

THE WELL STREET JOURNAL

Oilfield Services and Industrials Deep Dive

Q3 2025

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Western Canada's Oilfield and Industrial Experts

Sequeira Partners is Western Canada's largest boutique advisory firm specializing in sell-side deal advisory and corporate valuations. Having completed more than 175 national and cross-border transactions, and over 500 valuation mandates, we are proud of our diverse industry experience and credentials. At Sequeira Partners, we combine decades of experience and top-tier credentials to deliver client-centric service with a personalized, boutique approach.

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Recent Transactions

Advisor to

MORGAN

Has refinanced their debt facilities

Gordon Brothers 1903

$150,000,000 Base
$50,000,000 Accordian

Advisor to

GNS INDUSTRIAL TRAILER SERVICES LTD.

on its partnership with

An Undisclosed Partner

Advisor to

STREAMLINE INSPECTION LTD.

on the sale to

An Undisclosed Buyer

Sequeira Partners is proud to have recently acted as the financial advisor to Morgan Construction on its refinancing with Gordon Brothers, to GNS Industrial Trailer Services on its partnership with an undisclosed party, and to Streamline Inspection on the sale to an undisclosed buyer.

The Sequeira team provided comprehensive advisory assistance across both transactions. For Morgan Construction, Sequeira assisted with sourcing, cash flow modeling, and negotiating financing terms. For GNS and Streamline, Sequeira supported the process through marketing the business, negotiating preliminary and final deal terms, advising on transaction structure and consideration, as well as assisting with due-diligence and other pre-closing matters.

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Oilfield Overview

Global oil production continued to climb through the quarter, placing downward pressure on prices. In the U.S., output reached record highs in July, and in Canada, Alberta's oil production remained robust throughout Q3, driven by increased capacity and various improvements to existing facilities geared to transition production flows away from the U.S and into Asian markets amid ongoing tariff uncertainty and trade disputes.

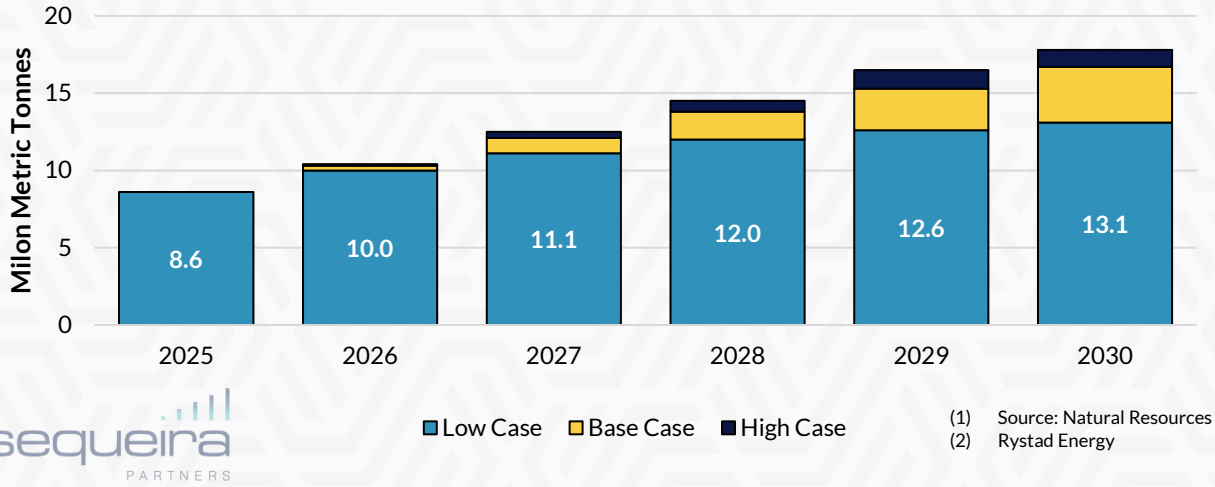
The WCS-WTI differential held steady through the quarter as both benchmarks declined amid strong production and softer seasonal demand. Natural gas prices remained subdued through the quarter, with AECO briefly dipping below zero on several occasions since early summer. The weakness reflected an ongoing imbalance between growing supply and constrained takeaway capacity, as upstream production ramped up in anticipation of additional LNG Canada capacity that has been delayed.

While additional capacity is expected to ease bottlenecks in the coming quarters, the near-term environment continues to pressure Western Canadian producers. However, the federal government's designation of LNG Canada Phase II as a priority project highlights growing support for LNG development and broader infrastructure expansion efforts by the Federal Government, bolstering the long-term outlook.

Provincially, the Alberta government introduced new regulations aimed at promoting the domestic development of silica sand resources. Silica sand remains a critical input for overall production intensity across Western Canada, yet producers have historically relied on imported supply to meet operational requirements. The updated regulations are designed to accelerate mineral rights approvals and expand access to public lands, providing local sand producers with greater opportunity to serve regional demand and strengthen supply-chain resilience within Alberta's energy sector.

As the sector continues to navigate an environment marked by volatility and uncertainty, OFS companies have maintained strong performance. The advancement of major LNG projects, coupled with supportive regulatory initiatives from the Alberta government, provide optimism for continued strength moving forward.

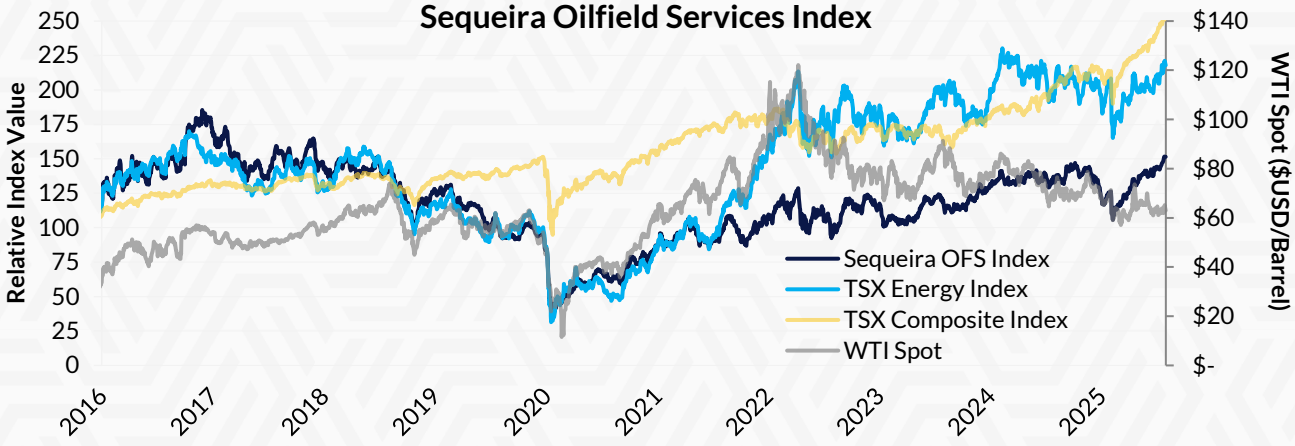
WCSB Proppant Demand by Year and Scenario (2)

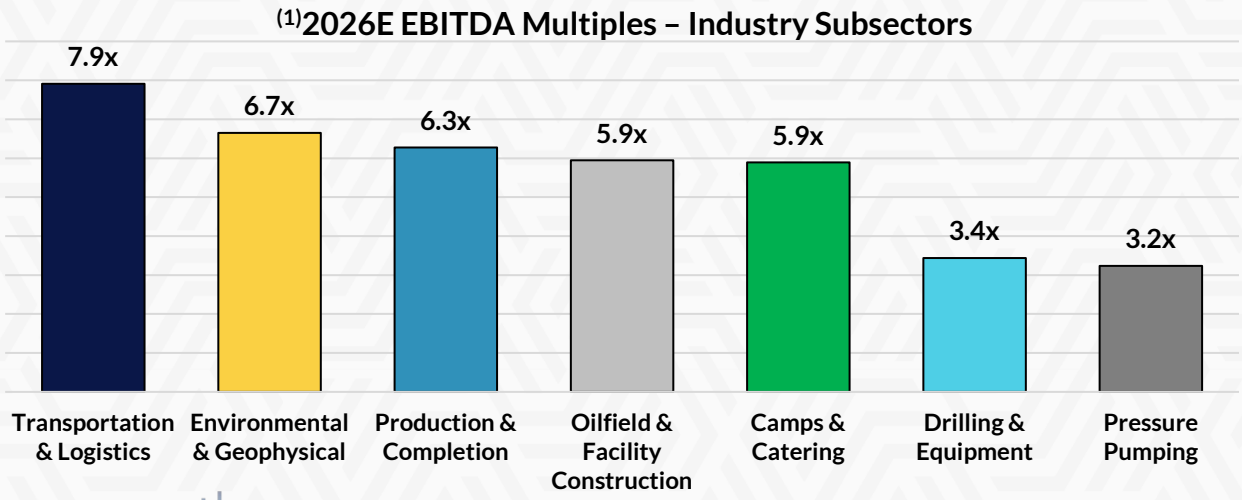


(1) Source: Natural Resources Canada
(2) Rystad Energy

Market Sentiment

Canadian oilfield services stocks delivered another solid performance in Q3, with the Sequeira OFS Index rising 14% from the prior quarter and continuing the upward trend that began in late Q2. Gains were steady through the period, in contrast to the broader Energy Index, which posted most of its movement in the final month. Field activity remained consistent, supported by stable utilization and a constructive outlook from public operators. In September, OPEC+ confirmed it would accelerate the unwinding of a second tranche of production cuts over a year ahead of schedule, pressuring crude benchmarks just as seasonal demand eased. While prices drifted lower through the quarter, supply-side concerns helped limit broader downside. Against that backdrop, investor interest in the Canadian OFS sector held firm, supported by consistent fundamentals and solid quarter-over-quarter momentum.





(1) October 21, 2025. Further details on included parties can be found in Sequeira Oilfield Services Index - Sector Drilldown

Source: S&P Capital IQ

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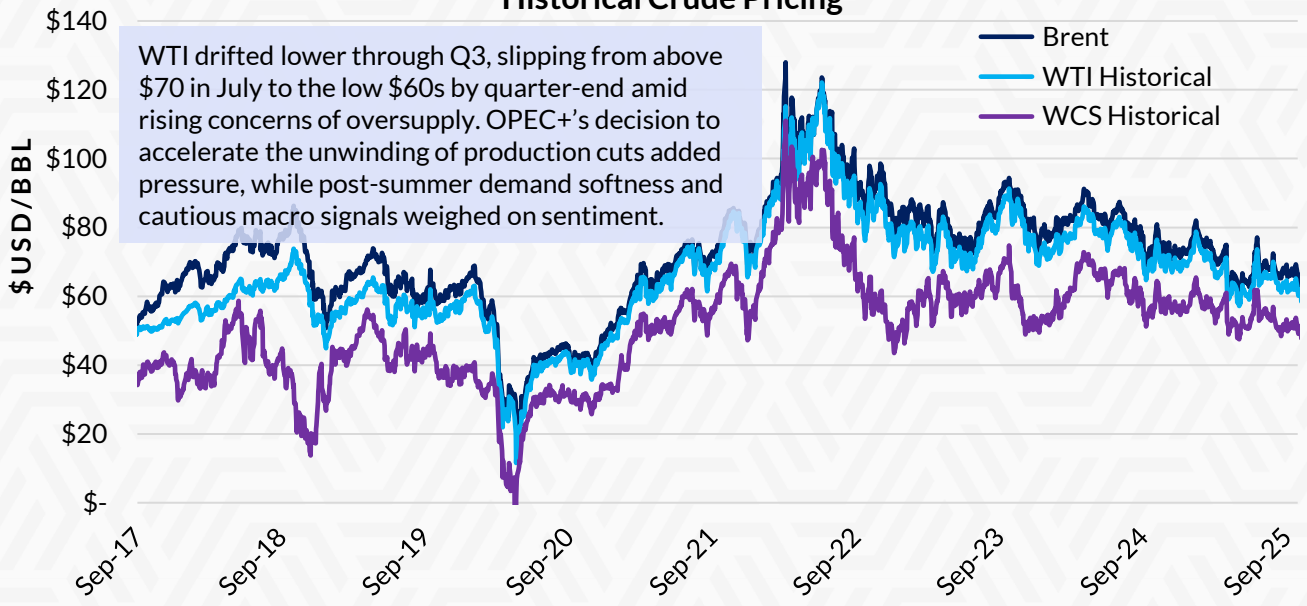
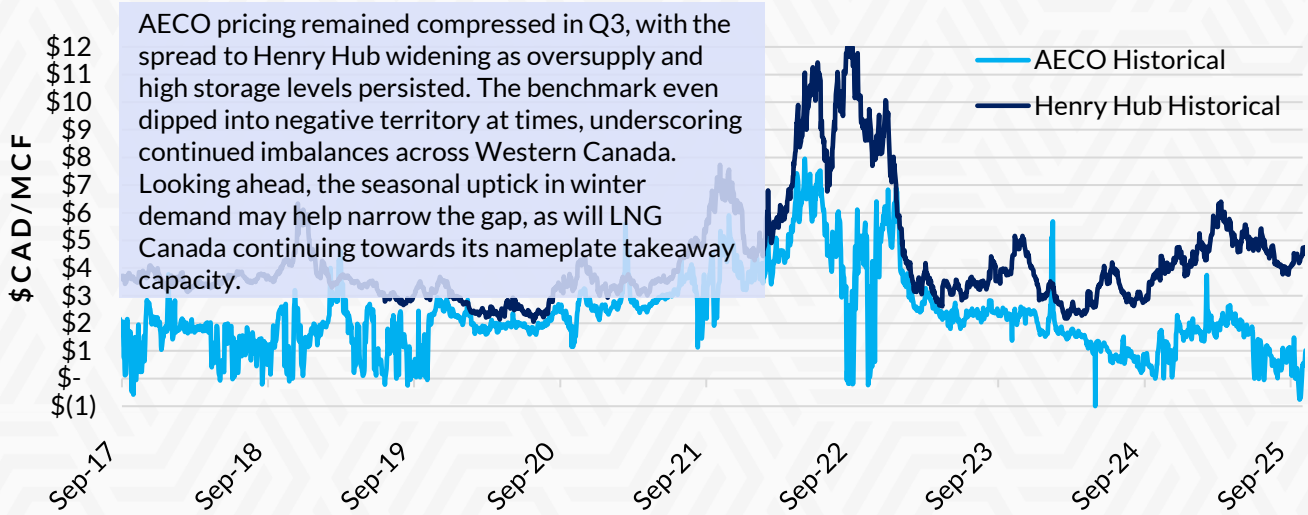
Commodity Pricing and Analyst Forecasts

Historical Crude Pricing



Historical Natural Gas Pricing



Source: S&P Capital IQ

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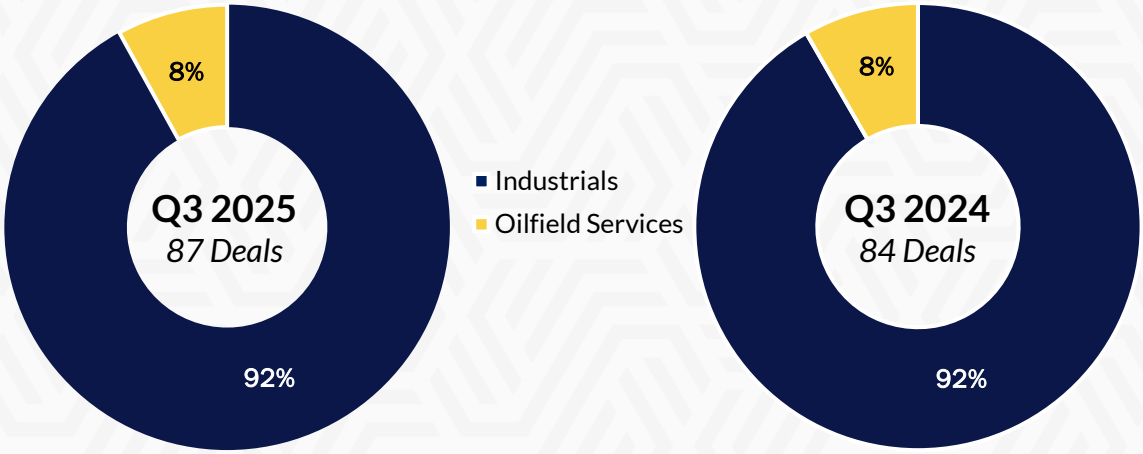
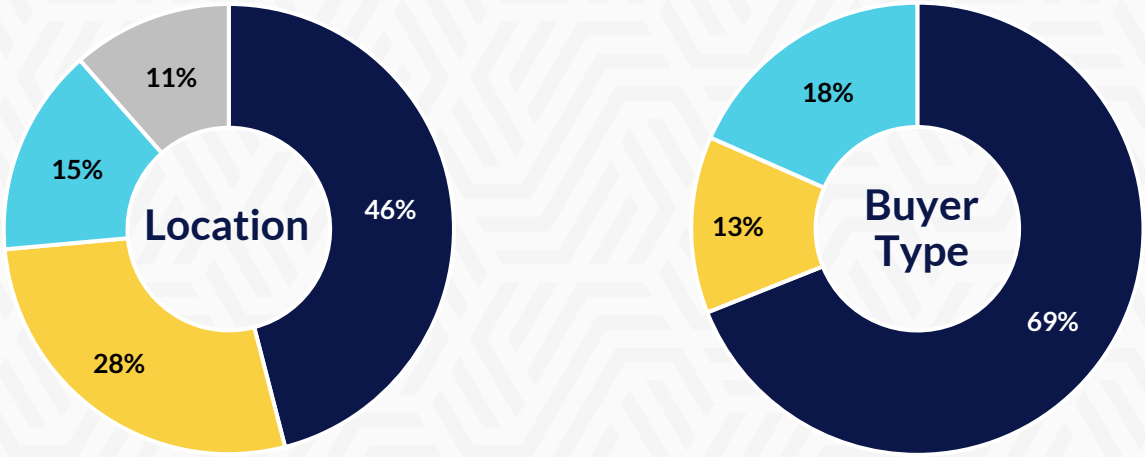
Energy and Industrial Transactions

Q3 2025 M&A activity in the energy and industrial space held steady relative to both Q2 and the prior-year quarter, continuing a recovery from a sluggish start to the year. The buyer mix remained largely Canada-centric, with Eastern Canada sustaining a strong share of overall volume. Financial and sponsor-backed strategics gained ground this quarter as pure strategics - while still leading overall - pulled back modestly. Improved credit conditions and a more stable inflation backdrop helped shift momentum toward well-capitalized buyers ready to deploy.

Q3 2025 vs 2024 Transaction Mix (1)



Q3 2025 Buyer Breakdown (1)



(1) Source: S&P Capital IQ – Includes announced & closed deals

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Sequeira Oilfield Services Index – Sector Drilldown

As of October 21, 2025 Source: Capital IQ

Company	Share Price	Market Cap	Enterprise Value	Revenue	TTM EBITDA	EBITDA Margin	EV/EBITDA TTM	EV/EBITDA 2025	EV/EBITDA 2026E	Price/ Book	Net Debt/ 2025 EBITDA
Drilling & Equipment		*($mm)*	*($mm)*	*($mm)*	*($mm)*	*(%)*	*(x)*	*(x)*	*(x)*	*(x)*	*(x)*
ACT Energy Technologies Ltd.	$ 5.00	169	253	524	76	14.5%	3.3x	3.1x	2.7x	0.7x	1.0x
AKITA Drilling Ltd.	$ 2.23	86	116	223	52	23.4%	2.2x	2.2x	2.3x	0.5x	0.6x
Ensign Energy Services Inc.	$ 2.43	447	1,429	1,670	408	24.4%	3.5x	3.8x	3.7x	0.3x	2.6x
High Arctic Energy Services Inc	$ 0.83	11	13	10	1	7.6%	17.2x	NM	NM	0.5x	ND
McCoy Global Inc.	$ 3.49	91	88	84	13	15.4%	6.8x	5.2x	4.0x	1.5x	NM
Pason Systems Inc.	$ 11.75	917	853	423	152	36.0%	5.6x	5.7x	5.3x	1.9x	NM
PHX Energy Services Corp.	$ 7.23	329	393	701	101	14.4%	3.9x	3.0x	3.1x	1.5x	0.5x
Precision Drilling Corporation	$ 76.94	1,014	1,721	1,848	505	27.3%	3.4x	3.6x	3.6x	0.6x	1.5x
Stampede Drilling Inc.	$ 0.15	29	54	74	12	16.8%	4.3x	4.0x	3.8x	0.3x	1.5x
Total Energy Services Inc.	$ 13.43	499	580	991	184	18.6%	3.1x	2.9x	2.6x	0.9x	0.4x
Western Energy Services Corp.	$ 2.06	70	162	227	42	18.6%	3.8x	3.5x	3.3x	0.2x	1.9x
Mean						19.7%	5.2x	3.7x	3.4x	0.8x	1.2x
Median						18.6%	3.8x	3.5x	3.4x	0.6x	1.2x
Production & Completion		*($mm)*	*($mm)*	*($mm)*	*($mm)*	*(%)*	*(x)*	*(x)*	*(x)*	*(x)*	*(x)*
Bri-Chem Corp.	$ 0.23	6	26	83	1	0.8%	NM	NM	NM	0.3x	ND
CES Energy Solutions Corp.	$ 8.74	1,898	2,369	2,418	349	14.4%	6.8x	6.2x	5.8x	2.5x	1.2x
Computer Modelling Group Ltd.	$ 5.55	462	456	129	43	33.7%	10.5x	NM	12.0x	5.5x	NM
Enerflex Ltd.	$ 15.69	1,911	2,837	3,176	546	17.2%	5.2x	4.3x	4.3x	1.2x	1.0x
Source Energy Services Ltd.	$ 11.37	152	384	738	110	14.9%	3.5x	3.3x	3.0x	0.7x	2.0x
Mean						16.2%	6.5x	4.6x	6.3x	2.0x	1.4x
Median						14.9%	6.0x	4.3x	5.0x	1.2x	1.2x
Oilfield & Facility Construction		*($mm)*	*($mm)*	*($mm)*	*($mm)*	*(%)*	*(x)*	*(x)*	*(x)*	*(x)*	*(x)*
Badger Infrastructure Solutions Ltd.	$ 68.98	2,382	2,735	1,060	218	20.6%	12.5x	9.7x	8.7x	6.5x	0.9x
Enterprise Group, Inc.	$ 1.31	104	119	31	9	27.9%	13.5x	8.6x	5.6x	1.2x	1.1x
North American Construction Group Ltd.	$ 20.74	610	1,415	1,254	355	28.3%	4.0x	3.8x	3.5x	1.3x	2.1x
Mean						25.6%	10.0x	7.4x	5.9x	3.0x	1.4x
Median						27.9%	12.5x	8.6x	5.6x	1.3x	1.1x
Pressure Pumping		*($mm)*	*($mm)*	*($mm)*	*($mm)*	*(%)*	*(x)*	*(x)*	*(x)*	*(x)*	*(x)*
Calfrac Well Services Ltd.	$ 3.18	273	594	1,584	223	14.1%	2.7x	2.8x	2.8x	0.4x	1.5x
STEP Energy Services Ltd.	$ 5.45	396	463	939	129	13.7%	3.6x	3.2x	3.1x	1.0x	0.5x
Trican Well Service Ltd.	$ 5.52	1,178	1,161	970	215	22.1%	5.4x	4.7x	3.8x	2.1x	NM
Mean						16.7%	3.9x	3.6x	3.2x	1.2x	1.0x
Median						14.1%	3.6x	3.2x	3.1x	1.0x	1.0x
Transportation & Logistics		*($mm)*	*($mm)*	*($mm)*	*($mm)*	*(%)*	*(x)*	*(x)*	*(x)*	*(x)*	*(x)*
Gibson Energy Inc.	$ 23.61	3,843	6,562	10,766	552	5.1%	11.9x	10.9x	9.6x	4.5x	4.5x
Mullen Group Ltd.	$ 14.39	1,248	2,260	2,069	331	16.0%	6.8x	6.9x	6.2x	1.2x	3.1x
Mean						10.6%	9.4x	8.9x	7.9x	2.9x	3.8x
Median						10.6%	9.4x	8.9x	7.9x	2.9x	3.8x
Environmental & Geophysical		*($mm)*	*($mm)*	*($mm)*	*($mm)*	*(%)*	*(x)*	*(x)*	*(x)*	*(x)*	*(x)*
Pulse Seismic Inc.	$ 3.35	172	146	49	40	81.2%	3.7x	NM	NM	5.9x	ND
SECURE Waste Infrastructure Corp.	$ 17.83	3,907	4,881	10,344	435	4.2%	11.2x	9.8x	9.1x	4.8x	1.9x
Vertex Resource Group Ltd.	$ 0.23	26	134	216	30	14.0%	4.4x	5.2x	4.2x	0.5x	4.2x
Mean						33.1%	6.4x	7.5x	6.7x	3.7x	3.1x
Median						14.0%	4.4x	7.5x	6.7x	4.8x	3.1x
Camps & Catering		*($mm)*	*($mm)*	*($mm)*	*($mm)*	*(%)*	*(x)*	*(x)*	*(x)*	*(x)*	*(x)*
Black Diamond Group Limited	$ 14.40	972	1,234	442	115	26.0%	10.7x	10.2x	7.6x	2.8x	2.1x
Civeo Corporation	$ 31.48	384	623	865	87	10.1%	7.2x	5.0x	4.8x	1.3x	1.9x
Dexterra Group Inc.	$ 9.93	624	735	1,007	110	10.9%	6.7x	6.2x	5.3x	2.3x	0.9x
Mean						15.7%	8.2x	7.1x	5.9x	2.1x	1.7x
Median						10.9%	7.2x	6.2x	5.3x	2.3x	1.9x
Mean - All Subsectors						19.7%	6.5x	5.3x	5.0x	1.8x	1.7x
Median - All Subsectors						16.4%	5.2x	4.5x	4.0x	1.2x	1.5x