

# **Disclaimer**

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Forward-looking information contained in this presentation includes, among other things, the 2016 Budgeted Capital Expenditures, market trends, utilization and customer demand, and statements relating to future dividends. Completing those anticipated expenditures and the payment of future dividends assumes that Western's cash flow will be sufficient and is subject to known and unknown risks, uncertainties and other factors that could influence Western's actual results and cause actual results to differ materially from those stated, anticipated or implied in the forward-looking information. As such, readers are cautioned not to place undue reliance on the forward-looking information, as no assurance can be provided as to future results, levels of activity or achievements. The risks, uncertainties, material assumptions and other factors that could affect actual results are discussed in more detail in Western's Annual Information Form and other documents available at www.sedar.com. and include risks associated with the oil and gas industry and demand for drilling rigs and oil and gas services.

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# **Company Snapshot**



#### Contract Drilling

- Fleet of 57 drilling rigs
  - 52 based in Canada
  - 5 based in the United States



## Well Servicing

Fleet of 66 Canadian based service rigs



## Oilfield Equipment Rental

- 3 rental locations servicing the most active areas of the WCSB
  - Fort St. John
  - Grande Prairie
  - Red Deer

#### Western Energy Services (WRG)

Share Price <sup>1</sup>	\$3.68
52-week high/low	\$7.90 / \$2.86
Shares outstanding <sup>2</sup>	80 million
Market capitalization	\$296 million
Enterprise value	\$504 million

#### **Balance Sheet Metrics**

Book value per share<sup>3</sup> \$6.54 Price / book 56%

- 1) As of January 4, 2016
- 2) Fully diluted
- 3) Book value per share equals tangible book value per share



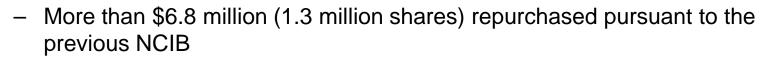
# **Returning Cash to Shareholders**

## Quarterly dividend of \$0.05/share

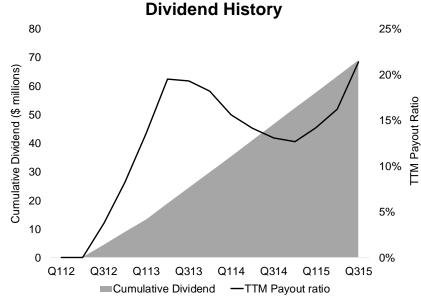
- Annualized yield of 5.4% (as of January 4, 2016)
- Over \$68 million in dividends paid since dividend was implemented in Q3 2012

## Ongoing share repurchase plan

 Purchase of up to 4.55 million shares approved under the current NCIB



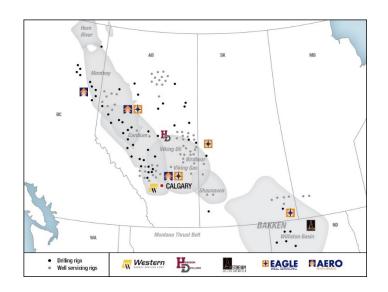
Shares outstanding at lowest level since Q4 2013



Note: TTM Payout = TTM dividend / TTM Cash generated from operating activities



# **Business Highlights**







Seven pad drilling rigs in fleet



Modern, highly capable drilling rig fleet





High quality fleet with average age of 6 years



Eight slant service rigs

123 total rigs
3 rental locations





Rental assets managed and serviced by pressure control specialists



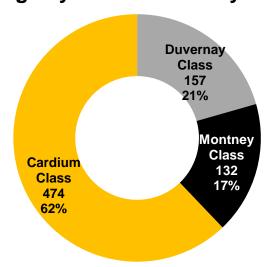
Innovative product solutions



# **Canadian Drilling Rig Market Trends**

- Unconventional drilling and completion techniques, including pad drilling, continue to drive utilization
- Customers continue to focus on drilling efficiencies, capacity and rig features
- Demand for higher capacity drilling rigs
- Drilling rig market in Canada consists of three classes:
  - Cardium class rigs<sup>1</sup>
  - Montney class rigs<sup>2</sup>
  - Duvernay class rigs<sup>3</sup>
- Market for Cardium class rigs is most competitive

# **Canadian Industry Drilling Rigs by Class – Industry 763**



Source: Public Disclosure, CAODC and IHS Reports as of October 2015

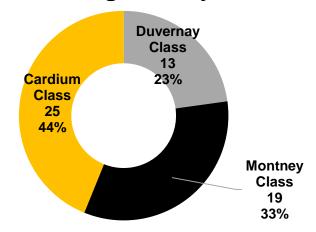


<sup>2)</sup> Montney class rig: Defined as any contract drilling rig which has a total hookload between 400,000 lbs (or 178,000 daN) and 499,999 lbs (or 221,999 daN) 6

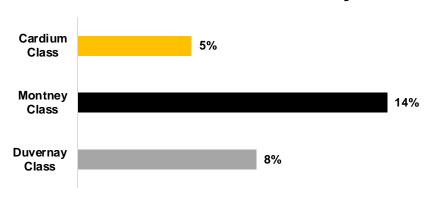
<sup>3)</sup> Duvernay class rig: Defined as any contract drilling rig which has a total hookload equal to or greater than 500,000 lbs (or 222,000 daN)

# Montney and Duvernay Class Focused Fleet Tailored to Customer Needs

#### Western's Rig Fleet by Class

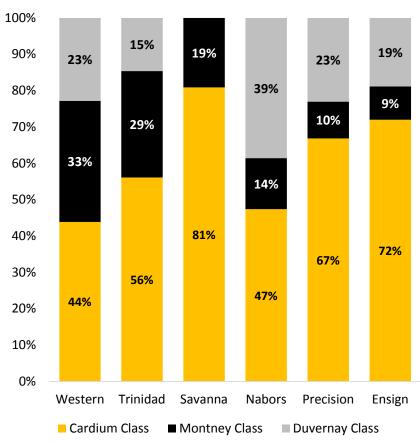


## Western's % of Industry



Source: Public Disclosure, CAODC and IHS Reports as of October 2015 Note: The industry drilling rig count was 763 as of October 2015

# Industry Rig Fleet by Classification

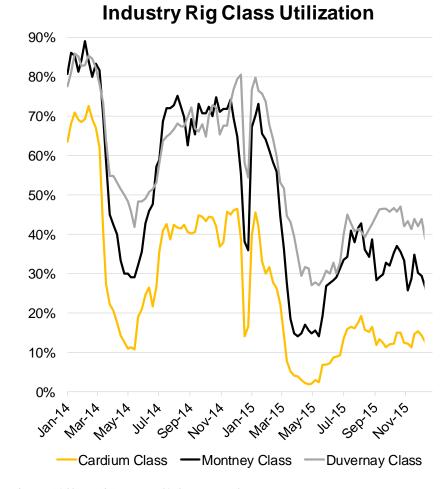


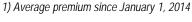
Source: Public Disclosure as of October 2015 (based on companies of Western's size or greater)



# Superior Utilization for Montney and Duvernay Class Rigs

- Montney class and Duvernay class rigs are the most sought after in Canada
  - These rig classes continue to generate above industry average utilization
    - ~1,400 bps Montney premium<sup>1</sup>
    - ~2,100 bps Duvernay premium<sup>1</sup>
  - Western has the highest percentage of Montney and Duvernay class rigs
- The average age of Western's fleet is 7 years
  - Average age of Western's Montney and Duvernay class rigs is 5 years



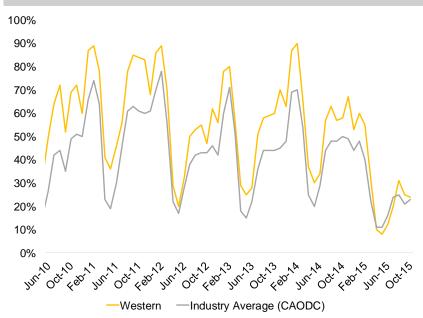




# **Premium Drilling and Well Servicing Utilization**

Western's drilling and well servicing rig fleets have traditionally realized above average utilization, while balancing utilization and pricing considerations

#### **Canadian Drilling Rig Utilization Rates**



Source: CAODC estimates

#### **Canadian Service Rig Utilization Rates**



Source: CAODC estimates

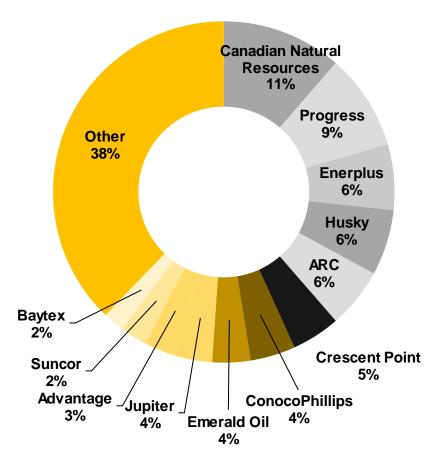
Peer group includes CWC Well Services, Ensign Energy Services, Essential Energy Services, Precision Drilling and Savanna Energy Services

Monthly utilization = Operating hours / (Available rigs \* 304)



# Western's Customer Base

#### **Consolidated YTD Revenues - 2015**



- Western has a diversified revenue stream comprised of over 250 customers
  - Clients include a widearray of public, private and multinational companies

Note: Consolidated YTD revenues through November 2015



# **Operating Highlights**

	Thi	rd Quarter		Year to Date Sept 30			
Operating Highlights	2015	2014	<b>%</b> Δ	2015	2014	<b>%</b> ∆	
Contract Drilling							
Canadian Operations							
Rig fleet (end of period)	52	49	6%	52	49	6%	
Operating Revenue per Revenue Day (CDN\$)	21,135	24,887	(15%)	23,815	25,852	(8%)	
Drilling rig utilization - Revenue Day	28%	66%	(58%)	31%	64%	(52%)	
Drilling rig utilization - Operating Day	26%	60%	(57%)	28%	58%	(52%)	
CAODC industry average utilization	24%	46%	(48%)	24%	44%	(45%)	
United States Operations							
Rig fleet (end of period)	5	5	-	5	5	-	
Operating Revenue per Revenue Day (US\$)	30,260	26,239	15%	29,140 <sup>(1)</sup>	25,385	15%	
Drilling rig utilization - Revenue Day	20%	100%	(80%)	37%	94%	(61%)	
Drilling rig utilization - Operating Day	19%	89%	(79%)	32%	82%	(61%)	
Well Servicing							
Rig fleet (end of period)	66	65	2%	66	65	2%	
Service rig Operating Revenue per Service Hour (CDN\$)	712	804	(11%)	799	810	(1%)	
Service rig utilization	26%	55%	(53%)	31%	53%	(42%)	

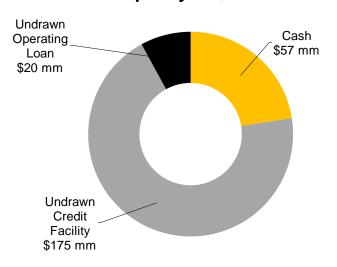
<sup>(1)</sup> Excludes US\$4.5 million of shortfall commitment and standby revenue from take or pay contracts



# **Conservative Financial Position**

- Cash balance
  - \$72 million of working capital (as at September 30, 2015)
- Net Debt to trailing 12 month adjusted EBITDA 2.0 to 1 (at September 30, 2015)
  - Onside with all covenants
  - No scheduled long-term debt repayments until January 2019
- Revolving and Operating Facilities currently undrawn
  - Extendible revolving credit facility of \$175 million
  - Operating demand revolving loan of \$20 million
  - \$252 million of total liquidity (at September 30, 2015)

#### **Total Liquidity of \$252 million**





# **Balance Sheet Overview**

Consolidated Balance Sheet ('000s)	Sept 30, 2015	December 31, 201	
Cash and other current assets	\$ 102,201	\$	158,823
Property and equipment	843,670		827,306
Goodwill and other	1,266		70,989
Total assets	\$ 947,137	\$	1,057,118
Current liabilities	\$ 30,466	\$	80,487
Long term debt and other	265,929		265,984
Deferred taxes	124,916		109,444
Total	421,311		455,915
Shareholders' equity	525,826		601,203
Total liabilities and equity	\$ 947,137	\$	1,057,118

Credit Facility Covenants	Actual Sept 30, 2015	Covenant
Bank Debt (excluding Senior Notes) to EBITDA Ratio	-	2.5 to 1 or less
Debt to Capitalization Ratio	30%	60% or less
EBITDA to Interest Expense Ratio	4.8	2.0 to 1 or more
Credit Ratings		
Standard & Poor's		B+
Moody's		B2

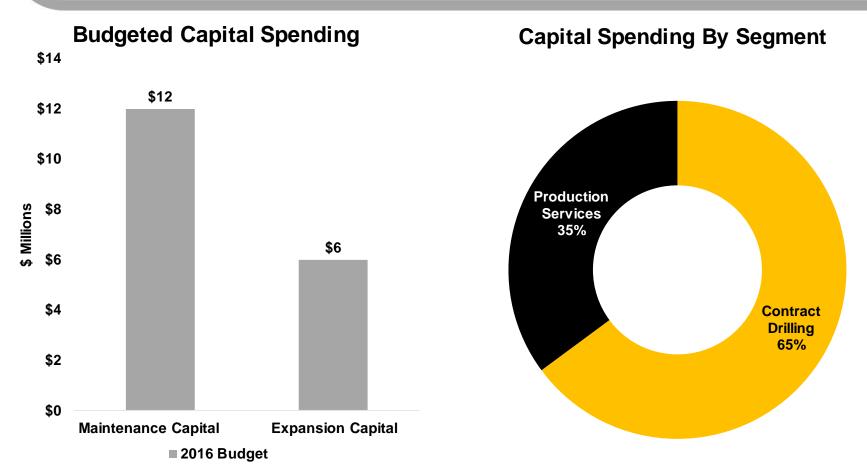


# **Financial Highlights**

	Third Quarter			Nine Months Ended Sept 30			Year Ended December 31			
Financial Highlights (000s CDN\$)	2015	2014	% ∆	2015	2014	<b>%</b> ∆	2014	2013	2012	2011
Operating Revenue	44,350	117,960	(62%)	176,027	344,939	(49%)	474,120	353,124	282,856	237,428
Gross Margin	14,285	50,570	(72%)	72,579	149,405	(51%)	207,231	147,559	131,063	114,837
As a % of Operating Revenue	32%	43%	(26%)	41%	43%	(5%)	44%	42%	46%	48%
Adjusted EBITDA	8,080	42,782	(81%)	52,972	126,358	(58%)	176,777	117,423	108,931	99,324
As a % of Operating Revenue	18%	36%	(50%)	30%	37%	(19%)	37%	33%	39%	42%
Net Income (Loss)	(76,816)	14,718	(622%)	(74,129)	44,614	(266%)	36,450	35,246	45,178	64,746
per share (basic)	(1.04)	0.20	(620%)	(1.00)	0.60	(267%)	0.49	0.51	0.77	1.25
Dividends per share	0.075	0.075	-	0.225	0.225	-	0.30	0.30	0.15	-
Capital Expenditures	4,752	31,144	(85%)	30,303	77,533	(61%)	108,604	95,234	127,231	88,869



# 2016 Budgeted Capital Expenditures \$18 Million



Western will continue to manage its operations in a disciplined manner and make any required adjustments to its capital program as customer demand changes



## **Performance Driven Culture**



## Well Managed Service Company

Strategic thinking embedded in every decision



#### Best-in-class People and Equipment

From start to finish, every project, every person, is selected to support our performance driven focus



## Capacity for Opportunistic Growth

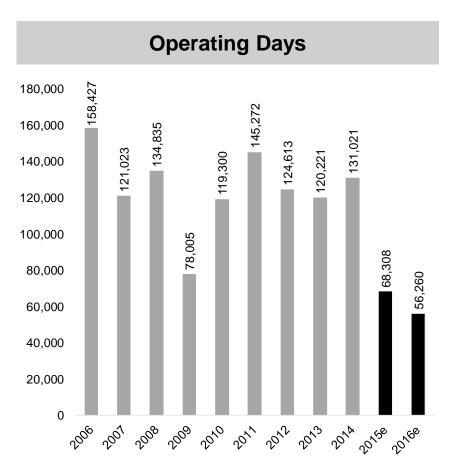
Strong balance sheet and track record of sustainable growth





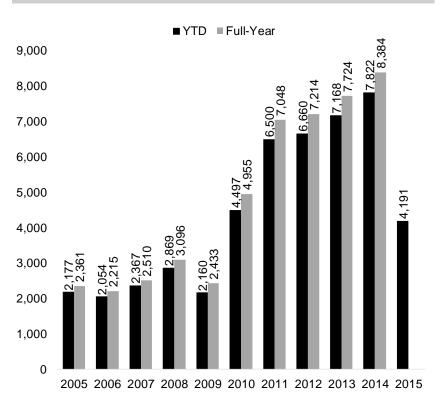
# **Appendix**

# **Canadian Drilling Industry Statistics**



Source: CAODC, 2015 and 2016 Forecasts as at November 18, 2015

#### **Horizontal Wells Drilled**

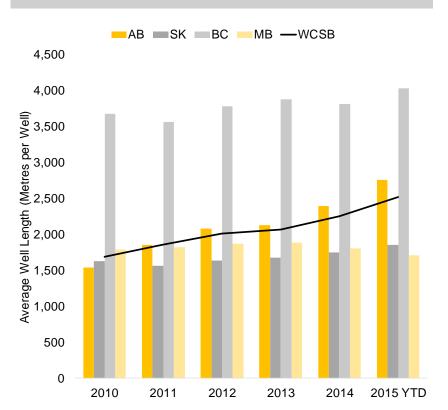


Source: JuneWarren-Nickle's Energy Group Note: Year-to-date through November 2015



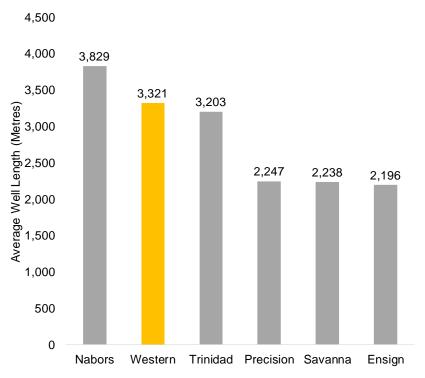
# **Historical Canadian Well Data**

#### **Average Well Length by Province**



Source: JuneWarren-Nickle's Energy Group

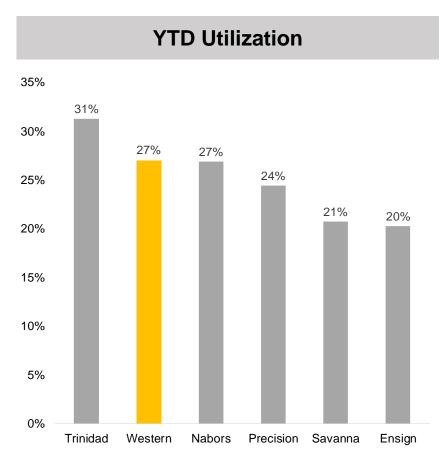
#### YTD 2015 Average Well Length



Source: JuneWarren-Nickle's Energy Group Note: Year-to-date through September 2015



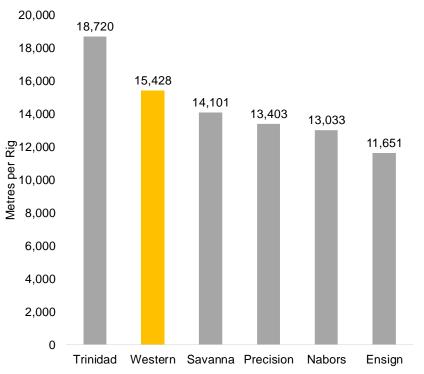
# **2015 Drilling Stats**



Source: CAODC

Note: Year-to-date through November 2015

#### YTD Metres Drilled per Rig

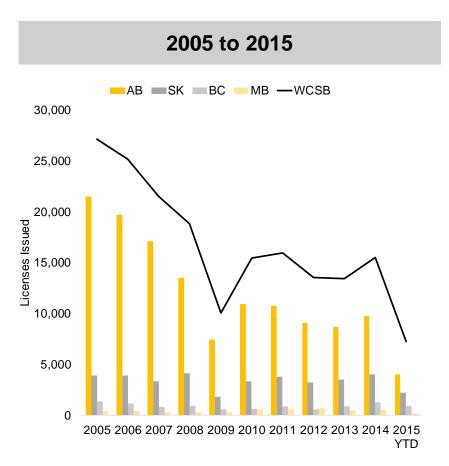


Source: JuneWarren-Nickle's Energy Group

Note: Year-to-date through September 2015

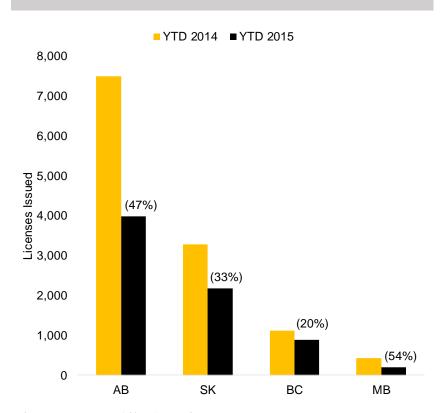


## **Provincial Well Licenses Issued**



Source: JuneWarren-Nickle's Energy Group Note: Year-to-date through November 2015

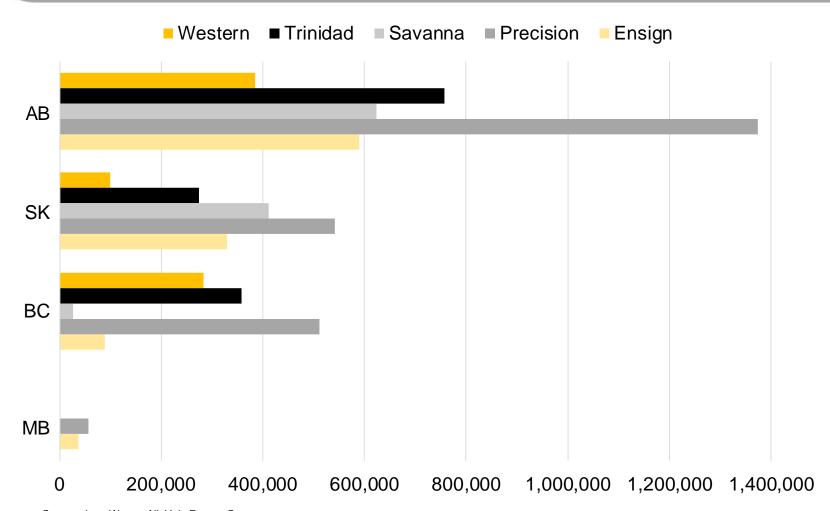
#### YTD 2015 vs. YTD 2014



Source: JuneWarren-Nickle's Energy Group Note: Year-to-date through November 2015



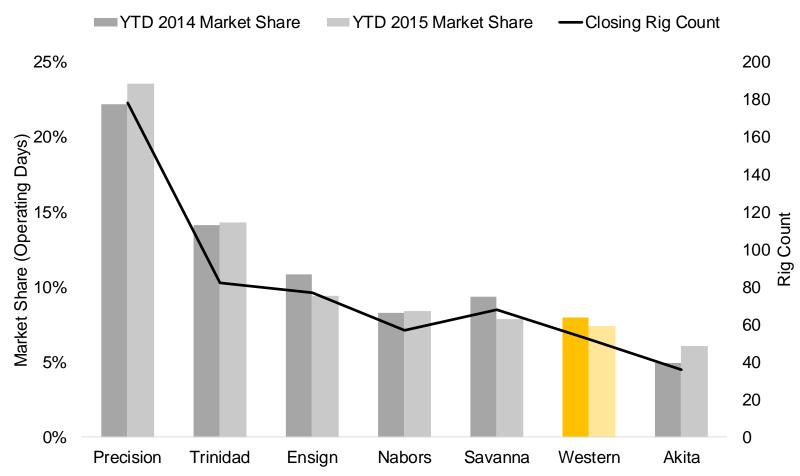
# YTD 2015 Metres Drilled by Province



Source: June Warren-Nickle's Energy Group Note: Year-to-date through September 2015



# **Drilling Rig Contractors Market Share**





Note: Year-to-date through November 2015





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