# Management's Discussion and Analysis

# Fourth Quarter and Year-End Report for the three and twelve-month periods ended December 31, 2024 and 2023

The following Management's Discussion and Analysis ("MD&A") of the financial condition, results of operations, and cash flow of PHX Energy Services Corp. ("PHX Energy" or the "Corporation") should be read in conjunction with the Corporation's annual audited consolidated financial statements for the years ended December 31, 2024 and 2023 and the accompanying notes contained therein as well as other sections contained within the Corporation's 2024 annual report. Readers can also obtain additional information on the Corporation including its most recently filed Annual Information Circular and Annual Information Form ("AIF") on SEDAR+ at www.sedarplus.ca. This MD&A has been prepared taking into consideration information available up to and including February 25, 2025.

PHX Energy's audited annual financial statements for the years ended December 31, 2024 and 2023 have been prepared in accordance with IFRS Accounting Standards, as issued by the International Accounting Standards Board. The MD&A and audited annual financial statements were reviewed by PHX Energy's Audit Committee and approved by PHX Energy's Board of Directors (the "Board") on February 25, 2025.

This MD&A contains Forward-Looking Information and Non-GAAP and Other Financial Measures, including Non-GAAP Financial Measures and Ratios, Capital Management Measures and Supplementary Financial Measures. Please refer to the "Non-GAAP and Other Financial Measures" section of this MD&A for applicable definitions and reconciliations. Please refer to the "Cautionary Statement Regarding Forward-Looking Information and Statements" section of this MD&A.

Industry data cited throughout this MD&A is sourced from Baker Hughes North American rig counts (https://rigcount.bakerhughes.com/na-rig-count) and custom reports from Geologic Systems for Canadian industry operating days.

#### **Fourth Quarter Highlights**

- For the three-month period ended December 31, 2024, PHX Energy generated consolidated revenue of \$178.7 million, the highest level of fourth quarter revenue on record and the highest level of quarterly revenue in the Corporation's history. Consolidated revenue in the 2024-quarter included \$10 million of motor rental revenue and \$5.3 million of revenue generated from the sale of motor equipment and parts (2023 \$10.3 million and \$0.9 million, respectively).
- PHX Energy's US division revenue in the fourth quarter of 2024 was \$132.3 million, 8 percent higher than the \$122.1 million generated in the fourth quarter of 2023 and the highest level of US quarterly revenue on record. US division revenue in the 2024-quarter represented 74 percent of consolidated revenue (2023 74 percent).
- PHX Energy's Canadian division reported \$46.3 million of quarterly revenue, 7 percent higher compared to \$43.3 million in the 2023-quarter and the highest level of fourth quarter revenue for the Canadian division since 2014.
- In the fourth quarter of 2024, adjusted EBITDA<sup>(1)</sup> was \$29.6 million, 17 percent of consolidated revenue<sup>(1)</sup> as compared to \$35.4 million, 21 percent of consolidated revenue, in the same 2023-quarter. Included in the 2024-quarter's adjusted EBITDA is a \$2.2 million write-down of inventory to its net realizable value at the end of the 2024-period. Additionally, adjusted EBITDA in the 2024-quarter included \$2.2 million in cash-settled share-based

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compensation expense (2023 - \$4.6 million). Adjusted EBITDA excluding cash-settled share-based compensation expense <sup>(1)</sup> in the fourth quarter of 2024 was \$31.8 million, 18 percent of consolidated revenue<sup>(1)</sup> (2023 - \$40 million, 24 percent of consolidated revenue). Despite higher revenue generated in the 2024-quarter, profitability declined mainly due to generally higher equipment repair expenses, weaker activity in the Corporation's high margin RSS and motor rental revenue streams in the US, and lower net gain on disposition of drilling equipment realized in the 2024-quarter.

- Earnings in the 2024 three-month period were \$14.1 million, \$0.30 per share, as compared to \$33.1 million, \$0.68 per share, in the same 2023-period. Earnings in the 2024-period included a provision for income tax of \$1.7 million while earnings in the 2023-period included a \$9.5 million recovery of income taxes that resulted primarily from the recognition and utilization of previously unrecognized deferred tax assets in the Canadian jurisdiction. Additionally, as a result of fixed asset additions throughout 2024, depreciation and amortization expenses on drilling and other equipment increased by 18 percent to \$11.8 million (pre-tax) in the 2024-quarter from \$10.1 million (pre-tax) in the corresponding 2023-quarter.
- In the 2024 three-month period, the Corporation generated excess cash flow<sup>(2)</sup> of \$17.3 million (2023 \$22.3 million), after deducting net capital expenditures<sup>(2)</sup> of \$5.7 million.
- For the three-month period ended December 31, 2024, PHX Energy purchased and canceled 493,000 common shares for \$4.9 million through its current Normal Course Issuer Bid ("NCIB").
- In the fourth quarter of 2024, PHX Energy paid \$9.2 million in dividends which is 26 percent more than the dividend amount paid in the same 2023-quarter. On December 13, 2024, the Corporation declared a dividend of \$0.20 per share or \$9.1 million, paid on January 15, 2025 to shareholders of record on December 31, 2024.

#### **Year End Highlights**

- For the year ended December 31, 2024, the Corporation generated annual consolidated revenue of \$659.7 million which is the highest annual revenue in the Corporation's history (2023 \$656.3 million). Consolidated revenue in the 2024-year included \$38.4 million of motor rental revenue (2023 \$47 million) and \$11.2 million of revenue generated from the sale of motor equipment and parts (2023 \$11 million).
- The Corporation's US division achieved annual revenue of \$479.5 million, only 3 percent lower than the record \$496.5 million set in 2023. US division revenue in the 2024-year represented 73 percent of consolidated revenue (2023 – 76 percent).

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- PHX Energy's Canadian division generated annual revenue of \$180.2 million (2023 \$159.8 million), the highest level achieved since 2014.
- For the year-ended December 31, 2024, adjusted EBITDA<sup>(1)</sup> was \$123.7 million, 19 percent of consolidated revenue and the second highest level in the Corporation's history, as compared to the record \$150.7 million, 23 percent of consolidated revenue in 2023. Included in the 2024-year's adjusted EBITDA is \$24.6 million of net gain on disposition of drilling equipment, a decrease compared to \$31.3 million in 2023, and a \$2.2 million write-down of inventory to its net realizable value at the end of 2024. Apart from the lower net gain on disposition of drilling equipment and write-down of inventory, the decline in profitability in the 2024-year was primarily due to generally increased equipment repair costs, weaker activity in the Corporation's high margin RSS and motor rental revenue streams in the US, and lower margins realized from the sale of motor equipment and parts. For the year-ended December 31, 2024, the Corporation recognized cash-settled share-based compensation expense of \$11.8 million (2023 \$13.5 million). Adjusted EBITDA excluding cash-settled share-based compensation expense<sup>(1)</sup> in the 2024-year was \$135.5 million, 21 percent of consolidated revenue (2023 \$164.2 million, 25 percent of consolidated revenue).
- In the 2024-year, earnings were \$54.6 million, \$1.16 per share as compared to \$98.6 million, \$1.96 per share in 2023. For the year-ended December 31, 2024, the Corporation recorded a tax provision of \$15.7 million, an increase compared to \$5.1 million in 2023. Additionally, depreciation and amortization expenses in the 2024 twelve-month period increased by 15 percent to \$44.8 million (pre-tax) from \$38.9 million (pre-tax) in 2023.
- For the year ended December 31, 2024, PHX Energy generated excess cash flow<sup>(2)</sup> of \$47.6 million, after deducting net capital expenditures<sup>(2)</sup> of \$46.5 million.
- In the 2024 twelve-month period, through its previous and current NCIB, the Corporation purchased and canceled 2,141,232 common shares for \$20.6 million.
- Since the second quarter of 2017 to December 31, 2024, a total of 16.3 million common shares have been purchased and cancelled under PHX Energy's various NCIB's. This represents 28 percent of common shares outstanding as of June 30, 2017. It is the Corporation's intention to continue the current strategy of leveraging the NCIB as a tool to further reward shareholders through its Return of Capital Strategy ('ROCS").
- PHX Energy paid \$37.6 million in dividends in the 2024-year which is 24 percent higher than the dividend amount paid in 2023.
- The Board previously approved a preliminary 2025 capital expenditure budget of \$50 million. With \$2 million of the 2024 capital expenditure budget carried forward into 2025 and an additional \$3 million in capital expenditures

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expected, the Corporation now anticipates spending \$55 million in capital expenditures during 2025, which was recently approved by the Board.

• As at December 31, 2024, the Corporation had working capital<sup>(2)</sup> of \$84.5 million and net debt<sup>(2)</sup> of \$2.7 million.

# **Financial Highlights**

(Stated in thousands of dollars except per share amounts, percentages and shares outstanding)

Three	ee-month peri	ods ended D	ecember 31,	Y	ears ended D	ecember 31,
	2024	2023	% Change	2024	2023	% Change
Operating Results						
Revenue	178,676	165,332	8	659,663	656,341	1
Earnings	14,098	33,134	(57)	54,622	98,580	(45)
Earnings per share – diluted	0.30	0.68	(56)	1.16	1.96	(41)
Adjusted EBITDA (1)	29,638	35,388	(16)	123,734	150,717	(18)
Adjusted EBITDA per share – diluted (1)	0.63	0.70	(10)	2.63	2.86	(8)
Adjusted EBITDA as a percentage of revenue <sup>(1)</sup>	17%	21%		19%	23%	
Cash Flow						
Cash flows from operating activities	17,676	36,754	(52)	96,898	96,723	-
Funds from operations (2)	24,305	28,167	(14)	99,695	119,317	(16)
Funds from operations per share – diluted <sup>(3)</sup>	0.51	0.56	(9)	2.12	2.26	(6)
Dividends paid per share <sup>(3)</sup>	0.20	0.15	33	0.80	0.60	33
Dividends paid	9,183	7,277	26	37,570	30,189	24
Capital expenditures <sup>(3)</sup>	15,714	15,474	2	83,277	64,932	28
Excess cash flow (2)	17,263	22,347	(23)	47,569	92,813	(49)
Financial Position, December 31,						
Working capital (2)				84,545	93,915	(10)
Net debt (Net cash) <sup>(2)</sup>				2,664	(8,869)	n.m.
Shareholders' equity				222,205	209,969	6
Common shares outstanding				45,506,773	47,260,472	(4)

n.m. – not meaningful

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## Non-GAAP and Other Financial Measures

Throughout this MD&A, PHX Energy uses certain measures to analyze financial performance, financial position, and cash flow. These Non-GAAP and Other Specified Financial Measures do not have standardized meanings prescribed under Canadian generally accepted accounting principles ("GAAP") and include Non-GAAP Financial Measures and Ratios, Capital Management Measures and Supplementary Financial Measures (collectively referred to as "Non-GAAP and Other Financial Measures"). These Non-GAAP and Other Specified Financial Measures include, but are not limited to, adjusted EBITDA, adjusted EBITDA per share, adjusted EBITDA excluding cash-settled share-based compensation expense, adjusted EBITDA as a percentage of revenue, gross profit as a percentage of revenue excluding depreciation and amortization, selling, general and administrative ("SG&A") costs excluding share-based compensation as a percentage of revenue, funds from operations, funds from operations per share, excess cash flow, net capital expenditures, net debt (net cash), working capital, and remaining distributable balance under ROCS. Management believes that these measures provide supplemental financial information that is useful in the evaluation of the Corporation's operations and may be used by other oil and natural gas service companies. Investors should be cautioned, however, that these measures should not be construed as alternatives to measures determined in accordance with GAAP as an indicator of PHX Energy's performance. The Corporation's method of calculating these measures may differ from that of other organizations, and accordingly, such measures may not be comparable. Please refer to the "Non-GAAP and Other Financial Measures" section of this MD&A for applicable definitions, rationale for use, method of calculation and reconciliations where applicable.

# Outlook

- In the first two months of 2025, our US division is operating at robust activity levels. With our unique suite of technology and strong reputation, we believe our US operations will continue to produce strong financial results as we continue to focus on increased RSS utilization and our proprietary Real Time RSS Communication technology. In addition, we anticipate a slight uptick in the US rig count which will also be beneficial for growth in the year ahead.
- In 2025 we will continue to dedicate resources towards our Atlas motor rental business and believe we will see
  growth as we expand our fleet capacity further beyond the demand within our full-service division. Additionally, the
  division's reputation will become more established as more operators experience the reliability and power
  advantages of our Atlas motors. In the sales division of our Atlas business, we foresee incremental increases in
  revenue in line with our customers' 2024 fleet expansion as their part requirements will increase. Although the timing
  of orders for parts is difficult to predict as it is based on customers' activity levels and service cycles.
- Thus far in the first quarter of 2025, our Canadian operations have seen higher activity levels and the first quarter is
  typically the strongest for this division. With this promising start to the year, we are cautiously optimistic that our
  Canadian operations will continue to produce strong results in 2025, especially with the addition of owned RSS
  technology and the associated Real Time RSS Communication technology. We have held an enviable market share
  position in Canada for numerous years and believe we will be able to maintain this position while also increasing the
  high margin RSS portion of activity as in the first quarter we have already seen more demand.
- In 2025, we will strive to improve our profitability through our high margin businesses and internal efficiencies. Although, the potential of tariffs and changes to the global trade environment could impact our supply chain and demand for services. We are monitoring the situation closely and our team is developing contingency plans where possible in our supply chain to reduce the impact of tariffs that may be enacted.
- We will remain committed to our ROCS to reward shareholders, leveraging our dividend and NCIB programs. We have paid \$184 million in dividends since 2011 which equates to \$4.93 per share. Under our NCIB programs, 28 percent of common shares outstanding as at June 30, 2017 have been purchased and cancelled. It is our intention to continue the current strategy of leveraging the NCIB as a tool to further reward shareholders and there are approximately 2.3 million shares remaining for purchase prior to its expiry in August of this year.
- We foresee generating improved excess cash flow in the 2025-year and therefore anticipate distributions made under ROCS will remain within the 70 percent of excess cash flow target.

Michael Buker, President February 25, 2025

# About PHX Energy Services Corp.

PHX Energy is a growth-oriented, public oil and natural gas services company. The Corporation, through its directional drilling subsidiary entities provides horizontal and directional drilling services and technologies to oil and natural gas exploration and development companies principally in Canada and the US. In connection with the services it provides, PHX Energy engineers, develops and manufactures leading-edge technologies. In recent years, PHX Energy has developed various new technologies that have positioned the Corporation as a technology leader in the horizontal and directional drilling services sector.

PHX Energy's Canadian directional drilling operations are conducted through Phoenix Technology Services LP. The Corporation maintains its corporate head office, research and development, Canadian sales, service and operational centers in Calgary, Alberta. In addition, PHX Energy has a facility in Estevan, Saskatchewan. PHX Energy's US operations, conducted through the Corporation's wholly-owned subsidiary, Phoenix Technology Services USA Inc., is headquartered in Houston, Texas. Phoenix USA has sales and service facilities in Houston, Texas; Midland, Texas; Casper, Wyoming; and Oklahoma City, Oklahoma. Internationally, PHX Energy has an administrative office in Nicosia, Cyprus and also supplies technology to the Middle East regions. At the end of 2024, the Corporation has substantially completed the wind up of its operations in Albania.

As at December 31, 2024, PHX Energy had 924 full-time employees (2023 – 920) and the Corporation utilized over 139 additional field consultants in 2024 (2023 – over 175).

The common shares of PHX Energy trade on the Toronto Stock Exchange under the symbol PHX.

# **Overall Performance**

In the fourth quarter of 2024, PHX Energy reported its highest level of quarterly revenue in the Corporation's history, generating consolidated revenue of \$178.7 million (2023-quarter - \$165.3 million). With increased capacity in its premium technology fleet and continued strong demand for the Corporation's unique technology offering, activity in both the US and Canadian divisions outperformed industry activity trends, which helped drive the 8 percent gain in revenue.

For the three-month period ended December 31, 2024, the Corporation's US division's revenue increased by 8 percent to a record \$132.3 million compared to \$122.1 million in the same 2023-quarter. The US industry's rig count declined by 6 percent compared to the fourth quarter of 2023. In comparison, PHX Energy's US operating days<sup>(3)</sup> saw a modest increase of 8 percent to 4,438 days from 4,114 in the 2023-quarter. The US division's average revenue per day<sup>(3)</sup> for directional drilling services slightly decreased by 2 percent quarter-over-quarter. Without the impact of foreign exchange, the average revenue per day for directional drilling services was down 6 percent. Softer industry activity levels in the 2024-period had a more direct impact on the Corporation's US motor rental activity and partly caused the US motor rental revenue to decrease to \$9.2 million from \$9.9 million in the same period in 2023. In the 2024-quarter, the US division generated \$5.3 million of revenue from motor equipment and parts sold (2023-quarter - \$0.9 million). Revenue from the Corporation's US division in the 2024-quarter represented 74 percent of consolidated revenue (2023 – 74 percent).

The Corporation's Canadian division generated its highest level of fourth quarter revenue since 2014. Canadian division revenue in the 2024 three-month period grew to \$46.3 million, a 7 percent increase from \$43.3 million in the same 2023-period. The Canadian segment recorded 3,369 operating days in the 2024-quarter, a 6 percent increase from the 3,164 operating days realized in the comparable 2023-quarter which is slightly above the Canadian industry drilling activity's 4 percent gain quarter-over-quarter. Average revenue per day<sup>(3)</sup> realized by the Canadian division was flat at \$13,538 in the 2024-quarter, as compared to \$13,522 in the corresponding 2023-quarter and the Corporation's Canadian motor rental division generated \$0.8 million of revenue in the 2024-period (2023 - \$0.5 million).

For the three-month period ended December 31, 2024, earnings were \$14.1 million (2023 - \$33.1 million), adjusted EBITDA<sup>(1)</sup> was \$29.6 million (2023 - \$35.4 million), and adjusted EBITDA represented 17 percent of consolidated revenue<sup>(1)</sup> (2023 – 21 percent). In the 2024-quarter, the Corporation recorded a tax provision of \$1.7 million whereas in the 2023-quarter earnings there was a \$9.5 million recovery of income taxes that primarily resulted from the recognition and utilization of previously unrecognized deferred tax assets in the Canadian jurisdiction. Additionally, as a result of fixed asset additions throughout 2024,

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depreciation and amortization expenses on drilling and other equipment increased by 18 percent to \$11.8 million (pre-tax) in the 2024-quarter from \$10.1 million (pre-tax) in the corresponding 2023-quarter. Included in the 2024 three-month period adjusted EBITDA is cash-settled share-based compensation expense of \$2.2 million (2023 - \$4.6 million). For the three-month period ended December 31, 2024, adjusted EBITDA excluding cash-settled share-based compensation expense was \$31.8 million (2023 - \$40 million). Despite higher revenue generated in the 2024-quarter, profitability declined mainly due to generally higher equipment repair expenses, weaker activity in the Corporation's high margin RSS and motor rental revenue streams in the US, and lower net gain on disposition of drilling equipment. In the 2024 three-month period, the Corporation also recognized a \$2.2 million write-down of inventory to its net realizable value.

In all four quarters of 2024, PHX Energy realized strong quarterly revenue which either exceeded or was slightly below the record-breaking quarters seen in 2023. Particularly, the record revenue achieved in the fourth quarter of 2024 resulted in the 2024 annual revenue surpassing the annual revenue realized in 2023. For the year ended December 31, 2024, the Corporation's consolidated revenue increased by 1 percent to \$659.7 million from \$656.3 million in 2023.

Earnings for the 2024-year were \$54.6 million (2023 - \$98.6 million) and adjusted EBITDA<sup>(1)</sup> was \$123.7 million, 19 percent of consolidated revenue (2023 - \$150.7 million, 23 percent of consolidated revenue). In the 2024-year, the Corporation recorded a tax provision of \$15.7 million, an increase compared to \$5.1 million in 2023. Additionally, depreciation and amortization expenses in the 2024 twelve-month period increased by 15 percent to \$44.8 million (pre-tax) from \$38.9 million (pre-tax) in 2023. Included in the 2024-year's earnings and adjusted EBITDA is \$24.6 million (pre-tax) of net gain on disposition of drilling equipment, a decrease compared to \$31.3 million (pre-tax) in 2023. Apart from the lower net gain on disposition of drilling equipment realized, the decline in profitability in the 2024-year was partly due to generally higher equipment repair expenses, weaker activity in the Corporation's high margin RSS and motor rental revenue streams in the US, and higher costs of motor equipment and parts sold. In the 2024-year, the Corporation also recognized a \$2.2 million write-down of inventory to its net realizable value.

Included in the 2024 twelve-month period adjusted EBITDA is cash-settled share-based compensation expense of \$11.8 million (2023 - \$13.5 million). Adjusted EBITDA excluding cash-settled share-based compensation expense<sup>(1)</sup> in the 2024-year was \$135.5 million, 21 percent of consolidated revenue (2023 - \$164.2 million, 25 percent of consolidated revenue).

As at December 31, 2024, the Corporation had working capital<sup>(2)</sup> of \$84.5 million and net debt<sup>(2)</sup> of \$2.7 million. The Corporation also has CAD \$83.6 million and USD \$16 million available to be drawn from its credit facilities.

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#### **Dividends and ROCS**

On December 13, 2024, the Corporation declared a dividend of \$0.20 per share payable to shareholders of record on December 31, 2024. An aggregate of \$9.1 million was paid on January 15, 2025.

The Corporation remains committed to enhancing shareholder returns through its Return of Capital Strategy ("ROCS") which targets up to 70 percent of annual excess cash flow to be used for shareholder returns and includes multiple options including the dividend program and the NCIB. For the year ended December 31, 2024, excess cash flow declined primarily due to higher capital expenditures and lower proceeds on disposition of drilling equipment, however, Management continued to prioritize shareholder returns while protecting its financial position and over 70 percent of excess cash flow was distributed for shareholder returns under ROCS. The Corporation maintained its current level of dividends, paying \$37.6 million in dividends to shareholders, and continued NCIB purchases, spending \$20.6 million to repurchase shares under the immediately preceding and current NCIB as it believed the stock price was opportunistic. As a result, the remaining distributable balance under ROCS<sup>(2)</sup> in the 2024-year was negative \$24.9 million. The Corporation will target the level of excess cash flow to be used for shareholder returns to stay within the 70 percent threshold in 2025.

Three-m	nonth periods ende	d December 31,	Years ended December 3		
	2024	2023	2024	2023	
Excess cash flow	17,263	22,347	47,569	92,813	
70% of excess cash flow	12,084	15,643	33,298	64,969	
Deduct:					
Dividends paid to shareholders	(9,183)	(7,277)	(37,570)	(30,189)	
Repurchase of shares under the NCIB	(4,859)	(11,264)	(20,614)	(30,366)	
Remaining distributable balance under ROCS	(1,958)	(2,898)	(24,886)	4,414	

(Stated in thousands of dollars)

#### Normal Course Issuer Bid

During the third quarter of 2024, the TSX approved the renewal of PHX Energy's NCIB to purchase for cancellation, from timeto-time, up to a maximum of 3,363,845 common shares, representing 10 percent of the Corporation's public float of Common Shares as at August 7, 2024. The NCIB commenced on August 16, 2024 and will terminate on August 15, 2025. Purchases of common shares are to be made on the open market through the facilities of the TSX and through other alternative Canadian trading platforms. The price which PHX Energy is to pay for any common shares purchased is to be at the prevailing market price at the time of such purchase.

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Pursuant to the immediately preceding and current NCIB, 2,141,232 common shares were purchased by the Corporation for \$20.6 million including incremental transaction costs, and cancelled for the year ended December 31, 2024 (2023 – 4,032,600 shares, \$30.4 million). Of the 2,141,232 common shares purchased and cancelled, 1,069,121 common shares were purchased under the immediately preceding NCIB and 1,072,111 common shares were purchased under the current NCIB.

It is the Corporation's intention to continue the current strategy of leveraging the NCIB as a tool to further reward shareholders under ROCS especially during times of market industry weaknesses.

#### **Capital Spending**

For the year ended December 31, 2024, the Corporation spent \$83.3 million in capital expenditures, of which \$73.4 million was spent on growing the Corporation's fleet of drilling equipment, \$5.3 million was spent to replace retired assets, and \$4.6 million was spent to replace equipment lost downhole during drilling operations. With proceeds on disposition of drilling and other equipment of \$36.7 million, the Corporation's net capital expenditures<sup>(2)</sup> for the 2024-year were \$46.5 million. Capital expenditures in the 2024-year were primarily directed towards Atlas High Performance motors ("Atlas"), Velocity Real-Time systems ("Velocity"), and Rotary Steerable Systems ("RSS"), both PowerDrive Orbit and iCruise. PHX Energy funded capital spending primarily using proceeds on disposition of drilling equipment, cash flows from operating activities, and its credit facilities when required.

Thr	ee-month periods e	e-month periods ended December 31, Years end		
	2024	2023	2024	2023
Growth capital expenditures	13,580	7,026	73,378	34,382
Maintenance capital expenditures from asset retirements	-	3,066	5,289	14,609
Maintenance capital expenditures to replace downhole equipment losses	2,134	5,382	4,610	15,941
Total capital expenditures	15,714	15,474	83,277	64,932
Deduct:				
Proceeds on disposition of drilling equipment	(10,057)	(10,997)	(36,741)	(43,686)
Net capital expenditures	5,657	4,477	46,536	21,246

(Stated in thousands of dollars)

As at December 31, 2024, the Corporation had capital commitments to purchase drilling and other equipment for \$44 million, \$26.8 million of which is growth capital allocated as follows: \$9 million for performance drilling motors, \$8.1 million for Velocity systems, \$7 million for RSS systems, and \$2.7 million for other equipment. Equipment on order as at December 31, 2024 is expected to be delivered within the first half of 2025.

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The Board approved a preliminary 2025 capital expenditure program of \$50 million. With \$2 million of the 2024 capital expenditure budget carried forward into 2025 and an additional \$3 million in capital expenditures expected, the Corporation now anticipates spending \$55 million in capital expenditures during 2025. Of the total expenditures, approximately half is anticipated to be spent on growth including additional RSS systems and Real Time RSS Communications technology. The remaining half is anticipated to be spent to maintain capacity in the fleet of drilling and other equipment and replace equipment lost downhole during drilling operations.

The Corporation currently possesses approximately 896 Atlas motors, comprised of various configurations including its 5.25", 5.76", 6.63", 7.12", 7.25", 8.12", 9.00", 9.62", and 12.00" Atlas motors, and 135 Velocity systems. The Corporation also possesses the largest independent RSS fleet in North America with 89 RSS tools and the only fleet currently comprised of both the PowerDrive Orbit and iCruise systems.

# Key Drivers of the Corporation's Business

PHX Energy considers the following to be the key drivers of its business:

- World demand for natural gas and oil commodities directly affect oil and natural gas prices and drilling activity levels.
   These in turn have a direct impact on the Corporation's customers' level of cash flows and their ability to fund capital drilling programs with the use of cash flow, debt or equity financing, ultimately impacting PHX Energy's activity levels.
- New drilling technologies must be continually developed for the Corporation to further expand and meet the ongoing demands from its customers, oil and natural gas producing companies, for greater operating efficiencies.
- Superior customer service and satisfaction must be delivered and achieved consistently in order to retain business.
- The Corporation must attract, train and retain key personnel in order to ensure future growth.

#### **Key Performance Measures**

There are several performance measures that are used by the Corporation to assess its performance relative to its strategies and goals, the most significant of which are:

- Adjusted EBITDA<sup>(1)</sup> and adjusted EBITDA as a percentage of revenue<sup>(1)</sup>;
- gross profit;
- net debt (net cash)<sup>(2)</sup>;
- excess cash flow (2);
- the reliability of the Corporation's equipment and ability to provide high quality services in the field;

<sup>&</sup>lt;sup>(1)</sup> Non-GAAP financial measure or 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 Non-GAAP and Other Financial Measures section of this MD&A.

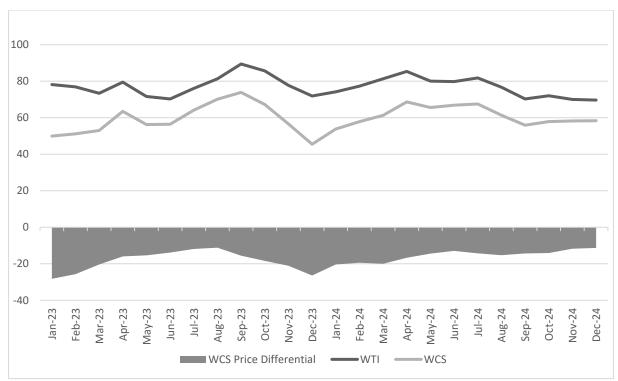
<sup>&</sup>lt;sup>(2)</sup> Capital management measure that does not have any standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other entities. Refer to Non-GAAP and Other Financial Measures section of this MD&A.

- market share retention and growth; and,
- health and safety performance targets.

## Industry Activity and Statistics

In 2024, oil commodity price volatility continued with gains made in the first half of the year starting to retract in the second half. The average Western Texas Intermediate ("WTI") price was 2 percent lower in 2024 at approximately USD \$76 per barrel for the year (2023 – USD \$78). The average price of Western Canadian Select ("WCS") was flat in 2024 at USD \$61 per barrel in 2024 (2023 – USD \$60). The average differential between WTI and WCS was slightly lower compared to the prior year and was USD \$15.42 per barrel in 2024 (2023 - \$17.93).

(Source: Alberta Government Economic Dashboard - https://economicdashboard.alberta.ca/OilPrice).



#### WTI and WCS Crude Oil and WCS Differential (\$US/bbl)

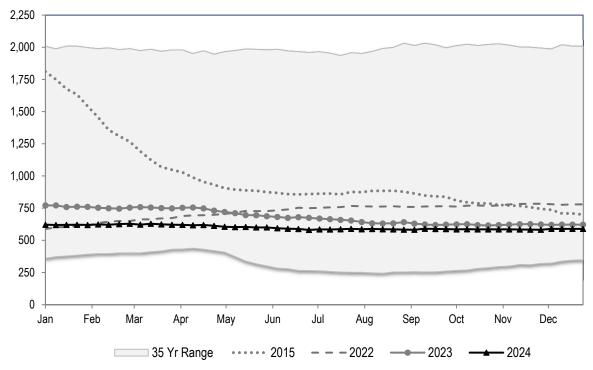
Source: Alberta Government Economic Dashboard - https://economicdashboard.alberta.ca/OilPrice

Natural gas commodity prices weakened significantly in 2024. The Henry Hub spot price averaged USD \$2.19 per gigajoule in 2024 (2023 – USD \$2.53) while AECO-C spot averaged CAD \$1.40 per gigajoule in 2024 (2023 – CAD \$2.64) (Source: EIA Natural Gas data, https://www.eia.gov/dnav/ng/hist/mgwhhdA.htm; Peters & Co Limited, Energy Update 01-23-2025).

#### **US Industry**

#### **US Active Drilling Rig Count**

Baker Hughes, North American Rotary Rig Count, New Report, https://rigcount.bakerhughes.com/na-rig-count

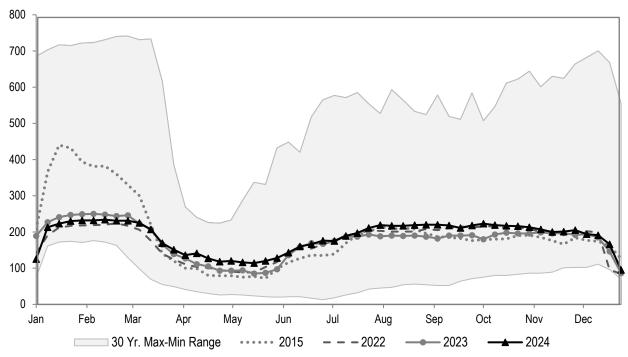


The US rig count in 2024 declined 13 percent annually to an average of 599 rigs operating per day in the 2024-year, as compared to an average of 687 rigs in 2023. The Permian basin remained the most active area in the US representing approximately half of all the rigs operating nationally. The Permian basin was slightly sheltered from the overall trend and the rig count only contracted 8 percent, averaging 308 active rigs per day (2023 – 335 active rigs per day). Horizontal and directional drilling continued to represent 97 percent of active rigs (2023 – 97 percent). (Source: Baker Hughes, North American Rotary Rig Count, New Report, https://rigcount.bakerhughes.com/na-rig-count).

#### **Canadian Industry**

#### WCSB Active Drilling Rig Count

Source: Baker Hughes, North American Rotary Rig Count, New Report, https://rigcount.bakerhughes.com/na-rig-count



The Canadian market's activity in 2024 was relatively flat compared to the previous year, with an average of 187 active rigs per day. This level of activity is 6 percent more than the 177 rigs operating on average in 2023 and is 23 percent greater than the 5-year average of 152 active rigs. Horizontal and directional drilling continues to be the norm in the industry, and combined, horizontal and directional wells represented 99 percent of the total 2024 industry drilling days (2023 – 98 percent). (Source: Daily Oil Bulletin, hz-dir days 231231 and Baker Hughes, North American Rotary Rig Count, New Report, https://rigcount.bakerhughes.com/na-rig-count).

# **Results of Operations**

Three-Month Period and Year Ended December 31, 2024

## Revenue

The Corporation generates revenue primarily through the provision of directional drilling services which includes providing equipment, personnel, and operational support for drilling a well. Additionally, the Corporation generates revenue through the rental and sale of drilling motors and associated parts, particularly Atlas.

(Stated in thousands of dollars)

	Three-month periods ended December 31,				Years ended December 31,		
	2024	2023	% Change	2024	2023	% Change	
Directional drilling services	163,392	154,125	6	609,994	598,339	2	
Motor rental	9,966	10,332	(4)	38,436	47,009	(18)	
Sale of motor equipment and parts	5,318	875	n.m.	11,233	10,993	2	
Total revenue	178,676	165,332	8	659,663	656,341	1	

n.m. – not meaningful

For the three-month period and year ended December 31, 2024, PHX Energy achieved its highest level of quarterly and annual revenue in its history. Consolidated revenue in the fourth quarter of 2024 increased by 8 percent to \$178.7 million compared to \$165.3 million in the corresponding 2023-quarter and annual consolidated revenue increased by 1 percent to \$659.7 million compared to \$656.3 million in 2023.

In the fourth quarter of 2024, both PHX Energy's US and Canadian divisions' activity outperformed industry activity trends. The average number of horizontal and directional rigs operating per day in the US declined by 6 percent to 571 in the 2024 threemonth period from 608 in the corresponding 2023-period. In Canada, industry horizontal and directional drilling activity (as measured by drilling days) was 16,498 days in the 2024-quarter, a 4 percent increase from 15,895 days in the same 2023quarter. In comparison, the Corporation's US and Canadian operating days<sup>(3)</sup> grew by 8 percent and 6 percent respectively in the 2024 three-month period. PHX Energy's consolidated operating days increased by 7 percent to 7,807 days in the 2024quarter from 7,277 days in the 2023-quarter.

For the year-ended December 31, 2024, PHX Energy recorded 29,877 consolidated operating days<sup>(3)</sup> which is 2 percent more than the 29,192 days in the 2023-year. The US rig count declined by 13 percent whereas the Canadian industry horizontal and directional drilling activity (as measured by drilling days) increased by 5 percent year-over-year. In comparison, in the 2024

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

twelve-month period, Phoenix USA operating days declined by 4 percent and PHX Energy's Canadian operating days grew by 12 percent. In both the 2024 and 2023-year, the Corporation's RSS activity represented 20 to 25 percent of its US activity and 2 to 4 percent of its Canadian activity.

Average consolidated revenue per day<sup>(3)</sup> for directional drilling services period-over-period held relatively consistent with a marginal decline of 1 percent to \$20,930 in the 2024-quarter (2023 – \$21,178) and virtually no change at \$20,418 in the 2024-year (2023 – \$20,497).

Partially due to the softer US rig count, revenue generated by the Corporation's Atlas motor rental division declined by 4 percent to \$10 million in the 2024-quarter (2023 - \$10.3 million) and 18 percent to \$38.4 million in the 2024-year (2023 - \$47 million). Additionally, the US division's motor rental activities were also negatively impacted by constraints on the servicing facility's capacity which delayed turnaround times.

For the three-month period and year ended December 31, 2024, revenue of \$5.3 million and \$11.2 million, respectively, were generated from the sale of Atlas motors and parts (2023 – \$0.9 million and \$11 million, respectively). In the 2024-quarter, there was a large customer order for motors as they added to their fleet capacity whereas in the corresponding 2023-quarter, revenue was mainly generated through the sale of parts to maintain these fleets. Due to the sporadic and cyclical nature of the customers' ordering frequency, it is expected that revenue from this line of business will fluctuate between periods.

# **Operating Costs and Expenses**

(Stated in thousands of dollars except percentages)

	Three-month pe	riods ended [	December 31,	Years ended December 31,			
	2024	2023	% Change	2024	2023	% Change	
Direct costs	148,003	129,240	15	535,169	506,236	6	
Depreciation & amortization drilling and other equipment (included in direct costs)	11,846	10,056	18	44,822	38,861	15	
Depreciation & amortization right-of-use asset (included in direct costs)	867	841	3	3,787	2,898	31	
Gross profit as a percentage of revenue excluding depreciation & amortization <sup>(1)</sup>	24%	28%		26%	29%		

Direct costs are comprised of field and shop expenses, costs of motors and parts sold, and include depreciation and amortization of the Corporation's equipment and right-of-use assets. For the three-month period and year ended December

<sup>(1)</sup> Non-GAAP financial measure or 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 Non-GAAP and Other Financial Measures section of this MD&A.

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

31, 2024, direct costs increased by 15 percent to \$148 million (2023 - \$129.2 million) and 6 percent to \$535.2 million (2023 - \$506.2 million), respectively.

For the 2024 three and twelve-month periods, the Corporation's depreciation and amortization on drilling and other equipment increased by 18 percent and 15 percent, respectively, mainly as a result of the additions to fixed assets throughout 2024. Apart from higher depreciation and amortization expenses on drilling and other equipment, higher direct costs in both 2024-periods primarily resulted from greater equipment repair expenses and increased costs of motor equipment and parts sold. Direct costs in both 2024-periods also included \$2.2 million of write-down of inventory to its net realizable value.

For the three-month period and year ended December 31, 2024, gross profit as a percentage of revenue excluding depreciation and amortization<sup>(1)</sup> was 24 percent and 26 percent, respectively, compared to 28 percent and 29 percent in the corresponding 2023-periods. The decrease in profitability in both 2024 periods is largely attributable to weaker activity in the Corporation's high-margin motor rental business in the US, rising equipment servicing costs, and lower margins realized from the sale of motor equipment and parts.

In both 2024-periods, greater equipment repair expenses primarily resulted from rising costs of materials and services, aging fleet, increasing demands from customers on components, and higher RSS-related repair and rental costs which partly resulted from the diversification and enhancement of the RSS fleet and its related ancillary technologies. With the softer US industry activity in 2024 and extremely competitive Canadian market, the pricing environment has been inelastic which has not allowed the Corporation to implement increases to recuperate these costs, thus these costs impacted overall profitability. The Corporation currently has ongoing research and development ("R&D") initiatives aimed at reducing costs to maintain equipment, and Management believes these will aid in improving profitability once implemented successfully.

(Stated in thousands of dollars except percentages)						
Т	hree-month pe	riods ended E	`	Years ended December 31,		
	2024	2023	% Change	2024	2023	% Change
Selling, general and administrative ("SG&A") costs Cash-settled share-based compensation	17,567	18,004	(2)	68,294	68,915	(1)
(included in SG&A costs)	2,190	4,572	(52)	11,774	13,470	(13)
Equity-settled share-based compensation (included in SG&A costs)	59	60	(2)	480	491	(2)
SG&A costs excluding share-based compensation as a percentage of revenue <sup>(1)</sup>	9%	8%		8%	8%	

(Stated in thousands of dollars except percentages)

For the three-month period and year ended December 31, 2024, SG&A costs were \$17.6 million and \$68.3 million, respectively, as compared to \$18 million and \$68.9 million in the corresponding 2023-periods. In the 2024-quarter, the decrease in SG&A

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costs of 2 percent was mainly due to lower cash-settled share-based compensation expense during the period compared to the 2023-quarter. In the 2024-year, SG&A costs decreased slightly by 1 percent as increases in personnel-related costs were offset by decreases in compensation expenses related to cash-settled share-based awards.

Cash-settled share-based compensation relates to the Corporation's retention awards and is measured at fair value. For the three-month period and year ended December 31, 2024, the related compensation expense recognized by PHX Energy was \$2.2 million (2023 - \$4.6 million) and \$11.8 million (2023 - \$13.5 million), respectively. Changes in cash-settled share-based compensation expense in the 2024-periods were mainly driven by fluctuations in the Corporation's share price and the number of awards granted in the period. There were 1,599,094 retention awards outstanding as at December 31, 2024 (2023 – 2,160,151). SG&A costs excluding share-based compensation as a percentage of revenue<sup>(1)</sup> for the 2024 three-month period marginally increased to 9 percent (2023 – 8 percent) and in the twelve-month period was flat at 8 percent (2023 – 8 percent).

(Stated in thousands of dollars)

Т	hree-month pe	eriods ended [	December 31,	Y	Years ended D	ecember 31,
	2024	2023	% Change	2024	2023	% Change
Research and development expense	1,333	1,393	(4)	5,337	5,210	2

For the three-month period and year ended December 31, 2024, PHX Energy's R&D expenditures of \$1.3 million and \$5.3 million, respectively, were largely comparable to the \$1.4 million and \$5.2 million spent in the corresponding 2023-periods. The Corporation's R&D department remains focused on improving the design of existing technologies to further enhance reliability, reduce costs to operate, and continue displacing certain equipment remails.

(Stated in thousands of dollars)

	Three-month p	periods ended [	December 31,	,	Years ended D	December 31,
	2024	2023	% Change	2024	2023	% Change
Finance expense	527	448	18	1,948	2,422	(20)
Finance expense lease liabilities	512	551	(7)	2,213	2,245	(1)

Finance expenses mainly relate to interest charges on the Corporation's credit facilities. For the three-month period and year ended December 31, 2024, finance expenses increased to \$0.5 million (2023 - \$0.4 million) and decreased to \$1.9 million (2023 - \$2.4 million), respectively. The increase in finance expenses in the 2024-quarter was primarily due to higher drawings on the credit facilities in the period. In the 2024-year, finance expenses decreased mainly due to lower amounts of loans and borrowings outstanding for the most part of the 2024-year compared to 2023. Additionally, variable interest rates on the

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Corporation's operating and syndicated facilities decreased during the 2024 twelve-month period as compared to the corresponding 2023-period.

Finance expense lease liabilities relate to interest expense incurred on lease liabilities. For the three and twelve-month periods ended December 31, 2024, finance expense lease liabilities stayed consistent at \$0.5 million and \$2.2 million, respectively (2023 - \$0.6 million and \$2.2 million, respectively), as no new significant leases were entered into both periods.

(Stated in thousands of dollars)

Thre	e-month periods en	ded December 31,	Years ended December 31,		
	2024	2023	2024	2023	
Net gain on disposition of drilling equipment	6,021	7,444	24,648	31,347	
Foreign exchange gains (losses)	(946)	533	(1,070)	1,107	
Provision for bad debts	-	-	-	(117)	
Other income	5,075	7,977	23,578	32,337	

For the three-month period and year ended December 31, 2024, the Corporation recognized other income of \$5.1 million and \$23.6 million, respectively (2023 - \$8 million and \$32.3 million, respectively). In both periods, other income was mainly comprised of net gain on disposition of drilling equipment. The recognized gain is net of losses, which typically result from asset retirements that were made before the end of the equipment's useful life. In the 2024-quarter and year, fewer instances of high dollar valued downhole equipment losses occurred as compared to the corresponding 2023-periods resulting in lower levels of net gain on disposition of drilling equipment recognized. Fewer instances of high dollar valued downhole equipment losses can be attributed to operators generally improving their drilling practices and continuous improvements in the Corporation's technology design to avoid such instances.

Foreign exchange losses of \$0.9 million and \$1.1 million in the three and twelve-month periods of 2024, respectively (2023 – gains of \$0.5 million and \$1.1 million, respectively), were primarily due to the settlement of CAD-denominated intercompany receivables in the US.

(Stated in thousands of dollars except percentages)

1, Years end	Years ended December 31,		
3 <b>2024</b>	2023		
D) <b>15,658</b>	5,070		
<b>. 22%</b>	5%		
.m	.m. 22%		

n.m. - not meaningful

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

For the three-month period and year ended December 31, 2024, the Corporation reported a provision for income tax of \$1.7 million (2023 – recovery of income taxes of \$9.5 million), and \$15.7 million (2023 - \$5.1 million), respectively. In the 2024-quarter, PHX Energy's effective tax rate<sup>(3)</sup> was 11 percent which is lower than the combined US federal and state corporate income tax rate of 24.5 percent and the combined Canadian federal and provincial corporate income tax rate of 23 percent mainly due to the recovery of income taxes relating to prior periods. In the 2024-year, PHX Energy's effective tax rate<sup>(3)</sup> of 22 percent is relatively in line with the combined US federal and state corporate income tax rate of 24.5 percent and the combined S federal and provincial corporate income tax rate<sup>(3)</sup> of 22 percent is relatively in line with the combined US federal and state corporate income tax rate of 24.5 percent and the combined Canadian federal and provincial corporate income tax rate<sup>(3)</sup> of 22 percent is relatively in line with the combined US federal and state corporate income tax rate of 24.5 percent and the combined Canadian federal and provincial corporate income tax rate of 23 percent. Recovery of income taxes in the 2023-quarter and lower provision for income taxes in the 2023-year were primarily attributable to the recognition and utilization of previously unrecognized deferred tax assets in the Canadian jurisdiction.

``````````````````````````````````````	Three-month periods ended December 31,				Years ended December 31,		
	2024	2023	% Change	2024	2023	% Change	
Operating Results							
Earnings	14,098	33,134	(57)	54,622	98,580	(45)	
Earnings per share – diluted	0.30	0.68	(56)	1.16	1.96	(41)	
Adjusted EBITDA (1)	29,638	35,388	(16)	123,734	150,717	(18)	
Adjusted EBITDA per share – diluted (1)	0.63	0.70	(10)	2.63	2.86	(8)	
Adjusted EBITDA as a percentage of revenue (1)	17%	21%		19%	23%		

(Stated in thousands of dollars except per share amounts and percentages)

For the three-month period and year ended December 31, 2024, the Corporation's earnings decreased by 57 percent to \$14.1 million (2023 - \$33.1 million) and by 45 percent to \$54.6 million (2023 - \$98.6 million), respectively. Earnings in the 2024 three and twelve-months period included a provision for income tax of \$1.7 million and \$15.7 million, respectively, while earnings in the 2023 three and twelve-month periods included a \$9.5 million of recovery of income taxes and \$5.1 million of provision for income taxes, respectively. Recovery of income taxes in the 2023-quarter and lower provision for income taxes in the 2023-year were primarily attributable to the recognition and utilization of previously unrecognized deferred tax assets in the Canadian jurisdiction. Additionally, as a result of fixed asset additions throughout 2024, depreciation and amortization expenses on drilling and other equipment increased to \$11.8 million (pre-tax) in the 2024-quarter and \$44.8 million (pre-tax) in the 2024-year (2023-quarter - \$10.1 million, 2023-year - \$38.9 million).

In the fourth quarter of 2024, adjusted EBITDA decreased by 16 percent to \$29.6 million, 17 percent of revenue, from \$35.4 million, 21 percent of revenue in the corresponding 2023-quarter. In the 2024-year, adjusted EBITDA decreased by 18 percent to \$123.7 million, 19 percent of revenue, from \$150.7 million, 23 percent of revenue in 2023. The decrease in profitability in both 2024-periods were primarily driven by increasing equipment repair costs, weaker RSS and motor rental activity in the US,

<sup>&</sup>lt;sup>(1)</sup> Non-GAAP financial measure or 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 Non-GAAP and Other Financial Measures section of this MD&A.

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

lower margins from the sale of motor equipment and parts, as well as fewer instances of high dollar valued downhole equipment losses. Additionally, the Corporation recognized a \$2.2 million write-down of inventory to its net realizable value in both 2024-periods.

# Segmented Information

The Corporation reports two operating segments on a geographical basis throughout the Gulf Coast, Northeast and Rocky Mountain regions of the US and throughout the Western Canadian Sedimentary Basin (refer to the "Changes in Material Accounting Policies" section of this MD&A for the change in operating segments). Revenue generated through the Corporation's technology partnership and sales and lease agreement for the Middle East and North Africa ("MENA") regions are included in the US division's results.

#### **United States**

(Stated in thousands of dollars)

	Three-mor	th periods endeo	d December 31,		Years ended December 31,		
	2024	2023	% Change	2024	2023	% Change	
Directional drilling services	117,811	111,350	6	431,675	440,385	(2)	
Motor rental	9,213	9,853	(6)	36,557	45,145	(19)	
Sale of motor equipment and parts	5,318	875	n.m.	11,233	10,993	2	
Total revenue	132,342	122,078	8	479,465	496,523	(3)	
Direct costs	108,155	93,240	16	384,878	380,020	1	
Gross profit	24,187	28,838	(16)	94,587	116,503	(19)	
Expenses: Selling, general and administrative expenses Research and development expenses	8,283 -	9,326 -	(11)	30,746 -	30,042	2	
Finance expense	-	-		-	-	-	
Finance expense lease liability	200	223	(10)	943	929	2	
Other income	(2,548)	(5,292)	(52)	(16,286)	(26,992)	(40)	
Reportable segment profit before income taxes	18,252	24,581	(26)	79,184	112,524	(30)	

n.m. – not meaningful

In 2024, PHX Energy's US operations were resilient to the weak industry activity as a result of its strong operational performance and the reputation of its premium technologies. In the 2024 three-month period, the US division generated its highest level of quarterly revenue in its history, \$132.3 million, 8 percent higher than the \$122.1 million generated in the fourth

quarter of 2023. For the year ended December 31, 2024, the Corporation's US division's revenue was \$479.5 million, only 3 percent lower than the record \$496.5 million set in 2023.

In the fourth quarter of 2024, the average number of active horizontal and directional rigs per day in the US industry declined by 6 percent to 571 compared to an average of 608 rigs per day in the 2023-quarter. In comparison, the Corporation's US operating days<sup>(3)</sup> increased by 8 percent to 4,438 days from 4,114 days in the 2023-quarter. The US division's RSS activity represented 22 percent of its operating days which is lower compared to 26 percent represented in the 2023-quarter. For the year ended December 31, 2024, the average number of horizontal and directional rigs running on a daily basis in the US industry decreased by 13 percent to 585 rigs from 671 rigs in 2023. In comparison, the US segment's operating days were 16,667 in the 2024-year compared to 17,347 in 2023; a decrease of 4 percent. The US division's RSS activity represented 21 percent of its annual operating days which is slightly lower compared to 22 percent represented in the 2023-year.

In 2024, the Corporation continued to focus on differentiating its RSS fleet with R&D efforts directed towards its proprietary Real Time RSS Communications technologies. With this unique advantage, the Corporation expects the percentage of activity represented by the high margin RSS business line to grow further.

Horizontal and directional drilling continued to represent the majority of rigs running on a daily basis during the fourth quarter and year ended 2024. During the 2024-year, Phoenix USA was active in the Permian, Eagleford, Scoop/Stack, Marcellus, Utica, and Bakken basins. Additionally, Phoenix USA was involved with carbon capture and gas storage projects in Indiana, Michigan, Louisiana and Texas.

For the three-month period ended December 31, 2024, the US division's average revenue per day<sup>(3)</sup> for directional drilling services declined slightly by 2 percent to \$26,546 from \$27,069 in the 2023-quarter. For the year ended December 31, 2024, average revenue per day for directional drilling services grew slightly by 2 percent to \$25,901 from \$25,387 in 2023. Omitting the impact of foreign exchange, the average revenue per day for directional drilling services declined and 1 percent in the 2024-year. The strong US dollar favorably affected the average revenue per day in both 2024-periods. Without the impact of foreign exchange, average revenue per day for directional drilling services declined in both 2024-periods primarily due to the decrease in RSS activity as a percentage of its operating days.

Unlike the Corporation's US directional drilling activity, the US division's motor rental activities were more directly impacted by the softened rig count. For the three-month period and year ended December 31, 2024, US motor rental revenue declined by 6 percent and 19 percent, respectively, to \$9.2 million in the 2024-quarter and \$36.6 million in the 2024-year (2023 - \$9.9 million and \$45.1 million, respectively). Aside from the slowdown in industry activity, the US division's motor rental activities were also negatively impacted by constraints on the servicing facility's capacity which delayed turnaround times. The

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

Corporation continues to see the potential for growth for this business line and will be adding resources to support this division and its operations.

In the 2024 three and twelve-month periods, PHX Energy's US operations generated \$5.3 million and \$11.2 million of revenue from the sale of motors and parts compared to \$0.9 million and \$11 million in the respective 2023-periods. In the 2024-quarter, there was a large customer order for motors as they added capacity to their fleet whereas in the corresponding 2023-quarter, revenue was mainly generated through the sale of parts. Due to the sporadic and cyclical nature of the customers' ordering frequency, it is expected that revenue from this line of business will fluctuate between periods.

For the three-month period ended December 31, 2024, the US segment's reportable segment income before tax decreased by 26 percent to \$18.3 million from \$24.6 million in the same 2023-period. In the 2024-year, the US segment's reportable segment income before tax declined by 30 percent to \$79.2 million from \$112.5 million in 2023. Lower profitability in both 2024-periods primarily resulted from higher depreciation expenses, decreases in the US division's high margin RSS and motor rental activities, greater equipment repair expenses, higher costs of motor equipment and parts sold, and fewer instances of high dollar valued downhole equipment losses.

#### Canada

(Stated in thousands of dollars	;)
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	Three-mor	Three-month periods ended December 31,			Years ended I	December 31,
	2024	2023	% Change	2024	2023	% Change
Directional drilling services	45,581	42,775	7	178,319	157,954	13
Motor rental	753	479	57	1,879	1,864	1
Total revenue	46,334	43,254	7	180,198	159,818	13
Direct costs	39,848	36,001	11	150,291	126,216	19
Gross profit	6,486	7,253	(11)	29,907	33,602	(11)
Expenses:						
Selling, general and administrative expenses	4,248	2,535	68	15,548	11,303	38
Research and development expenses	-	-	-	-	-	-
Finance expense	•	-	-	-	-	-
Finance expense lease liability	293	306	(4)	1,193	1,241	(4)
Other income	(2,527)	(2,686)	(6)	(7,292)	(5,345)	36
Reportable segment profit before income taxes	4,472	7,098	(37)	20,458	26,403	(23)

For the three-month period and year ended December 31, 2024, PHX Energy's Canadian operations generated revenue of \$46.3 million (2023 - \$43.3 million) and \$180.2 million (2023 - \$159.8 million), respectively, the highest level of fourth quarter and annual revenue since 2014.

In the 2024 three-month period, PHX Energy's Canadian segment's operating days<sup>(3)</sup> grew by 6 percent to 3,369 days from 3,164 days in the same 2023-quarter and its RSS operating days accounted for 5 percent of its activity in the 2024-period (2023 – 2 percent). In comparison, industry horizontal and directional drilling activity, as measured by drilling days, increased by 4 percent to 16,498 in the fourth quarter of 2024 from 15,895 in the 2023-quarter. For the year ended December 31, 2024, there were 62,759 horizontal and directional drilling days realized in the Canadian industry, compared to the 59,809 days realized in 2023, a 5 percent increase. In comparison, the Canadian segment's activity improved by 12 percent from 11,845 operating days in 2023 to 13,210 days in 2024. Additionally, the Canadian division's RSS operating days in the 2024-year increased to 4 percent of the segment's activity from 2 percent in 2023. In both 2024-periods, revenue growth was driven by the successful expansion of the Corporation's client base and increased RSS activity. During the 2024-year, the Corporation was active in the Duvernay, Montney, Glauconite, Frobisher, Cardium, Viking, Bakken, Torquay, Colony, Ellerslie, Charlie Lake, Cummings, Sparky, Clearwater, and Scallion basins.

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

The Canadian division's average revenue per day<sup>(3)</sup> for directional drilling services was flat at \$13,538 in the 2024-quarter, as compared to \$13,522 in the corresponding 2023-quarter and increased slightly by 1 percent to \$13,500 in the 2024-year from \$13,336 in 2023.

PHX Energy's Canadian reportable segment profits decreased by 37 percent to \$4.5 million in the 2024-quarter (2023 - \$7.1 million) and 23 percent to \$20.5 million in the 2024-year (2023 - \$26.4 million). The decline in profitability in both 2024-periods were mainly due to higher depreciation expenses, rising personnel-related costs, greater equipment repairs, and increased RSS-related equipment rentals. In the second half of 2024, the Canadian division took delivery of additional PowerDrive Orbit RSS systems and with the additional capacity in its owned RSS fleet, the Corporation expects to reduce equipment rentals and improve RSS profitability in the upcoming year.

# Liquidity

(Stated in thousands of dollars)

	Three-month periods ended December 31,		Years end	ed December 31,
	2024	2023	2024	2023
Cash flows from operating activities	17,676	36,754	96,898	96,723
Funds from operations <sup>(2)</sup>	24,305	28,167	99,695	119,317
			Dec. 31, '24	Dec. 31, '23
Working capital <sup>(2)</sup>			84,545	93,915
Net debt (Net cash) <sup>(2)</sup>			2,664	(8,869)

Cash flow from operating activities decreased to \$17.7 million in the 2024 fourth quarter (2023-quarter - \$36.8 million), and were relatively flat at \$96.9 million in the twelve-month period (2023 - \$96.7 million). The decrease in the 2024 three-month period was primarily due to the lower levels of earnings and higher levels of trade and other receivables at the end of the 2024-period. For the three-month period and year ended December 31, 2024, funds from operations<sup>(2)</sup> were \$24.3 million and \$99.7 million, respectively, as compared to \$28.2 million and \$119.3 million in the comparable 2023-periods. The decrease in funds from operations in both 2024-periods primarily resulted from declined levels of profitability.

As at December 31, 2024, the Corporation had working capital<sup>(2)</sup> of \$84.5 million, a decrease of \$9.4 million from the \$93.9 million reported at December 31, 2023. The decrease in working capital at December 31, 2024 was primarily due to higher

<sup>&</sup>lt;sup>(2)</sup> Capital management 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 Non-GAAP and Other Financial Measures section of this MD&A.

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

levels of trade and other payables and lower levels of current tax assets at the end of the 2024-year. Net debt<sup>(2)</sup> as at December 31, 2024 was \$2.7 million as compared to net cash<sup>(2)</sup> of \$8.9 million at the end of 2023. The change from net cash to net debt was due to higher levels of drawings that were used to fund acquisitions of drilling and other equipment and NCIB repurchases in the year.

#### Cash Flow, Dividends, and ROCS

In December 2020, PHX Energy reinstated its quarterly dividend program. In November 2022, PHX Energy's Board approved a refinement of its shareholder return strategy in the form of ROCS which targets up to 70 percent of annual excess cash flow<sup>(2)</sup> to be used for shareholder returns, including the base dividend program, share buy backs and potential special dividends. The Board will continually review the dividend program and its ROCS and take into consideration, without limitation, the Corporation's financial performance, forecasted activity levels and the industry outlook, among other factors. The actual amount of future quarterly dividends, if any, remains subject to the approval of and declaration by the Board. The Board reviews the Corporation's dividend policy in conjunction with their review of quarterly financial and operating results. The Corporation's ability to maintain the current level of dividends to its shareholders is dependent upon the realization of cash flow from operating activities, among other considerations, and if the Corporation does not meet its budgeted cash flow from operating activities, dividends to shareholders may be reduced or suspended entirely.

For the three-month period and year ended December 31, 2024, dividend payments of \$9.2 million and \$37.6 million, respectively, were financed from the Corporation's funds from operations<sup>(2)</sup> (2023 - \$7.3 million and \$30.2 million, respectively). On December 13, 2024, the Corporation declared a dividend of \$0.20 per common share payable to shareholders of record on December 31, 2024. An aggregate of \$9.1 million was paid on January 15, 2025.

During the third quarter of 2024, the TSX approved the renewal of PHX Energy's NCIB to purchase for cancellation, from timeto-time, up to a maximum of 3,363,845 common shares, representing 10 percent of the Corporation's public float of Common Shares as at August 7, 2024. The NCIB commenced on August 16, 2024 and will terminate on August 15, 2025. Purchases of common shares are to be made on the open market through the facilities of the TSX and through other alternative Canadian trading platforms. The price which PHX Energy is to pay for any common shares purchased is to be at the prevailing market price at the time of such purchase.

Pursuant to the previous and current NCIB, 2,141,232 common shares were purchased and cancelled by the Corporation for \$20.6 million including incremental transaction costs for the year ended December 31, 2024 (2023 - 4,032,600 common shares \$30.4 million).

<sup>&</sup>lt;sup>(2)</sup> Capital management 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 Non-GAAP and Other Financial Measures section of this MD&A.

# **Investing Activities**

Net cash used in investing activities for the year ended December 31, 2024 was \$49.2 million as compared to \$20.3 million in 2023. During 2024, the Corporation spent \$73.4 million (2023 - \$34.4 million) to grow the Corporation's fleet of drilling equipment, \$5.3 million (2023 - \$14.6 million) was used to maintain capacity in the Corporation's fleet of drilling and other equipment, and \$4.6 million (2023 - \$15.9 million) was spent to replace equipment lost downhole during drilling operations. With proceeds on disposition of drilling and other equipment of \$36.7 million (2023 - \$43.7 million), the Corporation's net capital expenditures for 2024 were \$46.5 million (2023 - \$21.2 million).

Thr	ee-month periods e	nded December 31,	Years ended December 3	
	2024	2023	2024	2023
Growth capital expenditures	13,580	7,026	73,378	34,382
Maintenance capital expenditures from asset retirements	-	3,066	5,289	14,609
Maintenance capital expenditures to replace downhole equipment losses	2,134	5,382	4,610	15,941
Total capital expenditures	15,714	15,474	83,277	64,932
Deduct:				
Proceeds on disposition of drilling equipment	(10,057)	(10,997)	(36,741)	(43,686)
Net capital expenditures	5,657	4,477	46,536	21,246

(Stated in thousands of dollars)

The 2024-year capital expenditures comprised of:

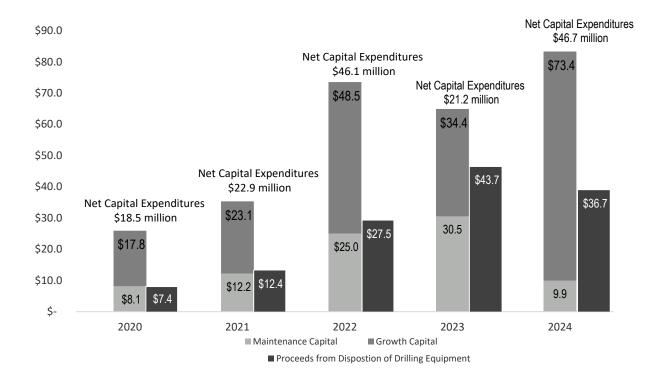
- \$31 million in RSS;
- \$27 million in downhole performance drilling motors;
- \$20.3 million in MWD systems and spare components; and
- \$5 million in machinery and equipment and other assets.

The capital expenditure program undertaken in the year was primarily financed from proceeds on disposition of drilling equipment, cash flows from operating activities, and the Corporation's credit facilities when required.

The change in non-cash working capital balances of \$0.4 million (use of cash) relates to the net change in the Corporation's trade payables that are associated with the acquisition of capital assets. This compares to \$1.7 million source of cash in 2023.

#### **Capital Expenditures**

In 2024, the Corporation continued to grow its fleet of high-performance technologies, including its Atlas motors, Velocity systems, and RSS. Capital expenditures in the 2024-year were the highest in PHX Energy's history.



# **Financing Activities**

For the year ended December 31, 2024, net cash used in financing activities was \$51.1 million as compared to \$77.9 million in 2023. In the 2024-year:

- dividends of \$37.6 million were paid to shareholders;
- 2,141,232 common shares were repurchased and cancelled under the NCIB for \$20.6 million;
- payments of \$3.4 million were made towards lease liabilities;
- \$9.1 million net drawings were made from the Corporation's syndicated credit facility; and
- 387,533 common shares were issued from treasury for proceeds of \$1.3 million upon the exercise of share options.

### **Capital Resources**

As of December 31, 2024, the Corporation had CAD \$11.1 million drawn on its Canadian credit facilities, USD \$4 million drawn on its US operating facility, and a cash balance of \$14.2 million. As at December 31, 2024, the Corporation had CAD \$83.6 million and USD \$16 million available from its credit facilities. The credit facilities are secured by substantially all of the Corporation's assets and mature in December 2026.

As at December 31, 2024, the Corporation was in compliance with all its financial covenants as follows:

Ratio	Covenant	As at December 31, 2024
Debt to covenant EBITDA(i)	<3.0x	0.14
Interest coverage ratio <sup>(i)</sup>	>3.0x	60.66

0 Definitions for these terms are included in the credit agreement filed on SEDAR+ under the heading "Material Contracts - Credit Agreements".

Under the syndicated credit agreement, in any given period, the Corporation's distributions (as defined therein) cannot exceed its maximum aggregate amount of distributions limit as defined in the Corporation's syndicated credit agreement. Distributions include, without limitation, dividends declared and paid, cash used for common shares purchased by the independent trustee in the open market and held in trust for potential settlement of outstanding retention awards, as well as cash used for common shares repurchased and cancelled under the NCIB.

#### **Cash Requirements for Capital Expenditures**

Historically, the Corporation has financed its capital expenditures and acquisitions through cash flows from operating activities, proceeds on disposition of drilling equipment, debt and equity. With \$2 million of the 2024 capital expenditure budget carried forward into 2025, an additional \$3 million of capital expenditures expected, and the previously approved preliminary 2025 capital expenditure program of \$50 million, the Corporation now anticipates spending \$55 million in capital expenditures during 2025, which was recently approved by the Board. Of the total expenditures, approximately half is to be spent on growth and approximately half is expected to be allocated to maintain capacity in the existing fleet of drilling and other equipment and replace equipment lost downhole during drilling operations. The amount expected to be allocated towards replacing equipment lost downhole could increase, should more downhole equipment losses occur throughout the year.

These planned expenditures are expected to be financed from cash flow from operating activities, proceeds on disposition of drilling equipment, cash and cash equivalents, and the Corporation's credit facilities, if necessary. However, if a sustained period of market uncertainty, threat of trade wars, and financial market volatility persists in 2025, the Corporation's activity levels, cash flows and access to credit may be negatively impacted, and the expenditure level would be reduced accordingly

where possible. Conversely, if future growth opportunities present themselves, the Corporation would look at expanding this planned capital expenditure amount.

As at December 31, 2024, the Corporation has commitments to purchase drilling and other equipment for \$44 million. Delivery is expected to occur within the first half of 2025.

# **Off-Balance Sheet Arrangements**

The Corporation had no material off-balance sheet arrangements as at December 31, 2024 and 2023.

# **Proposed Transactions**

The Corporation regularly reviews and evaluates possible strategic material business or asset acquisitions or capital asset divestitures in the normal course of its operations.

# **Critical Accounting Estimates and Judgments**

The preparation of the consolidated financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Assumptions and estimation uncertainties that have a significant risk of material adjustment in the context of these financial statements include the following:

- key assumptions used in the valuation of drilling and other equipment;
- estimated useful lives of drilling and other equipment and intangible assets;
- recognition of deferred tax assets based on estimates of the availability of future taxable profit against which carryforward tax losses can be used;
- assumptions used in the valuation of investments;
- estimates and assumptions used in the valuation of inventory;

- estimate used in the valuation of accounts receivable;
- valuation of equity-settled and cash-settled share-based payments; and,
- key assumptions used in the estimate of leases including valuation of right of use assets and lease liabilities.

Climate change policy and Environmental, Social and Governance ("ESG") culture policies are evolving at regional, national and international levels. Political and economic events may significantly affect the scope and timing of ESG policies and climate change measures. The Canadian Securities Administrators ("CSA") have issued a proposed National Instrument 51-107 Disclosure of Climate-Related Matters. The Canadian Sustainability Standards Board ("CSSB") have published Canadian Sustainability Disclosure Standard ("CSDS"), CSDS 1 and CSDS 2 in the current period, adoption is voluntary until mandated by provincial regulators. The CSA is currently developing a revised climate-related disclosure policy, which will provide the regulatory framework for issuers.

Significant judgement is required to assess when impairment indicators exist, and impairment testing is required. The assessment of impairment indicators is based on management's judgment of whether there are internal and external factors that would indicate that a cash generating unit ("CGU") and specifically the non-financial assets within the CGU, are impaired. These factors include revenue and earnings before interest, taxes, depreciation and amortization forecasts, expected industry activity levels, commodity price developments and market capitalization. The determination of a CGU is also based on management's judgment and is an assessment of the smallest group of assets that generate cash inflows independently of other assets.

## **Changes in Accounting Policies**

PHX Energy's material accounting policies are described in Note 3 of the Corporation's annual consolidated financial statements for the years ended December 31, 2024 and 2023.

Management has determined that the previously disclosed international segment no longer meets the definition of a reportable segment. The international segment was formerly comprised of PHX Energy's Russia and Albania divisions. The Russian division was disposed of on June 30, 2022. As a result of the internal realignment, the results of the Albania division are no longer regularly reviewed by the Corporation's chief operating decision makers. The results of the Albania division also do not exceed the quantitative thresholds in IFRS 8, Operating Segments, and the wind down of active operations has been substantially completed in the current period. Accordingly, the results of the international segment are no longer presented separately and are included within the Canada segment. The comparative segment disclosures have been restated to align with the reportable segment presentation adopted in the current periods.

During the third quarter of 2024, the International Accounting Standards Board issued a decision regarding the disclosure requirements under IFRS 8 segment reporting. Management has made updates in the current and comparative periods to the disclosures under Note 16 – Operating Segments of its annual consolidated financial statements for the years ended December 31, 2024 and 2023 to align with the decision, providing further detail relating to the segmentation of income statement items. Significant changes include the allocation of finance expense lease liability and other income to the reportable segments and disclosure of specified amounts used in arriving at reportable segment profit (loss) before income taxes.

## **Financial Instruments**

#### **Credit Risk**

The Corporation held cash of \$14.2 million at December 31, 2024 (2023 – \$16.4 million). The cash is held with financial institution counterparts, which are rated A+ or higher, based on S&P Global ratings.

The Corporation is exposed to normal credit risks of its customers that exist within the oil and natural gas exploration and development industry. The Corporation's credit risk associated with these customers can be directly impacted by a decline in economic conditions, which would impair the customers' ability to satisfy their obligations to the Corporation. During the year ended December 31, 2024, one customer comprised 15 percent of the total revenue (2023 - 14 percent of revenue). The customer's revenue is reported within the US operating segment.

As at December 31, 2024, the aging of trade and other receivables that were not impaired was as follows:

(Stated in thousands of dollars)	2024
Neither past due nor impaired	\$ 93,747
Past due 1-30 days	30,770
Past due 31-60 days	7,915
Past due 61-90 days	459
Past due over 90 days	698
	\$ 133,589

The Corporation's standard customer payment terms are 30 days after job completion or invoice issuance date, after which, the balance becomes past due. The Corporation will assess for impairment once the receivable becomes past due. All accounts receivable balances that are past due for more than 90 days and were not impaired represented less than one percent or approximately \$0.7 million of total receivables on the statement of financial position at December 31, 2024. Management believes that the unimpaired amounts that are past due are still collectible in full, based on historic payment behavior and extensive analysis of customer credit risk. Management has provided an allowance of \$0.1 million for all amounts it considers uncollectable at December 31, 2024 (2023 - \$0.1 million).

The Corporation has a credit management program to assist in managing this risk, which consists of conducting financial and other assessments to establish and monitor a customer's creditworthiness. The Corporation monitors and manages its credit risk on an ongoing basis.

#### **Liquidity Risk**

Liquidity risk is the risk that the Corporation will not be able to meet its financial obligations as they fall due. The Corporation has financial liabilities, thus, is exposed to liquidity risk. The Corporation's approach to managing liquidity risk is to ensure that it always has sufficient cash and credit facilities to meet its obligations when due. Management typically forecasts cash flows for a period of twelve months to identify financing requirements. These requirements are then addressed through a combination of demand credit facilities and access to capital markets. The Corporation believes that future cash flows generated by the operations and access to additional liquidity through capital and banking markets will be adequate to meet its financial obligations.

(Stated in thousands of dollars)	2025	2026	2027	2028	2029 and after
Drilling and other equipment purchase commitments	43,973	-	-	-	-
Trade and other payables	116,668	-	-	-	-
Other non-current liabilities	-	2,771	570	-	-
Dividends payable	9,102	-	-	-	-
Bank loan interest and principal (i)	2,500	16,534	-	-	-
Lease payments <sup>(ii)</sup>	6,772	6,387	6,107	5,480	4,304
	179,015	25,692	6,677	5,480	4,304

The following table reflects the Corporation's anticipated payment of contractual obligations as at December 31, 2024:

<sup>(i)</sup> Bank loan interest has been estimated using interest rates in effect at December 31, 2024.

(ii) Lease payment amounts are gross and undiscounted contractual cash flows and include low value and short-term leases.

#### Fair Values of Financial Instruments

The Corporation has designated its trade and other payables, dividends payable, and loans and borrowings as non-derivative financial liabilities carried at amortized cost. Trade and other receivables are designated as non-derivative financial assets measured at amortized cost. The Corporation's carrying values of these items, excluding loans and borrowings, approximate their fair value due to the relatively short periods to maturity of the instruments. Loans and borrowings bears interest at a floating market rate indicative of current spreads and accordingly the fair value approximate the carrying value.

Equity investments in a company are designated as non-derivative financial assets measured at Fair Value Through Other Comprehensive Income as the investment is not held-for-trading and fair value changes are not reflective of the Corporation's operations. The investment asset is carried at fair value on the Consolidated Statement of Financial Position. Fair value is considered level 3 under the fair value hierarchy and requires management to assess information available, which may include private placements, available financial statement information and other available market data.

#### **Interest Rate Risk**

Interest rate risk is created by fluctuations in the fair values of financial instruments due to changes in the market interest rates. The Corporation has access to variable interest long-term debt which exposes it to fluctuations in cash interest payment amounts.

A one percent change in interest rates would have increased or decreased the Corporation's profit by \$0.1 million for the year ended December 31, 2024.

#### **Foreign Exchange Risk**

Foreign exchange risk is created by fluctuations in the fair values of financial instruments due to changes in foreign exchange rates. Due to operations of the Corporation's subsidiaries in the US, the Corporation has an exposure to foreign currency

exchange rates. The carrying values of Canadian dollar and US dollar denominated monetary assets and liabilities and earnings are subject to foreign exchange risk. For the year ended December 31, 2024, foreign currency translation gains of \$14.5 million (2023 – \$4.8 million loss) that resulted from fluctuations in the CAD-USD exchange rates was recognized in other comprehensive income. For the year ended December 31, 2024, foreign exchange losses of \$1.1 million (2023 - \$1.1 million gain) were recognized as part of earnings. The Corporation reviews options with respect to managing its foreign exchange risk periodically.

The following chart represents the Corporation's exposure to foreign currency risk:

(Stated in thousands of dollars)

As at December 31, 2024	CAD	USD
Cash and cash equivalents	-	968
Trade and other payables		(3,073)
Intercompany payables	(2,800)	-
Statement of financial position exposure	(2,800)	(2,105)
As at December 31, 2023	CAD	USD
Cash and cash equivalents	-	756
Trade and other payables	-	(2,651)
Intercompany receivables	(1,948)	-
Statement of financial position exposure	(1,948)	(1,895)

The following significant exchange rates compared to the Canadian dollar applied during the year ended December 31:

		Average Rate	December 31, Close Rate		
	2024	2023	<b>2024</b> 202		
USD	1.3700	1.3495	1.4384	1.3243	

A strengthening of the Canadian dollar and US dollar against all other currencies as at December 31 would have affected the measurement of financial instruments denominated in a foreign currency and affected profit or loss by the amounts shown below. The analysis assumes that all other variables remain constant.

(Stated in thousands of dollars)

Gain (Loss)	2024	2023
CAD (10% strengthening)	\$ (195)	\$ (132)
USD (10% strengthening)	(303)	(251)

## **Business Risk Factors**

The Corporation's operations are subject to certain factors that are beyond its control. A significant portion of the Corporation's operating costs are variable in nature and, as a result, the impact of a significant decline in demand for the Corporation's goods and services on its financial results is somewhat lessened. Management has identified herein certain key risks and uncertainties associated with PHX Energy's business that could impact financial results. More detailed disclosure of these risk factors and additional risk factors that could affect the Corporation and its results are included under the heading "*Risk Factors*" in the Corporation's most recently filed AIF, which is available under the Corporation's profile at www.sedarplus.ca. Material risks include, but are not limited to:

## **Capital Requirements**

If the Corporation's revenues decline because of continued and sustained weakness and volatility in industry activity levels, it may be required to reduce its planned capital expenditures. In addition, continued sector, global and political volatility and resulting uncertain levels of industry activity, exposes the Corporation to additional capital risk. There can be no assurance that debt or equity financing, or cash generated by operations will be available, or sufficient, to meet these capital expenditure requirements or for other corporate purposes, or if debt or equity financing is available, that it will be on terms acceptable to the Corporation. Additionally, the failure to obtain adequate financing on a timely basis could cause the Corporation to miss certain strategic opportunities and reduce or terminate certain of its operations. The volatile conditions in the oil and natural gas industry have negatively impacted the ability of, and the cost to, companies involved in the oil and natural gas industry to access additional financing. The inability of the Corporation to access sufficient and acceptable capital for its operations in a timely manner could have a material adverse effect on the Corporation's business, financial condition, results of operations and prospects.

#### Inflation, Cost Management and High Interest Rates

Recently Canada, the US and other countries have experienced high levels of inflation, supply chain disruptions, inflationary cost pressures, equipment limitations, escalating supply costs, volatile commodity prices, and additional government intervention through stimulus spending and additional regulations. These factors have increased the operating costs of the Corporation. If the Corporation is unable to manage costs it could impact future capital expenditure plans and have a material adverse effect on its financial performance and cash flows.

In addition, over the last several years, many central banks including the Bank of Canada and US Federal Reserve raised interest rates in an attempt to combat inflation. While interest rates have begun to fall, higher interest rates over the last several years have impacted the Corporation borrowing costs. The increased borrowing costs may impact the Corporation's business plans, which could have a material adverse effect on its financial performance and cash flows. Elevated interest rates could also result in a recession in Canada, the US or other countries. A recession may have a negative impact on demand for crude oil and natural gas, causing a decrease in commodity prices. A decrease in commodity prices could reduce the overall activity

level in the industry. It is unknown how long inflation will continue to impact the economies of Canada and the US and how inflation and rising interest rates will impact oil and natural gas demand and commodity prices.

## Adverse Economic Conditions

The demand for energy, including crude oil and natural gas, is generally linked to broad-based economic activities. If there was a slowdown in economic growth, an economic downturn or recession, or other adverse economic or political development in the US, Europe, or Asia, there could be a significant adverse effect on global financial markets and commodity prices. In addition, hostilities in the Middle East, Ukraine, and South China Sea and the occurrence or threat of terrorist attacks in the US or other countries could adversely affect the global economy. Global or national health concerns, including the outbreak of pandemic or contagious diseases may adversely affect the Corporation by (i) reducing global economic activity thereby resulting in lower demand for crude oil and liquids and natural gas, and therefore demand for the Corporation's services, (ii) impairing its supply chain, for example, by limiting the manufacturing of materials or the supply of goods and services used in the Corporation's operations, and (iii) affecting the health of its workforce, rendering employees unable to work or travel. These and other factors disclosed elsewhere in the continuous disclosure of the Corporation that affect the supply and demand for crude oil and natural gas, and industry, could ultimately have an adverse impact on the Corporation's financial condition, financial performance, and cash flows.

#### Volatility of Commodity Prices and Industry Activity

Activity levels in the oil and natural gas industry are highly dependent on commodity prices. Commodity prices may fluctuate for a variety of reasons that are beyond the Corporation and its customers control, including market uncertainties over the supply and demand of these commodities due to the current state of the world economies, actions of the Organization of Petroleum Exporting Countries ("OPEC"), political uncertainties, sanctions or tariffs imposed on certain oil producing nations by other countries, the Russian Ukrainian war and conflicts in the Middle East, other adverse economic or political development in the United States, Europe, or Asia. Additionally, the occurrence or threat of terrorist attacks in the United States or other countries could adversely affect the global economy. Commodity prices have historically been, and continue to be, volatile. The Corporation expects this volatility to continue. The Corporation makes activity assumptions based on commodity price assumptions that are used for planning purposes. Accordingly, if commodity prices and consequently industry activity levels are below the expectations, the Corporations capital plans and financial results are likely to be adversely affected. Significant or extended price declines could have a material adverse effect upon its financial condition, results of operations and cash flows of the Corporation.

## **Demand for Services – Globally**

The demand, pricing and terms for PHX Energy's contract horizontal and directional drilling technologies and services depends largely upon the level of industry activity for natural gas and oil exploration and development in those jurisdictions in which the Corporation operates. Industry conditions are influenced by numerous factors over which the Corporation has no control,

including: oil and natural gas prices, markets and storage levels; expectations about future oil and natural gas prices and production; the cost of exploring for, producing and delivering oil and natural gas; the expected rates of declining current production; the discovery of new oil and natural gas reserves; available pipeline and transportation capacity availability of liquefied natural gas; worldwide weather conditions; significant regional or global scale health epidemics; macro-economic and geopolitical factors, military conflict, sovereign debt crises, regulatory and other economic conditions, including tariffs; alternative fuel requirements; increasing consumer demand for alternatives to oil and natural gas; technological advances in fuel economy and energy generation devices; and the ability of oil and natural gas companies to raise equity capital or debt financing.

The level of activity in the global oil and natural gas exploration and production industry remains volatile. Any prolonged volatility and substantial reduction in oil and natural gas prices would likely affect oil and natural gas production levels and therefore continue to affect the currently reduced demand for services to oil and natural gas customers. Sustained low oil or natural gas prices or Canadian, US and international industry activity would continue to have a material adverse effect on the Corporation's business, financial condition, results of operations and cash flows. The business and activities of the Corporation are directly affected by fluctuations in the levels of exploration, development and production activity carried on by its customers.

## **Foreign Operations**

The Corporation regularly assess its foreign operations risk. Any change in government policies could have a significant impact on business, especially in the US as it represents a large portion of the Corporation's market an operations. Risks of foreign operations include, but are not necessarily limited to foreign currency exchange rate fluctuations, changes of laws affecting foreign ownership, government participation, taxation, royalties, duties, inflation, repatriation of earnings, social unrest or civil war, corruption, acts of terrorism, extortion or armed conflict and uncertain political and economic conditions resulting in unfavourable government actions such as unfavourable legislation or regulation. There are no assurances that the economic and political conditions in the countries in which the Corporation operates will continue as they are at the present time. 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.

#### **US Operations**

The majority of the Corporation's operations are conducted in the US, as over the last ten years it has expanded its presence in this market by: (a) increasing sales and marketing initiatives; (b) retaining additional personnel; (c) developing and deploying new technologies that provide competitive advantages in the US market; and (d) increasing the amount of equipment located in the US. As a result, the Corporation is increasingly subject to the prevailing market conditions of the oil and natural gas services industries in the US. The Corporation's reliance on the market for these industries means that it is subject to downturns in the US economy, adverse weather patterns in the US (such as hurricanes and tropical storms), US regulatory changes, protectionist actions by US legislators and other political developments, all of which could have an adverse impact on the Corporation's operations and financial results.

While growth of US Operations enhances the Corporation's ability to access opportunities in the US, it also increases its exposure to risks such as those listed above, civil liability exposure, and evolving political dynamics in the US, including increasing protectionist sentiment, the renegotiation of trade agreements, and efforts to reduce regulation in many US industries. As a result, the competitive position of the Corporation may become increasingly uncertain and challenging in relation to the US.

## **Global Trade & Supply Chain**

The recent election of President Trump in the US may result in legislative and regulatory changes that could have an adverse effect on the Corporation and its financial condition. In particular, there is uncertainty regarding US tariffs and support for existing treaty and trade relationships, including with Canada. Implementation by the US government of new legislative or regulatory policies could impose additional costs on the Corporation and its supply chain, impact the Corporation's customers' operations, effect industry activity or otherwise negatively impact the Corporation, which may have a material adverse effect on the Corporation's business, financial condition and operations. In addition, this uncertainty may adversely impact: (i) the ability of companies to transact business with companies such as the Corporation; (ii) the Corporation's profitability; (iii) regulation affecting the Canadian oil and gas industry; (iv) global stock markets (including the TSX; and (v) general global economic conditions. All of these factors are outside of the Corporation's control but may nonetheless lead the Corporation to adjust its strategy in order to compete effectively in global markets.

In early February 2025, the US announced a 25 percent broad-based tariff on goods exported out of Canada into the US, other than energy products (including oil and natural gas), which would be subject to a 10 percent tariff. In response, the Canadian government announced that it would impose a 25 percent tariff on \$155 billion of goods imported from the US. The US also announced a 25 percent tariff on goods imported from Mexico, a 10 percent tariff on goods imported from China and a 25 percent tariff on steel and aluminum products from all countries. Representatives of the US government have also publicly stated that they are considering imposing tariffs on goods imported from other countries. Prior to the US tariffs on Canadian and Mexican goods becoming effecting, they were paused for a month pending further negotiations. If enacted, these tariffs, and any changes to these tariffs or imposition of any new tariffs, taxes or import or export restrictions or prohibitions, could have a material adverse effect on the Canadian and US economy, the Canadian and US oil and natural gas industry, the Corporation and its customers and supply chain.

Furthermore, there is a risk that the tariffs imposed by the US on other countries will trigger a broader global trade war which could have a material adverse effect on the Canadian, US and global economies, and by extension the Canadian oil and natural gas industry and the Corporation. The steps taken by governments to implement additional or new tariffs have the potential to disrupt existing supply chains, impose additional costs on the Corporation's business, and could lead to other countries attempting to retaliate by imposing tariffs, which would make the Corporation's equipment more expensive to manufacture and maintain.

The extent of these measures and the impact of these policies is unknown especially in light that Parliament remains prorogued until March 2025. The timing and implementation of new tariffs is uncertain. To the extent implemented, any new tariffs would be expected to have an adverse effect on the Corporation's business, as the Corporation has a large presence in the US.

## **Third Party Credit Risk**

The Corporation may be exposed to third party credit risk through its contractual arrangements with its customers and other parties. As a result of challenging and often volatile oil and natural gas market conditions and other market factors the Corporation may face heightened counterparty credit risk as a substantial portion of the Corporation's dealings are with entities involved in the oil and natural gas industry. The Corporation's credit risk associated with its customers can be directly impacted by a sustained decline in commodity prices and associated economic conditions, which would impair a customer's ability to satisfy their obligations to the Corporation and therefore could materially adversely effect the Corporation's business, financial condition, results of operations, receivable and prospects. While the Corporation has a credit management program to assist in managing the risk in collecting its receivables, collection of such receivables may be impacted by unfavourable industry conditions including fluctuations in the level of commodity prices. To the extent that any of the Corporation's customers go bankrupt, become insolvent or make a proposal or institute any proceedings relating to bankrupty or insolvency, it could result in the Corporation being unable to collect all or a portion of any money owing from such customers. Any of these factors could have a material adverse affect on the Corporation's business, financial condition, results of operations, receivables and cash flow.

## Workforce Availability and Key Personnel

The success of the Corporation will be dependent upon the recruitment and retention of a skilled workforce and key personnel. Losing the services of key personnel, or a substantial portion of its workforce as a whole, could result in failure to successfully implement business plans and have a material adverse effect on the business and operations of the Corporation. The Corporation does not have any key personnel insurance in place. The contributions of the existing management team and other key personnel to the immediate and near-term operations of the Corporation are likely to be of central importance. In addition, certain of PHX Energy's current employees have significant institutional knowledge that must be transferred to other employees prior to their departure from the Corporation. If PHX Energy is unable to: (i) retain current employees; (ii) successfully complete effective knowledge transfers; and/or (iii) recruit new employees with the requisite knowledge and experience, the Corporation could be negatively impacted. In addition, the Corporation could experience increased costs to retain and recruit these professionals. Competition for qualified personnel in certain sectors of the oil and natural gas services industry is intense and there can be no assurance that the Corporation will be able to continue to attract and retain all personnel necessary for the development and operation of its business. The unexpected loss of one or more of the Corporation's key personnel, or the inability to retain or recruit skilled personnel could have a material adverse effect on the Corporation's business, financial condition, results of operations and cash flows. Investors must rely upon the ability, expertise, judgement, discretion, integrity and good faith of the management of the Corporation.

## Availability, Quality and Cost of Equipment and Development of New Technology

The industry in which the Corporation operates is categorized by rapid and significant technological advancements and introductions of new products and services utilizing new technologies. PHX Energy currently owns its horizontal and directional drilling equipment which it develops and manufactures internally or in some cases purchases from various suppliers in the oil and natural gas drilling service industry, including certain competitors. Additionally, the Corporation purchases equipment and materials for the manufacturing of its own technology from various suppliers in the oil and natural gas drilling service industry. The ability of the Corporation to compete and expand its business is dependent upon it having access at a reasonable cost to certain industry-leading equipment, specialized components and drilling equipment and supplies, which are at least technically equivalent to those offered by competitors as well as upon its ability to develop or acquire new competitive technology. Failure by the Corporation to do so could have a material adverse affect on the Corporation's business, financial condition, results of operations and cash flows. There can be no assurance that the sources for equipment and materials used by the Corporation will be maintained or available at acceptable cost. If such equipment or materials are not available, and are not available from any other source, the Corporation's ability to compete may be impaired. If the Corporation is unable to continue to offer advanced and industry leading technologies to its customers, or is unsuccessful in implementing certain technologies, its business and results of operations could also be adversely affected. Additionally, there can be no assurance that the Corporation will be able to respond to the competitive pressures of those companies with greater financial and technical resources and implement new technologies on a timely basis, at an acceptable cost, or at all.

In the future the Corporation may seek patents or other similar protections in respect of particular tools, equipment and technology, however, the Corporation may not be successful in such efforts. Competitors may also develop similar tools, equipment and technology to those of the Corporation thereby adversely affecting the Corporation's competitive advantage in one or more of their businesses. Additionally, there can be no assurance that certain tools, equipment or technology developed by the Corporation, may not be the subject of future patent infringement claims or other similar matters which could result in litigation, the requirement to pay licensing fees or other adverse results that could have a material adverse affect on the Corporation's business, financial condition, results of operations and cash flows.

#### **Environmental Risks**

All phases of the oil and natural gas business present environmental risks and hazards and are subject to environmental regulation pursuant to a variety of federal, provincial, state and local laws and regulations. Environmental legislation provides for, among other things, the initiation and approval of new oil and natural gas projects, and restrictions and prohibitions on the spill, release or emission of various substances produced in association with oil and natural gas industry operations, and required notification and corrective action measures for incidents. In addition, such legislation sets out the requirements with respect to oilfield waste handling and storage, habitat protection and the satisfactory operation, maintenance, abandonment and reclamation of well and facility sites. New environmental legislation at the federal, state, and provincial levels may increase

uncertainty among oil and natural gas industry participants as the new laws are implemented, and the effects of the new rules and standards are felt in the oil and natural gas industry.

Compliance with environmental legislation can require significant expenditures and a breach of applicable environmental legislation may result in the imposition of fines and penalties, some of which may be material, revocations of permits to conduct business, expenditures for remediation or other corrective measures, and/or claims for liability for property damage, exposure to hazardous materials, exposure to hazardous waste, nuisance or personal injuries. Such claims or sanctions and related costs could cause the Corporation to incur substantial costs or losses and could have a material adverse effect on the Corporation's business, financial condition, prospects, and results of operations. Environmental legislation is evolving in a manner expected to result in stricter standards and enforcement, larger fines and liabilities, and potentially increased capital expenditures and operating costs.

Implementation of strategies for reducing greenhouse gases ("GHG") could have a material impact on the nature of oil and natural gas operations, including those of the Corporation and the Corporation's customers. Given the evolving nature of regulations related to climate change and the control of GHG and the possible resulting requirements, it is not possible to predict either the nature of those requirements or the impact on the Corporation and its operations and financial condition. The unauthorized discharge of oil, natural gas or other pollutants into the air, soil or water may give rise to liabilities to governments and third parties and may require the Corporation to incur costs to remedy such discharge. Some environmental laws and regulations may impose strict liability, joint and several liability, or both. In some situations, the Corporation could be exposed to liability as a result of its conduct that was lawful at the time it occurred or the conduct of, or conditions caused by, third parties without regard to whether the Corporation caused or contributed to the conditions. Although the Corporation believes that it will be in material compliance with current applicable environmental legislation, no assurance can be given that environmental compliance requirements will not have a material adverse effect on the Corporation's business, financial condition, results of operations and prospects. Additionally, failure to comply with government, industry or the Corporation's own environmental, health and safety laws and regulations, or failure to comply with the Corporation's compliance or reporting requirements, could tarnish its reputation for safety and quality and have a material adverse effect on its competitive position. In addition, customers maintain their own compliance and reporting requirements, and if the Corporation does not perform in accordance with their requirements, it could lose business from its customers, many of whom have an increased focus on environmental and safety issues.

## New Anti-greenwashing Rules Introduce Risk Into Making Certain Environmental-related Disclosures

On June 20, 2024, Bill C-59 received royal assent, thereby enacting certain changes to the Competition Act to address "greenwashing", meaning false, misleading, or deceptive environmental claims made for the purpose of promoting a product or a business interest. Under the new rules, certain environmental claims that companies commonly make, including those

related to sustainability and forward-looking environmental-related goals, may be problematic. How the new rules will be interpreted and applied is currently unclear. In June 2025, new private rights of action will come into effect, meaning that any person will be able to bring a complaint directly to the Competition Tribunal for an alleged violation of the new greenwashing provisions. The Competition Bureau has published draft guidance regarding how it will apply the new greenwashing provisions, however the guidance, even once finalized, is not and will not be binding on private parties nor the Competition Tribunal. Companies found to have made representations that violate the rules, intentionally or inadvertently, could be subject to an administrative penalty for the greater of \$10 million for the first order and \$15 million dollars for any subsequent order, and 3 percent of the corporation's annual worldwide gross revenues.

#### **Climate Change**

Global climate issues continue to attract public and scientific attention. Numerous reports, including reports from the United Nations ("UN") Intergovernmental Panel on Climate Change, have engendered concern about the impacts of human activity, especially fossil fuel combustion, on global climate issues. In turn, increasing public, government, and investor attention is being paid to global climate issues and to emissions of GHG. The majority of countries, including Canada and the US, have agreed to reduce their carbon emissions in accordance with the Paris Agreement. At the 2021 Climate Change Conference, Canada and the US made several pledges regarding reducing their nation's GHG emissions and at the 2024 United Nations Climate Change Conference both Canada and the US reaffirmed their commitments to transition away from fossil fuels and further cutting emissions. However the current US administration has initiated the US withdrawal from the Paris Climate Pact in early 2025. As discussed below, the Corporation faces both transition risks and physical risks associated with climate change and climate change policy and regulations.

#### **Transition Risks**

Foreign and domestic governments continue to evaluate and implement policy, legislation, and regulations focused on restricting GHG emissions and promoting adaptation to climate change and the transition to a low-carbon economy. It is not possible to predict what measures foreign and domestic governments may implement in this regard, nor is it possible to predict the requirements that such measures may impose or when such measures may be implemented. However, international multilateral agreements, the obligations adopted thereunder and legal challenges concerning the adequacy of climate-related policy brought against foreign and domestic governments may accelerate the implementation of such measures. Given the evolving nature of climate change policy and the control of GHG emissions and resulting requirements, including emission caps, carbon taxes and carbon pricing schemes implemented by varying levels of government, it is expected that current and future climate change regulations will have the effect of increasing the Corporation's operating expenses, and, in the long-term, potentially reducing the demand for oil, natural gas and related products, which may result in a decrease in the demand for the Corporation's services.

Given the elevated long-term risks associated with environmental policy development, regulatory changes, public and private legal challenges, or other market developments related to climate change, there have also been efforts in recent years affecting the financial community, including investment advisors, sovereign wealth funds, banks, public pension funds, universities and other institutional investors, promoting direct engagement and dialogue with companies in their portfolios on climate change action (including exercising their voting rights on matters relating to climate change) and increased capital allocation to investments in low-carbon assets and businesses while decreasing the carbon intensity of their portfolios through, among other measures, divestments of companies with high exposure to GHG-intensive operations and products. Certain stakeholders have also pressured insurance providers and commercial and investment banks to reduce or stop financing and providing insurance coverage to oil and natural gas and related infrastructure businesses and projects. The impact of such efforts may adversely affect the Corporation's operations, the demand for and price of the Corporation's securities and may negatively impact the Corporation's cost of capital and access to capital markets.

Emissions, carbon and other regulations impacting climate and climate-related matters are constantly evolving. With respect to environmental, social, governance and climate reporting, in June 2023 the ISSB issued two new international sustainability disclosure standards, IFRS S1 and S2, with the aim to develop sustainability disclosure standards that are globally consistent, comparable and reliable; in December 2024 the CSSB finalized substantially similar new Canadian Standards, CSDS1 and CSDS2. The CSA which had previously published for comment Proposed National Instrument 51-107 – Disclosure of Climate Related Matters, intends to incorporate the Canadian Standards into new climate-related disclosure requirements for reporting issuers in Canada. The US Securities and Exchange Commission has also adopted extensive climate-related disclosure and ESG rules.

If the Corporation is not able to meet future climate-related reporting requirements of regulators or current and future expectations of investors, insurance providers, or other stakeholders, its business and ability to attract and retain skilled employees, obtain regulatory permits, licences, registrations, approvals, and authorizations from various governmental authorities, and raise capital, may be adversely affected.

#### **Physical Risks**

The potential physical risks resulting from climate change are long-term in nature and associated with a high degree of uncertainty regarding timing, scope, and severity of potential impacts. Many experts believe global climate change could increase extreme variability in weather patterns such as increased frequency of severe weather, rising mean temperature and sea levels, and long-term changes in precipitation patterns. Extreme hot and cold weather, heavy snowfall, heavy rainfall, drought, hurricanes, flooding and wildfires may negatively impact the Corporation's operations. Extreme weather also increases the risk of personnel injury as a result of dangerous working conditions. Particularly in the US, certain of the Corporation's assets and facilities are in areas prone to sever weather patterns which may lead to significant downtime and/or

damage to such assets and facilities or cause disruptions to the production and transport of the Corporation's products or the delivery of goods and services in its supply chain.

## Alternatives to and Changing Demand for Petroleum & Petroleum Based Products

Fuel conservation measures, alternative fuel requirements, increasing consumer demand for alternatives to oil and natural gas and technological advances in fuel economy and renewable energy generation systems could reduce the demand for oil and natural gas. Recently, certain jurisdictions have implemented policies or incentives to decrease the use of fossil fuels and encourage the use of renewable fuel alternatives, which may lessen the demand for petroleum and petroleum based products and put downward pressure on commodity prices. Advancements in energy efficient products have a similar affect on the demand for oil and natural gas products. The Corporation cannot predict the impact of changing demand for oil and natural gas products, and any major changes may have a material adverse effect the Corporation's customers and therefore in turn have a material adverse effect on the Corporation's business, financial condition, results of operations and cash flow.

#### Competition

The oilfield services industry is highly competitive and PHX Energy's major competitors are principally large multinational companies, many of which are substantially larger than PHX Energy, with significantly greater resources available for marketing and research and development programs. In certain aspects of its business, PHX Energy also competes with a number of other small companies, which, like PHX Energy, have certain competitive advantages such as low overhead costs and specialized regional strengths. PHX Energy's ability to generate revenues and earnings depends on its ability to obtain contracts and to perform services within projected times and costs. There can be no assurance that competitors will not substantially increase the resources devoted to the development and marketing of products and services that compete with those of the Corporation or that new competitors will not enter the various markets in which the Corporation is active. As a result of competition, the Corporation may be unable to continue to provide its present level of services or to acquire additional business opportunities, which could have a material adverse affect on the Corporation's business, financial condition, results of operations and cash flows.

Reduced levels of activity in the oil and natural gas industry can intensify competition and result in reduced pricing pressure for services, reduced day rates and corresponding lower revenue to the Corporation. Variations in the exploration and development budgets of oil and natural gas companies which are directly affected by fluctuations in energy prices, the cyclical nature and competitiveness of the oil and natural gas industry and governmental regulation, will have an affect upon the Corporation's ability to generate revenue and earnings. Other factors that could affect competition include additional transition to alternative sources of energy, political and economic factors and other factors outside of PHX Energy's control.

## **Oil and Natural Gas Industry Risk & Insurance**

PHX Energy's operations are subject to the risks normally incident to the exploration, development and operation of oil and natural gas properties and the drilling of oil and natural gas wells, including, without limitation, encountering unexpected formations or pressures, equipment defects, malfunction, failures, blow-outs, loss of well control, sour natural gas leaks, the release of contaminants into the environment, cratering, fires, explosions, or other acts of nature, any of which could result in work stoppages, personal injuries, loss of life or damage to or destruction of equipment, facilities and property of PHX Energy and others, and the imposition of fines and penalties pursuant to environmental legislation. These risks and hazards could expose PHX Energy to substantial liability. PHX Energy maintains insurance coverage that it believes to be adequate and customary in the industry, such as all risk property insurance covering property, contractors equipment, fire; marine cargo insurance; commercial general liability insurance covering third party bodily injury and property damage; and automobile insurance. While PHX Energy maintains such insurance, it may not be adequate to cover all the costs and risk of loss arising from PHX Energy's operations, all potential liabilities, potential guantum of liabilities due to cover limits, exclusions or uninsurable events. In addition, such insurance may not be available in the future at reasonable or commercially justifiable rates, as a result, PHX Energy may elect not to obtain insurance to address specific risks. Further, there can be no assurance that insurance will continue to be available to PHX Energy at all. In the event of any of the foregoing occurring, the Corporation's overall risk exposure could increase and PHX Energy could incur significant costs that could have a material adverse effect upon its financial condition, results of operations and cash flows.

The Corporation's insurance policies are generally renewed on an annual basis and, depending on factors such as market conditions, the premiums, policy limits and/or deductibles for certain insurance policies can vary substantially. In some instances, certain insurance may become unavailable or available only for reduced amounts of coverage. Significantly increased premiums could lead the Corporation to decide to reduce or possibly eliminate, coverage.

#### Seasonality

In general, the level of activity of the Canadian and certain parts of the US oilfield service industry is influenced by seasonable weather patterns. Wet weather and the spring thaw may make the ground unstable, which prevents, delays or makes operations more difficult. Consequently, municipalities and provincial or state transportation departments may enforce road bans that restrict the movement of rigs and other heavy equipment, thereby reducing activity levels. Additionally, certain oil and natural gas producing areas, located where the ground consists of swampy terrain known as muskeg, are inaccessible except during winter months. In addition, extreme cold weather, heavy snowfall and heavy rainfall may restrict access to areas where the Corporation's customers' rig sites are located. Seasonal factors and unexpected weather patterns may lead to declines in activity and a corresponding decrease in the demand for the Corporation's technology or services for a period of time.

## **Political Uncertainty & Geopolitical Risk**

The Corporation's results may be adversely impacted by political, legal, or regulatory developments in Canada, the US and elsewhere that affect local operations and local and international markets. Changes in government, government policy or regulations, sanctions, changes in law or interpretation of settled law, third-party opposition to industrial activity generally or projects specifically, and the duration of regulatory reviews could impact the Corporation's existing or future operations and plans. Additionally, changes in environmental regulations, assessment processes or other laws, and increasing and expanding stakeholder consultation (including Indigenous stakeholders), may increase the cost of compliance or reduce or delay available business opportunities of both the Corporation and its customers and adversely impact the Corporation's results.

In particular, the recent election of President Trump in the US may result in legislative and regulatory changes that could have an adverse effect on the Corporation and its financial condition. In particular, there is uncertainty regarding US tariffs and support for existing treaty and trade relationships, including with Canada. Implementation of new legislative or regulatory policies by the US government could impose additional costs on the Corporation, decrease industry activity which would impact demand for the Corporation's services or otherwise negatively impact the Corporation, which could have a material adverse impact on the Canadian economy, the Canadian oil and natural gas industry and the Corporation.

Other government and political factors that could adversely affect the Corporation's financial results include increases in taxes and changes in trade policies and agreements. Further, the adoption of regulations mandating efficiency standards, or the use of alternative fuels or uncompetitive fuel components could affect the Corporation's operations. Many governments are providing tax advantages and other subsidies to support alternative energy sources or are mandating the use of specific fuels or technologies. Governments and others are also promoting research into new technologies to reduce the cost and increase the scalability of alternative energy sources, and the success of these initiatives may decrease demand for the Corporation's services and technologies.

A change in federal, provincial, state or municipal governments in Canada and the US may have an impact on the directions taken by such governments on matters that may impact the oil and natural gas industry including the balance between economic development and environmental policy. In Canada particularly, federal and certain provincial governments have been active in recent years in their support for and opposition to major infrastructure projects in Canada leading to investment uncertainty, increased awareness of, and challenges to interprovincial and international infrastructure projects. Disputes and uncertainty over jurisdiction between Canada and the provinces and over the scope of environmental related legislation have created significant barriers to major infrastructure projects in Canada, which has had an adverse impact on the Corporation's customers' business plans and consequently could impact industry activity levels.

The oil and natural gas industry has become an increasingly politically polarizing topic in domestically in North America and internationally, resulting in a rise in civil disobedience surrounding oil and natural gas development - particularly with respect

to infrastructure projects. Protests, blockades and demonstrations have the potential to delay and disrupt the Corporation's activities and those of its customers.

## **Changing Investor Sentiment**

A number of factors, including the concerns of effects of the use of fossil fuels on climate change, the impact of oil and natural gas operations on the environment, environmental damage relating to spills of petroleum products during production and transportation, Indigenous rights and gender balance, have affected certain investors' sentiments toward the oil and natural gas industry and certain corporations generally. As a result of these concerns, some institutional, retail and public investors have announced that they are no longer willing to fund or invest in oil and natural gas industry properties or companies, or are reducing the amount thereof over time. In addition, certain institutional investors are requesting that issuers develop and implement more robust environmental, social and governance policies and practices. Developing and implementing such policies and practices can involve significant costs and require a significant time commitment from the Board, Management and employees of the Corporation. Failing to implement the policies and practices as requested by institutional investors may result in such investors reducing their investment in the Corporation, or not investing in the Corporation at all. Any reduction in the investor base willing to invest in the oil and natural gas industry and more specifically, the Corporation, may limit the Corporation's access to capital, thereby increasing the cost of capital, and decreasing the price and liquidity of the Corporation's securities even if the Corporation's operating results, underlying asset values or prospects have not changed. Additionally, these factors, as well as other related factors, may cause a decrease in the value of the Corporation's assets which may result in an impairment charge.

#### Dividends

The amount of future cash dividends paid by the Corporation or other forms of shareholder returns, if any, will be subject to the discretion of the Board and may vary depending on a variety of factors and conditions existing from time-to-time, including, among other things, fluctuations in commodity prices, capital expenditure requirements, debt service requirements and debt levels, operating costs, the ROCS, foreign exchange rates, limits on distributions under the Corporation's credit facility, and the satisfaction of the liquidity and solvency tests imposed by applicable corporate law for the declaration and payment of dividends. Depending on these and various other factors, many of which will be beyond the control of the Corporation, the dividend policy and ROCS of the Corporation may change from time-to-time and, future cash dividends could be reduced or suspended entirely.

The market value of the Corporation's common shares may deteriorate if cash dividends are reduced or suspended. Furthermore, the future treatment of dividends for tax purposes will be subject to the nature and composition of dividends paid by the Corporation and potential legislative and regulatory changes. Dividends may be reduced during periods of lower funds from operations<sup>(2)</sup>, which result from lower commodity prices and reduced customer services demands and any decision by the Corporation to finance capital expenditures using funds from operations.

To the extent that external sources of capital become limited or unavailable, the ability of the Corporation to make its necessary capital investments in its business will be impaired. To the extent that the Corporation is required to use funds from operations to finance capital expenditures or invest in or further expand its asset base, the cash available for dividends may be reduced.

## **Unpredictability and Volatility of Common Share Price**

The trading price of securities of oilfield services issuers is subject to substantial volatility. This volatility is often based on factors both related and unrelated to the financial performance of issuers. A publicly traded corporation will not necessarily trade at values determined by reference to the underlying value of its business. The prices at which the Common Shares will trade cannot be predicted. The market price of the Common Shares could be subject to significant fluctuations in response to variations in quarterly operating results and other factors.

In addition, the securities markets have experienced significant market wide and sectoral price and volume fluctuations from time-to-time that often have been unrelated or disproportionate to the operating performance of particular issuers. Factors unrelated to the Corporation's performance could include macroeconomic developments nationally, within North America or globally, domestic and global commodity prices, and changing perceptions of the oilfield services industry or oil and natural gas market. Such fluctuations could have a material adverse effect on the market price of the Common Shares. In recent years, the volatility of commodities prices has increased due in part to the implementation of computerized trading and the decrease of discretionary commodity trading. In addition, the volatility, trading volume and share price of issuers have been impacted by increasing investment levels in passive funds that track major indices, as such funds that only purchase securities included in such indices. In addition, in certain jurisdictions, institutions, including government sponsored entities have determined to decrease their ownership in oil and natural gas related entities which may impact the liquidity of certain securities and put downward pressure on the trading price of those securities. Similarly, the market price of the Common Shares could be subject to significant fluctuations in response to variations in the Corporation's operating results, financial condition, liquidity and other internal factors. Accordingly, the price at which Common Shares will trade cannot be accurately predicted.

## **Reputational Risk**

The Corporation's business, financial condition, operations or prospects may be negatively impacted by any negative public opinion toward the Corporation or as a result of any negative sentiment toward or in respect of Corporation's reputation with stakeholders, special interest groups, political leadership, the media or other entities. Public opinion may be influenced by certain media and special interest groups' negative portrayal of the industry in which the Corporation operates as well as such

<sup>&</sup>lt;sup>(2)</sup> Capital management 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 Non-GAAP and Other Financial Measures section of this MD&A.

groups' opposition to certain oil and natural gas projects. Potential impacts of negative public opinion or reputational issues may include, with respect to both the Corporation and its customers which would indirectly affect the Corporation, the following: delays or interruptions in operations, legal or regulatory actions or challenges, blockades, increased regulatory oversight, reduced support for, delays in, challenges to, or the revocation of regulatory approvals, permits and/or licenses and increased costs and/or cost overruns. Any environmental damage, loss of life, injury or damage to property caused by the Corporation's operations could damage the reputation of the Corporation. The Corporation's reputation could be affected by actions and activities of other corporations operating in the oil and natural gas industry, over which the Corporation has no control. Opposition from special interest groups opposed to oil and natural gas development and the possibility of climate related litigation against fossil fuel companies may indirectly harm the Corporation's reputation.

Reputational risk cannot be managed in isolation from other forms of risk. Credit, market, operational, insurance, regulatory and legal risks, among others, must all be managed effectively to safeguard the Corporation's reputation. Damage to the Corporation's reputation could result in in negative investor sentiment toward the Corporation, which may result in limiting the Corporation's access to capital, increasing the cost of capital, and decreasing the price and liquidity of the Corporation's securities.

## Forced or Child Labour in Supply Chains

In May 2023 the *Fighting Against Forced Labour and Child Labour in Supply Chains Act* was passed and came into force on January 1, 2024. Pursuant to the new legislation, any company that is subject to the reporting requirements, including the Corporation, is required to file an annual report with respect to its supply chains. Due to the fact that the reporting requirements are new and the industry standard is still being determined, the Corporation will be at risk of inadvertently preparing a report that is insufficient. Further, in late 2024 the federal government signalled its intention to create a new and more onerous supply chain due diligence regime overseen by a new oversight agency, whereby reporting entities would be required to scrutinize their international supply chains for human rights risks and take action to resolve any such risks. While the Corporation is currently unaware of any forced or child labour in any of its supply chains, the increased scrutiny on the supply chains of Canadian companies could uncover the risk or existence of forced or child labour in a supply chain to which the Corporation has a connection, which could negatively impact the reputation of the Corporation.

#### **Management of Growth**

The Corporation may be subject to growth-related risks at certain periods of time including capacity constraints and pressure on its internal systems and controls. To continue to manage growth effectively, the Corporation will need to continue to implement and improve its operational and financial systems and train and manage, and potentially expand, its employee base. If the Corporation is unable to deal with such growth, it may have a material adverse effect on the Corporation's business, financial condition, results of operations or prospects.

## Information Technology Systems, Cybersecurity and Social Media

The Corporation has become increasingly dependent upon the availability, capacity, reliability and security of its information technology infrastructure and its ability to expand and continually update this infrastructure to conduct daily operations. The Corporation depends on various information technology systems to process and record financial data, manage financial resources, administer contracts with customers and communicate with employees and third-party partners.

Further, the Corporation is subject to a variety of information technology and system risks as a part of its normal course operations including potential breakdown, invasion, virus, cyber-attack, cyber-fraud, security breach, and destruction or interruption of the Corporation's information technology systems by third parties or insiders. Unauthorized access to these systems by employees or third parties could lead to corruption or exposure of confidential, fiduciary or proprietary information, interruption to communications or operations or disruption to business activities or the Corporation's competitive position.

In addition, cyber phishing attempts, in which a malicious party attempts to obtain sensitive information such as usernames, passwords, and credit card and banking details, or approval of wire transfer requests, have become more widespread and sophisticated in recent years. If the Corporation becomes a victim to a cyber phishing attack it could result in a loss or theft of the Corporation's financial resources or critical data or could result in a loss of control of the Corporation's technological infrastructure. The Corporation's employees are often the targets of such cyber phishing attacks, whereby parties using fraudulent emails to misappropriate information or to introduce viruses or other malware to the Corporation's systems. These emails appear to be legitimate emails, but direct recipients to fraudulent websites operated by the sender of the email or request recipients to send a password or other confidential information through email, or to download malware.

Additionally, social media is increasingly used as a vehicle to carry out cyber-attacks. Information posted on social media sites, for business or personal purposes, may be used by attackers to gain entry into the Corporation's systems and obtain confidential information. While the Corporation takes steps to alleviate such risks, as social media continues to grow in influence and access to social media platforms becomes increasingly prevalent, there are significant risks that the Corporation may not be able to properly regulate social media use and preserve adequate records of business activities and client communications conducted through the use of social media platforms.

The Corporation maintains policies and procedures that address and implement employee protocols with respect to electronic communications and electronic devices and conducts regular cybersecurity risk assessments (both internal and third-party) and training and education programs for its employees. Despite PHX Energy's efforts to mitigate such cyber-attacks through education and training, malicious cyber-activities remain a serious problem that may damage its information technology infrastructure. The Corporation applies technical and process controls in line with industry-accepted standards to protect its information, assets and systems including a written incident response plan for responding to a cybersecurity incident. However, these controls may not adequately prevent cybersecurity breaches. Disruption of critical information technology services, or breaches of information security, could have a negative effect on the Corporation's performance and earnings, as well as its

reputation, and any damages sustained may not be adequately covered by the Corporation's current insurance coverage, or at all. The significance of any such event is difficult to quantify, and may in certain circumstances be material and could have a material adverse effect on the Corporation's business, financial condition and results of operations.

#### **Data Protection**

The protection of customer, employee, and company data is critical to the Corporation's business. The regulatory environment surrounding information security and privacy is increasingly demanding, with the frequent imposition of new and evolving requirements. A significant breach of customer, employee, or company data could attract a substantial amount of media attention, damage the Corporation's customer relationships and reputation, and result in lost sales, fines, or lawsuits. In addition, an increasing number of countries have introduced and/or increased enforcement of comprehensive privacy laws or are expected to do so. The continued emphasis on information security as well as increasing concerns about government surveillance may lead customers to request the Corporation to take additional measures to enhance security and/or assume higher liability under its contracts. As a result of legislative initiatives and customer demands, the Corporation may have to modify its operations to further improve data security. Any such modifications may result in increased expenses and operational complexity, and adversely affect its reputation, business, financial condition and results of operations.

#### **Breach of Confidentiality**

In the normal course of the Corporation's business, the Corporation may discuss potential business relationships, transactions with third parties, financing solutions or other activities and at which time the Corporation may disclose confidential information relating to the business, operations or affairs of the Corporation. The Corporation takes commercially reasonable measures to ensure confidentiality agreements are signed by third parties prior to the disclosure of any confidential information or to otherwise ensure the confidentiality of such information is maintained; however, a breach or failure of these measures could put the Corporation at competitive risk and may cause significant damage to its business. The harm to the Corporation's business from a breach of confidentiality cannot be predicted, but may be material and may not be compensable in damages. There is no assurance that, in the event of a breach of confidentiality, the Corporation would be able to obtain equitable remedies, such as injunctive relief, from a court of competent jurisdiction in a timely manner, if at all, in order to prevent or mitigate any damage to its business that such a breach of confidentiality may cause.

## **Corporate Governance**

This MD&A has been prepared by the management of PHX Energy and it has been reviewed and approved by the Audit Committee and the Board of the Corporation. Additional information relating to the Corporation's Corporate Governance can be found in the Corporation's AIF and in its Information Circular in respect of its annual meeting of Shareholders, each of which are annually filed on SEDAR+ at www.sedarplus.ca.

## **Disclosure Controls and Procedures**

The Corporation's Chief Executive Officer and Chief Financial Officer (the "Certifying Officers") have designed, or caused to be designed under their supervision, disclosure controls and procedures ("DC&P"), as defined in National Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings ("NI 52-109"), to provide reasonable assurance that information required to be disclosed by the Corporation in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in the securities legislation and include controls and procedures designed to ensure that information required to be so disclosed is accumulated and communicated to the Corporation's management, including the Certifying Officers, as appropriate to allow timely decisions regarding required disclosure.

The Certifying Officers have evaluated, or caused to be evaluated under their supervision, the effectiveness of the Corporation's DC&P. Based on that evaluation, the Certifying Officers have concluded that the Corporation's DC&P were effective as at December 31, 2024.

## Internal Controls Over Financial Reporting

The Corporation's Certifying Officers have designed, or caused to be designed under their supervision, internal controls over financial reporting ("ICFR"), as defined in NI 52-109, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles applicable to the Corporation. ICFR includes those policies and procedures that (i) pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of the assets of the Corporation; (ii) are designed to provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with GAAP, and that receipts and expenditures of the Corporation are being made only in accordance with authorizations of management and directors of the Corporation; and (iii) are designed to provide reasonable assurance that transactions and expenditures of the Corporation are being made only in accordance with authorizations of management and directors of the Corporation; and (iii) are designed to provide reasonable assurance that transactions are recorded to provide reasonable assurance with authorizations of management and directors of the Corporation; and (iii) are designed to provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with GAAP, and that receipts and expenditures of the Corporation are being made only in accordance with authorizations of management and directors of the Corporation; and (iii) are designed to provide reasonable assurance

regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Corporation's assets that could have a material effect on the annual financial statements or interim financial reports.

The control framework used to design and evaluate the Corporation's ICFR is "Internal Control - Integrated Framework (2013)" published by The Committee of Sponsoring Organizations of the Treadway Commission (COSO).

The Certifying Officers have evaluated, or caused to be evaluated under their supervision, the effectiveness of the Corporation's ICFR and have concluded that the Corporation's ICFR were effective as at December 31, 2024.

There were no changes in the Corporation's ICFR that occurred during the period from October 1, 2024 to December 31, 2024 that have materially affected, or are reasonably likely to materially affect, the Corporation's ICFR.

While the Certifying Officers believe that the Corporation's ICFR provide a reasonable level of assurance and are effective, they do not expect that the ICFR will prevent all errors and fraud. A control system, no matter how well conceived or operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met.

## **Outstanding Corporation Share Data**

	As at February 25, 2025
Common shares outstanding, excluding shares held in trust	45,506,771
Common shares held in trust (i)	3,301
Total common shares outstanding	45,510,072
Dilutive securities:	
Options	881,667
Corporation shares – diluted	46,391,739

<sup>®</sup> Common Shares held in trust by an independent trustee for the potential future settlement of retention awards granted to eligible participant's under the Corporation's Retention Award Plan

## Selected Annual Financial Information

The following selected annual financial information was obtained from the audited consolidated financial statements prepared in accordance with IFRS, with the exception of net debt.

(Stated in thousands of dollars except per share amounts)

Years ended December 31,	2024	2023	2022
Revenue	659,663	656,341	535,745
Net earnings	54,622	98,580	29,753
Earnings per share - basic	1.17	1.98	0.59
Earnings per share - diluted	1.16	1.96	0.58
Earnings from continuing operations	54,622	98,580	44,311
Earnings from continuing operations per share – basic	1.17	1.98	0.88
Earnings from continuing operations per share – diluted	1.16	1.96	0.87
Dividends declared per share <sup>(3)</sup>	0.80	0.65	0.40
Loans and borrowings	16,827	7,564	22,731
Net debt (Net cash) <sup>(2)</sup>	2,664	(8,869)	4,484
Total assets	423,286	385,494	375,224

In 2024, the Corporation continued its strategy of leveraging its financial strength to purchase drilling equipment in advance to take advantage of the rising demand for its premium technologies while reducing the impact of resource shortages. As a result of the Corporation's progressive capital expenditure strategy since 2022, PHX Energy's total assets increased from \$375.2 million at the end of 2022 to \$423.3 million as at December 31, 2024.

Throughout 2024, US industry activity has been softer compared to levels seen in 2023 however strong demand for PHX Energy's services and technologies in both Canada and the US persisted, and as a result, the Corporation generated record annual revenue for a third consecutive time in 2024. In 2023, revenue increased by 23 percent to \$656.3 million from \$535.7 million in 2022 and in 2024, it increased by 1 percent to \$659.7 million from 2023.

In 2023, net earnings increased to \$98.6 million from \$29.8 million in 2022. In 2024, the Corporation's net earnings decreased by 45 percent to \$54.6 million from \$98.6 million in 2023. Earnings in 2023 benefited from the recognition and utilization of previously unrecognized deferred tax assets while increased direct costs and fewer instances of high dollar valued downhole equipment losses negatively impacted the profitability of the Corporation in the 2024-year. The Corporation utilized its credit facilities to supplement the cash generated from operating activities to fund capital expenditures in the year. PHX Energy ended

<sup>&</sup>lt;sup>(2)</sup> Capital management 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 Non-GAAP and Other Financial Measures section of this MD&A.

<sup>&</sup>lt;sup>(3)</sup> Supplementary financial 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 Non-GAAP and Other Financial Measures section of this MD&A.

the 2024-year with loans and borrowings of \$16.8 million and a cash balance of \$14.2 million, resulting in a net debt<sup>(2)</sup> of \$2.7 million.

## Summary of Quarterly Results

(Stated in thousands of dollars except per share amounts)

	Dec-24	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23	Mar-23
Revenue	178,676	160,634	154,230	166,123	165,332	169,368	155,618	166,022
Earnings	14,098	10,160	12,913	17,454	33,134	24,921	18,108	22,417
Earnings per share - basic	0.31	0.22	0.27	0.37	0.69	0.50	0.35	0.44
Earnings per share - diluted	0.30	0.22	0.26	0.37	0.68	0.50	0.35	0.42
Dividends paid	9,183	9,437	9,498	9,453	7,277	7,621	7,656	7,636
Cash and cash equivalents	14,163	14,203	13,798	13,380	16,433	14,845	20,080	15,502
Loans and borrowings	16,827	19,171	9,649	7,547	7,564	18,302	27,685	29,847

## Non-GAAP and Other Financial Measures

## **Non-GAAP Financial Measures and Ratios**

#### a) Adjusted EBITDA

Adjusted EBITDA, defined as earnings before finance expense, finance expense lease liability, income taxes, depreciation and amortization, impairment losses on drilling and other equipment and goodwill and other write-offs, equity-settled share-based payments, severance payouts relating to the Corporation's restructuring cost, and unrealized foreign exchange gains or losses, does not have a standardized meaning and is not a financial measure that is recognized under GAAP. However, Management believes that adjusted EBITDA provides supplemental information to earnings that is useful in evaluating the results of the Corporation's principal business activities before considering certain charges, how it was financed and how it was taxed in various countries. Investors should be cautioned, however, that adjusted EBITDA should not be construed as an alternative measure to earnings determined in accordance with GAAP. PHX Energy's method of calculating adjusted EBITDA may differ from that of other organizations and, accordingly, its adjusted EBITDA may not be comparable to that of other companies.

#### The following is a reconciliation of earnings to adjusted EBITDA:

(Stated in thousands of dollars)

	Three-month periods	ended December 31,	Years en	ded December 31,
	2024	2023	2024	2023
Earnings:	14,098	33,134	54,622	98,580
Add:				
Depreciation and amortization drilling and other equipment	11,846	10,056	44,822	38,861
Depreciation and amortization right-of-use asset	867	841	3,787	2,898
Provision for (recovery of) income taxes	1,711	(9,460)	15,658	5,070
Finance expense	527	448	1,948	2,422
Finance expense lease liability	512	551	2,213	2,245
Equity-settled share-based payments	59	60	480	491
Unrealized foreign exchange loss (gain)	18	(242)	204	150
Adjusted EBITDA	29,638	35,388	123,734	150,717

#### b) Adjusted EBITDA Per Share - Diluted

Adjusted EBITDA per share - diluted is calculated using the treasury stock method whereby deemed proceeds on the exercise of the share options are used to reacquire common shares at an average share price. The calculation of adjusted EBITDA per share - dilutive is based on the adjusted EBITDA as reported in the table above divided by the diluted number of shares outstanding as quantified in Note 10(b) in the Notes to the Consolidated Financial Statements.

#### c) Adjusted EBITDA as a Percentage of Revenue

Adjusted EBITDA as a percentage of revenue is calculated by dividing the adjusted EBITDA as reported in the table above by revenue as stated on the Consolidated Statements of Comprehensive Earnings.

#### d) Adjusted EBITDA Excluding Cash-settled Share-based Compensation Expense

Adjusted EBITDA excluding cash-settled share-based compensation expense is calculated by adding cash-settled sharebased compensation expense to adjusted EBITDA as described above. Management believes that this measure provides supplemental information to earnings that is useful in evaluating the results of the Corporation's principal business activities before considering certain charges, how it was financed, how it was taxed in various countries, and without the impact of cashsettled share-based compensation expense that is affected by fluctuations in the Corporation's share price.

The following is a reconciliation of earnings to adjusted EBITDA excluding cash-settled share-based compensation expense:

	Three-month periods e	ended December 31,	Years end	ed December 31,
	2024	2023	2024	2023
Earnings:	14,098	33,134	54,622	98,580
Add:				
Depreciation and amortization drilling and other equipment	11,846	10,056	44,822	38,861
Depreciation and amortization right-of-use asset	867	841	3,787	2,898
Provision for (recovery of) income taxes	1,711	(9,460)	15,658	5,070
Finance expense	527	448	1,948	2,422
Finance expense lease liability	512	551	2,213	2,245
Equity-settled share-based payments	59	60	480	491
Unrealized foreign exchange loss	18	(242)	204	150
Cash-settled share-based compensation expense	2,190	4,572	11,774	13,470
Adjusted EBITDA excluding cash-settled share- based compensation expense	31,828	39,960	135,508	164,187

#### (Stated in thousands of dollars)

#### e) Adjusted EBITDA Excluding Cash-settled Share-based Compensation Expense as a Percentage of Revenue

Adjusted EBITDA excluding cash-settled share-based compensation expense as a percentage of revenue is calculated by dividing adjusted EBITDA excluding cash-settled share-based compensation expense as reported above by revenue as stated on the Consolidated Statements of Comprehensive Earnings.

#### f) Gross Profit as a Percentage of Revenue Excluding Depreciation & Amortization

Gross profit as a percentage of revenue excluding depreciation & amortization is defined as the Corporation's gross profit excluding depreciation and amortization divided by revenue and is used to assess operational profitability. This Non-GAAP ratio does not have a standardized meaning and is not a financial measure recognized under GAAP. PHX Energy's method of calculating gross profit as a percentage of revenue may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of revenue, direct costs, depreciation and amortization and gross profit to gross profit as a percentage of revenue excluding depreciation and amortization:

#### (Stated in thousands of dollars)

	Three-month periods ended December 31,		Years end	ed December 31,
	2024	2023	2024	2023
Revenue	178,676	165,332	659,663	656,341
Direct costs	148,003	129,240	535,169	506,236
Gross profit	30,673	36,092	124,494	150,105
Depreciation & amortization drilling and other equipment (included in direct costs)	11,846	10,056	44,822	38,861
Depreciation & amortization right-of-use asset (included in direct costs)	867	841	3,787	2,898
	43,386	46,989	173,103	191,864
Gross profit as a percentage of revenue excluding depreciation & amortization	24%	28%	26%	29%

#### g) SG&A Costs Excluding Share-Based Compensation as a Percentage of Revenue

SG&A costs excluding share-based compensation as a percentage of revenue is defined as the Corporation's SG&A costs excluding share-based compensation divided by revenue and is used to assess the impact of administrative costs excluding the effect of share price volatility. This Non-GAAP ratio does not have a standardized meaning and is not a financial measure recognized under GAAP. PHX Energy's method of calculating SG&A costs excluding share-based compensation as a percentage of revenue may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of SG&A costs, share-based compensation, and revenue to SG&A costs excluding sharebased compensation as a percentage of revenue:

(Stated in thousands of dollars)

Thr	Three-month periods ended December 31,		Years ended December 3	
	2024	2023	2024	2023
SG&A Costs	17,567	18,004	68,294	68,915
Deduct:				
Share-based compensation (included in SG&A)	2,249	4,632	12,254	13,961
	15,318	13,372	56,040	54,954
Revenue	178,676	165,332	659,663	656,341
SG&A costs excluding share-based compensation as a percentage of revenue	9%	8%	8%	8%

## **Capital Management Measures**

#### a) Funds from Operations

Funds from operations is defined as cash flows generated from operating activities before changes in non-cash working capital, interest paid, and income taxes paid. This financial measure does not have a standardized meaning and is not a financial measure recognized under GAAP. Management uses funds from operations as an indication of the Corporation's ability to generate funds from its operations before considering changes in working capital balances and interest and taxes paid. Investors should be cautioned, however, that this financial measure should not be construed as an alternative measure to cash flows from operating activities determined in accordance with GAAP. PHX Energy's method of calculating funds from operations may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of cash flows from operating activities to funds from operations:

ТІ	Three-month periods ended December 31,		Years ended December 3	
	2024	2023	2024	2023
Cash flows from operating activities	17,676	36,754	96,898	96,723
Add (deduct):				
Changes in non-cash working capital	2,874	(15,467)	(4,416)	5,674
Interest paid	355	555	1,241	2,061
Income taxes paid	3,400	6,325	5,972	14,859
Funds from operations	24,305	28,167	99,695	119,317

(Stated in thousands of dollars)

#### b) Excess Cash Flow

Excess cash flow is defined as funds from operations (as defined above) less cash payment on leases, growth capital expenditures, and maintenance capital expenditures from downhole equipment losses and asset retirements, and increased by proceeds on disposition of drilling equipment. This financial measure does not have a standardized meaning and is not a financial measure recognized under GAAP. Management uses excess cash flow as an indication of the Corporation's ability to generate funds from its operations to support operations and grow and maintain the Corporation's drilling and other equipment. This performance measure is useful to investors for assessing the Corporation's operating and financial performance, leverage and liquidity. Investors should be cautioned, however, that this financial measure should not be construed as an alternative measure to cash flows from operating activities determined in accordance with GAAP. PHX Energy's method of calculating excess cash flow may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of cash flows from operating activities to excess cash flow:

(Stated in thousands of dollars)

Th	ree-month periods e	nded December 31,	Years ended Decembe	
	2024	2023	2024	2023
Cash flows from operating activities	17,676	36,754	96,898	96,723
Add (deduct):				
Changes in non-cash working capital	2,874	(15,467)	(4,416)	5,674
Interest paid	355	555	1,241	2,061
Income taxes paid (received)	3,400	6,325	5,972	14,859
Cash payment on leases	(1,385)	(1,343)	(5,590)	(5,258)
	22,920	26,824	94,105	114,059
Proceeds on disposition of drilling equipment	10,057	10,997	36,741	43,686
Maintenance capital expenditures to replace downhole equipment losses and asset retirements	(2,134)	(8,448)	(9,899)	(30,550)
Net proceeds	7,923	2,549	26,842	13,136
Growth capital expenditures	(13,580)	(7,026)	(73,378)	(34,382)
Excess cash flow	17,263	22,347	47,569	92,813

#### c) Working Capital

Working capital is defined as the Corporation's current assets less its current liabilities and is used to assess the Corporation's short-term liquidity. This financial measure does not have a standardized meaning and is not a financial measure recognized under GAAP. Management uses working capital to provide insight as to the Corporation's ability to meet obligations as at the reporting date. PHX Energy's method of calculating working capital may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of current assets and current liabilities to working capital:

(Stated in thousands of dollars)

		December 31,
	2024	2023
Current assets	214,017	207,040
Deduct:		
Current liabilities	(129,472)	(113,125)
Working capital	84,545	93,915

#### d) Net Debt (Net Cash)

Net debt is defined as the Corporation's loans and borrowings less cash. This financial measure does not have a standardized meaning and is not a financial measure recognized under GAAP. Management uses net debt to provide insight as to the Corporation's ability to meet obligations as at the reporting date. PHX Energy's method of calculating net debt may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of loans and borrowings and cash to net debt:

(Stated in thousands of dollars)

		December 31,
	2024	2023
Loans and borrowings	16,827	7,564
Deduct:		
Cash	(14,163)	(16,433)
Net debt (Net cash)	2,664	(8,869)

#### e) Net Capital Expenditures

Net capital expenditures is comprised of total additions to drilling and other long-term assets, as determined in accordance with IFRS, less total proceeds from disposition of drilling equipment, as determined in accordance with IFRS. This financial measure does not have a standardized meaning and is not a financial measure recognized under GAAP. Management uses net capital expenditures to provide insight as to the Corporation's ability to meet obligations as at the reporting date. PHX Energy's method of calculating net capital expenditures may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of additions to drilling and other equipment and proceeds from disposition of drilling equipment to net capital expenditures:

(Stated in thousands of dollars)

Th	ree-month periods e	nded December 31,	Years ended December 31,	
	2024	2023	2024	2023
Growth capital expenditures	13,580	7,026	73,378	34,382
Maintenance capital expenditures from asset retirements		3,066	5,289	14,609
Maintenance capital expenditures to replace downhole equipment losses	2,134	5,382	4,610	15,941
Total capital expenditures	15,714	15,474	83,277	64,932
Deduct:				
Proceeds on disposition of drilling equipment	(10,057)	(10,997)	(36,741)	(43,686)
Net capital expenditures	5,657	4,477	46,536	21,246

#### f) Remaining Distributable Balance under ROCS

Remaining distributable balance under ROCS is comprised of 70% of excess cash flow as defined above less repurchases of shares under the Normal Course Issuer Bids in effect during the period and less the dividends paid to shareholders during the period. This financial measure does not have a standardized meaning and is not a financial measure recognized under GAAP. Management uses the remaining distributable balance under ROCS to provide insight as to the Corporation's ROCS strategy as at the reporting date. PHX Energy's method of calculating remaining distributable balance under ROCS may differ from that of other organizations and, accordingly, it may not be comparable to that of other companies.

The following is a reconciliation of excess cash flow as defined above to remaining distributable balance under ROCS:

Three-m	Three-month periods ended December 31,		Years ended December 31,	
	2024	2023	2024	2023
Excess cash flow	17,263	22,347	47,569	92,813
70% of excess cash flow	12,084	15,643	33,298	64,969
Deduct:				
Dividends paid to shareholders	(9,183)	(7,277)	(37,570)	(30,189)
Repurchase of shares under the NCIB	(4,859)	(11,264)	(20,614)	(30,366)
Remaining Distributable Balance under ROCS	(1,958)	(2,898)	(24,886)	4,414

(Stated in thousands of dollars)

## **Supplementary Financial Measures**

*"Average consolidated revenue per day"* is comprised of consolidated revenue, as determined in accordance with IFRS, divided by the Corporation's consolidated number of operating days. Operating days is defined under the "Definitions" section below.

"Average revenue per operating day" is comprised of revenue, as determined in accordance with IFRS, divided by the number of operating days.

"Dividends paid per share" is comprised of dividends paid, as determined in accordance with IFRS, divided by the number of shares outstanding at the dividend record date.

"Dividends declared per share" is comprised of dividends declared, as determined in accordance with IFRS, divided by the number of shares outstanding at the dividend record date.

"Effective tax rate" is comprised of provision for or recovery of income tax, as determined in accordance with IFRS, divided by earnings before income taxes, as determined in accordance with IFRS.

**"Funds from operations per share – diluted"** is calculated using the treasury stock method whereby deemed proceeds on the exercise of the share options are used to reacquire common shares at an average share price. The calculation of funds from operations per share - diluted is based on the funds from operations as reported in the table above divided by the diluted number of shares outstanding as quantified in Note 10(b) in the Notes to the Consolidated Financial Statements.

## Definitions

"Operating days" throughout this document, it is referring to the billable days on which PHX Energy is providing services to the client at the rig site.

"Capital expenditures" equate to the Corporation's total acquisition of drilling and other equipment as stated on the Consolidated Statements of Cash Flows and Note 5(b) in the Notes to the Financial Statements.

"Growth capital expenditures" are capital expenditures that were used to expand capacity in the Corporation's fleet of drilling equipment.

"Maintenance capital expenditures" are capital expenditures that were used to maintain capacity in the Corporation's fleet of drilling equipment and replace equipment that were lost downhole during drilling operations.

# Cautionary Statement Regarding Forward-Looking Information and Statements

This MD&A contains certain forward-looking information and statements within the meaning of applicable securities laws. The use of "expect", "anticipate", "continue", "estimate", "objective", "ongoing", "may", "will", "project", "could", "should", "can", "believe", "plans", "intends", "strategy", "targets" and similar expressions are intended to identify forward-looking information or statements.

The forward-looking information and statements included in this MD&A are not guarantees of future performance and should not be unduly relied upon. These statements and information involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements and information. The Corporation believes the expectations reflected in such forward-looking statements and information are reasonable, but no assurance can be given that these expectations will prove to be correct. Such forward-looking statements and information included in this MD&A should not be unduly relied upon. These forward-looking statements and information speak only as of the date of this MD&A.

In particular, forward-looking information and statements contained in this MD&A include, without limitation:

- The Corporation's intent to preserve balance sheet strength and continue to reward shareholders, including through its dividend program, the ROCS program and NCIB;
- The Corporation's intent to remain committed to enhancing shareholder returns through its ROCS program which targets up to 70 percent of annual excess cash flow to be used for shareholder returns and includes multiple options including the dividend program and the NCIB. The Corporation will target the level of excess cash flow to be used for shareholder returns to stay within the 70 percent threshold in 2025.

- PHX Energy's intentions with respect leveraging the use of the NCIB and purchases thereunder and the effects of repurchases under the NCIB;
- The anticipated 2025 capital expenditure budget of \$55 million. Of the total expenditures, approximately half is anticipated to be spent on growth, including RSS systems and Real Time RSS Communications technology. The remaining half is anticipated to be spent to maintain capacity in the fleet of drilling and other equipment and replace equipment lost downhole during drilling operations.
- The planned expenditures are expected to be financed from cash flow from operating activities, proceeds on disposition of drilling equipment, cash and cash equivalents, and the Corporation's credit facilities, if necessary.
- The expectation that that equipment on order as part of the capital commitments as at December 31, 2024 will be delivered within the first half of 2025.
- The Corporation currently has ongoing R&D initiatives aimed at improving reliability, reducing costs to maintain equipment, and displacing certain equipment rentals, and Management believes that these will aid in improving profitability once implemented successfully.
- The outlook related to the Corporation's activity in the upcoming year and industry rig counts.
- The potential for growth for the Atlas rental division, as the Corporation will be adding resources to support this division and its operations.
- The expected and potentially fluctuating revenue from the Atlas sales division, due to the sporadic and cyclical nature of the customers' ordering frequency.
- The amount expected to be allocated towards replacing equipment lost downhole could increase, should more downhole equipment losses occur throughout the year.
- The anticipated increase to the Corporation's RSS utilization and the percentage of activity this business line represents in the upcoming year, along with the impact that this will have on profitability, particularly in Canada where the Corporation expects to reduce equipment rentals,
- The anticipated impact of potential new or increased tariffs that may be imposed by the US administration and any retaliatory actions that may be taken by Canada or other nations, and the Corporation ability to reduce this impact in its supply chain.

The above are stated under the headings: "Year End Highlights", "Overall Performance", "Dividends and ROCS", "Capital Spending", "Segmented Information", "Liquidity", and "Cash Requirements for Capital Expenditures". In addition, all information contained under the headings "Dividends and ROCS", "Cash Flow and Dividends", "Critical Accounting Estimates and Judgements", "Business Risk Factors" and "Outlook" sections of this MD&A may contain forward-looking statements.

In addition to other material factors, expectations and assumptions which may be identified in this MD&A and other continuous disclosure documents of the Corporation referenced herein, assumptions have been made in respect of such forward-looking statements and information regarding, without limitation, that: the Corporation will continue to conduct its operations in a

manner consistent with past operations; the general continuance of current industry conditions and the accuracy of the Corporation's market outlook expectations for 2025 and in the future; that future business, regulatory and industry conditions will be within the parameters expected by the Corporation; that there will be no adverse tariff events including intentional tariff wars that could have a significant impact on the markets in which the Corporation operates; anticipated financial performance, business prospects, impact of competition, strategies, the general stability of the economic and political environment in which the Corporation operates; the potential impact of trade wars, pandemics, the Russian-Ukrainian war, Middle-East conflict and other world events on the global economy, specifically trade, manufacturing, supply chain, inflation and energy consumption, among other things and the resulting impact on the Corporation's operations and future results which remain uncertain; exchange and interest rates, and inflationary pressures including the potential for further interest rate hikes by global central banks and the impact on financing charges and foreign exchange and the anticipated global economic response to concerted interest rate hikes; the continuance of existing (and in certain circumstances, the implementation of proposed) tax, royalty and regulatory regimes; the sufficiency of budgeted capital expenditures in carrying out planned activities; the availability and cost of labour and services and the adequacy of cash flow; debt and ability to obtain financing on acceptable terms to fund its planned expenditures, which are subject to change based on commodity prices; market conditions and future oil and natural gas prices; and potential timing delays. Although management considers these material factors, expectations, and assumptions to be reasonable based on information currently available to it, no assurance can be given that they will prove to be correct.

Readers are cautioned that the foregoing lists of factors are not exhaustive. Additional information on these and other factors that could affect the Corporation's operations and financial results are included in reports on file with the Canadian Securities Regulatory Authorities and may be accessed through the SEDAR+ website (www.sedarplus.ca) or at the Corporation's website. The forward-looking statements and information contained in this MD&A are expressly qualified by this cautionary statement. The Corporation does not undertake any obligation to publicly update or revise any forward-looking statements or information, whether as a result of new information, future events or otherwise, except as may be required by applicable securities laws.



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## **INDEPENDENT AUDITOR'S REPORT**

To the Shareholders of PHX Energy Services Corp.

#### Opinion

We have audited the consolidated financial statements of PHX Energy Services Corp. (the Entity), which comprise:

- the consolidated statements of financial position as at December 31, 2024 and December 31, 2023
- the consolidated statements of comprehensive earnings for the years then ended
- the consolidated statements of changes in equity for the years then ended
- the consolidated statements of cash flows for the years then ended
- and notes to the consolidated financial statements, including a summary of material accounting policy information

(Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the consolidated financial position of the Entity as at December 31, 2024 and December 31, 2023, and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with IFRS Accounting Standards as issued by the International Accounting Standards Board.

#### **Basis for Opinion**

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the "*Auditor's Responsibilities for the Audit of the Financial Statements*" section of our auditor's report.

We are independent of the Entity in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada and we have fulfilled our other ethical responsibilities in accordance with these requirements.

KPMG LLP, an Ontario limited liability partnership and member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. KPMG Canada provides services to KPMG LLP.



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

#### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements for the year ended December 31, 2024. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

We have determined the matters described below to be the key audit matters to be communicated in our auditor's report.

#### Directional drilling and motor rental revenue

#### Description of the matter

We draw your attention to note 3 and note 12 to the financial statements. The Entity primarily generates revenue from the provision of directional drilling services whereby the client is charged a flat day rate for each day the rig requires directional drilling services. Directional drilling revenue is recognized daily, over a period of time as services have been provided. Motor rental revenue is recognized based on the number of hours the motor was used in drilling operations and the rate for that equipment. Directional drilling and motor rental revenue during the year ended December 31, 2024 was \$648.4 million.

#### Why the matter is a key audit matter

We identified directional drilling and motor rental revenue as a key audit matter. Significant auditor attention was required in evaluating the results of our audit procedures due to the magnitude and overall significance of directional drilling and motor rental revenue transactions to the financial statements.

#### How the matter was addressed in the audit

The following are the primary procedures we performed to address this key audit matter:

- We evaluated the design and tested the operating effectiveness of certain controls over directional drilling and motor rental revenue processes
- We tested directional drilling and motor rental revenue using computer-assisted audit techniques, which included inspecting the amount and the period when the services or motor rental hours were provided by agreeing a selection of items to supporting documentation
- We assessed the timing of revenue recognized by agreeing a sample of directional drilling and motor rental revenue transactions recognized before and after December 31, 2024 to supporting documentation to assess if the revenue was recognized in the appropriate period



#### Other Information

Management is responsible for the other information. Other information comprises:

- the information included in Management's Discussion and Analysis filed with the relevant Canadian Securities Commissions
- the information, other than the financial statements and the auditor's report thereon, included in a document entitled "2024 Annual Report"

Our opinion on the financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit and remain alert for indications that the other information appears to be materially misstated.

We obtained the information included in Management's Discussion and Analysis filed with the relevant Canadian Securities Commissions and the information, other than the financial statements and the auditor's report thereon, included in a document entitled "2024 Annual Report" as at the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in the auditor's report.

We have nothing to report in this regard.

## Responsibilities of Management and Those Charged with Governance for the Financial Statements

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

In preparing the financial statements, management is responsible for assessing the Entity's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity's financial reporting process.



#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit.

We also:

• Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.



- Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
- Provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.
- Plan and perform the group audit to obtain sufficient appropriate audit evidence regarding the financial information of the entities or business units within the group as a basis for forming an opinion on the group financial statements. We are responsible for the direction, supervision and review of the audit work performed for the purposes of the group audit. We remain solely responsible for our audit opinion.
- Determine, from the matters communicated with those charged with governance, those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our auditor's report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this auditor's report is Richard John Mussenden.

KPMG LLP

**Chartered Professional Accountants** 

Calgary, Canada February 25, 2025

# **Consolidated Statements of Financial Position**

(Stated in thousands of dollars)	Decem	ber 31, 2024	December 31, 2023		
ASSETS					
Current assets:					
Cash	\$	14,163	\$	16,433	
Trade and other receivables (Note 18a)		133,589		121,334	
Inventories (Note 4)		63,135		63,173	
Prepaid expenses		2,628		2,409	
Current tax assets		502		3,691	
Total current assets		214,017		207,040	
Non-current assets:					
Drilling and other long-term assets (Note 5)		166,081		128,263	
Right-of-use assets (Note 20)		24,943		27,056	
Intangible assets (Note 6)		14,611		14,200	
Investments (Note 7)		2,171		3,001	
Other long-term assets		1,463		1,284	
Deferred tax assets (Note 9)		-		4,650	
Total non-current assets		209,269		178,454	
Total assets	\$	423,286	\$	385,494	
LIABILITIES AND SHAREHOLDERS' EQUITY					
Current liabilities:					
Trade and other payables	\$	116,668	\$	100,438	
Dividends payable (Note 10e)		9,102		9,453	
Current lease liabilities (Note 20)		3,702		3,234	
Current tax liabilities		-		-	
Total current liabilities		129,472		113,125	
Non-current liabilities:					
Lease liabilities (Note 20)		31,650		33,972	
Loans and borrowings (Note 8)		16,827		7,564	
Deferred tax liabilities (Note 9)		19,792		16,822	
Other (Note 11b)		3,340		4,042	
Total non-current liabilities		71,609		62,400	
Equity:					
Share capital (Note 10a)		203,841		222,653	
Contributed surplus		7,189		7,168	
Deficit		(28,291)		(45,695)	
Accumulated other comprehensive income (AOCI)		39,466		25,843	
Total equity		222,205		209,969	
Total liabilities and equity	\$	423,286	\$	385,494	

See accompanying notes to consolidated financial statements, commitments (Note 5c)

#### Approved by the Board of Directors

(Signed) John Hooks

John Hooks – Chairperson of the Board

(Signed) Terry Freeman

Terry Freeman – Chair of the Audit Committee

# **Consolidated Statements of Comprehensive Earnings**

(Stated in thousands of dollars except earnings per share)

Years ended December 31,		2024		2023
Revenue (Note 12)	\$	659,663	\$	656,341
Direct costs (Note 13)		535,169		506,236
Gross profit		124,494		150,105
Expenses:				
Selling, general and administrative expenses (Note 13)		68,294		68,915
Research and development expenses (Note 13)		5,337		5,210
Finance expense		1,948		2,422
Finance expense lease liability (Note 20)		2,213		2,245
Other income (Note 14)		(23,578)		(32,337)
		54,214		46,455
Earnings before income taxes		70,280		103,650
Provision for (recovery of) income taxes (Note 15) Current Deferred		9,273 6,385 15,658		10,435 (5,365) 5,070
Net earnings		54,622		98,580
Other comprehensive income (loss) Foreign currency translation, net of tax (Note 18e) Equity investment revaluation through AOCI (Note 7)		14,453 (830)		(4,767)
Total comprehensive earnings	\$	68,245	\$	93,813
Earnings per share – basic (Note 10d) Earnings per share – diluted (Note 10d)	\$ \$	1.17 1.16	\$ \$	1.98 1.96

See accompanying notes to consolidated financial statements.

# **Consolidated Statements of Changes in Equity**

(Stated in thousands of dollars except share capital numbers)

Year Ended	Share Capital		Accumulated Other Contributed Comprehensive							
December 31, 2024	Number		Amount (\$)	Surplus	00	Income		Deficit		Total Equity
Balance, December 31, 2023	47,260,472	\$	222,653	\$ 7,168	\$	25,843	\$	(45,695)	\$	209,969
Issuance of share capital on exercise of options (Note 10a)	387,533		1,343			-		-		1,343
Common shares purchased and cancelled (Note 10f)	(2,141,232)		(20,614)	-				-		(20,614)
Share-based payments	-		-	480		-		-		480
Fair value of options exercised	-		459	(459)		-				-
Net earnings	-		-	-		-		54,622		54,622
Equity investment loss through AOCI (Note 7)	•		•	•		(830)		-		(830)
Foreign currency translation, net of tax						14,453		-		14,453
Dividends	-		-	-		-		(37,218)		(37,218)
Balance, December 31, 2024	45,506,773	\$	203,841	\$ 7,189	\$	39,466	\$	(28,291)	\$	222,205

Year Ended	Share Capital			Accumulated Other Comprehensive							
December 31, 2023	Number		Amount (\$)	Contribu	uted Surplus	00	Income		Deficit		Total Equity
Balance, December 31, 2022	50,896,175	\$	251,345	\$	7,044	\$	30,610	\$	(112,121)	\$	176,878
Issuance of share capital on exercise of options (Note 10a)	389,134		964		-		-		-		964
Issuance of share capital from trust on settlement of retention awards (Note 10a)	121,763		955		-		-		-		955
Common shares purchased and held in trust (Note 10a)	(114,000)		(612)		-		-		-		(612)
Common shares purchased and cancelled (Note 10f)	(4,032,600)		(30,366)		-		-		-		(30,366)
Share-based payments	-		-		491		-		-		491
Fair value of options exercised	-		367		(367)		-		-		-
Net earnings	-		-		-		-		98,580		98,580
Foreign currency translation, net of tax	-		-		-		(4,767)		-		(4,767)
Dividends	-		-		-		-		(32,154)		(32,154)
Balance, December 31, 2023	47,260,472	\$	222,653	\$	7,168	\$	25,843	\$	(45,695)	\$	209,969

See accompanying notes to consolidated financial statements.

# **Consolidated Statements of Cash Flows**

(Stated in thousands of dollars)

Years ended December 31,	2024	2023
Cash flows from operating activities:		
Earnings	\$ 54,622	\$ 98,580
Adjustments for:		
Depreciation and amortization (Note 13)	44,822	38,861
Depreciation and amortization right-of-use asset (Note 13)	3,787	2,898
Provision for income taxes (Note 15)	15,658	5,070
Unrealized foreign exchange loss	204	150
Net gain on disposition of drilling equipment (Note 14)	(24,648	) (31,347)
Equity-settled share-based payments (Note 11a)	480	491
Finance expense	1,948	2,422
Finance expense lease liability (Note 20)	2,213	2,245
Provision for bad debts (Note 14)	-	117
Provision for inventory obsolescence (Note 4 and Note 13)	2,822	2,075
Interest paid on lease liability (Note 20)	(2,213	) (2,245)
Interest paid	(1,241	) (2,061)
Income taxes paid	(5,972	) (14,859)
Change in non-cash working capital (Note 17)	4,416	(5,674)
Net cash from operating activities	96,898	96,723
Cash flows from investing activities:		
Proceeds on disposition of drilling equipment	36,741	43,686
Acquisition of drilling and other equipment (Note 5b)	(83,277	) (64,932)
Acquisition of intangible assets (Note 6)	(2,228	) (686)
Change in non-cash working capital (Note 17)	(400	) 1,670
Net cash used in investing activities	(49,164	) (20,262)
Cash flows from financing activities:		
Repurchase of shares under the NCIB (Note 10f)	(20,614	) (30,366)
Dividends paid to shareholders	(37,570	) (30,189)
Net proceeds from (net repayment of) loans and borrowings (Note 8b)	9,107	(14,731)
Payments of lease liability (Note 20)	(3,377	(3,013)
Purchase of shares held in trust (Note 10a)		(612)
Proceeds from exercise of options	1,343	964
Net cash used in financing activities	(51,111	) (77,947)
Net decrease in cash	(3,377	) (1,486)
Cash, beginning of year	16,433	18,247
Effect of movements in exchange rates on cash held	1,107	(328)
Cash, end of year	\$ 14,163	\$ 16,433

See accompanying notes to consolidated financial statements.

# **Notes to the Consolidated Financial Statements**

For the years ended December 31, 2024 and 2023

# 1. Reporting Entity

PHX Energy Services Corp. ("PHX Energy" or the "Corporation") is a publicly-traded Corporation listed on the Toronto Stock Exchange ("TSX") under the symbol "PHX". The Corporation's registered office is at Suite 1600, 215 – 9<sup>th</sup> Avenue SW Calgary, Alberta, Canada.

The Corporation, through its subsidiaries (see Note 22), provides horizontal and directional drilling services, rents performance drilling motors, and sells motor equipment and parts to oil and natural gas exploration and development companies in Canada, United States, and the Middle East regions. The Corporation also develops and manufactures technologies that are made available for internal operational use.

The consolidated financial statements include the accounts of the Corporation and its wholly owned subsidiaries.

# 2. Basis of Preparation

# a) Statement of Compliance

These consolidated financial statements have been prepared in accordance with IFRS Accounting Standards as issued by the International Accounting Standards Board (IASB). Details of the Corporation's material accounting policies, including changes during the year, are included in Note 3.

The consolidated financial statements were authorized for issuance by the Board of Directors (the "Board") on February 25, 2025.

### b) Basis of Measurement

The consolidated financial statements have been prepared on a going concern basis using the historical cost basis except for liabilities for cash-settled share-based payment arrangements and investments, which are measured at fair value.

### c) Functional and Presentation Currency

These consolidated financial statements are presented in thousands of Canadian dollars ("CAD"), which is the Corporation's functional currency, unless otherwise stated.

### d) Use of Estimates

The preparation of the consolidated financial statements in conformity with IFRS Accounting Standards as issued by the IASB requires management to make estimates and judgements that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Assumptions and estimation uncertainties that have a significant risk of material adjustment in the context of these financial statements include the following:

- key assumptions used in the valuation of drilling and other equipment;
- estimated useful lives of drilling and other equipment and intangible assets;
- recognition of deferred tax assets based on estimates of the availability of future taxable profit against which carry-forward tax losses can be used;
- assumptions used in the valuation of investments;
- estimates and assumptions used in the valuation of inventory;
- estimate used in the valuation of accounts receivable;
- valuation of equity-settled and cash-settled share-based payments; and,
- key assumptions used in the estimate of leases including valuation of right-of-use assets and lease liabilities.

#### i. Climate Change and Environmental, Social, and Governance ("ESG")

Climate change policy and ESG culture policies are evolving at regional, national and international levels. Political and economic events may significantly affect the scope and timing of ESG policies and climate change measures. The Canadian Securities Administrators ("CSA") have issued a proposed National Instrument 51-107 Disclosure of Climate-related Matters. The Canadian Sustainability Standards Board ("CSSB") have published Canadian Sustainability Disclosure Standard ("CSDS"), CSDS 1 & CSDS 2 in the current period, adoption is voluntary until mandated by provincial regulators. The CSA is currently developing a revised climate-related disclosure policy, which will provide the regulatory framework for issuers.

The direct or indirect costs of compliance with greenhouse gas-related regulations and ESG directives may have an adverse effect on the Corporation's and its customer's business, financial condition, results of operations and

prospects; however, at this time these costs have not yet been quantified. Significant estimates and judgment currently made by management which could be significantly impacted by climate and climate-related matters include:

- Recoverability of asset carrying values;
- Useful life of assets; and,
- Cash flow projections for purpose of impairment tests.

### e) Critical Judgments

Significant judgement is required to assess when impairment indicators exist, and impairment testing is required. The assessment of impairment indicators is based on management's judgment of whether there are internal and external factors that would indicate that a cash generating unit ("CGU") and specifically the non-financial assets within the CGU, are impaired. These factors include revenue and earnings before interest, taxes, depreciation and amortization ("EBITDA") forecasts, expected industry activity levels, commodity price developments and market capitalization. The determination of a CGU is also based on management's judgment and is an assessment of the smallest group of assets that generate cash inflows independently of other assets.

# 3. Material Accounting Policies

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

# a) Basis of Consolidation

#### i. Subsidiaries

Subsidiaries are entities controlled by the Corporation. The Corporation controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

#### ii. Loss of Control

When the Corporation loses control over a subsidiary it derecognizes the assets and liabilities of the subsidiary, and any other related components of equity. Any resulting gain or loss is recognized in profit or loss. Any interest retained in the former subsidiary is measured at fair value when control is lost.

#### iii. Transactions Eliminated on Consolidation

Intra-group balances and transactions, and any unrealized income and expenses arising from intra-group transactions, are eliminated.

#### iv. Foreign Currency Transactions

Transactions in foreign currencies are translated to the respective functional currencies of the Corporation's entities at exchange rates at the dates of the transactions. The methods used to account for assets and liabilities relating to foreign currency transactions entered into by the Corporation's entities, and to measure the foreign exchange risk arising on such transactions, depend upon whether the asset or liability in question is classified as a monetary or non-monetary item.

Receivables, liabilities and other monetary assets denominated in foreign currencies at the reporting date are translated at the functional currency spot exchange rate at the statement of financial position date. Exchange differences that arise between the rate at the transaction date and the one in effect at the payment date or the rate at the statement of financial position date are recognized in the statement of comprehensive earnings as other income or expense.

Drilling and other equipment, inventories and other non-monetary items purchased in foreign currencies and that are measured on the basis of historical cost are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value is determined.

#### v. Foreign Operations

When entities, which prepare their financial statements in a functional currency other than Canadian dollars, are recognized in the consolidated financial statements, the income and expenses are translated at the monthly average exchange rates. The assets and liabilities of foreign operations are translated to Canadian dollars at the rate of exchange prevailing at the statement of financial position date.

Foreign currency differences are recognized in other comprehensive earnings in the accumulated other comprehensive income account. The exchange differences arising on the translation to the Corporation's presentation currency are recognized directly in the cumulative translation reserve as a separate component of equity. When a foreign operation is disposed of in its entirety or partially such that control, significant influence or joint control is lost, the cumulative amount in the translation reserve related to that foreign operation is reclassified to profit or loss as part of the gain or loss on disposal.

When the settlement of a monetary item receivable from or payable to a foreign operation is neither planned nor likely in the foreseeable future, foreign exchange gains and losses arising from such a monetary item are considered

to form part of a net investment in a foreign operation and are recognized in other comprehensive earnings, and are presented within equity in accumulated other comprehensive income.

### b) Financial Instruments

#### i. Financial Assets at Fair Value Through Other Comprehensive Income ("FVOCI")

These assets are subsequently measured at fair value with the net gains or losses recognized in other comprehensive income ("OCI"). Interest and dividend income resulting from financial assets measured at FVOCI are recognized in the Corporation's net earnings.

#### ii. Financial Assets at Amortized Cost

These assets are subsequently measured at amortized cost using the effective interest method. The amortized cost is reduced by impairment losses. Interest income, foreign exchange gains and losses and impairment are recognized in profit or loss. Any gain or loss on derecognition is recognized in profit or loss.

#### iii. Non-derivative Financial Assets

The carrying amount of the Corporation's financial assets includes cash, trade and other receivables, and investments. A lifetime expected credit loss ("ECL") is recognized on financial assets when there is objective evidence of a significant increase in credit risk as a result of one or more events that occurred after the initial recognition of the asset.

The Corporation initially recognizes trade and other receivables on the date that they originate. All other financial assets (including assets designated at fair value through profit or loss) are recognized initially on the trade date at which the Corporation becomes a party to the contractual provisions of the instrument.

Financial assets at amortized cost consist of cash and trade and other receivables. Trade and other receivables are recorded at its original invoice value less any amounts estimated to be uncollectible plus any directly attributable transaction costs.

Financial assets at FVOCI consist of an equity investment in a company (see Note 7). On initial recognition of an equity investment that is not held-for-trading, the Corporation may irrevocably elect to present subsequent changes in the investment's fair value in OCI. There is no subsequent reclassification of fair value changes to earnings following the derecognition of the investment. Interest and dividends that reflect a return on investment continue to be recognized in net earnings. This election is made on an investment-by-investment basis.

#### iv. Non-derivative Financial Liabilities

Financial liabilities are recognized initially on the trade date at which the Corporation becomes a party to the contractual provisions of the instrument. Such financial liabilities are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition these financial liabilities are measured at amortized cost using the effective interest rate method. Transaction costs related to the issuance of any long-term debt are netted against the carrying value of the associated long-term debt and amortized as part of financing costs over the life of the debt using the effective interest rate method. The Corporation derecognizes a financial liability when its contractual obligations are discharged, cancelled or expire.

The Corporation has the following non-derivative financial liabilities: trade and other payables, dividends payable, and loans and borrowings.

Financial assets and liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Corporation has a legal right to offset the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

### c) Share Capital

#### i. Common Shares

Common shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares and share options are recognized as a deduction from equity, net of any tax effects.

#### ii. Repurchase and Reissue of Common Shares

When shares recognized as equity are repurchased, the amount of the consideration paid, which includes directly attributable costs, net of any tax effects, is recognized as a deduction from equity. Repurchased shares are classified as either, shares held in trust and are presented in the shares held in trust reserve for future settlement of retention award liability, or are repurchased and cancelled under the Normal Course Issuance Bid ("NCIB"). When shares held in trust are reissued to settle retention award liabilities, the amount of liabilities settled is recognized as an increase in equity.

# d) Drilling and Other Equipment

#### i. Recognition and Measurement

Items of drilling and other equipment are measured at cost less accumulated depreciation and accumulated impairment losses.

Cost is comprised of the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation. Drilling and other equipment also includes parts and raw materials awaiting assembly. These assets are recorded at cost and no depreciation is taken until the asset is completed and available for intended use.

When parts of an item of drilling and other equipment have different useful lives, they are accounted for as separate items (major components) of drilling and other equipment.

Gains and losses on disposal of an item of drilling and other equipment are determined by comparing the proceeds from disposal with the carrying amount of drilling and other equipment, and are recognized net within other income in the Corporation's profit or loss.

#### ii. Subsequent Costs

The cost of replacing a part of an item of drilling and other equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Corporation, and its cost can be measured reliably. The carrying amount of the replaced part is derecognized. The costs of the day-to-day servicing of drilling and other equipment are recognized in the Corporation's profit or loss as incurred.

#### iii. Depreciation

Depreciation expense is recognized in profit or loss on a straight-line basis over the estimated useful lives of drilling and other equipment and is calculated using the depreciable amount, which is the cost of an asset, or other amount substituted for cost, less its residual value. Significant components of individual assets are assessed, and if a component has a useful life that is different from the remainder of that asset, then that component is depreciated separately.

The estimated useful lives for the current period are as follows:

Directional drilling equipment	2 to 8 years straight-line
Office and computer equipment	3 to 10 years straight-line
Machinery and equipment	5 years straight-line
Vehicles	5 years straight-line

Depreciation methods, useful lives and residual values are reviewed at each financial year end and adjusted if appropriate.

# e) Intangible Assets

#### i. Research and Development Costs

Expenditure on research activities undertaken with the prospect of gaining new scientific or technical knowledge and understanding is recognized in profit or loss as incurred.

Development activities involve a plan or design for the production of new or substantially improved product and process. Development expenditure is capitalized only if development costs can be measured reliably, the product or process is technically feasible, future economic benefits are probable, and the Corporation intends to and has sufficient resources to complete development and to use or sell the asset. The expenditure capitalized includes the cost of materials, direct labour, overhead costs that are directly attributable to preparing the asset for its intended use, and borrowing costs. Other development expenditures are recognized in profit or loss as incurred. Development expenditures are accumulated until the project has reached commercial feasibility, at which time the development expenditure will be amortized over the estimated useful life of the related asset.

Capitalized development expenditure is measured at cost less accumulated amortization and accumulated impairment losses.

#### ii. Other Intangible Assets

Other intangible assets that are acquired by the Corporation and have finite useful lives are measured at cost less accumulated amortization and any accumulated impairment losses.

Other intangible assets include licenses which give the Corporation rights to use in any manner certain equipment acquired from a third party. These licenses are transferrable to other equipment should it be lost downhole, retired, or sold. The useful life of these licenses is estimated to be the same as the estimated useful life of the associated technologies.

#### iii. Subsequent Expenditures

Subsequent expenditures are capitalized only when they increase the future economic benefits embodied in the specific asset to which they relate. All other expenditures, including expenditures on internally generated goodwill, are recognized in profit or loss as incurred.

#### iv. Amortization

Amortization is calculated to write-off the costs of intangible assets less their estimated residual values using the straight-line method over their estimated useful lives, and is recognized in profit or loss.

The estimated useful life is as follows:

Licenses	10 to 15 years
Development costs	10 to 15 years

Amortization methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

### f) Inventories

Inventories are measured at the lower of cost and net realizable value. The cost of inventories is based on the firstin first-out method, and includes expenditures incurred in acquiring the inventories, production or conversion costs and other costs incurred in bringing them to their existing location and condition.

Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

### g) Impairment

#### i. Financial Assets

A financial asset not carried at fair value through profit or loss is assessed at each reporting date to determine whether there is objective evidence that it is impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset, and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably.

The Corporation considers evidence of impairment for receivables at a specific asset level. When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECL, the Corporation considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis based on the Corporation's historical experience, informed credit assessment, and forward-looking information. The Corporation has elected to measure loss allowances for trade and other receivables at an amount equal to the ECL over the expected life of a financial instrument.

An impairment loss in respect of a financial asset measured at amortized cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognized in profit or loss and are reflected in an allowance account against receivables. Interest on the impaired asset continues to be recognized through the unwinding of the discount. When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit or loss.

#### ii. Non-Financial Assets

The carrying amounts of the Corporation's non-financial assets, other than inventories and deferred tax assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. For goodwill and intangible assets that have indefinite useful lives or that are not yet available for use, the recoverable amount is estimated each year at the same time.

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets. For the purposes of goodwill impairment testing, goodwill acquired in a business combination is allocated to the group of CGUs that is expected to benefit from the synergies of the combination. This allocation is subject to an operating segment ceiling test and reflects the lowest level at which that goodwill is monitored for internal reporting purposes.

The Corporation's corporate assets do not generate separate cash inflows. If there is an indication that a corporate asset may be impaired, then the recoverable amount is determined for the CGU to which the corporate asset belongs.

Where the carrying amount of an asset or CGU exceeds its recoverable amount, the non-financial assets within the CGU are considered impaired and its carrying amount is reduced to its recoverable amount. Impairment losses recognized in respect of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to the units, and then to reduce the carrying amounts of the other assets in the unit (group of units) on a pro rata basis.

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

#### iii. Employee Benefits

#### Short-term employee benefits

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

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

#### Share-based payment transactions

The grant date fair value of share-based payment awards granted to employees is recognized as an employee expense, with a corresponding increase in equity, over the period that the employees unconditionally become entitled to the awards (vesting period). The amount recognized as an expense is adjusted to reflect the number of awards for which the related service and non-market vesting conditions are expected to be met, such that the amount ultimately recognized as an expense is based on the number of awards that do meet the related service and non-market performance conditions at the vesting date.

The fair value of the amount payable to employees in respect of Retention Awards, which may be settled in cash or equity, is recognized as an expense with a corresponding increase in liabilities, over the period that the employees unconditionally become entitled to payment. The liability is remeasured at each reporting date and at settlement date. Any changes in the fair value of the liability are recognized as personnel expense in profit or loss.

### h) Revenue

Revenue is recognized when a client obtains control of the goods or services. Revenue is measured based on the consideration specified in the contract with a client and excludes amounts collected on behalf of third parties. The Corporation recognizes revenue when it transfers control over a product or service to a customer or client. The Corporation's services are sold based upon bid acceptance or contracts with clients that includes fixed or determinable prices based upon daily, hourly, or job rates.

The Corporation primarily generates revenue from the provision of directional drilling services whereby the client is charged a flat day rate for each day the rig requires directional drilling services. The day rate includes personnel assistance as well as use of equipment. The Corporation recognizes revenue daily based on the daily drilling rate. The Corporation's performance obligation is the bundling of its services relating to directional drilling activities, which distinctly benefit the client each day of active drilling. The Corporation recognizes this benefit to revenue daily, over a period of time, as services have been provided. An invoice is sent to the client upon completion of the well, also revenues are accrued based on daily services provided at period end.

Instances where there are equipment failures or delays, a sales credit will be issued upon review with the client. The Corporation will accrue a sales credit when it is highly probable that a sales credit will be issued.

Motor rental revenue is based on the number of hours the motor was used in drilling operations, and the rate for that equipment. The Corporation's performance obligation is providing the use of equipment which distinctly benefits the client during the rental period. The Corporation recognizes this benefit to revenue based on each hour of utilization. An invoice is sent to the client upon completion of the rental period, also revenue is accrued based on the number of hours the motor was used at period end.

The Corporation also sells various motor parts and motor equipment. The Corporation's performance obligation is satisfied upon delivery of such inventory to the customer, at which time the benefits of ownership and control of the asset has been transferred and revenue is recognized. An invoice is sent to the customer upon shipment of goods.

### i) Leases

#### i. Definition of a Lease

The Corporation determines whether an arrangement or an agreement contains a lease in accordance to IFRS 16 *Leases*. Under IFRS 16, a contract is, or contains, a lease if the contract conveys a right to control the use of an identified asset for a period of time in exchange for consideration.

At inception of a contract, the Corporation assesses whether a contract is, or contains, a lease. To assess whether a contract conveys the right to control the use of an identified asset, the Corporation assesses whether:

- The contract involves the use of an identified asset, which may be specifically or implicitly stated, and the identified asset should be physically distinct or represents substantially all of the capacity of the asset. If the supplier has the substantive right to substitute the asset throughout the term of the contract, then the asset is not identified;
- The Corporation has the right to obtain substantially all of the economic benefits from use of the asset throughout the contract; and
- The Corporation has the right to direct the use of the identified asset throughout the contract. The
  Corporation has this right to direct how and for what purpose the asset is used. In addition, the Corporation
  has the right to operate the asset without the lessor or supplier having the right to change those operation
  instructions, or the Corporation designed the asset in a way that predetermines how and for what purpose
  it will be used.

At inception or on reassessment of a contract that contains a lease component, the Corporation allocates the consideration in the contract to each lease and non-lease component on the basis of their relative stand-alone prices.

However, for leases of properties in which it is a lessee, the Corporation has elected not to separate non-lease components and will instead account for the lease and non-lease components as a single lease component.

#### ii. As a Lessee

The Corporation recognizes right-of-use assets and lease liabilities at the lease commencement date. The right-ofuse assets are initially measured at cost, which comprises the initial amount of the lease liabilities adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred less any lease incentives received.

The right-of-use assets are depreciated using the straight-line method from the commencement date to the end of the lease term, unless the lease transfers ownership of the underlying asset to the Corporation by the end of the lease term or the cost of the right-of-use asset reflects that the Corporation will exercise a purchase option. In that case the right-of-use asset will be depreciated over the useful life of the underlying asset, which is determined on the same basis as those of drilling and other equipment.

The lease liabilities are initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the Corporation's incremental borrowing rate. The Corporation determines its incremental borrowing rate by obtaining interest rates from external financing sources and adjusting to reflect the terms of the lease and type of the asset leased.

Lease payments included in the measurement of the lease liabilities comprise the following:

- Fixed payments, including in-substance fixed payments;
- Amounts expected to be payable under a residual value guarantee if applicable; and,
- The exercise price under a purchase option that the Corporation is reasonably certain to exercise, lease
  payments in an optional renewal period if the Corporation is reasonably certain to exercise and penalties
  for early termination of a lease unless the Corporation is reasonably certain not to terminate early.

The lease liabilities are measured at amortized cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in discount rate or change in estimate and assumptions related to the leased asset. When a lease liability is remeasured a corresponding adjustment is made to the carrying amount of the right-of-use asset or is recorded in profit or loss if the carrying amount of the right-of-use asset has been reduced to zero.

The Corporation has elected to apply recognition exemptions to right-of-use assets and lease liabilities for some leases of low-value assets (e.g. office equipment), as well as for short-term leases or leases with terms less than

twelve months or entered into on a month-to-month basis. The Corporation recognizes the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

### j) Income Tax

Income tax expense comprises current and deferred tax. Current tax and deferred tax are recognized in profit or loss except to the extent that it relates to a business combination or items recognized directly in equity or in other comprehensive income.

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

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognized for the following temporary differences: the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss, and differences relating to investments in subsidiaries and jointly controlled entities to the extent that it is probable that they will not reverse in the foreseeable future. In addition, deferred tax is not recognized for taxable temporary differences arising on the initial recognition of goodwill. Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date. Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

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

The criteria for recognizing deferred tax assets arising from unused tax losses is the same as the criteria arising from temporary differences between the carrying amounts of asset and liabilities for tax purposes. However, the Corporation under the circumstances of having unused tax losses due to a history of recent losses recognizes deferred tax assets to the extent there is convincing other evidence that sufficient taxable income will be available against the unused losses.

#### Tax exposures

In determining the amount of current and deferred tax, the Corporation takes into account the impact of uncertain tax positions and whether additional taxes and interest may be due. This assessment relies on estimates and assumptions and may involve a series of judgements about future events. New information may become available that causes the Corporation to change its judgement regarding the adequacy of existing tax liabilities; such changes to tax liabilities will impact tax expense in the period that such a determination is made.

### k) Earnings per Share

The Corporation presents basic and diluted earnings per share data for its ordinary shares. Basic per share amounts are calculated by dividing the earnings or loss attributable to ordinary shareholders of the Corporation by the weighted-average number of ordinary shares outstanding during the period, adjusted for own shares held. Diluted per share amounts are calculated by adjusting the earnings or loss attributable to ordinary shareholders and the weighted-average number of common shares outstanding, adjusted for own shares held, for the effects of all dilutive potential ordinary shares, which comprise share options, retention awards, and performance awards granted to employees and directors.

### I) Segment Reporting

An operating segment is a component of the Corporation that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Corporation's other components. Operating segments are determined based on geographical location. All operating segments' operating results are reviewed regularly by the Corporation's Chief Executive Officer ("CEO") to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available.

Segment results that are reported to the CEO include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly of corporate assets, head office expenses, and income tax assets and liabilities.

Segment capital expenditure is the total cost incurred during the period to acquire drilling and other equipment, and intangible assets other than goodwill.

Management has determined that the previously disclosed international segment no longer meets the definition of a reportable segment. The international segment was formerly comprised of PHX Energy's Russia and Albania divisions. The Russian division was disposed of on June 30, 2022. As a result of the internal realignment, the results of the Albania division are no longer regularly reviewed by the Corporation's chief operating decision makers. The results of the Albania division also do not exceed the quantitative thresholds in IFRS 8, Operating Segments, and

the wind down of active operations has been substantially completed in the current period. Accordingly, the results of the international segment are no longer presented separately and are included within the Canada segment. The comparative segment disclosures have been restated to align with the reportable segment presentation adopted in the current period.

During the third quarter of 2024, the International Accounting Standards Board issued a decision regarding the disclosure requirements under IFRS 8 segment reporting. Management has made updates in the current and comparative periods to the disclosures under Note 16 – Operating Segments to align with the decision, providing further detail relating to the segmentation of income statement items. Significant changes include the allocation of finance expense lease liability and other income to the reportable segments and disclosure of specified amounts used in arriving at reportable segment profit (loss) before income taxes.

### m) Changes in Material Accounting Policies

#### i. Global Minimum Top-up Tax

The Corporation has adopted International Tax Reform – Pillar Two Model Rules (Amendments to IAS 12) upon their release on May 23, 2023. The amendments provide a temporary mandatory exception from deferred tax accounting for the top-up tax, which is effective immediately, and requires new disclosures about the Pillar Two exposure. The mandatory exception applies retrospectively. The Global Minimum Tax Act was assented to by the Canadian Government on June 20, 2024 and has been retrospectively applied to the consolidated financial statements.

However, no related deferred tax was recognized for the years ended December 31, 2023 and 2024 as the Corporation's revenues did not meet the minimum threshold as defined in the Global Minimum Tax Act in both periods. Application has no impact on the Corporation's consolidated financial statements.

### n) Accounting Standards Issued But Not Yet Effective

A number of new accounting standards are effective for annual periods beginning after January 1, 2025 and earlier application is permitted. The following new and amended accounting standards are not expected to have a significant impact on the Corporation's consolidated financial statements.

- Lack of Exchangeability (Amendments to IAS 21)
- Classification and Measurement of Financial Instruments (Amendments to IFRS 9 and IFRS 7)
- Annual improvements to IFRS Accounting Standards (Includes Amendments to IFRS 1, IFRS 7, IFRS 9, IFRS 10, and IAS 7)

#### **Recently Announced Accounting Pronouncements**

In April 2024, the IASB issued IFRS 18 Presentation and Disclosure in Financial Statements which will replace IAS 1 Presentation of Financial Statements. The new standard will establish a revised structure for the consolidated statements of comprehensive income and improve comparability across entities and reporting periods. IFRS 18 is effective for annual periods beginning on or after January 1, 2027. The standard will be applied retroactively, with certain transition provisions. The Corporation is currently evaluating the impact of adopting IFRS 18 on the consolidated financial statements.

In May 2024, the IASB issued amendments to IFRS 9 Financial Instruments and IFRS 7 Financial Instruments: Disclosures to clarify the date of recognition and derecognition of some financial assets and liabilities, with a new exception for some financial liabilities settled using an electronic payment system. The amendments are effective January 1, 2026, with early adoption permitted. The Corporation is currently evaluating the impact of these amendments on the consolidated financial statements.

# 4. Inventories

Inventories are mainly comprised of drilling and other equipment repair parts, and motor equipment and parts for sale. In 2024, consumed repair parts and the cost of motor equipment and parts sold were \$81.6 million (2023 - \$72.8 million) and \$6.9 million (2023 - \$4.3 million), respectively (Note 13). These amounts were included in direct costs. For the year ended December 31, 2024, the Corporation recognized a provision for inventory obsolescence of \$2.8 million (2023 - \$2.1 million).

(Stated in thousands of dollars)

At December 31,	2024	2023
Raw materials	826	1,009
Work in process	4,170	3,388
Spare parts and consumables	58,139	58,776
	63,135	63,173

# 5. Drilling and Other Long-Term Assets

### a) Impairment Analysis

The Corporation is required to assess whether there are any external and internal indicators that exist at the end of each reporting period. As at December 31, 2024, Management determined no indicators of impairment existed.

# b) Acquisitions and Disposals

Assets with a carrying amount of \$12.1 million (2023 - \$12.3 million) were disposed of as a result of tools lost down hole and scrapped assets, resulting in a net gain on disposition of \$24.6 million (2023 - \$31.3 million), which is included in other income (Note 14) in the consolidated statement of comprehensive earnings.

	Directional Drilling Equipment	Machinery and Equipment	Office and Computer Equipment	Vehicles	Total
Cost					
At January 1, 2024	369,934	22,715	19,920	1,981	414,550
Additions	78,287	2,814	1,927	249	83,277
Disposals	(42,963)	(68)	(31)	(268)	(43,330)
Effect of movement in exchange rate	22,154	1,211	890	106	24,361
At December 31, 2024	427,412	26,672	22,706	2,068	478,858
Accumulated Depreciation At January 1, 2024	248,587	19,133	16,961	1,606	286,287
Depreciation	40,283	1,359	892	170	42,704
Disposals	(30,892)	(64)	(30)	(251)	(31,237)
Effect of movement in exchange rate	13,329	924	691	79	15,023
At December 31, 2024	271,307	21,352	18,514	1,604	312,777
Carrying amount at December 31, 2024	156,105	5,320	4,192	464	166,081

	Directional Drilling Equipment	Machinery and Equipment	Office and Computer Equipment	Vehicles	Total
Cost					
At January 1, 2023	346,477	20,797	19,477	1,361	388,112
Additions	61,820	2,191	652	269	64,932
Disposals	(31,003)	-	(416)	(108)	(31,527)
Effect of movement in exchange rate	(7,360)	(273)	207	459	(6,967)
At December 31, 2023	369,934	22,715	19,920	1,981	414,550
Accumulated Depreciation					
At January 1, 2023	236,939	17,986	16,215	1,027	272,167
Depreciation	34,321	1,361	897	220	36,799
Disposals	(18,665)	-	(416)	(108)	(19,189)
Effect of movement in exchange rate	(4,008)	(214)	265	467	(3,490)
At December 31, 2023	248,587	19,133	16,961	1,606	286,287
Carrying amount at December 31, 2023	121,347	3,582	2,959	375	128,263

#### (Stated in thousands of dollars)

# c) Capital Commitments

As at December 31, 2024, the Corporation has entered into commitments to purchase drilling and other equipment for \$44 million (2023 - \$42.7 million); delivery is expected to occur within the first half of 2025.

# 6. Intangible Assets

Intangible assets are mainly licenses which give the Corporation rights to use in any manner certain equipment acquired from a third party. These licenses are transferrable to other equipment should it be lost downhole, retired, or sold. The useful life of these licenses is estimated to be the same as the estimated useful life of the associated technologies. Additions to development costs relate mainly to the cost of a prototype to be designed in collaboration with an external party.

(Stated in thousands of dollars)

	License	License Development Costs	
Cost			
At January 1, 2024	27,218	686	27,904
Additions	1,365	863	2,228
Disposals		-	-
Effect of movement in exchange rate	535	-	535
At December 31, 2024	29,118	1,549	30,667
Accumulated Amortization			
At January 1, 2024	13,704	•	13,704
Amortization	2,118		2,118
Disposals	-	-	-
Effect of movement in exchange rate	234		234
At December 31, 2024	16,056	-	16,056
Carrying amount at December 31, 2024	13,062	1,549	14,611

(Stated in thousands of dollars)					
	License	Development Costs	Systems/ Software	Technology	Total
Cost					
At January 1, 2023	29,282	2,643	1,970	1,826	35,721
Additions	-	686	-	-	686
Disposals	(1,923)	(2,643)	(1,970)	(1,826)	(8,362)
Effect of movement in exchange rate	(141)	-	-	-	(141)
At December 31, 2023	27,218	686	_	-	27,904
Accumulated Amortization					
At January 1, 2023	13,614	2,643	1,970	1,826	20,053
Amortization	2,064	-	-	-	2,064
Disposals	(1,923)	(2,643)	(1,970)	(1,826)	(8,362)
Effect of movement in exchange rate	(51)	-	-	-	(51)
At December 31, 2023	13,704	-	-	-	13,704
Carrying amount at December 31, 2023	13,514	686	-	-	14,200

# 7. Investments

Investments are comprised of 3.5 million common shares in a geothermal power developer, DEEP Earth Energy Production Corp ("DEEP").

On July 16, 2024, 3.5 million warrants held by PHX Energy in DEEP expired. As a result of the expiration, a loss on revaluation of investments of \$0.8 million, which represents the fair value assigned to the expired warrants was recognized through other comprehensive income.

# 8. Loans and Borrowings

### a) Terms and Covenants

(Stated in thousands of dollars)

	Currency	Amount of Facility	Date of Maturity	Currency	Carrying Amount at December 31, 2024	Currency	Carrying Amount at December 31, 2023
Operating Facility	CAD	15,000	December 12, 2026	CAD	1,354	CAD	-
Syndicated Facility	CAD	80,000	December 12, 2026	CAD	9,719	CAD	7,564
Total CAD Facility	CAD	95,000		CAD	11,073	CAD	7,564
US Operating Facility	USD	20,000	December 12, 2026	USD	4,000	USD	-
Total USD Facility	USD	20,000		USD	4,000	USD	-

The carrying amount of loans and borrowings is presented net of borrowing costs amounting to \$0.3 million at December 31, 2024. Under the syndicated credit agreement, the Corporation is required to maintain certain financial covenants. As at December 31, 2024 the Corporation was in compliance with all its financial covenants as follows:

Ratio	Covenant	As at December 31, 2024
Debt to covenant EBITDA <sup>(i)</sup>	<3.0x	0.14
Interest coverage ratio <sup>(i)</sup>	>3.0x	60.66

() Definitions for these terms are included in the credit agreement filed on SEDAR

Under the syndicated credit agreement, in any given period, the Corporation's distributions (as defined therein) cannot exceed its maximum aggregate amount of distributions limit as defined in the Corporation's syndicated credit agreement. Distributions include, without limitation, dividends declared and paid, cash used for common shares purchased by the independent trustee in the open market and held in trust for potential settlement of outstanding retention awards, as well as cash used for common shares repurchased and cancelled.

The facilities bear interest based primarily on the Corporation's debt to earnings before interest, taxes, depreciation and amortization ("EBITDA") ratio, as defined in the credit agreement. Interest on the operating facility is at the bank's prime rate plus one percent. Interest on the syndicated facility is at the Canadian Overnight Repo Rate Average ("CORRA") plus two percent.

As at December 31, 2024 the Corporation has CAD \$83.6 million and USD \$16 million available to be drawn from its credit facilities. The credit facilities are secured by substantially all of the Corporation's assets.

# b) Reconciliation of Movements of Liabilities to Cash Flows Arising from Financing Activities

	CAD Operating Facility	CAD Syndicated Facility	USD Operating Facility (CAD)	Total Consolidated Facility
Balance at January 1, 2024	-	7,564	-	7,564
Proceeds from loans and borrowings	-	30,000	5,754	35,754
Repayment of borrowings	-	(28,000)	-	(28,000)
Change in operating facility	1,354	-	-	1,354
Accretion of borrowing costs	-	155	-	155
Balance at December 31, 2024	1,354	9,719	5,754	16,827

(Stated in thousands of dollars)

	CAD Operating Facility	CAD Syndicated Facility	USD Operating Facility (CAD)	Total Consolidated Facility
Balance at January 1, 2023	731	22,000	-	22,731
Proceeds from loans and borrowings	-	16,500	13,240	29,740
Repayment of borrowings	-	(30,500)	(13,240)	(43,740)
Change in operating facility	(731)	-	-	(731)
Borrowing costs	-	(436)	-	(436)
Balance at December 31, 2023	-	7,564	-	7,564

# 9. Deferred Tax Assets and Liabilities

# a) Unrecognized Deferred Tax Assets and Liabilities

#### (Stated in thousands of dollars)

		2024		2023
	Gross Amount	Tax Effect	Gross Amount	Tax Effect
Investment tax credit / foreign tax credit	\$ -	\$ 1,592	\$ -	\$ 1,592
Non-capital income tax losses	6,268	1,537	437	100
Drilling and other equipment	-	-	-	-
Intangibles	-	-	-	-
Other	-	-	-	-
	\$ 6,268	\$ 3,129	\$ 437	\$ 1,692

The Corporation has unrecognized deferred tax assets relating to international jurisdictions. Deferred tax assets have not been recognized in respect of the foreign tax losses and foreign tax credits as they may not be used to offset taxable profits elsewhere in the Corporation, and they have arisen in subsidiaries that have not established indicators demonstrating that it is probable that future taxable profits will be available to utilize those loss carry-forwards. These non-capital losses will expire between 2025 and 2040. The foreign tax credits will expire between 2026 and 2040.

# b) Recognized Deferred Tax Assets and Liabilities

Deferred tax assets and liabilities are attributable to the following:

Years ended December 31,	2024	2023
Deferred income tax assets:		
Lease liability	\$ 8,318	\$ 8,756
Other (including foreign and other tax credits)	1,459	6,178
Partnership loss	1,075	-
Intangible assets	1,216	1,329
Non-capital income tax losses	339	2,619
Drilling and other equipment	-	208
	\$ 12,407	\$ 19,090
Deferred income tax liabilities:		
Drilling and other equipment	\$ (25,123)	\$ (21,178)
Right-of-use asset	(5,879)	(6,377)
Intangible assets	(1,197)	(942)
Partnership income	-	(2,765)
	(32,199)	(31,262)
Net deferred income tax liability	\$ (19,792)	\$ (12,172)

#### (Stated in thousands of dollars)

Non-capital income tax losses expire between 2043 and 2044. Deferred tax assets are recognized only to the extent it is considered probable that those assets will be recoverable. The determination involves an assessment of when those deferred tax assets are likely to reverse and a judgment of whether there will be sufficient taxable profits available to utilize the tax assets when they do reverse. Assumptions regarding future profitability have been made and used as the basis for recognizing the deferred tax asset. Deferred tax movements are included in net earnings.

	Drilling and Other Equipment	Right-of- Use Asset	Intangibles	Partnership loss (Income)	Non-Capital Income Tax Losses	Lease Liabilities	Other	Total
At January 1, 2024	(20,968)	(6,378)	387	(2,765)	2,618	8,756	6,178	(12,172)
Recognized in profit	(1,520)	1,299	(418)	4,187	(2,609)	(1,538)	(5,786)	(6,385)
Recognized in OCI	(2,635)	(800)	50	(347)	330	1,100	773	(1,529)
Other	-	-	-	-	-		294	294
At December 31, 2024	(25,123)	(5,879)	19	1,075	339	8,318	1,459	(19,792)

#### (Stated in thousands of dollars)

	Drilling and Other R Equipment	ight-of-Use Asset	Intangibles	Partnership Income	Non-Capital Income Tax Losses	Lease Liabilities	Other	Total
At January 1, 2023	(20,755)	(6,924)	(845)	(1,115)	255	9,348	1,593	(18,443)
Recognized in profit	(349)	501	1,226	(1,657)	2,365	(531)	3,809	5,364
Recognized in OCI	136	45	6	7	(2)	(61)	(10)	121
Other	-	-	-	-	-	-	786	786
At December 31, 2023	(20,968)	(6,378)	387	(2,765)	2,618	8,756	6,178	(12,172)

# 10. Share Capital

# a) Authorized and Issued Shares

The Corporation is authorized to issue an unlimited number of common shares.

(Stated in thousands of dollars except common shares outstanding)

	Number	Amount
Balance as at January 1, 2023	50,896,175	\$ 251,345
Common shares repurchased and cancelled (Note 10f)	(4,032,600)	(30,366)
Common shares repurchased and held in trust (Note 11b)	(114,000)	(612)
Issued shares pursuant to retention awards plan	121,763	955
Issued shares pursuant to share option plan	389,134	1,331
Balance as at December 31, 2023	47,260,472	\$ 222,653
Common shares repurchased and cancelled (Note 10f)	(2,141,232)	(20,614)
Issued shares pursuant to share option plan	387,533	1,802
Balance as at December 31, 2024	45,506,773	\$ 203,841

# b) Weighted-Average Number of Shares

(Stated in thousands of dollars except common shares outstanding)

	2024	2023
Issued common shares at January 1,	47,260,472	50,896,175
Effect of share options exercised	247,914	189,162
Effect of shares pursuant to Normal Course Issuer Bid	(727,539)	(1,344,200)
Effect of shares issued from trust	-	93,472
Effect of shares pursuant to shares purchased and held in trust	-	(90,199)
Weighted-average number of common shares (basic) at December 31,	46,780,847	49,744,410
Effect of share options	242,102	374,140
Effect of retention awards, if dilutive	-	2,590,004
Weighted-average number of common shares (diluted) at December 31,	47,022,949	52,708,554

# c) Reconciliation of Earnings to Diluted Earnings

(Stated in thousands of dollars)

	2024	2023
Earnings	54,622	98,580
Effect of retention awards, if dilutive	-	4,697
Diluted earnings	54,622	103,277

# d) Basic and Diluted Earnings per Share

(Stated in thousands of dollars except share capital numbers)

2024	Earnings (numerator)	Shares (denominator)	Per Share Amount
Net earnings:			
Basic earnings per share:	\$ 54,622	46,780,847	\$ 1.17
Diluted earnings per share:	\$ 54,622	47,022,949	\$ 1.16
2023	Earnings (numerator)	Shares (denominator)	Per Share Amount
Net earnings:			
Basic earnings per share:	\$ 98,580	49,744,410	\$ 1.98
Diluted earnings per share:	\$ 103,277	52,708,554	\$ 1.96

The Corporation realized profits in both the year ended December 31, 2024 and 2023. The number of options which had a dilutive effect is 881,667 for the year ended December 31, 2024 (2023 – 994,200). As at December 31, 2024, retention awards of 1,599,094 were excluded from the dilutive calculation, as their effect is anti-dilutive (2023 – 2,590,004 shares included in the dilutive calculation).

### e) Dividends

For the year ended December 31, 2024, the Corporation paid an aggregate of \$0.80 per share or \$37.6 million, relating to dividends declared in the last quarter of 2023 and the first three quarters of 2024.

On December 13, 2024, the Corporation declared a dividend of \$0.20 per share or \$9.1 million, payable on January 15, 2025, to shareholders of record on December 31, 2024.

### f) Normal Course Issuer Bid ("NCIB")

During the third quarter of 2024, the TSX approved the renewal of PHX Energy's Normal Course Issuer Bid ("NCIB") to purchase for cancellation, from time-to-time, up to a maximum of 3,363,845 common shares, representing 10 percent of the Corporation's public float of Common Shares as at August 7, 2024. The NCIB commenced on August 16, 2024 and will terminate on August 15, 2025. Purchases of common shares are to be made on the open market through the facilities of the TSX and through alternative trading systems. The price which PHX Energy is to pay for any common shares purchased is to be at the prevailing market price on the TSX or alternate trading systems at the time of such purchase.

Pursuant to the previous and current NCIB, 2,141,232 common shares were purchased by the Corporation for \$20.6 million and cancelled for the year ended December 31, 2024. Of the 2,141,232 common shares purchased and cancelled, 1,069,121 common shares were purchased under the previous NCIB and 1,072,111 common shares were purchased under the current NCIB. During 2023, 4,032,600 common shares were purchased by the Corporation for \$30.4 million and cancelled.

# 11. Share-Based Payments

### a) Share Option Program (Equity-Settled)

PHX Energy has a share option program that entitles key management personnel and other employees to purchase common shares in the Corporation. Grants under the plan vest as to one-third 6 months from the grant date, one-third 18 months from grant date and one-third 30 months from grant date. In accordance with these programs, options are exercisable using the five-day weighted-average trading price of the common shares ending immediately prior to the date of grant, or in the case of a US option holder, the trading price of the common shares ending immediately prior to the date of grant. The options have a term of five years.

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 Number	Exerc	cise Price	Expiration Date	Fair Value
 150,000	\$	9.17	March 7, 2029	\$ 1.78
125,000		9.23	March 7, 2029	1.64
 275,000				

#### Summary of option grants in 2024

The Corporation values all of its share options using the Black-Scholes model. The Corporation's determination of fair value of options on the date of grant is affected by the Corporation's share price as well as assumptions regarding a number of variables. For the options granted during 2024 these variables include, but are not limited to, the Corporation's expected share price volatility over the term of the options of 41 percent, forfeiture rate of nil, dividend yield of 8.66 percent and a risk-free interest rate of 4.13 percent (2023 – expected share price volatility 54 percent, forfeiture rate of nil, dividend yield of 7.87 percent and a risk-free interest rate of 4.03 percent). The amounts computed according to the Black-Scholes model method may not be indicative of the actual values realized upon the exercise of these options by the holders.

During 2024, the Corporation recognized a total compensation expense of \$0.5 million (2023 - \$0.5 million) for share options granted between 2022 and 2024 (2023 – share options granted between 2021 and 2023).

			2024			2023
		Weighted-Ave			Weighted-A	
	Options	Exercise I	Price	Options	Exercis	se Price
Outstanding, beginning of year	994,200	\$	4.80	1,133,334	\$	3.31
Granted	275,000		9.20	250,000		7.91
Exercised	(387,533)		3.47	(389,134)		2.48
Outstanding, end of year	881,667	\$	6.75	994,200	\$	4.80
Options exercisable, end of year	614,995	\$	5.87	744,195	\$	3.95

A summary of the status of the plan as at December 31, is presented below:

The weighted-average share price at the date of exercise for share options exercised in 2024 was \$9.08 (2023 - \$7.84).

		Options Outstanding			Options Exe	ercisable	
N	lumber	Weighted-Average Remaining Contractual Life	Weighted-A Exercis	verage e Price	Number	Weighted-Av Exercise	-
	50,000	0.18 yrs	\$	2.19	50,000	\$	2.19
	100,000	1.18 yrs		2.74	100,000		2.74
	40,000	1.18 yrs		2.64	40,000		2.64
	150,000	2.17 yrs		6.08	150,000		6.08
	50,000	2.17 yrs		6.16	50,000		6.16
	150,000	3.19 yrs		7.96	99,999		7.96
	66,667	3.19 yrs		7.83	33,333		7.83
	150,000	4.18 yrs		9.17	49,998		9.17
	125,000	4.18 yrs		9.23	41,665		9.23
8	881,667	2.78 yrs	\$	6.75	614,995	\$	5.87

The range of exercise prices for options outstanding at December 31, 2024 are as follows:

### b) Retention Award Plan (Cash-Settled)

The retention award plan ("RAP") has two types of awards: Restricted Awards ("RAs") and Performance Awards ("PAs") and results in eligible participants, as approved by the Board, receiving cash or common shares in relation to the value of a specified number of underlying notional retention awards. Under the previous RAP, if common shares are used to settle awards, an additional multiplier to the award value of 1.25 times is applied. Effective February 28, 2023, the Board approved an amendment to the RAP whereby if the Corporation elects to settle awards in common shares, the additional multiplier will no longer be applied. This amended plan applies to grants after February 28, 2023. Common shares acquired by an independent trustee in the open market are held in trust for the potential settlement of RA and PA award values and are netted out of share capital, including the cumulative purchase cost, until they are distributed for future settlements. For the year ended December 31, 2024, the independent trustee did not purchase any common shares (2023 – 114,000 shares purchased, cost \$0.6 million) and no common shares were released to settle retention award obligations (2023 – 121,763 released to settle retention award obligations of \$1 million). As at December 31, 2024, the independent trustee held 3,301 common shares in trust (2023 – 3,301). The Corporation continues to account for its retention award plan as cash-settled share-based compensation.

RAs vest evenly over a period of three-years. Upon vesting and subsequent exercise, the holder is entitled to receive a cash payment or common shares based on the fair value of the underlying shares determined using the five-day weighted-average trading price of the shares ending immediately prior to the exercise date plus accrued re-invested dividends.

PAs vesting and subsequent exercise is similar to RAs, except a payout multiplier is applied to the final payout. The payout multiplier is linked solely to total shareholder return on the Corporation's common shares relative to returns

on securities of members of the Corporation's peer comparison group over the applicable vesting period and can range from a payout of zero percent to 200 percent. During the year ended December 31, 2024, 236,112 PAs were granted (2023 – 268,825), 543,991 PAs settled at a weighted-average payout multiplier of 155 percent (2023 – 681,979 PAs settled at a weighted-average payout multiplier of 136 percent), and no PAs were forfeited (2023 – nil). As at December 31, 2024, 614,698 PAs were outstanding (2023 – 863,897).

The Corporation recorded a total of \$11.8 million compensation expense relating to these plans for the year ended December 31, 2024 (2023 – \$13.5 million). The expense is included in selling, general and administrative expense and has a corresponding liability of \$8.5 million in trade and other payables for the current portion and \$3.3 million included in other liabilities for the long-term portion which had vesting dates after December 31, 2025 (2023 - \$12 million and \$4 million). There were 1,599,094 RAs and PAs outstanding as at December 31, 2024 (2023 - 2,160,151). The closing share price on December 31, 2024 of PHX stock was \$9.32.

A summary of the status of the plan as at December 31, is presented below:

	2024	2023
RAs and PAs outstanding, beginning of year	2,160,151	2,845,191
Granted	583,543	744,643
Settled	(1,141,980)	(1,429,683)
Forfeited	(2,620)	-
RAs and PAs outstanding, end of year	1,599,094	2,160,151

# 12. Revenue

The Corporation generates revenue primarily from providing directional drilling services to clients. Other sources of revenue include rental of performance drilling motors and sale of motor equipment and parts. Management has determined that the previously disclosed international segment no longer meets the definition of a reportable segment and therefore comparative numbers have been restated (Note 3I).

	Canada		United	States	Total		
Years ended December 31,	2024	2023	2024	2023	2024	2023	
Directional drilling services	178,319	157,954	431,675	440,385	609,994	598,339	
Motor rental	1,879	1,864	36,557	45,145	38,436	47,009	
Sale of motor equipment and parts	-	-	11,233	10,993	11,233	10,993	
Total revenue	180,198	159,818	479,465	496,523	659,663	656,341	

# 13. Expenses by Nature

(Stated in thousands of dollars)

Years ended December 31,	2024	2023
Salaries and employee benefits	207,118	199,692
Share-based payments	12,254	13,962
Personnel expenses	219,372	213,654
Equipment expenses	159,929	150,620
Consumed repair parts	81,640	72,781
Depreciation and amortization	44,822	38,861
Contract labour	29,370	35,786
Field and freight expenses	23,941	23,694
Insurance and business and sales taxes	18,012	18,293
Facility and office expenses	8,973	8,333
Cost of motor equipment and parts sold	6,858	4,287
Travel and entertainment	6,226	6,587
Depreciation and amortization right-of-use asset	3,787	2,898
Provisions for inventory obsolescence	2,822	2,075
Legal and audit fees	2,023	1,676
Other	1,025	816
	608,800	580,361

The total amount of expenses represents the aggregate of direct costs, selling, general and administrative expenses, and research and development expenses in the statements of comprehensive earnings.

# 14. Other Income

Years ended December 31,	2024	2023
Net gain on disposition of drilling equipment (Note 5b)	\$ 24,648	\$ 31,347
Foreign exchange (loss) gain	(1,070)	1,107
Provision for bad debts		(117)
	\$ 23,578	\$ 32,337

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# 15. Income Taxes

(Stated in thousands of dollars)

Years ended December 31,	2024	2023
Current tax expense (recovery):		
Current period	\$ 11,314	\$ 10,274
Adjustment for prior periods	(2,041)	161
	9,273	10,435
Deferred tax expense (recovery):		
Origination and reversal of temporary differences	5,293	8,943
Adjustment for prior periods	1,092	(14,308)
	6,385	(5,365)
Total income tax expense	\$ 15,658	\$ 5,070

#### Reconciliation of effective tax rate

Years ended December 31,		2024		2023
Net earnings	\$ 54,622		\$ 98,580	
Total income tax provision	15,658		5,070	
Income before income taxes	70,280		103,650	
Income tax using the Corporation's domestic tax rate	16,165	23%	23,739	22.9%
Non-taxable portion of gains on disposal of assets Change in unrecognized deductible temporary	(743)	(1.0%)	(552)	(0.5%)
differences	(237)	(0.3%)	(17,722)	(17.1%)
Research and development tax credit	(61)	(0.1%)	(359)	(0.3%)
Effect of tax rates in foreign jurisdictions Non-deductible share-based payments and other	452	0.6%	331	0.3%
expenses	43	0.05%	190	0.2%
Other	39	0.05%	(557)	(0.5%)
	\$ 15,658	22.3%	\$ 5,070	4.9%

# 16. Operating Segments

The Corporation provides directional and horizontal oil and natural gas well drilling services. PHX Energy's reportable segments have been aligned as follows:

#### Information about reportable segments

(Stated in thousands of dollars)

	Can	ada	United States		ates Corporate		Total	
Years ended December 31,	2024	2023	2024	2023	2024	2023	2024	2023
Revenue	180,198	159,818	479,465	496,523		-	659,663	656,341
Direct costs	150,291	126,216	384,878	380,020		-	535,169	506,236
Gross profit	29,907	33,602	94,587	116,503	-	-	124,494	150,105
Expenses:								
Selling, general and administrative expenses	15,548	11,303	30,746	30,042	22,000	27,570	68,294	68,915
Research and development expenses	-	-	-	-	5,337	5,210	5,337	5,210
Finance expense	-	-	-	-	1,948	2,422	1,948	2,422
Finance expense lease liability	1,193	1,241	943	929	77	75	2,213	2,245
Other income	(7,292)	(5,345)	(16,286)	(26,992)	-	-	(23,578)	(32,337)
Reportable segment profit (loss) before income taxes	20,458	26,403	79,184	112,524	(29,362)	(35,277)	70,280	103,650

	Canada		United States		Corporate		Total	
As at December 31,	2024	2023	2024	2023	2024	2023	2024	2023
Acquisition of drilling and other equipment	31,544	29,112	51,733	35,820	-	-	83,277	64,932
Segment non-current assets	65,548	66,095	141,550	109,358	2,171	3,001	209,269	178,454
Total Assets	138,541	133,888	282,749	248,537	1,996	3,069	423,286	385,494

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# 17. Changes in Non-Cash Working Capital

#### Changes in non-cash working capital relating to operating activities:

#### (Stated in thousands of dollars)

Years ended December 31,	2024	2023
Trade and other receivables	\$ (12,255)	\$ 4,502
Inventories	38	(53)
Prepaid expenses	(219)	615
Other long-term assets	(179)	(291)
Trade and other payables	16,630	(6,876)
Other (Note 11b)	(702)	(420)
Retention award liabilities settled in shares	-	955
Impact of foreign exchange rate changes and other in working capital	1,103	(4,106)
	\$ 4,416	\$ (5,674)

#### Changes in non-cash working capital relating to investing activities:

(Stated in thousands of dollars)

Years ended December 31,	20	24	2023
Trade and other payables	(40	0)	1,670
	\$ (40	0) \$	5 1,670

# 18. Financial Instruments

# a) Credit Risk

The Corporation held cash of \$14.2 million at December 31, 2024 (2023 – \$16.4 million). Cash is held with financial institution counterparts, which are rated A+ or higher, based on S&P Global ratings.

The Corporation is exposed to normal credit risks of its customers that exist within the oil and natural gas exploration and development industry. The Corporation's credit risk associated with these customers can be directly impacted by a decline in economic conditions, which would impair the customers' ability to satisfy their obligations to the Corporation. During the year ended December 31, 2024, one customer comprised 15 percent of the total revenue (2023 - 14 percent of revenue). The customer's revenue is reported within the US operating segment.

As at December 31, 2024, the aging of trade and other receivables that were not impaired was as follows:

(Stated in thousands of dollars)

	2024
Neither past due nor impaired	\$ 93,747
Past due 1-30 days	30,770
Past due 31-60 days	7,915
Past due 61-90 days	459
Past due over 90 days	698
	\$ 133,589

The Corporation's standard customer payment terms are 30 days after job completion or invoice issuance date, after which, the balance becomes past due. The Corporation will assess for impairment once the receivable becomes past due. All accounts receivable balances that are past due for more than 90 days and were not impaired represented less than one percent or approximately \$0.7 million of total receivables on the statement of financial position at December 31, 2024. Management believes that the unimpaired amounts that are past due are still collectible in full, based on historic payment behavior and extensive analysis of customer credit risk. Management has provided an allowance of \$0.1 million for all amounts it considers uncollectable at December 31, 2024 (2023 - \$0.1 million).

The Corporation has a credit management program to assist in managing this risk, which consists of conducting financial and other assessments to establish and monitor a customer's creditworthiness. The Corporation monitors and manages its credit risk on an ongoing basis.

# b) Liquidity Risk

Liquidity risk is the risk that the Corporation will not be able to meet its financial obligations as they fall due. The Corporation has financial liabilities, thus, is exposed to liquidity risk. The Corporation's approach to managing liquidity risk is to ensure that it always has sufficient cash and credit facilities to meet its obligations when due. Management typically forecasts cash flows for a period of twelve months to identify financing requirements. These requirements are then addressed through a combination of demand credit facilities and access to capital markets. The Corporation believes that future cash flows generated by the operations and access to additional liquidity through capital and banking markets will be adequate to meet its financial obligations.

The following table reflects the Corporation's anticipated payment of contractual obligations as at December 31, 2024:

#### (Stated in thousands of dollars)

	2025	2026	2027	2028	2029 and after
Drilling and other equipment purchase commitments	43,973	-	-	-	-
Trade and other payables	116,668	-	-	-	-
Other non-current liabilities	-	2,771	570	-	-
Dividends payable	9,102	-	-	-	-
Bank loan interest and principal (i)	2,500	16,534	-	-	-
Lease payments (ii)	6,772	6,387	6,107	5,480	4,304
	179,015	25,692	6,677	5,480	4,304

<sup>(I)</sup> Bank loan interest has been estimated using interest rates in effect at December 31, 2024.

(ii) Lease payment amounts are gross and undiscounted contractual cash flows and include low value and short-term leases.

### c) Fair Values of Financial Instruments

The Corporation has designated its trade and other payables, dividends payable, and loans and borrowings as nonderivative financial liabilities carried at amortized cost. Trade and other receivables are designated as non-derivative financial assets measured at amortized cost. The Corporation's carrying values of these items, excluding loans and borrowings, approximate their fair value due to the relatively short periods to maturity of the instruments. Loans and borrowings bears interest at a floating market rate indicative of current spreads and accordingly the fair value approximates the carrying value.

Equity investments in a company are designated as non-derivative financial assets measured at FVOCI as the investment is not held-for-trading and fair value changes are not reflective of the Corporation's operations. The investment asset is carried at fair value on the consolidated statement of financial position. Fair value is considered level 3 under the fair value hierarchy and requires management to assess information available, which may include private placements, available financial statement information and other available market data.

### d) Interest Rate Risk

Interest rate risk is created by fluctuations in the fair values of financial instruments due to changes in the market interest rates. The Corporation has access to variable interest long-term debt which exposes it to fluctuations in cash interest payment amounts.

A one percent change in interest rates would have increased or decreased the Corporation's profit by \$0.1 million for the year ended December 31, 2024.

# e) Foreign Exchange Risk

Foreign exchange risk is created by fluctuations in the fair values of financial instruments due to changes in foreign exchange rates. Due to operations of the Corporation's subsidiaries in the US, the Corporation has an exposure to foreign currency exchange rates. The carrying values of Canadian dollar and US dollar denominated monetary assets and liabilities and earnings are subject to foreign exchange risk. For the year ended December 31, 2024, foreign currency translation gains of \$14.5 million (2023 – \$4.8 million loss) that resulted from fluctuations in the CAD-USD exchange rates were recognized in other comprehensive income. For the year ended December 31, 2024, foreign exchange losses of \$1.1 million (2023 - \$1.1 million gain) were recognized as part of earnings. The Corporation reviews options with respect to managing its foreign exchange risk periodically.

The following chart represents the Corporation's exposure to foreign currency risk:

As at December 31, 2024	CAD	USD
Cash and cash equivalents		968
Trade and other payables	-	(3,073)
Intercompany payables	(2,800)	-
Statement of financial position exposure	(2,800)	(2,105)
As at December 31, 2023	CAD	USD
Cash and cash equivalents	-	756
Trade and other payables	-	(2,651)
Intercompany receivables	(1,948)	-
Statement of financial position exposure	(1,948)	(1,895)

#### (Stated in thousands of dollars)

The following significant exchange rates compared to the Canadian dollar applied during the year ended December 31:

	Av	/erage Rate	December 31, Close Rate		
	2024	2023	2024	2023	
USD	1.3700	1.3495	1.4384	1.3243	

A strengthening of the Canadian dollar and US dollar against all other currencies as at December 31 would have affected the measurement of financial instruments denominated in a foreign currency and affected profit or loss by the amounts shown below. The analysis assumes that all other variables remain constant.

(Stated in thousands of dollars)

_ Gain (Loss)	2024		2023
CAD (10% strengthening)	\$ (195	) \$	(132)
USD (10% strengthening)	(303	)	(251)

# 19. Capital Management

The Corporation's primary objective of capital management is to maintain a strong capital base, in conjunction with conservative long-term debt levels so as to maintain investor, creditor and market confidence, and to sustain future development of the business. The Corporation seeks to maintain a balance between higher returns that might be possible with higher levels of borrowings and the advantages and security created by a strong equity position. The Corporation remains committed to shareholder returns through its Return of Capital Strategy ("ROCS") that includes multiple options including the dividend program and the NCIB.

The Corporation's management considers the capital structure to consist of long-term debt and shareholders' equity. As at December 31, 2024, the Corporation had \$16.8 million in loans and borrowings outstanding (2023 - \$7.6 million) and \$222.2 million (2023 - \$210 million) in shareholders' equity. The Corporation's resulting long-term debt to equity ratio was 0.08 as at December 31, 2024 (2023 - 0.04).

The Corporation prepares annual and quarterly operating and capital expenditure budgets, and forecasts to assist with the management of its capital. The Corporation intends to maintain a flexible capital structure and it may alter its dividend levels, raise new equity or issue new debt in response to a change in economic conditions.

The Corporation is subject to capital requirements relating to debt covenants on debt facilities held. As at December 31, 2024, the Corporation was in compliance with all debt covenants. There were no changes to the Corporation's approach to capital management during the year ended December 31, 2024.

# 20. Leases

### a) Leases as Lessee

The Corporation leases shop facilities, offices, and vehicles. The shop and office leases typically run for a period between 5 to 15 years, with an option to renew the lease after that date. Vehicle leases typically run for a period between 3 to 6 years with an option to purchase the vehicle.

The Corporation elected not to recognize right-of-use assets and lease liabilities for leases that were short-term or low-value items like office equipment. Information about leases for which the Corporation is the lessee is presented below.

#### i. Right-of-Use Assets

Right-of-use assets relate to leased properties that do not meet the definition of investment property.

#### (Stated in thousands of dollars)

	She	op and Office Buildings	Vehicles	Total
Balance at January 1, 2024	\$	26,395	\$ 661	\$ 27,056
Depreciation charge for the year		(3,101)	(686)	(3,787)
Additions to right-of-use assets		357	148	505
Effect of movement in exchange rate		780	389	1,169
Balance at December 31, 2024	\$	24,431	\$ 512	\$ 24,943

#### (Stated in thousands of dollars)

	Sh	op and Office		
		Buildings	Vehicles	Total
Balance at January 1, 2023	\$	28,540	\$ 796	\$ 29,336
Depreciation charge for the year		(2,562)	(336)	(2,898)
Additions to right-of-use assets		711	263	974
Derecognition of right-of-use assets (i)		-	(51)	(51)
Effect of movement in exchange rate		(294)	(11)	(305)
Balance at December 31, 2023	\$	26,395	\$ 661	\$ 27,056

<sup>(I)</sup> Derecognition of right-of-use assets during 2023 is a result of leases disposed of before lease end date.

#### ii. Lease Liability

Lease liability relate to leased properties and are amortised over the life of the lease.

	She	op and Office Buildings	Vehicles	Total
Balance at January 1, 2024	\$	36,515	691	37,206
Additions and modifications		357	148	505
Finance expense lease liability		2,062	151	2,213
Payments of principal		(3,098)	(279)	(3,377)
Interest paid on lease liabilities		(2,062)	(151)	(2,213)
Effect of movement in exchange rate		1,022	(4)	1,018
Balance at December 31, 2024	\$	34,796	556	35,352
Current lease liability		3,424	278	3,702
Non-current lease liability		31,372	278	31,650

(Stated in thousands of dollars)

	Sh	op and Office		
		Buildings	Vehicles	Total
Balance at January 1, 2023	\$	38,840	835	39,675
Additions and modifications		711	263	974
Derecognition of lease liability		-	(47)	(47)
Finance expense lease liability		2,198	47	2,245
Payments of principal		(2,675)	(338)	(3,013)
Interest paid on lease liabilities		(2,198)	(47)	(2,245)
Effect of movement in exchange rate		(361)	(22)	(383)
Balance at December 31, 2023	\$	36,515	691	37,206
Current lease liability		2,956	278	3,234
Non-current lease liability		33,559	413	33,972

#### iii. Amounts Recognized in Consolidated Statements of Comprehensive Earnings

(Stated in thousands of dollars)

Years ended December 31,	2024	2023
Interest on lease liabilities	\$ 2,213	\$ 2,245
Expenses relating to short-term leases	262	505
Expenses relating to leases of low-value assets, excluding short- term leases of low value	13	40
	\$ 2,488	\$ 2,790

#### iv. Amounts Recognized in Consolidated Statements of Cash Flows

(Stated in thousands of dollars)

Years ended December 31,	2024	2023
Total cash outflow for IFRS 16 Leases	\$ (5,590)	\$ (5,258)

#### v. Extension Options

Shop and office leases contain extension options exercisable by the Corporation during the term of the lease. Where practicable, the Corporation seeks to include extension options in new leases to provide operational flexibility. The extension options held are exercisable only by the Corporation and not by the lessors.

If the Corporation is reasonably expected to exercise the extension options, the effect of the potential future lease payments are reflected in the long-term lease liabilities.

# 21. Related Parties

# a) Transactions with Key Management Personnel

#### Key management personnel compensation

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Corporation as a whole. The Corporation determined that key management personnel consists of members of the Board, the Chief Executive Officer, President, and Senior Vice Presidents reporting directly to the Chief Executive Officer or President.

In addition to their salaries, the Corporation also provides its executive officers with annual incentives which consist of bonuses and commissions that the Human Resources and Compensation Committee considers comparable to benefits provided to executives of other publicly traded oil and natural gas service companies.

Executive officers also participate in the Corporation's share option program and retention award plan.

The Corporation, either directly or indirectly through its subsidiaries, has entered into executive employment agreements with certain executive officers that provide for termination payments. These agreements continue indefinitely until terminated in accordance with the terms thereof and the base salary payable there under is subject to annual review.

Key management personnel compensation comprised:

Years ended December 31,	2024	2023
Base salaries, benefits, and directors' remuneration	\$ 3,560	\$ 3,072
Short-term bonuses and commissions	9,405	10,763
Share-based compensation	3,512	3,854
	\$ 16,477	\$ 17,689

#### (Stated in thousands of dollars)

#### Key management personnel and director transactions

As at December 31, 2024, Directors and Executive Officers of the Corporation control 14 percent of the common shares of the Corporation.

Independent Directors are entitled to receive an annual retainer as well as a fee for each meeting of the Board or Committee of the Board attended. The Lead Director receives an additional annual retainer, as do the Chairs of the Audit Committee, Human Resources and Compensation Committee, and Nomination, Corporate Governance, HSE and Sustainability Committee. Directors are also entitled to participate in the retention award plan (see Note 11b) and can

elect to receive certain percentages of these fees as RAs under the retention award plan. As at December 31, 2024, the Directors held 467,275 of RAs outstanding (2023 – 687,872).

From time-to-time, Directors of the Corporation, or their related entities, may purchase goods or services from the Corporation. These purchases are on the same terms and conditions as those entered into by other Corporation employees or customers. For the year ended December 31, 2024, there were purchases of services which totaled less than \$0.1 million from a related party (2023 – less than \$0.1 million).

# 22. Significant Subsidiaries

				Ownership Interest		
	Country of Incorporation	Functional Currency	2024	2023		
Phoenix Technology Services Inc.	Canada	CAD	100%	100%		
Phoenix Technology Services LP	Canada	CAD	100%	100%		
Phoenix Technology Services USA Inc.	USA	USD	100%	100%		

# 23. Subsequent Event

On February 1, 2025, the President of the United States issued an executive order directing the United States to impose new tariffs on imports originating from Canada. This order calls for additional 25 percent duty on imports into the United States of Canadian origin, except for Canadian energy resources that are subject to an additional 10 percent duty.

On February 2, 2025, the government of Canada responded by announcing counter-tariffs of 25 percent on specified goods imported from the United States. On February 3, 2025, Canada and the United States agreed to delay the imposition of tariffs for a period of 30 days.

The Corporation is assessing the direct and indirect impacts to its business of such tariffs, retaliatory tariffs or other trade protectionist measures implemented as this situation develops, and such impacts could be material.

# **Corporate Information**

#### **Board of Directors**

Randolph ("Randy") M. Charron

John Hooks

Myron Tétreault

Karen David-Green

Lawrence Hibbard

Roger Thomas

**Terry Freeman** 

#### Officers

John Hooks CEO

Michael Buker President

Cameron Ritchie Sr. Vice President Finance and CFO Corporate Secretary

Craig Brown Sr. Vice President Engineering and Technology

Jeffery Shafer Sr. Vice President Sales and Marketing

Garrett Wright Phoenix Technology Services USA Inc. Vice President US Operations

David Raines Phoenix Technology Services USA Inc. Vice President US Sales & Marketing

#### Legal Counsel

Burnet, Duckworth & Palmer LLP Calgary, Alberta

#### Auditors

KPMG LLP Calgary, Alberta

#### Bankers

Royal Bank of Canada HSBC USA N.A.

#### **Transfer Agent**

Odyssey Trust Company Calgary, Alberta