

# DryShips Inc. Informational Roadshow November/December 2005







NASDAQ: "DRYS"

## Disclaimer

#### **Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of applicable federal securities laws. Such statements are based upon current expectations that involve risks and uncertainties. Any statements contained herein that are not statements of historical fact may be deemed to be forward-looking statements. For example, words such as "may," "will," "should," "estimates," "predicts," "potential," "continue," "strategy," "believes," "anticipates," "plans," "expects," "intends" and similar expressions are intended to identify forward-looking statements. Actual results and the timing of certain events may differ significantly from the results discussed or implied in the forward-looking statements. Among the factors that might cause or contribute to such a discrepancy include, but are not limited to, the risk factors described in the Company's Registration Statement filed with the Securities and Exchange Commission, particularly those describing variations on charter rates and their effect on the Company's revenues, net income and profitability as well as the value of the Company's fleet.

# **Business Strategy**

# Capitalize on Fundamental Industry Change

Fleet Expansion	☐ Investment of \$848 million in 21 vessels
Sector Leadership	<ul> <li>Largest US listed drybulk company.</li> <li>2<sup>nd</sup> largest panamax owner in the world</li> </ul>
Diversified Fleet	<ul><li>4 capesize bulkcarriers</li><li>21 panamax bulkcarriers</li><li>2 handymax bulkcarriers</li></ul>
Spot Market Emphasis	<ul> <li>87% 2006 fleet days in spot market</li> <li>11 spot vessels in Baumarine Pool</li> <li>Fixed revenue comparable to other public drybulk companies</li> </ul>
Financial Return Focus	<ul><li>Annualized (9 months 2005) ROCE 28.3%</li><li>Annualized (9 months 2005) ROE 67.5%</li></ul>
Regular Dividends	<ul> <li>1st Quarterly dividend of \$0.20 paid in July 05</li> <li>2nd Quarterly dividends of \$0.20 paid in October 05</li> </ul>

## Current Fleet Profile

Largest US listed drybulk fleet – "Right" average age: about 10 years

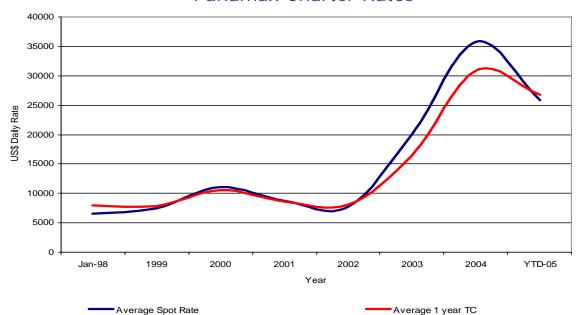
Presently 13% of total 2006 voyage days on period charter, may enter into more charters by 2006

Charters by 200					
-	Spot Em	ployment			
	Trip	Baumarine	Contract	Contract Em	ployment
Vessel Type	Charters	Pool	Employment	Average Daily Rate	Average Expiry
4 Capesize	3	0	1	\$46,000	Oct-06
Average year built = 1995					
21 Panamax	6	10	5	\$39,866	Sep-06
Average year built = 1994					
2 Handymax	0	1	1	\$21,750	Feb-06
Average year built = 1998					

Fixed the capesize vessel "Manasota" on a 1 year charter at \$46,000 per day commencing October 20, 2005

# Why We Prefer the Spot market

#### Panamax Charter Rates



- Average Spot Rate 1998 to 2005 YTD = \$15,405 per day
- Average 1 Year TC Rate 1998 to 2005 YTD = \$14,461 per day

Vessel Type
Capesize
Panamax
Handymax

		Spot Mar	ket		
3Q05	9 Months 05	Q4 to date (1)	Current (1)	Peak	Historic Av.
34,173	51,938	48,719	43,579	78,000	17,500
16,073	26,395	20,154	17,175	46,000	10,400
16,017	22,556	18,144	17,002	34,000	9,300

DryS	Ships
3Q05	9 Months 05
10.077	F4 444
43,077	51,444
21,620	26,487
22,650	22,768

Note: (1) Charter rates as at November 25, 2005

The Historic Averages in the above table are for the period 1998 to 2003

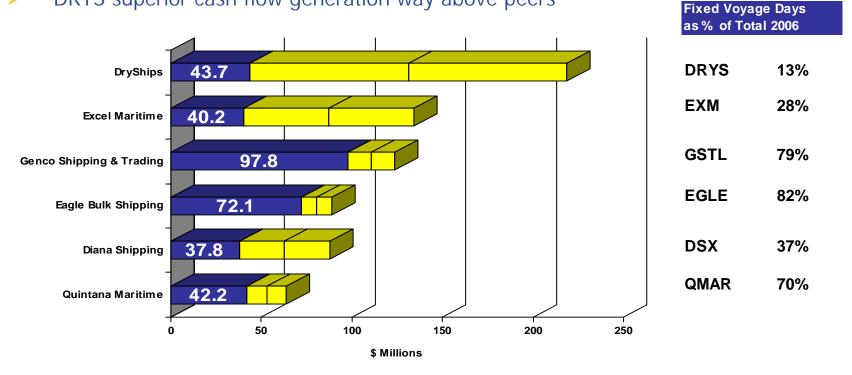


# US Listed Shipping Companies – 2006 Estimated EBITDA

DRYS fixed EBITDA comparable to EXM, DSX, QMAR, 2/3 EGLE, 1/2 GSTL

Spot charter rates above TVOE (1) (\$5,400 per day average) generates Spot EBITDA

DRYS superior cash flow generation way above peers



■ Fixed EBITDA □ Spot EBITDA (1st \$10,000 over TVOE) □ Spot EBITDA (2nd \$10,00 over TVOE)

(1) Peer group average. Includes vessel operating expenses (Opex), management fees and G&A



Man and a second

# US Listed Shipping Companies - Fixed Charters

Fixed Employment Contracts. Do they provide adequate coverage?

			Remaining Term	n (in years) (1)	WHAT IS THE ACT	UAL P/E?	
			Average Average Current Fixed Total		Estimated P/E M Base Case Sce	•	
			Charters	Fleet	With Fixed Contracts	All Spot	
	∩ DryShips	DRYS	0.6	0.1	4.4x	5.8x	
Growth 4	Excel Maritime	EXM	0.8	0.7	4.4x	6.2x	
l II ada	Diana Shipping	DSX	1.6	0.6	9.6x	12.2x	
High Dividends∢	Quintana Maritime	QMAR	3.1	1.8	5.7x	7.0x	
Dividendes	Genco Shipping & Trading	GSTL	1.0	0.9	6.1x	15.7x	
	Eagle Bulk Shipping	EGLE	1.2	1.2	7.8x	17.8x	
	Average		1.4	0.9	6.3x	10.8x	

Average fleet wide contract term to expire by end 2006, what happens thereafter??

Base Case Scenario:

Base Case Scenario:

Size
Segment
Case
Case
\$36,000

Panamax
\$18,000

Handymax
\$14,400



# Baltic Dry Index and Port Congestion

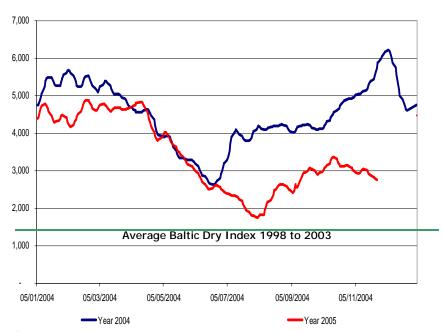
- China was in temporary de-stocking phase
- Steel production cuts in Northern America and Europe

#### Brazil, Australia, China - Port Congestion

# 4.00 4.00 3.00 1.00 1.00 Capesize Panamax Handymax

Moderating port congestion, 2005 levels similar to those in 2003

#### Baltic Dry Index – 2004 and 2005 year to date

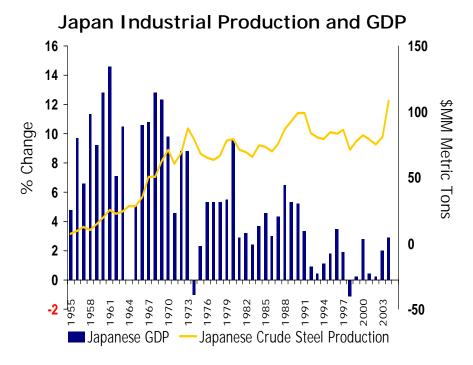


So, lower charter rates in 2005 than 2004, but above historic average

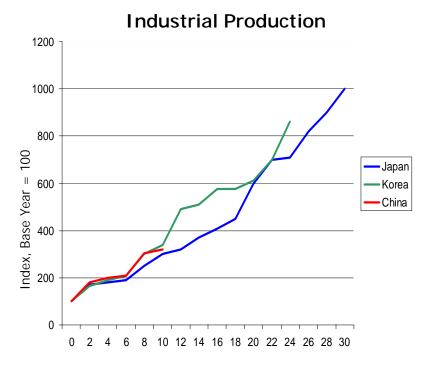
# Is China a Bubble? Absolutely Not!



#### "Soft" or "Hard" landing? "No" landing at all



(\$ in billions)	2003	2004	2005E
GDP	1,319	1,444	1,577
% Change	9.1%	9.5%	9.2%
Net Change	110	125	133



Years from Base

Japan Base Year = 1959

Korea Base Year = 1980

China Base Year = 1995

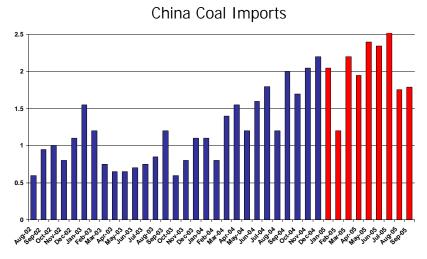
Source: Clarksons Research Studies and International Monetary Fund



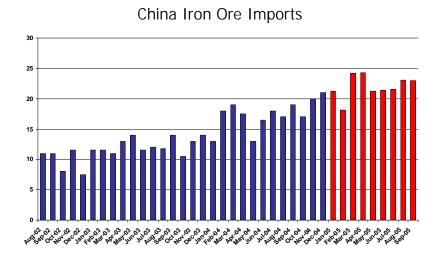
# **China Continues Growth**



- 2004 GDP growth 9.5%. 1H05 GDP growth also reported at 9.5%.
  - Note: Steady Chinese GDP growth but iron ore and coal growth are accelerating!
- 2005 Chinese steel production up 25% to 335 million tons!



1st 9 months of 2005 coal imports of 18.54m tons up 46.5% from 12.65m tons for 1st 9 months of 2004!



> 1st 9 months of 2005 iron ore imports of 198.3m tons up 31.3% from 151m tons for the 1st 9 months of 2004!

# Growth in Worldwide Steel Production

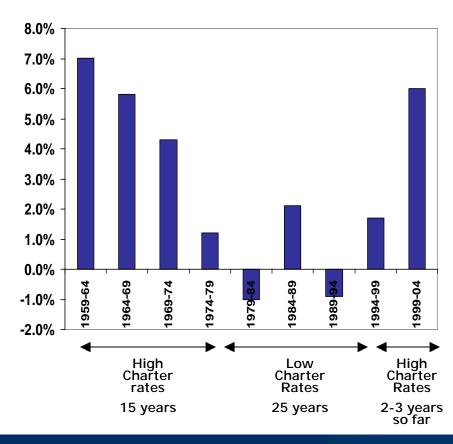
Steel and its raw materials account for 44% of drybulk demand

#### **World Steel Production**

# 1,200 1,000 800 600 400 1980 1985 1990 1995 2000 2002 2003 2004 2005\* China World CAGR 1980 - 2000 = 6.4%

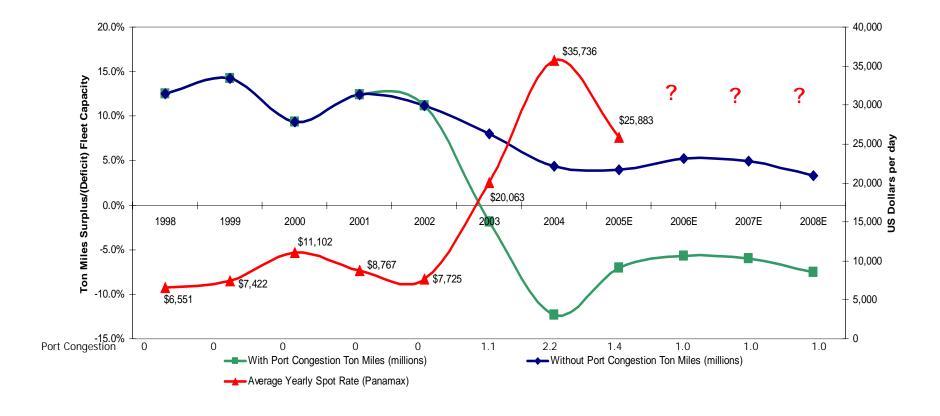
CAGR 2000 - 2005 = 20.8%

#### **World Steel Production Growth**



# Fleet Capacity and Cargo Demand

Pre 2003: Substantial (10-15%) Capacity Surplus => Low charter rates
Post 2003: Negligible (3-4%) Surplus + Port Congestion (5-7%) shortage => High
charter rates



# **Industry Summary**

# No Change in Positive Long Term Fundamentals

#### **SUPPLY**

- Newbuilding deliveries to decline in 2007 and beyond
- Pool of scrapping candidate vessel (25+ years old) to increase steadily

#### **DEMAND**

- > Chinese urbanization and industrialization will continue to support steel demand
- > Indian acute coal shortage, country emerging as important demand source
- Huge iron ore and coal mining capacity expansion mainly in 2006 and 2007
- Economic growth forecasts imply increased demand for steel & energy in 2006
- Firon ore and coal ton mile expected demand growth at 6.7% p.a. versus 1% during 1990-99

#### FLEET CAPACITY

Shortage expected to continue supporting above historical average charter rates

A SALAR

# 3<sup>rd</sup> Quarter and 9 Months Financial Highlights

#### 3rd Quarter 2005

- 3Q05 timecharter equivalent revenue of \$57.2 million up 282% from 3Q04
- Net Income \$22.8 million up 132% from 3Q04
- EPS \$0.75 per share up 19% from \$0.63 in 3Q04
- Debt to capitalization 62.4%, net debt to capitalization 59.6%

#### 9 Months 2005

- 9 months timecharter equivalent revenue \$156.1 million up 234% from 9 months 2004
- 9 months Net Income \$97.7 million up 186% from 9 months 2004
- EPS \$3.03 per share up 41% from \$2.15 in 3Q04

#### **Events**

- Hedged 65% of total debt for 12 months, average rate of 5.4% (including lenders margin)
- Drawdown of \$30.35 million loan for purchase of "Conrad Oldendorff"
- \$4.3 million spent on drydocking 5 vessels during soft summer months



# 9 Months and Q305 - Earnings

US Dollars thousands except for share price data	9-Month	s ended	3-Months ended		
·	September 30,	September 30,	September 30,	September 30,	
(\$000's)	2004	2005	2004	2005	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	
REVENUE					
Voyage Revenues, net of commissions	\$50.7	\$162.5	\$15.1	\$58.0	
EXPENSES					
Voyage expenses	3.9	6.4	1.2	0.8	
Vessel operating expenses	6.7	23.1	1.8	11.5	
Depreciation	3.6	27.5	1.1	14.0	
Amortisation	1.4	1.5	0.4	0.5	
Management fees	1.0	3.6	0.3	1.5	
General & Adminstrative	0.0	2.7	0.0	1.2	
Total Operating Expenses	16.6	64.8	4.8	29.5	
OPERATING INCOME	34.1	97.7	10.3	28.5	
OTHER INCOME/(EXPENSE)					
Interest and finance costs	(1.1)	(12.9)	(0.5)	(5.6)	
Interest income	0.0	0.6	0.0	0.0	
Other, net	0.1	(0.1)	(0.1)	(0.1)	
Total Other Income/(Expenses), net	(1.0)	(12.4)	(0.6)	(5.7)	
NET INCOME	\$33.1	\$85.3	\$9.8	\$22.8	
Earnings per share, basic and diluted	\$2.15	\$3.03	\$0.63	\$0.75	

# September 30, 2005 Balance Sheet

US Dollars thousands	September 30, 2004	September 30, 2005
	(Unaudited)	(Unaudited)
BALANCE SHEET DATA		
Cash and cash equivalents	5.0	24.9
Other current assets	50.5	10.7
Fixed Assets, net	52.0	870.9
Other long-term assets	3.4	5.2
TOTAL ASSETS	\$110.9	\$911.7
Current portion of long-term debt	8.1	111.0
Other current liabilities	3.5	31.7
Long-term debt (net of current portion)	35.2	438.4
Stockholders' Equity	64.1	330.6
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	\$110.9	\$911.7

- Debt to
  Capitalization =
  62.4%
- Net Debt to Capitalization = 59.6%

# 9-months and Q305 – Fleet Highlights

- 3Q05 opex of \$4,729 included one time delivery expenses of \$1.6m or \$658 per vessel/day
- > 3Q05 utilization rate of 94.7% result of drydocking 5 vessels or 129 days

	For the Nine I	Months Ended	For the Three Months Ended		
	Sept. 30, 2005	Sept. 30, 2004	Sept. 30, 2005	Sept. 30, 2004	
Average number of vessels <sup>(1)</sup>	19.7	6.0	26.4	6.0	
Number of vessels at end of period	27	6	27	6	
Total voyage days for fleet <sup>(2)</sup>	5,253	1,543	2,302	527	
Total calendar days for fleet <sup>(3)</sup>	5,382	1,644	2,431	552	
Fleet utilization <sup>(4)</sup>	97.6%	93.9%	94.7%	95.5%	
Time charter equivalent(5):					
Capesize	\$51,444	\$46,194	\$43,077	\$39,592	
Panamax	\$26,487	\$27,609	\$21,620	\$24,634	
Handymax	\$22,768	n/a	\$22,650	n/a	
Vessel operating expenses <sup>(6)</sup>	\$4,301	\$4,058	\$4,729	\$3,311	
Management fees	\$660	\$576	\$647	\$591	
General and administrative expenses <sup>(7)</sup>	\$498	\$0	\$475	\$0	
Total vessel operating expenses <sup>(8)</sup>	\$5,459	\$4,634	\$5,851	\$3,902	

<sup>(1)</sup> 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.

(7) Daily general and administrative expense is calculated by dividing general and administrative expense by fleet calendar days for the relevant time period.

<sup>(8)</sup> Total vessel operating expenses, or TVOE is a measurement of our total expenses associated with operating our vessels. TVOE is the sum of vessel operating expenses, management fees and general and administrative expenses. Daily TVOE is calculated by dividing TVOE by fleet calendar days for the relevant time period.



<sup>(2)</sup> Total voyage days for fleet are the total days the vessels were in our possession for the relevant period net of off hire days associated with major repairs, drydockings or special or intermediate surveys.

<sup>(3)</sup> Calendar days are the total days the vessels were in our possession for the relevant period including off hire days associated with major repairs, drydockings or special or intermediate surveys.

(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.

<sup>(5)</sup> 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 fluid 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 (e., so the charters, time charters and bareboard charters) under which the vesses have be employed between the periods.

<sup>(6)</sup> 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.

# **EBITDA Calculator**

- For every \$1,000 change in spot market rates, DryShips earnings fluctuate by approx. 28 cents per share for 2006
- Estimates may differ materially from actual results.

ı	40054	00054	20254	40055	No. of Ships
On the state of	1Q05A	2Q05A	3Q05A	4Q05E	4Q05E
Capesize	40	0.4	450	000	
Spot Voyage Days	10	91	158	296	3
Daily Spot Charter Rate (net of commissions)	\$41,528	\$42,427	\$24,327	??	
Fixed T/C Revenue (net of commissions)	\$7.0 m	\$12.2 m	\$12.0 m	\$3.1 m	1
<u>Panamax</u>					
Spot Voyage Days	419	923	1,290	1,430	16
Daily Spot Charter Rate (net of commissions)	\$32,905	\$29,660	\$17,304	??	
Fixed T/C Revenue (net of commissions)	\$5.4 m	\$23.4 m	\$15.5 m	\$17.9 m	5
<u>Handymax</u>					
Spot Voyage Days	2	85	92	184	2
Daily Spot Charter Rate (net of commissions)	\$0	\$24,527	\$14,938	??	
Fixed T/C Revenue (net of commissions)	\$0.8 m	\$2.4 m	\$2.8 m	\$0.0 m	0
Total Spot TCE Revenue	\$14.2 m	\$33.3 m	\$27.5 m	?? m	
Total Fixed TCE Revenue	\$13.2 m	\$38.0 m	\$30.3 m	\$21.0 m	
Combined TCE Revenue	\$27.4 m	\$71.3 m	\$57.8 m	?? m	
Total Calendar Days	774	2,189	2,431	2,484	
TVOE per day	\$6,767	\$4,532	\$5,851	\$5,460	
Fleet Quarterly TVOE	\$5.2 m	\$9.9 m	\$14.2 m	\$13.6 m	
EBITDA	<b>\$22.2</b> m	<b>\$61.4</b> m	<b>\$43.6</b> m	<b>??</b> m	27
Depreciation & amortization	\$2.5 m	\$11.9 m	\$14.5 m	\$14.5 m	
Interest, net	\$0.5 m	\$6.1 m	\$5.5 m	\$6.5 m	



# Why DryShips?



#### IF YOU WANT TO OWN DRYBULK STOCKS "DRYS" IS THE ONE THAT ROCKS!!

- Fixed EBITDA comparable to peers AND highest upside potential
- Lowest estimated P/E using 2006 FFA charter rates Base Case
- Half the dividend yield of high dividend stocks (6% vs 12%)
- Rapid debt repayment in 2006 positions company for growth
- Largest fleet captures highest charter rates

# Appendix I - Fleet Charter Details

	Year			Current	Redelivery	
	<u>Built</u>	<b>Deadweight</b>	<u>Type</u>	<b>Employment</b>	(mid-range) *	
Capesize						
Manasota	2004	171,061	Capesize	\$46,000	Oct-06	
Alameda	2001	170,662	Capesize	Spot - \$22,000		
Shibumi	1984	166,058	Capesize	Spot - \$60,000		
Netadola	1993	149,475	Capesize	Spot - \$43,000		* Where
Panamax						column is
Conrad Oldendorff	2002	76,623	Panamax	\$42,000	Dec-06	signifies that
Coronado	2000	75,706	Panamax	Spot - \$15,250		trading in t For those v
Waikiki	1995	75,473	Panamax	Spot - \$23,000		in the spo
Mostoles	1981	75,395	Panamax	Baumarine \$15,688		where rates
Linda Oldendorff	1995	75,100	Panamax	\$43,250	Aug-06	Company ha
Sonoma	2001	74,786	Panamax	Baumarine \$18,435	_	estimated
Catalina	2005	74,432	Panamax	Spot - \$21,000		current spe
Ocean Crystal	1999	73,688	Panamax	Spot - \$23,000		voyages. The
Belmonte	2004	73,601	Panamax	\$42,000	Jun-06	no guarant
Toro **	1995	73,034	Panamax	Baumarine \$18,657		rates are con
Xanadu	1999	72,270	Panamax	\$35,000	Aug-06	rates are su the duration
La Jolla	1997	72,126	Panamax	Spot - \$20,500		voyage. The
Lacerta **	1994	71,862	Panamax	Baumarine \$18,082		not indicat
Panormos **	1995	71,747	Panamax	Baumarine \$18,739		earnings an
Paragon	1995	71,259	Panamax	\$30,000	Sep-06	gives no
Iguana	1996	70,349	Panamax	Spot - \$13,000		guarantee (
Daytona **	1989	69,703	Panamax	Baumarine \$16,912		after the cur
Lanikai **	1988	68,676	Panamax	Baumarine \$16,643		** Indicates
Tonga **	1984	66,798	Panamax	Baumarine \$19,609		trading in
Flecha	1982	65,081	Panamax	Baumarine \$15,243		Pool. Rates
Striggla **	1982	64,747	Panamax	Baumarine \$14,738		the vessels
Handymax						reported,
Alona **	2002	48,640	Handymax	Baumarine \$15,734		previous moi
Matira	1994	45,863	Handymax	\$21,750	Feb-06	
DRYSHIPS FLEET		2,264,215				



# Appendix II - Possible Demand and Supply Developments

	2004	2005E	2006E	2007E	2008E		
<b>Demand (million tons)</b>							1st 9 months
Iron Ore	590	645	675	725	780	<b>→</b>	2005, China
Coal	665	695	725	755	790		·
Grain	250	260	270	275	275		ALONE imported
Major Bulks	1,505	1,600	1,670	1,755	1,845		47 mln tons more
Minor Bulks	1,002	1,036	1,069	1,090	1,111		iron ore than 2004
Total	2,507	2,636	2,739	2,845	2,956		
Annual Increase	167	129	103	106	111		
% Growth Rate	7.1%	5.1%	3.9%	3.9%	3.9%		
							Conservative
Cargo Ton Miles (In billions)	11,985	12,658	13,230	13,820	14,445		Growth in Cargo
% Growth Rate	7.5%	5.6%	4.5%	4.5%	4.5%		Demand at levels
							well below
Supply (million dwt)							2004/2005
Year End Fleet	317.2	341.3	358.9	370.7	380.6		2004/2003
Deliveries	19.7	22.4	22.9	17.1	15.0		
Deletions	-0.5	-1.8	-5.9	-5.1	-5.1		
Year Average Fleet	336.4	361.9	375.9	382.7	390.5		nool of caranning
% Growth Rate	6.1%	6.0%	4.7%	3.2%	2.6%		pool of scrapping
							candidates
25+ Year Fleet		30.0	41.0	55.0	65.2	<b>→</b>	increases steadily.
% of Fleet		8.3%	10.9%	14.4%	16.7%		
							Supply growth
Capacity Ton Miles (in billions)	12,507	13,164	13,923	14,503	14,916	$\rightarrow$	peaks in 2006 and
% Growth Rate	4.0%	5.3%	5.8%	4.2%	2.8%		declines thereafter



# Appendix III - 3 Year (2006-2008) Sensitivity Analysis

- The only variable is ton mile demand, which in turn influences port congestion and scrapping
- Capacity deficits persist even in weak demand growth scenario

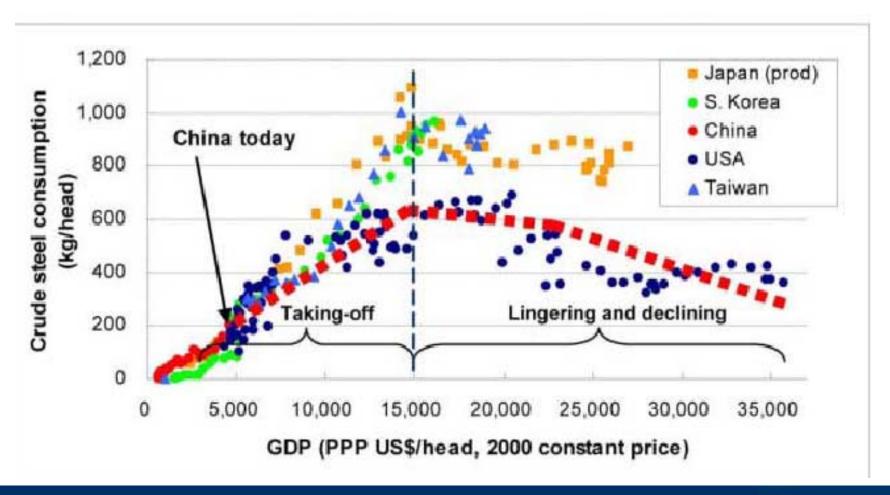
	Variables					
		Port				
_	Demand	Congestion	Scrapping			
High	6.5%	2.00	0.5%			
Mid	4.5%	1.50	1.5%			
Low	3.5%	1.00	4.5%			
	Ton miles	Days lost	% of fleet			
	growth p.a.	fleetwide	dwt p.a.			
		per port call				

Surplus/(Deficit)
Fleet Capacity
2006E 2007E 2008E

-10.7%	-11.8%	-14.0%			
-5.7%	-6.0%	-7.5%			
-2.6%	-4.6%	-7.8%			
After Port Congestion					

- Scrapping averaged 3.0% of fleet dwt 1998-2002, 0.7% since then
- Demand grew by 3.5% p.a. in 1998-2002 and 5.25% since then
- In 2004 and 2005 we estimate the fleet capacity deficit was -12.3% and -7.0% respectively

# Appendix IV - Chinese Steel Production



Manag

# Contact DryShips

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(1) Net of Scrapping

