

Major Drilling Reports Seasonally Strong Third Quarter Profits

MONCTON, New Brunswick (March 3, 2022) – Major Drilling Group International Inc. (TSX: MDI), a leading provider of specialized drilling services to the mining sector (“Major Drilling” or the “Company”), today reported results for the third quarter of fiscal 2022, ended January 31, 2022.

Highlights

- Revenue of \$138.8 million, up 38% compared to same period last year.
- EBITDA⁽¹⁾ for the quarter was \$18.4 million, an increase of 110% compared to same period last year.
- Net earnings of \$5.7 million or \$0.07 per share, up from a loss of \$1.5 million or \$0.02 per share for the same period last year.
- Net cash⁽¹⁾ improved by \$36 million in the quarter to a net cash position of \$6.1 million.

“Our third quarter of fiscal year 2022 was very satisfying with elevated activity levels in November that continued well into December until the usual seasonal reduction in operations due to holiday shutdowns. Despite the Omicron variant causing minor delays, January got off to a much earlier start than in previous years. While these factors drove the increase in revenue for the quarter, they also provide a strong indication of increased activity as we move into calendar 2022, reinforcing the market backdrop, and pointing to exciting times ahead for us at Major Drilling,” said Denis Larocque, President and CEO of Major Drilling.

“We continued to see increased demand for our specialized services as customers turn to more challenging drill programs as the upcycle progresses. I am particularly pleased to see that our proactive staff training and retention efforts have allowed us to support this early start to the year and deliver value to our customers. Our strategy of holding rigs and inventory ready for immediate deployment to customers also continues to deliver results, as the industry deals with supply chain disruptions.”

“During the quarter, we benefited from both new contracts and contract renewals with incrementally favourable terms, which more than offset the impacts of our annual maintenance and overhaul work carried out over the holiday period. Going forward, our new pricing should offset cost inflation of supply and labour as competition for skilled drilling crews continues to be a challenge our industry is facing in the most operationally intense markets,” added Mr. Larocque.

“I’m pleased to report that the Company achieved seasonally strong financial performance in the quarter, generating \$18.4 million in EBITDA. As a result of this strong cash generation, our net cash position improved by \$36.1 million to a net cash position of \$6.1 million,” said Ian Ross, CFO of Major Drilling. “We have achieved this cash generation while spending \$12.2 million on capital expenditures during the quarter, adding 5 new drill rigs and support equipment for existing rigs being deployed to the field. We also disposed of 8 older, less efficient rigs, bringing the total rig count to 600. In order to respond to current market demand and stay ahead of supply chain challenges, we expect to take possession of at least 8 drills next quarter. These rigs will be immediately deployed in the field.”

“There are numerous positive drivers influencing the Company’s outlook today,” noted Mr. Larocque:

- Gold prices are at high levels as reserves remain low and mining companies continue to struggle to replace resource depletion;
- Copper prices have more than doubled over the last two years and have recently reached an all-time high, at a time when the world is accelerating its efforts toward decarbonization, requiring enormous amounts of copper, which will exacerbate the projected supply deficit;
- Nickel prices are up more than 40% over the last year, as the world races to secure supplies for electric vehicle batteries as inventories dwindle;
- Lack of exploration throughout the recent industry downturn has led to depleting reserves;
- It takes 10 to 15 years to bring a mine into production; and
- New mineral deposits will come from areas more difficult to access, requiring more specialized drilling.

“With these fundamentals continuing firmly in place, the outlook for the Company and the pricing environment through our fiscal fourth quarter and beyond remain extremely encouraging,” stated Mr. Larocque.

“Finally, Mr. Kelly Johnson, Senior Vice-President Operations for North America and Africa, has announced his long planned intention to retire in June of this year,” said Mr. Larocque. “Mr. Johnson will retain his position as Senior Vice-President continuing to assist in the strategic management and operations of the Company until June after which he will provide consulting services to the Company.”

“Kelly started in the drilling industry in 1978 with Midwest Drilling until its acquisition by Major Drilling in 1998 and held a broad range of leadership roles across the Company’s operations. With a career that spans more than four decades with the Company, his leadership has made a significant contribution to Major Drilling’s success, and he has certainly left his mark on the industry through his expertise and knowledge. Kelly has been a mentor to many in the Company and his influence has made a lasting impact on generations of people. He leaves his post with an impressive leadership team fully prepared to respond to future challenges and to meet the increasing expectations of our loyal customers. Going forward, the regional management of North America will be reporting directly to the CEO,” noted Mr. Larocque.

In millions of Canadian dollars (except earnings per share)	Q3 2022	Q3 2021	YTD 2022	YTD 2021
Revenue	\$ 138.8	\$ 100.4	\$ 460.4	\$ 304.0
Gross margin	16.9%	11.0%	19.8%	16.1%
Adjusted gross margin ⁽¹⁾	24.2%	20.3%	26.4%	25.5%
EBITDA ⁽¹⁾	18.4	8.7	73.4	42.0
As percentage of revenue	13.3%	8.7%	15.9%	13.8%
Net earnings (loss)	5.7	(1.5)	31.0	7.7
Earnings (loss) per share	0.07	(0.02)	0.38	0.10

(1) See “Non-IFRS Financial Measures”

Third Quarter Ended January 31, 2021

Total revenue for the quarter was \$138.8 million up 38% from revenue of \$100.4 million recorded in the same quarter last year. The unfavourable foreign exchange translation impact on revenue for the quarter, when comparing to the effective rates for the same period last year, was approximately \$3 million, with a minimal impact on net earnings as expenditures in foreign jurisdictions tend to be in the same currency as revenue.

Revenue for the quarter from Canada - U.S. drilling operations increased by 37.9% to \$78.3 million, compared to the same period last year. Projects ran deeper into December and started up quicker in January, which helped offset the typical seasonal slowdown.

South and Central American revenue increased by 46.8% to \$32.0 million for the quarter, compared to the same quarter last year. With COVID-19 restrictions easing in most jurisdictions, activity levels ramped up, boosting revenue from the prior period.

Australasian and African revenue increased by 30.7% to \$28.5 million, compared to the same period last year. The McKay acquisition was the main driver in the quarter-over-quarter growth for this region.

Gross margin percentage for the quarter was 16.9%, compared to 11.0% for the same period last year. Depreciation expense, totaling \$10.1 million, is included in direct costs for the current quarter, versus \$9.3 million in the same quarter last year. Adjusted gross margin, which excludes depreciation expense, was 24.2% for the quarter, compared to 20.3% in the prior year quarter. Margins are typically lower in the third quarter due to seasonal slowdowns and significant scheduled maintenance, however this year, there was less impact in North America as many drill programs minimized their holiday shutdown plans. Australasia encountered the typical seasonal slowdown while the South and Central American region was negatively impacted by seasonality as well as ramp-up costs in certain jurisdictions as activity levels began to recover from the impacts of COVID-19.

General and administrative costs were \$14.1 million, an increase of \$2.4 million compared to the same quarter last year. The increase was driven by the addition of the Australian operations, inflationary wage adjustments, and the resumption of some travel as COVID-19 restrictions loosened in most jurisdictions.

The income tax provision for the quarter was an expense of \$1.3 million compared to nil for the prior year period. The increase from the prior year period was due to increased profitability.

Net earnings were \$5.7 million or \$0.07 per share (\$0.07 per share diluted) for the quarter, compared to a loss of \$1.5 million or \$0.02 per share (\$0.02 per share diluted) for the prior year quarter.

Non-IFRS Financial Measures

The Company's financial data has been prepared in accordance with IFRS, with the exception of certain financial measures detailed below. The measures below have been used consistently by the Company's management team in assessing operational performance on both segmented and consolidated levels, and in assessing the Company's financial strength. The Company believes these non-IFRS financial measures are key, for both management and investors, in evaluating performance at a consolidated level and are commonly reported and widely used by investors and lending institutions as indicators of a company's operating performance and ability to incur and service debt, and as a valuation metric. These measures do not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similarly titled measures presented by other publicly traded companies and should not be construed as an alternative to other financial measures determined in accordance with IFRS.

Adjusted gross profit/margin - excludes depreciation expense:

(in \$000s CAD)	Q3 2022	Q3 2021	YTD 2022	YTD 2021
Total revenue	\$ 138,752	\$ 100,387	\$ 460,440	\$ 303,959
Less: direct costs	115,325	89,329	369,115	254,924
Gross profit	23,427	11,058	91,325	49,035
Add: depreciation	10,145	9,306	30,163	28,481
Adjusted gross profit	33,572	20,364	121,488	77,516
Adjusted gross margin	24.2%	20.3%	26.4%	25.5%

EBITDA - earnings before interest, taxes, depreciation, and amortization:

(in \$000s CAD)	Q3 2022	Q3 2021	YTD 2022	YTD 2021
Net earnings (loss)	\$ 5,676	\$ (1,467)	\$ 31,026	\$ 7,690
Finance costs	373	337	1,244	961
Income tax provision	1,338	26	8,554	3,263
Depreciation and amortization	11,013	9,853	32,541	30,048
EBITDA	\$ 18,400	\$ 8,749	\$ 73,365	\$ 41,962

Net cash/net debt - cash net of debt, excluding lease liabilities reported under IFRS 16 Leases:

(in \$000s CAD)	Current quarter ended January 31, 2022	Previous quarter ended October 31, 2021	April 30, 2021
Cash	\$ 78,306	\$ 42,673	\$ 22,359
Contingent consideration	(22,176)	(22,640)	(1,907)
Long-term debt	(50,016)	(50,039)	(15,462)
Net cash (debt)	\$ 6,114	\$ (30,006)	\$ 4,990

Forward-Looking Statements

This news release includes certain information that may constitute “forward-looking information” under applicable Canadian securities legislation. All statements, other than statements of historical facts, included in this news release that address future events, developments, or performance that the Company expects to occur (including management’s expectations regarding the Company’s objectives, strategies, financial condition, results of operations, cash flows and businesses) are forward-looking statements. Forward-looking statements are typically identified by future or conditional verbs such as “outlook”, “believe”, “anticipate”, “estimate”, “project”, “expect”, “intend”, “plan”, and terms and expressions of similar import. All forward-looking information in this news release is qualified by this cautionary note.

Forward-looking information is necessarily based upon various estimates and assumptions including, without limitation, the expectations and beliefs of management related to the factors set forth below. While these factors and assumptions are considered reasonable by the Company as at the date of this document in light of management’s experience and perception of current conditions and expected developments, these statements are inherently subject to significant business, economic and competitive uncertainties and contingencies. Known and unknown factors could cause actual results to differ materially from those projected in the forward-looking statements and undue reliance should not be placed on such statements and information.

Such forward-looking statements are subject to a number of risks and uncertainties that include, but are not limited to: the level of activity in the mining industry and the demand for the Company’s services; the level of funding for the Company’s clients (particularly for junior mining companies); implications of the COVID-19 pandemic; competitive pressures; global political and economic environments; the integration of business acquisitions and the realization of the intended benefits of such acquisitions; the Company’s dependence on key customers; exposure to currency movements (which can affect the Company’s revenue in Canadian dollars); the geographic distribution of the Company’s operations; the impact of operational changes; changes in jurisdictions in which the Company operates (including changes in regulation); failure by counterparties to fulfill contractual obligations; as well as other risk factors described under “General Risks and Uncertainties” in the Company’s Annual Information Form for the most recently completed fiscal year, available on the SEDAR website at www.sedar.com. Should one or more risk, uncertainty, contingency, or other factor materialize or should any factor or assumption prove incorrect, actual results could vary materially from those expressed or implied in the forward-looking information.

Forward-looking statements made in this document are made as of the date of this document and the Company disclaims any intention and assumes no obligation to update any forward-looking statement, even if new information becomes available, as a result of future events, or for any other reasons, except as required by applicable securities laws.

About Major Drilling

Major Drilling Group International Inc. is one of the world’s largest drilling services companies primarily serving the mining industry. Established in 1980, Major Drilling has over 1,000 years of combined experience and expertise within its management team alone. The Company maintains field operations and offices in Canada, the United States, Mexico, South America, Asia, Africa, and Australia. Major Drilling provides a complete suite of drilling services including surface and underground coring, directional, reverse circulation, sonic, geotechnical, environmental, water-well, coal-bed methane, shallow gas, underground percussive/longhole drilling, surface drill and blast, and a variety of mine services.

Webcast/Conference Call Information

Major Drilling Group International Inc. will provide a simultaneous webcast and conference call to discuss its quarterly results on Friday, March 4, 2022 at 9:00 AM (EST). To access the webcast, which includes a slide presentation, please go to the investors/webcast section of Major Drilling’s website at www.majordrilling.com and click on the link. Please note that this is listen-only mode.

To participate in the conference call, please dial 416-340-2217, participant passcode 1150288# and ask for Major Drilling's Third Quarter Results Conference Call. To ensure your participation, please call in approximately five minutes prior to the scheduled start of the call.

For those unable to participate, a taped rebroadcast will be available approximately one hour after the completion of the call until Monday, April 4, 2022. To access the rebroadcast, dial 905-694-9451 and enter the passcode 5874470#. The webcast will also be archived for one year and can be accessed on the Major Drilling website at www.majordrilling.com.

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