



Q2 - 2014

# **Second Quarter Interim Report**

Dated: July 30, 2014

The following discussion of the financial condition, changes in financial condition and results of operations of Western Energy Services Corp. (the "Company" or "Western") should be read in conjunction with the audited consolidated financial statements and accompanying notes of the Company for the years ended December 31, 2013 and 2012, the Company's management discussion and analysis ("MD&A") for the year ended December 31, 2013, as well as the condensed consolidated financial statements and notes as at and for the three and six months ended June 30, 2014 and 2013. This MD&A is dated July 30, 2014. All amounts are denominated in Canadian dollars (CDN\$) unless otherwise identified.

Financial Highlights	Thi	ree months end	Six months ended June 30			
(stated in thousands, except share and per share amounts)	2014	2013	Change	2014	2013	Change
Revenue	81,981	50,835	61%	243,397	148,841	64%
Operating Revenue <sup>(1)</sup>	77,352	47,616	62%	226,979	137,696	65%
Gross Margin <sup>(1)</sup>	31,206	16,087	94%	98,835	57,032	73%
Gross Margin as a percentage of Operating Revenue	40%	34%	18%	44%	41%	7%
EBITDA <sup>(1)</sup>	24,028	9,199	161%	83,576	43,583	92%
EBITDA as a percentage of Operating Revenue	31%	19%	63%	37%	32%	16%
Cash flow from operating activities	71,912	48,381	49%	110,546	70,825	56%
Capital expenditures	27,026	18,547	46%	46,389	36,703	26%
Net income (loss)	4,396	(3,381)	230%	29,896	11,522	159%
-basic net income (loss) per share	0.06	(0.05)	220%	0.40	0.18	122%
-diluted net income (loss) per share	0.06	(0.05)	220%	0.40	0.17	135%
Weighted average number of shares						
-basic	74,328,446	69,594,802	7%	73,919,531	64,630,363	14%
-diluted	75,733,872	69,594,802	9%	75,440,466	65,957,534	14%
Outstanding common shares as at period end	74,780,175	73,343,763	2%	74,780,175	73,343,763	2%
Dividends declared	5,609	5,501	2%	11,147	9,975	12%
Dividends declared per common share	0.075	0.075	-	0.15	0.15	-
Operating Highlights						
Contract Drilling						
Canadian Operations						
Average contract drilling rig fleet	49	45	9%	49	45	9%
Operating Revenue per revenue day (CDN\$) <sup>(2)</sup>	26,285	24,008	9%	26,368	25,009	5%
Operating Revenue per operating day (CDN\$)(3)	28,632	26,082	10%	28,872	27,810	4%
Drilling rig utilization rate per revenue day (4)	37%	30%	23%	63%	55%	15%
Drilling rig utilization rate per operating day <sup>(5)</sup>	34%	28%	21%	57%	49%	16%
CAODC industry average utilization rate <sup>(5)</sup>	25%	18%	39%	42%	38%	11%
United States Operations						
Average contract drilling rig fleet	5	5	-	5	5	-
Operating Revenue per revenue day (US\$) <sup>(2)</sup>	25,900	21,700	19%	24,905	22,324	12%
Operating Revenue per operating day (US\$) <sup>(3)</sup>	28,568	29,046	(2%)	28,684	29,729	(4%)
Drilling rig utilization rate per revenue day <sup>(4)</sup>	89%	60%	48%	90%	62%	45%
Drilling rig utilization rate per operating day <sup>(5)</sup>	80%	45%	78%	78%	47%	66%
Production Services						
Average well servicing rig fleet	65	63	3%	65	36	81%
Operating Revenue per service hour (CDN\$) <sup>(3)</sup>	800	753	6%	814	735	11%
Service rig utilization rate <sup>(6)</sup> (1) See "Financial Measures Reconciliations" on page 2 of this MD&A.	40%	30%	33%	51%	29%	76%

<sup>(1)</sup> See "Financial Measures Reconciliations" on page 2 of this MD&A.

<sup>(2)</sup> Operating Revenue per revenue day is calculated using Operating Revenue divided by operating days and mobilization days.

<sup>(3)</sup> Operating Revenue per operating day and per service hour are calculated using Operating Revenue divided by operating days and service hours, respectively.

<sup>(4)</sup> Drilling rig utilization rate per revenue day is calculated based on operating and move days.

<sup>(5)</sup> Drilling rig utilization rate per operating day is calculated on operating days only (i.e. spud to rig release basis).

<sup>(6)</sup> Service rig utilization rate calculated based on full utilization of 10 hours per day, 365 days per year.

Financial Position at (stated in thousands)	June 30, 2014	June 30, 2013	December 31, 2013
Working capital	71,704	22,799	50,616
Property and equipment	796,997	758,557	783,225
Total assets	1,016,112	903,882	986,792
Long term debt	263,293	232,529	262,877

#### **Financial Measures Reconciliations**

Western uses certain measures in this MD&A which do not have any standardized meaning as prescribed by International Financial Reporting Standards ("IFRS"). These measures which are derived from information reported in the condensed consolidated statements of operations and comprehensive income may not be comparable to similar measures presented by other reporting issuers. These measures have been described and presented in this MD&A in order to provide shareholders and potential investors with additional information regarding the Company.

# **Operating Revenue**

Management believes that in addition to revenue, Operating Revenue is a useful supplemental measure as it provides an indication of the revenue generated by Western's principal operating activities, excluding flow through third party charges.

The following table provides a reconciliation of revenue under IFRS, as disclosed in the condensed consolidated statements of operations and comprehensive income, to Operating Revenue:

	Three months	ended June 30	Six months ended June 30			
(stated in thousands)	2014	2014 2013		2013		
Operating Revenue						
Drilling	55,148	35,675	168,493	124,216		
Production services	22,946	11,941	59,494	13,480		
Less: inter-company eliminations	(742)	-	(1,008)	-		
	77,352	47,616	226,979	137,696		
Third party charges	4,629	3,219	16,418	11,145		
Revenue	81,981	50,835	243,397	148,841		

## **Gross Margin**

Management believes that in addition to net income, Gross Margin is a useful supplemental measure as it provides an indication of the results generated by Western's principal operating activities prior to considering administrative expenses, depreciation and amortization, how those activities are financed, the impact of foreign exchange, how the results are taxed, how funds are invested, and how non-cash items and one-time gains and losses affect results.

## **EBITDA**

Management believes that in addition to net income, earnings before interest and finance costs, taxes, depreciation and amortization, other non-cash items and one-time gains and losses ("EBITDA") is a useful supplemental measure as it provides an indication of the results generated by the Company's principal operating activities similar to Gross Margin but also factors in the cash administrative expenses incurred in the period.

#### **Operating Earnings**

Management believes that in addition to net income, Operating Earnings is a useful supplemental measure as it provides an indication of the results generated by the Company's principal operating activities similar to EBITDA but also factors in the depreciation expense charged in the period.

The following table provides a reconciliation of net income under IFRS, as disclosed in the condensed consolidated statements of operations and comprehensive income, to Gross Margin, EBITDA and Operating Earnings:

	Three months e	ended June 30	Six months ended June 30		
(stated in thousands)	2014	2013	2014	2013	
Gross Margin	31,206	16,087	98,835	57,032	
Add (subtract):					
Administrative expenses	(7,906)	(7,578)	(16,979)	(14,877)	
Depreciation - administrative	439	369	884	764	
Stock based compensation - administrative	289	321	836	664	
EBITDA	24,028	9,199	83,576	43,583	
Depreciation - operating	(11,329)	(7,642)	(29,209)	(18,498)	
Depreciation - administrative	(439)	(369)	(884)	(764)	
Operating Earnings	12,260	1,188	53,483	24,321	
Stock based compensation - operating	(195)	(218)	(417)	(372)	
Stock based compensation - administrative	(289)	(321)	(836)	(664)	
Finance costs	(5,327)	(3,995)	(10,730)	(7,754)	
Other items	(113)	(1,044)	(602)	42	
Income taxes	(1,940)	1,009	(11,002)	(4,051)	
Net income	4,396	(3,381)	29,896	11,522	

# **Overall Performance and Results of Operations**

Western is an oilfield service company focused on three core business lines: contract drilling, well servicing and oilfield rental equipment services. Western provides contract drilling services through its division, Horizon Drilling ("Horizon") in Canada, and its wholly owned subsidiary, Stoneham Drilling Corporation ("Stoneham"), in the United States. Subsequent to the acquisition of IROC Energy Services Corp. ("IROC") on April 22, 2013, Western provides well servicing operations in Canada through Western Energy Services Partnership's (the "Partnership") division Eagle Well Servicing ("Eagle"). Previously, well servicing operations were conducted through Western's division Matrix Well Servicing ("Matrix"). Western also provides oilfield rental services in Canada through the Partnership's division Aero Rental Services ("Aero"). Financial and operating results for Eagle and Aero from the date of the acquisition, as well as Matrix, are included in Western's production services segment.

Western currently has a drilling rig fleet of 54 rigs, with an average age of approximately six years. Western is the sixth largest drilling contractor in Canada with a fleet of 49 rigs operating through Horizon. Additionally, Western has five Efficient Long Reach ("ELR") triple drilling rigs deployed in the United States operating through Stoneham. Western is also the seventh largest well servicing company in Canada with a fleet of 65 rigs operating through Eagle. Western's well servicing fleet is one of the newest in the Western Canadian Sedimentary Basin ("WCSB"), with an average age of approximately four years. Western's oilfield equipment rental division, which operates through Aero, provides oilfield rental equipment for frac services, well completions and production work, coil tubing services and drilling.

During the first six months of 2014 commodity prices have improved as compared to the same period in the prior year. The price for light crude oil, such as Edmonton Par, increased on average by 15% and 14% for the three and six month periods ended June 30, 2014 respectively, compared to the same three and six month periods in 2013, while the price for heavy crude oil, such as the Western Canadian Select price, increased by 19% and 27% respectively. Natural gas prices have also improved significantly in the three and six months ended June 30, 2014, with the AECO 30-day spot rate increasing on average by 35% and 57% respectively, compared to the three and six months ended June 30, 2013, as heating demand increased in the first quarter due to a cold winter, resulting in decreased storage levels across North America. The demand for oil, along with an emphasis on liquids rich natural gas, has resulted in increased drilling of horizontal wells in both conventional and unconventional resource plays. Horizontal wells in the WCSB, as a percentage of all wells drilled, increased in the first six months of 2014 to 76% compared to 69% in the first six months of 2013. This has resulted in continued demand in the WCSB for Western's ELR drilling rigs, as industry utilization rates for the second quarter of 2014 averaged 25%, which is an increase over the five year average of 22% and an improvement over the prior year when industry utilization averaged 18%. Similarly, industry utilization rates for the first six months of 2014 averaged 42%, which is consistent with the five year average of 42% and an improvement over the prior year when industry utilization averaged 38%. In Canada, Western's average operating days per well drilled increased by 5% to 16.1 operating days per well in the first half of 2014 as compared to 15.4 operating days per well in the same period of the prior year. In the United States,

Western averaged 24.6 operating days per well drilled in the first six months of 2014 as compared to 25.1 operating days per well in the same period of the prior year, a 2% decrease. The average time it takes to drill a well has a direct relationship to the complexity and depth of the well.

Key operational results for the three months ended June 30, 2014 include:

- Second quarter Operating Revenues increased by \$29.8 million (or 62%) to \$77.4 million in 2014 as compared to \$47.6 million in 2013. The increase is due to higher utilization and improved day rates in the contract drilling segment in both Canada and the United States, coupled with a larger average drilling rig fleet in Canada, resulted in a \$19.5 million increase in Operating Revenues in the period. Additionally, improved utilization and pricing coupled with a full quarter contribution from the assets acquired in the IROC acquisition in April of 2013 resulted in an \$11.0 million increase in production services Operating Revenues in the period.
- Second quarter EBITDA totalled \$24.0 million in 2014 (31% of Operating Revenue), a \$14.8 million (or 161%) increase, as compared to \$9.2 million in the second quarter of 2013 (19% of Operating Revenue). The increase in EBITDA is due to the increased activity in both the contract drilling and production services segments resulting in a \$10.0 million and \$4.3 million increase in EBITDA respectively. Year over year in the contract drilling segment, Operating Revenue per revenue day increased by 9% in Canada and 19% in the United States, while operating expenses per revenue day increased marginally by 2% due to higher labour costs associated with increased pad drilling activity.
- Administrative expenses, excluding depreciation and stock based compensation, in the second quarter of 2014 increased marginally by \$0.3 million (or 4%) to \$7.2 million (9% of Operating Revenue) as compared to \$6.9 million in the second quarter of 2013 (14% of Operating Revenue). As a percentage of Operating Revenue, administrative expenses have decreased significantly as Western has been able to effectively control costs while increasing the size and scale of the Company's operations.
- Net income increased by \$7.8 million to \$4.4 million in the second quarter of 2014 (\$0.06 per basic common share) as compared to a net loss of \$3.4 million in the same period in the prior year (a loss of \$0.05 per basic common share), an improvement of \$0.11 per basic common share. The increase is mainly attributed to the increase in EBITDA of \$14.8 million and decreases in stock based compensation and other items totalling \$1.0 million, which were partially offset by an increase in depreciation expense of \$3.8 million due to increased activity, an increase of \$2.9 million in income tax expense due to the increase in taxable income, and an increase of \$1.3 million in finance costs due to the additional \$90.0 million in senior notes issued in September 2013.
- First quarter capital expenditures of \$27.0 million included \$21.0 million of expansion capital, \$3.9 million of maintenance capital and \$2.1 million for critical spares. The majority of the second quarter 2014 capital expenditures relate to the contract drilling segment, which incurred \$24.5 million of capital expenditures. These expenditures mainly relate to Western's drilling rig build program, which totalled \$15.8 million in the period relating to the construction of two drilling rigs, as well as the completion of two 1,500 hp AC pad conversions in the United States, which were both commissioned during the second quarter of 2014. The remaining capital spending in the contract drilling segment related to ancillary drilling equipment. Additionally, \$2.5 million was incurred in the production services segment mainly relating to well servicing rig upgrades and the purchase of additional oilfield rental equipment.

Key operational results for the six months ended June 30, 2014 include:

- Operating Revenue for the six month period ended June 30, 2014 increased by \$89.3 million (or 65%) to \$227.0 million as compared to \$137.7 million in the same period of the prior year. The increase is due to the increased contribution from the production services segment following the acquisition of IROC in April of 2013, as well as increased utilization and improved day rates, coupled with a larger average drilling rig fleet in the contract drilling segment.
- For the first six months of 2014, EBITDA increased by \$40.0 million to \$83.6 million (37% of Operating Revenue), as
  compared to \$43.6 million in the same period of the prior year. The increase in EBITDA reflects increased activity and
  improved pricing, coupled with effective cost control in all divisions, as well as the larger drilling rig fleet and the
  increased size and scale of Western's production services segment.
- Year to date administrative expenses, excluding depreciation and stock based compensation, increased by \$1.9 million to \$15.3 million (7% of Operating Revenue) in 2014, as compared to \$13.4 million (10% of Operating Revenue) in the same period of the prior year. As a percentage of Operating Revenue, administrative expenses have decreased significantly as Western has been able to effectively control costs while increasing the size and scale of the Company's operations.
- Net income increased by \$18.4 million to \$29.9 million in the six months ended June 30, 2014 (\$0.40 per basic common share) as compared to \$11.5 million (\$0.18 per basic common share) in the same period in 2013. The increase is mainly attributed to the \$40.0 million increase in EBITDA, offset by an increase of \$10.8 million in

- depreciation expense due to increased activity, an increase of \$7.0 million in income tax expense due to the increase in taxable income, an increase of \$3.0 million in finance costs due to the additional \$90.0 million in senior notes issued in September of 2013, and increases in stock based compensation and other items totalling \$0.8 million.
- Year to date capital expenditures of \$46.4 million include \$36.9 million of expansion capital, \$5.8 million of maintenance capital and \$3.7 million for critical spares. The majority of the capital expenditures for the six months ended June 30, 2014 relate to the contract drilling segment, which incurred \$41.0 million in capital expenditures. These expenditures mainly relate to Western's drilling rig build program, which totalled \$26.5 million year to date as two drilling rigs were commissioned in the first quarter of 2014 and an additional two drilling rigs are currently under construction. Additionally, two 1,500 hp AC pad conversions were completed in the United States in the second quarter of 2014. The remaining capital spending in the contract drilling segment related to ancillary drilling equipment. Additionally, \$5.4 million was incurred in the production services segment mainly relating to well servicing rig upgrades and the purchase of additional oilfield rental equipment.

#### **Subsequent Events**

• On July 30, 2014, the Board of Directors of Western declared a quarterly dividend of \$0.075 per share, payable on October 14, 2014 to shareholders of record at the close of business on September 30, 2014. On a prospective basis, the declaration of dividends will be determined on a quarter-by-quarter basis by the Board of Directors.

#### Outlook

Western's drilling rig fleet is specifically suited for drilling horizontal wells of increased complexity. In total, 94% of Western's fleet are ELR drilling rigs with depth ratings greater than 3,000 meters and all of Western's rigs are capable of drilling resource based horizontal wells. Currently, 21 of Western's 54 drilling rigs (or 39%) are operating under long term take-or-pay contracts, with 15 of these contracts expiring between 2015 and 2017, providing a base level of future revenue. These contracts typically generate 250 operating days per year in Canada, as spring breakup restricts activity during the second quarter, while in the United States these contracts typically range from 330 to 365 revenue generating days per year.

Western's approved capital spending for 2014 totals approximately \$170 million comprised of \$130 million in expansion capital and \$40 million in maintenance capital, which includes \$12 million for critical spare equipment. In total, budgeted capital spending has increased by \$66 million from the previously disclosed \$104 million. The increase relates to additional expansion capital related to the construction of two 5,000m telescopic ELR double drilling rigs, one 6,000m ELR AC triple pad drilling rig, a slant service rig for the production services segment, and additional ancillary drilling equipment. The majority of Western's expansion capital budget relates to the drilling rig build program, which in addition to the three newly announced drilling rig builds, also includes the construction of one 6,000m ELR AC triple pad drilling rig and one 5,000m telescopic ELR double drilling rig in Canada. Expansion capital also includes two additional 1,500 hp AC pad conversions in the United States, which were both completed in the second quarter of 2014. Western believes the 2014 capital budget provides a prudent use of cash resources and ensures that it has the flexibility to execute on strategic opportunities as they arise. This budget demonstrates the Company's commitment to maintaining and increasing Western's premier drilling and well servicing rig fleet and expanding Western's strategic presence in the oilfield rental equipment market. Western will continue to evaluate and expand its operations in a prudent manner and make any required adjustments to its capital program as these opportunities unfold during the remainder of 2014. Currently, Western expects approximately \$30 million of its capital spending to carry over into 2015.

The increased commodity price environment and improving economic conditions in North America led to increased oilfield service activity in the first half of 2014. Western believes oilfield service activity in the second half of 2014 and beyond will remain strong, providing additional drilling rig build opportunities at attractive rates that meet our return on investment criteria. Activity is expected to remain strong as liquefied natural gas projects gain approval, crude oil transportation capacity increases through rail and pipeline development, drilling activity increases in various resource plays in Alberta and northeast British Columbia, and as foreign investment continues to flow into Canada. Currently, the largest challenges facing the oilfield service industry are producer spending constraints, pricing differentials on Canadian crude oil, the challenge to attract and retain skilled labour and increased gas production from shale plays across North America. The Company believes Western's modern drilling and well servicing rig fleet, strong utilization, and corporate culture will provide a distinct advantage in retaining and attracting qualified individuals. Western's view is that its modern fleet, strong customer base and solid reputation provide a competitive advantage which will enable the Company to continue its growth strategy and higher than industry average utilization.

# **Segmented Information**

Western operates in the contract drilling segment in both Canada and the United States as well as the production services segment in Canada. Contract drilling includes drilling rigs along with related equipment. Production services includes well servicing rigs and related equipment as well as oilfield rental equipment.

**Contract Drilling** 

	Three	e months end	ed June 30	30 Six months ended June 30				
(stated in thousands)	2014	2013	Change	2014	2013	Change		
Revenue								
Operating Revenue <sup>(1)</sup>	55,148	35,675	55%	168,493	124,216	36%		
Third party charges	3,132	2,807	12%	13,090	10,733	22%		
Total revenue	58,280	38,482	51%	181,583	134,949	35%		
Expenses								
Operating								
Cash operating expenses	34,929	25,355	38%	104,050	80,996	28%		
Depreciation	8,143	5,692	43%	21,789	16,362	33%		
Stock based compensation	117	181	(35%)	255	321	(21%)		
Total operating expenses	43,189	31,228	38%	126,094	97,679	29%		
Administrative								
Cash administrative expenses	4,343	4,156	4%	9,070	8,865	2%		
Depreciation	56	80	(30%)	122	189	(35%)		
Stock based compensation	56	84	(33%)	127	44	189%		
Total administrative expenses	4,455	4,320	3%	9,319	9,098	2%		
Gross Margin <sup>(1)</sup>	23,351	13,127	78%	77,533	53,953	44%		
Gross Margin as a percentage of Operating Revenue	42%	37%	14%	46%	43%	7%		
EBITDA <sup>(1)</sup>	19,008	8,971	112%	68,463	45,088	52%		
EBITDA as a percentage of Operating Revenue	34%	25%	36%	41%	36%	14%		
Operating Earnings <sup>(1)</sup>	10,809	3,199	238%	46,552	28,537	63%		
Capital expenditures	24,456	16,322	50%	41,030	33,977	21%		
Canadian Operations	= 1,100	,		,				
Contract drilling rig fleet:								
Average	49	45	9%	49	45	9%		
End of period	49	45	9%	49	45	9%		
Operating Revenue per revenue day (CDN\$)	26,285	24,008	9%	26,368	25,009	5%		
Operating Revenue per operating day (CDN\$)	28,632	26,082	10%	28,872	27,810	4%		
Drilling rig operating days (CDN3)	1,529	1,134	35%	5,061	4,010	26%		
Number of meters drilled	344,117	362,348	(5%)	1,008,470	886,420	14%		
Number of Wells drilled	86	62	39%	315	260	21%		
Average operating days per well	17.8	18.2	(2%)	16.1	15.4	5%		
Drilling rig utilization rate per revenue day <sup>(2)</sup>								
Drilling rig utilization rate per revenue day  Drilling rig utilization rate per operating day <sup>(3)</sup>	37% 34%	30% 28%	23% 21%	63% 57%	55% 49%	15% 16%		
CAODC industry average utilization rate <sup>(3)</sup>	25%	18%	39%	42%	38%	11%		
United States Operations	2070	1070	3373	,	30,1	1170		
Contract drilling rig fleet:								
Average	5	5	-	5	5	_		
End of period	5	5	_	5	5	_		
Operating Revenue per revenue day (US\$)	25,900	21,700	19%	24,905	22,324	12%		
Operating Revenue per operating day (US\$)	28,568	29,046	(2%)	28,684	29,729	(4%)		
Drilling rig operating days <sup>(3)</sup>	365	205	78%	711	422	68%		
Number of meters drilled	79,641	43,438	83%	158,291	89,498	77%		
Number of wells drilled	15	8	88%	29	17	70%		
Average operating days per well	24.3	24.4	-	24.6	25.1	(2%)		
Drilling rig utilization rate per revenue day <sup>(2)</sup>	89%	60%	48%	90%	62%	45%		
Drilling rig utilization rate per operating day <sup>(3)</sup>	80%	45%	78%	78%	47%	66%		
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<sup>(1)</sup> See "Financial Measures Reconciliations" on page 2 of this MD&A.

<sup>(2)</sup> Utilization rate per revenue day is calculated based on operating and move days.
(3) Utilization rate per operating day and drilling rig operating days are calculated on operating days only (i.e. spud to rig release basis).

During the second quarter of 2014, Operating Revenues in the contract drilling segment totalled \$55.1 million, a \$19.5 million (or 55%) increase as compared to the second quarter of 2013, due to an increase in operating days and improved day rates in both Canada and the United States. For the six months ended June 30, 2014, Operating Revenues in the contract drilling segment totalled \$168.5 million, a \$44.3 million (or 36%) increase as compared to the first half of 2013. An increased average drilling rig fleet in Canada of 49 rigs for the three and six month periods ended June 30, 2014, compared to 45 in the same periods of the prior year, and increased demand for the Company's contract drilling services in both Canada and the United States, coupled with improved pricing, resulted in increased Operating Revenue in the first half of 2014, as compared to the first half of 2013.

During the second quarter of 2014, the Company's utilization per operating day in Canada increased to 34%, as compared to 28% in the second quarter of 2013, which coupled with the 9% increase in the Company's average drilling rig fleet, resulted in operating days increasing by 35% to 1,529 in the second quarter of 2014 as compared to 1,134 in the second quarter of 2013. During the six months ended June 30, 2014, utilization per operating day in Canada increased to 57% from 49% in the first half of 2013. The larger fleet and improved utilization resulted in an increase of approximately 26% in the Company's operating days to 5,061 days in the first half of 2014, compared to 4,010 days in the first half of 2013. The Company's utilization per operating day in Canada of 34% for the three months ended June 30, 2014 reflects an approximate 900 bps premium to the Canadian Association of Oilwell Drilling Contractors ("CAODC") industry average of 25%, consistent with the 1,000 bps premium realized in the same period of the prior year. The Company's utilization per operating day in Canada of 57% for the six months ended June 30, 2014 reflects an approximate 1,500 bps premium to the CAODC industry average of 42%, an increase from the 1,100 bps premium realized in the same period of the prior year. The increase in the year to date utilization premium is attributed to the evolution of the Company's customer base which now includes a higher proportion of large independent and major exploration and production companies that are more likely to drill through cycles and have a long term focus, coupled with Western's continued investment in its ELR fleet, which enhances the marketability of its rigs.

For the second quarter of 2014, Operating Revenue per revenue day in Canada increased approximately 9% from \$24,008 in the second quarter of 2013 to \$26,285 in the second quarter of 2014. This increase is attributable to higher day rates on the drilling rigs Western has commissioned in the past 12 months, as well as improved day rates on both long term contracts and rigs operating on short term contracts at current market rates. Third party charges per revenue day in Canada for the second quarter of 2014 averaged \$1,808, a 15% decrease compared to \$2,133 in the second quarter of 2013, mainly due to more customers supplying their own fuel.

For the six months ended June 30, 2014, Operating Revenue per revenue day in Canada totalled \$26,368 compared to \$25,009 in the same period of the prior year, a 5% increase attributable to the same market increases described above. Third party charges per revenue day in the first six months of 2014 remained constant at approximately \$2,300 compared to the same period in the prior year.

In the United States, operating days for the three and six months ended June 30, 2014 increased by 160 (or 78%) and 289 (or 68%) respectively, as compared to the same periods in the prior year. Similarly, utilization per operating day for the three and six months ended June 30, 2014 was 80% and 78% respectively, compared to 45% and 47% respectively, in the same periods in the prior year, mainly due to fewer down days. With the exception of downtime on two rigs for the completion of 1,500 hp AC pad conversions in 2014, the fleet in the United States was fully utilized in the first half of 2014 resulting in the increase in utilization.

In the United States, Operating Revenues per revenue day for the three and six months ended June 30, 2014 increased by 19% and 12% respectively, to \$25,900 and \$24,905, as day rates on Western's upgraded rig fleet have improved and as mobilization days as a percentage of total revenue days have decreased as the Company transitions to walking pad rigs.

During the second quarter of 2014, EBITDA in the contract drilling segment increased by \$10.0 million (or 112%) to \$19.0 million (34% of the segment's Operating Revenue), as compared to \$9.0 million (25% of the segment's Operating Revenue) in the second quarter of 2013. The increase in EBITDA and EBITDA as a percentage of Operating Revenue is attributed to the increase in operating days and improved day rates in Canada and the United States. Offsetting the increase in operating revenue, is a 2% increase in operating expenses per revenue day, mainly due to the Company's increased pad drilling which is more intense and continuous in nature and requires larger crew configurations. These additional crew costs are recovered through Operating Revenue. Normalizing for this fact, operating costs have decreased on a per revenue day basis. Additionally, gross cash administrative expenses have increased in the second quarter of 2014 by 4% as compared to the same period in the prior year. For the six months ended June 30, 2014, EBITDA in the contract drilling segment increased by \$23.4 million (or 52%) to \$68.5 million (41% of the segment's Operating Revenue), as compared to \$45.1 million in the same period of the prior year, due to higher utilization in both Canada and the United States in the first

and second quarters of 2014, relative to the first and second quarters of 2013 and improved day rates, coupled with effective cost control as operating costs per revenue day have increased by 2% for the same reasons as previously noted.

For the three and six months ended June 30, 2014, cash administrative expenses, excluding depreciation and stock based compensation, remained consistent at \$4.3 million and \$9.1 million respectively, representing increases of 4% and 2% respectively, compared to the same three and six month periods in the prior year. On a per revenue day basis, the larger drilling rig fleet and increased utilization resulted in cash administrative expenses decreasing by approximately 25% and 20% year over year for the three and six months respectively.

Depreciation expense in the contract drilling segment for the three months ended June 30, 2014 increased by \$2.4 million to \$8.2 million, while for the six months ended June 30, 2014 depreciation expense increased by \$5.4 million to \$21.9 million. The increase for both the three and six months ended June 30, 2014 is due to increased operating days, as depreciation expense per operating day has remained relatively constant.

Total capital expenditures of \$24.5 million in the contract drilling segment for the second quarter of 2014 includes \$19.6 million related to expansion capital, \$2.9 million related to maintenance capital and \$2.0 million related to critical spares. Of the expansion capital incurred during the second quarter of 2014, \$16.0 million relates to the Company's rig build program incurred on the construction of two drilling rigs, as well as the completion of the two 1,500 hp AC pad conversions in the United States, with the remaining capital spending relating to ancillary drilling equipment. Total capital expenditures of \$41.0 million in the contract drilling segment for the six months ended June 30, 3014 includes \$33.1 million related to expansion capital, \$4.3 million related to maintenance capital and \$3.6 million related to critical spares. Of the expansion capital incurred during the first half of 2014, \$26.5 million relates to the Company's rig build program, which in addition to the two drilling rigs currently under construction, commissioned an additional two drilling rigs in Canada in the first quarter of 2014 and completed two 1,500 hp AC pad conversions in the United States in the second quarter of 2014.

# **Production Services**

	Three n	nonths ende	ed June 30	Six months ended June 30				
(stated in thousands)	2014	2013	Change	2014	2013	Change		
Revenue								
Operating Revenue <sup>(1)</sup>	22,946	11,941	92%	59,494	13,480	341%		
Third party charges	1,497	412	263%	3,328	412	708%		
Total revenue	24,443	12,353	98%	62,822	13,892	352%		
Expenses								
Operating								
Cash operating expenses	16,588	9,393	77%	41,520	10,813	284%		
Depreciation	3,186	1,950	63%	7,420	2,136	247%		
Stock based compensation	78	37	111%	162	51	218%		
Total operating expenses	19,852	11,380	74%	49,102	13,000	278%		
Administrative								
Cash administrative expenses	1,919	1,277	50%	3,837	1,683	128%		
Depreciation	103	12	758%	206	25	724%		
Stock based compensation	64	2	3,100%	149	-	100%		
Total administrative expenses	2,086	1,291	62%	4,192	1,708	145%		
Gross Margin <sup>(1)</sup>	7,855	2,960	165%	21,302	3,079	592%		
Gross margin as a percentage of Operating Revenue	34%	25%	36%	36%	23%	57%		
EBITDA <sup>(1)</sup>	5,936	1,683	253%	17,465	1,396	1,151%		
EBITDA as a percentage of Operating Revenue	26%	14%	86%	29%	10%	190%		
Operating Earnings <sup>(1)</sup>	2,647	(279)	(1,049%)	9,839	(765)	(1,386%)		
Capital expenditures	2,516	2,129	18%	5,357	2,516	113%		
Well servicing rig fleet:								
Average	65	63	3%	65	36	81%		
End of period	65	64	2%	65	64	2%		
Operating Revenue per service hour (CDN\$)	800	753	6%	814	735	11%		
Total service hours	23,433	13,718	71%	60,242	16,148	273%		
Service rig utilization rate <sup>(2)</sup>	40%	30%	33%	51%	29%	76%		

<sup>(1)</sup> See "Financial Measures Reconciliations" on page 2 of this MD&A.

<sup>(2)</sup> Utilization rate calculated based on full utilization of 10 hours per day, 365 days per year.

Subsequent to the acquisition of IROC on April 22, 2013, the Company's well servicing fleet increased significantly to 65 rigs at June 30, 2014 as compared to 10 rigs immediately prior to the acquisition. Previously, Western's well servicing rigs operated through Matrix. Subsequent to the acquisition of IROC, the Company's well servicing rigs, including the Matrix well servicing rigs, operate through Eagle. Additionally, with the acquisition of IROC, Western acquired approximately \$35 million in oilfield rental equipment, which is operated through Aero. During the second quarter of 2014, Operating Revenue totalled \$22.9 million as compared to \$11.9 million in the second quarter of 2013, reflecting improved utilization and hourly rates, as well as a full quarter contribution from the IROC assets. For the same reasons, Operating Revenue increased significantly for the six months ended June 30, 2014 to \$59.5 million, compared to \$13.5 million in the same period of the prior year. For the three and six months ended June 30, 2014, Aero's contribution to Operating Revenue in the production services segment totalled \$4.2 million and \$10.5 million respectively, compared to \$1.6 million in both the three and six months periods ended June 30, 2013 due to improved demand and continued investment in oilfield rental equipment.

During the second quarter of 2014, well servicing hours increased to 23,433 as compared to 13,718 in the second quarter of 2013, mainly due to increased utilization which improved to 40% from 30% in the same period of the prior year. The increased activity can be attributed to favourable weather conditions leading to road bans coming on later in April and off sooner in June than expected. Additionally, Eagle has increased its focus on steam assisted gravity drainage ("SAGD") work in the oil sands in Northern Alberta. During the second quarter of 2014, Eagle had 3 well servicing rigs working in this area which realized utilization of 102%, as compared to the same period of the prior year when Eagle had one rig working in this area. For the three months ended June 30, 2014, Operating Revenue per service hour also increased by 6% to \$800 compared to \$753 in the same period in the prior year.

As a result of the increased well servicing rig fleet subsequent to the acquisition of IROC in April of 2013, well servicing hours increased to 60,242 in the first six months of 2014 compared to 16,148 in the first half of 2013, a 273% increase. Utilization also improved significantly during the first six months of 2014 to 51% compared to 29% in the same period in the prior year. In the six months ended June 30, 2014, Operating Revenue per service hour increased 11% to \$814. The increase in Operating Revenue per service hour is attributed to the increased size of the Company's well servicing operations as Eagle operates in a number of different geographic locations, whereas prior to the IROC acquisition, the Company operated solely in the Lloydminster area which is highly competitive, less capital intensive and typically results in lower hourly rates.

EBITDA also improved following the IROC acquisition to \$5.9 million and \$17.5 million for the three and six months ended June 30, 2014 respectively, a significant improvement from \$1.7 million in the second quarter of 2013 and \$1.4 million in the first half of 2013. The increase in EBITDA for the three and six months ended June 30, 2014 is attributed to improved utilization and hourly rates, coupled with a full period of operations for Eagle in 2014, compared to a partial period subsequent to the IROC acquisition in 2013. Additionally, operating costs per well servicing hour have decreased by 4% per hour for both the three and six months ending June 30, 2014.

Cash administrative expenses, excluding depreciation and stock based compensation, increased 50% to \$1.9 million and 128% to \$3.8 million for the three and six months ended June 30, 2014 respectively, mainly due to the increased size and scale of Western's production services segment following the acquisition of IROC in April of 2013.

Depreciation expense in the production services segment for the three months ended June 30, 2014 increased by 68% to \$3.3 million mainly due to increased activity in the period. For the six months ended June 30, 2014, depreciation expense increased significantly by 253% to \$7.6 million mainly due to higher utilization and a full period of operations for the IROC assets acquired, compared to the partial period in 2013.

During the three and six months ended June 30, 2014, capital expenditures in the production services segment totalled \$2.5 million and \$5.4 million respectively, and mainly relate to expansion capital associated with well service rig upgrades and the purchase of additional oilfield rental equipment.

### Corporate

	Three	months end	Six months ended June 30				
(stated in thousands)	2014	2013	Change	2014	2013	Change	
Administrative							
Cash administrative expenses	916	1,455	(37%)	2,352	2,901	(19%)	
Depreciation	280	277	1%	556	550	1%	
Stock based compensation	169	235	(28%)	560	620	(10%)	
Total administrative expenses	1,365	1,967	(31%)	3,468	4,071	(15%)	
Finance costs	5,327	3,995	33%	10,730	7,754	38%	
Other items	113	1,044	(89%)	602 (42		(1,533%)	
Income taxes							
Current tax expense	981	(668)	(668) (247%) 3		-	100%	
Deferred tax expense	959	(341) (381%)		7,201 4,05		78%	
Total income taxes	1,940	(1,009) (292%) 11,002		4,051	172%		
Capital expenditures	54	96	(44%)	2 210		(99%)	

Corporate administrative expenses, for the three and six months ended June 30, 2014 decreased by \$0.5 million in each period respectively to \$0.9 million and \$2.3 million respectively, mainly due to effective cost management during the period.

For the three and six month periods ended June 30, 2014, finance costs on a consolidated basis increased by \$1.3 million and \$3.0 million respectively, as compared to the same period in the prior year. The increase is mainly due to the higher debt levels following the acquisition of IROC on April 22, 2013 and the resulting issuance of the \$90.0 million in principal amount of senior notes on September 18, 2013.

Other items for the three months ending June 30, 2014 relate to foreign exchange and asset sale gains and losses, whereas for the six month period ending June 30, 2014, other items consist of foreign exchange, asset sale and derivative gains and losses.

For the three months ended June 30, 2014, income taxes on a consolidated basis totalled \$1.9 million representing an effective tax rate of 30.6%. Western's effective tax rate in 2014 is expected to average between 27.0% to 27.5%. The increase in the effective tax rate in the second quarter of 2014 is mainly due to adjustments relating to the filing of the Company's December 31, 2013 tax returns. For the six months ended June 30, 2014, income tax expense totalled \$11.0 million and represented an effective tax rate of approximately 26.9%.

#### **Liquidity and Capital Resources**

The Company's liquidity needs in the short term and long term can be sourced in several ways including: funds from operations, borrowing against existing credit facilities, new debt instruments, equity issuances and proceeds from the sale of assets. As at June 30, 2014, Western had cash and cash equivalents of \$69.5 million, an increase of \$52.1 million from December 31, 2013. As a result, Western's consolidated net debt balance at June 30, 2014 was \$194.8 million, a decrease of \$51.6 million as compared to December 31, 2013. During the six months ending June 30, 2014, Western incurred capital expenditures of \$46.4 million, paid dividends of \$11.0 million, made cash interest payments of \$9.3 million, and paid income taxes of \$0.4 million. These cash outflows were offset by cash generated from operating activities of \$110.5 million and \$8.9 million raised on the exercise of stock options and warrants.

As at June 30, 2014, Western had a working capital balance of \$71.7 million, a \$21.1 million increase as compared to December 31, 2013 mainly due to higher activity in the first and second quarters of 2014. As at June 30, 2014, the Company has \$265.0 million in senior notes outstanding, \$135.0 million in available credit facilities and is in compliance with all debt covenants. Currently, Western's net debt to trailing 12 month EBITDA is 1.2. As such, cash from operations coupled with Western's working capital, cash balances and available credit facilities are expected to be sufficient to cover Western's financial obligations including the 2014 capital budget.

For the three months ended June 30, 2014, the Company had two significant customers comprising 17.1% and 10.2% respectively, of the Company's total revenue. The trade receivable balances related to these customers as at June 30, 2014 represented 12.1% and 10.7% respectively, of the Company's total trade and other receivables. Both of these customers are publicly traded companies with market capitalizations each in excess of \$10 billion at June 30, 2014. One of the previously noted customers was also a significant customer for the six months ended June 30, 2014, comprising 13.9% of the Company's total revenue. For the three months ended June 30, 2013, the Company had three significant customers

comprising 15.7%, 15.5% and 11.6%, respectively, of the Company's total revenue. For the six months ended June 30, 2013, the Company had two significant customers comprising 12.7% and 10.7% respectively, of the Company's total revenue. The Company's significant customers may change quarter to quarter.

# **Summary of Quarterly Results**

In addition to other market factors, quarterly results of Western are markedly affected by weather patterns throughout its operating areas. Historically, the first quarter of the calendar year is very active, followed by a much slower second quarter due to what is known in the Canadian oilfield service industry as spring breakup. As a result of this, the variation of Western's results on a quarterly basis, particularly in the first and second quarters, can be significant quarter over quarter independent of other demand factors. The following is a summary of selected financial information of the Company for the last eight completed quarters.

	Jun 30,	Mar 31,	Dec 31,	Sep 30,	Jun 30,	Mar 31,	Dec 31,	Sep 30,
Three months ended	2014	2014	2013	2013	2013	2013	2012	2012
(stated in thousands, except per share amounts)								
Revenue	81,981	161,416	129,713	101,389	50,835	98,006	83,338	69,573
Operating Revenue <sup>(1)</sup>	77,352	149,627	119,831	96,473	48,010	88,810	76,458	76,455
Gross Margin <sup>(1)</sup>	31,206	67,629	52,980	37,547	16,087	40,945	37,360	29,382
EBITDA <sup>(1)</sup>	24,028	59,548	43,543	30,297	9,199	34,384	31,381	23,944
Cash flow from operating activities	71,912	38,634	36,866	6,667	48,381	22,444	11,021	9,248
Net income (loss)	4,396	25,500	15,797	7,927	(3,381)	14,903	13,092	8,251
per share - basic	0.06	0.35	0.22	0.11	(0.05)	0.25	0.22	0.14
per share - diluted	0.06	0.34	0.21	0.11	(0.05)	0.24	0.22	0.14
Total assets	1,016,112	1,019,192	986,792	947,836	903,882	748,112	749,448	727,113
Long term financial liabilities <sup>(2)</sup>	263,293	263,119	262,877	263,050	232,529	182,068	186,948	176,739
Dividends declared	5,609	5,538	5,504	5,502	5,501	4,474	4,469	4,457

<sup>(1)</sup> See "Financial Measures Reconciliations" on page 2 of this MD&A.

With the exception of lower activity in the second quarters of 2013 and 2014, due to the cyclical nature of the oilfield service industry, revenues have increased significantly due to the acquisition of IROC in April of 2013 and increased activity in both the contract drilling and production services segments.

EBITDA has followed a similar trend to revenue, steadily increasing after spring breakup in the second quarters through the third and fourth quarters and into the first quarter. EBITDA is generally highest in the first quarter when activity is the highest. EBITDA has shown continuous improvement from the third quarter of 2013 through to the first quarter of 2014, with EBITDA impacted by spring breakup in Canada in the second quarter of 2014. However, EBITDA was impacted by spring breakup to a much lesser extent in the second quarter of 2014 than in past second quarters, due to increased pad drilling, improved commodity prices, and a weaker Canadian dollar leading to more customers drilling through spring breakup.

Net income has fluctuated throughout the last eight quarters due to the cyclical nature of the oilfield service industry and has been impacted by higher depreciation rates and increased finance costs.

Total assets of the Company have increased throughout the last eight quarters due to the Company's capital spending program. During the second quarter of 2013, the significant increase in the Company's total assets was due to the acquisition of IROC.

<sup>(2)</sup> Long term financial liabilities consist of long term debt.

#### **Contractual Obligations**

In the normal course of business the Company incurs contractual obligations. The expected maturities of the Company's contractual obligations as at June 30, 2014 are as follows:

(stated in thousands)	2014	2015	2016	2017	2018	Thereafter	Total
Senior Notes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 265,000	\$ 265,000
Senior Notes interest	10,434	20,869	20,869	20,869	20,869	10,434	104,344
Trade payables and other current liabilities	49,760	-	-	-	-	-	49,760
Dividends payable	5,609	-	-	-	-	-	5,609
Operating leases	2,189	4,315	3,266	2,493	2,463	14,205	28,931
Purchase commitments	27,307	702	-	-	-	-	28,009
Other long term debt	669	657	347	88	-	-	1,761
Total	\$ 95,968	\$ 26,543	\$ 24,482	\$ 23,450	\$ 23,332	\$ 289,639	\$ 483,414

There have been no material changes in the contractual obligations detailed above, other than in the normal course of business, during the current interim period.

# **Outstanding Share Data**

	July 30, 2014	June 30, 2014	December 31, 2013
Common shares outstanding	74,851,627	74,780,175	73,386,191
Warrants outstanding	-	2,518	108,261
Stock options outstanding	3,606,590	3,560,857	4,425,598

#### **Off Balance Sheet Arrangements**

As at June 30, 2014, Western had no off balance sheet arrangements in place.

#### **Transactions with Related Parties**

During the quarter ended June 30, 2014, the Company had no transactions with related parties.

## **Financial Instruments**

Fair Values

All financial instruments are measured at fair value upon initial recognition of the transaction. Measurement in subsequent periods is dependent on whether the instrument is classified as a "financial asset or financial liability at fair value through profit or loss", "available-for-sale financial assets", "held-to-maturity investments", "loans and receivables", or "other financial liabilities".

The Company derecognizes a financial asset when the contractual right to the cash flows from the asset expires, or it transfers the right to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. The Company derecognizes a financial liability when its contractual obligations are discharged, cancelled or expired.

Financial assets and liabilities are offset and the net amount presented in the balance sheet when the Company has a legal right to offset the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

Derivatives embedded in other instruments or host contracts are separated from the host contract and accounted for separately when their economic characteristics and risks are not closely related to the host contract. Embedded derivatives are recorded on the balance sheet at their estimated fair value and changes in the fair value are recorded through net income. The asset is recognized in other assets on the balance sheet while a change in the value of the embedded derivative is included in other items within net income.

The Company has the following non-derivative financial assets:

(i) Financial assets at fair value through profit or loss:

Cash and cash equivalents is held for trading within the fair value through profit or loss category. Financial assets at fair value through profit or loss are measured at fair value, and changes therein are recognized in net income.

#### (ii) Loans and receivables:

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognized initially at fair value adjusted for any directly attributable transaction costs. Subsequent to initial recognition, loans and receivables are measured at amortized cost using the effective interest method, less any impairment losses. The Company's trade and other receivables are categorized as loans and receivables.

#### (iii) Available for sale:

From time to time, the Company may have certain equity investments in publicly traded entities. Investments that have a quoted price in an active market are measured at fair value with changes in fair value recognized in other comprehensive income. When the investment is ultimately sold, any gains or losses are recognized in net income and any unrealized gains or losses previously recognized in other comprehensive income are reversed.

The Company has the following non-derivative financial liabilities:

# (i) Other financial liabilities:

Trade and other payables, finance lease obligations, the senior notes and credit facilities are classified as "other financial liabilities". Other financial liabilities are recognized initially at fair value net of any directly attributable transaction costs. Other financial liabilities, including the senior notes, are subsequently measured at amortized cost using the effective interest method. Transaction costs incurred with respect to the credit facilities are deferred and amortized using the straight-line method over the term of the facility. The asset is recognized in other assets on the balance sheet while the amortization is included in finance costs within net income.

### (ii) Equity instruments:

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

#### Credit Risk

The Company's accounts receivable are with customers in the oil and gas industry and are subject to normal industry credit risk. The Company's practice is to manage credit risk by performing a detailed analysis of the credit worthiness of new customers before the Company's standard payment terms are offered. Additionally, the Company constantly reviews individual customer trade receivables, taking into consideration payment history and the aging of the receivable to monitor collectability.

# Interest Rate Risk

The Company is exposed to interest rate risk on debt subject to floating interest rates, such as the Company's credit facilities.

## Foreign Exchange Risk

The Company is exposed to foreign exchange fluctuations in relation to its US dollar capital expenditures and US operations. The Company ensures that its net exposure is kept to an acceptable level by buying or selling foreign currencies at spot rates when necessary to address short term imbalances. From time-to-time the Company may use forward foreign currency contracts to hedge against these fluctuations.

# Liquidity Risk

Liquidity risk is the exposure of the Company to the risk of not being able to meet its financial obligations as they become due. To manage liquidity risk, the Company forecasts operational results and capital spending on a regular basis. Variances between actual results and forecast are continually monitored to assess the Company's ability to meet its financial obligations.

# Disclosure Controls and Procedures and Internal Controls Over Financial Reporting

As Western's common shares trade on the Toronto Stock Exchange, per National Instrument 52-109, CERTIFICATION OF DISCLOSURE IN ISSUERS' ANNUAL AND INTERIM FILINGS, the Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") of the Company have certified as at June 30, 2014 that they have designed or caused to be designed under their supervision, disclosure controls and procedures ("DC&P") to provide reasonable assurance that: (i) material information relating to the Company, including its consolidated subsidiaries, is made known to the CEO and the CFO by others within

those entities, particularly during the periods in which the interim filings of the Company are being prepared; and (ii) information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time period specified in securities legislation.

The CEO and CFO do not expect that the DC&P will prevent or detect all errors, misstatements and fraud but are designed to provide reasonable assurance of achieving their objectives. A control system, no matter how well designed or operated, can only provide reasonable, but not absolute, assurance that the objectives of the control system are met. In addition to DC&P, the CEO and CFO have designed internal controls over financial reporting, or caused them to be designed under their supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

During the six months ended June 30, 2014, there were no changes in internal control over financial reporting that materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

#### **Critical Accounting Estimates**

This MD&A of the Company's financial condition and results of operations is based on the condensed consolidated financial statements for the three and six months ended June 30, 2014, which were prepared in accordance with IFRS. The presentation of these financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of provisions at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. These estimates and judgements are based on historical experience and on various assumptions that are believed to be reasonable under the circumstances. Anticipating future events cannot occur with absolute certainty, therefore these estimates may change as new events occur, more experience is acquired and as the Company's operating environment changes. The Company's key accounting estimates relate to business combinations, impairment, depreciation, current and deferred taxes and the determination of the fair value of stock options.

The accounting estimates believed to be the most difficult, subjective or require complex judgements and which are the most critical to the reporting of results of operations and financial positions of the Company are as follows:

#### **Business Combinations**

The Company assesses the fair values of the net assets acquired based on management's best estimate of market value, which takes into consideration the condition of the assets acquired, current industry conditions and the discounted future cash flows expected to be received from the assets as well as the amount it is expected to cost to settle the outstanding liabilities.

## *Impairment*

The Company assesses impairment at each reporting date by evaluating conditions specific to the organization that may lead to impairment of assets. Where an impairment indicator exists, or annually in the case of goodwill, the recoverable amount of the asset or cash generating unit is determined. Value-in-use and fair value less cost to sell calculations performed in assessing the recoverable amounts incorporate a number of key estimates. As at June 30, 2014, the Company completed its assessments and did not identify indicators of impairment for the long-lived assets of the Company.

## Depreciation

The Company's property and equipment is depreciated based upon estimates of useful lives and salvage values. These estimates are based on industry practice and the Company's own experience and may change as more experience is gained, market conditions shift or new technological advancements are made.

The componentization of the Company's property and equipment, specifically drilling rig equipment and well servicing rig equipment, is based on management's judgment as to which components constitute a significant cost in relation to the entire item. The componentization process also requires management's judgement in assessing whether individual components have similar consumption patterns and useful lives.

# Income taxes

Preparation of the consolidated financial statements involves determining an estimate of, or provision for, income taxes in each of the jurisdictions in which the Company operates. The process also involves making an estimate of taxes currently payable and taxes expected to be payable or recoverable in future periods, referred to as deferred taxes. Deferred taxes result from the effects of temporary differences due to items that are treated differently for tax and accounting purposes. The tax effects of these differences are reflected in the consolidated balance sheet as deferred tax assets and liabilities. An assessment must also be made to determine the likelihood that the Company's future taxable income will be sufficient to

permit the recovery of deferred tax assets. To the extent that such recovery is not probable, recognized deferred tax assets must be reduced to the recoverable amount. Judgement is required in determining the provision for income taxes and recognition of deferred tax assets and liabilities. Management must also exercise judgement in its assessment of continually changing tax interpretations, regulations and legislation, to ensure deferred tax assets and liabilities are complete and fairly presented. The effects of differing assessments and applications could be material.

### Share-based payments

Stock based compensation expense associated with stock options granted is based on various assumptions, using the Black-Scholes option pricing model to calculate an estimate of fair value. The inputs into the model include interest rates, expected life, expected volatility, expected forfeitures, expected dividends and share prices and these inputs affect the estimated fair value calculated. Determining the estimated expected life, volatility, forfeitures and expected dividends requires judgement.

#### **Business Risks**

For a comprehensive listing of the Company's business risks please see the most recent Annual Information Form for the year ended December 31, 2013 as filed on SEDAR at www.sedar.com. The Company's primary business risks are as follows:

- The Company's business relies on the oil and gas exploration and production industry which is subject to a number of risks including general economic conditions, fluctuations in demand and supply of production components, fluctuations in commodity prices, competition and increases in operating costs. In addition, changes may occur in government regulations, including regulations relating to foreign acquisitions, prices, taxes, royalties, land tenure, allowable production, importing and exporting of oil and natural gas and environmental protection for the oil and gas industry as a whole. Risks impacting the oil and gas exploration and production industry, including the ability of oil and gas companies to accumulate capital or variations in their exploration and development budgets, may also affect the Company's business. The exact impact of these risks cannot be accurately predicted.
- In addition to global economic events and uncertainty, the capacity within North America to ship commodities to market introduces uncertainties in levels of activity and pricing for oil and natural gas production.
- The Company is vulnerable to market prices. Fixed costs, including costs associated with operations, leases, and labour costs account for a significant portion of the Company's expenses. As a result, reduced productivity resulting from reduced demand, equipment failure, or other factors could significantly affect its revenues and financial results.
- Competition among related service companies is significant. Some competitors are larger and have greater revenues than the Company and overall greater financial resources. The Company's ability to generate revenues depends on its ability to attract and win contracts and to perform services.
- Currently, the Company is focused on providing services in the WCSB as well as certain geographic areas in the United States, which may expose the Company to more extreme market fluctuations relating to items such as weather and general economic conditions which may be more extreme than the broader industry conditions.
- The success of the Company is dependent upon the efforts and abilities of its management team. The loss of any member of the management team could have a material adverse effect upon the business and prospects of the Company.
- The Company's business is subject to the operating risks inherent to the oilfield service industry. On occasion, substantial liabilities to third parties may be incurred. The Company will have the benefit of insurance maintained by it and industry standard contracts, however, it 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 oilfield service industry has experienced a high degree of invention and innovation. It is possible that new technology will be developed which will compete with the Company's products and services.
- A portion of the operations of the Company are in the United States which subject the Company to currency fluctuations and different tax and regulatory laws.

# **Forward-Looking Statements and Information**

This MD&A contains certain statements or disclosures relating to Western that are based on the expectations of Western as well as assumptions made by and information currently available to Western which may constitute forward-looking information under applicable securities laws. All such statements and disclosures, other than those of historical fact, which address activities, events, outcomes, results or developments that Western anticipates or expects may, or will occur in the future (in whole or part) should be considered forward-looking information. In some cases forward-looking information can be identified by terms such as "forecast", "future," "may", "will", "expect", "anticipate,", "believe", "potential", "enable", "plan", "continue", "contemplate", "pro forma", or other comparable terminology.

In particular, forward-looking information in this MD&A includes, but is not limited to, statements relating to future declaration of dividends; the future demand for the Company's services and equipment; the terms of existing and future drilling contracts in Canada and the US and the revenues resulting there from; the Company's expansion and maintenance capital plans for 2014, including the ability of current capital resources to cover Western's financial obligations and the 2014 capital budget; the Company's expected sources of funding to support such capital plans; expectations as to the increase in crude oil transportation capacity through rail and pipeline development; expectations as to the necessary approvals for liquefied natural gas projects being obtained; the expectation of continued foreign investment into the Canadian oilfield industry; the expectation of increase in oilfield services activities in general, and drilling activity in various resource plays in particular, including the type of drilling; the Company's expected utilization for its drilling and well servicing divisions; strong oilfield activity levels and pricing; increased commodity pricing; the improving economic conditions in North America; the Company's ability to achieve its desired return on investment through existing or future rig build opportunities; the continued and enhanced marketability of the Company's drilling and servicing rigs; the Company's expected tax rate in 2014 and forward-looking statements under the heading "Critical Accounting Estimates".

The material assumptions in making the forward-looking statements in this MD&A include, but are not limited to, assumptions relating to, demand levels and pricing for oilfield services; fluctuations in the price and demand for oil and natural gas; commodity pricing; general economic and financial market conditions; the Company's ability to finance its operations; the effects of seasonal and weather conditions on operations and facilities; the competitive environment to which the various business segments are, or may be, exposed in all aspects of their business; the ability of the Company's various business segments to access equipment (including spare parts and new technologies); changes in laws or regulations; currency exchange fluctuations and the ability of the Company to attract and retain skilled labour and qualified management; the ability to retain and attract significant customers; and other unforeseen conditions which could impact the use of services supplied by Western and Western's ability to response to such conditions.

Although Western believes that the expectations and assumptions on which such forward-looking statements and information are based are reasonable, undue reliance should not be placed on the forward-looking statements and information as Western cannot give any assurance that they will prove to be correct. Since forward-looking statements and information address future events and conditions, by their very nature they involve inherent risks and uncertainties. Actual results could differ materially from those currently anticipated due to a number of factors and risks. These include, but are not limited to, the risk that the demand for oilfield services will not continue to improve for the remainder of 2014, and other general industry, economic, market and business conditions. Readers are cautioned that the foregoing list of risks, uncertainties and assumptions are not exhaustive. Additional information on these and other risk factors that could affect Western's operations and financial results are included in Western's annual information form which may be accessed through the SEDAR website at www.sedar.com. The forward-looking statements and information contained in this MD&A are made as of the date hereof and Western does not undertake any obligation to update publicly or revise any forward-looking statements and information, whether as a result of new information, future events or otherwise, unless so required by applicable securities laws.

# **Additional data**

The Annual Information Form containing additional information relating to the Company is filed on SEDAR at www.sedar.com.