



**PetroFrontier**

Management's Discussion & Analysis

June 30, 2018

**PetroFrontier Corp.**  
**MANAGEMENT’S DISCUSSION & ANALYSIS (“MD&A”)**

*June 30, 2018*

---

PetroFrontier Corp. (the “Corporation”) is a public company, which is engaged in the business of exploring and developing petroleum and natural gas properties in western Canada. The Corporation has a fiscal year end of December 31.

This Management’s Discussion & Analysis (“MD&A”) is a review of how the Corporation performed during the period covered by the consolidated financial statements and of the Corporation’s financial condition and future prospects. The MD&A complements and supplements the consolidated financial statements of the Corporation and should be read in conjunction with the Corporation’s consolidated financial statements and the related notes for the six and three months ended June 30, 2018 and year ended December 31, 2017. The financial statements have been prepared in Canadian dollars in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”) and interpretations of the International Financial Reporting Interpretations Committee (“IFRIC”), which are also generally accepted accounting principles (“GAAP”) for publicly accountable enterprises in Canada.

The Corporation’s Board of Directors has reviewed and approved the condensed interim consolidated financial statements and MD&A, both of which are effective August 23, 2018.

**Forward-Looking Statements**

Certain statements contained in this document, including Management’s assessment of the Corporation’s future plans and operations, may constitute forward-looking statements. The use of any of the words "anticipate", "continue", "estimate", "expect", "may", "will", "project", "should", "believe", "plan" and similar expressions are intended to identify forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Corporation, or industry results, to differ materially from those expressed or implied by such forward-looking statements. The Corporation believes the expectations reflected in these forward-looking statements are based on reasonable assumptions but no assurance can be given that these expectations will prove to be correct and the forward-looking statements included in this document should not be unduly relied upon. These statements speak only as of the date of this document.

**Non-IFRS Measures**

The financial data presented herein has been prepared in accordance with IFRS. The Corporation has also used certain measures of financial reporting that are commonly used as benchmarks within the oil and natural gas production industry in the following MD&A discussion. The measures are widely accepted measures of performance and value within the industry and are used by investors and analysts to compare and evaluate oil and natural gas exploration and producing entities. Most notably, is “operating netback”. Operating netback is a benchmark used in the crude oil and natural gas industry to measure the contribution of oil and natural gas sales and is calculated by deducting royalties and operating expenses from revenues on a dollar basis divided by total production for the period on a boe or bbl basis. This measure is not defined under IFRS and should not be considered in isolation or as an alternative to conventional IFRS measures. This measure and its underlying calculations are not necessarily comparable or calculated in an identical manner to a similarly titled measure of another entity. When this measure is used, it is defined as “non IFRS” and should be given careful consideration by the reader.

**PetroFrontier Corp.**  
**MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")**

June 30, 2018

---

Other terms used in this report are as follows:

bbl - barrel  
bbls/d - barrels per day  
WTI – West Texas Intermediate (a light oil reference price)  
WCS – Western Canadian Select (a heavy oil reference price)

**Corporate Overview**

The Corporation is engaged in exploring for and the production of petroleum and natural gas in western Canada. The current core property is Cold Lake, a conventional heavy oil project.

The Corporation has two wholly-owned inactive Australian subsidiaries, PetroFrontier (Australia) Pty Ltd and Texalta (Australia) Pty Ltd (collectively "PetroFrontier (Australia)"). When used herein, the term "Corporation" includes PetroFrontier (Australia) on a consolidated basis.

The Corporation operates from its offices located at 900, 903 8<sup>th</sup> Ave. SW, Calgary, Alberta, T2P 0P7.

The common shares of the Corporation trade on the TSX Venture Exchange under the trading symbol "PFC".

**Overview of Consolidated Financial Results**

The following selected financial data is derived from the audited consolidated financial statements of the Corporation and reference should be made to such financial statements for the three and six months ended and as at June 30:

	<b>Three months ended and as at June 30</b>		<b>Six months ended and as at June 30</b>	
	<b>2018</b>	<b>2017</b>	<b>2018</b>	<b>2017</b>
Net and comprehensive loss	112,328	428,766	736,150	844,166
Per common share (basic and diluted)	0.00	0.00	0.01	0.01
Working capital (deficiency)	(3,868,849)	(158,445)	(3,868,849)	(158,445)
Total assets	21,576,900	22,017,690	21,576,900	22,017,690
Total long-term liabilities	3,980,071	6,152,758	3,980,071	6,152,758
Shareholders' equity	12,518,056	14,088,707	12,518,056	14,088,707

The Corporation's net loss for the second quarter of 2018 is discussed further in the section "*Discussion of Operations*" and the working capital deficiency is discussed under "*Liquidity and Capital Resources*".

**Outlook**

The Corporation has now diversified its interests into two separate contiguous areas near established oil plays dominated by large oil companies. PetroFrontier is focused on commencing initial development on its substantial portfolio of horizontal drilling locations. The hurdle remains accessing capital markets; a challenge for small and large producers alike given continuing volatility in world oil prices and the historically high differentials between realized oil prices and WTI and WCS prices. As the industry watches for macro-events to provide a more favourable environment in which to access capital, the Corporation

continues to focus on cost control as well as limiting capital spending in order to maintain production and cashflow from operations. This is reflected in its reduced G&A costs as well as the decrease in production operating costs contributing to a reduction of the Corporation's net and comprehensive loss compared to the first quarter of 2018. These improving metrics coupled with the previously announced credit facility (see "*Convertible note payable*") have provided the Corporation with a greater ability to meet the on-going challenges mentioned above.

### **Cold Lake property**

The Corporation currently has interests in approximately 18 gross (16.5 net) sections arising under several joint operations with the wholly-owned energy companies of the Cold Lake First Nations ("CLFN").

As at June 30, 2018, fourteen (14) wells have been drilled under the joint ventures establishing multi-zone productivity and substantial reserves. Two horizontal wells and one slant well were drilled in the first quarter of 2017 to establish additional reserves with respect to the Corporation's already substantial reserves base and to increase daily production. These three wells continue to perform within the range of expectation as they clean-up and evidence good fluid production and sand-cuts indicative of early-stage propagation of the worm-holes vital to sustained long-term oil deliverability.

### **Discussion of Operations**

#### *Revenue*

	2018		2017	
	Q2	Q1	Q2	Q1
Revenue	\$1,283,113	\$928,568	\$1,351,105	\$1,354,047
# bbls	27,497	30,530	34,631	36,778
Bbls/d	302	339	381	409
Revenue per bbl	\$46.66	\$30.41	\$39.01	\$36.82
WCS -\$C per bbl	\$62.75	\$48.76	\$49.96	\$49.36
Differential to WCS price	25.6%	30.4%	21.9%	25.4%

The petroleum revenue for the six months ended June 30, 2018 was \$2,211,681 (2017 - \$2,705,062) a decrease of \$493,381 with production averaging 321 bbls/d (2017 - 395 bbls/d). The Corporation realized an average price of \$38.12 per bbl for the first half of 2018 (2017 - \$37.88) while the WCS benchmark price for heavy oil averaged C\$55.73 (2017 - C\$49.68) for the same period. The decrease in revenue in the first six months of 2018 as compared to the comparable period in 2017 is attributable to a decrease of 13,382 in the barrels sold as the realized selling price of oil remained virtually unchanged.

The Corporation's realized sales price is lower than the WCS benchmark price as the Corporation sells lower gravity oil than used in setting the WCS benchmark price.

#### *Royalties*

Royalty expense was \$172,030 in the first half of 2018 and averaged 7.8% of net petroleum revenue which is comparable to 2017 where royalties were 7.7% of petroleum revenue. Royalties are generally paid to Indian Oil and Gas Canada on behalf of the Cold Lake First Nation.

### *Production operating costs*

Production operating costs decreased \$349,722 for the six months ended June 30, 2018 as compared to the same period in 2017. Total production operating costs were \$1,353,171 to June 30, 2018 compared to \$1,702,893 in 2017. The decrease in 2018 costs is primarily related to the Corporation's on-going cost reduction efforts as well as a reduction in sand handling costs as no wells were drilled in 2018 as compared to 3 wells in 2017. In addition, with 2018 production being lower, petroleum transportation costs have decreased while the Corporation has still been able to achieve higher operating efficiencies in spite of fixed operating costs being spread over a reduced production base. In this regard, average production in the first half of 2018 was 321 bbls/d compared to 395 bbls/d in 2017. The prominent production costs continue to be for sand handling, utilities and petroleum transportation.

### *General and administrative expense*

The main components of the Corporation's general and administrative expenditures are as follows:

	<b>Three months ended June 30</b>		<b>Six months ended June 30</b>	
	<b>2018</b>	<b>2017</b>	<b>2018</b>	<b>2017</b>
	<b>(\$)</b>	<b>(\$)</b>	<b>(\$)</b>	<b>(\$)</b>
Salaries and benefits	217,630	244,642	469,072	491,352
Office costs	92,547	76,877	161,262	175,011
Professional fees	94,394	95,470	147,715	157,386
Corporate and regulatory	12,463	16,495	18,296	16,494
	<b>417,034</b>	<b>433,484</b>	<b>796,345</b>	<b>840,243</b>

Overall, the general and administrative expenses are comparable quarter over quarter. The office costs have decreased in 2018 as a new lease commenced in the latter half of 2017 at a reduced cost.

### *Depletion and depreciation*

Depletion and depreciation was \$417,316 for the six months ended June 30, 2018 (2017 - \$470,491). Depletion relates to the resource assets and is based on the unit-of-production method based on proven and probable reserves. The depletion expense per bbl in the first half of 2018 was \$7.17 as compared to \$6.59 in 2017.

### *Accretion on decommissioning liabilities*

Accretion expense was \$125,649 for 2018 (2017 - \$117,939) and reflects the increase in the liability due to the passage of time.

### *Share-based compensation*

Share-based compensation was \$35,500 for 2018 (2017 - \$106,514) and is based on the vesting of stock options.

### *Finance income and expense*

Finance expense was \$47,819 for the first half of 2018 as compared to \$107,143 for the same period in 2017. The decrease relates to the accretion of the debenture which was fully accreted in 2017 and thus no accretion is recorded on 2018. The interest on the convertible note payable was minimal for the six months ended June 30, 2018 as the first draw of \$500,000 occurred on May 31, 2018.

### Operating Netback

The following table details the Corporation's operating netback for the three months ended June 30:

	Three months ended June 30, 2018		Six months ended June 30, 2018	
		Per boe		Per boe
Production (boe)	27,497		58,027	
Average daily production (boe/d)	302		321	
Petroleum and natural gas revenue	\$1,283,113	\$46.66	\$2,211,681	\$38.12
Royalties	\$92,991	\$3.38	\$172,030	\$2.96
Production operating costs <sup>(1)</sup>	\$522,077	\$18.99	\$1,210,929	\$20.87
<b>Operational netback</b>	<b>\$668,125</b>	<b>\$24.29</b>	<b>\$828,722</b>	<b>\$14.28</b>

(1) excludes annual lease rentals of \$45,337 and \$142,242 for the three and six months ended June 30, 2018, respectively, related to non-producing lands

	Three months ended June 30, 2017		Six months ended June 30, 2017	
		Per boe		Per boe
Production (boe)	34,631		71,409	
Average daily production (boe)	381		395	
Petroleum and natural gas revenue	\$1,351,015	\$39.01	\$2,705,062	\$37.88
Royalties	\$97,413	\$2.81	\$207,537	\$2.91
Production operating costs <sup>(2)</sup>	\$821,110	\$17.37	\$1,654,400	\$23.16
<b>Operational netback</b>	<b>\$432,492</b>	<b>\$12.49</b>	<b>\$843,125</b>	<b>\$11.81</b>

(2) excludes annual lease rentals of \$35,778 and \$48,493 for the three and six months ended June 30, 2017, respectively, related to non-producing lands

The Corporation's operating netback was higher in the second quarter of 2018 when compared to the second quarter in 2017 as there was a significant increase in the selling price per barrel of oil of \$7.61. Production operating costs in 2018 and 2017 reflect the sand handling costs associated with the wells drilled in 2017 during the clean-up phase. Sand handling costs make up a major portion of the production operating costs of CHOPS wells. Initial production from CHOPS wells in the Cold Lake area may contain 50% or more sand during the clean-up phase (typically 6 - 12 months), whereas that sand cut typically drops to 10 - 20% following clean-up, resulting in lower operating costs.

The petroleum revenue for the heavy oil produced at Cold Lake is based on the WCS Benchmark price.

Details of quarterly pricing in 2018 and 2017 is as follows:

<b>2018</b>		<b>Q2</b>	<b>Q1</b>
WTI - \$US/bbl		67.88	62.87
WCS Benchmark –US\$/bbl		48.61	38.59
WCS Dollar Differential –US\$/bbl		19.27	24.28
WCS % Differential		28%	39%

  

<b>2017</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>
WTI - \$US/bbl	55.40	48.21	48.29	51.91
WCS Benchmark –US\$/bbl	43.14	38.26	37.16	37.33
WCS Dollar Differential –US\$/bbl	12.26	10.05	11.13	14.58
WCS % Differential	22%	21%	23%	28%

As with most energy companies today, an increase in crude oil prices will have a significant positive impact on bottom line operating results. Management is prepared to increase activity with a view to increasing production in a more favourable price environment, which would improve the netback given the effect of spreading fixed operating costs over a larger production base.

#### *Quarterly results – Second quarter*

The revenue in the second quarter of 2018 was \$1,283,113 as compared \$928,568 in the first quarter of 2018. The increase in revenue reflects an increase in the WTI pricing in the second quarter which resulted in a realized price to the Corporation of C\$46.66 per bbl versus \$30.41 per bbl in the first quarter of 2018. Sales production decreased 4,069 bbl in the second quarter of 2018 as compared to the first quarter of 2018.

Second quarter royalty expense of \$92,991 was 7.2% of revenue and was consistent with previous quarters.

Production operating costs of \$567,414 were \$218,696 lower than the first quarter of 2018. This reflects lower sand removal and utility costs.

General and administrative costs in the second quarter of 2018 were \$417,034 and are comparable to the 2018 first quarter expense of \$379,311.

Depletion and depreciation expense was \$194,146 for the three months ended June 30, 2018 and is comparable to the first quarter expense of \$223,170. The depletion expense per bbl in the second quarter of 2018 was \$7.20 as compared to \$7.31 in the first quarter of 2018.

The share-based compensation expense of \$35,500 relates to the vesting of share options.

The net loss in the second quarter of 2018 was \$112,328 as compared to the 2018 first quarter loss of \$623,822. The decrease in the loss in the second quarter of \$511,494 results primarily from improved pricing for oil and a substantial reduction in operating costs.

#### *Cash*

As at June 30, 2018, the Corporation had cash of \$104,650 as compared to \$221,461 as at December 31, 2017. The decrease in cash of \$116,811 results primarily from cash used in operations of \$497,381, capital expenditures of \$119,430 offset by the proceeds of \$500,000 from the issuance of the convertible note.

### *Trade and other receivables*

The balance of trade and other receivables of \$948,180 at June 30, 2018 is comprised primarily of amounts owing from oil operations which have subsequently been collected.

### *Prepaid Expenses and Deposits*

Prepaid expenses and deposits at June 30, 2018 was \$157,094 and is primarily comprised of annual industry fees.

### *Trade and other payables*

Trade and other payables at June 30, 2018 were \$1,883,773 as compared to \$1,924,506 at December 31, 2017. The trade and other payables reflect a slower payment schedule in order to manage liquidity.

### *Convertible note payable*

On May 16, 2018, the Corporation finalized a credit facility with a corporation controlled by a director (the “Lender”), which provides for a credit facility not exceeding \$1,500,000. The advances under the credit facility bear interest at 8% per annum payable monthly and are secured by a General Security Agreement with the minimum advance being \$500,000. The Lender will also be paid a structuring fee equal to 2% of the amount of any advance under the credit facility, with a minimum structuring fee of \$10,000 payable.

The Lender will have the option to convert the advances under the credit facility into common shares of the Corporation (“Common Shares”). The conversion price per Common Share shall be: (i) \$0.08 for the first year of the term of the loan; and (ii) \$0.10 for the second year of the term of the loan.

The credit facility matures two years from the date of closing.

To date, \$500,000 has been advanced under this credit facility and \$10,000 has been paid as structuring fee.

### *Debenture*

	<b>June 30, 2018 (\$)</b>	<b>December 31, 2017 (\$)</b>
Balance, beginning of year	3,000,000	2,663,207
Accretion in the year	-	336,793
	3,000,000	3,000,000
Less: current portion	(3,000,000)	(3,000,000)
Balance, end of period	-	-

On July 21, 2016, the Corporation issued a 3% secured convertible debenture in the principal amount of \$3,000,000 to Kasten Energy Inc. (“Kasten”). The debenture matures no later than June 30, 2019 and is secured against the property of the Corporation with interest payable monthly.

The Corporation may redeem the debenture prior to maturity as follows:

- By a cash payment of the principal and interest outstanding at the time or;
- By the issuance of common shares at a conversion price of \$0.157 if the Corporation had completed a minimum \$2,000,000 flow-through private placement (“FT Placement”) of common shares (“FT Shares”) on or before June 30, 2018 at a price of not less than \$0.157 per FT Share and the average price of WTI crude as quoted on NMYEX is the USD\$50 (for the 20-day period ending five days

before the repayment date). This did not occur and as such, this option has expired.

As at June 30, 2018 interest of \$112,500 (December 31, 2017 \$67,500) had not been paid as required under the original terms of the debenture. On April 25, 2018, the debenture holder waived the requirement to pay interest until maturity including the arrears interest.

#### *Net Loss*

The Corporation recorded a net loss in the first half of 2018 of \$736,150 as compared to a loss of \$844,166 in 2017. The loss in 2018 has improved as compared to 2017 because of improved oil prices and a reduction in costs.

#### **Common share information**

##### *Issued – common shares*

	<b>Six Months Ended June 30, 2018</b>		<b>Year Ended December 31, 2017</b>	
	Number of shares	Amount (\$)	Number of shares	Amount (\$)
<b>Common Shares</b>				
Balance, beginning and end of period	149,600,768	131,202,046	149,600,768	131,202,046

At the date of this MD&A, there are 149,600,768 Common Shares outstanding.

##### *Stock options*

Officers and directors of the Corporation have been granted options to purchase common shares. Options granted have a term of five years to expiry and typically vest equally over a two-year period on the basis of 40% on the date of grant, 30% on the first anniversary date of the grant, and 30% on the second anniversary date of the grant. The exercise price of each option equals the market price or greater of the Corporation's common shares on the date of grant.

The following table summarizes the changes to the Corporation's option plan:

	<b>Six months ended June 30, 2018</b>		<b>Year ended December 31, 2017</b>	
	#	Weighted average exercise price	#	Weighted average exercise price
Outstanding, beginning and end of period	13,900,000	\$ 0.16	13,900,000	\$ 0.16
Exercisable, end of period	10,060,000	\$ 0.16	6,220,000	\$ 0.16

The following table summarizes stock options outstanding and exercisable under the plan at June 30, 2018.

Exercise price (\$)	Options outstanding			Options exercisable	
	Number outstanding at period end	Weighted average remaining contractual life	Weighted average exercise price	Number exercisable at period end	Weighted average exercise price
\$0.18	1,100,000	0.33	\$0.18	1,100,000	\$0.18
\$0.16	12,800,000	3.08	\$0.16	8,960,000	\$0.16

The potential diluted number of common shares outstanding is as follows:

	<b>June 30, 2018</b>
Common shares	149,600,768
Options	13,900,000
Total common shares (diluted)	163,500,768

### Liquidity and capital resources

As at June 30, 2018, the Corporation had \$104,650 (December 31, 2017 - \$221,461) in cash. The Corporation was unable to pay debenture interest of \$112,500 as described in *Debenture* and has a working capital deficiency of \$3,868,849 (December 31, 2017 - \$3,814,066). In recognition of these conditions, the Corporation negotiated in the second quarter of 2018, a credit facility not exceeding \$1,500,000 which is further described below in *Convertible Note Payable*, has taken steps to reduce operational costs and will seek the continued support of the debenture holder. These undertakings, while significant, may not be sufficient in and of themselves to enable the Corporation to fund all aspects of future operations, and accordingly, management will need to pursue other financing alternatives to fund the Corporation so that it may continue as a going concern. The necessary financing may require the issuance of equity and/or debt instruments. There is no assurance that such initiatives may be successful.

The Corporation expects to generate sufficient funds from future operations in order to adequately fund general operations for a period of at least 12 months with the credit facility now finalized but may require additional funds in order to meet the expenditures further described below under *Material Contracts, Commitments and Contingencies*.

The pace of future capital investment and the related financial liabilities incurred from the capital investment program will be dependent upon the Corporation's capacity to secure additional equity/debt financing on favorable terms. The Corporation had no defaults or breaches on any of its financial liabilities other than the payment of debenture interest as previously discussed. The Corporation expects to satisfy obligations under trade and other payables in less than one year.

### Material Contracts, Commitments and Contingencies

#### Office lease

The Corporation has an office lease that requires monthly payments of \$8,288 and expires March 29, 2019.

During the six months ended June 30, 2018, the Corporation expensed \$37,742 relating to operating leases (June 30, 2017 - \$37,411).

### Drilling commitments

The Corporation has a commitment to drill one well by December 31, 2018 at a cost of approximately \$650,000, however, the Corporation is in discussions to extend the drilling commitment for one year until December 31, 2019. The Corporation may be required to secure debt and/or equity financing in order to meet their 2018 capital commitment otherwise the petroleum and natural gas lease may not be renewed.

### Decommissioning obligations

Pursuant to the Inactive Well Compliance Program, the Corporation has identified 13 wells that will require some form of surface and/or downhole reclamation work by March 2019. The estimated cost of the work is \$195,000 and has been included in the current portion of decommissioning liabilities on the Consolidated Statement of Financial Position at June 30, 2018.

### Litigation

During the year ended December 31, 2014, Macquarie Capital Markets Canada Ltd. filed a Statement of Defense and Counterclaim against the Corporation in response to a Statement of Claim filed by the Corporation against Macquarie in the Court of Queen's Bench of Alberta on July 7, 2014. The Corporation has not recorded a contingent liability associated with the Counterclaim as the Corporation is of the opinion the Counterclaim is without merit. The Corporation is continuing with its lawsuit against Macquarie and its defense of the Counterclaim.

### Development Agreement

On May 9, 2018, the Corporation entered into a development agreement (the "Agreement") with Bigstone Oil & Gas Ltd., the wholly-owned energy company of the Bigstone Cree Nation. The Agreement provides for the development of an initial 3,040 acres of oil and gas rights from surface to the base of the Mannville in the Wabasca area of north-central Alberta under lease to Bigstone Oil & Gas Ltd. (the "Lease"). The Lease provides for an Alberta Provincial Crown equivalent royalty with a minimum rate of 10%. Under the terms of the Agreement, PetroFrontier, as operator, has the right to earn a 90% before payout working interest and 50% after payout working interest in five earning wells to be drilled by March 31, 2021 and a 50% working interest in the balance of the Lease. The lease cost of \$300,000 and will be due in the third quarter of 2018.

### **Financial Instruments and Other Instruments**

The Corporation's financial instruments consist of cash, trade and other receivables, trade and other payables, convertible note payable and the debenture. It is management's opinion that the Corporation is not exposed to significant interest, currency or credit risks arising from these financial instruments and that the fair value of these financial instruments approximates their carrying values, as applicable.

### Credit risk

Credit risk is primarily related to the Company's trade receivables from petroleum and natural gas marketers and the risk of financial loss if a marketer fails to meet its contractual obligation. The Company's policy to mitigate credit risk associated with these receivables is to establish marketing relationships with large, credit worthy purchasers. The Company has not experienced any collection issues with its petroleum and natural gas marketers. As at June 30, 2018, the Corporation's trade accounts receivables were all current. No default on outstanding receivables is anticipated and, as such, no provision for doubtful accounts has been recorded.

## Interest rate risk

At June 30, 2018 and 2017, the Corporation had no outstanding floating interest rate debt and is not exposed to interest rate risk at this time.

## Liquidity risk

Liquidity risk relates to the risk the Corporation will encounter difficulty in meeting obligations associated with financial liabilities. The current fixed financial liabilities on its statement of financial position are limited to accounts payable and accrued liabilities. The Corporation anticipates it will continue to have adequate liquidity to fund its existing current financial liabilities and ongoing operating and general administrative expenses through future operations with the closing of the new credit facility (see “*Convertible note payable*”) and with the continued support of the debenture holder. The pace of future capital investment and the related financial liabilities incurred from the capital investment program will be dependent upon the Corporation’s capacity to secure additional equity/debt financing on favorable terms. The Corporation expects to satisfy obligations under trade and other payables in less than one year. This matter is also discussed in note 2 of the first quarter of the 2018 Financial Statements.

## Summary of Quarterly Results (unaudited)

<b>Fiscal Quarter Ended - \$</b>	<b>June 30, 2018</b>	<b>March 31, 2018</b>	<b>December 31, 2017</b>	<b>September 30, 2017</b>
Revenue	1,283,113	928,568	1,125,571	1,537,431
Net loss	112,328	623,822	658,691	258,649
Net loss per share	0.00	0.01	0.00	0.00

  

<b>Fiscal Quarter Ended - \$</b>	<b>June 30, 2017</b>	<b>March 31, 2017</b>	<b>December 31, 2016</b>	<b>September 30, 2016</b>
Revenue	1,351,015	1,354,047	703,243	558,142
Net (income) loss	428,766	415,400	(1,224,829)	1,080,991
Net (income) loss per share	0.00	0.01	(0.01)	0.01

The net income derived in the fourth quarter of 2016 results from the gain of \$2,154,428 from the acquisition of the Kasten Assets.

The loss in the third quarter of 2017 is lower than the other 2017 quarterly losses as production was higher in the third quarter resulting in increased revenues to cover fixed costs.

## Related parties

The Corporation is related to Kasten as a director of the Corporation is also an officer of Kasten. Pursuant to the Agreement of Purchase & Sale regarding the Kasten assets, Kasten agreed to act as a bare trustee which primarily included receiving the monthly cash receipts from petroleum and natural gas sales and forwarding the monies to the Corporation.

Other related party transactions are as follows:

- The \$3,000,000 debenture issued to Kasten as part of the 2016 purchase consideration remains outstanding.

- Interest expense for the six months ended June 30, 2018 related to Kasten debenture of \$45,000 (2017 - \$107,243) was recorded in the Statement of Loss and Comprehensive Loss. At June 30, 2018, \$112,500 (December 31, 2017 - \$67,500) remains unpaid and is included in trade and other payables.
- The convertible note payable of \$500,000 is owing to a company controlled by a director. Interest expense for the six months ended June 30, 2018 of \$3,288 and a \$10,000 structuring fee was paid and recorded in the Statement of Loss and Comprehensive Loss.
- During 2017, the Corporation acquired drilling inventory at fair value from a supplier in which a director holds an interest. At June 30, 2018, \$153,986 (December 31, 2017 - \$294,265) is included in trade and other payables.

### **Off Balance Sheet Arrangements**

The Corporation had no guarantees or off-balance sheet arrangements except for certain lease agreements that were entered into in the normal course of operations. All leases are treated as operating leases whereby the lease payments are included in operating expenses or general and administrative expenses depending on the nature of the lease. No asset or liability value has been assigned to these leases on the balance sheet as at June 30, 2018. The total future obligation from these operating leases is described above in the section "Material Contracts, Commitments and Contingencies".

### **Accounting Standards Adopted in the First Quarter of 2018**

#### ***IFRS 9 – Financial Instruments***

Effective January 1, 2018, the Corporation adopted *IFRS 9 – Financial Instruments* ("IFRS 9") which supersedes *IAS 39 – Financial instruments: recognition and measurement* ("IAS 39"). The new standard replaces the current multiple classification and measurement models for financial assets and liabilities with a single model that has only two classifications: amortized cost and fair value. Under IFRS 9, where the fair value option is applied to financial liabilities, any change in fair value resulting from an entity's own credit risk is recorded through other comprehensive income (loss) rather than net income (loss). The new standard also introduces a credit loss model for evaluating impairment of financial assets. There is no significant effect on the carrying value of other financial instruments under IFRS 9 related to this new requirement.

Under IFRS 9, financial assets are classified and measured based on the business model in which they are held and the characteristics of their contractual cash flows. IFRS 9 contains three primary measurement categories for financial assets: measured at amortized cost, fair value through other comprehensive income ("FVTOCI") and fair value through profit and loss ("FVTPL"). The IFRS 9 accounting model for financial liabilities is broadly the same as that in IAS 39 meaning that most financial liabilities will continue to be measured at amortized cost.

IFRS 9 replaces the "incurred loss" model in IAS 39 with a forward-looking "expected credit loss" ("ECL") model for determining impairment or recognition of credit losses on financial assets measured at amortized cost ("AC") or at FVTOCI. There is no impact to the Corporation as credit losses have been non-existent as the customers have had strong credit.

Below is a summary indicating the classification and measurement bases of the Corporation's financial instruments as at January 1, 2018, as a result of adopting IFRS 9 along with a comparison to IAS 39.

Financial Instrument	IAS 39		IFRS 9	
	Classification	Measurement	Classification	Measurement
Asset				
Cash	FVTPL	Fair value	Amortized cost	Amortized cost
Trade and other receivables	Loans and receivables	Amortized cost	Amortized cost	Amortized cost
Deposits	Loans and receivables	Amortized cost	Amortized cost	Amortized cost
Liabilities				
Trade and other payables	Other financial liabilities	Amortized cost	Amortized cost	Amortized cost
Debentures < 1 year	Other financial liabilities	Amortized cost	Amortized cost	Amortized cost

### ***IFRS 15 – Revenue from Contracts with Customers***

This standard provides a single model that applies to contracts with customers as well as two revenue recognition approaches: at a point in time or over time. The model features a contract-based, five-step analysis of transactions to determine whether, when and the amount of revenue is recognized. The new standard applies to contracts with customers. The new revenue standard permits a full retrospective method of adoption with restatement of all prior periods presented, or a modified retrospective method with the cumulative effect of applying the new standard recognized as an adjustment to opening retained earnings in the period of adoption.

The Corporation reviewed its revenue streams and major contracts with customers under IFRS 15 and determined there were not material changes to net loss or timing of petroleum revenue recognized.

Under IFRS 15, revenue from the sale of commodities is calculated by reference to consideration specified in contracts with customers and recognized when control of the product is transferred to the buyer. The nature of each its performance obligations, including roles of their parties and partners, are evaluated to determine if the Company acts as a principal and therefore revenues on a gross basis or as an agent and therefore recognizes revenue on a net basis. The Corporation would act as a principal when it controls the product delivered before the control passes to the customer.

Revenue from the sale of crude oil is recognized based on the consideration specified in contracts with customers. The Corporation recognizes revenue when control of the product transfers to the buyer and collection is reasonably assured. This is generally at the point in time when the customer obtains legal title to the product which is when it is physically transferred to the pipeline or battery.

When allocating the transaction price realized in contracts with multiple performance obligations, the Corporation is required to make estimates of the prices at which the product would sell separately to customers. The corporation does not currently have ant contracts with multiple performance obligations.

### **Accounting Standard Issued but Not Yet Applied**

In January 2016, the IASB issued IFRS 16, “Leases” (“IFRS 16”) to replace IAS 17, “Leases”. Under IFRS 16, a single recognition and measurement model will apply for lessees, which will require recognition of assets and liabilities for most leases. IFRS 16 is effective for years beginning on or after January 1, 2019 with earlier adoption permitted. The Corporation is currently evaluating the impact of adopting IFRS 16 on the Corporation's consolidated financial statements.

## **Business Risks and Uncertainties**

The Corporation's business is subject to risks inherent in oil and natural gas exploration and development operations. In addition, there are risks associated with the Corporation's current and future operations in the jurisdictions in which it operates. The Corporation has identified certain risks pertinent to its business including: exploration and reserve risks, drilling and operating risks, changes to regulatory requirements, costs and availability of materials and services, capital markets and the requirement for additional capital, loss of or changes to joint venture or related agreements, economic and sovereign risks, reliance on joint venture partners, market risk, volatility of future oil and natural gas prices and foreign currency risk. Management seeks to reduce such risks by employing professionals and utilizing consultants and contractors to conduct the business of the Corporation in strict compliance with corporate governance, operating, safety, health and environmental requirements and best practices.

Further, in this regard, management also places great emphasis on fostering and maintaining a strong working relationship with its partners, CLFN and its wholly-owned energy company, with respect to the on-going development of CLFN lands.

### *Limited Operating and Earnings History*

The Corporation has no earnings history. The Corporation's future business plans may require significant expenditure, particularly capital expenditure, in the establishment of Canadian oil and gas operations. Any future profitability from the Corporation's business will be dependent upon the successful acquisition of new lands, and there can be no assurance that the Corporation will achieve profitability in the future.

### *Investment Risks*

The timing and extent of revenues is variable and uncertain and accordingly the Corporation is unable to predict when, if at all, profitability will be achieved. An investment in the Common Shares is highly speculative and should only be made by persons who can afford a significant or total loss of their investment.

### *History of Losses*

The Corporation has historically incurred losses from operations. As at June 30, 2018, the Corporation had a cumulative deficit of \$125,320,469. There can be no assurance that the Corporation will achieve profitability in the future. In addition, should the Corporation be unable to continue as a going concern, realization of assets and settlement of liabilities other than in the normal course of business may be at amounts significantly different from those in the financial statements.

### *Cash Flow Used in Operations*

The cash flow generated used in operations of the Corporation for the six months ended June 30, 2018 was \$497,381. The Corporation has a history of negative cash flow from operations and the inability of the Corporation to generate positive operating cash inflow in the future could have a material adverse impact on its business, operations and prospects.

### *Competition*

Oil and gas exploration is intensely competitive in all phases and involves a high degree of risk. The Corporation competes with numerous other participants in the search for, and the acquisition of, oil and natural gas properties. The Corporation's competitors include oil and natural gas companies that have substantially greater financial resources, staff and facilities than those of the Corporation. The Corporation's

ability to add reserves in the future will depend not only on its ability to explore and develop properties, but also on its ability to select and acquire suitable producing properties or prospects for exploratory drilling. Competitive factors in the distribution and marketing of oil and natural gas include price and methods and reliability of delivery. Competition may also be presented by alternate fuel sources.

#### *Operational Dependence*

In the future, the Corporation may enter into operations in which it is not the operator or which may be dependent or effected by the activities or conduct of third parties. As such, the Corporation may have limited ability to exercise influence or control over the operation of such assets or their associated costs, which could adversely affect the Corporation's financial performance. Therefore, the Corporation's return on such operations will depend upon a number of factors that may be outside of the Corporation's control, including the timing and amount of capital expenditures, an operator's or other third party's expertise and financial resources, the approval of other participants, the selection of technology and risk management practices.

#### *Reliance on Key Personnel*

The Corporation's success will depend in large measure on the performance of the Board and other key personnel. The loss of services of such individuals could have a material adverse effect on the Corporation. The Corporation does not have key person insurance in effect for management. The contributions of these individuals to the immediate operations of the Corporation are likely to be of central importance. In addition, there can be no assurance that the Corporation will be able to continue to attract and retain all personnel necessary for the development and operation of its business. Investors must rely upon the ability, expertise, judgment, discretion, integrity and good faith of the management of the Corporation.

#### *Assessments of Value of Acquisitions*

Acquisitions of oil and natural gas issuers and oil and natural gas assets are typically based on engineering and economic assessments made by independent engineers and the Corporation's own assessments. These assessments will include a series of assumptions regarding such factors as recoverability and marketability of oil and gas, future prices of oil and gas and operating costs, future capital expenditures and royalties and other government levies which will be imposed over the producing life of the reserves. Many of these factors are subject to change and are beyond the Corporation's control. In particular, the prices of, and markets for, oil and natural gas products may change from those anticipated at the time of making such assessment. In addition, all such assessments involve a measure of geological and engineering uncertainty which could result in lower than anticipated production and reserves. Initial assessments of acquisitions may be based on reports by a firm of independent engineers that are not the same as the firm that the Corporation may use for its year-end reserve evaluations. Because each of these firms may have different evaluation methods and approaches, these initial assessments may differ significantly from the assessments of the firm used by the Corporation. Any such instance may offset the return on and value of the Common Shares.

#### *Estimate of Fair Market Value*

There are numerous uncertainties inherent in an estimate of fair market value including many factors beyond the Corporation's control. The valuations herein represent estimates only. In general, estimates are based upon a number of variable factors and assumptions, such as engineering and geophysical information pertaining to hydrocarbon potential, current material contracts of the Corporation, production history of competitors on similar land positions, access to lands, availability, timing and amount of capital expenditures, marketability of oil and natural gas, royalty rates, the assumed effects of regulation by governmental agencies, and future operating costs, all of which may vary from actual results. All such estimates are to some degree speculative and are only attempts to define the degree of speculation involved.

### *Insurance*

Oil and natural gas exploration, development and production operations are subject to all the risks and hazards typically associated with such operations, including hazards such as fire, explosion, blowouts, cratering, sour gas releases and spills, each of which could result in substantial damage to oil and natural gas wells, production facilities, other property and the environment or in personal injury. However, such insurance has limitations on liability that may not be sufficient to cover the full extent of such liabilities. In addition, such risks may not be insurable in all circumstances or, in certain circumstances, the Corporation may elect not to obtain insurance to deal with specific risks due to the high premiums associated with such insurance or other reasons. The payment of any such uninsured liabilities would reduce the funds available to the Corporation. The occurrence of a significant event that the Corporation is not fully insured against, or the insolvency of the insurer of such event, could have a material adverse effect on the Corporation's financial position, results of operations or prospects. The Corporation believes it is adequately insured for normal risks.

### *Corporate Matters*

The Corporation does not anticipate the payment of any dividends on the Common Shares for the foreseeable future. Certain directors and officers of the Corporation are also directors and officers of other oil and natural gas companies involved in natural resource exploration and development, and conflicts of interest may arise between their duties as directors and officers of the Corporation and as directors and officers of such other companies. Such conflicts must be disclosed in accordance with and are subject to such other procedures and remedies as applicable under, the Alberta Business Corporations Act.

### *Title to Properties*

Title to oil and natural gas interests is often not capable of conclusive determination without incurring substantial expense. Although title reviews will be done according to industry standards prior to the purchase of most oil and natural gas producing properties or the commencement of drilling wells, such reviews do not guarantee or certify that an unforeseen defect in the chain of title will not arise to defeat the claim of the Corporation. To the extent title defects do exist, it is possible the Corporation may lose all or a portion of its right, title, estate and interest in and to the properties to which the title relates.

### *Additional Funding Requirements*

The Corporation will require additional financing from time to time in order to carry out oil and natural gas exploration and development activities. Failure to obtain such financing on a timely basis could cause the Corporation to have limited ability to expend the capital necessary to undertake or complete future exploration programs, forfeit its interest in certain properties, miss certain acquisition opportunities and reduce or terminate its operations. There can be no assurance that debt or equity financing or cash generated by operations will be available or sufficient to meet these requirements or for other corporate purposes or, if debt or equity financing is available, that it will be on terms acceptable to the Corporation. Moreover, future activities may require the Corporation to alter its capitalization significantly.

### *Dilution*

The Corporation may make future acquisitions or enter into financing or other transactions involving the issuance of securities of the Corporation, which may be dilutive to existing shareholders.

### *Environmental*

All phases of the oil and natural gas business present environmental risks and hazards and are subject to environmental regulation pursuant to a variety of federal, provincial and local laws and regulations. Environmental legislation provides for, among other things, restrictions and prohibitions on spills, releases or emissions of various substances produced in association with oil and natural gas operations. The legislation also requires that wells and facility sites be operated, maintained, abandoned and reclaimed to the satisfaction of applicable regulatory authorities. Compliance with such legislation can require significant expenditures and a breach may result in the imposition of fines and penalties, some of which may be material.

Environmental legislation is evolving in a manner expected to result in stricter standards and enforcement, larger fines and liability and the potential for increased capital expenditures and operating costs. The discharge of oil, natural gas or other pollutants into the air, soil or water may give rise to liabilities to governments and third parties and may require the Corporation to incur costs to remedy such discharge.

Statutory provisions require petroleum tenement lands to be protected and rehabilitated to ensure that environmental damage is avoidable or minimal where authorized. These provisions may require approvals and consents to be obtained before certain lands may be accessed and explored. In addition, each state and territory government may impose a wide range of obligations on tenement holders to ensure that petroleum operations comply with various environmental standards and requirements.

No assurance can be given that environmental laws will not result in a curtailment of future production (if any) or a material increase in the costs of production, development or exploration activities or otherwise adversely affect the Corporation's financial condition, results of operations or prospects.

### *Changes in Legislation*

Legislation and regulations continue to be introduced by government and government agencies concerning the security of industrial facilities, including oil and natural gas facilities. The Corporation's operations may be subject to such laws and regulations. Presently, it is not possible to accurately estimate the costs the Corporation could incur to comply with any such laws or regulations, but such expenditures could be substantial.

### *Income Taxes*

The Corporation will file all required income tax returns and believes that it will be in full compliance with the provisions of the *Income Tax Act* (Canada) and all other applicable tax legislation. However, such returns are subject to reassessment by applicable taxation authorities. In the event of a successful reassessment of the Corporation, whether by re-characterization of exploration and development expenditures or otherwise, such reassessment may have an impact on current and future taxes payable.

### *Integrity of Disclosure*

The Corporation's management maintains appropriate information systems, procedures and controls to ensure that information used internally and disclosed externally is complete and reliable.

The Board is responsible for ensuring that management fulfills its responsibilities. The Audit Committee fulfills its role of ensuring the integrity of the reported information through its review of the audited consolidated financial statements. The Board approves the annual audited consolidated financial statements and MD&A on the recommendation of the Audit Committee.

The Corporation has approved a series of policy papers that include Code of Business Conduct and Ethics, Whistle Blower Policy and Procedures, Insider Trading and Reporting Guidelines, Disclosure Policy and Board Control System. Terms of References define Audit Committee and Compensation and Governance Committees. The Corporation has a defined Board Mandate.

**Additional Information**

Additional information on the Corporation can be accessed at [www.sedar.com](http://www.sedar.com) or from the Corporation's website at [www.petrofrontier.com](http://www.petrofrontier.com) or by contacting the Corporation at PetroFrontier Corp., Suite 900, 903 - 8<sup>th</sup> Avenue S.W. Calgary, Alberta, Canada T2P 0P7.

***Directors***

Robert J. Iverach  
Chairman of the Board of  
Directors  
Calgary, Alberta

Al Kroontje  
Businessman  
Calgary, Alberta

Michael Hibberd  
Businessman  
Calgary, Alberta

Paul Cheung  
Businessman  
Calgary, Alberta

Kelly Kimbley  
President  
Calgary, Alberta

***Officers***

Kelly Kimbley  
CEO and  
President

Robert L. Gillies  
Vice-President Finance,  
Secretary and  
Chief Financial Officer

Ulrich Wirth  
Vice-President Exploration

Omar El-Hajjar  
Vice-President Operations

David Orr  
Vice-President Business  
Development

***Corporate Head Office***

900, 903 – 8 Avenue S.W.  
Calgary, Alberta T2R 0P7

***Trustee and Transfer Agent***

Computershare Trust Company

***Solicitors***

Burstall Winger Zammit LLP

***Auditors***

PricewaterhouseCoopers LLP