
TECHNOLOGY TO DRIVE GROWTH

Results presentation
For the year ended 31 December 2016

Group Summary

Adapting to a difficult trading environment



- Core manufacturing and distribution capabilities maintained
- Our product offering continues to broaden, providing our clients with efficient and cost effective hydrocarbon production technology
- Disciplines over costs and capital investment allocation remain
- Balance sheet strengthened with share placing
- Free cash flow generated benefiting from delivery of working capital improvements
- Net debt neutral at 31 December 2016

Summary Income Statement¹

Revenue and margin declines across all business units



	2016	Margin	2015	Margin
	\$m	%	\$m	%
Revenue	455.8		810.5	
Gross profit	52.1	11%	195.2	24%
EBITDA² (loss) profit	(48.9)	-11%	61.9	8%
(Loss) profit from operations	(92.2)		16.4	
Finance expense	(0.7)		(6.8)	
(Loss) profit before tax	(93.2)		9.4	
Effective tax rate	21%		57%	
Diluted EPS (loss)	(45.3)c		3.1c	
Interim dividend per share	Nil		4.0c	
Final dividend per share	Nil		4.0c	

¹ Results are based on continuing operations before amortisation of acquired intangible assets and exceptional items.

² EBITDA is a non-GAAP measure that is defined in the "Non-GAAP measures" section of the Annual Report and Accounts 2016.

Segmental Results¹

Cost savings have mitigated trading losses



	2016		2015	
	Revenue	Results from Operations	Revenue	Results from Operations
	\$m	\$m	\$m	\$m
Hunting Energy Services				
Well Construction	105.5	(24.2)	211.4	1.9
Well Completion	295.1	(45.9)	488.6	14.2
Well Intervention	52.2	(19.5)	106.3	4.6
	452.8	(89.6)	806.3	20.7
Exploration & Production	3.0	(2.6)	4.2	(4.3)
	455.8	(92.2)	810.5	16.4

¹ Results are based on continuing operations before amortisation of acquired intangible assets and exceptional items.

Geographical Segmental Results¹

US onshore remains a key market in this trading environment



	2016		2015	
	Revenue	Results from Operations	Revenue	Results from Operations
	\$m	\$m	\$m	\$m
Hunting Energy Services				
USA	290.5	(36.4)	507.0	31.7
Canada	38.8	(4.5)	56.1	(3.6)
Europe	70.2	(25.7)	134.6	(4.2)
Asia Pacific	43.7	(13.3)	90.1	(0.3)
Middle East, Africa and Other	9.6	(9.7)	18.5	(2.9)
	452.8	(89.6)	806.3	20.7
Exploration and Production	3.0	(2.6)	4.2	(4.3)
	455.8	(92.2)	810.5	16.4

¹ Results are based on continuing operations before amortisation of acquired intangible assets and exceptional items.

Amortisation & Exceptional Items

Goodwill carrying values supported by trading projections



	2016 \$m	2015 \$m
Amortisation of acquired intangible assets	33.2	38.9
Restructuring costs	12.2	7.1
UK Pension Scheme closure	3.1	-
Bank facility fees written off	2.5	-
Goodwill impairment	-	208.2
Intangible asset impairment	-	11.2
Plant, property and equipment impairment	-	33.2
Continuing operations	51.0	298.6

Balance Sheet

Equity raise neutralises debt position



	2016 \$m	2015 \$m
Property, plant and equipment	419.0	460.8
Goodwill	229.8	230.6
Other intangible assets	150.7	180.4
Working capital¹	300.2	365.8
Taxation	(3.4)	10.7
Provisions	(15.7)	(18.0)
Other	38.7	48.3
Net debt	(1.9)	(110.5)
Net assets	1,117.4	1,168.1

¹ Working capital is a non-GAAP measure that is defined in the "Non-GAAP measures" section of the Annual Report and Accounts 2016.

Capital Investment

Controls over capital allocations remain with spend less than half annual depreciation charge



	2016 \$m
Facilities	
- Premium Threading and Testing – AmeriPort, Texas	3.6
- Manufacturing – The Netherlands	1.8
- Dearborn – Fryeburg, Maine	4.4
- Other	1.3
Machinery, Equipment and Drilling Tools	
- North America	4.7
- Other	0.9
	<hr/> 16.7
Exploration and Production	0.5
	<hr/> 17.2 <hr/>

Cash Flow

Focus on cash generation, particularly working capital



	2016 \$m	2015 \$m
Underlying EBITDA¹ (loss) profit	(48.9)	61.9
Working capital	58.4	96.0
Interest and bank fees	(4.6)	(7.4)
Tax refunded (paid)	31.3	(10.5)
Restructuring costs	(5.9)	(5.9)
Replacement capital investment	(4.2)	(22.0)
Other	10.5	5.9
Free cash inflow¹	36.6	118.0
Expansion capital investment	(13.0)	(59.1)
Dividend to PLC equity holders	(5.9)	(39.8)
Tax indemnity receipt	7.9	-
Share capital issued	83.9	-
Other	(0.9)	1.4
Net cash inflow	108.6	20.5

¹ EBITDA and free cash flow are non-GAAP measures that are defined in the "Non-GAAP measures" section of the Annual Report and Accounts 2016.



What?

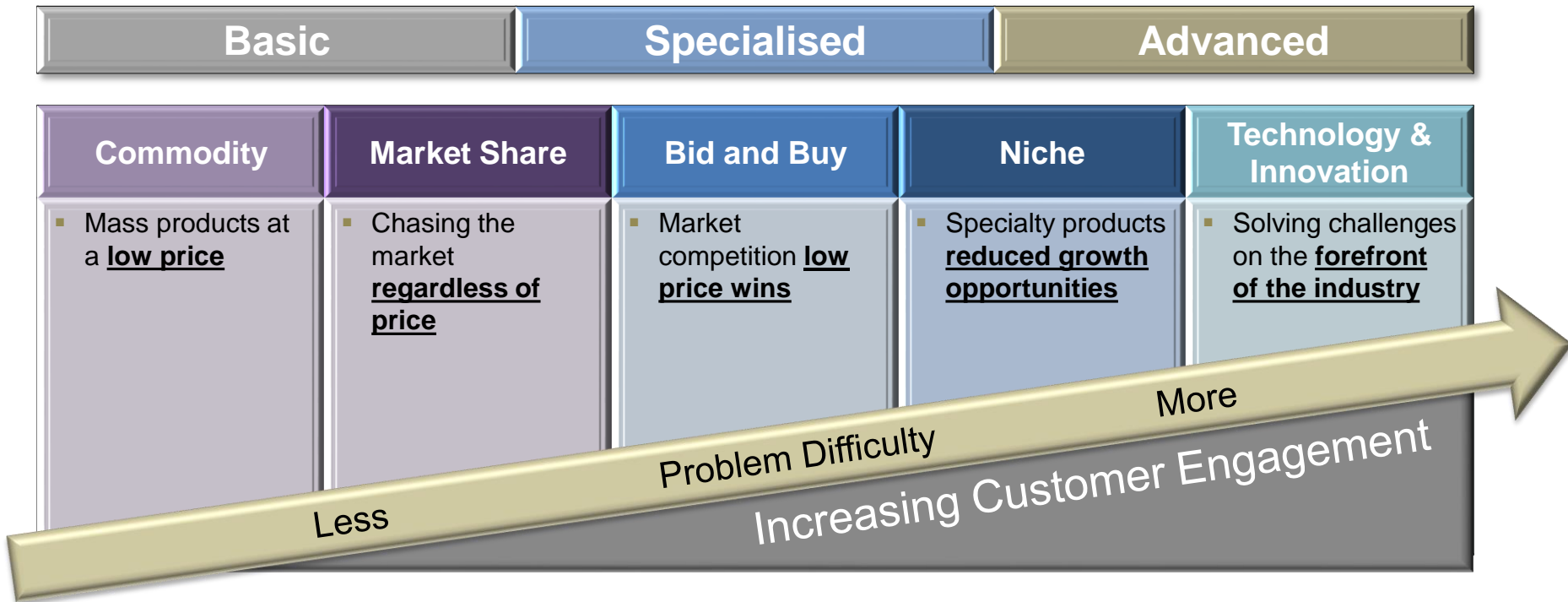
How?

Why?

Why? To create customer engagement, solve problems



- We have **not based our strategy** on being a commodity or a market share / low price oriented company
- We pursue the higher end of the spectrum and position ourselves to solve the customers' difficult problems



What Our Customers Face Daily

High
temperature
High pressure

Varied and
complex
geology

Extreme well
conditions
and mitigation
of
environmental
risk

Downhole to
surface real
time
information

Why? Different customers and different needs



International and National Oil Companies

- Looking for flexibility with a global footprint
- Hunting integrates directly with their supply chain

Oilfield Service Companies

- A trusted partner to make their products
- Global manufacturing to facilitate supply chain needs

Other Industries

- Need advanced manufacturing capabilities not common in their industry
- World renown for our precision machining capabilities

- Every problem our customers' face leads to an important question....

- Who do I trust?

- Safety for the people/ environment
- Risk mitigation = flight to quality
- Operational efficiency through flawless product execution



Why? Has led us to our markets

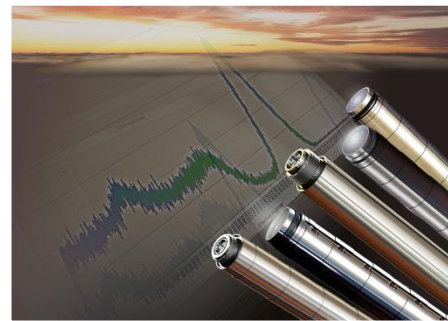
Deepwater exploration and subsea components

The ever evolving unconventional market

High technology and instrumentation components

Quick turn manufacturing

Ultra precision machining



We Seek Perfection

Quality is our culture

World class quality systems

Standards beyond ISO and API requirements

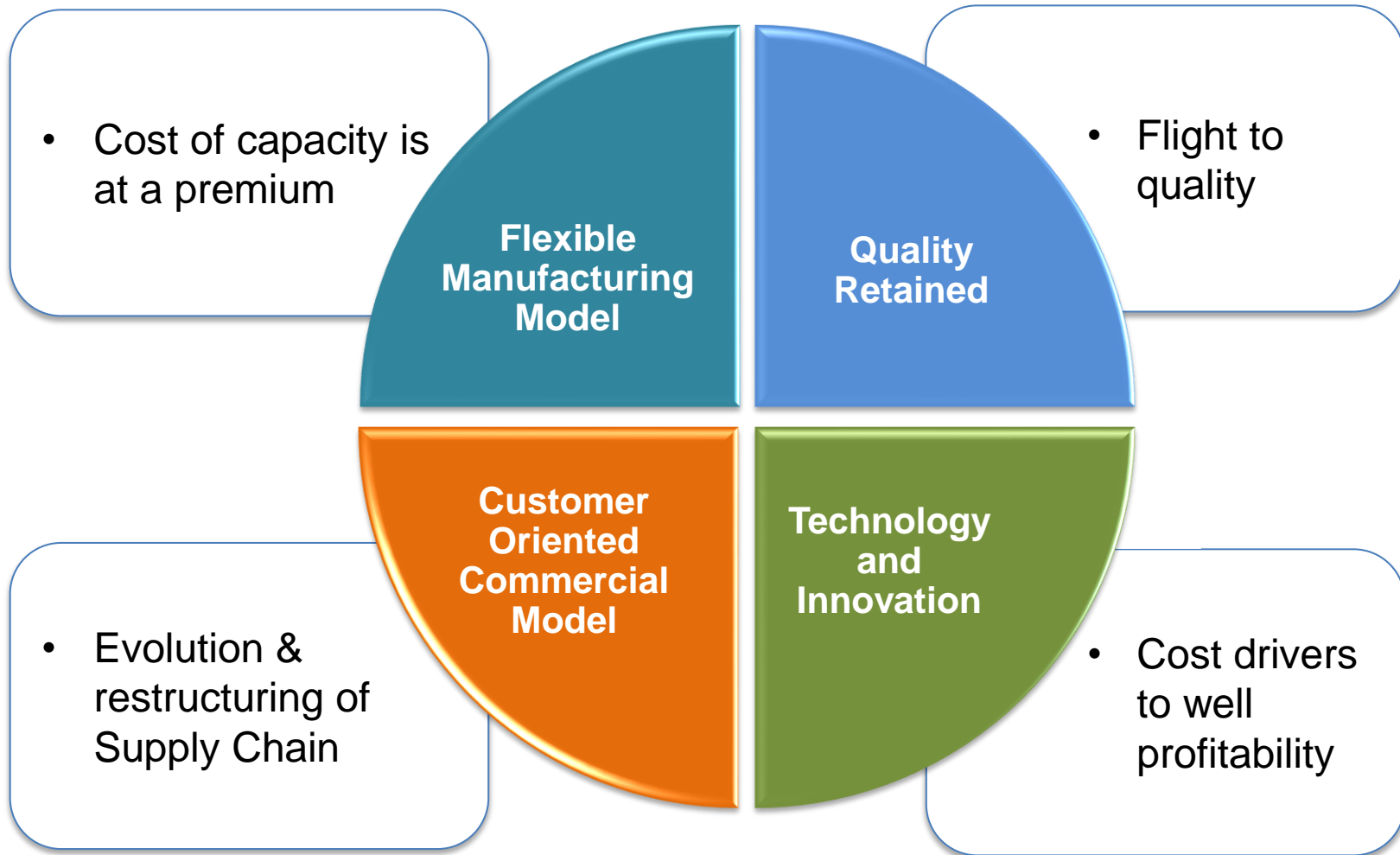
Embedded in all manufacturing processes

The price of quality is immeasurable

Historically, excluding acts of war, the world's largest oil related spills have been caused by a wellbore component failure

Based on US statistics, the likelihood of an on the job fatality is 7 times greater in the oilfield versus the average workplace

As the industry returns new themes emerge





Well Construction

- **Connection Technology Division**
- *Optimize and enhance WEDGE LOCK SF for Deepwater applications*



Well Completion

- **Titan Division**
- *Next generation perforating systems technology joint venture*



Well Intervention

- **Well Intervention Division**
- *Joint engineering work on pressure control systems*

US Onshore 600 rigs
is the new 1,000 +

- For every rig the consumption of kit is accelerating
- **Super laterals (extensions > 15,000 feet) with Total Depth Measurements extending 27,000 feet with over 120 stages** increases the number of perforating systems, completion accessories and tubulars for each well

- Lower rig counts mask the market potential

The rigs out there are running hard, consuming inventory quickly and will require immediate replenishment

Over 90% utilisation rates reported for high spec rigs

Over 300 high spec rigs operating

Each deepwater well is a large capital expenditure

- 30% of global oil production comes from offshore
- Ranges between \$80 to over \$300 million dollars per well
- Long lead time to develop and procure all of the components (up to five years)
- 20 projects expected to be greenlighted in 2017 (versus 9 in 2016)

Securing our share of offshore tenders creates long range order book and fills open capacity

Train wreck waiting to happen?

- US unconventional cannot supply all the future oil demand growth
- Oil discoveries at historic lows, creating future shortfalls
- Depletion rates will remain at 6% to 9% lowering available production
- Most industry analysts forecast oil demand growth of 1–2% per year
- Over \$600 billion of investment stripped out of industry, trillions of dollars will be needed to meet demand

Source: Bloomberg/Wood Mackenzie/ Rystad, Reuters / Kemp, EIA, OPEC, Deloitte,