



JEFFERIES 2016 ENERGY CONFERENCE

November 2016

Forward-looking Statements



This presentation contains various forward-looking statements and information that are based on management's current expectations and assumptions about future events. Forward-looking statements are generally accompanied by words such as "estimate," "project," "predict," "expect," "anticipate," "plan," "intend," "seek," "will," "should," "goal" and other words that convey the uncertainty of future events and outcomes. Forward-looking information includes, among other matters, statements regarding the proposed offering and the Company's anticipated performance, quality of assets, rig utilization rate, capital spending by oil and gas companies, and the Company's international operations.

Although the Company believes that the expectations and assumptions reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations and assumptions will prove to have been correct. Such statements are subject to certain risks, uncertainties and assumptions, including general economic and business conditions and industry trends, levels and volatility of oil and gas prices, the continued demand for drilling services or production services in the geographic areas where we operate, decisions about exploration and development projects to be made by oil and gas exploration and production companies, the highly competitive nature of our business, technological advancements and trends in our industry and improvements in our competitors' equipment, the loss of one or more of our major clients or a decrease in their demand for our services, future compliance with covenants under our senior secured revolving credit facility and our senior notes, operating hazards inherent in our operations, the supply of marketable drilling rigs, well servicing rigs, coiled tubing and wireline units within the industry, the continued availability of drilling rig, well servicing rig, coiled tubing and wireline unit components, the continued availability of qualified personnel, the success or failure of our acquisition strategy, including our ability to finance acquisitions, manage growth and effectively integrate acquisitions, the political, economic, regulatory and other uncertainties encountered by our operations, and changes in, or our failure or inability to comply with, governmental regulations, including those relating to the environment.

Should one or more of these risks, contingencies or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those expected. Many of these factors have been discussed in more detail in the Company's annual report on Form 10-K for the fiscal year ended December 31, 2015. Other unpredictable or unknown factors that the Company has not discussed in this presentation or in its filings with the Securities and Exchange Commission could also have material adverse effects on actual results of matters that are the subject of the forward-looking statements. All forward-looking statements speak only as the date on which they are made and the Company undertakes no duty to update or revise any forward-looking statements. We advise investors to use caution and common sense when considering our forward-looking statements.

Pioneer Energy Services – Diversified Services



COMPANY OVERVIEW

TTM REVENUE¹: \$310 MILLION

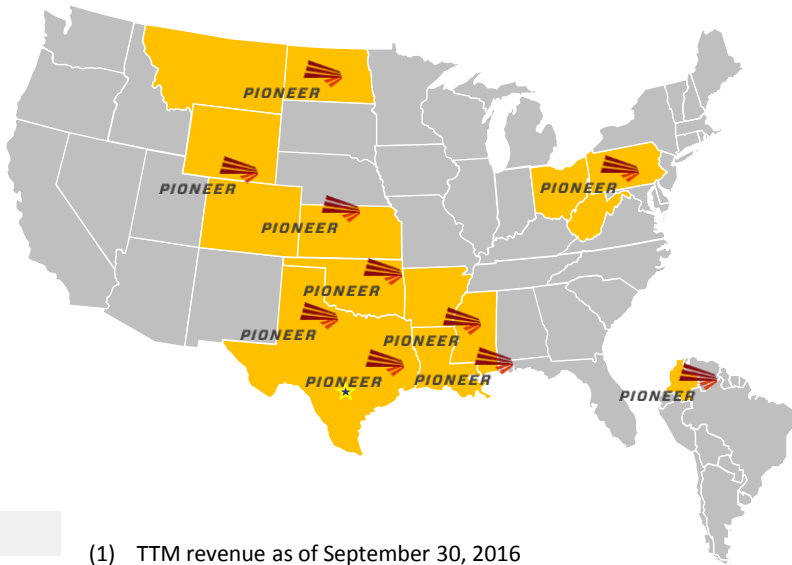
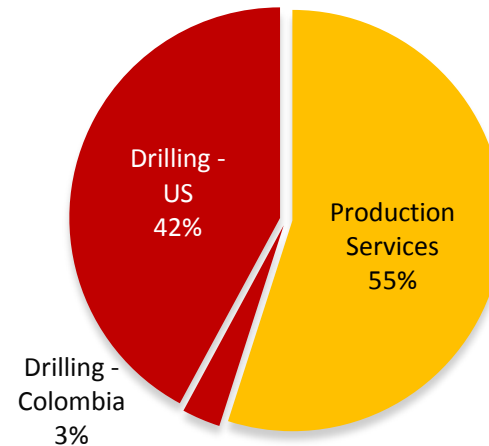
MARKET CAPITALIZATION²: \$303 MILLION

ENTERPRISE VALUE²: \$699 MILLION

SERVICE LINES: LAND DRILLING, WELL SERVICING, WIRELINE, COILED TUBING

EMPLOYEES: 1,509

% of TTM REVENUE



PRODUCTION SERVICES

Well Servicing	125 Rigs
Wireline	114 Units
Coiled Tubing	17 Units

DRILLING SERVICES

Drilling Services - US	22 Rigs
Drilling Services – Colombia	8 Rigs
<i>Total Drilling</i>	<i>30 Rigs</i>

(1) TTM revenue as of September 30, 2016

(2) Market Capitalization as of November 25, 2016; debt and cash as of September 30, 2016

Recent Updates



Drilling

- Finalized sale of one of three SCR walking rigs previously announced. Proceeds were used to reduce borrowings under the revolving credit facility. Expect to finalize sale on the remaining two rigs in early December.
- Mobilizing three additional rigs in Colombia to begin day work in mid-December which will result in four rigs working in Colombia by year-end.
- Mobilizing an additional AC rig from the Bakken to West Texas to begin work in mid-December.

Key Investment Highlights

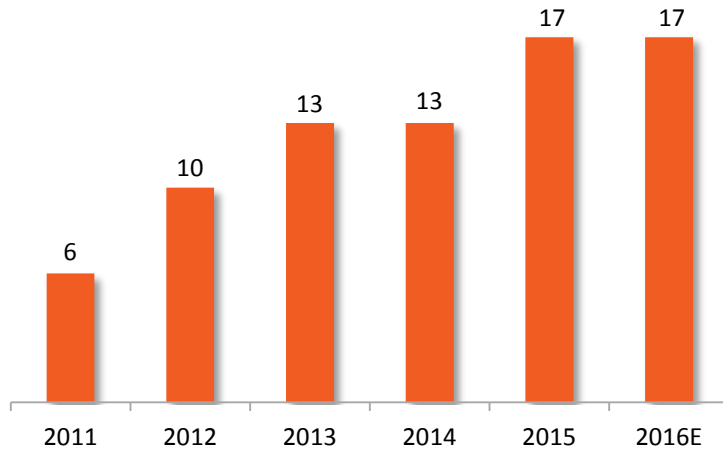


- **Exposure to the full well life cycle:**
 - *Drilling*
 - *Completions*
 - *Workovers*
 - *On-going well maintenance*
- **Premium shale-oriented assets in all business lines with balanced exposure to completion and maintenance activity**
 - *Drilling* - **93%** of current fleet is **pad-capable**
 - *Well Servicing* - **100%** of fleet **550-600hp** and tall-masted
 - *Wireline* – Well-positioned in the **Eagle Ford, Bakken** and **Niobrara**
 - *Coiled Tubing* - **75%** of on-shore units offer **larger diameter coil**
- **Conservative approach to cash flow and balance sheet management with continued focus on delevering**
- **Industry-leading safety results**

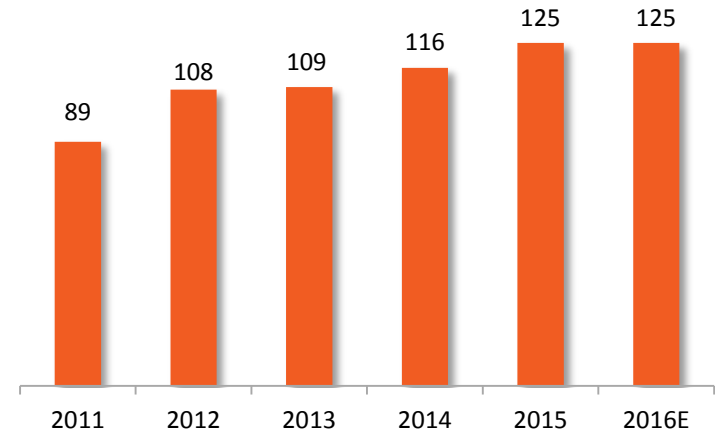
Fleet Composition



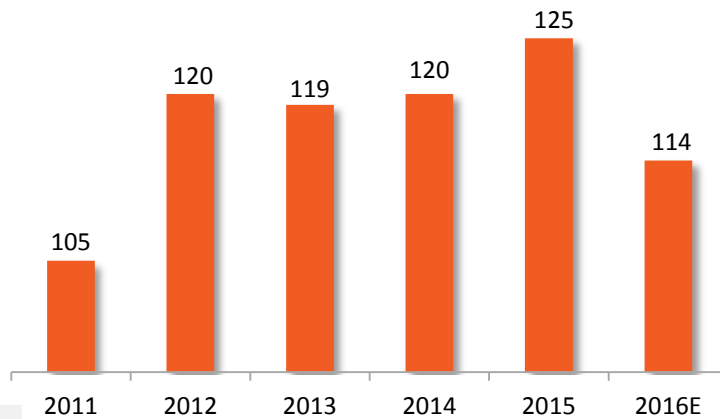
COILED TUBING



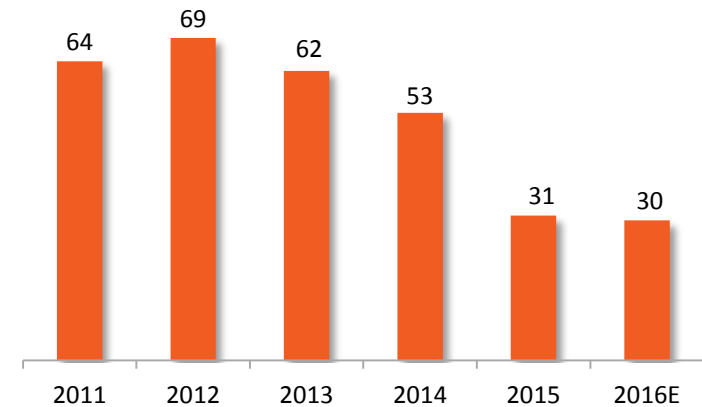
WELL SERVICING



WIRELINER



DRILLING SERVICES¹



(1) Since year-end 2011, added 15 AC rigs and disposed of 49 non-AC rigs
 Note: all counts are as of year-end

Exposure to the Full Well Life Cycle



Drilling



Toe Prep



Plug and Perforate



Drill Out Plugs



**Complete and
Install Artificial Lift**



**Maintenance until
Plug and Abandon**

Premium Shale-Oriented Assets



US DRILLING SERVICES

- One of the most versatile and competitive 1,500 horsepower AC drilling rigs on the market
 - 2,000hp mud pumps and 7,500psi mud systems with bi-fuel capability
 - Moves in less than three days from release to acceptance by the operator on new pad
 - Walks 150' x 50' while racking over 24,000' of 5" drill pipe

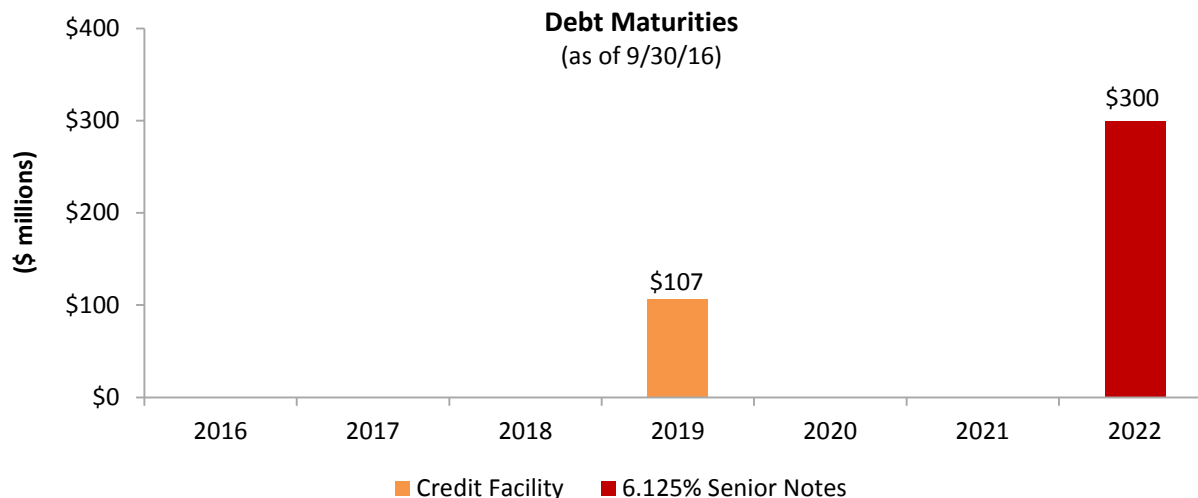
PRODUCTION SERVICES

- Premium shale-capable equipment
 - 100% of well servicing fleet is 550-600hp with 104', 112' or 116' masts
 - Full suite of coiled tubing offerings from 1 1/4" to 2 5/8" coil
- Balanced exposure to completion and production-oriented activity in major shale plays

Balance Sheet and Cash Flow Management



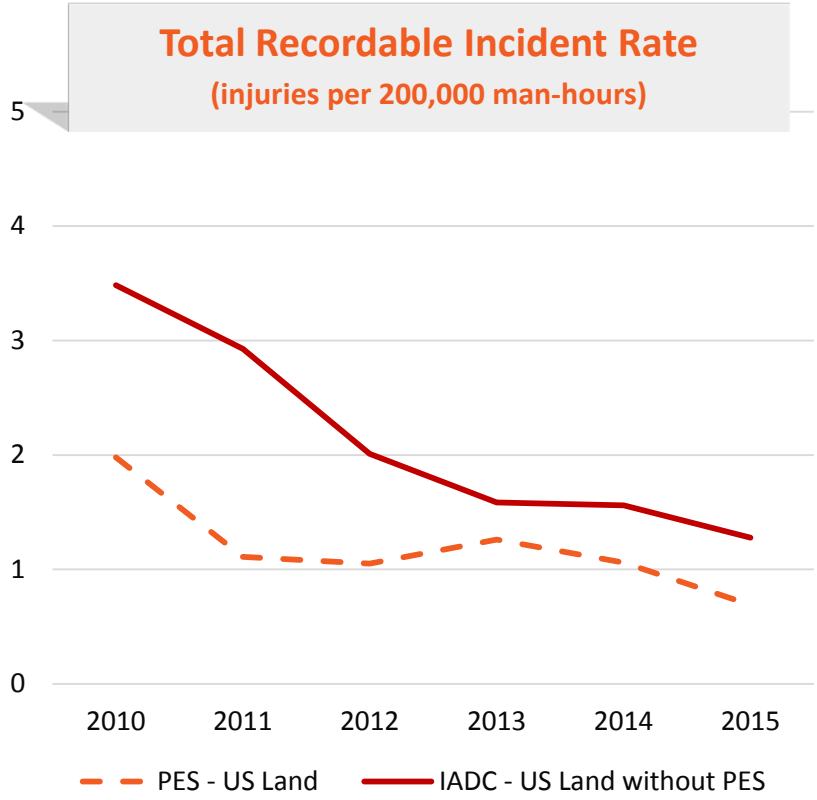
- Amended the revolving credit facility in the second quarter of 2016
 - Minimum EBITDA covenant introduced from the fourth quarter of 2016 through the second quarter of 2017
 - Adjusted Senior Debt to EBITDA (ratio excludes unsecured debt) and Interest Coverage ratios through maturity
 - Reduced total commitments to \$173 million¹ from previous amount of \$200 million
- Paid down \$60 million on the revolving credit facility in 2015 and reduced total debt approximately \$150 million since the first quarter of 2013



(1) Sale of three rigs in November 2016 required commitment reduction of \$2.0 million

Industry-Leading Safety

- For many years, Pioneer has been a leader safety. Our commitment to industry-leading safety helps us retain high-quality employees, broaden our client base, and reduce operating costs.
- Pioneer recognized by IADC as the safest land contract driller in 2015 of the top 15 busiest contractors



Source: IADC

Wireline
(Annual AESC Safety Awards)

2015
1st place

Well Servicing
(Annual AESC Safety Awards)

2011
1st place (Division IV)

2012
3rd place (Division IV)

2013
1st place (Division V)

2014
2nd place (Division V)

2015
3rd place (Division IV)



PRODUCTION SERVICES

Well Servicing



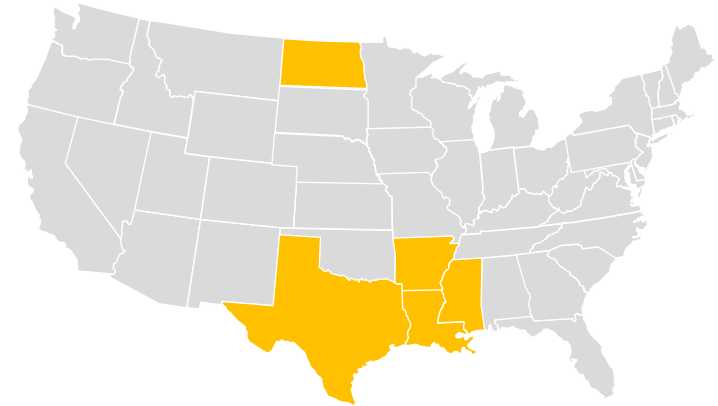
SERVICE OVERVIEW

- Of the top-tier well servicing providers, Pioneer has the:
 - **Highest utilization rate**
 - **Highest average hourly rate**
 - **Highest average horsepower fleet** with all rigs either **550hp** or **600hp**
 - **Highest percentage of taller mast rigs** with all masts either **104'**, **112'** or **116'** in height

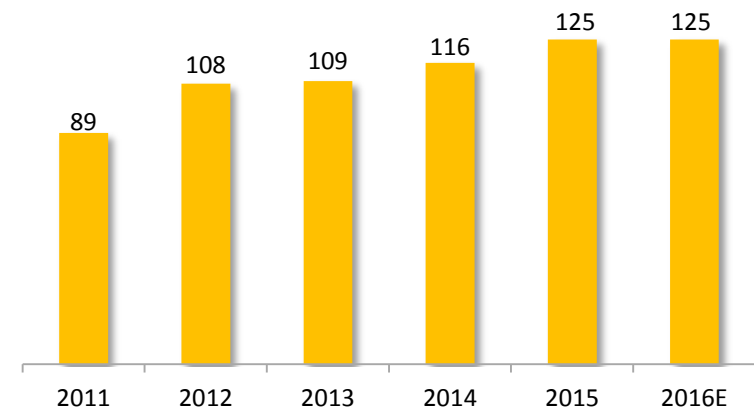
- **100% of rigs** are capable of working in the **unconventional plays**

- Established in the **Bakken, Eagle Ford, Fayetteville**, and along the **Texas/Louisiana Gulf Coast**

OPERATING LOCATIONS



FLEET GROWTH¹



(1) Year-end rig count

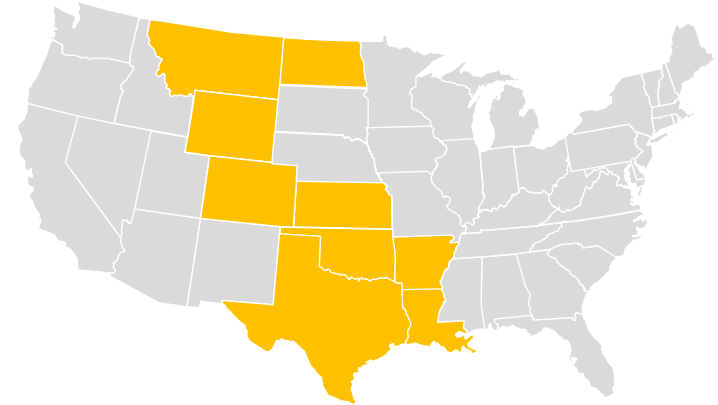
Wireline



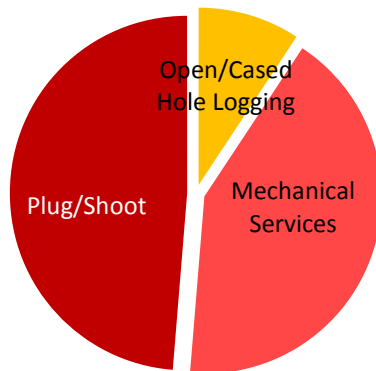
SERVICE OVERVIEW

- **Leading market share position** in a number of key geographic markets
- Majority of revenue derived from cased-hole operations that include **perforating, logging, and pipe recovery**
- Established in the **Bakken, Eagle Ford, Niobrara, Mississippian**, and **onshore/offshore Louisiana**

OPERATING LOCATIONS

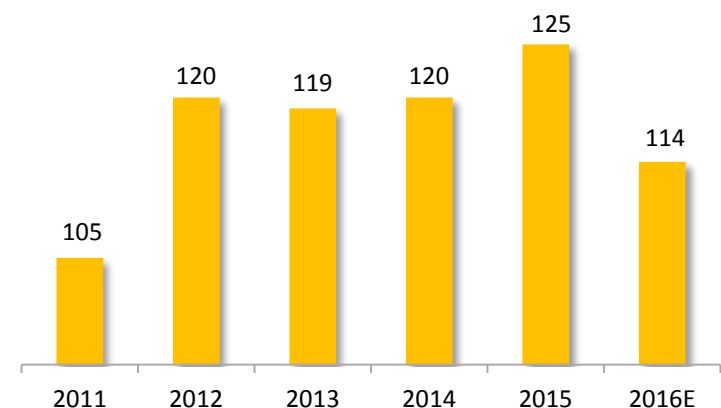


DIVERSIFIED SERVICE OFFERINGS¹



(1) Based on Q3 2016 revenue
 (2) Year-end unit count

FLEET GROWTH²



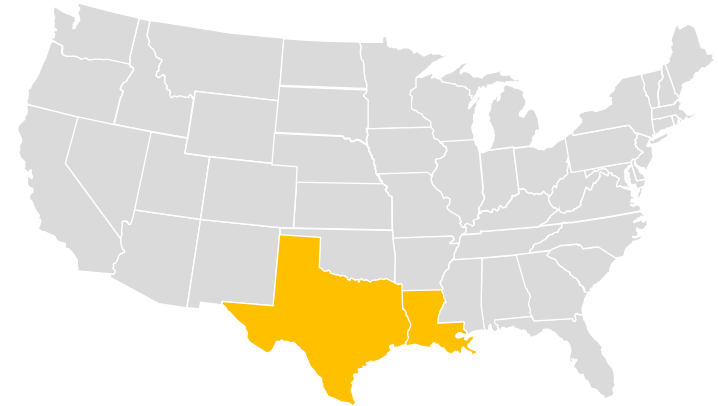
Coiled Tubing



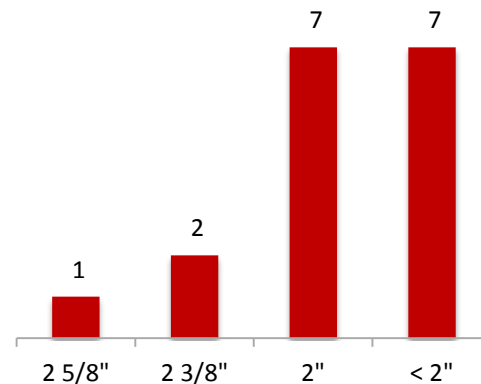
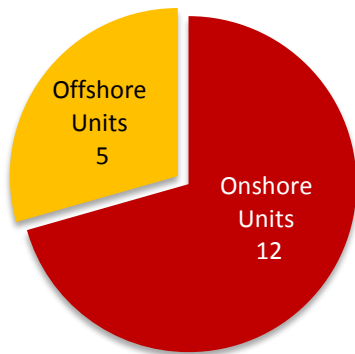
SERVICE OVERVIEW

- Significant player in the **offshore** coiled tubing market
- Fleet currently provides an array of services with coil capabilities ranging from **1 1/4" to 2 5/8"** coiled tubing
- Established in the **Eagle Ford** and **onshore/offshore Louisiana**

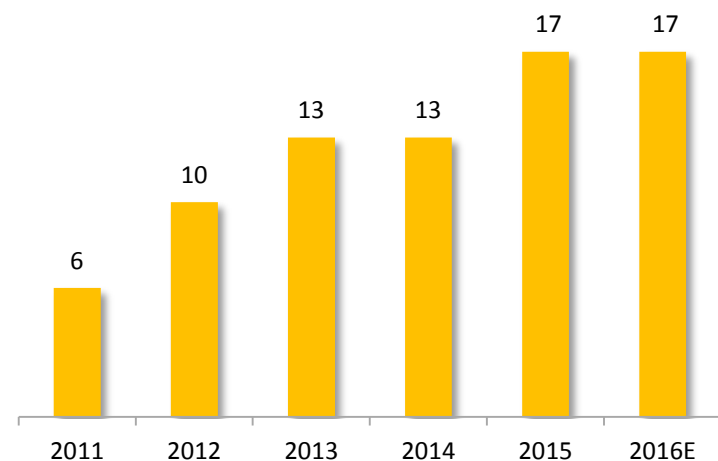
OPERATING LOCATIONS



UNIT COUNT¹: 17



FLEET GROWTH²



14 (1) Coil unit size is based on most common configuration; all units are capable of running 2" and <2" coil
 (2) Year-end rig count



DRILLING SERVICES

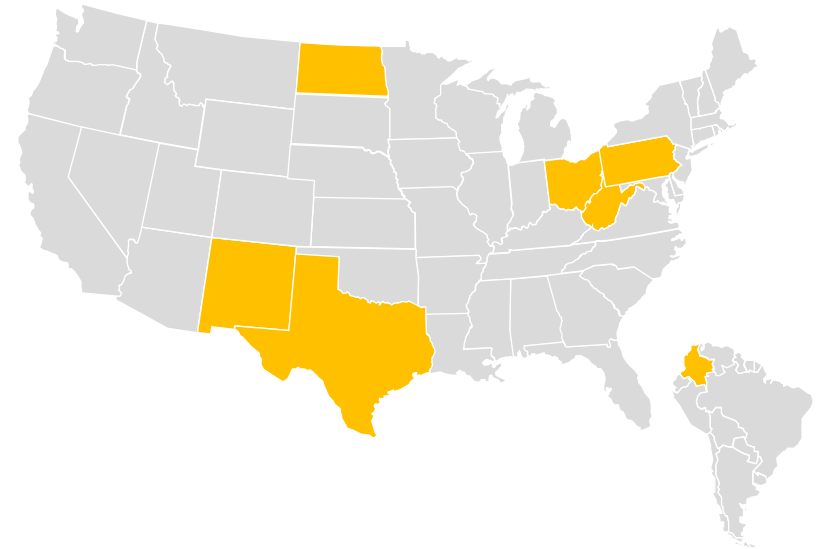
Drilling Services



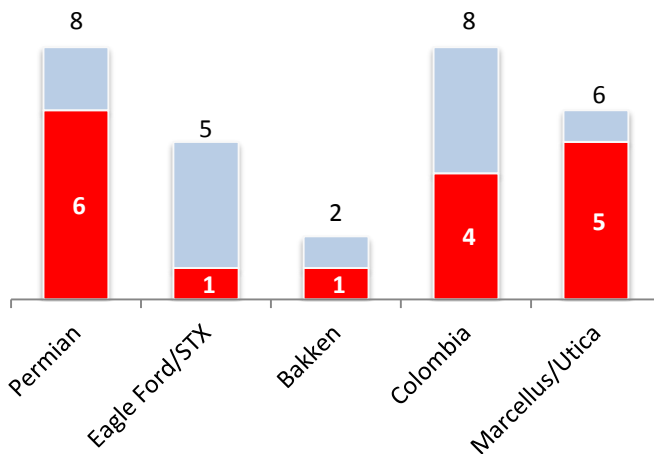
1,500HP AC NEW-BUILD TECHNOLOGY

- **Walks** 150' in X-direction and 50' in Y-direction while racking over 24,000' of 5" drill pipe
- **2,000hp mud pumps** and **7,500psi mud system**
- **Moves in less than three days** from release to acceptance by operator on a new pad
- **Bi-fuel** capable
- **Dark-sky compliant**

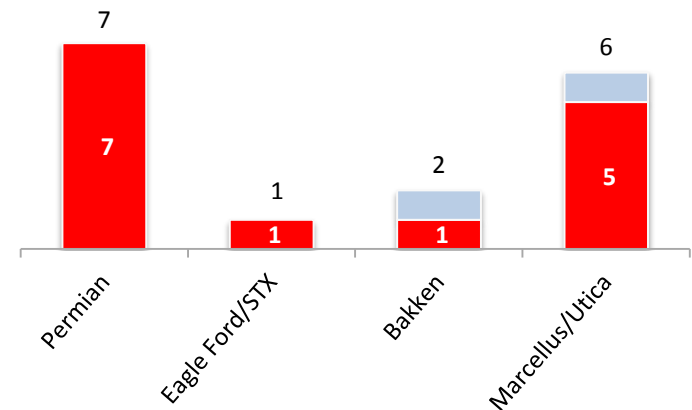
OPERATING LOCATIONS



TOTAL RIG FLEET UTILIZATION



US AC RIG FLEET UTILIZATION



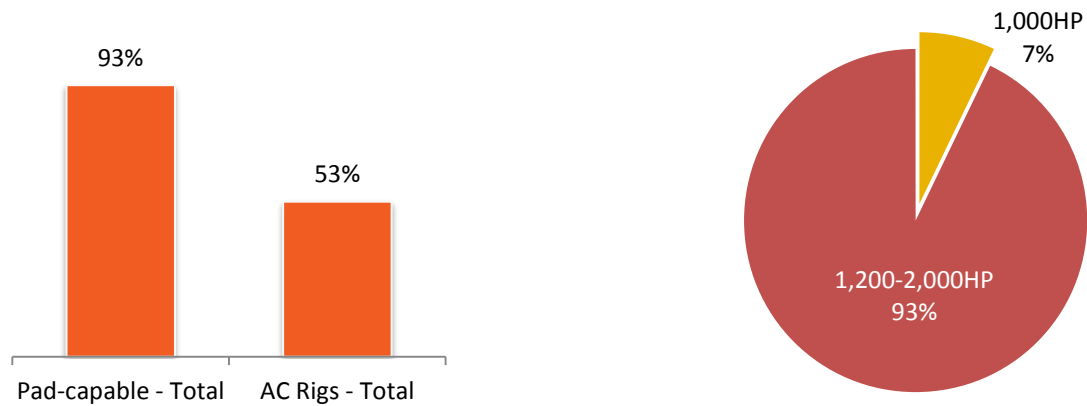
*red indicates active rigs

Pioneer Drilling Rig Class Comparison



	AC	SCR
Number of Rigs	16	14
Drawworks	1,200-2,000HP	1,000-1,500HP
Pad-Capable	100%	86%

RIG FLEET CHARACTERISTICS



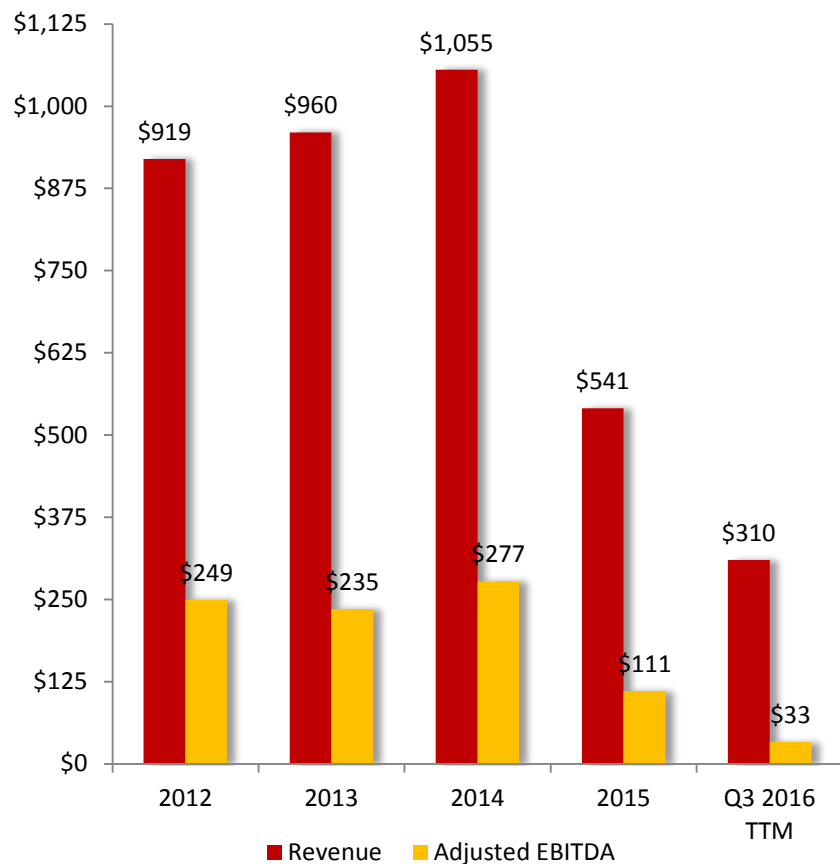


FINANCIAL PERFORMANCE

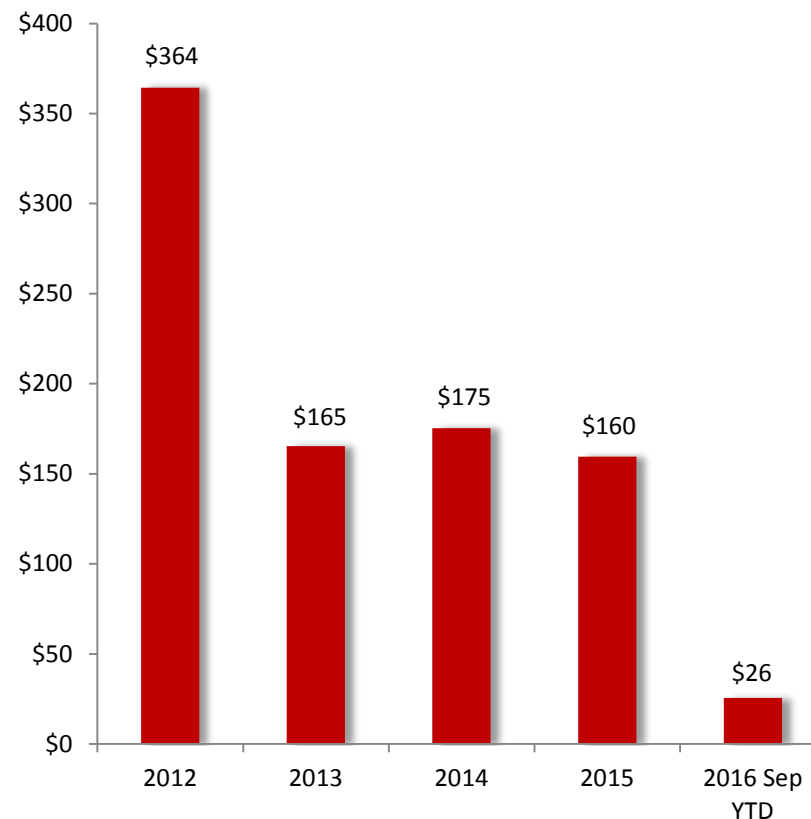
Historical Financial Results



REVENUE / ADJUSTED EBITDA (\$ millions)



CAPEX SPEND (\$ millions)



Liquidity and Capital Structure



	September 30 th , 2016	
(\$ millions)	Actual	
Cash	\$	9.7
Senior Secured Revolving Credit Facility due 2019		106.5
6.125% Senior Unsecured Notes due 2022		300.0
Other¹		(7.0)
Total Debt	\$	399.5
Shareholders' Equity		251.1
Total Capitalization	\$	650.6
Senior Consolidated Leverage Ratio² (excludes unsecured debt)		3.1x
Interest Coverage Ratio²		1.6x

(1) Unamortized debt issuance costs

(2) Senior consolidated leverage ratio and interest coverage ratio as reported in Form 10-Q for the quarter ending September 30, 2016; calculated in accordance with the covenants on the senior secured revolving credit facility

Reconciliation of Adjusted EBITDA to Net Income



Adjusted EBITDA represents income (loss) before interest expense, income tax (expense) benefit, depreciation and amortization, loss on extinguishment of debt, impairments, and the Colombian Net Equity Tax. Adjusted EBITDA is a non-GAAP measure that our management uses to facilitate period-to-period comparisons of our core operating performance and to evaluate our long-term financial performance against that of our peers. We believe that this measure is useful to investors and analysts in allowing for greater transparency of our core operating performance and makes it easier to compare our results with those of other companies within our industry. Adjusted EBITDA should not be considered (a) in isolation of, or as a substitute for, net income (loss), (b) as an indication of cash flows from operating activities or (c) as a measure of liquidity. In addition, Adjusted EBITDA does not represent funds available for discretionary use. Adjusted EBITDA may not be comparable to other similarly titled measures reported by other companies. A reconciliation of net income (loss) as reported to Adjusted EBITDA is included in the tables below:

(\$ in millions)	Year-Ending December 31,				
	2011	2012	2013	2014	2015
Net Income (Loss)	11.2	30.0	(35.9)	(38.0)	(155.1)
Colombian Net Equity Tax	7.3	-	-	-	-
Depreciation & Amortization	132.8	164.7	187.9	183.4	150.9
Net Interest	29.7	37.0	48.3	38.8	21.2
Loss on Extinguishment of Debt	-	-	-	31.2	2.2
Impairment Expense	0.5	1.1	54.3	73.0	129.2
Income Tax (Expense) Benefit	9.7	16.4	(19.8)	(11.3)	(37.6)
Adjusted EBITDA	191.2	249.3	234.7	277.1	110.8

(\$ in millions)	Q4	Q1	Q2	Q3	TTM
	2015	2016	2016	2016	
Net Income (Loss)	(48.3)	(27.7)	(30.0)	(34.6)	(140.6)
Depreciation & Amortization	35.4	29.8	28.9	28.7	122.8
Net Interest	5.1	6.3	6.4	6.7	24.4
Impairment Expense	49.5	-	-	4.3	53.8
Loss on Extinguishment of Debt	2.2	-	0.3	-	2.5
Income Tax (Expense) Benefit	(23.9)	(2.0)	(2.0)	(1.7)	(29.5)
Adjusted EBITDA	20.0	6.4	3.6	3.3	33.3



PIONEER

Pioneer Energy Services