



THE LEADING INDEPENDENT CONTAINERSHIP OWNER AND OPERATOR



SSW
LISTED
NYSE

Q3 · 2019 · FINANCIAL RESULTS CONFERENCE CALL · Nov 7, 2019

Agenda



Bing Chen, President & Chief Executive Officer
Q3 Highlights and Developments



Peter Curtis, EVP and Chief Commercial & Technical Officer
Industry Update



Ryan Courson, Chief Financial Officer
Financial & Strategic Update

Notice on Forward Looking Statements

This presentation contains forward-looking statements (as such term is defined in Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act) concerning operations, cash flows, and financial position of Seaspan Corporation ("Seaspan"), including, in particular, the likelihood of its success in developing and expanding its business. Statements that are predictive in nature, that depend upon or refer to future events or conditions, or that include words such as "continue," "expects," "anticipates," "intends," "plans," "believes," "estimates," "projects," "forecasts," "will," "may," "potential," "should," "guidance," and similar expressions are forward-looking statements. These forward-looking statements represent Seaspan's estimates and assumptions only as of the date of this presentation and are not intended to give any assurance as to future results. As a result, you are cautioned not to rely on any forward-looking statements. Forward-looking statements appear in a number of places in this presentation. Although these statements are based upon assumptions Seaspan believes to be reasonable based upon available information, they are subject to risks and uncertainties. These risks and uncertainties include, but are not limited to: future growth prospects and ability to expand Seaspan's business; Seaspan's expectations as to impairments of its vessels, including the timing and amount of currently anticipated impairments; the future valuation of Seaspan's vessels and goodwill; potential acquisitions, vessel financing arrangements and other investments, and Seaspan's expected benefits from such transactions; future time charters and vessel deliveries, including future long-term charters for certain existing vessels as well as the likelihood of consummating any such transactions; estimated future capital expenditures needed to preserve the operating capacity of Seaspan's fleet including, its capital base, and comply with regulatory standards, its expectations regarding future dry-docking and operating expenses, including ship operating expense and general and administrative expenses; Seaspan's expectations about the availability of vessels to purchase, the time that it may take to construct new vessels, the delivery dates of new vessels, the commencement of service of new vessels under long-term time charter contracts and the useful lives of its vessels; availability of crew, number of off-hire days and dry-docking requirements; general market conditions and shipping market trends, including charter rates, increased technological innovation in competing vessels and other factors affecting supply and demand; Seaspan's financial condition and liquidity, including its ability to borrow and repay funds under its credit facilities, to refinance its existing facilities and to obtain additional financing in the future to fund capital expenditures, acquisitions and other general corporate activities; Seaspan's continued ability to meet its current liabilities as they become due; Seaspan's continued ability to maintain, enter into or renew primarily long-term, fixed-rate time charters with its existing customers or new customers; the potential for early termination of long-term contracts and Seaspan's potential inability to enter into, renew or replace long-term contracts; the introduction of new accounting rules for leasing and exposure to currency exchange rates and interest rate fluctuations; conditions inherent in the operation of ocean-going vessels, including acts of piracy; acts of terrorism or government requisition of Seaspan's containership during periods of war or emergency; adequacy of Seaspan's insurance to cover losses that result from the inherent operational risks of the shipping industry; lack of diversity in Seaspan's operations and in the type of vessels in its fleet; conditions in the public equity market and the price of Seaspan's shares; Seaspan's ability to leverage to its advantage its relationships and reputation in the containership industry; compliance with and changes in governmental rules and regulations or actions taken by regulatory authorities, and the effect of governmental regulations on Seaspan's business;

the financial condition of Seaspan's customers, lenders, refund guarantors and other counterparties and their ability to perform their obligations under their agreements with us; Seaspan's continued ability to meet specified restrictive covenants and other conditions in its financing and lease arrangements, its debt instruments and its preferred shares; any economic downturn in the global financial markets and export trade and increase in trade protectionism and potential negative effects of any recurrence of such disruptions on Seaspan's customers' ability to charter Seaspan's vessels and pay for Seaspan's services; some of Seaspan's directors and investors may have separate interests which may conflict with those of its shareholders and they may be difficult to replace given the anti-takeover provisions in Seaspan's organizational documents; taxation of Seaspan's company and of distributions to its shareholders; Seaspan's exemption from tax on U.S. source international transportation income; the ability to bring claims in China and the Marshall Islands, where the legal systems are not well-developed; potential liability from future litigation; and other factors detailed from time to time in Seaspan's periodic reports.

Forward-looking statements in this presentation are estimates and assumptions reflecting the judgment of senior management and involve known and unknown risks and uncertainties. These forward-looking statements are based upon a number of assumptions and estimates that are inherently subject to significant uncertainties and contingencies, many of which are beyond Seaspan's control. Actual results may differ materially from those expressed or implied by such forward-looking statements. Accordingly, these forward-looking statements should be considered in light of various important factors listed above and including, but not limited to, those set forth in "Item 3. Key Information—D. Risk Factors" in Seaspan's Annual Report for the year ended December 31, 2018 on Form 20-F filed on March 26, 2019, and the "Risk Factors" in Reports on Form 6-K that are filed with the Securities and Exchange Commission, or the SEC, from time to time relating to our quarterly financial results.

Seaspan does not intend to revise any forward-looking statements in order to reflect any change in Seaspan's expectations or events or circumstances that may subsequently arise. Seaspan expressly disclaims any obligation to update or revise any of these forward-looking statements, whether because of future events, new information, a change in Seaspan's views or expectations, or otherwise. You should carefully review and consider the various disclosures included in this Annual Report and in Seaspan's other filings made with the SEC, that attempt to advise interested parties of the risks and factors that may affect Seaspan's business, prospects and results of operations.

Q3 Highlights

Q3 Operational and Financial Performance

- Vessel utilization of **99.6%** during the quarter; record high since 2011
- Revenue of **\$282.7** million for the quarter; **\$843.5** million for the nine month period
- Operating Earnings of **\$116.1** million for the quarter; **\$570.6** million for the nine month period
- Cash Flow from Operations of **\$145.9** million for the quarter; **\$645.2** million for the nine month period
- EPS per diluted share of **\$0.11** for the quarter; **\$1.44** for the nine month period
- Non-cash changes in fair value of financial instruments contributed **\$0.10 loss** for the quarter; **\$0.17 loss** for the nine month period

Corporate Developments

- Closed \$500 million accordion to portfolio financing program (\$1.5 billion total)
- Signed agreement to acquire 9,600 TEU vessel to be put on 3-year charter
- 5-year charter on a panamax vessel (US flagging arrangement)
- 17 charter extensions since June 30, 2019

Key Priorities & Recent Developments

1

Operational Excellence

- Lost-time Injury Frequency (LTIF) lowest on record: 1.0
- Utilization of 99.6% (highest utilization in single quarter since 2011)

2

Customer Partnerships

- 17 charter extensions since June 30, 2019
- 5-year charter on a panamax vessel (US flagging arrangement)

3

Financial Strength and Stability

- Closed \$500mn upsizing for portfolio financing program
- Ending liquidity of over \$912mn

4

Pursuit of Growth Opportunities

- Signed agreement to acquire 9,600 TEU vessel

5

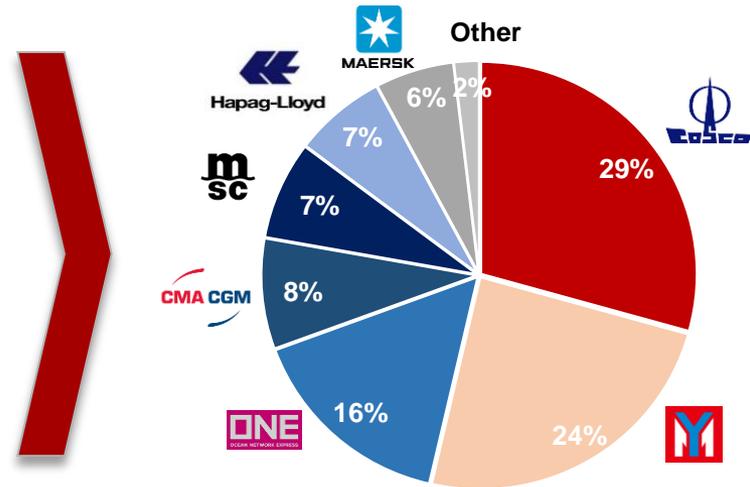
Capital Allocation

- Repayment of \$264mn of total borrowings¹

Commercial & Operational Highlights

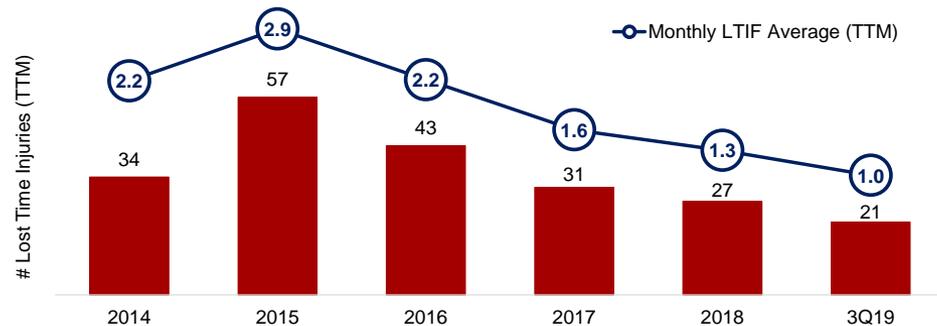
Strengthening Partnerships¹

- Signed agreement to acquire 9,600 TEU vessel to be chartered to ONE upon delivery
- US flagging arrangement for panamax vessel
- 9 charter extensions with COSCO



Operational Improvements

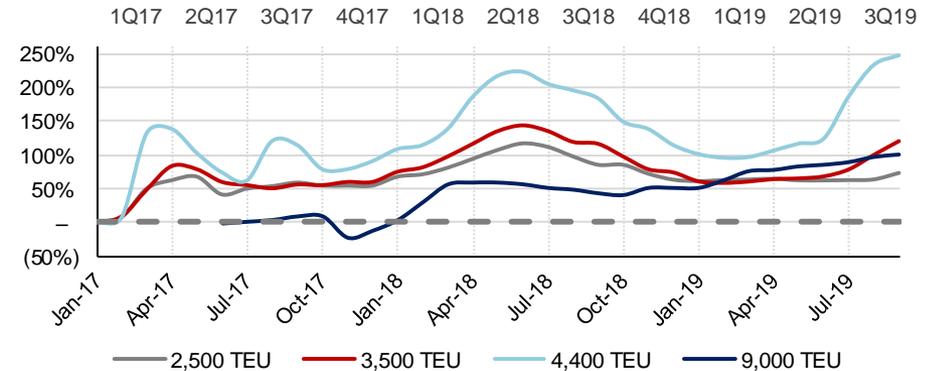
- Lost-time Injury Frequency (LTIF) continues to improve year-over-year
- Utilization of 99.6% (record high since 2011)



Demand Tailwinds

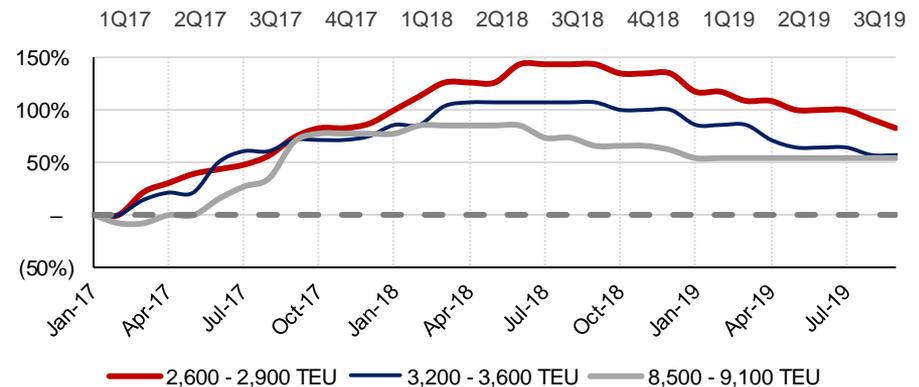
- Rate improvement for smaller vessels driven by cascading of demand from large to small sizes
- Support from limited number of deliveries and low orderbook

Charter Rate Improvement¹



- Sale and purchase activity focused on panamax
- Asset values stabilized during 3Q19

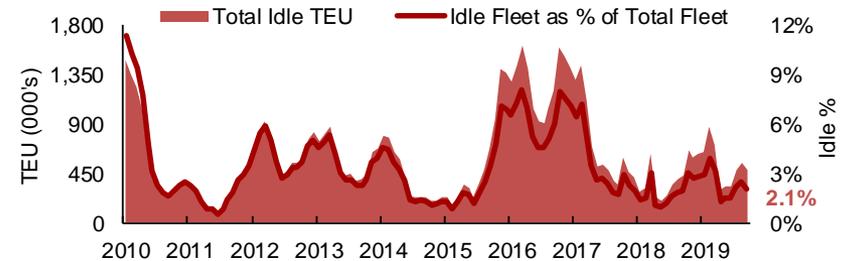
Historical Containership Asset Value¹



Supply Remains Stable

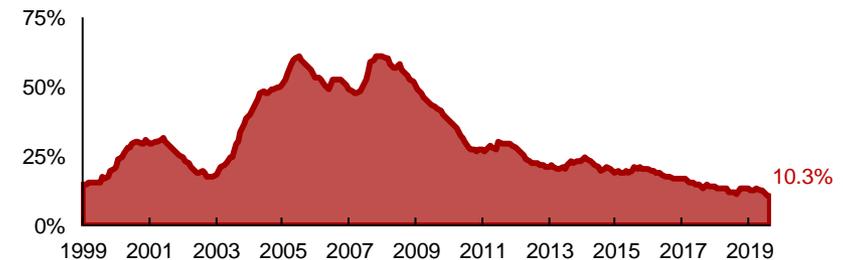
- Industry supply rationalization and demand improvement driving idle fleet reduction
- Idle containership fleet of vessels 2.1% of the global fleet² (primarily <3,000 TEU); significant improvement vs beginning of 2019

Idle Fleet Continues to Decline (% TEU)^{1,2}



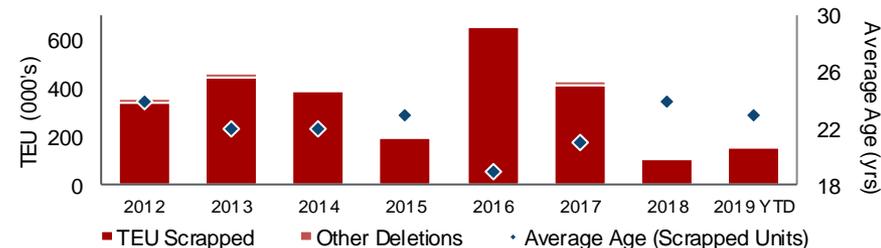
- Increased discipline on the part of owners and capital providers continues to temper supply growth
- Orderbook-to-fleet ratio currently at 10.3%²

Orderbook at Historically Low Levels^{1,2}



- Increased scrapping relative to 2018
- Elevated scrapping levels for older vessels expected in 2020

Historical Demolition Volumes²



Q3 Financial Highlights

Key Performance Metrics

US\$ Millions, except operating data and per share amounts	Quarter Ended September 30,		Nine Months Ended September 30,		
	2019	2018	2019	2018	Δ
Ownership Days	9,844	9,844	29,211	27,420	
Operating Days	9,805	9,690	28,868	26,876	
Vessel Utilization	99.6%	98.4%	98.8%	98.0%	▲
Operating Cost per Ownership Day	\$5,770	\$5,624	\$5,833	\$5,969	▼
Revenue	\$282.7	\$295.0	\$843.5	\$801.4	▲
Ship Operating Expense	\$56.8	\$55.4	\$170.4	\$163.7	
G&A	\$7.7	\$8.1	\$23.3	\$24.5	▼
Operating Leases	\$38.3	\$33.0	\$116.3	\$96.6	
Operating Earnings	\$116.1	\$133.4	\$570.6	\$335.6	▲
Interest Expense & Deferred Financing Fees Amortization	\$45.0	\$56.0	\$151.5	\$149.4	
Net Earnings	\$43.0	\$80.0	\$368.2	\$215.7	▲
EPS, diluted	\$0.11	\$0.36	\$1.44	\$1.07	▲
Cash Flow From Operations	\$145.9	\$150.6	\$645.2	\$355.9	▲

Key Balance Sheet Metrics

US\$ Millions	As of Sep 30		
	2019	2018	Δ
Cash and cash equivalents, and short-term investments	\$259	\$394	▼
Total borrowings ¹	\$3,439	\$4,296	▼
Shareholders' equity	\$3,205	\$2,434	▲

Highlights

- Vessel utilization of 99.6% during the quarter; record high since 2011
- Revenue of \$282.7 million for the quarter; \$843.5 million for the nine month period
- Charter modifications in Q1 2019 contributed a reduction in charter hire of \$12.7 million during the quarter; \$227.0 million upfront payment received on April 1, 2019
- Operating Earnings of \$116.1 million for the quarter; \$570.6 million for the nine month period
- Cash Flow from Operations of \$145.9 million for the quarter; \$645.2 million for the nine month period
- EPS per diluted share of \$0.11 for the quarter; \$1.44 for the nine month period
- Non-cash changes in fair value of financial instruments contributed \$0.10 loss for the quarter; \$0.17 loss for the nine month period

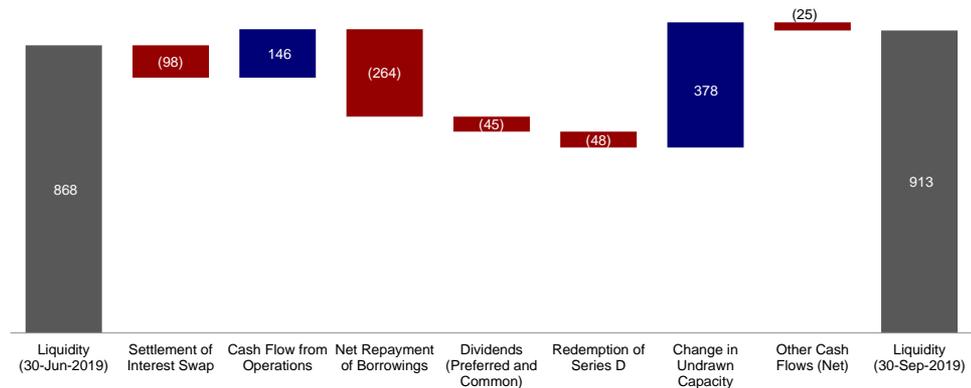
(1) Excludes deferred financing fees

Financial Strength and Stability

- ~\$150mn of cash used in Q3 for settlement of interest rate swap and redemption of puttable series D preferred shares
- Repaid \$264mn of total borrowings
- Maintained significant liquidity position

Continued De-leveraging through Free Cash Flows¹

(US\$ Millions)



- Maintained net debt to equity of 1.0x
- Unencumbered vessels moved into portfolio financing program provides additional financial flexibility

Improvements in Capital Structure

Quarter Ended

(US\$ Millions)

	3Q18	4Q18	1Q19	2Q19	3Q19
Net Debt ²	\$3,993	\$3,888	\$3,559	\$3,266	\$3,336
Shareholders' Equity	2,434	2,460	3,209	3,205	3,205
Net Debt / Equity	1.6x	1.6x	1.1x	1.0x	1.0x
<i>Unencumbered Vessels</i> ³	18	24	37	43	31

Seaspan 2019 Investor Day



2019 INVESTOR DAY

FRIDAY, NOVEMBER 22ND AT NYSE FREEDOM HALL

Please RSVP by November 14 to ir@seaspancorp.com

9am-12pm (check-in & coffee at 8:30am)

Lunch with Management after the session

NYSE Freedom Hall, 1 Wall St, New York, NY
(Use Broad St. Entrance)



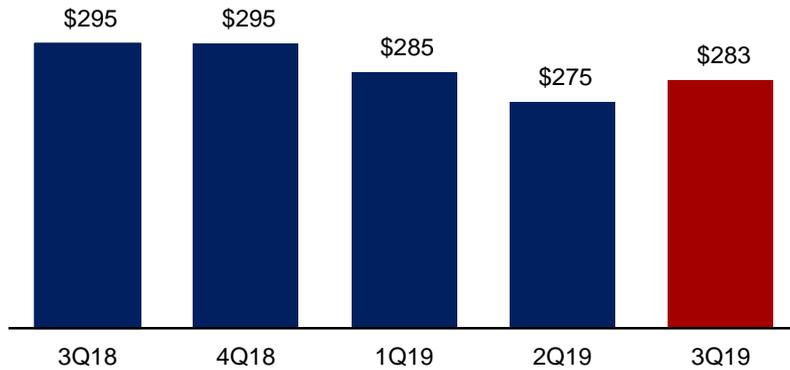
APPENDIX



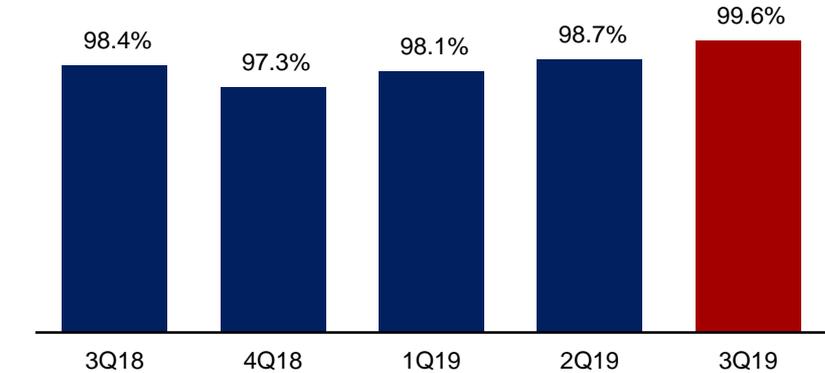
Quarterly Performance

Revenue

(US\$ Millions)

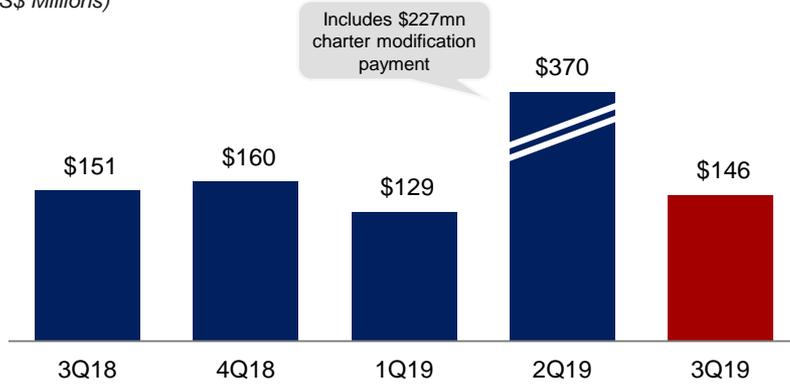


Utilization Rate



Cash Flow from Operations¹

(US\$ Millions)



Operating Earnings

(US\$ Millions)

