

# Navios Maritime Partners L.P. Reports Financial Results for the Third Quarter and Nine Months Ended September 30, 2020

- **Revenue:**
  - **\$64.5 million for Q3 2020**
  - **\$157.5 million for the nine months 2020**
- **Net cash from operating activities:**
  - **\$21.0 million for Q3 2020**
  - **\$68.7 million for the nine months 2020**
- **Adjusted EBITDA:**
  - **\$30.9 million for Q3 2020**
  - **\$64.3 million for the nine months 2020**
- **Fleet Renewal:**
  - **Acquisition of two vessels with average age of 6 years**
  - **Sale of two vessels with average age of 12 years**
- **\$0.05 per unit cash distribution for Q3 2020**

MONACO, November 5, 2020 – Navios Maritime Partners L.P. (“Navios Partners”) (NYSE: NMM), an international owner and operator of dry cargo vessels, today reported its financial results for the third quarter and nine month period ended September 30, 2020.

Angeliki Frangou, Chairman and Chief Executive Officer of Navios Partners stated, “I am pleased with our results for the third quarter of 2020. During the third quarter, Navios Partners reported adjusted EBITDA of \$30.9 million and adjusted net income of \$8.8 million.”

Angeliki Frangou continued, “Drybulk demand in the first half of 2020 suffered from the global shutdown. However, fiscal stimulus and other policy measures helped economies heal in the third quarter. We believe that this healing process continues as we learn to live within the constraints of the pandemic and as new purchasing patterns emerge. Looking forward, the economic outlook for 2021 is favorable as the IMF expects global GDP to grow by 5.2% and drybulk trade is projected to increase by 3.9%.”

## Fleet Developments

- **\$51.0 million acquisition of vessels**

In September 2020, Navios Partners acquired the Navios Gem, a 2014-Japanese built Capesize vessel of 181,336 dwt, and the Navios Victory, a 2014-Japanese built Panamax vessel of 77,095 dwt, from Navios Maritime Holdings Inc. (“Navios Holdings”) (NYSE:NM). The vessels were acquired for a purchase price of \$51.0 million, including working capital adjustments.

- **\$12.7 million sale of two vessels**

In October 2020, Navios Partners agreed to sell the Esperanza N, a 2008-built Containership of 2,007 TEU and the Navios Soleil, a 2009-built Ultra-Handymax vessel of 57,337 dwt for net sale prices of \$4.6 million and \$8.2 million, respectively. The Company is expected to recognize a book loss from the sale of these

two vessels of approximately \$11.7 million, of which \$1.8 million has already been included in the third quarter of 2020. The sales are expected to be completed by the end of January 2021.

## Financing Arrangements

In September 2020, Navios Partners entered into a new credit facility with a commercial bank for a total amount of \$33.0 million in order to finance the acquisition of the Navios Gem and the Navios Victory. The credit facility has an amortization profile of 9.7 years, matures in September 2025 and bears interest at LIBOR plus 325 bps per annum.

## Cash Distribution

The Board of Directors of Navios Partners declared a cash distribution for the third quarter of 2020 of \$0.05 per unit. The cash distribution is payable on November 13, 2020 to all unitholders of record as of November 9, 2020. The declaration and payment of any further dividends remain subject to the discretion of the Board of Directors and will depend on, among other things, Navios Partners' cash requirements as measured by market opportunities and restrictions under its credit agreements and other debt obligations and such other factors as the Board of Directors may deem advisable.

## Long-Term Cash Flow

Navios Partners has entered into medium to long-term time charter-out agreements for its vessels with a remaining average term of approximately 1.5 years. Navios Partners has currently contracted out 98.7% of its available days for 2020, 45.5% for 2021 and 18.8% for 2022, including index-linked charters, expecting to generate revenues (excluding index-linked charters) of approximately \$210.7 million, \$98.1 million and \$71.9 million, respectively. The average contracted daily charter-out rate for the fleet is \$12,804, \$20,820 and \$28,632 for 2020, 2021 and 2022, respectively.

## EARNINGS HIGHLIGHTS

For the following results and the selected financial data presented herein, Navios Partners has compiled condensed consolidated statements of operations for the three and nine month periods ended September 30, 2020 and 2019. The quarterly information was derived from the unaudited condensed consolidated financial statements for the respective periods. Adjusted EBITDA, Adjusted Earnings/ (Loss) per Common Unit, Adjusted Net Income/ (Loss) and Operating Surplus are non-GAAP financial measures and should not be used in isolation or substitution for Navios Partners' results calculated in accordance with U.S. generally accepted accounting principles ("U.S. GAAP").

	Three Month Period Ended September 30, 2020 (unaudited)	Three Month Period Ended September 30, 2019 (unaudited)	Nine Month Period Ended September 30, 2020 (unaudited)	Nine Month Period Ended September 30, 2019 (unaudited)
<i>(in \$'000 except per unit data)</i>				
Revenue	\$ 64,499	\$ 63,548	\$ 157,538	\$ 158,111
Net Income/ (Loss)	\$ 6,991	\$ 16,859	\$ (18,374)	\$ 813
Adjusted Net Income/ (Loss)	\$ 8,771 <sup>(1)</sup>	\$ 18,273 <sup>(2)</sup>	\$ (2,894) <sup>(3)</sup>	\$ 14,694 <sup>(4)</sup>
Net cash provided by operating activities	\$ 21,025	\$ 32,669	\$ 68,700	\$ 47,095
EBITDA	\$ 29,143	\$ 41,309	\$ 48,814	\$ 75,321
Adjusted EBITDA	\$ 30,923 <sup>(1)</sup>	\$ 41,309	\$ 64,294 <sup>(3)</sup>	\$ 86,304 <sup>(5)</sup>
Earnings/ (Loss) per Common Unit (basic and diluted)	\$ 0.63	\$ 1.54	\$ (1.65)	\$ 0.07
Adjusted Earnings/ (Loss) per Common Unit (basic and diluted)	\$ 0.78 <sup>(1)</sup>	\$ 1.67 <sup>(2)</sup>	\$ (0.26) <sup>(3)</sup>	\$ 1.33 <sup>(4)</sup>
Operating Surplus	\$ 16,011	\$ 25,726	\$ 19,314	\$ 37,635
Maintenance and Replacement Capital Expenditure Reserve	\$ 9,491	\$ 7,153	\$ 26,670	\$ 21,887

- (1) Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings per Common Unit for the three month period ended September 30, 2020 have been adjusted to exclude a \$1.8 million impairment loss related to the sale of one of our vessels.
- (2) Adjusted Net Income and Adjusted Earnings per Common Unit for the three month period ended September 30, 2019 have been adjusted to exclude a \$1.4 million write-off of deferred finance fees and discount related to prepayments of the Term Loan B Facility in the third quarter of 2019.
- (3) Adjusted EBITDA, Adjusted Net Loss and Adjusted Loss per Common Unit for the nine month period ended September 30, 2020 have been adjusted to exclude a \$6.9 million loss related to the other-than-temporary impairment recognized in the Navios Partners' receivable from Navios Europe II, a \$6.8 million impairment loss related to three containerships and a \$1.8 million impairment loss relating to the sale of one of our vessels.
- (4) Adjusted Net Income and Adjusted Earnings per Common Unit for the nine month period ended September 30, 2019 have been adjusted to exclude a \$7.3 million impairment loss related to the sale of one of our vessels, a \$3.6 million revision of the estimated guarantee claim receivable and a \$2.9 million write-off of deferred finance fees and discount related to prepayments of the Term Loan B Facility.
- (5) Adjusted EBITDA for the nine month period ended September 30, 2019 has been adjusted to exclude a \$7.3 million impairment loss related to the sale of one of our vessels and a \$3.6 million revision of the estimated guarantee claim receivable.

### **Three month periods ended September 30, 2020 and 2019**

Time charter and voyage revenues for the three month period ended September 30, 2020 increased by \$1.0 million, or 1.5%, to \$64.5 million, as compared to \$63.5 million for the same period in 2019. The increase in time charter and voyage revenues was mainly attributable to the increase in the size of our fleet. For the three month period ended September 30, 2020, the time charter equivalent rate, or TCE rate, decreased to \$13,652 per day, in relation to \$18,778 per day which was for the three month period ended September 30, 2019. The available days of the fleet increased to 4,499 days for the three month period ended September 30, 2020, as compared to 3,240 days for the three month period ended September 30, 2019.

EBITDA for the three month period ended September 30, 2020 was negatively affected by the accounting effect of a \$1.8 million impairment loss related to the sale of one of our vessels. Excluding this item, Adjusted EBITDA decreased by \$10.4 million to \$30.9 million for the three month period ended September 30, 2020, as compared to \$41.3 million for the same period in 2019. The decrease in Adjusted EBITDA was primarily due to a: (i) \$0.9 million increase in time charter voyage expenses; (ii) \$7.6 million increase in vessel operating expenses, mainly due to the increased fleet; (iii) \$0.8 million increase in general and administrative expenses, mainly due to the increased fleet; (iv) \$0.3 million increase in other expenses; and (v) \$1.7 million decrease in equity in net earnings of affiliated companies. The above decrease was partially mitigated by a: (i) \$1.0 million increase in time charter and voyage revenues; and (ii) \$0.1 million increase in other income.

The reserves for estimated maintenance and replacement capital expenditures for the three month periods ended September 30, 2020 and 2019 were \$9.5 million and \$7.2 million, respectively (please see "Reconciliation of Non-GAAP Financial Measures" in Exhibit 3).

Navios Partners generated an operating surplus for the three month period ended September 30, 2020 of \$16.0 million, as compared to \$25.7 million for the three month period ended September 30, 2019. Operating Surplus is a non-GAAP financial measure used by certain investors to assist in evaluating a partnership's ability to make quarterly cash distributions (please see "Reconciliation of Non-GAAP Financial Measures" in Exhibit 3).

Net Income for the three month period ended September 30, 2020 was negatively affected by the accounting effect of a \$1.8 million impairment loss related to the sale of one of our vessels. Net Income for the three

month period ended September 30, 2019 was negatively affected by the accounting effect of a \$1.4 million write-off of deferred finance fees and discount related to prepayments of the Term Loan B Facility in the third quarter of 2019. Excluding these items, Adjusted Net Income for the three month period ended September 30, 2020 amounted to \$8.8 million compared to \$18.3 million income for the three month period ended September 30, 2019. The decrease in Adjusted Net Income of \$9.5 million was due to a: (i) \$10.4 million decrease in Adjusted EBITDA; (ii) \$1.0 million increase in direct vessel expenses; (iii) \$1.0 million increase in depreciation and amortization expense; and (iv) \$1.7 million decrease in interest income. The above decrease was partially mitigated by a \$4.6 million decrease in interest expense and finance cost, net.

### **Nine month periods ended September 30, 2020 and 2019**

Time charter and voyage revenues for the nine month period ended September 30, 2020 decreased by \$0.6 million, or 0.4%, to \$157.5 million, as compared to \$158.1 million for the same period in 2019. The decrease in time charter and voyage revenues was mainly attributable to the decrease in the TCE rate to \$11,917 per day for the nine month period ended September 30, 2020 from \$15,369 per day for the nine month period ended September 30, 2019. The available days of the fleet increased to 12,625 days for the nine month period ended September 30, 2020, as compared to 9,720 days for the nine month period ended September 30, 2019, mainly due to the increase in the size of the fleet.

EBITDA for the nine month period ended September 30, 2020 was negatively affected by the accounting effect of a: (i) \$6.9 million loss related to the other-than-temporary impairment recognized in the Navios Partners' receivable from Navios Europe II; (ii) \$6.8 million impairment loss related to three containerships; and (iii) \$1.8 million impairment loss related to the sale of one of our vessels. EBITDA for the nine month period ended September 30, 2019 was negatively affected by the accounting effect of a: (i) \$7.3 million impairment loss related to the sale of one of our vessels; and (ii) \$3.6 million revision of the estimated guarantee claim receivable. Excluding these items, Adjusted EBITDA decreased by \$22.0 million to \$64.3 million for the nine month period ended September 30, 2020, as compared to \$86.3 million for the same period in 2019. The decrease in Adjusted EBITDA was primarily due to: (i) a \$0.6 million decrease in time charter and voyage revenues; (ii) an \$18.6 million increase in vessel operating expenses, mainly due to the increased fleet; (iii) a \$1.4 million increase in general and administrative expenses, mainly due to the increased fleet; (iv) a \$2.2 million increase in other expenses; and (v) a \$1.0 million decrease in equity in net earnings of affiliated companies. The above decrease was partially mitigated by a: (i) \$0.1 million decrease in time charter and voyage expenses, and (ii) \$1.6 million increase in other income.

The reserves for estimated maintenance and replacement capital expenditures for the nine month periods ended September 30, 2020 and 2019 were \$26.7 million and \$21.9 million, respectively (please see "Reconciliation of Non-GAAP Financial Measures" in Exhibit 3).

Navios Partners generated an operating surplus for the nine month period ended September 30, 2020 of \$19.3 million, as compared to \$37.6 million for the nine month period ended September 30, 2019. Operating Surplus is a non-GAAP financial measure used by certain investors to assist in evaluating a partnership's ability to make quarterly cash distributions (please see "Reconciliation of Non-GAAP Financial Measures" in Exhibit 3).

Net Loss for the nine month period ended September 30, 2020 was negatively affected by the accounting effect of a: (i) \$6.9 million loss related to the other-than-temporary impairment recognized in the Navios Partners' receivable from Navios Europe II; (ii) \$6.8 million impairment loss related to three containerships; and (iii) \$1.8 million impairment loss related to the sale of one of our vessels. Net Income for the nine month period ended September 30, 2019 was negatively affected by the accounting effect of a: (i) \$7.3 million impairment loss related to the sale of one of our vessels; (ii) \$3.6 million revision of the estimated guarantee claim receivable; and (iii) \$2.9 million write-off of deferred finance fees and discount related to prepayments of the Term Loan B Facility in the nine month period ended September 30, 2019. Excluding

these items, Adjusted Net Loss for the nine month period ended September 30, 2020 amounted to \$2.9 million compared to \$14.7 million income for the nine month period ended September 30, 2019. The increase in Adjusted Net Loss of \$17.6 million was due to a: (i) \$22.0 million decrease in adjusted EBITDA; (ii) \$2.8 million increase in direct vessel expenses; (iii) \$1.6 million increase in depreciation and amortization expense; and (iv) \$4.9 million decrease in interest income. The above increase was partially mitigated by a \$13.7 million decrease in interest expense and finance cost, net.

## **Fleet Employment Profile**

The following table reflects certain key indicators of Navios Partners' core fleet performance for the three and nine month periods ended September 30, 2020 and 2019.

	Three Month Period Ended September 30, 2020 (unaudited)	Three Month Period Ended September 30, 2019 (unaudited)	Nine Month Period Ended September 30, 2020 (unaudited)	Nine Month Period Ended September 30, 2019 (unaudited)
Available Days <sup>(1)</sup>	4,499	3,240	12,625	9,720
Operating Days <sup>(2)</sup>	4,472	3,189	12,465	9,586
Fleet Utilization <sup>(3)</sup>	99.4%	98.4%	98.7%	98.6%
Time Charter Equivalent Combined (per day) <sup>(4)</sup>	\$ 13,652	\$ 18,778	\$ 11,917	\$ 15,369
Time Charter Equivalent Drybulk (per day) <sup>(4)</sup>	\$ 12,955	\$ 16,817	\$ 10,316	\$ 12,880
Time Charter Equivalent Containers (per day) <sup>(4)</sup>	\$ 16,690	\$ 30,631	\$ 17,993	\$ 30,605
Vessels operating at period end	53	37	53	37

- (1) Available days for the fleet represent total calendar days the vessels were in Navios Partners' possession for the relevant period after subtracting off-hire days associated with scheduled repairs, dry dockings or special surveys. The shipping industry uses available days to measure the number of days in a relevant period during which a vessel is capable of generating revenues.
- (2) Operating days are the number of available days in the relevant period less the aggregate number of days that the vessels are off-hire. Operating days include ballast days between voyages. 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 Navios Partners' 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 efficiency in finding employment for vessels and minimizing the amount of days that its vessels are off-hire for reasons other than scheduled repairs, dry dockings or special surveys.
- (4) TCE rate: Time Charter Equivalent rate per day is defined as voyage and time charter revenues less voyage expenses during a period divided by the number of available days during the period. The TCE rate per day is a standard shipping industry performance measure used primarily to present the actual daily earnings generated by vessels on various types of charter contracts for the number of available days of the fleet.

## **Conference Call Details:**

Navios Partners' management will host a conference call on Thursday, November 5, 2020 to discuss the results for the third quarter and nine month period ended September 30, 2020.

Call Date/Time: Thursday, November 5, 2020 at 8:30 am ET

Call Title: Navios Partners Q3 2020 Financial Results Conference Call

US Dial In: +1.866.394.0817

International Dial In: +1.706.679.9759

Conference ID: 654 8605

The conference call replay will be available two hours after the live call and remain available for one week at the following numbers:

US Replay Dial In: +1.800.585.8367  
International Replay Dial In: +1.404.537.3406  
Conference ID: 654 8605

### **Slides and audio webcast:**

There will also be a live webcast of the conference call, through the Navios Partners website ([www.navios-mlp.com](http://www.navios-mlp.com)) under “Investors”. Participants to the live webcast should register on the website approximately 10 minutes prior to the start of the webcast.

A supplemental slide presentation will be available on the Navios Partners website at [www.navios-mlp.com](http://www.navios-mlp.com) under the "Investors" section at 8:00 am ET on the day of the call.

### **About Navios Maritime Partners L.P.**

Navios Maritime Partners L.P. (NYSE: NMM) is a publicly traded master limited partnership which owns and operates dry cargo vessels. For more information, please visit our website at [www.navios-mlp.com](http://www.navios-mlp.com).

### **Forward-Looking Statements**

This press release contains 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 including Navios Partners’ expected cash flow generation, future contracted revenues, future distributions and its ability to have a dividend going forward, opportunities to reinvest cash accretively in a fleet renewal program or otherwise, potential capital gains, its ability to take advantage of dislocation in the market and Navios Partners’ growth strategy and measures to implement such strategy; including expected vessel acquisitions and entering into further time charters. 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.

These forward-looking statements are based on the information available to, and the expectations and assumptions deemed reasonable by Navios Partners at the time these statements were made. Although Navios Partners 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 risks and are based upon a number of assumptions and estimates that are inherently subject to significant uncertainties and contingencies, many of which are beyond the control of Navios Partners. 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 including the impact of the COVID-19 pandemic and efforts throughout the world to contain its spread, including effects on global economic activity, demand for seaborne transportation of the products we ship, the ability and willingness of charterers to fulfill their obligations to us and prevailing charter rates, shipyards performing scrubber installations, drydocking and repairs, changing vessel crews and availability of financing; potential disruption of shipping routes due to accidents, diseases, pandemics, political events, piracy or acts by terrorists, including the impact of the COVID-19 pandemic and the ongoing efforts throughout the world to contain it; uncertainty relating to global trade, including prices of seaborne commodities and continuing issues related to seaborne volume and ton miles, our continued ability to enter into long-term time charters, our ability to maximize the use of our vessels, expected demand in the dry cargo shipping sector in general and the demand for our Panamax, Capesize, Ultra-Handymax and Containerships in particular, fluctuations in charter rates for dry cargo carriers and container vessels, the aging of our fleet and resultant increases in operations costs, the loss of any customer or charter or vessel, the financial condition of our 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, including but not limited to: crew, insurance, provisions, port expenses, lube oil, bunkers, repairs, maintenance and general and administrative expenses, the expected cost of, and our ability to comply with, governmental regulations and maritime self-regulatory organization standards, as well as standard regulations imposed by our charterers applicable to our business, general domestic and international political conditions, competitive factors in the market in which Navios Partners operates; risks associated with operations outside the United States; and other factors listed from time to time in Navios Partners' filings with the Securities and Exchange Commission, including its Form 20-Fs and Form 6-Ks. Navios Partners 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 Partners' expectations with respect thereto or any change in events, conditions or circumstances on which any statement is based. Navios Partners makes no prediction or statement about the performance of its common units.

## **Contacts**

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**EXHIBIT 1**

**NAVIOS MARITIME PARTNERS L.P.**  
**SELECTED BALANCE SHEET DATA**  
(Expressed in thousands of U.S. Dollars except unit data)

	September 30, 2020 (unaudited)	December 31, 2019 (unaudited)
<b>ASSETS</b>		
Cash and cash equivalents, including restricted cash	\$ 30,615	\$ 30,402
Other current assets	36,522	45,588
Vessels, net	1,122,535	1,062,258
Other non-current assets	108,043	115,269
<b>Total assets</b>	<b>\$ 1,297,715</b>	<b>\$ 1,253,517</b>
<b>LIABILITIES AND PARTNERS' CAPITAL</b>		
Other current liabilities	\$ 72,436	\$ 20,004
Total borrowings, net (including current and non-current)	505,672	489,028
Other non-current liabilities	14,757	16,466
Total partners' capital	704,850	728,019
<b>Total liabilities and partners' capital</b>	<b>\$ 1,297,715</b>	<b>\$ 1,253,517</b>



**NAVIOS MARITIME PARTNERS L.P.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
(Expressed in thousands of U.S. Dollars except unit and per unit data)

	Three Month Period Ended September 30, 2020 (unaudited)	Three Month Period Ended September 30, 2019 (unaudited)	Nine Month Period Ended September 30, 2020 (unaudited)	Nine Month Period Ended September 30, 2019 (unaudited)
Time charter and voyage revenues	\$ 64,499	\$ 63,548	\$ 157,538	\$ 158,111
Time charter and voyage expenses	(3,609)	(2,708)	(8,647)	(8,721)
Direct vessel expenses	(2,736)	(1,710)	(7,670)	(4,823)
Vessel operating expenses (management fees)	(24,289)	(16,695)	(68,424)	(49,801)
General and administrative expenses	(4,716)	(3,897)	(15,844)	(14,425)
Depreciation and amortization	(14,153)	(13,171)	(41,453)	(39,903)
Vessels impairment loss	(1,780)	—	(8,580)	(7,345)
Impairment of receivable in affiliated company	—	—	(6,900)	—
Interest expense and finance cost, net	(5,417)	(11,432)	(18,636)	(35,192)
Interest income	143	1,858	514	5,392
Other income	161	105	2,344	696
Other expense	(730)	(403)	(3,202)	(4,725)
Equity in net (loss)/ earnings of affiliated companies	(382)	1,364	586	1,549
<b>Net income/ (loss)</b>	<b>\$ 6,991</b>	<b>\$ 16,859</b>	<b>\$ (18,374)</b>	<b>\$ 813</b>

**Earnings/ (loss) per unit:**

	Three Month Period Ended September 30, 2020 (unaudited)	Three Month Period Ended September 30, 2019 (unaudited)	Nine Month Period Ended September 30, 2020 (unaudited)	Nine Month Period Ended September 30, 2019 (unaudited)
Earnings/ (loss) per unit:				
Common unit (basic and diluted)	\$ 0.63	\$ 1.54	\$ (1.65)	\$ 0.07

**NAVIOS MARITIME PARTNERS L.P.**  
**Other Financial Information**  
(Expressed in thousands of U.S. Dollars except unit data)

	Nine Month Period Ended September 30, 2020 (unaudited)	Nine Month Period Ended September 30, 2019 (unaudited)
Net cash provided by operating activities	\$ 68,700	\$ 47,095
Net cash used in investing activities	(78,346)	(6,884)
Net cash provided by/ (used in) financing activities	9,859	(75,671)
<b>Increase/ (decrease) in cash, cash equivalents and restricted cash</b>	<b>\$ 213</b>	<b>\$ (35,460)</b>

<b>Owned Drybulk Vessels</b>	<b>Type</b>	<b>Built</b>	<b>Capacity (DWT)</b>
Navios Soleil	Ultra-Handymax	2009	57,337
Navios La Paix	Ultra-Handymax	2014	61,485
Navios Christine B	Ultra-Handymax	2009	58,058
Navios Amaryllis	Ultra-Handymax	2008	58,735
Serenitas N	Ultra-Handymax	2011	56,644
Joie N	Ultra-Handymax	2011	56,557
Navios Hyperion	Panamax	2004	75,707
Navios Alegria	Panamax	2004	76,466
Navios Orbiter	Panamax	2004	76,602
Navios Anthos	Panamax	2004	75,798
Navios Azalea	Panamax	2005	74,759
Navios Camelia	Panamax	2009	75,162
Navios Helios	Panamax	2005	77,075
Navios Hope	Panamax	2005	75,397
Navios Sun	Panamax	2005	76,619
Navios Sagittarius	Panamax	2006	75,756
Navios Harmony	Panamax	2006	82,790
Navios Prosperity I	Panamax	2007	75,527
Navios Libertas	Panamax	2007	75,511
Navios Symmetry	Panamax	2006	74,381
Navios Apollon I	Panamax	2005	87,052
Navios Altair I	Panamax	2006	74,475
Navios Sphera	Panamax	2016	84,872
Copernicus N	Panamax	2010	93,062
Unity N	Panamax	2011	79,642
Odysseus N	Panamax	2011	79,642
Navios Victory	Panamax	2014	77,095
Navios Gem	Capesize	2014	181,336
Navios Fantastiks	Capesize	2005	180,265
Navios Aurora II	Capesize	2009	169,031
Navios Pollux	Capesize	2009	180,727
Navios Fulvia	Capesize	2010	179,263
Navios Melodia	Capesize	2010	179,132
Navios Luz	Capesize	2010	179,144
Navios Buena Ventura	Capesize	2010	179,259
Navios Joy	Capesize	2013	181,389
Navios Beaufiks	Capesize	2004	180,310
Navios Ace	Capesize	2011	179,016
Navios Sol	Capesize	2009	180,274
Navios Symphony	Capesize	2010	178,132
Navios Aster	Capesize	2010	179,314
Navios Mars	Capesize	2016	181,259

<b>Bareboat Chartered- in vessel</b>	<b>Type</b>	<b>Built</b>	<b>Capacity (DWT)</b>	<b>Purchase Option</b>
Navios Libra	Panamax	2019	82,011	Yes

<b>Owned Containerships</b>	<b>Type</b>	<b>Built</b>	<b>Capacity (TEU)</b>
Hyundai Hongkong	Containership	2006	6,800
Hyundai Singapore	Containership	2006	6,800

Hyundai Tokyo	Containership	2006	6,800
Hyundai Shanghai	Containership	2006	6,800
Hyundai Busan	Containership	2006	6,800
Castor N	Containership	2007	3,091
Esperanza N	Containership	2008	2,007
Harmony N	Containership	2006	2,824
Protostar N	Containership	2007	2,741
Solar N	Containership	2006	3,398

<b>Bareboat Chartered-in vessels to be delivered</b>	<b>Type</b>	<b>Built</b>	<b>Capacity (DWT)</b>	<b>Purchase Option</b>
TBN1	Panamax	2021	81,000	Yes
TBN2	Panamax	2021	81,000	Yes

### **EXHIBIT 3**

## **Disclosure of Non-GAAP Financial Measures**

### **1. EBITDA and Adjusted EBITDA**

EBITDA represents net income/ (loss) attributable to Navios Partners' unitholders before interest and finance costs, before depreciation and amortization (including intangible accelerated amortization) and income taxes. Adjusted EBITDA represents EBITDA before impairment losses. Navios Partners uses Adjusted EBITDA as a liquidity measure and reconcile EBITDA and Adjusted EBITDA to net cash provided by operating activities, the most comparable U.S. GAAP liquidity measure. EBITDA in this document is calculated as follows: net cash provided by operating activities adding back, when applicable and as the case may be, the effect of: (i) net decrease/ (increase) in operating assets; (ii) net increase in operating liabilities; (iii) net interest cost; (iv) amortization and write-off of deferred financing cost; (v) equity in net earnings of affiliates, net of dividends received; (vi) impairment charges; (vii) non-cash accrued interest income and amortization of deferred revenue; (viii) equity compensation expense; (ix) non-cash accrued interest income from receivable from affiliates; and (x) amortization of operating lease right-of-use asset. Navios Partners believes that EBITDA and Adjusted EBITDA are each the basis upon which liquidity can be assessed and presents useful information to investors regarding Navios Partners' ability to service and/or incur indebtedness, pay capital expenditures, meet working capital requirements and make cash distributions. Navios Partners also believes that EBITDA and Adjusted EBITDA are used: (i) by 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.

Adjusted EBITDA represents EBITDA excluding certain items, as described under "Earnings Highlights".

EBITDA and Adjusted EBITDA have limitations as an analytical tool, and should not be considered in isolation or as a substitute for the analysis of Navios Partners' results as reported under U.S. GAAP. Some of these limitations are: (i) EBITDA and Adjusted EBITDA do not reflect changes in, or cash requirements for, working capital needs; and (ii) 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, EBITDA and Adjusted EBITDA should not be considered as a principal indicator of Navios Partners' performance. Furthermore, our calculation of EBITDA and Adjusted EBITDA may not be comparable to that reported by other companies due to differences in methods of calculation.

### **2. Operating Surplus**

Operating Surplus represents net income adjusted for depreciation and amortization expense, non-cash interest expense, non-cash interest income, estimated maintenance and replacement capital expenditures and one-off items. Maintenance and replacement capital expenditures are those capital expenditures required to

maintain over the long term the operating capacity of, or the revenue generated by, Navios Partners' capital assets.

Operating Surplus is a quantitative measure used in the publicly-traded partnership investment community to assist in evaluating a partnership's ability to make quarterly cash distributions. Operating Surplus is not required by accounting principles generally accepted in the United States 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.

### **3. Available Cash**

Available Cash generally means for each fiscal quarter, all cash on hand at the end of the quarter:

- less the amount of cash reserves established by the Board of Directors to:
  - provide for the proper conduct of Navios Partners' business (including reserve for maintenance and replacement capital expenditures);
  - comply with applicable law, any of Navios Partners' debt instruments, or other agreements; or
  - provide funds for distributions to the unitholders and to the general partner for any one or more of the next four quarters;
- plus all cash on hand on the date of determination of available cash for the quarter resulting from working capital borrowings made after the end of the quarter. Working capital borrowings are generally borrowings that are made under any revolving credit or similar agreement used solely for working capital purposes or to pay distributions to partners.

Available Cash is a quantitative measure used in the publicly-traded partnership investment community to assist in evaluating a partnership's ability to make quarterly cash distributions. Available cash is not required by accounting principles generally accepted in the United States 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.

#### 4. Reconciliation of Non-GAAP Financial Measures

	Three Month Period Ended September 30, 2020 (\$ '000) (unaudited)	Three Month Period Ended September 30, 2019 (\$ '000) (unaudited)	Nine Month Period Ended September 30, 2020 (\$ '000) (unaudited)	Nine Month Period Ended September 30, 2019 (\$ '000) (unaudited)
Net cash provided by operating activities	\$ 21,025	\$ 32,669	\$ 68,700	\$ 47,095
Net decrease/ (increase) in operating assets	11,794	(2,058)	8,027	3,844
Net increase in operating liabilities	(6,152)	(174)	(29,333)	(354)
Net interest cost	5,274	9,574	18,122	29,800
Amortization and write-off of deferred financing cost	(552)	(2,625)	(1,570)	(7,258)
Amortization of operating lease right-of-use asset	(244)	(158)	(703)	(158)
Non cash accrued interest income and amortization of deferred revenue	400	3,168	1,188	9,471
Equity compensation expense	(240)	(524)	(723)	(1,537)
Vessels impairment loss	(1,780)	—	(8,580)	(7,345)
Impairment of receivable in affiliated company	—	—	(6,900)	—
Non cash accrued interest income from receivable from affiliates	—	73	—	214
Equity in net earnings of affiliates, net of dividends received	(382)	1,364	586	1,549
<b>EBITDA<sup>(1)</sup></b>	<b>\$ 29,143</b>	<b>\$ 41,309</b>	<b>\$ 48,814</b>	<b>\$ 75,321</b>
Revision of estimated guarantee claim receivable	—	—	—	3,638
Impairment of receivable in affiliated company	—	—	6,900	—
Vessels impairment loss	1,780	—	8,580	7,345
<b>Adjusted EBITDA</b>	<b>\$ 30,923</b>	<b>\$ 41,309</b>	<b>\$ 64,294</b>	<b>\$ 86,304</b>
Cash interest income	37	127	201	499
Cash interest paid	(5,458)	(8,557)	(18,511)	(27,281)
Maintenance and replacement capital expenditures	(9,491)	(7,153)	(26,670)	(21,887)
<b>Operating surplus</b>	<b>\$ 16,011</b>	<b>\$ 25,726</b>	<b>\$ 19,314</b>	<b>\$ 37,635</b>
Cash distribution paid relating to the first half	—	—	(3,926)	(6,728)
Cash reserves	(15,432)	(22,362)	(14,809)	(27,543)
<b>Available cash for distribution</b>	<b>\$ 579</b>	<b>\$ 3,364</b>	<b>\$ 579</b>	<b>\$ 3,364</b>

(1)

	Three Month Period Ended September 30, 2020 (\$ '000) (unaudited)	Three Month Period Ended September 30, 2019 (\$ '000) (unaudited)	Nine Month Period Ended September 30, 2020 (\$ '000) (unaudited)	Nine Month Period Ended September 30, 2019 (\$ '000) (unaudited)
Net cash provided by operating activities	\$ 21,025	\$ 32,669	\$ 68,700	\$ 47,095
Net cash used in investing activities	\$ (38,682)	\$ (5,248)	\$ (78,346)	\$ (6,884)
Net cash provided by/ (used in) financing activities	\$ 18,457	\$ (36,646)	\$ 9,859	\$ (75,671)