



Navios Maritime Holdings Inc.

***Navios Maritime Holdings Inc.  
Q4 2022 Earnings Presentation***

**March 9, 2023**

# Forward Looking Statements

This presentation contains and our earnings call will contain forward-looking statements (as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended) concerning future events. Words such as “may,” “expects,” “intends,” “plans,” “believes,” “anticipates,” “hopes,” “estimates,” and variations of such words and similar expressions are intended to identify forward-looking statements. Such statements include comments regarding demand and/or charter and contract rates for our affiliates’ vessels and port facilities. These forward-looking statements are based on the information available to, and the expectations and assumptions deemed reasonable by, Navios Holdings at the time these statements were made. Although Navios Holdings believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. These statements involve known and unknown risks and are based upon a number of assumptions and estimates, which are inherently subject to significant uncertainties and contingencies, many of which are beyond the control of Navios Holdings. Actual results may differ materially from those expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially include, but are not limited to risks relating to: global and regional economic and political conditions; changes in production or demand for the transportation or storage of grain and mineral commodities and petroleum products; the development of Navios Logistics’ planned Port Murtinho Terminal and Nueva Palmira Free Zone port terminal facilities; the ability and willingness of charterers to fulfill their obligations to the affiliates in which we are invested; prevailing charter rates; drydocking and repairs; changing vessel crews and availability of financing; potential disruption of shipping routes due to accidents, wars, diseases, pandemics, political events, piracy or acts by terrorists, including the impact of global pandemics; the aging of our affiliates’ fleets and resultant increases in operations costs; our affiliates’ loss of any customer or charter or vessel; the financial condition of our affiliates’ customers; changes in the availability and costs of funding due to conditions in the bank market, capital markets and other factors; increases in costs and expenses related to the operation of vessels, including but not limited to: crew wages, insurance, provisions, port expenses, lube oil, bunkers, repairs, maintenance, and general and administrative expenses; the expected cost of, and the ability to comply with, governmental regulations and maritime self-regulatory organization standards, as well as standard regulations imposed by charterers; competitive factors in the market in which Navios Holdings and its affiliates operate; our affiliates’ ability to make distributions and dividends to us; the value of our subsidiaries and affiliates; risks associated with operations outside the United States; and other factors listed from time to time in Navios Holdings’, Navios Partners’ and Navios Logistics’ filings with the Securities and Exchange Commission, including their respective Forms 20-F and Forms 6-K. Navios Holdings expressly disclaims any obligations or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in Navios Holdings’ expectations with respect thereto or any change in events, conditions or circumstances on which any statement is based. Navios Holdings makes no prediction or statement about the performance of its common or preferred stock or Navios Logistics’ debt securities.

EBITDA and Navios Logistics’ EBITDA are “non-U.S. GAAP financial measures” and “non-IFRS financial measures” and should not be used in isolation or considered substitutes for net income prepared in accordance with generally accepted accounting principles in the United States.

EBITDA represents net income attributable to Navios Holdings’ common stockholders before interest and finance costs, before depreciation and amortization, before income taxes and before stock-based compensation. Navios Logistics’ EBITDA represents net income/(loss) before depreciation and amortization, amortization of deferred drydock and special survey costs, before interest expense and finance cost, net and before income taxes. EBITDA and Navios Logistics’ EBITDA are presented because they are used by certain investors to measure a company’s operating performance and are reconciled to net income, the most comparable U.S. GAAP and IFRS performance measure. EBITDA and Navios Logistics’ EBITDA are calculated as follows: net income adding back, when applicable and as the case may be, the effect of (i) depreciation and amortization; (ii) amortization of deferred drydock and special survey costs; (iii) stock based compensation; (iv) interest expense and finance cost, net; and (v) income tax benefit/(expense). Adjusted EBITDA of Navios Logistics represents EBITDA, excluding impairment losses. Navios Holdings and Navios Logistics believe that EBITDA and Adjusted EBITDA are basis upon which performance can be assessed and represents useful information to investors regarding their ability to incur indebtedness and meet working capital requirements. Navios Holdings and Navios Logistics also believe that EBITDA and Adjusted EBITDA are used (i) by prospective lessors as well as potential lenders to evaluate potential transactions; (ii) to evaluate and price potential acquisition candidates; and (iii) by securities analysts, investors and other interested parties in the evaluation of companies in our industry.

While EBITDA and Adjusted EBITDA are frequently used as a measure of operating results and the ability to meet debt service requirements, the definition of EBITDA and Adjusted EBITDA used here may not be comparable to those used by other companies due to differences in methods of calculation.

EBITDA and Adjusted EBITDA have limitations as an analytical tool, and therefore, should not be considered in isolation or as a substitute for the analysis of results as reported under U.S. GAAP or IFRS. Some of these limitations are: (i) EBITDA and Adjusted EBITDA do not reflect changes in, or cash requirements for, working capital needs; (ii) EBITDA and Adjusted EBITDA do not reflect the amounts necessary to service interest or principal payments on our debt and other financing arrangements; and (iii) although depreciation and amortization are non-cash charges, the assets being depreciated and amortized may have to be replaced in the future. EBITDA and Adjusted EBITDA do not reflect any cash requirements for such capital expenditures. Because of these limitations, among others, EBITDA and Adjusted EBITDA should not be considered as an indicator of Navios Holdings’ or Navios Logistics’ performance.



# Navios Holdings Structure

- Focus on growing Navios Logistics
  - 63.8% controlling equity stake since 2008
  - Consolidated into Navios Holdings' financial statements
- 10.3% passive equity stake in Navios Partners





# Recent Developments

## NM Financial Results

Revenue	Q4: \$52.6M	EBITDA	Q4: \$32.6M	Net Income	Q4: \$8.4M
	FY: \$255.4M		FY: \$355.1M		FY: \$87.3M

## 2022 Results

- NM EBITDA = \$355 million
  - \$170 million gain from sale of dry bulk fleet
  - Exited international shipping
- Navios Logistics 2022 Adjusted EBITDA = \$95.4 million<sup>(1)</sup>
  - ~ 20% annual growth

## Our strategy for Navios South American Logistics focuses on:

- Maximizing returns on existing assets
- Offering innovative logistics solutions to clients
- Capturing new business opportunities

## Macro conditions support regional growth

- China's emergence from pandemic
- Continued focus on food security drives agricultural volumes

***Navios Logistics seeks to leverage its unique infrastructure to serve increased demand from existing clients while developing new businesses***

(1) See slide 9

# NM Earnings Highlights

<b>Earnings Highlights</b>				
<b>(\$ '000 except per share data)</b>	<b>Three Months Ended December 31, 2022</b>	<b>Three Months Ended December 31, 2021</b>	<b>FY Ended December 31, 2022</b>	<b>FY Ended December 31, 2021</b>
Revenue (from continuing operations)	52,620	49,157	255,397	223,476
EBITDA	32,570	87,893 <sup>(2)</sup>	355,071 <sup>(3)</sup>	339,163 <sup>(2)</sup>
EBITDA (from continuing operations)	35,437	17,213 <sup>(2)</sup>	64,919 <sup>(3)</sup>	147,780 <sup>(2)</sup>
Net Income	8,389	31,779 <sup>(2)</sup>	87,306 <sup>(4)</sup>	116,686 <sup>(2)(5)</sup>
Net Income/(loss) (from continuing operations)	11,256	(13,435) <sup>(2)</sup>	(58,800) <sup>(4)</sup>	41,528 <sup>(2)(5)</sup>
Basic Earnings per share	0.23 <sup>(1)</sup>	1.36 <sup>(2)</sup>	2.29 <sup>(1)(4)</sup>	6.90 <sup>(2)(5)</sup>
Basic Earnings/(loss) per share (from continuing operations)	0.28 <sup>(1)</sup>	(0.66) <sup>(2)</sup>	(1.51) <sup>(1)(4)</sup>	2.25 <sup>(2)(5)</sup>

- 1) Basic Earnings per share attributable to Navios Holdings' common stockholders for the three month period and year ended December 31, 2022 includes a gain of \$4.5 million related to the tender offer for the Company's preferred stock (also included in continuing operations).
- 2) EBITDA, Net Income attributable to Navios Holdings' common stockholders and Basic Earnings per share attributable to Navios Holdings' common stockholders for the three month period and year ended December 31, 2021 includes \$14.0 million portion of loss in impairment losses incurred by Navios Logistics (also included in continuing operations).
- 3) EBITDA for the year ended December 31, 2022 includes (i) \$169.6 million gain from discontinued operations, following the sale of the Company's 36-vessel drybulk fleet (the "Transaction"); (ii) \$97.7 million in OTTI loss related to our investment in Navios Partners (also included in continuing operations); and (iii) \$2.0 million representing Navios Holdings' portion of impairment losses incurred by Navios Logistics in relation to the sale of assets (also included in continuing operations).
- 4) Net Income attributable to Navios Holdings' common stockholders and Basic Earnings per share attributable to Navios Holdings' common stockholders for the year ended December 31, 2022 include the impact of (i) \$24.0 million upfront fee paid in the form of a Convertible Debenture with respect to NSM Loan I and NSM Loan II drawn down in January 2022 (also included in continuing operations); (ii) \$61.7 million in prepayment fees paid by increasing the outstanding principal amount of the Convertible Debenture with respect to the repayments of the NSM Loan I and NSM Loan II; (iii) \$97.7 million in OTTI loss related to our investment in Navios Partners (also included in continuing operations); (iv) \$169.6 million in gain from discontinued operations, following the completion of the Transaction; (v) \$5.7 million in write off of deferred financing costs in connection with the Transaction; and (vi) \$2.0 million representing Navios Holdings' portion of impairment losses incurred by Navios Logistics in relation to the sale of assets (also included in continuing operations).
- 5) Net Income attributable to Navios Holdings' common stockholders and Basic Earnings per share attributable to Navios Holdings' common stockholders for the year ended December 31, 2021 include (i) \$25.9 million in equity income in affiliate companies due to Navios Partners' merger with Navios Containers effected on March 31, 2021 (also included in continuing operations); and (ii) approximately \$25.9 million in impairment losses relating to the sale of drybulk vessels.

# NM Balance Sheet

## Selected Balance Sheet Data

(in \$'000)

	December 31, 2022	December 31, 2021
Cash & cash equivalents (incl. restricted cash)	78,851	137,851
Other current and non current assets	337,754	547,499
Operating lease asset	11,787	173,426
Vessels, port terminal and other fixed assets, net	495,919	950,002
<b>Total Assets</b>	<b>924,311</b>	<b>1,808,778</b>
Other current and non current liabilities	95,678	157,541
Operating lease liability, current portion	11,787	198,986
Senior and ship mortgage notes, net	496,608	1,101,931
Long term debt, including current portion	178,146	283,676
<b>Stockholders Equity <sup>(1)</sup></b>	<b>142,092</b>	<b>66,644</b>
Book Capitalization <sup>(1)</sup>	816,847	1,452,251
Net Debt / Book Capitalization	73.0%	85.9%

### ➤ \$9.2 million paid for tendered preferred shares in Q4 2022

- 604,343 preferred shares G and H tendered (26.2% of total preferred shares)
  - ✓ 584,158 preferred series H (33% of total series H)
  - ✓ 20,185 preferred series G (3.8% of total series G)

(1) Includes noncontrolling interest





# Navios South American Logistics Overview



**2022 Adj. EBITDA<sup>(1)</sup> = \$95.4mm (IFRS)**

- ✓ Leading infrastructure & logistics company in the Hidrovia region
- ✓ Strategically located port infrastructure, difficult to replicate
- ✓ Nueva Palmira port terminal located –
  - in tax free zone,
  - at the mouth of the river - water levels are unaffected by drought conditions
- ✓ Positioned to capture compelling growth opportunities
- ✓ US Dollar-denominated business
- ✓ Longstanding contracts containing minimum volume guarantees

(1) Adjusted to exclude impairment losses (\$3.2mm)



# Navios Logistics: Recent Developments

- **China's emergence from pandemic provides catalyst for iron ore port and barge transportation**
  - Iron ore port
    - ✓ 1.5 million tons iron ore transshipments; 123% annual increase
    - ✓ Further production / exports increases likely in 2023
  - Barges
    - ✓ Barge convoys fixed under period contracts at attractive rates
- **Continued focus on food security drives agricultural volumes**
  - 38% annual growth in grain port terminal volumes (FY 2022) driven by:
    - ✓ Increased Uruguayan exports
    - ✓ Top-off volumes
  - Outlook for 2023: Paraguayan soybean production expected to be 10 million tons vs 4.2 million last year, while Uruguayan seen at 2.3 million tons vs. 3.1 million last year<sup>(1)</sup>
- **Improved cabotage market conditions**
  - 28% annual increase in fleet utilization rate (FY 2022)
  - Fixing vessels at higher rates achieving a contracted TCE of \$25,700 for 2023, representing 36% annual increase

(1) USDA February 2023



# Navios Logistics Earnings Highlights

					Year Ended	Year Ended	Variance
		(in \$ '000)	Three months ended December 31, 2022	Three months ended December 31, 2021	December 31, 2022	December 31, 2021	
<b>Navios Logistics</b>	Revenue	52,268	48,948	7%	254,154	222,608	14%
	Adj. EBITDA	10,021	10,542 <sup>(1)</sup>	(5)%	95,359 <sup>(2)</sup>	79,179 <sup>(3)</sup>	20%
	Adj. Loss	(12,042)	(20,211) <sup>(1)</sup>	40%	(1,247) <sup>(2)</sup>	(22,834) <sup>(3)</sup>	95%
	Loss	(12,042)	(39,607)	70%	(4,442)	(66,379)	93%
<b>Port Terminals</b>	Revenue	26,620	24,818	7%	118,479	104,545	13%
	Adj. EBITDA	16,811	14,637	15%	87,820	70,321	25%
<b>Barge Business</b>	Revenue	13,575	17,306	(22)%	84,483	83,154	-
	Adj. EBITDA	(7,200)	(1,578)	(>100)%	231	8,348	(97)%
<b>Cabotage Business</b>	Revenue	12,073	6,824	77%	52,192	34,909	50%
	Adj. EBITDA	410	(2,517)	n/a	7,308	510	>100%

Note: Under IFRS

(1) Adjusted to exclude impairment losses (\$19.4mm)

(2) Adjusted to exclude impairment losses (\$3.2mm)

(3) Adjusted to exclude loss from disposal of NM shares (\$24.1mm) and impairment losses (\$19.4mm)

# Navios Logistics Balance Sheet

Statement of Financial Position (\$'000)	December 31, 2022	December 31, 2021
Cash and cash equivalents, incl. restricted cash	\$50,164	\$32,580
Trade receivables and contract assets	46,494	44,444
Tangible assets	514,597	537,841
Intangible assets	150,289	153,062
Other assets	32,031	25,745
<b>Total Assets</b>	<b>\$793,575</b>	<b>\$793,672</b>
Trade and other payables and contract liabilities	65,757	63,798
Current interest-bearing loans and borrowings	23,544	25,976
Non-current interest-bearing loans and borrowings	523,751	516,374
Deferred tax liabilities	9,962	10,495
Other liabilities	22,895	24,921
<b>Total Liabilities</b>	<b>\$645,909</b>	<b>\$641,564</b>
<b>Stockholders Equity</b>	<b>\$147,666</b>	<b>\$152,108</b>
<b>Total Equity &amp; Liabilities</b>	<b>\$793,575</b>	<b>\$793,672</b>

Note: Under IFRS



Navios Maritime Holdings Inc.

[www.navios.com](http://www.navios.com)