



**seaspan**  
CORPORATION

A Leading Independent Containership Owner and Manager

SSW  
LISTED  
NYSE



# Fourth Quarter 2013 Financial Results Conference Call

March 3, 2014



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# 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), which reflect management's current views with respect to certain future events and performance, including, in particular, statements regarding: future operating or financial results; future dividends, including the amount and timing of payment thereof for the four quarters of 2014; the declaration of dividends and related payment dates by Seaspan's board of directors; the expected revenue and EBITDA to be generated by our existing newbuilding vessels once fully delivered; expected credit facilities to be obtained to finance newbuild vessels; expansion of Seaspan's business; allocation of newbuilding vessels under the right of first refusal with GCI; future dividends; vessel deliveries and vessel financing arrangements; and Seaspan's capital requirements. Although these statements are based upon assumptions Seaspan believes to be reasonable, they are subject to risks and uncertainties. These risks and uncertainties include, but are not limited to: the availability to Seaspan of containership acquisition opportunities; the availability and cost to Seaspan of financing to pursue growth opportunities; general market conditions and shipping market trends, including chartering rates; conditions in the containership market; Seaspan's future cash flows and its ability to make dividend and other payments; the time that it may take to construct new ships; allocation of vessels under Seaspan's right of first refusal agreement with GCI; the financial condition of shipyards, charterers, lenders, refund guarantors and other counterparties and their ability to perform their obligations under their agreements with Seaspan; the potential for early termination of long-term contracts and Seaspan's potential inability to renew or replace long-term contracts; working capital needs; and other factors detailed from time to time in Seaspan's periodic reports and filings with the Securities and Exchange Commission, including Seaspan's Report on Form 20-F for the year ended December 31, 2012. 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.

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, normalized net earnings, normalized earnings per share and adjusted EBITDA, which is available on our website at [www.seaspancorp.com](http://www.seaspancorp.com).

# Fourth Quarter 2013 Highlights

## Utilization

- 98.5% and 98.0% utilization for the three months and year ended December 31, 2013, respectively
- 2 vessels commenced 22 to 30 month charters, each with option periods of 8 to 12 months;  
1 vessel trading in short term market in 2014

## Dividends

- Declared Q4 2013 dividends of \$0.3125 per common share, \$0.59375 per Series C preferred share, and \$0.496875 per Series D preferred share
- Quarterly common share dividend increase of 10% to \$0.345 per share effective Q1 2014 approved by Board in February 2014, with expected annual dividend of \$1.38 for four quarters ending December 31, 2014

## Main Transactions

- Equity:

Date	Security	Shares Issued	Net Proceeds
November 4, 2013	Series D preferred	2.0 million	~\$47.9 million
November 20, 2013	Class A common	3.5 million	~\$73.2 million

- Vessel fixtures:

Vessel	Start Date	Details
Seaspan Hamburg	November 2013	Minimum 22 months, up to 30 months, with option period of eight to 12 months
Seaspan Chiwan	December 2013	

- Loan Facilities:

Facility	Details
\$1.0 billion secured	Refinanced \$433.8 million and extended maturity to 2019
\$125 million unsecured	Five-year, fixed-rate, non-amortizing loan

- Exercised option for construction of one 10000 TEU containership with YZJ which is scheduled for delivery in 2015; this vessel remains subject to allocation pursuant the right of first refusal with GCI.

# Recent Developments

## Conversion of Series A Preferred Shares

- January 2014, all outstanding Series A preferred shares converted into 23,177,175 Class A common shares, bringing the total number of common shares outstanding to 92,755,818 and increasing the common share market capitalization to over \$2.0 billion as at January 31, 2014

## Series E Preferred Share Issuance

- February 2014 issuance, 5.4 million 8.25% Series E preferred shares for net proceeds of ~\$130.7 million

## Charter Agreements Signed with MOL

- February 2014, signed long-term, fixed-rate charter contracts with Mitsui O.S.K Lines Ltd. for the six previously announced 10000 TEU newbuild vessels to be constructed at YZJ. All six vessels remain subject to allocation pursuant to the right of first refusal with GCI.

# Results for Quarter and Year Ended Dec 31

Operating Metrics	Quarter Ended Dec 31		Change		Year Ended Dec 31		Change	
	2013	2012	\$	%	2013	2012	\$	%
Revenue	\$172.0	\$169.8	\$2.2	1.3%	\$677.1	\$660.8	\$16.3	2.5%
Ship operating expenses	\$38.5	\$36.9	\$1.6	4.2%	\$150.1	\$138.7	\$11.5	8.3%
<b>Operating Cash Flow Metrics</b>								
Adjusted EBITDA <sup>1</sup>	\$128.8	\$129.6	\$(0.8)	(0.6%)	\$509.8	\$509.8	\$0.0	0.0%
Cash available for distribution to common shareholders <sup>1</sup>	\$71.0	\$71.0	\$0.1	0.1%	\$277.5	\$282.5	\$(5.0)	(1.8%)
Cash dividends paid (incl. non-convertible preferred shares, excl. DRIP)	\$22.1	\$23.1	\$(1.0)	(4.3%)	\$82.9	\$85.0	\$(2.1)	(2.5%)
<b>Earnings Metrics</b>								
Normalized net earnings <sup>1</sup>	\$33.5	\$32.1	\$1.4	4.3%	\$121.4	\$136.7	\$(15.3)	(11.2%)
Normalized converted EPS <sup>1,2</sup>	\$0.25	\$0.27	\$(0.02)	(7.4%)	\$0.92	\$1.22	\$(0.30)	(24.6%)
Converted shares outstanding (in millions) <sup>1,2</sup>	90.8	85.0	5.8	6.8%	87.8	84.2	3.6	4.3%

Dollar amounts in millions, except per share amounts

(1) Adjusted EBITDA, cash available for distribution to common shareholders, normalized net earnings and normalized converted EPS are non-GAAP measures. Please refer to the earnings release for definitions of these terms and reconciliations of such measures to measures under GAAP.  
(2) Series A preferred shares deemed converted into common shares at a price of \$15/share.

# Balance Sheet

	As of Dec 31, 2013	As of Dec 31, 2012	\$ Change	% Change
Cash and cash equivalents and Short-term investments	\$488.1	\$417.5	\$70.6	16.9%
Current assets	\$600.1	\$463.9	\$136.2	29.4%
Operating vessels	\$4,670.9	\$4,786.0	\$(115.1)	(2.4%)
Vessels under construction	\$321.4	\$77.3	\$244.1	315.7%
Total assets	\$5,947.8	\$5,650.9	\$296.9	5.3%
Current liabilities	\$520.4	\$180.3	\$340.1	188.6%
Total debt and other liabilities	\$4,376.1	\$4,432.3	\$(56.2)	(1.3%)
Total liabilities & shareholders' equity	\$5,947.8	\$5,650.9	\$296.9	5.3%

*Dollar amounts in millions*

# Forward Guidance\*

<i>Estimated</i>	2014				2015	2016
	Q1	Q2	Q3	Q4	FY	FY
<b>Scheduled Deliveries</b>	1 x 10000 TEU Chartered to Hanjin	1 x 10000 TEU Chartered to Hanjin	1 x 10000 TEU Chartered to Hanjin  1 x 10000 TEU Chartered to MOL	1 x 10000 TEU Chartered to MOL	3 x 14000 TEU Chartered to Yang Ming  3 x 14000 TEU Chartered to Yang Ming  3 x 10000 TEU <sup>2</sup> Chartered to MOL	2 x 14000 TEU Chartered to Yang Ming
<b>Common Share dividends</b> (per share)	\$0.345 (to be paid Apr. 30, 2014)	\$0.345 (to be paid July 30, 2014)	\$0.345 (to be paid Oct. 30, 2014)	\$0.345 (to be paid Jan. 30, 2015)	TBD	TBD
<b>Future Scheduled Dry-dockings</b> (# days)	-	~40	~20	~40	~260	~200
<b>Capex Requirements<sup>1,2</sup></b> (in millions)	\$141	\$87	\$165	\$94	\$715	\$169
<b>Funding for Capex Requirements</b> (in millions)	<b>2014</b>				<b>2015</b>	<b>2016</b>
<b>Available Credit Facilities</b>	\$170				\$257	-
<b>Expected Credit Facilities</b>	\$140				\$373	\$163
<b>Remainder</b>	\$177				\$85	\$6



Please refer to our website at [www.seaspancorp.com](http://www.seaspancorp.com) for details on our fleet and delivery schedule.

\* Note: All estimates are approximate and subject to change

(1) Capex Requirements reflect Seaspan contract installments for newbuilding vessels based on current expected construction schedule and delivery dates.

(2) Capex Requirements related to 6 x 10000 TEU vessels chartered to MOL assumes 3 vessels allocated to Seaspan and 3 to GCI; these vessels still subject to right of first refusal with GCI.

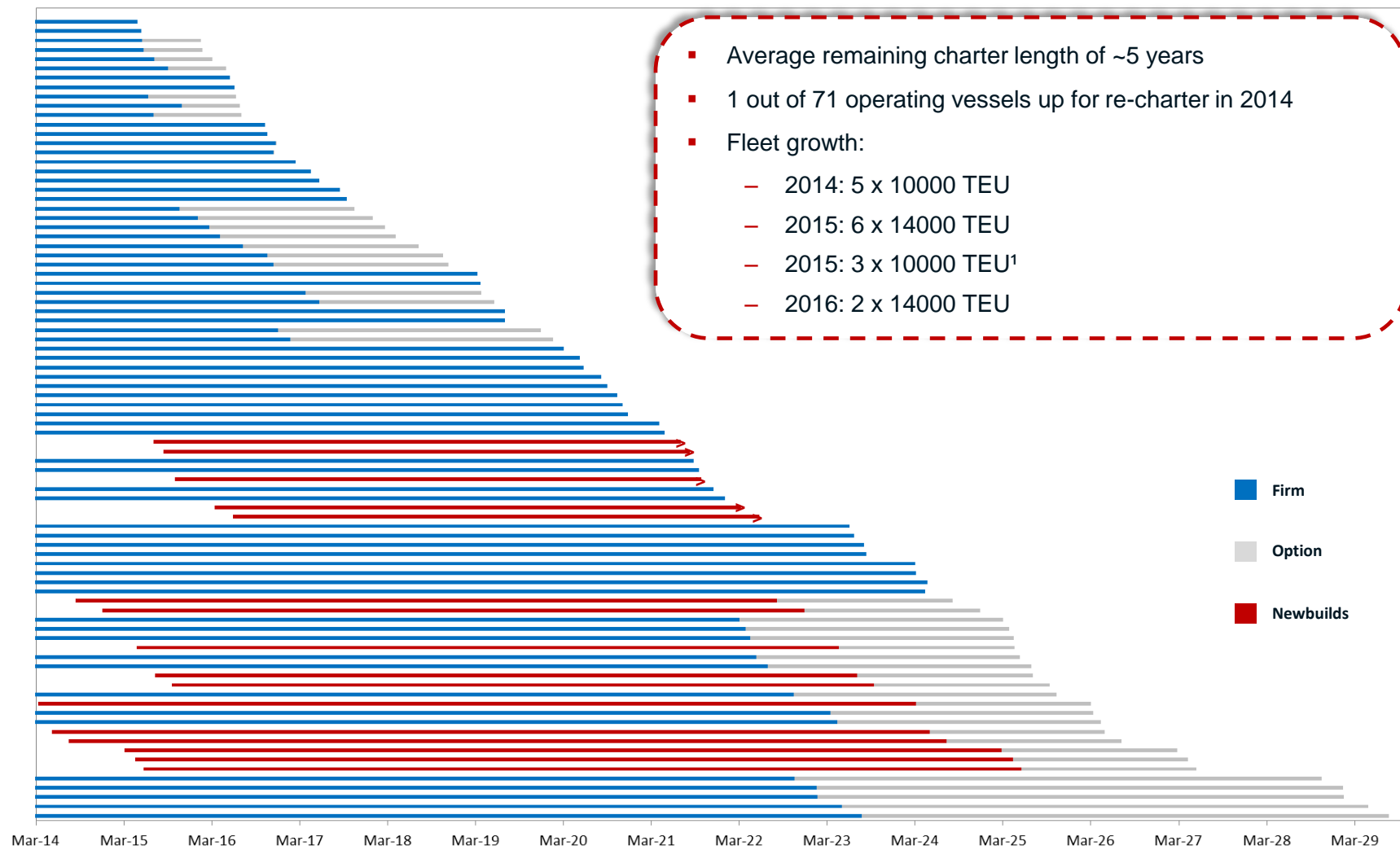
# Container Industry Overview

	2014 vs. 2013
<b>Supply</b>	
<b>Demand</b>	
<b>Freight Rates</b>	<b>Volatile</b>
<b>Charter Rates</b>	<b>Volatile</b>
<b>Overall Industry</b>	<b>Moderation</b>



# Long-term Contract Profile with Balanced Maturity Profile

SSW Vessel Charter Maturities to 2029



## Seaspan will continue to focus on:

Growing our business in a balanced and controlled manner

Pursuing long-term, fixed-rate contracts with strong credit customers and high quality, modern assets

Following a dividend policy aimed at sustainably growing our dividends

Enhancing our capital structure and balance sheet

Creating long-term shareholder value



# Q&A



# Appendix A: Reconciliation of Newbuilding Commitments to CAPEX Requirements as Presented

## Commitments for the purchase of vessels and installment payments (millions of USD)

	2014	2015	2016
Commitments for the purchase of vessels and installment payments (1)	\$504.4	\$878.0	\$168.7
Less:			
Payments on 2 x 10,000TEU vessels constructed at YZJ (2)		(163.4)	
Installment payments made prior to January 1, 2014 (3)	(19.1)		
Add:			
Adjustment amounts for timing of installment payments (4)	1.1		
CAPEX Requirements as adjusted on Slide 7	\$486.4	\$714.6	\$168.7

- (1) Per Note 12(a) to Financial Statements, as filed in Form 6-K for the period ended September 30, 2013.
- (2) Note 12(a) to Financial Statements, as filed in Form 6-K for the period ended September 30, 2013, assumed five 10,000TEU YZJ newbuild vessels would be allocated to Seaspan, pursuant to the right of first refusal agreement with GCI. Payments on two of the option vessels have been removed from the 2015 Commitments under the revised assumption of three of the 10,000TEU YZJ newbuild vessels being allocated to Seaspan.
- (3) Adjustment for installment payments made prior to January 1, 2014 that were assumed to be made during 2014 in Note 12(a) to Financial Statements, as filed in Form 6-K for the period ended September 30, 2013.
- (4) Adjustments to the timing of certain installment payments resulting in a net increase of \$1.1 million dollars in CAPEX in 2014.