



## **2012 Half Year Results**

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#### **Titan's Strategy**



- Titan Energy Services ("Titan") is a diversified oil and gas field services company focused on the coal seam gas ("CSG") to liquefied natural gas ("LNG") industry.
- Titan's services currently include:



- Titan's strategy is to leverage:
  - » The significant expenditure being undertaken in the CSG-LNG industry; and
  - » Its extensive CSG-LNG industry knowledge and contacts.
- Titan will diversify its business to include:
  - » An expanded equipment hire service;
  - » Transport and logistics services; and
  - » Other complementary CSG services businesses that make sense.

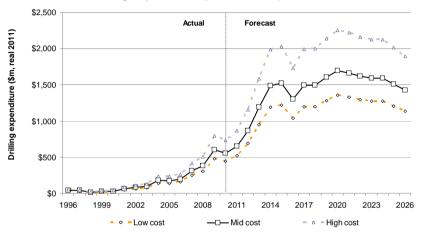
#### **Industry Growth**



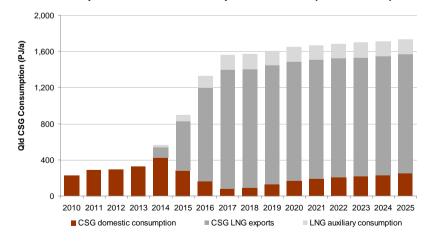
- Titan's key target is the rapidly growing CSG-LNG industry.
- Drilling expenditure in QLD is forecast to increase from c.\$650 million p.a. in 2011<sup>(1)</sup> to over \$1.5 billion p.a. by 2015<sup>(1)</sup> (see chart to the top right).
- Production of QLD sourced CSG-LNG is forecast to increase from c.250 PJ/a in 2011 to c.900 PJ/a by 2015 (see chart on the bottom right hand side).
- To meet the growing LNG production capacity, the number of CSG wells being drilled per annum is forecast to increase from c.600 wells in 2010 to over 2,000 wells by 2016.
- The majority of these wells will be drilled in remote locations requiring temporary accommodation, drilling and logistics support.

Note:(1) Mid cost forecast from the ACIL Tasman forecast included in Titan's IPO prospectus.

#### QLD CSG-LNG drilling expenditure (1995 to 2026)



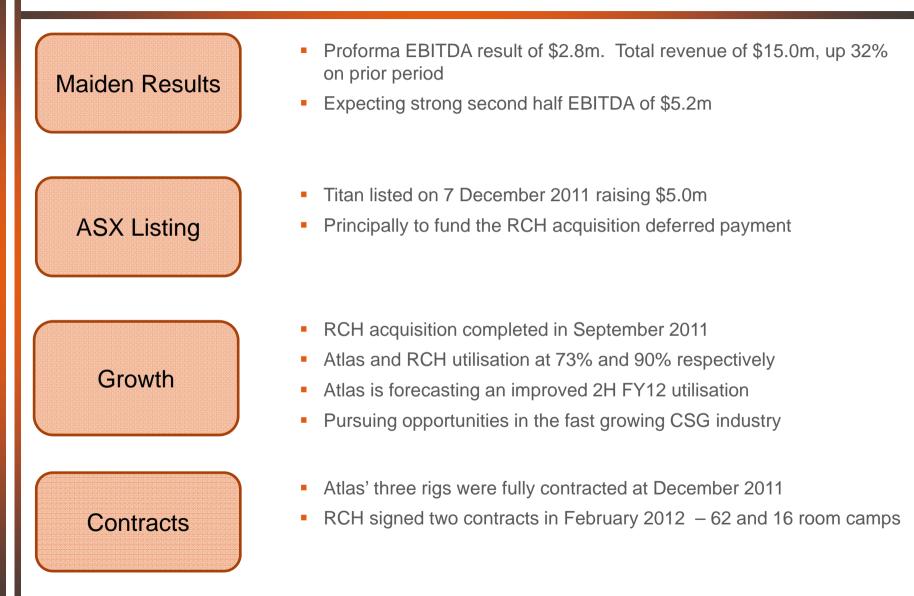
QLD CSG-LNG production and consumption forecasts (2010 to 2025)



Source: ACIL Tasman

### 2012 Half Year - Highlights





### 2012 Half Year - Key Financial Statistics







## 2012 Half Year – Results Summary

\$M	2012	2011	Var		
Revenue					
Atlas	10.5	8.5	23%		
RCH	4.5	2.8	60%		
Total Revenue	15.0	11.3	33%		
EBITDA Margin	16%				
EBITDA	2.4				
EBIT	0.7				
NPBT	0.4				
NPAT	0.3				
Effective Tax Rate <sup>1</sup>	35%				
		Notes			
Statutory EBITDA	2.4		Effective tax rate impacted by non deductible share base payments in the current year.		
Acquisition and share payments <sup>2</sup>	0.4	2. RCH acqu advisory c	<ol> <li>RCH acquisition (legal, accounting, finance and other advisory costs), director options and management</li> </ol>		
Proforma EBITDA	2.8	performance rights and options associated with the IPO.			





# **Atlas Drilling**

#### **Atlas Drilling – Business Background**



- Atlas Drilling ("Atlas") commenced in 2007 with first rig
- Business has grown to encompass two owned rigs and one rig under an O&M agreement
- Good track record of profitability
- Experienced team with deep industry experience
- Atlas is maturing as a business and brand
- Rig contract terms usually 6 12 months in line with industry practice

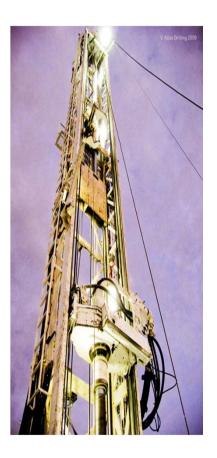




#### Atlas Drilling – Financial Update

	Dec 2011	Dec 2010	Var
Sales \$m	10.5	8.5	23%
EBITDA \$m	1.1		
EBITDA Margin	11%		
Utilisation	73%	39%	34%
Assets \$m	19.6		

- Strong yoy sales growth driven by major oil and gas company contract in conjunction with smaller 2<sup>nd</sup> tier exploration company contracts
- Margin and utilisation impacted by extended maintenance period for Rig 2 during which time it underwent a major upgrade
- Full complement of rig staff kept during this period to enable a new contract to commence at the completion of the maintenance period
- Strong order book generating momentum into the second half with utilisation expected to increase to c. 80%



#### **Atlas - Operational Update**



- In October 2011, Rig 2 was contracted through to 31 December 2013
- In November 2011, Rig 1 was contracted for 7 + 1 wells with a six month extension. Total 21 wells
- At 31 December, 2011, all three rigs were fully utilised
- The key focus of Atlas will be on rig utilisation, staff retention and continual improvements in maintaining a safe working environment
- Rig 3 (owned by a third party) is expected to go to work for the owner from May 2012
- Rig 3 is undergoing maintenance at present and is seeking a short term contract prior to it working for its owner in May 2012
- Atlas has appointed Gus van der Heide to the role of Divisional CEO
- Jim Diakos continues his role as GM responsible for contract continuity, client relations and new rig projects







## **Resources Camp Hire**

### **RCH – Business Background**



- RCH commenced in May 2010 with one camp
- Product is robust, containerised, portable camps
- RCH offers turn key solutions accommodation, transport/ logistics, camp management and catering services
- Acquisition by Titan completed in September 2011
- Room capacity has grown from 110 rooms at 30 June 2011 to 158 rooms in December 2011
- Forecast capacity at 30 June 2012 is 274 rooms



### **RCH – Financial Update**



	Dec 2011	Dec 2010	Var
Sales \$m	4.5	2.8	60%
EBITDA \$m	2.1		
EBITDA Margin	48%		
Utilisation	90%	88%	2%
Assets \$m	18.3		



- Full six months trading included in first half results
- Revenue growth driven by increased room capacity
- EBITDA margin remains strong and room rates are stable
- Additional revenue opportunity by extending camp applications to infrastructure, pipeline and road projects
- Low fixed overheads provide strong position to maximise profit growth from increased revenues
- RCH have facilities to manufacture the majority of their camps

### **RCH - Operational Update**



- Increased enquiry from non drilling related businesses such as road crews, civil engineering companies (pipelines) and seismic companies since acquisition
- The RCH business is growing quickly from 110 rooms at acquisition to an expected 274 rooms by 30 June 2012
- Since Titan's acquisition of RCH in September 2011, the business has obtained the following contracts:

Contract	Rooms	Start date	Term	Option
1	16	23 November 2011	3 months	1+1 month
2	15	7 February 2012	1 month	1+1 month
3	62	6 February 2012	3 months	Monthly

All of RCH's camps are currently contracted





## **Growth Plans & Outlook**

#### **Growth Plans**



#### Portable Camps



- Product development "Fly camps" low budget to 100 man more "permanent" camps
- Geographic expansion Expand operation into NSW and WA
- Industry Market outside CSG into infrastructure, road crews, seismic, pipelines etc...

#### **CSG** Drilling



- Secure longer term and higher margin contracts with existing rigs
- Consider further expansion through organic or acquisition growth
- Consider diversification into "workover and completion" drilling through acquisition



#### Equipment Hire



- Leverage under utilised assets in both Atlas and RCH
- Establish a hire business in the next 6-12 months
- Commit additional capital on important, high use (in demand) items

#### Transport and Logistics



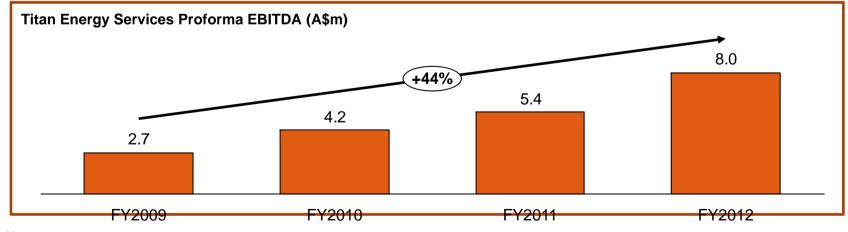
- RCH and Atlas have transport assets that are not fully utilised
  - These assets can form the foundation of an independent transport/logistics business
- Assess developing a business organically, through acquisition or JV

### Outlook



- Guidance
  - Full year forecast proforma EBITDA of \$8.0m
  - Weather conditions may influence result
- Trading
  - Strong second half expected
  - Increased camp capacity and utilisation
  - Improved utilisation of rigs through current contracts

- Growth
  - Organic and acquisition opportunities in various stages of development
  - More diversified oil and gas services business
  - Weighted avg room capacity at 30 June 2012 of 161. Expect FY13 to commence with 274 rooms (70% increase)



#### <u>Notes</u>

(1) FY2009 and 2010 do not include RCH as RCH trading commenced May 2010.

(2) Public company costs of \$1.0m are included in FY12, but not included in FY09-11.





## Questions





# Appendix



### 2012 Half Year – Results summary

\$'m	2012	2011	Var
Revenue			
Atlas	10.5	8.5	23%
RCH	4.5	2.8	60%
Total Revenue	15.0	11.3	33%
Operating Costs	12.6		
EBITDA	2.4		
Depreciation	1.7		
EBIT	0.7		
Interest	0.3		
NPBT	0.4		
Income Tax Expense	0.1		
NPAT	0.3		
Statutory EBITDA	2.4		
Acquisition and share based payments (1)	0.4		
Proforma EBITDA	2.8		

#### Notes

1. RCH acquisition (legal, accounting, finance and other advisory costs), director options and management performance rights and options associated wit the IPO