# MANAGEMENT'S DISCUSSION AND ANALYSIS

The following Management Discussion and Analysis ("MD&A") of financial condition and results of operations is provided to enable readers to assess the consolidated results of operations, liquidity and capital resources of Questor Technology Inc. ("Questor" or the "Company") as at and for the year ended December 31, 2016 compared to the year ended December 31, 2015.

This MD&A, dated March 27, 2017, should be read in conjunction with the accompanying audited consolidated financial statements and notes thereto of Questor as at and for the year ended December 31, 2016 which are presented in Canadian dollars and prepared in accordance with International Financial Reporting Standards ("IFRS"). The audited consolidated financial statements for the year ended December 31, 2016 (including comparatives) and this MD&A have been approved and authorized for issue by Questor's Board of Directors and Audit Committee.

Additional information relating to Questor can be found on the Company's website at www.questortech.com. The continuous disclosure materials of Questor, including its annual MD&A and audited consolidated financial statements, Management Information Circular and Proxy Statement, material change reports and news releases are also available through the Company's website or directly through the System for Electronic Document Analysis and Retrieval ("SEDAR") at <a href="https://www.sedar.com">www.sedar.com</a>.

# **QUESTOR'S BUSINESS**

Questor is a public, international environmental Cleantech company founded in late 1994 and headquartered in Calgary, Alberta, with field offices located in Grande Prairie, Alberta; Brighton, Colorado; and Brooksville, Florida. The Company is active in Canada, the United States, Europe and Asia and is focused on clean air technologies that safely and cost effectively improves air quality, support energy efficiency and greenhouse gas emission reductions.

Questor designs, manufactures and services high efficiency waste gas incinerator systems. The Company also provides combustion and burner-related services; as well as, power generation systems and water treatment solutions. Our proprietary incinerator technology is utilized worldwide in the effective management of methane (CH4), CH4hydrogen sulphide gas(H<sub>2</sub>S), volatile organic hydrocarbons (VOC's), hazardous air pollutants (HAP's) and benzene (BTEX) gases ensuring sustainable development, community acceptance and regulatory compliance. Questor and its subsidiary, ClearPower Systems are providing solutions for landfill biogas, syngas, waste engine exhaust, geothermal and solar, cement plant waste heat in addition to a wide variety of oil and gas projects in Canada, throughout the United States, the Caribbean, Western Europe, Russia, Thailand, Indonesia and China.

With a focus on solid engineering design, our products enable our clients to operate cost effectively in an environmentally responsible and sustainable manner.

Questor trades on the TSX Venture Exchange under the symbol 'QST'.

# FINANCIAL OVERVIEW - YEAR ENDED DECEMBER 31, 2016 VERSUS 2015

# **CONSOLIDATED HIGHLIGHTS**

Years Ended December 31,	2016	2015	Change
(stated in CDN\$) (unaudited)	(\$)	(\$)	(%)
Revenue	7,078,333	8,112,913	(13)
Gross Profit <sup>(1)</sup>	2,680,775	3,352,444	(20)
Adjusted EBITDA <sup>(1)</sup>	403,973	877,893	(54)
Loss for the year	(444,766)	(18,148)	(>100)
Per share — basic	(0.02)	0.00	0
Per share — diluted	(0.02)	0.00	0
Working capital, end of period	7,595,068	8,854,920	(14)
Total assets, end of period	16,346,546	16,280,884	0
Total equity, end of period	14,765,975	14,869,245	(1)

<sup>(1)</sup> Refer to "Non-GAAP Measures" on page 12 for further information.

# **2016 OVERVIEW**

In 2016, the Company:

- penerated revenue of \$7.1 million versus \$8.1 million in 2015, the decline due primarily to lower sales activity in the North American oil and gas sector due to market capital constraints related to depressed oil and gas prices through 2016.
- > reported adjusted EBITDA of \$0.4 million compared to \$0.9 million in 2015, a decrease of 54 percent, primarily a result of:
  - reduced sales in Canada and the United States;
  - lower utilization of resources and facilities in the Company's fabrication division, impacting margins;
  - investment in waste heat to power infrastructure, incurring \$0.7 million of incremental expenses in the ClearPower division, increasing sale & marketing efforts and fabrication facilities to advance the commercialization of the heat to power technology;
  - o recovering \$0.2 million during 2016 of the \$0.7 million of receivables that were written off during 2015 that resulted from two customers filing Chapter 11 bankruptcy in the United States;
- > Colorado's progressive closed loop completion regulations, strategically redeploying the majority of the incinerator rental fleet to the State of Colorado that favors Questors high performance enclosed combustion systems;
- > incurring capital expenditures of \$1.4 million that focused on the expansion of the rental fleet in the United States, specifically in the state of Colorado.

#### **CONSOLIDATED**

Years Ended December 31,	2016	2015	Change
(stated in CDN\$)	(\$)	(\$)	(%)
(unaudited)			
Revenue	7,078,333	8,112,913	(13)
Cost of Sales	4,397,558	4,760,469	(8)
Gross Profit <sup>(1)</sup>	2,680,775	3,352,444	(20)
Gross Profit (%)	38	41	(7)

<sup>(1)</sup> Refer to "Non-GAAP Measures" on page 12 for further information.

# **REVENUE**

Revenue during 2016 was \$7.1 million versus \$8.1 million in 2015, for a decrease of \$1.0 million. Incinerator sales were \$3.3 million versus \$3.9 million in the same period of 2015. Incinerator rentals were \$3.2 million versus \$3.1 million in the same period of 2015. Incinerator service revenue was \$0.6 million versus \$1.1 million in the same period of 2015.

The sale of the Company's incinerators decreased \$0.6 million. Questor continues to experience decline in the sales of the Company's incinerators as result of lower drilling activity and constraints on capital spending in the North American oil and gas sector due to depressed oil and gas prices.

Incinerator rental revenue was consistent with the prior year, increasing by \$0.1 million. During 2016, the Company strategically redeployed the majority of the incinerator rental fleet to the State of Colorado. The re-deployment initiative is driven by Colorado's progressive closed loop completion regulations, which favor high performance enclosed combustion systems. The redeployment of the equipment resulted in a non-reoccurring period of lost rental and transportation costs to move the units to the US. The Company expects very strong demand for incinerator rentals in Colorado through 2017.

Incinerators service revenue decreased 45% versus the same period of 2015. The two primary drivers for service revenue are the commissioning activity for new equipment and maintenance requirements for incinerators sold in prior years. The decrease in incinerator sales resulted in lower commissioning activity. The number of new rental locations also decreased in 2016 versus the prior year. The Company also experienced reduced demand for repairs and maintenance services in Alberta largely due to the constrained cash flow of our clients.

# **GROSS PROFIT**

Gross Profit was \$2.7 million compared to \$3.4 million in 2015. The \$0.7 million decrease in gross profit was primarily the result of lower revenue. The \$1.0 decrease in revenue resulted in a corresponding decrease in gross profit of \$0.5 million. The lower utilization of resources and facilities at the Company's two fabrication divisions further affected gross profit by \$0.2 million. The Company also incurred non-reoccurring transportation costs related to the rental redeployment initiative.

#### **CORPORATE**

Years Ended December 31,	2016	2015	Change
(stated in CDN\$)	(\$)	(\$)	(%)
(unaudited)			
Gross Profit <sup>(1)</sup>	2,680,775	3,352,444	(20)
less corporate costs :			
Administration expenses	3,057,790	2,835,155	8
Depreciation of property and equipment	42,338	44,314	(4)
Amortization of intangible assets	3,621	3,620	0
Net foreign exchange losses (gains)	101,164	(323,591)	(>100)
Other expense (recovery)	(197,293)	652,274	(<100)
Profit (Loss) before tax	(326,845)	140,672	(>100)
Income Tax	117,921	158,820	(26)
Loss for the year	(444,766)	(18,148)	(>100)

<sup>(1)</sup> Refer to "Non-GAAP Measures" on page 12 for further information.

#### **ADMINISTRATIVE EXPENSES**

Administrative expenses increased by \$0.2 million representing an 8 percent increase in corporate expenses in 2016 from 2015. The Company incurred incremental sales and marketing expenses in the ClearPower division in order to commercialize the waste heat to power technology. We are investing in human capacity positioning the Company to take advantage of a growing demand for our technology solutions.

#### **DEPRECIATION**

For the year ended December 31, 2016, administrative depreciation expense decreased by 4 percent. There was very little capital-spending relating to administrative assets and therefore depreciation was relatively consistent to the prior year.

## AMORTIZATION OF INTANGIBLE ASSETS

For the year ended December 31, 2016, amortization expense was consistent with 2015.

The Company has invested \$2.8M of development expenses relating to the heat to power technology. The investment in the heat to power technology occurred during 2014 and 2015, which has been recorded, to intangible assets. The Company has not amortized any of the heat to power development expenses to date, as the technology has not reached the commercialization stage. During 2015, the Company received \$0.6 million of funding from Sustainable Development Technology Canada (SDTC) for the development of the waste heat to power technology relating the development expenditures already incurred. The funding, also recorded to intangible assets, effectively reducing the development expenses relating to the heat to power technology. The Company is forecasting the commercialization of the technology will occur in the near term and at that time will commence amortization of the costs.

## **FOREIGN EXCHANGE LOSSES**

The Company recorded \$0.1 million foreign exchange loss during 2016 versus gain of \$0.3 million in 2015. Foreign exchange gains and losses arise from the translation of net monetary assets or liabilities that were held in U.S. dollars. The Company's 2016 foreign exchange loss was attributable to the translation of U.S. dollar-denominated receivables as the Canadian dollar fluctuated considerably against the U.S. dollar during throughout the year.

# **OTHER EXPENSE (INCOME)**

During 2015, the Company wrote off \$0.7 million of receivables as result of two customers filing Chapter11 bankruptcy in the United States. The Company recovered \$0.2 million of receivables written off in 2015 during 2016.

## **INCOME TAX**

The Company recorded an income tax expense of \$0.1 million in 2016 compared to an expense of \$0.2 million in 2015. The effective tax rate is higher than expected due to several factors including non-deductible expenses, higher tax rates on income in the United States, and final income tax return to provision adjustments.

# LIQUIDITY AND CAPITAL RESOURCES

Years Ended December 31,

	2016	2015
(stated in CDN\$)	(\$)	(\$)
(unaudited)		
Cash provided by (used in):		
Operating activities	1,415,748	(49,880)
Financing activities	133,025	56,874
Investing activities	70,628	(701,033)
Increase (decrease) in cash and cash equivalents	1,619,401	(694,039)

#### **OPERATING ACTIVITIES**

The Company's cash provided by operating activities for the year ended December 31, 2016 was \$1.4 million versus (\$0.05) million in 2015. The increase was primarily due to movements in working capital during the year. Movements in working capital during 2016 were driven by a \$1.1 million reduction in accounts receivable and a \$1.2 million reduction in inventory. The conversion of accounts receivable and inventory into cash funded the \$1.4 million investment in the Company's incinerator rental fleet.

#### **FINANCING ACTIVITIES**

Net cash provided by financing activities for the year ended December 31, 2016 were relatively consistent to 2015. During 2016 and 2015, the financing activities consisted of the issuance of common shares on employee-exercised stock options. Proceeds from the issue of common shares under the employee share option plan were \$0.1 million during 2016 compared to \$0.05 million in 2015.

The Company made no draws on its revolving demand operating loan during the year ended December 31, 2016. The Company has available a revolving-demand operating loan to a maximum of \$560,000. The revolving demand-operating loan bears interest at bank prime plus 1 percent per annum. The Company has provided a general security agreement and an assignment of insurance proceeds as security. Up to \$100,000 of this loan is available to secure the issue of letters of credit and/or letters of guarantee for suppliers. At December 31, 2016, the Company had no outstanding letters of credit on this facility.

The availability of this facility is also subject to the Company meeting certain financial covenants. As shown in the table below, at December 31, 2016, the Company complied with the financial covenants associated with its credit facilities.

	Covenant	Actual
As at December 31,	2016	2016
Working capital ratio not to fall below	1.25x	5.63x
Debt service ratio must be greater than	1.25x	no debt
Total liabilities to tangible net worth not to fall below	2.5x	0.16x

## **INVESTING ACTIVITIES**

The Company invested \$1.4 million (see Note 6 of the December 31, 2016 Audited Financial Statements) in the Company's incinerator rental fleet compared in 2016. The Company expects rental revenue will be the primary revenue growth driver in 2017.

The Company has set its 2017 capital budget to approximately \$2 million. The majority of the capital budget is again dedicated to growing the rental fleet. Questor will increase capital spending throughout 2017 if additional rental equipment is required.

# **EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS**

The Company's 2016 foreign exchange loss was attributable to the translation of U.S. dollar cash held as the Canadian dollar fluctuated against the U.S. dollar during the year.

#### **CAPITAL RESOURCES**

The Company believes that its cash deposits and net cash generated from operating activities will provide sufficient capital resources and liquidity to fund anticipated capital requirements in 2017.

At December 31, 2016, the Company had cash of \$6.7 million compared to \$5.1 million at December 31, 2015. The foreign currency composition of the cash balances is described in Note 4 to the Audited Annual Consolidated Financial Statements for the year ended December 31, 2016.

#### **OUTSTANDING SHARE DATA**

The Company is authorized to issue an unlimited number of common shares. During the year ended December 31, 2016, the shareholders approved an amendment to the Corporation's stock option plan to fix the maximum number of common shares reserved for issuance at 10% of the number of common shares of the Corporation issued and outstanding. At December 31, 2015, the number of common shares reserved for issuance under Corporation's stock option plan was fixed at a maximum of 4,708,474 shares. Employees have been granted options to purchase common shares under the Company's shareholder-approved stock option plan. Each option entitles the option holder to purchase one share. As at March 27, 2017, there were 26,444,870 common shares issued and outstanding and 1,145,500 options issued and outstanding to purchase common shares.

# **SUMMARY OF QUARTERLY RESULTS**

Three Months Ended	Dec. 31,	Sep. 30,	Jun. 30,	Mar. 31,	Dec. 31,	Sep. 30,	Jun. 30,	Mar. 31,
Three Mondis Linded	2016	2016	2016	2016	2015	2015	2015	2015
(stated in '000's CDN\$ except per share amounts) (unaudited)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Financial								
Revenue	2,483	1,675	697	2,224	2,328	1,683	1,734	2,369
Gross Profit <sup>(1)</sup>	1,105	794	(132)	914	999	505	649	1,200
Adjusted EBITDA <sup>(1)</sup>	580	226	(587)	185	(483)	109	341	910
Profit (loss) for the period	244	(96)	(597)	4	(506)	(90)	86	492
Per share – basic	0.01	0.00	(0.02)	0.00	(0.02)	0.00	0.00	0.02
Per share – diluted	0.01	0.00	(0.02)	0.00	(0.02)	0.00	0.00	0.02

<sup>(1)</sup> Refer to "Non-GAAP Measures" on page 12 for further information.

# FINANCIAL OVERVIEW - THREE MONTHS ENDED DECEMBER 31, 2016 VERSUS 2015

# **CONSOLIDATED HIGHLIGHTS**

Three Months Ended December 31,	2016	2015	Change
(stated in CDN\$) (unaudited)	(\$)	(\$)	(%)
Revenue	2,482,679	2,327,658	7
Gross Profit <sup>(1)</sup>	1,104,536	999,300	11
Adjusted EBITDA <sup>(1)</sup>	580,145	(482,532)	(>100)
Profit (loss) for the period attributable to the shareholders of Questor	244,364	(505,795)	(>100)
Per share — basic	0.01	(0.02)	(>100)
Per share — diluted	0.01	(0.02)	(>100)

<sup>(1)</sup> Refer to "Non-GAAP Measures" on page 12 for further information.

# **OVERVIEW**

In the fourth quarter of 2016, the Company:

- generated revenue of \$2.5 million versus \$2.3 million in 2015, the increase primarily due to an increase in units sold;
- > gross profit was higher due to the increased incinerator sales;
- gross profit margin was 44% versus 43% in 2016, due primarily to a higher mix of incinerator rentals compared to 2015;
- > reported adjusted EBITDA of \$0.6 million compared to (\$0.5) million loss in 2015, an increase of \$1.1, mainly as a result of:
  - o higher gross profit as discussed above;
  - the Company wrote off \$0.7 million of receivables as result of two customers filing Chapter 11 bankruptcy in the United States during the fourth quarter of 2015 versus nil in the same period of 2016;
  - administrative expenses decreased by \$0.3 million representing a 31 % decrease in Corporate expenses in 2016 from 2015
    - the fourth quarter of 2015 included accounting adjustments related to reclassifying certain research and development from intangible assets to expense.
- > reported profit of \$0.2 million compared to a loss of (\$0.5) million in 2015, an increase of \$0.7 million, mainly as a result of:
  - the factors discussed above, and;
  - o various tax related adjustments booked the fourth quarter of 2016.

#### **CONSOLIDATED**

Three Months Ended December 31,	2016	2015	Change
(stated in CDN\$) (unaudited)	(\$)	(\$)	(%)
Revenue	2,482,679	2,327,658	7
Cost of sales	1,378,143	1,328,358	4
Gross profit <sup>(1)</sup>	1,104,536	999,300	11
Cost of sales (%)	56	57	(3)
Gross profit (%)	44	43	4

(1) Refer to "Non-GAAP Measures" on page 12 for further information.

# **REVENUE**

Revenue during the fourth quarter of 2016 was \$2.5 million versus \$2.3 million in the same period of 2015.

Incinerators sales were \$1.4 million versus \$1.2 million in the same period of 2015. The increase was primarily due primarily to the timing of the incinerator build schedule and deliveries. Revenue is recognized when the incinerator is delivered to the customer. Delivery timing is a function of the build schedule and customer readiness, which can result in variances from quarter to quarter.

Incinerators rentals were \$0.9 million, for the fourth quarter of 2016 consistent with the same period of 2015.

Incinerators service revenue was \$0.2 million in the fourth quarter of 2016 consistent with the same period of 2015.

# **COST OF SALES**

Cost of sales during the fourth quarter of 2016 was \$1.4 million compared to \$1.3 million in the same period of 2015. The increase is due to the increased sales of incinerators. Cost of sales as a percentage of revenue was consistent during the fourth quarter of 2016 versus the same period of 2015.

# **GROSS PROFIT**

Gross profit during the fourth quarter of 2016 was \$1.1 million compared to \$1.0 million in the same period of 2015. This was consistent with Management's expectations when considering \$0.2 million increase in sales.

#### **CORPORATE**

Three Months Ended December 31,	2016	2015	
(stated in CDN\$)	(\$)	(\$)	(%)
(unaudited)  Gross profit <sup>(1)</sup>	1,104,536	999,300	11
less corporate costs :			
Administration expenses	690,287	1,003,066	(31)
Depreciation of property and equipment	10,472	17,961	(42)
Amortization of intangible assets	905	905	0
Net foreign exchange (gains)	(19,864)	(102,549)	(81)
Other expense (recovery)	(6,389)	747,545	(>100)
Profit (loss) before tax	429,125	(667,628)	(>100)
Income Tax Expense (Recovery)	184,761	(161,833)	(>100)
Profit (Loss) for the year	244,364	(505,795)	(>100)
Profit (Loss) for the year	244,364	(505,795)	(>100)

<sup>(1)</sup> Refer to "Non-GAAP Measures" on page 12 for further information.

#### **ADMINISTRATIVE EXPENSES**

Administrative expenses decreased by \$0.3 million representing a 31 % decrease in Corporate expenses in 2016 from 2015. The fourth quarter of 2015 included accounting adjustments related to reclassifying certain research and development from intangible assets to expense. Excluding the effect of the 2015 accounting adjustments, administrative expenses for the fourth quarter of 2016 increased approximately 8% over 2015. The increased expenses as noted in the annual discussion and analysis are due to incremental sales and marketing expenses in the ClearPower division.

#### **DEPRECIATION**

For the three months ended December 31, 2016, the depreciation expense variance compared to 2015 was due to an accounting adjustment in the prior year. As noted in the annual commentary, for the year ended December 31, 2016, administrative depreciation expense decreased by 4 %t. There was very little capital-spending relating to administrative assets and therefore annual depreciation was consistent to the prior year.

# **FOREIGN EXCHANGE LOSSES**

The Company recorded a foreign exchange gain of \$0.02 million during the fourth quarter of 2016 versus a gain of \$0.1 million in the comparative three-month period of 2015. Foreign exchange gains and losses arise from both the settlement and translation of net monetary assets or liabilities that were held in foreign currencies by the Company. The Company's foreign exchange gain in both 2016 and 2015 resulted as the U.S. dollar appreciated against the Canadian dollar over the quarter. The Canadian dollar fluctuated considerably against the U.S. dollar during throughout the year.

# **OTHER EXPENSE (INCOME)**

During the fourth quarter of 2015, the Company wrote off \$0.7 million of receivables as result of two customers filing Chapter 11 bankruptcy in the United States compared to \$0.0 of receivable write-offs during the same period in 2016.

#### **INCOME TAXES**

The Company recorded an income tax expense of \$0.2 million in 2016 compared to a recovery of \$0.2 million in 2015. The effective tax rate is higher than expected due to several factors including non-deductible expenses, higher tax rates on income in the United States, and final income tax return to provision adjustments.

#### **OUTLOOK**

The prolonged downturn in oil and gas prices continues to decrease the activity levels and capital spending in the oil and gas industry in 2016 and the Company remains focused managing through the current industry downturn. We believe the Canadian government's target to reduce methane emissions by 45% by 2025 will create an opportunity for the Company. Questor believes that the clean technology industry will become an integral component of resource development and the Company is well positioned given its focus on top-tier service, quality, logistics management and technology.

The recent global focus on emissions and the commitments in Paris at COP21 to reduce greenhouse gas emissions (GHG) over concern with climate change is also anticipated to have an impact on our clients. The governments of Canada and the United States recently issued a joint statement committing to reduce methane emissions from the oil and gas sector by 40-45 percent below 2012 levels by 2025. To implement this commitment, the Canadian federal government will be introducing regulations shortly to reduce methane emissions from the oil and gas sector to address venting and fugitive emissions. The Canadian requirements will cover emissions from the same sources subject to current and proposed U.S. regulatory requirements and will require reductions from some unique Canadian sources such as heavy oil. Implementation of a carbon tax is being contemplated both federally and provincially.

"In this challenging economic environment, our clients in Canada will be looking for technology solutions that are reliable, reduce operating costs, are cost effective, have a track record, and are proven. Cleanly combusting methane using Questor's technology solutions will reduce GHG emissions nine-fold at a cost of less than \$3/tonne or \$0.02/mscf because the Global Warming Potential (GWP) of methane is 25 times that of CO<sub>2</sub> over a hundred year period. Therefore, venting or inefficient combustion of methane increases the greenhouse gases emitted," said Ms. Audrey Mascarenhas, Questor's President and CEO.

"In response to regulations and demand for our equipment in Colorado, we deployed our mobile rental units to the State and set up an operations facility to meet demand for regulated closed loop completions or green completions," she added. "The Company is well positioned to create additional operating hubs with rental equipment in other locations as the opportunities arise" Questor is experiencing significant interest in incinerator rentals as an alternative to incinerator sales. This confirms to Management that it is vital to continue to market and grow the rental fleet as it is emerging as a more capital efficient option than purchasing. The Company expects demand for incinerator rentals will remain strong, and further increase into 2017. In addition, Questor anticipates incinerator sales in the US will increase to address combustion requirements at production facilities, after the rental flow back period. Strengthened regulations in the U.S. have caused an increased demand for Questor's technology. The United States Environmental Protection Agency (EPA) issued regulations to reduce harmful air pollution arising out of crude oil and natural gas industry activities with a particular focus on the efficient destruction of volatile organic compounds (VOC's) and hazardous air pollutants (HAP's) and had recently introduced methane emission reduction legislation. Although President Trump has made it his mandate to reverse the EPA methane rules creating some uncertainty, many of the States are standing up and continuing their pursuit of air quality improvements and GHG emission reductions. The governors of California and New York have said that they will push ahead with their aggressive climate change policies despite President Donald Trump's executive order. The states have both pledged to reduce greenhouse gas emissions 40 per cent below 1990 levels by 2030 and 80 per cent by 2050. They also have mandated that half of each state's electricity be generated from renewable sources by 2030. "Questor's technology has a unique ability to address both those mandates in a cost effective way." said Mrs. Audrey Mascarenhas. Questor will continue to monitor the regions where regulations are enforced or becoming enforceable and ensure that our sales efforts match appropriately.

While continuing to meet demand in Canada, the Company expects to continue to expand its presence in the United States. With stringent regulations imposed by the US Environmental Protection Agency (EPA) that requires performance testing for incinerators and other stacks that burn waste gas it is expected that the demand for better equipment will increase. Each State may have additional requirements that reflect some of the unique and specific needs that extend beyond the EPA's requirements.

The State of Colorado has taken a lead role in regulating quality, high-performance emission control equipment and industry in this area is now including Questor's style of combustion devices in their planning for wellbore flow back periods and their production life. For the three years, Questor has been providing rental incineration to this market on a rental basis for a variety of clients. Questor has worked diligently at providing top level service and a high-quality product that industry has noticed and enquiries have increased substantially. Questor's commitment to opening an office in Brighton, Colorado as well as hiring a local technician have been positive steps and contributing factors to our recent successes and future growth.

Questor continues to see demand for a number of incinerators for deployment in the State of Colorado during 2017. This sale for production facility equipment is significant as it allows Questor to provide emission control for wells right from the initial flow back period through the duration of their production life. Questor is proud to have been selected for both of these types of applications and will continue its pursuit of earning the confidence and business of existing clients as well as new customers.

With clear requirements and expectations from both the Federal and State agencies industry can now select equipment that serves their specific needs, including regulatory compliance, social acceptance operating performance, reliability and technical support. Questor will continue to commit capital to grow its revenue in states where producers are looking for different technologies to manage their waste gases.

The Alberta government has released the new Climate Change Policy. The policy opens opportunities for Questor to provide high efficiency combustion and heat to power technologies solutions. The opportunities range from methane emissions reductions to replacing coal-powered electricity with electrical power generated from waste heat. Questor's solutions are ideal for this policy's targets, as they enable customers to reduce costs, comply with regulations and improve the profitability of their operations. Further policy changes require small emitters under 100,000 tonnes per year of CO2e to aggregate their facilities. The aggregation may result in the same level of compliance required by large emitter (>100,000 tonnes per year of CO2). Questor has developed solutions that have meaningful impact on emissions reductions for smaller facilities.

Questor's wholly owned subsidiary Clear Power Systems Inc. (CPS) has been aggressively marketing the waste heat to power technology. Questor has previously provided guidance that the waste heat to power first sales were anticipated to already have occurred. There is considerable global market interest in the ClearPower solution. We continue to make significant progress and gain confidence in our technology. CPS is pleased to announce the appointment of two new distributors during 2016; Inner Point Energy of Kirkwood (InnerPoint) and IHR Energy ApS of Norway (IHR). InnerPoint Energy is a company that focuses on renewable waste to energy, gasifiers to produce syngas, and behind the fence power. CPS continues to pursue opportunities in the US including other key marketing collaborations. Questor remains confident the technology will become a profitable division that offers an essential economic waste heat recovery to power solution. Questor continues to be identified as an innovator.

Alberta Innovates has approved two demonstration projects: water vaporization and glycol dehydration emissions. The equipment for the water vaporization project was assembled in our Grande Prairie facility during 2016. The Company successfully completed a demonstration test during Q4 of 2016. The Company is looking forward to the next level of testing which is expected to occur in the first half of 2017.

The glycol dehydration emissions project has been approved for \$465,000 and will demonstrate Questor's incineration technology as both a best in class control device for emissions as well as a replacement technology for condensing, liquid storage, trucking and deep-well disposal activities. There are approximately 4,000 operating glycol dehydrators in Alberta, which could utilize this solution to eliminate benzene emissions, reduce operating costs and generate greenhouse gas emission reductions at a cost of less than \$1.40/tonne of  $CO_2e$ . The greenhouse gas emission reduction potential of this solution for Alberta is approximately 36 Mega tonnes, contributing significantly to the targets set by the provincial and federal governments.

The Company remains committed to strategic and measurable technology diversification. Heat to power, water vaporization, and glycol dehydration emissions are all synergistic diversification of clean technology products and services that will support resource development over the long term. Recently, at the request and invitation of the Environment Agency in the United Kingdom Questor presented its suite of technologies to industry and government. Questor continues to explore areas where industry and government are seeking changes to traditional practices as a means to grow its reputation and business profile. We participated in the following this year;

- Questor was featured in Alberta Oil Magazine in an article titled "How a New Canadian-U.S. Agreement on Curbing Methane Opens the Market for Companies Like Questor Technology" in the May 30, 2016 issue. Link http://www.albertaoilmagazine.com/?p=41732&print=1.
- Panel member SDTC Leadership Summit The Canadian Clean Tech Advantage in Ottawa on April 20<sup>th</sup>, 2016.
- Ontario Greenhouse Gas Innovation Initiative Business Roundtable in Toronto on May 9<sup>th</sup>, 2016.
- Panel member at the Global Petroleum Show "Low Carbon Innovation Forum Methane Abatement Technologies" on June 8<sup>th</sup>, 2016.
- Panel member ISA "New Carbon Initiatives, Tax and the Implications" in Calgary on June 20<sup>th</sup>, 2016
- SME Cross-Sectorial Roundtable, Calgary Trade Commission on July 20<sup>th</sup>, 2016
- U of C Roundtable: Grow Companies & Accelerate Clean Growth on Aug 15<sup>th</sup>, 2016
- Calgary Chamber of Commerce "Energy, Innovation & the Economy for Tomorrow" Panel on Aug 30<sup>th</sup>, 2016
- Clean 50 Summit in Toronto on Sep 22<sup>nd</sup>, 2016
- Discussion with David Herle "The Politics of Climate Change" on Sep 22<sup>nd</sup>, 2016
- Panel: EFL Under Western Skies Conference, U of Mount Royal, Calgary, Sep 29<sup>th</sup>, 2016
- Panel: Alberta Student Energy Conference "Domestic/International Policies to Battle Climate change", Calgary, Oct 7<sup>th</sup>, 2016
- Panel: 2016 Calgary Energy Roundtable "Strategies in a Time of Turbulence, Calgary, Oct 12<sup>th</sup>, 2016
- Participated in Clean Technology Roundtable with Quebec Delegation, Calgary, Oct 14<sup>th</sup>, 2016

- Participated in Council of Canadian Innovators Private Meeting with Key Officials Responsible for Cleantech Policy, Ottawa, Oct 19<sup>th</sup>, 2016
- Speaker at Canadian Gas Flaring Reduction Initiative "Changing the Conversation on Flaring", Calgary, Nov 1<sup>st</sup>, 2016
- Participated in Pre-Budget Consultation Hon. Bill Morneau, Finance Minister, Calgary, Nov 3<sup>rd</sup>, 2016
- Participated in Fast Runners Invitation only event B2B meetings, Boston, MA, Nov 15<sup>th</sup> to 18<sup>th</sup>, 2016
- Speak at C-Bug meeting, Questor Technology Application to landfill, sewage treatment and other biomass related gases, Calgary, Nov 29<sup>th</sup>, 2016
- Panel: Fuse Collective "Innovation: the Time is Now", Calgary, Dec 1<sup>st</sup>, 2016

#### **SUMMARY**

Although Questor's long-term strategy has not changed, in the short-to-medium term the Company remains focused on one thing: managing through the industry downturn. Since Questor's inception, the Company has experienced several business cycles and management understands how to adapt its focus through a downturn. Key focal points include managing the Company's cost structure, employing further process efficiencies, retaining key personnel, maintaining strong relationships with its existing customers as well as expanding its customer base, all while ensuring the Company has sufficient liquidity to navigate the cyclical downturn. The Company's United States operations continue to generate strong cash contributions and provide an avenue for growth. Questor believes that the clean technology industry will remain an integral component of resource development over the long term and that the Company will be well positioned given its focus on top-tier service, quality, logistics management and technology. These qualities are particularly important during downturns.

#### **NON-GAAP MEASURES**

Certain supplementary measures presented in this MD&A do not have any standardized meaning under IFRS and, because IFRS have been incorporated as Canadian generally accepted accounting principles (GAAP), these supplementary measures are non-GAAP measures. These measures have been described and presented in order to provide shareholders and potential investors with additional information regarding the Company's financial results, liquidity and ability to generate funds to finance its operations. These measures may not be comparable to similar measures presented by other entities, and are explained below.

Gross profit is defined as net income (loss) before administrative expenses, administrative depreciation, amortization, foreign exchange gains or losses, other (income) expenses and income taxes. Management believes that gross profit is a useful supplemental measure as it provides an indication of the financial results generated by the Company's operating segment. Gross profit for the period was calculated as follows:

	Three Months End	led December 31,	Years End	led December 31,
	2016	2015	2016	2015
(stated in CDN\$) (unaudited)	(\$)	(\$)		(\$)
Profit (loss) for the period	244,364	(505,795)	(444,766)	(18,148)
Add back (deduct):				
Income taxes (recovery)	184,761	(161,833)	117,921	158,820
Other expense (recovery)	(6,389)	747,545	(197,293)	652,274
Net foreign exchange (gains) losses	(19,864)	(102,549)	101,164	(323,591)
Amortization of intangible assets	905	905	3,621	3,620
Depreciation of property and equipment	10,472	17,961	42,338	44,314
Administrative Expenses	690,287	1,003,066	3,057,790	2,835,155
Gross Profit	1,104,536	999,300	2,680,775	3,352,444

Adjusted EBITDA is defined as net income or loss for the period less interest, taxes, depreciation and amortization, and non-cash stock-based compensation. Adjusted EBITDA for the period was calculated as follows:

	Three Months Ended December 31,		Years Ended Dece	ember 31,
	2016	2015		2015
(stated in CDN\$) (unaudited)	(\$)	(\$)		(\$)
Profit (loss) for the period	244,364	(505,795)	(444,766)	(18,148)
Add back (deduct):				
Income taxes (recovery)	184,761	(161,834)	117,921	158,820
Interest Income	(6,389)	(7,653)	(28,155)	(37,589)
Depreciation of property and equipment	157,228	123,281	606,900	498,841
Amortization of intangible assets	905	905	3,621	3,620
Stock Based Compensation	(724)	68,564	148,454	272,349
Adjusted EBITDA	580,145	(482,532)	403,975	877,893

#### **CONTRACTUAL OBLIGATIONS AND CONTINGENCIES**

As at December 31, 2016		Payment Due by Period			
	Total	< 1 Year	1 - 3 Years	4 - 5 Years	After 5 Years
(stated in CDN\$)	(4)	(4)	(4)	(4)	(t)
(unaudited)	(\$)	(\$)	(\$)	(\$)	(\$)
Facility leases	537,235	279,803	257,432	-	-
Total contractual obligations	537,235	279,803	257,432	-	-

Questor has various contractual lease commitments related to three facilities located in Alberta and Florida.

#### LITIGATION

From time to time, the Company is subject to costs and other effects of legal proceedings, settlements, investigations, claims and actions. The Company determines whether an estimated loss from a contingency should be accrued by assessing whether a loss is deemed probable and can be reasonably estimated. The Company assesses potential liabilities by analyzing the claims using available information. The Company develops its views on estimated losses in consultation with outside counsel handling our defense in these matters. Should developments in any of these matters cause a change in our determination as to an unfavorable outcome and result in the need to recognize a material accrual, or should any of these matters result in a final adverse judgment or be settled for significant amounts, they could have a material adverse effect on our results of operations, cash flows and financial position in the period or periods in which such change in determination, judgment or settlement occurs.

Notwithstanding the uncertainty as to the outcome, based on the information currently available to it, the Company does not currently believe these matters in aggregate will have a material adverse effect on its consolidated financial position. Management regularly evaluates the likelihood of potential liabilities being incurred and the amounts of such liabilities after careful examination of available information and discussions with its legal advisors. Management is of the view that it is improbable there will be a material financial impact to the Company because of these claims. Consequently, no provision was recorded in the consolidated financial statements.

# **TAX**

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

# **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

This MD&A is based on the Company's consolidated financial statements for the year ended December 31, 2016, which were prepared in accordance with IFRS. Management is required to make assumptions, judgments and estimates in the application of IFRS. Questor's significant accounting policies are described in Note 3 to the annual consolidated financial statements.

The preparation of the Consolidated Financial Statements requires that certain estimates and judgments be made concerning the reported amount of revenue and expenses and the carrying values of assets and liabilities. These estimates are based on historical experience and Management's judgment. The estimation of anticipated future events involves uncertainty and, consequently, the estimates used by Management in the preparation of the consolidated financial statements may change as future events unfold, additional experience is gained or the environment in which the Company operates changes. The accounting policies and practices requiring estimates that have a significant impact on the Company's financial results include the allowance for depreciation, the fair value of financial instruments, the carrying value of goodwill, impairment of property, plant and equipment, income taxes, stock-based compensation expenses, functional currency and cash-generating units. Judgment is also used in the determination of the functional currency of each subsidiary and in the determination of cash-generating units.

#### **DEPRECIATION**

Depreciation of the Company's property, plant and equipment incorporates estimates of useful lives and residual values. These estimates may change as more experience is obtained or as general market conditions change, thereby affecting the value of the Company's property, plant and equipment.

#### FINANCIAL INSTRUMENTS

Financial instruments included in the Company's consolidated balance sheets are cash, accounts receivable, deposits, current tax assets, accounts payable, accrued liabilities, customer deposits and current tax liabilities.

#### FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES

The fair values of financial instruments included in the consolidated balance sheets, approximate their carrying amounts due to the short nature of those instruments.

#### **CREDIT RISK**

Substantial amounts of the Company's accounts receivable are with customers in the oil and natural gas industry and are subject to normal industry credit risks. At March 27, 2017, the Company has collected 99 percent of the accounts receivable outstanding at December 31, 2016. As result the provision for doubtful accounts receivable at December 31, 2016 was \$0 (December 31, 2015 - \$0).

During 2015, the Company wrote off \$0.7 million of receivables as result of two customers filing Chapter11 bankruptcy in the United States. The Company recovered \$0.2 million of receivables that were written off in 2015 during 2016.

The current credit risk of the oil and natural gas industry has increased significantly over the last 24 months. The Company has increased focus on credit and is mitigating credit risk through strict credit policies and practices, including the use of credit limits and approvals, and by monitoring its customers' financial condition. Payment terms with customers vary by country and contract. Standard payment terms, however, are 30 days from invoice date. The Company's aged trade and accrued accounts receivable at December 31, 2016 and 2015, excluding the provision for doubtful accounts, are as follows:

As at December 31,	2016	2015
(stated in CDN\$) (unaudited)	(\$)	(\$)
Current (less than 30 days)	643,192	1,527,470
31 - 60 days past due	412,201	218,160
61 - 90 days past due	-	263,132
Past due greater than 90 days	-	139,409
Total	1,055,393	2,148,171

# LIQUIDITY RISK

The Company's principal sources of liquidity are cash reserves, operating cash flows, existing or new credit facilities, and new share equity. The Company monitors its liquidity to ensure it has sufficient funds to complete planned capital and other expenditures. The Company mitigates liquidity risk by maintaining adequate credit facilities and monitoring its forecast and actual cash flows. The Company may also adjust its capital spending maintain liquidity.

At December 31, 2016 and 2015, the expected timing of cash outflows relating to financial liabilities is outlined in the table below:

As at December 31	Maturity	2016	2015
(stated in CDN\$)		(\$)	(\$)
(unaudited)			
Trade payables, accrued liabilities and provisions	Within 1 year	1,029,201	893,398
Current portion of lease inducement	Within 1 year	17,336	52,002
		1,046,537	945,400

The Company's cash balances at December 31, of which those held in foreign currencies are reported at their Canadian dollar equivalent, are as follows:

As at December 31	2016	2015
(stated in CDN\$)	(\$)	(\$)
(unaudited)		
Canadian dollars	3,010,837	3,504,933
United States dollars	3,711,809	1,610,529
Other non-Canadian currencies	11,251	11,909
	6,733,897	5,127,371

Liquidity risk is the risk that Questor will not be able to meet its financial obligations as they come due. The Company generally relies on cash deposits, funds generated from operations, deposits received from customers in respect of a sale and credit facilities to provide sufficient liquidity to meet budgeted operating requirements and to supply capital to finance the development of new clean air technologies or acquisitions. The Company believes it has sufficient working capital to meet future obligations as they come due.

# **FOREIGN EXCHANGE RISK**

The Company is exposed to foreign exchange risk associated with foreign operations where assets, liabilities, revenue and costs are denominated in currencies other than Canadian dollars. These currencies are primarily the U.S. dollar. The Company is also exposed to the impact of foreign currency fluctuations in its Canadian operations on purchases of products and property, plant and equipment from vendors in the United States. This risk is mitigated, however, by the Company's U.S. operations and accompanying revenue streams.

Assuming all other variables remain constant, a fluctuation of +/- 5.0 percent in the exchange rate between the Canadian dollar and the foreign currencies would affect profit before tax by approximately \$0.2 million (2015 - \$0.1 million).

To date, Questor has not entered into financial derivative contracts to manage exposure to fluctuations in foreign exchange rates. However, the Company has a facility available to purchase foreign forward exchange contracts if required.

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#### **GOODWILL**

Goodwill represents an excess of the purchase price over the fair value of net assets acquired and is not amortized. The Company assesses goodwill annually. Goodwill is allocated to each operating segment, which represents the lowest level within the Company at which the goodwill is monitored for internal management purposes. The fair value of each operating segment is compared to the carrying value of its net assets. At December 31, 2016, the Company completed an assessment for goodwill impairment and determined that the recoverable amounts of its operating segments were greater than their carrying amounts, as result no goodwill impairment is required.

#### **IMPAIRMENT**

Assessment of impairment is based on management's judgment of whether there are internal and external factors that would indicate that an asset or CGU is impaired.

At the end of each reporting period, the Company reviews the carrying amounts of its impairment of property, plant and equipment to determine whether there is any indication that those assets have suffered an impairment loss. At December 31, 2016, the Company completed an assessment for impairment of property, plant and equipment impairment and determined that the recoverable amounts of its operating segments were greater than their carrying amounts, as result no goodwill impairment is required.

#### **INCOME TAXES**

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement amounts of existing assets and liabilities and their respective tax bases. Estimates of the Company's future taxable income are considered in assessing the utilization of available tax losses. The Company's business is complex and the calculation of income taxes involves many complex factors as well as the Company's interpretation of relevant tax legislation and regulations.

#### STOCK BASED COMPENSATION

The fair value of stock options is estimated at the grant date using the Black-Scholes pricing model, which includes underlying assumptions, related to the risk-free interest rate, average expected option life, estimated forfeitures, estimated volatility of the Company's shares and anticipated dividends.

#### **FUNCTIONAL CURRENCY**

Management applies judgment in determining the functional currency of its foreign subsidiaries. Judgment is made with regard to the currency that influences and determines sales prices, labor, material and other costs as well as financing and receipts from operating income.

# **CASH GENERATING UNITS**

The determination of CGUs is based on management's judgment regarding shared equipment, mobility of equipment, geographical proximity and materiality.

#### **RELATED-PARTY TRANSACTIONS**

The Company defines key management personnel as being the Directors, Chief Executive Officer, Chief financial Officer, and Chief Operating Officer as described in Note 22. In addition to their salaries and directors' fees, the Company also provides non-cash benefits including participation in the Company's share option plan, as described in Notes 10 and 13.

The Company has entered into an employment agreement with an executive officer of the Company. In the event of termination without cause or resignation or change of control, the executive officer is entitled to any unpaid annual base salary and all accrued but unpaid bonuses and vacation pay through to the date of termination, a severance payment equal to 18 months of their annual base salary and accelerated vesting of any share options not then exercisable but which would have become exercisable within six months of the date of termination. In the event of a change of control, all share options that are not then exercisable shall vest immediately and become exercisable.

The Company had no related party transactions other than those noted above. There were no amounts owing to or from related parties at December 31, 2016 and 2015 with respect to the preceding key management personnel compensation.

# SUBSEQUENT EVENTS

On February 6, 2017, the Company entered into a commercial building lease agreement. The term of the lease is six years, commencing December 1, 2018 and expiring November 30, 2024. The lease agreement includes a Fixturing period of June 1, 2017 to November 30, 2018. Total commitments over the lease period are \$1,296,000, which is comprised of total base rent payable \$576,000 and total operating costs of \$720,000.

#### **CHANGES IN ACCOUNTING POLICIES**

No new IFRS or interpretations from the International Financial Reporting Interpretations Committee came into effect for the year beginning on or after January 1, 2016 that had a material impact on the Company.

#### RECENT ACCOUNTING PRONOUNCEMENTS

Unless otherwise noted, the following revised standards and amendments are effective for annual periods beginning on or after January 1, 2016 with earlier application permitted. The Company does not expect these standards to have a significant effect on its consolidated financial statements:

In January 2016, the IASB issued IFRS 16 Leases, which requires lessees to recognize all leases on the balance sheet. IFRS 16 is effective for annual periods beginning on or after January 1, 2019 with earlier application permitted for companies that also applies IFRS 15 Revenue from Contracts with Customers. The Company is currently evaluating the impact of the standard on its financial statements.

In May 2015, the IASB issued IFRS 15 Revenue from Contracts with Customers, which replaces IAS 18 Revenue, IAS 11 Construction Contracts, and related interpretations. The standard is required to be adopted either retrospectively or using a modified transition approach for fiscal years beginning on or after January 1, 2018, with earlier adoption permitted. IFRS 15 will come into effect for annual periods beginning on or after January 1, 2018. The Company is currently evaluating the impact of the standard on its financial statements.

In July 2015, the IASB completed the final elements of IFRS 9 Financial Instruments. The Standard supersedes earlier versions of IFRS 9 and completes the IASB's project to replace IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9, as amended, includes a principle-based approach for classification and measurement of financial assets, a single 'expected loss' impairment model and a substantially reformed approach to hedge accounting. IFRS 9 will come into effect for annual periods beginning on or after January 1, 2018, with earlier adoption permitted. The Company is currently evaluating the impact of the standard on its financial statements periods.

In April 2016, the IASB issued amendments to IAS 7 Statement of Cash Flows for annual periods beginning on or after January 1, 2017, with earlier application permitted. The amendments require entities to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes. The Company is currently evaluating the impact of the standard on its financial statements periods.

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

The President and Chief Executive Officer (CEO) and the Chief Financial Officer (CFO) of Questor are responsible for establishing and maintaining the Company's disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR).

DC&P are designed to provide reasonable assurance that material information relating to the Company is made known to the CEO and CFO by others, particularly in the period in which the annual filings are being prepared, and that information required to be disclosed in documents filed with securities regulatory authorities is recorded, processed, summarized and reported within the periods specified in securities legislation, and includes controls and procedures designed to ensure that such information is accumulated and communicated to the Company's management, including the CEO and CFO, as appropriate, to allow timely decisions regarding required disclosure. ICFR is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

In accordance with the requirements of National Instrument 52-109 "Certification of Disclosure in Issuers' Annual and Interim Filings," an evaluation of the effectiveness of DC&P and ICFR was carried out under the supervision of the CEO and CFO at December 31, 2016. Based on this evaluation, the CEO and CFO have concluded that, subject to the inherent limitations noted below, the Company's DC&P and ICFR are effectively designed and operating as intended.

The Company's management, including the CEO and CFO, does not expect that the Company's DC&P and ICFR will prevent or detect all

# Questor Technology Inc.

misstatements or instances of fraud. The inherent limitations in all control systems are such that they can provide only reasonable, not absolute, assurance that all control issues, misstatements or instances of fraud within the Company have been detected.

#### **BUSINESS RISKS**

The business of Questor is subject to certain risks and uncertainties. Prior to making any investment decision regarding Questor, investors should carefully consider, among other things, the risk factors set forth below.

#### **VOLATILITY OF INDUSTRY CONDITIONS**

The demand, pricing and terms for the Company's services largely depend upon the level of expenditures made by oil and gas companies on exploration, development and production activities in North America. Expenditures by oil and gas companies are typically directly related to the demand for, and price of, oil and gas. Generally, when commodity prices and demand are predicted to be, or are relatively high, demand for the Company's services is high. The converse is also true.

The prices for oil and natural gas are subject to a variety of factors including: the demand for energy; the ability of the Organization of Petroleum Exporting Countries ("OPEC") to set and maintain production levels for oil; oil and gas production by non-OPEC countries; the decline rates for current production; political and economic uncertainty and socio-political unrest; cost of exporting, producing and delivering oil and gas; technological advances affecting energy consumption; and weather conditions. Any prolonged reduction in oil and natural gas prices would likely decrease the level of activity and expenditures in oil and gas exploration, development and production activities and, in turn, decrease the demand for the Company's services.

In addition to current and expected future oil and gas prices, the level of expenditures made by oil and gas companies are influenced by numerous factors over which the Company has no control, including but not limited to: general economic conditions; the cost of exploring for, producing and delivering oil and gas; the expected rates of current production; the discovery rates of new oil and gas reserves; cost and availability of drilling equipment; availability of pipeline and other oil and gas transportation capacity; natural gas storage levels; political, regulatory and economic conditions; taxation and royalty changes; government regulation; environmental regulation; ability of oil and gas companies to obtain credit, equity capital or debt financing; and currency fluctuations. A material decline in global oil and natural gas prices or North American activity levels as a result of any of the above factors could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

# **EOUIPMENT LEVELS**

Because of the long-life nature of oilfield service equipment and the lag between when a decision to build additional equipment is made and when the equipment is placed into service, the quantity of oilfield service equipment in the industry does not always correlate with the level of demand for service equipment. Periods of high demand often spur increased capital expenditures on equipment, and those capital expenditures may add capacity that exceeds actual demand. Such capital overbuild could cause the Company's competitors to lower their pricing and could lead to a decrease in rates in the oilfield services industry generally, which could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

## **COMPETITION**

Each of the markets in which the Company participates is competitive. To be successful, a service provider must provide services that meet the specific needs of oil and natural gas exploration and production companies at competitive prices. The principal competitive factors in the markets in which the Company operates are product and service quality and availability, technical knowledge and experience, reputation for safety and price. The Company may compete with large national and multinational oilfield service companies that have extensive financial and other resources. These companies offer a wide range of services in all geographic regions in which the Company operates. In addition, the Company competes with regional competitors. As a result of competition, the Company may suffer from a significant reduction in revenue or be unable to pursue additional business opportunities.

# **ACCESS TO CAPITAL**

The Company is required to comply with covenants under its credit facilities. In the event that the Company does not comply with such covenants, the Company's access to capital could be restricted or repayment could be required. Such non-compliance could result from an impairment charge to the Company's capital assets, which is determined based on management's estimates and assumptions when certain internal and external factors indicate the need for the Company to assess its capital assets balance for impairment. If realized, these risks could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

Even if the Company is able to obtain new financing, it may not be on commercially reasonable terms or terms that are acceptable to the Company. If the Company is unable to repay amounts owing under its credit facilities, the lenders could proceed to foreclose or otherwise realize upon any collateral granted to them to secure the indebtedness.

## **VOLATILITY IN CREDIT MARKETS**

The ability to make scheduled debt repayments, refinance debt obligations and access financing depends on the Company's financial condition and operating performance, which is subject to prevailing economic and competitive conditions and to certain finance, business and other factors beyond its control. In addition, the Company's ability to refinance debt obligations and access financing is affected by credit ratings assigned to the Company and its debt. Continuing volatility in the credit markets could increase costs associated with debt instruments due to increased spreads over relevant interest rate benchmarks, or affect the ability of the Company, or third parties it seeks to do business with, to access those markets.

In addition, access to further financing for the Company or its customers remains uncertain. This condition could have an adverse effect on the industry in which the Company operates and its business, including future operating results. The Company's customers may curtail their drilling and completion programs, which could decrease demand for the Company's services and could increase downward pricing pressures. Further, certain customers could become unable to pay suppliers, including the Company, in the event they are unable to access the capital markets to fund their business operations. Such risks, if realized, could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

#### CAPITAL INTENSIVE INDUSTRY

The Company's business plan is subject to the availability of additional financing for future costs of operations or expansion that might not be available, or may not be available on favorable terms. If the Company's cash flow from operations is not sufficient to fund its capital expenditure requirements, there can be no assurance that additional debt or equity financing will be available to meet these requirements or, if available, on acceptable terms. In addition, if the Company's financial performance results in a breach of an future financial covenant, access to financing could be restricted and/or all or a portion of the Company's debt could become due on demand. Such risks, if realized, could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

#### **FLUCTUATIONS IN FOREIGN EXCHANGE RATES**

The Company's consolidated financial statements are reported in Canadian dollars. Accordingly, the results of the Company's foreign operations are directly affected by fluctuations in the exchange rates for United States currency. For example, financial results from the Company's United States operations are denominated in United States dollars, so a decrease in the value of the United States dollar would decrease the Canadian dollar amount of such financial results from United States operations. Other than natural hedges arising from the normal course of business in foreign jurisdictions, the Company does not have any hedging positions.

#### **FOREIGN OPERATIONS**

Some of the Company's activity may be located in countries outside of Canada and the United States, some of which may be considered politically or economically unstable. Activities in such countries may require protracted negotiations with host governments, national oil and gas companies and third parties and are frequently subject to economic and political considerations, such as taxation, nationalization, expropriation, inflation, currency fluctuations, increased regulation and approval requirements, restrictions on the repatriation of income or capital, governmental regulation and the risk of actions by terrorist, criminal or insurgent groups, any of which could adversely affect the economics of exploration or development projects and the demand for the Company's well stimulation services which, in turn, could have a material adverse effect on its business, financial condition, results of operations and cash flows.

Additionally, activity outside of Canada could also expose the Company to trade and economic sanctions or other restrictions imposed by the Canadian government or other governments or organizations, such as the sanctions issued by the Canadian and U.S. governments against Russia. Although management has implemented internal controls, procedures and policies that it believes to be adequate and customary in the industry and the countries where the Company may provide services, federal agencies and authorities may seek to impose a broad range of criminal or civil penalties against the Company or its representatives for violations of securities laws, foreign corrupt practices laws or other federal statutes, any of which could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

# FEDERAL, STATE AND PROVINCIAL LEGISLATIVE AND REGULATORY INITIATIVES

The operations of the Company's customers are also subject to or impacted by a wide array of regulations in the jurisdictions in which they operate. As a result of changes in regulations and laws relating to the oil and natural gas industry, customers' operations could be disrupted or curtailed by governmental authorities. The cost of compliance with applicable regulations may cause customers to discontinue or limit their operations and may discourage companies from continuing development activities. As a result, demand for the Company's services could be substantially affected by regulations adversely impacting the oil and natural gas industry.

Changes in environmental requirements may reduce demand for the Company's services. For example, oil and natural gas exploration and production could become less cost-effective and decline as a result of increasingly stringent environmental requirements (including land use policies responsive to environmental concerns and delays or difficulties in obtaining environmental permits). A decline in exploration and production, in turn, could materially and adversely affect the Company's business, financial condition, results of operations and cash flows.

#### **ENVIRONMENT LAWS AND REGULATIONS**

The Company is subject to increasingly stringent and complex federal, provincial, state and local laws and regulations relating the protection of workers and the environment, including laws and regulations governing occupational safety standards, air emissions, and waste management. The Company incurs, and expects to continue to incur, significant capital, managerial and operating costs to comply with such health, safety and environmental laws and regulations. Violation of these laws and regulations could lead to loss of accreditation, damage to the Company's social license to operate, loss of access to markets and substantial fines and penalties which could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows. The Company uses and generates wastes in its operations. Because the Company provides services to companies producing oil and natural gas, it may also become subject to claims relating to the release of such substances into the environment

#### **CONCENTRATION OF CUSTOMER BASE**

The Company's customer base consists of oil and natural gas exploration and production companies, ranging from large multi-national public companies to small private companies. Notwithstanding the Company's broad customer base, it has ten significant customers that collectively accounted for approximately 83 percent of its revenue for the year ended December 31, 2016 and, of such customers, the largest accounted for approximately 38 percent of the Company's revenue for the year ended December 31, 2016. There can be no assurance that the Company's relationship with these customers will continue, and a significant reduction or total loss of the business from these customers, if not offset by sales to new or existing customers, would have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

#### **OPERATIONAL RISKS**

The Company's operations are subject to hazards inherent in the oil and natural gas industry, such as equipment defects, malfunction and failures, and natural disasters which result in fires, vehicle accidents, explosions and uncontrollable flows of natural gas or well fluids that can cause personal injury, loss of life, suspension of operations, damage to formations, damage to facilities, business interruption and damage to or destruction of property, equipment and the environment. These hazards could expose the Company to substantial liability for personal injury, wrongful death, property damage, loss of oil and natural gas production, pollution, contamination of drinking water and other environmental damages. The Company continuously monitors its activities for quality control and safety, and although the Company maintains insurance coverage that it believes to be adequate and customary in the industry, such insurance may not be adequate to cover potential liabilities and may not be available in the future at rates that the Company considers reasonable and commercially justifiable.

## **SEASONALITY**

The Company's financial results are directly affected by the seasonal nature of the North American oil and natural gas industry, particularly in portions of western Canada and Northern United States. The first quarter incorporates the winter drilling season when a disproportionate amount of the activity takes place in western Canada and Northern United States. During the second quarter, soft ground conditions typically curtail oilfield activity in all of the Company's Canadian operating areas and its operating areas in North Dakota such that equipment is unable to be moved due to road weight restrictions. This period, commonly referred to as "spring break-up", occurs earlier in the year in northern United States and southeast Alberta than it does in northern Alberta and northeast British Columbia. Consequently, this could impact the Company's three-month revenue period. Additionally, if an unseasonably warm winter prevents sufficient freezing, the Company might not be able to access well sites and its operating results and financial condition could therefore be adversely affected. Services may also be affected by severe winter weather in North America. In addition, during excessively rainy periods in any of the Company's operating areas, equipment moves may be delayed, thereby adversely affecting revenue. The volatility in the weather adds a further element of unpredictability to activity and utilization rates, which can have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

## **LEGAL PROCEEDINGS**

From time to time, the Company is involved in legal proceedings which are usually related to normal operational or labor issues, such as the class and collective action discussed under the heading "Litigation." The results of such legal proceedings or related matters cannot be determined with certainty. The Company's assessment of the likely outcome of such matters is based on advice from external legal advisors, which is based on their judgment of a number of factors including the applicable legal framework and precedents, relevant financial and operational information and other evidence and facts to the matter as known at the time of the assessment. If these claims, or any claims which the Company may be subject to in the future, were to be determined in a manner adverse to the Company or if the Company elects to settle one or more of such claims, it could have a material adverse effect on its business, financial condition, results of operations and cash flows.

#### SAFETY STANDARDS

Standards for the prevention of incidents in the oil and gas industry are governed by service company safety policies and procedures, accepted industry safety practices, customer specific safety requirements and health and safety legislation. In order to ensure compliance, the Company has developed and implemented safety and training programs, which it believes meet or exceed the applicable standards. A key factor considered by customers in retaining oilfield service providers is safety. Deterioration of the Company's safety performance could result in a decline in the demand for the Company's services and could have a material adverse effect on its business, financial condition, results of operations and cash flows.

#### MANAGEMENT STEWARDSHIP

The successful operation of the Company's business depends upon the abilities, expertise, judgment, discretion, integrity and good faith of its key employees. If the Company lost the services of one or more of its executive officers or key employees, it could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

# **BENEFITS OF ACQUISITIONS AND DISPOSITIONS**

The Company considers acquisitions and dispositions of businesses and assets in the ordinary course of business. Any acquisition that the Company completes could have unforeseen and potentially material adverse effects on the Company's financial position and operating results. Some of the risks involved with acquisitions include: unanticipated costs and liabilities; difficulty integrating the operations and assets of the acquired business; inability to properly access and maintain an effective internal control environment over an acquired company; potential loss of key employees and customers of the acquired company; and increased expenses and working capital requirements.

The Company may incur substantial indebtedness to finance acquisitions and may also issue equity securities in connection with any such acquisitions. Debt service requirements could represent a significant burden on the Company's results of operations and financial condition and the issuance of additional equity could be dilutive to the Company's shareholders.

Achieving the benefits of acquisitions depends in part on successfully consolidating functions and integrating operations and procedures in a timely and efficient manner as well as the Company's ability to realize the anticipated growth opportunities and synergies from combining the acquired businesses and operations with those of the Company. The integration of an acquired business may require substantial management effort, time and resources and may divert management's focus from other strategic opportunities and operational matters. The inability of the Company to realize the anticipated benefits of acquisitions and dispositions could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

# **NEW TECHNOLOGIES AND CUSTOMER EXPECTATIONS**

The ability of the Company to meet its customers' performance and cost expectations will depend upon continuous improvements in operating equipment and proprietary technology. There can be no assurance that the Company will be successful in its efforts in this regard or that it will have the resources available to meet this continuing demand. Failure by the Company to do so could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

#### **CLIMATE CHANGE INITIATIVES**

Canada is a signatory to the United Nations Framework Convention on Climate Change (the "UNFCCC") and previously ratified the Kyoto Protocol established thereunder, which set legally binding targets to reduce nationwide emissions of carbon dioxide, methane, nitrous oxide and other greenhouse gases ("GHG"). The first commitment period under the Kyoto Protocol was the five year period from 2008-2012. In December 2011, the Canadian federal government officially withdrew from the Kyoto Protocol, citing the Protocol's high costs to meet obligations, lack of effectiveness in meeting the challenges of global climate change, and the absence of ratification by the United States as reasons for withdrawal.

In December 2009, UNFCCC representatives met in Copenhagen, Denmark, where they reached a deal termed the Copenhagen Accord, a successor to the Kyoto Protocol. The Copenhagen Accord represents a broad political consensus and reinforces commitments to reducing GHG emissions but

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is not a binding international treaty. Although Canada had committed under the Copenhagen Accord to reduce its GHG emissions by 17 percent from 2005 levels by 2020, the target is not legally binding.

In December 2011, the UNFCCC established the Ad Hoc Working Group on the Durban Platform for Enhanced Action (the "Durban Platform"). The goal of the Durban Platform is to "develop a protocol, another legal instrument or an agreed outcome with legal force" through negotiations among UNFCCC countries to accelerate the reduction of GHG.

In December 2015, UNFCCC members met in Paris, France where Canada, along with 195 other countries, signed a new climate agreement (the "Paris Agreement"). Under the Paris Agreement, Canada is legally bound to report and monitor its GHG emissions, though details of how this will take place have yet to be determined. Signatory countries agreed to meet every five years to review their individual progress on GHG emissions reductions and consider amendments to their targets. Generally, the Paris Agreement includes the goal of "holding the increase in the global average temperature to well below 2°C above pre-industrial levels and pursuing efforts to limit the temperature increase to 1.5°C" overall, though individual country targets designed to meet these levels are not legally binding. Additionally, the Paris Agreement contemplates that by 2020, the parties will develop a new market-based mechanism related to carbon trading. On December 12, 2015, the Canadian federal government stated that it will develop and announce its Canada-wide approach to implementing the Paris Agreement within 90 days.

On May 15, 2015, the Canadian federal government's announced plans to reduce GHG emissions by 30 percent below Canada's 2005 levels by 2030 (referred to as the Nationally Determined Contribution). Canada's previous GHG emission reduction target under the Copenhagen Accord was to reduce GHG emissions to 17 percent below 2005 levels by 2020. Canada formally submitted the Nationally Determined Contribution to the UNFCCC. In December 2014, the former Canadian federal government published Canada's Action of Climate Change declaring its intention to take action on climate change by reducing GHG emissions through a sector-by-sector regulatory approach to protect the environment and support economic prosperity. To date, Canada has implemented GHG reducing regulations for renewable fuels, transportation, and coal-fired electricity; however, given the recent change in federal government, the status of any unimplemented initiatives proposed by the former government is unclear.

In 2009, the Canadian federal government announced its commitment to work with the provincial governments to implement a North America-wide cap-and-trade system for GHG emissions, in cooperation with the United States, under which Canada would have its own cap-and-trade market for Canadian-specific industrial sectors that could be integrated into a North American market for carbon permits. The Government of Canada has yet to disclose whether or not it intends to pursue the cap-and trade plan. On October 18, 2015, delegates of the Canadian Chamber of Commerce adopted a resolution aimed at reducing GHG emissions by pressuring the Federal Government to work with the provinces to adopt a national carbon tax or cap-and trade system but to date, no further action has been taken other than as outlined above.

In November 2015, the Alberta government released the Climate Change Advisory Panel's Climate Leadership Report to the Minister (the "Report") and the Climate Leadership Plan (the "Plan"). The Plan highlights four key strategies to address climate change: (1) the complete phase out of coal-fired sources of electricity by 2030, with cleaner, renewable energy sources in coal's place; (2) replacing the current emissions intensity carbon pricing program with an emissions performance standard; (3) capping oil sands emissions to a province-wide total 100 megatonnes per year and adding a carbon price for oil sands facilities; and (4) reducing methane emissions by 45 percent by 2025.

The Alberta government is still developing the details of how the Plan will be implemented, but the Report claims carbon pricing will be central to the new strategy. The Report proposes a Carbon Competitiveness Regulation which would include elements of cap-and-trade and carbon tax regimes with distinctions between large industrial emissions (facilities emitting greater than 100,000 tonnes of GHG annually) and end-use emissions (those from transportation and heating fuels). The Report also states that the 100 megatonne limit on oil sands facilities will be subject to exceptions for cogeneration and new upgrading capacity.

Future federal legislation, including potential international or bilateral requirements enacted under Canadian law, together with provincial emission reduction requirements, such as those in effect under Alberta's Climate Change and Emissions Management Act and potential further provincial requirements, may require the reduction of emissions or emissions intensity from the Company's operations and facilities. Mandatory emissions reduction requirements may result in increased operating costs and capital expenditures for oil and natural gas producers. The Company is unable to predict the impact of current and pending emissions reduction legislation on the Company and it is possible that such impact would have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

#### **INTELLECTUAL PROPERTY**

The success and ability of the Company to compete depends on the proprietary technology of the Company. The Company currently relies on intellectual property rights and other contractual or proprietary rights, including (without limitation) copyright, trademark laws, trade secrets, confidentiality procedures, contractual provisions, licenses and patents to protect its proprietary technology. The Company may have to engage in litigation in order to protect its patents or other intellectual property rights, or to determine the validity or scope of the proprietary rights of others. This kind of litigation can be time-consuming and expensive, regardless of whether the Company is successful. The process of seeking

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patent protection can itself be long and expensive, and there can be no assurance that any patent applications of the Company or such third parties will actually result in issued patents, or that, even if patents are issued, they will be of sufficient scope or strength to provide meaningful protection or any commercial advantage to the Company. Furthermore, others may develop technology that is similar or superior to the technology of the Company or such third parties or design technology in such a way as to bypass the patents owned by the Company and/or such third parties.

Despite the efforts of the Company, the intellectual property rights, particularly existing or future patents, of the Company may be invalidated, circumvented, challenged, infringed or required to be licensed to others. It cannot be assured that any steps the Company or such third parties may take to protect their intellectual property rights and other rights to such proprietary technology that is central to the Company's operations will prevent misappropriation or infringement or the termination of licenses from third parties.

#### **CONFIDENTIAL INFORMATION**

The Company's efforts to protect its confidential information, as well as the confidential information of its customers, may be unsuccessful due to the actions of third parties, software bugs or other technical malfunctions, employee error or malfeasance, lost or damaged data as a result of a natural disaster, data breach, intentional harm done to software by hackers or other factors. If any of these events occur, this information could be accessed or disclosed improperly. Any incidents involving unauthorized access to confidential information could damage the Company's reputation and diminish its competitive position. In addition, the affected customers could initiate legal or regulatory action against the Company in connection with such incidents, which could cause the Company to incur significant expense. Any of these events could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

# **DEMAND FOR OIL AND NATURAL GAS**

Fuel conservation measures, alternative fuel requirements, increasing consumer demand for alternatives to oil and natural gas, and technological advances in fuel economy and energy generation devices could reduce the demand for crude oil and other hydrocarbons. The Company cannot predict the impact of changing demand for oil and natural gas products, and any major changes could have a material adverse effect on its business, financial condition, results of operations and cash flows.

## SOURCES, PRICING AND AVAILABILITY OF RAW MATERIALS, COMPONENTS AND PARTS

The Company sources its raw materials, such as components and parts. Should the Company's current suppliers be unable to provide the necessary raw materials and components at a price acceptable to the Company or otherwise fail to deliver products in the quantities required. Any resulting cost increases or delays in the provision of services could have a material adverse effect on its business, financial condition, results of operations and cash flows.

#### **EMPLOYEES**

The Company may not be able to find enough skilled labor to meet its need, and this could limit growth. The Company may also have difficulty finding enough skilled labor in the future if demand for its services increases. Shortages of qualified personnel have occurred in the past during periods of high demand. The demand for qualified oilfield services personnel generally increase with stronger demand for oilfield services. Increased demand typically leads to higher wages that may or may not be reflected in any increases in service rates.

Other factors can also affect the Company's ability to find enough workers to meet its needs. Volatility in oil and natural gas activity, however, may prompt workers to pursue other kinds of jobs that offer a more desirable work environment and wages competitive to the Company's. The Company's success depends on its ability to continue to employ and retain skilled technical personnel and qualified personnel. If the Company is unable to, it could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

## **TAX ASSESSMENTS**

The Company files all required income tax returns and believes that it is in full compliance with the provisions of applicable taxation legislation. However, tax authorities having jurisdiction over the Company may disagree with how the Company calculates its income (loss) for tax purposes or could change administrative practices to the Company's detriment. A successful reassessment of the Company's income tax filings by a tax authority may have an impact on current and future taxes payable, which could have a material adverse effect on the Company's financial condition and cash flows.

## **GROWTH RELATED RISKS**

The Company's ability to manage growth effectively will require it to continue to implement and improve its operational and financial systems and to expand, train and manage its employee base. If the Company proved unable to deal with this growth, it could have a material adverse effect on the Company's business, financial condition, results of operations and cash flows.

#### **ADVISORIES**

#### FORWARD-LOOKING STATEMENTS

In order to provide Questor shareholders and potential investors with information regarding the Company and its subsidiaries, including management's assessment of Questor's plans and future operations, certain statements contained in this MD&A, including statements that contain words such as "seek", "anticipate", "plan", "continue", "estimate", "expect", "may", "will", "project", "predict", "potential", "targeting", "intend", "could", "might", "should", "believe", "forecast" or similar words suggesting future outcomes, are forward-looking statements.

In particular, forward-looking statements in this MD&A include, but are not limited to, statements with respect to expected operating strategies and targets, capital expenditure programs, future financial resources, use of funds held in the Company's segregated bank account (as an equity cure or otherwise), anticipated equipment utilization levels, future oil and natural gas well activity in each of the Company's operating jurisdictions, results of acquisitions, the impact of environmental regulations and economic reforms and sanctions on the Company's business, future costs or potential liabilities, projections of market prices and costs, supply and demand for oilfield services, expectations regarding the Company's ability to maintain its competitive position, anticipated benefits of the Company's competitive position, expectations regarding the Company's ability to raise capital, treatment under government regulatory regimes, commodity prices, anticipated outcomes of specific events, trends in, and the growth prospects of, the global oil and natural gas industry, the Company's growth prospects including, without limitation, its international growth strategy and prospects, and the impact of changes in accounting policies and standards on the Company and its financial statements. These statements are derived from certain assumptions and analyses made by the Company based on its experience and perception of historical trends, current conditions, expected future developments and other factors that it believes are appropriate in the circumstances, including, but not limited to, the economic and political environment in which the Company operates, the Company's expectations for its current and prospective customers' capital budgets and geographical areas of focus, the Company's existing contracts and the status of current negotiations with key customers and suppliers, the effect unconventional gas projects have had on supply and demand fundamentals for natural gas and the likelihood that the current tax and regulat

Forward-looking statements are subject to a number of known and unknown risks and uncertainties that could cause actual results to differ materially from the Company's expectations. Such risk factors include: general economic conditions in Canada, the United States, volatility in market prices for oil and natural gas and the effect of this volatility on the demand for oilfield services generally; competition; liabilities and risks, including environmental liabilities and risks, inherent in oil and natural gas operations; changes in legislation and the regulatory environment; sourcing, pricing and availability of raw materials, components, parts, equipment, suppliers, facilities and skilled personnel; the ability to integrate technological advances and match advances by competitors; the availability of capital on satisfactory terms; intellectual property risks; uncertainties in weather and temperature affecting the duration of the service periods and the activities that can be completed; dependence on, and concentration of, major customers; the creditworthiness and performance by the Company's counterparties and customers; liabilities and risks associated with prior operations; the effect of accounting pronouncements issued periodically; failure to realize anticipated benefits of acquisitions and dispositions; and currency exchange rate risk. Further information about these and other risks and uncertainties may be found under "Business Risks" above.

Consequently, all of the forward-looking statements made in this MD&A are qualified by these cautionary statements and there can be no assurance that actual results or developments anticipated by the Company will be realized, or that they will have the expected consequences or effects on the Company or its business or operations. These statements speak only as of the respective date of this MD&A or the document incorporated by reference herein. The Company assumes no obligation to update publicly any such forward-looking statements, whether as a result of new information, future events or otherwise, except as required pursuant to applicable securities laws.

## **ADDITIONAL INFORMATION**

Further information regarding Questor Technology Inc. can be accessed on the Company's website at <a href="https://www.questortech.com">www.questortech.com</a> or under the Company's public filings found at <a href="https://www.sedar.com">www.sedar.com</a>.