



**BLACK DIAMOND**  
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**2017 Third Quarter Operational Highlights**  
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# Forward Looking Statements

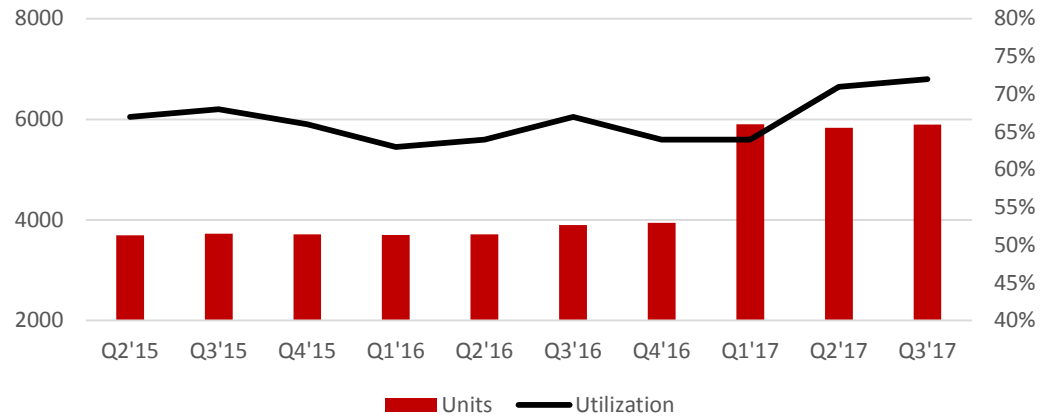


This presentation contains forward-looking statements. The use of the words “anticipate”, “continue”, “estimate”, “expect”, “will”, “project”, “should”, “believe”, “intend”, and similar expressions identify forward-looking statements. These statements involve known and unknown risks, uncertainties and 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.

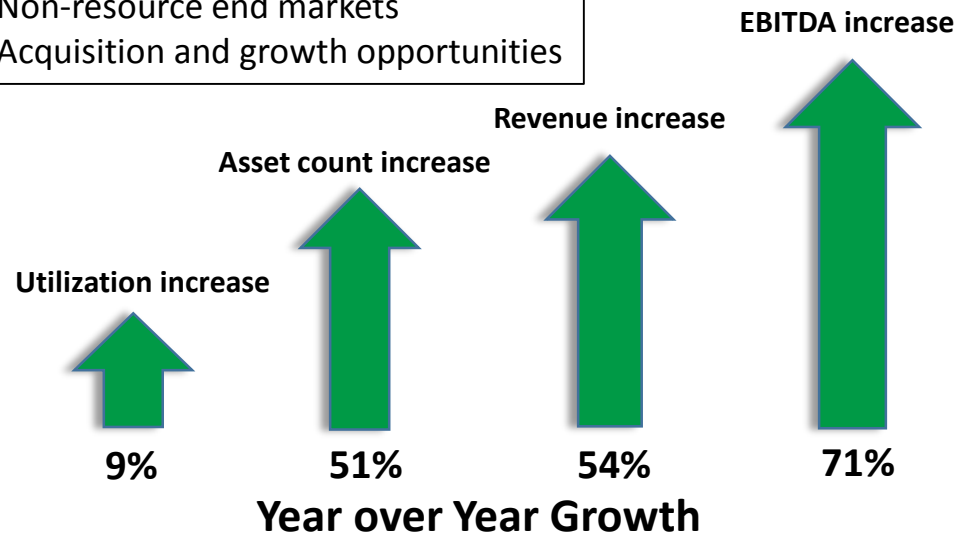
# Space Rentals Growth



## BOXX Units vs Utilization



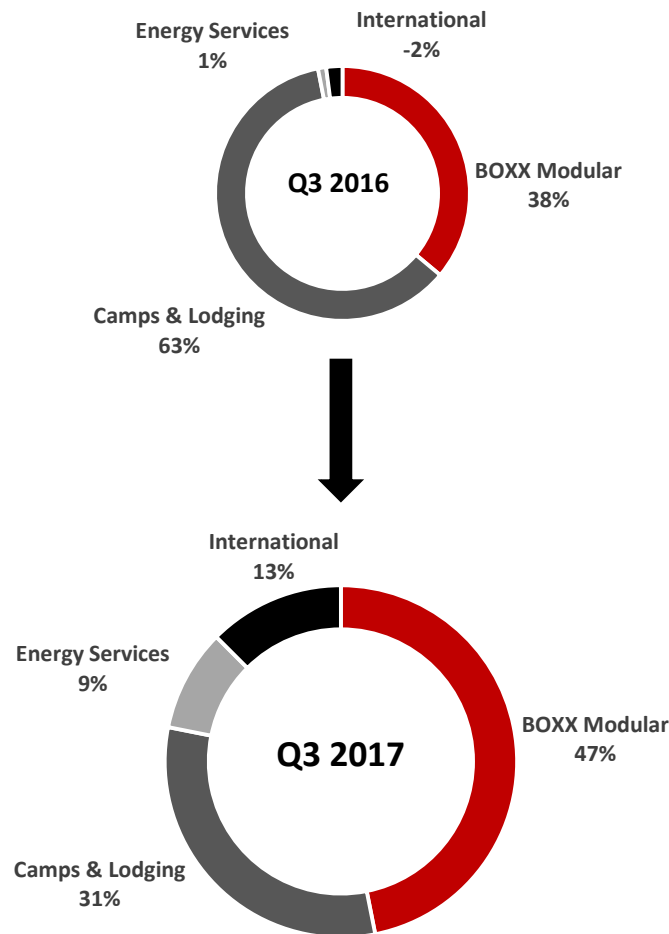
Stable diversified cash flows  
 Non-resource end markets  
 Acquisition and growth opportunities



# Continued Diversification



## YoY Segmented EBITDA



## Highlights:

- BOXX Modular largest EBITDA contribution
- Signs of resource recovery in Australia improving mid to long-term outlook
- Relocation of wellsite accommodation units into active basins
- Disposition of underutilized accommodation assets
- Targeted CAPEX into strong Space Rentals markets

# Business Results Overview



## Business Unit Performance

### BOXX Modular

- Improved utilization, larger fleet, strong markets outside of Alberta.

### Camps & Lodging

- Decrease in average beds utilized and occupancy in open camps.

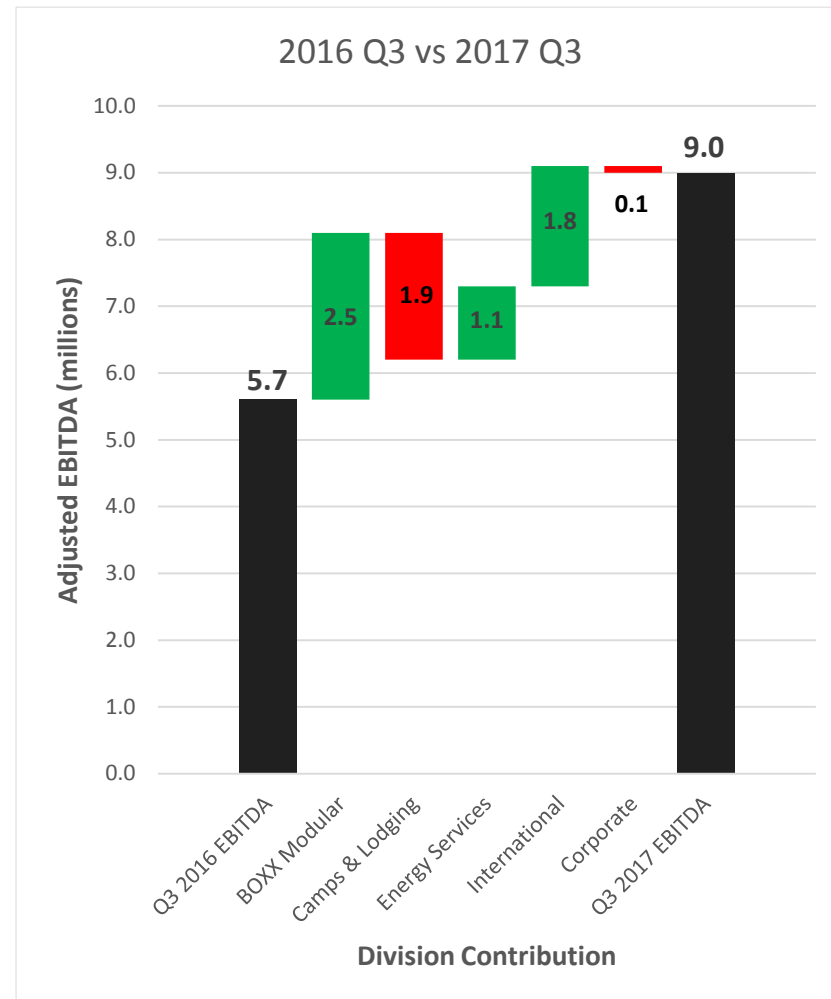
### Energy Services

- Significant increase in accommodations utilization driven by improved activity in all basins in which we operate

### International

- Strong growth in education sector drove increased utilization and sales. Starting to see recovery in resource activity.
- Sale of used camp assets above book value to mining project

## Adjusted EBITDA Waterfall





# Quarterly Financial Metrics



Financial Highlights (in millions of dollars except per share amounts and ratios)	For the three months ended:		
	Sept 30, 2017	Sept 30, 2016	% Change
Revenue	36.5	27.4	33%
Adjusted EBITDA	9.0	5.7	58%
(Loss)	(3.3)	(7.9)	(58)%
Loss per share – basic + diluted	(0.06)	(0.18)	(67)%
Funds from operations	12.4	7.5	65%
Bank Debt: EBITDA Covenant (Limit of 4.25:1.00)	3.41	2.63	

# Balance Sheet Management



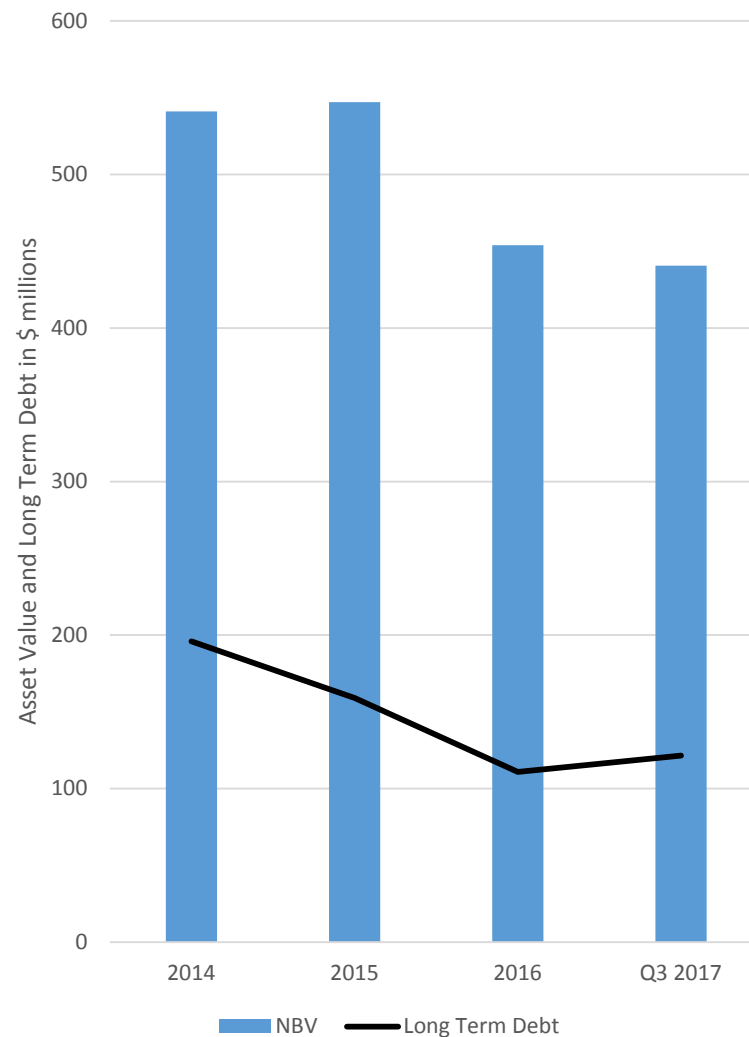
## Banking Amendments Effective Nov 7<sup>th</sup> 2017

- Provide borrowing capacity and flexibility to operate in the weak near-term environment and to support further growth in Space Rentals segment
- Term of facility extended one year to April 2020 and an increase on funded-debt-to-Adjusted EBITDA covenant:

Time Period	Covenant
Previous	3.00 : 1.00
Q4 2017	4.50 : 1.00
FY 2018	4.50 : 1.00
Q1 2019	4.25 : 1.00
Q2 2019	4.00 : 1.00
Q3 2019	3.75 : 1.00
Q4 2019	3.50 : 1.00
Q1 2020 +	3.00 : 1.00

### Modest Debt increase Q2 to Q3 2017 due to:

- Increase in working capital from increased business activity
- Draw on cash from 2 months of dividends
- CAPEX



# Outlook



## Guidance

- 2017 EBITDA guidance revised to \$25-\$30 million
- Slower than anticipated recovery in resource industry

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## Asset Sales

- Sold \$18 million of underutilized assets above book value over the past 12 months
- Reduced number of underutilized accommodation assets by 698 rooms for margin above book value

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## Capital Spending

- \$23 million gross CAPEX & \$14 million net of asset sales
- Increased opportunities to deploy capital at attractive rates identified primarily in Space Rentals

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## Restructuring

- Streamline organization to increase operational competitiveness
- Reduce costs by \$3 million and improve efficiency







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**THANK YOU**