



Canadian Energy SERVICES

**PRESS RELEASE
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August 14, 2013

Canadian Energy Services & Technology Corp. Announces Results for the Second Quarter Ended June 30, 2013 and Declares Increased Cash Dividend

Canadian Energy Services & Technology Corp. ("CES" or the "Company") (TSX: CEU) is pleased to report on its financial and operating results for the three and six months ended June 30, 2013. Further, CES announced today that it will pay a cash dividend of \$0.06 per common share on September 13, 2013 to the shareholders of record at the close of business on August 30, 2013, representing an increased dividend of \$0.005 per common share or 9% to the monthly dividend. This is the seventh dividend increase announced by CES since converting to a corporate structure on January 1, 2010.

During Q2 2013, CES continued to make significant strides forward in its strategic vision of being a leading provider of technically advanced consumable chemical solutions throughout the full life cycle of the oilfield. After completion of the JACAM acquisition on March 1, 2013, CES has begun the work to integrate JACAM with the overall business. JACAM products have been introduced into Canada on both the drilling fluids side and through PureChem. In the US, initial steps have been undertaken to support AES operations with JACAM manufactured materials and to expand JACAM onto the established AES platform.

In addition to the integration initiatives and the financial contribution JACAM made in Q2, the shift in activity in the US to new work in the Eagle Ford, the addition of significant work in the Mississippi Lime as a result of the Mega Fluids acquisition, and a pick-up of activity in other regions had the US business performing well. The Venture Mud acquisition, completed just after Q2, with its operations focused in the Permian basin in West Texas has filled the last remaining geographical hole on the US map for CES. CES sees significant opportunities in the US as we continue to leverage our platform and infrastructure. In Canada, despite an extended spring break up due to wet weather, the Canadian business is also performing well and there are many positive signs for the last half of 2013.

CES generated gross revenue of \$130.7 million during the second quarter of 2013, compared to \$104.1 million for the three months ended June 30, 2012, an increase of \$26.5 million or 25% on a year-over-year basis. Year-to-date, gross revenue totaled \$280.0 million, compared to \$260.7 million, representing an increase of \$19.3 million or 7% on a year-over-year basis. As detailed below, an increase in US-based revenues has driven most of the year-over-year growth with the largest contributor being the acquisition of the business assets of JACAM which was completed on March 1, 2013. The JACAM acquisition has further vertically integrated CES' business, expanded CES' product offerings across the oilfield spectrum, provided a significant platform of infrastructure and new customers across the US, and increased CES' ability to deliver technically advanced science based solutions to its customers.

Wet weather conditions persisted in Canada throughout Q2 which extended the traditional spring break-up and negatively affected activity levels. Despite this, revenue generated in Canada for the three months ended June 30, 2013 increased slightly by \$0.2 million or 1% from \$31.5 million to \$31.7 million. For the six month period ended June 30, 2013, revenue in Canada was \$99.1 million compared to \$110.9 million, representing a decrease of \$11.9 million or 11%. The decrease in revenues for the six months ended June 30, 2013 was a result of the reduced

activity levels and customer spending in Canada. In particular, lower commodity prices and high oil price differentials resulted in Canadian operators scaling back spending levels in Q1 2013 relative to Q1 2012. Revenue generated in the US for the three months ended June 30, 2013 was \$99.0 million as compared to the second quarter of 2012 with revenue of \$72.7 million, representing an increase of \$26.3 million or 36% on a year-over-year basis. For the six month period ended June 30, 2013, revenue in the US was \$180.9 million compared to \$149.8 million, representing an increase of \$31.1 million or 21%. The year-over-year increase is primarily a result of the acquisition of JACAM (for which there are no associated revenues in the comparable periods in 2012) combined with revenues from new work added in the Rockies region, in the Eagle Ford, and in the Mid-Continent region as a result of the December 2012 acquisition of Mega Fluids, partially offset with reduced activity in the Marcellus shale region of the US.

Net income before interest, taxes, amortization, gains and losses on disposal of assets, goodwill impairment, unrealized foreign exchange gains and losses, unrealized derivative gains and losses, and stock-based compensation ("EBITDAC") for the three months ended June 30, 2013 was \$17.2 million as compared to \$12.8 million for the three months ended June 30, 2012, representing an increase of \$4.4 million or 34%. CES recorded EBITDAC per share of \$0.27 (\$0.26 diluted) for the three months ended June 30, 2013 versus EBITDAC per share of \$0.23 (\$0.22 diluted) in 2012, an increase of 17% (18% diluted). For the six month period ended June 30, 2013, EBITDAC totalled \$40.7 million as compared to \$37.6 million in 2012, representing an increase of \$3.2 million or 9%. Year-to-date, CES recorded EBITDAC per share of \$0.67 (\$0.65 diluted) versus EBITDAC per share of \$0.68 (\$0.66 diluted) in 2012.

Based on the financial results achieved in Q2 2013, CES' is reaffirming its expected 2013 guidance last updated in July 2013. CES' expected range of consolidated gross revenue for 2013 will be approximately \$609.0 million to \$649.0 million and expected consolidated EBITDAC will be approximately \$101.0 million to \$111.0 million. CES' balance sheet remains strong and its financial flexibility has been greatly enhanced with the successful placement in April of \$225.0 million aggregate principal amount 7.375% senior notes, and the raising of \$35.0 million of equity through a successful prospectus offering completed on August 8, 2013.

CES also announced today that it has declared an increased monthly cash dividend of \$0.06 per common share to shareholders of record on August 30, 2013. CES expects to pay this dividend on or about September 13, 2013.

With respect to the second quarter results, CES will host a conference call / webcast at 8 am MST (10 am EST) on Thursday, August 15, 2013.

*North American toll-free: 1-866-225-0198
International / Toronto callers: 416-340-8061
Link to Webcast: <http://www.canadianenergyservices.com/>*

Outlook

Going forward, CES sees significant growth opportunities as a vertically integrated, full cycle provider of oilfield chemical solutions. Although revenue generated at the drill-bit and at the completions stage will remain subject to volatility, operators continue to drill more complex, deeper, and longer horizontal wells that require more chemicals and fluids in general, but also more technically advanced chemical solutions in order to be successfully drilled, cased and completed. Through both its PureChem and JACAM divisions, CES has vertically integrated manufacturing capabilities with unutilized throughput at both its Carlyle, SK and Sterling, KS plants. CES also has a full suite of technically advanced solutions of production chemicals for consumption at the wellhead or pump-jack, and specialty chemicals for the pipeline and mid-stream market. These markets are less volatile and are growing on a year-over-year basis as the volumes of produced hydrocarbons and the associated produced water increases. CES believes over time it can grow its market share within each of these sub-segments of the oilfield consumable chemical market. CES' strategy is to utilize its patented and proprietary technologies and superior execution to increase market share. CES believes that its unique value proposition in this increasingly complex operating environment makes it the premier independent provider of technically advanced consumable chemical solutions throughout the life-cycle of the oilfield in North America.

The Clear Environmental Solutions division continues to complement CES' core drilling fluids business and has maintained consistently strong results. The Environmental Services division has focused on expanding its

operational base in the WCSB and is pursuing opportunities in the oil sands and horizontal drilling markets.

Despite the decrease in activity in the WCSB, the EQUAL Transport division has remained profitable. It is expected this business will continue to be instrumental in supporting the core businesses and be economically viable.

As challenges faced by the oil and gas industry become more complex, advanced technologies are becoming increasingly important in driving success for operators. CES will continue to invest in research and development to be a leader in technology advancements in the consumable oilfield chemical markets. With the addition of JACAM's state of the art laboratory in Sterling, Kansas, CES now operates four separate lab facilities across North America which also includes, Houston, Texas; Carlyle, Saskatchewan; and Calgary, Alberta. CES also leverages third party partner relationships to drive innovation in the consumable chemicals business.

On a corporate level, CES continually assesses integrated business opportunities that will keep CES competitive and enhance profitability. However, all acquisitions must meet our stringent financial and operational metrics. CES will also closely manage its dividend levels and capital expenditures in order to preserve its financial strength, its low capital re-investment model and its strong liquidity position.

Business of CES

CES is focused on being the leading provider of technically advanced consumable chemical solutions throughout the life-cycle of the oilfield. This includes total solutions at the drill-bit, at the point of completion and stimulation, at the wellhead and pump-jack, and finally through to the pipeline and midstream market. At the drill-bit, CES' designed drilling fluids encompass the functions of cleaning the hole, stabilizing the rock drilled, controlling subsurface pressures, enhancing drilling rates, and protecting potential production zones while conserving the environment in the surrounding surface and subsurface area. At the point of completion and stimulation, CES' designed chemicals form a critical component of fracking solutions or other forms of well stimulation techniques. The shift to horizontal drilling and multi-stage fracturing with long horizontal well completions has been responsible for significant growth in the drilling fluids and completion and stimulation chemicals markets. At the wellhead and pump-jack, CES' designed production and specialty chemicals provide down-hole solutions for production and gathering infrastructure to maximize production and reduce costs of equipment maintenance. Key solutions include corrosion inhibitors, demulsifiers, H₂S scavengers, paraffin control products, surfactants, scale inhibitors, biocides and other specialty products. Further, specialty chemicals are used throughout the pipelines and midstream industry segment to aid in hydrocarbon movement and manage hydrocarbon challenges including corrosion, wax build-up and H₂S.

CES has been able to capitalize on the growing market demand for advanced consumable fluids and chemical solutions for drilling fluids, production chemicals, and other specialty chemicals used in the North American oil and gas industry. CES' business model is relatively asset light and requires limited re-investment capital to grow while generating significant free cash flow. CES returns much of this free cash flow back to shareholders through its monthly dividend.

CES operates in the Western Canadian Sedimentary Basin ("WCSB") and in several basins throughout the United States ("US"), with an emphasis on servicing the ongoing major resource plays. In Canada, CES operates under the trade names Canadian Energy Services, Moose Mountain Mud ("MMM"), PureChem Services ("PureChem"), Clear Environmental Solutions ("Clear"), and Equal Transport ("Equal"). In the US, CES operates under the trade names AES Drilling Fluids ("AES"), Venture Mud ("Venture") and JACAM Chemicals ("JACAM").

The Canadian Energy Services, MMM, AES, and Venture brands are focused on the design and implementation of drilling fluids systems for oil and gas producers. The PureChem and JACAM brands are vertically integrated manufacturers of drilling related chemicals, and they also design, develop, and manufacture technically advanced fluids for completions and stimulations, advanced production and specialty chemicals for the wellhead and pump-jack, and chemical solutions for the pipeline and midstream markets.

CES has two complimentary business segments that operate in the WCSB: Clear which provides environmental consulting and drilling fluids waste disposal services and EQUAL which provides its customers with trucks and trailers specifically designed to meet the demanding requirements of off-highway oilfield work.

Financial Highlights

(\$000's, except per share amounts)	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2013	2012	2013	2012
Revenue	130,666	104,129	279,975	260,686
Gross margin ⁽¹⁾	31,415	23,523	69,476	60,881
Income before taxes	3,578	7,276	17,032	27,532
<i>per share – basic</i>	0.06	0.13	0.28	0.50
<i>per share - diluted</i>	0.05	0.13	0.27	0.48
Net income	1,859	3,368	11,818	17,070
<i>per share – basic</i>	0.03	0.06	0.19	0.31
<i>per share - diluted</i>	0.03	0.06	0.19	0.30
EBITDAC ⁽¹⁾	17,158	12,793	40,745	37,552
<i>per share – basic</i>	0.27	0.23	0.67	0.68
<i>per share - diluted</i>	0.26	0.22	0.65	0.66
Funds Flow From Operations ⁽¹⁾	13,374	8,730	31,246	26,558
<i>per share – basic</i>	0.21	0.16	0.51	0.48
<i>per share - diluted</i>	0.20	0.15	0.50	0.46
Dividends declared	10,386	8,339	20,098	16,080
<i>per share</i>	0.17	0.15	0.33	0.29

Shares Outstanding	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2013	2012	2013	2012
End of period	63,080,336	55,681,662	63,080,336	55,681,662
Weighted average				
- basic	62,861,231	55,567,426	60,884,491	55,411,615
- diluted	65,246,514	57,327,933	63,060,226	57,215,261

Financial Position (\$000's)	June 30, 2013	December 31, 2012
Net working capital	151,536	114,899
Total assets	640,485	354,642
Long-term financial liabilities ⁽²⁾	277,429	71,575
Shareholders' equity	290,410	215,420

Notes:

¹CES uses certain performance measures that are not recognizable under International Financial Reporting Standards ("IFRS"). These performance measures include net income before interest, taxes, depreciation and amortization, gains and losses on disposal of assets, goodwill impairment, unrealized foreign exchange gains and losses, unrealized derivative gains and losses, and stock-based compensation ("EBITDAC"), gross margin, Funds Flow from Operations. Management believes that these measures provide supplemental financial information that is useful in the evaluation of CES' operations. Readers should be cautioned, however, that these measures should not be construed as alternatives to measures determined in accordance with IFRS as an indicator of CES' performance. CES' method of calculating these measures may differ from that of other organizations and, accordingly, these may not be comparable. Please refer to the Non-GAAP measures section of CES' MD&A for the three and twelve months ended December 31, 2012.

² Includes long-term portion of the Amended Senior Facility, the Senior Notes, vehicle financing, and finance leases, excluding current portions.

Cautionary Statement

Except for the historical and present factual information contained herein, the matters set forth in this news release, may constitute forward-looking information or forward-looking statements (collectively referred to as "forward-looking information") which involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of CES, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking information. When

used in this press release, such information uses such words as “may”, “would”, “could”, “will”, “intend”, “expect”, “believe”, “plan”, “anticipate”, “estimate”, and other similar terminology. This information reflects CES’ current expectations regarding future events and operating performance and speaks only as of the date of this press release. Forward-looking information involves significant risks and uncertainties, should not be read as a guarantee of future performance or results, and will not necessarily be an accurate indication of whether or not such results will be achieved. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking information, including, but not limited to, the factors discussed below. The management of CES believes the material factors, expectations and assumptions reflected in the forward-looking information and statements are reasonable but no assurance can be given that these factors, expectations and assumptions will prove to be correct. The forward-looking information and statements contained in this press release speak only as of the date of the press release, and CES assumes no obligation to publicly update or revise them to reflect new events or circumstances, except as may be required pursuant to applicable securities laws or regulations.

In particular, this press release contains forward-looking information pertaining to the following: future estimates as to dividend levels, including the payment of a dividend to shareholders of record on August 30, 2013; capital expenditure programs for oil and natural gas exploration, development, production, processing and transportation; supply and demand for CES’ products and services; industry activity levels; commodity prices; treatment under governmental regulatory and taxation regimes; dependence on equipment suppliers; dependence on suppliers of inventory and product inputs; equipment improvements; dependence on personnel; collection of accounts receivable; operating risk liability; expectations regarding market prices and costs; expansion of services in Canada, the United States, and internationally; development of new technologies; expectations regarding CES’ growth opportunities in the United States; the effect of the JACAM Acquisition and Venture Acquisition on the Corporation, the Corporation’s plans to integrate JACAM and Venture with the operations of CES and management of CES’ expectation of the effect of the JACAM Acquisition and Venture Acquisition on CES’ cash flow, revenues, EBITDAC and net income; expectations regarding the performance or expansion of CES’ environmental and transportation operations; expectations regarding demand for CES’ services and technology if drilling activity levels increase; investments in research and development and technology advancements; access to debt and capital markets; and competitive conditions.

CES’ actual results could differ materially from those anticipated in the forward-looking information as a result of the following factors: general economic conditions in Canada, the United States, and internationally; demand for consumable fluids and chemical oilfield services; volatility in market prices for oil, natural gas, and natural gas liquids and the effect of this volatility on the demand for oilfield services generally; competition; liabilities and risks, including environmental liabilities and risks inherent in oil and natural gas operations; sourcing, pricing, and availability of raw materials, consumables, component parts, equipment, suppliers, facilities, and skilled management, technical and field personnel; ability to integrate technological advances and match advances of competitors; availability of capital; uncertainties in weather and temperature affecting the duration of the oilfield service periods and the activities that can be completed; the ability to successfully integrate and achieve synergies from the Company’s acquisitions; changes in legislation and the regulatory environment, including uncertainties with respect to programs to reduce greenhouse gas and other emissions and tax legislation; reassessment and audit risk associated with the corporate conversion; changes to the royalty regimes applicable to entities operating in Canada and the US; access to capital and the liquidity of debt markets; changes as a result of IFRS adoption; fluctuations in foreign exchange and interest rates and the other factors considered under “Risk Factors” in CES’ Annual Information Form for the year ended December 31, 2012, and “Risks and Uncertainties” in CES’ MD&A.

Without limiting the foregoing, the forward-looking information contained in this press release is expressly qualified by this cautionary statement.

CES has filed its Q2 2013 unaudited condensed consolidated financial statements and notes thereto as at and for the three and six months ended June 30, 2013, and accompanying management discussion and analysis in accordance with National Instrument 51-102 - *Continuous Disclosure Obligations* adopted by the Canadian securities regulatory authorities. Additional information about CES will be available on CES’ SEDAR profile at www.sedar.com and CES’ website at www.CanadianEnergyServices.com.

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