# Navios Maritime Holdings Inc. 

# Navios Maritime Holdings Inc. Reports Financial Results for the Third Quarter and Nine Months ended September 30, 2005 

November 28, 2005

- Navios Announces Dividend Policy
- Navios doubles size of owned fleet through options exercise
- Navios to expand size of chartered- in fleet

PIRAEUS, Greece, Nov. 28 /PRNewswire-FirstCall/ -- Navios Maritime Holdings Inc. ("Navios") (Nasdaq: BULK, BULKU, BULKW), a leading vertically integrated global shipping company specializing in the dry-bulk shipping industry, today reported its financial results for the third quarter and nine months ended September 30, 2005.

Ms. Angeliki Frangou, Chairman and CEO of Navios, stated, "Since closing the acquisition of Navios at the end of the third quarter, we have taken a number of steps to position the Company for future growth and profitability. Recently, Navios announced the exercise of purchase options on certain vessels which will increase Navios's owned fleet to 12 vessels. In addition, Navios will expand its chartered-in fleet through the favorable charters of two new Panamaxes and one new Handymax in 2007 and 2008. Overall, I am pleased with this quarter's financial performance, which reflects solid operational results."

For the following results and the selected financial statement tables below, Navios has presented combined statement of operations information for the three and nine months ended September 30, 2005. This information was derived from the unaudited consolidated statement of operations of the predecessor business for the period July 1 to August 25, 2005 and for the period January 1 to August 25, 2005 and from the unaudited consolidated statement of operations of the successor business for the period August 26 to September 30, 2005. Navios' has prepared this combined statement of operations information solely to assist comparisons across the three and nine month financial periods. The successor and predecessor periods in the combined statement of operations includes the effects of fair value purchase accounting adjustments. The combined information is a Non-US GAAP financial measure and should not be used in isolation or substitution of the Predecessor and Successor results.

Third Quarter 2005 Results:


Revenues for the three months of operations ended September 30, 2005 were $\$ 51.7$ million as compared to $\$ 78.2$ million for the same period during 2004. EBITDA was $\$ 23.4$ million for the third quarter 2005 as compared to $\$ 28.4$ million for the same period of 2004. EBITDA for the quarter ended September 30, 2005 also included a one-time severance payment of $\$ 1.4$ million to Navios' former CEO in accordance with a change of control provision contained in his employment contact.

Net income for the quarter was $\$ 16.8$ million as compared to $\$ 27.3$ million for the comparable period of 2004.
The decline in Revenues and Net income was principally attributable to a reduction in the number of short-term chartered-in vessels operated by the company during the respective periods as shown in the exhibit under "Fleet Summary Data". The "Available Days" for the fleet declined $30.7 \%$ to 2,075 days for the quarter ended September 30, 2005 as compared to the same period for 2004. The "Time Charter Equivalent" rate per day, including Forward Freight Agreements (FFA's), declined $10.1 \%$ to $\$ 22,055$ for the three months ended September 30, 2005 as compared to the same period for 2004.

As of September 30, 2005, Navios operated a fleet of 21 vessels, of which 6 were owned and 15 were under long-term charters at favorable rates. Navios's cash and cash equivalents balance as of September 30, 2005 was $\$ 133.3$ million.

| In '000 | Nine Months Ended Septe 30, 2005 <br> (Combined Unaudited) | Successor <br> r August 26, 2005 To September 30, 2005 (Unaudited) | Predecessor <br> Jan. 1, 200 <br> To August <br> 25, 2005 <br> (Unaudited) | Predecessor <br> 5 Nine Months <br> Ended <br> September <br> 30, 2004 <br> (Unaudited) |
| :---: | :---: | :---: | :---: | :---: |
| Revenues | \$179,084 | \$20,454 | \$158, 630 | \$216,274 |
| EBITDA | \$63,915 | \$7,923 | \$55,992 | \$101,561 |
| Net income | \$54,034 | \$2,697 | \$51,337 | \$95,916 |

Revenues for the nine months of operations ended September 30, 2005 were $\$ 179.1$ million as compared to $\$ 216.3$ million for the same period during 2004. EBITDA was $\$ 63.9$ million for the first nine months 2005 as compared to $\$ 101.6$ million for the same period of 2004. Net income for the nine months ended September 30, 2005 was $\$ 54.0$ million as compared to $\$ 95.9$ million for the comparable period of 2004. The first nine months of 2005 were adversely affected by a number of factors, including (i) a reduction in the number of short-term chartered vessels operated by Navios as exhibited in the 'Fleet Summary Data', (ii) $\$ 1.8$ million of transaction costs incurred in connection with the sale of Navios and $\$ 1.4$ million of one-time severance payments to the former CEO, and (iii) extraordinary profits in FFA trading in 2004 ( $\$ 42.5$ million).

The "Available Days" for the fleet declined $26.4 \%$ to 6,886 days for the nine months ended September 30, 2005 as compared to the same period for 2004. The "Time Charter Equivalent" rate per day, including FFA's, declined $8.8 \%$ to $\$ 23,421$ for the nine months ended September 30, 2005 as compared to the same period for 2004.

## Summary Fleet Data

The following table reflects available days, operating days, fleet utilization, and TCE rates for the three month period ended September 30, 2005 and 2004.

*Including gains and losses from Forward Freight Agreements ("FFAs"). While FFAs are an integral part of our shipping business they are, for accounting purposes, a distinct activity. TCE rates excluding FFAs were, for the three months ending September 30, 2005 and 2004, $\$ 20,720$ and $\$ 23,235$, respectively and were, for the nine months ending September 30, 2005 and 2004, $\$ 23,135$ and $\$ 21,146$, respectively.
(1) Available days for fleet are total calendar days the vessels were in our possession for the relevant period after subtracting off-hire days associated with major repairs, drydocks or special surveys. The shipping industry uses available days to measure the number of days in a relevant period during which vessels should be capable of generating revenues.
(2) Operating days is the number of available days in the relevant period less the aggregate number of days that the vessels are off-hire due to any reason, including unforeseen circumstances. The shipping industry uses operating days to measure the aggregate number of days in a relevant period during which vessels actually generate revenues.
(3) Fleet utilization is the percentage of time that our vessels were available for revenue generating available days, and is determined by dividing the number of operating days during a relevant period by the number of available days during that period. The shipping industry uses fleet utilization to measure a company's efficiency in finding suitable employment for its vessels.
(4) Time Charter Equivalent, or TCE, are defined as voyage and time charter revenues plus gains or losses on FFAs less voyage expenses during a relevant period divided by the number of available days during the period.

Following is the 'core fleet' employment profile, including new buildings to be delivered. The 'core fleet' includes the owned vessels and the long term chartered-in vessels. Navios's core fleet consists of a total of 29 vessels, totaling 1.9 million deadweight tons, including six modern Ultra- Handymax ( $52,000-55,000 \mathrm{dwt}$ ) vessels which the company owns, 15 Panamax ( $70,000-83,000 \mathrm{dwt}$ ) and 8 Ultra-Handymax vessels under long-term time charter. The 21 vessels in current operation aggregate approximately 1.3 million deadweight tons and have an average age of 3.5 years. Navios has currently fixed $57.6 \%$ of its 2006 available days.

| Vessel | Type | Built | DWT | Charter <br> Rate (1) | Expiration Date (2) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Owned Vessels: |  |  |  |  |  |
| Navios Achilles | Ultra Handymax | 2001 | 52,063 | 15,400 | 12/09/2005 |
| Navios Apollon | Ultra Handymax | 2000 | 52,073 | 16,150 | 08/21/2007 |
| Navios Herakles | Ultra Handymax | 2001 | 52,061 | 29,597 | 02/01/2006 |
| Navios Hios | Ultra Handymax | 2003 | 55,180 | 19,237 | 09/15/2006 |
| Navios Ionian | Ultra Handymax | 2000 | 52,068 | 27,693 | 12/06/2005 |
| Navios Kypros | Ultra Handymax | 2003 | 55,222 | 24,063 | 04/27/2006 |
| Long Term Chartered-in Vessels: |  |  |  |  |  |
| Navios Arc | Ultra Handymax | 2003 | 53,514 | 17,908 | 07/15/2006 |
| Navios Horizon | Ultra Handymax | 2001 | 50,346 | 12,588 | 05/30/2006 |
| Navios Mercator | Ultra Handymax | 2002 | 53,400 | 21,175 | 10/01/2006 |
| Navios Meridian | Ultra Handymax | 2002 | 50,316 | 20,045 | 10/15/2006 |
| Navios Vector | Ultra Handymax | 2002 | 50,300 | 8,883 | 12/17/2007 |
| Linda Oldendorff | Panamax | 1995 | 75,100 | 31,350 | 01/03/2006 |
| Navios Aurora | Panamax | 2005 | 75,200 | 24,063 | 05/27/2008 |
| Navios Cielo | Panamax | 2003 | 75,834 | 18,961 | 03/15/2006 |
| Navios Galaxy | Panamax | 2001 | 74,195 | 24,062 | 12/25/2007 |
| Navios Hyperion | Panamax | 2004 | 75,500 | 15,400 | 01/05/2007 |
| Navios Magellan | Panamax | 2000 | 74,333 | 18,763 | 04/07/2006 |
| Navios Orbiter | Panamax | 2004 | 76,000 | 33,688 | 12/28/2005 |
| Navios Orion | Panamax | 2005 | 76,000 | 21,175 | 01/15/2007 |
| Navios Star | Panamax | 2002 | 76,662 | 15,343 | 01/13/2007 |
| Navios Titan | Panamax | 2005 | 82,300 | 20,000 | 10/09/2007 |
| Long Term Chartered-in Vessels to be delivered: |  |  |  |  |  |
| Navios TBN Shoei <br> (Taiyo) Ultra Handymax 05/2006 53,500 |  |  |  |  |  |
| Navios TBN |  |  |  |  |  |
| Kamasarmax | Panamax | 08/20 | 82,800 |  |  |
| Navios TBN Toyo |  |  |  |  |  |
| Kaiun | Panamax | 01/2007 | 75,500 |  |  |
| Navios TBN Shoei | Ultra Handymax | 04/20 | 53,500 |  |  |
| Navios TBN |  |  |  |  |  |
| Tsuneishi | Panamax | 09/20 | 82,000 |  |  |
| Navios TBN Doun |  |  |  |  |  |
| Kisen | Panamax | 11/2007 | 75,200 |  |  |
| Navios TBN Shoei | Panamax | 03/20 | 76,500 |  |  |
| Navios TBN Doun |  |  |  |  |  |
| Kisen | Ultra Handymax | 05/20 | 55,100 |  |  |
| (1) Net Time Charter Rate per day (excludes commissions) |  |  |  |  |  |

Selected Financial Tables
The results of operations of Navios to August 25, 2005 are labeled as "Predecessor" and remain as historically reported. The results of operations from August 26, 2005 forward are labeled as "Successor" and reflect the operations of Navios subsequent to the acquisition and downstream merger of International Shipping Enterprises, Inc.

NAVIOS MARITIME HOLDINGS INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands of US Dollars)

|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  | Successor | Predecessor | redecessor |
|  | August 26, | July 1, | Three |
|  | 2005 | 2005 | Months |
|  | To | To | Ended |
|  | Sept. 30, | August 25, | Sept. 30, |
|  | 2005 | 2005 | 2004 |
|  | (Unaudited) | (Unaudited) | (Unaudited) |
| Revenue | \$20,454 | \$31,304 | \$78, 211 |
| Gain (loss) on Forward Freight |  |  |  |
| Agreements | (898) | 3,668 | 3,850 |
| Time charter, voyage and port term expense | al $(10,179)$ | $(15,873)$ | $(48,177)$ |
| Direct vessel expense | (858) | $(1,296)$ | $(1,863)$ |
| General and administrative expense | (866) | $(3,216)$ | $(2,920)$ |
| Depreciation and amortization | $(2,187)$ | (890) | $(1,503)$ |
| Interest income | 242 | 489 | 286 |
| Interest expense | $(3,170)$ | (687) | (909) |
| Other income | 368 | 581 | 115 |
| Other expense | (337) | (162) | (36) |
| Income before equity in net earning affiliate companies | of $2,569$ | 13,918 | 27,054 |
| Equity in net earnings of affiliate companies | 128 | 148 | 266 |
| Net income | \$2,697 | \$14,066 | \$27,320 |
| Net income per share: |  |  |  |
| Basic | \$0.068 | \$0.353 | \$0.685 |
| Diluted | \$0.054 | \$0.283 | \$0.685 |

NAVIOS MARITIME HOLDINGS INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands of US Dollars)

| Successor | Predecessor | Predecessor |
| :---: | :---: | :---: |
| August 26, | January 1, Nine Months |  |
| 2005 To | To | Ended |
| Sept. 30, | August 25, | Sept. 30, |
| 2005 | 2005 | 2004 |
| (Unaudited) | (Unaudited) | (Unaudited) |

$\left.\begin{array}{lccc}\text { Revenue } & \$ 20,454 & \$ 158,630 & \$ 216,274 \\ \text { Gain (loss) on Forward Freight } & & & \\ \text { Agreements } & & (898) & 2,869\end{array}\right)$

| Equity in net earnings of affiliate <br> companies | 128 | 788 | 613 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 2,697$ | $\$ 51,337$ | $\$ 95,916$ |
|  |  |  |  |
| Net income per share: |  |  |  |
| Basic | $\$ 0.068$ | $\$ 1.287$ | $\$ 2.404$ |
| Diluted | $\$ 0.054$ | $\$ 1.043$ | $\$ 2.404$ |

NAVIOS MARITIME HOLDINGS INC. CONSOLIDATED BALANCE SHEETS
(in thousands of US Dollars)

| Successor | Predecessor |
| :---: | :---: |
| September 30, | December 31, |
| 2005 | 2004 |
| (Unaudited) |  |


| ASSETS |  |  |
| :---: | :---: | :---: |
| Current Assets: |  |  |
| Cash and cash equivalents | \$133,289 | \$46,758 |
| Restricted cash | 4,159 | 3,513 |
| Accounts receivable - net of allowance for doubtful accounts of $\$ 7$ as at September 30, 2005 and \$2,291 as at December 31, 2004 | 13,181 | 15,200 |
| Short term derivative assets | 35,475 | 109,310 |
| Short term backlog asset | 5,246 | - |
| Prepaid voyage costs | 5,833 | 11,120 |
| Prepaid expenses and other current assets | 1,876 | 2,043 |
| Total current assets | 199,059 | 187,944 |
| Vessels, net | 194,270 | 116,231 |
| Port terminal assets, net | 26,633 | 20,973 |
| Other fixed assets, net | 894 | 995 |
| Fixed assets under construction | - | 2,794 |
| Deposit on exercise of vessel purchase option | 1,869 | - |
| Long term derivative assets | 2,746 | 708 |
| Long term backlog asset | 9,066 | - |
| Deferred financing costs, net | 8,984 | 425 |
| Deferred dry dock and special survey costs, net | 865 | 435 |
| Investment in affiliates | 500 | 557 |
| Trade name | 89,723 | 2,004 |
| Other fixed operating rights, net | 30,924 | - |
| Favorable leases terms | 62,770 | - |
| Vessel purchase options | 76,010 | - |
| Goodwill | 39,429 | 226 |
| Total noncurrent assets | 544,683 | 145,348 |
| Total Assets | \$743,742 | \$333, 292 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current Liabilities: |  |  |
| Accounts payable | \$8,499 | \$14,883 |
| Accrued expenses | 7,287 | 7,117 |
| Deferred voyage revenue | 9,445 | 15,135 |
| Short term derivative liability | 21,697 | 65,392 |
| Short term backlog liability | 6,052 | - |
| Current portion of long term debt | 175,500 | 1,000 |


| Total current liabilities | 228,480 | 103,527 |
| :---: | :---: | :---: |
| Long term liabilities | 2,544 | 3,024 |
| Long term derivative liability | 2,717 | 2,444 |
| Long term backlog liability | 6,052 |  |
| Long term debt, net of current portion | 317,000 | 49,506 |
| Total noncurrent liabilities | 328,313 | 54,974 |
| Total liabilities | 556,793 | 158,501 |
| Commitments and Contingencies | - | - |
| Stockholders' Equity: |  |  |
| Successor: |  |  |
| Preferred Stock - $\$ 0.0001$ per value, authorized 1,000,000 shares, none issued |  |  |
| ```Common Stock - $0.0001 par value, authorized 20,000,000, issued and outstanding 39,900,000``` | 4 |  |
| Additional paid-in capital | 184,248 |  |
| Retained earnings | 2,697 |  |
| Predecessor: |  |  |
| Common Stock, $\$ 0.10$ par value - authorized, issued and outstanding, 874,584 shares |  | 87 |
| Additional Paid-in Capital |  | 60,570 |
| Legal Reserve (Restricted) |  | 289 |
| Retained earnings |  | 113,845 |
| Total stockholders' equity | 186,949 | 174,791 |
| Total Liabilities and Stockholders' Equity | \$743,742 | \$333, 292 |

NAVIOS MARITIME HOLDINGS INC. CONSOLIDATED STATEMENTS OF CASH FLOW
(in thousands of US Dollars)

| Successor | Predecessor | Predecessor |
| :---: | :---: | :---: |
| August 26, | January 1, | January 1, |
| 2005 To | 2005 To | 2004 To |
| Sept. 30, | August 25, | Sept. 30, |
| 2005 | 2005 | 2004 |
| (Unaudited) | (Unaudited) | (Unaudited) |




## EBITDA

EBITDA represents operating earnings before extraordinary items, depreciation and amortization, net interest expense, and income taxes, if any. EBITDA is included because it is used by certain investors to measure a company's financial performance. EBITDA is not an item recognized by US GAAP and should not be considered a substitute for net income, cash flow from operating activities and other operations or cash flow statement data prepared in accordance with accounting principles generally accepted in the United States or as a measure of profitability or liquidity. EBITDA is presented to provide additional information with respect to the Company's ability to satisfy its obligations including debt service, capital expenditures, and working capital requirements. While EBITDA is frequently used as a measure of operating results and the ability to meet debt service requirements, the definition of EBITDA used here may not be comparable to that used by other companies due to differences in methods of calculation.

EBITDA Reconciliation to Cash From Operations

Three Months Ended September 30,
(in thousands of US Dollars)

| Successor | Predecessor | Predecessor |
| :---: | ---: | ---: |
| August 26, | July 1, | Three months |
| 2005 To | 2005 To | Ended |


|  | Sept. 30, <br> 2005 | August 25, <br> 2005 | Sept. 30, <br> 2004 |
| :--- | :---: | :---: | :---: |
| (Unaudited) |  |  |  | | (Unaudited) |
| :---: | (Unaudited)

Nine Months Ended September 30,
(in thousands of US Dollars)

| Successor | Predecessor | Predecessor |
| :---: | :---: | :---: |
| Aug. 26, | January 1, | Nine months |
| 2005 To | 2005 To | Ended |
| Sept. 30, | August 25, | Sept. 30, |
| 2005 | 2005 | 2004 |
| (Unaudited) | (Unaudited) | (Unaudited) |


| Net Cash provide by operatin | (528) | 71,945 | 112,666 |
| :---: | :---: | :---: | :---: |
| Net increase (decrease) in assets | $6,281$ | $(14,525)$ | $(9,846)$ |
| Net increase (decrease) op liabilities | 7,638 | 21,407 | 7,032 |
| Net interest cost | 2,928 | 198 | 623 |
| Provision for losses on ac receivable | (7) | 880 | 556 |
| Unrealized gain (loss) on derivatives, FEC's and In swaps | $(8,517)$ | $(23,728)$ | $(9,384)$ |
| Earnings in affiliates, net of dividends received | 128 | (185) | (86) |
| EBITDA | \$7,923 | \$55,992 | \$101, 561 |

Dividend Policy

Navios's Board of Directors has indicated its intention to declare a quarterly cash dividend of \$0.0666 per common share in respect of the fourth quarter subject to, among other things, finalizing the financing for vessels being acquired. Ms Frangou stated "I am pleased that we have announced our dividend policy - we are mindful of our shareholders' need for both a current return as well as long-term growth which can be achieved by retaining adequate cash flow to build our core fleet."

About Navios Maritime Holdings Inc.
Navios Maritime Holdings, Inc. is one of the leading global brands in seaborne dry bulk shipping and is a trusted partner for industrial end users, shipowners, financial business partners, agents and brokers. As a public company, Navios is committed to providing best-in-class service to both customers and business partners. Navios maintains offices in Piraeus, Greece; South Norwalk, Connecticut; and Montevideo, Uruguay. Navios's stock is listed on the NASDAQ where it trades under the symbols "BULK," "BULKU," and "BULKW." Risks and uncertainties are described in reports filed by Navios Maritime Holdings Inc. with the United States Securities and Exchange Commission.

## Safe Harbor

This press release may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 about Navios Maritime Holdings Inc. (Navios). Forward looking statements are statements that are not historical facts. Such forward-looking statements, based upon the current beliefs and expectations of Navios's management, are subject to risks and uncertainties, which could cause actual results to differ from the
forward looking statements. The information set forth herein should be read in light of such risks. Navios does not assume any obligation to update the information contained in this press release.

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Public & Investor Relations Contact:
Navios Maritime Holdings Inc.
Investor Relations
212-279-8820
investors@navios.com
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SOURCE Navios Maritime Holdings Inc.
-0- 11/28/2005
/CONTACT: Public \& Investor Relations: Navios Maritime Holdings Inc.,
Investor Relations, +1-212-279-8820, or investors@navios.com /
(BULK BULKU BULKW)
CO: Navios Maritime Holdings Inc.
ST: Greece
IN: MAR
SU: ERN

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