



## Management's Discussion and Analysis

### YEAR ENDED DECEMBER 31, 2013

This management discussion and analysis (MD&A) is dated March 6, 2014. It should be read in conjunction with the Consolidated Financial Statements and Notes of Canyon Services Group Inc. ("Canyon" or the "Company") as at and for the year ended December 31, 2013 and 2012. Additional information relating to the Company, including the Company's Annual Information Form for the year ended December 31, 2012, is available on SEDAR at [www.sedar.com](http://www.sedar.com).

The following MD&A contains forward-looking information and statements. We refer you to the end of the MD&A for our disclaimer on forward-looking information and statements.

### OVERVIEW OF FOURTH QUARTER AND YEAR ENDED 2013

	Three Months Ended December 31			Year Ended December 31		
	2013	2012	2011	2013	2012	2011
000's except per share, job amounts and hydraulic pumping capacity (Unaudited)						
Consolidated revenues	\$104,198	\$84,809	\$144,965	\$299,790	\$353,119	\$372,096
Profit (loss) and comprehensive income (loss)	\$377	\$7,146	\$40,932	\$(4,375)	\$54,409	\$95,270
Per share-basic	\$0.01	\$0.12	\$0.67	\$(0.07)	\$0.89	\$1.57
Per share-diluted	\$0.01	\$0.11	\$0.65	\$(0.07)	\$0.87	\$1.53
EBITDA before share-based payments <sup>(1)</sup>	\$11,004	\$18,814	\$65,421	\$32,667	\$107,774	\$156,798
Funds from operations <sup>(1)</sup>	\$17,574	\$18,501	\$51,503	\$38,716	\$95,535	\$127,871
Total jobs completed <sup>(2)</sup>	654	489	854	1,828	2,198	2,482
Consolidated average revenue per job <sup>(2)</sup>	\$159,835	\$176,162	\$170,063	\$164,529	\$161,668	\$150,107
Average fracturing revenue per job	\$225,675	\$280,671	\$234,765	\$232,460	\$240,369	\$209,855
Hydraulic Pumping Capacity						
Average HHP	225,500	225,500	160,500	225,500	215,000	137,000
Exit HHP	225,500	225,500	175,500	225,500	225,500	175,500
Capital expenditures	\$7,442	\$5,419	\$20,019	\$14,840	\$69,940	\$101,293

000's except per share amounts (Unaudited)	As at December 31, 2013	As at December 31, 2012	As at December 31, 2011
Cash and cash equivalents	\$21,308	\$22,584	\$42,481
Working capital	\$41,730	\$56,245	\$67,009
Total long-term financial liabilities	\$3,096	\$3,475	\$3,530
Total assets	\$402,707	\$406,113	\$407,330
Cash dividends declared per share	\$0.60	\$0.60	\$0.1125

Note (1): See NON-GAAP MEASURES

Note (2): Includes all jobs from each service line, specifically hydraulic fracturing; coiled tubing; nitrogen fracturing; acidizing and remedial cementing

Canyon's equipment fleet was very active in Q4 2013. Although well completions were down by approximately 8% in the WCSB compared to Q4 2012, Canyon had one of its busiest quarters in its history resulting from market share expansion with certain international oil and gas production companies operating in the deep basin and our successful expansion into southeast Saskatchewan and southwest Manitoba. Jobs completed increased by 34% to 654 in Q4 2013 from 489 in Q4 2012 and revenues increased by 23% to \$104.2 million from \$84.8 million in the comparable quarter of 2012. However, the increased activity was not matched with improved customer pricing as competition continued to erode pricing in the quarter as competitors jockeyed to add market share in anticipation of expected improved industry activity levels in 2014. In particular in Q4 2013, due to competition from other pumping providers, Canyon had no choice but to accept very low pricing in order to defend our market share with certain key customers. These customers are well financed and are expected to ramp up activity levels in 2014 justifying the decision to accept the temporary impact of low pricing. In Q1 2014, much of the very intense pricing pressure from Q4 2013 has subsided.

Well licenses issued for the WCSB began to strengthen over the second half of 2013 increasing by 8% in Q4 2013 over Q4 2012, even though licensing year over year was slightly down by about 2% for the entire basin. Importantly, the deeper and more service intensive segments of the basin, especially the Montney and Duvernay plays, have been the increasing focus of exploration and production ("E&P") companies supported by early-stage LNG related activity and an increasing demand for diluent to meet supply shortfalls. In particular, well licensing activity in the Montney play increased by 21% over the second half of 2013 compared to the same period of 2012. This play straddles the Alberta and BC border and currently represents approximately 25% of WCSB activity. In the liquids-rich Duvernay, well licensing also increased by approximately 20% in the second half of 2013 compared to the same period of 2012. Wells spudded in the deeper segments of the basin such as in the Montney and Duvernay plays increased by over 20% in the second half of 2013 compared to the same period in 2012. The trend in lower completions activity compared to higher licensing and drilling activity in 2013 suggests a demand backlog for fracturing services as we enter 2014.

While Q4 2013 consolidated revenues increased by 23% due to higher activity, the lower pricing combined with a fixed cost structure designed for higher revenue levels has significantly impacted profitability in the quarter with EBITDA decreasing to \$11.0 million from \$18.8 million in Q4 2012. As

a result, Canyon recorded a profit and comprehensive profit of \$0.4 million in Q4 2013 compared to a profit and comprehensive profit of \$7.1 million in Q4 2012.

For the year ended December 31, 2013, even though Canyon's equipment utilization in 2013 was similar to slightly higher than 2012 levels, consolidated revenues decreased by 15% to \$299.8 million from \$353.1 million due to price compression. The jobs completed decreased by 17% to 1,828 for the year ended December 31, 2013 compared to 2,198 in 2012 due to Canyon completing larger jobs and to the impact of 24-hour operations as described below. Even though customer pricing across the industry has declined by approximately 35% from peak 2012 levels, average consolidated revenue per job actually increased by 2% to \$164,529 from \$161,668 in 2012. This difference is due to a change in customer invoicing methodology related primarily to the increase in 24-hour operations. In the past, customers requested to be invoiced on the basis of work completed in a single shift (one invoice per 12-hour shift) or on a per stage basis. The evolution of 24-hour operations, which now represents approximately 50% of revenue, has meant that many customers have requested to be billed for services provided per 24-hour shift which led to fewer but larger invoices (jobs) in 2013. This change has resulted in reporting higher consolidated average revenue per job even though industry prices have significantly declined. Although the job count shows a decline, overall, Canyon completed a similar amount of work for our customers in 2013 compared to 2012, albeit at lower prices. The aforementioned industry conditions combined with the ramp-up in fixed costs in advance of more robust industry activity have resulted in a loss and comprehensive loss of \$4.4 million for the year ended December 31, 2013 compared to a profit and comprehensive income of \$54.4 million in the comparable 2012 year.

Also in 2013, Canyon took advantage of the slower industry conditions to continue investing in staff and physical infrastructure in anticipation of a more active industry in 2014. In 2013, Canyon increased its field staff by approximately 15% from the beginning of the year. In addition to hiring new staff, we significantly increased our training and staff development and upgraded business systems throughout the organization. These initiatives resulted in 10% higher fixed operating and general and administrative costs in 2013 compared to 2012.

## **NON-GAAP MEASURES**

The Company's Consolidated Financial Statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). Certain measures in this document do not have any standardized meaning as prescribed by International Financial Reporting Standards ("IFRS") and are considered NON-GAAP measures.

EBITDA before share-based payments and funds from operations are not recognized measures under IFRS. Management believes that in addition to profit (loss) and comprehensive income (loss), EBITDA before share-based payments and funds from operations are useful supplemental measures as they provide an indication of the results generated by the Company's business activities prior to consideration of how those activities are financed, amortized or taxed, as well as the cash generated by the Company's business activities without consideration of the timing of the monetization of non-cash working capital items. Readers should be cautioned, however, that EBITDA before share-based payments and funds from operations should not be construed as an alternative to profit and comprehensive income determined in accordance with IFRS as an indicator of the Company's performance. Canyon's method of calculating EBITDA before share-based payments and funds from operations may differ from other companies and accordingly, EBITDA before share-based payments and funds from operations may not be comparable to measures used by other companies. Canyon calculates EBITDA before share-based payments as profit and comprehensive income for the year adjusted for depreciation and amortization, equity settled share-based payment transactions, gain or loss on sale of property and equipment, finance costs and income tax

expense. Reconciliations of these NON-GAAP measures to the most directly comparable IFRS measures are outlined below.

The Company describes revenue less cost of services as gross profit (loss).

**EBITDA before share-based payments**

000's (Unaudited)	Three Months Ended December 31		Year Ended December 31	
	2013	2012	2013	2012
Profit (loss) and comprehensive income (loss)	\$377	\$7,146	\$(4,375)	\$54,409
Add (Deduct):				
Depreciation and amortization	9,568	8,241	33,035	30,023
Finance costs	192	175	658	747
Share-based payment transactions	1,238	667	4,189	1,086
Cash settlement of deferred share units	-	-	-	2,298
(Gain) Loss on sale of property and equipment	7	(14)	(5)	179
Income tax expense (recovery)	(378)	2,599	(835)	19,032
<b>EBITDA before share-based payments</b>	<b>\$11,004</b>	<b>\$18,814</b>	<b>\$32,667</b>	<b>\$107,774</b>

## Funds from Operations

000's (Unaudited)	Three Months Ended December 31		Year Ended December 31	
	2013	2012	2013	2012
Net cash from operating activities	\$22,777	\$41,698	\$51,450	\$87,912
Income Tax paid	-	(17)	5,135	31,454
Change in non-cash working capital	(11,965)	(23,042)	(24,576)	(14,637)
Cash settlement of deferred share units	-	-	-	2,298
Less: current tax recovery (expense)	6,762	(138)	6,707	(11,492)
<b>Funds from operations</b>	<b>\$17,574</b>	<b>\$18,501</b>	<b>\$38,716</b>	<b>\$95,535</b>

## Operating and Financial Highlights

The operating and financial highlights for the three and twelve months ended December 31, 2013 are summarized as follows:

- Canyon continues to expand its customer base to include multinational E&P companies with long-term development plans in Northeast B.C. and Northwest Alberta.
- Canyon had a very busy Q4 2013 with jobs completed increasing by 34% to 654 from 489 in Q4 2012 and revenues increasing by 23% to \$104.2 million from \$84.8 million in the comparable quarter of 2012.
- In 2013, Canyon continued its successful expansion into Southeast Saskatchewan more than doubling the revenue earned in the year compared to 2012.
- In 2013, Canyon took advantage of the slower industry conditions to continue investing in staff and physical infrastructure including significantly increasing our training and staff development.
- Staffing in the year increased by approximately 15% to prepare for an anticipated increase in our customers' activity in 2014.
- Canyon remains in a very strong financial position. As at December 31, 2013, Canyon had undrawn credit facilities of \$100 million including a \$40 million accordion feature plus positive working capital of \$42 million, including cash of \$21 million.
- On December 19, 2013, Canyon declared a quarterly dividend of \$0.15 per common share, or \$9.4 million, which was paid to shareholders on January 24, 2014.

## 2014 OUTLOOK

Canyon is very encouraged about the current and near term industry conditions in the WCSB. We believe that utilization for the remainder of Q1 2014 and the second half of 2014 will remain at very high levels, consequently driving job pricing higher and generating much more profitable financial results for Canyon shareholders. Encouraging well licensing and drilling data across the WCSB over the last half of 2013 has continued into 2014 with deep basin horizontal well licenses up about 25% in February 2014 compared to the same month in 2013, and with drilling rig utilization averaging about 69% in Q4 2014 to date compared to about 64% in the same period last year. Commodity prices and equity markets have continued to improve as 2014 progresses and we expect that E&P companies will be increasing capital budgets over the coming months. Although the first half of January 2014 got off to a slow start, Canyon's field crews and technical staff have been operating at record levels since then and we expect this to continue for the remainder of Q1 2014 until the seasonal spring breakup period commences.

Canyon's view of the short to longer term dynamics in the Canadian pressure pumping sector is very optimistic and we believe that the remainder of 2014 will be very much consistent with our prior industry outlook comments. Several positive indicators have led to improving optimism in respect to the continuation of increased activity levels from Q4 2013, including strong natural gas and oil prices, continued positive news relating to the eventual export of LNG off the west coast of Canada and more receptive equity markets for our customers. As a result of these leading indicators, analysts are forecasting a 7 to 10% increase in year over year capital spending by E&P companies in the WCSB, and thus, we expect oilfield activity to be robust. We do however, expect the first half of 2014 will continue to suffer from a pricing hangover coming out of 2013 as industry competition is still very utilization focused. Most importantly, we have finally received confirmation from our customers that activity levels will be ramping up in the Montney and Duvernay plays. We are receiving information that both the number of wells in these plays and the fracturing demand on a per well basis will increase. This should result in higher utilization for the remainder of 2014 and improved pricing early in the second half of 2014. Relatively small improvements in activity in these plays will have a disproportionately higher impact on the demand for pumping equipment. Canyon is well positioned with both our domestic and multinational customers in these plays to be an immediate and direct beneficiary of the improved outlook. In addition to the Duvernay and Montney, plays such as the Viking and Bakken, are also expected to be among the WCSB's busiest areas and the drivers of Canyon's pressure pumping activity for the next several years.

As written in prior reports, Canyon has long been preparing for a much busier 2014 and evolving industry trends. The escalation of 24-hour operations, which now represents over 50% of our revenue, requires significantly more staff and tremendous amounts of pumping, product logistics and support equipment to be mobilized in very short periods of time. In response to this we continue to focus on training and retaining the right staff and optimizing our logistics systems and processes. Although third party logistics support, such as the transportation of proppants, and staffing remain a challenge for the services industry, around-the-clock operations make our customers' projects more economic. Our job is to help customers reduce the costs of finding new reserves and bringing them on-stream. The more efficient this process becomes, the easier it is for our customers to obtain attractive rates of return leading them to drill and complete additional wells. In addition, as the recent joint venture and acquisition transactions completed by the multinational E&P companies enter into the development phase and natural gas liquids processing de-bottlenecks, we expect increased drilling and completions activity in pressure pumping intensive plays such as the Montney and Duvernay. The pumping demands of the wells in these areas is such that, even small incremental increases in the number of wells drilled will absorb much, if not all, of the excess pumping capacity currently available. To prepare for this shift change in utilization expected over the next few years, Canyon has continued to invest in training our people, improving our logistics

infrastructure and augmenting our customer base with multinational enterprises that are investing in the WCSB for the long-term. We have made investments in physical and staff infrastructure, training and safety programs to ensure Canyon's framework is in place to be able to significantly grow with our customers. These investments will allow us to accommodate much higher levels of revenue and as a result are expecting significant operating leverage with respect to cash flows and earnings over the next few years. In anticipation of higher demands for our services, Canyon has returned to growth mode as evidenced by our preliminary 2014 capital budget. This will allow us to more efficiently and effectively meet the needs of the evolving trends in completions methods. The bulk of this new equipment is expected to become operational in the summer of 2014, which will provide Canyon with sufficient time to hire and train any additional staff required to operate this equipment.

Also as written in prior reports, Canyon's long-term strategic pursuits and decisions, including geographical expansion, are based on generating the most attractive after-tax return on invested capital. Although we are continuously monitoring opportunities available for expansion into other basins, we believe that the best after-tax returns on invested capital for a pressure pumping services provider over the next few years can be generated in Canada. We believe Canyon's continued focus on the WCSB will set us apart from our competitors as we generate very attractive rates of return for shareholders.

Our enduring priorities are operational success, safety, strengthening customer relationships, operating with integrity and responsibility, contributing to improved water management, staff retention and profitability. Canyon's management team and Board of Directors are optimistic about the long term pressure pumping market in the WCSB. Canyon remains poised for growth with a strong balance sheet, excellent equipment and technologies, a uniquely capable workforce led by seasoned technical specialists and managers. Our goal is to build a company that provides investors with strong returns on invested capital plus a stable and increasing dividend.

*The remainder of this page is intentionally left blank.*

## QUARTERLY COMPARATIVE STATEMENTS OF OPERATIONS

000's except per share amounts (Unaudited)	Three Months Ended December 31	
	2013	2012
Revenues	\$104,198	\$84,809
Cost of services	96,764	68,627
Gross profit	7,434	16,182
Administrative expenses	7,243	6,262
Results from operating activities	191	9,920
Finance costs	192	175
Profit (loss) before income tax	(1)	9,745
Income tax expense (recovery)	(378)	2,599
Profit and comprehensive income	\$377	\$7,146
EBITDA before share-based payments <sup>(1)</sup>	\$11,004	\$18,814
Earnings per share:		
Basic	\$0.01	\$0.12
Diluted	\$0.01	\$0.11

Note (1): See NON-GAAP MEASURES.

### Revenues

The increased job count resulting from improved industry activity resulted in consolidated revenues increasing by 23% to \$104,198 in Q4 2013 from \$84,809 in Q4 2012. Jobs completed increased by 34% to 654 in Q4 2013 from 489 in Q4 2012. The increase in the job count did not result in a relative increase in revenue due to lower pricing and job mix. Over 90% of Q4 2013 consolidated revenues were provided by hydraulic fracturing services with average fracturing revenue per job decreasing by 20% to \$225,675 from \$280,671 in Q4 2012 due to pricing pressure across the industry and job mix.

### Cost of services

Cost of services for the three months ended December 31, 2013 totaled \$96,764 (2012: \$68,627) and included materials, products, transportation and repair costs of \$64,992 (2012: \$42,486), employee benefits expense of \$22,743 (2012: \$18,296), and depreciation of property and equipment of \$9,029 (2012: \$7,845).

Materials, products, transportation and repair costs increased by 53% to \$64,992 in Q4 2013 from \$42,486 in Q4 2012 not only due to the increase in the job count to 654 jobs from 489 in Q4 2012, but also mainly due to the completion of larger jobs. Employee benefits expense has increased mainly due to field staff additions in anticipation of increased 2014 activity and inflation in labour rates experienced in 2013. The increase in depreciation of property and equipment was due to additional depreciation pertaining to equipment introduced into service in the last half of 2013, and accelerated depreciation relating to the replacement of a number of pump components.

### **Administrative expenses**

Administrative expenses for the three months ended December 31, 2013 totaled \$7,243 compared to \$6,262 in Q4 2012 and included employee benefits expense of \$3,751 (2012: \$3,488) and share-based payments expense of \$1,238 (2012: \$667). Administrative expenses also include depreciation of buildings and office equipment and amortization of intangibles of \$538 (2012: \$398). In addition, other administrative expenses totaled \$1,716 in Q4 2013 compared to \$1,709 in Q4 2012. The increase in employee benefits expense is mainly attributable to staff additions and the implementation of a cost of living increase effective October 2013.

Share-based payments expense represents the value assigned to the granting of options and incentive-based units under the Company's Share Purchase Option Plan and Stock Based Compensation Plan respectively, using the Black-Scholes model. For Q4 2013, \$1,131 (2012 - \$883) was charged to expenses and included in contributed surplus in respect of these two plans. In addition, obligations for payments under the Company's Deferred Share Unit Plan are accrued as share-based payments expense over the vesting period. The accrued liability increases or decreases with fluctuations in the price of the Company's common shares, with a corresponding increase or decrease in the share-based payments expense. In Q4 2013, share-based payments were increased by \$108 (2012 – a reduction of \$216) for the Company's Deferred Share Unit Plan to reflect changes in the price of the common shares of the Company.

### **EBITDA before share-based payments (See NON-GAAP MEASURES)**

In Q4 2013, EBITDA before share-based payments (see NON-GAAP MEASURES) was \$11,004 compared to \$18,814 in the comparable 2012 quarter. As previously discussed, continued pricing pressure combined with an expanded fixed cost structure appropriate for higher revenue levels has significantly impacted profitability in Q4 2013 and resulted in the decreased EBITDA.

### **Finance costs**

Finance costs include interest on finance lease obligations and automobile loans and totaled \$192 in Q4 2013 (2012: \$175).

### **Income Tax Expense**

At the expected combined income tax rate of 25%, the income (loss) before income tax for Q4 2013 of \$(1) would have resulted in a recovery of NIL, compared to the actual income tax recovery of \$378. The income tax recovery is due to the carry back to prior years of current period non-capital losses.

### **Profit and comprehensive income and earnings per share**

Profit and comprehensive income totaled \$377 in Q4 2013 compared to profit and comprehensive income of \$7,146 in Q4 2012. As previously discussed, the reduced profit is mostly due to industry-wide lower customer pricing combined with a fixed cost structure appropriate for higher revenue levels.

Basic and diluted earnings per share were \$0.01 for the three months ended December 31, 2013 compared to basic and diluted earnings per share of \$0.12 and \$0.11 respectively for the comparable 2012 quarter.

## YEAR-TO-DATE COMPARATIVE STATEMENTS OF OPERATIONS

000's except per share amounts (Unaudited)	Year Ended December 31	
	2013	2012
Revenues	\$299,790	\$353,119
Cost of services	279,805	255,843
Gross profit	19,985	97,276
Administrative expenses	24,537	23,088
Results from operating activities	(4,552)	74,188
Finance costs	658	747
Profit (loss) before income tax	(5,210)	73,441
Income tax expense (recovery)	(835)	19,032
Profit (loss) and comprehensive income (loss)	\$(4,375)	\$54,409
EBITDA before share-based payments <sup>(1)</sup>	\$32,667	\$107,774
Earnings (loss) per share:		
Basic	\$(0.07)	\$0.89
Diluted	\$(0.07)	\$0.87

Note (1): See NON-GAAP MEASURES.

### Revenues

For the year ended December 31, 2013, consolidated revenues decreased by 15% to \$299,790 from \$353,119 in 2012 due to price compression. The jobs completed decreased by 17% to 1,828 for the year ended December 31, 2013 compared to 2,198 in 2012. Even though customer pricing across the industry has declined by approximately 35% from peak 2012 levels, average consolidated revenue per job actually increased by 2% to \$164,529 from \$161,668 in 2012. This difference is primarily due to a change in customer invoicing methodology related to the increase in 24-hour operations, as discussed above. Over 90% of consolidated revenues in the twelve months ended December 31, 2013 were provided by hydraulic fracturing services with average fracturing revenue per job decreasing 3% to \$232,460 from \$240,369 in the 2012 comparable period even though customer pricing has declined by about 35% year over year. This is due to the completion of larger jobs such as Duvernay shale gas wells in 2013 as well as to the impact of 24-hour operations as discussed above.

### Cost of services

Cost of services for the year ended December 31, 2013 totaled \$279,805 (2012: \$255,843) and includes materials, products, transportation and repair costs of \$174,965 (2012: \$158,071), employee benefits expense of \$73,539 (2012: \$69,079), and depreciation of property and equipment of \$31,301 (2012: \$28,693).

Although jobs completed decreased by 17% in 2013 compared to 2012, materials, products, transportation and repair costs increased by 11% to \$174,965 in 2013 from \$158,071 in 2012 mainly due to the

completion of larger job sizes. Employee benefits expense has increased due to staff additions to prepare for 2014 activity levels and due to inflation in labour rates experienced throughout 2013. The increase in depreciation of property and equipment is mainly due to additional depreciation pertaining to equipment acquired in 2012 and introduced into service in 2013.

### **Administrative expenses**

Administrative expenses for the year ended December 31, 2013 totaled \$24,537 compared to \$23,088 in the 2012 comparable year and include employee benefits expense of \$11,719 (2012: \$12,244) and share-based payments expense of \$4,189 (2012: \$3,384). Administrative expenses also include depreciation of buildings and office equipment and amortization of intangibles of \$1,734 (2012: \$1,331). In addition, other administrative expenses totaled \$6,895 compared to \$6,129 in the 2012 comparable period. The decrease in employee benefits expense is mostly attributable to lower sales commissions due to the lower revenues as well as a decrease in the payout of the corporate annual discretionary incentive program due to lower than anticipated financial results, partially offset by staff additions to support the increased scale of Canyon's operations. The increase in other administrative expenses is mainly due to costs associated with systems' upgrades.

Share-based payments expense represents the value assigned to the granting of options and incentive-based units under the Company's Share Purchase Option Plan and Stock Based Compensation Plan respectively, using the Black-Scholes model. For the year ended December 31, 2013, \$3,914 (2012 - \$3,427) was charged to expenses and included in contributed surplus in respect of these two plans. In addition, obligations for payments under the Company's Deferred Share Unit Plan are accrued as share-based payments expense over the vesting period. The accrued liability increases or decreases with fluctuations in the price of the Company's common shares, with a corresponding increase or decrease in the share-based payments expense. For the year ended December 31, 2013, share-based payments expense was \$275 (2012 – a reduction of \$43) for the Company's Deferred Share Unit Plan to reflect changes in the price of the common shares of the Company.

### **EBITDA before share-based payments (See NON-GAAP MEASURES)**

For the year ended December 31, 2013, EBITDA before share-based payments (see NON-GAAP MEASURES) was \$32,667 compared to \$107,774 in the comparable 2012 year. As previously discussed, even though activity levels for Canyon were similar to slightly higher in 2013 compared to 2012, industry-wide lower customer pricing combined with a fixed cost structure appropriate for higher revenue levels resulted in the decreased EBITDA.

### **Finance costs**

Finance costs include interest on finance lease obligations and automobile loans and totaled \$658 for the year ended December 31, 2013 (2012: \$747).

### **Income Tax Expense**

At the expected combined income tax rate of 25%, the loss before income tax for the year ended December 31, 2013 of \$5,210 would have resulted in an expected recovery of \$1,303, compared to the actual income tax recovery of \$835. The actual income tax recovery was reduced by non-deductible expenses.

## Profit (loss) and comprehensive income (loss) and earnings (loss) per share

Loss and comprehensive loss totaled \$4,375 for the year ended December 31, 2013 compared to profit and comprehensive income of \$54,409 in the 2012 comparable period. As previously discussed, even though activity levels for Canyon were similar in 2013 compared to 2012, industry-wide lower customer pricing combined with a fixed cost structure appropriate for higher revenue levels resulted in the loss for the year.

Basic and diluted loss per share were \$0.07 for the year ended December 31, 2013 compared to basic and diluted earnings per share of \$0.89 and \$0.87 respectively for the comparable 2012 year.

## Summary of Quarterly Results

000's except per share amounts (Unaudited)						
(1)		Revenues	EBITDA <sup>(2)</sup>	Profit (Loss) and Comprehensive Income (Loss)	Basic Earnings (Loss) per Share	Diluted Earnings (Loss) per Share
2013	Q4	\$104,198	\$11,004	\$377	\$0.01	\$0.01
	Q3	\$81,224	\$14,384	\$3,908	\$0.06	\$0.06
	Q2	\$27,419	\$(13,146)	\$(17,186)	\$(0.28)	\$(0.28)
	Q1	\$86,949	\$20,426	\$8,527	\$0.14	\$0.14
2012	Q4	\$84,809	\$18,814	\$7,146	\$0.12	\$0.11
	Q3	\$94,401	\$32,496	\$17,036	\$0.28	\$0.27
	Q2	\$37,974	\$(1,552)	\$(6,940)	\$(0.11)	\$(0.11)
	Q1	\$135,935	\$58,015	\$37,167	\$0.61	\$0.59

Note (1): The Company's business is seasonal in nature with the periods of greatest activity being in the first, third and fourth quarters. Please see below for further discussion, "Seasonality" under RISK FACTORS AND RISK MANAGEMENT.

Note (2): See NON-GAAP MEASURES.

In Q1 2012, revenues and EBITDA (see NON-GAAP MEASURES) increased significantly as Canyon's expanded equipment fleet was fully utilized due to an expanding market share amid robust industry conditions. In Q4 2012, Q1 2013, Q3 2013 and Q4 2013, EBITDA and Profit and comprehensive income decreased primarily due to industry pricing pressure as previously discussed. In Q2 2012 and Q2 2013, the lower revenues, negative EBITDA and loss and comprehensive loss are due to the seasonal weather related drilling delays caused by the annual spring break-up.

## LIQUIDITY AND CAPITAL RESOURCES

### Funds from operations

Funds from operations (See NON-GAAP MEASURES) decreased to \$17,574 in Q4 2013 from \$18,501 for the comparable 2012 quarter. For the year ended December 31, 2013, funds from operations decreased to \$38,716 from \$95,535 in the comparable 2012 period due to weak pricing, E&P well completion interruptions and wet weather, as previously discussed. The funds from operations were primarily used to

finance a portion of the remaining balance of the Company's 2011 and 2012 capital programs and to fund the Company's quarterly dividend program. Please refer to "Capital Expenditures" below.

## **Financing**

(Share amounts in thousands)

### *Equity:*

For the three and twelve months ended December 31, 2013, there were 30 and 550 common shares respectively issued by the Company to employees and officers upon exercise of options pursuant to the Share Purchase Option Plan and NIL and 132 incentive based units respectively pursuant to the Stock-Based Compensation Plan for aggregate proceeds of \$164 and \$1,545 respectively.

### *Debt:*

Loans and borrowings as at December 31, 2013 total \$5.8 million (December 31, 2012: \$5.6 million) which comprise equipment lease obligations of \$5.8 million (December 31, 2012: \$5.6 million) and automotive equipment loans totaling NIL (December 31, 2012: \$8 thousand).

In Q2 2013, Canyon increased its bank credit facilities to \$100 million from \$60 million. The facilities comprise a \$15 million Operating Facility and an \$85 million Revolving Facility. The Revolving Facility of \$85 million now includes a \$40 million accordion feature which is available upon request by the Company and subject to review and approval by the lenders. As at December 31, 2013, NIL is drawn (December 31, 2012: NIL) on the company's credit facilities.

## **Working Capital and Cash Requirements**

As at December 31, 2013, Canyon had a working capital balance of \$41.7 million compared to \$56.2 million as at December 31, 2012. As at December 31, 2013 trade and other receivables decreased by \$1.6 million and cash and cash equivalents decreased by \$1.2 million compared to December 31, 2012. Current tax assets mainly resulted from the prepayment of 2012 estimated tax installments that exceeded actual amounts owed, as well as a recovery of prior years' income taxes due to the application of current year's non capital losses. The Company's working capital position and available operating credit facilities exceed the level required to manage timing differences between cash collections and cash payments.

The Company continually monitors individual customer trade receivables, taking into account numerous factors including industry conditions, payment history and financial condition in assessing credit risk. The Company establishes an allowance for doubtful accounts for specifically identifiable customer balances which are assessed to have credit risk exposure. As at December 31, 2013, accounts receivable includes an allowance of \$0.3 million for doubtful receivables (December 31, 2012: \$0.2 million).

The Company will use its December 31, 2013 cash available of \$21 million, funds from operations and, if required, available credit facilities to fund the completion of prior years' capital programs and to fund the 2014 capital program. Please refer to "Capital Expenditures" below.

## **Investments**

For the three and twelve months ended December 31, 2013, capital expenditures, net of finance leases, totaled \$7 million and \$15 million respectively, relating to the addition of support equipment and to the 2011 and 2012 capital programs. Please refer to "Capital Expenditures" below.

## Capital Management

The Company's objectives when managing its capital structure are to maintain a balance between debt and capitalization so as to withstand industry and seasonal volatility, maintain investor, creditor and market confidence and to sustain future development of the business. Debt includes the current and long-term portions of loans and borrowings less cash and cash equivalents. Capitalization is calculated as the debt, as described above, and shareholders' equity less intangible assets.

The Company also manages its capital structure to ensure compliance with the financial covenants on its credit facilities, which include a working capital ratio, a ratio of funded debt to EBITDA before share-based payments and a ratio of EBITDA before share-based payments to total debt service obligations. As of December 31, 2013, the Company is in compliance with each of the above financial covenants. The Company has NIL amounts drawn on its debt facilities as at December 31, 2013. The Company may be required to adjust its capital structure from time to time as a result of expansion activities.

The Company believes that it has access to sufficient capital through cash on hand, internally generated funds from operations and available credit facilities to meet its obligations associated with financial liabilities and capital expenditures.

## Contractual Obligations

As at December 31, 2013, Canyon's contractual obligations are summarized as follows:

000's (Unaudited)	Total	Next 12 months	1 - 3 years	4 - 5 years	After 5 years
Trade and other payables	\$65,239	\$65,239	\$-	\$-	\$-
Loans and borrowings	5,784	2,688	3,096	-	-
Dividend payable	9,397	9,397	-	-	-
Operating leases and office space	5,887	1,439	2,787	1,661	-
Capital expenditure commitments	9,200	9,200	-	-	-
Total contractual obligations	\$95,507	\$87,963	\$5,883	\$1,661	\$-

The Company leases a number of offices and warehouse facilities under operating leases. The leases typically run for a period of three to seven years, with an option to renew the lease after that date.

Capital expenditure commitments will be funded from the December 31, 2013 cash available, funds from operations (See NON-GAAP MEASURES) and, if required, available debt facilities. Please see "Working Capital and Cash Requirements" above and "Capital Expenditures" below.

## Capital Expenditures

In the year ended December 31, 2013, Canyon incurred capital expenditures of \$14.8 million. Canyon expects to incur \$9.2 million in 2014 to complete 2013 and prior years' programs.

The \$9.2 million carryover to 2014 includes \$6.0 million to complete equipment under construction which was delayed due to the insolvency of the manufacturer, Surefire Industries Ltd. Canyon has taken

possession of all partially constructed equipment which has been relocated to new manufacturers to complete fabrication. The total capital program previously allocated to Surefire Industries Ltd. is expected to be completed by the other manufacturers in the first half of 2014 and is expected to result in a cost overrun of approximately \$1.4 million, which is included in the \$9.2 million carryover amount.

Funding for Canyon's remaining capital expenditures will be provided from existing cash flows, funds from operations (see NON-GAAP MEASURES), and, if required, available bank credit facilities.

### **Outstanding Share, Option and Incentive Based Unit Data**

The following table summarizes Canyon's capitalization as follows:

000's (Unaudited)	February 28, 2014	December 31, 2013	December 31, 2012
Common Shares	62,655	62,528	61,846
Options	4,063	3,436	2,663
Incentive Based Units	492	329	276

In the three months ended December 31, 2013, 245 share options were granted to directors, officers and employees at an average exercise price of \$11.72 per option, 29 share options were exercised by directors, officers and employees and 78 share options were forfeited. In the three months ended December 31, 2013, 20 incentive based units were granted to directors, officers and employees, NIL were exercised and 1 were forfeited.

## **FINANCIAL INSTRUMENTS**

### **Fair Values**

The carrying values of cash and cash equivalents, trade and other receivables, trade and other payables, accrued liabilities, and dividends payable approximate their fair value due to the relatively short periods to maturity of the instruments. Loans and borrowings utilize a combination of short term fixed rates through the use of 30 to 90 day Banker's Acceptance and floating rates and accordingly its fair market value approximates its carrying value.

### **Interest Rate Risk**

The Company manages its interest rate risk on borrowings by utilizing a combination of short-term fixed rates through the use of 30 to 90 day Banker's Acceptance rates and floating rates on debt. For the year ended December 31, 2013, the loans and borrowings, comprising equipment leases and automobile loans, were at fixed rates.

### **Foreign Currency Risk**

Although the Company operates exclusively in Canada, it does have exchange rate exposure on purchases of some materials and equipment produced in the United States. The Company has not entered into any material hedging positions.

### **Off-Balance Sheet Arrangements**

The Company has no off-balance sheet arrangements as at December 31, 2013, other than the operating leases described above under “Contractual Obligations”.

### **ACCOUNTING POLICIES AND ESTIMATES**

The Company’s IFRS accounting policies are provided in Note 3 to the Consolidated Financial Statements as at and for the years ended December 31, 2013 and 2012.

### **Critical Accounting Estimates and Judgments**

In the preparation of the Company’s consolidated financial statements, management has made estimates that affect the recorded amounts of certain assets, liabilities, revenues and expenses. Actual results could differ from these estimates. 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 consolidated financial statements are prepared. Please refer to the note 3 to the consolidated financial statements for the year ended December 31, 2013 for a description of the accounting policies of the Company. The Company considers the following to be the significant accounting policies and practices involving the use of estimates and judgments that are critical to determining Canyon’s financial results.

#### ***Key Sources of Estimation Uncertainty***

The following are key estimates and their assumptions made by management affecting the measurement of balances and transactions in these consolidated financial statements.

#### ***Revenue Recognition***

The Company recognizes revenue based on the completion of planned programs of services and adjusted for required changes as agreed by the customer.

#### ***Estimates of Collectability of Accounts Receivable***

The Company’s management regularly reviews outstanding accounts receivable and follows up with customers when settlement has not occurred on a timely basis. A provision for doubtful accounts of \$0.3 million has been established as at December 31, 2013 (December 31, 2012 - \$0.2 million) based on management’s assessment of the Company’s accounts receivable collection history. This assessment of collectability involves significant judgment and frequently involves material dollar amounts. As such, the Company’s operating results could be affected if bad debts in excess of the allowance are actually experienced.

#### ***Depreciation of Property and Equipment***

Depreciation is calculated using varying methods and is intended to reflect the historical value of the underlying component that is consumed in conducting each period’s operations. Estimates affecting management’s assessment of the most appropriate depreciation rate and method of calculation for any particular asset component include the productive life of the asset, its salvage value, equipment utilization rates, planned maintenance programs and technological change.

Revisions to accounting estimates are recognized in the period in which estimates are revised and in any future periods affected.

Management believes that its assessment and choice of estimates used in calculating depreciation are reasonable; however there is no certainty that the depreciation expense provided will correctly measure the actual reduction in value of asset components used in operations over time. During the quarter ended March 31, 2012, management revised estimates and underlying assumptions on certain equipment. Please refer to Note 9 to the consolidated financial statements for the years ended December 31, 2013 and 2012.

#### *Non-Financial Assets*

Where impairment indicators exist, the recoverable amount of the asset or cash-generating unit ("CGU" or "CGUs") is determined using the greater of fair value less costs to sell or value-in-use. Value-in-use calculations require assumptions for discount rates and estimations of the timing for events or circumstances that will affect future cash flows. Fair value less costs to sell requires management to make estimates of fair value using market conditions for similar assets as well as estimations for costs to sell taking into account dismantling and transportation costs.

Every reporting period, management assesses the carrying value of non-financial assets for indications of impairment. When an indication of impairment is present, an impairment test is performed and if required, the asset is written down to its estimated recoverable amount. No indications of impairment existed in the quarter ended December 31, 2013 or in the years ended December 31, 2013 and 2012.

The assessment of impairment indicators is subjective and considers the various internal and external factors such as the financial performance of individual CGUs, market capitalization and industry trends. In addition, the impairment assessment is impacted by how management determines the composition of CGUs. Management has grouped assets into CGUs based on several factors with a primary focus on assets whose cash flows are interdependent. This assessment is subject to management estimate and interpretation.

#### *Provisions and Contingencies*

The Company is required to estimate the amount of provisions and contingencies based on the estimated future outcome of the event.

#### *Share-Based Payments*

The Company's estimate of share-based payment compensation is dependent upon estimates of historic volatility and forfeiture rates.

### **Critical Judgments in Applying Accounting Policies**

The following are critical judgements that management has made in the process of applying accounting policies and that have the most significant effect on the amounts recognized in the consolidated financial statements.

#### *Non-Financial Assets*

The Company's assets are aggregated into cash-generating units for the purpose of calculating impairment. CGUs are based on management's judgements and assessment of the CGU's ability to generate independent cash inflows. Judgments are also required to assess when impairment indicators exist and impairment testing is required.

### *Provisions and Contingencies*

The Company is required to exercise judgment in assessing whether the criterion for recognition of a provision or a contingency has been met. The Company considers whether a present obligation exists, probability of loss and can a reliable estimate be formulated.

## **RISK FACTORS AND RISK MANAGEMENT**

Readers of the Company's interim report should carefully consider the risks described under the heading "Risk Factors" in the Company's Annual Information Form for the year ended December 31, 2012. In addition, readers should also consider the following principal risks.

### **Industry Conditions**

The demand, pricing and terms for oilfield services in the Company's service areas largely depend upon the level of exploration and development activity for oil, NGLs and natural gas. Industry conditions are influenced by numerous factors over which Canyon has no control, including: oil and natural gas prices, expectations about future oil and natural gas prices, pipeline capacity for export of oil and natural gas out of the WCSB, levels of consumer demand; the cost of exploring for, producing and delivering oil and natural gas; the expected rates of declining current production; the discovery rates of new oil and natural gas reservoirs; and weather conditions. As a result, the level of activity in the oil and natural gas exploration and production industry is volatile. A material decline in oil or natural gas prices or industry activity could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows. Conversely, during periods of high commodity prices, when customers' cash flows increase, the demand for Canyon's services can also increase.

### **Seasonality**

There is greater demand for oilfield services provided by the Company in the WCSB in the winter season when the occurrence of freezing permits the movement and operation of heavy equipment. Consequently, oilfield services activities tend to increase in the fall and peak in the winter months of November through March. The volatility in the weather can therefore create unpredictability in activity and utilization rates, which could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

### **Intangible Property**

In delivering services to its customers, Canyon has developed proprietary technology and know-how. To maintain its competitive position, the Company undertakes to protect its intellectual property by applying for patent protection. The Company has been granted a patent in Canada, Australia and the United States for fracturing with deformable, light weight proppant.

### **Competition**

Canyon's market is highly competitive and the Company does not presently hold a dominant market position with respect to its service offerings.

### **Reliance on Personnel**

The success of the Company is dependent on attracting and retaining skilled personnel. Any loss of key personnel could adversely affect the Company's business. To support the new service line offerings, the Company has approximately 900 full time staff as at December 31, 2013.

### **Access to Equipment, Parts, Development of New Technology**

The ability of Canyon to compete and increase its operations and provide reliable service to customers is dependent on the Company having access to reliable equipment, spare parts and components, which are at least technologically equivalent to those utilized by competitors and to the development and acquisition of new and competitive technologies as industry conditions require. There can be no assurance that existing sources for equipment will be maintained or that new technologically advanced equipment will be acquired. If such equipment is not available, Canyon's ability to compete may be weakened.

### **Credit Risk**

The Company's accounts receivable are due from customers that operate in the oil and natural gas exploration and production industry, and are subject to typical industry credit risks. The Company assesses the credit worthiness of its customers, and monitors accounts receivable outstanding on a regular, ongoing basis.

### **Interest Rate Risk**

The Company manages its interest rate risk through a combination of fixed and floating rate borrowings.

### **Dependence on Suppliers**

The ability of the Company to compete and grow will be dependent on the Company having access, at a reasonable cost and in a timely manner, to equipment, parts and components.

The Company's ability to provide services to its customers is also dependent upon the availability at reasonable prices of raw materials which the Company purchases from various suppliers, most of whom are located in Canada. Alternate suppliers exist for all raw materials.

### **Dependence on Major Customers**

The Company has a customer base of more than 60 exploration and production entities, ranging from large multinational public entities to small private companies. Notwithstanding the Company's significant customer base, five customers account for 50% of the Company's accounts receivable as at December 31, 2013, and 38% of the Company's revenue for the year ended December 31, 2013. The Company has historically had a stable relationship with these customers and has no reason to believe there will be any change to these relationships in the future. The Company continuously makes efforts to expand its customer base.

### **Vulnerability to Market Changes**

Fixed costs, including costs associated with operating expenses, leases, labour costs and depreciation account for a significant portion of the Company's costs and expenses. As a result, reduced productivity resulting from reduced demand, equipment failure, weather or other factors could have a material adverse effect on the Company's business, results of operations, financial condition and cash flows.

### **Government Regulation**

The Company's operations are subject to a variety of Canadian federal, provincial and local laws, regulations and guidelines, including laws and regulations relating to health and safety, the conduct of operations, the protection of the environment and the manufacture, management, transportation, storage

and disposal of certain materials used in the Company's operations. Management believes that the Company is in compliance with such laws, regulations and guidelines.

### **Environmental Liability**

The Company is subject to various environmental laws and regulations enacted in the jurisdictions in which it operates which govern the manufacture, processing, importation, transportation, handling and disposal of certain materials used in the Company's operations. The Company has established procedures to address compliance with current environmental laws and regulations and monitors its practices concerning the handling of environmentally hazardous materials.

## **CONTROLS AND PROCEDURES**

### **Disclosure Controls and Procedures**

Canyon's Chief Executive Officer and Chief Financial Officer have designed, or caused to be designed under their supervision, disclosure controls and procedures to provide reasonable assurance that: (i) material information relating to the Company is made known to Canyon's Chief Executive Officer and Chief Financial Officer by others, particularly during the period in which the annual and interim filings are being prepared; and (ii) information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time period specified in securities legislation. Such officers have evaluated, or caused to be evaluated under their supervision, the effectiveness of Canyon's disclosure controls and procedures at the financial year end of the Company and have concluded that the Company's disclosure controls and procedures are effective at the financial year end of the Company for the foregoing purposes.

### **Internal Controls over Financial Reporting**

Canyon's Chief Executive Officer and Chief Financial Officer have designed or caused to be designed under their supervision, internal controls over financial reporting to provide reasonable assurance regarding the reliability of the Company's financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles applicable to the Company. Such officers have evaluated, or caused to be evaluated under their supervision, the effectiveness of Canyon's internal controls over financial reporting at the financial year end of the Company and have concluded that Canyon's internal controls over financial reporting are effective at the financial year end of the Company for the foregoing purposes.

No material changes in the Company's internal controls over financial reporting were identified during the year beginning on January 1, 2013 and ended on December 31, 2013, that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting. No material changes in Canyon's internal controls over financial reporting were identified during such period that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting. It should be noted that a control system, including the Company's disclosure and internal controls and procedures, no matter how well conceived, can provide only reasonable, but not absolute, assurance that the objectives of the control system will be met and it should not be expected that the disclosure and internal controls and procedures will prevent all errors or fraud.

## **FORWARD-LOOKING STATEMENTS**

This document contains certain forward-looking information and statements within the meaning of applicable securities laws. The use of any of the words "expect", "anticipate", "continue", "estimate", "objective", "ongoing", "may", "will", "should", "believe", "plans" and similar expressions are intended to identify forward-looking information or statements. In particular, but without limiting the foregoing, this document contains forward-looking information and statements pertaining to the following: future oil and natural gas prices; future results from operations; future liquidity and financial capacity and financial resources; future costs, expenses and royalty rates; future interest costs; future capital expenditures; future capital structure and expansion; the making and timing of future regulatory filings; and the Company's ongoing relationship with major customers.

The forward-looking information and statements contained in this document reflect several material factors and expectations and assumptions of the Company including, without limitation: that the Company will continue to conduct its operations in a manner consistent with past operations; the general continuance of current or, where applicable, assumed industry conditions; the continuance of existing (and in certain circumstances, the implementation of proposed) tax, royalty and regulatory regimes; certain commodity price and other cost assumptions; the continued availability of adequate debt and/or equity financing and cash flow to funds its capital and operating requirements as needed; and the extent of its liabilities. The Company believes the material factors, expectations and assumptions reflected in the forward-looking information and statements are reasonable but no assurance can be given that these factors, expectations and assumptions will prove to be correct.

The forward-looking information and statements included in this document are not guarantees of future performance and should not be unduly relied upon. Such information and statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking information or statements including, without limitation: changes in commodity prices; changes in the demand for or supply of the Company's services; unanticipated operating results; changes in tax or environmental laws, royalty rates or other regulatory matters; changes in the development plans of third parties; increased debt levels or debt service requirements; limited, unfavourable or a lack of access to capital markets; increased costs; a lack of adequate insurance coverage; the impact of competitors; reliance on industry partners; attracting and retaining skilled personnel and certain other risks detailed from time to time in the Company's public disclosure documents (including, without limitation, those risks identified in this document and the Company's Annual Information Form).

The forward-looking information and statements contained in this document speak only as of the date of the document, and none of the Company or its subsidiaries assumes any obligation to publicly update or revise them to reflect new events or circumstances, except as may be required pursuant to applicable laws.