



**seaspan**  
CORPORATION

One of the World's Leading Containership Owners

SSW  
LISTED  
NYSE



# Third Quarter 2010 Financial Results Conference Call

October 27, 2010

# Notice on 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) concerning future events and our operations, performance and financial condition, including, in particular, the likelihood of our success in developing and expanding our business, and our equity capital requirements. Statements that are predictive in nature, that depend upon or refer to future events or conditions, or that include words such as “expects”, “anticipates”, “intends”, “plans”, “believes”, “estimates”, “projects”, “forecasts”, “will”, “may”, “potential”, “should”, and similar expressions are forward-looking statements. These forward-looking statements reflect management’s current views 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 we believe to be reasonable based upon available information, including operating margins, earnings, cash flow, working capital and capital expenditures, they are subject to risks and uncertainties. These risks and uncertainties include, but are not limited to: future operating or financial results; our expectations relating to dividend payments and our ability to make such payments; pending acquisitions, business strategy and expected capital spending; operating expenses, availability of crew, number of off-hire days, dry-docking requirements and insurance costs; general market conditions and shipping market trends, including charter rates and factors affecting supply and demand; our financial condition and liquidity, including our ability to borrow funds under our credit facilities and to obtain additional financing in the future to fund capital expenditures, acquisitions and other general corporate activities; estimated future capital expenditures needed to preserve our capital base; our expectations about the availability of ships to purchase, the time that it may take to construct new ships, or the useful lives of our ships; our continued ability to enter into primarily long-term, fixed-rate time charters with our customers; our ability to leverage to our advantage Seaspac Management Services Limited’s relationships and reputation in the containership industry; changes in governmental rules and regulations or actions taken by regulatory authorities; the financial condition of our shipyards, charterers, lenders, refund guarantors and other counterparties and their ability to perform their obligations under their agreements with us; changes in worldwide container demand; changes in trading patterns; competitive factors in the markets in which we operate; potential inability to implement our growth strategy; potential for early termination of long-term contracts and our potential inability to renew or replace long-term contracts; ability of our customers to make charter payments; potential liability from future litigation; conditions in the public equity markets; and other factors detailed from time to time in our periodic reports and filings with the SEC, including our Annual Report on Form 20-F, filed on March 19, 2010. We expressly disclaim any obligation to update or revise any of these forward-looking statements, whether because of future events, new information, a change in our views or expectations, or otherwise. We make no prediction or statement about the performance of our common shares.

Please refer to the earnings release for a description and reconciliation of Non-GAAP financial measures such as “Cash available for distribution to common shareholders” and “Normalized net earnings, normalized earnings per share, and normalized converted earnings per share”, which is available on our website at [www.seaspacorp.com](http://www.seaspacorp.com).

# Third Quarter & Fourth Quarter To Date 2010 Highlights

## Financings

- Entered into two transactions
  - Crédit Agricole \$150 million sale-leaseback
  - Lloyds Banking Group UK Lease Facility amendment
- Fully secured financing for newbuilding commitments

## Deliveries

- Delivered one vessel during Q3
  - 8500 TEU COSCO Indonesia
- Delivered two vessels thus far in Q4
  - 8500 TEU COSCO Thailand
  - 4500 TEU Brotonne Bridge

## Utilization

- Vessel utilization was 98.7% for the quarter
- 4,871 ownership days and 4,809 operating days
  - 52 days of scheduled dry-dock off-hire
  - 10 days of unscheduled off-hire

## Dividend

- Board of Directors declared Q3 dividend of \$0.125 per share
- Previously increased dividend by 25% from \$0.100 per share to \$0.125 per share in Q2

# Results for Quarters Ended September 30

In millions	Third Quarter Ended		Change	
	2010	2009	\$	%
<b><u>Operating Metrics</u></b>				
Revenue	\$111.4	\$74.1	\$37.3	50.4%
Ship operating expenses	\$29.2	\$20.7	\$8.6	41.5%
<b><u>Cash Metrics</u></b>				
EBITDA	\$79.5	\$51.4	\$28.1	54.7%
Cash available for distribution <sup>1</sup>	\$51.7	\$38.6	\$12.1	33.9%
Cash dividends paid (incl. Pref B)	\$6.7	\$5.4	\$1.3	23.9%
<b><u>Earnings Metrics</u></b>				
Normalized net earnings	\$26.1	\$20.2	\$5.9	29.1%

# Normalized Per Share Metrics

	2010			2009			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Converted EPS <sup>1</sup>	\$0.30	\$0.27	\$0.24	\$0.26	\$0.27	\$0.25	\$0.25
EBITDA / share <sup>1</sup>	\$0.95	\$0.82	\$0.68	\$0.66	\$0.69	\$0.65	\$0.59
Dividend / share declared	\$0.125	\$0.125	\$0.100	\$0.100	\$0.100	\$0.100	\$0.100
Converted shares outstanding (in millions) <sup>1</sup>	83.8	83.1	82.2	81.6	74.4	74.1	73.7

# Balance Sheet

In millions	As of September 30, 2010	As of December 31, 2009	Change	
			\$	%
Cash and cash equivalents	\$146.7	\$133.4	\$13.3	10.0%
Current assets	\$158.6	\$146.1	\$12.5	8.6%
Operating vessels	\$2,996.1	\$2,088.7	\$907.4	43.4%
<b>Total assets</b>	<b>\$4,289.6</b>	<b>\$3,664.4</b>	<b>\$625.1</b>	<b>17.1%</b>
Current liabilities	\$47.0	\$30.7	\$16.3	53.0%
<b>Total debt and liabilities</b>	<b>\$3,438.9</b>	<b>\$2,604.9</b>	<b>\$834.0</b>	<b>32.0%</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$4,289.6</b>	<b>\$3,664.4</b>	<b>\$625.1</b>	<b>17.1%</b>

# Seaspan Forward Guidance\*

## Revenues / Opex

- Please refer to our Annual Report on Form 20-F, filed on March 19, 2010 and our website at [www.seaspancorp.com](http://www.seaspancorp.com) for details on our delivery schedule, time charter rates and opex rates

## Upcoming Deliveries

- 2010 Q4 deliveries
  - 1 x 8500 TEU to COSCON
  - 1 x 4500 TEU to K-Line
- 2011 expected deliveries
  - 5 x 13100 TEU to COSCON
  - 2 x 8500 TEU to COSCON
  - 4 x 4500 TEU to K-Line
- 2012 expected deliveries
  - 3 x 13100 TEU to COSCON

## Future Drydockings

- 2010
  - Q4 – 4 days
- 2011
  - Q1 – 45 days
  - Q2 – 15 days
- 2012
  - Q3 – 15 days
  - Q4 – 30 days

## Capex Requirements

- 2010 Q4 – \$140 million
- 2011 – \$780 million
- 2012 – \$230 million

## Forward Converted Share Count<sup>1</sup>

	2010	2011				2012			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Amounts in millions	84.0	85.2	85.8	86.4	87.0	88.2	88.8	89.5	90.1

(1) Forward converted share count is based on no planned equity raises, and \$15 conversion price  
 \* Note: All estimates are approximate and subject to change

# Seaspan Fundamentals

## Dedicated Containership Specialist

- 69 ships representing over 400,000 TEU
  - Average size of 6000 TEU per ship and operating fleet average age of 4 years
- Largest publicly traded containership owner
- Long-term stable and sustainable distributable cash flows of over \$300 million in 2012

## Leading Technical Ship Management

- Vessel designs – 4250 TEU, 8500 TEU, 9600 TEU, and 13100 TEU becoming industry standards
- Newbuild supervision – over 40 professionals in Korea / China
- Crew – over 2000 crew members / 200 cadets
- On-hire utilization of over 99% since inception (including dry-dock)

## Disciplined Financial Execution

- Pursuit of flexible and strong capital structure
- Sponsors equity investment of ~ \$700 million
- \$1.8 billion equity from 7 transactions including IPO
- \$4.2 billion debt financing from 23 banks
- Interest rates primarily hedged 6.1%
- No debt maturities until 2015

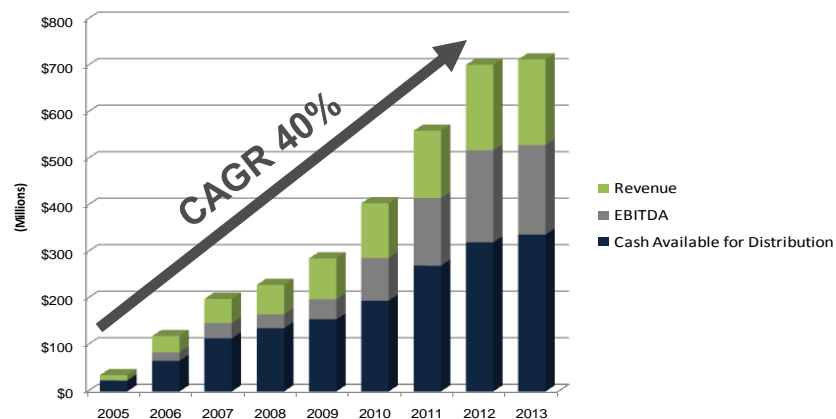
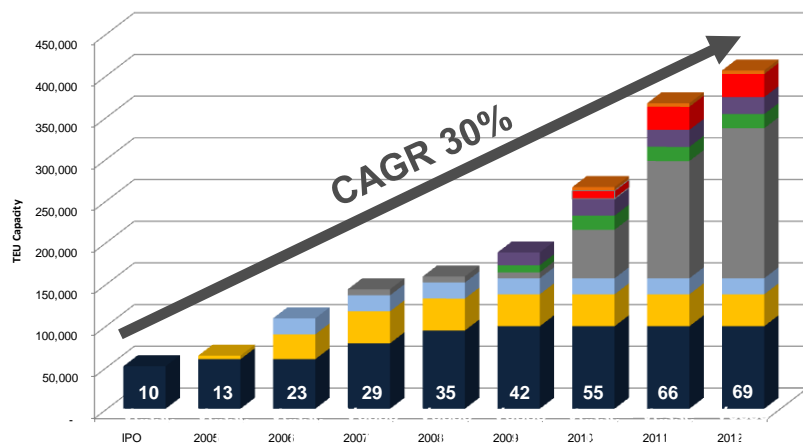
## High Quality Charterer Portfolio

- Risk-weighted portfolio strategy in selecting high quality customers
  - Fixed-rate initial time charters for all 69 vessels with an average contract of ~12 years
  - Zero charterer defaults or delay of charter hire payments during crisis
- Approximately \$7 billion of contracted revenue; 90% of contracted revenue from China and Japan
  - Charter parties performing as expected
  - Largest provider of containerships to China



# Built-in Contracted Growth

## Seaspan has More than Tripled its Contracted Fleet Capacity Since IPO<sup>1</sup>



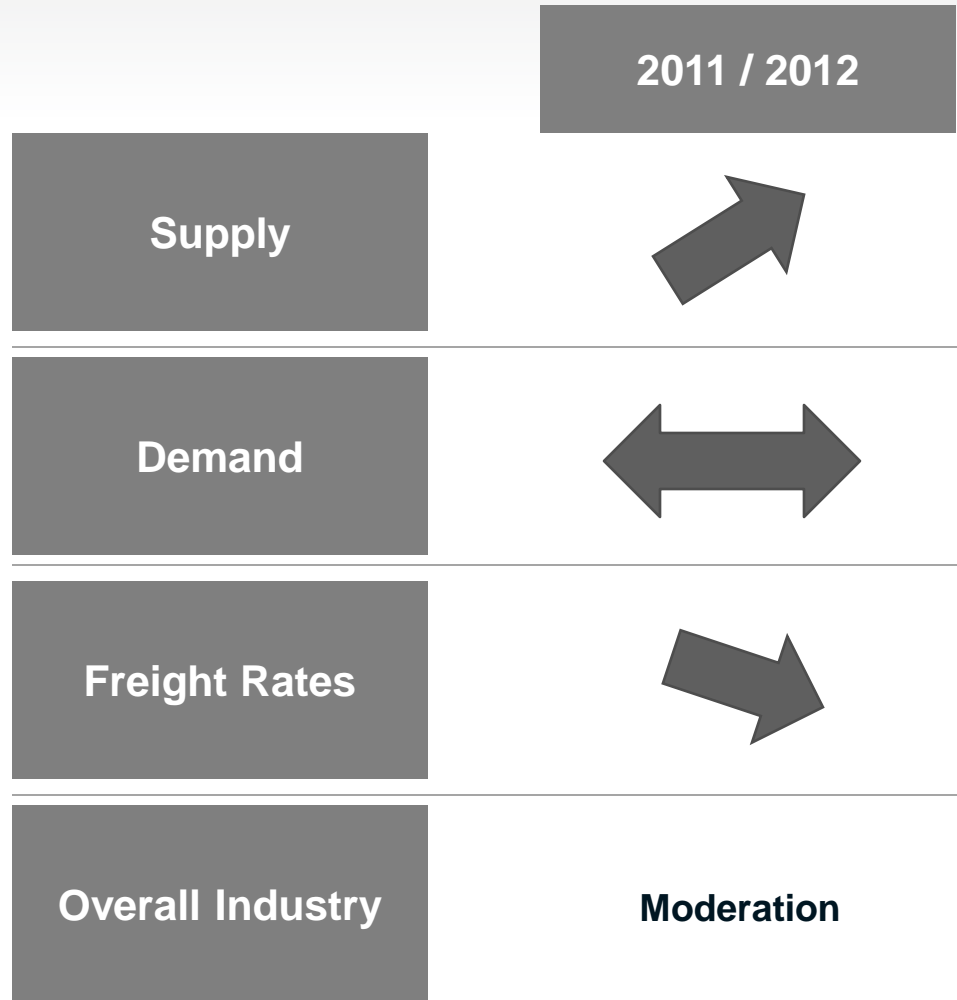
### Significant Contracted Growth

- 46 vessel acquisitions since IPO (~\$4bn) all secured on primarily long-term time charters
- Orders with shipyards signed at same time as time charters agreed

### Fully Delivered Fleet Metrics

- Approximate annualized key metrics upon delivery of our full fleet in 2013:
  - Revenue – \$700 million
  - EBITDA – \$500 million
  - Cash available for distribution<sup>2</sup> – \$300 million

# Container Shipping Industry Environment



# Q&A

