## **Archer**

We are a global oilfield service company that specializes in drilling services and well services because we believe that specialists do the job best. More than 40 years' experience drives our difference in a constant search for new ways to deliver better wells. We listen to our customers and use our expertise to help them produce more oil and gas. We are craftsmen. We take great pride in our work and always deliver on our promises. **We are Archer, the well company.** 

#### Jorgen Peter Rasmussen

President & CEO, Archer Limited Pareto Conference 2011

Agenda



- 1. Archer, the well company
- 2. Market spotlight, US land
- 3. Recent acquisitions, Great White Energy
- 4. Financial performance
- 5. Growth strategy



# Archer The well company



Delivering better wells to help our customers produce more oil and gas.



## A complete service offering focused on the well



Drilling services
Well delivery

Well services
Well performance

**Engineering** Platform drilling; Land drilling Well intervention Modular rigs; Catwalk systems **Electric line; Slick line; Tractor** Coiled tubing; Snubbing **Directional drilling Drilling & Completion fluids** Pressure control Pressure pumping; Nitrogen services **Tubular handling; Casing tools Plugs & Packers Fracturing valves Cementing tools Production logging** MWD; EM services; LWD Wellbore imaging **Motors Integrity diagnostics Bits Perforating Fishing** 

## **Expanding global footprint**





## Management experience, breadth and depth





Over 1,000\* years industry experience, 37 oil service co's, 22 sectors

\*CEO, CEO-1, CEO-2 and CEO-3

#### Our scale and reach



#### > 90 global locations



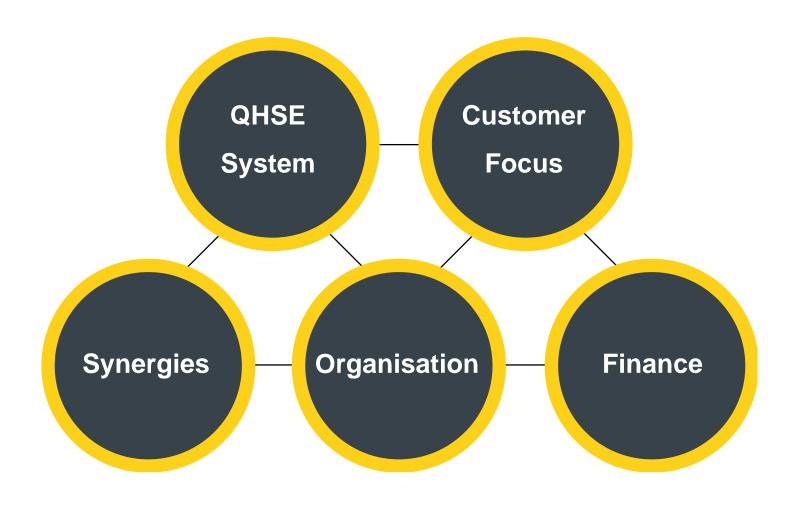


134 Wireline trucks24 Coiled tubing units20 Nitrogen units

33 Offshore WL units 23 Snubbing units 100,000 HHP capacity







## Integrating and creating the Archer culture



- Safety first
- Customer focus
- Contribution of employees
- Operational excellence
- Teamwork
- Innovation
- Deliver what we promise



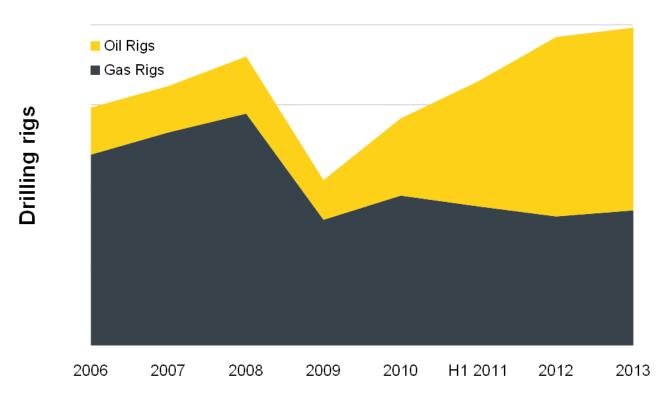
## Market spotlight US land

The oil industry has been reinvented in the US land market with oil shale horizontal wells creating a new boom in oilfield services...

## Shift from gas to oil



#### Increase in oil drilling



2009 to 2011

218%

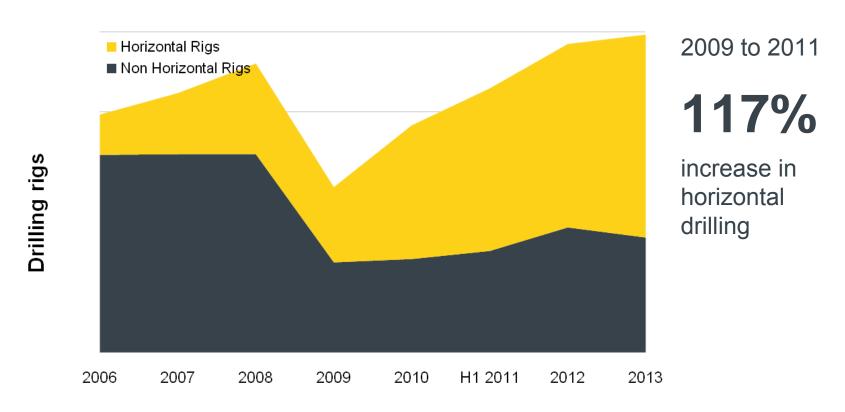
increase in oil drilling

Source Smith, Rig Data, Archer. 2012 and 2013 forecast is P50 case.

## Shift to horizontal drilling



#### Increase in horizontal drilling

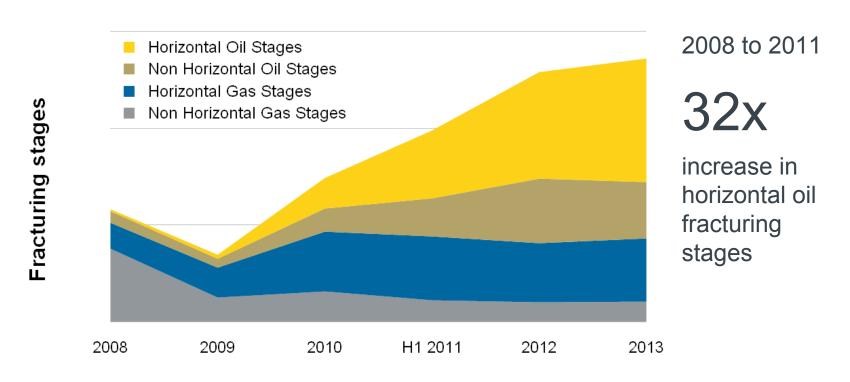


Source Smith, Rig Data, Archer. 2012 and 2013 forecast is P50 case.

## Significant increase in horizontal fracturing stages



#### Increase in fracturing stages



Source Smith, Rig Data, Archer. 2012 and 2013 forecast is P50 case.

### **US land pointers**



Industry response to oil vs. gas price differentials has been to leverage well completion techniques developed for horizontal gas wells to liquids-rich and oil plays leading to...

**▶** a significant increase in well service intensity

Despite infrastructure limitations creating temporary negative WTI-to-Brent spreads, unlike US natural gas...

► WTI pricing remains linked to global markets

The shift to oil and liquids has...

- ► reduced cyclicality of Natural gas dominated activity in US land
- ► de-risked US land oil and gas investment in a more positive and diversified fuel price environment

## Recent acquisitions Great White Energy

Archer's entry in to fracturing services

## **Great White Energy**



#### The deal

- Purchased from Wexford Capital
   LP, closed 24th August 2011
- \$630 million cash and debt free basis after a renegotiation
- Full DD completed using E&Y and Environmental experts.
- 2011 EBITDA \$120 million estimated by Management
- 2012 EBITDA \$180-200 million forecasted by Management

#### The reasoning

- Complementary to existing portfolio, strengthening our ability to deliver coiled tubing and directional drilling services
- Enable new services in pumping, snubbing and nitrogen services
- Exposure and positioning for US oil and liquids play, especially into pressure pumping and pressure control services
- Foundation for overseas expansion of the key services

## Main service lines and equipment of Great White



#### **Coiled tubing**

Units 12

Age eqt. < 3 years



#### **Nitrogen services**

Units 16

Age eqt. < 4 years



#### **Snubbing**

Units 24

Age eqt < 4 years



#### **Pressure pumping**

Horsepower 108,000

Crews 3

Age eqt. 50% < 3 years



#### **Directional drilling**

Directional drillers 76 Drilling kits 49

Age eqt. < 3 years

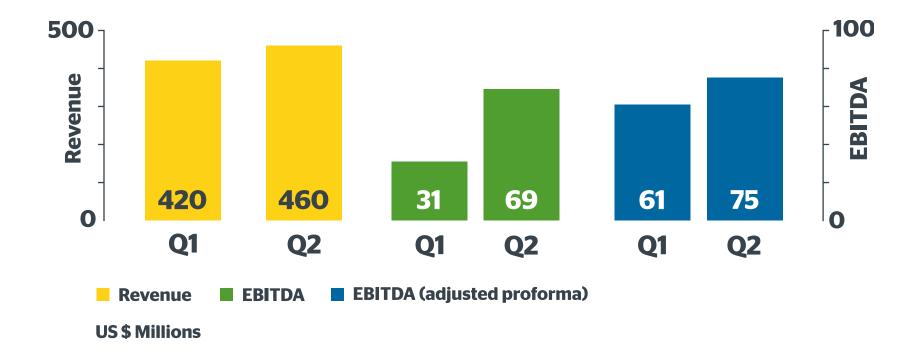


Note: Includes additions in progress for Q3 and Q4 2011



# Performance Delivering financial results

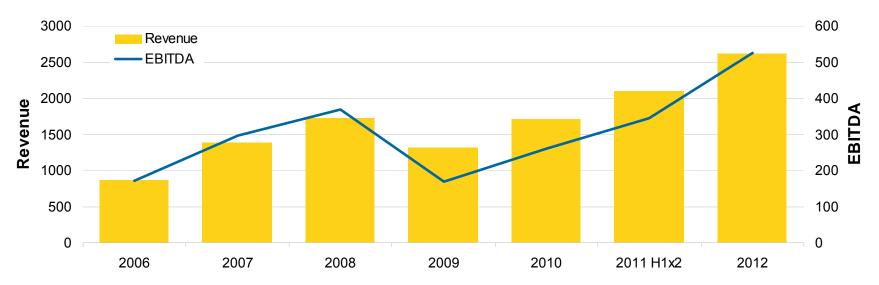




## Revenue and EBITDA trend (adjusted proforma)



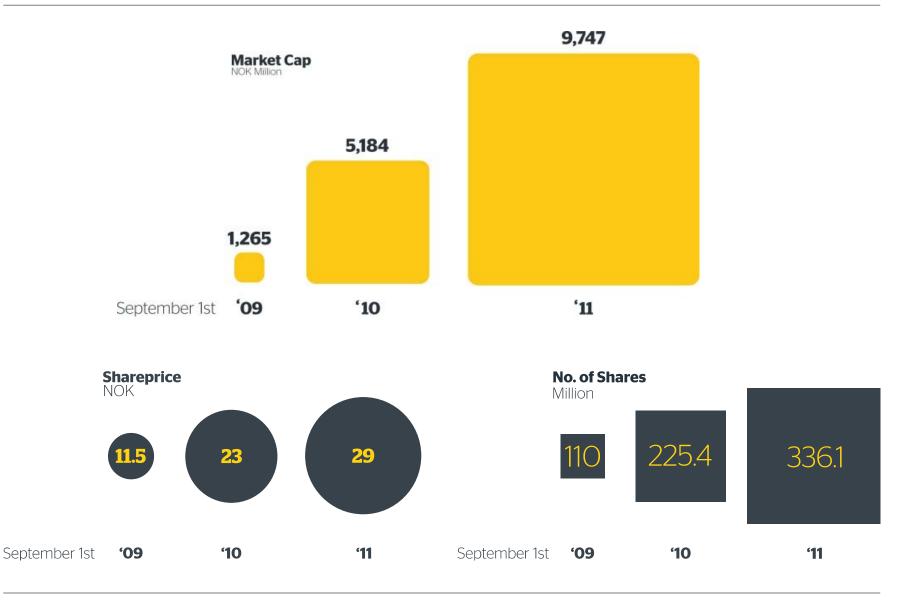
#### **Archer Revenue and EBITDA**



US \$ Millions
2011 figures are 2 x H1, EBITDA is adjusted proforma
2012 figures are from Pareto

## Archer's growth in market cap





## **Archer**

## **Growth strategy Growing faster than our peers**

### **Growth strategy**



### **Organic growth**

Realizing synergies and offering more services at existing Archer locations

Integrated offerings across divisions

Accelerated investment in targeted businesses

Geographical expansion of existing technology into new markets.

Internal development of new technology and applications

Targeted geographies

### **Acquisitive growth**

Fit-for-purpose technology acquisitions

Service/Product expansion of our offering

Expansion through local, or regional acquisitions

Global niche service companies in specific segments

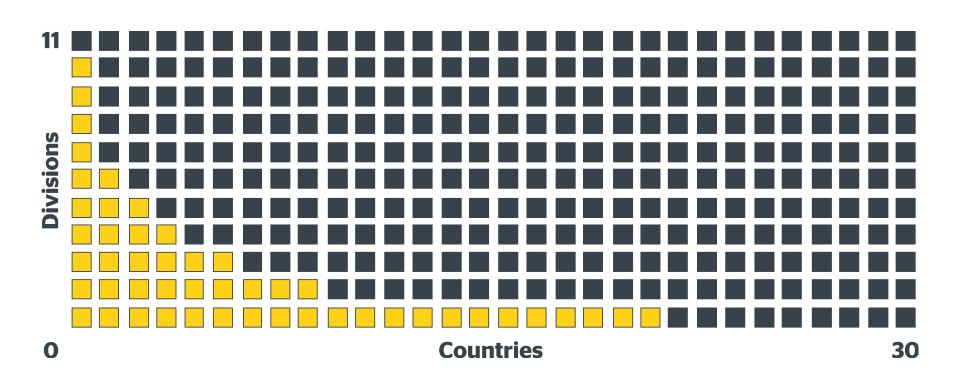
Listening to customers, offering fit-for-purpose services & delivering operational excellence

Positioning and differentiation focusing on the well

Acquisitions must add to our skills and differentiated experience, expand global reach

Focus on value and accretion in all acquisitions





Archer operating divisions (oil service sectors) and countries of operation

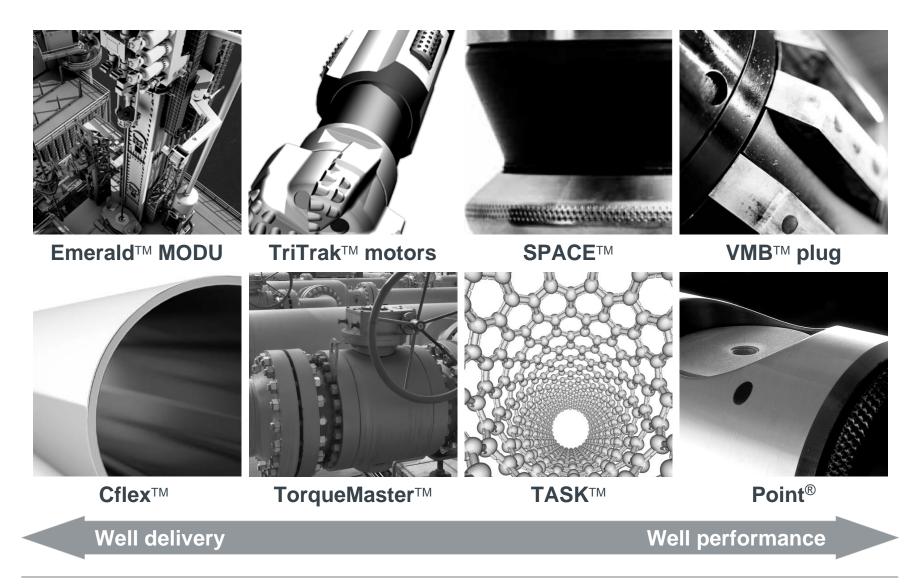
## Tangible integration pull-through





## Technology available through global footprint





## **Enablers for growth**



Specialisation in wells	Market focus	
Craftsmanship & Experience	Service portfolio	
Technology	Global footprint	\$5 billion by 2015
Size	Financial strength	
Industry challenges	Proven track record	

## **Concluding remarks**



- Demand for Archer's services continues to grow as the number of wells needed to maintain the world's demand for hydrocarbons increases rapidly and oil fields get older
- USA is a new key market for oilfield services
- Our margins will improve in line with well service revenue
- Continued focus on growth, both organic and acquisitions
- Market cap grown from 1.4 BNOK (2007) to over 9,5 BNOK (2011)

## **Archer**

Delivering better wells to help our customers produce more oil and gas.

Thank you

archerwell.com

## Archer

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#### **Disclaimer**



#### **Cautionary statement regarding forward-looking statements**

In addition to historical information, this presentation contains statements relating to our future business and/or results. These statements include certain projections and business trends that are "forward-looking" within the meaning of the United States' Private Securities Litigation Reform Act of 1995. Archer Limited, or the Company, desires to take advantage of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and is including this cautionary statement in connection with this safe harbor legislation. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including statements preceded by, followed by or that include the words "estimate," "plan," project," "forecast," "intend," "expect," "anticipate," "believe," "think," "view," "seek," "target," "goal," or similar expressions; any projections of earnings, revenues, expenses, synergies, margins or other financial items; any statements of the plans, strategies and objectives of management for future operations, including integration and any potential restructuring plans relating to merger & acquisitions; any statements concerning proposed new products, services, developments or industry rankings; any statements regarding future economic conditions or performance; any statements of belief; and any statements of assumptions underlying any of the foregoing.

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The forward-looking statements in this presentation 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 we believe that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are impossible to predict and are beyond our control, we cannot assure you that we will achieve or accomplish these expectations, beliefs or projections.

#### Use of GAAP and non-GAAP performance measures

We report our financial results in accordance with generally accepted accounting principles (GAAP). However, Archer's management believes that certain non-GAAP performance measures and ratios may provide users of this financial information additional meaningful comparison between current results and results in prior operating periods. One such non-GAAP financial measure we use is earnings before interest, taxes, depreciation, and amortization (EBITDA), adjusted for special charges or amounts. This adjusted income amount is not a measure of financial performance under GAAP. Accordingly, it should not be considered as a substitute for operating income, net income or other income data prepared in accordance with GAAP. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP.