# PETROCORP GROUP INC.

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

FOR THE SIX MONTH PERIOD ENDED SEPTEMBER 30, 2011

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# Management's Discussion and Analysis of Financial Condition and Results of Operations

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The following Management Discussion and Analysis (MD&A) is based on the unaudited September 30, 2011 interim consolidated financial statements, prepared in accordance with Generally Accepted Accounting Principles ("GAAP"), and is provided to assist readers in understanding the financial performance of PetroCorp Group Inc., ("PetroCorp" or the "Corporation") during the period(s) presented. As further explained on page 5, Canadian GAAP for publicly accountable enterprises is equivalent to International Financial Reporting Standards ("IFRS") effective January 1, 2011. This MD&A is dated November 29, 2011.

The following MD&A should be read in conjunction with the unaudited September 30, 2011 interim consolidated financial statements, the audited consolidated financial statements and notes thereto for the years ended March 31, 2011 and 2010, and the MD&A for the year ended March 31, 2011.

All values expressed in this document are in Canadian dollars, except for charts and/or graphs which are in thousands of Canadian dollars.

#### FORWARD LOOKING STATEMENTS

The following discussion contains certain forward-looking statements, including management's assessment of future plans, expenses, taxes, payments and liabilities under the APAs (as defined herein), the amount of the distribution of proceeds from the APAs to the shareholders, and the timing thereof, and the completion of a follow-on transaction and the timing thereof, that involve substantial known and unknown risks, assumptions and uncertainties, certain of which are beyond the Corporation's control. Readers are cautioned that the foregoing list of factors is not exhaustive. All subsequent forward-looking statements, whether written or oral, attributable to PetroCorp or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. Furthermore, the forward-looking statements contained in this document are made as of the date of this document and PetroCorp does not undertake any obligation to update publicly or to revise any of the included forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable securities laws.

# **DESCRIPTION OF THE BUSINESS**

At the present time the Corporation is an inactive company with no ongoing business operations. The Corporation's primary responsibility is to collect the funds payable pursuant to the terms of the APAs (as defined herein), and to administer the funds for distribution or other investment.

#### **GOING CONCERN**

The financial statements and MD&A have been prepared using generally accepted accounting principles applicable to a going concern, which assumes that the Corporation will be able to realize its assets and discharge its liabilities and commitments in the normal course of operations for the foreseeable future. At September 30, 2011, the Corporation had no ongoing business operations, and during the period the Corporation is party to a claims notice, an indemnity notice, and a statement of claim for an amount in excess of the total assets of the Corporation. As a result, there is significant doubt as to the ability of the Corporation to continue as a going concern. The Corporation's ability to continue as a going concern is dependent upon the resolution of these claims. Realization values may be substantially different from carrying values shown and the financial statements do not give effect to the adjustments

that would be necessary to the carrying values and classification of assets and liabilities, should the Corporation be unable to continue as a going concern. Such adjustments may be material.

# **DISCONTINUED OPERATIONS**

On October 21, 2009, the Corporation signed an agreement to sell substantially all of the assets of the Corporation and its affiliates to Powell (as defined herein) for total cash consideration of up to \$33.5 million. On December 15, 2009, the shareholders of the Corporation approved the Transaction (as defined herein) which closed with an effective date of that same date. PetroCorp entered into three (3) Asset Purchase Agreements (collectively the "APAs"), with three subsidiaries of Powell Industries Inc. (collectively, "Powell") of Houston, Texas. The APAs provided for the sale of substantially all of the Corporation's assets (the "Transaction"), including, but not limited to, the operating business units, trade names, inventory, leases, most liabilities, and personnel.

Powell acquired substantially all of the assets of the Corporation and its affiliates for cash consideration of up to \$33.5 million subject to adjustments, with \$19.6 million received by the Corporation upon closing, an additional \$5.9 million dollars paid by Powell into escrow to be released after specific time periods are met and conditions are satisfied (\$2.5 million held in escrow payable upon the closing of the sale of the Corporation's interest in the PCKO JV, \$3.0 million held in escrow payable over a period of twenty-five months, and \$0.4 million held in escrow as security on credit cards during a transitional period), and up to \$8.0 million payable contingent on the operations of PowerComm achieving specified performance thresholds for the twelve months ending March 31, 2010. Powell also assumed certain liabilities of PetroCorp including bank debt, accounts payable and obligations under capital leases of approximately \$26.4 million.

Subsequent to the year ended March 31, 2010, only specific adjustments settled as per the terms of the APAs have been disclosed within discontinued operations. All other professional fees and ongoing costs, including those incurred as a direct or indirect result of settling the APAs have been disclosed in the operating results of the Corporation.

As of September 30, 2011, all payments and adjustments related to the APAs have been settled, with the exception of \$1,000,000 which remains in escrow as per the terms of the APAs.

The Corporation is party to a Statement of Claim wherein Powell is claiming that the Corporation breeched certain representations and warranties contained in the APAs. Powell is claiming it has suffered damages in the amount of \$9,000,000, and is seeking indemnification for these alleged damages from the Corporation and other defendants.

As a result of the Transaction the Corporation does not have any operating business at this time.

# HIGHLIGHTS OF THE QUARTER AND YEAR TO DATE

The Corporation is currently being managed by two individuals, to collect on the remaining proceeds, if any, and to settle the remaining obligations as a result of the Transaction; to continue to meet the Corporation's obligations as an ongoing legal entity and reporting issuer, and to pursue alternatives with respect to the future opportunities of the Corporation.

As consideration for participating in a stand-by purchase agreement (the "Stand-By Agreement") in connection with a rights offering (the "Offering") of Petrowest Energy Services Trust (the "Trust") on May 13, 2010, the Corporation was issued 1,903,452 warrants in the Trust, allowing the Corporation to acquire one Unit for each warrant held. The warrants were exercisable at a price of \$0.1879 per warrant, and expired at the end of business on June 29, 2011. The estimated fair value attributable to the warrants at the time of issue was determined using the Black-Scholes pricing model, assuming a life of 1 year, 150% volatility, and an average risk free rate of 1%.

During the period ended September 30, 2011, the Corporation exercised all 1,903,452 warrants for an exercise price of \$357,659. The Corporation accounts for its investment in the Trust as an available-for-sale financial asset, and is remeasured at fair value each reporting period. As at September 30, 2011, the fair value of the Units were \$494,898.

During the previous three month period ended June 30, 2011, Corporation received a claims notice and an indemnity notice from Powell, claiming a total of approximately \$8,500,000 in damages related to the APAs (the "Powell Claim"). After reviewing the Powell Claim, the Corporation filed a dispute notice, and an objection to the claims notice, in dispute of the entire amount of the Powell Claim. As part of the Powell Claim, Powell has issued a claim against the escrow funds of \$1,000,000.

On July 11, 2011, a statement of claim was filed in relation to the Powell Claim, claiming damages of \$9,000,000. On August 17, 2011, the Corporation filed a statement of defense in dispute of the entire amount of the claim. The likelihood of proceeding to litigation, the quantification of settlement, and the realization of the escrow funds are uncertain at this time.

# **QUARTERLY INFORMATION AND SECOND QUARTER CONSOLIDATED RESULTS**

The following table sets forth selected quarterly information for the Corporation for the past eight quarters:

|  | Sep 30,  | Jun 30,         | Mar 31,              | Dec 31,          |
|--|----------|-----------------|----------------------|------------------|
| \$ thousands, except per share data  | 2011     | 2011            | 2011                 | 2010             |
|  |          |                 |                      |                  |
| Earnings (loss) from continuing operations   | \$ (212) | \$ (110)        | \$ 243               | \$ (26)          |
| Earnings (loss) per share from continuing  |          | , ,             |                      | , ,              |
| operations, basic and diluted  | 0.00     | 0.00            | 0.00                 | 0.00             |
| Earnings (loss) from discontinued operations   | -        | -               | 79                   | _                |
| Earnings (loss) per share from discontinued  |          |                 |                      |                  |
| operations, basic and diluted  | 0.00     | 0.00            | 0.00                 | 0.00             |
| Per share distribution as a special dividend   | -        | -               | -                    | -                |
| Per share distribution as a return of capital  | -        | -               | -                    | 0.04             |
| •  |          |                 |                      |                  |
|  |          |                 |                      |                  |
|  | Sep 30,  | Jun 30,         | Mar 31,              | Dec 31,          |
| \$ thousands, except per share data  | 2010     | 2010            | 2010                 | 2009             |
|  |          |                 |                      |                  |
| Earnings (loss) from continuing operations   | \$ (151) | \$ (184)        | \$ (193)             | \$ (39)          |
| Earnings (loss) per share from continuing  |          |                 |                      |                  |
| and the contract of the contra | 0.00     |                 |                      |                  |
| operations, basic and diluted  | 0.00     | 0.00            | -                    | -                |
| Earnings (loss) from discontinued operations   | \$ (509) | 0.00<br>\$ (63) | \$ (1,691)           | \$ 9,894         |
|  |          |                 | \$ (1,691)           | \$ 9,894         |
| Earnings (loss) from discontinued operations   |          |                 | \$ (1,691)<br>(0.03) | \$ 9,894<br>0.14 |
| Earnings (loss) from discontinued operations Earnings (loss) per share from discontinued   | \$ (509) | \$ (63)         | , ,                  |                  |
| Earnings (loss) from discontinued operations Earnings (loss) per share from discontinued operations, basic and diluted   | \$ (509) | \$ (63)         | (0.03)               |                  |

The Corporation's results may vary between periods due to a number of factors, including the disposal of substantially all of the Corporations assets on December 15, 2009 and the corresponding reclassification to discontinued operations, and as a result of the timing of settlement of various adjustments under the terms of the APAs. As the Corporation currently has no ongoing business operations, the historical results and special distributions should not be used as predictive indicators for future expectations.

# TOTAL ASSETS AND LIABILITIES

At September 30, 2011, total assets were \$7,730,000; down from \$8,222,000 at March 31, 2011, resulting primarily from general and administrative costs to manage the Corporation. Almost all of the assets as at September 30, 2011 are in the form of cash, cash equivalents, or funds held in escrow pursuant to the terms of the APAs. The Corporation continues to manage the cash in a conservative manner. Total Liabilities as at September 30, 2011 were \$66,000, which is comprised primarily of accounts payable and income taxes payable. No accrual has been made for potential purchase price adjustments, or other ongoing expenses required to maintain the Corporations existence as a reporting issuer.

# LIQUIDITY AND CAPITAL RESOURCES

Currently the Corporation's assets are primarily in cash and are invested in short term, low risk interest bearing investments with a Canadian Financial Institution.

# **OUTSTANDING SHARE DATA**

As at September 30, 2011, and the date hereof, the Corporation had 72,323,254 common shares outstanding. As at September 30, 2011, PetroCorp had stock options outstanding to purchase 3,105,000 common shares. As of the date of this report, the Corporation had stock options outstanding to purchase 330,000 common shares.

#### OFF-BALANCE SHEET ARRANGEMENTS

PetroCorp Group Inc. has no off-balance sheet arrangements.

# TRANSACTIONS WITH RELATED PARTIES

There are no related party balances outstanding at September 30, 2011. No consulting fees (\$30,000 – 2010) were paid to related parties for the period ended September 30, 2011.

# **OUTLOOK**

The Corporation has no operating business at this time and it is operating at minimum levels. The intent is to determine the actual financial position of the Corporation when all closing thresholds from the APAs are complete. Provision for taxes and potential distributions are all subject to the final closing proceeds from the APAs.

The Corporation has put in place a management team to manage the ongoing business of the Corporation, including monitoring the Corporation's rights and obligations under the APAs, managing the litigation process, preparing and filing tax returns, and preparing the documentation required to maintain the Corporation's status as a reporting issuer. The Board of Directors will finalize the plans of the Corporation after the proceeds from the Transaction, the taxes and ongoing obligations of the Corporation can reasonably be determined. A portion of the proceeds from the Transaction will not be payable for up to 25 months from the closing during which time the Corporation must maintain its existence, so the plans may include a reorganization or some other form of transaction.

# **CRITICAL ACCOUNTING ESTIMATES**

In preparing the Consolidated Financial Statements, management is required to make certain assumptions and estimates that affect the reported amounts of the Corporation's operating results and financial condition. The

actual results may differ from the estimates that were reported in previous periods. The following is included in the MD&A to assist the reader in assessing the critical accounting policies and practices of the Corporation, as well as aid the reader in assessing the likelihood of materially different results being reported depending on management's assumptions and changes in prevailing conditions which affect the application of these policies and practices. Significant accounting policies are disclosed in Note 2 of the March 31, 2011 annual Consolidated Financial Statements.

# **ALLOWANCE FOR DOUBTFUL ACCOUNTS**

The Corporation performs ongoing monitoring of the operations of the businesses sold to Powell under the APAs. The Corporation is potentially financially responsible for receivables that remain outstanding after a defined period of time elapses, under the terms of the APAs.

#### **FAIR VALUES OF STOCK OPTIONS AND WARRANTS**

Determining the fair value of stock options and warrants also requires significant judgement. Management estimates the fair value using the Black-Scholes pricing model.

# **CHANGES IN ACCOUNTING POLICIES**

Adoption of International Financial Reporting Standards ("IFRS")

IFRS replaces Canada's Generally Accepted Accounting Principles ("GAAP") for all publicly accountable profit oriented enterprises for financial periods beginning January 1, 2011. The adoption date of January 1, 2011 requires the restatement, for comparative purposes, of 2010 amounts reported by the Corporation, including the opening statement of financial position as at April 1, 2010. The condensed interim financial statements for the first quarter of 2011 were the Corporation's first financial statements prepared in accordance with IFRS, including IAS 34 and IFRS 1. The Corporation's IFRS accounting policies are provided in notes 3 to 6 of the condensed interim financial statements.

Subject to certain transition elections disclosed in note 6 to the condensed interim financial statements, the Corporation has consistently applied the same accounting policies in its opening IFRS statement of financial position at April 1, 2010 and throughout all periods presented, as if these policies had always been in effect. Note 6 discloses the impact of the transition to IFRS on the Corporation's reported financial position, financial performance and cash flows, including the nature and effect of significant changes in accounting policies from those used in the Corporation's financial statements for the year ended March 31, 2011.

There were no reconciling items of equity or comprehensive income as at September 30, 2011; June 30, 2011; March 31, 2011 and April 1, 2011 as previously reported under Canadian GAAP to IFRS. The main differences between Canadian GAAP and IFRS were assessed by the Corporation and are explained in note 6 (b) to the interim condensed financial statements. The adoption of IFRS did not have a material impact on the amounts reported.

The policies applied in the condensed interim financial statements are based on IFRS issued and outstanding as of November 28, 2011, the date the Board of Directors approved the statements. IFRS accounting policies will only be finalized when the Corporation's first annual IFRS financial statements are prepared for the year ending March 31, 2012 and as a result, our condensed interim financial statements may be restated, including the transition adjustments recognized on change-over to IFRS.

#### **FUTURE ACCOUNTING POLICIES**

# IFRS 9 Financial Instruments

International Financial Reporting Standard 9, Financial Instruments ("IFRS 9"), was issued in November 2009. It addresses classification and measurement of financial assets and replaces the multiple category and measurement

models in IAS 39 for debt instruments with a new mixed measurement model having only two categories: Amortized cost and fair value through profit or loss. IFRS 9 also replaces the models for measuring equity investments and such instruments are either recognized at fair value through profit or loss or at fair value through other comprehensive income. Where such equity instruments are measured at fair value through other comprehensive income, dividends, to the extend not clearly representing a return of investment, are recognized in profit or loss; however other gains and losses (including impairments) associated with such instruments remain in accumulated comprehensive income indefinitely. This standard is required to be applied for accounting periods beginning on or after January 1, 2013, with earlier adoption permitted. The Corporation has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

# IFRS 7 Financial Instruments: Disclosure

The modification to this standard addresses disclosures related to transfers of financial assets and the derecognition of financial assets by a reporting entity. This amendment is required to be applied for annual periods commencing on or after July 1, 2011, with earlier adoption permitted. The Corporation has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

# IFRS 12 Income Taxes

This standard has been modified to introduce a rebuttable presumption that investment property measured at fair value will be recovered entirely through sale. Measurement of related deferred taxes will reflect the tax consequences of recovering the carrying amount through sale. This amendment is effective for annual periods commencing on or after July 1, 2011, with earlier adoption permitted. The Corporation has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

# IFRS 10 Consolidated Financial Statements, IFRS 11 Joint Arrangements, IFRS 12 Disclosure of Interests in Other Entities

These new standards include a revision to the definition of control for the purposes of determining which arrangements should be consolidated, a reduction in the types of joint arrangements which are now based on rights and obligations, and new disclosure requirements and assumptions used in determining whether an entity controls, jointly controls, or significantly influences its interests in other entities. These standards are effective for annual periods commencing on or after January 1, 2013, with earlier adoption permitted. The Corporation has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

# IFRS 13 Fair value Measurement

This new standard sets out a single IFRS framework for measuring fair value and establishes disclosure requirements for fair value measurements. This standard is effective for annual periods commencing on or after January 1, 2013, with earlier adoption permitted. The Corporation has not yet assessed the impact of the standard or determined whether it will adopt the standard early.

#### **BUSINESS RISKS**

The Corporation operates as a holding company and therefore has minimal risk. The largest risk is that it may not receive the maximum funds possible pursuant to the APAs due to the various purchase price adjustment mechanisms as defined in the APAs and related documents. The Corporation is subject to specific representations and warranties under the terms of the APAs with Powell. A claim has been filed with respect to these representations and warranties, as noted in the subsequent events section above.

# ADDITIONAL INFORMATION

Additional information relating to PetroCorp Group Inc. may be found on the SEDAR website by visiting www.sedar.com.