

# Incomparable

Life-Cycle Energy Services - Price-Cycle Profitability

TSX:FES  
[www.flintenergy.com](http://www.flintenergy.com)

Credit Suisse  
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New York

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Shell's Albian Sands project

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# Forward-Looking Information Statement

This presentation contains forward-looking statements concerning the Company's projected operating results and anticipated capital expenditure trends and drilling activity in the oil and gas industry. Actual events or results may differ materially from those reflected in the Company's forward-looking statements due to a number of risks, uncertainties and other factors affecting the Company's business and the oil and gas industry generally.

These factors include, but are not limited to, fluctuations in oil and gas prices, fluctuations in the level of oil and gas industry capital expenditures, and expenditures on production and remedial work and other factors that affect demand for the Company's services, industry competition, the need to effectively integrate acquired businesses, uncertainties as to the Company's ability to implement its business strategy effectively in Canada and the United States, political and economic conditions, the Company's ability to attract and retain key personnel, and other risks and uncertainties described under the heading "Risk Factors" and elsewhere in the Company's Annual Information Form for the year ended December 31, 2009, and other documents filed with Canadian provincial securities authorities, which are available to the public at [www.sedar.com](http://www.sedar.com).

Unless otherwise indicated, all financial information in this presentation is in Canadian dollars and in accordance with Canadian generally accepted accounting principles.



# Trading and Financial Information

TSX:FES

**\$14.73 - \$8.65**

52 Week High and Low Share Price  
(high 4/22/10, low 5/20/09)

**45.6**

Million Basic Shares Outstanding

**\$531.5**

Million in Equity  
(as of March 31, 2010)

**\$1.9**

Billion in Annual Revenue  
(2009)

**\$149.2**

Million in EBITDA  
(2009)

**\$46.5**

Million in Annual Net Income  
(2009)

**\$3.24**

EBITDA per Share  
(2009)



Last fiscal year-end Dec. 31, 2009

# 2010 Q1 Financial Highlights

(in C\$ Millions, except share amounts)

	3 months Mar 31, 2010	3 months Mar. 31, 2009
Revenue	<b>\$521.4</b>	\$530.2
EBITDA	<b>44.1</b>	46.8
Funds Provided by Operations <sup>(1)</sup>	<b>31.4</b>	23.8
Net Earnings	<b>17.7</b>	18.5
Earnings per Share		
Basic Earnings	<b>\$0.39</b>	\$0.40
Diluted Net Earnings	<b>\$0.38</b>	\$0.40

(1) Before changes in non-cash working capital



## 2010 Q1 Balance Sheet Summary

(in C\$ Millions)

	Mar. 31, 2010	Dec. 31, 2009
Total Current Assets <sup>(1)</sup>	<b>\$606.2</b>	\$551.2
Current Portion of Long Term Debt	<b>26.9</b>	16.7
Total Current Liabilities <sup>(2)</sup>	<b>227.8</b>	194.4
Non-Cash Working Capital	<b>242.9</b>	192.8
Long-Term Debt	<b>212.6</b>	222.4
Other Assets	<b>407.4</b>	423.5
Shareholder's Equity	<b>531.5</b>	515.3
Total Assets	<b>\$1,013.6</b>	\$974.7

(1) Cash holdings were \$135.6 million at March 31, 2010, compared to \$164 million as at Dec. 31, 2009.

(2) As of March 31, 2010 Flint's operating lines were undrawn.



# Flint's Strategy

- ❖ Flint's strategy is based on:  
**Build it then Maintain it**
- ❖ Focus is on energy production in North America
- ❖ Aligned with the best producers in their respective markets
- ❖ Our goal is:  
**to become the most respected energy services company in the world**



StatoilHydro's Leismer Project



# Flint's Four Full-cycle Business Segments

## OILFIELD SERVICES



## PRODUCTION SERVICES



## FACILITY INFRASTRUCTURE



## MAINTENANCE SERVICES



Early cycle

Late cycle



Drilling

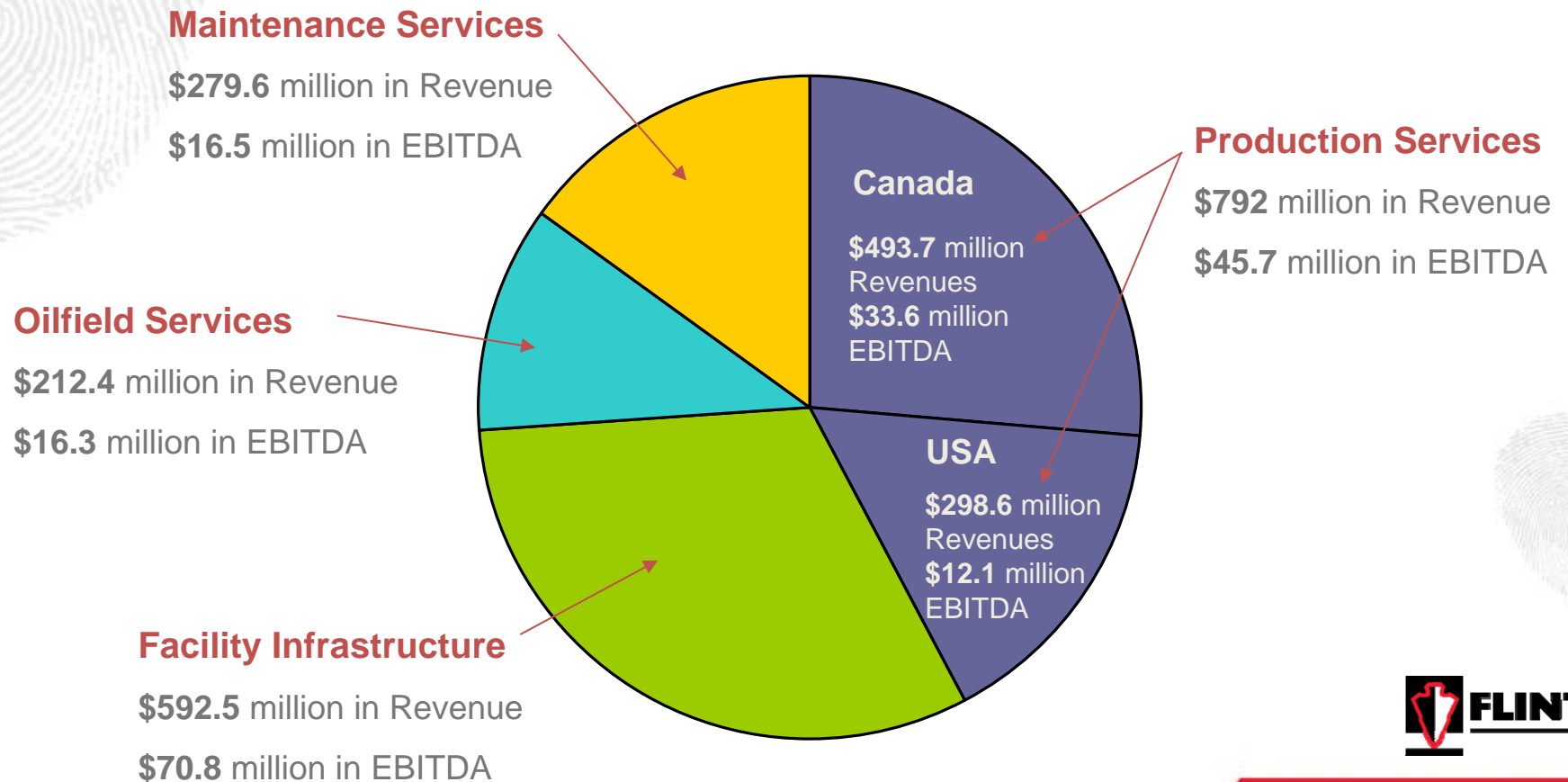
Production



# 2009 Revenue by Segment

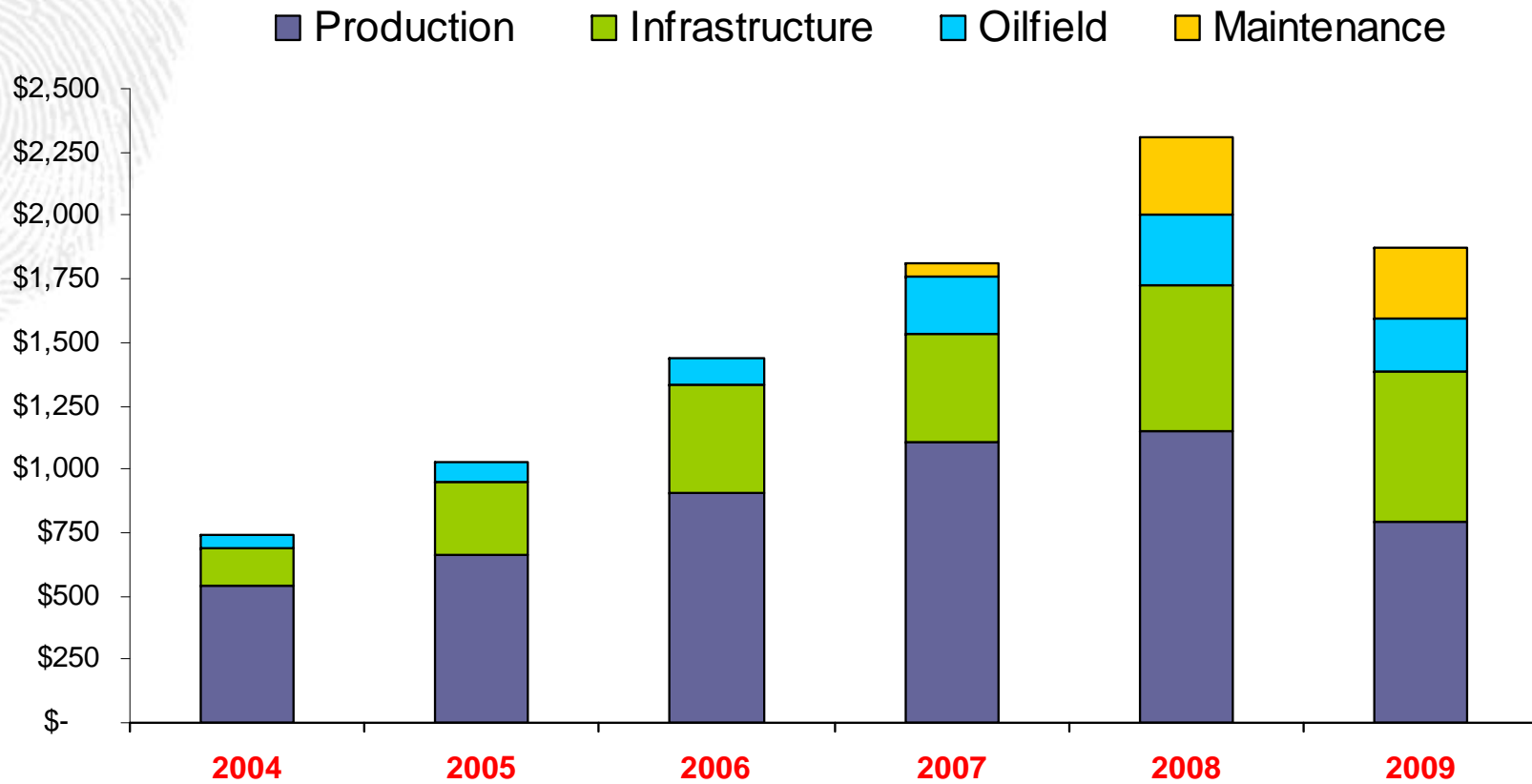
Total Revenues **\$1.9 Billion**  
EBITDA **\$149.2 Million**

Amounts in C\$ millions



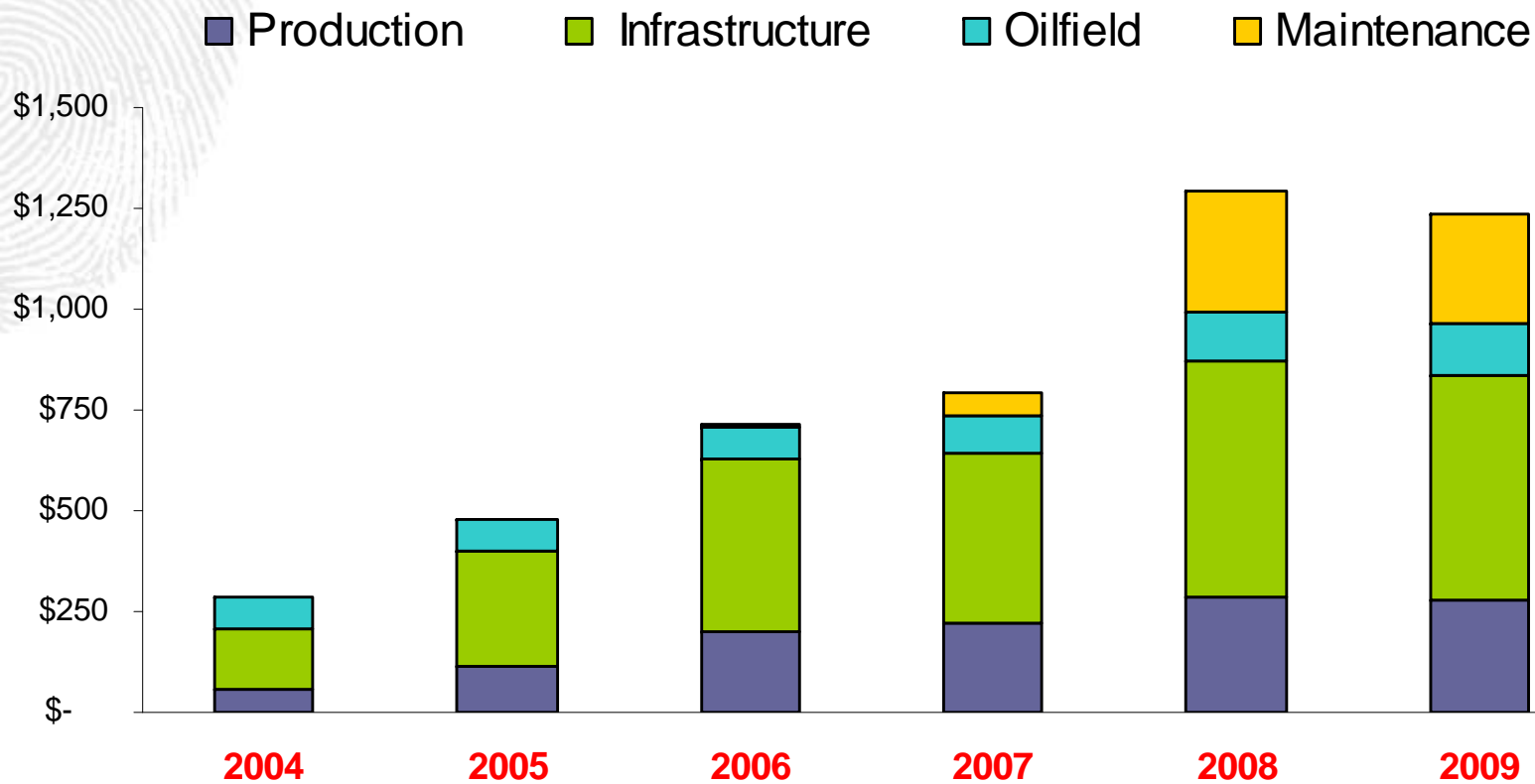
# Revenue Growth by Business Segment

Amounts in C\$ Millions



# Unconventional Revenue Growth

Amounts in C\$ Millions



# Unconventional Opportunities



## Rig Moving

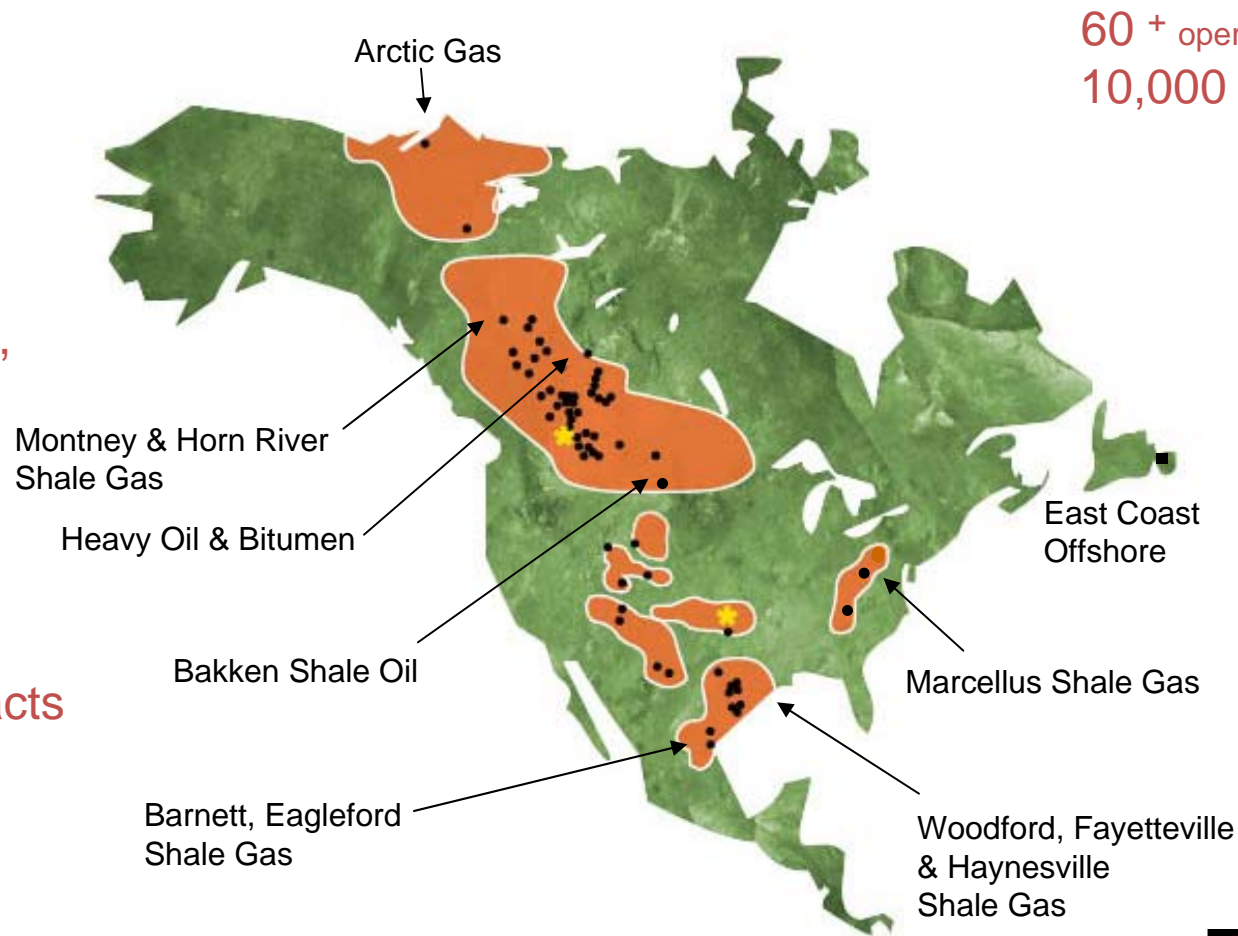
- Bakken
- Marcellus
- NE BC

## Pressure & Vacuum, Fluid Hauling

- Bakken
- Rockies
- Marcellus

## Maintenance Contracts

- Oil Sands
- Eastern Refineries
- East Coast Offshore



60 + operating centres  
10,000 + employees



# Oilfield Services

## Early Cycle Production

- Drill Rig Moving
- Service Rig Moving
- Off Road Transportation

## Midstream Production

- Specialized Hauling
- Pressure & Vacuum Services
- Fluid Hauling
- Coil Tubing & Flushbys

## Oil Sands

- Rig Moving
- Specialized Hauling
- Pressure & Vacuum Services
- Fluid Hauling



Pressure and vacuum unit – Oilfield Services



# Production Services

**Conventional oil and gas production in North America with growing opportunities in oil sands and heavy oil, and shale gas development.**

- ❖ **Well Tie-Ins & Pipelines**
- ❖ **Field & Mechanical Construction**
- ❖ **Electrical & Instrumentation**
- ❖ **Field & Plant Maintenance**
- ❖ **Safety Services**
- ❖ **Equipment Manufacturing**
- ❖ **Tubular Management**
- ❖ **Polyethylene Pipe Manufacturing**



Pipeline installation, river crossing, N.E. Alberta



## Forecast Conditions

- ❖ U.S. & Canadian drilling now expected to rise 20% and 25% respectively in 2010 on stronger oil prices and shale gas activity
- ❖ Industry spending in all areas of production should improve with industry cash flow
- ❖ Oil sands capital spending is projected to increase to \$15 billion on new project approvals and stronger oil pricing
- ❖ WTI crude oil is forecast in the \$75 - \$85/bbl range in 2010
- ❖ Natural gas is expected to trade at \$4.50 - \$5.50/mmbtu range in 2010



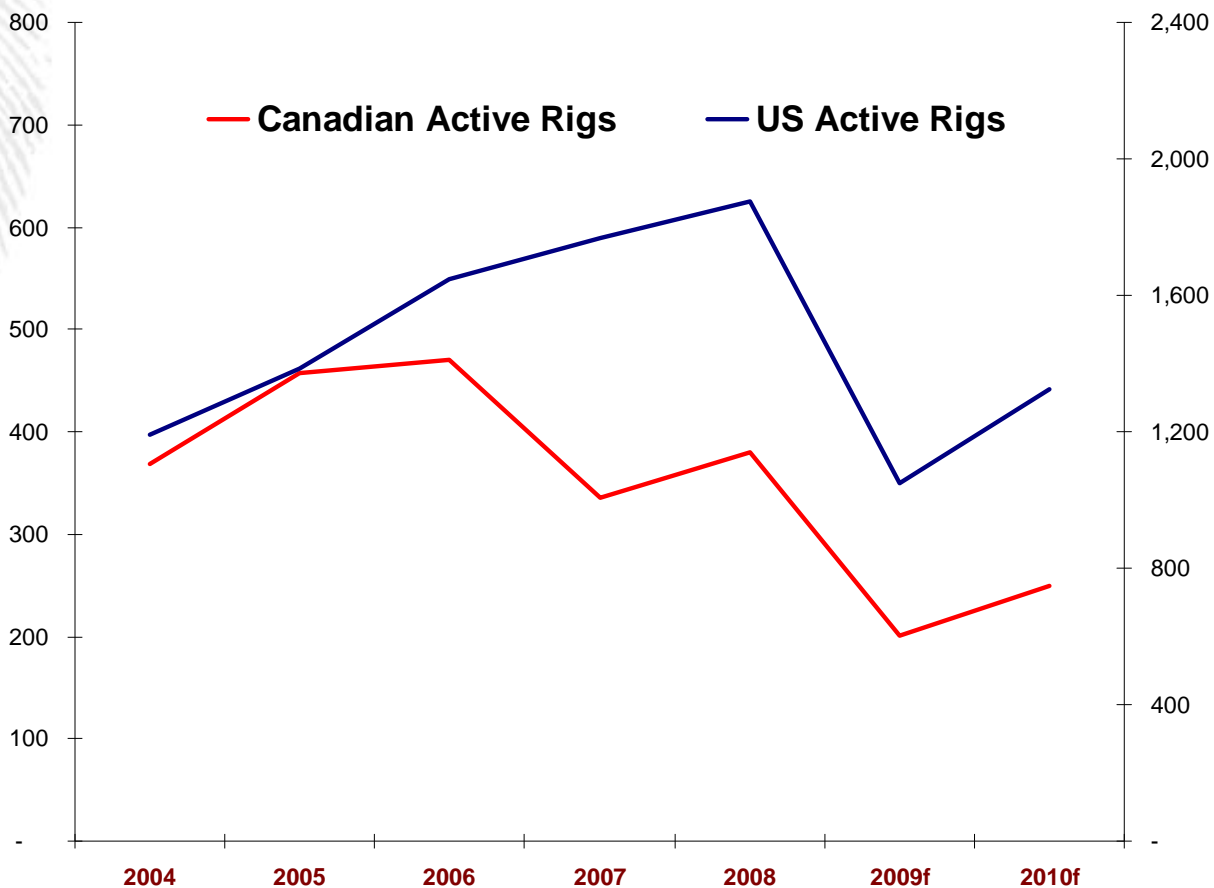
Shell's Albian Sands Project

# Conventional Drilling Update



**2009 Actual**  
Canadian drilling activity **fell 50%**  
(205 average rigs, 8,400 wells)

**2010 Forecast** for  
250 rigs, 12,000 wells



**2009 Actual**  
US drilling activity **dropped 42%**  
(1,087 average rigs, 39,000 wells)

**2010 Forecast** for  
1,324 active rigs, 50,100 wells

Sources: Historical rig counts - Baker Hughes  
Canadian & forecast - based upon various industry estimates.



# Facility Infrastructure

## Oil sands projects in Fort McMurray, Alberta

### **\$125 Million in backlog** <sup>(1)</sup>

Suncor Firebag 3 Modules & Field  
Shell Albian Sands  
StatoilHydro Leismer

### **Modular Fabrication** <sup>(2)</sup>

93 acres of fabrication yard space  
500 – 1000 employees

### **Construction Management, Field Construction** <sup>(2)</sup>

2000 – 2500 employees

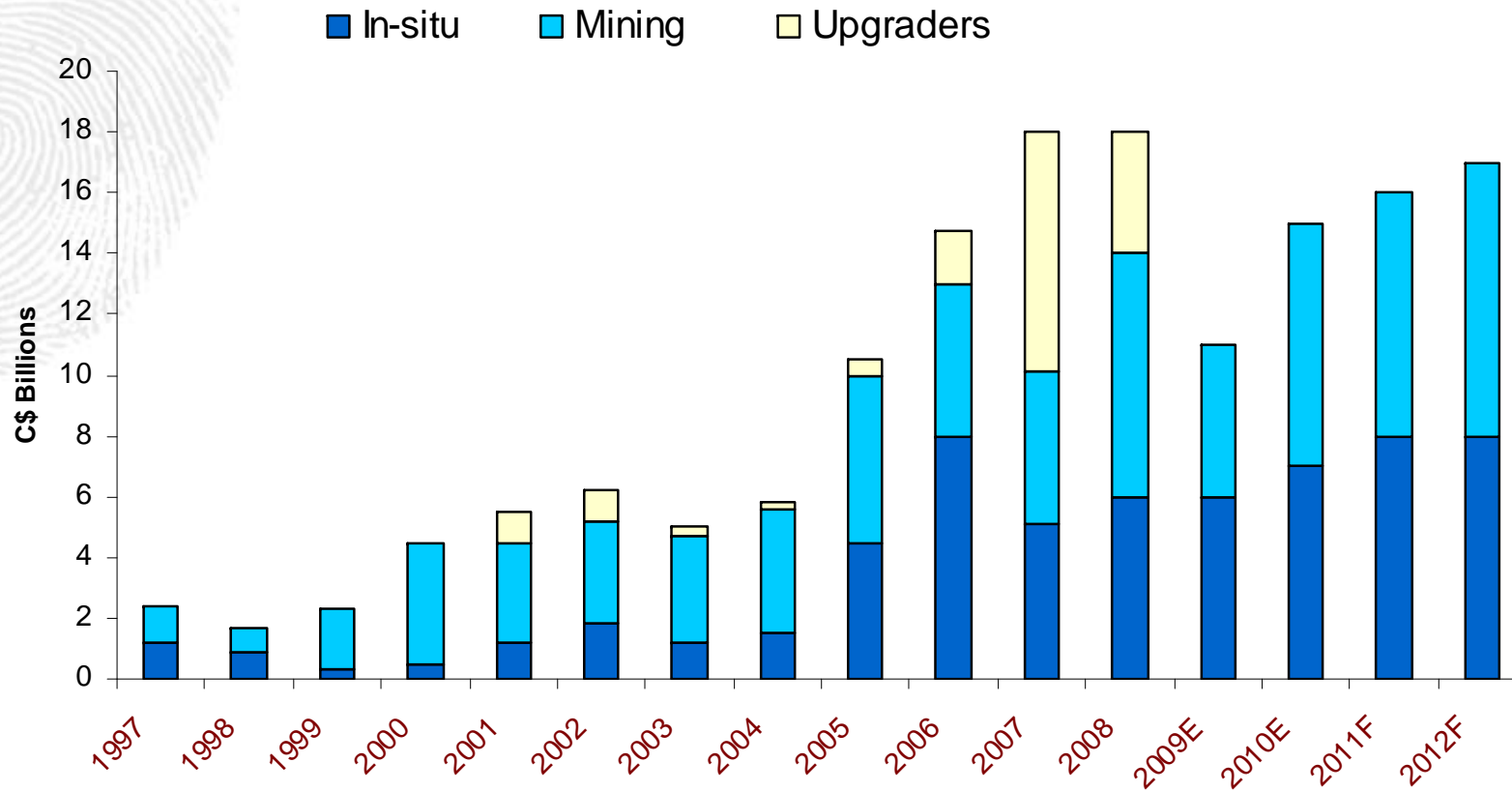


Suncor Energy's Firebag I and II SAGD facilities

(1) March 31, 2010

(2) 3,332 employees in this segment at the end of December 2009

# Oil Sands Construction



Construction spending is forecast to rise to \$17 Billion by 2012.



# Flint's Oil Sands Construction Activities

## Current contracts include:

- Suncor's Firebag 3 site-wide field construction
- Shell's Albian Sands
- Statoil's Leismer Project

## Previous contracts:

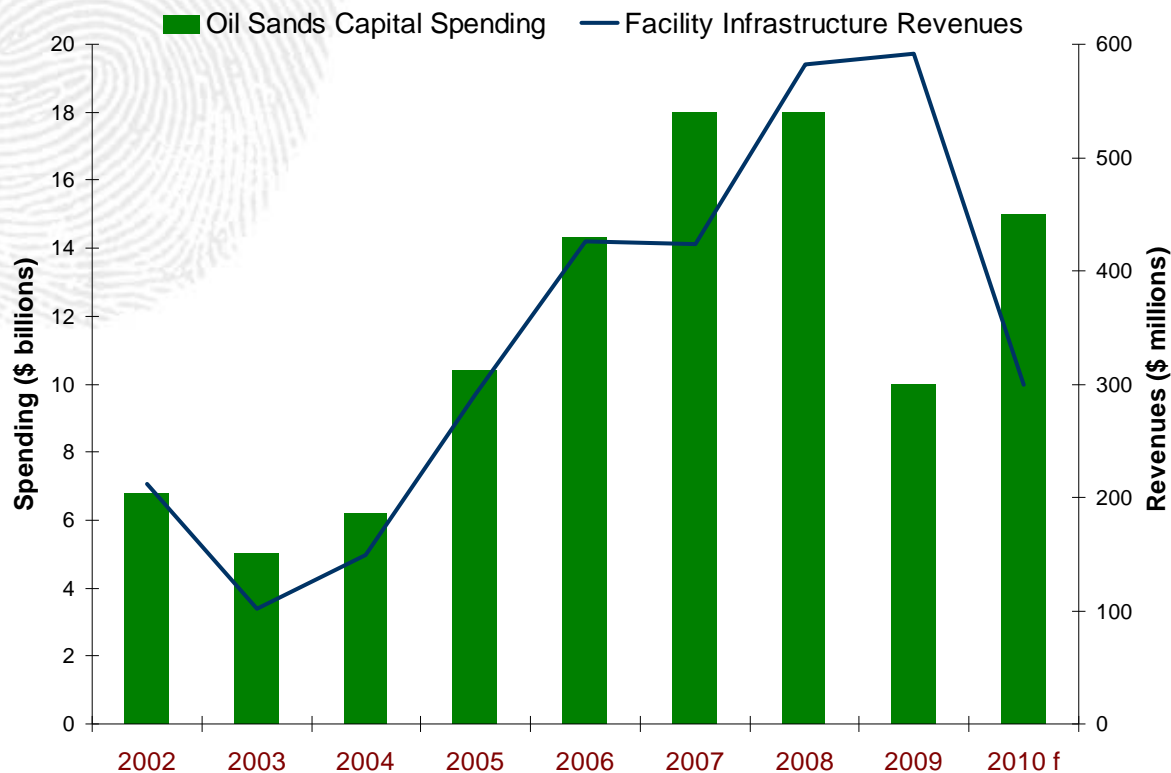
- Suncor's Firebag 1 & 2 & Co-Gen
- Suncor's Millennium Coker & Vacuum Units
- Nexen-Opti's Long Lake
- Husky's Tucker Lake
- ConocoPhillips' Surmont 1
- EnCana's Foster Creek
- Petro-Canada's Mackay River



Nexen-Opti's Long Lake - Flint built the project's Gasifier Unit



# Flint's Oil Sands Business Development



**Flint's Facility Infrastructure revenues have closely tracked oil sands capital spending**

## Potential additions to backlog:

- additional work at Albian Sands
- Statoil Phase 2
- additional Firebag scope
- ConocoPhillips/Total Surmont
- Husky – Sunrise
- MEG Energy



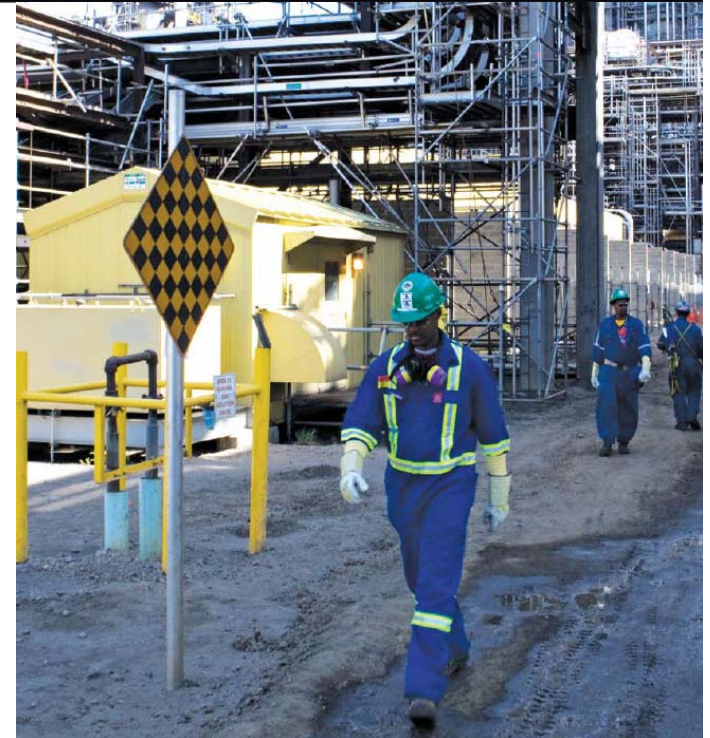
# Maintenance Services

## Oil sands upgrading and refining facilities in North America:

- ♥ Delivered through FT Services (50% owned company)
  - Five year rolling contract with Suncor Energy covering Oil Sands and Sarnia refinery
  - Three year contract with Canadian Natural Resources, Horizon Oil Sands Project
  - Two year contract with Royal Dutch Shell, Scotford Complex

## Northern development:

- ♥ Delivered through First Nations' Partnerships:
  - Mackenzie Valley Construction
  - S.R.P. North Ventures
  - Mackenzie Aboriginal Corporation
    - Construction
    - Maintenance services



FT Services' personnel at Suncor Energy's facilities

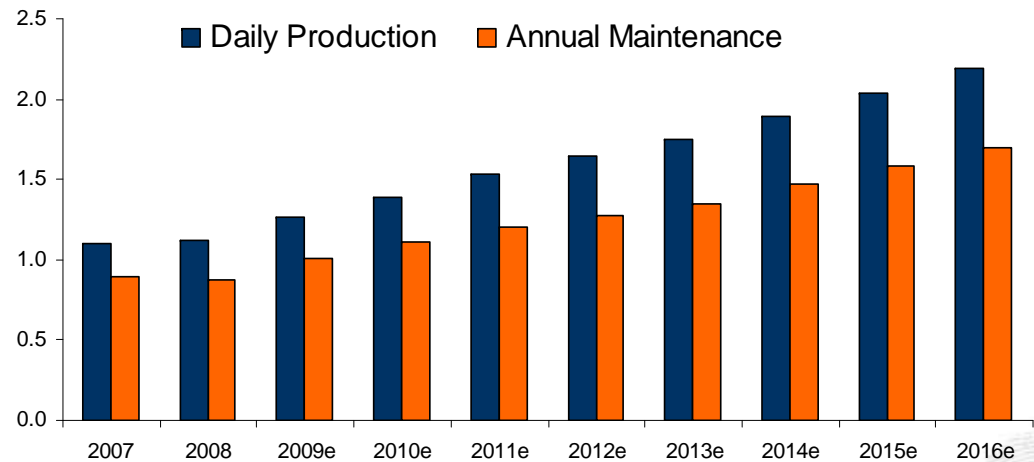


# Flint's Maintenance Strategy

## 'Build it, then Maintain it'

- Bitumen production maintenance spending are expected to double by 2016
- FT Services JV has contracts with Suncor, CNRL (Horizon) and Shell (Scotford Refinery)
- Expect organic growth within contracts as production increases over the next 5 years
- Actively pursuing new customers in both processing and refining industries

### Oil Sands Production Forecast



Millions of barrels per day, billions of dollars annually

Source: CAPP Oil Sands production forecast.  
Maintenance costs from Peters & Company - Oil Sands Maintenance Forecast March 2008



# Summary

## 2010 Initiatives

- Capture new opportunities/build backlog
- Redeploy capital equipment from less active areas to more active North American basins
- Reduce costs of delivery to improve operating margins
- Pursue strategic growth initiatives



77 acre fabrication yard in Sherwood Park, Alberta



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