

Condensed Consolidated Financial Statements (unaudited)

For the three months ended March 31, 2018

(Expressed in Canadian Dollars)

# SECURE ENERGY SERVICES INC. Condensed Consolidated Statements of Financial Position

		As at		
(\$000's) (unaudited)	Notes	March 31, 2018	December 31, 2017	
Assets				
Current assets				
Cash		3,814	9,730	
Accounts receivable and accrued receivables		302,549	308,690	
Current tax assets		6,330	5,925	
Prepaid expenses and deposits		6,598	8,838	
Inventories		66,592	72,225	
		385,883	405,408	
Property, plant and equipment	4	1,129,412	1,088,151	
Intangible assets		47,722	51,212	
Goodwill		11,127	11,127	
Deferred tax assets		5,763	6,848	
Total Assets		1,579,907	1,562,746	
Liabilities				
Current liabilities				
Accounts payable and accrued liabilities		219,406	257,837	
Asset retirement obligations		3,234	3,055	
Finance lease liabilities		5,204	5,111	
		227,844	266,003	
Long-term borrowings	5	342,673	298,408	
Asset retirement obligations		77,485	74,262	
Finance lease liabilities		7,097	6,052	
Onerous lease liabilities		1,591	1,761	
Deferred tax liabilities		44,684	41,768	
Total Liabilities		701,374	688,254	
Shareholders' Equity				
Issued capital	6	1,069,960	1,057,505	
Share-based compensation reserve	7	49,440	56,524	
Foreign currency translation reserve		25,268	21,618	
Deficit		(266,135)	(261,155)	
Total Shareholders' Equity		878,533	874,492	
Total Liabilities and Shareholders' Equity		1,579,907	1,562,746	
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# SECURE ENERGY SERVICES INC. Consolidated Statements of Comprehensive Income

		For the three months ended Mar		
(\$000's except per share and share data) (unaudited)	Notes	2018	2017	
Revenue	8	705,445	450,589	
Operating expenses:				
Direct expenses		638,043	393,582	
Depreciation, depletion and amortization		27,294	25,692	
		665,337	419,274	
General and administrative expenses		18,492	13,282	
Share-based compensation		5,628	6,174	
Business development expenses		1,306	1,640	
		25,426	21,096	
Operating income		14,682	10,219	
Interest, accretion and finance costs		3,856	2,884	
Income before tax		10,826	7,335	
Current tax expense (recovery)		821	(25)	
Deferred tax expense		3,928	3,920	
		4,749	3,895	
Net earnings		6,077	3,440	
Other comprehensive income (loss)				
Foreign currency translation adjustment		3,650	(1,804)	
Total comprehensive income		9,727	1,636	
Basic and diluted earnings per common share	6	0.04	0.02	
Weighted average shares outstanding - basic	6	164,009,829	162,049,821	
Weighted average shares outstanding - diluted	6	166,079,649	165,944,906	

# **Consolidated Statements of Changes in Shareholders' Equity**

(\$000's) (unaudited)	Note	Issued capital	Share-based compensation reserve	Foreign currency translation reserve	Deficit	Total Shareholders' Equity
Balance at January 1, 2018		1,057,505	56,524	21,618	(261,155)	874,492
Net earnings		-	-	-	6,077	6,077
Dividends declared	6	-	-	-	(11,057)	(11,057)
Foreign currency translation adjustment		-	-	3,650	-	3,650
Exercise of options and share units	6	12,455	(12,400)	-	-	55
Share-based compensation		-	5,316	-	-	5,316
Balance at March 31, 2018		1,069,960	49,440	25,268	(266,135)	878,533
Balance at January 1, 2017		1,030,033	51,441	32,049	(186,476)	927,047
Net earnings		-	-	-	3,440	3,440
Dividends declared		-	-	-	(9,700)	(9,700)
Shares issued through dividend reinvestment plan ("DRIP")		3,353	-	-	-	3,353
Foreign currency translation adjustment		-	-	(1,804)	-	(1,804)
Exercise of options and share units		15,103	(12,836)	-	-	2,267
Share-based compensation		-	5,755	-	-	5,755
Balance at March 31, 2017		1,048,489	44,360	30,245	(192,736)	930,358

# SECURE ENERGY SERVICES INC. Consolidated Statements of Cash Flows

	F	or the three months ended	ended March 31,		
(\$000's) (unaudited)	Notes	2018	2017		
Cash flows from (used in) operating activities					
Net earnings		6,077	3,440		
Adjustments for non-cash items:					
Depreciation, depletion and amortization		27,294	25,692		
Interest, accretion and finance costs	5	3,856	2,884		
Current and deferred tax expense		4,749	3,895		
Other non-cash (income) expense		(698)	7		
Share-based compensation		5,628	6,174		
Interest paid		(3,663)	(2,232)		
Income taxes (paid) recovered		(1,200)	192		
Change in non-cash working capital		(9,282)	2,990		
Asset retirement costs incurred		(7)	(14)		
Net cash flows from operating activities		32,754	43,028		
Purchase of property, plant and equipment Change in non-cash working capital  Net cash flows used in investing activities		(56,581) (14,134) (70,715)	(12,096) (2,391) (14,487)		
Cash flows from (used in) financing activities			( , ,		
Shares issued, net of share issue costs	6	55	2 267		
Shares issued, net of share issue costs  Draw (repayment) on credit facility	6	55 44,000	2,267 (21,000)		
Draw (repayment) on credit facility	6	44,000	(21,000)		
,	6	44,000 (1,256)	(21,000) (1,489)		
Draw (repayment) on credit facility Capital lease obligation Dividends paid		44,000	(21,000) (1,489)		
Draw (repayment) on credit facility Capital lease obligation		44,000 (1,256) (11,057)	(21,000) (1,489) (6,347)		
Draw (repayment) on credit facility Capital lease obligation Dividends paid  Net cash flows from (used in) financing activities		44,000 (1,256) (11,057) 31,742	(21,000) (1,489) (6,347) (26,569)		
Draw (repayment) on credit facility Capital lease obligation Dividends paid  Net cash flows from (used in) financing activities  Effect of foreign exchange on cash		44,000 (1,256) (11,057) 31,742	(21,000) (1,489) (6,347) (26,569)		

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

#### 1. NATURE OF BUSINESS AND BASIS OF PRESENTATION

## **Nature of Business**

Secure Energy Services Inc. ("Secure") is incorporated under the Business Corporations Act of Alberta. Secure operates through a number of wholly-owned subsidiaries (together referred to as the "Corporation") which are managed through three operating segments which provide innovative, efficient and environmentally responsible fluids and solids solutions to the oil and gas industry. The fluids and solids solutions are provided through an integrated service and product offering that includes midstream services, environmental services, systems and products for drilling, production and completion fluids, and other specialized services and products. The Corporation owns and operates midstream infrastructure and provides solutions and products to upstream oil and natural gas companies operating in western Canada and in certain regions in the United States ("U.S.").

The processing, recovery and disposal services division ("PRD") owns and operates midstream infrastructure that provides processing, storing, pipelines, shipping and marketing of crude oil, oilfield waste disposal and recycling. The PRD division services include clean oil terminalling, rail transloading, pipelines, crude oil marketing, custom treating of crude oil, produced and waste water disposal, oilfield waste processing, landfill disposal, and oil purchase/resale service. The drilling and production services division ("DPS") provides equipment, product solutions and chemicals for drilling, completion and production operations for oil and gas producers in western Canada. The OnSite division ("OS") includes Projects which include pipeline integrity (inspection, excavation, repair, replacement and rehabilitation), demolition and decommissioning, and reclamation and remediation of former wellsites, facilities, commercial and industrial properties, and environmental construction projects (landfills, containment ponds, subsurface containment walls, etc.); Integrated Fluid Solutions ("IFS") which include water management, recycling, pumping and storage solutions; and Environmental services which provide pre-drilling assessment planning, drilling waste management, remediation and reclamation assessment services, Naturally Occurring Radioactive Material ("NORM") management, waste container services and emergency response services.

In Canada, the level of activity in the oilfield services industry is influenced by seasonal weather patterns. As warm weather returns in the spring, the winter's frost comes out of the ground (commonly referred to as "spring break-up"), rendering many secondary roads incapable of supporting heavy loads and as a result road bans are implemented prohibiting heavy loads from being transported in certain areas. This limits the movement of the heavy equipment required for drilling and well servicing activities, and the level of activity of the Corporation's customers may, consequently, be reduced. In the areas in which the Corporation operates, the second quarter has generally been the slowest quarter as a result of spring break-up. Historically, the Corporation's first, third and fourth quarters represent higher activity levels and operations. These seasonal trends typically lead to quarterly fluctuations in operating results and working capital requirements, which should be considered in any quarter over quarter analysis of performance.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

# 1. NATURE OF BUSINESS AND BASIS OF PRESENTATION (continued)

## **Basis of Presentation**

The condensed consolidated financial statements of Secure have been prepared by management in accordance with International Accounting Standard ("IAS") 34, "Interim Financial Reporting", as issued by the International Accounting Standards Board ("IASB") in effect at the closing date of March 31, 2018. The condensed consolidated financial statements do not include all of the information required for full annual financial statements and should be read in conjunction with the annual audited consolidated financial statements for the year ended December 31, 2017.

These condensed consolidated financial statements are recorded and presented in Canadian dollars (\$), which is Secure's functional currency, and have been prepared on a historical cost basis, except for certain financial instruments and share-based compensation transactions that have been measured at fair value. All values are rounded to the nearest thousand dollars (\$000's), except where otherwise indicated. Certain comparative figures have been reclassified to conform to the financial statement presentation adopted for the current period.

These condensed consolidated financial statements were approved by Secure's Board of Directors on April 30, 2018.

# 2. SIGNIFICANT ACCOUNTING POLICIES, ESTIMATES AND JUDGMENTS

# **Significant Accounting Policies**

The significant accounting policies adopted in the preparation of these condensed consolidated financial statements are the same as those set out in the annual audited consolidated financial statements for the year ended December 31, 2017, except as described in Note 3. Unless otherwise stated, these policies have been consistently applied to all periods presented.

# **Significant Estimates and Judgments**

The timely preparation of the Corporation's condensed consolidated financial statements requires management to make judgments, estimates and assumptions that affect the reported assets, liabilities, revenues, expenses, gains, losses, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future periods. The estimates and underlying assumptions are reviewed by management on an ongoing basis, with any adjustments recognized in the period in which the estimate is revised.

The key estimates and judgments concerning the future and other key sources of estimation uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities include those related to the determination of cash generating units, depreciation, depletion and amortization, recoverability of assets, asset retirement obligations and accretion, other provisions and contingent liabilities, inventories, share-based compensation, deferred income taxes, provision for doubtful accounts, purchase price equations, and net investments in foreign subsidiaries. Readers are cautioned that the preceding list is not exhaustive and other items may also be affected by estimates and judgments.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

#### 3. RECENT ACCOUNTING PRONOUNCEMENTS

## Standards issued and in effect

#### a) IFRS 9 Financial instruments

On July 24, 2014, the IASB issued IFRS 9 Financial Instruments, which addresses the classification and measurement of financial assets. The new standard defines two instead of four measurement categories for financial assets, with classification to be based partly on the Corporation's business model and partly on the characteristics of the contractual cash flows from the respective financial asset. The Corporation has adopted IFRS 9 on a retrospective basis at January 1, 2018. The adjustment to opening deficit as of January 1, 2018 due to the cumulative impact of adopting IFRS 9 was \$nil. The impact to net earnings for the three months ended March 31, 2018 was \$nil.

The following outlines the Corporation's accounting policy for financial instruments under IFRS 9:

# Classification

Financial instruments within the scope of IFRS 9: Financial Instruments are classified upon initial recognition in the following categories:

- Fair value through profit and loss ("FVTPL");
- Fair value through other comprehensive income ("FVTOCI"); or
- Amortized cost.

The Corporation determines the classification of financial assets at initial recognition. Financial liabilities are measured at amortized cost, unless they are required to be measured at FVTPL (such as instruments held for trading or derivatives) or the Corporation has opted to measure them at FVTPL.

The Corporation completed a detailed assessment of its financial assets and liabilities as at January 1, 2018. The following table shows the original classification under IAS 39 and the new classification under IFRS 9:

Financial assets/liabilities	IAS 39 Classification	IFRS 9 Classification
Cash	Loans and receivables	Amortized cost
Accounts receivable & accrued receivables	Loans and receivables	Amortized cost
Accounts payable & accrued liabilities	Other financial liabilities	Amortized cost
Long-term borrowings	Other financial liabilities	Amortized cost
Derivative financial instruments	FVTPL	FVTPL

# Measurement

## Financial assets and liabilities at FVTPL

Financial assets and liabilities carried at FVTPL are initially recorded at fair value and transaction costs are expensed in the consolidated statements of comprehensive income. Realized and unrealized gains and losses arising from changes in the fair value of the financial assets and liabilities held at FVTPL are included in the consolidated statements of net earnings in the period in which they arise. Where management has opted to recognize a financial liability at FVTPL, any changes associated with the Corporation's own credit risk will be recognized in other comprehensive income.

## Financial assets at FVTOCI

Investments in equity instruments at FVTOCI are initially recognized at fair value plus transaction costs. Subsequently they are measured at fair value, with gains and losses arising from changes in fair value recognized in other comprehensive income.

#### Financial assets and liabilities at amortized cost

Financial assets and liabilities at amortized cost are initially recognized at fair value, and subsequently carried at amortized cost less any impairment.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

# 3. RECENT ACCOUNTING PRONOUNCEMENTS (continued)

## Fair value measurement

The Corporation has classified its financial instrument fair values based on the required three-level hierarchy:

- Level 1: Valuations based on quoted prices in active markets for identical assets or liabilities;
- Level 2: Valuations based on observable inputs other than quoted active market prices; and,
- Level 3: Valuations based on significant inputs that are not derived from observable market data, such as discounted cash flows methods.

The fair value hierarchy level at which a fair value measurement is categorized is determined on the basis of the lowest level input that is significant to the fair value measurement in its entirety.

# **Derivative financial instruments**

The Corporation may utilize derivative financial instruments, such as, but not limited to, physical and financial contracts, futures, swaps and options, to manage certain exposures to fluctuations in commodity prices, foreign exchange rates and interest rates as part of its overall risk management program. These derivative financial instruments are not used for speculative purposes and are not designated as hedges. They are initially recognized at fair value at the date the derivative contracts are entered into on the Corporation's consolidated statements of financial position as either an asset, when the fair value is positive, or a liability, when the fair value is negative. The derivative contracts are subsequently remeasured to their fair value at the end of each reporting period, with the resulting gain or loss included in the statements of comprehensive income.

Certain physical commodity contracts are deemed to be derivative financial instruments for accounting purposes. Physical commodity contracts entered into for the purpose of receipt or delivery of products in accordance with the Corporation's own purchase, sale or usage requirements are not considered to be derivative financial instruments. Settlement on these physical contracts is recognized in the statements of comprehensive income over the term of the contracts as they occur.

## Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount reported in the consolidated statements of financial position if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

## Impairment of financial assets

The Corporation recognizes a loss allowance for expected credit losses on financial assets that are measured at amortized cost. At each reporting date, the Corporation measures the loss allowance for the financial asset at an amount equal to the lifetime expected credit losses if the credit risk on the financial asset has increased significantly since initial recognition. If at the reporting date, the financial asset has not increased significantly since initial recognition, the Corporation measures the loss allowance for the financial asset at an amount equal to twelve months of expected credit losses.

The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognized in net earnings. The asset, together with the associated allowance, are written off when there is no realistic prospect of future recovery and all collateral has been realized or has been transferred to the Corporation. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

## 3. RECENT ACCOUNTING PRONOUNCEMENTS (continued)

## **Derecognition**

The Corporation derecognizes financial assets only when the contractual rights to cash flows from the financial assets expire, or when it transfers the financial assets and substantially all the associated risks and rewards of ownership to another entity. Gains and losses on derecognition are generally recognized in the consolidated statements of net earnings. However, gains and losses on derecognition of financial assets classified as FVTOCI remain within the accumulated other comprehensive income.

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in net earnings.

## b) IFRS 15 Revenue from contracts with customers

On May 28, 2014, the IASB issued IFRS 15 Revenue from Contracts with Customers. The new standard replaces the two main recognition standards IAS 18 Revenue, and IAS 11 Construction Contracts. The new standard provides a five step model framework as a core principle upon which an entity recognizes revenue. The Corporation has adopted IFRS 15 retrospectively at January 1, 2018, with the cumulative effect of initially applying this standard recognized in opening deficit at January 1, 2018. The adjustment to opening deficit as of January 1, 2018 due to the cumulative impact of adopting IFRS 15 was \$nil. The impact to revenue for the three months ended March 31, 2018 was \$nil. The prior period amounts are not adjusted and continue to be reported in accordance with IAS 18.

The following outlines the Corporation's policy for recognizing revenue from contracts with customers under IFRS 15:

# **Revenue recognition**

The Corporation has many different business lines offering services, products and integrated solutions to meet customer needs. Revenue is recognized in a manner that depicts the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods and services.

- Revenue associated with services provided in the PRD division such as processing, disposal, transportation, terminalling and rail transloading are recognized when the services are rendered.
- Revenue from the sale of crude oil and natural gas liquids is recorded when title to the product transfers to the customer and Secure has fulfilled its performance obligation of delivery of product.
- Revenue from pipeline tariffs and fees are based on volumes and rates as the pipeline is being used.
- Revenue from drilling fluid services is recognized when services are provided and materials are utilized. Materials that are delivered and not utilized are shown as drilling fluid inventory.
- Revenue from the sale of production chemicals and minerals is recognized at the point of sale, when the customer takes ownership of the products.
- Revenue from rental equipment is recognized once the asset is delivered to the customer, over the term of the rental agreement at pre-determined rates.
- Revenue from OS Projects is typically recognized when services are provided. For related projects
  where a performance obligation is satisfied over time, revenue may be recognized based on an
  appropriate input method determined by the physical portion of work performed depending on
  the nature of the project.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

# 3. RECENT ACCOUNTING PRONOUNCEMENTS (continued)

• Revenue is measured net of trade discounts and volume rebates as they are incurred in relation to the goods and services provided.

# Standards issued but not effective

# c) IFRS 16 Leases

On January 13, 2016, the IASB issued IFRS 16 Leases which replaces IAS 17. The new standard introduces a single lessee accounting model and requires a lessee to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease.

Secure will adopt IFRS 16 on the effective date of January 1, 2019, and has selected the modified retrospective transition approach. Secure has also elected to apply the optional exemptions for short-term and low-value leases. IFRS 16 is expected to increase the Corporation's assets and liabilities, increase depreciation, depletion and amortization expense, increase interest, accretion and finance costs and reduce direct expenses and general and administrative expenses. Cash payments associated with operating leases are currently presented within operating activities; under IFRS 16, the cash flows will be allocated between financing activities for the repayment of the principal liability and operating activities for the financing expense portion. The overall impact to cash flow is unchanged.

Secure has formed a team of qualified employees to assess the full impacts of IFRS 16. The transition team is currently in the process of reviewing and categorizing the Corporation's contracts to form a database of leases. The Corporation will disclose additional information throughout 2018 on the progress of the transition, including the estimated quantitative financial impacts.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

# 4. PROPERTY, PLANT AND EQUIPMENT

During the three months ended March 31, 2018, \$1.8 million (\$1.5 million for the three months ended March 31, 2017) of directly attributable capitalized salaries and overhead were added to property, plant and equipment. The amount of borrowing costs capitalized to property, plant and equipment for the three months ended March 31, 2018 was \$0.3 million (\$nil for the three months ended March 31, 2017).

(\$000's)	Assets Under Construction	Land and Buildings	Plant Equipment, Landfill Cells and Disposal Wells	Rental and Mobile Equipment	Office and Computer Equipment	Total
Cost:			· · · · · · · · · · · · · · · · · · ·	· ·	· · ·	
December 31, 2017	104,895	113,401	1,158,724	135,246	43,066	1,555,332
Additions (1)	55,554	147	5,552	3,620	223	65,096
Change in asset retirement cost	-	-	2,675	-	-	2,675
Disposals	-	(67)	(382)	(953)	-	(1,402)
Transfers (1)	(6,006)	-	-	-	-	(6,006)
Foreign exchange effect	(1)	556	3,648	348	32	4,583
March 31, 2018	154,442	114,037	1,170,217	138,261	43,321	1,620,278
Accumulated depreciation and depletion:						
December 31, 2017	-	(27,513)	(359,122)	(56,110)	(24,436)	(467,181)
Depreciation and depletion	-	(987)	(17,781)	(3,451)	(1,163)	(23,382)
Disposals	-	28	119	742	5	894
Foreign exchange effect	-	(103)	(1,006)	(94)	6	(1,197)
March 31, 2018	-	(28,575)	(377,790)	(58,913)	(25,588)	(490,866)
Net book value:						
March 31, 2018	154,442	85,462	792,427	79,348	17,733	1,129,412
December 31, 2017	104,895	85,888	799,602	79,136	18,630	1,088,151

<sup>(1)</sup> Costs related to assets under construction are transferred to property, plant and equipment and classified by nature of the asset when available for use in the manner intended by management.

# Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

#### 5. LONG-TERM BORROWINGS

(\$000's)	March 31, 2018	Dec 31, 2017
Amount drawn on credit facilities	344,000	300,000
Unamortized transaction costs	(1,327)	(1,592)
Total long-term borrowings	342,673	298,408
Credit facilities	600,000	600,000
Amount drawn on credit facilities	(344,000)	(300,000)
Letters of credit	(61,280)	(39,713)
Available amount	194,720	260,287

The Corporation has a \$470 million first lien credit facility ("First Lien Facility") with a syndicate of ten financial institutions and Canadian Chartered banks. In addition, the Corporation has a \$130 million second lien credit facility ("Second Lien Facility") with a syndicate of three financial institutions and Canadian Chartered banks. The combined facilities total \$600 million. At March 31, 2018, the full amount of the \$130 million Second Lien Facility was drawn.

At March 31, 2018 and December 31, 2017, the Corporation was in compliance with all financial covenants contained in the lending agreements.

# 6. SHAREHOLDERS' EQUITY

		Amount
	Number of Shares	(\$000's)
Balance at December 31, 2017	163,352,572	1,057,505
Options exercised	6,666	55
RSUs and PSUs exercised	1,187,949	-
Transfer from reserves in equity	-	12,400
Balance at March 31, 2018	164,547,187	1,069,960

As at March 31, 2018, there were 1,328,105 common shares of the Corporation held in escrow in conjunction with the Corporation's business acquisitions (December 31, 2017: 1,508,564).

The Corporation declared dividends to holders of common shares for the three months ended March 31, 2018 of \$11.1 million (three months ended March 31, 2017: \$9.7 million).

Subsequent to March 31, 2018, the Corporation declared dividends to holders of common shares in the amount of \$0.0225 per common share payable on April 16 and May 15, 2018 for shareholders of record on April 1 and May 1, 2018, respectively.

The following reflects the share data used in the basic and diluted earnings per share computations:

	For the three months ended,		
	March 31, 2018	March 31, 2017	
Weighted average number of shares for basic earnings per share	164,009,829	162,049,821	
Effect of dilution:			
Options, RSUs, PSUs and CSUs	2,069,820	3,895,085	
Weighted average number of shares for diluted earnings per share	166,079,649	165,944,906	

The above table excludes the impact of 3,998,143 options, 77,198 restricted share units ("RSUs") and 971 performance share units ("PSUs") for the three months ended March 31, 2018 (4,716,417 options for the three months ended March 31, 2017), as they are considered to be anti-dilutive.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

## 7. SHARE-BASED COMPENSATION PLANS

The Corporation has share-based compensation plans (the "Plans") under which the Corporation may grant share options, RSUs, PSUs and compensation share units ("CSUs") to its employees and consultants. In addition, the Corporation has a deferred share unit ("DSU") plan for non-employee directors of the Corporation. The terms of the Plans and aggregate number of common shares issuable remain unchanged from those disclosed in the annual audited consolidated financial statements for the year ended December 31, 2017.

A summary of the status of the Corporation's share options is as follows:

		March 31, 2018		Dec 31, 2017
	Outstanding options	Weighted average exercise price (\$)		Weighted average exercise price (\$)
Balance - beginning of year	6,153,925	13.71	7,209,139	13.17
Granted	-		50,000	11.48
Exercised	(6,666)	8.23	(547,524)	7.97
Expired	(507,763)	11.55	(337,778)	9.49
Forfeited	(43,500)	14.86	(219,912)	16.11
Balance - end of period	5,595,996	13.91	6,153,925	13.71
Exercisable - end of period	4,950,911	14.65	4,534,175	15.07

#### **Unit Incentive and DSU Plans**

The following table summarizes the units outstanding:

For the three months ended March 31, 2018:	RSUs	PSUs	DSUs
Balance - beginning of period	3,125,795	1,694,216	258,305
Granted	1,778,687	731,676	90,360
Reinvested dividends	30,100	17,664	2,079
Redeemed for common shares	(1,078,939)	(109,010)	-
Forfeited	(84,829)	(32,586)	-
Balance - end of period	3,770,814	2,301,960	350,744

As at March 31, 2018, \$2.6 million (December 31, 2017: \$2.3 million) was included in accounts payable and accrued liabilities for outstanding DSUs. Share-based compensation included in the consolidated statements of comprehensive income related to the DSUs was an expense of \$0.3 million for the three months ended March 31, 2018 (\$0.4 million for the three months ended March 31, 2017).

# Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

## 8. REVENUE

The Corporation disaggregates the revenue from contracts with customers by type of good or service in order to reflect how the nature, amount, timing and uncertainty of revenue and cash flows are affected by economic factors.

The following table disaggregates the Corporation's revenue by type of good or service:

#### (\$000's)

Three months ended March 31, 2018	PRD division	DPS division	OS division	Corporate	Total
Oil purchase and resale service	523,747				523,747
Processing, recovery and disposal services	80,855				80,855
Drilling and production services	-	68,679			68,679
OnSite services	-		32,164		32,164
Revenue from contracts with customers	604,602	68,679	32,164		705,445

## (\$000's)

Three months ended March 31, 2017	PRD division	DPS division	OS division	Corporate	Total
Oil purchase and resale service	309,876	-	-	-	309,876
Processing, recovery and disposal services	67,470	-	-	=	67,470
Drilling and production services	-	50,468	-	-	50,468
OnSite services	=	-	22,775	=	22,775
Revenue from contracts with customers	377,346	50,468	22,775	-	450,589

At March 31, 2018 and 2017, the Corporation did not hold any contract assets or liabilities related to revenue from contracts with customers.

## 9. CONTRACTUAL OBLIGATIONS

# As at March 31, 2018

# Payments due by period

			5 years and	
_(\$000's)	1 year or less	1-5 years	thereafter	Total
Finance leases	5,917	7,005	-	12,922
Operating leases	12,995	27,868	8,047	48,910
Crude oil transportation (1)	29,266	125,310	118,385	272,961
Inventory purchases	13,719	6,842	-	20,561
Capital commitments	27,334	-	-	27,334
Total contractual obligations	89,231	167,025	126,432	382,688
Total Contractual obligations	69,231	107,025	120,432	,

<sup>&</sup>lt;sup>(1)</sup> Crude oil transportation includes rail car operating lease commitments and crude oil transportation volumes for pipeline throughput at certain pipeline connected full service terminals.

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

## **10. OPERATING SEGMENTS**

For management purposes, the Corporation is organized into divisions based on their products and services provided. Management monitors the operating results of each division separately for the purpose of making decisions about resource allocation and performance assessment.

The Corporation has three reportable operating segments, as described in Note 1. The Corporation also reports activities not directly attributable to an operating segment under Corporate. Corporate division expenses consist of public company costs, as well as salaries, share-based compensation, interest and finance costs and office and administrative costs relating to corporate employees and officers.

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Three months ended March 31, 2018	PRD division	DPS division	OS division	Corporate	Total
Revenue	604,602	68,679	32,164		705,445
Direct expenses	(557,198)	(55,316)	(25,529)		(638,043)
Operating margin	47,404	13,363	6,635		67,402
General and administrative expenses	(5,929)	(5,668)	(1,860)	(5,035)	(18,492)
Share-based compensation	-			(5,628)	(5,628)
Business development expenses	-			(1,306)	(1,306)
Depreciation, depletion and amortization	(18,718)	(5,515)	(2,742)	(319)	(27,294)
Interest, accretion and finance costs	(413)			(3,443)	(3,856)
Earnings (loss) before tax	22,344	2,180	2,033	(15,731)	10,826

#### (\$000's)

(40003)					
Three months ended March 31, 2017	PRD division	DPS division	OS division	Corporate	Total
Revenue	377,346	50,468	22,775	-	450,589
Direct expenses	(337,529)	(38,867)	(17,186)	-	(393,582)
Operating margin	39,817	11,601	5,589	-	57,007
General and administrative expenses	(3,962)	(3,449)	(2,078)	(3,793)	(13,282)
Share-based compensation	-	-	-	(6,174)	(6,174)
Business development expenses	-	-	-	(1,640)	(1,640)
Depreciation, depletion and amortization	(17,397)	(4,874)	(3,044)	(377)	(25,692)
Interest, accretion and finance costs	(422)	-	-	(2,462)	(2,884)
Earnings (loss) before tax	18.036	3,278	467	(14.446)	7,335

(\$000's)
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As at March 31, 2018	PRD division	DPS division	OS division	Corporate	Total
Current assets	231,547	122,718	31,618		385,883
Property, plant and equipment	980,620	108,382	34,184	6,226	1,129,412
Intangible assets	6,144	38,698	2,880		47,722
Goodwill			11,127		11,127
Total assets	1,219,159	275,559	78,963	6,226	1,579,907
Current liabilities	190,362	24,256	13,226		227,844
Total liabilities	304,171	40,019	14,511	342,673	701,374

As at December 31, 2017	PRD division	DPS division	OS division	Corporate	Total
Current assets	239,253	121,147	45,008	-	405,408
Property, plant and equipment	934,896	109,311	37,488	6,456	1,088,151
Intangible assets	6,422	41,367	3,423	-	51,212
Goodwill	-	-	11,127	-	11,127
Total assets	1,180,570	278,674	97,046	6,456	1,562,746
Current liabilities	214,144	29,536	22,323	-	266,003
Total liabilities	319,674	46,410	23,762	298,408	688,254

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

# 10. OPERATING SEGMENTS (continued)

# **Geographical Financial Information**

(\$000's)	Canada		US		Total	
Three months ended March 31,	2018	2017	2018	2017	2018	2017
Revenue	688,197	438,577	17,248	12,012	705,445	450,589
As at March 31, 2018 and December 31, 2017						
Total non-current assets	1,064,000	1,027,962	130,024	129,376	1,194,024	1,157,338

Notes to the Condensed Consolidated Financial Statements (unaudited) For the three months ended March 31, 2018 and 2017

#### **CORPORATE INFORMATION**

**DIRECTORS** 

Rene Amirault - Chairman Brad Munro (1) (2) (3)

David Johnson (2) (3) (4)
Daniel Steinke (4)

Kevin Nugent <sup>(1) (3)</sup> Murray Cobbe <sup>(1) (2) (5)</sup> Shaun Paterson <sup>(1) (4)</sup>

<sup>1</sup> Audit Committee

<sup>2</sup> Compensation Committee

<sup>3</sup> Corporate Governance Committee

<sup>4</sup> Health, Safety & Environment Committee

<sup>5</sup>Lead Director

**STOCK EXCHANGE** 

**Toronto Stock Exchange** 

Symbol: SES

**AUDITORS** 

KPMG LLP

Calgary, Alberta

**LEGAL COUNSEL** 

Bennett Jones LLP

Calgary, Alberta

LEAD BANKERS

ATB Financial

National Bank of Canada

TRANSFER AGENT AND REGISTRAR

Computershare Calgary, Alberta

**OFFICERS** 

Rene Amirault

President & Chief Executive Officer

Chad Magus

Executive Vice President & Chief Financial

Officer

Corey Higham

Executive Vice President, Processing, Recovery

& Disposal

George Wadsworth

Executive Vice President, Drilling & Production

Services

David Mattinson

Executive Vice President, OnSite Services

Allen Gransch

Executive Vice President, Corporate

Development

Daniel Steinke

Executive Vice President, New Ventures &

Government Affairs

Brian McGurk

Executive Vice President, Human Resources &

Strategy

Mike Mikuska

Executive Vice President, Commercial &

**Transportation** 

David Engel

Executive Vice President, Technical Services