

# **2010 Half Year Results**



# **2010 Half Year Results Summary\***



	H1 2010	H2 2009	H1 2009	
	£m	£m	£m	
Revenue	214.2	150.9	209.0	
EBITDA	<b>30.9</b> 1	14% 21.1	14% 29.5	14%
Profit from operations	22.0	13.8	22.0	
Finance income (expense)	0.8	(1.4)	3.2	
Profit before tax	23.2	13.1	25.4	
Effective tax rate	31%	32%	32%	
Basic earnings per share	<b>11.2</b> p	6.0p	11.7p	
Dividend per share	3.7p	7.0p	3.5p	

\* Pre-exceptional continuing operations

# Segmental Results\*



		H1 2010			H2 2009	
	Revenue £m	Profit from Operations £m	Margin %	Revenue £m	Profit from Operations £m	Margin %
Hunting Energy Services			70		2	
Well Construction	41.9	2.9	7%	29.0	(0.2)	-
Well Completion	107.5	10.9	10%	71.0	7.5	11%
Well Intervention	29.6	4.2	14%	17.1	2.2	13%
<b>Exploration and Production</b>	3.0	0.4	13%	2.5	0.3	12%
	182.0	18.4	10%	119.6	9.8	8%
Gibson Shipbrokers	11.3	0.5	4%	10.1	0.4	4%
Field Aviation	20.9	3.1	15%	21.2	3.6	17%
	214.2	22.0	10%	150.9	13.8	9%

\* Pre-exceptional continuing operations

# **Exceptional Items**



	2010 £m
Oil and gas reserve impairment	2.7
Dry hole costs	2.9
Acquisition costs	1.6
Continuing operations	7.2
Tax credits	(2.1)
Foreign exchange loss on CAN\$ tax provision	3.9
Continuing and discontinued operations	9.0

## **Balance Sheet**



	June 2010 £m	December 2009 £m
Intangible assets & goodwill	61.7	59.1
Property, plant and equipment	133.1	121.4
Available for sale financial assets	31.7	29.8
Working capital	113.4	72.3
Provisions	(67.4)	(78.9)
Other	(12.8)	(6.9)
Net cash	314.1	365.0
NET ASSETS	573.8	561.8

# **Capital Expenditure**



	H1 2010 £m	Full Year 2009 £m
Hunting Energy Services		
Well Construction	7.4	9.1
Well Completion	7.2	8.3
Well Intervention	1.0	1.8
Exploration & Production	2.9	1.9
Others	0.6	0.5
	19.1	21.6
Split:		
Maintenance	6.2	9.9
New Business	12.9	11.7
	19.1	21.6

# **Capital Expenditure**



	2010
	£m
Well Construction	
Casper facility - US	1.7
Conroe facility - US	1.5
Pennsylvania facility - US	1.3
Tools, equipment & other	2.9
Well Completion	
Wuxi facility - China	1.6
Tools, equipment & other	5.6
Well Intervention	
National Coupling expansion	0.7
Tools, equipment & other	0.3
Exploration & Production	
Oil and gas development	2.9
	0.6
Other	0.6
	19.1

# **Use of Gibson Energy Sale Proceeds**



	2010
	£m
Repay debt as at completion	166.0
2009 capital expenditure	21.6
2010 projected capital expenditure	43.5
Capital projects due to complete in 2010/2012	
Restructure Scottish facilities	16.5
Restructure Casper, Wyoming facilities	5.1
Wuxi facility China	5.0
Drilling Tools facility Conroe, Texas	2.1
National Coupling facility expansion	14.2
Drilling Tools facility Latrobe, Pennsylvania	6.5
Acquisitions	
National Coupling – June 2009	32.9
PT SMB – July 2009	5.4
Welltonic – December 2009	6.1
Innova - Extel – August 2010	81.9
	406.8

406.8

# **Cash Flow**



	H1 2010 £m	H2 2009 £m	H1 2009 £m
Profit from operations	22.0	13.8	22.0
Depreciation and amortisation	8.9	7.3	7.5
Changes in working capital	(38.1)	(10.8)	22.7
Interest and tax	(1.7)	0.6	(7.6)
Capital expenditure	(19.1)	(10.7)	(10.9)
Acquisitions / disposals	(0.7)	(4.6)	(15.8)
Dividend paid	(9.2)	(13.8)	-
Discontinued operations	(14.3)	(0.8)	(0.4)
Other	1.3	(3.6)	(2.2)
Movement in net cash in period	(50.9)	(22.6)	15.3

# **Global Footprint**





# **Operational / Acquisition Strategy**





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# **Organic Growth**





#### Casper, Wyoming







## Fordoun, Scotland



## Conroe, Texas



Wuxi, China

# **Acquisition: Innova-Extel**























### Innova

- Established 1989
- 100,000 square feet manufacturing facility
- 300+ employees

# Extel

- Established 2006
- 81,000 square feet manufacturing facility
- 50+ employees

Combined forecast 2010 revenue - \$100-110 million

# **Innova Capabilities**

#### **Management Material**

#### **Electronic Manufacturing Services**

- Component Handling
- Surface Mount Assembly
- Through Hole Facility
- PCB Inspection
- PCB Cleaning
- Verification & Acceptance Testing
- In-Circuit Testing
- Quality Assurance
- Engineering & Support Services
- Additional Processes

#### **Process Engineering**

- DFM (design for manufacturability) support
- DFT (design for test) support
- Material survivability support



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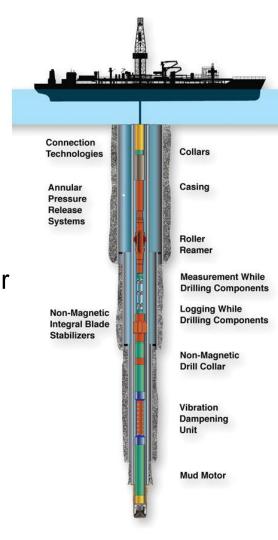
# **Well Construction**



Profit from Operations £m			
H1 2009	H2 2009	H1 2010	
3.5	(0.2)	2.9	

#### **Highlights**

- Premium connection sales and marketing agreement signed with Arcelor Mittal for their new seamless OCTG mill in Saudi Arabia
- One expansion and two new facilities for Drilling Tools in the US
- New facility for Drilling Tools in Dubai
- Innova-Extel acquisition



## Well Construction Product Integration Points



#### **Unconventional Gas**



#### Land Rigs



#### Deepwater



## Drilling Tools

Mud Motors Drill Collars Shock Tools

# OCTG

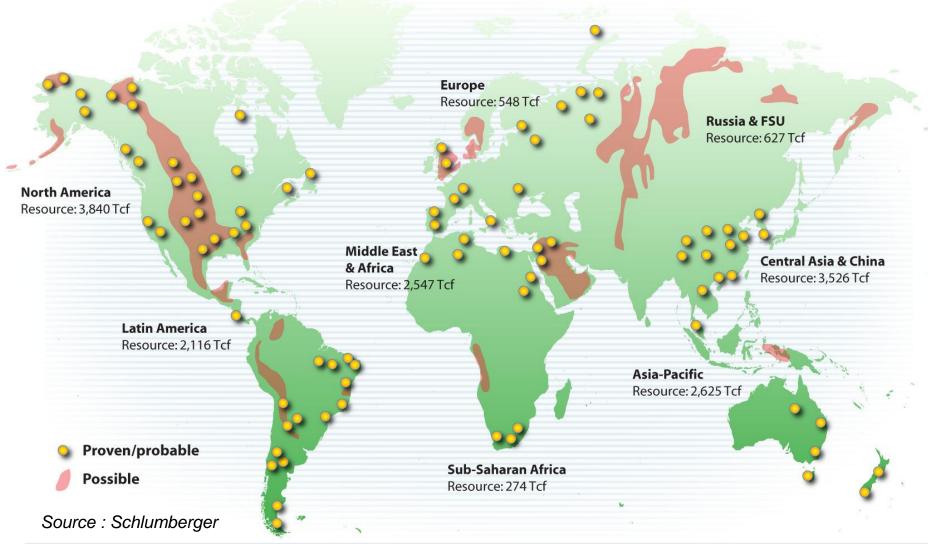
Carbon Alloy Chrome

# + Premium Connections

SEAL-LOCK TKC Licensed Threads APRS

## **Global Shale Reserve Estimates**





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# Footprint Servicing Shale and Tight Gas Plays



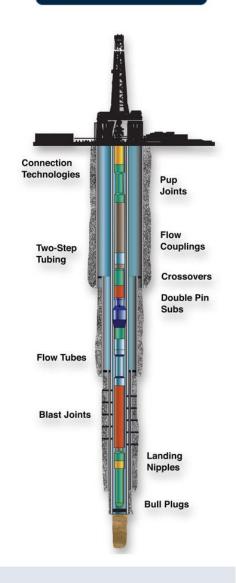
Source : Hunting



Profit from Operations £m			
H1 2009	H2 2009	H1 2010	
12.8	7.5	10.9	

# Highlights

- Lean manufacturing initiatives started in all facilities
- Wedge-lock and 40-40 RTC connections tested and commercial



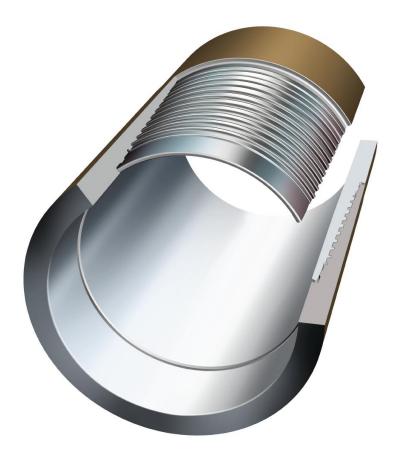
## **Technology Development 40-40 RTC**





- Enhanced design for positive torque stop
- Trouble free running
- Ideal for Shale Plays

# **Technology Development WEDGE-LOCK**

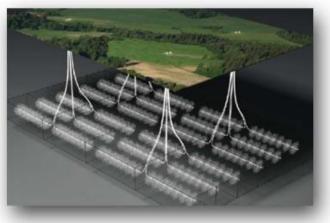


- The only high torque integral flush connection qualified to the most severe level of ISO 13679
- The only high torque integral connection which has a dedicated metal to metal seal for external pressure retention
- The only high torque integral connection which does not discharge excess lubricant into the well bore or annulus

## Well Completion Product Integration Points



**Unconventional Gas** 



#### Land Rigs



Deepwater



## Accessory Manufacturing

Completion Accessories Assembly Print Part Work Polished Bore Receptacles

# Specialty Threading

SEAL-LOCK TKC Licensed Threads API

# Tubular Systems

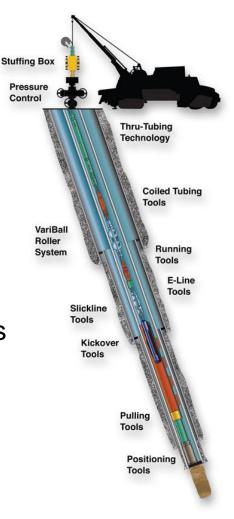
Deepwater Facilities Managed Inventory Completion Design Thread Protection



Profit from Operations £m			
H1 2009	H2 2009	H1 2010	
1.8	2.2	4.2	

### Highlights

- Chemical Injection Systems 8 units shipped – 2 for BP Gulf of Mexico relief wells
- Integration of Welltonic (late 2009 acquisition) throughout organisation



#### Well Intervention Product Integration Points



Work Over



#### **Coiled Tubing**



#### Subsea



#### Manufacturing

Pressure Control Equip OEM Tools E-Line Tools Slickline Tools

#### Thru-Tubing Tools

Coiled Tubing Tools Coiled Tubing Motors

#### Subsea

Chemical Injection System Hydraulic Valves Hydraulic Couplings Weldment Services

# **Gibson Shipbrokers**



- Enlarged geographic coverage with new Oslo office and reinvigorated Chinese presence in Shanghai
- Continued staff development and tailoring to meet the anticipated market demand



H1 2009	H2 2009	H1 2010
0.3	0.4	0.5

## **Others**



#### Exploration and Production

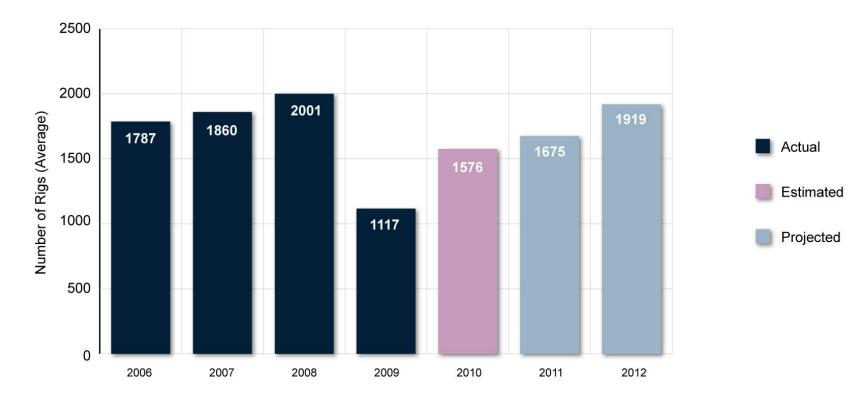
Profit from Operations £m			
H1 2009	H2 2009	H1 2010	
-	0.3	0.4	

#### • Field Aviation

Profit from Operations £m			
H1 2009	H2 2009	H1 2010	
3.6	3.6	3.1	

# **U.S. Land Rig Count\***

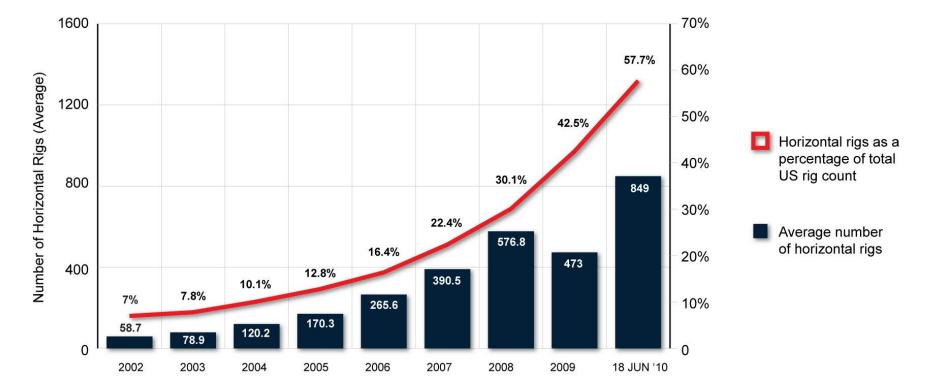




\* Source: M-1 Swaco and Simmons Research

# **Horizontal Rig Count\***

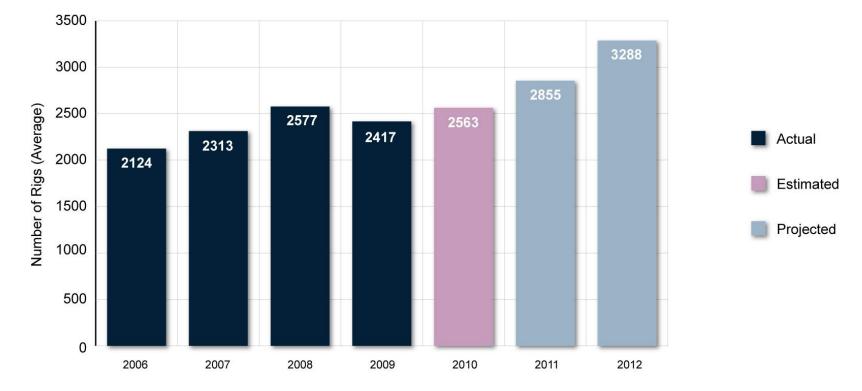




\* Source: Smith Technologies Activity Tracking System

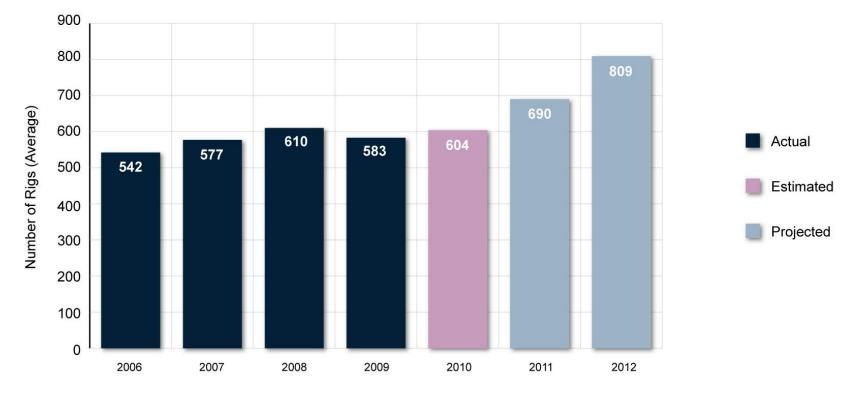
# **International Land Rig Count\***





\* Source: M-1 Swaco and Simmons Research

# **International Offshore Rig Count\***

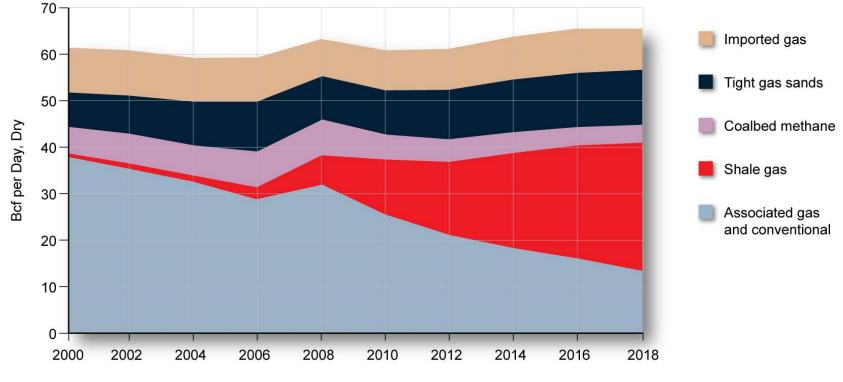


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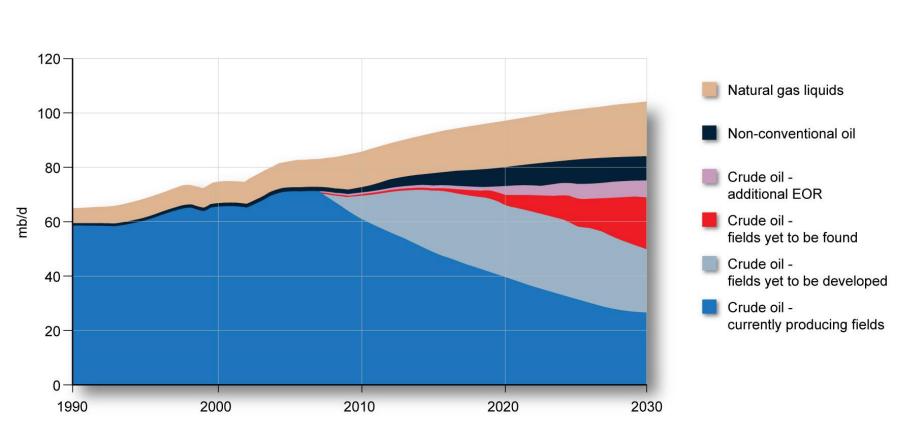
\* Source: M-1 Swaco and Simmons Research

## US Lower 48 Dry Gas Supply Outlook by Type\*

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\* Source: CERA



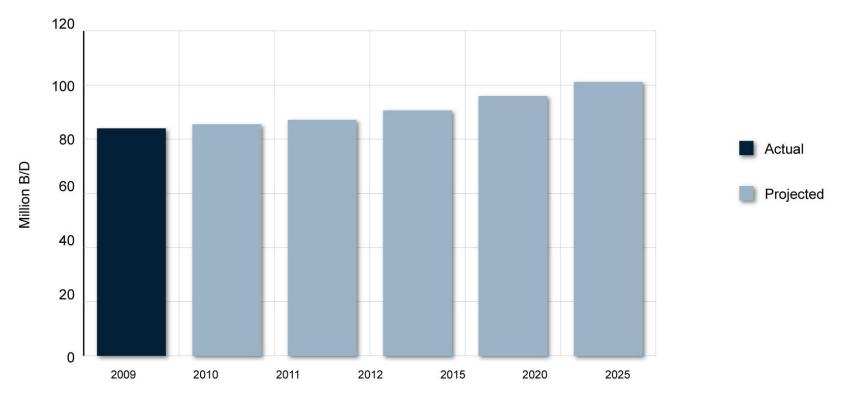
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# World Energy Outlook 2008-09\*

\* Source: OECD/IEA

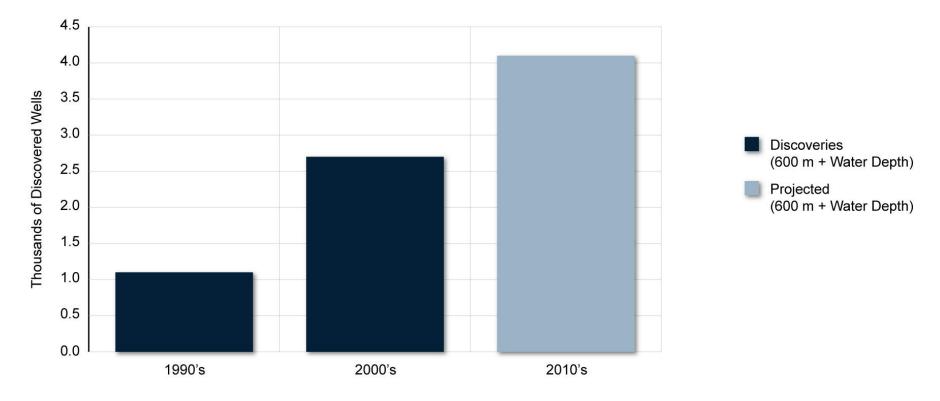
# **Global Oil Demand\***





\* Source: EIA

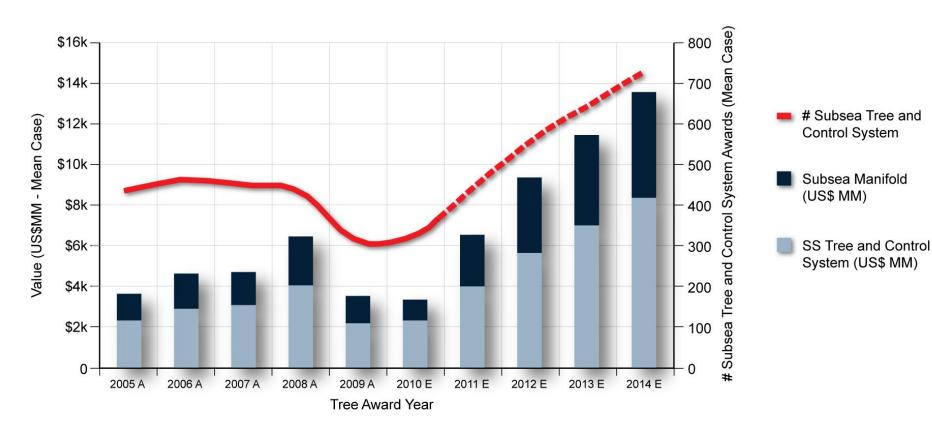
# **Worldwide Deepwater Discoveries\***



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\* Source: Quest Offshore Resources

# **Global Subsea Systems Capex**



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\* Source: Quest Offshore Resources

## IOC Reserve Replacement Ratio versus E&P Spending\*



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\* SEB Enskilda annual E&P Survey, based on feedback from 25 IOC's; OPEC Annual Statistical Bulletin; and Simmons Research. Combined Exploration spending for BP, ExxonMobil, Total, Shell and Chevron



