



**BLACK DIAMOND**  
GROUP



**2015 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. The Company believes the expectations reflected in those forward-looking statements are reasonable but cannot give any assurance these expectations will prove to be correct.

# Third Quarter 2015 Highlights

## Revenue

**\$59.4 million** - down 30% year-over-year due to lower utilization

## Adjusted EBITDA

**\$19.2 million** - down 44% year over year

## Profit

**\$8.0 million** on gain from sale of Construction Services to Northern Frontier

## \$50 million Capital Plan

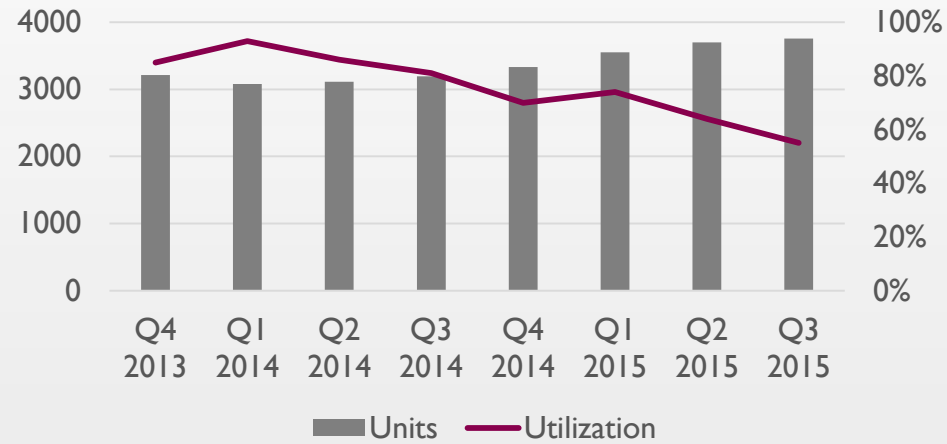
As at September 30, 2015 Black Diamond's capital expenditure program:

- \$48.1 million spent
- \$1.0 million committed
- \$49.1 million total so far in 2015

# Structures Utilization

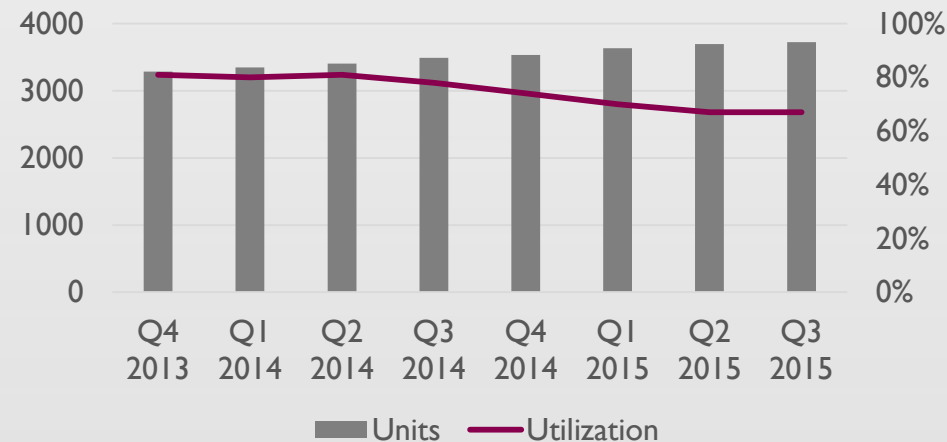
## Workforce Accommodation

- 55% utilization compared with 81% last year
- Due to low oil pricing
- Low visibility going forward



## Space Rentals

- 67% utilization compared with 78% last year
- Exposure to multiple industries and geographies has underpinned utilization



# Q3 2015 Adjusted EBITDA \$19.2 Million

## Divisional Highlights

### Structures

- Lower EBITDA attributed to reduced revenue due to lower utilization and rate concessions on contract renewals

### Logistics

- Decreases in occupancy levels and in beds under management, and rate concessions on contract renewals, contributed to lower EBITDA levels

### Energy Services

- Lower rates and lower utilization due to the current oil price and the discontinuation of demand related to flood relief led to lower EBITDA

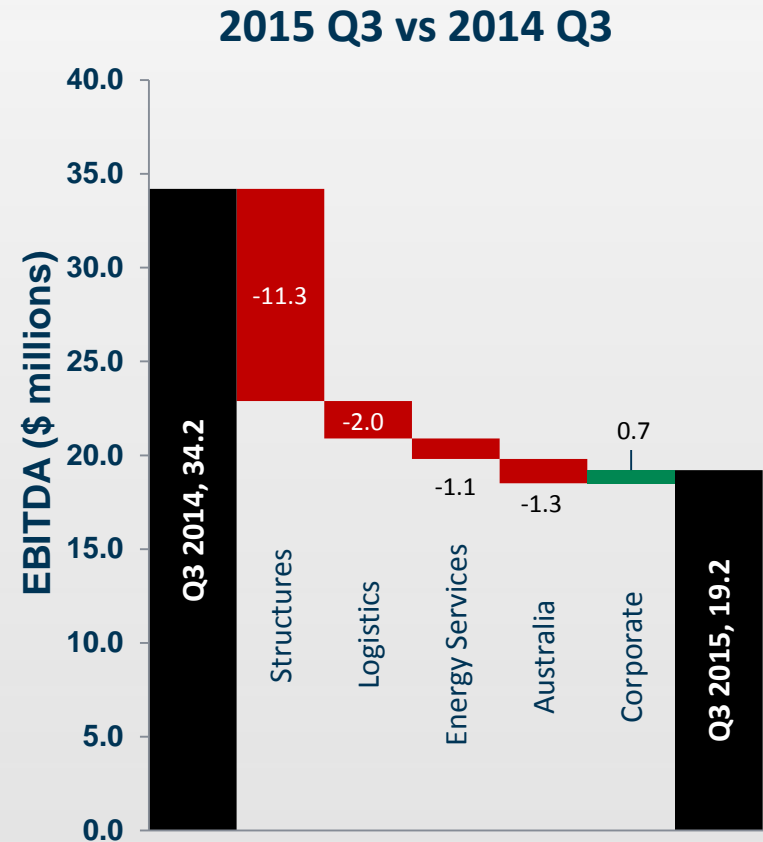
### International (Australia)

- Lower EBITDA due to ongoing headwinds in commodity complex

### Corporate

- Administrative expenses down 9% from a year ago, due primarily to a decrease in personnel and share based compensation costs

## Adjusted EBITDA Waterfall





# Quarterly Review

Financial Highlights (in millions of dollars except per share amounts and ratios)	For the three months ended			For the nine months ended		
	Sept 30, 2015	Sept 30, 2014	% Change	Sept 30, 2015	Sept 30, 2014	% Change
Profit (loss)	8.0	11.2	(29%)	16.2	38.7	(58%)
Earnings per share (basic)	\$0.19	\$0.26	(27%)	0.39	0.91	(57%)
Funds available for dividends	23.1	31.5	(33%)	72.8	107.0	(32%)
Dividends Declared	9.9	10.1	(2%)	29.6	29.2	1%
Payout ratio	43%	32%		42%	28%	
Net Debt : EBITDA	1.82	0.80				

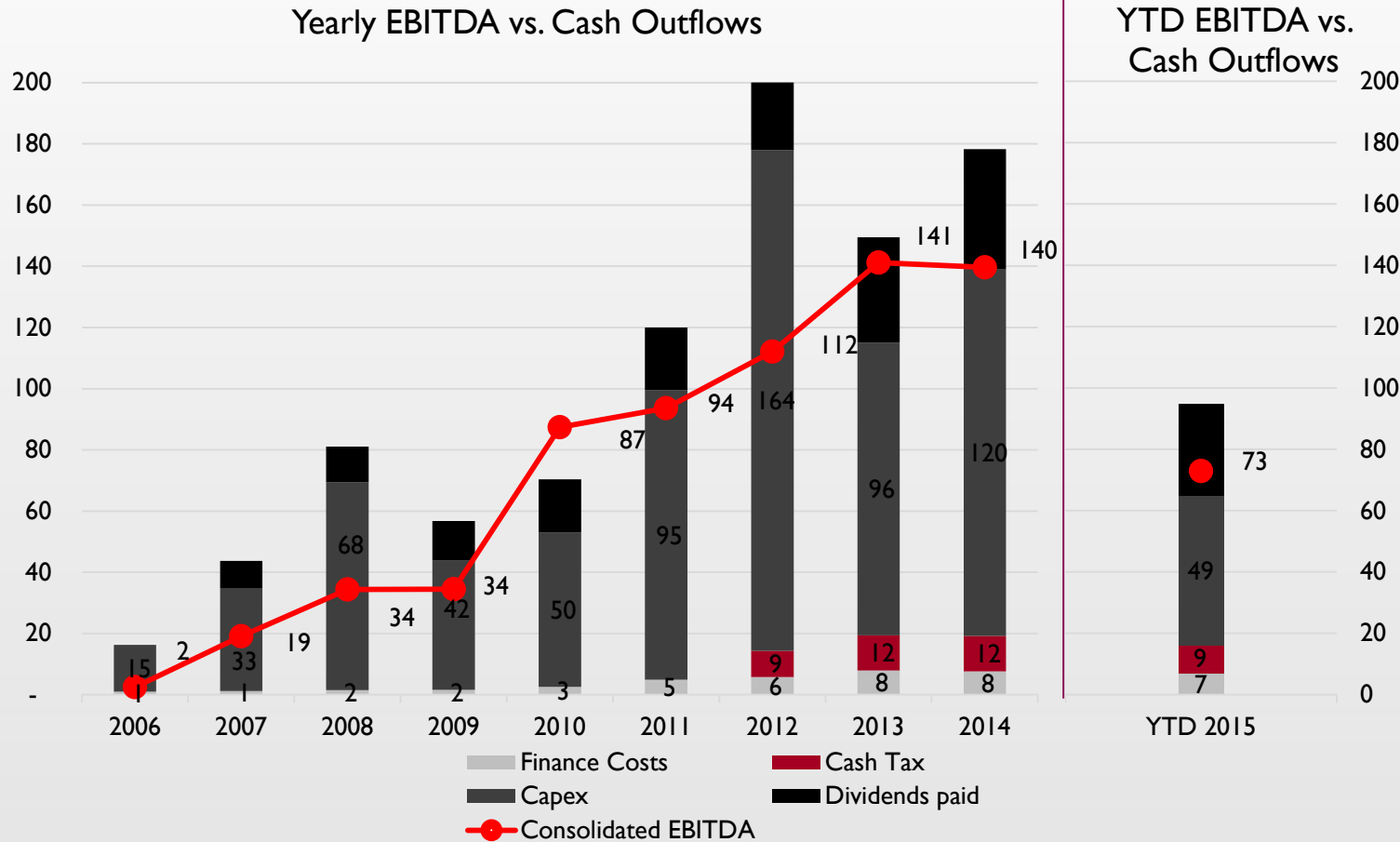
# Dividend Reduction

Monthly Dividend has been reduced from

8 cents/share



5 cents/share



A prudent cash flow strategy to position Black Diamond for future strength

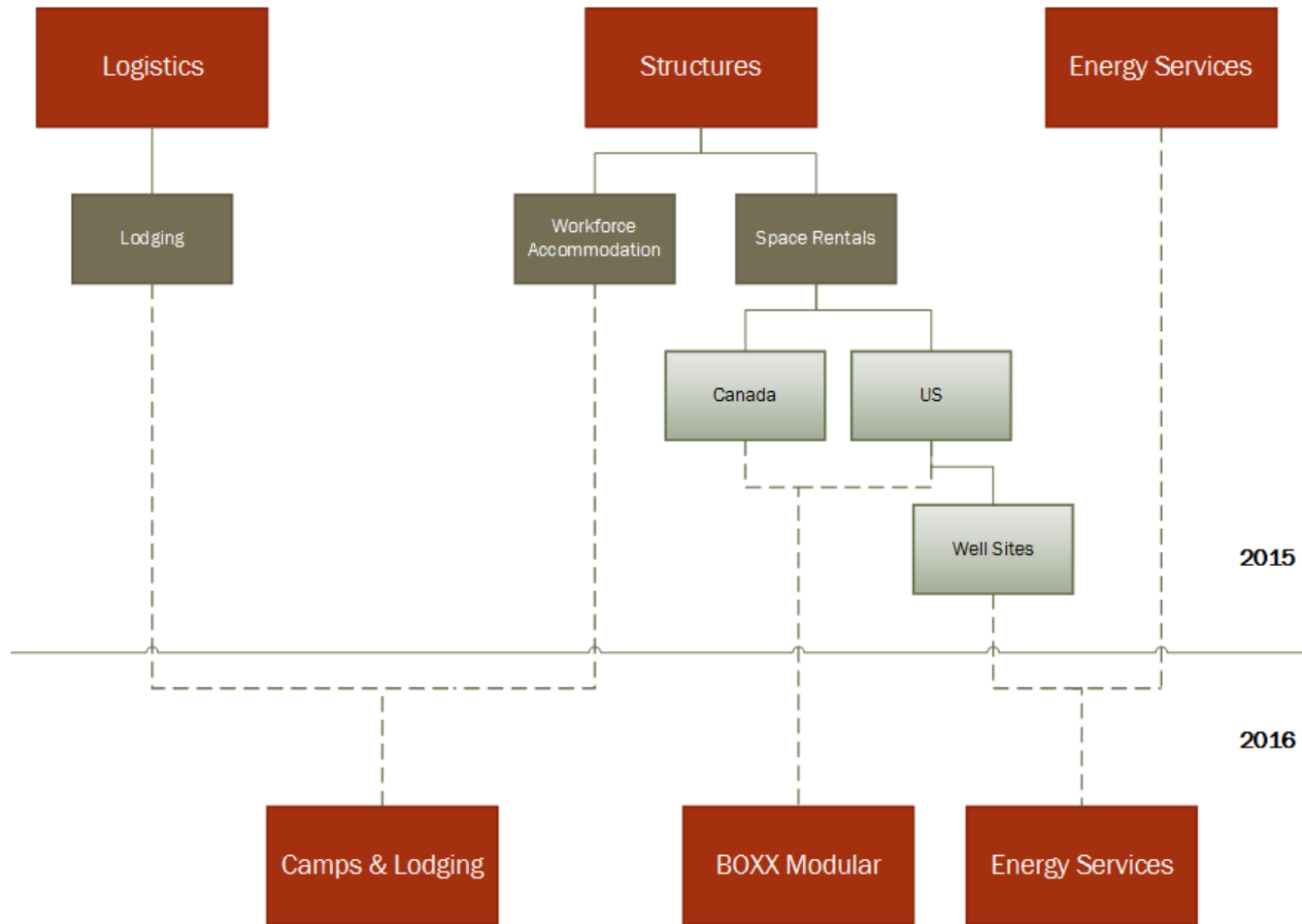
# Contracts Outstanding

<b>Contracted Future Revenue</b> (in millions of dollars)	<b>As at</b>		
	<b>Sept 30, 2015</b>	<b>Sept 30, 2014</b>	<b>% Change</b>
Structures	\$76.5	\$97	(21%)
Logistics	\$12.8	\$42.3	(70%)
Energy Services	\$2.4	\$3.6	(33%)
International	\$2.2	\$2.7	(19%)
<b>Total</b>	<b>\$93.9</b>	<b>\$145.6</b>	<b>(36%)</b>

<b>Weighted Average Contract Term Outstanding</b> (in months)	<b>As at</b>		
	<b>Sept 30, 2015</b>	<b>Sept 30, 2014</b>	<b>% Change</b>
Structures	9	9	-
Energy Services	3	2	50%
International	5	4	25%



# Corporate Reorganization



Groups related businesses to increase effectiveness, increase efficiency and streamline operations

# 2016 Capital Plan - \$25 Million

Primarily BOXX Modular

- Southern United States
- Ontario

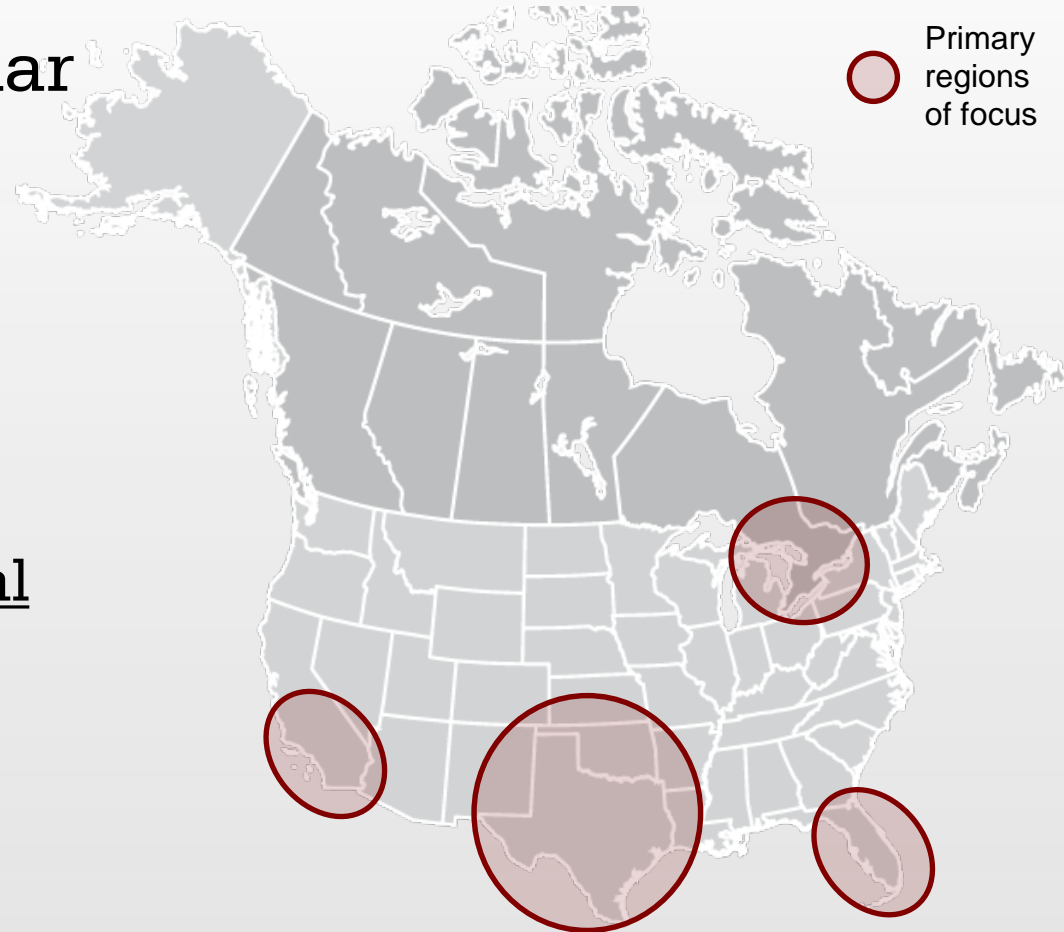
## Breakdown:

\$22M Growth Capital

\$3M Maintenance Capital

\$25 Million

(Does not contemplate LNG)



Focus on diversification - Generally non-speculative





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**THANK YOU!**