

TOTAL ENERGY SERVICES INC.



2016 APRIL 12 & 13, TORONTO
CAPP SCOTIABANK
INVESTMENT SYMPOSIUM



Corporate Information



• Common Shares Outstanding (TSX: TOT)	31.0 million
• Options Outstanding (\$14.30 average exercise price)	3.06 million
• Market Capitalization (basic, at \$12.00 share price)	\$372 million
• Working Capital	\$90.3 million (at 12/31/15)
• Long Term Debt (3.06%, \$278,800 monthly P&I pmt, due May 2020)	\$46.9 million (at 12/31/15, excluding current portion)
• Bank Debt (\$65 million revolving credit facility)	nil (at 12/31/15 and 31/03/16)
• Director/Officer Ownership (basic)	8%
• Common Share Dividend (per share)	\$0.06/quarter (\$0.24/annum)

Operations



Three business divisions:

Contract Drilling Services (Chinook Drilling)

- 8th largest Canadian drilling rig fleet (3% of Cdn rig fleet)
- 18 drilling rigs (16 doubles, 2 extended reach singles)
- 6% of 2015 consolidated revenue

Rentals and Transportation Services (Total Oilfield Rentals)

- Leading Canadian oilfield surface equipment rental and transportation provider
- 10,000 rental pieces and 115 heavy trucks in 22 branch locations throughout WCSB and Northwestern USA
- 25% of 2015 consolidated revenue

Compression & Process Services

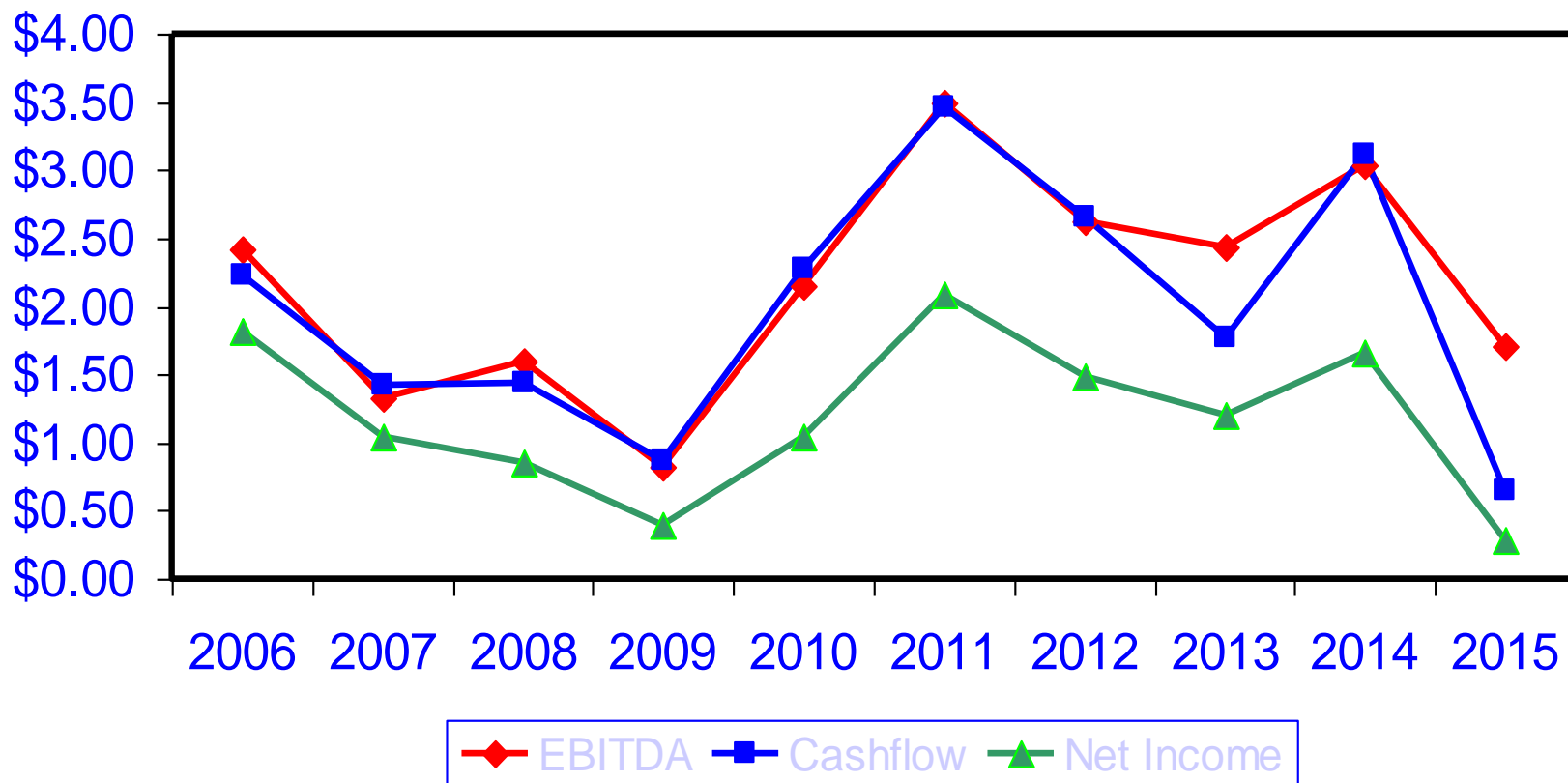
(Bidell Compression & Spectrum Process Systems)

- 2nd largest Canadian natural gas compression packager with parts and services field support throughout WCSB and US Rocky Mountain region
- 69% of 2015 consolidated revenue



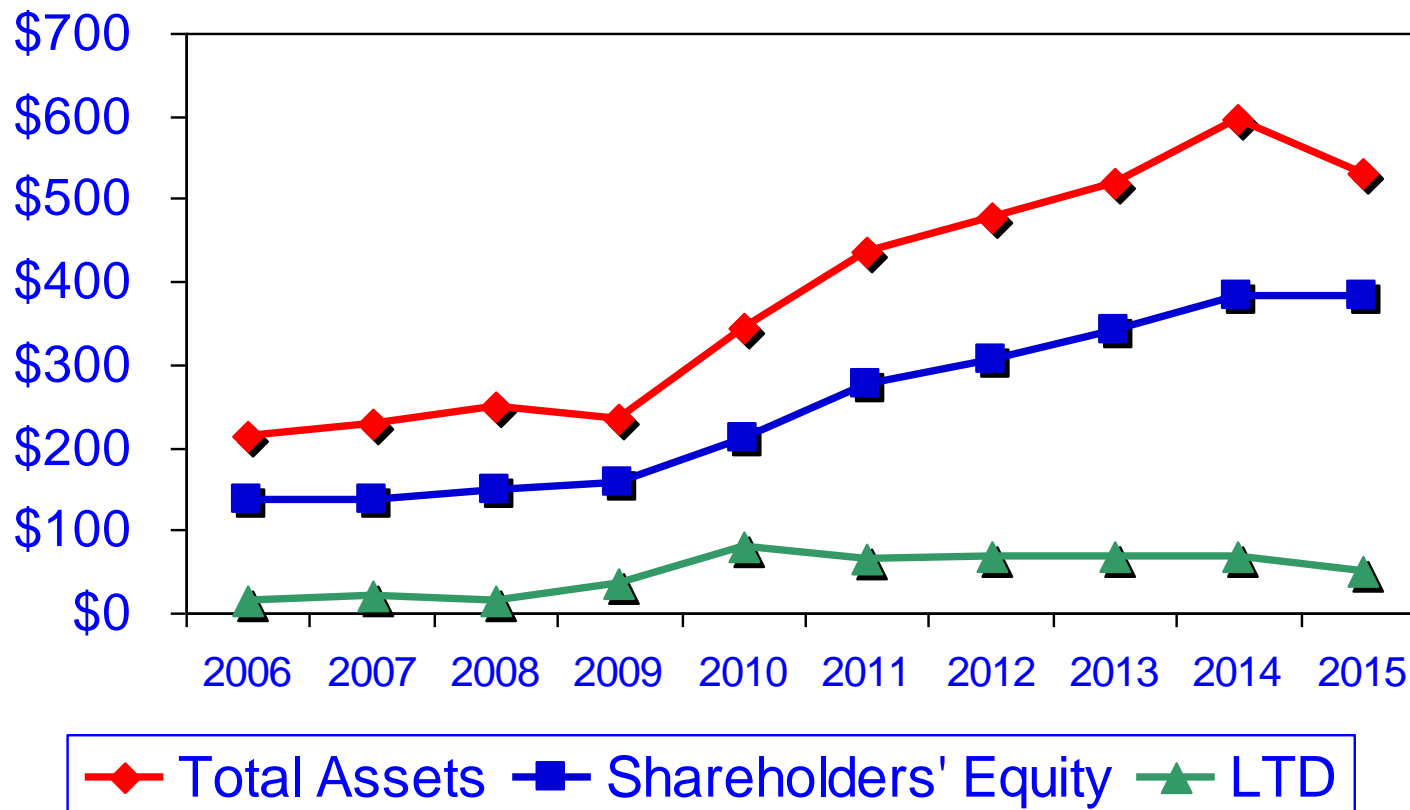
Long Term Performance – Income Statement

(dollars per share, diluted)



Long Term Performance – Balance Sheet

(in millions of dollars)



2016 Capital Expenditure Budget

(in millions of dollars)



\$12.1 million preliminary 2016 capital expenditure budget:

- \$3.9 million – purchase of operating assets of a United States oilfield equipment rental company (effective 01/01/16)
- \$3.0 million – expansion of the natural gas compression rental fleet
- \$2.2 million – equipment for the Compression and Process Services division
- \$3.0 million – maintenance capital expenditures



Strong Track Record



Established long-term track record of building sustainable shareholder value:

- 10 year annual total asset growth rate of 11%
- 10 year annual EBITDA/share (diluted) growth rate of 13%
- 10 year annual pre-tax return on total assets of 14%
- 10 year annual pre-tax return on equity of 22%
- No capital asset or goodwill impairment write-downs ever recorded after completing numerous acquisitions since 1997
- Returns achieved with moderate use of debt

Annual growth rates are 10 year simple averages (2006-2015). ROA and ROE are calculated using the simple average of opening and closing total assets and equity, respectively.



Well Positioned For the Future



Well positioned for continued accretive growth that rewards our owners:

Operational strength: stable, experienced management and a well established market position in each business division provides a solid base for continued growth.

Financial strength: \$48.8 million LTD secured by 60% (based on value) of owned real estate; remaining capital assets available to support additional debt if required. Unused \$65 million operating line secured by current assets only.

Rewarding our Owners: from Jan 1, 2010 to Dec 31, 2015 returned \$75.0 million to Shareholders (\$35.4 million of dividends and \$39.6 million of share buybacks).

Leverage to Increased Activity: from Jan 1, 2010 to Dec 31, 2015: \$319.3 million (185%) increase to PPE (net of proceeds from dispositions but excluding depreciation) against a 1.8 million (6%) increase in shares outstanding.



Strategy for Current Environment



- Achieve maximum cost efficiencies while maintaining high levels of customer service and product quality
- Do not compromise safety or environmental responsibility
- Decline unprofitable work and carefully manage credit risk (both customer and supplier)
- Preserve and protect asset base (including key personnel) – will not cannibalize fleet to minimize/defer repair and maintenance costs so as to ensure all assets can go to work with minimal cost, delay and problems
- Look to add quality assets, with a preference for opportunities that provide for efficiencies of scale and significant cost synergies
- Maintain balance sheet strength and financial flexibility
- Overall, look to minimize the damage and add to corporate earnings power (as measured on a fully diluted per share basis) until industry recovery



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