

## Financial Review

| (\$ millions, except per share amounts)<br>(Unaudited) | Three months ended September 30 |         | Nine months ended September 30 |          |
|--|---------------------------------|---------|--------------------------------|----------|
|  | <b>2003</b>                     | 2002    | <b>2003</b>                    | 2002     |
| Revenue  | <b>\$ 82.9</b>                  | \$ 36.6 | <b>\$ 201.0</b>                | \$ 112.6 |
| Operating income *                                     | <b>22.9</b>                     | 5.4     | <b>46.8</b>                    | 22.5     |
| Net income   | <b>11.7</b>                     | 1.0     | <b>21.9</b>                    | 7.2      |
| Net income per share (basic)                           | <b>\$ 0.66</b>                  | \$ 0.06 | <b>\$ 1.24</b>                 | \$ 0.43  |
| (diluted)  | <b>\$ 0.63</b>                  | \$ 0.06 | <b>\$ 1.18</b>                 | \$ 0.42  |
| Funds from operations                                  | <b>22.1</b>                     | 4.9     | <b>41.8</b>                    | 16.5     |

Trican Well Service Ltd. ("Trican") is pleased to announce its financial and operating results for the three and nine months ended September 30, 2003 with comparisons to the same periods last year. Results for the quarter established new records for quarterly revenue, number of jobs completed and cashflow, while profitability and earnings per share for the quarter were the second highest in the Company's history. The strong results for the quarter reflect completion of work delayed due to weather in the second quarter as well as a strong demand for services resulting from continued strength in oil and natural gas prices. Activity levels in the Western Canadian Sedimentary Basin (WCSB) increased by 48% in the quarter over those experienced in the same quarter last year. Approximately 6,907 wells were drilled in the quarter which is the most ever seen in the WCSB. This strong demand for services led to the continued price recovery and unusually high levels of equipment utilization that drove Trican's record performance.

Revenue increased 127% for the three months and 78% for the nine months ended September 30, 2003 compared to the same periods in 2002. Net income for the period of \$11.7 million increased from the \$1.0 million recorded in the third quarter of 2002. Similarly, the Company recorded earnings per share of \$0.66 (\$0.63 diluted) for the quarter compared with earnings per share of \$0.06 (\$0.06 diluted) for the comparable period in 2002. Funds from operations for the quarter increased \$17.2 million or 347% over the comparable period in 2002.

For the nine months ended September 30, 2003, Trican realized net income of \$21.9 million, an increase of 204% from net income of \$7.2 million recorded for the same period in 2002. Earnings per share on a year-to-date basis increased 188% to \$1.24 (\$1.18 diluted) from the \$0.43 (\$0.42 diluted) recorded in the same period of 2002. Similarly, funds from operations increased \$25.3 million or 154% over the comparable period in 2002.

# Management's Discussion & Analysis

## FINANCIAL REVIEW

| <b>Well Service Division</b>      | <b>Sept 30</b>   | <b>% of</b> | <b>Sept 30</b>   | <b>% of</b> | <b>Year Over</b> |
|-----------------------------------|------------------|-------------|------------------|-------------|------------------|
| Three months ended (\$ thousands) | <b>2003</b>      | Revenue     | <b>2002</b>      | Revenue     | Year Change      |
| Revenue                           | <b>\$ 75,162</b> |             | <b>\$ 31,766</b> |             | 137%             |
| Expenses                          |                  |             |                  |             |                  |
| Material and operating            | <b>51,257</b>    | 68.2%       | <b>25,603</b>    | 80.6%       | 100%             |
| General and administrative        | <b>1,476</b>     | 2.0%        | <b>104</b>       | 0.3%        | 1319%            |
| Total expenses                    | <b>52,733</b>    | 70.2%       | <b>25,707</b>    | 80.9%       |                  |
| Operating income                  | <b>22,429</b>    | 29.8%       | <b>6,059</b>     | 19.1%       | 270%             |
| Number of jobs                    | <b>5,548</b>     |             | <b>2,984</b>     |             | 86%              |
| Revenue per job                   | <b>\$ 13,666</b> |             | <b>\$ 10,784</b> |             | 27%              |

Revenue for the third quarter for the Well Service division, which includes deep coiled tubing, nitrogen, fracturing and cementing services, increased by 137% compared to the same period of 2002. The growth in revenue for the quarter reflects increased demand for all services in addition to improved pricing. Revenue per job increased by 27% as the result of a price book increase in the second quarter of the year, overall pricing recovery for all services, as well as growth in fracturing revenue as a percentage of total revenue. Fracturing has the highest average revenue per job of all services offered by the Well Service Division. Growth in fracturing sales was aided by the acquisition of R-Can Services (R-Can) late last year. Sales from Russian operations made up approximately 4% of total Well Service revenues for the quarter.

The number of jobs increased by 86% as a result of a marked increase in demand for services in Canada compared to levels seen last year. Staffing difficulties which were noted in the first quarter interim report were addressed, allowing the Company to place all of its equipment in the field. The Well Service division made up 91% of total sales, versus 87% for 2002. Within this division, cementing made up 42% of revenues versus 48% in 2002 and fracturing increased to 44% of divisional revenues versus 39% in 2002.

Total expenses for the quarter decreased as a percentage of sales to 70.2% compared to 80.9% for the same period in 2002. Increased operational leverage due to higher activity levels and a growth in the higher margin coiled tubing, nitrogen and fracturing service lines contributed to this improvement.

An increase of \$1.1 million in the provision for doubtful accounts as well as the inclusion of the expenses from Russian operations produced the increase in general and administrative expenses over the prior year. The increase in the provision principally arises from one customer which has encountered financial difficulty. Trican bases its bad debt provision on expected recoveries using published reserve report data and discounted cash flows. When reserve data is revised, management reviews the provision and makes any necessary revisions.

| <b>Well Service Division</b>     | <b>Sept 30</b>    | <b>% of</b> | <b>Sept 30</b>   | <b>% of</b> | <b>Year Over</b> |
|----------------------------------|-------------------|-------------|------------------|-------------|------------------|
| Nine months ended (\$ thousands) | <b>2003</b>       | Revenue     | <b>2002</b>      | Revenue     | Year Change      |
| Revenue                          | <b>\$ 179,538</b> |             | <b>\$ 96,449</b> |             | 86%              |
| Expenses                         |                   |             |                  |             |                  |
| Material and operating           | <b>129,461</b>    | 72.1%       | <b>72,174</b>    | 74.8%       | 79%              |
| General and administrative       | <b>3,570</b>      | 2.0%        | <b>303</b>       | 0.3%        | 1078%            |
| Writedown of other assets        | <b>–</b>          | 0.0%        | <b>900</b>       | 0.9%        | -100%            |
| Total expenses                   | <b>133,031</b>    | 74.1%       | <b>73,377</b>    | 76.1%       |                  |
| Operating income                 | <b>46,507</b>     | 25.9%       | <b>23,072</b>    | 23.9%       | 102%             |
| Number of jobs                   | <b>13,393</b>     |             | <b>8,651</b>     |             | 55%              |
| Revenue per job                  | <b>\$ 13,511</b>  |             | <b>\$ 11,270</b> |             | 20%              |

Revenue for the nine months ended September 30, 2003 for the Well Service division increased by 86% compared to the same period in 2002, as a result of a marked increase in demand for services in Canada. Revenue per job increased 20% due to a greater proportion of sales coming from fracturing services as well as an increase in the average revenue per job for cementing services achieved during the first quarter. The cementing revenue increase was attributable to a greater proportion of work performed in the deeper, more technical areas of the WCSB. On a year-to-date basis, Well Service made up 89% of total sales, an increase from 86% for the first nine months of 2002. Material and operating expenses decreased as a percentage of sales due to substantially higher revenues incurred during the third quarter.

General and administrative expenses for the nine months ended September 30 were \$3.3 million higher than the corresponding 2002 period. This is due mainly to an increase in the allowance for doubtful accounts and the inclusion of the expenses associated with Russian operations, which were not present in the prior year.

During the second quarter of 2002, Trican recorded a \$900,000 writedown in the carrying value of its investment in the Hanson Lake sand deposit. An option agreement was signed last quarter and commercial operations of the sand deposits commenced in July of 2003.

| <b>Production Services Division</b> | <b>Sept 30</b>  | <b>% of</b> | <b>Sept 30</b>  | <b>% of</b> | <b>Year Over</b> |
|-------------------------------------|-----------------|-------------|-----------------|-------------|------------------|
| Three months ended (\$ thousands)   | <b>2003</b>     | Revenue     | <b>2002</b>     | Revenue     | Year Change      |
| Revenue                             | <b>\$ 7,746</b> |             | <b>\$ 4,820</b> |             | 61%              |
| Expenses                            |                 |             |                 |             |                  |
| Material and operating              | <b>5,789</b>    | 74.7%       | <b>4,508</b>    | 93.5%       | 28%              |
| General and administrative          | <b>72</b>       | 0.9%        | <b>34</b>       | 0.7%        | 112%             |
| Total expenses                      | <b>5,861</b>    | 75.7%       | <b>4,542</b>    | 94.2%       |                  |
| Operating income                    | <b>1,885</b>    | 24.3%       | <b>278</b>      | 5.8%        | 578%             |
| Number of jobs                      | <b>682</b>      |             | <b>524</b>      |             | 30%              |
| Revenue per job                     | <b>\$ 8,406</b> |             | <b>\$ 6,860</b> |             | 23%              |
| Number of hours                     | <b>4,757</b>    |             | <b>2,638</b>    |             | 80%              |

The Production Services division includes intermediate depth coiled tubing services, acidizing services, Polybore and jet pumping. During the quarter, revenue from the Production Services division increased 61% over the same period of 2002 as demand for all services was higher, consistent with higher levels of activity in the WCSB. The number of jobs completed increased 30% from the prior year and the average revenue per job increased 23% from the prior year. The number of hours for the intermediate depth coiled tubing service line increased by 80% versus the third quarter of 2002; however, this was partially offset by continued price weakness for these services brought about by the proliferation of new units in the WCSB in the last few years.

Total expenses as a percentage of sales decreased from 94.2% in 2002 to 75.7% in 2003 due to higher work volumes creating operational leverage as fixed costs remained stable relative to the same period last year.

| <b>Production Services Division</b> | <b>Sept 30</b>   | <b>% of</b> | <b>Sept 30</b>   | <b>% of</b> | <b>Year Over</b> |
|-------------------------------------|------------------|-------------|------------------|-------------|------------------|
| Nine months ended (\$ thousands)    | <b>2003</b>      | Revenue     | <b>2002</b>      | Revenue     | Year Change      |
| Revenue                             | <b>\$ 21,482</b> |             | <b>\$ 16,185</b> |             | 33%              |
| Expenses                            |                  |             |                  |             |                  |
| Material and operating              | <b>16,009</b>    | 74.5%       | <b>13,366</b>    | 82.6%       | 20%              |
| General and administrative          | <b>218</b>       | 1.0%        | <b>41</b>        | 0.3%        | 432%             |
| Total expenses                      | <b>16,227</b>    | 75.5%       | <b>13,407</b>    | 82.8%       |                  |
| Operating income                    | <b>5,255</b>     | 24.5%       | <b>2,778</b>     | 17.2%       | 89%              |
| Number of jobs                      | <b>2,134</b>     |             | <b>1,828</b>     |             | 17%              |
| Revenue per job                     | <b>\$ 6,910</b>  |             | <b>\$ 5,608</b>  |             | 23%              |
| Number of hours                     | <b>15,360</b>    |             | <b>13,790</b>    |             | 11%              |

Revenue for the Production Services division increased by 33% on a year-over-year basis due to increased demand for services during the year. The number of jobs completed increased by 17% and revenue per job increased by 23% due to higher overall levels of activity and an increase in the average revenue per job for acidizing and industrial services. The number of hours from the intermediate depth coiled tubing service line increased slightly on a year-over-year basis, positively impacting total revenue for this service line.

Total expenses as a percentage of revenue decreased from 82.8% last year to 75.5% for the year to date due to higher work volumes producing operational leverage. Higher salaries and benefits contributed to the majority of the increase over 2002.

### **CORPORATE DIVISION**

Corporate expenses for the quarter, which include general and administrative expenses, were \$1.4 million, or 1.7% of revenue versus \$0.9 million, or 2.5% of revenue for the same period in 2002. Higher staffing costs, legal and travel accounted for most of the increase. On a year-to-date basis, corporate expenses were \$5.0 million, or 2.5% of revenue, versus \$3.4 million or 3.0% of revenue for the same period in 2002.

### **OTHER EXPENSES**

Interest expense was 1.2% of revenue for the quarter and 1.3% of revenue year to date compared with 1.7% and 1.9% in the comparable periods of 2002. Depreciation increased by \$0.6 million for the quarter and \$1.8 million year to date relative to the same periods in 2002. This non-cash expense has increased as a result of the continued expansion of the Company's equipment capacity.

### **LIQUIDITY AND INVESTING ACTIVITIES**

Funds from operations for the three months and nine months ended September 30, 2003 amounted to \$22.1 million and \$41.8 million respectively. This represents an increase of 347% and 154% from the 2002 third quarter and year-to-date amounts of \$4.9 million and \$16.5 million. Capital expenditures for the quarter totalled \$4.6 million bringing the total for the year to date to \$14.7 million. This represents an increase of 789% for the quarter and an increase of 150% for the year to date compared with the equivalent 2002 spending of \$0.5 million and \$5.9 million. Higher levels of capital spending were planned for 2003, in line with expected increases in demand for services. Other assets increased by \$0.6 million in the quarter in conjunction with development of the Polybore technology.

At September 30, the Company had working capital of \$40.2 million compared to \$18.3 million at the end of 2002. The Company has an operating line of credit to finance working capital requirements. At September 30, 2003, \$1.2 million was drawn on this facility. The inventory of operating supplies, parts and materials required to maintain daily operations increased from those at December 31, 2002. Higher activity levels in both Canada and Russia contributed to the increase.

## **CAPITAL RESOURCES**

Trican had long-term debt (excluding current portion) of \$20.6 million at the end of the third quarter compared with \$24.3 million at the end of 2002. This debt is in the form of lease facilities on certain of the Company's operating assets. These arrangements are reflected in the accounts of the Company as capital leases, and are repayable over 84 months from the commencement of the lease. In addition, Trican has a \$25.0 million revolving facility which was undrawn at the end of the quarter. The Company believes that its strong balance sheet and unutilized borrowing capacity, combined with funds from operations, will provide sufficient capital resources to fund its on-going operations and future expansion.

## **CASH REQUIREMENTS**

Trican has historically financed its capital expenditures with funds from operations, equity issues and debt. The Company has a number of projects ongoing from its 2002 and 2003 capital programs. At the end of the quarter, the Company estimates that \$17.6 million of additional investment will be required to complete these projects. These expenditures are expected to be funded over the next three to nine months and will be funded through existing debt facilities and cash flow from operations. Trican continues to review opportunities for growth both in Canada and other parts of the world. The capital budget may be increased if viable business opportunities are identified by the Company.

## **BUSINESS RISKS**

The demand for Trican's services is largely dependent upon the level of expenditures by oil and gas companies on exploration, development and production activities. The price received by the Company's customers for the crude oil and natural gas they produce has a direct impact on their cash flow available to finance the acquisition of services provided by the Company. Exploration, development and production activities are also influenced by a number of factors including taxation and regulatory changes, access to pipeline capacity and changes in equity markets. Demand for crude oil and natural gas is also strongly influenced by the strength of the global economy, but particularly the strength of the U.S. economy. Challenges relating to recruiting and retaining qualified personnel have been experienced with the dramatic rise in activity levels and these conditions are expected to continue as long as activity levels remain strong. High levels of activity in both Canada and the U.S. have also placed strains on the product supply and delivery systems utilized by the Company in delivering its services. Trican continues to work with its customers and suppliers to mitigate the impact of these factors.

A more complete discussion on business risks faced by the Company may be found in Trican's 2002 annual report.

As demand for well services is strongly influenced by a number of different factors, the Company believes that it is difficult to predict, with any degree of accuracy, future levels of activity. To mitigate this risk, Trican has maintained a streamlined operation and effective cost structure so that it can respond quickly to evolving market conditions. In addition, Trican's strong balance sheet and adherence to conservative financing practices provides resilience to withstand and benefit from volatility in activity levels in its sector.

## **OUTLOOK**

Management remains cautiously optimistic regarding the continuation of strong demand for services in Canada. Demand for the next two quarters is generally expected to be robust, which should provide for continued strong financial performance for Trican. Demand for services in Russia in the near term is less certain and will be dependent, in part, on commodity prices and customers' ability to attract new investment. However, management believes that this market will provide future growth opportunities for Trican.

*\* Operating income is not a recognized measure under Canadian generally accepted accounting principles (GAAP). Management believes that in addition to net income, operating income is a useful supplemental measure as it provides investors with an indication of earnings before depreciation, taxes and interest. Investors should be cautioned that operating earnings should not be construed as an alternative to net income determined in accordance with GAAP as an indicator of Trican's performance. Trican's method of calculating operating earnings may differ from other companies and accordingly may not be comparable to measures used by other companies.*

# Consolidated Balance Sheets

| (Stated in Thousands of Dollars)              | September 30<br>2003<br>(Unaudited) | December 31<br>2002 |
|---|-------------------------------------|---------------------|
| <b>Assets</b>                                 |                                     |                     |
| Current assets                                |                                     |                     |
| Cash and short-term deposits                  | \$       –                          | \$   4,679          |
| Accounts receivable                           | 64,054                              | 41,954              |
| Inventory                                     | 8,566                               | 5,585               |
| Prepaid expenses                              | 2,541                               | 1,366               |
|   | <b>75,161</b>                       | 53,584              |
| Property and equipment                        | 136,633                             | 132,489             |
| Other assets                                  | 8,617                               | 6,684               |
| Goodwill                                      | 8,657                               | 8,454               |
|   | <b>\$ 229,068</b>                   | <b>\$ 201,211</b>   |
| <b>Liabilities &amp; Shareholders' Equity</b> |                                     |                     |
| Current liabilities                           |                                     |                     |
| Bank loans (note 5)                           | \$   5,985                          | \$       –          |
| Accounts payable and accrued liabilities      | 19,867                              | 23,427              |
| Current income taxes payable                  | 399                                 | 3,816               |
| Current portion of long-term debt (note 6)    | 8,697                               | 8,030               |
|   | <b>34,948</b>                       | 35,273              |
| Long-term debt (note 6)                       | 20,598                              | 24,329              |
| Future income taxes                           | 26,661                              | 18,185              |
| Non-controlling interest (note 1)             | 2,146                               | 1,264               |
| Shareholders' equity                          |                                     |                     |
| Share capital (note 3)                        | 64,038                              | 63,351              |
| Retained earnings                             | 80,677                              | 58,809              |
|   | <b>144,715</b>                      | 122,160             |
|   | <b>\$ 229,068</b>                   | <b>\$ 201,211</b>   |

See accompanying notes to the consolidated financial statements.

# Consolidated Statements of Operations and Retained Earnings

(Stated in Thousands of Dollars,  
except per share amounts)  
(Unaudited)

|  | <b>Three Months<br/>Ended Sept. 30<br/>2003</b> | Three Months<br>Ended Sept. 30<br>2002 | <b>Nine Months<br/>Ended Sept. 30<br/>2003</b> | Nine Months<br>Ended Sept. 30<br>2002 |
|--|---|--|--|---------------------------------------|
| Revenue  | <b>\$ 82,908</b>                                | \$ 36,586                              | <b>\$ 201,020</b>                              | \$ 112,634                            |
| Expenses   |   |  |  |                                       |
| Materials and operating                                    | <b>56,701</b>                                   | 30,216                                 | <b>145,784</b>                                 | 86,060                                |
| General and administrative                                 | <b>3,321</b>                                    | 947                                    | <b>8,477</b>                                   | 3,215                                 |
| Writedown of other assets                                  | -   | -                                      | -  | 900                                   |
| Operating income   | <b>22,886</b>                                   | 5,423                                  | <b>46,759</b>                                  | 22,459                                |
| Interest expense   | <b>1,027</b>                                    | 615                                    | <b>2,572</b>                                   | 2,138                                 |
| Depreciation and amortization                              | <b>3,743</b>                                    | 3,170                                  | <b>10,752</b>                                  | 8,981                                 |
| Income before income taxes and<br>non-controlling interest | <b>18,116</b>                                   | 1,638                                  | <b>33,435</b>                                  | 11,340                                |
| Provision for income taxes (note 4)                        | <b>6,005</b>                                    | 607                                    | <b>10,858</b>                                  | 4,150                                 |
| Income before non-controlling interest                     | <b>12,111</b>                                   | 1,031                                  | <b>22,577</b>                                  | 7,190                                 |
| Non-controlling interest                                   | <b>461</b>                                      | -                                      | <b>709</b>                                     | -                                     |
| Net income   | <b>11,650</b>                                   | 1,031                                  | <b>21,868</b>                                  | 7,190                                 |
| Retained earnings, beginning of period                     | <b>69,027</b>                                   | 53,664                                 | <b>58,809</b>                                  | 47,505                                |
| Retained earnings, end of period                           | <b>\$ 80,677</b>                                | \$ 54,695                              | <b>\$ 80,677</b>                               | \$ 54,695                             |
| Earnings per share   |   |  |  |                                       |
| Basic  | <b>\$ 0.66</b>                                  | \$ 0.06                                | <b>\$ 1.24</b>                                 | \$ 0.43                               |
| Diluted  | <b>\$ 0.63</b>                                  | \$ 0.06                                | <b>\$ 1.18</b>                                 | \$ 0.42                               |

See accompanying notes to the consolidated financial statements.

# Consolidated Cash Flow Statements

| (Stated in Thousands of Dollars)<br>(Unaudited)                                       | Three Months<br>Ended Sept. 30<br>2003 | Three Months<br>Ended Sept. 30<br>2002 | Nine Months<br>Ended Sept. 30<br>2003 | Nine Months<br>Ended Sept. 30<br>2002 |
|---|--|--|---------------------------------------|---------------------------------------|
| Cash Provided By (Used In):   |  |  |                                       |                                       |
| Operations  |  |  |                                       |                                       |
| Net income  | \$ 11,650                              | \$ 1,031                               | \$ 21,868                             | \$ 7,190                              |
| Charges to income not involving cash  |  |  |                                       |                                       |
| Depreciation and amortization   | 3,743                                  | 3,170                                  | 10,752                                | 8,981                                 |
| Future income taxes   | 6,251                                  | 740                                    | 8,518                                 | (573)                                 |
| Non-controlling interest  | 461                                    | -                                      | 709                                   | -                                     |
| Writedown of other assets   | -                                      | -                                      | -                                     | 900                                   |
| Funds from operations   | 22,105                                 | 4,941                                  | 41,847                                | 16,498                                |
| Net change in non-cash working capital<br>from operations                             | (20,084)                               | (3,559)                                | (36,831)                              | (933)                                 |
|   | 2,021                                  | 1,382                                  | 5,016                                 | 15,565                                |
| Investments   |  |  |                                       |                                       |
| Purchase of property and equipment  | (4,551)                                | (512)                                  | (14,736)                              | (5,893)                               |
| Purchase of other assets  | (586)                                  | (1,895)                                | (2,093)                               | (4,046)                               |
| Business acquisitions   | -                                      | -                                      | (30)                                  | -                                     |
| Net change in non-cash working capital from<br>the purchase of property and equipment | (494)                                  | (284)                                  | 3,598                                 | (4,140)                               |
|   | (5,631)                                | (2,691)                                | (13,261)                              | (14,079)                              |
| Financing   |  |  |                                       |                                       |
| Net proceeds from issuance of share capital   | 129                                    | 46                                     | 645                                   | 669                                   |
| Repayment of long-term debt   | (1,131)                                | (1,140)                                | (3,064)                               | (3,383)                               |
| Net change in bank loans  | 3,005                                  | 2,404                                  | 5,985                                 | 165                                   |
|   | 2,003                                  | 1,310                                  | 3,566                                 | (2,549)                               |
| Increase (decrease) in cash and<br>short-term deposits                                | (1,607)                                | 1                                      | (4,679)                               | (1,063)                               |
| Cash and short-term deposits,<br>beginning of period                                  | 1,607                                  | 100                                    | 4,679                                 | 1,164                                 |
| Cash and short-term deposits, end of period   | \$ -                                   | \$ 101                                 | \$ -                                  | \$ 101                                |

See accompanying notes to the consolidated financial statements.



# Notes To The Interim Consolidated Financial Statements

Three and Nine Months Ended September 30, 2003 (Unaudited) (Amounts stated in thousands, except per share amounts)

The Company's accounting policies applied to these consolidated financial statements are consistent with and should be read in conjunction with those described in the 2002 Annual Report.

The Company's businesses are seasonal in nature with the highest activity in the winter months (first and fourth fiscal quarters) and the lowest activity during spring break-up (second fiscal quarter) due to road weight restrictions and reduced accessibility to remote areas.

## NOTE 1 – ACQUISITIONS

In February 2003, the Company subscribed for shares of R-Can Services Limited ("R-Can") for \$1,094, including \$30 of associated costs, representing 17.7% of the issued and outstanding shares. This subscription increased the Company's share ownership to 50.5%. In 2002, the Company had acquired a 32.8% interest in R-Can for \$2,230. The acquisition has been recorded using the purchase method with results of operations of R-Can included in the consolidated financial statements from the initial acquisition in 2002 on the basis that the Company, through a unanimous shareholder agreement, had effective control of R-Can. The details of the acquisition are as follows:

| Net assets acquired at fair market value:         | 2002     | 2003          | Total       |
|---|----------|---------------|-------------|
| Working capital, excluding demand equipment loans | \$ 1,034 | \$ –          | \$ 1,034(a) |
| Property and equipment                            | 3,529    | –             | 3,529       |
| Goodwill  | 1,368    | <b>203</b>    | 1,571(b)    |
| Demand equipment loans                            | (2,422)  | –             | (2,422)     |
|   | \$ 3,509 | \$ <b>203</b> | \$ 3,712    |
| Non-controlling interest                          | (1,279)  | <b>(173)</b>  | (1,452)     |
|   | \$ 2,230 | \$ <b>30</b>  | \$ 2,260    |

Financed by:

|                      |          |              |          |
|----------------------|----------|--------------|----------|
| Cash                 | \$ 927   | \$ <b>30</b> | \$ 957   |
| Long-term receivable | 1,303    | –            | 1,303    |
|                      | \$ 2,230 | \$ <b>30</b> | \$ 2,260 |

(a) Includes cash of \$1,099.

(b) Goodwill has been attributed to the Well Service reporting segment and is not considered deductible for tax purposes.

**NOTE 2 – SEGMENTED INFORMATION**

The Company provides a comprehensive array of specialized products, equipment, services and technology to customers through two operating divisions:

- Well Service provides cementing, fracturing, deep coiled tubing and nitrogen services which are performed on new and producing oil and gas wells;
- Production Services provides acidizing, intermediate depth coiled tubing, Polybore, jet pumping and Industrial Services which are predominantly used in the stimulation and reworking of existing oil and gas wells.

|  | Well<br>Service   | Production<br>Services | Corporate      | Total             |
|--|-------------------|------------------------|----------------|-------------------|
| <b>Three months ended September 30, 2003</b> |                   |                        |                |                   |
| <b>Revenue</b>                               | <b>\$ 75,162</b>  | <b>\$7,746</b>         | <b>\$ –</b>    | <b>\$82,908</b>   |
| <b>Operating income</b>                      | <b>22,429</b>     | <b>1,885</b>           | <b>(1,428)</b> | <b>22,886</b>     |
| <b>Assets</b>                                | <b>185,109</b>    | <b>42,014</b>          | <b>1,945</b>   | <b>229,068</b>    |
| <b>Capital expenditures</b>                  | <b>4,602</b>      | <b>33</b>              | <b>(84)</b>    | <b>4,551</b>      |
| Three months ended September 30, 2002        |                   |                        |                |                   |
| Revenue                                      | \$ 31,766         | \$ 4,820               | \$ –           | \$ 36,586         |
| Operating income                             | 6,059             | 278                    | (914)          | 5,423             |
| Assets                                       | 129,724           | 33,832                 | 1,801          | 165,357           |
| Capital expenditures                         | 375               | 64                     | 73             | 512               |
|  | Well<br>Service   | Production<br>Services | Corporate      | Total             |
| <b>Nine months ended September 30, 2003</b>  |                   |                        |                |                   |
| <b>Revenue</b>                               | <b>\$ 179,538</b> | <b>\$ 21,482</b>       | <b>\$ –</b>    | <b>\$ 201,020</b> |
| <b>Operating income</b>                      | <b>46,507</b>     | <b>5,255</b>           | <b>(5,003)</b> | <b>46,759</b>     |
| <b>Assets</b>                                | <b>185,109</b>    | <b>42,014</b>          | <b>1,945</b>   | <b>229,068</b>    |
| <b>Capital expenditures</b>                  | <b>13,724</b>     | <b>687</b>             | <b>325</b>     | <b>14,736</b>     |
| Nine months ended September 30, 2002         |                   |                        |                |                   |
| Revenue                                      | \$ 96,449         | \$ 16,185              | \$ –           | \$ 112,634        |
| Operating income                             | 23,072            | 2,778                  | (3,391)        | 22,459            |
| Assets                                       | 129,724           | 33,832                 | 1,801          | 165,357           |
| Capital expenditures                         | 4,516             | 1,174                  | 203            | 5,893             |

**NOTE 3 – SHARE CAPITAL**

The issued and outstanding common shares of the Company along with securities convertible into common shares are as follows:

|  | <b>September 30, 2003</b> | December 31, 2002 |
|--|---------------------------|-------------------|
| Issued and outstanding:                    |                           |                   |
| Common shares                              | <b>17,754</b>             | 17,589            |
| Securities convertible into common shares: |                           |                   |
| Employee stock options                     | <b>1,559</b>              | 1,575             |
| Common share purchase warrants             | <b>200</b>                | 200               |
|  | <b>19,513</b>             | 19,364            |

As at October 29, 2003, the Company had 17,769 common shares, 1,553 employee stock options and 200 common share purchase warrants outstanding.

**Stock-based compensation:**

The Company applies the intrinsic value based method of accounting for stock options granted to employees under its incentive stock option plan. Had compensation expense been determined based on the fair value at the grant dates for options awarded under the stock option plan, the Company's net income for the three months ended September 30, 2003 would have decreased by \$275 to net income of \$11,375 (diluted earnings per share – \$0.61). The Company's net income for the nine months ended September 30, 2003 would have been reduced by \$646 to net income of \$21,222 (diluted earnings per share – \$1.15). These proforma earnings reflect compensation cost amortized over the option's vesting period.

**NOTE 4 – INCOME TAXES**

|                            | Three Months Ended            |                 | Nine Months Ended             |                 |
|----------------------------|-------------------------------|-----------------|-------------------------------|-----------------|
|                            | <b>Sept 30</b><br><b>2003</b> | Sept 30<br>2002 | <b>Sept 30</b><br><b>2003</b> | Sept 30<br>2002 |
| Current tax provision      | <b>\$ (246)</b>               | \$ (133)        | <b>\$ 2,340</b>               | \$ 4,723        |
| Future tax provision       | <b>6,251</b>                  | 740             | <b>8,518</b>                  | (573)           |
| Provision for income taxes | <b>\$ 6,005</b>               | \$ 607          | <b>\$ 10,858</b>              | \$ 4,150        |

**NOTE 5 – BANK LOANS**

In July 2003, the Company finalized a \$15.0 million operating line. Advances are available under the operating line either at the bank's prime rate or Bankers' Acceptance plus 1.125% or in combination and are repayable on demand. At September 30, 2003, \$1.2 million was drawn on the operating facility.

**NOTE 6 – LONG-TERM DEBT**

In July 2003, the Company finalized a \$25.0 million extendible revolving equipment and acquisition line. Advances are available under the extendible revolving equipment and acquisition line either at the bank's prime rate plus 0.75% or Bankers' Acceptance plus 1.5% or in combination. The facility is extendible annually at the option of the lenders. Should this facility not be extended, outstanding amounts will be transferred to a four-year term facility repayable in equal quarterly installments. This facility is subject to covenants that are typical for this type of arrangement. This facility, together with the operating line, is secured by a general security agreement. At September 30, 2003, nil was drawn on the extendible revolving equipment and acquisition facility.

Interest expense on long-term debt was \$544 and \$1,701 for the three and nine months ended September 30, 2003, respectively (2002 – \$633 and \$1,966).

# Corporate Information

## BOARD OF DIRECTORS

Kenneth M. Bagan <sup>(1) (2)</sup>  
Senior Vice President, Wellsite Services  
Tesco Corporation

Gary R. Bugeaud <sup>(2)</sup>  
Partner, Burnet, Duckworth & Palmer LLP

Murray L. Cobbe  
President and Chief Executive Officer

Donald R. Luft  
Senior Vice President, Operations  
and Chief Operating Officer

Douglas F. Robinson <sup>(1) (2)</sup>  
President, H<sub>2</sub>S Technologies Inc.

Victor J. Stobbe <sup>(1)</sup>  
President, Pine Tar Capital Inc.

## OFFICERS

Murray L. Cobbe  
President and Chief Executive Officer

Donald R. Luft  
Senior Vice President, Operations and  
Chief Operating Officer

Michael G. Kelly, C.A.  
Vice President, Finance, Chief Financial Officer  
and Corporate Secretary

Dale M. Dusterhoft  
Vice President, Technical Services

David L. Charlton  
Vice President, Marketing

Michael A. Baldwin, C.A.  
Treasurer

John D. Ursulak, C.A.  
Corporate Controller

- (1) Member of the Audit Committee  
(2) Member of the Compensation and  
Corporate Governance Committee

## CORPORATE OFFICE

Trican Well Service Ltd.  
2900, 645 - 7th Avenue S.W.  
Calgary, Alberta T2P 4G8  
Telephone: (403) 266-0202  
Facsimile: (403) 237-7716  
Website: [www.trican.ca](http://www.trican.ca)

## AUDITORS

KPMG LLP, Chartered Accountants  
Calgary, Alberta

## SOLICITORS

Burnet, Duckworth & Palmer LLP  
Calgary, Alberta

## BANKERS

Royal Bank of Canada  
Calgary, Alberta

## REGISTRAR AND TRANSFER AGENT

Computershare Trust Company of Canada  
Calgary, Alberta

## STOCK EXCHANGE LISTING

The Toronto Stock Exchange  
Trading Symbol: TCW

## INVESTOR RELATIONS INFORMATION

Requests for information should be directed to:

Murray L. Cobbe  
President and Chief Executive Officer

Michael G. Kelly, C.A.  
Vice President, Finance, Chief Financial Officer  
and Corporate Secretary