

| Cash Assets | 14.2 | 8.7 | 9.8 |
| :--- | ---: | ---: | ---: |
| Receivables | 387.5 | 437.1 | 634.7 |
| Inventory (LIFO) | 140.9 | 126.6 | 155.6 |
| Other | 25.2 | 32.5 | 51.5 |
|  | 567.8 | 604.9 | 851.6 |
| Accts Payable | 109.8 | 119.2 | 175.4 |
| Debt Due | .- | .- | .- |
| Other | 54.7 | 48.9 | 63.6 |
| Current Liab. | 164.5 | 168.1 | 239.0 |


| ANNUAL RATES <br> of change (per sh) Sales <br> "Cash Flow" <br> Earnings <br> Dividends <br> Book Value |  | $\begin{array}{r} \text { Past } \\ 10 \text { Yrs. } \\ 22.0, \\ 27.00 \\ 37.5 \% \\ 37.0 \\ 19.0 \% \end{array}$ |  Past  <br>  5 Yst  <br>  Yrs.  <br> $\%$ $21.0 \%$  <br> $\%$ $20.5 \%$  <br> $\%$ $21.5 \%$  <br> $\%$ $30.0 \%$  <br> $\%$ $17.0 \%$  |  | $\begin{aligned} & \text { '11-'13 } \\ & \text { '17':19 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 6.0\% |  |  |
|  |  | 7.0\% |  |  |
|  |  | 6.5\% |  |  |
|  |  | 8.5\% |  |  |
|  |  | 9.5\% |  |  |
| Calendar | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
|  | Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  |  |
| $\begin{array}{\|l\|} \hline 2011 \\ 2012 \\ 2013 \\ 2014 \\ 2015 \\ \hline \end{array}$ | 381.8 |  | 443.0 | 502.2 | 482.8 | 1809.8 |
|  | 502.6 |  | 500.1 | 472.4 | 469.9 | 1945.0 |
|  | 425.7 |  | 457.6 | 491.2 | 487.0 | 1861.5 |
|  | 501.9 |  | 582.6 | 620.7 | 632.2 | 2337.4 |
|  | 570 |  | 520 | 510 | 500 | 2100 |
| $\begin{array}{\|c} \text { Cal- } \\ \text { endar } \end{array}$ | EARNINGS PER SHARE A |  |  |  | Full <br> Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| $\begin{array}{\|l\|} \hline 2011 \\ 2012 \\ 2013 \\ 2014 \\ 2015 \\ \hline \end{array}$ | . 30 | . 33 | . 38 | . 34 | 1.35 |
|  | . 37 | . 33 | . 30 | . 26 | 1.27 |
|  | . 16 | . 19 | . 25 | . 17 | . 77 |
|  | . 18 | . 29 | . 30 | . 36 | 1.13 |
|  | . 25 | . 20 | . 15 | . 15 | . 75 |
| $\begin{array}{\|l\|} \text { Cal- } \\ \text { endar } \end{array}$ |  |  |  |  | Full Year |
|  | QUARTERLY DIVIDENDS PAID B |  |  |  |  |
| 2011 | . 047 | . 047 | . 053 | . 067 | . 21 |
| 2012 | . 08 | . 08 | . 08 | . 08 | . 32 |
| 2013 | . 10 | . 10 | . 10 | . 10 | 40 |
| 2014 | . 105 | . 105 | . 105 | . 105 | . 42 |
| 2015 |  |  |  |  |  |

[^0]BUSINESS: RPC, Inc. provides services and equipment to the oil and gas exploration and production industry in the United States, and in international markets ( $3 \%$ of '13 revenues), such as China and Eastern Europe. Technical Services (93\% of '13 revenues include: pressure pumping (55\%), downhole tools (16\%), coiled tubing (9\%), snubbing (4\%), and nitrogen services (4\%), etc. Sup-
RPC reported better-than-expected fourth-quarter results. Share net came in $\$ 0.36$, topping our $\$ 0.28$ earnings target and the consensus estimate. Revenue growth continues to be healthy, driven by higher activity levels and service intensity in all businesses. Meanwhile, lower supply chain and logistical costs aided margins in the quarter. However, management warned that Exploration and Production companies are seeking cost reductions to offset falling revenue. Thus, we believe profitability will be hurt in the coming quarters. What's more, we do not foresee a recovery to crude oil prices in the near term.

## The oil \& gas capital spending envi-

 ronment is not favorable. Weakening demand from Europe and China, coupled with rising production in the U.S., is pressuring the near-term outlook for rig counts and permits. We are not surprised the North American shale plays have seen the sharpest drop in activity, given the costliness of bringing those wells to the production stage. We think investor sentiment for the industry will likely deteriorate further when companies update their 2015port Services ( $7 \%$ of ' 13 revenues) include: rental tools ( $4 \%$ ), and well control school, etc. Has approx. 3,900 employees. Offs \& dirs. ( 11 people, incl. Chrmn. R. Randall Rollins, ( $66.3 \%$ ) own $71.9 \%$ of common (3/14 Proxy). President \& CEO: Richard A. Hubbell. Inc.: DE. Address: 2801 Buford Highway, Suite 520, Atlanta, GA 30329. Telephone: 404-321-2140. Internet: www.rpc.net.
outlooks. Cost-cutting initiatives, labor force reductions, project delays, and share buybacks will be on the agenda for most operators in the coming quarters. Fortunately, RPC is well positioned to weather the storm, with a very low debt burden and better leverage to unconventional wells in the Permian.
We are reducing our 2015 full-year bottom-line estimate by $\mathbf{\$ 0 . 7 5}$, to $\mathbf{\$ 0 . 7 5}$ a share. A sharp drop in the U.S. rig counts and lower utilizations should hurt profits in 2015. What's more, we expect next year to also be a struggle, as capex spending cuts temper overall pricing. Too, we think there could be further downside to our estimates.
This timely stock has compelling longterm capital appreciation potential for the buy-and-hold investor. We expect crude oil volatility to persist over the next six to 9 months. But we think RPC is in a better position than its peers to weather the storm. Too, income-oriented accounts may find these shares appealing, based on a yield that is above the Value Line median. Michaed Collins


[^0]:    (A) Diluted earnings. Quarterly egs. may not
    sum due to rounding. Next earnings report due late April.

