

**Archer**

13 March 2020

# Refinancing solution

Dag Skindlo  
CEO and President

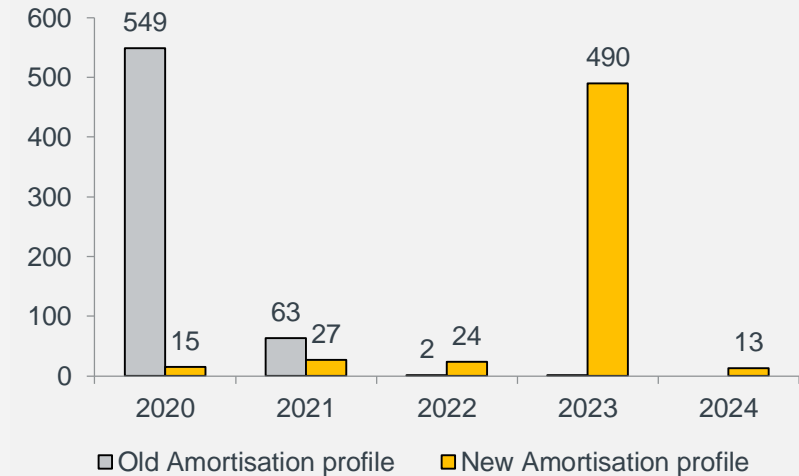


# Refinancing solution

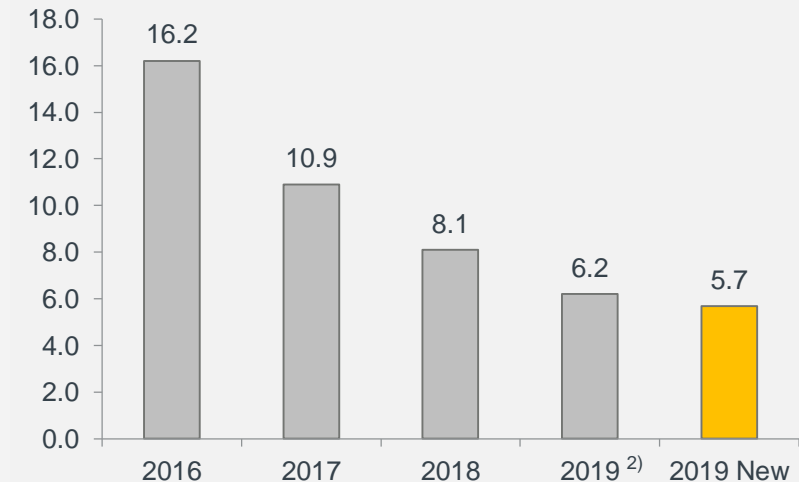
## Attractive refinancing secured

- Main loan facility extended until 1<sup>st</sup> October 2023
- A fixed amortization schedule reinstated
- Interest margins unchanged
- No new equity or liquidity required
- Net Debt reduction of USD 45 million, equal to NOK 3.1 per share
- Pro forma NIBD reduced from 582 million to USD 537 million
- Available liquidity of approx. USD 96 million post refinancing
- Credit and board approved terms sheets in place from lenders
  - BNP term sheet pending Hermes approval

### New Debt maturity profile <sup>1)</sup> [\$m]



### Net Interest Bearing Debt / EBITDA



1) Excludes currently undrawn facilities

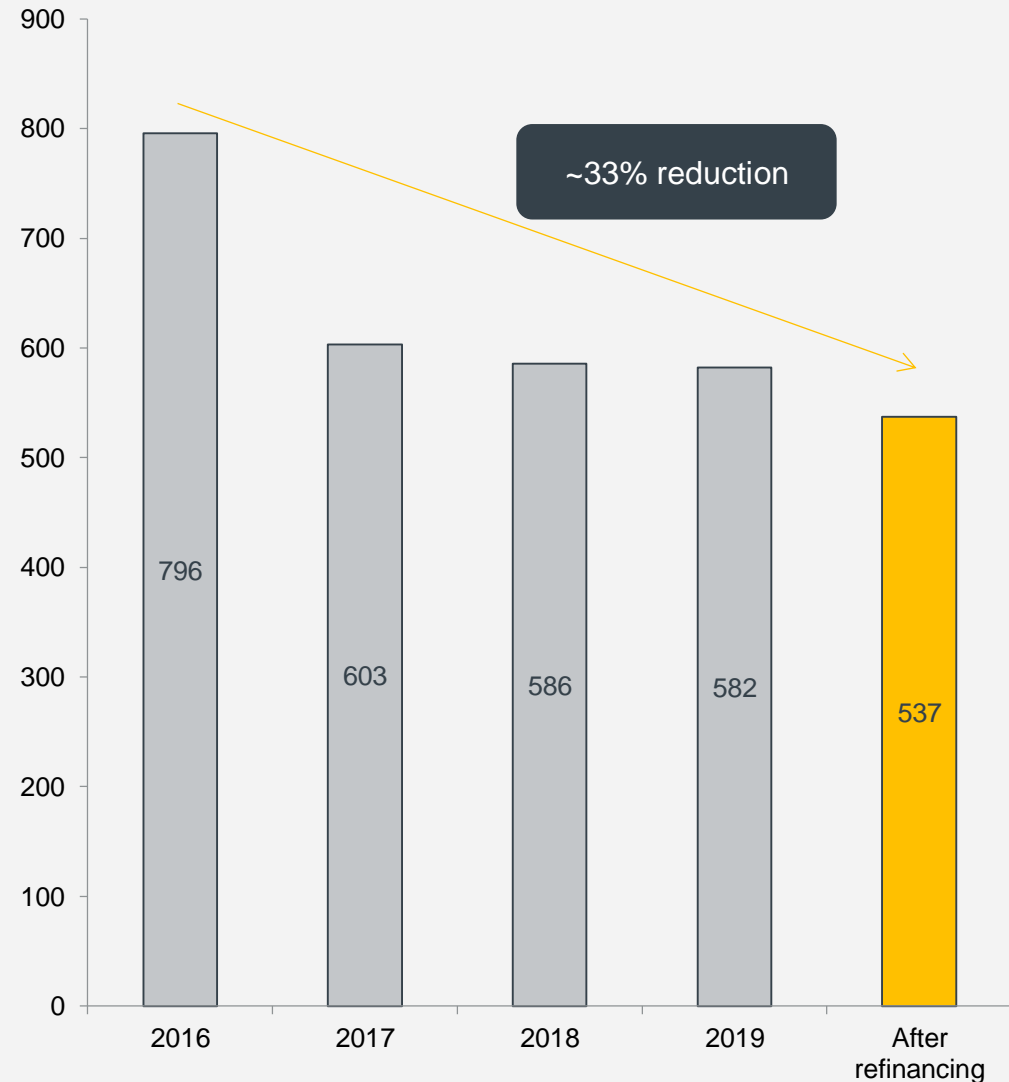
2) Definition in loan agreement gives NIBD / EBITDA = 5.15



# NIBD will be reduced on effective date

- Archer has consistently been able to reduce NIBD year on year
- NIBD will be further reduced by \$45 million with new agreement
- NIBD reduction of 33% since end 2016
- Archer has operated with excess liquidity, and will post refinancing reduce available liquidity by \$48 million to approximately \$96 million
- Historic free cash flow generation has been more than sufficient to service debt and investments
- Going forward cash sweep threshold will be set at \$90 million giving ample headroom

Historic NIBD [\$m]



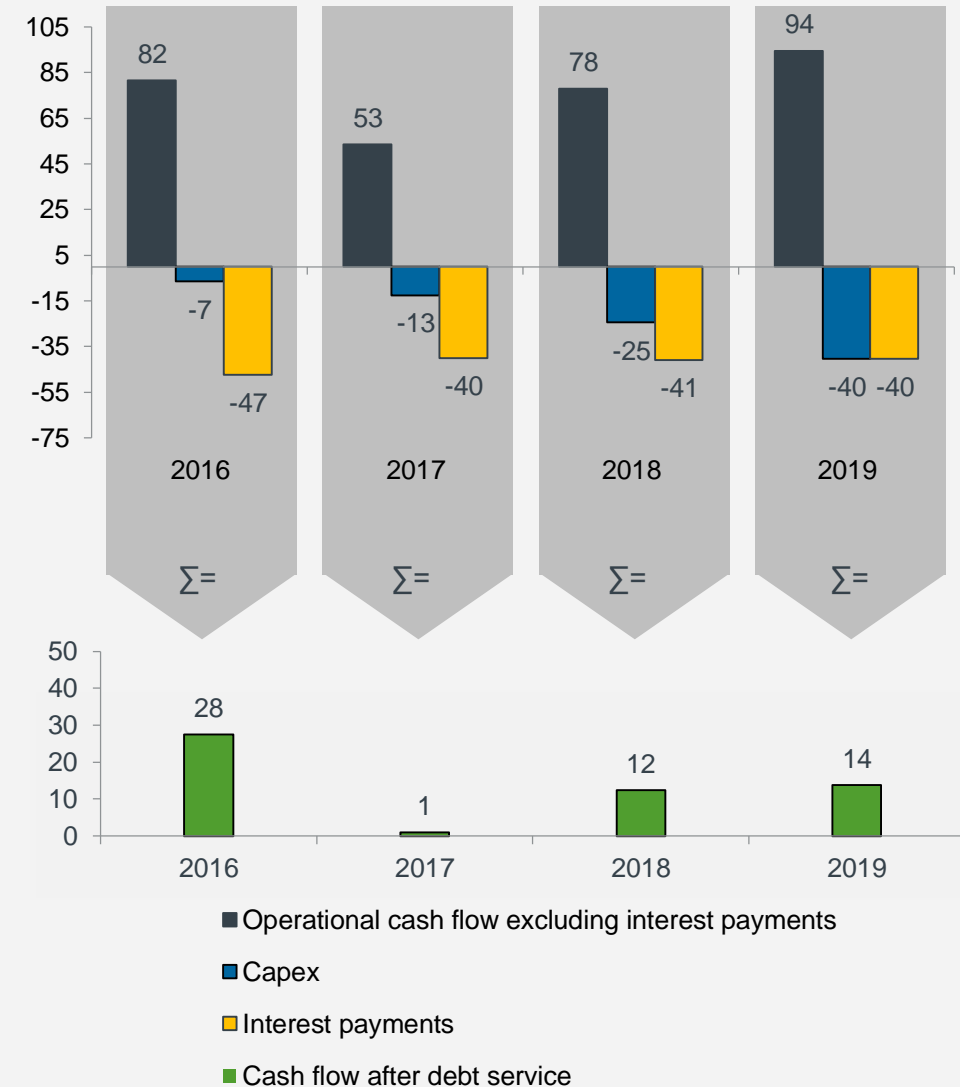


# Archer has robust cash flow generation

- During the downturn Archer was able to deliver strong operational cash flow by cutting costs, releasing working capital and reducing capex
- As the market has improved, Archer has increased the growth capex and increased working capital to invest for future earnings

**NIBD reduction during market downturn and market recovery**

Cash flow [\$m]

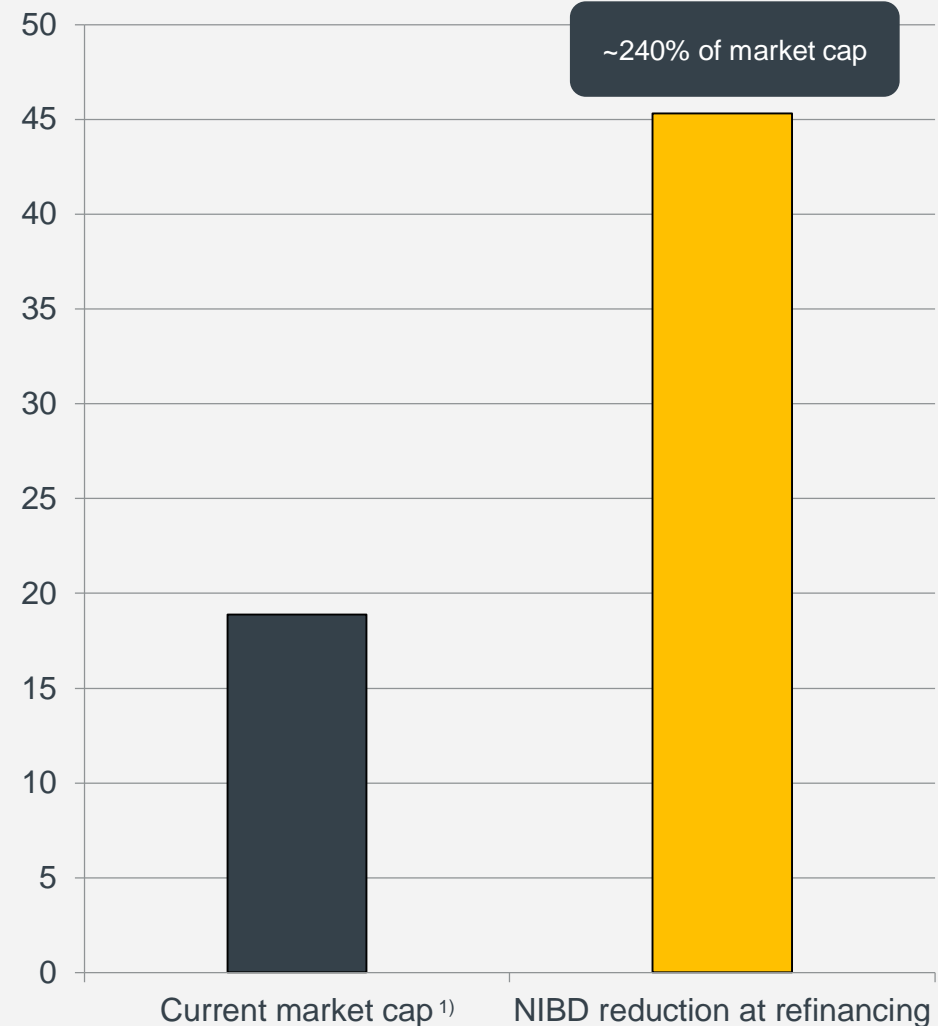




# NIBD reduction positive for all stakeholders

- At current market cap, the NIBD reduction of \$45 million represents ~240% of our market cap and should support equity recovery
- Gross and Net Debt reduction reduces interest expenses going forward
- Archer market capitalization is currently 3.1% of EV, and the debt reduction is 7.8% of NIBD
- Archer has proven ability to reduce NIBD through operations and expect to further reduce NIBD in 2020

Current market cap vs NIBD reduction [\$m]



1) As of 12.03.20



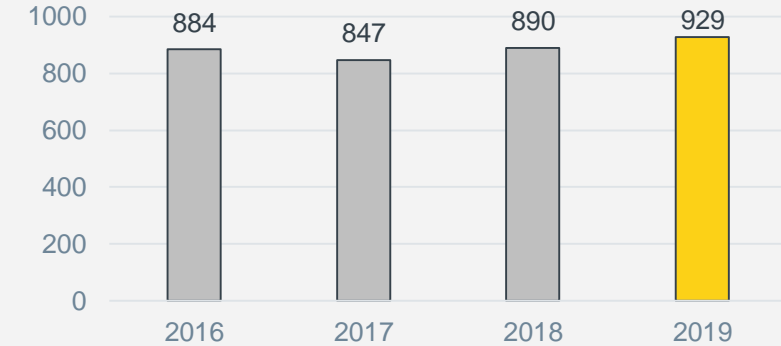
## Continued financial improvement

- Refinanced with attractive terms
- Net debt down 33% since 2016
- NIBD/EBITDA from 16.2 to 5.7 since 2016
- 30% growth in EBITDA over 2018
- 170% growth in EBIT over 2018

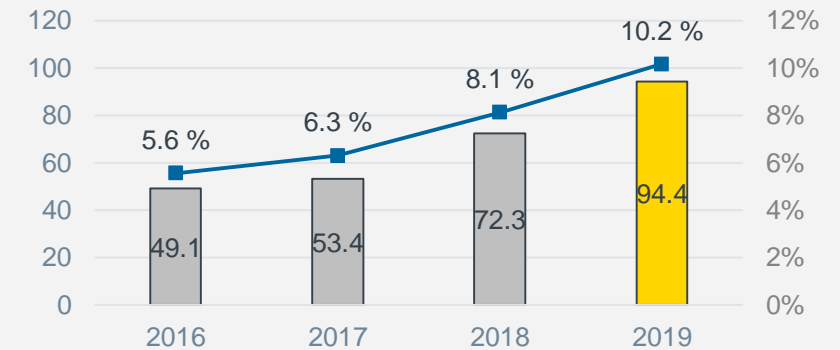
## In challenging market conditions

- Low/moderate global upstream offshore spending
- Argentina financial crisis and challenging onshore US market
- Weak operating currencies relative to USD
- Depressed capital markets for oil service

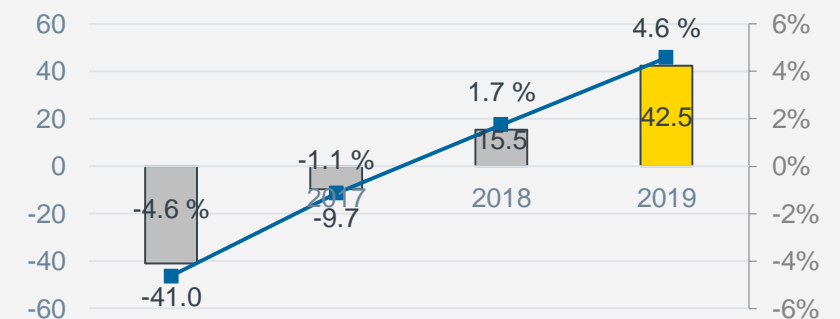
Revenue [\$m]



EBITDA [\$m,%]



EBIT [\$m,%]





# Investment highlights



## Strong market position

- Leading platform drilling in the North Sea
  - Leading provider of land drilling and workover services in Latin America
  - Well services with leading proprietary technology that is deployed globally
  - Unique offering in the North Sea for integrated projects in a growing late life market
- 



## Improved financials and refinanced in a challenging environment

- Consistent EBITDA growth year on year
- Consistent reduction in net debt year on year
- Consistent improvement in credit metrics
- Refinanced, ample liquidity and strong cash flow generation



# Debt amendment details





# Amended Revolving Credit Facility (RCF)

## Facilities and structure

- \$610.8 million commitment reduced to \$579.1 million on effective date
- Maturity date extended to 1 October 2023
- Competitive interest margins preserved at existing levels

## Amortization profile & Cash sweep

- A quarterly \$4 million amortisation profile with first amortization 31 March 2021
- Cash sweep of excess liquidity above \$90 million to start 31 December 2020

## Interest margin

- Margin grid: Libor + Margin of 2.25% - 4.15% per annum for NIBD/ EBITDA<sup>1)</sup> between 1.0 and 5.0, and 4.35% for NIBD / EBITDA  $\geq$  5.0
- 1% PIK Margin accrue on the loan if NIBD/EBITDA<sup>1)</sup> exceeds 6.00 at year end

## Key Covenants

- NIBD / EBITDA<sup>1)</sup> Ratio covenant, reducing from 7.0 in Q1 2020 to 5.0 in LTM Q2 2023
- \$30 million minimum liquidity
- Annual Capex of maximum \$40 million

1) Loan agreement definition: NIBD = NIBD excluding Seadrill convertible loan, EBITDA = EBITDA before exceptional items



# Refinancing terms other loan agreements

## Key terms – BNP / Hermes facility

- Currently outstanding: of € 21.4 million reduced to € 11.4 million on effective date
- A quarterly € 1.4 million commencing in 2021 and final repayment in December 2022
- Interest margins preserved at existing levels

## Key terms – Seadrill convertible

- Current book value of \$58.3 million reduced to \$13 million on effective date
- Reduction in convertible price from \$2.083 to \$0.40
- Seadrill can convert the CB to Archer shares at any time and are also free to sell CB to third party
- Maturity extended to April 2024
- PIK remains 5.5%