

## MANAGEMENT'S DISCUSSION AND ANALYSIS ("MD&amp;A")

The following MD&A for Total Energy Services Inc. ("Total Energy" or the "Company") was prepared as at November 9, 2023 and focuses on information and key statistics from the unaudited condensed interim consolidated financial statements of the Company for the three and nine months ended September 30, 2023 (the "Interim Financial Statements") and pertains to known risks and uncertainties relating to the energy services sector. This discussion should not be considered all-inclusive as it does not include all changes regarding general economic, political, governmental and environmental conditions.

This MD&A should be read in conjunction with the Company's Interim Financial Statements, the Company's 2022 Annual Report, the Annual Information Form ("AIF") for the year ended December 31, 2022 and the cautionary statement regarding forward-looking information and statements below. Additional information relating to Total Energy, including the Company's AIF, may be found on SEDAR at [www.sedar.com](http://www.sedar.com).

Unless otherwise indicated, all dollar amounts presented herein are in thousands of Canadian dollars except per share amounts which are presented in Canadian dollars.

## FINANCIAL HIGHLIGHTS

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Revenue	\$ 232,016	\$ 207,678	12%	\$ 678,638	\$ 548,334	24%
Operating income	23,691	21,622	10%	61,112	33,738	81%
EBITDA <sup>(1)</sup>	44,955	42,335	6%	123,685	95,448	30%
Cashflow	40,784	41,078	(1%)	118,864	92,205	29%
Net income	19,237	17,163	12%	49,455	25,735	92%
Attributable to shareholders	19,231	17,179	12%	49,472	25,764	92%
Per share data (diluted)						
EBITDA <sup>(1)</sup>	\$ 1.10	\$ 0.98	12%	\$ 3.00	\$ 2.21	36%
Cashflow	\$ 1.00	\$ 0.95	5%	\$ 2.88	\$ 2.14	35%
Attributable to shareholders:						
Net income	\$ 0.47	\$ 0.40	18%	\$ 1.20	\$ 0.60	100%
Common shares (000's) <sup>(3)</sup>						
Basic	40,149	42,339	(5%)	40,555	42,367	(4%)
Diluted	40,961	43,090	(5%)	41,291	43,142	(4%)
<b>Financial Position at</b>				<b>Sept 30</b>	<b>Dec 31</b>	<b>Change</b>
Total Assets				\$ 894,325	\$ 878,615	2%
Long-Term Debt and Lease Liabilities (excluding current portion)				111,159	127,628	(13%)
Working Capital <sup>(2)</sup>				127,566	112,154	14%
Net Debt <sup>(1)</sup>				–	15,474	(100%)
Shareholders' Equity				542,528	522,023	4%

(1) Please see "Non-IFRS Measures" below for the definition of EBITDA and Net Debt.

(2) Working capital means current assets minus current liabilities.

(3) Basic and diluted shares outstanding reflect the weighted average number of common shares outstanding for the period. See note 5 to the Interim Financial Statements.

## BUSINESS OF THE COMPANY

Total Energy is a public energy services company based in Calgary, Alberta that provides a variety of products and services to the energy and other resource industries through its subsidiaries and aboriginal partnerships. Total Energy is involved in four businesses: contract drilling services ("CDS"), the rental and transportation of equipment used in energy and other industrial operations ("RTS"), the fabrication, sale, rental and servicing of new and used gas compression and process equipment ("CPS") and well servicing, including completion, workover, maintenance and abandonment services ("WS"). The Company's operations are conducted within Canada, the United States of America ("United States" or "U.S.") and Australia. Corporate and public issuer affairs are conducted in the Company's Corporate segment.

**Contract Drilling Services:** At September 30, 2023, the Company operated a total fleet of 94 drilling rigs. The rig fleet is supported by an extensive fleet of owned top drives, walking systems, pumps and other ancillary equipment. Composition of the Company's drilling rig fleet is as follows:

<u>By Type</u>		<u>By Geography</u>	
AC triples	3	Canada	77
AC doubles	13	United States	12
Mechanical doubles	35	Australia	5
Australian shallow	5		94
TDS and singles	38		
	<u>94</u>		

**Rentals and Transportation Services:** Total Energy's RTS business is presently conducted from 13 locations in western Canada and three locations in the United States. At September 30, 2023, this segment had approximately 7,659 pieces of major rental equipment (excluding access matting), a fleet of 69 heavy trucks and an inventory of small rental equipment and access matting.

**Compression and Process Services:** The Company fabricates a full range of natural gas compression equipment as well as oil, natural gas and other process equipment. At September 30, 2023 the CPS segment occupied approximately 225,000 square feet of production facilities located in Calgary, Alberta and a 100,000 square foot production facility in Weirton, West Virginia. As at September 30, 2023 the CPS segment also had a network of 13 branch locations throughout western Canada and the United States from which its natural gas compression parts and service business is conducted. This segment had 53,300 horsepower of compression in its rental fleet at September 30, 2023.

**Well Servicing:** At September 30, 2023, the Company operated a total fleet of 79 well servicing rigs across western Canada, northwest United States and Australia. Composition of the Company's service rig fleet is as follows:

<u>By Type</u>		<u>By Geography</u>	
Singles	35	Canada	56
Doubles	31	United States	11
Australian specification	9	Australia	12
Flush-by	4		79
	<u>79</u>		

## OVERALL PERFORMANCE

Total Energy's results for the third quarter and first nine months of 2023 reflect relatively stable industry conditions. Despite lower year over year North American third quarter activity levels, market share gains resulting from equipment upgrades contributed to modestly higher third quarter results in 2023 as compared to 2022. Third quarter Australian activity levels were lower compared to the prior year as one drilling rig and one service rig were taken out of service during the second quarter of 2023 for recertification and upgrades. The drilling rig returned to service in mid-October of 2023

The Company's financial condition remains strong, with a positive working capital balance of \$127.6 million as at September 30, 2023, \$15.4 million higher than December 31, 2022. Shareholders' equity increased by \$20.5 million from December 31, 2022 due to the realization of \$49.5 million of net income, which was partially offset by \$13.6 million of share repurchases under the Company's normal course issuer bid, \$9.7 million of declared dividends and a \$7.0 million unrealized foreign exchange loss on translation of foreign subsidiaries.

### Revenue

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Revenue	\$ 232,016	\$ 207,678	12%	\$ 678,638	\$ 548,334	24%

Global energy industry conditions remained relatively strong during the third quarter and first nine months of 2023 after recovering during the second half of 2022 from the significant decline caused by the outbreak of the COVID-19 pandemic and related collapse in oil prices in 2020. As a result, revenues during the three and nine months ended September 30, 2023 improved relative to the same periods in 2022. Included in revenue in the first nine months in 2022 was \$7.4 million of contract cancellation revenue in the CPS segment.

### Cost of Services and Gross Margin

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Cost of services	\$ 175,235	\$ 156,803	12%	\$ 522,270	\$ 427,518	22%
Gross margin	\$ 56,781	\$ 50,875	12%	\$ 156,368	\$ 120,816	29%
Gross margin, as a percentage of revenue	24%	24%	–	23%	22%	5%

The increase in costs of services during the three and nine months ended September 30, 2023 relative to the same periods in 2022 is primarily due to increased North American activity. Increased North America gross margins, particularly in the CPS segment, were partially offset by lower gross margins in Australia with one drilling rig and one service rig being out of service for recertification and upgrades during the third quarter of 2023.

Cost of services includes salaries and benefits for operations personnel, equipment repairs and maintenance, fuel, inventory used to manufacture compression and process equipment, utilities, property taxes and other occupancy costs related to manufacturing facilities and operations branches.

### Selling, General and Administration Expenses

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Selling, general and administration expenses	\$ 12,027	\$ 9,695	24%	\$ 33,586	\$ 28,589	17%

Selling, general and administration expenses in the third quarter and first nine months of 2023 were higher than in the same periods in 2022 due to cost-of-living increases and higher profit-based incentive compensation in certain segments as a result of higher profitability.

Included in selling, general and administration expenses are salaries and benefits for sales, office and administrative staff, utilities, property taxes and other occupancy costs related to the Company's various divisional offices and its corporate head office as well as professional fees and other costs incurred to maintain the Company's public listing and conduct investor relations activities. Also included is compensation for directors and officers pursuant to the Company's cash-based compensation plans.

#### Other expense (income)

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Other expense (income)	\$ 238	\$ (405)	nm	\$ (208)	\$ (1,080)	(81%)

Other expense (income) arises from unrealized foreign exchange differences on translation of intercompany working capital balances of foreign subsidiaries. During the three months ended September 30, 2023, a net unrealized foreign exchange loss was primarily due to period end appreciation of the Canadian dollar relative to the Australian dollar and US dollar. In the same period of 2022, the Canadian Dollar depreciated relative to US dollar and appreciated to Australian dollar. During the nine months ended September 30, 2023 and 2022 net unrealized foreign exchange income was primarily due to the change in the geographical mix of foreign currency denominated intercompany balances and appreciation of Canadian dollar relative to the Australian and US dollar in 2023 and depreciation of the Canadian dollar relative to the US dollar and depreciation relative to the Australian dollar in 2022 comparable period.

#### Share-based Compensation Expense

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Share-based compensation expense	\$ 701	\$ 312	125%	\$ 1,457	\$ 791	84%

Share-based compensation expense arises from share options granted pursuant to the share option plan implemented in 2015. Share-based compensation expense for the three and nine months ended September 30, 2023 relative to the same prior year periods was higher due to the issuance of share options in the third quarter of 2023.

#### Depreciation Expense

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Depreciation expense	\$ 20,124	\$ 19,651	2%	\$ 60,421	\$ 58,778	3%

The increase in depreciation expense for the three and nine months ended September 30, 2023 as compared to the same periods in 2022 is due to additions to property, plant and equipment subsequent to September 30, 2022.

#### Operating Income

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Operating income	\$ 23,691	\$ 21,622	10%	\$ 61,112	\$ 33,738	81%

Increased North American revenue contributed to the increase in operating income during the three and nine months ended September 30, 2023 as compared to 2022. Contributing to the increased operating income was improved North American pricing in all segments. Included in the nine months ended September 30, 2022 was \$7.4 million of contract cancellation revenue in the CPS segment.

### Gain on Sale of Property, Plant and Equipment

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Gain on sale of property, plant and equipment	\$ 1,140	\$ 1,062	7%	\$ 2,152	\$ 2,932	(27%)
Proceeds on the sale of property, plant and equipment	\$ 4,906	\$ 2,083	136%	\$ 6,410	\$ 5,960	8%

Disposals of property, plant and equipment ("PP&E") result from the rationalization, replacement and upgrade of older equipment in the Company's equipment fleet.

Equipment disposed of during the three months ended September 30, 2023 included underutilized rental equipment, compression rental equipment and light duty vehicles. Equipment disposed of during the third quarter of 2022 included underutilized rental equipment and heavy trucks, light duty vehicles, compression rental equipment and ancillary drilling and well servicing equipment.

### Finance Costs

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Finance costs, net	\$ 1,691	\$ 1,911	(12%)	\$ 5,190	\$ 5,280	(2%)

Finance costs for the three and nine months ended September 30, 2023 were lower than the prior year comparable periods as higher interest rates were more than offset by lower debt balances.

### Income Taxes and Net Income

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Current income tax expense (recovery)	\$ (231)	\$ 403	nm	\$ 140	\$ (39)	nm
Deferred income tax expense	4,134	3,207	29%	8,479	5,694	49%
Total income tax expense	\$ 3,903	\$ 3,610	8%	\$ 8,619	\$ 5,655	52%
Net income	\$ 19,237	\$ 17,163	12%	\$ 49,455	\$ 25,735	92%

"nm" - calculation not meaningful

Increased year over year pre-tax profitability resulted in the year over year change from a current tax recovery to current tax expense and an increased deferred tax expense for the nine months ended September 30, 2023. The lower effective income tax rate for the first nine months of 2023 compared to 2022 is due to the application of previously unrecognized non-capital losses that reduced the current income tax expense.

### SEASONALITY

A significant portion of the Company's field operations are conducted in Canada where the ability to move heavy equipment is dependent on ground conditions. As warm weather returns in the spring, the winter's frost comes out of the ground rendering many secondary roads incapable of supporting the weight of heavy equipment until such roads have thoroughly dried out. The duration of this "spring breakup" has a direct impact on the Company's activity levels and operating results in Canada. In addition, many exploration and production areas in northern Canada are accessible only in winter months when the ground is frozen hard enough to support heavy equipment. The timing of freeze up and spring breakup affects the ability to move equipment in and out of these areas. As a result, late March through May is historically the Company's slowest period in Canada. Additionally, wet weather in Australia, normally in the first quarter, can restrict the Company's Australian operations. Consequently, quarterly operating results may not be indicative of full year operating results.

## SUMMARY OF QUARTERLY RESULTS

	Financial Quarter Ended			
	September 30 2023	June 30 2023	March 31 2023	December 31 2022
Revenue	\$ 232,016	\$ 208,845	\$ 237,777	\$ 211,479
Operating income	23,691	9,401	28,020	15,605
EBITDA <sup>(1)</sup>	44,955	30,255	48,475	35,872
Cashflow	40,784	29,408	48,672	38,590
Cash provided by operating activities	21,939	43,902	29,741	54,609
Net income	19,237	6,180	24,038	12,264
Attributable to shareholders	19,231	6,201	24,040	12,244
<b>Per share data (diluted)</b>				
EBITDA <sup>(1)</sup>	\$ 1.10	\$ 0.74	\$ 1.15	\$ 0.84
Cashflow	1.00	0.72	1.16	0.91
Net income attributable to shareholders	0.47	0.15	0.57	0.29
<b>Financial Position</b>				
Total Assets	\$ 894,325	\$ 888,117	\$ 910,408	\$ 878,615
Long-Term Debt and Lease Liabilities (excluding current portion)	111,159	111,244	122,714	127,628
Working Capital <sup>(2)</sup>	127,566	108,577	111,312	112,154
Net Debt <sup>(1)</sup>	–	2,667	11,402	15,474
Shareholders' Equity	542,528	529,954	534,576	522,023
<b>Common Shares (000's) <sup>(3)</sup></b>				
Basic	40,149	40,325	41,322	41,652
Diluted	40,961	41,048	42,048	42,524

(1) Please see "Non-IFRS Measures" below for the definition of EBITDA and Net Debt.

(2) Working capital means current assets minus current liabilities.

(3) Basic and diluted shares outstanding reflect the weighted average number of common shares outstanding for the period. See note 5 to the Interim Financial Statements.

TOTAL ENERGY SERVICES INC.  
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	Financial Quarter Ended			
	September 30 2022	June 30 2022	March 31 2022	December 31 2021
Revenue	\$ 207,678	\$ 179,204	\$ 161,452	\$ 134,629
Operating income (loss)	21,622	8,426	3,690	1,680
EBITDA <sup>(1)</sup>	42,335	28,799	24,314	22,567
Cashflow	41,078	28,576	22,551	22,144
Cash provided by operating activities	18,844	24,993	44,955	27,793
Net income (loss)	17,163	6,105	2,467	1,036
Attributable to shareholders	17,179	6,113	2,472	1,049
<b>Per share data (diluted)</b>				
EBITDA <sup>(1)</sup>	\$ 0.98	\$ 0.67	\$ 0.56	\$ 0.52
Cashflow	0.95	0.66	0.52	0.51
Net income (loss) attributable to shareholders	0.40	0.14	0.06	0.02
<b>Financial Position</b>				
Total Assets	\$ 897,084	\$ 860,983	\$ 847,022	\$ 813,522
Long-Term Debt and Lease Liabilities (excluding current portion)	155,429	165,767	174,970	196,007
Working Capital <sup>(2)</sup>	129,354	122,043	126,489	137,304
Net Debt <sup>(1)</sup>	26,075	43,724	48,481	58,703
Shareholders' Equity	515,540	494,299	492,693	493,437
<b>Common Shares (000's) <sup>(3)</sup></b>				
Basic	42,339	42,307	42,713	43,341
Diluted	43,090	43,203	43,423	43,818

(1) Please see "Non-IFRS Measures" below for the definition of EBITDA and Net Debt.

(2) Working capital means current assets minus current liabilities.

(3) Basic and diluted shares outstanding reflect the weighted average number of common shares outstanding for the period. See note 5 to the Interim Financial Statements.

### Aboriginal Partnerships

The Company conducts certain of its operations through limited partnerships in which each of the Company and an Aboriginal partner hold one half of the partnership interest. The Company fully consolidates all of these partnerships, with the Aboriginal partners' share in the equity and net earnings of the partnerships reported as non-controlling interests.

## SEGMENTED RESULTS

### Contract Drilling Services

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Revenue	\$ 75,815	\$ 73,976	2%	\$ 212,633	\$ 183,478	16%
Canada	49,264	46,239	7%	128,928	100,793	28%
United States	15,269	17,088	(11%)	48,041	49,216	(2%)
Australia	11,282	10,649	6%	35,664	33,469	7%
Operating income	\$ 12,081	\$ 12,888	(6%)	\$ 23,488	\$ 15,110	55%
Canada	10,704	9,385	14%	18,894	7,945	138%
United States	763	1,522	(50%)	1,604	1,945	(18%)
Australia	614	1,981	(69%)	2,990	5,220	(43%)
Operating days <sup>(1)</sup>	2,880	3,097	(7%)	7,723	7,885	(2%)
Canada	2,009	2,041	(2%)	5,023	4,675	7%
United States	535	648	(17%)	1,696	2,045	(17%)
Australia	336	408	(18%)	1,004	1,165	(14%)
Revenue per operating day <sup>(1)</sup> , dollars	\$ 26,325	\$ 23,886	10%	\$ 27,532	\$ 23,269	18%
Canada	24,522	22,655	8%	25,668	21,560	19%
United States	28,540	26,370	8%	28,326	24,067	18%
Australia	33,577	26,100	29%	35,522	28,729	24%
Utilization	33%	35%	(6%)	30%	30%	–
Canada	28%	29%	(3%)	24%	22%	9%
United States	48%	54%	(11%)	53%	58%	(9%)
Australia	73%	89%	(18%)	74%	85%	(13%)
Rigs, average for period	94	95	(1%)	94	95	(1%)
Canada	77	77	–	77	77	–
United States	12	13	(8%)	12	13	(8%)
Australia	5	5	–	5	5	–

(1) Operating days include drilling and paid stand-by days.

"nm" - calculation not meaningful

North American industry drilling activity moderated during the third quarter of 2023 compared to 2022. Market share gains resulting from rig upgrades mitigated this decline in Canada. The decrease in operating days in Australia was due to one drilling rig being out of service for recertification and upgrades. This rig returned to service in mid October 2023.

In Canada, revenue increased during the three months ended September 30, 2023 as compared to the same period in 2022 due to increased pricing offset somewhat by slightly lower utilization. The revenue per day in Canada increased year over year due to higher drilling rates realized on upgraded equipment and the relocation of a triple drilling rig to Canada from the United States in the second quarter of 2023. The operating income in Canada increased for the three and nine months ended September 30, 2023 relative to the same periods in 2022 primarily due to increased activity levels, higher pricing realized for upgraded rigs and general pricing increases that more than offset cost inflation.

U.S. revenue for the three and nine months ended September 30, 2023, was lower than the prior year quarter due to lower operating days commensurate with a moderation in industry activity and the transfer of one triple drilling rig to Canada. Lower activity was somewhat offset by the increase in pricing. Reduced utilization, crew retention and additional

equipment relocation costs negatively impacted operating income in U.S. in the third quarter and first nine months of 2023 as compared to the same periods of 2022.

In Australia, revenue increased for the for the third quarter and first nine months of 2023 compared to 2022 as a decrease in operating days was more than offset by increased pricing. Effective day rates during the first nine months of 2023 were higher as compared to the 2022 as a result of an increase in the rate on several upgraded rigs and a higher number of full-rate operating days as compared to lower rate stand by days realized in 2022 due to wet weather. Operating income decreased for the third quarter and first nine months of 2023 as compared to the prior year as additional expenses were incurred for crew retention and equipment relocation associated with rig recertifications and upgrades and the impact of a weakening Australian dollar relative to the Canadian and U.S. dollars.

### Rentals and Transportation Services

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Revenue	\$ 21,137	\$ 18,070	17%	\$ 65,362	\$ 46,911	39%
Canada	12,505	12,153	3%	37,594	30,623	23%
United States	8,632	5,917	46%	27,768	16,288	70%
Operating income (loss)	\$ 2,159	\$ 3,052	(29%)	\$ 8,643	\$ 1,710	405%
Canada	845	2,121	(60%)	1,851	(243)	nm
United States	1,314	931	41%	6,792	1,953	248%
Pieces of rental equipment	7,659	9,450	(19%)	7,659	9,450	(19%)
Canada	6,767	8,560	(21%)	6,767	8,560	(21%)
United States	892	890	–	892	890	–
Rental equipment utilization	19%	17%	12%	18%	16%	13%
Canada	18%	16%	13%	16%	15%	7%
United States	27%	27%	–	36%	27%	33%
Heavy trucks	69	71	(3%)	69	71	(3%)
Canada	48	48	–	48	48	–
United States	21	23	(9%)	21	23	(9%)

nm – calculation not meaningful

Revenue from the RTS segment for the third quarter and first nine months of 2023 increased as compared to the same periods in 2022 due to increased pricing, improved Canadian results during the first half of 2023 and market share gains in the United States.

In Canada, operating income decreased during the third quarter of 2023 relative to the same period in 2022 due to a moderation in Canadian drilling activity, delays in several major projects that commenced in October and increased equipment and personnel mobilization costs to prepare for the upcoming winter season. Operating income in Canada for the first nine months of 2023 increased primarily due to modestly increased utilization and pricing. During the second quarter of 2023 a substantial number of older unutilized rental pieces were disposed of in Canada. In the U.S., third quarter and first nine months of 2023 operating income increased substantially in 2023 compared to 2022 as a result of market share gains despite a moderation in U.S. drilling rig activity. This segment's relatively high fixed cost structure as compared to the Company's other business segments provides significant leverage to increased equipment utilization. Such fixed cost structure includes costs associated with its significant operating branch infrastructure, including maintenance and repairs, utilities, insurance, property taxes and other infrastructure costs.

### Compression and Process Services

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Revenue	\$ 110,959	\$ 86,654	28%	\$ 322,207	\$ 238,001	35%
Canada	48,346	60,884	(21%)	148,387	182,480	(19%)
United States	62,613	25,770	143%	173,820	55,521	213%
Operating income	\$ 11,056	\$ 4,866	127%	\$ 30,744	\$ 17,475	76%
Canada	2,151	2,496	(14%)	6,508	11,804	(45%)
United States	8,905	2,370	276%	24,236	5,671	327%
Operating income, % of revenue	10%	6%	67%	10%	7%	43%
Canada	4%	4%	–	4%	6%	(33%)
United States	14%	9%	56%	14%	10%	40%
Horsepower of equipment on rent at period end	36,616	37,563	(3%)	36,616	37,563	(3%)
Canada	15,226	15,018	1%	15,226	15,018	1%
United States	21,390	22,545	(5%)	21,390	22,545	(5%)
Rental equipment utilization during the period (HP)	69%	63%	10%	75%	56%	34%
Canada	73%	49%	49%	77%	41%	88%
United States	67%	81%	(17%)	74%	77%	(4%)
Sales backlog at period end, \$ million	\$ 152.9	\$ 197.8	(23%)	\$ 152.9	\$ 197.8	(23%)

Revenue reported from the CPS segment increased in the third quarter and first nine months of 2023 as compared to the same periods in 2022. This was due to a substantial increase in U.S. fabrication sales and increased North American rental fleet utilization, partially offset by lower Canadian fabrication sales. The fabrication sales backlog decreased to \$152.9 million, compared to the \$197.8 million backlog at September 30, 2022. Sequentially the quarter-end backlog decreased \$32.7 million due to increased demand for new rental compression and a moderation in the conversion of quote activity to completed sales. The timeline for conversion of the sales backlog into revenue varies from order to order and often changes due to factors outside of the Company's control.

Operating income in Canada for the third quarter and first nine months of 2023 decreased as compared to the same period in 2022. This was due, in part, to \$7.4 million of contract cancellation revenue recorded in second quarter of 2022. Excluding contract cancellation revenue, Canadian operating income was higher in first nine months of 2023 as compared to 2022 driven by increased parts and service activity and higher rental fleet utilization. In the U.S., operating income increased during the three and nine months ended September 30, 2023 as compared to the same periods in 2022 due primarily to increased fabrication activity and increased pricing. The strengthening of the U.S dollar relative to the Canadian dollar during the third quarter and first nine months of 2023 compared to 2022 contributed to the improved financial results.

## Well Servicing

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Revenue	\$ 24,105	\$ 28,978	(17%)	\$ 78,436	\$ 79,944	(2%)
Canada	11,211	15,020	(25%)	37,226	38,541	(3%)
United States	6,015	4,636	30%	18,402	12,095	52%
Australia	6,879	9,322	(26%)	22,808	29,308	(22%)
Operating income (loss)	\$ 2,075	\$ 3,453	(40%)	\$ 6,749	\$ 7,253	(7%)
Canada	1,259	2,920	(57%)	4,629	4,833	(4%)
United States	910	455	100%	2,412	1,400	72%
Australia	(94)	78	nm	(292)	1,020	nm
Service hours <sup>(1)</sup>	26,044	30,894	(16%)	81,920	87,740	(7%)
Canada	12,140	15,506	(22%)	38,988	42,663	(9%)
United States	6,370	5,073	26%	18,781	13,783	36%
Australia	7,534	10,315	(27%)	24,151	31,294	(23%)
Revenue per service hour, dollars	\$ 926	\$ 938	(1%)	\$ 957	\$ 911	5%
Canada	923	969	(5%)	955	903	6%
United States	944	914	3%	980	878	12%
Australia	913	904	1%	944	937	1%
Utilization <sup>(2)</sup>	36%	34%	6%	38%	32%	19%
Canada	24%	30%	(20%)	26%	27%	(4%)
United States	63%	50%	26%	63%	46%	37%
Australia	28%	39%	(28%)	31%	40%	(23%)
Rigs, average for period	79	80	(1%)	79	80	(1%)
Canada	56	57	(2%)	56	57	(2%)
United States	11	11	–	11	11	–
Australia	12	12	–	12	12	–

nm – calculation not meaningful

- (1) Service hours is defined as well servicing hours of service provided to customers and includes paid rig move and standby.
- (2) The Company reports its service rig utilization for its operational service rigs in North America based on service hours of 3,650 per rig per year to reflect standard 10 hour operations per day. Utilization for the Company's service rigs in Australia is calculated based on service hours of 8,760 per rig per year to reflect standard 24 hour operations.

Overall segment revenue in the three months ended September 30, 2023 decreased as compared to the same period in 2022. This decrease was primarily due to lower well abandonment activity in Canada and the removal of an Australian service rig from service for recertification and upgrades. This was partially offset by increased activity in the United States. Segment operating income for the third quarter decreased as compared to 2022 due to lower activity in Canada and Australia and competitive pricing in Canada and Australia that failed to offset cost inflation. Revenue and operating income for the first nine months of 2023 decreased compared to 2022 due to decreased activity in Canada and Australia that was partially offset by increased activity in the United States and pricing gains not fully offsetting cost inflation.

Canadian revenue and operating income in the third quarter and the first nine months of 2023 was lower as compared to 2022 due primarily to less well abandonment activity following the conclusion of government incentives and cost inflation.

In the United States, revenue increased in the quarter ended September 30, 2023 as compared to the same period in 2022 as a result of increased service hours combined with higher pricing and ancillary revenues. Positively impacting operating income in the third quarter and first nine months of 2023 was the appreciation of the U.S. dollar against the Canadian dollar.

In Australia, lower revenue for the third quarter and first nine months of 2023 as compared to the same periods in 2022 was due to lower activity in 2023 as compared to 2022. Contributing to lower activity was the removal from service of one service rig during the first quarter of 2023 for recertification and upgrades. This rig is expected to return to service in 2024. These factors and general cost inflation contributed to Australia generating an operating loss in the third quarter and first nine months of 2023.

### Corporate

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Operating loss	\$ (3,680)	\$ (2,637)	40%	\$ (8,512)	\$ (7,810)	9%

Total Energy's Corporate segment includes activities related to the Company's corporate and public issuer affairs. This segment does not generate any revenue but provides sales, operating, financial, treasury, analytical and other management and support services to Total Energy's business segments and manages the corporate affairs of the Company. The increase in operating loss during the third quarter of 2023 as compared to the same period in 2022 was due primarily to an increase in share-based compensation expense and realization of a foreign exchange loss as compared to a foreign exchange gain in the third quarter of 2022 on translation of intercompany working capital balances.

## LIQUIDITY AND CAPITAL RESOURCES

### Cash Provided by Operating Activities and Cashflow

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Cash provided by operating activities	\$ 21,939	\$ 18,844	16%	\$ 95,582	\$ 88,792	8%
Per share data (diluted), dollars	\$ 0.54	\$ 0.44	23%	\$ 2.31	\$ 2.06	12%
Cashflow	\$ 40,784	\$ 41,078	(1%)	\$ 118,864	\$ 92,205	29%
Per share data (diluted), dollars	\$ 1.00	\$ 0.95	5%	\$ 2.88	\$ 2.14	35%

The changes in cash provided by operating activities were due primarily to changes in the working capital requirements of the various business segments and year-over-year increases in activity. Contributing to the increase in cash provided by operating activities during the third quarter and first nine months of 2023 was increased EBITDA and accelerated accounts receivable collections. Partially offsetting this was an increase in inventory resulting from increased activity in the CPS segment and a decrease in deferred revenue due to a sequential quarterly decrease in the backlog of fabrication sales orders. Cash flow remained consistent with the prior year quarter cash flow and increased during the first nine months of 2023 compared to the same period in 2022 as a result of higher EBITDA from increased activity levels. The Company's current priorities are to maintain strong financial liquidity, continue to repay long-term debt and enhance shareholder returns, including by the purchase and cancellation of shares under the normal course issuer bid and payment of a dividend.

### Investing Activities

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Net cash used in investing activities	\$ (12,283)	\$ (8,377)	47%	\$ (50,729)	\$ (26,508)	91%
Proceeds from sale of PP&E	\$ 4,906	\$ 2,083	136%	\$ 6,410	\$ 5,960	8%
Purchase of PP&E	\$ (17,177)	\$ (17,063)	1%	\$ (59,631)	\$ (42,022)	42%

Proceeds from the sale of property, plant and equipment ("PP&E") are derived primarily from the disposal of equipment in the ordinary course of business and the replacement and upgrade of older equipment in the Company's fleet. Equipment disposed of during the third quarter and first nine months of 2023 included underutilized rental equipment,

gas compression rental equipment and light duty vehicles. Equipment disposed of during the third quarter of 2022 included underutilized rental equipment and heavy trucks, light duty vehicles, compression rental equipment and ancillary drilling and well servicing equipment.

The following summarizes PP&E purchases by segment for the three and nine months ended September 30, 2023.

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
CDS	\$ 9,094	\$ 10,506	(13%)	\$ 40,528	\$ 27,970	45%
RTS	1,643	2,260	(27%)	5,777	5,018	15%
CPS	4,268	2,801	52%	6,783	5,562	22%
WS	1,937	1,427	36%	6,308	3,392	86%
Corporate	235	69	241%	235	80	194%
Purchase of PP&E	\$ 17,177	\$ 17,063	1%	\$ 59,631	\$ 42,022	42%

nm – calculation not meaningful

During the third quarter and first nine months of 2023 PP&E purchases were as follows: drilling rig upgrades, recertifications and ancillary rig equipment purchases in the CDS segment, rental equipment in the RTS segment, additions to the compression rental fleet in the CPS segment and service rig recertifications and upgrades in the WS segment. Included in 2023 capital expenditures was approximately \$4.0 million of capital commitments carried forward from 2022 (2022: \$2.0 million carried forward from 2021).

During the third quarter and first nine months of 2022 PP&E purchases were as follows drilling rig upgrades, recertifications and ancillary rig equipment purchases in the CDS segment, rental equipment in the RTS segment, additions to the compression rental fleet in the CPS segment, service rig recertifications and upgrades in the WS segment and information and technology equipment in the Corporate segment.

Capital spending for the third quarter and first nine months of 2023 was funded by cash flow and \$4.9 million and \$6.4 million, respectively, of proceeds from the sale of PP&E.

### Financing Activities

	Three months ended September 30			Nine months ended September 30		
	2023	2022	Change	2023	2022	Change
Net cash used in financing activities	\$ (9,637)	\$ (18,509)	(48%)	\$ (49,029)	\$ (61,346)	(20%)

During the third quarter of 2023 net cash used in financing activities was \$8.9 million lower as compared to the same period in 2022. Contributing to the decrease was lower debt repayment that was partially offset by a \$0.7 million increased dividend payment following a 33% dividend increase approved by the Board in the first quarter of 2023. During the first nine months of 2023 cash used in financing activities decreased by \$12.3 million which was due primarily to a year over year reduction in long-term debt repayment, partially offset by a \$6.5 million increase in dividend payments and a \$5.4 million increase in share repurchases.

During the third quarter and first nine months of 2023 the Company paid \$2.1 million and \$5.3 million, respectively, of interest and bank fees, repaid \$0.5 million and \$16.5 million, respectively, of long-term debt, made \$1.6 million and \$4.7 million, respectively, of lease liability payments, purchased \$2.3 million and \$13.6 million, respectively, of shares under the Company's normal course issuer bid and paid \$3.2 million and \$8.9 million, respectively, of dividends.

### Liquidity and Capital Resources

The Company had a working capital surplus of \$127.6 million as at September 30, 2023 compared to \$112.2 million as at December 31, 2022. As at September 30, 2023 and the date of this MD&A, the Company was in compliance with all debt covenants.

On June 19, 2017 the Company entered into a three-year \$225 million revolving syndicated credit facility (the "Credit Facility"). Following several renewals and at the request of the Company the Credit Facility was reduced to \$170 million and the maturity date extended to November 10, 2026. The Credit Facility includes a Canadian \$18 million operating line, an Australian \$2 million operating line and a Canadian \$150 million revolving facility. The Company has the option to increase such facility by \$75 million subject to certain terms and conditions, including the agreement of the lenders to increase their commitments. The Credit Facility bears interest at the banks' Canadian prime rate plus 0.25% to 1.25%, bankers' acceptances, letters of credit, LIBOR or BBSY advances plus a 1.5% to 2.5% stamping fee. The applicable interest rate within such ranges is dependent on certain financial ratios of the Company. A standby fee ranging from 0.25% to 0.5% per annum is paid quarterly on the unused portion of the facility depending on certain financial ratios of the Company. At September 30, 2023, the applicable interest rate on amounts drawn on the Credit Facility was 6.99% and the standby rate was 0.25%. Letters of credit ("LOC") of \$0.3 million were outstanding at September 30, 2023 which reduces the amount of credit available under the Credit Facility by an equivalent amount.

In August of 2018 a U.S. \$20 million letter of credit facility was established (the "LOC Facility"). LOCs issued pursuant to the LOC Facility do not reduce availability under the Credit Facility. In April of 2020 this facility was reduced at the request of the Company to U.S. \$10 million. At September 30, 2023 \$3.9 million Canadian dollars of LOCs were outstanding under the LOC Facility (December 31, 2022: \$5.1 million).

In addition to the Credit Facility, a subsidiary of the Company has established a \$5 million revolving operating credit facility with a member of the Credit Facility lenders' syndicate. At September 30, 2023 this facility was undrawn and fully available.

At September 30, 2023 the Company's long-term debt consisted of the following:

	September 30, 2023	
	Interest rate	Principal Amount
Credit Facility	6.99%	\$ 60,000
Mortgage loan (2025 maturity)	3.10%	43,497
		103,497
Less current portion		2,034
	5.35%	\$ 101,463

At September 30, 2023 amounts owing under the Credit Facility and the mortgage loan were denominated in Canadian dollars.

The Company's ability to access the Credit Facility is dependent, among other conditions, on compliance with the following financial ratios, the definitions and thresholds for which are further described below:

	September 30, 2023	Threshold
Twelve-month trailing Bank EBITDA to interest expense	29.04	minimum 3.00
Total Senior Debt to twelve-month trailing Bank EBITDA	0.27	maximum 3.00

The Company was in compliance with all of its Credit Facility and other debt covenants at September 30, 2023. For further information regarding Credit Facility compliance requirements and details on the Company's borrowings, please refer to note 4 to the Interim Financial Statements.

The Company expects that cash and cash equivalents, cash flow from operating activities and existing and available credit facilities will be sufficient to fund its presently anticipated requirements for investments in working capital and capital assets as well as required debt and lease liability payments.

### Dividends

The Company suspended payment of dividends on March 12, 2020 given the sudden and material deterioration in industry conditions. On May 11, 2022 the Board of Directors determined to reinstate a quarterly dividend to shareholders in the second quarter of 2022. On March 9, 2023 the Board of Directors increased the dividend by 33% and declared a dividend of \$0.08 per share for the quarter ended March 31, 2023. On August 10, 2023 the Board of Directors declared a dividend of \$0.08 per share for the quarter ended September 30, 2023.

Management and the Board of Directors of the Company continue to monitor the Company's dividend policy in the context of industry conditions and forecasted net income, cashflow, cash provided by operating activities, debt levels, capital expenditures and other investment opportunities and will aim to finance any future dividends through cash provided by operating activities.

### CONTRACTUAL OBLIGATIONS

At September 30, 2023 the Company had the following contractual obligations:

	Payments due by year					
	Total	2023	2024	2025	2026	2027 and after
Long-term debt and bank indebtedness	\$ 103,497	\$ 501	\$ 2,050	\$ 40,946	\$ 60,000	\$ –
Commitments <sup>(1)</sup>	6,738	1,411	4,675	652	–	–
Lease liabilities, net of lease assets	15,035	1,274	4,824	3,980	2,262	2,695
Purchase obligations <sup>(2)</sup>	64,528	64,528	–	–	–	–
<b>Total contractual obligations</b>	<b>\$ 189,798</b>	<b>\$ 67,714</b>	<b>\$ 11,549</b>	<b>\$ 45,578</b>	<b>\$ 62,262</b>	<b>\$ 2,695</b>

(1) Commitments are described in Note 24 to the 2022 Financial Statements.

(2) Purchase obligations are described in Note 24 to the 2022 Financial Statements. As at September 30, 2023 purchase obligations primarily relate to commitments to purchase inventory in the CPS segment.

### OFF-BALANCE SHEET ARRANGEMENTS

During 2023 and 2022, the Company had no off-balance sheet arrangements other than short-term leases.

### TRANSACTIONS WITH RELATED PARTIES

During 2023 and 2022 the Company had no material transactions with related parties.

### FINANCIAL INSTRUMENTS

#### Fair Values

The discounted future cash repayments of the Company's mortgage loan (maturity 2025) are calculated using prevailing market rates of a similar debt instrument as at the reporting date. The net present value of future cash repayments of this mortgage loan and related interest at the prevailing market rate of 7.01% for a similar debt instrument at September 30, 2023

was \$41.0 million (December 31, 2022: market rate of 6.05%, \$42.2 million). The carrying value and Company's liability with respect to the mortgage loan is \$43.5 million.

### OUTSTANDING COMPANY SHARE DATA

As at the date of this MD&A, the Company had 39,975,000 common shares outstanding.

Summary information with respect to share options outstanding is provided below:

Outstanding at September 30, 2023	Exercise Price	Remaining life (years)	Exercisable at September 30, 2023
740,000	\$ 9.51	0.60	740,000
296,665	2.31	1.90	296,665
55,000	3.50	2.30	36,667
676,666	3.72	2.90	438,336
46,666	4.49	3.00	23,333
825,000	7.46	3.90	265,000
90,000	6.42	4.00	–
1,380,000	10.06	4.90	–
4,109,997	\$ 7.61	3.30	1,800,001

### OUTLOOK

#### Industry Conditions

The COVID-19 pandemic and resultant historic decline in global economic activity and oil prices contributed to unprecedented challenges and uncertainty for the global energy industry during 2020 and the first half of 2021. The recovery in oil and natural gas prices that began in the second half of 2021 has resulted in improved industry conditions, although producers generally remained disciplined in regard to their capital expenditure programs. While current indications are that global energy industry activity levels will remain stable on a seasonally adjusted basis, global economic and political uncertainty causes the Company to remain cautious and manage its business and affairs in a manner to protect its balance sheet and financial liquidity.

The severity of the recent downturn resulted in substantial consolidation and rationalization in the North American energy service industry that has contributed to more favorable market conditions as activity levels recovered.

### RISK FACTORS AND RISK MANAGEMENT

In the normal course of business, Total Energy is exposed to financial and operating risks that may potentially and materially impact its operating results. A discussion of the Company's business risks is set out in its AIF under the heading "Risk Factors" and is incorporated herein. The Company employs risk management strategies with a view to mitigating these risks on a cost-effective basis. There have been no significant changes in risk and risk management in 2023 other than as described below.

#### Industry Conditions

The dual shocks of the COVID-19 pandemic and collapse in oil prices contributed to extremely negative industry conditions for the global energy industry that began to ease in the second half of 2021. The Company's North American customers modestly increased capital spending plans for 2023 although current capital spending levels remain below levels experienced during previous periods of similar oil and natural gas prices. Activity levels in Australia moderated in the

third quarter of 2020 and began to recover in the fourth quarter of 2021. Current indications are that Australian activity will remain relatively stable for the remainder of 2023.

#### **Credit Risk**

A sustained increase in oil and gas prices has mitigated counterparty credit risk as a substantial portion of the Company's dealings are with entities involved in the oil and gas industry. Notwithstanding such an improvement in the industry environment, the Company remains focused on actively managing credit risk. Specifically, management has remained diligent in assessing credit levels granted to customers, monitoring the aging of receivables and taking proactive steps to secure and collect outstanding balances.

The Company did not have significant exposure to any individual customer or counter party that accounted for over 10% of the consolidated revenue in the third quarter and first nine months of 2023 and 2022.

The Company's allowance for doubtful accounts receivable at September 30, 2023 decreased by \$0.5 million to \$1.1 million from the December 31, 2022 allowance of \$1.6 million.

#### **CRITICAL ACCOUNTING ESTIMATES**

Management is responsible for applying judgment in preparing accounting estimates. Certain estimates and related disclosures included within the financial statements are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from management's current judgments. An accounting estimate is considered critical only if it requires the Company to make assumptions about matters that are highly uncertain at the time the accounting estimate is made, and different estimates the Company could have used would have a material impact on Total Energy's financial condition, changes in financial condition or results of operations.

There were no material changes to the Company's Critical Accounting Estimates during 2023.

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

The following are critical judgments 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.

The Company's assets are aggregated into cash-generating units for the purpose of calculating impairment. Cash generating units ("CGU" or "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.

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

The Company's functional currency is based on the primary economic environment in which it operates and is based on an analysis of several factors including which currency principally affects sales prices of products sold by the Company, which currency influences the main expenses of providing services, in which currency the Company keeps its receipts from operating activities and in which currency the Company has received financing.

The Company makes judgments regarding the determination of its reportable segments, including aggregation criteria (as appropriate), for segmented reporting.

Judgments are made by management to determine the likelihood of whether deferred income tax assets at the end of the reporting period will be realized from future taxable earnings.

#### **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.

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

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

The Company recognizes revenue over time in accounting for its equipment manufacturing contract revenue. Recognizing revenue over time requires estimates of the stage of completion of the contract to date as a proportion of the total work to be performed.

As pertains to property, plant and equipment the Company is required to estimate the residual value and useful lives of assets for purposes of depreciation.

As pertains to accounts receivable the Company is required to estimate allowances for doubtful accounts based on expected future credit losses and experiences with customers.

In a business combination, management makes estimates of the fair value of assets acquired and liabilities assumed which includes assessing the value of property, plant and equipment and intangible assets being acquired.

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

The Company's estimate of the fair value of forward foreign exchange contracts is dependent on estimated forward prices / rates and volatility in those prices / rates.

The deferred tax liability is based on estimates as to the timing of the reversal of temporary differences, substantively enacted tax rates and the likelihood of assets being realized.

#### **FUTURE ACCOUNTING POLICIES CHANGES**

Certain pronouncements were issued recently by the International Accounting Standards Board ("IASB") of the International Financial Reporting Standards ("IFRS") Interpretations Committee that are mandatory for accounting periods beginning in future years. Accounting standards or amendments to existing accounting standards that have been issued but have future effective dates are either not applicable or are not expected to have a significant impact on the Company's consolidated financial statements.

## NON-IFRS MEASURES

As described throughout this MD&A, the Company references the following financial measures that are not recognized under IFRS: EBITDA, operating income, cashflow, working capital and net debt. Management believes that, in addition to the amounts reported in the Consolidated Financial Statements, these measures are useful in assessing the Company's performance and liquidity. These measures are unlikely to be comparable to similar measures presented by other companies. The non-IFRS measures referenced in this MD&A reconcile to the IFRS measures reported in the Consolidated Financial Statements as follows, unless reconciled elsewhere:

### EBITDA

	Three months ended September 30		Nine months ended September 30	
	2023	2022	2023	2022
Net income	\$ 19,237	\$ 17,163	\$ 49,455	\$ 25,735
Add back:				
Depreciation	20,124	19,651	60,421	58,778
Finance costs, net	1,691	1,911	5,190	5,280
Income tax expense	3,903	3,610	8,619	5,655
<b>EBITDA</b>	<b>\$ 44,955</b>	<b>\$ 42,335</b>	<b>\$ 123,685</b>	<b>\$ 95,448</b>

Net debt is equal to long-term debt plus lease liabilities plus current liabilities minus current assets.

### Net Debt

	As at Sept 30, 2023
Long-term debt	\$ 101,463
Lease liabilities	9,696
Add back (deduct):	
Current liabilities	191,018
Current assets	(318,584)
<b>Net Debt (Net Asset)</b>	<b>\$ (16,407)</b>

## RESPONSIBILITY OF MANAGEMENT AND THE BOARD OF DIRECTORS

Management is responsible for the information disclosed in this MD&A and the accompanying consolidated financial statements, and has in place appropriate information systems, procedures and controls to ensure that information used internally by management and disclosed externally is materially complete and reliable. In addition, the Company's Audit Committee, on behalf of the Board of Directors, provides an oversight role with respect to all public financial disclosures made by the Company, and has reviewed and approved this MD&A and the accompanying unaudited condensed interim consolidated financial statements.

### Internal Control Over Financial Reporting ("ICFR")

There have been no significant changes in the design of the Company's ICFR during the quarter ended September 30, 2023 that would materially affect or is reasonably likely to materially affect the Company's ICFR.

## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION AND STATEMENTS

Certain information and statements contained in this MD&A constitute forward-looking information, including the anticipated costs associated with the purchase of capital equipment, expectations concerning the nature and timing of growth within the various business divisions operated through affiliates of Total Energy, expectations respecting the competitive position of such business divisions, expectations concerning the financing of future business activities, statements as to future economic and operating conditions and expectations regarding the payment of dividends in the future. Readers should review the cautionary statement respecting forward-looking information that appears below.

The information and statements contained in this MD&A that are not historical facts are forward-looking statements. Forward-looking statements (often, but not always, identified by the use of words such as “seek”, “plan”, “continue”, “estimate”, “project”, “predict”, “potential”, “targeting”, “intend”, “could”, “might”, “should”, “believe”, “expect”, “may”, “anticipate” or “will” and similar expressions) may include plans, expectations, opinions, or guidance that are not statements of fact. Forward-looking statements are based upon the opinions, expectations and estimates of management as at the date the statements are made and are subject to a variety of risks and uncertainties and other factors that could cause actual events or outcomes to differ materially from those anticipated or implied by such forward-looking statements. These factors include, but are not limited to, such things as global economic conditions, changes in industry conditions (including the levels of capital expenditures made by oil and gas producers and explorers), pandemics (including COVID-19 pandemic), the credit risk to which the Company is exposed in the conduct of its business, fluctuations in prevailing commodity prices or currency and interest rates, the competitive environment to which the various business divisions are, or may be, exposed in all aspects of their business, the ability of the Company's various business divisions to access equipment (including parts) and new technologies and to maintain relationships with key suppliers, the ability of the Company's various business divisions to attract and maintain key personnel and other qualified employees, various environmental risks to which the Company's business divisions are exposed in the conduct of their operations, inherent risks associated with the conduct of the businesses in which the Company's business divisions operate, timing and costs associated with the acquisition of capital equipment, the impact of weather and other seasonal factors that affect business operations, availability of financial resources or third-party financing and the impact of new laws and regulations or changes in existing laws, regulations or administrative practices on the part of regulatory authorities, including without limitation taxation, labour and environmental laws and regulations and changes in how such laws and regulations are interpreted and enforced. Forward-looking information respecting the anticipated costs associated with the purchase of capital equipment are based upon historical prices for various classes of equipment, expectations relating to the impact of inflation on the future cost of such equipment and management's views concerning the negotiating position of the Company and its affiliates. Forward-looking information concerning the nature and timing of growth within the various business divisions is based on the current budget of the Company (which is subject to change), factors that affected the historical growth of such business divisions, sources of historic growth opportunities and expectations relating to future economic and operating conditions. Forward-looking information concerning the future competitive position of the Company's business divisions is based upon the current competitive environment in which those business divisions operate, expectations relating to future economic and operating conditions, current and announced build programs and other expansion plans of other organizations that operate in the energy service business. Forward-looking information concerning the financing of future business activities is based upon the financing sources on which the Company and its predecessors have historically relied and expectations relating to future economic and operating conditions. Forward-looking information concerning future economic and operating conditions is based upon historical economic and operating conditions, and opinions of third-party analysts respecting anticipated economic and operating conditions. Although management of the Company believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to have been correct. Accordingly, readers should not place undue reliance upon any of the forward-looking information set out in this MD&A. All of the forward-looking statements of the Company contained in this MD&A are expressly qualified, in their entirety, by this cautionary statement. The various risks to which the Company is exposed are described in additional detail in this MD&A under the heading “Risk Factors” and in the Company's AIF. Except as required by law, the Company disclaims any intention or obligation to update or revise any forward-looking information or statements, whether as a result of new information, future events or otherwise.