



J.P. Morgan

Energy Equity Conference 2017

June 27, 2017

This presentation contains forward-looking statements, including, in particular, statements about Superior Energy’s plans, strategies and prospects. These statements are based on the Company’s current assumptions, expectations and projections about future events, which are subject to a wide range of business risks.

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Agenda

- Outlook
- Company Overview
- Operational Platform
- Financial Overview



20

Countries with operations

22+

Product / Service offerings

\$152 M

3/31/17 cash balance

<10%

Global Market Share

- **5th Largest Globally Diversified Oilfield Services Provider**
 - » Product lines deployed across International, U.S. Land and Gulf of Mexico markets
 - » Scale will matter during US land recovery
- **Managed the downturn, positioned for recovery**
 - » Cash management critical during transition
 - » Disciplined equipment reactivation and hiring standards during transition period
 - » Proactive price and cost recovery effort underway
- **Uniquely Positioned**
 - » Scale and international reach are advantageous for strategic investments

■ 2017 First Quarter

- » Superior Energy's deployed Hydraulic Horsepower (HHP) increased by 22%
 - 550,000 HHP deployed by quarter-end
- » Equipment reactivation costs cause margins to lag increased activity & utilization
- » Cost friction caused by increasing sand prices was resolved during the quarter
- » Customer urgency increased throughout the quarter

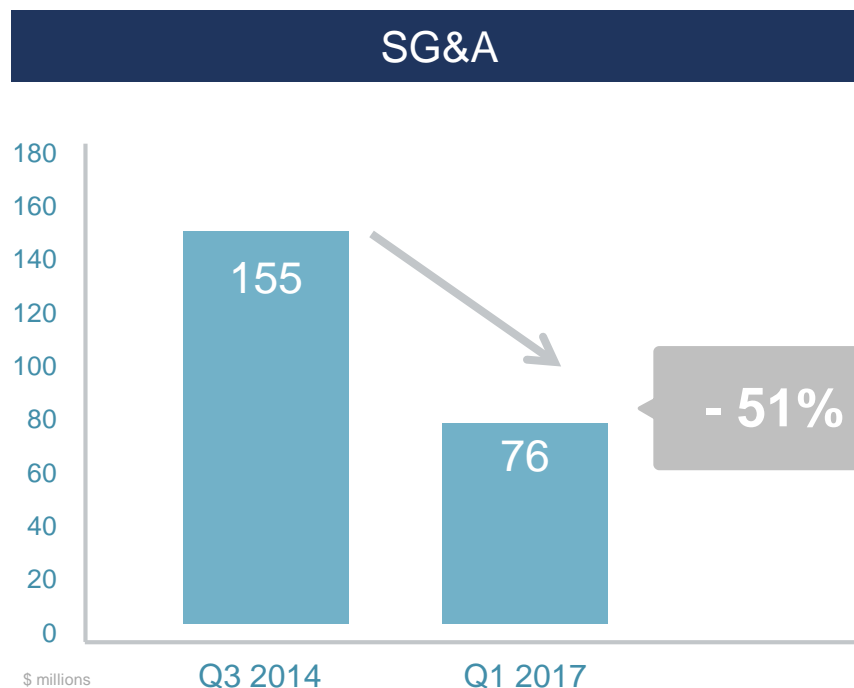
■ 2017 Second Quarter

- » Service pricing is moving higher
- » Service intensity and utilization rates increasing across multiple product lines
- » Customer demand continues to increase
- » Further equipment reactivation and rebuild expected as margins expand

■ 2017 Themes

- » Pressure pumping capacity will tighten as rig count increases
- » Execution capability and service quality will be prioritized by customers
- » Strong incremental margins as pricing power migrates to horsepower from inputs
- » Must be in the market delivering execution to win new work
- » Permian Basin (large SPN presence) most favorable geographically

- More than 150 U.S. Land facility closures during downturn
- Permanent in nature
- Every part of company impacted
- Continuous asset portfolio optimization & rationalization
- Optimal structure allows for significant incremental margins during recovery



Our position as the only globally diversified middle market services provider affords us advantages over small and large cap providers

Small Cap

- Narrow product offering
- Limited financial resources
- Inability to create global scale
- Little integration



Mid Cap

- Broad product offering with clear market leaders
- Flexible management approach
- Fit for purpose technologies

Large Cap

- One-size fits all
- Heavy R&D influence
- Legacy cost structures
- Primary focus on premium projects

Market
Leading
Global
Brands

- » Global mobility
- » Able to handle world's most complex wells
- » High barrier to entry
- » High margin
- » High return



Hybrid
Operating
Model

GEOMARKET STRUCTURE

- Production & completion oriented
- Labor intensive
- Suited for scale

ASSET STRUCTURE

- Drilling & completion oriented
- Higher barriers to entry
- Specialized work



Hydraulic Fracturing

- Superior Energy is a first responder during current market recovery
- Up to ~600,000 HHP in excellent working condition before June 30, 2017
- Refurbishment opportunity
 - » \$60 - \$80 mm capital investment required to restore 150,000 additional HHP to like new condition and build component inventories
- Ongoing cash commitment of ~\$70 million to maintain full 750,000 HHP fleet capacity



Premium Drill Pipe

- Significant NAM upside
- Limited investment requirements
- Longer laterals are driving larger hole sizes requiring larger diameter drill pipe
- SPN owns largest inventory of 5.5" drill pipe globally



SPN Well Services

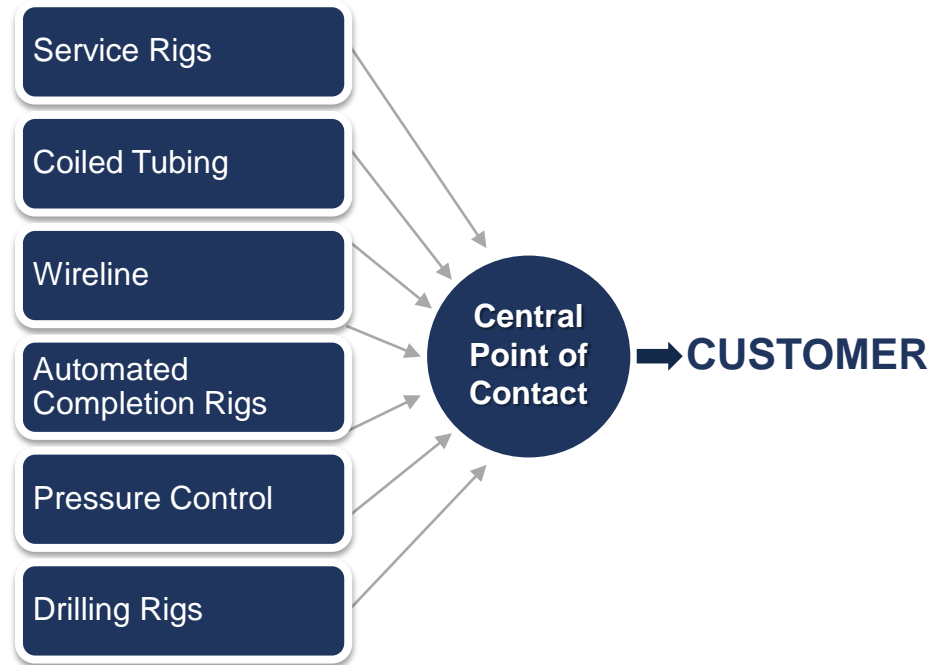
- Recently integrated:
 - » Multiple Product lines
 - » 16 Basins
 - » 49 Locations
- Aligned with increased customer emphasis on central procurement practices
- Efficiency focus attractive to customers with highest quality assets
- Catalyst for international expansion

Individual Services vs Packaged Approach

Individual Services Approach



SPN Packaged Approach



Prior Model for U.S. Operations

- » Multiple Points of Contact
- » Separation of Services
- » Lack of Packaging Opportunities

Packaging Model

- » Central Point of Contact
- » Integration of Services / Synergies
- » Better Solutions Provider
- » Easier to do Business With



Complete Automated Technology System (C.A.T.S.)

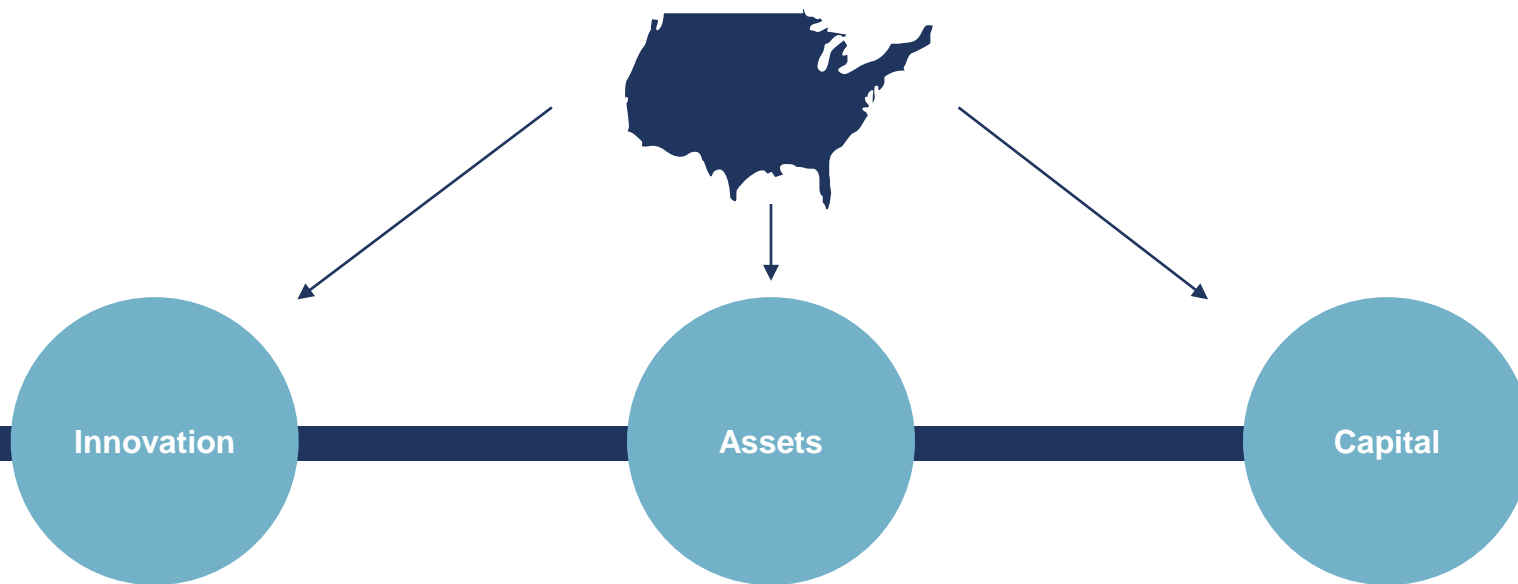
- Automated well service system
- Features include:
 - » Automated pipe handling
 - » Integrated snubbing system
 - » Top drive
 - » Real time data acquisition

The Solution for Longer Lateral, Higher Pressure, Multi-well Completions

- C.A.T.S. always gets to bottom – ideal for multi-well pads with lateral lengths of 2+ miles
- No personnel on rig floor – workers 100% removed from hazardous work areas
- Walking capability – 3 hour turnaround from one well to testing on next well
- One service provider for:
 - » snubbing, completion rig, circulating system, chemical mixing system, pressure control equipment, top drive, data acquisition system and tubular handling system

Competitive Landscape

- Replaces coiled tubing and service rigs on extended lateral completions and fishing jobs
- First mover advantage w/10 years of R&D, patented technology and field experience



Core Markets

LATIN AMERICA

Argentina
Brazil

Colombia

MIDDLE EAST

Kuwait
Saudi Arabia

ASIA PACIFIC

Australia
India

Indonesia
Malaysia

Legacy & Potential Markets

North Sea
Europe

Trinidad
Angola

Ghana
Nigeria

Gabon

Well Services Integration

- Integrated Gulf Coast well services
 - » Coiled Tubing
 - » Wireline
 - » Shelf Plug & Abandonment
 - » Specialty Services
- Substantial cost structure reductions
- Enhanced capabilities and responsiveness

Key Strategies

- Maintain drilling products market share leadership, leverage to any activity increase
 - » >80% share of drilling rigs
 - » >70% share of platforms
- Practical Innovation
 - » Assess commercial opportunities for 7 Series Subsea P&A system which field tested successfully during 2016

7 Series Subsea P&A System



Pressure Control Head

Lubricator Assembly

Well Control Package

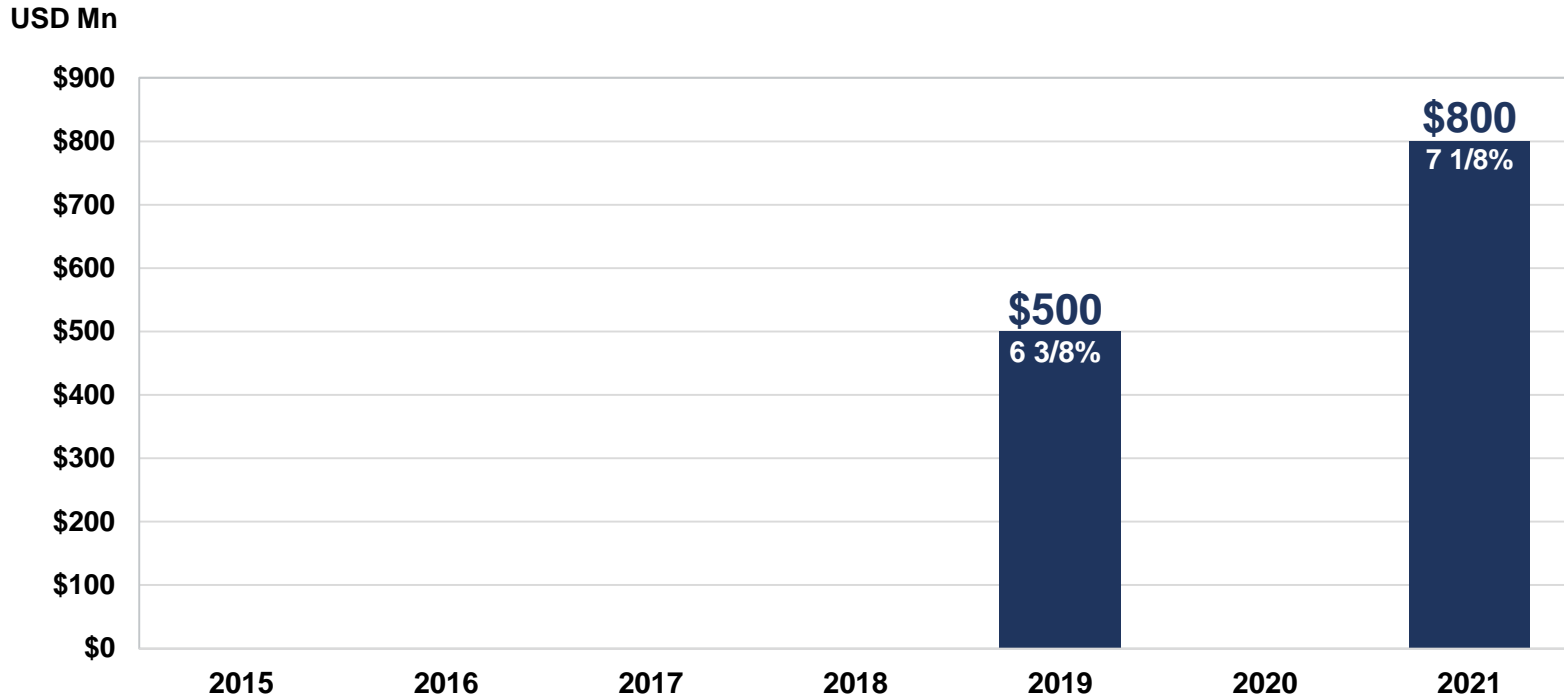
(Full Utilization Scenario*)

Subsea Intervention System	
Annual Revenue	~\$60 mm
Gross Margin	~50%
EBITDA Margin	~45%
Operating Margin	~35%

- » Building second system
- » 2017 CAPEX = \$12mm
- » ~25 - 30% rate of return
- » 12-14 month payback
- » Expected system delivery during Q4 2017

*Due to project oriented nature of market, full utilization scenario is useful as a reference point and not an expected outcome.

Senior Notes Maturity Schedule



Other Borrowings:

- \$300 million revolving line of credit (no borrowings outstanding)
- Line of credit matures 2019

Liquidity

- Cash on hand – \$152mm as of 3/31/16
- Tax refund of \$120mm received during Q2
- Cash on hand and cash flows expected to entirely fund early stages of recovery.

Financial Priorities

- Disciplined cash deployment
- Cost reduction
- Investments that advance core strategy of geographic expansion

Flexibility

- 2017 capital expenditures:
 - » Low levels of maintenance capital required
 - » 2017 CAPEX less than \$100 million
 - » Discretionary projects identified if recovery continues ahead of expectations
- Lowered cost structure during down-cycle
- More competitive and profitable during up-cycle

- **Strong balance sheet**
- **Weathered extended market downturn without compromising ability to respond to recovery**
- **Early responder to U.S. Land market improvement**
- **Positioned to seize market share as industry recovers**
- **Full-cycle focus through diversified product and geographical mix**



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