

# Management's Discussion and Analysis

# **First Quarter Fiscal 2022**

## MAJOR DRILLING GROUP INTERNATIONAL INC.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("MD&A") relates to the results of operations, financial condition and cash flows of Major Drilling Group International Inc. ("Major Drilling" or the "Company") as at and for the three-month period ended July 31, 2021. All amounts in this MD&A are in Canadian dollars, except where otherwise noted.

This MD&A is a review of activities and results for the three-month period ended July 31, 2021 as compared to the corresponding period in the previous year. Comments relate to, and should be read in conjunction with, the comparative unaudited Interim Condensed Consolidated Financial Statements as at and for the three-month period ended July 31, 2021, prepared in accordance with IAS 34 Interim Financial Reporting, and also in conjunction with the audited Consolidated Financial Statements and Analysis contained in the Company's Annual Report for the fiscal year ended April 30, 2021.

This MD&A is dated September 1, 2021. Disclosure contained in this document is current to that date, unless otherwise stated.

### FORWARD-LOOKING STATEMENTS

This MD&A 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 MD&A 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 MD&A 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 Canadian and international economic environments; the Company's dependence on key customers; the integration of business acquisitions and the realization of the intended benefits of such acquisitions; the level of funding for the Company's clients (particularly for junior mining companies); implications of the COVID-19 pandemic; competitive pressures; 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 year ended April 30, 2021, 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.

### COVID-19

Due to the cyclical nature of the business, Major Drilling is well versed in managing successfully during typical cyclical industry downturns, which has also enabled the Company to manage successfully during the COVID-19 pandemic. The Company has a global, diversified, and durable business model that serves well during these times. The Company's experienced management team has been proactive from the onset of the COVID-19 pandemic and will continue to react quickly to any changes in this environment, as necessary.

In the fourth quarter of fiscal 2020, the Company formally implemented its business continuity plan, which focused on having employees who can work remotely do so. In the first quarter of fiscal 2021, as the Company worked with its customers to encompass their safety protocols, the Company cautiously implemented a plan to have employees return to their place of work with strict enforcement of all safety protocols to ensure they remain safe and healthy. This plan includes, among other things, health screening, enhanced cleaning arrangements, travel bans, revised work schedules and the reorganization of processes and procedures to limit contact with other employees, customers, and contractors on-site.

In the latter half of fiscal 2021, activity levels increased and have now returned to pre-pandemic levels in most regions. As the long-term impacts of the COVID-19 pandemic continue to evolve, the Company closely monitors all developments in each of the regions in which it operates, including the recent increases in cases in a number of jurisdictions, and continues to assess any possible impact on the Company's business, in order to react quickly and take action if warranted.

As clients, suppliers and employees have adapted well to the enhanced safety measures and protocols, which have become a normal part of operations, vaccine rollouts have progressed, and various economies are re-opening. Therefore, management continues to believe any impacts on its business will be temporary.

### **CORPORATE OVERVIEW**

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.

The Company has two categories of customers: junior exploration companies and a diversified portfolio of senior/intermediate companies, for which the Company provides greenfield exploration drilling and/or drilling at operating mines.

At Major Drilling, safety is a core value. The Company promotes a proactive approach to health and safety as keeping people safe is of the utmost importance. The Company's safety standards lead the industry with well-trained, dedicated crews who know safety excellence occurs when every employee understands their right and responsibility to work safely every day. These crews quickly assess and manage risk, leading to better results for the Company's clients. The Company has partnered with industry leaders to develop a safety system that meets or exceeds all applicable government and client standards.

In today's world of rapidly changing technology, Major Drilling is dedicated to finding new and innovative solutions to problems. The Company has invested in a fleet of digitized mobile underground drills that allow less dependence on client resources, as well as increased ability for automation and versatility. Major Drilling is also working towards modernizing its surface rigs through digitization and rod handling to breed a safer, more productive work environment, while reducing maintenance costs and preventing downtime.

The Company leverages its collective experience to continuously improve its equipment and processes to meet current and future industry demands. By incorporating impactful technologies, paired with a commitment to environmental and social responsibility, Major Drilling is positioned to remain a leader in the drilling services field as mine discovery and development evolve.

### **BUSINESS STRATEGY**

Over the years, Major Drilling has positioned itself as one of the largest specialized drilling operators in the world by leveraging its main competitive advantages: skilled personnel, specialized equipment, robust safety systems, long-standing relationships with the world's largest mining companies, and access to capital.

As gold reserves decline due to minimal exploration during the recent industry downturn, and the push for a green economy increases demand for copper and other minerals, mining companies continue to deplete the more easily accessible mineral reserves around the world. Attractive deposits will be in increasingly remote locations, areas difficult to access and/or deep in the ground. Major Drilling's strategy is to focus its services on these "specialized drilling" projects and remain the world's leading provider of specialized drilling services by providing quality, safety and results every day, with expert crews that use distinct equipment and techniques in areas that are difficult to access.

Diversification within the drilling field continues to be an integral part of the Company's business strategy. While maintaining high safety standards that are unparalleled in the drilling industry, Major Drilling has globally diversified operations with a wide variety of equipment available to meet its clients' needs for all phases of their projects, including directional drilling, definition or infield drilling, mine development, dewatering, grade control, and percussive drilling for producing mines. The Company intends to continue modernizing and innovating its fleet and expanding its footprint in strategic areas.

The recent McKay Drilling PTY Limited ("McKay") acquisition provides the Company with a strong established presence in an important growth market, with a state-of-the-art fleet at the very high end of specialized drilling equipment, which incorporates the most advanced hands-free remote operation and monitoring technology.

Major Drilling delivers quality, high safety standards and results on even the toughest sites through the Company's extensive knowledge and experience, focus on safety, and commitment to meeting the local needs of every customer. With the best people on the ground and a well-maintained fleet, the Company partners with its customers and local communities for outstanding results.

A key part of the Company's strategy is to maintain a strong balance sheet. Its financial strength allows the Company to invest in safety and continuous improvement initiatives, to retain key employees, to invest in training and innovation, to maintain its equipment in good condition and maintain sufficient inventory to meet increased customer demands. The Company has the liquidity required for the current industry ramp-up and its financial strength allows it to adapt and manage effectively through challenging environments, such as the COVID-19 pandemic.

Major Drilling categorizes its mineral drilling services into three types: specialized drilling, conventional drilling, and underground drilling.

Specialized drilling can be defined as any drilling project that, by virtue of its scope, technical complexity, or location, creates significant barriers to entry for smaller drilling companies. This would include, for example, deep-hole drilling, directional drilling, and mobilizations to remote locations or high altitudes. Because significant ore bodies are getting more difficult to find, the Company expects specialized drilling services to continue to fuel future growth and the Company believes these skills will be in greater and greater demand over the next two decades.

Conventional drilling tends to be more affected by the industry cycle, as the barriers to entry are not as significant as with specialized drilling. This part of the industry is highly fragmented and has numerous competitors. Because the Company offers only limited differentiation in this sector, it is not its priority for investment.

The Company's underground services include both underground exploration drilling and underground percussive/longhole drilling. Underground exploration drilling takes on greater importance in the latter stages of the mining cycle as clients develop underground mines. Underground percussive/longhole drilling, which relates more to the production function of a mine, provides relatively more stable work during the mining cycles. By offering both underground production drilling and underground exploration drilling, the Company provides a wide range of complementary services to its clients.

### **ENVIRONMENTAL, SOCIAL AND GOVERNANCE ("ESG")**

Major Drilling believes its long-term sustainability depends on the Company serving as: stewards of the environment where we work; valued contributors to the communities where we operate; and responsible corporate citizens in the eyes of the Company's workforce, clients, shareholders, and other external stakeholders. While the Board of Directors and management have long had responsibility and oversight over ESG practices of the Company, in fiscal 2020, it began the process of consolidating its ESG efforts under an ESG Framework in order to formalize its risk management structure and mitigation strategies. The Company's ESG Policy was adopted in fiscal 2021, complementing other corporate policies such as its Code of Ethics and Business Conduct, Diversity Policy, Anti-Corruption Policy, and Human Rights Policy; its critical governance mechanisms such as the global Whistleblower Program; and its industry-leading workforce Health and Safety Program.

Major Drilling remains committed to delivering impactful contributions to the communities where it operates around the world, such as through its longstanding First Nations and Inuit partnerships in Canada, and frequent community initiatives by its teams worldwide, including multiple donations to aid in the fight against COVID-19.

### **INDUSTRY OVERVIEW**

The metals and minerals drilling industry is reliant primarily on demand from two metal groups: gold and base metals. Each commodity group is influenced by distinct market forces. This latest market downturn has been marked by lack of exploration and depleting reserves, with gold reserves down approximately 30% from 2012 and the average mine life falling from 20 to 10 years.

Gold has historically been a significant driver in the mining industry, accounting for 40 to 50% of the global exploration spend. Exploration activity generally varies up or down with the trend in gold prices. The COVID-19 outbreak has created economic uncertainty, and as gold is a safe-haven asset, prices reached historic highs in the first half of fiscal 2021, rising above US\$2,000 per ounce, while copper prices have increased to over US\$4.00 per pound, which supports a favourable exploration environment as mining companies look to replenish their depleting reserves.

The demand for base metals is dependent on economic activity. In the longer-term, the fundamental drivers of base metals remain positive, with worldwide supply of most metals expected to tighten and higher demand coming from the emerging markets. As these markets continue to urbanize, the requirement for base metals will continue to increase at the same time as easily accessible reserves are being depleted. As well, new infrastructure budgets announced around the world will require more copper and other metals, which should accelerate the depletion of those reserves. Also, the growing demand for electric vehicles should increase demand for metals such as copper, lithium, and cobalt.

Mineral reserves for gold and base metals continue to be depleted. As resources in some areas are also becoming depleted, future mineral deposits will have to come from areas difficult to access, either in remote or politically sensitive areas, deeper in the ground or at higher altitudes. Along with the improvement in the financing environment for juniors, this should improve demand for specialized services in the future as stability returns to the industry.

### **BUSINESS ACQUISITION**

On June 1, 2021, the Company completed the purchase of the issued and outstanding shares of McKay Drilling, a leading specialty drilling contractor based in Perth, Australia, providing Major Drilling with a strong established presence in an important growth market.

Founded in 1990, McKay is a leader in reverse circulation drilling and operates a state-of-the-art fleet of 15 high-capacity reverse circulation rigs and 5 deep-hole diamond rigs, with the most advanced hands-free remote operation and monitoring technology. McKay's fleet is at the very high end of specialized drilling equipment and includes support equipment and inventories necessary for its operation. The company is widely regarded as an innovator in the Australian mining industry and has long-standing relationships with Australia's largest mining companies.

While McKay's historical performance should not be viewed as guidance for future performance, for the twelve-month period ending March 31, 2021, McKay generated revenue of approximately AUD\$60 million and EBITDA of approximately AUD\$17 million.

The purchase price for the acquisition is valued at an amount up to AUD\$80 million, or approximately CAD\$75 million, consisting of: (i) a cash payment (funded from Major Drilling's cash and existing debt facilities) of AUD\$40 million; (ii) AUD\$15 million paid through the issuance of 1,318,101 common shares of Major Drilling, valued based on the volume weighted average price of the common shares prior to closing; and (iii) an earn-out of up to AUD\$25 million payable in cash over the next three years, based on the achievement of certain milestones.

The results of operations of McKay are included in the Interim Condensed Consolidated Statements of Operations from June 1, 2021. Since the date of acquisition, revenue attributable to the McKay operations was approximately \$12 million and earnings were approximately \$2 million. Had the business combination been effective as of May 1, 2021, pro-forma revenue and net earnings of the Company for the three months ended July 31, 2021, would have been approximately \$156.5 million and \$12 million, respectively.

### **OVERALL PERFORMANCE**

Revenue for the quarter ended July 31, 2021 was \$151.0 million, up 69% from revenue of \$89.4 million recorded for the same quarter last year. This includes the results of the McKay acquisition from the date of acquisition (June 1, 2021) and is the highest quarterly revenue the Company has recorded since the second quarter of fiscal 2013.

Gross margin percentage for the quarter was 20.1% compared to 16.9% for the same quarter last year. Adjusted gross margin, which excludes depreciation expense (see "Non-IFRS financial measures"), was 26.3% for the quarter compared to 27.8% for the same quarter last year.

The Company generated \$24.2 million of EBITDA (earnings before interest, taxes, depreciation, and amortization - see "Non-IFRS financial measures"), compared to \$13.9 million for the same quarter last year.

Net earnings were \$11.1 million or \$0.14 per share compared to \$2.1 million or \$0.03 per share for the same quarter last year.

Net debt position (cash net of debt, excluding lease liabilities reported under IFRS 16 Leases - see "Non-IFRS financial measures") was \$44.5 million compared to net cash of \$5.0 million in the fourth quarter of the previous year, as the Company used existing cash and debt facilities to fund the cash portion of the McKay acquisition. Presentation of the previous year comparative has been adjusted to be consistent with current year presentation.

### **RESULTS OF OPERATIONS - FIRST QUARTER RESULTS ENDED JULY 31, 2021**

Total revenue for the quarter was \$151.0 million, the Company's highest quarterly revenue since the second quarter of 2013, up 69% from revenue of \$89.4 million recorded in the same quarter last year, which was impacted by COVID-19. 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 \$9 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 84.6% to \$84.9 million, compared to the same period last year. Demand for drilling services in this region remains very strong. Recently raised capital from juniors as well as increased exploration budgets from seniors and intermediates has resulted in increased activity levels in which the Company has been positioned to benefit from.

South and Central American revenue increased by 80.5% to \$35.2 million for the quarter, compared to the same quarter last year. This quarter saw activity levels start to pick up subsequent to the impacts of COVID-19, although certain countries, such as Chile and Argentina, are still not operating at pre-pandemic levels.

Australasian and African revenue increased by 29.8% to \$30.9 million, compared to the same period last year. The addition of the Australian operations more than offset the impacts of COVID-19 in the region, as certain countries, in particular Mongolia, have seen activity levels heavily impacted with the most recent wave of the pandemic.

Gross margin percentage for the quarter was 20.1%, compared to 16.9% for the same period last year. Depreciation expense totaling \$9.3 million is included in direct costs for the current quarter, versus \$9.7 million in the same quarter last year. Adjusted gross margin, which excludes depreciation expense, was 26.3% for the quarter, compared to 27.8% for the same period last year. Labour challenges and supply cost increases have impacted margins in the current quarter, but several contracts in North America have been renegotiated with more favourable terms and prices, which should help offset the cost inflation and improve margins moving forward.

General and administrative costs were \$13.6 million, an increase of \$2.4 million compared to the same quarter last year. The increase is driven by the addition of the Australian operations and inflationary wage adjustments to start the new fiscal year. Also, certain cost cutting measures and government assistance programs used to navigate the pandemic in the prior year are no longer in place as the Company shifts towards a growth phase.

The income tax provision for the quarter was an expense of \$2.7 million compared to an expense of \$1.2 million for the prior year period. The income tax expense, although up from the previous year due to increased profitability, was aided by the utilization of previously unrecognized tax losses in certain regions.

Net earnings were \$11.1 million or \$0.14 per share (\$0.13 per share diluted) for the quarter, compared to \$2.1 million or \$0.03 per share (\$0.03 per share diluted) for the prior year quarter.

(in \$000s CAD, except per share)	Fiscal 2022		Fiscal 2	021			Fiscal 2020	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Revenue	\$150,995	\$128,117	\$100,387	\$114,152	\$89,420	\$88,784	\$ 81,719	\$121,182
Gross profit	30,360	15,053	11,058	22,852	15,125	9,401	5,166	24,707
Gross margin	20.1%	11.7%	11.0%	20.0%	16.9%	10.6%	6.3%	20.4%
Adjusted gross margin	26.3%	18.4%	20.3%	28.3%	27.8%	21.5%	17.6%	28.1%
Net earnings (loss)	11,060	2,344	(1,467)	7,009	2,148	(74,307)	(9,947)	7,259
Per share - basic	0.14	0.03	(0.02)	0.09	0.03	(0.92)	(0.12)	0.09
Per share - diluted	0.13	0.03	(0.02)	0.09	0.03	(0.92)	(0.12)	0.09

### SUMMARY OF QUARTERLY RESULTS

The third quarter (November to January) is normally the Company's weakest quarter due to the shutdown of mining and exploration activities, often for extended periods over the holiday season.

### LIQUIDITY AND CAPITAL RESOURCES

### **Operating activities**

The change in non-cash operating working capital items was an outflow of \$5.4 million for the quarter, compared to an outflow of \$12.9 million for the same quarter last year. The outflow of non-cash operating working capital was primarily comprised of:

- an increase in accounts receivable of \$7.7 million;
- an increase in accounts payable of \$4.3 million;
- an increase in prepaids of \$2.3 million; and
- a decrease in inventory of \$0.4 million.

Cash flow from operating activities for the quarter was an inflow of \$16.8 million compared to an outflow of \$0.6 million in the same quarter last year.

### Investing activities

Capital expenditures were \$11.7 million for the quarter ended July 31, 2021, compared to \$7.5 million for the same quarter last year.

The drill rig count was 605 at July 31, 2021, as the Company added 30 rigs to its fleet, including the 20 specialized rigs acquired through the McKay acquisition, while disposing of 13 older and inefficient rigs.

### Financing activities

Under the terms of certain of the Company's debt agreements, the Company must satisfy specific financial covenants. Such agreements also limit, among other things, the Company's ability to incur additional indebtedness, create liens, engage in mergers or acquisitions or make dividend and other payments. During the period, the Company was, and continues to be, in compliance with all covenants and other conditions imposed by its debt agreements.

### **Operating credit facilities**

The credit facilities related to operations total \$31.2 million (\$30.0 million from a Canadian chartered bank and \$1.2 million from an American chartered bank) and are primarily secured by corporate guarantees of companies within the group, bearing interest at either the bank's prime rate plus 0.5% or the bankers' acceptance rate plus 2.0% for Canadian dollar draws, and either the bank's U.S. dollar base rate in Canada plus 0.5% or the bank's London Inter Bank Offer Rate ("LIBOR") plus 2.0% for U.S. dollar draws. The U.S. facility bears interest at the bank's LIBOR plus 2.25%. At July 31, 2021, the Company had utilized \$1.3 million of these facilities for stand-by letters of credit.

The Company also has a credit facility of \$2.3 million for credit cards for which interest rate and repayment are as per cardholder agreements.

### Long-term debt

Total long-term debt increased by \$34.7 million during the quarter to \$50.2 million at July 31, 2021. The increase relates to the \$35.0 million draw on the revolving-term facility for the McKay acquisition, offset by regular debt repayments. During the quarter, the Company has negotiated an expansion of this facility to an aggregate \$75.0 million to retain additional liquidity to fund operations.

As of July 31, 2021, the Company had the following long-term debt facilities:

- \$75.0 million revolving term facility for financing the cost of equipment purchases or acquisition costs of related businesses. At July 31, 2021, \$50.0 million had been drawn on this facility, bearing interest at either the bank's prime rate plus 0.5% or the bankers' acceptance rate plus 2.0% for Canadian dollar draws, and either the bank's U.S. dollar base rate in Canada plus 0.5% or the bank's LIBOR plus 2.0% for U.S. dollar draws (depending on timing of draw), interest only payable in monthly installments, secured by corporate guarantees of companies within the group, maturing in October 2023.
- \$0.1 million non-revolving facility. This facility carries a fixed interest rate of 5.9% and is amortized over ten years ended in August 2021.

As at July 31, 2021, the Company has \$0.1 million in scheduled debt repayments for the remainder of fiscal 2022, however the Company may choose to make discretionary payments on the revolving term facility, depending on available funds.

As at July 31, 2021, the Company had unused borrowing capacity under its credit facilities of \$54.9 million and cash of \$27.5 million, for a total of \$82.4 million in available funds. The Company believes its existing cash balance, available credit facility, and expected operating cash flows, will be sufficient to fund operations, capital expenditures, contingent considerations, debt and lease obligations, currently estimated for the next twelve months.

### OUTLOOK

Demand for the Company's services remains strong, and more work has been secured for the upcoming quarter. Although the shortage of experienced drill crews does put pressure on labour costs and productivity, especially in the Company's most active markets, it is expected the wider industry shortages and higher utilization rates will continue to drive a more positive pricing environment and expedite margin recovery as the cycle progresses. Further, as pandemic restrictions ease in South America, the Company expects to see an increase in activity as drilling programs resume in Chile and Argentina.

As availability of skilled labour remains challenging, the Company continues to increase efforts across its training centers to improve retention rates for new hires and to qualify candidates for the Company's driller-trainee programs. As well, wages have increased and retention bonuses have been implemented in certain areas to retain and attract the most experienced drillers, and to train the next generation of drillers, which are key to high-quality customer service.

Due to the lack of exploration during the latest industry downturn, gold's average mine life has fallen to a nearly 10-year low. Therefore, industry experts expect reserve replacement to be a top priority for gold companies for years to come. Copper prices have hit historical highs, which should also translate into more exploration activity in the future as mining companies seek to replenish depleting reserves. At the same time, governments across the world are unleashing significant stimulus programs targeting renewable energy and electric vehicles, which will require a significant volume of copper, as well as battery metals.

The pickup in activity brings labour issues back to the forefront, putting temporary pressure on labour costs and productivity, especially in the Company's most active markets. However, the wider industry shortages and higher utilization rates are expected to continue to drive a more positive pricing environment and expedite margin recovery.

The Company's financial position remains strong and the balance sheet flexible, allowing it to continue to deploy technologies that aid in the ongoing development of safe, competent employees and maintain its fleet to meet customers' demands, improve rig reliability, productivity, and utilization, as well as to invest in its continuous improvement initiatives.

### 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.

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

(in \$000s CAD)	 Q1 2022	 Q1 2021
Net earnings	\$ 11,060	\$ 2,148
Finance costs	472	288
Income tax provision	2,715	1,231
Depreciation and amortization	 9,989	 10,220
EBITDA	\$ 24,236	\$ 13,887

### Adjusted gross profit/margin - excludes depreciation expense:

(in \$000s CAD)	 Q1 2022	 Q1 2021
Total revenue	\$ 150,995	\$ 89,420
Less: direct costs	 120,635	 74,295
Gross profit	30,360	15,125
Add: depreciation	9,309	9,707
Adjusted gross profit	 39,669	 24,832
Adjusted gross margin	26.3%	27.8%

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

(in \$000s CAD)	 July 31, 2021	 April 30, 2021
Cash	\$ 27,470	\$ 22,359
Contingent consideration	(21,742)	(1,907)
Current portion of long-term debt	(83)	(356)
Long-term debt	(50,159)	(15,106)
Net cash (debt)	\$ (44,514)	\$ 4,990

### FOREIGN EXCHANGE

The Company's reporting currency is the Canadian dollar, however a significant portion of the Company's revenue and operating expenses outside of Canada are denominated in U.S. dollars, with some exposure to other currencies. The year-over-year comparisons in the growth of revenue and operating expenses have been impacted by the relative strength of the Canadian dollar against the U.S. dollar as well as these other currencies.

During the quarter, approximately 31% of revenue generated was in Canadian dollars, 52% in U.S. dollars, and the balance in other currencies. Since most of the input costs related to revenue are denominated in the same currency as the revenue, the impact on earnings is somewhat muted.

The unfavourable foreign exchange translation impact on revenue for the quarter, when comparing to the effective rates for the same quarter last year, was approximately \$9 million, as the COVID-19 pandemic resulted in significant volatility in foreign exchange markets in the first quarter of the previous year. The foreign exchange impact on net earnings for the quarter was negligible as net earnings tend to remain less impacted by currency fluctuations as a large proportion of costs are typically incurred in the same currency as revenue.

Currency controls and government policies in foreign jurisdictions, where a portion of the Company's business is conducted, can restrict the Company's ability to exchange such foreign currency for other currencies, such as the U.S. dollar. To mitigate this risk, the Company has adopted a policy of carrying limited foreign currencies in local bank accounts.

As at July 31, 2021, the most significant carrying amounts of net monetary assets and/or liabilities (which may include intercompany balances with other subsidiaries) that: (i) are denominated in currencies other than the functional currency of the respective Company subsidiary; and (ii) cause foreign exchange rate exposure, including the impact on earnings before income taxes ("EBIT"), if the corresponding rate changes by 10%, are as follows:

	Rate variance M	NT/USD	IDR/USD	USD/AUD	MZN/USD	USD/CAD	USD/ZAR	USD/BRL	USD/CLP	Other
Net exposure on monetary							(0.0.1.0)	(0.00-)		
assets (liabilities)		5,338	4,924	4,831	1,782	1,652	(2,246)	(3,097)	(6,304)	127
EBIT impact	+/-10%	593	547	537	198	184	250	344	700	14

### Argentina currency status

During the year, in an effort to bring inflation down and stabilize markets as the financial crisis continues in Argentina, the Argentine government imposed tighter currency controls. In an effort to prevent the flow of U.S. dollars ("USD") out of Argentina's struggling economy, the Argentine central bank has recently made it more difficult for investors to buy USD and are tightening controls to prevent investors from buying assets in Argentine pesos ("ARS") and then selling abroad in USD to obtain foreign currency. As the ARS continues to devalue, the Company continues to be vigilant in managing assets held in ARS and has limited exposure to the ARS.

### Mozambique currency status

During the latter part of the previous year, the Mozambique metical ("MZN") appreciated considerably, offsetting the depreciation of the metical in the previous year. In March, the Bank of Mozambique intervened in the foreign currency market taking monetary policy measures, emphasizing the increase of interest rates in the national financial system. Mozambique's economy is expected to gradually recover in 2021, however the Company remains vigilant in managing assets held in MZN.

### Indonesia currency status

Early in the current calendar year, the Bank of Indonesia implemented several policies to maintain exchange rate stability, including intensive monitoring of foreign exchange market transactions, moral suasion, foreign currency intervention in the domestic foreign exchange markets, and direct controls through relevant regulations. Early in the current quarter, the Bank of Indonesia has strengthened the monitoring of foreign exchange transactions against the rupiah. As these policies could delay and eventually restrict the ability to exchange the rupiah to U.S. dollars, the Company is monitoring this situation closely.

### **COMPREHENSIVE EARNINGS**

The Interim Condensed Consolidated Statements of Comprehensive Earnings for the quarter includes a \$2.0 million unrealized gain on translating the financial statements of the Company's foreign operations compared to a loss of \$8.1 million for the previous year. The change relates to translating the net assets of the Company's foreign operations, which have a functional currency other than the Canadian dollar, to the Company's Canadian dollar currency presentation.

### **GENERAL RISKS AND UNCERTAINTIES**

A complete discussion of general risks and uncertainties may be found in the Company's Annual Information Form for the fiscal year ended April 30, 2021, which can be found on the SEDAR website at www.sedar.com. The Company is not aware of any significant changes to risk factors from those disclosed at that time.

### **OFF BALANCE SHEET ARRANGEMENTS**

Except for commitments exempt from balance sheet treatment under IFRS 16 Leases, the Company does not have any off balance sheet arrangements.

### DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROL OVER FINANCIAL REPORTING

The Company's CEO and CFO are responsible for designing disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR") or causing them to be designed under their supervision. The Company's DC&P and ICFR are designed to provide reasonable assurance regarding the reliability of the Company's financial reporting and its preparation of financial statements for external purposes in accordance with International Financial Reporting Standards.

Effective June 1, 2021, the Company completed the acquisition of McKay Drilling. The results of McKay's operations have been included in the Interim Condensed Consolidated Financial Statements since the date of acquisition, however, the Company has not had sufficient time to appropriately review the internal control used by McKay. The Company is in the process of integrating the McKay operation and will be expanding its DC&P and ICFR to include the McKay operation over the next year. As a result, the CEO and CFO have limited the scope of design of DC&P and testing of ICFR to exclude McKay controls, policies and procedures from the July 31, 2021 certification of internal control, in accordance with section 3.3(1)(b)of NI 52-109, which allows an issuer to limit the design of DC&P or ICFR to exclude a business that was acquired not more than 365 days before the end of the financial period to which the CEO's and CFO's certification of interim filings relates. The acquisition date financial information for McKay is included in the discussion regarding the acquisition contained in this MD&A and note 10 of the Interim Condensed Consolidated Financial Statements.

For the three-month period ended July 31, 2021, there have been no changes in the Company's DC&P or ICFR that have materially affected, or are reasonably likely to materially affect, the Company's DC&P or ICFR. Accordingly, the CEO and CFO have concluded that the design and operation were effective at a reasonable level for the period covered by this report.

### Limitations of controls and procedures

The inherent limitations in all control systems are such that they can provide only reasonable, not absolute, assurance that all control issues and instances of fraud or error, if any, within the Company have been detected. Therefore, DC&P and ICFR have inherent limitations, regardless of how well designed, and can provide only reasonable assurance with respect to financial statement preparation and may not prevent and detect all misstatements.

### **OUTSTANDING SHARE DATA**

As of September 1, 2021, there were 82,310,554 common shares issued and outstanding in the Company. This represents an increase of 131,000 issued and outstanding shares, due to the exercise of stock options, as compared to the number reported in the Company's annual MD&A (reported as of June 14, 2021).

### ADDITIONAL INFORMATION

Additional information relating to the Company, including the Company's Annual Information Form, is available on the SEDAR website at www.sedar.com.

## Major Drilling Group International Inc. Interim Condensed Consolidated Statements of Operations (in thousands of Canadian dollars, except per share information)

(unaudited)

	Three months ended July 31				
		2021		2020	
TOTAL REVENUE	\$	150,995	\$	89,420	
DIRECT COSTS (note 6)		120,635		74,295	
GROSS PROFIT		30,360		15,125	
OPERATING EXPENSES					
General and administrative (note 6)		13,608		11,226	
Other expenses		2,607		895	
(Gain) loss on disposal of property, plant and equipment		(324)		(56)	
Foreign exchange (gain) loss		222		(607)	
Finance costs		472		288	
		16,585		11,746	
EARNINGS BEFORE INCOME TAX		13,775		3,379	
INCOME TAX EXPENSE (RECOVERY) (note7)					
Current		2,432		1,801	
Deferred		283		(570)	
		2,715		1,231	
NET EARNINGS	\$	11,060	\$	2,148	
EARNINGS PER SHARE (note 8)					
Basic	\$	0.14	\$	0.03	
Diluted	\$	0.13	\$	0.03	

## Major Drilling Group International Inc. Interim Condensed Consolidated Statements of Comprehensive Earnings (Loss) (in thousands of Canadian dollars)

(unaudited)

	Three months ended July 31			
		2021		2020
NET EARNINGS	\$	11,060	\$	2,148
OTHER COMPREHENSIVE EARNINGS (LOSS)				
Items that may be reclassified subsequently to profit or loss Unrealized gain (loss) on foreign currency translations Unrealized gain (loss) on derivatives (net of tax)		2,005 177		(8,090) 1,670
COMPREHENSIVE EARNINGS (LOSS)	\$	13,242	\$	(4,272)

## Major Drilling Group International Inc. Interim Condensed Consolidated Statements of Changes in Equity For the three months ended July 31, 2021 and 2020

(in thousands of Canadian dollars)

(unaudited)

	Share capital	 Retained earnings (deficit)		Other reserves	pa	Share-based ayments reserve	gn currency tion reserve	Total
BALANCE AS AT MAY 1, 2020	\$ 243,189	\$ (35,691)	\$	(611)	\$	8,519	\$ 81,640	\$ 297,046
Share-based compensation	-	-		-		76	-	76
Stock options expired/forfeited		 3,371		(611)		<u>(3,371)</u> 5,224	 - 01 ( 40	-
Comprehensive earnings:	243,189	 (32,320)		(611)		5,224	 81,640	297,122
Net earnings Unrealized gain (loss) on foreign	-	2,148		-		-	-	2,148
currency translations	-	-		-		-	(8,090)	(8,090)
Unrealized gain (loss) on derivatives	-	 -		1,670		-	 -	1,670
Total comprehensive earnings (loss)		 2,148		1,670		-	 (8,090)	(4,272)
BALANCE AS AT JULY 31, 2020	\$ 243,189	\$ (30,172)	\$	1,059	\$	5,224	\$ 73,550	<u>\$ 292,850</u>
BALANCE AS AT MAY 1, 2021	\$ 243,379	\$ (22,456)	\$	1,067	\$	5,559	\$ 52,614	\$280,163
Share issue (note 10)	12,911	-		-		-	-	12,911
Exercise of stock options	3,280	-		-		(920)	-	2,360
Share-based compensation	-	-		-		78	-	78
Stock options expired/forfeited	-	 20		-		(20)	 -	-
	259,570	 (22,436)		1,067		4,697	 52,614	295,512
<b>Comprehensive earnings:</b> Net earnings Unrealized gain (loss) on foreign	-	11,060		-		-	-	11,060
currency translations	-	-		-		-	2,005	2,005
Unrealized gain (loss) on derivatives	-	 -		177		-	 -	177
Total comprehensive earnings (loss)		 11,060		177		-	 2,005	13,242
BALANCE AS AT JULY 31, 2021	<u>\$ 259,570</u>	\$ (11,376)	<u>\$</u>	1,244	<u>\$</u>	4,697	\$ 54,619	\$308,754

# Major Drilling Group International Inc. Interim Condensed Consolidated Statements of Cash Flows (in thousands of Canadian dollars) (unaudited)

	Three months ended July 31			
	2021		2020	
OPERATING ACTIVITIES				
Earnings before income tax	\$ 13,775	\$	3,379	
Operating items not involving cash				
Depreciation and amortization	9,989		10,220	
(Gain) loss on disposal of property, plant and equipment	(324	)	(56)	
Share-based compensation	78		76	
Finance costs recognized in earnings before income tax	472		288	
	23,990		13,907	
Changes in non-cash operating working capital items	(5,386	)	(12,907)	
Finance costs paid	(472	)	(288)	
Income taxes (paid) recovered	(1,300	Ĵ	(1,324)	
Cash flow from (used in) operating activities	16,832		(612)	
FINANCING ACTIVITIES				
Repayment of lease liabilities	(442	)	(310)	
Repayment of long-term debt	(272	-	(20,251)	
Issuance of common shares due to exercise of stock options	2,360	-	-	
Proceeds from draw on long-term debt	35,000		-	
Cash flow from (used in) financing activities	36,646		(20,561)	
INVESTING ACTIVITIES				
Business acquisitions (net of cash acquired) (note 10)	(37,869	)	-	
Acquisition of property, plant and equipment	(11,653	-	(7,499)	
Proceeds from disposal of property, plant and equipment	1,363	-	301	
Cash flow from (used in) investing activities	(48,159	)	(7,198)	
Effect of exchange rate changes	(208	)	(991)	
INCREASE (DECREASE) IN CASH	5,111		(29,362)	
CASH AND CASH EQUIVALENTS, BEGINNING OF THE PERIOD	22,359		58,433	
CASH AND CASH EQUIVALENTS, END OF THE PERIOD	\$ 27,470	\$	29,071	

## Major Drilling Group International Inc. **Interim Condensed Consolidated Balance Sheets**

As at July 31, 2021 and April 30, 2021 (in thousands of Canadian dollars) (unaudited)

ASSETS	July 31, 2021	April 30, 2021
CUDDENT ACCETC		
CURRENT ASSETS Cash	\$ 27,470	\$ 22,359
Trade and other receivables	\$	\$ 22,339 102,571
Income tax receivable	4,746	5,973
Inventories	88,008	85,585
Prepaid expenses	10,796	6,710
	254,168	223,198
PROPERTY, PLANT AND EQUIPMENT (note 5 and note 10)	190,432	144,382
RIGHT-OF-USE ASSETS	6,298	3,773
DEFERRED INCOME TAX ASSETS	6,450	8,903
GOODWILL (note 10)	22,782	7,708
INTANGIBLE ASSETS (note 10)	5,746	568
	\$ 485,876	\$ 388,532
LIABILITIES		
CURRENT LIABILITIES		
Trade and other payables	\$ 85,484	\$ 73,083
Income tax payable	1,381	1,639
Current portion of lease liabilities	1,651	803
Current portion of long-term debt	83	356
	88,599	75,881
LEASE LIABILITIES	4,588	2,943
CONTINGENT CONSIDERATION (note 10)	21,742	1,907
LONG-TERM DEBT	50,159	15,106
DEFERRED INCOME TAX LIABILITIES	12,034	12,532
	177,122	108,369
SHAREHOLDERS' EQUITY		
Share capital	259,570	243,379
Retained earnings (deficit)	(11,376)	(22,456)
Other reserves	1,244	1,067
Share-based payments reserve	4,697	5,559
Foreign currency translation reserve	54,619	52,614
	308,754	280,163
	\$ 485,876	\$ 388,532

### 1. **NATURE OF ACTIVITIES**

Major Drilling Group International Inc. (the "Company") is incorporated under the Canada Business Corporations Act and has its head office at 111 St. George Street, Suite 100, Moncton, NB, Canada. The Company's common shares are listed on the Toronto Stock Exchange ("TSX"). The principal source of revenue consists of contract drilling for companies primarily involved in mining and mineral exploration. The Company has operations in Canada, the United States, Mexico, South America, Asia, Africa and Australia.

### 2. **BASIS OF PRESENTATION**

### Statement of compliance

These Interim Condensed Consolidated Financial Statements have been prepared in accordance with IAS 34 Interim Financial Reporting ("IAS 34") as issued by the International Accounting Standards Board ("IASB") and using the accounting policies as outlined in the Company's annual Consolidated Financial Statements for the year ended April 30, 2021, with the exception of intangible assets acquired (see note 10).

On September 1, 2021, the Board of Directors authorized the financial statements for issue.

### Basis of consolidation

These Interim Condensed Consolidated Financial Statements incorporate the financial statements of the Company and entities controlled by the Company. Control is achieved when the Company is exposed or has rights to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

The results of subsidiaries acquired or disposed of during the period are included in the Consolidated Statements of Operations from the effective date of acquisition or up to the effective date of disposal, as appropriate.

Intra-group transactions, balances, income and expenses are eliminated on consolidation, where appropriate.

### **Basis of preparation**

These Interim Condensed Consolidated Financial Statements have been prepared based on the historical cost basis, except for certain financial instruments that are measured at fair value, using the same accounting policies and methods of computation as presented in the Company's annual Consolidated Financial Statements for the year ended April 30, 2021.

### 3. **KEY SOURCES OF ESTIMATION UNCERTAINTY AND CRITICAL ACCOUNTING JUDGMENTS**

The preparation of financial statements, in conformity with International Financial Reporting Standards ("IFRS"), requires management to make judgments, estimates and assumptions that are not readily apparent from other sources, which affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Depending on the severity and duration of disruptions caused by the COVID-19 pandemic, results could be impacted in future periods. It is not possible at this time to estimate the magnitude of such potential future impacts.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised, if the revision affects only that period, or in the period of the revision and future periods, if the revision affects both current and future periods. Significant areas requiring the use of management estimates relate to the useful lives of property, plant and equipment and intangible assets for depreciation purposes, property, plant and equipment and inventory valuation, determination of income and other taxes, assumptions used in the compilation of share-based payments, fair value of assets acquired and liabilities assumed in business acquisitions, amounts recorded as accrued liabilities, contingent consideration, allowance for doubtful accounts, and impairment testing of goodwill and intangible assets.

### MAJOR DRILLING GROUP INTERNATIONAL INC. NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE THREE MONTHS ENDED JULY 31, 2021 AND 2020 (UNAUDITED) (in theusands of Consider dollars, excent per share information)

(in thousands of Canadian dollars, except per share information)

### 3. KEY SOURCES OF ESTIMATION UNCERTAINTY AND CRITICAL ACCOUNTING JUDGMENTS (Continued)

The Company applied judgment in determining the functional currency of the Company and its subsidiaries, the determination of cash-generating units ("CGUs"), the degree of componentization of property, plant and equipment, the recognition of provisions and accrued liabilities, and the determination of the probability that deferred income tax assets will be realized from future taxable earnings.

### 4. SEASONALITY OF OPERATIONS

The third quarter (November to January) is normally the Company's weakest quarter due to the shutdown of mining and exploration activities, often for extended periods over the holiday season.

### 5. **PROPERTY, PLANT AND EQUIPMENT**

Capital expenditures for the three months ended July 31, 2021 were \$11,653 (2020 - \$9,168). The unpaid portion of capital expenditures for the three months ended July 31, 2021 was nil (2020 - \$1,669).

### 6. <u>EXPENSES BY NATURE</u>

Direct costs by nature are as follows:

	 Q1 2022	 Q1 2021
Depreciation	\$ 9,309	\$ 9,707
Employee salaries and benefit expenses	56,190	30,693
Cost of material	22,753	15,155
Other	32,383	18,740
	\$ 120,635	\$ 74,295
General and administrative expenses by nature are as follows:	 Q1 2022	 Q1 2021
Amortization of intangible assets	\$ 279	\$ 95
Depreciation of right-of-use assets	314	300
Depreciation other	87	118
Employee salaries and benefit expenses	7,863	6,366
Other general and administrative expenses	5,065	4,347
-	\$ 13,608	\$ 11,226

(in thousands of Canadian dollars, except per share information)

### 7. **INCOME TAXES**

The income tax provision for the period can be reconciled to accounting earnings before income tax as follows:

	 Q1 2022	Q1 2021
Earnings before income tax	\$ 13,775 \$	3,379
Statutory Canadian corporate income tax rate	27%	27%
Expected income tax provision based on statutory rate	3,719	912
Non-recognition of tax benefits related to losses	489	842
Utilization of previously unrecognized losses	(2,334)	(177)
Other foreign taxes paid	216	121
Rate variances in foreign jurisdictions	87	(163)
Derecognition of previously recognized losses	861	-
Permanent differences and other	(323)	(304)
Income tax provision recognized in net earnings	\$ 2,715 \$	1,231

The Company periodically assesses its liabilities and contingencies for all tax years open to audit based upon the latest information available. For those matters where it is probable that an adjustment will be made, the Company records its best estimate of these tax liabilities, including related interest charges. Inherent uncertainties exist in estimates of tax contingencies due to changes in tax laws. While management believes they have adequately provided for the probable outcome of these matters, future results may include favourable or unfavourable adjustments to these estimated tax liabilities in the period the assessments are made, or resolved, or when the statutes of limitations lapse.

#### 8. **EARNINGS PER SHARE**

All of the Company's earnings are attributable to common shares, therefore, net earnings is used in determining earnings per share.

		Q1 2022		Q1 2021
Net earnings	\$	11,060	\$	2,148
Weighted average number of shares: Basic (000s) Diluted (000s)		81,731 82,221		80,634 80,634
Earnings per share Basic Diluted	\$ \$	0.14 0.13	\$ \$	0.03 0.03

The calculation of diluted earnings per share for the three months ended July 31, 2021 excludes the effect of 46,793 options, (2020 - 2,035,919) as they were anti-dilutive.

The total number of shares outstanding on July 31, 2021 was 82,310,554 (2020 - 80,634,153).

(in thousands of Canadian dollars, except per share information)

#### 9. **SEGMENTED INFORMATION**

The Company's operations are divided into the following three geographic segments, corresponding to its management structure: Canada - U.S.; South and Central America; and Australasia and Africa. The services provided in each of the reportable segments are essentially the same. The accounting policies of the segments are the same as those described in the Company's annual Consolidated Financial Statements for the year ended April 30, 2021. Management evaluates performance based on earnings from operations in these three geographic segments before finance costs, general corporate expenses and income taxes. Data relating to each of the Company's reportable segments is presented as follows:

	 Q1 2022	 Q1 2021
Revenue		
Canada - U.S.*	\$ 84,859	\$ 46,045
South and Central America	35,190	19,535
Australasia and Africa	 30,946	 23,840
	\$ 150,995	\$ 89,420

\*Canada - U.S. includes revenue of \$46,999 and \$18,078 for Canadian operations for the three months ended July 31, 2021 and 2020, respectively.

	 Q1 2022	 Q1 2021
Earnings (loss) from operations		
Canada - U.S.	\$ 12,192	\$ 2,801
South and Central America	104	(1,043)
Australasia and Africa	 5,641	 3,001
	 17,937	 4,759
Finance costs	472	288
General corporate expenses**	3,690	1,092
Income tax	 2,715	 1,231
	 6,877	 2,611
Net earnings	\$ 11,060	\$ 2,148

\*\*General corporate expenses include expenses for corporate offices and stock options.

	 Q1 2022	 Q1 2021
Capital expenditures		
Canada - U.S.	\$ 8,415	\$ 8,021
South and Central America	2,448	200
Australasia and Africa	 790	 947
Total capital expenditures	\$ 11,653	\$ 9,168

(in thousands of Canadian dollars, except per share information)

### 9. <u>SEGMENTED INFORMATION (Continued)</u>

	Q1 2022			Q1 2021	
Depreciation and amortization					
Canada - U.S.	\$	4,235	\$	5,024	
South and Central America		2,537		3,358	
Australasia and Africa		2,884		1,792	
Unallocated and corporate assets		333		46	
Total depreciation and amortization	\$	9,989	\$	10,220	
		July 31, 2021		April 30, 2021	
Identifiable assets					
Canada - U.S.*	\$	199,827	\$	191,320	
South and Central America		111,519		99,435	
Australasia and Africa		197,609		111,504	
Unallocated and corporate liabilities		(23,079)		(13,727)	
Total identifiable assets	\$	485,876	\$	388,532	

\*Canada - U.S. includes property, plant and equipment as at July 31, 2021 of \$44,497 (April 30, 2021 - \$43,409) for Canadian operations.

### 10. BUSINESS ACQUISITION

### McKay Drilling PTY Limited

Effective June 1, 2021, the Company acquired all of the issued and outstanding shares of McKay Drilling PTY Limited ("McKay"), a leading specialty drilling contractor based in Western Australia.

The acquisition was accounted for using the acquisition method. The Company acquired 20 drill rigs, support equipment and inventory, existing contracts and receivables, as well as retaining the operation's management team, and other employees, including experienced drillers.

The purchase price for the transaction was \$70,892, consisting of \$37,869 in cash (net of cash acquired), \$12,911 in Major Drilling shares and an additional payout of \$20,112 (discounted) tied to performance. The maximum amount of the contingent consideration is \$25,000 AUD, with a payout period extending over three years from the effective date of June 1, 2021, contingent upon achievement of certain milestones.

As the acquisition occurred early in the current quarter, the Company is in the process of finalizing the valuation of assets and purchase price allocation. As at July 31, 2021, the values allocated to net tangible and intangible assets are preliminary and are subject to adjustments as additional information is obtained.

Goodwill arising from this acquisition was equal to the excess of the total consideration paid over the fair value of the net assets acquired and represents the benefit of expected synergies, revenue growth, an experienced labour force and future market development.

(in thousands of Canadian dollars, except per share information)

#### 10. **BUSINESS ACQUISITION (Continued)**

The estimated net assets acquired at fair value at acquisition were as follows:

### Net assets acquired

Trade and other receivables	\$	10,475
Inventories	Ŧ	1,595
Prepaid expenses		1,773
Property, plant and equipment		44,466
Goodwill (not tax deductible)		15,362
Intangible assets		5,558
Trade and other payables		(7,379)
Deferred income tax liabilities		(958)
Total assets	¢	70,892
	Ψ	70,072
Consideration		
Cash	\$	38,850
Less: cash acquired		(981)
Contingent consideration		20,112
Shares of Major Drilling		12,911
Total consideration	\$	70,892

Subsequent to the date of acquisition, the trade and other receivables included in the above net assets acquired have been fully collected. Intangible assets acquired are amortized over 5 years.

The above consideration includes non-cash investing activities, which are not reflected in the Interim Condensed Consolidated Statements of Cash Flows, including the issuance of 1,318,101 shares of Major Drilling for a total of \$12,911, and contingent consideration of \$20,112 (discounted).

The Company incurred acquisition-related costs of \$396 relating to external legal fees and due diligence costs. These acquisition costs have been included in the other expenses line of the Interim Condensed Consolidated Statements of Operations.

The results of operations of McKay are included in the Interim Condensed Consolidated Statements of Operations from June 1, 2021. Since the date of acquisition, revenue attributable to the McKay operations was approximately \$12 million and earnings were approximately \$2 million. Had the business combination been effective as of May 1, 2021, pro-forma revenue and net earnings of the Company for the three months ended July 31, 2021, would have been approximately \$156.5 million and \$12 million, respectively.

#### 11. **FINANCIAL INSTRUMENTS**

### Fair value

The carrying values of cash, trade and other receivables, demand credit facilities and trade and other payables approximate their fair value due to the relatively short period to maturity of the instruments. The carrying value of contingent consideration and long-term debt approximates their fair value as the interest applicable is reflective of fair market rates.

(in thousands of Canadian dollars, except per share information)

### 11. <u>FINANCIAL INSTRUMENTS (Continued)</u>

Financial assets and liabilities measured at fair value are classified and disclosed in one of the following categories:

- Level 1 quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2 inputs other than quoted prices included in level 1 that are observable for the assets or liabilities, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and
- Level 3 inputs for the assets or liabilities that are not based on observable market data (unobservable inputs).

The Company's derivatives are classified as level 2 financial instruments. There were no transfers of amounts between level 1, level 2 and level 3 financial instruments for the quarter ended July 31, 2021.

The fair value hierarchy requires the use of observable market inputs whenever such inputs exist. A financial instrument is classified to the lowest level of the hierarchy for which a significant input has been considered in measuring fair value.

### Credit risk

As at July 31, 2021, 96.3% (April 30, 2021 - 93.7%) of the Company's trade receivables were aged as current and 1.6% (April 30, 2021 - 1.8%) of the trade receivables were impaired.

The movements in the allowance for impairment of trade receivables during the three and twelve month periods were as follows:

	Jul	y 31, 2021	 April 30, 2021
Opening balance	\$	1,638	\$ 1,226
Increase in impairment allowance		313	588
Recovery of amounts previously impaired		(180)	(115)
Foreign exchange translation differences		(16)	 (61)
Ending balance	\$	1,755	\$ 1,638

### Foreign currency risk

As at July 31, 2021, the most significant carrying amounts of net monetary assets or liabilities (which may include intercompany balances with other subsidiaries) that: (i) are denominated in currencies other than the functional currency of the respective Company subsidiary; and (ii) cause foreign exchange rate exposure, including the impact on earnings before income taxes ("EBIT"), if the corresponding rate changes by 10%, are as follows:

	Rate variance	MNT/USD	IDR/USD	USD/AUD	MZN/USD	USD/CAD	USD/ZAR	USD/BRL	USD/CLP	Other
Net exposure on monetary										
assets (liabilities)		5,338	4,924	4,831	1,782	1,652	(2,246)	(3,097)	(6,304)	127
EBIT impact	+/-10%	593	547	537	198	184	250	344	700	14

### Liquidity risk

The following table details contractual maturities for the Company's financial liabilities:

	1 year		2-3 years		4-5 years		Thereafter		 Total
Trade and other payables	\$	85,484	\$	-	\$	-	\$	-	\$ 85,484
Lease liabilities (interest included)		2,083		3,141		1,137		646	7,007
Contingent consideration (undiscounted)		-		25,415		-		-	25,415
Long-term debt (interest included)		1,802		53,510		-		-	55,312
	\$	89,369	\$	82,066	\$	1,137	\$	646	\$ 173,218