



## MANAGEMENT'S DISCUSSION AND ANALYSIS SECOND QUARTER 2016

This management discussion and analysis ("MD&A") is dated August 4, 2016. It should be read in conjunction with the condensed consolidated interim financial statements and notes of Canyon Services Group Inc. ("Canyon" or the "Company") as at and for the three and six months ending June 30, 2016 and 2015 as well as the audited consolidated financial statements and notes as at and for the years ending December 31, 2015 and 2014. Additional information relating to the Company, including the Company's Annual Information Form ("AIF") for the year ended December 31, 2015, is available on SEDAR at [www.sedar.com](http://www.sedar.com). All amounts are denominated in Canadian dollars unless otherwise identified.

We refer you to the end of the MD&A for our Risk Factors and Non-GAAP Measures. We also note that this MD&A contains forward-looking information and statements. Our disclaimer on forward-looking information and statements is described at the end of this MD&A.

### CORPORATE OVERVIEW

Canyon is an oilfield services company that focuses operations in the Western Canadian Sedimentary Basin ("WCSB") with two core business lines: Pressure Pumping Services and Fluid Management Services. Canyon provides Pressure Pumping Services while Canyon's wholly owned subsidiary, Fraction Energy Services Ltd. ("Fraction"), provides Fluid Management Services.

000's except per share, job amounts and hydraulic pumping capacity (Unaudited)	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2016	2015	2016	2015
Consolidated revenues	\$25,733	\$43,159	\$97,002	\$198,744
Loss and comprehensive loss	(\$22,617)	(\$21,857)	(\$43,211)	(\$22,939)
Per share-basic	(\$0.26)	(\$0.32)	(\$0.55)	(\$0.33)
Per share-diluted	(\$0.26)	(\$0.32)	(\$0.55)	(\$0.33)
Adjusted EBITDA <sup>(1)</sup>	(\$14,261)	(\$9,754)	(\$17,934)	\$8,581
Funds from (used in) operations <sup>(1)</sup>	(\$7,943)	(\$4,504)	(\$7,534)	\$11,082
Adjusted loss and comprehensive loss <sup>(1)</sup>	(\$19,907)	(\$18,881)	(\$33,007)	(\$17,087)
Adjusted per share-basic <sup>(1)</sup>	(\$0.23)	(\$0.27)	(\$0.42)	(\$0.25)
Adjusted per share-diluted <sup>(1)</sup>	(\$0.23)	(\$0.27)	(\$0.42)	(\$0.25)
Total pressure pumping jobs completed <sup>(2)</sup>	530	283	1,194	903
Consolidated pressure pumping revenue per job <sup>(2)</sup>	\$43,920	\$131,585	\$72,554	\$195,149
Average fracturing revenue per job	\$62,665	\$232,569	\$105,458	\$255,162
Hydraulic Pumping Capacity:				
Average HHP	255,500	255,500	255,500	255,500
Exit HHP	255,500	255,500	255,500	255,500
Capital expenditures	\$582	\$6,053	\$1,860	\$23,671

000's except per share amounts (Unaudited)	As at June 30, 2016	As at December 31, 2015
	Cash and cash equivalents	\$1,127
Working capital	\$23,127	\$27,578
Total long-term financial liabilities	\$8,665	\$64,779
Total assets	\$446,522	\$510,088
Cash dividends declared per share	\$0.00	\$0.29

Note (1): See *Non-GAAP Measures* described on page 20 of this MD&A.

Note (2): Includes all jobs from each service line within Pressure Pumping Services, specifically hydraulic fracturing; coiled tubing; nitrogen fracturing; acidizing and cementing.

## FINANCIAL AND OPERATING HIGHLIGHTS

### Second Quarter Industry Conditions

Oil prices improved dramatically in the second quarter of 2016 with WTI price increasing by 36% relative to the low levels experienced in the first quarter of 2016 (*source*: Nickles Energy Group). However, the price for this commodity remains weak compared to historical levels and has continued to demonstrate high volatility. Natural gas prices weakened sequentially with AECO spot prices declining by 23% in Q2 2016 over Q1 2016. Industry activity and the demand for oilfield services has now been declining for approximately eighteen months in response to the weak commodity prices. Global concerns around oil supply and economic growth together with record global inventory levels have resulted in WTI oil prices for Q2 2016 declining by 21% over Q2 2015 (*source*: US Energy Information Administration). Similarly, in the case of natural gas, AECO spot prices for Q2 2016 declined by 48% relative to Q2 2015 (*source*: Nickles Energy Group) in response to strong U.S. production levels, high inventory levels, and mild winter conditions.

In response to the lower commodity pricing environment, exploration and production companies (E&P) have reduced capital programs leading to dramatic declines in drilling rig utilization, well licensing and well completions, which are key drivers of oilfield services activity across the WCSB. The average drilling rig count across the WCSB has declined by 50% from the second quarter of 2015 (*source*: Nickles Energy Group), while WCSB well licenses decreased by 34% in the second quarter of 2016 compared to the second quarter of 2015 (*source*: Nickles Energy Group).

As a result of lower industry activity levels and intense competition, pricing levels for pressure pumping and fluid management services have decreased to unprecedented levels which is evident from the overall negative financial results experienced by the pressure pumping industry. The Company's second quarter 2016 Pressure Pumping Services and Fluid Management Services pricing declined by roughly 5% from the already low levels experienced in Q1 2016.

The above *Industry Conditions* are referred to throughout this MD&A.

### Overall Performance and Results of Operations

The aforementioned *Industry Conditions* was a contributing factor resulting in lower second quarter financial results when compared to Q2 2015. The primary factor resulting in lower Second Quarter 2016 consolidated adjusted EBITDA is the impact of bad debt expenses and severance costs of \$4.4 million. In Q2 2016, consolidated revenues totaled \$25.7 million, down 40% from \$43.2 million in Q2 2015 when industry activity and pricing were considerably higher. Although backed by a large private equity shareholder, an E&P customer filed for creditor protection under the Companies Creditors Arrangement Act, resulting in the recognition of a significant bad debt expense in the second quarter.

Q2 2016 consolidated adjusted EBITDA was negative \$14.3 million compared to negative \$9.8 million in Q2 2015. Excluding the effect of \$4.4 million in bad debt expenses and severance costs, Q2 2016 negative adjusted EBITDA would have been consistent with Q2 2015 results, even though revenue was down 40% from the same period in 2015. Canyon's ability to maintain a relatively stable level of financial loss while *Industry Conditions* continued to worsen is the result of Canyon shifting the majority of the Company's workforce to variable pay in 2015 and early 2016, combined with significant additional cost reduction measures (see *Cost Reduction Measures* for further details).

For the six months ended June 30, 2016 consolidated revenue of \$97.0 million (2015: \$198.7 million) and consolidated adjusted EBITDA of negative \$17.9 million (2015: \$8.6 million) decreased significantly from the comparable 2015 period primarily due to *Industry Conditions*.

The consolidated loss and comprehensive loss for the three and six months ended June 30, 2016 of \$22.6 million and \$43.2 million, respectively (three and six months ended June 30, 2015: \$21.9 million loss and \$22.9 million loss, respectively) was a result of *Industry Conditions*.

### Overview of Pressure Pumping Services

In Pressure Pumping Services, *Industry Conditions* led to lower activity and rapidly deteriorating customer pricing levels. This has resulted in current pricing levels approximately 40% - 45% lower than those prevailing at the beginning of 2015.

In the three and six months ended June 30, 2016, drilling activity was down approximately 50% and 42%, respectively, over the comparable 2015 periods as certain E&P companies deferred completion expenditures due to weak commodity prices. Pressure Pumping Services experienced high job counts during the first half of 2016 with Canyon's Pressure Pumping Services job count for the three and six months ended June 30, 2016 increasing by 87% and 32%, respectively, from the comparable 2015 periods. Cementing jobs completed for the three and six months ended June 30, 2016 increased by 432% and 242%, respectively, over the comparable 2015 periods primarily due to Canyon's focus on expanding its market share in Saskatchewan which has led to long-term contract-based work. Hydraulic fracturing jobs reported completed for the three and six months ended June 30, 2016 increased by 94% and 12% over the comparable 2015 periods mostly due to administrative changes requested by certain customers to invoice by stage rather than by day. For the three and six months ended June 30, 2016, average hydraulic fracturing revenue per job decreased 73% and 59%, respectively, from the comparable 2015 periods due primarily to the aforementioned pricing declines, job mix and the customer requested administrative changes.

The general trend in well completions design has resulted in increased fracturing intensity on a per well basis in the form of more fractures per wellbore and/or larger individual fracture designs. One of the main predictors of fracture intensity for pressure pumping is the average total length in meters per well. Meters drilled per well in the first half of 2016 has increased by approximately 9% from the first half of 2015 (*source: Nickles Energy Group*), however, total meters drilled in the WCSB has decreased by approximately 40% due to the sharp decrease in overall activity. The service intensity per well combined with the increased proppant volumes and the usage of more expensive types of proppant, has not been enough to offset the activity and pricing declines seen in the first half of 2016.

Pressure Pumping Services cash flow and profitability remain highly levered to changes in customer pricing due to the cost intensive nature of the business. Throughout 2015 and into 2016, Canyon has been working with suppliers, as well as continuing to review its internal operations and systems to reduce both variable and fixed input costs. These include: 1) proppants and chemicals; 2) third-party hauling and fuel; and 3) labour, benefits and accommodations. The goal of these reductions is to permanently reduce our input costs of delivering services to our customers (see *Cost Reduction Measures* below for further details). These cost reduction efforts, while substantial, cannot overcome the dramatic reduction in Pressure Pumping Services' pricing. As a result, Pressure Pumping Services adjusted EBITDA for the three and six months ended June 30, 2016 was negative \$12.4 million and \$16.2 million, respectively, which was down from the comparable 2015 periods of adjusted EBITDA of negative \$10.7 million and positive \$3.1 million, respectively. Second quarter 2016 results include the impact of bad debt expenses and severance costs of \$3.8 million.

### **Overview of Fluid Management Services**

Fraction is a provider of fracturing fluid logistics, containment, transfer and storage for the oil and natural gas industry in Northwest Alberta and Northeast British Columbia and operates as an independent operating segment. Fraction's service offering complements Canyon's offering of services to our customers.

As a result of the *Industry Conditions*, prices have declined by approximately 35% for water transfer services, and up to 70% for containment services, when compared to peak 2014 pricing levels. For the three and six months ended June 30, 2016, Fraction contributed \$2.6 million and \$10.9 million in revenue, respectively, resulting in \$1.0 million and \$0.1 million of negative adjusted EBITDA, respectively. During the three and six months ended June 30, 2015, revenue was \$6.6 million and \$24.0 million, respectively, and adjusted EBITDA was \$1.5 million and \$7.0 million, respectively. Second quarter 2016 financial results were negatively affected by charges for severance costs and bad debt expenses of \$0.6 million.

*Industry Conditions* contributed to reduced first half of 2016 revenues and profitability when compared to the first half of 2015. While tank rentals, fluid containment and fluid transfer services are still required for completions, the volume of work has decreased and there is continued pressure on pricing due to intense competition. The decline in volume of work is evidenced by a decline in tank rental utilization rates to 30% in first half of 2016 from 48% in the first half of 2015.

### **Cost Reduction Measures**

To mitigate the significant decreases in the pricing of services, Canyon has been working diligently to reduce all operating and input costs, primarily focused on: chemicals; proppants; fuel; third party hauling; accommodations; and labour. Canyon does not view the reduction of input costs as a one-time exercise and is continuing to work with suppliers and customers to gain concessions and economies of scale. More importantly, we have made and will continue to make changes to permanently reorganize and transform certain business processes with the goal of permanently reducing the cost of delivering our services.

### *Canyon's Variable Pay Structure*

Canyon's Pressure Pumping Services division has moved away from a fixed cost model to a variable pay model so that expenses are more closely linked to revenue. The pressure pumping industry has historically experienced significant volatility of cash flows due to the fact that many field employees received fixed base salaries. This previous lack of flexibility within the Pressure Pumping Services division's cost structure magnified cash flow losses during low activity periods. The positive financial impact of the switch to variable pay is evidenced in the Q2 2016 financial results. Although consolidated revenues were down approximately 40%, negative consolidated adjusted EBITDA was consistent with Q2 2015 levels, net of the \$4.4 million of bad debt expenses and severance costs. The timeline for the move to variable pay has been as follows: (1) effective August 1, 2015, Canyon introduced an hourly rate for the transportation group to more closely match the compensation structure of the trucking industry; (2) effective November 1, 2015, Canyon introduced a day rate for the majority of the field staff in its pressure pumping business; and (3) effective January 1, 2016 additional field support staff were transitioned to the day rate model. These changes now place approximately 75% of the Company's consolidated workforce on a variable pay structure compared to about 10% at the beginning of the first quarter of 2015.

### *Other Input Costs*

The second quarter of 2016 chemical costs have been reduced by approximately 17%, and third party hauling rates have decreased by approximately 10%, relative to the second quarter of 2015. Although trucking rates have declined from 2015 levels, Canyon has achieved additional savings in decreasing third party hauling costs by migrating the majority of its trucking to an internal cost rather than a third-party cost. The cost of both Canadian and U.S. sourced proppants has been reduced by approximately 21% net of exchange rate fluctuations in the second quarter of 2016 compared to the second quarter of 2015. Minor concessions have been received from fuel suppliers and accommodation costs have been reduced by about 15%. During the first half of 2016, Canyon reduced its permanent employee count in the Pressure Pumping Services and Fluid Management Services divisions by 17% and 23%, respectively, to better match reduced activity levels. The reduced work force resulted in severance costs of \$1.5 million for the 2015 year and \$0.7 million for the six months ended June 30, 2016. During the first quarter of 2015, employees' salaries were rolled back between 5% and 10%, with a 10% reduction of executive management salaries and directors' fees. The reduced salaries remain in effect and various employee benefits were also reduced or suspended.

### **Dividend**

The Board of Directors continuously reviews the long-term capital structure of the Company and its corresponding dividend policy each fiscal quarter. On March 3, 2016, the Company announced the suspension of its quarterly dividend. At the date of this MD&A, there is currently no plan to reinstate a dividend until *Industry Conditions* improve.

### **Q2 2016 Key Events**

Some of the key strategic events for the three months ended June 30, 2016 and to the date of this MD&A are as follows:

- Significant cost reduction measures resulted in the Company minimizing the financial loss to \$14.3 million of negative adjusted consolidated EBITDA. Excluding the effect of \$4.4 million of bad debt expenses and severance costs, consolidated adjusted EBITDA would have approximated the Q2 2015 amount of negative \$9.8 million even though *Industry Conditions* resulted in pricing driven revenue declines of 40% to \$25.7 million (Q2 2015: \$43.2 million). The bad debt expense primarily relates to a private equity backed customer entering into insolvency proceedings during the quarter.
- On January 1, 2016 Canyon transitioned additional field support staff to a variable pay structure, placing approximately 75% of the Company's consolidated workforce on either hourly or daily pay rates. This strategy helped Canyon mitigate Q2 financial losses which the Company estimates would have been approximately \$4.5 million greater in the absence of such measures.
- As at June 30, 2016, Canyon maintained a strong financial position with \$5.0 million drawn under its amended credit facility and has \$95.0 million available, which excludes amounts that may be available from the accordion feature of \$50.0 million.

## INDUSTRY COMMENTARY & 2016 OUTLOOK

### Industry Commentary

The deterioration of oil and natural gas prices since mid-2014 has significantly altered industry expectations of activity levels and job pricing for at least the remainder of 2016. Through the second quarter, improvement in commodity prices has introduced some early discussion of increasing activity. However, E&P's remain extremely sensitive to the volatile swings in the commodity price process. Therefore, any significant expansion of E&P capital programs is likely dependent upon further commodity price improvements and a moderation of commodity price volatility. Should an expansion in E&P capital programs occur, the corresponding increase in industry activity should allow oilfield services activity and pricing to improve above currently unsustainable levels that have resulted in negative EBITDA margins through the first half of 2016.

The current commodity price environment has forced E&P's to focus on only the most economic resource plays within the WCSB. The key trend is for continued investment in the Montney, Bakken and Viking formations with increasing interest in the Duvernay and Shaunavon. These are all areas in which Canyon is active. Given the growing service intensity required by E&P Companies to complete wells in the Montney and Duvernay formations, a modest increase in commodity prices could result in a return to a sustainable level of well completion services pricing. Any potential pricing increase could be positively or negatively magnified depending upon how quickly the well completion services industry can reactivate idle equipment. Our view is that the ability for the pressure pumping industry to activate idle equipment quickly will depend on: (1) the availability of qualified workers, many of whom have now left the industry; and (2) the need for significant investment to overhaul equipment which has been idle for approximately one year, on an expedited basis. While a positive final investment decision ("FID") on Liquefied Natural Gas would have a positive impact on advancing increases in well completion services pricing, we believe that the economics of the key WCSB resource plays (noted above) are competitive with other significant North American resource plays such that a FID is not required for continued (and potentially increasing) E&P investment in these areas.

### Canyon Commentary

While Canyon has reduced its costs over the past several quarters to respond to decreased WCSB activity and customer pricing levels, the impact of lower customer pricing for the six months ended June 30, 2016 has more than offset benefits gained from our *Cost Reduction Measures*. This pricing degradation has directly impacted the bottom line as margins have been eroded in comparison to 2015, resulting in a negative consolidated adjusted EBITDA of \$17.9 million for the six months ended June 30, 2016. Even with further cost reduction measures, it will be difficult for Canyon to return to positive adjusted EBITDA unless pricing and overall oilfield services activity levels improve. For the six months ended June 30, 2016, negative adjusted EBITDA would have been worse had we not been proactive in reducing our cost structure and taking an industry leading position in adjusting to a more variable operating cost structure.

Although the Company has significantly reduced its debt levels with the recently completed equity offering and succeeded in implementing a more flexible and lower cost structure, we are not immune to the most dramatic decline in drilling and completions activity this industry has experienced in decades. As a result, we expect overall 2016 activity and financial results to trail 2015's already depressed levels. However, we believe financial losses of the magnitude experienced during the first half of 2016 are ultimately not viable for the long-term sustainability of the pressure pumping industry as a whole and therefore oilfield services pricing will improve. If customer prices do not improve, we believe more pressure pumping companies will exit the business as was experienced in the first half of 2016. We believe Canyon is better positioned than our competitors to navigate these expected near term financial losses while making improvements for the long-term sustainability of our business.

We are continuing to work closely with our customers to increase efficiencies in all of our service offerings, with specific focus on our pad-based 24 hour projects which offer the most cost savings to our customers. This includes utilizing our Fluid Management Services division to bundle fracturing and fluid services for the customer, thereby avoiding well completion delays and providing more efficient operations for the customer.

### Primary Objectives

As a result of our relatively strong financial position, and our reduced and adjusted cost structure, Canyon's short-term and long-term objectives remain essentially unchanged for 2016. In the short-term, our primary objective is to maintain and selectively grow our market share, which has and will continue to negatively impact short-term return on invested capital. Our primary long-term objectives are as follows:

- To build a leading Canadian oilfield service provider that can succeed and grow over the long-term and provide superior long-term returns on invested capital to our investors by reducing finding and development costs for our customers through operational and technical advancements in service delivery.
- To grow Canyon's operating assets over the next five years, with a continuing focus on servicing the WCSB.

To achieve our objectives, Canyon will continue to undertake the following key activities:

- Seek out attractive investment opportunities, including actively evaluating oilfield acquisition opportunities that will add both long-term value on a per share basis and enhance our relative competitive position with customers; and
- Strengthen relationships with top-tier customers and build our reputation in the region's premier unconventional plays with a particular focus on high-rate treatments.

## FINANCIAL REVIEW – SECOND QUARTER 2016 COMPARED TO 2015

### Pressure Pumping Services – Q2 Financial Review

000's (Unaudited)	Three Months Ended June 30,				
	2016			2015	
	Total	Percentage of revenue	Percentage change	Total	Percentage of revenue
Revenue	\$23,141		(37%)	\$36,560	
Depreciation - cost of services	(9,443)	(41%)	(9%)	(10,392)	(28%)
Other - cost of services	(29,580)	(128%)	(32%)	(43,786)	(120%)
Cost of services	(39,023)	(169%)	(28%)	(54,178)	(148%)
Gross profit (loss)	(15,882)	(69%)	(10%)	(17,618)	(48%)
Depreciation - administrative expenses	(346)	(1%)	(40%)	(576)	(2%)
Other - administrative expenses	(2,580)	(11%)	(25%)	(3,444)	(9%)
Administrative expenses	(2,926)	(13%)	(27%)	(4,020)	(11%)
Bad debt expenses	(3,417)	(15%)	-%	-	-%
Amortization expense	(5)	-%	-%	(5)	-%
Results from operating activities	(22,230)	(96%)	3%	(21,643)	(59%)
Add non-cash items:					
Depreciation and amortization	9,794	42%	(11%)	10,973	30%
Adjusted EBITDA <sup>(1)</sup>	(\$12,436)	(54%)	17%	(\$10,670)	(29%)

Note (1): See *Non-GAAP Measures*.

#### Revenues

In Q2 2016, Canyon completed 530 jobs, an 87% increase over the 283 jobs completed in Q2 2015 despite industry activity levels that were approximately one-half of prior year's levels. However, both competitive pricing pressures as well as the mix of services provided adversely impacted revenue per job. In the current quarter, lower-revenue cementing jobs completed increased by 432% over Q2 2015 due to the addition of contract work, while higher-revenue hydraulic fracturing jobs completed increased by 94% over the same period primarily due to the job mix and administrative changes in how our customers have requested their billings resulting in more invoices per well. Although Canyon's activity levels increased overall, commodity prices remained volatile throughout the quarter which, coupled with reduced overall industry activity, led to sharply lower customer pricing. As a result, Pressure Pumping Services revenue decreased by 37% to \$23.1 million from \$36.6 million in Q2 2015.

### Cost of services

Cost of services includes materials, products, transportation and repair costs, employee benefits expense and depreciation of property and equipment. The following table provides a summary of cost of services:

000's (Unaudited)	Three Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$8,836	(40%)	\$14,800
Depreciation of property and equipment	9,443	(9%)	10,392
Materials and inventory	12,913	(4%)	13,482
Operating expense	7,831	(49%)	15,504
Total cost of services	\$39,023	(28%)	\$54,178

- Total costs of services did not decline in proportion to revenue declines as supplier discounts and staff reductions were not in proportion to services revenue pricing decreases.
- Employee benefits expense decreased by 40% in Q2 2016 when compared to Q2 2015 due to reduced activity levels, as well as a reduction in the fixed salaried employee count. Severance costs were \$0.4 million during Q2 2016. While the Company implemented staff reductions in response to *Industry Conditions*, pricing for services deteriorated more than the staffing reductions.
- Depreciation of property and equipment decreased 9% when compared to Q2 2015, due primarily to the change in expected useful life calculation of coiled tubing, nitrogen and cementing equipment that occurred in Q2 2015.
- Materials, products, transportation and other operating expenses decreased in Q2 2016 when compared to Q2 2015 due to the previously noted *Cost Reduction Measures* offset by increases in third party materials required to support increases in well intensity.

### Administrative expenses (G&A)

The following table provides a summary of G&A:

000's (Unaudited)	Three Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$2,536	(19%)	\$3,123
Depreciation of property and equipment	346	(40%)	576
Other administration expenses	44	(86%)	321
Total administrative expenses	\$2,926	(27%)	\$4,020

Overall, G&A expenses are lower by 27% primarily attributable to the wage rate, benefits and staffing reductions implemented throughout 2015 and into Q2 2016 as previously discussed in *Cost Reduction Measures*.

### Adjusted EBITDA

In Q2 2016, adjusted EBITDA for Pressure Pumping Services decreased to a negative \$12.4 million from a negative \$10.7 million in Q2 2015. The primary cause of the decline was due to bad debt expenses of approximately \$3.4 million. Excluding the effect of the bad debt expenses, negative adjusted EBITDA from the Pressure Pumping Services division was reduced primarily due to the previously discussed *Cost Reduction Measures*.

## Fluid Management Services – Q2 Financial Review

000's (Unaudited)	Three Months Ended June 30,				
	2016			2015	
	Total	Percentage of revenue	Percentage change	Total	Percentage of revenue
Revenue	\$2,592		(61%)	\$6,599	
Depreciation - cost of services	(2,489)	(96%)	33%	(1,866)	(28%)
Other - cost of services	(1,913)	(74%)	(49%)	(3,785)	(57%)
Cost of services	(4,402)	(170%)	(22%)	(5,651)	(86%)
Gross profit (loss)	(1,810)	(70%)	(291%)	948	14%
Other - administrative expenses	(1,088)	(42%)	(19%)	(1,346)	(20%)
Administrative expenses	(1,088)	(42%)	(19%)	(1,346)	(20%)
Bad debt expenses	(587)	(23%)	-%	-	-%
Amortization expense	(1,562)	(60%)	4%	(1,500)	(23%)
Results from operating activities	(5,047)	(195%)	166%	(1,898)	(29%)
Add non-cash items:					
Depreciation and amortization	4,051	156%	20%	3,366	51%
Adjusted EBITDA <sup>(1)</sup>	(\$996)	(38%)	(168%)	\$1,468	22%

Note (1): See *Non-GAAP Measures*.

### Revenues

The Fluid Management Services division, contributed \$2.6 million of revenue to Canyon in Q2 2016, a 61% decrease from the \$6.6 million generated in Q2 2015. *Industry Conditions* caused increased competitive pressures from smaller service providers which led to pricing declines of 15% to 30% for water transfer services and significantly higher pricing declines for containment services relative to Q2 2015.

### Cost of services

The following table provides a summary of cost of services:

000's (Unaudited)	Three Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$824	(53%)	\$1,741
Depreciation of property and equipment	2,489	33%	1,866
Materials and inventory	325	(40%)	538
Operating expense	764	(49%)	1,506
Total cost of services	\$4,402	(22%)	\$5,651

- Employee benefits expense decreased by 53% in Q2 2016 due to a reduction in wage rates as well as a decrease in staffing to match reduced industry activity levels.
- Materials, products, transportation and repair costs decreased dramatically in Q2 2016 when compared to Q2 2015, mainly due to lower activity. Although discounts for costs were negotiated, the costs did not decrease in proportion to revenue as competitive pressures resulted in price decreases which were greater than input cost decreases.
- Depreciation of property and equipment expense increased by 33% in Q2 2016 primarily due to the acquisition of a fluid hauling business in Q3 2015.

### Administrative expenses (G&A)

The following table provides a summary of G&A:

000's (Unaudited)	Three Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$569	1%	\$563
Other administration expenses	519	(34%)	783
Total administrative expenses	\$1,088	(19%)	\$1,346

Even though staffing levels were lower in the current quarter, employee benefits expense remained unchanged primarily as a result of severance costs. Overall, G&A expenses decreased by 19% as a result of continued cost reduction measures.

### Adjusted EBITDA

Q2 2016 adjusted EBITDA totaled negative \$1.0 million, compared to positive \$1.5 million in Q2 2015, primarily due to the bad debt expenses of \$0.6 million, lower activity, and reduced customer pricing.

### Corporate – Q2 Financial Review

This segment consists of costs incurred to operate a public company, including corporate management, head office costs, share-based payment expenses and professional fees.

000's (Unaudited)	Three Months Ended June 30,		
	2016		2015
	Total	Percentage change	Total
Revenue	\$-		\$-
Share-based payment transactions - administrative expenses	(1,143)	(22%)	(1,471)
Other - administrative expenses	(829)	50%	(552)
Results from operating activities	(1,972)	(3%)	(2,023)
Add non-cash items:			
Share-based payment transactions - administrative expenses	1,143	(22%)	1,471
Adjusted EBITDA <sup>(1)</sup>	(\$829)	50%	(\$552)

Note (1): See *Non-GAAP Measures*.

Administrative expenses for the three months ended June 30, 2016 totaled \$2.0 million and includes employee benefits expense, share-based payments, and other head office administrative expenses. These expenses did not change significantly from Q2 2015 levels.

### Other Items – Quarterly Consolidated Statement of Operations

000's (Unaudited)	Three Months Ended June 30,	
	2016	2015
Finance costs	\$216	\$854
Foreign exchange loss (gain)	\$42	(\$274)
Income tax expense recovery	\$6,426	\$4,088

### Finance costs

Finance costs include interest on bank indebtedness and finance lease obligations and totaled \$0.2 million in Q2 2016, which decreased significantly from the 2015 figure of \$0.9 million. The decrease is primarily due to using proceeds from the Q1 2016 equity financing to repay outstanding bank debt.

### Foreign exchange loss

In Q2 2016, the Company recorded a nominal foreign exchange loss of \$42 (2015: gain of \$274). The Company purchases U.S. sourced proppants which require payment in USD. Payments are due 30 to 45 days after purchase which cause foreign exchange gains and losses on outstanding USD accounts payable. In addition, included within foreign exchange gain (loss) are amounts related to the Company's foreign exchange hedging activities.

### Income tax expense

For Q2 2016, the actual calculated tax rate did not equal the expected combined income tax rate of 27% primarily due to income before income tax including expenses that are not deductible for tax purposes, including non-deductible share-based payment expenses.

## FINANCIAL REVIEW – YEAR TO DATE 2016 COMPARED TO 2015

### Pressure Pumping Services – Year to Date Financial Review

000's (Unaudited)	Six Months Ended June 30,				
	2016			2015	
	Total	Percentage of revenue	Percentage change	Total	Percentage of revenue
Revenue	\$86,119		(51%)	\$174,742	
Depreciation - cost of services	(20,160)	(23%)	(10%)	(22,475)	(13%)
Other - cost of services	(92,979)	(108%)	(43%)	(163,753)	(94%)
Cost of services	(113,139)	(131%)	(39%)	(186,228)	(107%)
Gross profit (loss)	(27,020)	(31%)	135%	(11,486)	(7%)
Depreciation - administrative expenses	(885)	(1%)	(20%)	(1,105)	(1%)
Other - administrative expenses	(5,951)	(7%)	(24%)	(7,847)	(4%)
Administrative expenses	(6,836)	(8%)	(24%)	(8,952)	(5%)
Bad debt expenses	(3,417)	(4%)	-%	-	-%
Amortization expense	(10)	-%	-%	(10)	-%
Results from operating activities	(37,283)	(43%)	82%	(20,448)	(12%)
Add non-cash items:					
Depreciation and amortization	21,055	24%	(11%)	23,590	13%
Adjusted EBITDA <sup>(1)</sup>	(\$16,228)	(19%)	(616%)	\$3,142	2%

Note (1): See *Non-GAAP Measures*.

### Revenues

For the six months ended June 30, 2016, Canyon completed 1,194 jobs, a 32% increase over the 903 jobs completed for the six months ended June 30, 2015, despite industry activity levels that were approximately one-half of prior year's levels. However, both competitive pricing pressures as well as the mix of services provided adversely impacted revenue per job. Lower-revenue cementing jobs completed increased by 242% over 2015 due to the addition of contract work, and higher-revenue hydraulic fracturing jobs completed increased 12% over the same period. Commodity prices remained low throughout the period which, coupled with reduced industry activity, has led to sharply lower customer pricing. As a result, Pressure Pumping Services revenue decreased by 51% to \$86.1 million from \$174.7 million in 2015.

### Cost of services

Cost of services includes materials, products, transportation and repair costs, employee benefits expense and depreciation of property and equipment. The following table provides a summary of cost of services:

000's (Unaudited)	Six Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$27,067	(40%)	\$44,827
Depreciation of property and equipment	20,160	(10%)	22,475
Materials and inventory	46,532	(43%)	81,161
Operating expense	19,380	(49%)	37,765
Total cost of services	\$113,139	(39%)	\$186,228

- Total cost of services did not decline in proportion to the 51% decline in revenue as supplier discounts were not in proportion to services revenue pricing decreases. Additionally, certain of the input costs purchased in United States dollars (USD) were negatively affected by the appreciation in USD relative to the Canadian dollar.
- Employee benefits expense decreased by 40% for the six months ended June 30, 2016 when compared to the same period in 2015 due to activity being weighted to lower intensity cementing work, as well as a reduction in the fixed salaried employee count. Severance costs were \$0.6 million during the first half of 2016. While the Company implemented wage rate reductions in response to *Industry Conditions*, pricing for services deteriorated more than the wage rate reductions.
- Depreciation of property and equipment decreased 10% when compared to 2015, due primarily to the change in expected useful life calculation of coiled tubing, nitrogen and cementing equipment that occurred in Q2 2015.
- Materials, products, transportation and other operating expenses decreased dramatically for the six months ended June 30, 2016 when compared to 2015 due to the previously noted *Cost Reduction Measures* offset by increases in third party materials required to support increases in well intensity. Included in 2016 operating expense is a commodity tax provision of \$0.8 million resulting from ongoing tax authority assessments.

### Administrative expenses (G&A)

The following table provides a summary of G&A:

000's (Unaudited)	Six Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$4,630	(27%)	\$6,365
Depreciation of property and equipment	885	(20%)	1,105
Other administration expenses	1,321	(11%)	1,482
Total administrative expenses	\$6,836	(24%)	\$8,952

Overall, G&A expenses are lower by 24% primarily attributable to the wage rate, benefits, and staffing reductions implemented throughout 2015 and into Q2 2016 as previously discussed in *Cost Reduction Measures*. Included in employee benefits expense is approximately \$0.6 million of severance costs.

### Adjusted EBITDA

For the six months ended June 30, 2016, adjusted EBITDA for Pressure Pumping Services decreased to a negative \$16.2 million from a positive \$3.1 million in 2015. The primary cause of the decline was the aforementioned impact of items related to bad debt expenses and severance costs of \$4.0 million and *Industry Conditions* that resulted in reduced customer pricing.

## Fluid Management Services – YTD Financial Review

000's (Unaudited)	Six Months Ended June 30,				
	2016			2015	
	Total	Percentage of revenue	Percentage change	Total	Percentage of revenue
Revenue	\$10,883		(55%)	\$24,002	
Depreciation - cost of services	(4,900)	(45%)	37%	(3,585)	(15%)
Other - cost of services	(7,900)	(73%)	(44%)	(14,051)	(59%)
Cost of services	(12,800)	(118%)	(27%)	(17,636)	(73%)
Gross profit (loss)	(1,917)	(18%)	(130%)	6,366	27%
Other - administrative expenses	(2,534)	(23%)	(15%)	(2,970)	(12%)
Administrative expenses	(2,534)	(23%)	(15%)	(2,970)	(12%)
Bad debt expenses	(587)	(5%)	-%	-	-%
Amortization expense	(3,004)	(28%)	-%	(3,000)	(12%)
Results from operating activities	(8,042)	(74%)	(2,131%)	396	2%
Add non-cash items:					
Depreciation and amortization	7,904	73%	20%	6,585	27%
Adjusted EBITDA <sup>(1)</sup>	(\$138)	(1%)	(102%)	\$6,981	29%

Note (1): See *Non-GAAP Measures*.

### Revenues

The Fluid Management Services division, contributed \$10.9 million of revenue to Canyon for the six months ended June 30, 2016, a 55% decrease from the \$24.0 million generated in the comparable 2015 period. *Industry Conditions* caused increased competitive pressures from smaller service providers which led to pricing declines of 15% to 30% for water transfer services and significantly higher pricing declines for containment services relative to 2015.

### Cost of services

The following table provides a summary of cost of services:

000's (Unaudited)	Six Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$3,474	(44%)	\$6,242
Depreciation of property and equipment	4,900	37%	3,585
Materials and inventory	1,166	(26%)	1,582
Operating expense	3,260	(48%)	6,227
Total cost of services	\$12,800	(27%)	\$17,636

- Employee benefits expense decreased by 44% for the six months ended June 30, 2016 due to a reduction in wage rates as well as a decrease in staffing to match reduced industry activity levels.
- Materials, products, transportation and repair costs decreased dramatically for the six months ended June 30, 2016 when compared to 2015, mainly due to lower activity. Although discounts for costs were negotiated, the costs did not decrease in proportion to revenue as competitive pressures resulted in price decreases which were greater than input cost decreases.
- Depreciation of property and equipment expense increased by 37% for the six months ended June 30, 2016 primarily due to the acquisition of a fluid hauling business in Q3 2015.

### Administrative expenses (G&A)

The following table provides a summary of G&A:

000's (Unaudited)	Six Months Ended June 30,		
	2016	Percentage change	2015
Employee benefits expense	\$1,380	3%	\$1,342
Other administration expenses	1,154	(29%)	1,628
Total administrative expenses	\$2,534	(15%)	\$2,970

Even though staffing levels were lower in the current quarter, employee benefits expense remained unchanged primarily as a result of severance costs. Overall, G&A expenses decreased by 15% as a result of continued cost reduction measures.

### Adjusted EBITDA

For the six months ended June 30, 2016 adjusted EBITDA totaled negative \$0.1 million, a decrease from \$7.0 million in 2015, primarily due to the aforementioned impact of bad debt expenses and severance costs of \$0.7 million, lower activity, and reduced customer pricing.

### Corporate – YTD Financial Review

This segment consists of costs incurred to operate a public company, including corporate management, head office costs, share-based payment expenses and professional fees.

000's (Unaudited)	Six Months Ended June 30,		
	2016		2015
	Total	Percentage change	Total
Revenue	\$-		\$-
Share-based payment transactions - administrative expenses	(6,003)	111%	(2,842)
Other - administrative expenses	(1,568)	2%	(1,542)
Results from operating activities	(7,571)	73%	(4,384)
Add non-cash items:			
Share-based payment transactions - administrative expenses	6,003	111%	2,842
Adjusted EBITDA <sup>(1)</sup>	(\$1,568)	2%	(\$1,542)

Note (1): See *Non-GAAP Measures*.

Administrative expenses for the six months ended June 30, 2016 totaled \$7.6 million (2015: \$4.4 million) and includes employee benefits expense, share-based payments, and other head office administrative expenses. The change is primarily due to an increase in non-cash share-based payments expense in Q1 2016 as a result of annual bonus awards being settled with non-cash share-based payments rather than cash bonuses.

### Other Items – YTD Consolidated Statement of Operations

000's (Unaudited)	Six Months Ended June 30,		
	2016		2015
Finance costs	\$805		\$1,387
Foreign exchange loss	\$607		\$1,290
Income tax recovery	\$11,653		\$4,024

### Finance costs

Finance costs include interest on bank indebtedness and finance lease obligations and totaled \$0.8 million for the six months ended June 30, 2016, which decreased 42% from the 2015 figure of \$1.4 million. The decrease is primarily due to using proceeds from the March 2016 equity financing to repay outstanding bank debt.

### Foreign exchange loss

For the six months ended June 30, 2016, the Company recorded a foreign exchange loss of \$0.6 million (2015: loss of \$1.3 million). The Company purchases U.S. sourced proppants which require payment in USD. Payments are due 30 to 45 days after purchase which cause foreign exchange gains and losses on outstanding USD accounts payable. In addition, included within foreign exchange gain (loss) are amounts related to the Company's foreign exchange hedging activities.

### Income tax expense

For the six months ended June 30, 2016, the actual calculated tax rate did not equal the expected combined income tax rate of 27% primarily due to income before income tax including expenses that are not deductible for tax purposes, including non-deductible share-based payment expenses.

## SUMMARY OF QUARTERLY RESULTS <sup>(1)</sup>

		000's except per share amounts (Unaudited)				
		Revenue	Adjusted EBITDA <sup>(2)</sup>	Income (Loss) and Comprehensive Income (Loss)	Basic Income (Loss) per Share	Diluted Income (Loss) per Share
2016 <sup>(1)</sup>	Q2	\$25,733	(\$14,261)	(\$22,617)	(\$0.26)	(\$0.26)
	Q1	\$71,269	(\$3,673)	(\$20,594)	(\$0.29)	(\$0.29)
2015 <sup>(1)</sup>	Q4	\$93,940	\$7,667	(\$18,261)	(\$0.26)	(\$0.26)
	Q3	\$111,314	\$15,082	(\$20,863)	(\$0.30)	(\$0.30)
	Q2	\$43,159	(\$9,754)	(\$21,857)	(\$0.32)	(\$0.32)
	Q1	\$155,585	\$18,335	(\$1,038)	(\$0.02)	(\$0.02)
2014 <sup>(1)</sup>	Q4	\$188,265	\$45,576	\$22,280	\$0.32	\$0.32
	Q3	\$204,309	\$57,656	\$30,601	\$0.45	\$0.44
	Q2	\$60,253	(\$9,186)	(\$15,263)	(\$0.24)	(\$0.24)

Note (1): The Company's business is seasonal in nature with the periods of greatest activity being in the first, third and fourth quarters.

Note (2): See *Non-GAAP Measures*.

In Q2 2016 and Q2 2015, the lower revenues, negative adjusted EBITDA and loss and comprehensive loss were negatively impacted by the seasonal weather related drilling delays caused by the annual spring break-up. Since Q1 2015, *Industry Conditions* have caused a general negative trend in sequential quarterly financial results which also include goodwill impairments in Q3 2015 and Q4 2015 and approximately \$4.0 million of bad debt expenses in Q2 2016.

Strong Q3 and Q4 2014 revenue, adjusted EBITDA, and income and comprehensive income were the result of the Company's equipment fleet essentially being fully utilized and the inclusion of Fraction's financial results commencing at the time of its acquisition in Q3 2014.

## LIQUIDITY AND CAPITAL RESOURCES

### Funds from operations

Funds from operations totaled negative \$7.9 million and negative \$7.5 million for the three and six months ended June 30, 2016, respectively, down from funds from operations of negative \$4.5 million and positive \$11.1 million, respectively, in the prior year's comparable periods. The decrease in funds from operations is due to *Industry Conditions* as previously described. Funds from operations were primarily financed by changes in working capital and through *Financing* activities, described below.

### Financing

#### *Equity (Share amounts in thousands)*

The Company issued 15,813 common shares at \$4.00 per common for gross proceeds of \$63.3 million (\$59.7 million net of share issue costs) during the six months ended June 30, 2016. There were 3 and nil common shares issued by the Company to employees and officers upon exercise of options pursuant to the Share Purchase Option Plan during

the three and six months ended June 30, 2016, respectively. The Company issued 120 and 944 common shares for nil proceeds pursuant to the Stock-Based Compensation Plan during the three and six months ended June 30, 2016, respectively.

### *Debt*

As a result of the Offering, the Company had \$5 million of bank indebtedness outstanding at June 30, 2016 (December 31, 2015 bank indebtedness net of cash: \$56.9 million). In addition, finance leases as at June 30, 2016 totaled \$5.8 million (December 31, 2015: \$8.7 million).

The principal amount of the amended credit facility totals \$100 million with an accordion feature that allows for the expansion of the amended credit facility by up to an aggregate maximum principal amount of \$50 million. The accordion feature is available upon request by Canyon, subject to review and unanimous approval by the lenders. The amended credit facility has a term of three years, extendible annually, and bears interest at variable rates depending on certain financial ratios and metrics. See *Capital Management* for further discussion of the amended credit facility financial covenant requirements.

### **Working Capital and Cash Requirements**

As at June 30, 2016, Canyon had a working capital balance of \$23.1 million compared to \$27.6 million as at December 31, 2015. As at June 30, 2016 trade and other receivables decreased to \$20.2 million from \$59.1 million as at December 31, 2015 due to lower activity levels related to the seasonal slowdown in the second quarter of 2015. Inventories decreased by \$2.9 million mainly due to lower chemical and proppant levels required for decreased seasonal activity levels in the second quarter. 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 identified customer balances which are assessed to have credit risk exposure and also a general provision for financial credit risk. When it is determined that no recovery of the allowance for doubtful accounts is expected, the doubtful account is recognized as a bad debt expense. As at June 30, 2016, accounts receivable includes an allowance of \$1.4 million for doubtful receivables (December 31, 2015: \$0.1 million).

### **Investments**

For the three and six months ended June 30, 2016, capital expenditures, net of finance leases, totaled \$0.6 million and \$1.9 million, respectively, including maintenance capital, storage, transportation and water transfer equipment. Please refer to *Capital Expenditures* below.

### **Capital Management**

The Company's objective when managing its capital structure is to maintain a balance between debt and equity 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 bank indebtedness less cash. Capitalization is calculated as the debt, as described above, plus shareholders' equity.

The Company also manages its capital structure to maintain compliance with the financial covenants on its amended facility.

The Company is required to maintain certain financial covenants, including a debt to tangible capitalization ratio and debt service coverage ratio. On June 28, 2016, the Company obtained a letter of Waiver and Acknowledgment from its lenders to waive compliance with the Debt Service Coverage Ratio covenant of its Credit Agreement for the quarter ending June 30, 2016. Each of the Company's covenants are described in note 9 of the Company's June 30, 2016 Condensed Consolidated Interim Financial Statements.

As of June 30, 2016, Canyon is in compliance with each of the financial covenants and has \$5 million drawn on its amended facility (see *Financing* above). The Company may be required to adjust its capital structure from time to time as a result of expansion activities or *Industry Conditions*.

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.

### Liquidity Risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Company's approach to managing liquidity is to ensure, where possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

The following table of financial obligations shows the timing of cash outflows relative to trade and other payables, bank indebtedness, finance leases, operating and office leases and capital expenditure commitments as at June 30, 2016:

000's (Unaudited)	Total	Next 12 months	1-3 years	4-5 years	After 5 years
Trade and other payables	\$31,070	\$31,070	\$-	\$-	\$-
Bank indebtedness and finance leases	10,795	2,130	8,665	-	-
Operating and office space leases	6,321	2,345	2,800	1,176	-
Capital expenditure commitments	2,330	2,330	-	-	-
Total contractual obligations	\$50,516	\$37,875	\$11,465	\$1,176	\$-

The Company monitors cash flow requirements and optimizes its cash return on investments. Typically, the Company ensures that it has sufficient cash on demand to meet expected operating expenses for a period of 60 days, including the servicing of financial obligations. The Company's ability to meet its obligations could be adversely affected by sustained current *Industry Conditions*, which cannot reasonably be predicted.

The Company is committed to operating leases for various premises. Included in operating and office space leases is a lease obligation with an entity controlled by a member of key management personnel. The total obligation is \$0.21 million payable over 5 years.

### Capital Expenditures

Capital expenditure commitments will be funded from cash available, funds from operations and if required, available debt facilities. Please see *Working Capital and Cash Requirements*, and *Capital Management*.

Given the current *Industry Conditions*, the Company will look to minimize 2016 capital expenditures to required maintenance capital and modest customer requests that will generate additional funds from operations. Therefore, Canyon's total remaining capital expenditures for 2016, other than capital expenditures through business combinations, are anticipated to be \$10.1 million. Canyon will continue to monitor and may adjust its capital expenditures if industry activity levels become more certain.

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

The following table summarizes Canyon's capitalization as follows:

000's (Unaudited)	August 4, 2016	June 30, 2016	December 31, 2015
Common Shares	85,884	85,884	69,124
Options	2,158	2,163	3,203
Incentive Based Units	2,333	2,328	1,240

Share options and incentive based units granted, exercised, cancelled, expired and forfeited for the three and six months ended June 30, 2016 and 2015 are summarized as follows:

000's (Unaudited)	Three Months Ended June 30,		Six Months Ended June 30,	
	2016	2015	2016	2015
Share Options Granted	698	2	734	1,035
Share Options Exercised	3	-	3	219
Share Options Cancelled	-	-	1,347	-
Share Options Forfeited	104	96	286	142
Share Options Expired	-	-	138	-
Incentive Based Units Granted	1	-	2,133	886
Incentive Based Units Exercised	120	4	944	32
Incentive Based Units Forfeited	78	12	101	17

The average exercise price of the options granted for the three and six months ended June 30, 2016 was \$5.41 and \$5.30 per option (three and six months ended June 30, 2015: \$6.88 and \$7.13 per option, respectively). Please refer to *Financing*.

## FINANCIAL INSTRUMENTS

### Fair Values

The carrying values of cash and cash equivalents, trade and other receivables, trade and other payables, and accrued liabilities 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

Loans and borrowings comprise amounts drawn on the Company's bank credit facilities and finance leases for equipment and automobiles. The Company manages its interest rate risk on bank credit facilities by utilizing a combination of short-term fixed rates through the use of 30 to 90 day Banker's Acceptance rates and floating rates. The finance leases for equipment and automobiles are at fixed interest rates.

### Foreign Currency Risk

The Company is exposed to currency risk on purchases that are denominated in United States Dollars (USD). At June 30, 2016 and December 31, 2015, the exposure to USD was primarily as a result of USD denominated accounts payable of USD\$6.0 million and USD\$8.6 million, respectively.

To manage the currency risk on outstanding USD accounts payable balances and on anticipated USD purchases, the Company may enter into derivative contracts. At June 30, 2016, there were no derivative contracts outstanding.

### Off-Balance Sheet Arrangements

The Company has no off-balance sheet arrangements as at June 30, 2016, other than the operating leases described above under *Liquidity Risk*.

## ACCOUNTING POLICIES AND ESTIMATES

The Company's International Financial Reporting Standards ("IFRS") accounting policies are provided in Note 3 to the Annual Consolidated Financial Statements as at and for the years ended December 31, 2015 and 2014. Future accounting pronouncements are provided at note 2(b) to the Consolidated Financial Statements as at and for the years ended December 31, 2015 and 2014.

### 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 years ended December 31, 2015 and 2014 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 the 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. For Pressure Pumping Services, revenue is recognized as work is completed and agreed upon by the customer. For Fluid Management Services, revenue is recognized based on equipment and manpower usage 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 \$1.4 million has been established as at June 30, 2016 (December 31, 2015: \$0.1 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 debt expenses 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.

#### Non-Financial Assets

Where impairment indicators exist, the recoverable amount of the asset or cash-generating unit ("CGU") is determined using the greater of fair value less costs of disposal 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 of disposal requires management to make estimates of fair value using market conditions for similar assets as well as estimations for costs of disposal, 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 June 30, 2016. As at December 31, 2015, a mandatory impairment test was performed per IAS 36, Impairment of Assets, and the Company recorded a goodwill impairment of \$28.4 million and an impairment loss of \$1.2 million on specific equipment that was partially constructed but not completed. The Company had no further plans to complete fabrication on the equipment.

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.

#### Liquidity Risk

As at June 30, 2016, the Company had a working capital balance of \$23.1 million (December 31, 2015: \$27.6 million) and, subject to certain conditions, also had available on its credit facility approximately \$95 million (December 31,

2015: \$40 million available). At June 30, 2016, the Company was committed to various commitments which require the Company to have available various sources of capital and/or require the Company to generate future operating cash flow to meet the obligations associated with these commitments.

The Company's availability under its existing credit facilities, or availability under alternate similar credit facilities, is dependent on its ability to maintain compliance with certain financial covenants. Current credit facility availability is expected to be greater than anticipated obligations and commitments over the next year. Credit facility availability, including covenant compliance, could be adversely affected by a continued and/or further decline of the oil and gas services business in Canada.

#### Tax Positions

The Company is subject to income and commodity taxes. Judgment is required in determining provisions for taxation. There are many transactions and calculations for determination of the various tax assets and liabilities. The Company maintains provisions for tax assets and liabilities. These provisions are made using the best estimate of the amount expected to be paid based on a qualitative assessment of all relevant factors. The Company reviews the adequacy of these provisions at the end of the reporting period. However, the Company is subject to ongoing audits, and it is possible that at some future date an additional liability could result from audits by taxing authorities. Where the final outcome of these matters is different from the amounts that were initially recorded, such differences will be recognized in the consolidated financial statements in the period in which such determination is made.

#### 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 judgments 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 most recently filed AIF, which are specifically incorporated by reference herein. The AIF is available on SEDAR at [www.sedar.com](http://www.sedar.com). Other than risks described within this MD&A, including within this section, the Company's risk factors and management of those risks has not changed substantially from the most recently filed AIF.

#### **Credit Risk and Dependence on Major Customers**

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

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 accounted for 80% of the Company's accounts receivable at June 30, 2016 (year ended December 31, 2015: five customers, 66% of accounts receivable). For the three and six months ended June 30, 2016, five customers accounted for 84% and 57%, respectively, of the Company's revenue (three and six months ended June 30, 2016: five customers, 66% and 55% of revenue, respectively).

Standard payment terms for the industry are 30-60 days from the invoice date, however industry practice allows payment for up to 90 days after the invoice date.

## **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 period beginning on January 1, 2016 and ended on June 30, 2016, 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.

## **NON-GAAP MEASURES**

The Company's Consolidated Financial Statements have been prepared in accordance with IFRS. Certain measures in this document do not have any standardized meaning as prescribed by IFRS and are considered Non-GAAP Measures.

Adjusted EBITDA, funds from (used in) operations, adjusted income (loss) and comprehensive income (loss) and adjusted per share amounts are not recognized measures under IFRS. Management believes that in addition to income (loss) and comprehensive income (loss), the following measures are useful to help assess the results of the Company.

Descriptions and reconciliations of these Non-GAAP Measures to the most directly comparable IFRS measures are outlined below. Readers should be cautioned that the below metrics should not be construed as an alternative to or a more meaningful measure than those determined in accordance with IFRS. Canyon's method of calculating these metrics may differ from other companies and accordingly, they may not be comparable to measures used by other companies.

### **Adjusted EBITDA**

Canyon calculates adjusted EBITDA as loss and comprehensive loss for the period adjusted for depreciation and amortization, equity settled share-based payment transactions, gain or loss on sale of property and equipment, finance costs, foreign exchange gain or loss, income tax (recovery) expense, and impairment.

Adjusted EBITDA is a useful supplemental measure as it provides an indication of the cash results generated by the Company's principal business activities prior to consideration of how those activities are financed and how the results are taxed.

000's (Unaudited)	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2016	2015	2016	2015
Loss and comprehensive loss	(\$22,617)	(\$21,857)	(\$43,211)	(\$22,939)
Add (deduct):				
Depreciation and amortization	13,845	14,339	28,959	30,175
Finance costs	216	854	805	1,387
Foreign exchange loss (gain)	42	(274)	607	1,290
Share-based payment transactions	1,143	1,471	6,003	2,842
Gain on sale of property and equipment	(464)	(199)	(631)	(150)
Write-off of equipment and onerous contracts	-	-	1,187	-
Income tax recovery	(6,426)	(4,088)	(11,653)	(4,024)
Adjusted EBITDA	(\$14,261)	(\$9,754)	(\$17,934)	\$8,581

### Funds from (used in) Operations

Funds from (used in) operations refers to cash flow from (used in) operations before changes in non-cash working capital, income taxes recovered (paid), but includes finance costs and current tax recovery (expense).

Funds from (used in) operations is a measure of liquidity based on cash generated by the Company's activities without consideration of the timing of the monetization of non-cash working capital items or payment of taxes. Management believes that funds from (used in) operations provides investors with an indication of cash available for capital commitments, debt repayments, payment of taxes, and other expenditures.

000's (Unaudited)	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2016	2015	2016	2015
Net cash (used in) from operating activities	(\$5,138)	\$9,732	\$204	\$1,419
Add (deduct):				
Income tax paid (recovered)	(3,360)	(17)	(4,035)	8,808
Change in non-cash working capital related to operating activities	(6,108)	(19,160)	(14,787)	(2,976)
Current tax recovery	6,879	5,795	11,889	5,218
Finance costs	(216)	(854)	(805)	(1,387)
Funds from (used in) operations	(\$7,943)	(\$4,504)	(\$7,534)	\$11,082

### Adjusted Income (Loss) and Comprehensive Income (Loss)

Adjusted income (loss) and comprehensive income (loss) is calculated as income (loss) and comprehensive income (loss) plus amortization expense on intangibles, impairment expense and share-based payment transactions.

Adjusted per share basic and diluted earnings (loss) per share are calculated as adjusted income (loss) and comprehensive income (loss) divided by weighted average basic and diluted shares outstanding.

These measures provide investors with results generated by the Company's business activities in the normal course of business, not taking into account share-based payments expense, amortization of intangibles or impairment, which are not reflective of past operational activity.

000's (Unaudited)	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2016	2015	2016	2015
Loss and comprehensive loss	(\$22,617)	(\$21,857)	(\$43,211)	(\$22,939)
Amortization expense on intangibles	1,567	1,505	3,014	3,010
Write-off of equipment and onerous contracts	-	-	1,187	-
Share-based payment transactions	1,143	1,471	6,003	2,842
Adjusted loss and comprehensive loss	(\$19,907)	(\$18,881)	(\$33,007)	(\$17,087)
Adjusted per share-basic	(\$0.23)	(\$0.27)	(\$0.42)	(\$0.25)
Adjusted per share-diluted	(\$0.23)	(\$0.27)	(\$0.42)	(\$0.25)

## 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; anticipated activity levels of our customers; 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: impact of commodity prices on activity and pricing; the ability of the pressure pumping industry to activity idle equipment; an FID is not required for activity to improve; the expected timing the Company will experience negative adjusted EBITDA; current financial losses in the industry are not sustainable and pricing will have to improve; that we are better positioned than our competitors to manage financial losses; that bundled services will provide more efficient operations; our primary objectives, and methods of achieving those objectives; the general continuance of current or, where applicable, assumed industry conditions; the continuance of existing 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, unfavorable 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.