

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Three and nine months ended September 30, 2017 and 2016

The following management's discussion and analysis ("MD&A") of the financial position and results of operations of Secure Energy Services Inc. ("Secure" or the "Corporation") has been prepared by management and reviewed and approved by the Board of Directors of Secure on November 9, 2017. The discussion and analysis is a review of the financial results of the Corporation prepared in accordance with International Financial Reporting Standards ("IFRS"), which are also generally accepted accounting principles ("GAAP") for publicly accountable enterprises in Canada.

The MD&A's primary focus is a comparison of the financial performance for the three and nine months ended September 30, 2017 to the three and nine months ended September 30, 2016 and should be read in conjunction with the Corporation's condensed consolidated financial statements and notes thereto for the three and nine months ended September 30, 2017 and 2016 ("Interim Financial Statements") and the Corporation's annual audited consolidated financial statements and notes thereto for the years ended December 31, 2016 and 2015.

All amounts are presented in Canadian dollars, unless otherwise stated and all tabular amounts are in thousands of Canadian dollars, except share amounts or as otherwise noted. Certain comparative figures have been reclassified to conform to the MD&A presentation adopted for the current year.

### CORPORATE OVERVIEW

Secure is a TSX publicly traded energy services company that provides safe, innovative, efficient and environmentally responsible fluids and solids solutions to the oil and gas industry. The Corporation owns and operates midstream infrastructure and provides environmental services and innovative products to upstream oil and natural gas companies operating in western Canada and certain regions in the United States ("U.S.").

The Corporation operates three divisions:

### PROCESSING, RECOVERY AND DISPOSAL DIVISION ("PRD")

The PRD division 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. Secure currently operates a network of facilities throughout western Canada and in North Dakota, providing these services at its full service terminals ("FST"), landfills, stand-alone water disposal facilities ("SWD"), full service rail facilities ("FSR") and a crude oil terminalling facility.

### DRILLING AND PRODUCTION SERVICES DIVISION ("DPS")

The DPS division provides equipment, product solutions and chemicals for drilling, completion and production operations for oil and gas producers in western Canada. The drilling service line currently comprises the majority of the revenue for the division which includes the design and implementation of drilling fluid systems for producers drilling for oil, bitumen and natural gas. The drilling service line focuses on providing products and systems that are designed for more complex wells, such as medium to deep wells, horizontal wells and horizontal wells drilled into the oil sands. The production services line focuses on providing equipment and chemical solutions that optimize production, provide flow assurance and maintain the integrity of production assets.

### ONSITE SERVICES DIVISION ("OS")

The operations of the OS division include 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.

For a complete description of services provided in the PRD, DPS and OS divisions, please refer to the headings 'Secure Energy Services Inc.', 'Description of Business' in the Corporation's annual information form for the year ended December 31, 2016 ("AIF").

## **OPERATIONAL AND FINANCIAL HIGHLIGHTS**

In the third quarter of 2017 oil and gas industry activity in western Canada resumed quickly from a shorter spring break-up than experienced in 2016, resulting in increased activity in all three of the Corporation's divisions. Favorable weather conditions during the third quarter of 2017 also enabled drilling and production companies to execute their capital plans resulting in an active third quarter. Highlights from the third quarter include:

- Within our PRD division disposal volumes increased by 36% over the third quarter of 2016 and processing volumes increased 28%, helping drive the PRD operating margin up by 41%;
- Secure completed the acquisition of all of the issued and outstanding shares of Ceiba Energy Services Inc. ("Ceiba") in August which added ten new facilities to the PRD division ("Ceiba Acquisition"). The addition of these facilities creates the opportunity to service additional geographic markets and increase disposal capacity in high demand regions; and
- An increase in industry rig counts combined with an increase in revenue per operating day and a 31% market share lead to the most profitable quarter of 2017 for the Corporation's DPS division.

### **ADJUSTED EBITDA INCREASE OF 60%**

While average crude oil prices have remained relatively consistent throughout 2017, industry rig counts and metres drilled in the Western Canadian Sedimentary Basin ("WCSB") have increased by 67% and 104% respectively over the third quarter of 2016. As a result, all three of the Corporation's divisions were positively impacted and experienced increased revenues due to overall increased industry activity. The addition of new facilities and expansions in underserved markets in 2016, ongoing production related volumes from existing facilities in the PRD division and contributions from business acquisitions completed in 2017 resulted in Adjusted EBITDA<sup>1</sup> of \$43.8 million and \$106.0 million during the three and nine months ended September 30, 2017, a 60% and 74% increase over the 2016 comparative periods.

### **INCREASED DIVIDEND BY 6%**

Secure's Board of Directors have approved a 6% increase to the monthly dividend rate from \$0.02125 to \$0.0225 per common share commencing with the January 15, 2018 dividend payment date for shareholders of record on January 1, 2018.

### **2017 CAPITAL PROGRAM**

Secure's previously announced organic growth capital program of \$100 million ramped up in the third quarter incurring \$49.2 million on organic projects related to the following:

- Construction of a gathering pipeline system which will tie-in produced water and oil directly to our existing Kindersley FST. This is the first phase of our larger Kindersley-Kerobert feeder pipeline system and receipt terminal all of which is expected to be completed and operational in the fourth quarter of 2018. The project will increase volumes at the existing Kindersley FST that are contracted to support both FST and pipeline economics. As the oil is processed it will ultimately transport crude oil to a storage and connection point at the Enbridge mainline;
- Pre-work and design for a new SWD facility in the Montney region of Alberta with construction to commence during the fourth quarter and commissioning expected in 2018;
- Increased landfill capacity with expansions being completed at South Grande Prairie, Fox Creek, Pembina and Saddle Hills landfills. These expansions are expected to be completed and operational in the fourth quarter and early 2018;
- Improvements to increase disposal capacity at the recently acquired Ceiba facilities including the deepening of a disposal well, pump replacements and well workovers; and
- Long lead items and upfront engineering costs on various other projects.

<sup>1</sup> Refer to the "Non-GAAP Measures" section herein.

The operating and financial highlights for the three and nine month periods ending September 30, 2017 and 2016 can be summarized as follows:

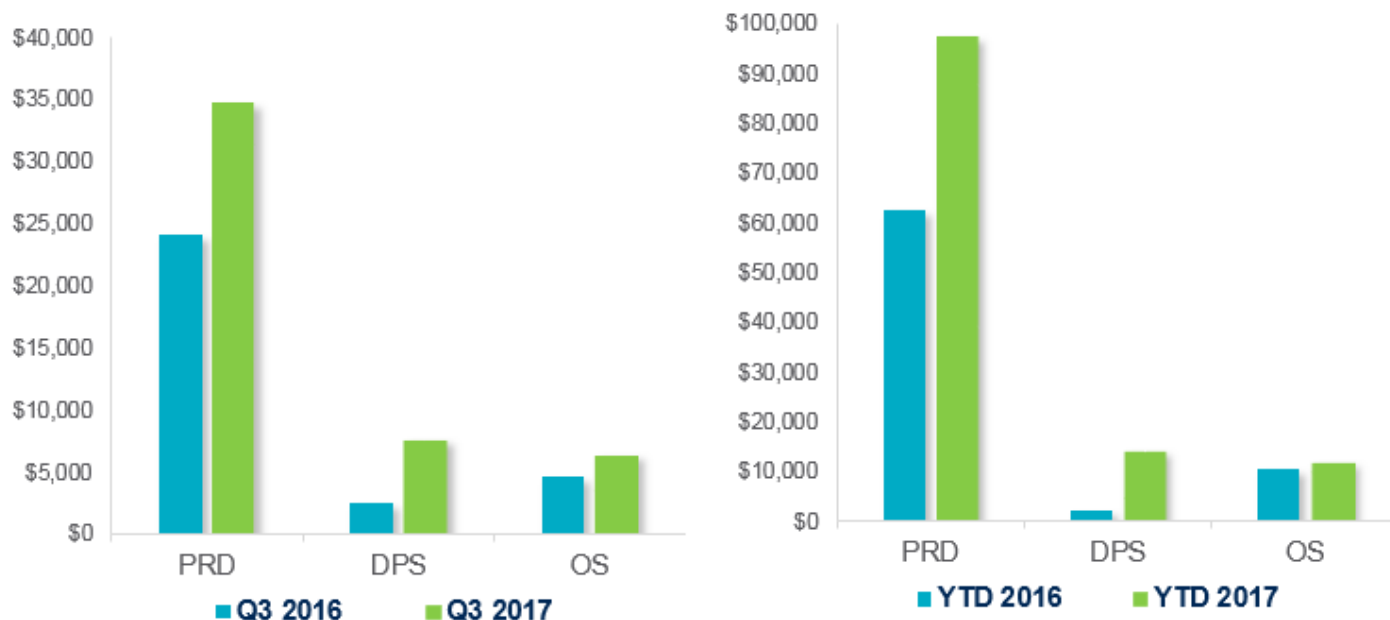
(\$000's except share and per share data)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% change	2017	2016	% change
Revenue (excludes oil purchase and resale)	162,596	100,160	62	418,681	268,575	56
Oil purchase and resale	451,143	301,640	50	1,229,971	610,965	101
Total revenue	613,739	401,800	53	1,648,652	879,540	87
Adjusted EBITDA <sup>(1)</sup>	43,820	27,431	60	106,034	61,054	74
Per share (\$), basic and diluted	0.27	0.17	59	0.65	0.40	63
Net loss	(179)	(8,121)	(98)	(10,268)	(38,868)	(74)
Per share (\$), basic and diluted	0.00	(0.05)	100	(0.06)	(0.25)	(76)
Adjusted net loss <sup>(1)</sup>	(1,218)	(7,617)	(84)	(11,031)	(36,681)	(70)
Per share (\$), basic and diluted	(0.01)	(0.05)	(80)	(0.07)	(0.24)	(71)
Funds from operations <sup>(1)</sup>	54,683	26,499	106	112,111	56,602	98
Per share (\$), basic and diluted	0.34	0.17	100	0.69	0.37	86
Dividends per common share	0.06375	0.06	6	0.18500	0.18	3
Capital expenditures <sup>(1)</sup>	78,238	39,624	97	140,022	135,469	3
Total assets	1,488,328	1,406,641	6	1,488,328	1,406,641	6
Net debt <sup>(1)</sup>	151,697	86,811	75	151,697	86,811	75
Common shares - end of period	163,285,511	159,930,448	2	163,285,511	159,930,448	2
Weighted average common shares - basic and diluted	163,128,460	159,618,869	2	162,659,701	152,715,722	7

<sup>(1)</sup> Refer to "Non-GAAP measures", "Additional subtotals" and "Operational definitions" for further information.

- REVENUE OF \$613.7 MILLION AND \$1.6 BILLION FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017
  - Total processing, recovery and disposal volumes at PRD facilities for the three and nine months ended September 30, 2017 increased from the 2016 comparative periods due to increased drilling activity levels across the WCSB, ongoing and moderately increasing production related volumes and the contribution of volumes from facility expansions and the Ceiba Acquisition in 2017. Overall, this resulted in the PRD division achieving revenue (excluding oil purchase and resale) of \$66.0 million and \$193.8 million in the three and nine months ended September 30, 2017, an increase of 30% and 42%, respectively, from the comparative periods in 2016;
  - Oil purchase and resale revenue in the PRD division for the three and nine months ended September 30, 2017 increased by 50% and 101% from the 2016 comparative periods to \$451.1 million and \$1.2 billion due to increased oil purchase and resale volumes from heightened industry activity at various pipeline connected facilities and additional volumes through new facilities and facility expansions;
  - Activity in the DPS division is strongly correlated with oil and gas drilling activity in the WCSB, which experienced a 67% and 87% increase in active rig counts in the three and nine months ended September 30, 2017 from the 2016 comparative periods. As a result of these improved activity levels, DPS division revenue increased by 124% and 97% to \$60.0 million and \$144.4 million in the three and nine months ended September 30, 2017;
  - OS division revenue increased 61% and 38% to \$36.5 million and \$80.5 million in the three and nine months ended September 30, 2017 primarily due to revenue from Projects and increased completion activity related to higher oil prices and industry activity over the prior year comparative periods.
- ADJUSTED EBITDA OF \$43.8 MILLION AND \$106.0 MILLION FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017
  - Adjusted EBITDA of \$43.8 million and \$106.0 million, a 60% and 74% increase from the 2016 comparative periods, resulted from increased production and drilling related activity and additional volumes from acquisitions and facility expansions in the fourth quarter of 2016 and 2017 which drove both PRD revenues and operating margins. Increased rig counts, metres drilled and completion activity positively impacted the DPS and OS divisions.

- o The following graphs demonstrate the divisional impacts to Adjusted EBITDA, excluding Corporate costs, for the three and nine months ("Q3" and "YTD", respectively) ended September 30, 2017 and 2016.

**ADJUSTED EBITDA**



- NET LOSS OF \$0.2 MILLION AND \$10.3 MILLION FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017
  - o For the three and nine months ended September 30, 2017, Secure's net loss of \$0.2 million and \$10.3 million improved from a net loss of \$8.1 million and \$38.9 million in the three and nine months ended September 30, 2016. This improvement resulted from increased oil and gas activity, new facilities and expansions and the Corporation's continued focus on managing costs.
- ADJUSTED NET LOSS<sup>1</sup> OF \$1.2 MILLION AND \$11.0 MILLION FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017
  - o For the three and nine months ended September 30, 2017, Secure's adjusted net loss of \$1.2 million and \$11.0 million improved by \$6.4 million and \$25.7 million from an adjusted net loss of \$7.6 million and \$36.7 million in the three and nine months ended September 30, 2016. The positive variance is primarily a result of the factors discussed above impacting Adjusted EBITDA.
- CAPITAL EXPENDITURES OF \$78.2 MILLION AND \$140.0 MILLION FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017
  - o Total capital expenditures (excluding business combinations) for the three and nine months ended September 30, 2017 of \$54.0 million and \$85.5 million include:
    - Commencement of construction on the Kindersley-Kerrobot light oil feeder pipeline system and receipt terminal;
    - Pre-design of a new SWD in the Montney region of Alberta which is expected to be completed and commissioned in 2018;
    - Cell expansions at the South Grande Prairie, Fox Creek, Pembina and Saddle Hills landfills;
    - Pre-design and engineering for future facility locations and expansions;

<sup>1</sup> Refer to the "Non-GAAP Measures" section herein.

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- Long lead items for various projects commencing in the 4th quarter of 2017 and early 2018;
  - Sustaining capital expenditures at existing facilities required to maintain ongoing business operations.
- **CEIBA ACQUISITION**
    - On August 1, 2017, the Corporation acquired all of the outstanding shares of Ceiba. The acquisition adds ten facilities to Secure's existing PRD facility network, increasing capacity and expanding the Corporation's geographic footprint. Secure has realized volume increases from the additional facilities in the third quarter and plans to allocate incremental capital to the assets in the fourth quarter of 2017 to enhance throughput and service capabilities. The acquisition has enabled Secure to expand its facility network while realizing synergies related to senior management, sales and general and administrative costs.
  - **FINANCIAL FLEXIBILITY**
    - The total amount drawn on Secure's credit facilities as at September 30, 2017 increased by 26% to \$262.9 million compared to \$209.0 million at December 31, 2016. The amount drawn on Secure's credit facilities increased in order to fund the acquisition of the Canadian division of a production chemicals business (the "Production Chemicals Acquisition") in the second quarter, the Ceiba Acquisition, commence construction on the Kindersley-Kerrobot feeder pipeline and other capital projects previously described, which were partially offset by increased cash flows from operating activities. The Corporation continues to maintain its strong balance sheet and increase its financial flexibility to take advantage of accretive opportunities that may arise.
    - Secure is in compliance with all covenants related to its credit facilities at September 30, 2017. Secure's senior and total debt to trailing twelve month EBITDA ratios, where EBITDA is defined in the lending agreement as earnings before interest, taxes, depreciation, depletion and amortization, and is adjusted for non-recurring losses, any non-cash impairment charges and any other non-cash charges, and acquisitions on a pro-forma basis, was 1.0 to 1 and 2.0 to 1 at September 30, 2017 both compared to 2.2 to 1 at December 31, 2016. Senior debt is equal to amounts drawn on the first lien credit facility plus financial leases less any cash balances in excess of \$5 million. Total debt includes senior debt plus the \$130 million borrowed under the second lien credit facility. The maximum covenant for the senior debt to EBITDA ratio is 3.5 to 1, while the total debt to EBITDA ratio is 5.0 to 1.

## OUTLOOK

Moderate oil, condensate and NGL price increases along with normal weather conditions drove increased drilling and completion activity in the third quarter of 2017 compared to the prior year. These higher activity levels are expected to continue through the fourth quarter and into 2018. In addition to the increase in activity levels, there are also key fundamental drivers of Secure's business that are expected to provide meaningful avenues of growth for 2018 and beyond:

- Produced water volumes continue to increase based on maturing basins and new shale completion techniques that require more water. Produced water disposal in our key markets are underserved and require additional disposal capacity. Disposal volumes for Secure are up nearly 30% for the first nine months of 2017 and Secure expects the trend for more produced water volumes and disposal capacity to continue;
- Completion waters and processing volumes are also increasing as high intensity fracs continue to be applied in liquids rich natural gas shale reservoirs like the Montney and Duvernay formations. Over the past year, Secure has seen the increased use of proppants, the number of completion stages and length of the horizontal wells continue to drive more volumes to Secure's PRD facilities;
- Oil and condensate treatment volumes are increasing as producers bring on new production and are looking for incremental treating capacity and reduced transportation costs. Secure's recent announcement of the Kindersley feeder pipeline to its FST and further onto Kerrobert is a growing trend where producers seek to reduce truck traffic and lower transport costs;
- Moving oil volumes on rail cars also continues to gain momentum. Secure moved 230,000 barrels of crude by rail during the third quarter and could see activity materially increase as supply growth driven by large oil sands expansions are anticipated to tighten pipeline takeaway capacity in 2018. Moreover, wide WTI – Brent oil differentials influence certain U.S. refiners to look for feedstock accessible by rail that is otherwise delivered by oil tanker;
- Deep shale reservoirs and the increased need for new innovative drilling fluid programs are reducing the number of days to drill a well. This trend will continue in 2018 as we bring new products to market from our research lab;
- Demand for production chemicals is also increasing as producers bring on new oil, condensate and NGLs. Production chemicals optimize production, provide flow assurance and maintain the integrity of their production assets. Secure recently completed an acquisition into the production chemicals market, which provides a meaningful opportunity to grow market share in western Canada leveraging off Secure's infrastructure, key relationships and proprietary patents;
- As described above, completions in the oil and gas industry are growing more geographically concentrated and even more penetrating given the length of wells and amount of proppants used. As part of this growing trend, there is a significant need from Secure's customers for sourcing water, water logistics, storing water and overall water re-use where it is cost effective. Secure's business model provides the complete offering and is assisting customers with large completion programs where significant amounts of water are required to be managed at various stages.

Increased environmental regulations in all of our market areas have created opportunities to help our customers operate in a sustainable way with a focus on protecting the environment. Secure's Onsite division has seen increased proactive environmental projects that strive to prevent spills and reduce their future environmental liabilities. A long-term contract signed in the third quarter to manage oil sands metal recycling is another example of environmental sustainability and reducing our customer's operating costs.

All of these growth trends are providing Secure a significant opportunity to grow and expand its business into 2018 and beyond. Secure has made significant capital investments over the past few years to ensure the business is well positioned to capture new customer demand, and based on customer feedback there are more opportunities to continue to deploy capital in western Canada. As a result, Secure is expecting to allocate approximately \$100 million in growth capital to the areas described above in 2018, and could pre-spend a portion of the 2018 program in the fourth quarter of 2017 for long-lead items and to ensure facility construction schedules are completed on time in 2018. Included within the 2018 program is approximately \$25 million related to the Kerrobert-Kindersley pipeline system and receipt terminal, keeping the project on time and on budget. Secure expects cash flow to climb as a result of improving activity levels as well as contributions from capital investments made by Secure in key areas over the past several years. Given annual sustaining capital of approximately \$20 million, cash interest expense of approximately \$10 million and minimal cash taxes, the amount of free

cash flow generated by the Corporation's assets can adequately fund annual dividends while still providing cash to fund growth capital, pay down debt, buy back shares and/or increase the dividend.

Secure's commitment to a strong balance sheet provides the Corporation the flexibility to grow organically and execute on strategic acquisition opportunities that align with the profitable growth strategy of Secure. Helping our customers grow and being their trusted energy services partner will ensure that we continue to create long-term shareholder value.

## NON-GAAP MEASURES

Certain supplementary measures in this MD&A do not have any standardized meaning as prescribed under IFRS and, therefore, are considered non-GAAP measures. These measures are described and presented in order to provide information regarding the Corporation's financial results, liquidity and its ability to generate funds to finance its operations. These measures are identified and presented, where appropriate, together with reconciliations to the equivalent IFRS measure. However, they should not be used as an alternative to IFRS measures because they may not be consistent with calculations of other companies. These non-GAAP measures are further explained below.

### Adjusted EBITDA

Adjusted EBITDA is defined as earnings before finance costs, taxes, depreciation, depletion, and amortization, non-cash impairments on the Corporation's non-current assets, unrealized gains or losses on mark to market transactions, share-based compensation, other income/expenses, and any other items that the Corporation considers appropriate to adjust given the irregular nature and relevance to comparable operations. In this MD&A, the Corporation has added back the severance payments to terminated employees in 2016. Adjusted EBITDA is not a recognized measure under IFRS.

Management believes that in addition to net loss, Adjusted EBITDA is a useful supplemental measure as it provides an indication of the results generated by the Corporation's principal business activities prior to consideration of how those activities are financed, how the results are taxed, non-cash charges, and charges that are irregular in nature or outside of the normal course of business. Management believes that these specific items are not reflective of the Corporation's underlying operations and calculates these adjustments consistently from period to period to enhance comparability of this MD&A. The following table reconciles the Corporation's net loss to Adjusted EBITDA.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
<b>Net loss</b>	(179)	(8,121)	(98)	(10,268)	(38,868)	(74)
<b>Add (deduct):</b>						
Depreciation, depletion and amortization	34,536	26,034	33	86,906	76,178	14
Current tax expense (recovery)	968	(448)	316	(2,364)	(11,693)	(80)
Deferred tax expense	797	81	884	5,628	5,966	(6)
Share-based compensation	5,771	6,746	(14)	17,508	17,599	(1)
Interest, accretion and finance costs	1,419	2,448	(42)	8,414	8,876	(5)
Unrealized losses on mark to market transactions <sup>(1)</sup>	508	573	(11)	210	412	(49)
Severance and related costs <sup>(2)</sup>	-	118	(100)	-	2,584	(100)
<b>Adjusted EBITDA</b>	<b>43,820</b>	<b>27,431</b>	<b>60</b>	<b>106,034</b>	<b>61,054</b>	<b>74</b>

<sup>(1)</sup> These charges are included in various captions within the Corporation's Consolidated Statements of Comprehensive Loss, including revenue, direct expenses and general and administrative expenses.

<sup>(2)</sup> Severance and related costs are included in several captions within the Corporation's Consolidated Statements of Comprehensive Loss, as shown in the table below.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Direct expenses - PRD Division	-	4	(100)	-	583	(100)
Direct expenses - DPS Division	-	-	-	-	803	(100)
Direct expenses - OS Division	-	51	(100)	-	228	(100)
General and administrative expenses	-	63	(100)	-	779	(100)
Business development expenses	-	-	-	-	191	(100)
<b>Severance and related costs</b>	<b>-</b>	<b>118</b>	<b>(100)</b>	<b>-</b>	<b>2,584</b>	<b>(100)</b>

### Operating margin

Operating margin is calculated as the difference between revenue and direct expenses. Operating margin is not a recognized measure under IFRS. Management analyzes operating margin as a percentage of revenue excluding oil purchase and resale by division as a key indicator of financial performance, cost control and operating efficiency. The following table reconciles the Corporation's operating loss per the Consolidated Financial Statements to operating margin.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
<b>Operating income (loss)</b>	<b>3,005</b>	(6,040)	150	<b>1,410</b>	(35,719)	104
<b>Add:</b>						
Depreciation, depletion and amortization	34,536	26,034	33	86,906	76,178	14
General and administrative expenses	15,500	10,855	43	43,875	33,181	32
Share-based compensation	5,771	6,746	(14)	17,508	17,599	(1)
Business development expenses	1,322	1,185	12	5,274	4,136	28
<b>Operating margin</b>	<b>60,134</b>	38,780	55	<b>154,973</b>	95,375	62

### Adjusted net loss

Adjusted net loss is a measure of profitability. Adjusted net loss provides an indication of the results generated by the principal business activities prior to recognizing certain charges that are considered by management to be outside of the Corporation's comparable operations. Management believes that these specific items are not reflective of the Corporation's underlying operations and calculates these adjustments consistently from period to period to enhance comparability of this MD&A. Adjusted net loss is not a recognized measure under IFRS. The following table outlines these adjusted items, which have been tax effected accordingly and reconciles the Corporation's net loss to Adjusted net loss.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
<b>Net loss</b>	<b>(179)</b>	(8,121)	(98)	<b>(10,268)</b>	(38,868)	(74)
<b>Adjustments, net of estimated tax effect:</b>						
Unrealized (gain) loss on mark to market transactions	(1,039)	418	349	(763)	301	353
Severance and related costs	-	86	(100)	-	1,886	(100)
<b>Adjusted net loss</b>	<b>(1,218)</b>	(7,617)	(84)	<b>(11,031)</b>	(36,681)	(70)

### Net debt

Net debt is a measure of the Corporation's overall debt situation and is utilized by management as a key measure to assess the liquidity of the Corporation and monitor availability under its credit facilities. Net debt is calculated as the sum of total debt, which includes the principal amount of long-term borrowings plus finance lease liabilities, less the working capital surplus. Working capital surplus is calculated as current assets less current liabilities.

(\$000's)	Sept 30, 2017	Dec 31, 2016	% Change
Long-term borrowings (principal amount)	262,872	209,000	26
Long-term finance lease liabilities	5,849	4,000	46
Current liabilities	206,952	161,373	28
Current assets	(323,976)	(301,197)	8
<b>Net debt</b>	<b>151,697</b>	73,176	107



## ADDITIONAL SUBTOTALS

The additional subtotal described below does not have a standardized meaning and therefore may not be comparable with the calculation of similar measures for other entities.

### ***Funds from operations***

Funds from operations refers to net cash flows from operating activities before changes in non-cash working capital, and asset retirement obligations incurred and represents the Corporation's after tax operating cash flows. Secure's management views funds from operations as a key measure of liquidity and believes this is a metric used by many investors to assess the financial performance and leverage of the Corporation. The following table reconciles net cash flows from operating activities to funds from operations.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Net cash flows from operating activities	2,864	17,043	(83)	85,947	81,321	6
<b>Add:</b>						
Changes in non-cash working capital	51,462	21,361	141	25,288	(18,541)	236
Asset retirement costs incurred	357	215	66	876	533	64
<b>Funds from operations</b>	<b>54,683</b>	<b>38,619</b>	<b>42</b>	<b>112,111</b>	<b>63,313</b>	<b>77</b>

## OPERATIONAL DEFINITIONS

Certain operational definitions used by the Corporation throughout this MD&A are further explained below.

### ***Average crude oil prices***

Average crude oil prices are calculated using West Texas Intermediate benchmark oil prices, translated from U.S. to Canadian dollars.

### ***Operating days***

Operating days are calculated by multiplying the average number of active rigs where the DPS division provides drilling fluids services by the number of days in the period.

### ***DPS division market share***

The DPS division market share is calculated by comparing active rigs the DPS division provides drilling fluids services to total active rigs in western Canada. The Canadian Association of Oilwell Drilling Contractors publishes total active rigs in western Canada on a semi-weekly basis.

### ***Capital expenditures***

Expansion, growth or acquisition capital are capital expenditures with the intent to expand or restructure operations, enter into new locations or emerging markets, or complete a business or asset acquisition. Sustaining capital refers to capital expenditures in respect of capital asset additions, replacements or improvements required to maintain ongoing business operations. The determination of what constitutes sustaining capital expenditures versus expansion capital involves judgment by management.

## RESULTS OF OPERATIONS FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017

In order to discuss the factors that have caused period to period variations in operating activities, the Corporation has divided the business into three reportable operating segments, as outlined in the 'Corporate Overview' above. Total general and administration expenses by division excludes share-based compensation and corporate expenses, as senior management looks at each division's earnings before corporate expenses and non-cash items such as share-based compensation as an important measure of performance. The table below outlines the results by operating segment for the three and nine months ended September 30, 2017 and 2016:

(\$000's)					
Three months ended Sept 30, 2017	PRD division	DPS division	OS division	Corporate	Total
Revenue	517,156	60,041	36,542	-	613,739
Direct expenses	(478,559)	(46,895)	(28,151)	-	(553,605)
<b>Operating margin</b>	<b>38,597</b>	<b>13,146</b>	<b>8,391</b>	-	<b>60,134</b>
General and administrative expenses	(4,303)	(5,495)	(2,007)	(3,695)	(15,500)
Share-based compensation	-	-	-	(5,771)	(5,771)
Business development expenses	-	-	-	(1,322)	(1,322)
Depreciation, depletion and amortization	(25,970)	(5,586)	(2,698)	(282)	(34,536)
Interest, accretion and finance costs	(340)	-	-	(1,079)	(1,419)
<b>Earnings (loss) before tax</b>	<b>7,984</b>	<b>2,065</b>	<b>3,686</b>	<b>(12,149)</b>	<b>1,586</b>
(\$000's)					
Nine months ended Sept 30, 2017	PRD division	DPS division	OS division	Corporate	Total
Revenue	1,423,732	144,430	80,490	-	1,648,652
Direct expenses	(1,313,749)	(117,640)	(62,290)	-	(1,493,679)
<b>Operating margin</b>	<b>109,983</b>	<b>26,790</b>	<b>18,200</b>	-	<b>154,973</b>
General and administrative expenses	(12,680)	(12,499)	(6,253)	(12,443)	(43,875)
Share-based compensation	-	-	-	(17,508)	(17,508)
Business development expenses	-	-	-	(5,274)	(5,274)
Depreciation, depletion and amortization	(61,057)	(16,254)	(8,681)	(914)	(86,906)
Interest, accretion and finance costs	(1,112)	-	-	(7,302)	(8,414)
<b>Earnings (loss) before tax</b>	<b>35,134</b>	<b>(1,963)</b>	<b>3,266</b>	<b>(43,441)</b>	<b>(7,004)</b>
(\$000's)					
Three months ended Sept 30, 2016	PRD division	DPS division	OS division	Corporate	Total
Revenue	352,309	26,824	22,667	-	401,800
Direct expenses	(324,962)	(21,617)	(16,441)	-	(363,020)
<b>Operating margin</b>	<b>27,347</b>	<b>5,207</b>	<b>6,226</b>	-	<b>38,780</b>
General and administrative expenses	(3,963)	(2,652)	(1,729)	(2,511)	(10,855)
Share-based compensation	-	-	-	(6,746)	(6,746)
Business development expenses	-	-	-	(1,185)	(1,185)
Depreciation, depletion and amortization	(17,596)	(5,030)	(3,132)	(276)	(26,034)
Interest, accretion and finance costs	(349)	-	-	(2,099)	(2,448)
<b>Earnings (loss) before tax</b>	<b>5,439</b>	<b>(2,475)</b>	<b>1,365</b>	<b>(12,817)</b>	<b>(8,488)</b>
(\$000's)					
Nine months ended Sept 30, 2016	PRD division	DPS division	OS division	Corporate	Total
Revenue	747,790	73,266	58,484	-	879,540
Direct expenses	(676,780)	(63,740)	(43,645)	-	(784,165)
<b>Operating margin</b>	<b>71,010</b>	<b>9,526</b>	<b>14,839</b>	-	<b>95,375</b>
General and administrative expenses	(9,965)	(8,355)	(4,628)	(10,233)	(33,181)
Share-based compensation	-	-	-	(17,599)	(17,599)
Business development expenses	-	-	-	(4,136)	(4,136)
Depreciation, depletion and amortization	(48,725)	(16,423)	(10,130)	(900)	(76,178)
Interest, accretion and finance costs	(1,283)	-	-	(7,593)	(8,876)
<b>Earnings (loss) before tax</b>	<b>11,037</b>	<b>(15,252)</b>	<b>81</b>	<b>(40,461)</b>	<b>(44,595)</b>

## PRD DIVISION OPERATIONS

The PRD division has two separate service lines: processing, recovery and disposal services; and oil purchase and resale services.

### Processing, recovery and disposal:

Processing services are primarily performed at FSTs and include waste processing and crude oil emulsion treating. Secure's FSTs that are connected to oil pipelines provide customers with an access point to process and/or treat their crude oil for shipment to market. The crude oil or oilfield waste is delivered by customers to Secure by tanker or vacuum truck. The FST will process oilfield waste to separate out solids, water and crude oil. Crude oil that does not meet pipeline specifications is processed through a crude oil emulsion treater. Recovery services include revenue from the sale of oil recovered through waste processing, crude oil handling, terminalling, transloading and marketing. Clean crude oil and treated crude oil are stored on site temporarily until the volumes are ready to be shipped through gathering, transmission or feeder pipelines, and via transloading facilities. Disposal services include produced and waste water disposal services through a network of disposal wells and disposal of oilfield solid wastes at the Corporation's landfills.

### Oil purchase and resale:

The purpose of providing oil purchase and resale services is to enhance the service offering associated with Secure's business of produced water disposal, crude oil emulsion treating, terminalling, and marketing. By offering this service, Secure's customers gain efficiencies in transportation and handling of their crude oil to the pipeline or via rail. At Secure FSTs, Secure will meter the crude oil volumes and purchase the crude oil directly from customers. The Corporation will then process, transport to a pipeline connected FST if necessary, and handle the shipment of crude oil down the pipeline. Secure's four rail terminals situated across Alberta and Saskatchewan, which carry crude by rail to virtually all North American markets, offer producers an alternative solution to get their product to market. The Corporation may also purchase and resale crude oil to take advantage of marketing opportunities and increase profitability.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
<b>Revenue</b>						
PRD services (a)	66,013	50,669	30	193,761	136,825	42
Oil purchase and resale service	451,143	301,640	50	1,229,971	610,965	101
<b>Total PRD division revenue</b>	<b>517,156</b>	<b>352,309</b>	<b>47</b>	<b>1,423,732</b>	<b>747,790</b>	<b>90</b>
<b>Direct expenses</b>						
PRD services (b)	27,416	23,322	18	83,778	65,815	27
Oil purchase and resale service	451,143	301,640	50	1,229,971	610,965	101
<b>Total PRD division direct expenses</b>	<b>478,559</b>	<b>324,962</b>	<b>47</b>	<b>1,313,749</b>	<b>676,780</b>	<b>94</b>
<b>Operating Margin <sup>(1)</sup> (a-b)</b>	<b>38,597</b>	<b>27,347</b>	<b>41</b>	<b>109,983</b>	<b>71,010</b>	<b>55</b>
<b>Operating Margin <sup>(1)</sup> as a % of revenue (a)</b>	<b>58%</b>	<b>54%</b>		<b>57%</b>	<b>52%</b>	

<sup>(1)</sup> Refer to "Non-GAAP measures" for further information.

Average Benchmark Prices and Volumes	Three months ended September 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
WTI (US\$/bbl)	\$ 48.20	\$ 44.94	7	\$ 49.47	\$ 41.33	20
Canadian Light Sweet (\$/bbl)	\$ 57.15	\$ 54.32	5	\$ 60.57	\$ 50.18	21
Processing volumes (in 000's m <sup>3</sup> )	545	426	28	1,549	1,233	26
Recovery and terminalling volumes (in 000's m <sup>3</sup> )	449	393	14	1,352	913	48
Disposal volumes (in 000's m <sup>3</sup> )	1,978	1,453	36	5,183	4,003	29
Oil purchased and resale volumes (in 000's m <sup>3</sup> )	760	672	13	2,250	1,802	25

### Revenue (PRD division)

Processing, recovery and disposal services revenue of \$66.0 million and \$193.8 million for the three and nine months ended September 30, 2017 increased by 30% and 42% from the 2016 comparative periods, driven by higher existing facility throughput due to higher produced water volumes and higher drilling and completion related volumes, as well as new facilities added in 2016 and expansions at certain of the Corporation's existing facilities in 2016 and 2017.

The addition of new facilities, both organically and through acquisitions, accounted for \$2.4 million and \$16.6 million of the PRD services revenue in the three and nine months ended September 30, 2017, an impact of 5% and 12% when comparing to the same periods of 2016.

Processing volumes increased 28% and 26% in the three and nine months ended September 30, 2017 from the comparative periods due to higher waste processing, emulsion and completions processing volumes.

Recovery and terminalling revenues increased 32% and 59% in the three and nine months ended September 30, 2017 from the comparative periods which was driven by a 14% and 48% increase in recovery and terminalling volumes and the positive impact of oil price increases.

Disposal volumes increased by 36% and 29% in the three and nine months ended September 30, 2017 from the comparative periods due primarily to increased disposal of waste at Secure's landfills resulting from higher drilling activity levels. Further driving the increase in disposal volumes is increased produced and waste water volumes across Secure's facilities from the comparative periods driven by increasing water production as wells mature and improved industry activity.

Oil purchase and resale revenue in the PRD division for the three and nine months ended September 30, 2017 increased by 50% and 101% from the 2016 comparative periods to \$451.1 million and \$1.2 billion due primarily to additional oil purchase and resale volumes from new facilities added in 2016, which included the Alida crude oil terminalling facility, the increased ownership in the La Glace and Judy Creek FSTs, and the Kakwa FST. The new facilities added in 2016 accounted for 8% and 30% of oil purchase and resale revenue in the three and nine months ended September 30, 2017, or 12% and 61% of the increase over the three and nine months ended September 30, 2016.

#### **Direct expenses (PRD division)**

Direct expenses from PRD services increased by 18% and 27% in the three and nine months ended September 30, 2017 from the comparative periods of 2016. The increase in direct expenses relates primarily to the increased revenue as the Corporation maintains its ability to respond to higher activity levels while managing its fixed and variable costs.

Operating margin as a percentage of PRD services revenue for the three and nine months ended September 30, 2017 increased to 58% and 57% from 54% and 52% in the comparative periods of 2016. The increase in operating margin as a percentage of revenue over 2016 is due to increased revenues while minimizing fixed and related costs. The Corporation's revised cost management structure has resulted in improved operating margins realized across various facilities including FSTs, SWDs and landfills.

#### **Depreciation, Depletion and Amortization (PRD division)**

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Depreciation, depletion and amortization	25,970	17,596	48	61,057	48,725	25

Depreciation, depletion and amortization expense relates primarily to the PRD division's facilities and landfills and includes non-cash impairment as well as any gains or losses on sale or disposal of equipment. For the three and nine months ended September 30, 2017, depreciation, depletion and amortization expense has increased by 48% and 25% from the comparative periods as a result of an increase to intangible assets and property, plant and equipment balances from the 2016 and 2017 acquisitions, new facilities commissioned or acquired, and other equipment put into use since the third quarter of 2016.

#### **General and Administrative Expenses (PRD division)**

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
General and administrative expenses	4,303	3,963	9	12,680	9,965	27
% of PRD services revenue	7%	8%		7%	7%	

General and administrative ("G&A") expenses of \$4.3 million and \$12.7 million for the three and nine months ended September 30, 2017 increased by 9% and 27% from the comparative periods. Although the Corporation continues to minimize G&A costs by streamlining operations where possible, PRD G&A expenses have increased primarily due to the acquisitions completed in 2016 and 2017 and the overhead requirements to support new facilities and expansions. As a percentage of PRD revenue, G&A costs have remained consistent at 7% for the three and nine months ended September 30, 2017 compared to 8% and 7% in the three and nine months ended September 30, 2016.

## DPS DIVISION OPERATIONS

The DPS division consists of five complementary service lines that provide oil and gas producers with drilling fluids, fluids and solids control equipment, completion fluids, production chemicals and chemical EOR products.

Drilling fluid products are designed to optimize the efficiency of customer drilling operations through engineered solutions that improve drilling performance and penetration, while reducing non-productive time. Increasingly complex horizontal and directional drilling programs require experienced drilling fluid technical personnel who design adaptable drilling programs to meet the needs of drilling fluid customers. These programs can save customers significant amounts of money by proactively anticipating the drilling challenges the customers may encounter. The fluids and solids equipment service line works with the drilling fluids service line to ensure that the quality of drilling fluids used through the drilling cycle is maintained by continually processing and recycling the drilling fluids as they return to the surface. Fluids and solids equipment ensures the continual removal of drill cuttings and solids from the drilling fluid as well as provides a safe and more efficient way of storing oil based products in the "Target Tanks™", the Corporation's proprietary horizontal dual containment storage tanks. The current equipment fleet of high speed centrifuges, drying shakers, bead recovery units, "Target Tanks™", and ancillary equipment are offered as a stand-alone package or as part of an integrated drilling fluids and rentals package. The Corporation's production services, comprised of the completion fluids, production chemicals and chemical EOR service lines, provide equipment and chemical solutions that optimize production, provide flow assurance and maintain the integrity of production assets. Secure's production solutions help solve customer production issues by providing tailored solutions at both the field level and at the Corporation's 7,000 sq. ft. fully equipped, state of the art research laboratory in Calgary, Alberta as well as the recently acquired lab in Edmonton, Alberta through the Production Chemicals Acquisition. The focus on testing, research and new product development conducted at the laboratories allows Secure to provide unique and tailored products to customers.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
<b>Revenue</b>						
Drilling and production services (a)	60,041	26,824	124	144,430	73,266	97
<b>Direct expenses</b>						
Drilling and production services (b)	46,895	21,617	117	117,640	63,740	85
<b>Operating Margin <sup>(1)</sup> (a-b)</b>	<b>13,146</b>	<b>5,207</b>	<b>152</b>	<b>26,790</b>	<b>9,526</b>	<b>181</b>
<b>Operating Margin <sup>(1)</sup> as a % of revenue (a)</b>	<b>22%</b>	<b>19%</b>		<b>19%</b>	<b>13%</b>	

<sup>(1)</sup> Refer to "Non-GAAP measures" for further information.

### Revenue (DPS division)

Revenue in the DPS division correlates with oil and gas drilling activity in the WCSB, most notably active rig counts and metres drilled. Commodity pricing, weather conditions and activity levels from oil and gas producers have a significant impact on the DPS division. For the three and nine months ended September 30, 2017, industry rig counts in the WCSB increased 67% and 87%, and metres drilled increased 104% and 126% from the 2016 comparative periods. Revenue from the DPS division for the three and nine months ended September 30, 2017 increased 124% and 97% to \$60.0 million and \$144.4 million from the comparative periods of 2016. The increased drilling activity and traction in the division's production chemicals service line through the Production Chemicals acquisition has strengthened the DPS division's revenue in 2017.

Revenue per operating day increased to \$7,586 during the three months ended September 30, 2017 from \$6,838 in the 2016 three month comparative period and decreased to \$6,729 during the nine months ended September 30, 2017 from \$7,501 in the same period of 2016. The variances are a result of the proportion of type of rigs serviced, metres drilled per well and geographic location, which impacts the type of fluid used.

The DPS division's market share remained relatively consistent at 31% and 28% in the three and nine months ended September 30, 2017 from 30% and 29% in the 2016 comparative periods. The timing, type and location of one customer's drilling activities can create fluctuations in the market share from period to period.

Secure continues diversification efforts in the DPS division to become less dependent on drilling activity through expansion of the production chemicals and chemical EOR service lines which will benefit the Corporation in the medium to long-term. Strategic relationships with key suppliers and ongoing product development has resulted in a significant expansion to Secure's product offering resulting in multiple commercial projects in 2017. The Production Chemicals Acquisition completed

in April 2017 has strengthened Secure's position in the market by adding over 100 fully formulated proprietary products, as well as key infrastructure related to the product offering and an experienced and dedicated employee base.

**Direct expenses (DPS division)**

The DPS division's direct expenses for the three and nine months ended September 30, 2017 increased by 117% and 85% to \$46.9 million and \$117.6 million from the 2016 comparative periods. Overall, the increase in direct expenses from the 2016 period was primarily due to increased activity levels and is consistent with the increased revenues discussed above.

The DPS division's operating margin for the three and nine months ended September 30, 2017 improved by 152% and 181% from the 2016 comparative periods to \$13.1 million and \$26.8 million.

Operating margin as a percentage of revenue increased to 22% and 19% in the three and nine months ended September 30, 2017 from 19% and 13% in the comparative periods. Operating margins as a percentage of revenue were positively impacted by the increased revenues while minimizing fixed costs resulting in improved drilling fluids product margins and achieving economies of scale as activity increases.

**Depreciation and Amortization (DPS division)**

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Depreciation and amortization	5,586	5,030	11	16,254	16,423	(1)

Depreciation and amortization expense relates primarily to intangible assets resulting from acquisitions, and rental equipment, and includes non-cash impairment as well as any gains or losses on sale or disposal of equipment. Depreciation and amortization expense increased 11% in the three months ended September 30, 2017 over the three month comparative period due to the Production Chemicals Acquisition and the assets acquired. Depreciation and amortization expense decreased 1% in the nine months ended September 30, 2017 from the 2016 comparative period as a result of intangibles that have been fully amortized which reduces amortization expense, and asset disposals from the U.S. operations in 2016 which has reduced the asset carrying balance and the resulting depreciation expense, partially offset by the Production Chemicals Acquisition.

**General and Administrative Expenses (DPS division)**

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
General and administrative expenses	5,495	2,652	107	12,499	8,355	50
% of DPS division revenue	9%	10%		9%	11%	

G&A expense for the three and nine months ended September 30, 2017 increased by 107% and 50% from the comparative periods of 2016. Although the Corporation continues to manage costs efficiently and proactively while still responding to customer demands and activity levels, G&A expenses have increased as a result of expanding the production chemicals and chemical EOR service lines, including the Production Chemicals Acquisition in the second quarter of 2017. As a percentage of DPS revenue, G&A expenses have decreased to 9% in the three and nine months ended September 30, 2017 from 10% and 11%, respectively, in the prior year comparative periods.

**OS DIVISION OPERATIONS**

The OS division has three main service lines: Projects; Environmental services; and Integrated Fluids Solutions.

**Projects:**

Projects provide pipeline integrity (inspection, excavation, repair, replacement and rehabilitation), demolition and decommissioning, and remediation and reclamation of former wellsites, facilities, commercial and industrial properties, and environmental construction projects (landfills, containment ponds, subsurface containment walls, etc.).

**Integrated fluid solutions:**

Integrated fluid solutions include fluid management and treatment, recycling, pumping and storage solutions.

**Environmental services:**

Environmental services provides pre-drilling assessment planning, drilling waste management, remediation and reclamation assessment services, NORM management, waste container services and emergency response services.

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
<b>Revenue</b>						
OnSite services (a)	36,542	22,667	61	80,490	58,484	38
<b>Direct expenses</b>						
OnSite services (b)	28,151	16,441	71	62,290	43,645	43
<b>Operating Margin <sup>(1)</sup> (a-b)</b>	<b>8,391</b>	<b>6,226</b>	<b>35</b>	<b>18,200</b>	<b>14,839</b>	<b>23</b>
<b>Operating Margin <sup>(1)</sup> as a % of revenue (a)</b>	<b>23%</b>	<b>27%</b>		<b>23%</b>	<b>25%</b>	

<sup>(1)</sup> Refer to "Non-GAAP measures" for further information.

### Revenue (OS division)

Diversified service lines and integrated service offerings, complemented by increased producer activity in the three and nine months ended September 30, 2017 resulted in a 61% and 38% increase in OS division revenue to \$36.5 million and \$80.5 million in the three and nine months ended September 30, 2017.

Projects revenue during the three and nine months ended September 30, 2017 increased 88% and 61% from the 2016 comparative periods. Projects revenue is dependent on the type and size of jobs as well as weather conditions, which can vary quarter to quarter. In the three and nine months ended September 30, 2017, Projects revenue increased primarily as a result of larger scale jobs obtained due to the division's expertise in dealing with remediation and spill response and overall increased industry activity. The service line also generated increased revenues from new customers, new service offerings and regional expansion, and will continue to seek out opportunities similar to the recent long-term agreement to manage metal recycling for a large oil sands producer.

Integrated fluids solutions revenue for the three and nine months ended September 30, 2017 increased 73% and 40% from the 2016 comparative periods. Revenue increased with overall industry activity as existing customers ramped up activity and new customers were added. Both pumping services and frac pond rentals experienced increased volumes and higher equipment utilization over the 2016 comparative periods.

Environmental services revenue for the three and nine months ended September 30, 2017 increased 11% and 2% from the 2016 comparative periods, driven by higher drilling waste and bin revenue due to increased industry activity. These increases were partially offset by a decrease in reclamation and remediation revenue resulting from lower industry activity as many customers are continuing to defer this type of spending.

### Direct expenses (OS division)

Direct expenses for the three and nine months ended September 30, 2017 increased 71% and 43% to \$28.2 million and \$62.3 million from the 2016 comparative periods. Overall, the variance in direct expenses was a direct result of the change in activity levels from the 2016 comparative periods. Included in the third quarter of 2017 were non-recurring costs of \$0.4 million which negatively impacted the operating margin as a percentage of revenue by 1%.

The three and nine months ended September 30, 2017 operating margins in the OS division of \$8.4 million and \$18.2 million improved by 35% and 23% over the prior year comparative periods due primarily to increased revenue. The operating margin as a percentage of revenue for the OS division in the three and nine months ended September 30, 2017 was 23%, a decrease from 27% and 25%, respectively, in the comparative 2016 periods. The OS division's operating margin as a percentage of revenue can fluctuate depending on the volume and type of projects undertaken and the blend of business between remediation and reclamation projects, demolition projects, pipeline integrity projects, site clean-up, and other services in any given period.

### Depreciation and Amortization (OS division)

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Depreciation and amortization	2,698	3,132	(14)	8,681	10,130	(14)

Depreciation and amortization expense relates primarily to heavy duty field and rental equipment required to execute the OS division's services, and intangible assets arising from previous acquisitions. Depreciation and amortization expense for the three and nine months ended September 30, 2017 decreased by 14% as a result of intangibles that have been fully

amortized which reduces amortization expense and a reduced property, plant and equipment balance compared to the 2016 comparative periods.

### General and Administrative Expenses (OS division)

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
General and administrative expenses	2,007	1,729	16	6,253	4,628	35
% of OnSite services revenue	5%	8%		8%	8%	

G&A expenses for the three and nine months ended September 30, 2017 increased by \$0.3 million and \$1.6 million from the 2016 comparative periods to \$2.0 million and \$6.3 million due primarily to increased costs to support additional office locations of Projects and Environmental services. As a % of OS revenue, G&A expenses have decreased to 5% in the three months ended September 30, 2017 from 8% in the three months ended September 30, 2016 and remained consistent at 8% in the nine months ended September 30, 2017 with the prior year comparative period.

## CORPORATE INCOME AND EXPENSES

### Corporate General and Administrative Expenses

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
General and administrative expenses	3,695	2,511	47	12,443	10,233	22

Included in corporate G&A expenses are all public company costs, salaries, and office costs relating to corporate employees and officers, as well as additional support services that are shared across all three operational business units. Compared to the same periods in 2016, corporate G&A expenses increased \$1.2 million and \$2.2 million in the three and nine months ended September 30, 2017 primarily due to Compensation Share Units ("CSUs") received in lieu of certain salaries in 2016, and an increase in corporate sales initiatives.

### Share-based Compensation

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Share-based compensation	5,771	6,746	(14)	17,508	17,599	(1)

Share-based compensation for the three and nine months ended September 30, 2017 was \$5.8 million and \$17.5 million, a 14% and 1% decrease from the 2016 comparative periods. Share-based compensation fluctuates based on timing of grants and any forfeitures of share-based awards, the effects of vesting, and changes in share price. Secure has moved to primarily unit incentives with grants occurring in January of each year resulting in increased share-based compensation expense relating to the Unit Incentive Plan partially offset by reduced options expense. Further, in the second quarter of 2016, the Corporation granted CSUs to employees who elected to forego a portion of their cash compensation in exchange for CSUs. The program was not offered in 2017.

### Business Development Expenses

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Business development	1,322	1,185	12	5,274	4,136	28

Business development expenses of \$1.3 million and \$5.3 million for the three and nine months ended September 30, 2017 increased by 12% and 28% over the comparative periods of 2016. Business development expenses include prospect costs associated with organic growth and acquisition opportunities in Canada and the U.S. and research and development costs.

Secure's business development team has continued to advance certain organic projects and regulatory approvals to ensure they are project ready to position Secure for continued market share growth and an expanded regional presence. As discussed in the 'Operational and Financial Highlights', Secure continually pursues various acquisition opportunities that would complement Secure's existing service lines, increase market share, and expand geographical presence. Secure also continues to focus on research and development projects to expand the value chain of services offered to customers, and to provide innovative and cost effective solutions to reduce waste in the drilling and production processes.



## Interest and Finance Costs

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Interest and finance costs	1,079	2,099	(49)	7,302	7,593	(4)

Interest and finance costs includes interest expense, amortization of financing fees, accretion expense realized with the passage of time on onerous lease contracts, all realized and unrealized foreign exchange differences arising from translation gains and losses that are not recorded to other comprehensive loss and all realized and unrealized gains or losses related to interest rate swaps on the Corporation's second lien credit facility. The interest expense portion has varied as a direct result of the unrealized mark to market gain on the Corporation's interest rate swap, offset by the fluctuation in the average balance drawn on the credit facilities. The average long-term borrowings balance increased 28% and 2% in the three and nine months ended September 30, 2017 from the 2016 comparative periods.

## Foreign Currency Translation Adjustment

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Foreign currency translation loss (gain), net of tax	5,956	(2,493)	339	11,629	8,367	39

Included in other comprehensive loss is \$6.0 million and \$11.6 million for the three and nine months ended September 30, 2017 related to foreign currency translation adjustments resulting from the conversion of the assets, liabilities and financial results of the Corporation's ongoing U.S. operations for the three and nine months ended September 30, 2017. The foreign currency translation adjustment included in the consolidated statements of comprehensive loss does not impact net loss for the period.

## Income Taxes

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
<b>Income taxes</b>						
Current tax expense (recovery)	968	(448)	(316)	(2,364)	(11,693)	(80)
Deferred tax expense	797	81	884	5,628	5,966	(6)
<b>Total income tax expense (recovery)</b>	<b>1,765</b>	<b>(367)</b>	<b>(581)</b>	<b>3,264</b>	<b>(5,727)</b>	<b>(157)</b>

Income tax expense for the three and nine months ended September 30, 2017 was \$1.8 million and \$3.3 million compared to a recovery of \$0.4 million and \$5.7 million in the 2016 comparative periods. The change in overall income tax expense (recovery) is due primarily to a lower net loss before non-deductible expenses such as share-based compensation in the three and nine months ended September 30, 2017 compared to the 2016 comparative periods.

## Summary of Quarterly Results

### Seasonality

Seasonality impacts the Corporation's operations. 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 road bans are implemented prohibiting heavy loads from being transported in certain areas. As a result, the movement of the heavy equipment required for drilling and well servicing activities may be restricted, and the level of activity of the Corporation's customers may be consequently 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.

The table below summarizes unaudited consolidated quarterly information for each of the eight most recently completed fiscal quarters:

	2017				2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Revenue (excluding oil purchase and resale)	162,596	115,372	140,713	124,584	100,160	66,148	102,267	129,770
Oil purchase and resale	451,143	468,952	309,876	405,939	301,640	202,460	106,865	160,203
Total Revenue	613,739	584,324	450,589	530,523	401,800	268,608	209,132	289,973
Net (loss) earnings for the period	(179)	(13,529)	3,440	(10,075)	(8,121)	(20,681)	(10,066)	(86,825)
Earnings (loss) per share - basic and diluted	0.00	(0.08)	0.02	(0.06)	(0.05)	(0.13)	(0.07)	(0.63)
Adjusted net (loss) earnings <sup>(1)</sup>	(1,218)	(13,315)	3,502	(11,430)	(7,617)	(20,467)	(8,598)	(14,650)
(Loss) earnings per share adjusted - basic and diluted	(0.01)	(0.08)	0.02	(0.07)	(0.05)	(0.13)	(0.06)	(0.11)
Weighted average shares - basic	163,128,460	162,776,950	162,049,821	160,314,786	159,618,869	158,437,296	140,015,143	137,500,242
Weighted average shares - diluted	163,128,460	162,776,950	165,944,906	160,314,786	159,618,869	158,437,296	140,015,143	137,500,242
Adjusted EBITDA <sup>(1)</sup>	43,820	20,044	42,170	33,046	27,431	8,540	25,083	31,808

<sup>(1)</sup> Refer to "Non-GAAP measures" for further information.

## Quarterly Review Summary

As illustrated above, quarterly performance is affected by seasonal variation; however, with Secure's historical growth and acquisitions, variations in quarterly results extend beyond seasonal factors. The significant decrease in the price of crude oil and natural gas commencing in the fourth quarter of 2014 and the continued volatility in pricing has significantly reduced oil and gas industry activity. During 2016, the Corporation's customers significantly reduced capital budgets in response to uncertainty in the price of crude oil and natural gas. The reductions impacted results in 2016 as explained in the commentary provided under 'Results of operations for the three and nine months ended September 30, 2017'.

Each previous quarter was also impacted by the date at which an acquisition occurred or any one of the constructed or acquired FSTs, SWDs or landfills commenced operations. For a complete description of Secure's PRD, DPS, and OS division business assets and operations, please refer to the headings 'Secure Energy Services Inc.', and 'Description of Business' in the AIF which includes a description of the date of acquisitions or on which each of Secure's facilities commenced operations.

The following summarizes the facilities commissioned and acquisitions completed in 2016 and 2017 that have impacted the quarterly results for the past two years: During the third quarter of 2016, Secure acquired the outstanding 50% interest in the La Glace and Judy Creek joint ventures, and opened the Kakwa FST. In the second quarter of 2017, Secure completed the acquisition of the Canadian division of a production chemical business from a U.S. based multi-national company. In the third quarter of 2017, Secure acquired all of the outstanding shares of Ceiba.

In addition to when the facility commenced operating activities or was acquired, the quarters were also impacted by the length of time required for several oil and natural gas producers to conduct their own individual audits of the facilities to ensure Secure meets all required internal specifications for disposal of oilfield waste. This process is conducted at all landfills, FSTs and SWDs before a producer will begin sending waste. Depending on the producer, this process can take several months.

By offering the oil purchase and resale service, Secure's customers gain efficiencies in transportation and handling of their crude oil to the pipeline. Revenue from this service is typically impacted by the change in oil prices but has been trending upward with more volumes from the 2016 capital additions including the acquisition of the Alida crude oil terminalling facility and increased ownership in the La Glace and Judy Creek FSTs, as well as the construction of the Kakwa FST.

## LIQUIDITY AND CAPITAL RESOURCES

The Corporation's objective in capital program management is to ensure adequate sources of capital are available to carry out its capital plan, while maintaining operational growth, payment of dividends and stable cash flow so as to sustain future development of the business.

Management considers capital to be the Corporation's net debt and shareholders' equity. The Corporation's overall capital management strategy remains unchanged from prior periods. Management controls its capital structure through detailed forecasting and budgeting, as well as established policies and processes over monitoring planned capital and operating expenditures. This includes the Board of Directors reviewing the Corporation's results on a monthly basis, and capital costs to budget and approved authorizations for expenditures on a quarterly basis. The key measures management uses to monitor its capital structure are actual capital expenditures compared to authorized budgets, Adjusted EBITDA on all of its operations, and return on investment.

The amount drawn on Secure's credit facilities increased by 26% to \$262.9 million at September 30, 2017 compared to \$209.0 million at December 31, 2016. The increase relates to consideration paid for the Production Chemicals and Ceiba

Acquisitions, offset by increased funds from operations. Refer to the 'Financing Activities' section below for further information with regards to net debt.

Issued capital increased by 3% to \$1.1 billion at September 30, 2017. The slight increase is a result of capital issued through the exercise of options and the Corporation's Unit Incentive Plan and shares issued as consideration in the Ceiba Acquisition.

Liquidity risk is the risk that the Corporation will not be able to meet financial obligations at the point at which they are due. The Corporation manages its liquidity risk through cash and debt management. Management's assessment of the Corporation's liquidity reflects estimates, assumptions and judgments relating to current market conditions. The Corporation intends to fund its operations, working capital requirements, dividends and capital program primarily with cash flow from operations and its credit facilities. At September 30, 2017, the Corporation had \$280.4 million available under its revolving credit facility, subject to covenant restrictions.

The Corporation's credit facilities require that Secure maintain certain coverage ratios, as follows:

- The senior debt to EBITDA ratio shall not exceed 3.5:1;
- The total debt to EBITDA ratio shall not exceed 5.0:1; and
- The interest coverage ratio, defined as EBITDA divided by interest expense on total debt, shall not be less than 2.5:1.

As per the Corporation's credit facilities at September 30, 2017, senior debt includes amounts drawn on the first lien revolving credit facility and finance leases, less cash balances above \$5 million. Total debt is equal to senior debt plus amounts drawn under the second lien term credit facility and any unsecured debt. EBITDA is adjusted for non-recurring losses, any non-cash impairment charges, any other non-cash charges, and acquisitions on a pro-forma trailing twelve month basis. At September 30, 2017, Secure was in compliance with all covenant requirements under the Corporation's credit facilities. The following table outlines the Corporation's financial covenant ratios as at September 30, 2017 and December 31, 2016.

	Sept 30, 2017	Dec 31, 2016	% Change
Senior debt to EBITDA	1.0	2.2	(55)
Total debt to EBITDA	2.0	2.2	(9)
Interest coverage	12.6	8.5	48

Management expects that the Corporation has sufficient liquidity and capital resources to meet the Corporation's obligations and commitments while managing within these covenants. However, current oil and gas prices and industry activity has created a significant level of uncertainty in our industry which may challenge the assumptions and estimates used in the Corporation's forecasts. In light of this uncertainty, Secure will continue its prudent approach to capital spending and reduce operating costs where it does not impact safety, operations and environmental performance. To meet financial obligations, the Corporation may also adjust its dividends, draw on its existing credit facilities up to the covenant restrictions, divest assets, issue subordinated debt, or obtain equity financing. While the Corporation has had success in obtaining financing in the past, access to capital may be more difficult in the current economic and operating environment. Refer to the 'Access to Capital' discussion in the 'Business Risks' section of this MD&A.

The following provides a summary and comparative of the Corporation's operating, investing and financing cash flows for the three and nine months ended September 30, 2017 and 2016.

### Funds from Operations

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Funds from operations <sup>(1)</sup>	54,683	38,619	42	112,111	63,313	77

<sup>(1)</sup> Refer to "Additional subtotals" for further information.

Funds from operations for the three and nine months ended September 30, 2017 increased to \$54.7 million and \$112.1 million from \$38.6 million and \$63.3 million in the 2016 comparative periods. Funds from operations for the three and nine months ended September 30, 2017 were positively impacted compared to the 2016 comparative periods primarily due to higher revenues resulting from increased activity in the oil and gas sector, new facilities and expansions and improved average oil prices in the three and nine months ended September 30, 2017 from the prior year comparative periods.

## Investing Activities

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Capital expenditures <sup>(1)</sup>						
Growth and expansion capital expenditures	49,212	8,304	493	72,815	35,386	106
Business acquisitions	24,266	26,735	(9)	54,569	88,228	(38)
Sustaining capital expenditures	4,760	4,585	4	12,638	11,855	7
Total capital expenditures	78,238	39,624	97	140,022	135,469	3

<sup>(1)</sup> Refer to "Operational definitions" for further information.

The Corporation's growth and expansion capital expenditures for the three months ended September 30, 2017 increased 493% and 106% to \$49.2 million and \$72.8 million in the three and nine months ended September 30, 2017. Secure employs a prudent approach to capital spending and will continue to evaluate and allocate capital to projects which will generate the highest rates of return.

Growth and expansion capital expenditures for the three months ended September 30, 2017 related primarily to the commencement and construction on the Kindersley-Kerrobert light oil feeder pipeline system and receipt terminal, design and construction of a new SWD facility expected to be commissioned in 2018, and cell expansions at four of the Corporation's landfills.

During the three and nine months ended September 30, 2017, sustaining capital was \$4.8 million and \$12.6 million compared to \$4.6 million and \$11.9 million in the 2016 comparative periods. Sustaining capital in the three and nine months ended September 30, 2017 related primarily to maintenance on Secure's disposal wells. Sustaining capital is typically minimal in the first two years of operation of a facility because each facility is constructed with new or refurbished equipment. Sustaining capital typically relates to pump and riser replacements or upgrades, and disposal well maintenance. As a facility matures, the amount of sustaining capital required generally increases.

## Financing Activities

(\$000's)	Three months ended Sept 30,			Nine months ended Sept 30,		
	2017	2016	% Change	2017	2016	% Change
Shares issued, net of share issue costs	-	194	(100)	4,362	145,495	(97)
Draw on credit facility	41,633	26,000	60	53,872	(60,000)	190
Financing fees	(1,062)	-	100	(2,123)	-	100
Capital lease obligation	(3,736)	(2,565)	46	(7,161)	(9,102)	(21)
Dividends paid	(10,399)	(5,561)	87	(26,713)	(17,583)	52
Net cash flow from financing activities	26,436	18,068	46	22,237	58,810	(62)

As at September 30, 2017, the Corporation had drawn \$262.9 million on its credit facilities compared to \$209.0 million as at December 31, 2016. The increase relates to consideration paid for the Production Chemicals and Ceiba Acquisitions along with growth and expansion capital, partially offset by increased funds from operations. As at September 30, 2017, the Corporation had \$280.4 million available under its first lien revolving credit facility, subject to covenant restrictions. The Corporation is well positioned, based on the available amount on its first lien credit facility and expected funds from operations, to pursue further accretive acquisition opportunities and execute on the remainder of the 2017 and 2018 capital programs. At September 30, 2017, the Corporation was in compliance with all covenants.

During the three and nine months ended September 30, 2017 the Corporation declared dividends of \$30.1 million to holders of common shares. Of the dividends declared for the three and nine months ended September 30, 2017, \$3.4 million were reinvested in additional common shares through the Corporation's Dividend Reinvestment Plan ("DRIP"). Management and the Board of Directors of the Corporation will monitor the Corporation's dividend policy with respect to forecasted Adjusted EBITDA, total and net debt, capital expenditures and other investment opportunities.

Subsequent to September 30, 2017, the Corporation declared dividends to holders of common shares in the amount of \$0.02125 per common share payable on October 16 and November 15, 2017 for shareholders of record on October 1 and November 1, 2017, respectively.

Commencing with the April 2017 dividend declaration, the Corporation suspended its DRIP. Shareholders participating in the DRIP at that time received cash dividends starting with the April 17, 2017 dividend payment date.

Commencing with the June 2017 dividend, the Corporation increased the monthly dividend from \$0.02 to \$0.02125 per common share. On November 9, 2017, Secure announced a 6% increase to its monthly dividend rate from \$0.02125 to \$0.0225 per common share commencing with the January 15, 2018 dividend payment date for shareholders of record on January 1, 2018.

## CONTRACTUAL OBLIGATIONS

Refer to Note 8 of the Interim Financial Statements for disclosure related to contractual obligations.

## BUSINESS RISKS

A comprehensive listing of the Corporation's business risks are set out in the Corporation's AIF under the heading '*Business Risks*'. This section does not describe all risks applicable to the Corporation, its industry or its business, and is intended only as a summary of certain material risks. If any of such risks or uncertainties actually occurs, the Corporation's business, financial condition or operating results could be harmed substantially and could differ materially from the plans and other forward-looking statements discussed in this MD&A.

## OUTSTANDING SHARE CAPITAL

As at November 9, 2017, there were 163,316,006 common shares issued and outstanding. In addition, as at November 9, 2017, the Corporation had the following share-based awards outstanding and exercisable or redeemable:

Balance as at November 9, 2017	Issued	Exercisable
Share Options	6,455,058	4,769,788
Restricted Share Units	3,133,620	-
Performance Share Units	1,692,000	-

## OFF-BALANCE SHEET ARRANGEMENTS

At September 30, 2017 and September 30, 2016, the Corporation did not have any off-balance sheet arrangements.

## ACCOUNTING POLICIES

Secure's significant accounting policies are set out in Note 2 of the Annual Financial Statements.

## FINANCIAL AND OTHER INSTRUMENTS

As at September 30, 2017, the Corporation's financial instruments include cash, accounts receivables and accrued receivables, accounts payable and accrued liabilities, long-term borrowings and derivative instruments. The fair values of these financial instruments approximate their carrying amount due to the short term maturity of these instruments except long-term borrowings and derivative instruments. Long-term borrowings approximate their fair values due to the variable interest rates applied, which approximate market interest rates. Derivative instruments are fair valued at each period end in accordance with their classification of fair value through profit or loss. The Corporation utilizes derivative financial instruments to manage its exposure to market risks relating to commodity prices, foreign currency exchange rates and interest rates. Fair values of derivative contracts fluctuate depending on the underlying estimates of future commodity price curves, foreign currency exchange rates and interest rates. The estimated fair value of all derivative financial instruments are based on observable market data. The use of financial instruments exposes the Corporation to credit, liquidity, foreign currency, interest rate and market risk. A discussion of how these and other risks are managed can be found in the AIF under the heading '*Business Risks*'. Further information on how the fair value of financial instruments is determined is included in the '*Critical Accounting Estimates and Judgments*' section of this MD&A.

Of the Corporation's financial instruments, cash, accounts receivable, and derivative instruments contain credit risk. The credit risk associated with cash is minimized as all cash is held at a major financial institutions. The Corporation provides credit to customers in the normal course of operations. The Corporation's credit risk policy includes performing credit evaluations of its customers. Substantially all of the Corporation's accounts receivable are due from companies in the oil and natural gas industry and are subject to normal industry credit risks. Given the policies and procedures in place, management views the credit risk related to accounts receivable as low. The Corporation's exposure to losses in the event that counterparties to derivative instruments are unable to meet the terms of the contracts is considered very low as trades are all done with a large commodity futures exchange, and the receivable balance at any given time is insignificant. Funds drawn under the first lien revolving credit facility bear interest at a floating interest rate. Therefore, to the extent that the

Corporation borrows under this facility, the Corporation is at risk to rising interest rates. The Corporation has managed a portion of its interest rate risk through derivative instruments to effectively fix the interest rate on the \$130 million second lien term credit facility until July 31, 2021.

### **CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS**

In the preparation of the Corporation's Interim Financial Statements, management has made judgments, estimates and assumptions that affect the recorded amounts of revenues, expenses, assets, liabilities and the disclosure of commitments, contingencies and guarantees. Estimates and judgments used are based on management's experience and the assumptions used are believed to be reasonable given the circumstances that exist at the time the condensed consolidated financial statements are prepared. Actual results could differ from these estimates. The most significant estimates and judgments used in the preparation of the Corporation's Interim Financial Statements have been set out in Note 3 of the Corporation's Annual Financial Statements.

### **FUTURE ACCOUNTING PRONOUNCEMENTS**

For the three and nine months ended September 30, 2017, there were no revised standards or amendments to IFRS issued. Refer to Note 4 of the Corporation's Annual Financial Statements for a description of IFRS standards issued but not yet effective that are expected to have an impact on the Corporation's Consolidated Financial Statements in the years adopted. The Corporation has formed a team of qualified employees to evaluate the effects of IFRS 9 and IFRS 15, effective on January 1, 2018, on its consolidated financial statements and related disclosures. This assessment commenced in the first quarter of 2017. The team has continued to review customer contracts and financial instruments in relation to the new standards, as well as a transition method to apply if applicable. The team has scoped revenue sources and applied against the model of IFRS 15. At this time, the assessment indicates that there will be minimal impact on the Corporation, if any, upon adoption of IFRS 15.

### **INTERNAL CONTROLS OVER FINANCIAL REPORTING & DISCLOSURE CONTROLS AND PROCEDURES**

The Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") of Secure are responsible for establishing and maintaining disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR") for the Corporation.

DC&P are designed to provide reasonable assurance that material information relating to the Corporation is made known to the CEO and CFO by others, particularly in the period in which the annual filings are being prepared, and that information required to be disclosed in documents filed with securities regulatory authorities is recorded, processed, summarized and reported within the time periods specified in securities legislation, and includes controls and procedures designed to ensure that such information is accumulated and communicated to the Corporation's management, including the CEO and CFO, as appropriate, to allow timely decisions regarding required disclosure. ICFR are designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The Corporation follows the Committee of Sponsoring Organizations of the Treadway Commission ("COSO") 2013 framework.

Management, including the CEO and CFO, does not expect that the Corporation's DC&P and ICFR will prevent or detect all misstatements or instances of fraud. The inherent limitations in all control systems are such that they can provide only reasonable, not absolute, assurance that all control issues, misstatements or instances of fraud, if any, within the Corporation have been detected. There was no change to the Corporation's ICFR that occurred during the most recent interim period that has materially affected, or is reasonably likely to materially affect, the Corporation's ICFR.

### **LEGAL PROCEEDINGS AND REGULATORY ACTIONS**

Refer to Note 22 of the Corporation's Annual Financial Statements for disclosure related to legal proceedings and regulatory actions.

### **RELATED PARTIES**

Refer to Note 21 of the Corporation's Annual Financial Statements for disclosure related to related parties.

## FORWARD-LOOKING STATEMENTS

Certain statements contained in this document constitute “forward-looking statements” and/or “forward-looking information” within the meaning of applicable securities laws (collectively referred to as forward-looking statements). When used in this document, the words “may”, “would”, “could”, “will”, “intend”, “plan”, “anticipate”, “believe”, “estimate”, “expect”, and similar expressions, as they relate to Secure, or its management, are intended to identify forward-looking statements. Such statements reflect the current views of Secure with respect to future events and operating performance and speak only as of the date of this document. In particular, this document contains or implies forward-looking statements pertaining to: key priorities for the Corporation’s success; the oil and natural gas industry; activity levels in the oil and gas sector, drilling levels, commodity prices for oil, natural gas liquids and natural gas; industry fundamentals for 2017; capital forecasts and spending by producers; demand for the Corporation’s services and products; expansion strategy; the impact of oil and gas activity on 2017 activity levels; the Corporation’s proposed 2017 and 2018 capital expenditure programs including growth, sustaining and maintenance capital expenditures; debt service; acquisition strategy and timing of potential acquisitions; the impact of new facilities, potential acquisitions, and the Production Chemicals Acquisition and Ceiba Acquisition on the Corporation’s financial and operational performance and growth opportunities; future capital needs and how the Corporation intends to fund its operations, working capital requirements, dividends and capital program; access to capital; and the Corporation’s ability to meet obligations and commitments and operate within any credit facility restrictions.

Forward-looking statements concerning expected operating and economic conditions, including the Production Chemicals Acquisition and Ceiba Acquisition, are based upon prior year results as well as the assumption that levels of market activity and growth will be consistent with industry activity in Canada and the U.S. and similar phases of previous economic cycles. Forward-looking statements concerning the availability of funding for future operations are based upon the assumption that the sources of funding which the Corporation has relied upon in the past will continue to be available to the Corporation on terms favorable to the Corporation and that future economic and operating conditions will not limit the Corporation’s access to debt and equity markets. Forward-looking statements concerning the relative future competitive position of the Corporation are based upon the assumption that economic and operating conditions, including commodity prices, crude oil and natural gas storage levels, interest and foreign exchange rates, the regulatory framework regarding oil and natural gas royalties, environmental regulatory matters, the ability of the Corporation and its subsidiaries to successfully market their services and drilling and production activity in North America will lead to sufficient demand for the Corporation’s services and its subsidiaries’ services including demand for oilfield services for drilling and completion of oil and natural gas wells, that the current business environment will remain substantially unchanged, and that present and anticipated programs and expansion plans of other organizations operating in the energy industry may change the demand for the Corporation’s services and its subsidiaries’ services. Forward-looking statements concerning the nature and timing of growth are based on past factors affecting the growth of the Corporation, past sources of growth and expectations relating to future economic and operating conditions. Forward-looking statements in respect of the costs anticipated to be associated with the acquisition and maintenance of equipment and property are based upon assumptions that future acquisition and maintenance costs will not significantly increase from past acquisition and maintenance costs.

Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether such results will be achieved. Readers are cautioned not to place undue reliance on these statements as a number of factors could cause actual results to differ materially from the results discussed in these forward-looking statements, including but not limited to those factors referred to and under the heading “*Business Risks*” and under the heading “*Risk Factors*” in the AIF for the year ended December 31, 2016 and also includes the risks associated with the possible failure to realize the anticipated synergies in integrating the assets acquired in the Production Chemicals Acquisition and Ceiba Acquisition with the operations of Secure. Although forward-looking statements contained in this document are based upon what the Corporation believes are reasonable assumptions, the Corporation cannot assure investors that actual results will be consistent with these forward-looking statements. The forward-looking statements in this document are expressly qualified by this cautionary statement. Unless otherwise required by law, Secure does not intend, or assume any obligation, to update these forward-looking statements.

## ADDITIONAL INFORMATION

Additional information, including the AIF, is available on available on the System for Electronic Document Analysis and Retrieval (“SEDAR”) at [www.sedar.com](http://www.sedar.com) and on the Corporation’s website at [www.secure-energy.com](http://www.secure-energy.com).