

## **Investor Presentation** May 2017



## **Forward Looking Statements Caution**



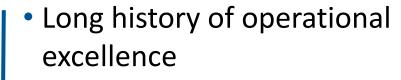
The following presentation contains certain statements that may be deemed to be "forwardlooking statements" within the meaning of the securities laws of the United States. All statements, other than statements of historical facts, addressing activities, events or developments that the Company expects, projects, believes or anticipates will or may occur in the future, the outlook for equipment and utilization and day rates, general industry conditions including bidding activity, future results of the Company's operations, capital expenditures, income tax matters, expansion and growth opportunities, financing activities, debt repayment, returns on capital, cash flows and other such matters, are forward-looking statements. Although the Company believes its expectations stated in this presentation are based on reasonable assumptions, actual results may differ materially from those expressed or implied in the forward-looking statements. For a more detailed discussion of risk factors, please refer to the Company's reports filed with the SEC, including the reports on Forms 10-K and 10-Q. Each forward-looking statement speaks only as of the date of this presentation, and the Company undertakes no obligation to publicly update or revise any forward-looking statement.

## **Strategic Profile**



A premier provider of specialized drilling services and rental tools in select U.S. and international markets





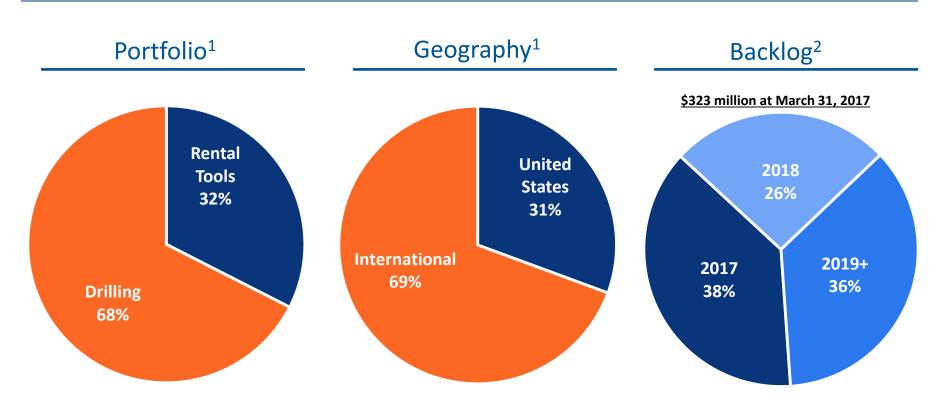
- Reputation for helping customers safely manage costs and mitigate operating risks
- Positioned for growth
- Maintained financial strength during downturn

Delivering innovative, reliable and efficient performance for over 80 years

**Revenue Profile** 



### **Revenue Profile**



#### <sup>1</sup>Prior four quarters thru 1Q'17

<sup>2</sup> Worldwide revenue backlog is an estimate of drilling revenues from drilling contracts. It does not include rental revenues and all other revenues we may earn, including those for added services, reimbursables, mobilization or demobilization; nor does it anticipate revenue reductions that may be due to conditions that would lead to reduced dayrates or early terminations.

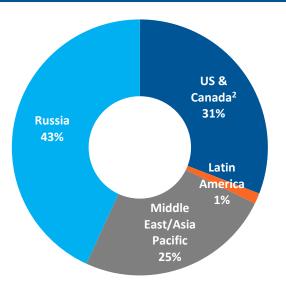
## **Drilling Overview**

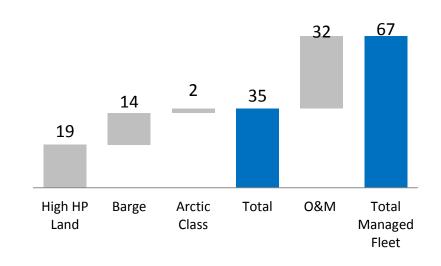


## **Operating Strengths**

- Highly capable fleet to meet complex drilling requirements
- O&M contracts leverage drilling experience and expertise
- Building scale in large and growing international markets
- Market share leader for barge rigs in the Gulf of Mexico

### Revenues by Geography<sup>1</sup>





Rig Fleet<sup>3</sup>

<sup>1</sup> Prior four quarters thru 1Q'17, excludes reimbursable revenues

<sup>2</sup> Includes US Lower 48, Alaska, and Canada

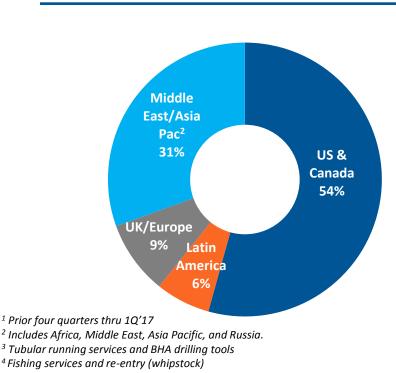
#### <sup>3</sup> As of March 31, 2017

## **Rental Tools Overview**

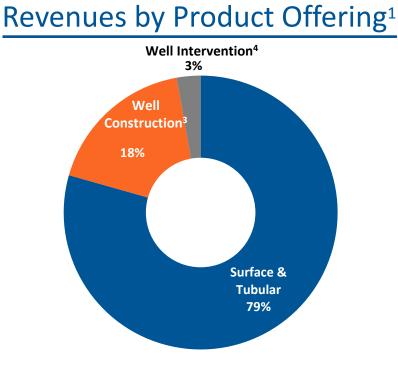


## **Operating Strengths**

- A leading supplier in U.S. land, U.S. offshore and international markets
- Strong growth in up cycles
- A solid international platform with major presence in Middle East
- Established in Gulf of Mexico offshore deepwater market



Revenues by Geography<sup>1</sup>



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## **Leveraging Operational Excellence to Grow**



Positioned to build on track record and strong market presence to benefit from industry recovery

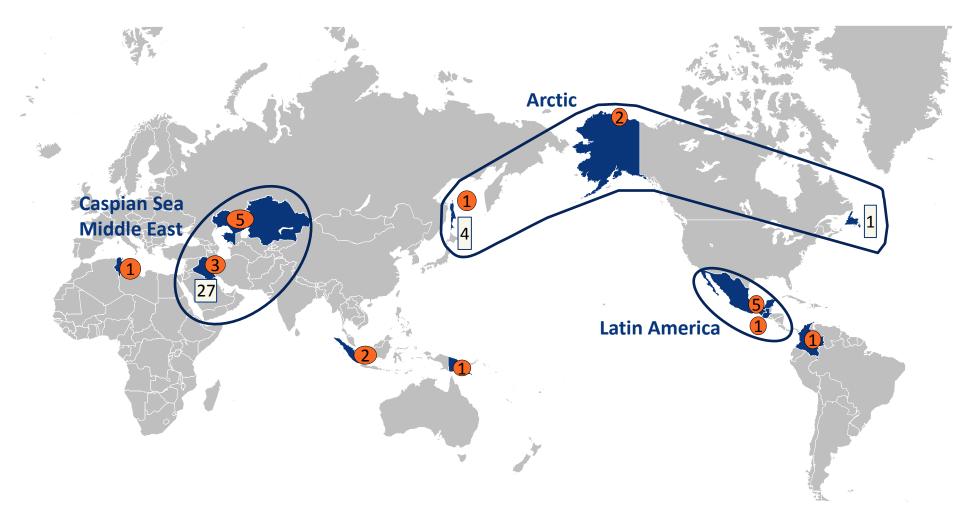
 Focusing on profitable growth markets and customers that reward efficiency, safety and results

 Leveraging reputation as innovative, reliable and efficient operator to grow market share

• Able to quickly reactivate quality idle assets to generate good margins as market conditions improve

## **Growth Opportunities in Core Intl. Markets**





Location and number of Parker-owned rigs Location and number of O&M operations

Core PKD market/region

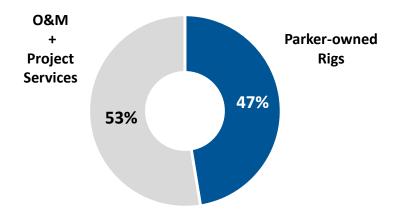
Increased tendering activity in markets with idle Parker-owned rigs including Kazakhstan, Kurdistan and Mexico

## **Expanding O&M Business**

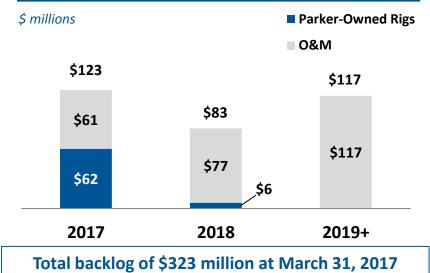


- O&M service scope can be scaled to customer needs with typically longer-term (2+ years) contracts
- Capital-light business model
- Enhance overall returns on capital
- O&M contracts enhance earnings and cash flow visibility

### Drilling Revenues by Service Type <sup>1,2</sup>



Total Contracted Backlog<sup>3</sup>



<sup>2</sup> Excluding reimbursables

<sup>3</sup> Worldwide revenue backlog is an estimate of drilling revenues from drilling contracts. It does not include rental revenues and all other revenues we may earn, including those for added services, reimbursables, mobilization or demobilization; nor does it anticipate revenue reductions that may be due to conditions that would lead to reduced dayrates or early terminations.

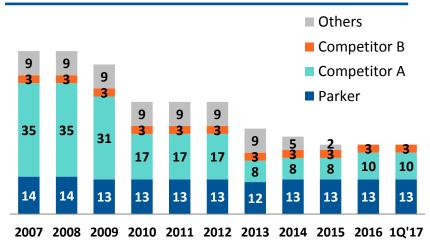
<sup>&</sup>lt;sup>1</sup> Prior four quarters thru 1Q'17

# **Maintain U.S. Barge Business for Recovery**



#### **Unique Operating Strengths**

- GOM inland water market remains attractive with low breakeven oil price
- Strong operating leverage to recovery
  - Minimal capital expenditures required to restart idle assets





- Market Leader with solid historical results
  - 2014 Gross Margin: \$68mm
  - 2014 Utilization: 72%
- Breakeven Gross Margin projected at approx. 30% utilization<sup>1</sup>

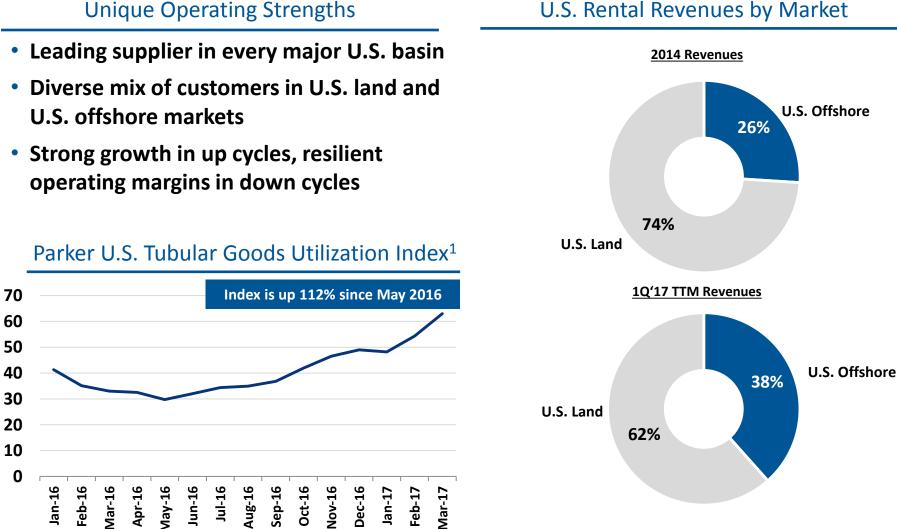
#### Rig 30B

#### <sup>1</sup> Adjusting for start-up expenses

#### Historical Barge Rig Count

# U.S. Rentals – Leading U.S. Supplier



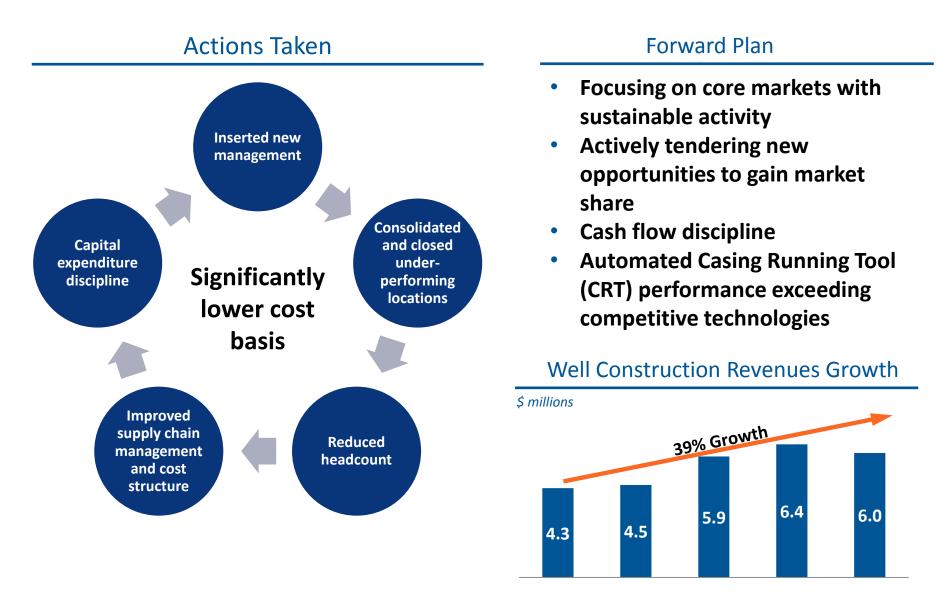


U.S. Rental Revenues by Market

<sup>1</sup> The Parker U.S. Tubular Goods Utilization Index represents the proportion of tubular goods (drill pipe and related products) that were on rental compared to the total inventory of tubular goods, and indexed to a base level of tubular goods inventory on rental. Tubular goods rentals do not account for all the U.S. Rental Tools 11 segment's revenues.

# **Int'l Rentals - Improving Performance**





**1Q '16 2Q '16 3Q '16 4Q '16 1Q '17** 12

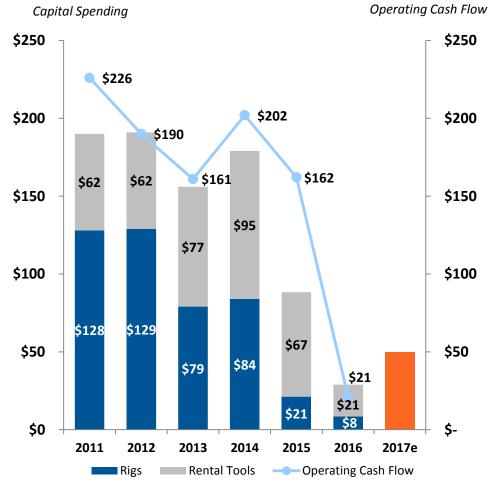
# **Cash Flow Discipline**



### **Action Items**

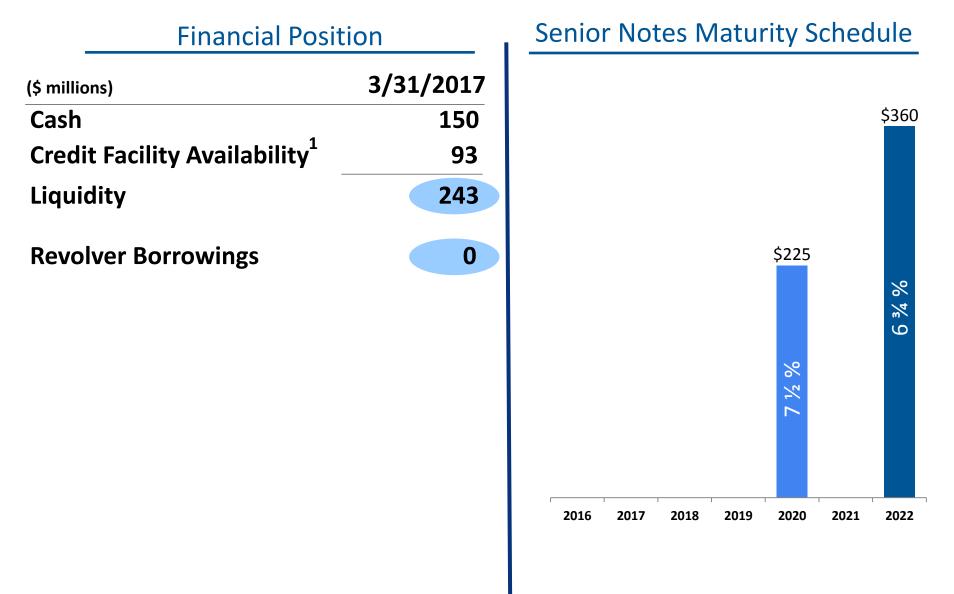
- Continue to safely manage costs while maintaining strong business lines
- Continue to balance capital spending and cash flow
- Spend ≈\$50 million in capex in 2017, including growth capital
- Be ready to adjust capital spending to align with market conditions

## Cash Flow and Capital Spending



<sup>(\$</sup> millions)

## **Maintaining Strength & Financial Flexibility**



**PARKER DRILLING** 

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<sup>1</sup> Portion used to support letters of credit is deducted: \$6 million at 3/31/17. Credit facility availability limited by Senior Secured Leverage covenant: \$1 million at 3/31/2017

## Summary



- Well positioned to participate in market recovery
  - Quality idle equipment located in improving markets that can be put back to work relatively quickly
- Leveraging reputation as innovative, reliable and efficient provider to maintain and grow market share
  - Long established relationship with major companies that are expected to become more active
- Strong balance sheet, liquidity and backlog
  - \$243 million liquidity, including undrawn revolver
  - \$323 million contract backlog



