



2013 Full Year Results

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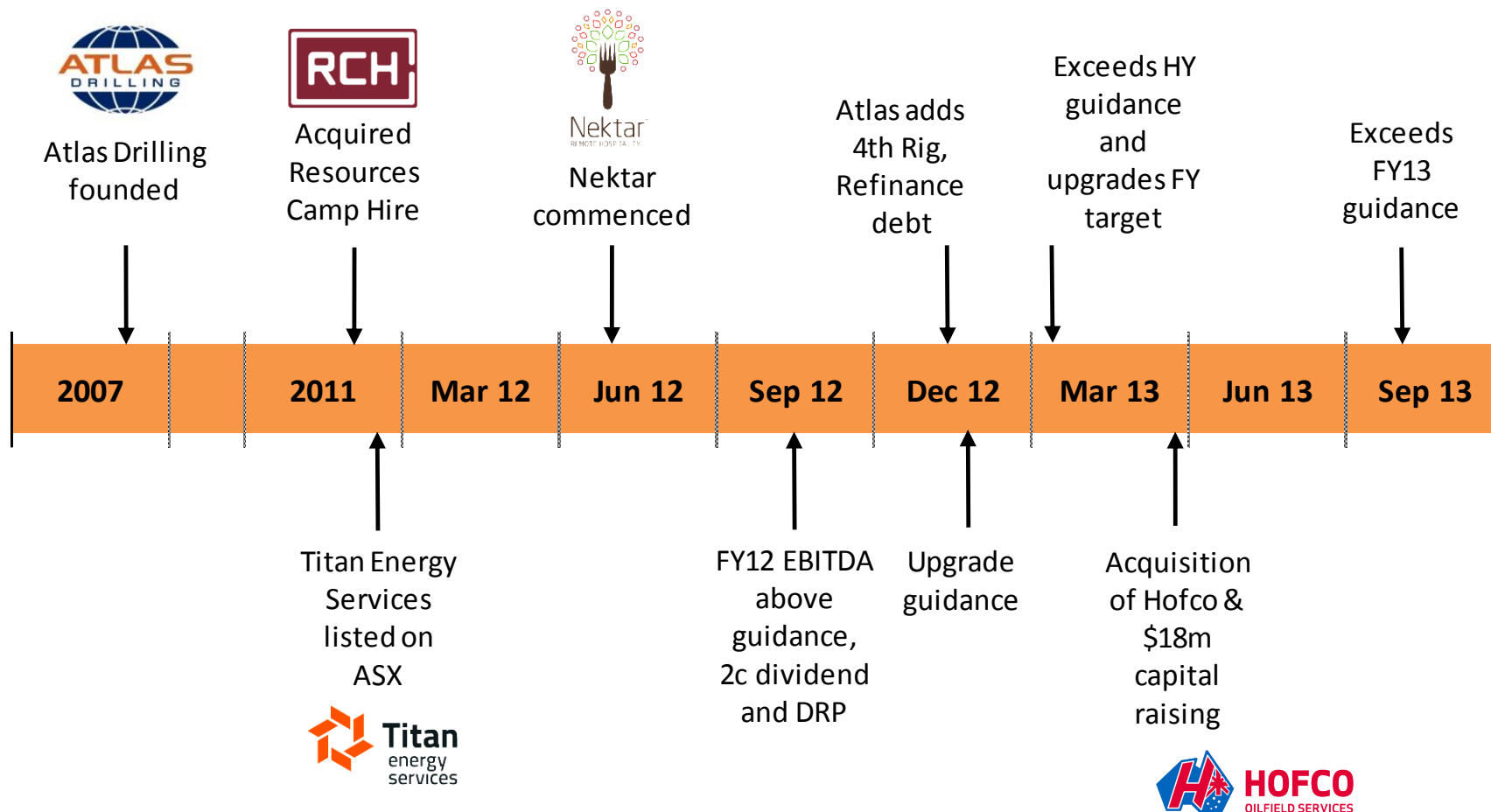
1. Titan overview (ASX:TTN)

- Titan is an energy and infrastructure services group focused on the growing Queensland CSG industry
- During FY13, Titan has:
 - Added a fourth Rig and maintained 91% utilisation within Atlas
 - Increased RCH room numbers from 236 to 674
 - Taken Nektar from start-up to 8 contracts (currently 6 contracts)
 - Acquired Hofco Oilfield Services in March 2013
 - Four earnings upgrades and delivered on final guidance
- Titan will continue to examine opportunities to grow/diversify organically and through acquisition

The Titan Energy Services Group

 <ul style="list-style-type: none"> ■ 4 rigs under contract ■ 3 owned rigs, 1 hired ■ High utilisation ■ 'Blue chip' customers 	 <ul style="list-style-type: none"> ■ 674 rooms - June 2013 ■ Servicing CSG construction and production projects ■ Experiencing good growth 	 <ul style="list-style-type: none"> ■ Organic start-up business ■ Commenced in April 2012 ■ 8 contracts secured ■ Experiencing solid growth 	 <ul style="list-style-type: none"> ■ Rental provider of drilling equipment to the oil and gas sector ■ Growth potential under Titan ownership
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2. Titan history



3. Titan strategy

LEVERAGE

- Capitalise on significant expenditure in the CSG-LNG industry over next 20+ years; and
- Extensive CSG-LNG industry knowledge and contacts

DIVERSITY

- By business (Drilling, Camps, Catering, Rental, Other)
- By geography (Qld, NT, SA & others)
- By industry segment (CSG, rail, road, pipeline, etc)

GROWTH

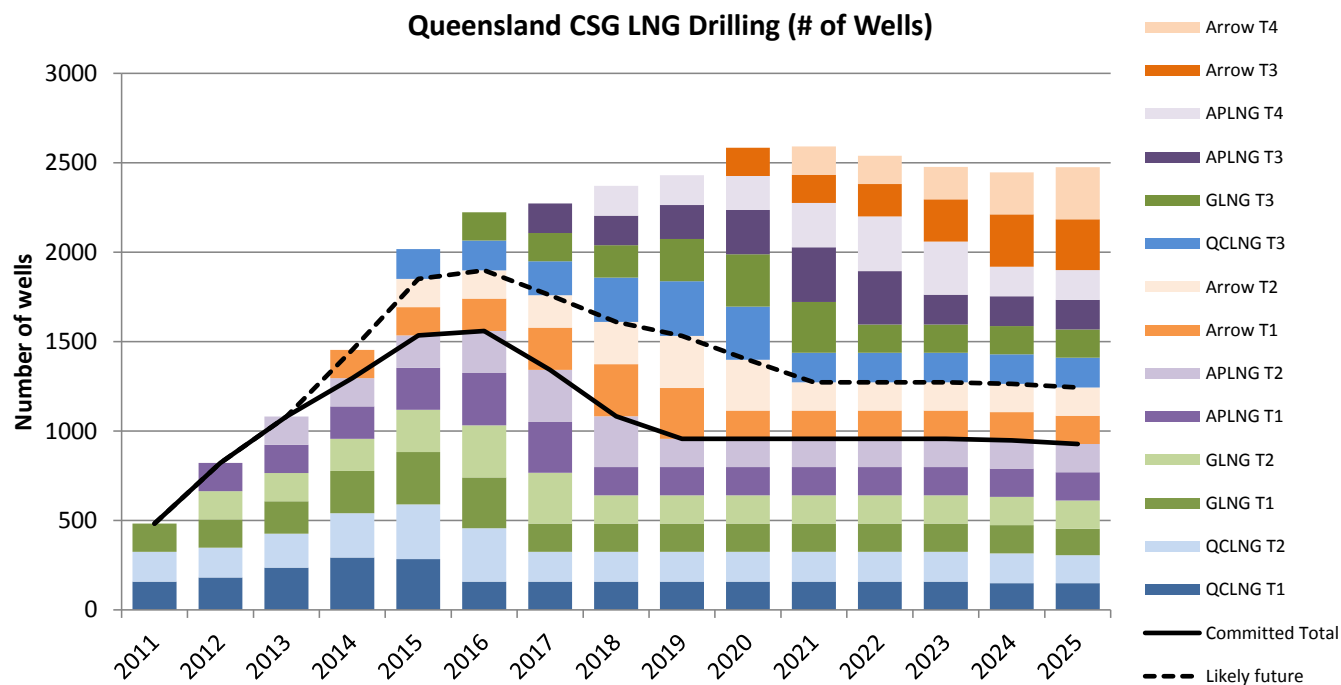
- RCH room growth as demand dictates
- Nektar to target permanent camps and business outside CSG
- Expand Hofco's rental offering and improve utilisation
- Examine new opportunities to grow organically and through acquisition
- Right people in the right roles



4. Delivering on strategy

Strategic objective	FY13 Result	
Shareholder returns	Dividends of 5.5c per share declared Earnings per share of 22.2 cents	☑
Deliver earnings guidance	Four earnings upgrades during the year EBIT \$14.5m, \$1m above final guidance	☑
Leverage	New Origin contract for Atlas Nektar benefiting from growth in RCH	☑
Diversity	Nektar - organic start-up Hofco acquisition Proposals in new markets	☑
Growth	RCH - 186% growth in room numbers Atlas - construction and deployment of fourth rig Nektar - start-up to \$1.9m EBIT in first year Hofco - additional capital spend to grow revenue	☑
Investment in people	Key appointments this year including leadership, safety, operational and business development roles	☑

5. Queensland CSG well profile



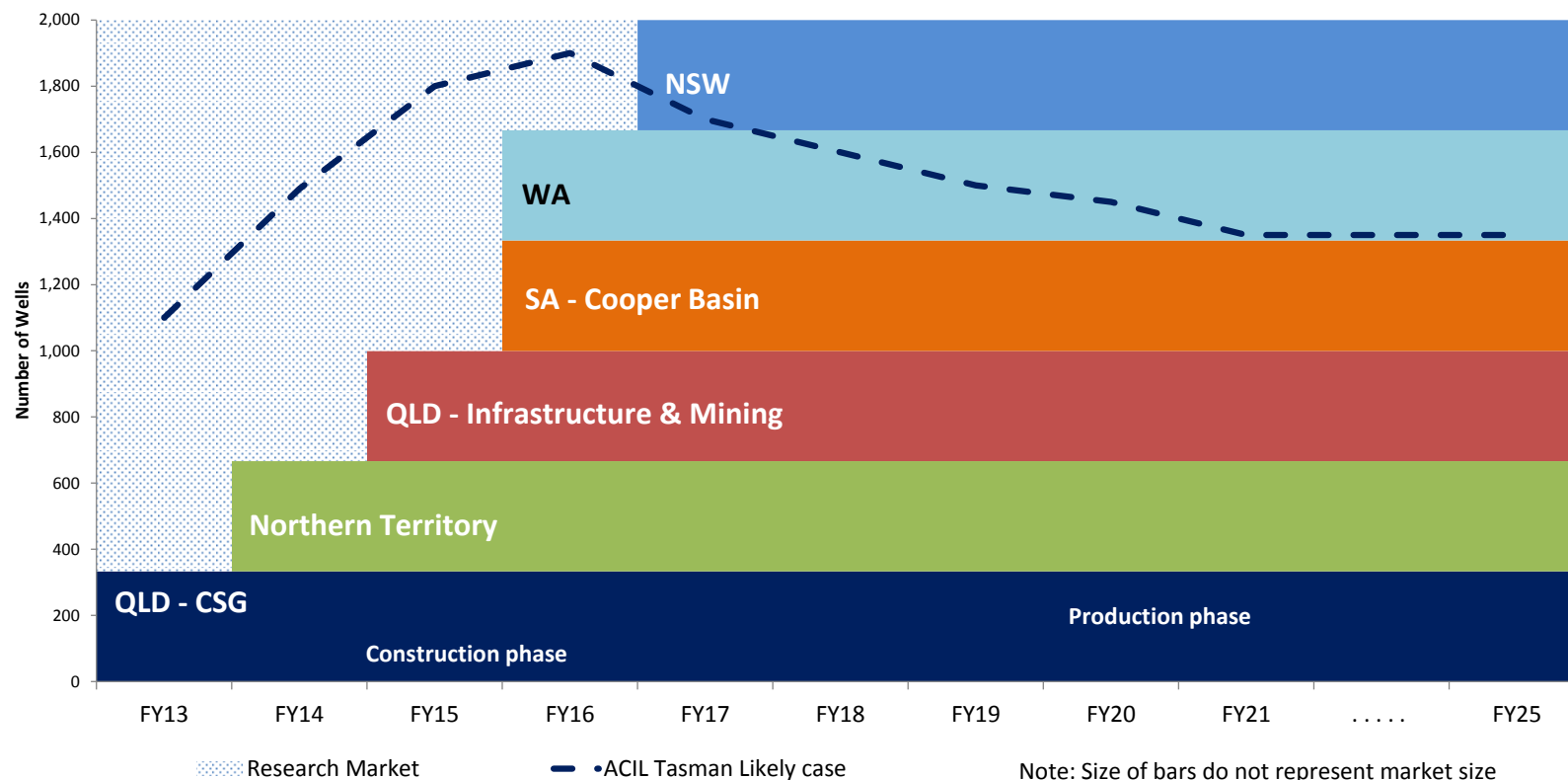
- Current wells ~1,000 per annum
- Wells forecast to peak in 2016 at ~1,900 ⁽¹⁾
- Ongoing number of wells expected to be ~1,300 per annum ⁽¹⁾

Note:

(1) Well numbers based on 8 LNG trains

6. Growth opportunities – not just Qld or CSG

Forecast QLD CSG drilling activity & Titan growth plans



- Research and sales effort currently being conducted in a number of new markets
- Future growth beyond Qld CSG expected to come from geographic and industry diversification

7. Group highlights

NPAT OF \$9.1M

- 296% increase on previous corresponding period (pcp)

EBIT OF \$14.5M

- 272% increase on pcp and above market guidance

EARNINGS PER SHARE - 22.2 CPS

- 147% improvement on pcp

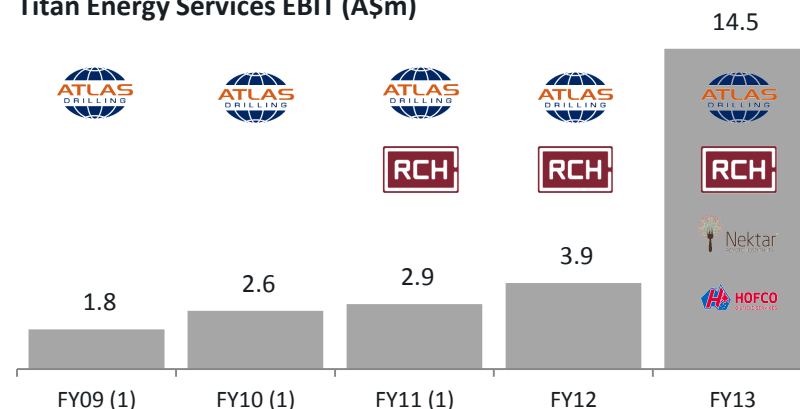
DIVIDENDS - FULLY FRANKED

- 3.5cps final dividend, to be paid on 6 September 2013
- c25% NPAT dividend payout ratio for FY13
- 2.0c interim dividend paid in March 2013

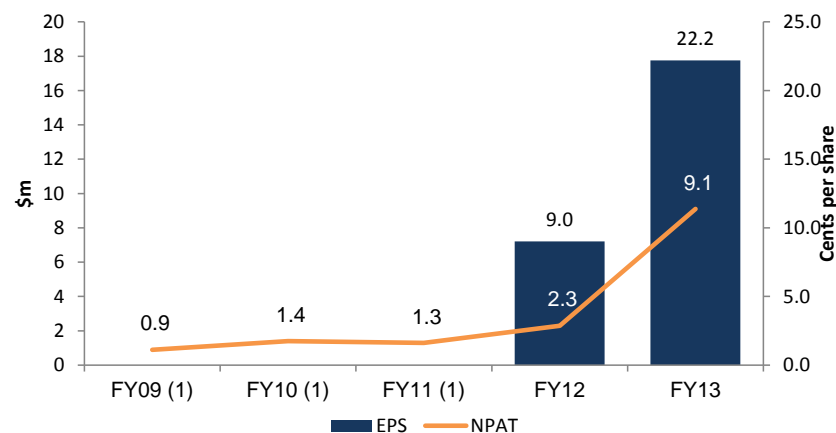
ACQUISITIONS

- Successful acquisition of Hofco
- Full integration and growth of RCH

Titan Energy Services EBIT (A\$m)



Titan Energy Services NPAT (\$m) & EPS (cps)



Note 1: Pro Forma Consolidated Results for Titan Energy Services for year ended 30 June 2011, assuming Titan Energy Services operated RCH and Atlas Drilling for year then ended. Prior year results based on audited management accounts of Atlas Drilling and RCH that now form part of the Titan Group. For the FY11 year, RCH was owned by the Hinman Group with whom the Titan Group entered into an asset sale agreement to acquire the assets of RCH as of 1 July 2011. These results formed the basis of the historical data provided in the Titan Prospectus in November 2011.

8. Business highlights

ATLAS

- Record EBIT of \$4.2m – up 50% on pcp
- Deployment of fourth Rig (1+1)
- Rig utilisation 91%

RCH

- Record EBIT of \$9.0m, up 221% on pcp
- Room capacity increased 186% to 674 rooms
- Utilisation consistent with prior year at 84%

NEKTAR

- Nektar delivered first year EBIT of \$1.9m
- 62,694 man days catered
- Appointment of key staff

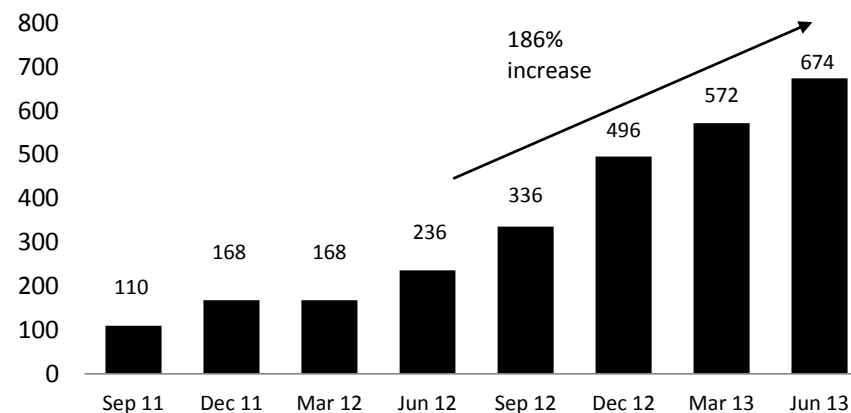
HOFCO

- Acquisition of Hofco for \$20.9m ⁽¹⁾
- Half year EBIT of \$2.9m
- Growth opportunities identified

Note:

(1) Adjustment to the acquisition price from \$21.7m to \$20.9m due to improvement in the Hofco cash position from announcement to settlement.

RCH Number of Rooms Available



9. Safety and training

- Group Total Recordable Injury Frequency Rate (TRIFR) includes lost time, medical treatment and alternative duty injuries. There were two lost time injuries in FY13
- TRIFR for FY13 was 16.9 (FY12 – 17.9) with management focussed on further improvement in FY14
- Safety initiatives implemented during the year:
 - Safety recognition/ reward program for field based employees
 - Additional safety staff employed
 - Generation of a Safety/ Behavioural Intervention Training program
 - Whole of company stand down meetings held in Nektar
 - Additional initiatives to be implemented in FY14



10. Full year results overview

\$ Million	Actual FY13	Actual FY12	Change
Revenue	72.9	33.5	118%
EBIT	14.5	3.9	272%
<i>EBIT margin %</i>	<i>19.9%</i>	<i>11.6%</i>	8.3%
Net Profit After Tax	9.1	2.3	296%
<i>NPAT margin %</i>	<i>12.5%</i>	<i>6.9%</i>	5.6%
Basic earnings per share (cents)	22.2	9.0 ¹	147%
Dividends declared per share (cents)	5.5	2.0	175%

Note:

(1) EPS of 10.81 previously reported for the year ended 30 June 2012 has been retrospectively adjusted to reflect the impact of share issues during the current year that if in existence at 30 June 2012, would have impacted the EPS calculation, per the requirements of AASB 133.

11. Atlas Drilling overview

BUSINESS STRATEGY

- Ensure rigs are continuously contracted
- Develop strong relationships with key clients
- Expand the business with top tier clients with long term work
- Explore opportunities in work over rigs

CURRENT BUSINESS

- Operating for 6 years in CSG-LNG industry
- 3 Rigs owned, 1 Rig hired ⁽¹⁾
- 1 Rig with QGC and 3 Rigs with APLNG ⁽²⁾

Note:

- (1) The Rig 3 contract involves Atlas Drilling operating the rig on behalf of a third party under an operating and maintenance contract. When the Rig is working for a third party, such as APLNG, the Rig is rented by Atlas Drilling.
- (2) Rig 1 will come off contract in September, early discussions with potential clients have generated interest and positive feedback.

Rig#	Client	Term	Start	End	Comments
Rig 1 ⁽²⁾	QGC	~12 months	Sept 2012	Sept 2013	Talking to interested parties
Rig 2	APLNG	6 months	May 2013	Nov 2013+	6 month option
Rig 3 ⁽¹⁾	APLNG	6 months	Dec 2012	Nov 2013	6 month option exercised
Rig 4	APLNG	12 months	June 2013	May 2014+	1 year option

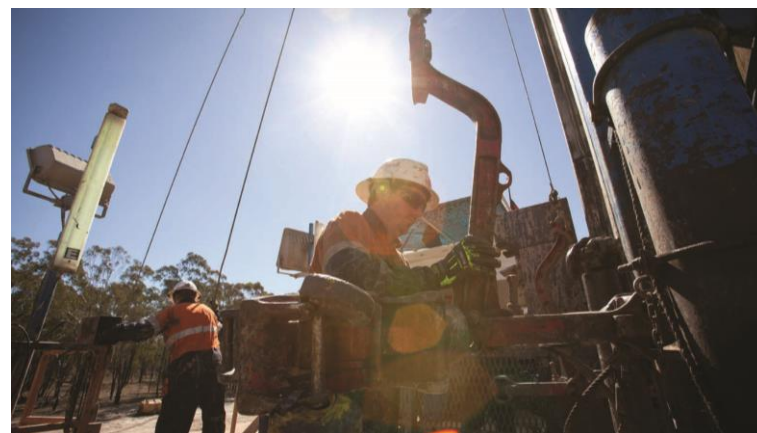
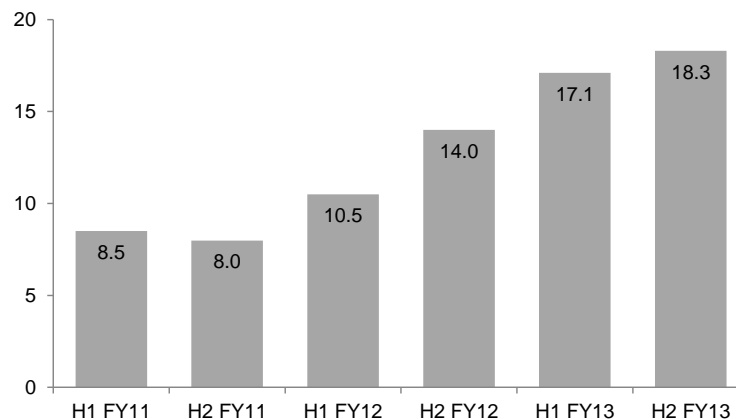
PAST / PRESENT CUSTOMERS



12. Atlas Drilling financial performance

\$ Million	Actual FY13	Actual FY12	Change
Utilisation	91%	82%	9%
Revenue	35.4	24.5	44%
EBIT	4.2	2.8	50%
EBIT margin	12%	11%	1%
CAPEX	5.9	3.3	79%
PP&E	17.8	14.6	22%

Atlas revenue (\$m)



- Record profit and expansion of Rig fleet to four
- Utilisation remained high due to solid contracts with major oil and gas companies
- Margin remained flat despite downtime on Rig 2 in preparation for new contract with APLNG
- Capital upgrade to Rig 2 and purchase of Rig 4

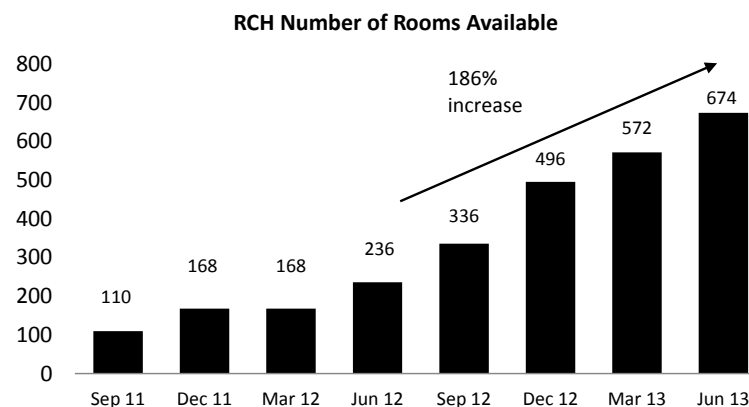
13. RCH overview

BUSINESS STRATEGY

- Capitalise on Qld CSG in the short term
- Explore preferred supplier status with CSG majors
- Expand relationships with existing key clients
- Explore opportunities in other markets – NT, SA, etc

CURRENT BUSINESS

- Acquired in September 2011 with capacity of 110 rooms
- Grown to current capacity of 674 rooms primarily through operating lease arrangements
- Current contracts range from 3 to 18 months (average ~6 months)
- Additional camps ordered for delivery to service future contracts



14. RCH financial performance

\$ Million	Actual FY13	Actual FY12	Change
Year End rooms	674	236	186%
Weighted rooms	462	148	212%
Utilisation	84%	86%	(2%)
Room rate	\$125	\$131	(5%)
Total Revenue	33.9	9.1	273%
Camp Revenue	17.7	6.1	190%
EBIT	9.0	2.8	221%
EBIT margin	27%	31%	(4%)
Capex	3.1	4.3	(28%)
PP&E	15.6	14.2	10%

- Significant revenue growth driven by strong demand and expanding room capacity from suppliers
- Utilisation maintained during the year
- EBIT margin remains strong, room rates impacted by a change in the mix of room types
- Strong enquiry from a range of sectors
- Significant increase in capacity during FY13 from 236 to 674 rooms
- Capex related to camp ancillary components unable to be leased ie power, water, oilfield skids etc
- As at 30 June 2013, 32% (213) of rooms were owned and the balance (461) were under operating lease arrangements

15. Nektar overview

BUSINESS STRATEGY

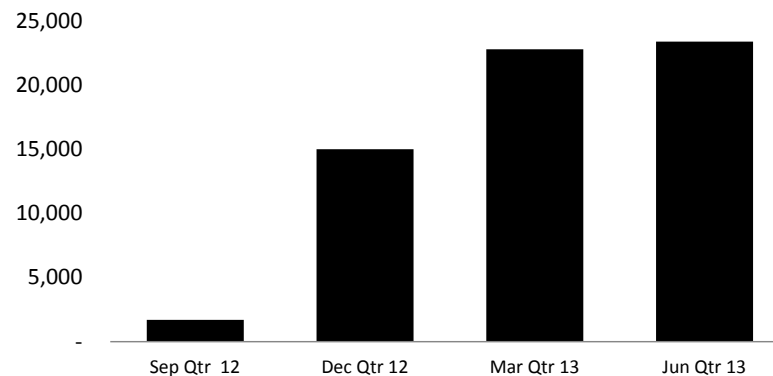
- Low capital intensive business which targets remote catering opportunities throughout Australia
- Expand into different geographical and industry segments
- Target temporary and permanent catering and camp management
- Offer high quality catering and camp management services to remote accommodation service providers



CURRENT BUSINESS

- Established by Titan in April 2012
- Currently servicing 6 contracts equating to serving 62,694 meal days in its first year of trading
- Catering to ~ 80% of RCH camps
- Developed strong reputation for quality food and service

Nektar Man Days Catered *



* Number of days Nektar has catered x number of people catered per day

16. Nektar financial performance

\$ million	Actual FY13	Actual FY12
Man days catered	62,694	276
Total Revenue	8.6	0.03
EBIT	1.9	(0.04)
EBIT margin	22%	<i>n/a</i>
Capex	-	-
PP&E	-	-

- First Full Year of trading recorded EBIT of \$1.9million
- Revenue grew significantly during the year as additional contracts won
- EBIT margin in-line with expectations for the business
- Low capital intensity and strong return on equity employed



17. Hofco overview

BUSINESS STRATEGY

- Expansion of down-hole tools available for rent
- Focus on CSG sector, potential to expand into alternative drilling markets and appoint a BDM
- Expand the business geographically
- Capitalise on existing Titan Group clients

CURRENT BUSINESS

- Established in 1980, acquired by Titan in March 2013
- Market leader in CSG drilling rental equipment
- Specialised equipment with lower utilisation but high margin
- Equipment hired on a day rate from 1 week to 12 months
- Customer responsible for replacement of lost equipment and refurbishment costs (low maintenance/servicing costs)

PAST / PRESENT CUSTOMERS

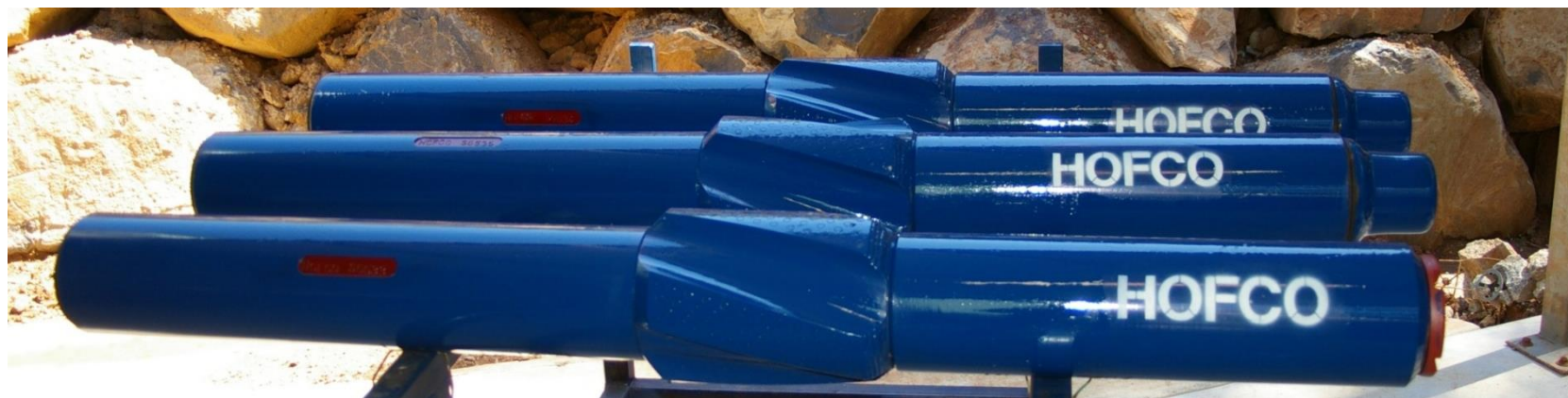


Non Magnetic Drill Collars

18. Hofco financial performance

\$ Million	Actual FY13	Actual FY12
Total Revenue	3.7	n/a
EBIT	2.9	n/a
EBIT margin	78%	n/a
Capex	0.5	n/a
PP&E	6.2	n/a

- First 6 months of trading under ownership of the Titan group
- Hofco delivered an EBIT result in-line with expectations
- Capital being deployed in the business to grow revenue
- Integration continues and growth plans being developed



19. Group cashflow

\$ Million	Actual FY13	Actual FY12
Cash flow from operations	9.3	6.4
CAPEX	(9.7)	(6.3)
Proceeds from disposal of PP&E	0.4	0.1
Acquisition	(15.1)	(16.5)
Proceeds from borrowings	3.8	4.8
Proceeds from issue of shares ⁽¹⁾	17.7	11.1
Cash held on the acquisition of Atlas	-	1.8
Dividends paid	(1.2)	-
Net Cash flow	5.2	1.4

- CAPEX spend mainly invested in Atlas and RCH growth
- Maiden dividend payment during the year
- Future cashflow will be used to grow the business organically or through acquisition and to pay dividends to shareholders (targeting 25% NPAT payout ratio)

Note:

(1) Net of capital raising costs

20. CAPEX

\$ Million	Actual FY13	Actual FY12
<u>Expansion</u>		
Atlas Drilling	5.0	1.6
RCH	3.0	4.3
Hofco	0.5	-
Titan	0.2	-
Total	8.7	5.8
<u>Maintenance</u>		
Atlas Drilling	0.9	1.7
RCH	0.1	-
Total	1.0	1.7
Total CAPEX	9.7	7.6

- Atlas expanded the business with the construction of a fourth rig and upgrades to rig 2
- RCH strategy of funding rooms growth through operating leases
- RCH Capex spent mainly on ancillary components for camps
- Additional equipment purchased by Hofco to expand offering and grow revenue
- Future CAPEX spend mainly on rig maintenance, components of camps, and additional equipment for Hofco
- Weighted average room rental period of 2.6 years

21. Outlook

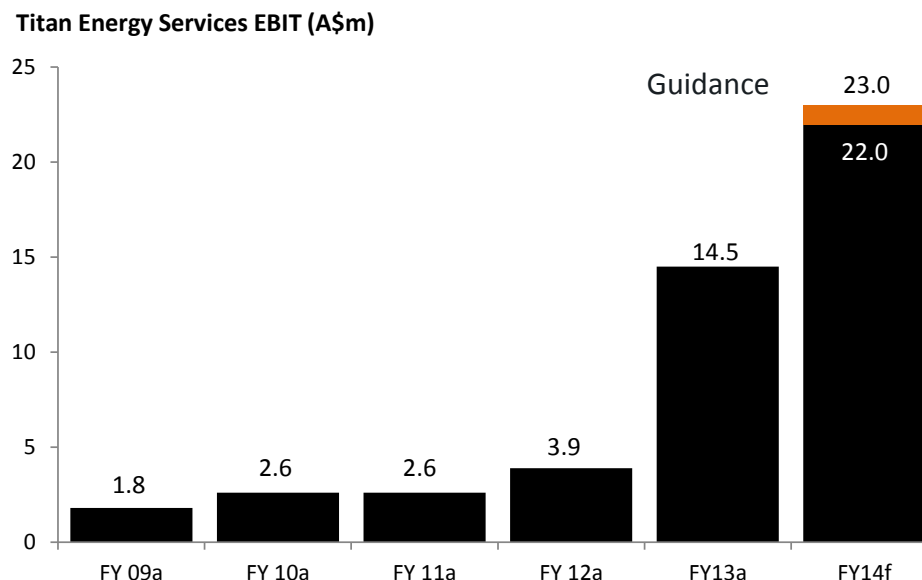
GUIDANCE

- FY14 earnings guidance of between **\$21 - \$23m EBIT** (FY13 - \$14.5m)

FY14 DRIVEN BY

- New Rig 4 operating under 1 +1 contract
- Hofco contribution for the full year
- RCH weighted average rooms (from 1 July 2013) up 46% on FY13
- Nektar aligned to RCH growth and potential growth in new markets
- Considering opportunities to grow/diversify organically and through acquisition

Achieving this result is sensitive to no significant unbudgeted weather events





Appendix 1

Balance sheet

\$ Million	30 June 2013	30 June 2012
Cash and cash equivalents	6.6	1.4
Receivables	14.6	6.5
Inventories	1.9	
Property, Plant and equipment	39.6	28.9
Intangible assets	20.4	5.3
Deferred tax assets	1.5	0.7
Other Assets	0.4	0.2
Total Assets	<u>85.0</u>	<u>43.0</u>
Payables	15.3	7.4
Current tax liability	3.3	0.8
Borrowings – current	3.6	2.0
Borrowings – non-current	9.6	7.4
Other Liabilities	1.4	0.3
Total Liabilities	<u>33.2</u>	<u>17.9</u>
Shareholders Equity	<u>51.8</u>	<u>25.1</u>

- Significant growth in business asset base with CAPEX spend and acquisition of Hofco
- As at 30 June 2013 Titan had net debt of \$12.4m and gearing was 19% including \$5.8m deferred consideration for the Hofco acquisition
- Undrawn funding facilities with the GE as at 30 June 2013 were \$9.7m (\$2.2m Capex and \$7.5m in a working capital facility)
- Receivables growth due mainly to business growth in existing operations and acquisition of Hofco
- Inventories increase due to Hofco and minor reclassification of PP&E
- Intangible assets increase due to Hofco acquisition
- Payables includes \$5.8m in deferred consideration payable for Hofco acquisition in August 2013

Corporate snapshot

Financial summary	
Listing Price (7 December 2011)	\$1.00
Share price (closing price 5 August 2013)	\$1.88
Dividends announced during FY13	5.5 cps
Market capitalisation (at 5 August 2013)	\$89.7
Net Debt ⁽¹⁾ (at 30 June 2013)	\$12.4m
Enterprise value (Market Cap + Net Debt)	\$102.1m

Guidance	
EBIT guidance FY14	\$21 - \$23m
FY13 EBIT multiple (Enterprise Value/ EBIT)	4.4x – 4.9x

Shareholding (approximate):

XLX	16%
Board	9%
Institutional	30%
Other	45%

Note:

(1) Net Debt includes \$5.8 million in deferred consideration payable on the Hofco acquisition

OUR BOARD

Shaun Scott (Chairman)
 Jim Sturgess (MD)
 Jim Diakos (ED)
 Stephen Bizzell (NED)
 Simon Keyser (NED)
 Mark Snape (NED)
 David Thornton (CFO & Coy. Sec)

OUR MANAGEMENT

Gus van der Heide (COO)
 Troy Schefe (GM, Atlas)
 Kerstine Plummer (GM, Hofco)
 Lee Buckingham (GM, Nektar)
 Darren Bishell (GM, RCH)