

## MANAGEMENT DISCUSSION AND ANALYSIS

(all tabular amounts are expressed in thousands of CDN dollars, except per share amounts)

### Three and Nine Months ended September 30, 2013 and 2012

The following management discussion and analysis ("MD&A") of the financial position and results of operations of Secure Energy Services Inc. ("Secure" or the "Corporation") has been prepared by management and reviewed and approved by the Board of Directors of Secure on November 7, 2013. The discussion and analysis is a review of the financial results of the Corporation based upon accounting principles that are generally accepted in Canada (the issuer's "GAAP"), which includes International Financial Reporting Standards ("IFRS").

The MD&A's focus is primarily a comparison of the financial performance for the three and nine months ended September 30, 2013 and 2012 and should be read in conjunction with the Corporation's annual audited consolidated financial statements and accompanying notes prepared under IFRS for the year ended December 31, 2012 and the unaudited condensed consolidated financial statements for the period ending September 30, 2013. The Corporation's management is responsible for the information disclosed in this MD&A and the accompanying unaudited condensed consolidated financial statements, and has in place appropriate information systems, procedures and controls to ensure that information used internally by management and disclosed externally is materially complete and reliable. In addition, the Corporation's Audit Committee, on behalf of the Board of Directors, provides an oversight role with respect to all public financial disclosures made by the Corporation. The MD&A has been prepared as of November 7, 2013. Additional information regarding the Corporation is available on the System for Electronic Document Analysis and Retrieval ("SEDAR") at [www.sedar.com](http://www.sedar.com).

### CORPORATE OVERVIEW

Secure is a TSX publicly traded energy services company that focuses on providing specialized services to upstream oil and natural gas companies operating in the Western Canadian Sedimentary Basin ("WCSB") and the Rocky Mountain Region in the United States. The services provided by the Corporation assist these companies with the handling, processing and sale of crude oil, drilling fluids, recycling services and various complementary services associated with oil and natural gas development and production.

The Corporation operates three divisions:

### PROCESSING, RECOVERY AND DISPOSAL DIVISION ("PRD")

Operating under the trade name Secure Energy Services Inc., the PRD division provides clean oil terminalling, custom treating of crude oil, crude oil marketing, produced and waste water disposal, oilfield waste processing, landfill disposal, and oil purchase/resale service. Secure currently operates twenty facilities throughout western Canada and four facilities in North Dakota, providing these services at its full service terminals ("FST"), landfills or stand alone water disposal facilities ("SWD").

### DRILLING SERVICES DIVISION ("DS")

Operating under the name Marquis Alliance Energy Group Inc. (together with its wholly owned subsidiaries "Marquis Alliance"), the trade name XL Fluids Systems Inc. ("XL Fluids"), and the trade name Target Rentals Ltd. ("Target"), the DS division provides drilling fluid systems and drilling equipment rentals and services. The drilling fluids service line comprises the majority of the revenue for the division which includes the design and implementation of drilling fluid systems for producers drilling for oil, bitumen and natural gas. The DS division focuses on providing products and systems that are designed for more complex wells, such as medium to deep wells, horizontal wells and horizontal wells drilled into the oil sands.

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## **ON SITE DIVISION (“OS”)**

The On Site division was established April 1, 2013 as a result of the Frontline Integrated Services Ltd. (“Frontline”) acquisition. Operating under the name of Frontline, the OS division operations include integrated water services through frac pond rentals; “CleanSite” waste container services; environmental services which include pre-drilling assessment planning, drilling waste management, remediation and reclamation of former wellsites, facilities, commercial, and industrial properties, and laboratory services; pipeline integrity (inspection, excavation, repair, replacement and rehabilitation); demolition and decommissioning. These services are offered throughout the WCSB. Environmental services were previously included in the DS division and integrated water services (frac pond rentals and water recycling) were previously included in the PRD division. As of April 1, 2013, these services are now included in the OS division.

For a complete description of services provided in the PRD and DS divisions, please refer to the headings “Secure Energy Services Inc.,” “Description of Business” and “Industry Overview” in the Corporation’s annual information form (“AIF”) for the year ended December 31, 2012.

## **CORPORATE STRATEGY**

Secure’s goal is to achieve profitable growth while providing cost effective solutions and delivering exceptional customer service. To achieve this goal, Secure’s strategy is to:

- Design, construct and expand facilities in key under-serviced and capacity constrained markets;
- Complete strategic acquisitions that exploit the full value chain in the energy services market, providing full cycle ‘cradle to grave’ solutions;
- Reduce waste, recycle and reuse fluids at Secure facilities;
- Conduct operations in a safe and environmentally responsible manner; and
- Enhance environmental stewardship for the Corporation’s customers.

## SELECTED THIRD QUARTER AND YEAR TO DATE HIGHLIGHTS

Secure posted a record quarter with improved operational and financial performance both on a quarterly and year to date basis. Secure continued to experience strong demand for its processing, recovery and disposal services, strong demand for its drilling services with an increase in revenue per operating day of 29% in the third quarter, and strong demand for services offered in the new on site division. Together, the divisions contributed to a year over year increase in EBITDA of 67% for the third quarter of 2013 over the prior year quarter.

The operating and financial highlights for the three and nine months ended September 30, 2013 are summarized as follows:

(\$000's except share and per share data)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% change	2013	2012	% change
Revenue (excludes oil purchase and resale)	153,868	99,503	55	386,520	283,836	36
Oil purchase and resale	289,892	149,705	94	718,071	466,747	54
Total revenue	443,760	249,208	78	1,104,591	750,583	47
EBITDA <sup>(1)</sup>	41,542	24,915	67	95,404	71,264	34
Per share (\$), basic	0.38	0.25	52	0.89	0.76	17
Per share (\$), diluted	0.37	0.25	49	0.87	0.74	18
Net earnings	12,036	6,354	89	27,418	22,418	22
Per share (\$), basic	0.11	0.06	83	0.26	0.24	8
Per share (\$), diluted	0.11	0.06	83	0.25	0.23	9
Funds from operations <sup>(1)</sup>	33,069	21,879	51	85,672	63,011	36
Per share (\$), basic	0.30	0.22	36	0.80	0.67	19
Per share (\$), diluted	0.30	0.22	36	0.78	0.65	20
Cash dividends per common share	0.04	-	-	0.06	-	-
Capital Expenditures	75,656	50,245	51	160,601	133,983	20
Total assets	962,836	699,982	38	962,836	699,982	38
Long term borrowings	210,489	89,187	136	210,489	89,187	136
Total liabilities	420,082	234,600	79	420,082	234,600	79
Common Shares - end of period	108,909,620	104,492,885	4	108,909,620	104,492,885	4
Weighted average common shares						
basic	108,648,873	98,724,604	10	106,750,533	93,655,304	14
diluted	111,500,617	101,492,349	10	109,537,459	96,645,131	13

<sup>(1)</sup> Refer to "Non GAAP measures and operational definitions"

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## REVENUE INCREASES

- Revenue (excluding oil purchase and resale) of \$153.9 million and \$386.5 million for the three and nine months ended September 30, 2013 improved 55% and 36% respectively compared to the same periods in 2012.
  - PRD division revenue (excluding oil purchase/resale) for the three months and nine months ended September 30, 2013 increased 43% and 41% respectively compared to the same periods in 2012. Third quarter revenue increased due to increased demand and new facility additions and expansions subsequent to the third quarter of 2012. This includes the opening of the new Kaybob SWD in Alberta and Stanley SWD in North Dakota in the third quarter of 2013. Crude oil marketing revenue increased 46% and 57% for the three and nine months ended September 30, 2013 respectively compared to the same periods in 2012 as a result of increased throughput at the Corporation's pipeline connected FST's, the Corporation's ability to capitalize on market spread differential opportunities and the Judy Creek FST becoming pipeline connected in the third quarter.
  - DS division revenue of \$87.6 million and \$221.9 million for the three and nine months ended September 30, 2013 increased 46% and 25% respectively compared to the same periods in 2012. Third quarter revenue increased due to increased demand, activity and the acquisition of Target on July 2, 2013. DS Canadian market share increased from 30% to 34% and revenue per operating day increased by 29% from third quarter 2013 compared to third quarter of 2012. Overall higher field activity was reported by the Canadian Association of Drilling Contractors ("CAODC") as average rig count increased 4% quarter over quarter. In addition, meters drilled in Canada increased by 9% in the third quarter of 2013 compared to the third quarter of 2012.
  - OS division revenue for the three and nine months ended September 30, 2013 increased by 196% and 130% respectively compared to the same periods in 2012. Third quarter revenue increased due to the acquisition of Frontline in the second quarter of 2013, the backlog of projects following a wet spring, and environmental services rental of CleanSite bins increased over the prior year quarter.
- Oil purchase and resale revenue in the PRD division increased to \$289.9 million and \$718.1 million for the three and nine months ended September 30, 2013 compared to the same periods in 2012. The increase resulted from increased throughput and crude oil marketing activity at existing facilities and the Judy Creek FST becoming pipeline connected in the third quarter of 2013.
- EBITDA OF \$41.5 MILLION IN THE THIRD QUARTER AND \$95.4 MILLION YEAR-TO-DATE
  - For the three months ended September 30, 2013 EBITDA increased 67% as compared to the same period in 2012. EBITDA increased in all three divisions through the addition of new facilities and higher demand in the PRD division, increase in market share and revenue per operating day in the DS division combined with the acquisition of Target, and the increase in project work and the acquisition of Frontline in the OS division as detailed above in the revenue highlights.

- **DIVERSIFICATION INTO NEW MARKETS AND NEW AREAS**
  - The Corporation continues to seize market opportunities by executing on organic growth initiatives. In order to capitalize on these opportunities, the Corporation increased its 2013 capital expenditure program in the second quarter from \$155.0 million to \$195.0 million. The capital program is intended to add new PRD facilities, expand current facilities, develop new technologies for water and oil recycling, purchase long lead items for 2014 capital projects and expand business development activities.
  - Organic expansion and growth capital totaled \$130.3 million for the nine months ended September 30, 2013 and includes 2012 carryover capital related to the Judy Creek and Rocky FST's. Major expenditures for the nine months ended September 30, 2013 included:
    - 2012 carry over capital of Rocky and Judy Creek FST's, of which completion and commissioning of the Judy Creek and Rocky FST's occurred during the second quarter of 2013;
    - Growth capital consisting of seven new PRD facilities with construction commencing or to be completed in 2013:
      - Three FST's - Edson, Kindersley and Keene (North Dakota) of which all three are expected to be opened at the start of the second quarter of 2014;
      - Two SWD's - Kaybob and Stanley (North Dakota) were completed and commissioned during the third quarter of 2013;
      - Two landfills - Saddle Hills and 13 Mile (North Dakota) both were under construction in the third quarter. The landfills are expected to be open during the fourth quarter;
    - Expansion capital consisting of:
      - Landfill cells at Fox Creek, South Grande Prairie, Pembina and Willesden Green, all of which were under construction in the quarter. The additional cell capacity will be available for the fourth quarter and subsequent years;
      - Second treaters at Fox Creek and Drayton valley were completed and commissioned and were fully operational at the end of the third quarter;
      - Additional disposal wells at both 13 Mile and Obed were completed and commissioned, both of which will be operational during the fourth quarter;
    - Various long lead purchases for 2013 and 2014 PRD capital projects and rental equipment for the DS division. Both the PRD and DS divisions continue to heavily invest in business development, including research and development activities, pilot projects for water and oil recycling, and front end development for 2014 projects.
- **BRAZEAU SWD UPDATE**
  - During the third quarter, the Corporation began dismantling the damaged property within the facility. As a result of the dismantlement and repair process, the Corporation was able to determine more precisely the property that was damaged and the property that could be salvaged. Brazeau is expected to be operational by the end of the year.

- ACQUISITION OF TARGET RENTALS LTD.
  - Secure completed the acquisition of Target Rentals Ltd. (“Target”) on July 2, 2013. The acquisition continues to expand the value chain of services the Corporation offers its customers. Target was a privately owned oilfield service company headquartered in Grande Prairie, AB offering a patented dual containment fluid storage tank system, for oil based drilling fluid applications.
- SOLID BALANCE SHEET
  - Secure’s debt to EBITDA ratio was 1.88 as of September 30, 2013; well under the Corporation’s credit facility covenant of 3.00.
- SUBSEQUENT EVENT
  - Subsequent to September 30, 2013, the Corporation entered into an amended and extended \$400.0 million revolving credit facility (the “new credit facility”). The previous revolving credit facility was increased from \$300.0 million to \$400.0 million and includes an accordion feature which if exercised, would increase the credit facility by \$50.0 million. The credit facility consists of a \$390.0 million extendible revolving term credit facility and a \$10.0 million revolving operating facility. The new credit facility was extended along with an interest rate reduction of 25 basis points.

## OUTLOOK

Oil and gas industry pricing fundamentals during the third quarter did not see significant changes from the second quarter however, prices have rebounded significantly since the third quarter of 2012. Commodity prices have increased, heavy oil differentials between world and North American pricing have narrowed and oil transportation bottlenecks have been partially relieved. Expectations are that oil and gas producer capital spending will continue to slowly increase over the next few quarters due to expanded capital budgets, which in turn will improve activity for oil and gas service providers. In addition, several projects that were delayed by the wet spring have started late in the third quarter and will be completed before the year end. Rig count and related drilling services equipment utilization into the last quarter of the year is anticipated to improve, with expectations that prices could weaken in the fourth quarter through the peak drilling season into 2014. Despite the less than optimal field conditions in the second quarter and a slower start to the third quarter due to continued unfavourable weather, meters drilled in Canada increased by 9% in the third quarter of 2013 compared to the third quarter of 2012. The number of WCSB horizontal wells licensed in the nine months ended September 30, 2013 increased to 81.8% of the total wells licensed in 2013; this is an 11 percentage point increase over comparable period of 2012. The increase in the number of meters drilled and continued emphasis on horizontal drilling are positive indicators for the Corporation as it is anticipated these factors create demand for the Corporation’s products and services. Secure is well positioned to take advantage of the expected industry upswing through its expanded geographic and service offerings.

The acquisition of Frontline in the second quarter and Target in the third quarter brings new growth platforms that complement the Corporation’s existing PRD and DS divisions. The management teams of Frontline and Target are experienced with proven capabilities to manage growth. The financial strength of Secure will provide the capital necessary to finance the growth initiatives of both of these new service lines. The Corporation is excited to increase Secure’s environmental expertise to expand the value chain of services provided.

Total capital expenditures for the nine months ended September 30, 2013 of \$160.6 million are reflective of the continued execution of the Corporation’s strategy. Capital expenditures on new facilities such as the Kindersley FST, the conversion of the Edson SWD to an FST, Saddle Hills landfill and construction of the Corporation’s first landfill in the US are expected to enhance financial and operational performance once commissioned. The list of organic opportunities contains several other projects that reflect the ability of Secure to take advantage of market potential that exists today. The Corporation increased the 2013 capital expenditure budget in the second quarter from the previously announced total of \$155.0 million to \$195.0 to take advantage of Secure’s opportunities. The added capital will be deployed in Canada and the US primarily for new growth projects and long lead items for 2014 projects. The Corporation is well positioned to fund its

expanded 2013 capital program with its recently expanded debt capacity from its credit facilities and increasing cash flow from operations.

Managing growth in a prudent manner ensures the Corporation's strong balance sheet is maintained. Secure has a focused strategy of helping the Corporation's customers with new facilities and services in both under-serviced and capacity constrained markets complemented with strategic acquisitions. A solid balance sheet provides the leverage and flexibility to execute this strategy. With now over 1,000 employees, the Corporation strives to keep its agile and disciplined entrepreneurial culture to ensure that Secure's abundant opportunities are adequately financed and executed by the right people.

## NON-GAAP MEASURES AND OPERATIONAL DEFINITIONS

Certain supplementary measures in this MD&A do not have any standardized meaning as prescribed under IFRS and, therefore, are considered non-GAAP measures. These measures are described and presented in order to provide information regarding the Corporation's financial results, liquidity and its ability to generate funds to finance its operations. These measures are identified and presented, where appropriate, together with reconciliations to the equivalent IFRS measure. However, they should not be used as an alternative to IFRS measures because they may not be consistent with calculations of other companies. These non-GAAP measures, and certain operational definitions used by the Corporation, are further explained below.

### Operating margin

Operating margin is calculated as revenue less operating expenses which includes direct product costs for drilling services but excludes depreciation, depletion and amortization, general and administrative, and oil purchase/resale services. Management analyzes operating margin as a key indicator of cost control and operating efficiency.

### Operating days

Operating days are calculated by multiplying the average number of active rigs where the DS division provides drilling fluids services by the number of days in the period.

### Canadian Market Share

Canadian market share is calculated by comparing active rigs the DS division services to total active rigs in Western Canada. The CAODC publishes total active rigs in Western Canada on a semi-weekly basis.

### EBITDA

EBITDA is calculated as net earnings excluding depreciation, depletion, amortization and accretion, share-based payments expense, interest, and taxes. EBITDA is not a recognized measure under IFRS. Management believes that in addition to net earnings, EBITDA is a useful supplemental measure as it provides an indication of the results generated by the Corporation's principal business activities prior to consideration of how those activities are financed or how the results are taxed.

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
<b>Net earnings</b>	<b>12,036</b>	6,354	89	<b>27,418</b>	22,418	22
<b>Add:</b>						
Depreciation, depletion and amortization	18,711	11,260	66	46,832	30,047	56
Non-cash share-based payments	2,186	1,287	70	5,891	3,976	48
Current tax expense	4,496	2,022	122	8,076	5,047	60
Deferred income tax expense	1,369	2,669	(49)	3,552	5,932	(40)
Interest, accretion and finance costs	2,140	1,323	62	4,706	3,844	22
Other (expenses)/income	604	-	100	(1,071)	-	100
<b>EBITDA</b>	<b>41,542</b>	24,915	67	<b>95,404</b>	71,264	34

### Capital Expenditures

Expansion, growth or acquisition capital are capital expenditures with the intent to expand or restructure operations, enter into new locations or emerging markets, or complete a business acquisition. Sustaining capital refers to capital expenditures in respect of capital asset additions, replacements or improvements required to maintain ongoing business operations. The determination of what constitutes sustaining capital expenditures versus expansion capital involves judgment by management.



## ADDITIONAL GAAP MEASURES

### *Funds from operations*

Funds from operations refer to cash flow from operations before changes in non-cash working capital. Secure's management views cash flow from operating activities before changes in non-cash working capital balances as a measure of liquidity and believes that funds from operations is a metric used by many investors to assess the financial performance of the Corporation. Any use of cash from an increase in working capital in a particular period will be financed by existing cash or by the credit facility.

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Cash from operating activities	28,569	1,476	1,836	80,836	51,840	56
<b>Add:</b>						
Non-cash working capital changes	4,500	20,403	(78)	4,836	11,171	(57)
<b>Funds from operations</b>	<b>33,069</b>	<b>21,879</b>	<b>51</b>	<b>85,672</b>	<b>63,011</b>	<b>36</b>

## RESULTS OF OPERATIONS FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2013

In order to discuss the factors that have caused period to period variations in operating activities, the Corporation has divided the business into three reportable operating segments; the PRD division, the DS division and the OS division.

**Note:** Due to the creation of the OS Division April 1, 2013, certain reclassifications of revenues and expenses between the divisions have occurred. Accordingly, any reclassification in 2013 was restated in the prior year to conform to current period presentation. More specifically, the DS division environmental services business and the PRD division integrated water services business have been combined with Frontline to form the OS division.

(\$000's except share data)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Revenue	443,760	249,208	78	1,104,591	750,583	47
Operating expenses	403,285	224,435	80	1,010,000	678,506	49
General and administrative	16,941	11,390	49	45,082	32,005	41
Business development	2,889	1,015	185	6,828	2,831	141
Interest, accretion and finance costs	2,140	1,323	62	4,706	3,844	22
Other income (loss)	(604)	-	100	1,071	-	100
<b>Earnings before income taxes</b>	<b>17,901</b>	<b>11,045</b>	<b>62</b>	<b>39,046</b>	<b>33,397</b>	<b>17</b>
Current income tax expense	4,496	2,022	122	8,076	5,047	60
Deferred income tax expense	1,369	2,669	(49)	3,552	5,932	(40)
	5,865	4,691	25	11,628	10,979	6
<b>Net earnings</b>	<b>12,036</b>	<b>6,354</b>	<b>89</b>	<b>27,418</b>	<b>22,418</b>	<b>22</b>
Other comprehensive income						
Foreign currency translation adjustment	1,449	(1,815)	(180)	2,540	(2,034)	(225)
<b>Total comprehensive income</b>	<b>13,485</b>	<b>4,539</b>	<b>197</b>	<b>29,958</b>	<b>20,384</b>	<b>47</b>
Earnings per share						
Basic	0.11	0.06	83	0.26	0.24	8
Diluted	0.11	0.06	83	0.25	0.23	9

### PRD DIVISION OPERATIONS

For further clarity, the Corporation's PRD division's revenue has been split into two separate service lines: processing, recovery and disposal services; and oil purchase/resale services.

#### Processing, recovery and disposal services:

Processing services are primarily performed at FST's and include waste processing and crude oil emulsion treating. Secure's FST's that are connected to oil pipelines provide customers with an access point to process and/or treat their crude oil for shipment to market. The crude oil or oilfield waste is delivered by customers to Secure by tanker truck or by a vacuum truck. The FST will process oilfield waste to separate out solids, water and crude oil. Crude oil that does not meet pipeline specifications is processed through a crude oil emulsion treater. Recovery services include revenue from the sale of oil recovered through waste processing, crude oil handling, terminalling and marketing. Clean crude oil and treated crude oil are stored on site temporarily until the volumes are ready to be shipped through gathering or transmission pipelines. Disposal services include produced and waste water disposal services through a network of class 1B disposal wells and disposal of oilfield solid wastes at the Corporation's landfills.

### Oil purchase/resale service:

The purpose of providing this service is to enhance the service offering associated with Secure's business of produced water disposal, crude oil emulsion treating, terminalling and marketing. By offering this service, Secure's customers gain efficiencies in transportation and handling of their crude oil to the pipeline. At Secure FST's, Secure will meter the crude oil volumes and purchase the crude oil directly from its customers. The Corporation will then process, transport to a pipeline connected FST if necessary and handle the shipment of crude oil down the pipeline.

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
<b>Revenue</b>						
Processing, recovery and disposal services (a)	47,439	33,083	43	127,756	90,564	41
Oil purchase and resale service	289,892	149,705	94	718,072	466,746	54
<b>Total PRD division revenue</b>	<b>337,331</b>	<b>182,788</b>	<b>85</b>	<b>845,828</b>	<b>557,310</b>	<b>52</b>
<b>Operating Expenses</b>						
Processing, recovery and disposal services (b)	17,214	12,827	34	47,527	35,255	35
Oil purchase and resale service	289,892	149,705	94	718,072	466,746	54
Depreciation, depletion, and amortization	12,003	7,330	64	30,858	20,146	53
<b>Total operating expenses</b>	<b>319,109</b>	<b>169,862</b>	<b>88</b>	<b>796,457</b>	<b>522,147</b>	<b>53</b>
<b>General and administrative</b>	<b>6,560</b>	<b>3,498</b>	<b>88</b>	<b>17,265</b>	<b>8,433</b>	<b>105</b>
<b>Total PRD division expenses</b>	<b>325,669</b>	<b>173,360</b>	<b>88</b>	<b>813,722</b>	<b>530,580</b>	<b>53</b>
<b>Operating Margin <sup>(1)</sup> (a-b)</b>	<b>30,225</b>	<b>20,256</b>	<b>49</b>	<b>80,229</b>	<b>55,309</b>	<b>45</b>
<b>Operating Margin <sup>(1)</sup> as a % of revenue (a)</b>	<b>64%</b>	<b>61%</b>	<b>5</b>	<b>63%</b>	<b>61%</b>	<b>3</b>

<sup>(1)</sup> Refer to "Non GAAP measures and operational definitions" and "Additional GAAP measures" for further information

### Revenue (PRD division)

Revenue from processing, recovery and disposal for the three and nine months ended September 30, 2013 increased to \$47.4 million and \$127.8 million from \$33.1 million and \$90.6 million in the comparative periods of 2012.

Processing: For the three and nine months ended September 30, 2013, processing volumes increased 20% and 16% from the comparative periods in 2012. Part of the significant increase relates to the addition of the following new facilities and services added after the third quarter of 2012 ("new facilities and services"): completion of the Crosby SWD in North Dakota in December 2012; Fox Creek Landfill in December 2012; Edson temporary water injection facility in January 2013; Rocky and Judy Creek FST's in May 2013; Kaybob SWD in August 2013; and the Stanley SWD in North Dakota in September 2013. Also contributing to the increase in revenue was an increase in overall demand for the PRD division's services.

Recovery: Revenue from recovery includes revenue from the sale of oil recovered through waste processing, crude oil handling, marketing and terminalling. Revenue from recovery for the three and nine months ended September 30, 2013 increased by 61% and 47% from the comparative periods in 2012. A significant portion of the increase in recovery revenue for the three and nine months ended September 30, 2013 is a result of the Corporation's ability to capitalize on crude oil marketing opportunities at its FST's, higher throughput and an increase in the price of crude oil of 15% from the third quarter of 2012 to the third quarter of 2013. Crude oil marketing revenue increased by 46% and 57% for the three and nine months ended September 30, 2013, from the comparative periods of 2012. Increased oil throughput at the Corporation's pipeline connected FST's, in conjunction with the Corporation's ability to capitalize on market spread differential opportunities (including maximizing crude oil marketing opportunities available by shipping crude oil via rail), led to the significant increases in revenue from this service line as compared to the same periods of 2012. In addition, the Corporation's Dawson FST was fully operational in 2013, whereas it was in the startup phase in the 2012 comparable periods, and the Judy FST was pipeline connected and fully operational in the third quarter of 2013.

Disposal: Secure's disposal volumes increased by 20% and 41% for the three and nine months ended September 30, 2013 from the comparative periods of 2012. As described above, increased demand for the PRD division's new facilities and services are the primary reasons for the increase.

#### ***Operating Expenses (PRD division)***

Operating expenses from PRD services for the three and nine months ended September 30, 2013 increased to \$17.2 million and \$47.5 million from \$12.8 million and \$35.3 million for the comparative periods of 2012. The increase in operating expenses for the quarter and year to date relate to the new facilities, expansions added organically, and the increases in both processing and disposal volumes at the Corporation's existing facilities.

Major drivers of the increase on a quarter over quarter and year to date comparative basis are a 7% and 2% increase respectively in commissioning expenses related to staffing and training for the opening of the Kaybob and Stanley SWD's in the third quarter and the Rocky and Judy FST's in the second quarter of 2013, an 82% and 79% increase in trucking expenses as a result of additional trucking costs incurred to move crude oil from FSTs that are not pipeline connected and to move crude oil shipped by rail from the Silverdale FST, and a 22% and 28% increase in maintenance expenses due to well workovers at Dawson and South Grande Prairie, cell closure costs at one of the Corporation's landfills, and site cleanup costs at the Drayton Valley FST due to a wellhead leak that led to a spill in September. The spill was contained and cleaned up with the appropriate repairs completed on the wellhead. The cost of the spill is approximately \$1.0 million which was completely offset by the Corporation's environmental insurance policy less the deductible. Secure will continue to monitor any environmental impact and take any further corrective actions if necessary.

Operating margin as a percentage of revenue for the three and nine months ended September 30, 2013 was 64% and 63% compared to 61% and 61% for the comparative period of 2012. The 3% increase to operating margin for the three months ended September 30, 2013 and the 2% increase to operating margin for the nine months ended September 30, 2013 is a result of improvements in operating efficiencies at the facilities, increases in recovery including crude oil marketing activities at the Corporation's pipeline connected FST's, and from volumes managed by rail at the Silverdale FST.

#### ***Depreciation, Depletion and Amortization (PRD division)***

Depreciation, depletion and amortization expense for the three and nine months ended September 30, 2013 increased to \$12.0 million and \$30.9 million from \$7.3 million and \$20.1 million for the comparative periods of 2012. The increases are due to the addition of new facilities, expansions at existing facilities and the increase in disposal volumes at landfills. Landfill cell costs are depleted on a unit basis, therefore as disposal volumes increase there is a corresponding increase to the amount of depletion expensed.

#### ***General and Administrative (PRD division)***

General and administrative ("G&A") expenses increased for the three and nine months ended September 30, 2013 to \$6.6 million and \$17.3 million from \$3.5 million and \$8.4 million in the comparative periods of 2012. For the three and nine months ended September 30, 2013, G&A is 14% of revenue (excluding oil purchase/resale). Major drivers of the increase on quarter over quarter and year to date comparatives is a 52% and 60% increase in wages & salaries to support the opening of new facilities and growth at existing facilities both in Canada and the US, a 126% and 174% increase in building and lease costs to accommodate growth of staff in Canada, and the opening of the Denver, Colorado office in the second quarter of 2012, and a 51% and 61% increase in information technology expenses related to information technology systems and licensing of software to support the growth of the division and consolidate software systems used in the head office and the field to gain operational efficiencies. The increase in G&A is reflective of management's intention to prepare for the growth of the new and expanding facilities as well as the growth in the US PRD operations.

## DS DIVISION OPERATIONS

The DS division's main geographic area of operations is the WCSB, while activity levels in the United States have been driven by the acquisition of IDF providing a presence in the Niobrara play in Colorado, and through additions to the fleet of rental equipment in Colorado and North Dakota. WCSB operations are coordinated from the Calgary, Alberta office, while U.S. operations are coordinated through the Denver, Colorado office.

### Drilling services:

The DS division has two main service lines: drilling fluids and equipment rentals. The environmental service line (which was previously included within the DS division) now forms part of the On Site division created in the second quarter. The drilling fluids service line is the core service of the DS division and operates in the WCSB as well as the U.S. (primarily in Colorado and North Dakota). Drilling fluid products are designed to optimize the efficiency of customer drilling operations through engineered solutions that improve drilling performance and penetration, while reducing non-productive time. Increasingly complex horizontal and directional drilling programs require experienced drilling fluid technical personal who design adaptable drilling programs to meet the needs of drilling fluid customers.

These programs can save customers significant amounts of money by proactively anticipating the drilling challenges the customers may encounter. The equipment rentals service line works with the drilling fluids service line in the WCSB and in the U.S. to ensure that the quality of drilling fluids used through the drilling cycle is maintained by continually processing and recycling the drilling fluids as they return to the surface. Rental equipment ensures the continual removal of drilling cuttings and solids from the drilling fluid as well as providing a safe and more efficient way of storing oil based products in the "Target" horizontal storage tanks. The current equipment rental fleet of high speed centrifuges, drying shakers, bead recover units, "Target Tanks", and ancillary equipment are offered as a standalone package or as part of an integrated drilling fluids and rentals package.

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
<b>Revenue</b>						
Drilling services (a)	87,622	60,060	46	221,873	177,240	25
<b>Operating expenses</b>						
Drilling services (b)	63,729	46,305	38	167,894	136,043	23
Depreciation and amortization	5,184	3,683	41	12,658	9,340	36
<b>Total DS division operating expenses</b>	<b>68,913</b>	<b>49,988</b>	<b>38</b>	<b>180,552</b>	<b>145,383</b>	<b>24</b>
<b>General and administrative</b>	<b>6,609</b>	<b>5,892</b>	<b>12</b>	<b>17,571</b>	<b>16,844</b>	<b>4</b>
<b>Total DS division expenses</b>	<b>75,522</b>	<b>55,880</b>	<b>35</b>	<b>198,123</b>	<b>162,227</b>	<b>22</b>
<b>Operating Margin <sup>(1) (a-b)</sup></b>	<b>23,893</b>	<b>13,755</b>	<b>74</b>	<b>53,979</b>	<b>41,197</b>	<b>31</b>
<b>Operating Margin % <sup>(1)</sup></b>	<b>27%</b>	<b>23%</b>	<b>17</b>	<b>24%</b>	<b>23%</b>	<b>3</b>

<sup>(1)</sup> Refer to "Non GAAP measures and operational definitions" and "Additional GAAP measures" for further information

### Revenue (DS division)

Revenue from the DS Division for the three and nine months ended September 30, 2013 increased to \$87.6 million and \$221.9 million from \$60.1 million and \$177.2 million in the comparative periods of 2012. The significant increase in revenue for the three and nine months ended September 30, 2013 is the result of a combined 40% and 25% increase in drilling fluids service line revenue and a 98% and 20% increase in revenue for the equipment rentals service line from the comparative periods in 2012. Major drivers for the drilling fluids service line revenue increases in the third quarter are due to increased market share, an increase in meters drilled, and an increase in revenue per operating day. The increase in the equipment rentals service line is a result of an 11% and 2% increase in equipment utilization over the comparative periods of 2012, an increase in rental equipment market share as the division increased its rental fleet size, and the addition of Target on July 2, 2013 which contributed to an increase of 52% in revenue for the quarter.

Drilling fluids revenue per operating day for the three and nine months ended September 30, 2013 increased to \$6,807 and \$6,278 from \$5,267 and \$5,362 from the comparative periods of 2012. Revenue per operating day can fluctuate significantly due to changes in the product mix, the type of well that is being drilled, and the timing of specific drilling events such as the loss of well bore control either due to pressure or lost circulation. The increase in revenue per day for both the quarter and year to date can be attributed to an increase in meters drilled for the Corporation and the industry overall which led to higher product usages, higher probability of lost circulation events and a higher usage of specialty chemicals. In addition, the Corporation realized a 21% and 31% increase in the proportion of SAGD wells relative to the 2012 comparable periods. SAGD wells are more complex and require more costly drilling fluids which contribute to the increase in revenue per operating day.

WCSB market share increased by 4% for the three months ended September 30, 2013 to 34% from 30% and 33% from 30% for the nine months ended September 30, 2013, from the comparative periods of 2012. The CAODC average monthly rig count for Western Canada provides the basis for market share calculations. Operating rig days for the three and nine months ended September 30, 2013 were 10,595 and 29,385 compared to 9,113 and 27,586 for the 2012 comparative periods. Market share has continued to increase as a result of the addition of the Drayton Valley blending plant, increase in SAGD wells drilled, and the successful integration of the XL and New West Drilling Fluids Inc. ("New West") acquisitions.

#### ***Operating Expenses (DS division)***

Operating expenses for the DS Division for the three and nine months ended September 30, 2013 increased to \$63.7 and \$167.9 million from \$46.3 million and \$136.0 million for the comparative periods of 2012. As a percentage of revenue, operating expenses for the three and nine months ended September 30, 2013 were 73% and 76% a decrease from 77% and 77% in the 2012 comparative periods. DS division operating margins can vary due to changes in product mix, well type, geographic area, and nature of activity. On a quarter and year to date basis, the decrease in operating expenses as a percentage of revenue from the comparative periods is due to a change in product mix. As wells become longer in reach, more specialized products are used which tend to have higher product margin. Equipment rental expenses also decreased on the basis of a percentage of revenue as a result of a 98% and 20% increase in revenue base respectively due to the acquisition of Target, as well as, the utilization of the fleet increased 11% during the quarter.

For the three months ended September 30, 2013, operating margins increased 4% to 27% from 23% for the 2012 comparative period. Operating margins for the drilling fluids service line increased 3% as the DS division saw an increase in the use of specialized products associated with the increase in meters drilled. Depending on the wells drilled in the quarter, the product mix and operating margin may fluctuate in the above range. The remaining 1% increase relates to the addition of Target rentals as rental items have higher operating margins, which also contributed to increasing the operating margin for the third quarter.

#### ***Depreciation and Amortization (DS division)***

Depreciation and amortization expense for the three and nine months ended September 30, 2013 increased to \$5.2 million and \$12.7 million from \$3.7 million and \$9.3 million in the comparable periods of 2012. Depreciation and amortization expense increased compared to the prior periods as a result of a larger fixed asset base driven by capital additions to the solids control rental fleet combined with the acquisition of Target.

#### ***General and Administrative (DS division)***

G&A expense for the three and nine months ended September 30, 2013 increased to \$6.6 million and \$17.6 million from \$5.9 million and \$16.8 million in the comparable periods of 2012. As a percentage of revenue for both the three and nine months ended September 30, 2013, G&A expenses were 8% compared to 10% for the comparable periods of 2012. G&A increased by \$0.7 million for the three and nine months ended September 30, 2013 compared to the same periods in 2012 as a result of supporting the US operations as well as the newly acquired Target acquisition.

## OS DIVISION OPERATIONS

The OS division was established April 1, 2013 as a result of the Frontline acquisition. Services offered by Frontline are combined with the Corporations existing environmental services and integrated water services to offer customers a fully integrated suite of products and services. OS division operations include integrated water services through frac pond rentals; "CleanSite" waste container services; environmental services which include pre-drilling assessment planning, drilling waste management, remediation and reclamation of former wellsites, facilities, commercial, and industrial properties, and laboratory services; pipeline integrity (inspection, excavation, repair, replacement and rehabilitation); demolition and decommissioning. These services are offered throughout the WCSB.

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
<b>Revenue</b>						
Onsite services (a)	18,807	6,360	196	36,890	16,033	130
<b>Operating expenses</b>						
Onsite services (b)	13,739	4,339	217	29,675	10,415	185
Depreciation and amortization	1,241	104	1,093	2,595	230	1,028
<b>Total OS division operating expenses</b>	<b>14,980</b>	<b>4,443</b>	<b>237</b>	<b>32,270</b>	<b>10,645</b>	<b>203</b>
<b>General and administrative</b>	<b>1,647</b>	<b>938</b>	<b>76</b>	<b>4,300</b>	<b>2,825</b>	<b>52</b>
<b>Total OS division expenses</b>	<b>16,627</b>	<b>5,381</b>	<b>209</b>	<b>36,570</b>	<b>13,470</b>	<b>171</b>
<b>Operating Margin <sup>(1)(a-b)</sup></b>	<b>5,068</b>	<b>2,021</b>	<b>151</b>	<b>7,215</b>	<b>5,618</b>	<b>28</b>
<b>Operating Margin % <sup>(1)</sup></b>	<b>27%</b>	<b>32%</b>	<b>(16)</b>	<b>20%</b>	<b>35%</b>	<b>(43)</b>

<sup>(1)</sup> Refer to "Non GAAP measures and operational definitions" and "Additional GAAP measures" for further information

### Revenue (OS division)

Revenue for the three and nine months ended September 30, 2013 increased to \$18.8 million and \$36.9 million from \$6.4 million and \$16.0 million for the comparative periods of 2012. Frontline was acquired on April 1, 2013 and significantly contributed to the increase in revenues for the three and nine months ended September 30, 2013. Frontline realized a substantial increase in utilization of its equipment fleet in the third quarter as projects ramped up quickly that were delayed due to wet weather in the second quarter.

Environmental services revenue for the three and nine months ended September 30, 2013 increased 21% and 46% respectively over 2012 comparative periods, due to an increase in the number of environmental projects completed and the start-up of the CleanSite business as this service line began operations in the fourth quarter of 2012.

### Operating Expenses (OS division)

Operating expenses for the three and nine months ended September 30, 2013 increased to \$13.7 million and \$29.7 million from \$4.3 million and \$10.4 million for the comparative periods of 2012. The acquisition of Frontline contributed most significantly to the quarter and year to date increases as the number of projects completed that were previously delayed due to the wet weather conditions experienced in the second quarter were completed.

Environmental services operating expenses for the three and nine months ended September 30, 2013 increased 21% and 70% respectively over 2012 comparative periods, which is due to the startup of the CleanSite business in the fourth quarter of 2012 and the increase in the number of environmental projects completed which increased third party pass through costs.

Operating margin for the third quarter of 2013 declined to 27% as a result of combining the Frontline services in the second quarter of 2013 with that of the environmental services group. The operating margin for the OS division is expected to fluctuate depending on the volume and type of projects undertaken and the blend of business between remediation and reclamation projects, demolition projects, pipeline integrity projects, site clean-up and other services in any given period.

### **Depreciation and Amortization (OS division)**

Depreciation and amortization expense for the three and nine months ended September 30, 2013 increased to \$1.2 million and \$2.6 million from \$0.1 million and \$0.2 million for the comparative periods of 2012. The majority of the increase in depreciation over the 2012 comparative periods is due to the acquisition of Frontline. Depreciation and amortization of tangible and intangible assets added from the acquisition began on April 1, 2013. Depreciation and amortization in the prior year related to the environmental and integrated water service business lines.

### **General and Administrative (OS division)**

G&A expenses for the three and nine months ended September 30, 2013 increased to \$1.6 million and \$4.3 million from \$0.9 million and \$2.8 million for the comparative periods of 2012. G&A expenses increased due to the Frontline acquisition, and increases in demand for Frontline services over the prior quarter and increases in environmental services through the startup of the "CleanSite" business in the fourth quarter of 2012.

## **OTHER INCOME AND EXPENSES**

### **CORPORATE EXPENSES**

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
General and administrative	2,125	1,062	100	5,946	3,903	52

Corporate expenses for the three and nine months ended September 30, 2013 increased to \$2.1 million and \$5.9 million from \$1.1 million and \$3.9 million for the comparative periods of 2012. Included in Corporate expenses are all public company costs, salaries, share based payments and office costs relating to corporate employees. The increases in the quarter and year to date are attributed to increased headcount and lease costs due to growth of the Corporation, higher salaries and stock based compensation, and increased bonus due to improved performance of the Corporation.

### **BUSINESS DEVELOPMENT EXPENSES**

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Business development	2,889	1,015	185	6,828	2,831	141

Business development expenses for the three and nine months ended September 30, 2013 increased to \$2.9 million and \$6.8 million from \$1.0 million and \$2.8 million for the comparative periods of 2012. Business development expenses include prospect costs associated with organic and acquisition opportunities in Canada and the United States, and drilling fluids research and development costs. Business development expenses increased in the quarter and year to date due to increased salaries resulting from a higher headcount required to support the increased capital expenditure programs related to organic and acquisition opportunities, and continued investment in research and development activities. The increase is also a result of acquisition related costs associated with the Frontline and Target acquisitions in the second and third quarters of the year, respectively. The Corporation continues to expand and evaluate a number of potential projects and prospects.



## INTEREST, ACCRETION AND FINANCING COSTS

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Interest, accretion and finance costs	2,140	1,323	62	4,706	3,844	22

Interest, accretion and financing costs for the three and nine months ended September 30, 2013 were \$2.1 million and \$4.7 million compared to \$1.3 million and \$3.8 million for the 2012 comparative periods. The Corporation amended its credit agreement November 1, 2012. The amendment reduced margins on Canadian prime rate and issuance fees for Bankers Acceptance by 25 basis points. The average debt balance in the third quarter of 2013 increased 13% over the prior year quarter whereas the average debt balance for the nine months ended September 30, 2013 increased 59% from the comparative period in 2012. Interest associated with higher debt balances was partially offset by lower interest rates charged under the amended credit facility.

Interest is capitalized on capital projects with a substantial time to completion. Typically, interest is only capitalized on the construction of the Corporation's FSTs. For the three and nine months ended September 30, 2013, capitalized interest increased to \$0.2 million and \$1.2 million from \$0.1 and \$0.3 for the 2012 comparative periods. For the first nine months of 2013 the Corporation funded its capital program through its available cash flow from operations and its credit facility. The balance of the credit facility as at September 30, 2013 was \$210.5 million compared to \$89.2 million for the 2012 comparative period.

## FOREIGN CURRENCY TRANSLATION ADJUSTMENT

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Foreign currency translation adjustment	1,449	(1,815)	(180)	2,540	(2,034)	(225)

Included in Other Comprehensive Income ("OCI") is \$1.4 million and \$2.5 million for the three and nine months ended September 30, 2013 of foreign currency translation adjustments relating to the conversion of the financial results of the US operations as at September 30, 2013. The Canadian dollar increased 2% in value during the third quarter of 2013.

## OTHER INCOME (EXPENSE)

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
<b>Other income (expense)</b>						
Impairment adjustment (expense)	1,661	-	-	(1,052)	-	-
Insurance recovery (adjustment)	(2,265)	-	-	2,123	-	-
Total other income (expense)	(604)	-	-	1,071	-	-

During the second quarter of 2013, the Corporation's Brazeau SWD facility was damaged by a lightning strike. An estimated impairment charge was recorded against the net book value of the damaged assets with a corresponding insurance proceeds accrual. During the third quarter, the Corporation began dismantling the damaged property within the facility. As a result of the dismantlement and repair process, the Corporation was able to determine more precisely the property that was damaged and the property that could be salvaged. Therefore, the previously recognized provision for damages to the facility was revised accordingly. The facility will remain closed until repairs are completed in the fourth quarter of this year.

## INCOME TAXES

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
<b>Income taxes</b>						
Current income tax expense (recovery)	4,496	2,022	122	8,076	5,047	60
Deferred income tax expense	1,369	2,669	(49)	3,552	5,932	(40)
	<b>5,865</b>	<b>4,691</b>	<b>25</b>	<b>11,628</b>	<b>10,979</b>	<b>6</b>

Income taxes for the three months ended September 30, 2013 increased to \$5.9 million and \$11.6 million from \$4.7 and \$11.0 million for the 2012 comparative periods. The increase in income tax expense for both the three and nine months ended September 30, 2013 is primarily attributable to the overall increase in the Corporation's net earnings before income taxes during the periods as compared to the prior periods.

## SIGNIFICANT PROJECTS

Secure's 2013 capital expenditure program included a number of significant projects. For a discussion of the Corporation's 2013 capital expenditure program, see "**Liquidity and Capital Resources**" in this MD&A.

## GEOGRAPHICAL FINANCIAL INFORMATION

(\$000's)	Canada		United States		Total	
	2013	2012	2013	2012	2013	2012
<b>Three months ended Sept 30</b>						
Revenue	431,765	234,868	11,995	14,340	443,760	249,208
<b>Nine months ended Sept 30</b>						
Revenue	1,068,056	720,456	36,535	30,127	1,104,591	750,583
<b>As at Sept 30, 2013 and Dec 31, 2012</b>						
Total non-current assets	646,306	517,892	102,394	70,892	748,700	588,784

United States revenue for the three months ended September 30, 2013 decreased 16% and increased 21% for the nine months ended September 30, 2013 from the respective periods of 2012. As a relatively new market entrant into North Dakota, the lower rig count and competitive pricing on drilling fluids quarter over quarter drove results down for the three months ended September 30, 2013. For the nine months ended September 30, 2013, increased revenue relates to the startup of PRD operations with the acquisition of DRD in the third quarter of 2012, the completion of the Crosby SWD in December 2012, and the addition of the Stanley SWD in September 2013. United States based non-current assets as at September 30, 2013 of \$102.4 million have increased 44% from \$70.9 million as at December 31, 2012. The Corporation currently operates four water disposal facilities in North Dakota and offers Drilling Fluid and Solids Control services throughout the US Rocky Mountain region. Subsequent to quarter end, the Corporation opened its first landfill in North Dakota.

## SUMMARY OF QUARTERLY RESULTS

### Seasonality

Seasonality impacts the Corporation's operations. In Canada, the level of activity in the oilfield services industry is influenced by seasonal weather patterns. As warm weather returns in the spring, the winter's frost comes out of the ground (commonly referred to as "spring break-up"), rendering many secondary roads incapable of supporting heavy loads and as a result road bans are implemented prohibiting heavy loads from being transported in certain areas. As a result, the movement of the heavy equipment required for drilling and well servicing activities may be restricted, and the level of activity of the Corporation's customers may be consequently reduced. In the areas in which the Corporation operates, the second quarter has generally been the slowest quarter as a result of spring break-up. Historically, the Corporation's first, third and fourth quarters represent higher activity levels and operations. These seasonal trends typically lead to quarterly fluctuations in operating results and working capital requirements, which should be considered in any quarter over quarter analysis of performance.

The table below summarizes unaudited consolidated quarterly information for each of the eight most recently completed fiscal quarters.

(\$000s except share and per share data)	2013			2012				2011
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Revenue (excluding oil purchase and resale)	153,868	85,530	147,122	108,356	99,503	68,906	115,426	101,999
Oil purchase and resale	289,892	252,323	175,856	170,501	149,705	154,756	162,286	129,262
<b>Total Revenue</b>	<b>443,760</b>	<b>337,853</b>	<b>322,978</b>	<b>278,857</b>	<b>249,208</b>	<b>223,662</b>	<b>277,712</b>	<b>231,261</b>
Net earnings (loss) for the period	12,036	(2,375)	17,758	10,634	6,354	1,087	14,977	10,290
Earnings (loss) per share - basic	0.11	(0.02)	0.17	0.10	0.06	0.01	0.17	0.12
Earnings (loss) per share - diluted	0.11	(0.02)	0.17	0.10	0.06	0.01	0.16	0.11
Weighted average shares - basic	108,648,873	106,824,753	104,734,964	104,530,375	98,724,604	91,527,556	90,658,046	89,481,219
Weighted average shares - diluted	111,500,617	106,824,753	107,363,836	107,456,318	101,492,349	94,210,135	94,179,644	93,718,121
EBITDA (1)	41,542	14,158	39,705	28,360	24,915	13,789	32,559	24,785

(1) Refer to "Non GAAP measures and operational definitions" and "Additional GAAP measures" for further information

### Quarterly Review Summary

As illustrated above, quarterly performance is affected by seasonal variation; however, with Secure's significant growth and recent acquisitions during 2013 and 2012, variations in quarterly results extend beyond seasonal factors. While Secure has experienced increased demand for its services over the last eight quarters, the most significant impact relates to new facilities, expansions of existing facilities and acquisitions. PRD facility additions and expansions becoming operational in 2011 included the Drayton Valley FST (operational in the fourth quarter of 2011), and the Silverdale FST (acquired in the fourth quarter of 2011). In 2012 the Wild River SWD (second quarter) Fox Creek landfill (fourth quarter) and the Crosby SWD (fourth quarter) in North Dakota were added. In 2012, expansions occurred at Obed, Fox Creek and Dawson FST's. In the first quarter of 2013, both the Fox Creek landfill and the Crosby SWD provided a full quarter of revenue (both opened late December 2012) and the new Edson temporary SWD began accepting water for disposal. The Judy Creek and Rocky FST's became operational in the second quarter of 2013, and the new Kaybob and Stanley SWD's began accepting water for disposal in the third quarter of 2013.

Acquisitions also increased revenue and earnings per share. In the first quarter of 2012, the Corporation acquired New West; a Canadian based drilling fluids company specializing in providing drilling fluid systems and products for heavy oil drilling. New West was integrated into the DS division in the first quarter of 2012. In the third quarter of 2012, DRD was acquired expanding PRD operations into the United States, namely North Dakota, by adding two recently constructed SWD's. IDF, a Colorado based drilling fluids company was acquired adding drilling fluids services into the Niobrara and Cordell shale plays. In the second quarter of 2013, the Corporation completed the acquisition of Frontline thereby

expanding its service capability into pipeline integrity, reclamation, remediation, demolition and decommissioning services. In the third quarter of 2013, the Corporation acquired Target, a Canadian based company that supplies horizontal dual containment fluid storage tank systems used primarily for oil based fluid applications. The addition of Target's market leading dual containment fluid storage tank system strengthens Secure's integrated service offering, supporting and expanding the existing drilling fluids and rental business of the Corporation's DS division.

In addition, the Corporation's oil purchase/resale service revenue has also increased significantly quarter over quarter. By offering this service, Secure's customers gain efficiencies in transportation and handling of their crude oil to the pipeline. The significant increase in the first quarter of 2012 and the fourth quarter of 2011 are a result of Secure becoming a single shipper at Drayton Valley FST and La Glace FST, respectively. Further increases are anticipated in the fourth quarter of 2013 as Judy Creek FST was pipeline connected in the third quarter of 2013. See the "**Business Risks**" section in this MD&A for further discussion on this service.

Finally, each quarter was impacted by the date at which any one of the constructed or acquired FST's, SWD's or landfills commenced operations. For a complete description of Secure's PRD and DS division business assets and operations, please refer to the headings "Secure Energy Services Inc.", "Description of Business" and "Industry Overview" in the Corporation's AIF for the year ended December 31, 2012 which includes a description of the date on which each of Secure's facilities commenced operations. In addition to when the facility commenced operating activities or was acquired, the quarters were also impacted by the length of time required for several oil and natural gas producers to conduct their own individual audits of the facilities to ensure Secure meets all required internal specifications for disposal of oilfield wastes. This process is conducted at all landfills, FST's and SWD's before the producer will begin sending waste. Depending on the producer, this process can take several months.

## LIQUIDITY AND CAPITAL RESOURCES

Liquidity risk is the risk that the Corporation will not be able to meet financial obligations at the point at which they are due. The Corporation manages its liquidity risk through cash and debt management. Management's assessment of the Corporation's liquidity reflects estimates, assumptions and judgments relating to current market conditions. The Corporation has historically funded its operations, dividends and capital program primarily with equity financing, cash flow from operations and its credit facility. The Corporation's objective in capital program management is to ensure adequate sources of capital are available to carry out its capital plan, while maintaining operational growth, payment of dividends and increased cash flow so as to sustain future development of the business.

### Sources of Cash

#### a) Funds from operations

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Cash from operating activities	28,569	1,476	1,836	80,836	51,840	56
<b>Add:</b>						
Non-cash working capital changes	4,500	20,403	(78)	4,836	11,171	(57)
<b>Funds from operations</b>	<b>33,069</b>	<b>21,879</b>	<b>51</b>	<b>85,672</b>	<b>63,011</b>	<b>36</b>

Funds from operations for the three and nine months ended September 30, 2013 were \$33.1 million and \$85.7 million compared to \$21.9 million and \$63.0 million for the 2012 comparative periods. The 51% and 36% increase for the three and nine months ended was a result of new PRD facility additions and expansions, DS division market share and revenue per day growth, increased demand for the Corporation's products and services and through the acquisition of Frontline in the second quarter of 2013 and Target in the third quarter of 2013.

Contributing to the change in non-cash working capital for the three and nine months ended September 30, 2013, is a balance of \$27.6 million as at September 30, 2013, a decrease of \$4.6 million from June 2013 and an increase of \$6.8 million from December 2012, in accounts receivable, outstanding under 30 days, which relates to crude oil contracts settled as part of the trading activities for September 2013. The entire amount due from counterparties relate to crude oil payments, which as part of industry practice, are settled within 30 days of the production month and can therefore create large variances in non-cash working capital from month to month depending on crude oil marketing activities.

### b) Issue of common shares

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Issue of common shares, net of issue costs	2,295	82,525	(97)	6,433	85,254	(92)

For the three and nine months ended September 30, 2013, issuance of common shares was \$2.3 million and \$6.4 million from \$82.5 million and \$85.3 million for the 2012 comparative periods. In the third quarter of 2012, the Corporation closed a bought deal financing for net proceeds of \$81.5 million. The amounts for 2013 relate to the exercise of options in accordance with the Corporation's share-based payment plan (the "Plan"). Options issued under the Plan have a term of five years to expiry and vest over a three year period starting one year from the date of the grant. As at September 30, 2013, Secure had a total of 108,909,620 common shares and 7,665,898 employee stock options outstanding.

### Uses of Cash

#### • Capital Expenditures

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Capital expenditures <sup>(1)</sup>						
Expansion and growth capital expenditures	52,603	42,722	23	130,321	101,440	28
Acquisitions	21,335	6,882	210	26,683	30,788	(13)
Sustaining capital expenditures	1,718	641	168	3,597	1,755	105
Total capital expenditures	75,656	50,245	51	160,601	133,983	20

<sup>(1)</sup> Refer to "Non GAAP measures and operational definitions" and "Additional GAAP measures" for further information

The Corporation's expansion and growth capital expenditures for the three months ended September 30, 2013 increased to \$52.6 million from \$42.7 million in the comparative period in 2012. Capital expenditures for the third quarter of 2013 are allocated as follows;

- \$38.0 million in PRD growth capital relating to Edson, Kindersley and Keene FST's. In addition, Kaybob and Stanley were completed and commissioned during the third quarter of 2013. Finally, Saddle Hills and 13 Mile both were under construction in the third quarter. The landfills are expected to be open during the fourth quarter;
- \$5.6 million in expansion capital relating to preliminary engineering and construction of landfill cells at Fox Creek, South Grande Prairie, Pembina and Willesden Green, all of which were under construction in the quarter. The additional cell capacity will be available by the end of the fourth quarter;
- \$3.4 million for long lead items; and
- \$5.6 million for rental equipment such as centrifuges, hydraulic stands and invert tanks and other miscellaneous capital expenditures.

The Corporation's expansion and growth capital expenditures for the nine months ended September 30, 2013 increased to \$130.3 million from \$101.4 million in the comparative period in 2012. Year to date capital expenditures are allocated as follows;

- \$97.2 million in PRD growth capital:
  - 2012 carry over capital of Rocky and Judy Creek FST's, of which completion and commissioning of the Rocky and Judy Creek FST's occurred during the second quarter of 2013;
  - Growth capital consisting of seven new PRD facilities, with construction commencing or completed in 2013:
    - Three FST's -Edson, Kindersley and Keene of which all three are expected to be opened at the start of the second quarter of 2014;
    - Two SWD's -Kaybob and Stanley were completed and commissioned during the third quarter of 2013;
    - Two landfills -Saddle Hills and 13 Mile both were under construction in the third quarter. The landfills are expected to be open during the fourth quarter;
- \$11.3 million for expansion capital
  - Landfill cells at Fox Creek, South Grande Prairie, Pembina and Willesden Green, all of which were under construction in the quarter. The additional cell capacity will be available by the end of the fourth quarter;
  - Second treaters at Fox Creek and Drayton valley are completed and commissioned and were fully operational at the end of the third quarter;
  - Additional disposal wells at both 13 Mile and Obed where completed and commissioned, both of which will be operational during the fourth quarter;
- \$7.0 million for long lead items; and
- \$14.8 million for rental equipment such as centrifuges, hydraulic stands and invert tanks and other miscellaneous capital expenditures.

For the three and nine months ended September 30, 2013 acquisitions were \$21.3 million and \$26.7 million from \$6.9 million and \$30.8 million for the comparative periods in 2012. Target was acquired July 2, 2013 and Frontline was acquired in the second quarter of 2013. In the prior year the Corporation acquired New West Drilling Fluids Inc. in the first quarter, paid a deposit for the purchase of DRD Saltwater Disposal LLC in the second quarter with the acquisition closing in the third quarter, and acquired Imperial Drilling Fluids Engineering Inc. in the third quarter of 2012.

Sustaining capital or maintenance capital refers to capital expenditures in respect of capital asset additions, replacements or improvements required to maintain ongoing business operations. The determination of what constitutes sustaining capital expenditures versus expansion and growth capital involves judgment by management. During the three and nine months ended September 30, 2013, sustaining capital was \$1.7 million and \$3.6 million compared to \$0.6 million and \$1.8 million for the three and nine months ended September 30, 2012. Sustaining capital is typically minimal in the first two years of operation of a facility because each facility is constructed with new equipment or refurbished equipment. Sustaining capital typically relates to pump and riser replacements or upgrades. As a facility matures, the amount of sustaining capital required will increase.

- **Credit Facility**

(\$000's)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2013	2012	% Change	2013	2012	% Change
Net draws (repayments) on revolving credit facility	66,000	(46,000)	(243)	87,500	(30,000)	(392)
Financing costs	-	(29)	(100)	(28)	(204)	(86)
Total draws (repayments)	66,000	(46,029)	(243)	87,472	(30,204)	(390)

On November 5, 2012, the Corporation entered into an amended and extended \$300.0 million revolving credit facility (the existing "credit facility"). The credit facility consists of a \$290.0 million extendible revolving term credit facility and a \$10.0 million revolving operating facility.

The following covenants apply to the credit facility:

- The Funded Debt to EBITDA Ratio shall not exceed 3:00:1; where EBITDA is adjusted for acquisitions on a pro-forma trailing twelve month basis;
- The ratio of Senior Debt to Senior Debt plus Equity shall not exceed 40%; and
- The Fixed Charge Coverage Ratio shall not be less than 1:00:1.

At September 30, 2013, and December 31, 2012, Secure was in compliance with all covenants.

As security for the credit facility, the Corporation granted lenders a security interest over all of its present and after acquired property. A \$1.0 billion debenture provides a first fixed charge over the Corporation's real properties and a floating charge over all present and after acquired property not subject to the fixed charge.

Subsequent to September 30, 2013, the Corporation entered into an amended and extended \$400 million revolving credit facility (the "new credit facility"). The key changes in the new credit facility are as follows:

- An increase to the amount available from \$300.0 million to \$400.0 million, with an accordion feature providing an additional \$50.0 million;
- Interest rates for the existing credit facility range from 0.75% to 2.25% above the prime rate or Bankers Acceptances ranging from 1.75% to 3.25% above the Bankers Acceptance compared to rates ranging from 0.50% to 1.75% above the prime rate or Bankers Acceptances ranging from 1.50% to 2.75% above the Bankers Acceptance for the amended agreement. The range is determined by the Corporation's prevailing funded debt to EBITDA ratio;
- Standby fees for the existing credit facility range from 40 to 74 basis points to fees of 34 to 69 basis points for the amended agreement. The range is determined by the Corporation's prevailing funded debt to EBITDA ratio; and
- Extension to July 31, 2016, with an option for management to extend annually.

In conjunction with obtaining the new credit facility, the Corporation is expected to incur transaction costs in the amount of \$1.0 million, of which the unamortized amount will be offset against the outstanding principle balance of the debt. Prior unamortized transaction costs of \$0.5 million relating to the previous revolving credit facility will be expensed in the fourth quarter of 2013.

As at September 30, 2013, the Corporation has drawn \$210.5 million on its credit facility compared to \$90.0 million in the same period of 2012.

The amount drawn on the credit facility of \$210.5 million relates to capital expenditures and working capital requirements. Working capital in the DS division, specifically inventory, requires certain minimum levels to be held in order to meet the needs of customers for the active winter drilling season.

(\$000's)	Sept 30, 2013	Dec 31, 2012
Credit facility	300,000	300,000
Amount drawn on credit facility	(211,000)	(123,500)
Letters of credit	(25,845)	(19,552)
<b>Available amount</b>	<b>63,155</b>	<b>156,948</b>

As at September 30, 2013, the Corporation had \$63.2 million available under its credit facility. Under the new credit facility, the Corporation has \$156.9 million available as at November 7, 2013. The Corporation is well positioned, based on the available amount of its new credit facility and expected funds from operations, to execute on the remaining 2013 capital program.

At September 30, 2013, the Corporation had issued approximately \$25.8 million in letters of credit to various environmental regulatory authorities in Alberta and British Columbia, including letters of credit relating to certain crude oil marketing contracts. The Energy Resource and Conservation Board ("ERCB") is implementing the Oilfield Waste Liability ("OWL") program. The OWL program is expected to replace the current fully funded liability management program for oilfield waste facilities with a facility specific asset to liability risk based assessment that is backed by the existing upstream oil and natural gas industry liability management program. The amount of letters of credit issued will fluctuate based on the growth of the Corporation, requirements for crude oil contracts and future refunds under the OWL program, which are undeterminable at this time.

#### **Contractual Obligations**

The Corporation has a total of \$59.1 million in commitments, excluding the above commitment relating to the credit facility. The \$59.1 million includes commitments for finance and operating lease agreements primarily for heavy equipment, vehicles, land leases and office space, and capital commitments relating to purchases for use in the Corporation's current and future capital projects. Overall, the Corporation has sufficient funds from operations and availability through the new credit facility to meet upcoming commitments.

(\$000's)	Payments due by period			
	Total	1 year or less	1-5 years	5 years and thereafter
Total Commitments	59,070	35,922	21,595	1,553

The Corporation's asset retirement obligations were estimated by a third party or management based on the Corporation's estimated costs to remediate, reclaim and abandon the Corporation's facilities and estimated timing of the costs to be incurred in future periods. The Corporation has estimated the net present value of its asset retirement obligations at September 30, 2013 to be \$31.3 million (December 31, 2012 - \$24.3 million) based on a total future liability of \$43.4 million as at September 30, 2013 (December 31, 2012 - \$32.3 million). These costs are expected to be incurred over the next 25 years. The Corporation used its risk-free interest rates of 0.94% to 4.07% and an inflation rate of 3.00% to calculate the net present value of its asset retirement obligations.

In the normal course of operations, the Corporation is committed to volumes of commodities for use in the Corporation's crude oil marketing activities.



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## **BUSINESS RISKS**

The following information describes certain significant risks and uncertainties inherent in the Corporation's business. This section does not describe all risks applicable to the Corporation, its industry or its business, and it is intended only as a summary of certain material risks. If any of such risks or uncertainties actually occurs, the Corporation's business, financial condition or operating results could be harmed substantially and could differ materially from the plans and other forward-looking statements discussed in this MD&A.

### ***Oil and Natural Gas prices***

The demand, pricing and terms for oilfield waste disposal services in the Corporation's existing or future service areas largely depend upon the level of exploration, development and production activity for both crude oil and natural gas in the WCSB, and the United States. Oil and natural gas industry conditions are influenced by numerous factors over which the Corporation has no control, including oil and natural gas prices, expectations about future oil and natural gas prices, levels of consumer demand, the cost of exploring for, producing and delivering oil and natural gas, the expected rates of declining current production, the discovery rates of new oil and natural gas reserves, available pipeline and other oil and natural gas transportation capacity, weather conditions, political, regulatory and economic conditions, and the ability of oil and natural gas companies to raise equity capital or debt financing.

The level of activity in the oil and natural gas industry is volatile. No assurance can be given that natural gas exploration and production activities will continue at their current levels. Any prolonged substantial reduction in oil and natural gas prices would likely affect oil and natural gas production levels and therefore affect the demand for drilling and well services by oil and natural gas companies. Any addition to, or elimination or curtailment of, government incentives for companies involved in the exploration for and production of oil and natural gas could have a significant effect on the oilfield services industry in the WCSB, the United States and India. A material decline in crude oil or natural gas prices or industry activity could have a material adverse effect on the Corporation's business, financial condition, results of operations and cash flows.

### ***Governmental regulation***

In addition to environmental regulations, the Corporation's operations are subject to a variety of other federal, provincial and local laws, regulations and guidelines, including laws and regulations relating to health and safety, the conduct of operations, and the manufacture, management, transportation, storage, and disposal of certain materials used in the Corporation's operations. The Corporation believes that it is in compliance with such laws, regulations and guidelines. The Corporation has invested financial and managerial resources to comply with applicable laws, regulations and guidelines and will continue to do so in the future. Although regulatory expenditures have not, historically, been material to the Corporation, such laws, regulations and guidelines are subject to change. Accordingly, it is impossible for the Corporation to predict the cost or effect of such laws, regulations or guidelines on the Corporation's future operations. In addition, the Corporation's securities are being sold in Canada and are listed on the TSX, and the Corporation is accordingly subject to regulation by Canadian securities regulators and Canadian federal and provincial laws and regulations. The Corporation believes that it is in compliance with such laws and regulations.

### ***Merger and acquisition activity***

The Corporation may undertake future acquisitions of businesses and assets in the ordinary course of business. Achieving the benefits of acquisitions depends in part on having the acquired assets perform as expected, successfully consolidating functions, retaining key employees and customer relationships, and integrating operations and procedures in a timely and efficient manner. Such integration may require substantial management effort, time and resources and may divert management's focus from other strategic opportunities and operational matters, and ultimately the Corporation may fail to realize the anticipated benefits of such acquisitions. Merger and acquisition activity in the oil and natural gas exploration and production sector may impact demand for the Corporation's services as customers focus on reorganizing their business prior to committing funds to exploration and development projects. Further, the acquiring company may have preferred supplier relationships with oilfield service providers other than the Corporation.

In addition, the Corporation may discover that it has acquired substantial undisclosed liabilities in connection with an acquisition. The existence of undisclosed liabilities or the Corporation's inability to retain existing customers or employees of the acquired entity could have a material adverse impact on the Corporation's business, financial condition, results of operations and cash flows.

### ***Performance of obligations***

The Corporation's success depends in large part on whether it fulfills its obligations with clients and maintains client satisfaction. If the Corporation fails to satisfactorily perform its obligations, or makes professional errors in the services that it provides, its clients could terminate contracts, including master service agreements, exposing the Corporation to loss of its professional reputation and risk of loss or reduced profits or, in some cases, the loss of a project.

### ***Competitive conditions***

The Corporation competes with a number of companies, some of which have greater technical and financial resources. The western Canadian market for the PRD division is dominated by two large market participants, Tervita Corporation with approximately 55 facilities, and Newalta Corporation with 35 facilities. There can be no assurance that competitors will not substantially increase the resources devoted to the development and marketing of services that compete with those of the Corporation, or that new or existing competitors will not enter the various markets in which the Corporation is active. In addition, reduced levels of activity in the oil and natural gas industry could intensify competition and the pressure on competitive pricing and may result in lower revenues or margins to the Corporation in both divisions. The Corporation's customers may elect not to purchase its services if they view the Corporation's financial viability as unacceptable, which would cause the Corporation to lose customers.

### ***Provincial royalty rate changes***

The provincial governments of Alberta, British Columbia, Manitoba, Quebec and Saskatchewan collect royalties on the production from Crown lands. These fiscal royalty regimes are reviewed and adjusted from time to time by the respective governments for appropriateness and competitiveness. As an example, during 2009 and 2010, changes were announced to the royalty regimes and/or drilling incentive programs in Alberta and British Columbia. These changes, as well as the potential for future changes in these and other jurisdictions, add uncertainty to the outlook of the oilfield services sector.

### ***Regulation and taxation of energy industry***

Material changes to the regulation and taxation of the energy industry in the jurisdictions in which the Corporation operates may reasonably be expected to have an impact on the energy services industry. Generally, a significant increase in the regulation or taxation of the energy industry or material uncertainty regarding such issues may be expected to result in a decrease in industry drilling and production activity in the applicable jurisdiction.

### ***Environmental Activism***

Environmental activism and opposition to Secure's operations may adversely affect the business of the Corporation by decreasing revenues and increasing remedial costs. The Corporation's operations, equipment and infrastructure could be vulnerable to unforeseen problems relating to environmental activism including, but not limited to, vandalism and theft which could interrupt the Corporation's operations for an extended period of time, result in significant delays to the Corporation's plans and result in increased costs to the Corporation. As a result of such interruption, the Corporation's business, financial condition and results of operations could be materially adversely affected. The Corporation's operations are dependent upon its ability to protect its operating equipment against damage from fire, vandalism, theft or a similar catastrophic event. Theft, vandalism and other disruptions could jeopardize the Corporation's operations and infrastructure and could result in significant set-backs, potential liabilities and deter future customers. While the Corporation has systems, policies, practices and procedures designed to prevent or limit the effect of the failure or interruptions of its infrastructure there can be no assurance that these measures will be sufficient and that such failures or interruptions will not occur or, if they do occur, that they will be adequately addressed in a timely manner.

### ***Terrorist activities***

Terrorist activities, anti-terrorist efforts and other armed conflicts involving the United States, Canada, or other countries may adversely affect the United States, Canada, and global economies and could prevent the Corporation from meeting its financial and other obligations. If any of these events occur, the resulting political instability and societal disruption could reduce overall demand for oil and natural gas, potentially putting downward pressure on demand for the Corporation's services and causing a reduction in its revenues. Oil and natural gas-related facilities could be direct targets of terrorist attacks, and the Corporation's operations could be adversely affected if infrastructure integral to its customers' operations is destroyed or damaged. Costs for insurance and other security may increase as a result of these threats, and some insurance coverage may become more difficult to obtain, if available at all.

### ***Landfill closure costs***

Operating and maintaining a landfill is capital intensive and generally requires letters of credit to secure performance and financial obligations. In addition, the Corporation has material financial obligations to pay closure and post-closure costs in respect of its landfills. The Corporation has estimated these costs and made provisions for them, but these costs could exceed the Corporation's current provisions as a result of, among other things, any federal, provincial or local government regulatory action including, but not limited to, unanticipated closure and post-closure obligations. The requirement to pay increased closure and post-closure costs could substantially increase the Corporation's letters of credit which could increase the Corporation's future operating costs and cause its profit to decline.

### ***Key personnel***

The Corporation's success depends to a significant extent on a number of its officers and key employees. The Corporation does not carry "key man" insurance that would compensate it for the loss of officers or key employees. The loss of the services of one or more of these officers or employees could have an adverse effect on the Corporation.

### ***Development of new technology and equipment***

The technology used in the PRD division for waste treatment, recovery and disposal business is not protected by intellectual property rights. As such, there are no significant technological barriers to entry within the industry. The technology used in the DS division for drilling fluids systems and drilling fluid in some instances are protected by intellectual property rights, however new technological advances could occur within the drilling fluids system and drilling fluids industry at any time.

### ***Availability of qualified employees***

The Corporation's ability to provide reliable service is dependent upon attracting and retaining skilled workers. The Corporation attempts to overcome this by offering an attractive compensation package and training to enhance skills and career prospects. Shortages of experienced and skilled workers could have a material adverse effect on the Corporation by increasing labour costs, constraining growth or the level of activity as a result of the inability to expand human resources of the Corporation or through the loss of existing employees to competitive businesses. Additionally, a shortage of skilled oilfield workers may constrain overall activity and growth in the oil and natural gas industry, which could have a material adverse effect on the financial results and cash flows and overall financial condition of the Corporation.

### ***Global financial conditions***

Global financial conditions include the commodity and equity markets that have recently been volatile as investors react to the sovereign-debt crisis in Europe. Investors fear global economies are heading into another recession and central banks and the government will be required to increase debt loads in an effort to avoid it. As a result of these global conditions, the Corporation is subject to increased counterparty risk and liquidity risk. The Corporation is exposed to various counterparty risks including, but not limited to: (i) financial institutions that hold the cash of the Corporation or provide available funding on the Revolving Facility; and (ii) the insurance providers of the Corporation. As a result, the cash of the Corporation may become exposed to credit related losses in the event of non-performance by counterparties to these financial instruments. In the event that a counterparty fails to complete its obligations, the Corporation would bear the risk of loss of the amount expected to be received under these financial instruments in the event of the default or bankruptcy of a counterparty.

The Corporation is also exposed to liquidity risk in the event its cash positions decline or become inaccessible for any reason, or additional financing is required to advance its projects or growth strategy and appropriate financing is unavailable, or demand for oil and gas falls. Any of these factors may impact the ability of the Corporation to obtain further equity based funding, loans and other credit facilities in the future and, if obtained, on terms favourable to the Corporation. If these increased levels of volatility and market turmoil were to continue, the Corporation's results of operations and planned growth could be adversely impacted.

### ***Market conditions***

Fixed costs, including costs associated with leases, labour costs and depreciation, account for a significant portion of the Corporation's expenses. As a result, reduced productivity resulting from reduced demand, equipment failure, weather, or other factors could significantly affect the business, financial condition, results of operations and cash flows.

### ***Financing future growth or expansion***

The Corporation's business strategy is based in part upon the continued expansion of the Corporation's network of facilities. In order to continue to implement its business strategy, the Corporation will be required to further its capital investment. The Corporation may finance these capital expenditures through vendor financings, ongoing cash flow from operations, borrowings under its revolving credit facility and by raising capital through the sale of additional debt or equity securities. The Corporation's ability to obtain financing or to access the capital markets for future offerings may be limited by the restrictive covenants in the Corporation's current and future debt agreements, by the Corporation's future financial condition, and by adverse market conditions resulting from, among other things, general economic conditions and contingencies and uncertainties beyond the Corporation's control.

### ***Legal proceedings***

The Corporation is named as a defendant in the Tervita Action. While management of Secure does not believe that this action will have a material effect on the business or financial condition of the Corporation, no assurance can be given as to the final outcome of this or any other legal proceedings or that the ultimate resolution of this or any other legal proceedings will not have a material adverse effect on the Corporation.

In the event that the plaintiff is successful in asserting its claim against the Corporation, the Corporation has insurance and potential damages claimed in the Corporation's countersuit which may mitigate the impact upon the financial condition of the Corporation; however, the Corporation's insurance is limited to \$5 million (which will be reduced by the amount of expenses of the lawsuit claimed by Secure against the insurance) and there can be no assurance that Secure's insurer will not determine that one or more of the claims specified in the Tervita Action are not covered by Secure's insurance policy and deny coverage. In the event that the Tervita Action was to be determined in a manner adverse to the Corporation, it could have a material adverse effect on the Corporation's business, financial condition and results of operations.

### ***Raising additional capital***

The Corporation may issue additional Common Shares in the future, which may dilute a shareholder's holdings in the Corporation. The Corporation's articles permit the issuance of an unlimited number of Common Shares and an unlimited number of preferred shares, and shareholders will have no pre-emptive rights in connection with any further issuances. The directors of the Corporation have the discretion to determine the provisions attaching to any preference shares and the price and the terms of issue of further issuances of Common Shares.

### ***Access to capital***

The Corporation may find it necessary in the future to obtain additional debt or equity to support ongoing operations, to undertake capital expenditures, or to undertake acquisitions or other business combination transactions. There can be no assurance that additional financing will be available to the Corporation when needed or on terms acceptable to the Corporation. The Corporation's inability to raise financing to support ongoing operations or to fund capital expenditures or acquisitions could limit the Corporation's growth and may have a material adverse effect on the Corporation. The credit agreement governing the credit facility imposes operating and financial restrictions on the Corporation that may prevent the Corporation from pursuing certain business opportunities and restrict its ability to operate its business.

The credit agreement governing the revolving credit facility contains covenants that restrict the Corporation's ability to take various actions. In addition, the credit agreement governing the revolving credit facility requires the Corporation to comply with specified financial ratios. The Corporation's ability to comply with these covenants will likely be affected by events beyond its control, and the Corporation cannot assure that it will satisfy those requirements. The restrictions contained in the credit agreement could also limit the Corporation's ability to plan for or react to market conditions, meet capital needs or otherwise restrict the Corporation's activities or business plans and adversely affect its ability to finance its operations, enter into acquisitions or to engage in other business activities that would be in the Corporation's interest.

### ***Volatility of market price of Common Shares***

The market price of the Common Shares may be volatile. The volatility may affect the ability of holders to sell the Common Shares at an advantageous price. Market price fluctuations in the Common Shares may be due to the Corporation's operating results failing to meet the expectations of securities analysts or investors in any quarter, downward revision in securities analysts' estimates, governmental regulatory action, adverse change in general market conditions or economic trends, acquisitions, dispositions or other material public announcements by the Corporation or its competitors, along with a variety of additional factors, including, without limitation, those set forth under "*Forward-Looking Statements*" herein. In addition, the market price for securities in the stock markets, including the TSX, may experience significant price and trading fluctuations. These fluctuations may result in volatility in the market prices of securities that often has been unrelated or disproportionate to changes in operating performance. These broad market fluctuations may adversely affect the market prices of the Common Shares.

### ***Proprietary technology***

The Corporation relies on various intellectual property rights to maintain proprietary control over its patents and trademarks.

The success and ability of the Corporation to compete depends in part on the proprietary technology of the Corporation, and the ability of the Corporation to prevent others from copying such proprietary technologies. The Corporation currently relies on industry confidentiality practices, in some cases by a letter agreement, brand recognition by oil and natural gas exploration and production entities and in some cases patents (or patents pending) to protect its proprietary technology.

There can be no assurance that the Corporation's patent applications will be valid, or that patents will issue from the patent applications that the Corporation has filed or will file. Accordingly, there can be no assurance that the patent application will be valid or will afford the Corporation with protection against competitors with similar technology.

The products developed by the Corporation may also incorporate technology that will not be protected by any patent and are capable of being duplicated or improved upon by competitors. Accordingly, the Corporation may be vulnerable to competitors who develop competing technology, whether independently or as a result of acquiring access to the proprietary information of the Corporation and trade secrets. In addition, effective patent protection may be unavailable or limited in certain foreign countries and may be unenforceable under the laws of certain jurisdictions. Policing unauthorized use of the Corporation's enhancements could prove to be difficult, and there can be no assurance that the steps taken by the Corporation will prevent misappropriation of its enhancements. In addition, litigation may be necessary in the future to enforce the intellectual property rights of the Corporation to protect their patents, to determine the validity and scope of the proprietary rights of others, or to defend against claims of infringement or invalidity. Such litigation could result in substantial costs and diversion of resources and could have a material adverse effect on the Corporation's business, results of operations or financial condition.

Despite the efforts of the Corporation, the intellectual property rights of the Corporation may be invalidated, circumvented, challenged, infringed or required to be licensed to others. It cannot be assured that any steps the Corporation may take to protect its intellectual property rights and other rights to such proprietary technologies that are central to the Corporation's operations will prevent misappropriation or infringement.

#### ***Economic dependence***

The top ten customers of the Corporation accounted for approximately 31% of revenue for the first six months of 2013, of which no single customer accounting for more than approximately 10%. The Corporation does not generally enter into long term contracts with its customers and there can be no assurance that the current customers will continue their relationships with the Corporation. The loss of one or more major customers, any significant decrease in services provided to a customer, or prices paid or any other changes to the terms of service with customers, could have a material adverse affect on the financial results, cash flows, and the overall financial condition of the Corporation. In addition, treatment and waste disposal services are largely dependent on the willingness of customers to outsource their waste management activities. As such, the demand for Secure's services could be curtailed by a trend towards internal waste management. A concentrated portion of Secure's PRD division current and future revenue is generated from pipeline connected FST facilities. As significant revenue is generated from each pipeline connect FST facility, any single event that interrupts one of these operations could result in the loss of revenues.

#### ***Commodity price risk – non-trading***

Crude oil prices are primarily based on West Texas Intermediate ("WTI"), plus or minus a differential to WTI based on the crude type and market conditions (the "commodity price"). The value of the Corporation's crude oil inventory is impacted by the commodity price of crude oil. Crude oil prices have historically fluctuated widely and are affected by numerous factors outside of the Corporation's control. As part of normal operating activities, the Corporation is required to hold a certain amount of inventory in any given month. The Corporation is therefore exposed to commodity price fluctuations. The Corporation has elected not to actively manage commodity price risk associated with crude oil inventory at this time as the exposure to these fluctuations is not considered significant, however as the Corporation's exposure to this fluctuation increases, the Corporation may choose to mitigate this risk.

### ***Crude oil marketing and Commodity price risk – trading***

The Corporation is exposed to operating and commodity price risk at its FST's that purchase and sell crude oil. Operating risk relates to factors that include but are not limited to pipeline apportionment, pipeline specifications regarding the quality of crude that is shipped down the pipeline, pipeline breaks at the Corporation's facility, and crude oil volumes actually received versus forecast. In addition, the Corporation's ability to generate crude oil marketing profits is also based on the type of crude oil type entering the facility and the associated commodity price of that crude oil. Any change to differentials can have a positive or negative impact to the Corporation's ability to generate crude oil marketing profits in the future. In order to maximize on crude oil marketing opportunities, the Corporation enters into crude oil contracts. The physical trading activities related to crude oil marketing contracts exposes the Corporation to the risk of profit or loss depending on a variety of factors including: changes in the commodity price; foreign exchange rates; changes in value of different qualities of a commodity; changes in the relationships between commodity prices and the contracts; physical loss of product through operational activities; and counterparty performance as a result of disagreements over terms of deals and/or contracts. These risks are mitigated by the fact that the Corporation only trades physical volumes and the Corporation does not currently participate in the long term storage of the commodities. The oil and gas producer forecasts or nominates crude oil volumes expected to be delivered to the Corporation's facilities in advance of the production month as part of normal oil and gas operations. As part of the Corporation's processing, and facility operations, Secure will use net buy and net sell crude oil contracts for marketing and trading of crude oil. The volume purchased or sold relates to physical volumes only. Through this process, the Corporation may hold open positions. The Corporation defines an "open position" as the difference between physical deliveries of all net buy crude oil contracts offset against physical delivery of all net sell crude oil contracts. The open position is subject to commodity price risk. The Corporation may choose to do this based on energy commodity pricing relationships, time periods or qualities.

### ***Foreign currency risk***

A significant portion of the Corporation's activities relate to the purchase and sale of crude oil or drilling fluids products which are transacted in or referenced to US dollars. The risk is mitigated as the majority of the activities occur in the same period; therefore foreign currency risk exposure is limited to crude oil or drilling fluids products held in inventory. The Corporation does not maintain an active hedge program to mitigate this risk as the exposure is limited at this time. The Corporation is exposed to foreign currency fluctuations as revenues, expenses and working capital derived from its foreign operations are denominated in U.S. dollars. In addition, the Corporation's US subsidiary is subject to translation gains and losses on consolidation. Realized foreign exchange gains and losses are included in net earnings while foreign exchange gains and losses arising on the translation of the assets, liabilities, revenues and expenses of the Corporation's foreign operations are included in the foreign currency translation reserve.

Some of the Corporation's current operations and related assets are located in the United States. Risks of foreign operations include, but are not necessarily limited to, changes of laws affecting foreign ownership, government participation, taxation, royalties, duties, rates of exchange, inflation, repatriation of earnings, social unrest or civil war, acts of terrorism, extortion or armed conflict and uncertain political and economic conditions resulting in unfavourable government actions such as unfavourable legislation or regulation. While the impact of these factors cannot be accurately predicted, if any of the risks materialize, they could have a material adverse effect on the Corporation's business, financial condition, results of operations and cash flows.

### ***Equipment risks***

The Corporation's ability to meet customer demands in respect of performance and cost will depend upon continuous improvements in the Corporation's operating equipment. There can be no assurance that the Corporation will be successful in its efforts in this regard or that it will have the resources available to meet this continuing demand. The Corporation's failure to do so could have a material adverse effect on it. No assurances can be given that competitors will not achieve technological advantages over the Corporation.

### ***Credit risk***

Credit risk affects both non-trading and trading activities. The Corporation provides credit to its customers in the normal course of operations and assumes credit risk with counterparties through its trading activities. In addition, the Corporation is at risk for potential losses if counterparties in its trading activities do not fulfill their contractual obligations. A substantial portion of the Corporation's accounts receivable are with customers or counterparties involved in the oil and natural gas industry, whose revenues may be affected by fluctuations in oil and natural gas prices, economic conditions, environmental regulations, government policy, royalty rates and geopolitical factors. Collection of these receivables could be influenced by economic factors affecting this industry. The carrying value of trade accounts receivable reflects management's assessment of the associated risks. In order to mitigate collection risk, the Corporation assesses the credit worthiness of customers or counterparties by assessing the financial strength of the customers or counterparties through a formal credit process and by routinely monitoring credit risk exposures. In addition, the Corporation uses standard agreements that allow for the netting of exposures associated with a single counterparty. Where the Corporation has a legally enforceable right to offset, the amounts are recorded on a net basis.

### ***Leverage and restrictive covenants***

The degree to which the Corporation is financially leveraged could have important consequences to the shareholders of the Corporation, including: (i) a portion of the Corporation's cash flow from operations will be dedicated to the payment of the principal of and interest on its indebtedness; and (ii) certain of the Corporation's borrowings have variable rates of interest, which float with the lender's prime rate, and as such, as these banking facilities are drawn, the Corporation will be exposed to higher interest costs if the prime rate should increase. The Corporation's ability to make scheduled payments of principal and interest on, or to refinance, its indebtedness will depend on its future operating performance and cash flow, which are subject to prevailing economic conditions, prevailing interest rate levels, and financial, competitive, business and other factors, many of which are beyond its control. The Corporation's lenders have been provided with security over all of the assets of the Corporation. A failure to comply with the obligations in the agreements in respect of the revolving credit facility could result in an event of default which, if not cured or waived, could permit acceleration of the relevant indebtedness.

### ***Environmental protection & health and safety***

The oil and natural gas industry is regulated by a number of federal and provincial legislation in Canada, federal and state laws and regulations in the United States and other applicable laws in the jurisdictions in which the Corporation operates. These regulations set forth numerous prohibitions and requirements with respect to planning and approval processes related to land use, sustainable resource management, waste management, responsibility for the release of presumed hazardous materials, protection of wildlife and the environment, and the health and safety of workers. Legislation provides for restrictions and prohibitions on the transport of dangerous goods and the release or emission of various substances, including substances used and produced in association with certain oil and natural gas industry operations. The legislation addresses various permits required for drilling, access road construction, camp construction, well completion, installation of surface equipment, air monitoring, surface and ground water monitoring in connection with these activities, waste management and access to remote or environmentally sensitive areas. Legislation regulating the oil and natural gas industry may be changed to impose higher standards and potentially more costly obligations on the oil and gas customers of the Corporation. The Corporation's oil and gas customers will also be required to comply with any regulatory schemes for greenhouse gas emissions adopted by any applicable jurisdiction. The direct or indirect cost of these regulations may have a material adverse effect on the oil and gas customers of the Corporation and consequently on the Corporation's business, financial condition, results of operations and cash flows. Given the evolving nature of the debate related to climate change and control of greenhouse gases and resulting requirements, management is unable to predict the impact of greenhouse gas emissions legislation and regulation on the Corporation and it is possible that it could have a material adverse affect on the Corporation's business, financial condition, results of operations and cash flows.



The Corporation is subject to a complex and increasingly stringent array of legal requirements and potential liabilities, including with respect to the ownership and management of property, the need to obtain and comply with permits and approvals, the health and safety of employees, and the handling, use, storage, disposal, intentional or accidental release of hazardous products or oilfield waste material. Failure to comply with these requirements could expose the Corporation to substantial penalties. There can be no assurance that the Corporation will not be required, at some future date, to incur significant costs to comply with environmental laws, or that its operations, business, assets or cash flow will not be materially adversely affected by existing conditions or by the requirements or potential liability under current or future environmental laws.

The Corporation may incur substantial costs, including fines, damages, criminal or civil sanctions, and remediation costs, or experience interruptions in the Corporation's operations for violations or liabilities arising under these laws and regulations. The Corporation may have the benefit of insurance maintained by the Corporation, its customers or others. However, the Corporation may become liable for damages against which it cannot adequately insure or against which it may elect not to insure because of high costs or other reasons, such as fires, blowouts, freeze-ups, equipment failures, pipeline breaks, unplanned and extended pipeline shutdowns, leakage of landfill cell liners, and other similar events affecting the Corporation or other parties whose operations or assets directly or indirectly affect the Corporation;

The occurrence of any of the matters above, including new legislation or more rigorous enforcement of existing legislation may result in significant liability to the Corporation, which could have a material adverse affect on the financial results, cash flows and overall financial condition of the Corporation.

In addition, the Corporation's customers may elect not to purchase its services if they view its safety record as unacceptable, which could cause the Corporation to lose customers and substantial revenues. These risks may be greater for the Corporation because it may acquire companies that have not allocated significant resources and management focus to safety or have a poor safety record.

#### ***Operating risks and insurance***

The Corporation's operations are subject to risks inherent in the oilfield services industry, such as equipment defects, malfunctions, failures, accidents, spills, and natural disasters. These risks and hazards could expose the Corporation to substantial liability for personal injury, loss of life, business interruption, property damage or destruction, pollution, and other environmental damages.

Although the Corporation has obtained insurance against certain of these risks, such insurance is subject to coverage limits and exclusions and may not be available for the risks and hazards to which the Corporation is exposed. In addition, no assurance can be given that such insurance will be adequate to cover the Corporation's liabilities or will be generally available in the future or, if available, that premiums will be commercially justifiable. If the Corporation incurs substantial liability and such damages are not covered by insurance or are in excess of policy limits, or if the Corporation incurs such liability at a time when it is not able to obtain liability insurance, the Corporation's business, results of operations and financial condition could be materially adversely affected.

#### ***Risk of third party claims for infringement***

A third party may claim that the Corporation has infringed such third party's intellectual property rights or may challenge the right of the Corporation in their intellectual property. In such event, the Corporation will undertake a review to determine what, if any, actions the Corporation should take with respect to such claim. Any claim, whether or not with merit, could be time consuming to evaluate, result in costly litigation, cause delays in the operations of the Corporation or require the Corporation to enter into licensing agreements that may require the payment of a license fee or royalties to the owner of the intellectual property. Such royalty or licensing agreements, if required, may not be available on terms acceptable to the Corporation.

#### ***Conflict of interest***

Certain of the directors and officers of the Corporation are also directors and officers of oil and natural gas exploration and/or production entities and oil and natural gas service companies, and conflicts of interest may arise between their duties as officers and directors of the Corporation and as officers and directors of such other companies.

### ***Sources, Pricing and Availability of Products and Third Party Services***

The Corporation sources their products from a variety of suppliers, many of whom are located in Canada and the United States. Should any suppliers of the Corporation be unable to provide the necessary products or services or otherwise fail to deliver products or services in the quantities required or at acceptable prices, any resulting delays in the provision of services or in the time required to find new suppliers could have a material adverse effect on the business, financial condition, results of operations and cash flows of the Corporation. In addition, the ability of the Corporation to compete and grow will be dependent on the Corporation having access, at a reasonable cost and in a timely manner, to equipment, parts and components. Failure of suppliers to deliver such equipment, parts and components at a reasonable cost and in a timely manner would be detrimental to the ability of the Corporation to maintain and expand its client list. No assurance can be given that the Corporation will be successful in maintaining the required supply of equipment, parts and components. It is also possible that the final costs of the equipment contemplated by the capital expenditure program of the Corporation may be greater than anticipated by management, and may be greater than the amount of funds available to the Corporation, in which circumstance the Corporation may curtail or extend the timeframes for completing its capital expenditure plans.

The ability of the Corporation to provide services to its customers is also dependent upon the availability at reasonable prices of raw materials which the Corporation purchases from various suppliers, many of whom are located in Canada or the United States. Alternate suppliers do exist for all raw materials. In periods of high industry activity, periodic industry shortages of certain materials have been experienced and costs are sometimes affected. In contrast, periods of low industry activity levels may cause financial distress on a supplier, thus limiting their ability to continue to operate and provide the Corporation with necessary services and supplies. Management maintains relationships with a number of suppliers in an attempt to mitigate this risk. However, if the current suppliers are unable to provide the necessary raw materials, or otherwise fail to deliver products in the quantities required, any resulting delays in the provision of services to the clients of the Corporation could have a material adverse effect on the Corporation's results of operation and cash flows.

### ***Oil and Natural Gas market***

Fuel conservation measures, alternative fuel requirements, increasing consumer demand for alternatives to oil and natural gas, and technological advances in fuel economy and energy generation devices could reduce the demand for oil and other liquid hydrocarbons. The Corporation cannot predict the effect of changing demand for oil and natural gas products, and any major changes may materially and adversely affect the Corporation's business, financial condition, results of operations and cash flows.

### ***Potential replacement or reduced use of products and services***

Certain of the Corporation's equipment or systems may become obsolete or experience a decrease in demand through the introduction of competing products that are lower in cost; exhibit enhanced performance characteristics or are determined by the market to be more preferable for environmental or other reasons. The Corporation will need to keep current with the changing market for drilling fluids and solids control equipment and technological and regulatory changes. If the Corporation fails to do so, this could have a material adverse affect on its business, financial condition, results of operations and cash flows.

### ***Contract bidding success and renewal of existing contracts***

The Corporation's business depends on the ability to successfully bid on new contracts and renew existing contracts with private and public sector clients. Contract proposals and negotiations are complex and could involve a highly lengthy bidding and selection process, which are affected by the number of factors, such as market conditions, financing arrangements and required government approvals. If negative market conditions arise, or if there is a failure to secure adequate financial arrangements or the required governmental approval, the Corporation may not be able to pursue particular projects which could adversely reduce or eliminate profitability.

### ***Failure to timely complete, miss a required performance standard or otherwise fail to adequately perform on a project***

Client commitments are made to complete a project by a scheduled time. If the project is not completed by the scheduled date, the Corporation may either incur significant additional costs or be held responsible for the costs incurred by the client to rectify damages due to late completion. In addition, performance of projects can be affected by a number of factors beyond the Corporation's control, including unavoidable delays from governmental inaction, public opposition, inability to obtain financing, weather conditions, unavailability of vendor materials, changes in project scope of services requested by clients, industrial accidents, environmental hazards, labour disruptions and other factors. To the extent these events occur, the total cost of the project could exceed estimates and the Corporation could experience reduced profits or, in some cases, incur a loss on a project, which may reduce or eliminate overall profitability.

### ***Interest rates***

The Corporation's banking facilities have interest rates which float with the lender's prime rate ranging from 0.75% to 2.25% above the prime rate or Bankers' Acceptance rate ranging from 1.75% to 3.25% above the Bankers' Acceptance rate depending on the Corporation's prevailing funded debt to EBITDA ratio and as such, as these banking facilities are drawn, the Corporation will be exposed to higher interest costs if the Canadian prime rate and Bankers' Acceptance rate should increase.

### ***Disclosure controls & procedures***

Management has designed disclosure controls and procedures to provide reasonable assurance that material information relating to the Corporation, is made known to the Chief Executive Officer and Chief Financial Officer by others within the Corporation, particularly during the period in which the annual and interim filings of the Corporation are being prepared, in an accurate and timely manner in order for the Corporation to comply with its disclosure and financial reporting obligations and in order to safeguard the Corporation's assets. Consistent with the concept of reasonable assurance, the Corporation recognizes that the relative cost of maintaining these controls and procedures should not exceed their expected benefits. As such, the Corporation's disclosure controls and procedures can only provide reasonable assurance, and not absolute assurance, that the objectives of such controls and procedures are met.

### ***Internal controls over financial reporting***

The Chief Executive Officer and Chief Financial Officer of the Corporation are responsible for establishing and maintaining adequate internal control over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes. While management of the Corporation has put in place certain plans and procedures to mitigate the risk of a material misstatement in the Corporation's financial reporting, a system of internal controls can provide only reasonable, not absolute, assurance that the objectives of the control system are met, no matter how well conceived or operated.

### ***Expansion of the Corporation's business into new jurisdictions***

The Corporation has recently expanded its business into North Dakota and intends to continue to expand its business into new operating jurisdictions. The expansion of the business will depend upon the ability of management to successfully implement the strategy of Secure. There is no guarantee that this expansion of the business will be successful. Secure will need to comply with the laws of these new jurisdictions, which may be significantly different than those the Corporation is accustomed to, and there can be no assurance that it will be able to obtain necessary approvals to facilitate the expansion of its business into these new jurisdictions. Any failure to comply with applicable laws could result in the imposition of significant restrictions on the ability of Secure to do business in these jurisdictions, and could also result in fines and other sanctions, any or all of which could adversely affect its results of operations or financial condition. In addition, any changes in laws and regulation in these new jurisdictions could materially adversely affect the business, results of operations and financial condition of the Corporation.

### ***Forward Looking Statements may prove inaccurate***

Investors are cautioned not to place undue reliance on forward-looking statements. By their nature, forward-looking statements involve numerous assumptions, known and unknown risks and uncertainties, of both a general and specific nature, that could cause actual results to differ materially from those suggested by the forward-looking statements or contribute to the possibility that predictions, forecasts or projections will prove to be materially inaccurate. Additional information on the risks, assumptions and uncertainties are found in this AIF under the heading "Forward Looking Statements".

The decision to pay dividends and the amount of such dividends is subject to the discretion of the Corporation's Board of Directors based on numerous factors and may vary from time to time. The amount of cash available to the Corporation to pay dividends, if any, can vary significantly from period to period for a number of reasons, including, among other things: the Corporation's operational and financial performance; the amount of cash required or retained for debt service or repayment; amounts required to fund capital expenditures and working capital requirements; access to equity markets; foreign currency exchange rates and interest rates; and the risk factors set forth in this MD&A.

The decision whether or not to pay dividends and the amount of any such dividends are subject to the discretion of the Corporation's Board of Directors, which regularly evaluates the Corporation's proposed dividend payments. In addition, the level of dividends per common share will be affected by the number of outstanding common shares and other securities that may be entitled to receive cash dividends or other payments. Dividends may be increased, reduced or suspended depending on the Corporation's operational success and the performance of its assets.

### ***Seasonal nature of the industry***

In Canada, the level of activity in the oilfield services industry is influenced by seasonal weather patterns. As warm weather returns in the spring, the winter's frost comes out of the ground (commonly referred to as "spring break-up"), rendering many secondary roads incapable of legally supporting heavy loads and, as a result, road bans are implemented prohibiting such loads from being transported in certain areas. As a result, the movement of the heavy equipment required for drilling and well servicing activities is restricted and the level of activity of the Corporation's customers is consequently reduced. In addition, the transportation of heavy waste loads is restricted resulting in smaller loads and a general reduction in the volume of waste delivered to Secure's facilities. Accordingly, while the Corporation's facilities are open and accessible year-round, spring break-up reduces the Corporation's activity levels. In the areas in which Secure operates, the second quarter has generally been the slowest quarter as a result of spring break-up.

## **OUTSTANDING SHARE CAPITAL**

As at November 7, 2013, there were 109,020,535 Common Shares issued and outstanding. In addition as at November 7, 2013, there were 7,536,702 share options outstanding, of which 3,055,680 were exercisable, and 164,289 RSUs outstanding, of which nil were exercisable.

## **OFF-BALANCE SHEET ARRANGEMENTS**

At September 30, 2013, the Corporation had no off-balance sheet arrangements.

## **TRANSACTIONS WITH RELATED PARTIES**

For the three and nine months ended September 30, 2013, the Corporation incurred approximately \$0.5 million and \$1.0 million of expenses with related parties. Related parties include companies that have common directors, officers, employees and shareholders. The nature of the expenses relate to operating and general and administrative expenses for use in the Corporation's PRD and DS divisions. Amounts are unsecured, interest free and settlement occurs in cash. There have been no guarantees provided or received for any related party receivables or payables. For the three and nine months ended September 30, 2013, the Corporation has not recorded any impairment of receivables relating to amounts owed by related parties (September 30, 2012 - Nil). This assessment is undertaken each financial reporting period through examining the financial position of the related party and the market in which the related party operates.

## **FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS**

As at September 30, 2013, the Corporation's financial instrument assets include cash, accounts receivables and accrued receivables. The Corporation's financial instrument liabilities include accounts payable and accrued liabilities, and long term borrowings. The fair values of these financial instruments approximate their carrying amount due to the short term maturity of these instruments. The use of financial instruments exposes the Corporation to credit, liquidity and market risk. A discussion of how these and other risks are managed can be found in the "Business Risk" section of this MD&A. Further information on how the fair value of financial instruments is determined is included in the "Critical accounting policies and estimates" section of this MD&A.

There are no off-balance sheet arrangements. Of the Corporation's financial instruments, only accounts receivable and notes receivable represent credit risk. The Corporation provides credit to its customers in the normal course of operations. The Corporation's credit risk policy includes performing credit evaluations on its customers. Substantially all of the Corporation's accounts receivable are due from companies in the oil and natural gas industry and are subject to normal industry credit risks. Management views the credit risk related to accounts receivable as low. Funds drawn under the credit facility bear interest at a floating interest rate. Therefore, to the extent that the Corporation borrows under this facility, the Corporation is at risk to rising interest rates. The Corporation is also exposed to credit risk with respect to its cash and cash equivalents. However, the risk is minimized as all cash is held at a major Canadian financial institution.

## **CRITICAL ACCOUNTING POLICES, ESTIMATES AND JUDGEMENTS**

In the preparation of the Corporation's consolidated financial statements, management has made judgements, estimates and assumptions that affect the recorded amounts of revenues, expenses, assets, liabilities and the disclosure of commitments, contingencies and guarantees. Estimates and judgements used are based on management's experience and the assumptions used are believed to be reasonable given the circumstances that exist at the time the consolidated financial statements are prepared. Actual results could differ from these estimates. Please refer to the Corporation's consolidated financial statements for the year ended December 31, 2012 for a complete description of the accounting policies of the Corporation.

## **INTERNAL CONTROLS OVER FINANCIAL REPORTING & DISCLOSURE CONTROLS AND PROCEDURES**

Management has evaluated disclosure controls and procedures to provide a reasonable level of assurance that material information relating to the Corporation is made known to the Chief Executive Officer and the Chief Financial Officer by others within the Corporation, particularly during the period in which the annual and interim filings of the Corporation are being prepared, in an accurate and timely manner in order for the Corporation to comply with its disclosure and financial reporting obligations. Consistent with the concept of reasonable assurance, the Corporation recognizes that the relative cost of maintaining these controls and procedures should not exceed their expected benefits. As such, the Corporation's disclosure controls and procedures can only provide reasonable assurance, and not absolute assurance, that the objectives of such controls and procedures are met.

The Chief Executive Officer and Chief Financial Officer of the Corporation are responsible for establishing and maintaining adequate internal control over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes. While management of the Corporation has put in place certain plans and procedures to mitigate the risk of a material misstatement in the Corporation's financial reporting, a system of internal controls can provide only reasonable, not absolute, assurance that the objectives of the control system are met, no matter how well conceived or operated. Management has evaluated internal controls over financial reporting and no changes were made during the nine months ended September 30, 2013 that have materially affected, or are reasonably likely to materially affect, the Corporation's internal control over financial reporting. In the third quarter of 2013, management did employ additional procedures to ensure key financial internal controls remained in place during and after the conversion to a new ERP system in the Corporation's PRD division. Management also performed additional account reconciliations and other analytical procedures to mitigate any financial risks from the introduction of the new system.

### **LEGAL PROCEEDINGS AND REGULATORY ACTIONS**

On December 21, 2007, Tervita Corporation (formerly known as CCS Inc.) ("**Tervita**") filed a statement of claim commencing Action No. 0701-13328 (the "**Tervita Action**") in the Judicial District of Calgary of the Court of Queen's Bench of Alberta (the "**Court**") against the Corporation, certain of the Corporation's employees who were previously employed by Tervita (collectively, the "**Secure Defendants**") and others in which Tervita alleges that the defendants misappropriated business opportunities, misused confidential information, breached fiduciary duties owed to Tervita, and conspired with one another. Tervita seeks damages in the amount of \$110.0 million, an accounting and disgorgement of all profits earned by the Corporation since its incorporation and other associated relief. The matters raised in the lawsuit are considered by the Corporation to be unfounded and unproven allegations that will be vigorously defended, although no assurances can be given with respect to the outcome of such proceedings. The Corporation believes it has valid defences to this claim and accordingly has not recorded any related liability.

A statement of defence was filed by the Secure Defendants on November 10, 2008, after the Court ordered Tervita to provide further particulars of its claim. The Secure Defendants then filed an Amended Statement of Defence (the "Defence"), and the Corporation filed an Amended Counterclaim (the "Counterclaim"), on October 9, 2009. In their Defence, the Secure Defendants deny all of the allegations made against them. In its Counterclaim, the Corporation claims damages in the amount of \$37.9 million against Tervita, alleging that Tervita has engaged in conduct constituting a breach of the Competition Act (Canada) and unlawful interference with the economic relations of the Corporation with the intent of causing injury to the Corporation. As a result of the Corporation's application to the Chief Justice of the Alberta Queen's Bench, the Corporation has received permission of the Court to increase the Counterclaim to \$97.8 million. The amended counterclaim will now include damages related to Tervita's acquisition of Complete Environmental Inc., the previous owner of the Babkirk landfill in northeast British Columbia. The Corporation contends that Tervita purchased the landfill with the intention of maintaining its geographic monopoly and conspiring to cause injury to the Corporation. On February 25, 2013, the Federal Court of Appeal released its decision upholding the Competition Tribunals Order requiring that Tervita divest the Babkirk landfill site following its acquisition of Complete Environmental.

The Corporation is a defendant and plaintiff in legal actions that arise in the normal course of business. The Corporation believes that any liabilities that might arise pertaining to such matters would not have a material effect on its consolidated financial position.

## FORWARD-LOOKING STATEMENTS

Certain statements contained in this MD&A constitute “forward-looking statements” and/or “forward-looking information” within the meaning of applicable securities laws (collectively referred to as forward-looking statements). When used in this document, the words “may”, “would”, “could”, “will”, “intend”, “plan”, “anticipate”, “believe”, “estimate”, “expect”, and similar expressions, as they relate to Secure, or its management, are intended to identify forward-looking statements. Such statements reflect the current views of Secure with respect to future events and operating performance and speak only as of the date of this MD&A. In particular, this MD&A contains forward-looking statements pertaining to: general market conditions; the oil and natural gas industry; activity levels in the oil and gas sector, including drilling levels; commodity prices for oil, natural gas liquids (“NGLs”) and natural gas; the increase in quarter over quarter 2013 operating days; demand for the Corporation’s services; expansion strategy; the amounts of the PRD, DS and OS divisions’ expanded 2013 capital budgets and the intended use thereof; debt service; capital expenditures; completion of facilities including the Edson, Kindersley and Keene FSTs and the Saddle Hills and 13 Mile landfills as well as completion of repairs to the Brazeau FST and additional cells at the Fox Creek, South Grande Prairie, Pembina, and Willesden Green landfills; the impact of new facilities on the Corporation’s financial and operational performance; future capital needs; access to capital; acquisition strategy; the capital spending on the Kindersley, Saskatchewan FST; capital spending on the Kaybob, Alberta SWD; expansion of the new Edson, Alberta SWD to a FST; and capital spending on the Keene FST and Stanley SWD in North Dakota; and oil purchase and resale revenue.

Forward-looking statements concerning expected operating and economic conditions are based upon prior year results as well as the assumption that increases in market activity and growth will be consistent with industry activity in Canada, United States, and internationally and growth levels in similar phases of previous economic cycles. Forward-looking statements concerning the availability of funding for future operations are based upon the assumption that the sources of funding which the Corporation has relied upon in the past will continue to be available to the Corporation on terms favorable to the Corporation and that future economic and operating conditions will not limit the Corporation’s access to debt and equity markets. Forward-looking statements concerning the relative future competitive position of the Corporation are based upon the assumption that economic and operating conditions, including commodity prices, crude oil and natural gas storage levels, interest rates, the regulatory framework regarding oil and natural gas royalties, environmental regulatory matters, the ability of the Corporation and its subsidiaries’ to successfully market their services and drilling and production activity in North America will lead to sufficient demand for the Corporation’s services and its subsidiaries’ services including demand for oilfield services for drilling and completion of oil and natural gas wells, that the current business environment will remain substantially unchanged, and that present and anticipated programs and expansion plans of other organizations operating in the energy service industry will result in increased demand for the Corporation’s services and its subsidiary’s services. Forward-looking statements concerning the nature and timing of growth are based on past factors affecting the growth of the Corporation, past sources of growth and expectations relating to future economic and operating conditions. Forward-looking statements in respect of the costs anticipated to be associated with the acquisition and maintenance of equipment and property are based upon assumptions that future acquisition and maintenance costs will not significantly increase from past acquisition and maintenance costs.

Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether such results will be achieved. Readers are cautioned not to place undue reliance on these statements as a number of factors could cause actual results to differ materially from the results discussed in these forward-looking statements, including but not limited to those factors referred to and under the heading “Business Risks” and under the heading “Risk Factors” in the Corporation’s annual information form (“AIF”) for the year ended December 31, 2012. Although forward-looking statements contained in this MD&A are based upon what the Corporation believes are reasonable assumptions, the Corporation cannot assure investors that actual results will be consistent with these forward-looking statements. The forward-looking statements in this MD&A are expressly qualified by this cautionary statement. Unless otherwise required by law, Secure does not intend, or assume any obligation, to update these forward-looking statements.

#### **ADDITIONAL INFORMATION**

Additional information, including Secure's AIF, is available on SEDAR at [www.sedar.com](http://www.sedar.com) and on the Corporation's website at [www.secure-energy.ca](http://www.secure-energy.ca)