

# Management's Discussion and Analysis

For the years ended December 31, 2017 and 2016

# MANAGEMENT'S DISCUSSION AND ANALYSIS

FOR THE YEARS ENDED DECEMBER 31, 2017 AND DECEMBER 31, 2016

The following management's discussion and analysis ("MD&A") is dated March 20, 2018 and should be read in conjunction with the audited financial statements of InPlay Oil Corp. ("InPlay" or the "Company") for the years ended December 31, 2017 and December 31, 2016. The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") and interpretations of the IFRS Interpretations Committee.

In addition to generally accepted accounting principles ("GAAP") measures, this MD&A contains additional conversion measures, non-GAAP measures, and forward-looking statements. Readers are cautioned that the MD&A should be read in conjunction with InPlay's disclosure under the headings "Conversion Measures and Short-Term Production Rates", "Non-GAAP Measures", and "Forward-Looking Statements" included at the end of this MD&A.

All references to dollar values are to Canadian dollars unless otherwise stated. Production volumes are measured upon sale unless otherwise noted. Definitions of the abbreviations used in this discussion and analysis are located on the last page of this document.

# **ABOUT INPLAY**

InPlay is a crude oil and natural gas exploration, development and production company with operations in Alberta. InPlay's strategic plan is to build a sustainable long-term oil and natural gas company. The plan is based on acquiring low decline, high operating netback producing properties with drilling development potential and enhanced oil recovery potential as well as undeveloped lands with exploration and development upside.

On November 7, 2016, a plan of arrangement (the "Arrangement") involving the predecessor to InPlay ("Prior InPlay") and Anderson Energy Inc. ("Anderson"), a publicly-traded company listed on the Toronto Stock Exchange (the "TSX"), was completed that constituted a reverse acquisition, including a change of control of Anderson and a business combination of Anderson and Prior InPlay to form a new corporation that now carries on Prior InPlay's and Anderson's business and operations under the name "InPlay Oil Corp.". InPlay has the same directors and management as Prior InPlay. Effective November 10, 2016 the InPlay common shares commenced trading on the TSX under the symbol "IPO" in substitution of the Anderson common shares.

In connection with the Arrangement, Prior InPlay completed a subscription receipt financing for aggregate gross proceeds of approximately \$70.3 million (the "InPlay Financing"). The outstanding common shares of Prior InPlay ("Prior InPlay Shares") and subscription receipts ("Prior InPlay Subscription Receipts") issued under the InPlay Financing were, through a series of steps under the Arrangement, exchanged for common shares of InPlay ("InPlay Shares") on the basis of 0.1303 of an InPlay Share for each one (1) Prior InPlay Share and each one (1) Prior InPlay Subscription Receipt previously held (the "InPlay Exchange Ratio"). Holders of Anderson common shares continued to hold one (1) InPlay Share for each one (1) Anderson common share previously held without any action on their part. The number of commons shares for all periods shown in this MD&A were adjusted retrospectively to reflect the InPlay Exchange Ratio.

Also part of the Arrangement noted above, InPlay acquired additional assets from a third party that included undeveloped lands, producing assets and interests in various facilities in the Pembina area of Alberta, Canada (the "Asset Acquisition").

Since the Arrangement involved a reverse acquisition whereby Prior InPlay acquired control of the business

of Anderson (the "Corporate Acquisition"), management has prepared the financial statements and this MD&A for the business formerly owned by Prior InPlay under the name of InPlay Oil Corp. The results for periods of the Company prior to November 7, 2016 are those previously reported by Prior InPlay, and beginning November 7, 2016 the results include the contributions from the Corporate Acquisition and Asset Acquisition.

### **REVIEW OF FINANCIAL RESULTS**

#### Production

	Three months ended		Year	Year ended	
	Decer	nber 31	Decer	nber 31	
	2017	2016	2017	2016	
Crude oil (bpd)	2,503	1,522	2,310	1,318	
NGL (bpd)	371	258	352	143	
Natural gas (Mcfd)	7,866	5,592	7,857	2,871	
Total (BOED) <sup>(1)</sup>	4,185	2,712	3,972	1,940	

<sup>(1)</sup> Barrels of oil equivalent ("BOE") may be misleading, particularly if used in isolation. Refer to the section entitled "Conversion Measures" at the end of this MD&A.

Production for the fourth quarter and year ended December 31, 2017 was considerably higher than the respective comparable periods for 2016 due to the Corporate Acquisition and the Asset Acquisition as well as additional volumes from the drilling program that started in the fourth quarter of 2016 and continued throughout 2017.

Average production volumes in the fourth quarter of 2017 compared to the third quarter of 2017 were as follows:

	Three months ended		
	December 31,	September 30,	
	2017	2017	
Crude oil (bpd)	2,503	2,403	
NGL (bpd)	371	381	
Natural gas (Mcfd)	7,866	7,820	
Total (BOED)	4,185	4,087	

Production for the fourth quarter ended December 31, 2017 increased compared to the quarter ended September 30, 2017 due to 3.0 gross (3.0 net) wells being brought on production late in November 2017.

The drilling and completion program beginning in the fourth quarter of 2016 continued into the first nine months of 2017 with the completion of 2.0 wells drilled in 2016 and an additional 12.0 (10.1 net) horizontal wells being drilled. Of these drills, 1.0 gross (1.0 net) well was completed in January and put on production mid-February, 3.0 gross (1.3 net) wells were completed in late March and placed on production early in April, 1.0 gross (1.0 net) Willesden Green horizontal 1-mile well was completed in May and put on production in late June, 1.0 gross (0.8 net) well was completed in June and put on production in July, 1.0 gross (1.0 net) well which was drilled in January was completed in August and put on production in September, 1.0 gross (1.0 net) 2-mile extended Willesden Green horizontal well was drilled and completed in July and put on production in August and 3.0 gross (3.0 net) wells were completed in November and put on production late that month. Also, the Company drilled its first East Basin Duvernay Shale horizontal well in November and completion of this well is expected in the second quarter of 2018.

InPlay commenced its 2018 program late in 2017 all within the Willesden Green area. The Company drilled 1.0 gross (1.0 net) two mile Willesden Green Horizontal well which was completed in January of 2018 and is now

on production. An additional 5.0 gross (estimated 2.8 net, depending on final partner participation) horizontal wells have been drilled with 3.0 gross (2.0 net) horizontal wells put on production in late February and the remaining 2.0 gross (estimated 0.8 net) wells to be brought on production prior to April.

## Crude oil and natural gas sales

	Three months ended December 31			Year ended December 31			
(thousands of dollars)	2017		2016		2017		2016
Crude oil and NGL Natural gas	\$ 16,607 1,410	\$	8,863 1,715	\$	55,416 6,823	\$	25,191 2,659
Total crude oil and natural gas sales	\$ 18,017	\$	10,578	\$	62,239	\$	27,850
Average realized prices							

# age

	Three months ended			Year ended			
		December 31			December 31		
		2017	2016		2017	2016	
Crude oil and NGL (\$/bbl)	\$	62.81 \$	58.64	\$	57.02 \$	49.71	
Natural gas (\$/Mcf)		1.95	3.33		2.38	2.53	
Total (\$/BOE)	\$	46.79 \$	42.40	\$	42.93 \$	39.22	

#### **Prices**

Although crude oil and natural gas prices continued to be low in 2017, crude oil prices improved throughout 2017. In the fourth quarter of 2017, WTI oil price per bbl averaged \$55.40 US, compared to \$48.20 US in the third quarter of 2017 and \$49.29 US for the fourth quarter of 2016. WTI oil price per bbl averaged \$50.95 US for the year ended December 31, 2017 (Dec 31, 2016 – \$43.32 US)

Differentials between WTI oil prices and prices received in Alberta are volatile due to factors including refining demand and pipeline capacity. InPlay sells its oil at monthly average Edmonton Par prices less quality differentials, transportation and marketing fees. Light, sweet oil differentials between Cushing, Oklahoma and Edmonton, Alberta are affected by transportation and market factors. These differentials averaged \$1.14 US per barrel discount for the fourth quarter of 2017, and for the year ended December 31, 2017, \$2.46 US discount per barrel (2016 - \$3.20 US discount). Going into 2018, light, sweet oil differentials are expected to remain volatile depending on supply, transportation alternatives, and refining demand.

The Company's average realized price for crude oil was \$65.81 per bbl for the three months ended December 31, 2017, 21% higher than the third quarter of 2017 price of \$54.32 per bbl.

Natural gas prices have continued to remain relatively low, primarily due to high US and Canadian natural gas production and storage levels. Natural gas production makes up approximately 11.0% of the total revenue of the Company.

The Company's average realized natural gas sales price was \$1.95 per Mcf for the three months ended December 31, 2017, 3% higher than the third quarter of 2017 price of \$1.87 per Mcf and 41% lower than the fourth quarter of 2016 price of \$3.33 per Mcf. For the year ended December 31, 2017, the Company's average natural gas sales price was \$2.38 per Mcf compared to \$2.53 per Mcf for 2016.

### **Royalties**

Production coming from new wells drilled by the Company on Crown lands qualify for royalty incentives that reduce average Crown royalties for periods of up to 48 months from initial production, after the Crown royalties from these wells will come off this incentive period and be subject to the regular Alberta royalty structure.

Royalties as a percentage of total oil and natural gas sales are highly sensitive to prices and adjustments to gas

cost allowance and so royalty rates can fluctuate from quarter-to-quarter and year-to-year. Royalties, as a percentage of crude oil and natural gas sales and royalties per BOE are as follows:

	Three months ended		Year	ended	
		December 31		Decer	nber 31
		2017	2016	2017	2016
Total royalties (\$'000s)		1,762	936	6,267	2,468
Total royalties (% of sales)		9.8%	8.8%	10.1%	8.9%
Total royalties (\$/BOE)	\$	4.58 \$	3.75	\$ 4.32 \$	3.48

# Derivative contracts

The Company's production is usually sold using "spot" or near-term contracts, with prices fixed at the time of transfer of custody or on the basis of a monthly average market price. The Company may selectively economically hedge some oil and natural gas sales through the use of various financial derivative forward sales contracts and physical sales contracts. The Company does not apply hedge accounting for these contracts.

At December 31, 2017 the following commodity-based derivative contracts were outstanding and recorded at estimated fair value:

Type of contract: swap (natural gas pricing AECO):

Currency	Volume	Average		Fair value
denomination	(GJ/day)	swap price	Term	(\$'000 CAD)
Canadian dollar	1,000	3.055/GJ	Jan 1, 2017 – March 31, 2018	\$108
Canadian dollar	1,000	2.95 /GJ	May 1, 2017 – March 31, 2018	\$99

Type of contract: swap (crude oil pricing WTI):

Currency denomination	Volume (bpd)	Average swap price	Term	Fair value (\$'000 CAD)
US dollar	500	57.00/bbl	Jan 1, 2018 – June 30, 2018	(\$344)
US dollar	200	60.00/bbl	Jan 1, 2018 – March 31, 2018	(\$5)

Type of contract: costless collar (1) (crude oil pricing WTI):

Currency	Volume	Sold call	Sold put		Fair value
denomination	(bpd)	price	price	Term	(\$'000 CAD)
US dollar	200	47.00/bbl	52.00/bbl	Sept 1, 2017 – March 31, 2018	(\$191)
US dollar	200	46.00/bbl	53.00/bbl	Sept 1, 2017 – June 30, 2018	(\$341)
US dollar	200	46.00/bbl	53.40/bbl	Oct 1, 2017 – June 30, 2018	(\$324)
US dollar	300	48.00/bbl	57.00/bbl	Nov 1, 2017 – Dec 31, 2018	(\$541)

<sup>(1)</sup> Costless collar indicates InPlay concurrently sold put and call options at strike prices such that the costs and premiums received offset each other, thereby completing the derivative contracts on a costless basis.

Type of contract: three-way collar (2) (crude oil pricing WTI):

Currency	Volume	Bought put	Sold call	Sold put		Fair value
denomination	(bpd)	price	price	price	Term	(\$'000 CAD)
US dollar	300	42.00/bbl	50.00/bbl	64.35/bbl	Jan 1, 2018 – Dec 31, 2018	(\$33)
US dollar	250	42.00/bbl	50.00/bbl	65.10/bbl	April 1, 2018 – March 31, 2019	(\$6)

<sup>(2)</sup> The WTI three-way collars are a combination of a sold call, bought put and a sold put. The sold put price is the maximum the Company will receive for the contract volumes. The sold call price is the minimum price InPlay will receive, unless the market price falls below the bought put strike price.

The statements of profit (loss) and comprehensive income (loss) for the three months and year ended December 31, 2017 reflected the following gains related to derivative contracts that were outstanding during 2017 and the comparative periods for 2016:

	Three months ended			Year ended		
		Dece	mber 31	Decen	nber 31	
(thousands of dollars)		2017	2016	2017	2016	
Realized gain (loss)	\$	163 \$	(259)	\$ <b>1,114</b> \$	2,657	
Unrealized (loss)		(1,819)	(1,127)	(30)	(4,753)	
Total gain (loss) on derivative contracts	\$	(1,656) \$	(1,386)	\$ 1,084 \$	(2,096)	

The following commodity-based derivative contracts were held by the Company during the year ended December 31, 2017:

Type of contract: swap (natural gas pricing AECO):

Currency	Volume	Average	
denomination	(GJ/day)	swap price	Term
Canadian dollar	2,000	2.51 /GJ	April 1, 2017 – Oct 31, 2017
Canadian dollar	1,000	3.04 /GJ	May 1, 2018 – March 31, 2018

Type of contract: swap (crude oil pricing WTI):

Currency denomination	Volume (bpd)	Average swap price	Term
US dollar	500	53.65/bbl	Jan 1, 2017 – June 30, 2017

Type of contract: costless collar (1) (crude oil pricing WTI):

Currency	Volume	Sold call	Sold put	
denomination	(bpd)	price	price	Term
Canadian dollar	200	55.00/bbl	73.65/bbl	Nov 1, 2016 – Dec 31, 2017
Canadian dollar	200	55.00/bbl	74.00/bbl	Jan 1, 2017 – Dec 31, 2017
US dollar	200	47.50/bbl	57.80/bbl	Jan 1, 2017 – Dec 31, 2017
US dollar	500	47.00/bbl	59.60/bbl	Jan 1, 2017 – Dec 31, 2017

<sup>(1)</sup> Costless collar indicates InPlay concurrently sold put and call options at strike prices such that the costs and premiums received offset each other, thereby completing the derivative contracts on a costless basis.

### Operating and transportation costs

## Operating expenses

For the year ended December 31, 2017, operating expenses were \$16.10 per BOE (2016 - \$17.36 per BOE). For the fourth quarter of 2017, operating expenses were \$15.40 per BOE compared to \$17.60 per BOE in the third quarter of 2017 and \$17.61 per BOE in the fourth quarter of 2016.

Operating expenses for the year ended December 31, 2017 were \$23.3 million, approximately 89% higher than \$12.3 million for the same period of 2016. Operating expenses for the three months ended December 31, 2017 were \$5.9 million compared to \$6.6 million for the three months ended September 30, 2017 and \$4.4 million for the three months ended December 31, 2016. Efforts towards improved efficiencies in addition to additional volumes resulted in improved operating costs per barrel throughout 2017.

The increase in operating expenses for the year ended December 31, 2017 compared to 2016 is mainly due to the Corporate Acquisition and the Asset Acquisition which closed in the fourth quarter of 2016. The table following the discussion of transportation expenses outlines the impact the Arrangement had on operating and transportation expenses reported by InPlay.

# Transportation expenses

Transportation expenses include costs incurred to transport processed crude oil, liquids and natural gas products to the point of sale, as well as firm-service take or pay contracts that InPlay has secured directly to transport its natural gas. Expenses incurred to transport production that is not yet in a suitable condition to be shipped on a common-carrier pipeline from the well or battery to a cleaning facility or fractionation plant are included within operating expenses.

For the year ended December 31, 2017, transportation expenses were \$0.62 per BOE (2016 – \$0.83 per BOE). For the fourth quarter of 2017, transportation expenses were \$0.50 per BOE compared to \$0.55 per BOE in the third quarter of 2017 and \$0.79 per BOE in the fourth quarter of 2016. The Company assumed firm service contracts in the fourth quarter of 2016 with the closing of the Arrangement and Asset Acquisition in the fourth quarter. These contributed to the increase in transportation expenses for the year ended 2017 relative to 2016. The following table illustrates the impact that both the Corporate Acquisition and the Asset Acquisition had on operating and transportation expenses combined for the three months and year ended December 31, 2017 and the comparative periods for 2016:

#### Operating Netback

1 8		nonth embe	s ended		r ended cember 31	
(thousands of dollars)	<b>2017</b>	ешре	2016	<b>2017</b>	2016	
Revenue <sup>(1)</sup>	\$ 18,017	\$	10,578	\$ 62,239	\$	27,850
Royalties	 (1,762)		(936)	(6,267)		(2,468)
Operating expenses	(5,929)		(4,392)	(23,346)		(12,322)
Transportation expenses	(193)		(198)	(894)		(587)
Operating netback (2)	\$ 10,133	\$	5,053	\$ 31,732	\$	12,473

Sales volume (MBOE)	385.0	249.5	1,449.8		710.1
Per BOE					
Revenue <sup>(1)</sup>	\$ 46.79	\$ 42.40	\$ 42.93	\$	39.22
Royalties	(4.58)	(3.75)	(4.32)		(3.48)
Operating expenses	(15.40)	(17.61)	(16.10)		(17.36)
Transportation expenses	(0.50)	(0.79)	(0.62)		(0.83)
Operating netback per BOE (2)	\$ 26.31	\$ 20.25	\$ 21.89	\$	17.55

<sup>(1)</sup> Includes royalty and other income classified with oil and natural gas sales.

Operating netbacks and operating netbacks per boe were higher for the year ended December 31, 2017 compared to the year ended December 31, 2016 largely due to higher revenue from higher commodity prices, higher production volumes and lower operating and transportation costs of \$2.50 and \$1.47 per barrel for the quarter and year ended December 31, 2017 respectively compared to the corresponding period in 2016.

# General and administrative expenses

For the year ended December 31, 2017, general and administrative ("**G&A**") expenses were \$5.9 million (\$4.09 per BOE) compared to \$4.5 million (\$6.30 per BOE) for 2016. G&A expenses were \$1.7 million (\$4.50 per BOE) for the fourth quarter of 2017 compared to \$1.5 million (\$3.86 per BOE) in the third quarter of 2017 and \$1.8 million (\$7.36 per BOE) for the fourth quarter of 2016.

Total G&A expense for the year ended December 31, 2017 increased compared to the year ended December 31, 2016 following the additional employees, office lease, systems and public reporting costs incurred following the Arrangement and Asset Acquisition. G&A expenses on a per BOE basis are lower over the same respective periods reflecting the higher level of production in the year ended December 31, 2017 relative to the additional costs.

The following table is a reconciliation of the Company's gross G&A expenditures to general and administrative expenses:

	Three months ended					7	Year ended		
		December 31					December 31		
(thousands of dollars)		2017		2016		2017		2016	
Gross G&A expenditures	\$	2,079	\$	2,132	\$	7,419	\$	5,449	
Capitalized and recoveries		(346)		(295)		(1,490)		(974)	
General and administrative expenses	\$	1,733	\$	1,837	\$	5,929	\$	4,475	
G&A expenses (\$/BOE)	\$	4.50	\$	7.36	\$	4.09	\$	6.30	
% Capitalized and recoveries		17%		14%		20%		18%	

### Share-based compensation expenses

The Company accounts for share-based compensation using the fair value method of accounting, and share-based compensation (net of amounts capitalized) is included in the determination of profit (loss) and comprehensive income (loss). The Company's share-based compensation relates to two incentive plans adopted by the Company: a stock option plan pursuant to which options to purchase common shares at specified exercise prices may be granted to directors, officers, employees and service providers of the Company, and a performance warrant incentive plan.

<sup>(2)</sup> Operating netback and operating netback per BOE are considered non-GAAP measures. Refer to the section entitled "Non-GAAP Measures" at the end of this MD&A.

	Three months ended December 31			Year ended			
				D	December 31		
(thousands of dollars)		2017		2016	2017		2016
Share-based compensation	\$	593	\$	475	\$ 2,362	\$	2,398
Capitalized portion		(183)		(107)	(751)		(542)
Share-based compensation expense	\$	410	\$	368	\$ 1,611	\$	1,856

All outstanding Prior InPlay stock options and performance warrants were surrendered for cancellation in conjunction with the completion of the Arrangement in the fourth quarter of 2016. In the year ended December 31, 2017 4,955,400 options were granted of which 90,000 of these were forfeited during the year. At December 31, 2017 the maximum number of stock options available for grant was 6,788,662. The performance warrant incentive plan was terminated upon completion of the Arrangement and no further performance warrants will be issued under this plan.

# Depletion and depreciation

The carrying costs for property, plant and equipment directly associated with crude oil and natural gas operations, including estimated future development costs, are recognized as depletion expense in the statements of profit (loss) and comprehensive income (loss) on a unit of production basis over proved plus probable reserves. The carrying costs of office and computer equipment are recognized as depreciation expense in the statements of loss and comprehensive loss on a straight-line or declining-balance basis.

Depletion and depreciation was \$22.5 million (\$15.55 per BOE) for the year ended December 31, 2017 compared to \$13.7 million (\$19.33 per BOE) in 2016. Depletion and depreciation was \$6.2 million (\$15.99 per BOE) in the fourth quarter of 2017 compared to \$5.6 million (\$14.86 per BOE) in the third quarter of 2017 and \$4.0 million (\$15.94 per BOE) in the fourth quarter of 2016.

The reduced rate over the respective periods is attributable to two factors. Firstly, the impairment of PP&E assets recognized in the third quarter of 2016 which resulted in lower net book values in 2017 subject to depletion and depreciation without a corresponding reduction in proven plus probable reserves volumes. Secondly, the additional proved and probable reserves acquired through the Arrangement and Asset Acquisition relative to the additional depletable PP&E assets acquired contributed to this decrease.

# Impairment loss

Indicators of impairment were considered to exist as at December 31, 2017 as sustained long-term commodity price forecast decreases were present. Impairment tests were performed for each the Company's CGUs which resulted in impairment losses recorded in the Company's statement of profit (loss) and comprehensive income (loss) on the Pigeon Lake CGU in the amount of \$6.1 million. The Company used the income approach technique to measure fair value of the CGUs whereby the net present value of the future cash flows were calculated using a discount rate of 12%. The future cash flows were based on level 3 fair value hierarchy inputs: the Company's reserves prepared by its independent reserves evaluator, including key assumptions regarding the discount rate, quantities of reserves and production volumes, future commodity prices as prepared by its independent reserves evaluator, royalty obligations, operating expenses, development costs, and decommissioning costs.

Indicators of impairment relating to Property, plant and equipment were considered to exist as at December 31, 2016 as long-term commodity price forecasts continued to weaken in the fourth quarter. Impairment tests were performed for each the Company's CGUs which resulted in no impairment charges as of December 31, 2016. The Company used the income approach technique to measure fair value of the CGUs whereby the net present value of the future cash flows were calculated using a discount rate of 12%. The future cash flows were based on level 3 fair value hierarchy inputs: the Company's reserves prepared by its independent reserves

evaluator, including key assumptions regarding the discount rate, quantities of reserves and production volumes, future commodity prices as prepared by its independent reserves evaluator, royalty obligations, operating expenses, development costs, and decommissioning costs.

During the quarter ended June 30, 2016, the Company actively reviewed potential acquisitions and completed three transactions, during which the Company considered reasonably comparable market transactions for assets similar to those owned by InPlay. The review of market prices of assets provided the Company with an indication of potential impairment of its assets, and impairment tests were performed on all of its CGUs as at June 30, 2016, and impairment losses were recorded in the Company's statement of profit (loss) and comprehensive income (loss) on the historical Pembina CGU (\$11.3 million) and the historical Minors CGU (\$0.8 million) for a total impairment loss for the year ended December 31, 2016 of \$12.2 million.

# Gain on Acquisition

A gain on acquisition in the amount of \$41.4 million was recorded with the Anderson Corporate Acquisition as a result of the deferred tax asset on acquisition being recorded at book value rather than fair value in addition to the fact that final consideration is based upon a lower share price at closing compared to the price contemplated at the time the deal was negotiated.

# Finance expenses

Finance expenses were \$0.9 million for the fourth quarter of 2017, compared to \$0.9 million in the third quarter of 2017 and \$0.9 million in the fourth quarter of 2016. Finance expenses were \$3.1 million for the year ended December 31, 2017, compared to \$2.3 million in the comparable period of 2016.

	Three months ended December 31			Year ended December 31		
(thousands of dollars)	2017	cemb	2016	2017	CCIIIDC	2016
Interest expense (Credit Facility and other) Accretion on decommissioning obligations	\$ 517 363	\$	557 336	\$ 1,602 1,480	\$	1,717 566
Finance expenses	\$ 880	\$	893	\$ 3,082	\$	2,283

#### Income taxes

The Company has recognized a deferred tax asset in the amount of \$57.5 million at December 31, 2017. The Company recognized a deferred tax recovery of \$1.7 million during the year ended December 31, 2017.

The deferred tax asset is supported by the expected future utilization of tax attributes based upon future cashflows derived from the company's independent year end reserve report using the total proven and probable cashflows and expenditures and factoring in expected corporate general and administrative and interest expenses.

InPlay is not currently cash taxable and had the following estimated Canadian federal income tax pool balances at December 31, 2017.

Non-capital loss carryforward balances	\$ 56,023
Share issue costs	3,113
Canadian Exploration Expenses (CEE)	64,615
Canadian Development Expenses (CDE)	60,392
Canadian Oil and Gas Property Expenses (COGPE)	158,212
Undepreciated Capital Cost (UCC)	53,134
Total	\$ 395,489

# **CAPITAL EXPENDITURES**

Capital expenditures were \$50.3 million and net property and corporate acquisitions were \$0.9 million for the year ended December 31, 2017. The Company spent \$26.9 million on capital expenditures in the fourth quarter of 2017.

The breakdown of expenditures is shown below:

	Three	Year ended					
	De	ecemb	er 31		December 31		
(thousands of dollars)	2017		2016		2017		2016
Land and lease	\$ 14,092	\$	445	\$	14,425	\$	473
Drilling, completions & re-entries	11,101		6,041		29,566		8,609
Facilities and equipment	1,312		575		3,758		1,107
Total exploration and development capital	26,505		7,061		47,749		10,189
Office and Capitalized G&A	487		280		1,475		894
Total	26,992		7,341		49,224		11,083
Net Property Acquisitions <sup>(1)</sup>	(152)		45,450		1,067		45,450
Net Corporate Acquisitions <sup>(1)</sup>	-		33,212		-		33,212
Total capital expenditures	\$ 26,840	\$	86,003	\$	50,291	\$	89,745

<sup>(1)</sup> Property and Corporate Acquisition capital amounts to the total amount of cash and share consideration net of any working capital balances assumed with an acquisition on closing.

Refer to the 'Review of Financial Results' section for a description of the 2017 capital program.

On November 7, 2016, for consideration of \$78.7 million, InPlay completed the Corporate Acquisition and Arrangement with Anderson as well as the property Acquisition in Pembina which both expanded InPlay's asset base with producing assets and interests in facilities in Cardium assets as well as undeveloped lands in Pembina other areas in Alberta.

Drilling statistics are shown below:

			onths ended nber 31		Year ended December 31			
	20	<b>2017</b> 2016		20	17		2016	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net
Oil	4.0	4.0	4.0	3.9	12.0	10.1	6.0	5.7
Natural gas	-	-	-	-	-	-	-	-
Dry	-	-	-	-	-	-	-	-
Total	4.0	4.0	4.0	3.9	12.0	10.1	6.0	5.7
Success rate	100%	100%	100%	100%	100%	100%	100%	100%

Subsequent to December 31, 2017, the Company completed the sale of a non-core processing facility and associated equipment and infrastructure for proceeds of \$10.0 million. These assets have been classified as available for sale on the statement of financial position as the carrying amounts have been recovered through a sale transaction rather than through continuing use. These assets have been measured at the lower of the carrying amount and fair value less costs of disposal and no impairment has been recognized as a result of this transfer

Subsequent to December 31, 2017, the Company purchased producing assets, undeveloped lands and interests in various facilities in the Willesden Green area of Alberta, Canada for estimated cash consideration of \$5.7 million.

# **SHARE INFORMATION**

The Company's shares are listed on the Toronto Stock Exchange under the symbol IPO.

As of March 20, 2018, there were 67,886,619 common shares outstanding and 4,865,400 stock options that were convertible into, or exercisable or exchangeable for, common shares or other equity of the Company. All previously held Prior InPlay outstanding stock options and performance warrants were cancelled in conjunction with the completion of the Arrangement on November 7, 2016.

# RELATED PARTY TRANSACTIONS

InPlay had related party transactions that were entered into under the normal course of business for the year ended December 31, 2017.

A director of the Company is an executive officer of a corporation to which the Company made office lease payments in the amount of \$0.4 million during the year ended December 31, 2016. The lease term ended in November, 2017 and no amounts remained outstanding as at December 31, 2017.

Several members of InPlay's board of directors and executive management participated in the 2016 InPlay Financing described in note 13 to the financial statements. 283,402 common shares were acquired and 30,000 flow-through common shares were acquired for proceeds of \$652,500 and \$35,000 respectively. These share offerings were done under the same terms and conditions as the other participants as described in note 13 to the financial statements.

A member of InPlay's board of directors and executive management participated in the flow-through common share issuance during 2017 as described in note 13 to the financial statements. 55,000 flow-through common shares were acquired for proceeds of \$99,000. This share offering was done under the same terms and conditions as the other participants as described in note 13 to the financial statements.

# LIQUIDITY AND CAPITAL RESOURCES

The Company's policy is to maintain a strong capital base for the objectives of maintaining financial flexibility which will allow it to fund its ongoing capital expenditure program, provide creditor and market confidence and to sustain the future development of the business. The Company is able to maintain high funds flow netbacks even while facing low commodity prices which in turn provides strong cash flows which assist in managing its working capital and capital requirements.

The Company concluded a financing in conjunction with the closing of the Arrangement that included common share issuances totaling \$70.3 million of gross proceeds. The proceeds were used to fund the acquisitions that were part of the Arrangement, to incur qualifying exploration and development expenditures, to reduce indebtedness, and for general working capital purposes.

At December 31, 2017, the Company has a syndicated \$60.0 million senior secured revolving credit facility (the "Credit Facility"). The Credit Facility consists of a \$50 million revolving line of credit and a \$10 million operating line of credit. The Credit Facility has a term date of May 31, 2018, and if not extended, additional advances would not be permitted and any outstanding advances would become repayable one year later on May 31, 2019. The Credit Facility is secured by a floating charge debenture and a general security agreement on the assets of the Company. At December 31, 2017 the Company had drawn \$44.9 million on the credit facility.

Subsequent to December 31, 2017, an assignment agreement to the credit agreement was entered into (the "Assignment Agreement"), changing the Agent under the Credit Facility. No other changes were made to the Credit Facility as result of the Assignment Agreement.

In addition, the Company had a working capital (deficit) of (\$6.4) million. The Company expects to have a higher level of current liabilities due to the increased amounts of accounts payable and accrued liabilities related to the active drilling program underway at year end. There are standard reporting covenants under the credit

facility however there are no financial covenants. The Company was in compliance with these standard reporting covenants as at December 31, 2017.

#### **OFF-BALANCE SHEET ARRANGEMENTS**

The Company had no guarantees or off-balance sheet arrangements other than as described below under "Contractual Obligations."

### **CONTRACTUAL OBLIGATIONS**

The Company enters into various contractual obligations in the course of conducting its operations. At December 31, 2017, these obligations include:

- **Loan agreement** The reserves-based, extendable, committed-term credit facility has a term date of May 31, 2018. If not extended, any outstanding advances would become repayable on May 31, 2019.
- Firm service transportation commitments The Company has entered into firm service transportation agreements. Fees related to transportation periods subsequent to December 31, 2017 were not recognized as a liability at December 31, 2017.
- Flow-through share capital commitments As at December 31, 2017, the Company had \$9.0 million remaining of its commitment to incur qualifying exploration and development expenditures related to the \$10.1 million raised from the issuance of flow-through shares during the year ended December 31, 2017. These remaining commitments were not recognized as liabilities at December 31, 2017. The Company expects to incur this remaining expenditure in 2018.

As at December 31, 2017 the Company had the following minimum contractual obligations:

Contractual obligations			Payments of	lue by year	•	
(in thousands of dollars)	2018	2019	2020	2021	2022	Thereafter
Accounts payable	17,764	-	-	-	-	-
Bank debt <sup>(1)</sup>	-	44,888	-	-	-	-
Non-cancellable office leases <sup>(2) (3)</sup>	742	34	-	-	-	-
Flow-through share spending commitments	9,006	-	-	-	-	-
Firm service <sup>(4)</sup>	371	220	75	56	43	136
Total	27,883	45,142	75	56	43	136

<sup>(1)</sup> Assumes the Credit Facility is not renewed as of May 31, 2018, and the entire outstanding balance becomes payable on May 31, 2019.

#### LEGAL PROCEEDINGS AND OTHER CONTINGENCIES

The Company is a defendant in various legal actions and other disputes arising in the normal course of business. The Company believes that any liabilities that may arise pertaining to these matters will not have a material effect on its financial position.

<sup>(2)</sup> Includes the head office lease net of sublease income.

<sup>(3)</sup> Both parties are entitled to terminate the lease agreement at any point after January 31, 2019 provided six months notice is provided to the other party. This commitment table above assumes that this termination will occur on February 1, 2019.

<sup>(4)</sup> These transportation charges are netted from revenue received from purchasers. The Company's independent reserves evaluation includes the cost of product transportation in the determination of reserves values.

### CRITICAL ACCOUNTING ESTIMATES

The Company's significant accounting policies are disclosed in note 3 to the financial statements. Certain accounting policies require that management make appropriate decisions with respect to the formulation of estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses. These accounting policies are discussed below and are included to aid the reader in assessing the critical accounting policies and practices of the Company and the likelihood of materially different results than reported. The Company's management reviews its estimates regularly. The emergence of new information and changed circumstances may result in actual results that differ materially from current estimates.

# Oil and natural gas reserves

Proved and probable reserves, as defined by the Canadian Securities Administrators in NI 51-101 with reference to the COGE Handbook, are estimated using independent reserves evaluator reports and represent the estimated quantities of crude oil, natural gas and natural gas liquids which geological, geophysical and engineering data demonstrate with a specified degree of certainty to be recoverable in future years from known reservoirs and which are considered commercially producible. There should be a 50% statistical probability that the actual quantity of recoverable reserves will be more than the amount estimated as proved and probable and a 50% statistical probability that it will be less. The equivalent statistical probabilities for the proved component of proved and probable reserves are 90% and 10%, respectively. Determination of reserves is a complex process involving judgments, estimates and decisions based on available geological, engineering, production and any other relevant data. These estimates are subject to material change as economic conditions change and ongoing production and development activities provide new information.

Purchase price allocations and calculations of depletion and depreciation, impairment loss and deferred income tax assets are based on estimates of oil and natural gas reserves. Reserves estimates are based on engineering data, estimated future prices, expected future rates of production and timing of future capital expenditures. By their nature, these estimates are subject to measurement uncertainties and interpretations and the impact on the financial statements could be material. The Company expects that over time, its reserves estimates will be revised upward or downward based on updated information such as the results of future drilling, testing and production levels and may be affected by changes in commodity prices.

### Recoverable amounts of CGUs

The recoverable amount of a CGU used in the assessment of impairment is the greater of its value-in-use ("VIU") and its fair value less costs to sell ("FVLCTS"). VIU is determined by estimating the present value of the future net cash flows from the continued use of the CGU, and is subject to the risks associated with estimating the value of reserves. FVLCTS refers to the amount obtainable from the sale of a CGU in an arm's length transaction between knowledgeable, willing parties, less costs of disposal. The criteria used in the estimation of this amount are discussed in note 5 to the financial statements.

Both VIU and FVLCTS estimates include the estimated reserves values in their determination. The key assumptions and estimates of the value of oil and natural gas reserves and the existing and potential markets for the Company's oil and natural gas assets are made at the time of reserves estimation and market assessment and are subject to change as new information becomes available. Changes in international and regional factors, including supply and demand of commodities, inventory levels, drilling activity, currency exchange rates, weather, geopolitical and general economic environment factors, may result in significant changes to the estimated recoverable amounts of CGUs.

# Decommissioning obligations

The Company is required to set up a provision for future removal and site restoration costs. The Company must estimate these costs in accordance with existing laws, contracts or other policies. These estimated costs are charged to property, plant and equipment and the appropriate liability account over the expected service life of the asset. The estimate of future removal and site restoration costs involves a number of estimates related to timing of abandonment, determination of the economic life of the asset, costs associated with abandonment

and site restoration, discount rates and review of potential abandonment methods.

#### Income taxes

The determination of the Company's income and other tax assets and liabilities requires interpretation of complex laws and regulations often involving multiple jurisdictions. All tax filings are subject to audit and potential reassessment after the lapse of considerable time. Accordingly, the actual income tax asset or liability may differ from that estimated and recorded by management. The Company estimates its future income tax rate in calculating its future income tax asset or liability. Various assumptions are made in assessing when temporary differences will reverse and this may impact the rate used.

### **NEW AND PENDING ACCOUNTING STANDARDS**

Standards that are issued and that the Company reasonably expects to be applicable at a future date are listed below.

**IFRS 9 "Financial Instruments".** On July 24, 2015 the IASB issued the complete IFRS 9 ("IFRS 9 (2015)"). The mandatory effective date of IFRS 9 is for annual periods beginning on or after January 1, 2018 and must be applied retrospectively with some exemptions. Early adoption is permitted. The restatement of prior periods is not required and is only permitted if information is available without the use of hindsight. IFRS 9 (2015) introduces new requirements for the classification and measurement of financial assets. Under IFRS 9 (2015), financial assets are classified and measured based on the business model in which they are held and the characteristics of their contractual cash flows. The standard introduces additional changes relating to financial liabilities. It also amends the impairment model by introducing a new 'expected credit loss' model for calculating impairment. IFRS 9 (2015) also includes a new general hedge accounting standard which aligns hedge accounting more closely with risk management. This new standard does not fundamentally change the types of hedging relationships or the requirement to measure and recognize ineffectiveness, however it will provide more hedging strategies that are used for risk management to qualify for hedge accounting and introduce more judgment to assess the effectiveness of a hedging relationship. The Company intends to adopt IFRS 9 (2015) in its financial statements for the annual period beginning on January 1, 2018. The impact of the standard has been evaluated and is expected to have no material impact on the Company's financial statements.

IFRS 15 "Revenue from Contracts with Customers". In May 2015, the IASB issued IFRS 15 Revenue from Contracts with Customers ("IFRS 15"). The new standard is effective for annual periods beginning on or after January 1, 2018. Earlier adoption is permitted. The standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized. The new standard applies to contracts with customers. It does not apply to insurance contracts, financial instruments or lease contracts, which fall in the scope of other IFRSs. The Company intends to adopt IFRS 15 in its financial statements for the annual period beginning on January 1, 2018. The Company is still in the process of evaluating the impact of adopting this standard.

IFRS 16 "Leases". On January 13, 2016 the IASB issued IFRS 16 Leases. For lessees applying IFRS 16, a single recognition and measurement model for leases would apply, with required recognition of assets and liabilities for most leases. Certain short-term leases (less than 12 months) and leases of low-value assets are exempt from the requirements, and may continue to be treated as operating leases. The standard will come into effect for annual periods beginning on or after January 1, 2019 with earlier adoption permitted. The Company intends to adopt IFRS 16 in its financial statements for the annual periods beginning on January 1, 2019. The extent of the impact of the adoption of this standard has not yet been determined.

# **CHANGES IN ACCOUNTING POLICIES**

There were no new or amended accounting standards or interpretations adopted in 2017.

# **CONTROLS AND PROCEDURES**

The Company's Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") have designed, or caused to be designed under their supervision, disclosure controls and procedures to provide reasonable assurance that: (i) material information relating to the Company is made known to the Company's CEO and CFO by others, particularly during the period in which the annual and interim filings are being prepared; and (ii) information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time period specified in securities legislation. Such officers have evaluated, or caused to be evaluated under their supervision, the effectiveness of the Company's disclosure controls and procedures at the financial year end of the Company and have concluded that the Company's disclosure controls and procedures are effective at the financial year end of the Company for the foregoing purposes.

The Company's CEO and CFO have designed, or caused to be designed under their supervision, internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. Utilizing the Committee of Sponsoring Organizations of the Treadway Commission ("COSO") Internal Control – Integrated Framework (2013), such officers have evaluated, or caused to be evaluated under their supervision, the effectiveness of the Company's internal controls over financial reporting at the financial year end of the Company and concluded that the Company's internal controls over financial reporting are effective, at the financial year end of the Company, for the foregoing purpose. The Company is required to disclose herein any change in the Company's internal controls over financial reporting that occurred during the period beginning on October 1, 2017 and ended on December 31, 2017 that has materially affected, or is reasonably likely to materially affect, the Company's internal controls over financial reporting. No material changes in the Company's internal controls over financial reporting affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

It should be noted that a control system, including the Company's disclosure and internal controls and procedures, no matter how well conceived, can provide only reasonable, but not absolute assurance that the objectives of the control system will be met and it should not be expected that the disclosure and internal controls and procedures will prevent all errors or fraud.

# **BUSINESS RISKS**

Oil and natural gas exploration and production is capital intensive and involves a number of business risks including, without limitation, the uncertainty of finding new reserves, the instability of commodity prices, weather, and various operational risks. Commodity prices are influenced by local and worldwide supply and demand, OPEC actions, ongoing global economic concerns, the US dollar exchange rate, transportation costs, political stability, and seasonal and weather-related changes to demand. The concern over increasing US natural gas production, driven primarily by the US shale gas plays, continues to depress the natural gas futures market. Oil prices declined sharply in the latter part of 2015 and throughout 2016, 2017 and into 2018, and continue to remain volatile as oil is a geopolitical commodity, affected by concerns about global economic markets, continued instability in oil producing countries and increases in production from US tight oil plays. Differentials between WTI oil prices and prices received in Alberta are volatile. The industry is subject to extensive governmental regulation with respect to the environment. Over the past year, several new environmental regulations at both the Federal and Provincial level were announced, though the details of how some of the regulations will be implemented have yet to be released. Operational risks include well performance, uncertainties inherent in estimating reserves, timing of/ability to obtain and maintain drilling licenses and other regulatory approvals, ability to obtain equipment, expiration of licenses and leases, competition from other producers, third-party transportation and processing disruption issues, sufficiency of insurance, ability to manage growth, reliance on

key personnel, third party credit risk and appropriateness of accounting estimates. These risks are described in more detail in the Company's most recent AIF filed with certain Canadian securities regulatory authorities on SEDAR at www.sedar.com.

The Company makes substantial capital expenditures for the acquisition, exploration, development and production of oil and natural gas reserves. As the Company's revenues may decline as a result of decreased commodity pricing, it may be required to reduce capital expenditures. In addition, uncertain levels of near-term industry activity coupled with the present global economic concerns exposes the Company to additional access-to-capital risk. There can be no assurance that debt or equity financing, or funds 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 Company. The inability of the Company to access sufficient capital for its operations could have a material adverse effect on the Company's business, financial condition, results of operations and prospects.

InPlay manages these risks by employing competent and professional staff, following sound operating practices and using capital prudently. The Company generates its exploration and development prospects internally and performs extensive geological, geophysical, engineering, and environmental analysis before committing to the drilling of new prospects. InPlay seeks out and employs new technologies where possible. With the Company's extensive potential drilling opportunities and advance planning, the Company believes it can manage the slower pace of regulatory approvals and the requirements for extensive landowner consultation.

The Company has a formal emergency response plan which details the procedures employees and contractors will follow in the event of an operational emergency. The emergency response plan is designed to respond to emergencies in an organized and timely manner so that the safety of employees, contractors, residents in the vicinity of field operations, the general public and the environment are protected. A corporate safety program covers hazard identification and control on the jobsite, establishes Company policies, rules and work procedures and outlines training requirements for employees and contract personnel.

The Company currently deals with a small number of buyers and sales contracts, and endeavors to ensure that those buyers are an appropriate credit risk. The Company continuously evaluates the merits of entering into fixed price or financial hedge contracts for price management.

The oil and natural gas business is subject to regulation and intervention by governments in such matters as the awarding of exploration and production interests, the imposition of specific drilling obligations, environmental protection controls, control over the development and abandonment of fields (including restrictions on production) and possibly expropriation or cancellation of contract rights. As well, governments may regulate or intervene with respect to prices, taxes, royalties, transportation and the exportation of oil and natural gas. Such regulation may be changed from time to time in response to economic or political conditions. The implementation of new regulations or the modification of existing regulations affecting the oil and natural gas industry could reduce demand for oil and natural gas, increase the Company's costs, impact the Company's ability to get its product to market, or affect its future opportunities. Over the last year, the Alberta provincial government has published its Royalty Review Advisory Panel Report. The details for implementing the recommendations have yet to be announced.

The oil and natural gas industry is currently subject to environmental regulations pursuant to a variety of provincial and federal legislation. Such legislation provides for restrictions and prohibitions on the release or emission of various substances produced in association with certain oil and natural gas industry operations. Such legislation may also impose restrictions and prohibitions on water use or processing in connection with certain oil and natural gas operations. In addition, such legislation requires that well and facility sites be abandoned and reclaimed to the satisfaction of provincial authorities. Compliance with such legislation can require significant expenditures and a breach of such requirements may result in, amongst other things, suspension or revocation of necessary licenses and authorizations, civil liability for pollution damage, and the imposition of material fines and penalties.

# **OUTLOOK**

We are extremely excited about the exploration and development programs that we plan on undertaking for the upcoming year and beyond with the light oil assets we have assembled and with our very strong financial position. With the majority of our development capital being focused on our Willesden Green Cardium assets, which provided exceptional results in 2017, we expect 2018 production to average between 4,400 – 4,500 boe/day (72% light oil and liquids) and expect 2018 exit production to be between 4,800 – 4,900 boe/day (73% light oil and liquids). This growth is expected to yield an increase in light oil production of greater than 23% over the same respective period. Our 2018 adjusted funds flow from operations is expected to increase by over 40% compared to 2017. Capital expenditures for 2018 are forecasted at \$38.0 million, drilling 10-11 net Cardium horizontal wells with approximately 80% of development capital being directed to the Willesden Green area where we will continue to refine completions. Approximately \$5.0 million of capital will be directed towards exploration activities on the Company's Duvernay play. Completion of our first Duvernay horizontal well will be the highlight in the second quarter and we would expect results by the middle of summer.

# SELECTED QUARTERLY INFORMATION

The following table provides financial and operating results for the last eight quarters. Commodity prices remain volatile, affecting adjusted funds flow from operations and profit (loss) throughout those quarters.

# SELECTED QUARTERLY INFORMATION

(\$ amounts in thousands, except per share amounts)	Q4 2017	Q3 2017	Q2 2017	Q1 2017
Oil and natural gas sales	18,017	14,489	14,584	15,149
Oil and natural gas sales, net of royalties	16,255	12,980	13,171	13,566
Profit (loss)	(6,939)	(2,228)	457	1,010
Profit (loss) per share, basic and diluted(3)	(0.11)	(0.04)	0.01	0.02
Cash from operating activities	6,460	3,659	6,431	6,000
Adjusted funds flow from operations <sup>(2)</sup>	8,043	4,662	6,171	6,096
Adj. funds flow from operations per share, basic and diluted <sup>(3)</sup>	0.13	0.08	0.10	0.10
Net debt <sup>(2)</sup>	51,266	41,950	37,960	37,987

	Q4 2016	Q3 2016	Q2 2016	Q1 2016
Oil and natural gas sales	10,578	5,681	6,377	5,213
Oil and natural gas sales, net of royalties	9,642	5,150	5,874	4,716
Profit (loss)	36,077	(1,538)	(11,691)	(2,829)
Profit (loss) per share, basic and diluted(3)	0.86	(0.13)	(0.97)	(0.23)
Cash from (used in) operating activities	845	(1,527)	2,919	3,063
Adjusted funds flow from operations <sup>(2)</sup>	35	1,386	2,177	2,928
Adj. funds flow from operations per share, basic and diluted <sup>(3)</sup>	0.00	0.11	0.18	0.24
Net debt <sup>(2)</sup>	34,556	56,564	57,643	59,263

<sup>(1) &</sup>quot;Working capital (deficit)", "Net debt" and "Adjusted funds flow from operations" are not recognized under GAAP. Please refer to the "Non-GAAP Measures" section in this Management's Discussion and Analysis for the description and definition of these Non GAAP Measures and applicable reconciliations.

The dramatic decrease in commodity prices in early 2016 led to a significant decrease in revenues, cash from operating activities, and adjusted funds flow from operations for the first three quarters of 2016. The impact of lower commodity prices also led to a recognition of an impairment loss of \$12.2 million in the second quarter of 2016.

<sup>(2)</sup> All weighted average share amounts are converted retrospectively at the exchange rate of 0.1303 in accordance with the terms of the Arrangement as outlined in note 5 & 13 in the audited annual December 31, 2017 financial statements. This is done in accordance with IAS 33.64.

InPlay's development activity in the second quarter of 2016 consisted of the drilling, completing and equipping of 2.0 Belly River horizontal wells.

In the fourth quarter of 2016 In Play successfully completed a private placement financing raising \$70.3 million, closed on an asset acquisition in its core Pembina area and completed a plan of arrangement with Anderson Energy Inc. which resulted in InPlay becoming publicly listed on the Toronto Stock Exchange. The Arrangement and Asset Acquisition were treated as business combinations in the quarter. 4.0 (3.9 net) horizontal wells were drilled in the quarter.

In the first quarter of 2017, 7.0 (5.1 net) wells were drilled of which 3.0 (2.8 net) were awaiting completion and tie in at the end of the quarter. The drilling, completion and equipping program continued into the second quarter of 2017 with the completion of 2.0 gross (1.8 net) wells drilled in the first quarter and starting the drilling of 1.0 gross (1.0 net) well which was completed in the third quarter, in addition to an asset acquisition which closed on June 6, 2017. Into the third quarter of 2017, the remaining 1.0 (1.0 net) well drilled in the first quarter was completed.

A 3.0 (3.0 net) well pad was drilled and completed in the fourth quarter, along with the drilling of our first East Basin Duvernay Shale horizontal well (1.0 net), with completion of this well expected in the second quarter of 2018. Flow-through common shares were issued by the Company in the fourth quarter for proceeds of \$10.1 million. A total of \$14.1 million was spent acquiring undeveloped land at crown land sales during the fourth quarter of 2017.

# SELECTED ANNUAL INFORMATION

#### Years ended December 31

(in thousands, except per share amounts)	2017	2016	2015
Total oil and natural gas sales <sup>(1)</sup>	\$ 62,239 \$	27,850 \$	32,556
Oil and natural gas sales, net of royalties(1)	\$ 55,972 \$	25,382 \$	29,572
Earnings (loss)	\$ (7,701) \$	20,019 \$	(30,101)
Earnings (loss) per share, basic and diluted	\$ (0.12) \$	1.02 \$	(2.50)
Total assets	\$ 323,793 \$	303,409 \$	143,327
Total bank loans	\$ 44,888 \$	29,755 \$	57,901
Total net debt(1)	\$ 51,266 \$	34,556 \$	59,159

<sup>(1)</sup> Includes royalty and other income classified with oil and natural gas sales. The oil and natural gas sales exclude realized and unrealized gains and (losses) on risk management derivative contracts: 2017 excludes \$1.1 million realized gain and (\$0.03) million unrealized loss; 2016 - \$2.7 million realized gain and (\$4.8) million unrealized loss; and 2015 - \$3.9 realized gain and \$3.2 unrealized gain.

### ADDITIONAL INFORMATION

Additional information regarding InPlay and its business and operation, including its most recently filed annual information form, is available on the Company's profile on SEDAR at www.sedar.com. This information is also available on the Company's website at www.inplayoil.com.

#### CONVERSION MEASURES AND SHORT-TERM PRODUCTION RATES

Production volumes and reserves are commonly expressed on a BOE basis whereby natural gas volumes are converted at the ratio of 6 thousand cubic feet to 1 barrel of oil. Although the intention is to sum oil and natural gas measurement units into one basis for improved analysis of results and comparisons with other industry participants, BOEs may be misleading, particularly if used in isolation. A BOE conversion ratio of 6 Mcf to 1 bbl is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead. In recent years, the value ratio based on the price of crude oil as compared to natural gas has been significantly higher than the energy equivalency of 6:1, and utilizing a conversion of natural gas volumes on a 6:1 basis may be misleading as an indication of value.

<sup>(2)</sup> Net debt is considered a non-GAAP measure. Refer to "Net debt" in the section entitled "Non-GAAP Measures" at the end of this MD&A.

Short-term production rates can be influenced by flush production effects from fracture stimulations in horizontal wellbores and may not be indicative of longer-term production performance or reserves. Individual well performance may vary.

### **NON-GAAP MEASURES**

Included in this document are references to the terms "adjusted funds flow from operations", "adjusted funds flow from operations per BOE", "operating netback," "operating netback per share" and "net debt". Management believes these measures are helpful supplementary measures of financial and operating performance and provide users with similar, but potentially not comparable, information that is commonly used by other oil and natural gas companies. These terms do not have any standardized meaning prescribed by GAAP and should not be considered an alternative to, or more meaningful than, "net cash flow provided by operating activities", "funds flow from operations", "profit (loss) before taxes" or "profit (loss) and comprehensive profit (loss)", or assets and liabilities as determined in accordance with GAAP as a measure of the Company's performance and financial position.

Operating netback is calculated as oil and natural gas sales plus applicable realized gains/losses on derivative contracts less royalties, operating expenses and transportation expenses and is a measure of the profitability of operations before administrative, share-based compensation, financing and other non-cash items. Management considers operating netback an important measure to evaluate its operational performance as it demonstrates its field level profitability relative to current commodity prices.

Net debt is calculated as the amount of outstanding bank loans plus current assets plus current liabilities, less the impact of derivative contracts, deferred lease payments, flow-through share premiums and current portion of decommissioning obligation. See note 21 to the Company's audited financial statements for the year ended December 31, 2017 and December 31, 2016. InPlay monitors working capital and net debt as part of its capital structure. Such terms do not have a standardized meaning prescribed by GAAP and, therefore, may not be comparable with the calculation of similar measures for other entities.

InPlay considers adjusted funds flow from operations to be an important measure of InPlay's ability to generate the funds necessary to finance capital expenditures. Adjusted funds flow from operations should not be considered as an alternative to or more meaningful than net cash flow from operating activities as determined in accordance with GAAP as an indicator of the Company's performance. InPlay's determination of adjusted funds flow from operations may not be comparable to that reported by other companies. All references to adjusted funds flow from operations throughout this MD&A are calculated as net cash flow provided by operating activities adjusting for the impact of operating net change in non-cash working capital and decommissioning expenditures. These items are adjusted from net cash flow provided by operating activities as there is uncertainty with the timing, collection and payment of these items and decommissioning expenditures are incurred on a discretionary and irregular basis, making the exclusion of these items relevant in Management's view to the reader in the evaluation of InPlay's operating performance.

A reconciliation of net cash flow provided by operating activities to adjusted funds flow from operations is as follows:

	Three months ended		Year ended	
	Decer	mber 31	December 31	
(thousands of dollars)	2017	2016	2017	2016
Net cash flow provided by (used in) operating activities	6,460	845	22,552	5,300
Net change in operating non-cash working capital	(1,190)	874	(1,778)	(1,107)
Decommissioning expenditures	(393)	(64)	(644)	(119)
Adjusted funds flow from operations	8,043	35	24,974	6,526

#### FORWARD-LOOKING STATEMENTS

This MD&A contains certain forward-looking statements and forward-looking information (collectively referred to herein as "forward-looking statements") within the meaning of applicable Canadian securities laws. All statements other than statements of present or historical fact are forward-looking statements. Forward-looking information is often, but not always, identified by the use of words such as "anticipate", "believe", "plan", "intend", "objective", "continuous", "ongoing", "estimate", "expect", "may", "will", "project", "should", or similar words suggesting future outcomes. In particular, this MD&A contains forward-looking statements relating, but not limited, to:

- drilling and development plans, including incurring qualifying exploration and development expenditures related to the flow-through shares issued in 2017, and the timing thereof;
- plans to pursue additional land and acquisitions;
- InPlay's business strategy, goals and management focus;
- sources of funds for the Company's operations, capital expenditures and decommissioning obligations;
- future liquidity and the Company's access to sufficient debt and equity capital;
- InPlay's asset base and future prospects for development and growth;
- expectations regarding the business environment, industry conditions and future commodity prices;
- expectations regarding InPlay's 2018 forecasted capital expenditures, production estimates, future operating costs and adjusted funds flow from operations;
- expectations regarding InPlay's tax horizon;
- expectations regarding InPlay's Credit Facility and capital management strategies;
- the timing and impact of new accounting policies and standards; and
- treatment under governmental and other regulatory regimes and tax, environmental and other laws.

Forward-looking statements regarding InPlay are based on certain key expectations and assumptions of InPlay concerning anticipated financial performance, business prospects, strategies, regulatory developments, current commodity prices and exchange rates, applicable royalty rates, tax laws, future well production rates and reserve volumes, future operating costs, the performance of existing wells, the success of its exploration and development activities, the sufficiency and timing of budgeted capital expenditures in carrying out planned activities, the availability and cost of labor and services, the impact of increasing competition, conditions in general economic and financial markets, availability of drilling and related equipment effects of regulation by governmental agencies, the ability to obtain financing on acceptable terms which are subject to change based on commodity prices, market conditions, drilling success and potential timing delays.

These forward-looking statements are subject to numerous risks and uncertainties, certain of which are beyond InPlay's control. Such risks and uncertainties include, without limitation: the impact of general economic conditions; volatility in market prices for crude oil and natural gas; industry conditions; currency fluctuations;

imprecision of reserve estimates; liabilities inherent in crude oil and natural gas operations; environmental risks; incorrect assessments of the value of acquisitions and exploration and development programs; competition from other producers; the lack of availability of qualified personnel, drilling rigs or other services; changes in income tax laws or changes in royalty rates and incentive programs relating to the oil and natural gas industry; hazards such as fire, explosion, blowouts, and spills, each of which could result in substantial damage to wells, production facilities, other property and the environment or in personal injury; and ability to access sufficient capital from internal and external sources.

Management has included the above summary of assumptions and risks related to forward-looking statements provided in this MD&A in order to provide readers with a more complete perspective on InPlay's future operations and such information may not be appropriate for other purposes. InPlay's actual results, performance or achievement could differ materially from those expressed in, or implied by, these forward-looking statements and, accordingly, no assurance can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what benefits that InPlay will derive there from. Readers are cautioned that the foregoing lists of factors are not exhaustive. These forward-looking statements are made as of the date of this MD&A and InPlay disclaims any intent or obligation to update publicly any forward looking statements, whether as a result of new information, future events or results or otherwise, other than as required by applicable securities laws. Additional information on these and other factors that could affect InPlay's operations and financial results are included in reports on file with Canadian securities regulatory authorities and may be accessed through the SEDAR website (www.sedar.com) or at InPlay's website (www.inplayoil.com).

#### ABBREVIATIONS USED

bbl	barrel	AECO	intra-Alberta Nova inventory transfer price
bpd	barrels per day	GJ	gigajoule
BOE	barrel of oil equivalent	Mcf	thousand cubic feet
BOED	barrels of oil equivalent per day	Mcfd	thousand cubic feet per day
BOPD	barrels of oil per day	MMBtu	million British thermal units
Mbbls	thousand barrels	MMcf	million cubic feet
MBOE	thousand barrels of oil equivalent	MMcfd	million cubic feet per day
MMBOE	million barrels of oil equivalent	Bcf	billion cubic feet
Mstb	thousand stock tank barrels	NGL	natural gas liquids
m3	cubic metres	Cdn	Canadian
WTI	West Texas Intermediate	US	United States