

# MANAGEMENT'S DISCUSSION AND ANALYSIS

September 30, 2017







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## **EXPLANATORY NOTES**

The following Management's Discussion and Analysis of Financial Results ("MD&A"), dated November 9,2017, should be read in conjunction with the cautionary statement regarding forward-looking information and statements below, as well as the audited consolidated financial statements and notes thereto, for the years ended December 31, 2016 and 2015. The annual consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). All amounts in the following MD&A are in Canadian dollars unless otherwise stated. References to "McCoy," "McCoy Global," "the Corporation," "we," "us" or "our" mean McCoy Global Inc. and its subsidiaries, unless the context otherwise requires. Additional information relating to McCoy Global, including periodic quarterly and annual reports and Annual Information Forms ("AIF"), filed with Canadian securities regulatory authorities, is available on SEDAR at sedar.com and our website at mccoyglobal.com.

#### FORWARD-LOOKING INFORMATION AND STATEMENTS

This MD&A contains certain forward-looking statements and forward-looking information (collectively referred to herein as "forward-looking statements") within the meaning of applicable Canadian securities laws. All statements other than statements of present or historical fact are forward-looking statements. Forward-looking information is often, but not always, identified by the use of words such as "could", "should", "can", "anticipate", "expect", "objective", "ongoing", "believe", "will", "may", "projected", "plan", "sustain", "continues", "strategy", "potential", "projects", "grow", "take advantage", "estimate", "well-positioned" or similar words suggesting future outcomes. In particular, this MD&A contains:

Forward-looking statements relating to McCoy Global's:

- future development and organic growth prospects;
- merger and acquisition strategy;
- business strategy; and
- competitive advantages.

Forward-looking statements respecting:

- the business opportunities for the Corporation that are based on the views of management of the Corporation and current and anticipated market conditions; and
- the perceived benefits of the growth and operating strategies of the Corporation; which are based upon the financial and operating attributes of the Corporation as at the date hereof, as well as the anticipated operating and financial results.

Other forward-looking statements regarding the Corporation are located in the documents incorporated by reference in this MD&A and are based on certain key expectations and assumptions of the Corporation concerning anticipated financial performance, business prospects, strategies, the sufficiency of budgeted capital expenditures in carrying out planned activities, the availability and cost of labour and services and the ability to obtain financing on acceptable terms, which are subject to change based on market conditions and potential timing delays. Although management of the Corporation considers these assumptions to be reasonable based on information currently available to them, they may prove to be incorrect.



By their very nature, forward-looking statements involve inherent risks and uncertainties (both general and specific) and risks that forward-looking statements will not be achieved. Undue reliance should not be placed on forward-looking statements, as a number of important factors could cause the actual results to differ materially from the beliefs, plans, objectives, expectations, anticipations, estimates and intentions expressed in the forward-looking statements, including those set out below and those detailed elsewhere in this MD&A:

- oil and natural gas price fluctuations;
- domestic and foreign competition;
- disruptive technologies;
- replacement or reduced use of products and services;
- international operations;
- business mergers and acquisitions;
- supply chain;
- reliance on key persons and labour shortages;
- legal compliance;
- litigation;
- breach of confidentiality;
- safety performance;
- foreign exchange;
- restrictive covenants on credit facility;
- availability of financing;
- selling additional common shares;
- customer inability to obtain credit/financing;
- receivables impairment;
- insurance sufficiency, availability and rate risk;
- information security;
- challenges by taxation authorities; and
- the risk factors set forth under "Risk Factors".

Readers are cautioned that the foregoing list is not exhaustive.

The reader is further cautioned that the preparation of financial statements in accordance with IFRS requires management to make certain judgments and estimates that affect the reported amounts of assets, liabilities, revenues and expenses. These judgments and estimates may change, having either a negative or positive effect on net earnings as further information becomes available, and as the economic environment changes.

The information contained in this MD&A, including the documents incorporated by reference herein, identifies additional factors that could affect the operating results and performance of the Corporation. We urge you to carefully consider those factors.

The forward-looking statements contained herein are expressly qualified in their entirety by this cautionary statement. The forward-looking statements included in this MD&A are made as of the date of this MD&A and the Corporation does not undertake and is not obligated to publicly update such forward-looking statements to reflect new information, subsequent events or otherwise unless so required by applicable securities laws.





#### DESCRIPTION OF GAAP MEASURES AND NON-GAAP MEASURES

Throughout this MD&A, management uses measures which do not have a standardized meaning as prescribed by IFRS and therefore are considered to be additional or non-GAAP measures presented under IFRS.

EBITDA is calculated under IFRS and is reported as an additional subtotal in the Corporation's consolidated statements of cash flows. EBITDA is defined as net (loss) earnings, before:

- depreciation of property, plant and equipment;
- amortization of intangible assets;
- income tax expense (recovery); and
- finance charges, net.

Adjusted EBITDA is a non-GAAP measure defined as net (loss) earnings, before:

- depreciation of property, plant and equipment;
- amortization of intangible assets;
- income tax expense (recovery);
- finance charges, net;
- provisions for excess and obsolete inventory;
- other losses (gains), net;
- restructuring charges;
- share-based compensation; and
- impairment charges.

The Corporation reports on EBITDA and adjusted EBITDA because they are key measures used by management to evaluate performance. The Corporation believes adjusted EBITDA assists investors in assessing McCoy Global's current operating performance on a consistent basis without regard to non-cash, unusual (ie. infrequent and not considered part of ongoing operations), or non-recurring items that can vary significantly depending on accounting methods or non-operating factors.

Adjusted EBITDA is not considered an alternative to net (loss) earnings in measuring McCoy Global's performance. Adjusted EBITDA does not have a standardized meaning and is therefore not likely to be comparable to similar measures used by other issuers. For comparative purposes, in previous financial disclosures 'adjusted EBITDA' was defined as "net (loss) earnings before finance charges, net, income tax expense (recovery), depreciation, amortization, impairment losses, restructuring charges, non-cash changes in fair value related to derivative financial instruments and share-based compensation." The Corporation revised its definition of adjusted EBITDA in the fourth quarter of 2016, as management believes the revised metric provides a better measure for assessing McCoy Global's current operating performance without regard to inventory excess and obsolete charges and other gains or losses, net; which are non-cash or non-recurring in nature. Adjusted EBITDA should not be used as an exclusive measure of cash flow since it does not account for the impact of working capital changes, capital expenditures, debt changes and other sources and uses of cash, which are disclosed in the consolidated statements of cash flows.





## **OUTLOOK AND FORWARD-LOOKING INFORMATION**

Revenue generation, strategy progress, and cost discipline are top priorities and we are actively reviewing growth opportunities in the short-term and exploring strategic opportunities that will enhance or accelerate our market position over the longer term. In addition, we remain focused on evaluating our processes and cost structure to improve margins and overall profitability as we anticipate that revenue instability and competitive pricing will persist through the remainder of 2017 and into 2018. Market visibility continues to be a challenge and although we are experiencing stable quoting activity, market fundamentals and timing have proven to be difficult to predict.

As technologically advanced solutions continue to drive down the cost per barrel of oil, we are strategically positioning ourselves to provide data-based solutions and advanced designs for critical well-bore integrity products and services. These technologies are quickly changing the operating requirements in key active markets and McCoy continues to develop its customer base as a direct result of introducing these data-driven technologies. Accordingly, our historical service company customer base has been expanded to include exploration and production companies and we have increased our exposure to drilling contractors, particularly in the United States land market.

McCoy is directly participating in the evolving technology shift taking place throughout the oil and gas industry. As the Corporation's data driven solutions increase in demand, we expect the productivity and efficiency gains by our customers will create strong demand for our products and services.

# MARKET CONDITIONS

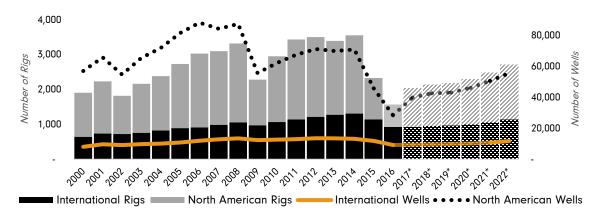
The demand for McCoy Global's products and services is ultimately driven by oil and natural gas prices. Oil and natural gas prices drive exploration and production companies to increase or decrease capital spending which in turn leads to a corresponding increase or decrease in drilling and completions activity. The Corporation has higher leverage to drilling activity and as this activity increases or decreases, customers adjust purchasing of capital equipment and aftermarket products and services to meet demand of exploration and production companies. The acquisition of the assets of 3PS Inc. ("3PS") in the first quarter of 2017 provides some diversity to McCoy's revenue stream, however 3PS has historically also been primarily leveraged to oil and gas activity.

Management uses active rig counts as well as number and length of wells being drilled as data points to monitor and set expectations of the future performance of the Corporation. Generally, these metrics are leading indicators of demand for McCoy Global's products and services, although there are many factors that may impact any correlation.

A summary of historical and forecasted rig and well counts, which includes both land and offshore, obtained from Spears & Associates Drilling and Production Outlook, September 2017, is as follows:

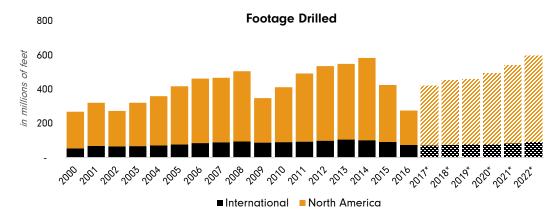
\*Forecasted





International vs North American Rig & Well Counts

A summary of historical and forecasted footage drilled, which includes both land and offshore, obtained from Spears & Associates Drilling and Production Outlook, September 2017, is as follows:



Market conditions have improved in 2017 but remain subject to instability and pricing pressure. Customers continue to be cash-constrained, and there has been a shift to just-in-time purchasing and growing demand for rental options. McCoy has positioned itself to take advantage of these opportunities through the investments it has made in its rental fleet and finished goods inventories.

Well construction continues to become more complex and there is greater emphasis within the industry on data collection and automation technologies. The strategic acquisition of 3PS contributes valuable design and engineering expertise for ongoing development of data collection technologies and better positions McCoy Global as a solutions provider to future technological challenges faced by customers in respect of this.

As McCoy Global's customers work to achieve profitability in a moderate oil price environment, they have been required to quickly shift investment from one geographic region to another to take advantage of all areas of activity. McCoy is well-positioned to support customers with the investments made in service and distribution in both the Eastern and Western Hemispheres.

\*Forecasted





#### Backlog

Backlog is a measure of the amount of customer orders the Corporation has received and is therefore an indicator of a base level of future revenue potential. Backlog is not a GAAP measure and, as a result, the definition and determination of backlog will vary among other issuers reporting a backlog figure.

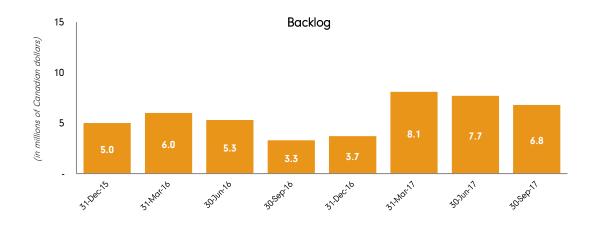
The Corporation defines backlog as orders that have a high certainty of being delivered and is measured on the basis of a firm customer commitment, such as the receipt of a purchase order. Customers may default on or cancel such commitments, but may be secured by a deposit and/or require reimbursement by the customer upon default or cancellation. Backlog reflects likely future revenues; however, cancellations or reductions may occur and there can be no assurance that backlog amounts will ultimately be realized as revenue, or that the Corporation will earn a profit on backlog once fulfilled.

Expected delivery dates for orders recorded in backlog historically spanned from one to six months. Under current market conditions, many customers have shifted their purchasing habits towards just-in-time buying, with a preference to standard products purchased out of finished goods inventory.

McCoy Global's backlog as at September 30, 2017 totaled \$6.8 million (Q2 2017 - \$7.7 million), a decrease of \$0.9 million or 12% from June 30, 2017. The primary factor for the decrease in backlog is that backlog is primarily booked in \$USD and the strengthening of the Canadian dollar relative to the United States dollar in the third quarter of 2017 had a negative impact on the reported amount of \$CAD backlog.

For the three months ended September 30, 2017, McCoy Global received net sales orders of \$11.8 million (Q2 2017 - \$8.6 million) and recorded revenue of \$10.6 million (Q2 2017 - \$9.2 million). Foreign exchange causes volatility in the reported amount of net sales order as orders are primarily booked in \$USD.

Although backlog has increased in 2017, backlog levels are significantly lower than the beginning of the market downturn.

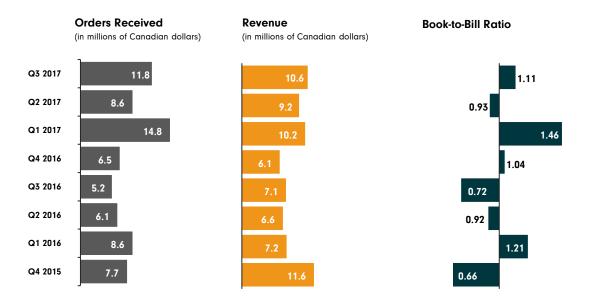




#### Book-to-Bill Ratio

The book-to-bill ratio is a measure of the amount of net sales orders received to revenues recognized and billed in a set period of time. The ratio is an indicator of customer demand and sales order processing times. The book-tobill ratio is not a GAAP measure and therefore the definition and calculation of the ratio will vary among other issuers reporting the book-to-bill ratio. McCoy Global calculates the book-to-bill ratio as net sales orders taken in the reporting period divided by the revenues reported for the same reporting period.

Set out below are orders received, revenue and the book-to-bill ratio:





## STRATEGY AND CORE BUSINESS VISION

# MCCOY GLOBAL'S VISION IS TO BE THE LEADING PROVIDER OF CRITICAL DATA ACQUISITION AND WELLBORE INTEGRITY SOLUTIONS FOR THE GLOBAL ENERGY INDUSTRY

McCoy Global is a leading provider of equipment and technologies designed to support wellbore integrity and assist with collecting critical data for the global energy industry. McCoy Global's core products are used predominantly during the well construction phase for both land and offshore wells during both oil and gas exploration and development.

The Corporation is engaged in the following:

- design, production and distribution of capital equipment to support wellbore integrity and to support capital equipment sales through aftermarket products and services such as technical support, consumables, and replacement parts;
- design, production and distribution of data collection technologies used in rugged applications for the global energy industry as well as in construction, marine and aerospace;
- repair, maintenance, and calibration of the Corporation's capital equipment and similar competitor products; and
- rental of the Corporation's capital equipment.

Set out below are McCoy Global's principal operations:

Operating Name	Country of Incorporation	Operating Region	Ownership Interest
McCoy Global Canada Corp.	Canada	Canada & Russia	100%
McCoy Global S.à r.l.	Luxembourg	Middle East & Africa	100%
McCoy Global Singapore Pte. Ltd.	Singapore	Asia Pacific	100%
McCoy Global UK Ltd.	United Kingdom	Europe	100%
McCoy Global USA, Inc.	United States	United States & Latin America	100%



# **FINANCIAL RESULTS**

## SUMMARY OF CONSOLIDATED FINANCIAL RESULTS

For the three months ended September 30		
(\$000 except per share amounts)	2017	2016
Revenue	10,563	7,137
Net loss	(3,390)	(3,094)
Per common share - basic	(0.12)	(0.11)
Per common share - diluted	(0.12)	(0.11)
Adjusted EBITDA	(1,494)	(2,322)
Per common share - basic	(0.05)	(0.09)
Per common share – diluted	(0.05)	(0.09)

As at and for the nine months ended September 30		
(\$000 except per share amounts)	2017	2016
Revenue	29,991	20,879
Net loss	(10,063)	(31,567)
Per common share - basic	(0.36)	(1.14)
Per common share – diluted	(0.36)	(1.14)
Adjusted EBITDA	(2,398)	(11,527)
Per common share – basic	(0.09)	(0.42)
Per common share – diluted	(0.09)	(0.42)
Total assets	62,228	73,875
Total liabilities	15,085	10,679
Total non-current liabilities	2,134	3,039





#### EBITDA and adjusted EBITDA are calculated as follows:

	Three mont Septem		Nine months ended September 30		
(\$000)	2017	2016	2017	2016	
Net loss	(3,390)	(3,094)	(10,063)	(31,567)	
Depreciation	574	731	1,833	2,844	
Amortization	205	295	631	891	
Income tax recovery	(355)	(847)	(829)	(3,471)	
Finance charges, net	51	21	127	105	
EBITDA	(2,915)	(2,894)	(8,301)	(31,198)	
Provisions for excess and obsolete inventory	831	918	2,548	1,786	
Other losses (gains), net	230	(5)	1,105	1,434	
Restructuring charges	319	(48)	1,680	9,611	
Share-based compensation	41	74	222	195	
Impairment charges	-	(367)	348	6,645	
Adjusted EBITDA	(1,494)	(2,322)	(2,398)	(11,527)	



#### REVENUE

	For the 3 months ended September 30				For the 9	months er	nded Septe	ember 30
(\$000 except				%				%
percentages)	2017	2016	Change	Change	2017	2016	Change	Change

Overall industry fundamentals have improved in 2017, resulting in an increase in revenue in both the three and nine month periods ended September 30, 2017 from the comparative periods.

The majority of this increase was driven by aftermarket opportunities, strength in the western hemisphere and increased revenues from the acquisition of 3PS. However, market instability continues to create a challenging environment for customers, who remain hesitant to commit to capital equipment orders.

#### **GROSS PROFIT (LOSS)**

	For the 3 months ended September 30				For the 9 months ended September 30			
(\$000 except percentages)	2017	2016	Change	% Change	2017	2016	Change	% Change
Gross profit (loss)	907	(1,182)	2,089	177%	4,400	(5,123)	9,523	186%
Gross profit %	<b>9</b> %	(17%)	26%		15%	(25%)	40%	

For both the three and nine months ended September 30, 2017 gross profit increased from the comparative period as a result of restructuring measures undertaken by the Corporation to reduce its production cost structure, from higher revenues which increased the absorption of fixed production costs and from positive product mix towards higher margin data acquisition products and aftermarket revenues. This was partially offset by the transitional impacts of moving to an outsourced production model in Edmonton and customer pricing pressure.

In addition, foreign exchange rates have fluctuated during 2017 which has created volatility in gross profit. In the first half of 2017 the Canadian dollar remained relatively weak in comparison to the United States dollar, which had a positive impact on the Corporation's gross profit. In the third quarter of 2017 the Canada dollar strengthened, which had a negative impact on gross profit.

#### GENERAL AND ADMINISTRATION EXPENSE (G&A)

	For the 3 months ended September 30				For the 9 months ended September 30			mber 30
(\$000 except percentages)	2017	2016	Change	% Change	2017	2016	Change	% Change
G&A	2,342	2,331	11	0%	6,919	8,596	(1,677)	(20%)
G&A as a % of revenue	22%	33%	(11%)		23%	41%	(18%)	

For the three months ended September 30, 2017 G&A was consistent with the comparative period. For the nine months ended September 30, 2017 G&A has declined from the comparative period. This is a result of restructuring initiatives which occurred in the first half of 2016 and continued discipline around overhead spend.

As a percentage of revenue, G&A has declined from 2016 in both the three and nine months ended September 30, 2017. The Corporation's revenue has increased in 2017 without a corresponding increase in G&A.



#### **SALES AND MARKETING EXPENSE**

	For the 3 months ended September 30			For the 9 months ended September 30			mber 30	
(\$000 except percentages)	2017	2016	Change	% Change	2017	2016	Change	% Change
Sales and marketing expense	1,008	705	303	43%	2,874	2,556	318	12%
Sales and marketing expense as a % of revenue	10%	10%	0%		10%	12%	(2%)	

For the three and nine months ended September 30, 2017 sales and marketing expense increased from the comparative periods. The acquisition of 3PS and investments in sales and marketing efforts to take advantage of revenue generation opportunities contributed to higher sales and marketing expenses. This was partially offset by restructuring initiatives in 2016 and continued discipline around overhead spend.

#### **RESEARCH AND DEVELOPMENT (R&D)**

	For the 3 months ended September 30				For the 9 months ended September 30			
(\$000 except percentages)	2017	2016	Change	% Change	2017	2016	Change	% Change
R&D expense	702	122	580	475%	2,239	968	1,271	131%
Capitalized development expenditures	186	-	186	100%	585	10	575	5750%
R&D expenditures	888	122	766	628%	2,824	978	1,846	1 <b>89</b> %
<i>R&amp;D expenditures</i> as a % of revenue	<b>8</b> %	2%	6%		<b>9</b> %	5%	4%	

For the three and nine months ended September 30, 2017 R&D expenditures increased as a result of the 3PS acquisition which added a strong engineering team to McCoy Global and will continue to contribute valuable design and engineering expertise.

In addition, development and prototype costs were incurred in 2017 as several technology projects progressed and reached critical milestones.



#### OTHER ITEMS

	For the 3	months er	nded Septe	ember 50	For the 9 months ended September 30			
(\$000 except percentages)	2017	2016	Change	% Change	2017	2016	Change	% Change
Other losses, net	230	(5)	235	(4700%)	1,105	1,434	(329)	(23%)
Restructuring charges	319	(48)	367	(765%)	1,680	9,611	(7,931)	(83%)
Finance charges, net	51	21	30	143%	127	105	22	21%
Impairment charges	-	(367)	367	(100%)	348	6,645	(6,297)	(95%)

Other losses, net, for the three and nine months ended September 30, 2017 and 2016 is primarily the impact of foreign exchange volatility on the Corporation's United States denominated financial instruments held by Canadian entities. For the nine months ended September 30, 2017, other losses, net, also includes the bargain purchase gain recognized on the acquisition of 3PS offset by due diligence and closing expenditures associated with the acquisition.

Restructuring charges for the three and nine months ended September 30, 2017 and 2016, include costs associated with McCoy's restructuring initiatives to transition the Corporation's Edmonton production facility to an assembly only model and to consolidate data acquisition production in Austin, Texas. In the three months ended September 30, 2016 a change in estimate in determining restructuring charges was recorded which resulted in a reduction of expenses.

Finance charges, net, are comprised of interest charges on the Corporation's borrowings and costs associated with establishing and maintaining credit facilities, offset by interest income.

Impairment charges, net for the nine months ended September 30, 2017 and 2016 are impairment charges associated with restructuring initiatives. In the three months ended September 30, 2016 a change in estimate in determining impairment charges was recorded which resulted in a reversal of expenses.

(\$000 except per share		2017			2016				2016			
amounts)	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30	Jun 30	Mar 31	Dec 31				
Revenue	10,563	9,214	10,214	6,120	7,137	6,583	7,159	11,648				
Impairment and												
restructuring												
charges (reversals)	319	365	1,344	(54)	(415)	12,244	4,427	4,779				
Net loss	(3,390)	(3,097)	(3,576)	(4,359)	(3,094)	(19,096)	(9,377)	(10,792)				
Basic loss per share	(0.12)	(0.11)	(0.13)	(0.16)	(0.11)	(0.69)	(0.34)	(0.39)				
Diluted loss per share	(0.12)	(0.11)	(0.13)	(0.16)	(0.11)	(0.69)	(0.34)	(0.39)				
EBITDA	(2,915)	(2,452)	(2,933)	(3,656)	(2,894)	(18,146)	(10,158)	(8,609)				
Adjusted EBITDA	(1,494)	(919)	15	(1,620)	(2,322)	(5,068)	(4,137)	(4,029)				

#### **SUMMARY OF QUARTERLY RESULTS**





# LIQUIDITY AND CASH FLOW

(\$000)		
As at September 30	2017	2016
Cash and cash equivalents	11,947	20,014
Restricted cash	2,500	-
Borrowings	(5,142)	-
Net cash	9,305	20,014

As a result of the extended downturn in the oil and gas industry, the Corporation has generated a net loss from continuing operations for 10 consecutive quarters. The Corporation has managed through this period by taking a number of actions to reduce its cost structure. This has included, but is not limited to, restructuring of the business, consolidation of product lines, moving to an assembly only production model in Edmonton, reductions in the workforce, reducing overhead and discretionary spend, selling assets, reducing working capital and recovering tax losses. Although net cash has declined over this period, these actions have allowed the Corporation to maintain a positive net cash position and provided the flexibility to make strategic investments with a longer term view.

The Corporation's borrowings are due on demand and are up for renewal in the first quarter of 2018. Management is in discussion with its lender on credit facility options. Under the terms of the Corporation's credit facility the Corporation has access to an operating line and as at September 30, 2017 has \$300 in credit available. Further, as a condition of the credit facility, \$2,500 of cash is restricted and if the Corporation does not maintain a minimum cash balance with its lender, will trigger an additional \$2,500 in cash to be held under the lender's authority.

The Corporation continues to monitor its net cash position and anticipates several sources of cash including:

- recovering tax losses;
- selling its manufacturing equipment in its Edmonton production facility. As a result of transitioning production at this location to an assembly only model these assets are no longer required to support customer demand; and
- reducing inventory levels.

Anticipated capital spending in 2018 includes:

- a nominal amount of capital expenditures to support production facilities as a result of the move to the assembly production model. The Corporation currently has one manufacturing facility in Broussard, Louisiana which is capital intensive in nature, however, there are no significant planned capital investments in this facility;
- rental equipment to satisfy increasing customer demand. The procurement of rental assets has been
  mostly non-cash in nature as this investment has primarily come from utilizing finished product in
  inventory and moving this to a rental fleet;
- slightly reduced investment in R&D. The Corporation has invested in R&D during this down cycle as technology is an important aspect of the Corporation's longer term strategy and will continue to do so in 2018; and,
- settling several provisions in 2018, all of which are included in current liabilities as at September 30, 2017.

Market uncertainty continues to be a challenge in developing longer term forecasts for the Corporation. If the Corporation's revenues do not increase it will continue to generate operating losses with its current cost structure. Management is currently assessing additional cash saving opportunities which could materially decrease operating costs.





Selected cash flow information is as follows:

	For the 3 months ended September 30		For the 9 months ended September 30	
(\$000)	2017	2016	2017	2016
Cash (used in) operating activities	(2,097)	(3,387)	(3,279)	(10,385)
Cash (used in) investing activities	(353)	2,275	(9,589)	2,071
Cash (used in) generated from financing activities	(239)	-	2,837	-
Debt to equity ratio	0.32 to 1	0.17 to 1	0.32 to 1	0.17 to 1

For the three and nine months ended September 30, 2017 and 2016, cash used in operating activities was primarily impacted by EBITDA losses and restructuring initiatives.

Cash used in investing activities for the three months ended September 30, 2017 was primarily comprised of PPE additions and prototype costs related to new products under development. For the nine months ended September 30, 2017 the 3PS acquisition was completed. Cash used in investing activities for the three and nine months September 30, 2016 was primarily for PPE purchases which were partially offset by proceeds from the sale of PPE.

For the nine months ended September 30, 2017, cash generated from financing activities includes \$5.9 million of proceeds from borrowings under the Facility in the first quarter of 2017, offset by \$2.5 million in restricted cash required by the terms of the credit facility. During the three months ended September 30, 2017 the Corporation made \$0.2 million in principal repayments under the Facility.

#### **OUTSTANDING SHARE DATA**

As at November 9, 2017 the following class of shares and equity securities potentially convertible into common shares were outstanding:

Common shares	27,684,239
Convertible equity securities:	
Stock options	2,449,000

The stock options are exercisable into an equal number of common shares.





# **CONTROLS AND PROCEDURES**

#### INTERNAL CONTROLS OVER FINANCIAL REPORTING

Management has evaluated whether there were changes in our Internal Controls over Financial Reporting ("ICFR") during the nine month period ended September 30, 2017 that have materially affected, or are reasonably likely to materially affect, our ICFR. No such changes have been identified. Please see page 23 of McCoy Global's 2016 Annual Report for a discussion of internal controls over financial reporting and disclosure controls.

ICFR is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS. Management is responsible for establishing and maintaining adequate ICFR.

#### OTHER INFORMATION

Additional information relating to the Corporation, including the Corporation's Annual Information Form for the year ending December 31, 2016 is available on SEDAR at www.sedar.com.

#### OTHER INTERIM MD&A REQUIREMENTS

There have been no significant changes in the following items from those described in our 2016 Annual Report. Please refer to the page numbers listed below from McCoy Global's 2016 Annual Report:

- Financial instruments and financial risk management pages 59-62;
- Capital management page 62;
- Contractual obligations and off balance sheet arrangements page 18;
- Related party transactions page 19;
- Critical accounting estimates and judgements pages 20-21; and
- Risks and uncertainties pages 24-30.