

## FINANCIAL HIGHLIGHTS

(thousands of dollars except per share data, numbers of shares and kilometres of seismic data)	Three months ended December 31,		Years ended December 31,	
	2017	2016	2017	2016
Revenue - Data library sales	<b>5,449</b>	4,176	<b>43,525</b>	14,339
Amortization of seismic data library	<b>1,958</b>	4,657	<b>15,870</b>	18,973
Net earnings (loss)	<b>1,311</b>	(1,253)	<b>15,087</b>	(7,490)
Per share basic and diluted	<b>0.02</b>	(0.02)	<b>0.27</b>	(0.13)
Cash provided by operating activities	<b>2,080</b>	2,517	<b>38,755</b>	9,471
Per share basic and diluted	<b>0.04</b>	0.04	<b>0.70</b>	0.17
Cash EBITDA <sup>(a)</sup>	<b>3,791</b>	2,996	<b>37,070</b>	9,119
Per share - basic and diluted <sup>(a)</sup>	<b>0.07</b>	0.05	<b>0.67</b>	0.16
Shareholder free cash flow <sup>(a)</sup>	<b>3,301</b>	3,003	<b>29,729</b>	9,029
Per share - basic and diluted <sup>(a)</sup>	<b>0.06</b>	0.05	<b>0.54</b>	0.16
Capital expenditures				
Seismic data purchases, digitization and related costs	<b>1,450</b>	64	<b>1,575</b>	2,444
Property and equipment	<b>8</b>	-	<b>48</b>	6
Total capital expenditures	<b>1,458</b>	64	<b>1,623</b>	2,450
Special dividend paid	<b>10,915</b>	-	<b>10,915</b>	-
Weighted average shares outstanding				
Basic and diluted	<b>54,404,433</b>	56,042,673	<b>55,135,035</b>	56,105,593
Shares outstanding at period-end			<b>54,020,817</b>	55,921,060
Seismic library				
2D in kilometres			<b>447,000</b>	447,000
3D in square kilometres			<b>28,956</b>	28,647

## FINANCIAL POSITION AND RATIO

(thousands of dollars except ratio)	December 31, 2017	December 31, 2016
Working capital	<b>22,486</b>	10,674
Working capital ratio	<b>3.1:1</b>	8.9:1
Cash and cash equivalents	<b>27,422</b>	5,847
Total assets	<b>51,693</b>	44,957
Shareholders' equity	<b>37,810</b>	38,646

(a) These non-GAAP financial measures are defined, calculated and reconciled to the nearest GAAP financial measures in the Management's Discussion and Analysis.

# INDEPENDENT AUDITORS' REPORT

## TO THE SHAREHOLDERS OF PULSE SEISMIC INC.

We have audited the accompanying consolidated financial statements of Pulse Seismic Inc., which comprise the consolidated statements of financial position as at December 31, 2017 and 2016, the consolidated statements of comprehensive income (loss), changes in equity and cash flows for the years then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

## MANAGEMENT'S RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## AUDITORS' RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

## OPINION

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of Pulse Seismic Inc. as at December 31, 2017 and 2016 and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards.

The image shows a handwritten signature in black ink that reads "KPMG LLP". The letters are bold and slightly slanted, with a casual, professional appearance.

Chartered Professional Accountants

February 28, 2018  
Calgary, Canada

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(thousands of Canadian dollars)

As at December 31,	Note	2017	2016
<b>ASSETS</b>			
Cash and cash equivalents		27,422	5,847
Trade and other receivables	4	5,536	5,809
Prepaid expenses		262	364
Total current assets		33,220	12,020
Seismic data library	5	18,299	32,594
Property and equipment		174	343
Total non-current assets		18,473	32,937
<b>Total assets</b>		<b>51,693</b>	44,957
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
Accounts payable and accrued liabilities		2,324	558
Deferred revenue		925	788
Current income tax liabilities	7	7,485	-
Total current liabilities		10,734	1,346
Deferred income tax liabilities	7	2,941	4,873
Other long-term payable		208	92
Total non-current liabilities		3,149	4,965
<b>Total liabilities</b>		<b>13,883</b>	6,311
<b>SHAREHOLDERS' EQUITY</b>			
Share capital	8	74,896	77,531
Contributed surplus		2,554	2,217
Deficit		(39,640)	(41,102)
<b>Total shareholders' equity</b>		<b>37,810</b>	38,646
<b>Total liabilities and shareholders' equity</b>		<b>51,693</b>	44,957

See accompanying notes to consolidated financial statements.

On behalf of the Board:



**Robert Robotti**  
Chair of the Board



**Daphne Corbett**  
Audit and Risk Committee Chair

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

(thousands of Canadian dollars except per share data)

For the years ended December 31,	Note	2017	2016
<b>Revenue</b>			
Data library sales		43,525	14,339
<b>Operating expenses</b>			
Amortization of seismic data library	5	15,870	18,973
Salaries, internal commissions and benefits	11	4,880	3,104
Other selling, general and administrative costs	12	2,132	2,351
Depreciation		118	144
Total operating expenses		23,000	24,572
Results from operating activities		20,525	(10,233)
<b>Financing costs (income)</b>			
Financing expenses		155	175
Interest income		(296)	(51)
Net financing costs (income)		(141)	124
<b>Earnings (loss) before income taxes</b>		<b>20,666</b>	<b>(10,357)</b>
Current income tax (reduction)		7,482	(19)
Deferred income tax (reduction)		(1,903)	(2,848)
Income tax expense (reduction)	7	5,579	(2,867)
<b>Net earnings (loss) and comprehensive income (loss)</b>		<b>15,087</b>	<b>(7,490)</b>
<b>Net earnings (loss) per share, basic and diluted</b>	10	<b>0.27</b>	<b>(0.13)</b>

See accompanying notes to consolidated financial statements.

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(thousands of Canadian dollars except number of shares)

	Note	Number of shares issued (repurchased)	Share capital	Contributed surplus	Deficit	Total equity
Balance at January 1, 2016		55,592,689	76,504	2,184	(33,299)	45,389
Net loss for the year		-	-	-	(7,490)	(7,490)
Share-based compensation		-	-	227	-	227
Settlement of vested long-term incentive plan award		-	-	(172)	-	(172)
Shares issued	8	669,643	1,500	-	-	1,500
Tax effect of equity-settled share-based compensation		-	-	(22)	-	(22)
Normal course issuer bid	8	(341,272)	(473)	-	(313)	(786)
Balance at December 31, 2016		55,921,060	77,531	2,217	(41,102)	38,646

	Note	Number of shares issued (repurchased)	Share capital	Contributed surplus	Deficit	Total equity
Balance at January 1, 2017		55,921,060	77,531	2,217	(41,102)	38,646
Net earnings for the year		-	-	-	15,087	15,087
Share-based compensation		-	-	458	-	458
Settlement of vested long-term incentive plan award		-	-	(150)	-	(150)
Tax effect of equity- settled share-based compensation		-	-	29	-	29
Normal course issuer bid	8	(1,900,243)	(2,635)	-	(2,710)	(5,345)
Dividends paid	8	-	-	-	(10,915)	(10,915)
Balance at December 31, 2017		54,020,817	74,896	2,554	(39,640)	37,810

See accompanying notes to consolidated financial statements.

# CONSOLIDATED STATEMENTS OF CASH FLOWS

(thousands of Canadian dollars)

For the years ended December 31,	Note	2017	2016
<b>Cash flows provided by (used in):</b>			
<b>Operating:</b>			
Net earnings (loss) and comprehensive income (loss)		15,087	(7,490)
Adjustment for:			
Amortization of seismic data library		15,870	18,973
Depreciation		118	144
Loss on disposition of capital assets		99	8
Income tax expense (reduction)		5,579	(2,867)
Equity-settled share-based compensation		458	227
Licensing of seismic data	5	(850)	-
Net financing costs (income)		(141)	124
Interest and standby fees paid		(105)	(128)
Interest received		152	98
Income tax received		4	19
		<b>36,271</b>	9,108
Net change in non-cash working capital	13	<b>2,484</b>	363
Cash provided by operating activities		<b>38,755</b>	9,471
<b>Financing:</b>			
Normal course issuer bid		(5,345)	(786)
Shares purchased for equity-settled share-based payments		(147)	(166)
Dividends paid		(10,915)	-
Cash used in financing activities		<b>(16,407)</b>	(952)
<b>Investing:</b>			
Seismic data purchases, digitization and related costs		(725)	(2,444)
Additions to property and equipment		(48)	(6)
Cash used in investing activities		<b>(773)</b>	(2,450)
Increase in cash and cash equivalents		<b>21,575</b>	6,069
Cash and cash equivalents (operating line of credit), beginning of year		<b>5,847</b>	(222)
<b>Cash and cash equivalents, end of year</b>		<b>27,422</b>	5,847

See accompanying notes to consolidated financial statements.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

INFORMATION AS AT DECEMBER 31, 2017 AND 2016 AND FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016.

(Tabular amounts in thousands of Canadian dollars, except per share data, numbers of shares and other exceptions as indicated)

## 1. REPORTING ENTITY

Pulse Seismic Inc. (the Company) was incorporated under the Canada Business Corporations Act and is a publicly-listed company on the Toronto Stock Exchange (TSX) trading under the symbol PSD and on the OTCQX International trading under the symbol PLSDF. The Company's registered office is in Calgary, Alberta. The Company is a provider of seismic data to the energy sector in western Canada.

## 2. BASIS OF PREPARATION

### (A) STATEMENT OF COMPLIANCE

The consolidated financial statements were prepared in accordance with International Financial Reporting Standards (IFRS).

The consolidated financial statements were prepared by the Company's management and were approved by the Board of Directors on February 28, 2018.

### (B) BASIS OF PRESENTATION

The consolidated financial statements include the accounts of the Company's wholly-owned subsidiaries. Certain comparative figures have been reclassified to conform to the current year's presentation.

### (C) BASIS OF MEASUREMENT

The consolidated financial statements were prepared on the historical cost basis.

### (D) FUNCTIONAL AND PRESENTATION CURRENCY

The consolidated financial statements are presented in Canadian dollars, the Company's functional currency. All financial information presented in Canadian dollars has been rounded to the nearest thousand, except per share data, number of shares and other exceptions as indicated.

### (E) BASIS OF CONSOLIDATION

#### (I) JOINT OPERATIONS

Certain of the Company's seismic data library assets are jointly owned with others. The consolidated financial statements include the Company's share in the joint assets, joint liabilities, expenses incurred and income earned from the joint operations.

#### (II) TRANSACTIONS ELIMINATED ON CONSOLIDATION

Intra-group balances and transactions, and any unrealized income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements.

### (F) USE OF ESTIMATES AND JUDGEMENTS

Preparing the consolidated financial statements in accordance with IFRS required management to make estimates and judgements that affected the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the revenue and expenses attributed to the reporting period. Actual results could differ from those estimates.

Management discussed the Company's critical accounting principles and estimates and the application of such principles and estimates with the Audit and Risk Committee of the Board of Directors. Estimates and underlying assumptions are reviewed at a minimum annually, as required by IFRS. Changes to accounting estimates are recognized in the year in which the estimates are revised and in any future years affected.

The following note provides information about critical judgements in applying accounting policies that have the most significant effect on the amounts recognized in the consolidated financial statements:

- Note 3(g) - The Company uses judgement in determining its cash-generating units (CGUs) for purposes of impairment testing. The determination was based on management's judgement in regards to the smallest identifiable group of seismic data that generates cash flows largely independent of the cash inflows from other data. Changes in the determination of CGUs could have a significant impact on the carrying value of the assets and result in additional impairment charges or reversal of impairment charges in future periods.

The following notes provide information about assumptions and estimation uncertainties that pose a significant risk of a material adjustment within the next financial year:

- Note 3(a) (ii) - Participation survey revenue is recognized in the financial statements in proportion to the stage of project completion. Participation survey revenue is recognized when the total contract revenue, total contract costs, contract costs to completion and the stage of completion at the balance sheet date can be measured reliably, requiring management to make judgments regarding the total contract costs, contract costs to completion and stage of completion. These estimates are subject to uncertainty as they require assumptions about field conditions and are reviewed by management on a monthly basis.
- Note 3(e) - Amortization of seismic data library is based on management's estimates of expected future sales, expected useful lives, market developments and experience. These estimates may change due to changes in market conditions, potential prospects, exploration licence duration, exploration and development in certain areas, government regulations and general economic conditions. Because of the inherent difficulty in estimating market developments and future sales, the amortization rates might not accurately reflect the useful life of the data library. The amortization rates are adjusted if it is determined that estimated useful lives have changed.
- Note 3(g) - Impairment tests, if required, involve the estimation of future cash flows, requiring management to make judgments regarding long-term forecasts of future revenues and costs related to the seismic data library and residual values. These forecasts are subject to uncertainty as they require assumptions about demand for seismic data and future market conditions. Significant changes in these assumptions could require a provision for impairment in a future period.
- Note 3(h) - Deferred tax assets are recognized for all unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilized. Significant management judgment is required to determine the amount of deferred tax assets that can be recognized, based on the likely timing and level of future taxable profits. The estimates of projected future taxable profits are based on a variety of factors and assumptions, many of which are subjective and outside the Company's control. Accordingly, these estimates could differ significantly from year to year, and the Company might end up realizing more or less of the deferred tax assets than it has recognized in the consolidated financial statements.

The Company is aware that the Canada Revenue Agency (CRA) may revise the way it assesses amortization for income tax purposes of certain seismic data library costs. To date the CRA has issued no policy related to this matter and, therefore, the Company can not estimate the impact any changes might have on its income tax calculations, carry-forward balances or consolidated financial statements.

- Note 3(k) - The number of Performance Share Units (PSUs) expected to vest is based on management's estimates of expected future results and vesting criteria in subsequent years. These forecasts are uncertain as they require assumptions about future market conditions, revenues, expenses and vesting criteria. Significant changes in the assumptions could require an adjustment to the amount of share-based compensation recognized.

## (G) NEW IFRS PRONOUNCEMENTS THAT APPLY TO THE COMPANY

A number of new standards, amendments to standards and interpretations have been issued by the International Accounting Standards Board (IASB) and are not yet effective for the year ended December 31, 2017. Accordingly, the new standards, amendments to standards and interpretations were not applied in preparing these consolidated financial statements. None is expected to have a significant effect on the consolidated financial statements, except for:

- IFRS 15, *Revenue from Contracts with Customers*, which provides guidance on revenue recognition and relevant disclosures. The standard provides a single, principles-based five-step model to be applied to all contracts with customers. IFRS 15 was issued in May 2014 and applies to annual reporting periods beginning on or after January 1, 2018, with early adoption permitted. The new standard will enhance revenue disclosure.

After review, Pulse's management concluded that IFRS 15 would affect the Company's policy for recognizing participation survey revenue. Pulse currently recognizes revenue on participation surveys based on percentage of completion of the survey in question. With the amended standard, participation survey revenue can only be recognized in the financial statements when the survey is complete in all respects, meaning the risks and rewards of the final product have been passed to the customer. Pulse will, therefore, have to adjust its revenue recognition policy accordingly. With this adjustment, the lag between the progressive recognition of participation survey revenue and initial amortization upon survey completion will disappear. Since there were no participation surveys in 2016 or 2017, there will be no impact on adoption of IFRS 15 on January 1, 2018. The other data library sale contracts will be unaffected by IFRS 15 and the revenue recognition policy will remain unchanged from previous reporting periods.

- IFRS 16, *Leases*. IFRS 16 was issued in January 2016, significantly revising the way in which companies account for leases by requiring almost all leases to be included on the balance sheet of lessees. The standard provides a single lessee accounting model, requiring lessees to recognize assets and liabilities for all leases unless the lease term is 12 months or less or the underlying asset has a low value. IFRS 16 is effective for annual periods beginning on or after January 1, 2019, with early adoption permitted for companies that also apply IFRS 15, *Revenue from Contracts with Customers*. The Company continues to evaluate the potential impact of IFRS 16 on the financial statements which, therefore, remains unknown.
- IFRS 9, *Financial Instruments*. IFRS 9 was issued in 2014 and brings together the classification and measurement, impairment and hedge accounting to replace IAS 39, *Financial Instruments: Recognition and Measurement*. IFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early adoption permitted. After it is built on a logical, single classification and measurement approach for financial assets that reflects the business model in which they are managed and their cashflow characteristics. The standard also includes an improved hedge accounting model to better link the economics of risk management with its accounting treatment. In view, Pulse's management concluded that IFRS 9 will not have a significant effect on the consolidated financial statements.

## 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements.

### (A) REVENUE RECOGNITION

Revenue is measured at the fair value of the consideration received or receivable, net of discounts and volume rebates.

#### I. DATA LIBRARY SALES

Revenue is recognized when the customer executes a valid licence agreement, transfer of seismic data to the customer occurs and collection is reasonably assured. The Company defers any unearned portion of the contract value for which the revenue recognition requirements have not been met. Deferred revenue consists of the difference between the total contract value and the amount of seismic data delivered.

## II. PARTICIPATION SURVEYS

The Company participates with customers in 3D seismic participation surveys from which the Company retains proprietary rights to the collected data, and from which participating customers receive a non-transferable licensed copy. Customers typically can direct or influence the project specifications and access data as it is being acquired.

Participation survey revenue is recognized in the financial statements in proportion to the project's stage of completion and when the total contract revenue, total contract costs, contract costs to completion and stage of completion at the date of the statement of financial position can be measured reliably. The stage of completion is assessed by calculating the cost incurred for work performed to the date of the statement of financial position as a percentage of the estimated total contract cost. The amount of revenue recognized is equal to the total contract revenue multiplied by the percentage of completion. Deferred revenue consists of the difference between the total value billed and the amount of revenue recognized.

### (B) FINANCIAL INSTRUMENTS

Financial assets of the Company include cash and cash equivalents and trade receivables. Financial liabilities of the Company mainly comprise trade payables and long-term debt.

Financial instruments are recognized on the consolidated statement of financial position when the Company becomes a party to the instrument's contractual obligations. All financial instruments are initially recognized at fair value. Measurement in subsequent periods depends on the instrument's classification.

Cash and cash equivalents and trade receivables are designated as loans and receivables. Accounts payable and long-term debt are designated as other financial liabilities. Loans and receivables and other financial liabilities, including related transaction costs, are measured initially at fair value and subsequently at amortized cost using the effective interest rate method, less any allowance for impairment.

A provision for impairment of loans and receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the receivable's original terms. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognized in the income statement. When a receivable is uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited to earnings or loss.

The fair value of accounts receivable is estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. Fair value of financial liabilities, which is determined for disclosure purposes, is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date.

### (C) CASH AND CASH EQUIVALENTS

Short-term investments with an original maturity of three months or less, net of the operating line of credit, are considered to be cash equivalents.

### (D) PARTICIPATION SURVEYS IN PROGRESS

Participation surveys in progress include all expenditures related directly to specific projects and an allocation of variable overheads.

Accrued participation survey revenue represents the gross unbilled amount expected to be collected from customers for participation survey work performed to date and is measured at the value of the contract recognized to date, based on the percentage of completion, less progress billings. If payments received from customers exceed the related income recognized, then the difference is presented as deferred revenue on the consolidated statement of financial position.

Preliminary costs during the research phase of participation surveys are recognized in earnings as incurred. Development expenditures related to participation surveys are capitalized only once the survey project is deemed technically feasible, which usually occurs when the participation survey contract is signed. The expenditures capitalized include the cost of materials, subcontractor fees and labour costs that are directly attributable to the survey.

#### **(E) SEISMIC DATA LIBRARY**

The seismic data library has a finite useful life and is measured at cost less accumulated amortization and impairment losses. Additions to the seismic data library arise in two distinct ways: (i) participation surveys and (ii) the purchase of existing data. Costs directly incurred in acquiring, processing and otherwise completing seismic surveys are capitalized to the seismic data library.

Subsequent expenditures on data library assets, such as reprocessing and digitization, are capitalized only when the expenditure increases the asset's future economic benefits. All other expenditures are recognized in earnings as incurred.

Amortization is calculated over the cost of the asset less its residual value. Costs associated with participation surveys are amortized at 50 percent immediately on the delivery of the data to the participants, with the balance amortized on a straight-line basis over the seven-year period.

The assumptions behind the 50 percent immediate amortization on delivery are as follows. The Company's historical average and target survey prefunding percentage is 70 percent of the cost of the seismic data shoot. Based on historical performance, the Company usually then recovers an additional 70 percent of the total cost of the survey through recurring sales of the acquired data. After seven years the data sales generally decline.

Based on these numbers, the total revenue generated by a particular participation survey historically is 140 percent of cost. Accordingly, prefunding typically represents approximately 50 percent of the total revenue generated by the survey. The 50 percent initial amortization thereby matches amortization to the historical pattern of revenue generation.

The costs of purchased data are amortized on a straight-line basis over seven years.

Amortization is based on management's estimates of expected future sales, expected useful lives, market developments and experience. These estimates may change due to changes in market conditions, potential prospects, exploration licence duration, exploration and development in certain areas, government regulations and general economic conditions. Amortization methods, useful lives and residual values are reviewed at each financial year-end and adjusted if appropriate.

#### **(F) PROPERTY AND EQUIPMENT**

Property and equipment are recorded at cost less accumulated depreciation and impairment losses. Cost includes expenditures that are directly attributable to the acquisition of the asset.

Depreciation is calculated over the depreciable amount, which is the cost of an asset less its residual value. Depreciation is recognized in earnings over the estimated useful life of each significant component of an item of property and equipment.

Effective January 1, 2017, as a result of a review of the remaining life and pattern of usage of its property and equipment, the Company adopted the straight-line method of depreciation for its property and equipment, which were previously depreciated using the declining balance method. In accordance with IFRS, a change in depreciation method is treated on a prospective basis as a change in estimate and, therefore, prior-period results were not restated. The Company believes that the new method reflects the pattern of consumption of the future benefits to be derived from the assets being depreciated. The change in method had an immaterial effect for the year ended December 31, 2017.

Depreciation is provided using the following methods:

	Straight Line
Computer hardware and software	3 years
Office equipment	5 years
Leasehold improvements	Balance of lease

#### (G) IMPAIRMENT OF LONG-LIVED ASSETS

The carrying amounts of the seismic data library, property and equipment, and intangible assets are reviewed at each reporting date by management to determine whether there is any indication of impairment. If so, the asset's recoverable amount is estimated and impairment recorded, if any.

Factors considered important by the Company that could trigger an impairment assessment include:

- Significant underperformance relative to expected operating results based on historical and/or projected data;
- Significant changes in the manner of the use of the asset or the strategy of the overall business; and
- Significant negative industry or economic trends.

The recoverable amount of tangible and intangible assets is the greater of value in use and fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessment of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets are classified in the smallest grouping that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups (the CGU).

An impairment loss is recognized if the carrying amount of an asset or its CGU exceeds its estimated recoverable amount. Impairment losses are recognized in earnings or loss. Impairment losses recognized in respect of a CGU are allocated to the carrying amount of the assets in the unit on a pro-rata basis.

Impairment losses for assets recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount and only to the extent that the assets' carrying value does not exceed the carrying amount that would be determined, net of amortization or depreciation, if no impairment loss had been recognized.

#### (H) INCOME TAXES

Income tax expense comprises current and deferred tax. Income tax expense is recognized in earnings or loss except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity or in other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to taxes payable in respect of previous years.

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rates expected to be applied to the temporary differences when they are reversed, based on the laws enacted or substantively enacted by the reporting date. Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

Deferred tax is not recognized for the following differences:

- The initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable income or loss; and
- Differences relating to investments in subsidiaries and jointly controlled entities to the extent that it is probable they will not be reversed in the foreseeable future.

A deferred tax asset is recognized to the extent that it is probable that future taxable income will be available against which deductible temporary differences can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable the related tax benefit will be realized.

#### **(I) PER SHARE AMOUNTS**

Basic per share amounts are calculated using the weighted average number of shares outstanding during the period.

#### **(J) SHARE CAPITAL**

Common shares are classified as equity. When shares are sold, the consideration received, including directly attributable costs, net of any tax effect, is recognized as a change in share capital. The Company purchases shares for cancellation under its normal course issuer bid. The cost of purchasing shares for cancellation is first charged to share capital to the extent of the average carrying value of the common shares purchased and the excess is charged to retained earnings. No gain or loss is recognized in the consolidated statements of comprehensive income (loss) on the purchase, sale, issuance or cancellation of the Company's own equity instruments.

#### **(K) SHARE-BASED PAYMENTS**

In 2012, the Company implemented a new long-term incentive plan (LTIP) under which participants are granted restricted share units (RSUs) and performance share units (PSUs). All amounts awarded are at the discretion of the Board of Directors. RSUs and PSUs have accompanying dividend-equivalent rights and, therefore, additional RSUs and PSUs are issued to reflect dividends declared on the common shares. The plan's trustee will purchase common shares on the open market for the after-tax number of RSUs and PSUs vested with funds provided by the Company. The RSUs and PSUs are treated as equity-settled share-based payments and the related payroll taxes are treated as cash-settled share-based payments.

The compensation expense is recognized over the vesting period. For equity-settled share-based payments, the compensation expense is based on the number of RSUs and PSUs expected to vest and the market value of a common share of the Company on the grant date, with a corresponding increase to contributed surplus. For cash-settled share-based payments, the compensation expense is measured initially at the fair market value of the Company's shares at the grant date and subsequently adjusted for the additional shares granted based on the reinvestment of notional dividends and the market value of the shares at the end of each reporting period, with a corresponding increase to liabilities.

#### **(L) EMPLOYEE BENEFITS**

Short-term employee benefit obligations are calculated on an undiscounted basis and are expensed as the related services are provided.

A liability is recognized for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Company has a current legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

#### **(M) LEASES**

The determination of whether an arrangement is or contains a lease is based on the substance of the arrangement and requires an assessment of whether its fulfillment depends on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

Payments made under operating leases are recognized in earnings or loss on a straight-line basis over the lease term.

**(N) NET FINANCING COSTS OR INCOME**

Financing expenses consist of interest expense on long-term debt and amortization of the deferred financing costs. All borrowing costs are recognized in earnings or loss using the effective interest rate method.

Interest income is earned from term deposits and discounted accounts receivable with payment terms.

**4. TRADE AND OTHER RECEIVABLES**

As at December 31,	2017	2016
Data library trade receivables	5,481	5,805
Other	55	4
	<b>5,536</b>	5,809

No bad debt expense was recorded in 2017 or 2016.

**5. SEISMIC DATA LIBRARY**

	2017	2016
<b>Cost</b>		
Opening balance, January 1	443,399	439,455
Acquisitions through purchases and related cost	1,575	3,944
Closing balance, December 31	<b>444,974</b>	443,399
<b>Accumulated amortization</b>		
Opening balance, January 1	410,805	391,832
Amortization for the year	15,870	18,973
Closing balance, December 31	<b>426,675</b>	410,805
<b>Carrying amount, December 31</b>	<b>18,299</b>	32,594

On January 26, 2016, the Company acquired approximately 107,000 net kilometres of 2D seismic data and 58 net square kilometres of 3D seismic data, increasing Pulse's 2D seismic data library by 31.5 percent to approximately 447,000 net kilometres. The acquisition includes data spread throughout the Western Canada Sedimentary Basin and is complementary to the Company's existing data. The purchase price of \$3.65 million was funded through the issuance of 669,643 common shares and \$2.15 million in cash.

On September 27, 2016 the Company closed a small acquisition and added approximately 29 net square kilometres of 3D seismic data. The cost of the acquisition was \$100,000.

On December 22, 2017, the Company acquired approximately 309 net square kilometres of 3D seismic data. The cost of the acquisition was \$1.45 million and included a payment of \$600,000 in cash and the licensing of \$850,000 of seismic data.

At December 31, 2017, the Company assessed its seismic data library CGUs for indicators of impairment or reversal, as required under IFRS. It concluded there were no such indicators and no impairment test was performed.

## 6. LONG-TERM DEBT

On February 15, 2013 the Company executed a \$50.0 million three-year extendible revolving credit facility with a syndicate of banks. On January 18, 2016 the Company elected to reduce the facility's available borrowing amount to \$30.0 million from \$50.0 million. The facility does not have scheduled principal payments. Voluntary prepayments are permitted in whole or part at any time without premium or penalty. Up to \$5.0 million of the revolving facility is available as an operating line of credit. As at December 31, 2017 and 2016, long-term debt was \$nil. The credit facility includes an accordion feature which allows the Company to increase the facility to \$70.0 million with the lenders' consent. The accordion incurs no renewal or standby fees. The Company has the option on an annual basis to extend the maturity date for one additional year with the lenders' approval and has done so each year. The maturity date is currently February 13, 2021.

Interest on the syndicated revolving bank loan is calculated based on the lender's prime rate, bankers' acceptance rate or LIBOR, plus an applicable margin based on the covenant ratio of total debt to adjusted earnings before interest, tax, depreciation and amortization (adjusted EBITDA). At December 31, 2017 the applicable interest rate on the long-term debt was 3.7 percent (December 31, 2016 – 3.2 percent).

The Company pays a standby fee based on the daily undrawn balance of the credit facility and an applicable margin based on the covenant ratio of total debt to adjusted EBITDA.

The covenants include two financial ratio tests. The first is that the total debt to adjusted EBITDA must not exceed a ratio of 2.50:1. The ratio was 0.00:1 at December 31, 2017. The second is that the interest coverage ratio must be at least 3:1 at all times. The ratio was 353:1 at December 31, 2017. The Company was in compliance with all covenants at December 31, 2017.

The credit facility is secured by a charge on all of the assets of the Company and its material subsidiaries.

## 7. DEFERRED TAX ASSETS AND LIABILITIES

### (A) UNRECOGNIZED DEFERRED TAX ASSETS

As at December 31,	2017	2016
Foreign exploration and development expense	284	314
Capital losses	413	413
	<b>697</b>	727

Deferred tax assets for these items have not been recognized because utilization against future taxable profits is not probable.

**(B) RECOGNIZED DEFERRED TAX ASSETS AND LIABILITIES**

Deferred tax assets and liabilities are attributable to the following:

As at December 31,	2017	2016
Deferred income tax assets:		
Resource expenditures	179	183
Non-capital tax losses carried forward	-	1,594
Share issuance and financing cost	5	22
SR&ED credit	-	19
Long-term incentive plan	311	118
Deferred income tax asset	495	1,936
Deferred income tax liability:		
Seismic data library and participation surveys	3,436	6,809
Deferred income tax liability	3,436	6,809
Net deferred income tax liabilities	2,941	4,873

**(C) MOVEMENT IN TEMPORARY DIFFERENCES DURING THE YEAR**

	Deferred tax liabilities (assets) January 1, 2016	Recognized in income	Recognized in equity	Deferred tax liabilities (assets) December 31, 2016
Resource expenditures	(199)	16	-	(183)
Non-capital losses	(2,060)	466	-	(1,594)
Share issuance and financing costs	(36)	14	-	(22)
Long-term incentive plan	(120)	(20)	22	(118)
SR&ED credit	-	(19)	-	(19)
Seismic data library	10,114	(3,305)	-	6,809
	7,699	(2,848)	22	4,873

	Deferred tax liabilities (assets) January 1, 2017	Recognized in income	Recognized in equity	Deferred tax liabilities (assets) December 31, 2017
Resource expenditures	(183)	4	-	(179)
Non-capital losses	(1,594)	1,594	-	-
Share issuance and financing costs	(22)	17	-	(5)
Long-term incentive plan	(118)	(164)	(29)	(311)
SR&ED credit	(19)	19	-	-
Seismic data library	6,809	(3,373)	-	3,436
	4,873	(1,903)	(29)	2,941

**(D) RECONCILIATION OF EFFECTIVE TAX RATE**

Income tax expense differs from the amount that would be computed by applying the basic combined federal and provincial statutory income tax rate to earnings before income taxes. The reasons for the differences are as follows:

For the years ended December 31,	<b>2017</b>	2016
Earnings (loss) before income tax	<b>20,666</b>	(10,357)
Combined federal and provincial income tax rate	<b>27%</b>	27%
Expected income tax expense (reduction)	<b>5,580</b>	(2,796)
Effects of differences:		
Non-deductible expenses	<b>13</b>	(8)
Adjustment in respect of prior years	<b>(3)</b>	8
Change in valuation allowance	<b>(29)</b>	(33)
SR&ED credits	<b>18</b>	(38)
Actual income tax expense (reduction)	<b>5,579</b>	(2,867)

The deferred tax related to the equity-settled share-based compensation is recognized directly in equity, as the estimated future tax deduction exceeds the cumulative remuneration expense.

**8. EQUITY****A) SHARE CAPITAL**

The Company's authorized share capital consists of an unlimited number of common and an unlimited number of preferred shares, issuable in series. The shares have no stated par value. No preferred shares have been issued. All common shares are entitled to receive dividends as declared and are entitled to one vote per share at Company meetings.

On December 19, 2017, the Company announced the renewal of its normal course issuer bid (NCIB). The Company may purchase, for cancellation, up to a maximum of 3,053,815 common shares, equal to 10 percent of the public float of 30,538,152 common shares as at December 14, 2017. The Company is also limited under the NCIB to purchasing no more than 8,493 common shares on any given day, subject to the block purchase exemption under the TSX rules. The NCIB will continue until December 20, 2018. Purchases will be made on the open market through the TSX or alternative platforms at the market price of such shares. All shares purchased under the NCIB will be cancelled.

During the year ended December 31, 2017 the Company purchased, for cancellation 1,900,243 (2016 - 341,272) common shares pursuant to its NCIB at a weighted average price of \$2.81 (2016 - \$2.30) per share, including brokerage fees, for a total cost of \$5,345,000 (2016 - \$786,000). The total cost paid, including fees, was first charged to share capital to the extent of the average carrying value of the common shares purchased and the excess of \$2,710,000 (2016 - \$313,000) was charged to the deficit.

The purchase price of the \$3.65 million acquisition in 2016, discussed in Note 5 was partially funded through the issuance of 669,643 Pulse common shares valued at approximately \$2.24 per share, based on the 10-day volume-weighted average price of the shares on the Toronto Stock Exchange at close of trading on January 21, 2016.

## B) DIVIDENDS

On November 1, 2017, the Company declared a special dividend of \$0.20 per common share. The dividend totalling \$10.9 million was paid on December 8, 2017 to shareholders of record at the close of business on November 16, 2017.

No dividends were paid in 2016.

## 9. SHARE-BASED PAYMENTS

In 2012, the Company's Board of Directors approved a new LTIP plan for employees, officers and directors designed to align the Company's long-term incentive compensation with its performance and to increase individual share ownership.

The LTIP awards consist of RSUs and PSUs, with Directors being granted RSUs only. Upon vesting, each RSU and PSU entitles the holder to one common share of the Company. RSUs and PSUs have accompanying dividend-equivalent rights and, therefore, additional RSUs and PSUs are issued to reflect dividends declared on the common shares.

On March 31, 2017 one-third of the awards which were eligible to vest were RSUs and two-thirds were PSUs. The Company's performance in 2016 did not meet the predetermined performance measures and, consequently, no PSUs vested on March 31, 2017. RSUs vest automatically based upon time and, consequently, all of the eligible RSUs vested automatically on March 31, 2017.

To satisfy its obligation, in April 2017 the Company provided \$150,000 to the plan's trustee to purchase common shares on the open market for the total after-tax number of cash- and equity-settled RSUs that vested on March 31, 2017. The related payroll taxes of \$99,000 were paid in May 2017 to settle fully the accrued cash-settled portion of the share-based payment liabilities.

For the March 31, 2017 replenishment, the Board of Directors approved the following changes:

- The salary multiplier applicable for the determination of RSUs and PSUs in the notional accounts of the executive officers was increased; and
- The RSUs and PSUs in the notional accounts for the other employees were split half-and-half compared to one-third, two-thirds in previous years.

The changes in the numbers of RSUs and PSUs granted are included in the table below.

In determining the amount of equity-settled share-based compensation related to PSUs, management makes estimates about future results and vesting criteria. It is reasonably possible that future outcomes could differ from the estimates, which are based on current knowledge, and require a material adjustment to the share-based compensation expense recorded in future periods. The impact of any change in the number of PSUs expected to vest is recognized in the period the estimate is revised.

During the year ended December 31, 2017, the Company recognized \$866,000 (2016 - \$362,000) in compensation expense related to the LTIP in salaries, internal commissions and benefits on the statement of comprehensive earnings. The equity-settled portion was \$458,000 (2016 - \$227,000).

At December 31, 2017 the obligation related to the cash-settled portion of the LTIP was \$480,000 (December 31, 2016 - \$175,000) with \$272,000 (December 31, 2016 - \$83,000) included in accounts payable and accrued liabilities and \$208,000 (December 31, 2016 - \$92,000) included in other long-term payable.

The following summarizes activity in the Company's LTIP during the years ended December 31, 2017 and 2016:

RSUs	2017	2016
Outstanding, January 1	343,440	344,729
Vested	(97,108)	(121,713)
Granted	291,676	142,055
Dividend-equivalent share units	32,858	-
Cancelled or forfeited	(17,200)	(21,631)
Outstanding, December 31	553,666	343,440

  

PSUs	2017	2016
Outstanding, January 1	519,717	498,746
Granted	330,899	208,469
Dividend-equivalent share units	41,963	-
Cancelled or forfeited	(185,508)	(187,498)
Outstanding, December 31	707,071	519,717

On March 31, 2018, 169,152 RSUs will vest automatically and, based on the Company's performance in 2017 and the predetermined performance measures, 65,506 of the PSUs will vest. In April 2018, the Company will settle its obligation to deliver the common shares by providing funds to the independent LTIP trustee to purchase the shares on the open market.

## 10. EARNINGS PER SHARE

### A) BASIC EARNINGS PER SHARE

The calculation of basic earnings per share at December 31, 2017 was based on the earnings attributable to common shareholders of \$15.1 million for the year ended December 31, 2017 (2016 - loss of \$7.5 million) and a weighted average number of common shares of 55,135,035 (2016 - 56,105,593), calculated as follows:

	2017	2016
Common shares outstanding, January 1	55,921,060	55,592,689
Effect of shares issued, purchased and cancelled	(786,025)	(109,169)
Effect of common shares issued during year	-	622,073
Weighted average number of common shares for the year ended December 31	55,135,035	56,105,593

### B) DILUTED EARNINGS PER SHARE:

The Company does not have any dilutive securities.

## 11. SALARIES, INTERNAL COMMISSIONS AND BENEFITS

For the years ended December 31,	Note	2017	2016
Salaries and benefits		2,416	2,455
Internal commissions		589	179
Registered retirement savings plan contributions		109	108
Short-term incentives		900	-
Long-term incentives	9	866	362
<b>Total salaries, internal commissions and benefits</b>		<b>4,880</b>	<b>3,104</b>

## 12. OTHER SELLING, GENERAL AND ADMINISTRATIVE COSTS

For the years ended December 31,	2017	2016
External commissions	(49)	102
Occupancy cost and other leases	547	614
Office and general cost	481	251
Information technology	380	436
Reprocessing and data storage	161	136
Directors' fees and corporate costs	376	422
Consulting fees	4	46
Professional fees	232	344
<b>Total other selling, general and administrative costs</b>	<b>2,132</b>	<b>2,351</b>

## 13. NET CHANGE IN NON-CASH OPERATING WORKING CAPITAL

For the years ended December 31,	2017	2016
Trade and other receivables	273	349
Prepaid expenses	102	(31)
Accounts payable and accrued liabilities	1,766	(251)
Deferred revenue	137	365
Other long-term payable	116	16
Others	90	(85)
<b>Net change in non-cash operating working capital</b>	<b>2,484</b>	<b>363</b>

## 14. FINANCIAL INSTRUMENTS

The Company's risk management policy objectives include the long-term management of the Company's business activities and, wherever possible, mitigation of the associated business risks. The Company has exposure to the following risks from its use of financial instruments:

- Credit risk;
- Liquidity risk; and
- Market risk.

**(A) RISK MANAGEMENT**

The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework.

The Company's risk management policies are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Audit and Risk Committee oversees how management monitors compliance with the Company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company. Reviews of risk management controls and procedures are performed, the results of which are reported to the Board of Directors.

**(B) CREDIT RISK**

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's accounts receivable.

The Company is exposed to credit risk in connection with data sales and participation surveys with its customers. The Company's exposure to credit risk is influenced mainly by each customer's individual characteristics. The nature of the Company's customer base, including the default risk of the industry in which customers operate, has an influence on credit risk. As the Company operates to a large extent in the oil and natural gas industry, nearly all of the trade receivables relate to customers from this industry.

The effective monitoring and control of credit risk is a core competency of the Company. Each new customer is analyzed individually for creditworthiness, including credit reference checks, before payment and delivery terms and conditions such as credit limits are offered. Customer accounts are monitored and accounts receivable aging is regularly reviewed. Certain customers have signed agreements with the Company that provide for extended payment terms. The Company's credit risk increases in these arrangements due to their longer time-frame. The risk is mitigated by attempting to limit these arrangements to major oil and natural gas companies which have long operating histories and adequate resources to fulfill their commitments.

The majority of the Company's customers have been doing business with the Company for many years, and insignificant losses have occurred in the past. The Company does not require customers to provide collateral.

**EXPOSURE TO CREDIT RISK**

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was the value of accounts receivable of \$5.5 million. The Company has a significant concentration of customers in the oil and natural gas industry, with the majority located in Alberta. At December 31, 2017, 82 percent of total accounts receivable were due from four customers. For the year ended December 31, 2017, approximately 84 percent of the Company's data library sales were attributable to five customers.

The aging of trade receivables at the reporting date was:

	2017		2016	
	Gross	Impairment	Gross	Impairment
Current	5,507	-	5,801	-
Past due 31-60 days	18	-	8	-
Past due 61-90 days	11	-	-	-
More than 90 days	-	-	-	-
Total	5,536	-	5,809	-

The current accounts receivable of \$5.5 million in the table above include \$4.8 million from four clients benefiting from extended payment terms. All amounts are due during the year 2018.

As at the reporting date, the Company believes that all accounts are collectible, based on historical payment behaviour and extensive analysis of customers' underlying credit ratings.

### (C) 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 in cash or another financial asset. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under normal and stressed conditions, without incurring unacceptable losses or risking damage to its reputation.

The Company regularly monitors its cash flow and funding options available in the capital markets, as well as trends in the availability and costs of such funding, with a view to maintaining financial flexibility and limiting repayment risks. The Company does not believe that it will encounter difficulty in meeting its financial obligations. Consolidated cash flow information, including a projection for the remainder of the year where applicable, is presented quarterly to the Audit and Risk Committee, which aids in planning to ensure that the Company has sufficient cash to meet expected operational expenses, including the servicing of financial obligations.

Beyond cash on hand of \$27.4 million and total working capital of \$22.5 million at December 31, 2017 the Company had \$30.0 million available for future draws on its revolving credit facility, with a further \$40.0 million available via an accordion feature, subject to the banking syndicate's approval. The facility was undrawn and the availability was therefore unchanged as at February 28, 2018.

The following are the contractual maturities of financial liabilities at December 31, 2017:

	Carrying amounts	2018	2019	2020	2021 and thereafter
Accounts payable	2,324	2,324	-	-	-
Long-term payable	208	-	208	-	-
Total	2,532	2,324	208	-	-

### (D) MARKET RISK

Market risk is the risk that changes in market prices will affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

#### (I) COMMODITY PRICE RISK

The Company is not directly exposed to commodity price risk as it does not have any contracts that are directly based on commodity prices. A change in commodity prices, specifically oil and natural gas prices, could have a material impact on the Company's customers' cash flows and could therefore affect the level of seismic data library sales and participation surveys. Commodity prices are affected by many factors, including supply and demand. The Company has not entered into any commodity price risk contracts. Given that this is an indirect influence, the financial impact on the Company of changing oil and natural gas prices is not reasonably determinable.

#### (II) INTEREST RATE RISK

The Company's interest rate risk exposure is mainly related to long-term debt. The Company is exposed to interest rate cash-flow risk on its floating-rate long-term debt as described in note 6. Changes in market interest rates will cause fluctuations in future interest payments.

The Company earns minimal interest income on its cash balances.

A change of 100 basis points in interest rates for the year ended December 31, 2017 would have had no effect on earnings in 2017 (2016 - \$nil) because the facility was undrawn throughout the year, assuming all other variables remained constant.

#### (E) FAIR VALUES

The fair values of cash and cash equivalents, accounts receivable and accounts payable approximate their carrying amount largely due to the short-term maturities of these instruments.

## 15. CAPITAL MANAGEMENT

The Company considers its capital structure to include shareholders' equity and long-term debt, but carried no balance on long-term debt at December 31, 2017 or 2016.

As at December 31,	<b>2017</b>	2016
Shareholders' equity	<b>37,810</b>	38,646
Long-term debt	-	-
Total capitalization	<b>37,810</b>	38,646

The Company's primary objective when managing capital is to preserve its ability to execute its long-term growth plan of significantly increasing the size of the seismic data library, so that it can maximize revenue and, ultimately, shareholder value. Sales generated from the seismic data library provide the Company with high levels of cash, and its most significant expense is non-cash amortization. Due to this, the Company has been able to repay long-term debt and continue to fund data library growth.

The Company requires flexibility in managing the capital structure so that it can take advantage of opportunities to raise additional capital as opportunities for data acquisitions or participation surveys arise. The Company uses a combination of debt and equity and relies on key internal measures such as the long-term debt to TTM cash EBITDA ratio and the long-term debt to equity ratio to forecast and structure its capital requirements. From time to time the Company purchases its own shares on the market through its NCIB, the timing of which depends on a number of factors including competing capital allocation opportunities under review, market volume activity and market prices.

Cash EBITDA is defined by the Company as earnings before interest, taxes, depreciation and amortization less participation survey revenue, plus non-cash and non-recurring expenses. Cash EBITDA is a measure that does not have any standardized meaning prescribed by IFRS or Canadian generally accepted accounting principles and is therefore unlikely to be comparable to similar measures presented by other issuers.

The long-term debt to TTM cash EBITDA ratio is calculated as long-term debt at the end of the period, divided by 12-month trailing cash EBITDA. This measure is substantially the same as the total debt to adjusted EBITDA ratio covenant in the Company's credit facility, with the exception that the covenant calculation under the credit facility allows for the addition of normalized cash flow from acquisitions for the months during the trailing 12 months that the Company didn't own the acquired data.

As the balance of the long-term debt was nil at December 31, 2017, the long-term debt to TTM cash EBITDA ratio and long-term debt to equity ratio were 0.00:1 at December 31, 2017.

As discussed in note 6, the Company is subject to debt covenants on its long-term debt as of December 31, 2017. Having no debt at December 31, 2017, the Company was in compliance with all covenants.

The Company is subject to maximum limits on the number of shares it may purchase through its NCIB.

There were no changes in the Company's approach to capital management during the year other than the special dividend paid in December 2017.

## 16. OPERATING LEASES AND OTHER COMMITMENTS

The Company leases office space and office equipment under operating leases. In January 2017, the Company signed a sublease agreement for new office space. This sublease expires in March 2023.

During the year ended December 31, 2017, \$538,000 (2016 - \$609,000) was recognized in selling, general and administrative expenses in respect of operating leases.

Obligations for seismic data services contracts include geophysical services such as digitization and data storage.

During the year ended December 31, 2017, \$161,000 (2016 - \$136,000) was recognized in selling, general and administrative expenses in respect of seismic data services.

The following table represents expected operating lease payments and minimum payments under seismic data services contracts:

	2018	2019	2020	2021	2022 and thereafter
Operating leases	332	321	321	321	401
Seismic data services	37	-	-	-	-
<b>Total</b>	<b>369</b>	<b>321</b>	<b>321</b>	<b>321</b>	<b>401</b>

## 17. RELATED-PARTY TRANSACTIONS

The Company has a related-party relationship with its Board of Directors and with key management personnel.

### (A) KEY MANAGEMENT PERSONNEL COMPENSATION

In addition to their salaries, the executive officers participate in the Company's short-term incentive cash-bonus plan and LTIP (refer to note 9).

Key management personnel compensation comprised:

For the years ended December 31,	2017	2016
Fixed salary	798	798
Short-term employee benefits	60	57
Short-term incentive plan	-	-
LTIP	100	132
	<b>958</b>	<b>987</b>

### (B) TRANSACTIONS WITH DIRECTORS

Directors also participate in the Company's LTIP (refer to note 9).

The remuneration of the Directors is as follows:

For the years ended December 31,	2017	2016
Directors' fees	198	216
LTIP	65	101
	<b>263</b>	<b>317</b>