

# DryShips Inc. 

2nd Quarter Ended June 30, 2009
Earnings Presentation


NASDAQ: "DRYS"
July 31 ${ }^{\text {st }}, 2009$

## 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

I Second Quarter 2009 Highlights
II Financial Overview
III Industry Overview
IV Conclusion
V $\quad$ Q \& A

## Second Quarter 2009 Highlights

## Q2 2009 Results

## Reported Net Profit: \$ 52.8 million or \$ 0.24 per share

## Unusual Events Affecting Q2 Results:

| Plus | Contract termination fees and forfeiture of vessel deposits | $\$ 44.8 \mathrm{~m}$ |
| :--- | :--- | ---: |
| Less | Gain associated with the valuation of the Company's interest rate <br> swaps | $\$ 51.6 \mathrm{~m}$ |
| Plus | Amortization of stock based compensation | $\$ 9.5 \mathrm{~m}$ |

Adjusted Net Profit : \$ 55.5 million or \$ 0.25 per share

## Q2 2009 Highlights

> Completed ATM equity offering raising gross proceeds of $\$ 475$ million
$>$ Secured waivers for an additional $\$ 1.9$ billion in debt
> Cancelled contract for Capesize vessel hull no H2089
$>$ Signed 3-year contract with Petrobras for Leiv Eiriksson
$>$ Completed acquisition of newbuilding drillships hull no 1837 \& 1838

## Acquired 25\% of Primelead

> Company acquired remaining 25\% minority interest in Primelead Shareholders Inc. from certain related and third party sellers
> Consideration for the acquisition:
> Cash consideration of $\$ 50$ million payable upon closing
> Mandatory Convertible Preferred Stock of face value $\$ 280$ million to be issued to the Sellers
> Transaction provides DryShips the full benefit of the cash flows from the attractive ultra deepwater drilling market
> Structure limits cash outflow and implies issuance of DryShips stock at a $27.5 \%$ premium
> Cash preserved for distressed acquisitions

- Attractive transaction multiple of EBITDA compared to peers
> Accretive to earnings and improves debt / cap ratio
> Aligns the interest of all shareholders
> Chairman and CEO, George Economou, continues his long-term commitment to DryShips


## Financial Overview



## Fixed Revenue: Dry Bulk

| Summary of Long Term Time Charters |  |  |  |
| :---: | :---: | :---: | :---: |
|  | H2 2009 | 2010 | 2011 |
| Average Number of Vessels on Long Term Time Charters | 33.7 | 34.6 | 29.9 |
| Average Number of Vessels Owned For The Period | 38.5 | 39.5 | 41.0 |
| \% of Fleet on Long Term Time Charter | 87\% | 87\% | 73\% |
| Spot Days | 880 | 1,809 | 4,052 |
| Days Fixed Under Time Charter | 6,144 | 12,611 | 10,735 |
| Gross Revenue From Long Term Time Charters | \$ 216.5 m | \$ 437.5 m | \$ 405.1 m |
| Average Gross Rate of Long Term Time Charters | \$35,250 p/d | \$34,700 p/d | \$37,750 p/d |

Total revenues from time charters for the next 2.5 years: $\$ 1.1$ billion

## Fixed Revenue：Ultra Deep Water

| Contracts in Place | 2008E | 2009E | 2010E | 2011 E | 2012E | 2013E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Leiv Eiriksson |  |  | Petrobras＂－ 3 years |  |  |  |
|  |  |  |  | 2008） |  |  |
| Private Drillship（Hull 1837） |  |  |  | －ーーーー | iiding |  |
| Private Drillship（Hull 1838） |  |  |  |  | vbuildin |  |
| Drillship Hull 1865 |  |  |  |  | Newbuila |  |
| Drillship Hull 1866 |  |  |  |  | Newb |  |


| Semi－ <br> Submersible | Year | Current | Redelivery |  |  | Operating | Backlog |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rigs | Built | Employment | Earliest | Latest | Customer | Area | （\＄mm） |
| Leiv Eiriksson | 2001 | T／C | Sep -09 | Dec -09 | Shell | North Sea | $\$ 70$ |
|  |  | T／C | Sep -12 | Dec -12 | Petrobras | Black Sea | $\$ 630$ |
| Eirik Raude | 2002 | T／C | Sep -11 | Oct -11 | Tullow | Off－shore <br> Ghana | $\$ 576$ |

Total

## Securing The Future

Fixed EBITDA Estimates


Notes:

- The two bars represent our old estimates versus updated numbers following the fixing of the 12 vessels
- EBITDA has been estimated on the basis of Gross Revenues, excluding G\&A's and drydock expenses
- Assumed utilization rate of $95 \%$ for the rigs
- UDW (2 rigs) estimates only include the two fixed rigs Leiv Eiriksson and Eirik Raude
-     * For 2011 the 4 UDW drillships are assumed fixed upon delivery at \$500,000 per day (with 1 month mobilization period)


## Actual and Post-Primelead Capital Structure

| ACTUAL <br> June 30, 2009 | PROFORMA(1) <br> June 30, 2009 |
| :---: | :---: |
| (USD thousands - Unaudited) |  |
| 475,904 | 425,904 |
| 334,783 | 334,783 |
| 810,687 | 760,687 |
| 2,600,688 | 2,600,688 |
| 2,283,727 | 2,679,147 |
| 4,884,415 | 5,279,835 |
| 53.24\% | 49.26\% |
| 43.94\% | 40.72\% |

(1) Proforma for the Acquisition of noncontrolling interests in Primelead which transaction closed on July 15, 2009
(2) Proforma cash adjusted by $\$ 50$ million for the cash consideration paid to former owners of Primelead
(3) Proforma stockholders' equity adjusted for the $\$ 395$ million noncontrolling interest as of June 30, 2009

## CAPEX Schedule (as of J une 30th, 2009)

(USD thousands)

|  | FY2009 | FY2010 | FY2011 | Total |
| :---: | :---: | :---: | :---: | :---: |
| Drybulk vessels: |  |  |  |  |
| Hull 1519A | 16,880 | - | - | 16,880 |
| Kambara Hull SS058 | 5,425 | 37,975 | - | 43,400 |
| Kambara Hull SS059 | 5,425 | 37,975 | - | 43,400 |
|  | 27,730 | 75,950 | - | 103,680 |

Drillships:
Hull 1865
Hull 1866
Hull 1837
Hull 1838

Grand total

| - | 208,082 | 300,675 | 508,757 |
| ---: | ---: | ---: | ---: |
| - | 208,082 | 300,675 | 508,757 |
| 47,837 | 435,448 | - | 483,285 |
| 47,837 | 153,159 | 282,039 | 483,035 |
| 95,674 | $1,004,771$ | 883,389 | $\mathbf{1 , 9 8 3 , 8 3 4}$ |
|  |  |  |  |
| $\mathbf{1 2 3 , 4 0 4}$ | $\mathbf{1 , 0 8 0 , 7 2 1}$ | $\mathbf{8 8 3 , 3 8 9}$ | $\mathbf{2 , 0 8 7 , 5 1 4}$ |

Note:

- Maintenance CAPEX (Drydock) is estimated at about \$ 10 million per year


## Proforma Debt Repayment Schedule*

(USD thousands)

| Long-term Debt |  |  |
| ---: | ---: | :--- |
| Drybulk Segment | Drilling Rig Segment | $\underline{\text { Total }}$ |
|  |  |  |
| 90,526 | 116,266 | 206,792 |
| 150,976 | 254,886 | 405,862 |
| 132,151 | 260,329 | 392,480 |
| 130,701 | 89,912 | 220,613 |

* As of June 30th, 2009


## Industry Overview



## China in Overdrive - Strong End-User Demand




Capacity and production of hot rolled longs


Chinese spot steel prices, excl 17\% VAT


## Deliveries Significantly Below Estimates

| Total Dry Bulk Reet | Dwt | No of ships |
| :--- | :---: | :---: |
| Orderbook | 295 | 3420 |
| Orderbook beginning of 2009 for delivery 09 | 71.3 | 964 |
| Delivered J an-J un | 14.5 | 186 |
| Scheduled for delivery during same period | 22.3 | 334 |
| 'Slippage' to date | $20 \%$ | $19 \%$ |
| \% of '09 Orderbook delivered in 1H 2009 |  | $44 \%$ |

## Ultra Deep Water Drillships - Limited Availability

Ultra deepwater rigs available before 4Q11

| Rig Name | Year <br> built | Water depth ft . | Customer/s | Country | Contract <br> Expires | Dayrate <br> S'/day | $$ | $$ | $\begin{gathered} 2011 \\ 1 Q \quad 2 Q \quad 3 Q 4 Q \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cajun Express | 2001 | 8,500 | Shell/Chevron | USGoM | Feb-10 | 463 |  |  |  |
| Sedco Express | 2001 | 7,500 | BP | Angola | May-10 | 188 |  |  |  |
| West Gemini | 2010 | 10,000 | Available | S. Korea | Jul-10 | NA | Samsung |  |  |
| ENSCO 7500 | 2000 | 8,000 | Chevron | Australia | Aug-10 | 550 |  |  |  |
| Pacific Bora | 2010 | 10,000 | Available | S. Korea | Sep-10 | NA | Samsung |  |  |
| Deepwater Horizon | 2001 | 8,000 | BP | USGoM | Oct-10 | 278 |  |  |  |
| Maersk Semi TBN III | 2010 | 10,000 | Available | Singapore | Dec-10 | NA | Keppel |  |  |
| Cardiff Marine DS TBN1 | 2010 | 10,000 | Available | S. Korea | Dec-10 | NA | Samsung |  |  |
| Sedco Energy | 2001 | 7,500 | Chevron | Nigeria | Dec-10 | 476 |  |  |  |
| Discoverer Enterprise | 1999 | 8,450 | BP | USGoM | Feb-11 | 520 |  |  |  |
| Discoverer Deep Seas | 2001 | 10,000 | Chevron | USGoM | Feb-11 | 499 |  |  |  |
| Stena Tay | 1999 | 8,100 | Total | Nigeria | Feb-11 | 430 |  |  |  |
| Cardiff Marine DS TBN2 | 2011 | 10,000 | Available | S. Korea | Mar-11 | NA | Samsung |  |  |
| Pacific Scirocco | 2011 | 10,000 | Available | S. Korea | Mar-11 | NA | Samsung |  |  |
| Petrorig 4 | 2011 | 10,000 | Available | Singapore | Apr-11 | NA | Jurong |  |  |
| Seadragon 2 | 2010 | 10,000 | Available | Singapore | Apr-11 | NA | Jurong |  |  |
| DeepSea Metro $1^{*}$ | 2011 | 10,000 | Available | S. Korea | May-11 | NA | Hyundai |  |  |
| Pacific Mistral | 2011 | 10,000 | Available | S. Korea | May-11 | NA | Samsung |  |  |
| Pacific Santa Ana | 2011 | 10,000 | Available | S. Korea | Jul-11 | NA | Samsung |  |  |
| Dryships TBN 1 | 2011 | 10,000 | Available | S. Korea | Jul-11 | NA | Samsung |  |  |
| Dryships TBN 2 | 2011 | 10,000 | Available | S. Korea | Jul-11 | NA | Samsung |  |  |
| West Venture | 2000 | 5,905 | Statoil | Norway | Aug-11 | 248 |  |  |  |
| Deepwater Frontier | 1999 | 10,000 | Reliance | India | Sep-11 | 476 |  |  |  |
| ENSCO 8504 | 2011 | 8,500 | Available | Singapore | Sep-11 | NA | Keppel |  |  |
|  |  |  |  |  |  |  | Construction | Contract | Opt. |

## UDW I ndustry - Rising Enquiry $\boldsymbol{\rightarrow}$ Stabilized Day Rates



Dayrates KUSD ulta deepwater rigs >7500 ft


Source: Pareto

## Conclusion



## DRYS I nvestment Thesis

## Low entry point in the commodity cycle - ride the rebound

> Resilient growth trend in China \& India
> Dry bulk commodity demand rebounding
> Oil prices rebounding - Capex will rise to quench energy thirst
> Solid cashflow from fixed dry bulk and drilling segments
> EPS Impact of drillship opportunities
> DRYS oversold
> Leading consolidator - distressed opportunities


## Appendix 1 - Condensed Consolidated I ncome Statements (unaudited)

(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 operating expenses
Drilling rigs operating expenses
Depreciation and amortization
Loss (gain) on sale of vessels
Loss on contract cancellations, net
General and administrative expenses
Operating income / (loss)
OTHER INCOME / (EXPENSES):
Interest and finance costs, net of interest income
Gain on interest rate swaps
Other, net
Equity in income of investee
Income taxes

## Total other income / (expenses), ne

Net income / (loss)
Net income attributable to Noncontrolling interests

## Net income / (loss) attributable

 to Dryships Inc. common stockholdersEarnings per common share, basic
Weighted average number of shares, basic
Earnings per common share, diluted
Weighted average number of shares, diluted

| Three Months Ended June 30, | Six Months Ended June 30, |  |  |
| :---: | :---: | :---: | :---: |
| 2008 | 2009 | 2008 | 2009 |


| \$ | $\begin{array}{r} 258,921 \\ 43,795 \\ \hline 307716 \end{array}$ | \$ | $\begin{aligned} & 106,866 \\ & 103,618 \end{aligned}$ | \$ | $\begin{array}{r} 490,984 \\ 43,795 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 204,468 \\ & 202,632 \\ & \hline 107100 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 302,716 |  | 210,484 |  | $534,779$ |  |  |
|  | 13,942 |  | 6,959 |  | 28,092 |  | 15,705 |
|  | 19,877 |  | 17,873 |  | 37,650 |  | 36,078 |
|  | 13,388 |  | 35,299 |  | 13,388 |  | 69,326 |
|  | 33,517 |  | 48,736 |  | 57,935 |  | 97,153 |
|  | $(135,815)$ |  | 6 |  | $(160,258)$ |  | $(2,432)$ |
|  | - |  | 44,764 |  | - |  | 215,532 |
|  | 19,642 |  | 21,929 |  | 25,347 |  | 43,420 |
|  | 338,165 |  | 34,918 |  | 532,625 |  | $(67,682)$ |
|  | $(25,652)$ |  | $(22,097)$ |  | $(38,544)$ |  | $(48,654)$ |
|  | 12,153 |  | 51,576 |  | 6,079 |  | 60,294 |
|  | 518 |  | $(2,074)$ |  | 499 |  | (535) |
|  | $(7,750)$ |  | - |  | $(6,893)$ |  | - |
|  | (867) |  | $(3,453)$ |  | (867) |  | $(6,354)$ |
|  | $(21,598)$ |  | 23,952 |  | $(39,726)$ |  | 4,751 |
|  | 316,567 |  | 58,870 |  | 492,899 |  | $(62,931)$ |
|  | $(16,813)$ |  | $(6,115)$ |  | $(16,813)$ |  | $(6,115)$ |
| \$ | 299,754 | \$ | 52,755 | \$ | 476,086 | \$ | $(69,046)$ |
| \$ | 6.95 | \$ | 0.24 | \$ | 11.67 | \$ | -0.42 |
|  | 42,150,753 |  | 216,344,623 |  | 40,173,941 |  | 163,011,168 |
| \$ | 6.95 | \$ | 0.24 | \$ | 11.67 | \$ | -0.42 |
|  | 42,208,141 |  | 216,344,623 |  | 40,177,016 |  | 163,011,168 |

## Appendix 2 - Condensed Consolidated Balance Sheets (unaudited)

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

## ASSETS

## CURRENT ASSETS:

Cash and cash equivalents
Restricted cash
Trade accounts receivable, net
Other current assets
Total current assets

## FIXED ASSETS, NET:

Advances for vessels under construction and acquisitions
Vessels, net
Drilling rigs, machinery and equipment ,net
Total fixed assets, net
OTHER NON CURRENT ASSETS:
Other non-current assets
Total non current assets, net
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
COMMITMENTS AND CONTINGENCIES

## STOCKHOLDERS' EQUITY:

Total Dryships Inc. stockholders’ equity
Noncontrolling interests
Total equity
Total liabilities and equity

| December 31, 2008 |  | June 30, 2009 |  |
| :---: | :---: | :---: | :---: |
| \$ | 303,114 | \$ | 475,904 |
|  | 320,560 |  | 334,783 |
|  | 52,441 |  | 28,777 |
|  | 44,312 |  | 52,855 |
|  | 720,427 |  | 892,319 |
|  | 535,616 |  | 1,100,502 |
|  | 2,134,650 |  | 2,084,220 |
|  | 1,393,158 |  | 1,360,127 |
|  | 4,063,424 |  | 4,544,849 |
|  | 58,829 |  | 64,918 |
|  | 58,829 |  | 64,918 |
| \$ | 4,842,680 | \$ | 5,502,086 |
| \$ | $\begin{array}{r} 2,370,556 \\ 154,492 \end{array}$ | \$ | $\begin{array}{r} 1,839,846 \\ 135,237 \end{array}$ |
|  | 2,525,048 |  | 1,975,083 |
|  | 788,314 |  | 728,069 |
|  | 237,746 |  | 119,787 |
|  | 1,026,060 |  | 847,856 |
|  | - |  | - |
|  | 1,291,572 |  | 2,283,727 |
|  | - |  | 395,420 |
|  | 1,291,572 |  | 2,679,147 |
| \$ | 4,842,680 | \$ | 5,502,086 |

## Appendix 3 - Summary Operating Data

(Dollars in thousands, except average daily results)

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2009 | 2008 | 2009 |
| Average number of vessels ${ }^{(1)}$ | 38.5 | 37.3 | 38.4 | 37.5 |
| Total voyage days for vessels ${ }^{(2)}$ | 3,465 | 3,358 | 6,917 | 6,633 |
| Total calendar days for vessels ${ }^{(3)}$ | 3,504 | 3,394 | 6,989 | 6,785 |
| Fleet utilization ${ }^{(4)}$ | 98.9\% | 99.0\% | 99.0\% | 97.8\% |
| Time charter equivalent ${ }^{(5)}$ | \$70,701 | \$29,752 | \$66,921 | \$28,458 |
| Vessel operating expenses (daily) ${ }^{(6)}$ | \$5,673 | \$5,266 | \$5,387 | \$5,317 |

(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.

## Appendix 4 - Fleet Profile Bulk Carriers



[^0]
# Visit our website at wwww.dryships.com 

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[^0]:    The Iguana is based on a synthetic Time Charter

