

# Leading Provider

of Consumable Chemical Solutions



February 2024

# Forward Looking Information and Statements

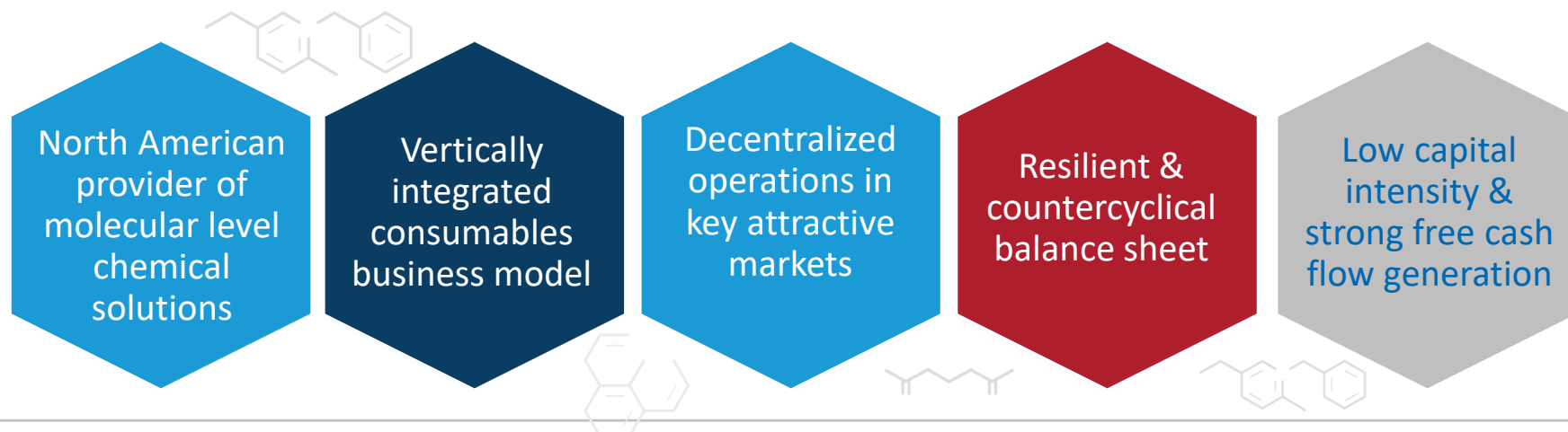


Certain statements in this presentation may constitute forward-looking information or forward-looking statements (collectively referred to as “forward-looking information”) which involves known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements 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 presentation, 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 presentation. 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. Management of CES believes the material factors, expectations and assumptions reflected in the forward-looking information are reasonable but no assurance can be given that these factors, expectations and assumptions will prove to be correct. The forward-looking information contained in this document speaks only as of the date of the document, and CES assumes no obligation to publicly update or revise such information to reflect new events or circumstances, except as may be required pursuant to applicable securities laws or regulations.

In particular, this presentation contains forward-looking information pertaining to the following: expectations regarding growth for drilling fluids as a result of increasing well complexity and longer lateral lengths; expectations regarding chemical demand related to increased oil production and produced water; potential for continued growth in drilling fluids and production chemical markets; expectations regarding the performance of CES’ business model and counter cyclical balance sheet during downturns; expectations regarding the ability for CES to continue to grow revenue, market share and margins; expectations regarding improving results, increasing activity & market share, and the ability to obtain price increases from customers; ability for CES to make strategic inventory purchase in the future; allocation of capital to specific basins and markets including the Permian Basin; allocation of capital with respect to dividends, debt repayment, and the NCIB; expectations regarding cost reductions going forward; certainty and predictability of future cash flows and earnings, including during low points in the business cycle; expectations regarding the ability to implement price increases for customers; estimated timing and expectations regarding future capital expenditures and expansion projects; ability for CES’ business to generate significant free cash flow going forward; and expectations regarding CES’ ability to collect accounts receivable in light of historical performance and current circumstances.

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 the US, Canada, and internationally; geopolitical risk; fluctuations in demand for consumable fluids and chemical oilfield services, downturn in oilfield activity; oilfield activity in the Permian, the WCSB, and other basins in which the Company operates; a decline in frac related chemical sales; a decline in operator usage of chemicals on wells; an increase in the number of customer well shut-ins; a shift in types of wells drilled; 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; declines in prices for natural gas, natural gas liquids, and oil, and pricing differentials between world pricing, pricing in North America, and pricing in Canada; competition, and pricing pressures from customers in the current commodity environment; conflict, war and political and societal unrest that may impact CES’ operations, supply chains as well as impact the market for oil and natural gas generally; currency risk as a result of fluctuations in value of the US dollar; 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, shipping containers, and skilled management, technical and field personnel; the collectability of accounts receivable; ability to integrate technological advances and match advances of competitors; ability to protect the Company’s proprietary technologies; 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 oil and gas royalty regimes, programs to reduce greenhouse gas and other emissions and regulations restricting the use of hydraulic fracturing; pipeline capacity and other transportation infrastructure constraints; changes to government mandated production curtailments; reassessment and audit risk and other tax filing matters; changes and proposed changes to US policies including tax policies or policies relating to the oil and gas industry; international and domestic trade disputes, including restrictions on the transportation of oil and natural gas and regulations governing the sale and export of oil, natural gas and refined petroleum products; the impact of climate change policies in the regions which CES operates; the impact and speed of adoption of low carbon technologies; potential changes to the crude by rail industry; changes to the fiscal regimes applicable to entities operating in the US and WCSB; access to capital and the liquidity of debt markets; fluctuations in foreign exchange and interest rates, including the impact of changing interest rates on the broader economy; CES’ ability to maintain adequate insurance at rates it considers reasonable and commercially justifiable; and the other factors considered under “Risk Factors” in CES’ Annual Information Form for the year ended December 31, 2023 dated February 29, 2024, and “Risks and Uncertainties” in CES’ MD&A for the three and twelve months ended December 31, 2023, dated February 29, 2024.

# Investment Highlights



## Financial Highlights

(All Figures in Canadian Dollars)

Share Price (TSX:CEU) <sup>1</sup>	<b>\$4.27</b>
52-week Share Price Range <sup>1</sup>	<b>\$2.30 - \$4.39</b>
Market Capitalization <sup>1</sup>	<b>\$1.0 billion</b>
Enterprise Value <sup>1,2</sup>	<b>\$1.4 billion</b>
Annualized Dividend (per share) <sup>1</sup>	<b>\$0.12 (~2.8% Yield)</b>
Credit Rating (DBRS, S&P)	<b>B High (Stable); B (Stable)</b>
Senior Secured Credit Facility Net Draw <sup>1</sup>	<b>\$120 million</b>
Canadian Term Loan Facility	<b>\$250 million</b>
Working Capital Surplus <sup>3,4</sup>	<b>\$633 million</b>
Net Debt <sup>3</sup>	<b>(\$163 million)</b>

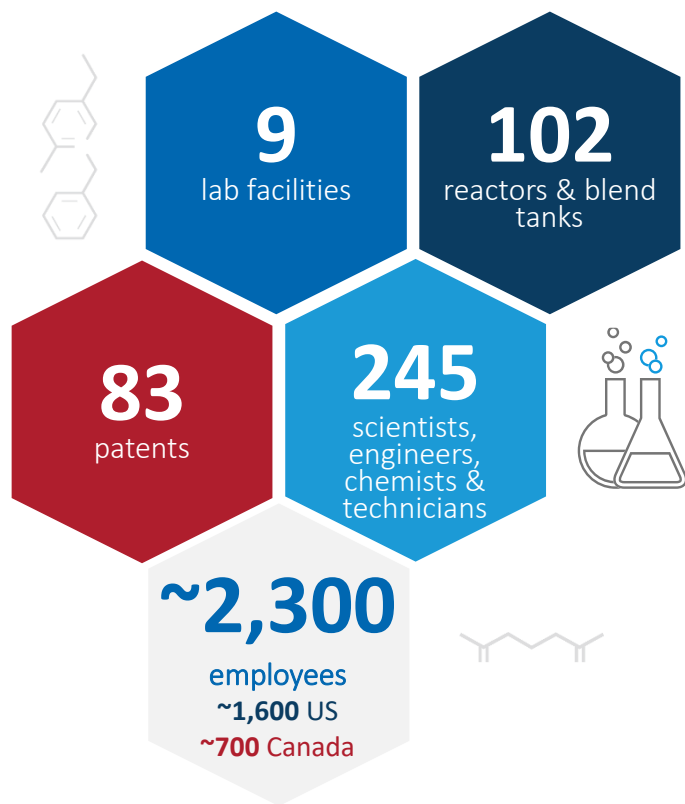
1. As at February 29, 2024.

2. Using Total Debt as at February 29, 2024.

3. As at December 31, 2023.

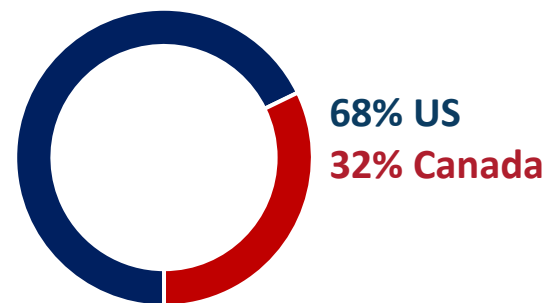
4. Non-GAAP measures that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).

# Leading Provider of Consumable Chemical Solutions



## 2023 Revenue By Geography

C\$2.2 Billion



### US operations

- Permian
- Eagleford
- Bakken
- Marcellus
- Scoop/Stack

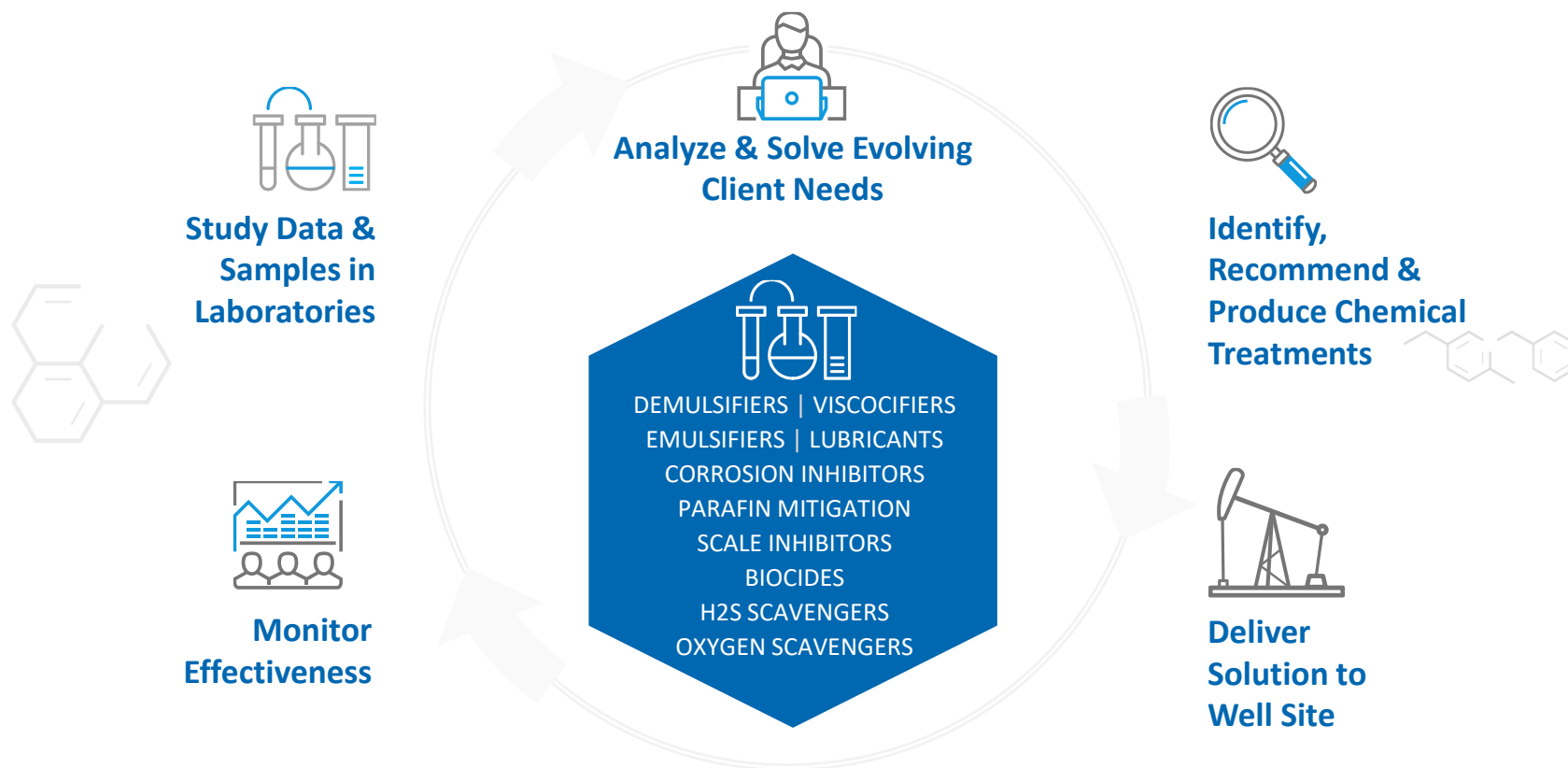


### Canadian operations

- Montney
- Duvernay
- Deep Basin
- Oil Sands

Fully integrated world class basic chemical manufacturing capability combined with customer-centric problem solving culture for technology oriented customers

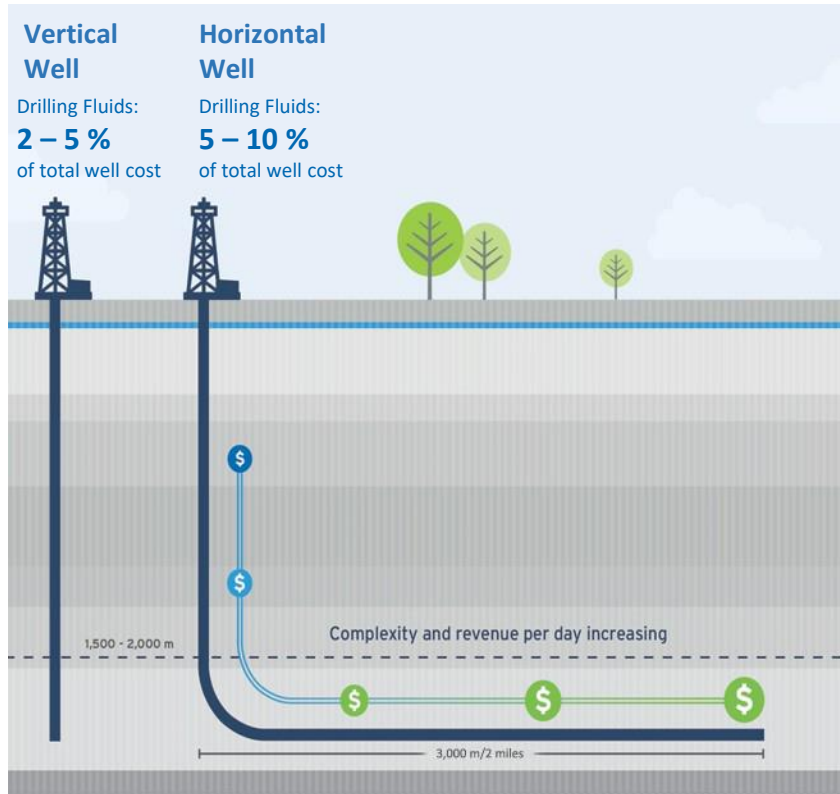
# Solving Problems and Adding Value through Technology & Customer Service



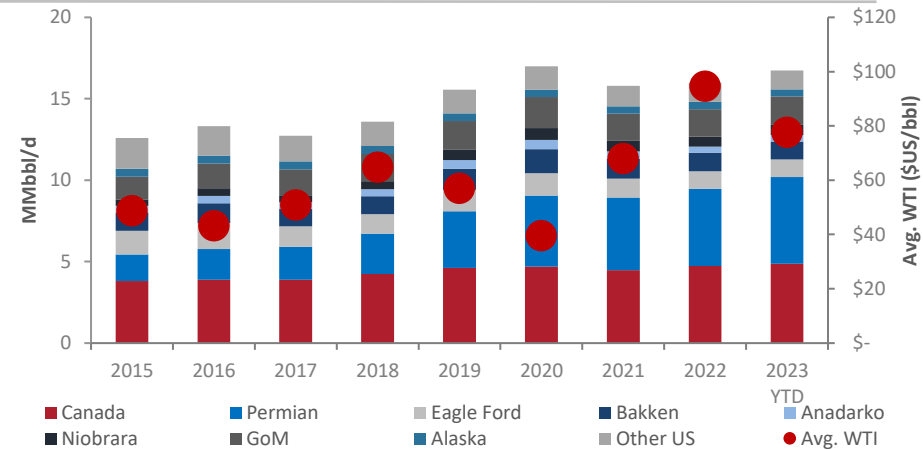
Use chemistry, polymers and minerals to solve our customers' problems and optimize their production and drilling related needs to maximize their returns on investments through decentralized sales, service & problem solving approach

# Improving Trends & Stable End Markets

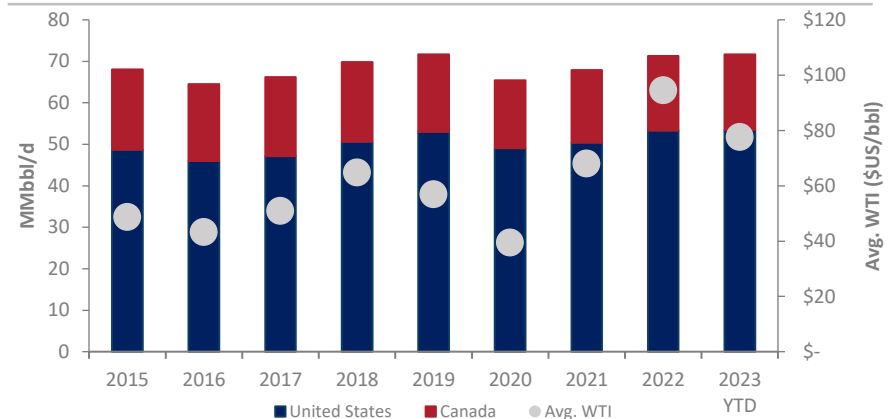
## Drilling Fluid Chemical Requirements Increasing



## North American Crude Oil Production by Basin<sup>1</sup>



## North American Water Production<sup>2</sup>



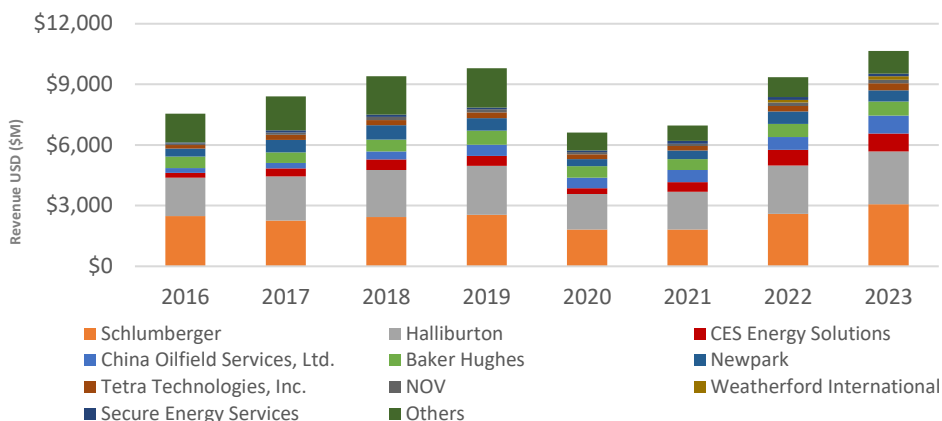
Significant exposure to rising North American oil and gas and related water production stabilizes free cash flow generation through the cycles, while increasing well complexity and longer lateral lengths drives drilling fluid chemical growth

1. Source: CER, EIA & Bloomberg, year to date information up to October 31, 2023  
2. Source: Enervus & GeoScout, year to date information up to October 31, 2023

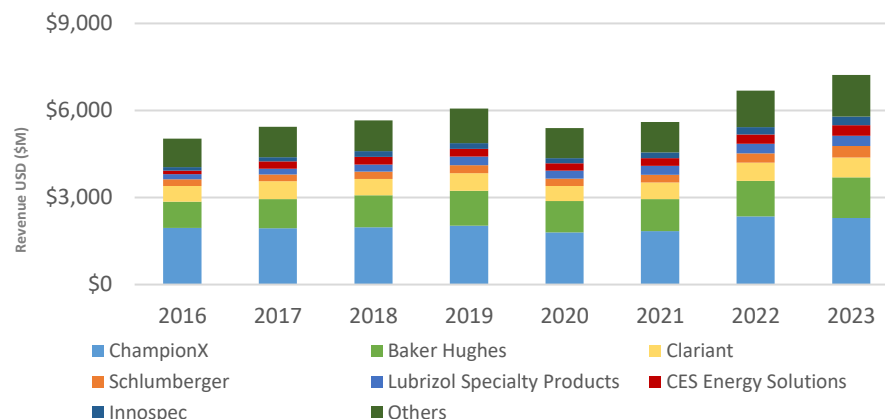
# Strong Competitive Positioning



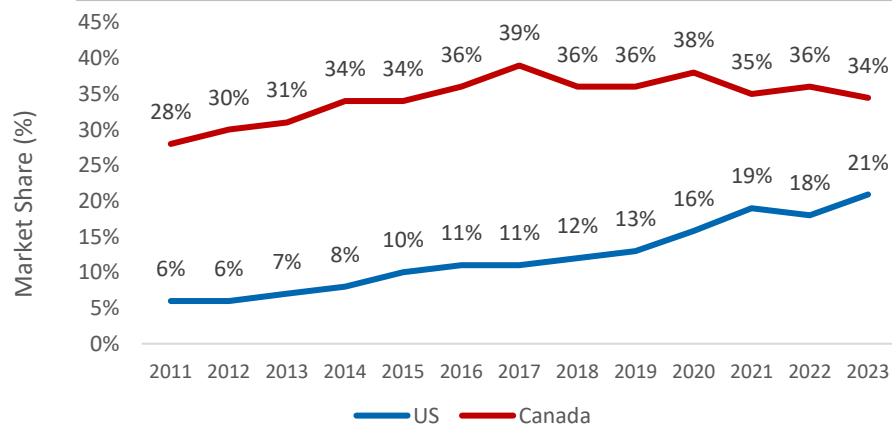
## Worldwide Drilling & Completion Fluids Market Size<sup>(1)</sup>



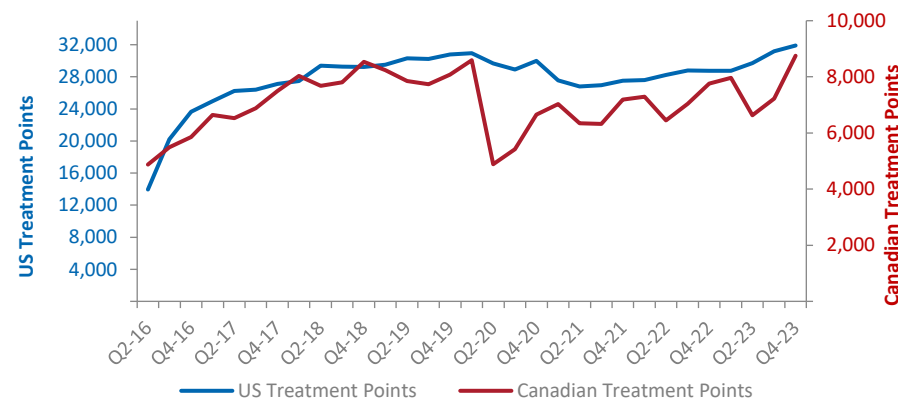
## Worldwide Production Chemicals Market Size<sup>(1)</sup>



## CES' Historical Market Share Growth



## CES' Historical Treatment Points<sup>(2)</sup>



Top-tier chemical solutions provider with continued growth potential

Note 1: Source: Internally prepared charts based on underlying data provided by Spears & Associates Inc.

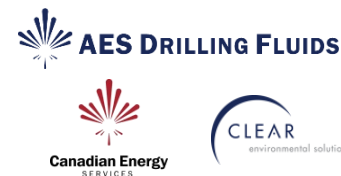
Note 2: CES Treatment Points represents the average estimated number of unique wells or oilfield sites serviced monthly by CES in the referenced period with production and specialty chemicals.



# Well Positioned for Growth with Decentralized Model



## DRILLING FLUIDS



## COMPLETION CHEMICALS



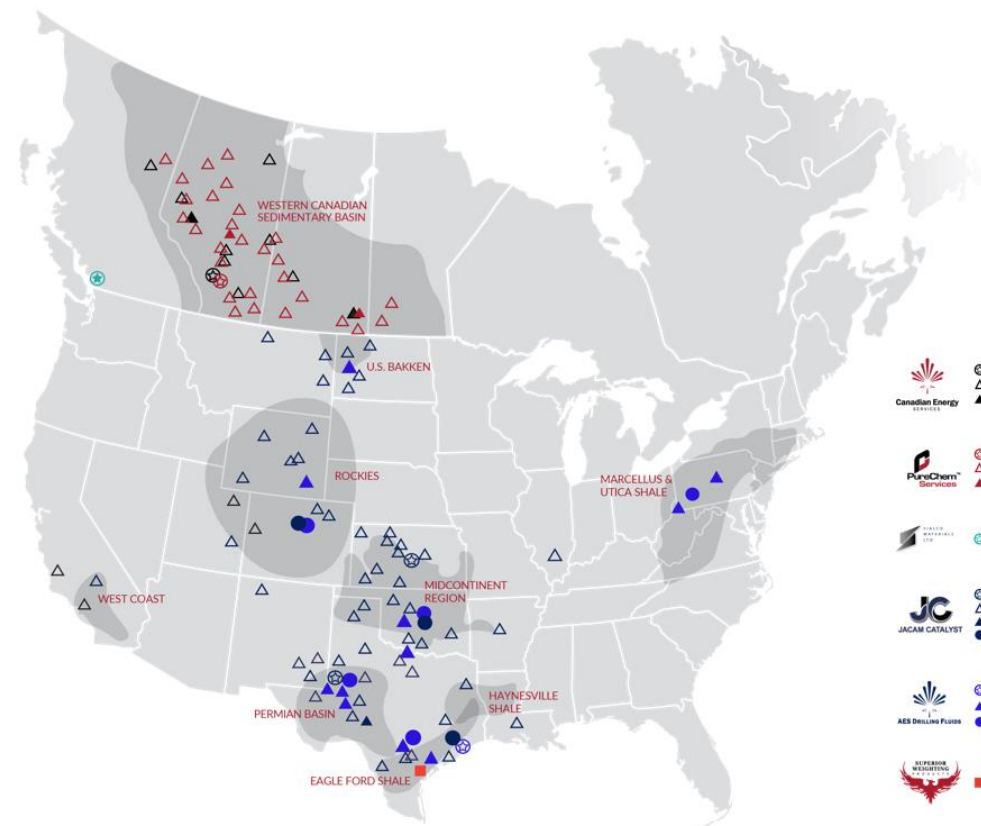
## PRODUCTION CHEMICALS



## PIPELINES & MIDSTREAM



## INDUSTRIAL/ COSMETICS/OTHER

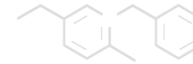
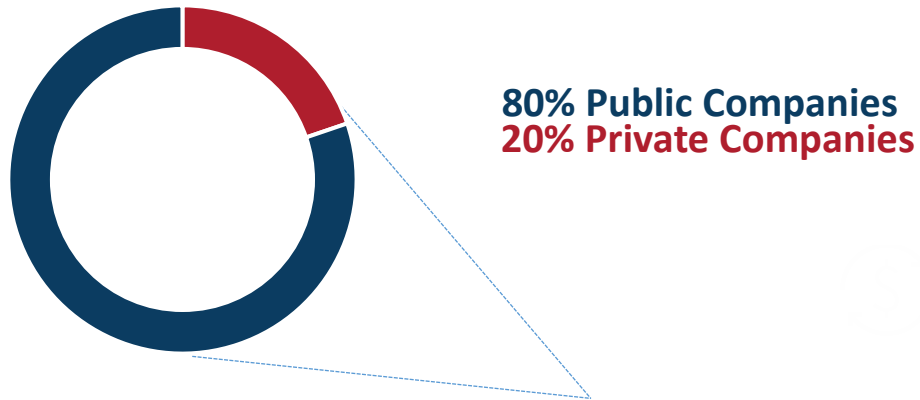


Allocation of capital dedicated to the most attractive basins and markets while leveraging decentralized entrepreneurial model and basic chemical manufacturing product suite



# Quality Customer Base

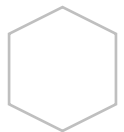
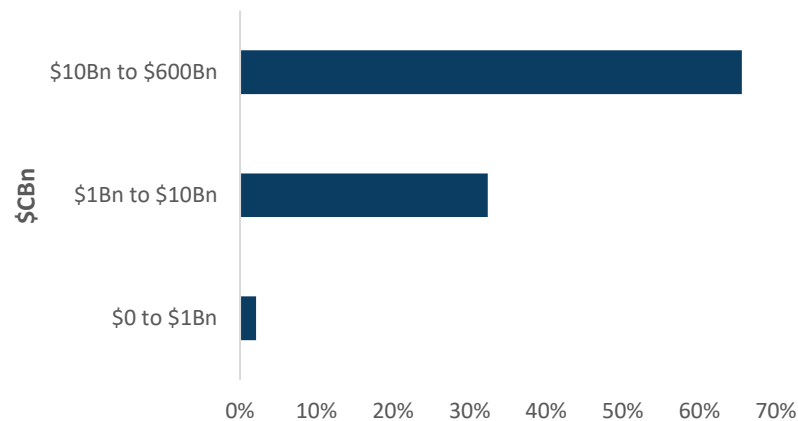
## Top 50 Customer Breakdown – 2023 (Revenue)<sup>1</sup>



**66%** of top 50 public company revenue was from customers with

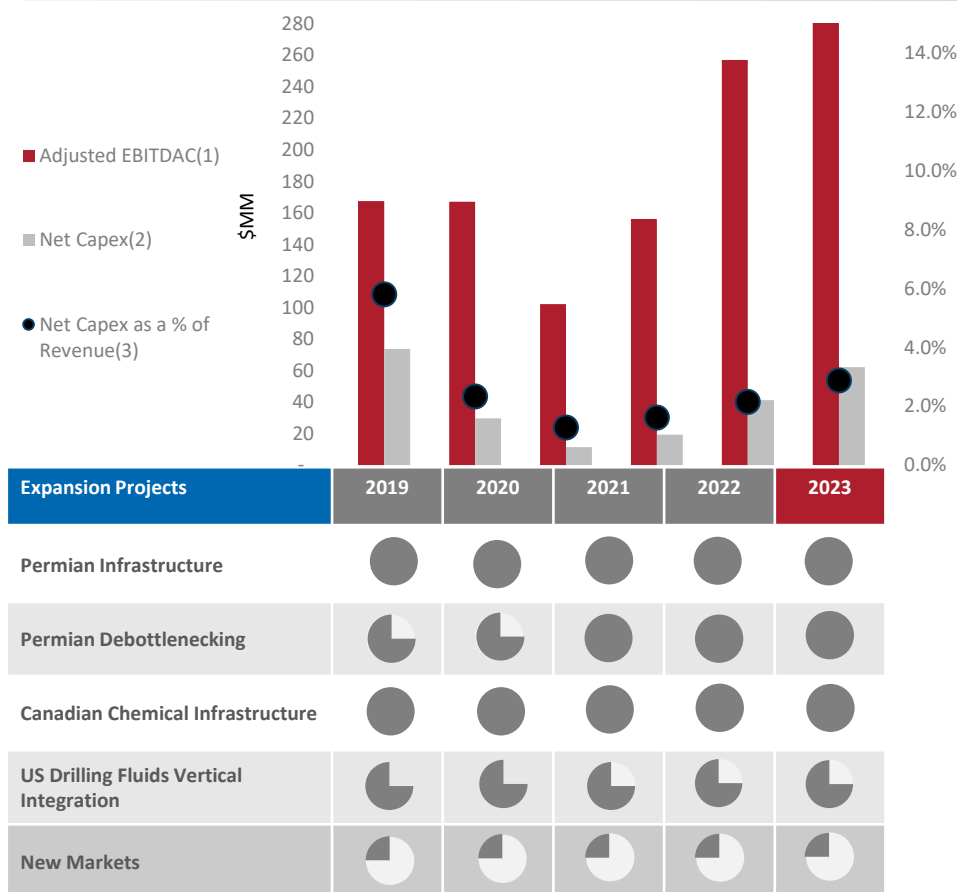
**Market Capitalizations of \$10Bn to \$600Bn**

## Top 50 Public Customers – By Market Capitalization<sup>2</sup>



# Low Capital Intensity

## CES – Historical Capital Spend



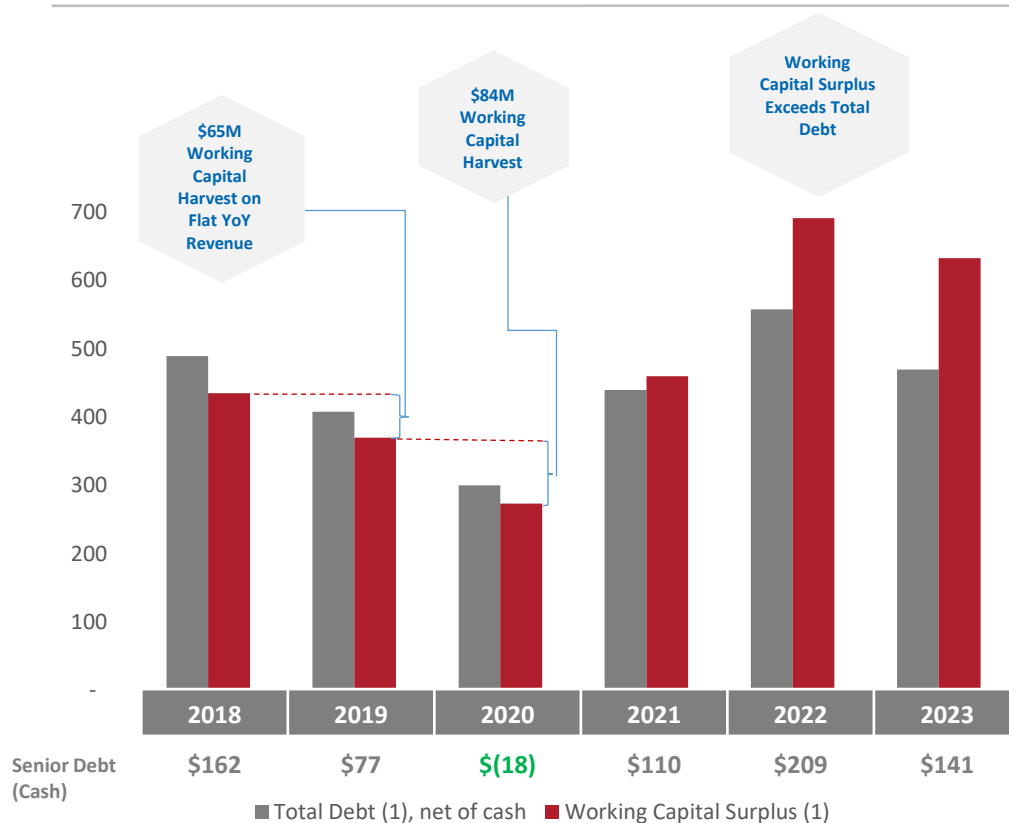
**Significant expansion capex largely complete**

2024 capex estimated to be  
**~C\$70 million**

1. Non-GAAP measure that does not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).
2. Represents total investment in property and equipment less proceeds on disposal of assets, excluding \$8.1M in proceeds on the sale of a building recorded in 2021.
3. Supplementary Financial Measure. Supplementary financial measures are provided in this presentation where management believes they assist the reader in understanding CES' results. Refer to section entitled "Non-GAAP Measures and Other Financial Measures" in this presentation.

# Resilient & Countercyclical Balance Sheet

## Historical Leverage & Working Capital



**Total Debt primarily comprised of working capital**

**Monetization of working capital**  
returns cash to the Company during low points in the business cycle

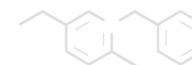
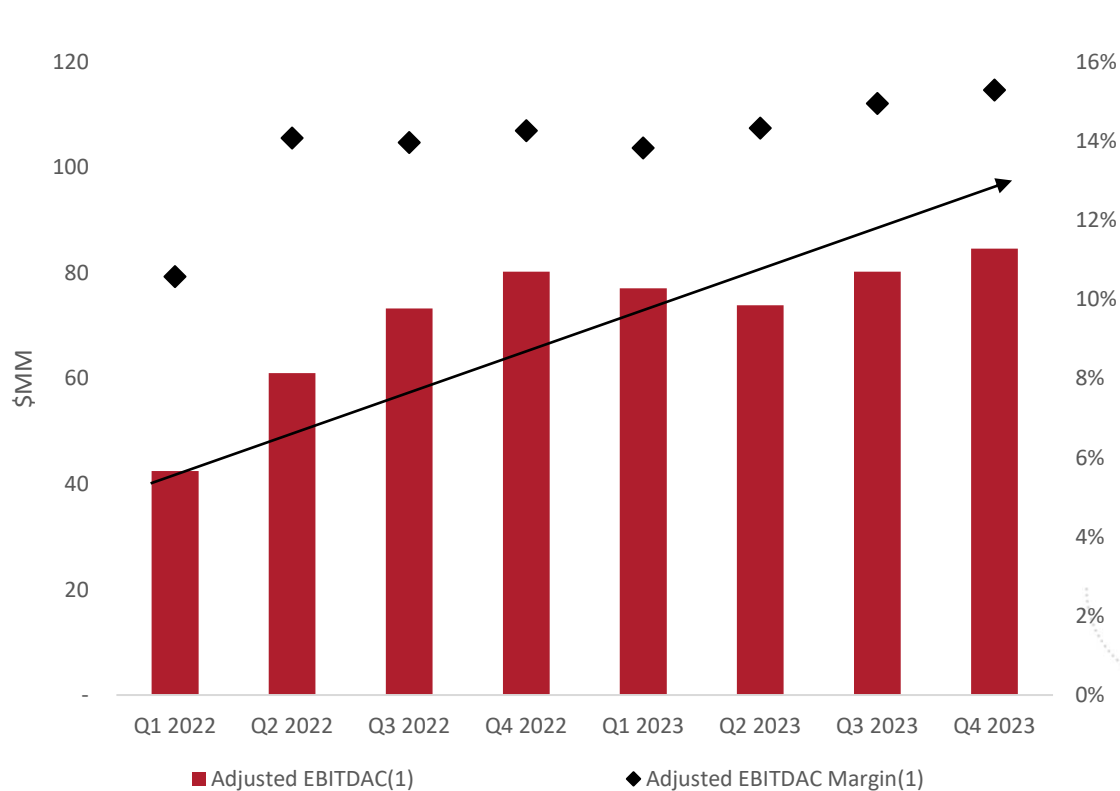
**Impressive AR collection record**  
C\$10.7 million in bad debt write-offs on C\$14.0 billion in revenue since 2009

**1.49x** Total Debt / LTM Adjusted EBITDAC<sup>2</sup>

**-0.52x** Net Debt / LTM Adjusted EBITDAC<sup>2</sup>

1. Non-GAAP measures that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).
2. Non-GAAP ratios that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" found within this presentation.

# Strong Financial Momentum



## Drivers of Improving Results:

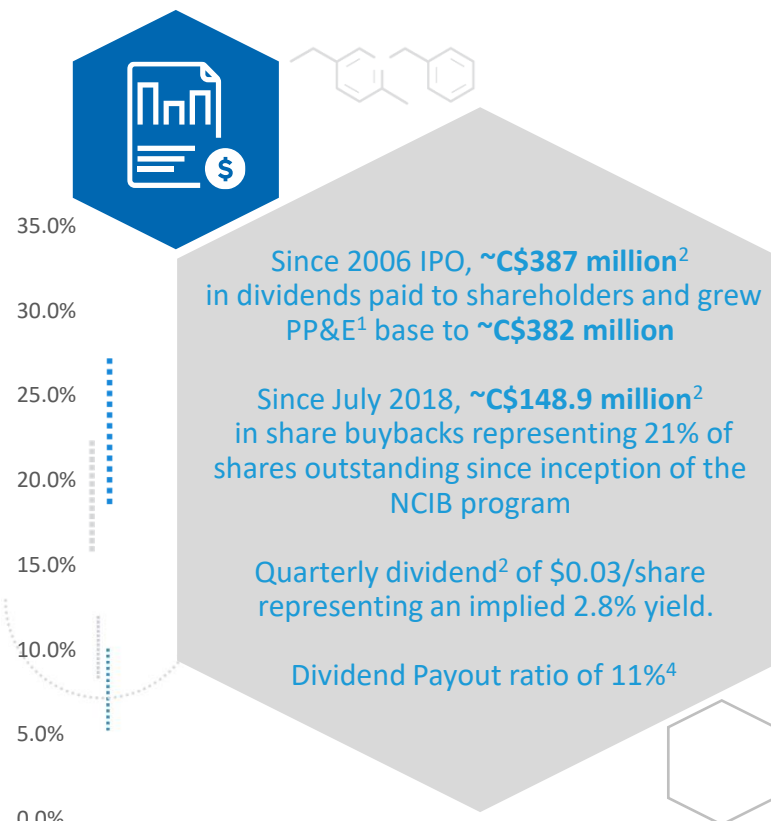
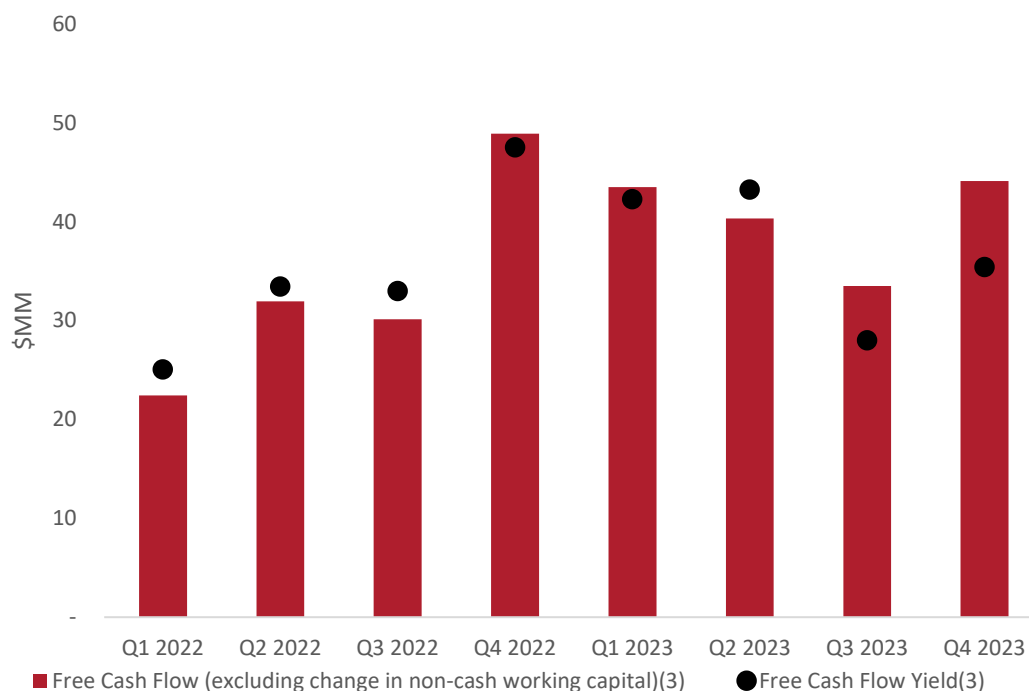
- Increased activity & market share
- Increased service intensity
- Adoption of price increases
- Prudent cost structure
- Strategic inventory purchases

Solid financial momentum in recent quarters underpinned by accelerating revenue growth and strong margins.

1. Non-GAAP measures or non-GAAP ratios that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).

# Strong Free Cash Flow Generation

## Free Cash Flow<sup>3</sup>



Asset light business model and counter cyclical balance sheet designed to generate significant Free Cash Flow through all points of the cycle, while growth in recurring production chemical revenue stream underpins increased stability in financial profile

1. PP&E base is inclusive of Right of Use ("ROU") assets, as at December 31, 2023.

2. As at February 29, 2024.

3. Non-GAAP measure or Non-GAAP ratio that does not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" found within this presentation.

4. As at December 31, 2023

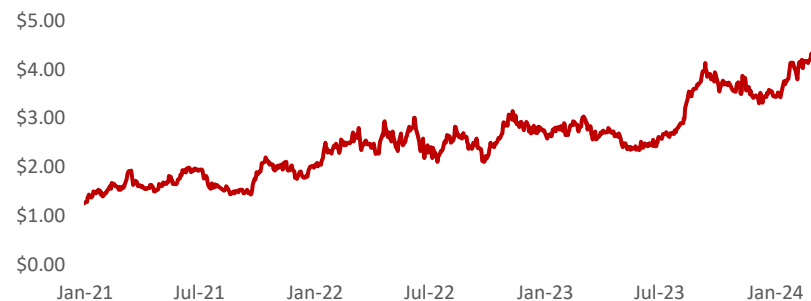
# Prudent Capital Structure & Liquidity Profile



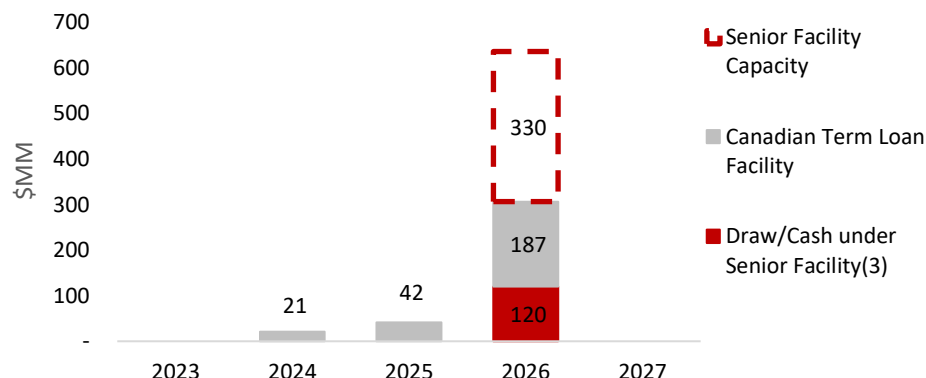
## Current Capitalization

Share Price <sup>1</sup>	\$4.27
Shares Outstanding <sup>1</sup>	233,148,174
<b>MARKET CAPITALIZATION</b>	<b>\$996MM</b>
Dividend Yield <sup>1</sup>	2.8%
Senior Facility Net Draw <sup>3</sup>	\$120MM
Canadian Term Loan Facility	\$250MM
Lease Obligations <sup>4</sup>	\$73MM
<b>TOTAL DEBT<sup>4</sup>, net of cash</b>	<b>\$443MM</b>
Working Capital Surplus <sup>4</sup>	\$633MM
<b>TOTAL NET DEBT<sup>4</sup></b>	<b>(\$190MM)</b>
Senior Facility Size <sup>3</sup>	\$450MM
Senior Facility Net Draw <sup>3</sup>	\$120MM
<b>AVAILABLE LIQUIDITY</b>	<b>\$330MM</b>
Net Senior Debt / EBITDA <sup>2,6</sup>	1.45x
Covenant	Max 3.0x
Total Net Debt / Adj. EBITDAC <sup>2,5</sup>	1.49x
Covenant	Max 4.0x
Credit Rating (DBRS, S&P)	B High (Stable); B (Stable)

## Share Price Performance: TSX:CEU



## Maturity Schedule



Well-positioned with a strong balance sheet, conservative maturity schedule, and counter cyclical business model

1. As at February 29, 2024.
2. As at December 31, 2023.
3. As at February 29, 2024. CAD equivalent using USDCAD of \$1.35 (CES' Senior Facility is comprised of a \$300MM Canadian facility and a US\$110MM US facility).
4. Non-GAAP measures or non-GAAP ratios that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).
5. Non-GAAP ratio that does not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" found within this presentation.
6. Covenant as defined under CES' Senior Facility agreement.

# Investment Highlights

North American  
provider of  
molecular level  
chemical  
solutions

Vertically  
integrated  
consumables  
business model

Decentralized  
operations in key  
attractive  
markets

Resilient &  
countercyclical  
balance sheet

Low capital  
intensity &  
strong free cash  
flow generation





# APPENDIX



# Management Team



Senior management has approximately **130 years** combined experience and broad in-depth knowledge of CES' products and end markets

Management and insiders currently own approximately 4%<sup>1</sup> of outstanding common shares and are aligned with shareholders in creating long-term sustainable value

Individual	Position	Biography
<b>Kenneth Zinger</b>	<i>President &amp; Chief Executive Officer</i>	<ul style="list-style-type: none"> <li>Co-founder of CES Energy Solutions and COO from 2006 to 2021</li> <li>President and one of the principals of Impact Fluid Systems Inc.</li> <li>Worked as a Technical Sales Representative for Newpark Canada for three years</li> <li>Worked in the field in various drilling related capacities for nine years before joining Protec Mud Services as a Drilling Fluids Technician</li> <li>Over 37 years of experience in the Canadian oilfield services industry</li> </ul>
<b>Anthony Aulicino</b>	<i>Chief Financial Officer</i>	<ul style="list-style-type: none"> <li>Over 20 years of experience in corporate finance, capital markets, mergers &amp; acquisitions, and North American energy services industry coverage</li> <li>Led Energy Services Investment Banking at Scotiabank Global Banking and Markets, where he most recently held the title of Managing Director</li> <li>Practiced as a Professional Engineer in the manufacturing sector for five years earning two patents</li> <li>MBA (Finance Specialization) from Rotman School of Management, University of Toronto; B.A.Sc. in Mechanical Engineering from University of Toronto</li> </ul>
<b>Vern Disney</b>	<i>President, US Production Chemicals</i>	<ul style="list-style-type: none"> <li>Co-founder of Catalyst Oilfield Services LLC</li> <li>Obtained a Petroleum Engineering degree from Texas A&amp;M University</li> <li>Over 20 years of experience in the production and specialty chemicals business, originally with Baker Hughes Inc.</li> <li>Recognized expert in the specialty chemicals business</li> </ul>
<b>Richard Baxter</b>	<i>President, US Drilling Fluids</i>	<ul style="list-style-type: none"> <li>Petroleum Engineer and holds a Master of Science</li> <li>Joined CES in 2010 through the Fluids Management II ("FMI") acquisition, and held various positions within FMI prior to acquisition for 13 years</li> <li>Prior to FMI, worked as a drilling engineer for Enron Oil and Gas NA for 5 years</li> <li>Over 25 years experience in the US oilfield service industry</li> </ul>
<b>David Horton</b>	<i>Chief Technology Officer</i>	<ul style="list-style-type: none"> <li>Obtained degrees in chemistry and mathematics, with a dozen patents in fracturing, drilling fluids &amp; production chemicals</li> <li>Joined CES in 2014; prior thereto, served as Vice-President of Technology for Engenium Chemicals Corp.</li> <li>Over 30 years of experience in international and domestic production treating, drilling fluids, and fracturing fluids</li> </ul>

1. As at December 31, 2023.

# Board of Directors



Individual	Position	Biography
<b>Philip Scherman</b>	<i>Director and Chairman of Board of Directors</i>	<ul style="list-style-type: none"> <li>• Director of Mullen Group Ltd. and The Calgary Foundation</li> <li>• Former Audit Partner of KPMG</li> <li>• Over 45 years of experience</li> </ul>
<b>Ian Hardacre</b>	<i>Director</i>	<ul style="list-style-type: none"> <li>• Formerly Chief Investment Officer and Senior Vice President at Empire Life Investment Management Inc.</li> <li>• Over 25 years of experience</li> </ul>
<b>Joe Wright</b>	<i>Director</i>	<ul style="list-style-type: none"> <li>• Former Director, Executive Vice-President and COO of Concho Resources Inc.</li> <li>• Over 25 years of experience</li> </ul>
<b>John Hooks</b>	<i>Director and Compensation and Governance Committee Chair</i>	<ul style="list-style-type: none"> <li>• Chief Executive Officer and Director of PHX Energy Services Corp., and its predecessor, Phoenix Technology Services Inc.</li> <li>• Over 30 years of experience</li> <li>• Director at Crew Energy Inc.</li> </ul>
<b>Kyle Kitagawa</b>	<i>Director and Audit Committee Chair</i>	<ul style="list-style-type: none"> <li>• Managing Director of North River Capital Corp.</li> <li>• Former President and Chief Executive Officer of Enron Canada Corp.</li> <li>• Former Director for various energy companies</li> <li>• Over 30 years of experience</li> </ul>
<b>Spencer D. Armour, III</b>	<i>Director</i>	<ul style="list-style-type: none"> <li>• Director of ProPetro Holding Corp. and Director of Viper Energy Partners, LP</li> <li>• Partner at Geneses Investments LLC</li> <li>• Former President of PT Petroleum LLC</li> <li>• Over 30 years of experience</li> </ul>
<b>Stella Cosby</b>	<i>Director and Health, Safety &amp; Environment Committee Chair</i>	<ul style="list-style-type: none"> <li>• Former Vice President, People for Cervus Equipment Corporation</li> <li>• Former Director of Savanna Energy Services</li> <li>• Over 25 years of experience</li> </ul>
<b>Kenneth Zinger</b>	<i>Director, President and Chief Executive Officer</i>	<ul style="list-style-type: none"> <li>• See Management Biographies</li> </ul>

# Historical Financial Information

	2020	2021	2022	2023
<b>Revenue</b>	\$888,047	\$1,196,420	\$1,922,319	\$2,163,512
Adjusted Gross Margin <sup>1</sup>	\$231,291	\$302,557	\$447,650	\$538,188
Adjusted Gross Margin % of Revenue <sup>1</sup>	26.0%	25.3%	23.3%	24.9%
<b>Adjusted EBITDAC<sup>1</sup></b>	<b>\$102,168</b>	<b>\$156,156</b>	<b>\$257,022</b>	<b>\$315,821</b>
Adjusted EBITDAC % of Revenue <sup>1</sup>	11.5%	13.1%	13.4%	14.6%
<b>Cash provided by operating activities</b>	<b>\$156,679</b>	<b>(\$74,405)</b>	<b>(\$2,738)</b>	<b>\$301,779</b>
Adjust for: Change in non-cash operating working capital	\$84,326	(\$191,659)	(\$197,758)	\$50,128
Less: Maintenance Capital <sup>2</sup>	\$8,063	\$11,466	\$21,112	\$17,575
Less: Repayment of lease obligations	\$23,235	\$19,361	\$20,381	\$27,944
<b>Distributable Earnings<sup>1</sup></b>	<b>\$41,055</b>	<b>\$86,428</b>	<b>\$153,527</b>	<b>\$206,132</b>
Dividends declared	\$2,948	\$8,139	\$17,359	\$23,337
Common shares repurchased and cancelled through NCIB	\$11,251	\$16,169	\$5,242	\$70,941
Repurchase of senior unsecured notes	\$1,818	\$988	\$0	\$287,954
Expansion Capital <sup>2</sup>	\$14,885	\$17,900	\$28,714	\$55,835
Interest on Debt	\$22,869	\$21,197	\$29,100	\$38,168
Total Debt:				
Senior Facility (Cash Position)	(\$18,251)	\$110,089	\$208,512	\$140,616
Senior Notes	\$288,954	\$287,954	\$287,954	\$0
Canadian Term Loan Facility	\$0	\$0	\$0	\$250,000
Other LT debt & leases <sup>3</sup>	\$14,682	\$16,857	\$23,237	\$40,631
IFRS 16 Lease Obligations <sup>4</sup>	\$14,292	\$24,492	\$37,828	\$38,372
<b>Total Debt<sup>1</sup>, net of cash</b>	<b>\$299,677</b>	<b>\$439,392</b>	<b>\$557,531</b>	<b>\$469,619</b>
Working Capital Surplus <sup>1</sup>	\$273,313	\$459,754	\$691,096	\$632,764
<b>Net Debt<sup>1</sup></b>	<b>\$26,364</b>	<b>(\$20,362)</b>	<b>(\$133,565)</b>	<b>(\$163,145)</b>
<b>Total Debt, net of cash / Adjusted EBITDAC<sup>5</sup></b>	<b>2.9x</b>	<b>2.8x</b>	<b>2.2x</b>	<b>1.5x</b>
<b>Net Debt / Adjusted EBITDAC<sup>5</sup></b>	<b>0.3x</b>	<b>n.m.f.</b>	<b>n.m.f.</b>	<b>n.m.f.</b>
<b>Adjusted EBITDAC / Interest on Debt<sup>5</sup></b>	<b>4.5x</b>	<b>7.4x</b>	<b>8.8x</b>	<b>8.3x</b>
<b>Dividend Payout Ratio<sup>1</sup></b>	<b>7%</b>	<b>9%</b>	<b>11%</b>	<b>11%</b>

1. Non-GAAP measures or non-GAAP ratios that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).
2. Historical capital spend shown net of amounts financed through lease arrangements. Supplementary Financial Measure. Supplementary financial measures are provided in this presentation where management believes they assist the reader in understanding CES' results. Refer to section entitled "Non-GAAP Measures and Other Financial Measures" in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).
3. Includes current and non-current portion of deferred acquisition consideration, current and non-current portions of finance lease obligations and vehicle and equipment financing loans, long-term portion of PSU liabilities, and deferred financing costs.
4. IFRS 16 Lease Obligations represent the total incremental lease obligation recognized for the period due to the adoption of IFRS 16 on January 1, 2019.
5. Non-GAAP ratios that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled "Non-GAAP Measures and Other Financial Measures" found within this presentation.

# Non-GAAP & Other Financial Measures



## Non-GAAP Measures & Non-GAAP Ratios

This presentation uses certain financial measures and ratios that are not recognized under IFRS, where management believes they assist the reader in understanding CES' results. These measures and ratios do not have a standardized meaning under IFRS and therefore may not be comparable to similar measures used by other issuers. The non-GAAP measures and non-GAAP ratios used in this presentation are described in CES' MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation, or as follows:

*Free Cash Flow* – is a non-GAAP measure that has been reconciled to cash provided by operating activities, being the most directly comparable measure calculated in accordance with IFRS. Free Cash Flow is defined as cash flow from operations after capital expenditures and repayment of lease obligations, net of proceeds on disposal of assets, and represents the Company's core operating results in excess of required capital expenditures.

*Average Market Capitalization* – is a non-GAAP measure that is calculated as the Weighted average – basic share count multiplied by the average share price in the relevant period.

*Free Cash Flow yield* – is a non-GAAP ratio that is calculated as Annualized Free Cash Flow, excluding changes in working capital, divided by the Average Market Capitalization, and represents the Company's core operating results in excess of required capital expenditures, and demonstrates the yield available to the equity holders from the respective operating periods.

Free Cash Flow excluding change in non-cash working capital and Free Cash Flow yield are reconciled to cash from provided by operating activities as follows:

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023
Cash provided by operating activities	(12,435)	(12,829)	(16,258)	38,784	73,238	89,327	99,922	39,292
Adjust for:								
Expansion Capital(1)	(5,240)	(5,537)	(10,489)	(7,448)	(10,630)	(12,639)	(16,026)	(16,541)
Maintenance Capital(1)	(3,275)	(5,778)	(4,491)	(7,568)	(4,299)	(6,761)	(4,170)	(2,345)
Repayment of lease obligation	(4,810)	(5,478)	(5,178)	(4,915)	(5,460)	(6,161)	(8,195)	(8,128)
Proceeds on disposal of assets	2,628	2,584	1,414	1,947	1,252	2,908	4,047	2,952
<b>Free Cash Flow</b>	<b>(23,132)</b>	<b>(27,038)</b>	<b>(35,002)</b>	<b>20,800</b>	<b>54,101</b>	<b>66,674</b>	<b>75,578</b>	<b>15,230</b>
Change in non-cash working capital	45,554	58,970	65,126	28,108	(10,613)	(26,332)	(42,071)	28,888
<b>Free Cash Flow excluding change in non-cash working capital</b>	<b>22,422</b>	<b>31,932</b>	<b>30,124</b>	<b>48,908</b>	<b>43,488</b>	<b>40,342</b>	<b>33,507</b>	<b>44,118</b>
Average Share Price(2)	2.42	2.57	2.45	2.77	2.77	2.52	3.30	3.57
Shares outstanding, Weighted average - basic	254,024,573	255,568,154	256,246,967	255,031,387	254,882,825	253,756,497	248,808,899	239,160,013
<b>Average Market Capitalization</b>	<b>614,575,580</b>	<b>655,552,598</b>	<b>626,706,868</b>	<b>705,884,374</b>	<b>705,742,222</b>	<b>640,121,228</b>	<b>821,069,367</b>	<b>854,534,156</b>
<b>Free Cash Flow Yield</b>	<b>15%</b>	<b>19%</b>	<b>19%</b>	<b>28%</b>	<b>25%</b>	<b>25%</b>	<b>16%</b>	<b>21%</b>

1. *Supplementary Financial Measure. Supplementary financial measures are provided in this presentation where management believes they assist the reader in understanding CES' results. Refer to section entitled "Non-GAAP Measures and Other Financial Measures" in this presentation.*

2. *Average share price for the respective period obtained from [www.money.tmx.com](http://www.money.tmx.com)*

# Non-GAAP & Other Financial Measures (cont.)



*Total Debt / Adjusted EBITDAC* – is a non-GAAP ratio that Management believes is a useful measure of the Company’s liquidity and leverage levels, and is calculated as Total Debt divided by Adjusted EBITDAC. Total Debt and Adjusted EBITDAC are non-GAAP measures that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled “Non-GAAP Measures and Other Financial Measures” in CES’ MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).

*Net Debt / Adjusted EBITDAC* - is a non-GAAP ratio that Management believes is a useful measure of the Company’s liquidity and leverage levels after removing working capital, and is calculated as Total Debt less Working Capital Surplus divided by Adjusted EBITDAC. Total Debt, Working Capital Surplus and Adjusted EBITDAC are non-GAAP measures that do not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled “Non-GAAP Measures and Other Financial Measures” in CES’ MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).

*Adjusted EBITDAC / Interest on Debt* – is a non-GAAP ratio that Management believes is a useful measure of the Company’s ability to service its debt requirements, and is calculated as Adjusted EBITDAC divided by interest on debt calculated in accordance with IFRS. Adjusted EBITDAC is a non-GAAP measure that does not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to the section entitled “Non-GAAP Measures and Other Financial Measures” in CES’ MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation and is available on SEDAR at [www.sedar.com](http://www.sedar.com).

## Supplementary Financial Measures

A supplementary financial measure: (a) is, or is intended to be, disclosed on a periodic basis to depict the historical or expected future financial performance, financial position or cash flow of the Company; (b) is not presented in the financial statements of the Company; (c) is not a non-GAAP financial measure; and (d) is not a non-GAAP ratio. Supplementary financial measures found within this presentation are described in CES’ MD&A for the three and twelve months ended December 31, 2023, which is incorporated by reference into this presentation, or as follows:

*Net Capex as a % of Revenue* – calculated as total investment in property and equipment less proceeds on disposal of assets, divided by revenue for the period as determined in accordance with IFRS.

*Expansion Capital* - comprises a component of total investment in property and equipment as determined in accordance with IFRS, and represents the amount of capital expenditure that has been or will be incurred to grow or expand the business or would otherwise improve the productive capacity of the operations of the business.

*Maintenance Capital* - comprises a component of total investment in property and equipment as determined in accordance with IFRS, and represents the amount of capital expenditure that has been or will be incurred to sustain the current level of operations.

# Contact information

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