

# HELMERICH & PAYNE, INC.

## **FORM 8-K** (Current report filing)

Filed 10/04/17 for the Period Ending 10/04/17

|             |   |
|-------------|---|
| Address     | 1437 S. BOULDER AVE. SUITE 1400<br>TULSA, OK, 74119 |
| Telephone   | 918-742-5531  |
| CIK         | 0000046765  |
| Symbol      | HP  |
| SIC Code    | 1381 - Drilling Oil and Gas Wells                   |
| Industry    | Oil & Gas Drilling                                  |
| Sector      | Energy  |
| Fiscal Year | 09/30   |

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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C. 20549

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**FORM 8-K**

**CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15 (d)  
OF THE SECURITIES EXCHANGE ACT OF 1934**

DATE OF EARLIEST EVENT REPORTED: **October 4, 2017**

**HELMERICH & PAYNE, INC.**

(Exact name of registrant as specified in its charter)

State of Incorporation: **Delaware**

**COMMISSION FILE NUMBER 1-4221**

**Internal Revenue Service — Employer Identification No. 73-0679879**

**1437 South Boulder Avenue, Suite 1400, Tulsa, Oklahoma 74119**

(Address of Principal Executive Offices)

**(918)742-5531**

(Registrant's telephone number, including area code)

N/A

(Former Name or Former Address, if Changed since Last Report)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**ITEM 7.01 REGULATION FD DISCLOSURE**

Helmerich & Payne, Inc. (the “Company”) will discuss information to be distributed in investor meetings that includes the slides attached as Exhibit 99.1 to this Current Report on Form 8-K, which are incorporated herein by reference. In addition to other information, the attached slides provide recently updated Company and industry drilling activity and market conditions.

This information is not “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, and is not incorporated by reference into any filing made pursuant to the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended. The furnishing of these slides is not intended to constitute a representation that such information is required by Regulation FD or that the materials they contain include material information that is not otherwise publicly available.

**ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS**

(d) Exhibits.

| <u>Exhibit Number</u> | <u>Description</u>   |
|-----------------------|--|
| 99.1                  | <a href="#">Slides to be distributed in investor meetings.</a> |

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly authorized the undersigned to sign this report on its behalf.

HELMERICH & PAYNE, INC.  
(Registrant)

By: /s/ Jonathan M. Cinocca  
Name: Jonathan M. Cinocca  
Title: Corporate Secretary

DATE: October 4, 2017



**Helmerich & Payne, Inc.**  
Meetings with Investors  
October 4-5, 2017

# Forward-looking Statements

Statements within this presentation are “forward-looking statements” within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934, and are based on current expectations and assumptions that are subject to risks and uncertainties. All statements other than statements of historical facts included in this presentation, including, without limitation, statements regarding the Company’s future financial position, business strategy, budgets, projected costs and plans and objectives of management for future operations, are forward looking statements. For information regarding risks and uncertainties associated with the Company’s business, please refer to the “Risk Factors” and “Management’s Discussion & Analysis of Financial Condition and Results of Operations” sections of the Company’s SEC filings, including but not limited to, its annual report on Form 10-K and quarterly reports on Form 10-Q. As a result of these factors, Helmerich & Payne, Inc.’s actual results may differ materially from those indicated or implied by such forward-looking statements. We undertake no duty to update or revise our forward-looking statements based on changes in internal estimates, expectations or otherwise, except as required by law.



HELMERICH & PAYNE, INC.



## About Helmerich & Payne (H&P)



- Very strong balance sheet
- Most capable land drilling fleet
- Market share leader in the U.S.
- Robust term contract backlog
- Operational strategy focused on continued innovation, safety, performance excellence, reliability and customer satisfaction

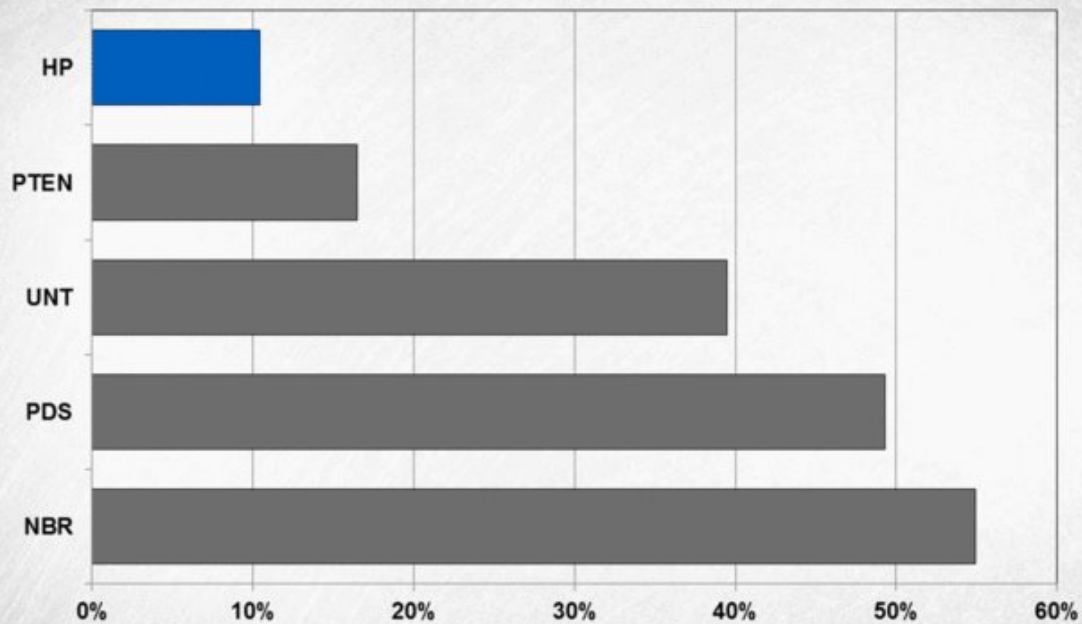




# H&P's Strong Balance Sheet

(As of June 30, 2017)

## Total-Debt-to-Total-Capitalization Ratio<sup>1</sup>



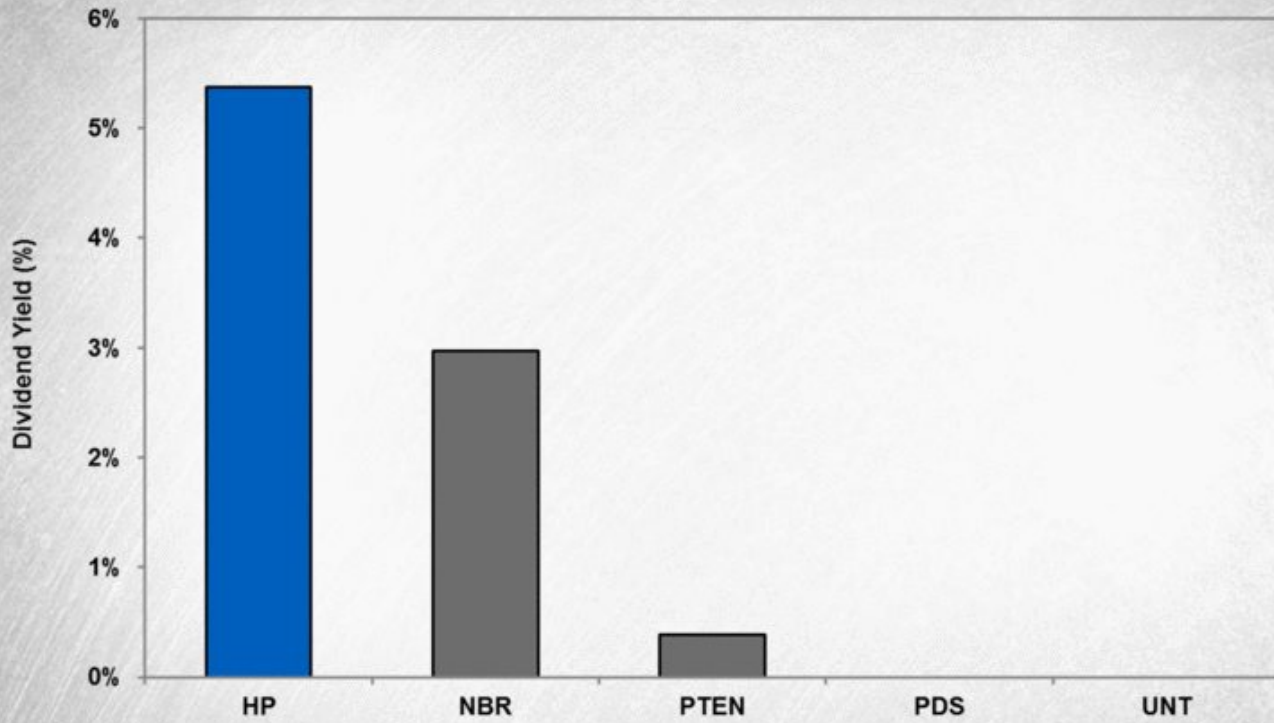
1. Total Capitalization is defined as Total Debt plus Shareholders' Equity.

Source: Company Filings.





# Current Dividend Yields



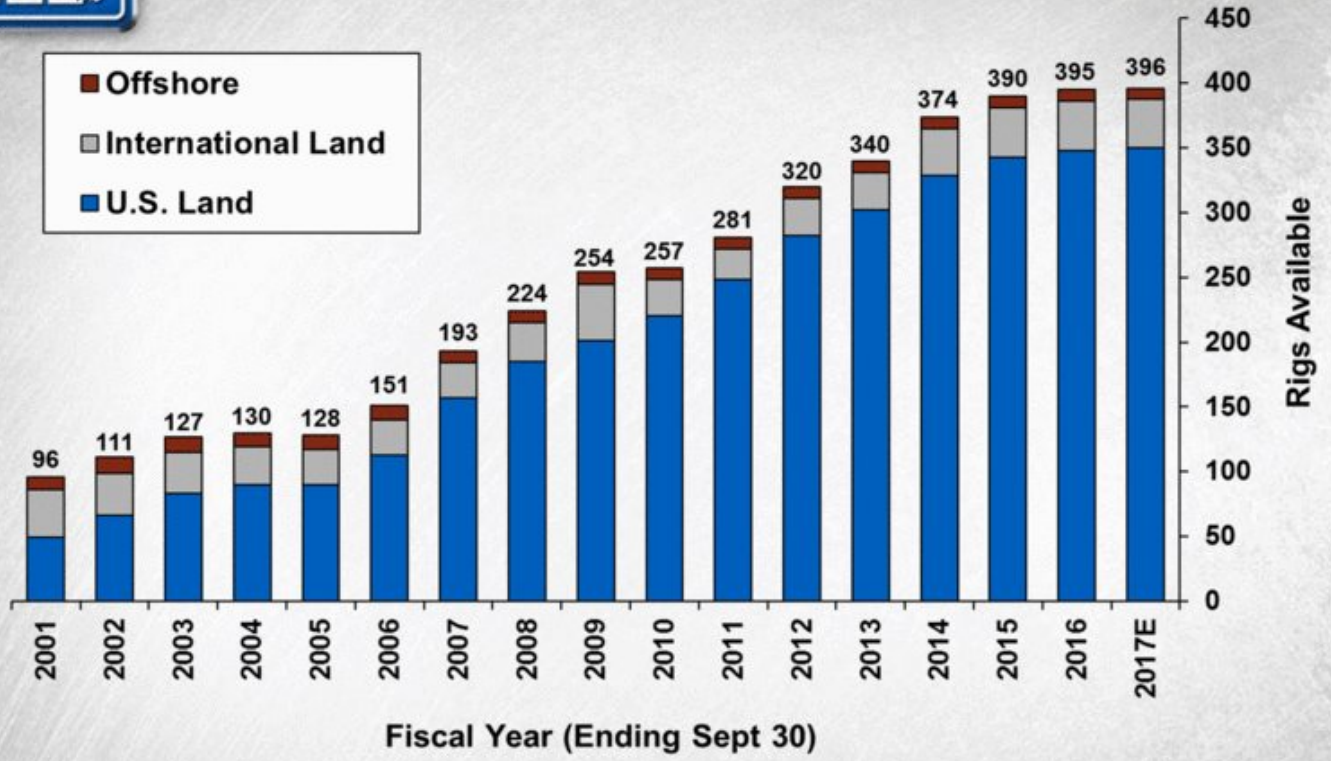
Source: Nasdaq IR Insight (FactSet). Yields calculated as of market close on September 29, 2017.







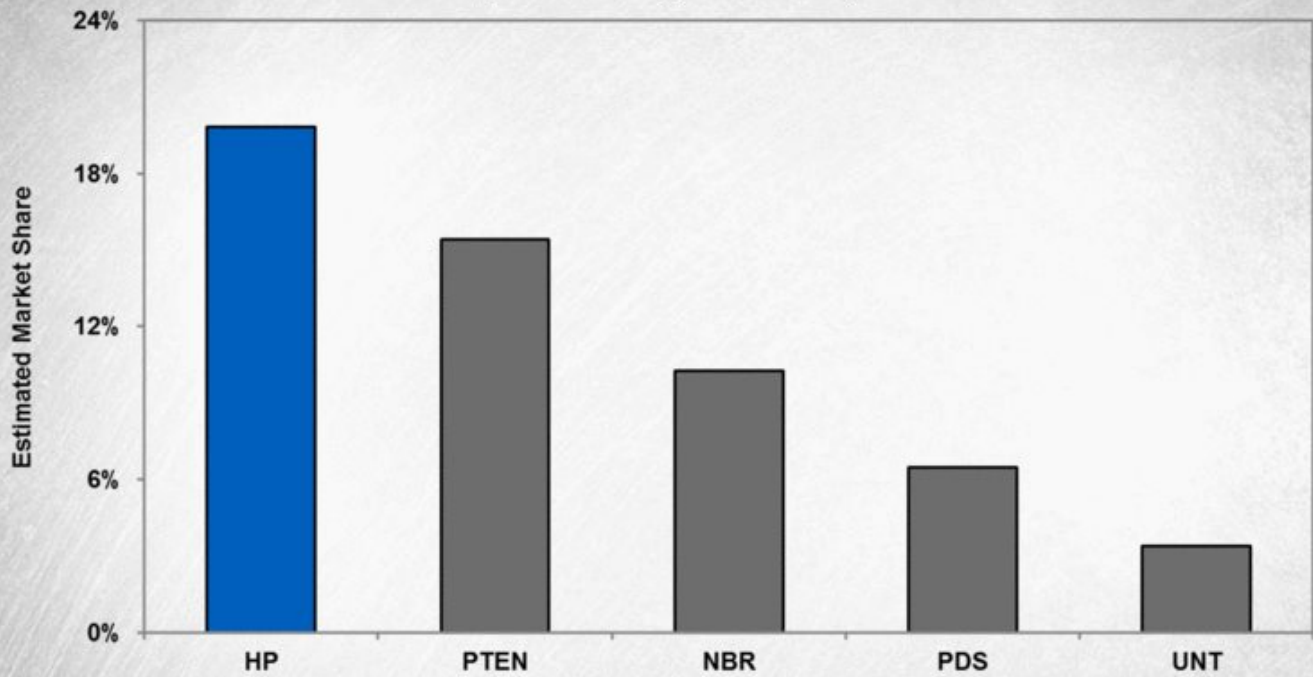
# H&P's Global Rig Fleet





# U.S. Land Market Share Leader

As of September 2017  
(~975 Active Rigs in U.S. Land)



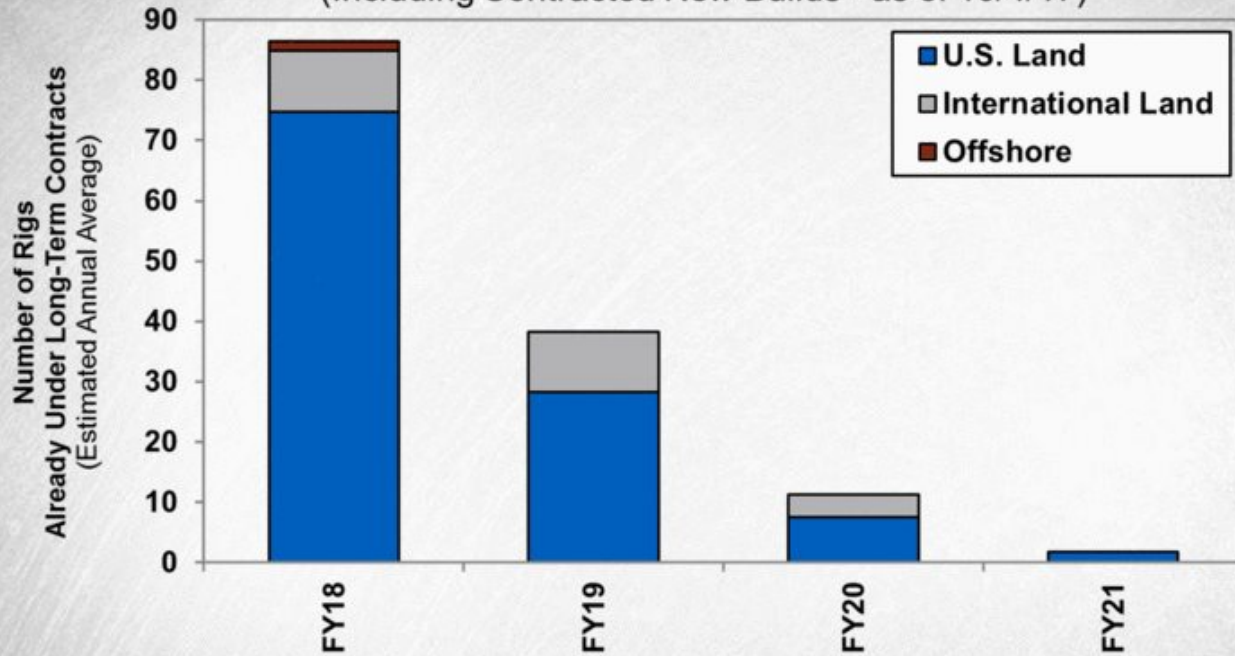
Note: The above estimates corresponding to market share are derived from Rig Data. Additionally, the drawworks capacity of each land rig included in the above analysis was equal to or greater than 600 horsepower. Values for PTEN include active rigs recently acquired from Seventy Seven Energy (SVNT).





# H&P Global Fleet Under Term Contract

**Term Contract Status - H&P Global Fleet\***  
(Including Contracted New Builds - as of 10/4/17)

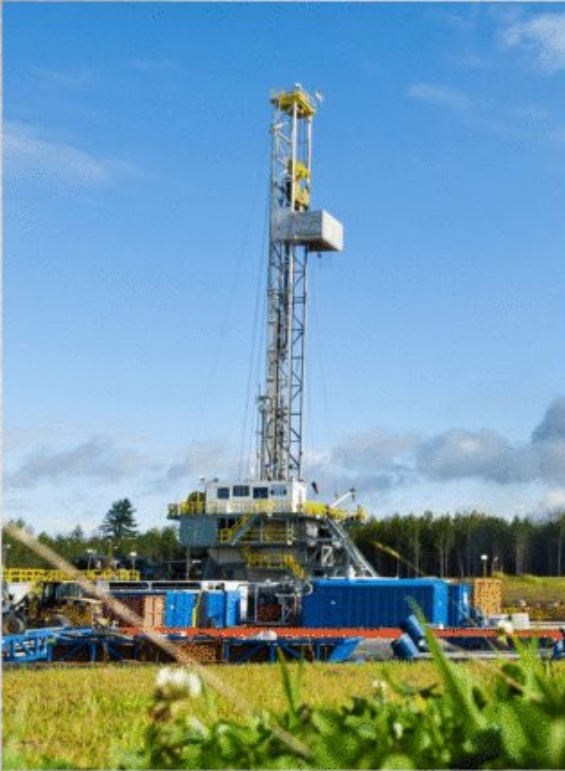


\* The above term contract coverage excludes long-term contracts for which the Company received early contract termination notifications as of 10/4/17. Given notifications as of 10/4/17, the Company expects to generate approximately \$5 million in the fourth fiscal quarter of 2017 and approximately \$15 million thereafter from early terminations corresponding to long-term contracts. All of the above rig contracts have original terms equal to or in excess of six months and include provisions for early termination fees.





## U.S. Land Drilling Market Conditions

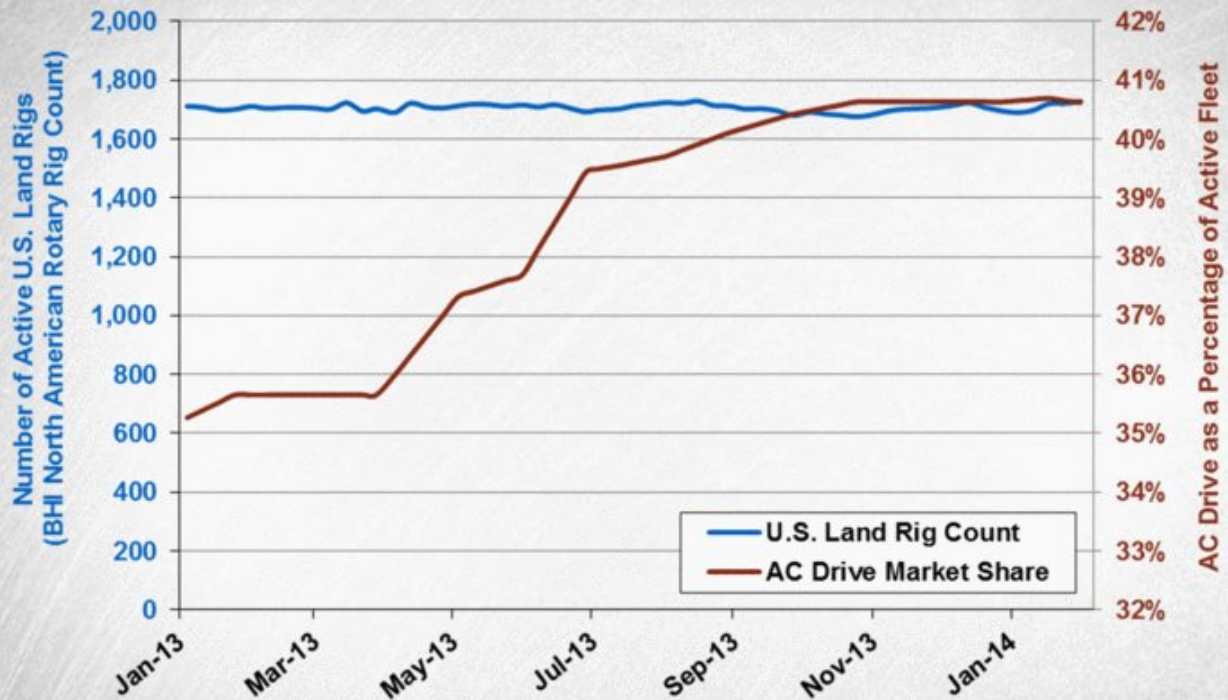


- Perennial uncertainty surrounding oil prices remains a threat to growth and drilling demand.
- Additional demand for super-spec rigs remains in spite of lower oil prices.
- In the current environment there is still the potential to improve dayrates and capture share due to efficiencies, high-grade opportunities and significant value-add to customers.
- Average spot pricing is generally in the high-teens for high quality, high performing AC drive rigs, and we still expect further spot pricing improvement.





## AC Drive Gains Share with Relatively Flat Rig Count (Historical Example: January 2013 – January 2014)



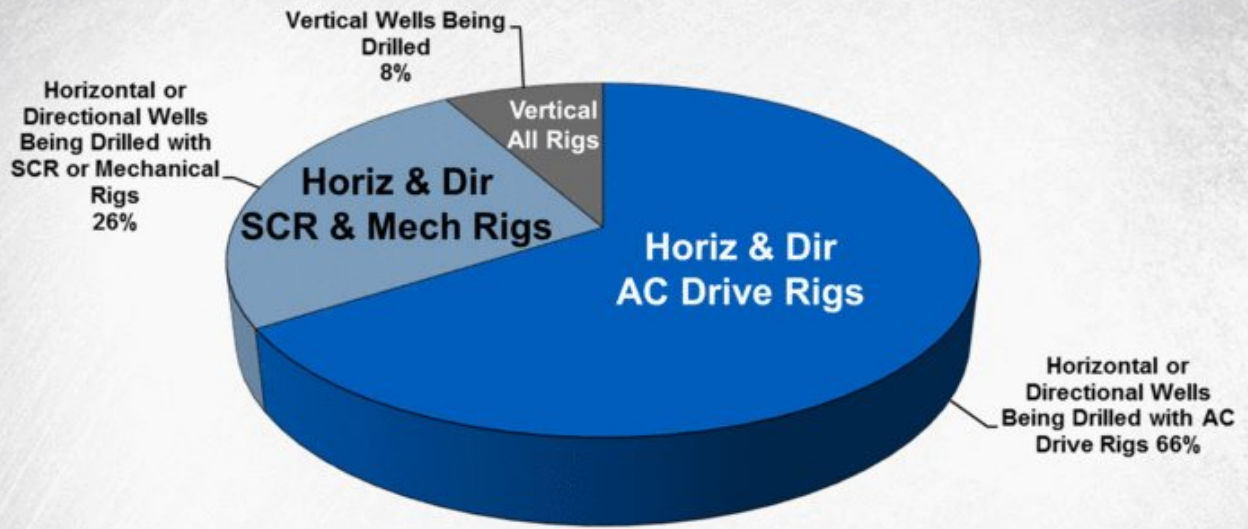
Source: The above estimates corresponding to AC Drive market share are derived from Rig Data.





# U.S. Activity by Well and Rig Type

~975 Active U.S. Land Rigs (September 2017)



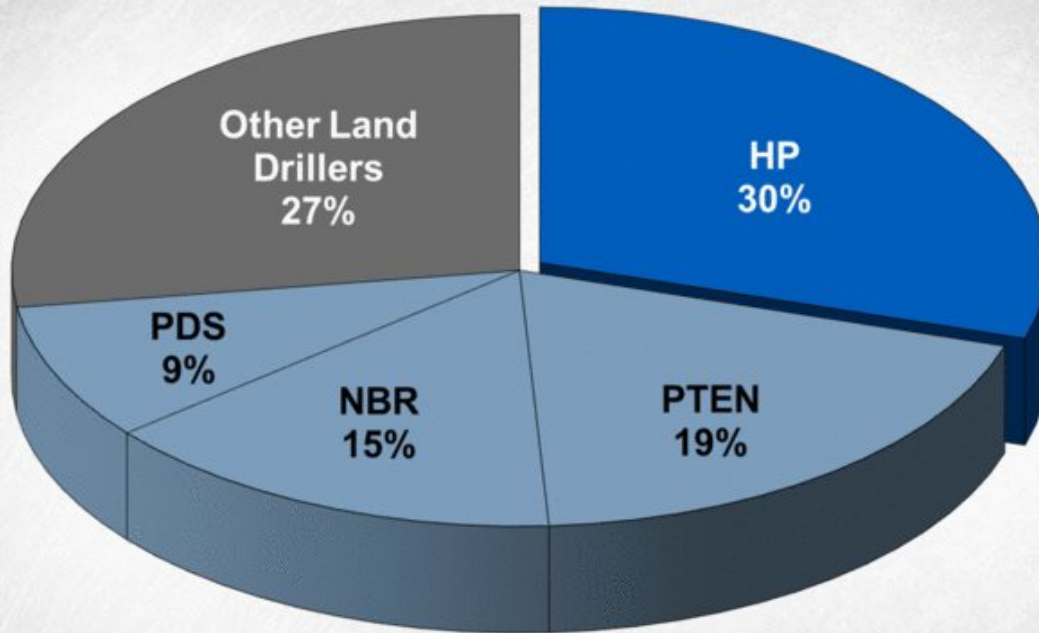
Note: The above estimates corresponding to rig activity and rig type are derived from multiple sources including Rig Data and corporate filings. Additionally, the drawworks capacity of each land rig included in the above analysis was equal to or greater than 600 horsepower.





# Active AC Drive U.S. Rig Market Share

(~650 Rigs as of September 2017)



Note: The above estimates corresponding to rig activity are derived from multiple sources including Rig Data and corporate filings. Additionally, the drawworks capacity of each land rig included in the above analysis was greater than or equal to 600 horsepower. Values for PTEN include active AC drive rigs recently acquired from Seventy Seven Energy (SVNT).





## H&P Uniquely Positioned – Family of Solutions™

- Positioned to take market share in a strong or moderate market recovery
- Uniquely leveraged to provide E&P companies the rig of choice
- Design of the FlexRig fleet allows for a broad range of rig upgrades







## Incremental CapEx Upgrade Opportunities



- 7,500 psi mud circulating systems
- Investing in multi-well pad drilling capability
  - Full utilization of FlexRig3 skid systems led to building additional systems to meet demand
  - FlexRig3 walking systems
- Third mud pump
- 25,000+ ft setback capability
- Increased mud volume capability
- Other customer specific upgrades

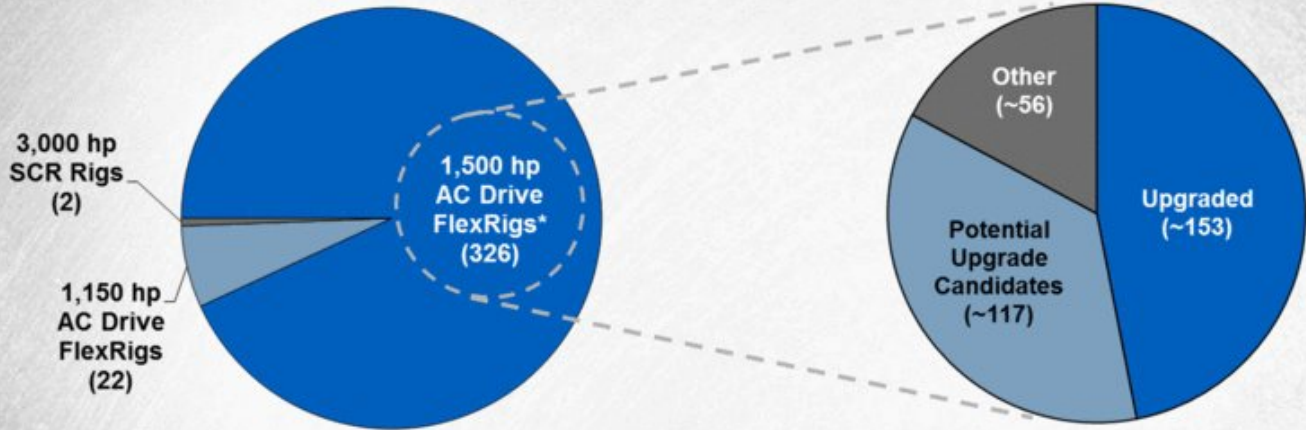




# H&P U.S. Land Fleet – Family of Solutions™

**350 Available H&P U.S. Land Rigs**

**1,500 hp AC Drive FlexRigs\*, including  
270 Upgraded or Upgradeable to  
Rig Specifications in High Demand\*\***



\* Roughly 70% are optimal for multiple-well pad drilling applications.

\*\* AC drive FlexRigs with 1,500 hp drawworks and 750,000# hookload ratings (270) that do not already have 7,500 psi mud circulating systems and multiple-well pad drilling systems can be upgraded to include these two capabilities. These five combined rig specifications are in high demand and fit the description of what some industry followers refer to as "super-spec" rigs ("Upgraded"). Additional capabilities, including third mud pumps, 25,000' setback, increased mud volume, etc., may also be included to meet customer requirements.





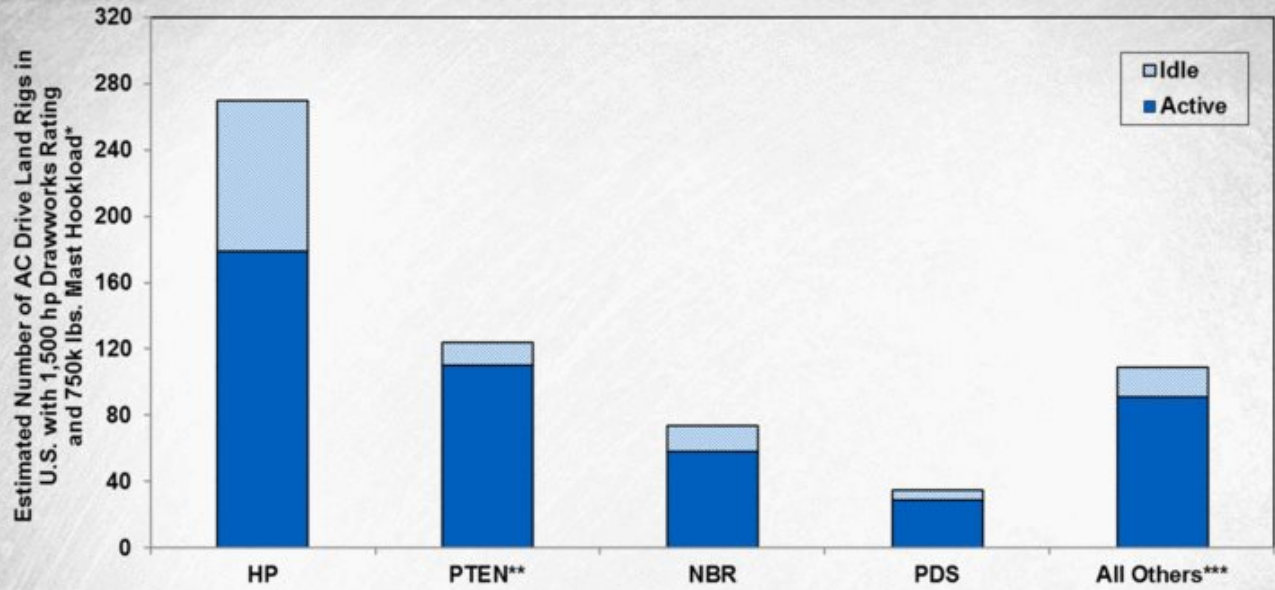
## AC Fleet Size Creates Opportunity

- We have greater scale than any competitor with the ability to upgrade and deploy a total of 270 FlexRigs to rig specifications in highest demand without investing in new builds.
- With 117 FlexRigs remaining that can receive upgrades (38 of which are already contracted), we have very attractive leverage to our bottom line.
- We can provide these higher specification rigs in a very capital-efficient way and meet demand without the need to over invest (as compared to having to build new rigs).
- Our Integrated Model, along with our proven ability to deliver the best rigs and the best returns in the sector creates opportunity.





## H&P's Lead in U.S. Land AC Drive Rigs with 1,500hp Drawworks Rating and 750,000 lbs. Mast Hookload



AC Drive Rigs with 1,500 hp Drawworks Rating and 750k lbs. Mast Hookload  
(existing as of second quarter announcements of calendar 2017)

\* The above estimates corresponding to U.S. lower 48 1,500 hp AC Drive fleets with a 750,000 lbs. mast hookload are derived from Rig Data and corporate filings.

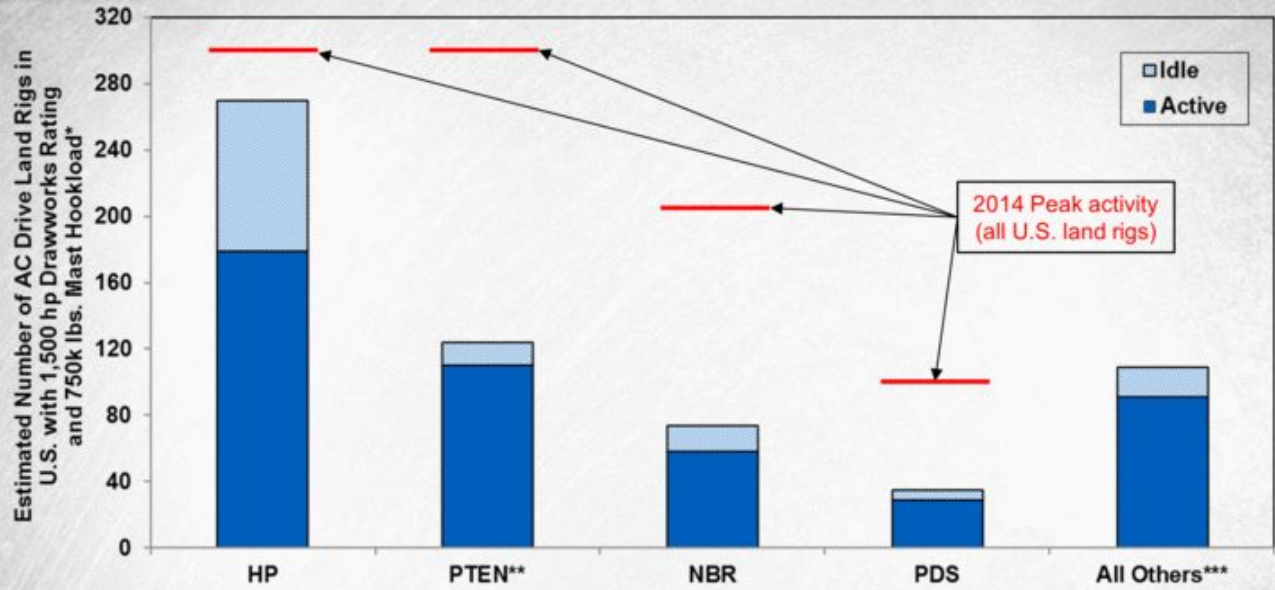
\*\* Values for PTEN include active AC drive rigs recently acquired from Seventy Seven Energy (SVNT).

\*\*\* Estimated number of all other available AC Drive rigs not including those owned by HP, PTEN, NBR, and PDS.





# H&P's Lead in U.S. Land AC Drive Rigs with 1,500hp Drawworks Rating and 750,000 lbs. Mast Hookload



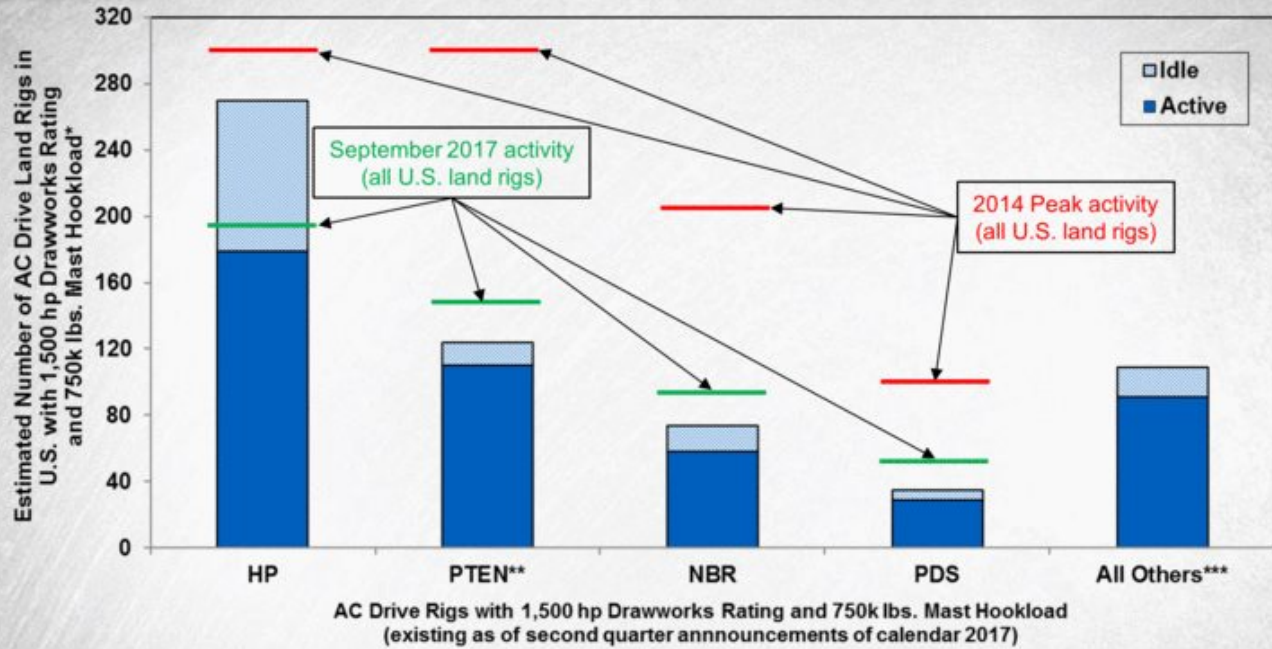
AC Drive Rigs with 1,500 hp Drawworks Rating and 750k lbs. Mast Hookload  
(existing as of second quarter announcements of calendar 2017)

- \* The above estimates corresponding to U.S. lower 48 1,500 hp AC Drive fleets with a 750,000 lbs. mast hookload are derived from Rig Data and corporate filings.
- \*\* Values for PTEN include active AC drive rigs recently acquired from Seventy Seven Energy (SVNT).
- \*\*\* Estimated number of all other available AC Drive rigs not including those owned by HP, PTEN, NBR, and PDS.





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\*\*\* Estimated number of all other available AC Drive rigs not including those owned by HP, PTEN, NBR, and PDS.

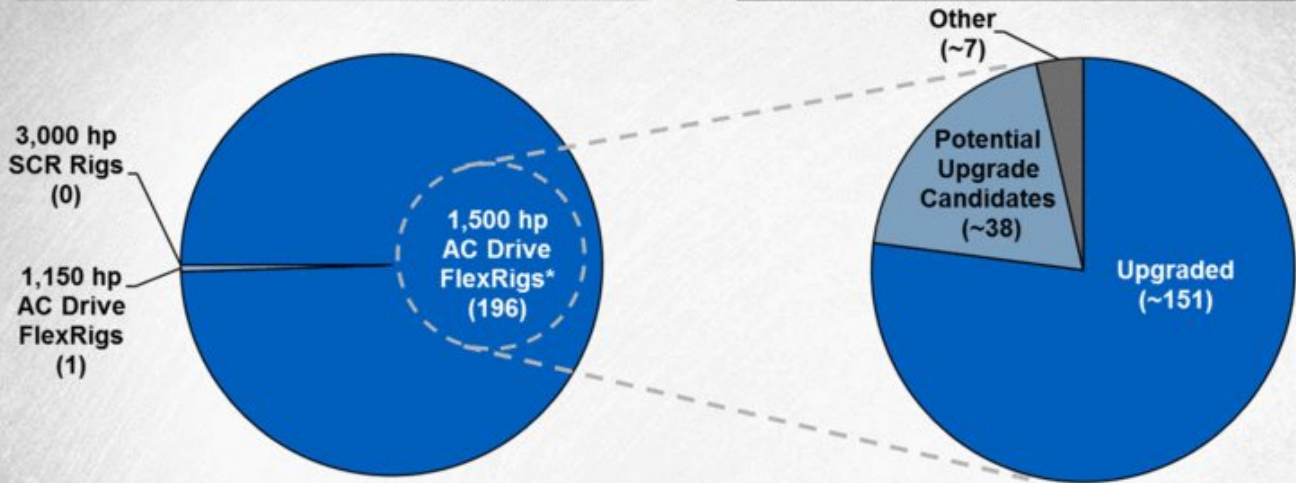




# H&P U.S. Land Fleet – Family of Solutions™

## 197 Contracted H&P U.S. Land Rigs

## 1,500 hp AC Drive FlexRigs\*, including 189 Upgraded or Upgradeable to Rig Specifications in High Demand\*\*



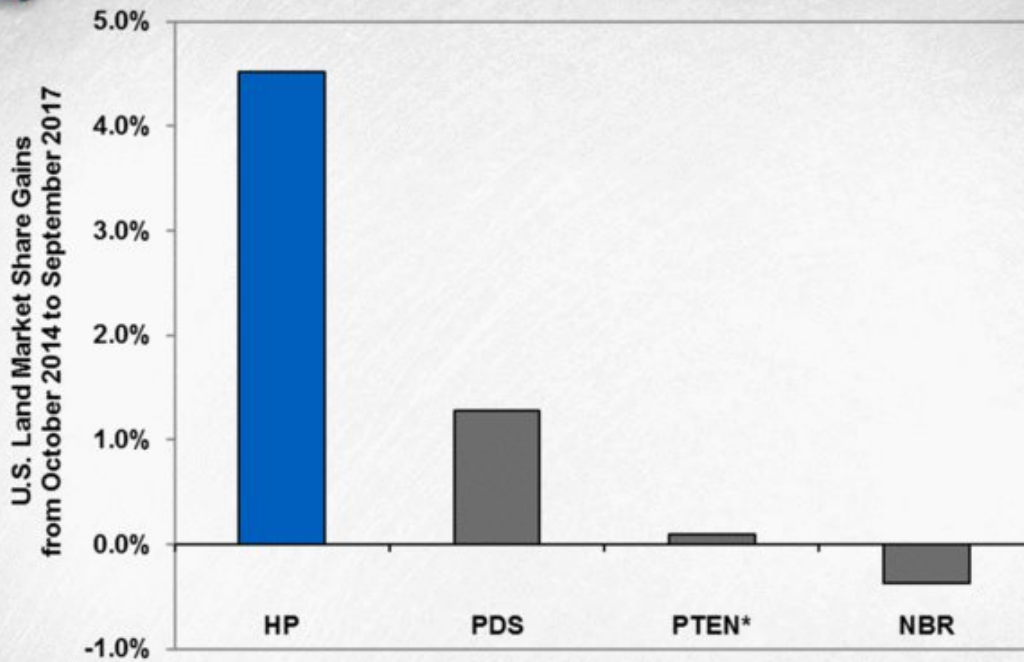
\* Roughly 90% are optimal for multiple-well pad drilling applications.

\*\* AC drive FlexRigs with 1,500 hp drawworks and 750,000# hookload ratings (189) that do not already have 7,500 psi mud circulating systems and multiple-well pad drilling systems can be upgraded to include these two capabilities. These five combined rig specifications are in high demand and fit the description of what some industry followers refer to as “super-spec” rigs (“Upgraded”). Additional capabilities, including third mud pumps, 25,000’ setback, increased mud volume, etc., may also be included to meet customer requirements.





## U.S. Land Market Share Gains Since 2014 Peak



Note: The above estimates corresponding to market share are derived from Rig Data. Additionally, the drawworks capacity of each land rig included in the above analysis was equal to or greater than 600 horsepower.

\* Values for PTEN include active rigs recently acquired from Seventy Seven Energy (SVNT).







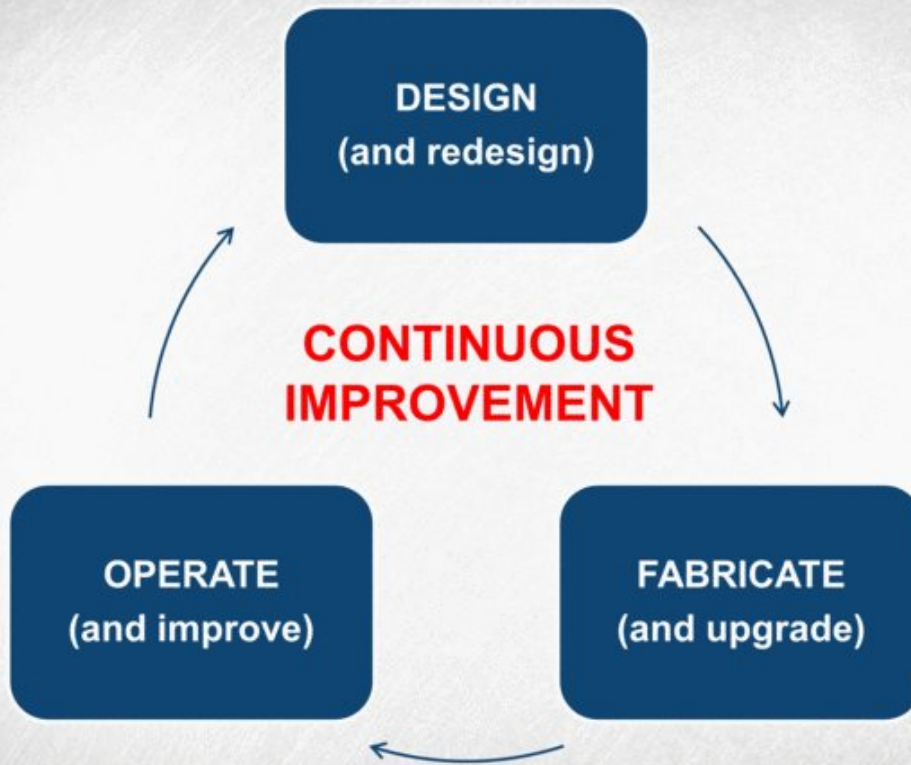
## H&P's Experience and Expertise

- Have the people, systems and the operational support structures to drive high performance and reliability
- Over 1,900 rig years of AC drive operational experience
- Our expertise within an integrated business model (designing, building and upgrading the fleet) provides the best value solution for the customer



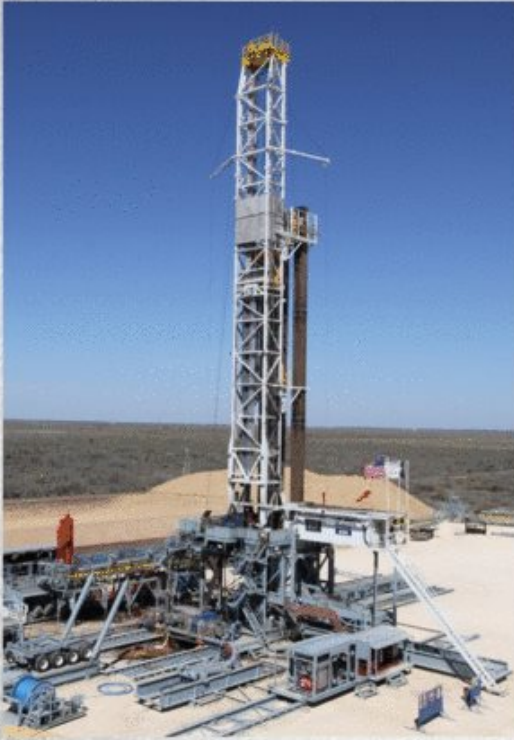


# Benefits of an Integrated Model





## FlexRig Family of Solutions™ - Pad Design

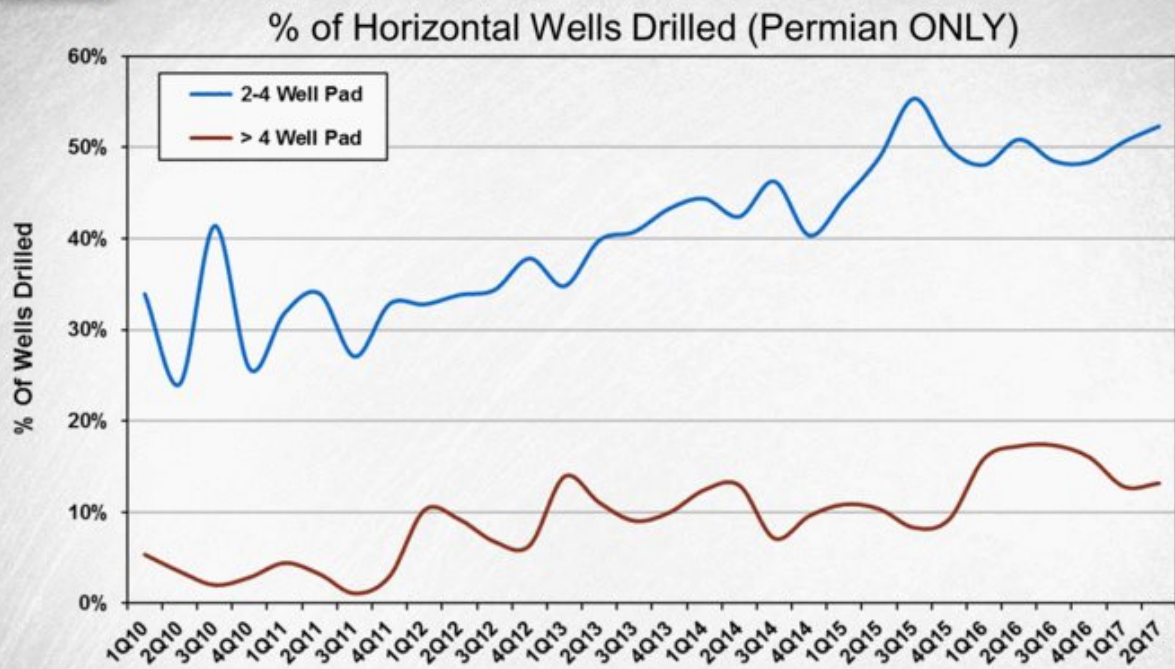


- The FlexRig3 skid system is designed to meet the requirements for standard pad drilling. Typically customers drill 2-4 wells per pad.
- The FlexRig5 skid system is a bi-directional design, with the typical pad having 2-4 wells, and in some cases range from 6-8 wells.
- The “walking” option for the FlexRig3 will enable us to capture additional market share and will enhance our Family of Solutions™ offering.
- As a result of customer demand, we continue to upgrade standard FlexRig3s with skid and walking systems.





# H&P's Family of Solutions™ Matches Pad Drilling Trends



Source: Coras Research, LLC

The H&P Family of Solutions™ provides options that clearly match pad drilling trends.





## “Walking” Option in FlexRig Family of Solutions™



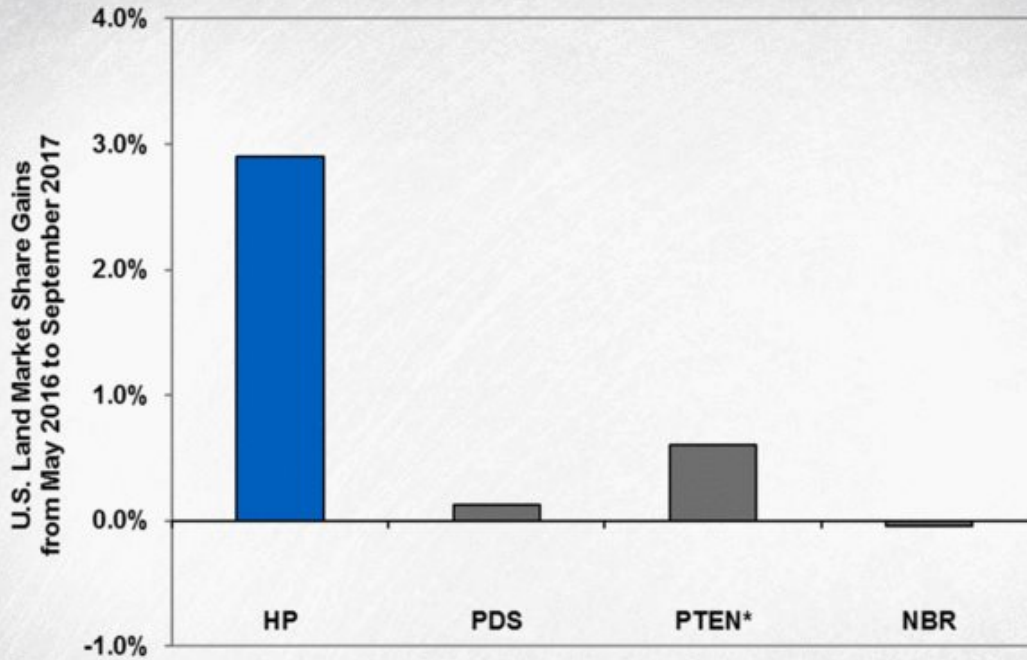
- The FlexRig3 walking system will allow H&P to provide a new design into the market for a much lower investment than having to build a new rig.
- We believe this could lead to incremental market share gains with some customers.
- The upgrade cost for a FlexRig3 with a walking system, including a 7,500 psi mud system, third mud pump, fourth engine, and higher horsepower top drive is approximately \$8 million.





# U.S. Land Market Share Gains Since 2016 Trough

(As Every Contractor's Best Rigs Competed for Work)



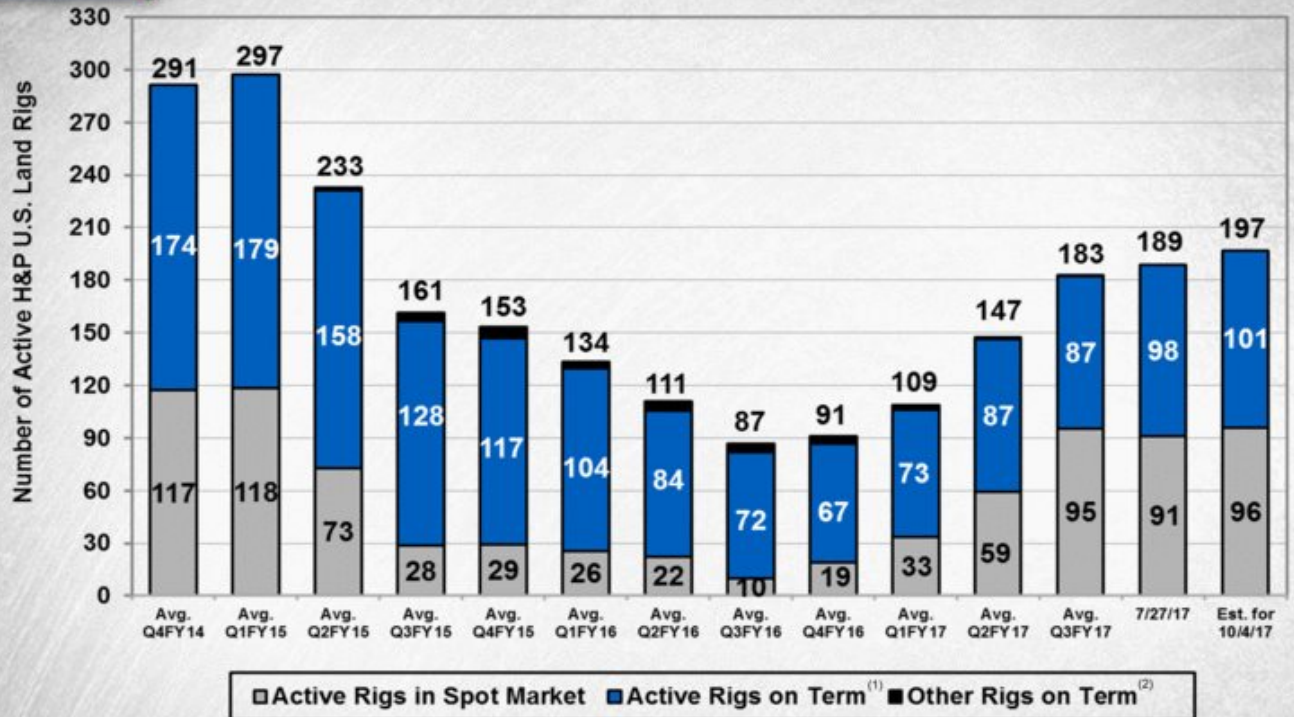
Note: The above estimates corresponding to market share are derived from Rig Data. Additionally, the drawworks capacity of each land rig included in the above analysis was equal to or greater than 600 horsepower.

\* Values for PTEN include active rigs recently acquired from Seventy Seven Energy (SVNT).





# H&P's U.S. Land Fleet Activity



■ Active Rigs in Spot Market 
 ■ Active Rigs on Term<sup>(1)</sup>
■ Other Rigs on Term<sup>(2)</sup>

(1) Includes rigs on standby dayrates.

(2) Includes completed new builds pending delivery and not generating revenue days.





## Ongoing U.S. Land Market Trends

- Unconventional plays continue to shape the landscape.
- Well designs are increasingly complex, including longer laterals and more challenging drilling requirements.
- Customers continue to focus on safety, efficiency, technology, and reliable drilling performance.
- AC drive rigs are best suited and continue to be upgraded for more demanding drilling requirements.
- The replacement cycle is expected to continue.

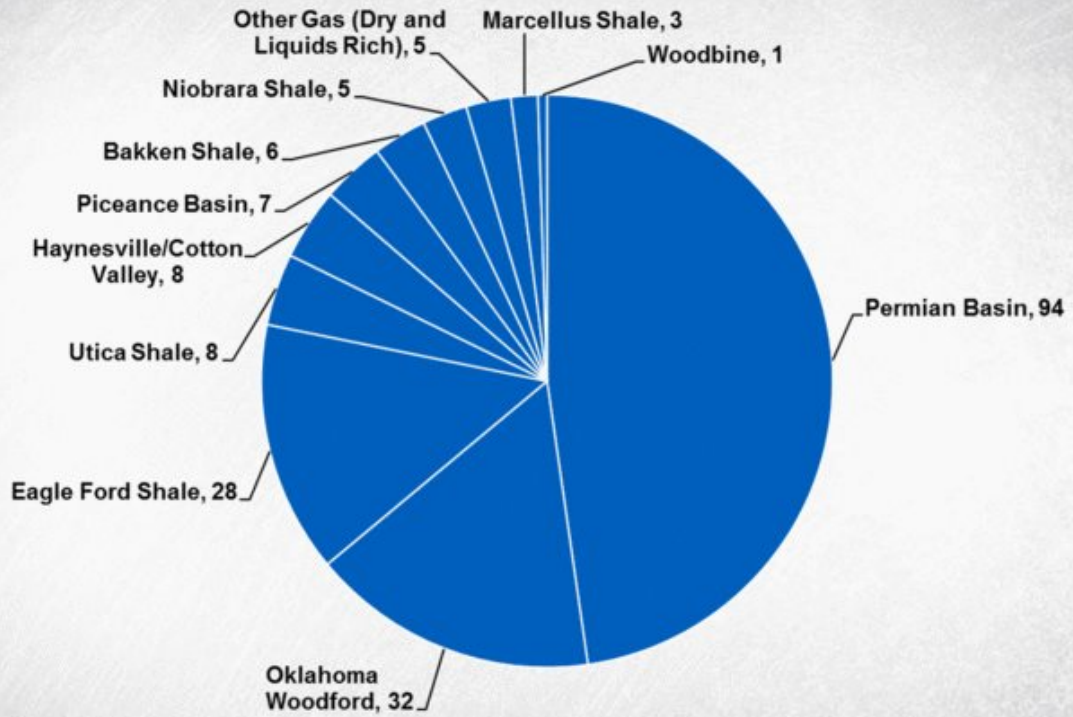






# Leading U.S. Unconventional Driller

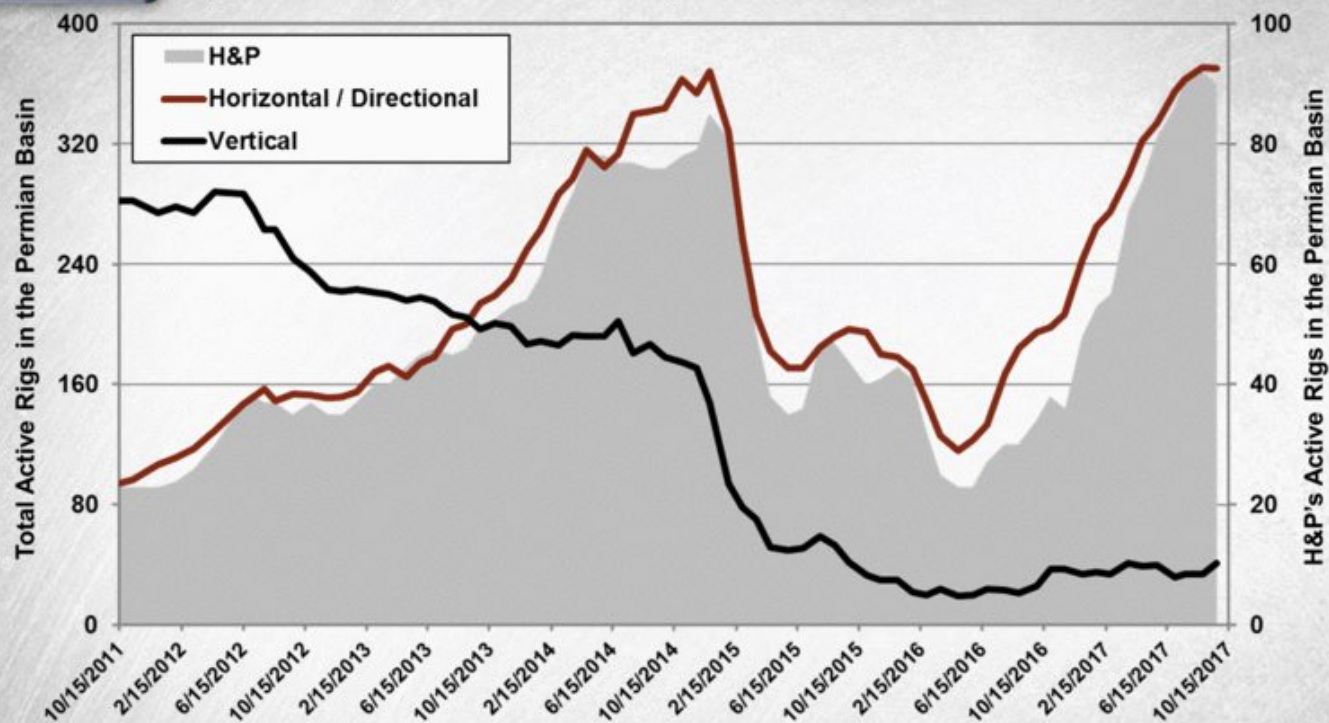
(197 H&P Contracted Land Rigs as of 10/4/17)





# Unconventional Drilling in the Permian

(As of September 2017)



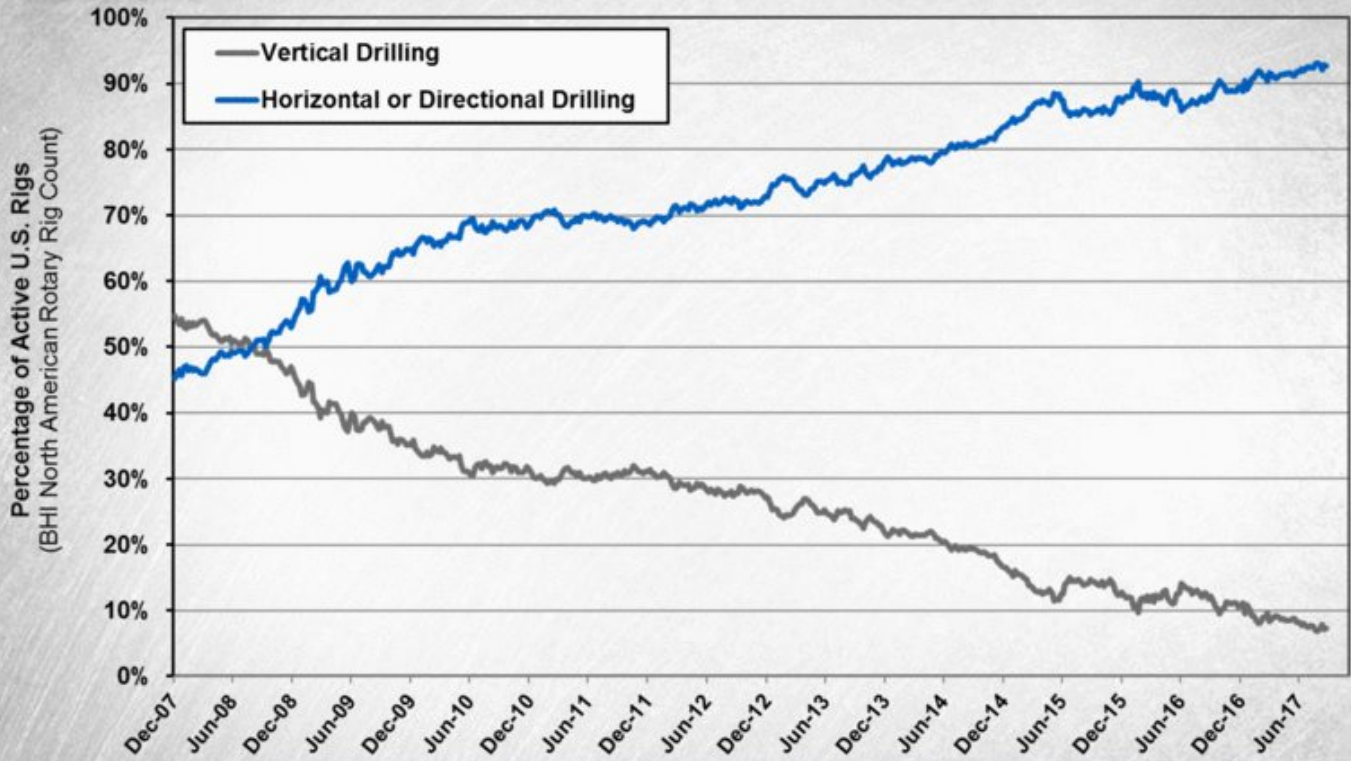
Note: The above estimates are derived from Rig Data. Additionally, the drawworks capacity of each land rig included in the above analysis was greater than or equal to 600 horsepower.





# Increasing Focus on More Difficult Drilling

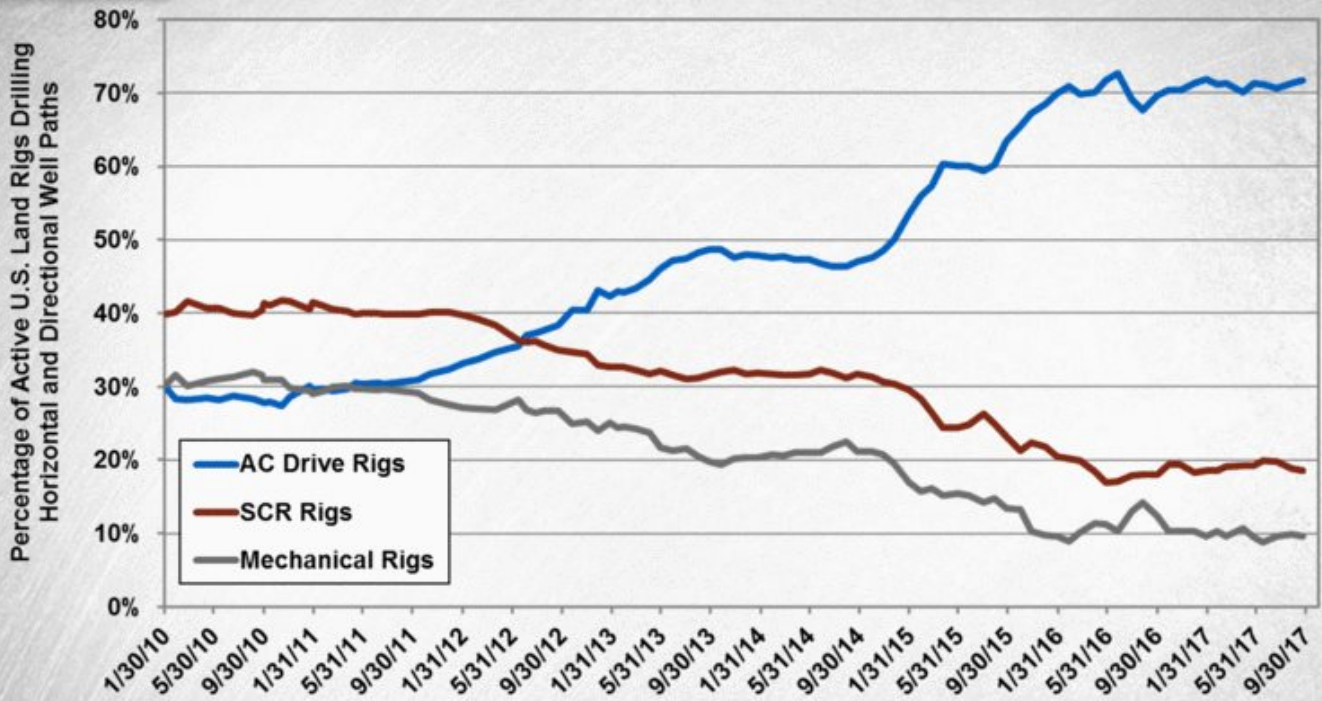
## U.S. Rig Activity by Drilling Type





# U.S. Land Horizontal and Directional Activity

(As of September 2017)



Note: The above estimates corresponding to horizontal and directional rig activity by power type are derived from multiple sources including Rig Data and corporate filings. Additionally, the drawworks capacity of each land rig included in the above analysis was greater than or equal to 600 horsepower. Certain assumptions were made in relation to the power systems on certain unidentified rigs.

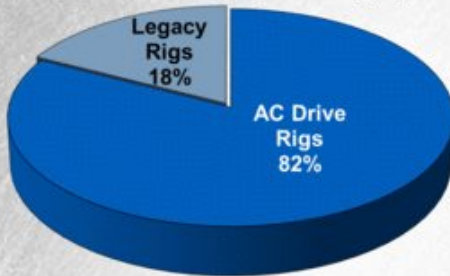




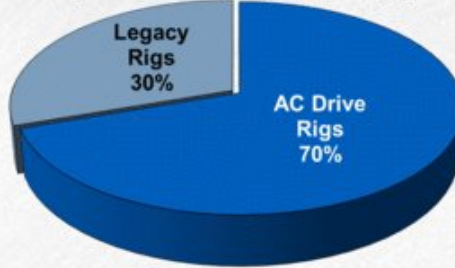
# The Replacement Cycle: Customer Adoption

## U.S. Land Market (as of September 2017)

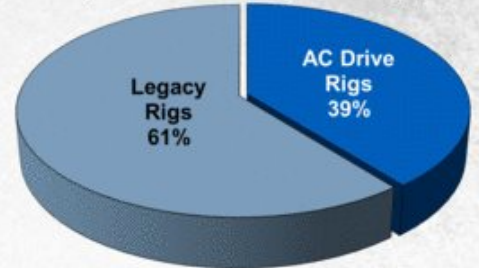
**Top 10 E&P Operators**  
(~220 Active Rigs by Power Type)



**Next ~125 E&P Operators**  
(~565 Active Rigs by Power Type)



**Remaining E&P Operators**  
(~190 Active Rigs by Power Type)



| Top 10 E&P Operators  | Next ~125 E&P Operators  | Remaining E&P Operators   |
|---|--|---|
| They represent the 10 most active E&P operators and employ ~22% of the industry's active drilling rigs. | They represent the next ~125 most active operators and employ ~58% of the industry's active drilling rigs. | They represent all other remaining active operators and employ ~20% of the industry's active drilling rigs. |
| ~98% of their rigs are drilling horizontal or directional wells.  | ~95% of their rigs are drilling horizontal or directional wells.   | ~70% of their rigs are drilling horizontal or directional wells.  |
| ~17% of their rigs are drilling horizontal or directional wells with SCR or Mechanical rigs.            | ~27% of their rigs are drilling horizontal or directional wells with SCR or Mechanical rigs.               | ~33% of their rigs are drilling horizontal or directional wells with SCR or Mechanical rigs.                |

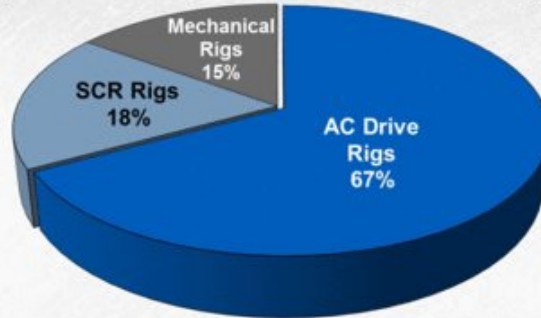
Note: The above estimates corresponding to rig activity are derived from multiple sources including Rig Data and corporate filings. Additionally, the drawworks capacity of each land rig included in the above analysis was greater than or equal to 600 horsepower. Certain assumptions were made in relation to the power systems on certain unidentified rigs.



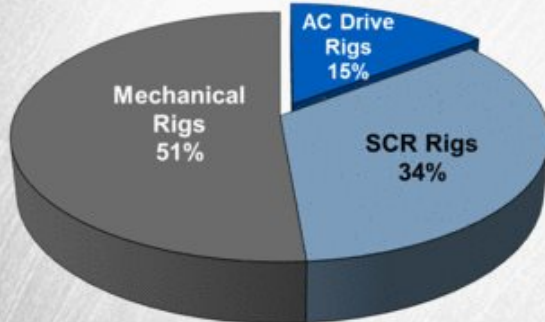


# The Replacement Cycle Continues

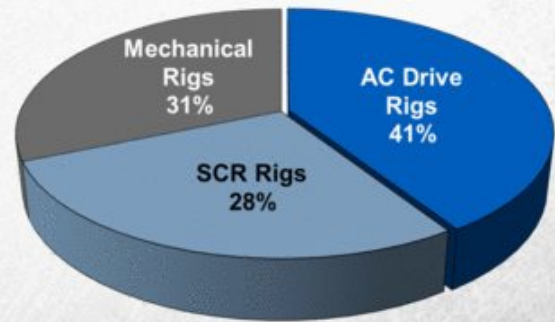
**As of September 2017**  
(~975 Active Rigs in U.S. Land By Power Type)



**As of October 2008 (Peak)**  
(~1,925 Active Rigs in U.S. Land By Power Type)



**As of October 2014 (Peak)**  
(~1,930 Active Rigs in U.S. Land By Power Type)



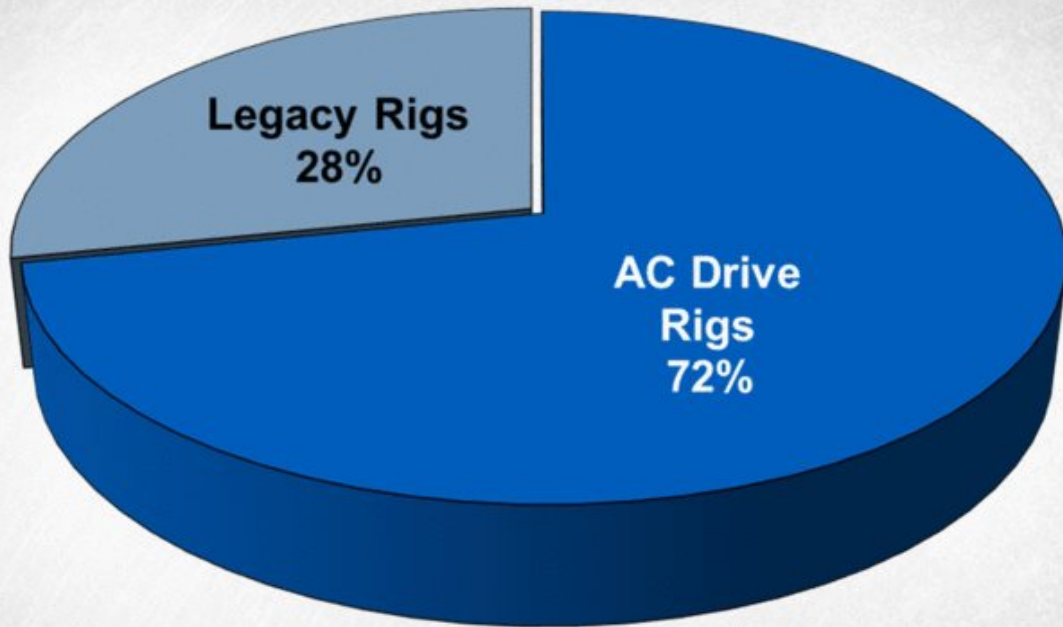
Note: The above estimates corresponding to rig activity are derived from multiple sources including Rig Data and corporate filings. Additionally, the drawworks capacity of each land rig included in the above analysis was greater than or equal to 600 horsepower. Certain assumptions were made in relation to the power systems on certain unidentified rigs.





# U.S. Land Horizontal and Directional Activity

(~885 Rigs as of September 2017)



Note: The above estimates corresponding to rig activity are derived from multiple sources including Rig Data and corporate filings. Additionally, the drawworks capacity of each land rig included in the above analysis was greater than or equal to 600 horsepower.





# Performance Is Not Only About Better Rigs

**Our competitive advantage is also about:**

- **People**
- **Safety**
- **Experience**
- **Training**
- **Culture**
- **Uniform Fleet Size & Scale**
- **Operational Support Network**
- **Processes/Data**
- **Maintenance**
- **Supply Chain**







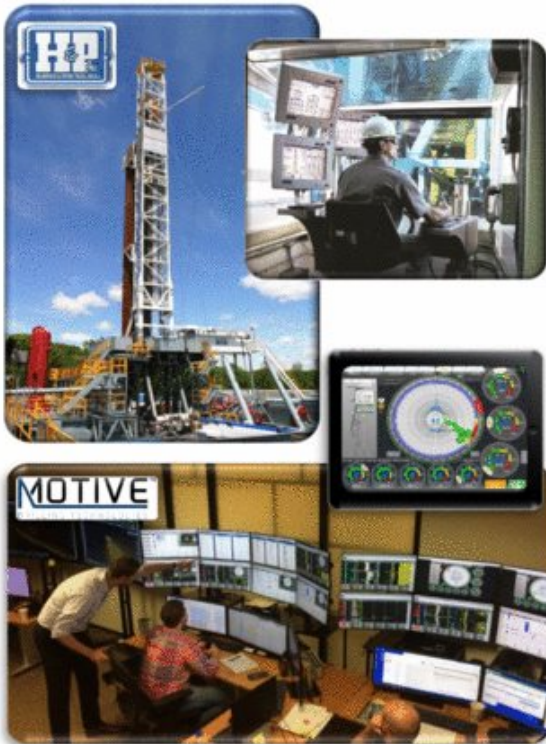
## Center of Excellence – Tulsa, OK

24/7 Technical and Performance Solutions:



- **Support Structure**
- **Data Analysis**
- **Best Practices**





## Technology Leaders:

### H&P Provides-

- Industry Leader for High Performance Rigs
- Largest and Most Standardized AC rig Fleet/Platform
- Solutions for Controls & Automation
- Market Share Leader in US Land Rig Deployment

### MOTIVE Provides-

- Leading Directional Decision Automation Platform
- Advanced Data Analytics and Visualization Tools
- Proven Remote Directional Drilling Deployment
- >500Miles of Commercial Automated Directional Drilling

*Advancing Efficiencies, Quality and Safety Through Automation*



## MOTIVE Drilling Technologies, Inc.

- MOTIVE's proprietary Bit Guidance System is a unique directional drilling technology.
  - Industry leader in the use of cognitive computing to guide the directional drilling process
  - Algorithm-driven system
  - More than 200 horizontal wells to date and over 3 million feet of horizontal hole across all of the major U.S. shale plays and Canada
  
- MOTIVE has the ability to provide decision automation.
  - More accurate well placement
  - Smoother, better quality wellbores
  - More efficient drilling (faster and with better accuracy)
  - Consistently lower drilling costs
  - Potential for increased hydrocarbon production
  
- MOTIVE will remain available to all E&P operators and directional drilling service providers regardless of which drilling rig contractor is used.



# MOTIVE Case Study



**Directional Drilling Industry Problem:** inability to consistently follow a prescribed well path and to hit and stay within the targets identified collectively by the operator's geologists, geophysicists, and reservoir engineers.

**Directional Drilling Industry Solution:** MOTIVE. It employs accurate and reliable cognitive computing to guide the directional drilling process while considering the economic consequences of all decisions.

**Case Study Evidence (Eagle Ford):** two sets of four wells drilled (one with MOTIVE and one without it), with nearly identical lithologies, well path geometries, drill bits, BHAs, and other associated rig equipment, and at approximately the same time.



- **Results:**

- 30% lower effective directional drilling cost
- Nearly twice the accuracy
- Zero non-productive time (NPT)

- **Conclusion:**

- The MOTIVE-guided wells significantly outperformed the non-MOTIVE wells in each of the sections drilled



## Customer Satisfaction Matters

- Value creation for the customer is not only driven by having the right rig.
- It is also driven by service; the ability of an organization to deliver top performance with that rig.
- Better service drives value, customer satisfaction, market share and pricing.
- H&P has been rated 1<sup>st</sup> in total customer satisfaction for nine years in a row by a well respected third party.\*
- When combined with capital discipline, customer satisfaction also drives shareholder value.

\* Please refer to EnergyPoint Research.





# H&P's Long Term Strategy

- Innovation
- Technology
- Safety, operational excellence and reliability
- Customer satisfaction
- Financial strength





## Additional References





## Estimated H&P Activity as of October 4, 2017

|                           | <u>Rigs Available</u> | <u>Rigs Working/<br/>Contracted</u> | <u>%<br/>Contracted</u> |
|---------------------------|-----------------------|-------------------------------------|-------------------------|
| <b>U.S. Land</b>          | <b>350</b>            | <b>197</b>                          | <b>56%</b>              |
| AC Drive FlexRigs         | 348 <sup>(1)</sup>    | 197                                 | 57%                     |
| SCR Fleet                 | 2 <sup>(2)</sup>      | 0                                   | 0%                      |
| <b>Offshore</b>           | <b>8</b>              | <b>5</b>                            | <b>63%</b>              |
| <b>International Land</b> | <u><b>38</b></u>      | <u><b>16</b></u>                    | <u><b>42%</b></u>       |
| <b>Total Fleet</b>        | <b>396</b>            | <b>218</b>                          | <b>55%</b>              |

(1) Slightly under 230 rigs are optimal for multiple-well pad drilling (99% of which are equipped with skidding systems and the remainder (or three rigs) with walking systems).

(2) The remaining SCR rigs in the U.S. Land segment have a 3,000 hp drawworks rating.







# H&P Global Fleet Under Term Contract

## Number of Rigs Already Under Long-Term Contracts\*

(Estimated Quarterly Average, Including Announced New Builds - as of 10/4/17)

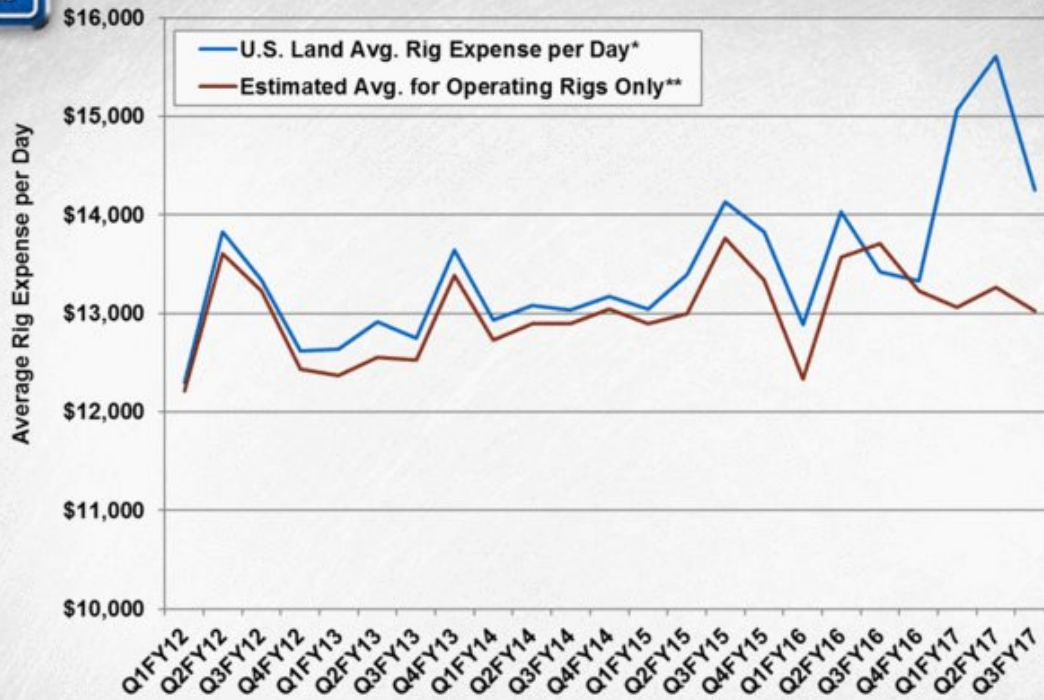
| Segment            | Q4<br>FY17   | Q1<br>FY18   | Q2<br>FY18  | Q3<br>FY18  | Q4<br>FY18  | Q1<br>FY19  | Q2<br>FY19  |
|--------------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|
| U.S. Land          | 98.7         | 96.2         | 80.0        | 66.8        | 56.3        | 48.3        | 25.4        |
| International Land | 10.0         | 10.0         | 10.0        | 10.0        | 10.0        | 10.0        | 10.0        |
| Offshore           | 2.0          | 2.0          | 2.0         | 1.9         | 0.3         | 0.0         | 0.0         |
| <b>Total</b>       | <b>110.7</b> | <b>108.2</b> | <b>92.0</b> | <b>78.7</b> | <b>66.6</b> | <b>58.3</b> | <b>35.4</b> |

\* The above term contract coverage excludes long-term contracts for which the Company received early contract termination notifications as of 10/4/17. Given notifications as of 10/4/17, the Company expects to generate approximately \$5 million in the fourth fiscal quarter of 2017 and approximately \$15 million thereafter from early terminations corresponding to long-term contracts. All of the above rig contracts have original terms equal to or in excess of six months and include provisions for early termination fees.





# U.S. Land Average Rig Expense per Day



\* Excludes extraordinary items mentioned in a particular quarter's press release (e.g. lawsuit settlement charges).

\*\* Estimated average rig expense per day for operating rigs only excludes estimated expenses associated with transitory and idle rig costs (e.g. rig idling expenses, ongoing idle rig costs like property taxes and insurance, the start-up expenses related to the reactivation of idle rigs, and the estimated effect of idle rigs on standby).





# H&P's International Land Operations

Rig Fleet Status (as of October 4, 2017)

|              | Contracted        | Idle      | Total     | Long-term Contracts <sup>(1)</sup> |
|--------------|-------------------|-----------|-----------|------------------------------------|
| Argentina    | 13 <sup>(3)</sup> | 6         | 19        | 10                                 |
| Bahrain      | 1                 | 2         | 3         |                                    |
| Colombia     | 2                 | 6         | 8         |                                    |
| Ecuador      |                   | 6         | 6         |                                    |
| U.A.E.       |                   | 2         | 2         |                                    |
| <b>Total</b> | <b>16</b>         | <b>22</b> | <b>38</b> | <b>10<sup>(2)</sup></b>            |

(1) Rigs on term contract that have greater than or equal to 180 days remaining.

(2) 10 of 25 FlexRigs, included in the international fleet of 38 rigs, are under long-term contracts.

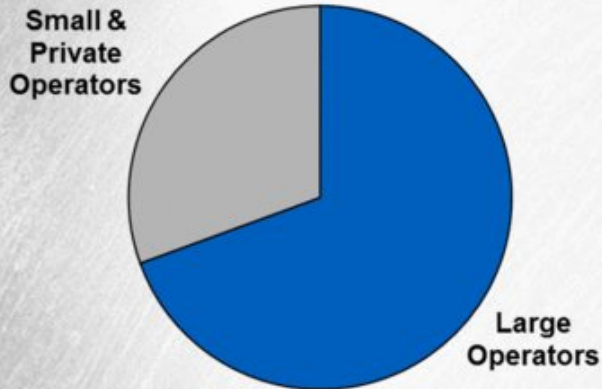
(3) Two of the 13 active rigs are being leased (i.e. H&P is not crewing and managing the rigs), and as such the average rig margin per day for those two rigs is lower than our average rig margin per day in the segment.



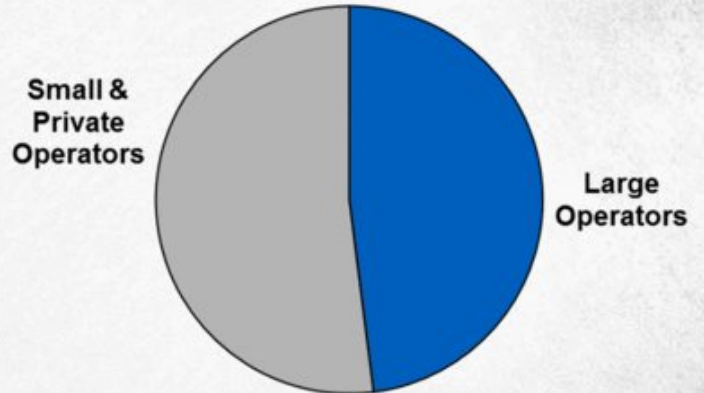


# H&P vs. Industry U.S. Land Customer Base

**H&P**  
U.S. Land Activity  
Estimated Customer Distribution  
(September 2017)



**Industry**  
U.S. Land Activity  
Estimated Customer Distribution  
(September 2017)



Note: The above estimates corresponding to the active rig fleet in the U.S. are derived from multiple sources including Rig Data. The category "Large Operators" includes majors and large independent E&P operators.





# H&P's FlexRig Advantage

## The FlexRig Difference: Key Advantages

- **Increased drilling productivity and reliability**
  - Variable frequency AC technology providing precise control and increased capability
  - Computerized electronic driller more precisely controls down-hole parameters
  - FlexRig designs are suited for both efficient well to well moves and multiple-well pad applications
- **Accelerated well programs and NPV gains**
- **A safer and more environmentally friendly workplace**
- **Fleet size and uniformity**
- **Total well cost savings even at premium dayrates**





# The Value Proposition: The Power of Efficiency

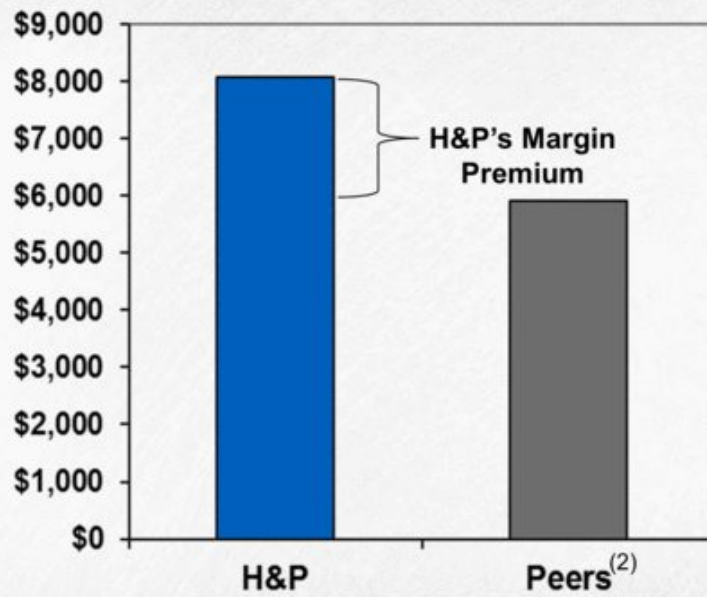
|  | Theoretical Base Case | 20% Efficiency Improvement | 40% Efficiency Improvement |
|--|-----------------------|----------------------------|----------------------------|
| 1. Drilling days average                                     | 13.5                  | 10.8                       | 8.1                        |
| Other days average   | 5.0                   | 4.0                        | 3.0                        |
| Moving days average (several multi-well pads)                | 1.5                   | 1.2                        | 0.9                        |
| <b>Total rig days per well</b>                               | <b>20.0</b>           | <b>16.0</b>                | <b>12.0</b>                |
| <b>Efficiency (Reduced Well Cycle Time)</b>                  | <b>-</b>              | <b>20%</b>                 | <b>40%</b>                 |
| 2. Drilling contractor dayrate                               | \$15,000              | \$20,000                   | \$25,000                   |
| Operator's other intangible (services) cost per day estimate | \$35,000              | \$35,000                   | \$35,000                   |
| <b>Total daily cost estimate</b>                             | <b>\$50,000</b>       | <b>\$55,000</b>            | <b>\$60,000</b>            |
| <b>Total cost per well (daily services)</b>                  | <b>\$1,000,000</b>    | <b>\$880,000</b>           | <b>\$720,000</b>           |
| 3. Total well savings for customer – per well                |                       | \$120,000                  | \$280,000                  |
| per year   |                       | (12% Savings)<br>\$2.74 MM | (28% Savings)<br>\$8.52 MM |
| 4. Incremental number of wells per rig per year              |                       | 4.6 wells                  | 12.2 wells                 |





# Technology & Quality Service Make a Difference

Average U.S. Land Rig Margin per Day<sup>(1)</sup>  
(12 Months Ended June 30, 2017)



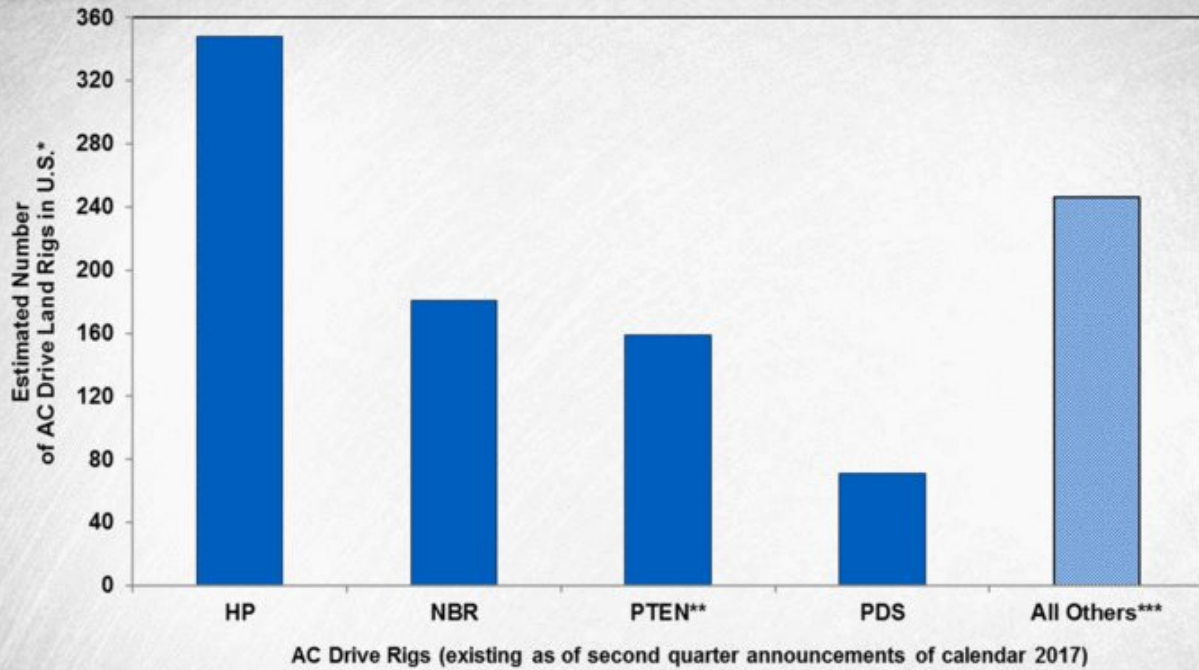
(1) Does not include the impact of early contract termination revenue.

(2) Represents weighted-average rig margin per day for PTEN, NBR, PDS, and UNT.





# H&P's Lead in U.S. Land AC Drive Rigs



\* The above estimates corresponding to U.S. lower 48 AC Drive fleets are derived from Rig Data and corporate filings.

\*\* Values for PTEN include AC drive rigs recently acquired from Seventy Seven Energy (SVNT).

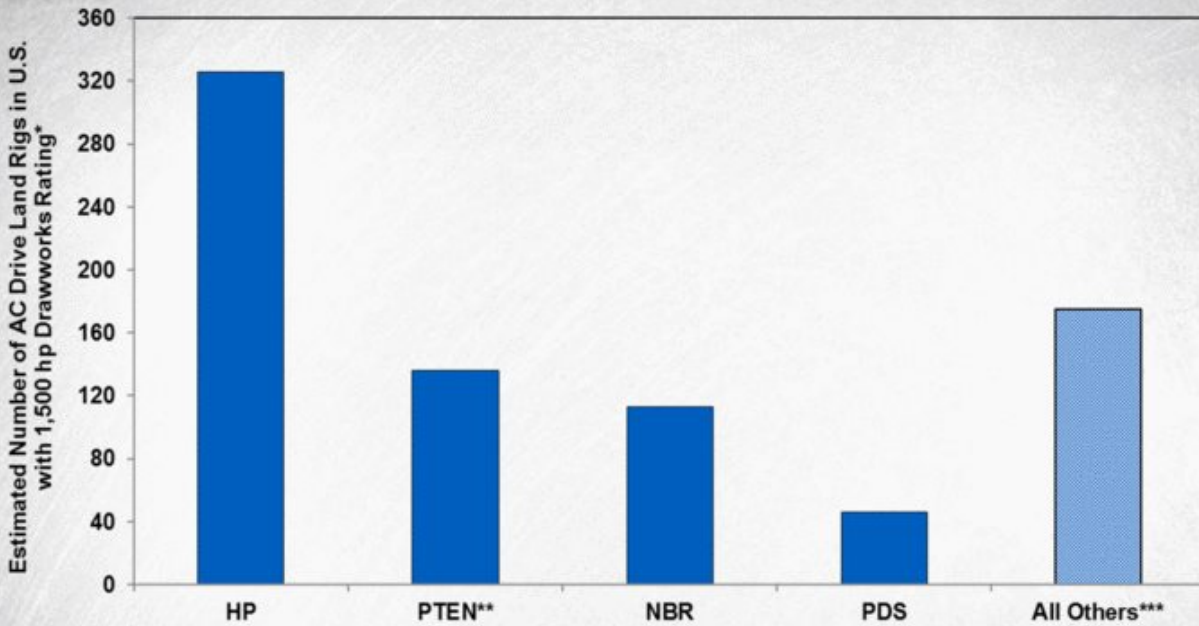
\*\*\* Estimated number of all other available AC Drive rigs not including those owned by HP, NBR, PTEN, and PDS.







## H&P's Lead in U.S. Land AC Drive Rigs with 1,500hp Drawworks Rating



AC Drive Rigs with 1,500 hp Drawworks Rating  
(existing as of second quarter announcements of calendar 2017)

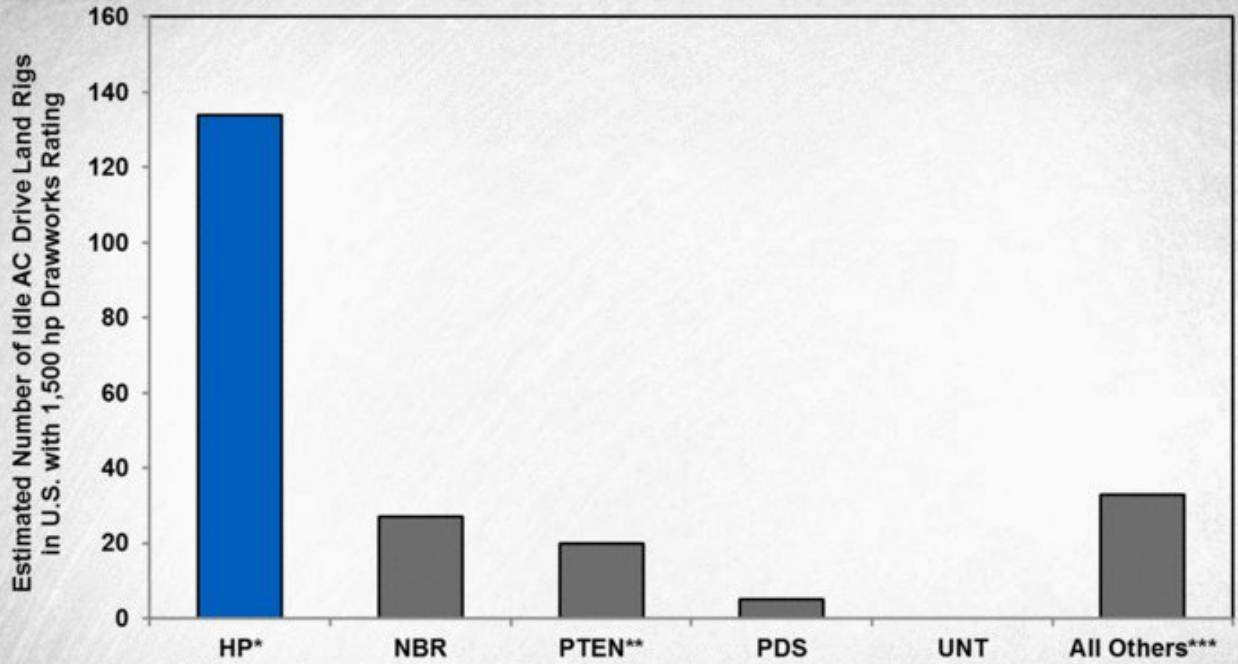
- \* The above estimates corresponding to U.S. lower 48 AC Drive fleets are derived from Rig Data and corporate filings.
- \*\* Values for PTEN include AC drive rigs recently acquired from Seventy Seven Energy (SVNT).
- \*\*\* Estimated number of all other available AC Drive rigs not including those owned by HP, NBR, PTEN, and PDS.





# H&P Very Well Positioned to Gain Share

## Idle 1,500 hp AC Drive Land Rigs (as of September 2017)



Note: The above estimates are derived from multiple sources including Rig Data and corporate filings.

\* Includes ~85 FlexRigs that have been or can be upgraded to what some industry followers refer to as "super-spec" rigs.

\*\* Values for PTEN include AC drive rigs recently acquired from Seventy Seven Energy (SVNT).

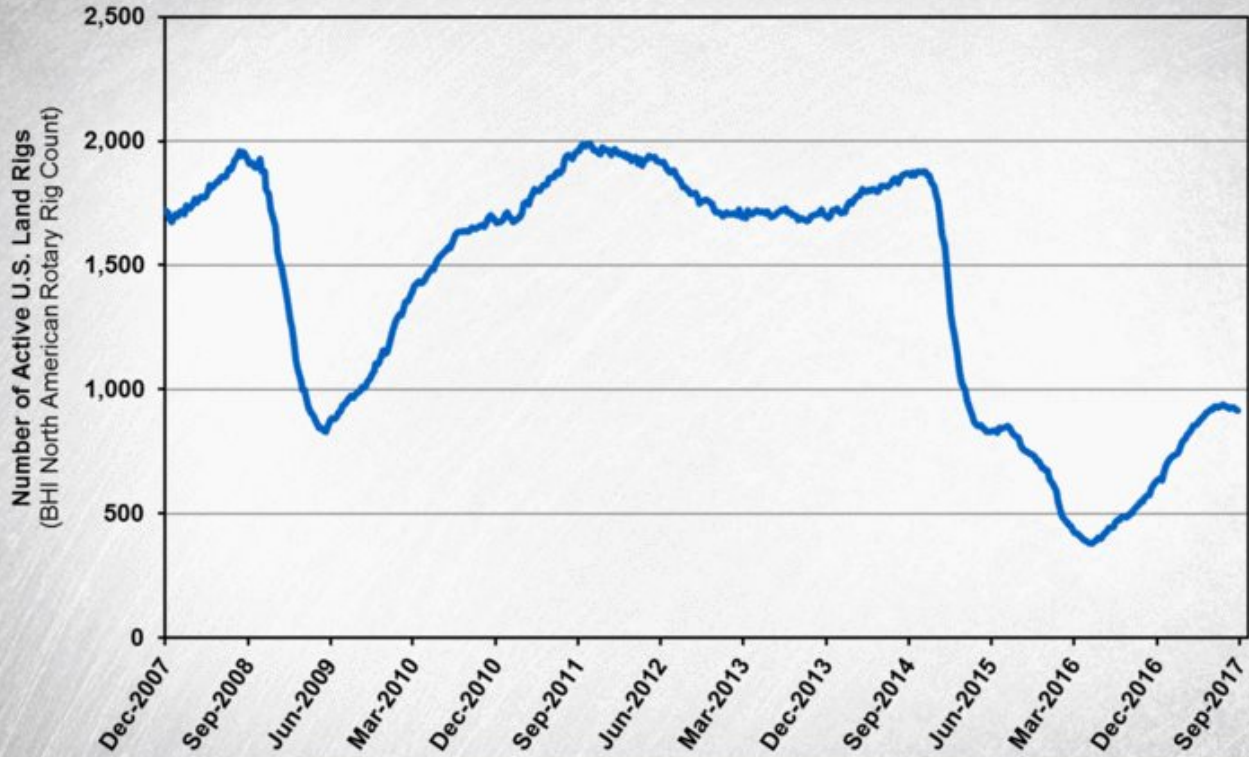
\*\*\* Estimated number of idle 1,500 hp AC Drive Land rigs not including those owned by HP, NBR, PTEN, PDS, and UNT.





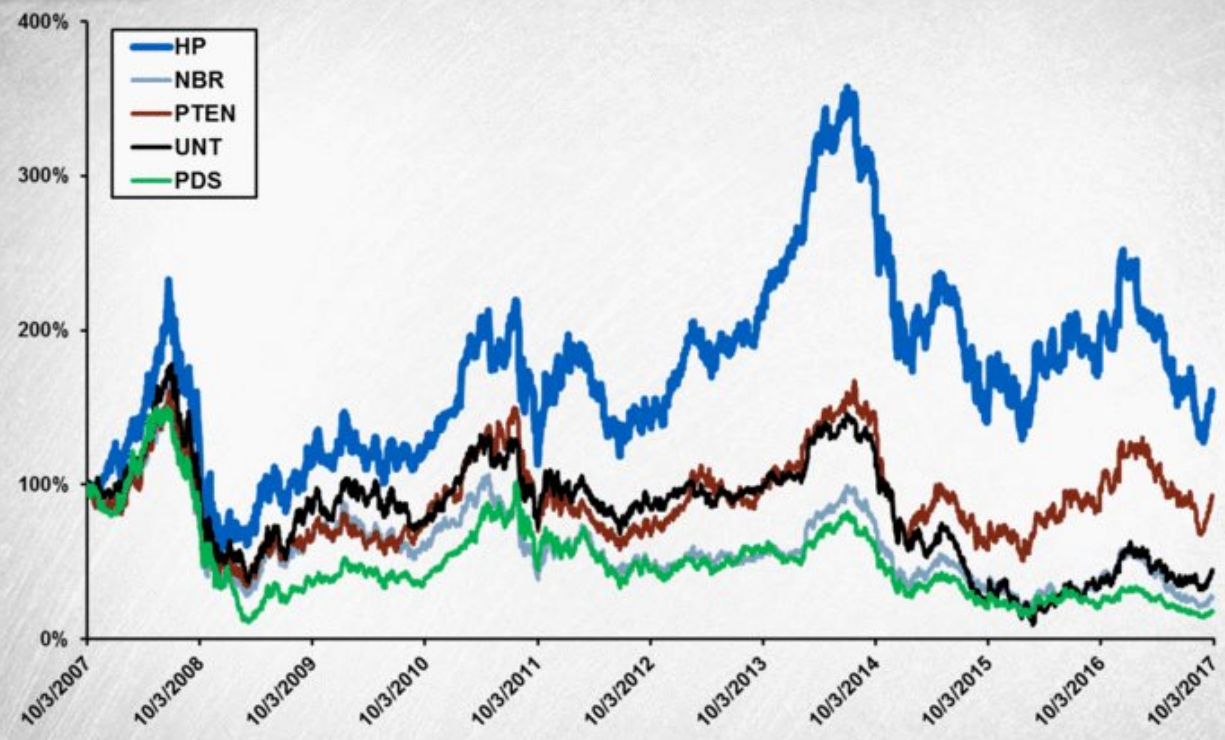
# Drilling Activity in the U.S.

## BHI U.S. Land Rig Count





# Ten-Year Relative Shareholder Return

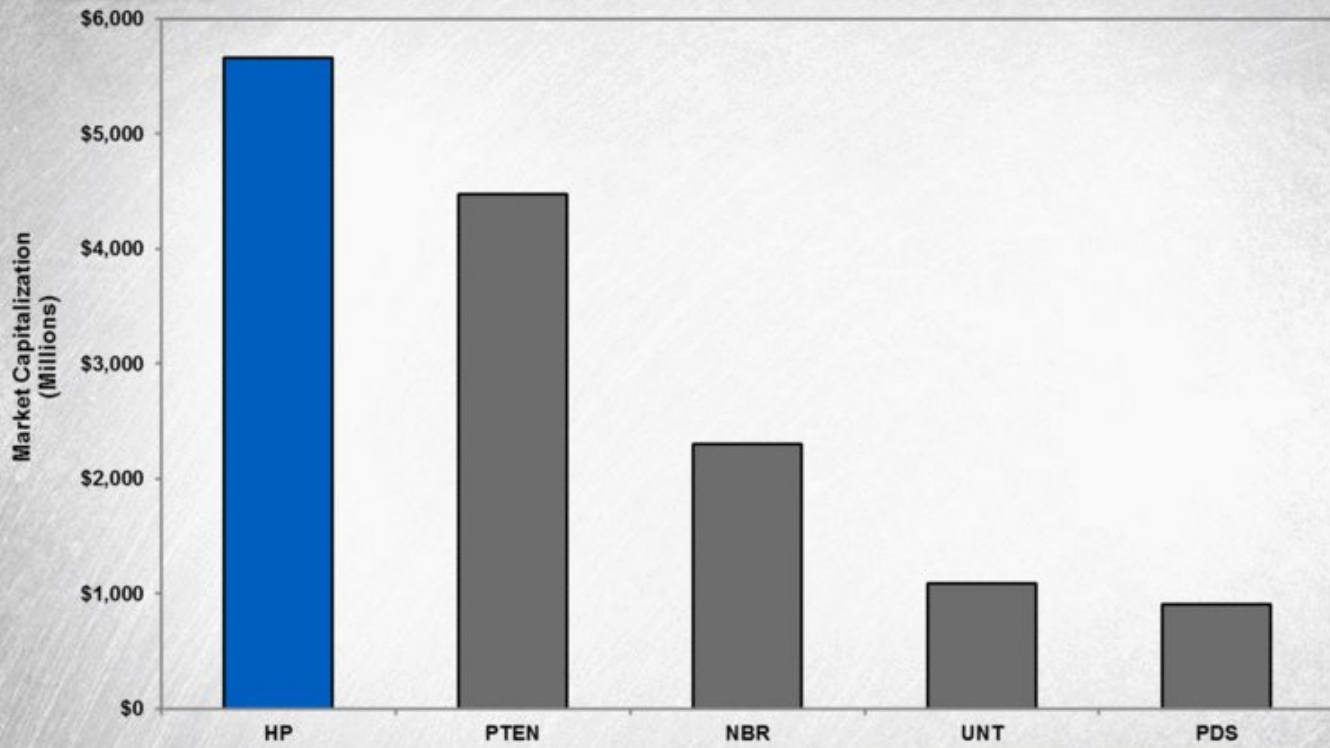


Source: Nasdaq IR Insight (FactSet) as of September 29, 2017.





# Land Drilling Market Valuations

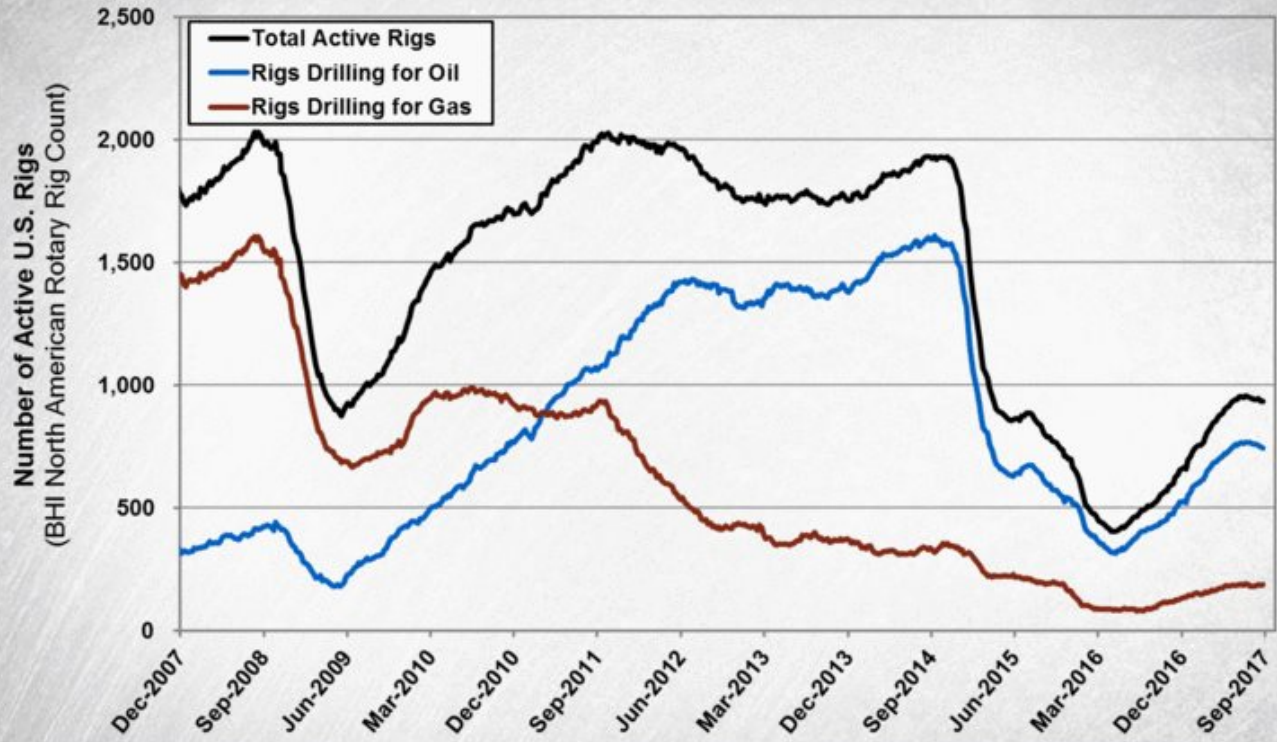


Source: Nasdaq IR Insight (FactSet) as of September 29, 2017.



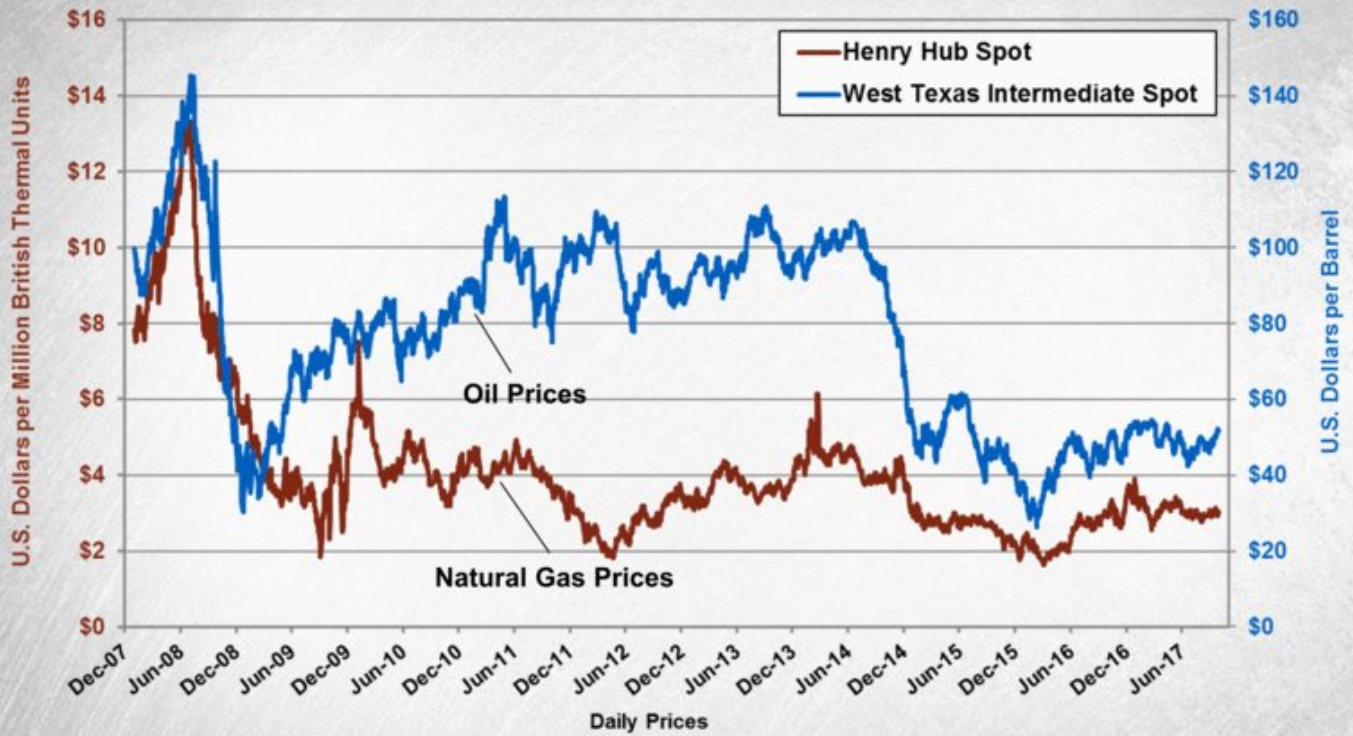


# Oil vs. Natural Gas Directed Rig Count





# Oil and Natural Gas Prices



Source: Energy Information Administration and Nasdaq IR Insight (FactSet).

