

## MANAGEMENT DISCUSSION AND ANALYSIS

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

### Three and Nine Months ended September 30, 2012 and 2011

The following management discussion and analysis (“MD&A”) of the financial position and results of operations of Secure Energy Services Inc. (“Secure” or the “Corporation”) has been prepared by management and reviewed and approved by the Board of Directors of Secure on November 8, 2012. The discussion and analysis is a review of the financial results of the Corporation based upon accounting principles that are generally accepted in Canada (the issuer’s “GAAP”), which includes International Financial Reporting Standards (“IFRS”).

The MD&A’s focus is primarily a comparison of the financial performance for the three and nine months ended September 30, 2012 and 2011 and should be read in conjunction with the Corporation’s audited consolidated financial statements and accompanying notes prepared under IFRS for the year ended December 31, 2011. The Corporation’s management is responsible for the information disclosed in this MD&A and the accompanying unaudited condensed consolidated interim financial statements, and has in place appropriate information systems, procedures and controls to ensure that information used internally by management and disclosed externally is materially complete and reliable. In addition, the Corporation’s Audit Committee, on behalf of the Board of Directors, provides an oversight role with respect to all public financial disclosures made by the Corporation. The MD&A has been prepared as of November 8, 2012. Additional information regarding the Corporation is available on the System for Electronic Document Analysis and Retrieval (“SEDAR”) at [www.sedar.com](http://www.sedar.com).

### FORWARD-LOOKING STATEMENTS

Certain statements contained in this MD&A constitute “forward-looking statements” and/or “forward-looking information” within the meaning of applicable securities laws (collectively referred to as forward-looking statements). When used in this document, the words “may”, “would”, “could”, “will”, “intend”, “plan”, “anticipate”, “believe”, “estimate”, “expect”, and similar expressions, as they relate to Secure, or its management, are intended to identify forward-looking statements. Such statements reflect the current views of Secure with respect to future events and operating performance and speak only as of the date of this MD&A. In particular, this MD&A contains forward-looking statements pertaining to: general market conditions; the oil and natural gas industry; activity levels in the oil and gas sector, including drilling levels; demand for the Corporation’s services and the factors contributing thereto; expansion strategy; the expanded 2012 capital budget, the allocation between the PRD and DS divisions and the intended use thereof; debt service; capital expenditures; completion of facilities; future capital needs; access to capital; acquisition strategy; the Corporation’s capital spending on the Rocky Mountain House and Judy Creek, Alberta full service terminals and the timing of completion thereof; oil purchase and resale revenue; the construction of a landfill at Fox Creek, Alberta and the timing for completion thereof and the amount of the Corporation’s asset retirement obligations and the timing thereof; the construction of a standalone water disposal at Crosby, North Dakota and the timing for completion thereof.

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

Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether such results will be achieved. Readers are cautioned not to place undue reliance on these statements as a number of factors could cause actual results to differ materially from the results discussed in these forward-looking statements, including but not limited to those factors referred to and under the heading “Business Risks” and under the heading “Risk Factors” in the Corporation’s annual information form (“AIF”) for the year ended December 31, 2011. Although forward-looking statements contained in this MD&A are based upon what the Corporation believes are reasonable

assumptions, the Corporation cannot assure investors that actual results will be consistent with these forward-looking statements. The forward-looking statements in this MD&A are expressly qualified by this cautionary statement. Unless otherwise required by law, Secure does not intend, or assume any obligation, to update these forward-looking statements.

## **CORPORATE OVERVIEW**

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

The Corporation operates two divisions:

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

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

### **DRILLING SERVICES DIVISION ("DS")**

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

For a complete description of services provided in both of the above divisions, please refer to the headings "Secure Energy Services Inc.", "Description of Business" and "Industry Overview" in the Corporation's annual information form ("AIF") for the year ended December 31, 2011.

## **CORPORATE STRATEGY**

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

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

## SELECTED FINANCIAL HIGHLIGHTS

Secure recorded improved operational and financial performance on a quarterly and year to date basis despite slower quarter-over-quarter industry conditions in the Western Canadian Sedimentary Basin (“WCSB”). Secure continued to experience strong demand for its processing, recovery and disposal services while drilling services results were impacted by lower industry activity, although not to the same extent as the overall industry downturn. Consolidated third quarter 2012 revenue (excluding oil purchase/resale) increased 18% and earnings before interest, taxes, depreciation and amortization (“EBITDA”) improved 21% over the third quarter of 2011. Secure’s expanded services offerings, higher processing and disposal volumes, added facilities and strategic acquisitions all contributed to improved results for the three and nine month periods ended September 30, 2012.

The following table summarizes the operating and financial highlights for the three and nine months ended September 30, 2012:

(\$000's except share and per share data) (unaudited) <sup>(1)</sup>	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Revenue (excludes oil purchase and resale)	99,503	84,088	18	283,836	129,052	120
Oil purchase and resale	149,705	74,108	102	466,747	190,886	145
Total revenue	249,208	158,196	58	750,583	319,938	135
EBITDA <sup>(2)</sup>	24,915	20,653	21	71,264	37,179	92
Per share (\$), basic	0.25	0.23	9	0.76	0.50	52
Per share (\$), diluted	0.25	0.22	14	0.74	0.47	57
Profit for the period	6,354	7,853	(19)	22,418	12,095	85
Per share (\$), basic	0.06	0.09	(33)	0.24	0.16	50
Per share (\$), diluted	0.06	0.08	(25)	0.23	0.15	53
Funds from operations <sup>(2)</sup>	21,879	17,792	23	63,011	33,853	86
Per share (\$), basic	0.22	0.20	10	0.67	0.45	49
Per share (\$), diluted	0.22	0.19	16	0.65	0.43	51
Cash dividends per common share	nil	nil	-	nil	nil	-
Capital expenditures <sup>(2)</sup>	50,245	34,791	44	133,983	154,724	(13)
Total assets	699,982	535,448	31	699,982	535,448	31
Long term borrowings	89,187	73,979	21	89,187	73,979	21
Common shares - end of period	104,492,885	89,274,291	17	104,492,885	89,274,291	17
Weighted average common shares						
basic	98,724,604	89,242,506	11	93,655,304	74,853,149	25
diluted	101,492,349	93,949,868	8	96,645,131	79,314,465	22

<sup>(1)</sup> Certain amounts were reclassified to conform with current period presentation

<sup>(2)</sup> Refer to "Non GAAP measures and operational definitions" on page 6 for further information

### THIRD QUARTER AND YEAR-TO-DATE 2012 HIGHLIGHTS:

- EBITDA increased 21% in the third quarter of 2012 to \$24.9 million as compared to the third quarter of 2011, a record for the third quarter. EBITDA for the nine months ended September 30, 2012 increased 92% to \$71.3 million as compared to the same period in 2011. EBITDA per share (diluted) of \$0.25 and \$0.74 for the three and nine months of 2012 increased 14% and 57% respectively as compared to the same periods in 2011. EBITDA improved through the addition of new facilities, acquisitions, higher demand for products and services and increased operating margins;
- Revenue (excluding oil purchase and resale) of \$99.5 million and \$283.8 million for the three and nine months ended September 30, 2012 improved 18% and 120% respectively compared to the same periods in 2011. PRD third quarter disposal volumes and processing volumes increased 28% and 127% respectively over the third quarter of 2011. Contributions from new facilities started in late 2011 and in 2012 increased revenues. In particular, the Drayton Valley FST, Silverdale FST, Wild River SWD and the two U.S. SWD facilities added to processing and disposal volumes. Third quarter 2012 revenue for the DS division increased 3% to \$65.3 million from the third quarter of 2011, despite lower drilling activity in the third quarter of 2012 compared to the third quarter of 2011. U.S. based revenue increased quarter-over-quarter due to the Corporation establishing the U.S. business in the third quarter of 2011 and the acquisition of a U.S. based drilling fluids company in the third quarter of 2012. The average rig count in Canada was 339 rigs in the third quarter of 2012; down 25%

from the same period last year. DS's Canadian drilling fluid market share remained constant at 30% in the third quarter of 2012 compared to the third quarter of 2011;

- Oil purchase and resale revenue of \$149.7 million and \$466.7 million for the three and nine months ended September 30, 2012 increased compared to revenue of \$74.1 million and \$190.9 million in the comparable periods of 2011. Revenue increases are a result of higher throughput at all pipeline connected facilities and the Drayton Valley FST, La Glace FST and Dawson FST becoming single shipper facilities within the past year;
- Profit for the period per share (diluted) decreased to \$0.06 for the three months ended September 30, 2012 compared to \$0.08 for the three months ended September 30, 2011 as a result of an increased number of shares issued in conjunction with the bought deal financing in August 2012 and lower profit for the period mainly due to higher interest and taxes in the third quarter of 2012;
- The Corporation received board of director approval in the third quarter to increase the 2012 organic capital budget by \$50.0 million to a total of \$166.0 million. The increased capital is allocated to the PRD division with \$30.0 million targeted for additional growth initiatives and \$20.0 million for expansion projects. Capital expenditures from growth and expansion (excludes acquisitions and sustaining capital) for the three and nine months ended September 30, 2012 was \$42.7 million and \$101.4 million, respectively and is summarized as follows:
  - Wild River SWD (permanent facility);
  - Phase III (oil treating and terminalling) at Dawson FST;
  - Oil based mud ("OBM") blending plant at the Drayton Valley FST;
  - Judy Creek FST (joint venture with Pembina Pipelines Corporation);
  - Rocky Mountain House ("Rocky") FST;
  - Obed, Dawson and Fox Creek FST expansions;
  - Fox Creek landfill;
  - Crosby SWD (North Dakota);
  - Rental equipment & long lead equipment (centrifuges, tanks, treaters, frac ponds);
- In July, the Corporation successfully completed an asset purchase agreement with DRD Saltwater Disposal LLC ("DRD") for total cash and share consideration of U.S. \$29.9 million. The operating assets acquired include two recently constructed fully operational SWD facilities servicing the Bakken oil play in North Dakota, which aligns with the Corporation's strategy of expanding operations into underserved markets. Results for the acquisition are recorded in the PRD division;
- In August, the Corporation successfully acquired the operating assets of IDF, a Colorado based drilling fluids company that services the Niobrara and Cordell Shale plays for U.S. \$7.0 million and a series of future earn out payments that in aggregate range from U.S. \$2.7 million to U.S. \$8.0 million for total maximum consideration of U.S. \$15.0 million;
- In August, Secure closed a bought deal financing (the "Offering") raising total proceeds of \$86.3 million. The net proceeds from the Offering were initially used to repay the Corporation's credit facility. It is management's intent to redraw on the credit facility to fund a portion of the increased 2012 capital expenditure program and for working capital and general corporate purposes;
- Subsequent to the third quarter, the Corporation increased the syndicated credit facility from \$200.0 million to \$300.0 million through an amended and restated extendible credit facility agreement. The credit agreement also includes an accordion provision allowing the Corporation to increase the credit facility by \$50.0 million to \$350.0 million. The increase in the credit facility will be used to fund the 2013 and 2014 capital expenditure program, and for working capital and general corporate purposes.

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## OUTLOOK

WCSB industry conditions in the third quarter of 2012 were lower than those experienced in the prior year's quarter. Activity in the WCSB was slower than expected due to wet weather continuing into July as well as spending restraint exhibited by Secure's customers. The quarter over quarter active rig count in the WCSB, where focus continues to be on oil and natural gas liquid plays, was down 25%. Low dry natural gas prices make exploration and production of the commodity uneconomical therefore dampening overall industry activity. The WCSB industry trend is consistent with the United States where the active land rig count softened for a fourth consecutive quarter and decreased 3% quarter over quarter. Oil drilling accounted for 75% of active rigs as rigs were redirected from the Marcellus and Haynesville shale gas resource plays. In Canada, the average rig count declined year-over-year to the end of September, consistent to the total metres drilled decline to 16.8 million metres for the nine months ended September 2012 from 20.4 million metres the previous year. Metres drilled has become a more relevant statistic as more complex drilling, shifts to horizontal wells and greater well depths drive overall industry activity. Secure's customers remain cautious given macro-economic factors, low dry natural gas prices and the desire to maintain reasonable debt levels.

Given the mixed industry conditions, Secure's strategy of focusing on underserved geographic areas has proven to be effective. The addition of the Wild River SWD, crude oil treating and terminalling at the Dawson facility, the Drayton Valley FST and U.S. acquisitions contributed to improved operating and financial performance in the third quarter. Secure exploits the industry value chain from "cradle to grave" and focuses on environmental and midstream services. By doing so, the Corporation lessens its dependence on drilling related revenue streams in favour of production related services.

The Corporation is exploring a number of strategic growth opportunities through acquisition and organic expansion in order to provide additional service lines in key market areas in Canada and the United States. In the quarter, Secure expanded its PRD business into North Dakota through the acquisition of the operating assets of DRD. DRD's assets included two recently constructed operating SWD facilities serving the Bakken oil play. The DRD acquisition provides the foundation for Secure to expand its PRD services at the two existing locations. Secure anticipates the opening of its first constructed SWD at Crosby, North Dakota, by the end of the fourth quarter. The DS division added to its drilling fluids presence in Colorado by acquiring a drilling fluids company that focuses on the Niobrara and Cordell Shale plays. Both of these acquisitions provide the Corporation a platform to capitalize on the potential in the active Bakken and Niobrara areas.

Secure announced a \$50.0 million increase in its organic capital expenditure program in the third quarter. The total capital program for 2012 is forecast to be \$166.0 million, with a portion being carried into 2013 for long lead items and the completion of both the Judy Creek and Rocky FST's in the first quarter of 2013. The construction of the Saddle Hills landfill will be started in the spring of 2013 as the approvals for the facility were not received in time to complete construction in the fourth quarter. The new oil based mud blending facility at the Drayton Valley FST became fully operational in September; the new facility reduces costs associated with logistics, develops recycling opportunities, and provides support to the ongoing activities in the DS division. The DS division also added \$3.6 million of rental equipment to its fleet in Canada and the United States. Management believes the capital growth projects undertaken in 2012 and into 2013 provide a basis for improved results on a go forward basis.

To ensure growth is executed in a disciplined manner the Corporation completed a bought deal financing raising \$86.3 million in the quarter. The financing ensures a strong balance sheet is maintained allowing the Corporation to manage the cycles of the oil and gas industry. Subsequent to the third quarter, the Corporation executed an amending agreement to its credit facility increasing the available amount from \$200.0 million to \$300.0 million. The bought deal financing and increased credit facility permits the Corporation to seize growth initiatives while maintaining optimum debt and equity levels on the balance sheet.

Management believes the added facilities, new products and new services, combined with future opportunities, will provide continued growth over the long term.

The positive operational and financial results for the year are due to the commitment of Secure's employees, consultants and industry partners. Secure's focus remains on providing integrated innovative solutions for its customers.



## NON-GAAP MEASURES AND OPERATIONAL DEFINITIONS

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

### *Operating margin*

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

### *Operating days*

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

### *Canadian Market Share*

Canadian market share is calculated by comparing active rigs where the DS division operates to total active rigs in Western Canada. The Canadian Association of Oilwell Drilling Contractors ("CAODC") publishes total active rigs in Western Canada on a semi-weekly basis.

### *Funds from operations*

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

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Cash from (used in) operating activities	1,476	(7,553)	(120)	51,840	20,589	152
<b>Add (deduct):</b>						
Non-cash working capital changes	20,403	25,345	(19)	11,171	13,264	(16)
<b>Funds from operations</b>	<b>21,879</b>	<b>17,792</b>	<b>23</b>	<b>63,011</b>	<b>33,853</b>	<b>86</b>

### *EBITDA*

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

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
<b>Profit</b>	<b>6,354</b>	<b>7,853</b>	<b>(19)</b>	<b>22,418</b>	<b>12,095</b>	<b>85</b>
<b>Add:</b>						
Depreciation, depletion and amortization	11,260	7,324	54	30,047	16,314	84
Share-based payments	1,287	1,035	24	3,976	2,022	97
Current tax expense	2,022	2,454	(18)	5,047	2,715	86
Deferred income tax expense	2,669	1,630	64	5,932	3,312	79
Interest, accretion and finance costs	1,323	357	271	3,844	721	433
<b>EBITDA</b>	<b>24,915</b>	<b>20,653</b>	<b>21</b>	<b>71,264</b>	<b>37,179</b>	<b>92</b>

### Capital Expenditures

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

### RESULTS OF OPERATIONS FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2012

In order to discuss the factors that have caused period to period variations in operating activities, the Corporation has divided the business into two reportable operating segments; the PRD division and the DS division. The following table shows the consolidated results for the three and nine months ending September 30, 2012:

(\$000's except per share data) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Revenue	249,208	158,196	58	750,583	319,938	135
Operating expenses	224,435	136,156	65	678,506	283,857	139
General and administrative	11,847	8,829	34	33,370	15,335	118
Business development	558	856	(35)	1,466	1,811	(19)
Interest, accretion and finance costs	1,323	418	217	3,844	813	373
Profit before income taxes	11,045	11,937	(7)	33,397	18,122	84
Income taxes						
Current income tax expense	2,022	2,454	(18)	5,047	2,715	86
Deferred income tax expense	2,669	1,630	64	5,932	3,312	79
	4,691	4,084	15	10,979	6,027	82
Profit	6,354	7,853	(19)	22,418	12,095	85
Other comprehensive income						
Foreign currency translation adjustment	(1,815)	425	(527)	(2,034)	427	(576)
<b>Total comprehensive income</b>	<b>4,539</b>	<b>8,278</b>	<b>(45)</b>	<b>20,384</b>	<b>12,522</b>	<b>63</b>
Earnings per share						
Basic	0.06	0.09	(33)	0.24	0.16	50
Diluted	0.06	0.08	(25)	0.23	0.15	53

### PRD DIVISION OPERATIONS

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

#### Processing, recovery and disposal services:

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

### Oil purchase/resale service:

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

(\$000's) (unaudited) <sup>(1)</sup>	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
<b>Revenue</b>						
Processing, recovery and disposal services (a)	34,252	20,562	67	93,335	56,021	67
Oil purchase and resale service	149,705	74,108	102	466,746	190,886	145
<b>Total PRD division revenue</b>	<b>183,957</b>	<b>94,670</b>	<b>94</b>	<b>560,081</b>	<b>246,907</b>	<b>127</b>
<b>Operating Expenses</b>						
Processing, recovery and disposal services (b)	13,211	8,484	56	36,342	23,825	53
Oil purchase and resale service	149,705	74,108	102	466,746	190,886	145
Depreciation, depletion, and amortization	7,408	4,951	50	20,299	12,960	57
<b>Total operating expenses</b>	<b>170,324</b>	<b>87,543</b>	<b>95</b>	<b>523,387</b>	<b>227,671</b>	<b>130</b>
<b>General and administrative</b>	<b>3,955</b>	<b>2,704</b>	<b>46</b>	<b>9,798</b>	<b>6,736</b>	<b>45</b>
<b>Total PRD division expenses</b>	<b>174,279</b>	<b>90,247</b>	<b>93</b>	<b>533,185</b>	<b>234,407</b>	<b>127</b>
<b>Operating Margin</b> <sup>(2) (a-b)</sup>	<b>21,041</b>	<b>12,078</b>	<b>74</b>	<b>56,993</b>	<b>32,196</b>	<b>77</b>
<b>Operating Margin</b> <sup>(2)</sup> as a % of revenue (a)	<b>61%</b>	<b>59%</b>	<b>3</b>	<b>61%</b>	<b>57%</b>	<b>7</b>

<sup>(1)</sup> Certain amounts were reclassified to conform with current period presentation (see note below)

<sup>(2)</sup> Refer to "Non GAAP measures and operational definitions" on page 6 for further information

**Note:** In the prior year, the Corporation completed the acquisition of Marquis Alliance and XL Fluids creating the DS division. In 2012, Secure has reclassified certain costs previously included in the PRD division, including segregating out costs associated with Corporate overhead. Accordingly, any reclassifications in 2012 were adjusted in the prior year to conform to current period presentation.

### Revenue (PRD division)

Revenue from processing, recovery and disposal for the three and nine months ended September 30, 2012, increased to \$34.3 million and \$93.3 million from \$20.6 million and \$56.0 million in the comparable periods of 2011.

**Processing:** For the three and nine months ended September 30, 2012, processing volumes increased 127% and 158% compared to the same periods of 2011. Part of the significant increase relates to the addition of the following new facilities and services added after the third quarter of 2011 ("new facilities and services"): Drayton Valley FST and Silverdale FST becoming operational in the fourth quarter of 2011; Secure's frac pond rental service starting up in October of 2011; the completion of construction of the Wild River SWD permanent facility in April of 2012; the addition of Dawson FST crude oil treating in June of 2012; and the acquisition of DRD in July 2012. Also contributing to the increase in revenue was an increase in overall demand for the PRD division's services.

**Recovery:** Revenue from recovery includes revenue from the sale of oil recovered through waste processing, crude oil handling, marketing and terminalling. For the three and nine months ended September 30, 2011, \$2.5 million and \$5.7 million respectively in revenue and expenses relating to natural gas liquids purchased and sold were reclassified to the oil purchase and resale service line. There is no absolute dollar change in the operating margin relating to this reclassification. Revenue from recovery for the three and nine months ended September 30, 2012 increased by 32% and 54% from comparable periods of 2011. The contributing factors for the period increases are a result of higher processing and terminalling volumes, increased amounts of oil recovered during processing, and increased revenue associated with marketing of oil volumes on various oil streams.



Disposal: Secure's disposal volumes increased by 28% and 31% for the three and nine months ended September 30, 2012 compared to the same periods of 2011. As described above, increased demand for the PRD division's services and new facilities and services are the primary reasons for the increase.

Secure's oil purchase/resale service increased substantially during the three and nine months ended September 30, 2012 as a result of Secure becoming a single shipper at the Dawson FST on June 1, 2012, the Drayton Valley FST in January 2012 and at the La Glace FST at the start of the fourth quarter of 2011. The increase in this service helps drive demand for Secure's other services. Oil purchase/resale service revenue for the three and nine months ended September 30, 2012 increased to \$149.7 million and \$466.7 million from \$74.1 million and \$190.9 million for the comparable periods of 2011. The revenue and corresponding expense of this service will fluctuate depending upon the volume of crude oil received in any given period and the price of crude oil for that period. As shown above, oil purchase/resale revenue is deducted to calculate the operating margin of processing, recovery and disposal services. See the "**Business Risks**" section in this MD&A for further discussion.

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

Operating expenses from PRD services for the three and nine months ended September 30, 2012 increased to \$13.2 million and \$36.3 million from \$8.5 million and \$23.8 million for the comparative periods of 2011. Operating expenses to a large degree are variable and will correspond to changes in revenue. Third quarter revenue increased 67% which contributed to the 56% increase in operating expenses over the prior year period. Variable expenses include items such as trucking, utilities, facility repairs and maintenance. Operating expenses are also higher as a result of Secure's new facilities and services.

Operating margin as a percentage of revenue from PRD services for the three and nine months ended September 30, 2012 was consistent at 61% for both periods, an increase from 59% and 57% for the three and nine months ended September 30, 2011. Third quarter 2011 operating costs and margins were negatively impacted by heavy rains in July which increased road maintenance, site and equipment, and leachate disposal expenses. These expenses were down \$0.8 million in the third quarter of 2012 as compared to the third quarter of 2011. Crude oil volumes brought to the Dawson FST are now shipped down the pipeline directly from the Dawson FST as opposed to being trucked to another of Secure's FST's for shipping. Shipping crude oil directly reduced trucking expenses by \$0.2 million on a quarter over quarter basis. Operating costs and margins for the three and nine months ended September 30, 2012 are in line with management's expectations. As discussed in the PRD revenue analysis, certain revenue and expenses in the comparative quarter of 2011 were reclassified to the oil purchase and resale service line. As a result of this reclassification, there is no absolute dollar change on the operating margin.

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

Depreciation, depletion and amortization expense for the three and nine months ended September 30, 2012 increased to \$7.4 million and \$20.3 million from \$5.0 million and \$13.0 million for the comparable periods of 2011. Depreciation, depletion and amortization expense has increased significantly due to the addition of new facilities and the increase in disposal volumes at PRD division landfills. Landfill cell costs are depleted on a unit basis, therefore as disposal volumes increase there is a corresponding increase to the amount of depletion expensed.

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

General and administrative ("G&A") expenses increased for the three and nine months ended September 30, 2012 to \$4.0 million and \$9.8 million from \$2.7 million and \$6.7 million in the comparative periods of 2011. The increase in G&A is in line with management expectations. For the three and nine months ended September 30, 2012, G&A is 11.5% and 10.5% of revenue (excluding oil purchase/resale) in the PRD division, respectively. The most significant impact to G&A for the three and nine months ended September 30, 2012 relates to the hiring of new employees and acquiring additional office space to support the growth in operations. G&A expenses also include office lease, insurance, utilities and communications and non-cash share based payments.

In 2012, the Corporation has reclassified certain G&A expenses from the PRD division to Corporate. The PRD division's G&A expenses exclude all public company costs, salaries, share based payments and office costs relating to corporate employees.

## DS DIVISION OPERATIONS

The DS division was created on June 1, 2011 with the acquisition of Marquis Alliance. The division was further expanded on July 1, 2011 with the acquisition of XL Fluids, on January 25, 2012 with the acquisition of New West, and on August 15, 2012 with the acquisition of IDF. Accordingly, the 2011 comparative results of the DS division only include activities since June 1, 2011, when Marquis Alliance became a wholly owned subsidiary of the Corporation. Geographically, the primary focus of the DS division has been the WCSB, however through a recent acquisition in Colorado, the DS division has started to expand on existing operations in the United States. The DS division's WCSB operations are coordinated from the Calgary, Alberta office while U.S. operations are based out of the Denver, Colorado office.

### Drilling services:

The DS division has three service lines: drilling fluids, environmental services, and solids control. The drilling fluids service line forms the core of the DS division and offers services in the WCSB and United States. Drilling fluid products are designed to optimize the efficiency of customer drilling operations. Drilling efficiencies are achieved by engineering solutions that improve drilling performance and penetration, while reducing fluid related non-productive time. Experienced technical personnel design adaptable drilling programs to meet the needs of increasingly complex horizontal and directional drilling. These programs can save customers significant amounts of time and money by anticipating the drilling challenges they may encounter in a proactive manner. The environmental service line provides remediation, reclamation, special project management, professional services, and drilling waste management to customers in the WCSB. Services include pre-drilling assessments, remediation of former wellsites, facilities, commercial and industrial properties from initial assessment through to reclamation certification. The solids control service line provides equipment that ensures the quality of drilling fluids through the drilling cycle by continually processing and recycling the drilling fluids as they return to surface in the WCSB and United States. This equipment ensures the continual removal of the cuttings and solids from the drilling fluid. In turn, higher penetration rates are maintained with less wasted fluid; therefore reducing overall drilling costs. The current fleet of high speed centrifuges, drying shakers, bead recovery units, tanks, and ancillary equipment are offered as a standalone package or part of an integrated drilling fluids and environmental package.

(\$000's) (unaudited) <sup>(1)</sup>	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
<b>Revenue</b>						
Drilling services (a)	65,251	63,526	3	190,502	73,031	161
<b>Operating expenses</b>						
Drilling services (b)	50,259	46,240	9	145,371	52,832	175
Depreciation and amortization	3,709	2,284	62	9,417	3,134	200
<b>Total DS division operating expenses</b>	<b>53,968</b>	<b>48,524</b>	<b>11</b>	<b>154,788</b>	<b>55,966</b>	<b>177</b>
<b>General and administrative</b>	<b>6,830</b>	<b>5,273</b>	<b>30</b>	<b>19,668</b>	<b>6,416</b>	<b>207</b>
<b>Total DS division expenses</b>	<b>60,798</b>	<b>53,797</b>	<b>13</b>	<b>174,456</b>	<b>62,382</b>	<b>180</b>
<b>Operating Margin <sup>(2) (a-b)</sup></b>	<b>14,992</b>	<b>17,286</b>	<b>(13)</b>	<b>45,131</b>	<b>20,199</b>	<b>123</b>
<b>Operating Margin % <sup>(2)</sup></b>	<b>23%</b>	<b>27%</b>	<b>(15)</b>	<b>24%</b>	<b>28%</b>	<b>(14)</b>

<sup>(1)</sup> Includes DS division from its acquisition on June 1, 2011.

<sup>(2)</sup> Refer to "Non GAAP measures and operational definitions" on page 6 for further information

### Revenue (DS division)

DS division revenue for the three and nine months ended September 30, 2012 was \$65.3 million and \$190.5 million compared to \$63.5 million and \$73.0 million in the comparative periods of 2011. The increase in DS division revenue in the third quarter of 2012 compared to the third quarter of 2011 is due to increased sales volumes of low margin oil based drilling fluids as well as revenue from the U.S. segment. Oil based drilling fluids are preferred for use in horizontal and directional drilling applications. Results for the nine months ended September 30, 2011 are not comparative as the DS division was acquired on June 1, 2011 and only represents activity for a four month period.

For the third quarter of 2012, revenue from the drilling fluids service line was \$54.6 million or 84% of total revenue and the remaining service lines of environmental and solids control contributed \$10.7 million or 16% of total revenue for the same quarter. This compares to drilling fluids service line revenue for the third quarter of 2011 of \$54.2 million or 85% of total revenue and \$9.3 million

or 15% of total revenue for the environmental and solids control service lines for the same period. For the nine months ended September 30, 2012 the drilling fluids service line generated \$161.9 million in revenue, while the environmental and solids control service lines generated \$28.6 million. Canadian market share for the drilling fluids service line for the third quarter of 2012 was approximately 30%, consistent with the comparative period of 2011. Market share calculations are based on the CAODC's average monthly rig count for Western Canada of 339 rigs for the third quarter of 2012; a decrease from the third quarter of 2011 average rig count of 453 rigs driven by lower industry activity levels in 2012 versus 2011 (refer to "Non-GAAP measures and Operational Definitions"). Third quarter operating days for the Canadian drilling fluids service line were 9,113 operating days compared to 12,512 operating days in the third quarter of 2011. The 27% decrease in operating days is directly attributable to a slowdown in drilling activity experienced in the third quarter of 2012. The average rig count was down 25% from the same period last year. Revenue per operating day for the third quarter of 2012 was \$5,267 compared to \$4,334 in the same period of 2011. The increase in third quarter 2012 revenue per operating day to \$5,267 from \$4,334 in 2011 was the result of higher sales volumes of low margin oil based fluid in 2012 versus 2011. Revenue per operating day can fluctuate significantly due to changes in product mix, the type of well that is being drilled and when lost circulation events occur. Drilling fluid volumes can increase significantly when lost circulation events occur, as drilling fluid is lost to the formation. Demand for the environmental service line increased in the third quarter from the second quarter due to the end of spring breakup, and is in line with management expectations. Utilization for the solids control service line decreased in the third quarter of 2012 compared to the same period of 2011 as a result of lower drilling activity.

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

Operating margin represents the profit earned on revenue after deducting operating expenses; this includes the direct cost of products, logistics, personnel, and associated equipment in the DS division. DS division operating margins (excluding depreciation) can vary due to changes in product mix, well type, geographic area, and nature of activity (i.e. drilling fluids, environmental, solids control, etc.). Operating expenses for the third quarter of 2012 were \$50.3 million compared to \$46.2 million in the third quarter of 2011. For the nine months ended September 2012, operating expenses were \$145.4 million versus \$52.8 million at September 30, 2011. Results for the nine months ended September 30, 2011 are not comparable for the reasons stated above.

For the three months ended September 30, 2012 operating margins were \$15.0 million or 23% of revenue compared to \$17.3 million or 27% of revenue for the third quarter of 2011, a 13% quarter-over-quarter decline. The decline in both absolute dollars and margin percentage are due to slower industry conditions as demonstrated by the 25% drop in WCSB industry rig count, a higher proportion of sales volume relating to the purchase and sale of low margin oil based stock used in oil based drilling, an increase in U.S. lower margin drilling fluid revenue, and a decrease in high margin Canadian rental revenue. In periods of rising oil based stock prices or increased activity in oil based drilling fluids, revenue and product costs increase accordingly resulting in decreased margins on a percentage basis. On an absolute basis, operating margins remain in line with management expectations.

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

Depreciation and amortization for the three months ended September 30, 2012 was \$3.7 million compared to \$2.3 million for the three months ended September 30, 2011. Depreciation and amortization increased by 62% in the third quarter of 2012 compared to the third quarter of 2011 as a result of a larger fixed asset base associated with the ongoing purchase of assets to support growth across the various business lines. Depreciation for the nine months ended September 30, 2011 is not comparable for the reasons stated above.

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

General and administrative (G&A) expenses for the third quarter ending September 30, 2012 were \$6.8 million compared to \$5.3 million for the third quarter of 2011. G&A expenses increased from the third quarter of 2011 mainly due to an increase in headcount and associated costs to manage the growing business in the U.S. G&A expense as a percentage of revenue was 10.4% for the three months ending September 30, 2012, versus 8.3% for the three months ending September 30, 2011. In 2012, the Corporation has reclassified G&A expenses in the DS division to exclude all salaries, share based payments and office costs relating to corporate employees. The most significant accounts within G&A expense include: salaries and benefits for office staff, professional fees, office lease, insurance, utilities, and communications. As a percentage of revenue, G&A expenses have remained relatively consistent throughout the year. G&A is in line with management expectations for the third quarter of 2012.



**OTHER INCOME AND EXPENSES**

**CORPORATE EXPENSES**

(\$000's) (unaudited) <sup>(1)</sup>	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
<b>General and administrative</b>	<b>1,062</b>	852	25	<b>3,904</b>	2,183	79

<sup>(1)</sup> Certain amounts were reclassified to conform with current period presentation

In the prior year, the Corporation completed the acquisition of Marquis Alliance and XL Fluids creating the DS division. In 2012, Secure has reclassified certain costs within both the PRD and DS divisions, including segregating out costs associated with Corporate overhead. Accordingly, any reclassifications in 2012 were adjusted in the prior year to conform to the current period presentation. The above G&A expenses for 2011 were previously recorded in the operating results of the PRD division.

G&A expenses for Corporate overhead for the three and nine months ended September 30, 2012 increased to \$1.1 million and \$3.9 million compared to \$0.9 million and \$2.2 million in the comparative periods of 2011. G&A corporate expenses include all public company costs, salaries, share based payments and office costs relating to corporate employees. The increase in G&A expenses generally relates to increased corporate costs associated with acquiring Marquis Alliance and its subsidiaries, including additional professional services fees and share based payments compensation. Share based payment compensation has increased due to the new deferred share unit ("DSU") plan and annual option grants.

**BUSINESS DEVELOPMENT EXPENSES**

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
<b>Business development</b>	<b>558</b>	856	(35)	<b>1,466</b>	1811	(19)

As part of the reclassification of G&A expenses, business development costs are no longer segregated within each division. The business development expenses related to recycling fluids, drilling fluid blending plants, efficient drilling waste handling, and other initiatives, contain benefits for both divisions. Accordingly, business development expenses are disclosed in aggregate given the significant overlap and integration between both divisions. Business development expenses for the three and nine months ended September 30, 2012 were \$0.6 million and \$1.5 million compared to \$0.9 million and \$1.8 million in the comparative periods of 2011. The 2011 third quarter expenses included one-time expense associated with the Silverdale acquisition, the Marquis Alliance acquisition and the XL Fluids acquisition. Ongoing business development includes expenses related to the operation of two laboratory facilities focused on the development of new technologies for recycling initiatives, and expenses associated with evaluating a number of potential projects or prospects.

**INTEREST, ACCRETION AND FINANCING COSTS**

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
<b>Interest, accretion and finance costs</b>	<b>1,323</b>	418	217	<b>3,844</b>	813	373

Interest, accretion and financing costs for the three and nine months ended September 30, 2012 were \$1.3 million and \$3.8 million compared to \$0.4 million and \$0.8 million for the three and nine months ended September 30, 2011. The amount included above for the nine month period ending September 30, 2012 as interest expense is net of \$0.3 million of interest capitalized on projects with substantial time to completion. The Corporation funds the majority of its capital program and increases in working capital through its credit facility and available cash flow from operations. The amount drawn on the credit facility for the period ended September 30, 2012 was \$90.0 million compared to \$75.0 million on September 30, 2011. The average drawn balance on the credit facility for the nine months ended September 30, 2012 was \$114.1 million whereas in 2011 there was no significant draw on the facility until September therefore minimal interest expense was incurred in 2011. Other expenses recorded in interest, accretion and finance costs include standby fees associated with the undrawn portion of the revolving credit facility, charges relating to the letters of credit and accretion associated with the Corporation's asset retirement obligations.

### FOREIGN CURRENCY TRANSLATION ADJUSTMENT

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Foreign currency translation adjustment	(1,815)	425	(527)	(2,034)	427	(576)

Translation adjustments relating to the conversion of U.S. operating subsidiary financials for the three and nine months ended September 30, 2012 were (\$1.8) million and (\$2.0) million. The amount is a function of converting the DS division United States business operations functional U.S. dollar currency to the Corporations reporting currency in Canadian dollars. The Canadian dollar has decreased by 2% against the U.S. dollar over the past year (\$1 CAD =.9832 \$US at September 30, 2012 compared to \$1 CAD =.9626 \$US at September 30, 2011).

### INCOME TAXES

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Income taxes						
Current income tax expense	2,022	2,454	(18)	5,047	2,715	86
Deferred income tax expense	2,669	1,630	64	5,932	3,312	79
	4,691	4,084	15	10,979	6,027	82

#### Current Taxes

Current income tax expense for the three months ended September 30, 2012 decreased to \$2.0 million from a current income tax expense of \$2.5 million for the three months ended September 30, 2011. The third quarter decrease in current tax expense is primarily attributable to lower earnings before taxes. Current income tax expense for the nine months ended September 30, 2012 increased to \$5.0 million from a current income tax expense of \$2.7 million for the nine months ended September 30, 2011. The increase year to date relates to increase profits for the nine months ended September 30, 2012 compared to the prior year and utilization of all available tax losses in the first quarter of 2012.

#### Deferred Taxes

The Corporation follows the liability method of accounting for income taxes. The deferred tax expense for the three and nine months ended September 30, 2012 increased to \$2.7 million and \$5.9 million from \$1.6 million and \$3.3 million for the three and nine months period ended September 30, 2011. The deferred income tax expense increase includes the tax effect of utilizing the Corporation's non-capital losses and timing differences associated with the accounting and tax base of assets.

### SIGNIFICANT PROJECTS

Secure's 2012 capital expenditure program included a number of significant projects. For a discussion of the Corporation's 2012 capital expenditure program, see "*Liquidity and Capital Resources*" in this MD&A.



## GEOGRAPHICAL FINANCIAL INFORMATION

(unaudited) (\$000's)	Canada		International		Total	
	2012	2011	2012	2011	2012	2011
<b>Three months ended Sept 30</b>						
Revenue	234,868	154,976	14,340	3,220	249,208	158,196
<b>Nine Months ended Sept 30</b>						
Revenue	720,456	316,061	30,127	3,877	750,583	319,938
<b>As at Sept 30, 2012 and Dec 31, 2011</b>						
Total non-current assets	468,152	397,800	56,691	11,701	524,843	409,501

The table on geographical financial information breaks out revenue and non-current assets for the three and nine months ended September 30, 2012 and the three and nine months ended September 30, 2011.

## SUMMARY OF QUARTERLY RESULTS

### Seasonality

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

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

(\$000s except share and per share data) (unaudited)	2012			2011				2010
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Revenue (excluding oil purchase and resale)	99,503	68,906	115,426	101,999	84,088	24,541	20,423	18,445
Oil purchase and resale	149,705	154,756	162,286	129,262	74,108	69,203	47,575	14,486
<b>Total Revenue</b>	<b>249,208</b>	<b>223,662</b>	<b>277,712</b>	<b>231,261</b>	<b>158,196</b>	<b>93,744</b>	<b>67,998</b>	<b>32,931</b>
Profit for the period	6,354	1,087	14,977	10,290	7,853	10	4,230	2,291
Earnings (loss) per share - basic	0.06	0.01	0.17	0.12	0.09	0.00	0.07	0.04
Earnings (loss) per share - diluted	0.06	0.01	0.16	0.11	0.08	0.00	0.06	0.03
Weighted average shares - basic	98,724,604	91,527,556	90,658,046	89,481,219	89,242,506	71,207,964	63,829,714	63,730,396
Weighted average shares - diluted	101,492,349	94,210,135	94,179,644	93,718,121	93,949,868	75,851,337	67,855,436	66,732,263
EBITDA <sup>(1)</sup>	24,915	13,789	32,559	24,785	20,653	5,824	10,702	8,037

<sup>(1)</sup> Refer to "Non GAAP measures and operational definitions " on page 6 for further information

### Quarterly Review Summary

As illustrated above, quarterly performance is affected by seasonal variation; however, with Secure's significant growth and recent acquisitions during 2011 and 2012, variations in quarterly results extend beyond seasonal factors. The most significant impact in the second and third quarter of 2011 relates to the Corporation acquiring Marquis Alliance and XL Fluids, which have formed the Corporation's DS division. In the fourth quarter of 2011, the Corporation also acquired the Silverdale facility which had an impact in the fourth quarter along with the opening of the Drayton Valley FST. In the first quarter of 2012, the Corporation acquired New West, a Canadian based drilling fluids company. New West was integrated into the DS division in the first quarter of 2012. In the second quarter of 2012, the Corporation commenced operations of the permanent Wild River SWD and completed crude oil treating and terminalling (Phase III) at the Dawson FST. In the third quarter of 2012, the Corporation acquired DRD in North Dakota, which is

included in the PRD division operating results. The Corporation also acquired IDF in Colorado, which is included in the DS division results. In addition, the Corporation's oil purchase/resale service revenue has increased significantly quarter over quarter. By offering this service, Secure's customers gain efficiencies in transportation and handling of their crude oil to the pipeline. The significant revenue increases started in the fourth quarter of 2011 and are a result of Secure becoming a single shipper at Dawson FST, Drayton Valley FST and La Glace FST. See the "Business Risks" section in this MD&A for further discussion on this service.

Finally, each quarter was impacted by the date at which any one of the constructed or acquired FSTs, SWDs or landfills commenced operations. For a complete description of Secure's business assets and operations, please refer to the headings "Secure Energy Services Inc.", "Description of Business" and "Industry Overview" in the Corporation's AIF for the year ended December 31, 2011. In addition to when the facility commenced operating activities or was acquired, the quarters were also impacted by the length of time required for several oil and natural gas producers to conduct their own individual audits of the facilities to ensure Secure met all required internal specifications for disposal of oilfield wastes. This process is conducted at all landfills, FSTs and SWDs before the producer will begin sending waste. Depending on the producer, this process can take several months.

## LIQUIDITY AND CAPITAL RESOURCES

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

### Sources of Cash

#### a) Funds from operations (see non-GAAP measures)

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Funds from operations	21,879	17,792	23	63,011	33,853	86

Funds from operations increased significantly for the three and nine months ended September 30, 2012 to \$21.9 million and \$63.0 million from \$17.8 million and \$33.9 million in the comparative periods of 2011. The significant increase over 2011 relates to the addition of the DS division and the subsequent acquisitions of New West and IDF and the new facilities and services added in the PRD division. In addition to the acquisitions, expansions and new facilities added in 2011 and 2012, the Corporation also had continued growth in demand for PRD services, including higher disposal volumes and higher processing volumes over the three and nine months ended September 30, 2012. Drilling services results in the third quarter of 2012 were impacted by lower industry activity, although not to the same extent as the overall industry downturn in both Canada and the US. The lower industry activity was offset by growth in the PRD division as discussed above. This impact on cash flows from U.S. operations will change in future periods as the Corporation expands its operations in North Dakota and Colorado.

#### b) Issue of common shares

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Issue of common shares, net of issue costs	82,525	(197)	-	85,254	81,799	4

For the three and nine months ended September 30, 2012, issue of common shares increased to \$82.5 million and \$85.3 million from (\$0.2) million and \$81.8 million over the same periods of 2011. The issue of common shares for the nine months ended September 30, 2012 relates to the bought deal financing completed in the third quarter. On July 24, 2012, the Corporation entered into an agreement on a bought deal basis with a syndicate of underwriters, pursuant to which the underwriters agreed to purchase for resale to the public 10,987,262 subscription receipts (including overallotment) of the Corporation at a price of \$7.85 per subscription receipt for gross proceeds of \$86.3 million. In connection with the offering, the Corporation incurred approximately \$4.8 million in transaction

costs which included \$4.3 million in agent fees. These costs, net of tax, were applied against the proceeds in share capital during the period ended September 30, 2012. In addition, the increase also relates to the exercising of options and warrants in accordance with the Corporation's share-based payment plan (the "Plan"). Under the Plan, the Corporation may grant share options to its employees, directors, and consultants for up to 10% of the issued and outstanding common shares of the Corporation calculated on a non-diluted basis at the time of grant. Options issued under the Plan have a term of five years to expiry and vest over a three year period starting one year from the date of the grant. As at September 30, 2012, Secure had a total of 104,492,885 common shares and 7,060,576 employee stock options outstanding. The \$81.8 million for the nine months ended September 30, 2011 relates to the closing of a public offering, on a bought deal basis, on May 19, 2011.

*c) Revolving Credit Facility*

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
Net Draw (Repayment) of revolving credit facility	(46,000)	57,353	(180)	(30,000)	50,874	(159)
Financing costs	(29)	-	-	(204)	-	-
Total draws (repayments)	(46,029)	57,353	(180)	(30,204)	50,874	(159)

As at September 30, 2012, the Corporation has drawn \$90.0 million on its revolving credit facility compared to \$75.0 million in the same period of 2011.

In the first quarter of 2012, Secure expanded its existing revolving credit facility ("revolving credit facility") of \$150.0 million to \$200.0 million through the exercise of the \$50.0 million accordion feature. There were no changes to the terms of the underlying revolving credit facility. Under the revolving credit facility, the Corporation can borrow by way of Canadian dollar advances through Canadian Prime Rate Loans or Bankers Acceptances or United States dollar advances through U.S. Base Rate Loans or Libor or letters of credit denominated in Canadian or U.S. dollars, and bears interest ranging from 1.0% to 2.0% above the prime rate or Bankers Acceptances ranging from 2.0% to 3.0% above the Bankers Acceptance depending on the Corporation's prevailing funded debt to EBITDA ratio, with any unused amounts subject to standby fees ranging from 0.50% to 0.75%. Funded debt includes all outstanding debt, including capital leases, and any outstanding letters of credit. As security for the revolving credit facility, the Corporation granted lenders a security interest over all of its present and after acquired property. A \$1.0 billion debenture provides a first fixed charge over the Corporation's real properties and a floating charge over all present and after acquired property not subject to the fixed charge. The revolving credit facility is to be used for working capital, to refinance existing debt, for capital expenditures including permitted acquisitions, and for general corporate purposes.

Subsequent to September 30, 2012, the Corporation entered into an amended and restated extendible \$300.0 million revolving credit facility (the new "credit facility") with a syndicate of lenders. The amendment increases the amount available under the credit facility to \$300.0 million from \$200.0 million and includes an accordion feature, which if exercised, would increase the credit facility by \$50.0 million. The amendment extends the maturity date from July 31, 2014 to July 31, 2015. The lending syndicate was increased from six to seven institutions with the addition of Wells Fargo. The credit facility consists of a \$290.0 million extendible revolving term credit facility and a \$10.0 million revolving operating facility. The credit facility is used for working capital, to refinance existing debt, for capital expenditures including permitted acquisitions, and for general corporate purposes.

The key changes in the new credit facility are as follows:

- An increase to the amount available from \$200.0 million to \$300.0 million, with an accordion feature providing an additional \$50.0 million;
- Interest rates for the existing credit facility range from 1% to 2% above the prime rate or Bankers Acceptances ranging from 2% to 3% above the Bankers Acceptance compared to rates ranging from 0.75% to 2.25% above the prime rate or Bankers Acceptances ranging from 1.75% to 3.25% above the Bankers Acceptance for the amended agreement. The range is determined by the Corporation’s prevailing funded debt to EBITDA ratio;
- Standby fees for the existing credit facility range from 50 to 75 basis points to fees of 40 to 74 basis points for the amended agreement. The range is determine by the Corporation’s prevailing funded debt to EBTIDA ratio; and
- Existing agreement requires fixed charge registrations over all titles and leases where the amended agreement allows for a floating charge for all acquired property subsequent to executing the agreement.

In conjunction with obtaining the credit facility, the Corporation is expected to incur transaction costs in the amount of \$0.6 million, of which the unamortized amount will be offset against the outstanding principle balance of the debt. Prior unamortized transaction costs of \$0.8 million relating to the previous revolving credit facility will be expensed in the fourth quarter of 2012.

(\$000's) (unaudited)	Three Months Ended Sept 30, 2012
Revolving credit facility	200,000
Amount Drawn on revolving credit facility	(90,000)
Letters of Credit	(18,648)
Available amount	91,352

As at September 30, 2012, the Corporation had \$91.4 million available under its credit facility. The Corporation is well positioned based on the available amount on its credit facility and expected funds from operations to execute on its 2012 capital program. The amount drawn on the credit facility was reduced by the net proceeds of the Offering in the quarter.

At September 30, 2012, the Corporation had issued approximately \$18.6 million in letters of credit to various environmental regulatory authorities in Alberta and British Columbia. The Energy Resource and Conservation Board (“ERCB”) is implementing the Oilfield Waste Liability (“OWL”) program. The OWL program is expected to replace the current fully funded liability management program for oilfield waste facilities with a facility specific asset to liability risk based assessment that is backed by the existing upstream oil and natural gas industry liability management program. The amount of letters of credit issued will fluctuate based on the growth of the Corporation and future refunds under the OWL program, which are undeterminable at this time.

As at September 30, 2012, the Corporation was in compliance with all of its debt covenants. The following is a list of key financial covenants determined as of the end of each of the Corporation’s fiscal quarters, including, without limitation:

- Senior Debt to EBITDA (see Non-GAAP measures) Ratio: the Funded Debt to EBITDA Ratio shall not exceed 3.00:1; where EBITDA is adjusted for acquisitions on a pro-forma trailing twelve month basis;
- Senior Debt to Capitalization Ratio: the ratio of Senior Debt to Senior Debt plus Equity shall not be greater than 40%; and
- Fixed Charge Coverage Ratio: the Fixed Charge Coverage Ratio shall not be less 1.00:1.

There will be no change to the above covenants under the new credit facility.

## Uses of Cash

### a) Capital Expenditures

(\$000's) (unaudited)	Three Months Ended Sept 30,			Nine Months Ended Sept 30,		
	2012	2011	% Change	2012	2011	% Change
<b>Capital expenditures <sup>(1)</sup></b>						
Expansion and growth capital expenditures	42,722	30,405	41	101,440	67,629	50
Acquisitions	6,882	3,985	73	30,788	86,445	(64)
Deposit on asset acquisition	-	18,000	-	-	18,000	100
Sustaining capital expenditures	641	401	60	1,755	650	170
<b>Total capital expenditures</b>	<b>50,245</b>	<b>52,791</b>	<b>(5)</b>	<b>133,983</b>	<b>172,724</b>	<b>(22)</b>

<sup>(1)</sup> Refer to "Non GAAP measures and operational definitions" on page 6 for further information

The Corporation's expansion and growth capital expenditures for the three months ended September 30, 2012 increased to \$42.7 million from \$30.4 million for the same period in 2011. The \$42.7 million in expenditures in the third quarter of 2012 relates to \$23.4 million in growth capital, \$8.6 million in expansion capital and \$10.7 million in rental equipment and long lead items. The \$23.4 million in growth capital includes expenditures incurred on the new Judy Creek and Rocky FST's, Dawson FST Phase III (oil treating and terminalling), Drayton Valley FST (OBM blending plant), the Fox Creek landfill and the Crosby SWD located in North Dakota. The Crosby SWD is expected to be operational in the fourth quarter of 2012. The construction of the Saddle Hills landfill will be completed in the spring of 2013 as the approvals for the facility were not received in time to complete construction in the fourth quarter. The \$8.6 million of expansion capital relates mainly to the waste expansion at the Obed FST, a new cell at the Pembina landfill and a new cell at the South Grande Prairie landfill. The Corporation also purchased \$10.7 million in centrifuges, tanks, treaters, frac ponds and long lead items for future projects, including \$1.1 million relating to equipment purchased for the U.S. operations. The Corporation currently has 16 frac ponds in use as part of the Corporate strategy to provide an integrated water solution to customers.

The Corporation's expansion and growth capital expenditures for the nine months ended September 30, 2012 increased to \$101.4 million from \$67.6 million for the same period in 2011. For the nine months ended September 30, 2012, \$62.0 million of costs were incurred for growth and \$15.5 million for expansion, with the remaining amount for rental equipment and long leads items. The projects for growth and expansion for 2012 are summarized as follows:

- Wild River SWD (permanent facility);
- Phase III (oil treating and terminalling) at Dawson FST;
- Oil based mud ("OBM") blending plant at the Drayton Valley FST;
- Judy Creek FST (joint venture with Pembina Pipelines Corporation);
- Rocky Mountain House ("Rocky") FST;
- Obed, Dawson and Fox Creek FST expansions;
- South Grande Prairie and Pembina landfill expansions;
- U.S. Crosby SWD;
- Fox Creek landfill; and
- Rental equipment & long leads (centrifuges, tanks, treaters, frac ponds).

The Corporation expects the Judy Creek and Rocky FSTs to be operational in the first quarter of 2013. The construction of the Fox Creek landfill was delayed due to wet weather; however, it is expected that the landfill will be operational toward the end of the fourth quarter. The Corporation intends to fund its capital program primarily with existing cash, cash flow from operations and its expanded credit facility.

For the three and nine months ended September 30, 2012 acquisitions totaled \$6.9 million and \$30.8 million versus \$4.0 million and \$86.4 million for the comparable periods in 2011. In January 2012, the Corporation completed the acquisition of the operating assets (excluding working capital) of New West for an aggregate cash purchase price of \$3.4 million. New West was a Canadian based drilling fluids company specializing in providing drilling fluid systems and products for heavy oil drilling. On July 2, 2012, the



Corporation closed an asset purchase agreement (the “acquisition”) with DRD to acquire the operating assets of DRD for total cash and share consideration of \$26.3 million. The Corporation paid a \$20.5 million deposit for the acquisition of the operating assets of DRD, which is included in deposit on asset acquisition on the consolidated statements of financial position as at June 30, 2012. This amount was applied to the purchase price on closing. On August 15, 2012, the board of directors approved an asset purchase agreement to acquire the operating assets of IDF for \$6.9 million and a series of earn out payments that, in aggregate, range from U.S. \$2.7 million to U.S. \$8.0 million for total maximum consideration of U.S. \$15.0 million. IDF is a private drilling fluids company operating in Greeley, Colorado. IDF specializes in drilling fluids in Colorado, predominately in the Niobrara and Cordell Shale plays. The prior year acquisition relates to acquiring all of the issued and outstanding shares of Marquis Alliance and the acquisition of the operating assets of XL Fluids.

Sustaining capital or maintenance capital refers to capital expenditures in respect of capital asset additions, replacements or improvements required to maintain ongoing business operations. The determination of what constitutes sustaining capital expenditures versus expansion and growth capital involves judgment by management. During the three and nine months ended September 30, 2012, sustaining capital was \$0.6 million and \$1.8 million compared to \$0.4 million and \$0.7 million for the three and nine months ended September 30, 2011. Sustaining capital is typically minimal in the first two years of operation of a facility because each facility is constructed with new equipment or refurbished equipment. Sustaining capital typically relates to pump and riser replacements or upgrades. As a facility matures, the amount of sustaining capital required will increase.

**b) Contractual Obligations**

The Corporation has a total of \$78.9 million in commitments, excluding the above commitment relating to the credit facility. The \$78.9 million includes commitments for finance and operating lease agreements primarily for heavy equipment, vehicles, land leases and office space, and capital commitments relating to purchases for use in the Corporation’s current and future capital projects. This also includes inventory purchases relating to a specialized product used in drilling fluids systems. Overall, the Corporation has sufficient funds from operations and availability through the credit facility to meet upcoming commitments.

(\$000's) (unaudited)	Payments due by period				
	Total	1 year or less	1-3 years	4-5 years	5 years and thereafter
Total Commitments	78,854	62,709	12,125	2,885	1,135

The Corporation’s asset retirement obligations were estimated by management based on the Corporation’s estimated costs to remediate, reclaim, and abandon the Corporation’s facilities and estimated timing of the costs to be incurred in future periods. The Corporation has estimated the net present value of its asset retirement obligations at September 30, 2012 to be \$19.2 million (December 31, 2011 - \$15.0 million) based on a total future liability of \$25.0 million as at September 30, 2012 (December 31, 2011 - \$20.1 million). These costs are expected to be incurred over the next one to 25 years. The Corporation used its risk-free interest rates of 1.06% to 2.32% and an inflation rate of 3.00% to calculate the net present value of its asset retirement obligations. Commitments also include future earn out obligations related to the IDF acquisition.

**PROPOSED TRANSACTIONS**

There is no proposed asset or business acquisition or disposition expected to have a material effect on the financial condition, results of operations or cash flows of Secure.

**BUSINESS RISKS**

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

**Oil and Natural Gas prices**

The demand, pricing and terms for oilfield waste disposal services in the Corporation’s existing or future service areas largely depend upon the level of exploration, development and production activity for both crude oil and natural gas in the WCSB, Quebec, the United States and India. Oil and natural gas industry conditions are influenced by numerous factors over which the Corporation has no control, including oil and natural gas prices, expectations about future oil and natural gas prices, levels of consumer demand, the cost

of exploring for, producing and delivering oil and natural gas, the expected rates of declining current production, the discovery rates of new oil and natural gas reserves, available pipeline and other oil and natural gas transportation capacity, weather conditions, political, regulatory and economic conditions, and the ability of oil and natural gas companies to raise equity capital or debt financing.

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

In addition, treatment and waste disposal services are largely dependent on the willingness of customers to outsource their waste management activities. As such, the demand for Secure's services could be curtailed by a trend towards internal waste management.

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

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

### **Commodity price risk – trading**

The Corporation is exposed to commodity price risk on its crude oil marketing contracts. The physical trading activities related to the contracts exposes the Corporation to the risk of profit or loss depending on a variety of factors including: changes in the prices of commodities; foreign exchange rates; changes in value of different qualities of a commodity; changes in the relationships between commodity prices and the contracts; physical loss of product through operational activities; and counterparty performance as a result of disagreements over terms of deals and/or contracts. These risks are mitigated by the fact that the Corporation only trades physical volumes, the volumes are traded over a short period, and the Corporation does not currently participate in the long term storage of the commodities. The oil and gas producer forecasts or nominates crude oil volumes expected to be delivered to the Corporation's facilities in advance of the production month as part of normal oil and gas operations. As part of the Corporation's processing, and facility operations, Secure will use net buy and net sell crude oil contracts for marketing and trading of crude oil. The volume purchased or sold relates to physical volumes only. Through this process, the Corporation may hold open positions. The Corporation defines an "open position" as the difference between physical deliveries of all net buy crude oil contracts offset against physical delivery of all net sell crude oil contracts. The open position is subject to commodity price risk. The Corporation may choose to do this based on energy commodity pricing relationships, time periods or qualities.

### **Foreign currency risk**

A significant portion of the Corporation's activities relate to the purchase and sale of crude oil or drilling fluids products which are transacted in or referenced to U.S. dollars. The risk is mitigated as the majority of the activities occur in the same period; therefore foreign currency risk exposure is limited to crude oil or drilling fluids products held in inventory. The Corporation does not maintain an active hedge program to mitigate this risk as the exposure is limited at this time.

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

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

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## **Competitive conditions**

The Corporation competes with a number of companies, some of which have greater technical and financial resources. The western Canadian market for the PRD division is dominated by two large market participants, Tervita Corporation (formerly CCS Midstream Services) with approximately 53 facilities, and Newalta Corporation with 35 facilities. There can be no assurance that competitors will not substantially increase the resources devoted to the development and marketing of services that compete with those of the Corporation, or that new or existing competitors will not enter the various markets in which the Corporation is active. In addition, reduced levels of activity in the oil and natural gas industry could intensify competition and the pressure on competitive pricing and may result in lower revenues or margins to the Corporation in both divisions. The Corporation's customers may elect not to purchase its services if they view the Corporation's financial viability as unacceptable, which would cause the Corporation to lose customers.

## **Financing future growth or expansion**

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

## **Access to capital**

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

The credit agreement governing the revolving credit facility contains covenants that restrict the Corporation's ability to take various actions. In addition, the credit agreement governing the revolving credit facility requires the Corporation to comply with specified financial ratios. The Corporation's ability to comply with these covenants will likely be affected by events beyond its control, and the Corporation cannot assure that it will satisfy those requirements.

The restrictions contained in the credit agreement could also limit the Corporation's ability to plan for or react to market conditions, meet capital needs or otherwise restrict the Corporation's activities or business plans and adversely affect its ability to finance its operations, enter into acquisitions or to engage in other business activities that would be in the Corporation's interest.

## **Seasonal nature of the industry**

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

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

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

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

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

### **Equipment risks**

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

### **Credit risk**

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

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

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

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

The Corporation may incur substantial costs, including fines, damages, criminal or civil sanctions, and remediation costs, or experience interruptions in the Corporation's operations for violations or liabilities arising under these laws and regulations. The

Corporation may have the benefit of insurance maintained by the Corporation, its customers or others. However, the Corporation may become liable for damages against which it cannot adequately insure or against which it may elect not to insure because of high costs or other reasons.

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

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

### **Governmental regulation**

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

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

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

### **Provincial royalty rate changes**

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

### **Operating risks and insurance**

The Corporation has an insurance and risk management program in place to protect its assets, operations and employees. The Corporation also has programs in place to address compliance with current safety and regulatory standards. However, the Corporation's operations are subject to risks inherent in the oilfield services industry, such as equipment defects, malfunctions, failures, accidents, and natural disasters. These risks and hazards could expose the Corporation to substantial liability for personal injury, loss of life, business interruption, property damage or destruction, pollution, and other environmental damages.

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

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

Certain of the Corporation's equipment or systems may become obsolete or experience a decrease in demand through the introduction of competing products that are lower in cost, exhibit enhanced performance characteristics or are determined by the market to be more preferable for environmental or other reasons. The Corporation will need to keep current with the changing market for drilling fluids



and solids control equipment and technological and regulatory changes. If the Corporation fails to do so, this could have a material adverse affect on its business, financial condition, results of operations and cash flows.

### **Performance of obligations**

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

### **Legal proceedings**

The Corporation is named as a defendant in the Tervita Corporation (formerly CCS) Action. See "*Legal Proceedings and Regulatory Actions*". While management of Secure does not believe that this action will have a material effect on the business or financial condition of the Corporation, no assurance can be given as to the final outcome of this or any other legal proceedings or that the ultimate resolution of this or any other legal proceedings will not have a material adverse effect on the Corporation.

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

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

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

### **Merger and acquisition activity**

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

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

### **Terrorist activities**

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

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## **Market conditions**

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

## **Conflict of interest**

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

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

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

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

## **Global financial conditions**

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

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

## **Availability of qualified employees**

The Corporation's ability to provide reliable service is dependent upon attracting and retaining skilled workers. The Corporation attempts to overcome this by offering an attractive compensation package and training to enhance skills and career prospects. Shortages of experienced and skilled workers could have a material adverse effect on the Corporation by increasing labour costs, constraining growth or the level of activity as a result of the inability to expand human resources of the Corporation or through the

loss of existing employees to competitive businesses. Additionally, a shortage of skilled oilfield workers may constrain overall activity and growth in the oil and natural gas industry, which could have a material adverse effect on the financial results and cash flows and overall financial condition of the Corporation.

### **Proprietary technology**

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

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

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

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

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

### **Economic dependence**

The top ten customers of the Corporation accounted for approximately 27% of revenue for the nine months ended September 30, 2012, of which no single customer accounting for more than approximately 10%. The Corporation does not generally enter into long term contracts with its customers and there can be no assurance that the current customers will continue their relationships with the Corporation. The loss of one or more major customers, any significant decrease in services provided to a customer, or prices paid or any other changes to the terms of service with customers, could have a material adverse affect on the financial results, cash flows, and the overall financial condition of the Corporation.

### **Interest rates**

The Corporation's banking facilities have interest rates which float with the lender's prime rate, and as such, as these banking facilities are drawn, the Corporation will be exposed to higher interest costs if the prime rate should increase.

### **Leverage and restrictive covenants**

The degree to which the Corporation is financially leveraged could have important consequences to the shareholders of the Corporation, including: (i) a portion of the Corporation's cash flow from operations will be dedicated to the payment of the principal of and interest on its indebtedness; and (ii) certain of the Corporation's borrowings have variable rates of interest, which float with the lender's prime rate, and as such, as these banking facilities are drawn, the Corporation will be exposed to higher interest costs if the prime rate should increase. The Corporation's ability to make scheduled payments of principal and interest on, or to refinance, its indebtedness will depend on its future operating performance and cash flow, which are subject to prevailing economic conditions, prevailing interest rate levels, and financial, competitive, business and other factors, many of which are beyond its control.

The Corporation's lender has been provided with security over all of the assets of the Corporation. A failure to comply with the obligations in the agreements in respect of the revolving credit facility could result in an event of default which, if not cured or waived, could permit acceleration of the relevant indebtedness.

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## **Key personnel**

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

## **Landfill closure costs**

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

## **Legal and financial compliance**

The Corporation is required to comply with the rules and regulations applicable to public companies in Canada and to file reports with the Canadian securities administrators. Accordingly, the Corporation incurs significant legal, accounting and other expenses that the Corporation did not incur as a private company. The Corporation's management and other personnel must devote a substantial amount of time and resources to comply with these requirements. These rules and regulations will increase the Corporation's legal and financial compliance costs, compared to similar costs incurred as a private company.

## **Disclosure controls & procedures**

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

## **Internal controls over financial reporting**

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

## **Raising additional capital**

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

## **OUTSTANDING SHARE CAPITAL**

As at November 8, 2012, there were 104,510,260 Common Shares issued and outstanding. In addition as at November 8, 2012, there were 7,028,006 share options outstanding, of which 3,007,294 were exercisable. There are no warrants outstanding.

## **OFF-BALANCE SHEET ARRANGEMENTS**

At September 30, 2012, the Corporation had no off-balance sheet arrangements.

## **TRANSACTIONS WITH RELATED PARTIES**

For the three and nine months ended September 30, 2012, the Corporation incurred approximately \$0.4 million and \$1.0 million of expenses with related parties. Related parties include companies that have common directors, officers, employees and shareholders. The nature of the expenses relate to operating and general and administrative expenses for use in the Corporation's PRD and DS divisions. Amounts are unsecured, interest free and settlement occurs in cash. There have been no guarantees provided or received for any related party receivables or payables. For the three and nine months ended September 30, 2012, the Corporation has not recorded any impairment of receivables relating to amounts owed by related parties (September 30, 2011 - Nil). This assessment is undertaken each financial reporting period through examining the financial position of the related party and the market in which the related party operates.

## **FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS**

As at September 30, 2012, the Corporation's financial instrument assets include cash and short term deposits, accounts receivables and accrued receivables, and other receivables. The Corporation's financial instrument liabilities include accounts payable and accrued liabilities, and long term borrowings. The fair values of these financial instruments approximate their carrying amount due to the short term maturity of these instruments. The use of financial instruments exposes the Corporation to credit, liquidity and market risk. A discussion of how these and other risks are managed can be found in the "Business Risk" section of this MD&A. Further information on how the fair value of financial instruments is determined is included in the "Critical accounting policies and estimates" section of this MD&A.

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

## **CRITICAL ACCOUNTING POLICES AND ESTIMATES**

In the preparation of the Corporation's condensed consolidated interim financial statements, management has made estimates that affect the recorded amounts of certain assets, liabilities, revenues and expenses, as well as the disclosure of commitments, contingencies and guarantees. Estimates and judgments used are based on management's experience and the assumptions used are believed to be reasonable given the circumstances that exist at the time the condensed consolidated interim financial statements are prepared. Actual results could differ from these estimates. Please refer to the Corporation's consolidated financial statements for the year ended December 31, 2011 for a complete description of the accounting policies of the Corporation. The Corporation considers the following to be its critical accounting policies and estimates:

### ***Depreciation, depletion and amortization***

Secure has significant estimates related to the depreciation policies for property, plant and equipment. Factors that are included in the estimates include, but are not limited to, the economic life of the asset and the residual value of the asset at the end of its economic life. The Corporation makes an estimate based on the best information on these factors that it has at the time these estimates are performed. The Corporation also has significant estimates related to the depletion policy for landfill cells. Factors included in the estimation include the capacity of the cell when constructed, and the units of total capacity utilized in a period. Actual results could differ materially if any of these factors for estimating depreciation or depletion, or amortization are different in the future than the current estimates. The assets' residual values, useful lives, and methods of depreciation and amortization are reviewed at each financial year end and adjusted prospectively, if appropriate.

### ***Inventories***

Inventories are comprised of crude oil, natural gas liquids, drilling fluids and spare parts and are measured at the lower of cost and net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs necessary to make the sale. The volume of oil held in inventory and the value of the oil in inventory will fluctuate based on the normal capacity of the facility and the market price of crude oil and natural gas liquids in any given month. Drilling fluids inventories are measured at the lower of cost and net realizable value cost being determined on a weighted-average basis. The cost of drilling fluids



inventory comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition. The amount of drilling fluids inventory held will fluctuate depending on activity levels during a given period. The reversal of previous net realizable value write-downs to inventories is permitted when there is a subsequent increase to the value of inventories.

#### ***Asset retirement obligations and accretion***

Secure is required to provide for the cost of restoring its facility sites to an acceptable condition, as determined by regulatory authorities. The Corporation estimates the cost to remediate, reclaim and abandon the Corporation's facilities based upon current regulations, costs, technology, and industry standards. Asset retirement obligation costs associated with well sites and facilities are recognized as a liability at fair value and are provided at the present value of expected costs to settle the obligation using estimated cash flows and are recognized as part of the cost of that particular asset. The cash flows are discounted using a risk free rate. Accretion is expensed as incurred and recognized in the condensed consolidated interim statement of comprehensive income as interest, accretion and finance costs. The estimated future costs of the asset retirement obligations are reviewed at each reporting period and adjusted as appropriate

#### ***Share-based payment transactions***

The Corporation provides share-based awards to certain employees in the form of stock options and warrants. The Corporation follows the fair-value method to record share-based payment expense with respect to stock options and warrants granted. The fair value of each option or warrant granted is estimated based on the date of grant and a provision for the costs is provided for with a corresponding credit to reserves in shareholders' equity over the vesting period of the option agreement. Share-based payment expense associated with options issued to employees, consultants, officers and directors of the Corporation are expensed. The consideration received by the Corporation on the exercise of share options and warrants is recorded as an increase to issued capital together with corresponding amounts previously recognized in reserves in shareholders' equity. Forfeitures are estimated for each tranche, and adjusted as required to reflect actual forfeitures that have occurred in the period. In order to record share-based payment expense, the Corporation estimates the fair value of share options and warrants granted using assumptions related to interest rates, expected lives of the options, volatility of the underlying security, forfeitures and expected dividend yields.

The Corporation has a deferred share unit ("DSU") plan for its non-employee directors. The DSU's vest immediately and the fair value of the liability and the corresponding expense is charged to profit or loss on the consolidated statements of comprehensive income at the grant date. Subsequently, at each reporting date between the grant date and settlement date, the fair value of the liability is revalued with any changes in the fair value recognized in profit or loss for the period on the consolidated statements of comprehensive income. When the awards are surrendered for cash, the cash settlement paid reduces the outstanding liability. The fair value of DSU's is recognized based on the market value of the Corporation's shares underlying these compensation programs.

#### ***Goodwill***

The Corporation measures goodwill as the fair value of the consideration transferred less the net recognized amount (generally fair value) of the identifiable assets acquired and the liabilities assumed, all measured as of the acquisition date. Since goodwill results from the culmination of purchase accounting, it is inherently imprecise and requires judgment in the determination of the fair value of assets and liabilities. Goodwill is allocated as of the date of the business combination to the Corporation's cash generating units. Goodwill is not amortized, but is tested for impairment at least annually. An impairment loss in respect of goodwill is not reversed. On the disposal or termination of a previously acquired business, any remaining balance of associated goodwill is included in the determination of the gain or loss on disposal. Any goodwill balances in subsidiaries whose functional currency is not the Canadian dollar are translated at period end exchange rates.

#### ***Intangible assets***

Intangible assets acquired outside business combinations are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less any accumulated amortization and any accumulated impairment losses. Internally generated intangible assets are not capitalized and the expenditure is reflected in the consolidated interim statement of comprehensive income in the period in which the expenditure is incurred. Intangible assets resulting from a business combination are recorded at fair value. Fair value is estimated by management based on the expected discounted future cash flows associated with the intangible asset. Intangible assets with a finite life are amortized over the estimated useful life and intangible assets with an indefinite life are not subject to amortization and are tested for impairment annually. Any impairment is identified by comparing the fair value of the indefinite life

intangible asset to its carrying value. Any excess of the carrying value of the intangible asset over the implied fair value is the impairment amount and will be charged to profit in the period of the impairment.

### ***Current and deferred tax***

Current income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the Canadian and U.S. taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, by the reporting date, in Canada and the U.S. where the Corporation operates and generates taxable income. Deferred tax is provided using the liability method on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Estimates of the Corporation's future taxable income have been considered in assessing the utilization of available tax losses in both the current and future periods. The carrying amount of deferred tax assets are reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized. Unrecognized deferred tax assets are reassessed at each reporting date and are recognized to the extent that it has become probable that future taxable profits will allow the deferred tax asset to be recovered. Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled, based on tax rates and tax laws that have been enacted or substantively enacted at the reporting date.

### ***Financial instruments – initial recognition and subsequent measurement***

#### ***Financial assets***

Financial assets within the scope of IAS 39 Financial Instruments: Recognition and Measurement are classified as financial assets at fair value through profit or loss, loans and receivables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. The Corporation determines the classification of its financial assets at initial recognition. All financial assets are recognized initially at fair value. Investments not recognized at fair value through profit or loss are recognized at fair value plus directly attributable transaction costs. The Corporation's financial assets include cash and short term deposits, accounts receivable and accrued receivables, other receivables and notes receivable. The subsequent measurement of financial assets depends on their classification.

#### ***Financial liabilities***

Financial liabilities within the scope of IAS 39 Financial Instruments: Recognition and Measurement are classified as financial liabilities at fair value through profit or loss, other financial liabilities, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. The Corporation determines the classification of its financial liabilities at initial recognition. All financial liabilities are recognized initially at fair value. Other financial liabilities are recognized at fair value plus directly attributable transaction costs. The Corporation's financial liabilities include, accounts payable and accrued liabilities, and long term borrowings. The subsequent measurement of financial liabilities depends on their classification.

#### ***Fair value of financial instruments***

For financial instruments not traded in an active market, the fair value is determined using appropriate valuation techniques. Such techniques may include using recent arm's length market transactions; reference to the current fair value of another instrument that is substantially the same; discounted cash flow analysis; or other valuation models. The Corporation has classified its financial instrument fair values based on the required three- level hierarchy:

Level 1: Valuations based on quoted prices in active markets for identical assets or liabilities;

Level 2: Valuations based on observable inputs other than quoted active market prices; and,

Level 3: Valuations based on significant inputs that are not derived from observable market data, such as discounted cash flows methods.

Cash and short term deposits are recorded at fair value under level 1. The fair value hierarchy level at which a fair value measurement is categorized is determined on the basis of the lowest level input that is significant to the fair value measurement in its entirety.

### ***Provisions***

Provisions are recognized when the Corporation has a present obligation, legal or constructive, as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. Where the Corporation expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The

expense relating to any provision is presented in the consolidated statement of comprehensive income net of any reimbursement. If the effect of the time value of money is material, provisions are discounted using a risk free rate that reflects the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as a finance cost.

## **FUTURE ACCOUNTING PRONOUNCEMENTS**

At the date of authorization of the consolidated financial statements, certain new standards, amendments and interpretations to existing IFRS standards have been published but are not yet effective, and have not been adopted early by the Corporation. Management anticipates that all of the pronouncements will be adopted in the Corporation's accounting policies for the first period beginning after the effective date of the pronouncement. Information on new standards, amendments and interpretations that are expected to be relevant to the Corporation's consolidated financial statements is provided below. Certain other new standards and interpretations have been issued but are not expected to have a material impact on the Corporation's consolidated financial statements.

In 2010, the IASB issued IFRS 9 Financial Instruments, which addresses the classification and measurement of financial assets. The new standard defines two instead of four measurement categories for financial assets, with classification to be based partly on the Corporation's business model and partly on the characteristics of the contractual cash flows from the respective financial asset. An embedded derivative in a structured product will no longer have to be assessed for possible separate accounting treatment unless the host is a non-financial contract. A hybrid contract that includes a financial host must be classified and measured in its entirety. Application of IFRS 9 is mandatory for financial periods beginning on or after January 1, 2013. The new standard is not expected to have a material impact on the presentation of the Corporation's financial position and results of operations.

In May 2011, the IASB issued IFRS 10 Consolidated Financial Statements, which supercedes IAS 27 Consolidation and Separate Financial Statements and SIC-12 Consolidation – Special Purpose Entities. This standard provides a single model to be applied in control analysis for all investees, including special purpose entities. IFRS 10 is effective for annual periods beginning on or after January 1, 2013, with earlier application permitted. The Corporation is currently assessing the impact, if any, that the adoption of this standard will have on its consolidated financial statements.

In May 2011, the IASB issued IFRS 11 Joint Arrangements, which will supersede existing IAS 31 Joint Ventures effective for annual periods beginning on or after January 1, 2013, with early application permitted. IFRS 11 provides for the accounting of joint arrangements by focusing on the rights and obligations of the arrangement, rather than its legal form (as is currently the case). The standard also eliminates the option to account for jointly controlled entities using the proportionate consolidation method. The Corporation is currently assessing the impact, if any, that the adoption of this standard will have in its consolidated financial statements.

In May 2011, the IASB issued IFRS 12 Disclosure of Interests in Other Entities, which is a new and comprehensive standard on disclosure requirements for all forms of interests in other entities, including subsidiaries, joint arrangements, associates and unconsolidated structured entities. IFRS 12 is effective for annual periods beginning on or after January 1, 2013, with earlier application permitted. The Corporation is currently assessing the impact, if any, that the adoption of this standard will have in its consolidated financial statements.

In May 2011, the IASB published IFRS 13 Fair Value Measurement, which is effective prospectively for annual periods beginning on or after January 1, 2013. IFRS 13 replaces fair value measurement guidance contained in individual IFRSs, providing a single source of fair value measurement guidance. The standard provides a framework for measuring fair value and establishes new disclosure requirements to enable readers to assess the methods and inputs used to develop fair value measurements and for recurring valuations that are subject to measurement uncertainty and the effect of those measurements on the financial statements. The Corporation is currently assessing the impact, if any, that the adoption of this standard will have in its consolidated financial statements.

In May 2011, the IASB published IAS 28 Investments in Associates and Joint Ventures, which are effective for annual periods beginning on or after January 1, 2013 with early adoption permitted. Amendments to IAS 28 provide additional guidance applicable to accounting for interests in joint ventures or associates when a portion of an interest is classified as held for sale or when the Corporation ceases to have joint control or significant influence over an associate or joint venture. When joint control or significant influence over an associate or joint venture ceases, the Corporation will no longer be required to remeasure the investment at that date. When a portion of an interest in a joint venture or associate is classified as held for sale, the portion not classified as held for sale shall be accounted for using the equity method of accounting until the sale is completed at which time the interest is reassessed for prospective accounting treatment. The amendments to the standard are not expected to have a material impact on the presentation of the Corporation's financial position and results of operations.

In June 2011, the IASB issued IAS 1 Presentation of Items of OCI: Amendments to IAS 1 Presentation of Financial Statements. The amendments stipulate the presentation of net earnings and OCI and also require the Corporation to group items within OCI based on whether the items may be subsequently reclassified to profit or loss. Amendments to IAS 1 are effective for the Corporation beginning

on January 1, 2012 with retrospective application and early adoption permitted. The adoption of the amendments to this standard is not expected to have a material impact on the Corporation's consolidated financial statements.

In December 2011, the IASB issued amendments to IFRS 7, "*Financial Instruments: Disclosures*" and IAS 32, "*Financial Instruments: Presentation*" to clarify the current offsetting model and develop common disclosure requirements to enhance the understanding of the potential effects of offsetting arrangements. Amendments to IFRS 7 are effective for the Corporation on January 1, 2013 with required retrospective application and early adoption permitted. Amendments to IAS 32 are effective for the Corporation on January 1, 2014 with required retrospective application and early adoption permitted. The adoption of these amended standards is not expected to have a material impact on the Corporation's consolidated financial statements.

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

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

The Chief Executive Officer and Chief Financial Officer of the Corporation are responsible for establishing and maintaining adequate internal control over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. While management of the Corporation has put in place certain plans and procedures to mitigate the risk of a material misstatement in the Corporation's financial reporting, a system of internal controls can provide only reasonable, not absolute, assurance that the objectives of the control system are met, no matter how well conceived or operated. No changes were made to the Corporation's internal control over financial reporting during the three and nine months ended September 30, 2012 that have materially affected, or are reasonably likely to materially affect, the Corporation's internal control over financial reporting.

## **LEGAL PROCEEDINGS AND REGULATORY ACTIONS**

On December 21, 2007, Tervita Corporation (formerly known as CCS Inc.) ("**Tervita**") filed a statement of claim commencing Action No. 0701-13328 (the "**Tervita Action**") in the Judicial District of Calgary of the Court of Queen's Bench of Alberta (the "**Court**") against the Corporation, certain of the Corporation's employees who were previously employed by Tervita (collectively, the "**Secure Defendants**") and others in which Tervita alleges that the defendants misappropriated business opportunities, misused confidential information, breached fiduciary duties owed to Tervita, and conspired with one another. Tervita seeks damages in the amount of \$110.0 million, an accounting and disgorgement of all profits earned by the Corporation since its incorporation and other associated relief.

A statement of defence was filed by the Secure Defendants on November 10, 2008, after the Court ordered Tervita to provide further particulars of its claim. The Secure Defendants then filed an Amended Statement of Defence (the "**Defence**"), and the Corporation filed an Amended Counterclaim (the "**Counterclaim**"), on October 9, 2009. In their Defence, the Secure Defendants deny all of the allegations made against them. In its Counterclaim, the Corporation claims damages in the amount of \$37.9 million against Tervita, alleging that Tervita has engaged in conduct constituting a breach of the *Competition Act* (Canada) and unlawful interference with the economic relations of the Corporation with the intent of causing injury to the Corporation. The Corporation is currently seeking permission to amend the amount of the Counterclaim to \$97.8 million.

Examinations for discovery began in 2010 and will continue through 2013. The Corporation intends to continue to defend against the Tervita Claim and to prosecute the Counterclaim.

## **ADDITIONAL INFORMATION**

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