



# Corporate Presentation - AGM

June 2019

TSXV: ZDC

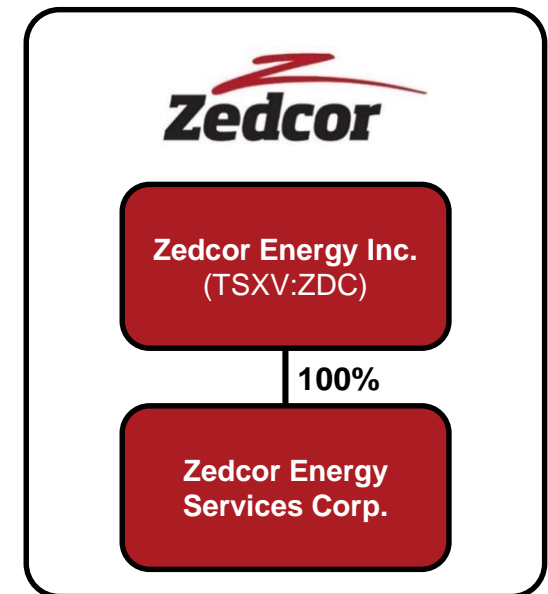
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# 2018 Corporate Highlights



- ▶ **INNOVATION.** Launched the Security & Surveillance division supported by a fleet of 67 new hybrid light towers equipped with high resolution security cameras.
- ▶ In July 2018 Zedcor signed a security services contract with a Canadian based pipeline company to provide exclusive surveillance and security services for a pipeline replacement project.
- ▶ **GROWTH.** Revenue increased by 16% and EBITDA increased by 15% in 2018 when compared to 2017.
- ▶ Expanded customer base beyond upstream energy services customers and into alternative industry segments; pipeline, commercial construction and industrial facilities.



# Financial Highlights

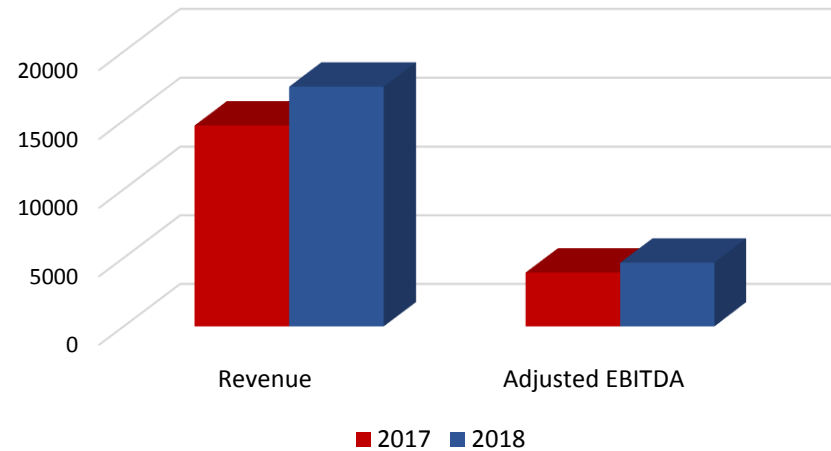
stated in thousands of CAD dollars



## 2018 - GROWTH

- ▶ Revenue increased 16% in 2018
- ▶ Adjusted EBITDA increased 15% in 2018
- ▶ Reduced legacy debt by \$5,212
- ▶ Secured new credit facility with ATB

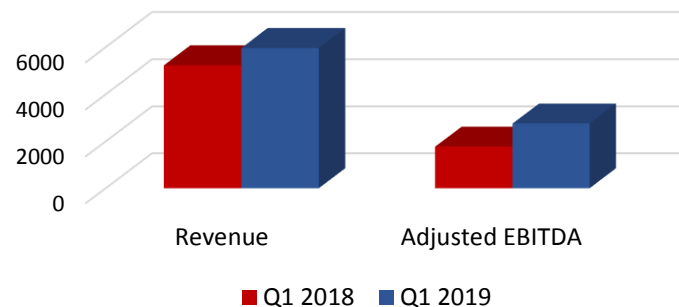
### Comparable Revenue and Adj EBITDA



## 2019 - CONTINUED GROWTH

- ▶ Q1 2019 revenue increased 12%
- ▶ Q1 2019 adjusted EBITDA increased 36%

### Q1 '19 Comparable Revenue and Adj EBITDA



## Accommodations



The wellsite accommodations include:

- ▶ Engineer / Engineer
- ▶ Geologist Labs
- ▶ 3 & 4 Man Sleepers
- ▶ Command Centres
- ▶ Office Centres
- ▶ Integrated Wellsite System (IWS)
- ▶ One of the newest fleets in the industry

## Power & Lighting



The power & lighting fleet includes:

- ▶ Dual Generators
- ▶ Single Generators
- ▶ Diesel Light Towers
- ▶ Stadium Light Towers

### **New to fleet in 2018/2019**

- ▶ Hybrid Solar Light Towers
- ▶ Hercules Stadium Towers

## Surface Rentals



The surface rentals fleet includes:

- ▶ Matting
- ▶ Tanks
  - ▶ Floc
  - ▶ 400 BBL
  - ▶ Shale
  - ▶ Premix
- ▶ Pumps

## Security and Surveillance division launched in 2018 with success:

- ▶ Won a security contract for a pipeline replacement project
  - ▶ 18 month project
  - ▶ \$3.9 million contract

*“Zedcor has not only met but exceeded our expectations with their advancements in solar-powered surveillance. It has given us peace of mind.”* – Construction Manager, Trans-Northern Pipelines Inc.

- ▶ Growth through market diversification
  - ▶ Commercial construction
  - ▶ Industrial Facilities
  - ▶ Pipeline construction

*“Pushing the boundaries of surveillance, Zedcor incorporates the latest technology with seasoned law enforcement professionals to provide a holistic approach to security”* – Senior Vice President of Land Development & Construction, Remington Development Corporation.

- ▶ Brand recognition and strong reputation

*“I would highly recommend Zedcor to any company that needs to reduce their security costs all the while increasing the overall security of their operation.”* – Drilling Director, Seven Generations Energy.

# Security & Surveillance – Service Offerings



## Remote Surveillance

- ▶ Solar hybrid light towers equipped with high resolution cameras
- ▶ Loudspeaker voice warning system
- ▶ 24/7 surveillance
- ▶ Incident & shift reporting services
- ▶ Two way communication with remote sites



## Wireless Disturbance Sensors

- ▶ Anti tampering security solution
- ▶ Magnetically mounts to critical assets
- ▶ Reads disturbances/vibrations
- ▶ Readings sent to surveillance tower database
- ▶ Up to 64 sensors can be tied to 1 tower



## Fixed Surveillance

- ▶ High definition pan, tilt, zoom cameras
- ▶ Loudspeaker voice warning system
- ▶ 24/7 surveillance
- ▶ Incident & shift reporting services



## Surveillance HQ

- ▶ Staffed with law enforcement veterans
- ▶ Detailed security plans/reports
- ▶ Liaison with local law enforcement agencies
- ▶ 24/7 surveillance



- 1. Strengthen Balance Sheet**

Aggressively retire legacy debt.  
Move balance sheet leverage to 1.0 – 2.0 range, subject to market conditions.  
Reduce indirect annual costs and increase free cash flow.
- 2. Grow Security & Surveillance**

Identify and secure new service contracts in this space.  
Strengthen security brand.
- 3. Diversification**

New security and surveillance offerings and markets.  
Improved market reach – customers and territory.
- 4. Improve Returns**

Sell or repurpose under-utilized assets.  
Increase working capital through operational efficiencies and cost reductions.

# Management Team



## Todd Ziniuk President & CEO

Todd joined Zedcor through the acquisition of Zedcor Oilfield Rentals Ltd. in February 2016. He brings a solid base of industry knowledge with over 15 years of direct experience in the oilfield rentals and logistics industry.

Previously, Todd was the General Manager and owner at Zedcor Oilfield Services. Formerly, he was the President and founder of both Oilpatch Rentals Ltd. and North American Tubulars Ltd. which were each sold in 2007 and 2012, respectively.

## James Leganchuk Vice President of Operations

James joined Zedcor through the acquisition of Zedcor Oilfield Rentals Ltd. in February 2016. He served as General Manager of Zedcor post acquisition and operations manager of Zedcor Oilfield Rentals starting in 2011. He brings extensive knowledge of the oilfield rental industry with over 17 years of direct experience in various operations and sales roles within the industry.

## Kim Cotter Chief Financial Officer

Kim joined Zedcor as the Corporate Controller in February 2016. She brings over 15 years of finance and accounting experience. Prior to joining Zedcor, Kim was the Director of Finance for Rogers Data Centres, a division of Rogers Communications. Before that she was the Corporate Controller for a Western Canadian based data centre company and a senior finance manager for a Canadian based oil and gas service company.

Kim is a CA, CPA and has been a member of the Chartered Professional Accountants since 2004. She holds a bachelor of Commerce degree from the University of Western Ontario.

## Todd Dean Vice President of Corporate Marketing

Todd joined Zedcor in early 2016 and brings with him more than 16 years of business development and marketing experience in the Oil & Gas industry. Prior to joining Zedcor, Todd was an integral part of the business development teams at J&L Supply Co, Halliburton and Precise Drilling Components. Todd has been instrumental in the successful launch of Zedcor's Security & Surveillance division.

Todd holds a BA in Communications from the University of Calgary.