

RAND

LOGISTICS, INC.



Presentation to Investors September 2015

**Rand Logistics, Inc.
NASDAQ: RLOG**

Forward-Looking Statements



This presentation contains forward-looking statements. For all forward-looking statements, we claim the protection of the Safe Harbor for Forward-Looking Statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy or are otherwise beyond our control and some of which might not even be anticipated. Future events and actual results, affecting our strategic plan as well as our financial position, results of operations and cash flows, could differ materially from those described in or contemplated by the forward-looking statements. Important factors that contribute to such risks include, but are not limited to, the effect of an economic downturn in certain of our markets; the weather conditions on the Great Lakes; and our ability to maintain and replace our vessels as they age.

For a more detailed description of these uncertainties and other factors, please see the "Risk Factors" section in Rand's Annual Report on Form 10-K as filed with the Securities and Exchange Commission on June 11, 2015.



Rand Logistics: Who We Are

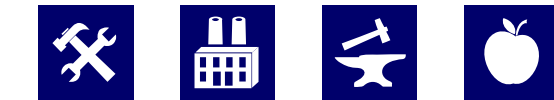
A Leading Provider of Bulk Freight Shipping Services Throughout the Great Lakes Region

Products transported include:



Aggregates Coal Iron Ore Salt Grain

Diverse end markets served:



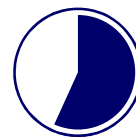
Infrastructure/Construction Industrial Integrated Steel Food Processing

The Only Carrier Offering Domestic Port-to-Port Services in Both the U.S. and Canada on the Great Lakes

Operate both US & Canadian flagged vessels



in compliance with Jones Act in U.S. and Coasting Trade Act in Canada



Operate >50% of all River Class vessels (<650' length) currently operating on Great Lakes

Our Fleet of 16 Vessels Consists of:



6 Self-unloading bulk carriers

(including 3 articulated tug & barge units)



5 Self-unloading bulk carriers

4 Conventional bulk carriers

(1 self-unloading bulk carrier is scheduled to be introduced into service in 2nd half of 2015)



Favorable Asset Mix

Self-Unloading Bulk Carriers

12



Bulk Carriers

4



Note: Vessel counts include both River Class and Mid Class vessels.

The Great Lakes Market: Competitive Dynamics

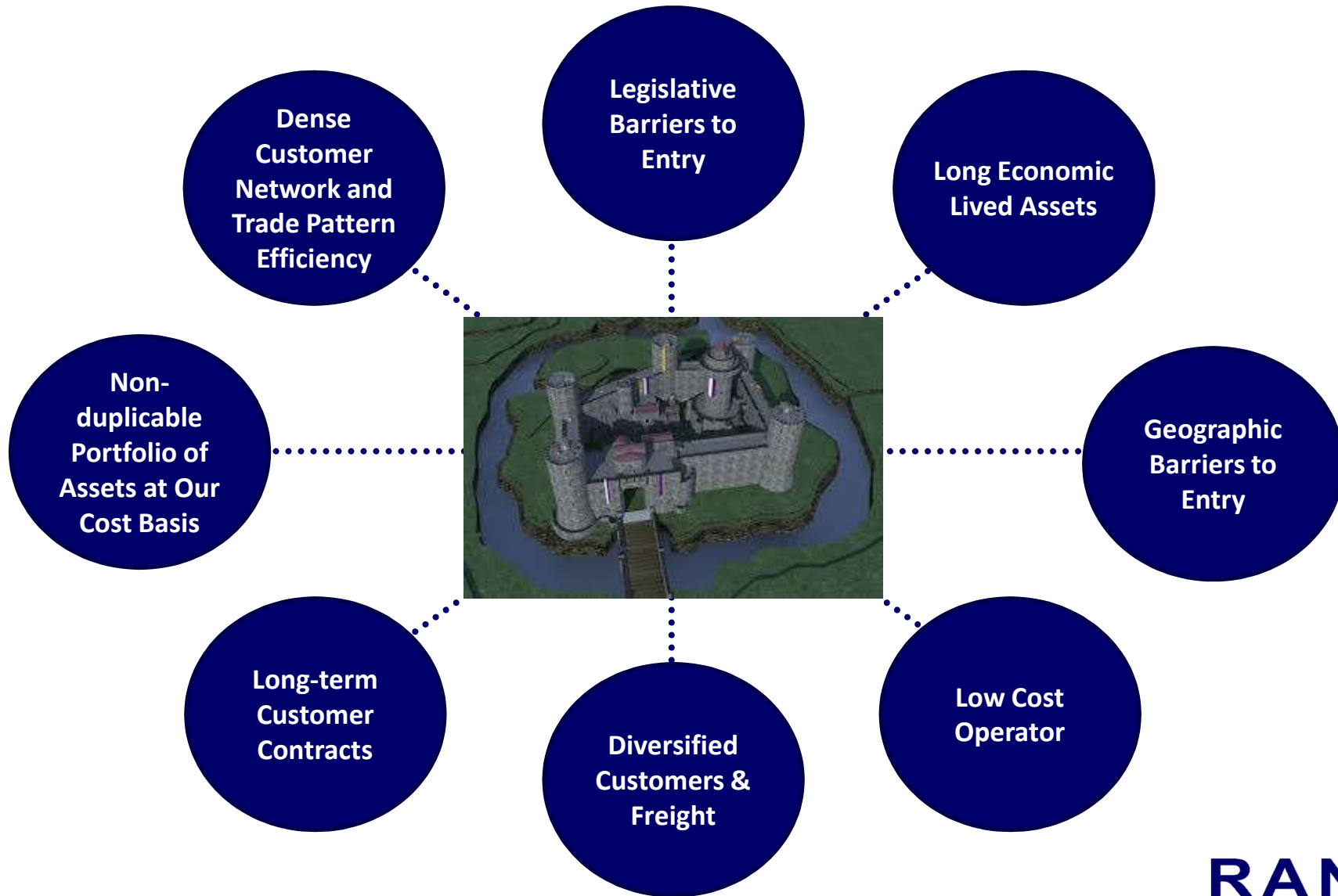


Type of Vessel	Vessel Physical Characteristics	Commodities	Primary Participants/ # of Vessels	
			U.S. Flagged	Canadian Flagged
Mid-Class/ Seaway Max	<ul style="list-style-type: none"> ■ 650 – 826 feet in length ■ 20,000 – 30,000 ton capacity 	<ul style="list-style-type: none"> ■ Iron Ore ■ Coal (western and eastern) ■ Aggregates (metallurgical) ■ Grain 	<ul style="list-style-type: none"> ■ American Steamship (GATX)/8 ■ Great Lakes Fleet (CN)/4 ■ Interlake Steamship/4 ■ VTB/ULT/2 ■ Central Marine (Arcelor Mittal)/2 ■ Rand/2 	<ul style="list-style-type: none"> ■ Algoma Central/16 ■ Canada Steamship Lines/13 ■ Rand/1
River Class	<ul style="list-style-type: none"> ■ 620 – 650 feet in length ■ 17,000 – 22,000 ton capacity 	<ul style="list-style-type: none"> ■ Aggregates (construction) ■ Salt ■ Coal (western and eastern) ■ Iron Ore ■ Grain 	<ul style="list-style-type: none"> ■ Rand/4 ■ American Steamship (GATX)/3 ■ Great Lakes Fleet (CN)/1 ■ Interlake Steamship/1 	<ul style="list-style-type: none"> ■ Rand/4 <i>(5TH BEING INTRODUCED NOVEMBER 2015)</i> ■ Algoma Central/2
Bulk Carriers	<ul style="list-style-type: none"> ■ Not capable of self-unloading 	<ul style="list-style-type: none"> ■ Grain ■ Iron Ore 	<ul style="list-style-type: none"> ■ Interlake/1 ■ Central Marine (Arcelor Mittal)/1 	<ul style="list-style-type: none"> ■ Rand/4 ■ Algoma Central/5 ■ Canada Steamship Lines/6

¹ Includes 2 inactive steam powered vessels

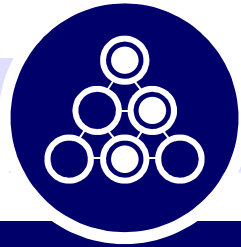


Rand Logistics: A Moat Business





Roadmap for Driving ROIC



Capitalize on Recent IT Investments

- Measuring performance on a per-contract basis
- Mine data to insure all time-related costs are properly included in standard costs
- Leverage more robust pricing model



Leverage Market Position Within River Class Segment

- Modify existing contracts to reduce asymmetric risk; rationalize pricing
- Targeted market share gains
- Participate in improving demand for the materials we transport



Continue to Improve Reliability and Operating Efficiency Metrics

- Increase percentage of time in revenue loaded condition through company-wide program: "Finding 15 Minutes Per Day"
- Reduce days out of service, increase preventative maintenance

A Portion of Long Term Incentive Compensation Awards for All Participating Employees Are Based On Achieving ROIC Targets



Roadmap for Driving ROIC



Rationalizing Costs

- Terminate McKee Sons lease
- Crew travel expenses
- Purchasing
- Benefits management



Increase Self-Sufficiency Relating to Ship Repair & Maintenance, Discretionary Expenditures

- Further build-out and development of Lower Lakes Ship Repair



Introduce New Vessel into Service in November 2015

- Investment underwritten to yield a double-digit annual unlevered ROIC
- Vessel currently fully booked

A Portion of Long Term Incentive Compensation Awards for All Participating Employees Are Based On Achieving ROIC Targets

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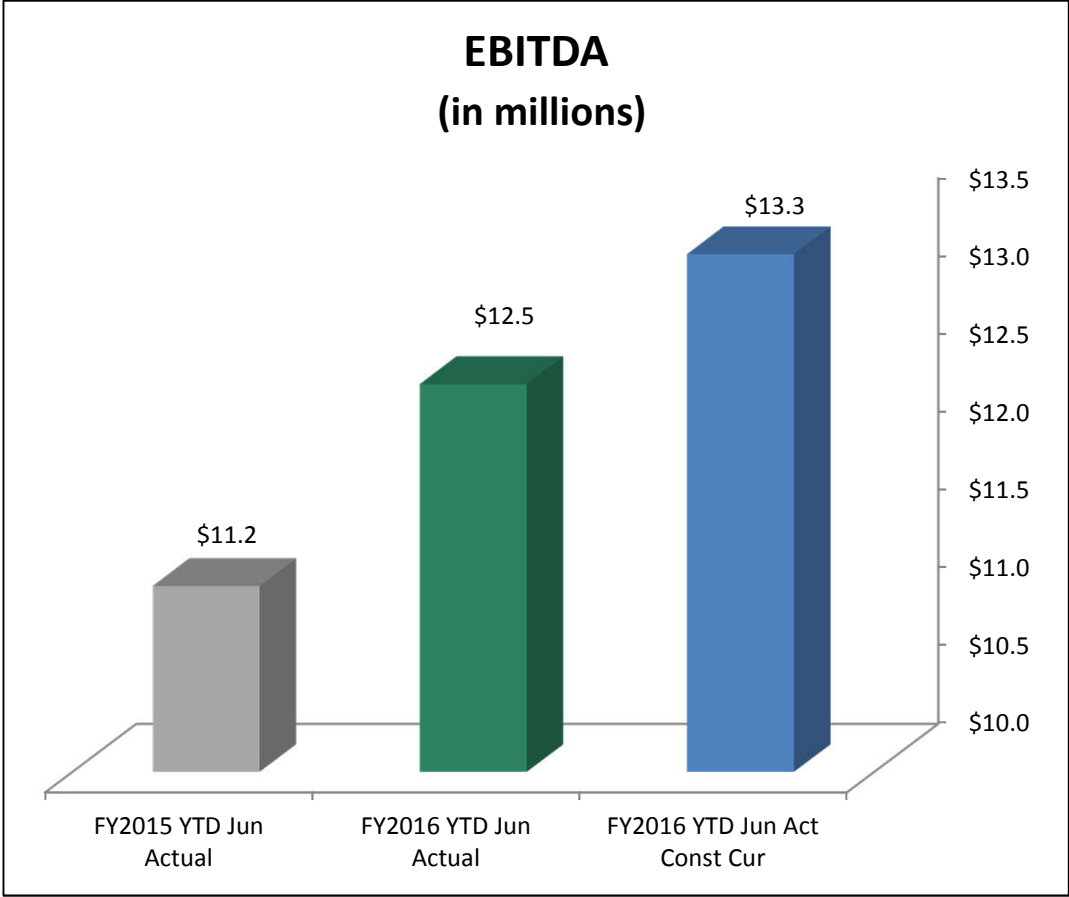
Financial Review



Historical Results

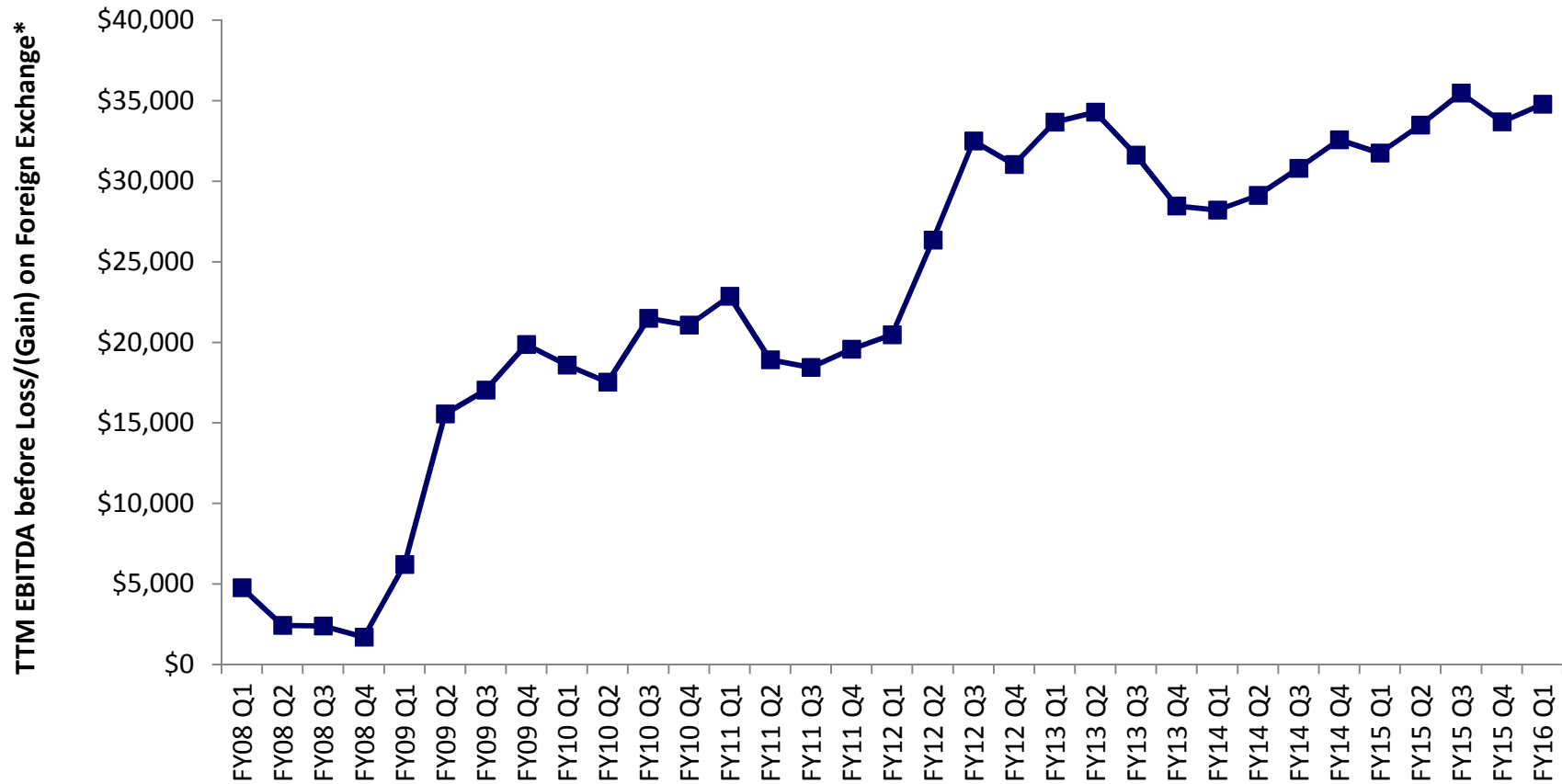
Rand Logistics (\$ in millions)	FYE March 31				LTM
	2012	2013	2014	2015	June 30 2015
Total Revenues	147.8	156.6	155.8	153.0	154.5
Growth	-	6.0%	-0.5%	-1.8%	1.0%
Operating Income	15.2	8.1	10.9	10.0	10.0
Margin %	10.3%	5.2%	7.0%	6.5%	6.4%
EBITDA	31.2	28.3	32.5	32.8	32.8
Margin %	21.1%	18.1%	20.9%	21.5%	21.2%
Non Cash (Gain)/Loss on Foreign Exchange	(0.2)	0.2	0.1	0.9	2.0
Equity Compensation	0.8	1.2	0.4	0.8	0.8
Adjusted EBITDA	31.9	29.7	33.0	34.5	35.6
Margin %	21.6%	19.0%	21.2%	22.5%	23.0%

June YTD EBITDA





Historical TTM EBITDA



* Excludes Lender Amendment Fee of \$446K incurred in FY2010 and acquisition related costs in FY2011

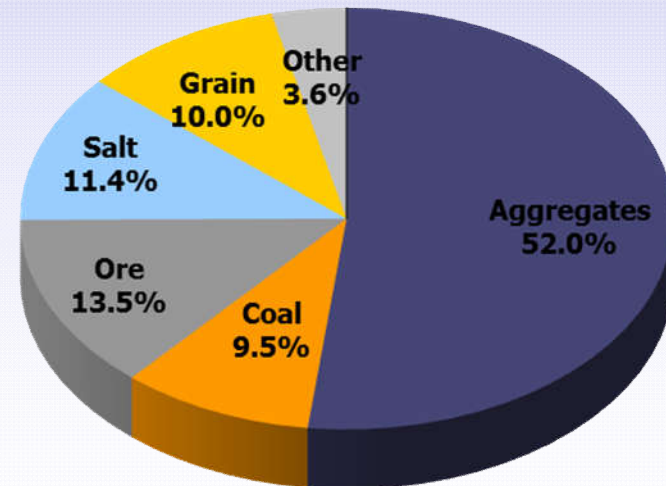


Diversified Freight & Customers

**Long-term Contracts Provide
Insulation from Any Significant
Pricing Pressure**



**Cargo Mix
June YTD FY 2016**





Business Overview: Commodity Breakout

- **Limestone**

- Seeing improved demand this season
- YTD shipments on Great Lakes up 7.6%
- An earlier start to the season, improved construction demand and replenishment of inventories from depleted stockpiles last winter contributed to gains

- **Grain**

- Milling customers (in particular corn and grain customers) driving strength in Self Unloaders
- Weakness with Export customers impacting Bulkers
- YTD shipments up 16.7% overall
- An earlier start to the season contributed to gains

- **Iron Ore**

- YTD shipments increased by 28.8%. Canadian shipments up 24.2% and US shipments up 38.2%
- Great Lakes YTD shipments 5.3% below 5-yr average due to continued high importation levels of foreign steel and lower blast furnace utilization rates

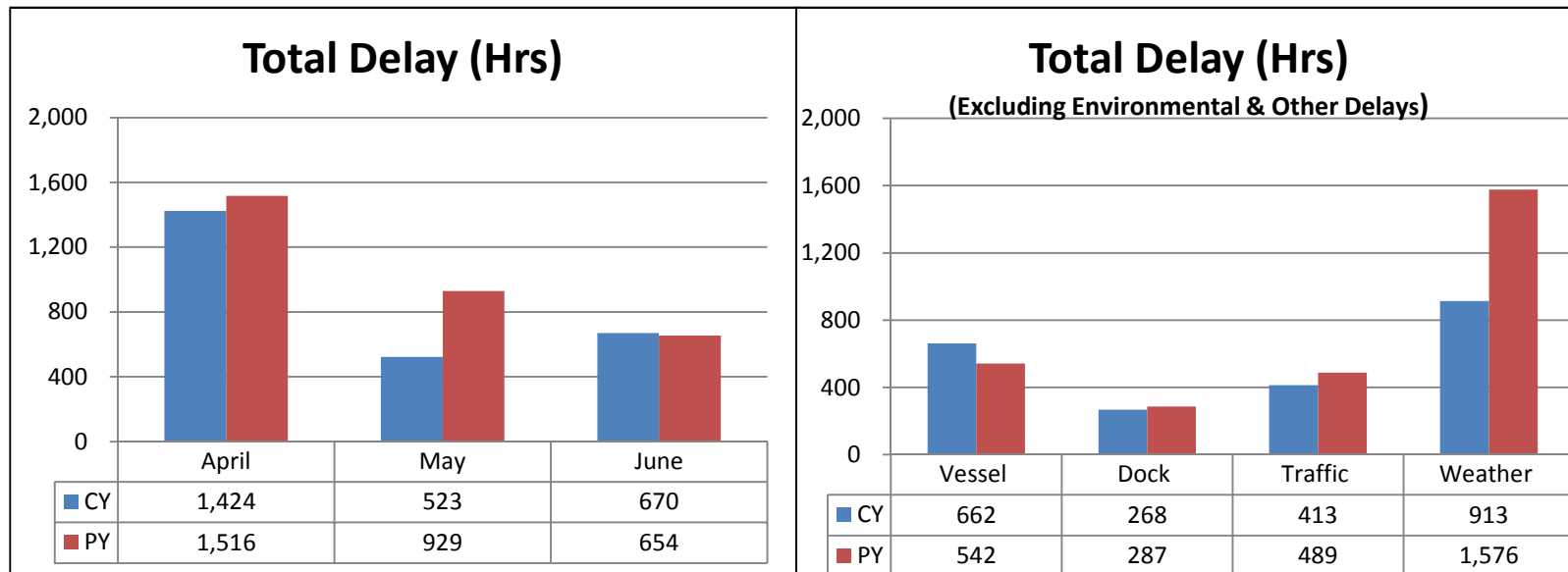
- **Coal**

- YTD shipments are down by 13.6%. Canadian shipments down 1.8% and US shipments down 16%
- Factors include continued liquidity issues with a steel customer and a reduction in shipments to an energy customer

Business Review: Key Performance Indicators (KPI)



Increasing Vessel Operating Time by Driving Down Delays



- Total Delay Hours reduced by 15.6% (482 days) from 3,099 to 2,617 YTD FY 2016
- Total Delay Hours (excluding Environmental and Other Delays) reduced by 22.1% (638 days) from 2,894 to 2,256 YTD FY2016



Capitalization Table

(in million US\$ unless otherwise noted)	Proforma for New Vessel					
			Debt and EBITDA			
	as of June 30,		as of June 30,		as of June 30,	
Capitalization	2015	EBITDA X	2015	EBITDA X	2014	EBITDA X
Cash and Cash Equivalents	1.8		1.8		3.7	
Revolver Due September 30, 2019						
Canadian- Libor plus 2.75%	44.2		54.2		-	
US- Libor plus 2.75%	72.5		72.5		-	
Revolver Debt Due April 1, 2019						
Canadian - Canadian Prime Rate + 3.00% or BA Rate + 4.00%	-		-		2.8	
US - U.S. Base Rate + 3.00% or LIBOR + 4.00%	-		-		12.0	
Term Debt Due April 1, 2019						
Canadian- 5.26%	-		-		51.4	
US- 4.23%	-		-		55.3	
Total First Lien Secured Debt	116.7	3.6	126.7	3.4	121.5	3.7
Guggenheim:						
Canadian-Libor plus 9.5%-Due March 2020	34.2		34.2		34.2	
US-Libor plus 9.5%-Due March 2020	38.3		43.9		38.3	
Total Secured Debt	189.2	5.8	204.8	5.5	194.0	6.0
Preferred Stock	15.0		15.0		15.0	
Total Debt	204.2	6.2	219.8	5.9	209.0	6.4
Net Debt	202.4	6.2	218.0	5.9	205.3	6.3
Equity Market Capitalization	58.5		58.5		107.6	
Total Enterprise Value	260.9	8.0	276.5	7.4	312.9	9.6
EBITDA LTM	32.8		37.2		32.5	
EBITDA LTM -Excludes FX Impact	35.6		40.0		31.7	



Return on Invested Capital

Roadmap to Increased Returns

