

## CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

FOR THE THREE MONTHS ENDED MARCH 31, 2018 AND 2017

UNAUDITED

## Condensed Consolidated Interim Statement of Financial Position - Unaudited

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

		March 31	December 3
	Note	2018	201
Assets			
Current assets			
Accounts receivable	4(c)	\$ 79,808	\$ 54,114
Prepaid expenses		7,221	5,455
Inventories	6	56,874	48,984
Total current assets		143,903	108,553
Deferred income tax	9	7,161	8,009
Mineral resources	7	32,261	31,506
Property, plant and equipment	8	332,613	319,889
Total Assets		\$ 515,938	\$ 467,957
Liabilities and Equity			
Current liabilities			
Accounts payable and accruals	4(d)	\$ 43,361	\$ 38,765
Contract liabilities	15	12,648	278
Derivative liability	4(b)	1,450	671
Current portion of long-term debt	10	863	33,692
Total current liabilities		58,322	73,406
Long-term debt	10	146,553	95,570
Derivative liability	4(b),10	1,639	2,128
Decommissioning provision	11	14,917	14,663
Total long-term liabilities		163,109	112,361
Total liabilities		\$ 221,431	\$ 185,767
Shareholders' Equity (Deficiency)			
Shareholders' equity	12	\$ 400,812	\$ 400,812
Contributed Surplus		6,375	5,432
Accumulated Deficit		(111,627)	(115,212
Cumulative translation adjustment		(697)	(8,358
Shareholders' equity		294,863	282,674
Non-controlling interests	12	(356)	(484
Total Equity		\$ 294,507	\$ 282,190
Total Liabilities and Equity		\$ 515,938	\$ 467,957

See accompanying notes to the condensed consolidated interim financial statements.

Commitments and contingencies (Note 17)



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# Condensed Consolidated Interim Statements of Operations and Comprehensive Income (Loss) – Unaudited

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

For the three months ended March 31,

	Note		2018		2017
Sales					
Sand revenue	15	\$	86,884	\$	51,630
Wellsite solutions	15		17,270		10,535
Terminal services	15		1,221		2,267
Total sales			105,375		64,432
Cost of sales	16	\$	78,905	\$	53,155
Cost of sales - depreciation and depletion			2,138		2,558
Gross margin		\$	24,332	\$	8,719
Operating and general & administrative expense	16	\$	8,007	\$	3,884
Depreciation			2,619		1,267
Income from operations		\$	13,706	\$	3,568
Other expense (income):					
Loss on asset disposal		\$	2,396		
Share based compensation expense	13	*	905		_
Finance expense	18		4,757		9,479
Loss (gain) on derivative liability	4(b), 10		376		(4,133)
Other income	.(2), .0		(199)		(532)
Management fees			-		417
Foreign exchange loss			2		681
Total other expense		\$	8,237	\$	5,912
Income (loss) before income taxes		\$	5,469	\$	(2,344)
Income taxes		Ψ	3,403	Ψ	(2,044)
Current tax expense (recovery)	9	\$	932	\$	_
Deferred tax expense (recovery)	9	Ψ	824	Ψ	(339)
Total income taxes	<u>9</u>		1,756		(339)
Net income (loss)		\$	3,713	\$	(2,005)
Net income (loss) attributable to shareholders			3,585		(2,005)
Net income (loss) attributable to one-controlling interests			128		(2,000)
Total net income (loss)		\$	3,713	\$	(2,005)
Other comprehensive income (loss)					
Foreign currency translation adjustment		\$	7,661	\$	(962)
Consolidated comprehensive income (loss)		\$	11,374	\$	(2,967)
Income (loss) per share (in dollars)					
Basic	14	\$	0.06	\$	(0.08)
					(0.08)
Diluted	14	\$	0.06	\$	(

See accompanying notes to the condensed consolidated interim financial statements.



# Condensed Consolidated Interim Statements of Changes in Equity – Unaudited

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

	_	Common s	hare	capital				C	umulative			Non-	
	Note	Number of Shares		\$	-	Partner's Equity	ntributed Surplus		anslation djustment	A	ccumulated Deficit	controlling interests	Total Equity
(Stated in thousands of Canadian dollars)													
Balance at January 1, 2018		62,852	\$	400,812	\$	-	\$ 5,432	\$	(8,358)	\$	(115,212)	\$ (484)	\$ 282,190
Unrealized foreign exchange income (loss)									7,661				7,661
Share based compensation expense	13						943						943
Net income (loss)											3,585	128	3,713
Balance at March 31, 2018		62,852	\$	400,812	\$		\$ 6,375	\$	(697)	\$	(111,627)	\$ (356)	\$ 294,507

	Partner	s Unit	ts	_			Cu	mulative			Non-	
	Number of Units		\$	-	Partner's Equity	ntributed Surplus	Tra	anslation justment	A	ccumulated Deficit	ontrolling interests	Total Equity
Balance at January 1, 2017	96,880	\$	41,917	\$	(53,266)	\$ _	\$	6,507	\$	_	\$	\$ (4,842)
Unrealized foreign exchange loss								(2,471)				(2,471)
Net loss					(2,298)							(2,298)
Balance at March 31, 2017	96,880	\$	41,917	\$	(55,564)	\$ -	\$	4,036	\$	-	\$ -	\$ (9,611)

See accompanying notes to the condensed consolidated interim financial statements



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## Condensed Consolidated Interim Statements of Cash Flows - Unaudited

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

		Fo	r the three mont	March 31,	
	Note		2018		2017
Cash Flows Provided by (Used in) Operating Activities					
Net income (loss)		\$	3,713	\$	(2,005)
Adjusted for the following:					
provided by (used in) operating activities:					
Depreciation and depletion			4,757		3,825
Share based compensation	13		905		-
Loss on sale of assets			2,396		-
Finance expense	18		4,757		9,479
Gain on settlement of deferred revenue			-		(459)
Deferred income taxes			824		(339)
Loss (gain) on derivative liability			376		(4,133)
Proceeds on contract liabilities, net of satisfaction of perform	ance obligations		12,486		
Payment on foreign exchange collars			(87)		-
Payments made for decommissioning liability			(242)		(594)
Net changes in non-cash working capital	5		(31,543)		(9,234)
Cash flows provided by (used by) operating activities		\$	(1,658)	\$	(3,460)
Investing Activities					
Purchase of property, plant and equipment			(12,471)		(2,841)
Proceeds on disposal of property, plant and equipment			364		(2,041)
Net changes in non-cash working capital	5		(1,228)		(767)
Cash flows used in investing activities		\$	(13,335)	\$	(3,608)
Financing Activities					
Proceeds on long-term debt			16,626		7,377
Repayment of finance lease obligations			(420)		-
Financing expense paid			(1,213)		(309)
Cash flows provided by financing activities		\$	14,993	\$	7,068
Increase (Decrease) in cash			-		-
Cash and cash equivalents, beginning of period			-		-
Cash and cash equivalents, end of period		\$	-	\$	-

See accompanying notes to the condensed consolidated interim financial statements.



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#### Notes to the Condensed Consolidated Interim Financial Statements - Unaudited

Three months ended March 31, 2018

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

#### 1. GENERAL DESCRIPTION OF BUSINESS

Source Energy Services Ltd. ("Source" or the "Company") is a fully integrated producer, supplier, and distributer of high quality Northern White frac sand primarily to the Western Canadian Sedimentary Basin (the "WCSB"). Source provides its customer with a full end-to-end solution through its Wisconsin mine assets, processing facilities, unit train capable rail assets, strategically located terminal network and "last mile" logistics capabilities. Source's full-service approach allows customers to rely on its logistics capabilities to increase reliability of supply and to ensure the timely delivery of their growing frac sand requirements. In addition to its transload terminal network and in-basin storage capabilities, Source has also developed Sahara, a proprietary wellsite mobile sand storage and handling system. The Company's head and principal office is located at 500, 438 – 11th Avenue SE, Calgary, Alberta, T2G 0Y4.

As at March 31, 2017, Source Energy Services was a Partnership. The Partnership consisted of Source Energy Services Canada LP ("SES Canada") and Source Energy Services US LP ("SES US"). SES Canada was privately owned and registered under the Alberta Partnership Act. SES US was privately owned and registered under the Alberta Partnership Act and the Delaware Partnership Act. On April 13, 2017, the Company completed an initial public offering ("IPO") and issued 16,666,667 common shares for proceeds of \$175,000 and began trading on the Toronto Stock Exchange, under the symbol "SHLE". In connection with the IPO, the existing SES Canada LP and SES US LP partnership units were exchanged for units of SESL common stock, refer to Note 13 for further detail.

#### 2. BASIS OF PRESENTATION

## Statement of compliance

The interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standards ("IAS") 34, Interim Financial Reporting as at and for the period ended March 31, 2018, and do not include all the information required for full annual financial statements. As such, they should be read in conjunction with the December 31, 2017 annual consolidated audited financial statements. These financial statements are available on SEDAR.

### Recently Issued Accounting Standards Not Yet Applied

Unless otherwise noted, the following revised standards and amendments are effective for annual periods beginning on or after January 1, 2019 with earlier application permitted.

### IFRS 16 Leases

On January 1, 2019, the Company will be required to adopt IFRS 16 Leases. The new standard requires lessees to recognize a lease liability reflecting future lease payments and a 'right-of-use-asset' for most lease contracts. The standard permits a 'simplified approach' that includes certain reliefs related to the measurement of the right-of-use-asset and the lease liability, rather than full retrospective application. The Company is in the process of assessing the impact of IFRS 16, however, given the significant use of leased rail cars and equipment, the Company expects the standard to have a material impact on its financial statements.

The condensed consolidated interim financial statements were authorized for issue by the Board of Directors as at May 2, 2018.

#### Use of estimates and judgments

The preparation of the condensed consolidated interim financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future years affected. These estimates are further described in the Company's December 31, 2017 financial statements which can be found on SEDAR.

### Significant accounting policies

The accounting policies applied in these condensed consolidated interim financial statements are the same as those applied in the Source Energy Services consolidated financial statements as at and for the year ended December 31, 2017, except for the below:

## Revenue recognition

On January 1, 2018, the Company adopted IFRS 15 Revenue from Contracts with Customers which replaced IAS 11 Construction Contracts, IAS 18, Revenue Recognition, IFRIC 13 Customer Loyalty Programmes, IFRIC 15 Agreements for the



#### Notes to the Condensed Consolidated Interim Financial Statements - Unaudited

Three months ended March 31, 2018

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

Construction of Real Estate, IFRIC 18 Transfers of Assets from Customers, and SIC-31 Revenue – Barter Transactions Involving Advertising Services. In accordance with the transition provisions in IFRS 15, the Company has adopted the modified retrospective approach and used the practical expedient for the effects of a significant financing component. Under the new guidance, the Company now applies the universal five-step model (with limited exceptions – including leases within the scope of IAS 17, and financial instruments and other contractual rights or obligations that are within the scope of IFRS 9) to all its revenue transactions. The Company's revenue, which is comprised principally of sand sales and other services, is generally subject to contractual arrangements, which specify price and general terms and conditions. The Company has not experienced a material impact in the timing of recognition or measurement of revenue, as revenue has consistently been recognized when each performance obligation is satisfied.

The Company recognizes sand sales when the contractual obligations are satisfied (typically when control of the product is transferred). The company does not currently have any contracts that include a take-or-pay clause. The Company also considers if it has retained any material involvement in the sand being sold and if the revenue and costs related to the sale can be measured reliably. Revenue for third party sand and chemical distribution is recognized based on contractual arrangements or when services have been completed. Revenue for wellsite solutions is recognized when services are provided.

Revenue for rental of storage facilities is outside of the scope of IFRS 15 and is recorded under the IAS 17 *Leases*. The revenue is recognized on a monthly basis.

#### **Financial Assets**

On January 1, 2018, the Company adopted IFRS 9 Financial Instruments, which replaced IAS 39 "Financial Instruments: Recognition and Measurement". The Company's trade receivables are subject to the expected credit loss model under IFRS 9. The Company applies the simplified approach of providing for expected credit losses, which requires the use of the lifetime expected loss provision for trade receivables. The adoption of IFRS 9 did not result in a significant change to the Company's consolidated financial statements.

The Company classifies and measures Financial Assets as follows:

#### Classification

The Company classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value (either through other comprehensive income, or through profit or loss),
- ii. those to be measured at amortized cost. The classification depends on the Company's business model for managing the financial assets and the contractual terms of the cash flows. For assets measured at fair value, gains and losses will either be recorded in profit or loss or other comprehensive income. The Company reclassifies debt investments and financial assets when and only when its business model for managing those assets changes.

### Measurement

At initial recognition, the Company measures a financial asset at its fair value plus transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at fair value through profit or loss are expensed in profit or loss. Financial assets with embedded derivatives are considered in their entirety when determining. Subsequent measurement of financial assets depends on the Company's business model for managing the asset and the cash flow characteristics of the asset.

There are three measurement categories into which the Company classifies its financial assets:

- i. Amortized cost: Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortized cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognized directly in profit or loss and presented together with foreign exchange gains and losses. Impairment losses are presented as separate line item in profit or loss.
- ii. Fair value through other comprehensive income: Assets that are held for collection of contractual cash flows and for selling the financial assets, where the assets' cash flows represent solely payments of principal and interest, are measured at fair value through other comprehensive income. Movements in the carrying amount are taken through other comprehensive income, except for the recognition of impairment gains or losses, interest revenue and foreign exchange gains and losses which are recognized in profit or loss. When the financial asset is derecognized, the cumulative gain or loss previously recognized in other comprehensive income is reclassified from equity to profit or loss



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Three months ended March 31, 2018

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

and recognized in other gains and losses. Interest income from these financial assets is included in finance income using the effective interest rate method. Foreign exchange gains and losses are presented in other gains or losses and impairment expenses are presented as separate line item in profit or loss.

iii. Fair value through profit or loss: Assets that do not meet the criteria for amortized cost or fair value through other comprehensive income are measured at fair value through profit or less. A gain or loss on a financial asset that is subsequently measured at fair value through profit or loss is recognized in profit or loss and presented net within other gains or losses in the period in which it arises.

#### 3. SEASONALITY OF OPERATIONS

The Company's business is seasonal in nature with the majority of activity being in the first, third and fourth quarters. The least activity is in the second quarter, due to spring break-up. Spring break-up occurs for a period of approximately eight weeks between March and June as the frost comes out of the roads in Western Canada and hauling weight restrictions are put in place. The severity of the winter snowfalls and the amount of moisture received during this period impact the length of spring break up. As a result, the Company's operating results may vary on a quarterly basis.

#### 4. FINANCIAL INSTRUMENT AND RISK MANAGEMENT

#### (a) Risk management overview

The Company's activities expose it to a variety of financial risks including credit risk, liquidity risk and market risk. Further quantitative disclosures are included throughout these consolidated financial statements. The Company employs risk management strategies and polices to ensure that any exposures to risk are in compliance with the Company's business objectives and risk tolerance levels. While the Board of Directors has the overall responsibility for the Company's risk management framework, the Company's management has the responsibility to administer and monitor these risks.

### (b) Fair value of financial instruments

The fair values of cash, accounts receivable, accounts payable and accrued liabilities approximate their carrying values due to the short-term maturity of those instruments. The fair value of the Asset Backed Loan ("ABL") facility approximates the carrying values as it bears interest at market floating rates consistent with market rates for similar debt. Based on the closing market price at March 31, 2018, the fair value of the senior secured notes is \$116,865 (\$108.5 dollars per \$100 dollars).

The Company analyzes financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Level 1: Values based on unadjusted quoted prices in active markets for identical assets or liabilities, accessible at the measurement date.
- **Level 2:** Values based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the asset or liability.
- **Level 3:** Values based on prices or valuation techniques that require inputs for the asset or liability that are not based on observable market data (unobservable inputs).

A financial instrument is classified as Level 3 if one or more of its unobservable inputs may significantly affect the measurement of its fair value. Appropriate inputs are chosen so that they are consistent with market evidence or management judgment. Due to the unobservable nature of the inputs, there may be uncertainty about the value of Level 3 financial instruments.

		Fair Value							
	Carrying								
March 31, 2018	amount	Level 1	Level 2	Level 3					
Financial liabilities at Fair value through profit and loss:									
Derivative Liability	\$3,089	=	\$276	\$2,813					
Financial liabilities at amortized cost:									
\$107.71M of Senior Secured First Lien Notes	\$94,396	\$116,865	=	=					
Finance lease obligations – current	\$863	=	\$863	=					
Finance lease obligations – long-term	\$1,398	-	\$1,398	-					



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(All amounts are in thousands of Canadian dollars, unless otherwise noted)

	Fair Value						
December 31, 2017	Carrying amount	Level 1	Level 2	Level 3			
Financial liabilities at Fair value through profit and loss:							
Derivative Liability	\$2,799	-	\$327	\$2,472			
Financial liabilities at amortized cost:							
\$107.71M of Senior Secured First Lien Notes	\$93,727	\$119,020	-	-			
Finance lease obligations – current	\$957	-	\$957	-			
Finance lease obligations – long-term	\$726	-	\$726	-			

#### (c) 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. Substantially all of the Company's accounts receivable are due from purchasers of proppants and logistics services and are subject to normal industry credit risk.

The Company's revenues are generally derived from a group of large and reputable oilfield exploration and production companies and oilfield services customers. Orders for proppants are subject to the Company's credit and collection programs. The five largest customers account for 87% of the revenue for the three months ended March 31, 2018, with the three largest making up 78% of revenue (three months ended March 31, 2017, five customers account for 86%, three customers account for 75%). Two of those customers respectively (two for the three months ended March 31, 2017) account for 10% or more of total revenue individually in the three months ended March 31, 2018.

Significant changes in industry conditions will increase the risk of not collecting receivables. Management believes the risk is materially mitigated by the size and reputation of the companies to which they extend credit. As at March 31, 2018 and December 31, 2017, the Company's Trade Receivables, net of loss allowances were comprised of the following:

As at	March 31, 2018	December 31, 2017
Not yet due	\$53,104	\$26,244
0-30 days	19,647	18,360
31 – 60 days	3,895	5,643
61 – 90 days	3,098	401
91+ days	64	3,466
Total Trade Receivables	\$79,808	\$54,114

The Company's maximum exposure to credit risk is the fair value of accounts receivable on the balance sheet. The Company performs ongoing credit evaluations of its customers and establishes an allowance for doubtful accounts based on the lifetime expected loss provision. The Company uses an allowance matrix to estimate the credit losses of trade receivables from customers. The matrix considers historical default rates as well as the days past due.

No loss allowance was recorded on transition as the amount was immaterial. As shown by the matrix below, a loss allowance of \$134 was recorded as at March 31, 2018.

March 31, 2018	Total	Not yet due	0-30 days	31-60 days	61-90 days	91+ days
Gross carrying amount	\$79,942	53,238	19,647	3,895	3,098	64
Expected loss rate		0.10%	0.20%	0.25%	1.00%	1.25%
Loss allowance	\$134	53	39	10	31	1

#### (d) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they are due. The Company's approach to managing liquidity risk includes preparing operating and capital budgets and forecasts and monitoring performance against the budgets and forecasts. The Company may seek additional financing based on the results of these processes. The Company's ongoing liquidity is impacted by various external events and conditions, including commodity price fluctuations, foreign currency fluctuations, and the global economic conditions.

The financial liabilities on the consolidated balance sheet consist of accounts payable and accrued liabilities, long-term debt, shareholder loans, senior secured notes and amounts due to related parties. The Company manages this risk through detailed monitoring of budgeted and projected operating results and cash requirements.



#### Notes to the Condensed Consolidated Interim Financial Statements - Unaudited

Three months ended March 31, 2018

(All amounts are in thousands of Canadian dollars, unless otherwise noted)

The Company expects to repay its financial liabilities in the normal course of operations and to fund future operational and capital requirements through operating cash flow, as well as future debt and equity financings. The Company also has a credit facility to facilitate the management of liquidity risk.

The Company's contractual cash outflows relating to financial liabilities are outlined in the table below:

As at March 31, 2018	Total	2018	2019	2020	2021	2022	2023 and thereafter
Accounts payable and accruals	\$43,361	43,361	-	-	-	-	-
Finance Leases	\$2,261	717	505	325	188	526	=
Credit Facilities <sup>(a)</sup>	\$50,010	-	\$50,010	-	-	-	-
Notes Payable <sup>(b)</sup>	\$152,454	11,310	11,310	11,310	118,524	-	-

#### Notes

#### (e) Market risk

Market risk is the risk that changes in market prices, foreign exchange rates and interest rates will affect the Company's net earnings or the value of financial instruments and are largely outside the control of the Company. The objective of the Company is to manage and mitigate market risk exposures within acceptable limits, while maximizing returns. Primary market risks are as follows:

## Foreign currency risk

The Company is exposed to currency price risk on sales denominated in U.S. dollars to the extent that the receipt of payment of the U.S. denominated accounts receivable are subject to fluctuations in the related foreign exchange rate. In addition, foreign currency risk exists on cost of manufacturing of inventory for sale to the extent that the payment of those costs are foreign denominated accounts payable are subject to fluctuations in the foreign exchange rate. Included in accounts receivable and accounts payable and accrued liabilities at March 31, 2018 are \$43,950 (December 31, 2017 - \$34,136) and \$20,692 (December 31, 2017 - \$18,937) denominated in foreign currency respectively. The net effect of each 1% change in foreign exchange would impact net income (loss) for the three months ended March 31, 2018 by \$142 (\$25 in 2017). As at March 31, 2018, the Company had no forward exchange rate contracts in place.

The Company has a customer contract, expiring March 31, 2020, that includes foreign exchange rate collars. Under the terms of the contract, pricing will be adjusted if the daily US dollar to Canadian dollar closing exchange rate is below 1.25 or exceeds 1.40. The embedded derivative is separated from the contract and accounted for as a derivative liability and is measured at Fair value through profit or loss. The fair value of the derivative is based on valuation techniques that are not based on observable market data. The inputs used for the valuation are the notional value of the contract, the US dollar discount curve obtained from Bloomberg, and the US dollar to Canadian dollar foreign exchange volatility matrix and US dollar to Canadian dollar spot rate obtained from Thomson Reuters. The fair value of the derivative liability as at March 31, 2018 is \$2,813.

### Interest rate risk

Interest rate risk is the risk that future cash flows will fluctuate as a result of changes in market interest rates. The Company is exposed to interest rate risk to the extent that changes in market interest rates impact its borrowings under the floating rate credit facility. The Company is exposed to interest rate price risk on the long-term debt that bear interest at floating rates. The net effect of each 1% change in market interest rates would impact the related interest expense (income) for the Company's floating rate borrowings by \$545 at March 31, 2018 and \$338 at December 31, 2017. The Company had no interest rate swaps or financial contracts in place as at or during the periods ended March 31, 2018 and December 31, 2017.

#### (f) Capital management

The Company's capital management policy is to maintain a strong capital base that optimizes the Company's ability to grow, maintain shareholder and creditor confidence and to provide a platform to create value for its common shareholders. The Company's management is responsible for managing the Company's capital and do so through regular reviews of financial information including budgets and forecasts. The Company's Directors are responsible for overseeing this process. The Company considers its capital structure to include equity, senior secured notes, and its credit facility.

The Company monitors capital based on its current working capital, available bank line, projected cash flow from operations and anticipated capital expenditures. In order to manage its capital structure, the Company prepares annual capital expenditure and



<sup>(</sup>a) The timing and amount of interest payments on such balances will fluctuate depending on balances outstanding and applicable interest rates. Effective February 13, 2018, Source extended the maturity date to December 8, 2019. Based on March 31, 2018 balances and interest rates, and assuming amounts stay outstanding until maturity, estimated total interest expense would be \$3,839.

<sup>(</sup>b) Includes interest for future periods.

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Three months ended March 31, 2018

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operating budgets, which are updated as necessary. The annual and updated budgets are prepared by the Company's management and approved by the Company's Board of Directors.

In order to maintain or adjust the capital structure, the Company may issue share capital, seek debt financing and adjust its capital spending to manage its current and projected capital structure. The Company's ability to raise additional debt or equity financing is impacted by external conditions, including the global economic conditions. The Company continually monitors economic and general business conditions.

The Company's share capital is not subject to external restrictions; however, the amount of the bank operating facility available for use is determined by levels of accounts receivable and inventory.

The Company is subject to externally imposed capital requirements for the asset backed loan facility, requiring the Company to maintain a springing fixed charge ratio of (a) 1.10:1 up to and including June 30, 2017, and then (b) 1.25:1 at all times thereafter to be measured when Source's excess availability is less than 20% of the lesser of the borrowing base and the operating facility. The fixed charge coverage ratio is defined as the ratio of (i) Earnings before interest, tax, depreciation and amortization for the twelve calendar months ending at such fiscal quarter end less unfinanced capital expenditures, cash taxes and distributions to (ii) the interest expense paid in cash plus the amount of debt which has a scheduled due date or is otherwise required to be repaid or paid for the twelve calendar months ending at such fiscal quarter end. As of March 31, 2018, the excess availability was less than 20%. Source had a fixed charge ratio of 3.8 and is compliant with all covenants as of March 31, 2018.

The Company's capital management policy has not changed during the periods ended March 31, 2018 or December 31, 2017.

#### 5. SUPPLEMENTAL CASH FLOW INFORMATION

Changes in non-cash operating assets and liabilities for the three months ended March 31 are as follows:

	Three Months Ended March 31,			
	2018	2017		
Accounts receivable	\$(25,451)	\$(21,575)		
Prepaid expenses and deposits	(1,641)	(396)		
Inventory	(6,941)	2,825		
Accounts payable and accrued liabilities	2,490	9,912		
Changes in non-cash working capital	\$(31,543)	\$(9,234)		

Changes in non-cash investing assets and liabilities for the three months ended March 31 are as follows:

	Three Months Ended March 31,		
	2018	2017	
Prepaid expenses and deposits	\$-	\$-	
Accounts payable and accrued liabilities	(1,228)	(767)	
Changes in non-cash working capital	\$(1,228)	\$(767)	

	Senior Secured Notes	Asset backed loan facility	Finance lease obligations
As at December 31, 2017	\$93,727	\$32,735	\$1,683
Cash changes:			
Proceeds		38,231	
Repayments		(21,629)	(420)
Satisfaction of performance obligations			
Non-cash and other changes:			
Accretion of financing costs	669	130	
Finance lease additions			964
Unrealized Foreign Exchange (Gain) Loss		648	34
Financing costs incurred		(105)	
As at March 31, 2018	\$94,396	\$50,010	\$2,261



#### Notes to the Condensed Consolidated Interim Financial Statements - Unaudited

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(All amounts are in thousands of Canadian dollars, unless otherwise noted)

#### 6. INVENTORIES

Inventory consists of three main classifications:

As at,	March 31, 2018	December 31, 2017
Unprocessed sand and work in progress	\$36,974	\$29,093
Sand available for shipment	16,185	16,258
Spare parts and supplies	3,715	3,633
Total inventories	\$56,874	\$48,984

Spare parts and supplies include spare parts and supplies for routine facilities maintenance. Included in the inventory balance is the depreciation expense related to sand producing properties of \$6,821 for the three months ended March 31, 2018 (December 31, 2017 - \$3,729). The total amount of inventory expensed through cost of sales during the three months ended March 31, 2018 was \$60,983 (three months ended March 31, 2017 - \$40,317). No inventory write-downs or reversals of prior write-downs were recorded during the three months ended March 31, 2018 or March 31, 2017.

#### 7. MINERAL RESOURCES

	March 31, 2018	December 31, 2017
Balance, Beginning of period	\$31,506	<b>\$-</b>
Mineral resources acquired	-	32,224
Depletion	(122)	(114)
Exchange differences	877	(604)
Balance, End of Period	\$32,261	\$31,506

## 8. PROPERTY, PLANT AND EQUIPMENT

	Land &	Equipment &	& Construction in		
	Building	Vehicles	Other	Progress	Total
Cost					
Balance as at December 31, 2016	\$113,870	\$80,584	\$5,166	\$16,792	\$216,412
Assets acquired	80,518	59,390	286	33,933	174,127
Disposals	-	(130)	-	(41)	(171)
Exchange Differences	(8,279)	(5,487)	(198)	(655)	(14,619)
Balance as at December 31, 2017	\$186,109	\$134,357	\$5,254	\$50,029	\$375,749
Assets acquired	96	1,241	37	14,139	15,513
Disposals	(1,506)	(2,479)	(68)	(116)	(4,169)
Completed Construction in					
Progress	130	4,164	62	(4,356)	-
Exchange Differences	4,259	2,889	80	482	7,710
Balance as at March 31, 2018	\$189,088	\$140,172	\$5,365	\$60,178	\$394,803
Accumulated Depreciation					
Balance as at December 31, 2016	\$(17,598)	\$(21,764)	\$(3,560)	\$-	\$(42,922)
•	\$(17,598) (6,762)	\$(21,764) (7,887)	\$(3,560) (512)	\$- -	\$(42,922) (15,161)
Balance as at December 31, 2016			,	\$- - -	,
Balance as at December 31, 2016 Depreciation		(7,887)	,	\$- - -	(15,161)
Balance as at December 31, 2016 Depreciation Disposals	(6,762)	(7,887) 76	(512)	\$- - - -	(15,161) 76
Balance as at December 31, 2016 Depreciation Disposals Exchange Differences	(6,762) - 931	(7,887) 76 1,031	(512) - 185	- - -	(15,161) 76 2,147
Balance as at December 31, 2016 Depreciation Disposals Exchange Differences Balance as at December 31, 2017	(6,762) - 931 \$(23,429)	(7,887) 76 1,031 \$(28,544)	(512) - 185 \$(3,887)	- - -	(15,161) 76 2,147 \$(55,860)
Balance as at December 31, 2016 Depreciation Disposals Exchange Differences Balance as at December 31, 2017 Depreciation	(6,762) - 931 \$(23,429) (2,564)	(7,887) 76 1,031 \$(28,544) (3,969)	(512) - 185 \$(3,887) (117)	- - -	(15,161) 76 2,147 \$(55,860) (6,650)
Balance as at December 31, 2016 Depreciation Disposals Exchange Differences Balance as at December 31, 2017 Depreciation Disposals	(6,762) - 931 \$(23,429) (2,564) 315	(7,887) 76 1,031 \$(28,544) (3,969) 1,062	(512) - 185 \$(3,887) (117) 29	- - -	\$(5,161) 76 2,147 \$(55,860) (6,650) 1,406
Balance as at December 31, 2016 Depreciation Disposals Exchange Differences Balance as at December 31, 2017 Depreciation Disposals Exchange Differences	(6,762) 931 \$(23,429) (2,564) 315 (473)	(7,887) 76 1,031 \$(28,544) (3,969) 1,062 (538)	(512) - 185 \$(3,887) (117) 29 (75)	- - - - - -	(15,161) 76 2,147 \$(55,860) (6,650) 1,406 (1,086)
Balance as at December 31, 2016 Depreciation Disposals Exchange Differences Balance as at December 31, 2017 Depreciation Disposals Exchange Differences Balance as at March 31, 2018	(6,762) 931 \$(23,429) (2,564) 315 (473)	(7,887) 76 1,031 \$(28,544) (3,969) 1,062 (538)	(512) - 185 \$(3,887) (117) 29 (75)	- - - - - -	(15,161) 76 2,147 \$(55,860) (6,650) 1,406 (1,086)

Assets under construction represent facilities that are being built at period end. Assets under construction are not amortized until the asset is deemed to be ready for use. Once deemed ready for use, the assets under construction will be allocated to their



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corresponding capital asset group and commence depreciating.

For the period ended March 31, 2018 the Company recorded impairment of property plant and equipment of nil (December 31, 2017 - \$0), based on specifically identifiable assets.

#### 9. INCOME TAXES

The only taxable entity of the Company prior to April 13, 2017 was Source Energy Services Canada Holdings Ltd. ("SES Holdings"). Upon the April 13, 2017 IPO, additional entities within the Company's structure were taxable entities.

Income tax expense for the Company is calculated by using the combined federal and provincial and state statutory income tax rates. The provision for income tax (deferred and current) differs from that which would be expected by applying statutory rates. A reconciliation of that difference is as follows:

For the three months ended	March 31, 2018	March 31, 2017
Earnings (Loss) Before Income Taxes	\$5,469	(\$1,823)
Statutory Income Tax Rate	27.00%	27.00%
Expected Income Taxes	1,477	(492)
Increase (Decrease) in taxes from:		
Non-deductible expenses	149	94
Share based compensation	255	-
Finance Fees	-	-
Unrealized foreign exchange and derivatives	(7)	59
Unrecognized deferred tax assets	53	-
Rate Differential on Foreign Activities	43	-
Other	(214)	-
Total Income Tax Expense (Recovery)	\$1,756	(\$339)
Deferred income tax expense	824	(\$339)
Current income tax expense	932	-
Total Income Tax Expense (Recovery)	\$1,756	(\$339)

Significant components of the deferred income tax assets are as follows.

	March 31, 2018	December 31, 2017
Difference between tax and reported amounts for depreciable		
assets	(\$13,391)	(\$13,722)
Finance fees	4,453	4,654
Foreign exchange on Loans	2,705	2,425
Tax loss carryforwards recognized	6,273	8,019
Decommissioning provision	3,370	3,247
Accretion	-	1,437
Other	3,751	1,949
Deferred Income Tax Asset	\$7,161	\$8,009

The movement in deferred tax balances during the period are as follows.

	March 31, 2018	December 31, 2017
Opening deferred tax asset (liability)	\$8,009	\$597
Recognized in Oher comprehensive income	-	54
Recognized in Equity	-	5,070
Recognized in Profit or Loss	(824)	2,179
Currency translation	(24)	109
Closing deferred tax asset (liability)	\$7,161	\$8,009

The Company has Canadian and US non-capital losses as at March 31, 2018 of \$6,946 (March 31, 2017 - \$5,737) and \$15,430 (March 31, 2017 - \$21,672) respectively. Canadian and U.S. losses expire beginning in 2037.



#### Notes to the Condensed Consolidated Interim Financial Statements - Unaudited

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#### 10. LONG-TERM DEBT

As at	March 31, 2018	December 31, 2017
Senior Secured First Lien Notes, due on December 15, 2021, bearing interest at 10.5% per annum	\$94,396	\$93,727
Asset Backed Loan facility (the "ABL") due December 2019. Interest is based on floating rates dependent upon the amount of the facility		
used.	50,522	33,271
Unamortized debt issuance costs for the ABL	(512)	(536)
Finance Lease obligations related to equipment, bearing interest at rates ranging from 4.25% to 12% per annum, with final payments due		
between July 2018 and January 2023.	2,261	1,683
Other long-term debt	749	1,117
	\$147,416	\$129,262
Less: current portion	(863)	(33,692)
	\$146,553	\$95,570

On December 8, 2016, the Company issued a \$130.0M Senior Secured First Lien Notes (the "Notes") which bear interest at 10.5% per annum, and mature December 15, 2021. The Notes are secured by a fixed and floating charge over all of the assets of the business except Accounts Receivable and Inventory, which the Notes have a second charge on. Each original debt holder was entitled to a relevant right of 4% of the equity value of the Company upon various liquidation or change of control events. The IPO on April 13, 2017 represented a change in control event. The Company elected to settle the rights through share-based payments. On May 29, 2017, 1,005,831 shares were issued at the IPO offering price of \$10.50 per share to the registered Noteholders. This issuance extinguished the relevant right derivative liability.

There are prepayment options, where the Company may redeem 35% of the aggregate principal amounts of the Notes with the net proceeds of an equity offering by Source at a redemption price of 110.5% of the principal amount. The Company may also redeem all or part of the Notes at any time prior to December 15, 2018 for 100% of the principal, accrued and unpaid interest, and the applicable premium as defined in the agreement. After December 15, 2018, the Notes may be redeemed in whole or in part at the applicable percentage (2018 - 107.875%, 2019 - 103.9375%, 2020 - 100%), plus accrued and unpaid interest. The prepayment option has been classified as a derivative liability and is measured at fair value through profit or loss, for a total of \$276 for the prepayment option as at March 31, 2018 (December 31, 2017 - \$327). Changes in fair value of the derivative liability is recorded through the Consolidated Statements of Operations and Comprehensive Income (Loss). The Company has recorded a fair value gain of \$52 on the prepayment option as of March 31, 2018 (December 31, 2017 - \$202). The Company exercised a portion of the prepayment option as of June 5, 2017 and repaid \$22,290 (17.15%) of the Notes using proceeds from the IPO offering. The \$25,784 payment consisted of the principal of \$22,290, accrued interest of \$1,154 and a make whole premium of 10.5%. Source deferred \$5,915 in financing costs for the Notes, with \$214 of these costs amortized for the three months ended March 31, 2018.

The \$70,000 ABL facility is secured by floating first lien charge on the accounts receivable and inventory of the Company under a general business security agreement and a second lien charge on all other assets of the business. The facilities bear interest based on the bank's prime lending rate, banker's acceptances or LIBOR rates, plus an applicable margin depending on the amount of excess availability. The ABL facility matures on December 8, 2019. The amount available under the general operating facility is subject to a borrowing base formula applied to accounts receivable and inventories, at March 31, 2018 \$54,523 was drawn under this facility (less cash on hand of \$4,001 for a net balance of \$50,522) (December 31, 2017 - \$33,765 drawn, less \$536 in unamortized finance costs and cash on hand of \$494 for a net balance of \$32,735). \$9,938 (\$7,881 at December 31, 2017) was committed to supporting letters of credit under the facility, with \$5,539 (December 31, 2017 - \$13,019) available. The borrowing base is updated weekly. The Company also has a \$5,000USD letter of credit that does not affect the facility's borrowing base.

The ABL facility includes a springing fixed charge ratio of (a) 1.10:1 up to and including June 30, 2017, and then (b) 1.25:1 at all times thereafter to be measured when the Company's excess availability is less than 20% of the lesser of the borrowing base and the operating facility. As of March 31, 2018, the excess availability was less than 20%. Source's fixed charge coverage ratio as defined in the ABL facility agreement was 3.8. Source deferred \$1,027 in financing costs for the ABL facility, with \$130 of these costs amortized for the three months ended March 31, 2018.

Interest on the above facility amounted to \$996 for the three months ended March 31, 2018 (three months ended March 31, 2017 - \$286). Interest on the above notes amounted to \$2,796 for the three months ended March 31, 2018 (three months ended March 31, 2017 - \$3,369). Effective interest rate for the three months ended March 31, 2018 is 11% (three months ended March 31, 2017 - 11.48%).



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#### 11. DECOMMISSIONING PROVISION

As at	March 31, 2018	December 31, 2017
Balance, Beginning of period	\$14,663	\$4,300
Liabilities incurred	306	9,695
Liabilities settled	(242)	(1,226)
Accretion	78	76
Changes in estimate	(286)	2,055
Changes in F/X Rate	398	(237)
Balance, end of period	\$14,917	\$14,663

The Company's decommissioning provision relates to reclamation of land and facilities where the mine operates. Management estimates the costs to abandon and re-claim its properties based on current reclamation technology, acres disturbed and the estimated time period in which these costs will be incurred in the future. The total future estimate of undiscounted cash flows required to settle the provision has been discounted using risk-free rate of 2.11% at March 31, 2018 (December 31, 2017 - 1.98%). These obligations are to be settled based on the economic lives of the underlying assets, which is currently estimated to be between 8 and 20 years.

#### 12. SHAREHOLDERS' EQUITY

Upon closing of the Company's IPO on April 13, 2017, the Company issued 16,666,667 common shares at \$10.50 per share for gross proceeds of \$175,000. Total transaction costs incurred on the IPO were \$13,086, which was recognized as a reduction in equity as at June 30, 2017. Transaction costs consisted of underwriters' commission and fees, audit, legal, filing, printing, translation and miscellaneous fees. Prior to the IPO, share capital of \$10 Canadian dollars existed in Source.

The existing SES Canada and SES US LP partnership units were exchanged for units of Source common stock, for a total of 23,845,618 common and 1,300,154 Class B shares, or \$264,031, the fair value at the IPO share price. TriWest Capital Partners currently own 26.5% of the outstanding shares of Source.

The Class B shares are held by SES Sand Holdings US, a subsidiary of TriWest which is a related party, who own 3.74% of the shares of Source Energy Services Canada LP, a subsidiary of Source, and may be converted at the option of the holder into common shares of Source on a one for one basis. Class B shares are entitled to vote at shareholder meetings, but are not entitled to dividends from Source. However, they are entitled to an equivalent distribution on a per share basis from Source Energy Services Canada LP. The Company also settled the below related party loans by issuance of common shares:

- \$37,658 shareholder loan payable which was made up of four promissory notes that were issued between March 27, 2014 and February 28, 2017, with varying interest terms up to 25% per annum and varying maturity dates. This liability was settled with 3,586,518 shares.
- \$71,977 preferred share obligation which was issued as part of a reorganization that took place on October 16, 2013, which were non-voting, but entitled to stepped interest return, with no specific terms of repayment. This was settled with \$54,727 in common shares (5,212,081 shares) and \$17,250 cash.

On November 7, 2017, the Company issued 11,235,000 common shares at \$8.35 per share for gross proceeds of \$93,812. Total transaction costs incurred on the equity offering were \$5,428, which was recognized as a reduction in equity. The equity is made up of a \$28,807 public bought deal equity financing, and a \$65,005 concurrent private placement equity financing. The underwriters were granted an option by the Company to purchase up to an additional 450,000 common shares at the offering price of \$8.35, exercisable from time to time, in whole or in part, for a period of 30 days from the closing of the offering. The underwriters exercised this option, in full, and the shares are included in the gross proceeds amount above.

The following table outlines the issued and outstanding shares as at March 31, 2018:

	Number of	
	common shares	Amount
Balance as at January 1, 2017	96,881,996	\$41,941
Issuance of share capital in SESL upon incorporation	1	-
Exchange of partnership units for SESL shares	(71,789,000)	-
Issuance upon closing of IPO	16,666,667	165,455
Issuance upon equity offerings	11,235,000	89,914
Issuance on settlement of EEPP	52,772	554



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Balance as at December 31, 2017 and March 31, 2018	62,851,866	\$400,812
Issuance on settlement of relevant transaction rights	1,005,831	10,563
Issuance on repayment of preferred share obligation	5,212,081	54,727
Issuance on repayment of shareholder loans	3,586,518	37,658

#### 13. SHARE BASED COMPENSATION

The Company's Share Based Compensation Plan, effective as of April 13, 2017, is available to directors, officers and certain employees as determined by the Company's Board of Directors. The Plan allows for the granting of options to purchase Common shares to a maximum number equal to 10% of the issued and outstanding Common Shares of the Company. The price of each share purchase option granted is set by the Company's Board of Directors based on the market value of the Company's shares on the date of the grant.

The options issued to date were granted in connection with the IPO and therefore vest 1/3 on the grant date, and 1/3 on the anniversary date of the grant over a two-year period, and expire 5 years from the issue date. Future grants may not follow this vesting profile.

In 000's	Options outstanding	Range of Exercise Price
Outstanding at April 13, 2017	<del>-</del>	-
Granted	2,581	\$10.50
Exercised	-	-
Cancelled	-	-
Forfeited	-	-
Expired	-	-
Outstanding at December 31, 2017 and March 31, 2018	2,581	\$10.50

The per share weighted average fair value of stock options granted during the period ended December 31, 2017 was \$10.50 based on the date of grant which was the day the IPO closed. The stock options were valued using the Black-Scholes option pricing model, using the following inputs:

Forfeiture Rate (%)	5%
Volatility (%)	33%
Risk free interest rate (%)	0.5%
Dividend yield (%)	0%
Option life	5 years

The Company issued 51,426 DSUs to directors of the Company as of April 13, 2017, at the IPO price of \$10.50. The DSUs vest and are expensed over the earlier of three years or when a director or other participant ceases in their role and are payable only when a director or participant leaves the Company. The DSUs are expected to be settled for cash payment and accordingly were considered a liability settled award for accounting purposes.

The Company issued 101,009 RSUs and 40,394 PSUs to certain employees of the Company as of August 2, 2017, at the IPO price of \$10.50. The RSUs will vest 1/3 on the anniversary date of the grant over a three-year period and expire five years from issue date. Subject to achievement of performance criteria set out by the Board of Directors, the PSUs awarded will vest 1/3 on the anniversary date of the grant over a three-year period and expire five years from the issue date. At this time, the RSUs and PSUs are expected to be settled for cash payment and accordingly were considered a liability settled award for accounting purposes.

The Company issued 229,634 RSUs and 99,269 PSUs to certain employees of the Company as of March 14, 2018. The fair value of RSUs and PSUs was determined using the five days volume-weighted-average share price prior to the date of the grant. The RSUs will vest 1/3 on the anniversary date of the grant over a three-year period and expire five years from issue date. Subject to achievement of performance criteria set out by the Board of Directors, the PSUs awarded will vest 1/3 on the anniversary date of the grant over a three-year period and expire five years from the issue date. At this time, the RSUs and PSUs are expected to be settled for cash payment and accordingly were considered a liability settled award for accounting purposes.

The following table provides a summary of the status of the Company's compensation plans that are expected to be settled for cash payment:



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(number of units)	Restricted Share Units	Performance Share Units	Deferred Share Units
Balance at January 1, 2017	-	-	-
Granted	101,009	40,394	51,426
Exercised	-	-	-
Forfeited	-	-	-
Balance at December 31, 2017	101,009	40,394	51,426
Granted	229,634	99,269	-
Exercised	-	-	-
Forfeited	-	-	-
Balance at March 31, 2018	330,643	139,663	51,426
Vested at March 31, 2018	2,714	-	-

Total stock based compensation for the Share Based Payment Plans was \$905 for the three months ended March 31, 2018.

## 14. EARNINGS (LOSS) PER SHARE

## Basic earnings (loss) per share

The calculation of basic earnings (loss) per share for the three months ended March 31, 2018 was based on the earnings (loss) available to common shareholders of \$3,585 (2017 - \$(2,005)), and a weighted average number of common shares outstanding for the three months ended of 61,551,712 (2017 - 23,845,618). The weighted average common shares number used for 2017 represents the Source common share equivalent of the partnership units held at that time. Refer to Note 13 for further detail on the exchange of units for common shares.

	For the three months end	aed warch 31
	2018	2017
Net income (loss) attributable to common shareholders	3,585	(2,005)
Net income attributable to NCI shareholders	128	-
Diluted net income (loss) to shareholders	3,713	(2,005)

For the three months ended March 31	
2018	2017
61,551,712	23,845,618
61,551,712	23,845,618
1,300,154	-
62,851,866	23,845,618
	2018 61,551,712 61,551,712 1,300,154

#### Notes:

## Diluted earnings (loss) per share

Diluted earnings per share is calculated by adjusting the earnings and number of shares for the effects of dilutive options and other dilutive potential shares. The effects of anti-dilutive potential shares and exchangeable shares are ignored in calculating diluted earnings per share. The exchangeable shares were considered dilutive at March 31, 2018 as the Company was in an income position.

### 15. REVENUE

The following table presents the Company's sales, disaggregated by revenue source:

	For the three months ended March 31, 2018
Revenue from contracts with customers:	
Sand revenue	\$86,884
Wellsite solutions	17,270
Terminal Services	777
Total revenue from contracts with customers	\$104,931
Storage facilities	444
Total revenue	\$105,375



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<sup>(</sup>a) Only attributable to NCI shareholders when in an income position.

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#### Contract Liabilities

The Company entered into an agreement with one of its customers, effective January 1, 2018, where the Company received \$14,761 (\$11,505US) as a prepayment for future purchases of proppant. In consideration of the prepayment, the price per metric tonne to the customer was reduced for each tonne of sand sold to the customer. The cash price per tonne is also reduced for each tonne of sand sold to or pumped by the customer.

At this time, the Company does not expect the period between the transfer of the promised goods to the customer and payment by the customer to exceed one year. As such, the Company does not adjust any of the transaction prices for the time value of money.

The following table provides a summary of the contract liability as of March 31, 2018:

Balance, Beginning of Period	\$278
Cash proceeds	14,761
Satisfaction of performance obligations	(2,275)
Exchange differences	(116)
Balance, End of Period	\$12,648

#### 16. OPERATING AND GENERAL & ADMINISTRATIVE COSTS

The Company presents its expenses on the Consolidated Statements of Operations and Comprehensive Income using the function of expense method whereby expenses are classified according to their function within the Company. This method was selected as it is more closely aligned with the Company's business structure. The Company's functions under IFRS are as follows:

- Cost of sales; and
- Operating, general and administrative

Cost of sales includes direct operating costs (including product costs, direct labour and overhead costs) and depreciation on assets relating to operations. Additional information on the nature of expenses is as follows:

Three months ended March 31,		2018			2017	
	cos	OPEX & G&A	Total	cos	OPEX & G&A	Total
Direct Material	\$44,029	\$-	\$44,029	\$31,773	\$-	\$31,773
Salary costs	8,081	4,203	12,284	4,875	2,212	7,087
Equipment costs	6,530	391	6,921	2,521	579	3,100
Transportation costs	17,849	-	17,849	12,514	=	12,514
Facility costs	2,416	1,283	3,699	1,472	652	2,124
Selling costs	-	786	680	-	48	48
Administration costs	-	1,344	1,344	-	393	393
Total	\$78,905	\$8,007	\$86,912	\$53,155	\$3,884	\$57,039

## 17. COMMITMENTS AND CONTINGENCIES

The Company has various lease commitments regarding equipment, railcars, physical natural gas contracts and office space. The leases expire between April 2018 and September 2026. Estimated annual lease commitments are as follows:

Total	\$99,989
Subsequent Years	15,453
2022	11,232
2021	12,455
2020	14,814
2019	22,032
2018	24,003

In the ordinary course of conducting business, the Company occasionally becomes involved in legal proceedings relating to contracts, environmental issues, or other matters. While any proceeding or litigation has an element of uncertainty, management of the Company believes that the outcome of any pending or threatened actions will not have a material adverse effect on the business or financial condition of the Company.



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## 18. FINANCE EXPENSE

	Three months ended M	arch 31,
	2018	2017
Interest expense	\$3,767	\$6,609
Accretion	875	2,865
Finance expense	115	5
Total	\$4,757	\$9,479

## 19. OPERATING SEGMENTS

The Company has operations in both the United States and Canada; the two geographic segments are summarized in the table below.

The Corporate Segment does not represent an operating segment and is included for informational purposes only.

Three months ended March 31, 2018	<b>Canadian Operations</b>	<b>United States Operations</b>	Corporate	Total
Sales	102,704	2,671	-	105,375
Total Assets	177,358	328,805	9,775	515,938
	*			
Three months ended March 31, 2017	Canadian Operations	United States Operations	Corporate	Total
Three months ended March 31, 2017 Sales	Canadian Operations 62,113	United States Operations 2,319	Corporate -	<b>Total</b> 64,432

