# OUR LANDSCAPE

#### **Q2 INTERIM REPORT**

For the three and six months ended June 30, 2015

## SELECTED FINANCIAL AND OPERATING INFORMATION

(thousands of dollars except per share data,	Three months er <b>2015</b>	2014	2015	nded June 30, 2014	Year ended December 31,
number of shares and kilometres of seismic data)	(ur	naudited)	(UI	naudited)	2014
Revenue					
Data library sales	6,461	7,321	7,777	12,827	35,743
Participation surveys	-	-	3,220	_	-
Total revenue	6,461	7,321	10,997	12,827	35,743
Amortization of seismic data library	5,303	5,842	12,595	11,674	22,507
Net earnings (loss)	(1,040)	(612)	(4,387)	(2,432)	3,478
Per share basic and diluted	(0.02)	(0.01)	(0.08)	(0.04)	0.06
Cash EBITDA (a)	4,986	5,467	4,746	9,230	28,615
Per share basic and diluted (a)	0.09	0.09	0.08	0.16	0.49
Shareholder free cash flow (a)	4,871	5,246	4,524	8,796	27,858
Per share basic and diluted (a)	0.09	0.09	0.08	0.15	0.47
Funds from operations (a)	4,883	8,796	7,777	12,407	31,580
Per share basic and diluted (a)	0.09	0.15	0.14	0.21	0.54
Capital expenditures					
Participation surveys	-	-	3,968	-	36
Seismic data digitization and related costs	-	184	183	367	733
Property and equipment additions	8	7	14	21	64
Total capital expenditures	8	191	4,165	388	833
Weighted average shares outstanding					
Basic and diluted	56,874,385	59,314,120	56,932,213	59,330,197	58,957,072
Shares outstanding at period end			56,796,689	59,314,120	57,247,843
Seismic library					
2D in kilometres			339,991	339,991	339,991
3D in square kilometres			28,409	28,284	28,284

### FINANCIAL POSITION AND RATIOS

(thousands of dollars except ratios)	June 30, 2015	June 30, 2014	December 31, 2014
Working capital	4,965	5,691	5,296
Working capital ratio	2.18:1	3.06:1	2.79:1
Total assets	67,879	86,188	75,482
Total debt (b)	7,978	16,000	5,500
TTM cash EBITDA (c)	24,131	14,736	28,615
Shareholders' equity	50,168	60,771	58,401
Total debt to equity ratio	0.16:1	0.26:1	0.09:1
Total debt to TTM cash EBITDA ratio	0.33:1	1.09:1	0.19:1

<sup>(</sup>a) The additional GAAP measure and these non-GAAP financial measures are defined in the Management's Discussion and Analysis.

<sup>(</sup>b) Total debt is defined as long-term debt excluding deferred financing costs plus the operating line of credit.

<sup>(</sup>c) TTM cash EBITDA is defined as the sum of the trailing 12 months' cash EBITDA and is used to provide a comparable annualized measure.

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### THREE AND SIX MONTHS ENDED JUNE 30, 2015

The following Management's Discussion and Analysis (MD&A) of the financial condition and results of operations of Pulse Seismic Inc. ("Pulse" or "the Company") for the three and six months ended June 30, 2015 was prepared taking into consideration information available to July 29, 2015 and should be read with the unaudited condensed consolidated interim financial statements and related notes for the three and six months ended June 30, 2015. This MD&A is supplemental to the MD&A, audited consolidated financial statements and related notes for the year ended December 31, 2014.

The unaudited condensed consolidated interim financial statements were prepared in accordance with International Accounting Standard (IAS) 34 Interim Financial Reporting and, along with the MD&A for the three and six months ended June 30, 2015, were reviewed by Pulse's Audit Committee and approved by Pulse's Board of Directors. All financial information is reported in Canadian dollars. This MD&A discusses matters which Pulse's management considers material. Management determines whether information is material based on whether it believes a reasonable investor's decision whether or not to buy, sell or hold shares in the Company would likely be influenced or changed if the information were omitted or misstated. Readers should also read the cautionary statement in "Forward-Looking Information".

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#### **OVERVIEW**

#### **ABOUT PULSE**

Pulse is a market leader in the acquisition, marketing and licensing of two-dimensional (2D) and three-dimensional (3D) seismic data for the energy sector in Western Canada. Seismic data is used by oil and natural gas exploration and development companies to identify portions of geological formations that have the potential to hold hydrocarbons. Seismic data is used in conjunction with well logging data, well core comparisons, geological mapping and surface outcrops to create a detailed map of the Earth's subsurface at various depths.

Pulse owns the second-largest licensable seismic data library in Canada, currently consisting of approximately 28,400 net square kilometres of 3D seismic and 340,000 net kilometres of 2D seismic. The library extensively covers the Western Canada Sedimentary Basin (WCSB), where most of Canada's oil and natural gas exploration and development occur.

Pulse calculates net square kilometres of 3D data and net kilometres of 2D data by multiplying the number of square kilometres of seismic data in each individual 3D seismic dataset and the number of kilometres of seismic data in each 2D line by Pulse's percentage of ownership in each.

#### MISSION, VISION AND STRATEGY

Pulse is a pure-play seismic data library company focused on the acquisition, marketing and licensing of seismic data to the western Canadian energy sector. The Company's business model is designed to generate a growing stream of cash flow by repeatedly licensing the data in its seismic data library to oil and natural gas companies. Pulse's strategy is to pursue growth opportunities that meet its financial and technical criteria while maintaining a low cost structure.

#### **KEY PERFORMANCE INDICATORS**

The key performance indicators used by Pulse's management to analyze business results are seismic revenue, in total and broken down between data library sales and participation survey revenue, net earnings, cash EBITDA, shareholder free cash flow, funds from operations and the total debt to trailing twelve-month (TTM) cash EBITDA ratio. The definitions of cash EBITDA and shareholder free cash flow are provided in "Non-GAAP Financial Measures and Reconciliations", and the definition of funds from operations is provided in "Additional GAAP Measure". The total debt to TTM cash EBITDA calculation is provided in "Liquidity, Capital Resources and Capital Requirements".

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Results for the key performance indicators as at and for the three and six months ended June 30, 2015, with comparative figures for 2014, are set out in the following table:

	Three	months ende	ed June 30,	Six months ended June 3		
(thousands of dollars except per share data and ratios)	2015	2014	Variance	2015	2014	Variance
Data library sales	6,461	7,321	(860)	7,777	12,827	(5,050)
Participation survey revenue	-	-	-	3,220	-	3,220
Total seismic revenue	6,461	7,321	(860)	10,997	12,827	(1,830)
Net loss	(1,040)	(612)	(428)	(4,387)	(2,432)	(1,955)
Per share basic and diluted	(0.02)	(0.01)	(0.01)	(0.08)	(0.04)	(0.04)
Cash EBITDA	4,986	5,467	(481)	4,746	9,230	(4,484)
Per share basic and diluted	0.09	0.09	0.00	0.08	0.16	(0.08)
Shareholder free cash flow	4,871	5,246	(375)	4,524	8,796	(4,272)
Per share basic and diluted	0.09	0.09	0.00	0.08	0.15	(0.07)
Funds from operations	4,883	8,796	(3,913)	7,777	12,407	(4,630)
Per share basic and diluted	0.09	0.15	(0.06)	0.14	0.21	(0.07)
Total debt to TTM cash EBITDA ratio				0.33:1	1.09:1	(0.76)

The significant reduction in data library sales for the six months ended June 30, 2015 is the main factor contributing to the decline in the Company's key performance metrics from the prior year's period. The Company experienced low data library sales in the first six months of 2015, particularly in the first three months, due to drastic cutbacks in the energy-producing sector's capital spending.

The Company added 136 square kilometres of new high-quality 3D seismic data to the library through the completion of the Peco South 3D survey in west central Alberta, which commenced in January 2015 and was completed in March 2015. The Company recognized 100 percent of the survey revenue and the initial amortization expense related to this survey in the first quarter of 2015.

#### SEISMIC INDUSTRY CYCLES AND SEASONALITY

Revenue fluctuations are a normal part of the seismic data library business and data library sales can vary significantly from quarter to quarter. Traditional data library sales in the fourth quarter have often been stronger than in other quarters, with seismic data sales being triggered as oil and natural gas companies finalize capital expenditures near year-end. Third-quarter traditional data library sales are often lower than in other quarters due to slower business conditions during the summer months. Both traditional and transaction-based data library sales can, however, occur at any time during any quarter. This is due to the nearly continual changes in general oil and natural gas industry conditions, increased demand for seismic data covering a specific area or play, timing of public offerings of petroleum and natural gas rights (land sales), as well as corporate merger-and-acquisition, joint venture and asset disposition activity by Pulse's clients.

Participation survey revenue also varies significantly from quarter to quarter. The majority of new 3D seismic data is typically acquired under frozen ground conditions from November to March. Summer seismic programs can only be completed in certain areas that have drier ground conditions and can be easily accessed without environmental harm. In addition, the size and pre-funding levels of individual participation surveys can vary significantly.

#### OUTLOOK

With the \$5.1 million transaction-based sale recorded in the second quarter, Pulse's total first-half 2015 data library sales of \$7.8 million exceed the Company's estimated full year cash expenses.

The Company believes there are potential opportunities to generate further transaction-based sales in the future, though their timing and amount are uncertain. Capital scarcity in the oil and natural gas producing sector, along with declining cash flows and increasing corporate debt servicing challenges, all encourage asset sales, bringing in of partners and corporate mergers and acquisitions.

Pulse's overall outlook for the remainder of 2015 remains cautious, however, as conditions for traditional seismic data library sales are poor. Although natural gas prices in Alberta strengthened to approximately \$2.90 per thousand cubic feet in late July, this pricing remains weak. Pulse perceives continuing uncertainty surrounding development of liquefied natural gas (LNG) export facilities on Canada's West Coast.

On April 30, in its mid-year update to its 2015 Canadian Drilling Activity Forecast, the Petroleum Services Association of Canada (PSAC) predicted that a total of 5,320 oil and natural gas wells will be drilled across Canada this year. This represents a 47 percent decline from PSAC's original 2015 forecast, released last October.

In mid-June, the Canadian Association of Oilwell Drilling Contractors (CAODC) reduced its 2015 forecast number of drilling rig operating days by another 13 percent, to 66,376. This is down by 49 percent from 131,021 in 2014. The CAODC is now forecasting average drilling rig utilization of just 24 percent for 2015, compared to 46 percent utilization in 2014.

Pulse's broader view, however, is that barring a global recession, current activity levels are not sustainable. The exploration and production sectors in Canada and the U.S. have responded to low commodity prices through sharp capital spending reductions in Canada and a dramatic recorded reduction in the U.S. rig count. In late July, the total number of active drilling rigs in the U.S. was approximately 860, according to Baker Hughes Inc. Given that U.S. rig counts historically have been in the 1,200-1,800 range, the current level is suggestive of falling North American oil production, followed by a draw-down in oil inventories.

On the natural gas side, the continued strong progress on five LNG export facilities in the U.S., with first LNG exports expected to commence shortly and significant volumes flowing in 2016, could be positive for Canadian natural gas exports over the medium to longer terms. Low commodity prices amid general economic growth are conducive to rising demand and a recovery in prices. The timing and effects on upstream activity in Western Canada and on Pulse's business remain unknown.

Also positive is the report that in April, natural gas-fired power generation surpassed coal-fired generation as a percentage of total electricity production in the U.S., according to the Energy Information Administration (EIA). In July, the EIA reported that monthly U.S. dry shale gas production, after growing almost without interruption for the past 10 years, from barely 3 billion cubic feet per day in 2005 to over 40 billion cubic feet per day in early 2015, has been flat. Although this is an isolated data point, it may indicate the long-awaited U.S. gas supply response.

Throughout this period of weaker sales, Pulse will continue to rely on its advantages of low costs, minimal capital spending commitments and low debt.

#### DISCUSSION OF OPERATING RESULTS

#### SUMMARY FOR THE THREE AND SIX MONTHS ENDED JUNE 30, 2015

#### Loss Before Income Taxes

For the three months ended June 30, 2015, the Company incurred a loss before income taxes of \$606,000 (\$0.01 per share basic and diluted) compared to a loss before income taxes of \$824,000 (\$0.01 per share basic and diluted) for the comparable period of 2014.

For the six months ended June 30, 2015, the Company incurred a loss before income taxes of \$5.1 million (\$0.09 per share basic and diluted) compared to a loss before income taxes of \$3.3 million (\$0.05 per share basic and diluted) for the comparable period of 2014.

The primary reason for the three month period-over-period improvement was a \$1.1 million reduction in operating and interest expenses offset by a \$900,000 decrease in data library sales. The primary reason for the period-over-period increased loss for the six months ended June 30, 2015 was the \$1.8 million decrease in total seismic revenue and increased operating expenses, with the most significant increase being \$900,000 in amortization expense.

#### Revenue

Total revenue, which includes data library sales and participation survey revenue, for the three months ended June 30, 2015 was \$6.5 million compared to \$7.3 million for the three months ended June 30, 2014.

Total revenue for the six months ended June 30, 2015 was \$11.0 million compared to \$12.8 million for the six months ended June 30, 2014.

#### **Data Library Sales**

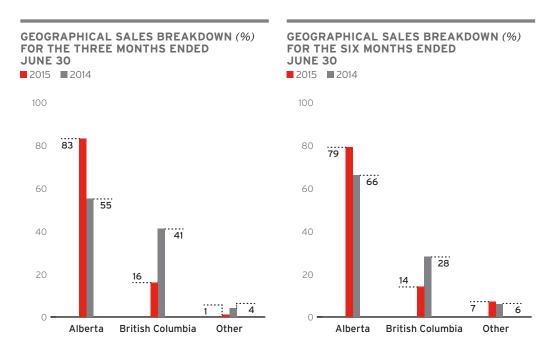
Data library sales consist of traditional sales and transaction-based sales. There are three main types of transaction-based sales: partnership or joint venture sales, corporate merger or acquisition sales, and asset disposition related sales. For further information on transaction-based sales, see "Transaction-based vs. Traditional Sales" in the MD&A for the year ended December 31, 2014.

In the second quarter of 2015 the Company signed a \$5.1 million seismic data licensing agreement, resulting in total quarterly seismic data library sales of \$6.5 million. The sale brings year-to-date seismic data library sales to \$7.8 million.

In comparison, for the three months ended June 30, 2014, data library sales were \$7.3 million.

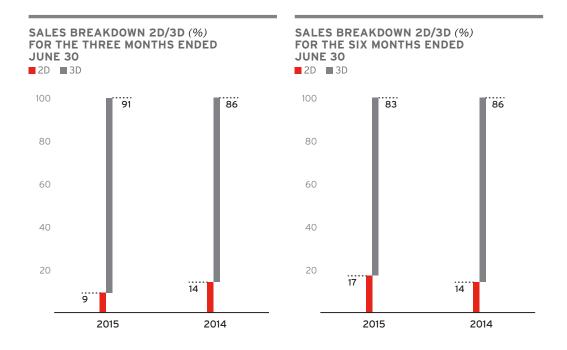
#### Geographical Sales Breakdown

The Company's customers are generally focusing on liquids-rich natural gas and oil found primarily in a broad corridor running from northwest of Calgary, Alberta, along the Foothills of the Rocky Mountains to the British Columbia border, as compared to "dry" natural gas more often found in British Columbia and on Alberta's eastern prairies. The pricing of natural gas liquids (such as propane, butane and condensate) is linked to crude oil, improving the economics of developing liquids-rich gas targets over "dry" gas, as long as crude oil prices remain above a certain level and natural gas liquids markets operate efficiently. Natural gas has suffered from very low pricing for several years, which has dampened Pulse's traditional sales. The recent decline in oil prices has further decreased traditional sales due to the declining economics of unconventional light oil and liquids-rich gas plays. In addition, natural gas liquids markets have experienced very low pricing for some commodities. Some companies are, however, engaged in a modest level of exploration to develop prospects in anticipation of higher future commodity prices. In the second quarter of 2015, the Company licensed 2D data located in Saskatchewan and Manitoba, in addition to Alberta.



#### 2D/3D SALES BREAKDOWN

As 3D seismic licence contracts are generally larger than 2D seismic licence contracts, the percentage of seismic data library revenues generated from 2D and 3D seismic data fluctuates significantly depending on the number of 3D seismic sale contracts signed during a given period.



#### Participation Survey Revenue

The Company partners with customers on participation surveys; the data becomes the Company's property, including the right to re-license the data. Participating customers are provided a licensed copy.

Participation survey revenue is recognized in the financial statements in proportion to the project's stage of completion. This is assessed using the proportion of the total estimated contract cost that has been incurred for work performed to the period-end.

There was no survey activity in the three months ended June 30, 2015. The Company completed and recognized \$3.2 million of revenue from a participation survey completed in the first quarter of 2015.

#### Amortization of Seismic Data Library

Seismic data library amortization expense was \$5.3 million for the second quarter of 2015 compared to \$5.8 million in the second quarter of 2014. For the first half of 2015, the Company recognized \$12.6 million in seismic data library amortization expense, compared to \$11.7 million during the comparable period of 2014. The amortization for the three months ended June 30, 2015 is lower than in the comparable period for 2014, as some data sets are now fully amortized.

The increase in seismic data library amortization expense for the six months ended June 30, 2015 is due to the initial 50 percent amortization of \$2.0 million recorded by the Company upon completion of the 3D participation survey during the first quarter of 2015. As stated, there was no survey completed in the first quarter of 2014.

Amortization of seismic data library is described further under "Critical Accounting Estimates".

#### Salaries, Internal Commissions and Benefits (SCB)

SCB includes salaries, related benefits, incentive compensation and internal commissions. For the three months ended June 30, 2015, SCB was \$1.0 million, compared to \$1.2 million in the comparable period of 2014. During the six months ended June 30, 2015 SCB was \$1.8 million, compared to \$2.3 million in the comparable period in 2014.

The factors contributing to the decrease in SCB are lower internal selling commissions and incentive plan accruals due to lower data library sales, as well as reduced salaries and benefits as the number of employees has decreased year over year.

#### Other Selling, General and Administrative Costs (SG&A)

SG&A includes external sales commissions, occupancy costs, office and general costs, information technology expenses, mapping, drafting and data storage expenses, directors' fees and corporate costs, consulting fees and professional fees.

SG&A for the three months ended June 30, 2015 was \$569,000 compared to \$764,000 for the three months ended June 30, 2014. SG&A for the six months ended June 30, 2015 was \$1.3 million compared to \$1.5 million during the comparable period in 2014. The reduction during both periods was across the board in most areas, with external sales commissions, professional fees, travel, and equipment leasing costs realizing some of the biggest savings.

#### **Net Financing Costs**

Net financing costs for the three months ended June 30, 2015 were \$145,000, compared to \$251,000 for the comparable period in 2014. For the six months ended June 30, 2015 net financing costs decreased to \$281,000 from \$493,000 for the comparable period in 2014.

The decrease period-over-period was due to lower long-term debt in the first six months of 2015.

#### Income Taxes

The income tax expense for the three months ended June 30, 2015 was \$434,000 compared to the income tax reduction of \$212,000 for the comparable 2014 period. The income tax reduction for the six months ended June 30, 2015 was \$689,000, reflecting an effective tax rate of 13.6 percent, compared to the income tax reduction of \$825,000 and an effective tax rate of 25.3 percent for the comparable 2014 period.

On June 15, 2015 the government of Alberta announced that the general corporate income tax rate would increase from 10 percent to 12 percent effective July 1, 2015. The impact of this rate change has been recognized in the second quarter of 2015.

#### **REVIEW OF FINANCIAL POSITION**

#### **AS AT JUNE 30, 2015**

Seismic Data Library and Participation Surveys in Progress

The Company completed the seismic data digitization project during the first quarter of 2015. Pulse had been auditing the seismic data remaining on magnetic and analog tape storage and converted it to digital electronic format.

Pulse conducted one participation survey during the 2014-2015 winter season and added 136 square kilometres of high-quality 3D data to its data library in the first quarter. Pulse did not conduct any participation surveys during the 2013-2014 winter season.

The Company continues to evaluate new opportunities to partner with customers on potential future participation surveys.

#### Other Long-Term Payable

Included in the other long-term payable is the long-term portion of the cash-settled liability related to the long-term incentive plan.

#### **Share Capital Summary**

The Company's authorized share capital consists of an unlimited number of common shares and an unlimited number of preferred shares, issuable in series.

The following table provides details of the Company's outstanding share capital:

	Three months e	ended June 30,	Six months ended June 3		
	2015	2014	2015	2014	
Weighted average shares outstanding:					
Basic and diluted	56,874,385	59,314,120	56,932,213	59,330,197	
Shares outstanding at period-end			56,796,689	59,314,120	
Shares outstanding at July 29, 2015			56,724,243		

#### Long-term Incentive Plan (LTIP)

On March 31, 2015 one-third of the LTIP awards which were eligible to vest were RSUs and two-thirds were PSUs. Based on the Company's performance in 2014 and the predetermined performance measures, 4 percent or 13,389 of the eligible PSUs vested. RSUs vest automatically based upon time and, consequently, all of the eligible RSUs vested automatically on March 31, 2015.

To satisfy its obligation, in April 2015 the Company provided \$350,000 to the plan's trustee to purchase common shares on the open market for the total after-tax number of cash- and equity-settled RSUs and PSUs that vested on March 31, 2015. The related payroll taxes of \$211,000 were paid in May 2015 to settle the fully accrued cash-settled portion of the share-based payment liabilities.

At June 30, 2015 and July 29, 2015 there were 387,954 RSUs and 586,413 PSUs outstanding. Details of the LTIP are disclosed in the Company's MD&A and audited financial statements for the year ended December 31, 2014.

#### Deficit

The June 30, 2015 deficit of \$30.1 million was \$7.3 million higher than at December 31, 2014, due to a net loss of \$4.4 million for the six months ended June 30, 2015 and dividends paid of \$2.3 million in the period.

#### Dividends

On March 3, 2015, the Company declared a quarterly dividend of \$0.02 per common share. The dividend was paid on April 10, 2015 to shareholders of record at the close of business on March 27, 2015.

On May 6, 2015, the Company declared a quarterly dividend of \$0.02 per common share. The dividend was paid on June 19, 2015 to shareholders of record at the close of business on June 5, 2015.

On July 29, 2015, the Company declared a quarterly dividend of \$0.02 per common share. The estimated dividend of \$1.1 million will be paid on September 18, 2015 to shareholders of record at the close of business on September 4, 2015.

Pulse confirms that all dividends paid to shareholders in 2015 are designated as "eligible dividends" entitling Canadian resident individuals to a higher gross-up and dividend tax credit. For non-resident shareholders, Pulse's dividends are subject to Canadian withholding tax.

#### **Deferred Tax Liability**

The net deferred income tax liability was \$8.0 million at June 30, 2015 compared to \$8.6 million at December 31, 2014. The decrease in the deferred income tax liability is mainly due to the decrease in the difference between the tax base of the seismic data library and the carrying amount on the statement of financial position and the increase in the non-capital tax loss carried forward.

The deferred income tax liability consists mainly of taxable temporary differences between the tax base of the seismic data library and the carrying amount on the statement of financial position, offset by non-capital tax losses carried forward.

#### FINANCIAL SUMMARY OF QUARTERLY RESULTS

		2015		;	2014		:	2013
(thousands of dollars, except per share data)	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Data library sales	6,461	1,316	8,385	14,531	7,321	5,506	4,565	4,164
Participation survey revenue	-	3,220	-	-	-	-	-	-
Total revenue	6,461	4,536	8,385	14,531	7,321	5,506	4,565	4,164
Amortization of seismic data library	5,303	7,292	5,279	5,554	5,842	5,832	6,215	7,090
Net earnings (loss)	(1,040)	(3,347)	834	5,086	(612)	(1,820)	(2,572)	(3,722)
Per share - basic and diluted	(0.02)	(0.06)	0.01	0.09	(0.01)	(0.03)	(0.04)	(0.06)

The revenue streams generated by Pulse's operations are data library sales and participation survey revenue. Data library sales consist of traditional sales and transaction-based sales. There are three main types of transaction-based sales: partnership or joint venture sales, corporate merger or acquisition sales, and asset disposition-related sales. For further information on transaction-based sales, see "Transaction-based vs. Traditional Sales" in the MD&A for the year ended December 31, 2014.

In addition to the revenue fluctuations described in "Seismic Industry Cycles and Seasonality", during the first, second and third quarters of 2014 as well as the second quarter of 2015, transaction-based sales contributed to data library sales to varying degrees. Very little transaction-based sales revenue was generated in the other four quarters included in the above table.

Pulse recognizes its participation survey revenue using the percentage-of-completion method. Under this method, participation survey revenue is recognized proportionately with the degree of each project's completion.

Seismic data library amortization is greater in quarters when participation surveys are completed, as each participation survey is amortized at 50 percent immediately upon delivery of data to the participant, with the remainder amortized equally over seven years.

During the past eight fiscal quarters, the fluctuations in net earnings or loss have largely been a function of revenue and data library amortization. Increases in data library sales have a highly positive impact on earnings, as the operating costs associated with licensing seismic data from the library fluctuate little from period to period.

All financial data included in the above table is presented in Canadian dollars, which is the Company's functional currency, and was prepared using the latest International Financial Reporting Standards (IFRS).

#### **CONTRACTUAL OBLIGATIONS**

There have been no material changes to Pulse's contractual obligations from those discussed in the Company's MD&A for the three months ended June 30, 2015, other than a \$3.5 million reduction in long-term debt in July 2015. The operating line of credit was also repaid in full in July 2015.

#### LIQUIDITY, CAPITAL RESOURCES AND CAPITAL REQUIREMENTS

At June 30, 2015 Pulse had working capital of \$5.0 million, including \$2.5 million owing on its operating line of credit, compared to working capital of \$5.3 million at December 31, 2014, including cash and cash equivalents of \$901,000. There is no current portion of long-term debt under the current credit facility. The June 30, 2015 operating line of credit was repaid in early July 2015, upon collection of \$7.7 million of accounts receivable.

Given the flexibility of drawing and paying down debt, without penalty, on the revolving credit facility described below, and in order to reduce net financing costs, the Company generally maintains a minimal cash balance as required for operations. During the second quarter of 2015 the Company utilized the operating line component of the credit facility for the first time.

The Company utilized cash on hand, cash from its operating line of credit and cash provided by operating activities totalling \$9.8 million during the first half of 2015 for the following:

- > To pay dividends of \$2.3 million;
- > To purchase and cancel 421,400 common shares through its normal course issuer bid (NCIB) for a total of \$1.2 million at an average price of \$2.92 per common share including commissions;
- > To purchase shares to settle the 2014 LTIP obligation for \$325,000;
- > To conduct a participation survey at a cost of \$4.0 million;
- > To complete the seismic data digitization project and purchase equipment for \$197,000; and
- > To fund the net change in non-cash working capital related to the survey for \$1.8 million.

The Company has a \$50.0 million revolving term credit facility of which up to \$5.0 million can be used as an operating line of credit.

The credit facility is secured by a charge on all of the assets of the Company and its material subsidiaries.

The credit facility also includes the following two financial covenants:

- > Total debt to adjusted EBITDA not to exceed a ratio of 2.50:1. Total debt is equal to the sum of, without limitation, debts and liabilities for borrowed money (including the negative mark-to-market exposure of hedging obligations), bankers' acceptances, letters of credit, and letters of guarantee, capital leases and contingent guarantees.
  - Adjusted EBITDA is calculated on a trailing 12-month basis and is defined as earnings or loss before interest, income taxes, depreciation and amortization, plus extraordinary losses, non-cash losses and expense charges, and any other unusual or non-recurring cash charges, expenses or losses consented to by the lenders, less participation survey revenue, extraordinary gains and non-cash gains and income. Adjusted EBITDA is adjusted for acquisitions or dispositions to reflect such acquisition or disposition as if it occurred on the first day of such calculation period; and
- > Interest coverage ratio is to be at least 3:1 at all times. The interest coverage ratio is equal to adjusted EBITDA divided by interest expense.

The covenants at June 30, 2015 were calculated as follows (financial figures are stated in thousands of dollars):

TOTAL DEBT TO ADJUSTED EBITDA RATIO: Total debt	7,978
Divided by:	1,510
Adjusted EBITDA	24,131
Total debt to adjusted EBITDA ratio (not to exceed 2.50:1)	0.33:1
Adjusted EBITDA was calculated as follows:	
Cash EBITDA for the twelve months ended December 31, 2014	28,615
Less: Cash EBITDA for the six months ended June 30, 2014	9,230
Add: Cash EBITDA for the six months ended June 30, 2015	4,746
TTM Cash EBITDA	24,131
Adjustment for acquisitions or dispositions	-
Adjusted EBITDA	24,131
INTEREST COVERAGE RATIO (ICR) Adjusted EBITDA	24,131
Divided by:	, -
Interest expense	408
ICR (to be at least 3:1)	59:1
Interest expense was calculated as follows:	
Interest paid for the twelve months ended December 31, 2014	625
Less: interest paid for the six months ended June 30, 2014	407
Add: interest paid for the six months ended June 30, 2015	190
TTM interest paid	408
Adjustments	-
Interest expense was calculated as follows:	408

The Company was in compliance with the credit facility's covenants at June 30, 2015.

At June 30, 2015, the floating interest rate on the syndicated revolving credit facility was 2.9 percent, which is based on a combination of the bankers' acceptance rate and an applicable margin tied to the Company's total debt to adjusted EBITDA ratio. The Company pays a standby fee based on the daily undrawn balance of the credit facility and its total debt to adjusted EBITDA ratio. The interest and standby fee rates are adjusted two business days after the covenant's calculation for the previous fiscal quarter is received and approved by the lenders. For the third quarter of 2015, the applicable margin and standby fee will be set at the lowest rates available under the facility.

The applicable margin and standby fee rate are determined as follows:

	Applicable Margin for Canadian Prime Rate Loans	Applicable Margin for Bankers' Acceptances	Standby Fee Rate
Less than or equal to 1:1	0.50%	1.75%	0.35000%
Greater than 1:1 but less than or equal to 1.5:1	0.75%	2.00%	0.45000%
Greater than 1.5:1 but less than or equal to 2:1	1.00%	2.25%	0.50625%
Greater than 2:1 but less than or equal to 2.5:1	1.50%	2.75%	0.61875%

Toronto Stock Exchange (TSX) rules determine the number of shares the Company is permitted to purchase through its NCIB. On December 15, 2014, the Company renewed its NCIB. The Company may purchase, for cancellation, up to a maximum of 4,282,902 common shares, equal to 10 percent of the public float of 42,829,022 common shares as at December 12, 2014. The Company is limited under the NCIB to purchasing up to 23,470 common shares in any one day, subject to the block purchase exemption under TSX rules. The NCIB will continue until December 16, 2015. Purchases will be made on the open market through the TSX at the market price of such shares. All shares purchased under the NCIB will be cancelled.

During the second quarter, the Company bought 86,200 shares at an average price of \$2.56 per common share including commissions. For the six months ended June 30, 2015 the Company bought 421,400 shares at an average price of \$2.92 per common share including commission. Purchases were made on the open market through the TSX at the market price of such shares. All shares purchased under the NCIB are cancelled.

Funding for Pulse's future capital expenditures will generally depend on the level of future data library sales. Pulse's management believes that the Company's capital resources will be sufficient to finance future operations, pay dividends and carry out the necessary capital expenditures through the remainder of 2015. The Company anticipates that future capital expenditures will be financed through customer pre-funding, cash on hand, available credit facilities, and funds from operations. The Company has a \$50.0 million revolving credit facility, with \$42.0 million available at June 30, 2015 (\$48 million at July 29, 2015) for future draws, and an accordion feature allowing Pulse to increase the facility's size by up to \$20.0 million, subject to consent of the lenders. If deemed appropriate by management and the Board of Directors, Pulse can also issue common or preferred shares.

Pulse requires flexibility in managing its capital structure, including raising additional capital where required to take advantage of opportunities for seismic data acquisitions or participation surveys. Historically, the Company has used a combination of debt and equity to finance growth initiatives, and it continues to rely on key internal measures such as the total debt to TTM cash EBITDA ratio and total debt to equity ratio, to structure and forecast its capital requirements. Total debt is defined as long-term debt excluding deferred financing costs plus the operating line of credit. Pulse's management considers the current capital structure appropriate.

#### TOTAL DEBT TO TTM CASH EBITDA RATIO:

	As a	at June 30,
(thousands of dollars, except ratios)	2015	2014
Total debt	7,978	16,000
Divided by:		
TTM cash EBITDA	24,131	14,736
Total debt to TTM cash EBITDA ratio	0.33:1	1.09:1

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(thousands of dollars)	2015	2014
Cash EBITDA for the twelve months ended December 31, 2014 and 2013	28,615	19,145
Less: cash EBITDA for the six months ended June 30, 2014 and 2013	9,230	13,639
Add: cash EBITDA for the six months ended June 30, 2015 and 2014	4,746	9,230
TTM cash EBITDA	24,131	14,736

#### **TOTAL DEBT TO EQUITY RATIO:**

As	n+		liin	_	2	1
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(thousands of dollars, except ratios)	2015	2014
Total debt	7,978	16,000
Divided by: equity	50,168	60,771
Total debt to equity ratio	0.16:1	0.26:1

#### Total debt was calculated as follows:

As	at	lun	А	3	$\cap$	

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(thousands of dollars)	2015	2014		
Long-term debt	5,426	15,808		
Add: operating line of credit	2,478	-		
Add: deferred financing charges	74	192		
Total debt	7,978	16,000		

This discussion on liquidity, capital resources and capital requirements contains forward-looking information; users of this information are cautioned that actual results may vary and are encouraged to review the discussions of risk factors and forward-looking statements below.

#### **NON-CAPITAL RESOURCES**

The Company's main non-capital resource is its key management and staff. The Company has an experienced team with extensive knowledge about the seismic industry. Pulse's management understands industry cycles and how to manage the business in the downturn and recovery phases. Pulse has built strong operations, sales, financial, and information technology departments. Key management and staff are eligible to participate in the short-term and long-term incentive plans, which are tied to the Company's shareholder free cash flow per share.

#### ADDITIONAL GAAP MEASURE

In its unaudited condensed consolidated interim financial statements, the Company uses one additional measure under Canadian generally accepted accounting principles (GAAP) that is not defined under IFRS.

#### **FUNDS FROM OPERATIONS**

Management believes that funds from operations, as reported in the consolidated statements of cash flows, is a useful additional measure as it represents the cash generated during the period, regardless of the timing of collection of receivables and payment of payables. Funds from operations represents cash flow from operations excluding changes in non-cash working capital. The Company considers this to be a key measure of performance as it demonstrates Pulse's ability to generate the cash flow necessary to fund capital investments, repay debt, purchase its common shares and pay dividends. Funds from operations per share is defined as funds from operations divided by the weighted average number of shares outstanding for the period.

Funds from operations for the three months ended June 30, 2015 was \$4.9 million (\$0.09 per share basic and diluted) compared to \$8.8 million (\$0.15 per share basic and diluted) for the comparable period in 2014.

Funds from operations for the six months ended June 30, 2015 was \$7.8 million (\$0.14 per share basic and diluted) compared to \$12.4 million (\$0.21 per share basic and diluted) for the comparable period in 2014.

#### NON-GAAP FINANCIAL MEASURES AND RECONCILIATIONS

This MD&A and the Company's continuous disclosure documents provide discussion and analysis of cash EBITDA and shareholder free cash flow. IFRS do not include standard definitions for these measures and, therefore, Pulse's use may not be comparable to similar measures used and disclosed by other companies. As IFRS have been incorporated into Canadian GAAP, these non-IFRS measures are also non-GAAP measures. The Company has included these non-GAAP financial measures because management, investors, analysts and others use them to evaluate the Company's financial performance.

Cash EBITDA and shareholder free cash flow are not calculations based on IFRS and should not be considered in isolation or as a substitute for IFRS performance measures, nor should they be used as an exclusive measure of cash flow, because they do not consider working capital changes, capital expenditures, long-term debt repayments and other sources and uses of cash which are disclosed in the consolidated annual and interim statements of cash flows.

#### CASH EBITDA AND SHAREHOLDER FREE CASH FLOW

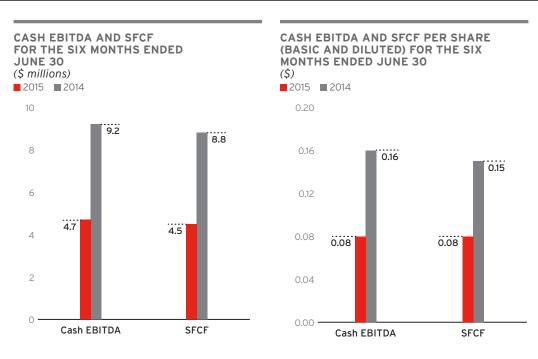
Cash EBITDA represents the capital available to invest in growing the Company's 2D and 3D seismic data library, to pay interest and principal on its credit facility, to purchase its common shares, to pay taxes if applicable, and to pay dividends.

Cash EBITDA is calculated as earnings or loss from operations before interest, taxes, depreciation and amortization less participation survey revenue, plus non-cash and non-recurring expenses. Cash EBITDA excludes participation survey revenue as this revenue is used directly to fund specific participation surveys and is unavailable for discretionary expenditures. The Company believes cash EBITDA helps investors compare Pulse's results on a consistent basis without regard to participation survey revenue and non-cash items, such as depreciation and amortization, which can vary significantly depending on accounting methods or non-operating factors such as historical cost.

Shareholder free cash flow further refines the calculation of capital available to invest in growing the Company's 3D and 2D seismic data library, to repay debt, to purchase its common shares and to pay dividends, by deducting non-discretionary expenditures from cash EBITDA. Non-discretionary expenditures are defined as debt financing costs (net of deferred financing expenses amortized in the current period) and current tax provisions.

A reconciliation of net loss to EBITDA, cash EBITDA and shareholder free cash flow follows:

	Three months ended June 30,		Six months ended June 30,	
(thousands of dollars, excepts per share data)	2015	2014	2015	2014
Net loss	(1,040)	(612)	(4,387)	(2,432)
Add:				
Amortization of seismic data library	5,303	5,842	12,595	11,674
Net financing costs	145	251	281	493
Income tax expense (reduction)	434	(212)	(689)	(825)
Depreciation	46	61	92	125
EBITDA	4,888	5,330	7,892	9,035
Deduct:				
Participation survey revenue	-	-	(3,220)	-
Add:				
Non-cash expenses	98	137	74	195
Non-recurring expenses	-	-	-	-
Cash EBITDA	4,986	5,467	4,746	9,230
Deduct:				
Net financing costs	(145)	(251)	(281)	(493)
Current income tax expense	-	-	-	-
Add:				
Non-cash deferred financing charges	30	30	59	59
Current income tax reduction	-	-	-	-
Shareholder free cash flow (SFCF)	4,871	5,246	4,524	8,796
Cash EBITA per share (basic and diluted)	0.09	0.09	0.08	0.16
SFCF per share (basic and diluted)	0.09	0.09	0.08	0.15



#### FINANCIAL INSTRUMENTS

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity. Financial instruments are recognized on the statement of financial position when the Company becomes a party to the instrument's contractual obligations. The Company's financial assets include cash and cash equivalents, trade and other receivables. Its financial liabilities mainly comprise accounts payable and the revolving term credit facility.

#### FAIR VALUE

The fair values of cash and cash equivalents, accounts receivable and accounts payable approximate their carrying amounts largely due to the short-term maturities of these instruments. The fair value of the long-term debt approximates the carrying value because interest charges under the bank loan are based on current Canadian bankers' acceptance rates and margins.

#### **CREDIT RISK**

There have been no significant changes in Pulse's credit risk as disclosed in the Company's MD&A for the year ended December 31, 2014.

At June 30, 2015, 65 percent of the total accounts receivable were due from two customers. Both accounts receivable were collected subsequent to quarter-end.

At June 30, 2015, the Company had one material receivable that was more than 60 days past due which was collected subsequent to quarter-end.

#### **INTEREST RATE RISK**

There have been no significant changes in Pulse's interest rate risk as disclosed in the Company's MD&A for the year ended December 31, 2014.

#### LIQUIDITY RISK

There have been no significant changes in Pulse's liquidity risk as disclosed in the Company's MD&A for the year ended December 31, 2014.

#### **COMMODITY PRICE RISK**

There have been no significant changes in Pulse's commodity price risk as disclosed in the Company's MD&A for the year ended December 31, 2014.

#### **NEW IFRS STANDARDS**

A number of new standards, amendments and interpretations have been issued by the International Accounting Standards Board but are not yet effective for the year ended December 31, 2015. The new standards, amendments and interpretations were not applied in preparing the condensed consolidated interim financial statements. None is expected to have a significant effect on the consolidated financial statements, except for:

> IFRS 15, Revenue from Contracts with Customers, which provides guidance on revenue recognition and relevant disclosures. The standard provides a single, principles-based five-step model to be applied to all contracts with customers. IFRS 15 was issued in May 2014 and applies to annual reporting periods beginning on or after January 1, 2017, with early adoption permitted. The new standard will also result in enhanced disclosure about revenue.

After review, Pulse's management concluded that IFRS 15 would affect the Company's policy for recognizing participation survey revenue. Pulse currently recognizes revenue on participation surveys based on percentage of completion. With the amended standard, participation survey revenue can only be recognized in the financial statements when the survey is complete in all respects, meaning the risks and rewards of the

final product have been passed on to the customer. Pulse will therefore have to adjust its revenue recognition policy accordingly and may choose to adopt these provisions before January 2017. With this adjustment, the lag between the progressive recognition of participation survey revenue and initial amortization upon survey completion will disappear.

#### CRITICAL ACCOUNTING ESTIMATES

There have been no significant changes in Pulse's critical accounting estimates as disclosed in the Company's MD&A for the year ended December 31, 2014.

## DISCLOSURE CONTROLS AND PROCEDURES (DC&P) AND INTERNAL CONTROLS OVER FINANCIAL REPORTING (ICFR)

The Company applies the COSO Internal Control — Integrated Framework (2013 Framework). There were no changes in the ICFR that occurred during the period beginning on April 1, 2015 and ending on June 30, 2015 that materially affected, or are reasonably likely to materially affect, the Company's ICFR. There were no material weaknesses relating to the design of the ICFR identified. As well, there were no limitations on the scope of the design of the DC&P or the ICFR.

#### **RISK FACTORS**

There have been no significant changes in Pulse's risk factors as described in the Company's MD&A for the year ended December 31, 2014.

#### ADDITIONAL INFORMATION

You may find additional information relating to Pulse, including the Company's Annual Information Form, on SEDAR at www.sedar.com.

#### FORWARD-LOOKING INFORMATION

This document contains information that constitutes "forward-looking information" or "forward-looking statements" (collectively, "forward-looking information") within the meaning of applicable securities legislation.

The Outlook and the Liquidity, Capital Resources and Capital Requirements sections contain forward-looking information which includes, among other things, statements regarding:

- > The Company believes there are potential opportunities to generate further transaction-based sales in the future, though their timing and amount are uncertain;
- > Pulse's overall outlook for the remainder of 2015 remains cautious, however, as conditions for traditional seismic data library sales are poor;
- > Pulse's broader view is that barring a global recession, current activity levels are not sustainable;
- > Pulse's management believes that the Company's capital resources will be sufficient to finance future operations, pay dividends and carry out the necessary capital expenditures through 2015;
- > General economic and industry outlook;
- > Pulse's capital allocation strategy;
- > Pulse's dividend policy;
- > Industry activity levels and capital spending;
- > Forecast commodity prices;
- > Forecast oil and natural gas drilling activity;

- Forecast oil and natural gas company capital budgets;
- Forecast horizontal drilling activity in unconventional oil and natural gas plays;
- Estimated future demand for seismic data:
- Estimated future seismic data sales:
- Estimated future demand for participation surveys;
- Pulse's business and growth strategy; and
- Other expectations, beliefs, plans, goals, objectives, assumptions, information and statements about possible future events, conditions, results and performance.

Sources for the forecasts and the material assumptions underlying this forward-looking information are, where applicable, noted in the relevant sections of this MD&A.

Undue reliance should not be placed on forward-looking information. Forward-looking information is based on current expectations, estimates and projections that involve a number of risks and uncertainties, which could cause actual results to vary and in some instances to differ materially from those anticipated in the forwardlooking information. Pulse does not publish specific financial goals or otherwise provide guidance, due to the inherently poor visibility of seismic revenue.

The material risk factors include, without limitation:

- Oil and natural gas prices;
- Seismic industry cycles and seasonality;
- The demand for seismic data and participation surveys;
- The pricing of data library licensing sales;
- Relicensing (change-of-control) fees, partner copy sales and asset disposition-related sales;
- The level of pre-funding of participation surveys, and the Company's ability to make subsequent data library sales from such participation surveys;
- The Company's ability to complete participation surveys on time and within budget;
- Environmental, health and safety risks;
- The effect of seasonality and weather conditions on participation surveys;
- Federal and provincial government laws and regulations, including those pertaining to taxation, royalty rates, environmental protection and safety;
- Competition;
- Dependence on qualified seismic field contractors;
- Dependence on key management, operations and marketing personnel;
- The loss of seismic data:
- Protection of intellectual property rights; and
- The introduction of new products.

The foregoing list is not exhaustive. Additional information on these risks and other factors which could affect the Company's operations and financial results is included above in "Risk Factors" in the Company's most recent annual and interim MD&A. Forward-looking information is based on the assumptions, expectations, estimates and opinions of the Company's management at the time the information is presented.