

# DryShips Inc.

1st Quarter Ended March 31, 2011 Earnings Presentation







NASDAQ: "DRYS"

May 13th, 2011

### **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**

# First Quarter 2011 Highlights

**Company Overview** 

**Industry Overview** 

Financial Overview & Conclusion

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#### Q1 2011 Results

#### Reported Net Income: \$ 25.8 million or \$ 0.07 basic earnings per share

Unusu	ual Events	S Affecting	Q1 Re	sults:
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Plus	Non-recurring incremental costs associated with class survey of Leiv Eiriksson	\$ 8.9 m
Plus	Losses incurred on interest rate swaps	\$ 3.9 m
Plus	Non-cash amortization of debt issuance costs, including those relating to convertible senior notes	\$ 17.5 m

Adjusted Net Income: \$ 56.1 million or \$ 0.15 basic earnings per share



#### Recent Events – Backlog doubled

- OCR UDW was awarded contracts for OCR Corcovado and OCR Mykonos by Petrobras for drilling offshore Brazil
  - > Term of each contract is 3-years, with a total combined value of \$1.1 billion
  - Contract for the OCR Mykonos will commence directly after delivery from Samsung in September 2011
  - Contract for the Ocean rig Corcovado will commence in direct continuation of the current contract with Cairn Energy offshore Greenland
  - Documents pursuant to the award are expected to be executed in the coming weeks
- OCR UDW signed a new drilling contract for the Leiv Eiriksson with Borders & Southern for performance of exploration drilling offshore the Falkland Islands
  - Contract replaces the previous contract with Borders & Southern for the Eirik Raude
  - Leiv Eiriksson will perform the scheduled drilling program in direct continuation after completion of the drilling campaign for Cairn Energy offshore Greenland
  - Contract is for drilling two wells for a period of about 90 days, including three further optional wells
  - Contract value is approximately \$ 80 million



#### **Recent Events**

- > Company took delivery of newbuilding Aframax tanker, M/T Daytona
- > OCR UDW exercised 2 of the 4 drillship newbuilding options
  - Deliveries in July and October of 2013
  - > Total yard cost of \$608 million
- ➤ OCR UDW completed the issuance of \$500 million aggregate principal amount of 9.5% senior unsecured notes due 2016 offered in a private placement
- > OCR UDW entered into an agreement with lenders under the two \$562.5 million Loan Agreements to restructure the agreements
- Company entered into a \$32.3 million secured term loan facility with an international lender to partially finance the construction cost of the M/T Daytona
- OCR UDW entered into an \$800 million Syndicated Secured Term Loan Facility to partially finance the construction costs of the Ocean Rig Corcovado and the Ocean Rig Olympia
- > Company concluded an order for two 176,000 DWT Capesize dry bulk vessels
  - Deliveries in Q3 and Q4 of 2012





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# **Company Overview**

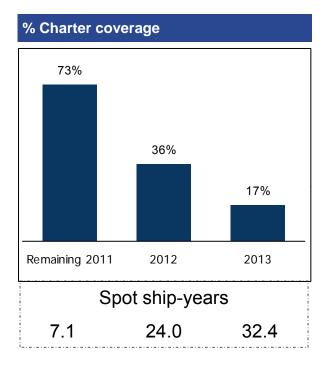
**Industry Overview** 

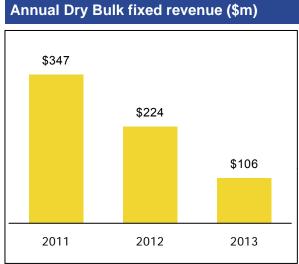
Financial Overview & Conclusion

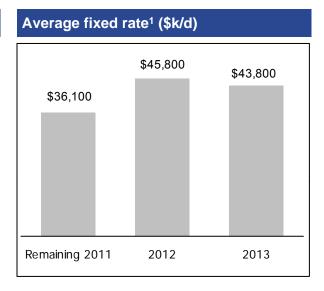
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### **Drybulk Employment Status**







Total revenue from time charters for the next 2.75 years is about \$585 million

<sup>&</sup>lt;sup>1</sup> Represents rates before commission





### Tankers – High Spec Tankers Delivered On Time

#### **Aframax vessels**

- M/T Saga delivered in January 2011
- M/T Daytona delivered in April 2011
- ➤ M/T Belmar Q4 2011
- ➤ M/T Calida Q4 2011
- ➤ M/T Alicante Q2 2012
- ➤ M/T Mareta Q3 2012





#### **Suezmax vessels**

- M/T Vilamoura delivered in March 2011
- ➢ M/T Lipari Q2 2012
- ➤ M/T Petalidi Q2 2012
- ➤ M/T Bordeira Q1 2013
- M/T Esperona Q3 2013
- ➤ M/T Blanca Q4 2013



# **UDW Contract Backlog – Over \$2 billion**

#### **Contracts in place** B&S + Option Petrobras Leiv Eirikson Cairn Eirik Raude Tullow (since 2008) Ocean Rig Corcovado Petrobras - 3 years Cairn Vanko / Lukoil - 1 yr + 1yr option Ocean Rig Olympia Ocean Rig Poseidon NB Delivery July 2011 Petrobras - 20 months Ocean Rig Mykonos NB Delivery September 2011 Petrobras - 3 years OCR Drillship TBN #1 NB Delivery July 2013 OCR Drillship TBN #2 NB Delivery October 2013 2011 2012 2013 2014

Unit	Year Built	Redelivery	Customer	Operating Area	Maximum dayrate (\$k)	Backlog (\$m)
Leiv Eiriksson	2001	Apr – 11	Petrobras	Black Sea	\$ 583	\$ 5
Leiv Eiriksson	2001	Q4 – 11	Cairn	Greenland	\$ 550	\$ 95
Leiv Eiriksson	2001	Q2 – 12	Borders & Southern	Falklands	\$ 540	\$ 80
Eirik Raude	2002	Oct – 11	Tullow	Off-shore Ghana	\$ 665	\$ 127
OCR Corcovado	2011	Q4 – 11	Cairn	Greenland	\$ 560	\$ 107
OCR Corcovado	2011	Q4 – 14	Petrobras	Brazil		\$ 534
OCR Olympia	2011	Q2 – 12	Vanco / Lukoil	W. Africa	\$ 415	\$ 160
OCR Poseidon	2011	Q2 – 13	Petrobras	Tanzania	\$ 632	\$ 378
OCR Mykonos	2011	Q4 – 14	Petrobras	Brazil		\$ 528
Total						\$ 2,014

Notes: Backlog as of 31/03/2011

Vanco/Lukoil and Borders & Southern backlogs do not assume extension of 1-yr and 135 days options respectively





### **Drillships Construction and Operations Update – On Schedule**

- Construction for drillships proceeding as per schedule
  - Ocean Rig Corcovado (Hull 1837), delivered on January 3<sup>rd</sup>, upgraded to winterized unit and sailed arrived at well site in Greenland
  - ➢ Ocean Rig Olympia (Hull 1838), delivered on March 30<sup>th</sup> − arrived at well site in Ghana
  - > Ocean Rig Poseidon (Hull 1865), on schedule for delivery in July
  - > Ocean Rig Mykonos (Hull 1866), on schedule for delivery in September









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Drybulk

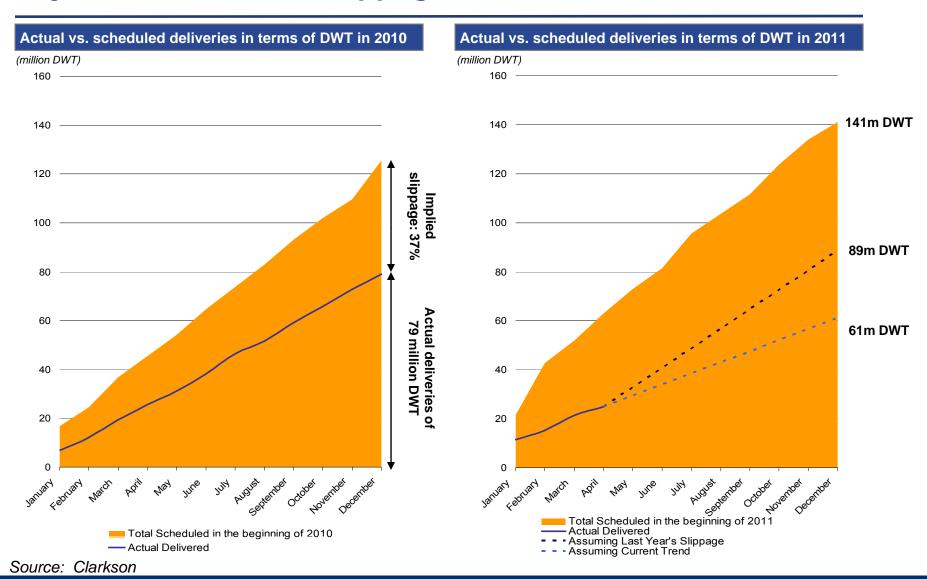
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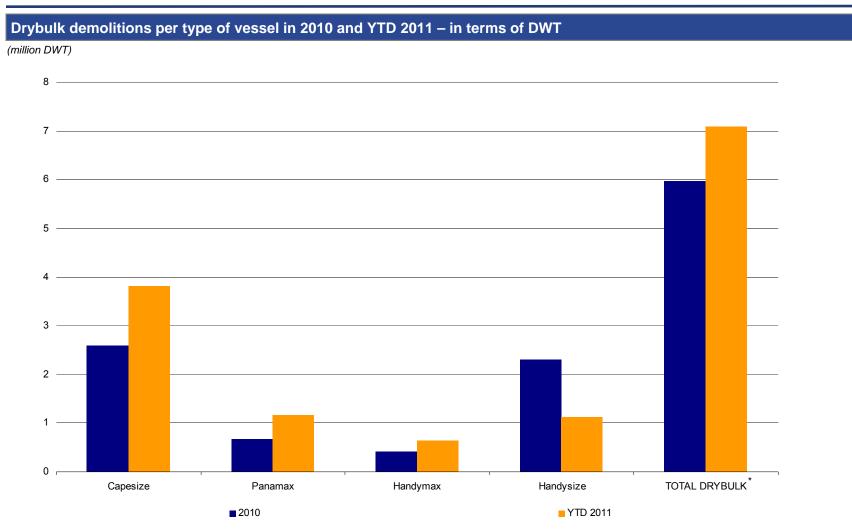


### **Drybulk Deliveries – Slippage at 61% YTD**





# **Drybulk Demolition – Accelerating**





Clarkson

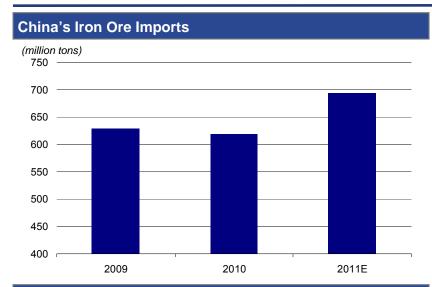
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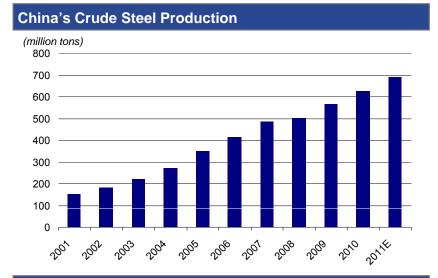
\* 2011 Total number represents vessels sold for scrap YTD

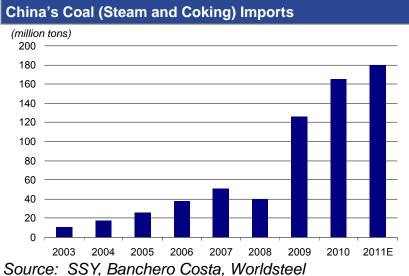


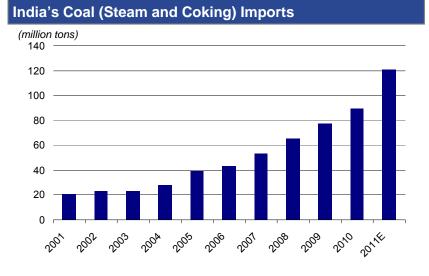


# **Drybulk Demand Growth – Solid Fundamentals**



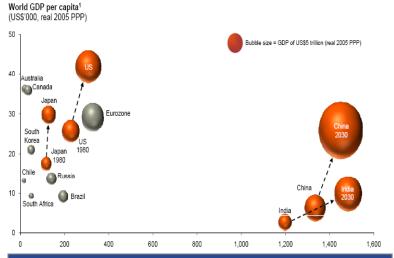




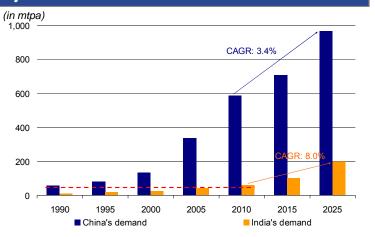


### China and India – Long Term Story Intact

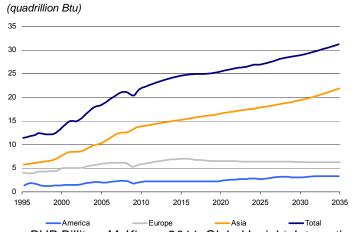
#### China's GDP per capita to grow substantialy to 2030



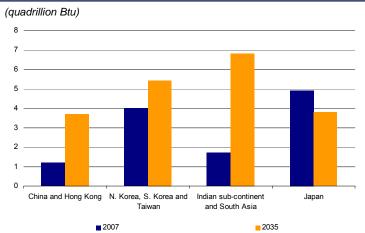
#### Projected India and China finished steel demand



#### Coal imports by major importing region



#### Coal imports to Asia by major importing region



Source: BHP Billiton, McKinsey 2011, Global Insight, International Energy Outlook 2010, SSY



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**Tankers** 

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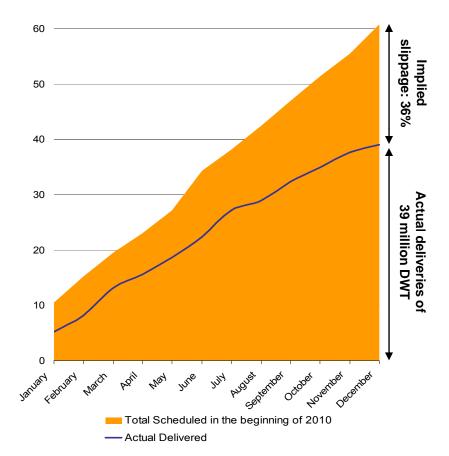




### Tankers Deliveries – Slippage at 44% YTD

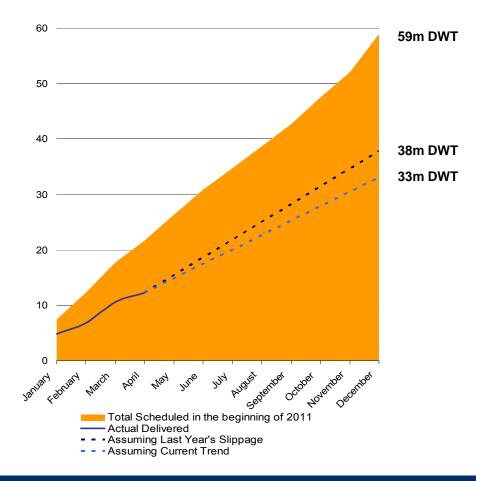
#### Actual vs. scheduled deliveries in terms of DWT in 2010

### (million DWT)



#### Actual vs. scheduled deliveries in terms of DWT in 2011

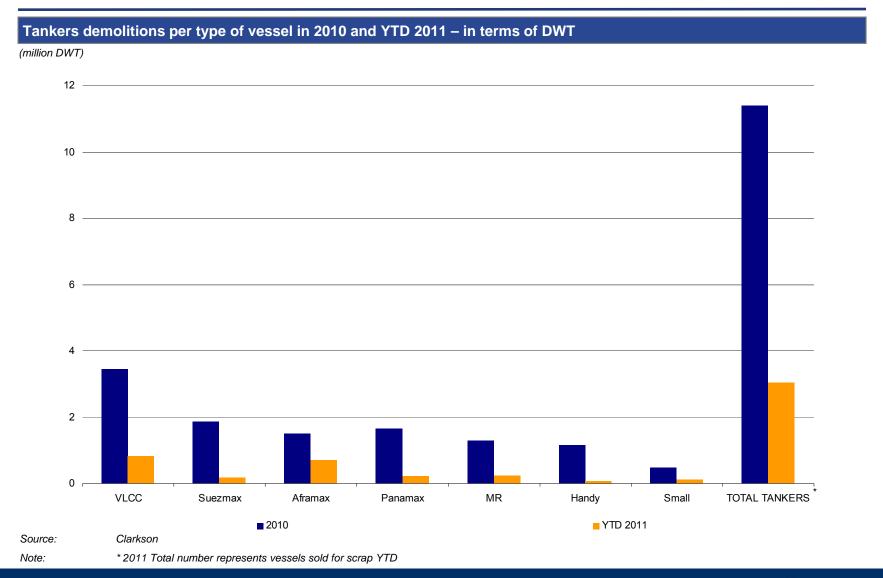
(million DWT)
70 –



Source: Clarkson



#### **Tankers Demolition**







#### **Oil Production**





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**UDW** Drilling

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# Ultra-deepwater units - Eirik Raude Only Hot Rig

RIG	OPERATOR	AREA	COUNTRY	CONTRACTOR	TYPE	WD1
PACIFIC MISTRAL	YARD/AVAILABLE	AP	S.Korea	Pacific Drilling	DS	10,000
SONGA ECLIPSE	YARD/AVAILABLE	AP	Singapore	Songa	SS	7,500
LA MURALLA IV	YARD/AVAILABLE	AP	S.Korea	IPC	SS	10,000
EIRIK RAUDE	TULLOW	WAFR	Ghana	OCR	SS	10,000
WEST CAPRICORN	YARD/AVAILABLE	AP	Singapore	Seadrill	SS	10,000
WESTLEO	YARD/AVAILABLE	AP	SEA	Seadrill	SS	10,000
DEEP OCEAN MOLOKAI	YARD/AVAILABLE	AP	S.Korea	Pride	DS	10,000

	2011											
J	F	М	Α	М	J	J	Α	S	0	Ν	D	

FIRM CONTRACT
CONSTRUCTION DELIVERY

Source: Fearnley Offshore

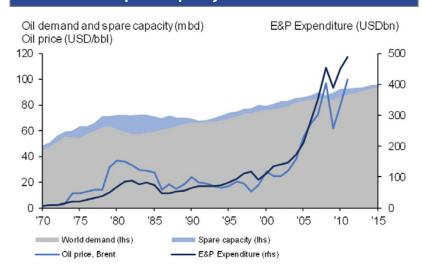




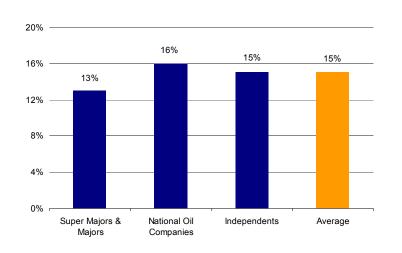
### **E&P** spending is accelerating

- Onshore and shallow water oil reserves are mature; deepwater and ultra-deepwater are the new frontiers
- Oil companies have announced plans for increased CAPEX budgets in 2011 vs 2010
  - Aggregate increase in CAPEX being 15% across the group
  - Budgets are likely to increase further during 2011, with an increase of around 15-20% for 2011 more likely
  - Petrobras announced E&P growth of 16.5%
  - BG, Chevron and ConocoPhillips are all increasing capex by 25% or more
- Most UDW projects profitable above \$58 per barrel
- Technological innovations have improved the economic viability of deepwater developments

#### Oil Demand & Spare Capacity and Global E&P CAPEX



#### **Growth in 2011 E&P Spending Budgets**



Source: Pareto, SEB



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# **Summary Financials**

	Three months er	nded March 31,
(USD in millions, except number of vessels and rigs)	2010	2011
Average number of dry bulk vessels	37.6	36.8
Average number of drilling rigs	2.0	3.0
Total revenue	\$194.2	\$207.4
Adjusted EBITDA <sup>(a)</sup>	\$105.9	\$108.7
Net interest expense	\$16.1	\$15.6
	December 31, 2010	March 31, 2011
Total cash	\$1,165.4	\$639.0
Total debt	\$2,719.7	\$2,643.8
Net debt	\$1,554.3	\$2,004.8
Shareholders' equity	\$3,361.9	\$3,401.9
Total capitalization	\$6,081.6	\$6,045.7
Credit statistics		
Adj. EBITDA / Net interest expense	6.6	7.0
Debt to capitalization	45%	44%
Net debt to capitalization	26%	33%

<sup>(</sup>a) Adjusted EBITDA represents net income before interest, taxes, depreciation and amortization, gains or losses on interest rate swaps and contract termination fees





### **CAPEX**

Yard Commitments – as of 31/03/2011											
(USD millions)	Remaining 2011	FY2012	FY2013	FY2014	<u>Tota</u>						
Drillships:											
OCR Poseidon	357.3	-	-	-	357.3						
OCR Mykonos	357.3	-	_	-	357.3						
Total	714.6	-	-	-	714.6						
Drybulk Vessels:											
Panamax 1	23.1	-	-	-	23.						
Panamax 2	9.9	16.5	-	-	26.4						
	33.0	16.5	-	-	49.0						
Tanker Vessels:											
Daytona	39.9	-	-	-	39.9						
Belmar	45.6	-	-	-	45.0						
Calida	45.6	-	-	-	45.0						
Lipari	6.8	54.4	-	-	61.2						
Petalidi	6.8	54.4	-	-	61.2						
Alicante	5.7	45.6	-	-	51.3						
Mareta	5.7	45.6	-	-	51.3						
Bordeira	6.8	54.4	-	-	61.2						
Esperona	-	6.8	54.4	-	61.2						
Blanca		6.8	6.8	47.6	61.2						
	162.9	268.0	61.2	47.6	539.7						
Total Yard Commitments:	910.5	284.5	61.2	47.6	1,303.8						



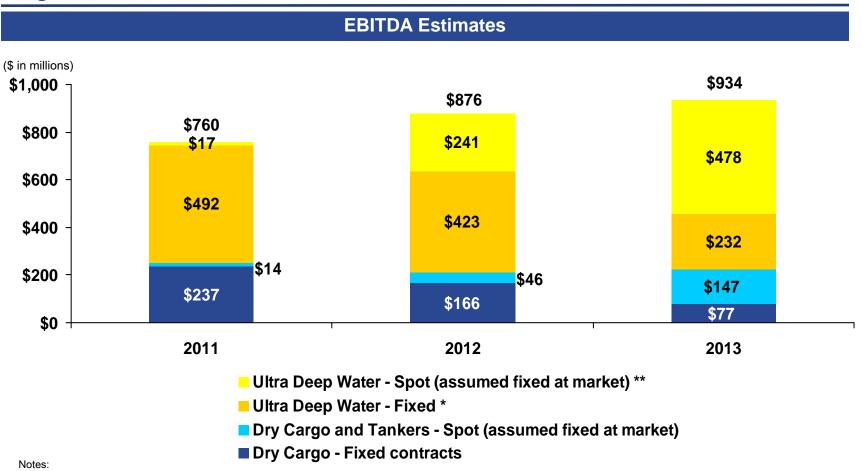
#### **DEBT**

#### Proforma Debt Repayment Schedule – as of 31/03/2011

(USD millions)	Drybulk Segment	Tanker Segment	Drilling Rig Segment	<u>Total</u>
Remaining 2011	160	4	440	604
FY 2012	112	5	92	209
FY 2013	108	5	474	587



# Strong Contracted Cashflow - Upside from Drillships & Spot Drybulk and Tankers



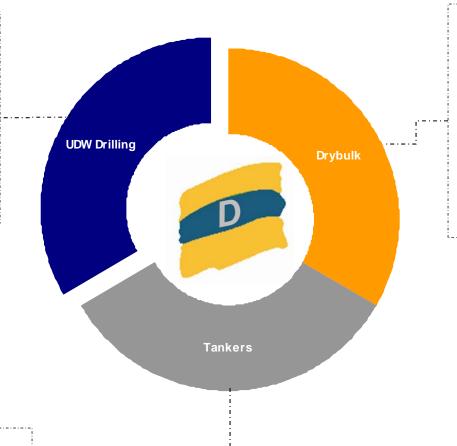
- EBITDA has been estimated on the basis of Net Revenues; Drydock expenses are not included in calculation of EBITDA. Cash G&A is taken into account in calculation of EBITDA
- Assumed utilization rate of 95% for the rigs and drillships
- \* Estimates only include fixed contracts
- \*\* Spot assumed fixed at market EBITDA: All units as they become available, are assumed fixed upon delivery at \$500,000 per day (with 1 month mobilization period, and assumed OPEX of \$150,000 per day)
- Dry Cargo and Tankers Spot: 2011 and 2012 rates as per FFA forward curve. 2013 rates as per management projections





# **DryShips Inc Strategy – Three Standalone Segments**

- > Stand alone entity
- Capitalization proceeding
- > Increase backlog
- > Fleet growth
- Increase liquidity (float)



- > Opportunistic
- Valuation of longterm charters
- > Fleet renewal
- Take advantage when market improves

- ➤ Spin-off / IPO
- > Dividend play





#### <u>Appendix 1 – Unaudited Condensed Consolidated Statements of Operations</u>

(Expressed in Thousands of U.S. Dollars- except for share and per share data)		Three M Ma	onth arch 3	
		(As restated)	_	2011
REVENUES: Voyage revenues	\$	113,903	\$	98,087
Revenues from drilling contracts	Ф	80,256	Ф	109,326
Revenues from driffing contracts		194,159		207,413
EXPENSES:				
V oyage expenses		7,026		6,516
V essel operating expenses		19,259		21,085
Drilling rigs operating expenses Depreciation and amortization		29,100 47,158		41,850 55,916
Loss/ (gain) on sale of vessels		(10,684)		55,710
General and administrative expenses		27,187		25,677
O perating income		75,113		56,369
OTHER INCOME / (EXPENSES): Interest and finance costs, net of				
interest income		(16,895)		(15,606)
Gain/(loss) on interest rate swaps		(34,638)		(3,854)
O ther, net Income taxes		(5,728)		1,057
Total other incom e/(expenses), net		(4,577)		(5,961)
Net income/(loss)		13,275		32,005
, ,		13,273		32,003
Net income attributable to non- controlling interests		-	- <u>-</u>	(6,240)
Net income/(loss) attributable	¢.	12 275	ď	25.765
to Dryships Inc.	\$	13,275	\$	25,765
Earnings/(loss) per common share, basic and diluted	\$	0.04	\$	0.07
W eighted average number of shares, basic and diluted		254,823,623		3 3 7 ,1 4 3 ,5 9 8

#### **Appendix 2 – Unaudited Condensed Consolidated Balance Sheets**

(Expressed in Thousands of U.S. Dollars)	Decem b	er 31, 2010	. <u> </u>	March 31, 2011
<u>ASSETS</u>				
CURRENT ASSETS:				
Cash and cash equivalents	\$	391,530	\$	129,463
Restricted cash		578,311		304,564
Trade accounts receivable, net		25,204		57,386
Other current assets		70,065		160,514
Total current assets		1,065,110	_	651,927
FIXED ASSETS, NET:				
Advances for vessels and rigs under construction and acquisitions		2,072,699		977,075
Vessels, net		1,917,966		1,962,882
Drilling rigs, machinery and equipment, net		1,249,333		2,996,623
Total fixed assets, net		5,239,998		5,936,580
OTHER NON CURRENT ASSETS:				
Restricted cash		195,517		205,000
Other non-current assets		483,869		197,888
Total non current assets		679,386	_	402,888
Total assets		6,984,494	_	6,991,395
LIABILITIES AND STOCKHOLDERS' EQUITY				
CURRENT LIABILITIES:				
Current portion of long-term debt		731,232		651,428
Other current liabilities		204,203		255,635
Total current liabilities		935,435	_	907,063
NON CURRENT LIABILITIES				
Long-term debt, net of current portion		1,988,460		1,992,370
Other non-current liabilities		161,070		146,756
Total non current liabilities		2,149,530	_	2,139,126
COMMITMENTS AND CONTINGENCIES		-		-
STOCKHOLDERS' EQUITY:				
Total Dryhsips Inc. stockholders' equity		3,363,253		3,401,945
Non controlling interests		536,276		543,261
Total equity		3,899,529	_	3,945,206
Total liabilities and stockholders' equity	\$	6,984,494	\$	6,991,395
- our masmiles and sevendous equity	*	-,/ -,/ -	·	



#### Drybulk Carrier Segment Summary Operating Data (unaudited)

(Dollars in thousands, except average daily results)

#### Three Months Ended

	march 31,	
	2010	2011
Average number of vessels(1)	37.6	36.8
Total voyage days for vessels(2)	3,314	3,268
Total calendar days for vessels(3)	3,384	3,314
Fleet utilization <sup>(4)</sup>	98%	98.6%
Time charter equivalent <sup>(5)</sup>	32,250	27,700
Vessel operating expenses (daily) <sup>(6)</sup>	5,691	5,794

- (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.



### **Appendix 4 – Fleet Profile**

	Year			Gross rate	Redelivery			Year		(	Gross rate	
	Built	DWT	Type	Per day	Earliest	Latest		Built	DWT		er day	
							Newbuildings					
Dry fleet												
							Panamax 1	2011	76,000	Panamax		
Capesize:							Panamax 2	2012	76,000	Panamax		
Alameda	2001	170,662	Capesize	\$27,500	Nov-15	Jan-16	Capesize 1	2012	176,000	Capesize		
Brisbane	1995	151,066	Capesize	\$25,000	Dec-11	Apr-12	Capesize 2	2012	176,000	Capesize		
Capri	2001	172,579	Capesize	Spot								
Flecha	2004	170,012	Capesize	\$55,000	Jul-18	Nov-18	Tanker fleet					
Manasota	2004	171,061	Capesize	\$67,000	Feb-13	Apr-13						
Mystic	2008	170,040	Capesize	\$52,310	Aug-18	Dec-18	Saga	2011	115,200	Aframax 5	Spot	
Samsara	1996	150,393	Capesize	Spot			Vilamoura	2011	158,300	Suezmax 5	Spot	
							Daytona	2011	115,200	Aframax 5	pot	
Panamax:												
Amalfi	2009	75,000	Panamax	\$39,750	Aug- 13	Oct- 13	Newbuildings					
Avoca	2004	76,629	Panamax	\$45,500	Sep-13	Dec-13						
Bargara	2002	74,832	Panamax	\$43,750	May-12	Jul-12	Alicante	2012	115,200	Aframax		
Capitola	2001	74,816	Panamax	Spot			Belmar	2011	115,200	Aframax		
Catalina	2005	74,432	Panamax	\$40,000	Jun-13	Aug-13	Calida	2011	115,200	Aframax		
Conquistador	2000	75,607	Panamax	\$17,750	Aug-11	Nov-11						
Coronado	2000	75,706	Panamax	\$18,250	Sep-11	Nov-11	Mareta	2012	115,200	Aframax		
Ecola	2001	73,925	Panamax	\$43,500	Jun-12	Aug-12	Blanca	2013	158,300	Suezmax		
La Jolla	1997	72,126	Panamax	\$14,750	Aug-11	Nov-11	Bordeira	2013	158,300	Suezmax		
Levanto	2001	73,931	Panamax	\$16,800	Sep-11	Nov-11	Esperona	2013	158,300	Suezmax		
Ligari	2004	75,583	Panamax	\$55,500	Jun-12	Aug-12	Lipari	2012	158,300	Suezmax		
Maganari	2001	75,941	Panamax	\$14,500	Jul-11	Sep-11	Petalidi	2012	158,300	Suezmax		
Majorca	2005	74,747	Panamax	\$43,750	Jun-12	Aug-12						
Marbella	2000	72,561	Panamax	\$14,750	Aug-11	Nov-11						
Mendocino	2002	76,623	Panamax	\$56,500	Jun-12	Sep-12	Drilling Units					
Ocean Crystal	1999	73,688	Panamax	\$15,000	Aug-11	Nov-11						
Oregon	2002	74,204	Panamax	\$16,350	Aug-11	Oct-11		Year	Built or Scheduled	Contra	ct Term	Backlog (\$ million)
Padre	2004	73,601	Panamax	\$46,500	Sep-12	Dec-12		Deli	very / Generation			(\$ million)
Positano	2000	73,288	Panamax	\$42,500	Sep-13	Dec-13	Existing Drilling Rigs					
Rapallo	2009	75,123	Panamax	\$15,400	Aug-11	Oct-11	Leiv Eiriksson		2001 / 5th		– Q4 2011 - Q2 2012	\$100 \$80
Redondo	2000	74,716	Panamax	\$34,500	Apr-13	Jun-13	Eirik		2002 / 5th		- Q4 2011	\$127
Saldanha	2004	75,707	Panamax	\$52,500	Jun-12	Sep-12	Raude		2002 / 5111	Q 1 2000	Q 1 2011	9127
Samatan	2001	74,823	Panamax	Spot								
Sonoma	2001	74,786	Panamax	\$19,300	Sept- 11	Nov- 11	Existing Drillships					
Sorrento	2004	76,633	Panamax	\$17,300	Sep-11	Dec-11	Ocean Rig Corcovado		2011 / 6th	Q1 2011 - Q4 2011-	- Q4 2011 Q4 2014	\$107 \$534
Toro	1995	73,035	Panamax	\$16,750	May-11	Jul-11	Ocean Rig Olympia		2011 / 6th		- Q2 2012	\$160
_												
Supramax:		51.25					Newbuilding Drillships					
Galveston	2002	51,201	Supramax	Spot	0.44		Ocean Rig Poseidon		Q3 2011 / 6th	Q3 2011	- Q2 2013	\$378
Paros I	2003	51,201	Supramax	\$27,135	Oct-11	May-12	Ocean Rig Mykonos		Q3 2011 / 6th	Q4 2011-	Q4 2014	\$528
							OCR Drillship TBN #1		Q3 2013 / 7th			
* Fleet List as of May 12	, 2011						OCR Drillship TBN #2		Q3 2013 / 7th	Te	otal	\$2,014



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