## DryShips Inc.

$4^{\text {th }}$ Quarter Ended December 31, 2011
Earnings Presentation


NASDAQ: "DRYS"
February 23, 2012

## Forward Looking Statements

Matters discussed in this presentation may constitute forward-looking statements. Forward-looking statements reflect the Company's current views with respect to future events and financial performance and may include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions and other statements, which are other than statements of historical facts.

The forward-looking statements in this release are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in our records and other data available from third parties. Although DryShips Inc. believes that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond our control, DryShips Inc. cannot assure you that it will achieve or accomplish these expectations, beliefs or projections. Important factors that, in the Company's view, could cause actual results to differ materially from those discussed in the forward-looking statements include the strength of world economies and currencies, general market conditions, including changes in charterhire rates and vessel values, changes in demand that may affect attitudes of time charterers to scheduled and unscheduled drydocking, changes in DryShips Inc.'s operating expenses, including bunker prices, dry-docking and insurance costs, or actions taken by regulatory authorities, potential liability from pending or future litigation, domestic and international political conditions, potential disruption of shipping routes due to accidents and political events or acts by terrorists.
Risks and uncertainties are further described in reports filed by DryShips Inc. with the US Securities and Exchange Commission.

## Agenda

## Financial Highlights

Company Update

## Industry Overview

This presentation is primarily focused on our shipping segment's operations.

For additional information on our drilling segment, please refer to the Ocean Rig UDW Inc. $4^{\text {th }}$ quarter presentation, available on www.ocean-rig.com

Looking Forward

## Q\&A

## Q4 2011 Results

Reported Net Loss: \$ 6.2 million or $\$ 0.02$ per share

Plus
Impairment losses on Avoca, Padre and Positano: \$32.6

Adjusted Net Income: \$ 26.4 million or \$ 0.07 per share

## Analyst Consensus ${ }^{1}$ : $\mathbf{\$ 0 . 0 7}$ per share

## Selected Income Statement and Cashflow Data

| (in \$ thousands) | Q4-2010 | Q4 2011 | FY 2010 | FY 2011 |
| :--- | ---: | ---: | ---: | ---: |
| Total Revenues | 215,822 | 328,182 | 859,745 | $1,077,662$ |
| Adjusted EBITDA ${ }^{(1)}$ | 134,844 | 164,399 | 571,706 | 580,040 |
| Net Cash Provided by Operating Activities | 135,853 | 54,170 | 477,801 | 351,309 |

(1) Represents net income before interest, taxes, depreciation and amortization, vessel impairments, and gains or losses on interest rate swaps.

## Capitalization

| (\$ in millions) | December 31, <br> 2011 |
| :--- | :---: |
| Cash | 251.1 |
| Restricted cash | 405.6 |
| Secured debt | $3,211.8$ |
| Convertible notes \& Ocean Rig notes | 1,030.0 |
| Total debt | $4,241.8$ |
| Total shareholders' equity | $3,938.7$ |
| Total capitalization | $8,180.5$ |
| Net Debt | $3,585.1$ |
| Debt to capitalization | $52 \%$ |
| Net Debt to capitalization | 4. |

## CAPEX Schedule ${ }^{1}$ - Drybulk

| (in \$ thousands) | $\frac{\text { Expected }}{\text { Delivery }}$ | CIP | FY2012 | FY2013 | FY2014 | $\frac{\text { Remaining }}{\text { Capex }}$ | Total Capex |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Panamax \#1 ${ }^{2}$ | Q1 2012 | 16,525 | 16,525 | - |  | 16,525 | $33,050\}$ | Supplemental <br> agreement with Nord/LB |
| VLOC \#1 | Q2 2012 | 28,620 | 39,480 | - | - | 39,480 | 68,100 |  |
| VLOC \#2 | Q4 2012 | 21,810 | 46,290 | - | - | 46,290 | 68,100 | Signed Ioan agreement with China Development Bank (CDB) |
| VLOC \#3 | Q1 2013 | 15,000 | 20,430 | 32,670 | - | 53,100 | 68,100 |  |
| VLOC \#4 | Q1 2013 | 11,880 | 11,880 | 35,640 |  | 47,520 | 59,400 |  |
| VLOC \#5 | Q3 2013 | 11,880 | 5,940 | 41,580 | - | 47,520 | 59,400 |  |
| Capesize \#1 | Q3 2012 | 13,541 | 40,623 | - | - | 40,623 | 54,164 |  |
| Capesize \#2 | Q4 2012 | 13,541 | 40,623 | - | - | 40,623 | 54,164 | Signed commitment letter with HSH |
| Panamax \#2 | Q1 2012 | 16,525 | 16,525 | - | - | 16,525 | 33,050 |  |
| Ice Class Panamax \#1 | Q2 2014 | - | 2,890 | 7,310 | 23,800 | 34,000 | 34,000 |  |
| Ice Class Panamax \#2 | Q3 2014 | - | 2,890 | 3,910 | 27,200 | 34,000 | 34,000 |  |
| Ice Class Panamax \#3 | Q3 2014 | - | 2,890 | 3,910 | 27,200 | 34,000 | 34,000 |  |
| Ice Class Panamax \#4 | Q4 2014 | - | 2,890 | 3,910 | 27,200 | 34,000 | 34,000 |  |
| Total |  | 149,321 | 249,876 | 128,930 | 105,400 | 484,206 | 633,527 |  |

## CAPEX Schedule ${ }^{1}$ - Tankers

| (in \$ thousands) | Expected Delivery | CIP | FY2012 | FY2013 | $\frac{\text { Remaining }}{\text { Capex }}$ | Total Capex |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lipari | Q2 2012 | 15,350 | 54,400 |  | 54,400 | 69,750 |  |
| Petalidi | Q2 2012 | 15,350 | 54,400 | - | 54,400 | 69,750 |  |
| Alicante | Q3 2012 | 13,150 | 45,600 | - | 45,600 | 58,750 |  |
| Mareta | Q4 2012 | 13,150 | 45,600 | - | 45,600 | 58,750 |  |
| Bordeira | Q1 2013 | 15,350 | 6,800 | 47,600 | 54,400 | 69,750 |  |
| Esperona | Q3 2013 | 8,550 | 6,800 | 54,400 | 61,200 | 69,750 |  |
| Blanca | Q4 2013 | 8,550 | - | 61,200 | 61,200 | 69,750 |  |
| Total |  | 89,450 | 213,600 | 163,200 | 376,800 | 466,250 |  |

## Secured Debt Profile

| Drybulk Debt Outstanding as of 31/12/2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Facility | Amortizing | Balloon | Maturity | Total |
| \$628.8m facility | 225.0 | 119.3 | May-16 | 344.4 |
| \$35m facility | 6.5 | 11.0 | Oct-16 | 17.5 |
| \$125m facility | 40.5 | 10.5 | Jun-16 | 51.0 |
| \$90m facility | 18.0 | 43.5 | Nov-15 | 61.5 |
| \$130m facility | 17.4 | 20.9 | Mar-15 | 38.3 |
| \$126.4m facility | 72.6 | 12.8 | Jul-18 | 85.4 |
| \$101.2m facility | 10.0 | 4.3 | Feb-12 | 14.3 |
| \$47m facility | 8.0 | 12.0 | Dec-15 | 20.0 |
| \$90m facility | 24.0 | 24.0 | Dec-15 | 48.0 |
| \$103.2m facility | 15.6 | 16.0 | Jun-16 | 31.6 |
| \$325m facility | 106.1 | 23.5 | Oct-15 | 129.6 |
| Total Drybulk bank debt | $\mathbf{5 4 3 . 7}$ | $\mathbf{2 9 7 . 8}$ |  | $\mathbf{8 4 1 . 5}$ |
| Tankers Debt Outstanding as of 31/12/2011 |  |  |  |  |
| Facility | Amortizing | Balloon | Maturity | Total |
| \$70m facility | 19.8 | 46.7 | Feb-16 | 66.5 |
| \$32.3m facility | 11.8 | 19.4 | Apr-17 | 31.2 |
| \$141.15m facility | 17.3 | 15.0 | Oct-18 | 32.3 |
| Total Tankers bank debt | $\mathbf{4 8 . 9}$ | $\mathbf{8 1 . 1}$ |  | $\mathbf{1 3 0 . 0}$ |

Scheduled Debt Repayments


Scheduled Debt Repayments


## Agenda

Financial Highlights

## Company Update

Industry Overview

Looking Forward

Q\&A

## Recent Highlights

> We signed a $\$ 87.7$ million offer letter with HSH Nordbank to finance the construction costs of three drybulk vessels
> We entered into a $\$ 122.6$ million credit facility with China Development Bank to partially finance the construction costs of three VLOCs
$>$ We signed two MoA's for the sale of the vessels Avoca and Padre for an aggregate sales price of $\$ 80.5$ million
$>$ We entered into nine interest rate swap agreements for a total notional amount of $\$ 988.8$ million maturing from October 2015 through May 2017. Fixed 3 month LIBOR rates between approx. 0.90\% and 1.20\%
> Petróleo Brasileiro S.A. announced that it has awarded 15 year term charters to a Consortium in which Ocean Rig is a participant for five ultra deep water units at an average rate of $\$ 548,000$
$>$ Ocean Rig signed a new drilling contract for the Leiv Eiriksson with a consortium coordinated by Rig Management Norway for drilling on the Norwegian Continental Shelf. Revenue backlog is estimated at $\$ 653$ million for a minimum period of 1,070 days
$>$ Ocean Rig extended its existing drilling contract for the $6^{\text {th }}$ generation drillship Ocean Rig Olympia. Revenue backlog is estimated at $\$ 28$ million for a period of 47 days
$>$ Ocean Rig extended the exercise date of its option agreements to construct three additional $7^{\text {th }}$ generation drillships at Samsung, to April 2, 2012
$>$ Ocean Rig signed a new drilling contract for the Eirik Raude with an independent operator, for work offshore West Africa. Revenue backlog is estimated at $\$ 52$ million for a period of 60 days
> We took delivery of the vessels Calida and Woolloomooloo (ex. H1637a)
$>$ We signed newbuilding contracts for the construction of four 75,900 dwt Panamax Ice Class 1 A bulk carriers for a price of $\$ 34$ million each and expected delivery in 2014. These are sophisticated dry cargo vessels with attractive features such as winterization and electronic main engines resulting in significant fuel efficiencies and the ability to navigate the Northern Sea route

## Drybulk Employment Status ${ }^{1}$


$>$ Total contracted backlog the next 2 years is approximately $\$ 463$ million

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## Drybulk Deliveries and Orderbook




Source: Clarkson

## Tanker Deliveries and Orderbook



Source: Clarkson

## Drybulk \& Tanker Scrapping



Tanker Scrapping


## Demand Story is Intact - Short Term Factors at Play

> The longer term structural drivers of industrialization and urbanization in the developing world remain intact
> Commodities demand will evolve as emerging economies transition from construction to consumption based growth

Chinese GDP growth by province
(\% year on year, 2010)
$\geq 10 \%$
$\quad 8.9 \%$
$<8 \%$


Source: BHP Biliton, Rio Tinto, EIU, ANZ Insight Report

## China Steel Demand has Long Way to go



Number of years of steel production above 500 kg/capita


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## Strategy

> Drybulk segment defensively positioned
> Modern fleet - average age 5.8 years
> Charter coverage - 56\% in 2012
> Large fleet provides strong negotiating power
$>$ Tanker segment
> Brand new fleet
> Vessels in tanker pools, beating current spot market rates
> Debt financing underway
$>$ Drilling segment
> Over $\$ 2.3$ billion in revenue backlog

Management at the helm to ensure calm sailing despite the rough seas

## Hidden value



Shareholders continue to get a free ride on our shipping segments or a steep discount on our share of Ocean Rig's value


Fleet Profile


## Drybulk fleet

| Capesize: |  |  |  |  |  |  | Newbuildings |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mystic | 2008 | 170,040 | Capesize | \$52,310 | Aug-18 | Dec-18 | Newbuilding Ice-class Panamax 1 | 2014 | 75,900 | Panamax | Spot | N/A | N/A |
| Robusto | 2006 | 173,949 | Capesize | \$26,000 | Aug-14 | Dec-14 | Newbuilding Ice-class Panamax 2 | 2014 | 75,900 | Panamax | Spot | N/A | N/A |
| Cohiba | 2006 | 174,234 | Capesize | \$26,250 | Oct-14 | Feb-15 | Newbuilding Ice-class Panamax 3 | 2014 | 75,900 | Panamax | Spot | N/A | N/A |
| Montecristo | 2005 | 180,263 | Capesize | \$23,500 | May-14 | Oct-14 | Newbuilding Ice-class Panamax 4 | 2014 | 75,900 | Panamax | Spot | N/A | N/A |
| Flecha | 2004 | 170,012 | Capesize | \$55,000 | Jul-18 | Nov-18 | Newbuilding VLOC \#4 | 2013 | 206,000 | Capesize | Spot | N/A | N/A |
| Manasota | 2004 | 171,061 | Capesize | \$30,000 | Jan-18 | Aug-18 | Newbuilding VLOC \#5 | 2013 | 206,000 | Capesize | Spot | N/A | N/A |
| Partagas | 2004 | 173,880 | Capesize | \$27,500 | Jul-12 | Dec-12 | Newbuilding Panamax 2 | 2012 | 76,000 | Panamax | \$13,150 | Feb-13 | Apr-13 |
| Alameda | 2001 | 170,662 | Capesize | \$27,500 | Nov-15 | Jan-16 | Newbuilding Capesize 1 | 2012 | 176,000 | Capesize | Spot | N/A | N/A |
| Capri | 2001 | 172,579 | Capesize | Spot | N/A | N/A | Newbuilding Capesize 2 | 2012 | 176,000 | Capesize | Spot | N/A | N/A |
|  |  |  |  |  |  |  | Newbuilding VLOC\#1 | 2012 | 206,000 | Capesize | \$25,000 | June-15 | June-20 |
| Panamax: |  |  |  |  |  |  | Newbuilding VLOC \#2 | 2012 | 206,000 | Capesize | \$23,000 | Oct-17 | Oct-22 |
| Woolloomooloo | 2012 | 76,064 | Panamax | \$13,150 | Dec-12 | Feb-13 | Newbuilding VLOC\#3 | 2012 | 206,000 | Capesize | \$21,500 | Jan-20 | Jan-27 |
| Amalfi | 2009 | 75,206 | Panamax | \$39,750 | Aug- 13 | Dec-13 |  |  |  |  |  |  |  |
| Rapallo | 2009 | 75,123 | Panamax | Spot | N/A | N/A | Tanker fleet |  |  |  |  |  |  |
| Catalina | 2005 | 74,432 | Panamax | \$40,000 | Jun-13 | Aug-13 | Calida | 2012 | 115,200 | Aframax | Sigma Pool | N/A | N/A |
| Majorca | 2005 | 74,477 | Panamax | \$43,750 | Jun-12 | Aug-12 | Vilamoura | 2011 | 158,300 | Suezmax | Blue Fin Pool | N/A | N/A |
| Ligari | 2004 | 75,583 | Panamax | \$55,500 | Jun-12 | Aug-12 | Saga | 2011 | 115,200 | Aframax | Sigma Pool | N/A | N/A |
| Avoca (1) | 2004 | 76,629 | Panamax | \$45,500 | Sep-13 | Dec-13 | Daytona | 2011 | 115,200 | Aframax | Sigma Pool | N/A | N/A |
| Padre (2) | 2004 | 73,601 | Panamax | \$46,500 | Sep-12 | Dec-12 | Belmar | 2011 | 115,200 | Aframax | Sigma Pool | N/A | N/A |
| Saldanha | 2004 | 75,707 | Panamax | \$52,500 | Jun-12 | Sep-12 |  |  |  |  |  |  |  |
| Sorrento | 2004 | 76,633 | Panamax | \$24,500 | Aug-21 | Dec-21 | Newbuildings |  |  |  |  |  |  |
| Mendocino | 2002 | 76,623 | Panamax | \$56,500 | Jun-12 | Sep-12 | Blanca | 2013 | 158,300 | Suezmax | Blue Fin Pool | N/A | N/A |
| Bargara | 2002 | 74,832 | Panamax | \$43,750 | May-12 | Jul-12 | Bordeira | 2013 | 158,300 | Suezmax | Blue Fin Pool | N/A | N/A |
| Oregon | 2002 | 74,204 | Panamax | Spot | N/A | N/A | Esperona | 2013 | 158,300 | Suezmax | Blue Fin Pool | N/A | N/A |
| Ecola | 2001 | 73,931 | Panamax | \$43,500 | Jun-12 | Aug-12 | Lipari | 2012 | 158,300 | Suezmax | Blue Fin Pool | N/A | N/A |
| Samatan | 2001 | 74,823 | Panamax | Spot | N/A | N/A | Petalidi | 2012 | 158,300 | Suezmax | Blue Fin Pool | N/A | N/A |
| Sonoma | 2001 | 74,786 | Panamax | Spot | N/A | N/A | Alicante | 2012 | 115,200 | Aframax | Sigma Pool | N/A | N/A |
| Capitola | 2001 | 74,816 | Panamax | Spot | N/A | N/A | Mareta | 2012 | 115,200 | Aframax | Sigma Pool | N/A | N/A |
| Levanto | 2001 | 73,925 | Panamax | Spot | N/A | N/A |  |  |  |  |  |  |  |
| Maganari | 2001 | 75,941 | Panamax | Spot | N/A | N/A |  |  |  |  |  |  |  |
| Coronado | 2000 | 75,706 | Panamax | Spot | N/A | N/A |  |  |  |  |  |  |  |
| Marbella | 2000 | 72,561 | Panamax | Spot | N/A | N/A |  |  |  |  |  |  |  |
| Positano | 2000 | 73,288 | Panamax | \$42,500 | Sep-13 | Dec-13 |  |  |  |  |  |  |  |
| Redondo | 2000 | 74,716 | Panamax | \$34,500 | Apr-13 | Jun-13 |  |  |  |  |  |  |  |
| Topeka | 2000 | 74,716 | Panamax | \$12,250 | Dec-12 | Feb-13 |  |  |  |  |  |  |  |
| Ocean Crystal | 1999 | 73,688 | Panamax | Spot | N/A | N/A | (1) Sold delivered to new owner on February 22, 2012 |  |  |  |  |  |  |
| Helena | 1999 | 73,744 | Panamax | \$32,00 | May-12 | Jan-13 |  |  |  |  |  |  |  |
| Supramax: |  |  |  |  |  |  | (2) Sold, expect to be delivered to new owners during February 2012. |  |  |  |  |  |  |
| Byron | 2003 | 51,118 | Supramax | Spot | N/A | N/A | Fleet List as of February 17, 2012 (does not include ORIG fleet details) |  |  |  |  |  |  |
| Galveston | 2002 | 51,201 | Supramax | Spot | N/A | N/A |  |  |  |  |  |  |  |

## Unaudited Condensed Consolidated Statements of Operations

(Expressed in Thousands of U.S. Dollars except for share and per share data)

## REVENUES:

Voyage revenues
Revenues from drilling contracts

## EXPENSES:

Voyage expenses
Vessel and drilling rig operating expenses
Depreciation and amortization
Loss/(gain) on vessel sales/impairment
General and administrative expenses
Operating income
OTHER INCOME/(EXPENSES):
Interest and finance costs, net of interest income
Gain/(Loss) on interest rate swaps
Other, net
Income taxes
Total other expenses
Net income/(loss)
Net income attributable to Non controlling interests
Net income/(loss) attributable to Dryships Inc.
Earnings/(loss) per common share, basic Weighted average number of shares, basic Earnings/(loss) per common share, diluted Weighted average number of shares, diluted

| Three Months Ended <br> December 31, <br> 2010 <br> (as restated) |
| :---: |


| Year Ended |  |  |
| :---: | :---: | :---: |
| December 31, |  |  |
| 2010 | 2011 |  |


| \$ | 113,521 | \$ | 90,524 | \$ | 457,804 | \$ | 378,013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 102,301 |  | 237,658 |  | 401,941 |  | 699,649 |
|  | 215,822 |  | 328,182 |  | 859,745 |  | 1,077,662 |


| 6,844 | 5,240 | 27,433 | 20,573 |
| :---: | :---: | :---: | :---: |
| 51,999 | 119,573 | 190,614 | 373,122 |
| 48,863 | 82,280 | 192,891 | 274,281 |
| 4,296 | 27,142 | $(5,847)$ | 116,779 |
| 25,203 | 37,387 | 87,264 | 114,282 |
| 78,617 | 56,560 | 367,390 | 178,625 |
| $(5,706)$ | $(48,181)$ | $(45,959)$ | $(134,828)$ |
| 26,884 | 2,298 | $(120,505)$ | $(68,943)$ |
| 5,899 | 2,168 | 9,960 | 5,288 |
| $(5,640)$ | $(9,872)$ | $(20,436)$ | $(27,428)$ |
| 21,437 | $(53,587)$ | $(176,940)$ | $(225,911)$ |
| 100,054 | 2,973 | 190,450 | $(47,286)$ |
| $(2,123)$ | $(9,193)$ | $(2,123)$ | $(22,842)$ |


| $\$$ | 97,931 | $\$$ | $(6,220)$ | $\$$ | 188,327 | $\$$ | $(70,128)$ |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- |
|  | 0.30 | $\$$ | $(0.02)$ | $\$$ | 0.64 | $\$$ | $(0.21)$ |
|  | $307,926,254$ |  | $375,495,260$ |  | $268,858,688$ |  | $355,144,764$ |
| $\$$ | 0.29 | $\$$ | $(0.02)$ | $\$$ | 0.61 | $\$$ | $(0.21)$ |
|  | $344,493,418$ |  | $375,495,260$ |  | $305,425,852$ |  | $355,144,764$ |

## Unaudited Condensed Consolidated Balance Sheets

## (Expressed in Thousands of U.S. Dollars)

## ASSETS <br> CURRENT ASSETS:

Cash and cash equivalents
Restricted cash
Other current assets
Total current assets
FIXED ASSETS, NET:
Vessels and rigs under construction and acquisitions
Vessels, net
Drilling rigs, machinery and equipment, net
Total fixed assets, net
OTHER NON-CURRENT ASSETS:
Restricted cash
Other non-current assets
Total non-current assets
Total assets

## LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES:
Current portion of long-term debt
Other current liabilities
Total current liabilities
NON-CURRENT LIABILITIES:
Long-term debt, net of current portion
Other non-current liabilities
Total non-current liabilities

STOCKHOLDERS' EQUITY:
Total equity
Total liabilities and stockholders' equity
$\underline{\text { December 31, } 2010 \quad \text { December 31, } 2011}$


| 731,232 | 429,149 |
| :---: | :---: |
| 204,203 | 336,286 |
| 935,435 | 765,435 |
| 1,988,460 | 3,812,686 |
| 161,070 | 104,906 |
| 2,149,530 | 3,917,592 |


$\$ \xlongequal{3,899,529}$| $3,938,662$ |
| :--- |

## Summary Operating Data

| Drybulk | Three Months Ended December 31, |  | Year Ended December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2010 | 2011 |
| Average number of vessels ${ }^{(1)}$ | 37.0 | 36.1 | 37.2 | 35.8 |
| Total voyage days for vessels ${ }^{(2)}$ | 3,341 | 3,204 | 13,372 | 12,682 |
| Total calendar days for vessels ${ }^{(3)}$ | 3,404 | 3,325 | 13,583 | 13,068 |
| Fleet utilization ${ }^{(4)}$ | 98.1\% | 96.4\% | 98.5\% | 97.0\% |
| Time charter equivalent ${ }^{(5)}$ | \$31,929 | \$25,479 | \$32,184 | \$27,229 |
| Vessel operating expenses (daily) ${ }^{(6)}$ | \$5,577 | \$7,007 | \$5,245 | \$6,271 |

## Tanker

Average number of vessels ${ }^{(1)}$
Total voyage days for vessels ${ }^{(2)}$
Total calendar days for vessels ${ }^{(3)}$
Fleet utilization ${ }^{(4)}$
Time charter equivalent ${ }^{(5)}$
Vessel operating expenses (daily) ${ }^{(6)}$

Three Months Ended December 31, 2011

Year Ended December 31, 2011

| 2011 | 2011 |  |
| ---: | ---: | :---: |
| 3.9 | 2.6 |  |
| 361 | 963 |  |
| 362 | 963 |  |
| $99.7 \%$ | $100 \%$ |  |
| $\$ 10,105$ | $\$ 12,592$ |  |
| $\$ 8,895$ | $\$ 9,701$ |  |


| Drybulk | Three Months Ended December 31, |  |  |  |  | Year Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2011 |  | 2010 |  | 2011 |  |
| Voyage revenues | \$ | 113,521 \$ | \$ | 86,621 | \$ | 457,804 | \$ | 365,361 |
| Voyage expenses |  | $(6,844)$ |  | $(4,985)$ |  | $(27,433)$ |  | $(20,048)$ |
| Time charter equivalent revenues | \$ | 106,677 \$ |  | 81,636 | \$ | 430,371 | \$ | 345,313 |
| Total voyage days for fleet |  | 3,341 |  | 3,204 |  | 13,372 |  | 12,682 |
| Time charter equivalent TCE | \$ | 31,929 \$ |  | 25,479 | \$ | 32,184 | \$ | 27,229 |


| Tanker | Three Months Ended <br> December 31, 2011 |
| :---: | :---: |

Year Ended
December 31, 2011

| Voyage revenues | $\$ 3,903$ |  | $\$ 12,652$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | $(255)$ | $(526)$ |  |
|  |  | $\$ 3,648$ |  | $\$ 12,126$ |
| Time charter equivalent revenues | 361 |  | 963 |  |
| Total voyage days for fleet | $\$ 10,105$ |  | $\$ 12,592$ |  |

(1) Average number of vessels is the number of vessels that constituted our fleet for the relevan period, as measured by the sum of the number of days each vessel was a part of our fleet during the
period divided by the number of calendar days in that period.
(2) Total voyage days for fleet are the total days the vessels were in our possession for the relevan period net of off hire days.
(3) Calendar days are the total number of days the vessels were in our possession for the relevant period including off hire days.
(4) Fleet utilization is the percentage of time that our vessels were available for revenue generating voyage days, and is determined by dividing voyage days by fleet calendar days for the relevant period.
(5) Time charter equivalent, or TCE, is a measure of the average daily revenue performance of a vessel on a per voyage basis. Our method of calculating TCE is consistent with industry standards and is determined by dividing voyage revenues (net of voyage expenses) by voyage days for the to a particular voyage, which would otherwise be paid by the charterer under a time charter contract o a ompare period-to-period changes in a shipping company's performance despite changes in the mix of charter types (ie spot charters, time charters and bareboat charters) under which the vessels may be employed between the periods.
(6) Daily vessel operating expenses, which includes crew costs, provisions, deck and engine stores, bricating oil insurance, maintenance and repairs is cal expenses by fleet calendar days for the relevant time period.


[^0]:    ${ }^{1}$ As of December 31 ${ }^{\text {st }} 2011$

