

# Oilfield Services

Quarterly Update | Q3 2020



## Alberta Oil Production Curtailment To Be Lifted By End Of 2020

Since January 2019, the Alberta government has been limiting oil production to align with the province's export capacity, attempting to protect the value of its oil by helping prevent Canadian crude from selling at large discounts. The price gap between western Canadian heavy crude and US light oil had ballooned to more than USD \$40/barrel in late 2018.

However, due to the COVID-19 pandemic and resulting economic downturn, forecasts show that inventories are expected to remain low, with sufficient export capacity to allow the industry to operate efficiently without government intervention. The government continues to have the regulatory authority to curtail oil production through December 2021, but with 16% of Alberta's crude oil production still offline, the Alberta government will limit production only if emerging market conditions make the limits absolutely necessary.

The Alberta government will monitor production, pipeline capacity, and rail shipments to ensure that production matches the provinces export capacity. Should forecasts show inventories approaching maximum capacity, production limits will be put back in place.<sup>1</sup>

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## Alaska To Alberta Rail Line



US President Donald Trump issued a presidential permit granting Alberta Railway Development Corporations (A2A) approval to build, own, and operate a \$22 billion railway connecting the Alaska Railroad and Alaska tidewater to Northern Alberta.

The proposed project would see a 2,570km rail line built from Fort McMurray, through the Northwest Territories and Yukon, and finishing at the Delta junction in Alaska, where it will join Alaska's already existing rail which connects to ports near Anchorage. The proposed rail line is expected to transport oil, potash and ore, container goods, and even passengers.<sup>2</sup>

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## Cenovus Energy To Buy Husky Energy

On October 25, 2020, Cenovus Energy Inc. announced it has entered into a definitive agreement to purchase Husky Energy Inc. for \$3.8 billion in shares. The all-stock transaction was valued at USD \$23.6 billion, inclusive of debt, creating the third-largest Canadian oil and natural gas producer by total production. The two Calgary-based companies will combine under the Cenovus Energy Inc. brand to create a resilient and integrated energy leader. Its headquarters will remain in Calgary, Alberta.

Cenovus CEO Alex Pourbaix said the aim of the deal is to create a company that is stronger, more resilient, and operating with "significantly reduced" risk to market volatility. Pourbaix also said "we're going to see more continued consolidation."<sup>3</sup>

Source: 1) Government of Alberta, Global News - Alberta to lift oil production curtailment at the end of 2020

2) A2A Rail, CBC - Trump issues presidential permit authorizing \$22B railway between Alaska and Alberta

3) Cenovus website, CBC - Cenovus to buy Husky Energy for \$3.8B, designed to 'weather the current environment'

## Alberta Plans To Export Hydrogen By 2040

On October 6, 2020, Alberta Premier Jason Kenny announced Alberta will look to use its abundant reserves of natural gas to become an exporter of hydrogen by 2040. Hydrogen could play a significant role in Alberta's transition to a cleaner and lower-carbon energy system.

"The potential for hydrogen is huge," Kenney said, adding that Alberta could potentially produce some of the lowest-cost hydrogen in the world. "Putting Alberta on the global hydrogen map now as this energy source is beginning to gain prominence, will be crucial for us to be at the forefront of future changes in energy."

Some major oil and gas companies such as Shell, Equinor, and BP have already invested millions on hydrogen pilot projects. Faced with low oil prices, restricted international activity, and growing concerns over greenhouse gas emissions, investing in hydrogen has taken on a new urgency in the Canadian oilsands.

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## Continued Reading

For additional information on the highlighted topics:



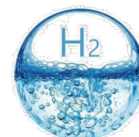
ALBERTA OIL PRODUCTION  
CURTAILMENT



ALASKA TO ALBERTA  
RAIL LINE



CENOVUS ENERGY AND  
HUSKY ENERGY DEAL



ALBERTA HYDROGEN  
PLANS

# Industry Overview

## Expert Thoughts

Raj Sing, Founder & CEO – Fuelled Energy Marketing Inc.



Fuelled Energy Marketing Inc. ("Fuelled") operates as an oilfield equipment dealer in Canada. The Company offers online platforms for buying and selling oilfield equipment such as air compressors, amine plants, bullets, camps and accommodations, coolers, and dehydrators.

Fuelled was also proud to be named the No. 5 Top Growing Company by the Globe and Mail and the top Alberta company on this year's list.

### **What have been the most significant changes that you have seen in the industry and/or your business in the past 12 months?**

"The volatility and downward pressure on energy prices has led to some interesting changes in our business and industry. With any two-sided marketplace (like Amazon), it is always a challenge to balance inventory and demand. The silver lining for Fuelled has been that during these challenging times, equipment owners are more motivated to sell equipment and buyers are looking to execute projects more quickly and cost effectively, which has led to some positive effects for our business. While capital spend in the industry is down significantly, we have still managed to on-board new sellers and buyers on our platform and are now experiencing strong positive network effects. Fuelled has also helped shift buying behavior and we are seeing buyers within and outside the energy space become more comfortable purchasing heavy equipment online from around the world.

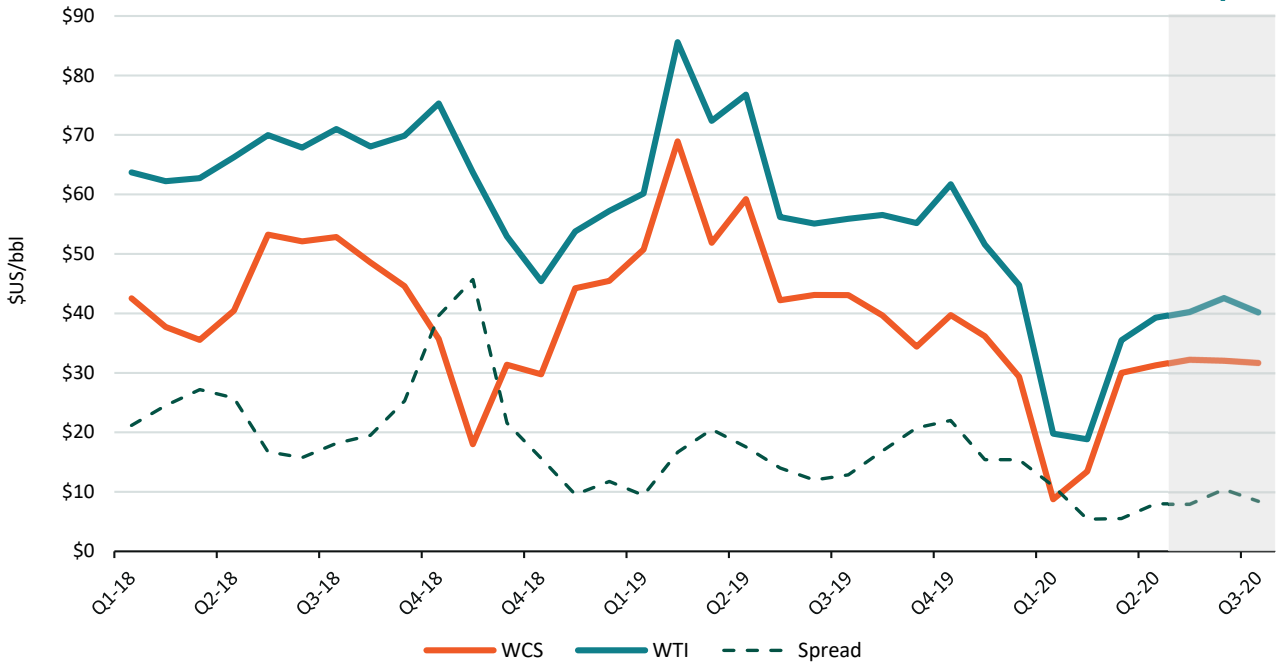
Another significant change for our business, has been in the growth of two newer business lines in Fuelled Appraisals and ARMOUREE. Both businesses are positioned well for uncertain and challenging environments. With Fuelled Appraisals, we use real data and technology to provide quick and credible equipment valuations, which are relied upon by lenders, insurance companies and others. ARMOUREE, which is our subscription business for inventory management and peer-to-peer sales (like Kijiji) has also seen strong growth with new customers such as the Orphan Well Association (OWA)."

### **What challenges or opportunities do you see for your business in the next 12 months?**

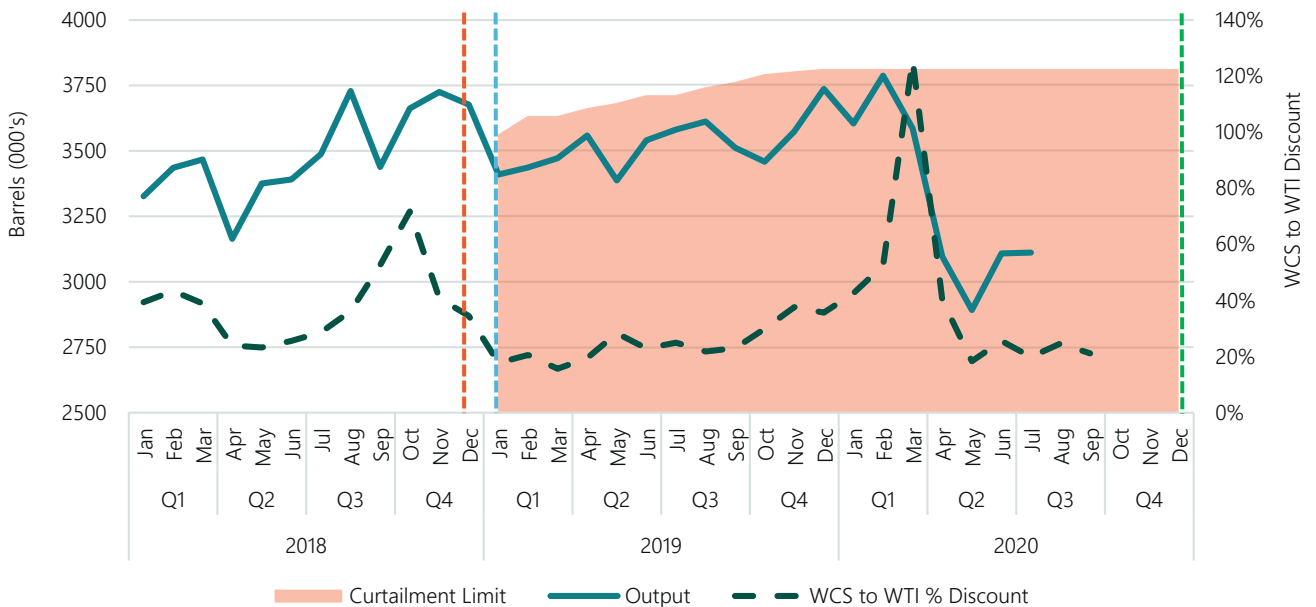
"We see an opportunity in the next 12 months to exponentially increase the amount of equipment consigned to Fuelled and available online. We also believe that Fuelled will be well positioned to provide value to our marketplace participants during what we anticipate being a challenging time in the energy industry.

Strategically we believe there is an opportunity to cross-verticals with our platform and business model and expect this to happen in the coming months. We are fortunate to have a strong and cohesive team at Fuelled and this along with our emphasis on culture will be key ingredients for tackling challenges and executing on opportunities in the next 12 months."

### WTI Versus WCS



### Average Barrels Of Production Per Day In Alberta

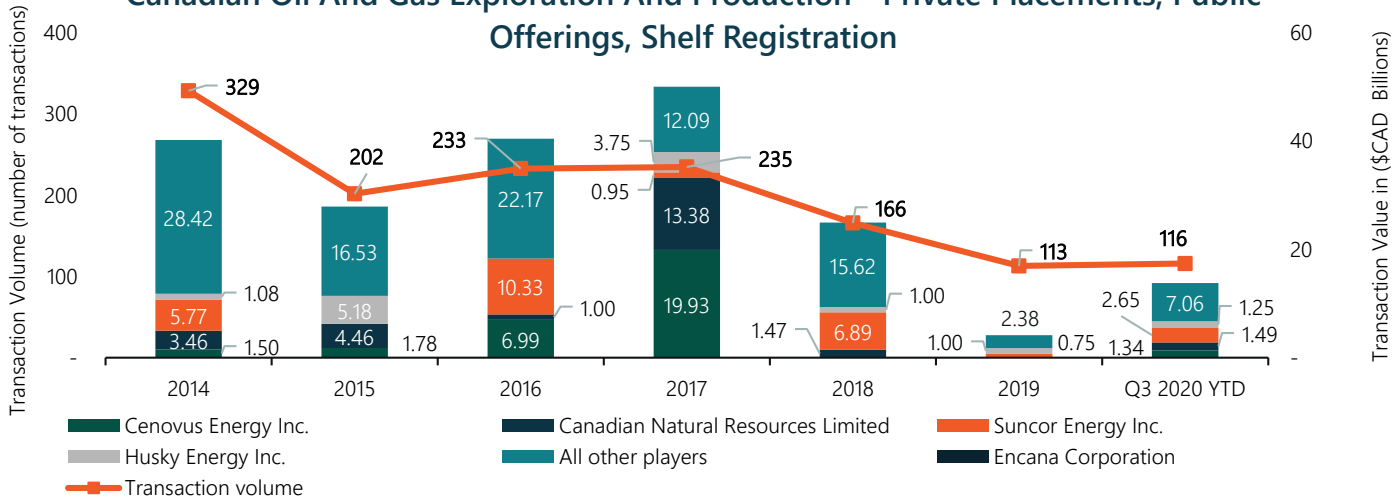


Source: Alberta Government (<https://www.alberta.ca/oil-production-limit.aspx>), (<https://www.alberta.ca/budget.aspx>) and (<https://www.alberta.ca/alberta-petrochemicals-incentive-program.aspx#toc-0>)

# Industry Overview

## Private Placement, Public Offerings, And Shelf Registration

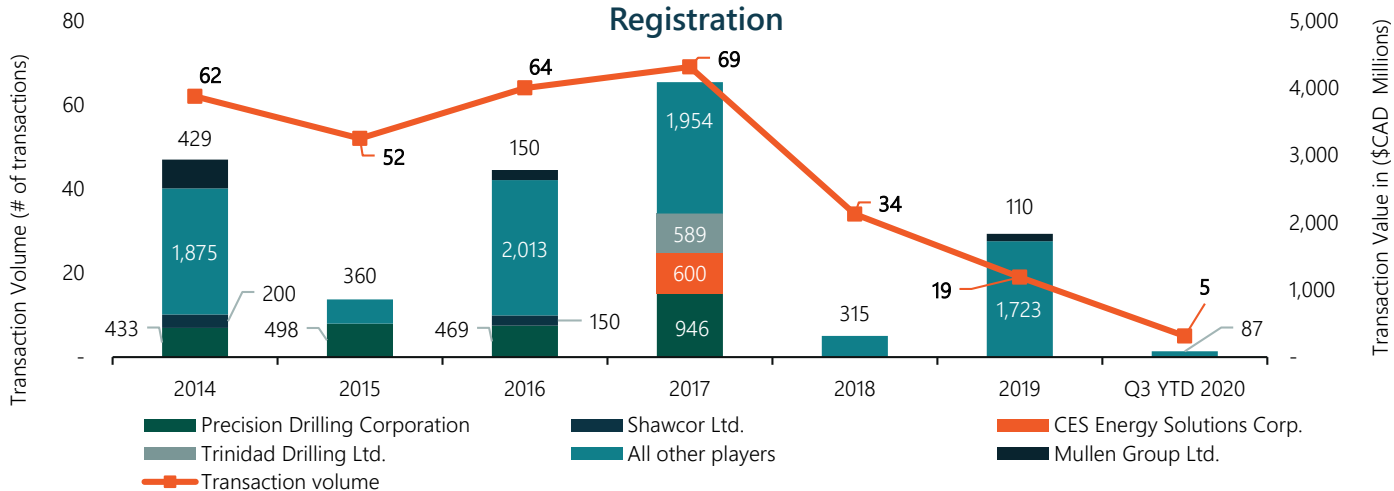
### Canadian Oil And Gas Exploration And Production - Private Placements, Public Offerings, Shelf Registration



### Canadian E&P Public Capital Raised

- Q3 2020 saw less Canadian Exploration and Production (E&P) capital raised than Q2 2020 (\$3,013.0 million vs \$8,283.9 million, respectively). Over 85% of the capital raised came from public offerings by a two major players: Cenovus Energy Inc. (\$1,338.2 million), and Husky Energy Inc. (\$1,249.9 million).
- \$13,788.7 million of total capital has been raised YTD in 2020, much higher than the \$3,267.0 million raised for the same period in 2019.

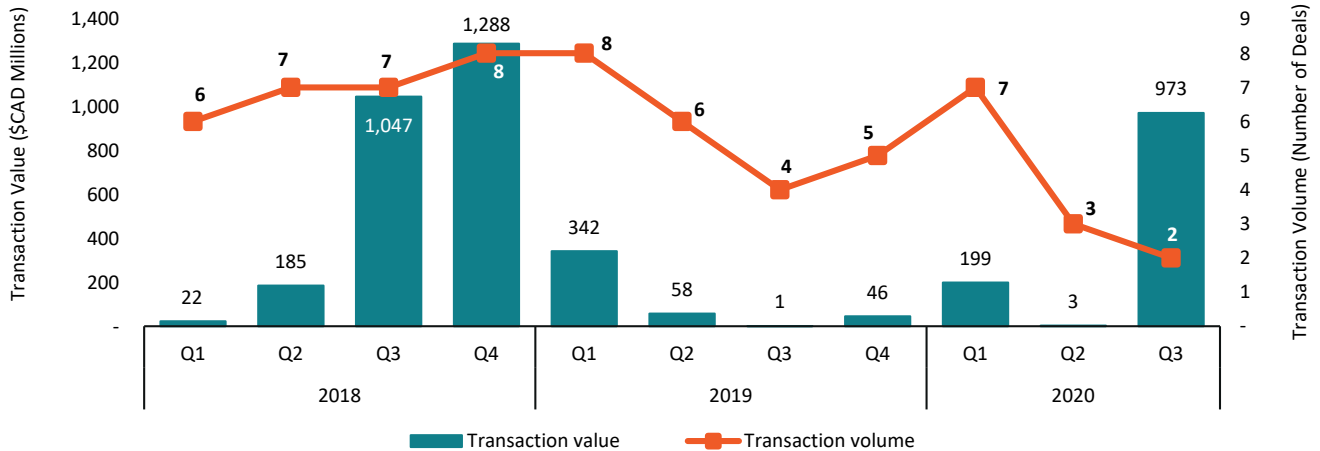
### Canadian Oilfield Services - Private Placements, Public Offerings, Shelf Registration



### Canadian OFS Public Capital Raised

- A total of CAD \$65.0 million OFS capital was raised in Q3 2020, compared to just \$2.0 million raised in Q2 2020. All of Q3's capital raised came from 2 private placements: Calfrac Well Services at CAD \$60.0 million, and HTC Pureenergy Inc. at \$5.0 million.
- CAD \$86.9 million of total capital has been raised YTD in 2020, substantially lower than the CAD \$1.8 billion raised for the same period in 2019.

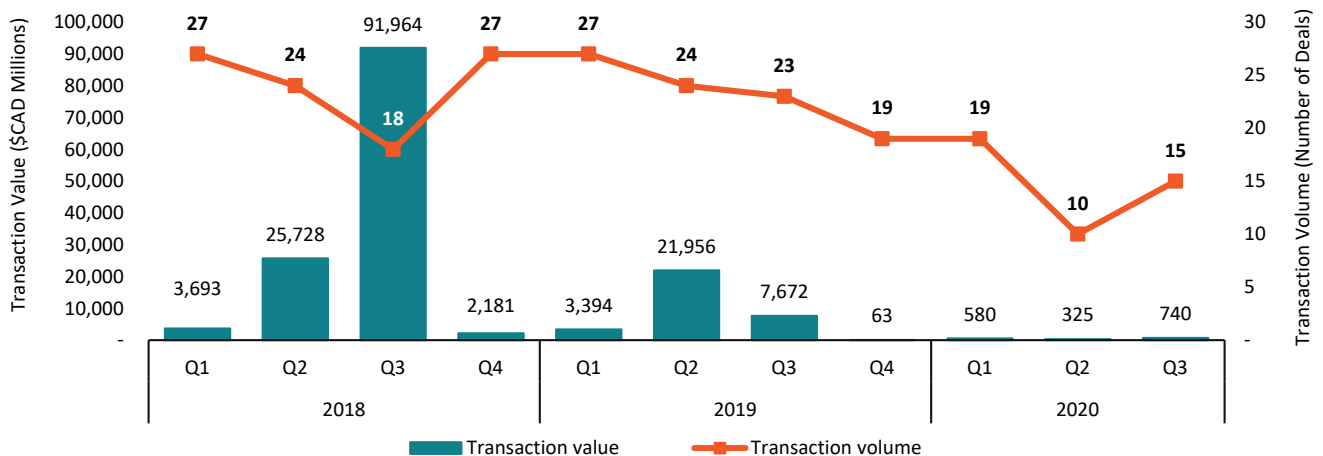
### Canada - Oilfield Services - M&A Transactions



### Transaction Highlights

- In Q3 2020, disclosed transaction value increased dramatically to levels not seen since the end of 2018. However, transaction volume fell even further as Q3 only saw 2 transactions in the oilfield equipment and services space.
- All of the disclosed transaction value for the quarter came from one large transaction; THRC Holdings, LP's unsolicited offer to Calfrac Well Services Ltd. for \$972.6 million in early September. THRC Holdings, LP is an affiliate of Wilks Brothers, LLC.

### United States - Oilfield Services - M&A Transactions



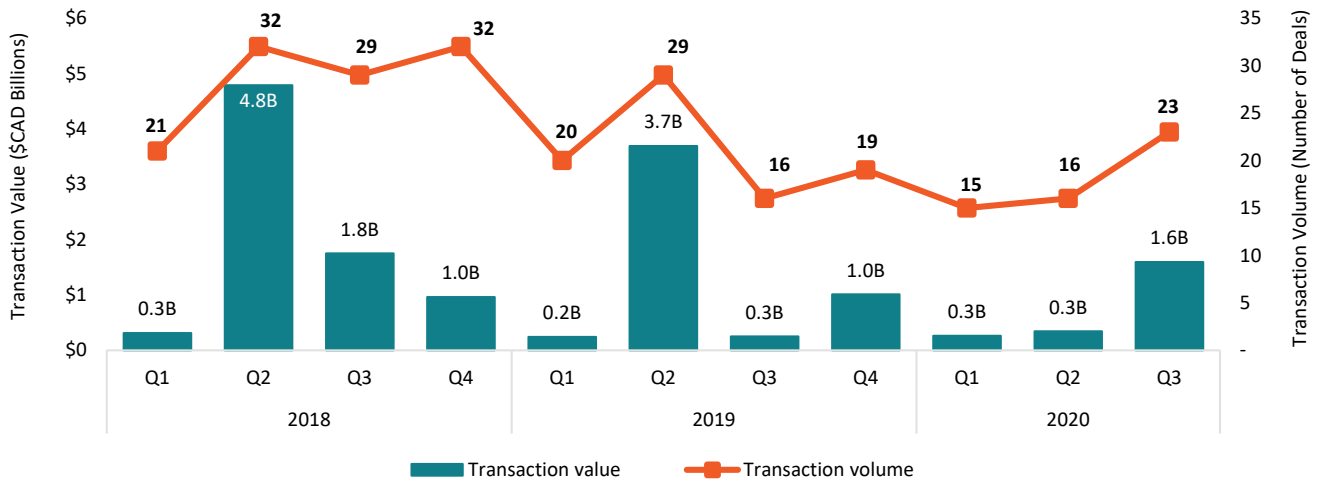
### Transaction Highlights

- In Q3 2020, transaction volume saw a slight rebound with 15 transactions compared to 10 transaction in the previous quarter. Disclosed transaction value also saw an increase from the previous quarter but still remained in the millions.
- The largest contribution to this quarters disclosed transaction value was Liberty Oilfield Services Inc.'s purchase of Schlumberger Technology Corporation's onshore hydraulic fracturing business in the United States and Canada ("OneStim") for \$558.1 million.

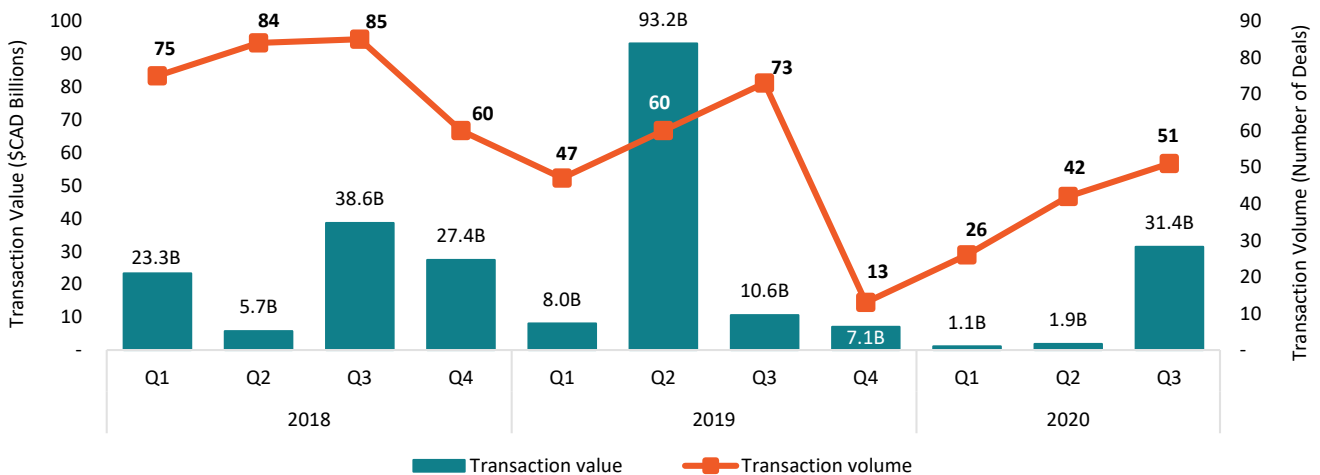
Source: Capital IQ. Data as of September 30, 2020.

Notes: Transaction data may not include all OFS related transactions due to database limitations.  
Oilfield services transactions include companies with head offices in other countries

### Canada - Oil And Gas Exploration And Production - M&A Transactions



### United States - Oil And Gas Exploration And Production - M&A Transactions



### Transaction Highlights

Canadian E&P saw both transaction volume and disclosed value increase in Q3 2020, with seven more transactions and CAD \$1.3 billion more capital deployed than the previous quarter. The two largest Canadian E&P transactions, which made up a majority of the quarters disclosed value, were:

- ConocoPhillips purchase of certain assets of Kelt Exploration (LNG) Ltd. for CAD \$551.0 million; and
- Canadian Natural Resources Limited's acquisition of Painted Pony Energy Ltd. for CAD \$504.7 million

US E&P transaction volume increased from 42 to 51 in Q3 2020 while disclosed transaction value grew substantially to CAD \$31.4 billion compared to a mere CAD \$1.9 billion in Q2 2020. The most notable US E&P transaction for the quarter was:

- The acquisition of Noble Energy by Chevron Corporation for roughly CAD \$19.1 billion

Source: Capital IQ. Data as of September 30, 2020.

Notes: Transaction data may not include all OFS related transactions due to database limitations.

Oilfield services transactions include companies with head offices in other countries

Cenovus Energy Inc. and Husky Energy Inc. deal not included in transaction data as it falls under Q4 2020.





## Enbridge To Resume Line 5 Operations In The Straits Of Mackinac

On September 9, 2020, Enbridge announced it will restart the east segment of Line 5 in the Straits of Mackinac after receiving authorization from the Pipeline and Hazardous Materials Safety Administration (PHMSA) and approval from the Michigan Circuit Court.

Vern Yu, Executive Vice President and President of Liquids Pipelines said, "The decision to allow the restart of the east segment of Line 5 is very positive for the many residents and businesses in Michigan and the Great Lakes region who depend on the energy Line 5 delivers."<sup>1</sup>



## Construction To Start On The 2021 NGTL System Expansion Project

On October 20, 2020, TC Energy Corporation received approval from the Government of Canada for its 2021 NOVA Gas Transmission Ltd. ("NGTL") System Expansion Project, and is awaiting the details of the updated conditions to be released.

The company expects that the approval will allow it to immediately progress construction activities in accordance with regulatory requirements, with compressor station field work expected to begin in December 2020 and pipeline construction activities expected to start in January 2021.<sup>2</sup>



## TC Energy Announces Wisconsin Access Project On ANR Pipeline System

On October 29, 2020, TC Energy Corporation announced that it will move forward with its Wisconsin Access Project to increase natural gas capacity, improve reliability, and reduce emissions on a highly-utilized segment of its ANR Pipeline system.

The Wisconsin Access Project involves meter station upgrades, and compressor station modifications for enhanced operational flexibility and emissions-cutting horsepower replacements.

The project is targeted to be brought in service in the second half of 2022.<sup>2</sup>

# Industry Overview

## Select M&A Transactions



acquired



Announced	Aug 26, 2020
TEV	Not disclosed
TEV/EBITDA	Not disclosed
TEV/Revenue	Not disclosed

- **Artera Services, LLC** provides construction and maintenance services to energy utilities, infrastructure companies, municipalities, and cooperatives in the United States.
- **Otis Eastern Service, LLC** provides oil and gas field services and pipeline construction services. The company operates as a constructor of gathering systems for producers and for pipelines of midstream and transmission companies.



THRC Holdings, LP

acquired



Announced	Sept 1, 2020
TEV	\$972.6MM
TEV/EBITDA	35.32x
TEV/Revenue	0.80x

- **THRC Holdings, LP** is an affiliate of **Wilks Brothers, LLC**, owned by Texas-based investors Dan and Farris Wilks.
- **Calfrac Well Services Ltd.** offers hydraulic fracturing, coiled tubing, cementing, other well stimulation, and pressure pumping services to oil and natural gas industries.



acquired



OneStim Business

Announced	Sept 1, 2020
TEV	\$558.1MM
TEV/EBITDA	1.54x
TEV/Revenue	0.13x

- **Liberty Oilfield Services Inc.** provides hydraulic fracturing services to onshore oil and natural gas E&P companies in North America.
- **OneStim Business**, previously owned by **Schlumberger Technology Corporation**, comprises onshore hydraulic fracturing business in the United States and Canada, including: pressure pumping, pumpdown perforating, and Permian fracturing sand businesses.



acquired



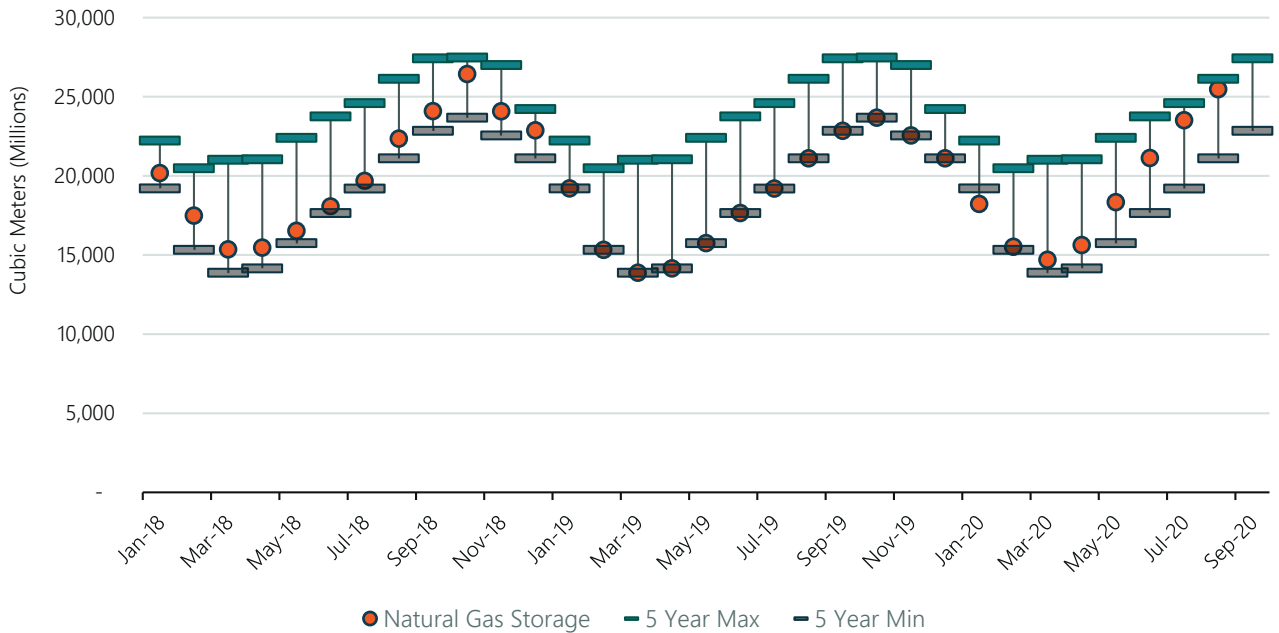
Announced	Sept 2, 2020
TEV	Not disclosed
TEV/EBITDA	Not disclosed
TEV/Revenue	Not disclosed

- **LineStar Integrity Services, LLC** provides integrated solution for all pipeline and facility maintenance. LineStar Integrity Services, LLC was formerly known as EMS Energy Services, LLC.
- **Energy Project Solutions LLC** offers compliance management services that includes program development, jurisdictional analysis, audit support, operator qualification training, permitting, O&M field tasks, and ILI management.

### Natural Gas Prices: Henry Hub vs. AECO

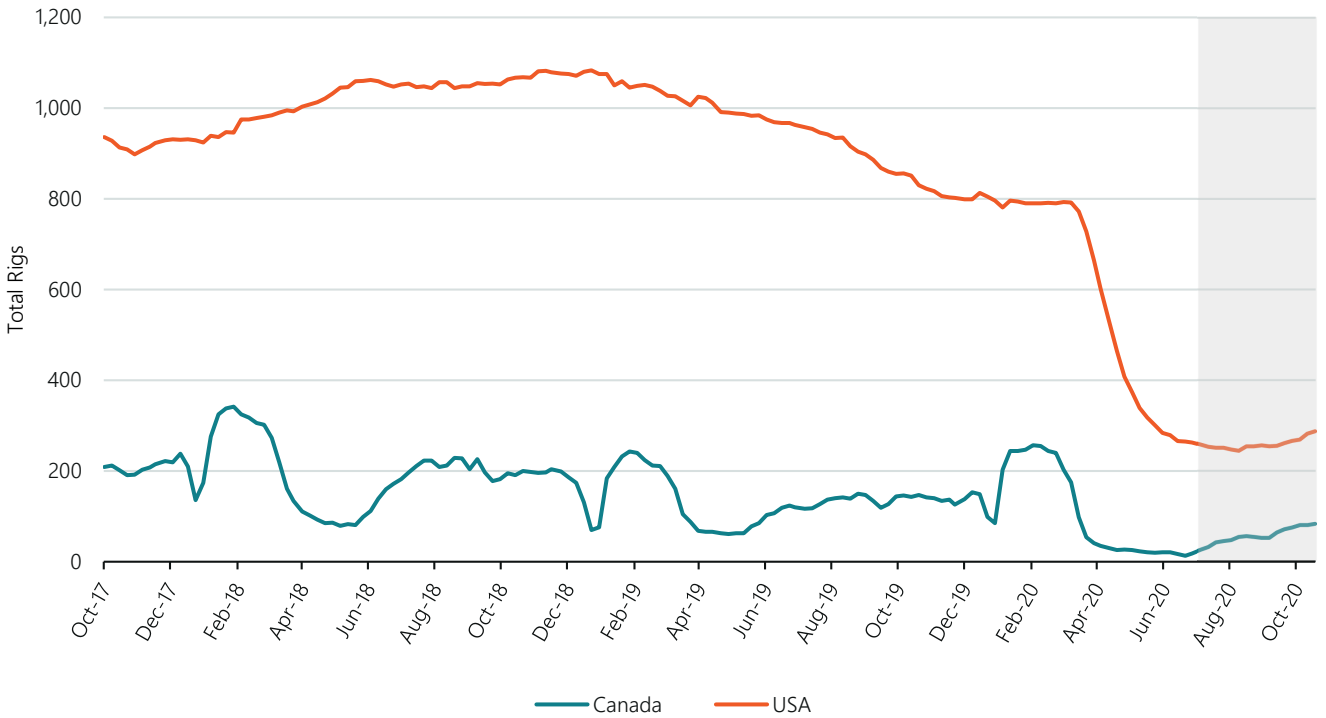


### Canadian Natural Gas Storage

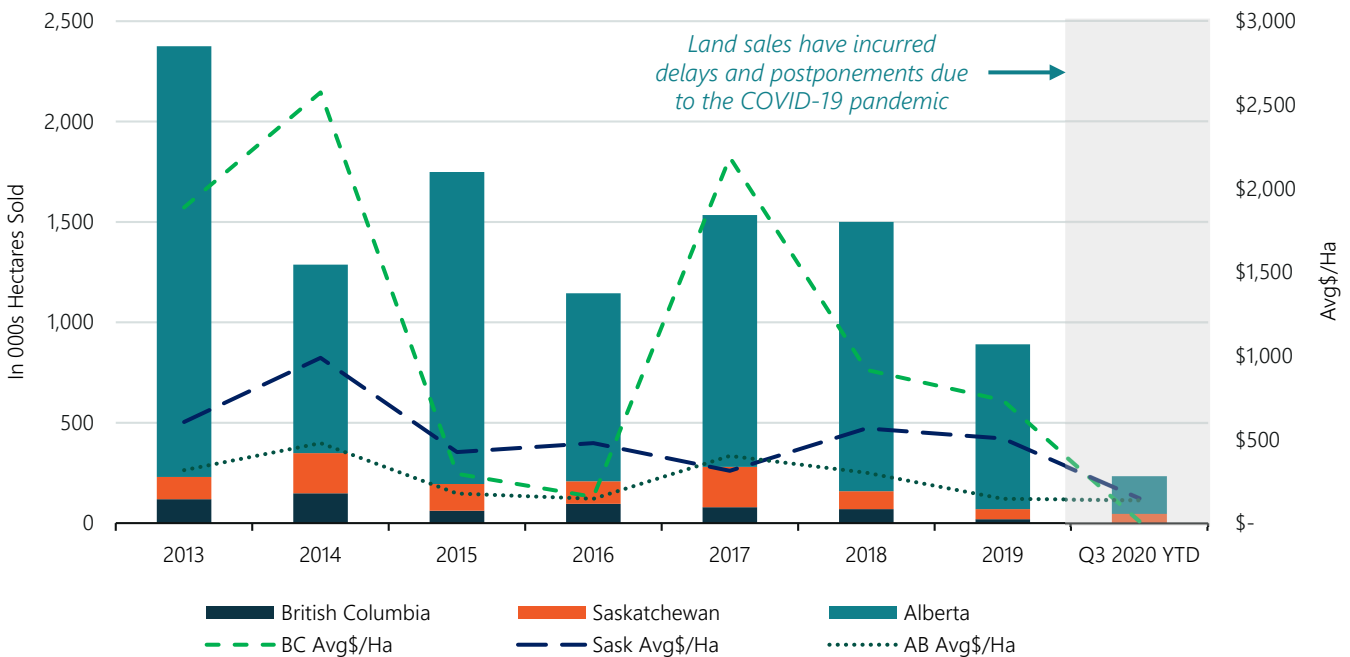


Sources: GLJ Petroleum Consultants Commodity Price Forecasts as at Oct 27, 2020.  
 Canadian Gas Association as at Oct 27, 2020  
 Note: September natural gas storage data is not available.

### Total Rig Count: Canada vs. United States



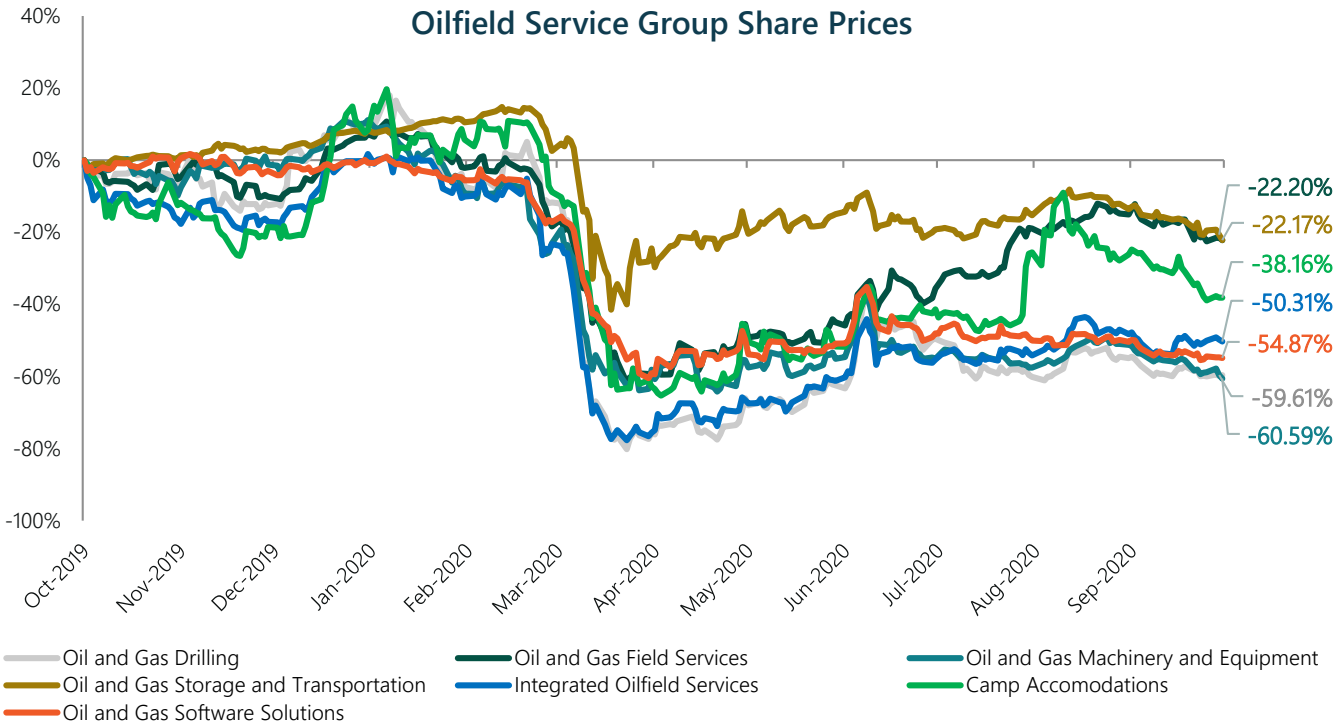
### Oil & Gas Land Sales - Alberta, BC, And Saskatchewan



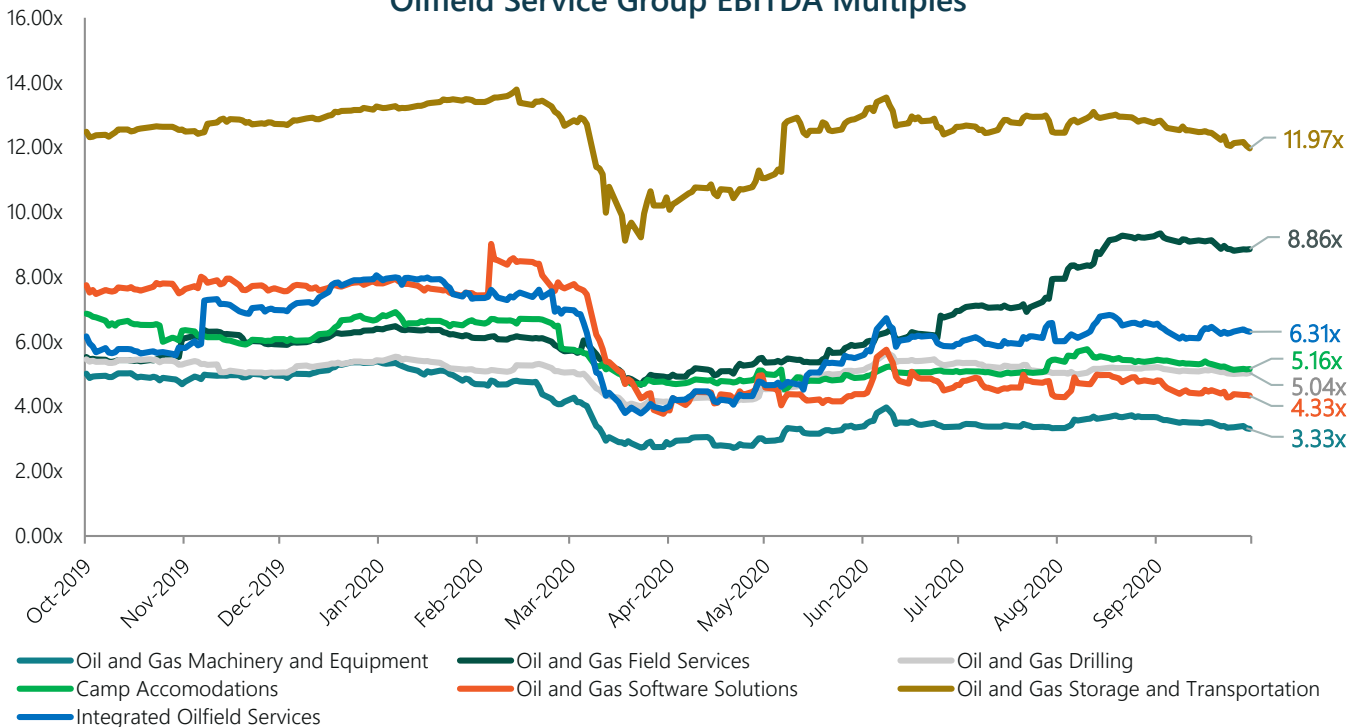
# Public Comparable Analysis

## Performance Analysis

### Oilfield Service Group Share Prices



### Oilfield Service Group EBITDA Multiples



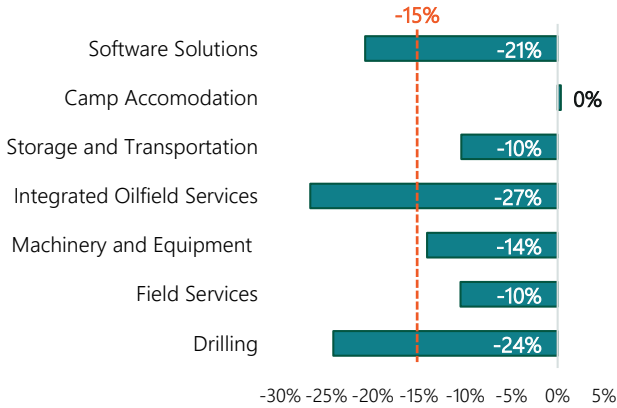
Source: Capital IQ. Data as of September 30, 2020.

Above noted oilfield service peer groups are market capitalization weighted indexes.

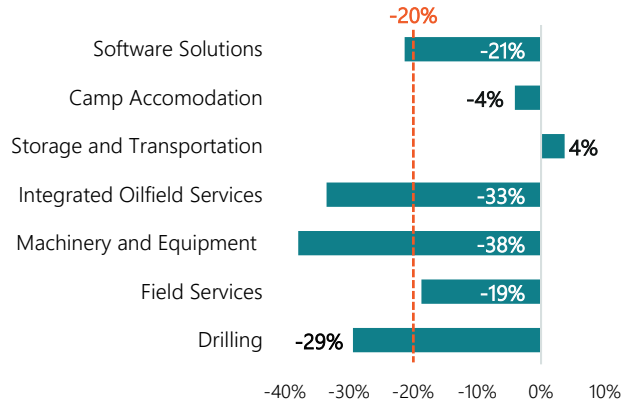
# Public Comparable Analysis

## Growth, Margins & Multiples

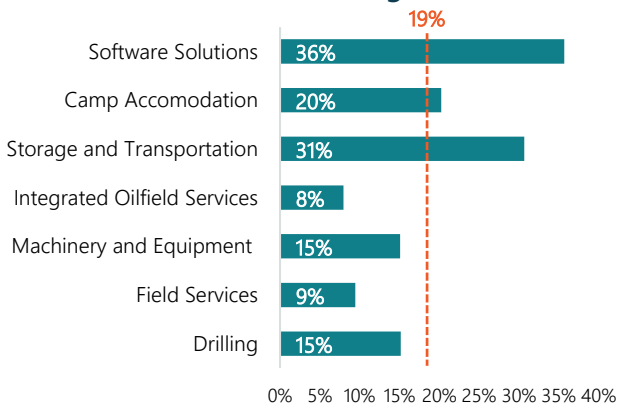
### Median Revenue Growth (LTM)



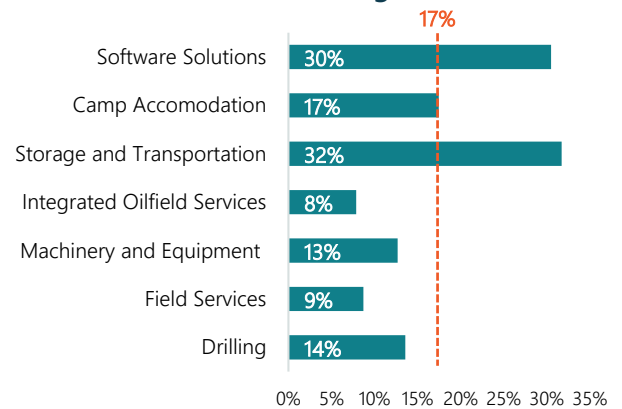
### Median Revenue Growth (NTM)



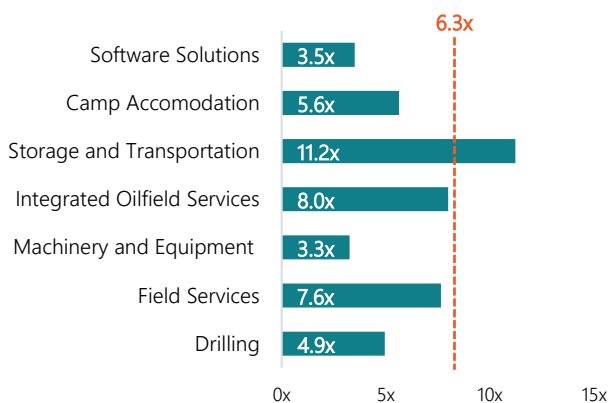
### Median EBITDA Margin (LTM)



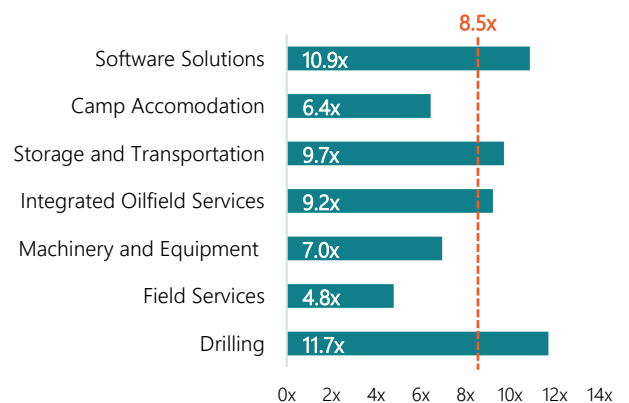
### Median EBITDA Margin (NTM)



### Median EV/EBITDA (LTM)



### Median EV/EBITDA (NTM)



Source: Capital IQ. Data as of September 30, 2020.

Above noted oilfield service peer groups are market capitalization weighted indexes.

LTM refers to last twelve months. NTM refers to next twelve months. Figures above are based on median peer group metrics.

# Public Comparable Analysis

## Trading Multiples & Operating Statistics

(Figures in \$CAD Millions, except percentages and ratios)

Company	Market Capitalization	Enterprise Value	LTM Operating Figures				NTM Consensus Estimates			Valuation	
			Revenue	Revenue Growth	EBITDA	EBITDA Margin	Revenue Growth	EBITDA Margin	NTM EV/EBITDA	LTM EV/EBITDA	LTM EV/REV
<b>Oil and Gas Drilling</b>											
Precision Drilling Corporation	\$228	\$1,570	\$1,106	(30.7%)	\$307	27.7%	(26.5%)	23.8%	8.6x	4.4x	1.2x
Ensign Energy Services Inc.	\$94	\$1,570	\$1,348	(7.5%)	\$287	21.3%	(42.0%)	23.1%	9.2x	5.5x	1.2x
Stampepe Drilling Inc.	\$12	\$21	\$24	17.9%	\$4	15.1%	N/A	N/A	-	5.9x	0.9x
AKITA Drilling Ltd.	\$12	\$86	\$141	(24.2%)	\$18	12.8%	(18.9%)	16.2%	9.0x	4.0x	0.5x
PHX Energy Services Corp.	\$80	\$106	\$337	(4.5%)	\$48	14.3%	(53.5%)	9.1%	8.5x	2.2x	0.3x
Western Energy Services Corp.	\$25	\$240	\$122	(43.0%)	\$22	17.8%	(4.9%)	10.9%	85.8x	9.9x	1.5x
Cathedral Energy Services Ltd.	\$5	\$27	\$79	(49.4%)	(\$6)	(7.5%)	(32.3%)	2.7%	54.0x	NM	0.3x
<b>Median</b>	<b>\$25</b>	<b>\$106</b>	<b>\$141</b>	<b>(24.2%)</b>	<b>\$22</b>	<b>15.1%</b>	<b>(29.4%)</b>	<b>13.6%</b>	<b>9.1x</b>	<b>4.9x</b>	<b>0.9x</b>
<b>Mean</b>	<b>\$65</b>	<b>\$517</b>	<b>\$451</b>	<b>(20.2%)</b>	<b>\$97</b>	<b>14.5%</b>	<b>(29.7%)</b>	<b>14.3%</b>	<b>29.2x</b>	<b>5.3x</b>	<b>0.9x</b>
<b>Oil and Gas Field Services</b>											
Mullen Group Ltd.	\$880	\$1,397	\$1,181	(8.9%)	\$218	18.4%	3.0%	17.7%	6.9x	6.7x	1.1x
Calfrac Well Services Ltd.	\$23	\$877	\$1,113	(45.3%)	\$25	2.3%	(46.6%)	5.4%	NM	34.7x	0.8x
STEP Energy Services Ltd.	\$35	\$239	\$540	(30.1%)	\$42	7.9%	(43.0%)	2.4%	25.1x	5.6x	0.4x
Macro Enterprises Inc.	\$71	\$75	\$285	(28.2%)	\$30	10.6%	(18.7%)	12.9%	2.5x	2.5x	0.3x
Essential Energy Services Ltd.	\$19	\$29	\$119	(28.5%)	\$10	8.3%	(31.1%)	8.7%	4.6x	2.9x	0.2x
Vertex Resource Group Ltd.	\$18	\$108	\$151	(12.1%)	\$20	13.5%	9.4%	15.7%	4.2x	5.3x	0.7x
ENTREC Corporation	\$3	\$251	\$180	4.1%	\$27	15.1%	N/A	N/A	-	9.2x	1.4x
ClearStream Energy Services Inc.	\$3	\$318	\$484	37.8%	\$16	3.3%	N/A	N/A	-	19.9x	0.7x
Cordy Oilfield Services Inc.	\$3	\$20	\$17	7.1%	\$2	13.4%	N/A	N/A	-	8.6x	1.1x
Wolverine Energy and Infrastructure Inc.	\$42	\$160	\$228	188.0%	\$17	7.4%	72.6%	7.3%	5.0x	9.5x	0.7x
<b>Median</b>	<b>\$21</b>	<b>\$200</b>	<b>\$257</b>	<b>(10.5%)</b>	<b>\$23</b>	<b>9.4%</b>	<b>(18.7%)</b>	<b>8.7%</b>	<b>4.8x</b>	<b>7.6x</b>	<b>0.7x</b>
<b>Mean</b>	<b>\$110</b>	<b>\$347</b>	<b>\$430</b>	<b>8.4%</b>	<b>\$41</b>	<b>10.0%</b>	<b>(7.8%)</b>	<b>10.0%</b>	<b>8.0x</b>	<b>10.5x</b>	<b>0.7x</b>
<b>Oil and Gas Machinery and Equipment</b>											
Enerflex Ltd.	\$414	\$865	\$1,672	(13.8%)	\$306	18.3%	(39.7%)	12.7%	6.4x	2.8x	0.5x
CES Energy Solutions Corp.	\$207	\$534	\$1,140	(14.4%)	\$135	11.9%	(37.9%)	7.3%	10.7x	4.0x	0.5x
Total Energy Services Inc.	\$102	\$349	\$528	(40.5%)	\$99	18.7%	(31.9%)	14.6%	7.0x	3.5x	0.7x
McCoy Global Inc.	\$12	\$17	\$49	(9.2%)	\$6	11.8%	N/A	N/A	-	3.0x	0.4x
<b>Median</b>	<b>\$155</b>	<b>\$442</b>	<b>\$834</b>	<b>(14.1%)</b>	<b>\$117</b>	<b>15.1%</b>	<b>(37.9%)</b>	<b>12.7%</b>	<b>7.0x</b>	<b>3.3x</b>	<b>0.5x</b>
<b>Mean</b>	<b>\$184</b>	<b>\$441</b>	<b>\$847</b>	<b>(19.5%)</b>	<b>\$136</b>	<b>15.2%</b>	<b>(36.5%)</b>	<b>11.5%</b>	<b>8.0x</b>	<b>3.3x</b>	<b>0.5x</b>
<b>Integrated Oilfield Services</b>											
Secure Energy Services Inc.	\$217	\$735	\$2,116	(29.2%)	\$138	6.5%	(8.0%)	6.4%	6.3x	5.2x	0.3x
Trican Well Service Ltd.	\$303	\$295	\$513	(29.5%)	\$20	4.0%	(51.4%)	4.3%	39.3x	14.5x	0.6x
High Arctic Energy Services Inc	\$32	\$19	\$148	(24.3%)	\$14	9.4%	(39.9%)	10.1%	2.1x	1.4x	0.1x
CWC Energy Services Corp.	\$71	\$97	\$96	(22.4%)	\$9	9.4%	(27.0%)	9.3%	12.1x	10.8x	1.0x
<b>Median</b>	<b>\$144</b>	<b>\$196</b>	<b>\$331</b>	<b>(26.7%)</b>	<b>\$17</b>	<b>7.9%</b>	<b>(33.5%)</b>	<b>7.9%</b>	<b>9.2x</b>	<b>8.0x</b>	<b>0.4x</b>
<b>Mean</b>	<b>\$156</b>	<b>\$286</b>	<b>\$718</b>	<b>(26.3%)</b>	<b>\$45</b>	<b>7.3%</b>	<b>(31.6%)</b>	<b>7.5%</b>	<b>15.0x</b>	<b>8.0x</b>	<b>0.5x</b>
<b>Oil and Gas Storage and Transportation</b>											
Enbridge Inc.	\$78,780	\$157,749	\$43,919	(10.4%)	\$12,482	28.4%	(1.4%)	31.7%	11.4x	12.6x	3.6x
TC Energy Corporation	\$52,541	\$106,840	\$13,204	(9.5%)	\$9,501	72.0%	3.7%	70.2%	11.2x	11.2x	8.3x
Pembina Pipeline Corporation	\$15,538	\$30,051	\$6,393	(15.3%)	\$2,737	42.8%	13.0%	45.7%	9.1x	11.0x	4.7x
Inter Pipeline Ltd.	\$5,610	\$12,821	\$2,378	(9.1%)	\$1,004	42.2%	(8.2%)	43.1%	13.6x	12.8x	5.4x
Keyera Corp.	\$4,443	\$7,565	\$3,410	(16.8%)	\$1,045	30.7%	(2.8%)	24.3%	9.2x	7.2x	2.2x
Gibson Energy Inc.	\$3,156	\$4,477	\$5,913	(17.0%)	\$482	8.1%	26.1%	6.1%	9.7x	9.3x	0.8x
Tidewater Midstream and Infrastructure Ltd.	\$267	\$1,310	\$844	87.7%	\$89	10.5%	54.1%	14.9%	6.8x	14.8x	1.6x
<b>Median</b>	<b>\$5,610</b>	<b>\$12,821</b>	<b>\$5,913</b>	<b>(10.4%)</b>	<b>\$1,045</b>	<b>30.7%</b>	<b>3.7%</b>	<b>31.7%</b>	<b>9.7x</b>	<b>11.2x</b>	<b>3.6x</b>
<b>Mean</b>	<b>\$22,905</b>	<b>\$45,830</b>	<b>\$10,866</b>	<b>1.4%</b>	<b>\$3,906</b>	<b>33.5%</b>	<b>12.1%</b>	<b>33.7%</b>	<b>10.1x</b>	<b>11.3x</b>	<b>3.8x</b>
<b>Camp Accommodations</b>											
Civeo Corporation	\$153	\$645	\$749	18.2%	\$151	20.2%	(4.1%)	17.4%	6.4x	4.3x	0.9x
Horizon North Logistics Inc.	\$331	\$482	\$277	-	\$34	12.4%	119.9%	10.7%	7.3x	14.1x	1.7x
Black Diamond Group Limited	\$82	\$215	\$176	0.3%	\$38	21.8%	(4.1%)	22.9%	5.5x	5.6x	1.2x
<b>Median</b>	<b>\$153</b>	<b>\$482</b>	<b>\$277</b>	<b>0.3%</b>	<b>\$38</b>	<b>20.2%</b>	<b>(4.1%)</b>	<b>17.4%</b>	<b>6.4x</b>	<b>5.6x</b>	<b>1.2x</b>
<b>Mean</b>	<b>\$189</b>	<b>\$448</b>	<b>\$400</b>	<b>6.2%</b>	<b>\$75</b>	<b>18.1%</b>	<b>37.2%</b>	<b>17.0%</b>	<b>6.4x</b>	<b>8.0x</b>	<b>1.3x</b>
<b>Oil and Gas Software Solutions</b>											
Pason Systems Inc.	\$445	\$275	\$241	(24.4%)	\$78	32.5%	(39.3%)	4.6%	35.9x	3.5x	1.1x
Computer Modelling Group Ltd.	\$414	\$405	\$74	(2.5%)	\$35	46.8%	(8.6%)	46.3%	12.9x	11.6x	5.4x
ION Geophysical Corporation	\$30	\$204	\$238	(12.7%)	\$85	35.7%	(33.9%)	14.7%	8.9x	2.5x	0.9x
Dawson Geophysical Company	\$55	\$23	\$148	(20.8%)	\$11	7.3%	N/A	N/A	-	1.0x	0.1x
Pulse Seismic Inc.	\$39	\$69	\$12	(45.0%)	\$7	60.5%	52.0%	75.7%	4.6x	9.4x	5.7x
<b>Median</b>	<b>\$55</b>	<b>\$204</b>	<b>\$148</b>	<b>(20.8%)</b>	<b>\$35</b>	<b>35.7%</b>	<b>(21.3%)</b>	<b>30.5%</b>	<b>10.9x</b>	<b>3.5x</b>	<b>1.1x</b>
<b>Mean</b>	<b>\$197</b>	<b>\$195</b>	<b>\$143</b>	<b>(21.1%)</b>	<b>\$43</b>	<b>36.5%</b>	<b>(7.5%)</b>	<b>35.3%</b>	<b>15.6x</b>	<b>5.6x</b>	<b>2.7x</b>

Source: Capital IQ. Data as of September 30, 2020.

LTM refers to last twelve months. NTM refers to next twelve months.

# About Us



MNP Corporate Finance (MNPCF) has a dedicated team of over 50 merger, acquisition, and transaction professionals across Canada. MNPCF works with clients in virtually all industries as they prepare, plan and execute transactions.

Our typical transactions range in value between \$3 million and \$300 million.

## Local and International Reach

MNP is a participating firm within Praxity, a unique global alliance of independent accounting/advisory firms created to answer global business needs. As a member of Praxity, we are able to offer access to corporate finance, accounting and tax advisory services worldwide. We are also affiliated with Corporate Finance Cross Border, which consists of 150+ M&A professionals in more than 25 countries.



**CFxB** CFXBorder - Global Reach with Local Relationships  
Our affiliation with CFxB consists of 150+ M&A professionals in more than 25 countries

## Services

- Divestitures
- Acquisitions
- Debt Financing
- Due Diligence
- Transaction Advisory Services

## Recently Closed Deals (National)



# About Us



## Deal Experience

Since our inception, our team has advised on hundreds of transactions, in a wide range of industries with diverse enterprise values. In the past five years alone we have completed over 120 transactions worth over \$2 billion (not including due diligence engagements).

## Industry Experience

- Food & Beverage
- Retail & Distribution
- Manufacturing
- Agriculture
- Automotive
- Materials
- Health Care
- Pharmaceutical
- Transportation
- Construction
- Software
- Financial Services
- Technology
- Energy
- Oilfield Services
- Real Estate

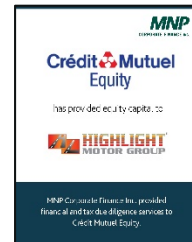
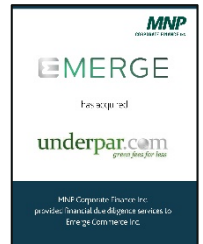
## Hands-on Approach

Current M&A transactions require a hands-on approach from start to finish including the active engagement of senior resources. Our senior resources are dedicated to our clients and are available as necessary and appropriate. We keep our clients regularly informed of the engagement status, issues we are encountering, successes, and overall progress.

## Integrated Service Offering

We draw on the vast experience and deep specialist knowledge network of our partners locally, nationally and internationally as specialty issues arise, such as pre-transaction tax planning, transaction structuring, estate planning, valuation, due diligence, performance improvement, and risk management.

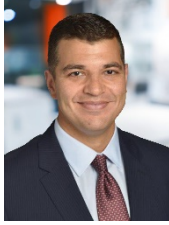
## Recently Closed Deals (National)



## Transaction Leadership



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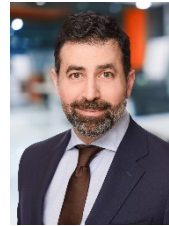
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