



Costamare Inc.



Third Quarter 2014 Financial Results Conference Call

November 3, 2014

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 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, 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 complete the formation of the proposed master limited partnership, 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 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 Annual Report on Form 20-F (File No. 001-34934) under the caption “Risk Factors”. 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.

Recent Transactions

Vessel Acquisitions/ Disposals

- The Company sold the 1987-built, 3,152TEU containership Akritas for demolition, for a sale price of \$7.3 million. The vessel was delivered to her buyers in September, 2014. The company recorded an accounting gain of approximately \$1.8 million from the sale.
- Pursuant to the Framework Agreement with York Capital Management (“York”), a jointly-owned vessel owning entity acquired the 1999-built, 2,526 TEU containership Elafonisos for a price of approximately \$7.7million. The vessel was paid for with equity. The Company holds a 49% equity percentage in the vessel owning entity. The vessel has been chartered to A.P.Møller-Mærsk A/S (“Maersk”) for a period starting from October 26, 2014 and ending between January 10, 2015 at the earliest and April 30, 2015 at the latest, in Charterers option, at a daily rate of \$6,250.

New Financing Facility

- In August 2014, the vessel owning entities formed pursuant to the Framework Agreement with York which own the vessels Ensenada Express, Xpress Padma and Petalidi, entered into a loan agreement with Eurobank Ergasias S.A., for a facility of \$17.0 million for working capital purposes. The facility is payable in 16 quarterly installments and bears interest at LIBOR plus a margin.

Dividend Declarations

- On October 3, 2014, we declared a dividend of \$0.476563 per share on our Series B Preferred Stock and a dividend of \$0.531250 per share on our Series C Preferred Stock, both paid on October 15, 2014, to holders of record on October 14, 2014.
- On October 7, 2014, we declared a dividend for the third quarter ended September 30, 2014, of \$0.28 per share on our common stock, payable on November 5, 2014, to stockholders of record on October 22, 2014. This will be the Company’s sixteenth consecutive quarterly dividend since it commenced trading on the New York Stock Exchange.

Recent Transactions

New Chartering Arrangements

The Company entered into the following charter agreements:

- Agreed to charter the 1991-built, 3,351TEU containership Karmen to Evergreen for a period of minimum one and maximum three months, starting from August 21, 2014, at a daily rate of \$7,500. Subsequently, we agreed to extend the charter for a period of minimum six and maximum ten months, starting from November 21, 2014, at a daily rate of \$7,500.
- Charterers declared their option and extended the charter of the 1997-built, 2,458 TEU containership Messini for an additional period of six months starting from October 1, 2014, at a daily rate of \$7,500.
- Agreed to charter the 2000-built, 2,474TEU containership Areopolis to Evergreen for a period of minimum three and maximum six months, starting from September 21, 2014, at a daily rate of \$7,200.
- Agreed to charter the 1996-built, 1,504TEU containership Prosper to Evergreen for a period of minimum five and maximum nine months, starting from August 24, 2014, at a daily rate of \$7,350.
- Agreed to extend the charter of the 2000-built, 1,645TEU containership Neapolis with Yang Ming for an additional period of minimum three and maximum six months, starting from November 9, 2014, at a daily rate of \$8,000.
- Agreed to extend the charter of the 2001-built, 1,078TEU containership Stadt Luebeck with CMA CGM for an additional period of minimum nine and maximum 12 months, starting from September 22, 2014, at a daily rate of \$6,400.

Income Statement



Q3 2014 RESULTS

	3Q 2013	3Q 2014	% Change
Ownership Days	4,696	5,058	7.7%
Average Number of Vessels	51.0	55.0	7.8%
Voyage Revenues	\$ 110,134	\$ 124,726	13.2%
EBITDA ^(*)	\$ 69,495	\$ 94,136	35.5%
Depreciation & Amortization	\$ 25,775	\$ 30,063	16.6%
Net Interest and Finance Costs	\$ 22,776	\$ 26,999	18.5%
Net Income Available to Common Stockholders	\$ 20,359	\$ 33,962	66.8%
Weighted Average Number of Shares	74,800,000	74,800,000	
EPS	\$ 0.27	\$ 0.45	



Q3 2014 RESULTS – Non Cash and One-Time Adjustments

	3Q 2013	3Q 2014
Net Income Available to Common Stockholders	\$ 20,359	\$ 33,962
Accrued Charter Revenue	\$ 4,039	\$ 1,120
Gain on Derivative Instruments	\$ (1,361)	\$ (3,042)
(Gain)/ Loss on Sale/ Disposal of Vessels	\$ 5,942	\$ (5,446)
Realized/ (Gain) Loss on Euro/USD forward contracts	\$ (245)	\$ 63
Amortization of prepaid lease rentals	-	\$ 1,256
Unrealized loss on Swaption Agreement	-	\$ 190
Adjusted Net Income Available to Common Stockholders ^(*)	\$ 28,734	\$ 28,103
Adjusted EBITDA ^(*)	\$ 77,870	\$ 87,021
Adjusted EPS ^(*)	\$ 0.38	\$ 0.38

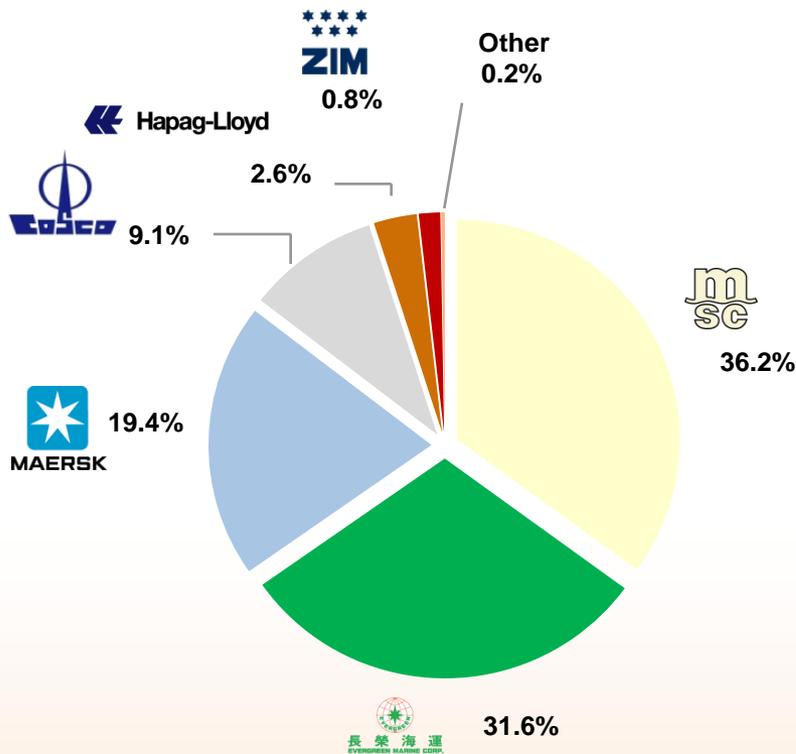
Notes

All numbers in thousands, except ownership days, number of vessels, shares and per share data

(*) Non-GAAP Items, see Appendix for reconciliation

High Quality Stable Cash Flows- Strong Relationships

Revenue Contribution (All Vessels)⁽¹⁾⁽²⁾

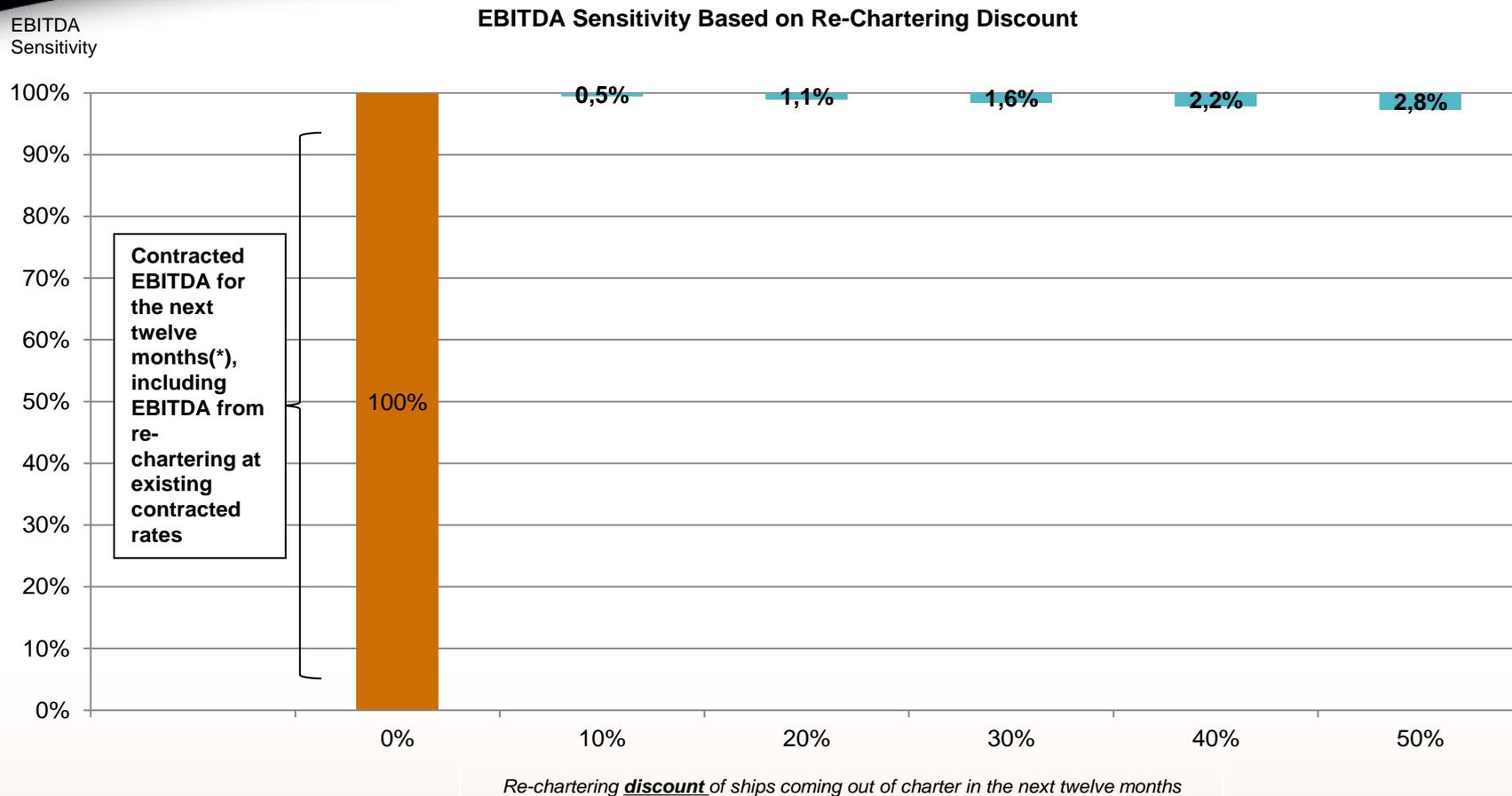


- As of October 30, 2014, contracted revenues of approximately \$2.4Bn⁽¹⁾⁽²⁾
- TEU-weighted average remaining time charter duration for the fleet is about 5.0 years⁽¹⁾⁽²⁾
- Significant built-in growth from cash flow generated by contracted newbuilds

Notes

1. Based on contracted revenues as of October 30, 2014. (Includes our ownership percentage of contracted revenues for three second hand vessels purchased and nine newbuilds ordered pursuant to the Framework Agreement with York)
2. Assumes earliest possible re-delivery dates after giving effect to the exercise of any owners' extension options

Small Re-chartering Risk going forward



- Solid revenue base; even if re-chartering takes place at rates 30% or 40% lower than previous contracted rates for all ships coming out of charter during the year, small cash EBITDA effect of less than 2.5%.
- EBITDA variation becomes even less meaningful if ships built prior to 1995 are sold for demolition upon charter expiration.

Notes

1. NTM EBITDA = Revenues on a cash basis – Vessel Operating Expenses – Management Fees (excludes G&As, voyage expenses, off-hires).

(*) Starting from September 30, 2014.

Balance Sheet Management



Debt Repayment Schedule as of September 30, 2014 (US\$ thousands)⁽¹⁾

2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
\$50,105	\$ 206,458	\$ 199,793	\$ 242,812	\$ 574,633	\$ 78,300	\$ 248,544	\$ 87,464	\$ 22,117	\$ 23,730	\$ 83,222

- Smooth amortization schedule minimizes re-financing risk
- Distributable cash flow calculated on a post debt service basis, providing for a reasonable cushion for the common stock dividend
- Approximately 85% of loan portfolio hedged from floating rates to fixed rates with a weighted average rate of less than 4.0% adding to the cash flow visibility



Liquidity as of September 30, 2014

(US\$ millions)

Cash and Cash Equivalents ⁽²⁾	\$ 198.9
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Moderate leverage with 5 unencumbered vessels ⁽³⁾
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Notes

1. Includes repayment of leases.

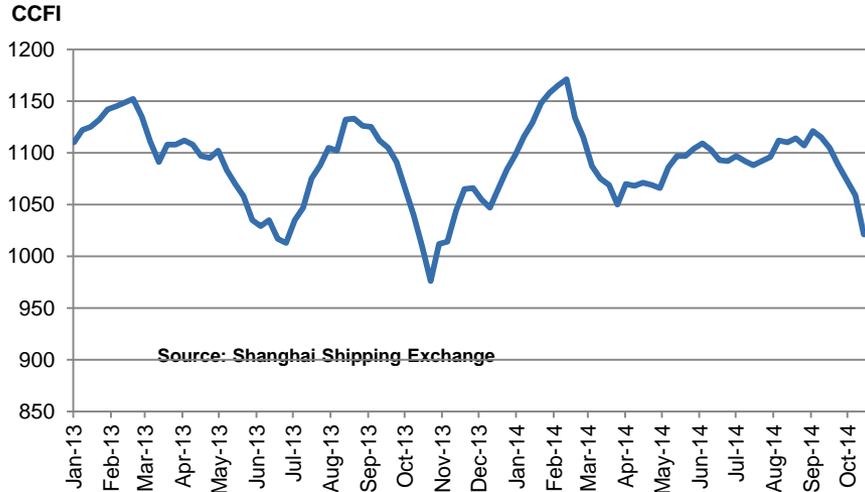
2. Includes cash and cash equivalents and restricted cash as of September 30, 2014.

3. Excludes one second hand vessel purchased and nine newbuildings ordered pursuant to our Framework Agreement with York Capital Management.

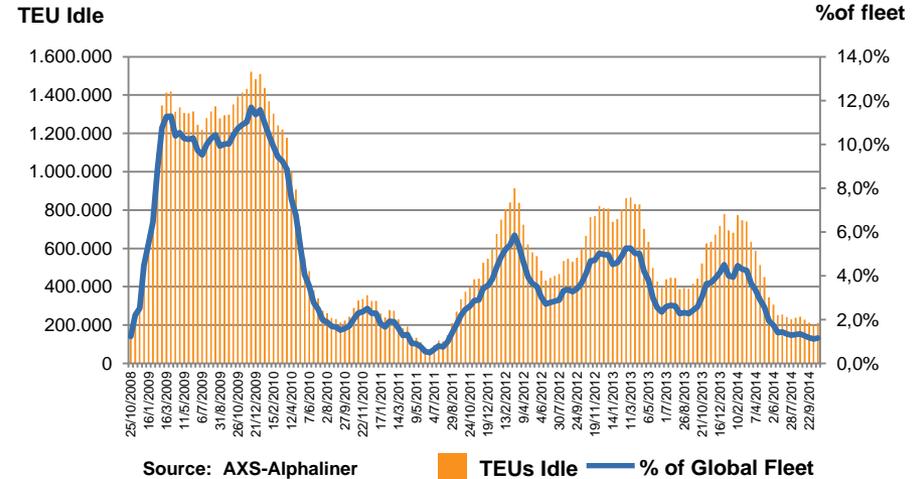
Container Shipping Industry



Box Rates



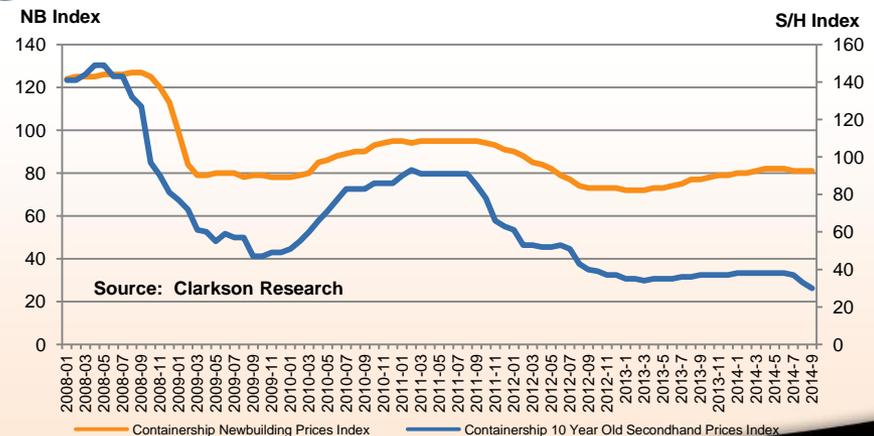
Idle Fleet



Charter Rates



Asset Values – NBs & Secondhand Vessels



Q & A


Net Income to Adjusted Net Income and Adjusted EPS Reconciliation

	Nine-month period ended September 30,		Three-month period ended September 30,	
	2013	2014	2013	2014
(Expressed in thousands of U.S. dollars, except share and per share data)				
Net Income	\$ 76,235	\$ 84,287	\$ 20,944	\$ 37,074
Distributed earnings allocated to Preferred Stock	(585)	(8,831)	(585)	(3,112)
Net Income available to common stockholders	<u>75,650</u>	<u>75,456</u>	<u>20,359</u>	<u>33,962</u>
Accrued charter revenue	10,673	6,241	4,039	1,120
(Gain) / Loss on sale/disposal of vessels	(518)	(2,543)	5,942	(5,446)
Swaps breakage costs	-	10,192	-	-
Unrealized loss from swap option agreement held by a jointly owned company with York included in equity loss on investments	-	4,905	-	190
Amortization of prepaid lease rentals	-	2,768	-	1,256
Realized (Gain) / Loss on Euro/USD forward contracts	(615)	63	(245)	63
Gain on derivative instruments	(6,821)	(4,943)	(1,361)	(3,042)
Adjusted Net income available to common stockholders	<u>\$ 78,369</u>	<u>\$ 92,139</u>	<u>\$ 28,734</u>	<u>\$ 28,103</u>
Adjusted Earnings per Share	<u>\$ 1.05</u>	<u>\$ 1.23</u>	<u>\$ 0.38</u>	<u>\$ 0.38</u>
Weighted average number of shares	<u>74,800,000</u>	<u>74,800,000</u>	<u>74,800,000</u>	<u>74,800,000</u>

Note: Adjusted Net Income available to common stockholders and Adjusted Earnings per Share represent net income before non-cash "Accrued charter revenue" recorded under charters with escalating charter rates, gain / (loss) on sale / disposals of vessels, realized (gain) / loss on Euro/USD forward contracts, swaps breakage costs, unrealized loss from a swap option agreement held by a jointly owned company with York, which is included in equity loss on investments, amortization of prepaid lease rentals and non-cash changes in fair value of currency forwards and derivatives. "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.



Net Income to EBITDA and Adjusted EBITDA Reconciliation

(Expressed in thousands of U.S. dollars)	Nine-month period ended September 30,		Three-month period ended September 30,	
	2013	2014	2013	2014
Net Income	\$ 76,235	\$ 84,287	\$ 20,944	\$ 37,074
Interest and finance costs	56,923	75,601	22,815	27,239
Interest income	(448)	(531)	(39)	(240)
Depreciation	65,158	78,845	23,669	27,027
Amortization of prepaid lease rentals	-	2,768	-	1,256
Amortization of dry-docking and special survey costs	6,135	5,576	2,106	1,780
EBITDA	204,003	246,546	69,495	94,136
Accrued charter revenue	10,673	6,241	4,039	1,120
(Gain) / Loss on sale / disposal of vessels (1)	(518)	(2,543)	5,942	(5,446)
Swaps breakage costs	-	10,192	-	-
Unrealized loss from swap option agreement held by a jointly owned company with York included in equity loss on investments	-	4,905	-	190
Realized (Gain) / Loss on Euro / USD forward contracts	(615)	63	(245)	63
Gain on derivative instruments	(6,821)	(4,943)	(1,361)	(3,042)
Adjusted EBITDA	\$ 206,722	\$ 260,461	\$ 77,870	\$ 87,021

Note: EBITDA represents net income before interest and finance costs, interest income, amortization of prepaid lease rentals, depreciation and amortization of deferred dry-docking and special survey costs. Adjusted EBITDA represents net income before interest and finance costs, interest income, amortization of prepaid lease rentals, depreciation, amortization of deferred dry-docking and special survey costs, non-cash "Accrued charter revenue" recorded under charters with escalating charter rates, gain/ (loss) on sale / disposals of vessels, realized gain / (loss) on Euro / USD forward contracts, swaps breakage costs, unrealized loss from swap option agreement held by a jointly owned company with York, which is included in equity loss on investments, and non-cash changes in fair value of currency forwards and derivatives. "Accrued charter revenue" is attributed to the time difference between the revenue recognition and the cash collection. However, EBITDA and Adjusted EBITDA are not recognized measurements under U.S. GAAP. We believe that the presentation of EBITDA and Adjusted EBITDA 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 EBITDA and Adjusted EBITDA are useful in evaluating our ability to service additional debt and make capital expenditures. In addition, we believe that EBITDA and Adjusted EBITDA are useful in evaluating our operating performance and liquidity position compared to that of other companies in our industry because the calculation of EBITDA and Adjusted EBITDA generally eliminates the effects of financings, income taxes and the accounting effects of capital expenditures and acquisitions, items which may vary for different companies for reasons unrelated to overall operating performance and liquidity. In evaluating EBITDA and Adjusted EBITDA, 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 EBITDA and Adjusted EBITDA 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 are reflected as deductions to net income. Charges negatively impacting net income are reflected as increases to net income.