## **High Arctic Energy Services Inc**



TSX: HWO

## **Investor Presentation**

March 2025

## **Presentation Outline**







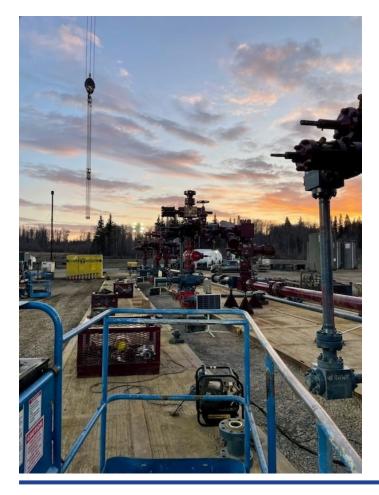


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### **Business Overview**



#### Oil + Natural Gas Sector



#### High-Margin Rental Services

- Delta Rental Services, including legacy HAES Rentals
  - Blow Out Preventers (BOPs)
  - Valves, high pressure pipework 'iron'
  - Fishing equipment, oilfield handling equipment
  - Trailers, mobile meeting rooms, lighting towers

#### Other Investments

- 2 developed industrial properties, 1 generating lease income
- 42% equity investment in Team Snubbing
- 49% ownership of the Seh' Chene Energy Services partnership
- 6 snubbing units stored in Colorado, USA

## **Quality Centric Culture**



### **VISION**

with a relentless focus on quality, be recognized as a trusted provider of energy services

- ➤ HAES Rental Services Lost time incident Free since 2016
- Delta Rental Services Lost time incident Free since inception

### **VALUES**

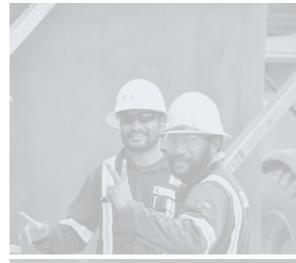
**People** we care for our people

**Community** we respect the people, cultures and places where we work

**Trust** we do what we say

**Challenge** we seek bespoke and innovative solutions

**Customers** we use our expertise to meet our customers objectives





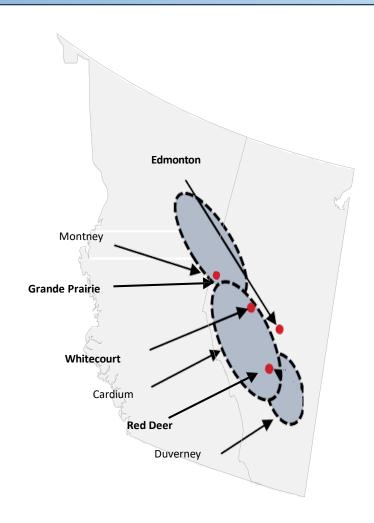
## **Rental Services**







- Delta Rental Services acquired December 28, 2023
- Quality provider of pressure control equipment
- Seamlessly Integrated with legacy HAES Rentals business
- Rebranded combined business under Delta Rental Solutions
- Well positioned in the Western Canadian Sedimentary Basin
- Service 3 major basins from Whitecourt and Red Deer
- Customers include service and energy companies
- Platform for Canadian growth



## **Canadian Snubbing**







We choose partners who share our values and bring market differentiation

- Largest fleet of snubbing equipment in Canada
- High Arctic owns 42%, and holds 2 seats on 5-person board
- Management invested in ownership
- Dominant market share in Canada
- Acquired 100% interest in Team Snubbing International
  - Prior to 2024 acquisition it was a 50% partnership
  - Has an established operation in Alaska, USA
  - Active marketing in MENA and elsewhere

## **Canadian Business Plans**



#### **Business Strategy**

Focussed on Canadian business activity, leverage High Arctic's mature and high-quality people, assets, systems and work processes to grow the core business. While sustaining capital stewardship that preserves balance sheet strength, utilize selective and opportunistic investments to grow. Actively seek out business transactions which would create value for the Corporation's shareholders.

#### 2025 Strategic Objectives

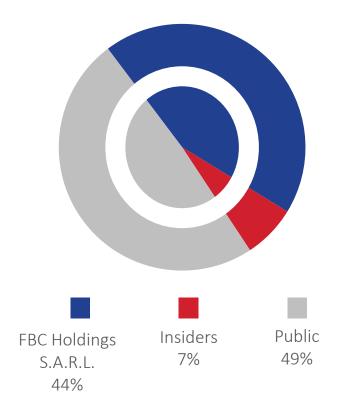
- Relentless focus on safety excellence and quality service delivery
- Grow the core businesses through selective and opportunistic investments
- Actively manage direct operating costs and general and administrative costs
- Steward capital to preserve balance sheet strength and financial flexibility; and
- Execute on accretive acquisitions in Canada to drive shareholder value and optimize available tax loss carry-forwards.

# **HWO Corporate Profile**



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Shareholder Composition



Shares Outstanding (Mar 31, 2025):	12,696,959
Share Price (Mar 28, 2025):	\$1.17
Market Cap (Mar 28, 2025):	\$14.9 million
Working Capital (Dec 31, 2024):	\$2.7 million
Cash and Cash Equivalents (Dec 31, 2024):	\$3.1 million
Long-term Mortgage Debt (Dec 31, 2024):	\$3.3 million
Ownership in Team Snubbing:	42%

# **HWO Financial Results Summary** <sup>1</sup>





CAD \$ thousands (except per share amounts)	2024 12 months to Dec 31	2023 12 months to Dec 31
Revenue:	10,470	3,384
Adjusted EBITDA <sup>2</sup> :	795	- 2,703
Adjusted EBITDA as % of revenue:	7.6%	nm
Funds flow from continuing operations:	484	- 1,292
Funds flow from continuing operations: (per share )	0.04	- 0.11
Net loss: (per share )	- 0.17	- 0.08

2. See Non IFRS Measures on slide #10

L. From continuing operations

### Disclaimer



### NOTICE OF FORWARD LOOKING STATEMENTS & NON- IFRS MEASURES

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#### NON-IFRS MEASURES

Adjusted EBITDA or (adjusted earnings before interest, tax, depreciation and amortization), Working Capital (current assets less current liabilities), and Funds Flow from Continuing Operations (net cash generated (used in) from continuing operating activities adjusted for changes in non-cash working capital) are non-IFRS measures and do not have standardized meanings prescribed by IFRS and are presented to provide a more meaningful understanding of the underlying financial performance of each Party. These non-IFRS financial measures are derived from the financial statements, which have been subject to review by the corporation's auditors and are available on <a href="https://www.haes.ca">www.haes.ca</a> and are not intended to represent IFRS measures such as net earnings, refer to "Non-IFRS Measures" section in High Arctic's most recent Management's Discussion and Analysis.

## **Key information**



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**Board** 

Simon Batcup (Chair), Michael Binnion, Doug Strong, Craig Nieboer

Management

CEO - Mike Maguire (interim)

CFO - Lonn Bate

VP Operations - Trevor Barker

VP Business Development - JD Morrical

**Auditors** 

**KPMG** 

**Contacts** 

+1.403.508.7836

info@haes.ca

www.haes.ca

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**TSXV: HOH** 

Contacts

+1.587.320.1301

info@higharctic.com

www.higharctic.com