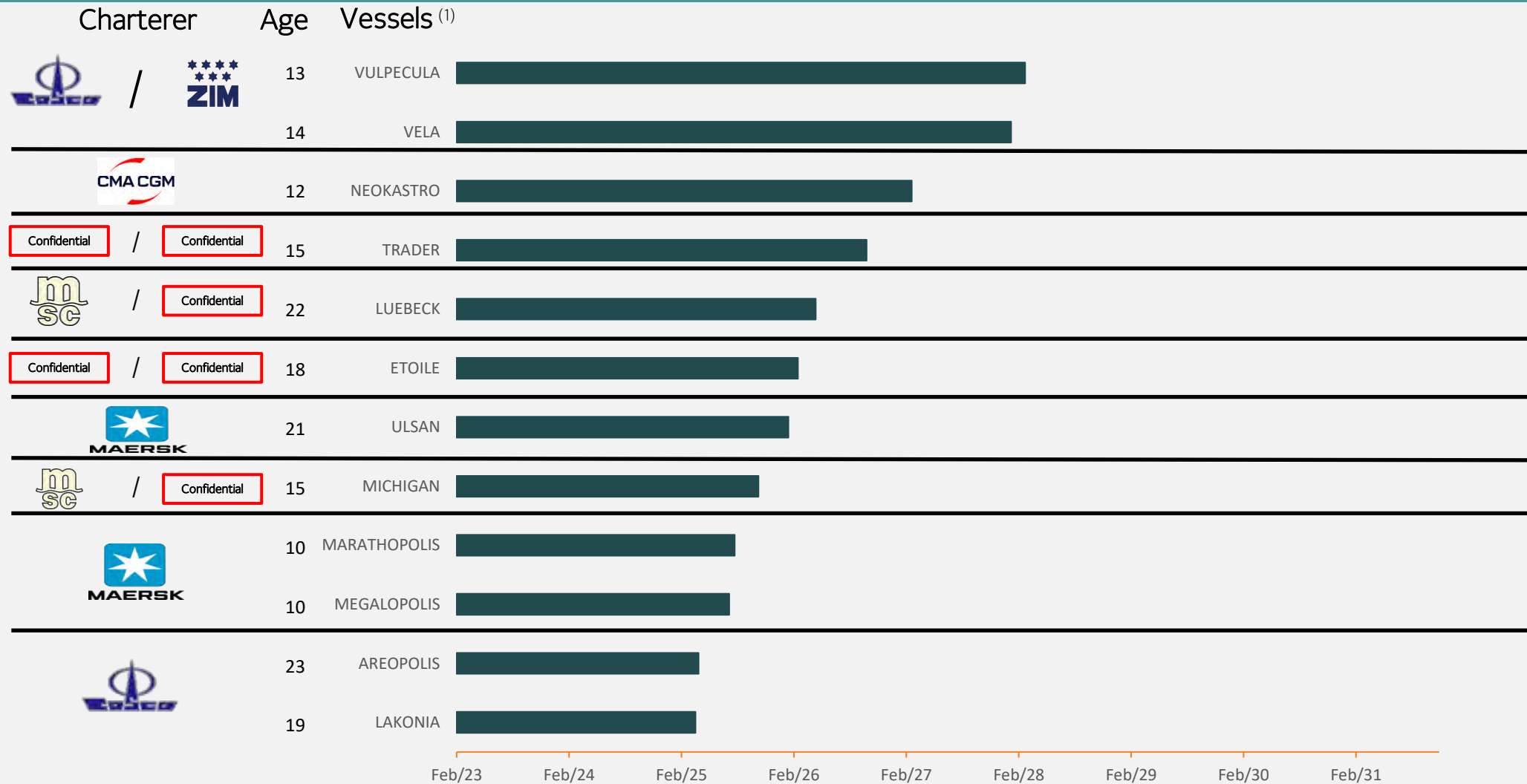
1. Based on last charter fixtures per vessel and earliest re-delivery dates after giving effect to the exercise of any owners' extension options.
2. Vessel agreed to be sold.

# Appendix IV – Containership Operating Fleet Charter Status (4/5)



1,000 – 5,000 TEUs

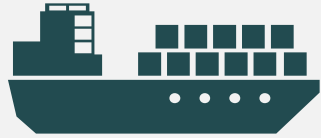
26x Vessels



**Note**

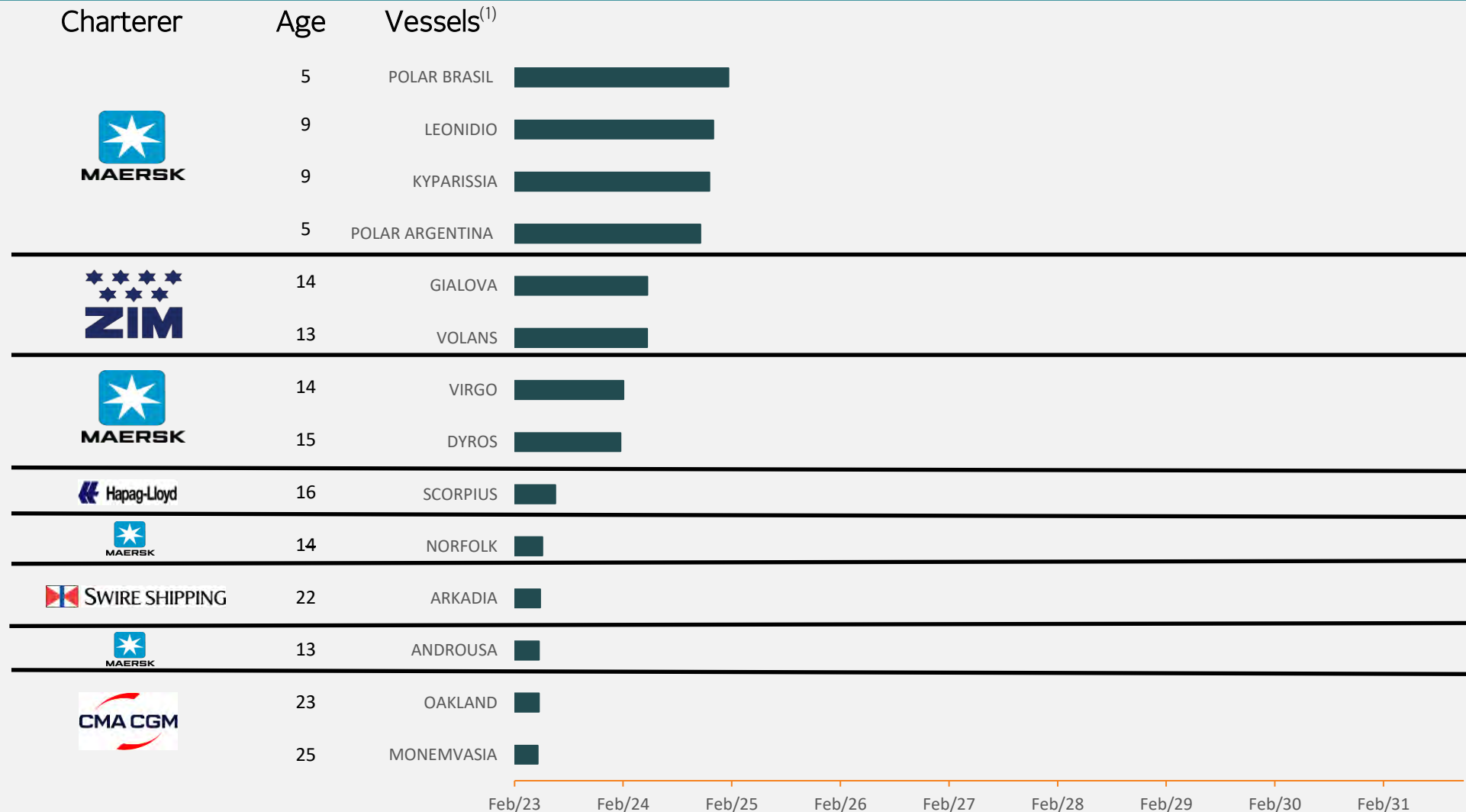
1. Based on latest charters concluded and earliest re-delivery dates after giving effect to the exercise of any owners' extension options.

# Appendix IV – Containership Operating Fleet Charter Status (5/5)



1,000 – 5,000 TEUs

26x Vessels



**Note**

1. Based on latest charters concluded and earliest re-delivery dates after giving effect to the exercise of any owners' extension options.