MANAGEMENT'S DISCUSSION AND ANALYSIS - 2017

This management discussion and analysis ("***MD&A***") is dated February 21, 2018. It should be read in conjunction with the audited consolidated financial statements and notes of Trican Well Service Ltd. ("***Trican***" or the "***Company***") as at and for the years ended December 31, 2017 and 2016. Additional information relating to the Company, including the Company's Annual Information Form ("***AIF***") for the year ended December 31, 2016, is available online at www.sedar.com.

Basis of Presentation: Unless otherwise noted, all financial information has been prepared in accordance with International Financial Reporting Standards ("***IFRS***") as issued by the International Accounting Standards Board ("**IASB**"). All financial information is reported in Canadian dollars, unless otherwise noted. Certain figures have been reclassified to conform to the current year presentation of this MD&A.

The financial results for the current quarter and year-ended December 31, 2017 include the results of Trican's business and the results of Canyon Services Group Inc. ("***Canyon***"). Canyon was acquired by Trican effective June 2, 2017 and is primarily a provider of fracturing services in addition to coiled tubing, remedial cementing, nitrogen and fluid handling services.

Non-GAAP Measures: Trican makes reference to operating income / (loss), adjusted operating income / (loss), and adjusted general and administrative expenses. These measures are not recognized under IFRS and are considered non-GAAP measures. Management believes that, in addition to gross profit / (loss) and net income / (loss), operating income / (loss), adjusted operating income / (loss), and adjusted general and administrative expenses are useful supplemental measures. These financial measures are reconciled to IFRS measures in the Quarterly Financial Review, Annual Financial Review, and *Non-GAAP Measures* section of this MD&A.

Common Industry Terms: For a list of abbreviations and terms that may be used in this MD&A, refer to *Common Industry Terms* section of this MD&A.

Risks and Forward-Looking Statements: The Company's financial and operational performance is potentially affected by a number of factors, including, but not limited to, the factors described in the *Business Risks* section of this MD&A and the Company's other disclosure documents.

This MD&A includes forward-looking information based on the Company's current expectations, estimates, projections and assumptions. This information is subject to a number of risks and uncertainties, many of which are beyond the Company's control. Users of this information are cautioned that the actual results may differ materially. Refer to the *Forward-Looking Statements* section of this MD&A for information on material risk factors and assumptions underlying our forward-looking information.

OVERVIEW

Headquartered in Calgary, Alberta, Trican has continuing operations in Canada which provide a comprehensive array of specialized products, equipment and services that are used during the exploration and development of oil and gas reserves provided by a highly trained workforce dedicated to safety and operational excellence. The Company also has a minority ownership interest in Keane Investor Holdings, LLC ("Keane Holdings"), a Delaware limited liability company whose only asset is common shares in Keane Group, Inc. ("Keane"), a New York Stock Exchange Listed company that operates in the United States.

Continuing Operations – Financial Review [1,2]

($ millions, except per share amounts; job count; proppant[2] (thousands); and HHP[2] (thousands); (three month information unaudited)	Three months ended			Year-ended		
	December 31, 2017	December 31, 2016	September 30, 2017	**December 31, 2017**	December 31, 2016	December 31, 2015
Revenue	**$280.5**	$114.8	$362.8	**$929.9**	$325.2	$649.7
Gross profit / (loss)	**30.7**	(10.1)	83.7	**131.9**	(83.5)	(26.7)
Operating income / (loss)[1]	**44.2**	(7.4)	92.1	**155.0**	(69.8)	16.0
Adjusted operating income / (loss)[1]	**47.0**	1.1	98.0	**183.3**	(37.4)	34.9
Net income / (loss)	**17.2**	56.9	46.9	**20.1**	(40.7)	(62.8)
Per share – basic	**$0.05**	$0.29	$0.14	**$0.07**	($0.24)	($0.42)
Per share – diluted	**$0.05**	$0.29	$0.13	**$0.07**	($0.24)	($0.42)
Job count[2]	**2,909**	2,780	3,200	**11,930**	9,071	11,977
Proppant pumped (tonnes)[2]	**397,000**	181,000	563,000	**1,488,000**	466,000	599,000
Canadian Segment Hydraulic Pumping Capacity:	**680**	431	680	**680**	431	285
Active crewed HHP[2]	**455**	194	425	**455**	194	N/A
Active, maintenance/not crewed HHP[2]	**114**	50	140	**114**	50	N/A
Parked HHP[2]	**111**	187	115	**111**	187	153

($ millions, except per share amounts)	**As at December 31, 2017**	As at December 31, 2016	As at December 31, 2015
Cash and cash equivalents	**$12.7**	$20.3	$49.1
Working capital[1]	**$148.8**	$103.6	$254.3
Total loans and borrowings	**$103.8**	$221.6	$569.6
Total assets	**$1,506.2**	$915.4	$1,349
Dividend (per share)	**$-**	$-	$0.15

FINANCIAL AND OPERATING HIGHLIGHTS

2017 Compared with 2016

- Consolidated revenue from continuing operations for 2017 was $929.9 million, an increase of 186% compared to 2016.
- Adjusted operating income[1] for the year was $183.3 million, compared to an adjusted operating loss of $37.4 million in 2016.
- The acquisition of Canyon, coupled with an increase in activity and fracturing intensity led to significant growth in the volume of proppant pumped this year, increasing 219% when compared to 2016.
- A net debt[1] balance at December 31, 2017 of $94.1 million, a reduction of $107.9 million when compared to the prior year.

2017 annual results varied significantly from 2016 primarily as a result of the acquisition of Canyon, and improved commodity prices (see *Business Environment* below). This created strong demand for our services,

[1] See *Non-GAAP Measures* described on page 21 of this MD&A.
[2] See *Common Industry Terms*

and the Company pumped 1,488,000 tonnes of proppant in 2017, which was 219% higher than the 466,000 tonnes pumped in 2016. Improved demand allowed Trican to obtain increased prices for fracturing services.

Fourth Quarter 2017 Compared with Fourth Quarter 2016

- Consolidated revenue from continuing operations for Q4 2017 was $280.5 million, an increase of 144% compared to Q4 2016.
- Adjusted operating income[1] for the quarter was $47.0 million, compared to $1.1 million in Q4 2016,
- which is net of $5 million for tax reassessments and expenses for stainless steel fluid ends.
- The acquisition of Canyon, coupled with an increase in activity and fracturing intensity led to significant growth in the volume of proppant pumped this quarter, increasing 119% when compared to Q4 2016.
- In 2017, approximately 83% of Trican's revenue came from customers focused on oil or liquids rich gas plays, whereas 17% came from customers focused on dry gas plays. In 2016, dry gas wells comprised 50.3%; liquids rich gas plays were 26.8%; and oil was 22.9% of our revenue.

Fourth quarter results improved dramatically from the same period in 2016. Some of the key factors positively affecting the fourth quarter 2017 results include higher activity levels, as evidenced by proppant pumped, the acquisition of Canyon, and significantly improved prices.

Fourth Quarter 2017 Sequential Overview

Strong customer demand for services continued from Q3 2017 into the first half of Q4 2017, resulting in high utilization across our primary service lines. However, utilization in the second half of the quarter was affected by a number of customers finalizing their 2017 production targets and/or their capital programs sooner than initially anticipated. This resulted in our customers temporarily stopping their programs on short notice which did not give us an opportunity to backfill this work. Our customers re-commenced their work programs with us in January. The slow-down in customer activity resulted in a temporary oversupply of equipment in the industry, as a result, spot market pricing became competitive in the latter part of the quarter and Trican did not lower our prices for this short-term slow-down. Total proppant pumped declined 30% sequentially from Q3 2017 to 397,000 tonnes, with the steepest decline coming during the second half of the quarter. The sequential decline in revenue was less than the percentage decline in proppant pumped, as the customer mix shifted away from customers that provided their own proppant.

Operating income[1] from continuing operations was $44.2 million, and adjusted operating income[1] was $47.0 million for the quarter. The sequential decrease in revenue caused a larger percentage decline in both operating income and adjusted operating income due to our fixed operating costs, sales, general and administrative expenses ("SG&A") and maintenance costs not declining at the same rate as the revenue decline. Trican utilized the Q4 slowdown in activity to reduce our maintenance backlog and prepare our fleet for the high utilization anticipated in Q1 2018. The increase in available equipment will allow us to cycle equipment more effectively, reducing future maintenance costs. Additionally, fourth quarter 2017 adjusted operating income[1] was negatively affected by the recognition of $3 million for prior period PST reassessments, $0.7 million vehicle registration costs associated with the Canyon acquisition and $2 million related to the determination that stainless steel fluid ends would no longer be capitalized, but rather expensed to operating income. The higher duty cycles and the continued trend towards 24 hour pad style work programs results in stainless steel fluid ends reaching their maximum lifespan within a 12 month period (see *Outlook* for a further discussion regarding changes to our capital expenditure plans).

[1] See *Non-GAAP Measures* described on page 21 of this MD&A.

2017 Significant Events

Some of the key events from 2017 are as follows:

- Trican entered into an agreement in March 2017 to acquire Canyon Services Group Inc. ("Canyon") in an all share transaction that was valued at $627 million. The transaction created Canada's largest pressure pumping company, and provides a platform for continued growth and enhanced ability to meet more complex customer requirements. The integration of the two companies has proceeded as expected, and the combined company realized $31 million of annualized synergies[1] achieved through reduced costs, improved buying power, and more efficient operations.
- In January 2017, Trican sold its shares in National Oilwell Varco ("NOV") and monetized a portion of its ownership in Keane Holdings ("Investments in Keane") for net proceeds of approximately USD $20.7 million and USD $28.4 million, respectively. The proceeds of these sales were used to further pay down Trican's outstanding long-term debt. The partial monetization of Investments in Keane was a result of Keane's Initial Public Offering ("Keane IPO") on January 20, 2017.
- The Company announced a Normal Course Issuer Bid ("NCIB") in September 2017, believing that the investment of excess cash flow into common shares is preferable at this time to the investments into additional equipment. The Company purchased 8,325,989 common shares during 2017 at a weighted average price per share of $4.30. An additional 3,570,900 million shares have been purchased subsequent to December 31, 2017 at a weighted average price per share of $4.20).

BUSINESS ENVIRONMENT

Oil (NYMEX WTI) and natural gas (AECO) prices are important factors that affect the results of Trican's exploration and production (E&P) customers, and therefore ultimately affect Trican's financial results. The US$/CDN$ exchange rate provides context for WTI oil prices which are priced in US$. Oilfield services' industry activity statistics help provide context to the operational and financial results of Trican relative to general oilfield service activity levels.

(Unaudited)	Three months ended December 31,			Year-ended December 31,		
	2017	2016	2015	2017	2016	2015
NYMEX WTI - Average Price (US$/bbl)	$55.30	$49.29	$42.16	$50.85	$43.47	$48.41
AECO-C Spot Average Price (CDN$/mcf)	$1.67	$3.11	$2.48	$2.23	$2.18	$2.71
Average Exchange Rate (US$/CDN$)	$0.78	$0.75	$0.75	$0.77	$0.76	$0.78
Thousands of Meters Drilled(2)	4,786	2,076	3,308	19,118	9,493	13,356
Canadian Average Drilling Rig Count(2)	212	197	177	213	136	195
Canadian Well Completions(1)	1,852	838	1,165	6,434	3,253	5,293

Trican's revenue rates are influenced by crude oil and natural gas pricing. Changes in these prices directly affect our customer's ability to generate cash flow and ultimately utilize Trican's services. WTI crude prices in 2017 improved materially from 2016 as global supply and demand dynamics improved. AECO natural gas spot prices weakened towards the end of 2017 and early on in 2018, as pipeline constraints and US natural gas production reduced demand for Canadian natural gas. Natural gas extraction also produces byproducts such as condensate, ethane, propane, butane, isobutane, and pentane, which are more commonly known as

[1] See *Non-GAAP Measures* described on page 21 of this MD&A.
[2] Source: Nickles Energy Group.

natural gas liquids (NGLs). Pricing for NGLs is more correlated to WTI than AECO prices, which has kept economics favorable for most of Trican's gas focused customers.

2018 OUTLOOK

Our outlook remains positive for 2018. Weak AECO natural gas prices will reduce demand from certain of our customers, however, we are seeing increased demand from other customers who are weighted to oil and natural gas liquids pricing. We expect customer spending will shift further away from dry gas plays to oil and liquids rich plays, and will continue the trend of higher service intensity per well. Higher sand loadings are expected to continue, leading to a continued shift in customer capital expenditure allocation to fracturing services.

We continue to work closely with our customers to improve our efficiencies. We have made significant investments into personnel, technology and infrastructure that increase returns to Trican and also reduce the overall cost to our customer by reducing product costs and service times. Industry demand and our strong customer service has resulted in our equipment being fully booked through Q1 2018, with second quarter bookings remaining stronger than a typical spring break-up[1]. The Company's customer commitments remain strong through to the second half of the year. We recognize demand in the second half will be dependent on commodity prices. However, approximately one-half of the Company's fleets are firmly committed to customer work programs with soft commitments on the balance of the fleet. We anticipate these commitments will be firmed up during the second quarter.

We have received strong customer interest in adding additional fracturing capacity to our active fleet. We have 111,000 HP parked and would only require nominal capital to re-activate additional equipment. The most significant barrier to activating additional crews remains the scarcity of qualified labour. We plan to add one additional crew to our active fleet in the first half of this year and will make decisions to add additional crews if customer commitments can be secured at the leading edge of our pricing to provide Trican with rates of return in excess of our cost of capital.

In 2017 we have been able to return pricing to profitable levels, and anticipate that pricing will remain stable through 2018. We have negotiated agreements with our customers to increase pricing in the event of cost inflation on certain input costs. Wage rate market adjustments affecting our compensation costs are not included in the cost inflation formulas. Wage rate adjustments are anticipated to cost Trican approximately $15 million on an annualized basis.

The integration of Canyon continues to proceed as expected. Significant progress has been made in harmonizing the foundational systems that underpin our financial and operational processes. This progress has enabled us to more deeply leverage the synergies and cost advantages that come from our size and scale across Canada.

Capital Expenditures

The Company's first half 2018 capital expenditure program is now projected to be $33 million, lower than the previously announced capital program as a result of stainless steel fluid ends now being expensed. We believe expensing, rather than capitalizing fluid ends, will result in a decrease to our annual full year capital expenditure program by $25 million to $30 million. The Company continues to see an increase to maintenance capital expenditures as the intensity of hydraulic fracturing increases; however, we believe that current pricing levels reflect this anticipated increase in fracturing intensity.

[1] See *Common Industry Terms*

Primary Objectives

The Company's short term objectives remain essentially unchanged from the prior quarter:

- Personnel retention and recruitment: increasing our headcount, and/or reducing our turnover, to lower personnel costs and provide flexibility to reactivate idled equipment to service excess customer demand.
- Managing cost inflation: minimizing the effects that increasing pressure pumping activity will have on the Company's ongoing cost of operating.
- Optimization of our capital structure: debt repayment, credit renegotiation and share repurchases under our NCIB program.
- Driving efficiency: using our scale to further optimize our field operations to improve our clients and our economic returns.
- Adding equipment back into the market if economic returns remain at current levels.

Our strong financial position will allow us to pursue our primary long term objective of seeking out attractive investment activities that will add both long-term value on a per share basis and diversify our reliance on activity tied directly to drilling and completion activity.

CONTINUING OPERATIONS – COMPARATIVE QUARTERLY INCOME STATEMENTS [1,2]

($ thousands, except tonnes, unaudited) **Three months ended**	**December 31, 2017**	**% of Revenue**	December 31, 2016	% of Revenue	September 30, 2017	% of Revenue
Revenue	**280,495**	**100%**	114,769	100%	362,817	100%
Expenses						
Materials and operating[1]	**218,420**	**78%**	109,546	95%	246,393	68%
General and administrative[1]	**17,874**	**6%**	12,612	11%	24,276	7%
Operating income / (loss)[1]	**44,201**	**16%**	(7,389)	(6%)	92,148	25%
Finance costs	**4,212**	**2%**	4,655	4%	3,998	1%
Depreciation and amortization	**31,703**	**11%**	16,281	14%	33,157	9%
Foreign exchange loss	**399**	**-%**	(331)	-%	2,520	1%
(Gain) on Investments in Keane	**(20,651)**	**(7%)**	-	-%	(6,420)	(2%)
Asset impairment	**6,523**	**2%**	3,136	3%	-	-%
Finance and other income	**(2,148)**	**(1%)**	(66,524)	(58%)	(847)	-%
Income before income taxes	**24,163**	**9%**	35,394	31%	59,740	16%
Income tax expense / (recovery)	**10,161**	**4%**	(21,539)	(19%)	12,827	4%
Net income – Continuing Operations	**14,002**	**5%**	56,933	50%	46,913	13%
Adjusted operating income[1]	**46,990**	**17%**	1,111	1%	98,045	27%
Gross profit / (loss)[1]	**30,743**	**11%**	(10,064)	(9%)	83,724	23%
Job count[2]	**2,909**		2,780		3,200	
Revenue per job[1]	**96,354**		40,746		113,816	
Proppant pumped (tonnes)[2]	**397,000**		181,000		563,000	

The above financial results reflect the acquisition of Canyon therefore, financial results, when compared to comparative periods, will be affected by the addition of Canyon effective June 2, 2017.

[1] See *Non-GAAP Measures* described on page 21 of this MD&A.
[2] See *Common Industry Terms*

Sales Mix

Three months ended, (unaudited)	**December 31, 2017**	December 31, 2016	September 30, 2017
% of Total Revenue			
Fracturing	**70%**	57%	74%
Cementing	**14%**	26%	12%
Fluid Management	**4%**	-%	4%
Coil Tubing	**3%**	3%	4%
Nitrogen	**3%**	3%	4%
Acidizing	**2%**	4%	1%
Industrial Services	**3%**	5%	1%
Other	**1%**	2%	-%
Total	**100%**	100%	100%

Fourth Quarter 2017 Overview (compared to prior year)

Revenue

Continued strong customer demand, increased pricing, and favorable weather and operating conditions, resulted in revenue increasing by 144% from the fourth quarter of 2016. An improved economic environment for our customers resulted in an increase to the WCSB[1] rig count of 12% in Q4 2017 compared to Q4 2016. The higher rig count resulted in strong demand for completions activity, allowing Trican to achieve improved utilization of our personnel and manned equipment in Q4 2017 relative to the same period in 2016. This is evidenced by a 119% increase in total proppant pumped[1] during the quarter. The general undersupply of manned fracturing equipment in the WCSB[1] during 2017 allowed Trican to increase pricing, and combined with larger job sizes, resulted in an increased revenue per job[2]. The change in revenue per job is due to the full quarter addition of Canyon's equipment which was more heavily weighted to fracturing operations. Additionally, relatively larger pricing increases in fracturing compared to other service lines also contributed to the increased revenue per job.

Operating Expenses

Materials and operating expenses decreased to 78% of revenue compared to 95% of revenue for Q4 2016. The significant improvement in operating leverage is due to pricing improvement, increased activity and fracturing intensity, a positive impact of realized synergies from the Canyon acquisition, a lower fixed cost structure and the fact that certain clients supply their own proppant.

SG&A

SG&A increased for the period primarily due the addition of the acquired Canyon business. Adjusted administrative expenses[2] increased to $15.1 million in Q4 2017 from $8.8 million in Q4 2016 as a result of the addition of Canyon, offset by a reduction in the recognized expense from cash-settled share-based compensation expenses. Cash-settled share-based compensation includes restricted share unit expenses, deferred share unit expenses and performance share unit expenses. Increases or decreases in these expenses are correlated to the number of vested units and the movement in Trican's share price.

Overall Results Summary

Revenue, gross profit and adjusted operating income[2] in Q4 2017 increased to $280.5 million, $30.7 million and $47.0 million, respectively, when compared to the fourth quarter of 2016. This reflects a significant improvement in pricing and activity levels, the acquisition of Canyon, and an improved fixed cost structure.

[1] See *Common Industry Terms*
[2] See *Non-GAAP Measures* described on page 21 of this MD&A.

Net income in the fourth quarter of 2017 decreased by $39.7 million from Q4 2016. The fourth quarter of 2016 included $65.2 million gain on Keane Class C profits interest (see *Investments in Keane* for further discussion on Keane).

Fourth Quarter 2017 Other Expenses and Income (compared to prior year)

Finance costs

Finance costs for the fourth quarter of 2017 decreased 10% when compared to the same period of 2016. This decrease is mainly due to the decrease in interest expense on loans and borrowings, due to lower average borrowings, lower impact of debt issue expenses, and lower bank fees associated with debt agreement renegotiations.

Depreciation and Amortization

Depreciation and amortization expense increased during Q4 2017 compared to Q4 2016 as a result of the recognition of amortization expense associated with equipment and intangible assets originating from the Canyon acquisition.

Foreign Exchange

A foreign exchange loss of $0.4 million has been recorded in the fourth quarter of 2017, compared to $0.3 million gain recorded for the same period in 2016. This is mostly due to foreign exchange losses related to the Company's Investments in Keane. The foreign currency translation of the net assets of international entities are reported in discontinued operations.

Income Taxes

The Company recorded an income tax expense of $7.0 million during the fourth quarter of 2017 compared to a recovery of $21.5 million for the same period of 2016. The expense for the quarter was a result of the Company generating taxable income and approximated the Company's effective tax rate.

Gain/Loss on Investments in Keane

During the fourth quarter of 2017, the Company recorded $20.7 million of unrealized gains. See *Investments in Keane* for further discussion.

Other Comprehensive Income ("OCI")

OCI includes the effects of foreign currency translation ("FCTA") adjusted by the reclassification of FCTA to net income for entities that have been sold or substantially disposed. OCI also includes the change in fair value, net of tax, of Trican's Class A shares, held in Keane Holdings, adjusted by the reclassification to net income for realized gains on the Class A shares. Class A Shares have been classified as available-for-sale.

The Company recorded other OCI of $20.7 million during the fourth quarter of 2017, compared to income of $31.7 million during the comparative period. The income included the net unrealized gain on Trican's Class A shares in Keane Holdings which was $20.6 million, and foreign currency translation gain of $0.1 million.

Fourth Quarter 2017 Summary (compared with third quarter 2017)

The strong activity levels experienced in the third quarter continued through the first half of the fourth quarter however, as a number of our customers finalized their 2017 capital programs, activity levels decreased in the second half of the fourth quarter. This, combined with the typical December holiday slowdown resulted in a 23% decrease in revenue when compared with the third quarter of 2017 (see *Fourth Quarter Sequential Overview* for further discussion).

FOURTH QUARTER DISCONTINUED OPERATIONS (COMPARED TO PRIOR YEAR)

Discontinued operations include the results of pressure pumping operations in the United States and International operations, which were suspended or sold throughout 2015 and 2016. Additionally, discontinued operations include the completion tools business, which was sold in July 2016. The completion tools business had operations in Canada, the United States, Norway and Russia. The decisions to discontinue these businesses are not anticipated to have a significant effect on the continuing operations of the Company.

The net loss from discontinued operations was $2.4 million in the fourth quarter of 2017, compared to a net loss for the three month period ended December 31, 2016 of $4.2 million.

Management continues its efforts to wind up foreign operations resulting in assets being classified as held for sale. At December 31, 2017, the net carrying value of the assets and liabilities located in these regions was $3.1 million and $3.4 million respectively. The Company also had assets held for sale with a net carrying value of $10.0 million in continuing operations which consisted mainly of real estate property.

Results from discontinued operations have not been included in the tables above. For information related to Trican's discontinued operations, please see audited annual consolidated financial statements and accompanying notes for the years ended December 31, 2017 and 2016.

CONTINUING OPERATIONS – COMPARATIVE ANNUAL INCOME STATEMENTS [1, 2]

($ thousands, except tonnes, unaudited) **Year-ended**	**December 31, 2017**	**% of Revenue**	December 31, 2016	% of Revenue	Year-Over -Year Change	% Change
Revenue	**929,912**	**100%**	325,179	100%	604,733	186%
Expenses						
Materials and operating[1]	**700,202**	**75%**	341,275	105%	358,927	105%
General and administrative[1]	**74,699**	**8%**	53,664	17%	21,035	39%
Operating income / (loss)[1]	**155,011**	**17%**	(69,760)	(21%)	224,771	322%
Finance costs	**14,806**	**2%**	26,016	8%	(11,210)	(43%)
Depreciation and amortization	**101,997**	**11%**	70,440	22%	31,557	45%
Foreign exchange loss	**4,915**	**-%**	3,058	-%	1,857	61%
Gain on Investments in Keane	**(21,406)**	**(2%)**	-	-%	(21,406)	100%
Asset impairment	**6,523**	**1%**	5,135	2%	1,388	27%
Finance and other income	**(6,766)**	**(1%)**	(70,455)	(22%)	63,689	(90%)
Income / (loss) before income taxes	**54,942**	**6%**	(103,954)	(32%)	158,896	(153%)
Income tax expense / (recovery)	**34,825**	**4%**	(63,225)	(17%)	98,050	(162%)
Net income / (loss) – Continuing Operations	**20,117**	**2%**	(40,729)	(13%)	56,356	(138%)
Adjusted operating income / (loss)[1]	**183,314**	**20%**	(37,369)	(11%)	220,683	(591%)
Gross profit / (loss)[1]	**131,942**	**14%**	(83,533)	(26%)	215,475	(258%)
Job count[2]	**11,930**		9,071		2,859	32%
Revenue per job[1]	**87,609**		35,448		52,161	147%
Proppant pumped (tonnes)[2]	**1,488,000**		466,000		1,022,000	219%

The above financial results reflect the acquisition of Canyon and include revenue and expenses for the period from June 2, 2017 to December 31, 2017. Financial results, when compared to prior periods, will be affected by the addition of Canyon on June 2, 2017.

[1] See *Non-GAAP Measures* described on page 21 of this MD&A.
[2] See *Common Industry Terms*

2017 Overview (compared to prior year)

Revenue

Strong demand for the Company's services in 2017 resulted in revenues increasing by 186% when compared with the prior year. An improvement in the commodity price environment resulted in an increase of the WCSB rig count by 57%, resulting in increased demand for our services. Outside of spring break-up[1] and the second half of Q4 2017, utilization was at or near full capacity during 2017, leading to an increase in job count[1] of 32% and proppant pumped of 219% when compared to the 2016. With the improvement in operating conditions, the Company was able to increase pricing over the prior year. This pricing increase, combined with a shift in the sales mix to fracturing, which has larger job sizes, led to a 147% increase in revenue per job[1] compared to the prior year.

Operating Expenses

Materials and operating expenses primarily relate to product (proppant and chemicals), personnel, and maintenance. Expenses decreased to 75% of revenue compared to 105% of revenue for the same period in 2016. The significant improvement in operating leverage is due to pricing improvement, increased activity, synergies realized from the Canyon acquisition, and a lower fixed cost structure.

SG&A

SG&A increased 39% for the period primarily due to the acquisition of Canyon, and related transaction and severance costs, and the Keane indemnity claim, which was settled in the second quarter of 2017. Adjusted administrative expenses[2] for the year-ended December 31, 2017, increased to $46.4 million compared to $39.7 million in 2016. Cost reduction initiatives that occurred throughout 2016 partially offset the increase in adjusted administrative expenses[2] resulting from the acquired Canyon business. Additionally, cash-settled share-based compensation decreased significantly to $1.3 million in 2017 compared to $10.4 million in 2016. Cash-settled share-based compensation includes restricted share unit expenses, deferred share unit expenses and performance share unit expenses. Increases or decreases in these expenses are correlated to the number of vested units and the movement in Trican's share price.

Overall Results Summary

Gross profit and adjusted operating income[2] for the year-ended December 31, 2017, increased by $215.5 million and $222.2 million, respectively, when compared to 2016. Net income for the year-ended December 31, 2017, was $20.1 million compared to a net loss of $40.7 million for the same period last year. This reflects a significant improvement in pricing and activity, the acquisition of Canyon, a gain in the current period from Investments in Keane, and an improved fixed cost structure offset by Canyon acquisition costs.

2017 Other Expenses and Income (compared to prior year)

Finance costs

Finance costs for 2017 decreased by $11.2 million when compared to the same period of 2016. This decrease was mainly due to the decrease in the average borrowings resulting in a lower interest expense.

Depreciation and Amortization

Depreciation and amortization expense of $102.0 million increased 45% for the year-ended December 31, 2017, compared to the same period of 2016. The increase in depreciation and amortization was primarily due to the acquisition of the Canyon assets.

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[1] See *Common Industry Terms*.
[2] See *Non-GAAP Measures* described on page 21 of this MD&A.

Foreign Exchange

A foreign exchange loss of $4.9 million was recorded for the year-ended December 31, 2017, compared to a loss of $3.1 million for the same period in 2016. This is mostly due to foreign exchange losses related to the Company's Investments in Keane. The foreign currency translation of the net assets of international entities are reported in discontinued operations**.**

Income Taxes

The Company recorded an income tax expense of $34.8 million during the year-ended December 31, 2017, compared to an income tax recovery of $63.2 million for the same period of 2016. The higher than anticipated tax rate during 2017 is due to non-deductibility of equity settled stock-based compensation, non-deductibility of certain advisory fees in relation to the Canyon transaction, and due to the transfer of deferred income tax expense from OCI to net income in relation to the Company's realized gain on its investment in Keane. U.S. tax losses are recognized within net income when the initial Keane unrealized gain is recorded in OCI (see *Investments in Keane* for further discussion). The 2016 recovery is due to the difference between taxable losses from the Company's Canadian operations in concert with the recognition of previously unrecognized operating losses of the US entities that offset the taxable gain on the appreciation of the value of Investments in Keane in 2016.

Gain/Loss on Investments in Keane

The Company recorded a gain of $21.4 million during the year-ended December 31, 2017 (2016 - gain of $65.2 million). See *Investments in Keane* for further discussion.

Other Comprehensive Income

OCI includes the effects of FCTA, adjusted by the reclassification of FCTA to net income for entities that have been sold or substantially disposed. OCI also includes the change in fair value, net of tax, of Trican's Class A shares in Keane Holdings, adjusted by the reclassification to net income for realized gains on the Class A shares. Class A shares have been classified as available-for-sale.

The Company had an other comprehensive loss of $4.4 million during the year-ended December 31, 2017, compared to a loss of $25.3 million during the same period of 2016. The loss included the net unrealized loss on Trican's Class A shares in Keane Holdings which was $4.7 million, and a foreign currency translation gain of $0.3 million.

ANNUAL DISCONTINUED OPERATIONS (COMPARED TO PRIOR YEAR)

The net loss from discontinued operations was $4.6 million for the year-ended December 31, 2017, compared to net income for the year-ended period ended December 31, 2016 of $11.4 million.

Results from discontinued operations have not been included in the tables above. For information related to Trican's discontinued operations, please see audited annual consolidated financial statements and accompanying notes for the years ended December 31, 2017 and 2016.

LIQUIDITY, CAPITAL RESOURCES AND FUTURE OPERATIONS

Working Capital and Cash Requirements

As at December 31, 2017, the Company had a working capital balance of $148.8 million compared to $103.6 million as at December 31, 2016. As at December 31, 2017 trade and other receivables increased to $209.6 million from $108.3 million as at December 31, 2016 due to increased activity levels and increased pricing. Inventories increased by $10.5 million primarily due to higher chemical and proppant levels required for increased activity levels. The Company's working capital position and available operating credit facilities exceed the level required to manage timing differences between cash collections and cash payments.

The Company continually monitors individual customer trade receivables, taking into account numerous factors including industry conditions, payment history and financial condition in assessing credit risk. The Company establishes an allowance for doubtful accounts for specifically identified customer balances which are assessed to have credit risk exposure and also a general provision for financial credit risk. When it is determined that no recovery of the doubtful accounts is expected, the doubtful account is reclassified as a bad debt expense. As at December 31, 2017, accounts receivable includes an allowance for doubtful accounts of $2.5 million (2016 - $2.2 million).

Operating Activities

Cash flow from continuing operations was $143.7 million during the year-ended December 31, 2017, compared to cash flow used in continuing operations for the year-ended December 31, 2016, of $37.2 million. The net increase in cash flows provided by continuing operations was due to strong operational activity (see *Continuing Operations – Comparative Year-to-Date Income Statements*) offset by funds used in working capital[1].

Investing Activities

During 2017, Trican sold its National Oilwell Varco Inc. ("NOV") shares and monetized a portion of the Investments in Keane. Trican obtained net proceeds of approximately US$21.4 million ($28.0 million) for the sale of its NOV shares and US$28.4 million ($37.8 million) from the sale of shares in the secondary offering of the Keane IPO. The combined net proceeds of approximately US$49.8 million or $65.8 million were used to pay down debt. Trican continues to hold Investments in Keane. (see *Investments in Keane* for further discussion of this investment).

The Company acquired all of the issued and outstanding shares of Canyon by issuing 152.5 million common shares to Canyon shareholders. The financial statement components of Canyon recognized by Trican are described in note 3 of the consolidated financial statements.

Capital Expenditures

Capital expenditures related to continuing operations for the year-ended December 31, 2017, totaled $30.3 million (2016 - $1.4 million) and proceeds from the sale of property and equipment totaled $10.6 million for 2017 (2016 - $8.4 million). Trican regularly reviews its capital equipment requirements and will continue to follow its policy of adjusting the capital budget on a quarterly basis to reflect changing operating conditions, cash flow and capital equipment needs (see *Outlook* section of this MD&A for a description of the 2018 anticipated capital expenditure program).

Financing Activities

Senior Notes

The Company has several series of senior notes outstanding as at December 31, 2017. During the year-ended December 31, 2017, the Company retired the principle amount of Series A Senior Notes on maturity and retired portions in advance of its Series F and G Senior Notes using proceeds from the sale of its marketable securities.

Revolving Credit Facility

As at December 31, 2017, Trican ha a $227.3 million (2016 – $250 million) extendible revolving credit facility ("RCF") with a syndicate of banks that is committed until April 18, 2020. The RCF is secured and bears interest at the applicable Canadian prime rate, U.S. prime rate, Banker's Acceptance rate, or at LIBOR, plus 125 to 400 basis points (2016 – Canadian prime rate, U.S. prime rate, Banker's Acceptance rate, or at LIBOR, plus 350 to 625 basis points), dependent on certain financial ratios of the Company. The undrawn amount of the RCF is $184.3 million (2016 - $110 million) of which $179.5 million is accessible (2016 - $35 million accessible).

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[1] See *Non-GAAP Measures* described on page 21 of this MD&A.

due to the Company's Letters of Credit and amounts drawn on the U.S. dollar swing line as at December 31, 2017.

As at December 31, 2017, Trican has a $10 million (2016 - $10 million) Letter of Credit facility with its syndicate of banks included in the $227.3 million above. As at December 31, 2017, Trican had $4.4 million in letters of credit outstanding (2016 - $5.1 million).

The Company is required to comply with covenants that are applicable to the RCF and to the Senior Notes. Trican is required to comply with the following leverage and interest coverage ratio covenants:

For the quarter ended	Leverage Ratio	Interest Coverage Ratio	Calculation Basis
December 31, 2017	<4.0x	>2.5x	Last twelve months
Thereafter	<3.0x	>3.0x	Last twelve months

During the quarter ended December 31, 2017, Trican was in compliance with the required debt covenant ratios and we continue to forecast compliance with our covenants in future periods.

The Leverage Ratio is defined as debt excluding Subordinated Make Whole Notes plus Letter of Credit facility minus cash divided by adjusted EBITDA. As at December 31, 2017, the Leverage Ratio was 0.4 (2016 – not applicable).

The Interest Coverage Ratio is defined as adjusted EBITDA divided by interest expense minus paid in-kind interest. As at December 31, 2017, the Interest Coverage Ratio was 18.4 (2016 – not applicable).

Certain non-cash expenses and personnel based expenses such as severance are permitted to be added back to EBITDA to arrive at adjusted EBITDA for covenant calculation purposes.

Share Capital

As at February 21, 2018, Trican had 334,971,237 common shares and 10,274,223 employee stock options outstanding.

Normal Course Issuer Bid

On September 28, 2017, the Company announced a new Normal Course Issuer Bid ("NCIB"), commencing October 3, 2017, to purchase up to 34.27 million common shares for cancellation before October 2, 2018.

All purchases will be made at the prevailing market price at the time of purchase and will be subject to a maximum daily purchase volume of 458,628 (being 25% of the average daily trading volume of the common shares for the six months ending August 31, 2017 of 1,834,515 common shares) except as otherwise permitted under the TSX NCIB rules. All common shares purchased under the NCIB will be returned to treasury and cancelled.

For the year-ended December 31, 2017, the Company purchased and cancelled 8,325,989 common shares at a weighted average price per share of $4.30. As at February 21, 2018, the Company had purchased and cancelled an additional 3,570,900 common shares at a weighted average price per share of $4.20 pursuant to its NCIB.

Other Commitments and Contingencies

The Company has commitments for operating lease agreements, primarily for office space, with minimum payments due as of December 31, 2017, and capital commitments, primarily related to major equipment as follows:

	Payments due by period			
December 31, 2017	1 year or less	1 to 5 years	5 years and thereafter	Total
Trade and other payables	$124,119	$-	$-	$124,119
Senior Notes (including interest)	3,821	41,359	6,017	51,197
RCF (including interest)	1,966	45,553	-	47,519
Finance leases	3,052	5,576	-	$8,628
Operating leases	4,940	9,063	8,324	22,327
Total Commitments	$137,898	$101,551	$14,341	$253,790

In addition to the above commitments, the Company has committed to capital expenditures of $4.7 million, see *Outlook* for further discussion of the Company's 2018 capital program.

Management is satisfied that the Company has sufficient liquidity and capital resources to meet the Company's obligations and commitments as they come due.

Other Litigation and contingencies

The tax regulations and legislation in the various jurisdictions that the Company operates in are continually changing. As a result, there are usually some tax matters under review. Management believes that it has adequately met and provided for taxes based on the Company's interpretation of the relevant tax legislation and regulations.

INVESTMENTS IN KEANE

The book value of Trican's Investments in Keane as at December 31, 2017, was $176.7 million (2016 - $231.0 million). The decrease was a result of net proceeds received of US$28.4 million ($37.8 million) from the sale of shares in the secondary offering of the Keane IPO resulting in a realized gain of $24.5 million. Although Keane's share price at December 31, 2017, was US$19.01 compared to the IPO price of US$19.00, the share price fluctuated significantly since the IPO, which highlights how the commodity price and oilfield services industry environment will likely drive significant volatility in the value of the investments for the duration of our ownership period.

The timing of further liquidity events are largely under the control of Cerberus Capital Management ("Cerberus"), a private equity firm. Effective July 21, 2017, Investments in Keane were no longer subject to the hold period mandated by the Keane IPO. We believe that our interests are aligned with Cerberus to maximize value under a liquidation strategy.

Subsequent to December 31, 2017, the Company received US$27 million of distributions from its Investments in Keane. Keane Investor Holdings, LLC (Trican holds a 10% ownership) sold 15,230,015 shares of Keane common stock at a price to the public of US$18.25 per share.

For more information on our Investments in Keane, refer to our AIF dated March 29, 2017, and the notes to our audited annual consolidated financial statements for the years ended December 31, 2017 and 2016, which are available under Trican's profile at www.sedar.com.

SUMMARY OF QUARTERLY RESULTS

($ millions, except per share, unaudited)	2017				2016			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Revenue from continuing operations	280.5	362.8	137.2	149.4	114.8	78.0	32.5	99.9
Profit / (loss) from continuing operations	17.2	46.9	8.1	(48.9)	56.9	(14.7)	(40.4)	(42.5)
Per share – basic	0.05	0.14	0.03	(0.25)	0.30	(0.08)	(0.26)	(0.20)
Per share – diluted	0.05	0.13	0.03	(0.25)	0.30	(0.08)	(0.26)	(0.20)
Profit / (loss) from discontinued operations	(2.4)	-	(2.2)	(1.3)	(4.1)	(23.4)	(24.7)	63.4
Per share – basic and diluted	(0.01)	-	(0.01)	(0.01)	(0.03)	(0.12)	(0.16)	0.37
Profit / (loss) for the period	14.8	46.2	5.9	(50.2)	52.8	(38.1)	(65.1)	20.9
Per share – basic	0.05	0.14	0.02	(0.26)	0.27	(0.20)	(0.42)	0.17
Per share – diluted	0.05	0.13	0.02	(0.26)	0.27	(0.20)	(0.42)	0.17

Increased revenue during Q3 and Q4 2017 is due in part to the acquisition of Canyon on June 2, 2017. The Company experienced weak financial results from continuing operations in 2016 as lower revenues and loss were negatively impacted by lower commodity prices (For further discussion of the industry environment, see *Business Environment*). Q4 2016 was positively affected by gains on its Investments in Keane. Revenue during Q2 2017 was negatively impacted by seasonal weather related delays typical of spring break-up[1]. 2017 has experienced progressively improved pricing which has resulted in overall improved financial results.

FINANCIAL INSTRUMENTS

The Company initially measures its financial instruments at fair value upon initial recognition of the transaction. Measurement in subsequent periods is dependent on whether the instrument is classified as "financial liabilities measured at amortized cost", a "financial asset or financial liability at fair value through profit or loss", or "financial assets or financial liabilities at fair value through other comprehensive income".

The Company's "financial liabilities measured at amortized cost" consist of loans and borrowings and trade and other payables. They are recognized at amortized cost, using the effective interest rate method. Transaction costs related to the issuance of any long-term debt are netted against the carrying value of the associated long-term debt and amortized as part of financing costs over the life of the debt using the effective interest rate method.

On January 20, 2017, Keane Group, Inc. completed its initial public offering ("IPO") and its shares became publicly traded on the New York Stock Exchange under the ticker symbol "FRAC". As a result of the IPO, Trican's ownership interests in Keane Group Holdings, LLC have been transferred to Keane Holdings. Effectively, our Class A shares and Class C profits interest in Keane Group Holdings, LLC are now Class A common shares (Equity Interest) and Class C shares (Profit Interest) in Keane Holdings.The Company owns 100% of the Class C shares ("Profits Interest in Keane") in Keane Holdings on the close of the sale of its U.S. pressure pumping business which has been categorized as a "financial asset or financial liability at fair value through profit or loss". Changes in fair value are recognized in the consolidated statement of operations and comprehensive income (loss).

The Company owns 10% of the Class A shares in Keane ("Equity Interest in Keane") in Keane Holdings on the close of the sale of its U.S. pressure pumping business which has been categorized as "financial assets or financial liabilities at fair value through other comprehensive income". Changes in fair value are recognized in other comprehensive loss in the consolidated statement of comprehensive income.

The fair value of Class A and Class C shares was calculated based on an estimate of Trican's portion of future liquidity events using US$19.01 per FRAC share, and a model risk adjusted rate of 30% for the Class C shares. The risk adjustment considered several estimates for uncertainties relating to Trican's non-controlling interest in the Keane Holdings and the timing and price of future liquidity events. The calculation of the fair value of the Class A and Class C shares also utilized the following distribution schedule:

Year ending March 15, 2018: 25% of outstanding shares after the IPO
Year ending March 15, 2019: 50% of outstanding shares after the IPO
Year ending March 15, 2020: 25% of outstanding shares after the IPO

Off-Balance Sheet Arrangements

The Company has no off-balance sheet arrangements as at December 31, 2017, other than the operating leases described above under *Liquidity Risk*.

ACCOUNTING POLICIES AND ESTIMATES

The Company's International Financial Reporting Standards (IFRS) accounting policies and future accounting pronouncements are provided in note 2 to the Annual Consolidated Financial Statements as at and for the years ended December 31, 2017 and 2016.

Critical Accounting Estimates and Judgments

In the preparation of the Company's Consolidated Financial Statements, management has made estimates that affect the recorded amounts of certain assets, liabilities, revenues and expenses. Actual results could differ from these estimates. Estimates and judgments used are based on management's experience and the assumptions used are believed to be reasonable given the circumstances that exist at the time the Consolidated Financial Statements are prepared. Please refer to the note 2 to the Consolidated Financial Statements for the years ended December 31, 2017 and 2016 for a description of the accounting policies of the Company. The Company considers the following to be the significant accounting policies and practices involving the use of estimates and judgments that are critical to determining Trican's financial results.

Key Sources of Estimation Uncertainty

The following judgments and estimates are those deemed by management to be material to the Company's consolidated financial statements.

Judgments

Depreciation and amortization

Depreciation and amortization methods are based on management's judgment of the most appropriate method to reflect the pattern of an asset's future economic benefit expected to be consumed by the Company. Among other factors, these judgments are based on industry standards and company-specific history and experience.

Impairment

Assessment of impairment indicators is based on management's judgment of whether there are internal and external factors that would indicate that a non-financial asset is impaired. The determination of a cash generating unit ("CGU") is also based on management's judgment and is an assessment of the smallest group of assets that generate cash inflows independently of other assets.

Assets held for sale

Assets held for sale contains judgments that the property and equipment classified in this category meet the criteria as “assets held for sale”. As at the end of the reporting period these assets are recorded at the lower of cost or fair value less cost to sell.

Non-Financial Assets

The Company’s assets are aggregated into CGUs for the purpose of calculating impairment. CGUs are based on management’s judgments and assessment of the CGU’s ability to generate independent cash inflows. Judgments are also required to assess when impairment indicators exist and impairment testing is required.

Provisions and Contingencies

The Company is required to exercise judgment in assessing whether the criterion for recognition of a provision or a contingency has been met. The Company considers whether a present obligation exists, probability of loss and can a reliable estimate be formulated.

Estimates

Business Combinations

The measurement of acquired assets and assumed liabilities are based on information available to the Company on the acquisition date. The estimate of fair value of acquired assets and assumed liabilities requires significant judgment which is largely based on projected cash flows, discount rates and other market conditions that are present on the date of acquisition. The acquired assets and assumed liabilities are recognized at fair value on the date the Company obtains control in a business combination.

Investments in Keane

The Company uses a cash flow model to determine the fair value of it’s ownership in Keane Holdings (“Investments in Keane”). Inputs to the model are subject to various estimates relating to the timing and size of liquidity events, the price at which shares are sold, discounts on Profit Interest and volatility of the share price. Fair value inputs are subject to market factors as well as internal estimates. The Company uses a waterfall table to calculate estimated proceeds in accordance with the Keane Holdings’ operating agreement.

Allowance for Doubtful Accounts

An allowance for doubtful accounts is recorded when there is objective evidence that the collection of the full amount is no longer probable under the terms of the original invoice. Impaired receivables are derecognized when they are assessed as uncollectible. Amounts estimated represent management’s best estimate of probability of collection of amounts from customers.

Impairment of Inventories

The Company regularly reviews the nature and quantities of inventory on hand and evaluates the net realizable value of items based on historical usage patterns, known changes to equipment or processes and customer demand for specific products. Significant or unanticipated changes in business conditions could impact the magnitude and timing of impairment recognized.

Depreciation and amortization

Depreciation and amortization are calculated to write off the cost, less estimated residual value, of assets on a systematic and rational basis over their expected useful lives. Estimates of residual value and useful lives are based on data and information from various sources including industry practice and historic experience.

Expected useful lives and residual values are reviewed annually for any change to estimates and assumptions. Although management believes the estimated useful lives of the Company's property and equipment and intangibles are reasonable, it is possible that changes in estimates could occur, which may affect the expected useful lives and salvage values of the property and equipment and intangibles.

Income taxes

Deferred tax assets and liabilities contain estimates about the nature and timing of future permanent and temporary differences as well as the future tax rates that will apply to those differences. Changes in Canadian and foreign tax laws and rates as well as changes to the expected timing of reversals may have a significant impact on the amounts recorded for deferred tax assets and liabilities. Management closely monitors current and potential changes to Canadian and foreign tax law and bases its estimates on the best available information at each reporting date.

Fair value of equity-settled share-based payments

The Company uses an option pricing model to determine the fair value of equity-settled share-based payments. Inputs to the model are subject to various estimates relating to volatility, interest rates, dividend yields and expected life of the units issued. Fair value inputs are subject to market factors as well as internal estimates. The Company considers historic trends together with any new information to determine the best estimate of fair value at the date of grant.

Impairment of non-financial assets

In determining the recoverable amount of assets subject to impairment testing, the Company measures the recoverable amount of non-financial assets as the higher of a fair value less costs of disposal and its value in use. Recoverable amounts of the non-financial assets are evaluated and calculated using various factors and assumptions. The factors and assumptions used in the estimates are assessed for reasonableness based on the information available at the time the estimates are prepared. As circumstances change and new information becomes available, the estimates could change (i.e. discount rates, growth rates, working capital requirements, sustaining capital, etc.).

BUSINESS RISKS

Our business is subject to certain risks and uncertainties. Prior to making any investment decision regarding Trican, investors should carefully consider, among other things, the risks described herein (including the risks and uncertainties listed in the Forward-Looking Statements section in this MD&A) and the risk factors set forth in the most recently filed AIF of the Company available on SEDAR and can be accessed at *www.sedar.com*. Other than risks described within this MD&A, including within this section, the Company's risk factors and management of those risks has not changed substantially from the most recently filed AIF.

Credit Risk and Dependence on Major Customers

The Company's accounts receivable are due from customers that operate in the oil and gas exploration and production industry, and are subject to typical industry credit risks that include oil and natural gas price fluctuations and the customers' ability to secure appropriate financing. The Company assesses the credit worthiness of its customers, and monitors accounts receivable outstanding on a regular, ongoing basis.

The Company has a customer base of more than 60 exploration and production entities, ranging from large multinational public entities to small private companies. Notwithstanding the Company's significant customer base, two customers accounted for 28.2% (2016 – one customer accounted for 14.9%) of the Company's accounts receivable while two customers accounted for 22.0% (2016 – one customer accounted for 17.0%) of its revenues.

Standard payment terms for the industry are 30-60 days from the invoice date, however industry practice allows payment for up to 70 days after the invoice date.

Integration Risk

The Company continues to integrate Canyon into its continuing operations and is therefore subject to business risk associated with these activities.

Transportation Risk specific to Canadian Oil and Natural Gas prices trading below North American pricing index

The bottleneck into the US market for heavy oil refining capacity combined with increasing transportation costs due to the need for pipeline capacity, has caused a more significant price gap between Canadian oil and WTI pricing. Canadian natural gas price volatility continues due to maintenance projects on natural gas transportation infrastructure, and increased US natural gas supply volumes from shale gas additions. The price differenctial for Canadian natural gas and heavy oil affects our customer's cash flow and ultimately the demand for our services.

CONTROLS AND PROCEDURES

Disclosure Controls and Procedures

Disclosure controls and procedures (DC&P), as defined in National Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings (NI 52-109), are designed to provide reasonable assurance that information required to be disclosed in reports filed with, or submitted to, securities regulatory authorities is recorded, processed, summarized and reported within the time periods specified under Canadian securities law. DC&P include controls and procedures designed to ensure that information required to be disclosed is accumulated and communicated to management, including the Chief Executive Officer and the Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure.

The Chief Executive Officer and the Chief Financial Officer of Trican evaluated the effectiveness of the design and operation of the Company's DC&P. Based on that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that Trican's DC&P were effective as at December 31, 2017.

Internal Control Over Financial Reporting

Trican's Chief Executive Officer and the Chief Financial Officer are responsible for establishing and maintaining internal control over financial reporting (ICFR), as such term is defined in NI 52-109. They have, as at the financial year-ended December 31, 2017, designed ICFR, or caused it to be designed under their supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The control framework the officers used to design Trican's ICFR is the Internal Control - Integrated Framework (2013) published by The Committee of Sponsoring Organizations of the Treadway Commission (COSO).

Trican's ICFR includes policies and procedures that:

- Pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect transactions, acquisitions and dispositions of assets of the Company;
- Provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles; and
- Provide reasonable assurance regarding prevention, or timely detection, of unauthorized acquisition, use, or disposition of the Company's assets that could have a material effect on the financial statements.

Trican conducted an evaluation of the effectiveness of its ICFR as at December 31, 2017, based on the COSO Framework, under the supervision of the Chief Executive Officer and the Chief Financial Officer. Based on this evaluation, the Officers concluded that as of December 31, 2017, Trican's ICFR is effective.

While the Officers believe that Trican's controls are effective, they do not expect that the disclosure controls and procedures or internal control over financial reporting will prevent all errors and fraud. A control system, no matter how well conceived or operated, provides reasonable, but not absolute, assurance that the objectives of the control system are met.

There have been no changes in Trican's internal control over financial reporting that occurred during the year-ended December 31, 2017, which have materially affected or are reasonably likely to materially affect the Company's internal control over financial reporting.

Management has limited the scope on the design of disclosure controls and procedures and internal control over financial reporting of Trican to exclude the controls, policies and procedures of Canyon. Canyon's balance sheet is included in the December 31 2017, consolidated financial statements of Trican. The scope limitation is in accordance with Section 3.3 of National Instrument 52-109, which allows an issuer to limit its design of internal control over financial reporting and disclosure controls and procedures to exclude the controls, policies and procedures of a company acquired not more than 365 days before the end of the financial period to which the certificate relates. Trican intends to complete the design of disclosure controls and procedures and internal control over financial reporting of Canyon by June 30, 2018.

The table below summarizes the financial information for Canyon included in the December 31, 2017 audited financial statements of Trican:

($ thousands)	Canyon
Current assets	96,233
Non-current assets	318,793
Current liabilities	46,432
Non-current liabilities	36,626
Revenue	342,673
Net income before tax	23,781

TRICAN ESTIMATED COMBINED FINANCIAL RESULTS

The following tables summarize the combined operating results of Trican and Canyon for the year-ended December 31, 2017. The calculated combined financial results are estimates and may not be representative of financial results had the Canyon acquisition actually occurred on January 1, 2017:

($ thousands; unaudited)	Year-ended December 31, 2017 - Trican	Period from January 1, 2017 to June 1, 2017 - Canyon	Year-ended December 31, 2017 - Combined
Revenue	929,912	213,291	1,143,203
Consolidated gross profit / (loss) (IFRS financial measure)	131,942	23,238	155,180
Deduct:			
Administrative expenses	(78,928)	(19,735)	(98,663)
Add:			
Depreciation & amortization	4,229	3,268	7,497
Depreciation expense - cost of sales	97,768	19,124	116,892
Consolidated operating income	155,011	25,895	180,906
Add:			
Transaction costs	9,917	2,443	12,360
Amortization of debt issuance costs	2,635	-	2,635
Equity-settled share-based compensation	5,027	2,009	7,036
Keane indemnity claim	2,158	-	2,158
Severance costs	8,566	1,910	10,476
Adjusted operating income[1]	183,314	32,257	215,571

As part of the acquisition, the Company assumed $43 million in long-term debt held by Canyon. For the period January 1, 2017 to June 2, 2017, Canyon would have contributed $213.3 million of revenue and loss before taxes of $8.1 million had the Transaction occurred on January 1, 2017. The additional revenue and net loss are estimates and may not be representative of the results had the acquisition actually occurred on January 1, 2017.

The Company incurred costs related to the acquisition of Canyon for the three months and year-ended December 31, 2017, of $0.7 million and $18.5 million, respectively. These costs mainly relate to due diligence, advisory and external legal fees as well as employee related expenditures. These costs have been recognized within administrative expenses on the consolidated statement of comprehensive income.

NON-GAAP DISCLOSURE

Certain terms in this MD&A, including operating income / (loss), adjusted operating income / (loss) and adjusted administrative expenses do not have any standardized meaning as prescribed by IFRS and, therefore, are considered non-GAAP measures.

Consolidated Gross Income/(Loss) to Adjusted Consolidated Operating Income/(Loss)

Operating income / (loss) and adjusted operating income / (loss) have been reconciled to gross profit / (loss), being the most directly comparable measures calculated in accordance with IFRS.

Adjusted operating income provides investors with an indication of operating income before equity-settled share-based compensation, amortization of debt costs, severance costs and excludes items significant but not reflective of our ongoing operations for the period. It provides investors with an indication of comparable operating income / (loss) between periods and provides an indication of measures used for debt covenant calculations.

[1] See *Non-GAAP Measures* described on page 21 of this MD&A.

($ thousands; unaudited)	Three months ended			Year-ended	
	December 31, 2017	December 31, 2016	September 30, 2017	**December 31, 2017**	December 31, 2016
Consolidated gross (loss) / profit (IFRS financial measure)	**30,743**	(10,064)	83,724	**131,942**	(83,533)
Deduct:					
Administrative expenses	**(18,245)**	(13,606)	(24,733)	**(78,928)**	(56,667)
Add:					
Depreciation & amortization	**371**	1,881	457	**4,229**	8,631
Depreciation expense – cost of sales	**31,332**	14,400	32,700	**97,768**	61,809
Consolidated operating (loss) / income	**44,201**	(7,389)	92,148	**155,011**	(69,760)
Add:					
Transaction costs	**347**	-	971	**9,917**	-
Amortization of debt issuance costs	**677**	653	653	**2,635**	3,776
Equity-settled share-based compensation	**1,365**	676	1,280	**5,027**	2,809
Keane indemnity claim	**-**	-	-	**2,158**	-
Severance costs	**400**	1,636	2,993	**8,566**	20,149
Inventory write-down	**-**	5,535		**-**	5,535
Professional fees related to restructuring	**-**	-	-	**-**	122
Adjusted consolidated operating income / (loss)	**46,990**	1,111	98,045	**183,314**	(37,369)

Adjusted Administrative Expenses

Adjusted administrative expenses have been reconciled to administrative expenses, being the most directly comparable measure calculated in accordance with IFRS.

Adjusted administrative expenses provides investors with an indication of cash administrative expenses excluding non-cash expenses and other significant expenses that management has determined are less reflective of our ongoing operations for the period. Therefore, adjusted administrative expenses is presented before equity-settled share-based compensation, amortization of debt costs, severance costs and Canyon acquisition costs. It provides investors with a more effective basis with which to measure period changes in standardized cash administrative expenses. In addition, it should assist investors in evaluating the calculation of adjusted EBITDA used in covenant calculations as described in Financing Activities section of this MD&A.

($ thousands, unaudited)	Three months ended			Year-ended	
Three months ended,	**December 31, 2017**	December 31, 2016	September 30, 2017	**December 31, 2017**	December 31, 2016
Total administrative expenses	**17,874**	12,612	24,276	**74,699**	48,036
Adjusted for:					
Transaction costs	**347**	-	971	**9,917**	-
Amortization of debt issuance costs	**677**	653	653	**2,635**	3,776
Equity-settled share-based compensation	**1,365**	677	1,280	**5,027**	2,809
Keane indemnity claim	**-**	-	-	**2,158**	-
Severance costs	**400**	1,636	2,993	**8,566**	20,149
Professional fees related to restructuring	**-**	-	-	**-**	122
Adjusted administrative expenses	**15,085**	8,842	18,379	**46,396**	21,181
Cash-settled share-based compensation	**(478)**	4,646	2,769	**1,278**	10,386

Other Non-Standard Financial Terms

In addition to the above non-GAAP financial measures, this MD&A makes reference to the following non-standard financial terms. These terms may differ from similar measures used by other companies.

Adjusted operating income %

Adjusted operating % is determined by dividing adjusted consolidated operating income by revenue from continuing operations.

Net debt

Net debt is calculated as the total of loans and borrowings less cash and cash equivalents.

Synergies

Synergies represent the Company's estimate of ongoing savings that can be achieved as a result of the Canyon Transaction. Synergies are generally measured on annual basis, but may be broken into specific periods of time. Prospective cost efficiencies are anticipated to be measured as business efficiencies and will no longer be measured as synergies.

Transaction costs

Transaction costs and/or Trican acquisition costs are costs incurred to assist in evaluating and completing the acquisition of Canyon, including legal, advisory and accounting related fees.

Revenue per job

Calculation is determined based on total revenue from continuing operations divided by total job count. This calculation may fluctuate based on both pricing, sales mix and method with which the customer requests its invoices.

Working capital

Working capital is calculated as current assets minus current liabilities, excluding cash and loans and borrowings.

Trican estimated combined financial results

Financial information is provided to assist the reader in understanding the financial effect of the Canyon acquisition if it occurred at the start of 2017 for purposes of evaluating the business. The combined financial results presentation may differ from other forms of pro forma calculations. The financial information is unaudited.

COMMON INDUSTRY TERMS

The following is a list of abbreviations, terms and other items that are commonly referred to in the oilfield services business and internally at Trican. The terms, calculations and definitions may differ from those used by other oilfield services businesses and may not be comparable. Some of the terms which may be used in this MD&A are as follows:

Measurement:	
Tonne	Metric tonne
Places and Currencies:	
US	United States
WCSB	Western Canadian Sedimentary Basin (an oil and natural gas producing area of Canada generally considered to cover a region from south west Manitoba to north east BC)
$ or CDN$	Canadian dollars
US$ or USD	United States dollars
Common Business Terms:	
Canadian average drilling rig count	The estimated average number of drilling rigs operating in the WCSB at a specified time reported in this MD&A as annual and quarterly averages.
Spring break-up	In the WCSB during the spring season, provincial governments and rural municipalities (or counties) ban heavy equipment from roads to prevent damage. It becomes difficult, and in some case impossible, to continue to work during this period and therefore activity in the oilfield is often reduced.
Fluid end	Hydraulic fracturing pumpers have a multiplex pump that pressurizes fracturing fluid for transfer down the wellbore. The multiplex pump consists of a power end and a fluid end. The power end houses a crankshaft that is connected to a spacer block that contains connecting rods that drive the individual plungers contained in the fluid end. The abrasive sand and fluid mixture is pumped through the fluid end at pressures of up to 15,000 pound-force per square inch (PSI), or 103 megapascals (MPA), which will wear out the fluid end. It is a modular unit that can be replaced independent of the power end and spacer block.
Company Specific Industry Terms:	
Proppant	A solid material, typically sand, treated sand or man-made ceramic materials, designed to keep an induced hydraulic fracture open during and following a fracturing treatment.
Proppant Pumped	The Company uses this as one measure of activity levels within the Pressure Pumping segment. The correlation of proppant pumped to Pressure Pumping activity may vary in

	the future depending upon changes in fracturing intensity, weight of proppant used, and job mix.
Job count	A job is essentially represented by an invoice. The frequency of invoices may differ as to how often the customer requests to be billed during a project. Additionally, the size and scope of a job can impact the length of time and cost on a job. Therefore, a job can vary greatly in time and expense.
HHP	Hydraulic horse power which is generally the measure of an individual hydraulic fracturing pump and a company’s hydraulic fracturing fleet size.
Canadian segment HHP	Refers to the total available HHP in the Trican hydraulic fracturing fleet. The figures are presented in both the average available during the given period and the HHP available at the end of a specified period.
Active crewed HHP	Represents the total HHP that Trican has been activated or is currently operating. This figure is presented as at the end of a specified period.
Active, maintenance/not crewed HHP	This is fracturing equipment that is in the periodic maintenance cycle, which includes equipment that has completed a routine maintenance period and is ready for work, but no available crew to operate the equipment.
Parked HHP	Fracturing equipment that is not currently in the active and not in the maintenance cycle. Minimal reactivation cost is required to activate the equipment.
Period average active, crewed HHP	Fracturing equipment that has, on average, been active and crewed for the period.

FORWARD-LOOKING STATEMENTS

Certain statements contained in this document constitute forward-looking information and statements (collectively "forward-looking statements"). These statements relate to future events or our future performance. All statements other than statements of historical fact may be forward-looking statements. Forward-looking statements are often, but not always, identified by the use of words such as "anticipate", "achieve", "estimate", "expect", "intend", "plan", "planned", and other similar terms and phrases. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. We believe the expectations reflected in these forward-looking statements are reasonable but no assurance can be given that these expectations will prove to be correct and such forward-looking statements included in this document should not be unduly relied upon. These statements speak only as of the date of this document.

In particular, this document contains forward-looking statements pertaining to, but not limited to, the following:

- anticipated industry activity levels in jurisdictions where the Company operates, as well as expectations regarding our customers’ work programs, business plans and equipment utilization levels;
- expectations regarding increased proppant usage and sand loading levels;
- anticipated adjustments to our active equipment fleet, and related adjustments to cost structure;
- expectations regarding the Company’s cost structure;
- expectations regarding future maintenance costs;
- expectations regarding fluid ends reaching their maximum lifespan within a 12 month period;
- anticipated pricing and customer allocation for fracturing services;

- expectations regarding the Company’s equipment utilization levels and demand for our services for 2018;
- expectations regarding capital spending for 2018;
- expectations regarding increases to capital expenditures due to increased fracture intensity;
- expectations regarding the Company’s financial results, working capital levels, liquidity and profits;
- expectations regarding the quantity of proppant pumped per well;
- expectations regarding pricing of the Company’s services;
- expectations regarding the integration of Canyon and the anticipated benefits and synergies of the Canyon transaction and savings as a result thereof;
- expectations regarding the timing, value and realized cash flow from the Investments in Keane;
- expectations regarding the impact of discontinued operations in various international regions on the Company going forward;
- anticipated ability of the Company to meet foreseeable funding requirements;
- anticipated compliance with debt and other covenants under its revolving credit facilities;
- expectations regarding the potential outcome of contingent liabilities;
- expectations surrounding weather and seasonal slowdowns; and
- expectations regarding the impact of new accounting standards and interpretations not yet adopted.

Our actual results could differ materially from those anticipated in these forward-looking statements as a result of the risk factors set forth below and in the “Risk Factors” section of our AIF dated March 29, 2017:

- volatility in market prices for oil and natural gas;
- liabilities inherent in oil and natural gas operations;
- competition from other suppliers of oil and gas services;
- competition for skilled personnel;
- changes in income tax laws or changes in other laws and incentive programs relating to the oil and gas industry; and
- changes in political, business, military and economic conditions in key regions of the world.

Readers are cautioned that the foregoing lists of factors are not exhaustive. Forward-looking statements are based on a number of factors and assumptions which have been used to develop such statements and information but which may prove to be incorrect. Although management of Trican believes that the expectations reflected in such forward-looking statements or information are reasonable, undue reliance should not be placed on forward-looking statements because Trican can give no assurance that such expectations will prove to be correct. In addition to other factors and assumptions which may be identified in this document, assumptions have been made regarding, among other things: crude oil and natural gas prices; the impact of increasing competition; the general stability of the economic and political environment; the timely receipt of any required regulatory approvals; synergies from the Canyon acquisition; the Company's ability to continue its operations for the foreseeable future and to realize its assets and discharge its liabilities and commitments in the normal course of business; industry activity levels; Trican's policies with respect to acquisitions; the ability of Trican to obtain qualified staff, equipment and services in a timely and cost efficient manner; the ability to operate our business in a safe, efficient and effective manner; the ability of Trican to obtain capital resources and adequate sources of liquidity; the performance and characteristics of various business segments; the regulatory framework; the timing and effect of pipeline, storage and facility construction and expansion; and future commodity, currency, exchange and interest rates.

The forward-looking statements contained in this document are expressly qualified by this cautionary statement. We do not undertake any obligation to publicly update or revise any forward-looking statements except as required by applicable law.

Additional information regarding Trican including Trican’s most recent AIF is available under Trican’s profile on SEDAR (www.sedar.com).