

# DryShips Inc.

# 1<sup>st</sup> Quarter Ended March 31, 2012 Earnings Presentation







NASDAQ: "DRYS" May 30, 2012 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 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



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. 1<sup>st</sup> quarter presentation, available on www.ocean-rig.com







(in \$ million, except EPS)	Q1 2011	Q1 2012
Total Revenues	207.4	247.5
Adjusted EBITDA (1)	107.1	105.5
Net Income/(Loss), GAAP	25.8	(47.5)
EPS, GAAP	\$ 0.07	(\$ 0.12)
Net Cash Provided by Operating Activities	101.7	3.4

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





(in \$ million)	March 31, 2012
Cash	153.2
Restricted cash	379.7
Secured debt	3,137.3
Convertible notes & Ocean Rig notes	1,057.6
Total debt	4,194.9
Total shareholders' equity	3,887.4
Total capitalization	8,082.3
Net Debt	3,662.0
Debt to capitalization	52 %
Net Debt to capitalization	45 %

#### Subsequent Event

+ \$180.8 million net proceeds from sale of ORIG shares (April 2012)



## **Successfully Turned A Funding Gap Into A Surplus**

Drybulk Segment Remaining Capex:	\$ 439.6 million	
Expected Equity Funding:	\$ 97.0 million	
Expected Debt <sup>2</sup> Financing:	\$ 342.6 million	Signed Loan Agreements \$266.5 mil or approx. 44.5% of total debt funding
Tanker Segment Remaining Capex:	\$ 354.7 million	
Expected Equity Funding:	\$ 98.3 million	
Expected Debt <sup>3</sup> Financing :	\$ 256.4 million	

	DRYS <sup>1</sup>
DRYS <sup>1</sup> Free Cash <sup>4</sup>	\$207.4 million
Expected Equity Portion for Capex	\$195.3 million
Capex Coverage Ratio	1.06x

#### Fully Funded Capex even before taking into account cash provided by operations

- 1) DryShips Shipping segments only, Excludes ORIG free cash and capex requirements
- 2) Assumes 60% LTV for unfinanced vessels
- 3) Assumes 55% LTV for unfinanced vessels
- 4) Pro Forma DRYS<sup>1</sup>Free Cash on 3/31/2011 including net proceeds of offering



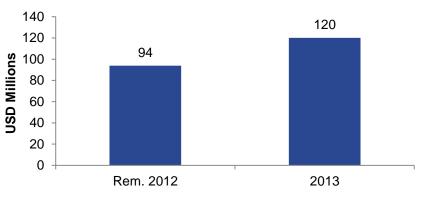


# **Secured Debt Profile**

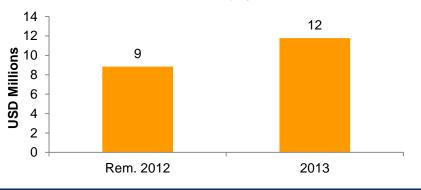
Drybulk Debt Outstanding as of 3/31/2012						
Facility	Amortizing	Balloon	Total			
\$628.8m facility	198.4	112.0	310.4			
\$35m facility	6.5	11.0	17.5			
\$125m facility	38.3	10.5	48.8			
\$90m facility	16.9	43.5	60.4			
\$130m facility	16.0	20.9	36.9			
\$126.4m facility	68.9	12.8	81.7			
\$47m facility	7.5	12.0	19.5			
\$90m facility	24.0	24.0	48.0			
\$103.2m facility	14.4	16.0	30.4			
\$325m facility	101.0	23.5	124.5			
\$87.7m facility	9.3	9.8	19.1			
Total Drybulk bank debt	501.2	296.0	797.2			

Tankers Debt Outstanding as of 3/31/2012						
Facility	Amortizing	Balloon	Total			
\$70m facility	18.6	46.7	65.3			
\$32.3m facility	11.3	19.4	30.7			
\$141.35m facility	34.1	29.9	64.0			
Total Tankers bank debt	64.0	96.0	160.0			

#### Scheduled Debt Repayments



**Scheduled Debt Repayments** 





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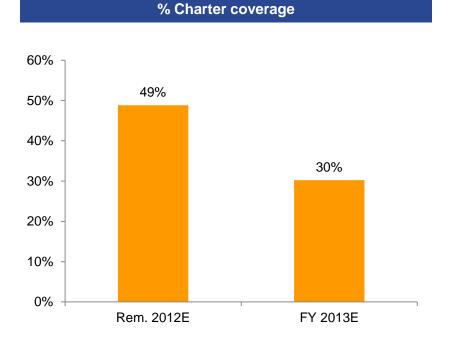




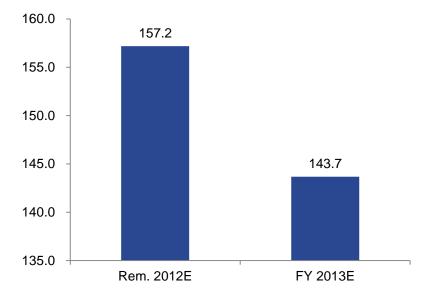
- > On May 4, 2012, the vessel Positano was delivered to her new owners.
- > On April 25, 2012, the vessel Lipari was delivered to the Company.
- On April 17, 2012 the Company completed the public offering of 11,500,000 common shares in Ocean Rig, resulting in net proceeds of approximately \$180.8 million.



# **Drybulk Employment Status<sup>1</sup>**



Dry	vbulk	gross fixed revenue	(\$m)	
		giese inter i e i e i e i e i e		1



Average daily fixed rate				
\$ 31,249	\$ 30,914			

#### Total contracted backlog through 2013 is approximately \$300 million

<sup>1</sup> As of March 31st 2012



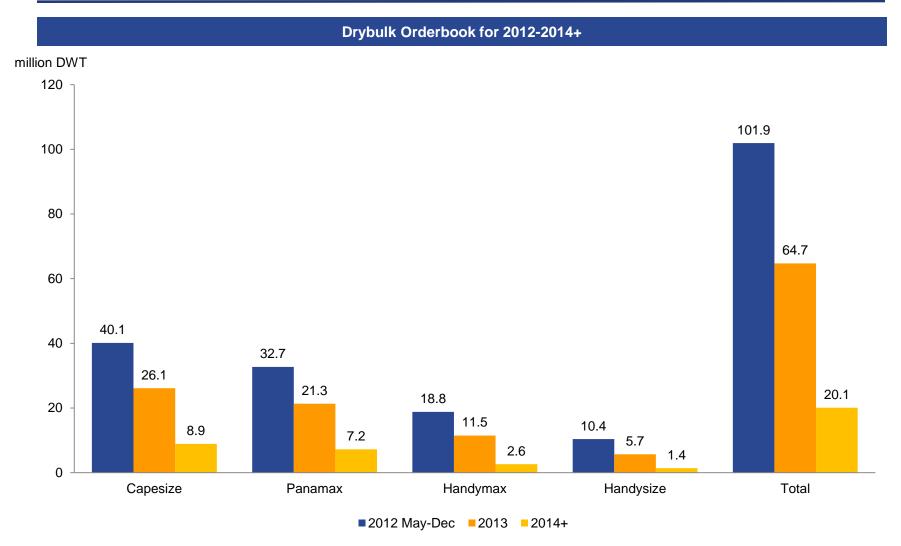








# **Drybulk Orderbook**

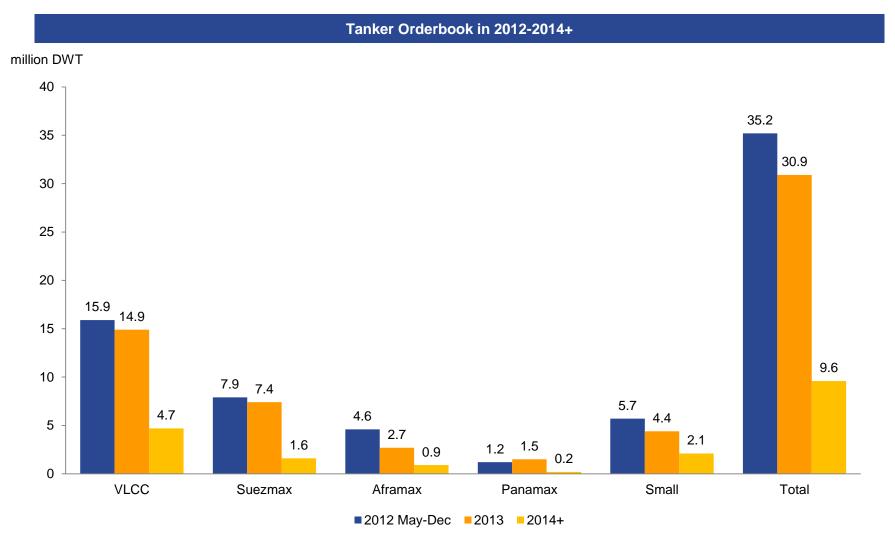


Source: Clarksons, data as of May 1st 2012





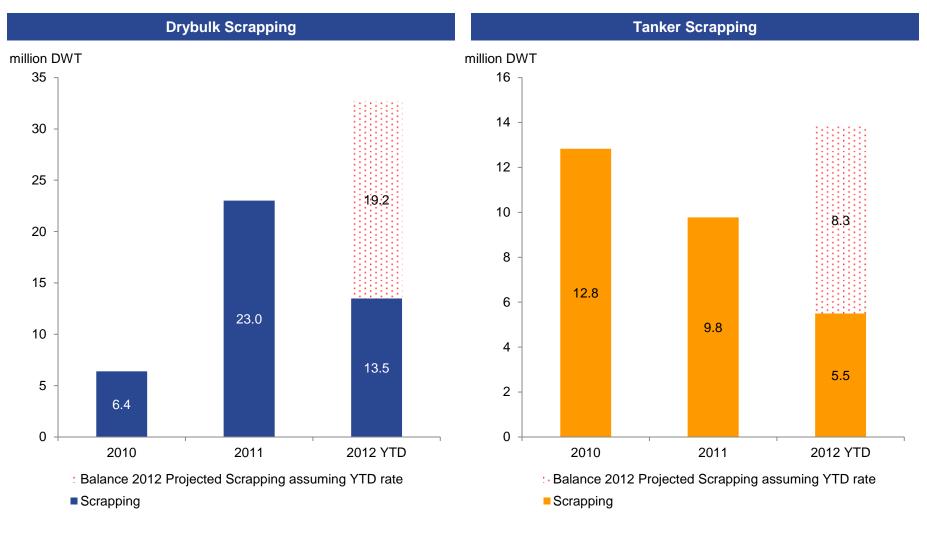
### **Tanker Orderbook**







# **Drybulk & Tanker Scrapping**

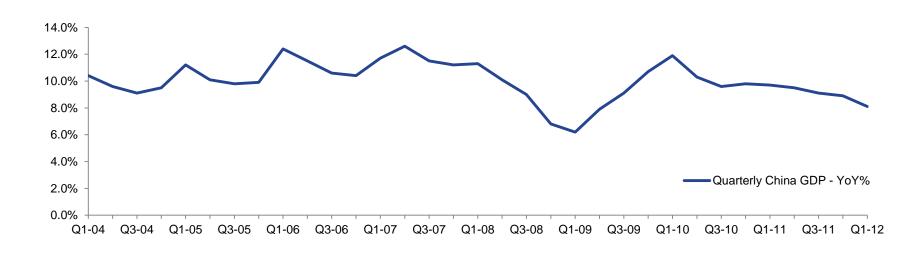


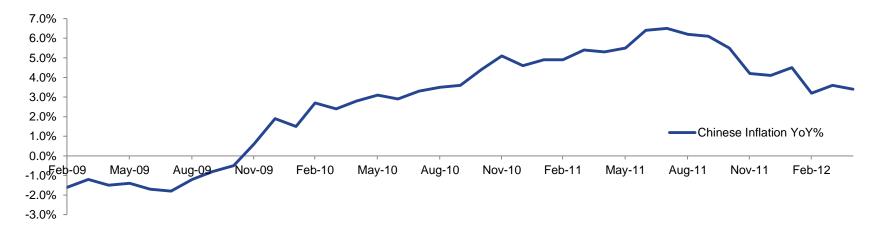
Source: Clarksons, data as of May <sup>25th</sup> 2012





#### **China Soft Landing – Growth Measures Reinstated**





Source: Bloomberg













# **Our Public Offering of Ocean Rig Shares**

- Gross Proceeds of \$186.9 million
  - > 11.5 million shares sold to the public
  - > 19% of which was purchased by management at the public offering price
  - > DryShips ownership of Ocean Rig reduced to 65.2%
- Significant benefits for our shareholders
  - Strengthened our balance sheet
  - Increased ORIG visibility in US market
  - Increased ORIG public float

Our goal is to maximize value for all shareholders







### **Strategy**

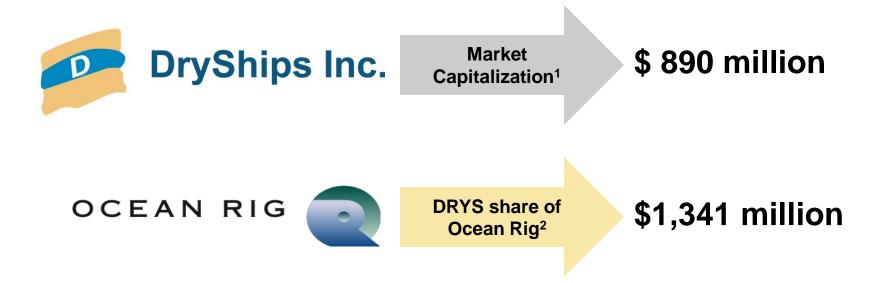
- Drybulk segment defensively positioned
  - Modernization of fleet average age 5.6 years
  - Charter coverage 49% for the 9 months remaining in 2012
  - Large fleet provides strong negotiating power
- > Tanker segment
  - Brand new fleet
  - Vessels in tanker pools, beating current spot market rates
  - Debt financing underway
- Drilling segment
  - Over \$2.9 billion in revenue backlog

DryShips firmly positioned to weather the storm and reap future rewards





#### **Hidden value**



#### Shareholders continue to get a free ride on our shipping segments

- 1) Market capitalization figures as of 5/25/2012 (excluding share borrow and treasury shares)
- 2) Based on our 65.2% ownership of Ocean Rig,









# APPENDIX









#### Fleet Profile (Shipping Segment)

	Year			Gross rate	Redelive	T		Year			Gross rate	Redeliver	
	Built	DWT	Type	Per day	Earliest	Latest		Built	DWT	Туре	Per day	Earliest	
Drybulk fleet							Newbuildings	Date	DWI	<u>i ype</u>	Pec day	<u>L'arben</u>	Latest
							•	2014			<b>.</b>	27/1	27/4
Capesize:							Newbuilding Ice -class Panamax 1	2014	75,900	Panamax	Spot	N/A	N/A
Mystic	2008	170,040	Capesize	\$52,310	Aug-18	Dec-18	Newbuilding Ice -class Panamax 2	2014	75,900	Panamax	Spot	N/A	N/A
Robusto	2006	173,949	Capesize	\$26,000	Aug-14	Dec-14	Newbuilding Ice -class Panamax 3	2014	75,900	Panamax	Spot	N/A	N/A
Cohiba	2006	174,234	Capesize	\$26,250	Oct-14	Feb-15	Newbuilding Ice –class Panamax 4	2014	75,900	Panamax	Spot	N/A	N/A
Montecristo	2005	180,263	Capesize	\$23,500	May-14	Oct-14	Newbuilding VLOC #4	2013	206,000	Capesize	Spot	N/A	N/A
Flecha	2004	170,012	Capesize	\$55,000	Jul-18	Nov-18	Newbuilding VLOC #5	2013	206,000	Capesize	Spot	N/A	N/A
Manasota	2004	171,061 173.880	Capesize	\$30,000	Jan-18 Jul-12	Aug-18 Dec-12	Newbuilding VLOC #3	2013	206,000	Capesize	\$21,500	Jan-20	Jan-27
Partagas Alameda	2004 2001	170,662	Capesize Capesize	\$27,500 \$27,500	Nov-15	Jan-16	Newbuilding Capesize 1	2012	176.000	Capesize	Spot	N/A	N/A
Capri	2001	172.579	Capetize	\$12,500	Jan-13	Apr-13	Newbuilding Capesize 2	2012	176.000	Capesize	Spot	N/A	N/A
capit	2001	112,312	Capenine	312,000	342-15	14-15	Newbuilding VLOC #1	2012	206,000		\$25,000	June-15	June-20
Panamax:							-			Capesize			
Ranaka	2012	76.037	Panamax	\$13,150	Feb-13	Apr-13	Newbuilding VLOC #2	2012	206,000	Capesize	\$23,000	Oct-17	Oct-22
Woolloomooloo	2012	76,064	Panamax	\$13,150	Jan-13	Mar-13							
Amalfi	2009	75,206	Panamax	\$39,750	July-13	Sept-13	Tanker fleet						
Rapallo	2009	75,123	Panamax	Spot	NA	NA	Calida	2012	115,200	Aframax	Spot	N/A	N/A
Catalina.	2005	74,432	Panamax	\$40,000	Jun-13	Aug-13	Lipari	2012	158,300	Suezmax	Spot	N/A	N/A
Majorca.	2005	74,477	Panamax	\$43,750	Jun-12	Aug-12	Vilamoura	2011	158,300	Suezmax	Spot	N/A	N/A
Ligari	2004	75,583	Panamax	\$55,500	Jun-12	Aug-12	Saga	2011	115,200	Aframax	Spot	N/A	N/A
Saldanha	2004	75,707	Panamax	Spot	NA	N/A	Daytona	2011	115.200	Aframas	Spot	N/A	N/A
Somento	2004	76,633	Panamax	\$24,500	Aug-21	Dec-21	Belmar	2011	115,200	Aframax	Spot	N/A	NA
Mendocino	2002	76,623	Panamax	Spot	N/A	N/A	2741231		115,200	Attention	spor		
Bargara	2002	74,832	Panamax	Spot	N/A	N/A							
Oregon	2002	74,204	Panamax	Spot	N/A	N/A	Newbuildings						
Ecola	2001	73,931	Panamax	Spot	N/A	N/A	Blanca	2013	158,300	Suezmax	Spot	N/A	N/A
Samatan	2001	74,823	Panamax	Spot	N/A	N/A	Bordeira	2013	158,300	Suezmax	Spot	N/A	N/A
Sonoma	2001 2001	74,786 74,816	Panamax	Spot	N/A N/A	N/A N/A	Esperona	2013	158,300	Suezmax	Spot	N/A	N/A
Capitola Levanto	2001	73.925	Panamax Panamax	Spot Spot	NA NA	N/A N/A	Petalidi	2012	158,300	Suezmax	Spot	N/A	N/A
Magmari	2001	75,941	Panamax	Spot	NA	N/A	Alicante	2012	115,200	Aframax	Spot	N/A	N/A
Coronado	2000	75,706	Panamax	Spot	NA	N/A	Mareta	2012	115,200	Aframax	Spot	N/A	N/A
Marbella	2000	72,561	Panamax	Spot	N/A	N/A					1		
Redoudo	2000	74,716	Panamax	Spot	NA	NA							
Topeka	2000	74,716	Panamax	\$12,250	Dec-12	Feb-13							
Ocean Crystal	1999	73,688	Panamax	Spot	N/A	N/A							
Helena	1999	73,744	Panamax	Spot	N/A	N/A							
Supramax:													
Byron	2003	51,118	Supramax	Spot	N/A	N/A							
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)			Months End farch 31,	ed
-		2011		2012
REVENUES:				
Voyage revenues	S	98,087	\$	84,497
Revenues from drilling contracts		109,326		162,999
		207,413		247,496
EXPENSES:				
Voyage expenses		6,516		4,908
Vessel operating expenses		21,085		21,545
Drilling rigs' and drillships operating expenses		41,850		85,340
Depreciation and amortization		55,916		81,955
Loss on sale of assets,net				1,488
General and administrative expenses		26,716		32,574
Legal settlements				6,424
Operating income		55,330		13,262
OTHER INCOME/(EXPENSES):				
Interest and finance costs, net of interest				
income		(15,606)		(52,178)
Loss on interest rate swaps		(3,854)		(8,750)
Other, net Income taxes		2,096 (5,961)		(1,644) (10,032)
Total other expenses, net		(23,325)		(72,604)
Net income/(loss)		32.005		(59.342)
. ,				(00)000
Net income/(loss) attributable to non- controlling interests		(6,240)		11,886
		(0,210)		11,000
Net income/(loss) attributable to Dryships Inc.	s	25,765	•	(47,456)
to Drysmps mc.	°	23,705	·	(1,430)
Earnings/(loss) per common share, basic				
and diluted	S	0.07	s	(0.12)
	~		-	,
Weighted average number of shares,		222.142.000		200.162.044
basic and diluted		337,143,598		380,152,244





#### Unaudited Condensed Consolidated Balance Sheets

(Expressed in Thousands of U.S. Dollars)	December 31, 2011	March 31, 2012
ASSETS		
CURRENT ASSETS: Cash and cash equivalents Restricted cash Other current assets Total current assets	\$ 251,143 72,765 246,169 570,077	66,586 335,973
FIXED ASSETS, NET: Advances for vessels and rigs under construction and acquisitions Vessels, net Drilling rigs, drillships, machinery and equipment, net Total fixed assets, net	1,027,889 1,956,270 4,587,916 7,572,075	4,560,753
OTHER NON-CURRENT ASSETS: Restricted cash Other non-current assets Total non-current assets Total assets	332,801 146,736 479,537 8,621,689	
LIABILITIES AND STOCKHOLDERS' EQUITY CURRENT LIABILITIES: Current portion of long-term debt Other current liabilities Total current liabilities	429,149 327,114 756,263	450,465 404,825 855,290
NON-CURRENT LIABILITIES: Long-term debt, net of current portion Other non-current liabilities Total non-current liabilities	3,812,686 114,078 3,926,764	3,744,501 117,891 3,862,392
STOCKHOLDERS' EQUITY: Total stockholders' equity Total liabilities and stockholders' equity	3,938,662 \$ 8,621,689	\$ <u>3,887,352</u> \$ <u>8,605,034</u>







#### **Summary Operating Data**

(Dollars in thousands, except average daily results)

Drybulk	Three Months Ended March 31,			
	2011	2012		
Average number of vessels <sup>(1)</sup>	36.8	36.1		
Total voyage days for vessels <sup>(2)</sup>	3,268	3,252		
Total calendar days for vessels <sup>(3)</sup>	3,314	3,285		
Fleet utilization <sup>(0)</sup>	98.6%	99%		
Time charter equivalent <sup>(5)</sup>	27,700	22,257		
Vessel operating expenses (daily) <sup>(6)</sup>	5,794	5,542		

Tanker	Three Month March	
	2011	2012
Average number of vessels <sup>(1)</sup>	0.9	5.0
Total voyage days for vessels <sup>(2)</sup>	81	453
Total calendar days for vessels <sup>(3)</sup>	81	453
Fleet utilization <sup>(0)</sup>	100%	100%
Time charter equivalent <sup>(5)</sup>	12,951	15,916
Vessel operating expenses (daily) <sup>(6)</sup>	23,249	7,372

Drybulk	Three Months Ended March 31,				
		2011		2012	
Voyage revenues	\$	96,988	s	77,021	
Voyage expenses		(6,466)		(4,642)	
Time charter equivalent revenues	\$	90,522	s	72,379	
Total voyage days for fleet Time charter equivalent TCE	s	3,268 27,700	s	3,252 22,257	

<u>Tanker</u>	Three Months Ended March 31,				
		2011		2012	
Voyage revenues	\$	1,099	s	7,476	
Voyage expenses		(50)		(266)	
Time charter equivalent revenues	\$	1,049	s	7,210	
Total voyage days for fleet		81		453	
Time charter equivalent TCE	s	12,951	s	15,916	

(1) Average number of vessels is the number of vessels that constituted our fleet for the relevant 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 relevant 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 relevant time period. Voyage expenses primarily consist of port, canal and fuel costs that are unique to a particular voyage, which would otherwise be paid by the charterer under a time charter contract, as well as commissions. TCE is a standard shipping industry performance measure used primarily to compare period-to-period changes in a shipping company's performance despite changes in the mix of charter types (i.e., 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, lubricating oil, insurance, maintenance and repairs is calculated by dividing vessel operating expenses by fleet calendar days for the relevant time period.



# **CAPEX Schedule<sup>1</sup> – Drybulk**

(in \$ thousands)	Expected Delivery	<u>CIP</u>	<u>Remaining</u> <u>2012</u>	<u>FY2013</u>	<u>FY2014</u>	<u>Remaining</u> <u>Capex</u>	<u>Total Capex</u>	
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 loan 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	17,820	29,700	-	47,520	59,400	-
VLOC #5	Q3 2013	11,880	17,820	29,700	-	47,520	59,400	
Capesize #1	Q3 2012	13,542	40,622	-	-	40,622	54,164	Signed loan agreement
Capesize #2	Q4 2012	13,541	40,623	-	-	40,623	54,164	with HSH Nordbank
Ice Class Panamax #1	Q2 2014	2,890	-	7,310	23,800	31,110	34,000	
Ice Class Panamax #2	Q3 2014	2,890	-	7,310	23,800	31,110	34,000	
Ice Class Panamax #3	Q3 2014	2,890	-	7,310	23,800	31,110	34,000	
Ice Class Panamax #4	Q4 2014	2,890	-	3,910	27,200	31,110	34,000	
Total		127,832	223,085	117,910	98,600	439,595	567,427	

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<sup>1</sup> Remaining Capex as of 3/31/2012







#### **CAPEX Schedule<sup>1</sup> – Tankers**

(in \$ thousands)	<u>Expected</u> <u>Delivery</u>	<u>CIP</u>	<u>Remaining</u> <u>2012</u>	<u>FY2013</u>	<u>Remaining</u> <u>Capex</u>	<u>Total Capex</u>	
Lipari	Q2 2012	22,150	47,600	-	47,600	69,750	) s
Petalidi	Q2 2012	22,150	47,600	-	47,600	69,750	∫ w
Alicante	Q3 2012	18,550	39,900	-	39,900	58,750	
Mareta	Q4 2012	16,000	42,750	-	42,750	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	6,800	54,400	61,200	69,750	
Total		111,600	198,250	156,400	354,650	466,250	

Signed loan agreement with Kexim & ABN AMRO

<sup>1</sup> Remaining Capex as of 3/31/2012





