

Delivering energy to the world, so people and communities thrive

## **SECURE ENERGY Overview**

308.1

Common Shares
Outstanding
(millions )<sup>(1)</sup>

\$1.3

Market
Capitalization
(billions)<sup>(2)</sup>

\$419

2020 Adjusted EBITDA (millions)<sup>(5,6)</sup>

~1%

Dividend Yield

\$2.6

interprise Value (billions)(1,2,3) \$255

2020
Discretionary
Free Cash Flow

\$0.03

Annualized Dividend per Share 3.1x

Total Debt /
Adj. EBITDA<sup>(3,5,6)</sup>

19%

Discretionary Free Cash Flow Yield (1,2,4)

- (1) Common shares outstanding as July 27, 2021.
- (2) Based on SECURE's share price of \$4.29.
- (3) Based on outstanding debt as at July 27, 2021.
- (4) Calculated as 2020 Pro Forma Discretionary Free Cash Flow as a percentage of market capitalization. Refer to Non-GAAP measures.
- (5) Refer to Non-GAAP Measures
- (6) Pro forma the Tervita transaction and inclusive of expected annual integration cost savings of at least \$75 million.

# companies across Western Canada and the U.S. » Recent Tervita merger creates a stronger midstream infrastructure a

Delivering customer-focused solutions to Energy and Industrial

- » Recent Tervita merger creates a stronger midstream infrastructure and environmental solutions business; expected to provide enhanced free cash flow generation resulting from greater scale and significant annual integration cost savings of at least \$75 million
- » The two main operating business segments are:

### Midstream Infrastructure:

- Oil and water midstream processing facilities
- Oil and water gathering pipelines
- Storage tanks and crude oil marketing

## **Environmental Solutions:**

- Network of industrial landfill disposal sites
- Onsite abandonment, remediation and reclamation management
- Metals recycling and rail services
- Drilling, completion and production fluid operations management
- » Strong management team with a proven track record since inception in 2007, founded on principles of environmentally responsible solutions



# SECURE Energy and Tervita Merger Closed July 2, 2021

Creates Stronger Midstream Infrastructure and Environmental Solutions Business







- Highly complementary assets that provide enhanced scale, utilization, efficiencies and geographic coverage
- Stronger, cost-effective infrastructure supports consolidating customer base, providing enhanced services to customers, and supporting increased commitments to achieving ESG goals
- Significant annualized integration cost savings of at least \$75 million expected to be realizable within 12 to 18 months after closing
- Expected to be immediately accretive to cash flow and discretionary free cash flow per share for all shareholders
- Significant discretionary free cash flow to direct towards debt repayment
- 6 Increased trading liquidity and improved access to lower cost of capital

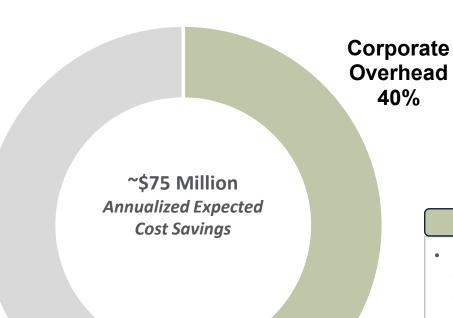
# Significant Value Creation Opportunity From Integration Cost Savings

Annual Expected Integration Cost Savings Of At Least \$75 Million Realizable In 12 To 18 Months After Closing

## **Operational Efficiencies**

 Optimize pro forma operations through facility utilization, reduced field overhead, field office closures, transportation savings and operating cost efficiencies

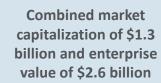
Operational Optimizations 60%



## **Corporate Overhead**

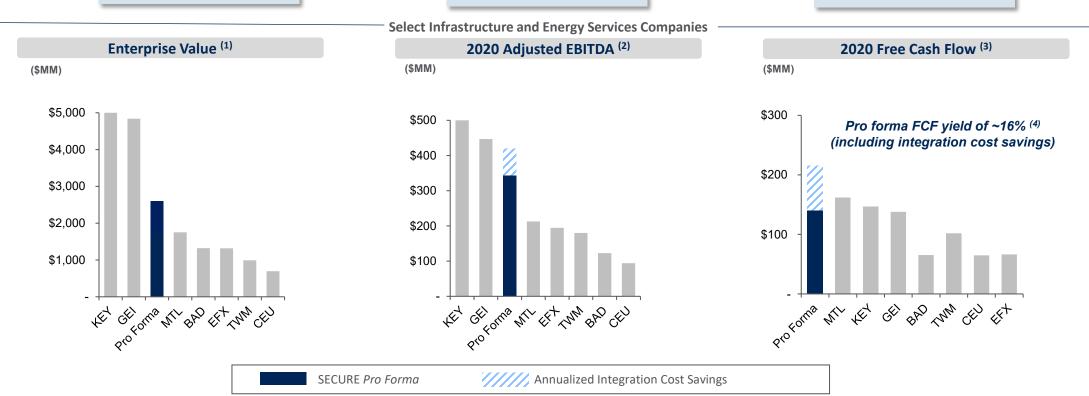
- Reduce costs by combining public company, board, executive, administration, legal, IT systems, HR and corporate development
- Eliminate one corporate head office
- Utilize best-in-class practices to drive efficiency across all business units

# The Combination Enhances Capital Markets Relevance



Pro forma annual EBITDA of \$419 million, including expected annual cost savings

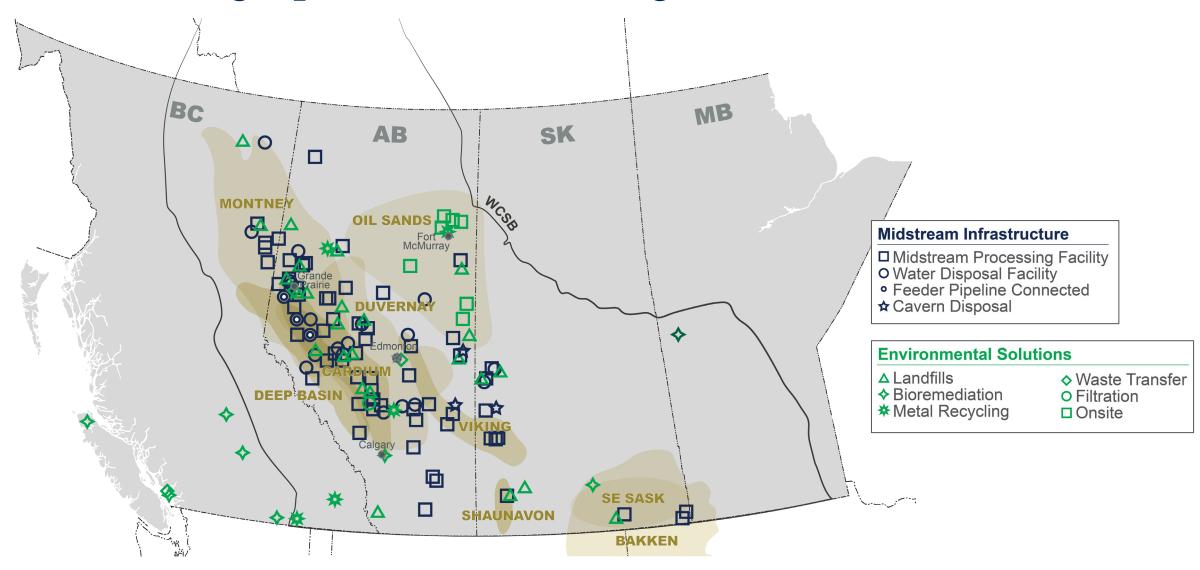
Pro forma annual free cash flow of >\$200 million, including expected annual cost savings



- 1. Market capitalizations based on share prices as at July 26, 2021 and net debt as at December 31, 2020 as per FactSet. FOR SECURE proforma, market capitalization is based on shares outstanding at July 27, 2021, and a share price of \$4.29. Net debt is as of July 27, 2021.
- As per FactSet.
- Free cash flow defined as cash flow from operations less capital expenditures as per FactSet
- Free cash flow yield calculated as free cash flow defined above, divided by market capitalization, utilizing SECURE's shares outstanding at July 27, 2021, and a share price of \$4.29.



# Broad Geographic Asset Coverage in Western Canada



## Leadership and Governance

## Proven Management Team And Board, Reflecting The Strengths And Capabilities Of Both Organizations



Chairman of the Board

Previously Tervita's

Chairman of the Board

since 2016



Chief Executive Officer and Director

Rene Amirault

SECURE President & CEO since 2007 SECURE director and Chairman since 2007



Allen Gransch
Chief Operating Officer

SECURE EVP & Officer since 2012 SECURE employee since 2007



**Chad Magus** 

**Chief Financial Officer** 

SECURE CFO since 2017 SECURE employee since 2014

#### **BOARD OF DIRECTORS**

Rene Amirault See above

**Grant Billing** Director of MEG Energy Corp. and Badger Infrastructure Solutions Ltd.

Chairman Previously Chairman and CEO of Superior Plus

Previously Chairman of *Tervita Corporation* 

Michael Colodner Managing Director of Solus Alternative Asset Management LP

Previously director of *Tervita Corporation* 

**Brad Munro** President and CEO of Bittercreek Capital Corporation

Previously Lead Director of SECURE

**Kevin Nugent** Director of Shawcor Ltd., Hifi Engineering Inc., VentMeter technologies

Inc., RGL Reservoir Management Inc.

Susan Riddell Rose President and CEO of Perpetual Energy Inc., and director of Perpetual

Energy Inc. and Paramount Resources Ltd.

Previously director of *Tervita Corporation* 

**Jay Thornton** Previously director of *Tervita Corporation* 

Chairman of Obsidian Energy Ltd. and director of North American

Energy Partners Inc.

Previously an executive of *Shell* and *Suncor* 

**Deanna Zumwalt** President and CEO of *Coril Holdings Ltd*.

Previously VP, Energy Marketing at Nexen Energy ULC

# **Key Strategic Priorities**

## SECURE's key priorities for 2021/2022 are to:

- » Drive towards estimated annual cost savings of at least \$75 million expected to be realized within 12 to 18 months after closing
- » Continued focus on the health and safety of our people and our communities
- » Drive increased discretionary free cash flow and pay down debt, optimize capital structure of go forward business
- » Progress sustainability initiatives to reduce the environmental impact of our operations and positively contribute to the health, safety and economic wellbeing of our employees and communities
- » Continue working with our customers to deliver improved and more innovative midstream and environmental solutions that reduce their costs, lower emissions, and improve safety



## Commitment to ESG Leadership

#### **SAFETY**

## Everyone goes home safe

- Putting the health and safety of our people and the public first
- Fostering a values-driven safety culture
- Employing a proactive, risk-based safety management system
- Tracking and sharing results to further drive employee behaviours

















### **PEOPLE & COMMUNITY**

#### It all starts where we live and work

- · Advancing relationships with Indigenous communities and providing opportunities for increased economic participation
- Giving back to the communities in which we live and operate
- Investing in the growth and development of our people
- Creating a diverse and inclusive workplace











## **ENVIRONMENT**

Mitigating and minimizing the environmental impacts of our operations

- Achieving net zero emissions by 2050
- Maintaining robust asset integrity management systems
- Reducing and preventing operational spills through awareness campaigns
- Minimizing fresh water usage and developing innovative solutions for leachate management



Achieve net zero emissions by 2050 Reduce carbon intensity in half by 2030



## **GOVERNANCE**

## Promoting the long-term interests of our shareholders

- Appointing a highly competent, experienced Board of Directors
- Complying with all laws and adhering to the highest ethical standards
- Employing an executive pay for performance philosophy
- Transparently reporting on ESG performance







# SECURE 2020 Annual Sustainability Highlights

Delivering on our key commitments to sustainability

4-YEAR LOW TRIR OF 1.00 A 3% DECREASE FROM 2019

ENERGY OPTIMIZATION PROGRAM IMPLEMENTED TO REDUCE ENERGY USAGE

REDUCED
SPILL VOLUMES AND
INTENSITY
BY 60%
FROM 2019

\$3.6 MILLION CONTRIBUTED TO COMMUNITIES

AND ORGANIZATIONS WHERE WE LIVE AND WORK OVER THE LAST THREE YEARS

**ACHIEVED OUR** 

LOWEST GHG
EMISSIONS INTENSITY
ON RECORD

4.88 kg CO<sub>2</sub>e/m<sup>3</sup>

STARTED REPORTING ON SCOPE 2 GHG EMISSIONS \$8.9 MILLION SPENT WITH INDIGENOUS BUSINESSES A 29% INCREASE FROM 2019 FORMALIZED
AN INTERNAL
SUSTAINABILITY
GOVERNANCE
STRUCTURE

PROGRESSED ROAD
MAP FOR ACHIEVING
LONG-TERM EMISSIONS
PERFORMANCE TARGETS

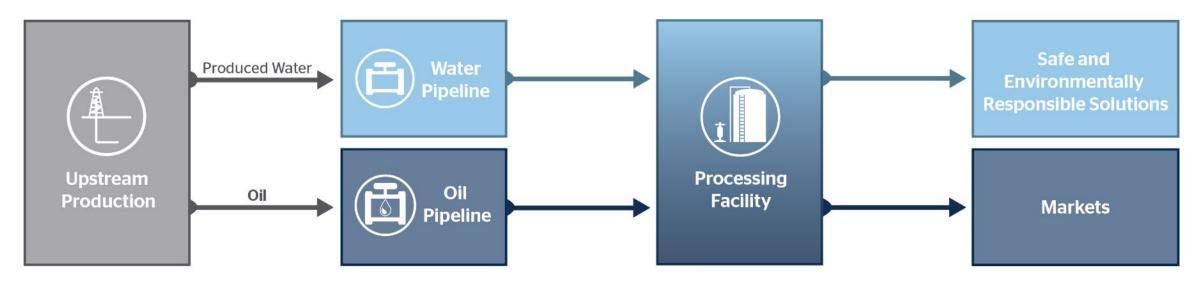
REDUCED FLEET FUEL CONSUMPTION BY 37% FROM 2019 ESTABLISHED A
VENDOR CODE OF
CONDUCT

COMPLETED BOARD
RENEWAL INCREASING
PERCENTAGE OF
FEMALE DIRECTORS
TO 25%



## **Doing Midstream Differently**

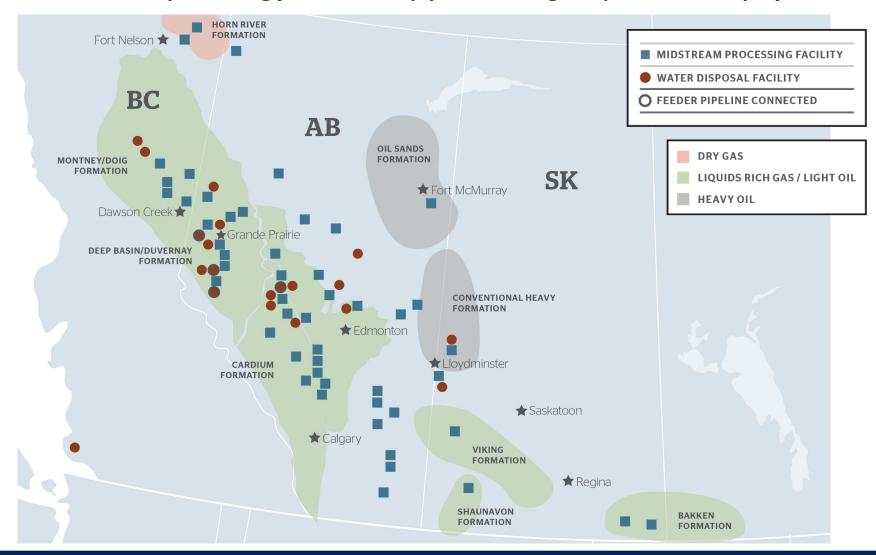
Challenging what's possible to help our customers lower their cost structure, improve capital efficiency and support their ESG goals



- » Partnerships with customers to share midstream infrastructure
  - Increases stability of SECURE cash flows through exposure to recurring, production-related cash flows, reducing the risk of our investments
  - Allows customers to invest their capital where it generates the highest return
  - Reduces customers' transportation costs and environmental footprint
  - Utilizes SECURE's operating expertise
- » Economies of scale achieved from aggregating production volumes lowering overall cost structure

## Midstream Infrastructure

Strategically located midstream processing facilities and pipelines in high impact resource plays



# East Kaybob Oil Pipeline ESG Highlights

Pipelines provide capital efficient transportation, eliminating trucking constraints and reducing CO<sub>2</sub> emissions



- » Aggregating volumes from multiple producers reduces infrastructure redundancy, lowering overall cost and environmental impact
- » Over 12,000 truck loads displaced annually based on initial pipeline usage
  - Reduces emissions by nearly 15,000 tonnes CO<sub>2</sub>e
  - Eliminating the need to haul crude by truck increases road safety for all users
- » Over 235,000 man hours spent on the project with zero lost time incidents
- » Horizontal directional drilling utilized for pipeline installation to reduce impact to wetlands and existing infrastructure
- » State of the art leak detection system deployed to reduce risk of environmental disaster in remote areas
- » ~\$7 million spend with Aboriginal vendors
  - » Represents 11% of the total project spend

## **Environmental Solutions**

Offering a full suite of solutions utilizing expanded network of facilities to provide customers with environmental and waste management solutions delivered with world-class ESG standards

- » Offering landfill disposal and a full suite of solutions including onsite abandonment, decommissioning, remediation and reclamation
- » Metals recycling service purchases and resells metals collected from demolition sites, operating oil production mines and industrial facilities
  - » Long-term contracts with three oil sands producers in the Fort McMurray area
- » Specialized mobile heavy equipment provides services to rail connected facilities
- » Customer recognized safety excellence



# Fluids Management

## **PRODUCTION & STIMULATION**

- » Industry leading products: flow assurance, asset integrity, production optimization and stimulation fluids
- » Over 350 fully formulated proprietary products
- » Creating new products in our research labs
- » Leveraging midstream customer base to accelerate market share growth
- » Provides recurring revenue stream

## **DRILLING**

- » Multiple patents, innovative chemical solutions, customized drilling fluid programs
- » Technical expertise in long and deep horizontal wells drilling fluid systems
- » Fleet of "large bowl" solids control equipment matched with drilling fluid programs

## **COMPLETIONS**

- » Storage water tanks
- » Water management and recycling solutions
- » Completion fluids



# Strong Discretionary Free Cash Flow Profile Combined With Sound Capital Allocation Decisions

Combined Company Will Continue to Focus On Delivering Strong Returns to Stakeholders

#### **Capital Allocation Principles / Priorities**



Expected to achieve debt to EBITDA target ratio of <2.5x for the pro forma entity within two years



Return of capital to stakeholders and / or investment in strategic, high-return growth projects

#### 2020 Pro Forma Financial Results

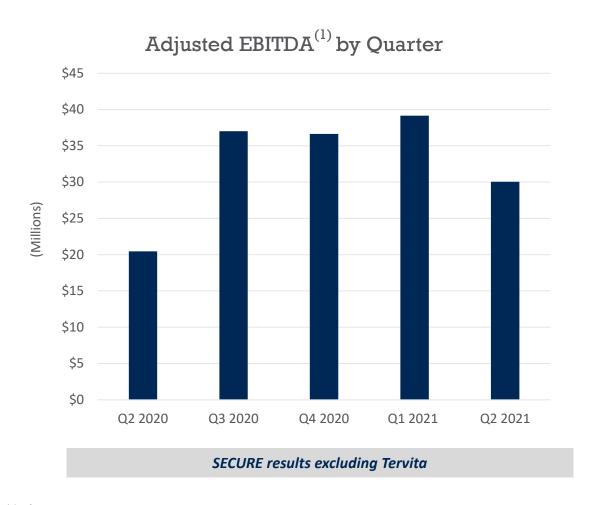


(1) Pro forma the Tervita transaction. See non-GAAP measures in the advisories for definitions. Discretionary Free Cash Flow is calculated as net cash flows from operating activities before changes in non-cash working capital, adjusted for non-recurring items, less sustaining capital and lease payments, plus cash proceeds on the sale of long-lived assets and sublease payments received.



# SECURE Quarterly Financial Results

## Stronger commodity prices and increased producer activity positively impacting all business units



## Q2 2021 Highlights

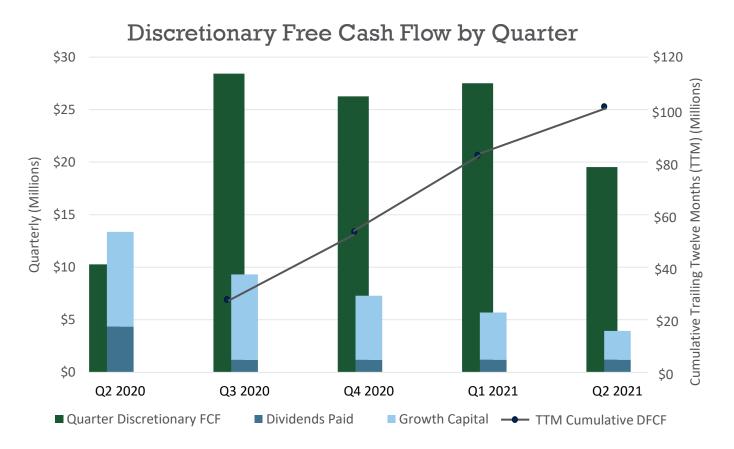
- » Second quarter 2021 Adjusted EBITDA rebounded following a challenging 2020, which was heavily impacted by the COVID-19 pandemic and a severely depressed oil price environment
- » Rising crude oil and liquids prices and producer cash flows drove higher industry activity, including the demand for drilling and completion services, incremental facility volumes, increased recovered oil pricing and crude oil marketing opportunities
- » Ongoing focus on managing costs resulted in strong margins in both the Midstream Infrastructure and Environmental and Fluid Management segments
- » Seasonal weather factors continue to result in slower second quarter activity in Canada

(1) Refer to Non-GAAP Measures.



# SECURE Quarterly Discretionary Free Cash Flow

Discretionary free cash flow (1) generation for debt reduction, growth, and returns to stakeholders



- » Generating discretionary free cash flow in excess of the quarterly dividend and capital growth program. Prioritizing debt repayment in 2021, driven by:
  - Higher Adjusted EBITDA from increasing activity levels and full run rate of cost reductions taken in April 2020
    - Partially offset by wage subsidies received in the prior year
  - Quarterly dividend of \$0.0075 per share<sup>(2)</sup>
  - Capital discipline. The Corporation expects a capital budget of approximately \$20 million for the remainder of 2021, comprised primarily of sustaining capital, inclusive of Tervita's assets

## SECURE results excluding Tervita

<sup>(2)</sup> Dividends are subject to approval by the Board of Directors



<sup>1)</sup> Discretionary free cash flow is a non-GAAP measure. Discretionary Free Cash Flow is calculated as net cash flows from operating activities before changes in non-cash working capital, adjusted for non-recurring items, less sustaining capital and lease payments. Refer to Non-GAAP Measures.

# **Stronger Financial Position**

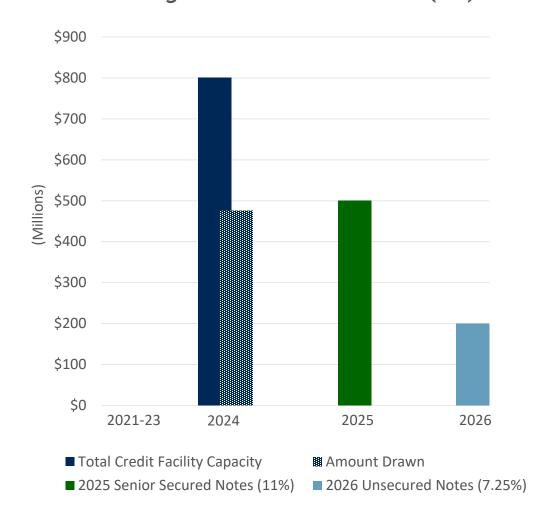
- » No near-term maturities and significant liquidity:
  - \$800 million revolving credit facility capacity
  - US\$400 million senior secured notes due 2025
  - \$200 million unsecured notes due 2026
  - \$30 million LC facility guaranteed by Export Development Canada
- » Near-term focus will be on paying down debt target 2.5x Total Debt to EBITDA by mid-2023
- » Credit Ratings:

	S&P	Fitch
Corporate Rating	В	B+
2025 Senior Secured Notes (11%)	BB-	ВВ
2026 Unsecured Notes (7.25%)	В	B+

## » Covenants as at June 30, 2021:

	SECURE	Pro Forma <sup>(1)</sup>	Covenant (2)
Senior Debt to EBITDA	2.0	1.4	2.75
Total Debt to EBITDA	2.9	3.0	4.5
Interest Coverage Ratio	7.3	3.7	2.5

## Long-Term Debt Maturities (\$C)(3)



<sup>3)</sup> US denominated 2025 Senior Secured Notes translated at 1.25.



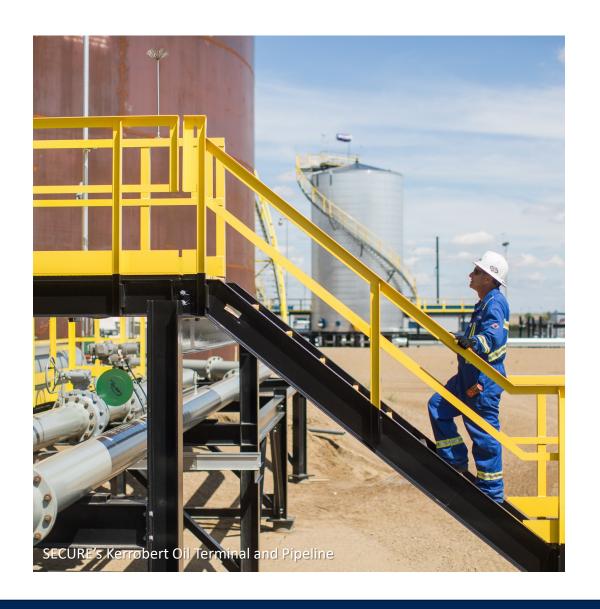
Pro forma the Tervita transaction and inclusive of expected annual integration cost savings of at least \$75 million

<sup>(2)</sup> Senior Debt to EBITDA covenant is 3.0x and the Total Debt to EBITDA covenant is 4.75x for the first two quarters after closing the merger, before stepping down to the amounts listed in the table.

## SECURE ENERGY

# Delivering energy to the world, so people and communities thrive

- » Tervita transaction expected to unlock significant shareholder value
  - Combined scale enhances efficiency and execution
  - Integration cost savings will materially increase Adjusted EBITDA and discretionary free cash flow
  - Enhanced capital markets relevance
  - Trusted relationships with diverse customer base
  - Proven management team and Board, reflecting the strengths and capabilities of both organizations
- » Growth supported by:
  - Produced water volumes increasing at a disproportionate rate relative to aggregate production
  - Increased use of multi-well pad drilling supports economics for pipeline connecting to midstream facilities
- » Challenging what's possible with solutions to increase customer netbacks and improve capital efficiency
- » Trading below midstream and environmental industry peers offers investment opportunity



# Appendix



## Canadian Energy: Helping People and Communities Thrive

Canada has best in class safety, environmental and social practices, and the natural resources to make us the leading provider of sustainably produced energy

- » Energy Improves Lives
  - The world continues to need affordable and reliable energy provided by oil and gas
- » Canadian energy provides an environmentally and socially responsible solution to meet growing demand requirements and help displace fuels from other less responsibly produced sources
  - ✓ Enviable safety standards
  - ✓ Promotes and protects human rights
  - ✓ Stable political environment
  - ✓ Strong and ethical governance
  - ✓ Environmental leaders

# **Canada's Ranking Among the World's Top 10 Oil Exporters**

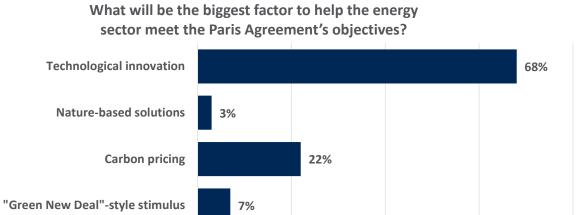
- #1 Green Future Index 2021
  - #1 Environmental Performance Index 2020
- **#1** Sustainable Development Index 2020
  - **#1** Resource Governance Index 2020
- **#1** Democracy Index 2020
  - #1 Global Peace Index 2020
- **\*1** Rule of Law Index 2020
  - **\*1** Corruptions Perceptions Index 2020
- **#1** Human Freedom Index 2020
  - **\*1** Women, Peace and Security Index 2019/20

Canada Action as of 4/16/2021. Sources: worldstopexports.com, various indexes listed above. Note: only the world's top 10 oil exporters ranked in order: Saudi Arabia (1), Russia (2), Iraq (3), Canada (4), UAE (5), USA (6), Kuwait (7), Nigeria (8), Kazakhstan (9), Angola (10), are shown.

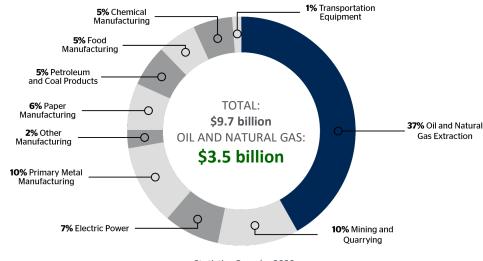


# Oil and Gas Industry: Leaders in Technological Innovation

Investment in oil and gas will drive innovation and technology to supplement policy in the effort to meet Paris Agreement objectives



## **Environmental Protection Spending by Industry**



Statistics Canada, 2020

» The oil and gas industry is in a permanent state of innovation

Poll question results from Scotiabank's Second Annual ESG Conference (June 2020)

- Geological, chemical and engineering challenges have been addressed efficiently and economically over the past 100 years
- » Currently undertaking challenge of reducing CO<sub>2</sub> emissions
  - Large-scale technological innovation is the key to abating this challenge
  - Canada's energy sectors have the technical expertise and entrepreneurialism to drive forward solutions to emission issues

Investing in the Canadian oil and gas industry is part of the solution



# Forward-Looking Statements and Non-GAAP Measures

Forward Looking Statements: This presentation contains "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 "achieve", "commit", "continue", "deliver", "enhance", "execute", "expect", "focus", "go forward" "integrate", "long-term", "opportunity", "opportunity", "opportunity", "opportunity", "opportunity", "opportunity", "opportunity", "opportunity", "opportunity", "opportunity integrate", "long-term", "long-term", "opportunity enangement, per intended to identify forward-looking statements. Forward-looking statements included or implied herein may include: expectations with respect to the business, financial prospects and future opportunities for the combined company following close of the Tervita merger, including its ability to be an industry leader and increased market relevance; the combined company's asset base, and the ability to enhance scale, increased unitarity to enhance scale, increased unitarity to enhance despected results; the priorities of the combined company is investors and the ability to the combined company; supected results; the priorities of the combined company, including related to ESG and health and safety; the combined company; supected gree cash flow and expected uses thereof; the combined company to create significant shareholder value; accretion to cash flow and discretionary free cash flow per share resulting from the Tervita Merger, and timing thereof; increased trading liquidity of the combined company's shares and publicly traded debt; the combined company's access to capital and the cost of such capital; results of the combined company, including, expected market capitalization, enterprise value, annual Adjusted EBITDA, dividend yield, discretionary free cash flow and discretionary free cash flow yield, receash flow and corporate savings, with expected one-time implementation costs; expected debt to EBIDTA ratios and the

Forward-looking statements are based upon, among other things, factors, expectations and assumptions that SECURE has made as at the date of this presentation regarding, among other things: the combined company's ability to successfully integrate the businesses of SECURE and Tervita; sources of funding that each of SECURE and Tervita have relied upon in the past continue to be available to the combined company on terms favorable to the combined company; future acquisition and sustaining costs will not significantly increase from past acquisition and sustaining costs and the combined company will have access to sufficient capital to pursue future development responses related thereto; the impact of lower global energy pricing on oil and gas industry exploration and development activity levels and production volumes (including as a result of demand and supply shifts caused by COVID-19 or its variants and the actions of OPEC and non-OPEC countries); the success of SECURE's operations and growth projects; SECURE's competitive position remaining substantially unchanged; that counterparties comply with contracts in a timely manner; that there are no unforeseen material costs relation to the combined company's facilities; that prevailing regulatory, tax and environmental laws and regulations will continue to apply; increases to the combined company's share price and market capitalization over the long term; the ability of the combined company to repay debt and return capital to shareholders; the combined company's ability to obtain and retain qualified staff and equipment in a timely and cost-efficient manner; and other risks and uncertainties described from time to time in filings made by SECURE and Tervita with securities regulatory authorities. SECURE believes that the factors, expectations and assumptions will prove to be correct.

Forward-looking statements involve significant known and unknown 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: the ability to complete the Tervita merger on the terms contemplated by SECURE and Tervita; the ability of the combined company to realize the anticipated benefits of, and synergies from, the Tervita merger and the timing thereof; actions taken by government entities or others seeking to prevent or alter the terms of the Tervita merger; potential undisclosed liabilities unidentified during the due diligence process; the accuracy of the pro forma financial information of the combined company; the interpretation of the Tervita merger by tax authorities; the success of business integration; the focus of management's time and attention on the Tervita merger and other disruptions arising from the Tervita merger; the ability to access various sources of debt and equity capital, generally, and on acceptable terms; the ability to utilize tax losses in the future; the ability to access various sources of debt and equity capital, generally, and on acceptable terms; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the ability to utilize tax losses in the future; the a

Non-GAAP Measures and Operational Definitions: SECURE uses accounting principles that are generally accepted in Canada (the issuer's "GAAP"), which includes International Financial Reporting Standards ("IFRS"). This presentation contains certain supplementary measures, such as discretionary cash flow and Adjusted EBITDA, which do not have any standardized meaning as prescribed by IFRS. These measures are intended as a complement to results provided in accordance with IFRS. SECURE believes these measures provide additional useful information to analysts, shareholders and other users to understand SECURE's financial results, profitability, cost management, liquidity and ability to generate funds to finance its operations. However, they should not be used as an alternative to IFRS measures because they do not have a standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other companies. These non-GAAP measures, and certain operational definitions used by SECURE, are further explained in SECURE's most recent MD&A, which includes reconciliations of the non-GAAP measures to the most directly comparable measures calculated in accordance with IFRS.