



Pareto conference

Dag Skindlo, CFO and EVP Strategy

13 September 2017

Archer

Disclaimer – forward looking statements



Cautionary Statement Regarding Forward-Looking Statements

In addition to historical information, this press release contains statements relating to our future business and/or results. These statements include certain projections and business trends that are “forward-looking.” 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,” pro forma numbers, “plan,” “project,” “forecast,” “intend,” “expect,” “predict,” “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; 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.

Forward-looking statements do not guarantee future performance and involve risks and uncertainties. Actual results may differ materially from projected results/pro forma results as a result of certain risks and uncertainties. Further information about these risks and uncertainties are set forth in our most recent annual report for the Year ending December 31, 2016. These forward-looking statements are made only as of the date of this press release. We do not undertake any obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.

The forward-looking statements in this report 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 Fourth 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.

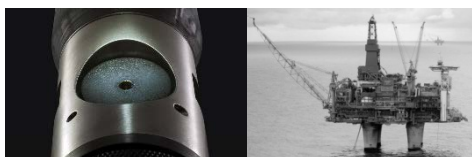
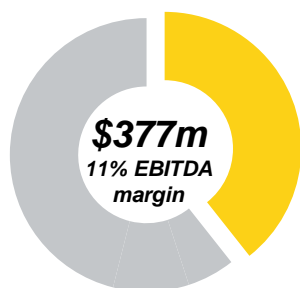
Archer

~4,800 employees

Platform drilling, engineering & wireline

- North Sea focused operation based on long-term contracts with operators
- Strong cash flow generation and extensive operational track record

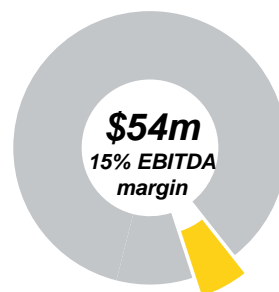
2016 revenues (USDm)



Oiltools & technology

- Provider of well integrity services and technology through Oiltools and C6 Wireline JV
- Portfolio of proprietary plugs, P&A and wellbore cleaning high-end products

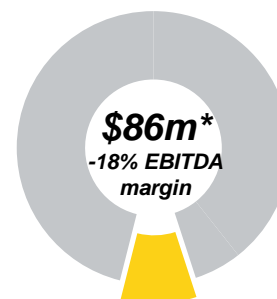
2016 revenues (USDm)



US onshore

- Comprises 36% ownership in Quintana Energy Services (QES) and frac valve division (AWC)
- Highly correlated with US land drilling and completion activity

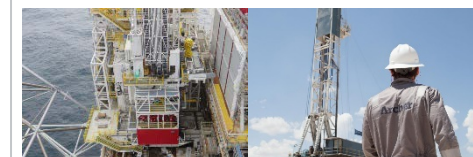
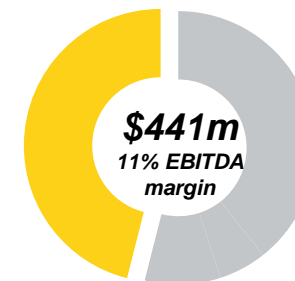
2016 revenues (USDm)



Drilling assets

- Latin America Drilling North and South, as well as modular drilling rigs
- Owns and operates 77 land rigs in Argentina and Bolivia for drilling and workover services

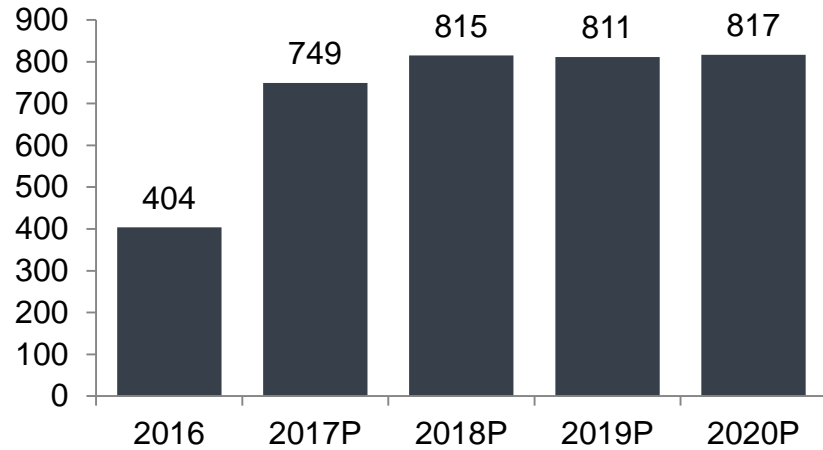
2016 revenues (USDm)



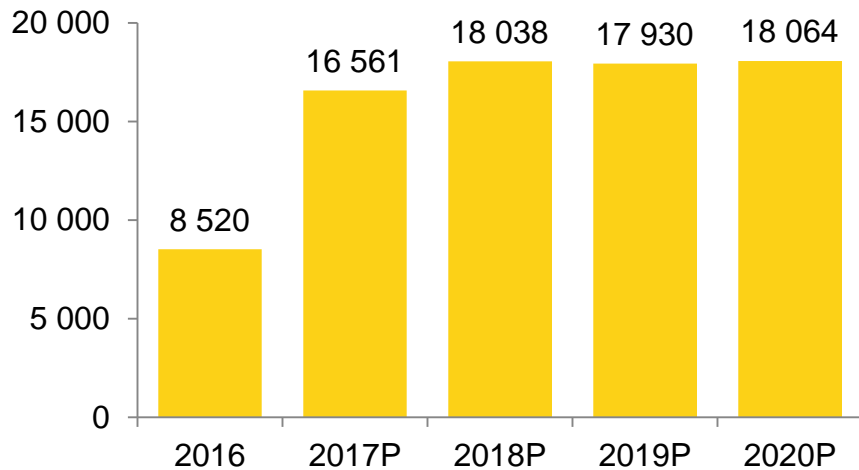
* Including non-consolidated revenues and EBITDA from Archer's 36% stake in QES on fully diluted basis
EBITDA margin before restructuring costs (USD 35m) and Corporate overhead costs (USD 7m)

US Market Analysis – Key drivers are horizontal well count and frac intensity

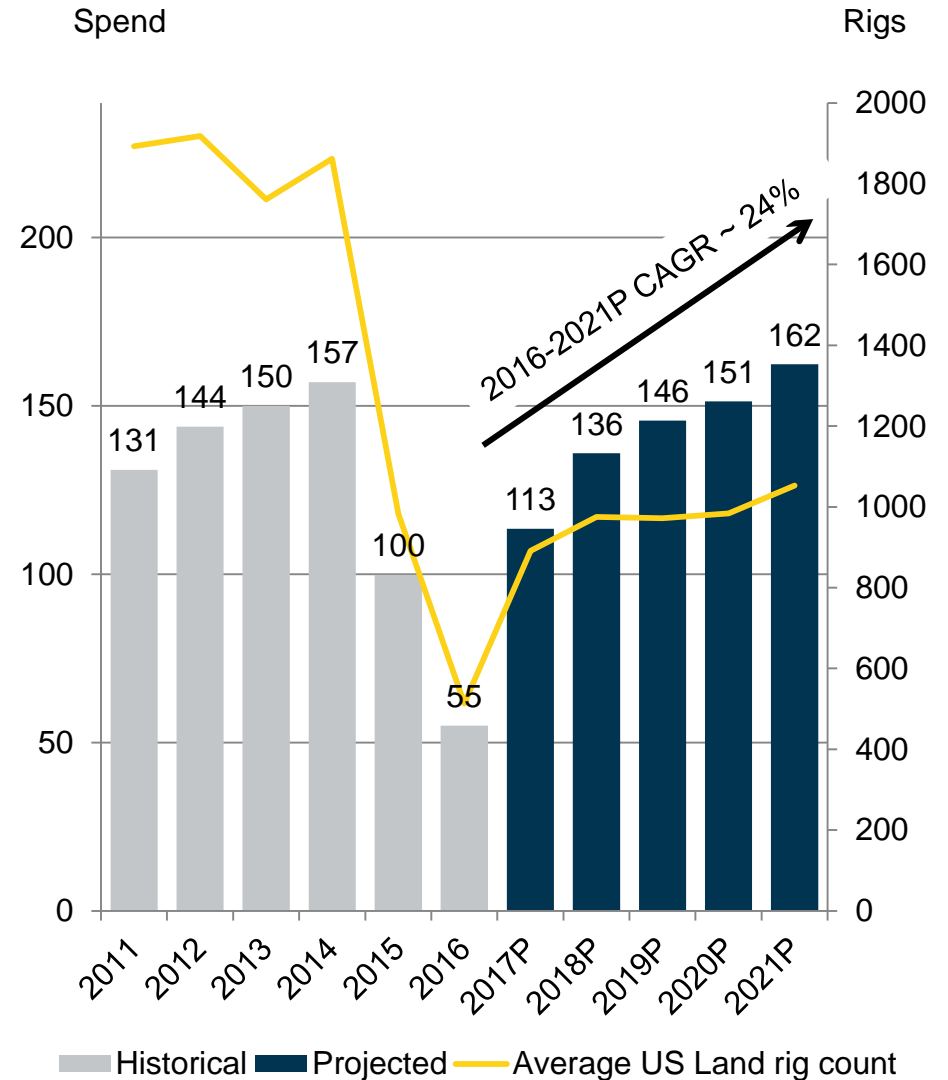
Horizontal Rigs [nr of rigs]



New Wells [nr of wells]

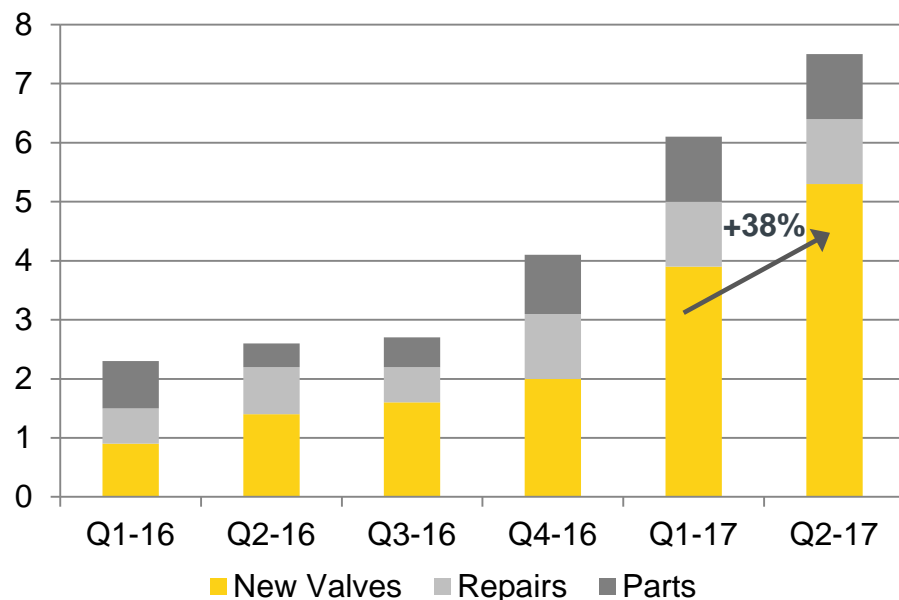


Historical and Projected US Drilling and Completion Spending [USD\$b and nr of rigs]



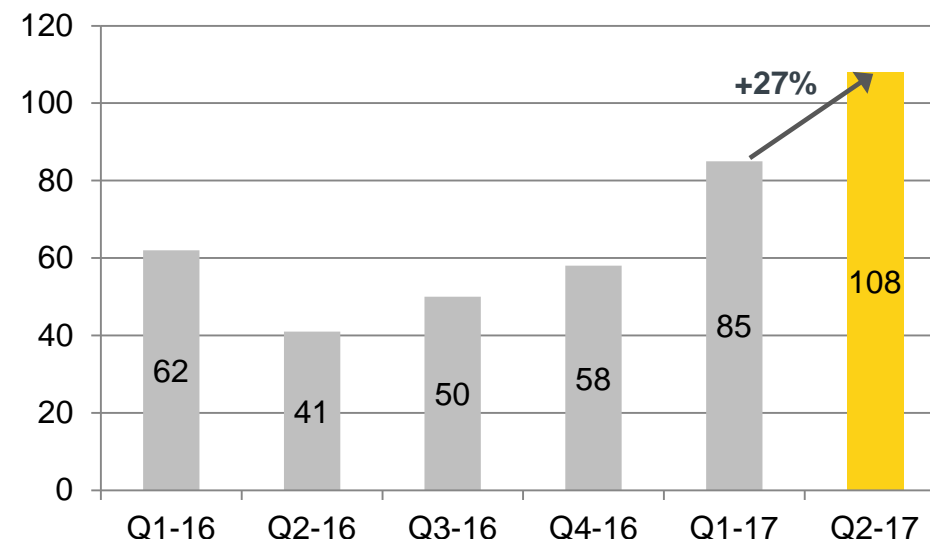
Update on investment in AWC and QES (unconsolidated)

AWC revenue development per quarter [USDm]



- Driven by completion activity
- Improved cost position
- Growth strategy

QES Revenue development per quarter [USDm]



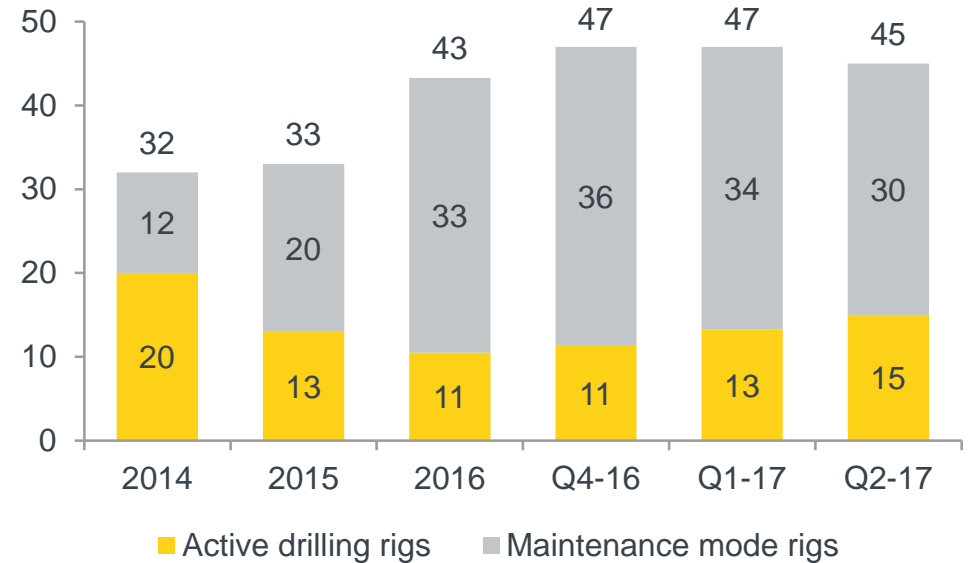
- Driven by rig count and completion activity
- QES has filed a registration statement with the SEC for a potential IPO

Meaningful value potential

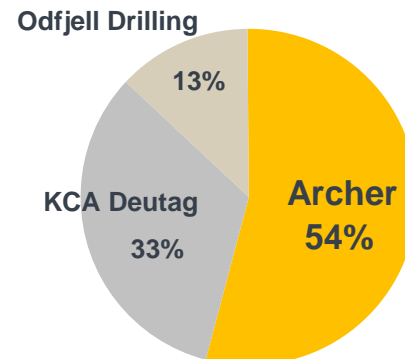
Platform Drilling – market leader in the North Sea

- Strong cash flow generating business with limited capex and long term contracts
- Increased market share since 2015
- Activity picked up since low point in Q3 2016
- Successfully renewed contracts for more than \$150 million so far this year
- Material upside when development drilling and P&A activity increases

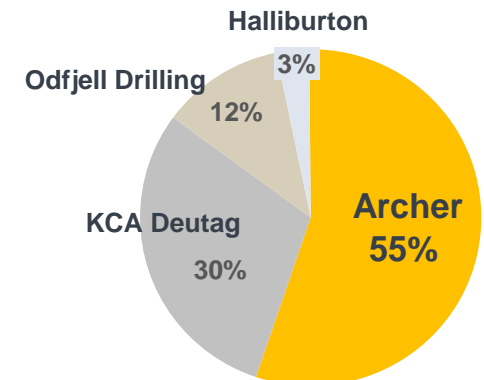
Platform Drilling contracted rigs [nr of rigs]

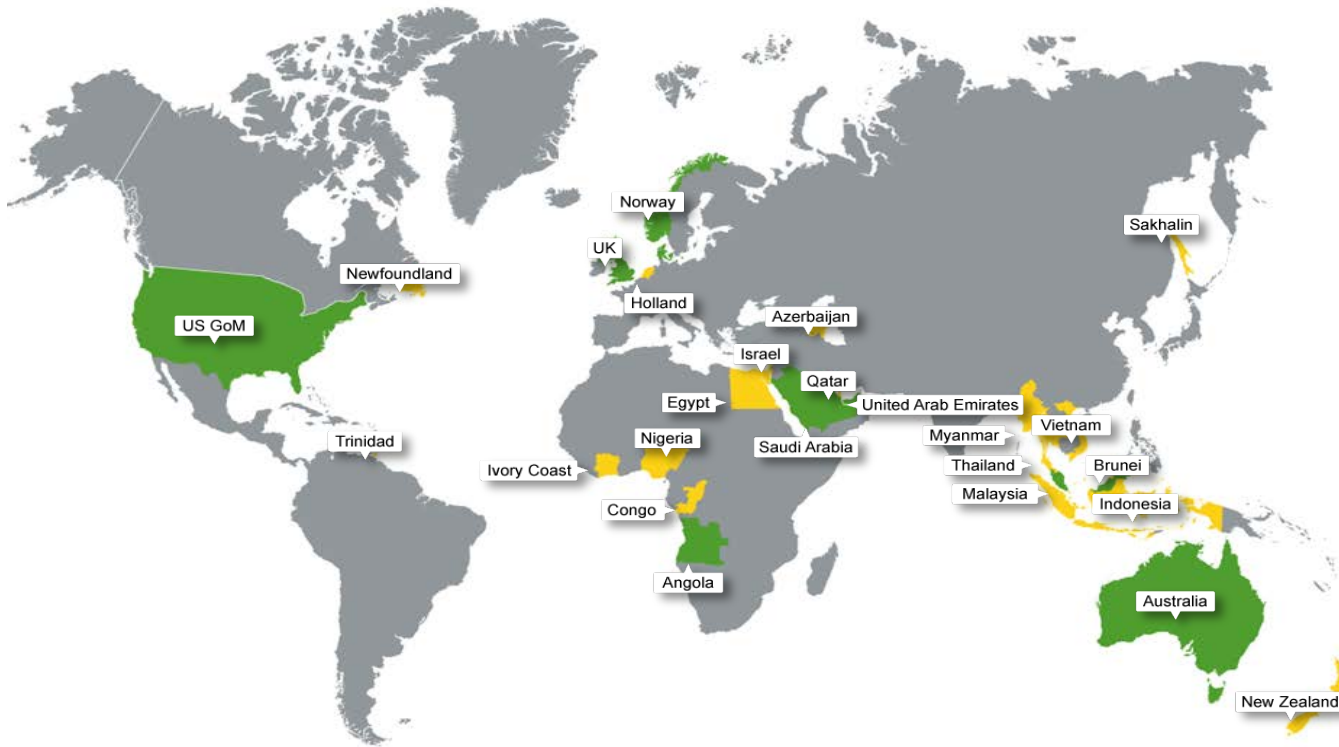


UKCS market shares



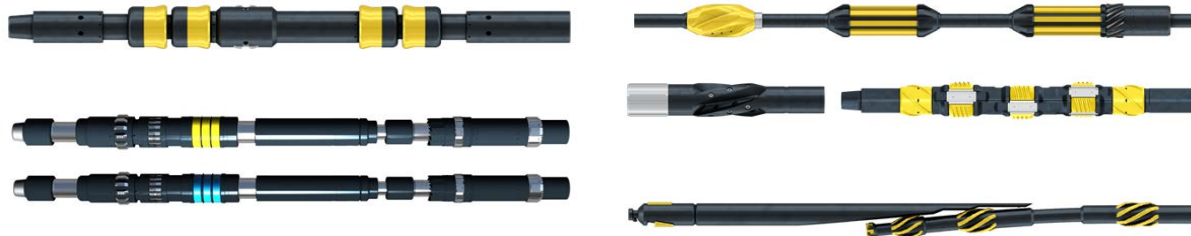
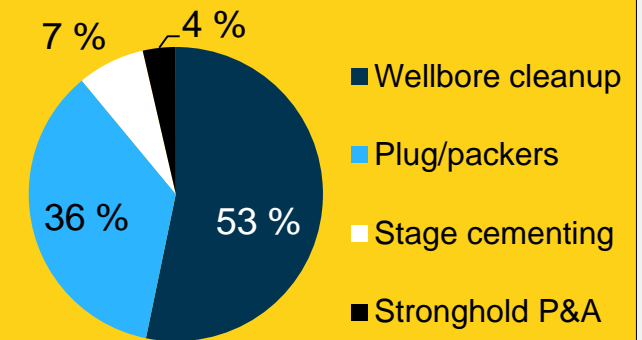
NCS market shares





- Oiltools is a global technology company supplying tools
- New broader product portfolio and new market applications will drive growth
- Revenue from new technologies accounted for about 30% of revenue in Q2

Global market estimated to around USD 6 billion in 2016



International oil & oil service companies are investing in Argentina (and the Vaca Muerta in particular)

Substantial international interest in Argentina

Exxon to start production in Vaca Muerta – April 2017

Argentina's prized Vaca Muerta could see \$10B **Exxon** Investment – June 2017

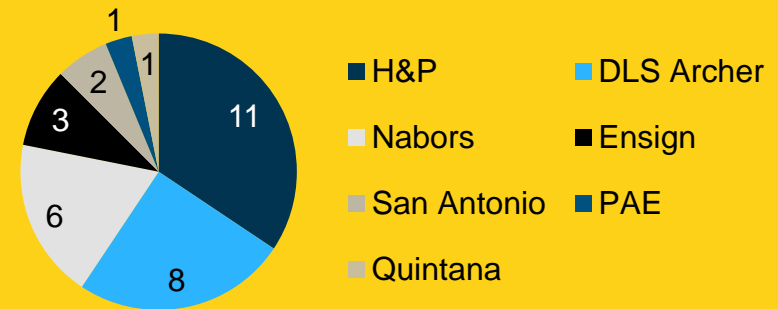
TOTAL sanctions the development of Vaca Muerta shale – April 2017

Schlumberger and **YPF** signed a JV Agreement to start a shale oil pilot in Bandurria Sur – April 2017

Statoil and **YPF** sign an onshore exploration agreement for Vaca Muerta in Argentina – August 2017

- Major unconventional play after US
- Local and regional oil companies dominates, but majors are investing
- 32 unconventional drilling rigs in country – current utilization ~84%
- Archers operates 9 unconventional drilling rigs (owning 8)

Drilling contractors in unconventional
[nr of rigs in country]



DLS South: New contract with Pan American Energy signed in Q2 2017

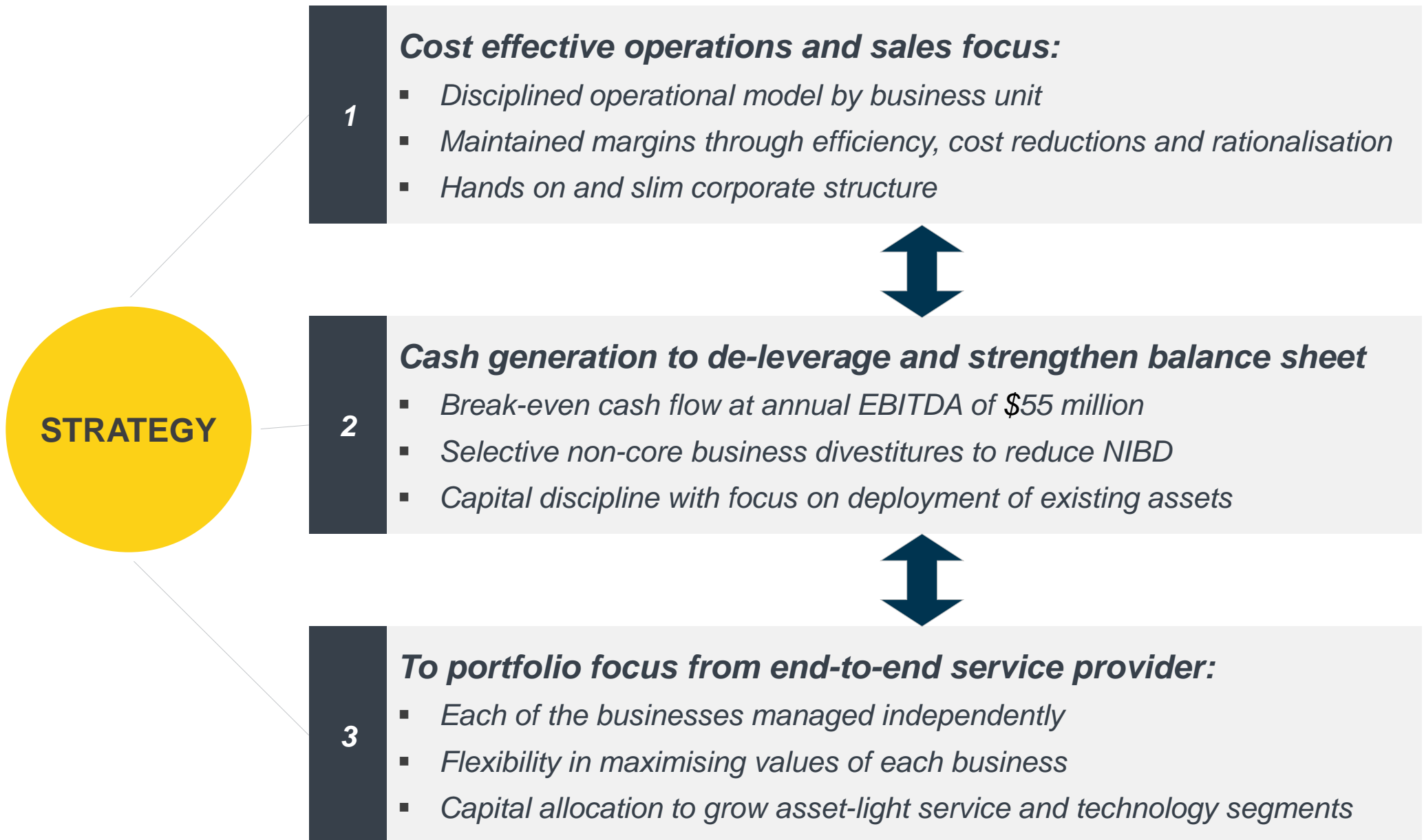
Overview Contract

- Total value estimated at \$700 million over initial 4 years with option for 2 additional years
- Current activity includes 7 drilling rigs and 22 service rigs
- Lease 4 rigs from HP and replace 8 pulling units

Current Status

- First H&P rig mobilized and drilled first well
- Second H&P rig mobilized started drilling 11 September
- Third and fourth H&P rigs to start Q4
- First two pulling units to start December 2016







Demonstrated operational resilience through downturn



Shift in strategy from end-to-end provider to portfolio focus



Cash flow positive operation to cover capex and interest expenses



Robust with \$125 million of liquidity and runway to Q3 2020



Positioned for activity increase in early-cycle segments



Change in management team and shift in strategy

New executive management team in place from 2016 to drive restructuring and revitalize Archer



John Lechner
Chief Executive Officer

CEO since April 2016, previously serving as EVP of Eastern Hemisphere. 32 years of oilfield experience from variety of management, technical and business development positions. Worked in Schlumberger, Parker Drilling and OilSERV prior to joining Archer.



Dag Skindlo
Chief Financial Officer and
Executive Vice President Strategy

CFO since April 2016. 24 years of oil and gas industry experience holding executive leadership roles in Aquamarine Subsea, Aker Solutions and Kværner, as well as various financial and operational roles in Schlumberger.

Experienced leadership in independently managed business units



Kenny Dey
VP, Platform Drilling



Jan Vader
VP, Wireline



Hugo Idsøe
VP, Oiltools



Peter N. Andersen
VP, Engineering



Jim Gutierrez
VP, AWC



Lidio Gareca
VP, Land Drilling North



Jorge Patino
VP, Land Drilling South

New disciplined operating model

- Slim corporate structure
- Each business unit managed independently
- Operating model by business unit

New strategic focus

- Shift in strategy to portfolio focus from end-to-end service provider
- Flexibility in maximizing values of each business
- Capital discipline for drilling assets
- Revitalized strategy as oil service investment company

Refinancing update - secures runway to 2020

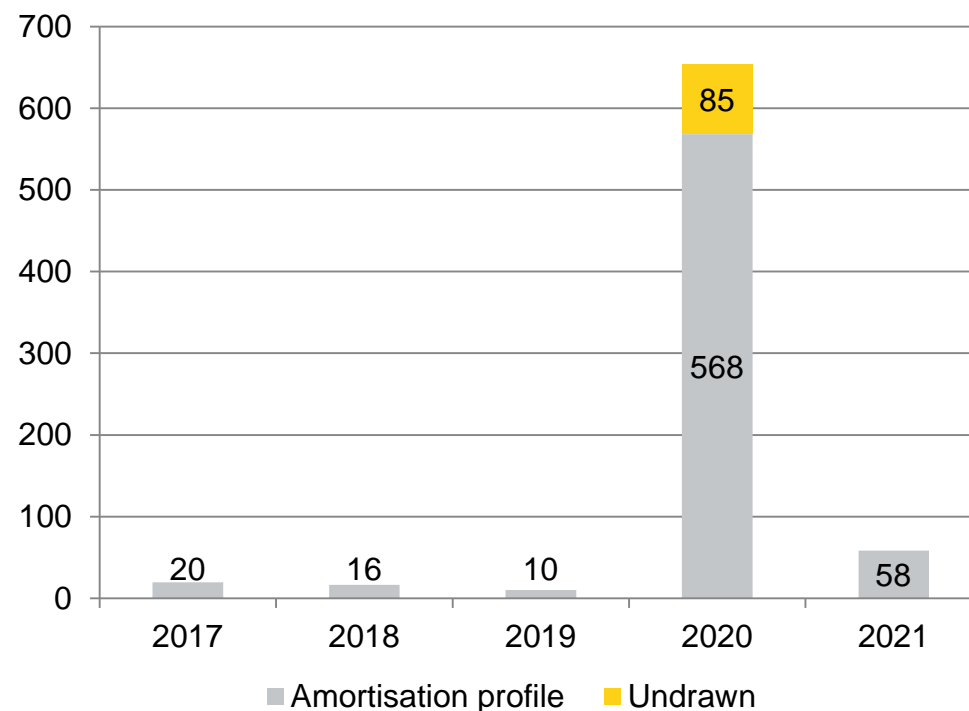
Financial platform secured

- Generating positive cash flow from operations to pay capex and interest expenses
- \$125 million of liquidity available, sufficient for a prolonged downturn and positions the company in an upturn.
- Cash sweep mechanism with limited fixed amortization before end of Q1 2020
- Covenants reset with significant headroom to business plan.

Refinancing in short

- \$108 million gross in new equity through private placements
- ~\$146 million of principal and interest under subordinated loans and guarantee fees converted into USD 45 million of subordinated convertible debt maturing in 2021, including release of guarantees

Debt amortization profile* [USDm]



Short term focus

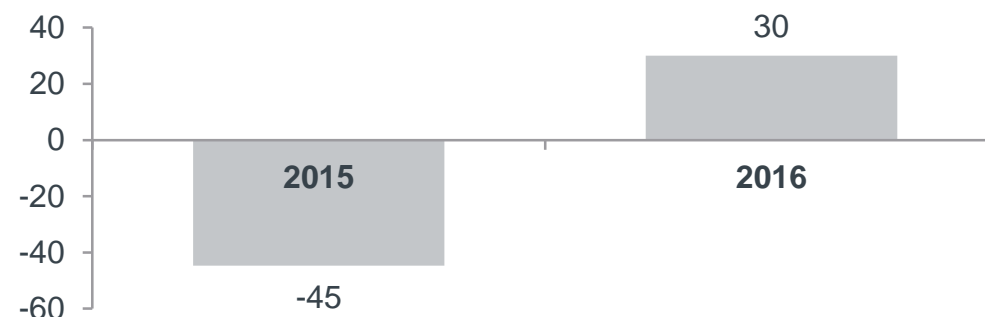
- Utilize and maintain existing equipment
- Capital discipline
- Working capital

*We expect to conclude certain amendments to the Archer Topaz facility, which will extend the repayment terms under this agreement to 2019 and 2020

Highlights

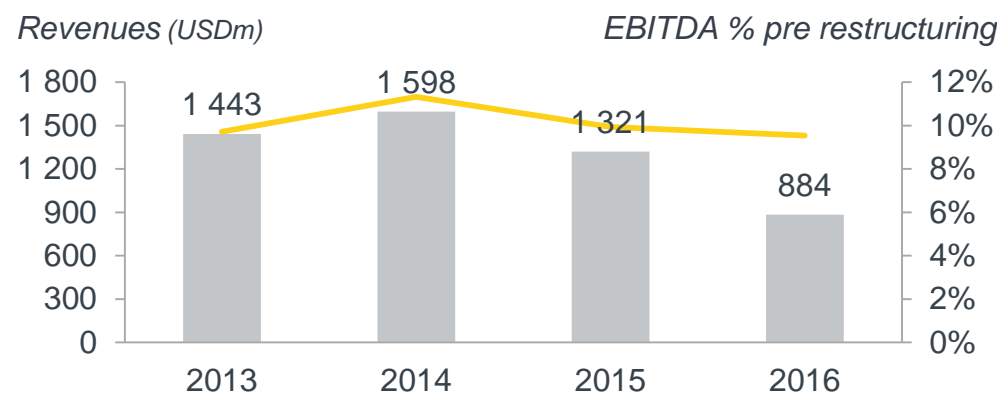
- Strengthened operating model in place to manage each business segment effectively and on standalone basis
- Margins preserved through adjusting manpower to current activity levels – headcount reduced from 7,000 to 4,800 since December 2014
- Leveraged growth capex program for drilling assets finalized. Capex levels at 3-4% of revenue going forward
- US land business restructured and upside retained through QES ownership and own frac valve business-
- Latin America land drilling reorganized to better match operating conditions and potential downside largely controlled
- Modular drilling rigs stacked at low cost
- Cash flow from operation sufficient to cover capex, interest expenses and taxes

Cash flow excl. financing and investments in associates* [USDm]



Positive cash generation at market low point

Historical financial performance [USDm and %]



Attractive platform positioned for growth in recovering market

*) Free cash flow less investments in associated companies and debt repayments