

THE RIGHT PLACE. THE RIGHT TIME. THE RIGHT PEOPLE.

## 2010 CORPORATE PROFILE



### KEY MARKET STATISTICS

at June 11, 2010

Exchange – Symbol	TSX – CFW
Fiscal Year-End	December 31
Shares Outstanding	43.0 million
Share Price	\$21.37
Market Capitalization	\$920 million

### PROFILE

Calfrac Well Services Ltd. is a leading provider of fracturing, coiled tubing and cementing services for the global oil and natural gas industry. Based in Calgary, Alberta, Calfrac is a growth company with operations in western Canada, the United States, Russia, Mexico and Argentina. Calfrac's competitive advantages include geographical diversification, a modern equipment fleet, a premium customer base, in-house R&D, leading technologies, a proportion of revenues anchored in long-term contracts, a skilled workforce and an experienced management team.

Calfrac has a strong balance sheet, numerous market opportunities and a dedicated workforce of approximately 2,200. Calfrac is strategically positioned to continue growing operations and creating shareholder value in 2010 and beyond. Calfrac trades on the TSX under the symbol CFW.

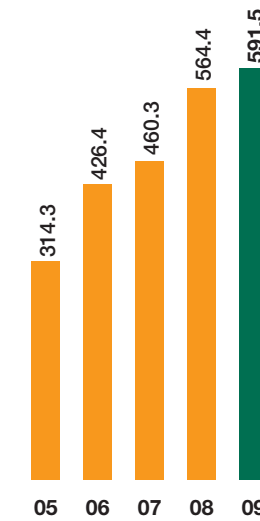
Calfrac is a Canadian corporation headquartered in Calgary, Alberta with regional offices in Denver, Colorado; Moscow, Russia; Mexico City, Mexico; and Buenos Aires, Argentina. Calfrac has operating bases in Fort Nelson and Dawson Creek, B.C.; Edson, Grande Prairie, Medicine Hat, and Red Deer, Alberta, Estevan, Saskatchewan; Grand Junction and Platteville, Colorado; Beebe, Arkansas and Mt. Morris, Pennsylvania; Khanty-Mansiysk and Noyabrsk, Russia; Poza Rica and Reynosa, Mexico; and Catriel, Argentina.

### FINANCIAL HIGHLIGHTS

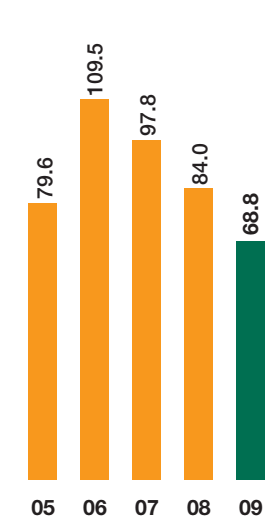
Three months ended March 31	2010	2009	Change
(000s, except per share data)			
(unaudited)	(\$)	(\$)	(%)
Revenue	227,123	180,388	26
Net income	13,636	5,528	147
Per share – basic	0.32	0.15	113
Funds provided by operations <sup>(1)</sup>	36,512	22,713	61
Per share – basic	0.85	0.60	42
EBITDA <sup>(2)</sup>	40,867	25,945	58
Per share – basic	0.95	0.69	38

- Funds provided by operations is defined as cash provided by operating activities before the net change in non-cash operating assets and liabilities. Funds provided by operations is a measure that provides shareholders and potential investors with additional information regarding the Company's liquidity and its ability to generate funds to finance its operations. Management utilizes these measures to assess the Company's ability to finance operating activities and capital expenditures. Funds provided by operations is a measure that does not have any standardized meaning prescribed under generally accepted accounting principles (GAAP) and, accordingly, may not be comparable to similar measures used by other companies.
- EBITDA is defined as net income (loss) before interest, taxes, depreciation, amortization and non-controlling interest. EBITDA is presented because it is frequently used by securities analysts and others for evaluating companies and their ability to service debt. EBITDA is a measure that does not have any standardized meaning prescribed under GAAP and, accordingly, may not be comparable to similar measures used by other companies.

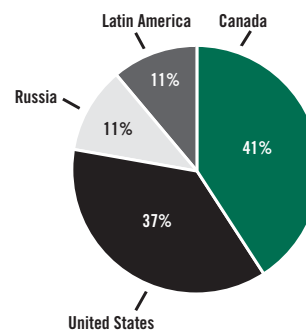
REVENUE  
(\$ MM)



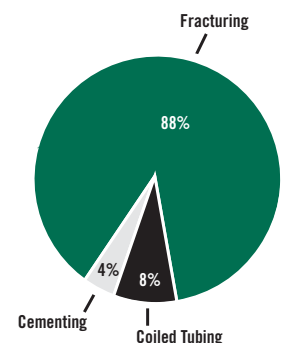
EBITDA  
(\$ MM)



REVENUE BY  
GEOGRAPHIC SEGMENT  
(2009)



REVENUE BY  
SERVICE LINE  
(2009)



## SERVICE LINES

Calfrac's service lines complement one another. For example, when fracturing a multiple-stage horizontal well, coiled tubing services may also be utilized. This new well will also require cementing services. Calfrac's in-house chemical technology and state-of-the-art equipment can handle the full range of fracturing jobs: oil and natural gas, new wells and recompletions, vertical or horizontal, shallow through deep, including multiple-stage fractures. Calfrac is fulfilling customers' demand for higher horsepower and higher pumping rates to perform the larger fractures they need to drill productive wells in today's unconventional reservoirs, such as tight sands and shales. We add to our capabilities organically, designing and commissioning new equipment and adding pumper units, as well as through carefully selected acquisitions of complementary technologies or equipment available at attractive prices.

### Fracturing Services

The principal focus of Calfrac's business is to provide hydraulic fracturing services to exploration and production companies. The objective of hydraulic fracturing is to increase the conductivity of an oil or natural gas reservoir to the wellbore, thereby increasing the flow of hydrocarbons and allowing a greater proportion of hydrocarbons to be extracted or produced from that zone. Conventional hydraulic fracturing is accomplished by pumping a viscous fluid with suspended "proppant" (grains of quartz sand or ceramic material) through the wellbore and into the reservoir zone being stimulated. The pumping pressure causes the reservoir to fracture and accept the fluid and proppant. The fluid is designed to subsequently "break" or lose viscosity and be driven out of the reservoir zone by its pressure, leaving the proppant suspended in the fractures.

Fracturing is the backbone of our business. Shallow through deep. Oil or natural gas. Vertical or horizontal. Simple or complex. Active in four countries, Calfrac's combined fracturing fleet currently totals approximately 472,000 horsepower.

### Coiled Tubing Services

Calfrac inserts coiled tubing into wells to perform various well servicing operations. Coiled tubing units are often used (together with support equipment) to pump in nitrogen, acid or air to remove unwanted solids, gels or fluids from the wellbore and producing zone. Coiled tubing units can also be used to set and remove tools, perform drillouts and set siphon or velocity strings, which promote natural gas production without accumulating fluid in the wellbore. Calfrac currently operates 28 coiled tubing units.

### Cementing Services

Drilling oil and natural gas wells involves penetrating numerous geological layers, many of which may be saturated with fresh or salt water, oil, natural gas or combinations thereof. These layers are segregated by running steel casing down the well and cementing it in place. Once the various geological layers are isolated, the well can be completed and brought on production. Calfrac currently has 21 cementing units in operation.

Calfrac's strategy continues to be focused on growing into new geographical areas, adding complementary service lines and maintaining a prescribed level of its equipment fleet operating under

long-term commitments. This approach helps to minimize localized weather-related issues while maintaining Calfrac's responsiveness to industry and market conditions, fluctuations in regional activity levels and customer demand.

## OPERATIONAL UPDATE

### Canada

The Company experienced strong demand for its fracturing and coiled tubing services throughout the Western Canada Sedimentary Basin during the first quarter of 2010. Activity continued to be concentrated in the unconventional natural gas resource plays of northern Alberta and northeast British Columbia as well as growing unconventional oil plays such as the Cardium, Viking, Lower Shaunavon and Bakken plays. The Company is very encouraged by the positive momentum generated in the first quarter focused on the light oil plays in western Canada. Calfrac anticipates that activity will continue to build throughout 2010 and beyond. The first quarter of 2010 marked the first full quarter of operations since the acquisition of Century Oilfield Services Inc. ("Century") in November 2009. The operational capacity of approximately 70,000 hydraulic horsepower and 10 coiled tubing units, high-quality modern equipment and experienced workforce acquired from Century were integral to achieving record levels of quarterly revenue. The Company's strong safety record in Canada also continued to improve. As the demand for pressure pumping services in Canada increased significantly from the fourth quarter of 2009, pricing and operating margins in this market also strengthened during the first quarter.

### United States

Fracturing activity levels in the Rocky Mountain region were higher than expected during the first quarter due to increased pipeline capacity alleviating previous natural gas takeaway issues. In the Fayetteville basin of Arkansas, fracturing and cementing activities remained strong, but were impacted slightly by unseasonably cold weather in January and February, which hampered operations. As a result of the operating flexibility arising from the acquisition of fracturing assets from Pure Energy Services Ltd. ("Pure"), Calfrac entered the Marcellus play in Pennsylvania in October 2009 with the transfer of a large fracturing fleet from the Company's Grand Junction district. Calfrac's operations remain in the start-up phase in this market with drilling activity beginning to increase and the Company expects higher well completion activities and improved financial performance throughout 2010. As compared to the first quarter of 2009, the financial results for this segment were impacted by the 16 percent depreciation in the value of the United States dollar as compared to the Canadian dollar. Towards the end of the first quarter, the Company began to experience improved pricing levels, the full impact of which is anticipated to be realized during the remainder of 2010 leading to improved financial performance.

### Russia

During the first quarter, the Company signed eight annual contracts with two of Russia's largest oil and natural gas companies. In order to meet these contractual commitments, Calfrac deployed an additional fracturing spread and coiled tubing unit into Western Siberia in January 2010. Fracturing and coiled tubing operations during the quarter were significantly impacted by long periods of cold winter weather in January, which continued into early February. The Company's reported financial results were also impacted by a 5 percent decline in the value of the Russian rouble from the first

quarter of 2009. However, Calfrac expects higher levels of equipment utilization and stronger financial results throughout the remainder of the year as a result of its contracts and broader operating scale.

### **Mexico**

In Mexico, Pemex continued to focus its drilling and completion activities during the first quarter on the Chicontepec field where Calfrac currently operates two fracturing spreads and five cementing units. The Company expects that oilfield service activity in this region during the remainder of 2010 will be focused primarily on completion activities which should result in high utilization for Calfrac's fleet in Mexico. Fracturing activity in the Burgos natural gas field of northern Mexico, however, was lower than anticipated and the Company expects that activity will not improve in a meaningful way in 2010.

### **Argentina**

During the first quarter, activity in the Company's cementing operations in Argentina was relatively strong and continued to generate favourable operating results. Calfrac continues to develop new market opportunities as the Argentine business environment evolves.

## **OUTLOOK AND BUSINESS PROSPECTS**

The recent improvement in the global economy facilitated higher drilling and completion activity in Canada and the United States during the first quarter of 2010. Exploration and development activity in these regions remains focused on horizontal wells incorporating multi-stage fracturing technology and coiled tubing completions in unconventional oil and natural gas resource plays. This industry trend is expected to result in an increase in overall utilization levels for the pressure pumping service industry during 2010.

In Canada, the Company expects fracturing and coiled tubing activity in the Horn River shale gas play of northeast British Columbia to recommence late in the second quarter with a majority of the activity occurring in the third quarter. Calfrac is currently augmenting its infrastructure in Dawson Creek and Fort Nelson to enhance the operating efficiency and effectiveness of its fracturing and coiled tubing operations. Overall, the energy sector's ongoing focus on unconventional natural gas and oil plays is anticipated to result in high levels of pressure pumping equipment utilization in Canada throughout the remainder of the year and continue to drive the financial performance of Calfrac's Canadian operations. The renewed focus on exploiting light oil basins with new technologies is particularly encouraging. Activity in the Cardium, Viking and Bakken oil plays is expected to continue to be very robust. This industry trend has led to significantly greater commodity-based diversification for the Company's Canadian operations.

In the Fayetteville shale play of Arkansas, fracturing and cementing activity is expected to remain strong during 2010 due to high overall demand for pressure pumping services. As a result of increased pipeline infrastructure, which alleviated most of the takeaway issues in the Rocky Mountain region of Colorado, fracturing activity levels in this region are expected to continue the positive momentum throughout the remainder of the year. Calfrac diversified its operations in the United States by commencing fracturing operations in the Marcellus shale play of Pennsylvania during the

fourth quarter of 2009. The Company expects that drilling and completion activity in this new play will increase significantly as the year progresses and lead to improved financial results in this market. Pricing levels in the U.S. market have recently begun to improve which is anticipated to drive improved financial results during the remainder of the year.

Calfrac signed eight annual contracts with two of Russia's largest oil and natural gas companies during the first quarter of 2010 and currently operates four fracturing spreads and six coiled tubing units in this oil-focused market. With a larger equipment fleet, broader customer base and fewer anticipated weather-related issues as spring arrives, the Company expects improved financial performance in this region during the remainder of 2010.

Fracturing activity levels in the Chicontepec oil and natural gas field of central Mexico are anticipated to remain strong throughout 2010. However, the Company's fracturing operations in the Burgos natural gas field of northern Mexico are anticipated to decline slightly as Pemex focuses on the development of its onshore oil-producing areas such as the Chicontepec region. In Argentina, utilization of Calfrac's three cementing units and acidizing equipment is expected to be relatively strong during the remainder of the year. Calfrac's Latin America management team is continuing to evaluate future opportunities for growth in the Latin America market.

Overall, demand for North American pressure pumping services in the short term is expected to continue to grow from 2009 levels and the long-term outlook for the pressure pumping industry remains positive due primarily to the diversity, magnitude and continued anticipated growth of unconventional natural gas and oil plays. The Company believes that unconventional natural gas plays will remain economic at relatively low commodity prices. Calfrac continues to focus on streamlining its cost structure and improving operating efficiencies. The Company will continue to execute its business strategy by capitalizing on future growth opportunities while using a conservative financial approach in order to maintain a strong balance sheet and overall financial flexibility.

Our Board of Directors has approved a \$104 million increase to the Company's 2010 capital budget for a revised total of \$176 million, including carryforward capital. The majority of this new capital will be focused on the addition of 115,000 hydraulic horsepower to Calfrac's North American fracturing equipment fleet and will increase the Company's total pumping capacity to 585,000 horsepower upon completion of this program. This includes the construction of a large fracturing spread for Calfrac's U.S. operations supported by a recently executed long-term contract with a large customer relating to the Marcellus Shale Basin. Delivery of this spread is expected late in the fourth quarter of 2010. Delivery of the remaining pumping units is anticipated to take place evenly over the next year and the final decision regarding deployment will be determined as market opportunities evolve. In addition, this revision to the capital budget includes the equipment related to the deployment of a fifth fracturing spread for the Russian market. The balance of the increase in capital is to further bolster Calfrac's infrastructure as it continues to gain a larger presence in the Marcellus shale play in the U.S. and the unconventional plays in northern Alberta and northwest British Columbia in Canada. It is expected that approximately \$25 million of this capital program will be expended in the first half of 2011.

## HISTORICAL REVIEW

	Q1 2010	2009	2008	2007	2006	2005
(000s, except per share data)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
<b>Financial Results</b>						
Revenue	227,123	591,500	564,363	460,320	426,418	314,325
Operating income <sup>(1)</sup>	38,908	71,135	81,940	100,094	107,012	79,631
Net income	13,636	(5,536)	17,864	38,568	72,450	60,113
Per share – basic <sup>(2)</sup>	0.32	(0.14)	0.47	1.06	2.00	1.66
Funds provided by operations <sup>(3)</sup>	36,512	54,620	80,747	87,642	101,932	80,592
Per share – basic <sup>(2)</sup>	0.85	1.42	2.14	2.40	2.81	2.23
EBITDA <sup>(4)</sup>	40,867	68,795	83,957	97,789	109,533	79,611
Per share – basic <sup>(2)</sup>	0.95	1.79	2.23	2.68	3.02	2.20
Capital expenditures	14,938	102,176	84,807	91,939	155,478	97,614
<b>Financial Position (end of period)</b>						
Current assets	275,161	213,668	210,157	157,494	110,911	100,057
Total assets	887,520	840,890	691,772	558,910	454,190	336,815
Working capital	157,688	128,243	100,575	92,156	31,225	39,396
Long-term debt	272,117	267,351	159,899	129,535	60,000	8,000
Shareholders' equity	474,718	459,932	393,476	350,915	303,510	234,021
<b>Common Share Data <sup>(2)</sup></b>						
Common shares outstanding (#)						
At period end	43,038	42,899	37,742	37,202	36,388	36,333
Weighted average – basic	42,988	38,475	37,697	36,463	36,286	36,216
Share trading						
High (\$)	27.00	21.52	32.74	25.58	46.21	41.00
Low (\$)	20.62	6.40	7.90	16.00	18.07	22.50
Close (\$)	21.20	20.85	8.70	17.62	22.10	40.30
Volume (#)	9,253	30,750	45,352	29,631	39,272	26,774

(1) Operating income is defined as net income (loss) before depreciation, interest, foreign exchange gains or losses, gains or losses on disposal of capital assets, income taxes and non-controlling interest. Management believes that operating income is a useful supplemental measure as it provides an indication of the financial results generated by Calfrac's business segments prior to consideration of how these segments are financed or how they are taxed. Operating income is a measure that does not have any standardized meaning under GAAP and, accordingly, may not be comparable to similar measures used by other companies.

(2) Historical per share information has been adjusted for the two-for-one stock split approved by shareholders on February 7, 2005.

(3) Funds provided by operations is defined as cash provided by operating activities before the net change in non-cash operating assets and liabilities. Funds provided by operations is a measure

that provides shareholders and potential investors with additional information regarding the Company's liquidity and its ability to generate funds to finance its operations. Management utilizes these measures to assess the Company's ability to finance operating activities and capital expenditures. Funds provided by operations is a measure that does not have any standardized meaning prescribed under generally accepted accounting principles (GAAP) and, accordingly, may not be comparable to similar measures used by other companies.

(4) EBITDA is defined as net income (loss) before interest, taxes, depreciation, amortization and non-controlling interest. EBITDA is presented because it is frequently used by securities analysts and others for evaluating companies and their ability to service debt. EBITDA is a measure that does not have any standardized meaning prescribed under GAAP and, accordingly, may not be comparable to similar measures used by other companies.

### Forward-Looking Statements

In order to provide Calfrac shareholders and potential investors with information regarding the Company and its subsidiaries, including management's assessment of Calfrac's plans and future operations, certain statements contained in this Corporate Profile, including statements that contain words such as "anticipates", "can", "may", "expect", "believe", "intend", "forecast", "will", or similar words suggesting future outcomes, are forward-looking statements. Forward-looking statements in this document include, but are not limited to, statements with respect to future capital expenditures, future financial resources, future oil and natural gas well activity, outcome of specific events, trends in the oil and natural gas industry and the Company's growth prospects, including, without limitation, its international growth strategy and prospects. These statements are derived from certain assumptions and analyses made by the Company based on its experience and interpretation of historical trends, current conditions, expected future developments and other factors that it believes are appropriate in the circumstances, including assumptions related to commodity pricing, North American drilling activity and the expectation that access to capital will continue to be restricted for many of Calfrac's customers. Forward-looking statements are subject to a number of known and unknown risks and uncertainties that could cause actual results to differ materially from the Company's expectations. The most significant risk factors to Calfrac relate to prevailing economic conditions; commodity prices; sourcing, pricing and availability of raw materials, component parts, equipment, suppliers, facilities and skilled personnel; dependence on major customers; uncertainties in weather and temperature affecting the duration of the service periods and the activities that can be completed; and regional competition. Readers are cautioned that the foregoing list of risks and uncertainties is not exhaustive. Further information about these risks and uncertainties may be found in the Company's 2009 Annual Information Form.

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

### CORPORATE HEAD OFFICE

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 Fax: 403-266-7381 E-Mail: info@calfrac.com  
 Website: www.calfrac.com

## CORPORATE INFORMATION

### DIRECTORS

**Ronald P. Mathison** – Chairman <sup>(1) (2)</sup>  
**Fernando Aguilar**  
**Kevin R. Baker** <sup>(2) (3)</sup>  
**James S. Blair** <sup>(3) (4)</sup>  
**Gregory S. Fletcher** <sup>(1) (2)</sup>  
**Lorne A. Gartner** <sup>(1) (4)</sup>  
**Douglas R. Ramsay** <sup>(4)</sup>  
**R.T. (Tim) Swinton** <sup>(1) (2)</sup>

1. Member of the Audit Committee  
 2. Member of the Compensation Committee  
 3. Member of the Corporate Governance and Nominating Committee  
 4. Member of the Health, Safety and Environment Committee

### OFFICERS

**Douglas R. Ramsay**  
 President & Chief Executive Officer  
**Gordon A. Dibb**  
 Chief Operating Officer  
**F. Bruce Payne**  
 President, Canadian Division  
**John L. Grisdale**  
 President, United States Division  
**Robert L. Sutherland**  
 President, Russian Division  
**Laura A. Cillis**  
 Senior Vice President, Finance & Chief Financial Officer  
**Tom J. Medvedic**  
 Senior Vice President, Corporate Development  
**Dwight M. Bobier**  
 Senior Vice President, Technical Services  
**Stephen T. Dadge**  
 Senior Vice President,  
 Health, Safety & Environment  
**Donald R. Battenfelder**  
 Vice President, Global Operations  
**L. Lee Burleson**  
 Vice President, Sales & Marketing,  
 United States Division  
**Robert J. Montgomery**  
 Vice President, Canadian Division  
**B. Mark Paslawski**  
 Vice President, General Counsel & Corporate Secretary  
**A. Scott Tuttle**  
 Vice President, Human Resources  
**Michael D. Olinek**  
 Corporate Controller  
**Matthew L. Mignault**  
 Controller

### AUDITORS

PricewaterhouseCoopers LLP  
 Calgary, Alberta

### BANKERS

HSBC Bank Canada  
 Alberta Treasury Board  
 Royal Bank of Canada  
 Export Development Canada

### LEGAL COUNSEL

Bennett Jones LLP  
 Calgary, Alberta

### REGISTRAR AND TRANSFER AGENT

Computershare Investor Services Inc.  
 Calgary, Alberta

### STOCK TRADING

Toronto Stock Exchange  
 Trading Symbol: CFW