

# **Annual and Special Meeting**

May 6, 2014

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Well Managed Service Company



Best-in-class People and Equipment



Strong Customer Base



Capacity for Sustainable Growth

\$1 1.62 1.5x Current share price Trading at as at May 5, 2014 Book value \$7.52 million Market Total return Capitalization\* on investment\* 161% \$163 million Annualized return on investment\* Consensus Investment EBITDA for 2014\*

\*From inception: Dec. 8, 2009 to May 5, 2014

\* As at May 5, 2014

## **Operating Highlights**

	Fir	First Quarter			Year Ended December 31		
Operating Highlights	2014	2013	% Change	2013	2012	% Change	
Contract drilling							
Canadian Operations							
Rig fleet (end of period)	49	45	9%	47	44	7%	
Operating revenue per revenue day (CDN\$)	26,403	25,392	4%	24,829	26,190	(5%)	
Drilling rig utilization rate per revenue day	89%	80%	5 11%	61%	60%	2%	
Drilling rig utilization rate per operating day	81%	71%	14%	55%	54%	2%	
CAODC industry average utilization rate	61%	59%	<b>4%</b>	40%	42%	(5%)	
United States Operations							
Rig fleet (end of period)	5	5	-	5	5	-	
Operating revenue per revenue day (US\$)	23,943	22,918	4%	22,507	26,154	(14%)	
Drilling rig utilization rate per revenue day	92%	64%	44%	81%	85%	(5%)	
Drilling rig utilization rate per operating day	77%	48%	60%	67%	68%	(1%)	
Well Servicing							
Rig fleet (end of period)	65	10	550%	65	8	713%	
Operating revenue per operating hour (CDN\$)	822	633	30%	766	596	29%	
Well servicing rig utilization rate	63%	28%	125%	45%	36%	25%	

(1) Excludes \$2.2 million of shortfall commitment revenue from take or pay contracts.



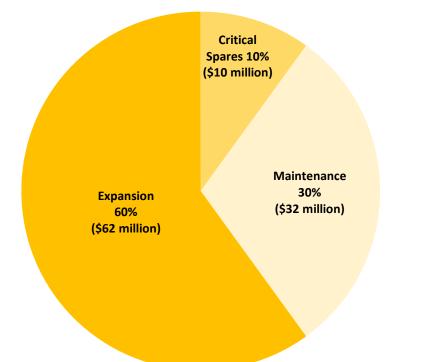
# **Financial Highlights**

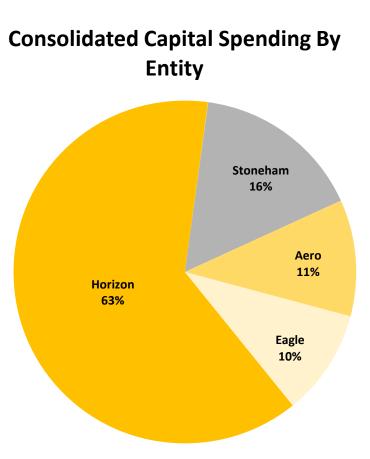
	Fir	st Quarter		Year Ended December 31			
Financial Highlights (Thousands CDN\$)	2014	2013	% Change	2013	2012	% Change	
Operating Revenue	149,627	90,080	66%	353,124	282,856	25%	
Gross Margin	67,629	40,945	65%	147,559	131,063	13%	
Gross Margin as a percentage of operating revenue	45%	45%	-	42%	46%	(9%)	
EBITDA	59,548	34,384	73%	117,423	108,931	8%	
EBITDA as a percentage of operating revenue	40%	38%	5%	33%	39%	(15%)	
Net Income	25,500	14,903	71%	35,246	45,178	(22%)	
per share (basic)	0.35	0.25	40%	0.51	0.77	(34%)	
Dividends per share	0.075	0.075	-	0.30	0.15	100%	
Capital expenditures	20,129	18,156	11%	95,234	127,231	(25%)	



## 2014 Capital Expenditures \$104 Million

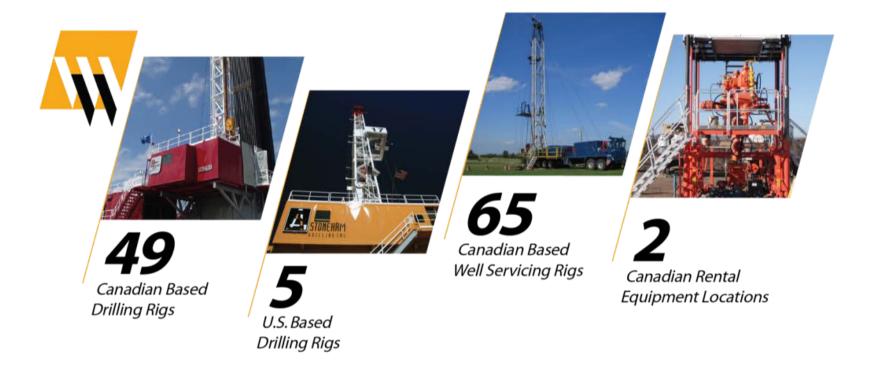
#### Consolidated Capital Spending -Expansion vs. Maintenance & Critical Spares







#### **Western Today**



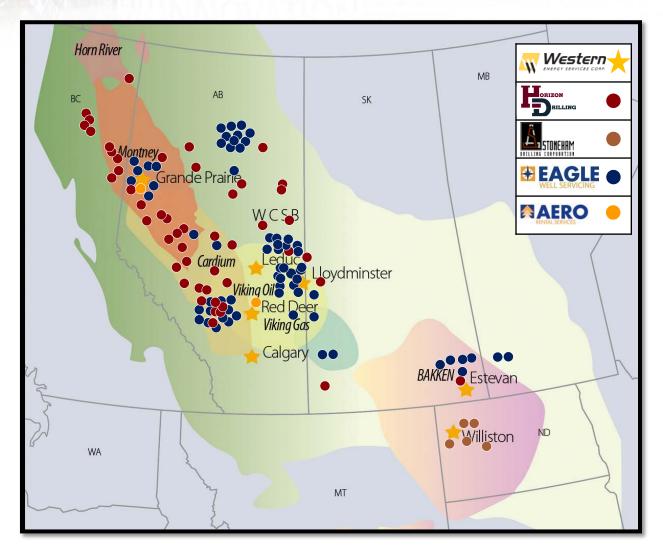


#### What Has Changed Since Our Last AGM?

- Integrated Eagle Well Servicing and Aero Rental Services into our business after acquiring IROC on April 22, 2013
  - Increased our service rig fleet to 65 rigs
  - Added \$35 million of oilfield rental equipment assets
- Launched 4 additional rigs into our Canadian drilling rig fleet
  - 1 Telescopic Double
  - 2 Telescopic Double Convertible Pad rigs
  - 1 Telescopic Single
- Upgraded 2 US-based rigs to Pad rigs
- Expanded rental operations to include a Grande Prairie facility



#### **Geographical Diversity Drives Strong Customer Base**





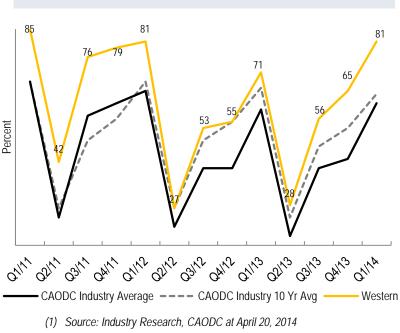
#### **Western's Competitive Advantage**

- Modern efficient fleet
  - Average age of drilling rig fleet ~ 6 years
  - Average age of well servicing fleet ~ 4 years
- Pad drilling capability
- 6<sup>th</sup> largest drilling rig fleet in Canada
- **7**<sup>th</sup> largest service rig fleet in Canada
- Experienced management team



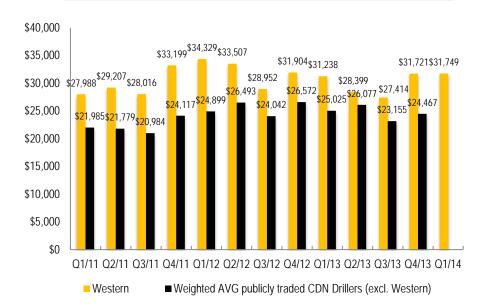
#### **Premium Drilling Utilization and Day Rates**

Western's premium drilling rig fleet has consistently realized above average utilization and industry leading day rates in Canada



Canadian Drilling Utilization Rates <sup>(1)</sup>

Canadian Drilling Day Rates <sup>(2) (3)</sup>

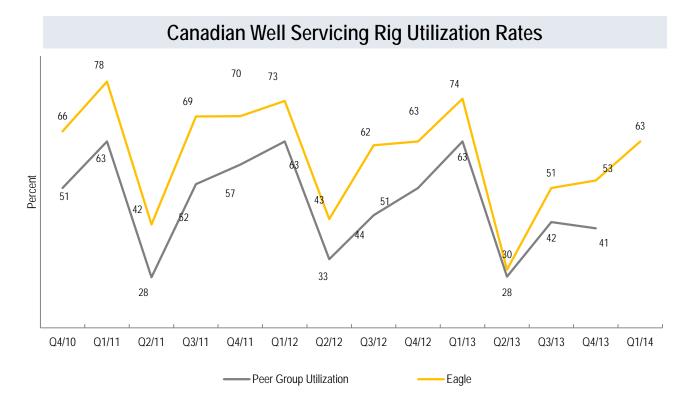


- (2) Source: Industry Research, Company Disclosure, at April 28, 2014
- (3) Includes Third Party Charges



## **Top Tier Well Servicing Utilization**

Quality equipment and strong employee base drives higher utilization



Source: Industry Research, Company Disclosure as at December 31, 2013

- 1. Peer group includes Precision Drilling, Savanna Energy Services, Essential Energy Services, Ensign Energy Services and CWC Well Services.
- 2. Based on full utilization of 10 hours per day



#### **Continued Strategic Growth**

- Western's key initiatives:
  - Stay financially flexible with a well structured balance sheet
  - Continue to offer a quarterly dividend
  - Focus on capital discipline while maintaining the ability to respond to strategic initiatives across all divisions
  - Ensure safe and efficient operations remain at the forefront of every element of the business
  - Continue to focus on enhancing and fine tuning existing business lines for optimum performance



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1.5x

million

Market

Capitalization\*

Trading at





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\$1 1.62 as at May 5, 2014 Book value \$7.52 Total return on investment\*

Annualized return on investment\*

161%

Current share price

Investment

\*From inception: Dec. 8, 2009 to May 5, 2014

\$163 million

Consensus EBITDA for 2014\*

\* As at May 5, 2014