



BLACK DIAMOND

GROUP

2018 Second Quarter Operational Highlights
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Forward Looking Statements



This presentation contains forward-looking statements. The use of the words “anticipate”, “continue”, “estimate”, “expect”, “will”, “project”, “should”, “believe”, “intend”, and similar expressions identify forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. Management believes the expectations reflected in those forward-looking statements are reasonable but cannot give any assurance these expectations will prove to be correct.

Compelling Growth Strategy



Improve Profitability

- Increase economies of scale through bigger fleets in larger markets
- Expansion of VAPS through branch network
- Custom sales and ancillary operational services

Operating Leverage

- Improving utilization
- Improving rates
- Higher recurring cash flow

Disciplined CAPEX

- Grow rental fleets in diversified markets
- Shift capital to revenue generating asset categories
- Increase funds from operations

Strong Shareholder Returns



Business Results Overview



Business Unit Performance

Modular Space Solutions (MSS)

- Increased sales of underutilized fleet during the quarter. Right-sizing of Alberta fleet.
- Lower rental revenue due to large contracts expiring in the first quarter of 2018.

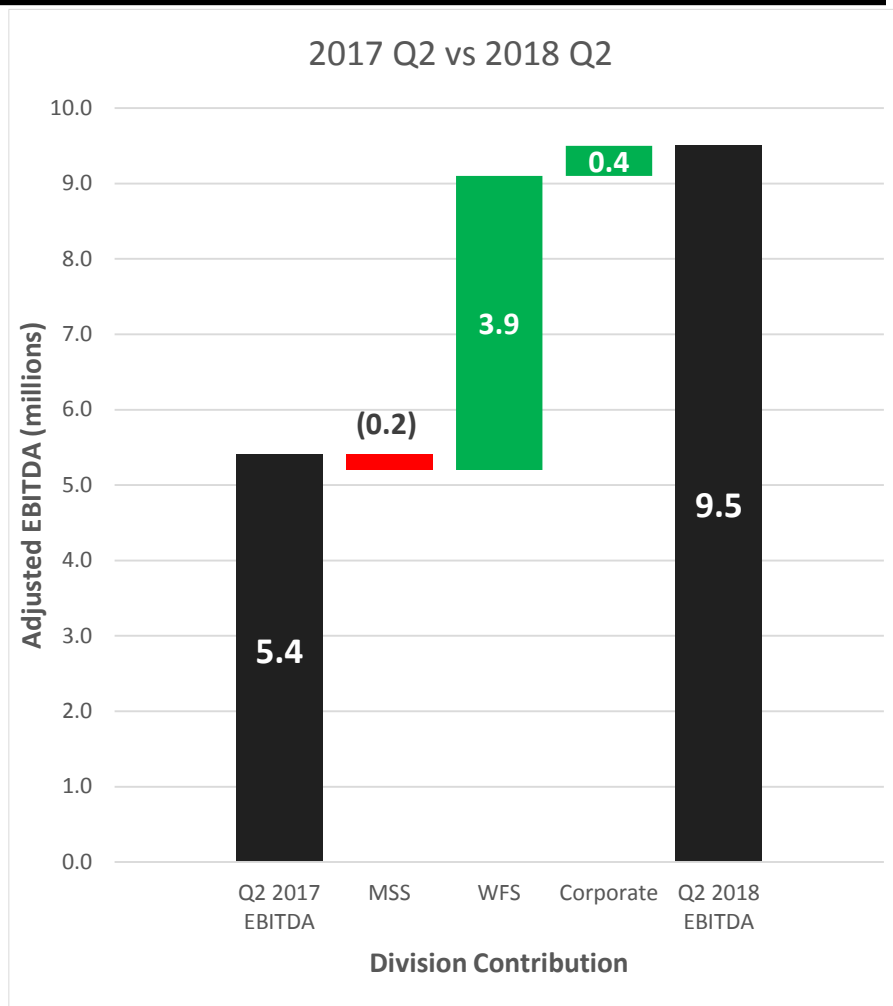
Workforce Solutions (WFS)

- Higher activity at Sunday Creek Lodge Sunset Prairie Lodge
- Margin earned on Sunset Prairie Lodge transaction
- Improving run rate from US Wellsites and Australian operations

Corporate

- Lower administrative costs from restructuring initiative

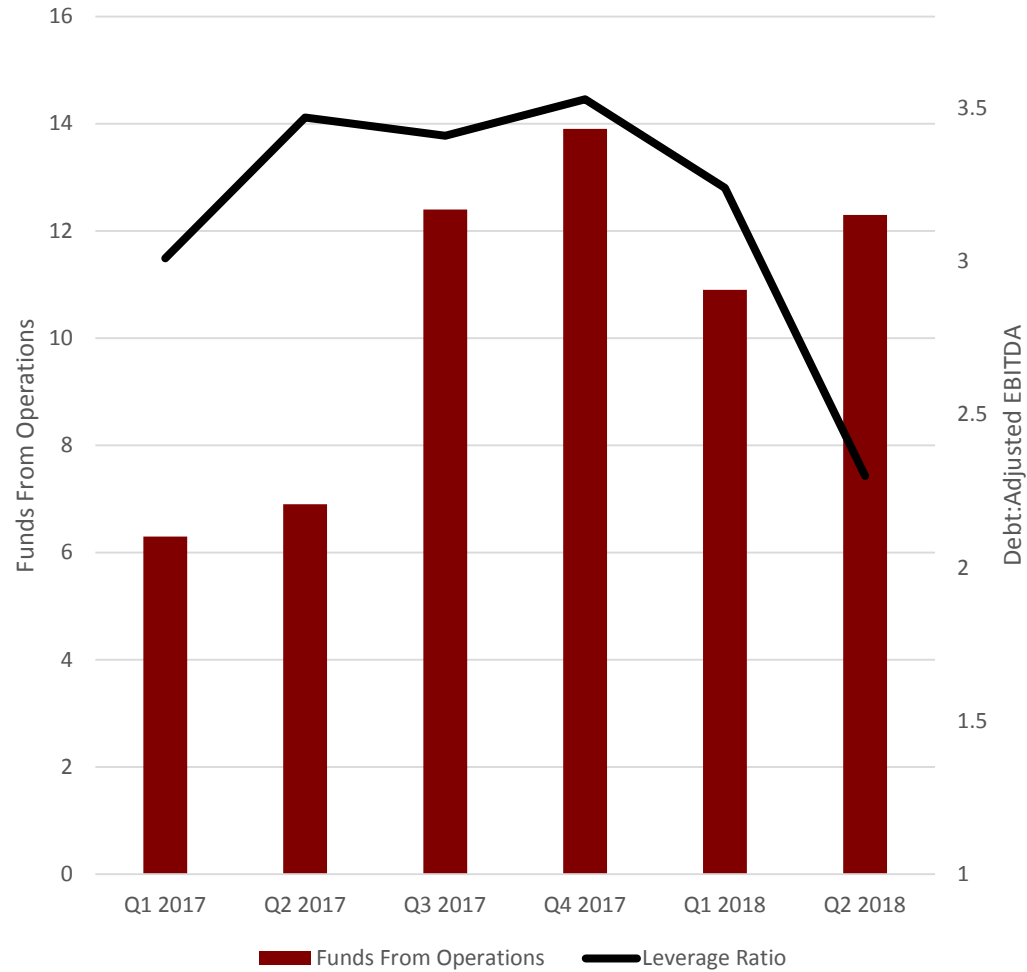
Adjusted EBITDA



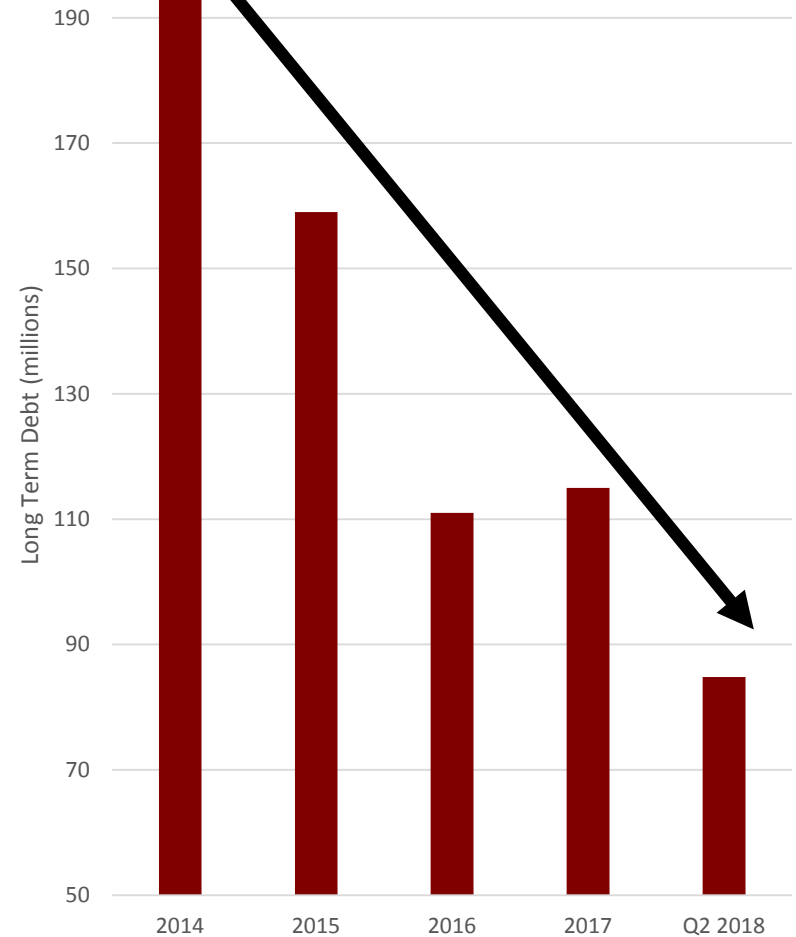
Creating Financial Flexibility



FFO and Leverage Ratio



Long Term Debt Reduction



Compelling Growth Strategy



Improve Profitability

- Increase economies of scale through larger fleets in growing markets
- Expansion of VAPS through branch network
- Custom sales and ancillary operational services

Operating Leverage

- Improving utilization
- Pushing up rental rates
- Higher recurring cash flow

Disciplined CAPEX

- Grow rental fleets in diversified markets
- Shift capital to revenue generating asset categories
- Increase funds from operations

Strong Shareholder Returns





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THANK YOU

7/30/2018

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