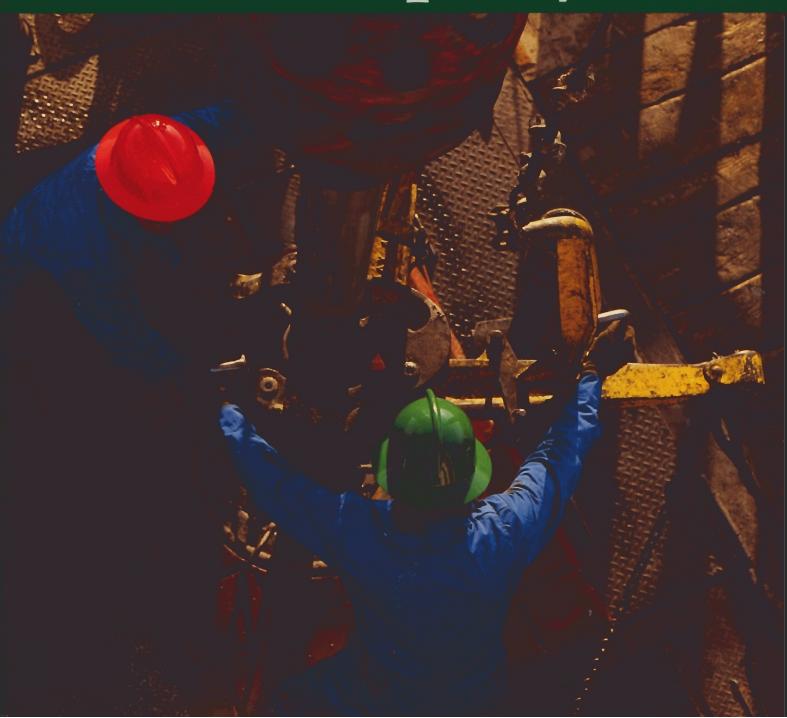




# Alberta Energy Company Ltd.

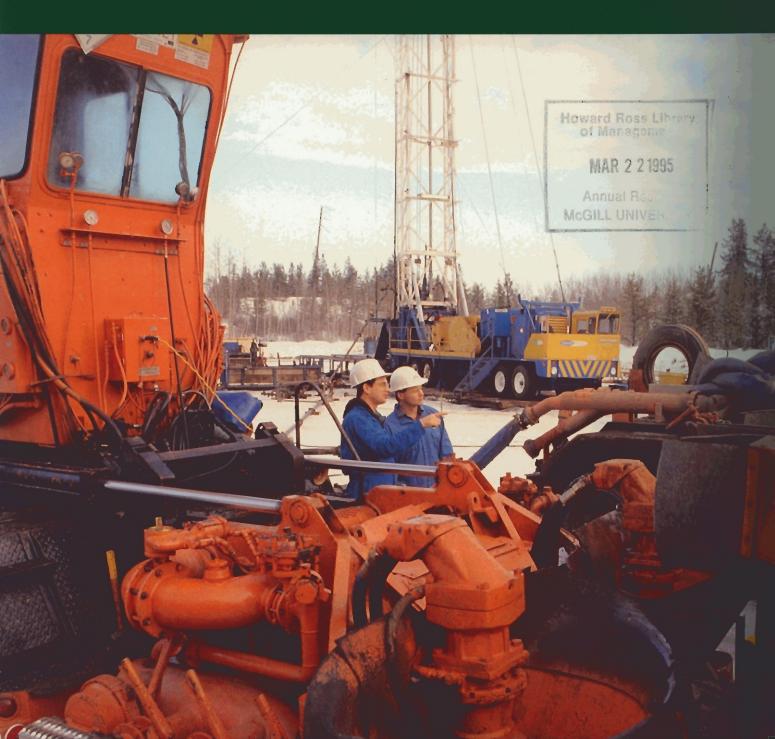


#### **Corporate Profile**

ALBERTA ENERGY COMPANY LTD. IS ONE OF THE 10 LARGEST OIL AND GAS COMPANIES IN CANADA, WITH MORE THAN 40,000 SHAREHOLDERS AND A YEAR-END STOCK MARKET VALUE IN EXCESS OF \$1.3 BILLION. ABOUT 90 PERCENT OF THE COMPANY'S ASSETS ARE IN OIL AND GAS EXPLORATION, PRODUCTION, MARKETING, STORAGE AND PIPELINE TRANSPORTATION.

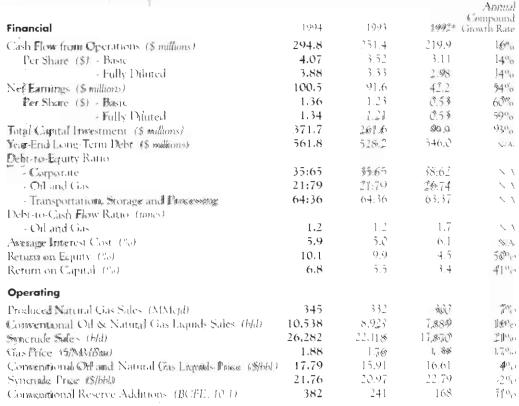
▼ AEC's technical expertise, combined with use of state-of-the-art fracture stimulation equipment, enabled the Company to successfully complete a new gas well near Grande Prairie. Cam Fehr, Geologist (right) consults with Joe Serio, a completions engineer assigned to AEC by the service contractor.

| 1994 Financial and Operating Highlights | 1  |
|---|----|
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| o Our Shareholders                      | 3  |
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| Management Discussion and Analysis      | 26 |
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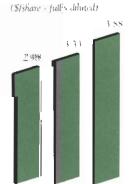
# highlights







#### Cash Flow Per Share

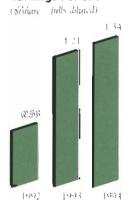


1993

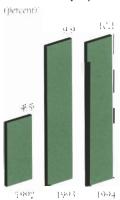
1992

1094

#### Earnings Per Share



#### Return on Equity



A list of abbreviations appears on the inside back cover



# results

# Performance

- Earnings and cash flow from operations per share, fully diluted, were up by 11 percent and 17 percent, respectively, over 1993.
- . AEC's long- and short-term debt ratings were reaffirmed at "A" and "A-1," with an even more positive outlook due to the Company's favourable financial performance.

- · AEC now is focussed on core oil and gas activities.
- FOCUS The Company intends to proceed with ownership restructuring of its forest products assets in 1995.
  - The Company sold its interests in Chieftain International, Inc. and Pan-Alberta Gas Ltd. for total net proceeds of \$65 million.

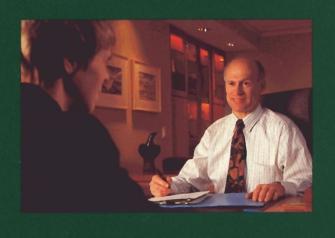
# Growth

- Combined drilling and acquisitions achieved a 235 percent conventional reserves replacement.
- A new production centre was established in the Boyer area of northwestern Alberta.
- The 1994 capital investment program totalled \$372 million, a 42 percent increase over 1993.
- Record sales were achieved for produced natural gas (345 MMcfd) and oil and natural gas liquids (36,820 b/d).
- The AECO C HUB™ gas storage facility was expanded to a withdrawal capacity of 1.6 BCFD and total working storage of 70 BCF.
- AEC purchased a 100 percent interest in a producing oil and gas property which increased landholdings in Argentina to 377,381 net acres.

# Liquidity

- . The Government of Alberta completed the divestiture of its AEC holdings in May.
- Following conversion of its outstanding Preferred Shares, AEC's Common Shares outstanding totalled 74.5 million and year-end stock market capitalization exceeded \$1.3 billion.

Gwyn Morgan has just completed his first year as President and Chief Executive Officer. With Gwyn is Executive Assistant Judy Mickelson.



Increasing the return to shoreholders is Alberta Energy Company's primary objective. In 1994, AEC built on the record operational and financial results of 1993. AEC's new management team completed the execution of the Company's strategy of focusing on core oil and gas investments.

#### The AEC Distinction

AEC truly is an exceptional company. The Company has competitive advantages that make it stand our among other companies in the Canadian oil and gas industry. Key to current and future success are the following AEC distinguishing characteristics:

- Exploration success
- Reserve base integrity
- Production growth
- Gas marketing innovation
- Solid non-commodity-based income
- Performance credibility

#### **Exploration Success**

Throughout the recent era of asset trading in the oil and gas industry, AEC's exploration and development teams sustained their successful track record for adding reserves "through the drill bit" at attractive economic returns. Our teams' technical expertise and

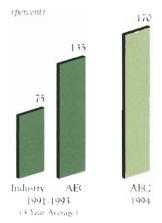
experience are supported by one million fiet acres of well-positioned exploration lands.

Through a combination of exploration and acquisition, AEC's natural gas production replacement during 1994 was 170 percent, while conventional oil production replacement was 450 percent. It is clear from the graphs on page 4 that AEC outperformed the competition in terms of this key benchmark.

As well, we sustained a competitive finding and development cost, averaging \$0.68 per thousand cubic feet equivalent over the 1992-94 period. This year, our finding and development cost increased marginally, as the entire industry incurred higher land, drilling, and seismic costs due to extremely high levels of activity.

One of AEC's exploration highlights in 1994 was our 190-percent-owned light oil discovery in the Ogston area of the East

#### Gas Production Replacement



Peace River Arch. Independent consultants McDaniel & Associates Consultants Ltd. have assigned 8 million barrels to this pool. This represents an increase equalling almost one-third of our 1993 conventional oil reserve base. Ogston-area production is expected to grow to 2,500 barrels per day during 1995, with further potential for growth.

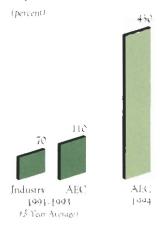
#### Reserve Base Integrity

AEC has 1.9 trillion cubic feet of natural gas reserves with a 15-year proven and probable reserve life at current production levels. On a combined Syncrude and conventional oil basis, AEC's reserves total 310 million barrels, with a 23-year life at estimated 1995 production levels. The Company's conventional reserves have exceptionally high integrity in that they are independently and conservatively evaluated by McDaniel & Associates.

#### **Production Growth**

AEC's oil and gas production has grown steadily over the past three years, with records set in 1994. In concert with growing production, we have maintained the lowest operating costs and the highest unit net backs among the senior oil and gas producers. Large, focussed production centres combined with very high working interests, 90 percent for natural gas and 70 percent for conventional oil, are major reasons for this excellent cost performance.

#### Conventional Oil Production Replacement



During 1994, growth in natural gas production exceeded growth in sales. Our production and sales optimization strategy, which entails use of our own gas storage facility, has given AEC a unique ability to match its production to gas market conditions.

#### **Gas Marketing Innovation**

The Company is a recognized leader in the rapidly changing gas marketing business. The AECO C HUB<sup>TM</sup>, Canada's dominant hub and market centre, is anchored by AEC's gas storage facility which underwent another major expansion during 1994. In addition to allowing AEC to store its own production when prices weaken, the storage facility also allows AEC to buy spot gas when the price is low for resale at higher prices.

This gas marketing strength is important to our success not only in periods of higher prices, such as during most of 1994, but also in times of price weakness. Late in 1994, gas markets deteriorated. The unusually mild winter throughout North America, combined with an Alberta deliverability surplus resulting from a 500 percent increase in gas wells drilled since 1992, led to weakened gas prices. Funded largely through equity capital raised by smaller companies, the increased drilling was focussed on accelerating gas production in western Canada. In spite of this increased drilling, current National Energy Board data indicates that natural gas reserves have

continued to decline since 1990. This surge in natural gas deliverability, therefore, will likely be short-lived.

AEC's response to these temporarily lower 1995 gas prices will be, first, to reduce sales and optimize production using our storage capability and, second, to defer development of some natural gas reserves. Gas will be sold into AEC's diversified U.S. and Canadian markets where we hold gas purchase and transportation contracts. Since the Alberta spot market is particularly weak. AEC will be a ner buyer rather than seller in that market.

#### Solid Non-Commodity-Based Incame

AEC has over \$400 million invested in highly profitable oil and gas transportation, storage and processing assets. These non-commodity-based, cost-of-service type of investments will generate more than \$90 million of 1995 operating cash flow regardless of the price of oil or gas, giving AEC unique financial strength compared with its competitors.

#### **Performance Credibility**

AEC met its 1994 production commitments to shareholders. Sales of both natural gas and oil were right on target at 345 million cubic feet per day and 36.8 thousand barrels per day, respectively. We do not include potential exploration successes in our production outlook; our estimates are based solely on the development of existing reserves. Exploration results provide future upside.

#### **Majar Operating Accomplishments**

Shareholders can see by our Highlights and Results on pages 1 and 2, as well as in the information throughout the report, that the Company has achieved a great deal during the past year. AEC people at all levels and locations can be justifiably proud of these results.

#### **Financial Strength**

AEC's key goal is to improve returns to the shareholder. While our share price declined in the fourth quarter of 1994 due to overall stock market malaise and falling gas prices.

the stock outperformed the TSE Oil and Gas Producers Index by 7 percent during 1994. Since the beginning of 1992, AEC stock has gained over 40 percent and has consistently outperformed the Canadian producers index.

In terms of basic financial performance indicators, such as return on equity, AEC's performance is among the best in the Canadian oil and gas industry. In 1994, return on equity was over 10 percent. Earnings per share increased by 11 percent, while fully diluted cash flow per share rose by 17 percent. Our investment strategies are based on maximizing the full-cycle value and returns from our investments. As well, AEC is one of the few oil and gas companies which pays a dividend, which in 1994 was increased to \$0.40 per share.

AEC has a very healthy balance sheet, which will be further strengthened when the Company completes the restructuring of its forest products assets.

With ownership restructuring of forest products, AEC will have completed its strategy of focussing on its two core business groups—oil and gas exploration, production and marketing; and oil and gas transportation, storage and processing. We have the financial and operational strength to continue to build these core businesses.

In order to further assist investors in evaluating AECs oil and gas business, this report contains detailed segmented financial and operating disclosure for these two core business groups.

#### **Employees**

AEC employees continued to show creativity, skill and resourcefulness in their unique and very important contributions to the Company's success in 1994. One of the keys to continuing Company success will be to ensure that these employees are strong leaders, have excellent technical skills and are focussed on results.

AEC has implemented a new strategy, AEC LEAD, to facilitate creation of a corporate environment in which employees will continue to enhance their technical and

#### **AEC VALUES**

The following values, developed by AEC employees, have been integral to the growth and success of the Company since its inception:

#### Shareholder value

Decisions must be tested against their ability to add value for shareholders. The Company succeeds by creating more shareholder value than its competitors.

#### Entrepreneurship

Employees must be increasingly innovative, fast-moving, and focussed on action and results. Decision making must be at the level where there is the most knowledge, employees must have the authority to act, and new ideas must be encouraged.

#### Integrity

Employees must conduct their business activities honestly and with respect for their customers, partners, suppliers and each other. The Company fulfills its commitments.

#### Open communication

Employees must foster direct and concise communication with customers, business partners and each other. Direct access to data ensures fewer intermediories and speedier decision making.

#### **Employee development**

Growth and development of expertise is the responsibility of each employee. AEC will grow through the development of increased technical depth and strong leadership and business skills at all levels.

business leadership skills in the highly competitive and changing world of the nineties. AEC also is implementing other new programs such as results-based compensation, which ties employees' financial rewards to both corporate and individual results. All employees have a shareholder stake in the Company. Listed above are the values which we feel are essential to AEC's continuing success.

#### **Significant Future Opportunities**

AEC's strategic plan identifies very substantial growth investment opportunities which will result in further profitable progress for our Company. AEC's forecast capital expenditure program for 1995 includes approximately \$140 million directed toward conventional exploration and development. Approximately two-thirds of that amount will be dedicated to natural gas exploration and development with the balance invested in conventional oil. In addition, about \$25 million will be

invested in Syncrude. The Company also will actively seek opportunities to expand its reserve base through acquisitions. About \$25 million will be dedicated to higher-potential plays in Argentina. In addition, opportunities will be sought to increase pipeline assets.

AEC's strategic advantages in the oil and gas business, its solid non-commodity-based cash flow, and its healthy balance sheet put the Company in a position to sustain strong results for shareholders.

Gwyn Morgan

President and Chief Executive Officer

February 15, 1995

AEC had a significant light oil discovery in the Ogston area. C Vice-President Bill Oliver (right) leads the exploration and coduction team, which includes Guy James, Oil and Gas Viceresident, Exploration (left) and David Pyke, Land Manager.

▼ The latest technology is used to offset technical risk and optimize existing reservoirs. President Gwyn Morgan (centre) is briefed by two members of the West Peace River Arch reserves additions team, two members of the West Peace River Arch reserves additions team, Andy Mah, Staff Geophysicist (left) and Mike Doherty, Staff Engineer.



# exploration



## **Operational Review**

#### **EXPLORATION AND PRODUCTION**

#### THE AEC DISTINCTION

Substantial high-quality reserves

Gas: 15-year life

Conventional ail and NGLs: 11-year life

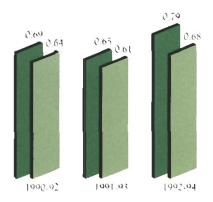
- High net backs
- Conventional reserves replacement of 235 percent
- Solid production growth
- Large exploration land base

| Income Statement                         |       | Gas and NGLs |         |      | Conventional Oil |      |       | Syneriale |       |       | Total Exploration and Production |       |  |
|--|-------|--------------|---------|------|------------------|------|-------|-----------|-------|-------|----------------------------------|-------|--|
| L nandaed (8 millions)                   | 1354  | 1993         | 1992    | 1994 | 1993             | 1992 | 1994  | 1993      | 1992  | 1994  | 1993                             | 1995  |  |
| Revenue                                  | 245.4 | 231.8        | 157.6 . | 61.2 | 46.2             | 43.0 | 214.1 | 174.6     | 157.8 | 520.7 | 452.6                            | 358.4 |  |
| Royalties                                | 33.4  | 30.7         | 17.7    | 8.9  | 5.9              | 6.4  | 9.8   | 5.1       | _     | 52.1  | 41.7                             | 24.1  |  |
| Net Revenue                              | 212.0 | 201.1        | 139.9   | 52.3 | 40.3             | 36.6 | 204.3 | 169.5     | 157.8 | 468.6 | 410.9                            | 334.3 |  |
| Operating Costs                          | 34.5  | 29.4         | 26.9    | 13.2 | 11.9             | 11.6 | 142.2 | 126.9     | 101.4 | 189.9 | 168.2                            | 139.9 |  |
| Operating G & A                          | 21.9  | 18.2         | 14.2    | 5.5  | 5.0              | 3.8  | _     | _         | -     | 27.4  | 23.2                             | 18.0  |  |
| Operating Cash Flow                      | 155.6 | 153.5        | 98.8    | 33.6 | 23.4             | 21.2 | 62.1  | 42.6      | 56.4  | 251.3 | 219.5                            | 176.4 |  |
| Depreciation, Depletion and Amortization | 93.6  | 86.5         | 79.8    | 14.4 | 11.7             | 13.1 | 14.9  | 13.4      | 12.4  | 122.9 | 111.6                            | 105.3 |  |
| Future Site Restoration and Other        | 1.8   | 1.8          | 1.4     | 0.3  | 0.3              | 0.5  | 1.0   | 0.6       | (0.1) | 3.1   | 2.7                              | 1.8   |  |
| Operating Income                         | 60.2  | 65.2         | 17.6    | 18.9 | 11.4             | 7.6  | 46.2  | 28.6      | 44.1  | 125.3 | 105.2                            | 69.3  |  |
| Equity Earnings                          | _     | 3.2          | 2.6     | _    | _                | ~    | _     | _         | -     | _     | 3.2                              | 2.6   |  |
| Divisional Income                        | 60.2  | 68.4         | 20.2    | 18.9 | 11.4             | 7.6  | 46.2  | 28.6      | 44.l  | 125.3 | 108.4                            | 71.9  |  |

| Balance Sheet                   |         | and Gas |               |           |         | and Gas |
|---------------------------------|---------|---------|---------------|-----------|---------|---------|
| Chaudited (\$ millions)         | 1994    | 1993    |               |           | [994    | 1993    |
| Assets                          |         |         | Liabilities   |           |         |         |
| Current Assets                  | 154.3   | 170.3   | Current Liab  | ilities   | 155.3   | 154.0   |
| Investments                     | _       | 49.8    | Long-Term D   | )ebt      | 232.8   | 223.8   |
| Capital Assets                  | 1,489.1 | 1,343.4 | Other Liabili | ties      | 43.3    | 38.6    |
| Deferred Charges                |         |         | Deferred Inco | ome Taxes | 363.1   | 369.6   |
| and Other Assets                | 13.7    | 28.9    | Capital Empl  | oyed      | 862.6   | 806.4   |
|                                 | 1,657.1 | 1,592.4 |               |           | 1,657.1 | 1,592.4 |
|                                 |         |         |               |           |         |         |
| Debt-to-Cash Flow Ratio (times) |         | . 1994  | 1993          | [99]      | 1991    | 1447    |
| Oil and Gas                     |         | 1.2     | 1.2           | 1.7       | 3.8     | 2.6     |

#### Finding and Development Costs Three-Year Average

(\$/thousand cubic feet of gas equivalent)



| Sharrel of oil equivale | : ( Got) 9: | 1001 97 | do1.01 |
|-------------------------|-------------|---------|--------|
| 6.1                     | 415         | 7,07    | 4.75   |
| 10.1                    | 640         | 6.10    | 6.80   |



#### Strategy

- Replace annual production through the drilling program
- Grow the reserves base through acquisitions
- Explore in the East and West Peace River Arch areas and exploit in the East Central, Suffield and Boyer areas of Alberta
- Direct two-thirds of capital to natural gas activities and one-third to oil
- Remain an industry leader in sustaining low operating costs and product net backs
- Use multi-discipline teams to find new pools and develop existing properties
- Maintain solid, steady production growth
- Dedicate 25 percent of technical staff to development of large exploration plays outside the Company's core areas
- Maintain one million net acres of undeveloped land to support the drilling program
- Employ the latest technology to offser technical risk and optimize existing reservoirs

#### Major Accomplishments

Using this strategy, AEC had the following major achievements during the past year:

- More than doubled combined conventional oil and gas equivalent proven plus probable reserves replacement through a combination of drilling and reserve acquisition
- Held three-year finding and development costs to an 11 percent increase, despite higher industry land and service costs
- Achieved record produced gas sales averaging 345 MMcfd compared with 332 MMcfd in 1993
- Achieved record western Canadian conventional liquids production of 10,278 b/d, up from 8,923 b/d in 1993
- Increased light oil component of total conventional liquids production to 58 percent from 49 percent
- Drilled 106 net successful wells for a success rate of 77 percent
- Invested record capital of \$237 million in conventional oil and gas projects
- Held produced gas operating expenses to \$0.27/Mcf compared with \$0.24/Mcf in 1993, among the lowest in the industry
- Decreased conventional oil operating expenses to \$3.87 from \$4.06/bbl

| Reserves Reconciliation<br>(Western Canada) |        | Natural Gas<br>lion cubic fe |         | Natu   | Conventional Oil and<br>Natural Gas Liquids<br>(million barrels) |       |        |  |  |  |
|---|--------|------------------------------|---------|--------|--|-------|--------|--|--|--|
|   | Proven | Probable                     | Total . | Proven | Probable   | Total | Proven |  |  |  |
| 1992  |        |                              |         |        |  |       |        |  |  |  |
| Balance at December 31, 1991                | 1,485  | 254                          | 1,739   | 14.2   | 8.2  | 22.4  | 193    |  |  |  |
| Revisions of Established Pools              | 35     | 4                            | 39 .    | 2.2    | (0.9)  | 1.3   | - ;    |  |  |  |
| Discoveries and Extensions                  | 23     | 8                            | 31      | 2.3    | (0.4)  | 1.9   | - :    |  |  |  |
| Acquisition of Reserves - Net               | 28     | 13                           | 41      | 1.1    | 1.5  | 2.6   | _ :    |  |  |  |
| Production                                  | (110)  | ~                            | (110)   | (2.9)  | _  | (2.9) | (7)    |  |  |  |
| Balance at December 31, 1992                | 1,461  | 279                          | 1,740   | 16.9   | 8.4  | 25.3  | 186    |  |  |  |
| 1993  |        |                              |         |        |  |       |        |  |  |  |
| Revisions of Established Pools              | 1      | (1)                          | _       | (0.7)  | (0.5)  | (1.2) | _      |  |  |  |
| Discoveries and Extensions                  | 73     | 12                           | 85      | 4.9    | 0.8  | 5.7   | - :    |  |  |  |
| Acquisition of Reserves - Net               | 68     | 31                           | 99      | 1.0    | 0.2  | 1.2   | 69 :   |  |  |  |
| Production                                  | (121)  | ~                            | (121)   | (3.3)  | _  | (3.3) | (9)    |  |  |  |
| Balance at December 31, 1993                | 1,482  | 321                          | 1,803   | 18.8   | 8.9  | 27.7  | 246    |  |  |  |
| 1994  |        |                              |         |        |  |       |        |  |  |  |
| Revisions of Established Pools              | 18     | (4)                          | 14      | 3.5    | 2.5  | 6.0   | 33     |  |  |  |
| Discoveries and Extensions                  | 75     | 19                           | 94      | 8.5    | 4.1  | 12.6  | _      |  |  |  |
| Acquisition of Reserves - Net               | 73     | 33                           | 106     | (1.0)  | (0.7)  | (1.7) | - :    |  |  |  |
| Production                                  | (126)  | -                            | (126)   | (3.8)  | _  | (3.8) | (10)   |  |  |  |
| Balance at December 31, 1994                | 1,522  | 369                          | 1,891   | 26.0   | 14.8   | 40.8  | 269    |  |  |  |

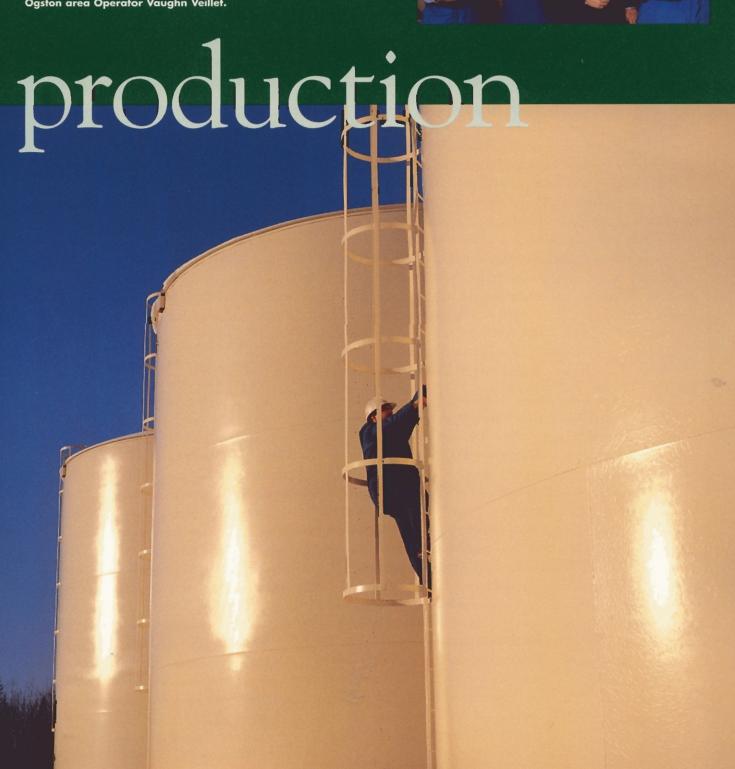
| Landholdings     | Т     | Sotal | Unde  | veloped | Developed |       |  |
|------------------|-------|-------|-------|---------|-----------|-------|--|
| (thorward acres) | Gross | Net   | Gross | Net     | Gross     | Net   |  |
| Alberta          | 4,029 | 3,195 | 972   | 794     | 3,057     | 2,401 |  |
| Saskatchewan     | 92    | 25    | 45    | 24      | 47        | 1     |  |
| British Columbia | 287   | 198 . | 203   | 158     | 84        | 40    |  |
| Western Canada   | 4,408 | 3,418 | 1,220 | 976     | 3,188     | 2,442 |  |
| Beaufort         | 452   | 12    | 452   | 12      | _         | _     |  |
| Argentina        | 377   | 377   | 376   | 376     | 1         | 1     |  |
| Total            | 5,237 | 3,807 | 2,048 | 1,364   | 3,189     | 2,443 |  |

| Wells Drilled                  | 199   | 94  | 199   | 03   | 1992  |     |  |
|--------------------------------|-------|-----|-------|------|-------|-----|--|
| (Western Canada)               | Gross | Net | Gross | Net  | Gross | Net |  |
| Exploration                    |       |     |       |      |       |     |  |
| Gas                            | 21    | 12  | 30    | 20   | 17    | 5   |  |
| Oil                            | 10    | 8   | 18    | 11   | 5     | 2   |  |
| Cased                          | 10    | 7   | 3     | 3 :  | 1     | _ : |  |
| Dry and Abandoned              | 30    | 18  | 26    | 15   | 13    | 8   |  |
| Total                          | 71    | 45  | 77    | 49   | 36    | 15  |  |
| Success Rate (percent)         | 58    | 60  | 66    | 69   | 64    | 47  |  |
| Development                    |       |     |       |      |       |     |  |
| Gas                            | 65    | 50  | 39    | 38   | 6     | 5   |  |
| Oil                            | 38    | 22  | 31    | 18   | 22    | 9   |  |
| Cased                          | 9     | 7   | 1     | 1    | _     | -   |  |
| Dry and Abandoned              | 19    | 14  | 5     | 2    | 1     | - : |  |
| Total                          | 131   | 93  | 76    | 59 : | 29    | 14  |  |
| Success Rate (percent)         | 85    | 85  | 93    | 97   | 97    | 100 |  |
| Depth                          |       |     |       |      |       |     |  |
| Shallow (less than 2,000 feet) | 52    | 37  | 20    | 19   | 13    | 4   |  |
| Medium (2,000-9,000 feet)      | 142   | 94  | 130   | 87   | 50    | 24  |  |
| Deep (more than 9,000 feet)    | 8     | 7   | 3     | 2 :  | 2     | 1   |  |

▶ A new natural gas plant came onstream in the Bigstone area. Al Kiernan, Oil and Gas Senior Vice-President Production (2nd from right), leads the oil and gas production team, which includes (from left) Alan Drew-Brook, Manager Edmonton District; Don Harfield, Chief Facilities Engineer, and Alex Braun, Manager Petroleum Engineering.

▼ A new light oil battery will be onstream at Ogston in the first quarter 1995 to accommodate growing production. Shown is Ogston area Operator Vaughn Veillet.

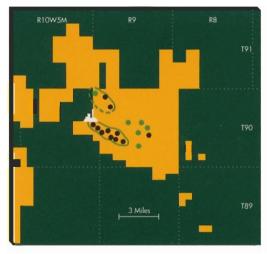




- AEC Interest Lind
- O Post
- 1995 Oil Welt Location
- Oil ₩ iil
- Co. Well
- ♣ Processing Facility
- -- Sour Pipeline
- Sweet Pipeline



#### Ogston



#### **Growth Opportunities**

To meet 1995 production targets, AEC will focus on the following exploration and production objectives:

- Drill 150 gross (130 net) wells
- Tie in and continue infill drilling in the Primrose and Boyer areas
- Benefit from a full year's production at the Bigstone natural gas and liquids recovery plant
- Benefit from a full year's production at Ogston
- Further exploit the existing Ogston land base

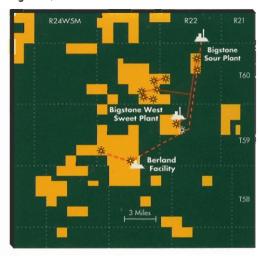
The Company will continue to seek opportunities for acquisitions to expand the reserves base.

# Major Exploration and Production Regions East Peace River Arch (EPRA)

The significance of the Ogston play was confirmed in 1994. Ogston currently is producing 1,630 b/d, with further production increases expected. In 1994, McDaniel & Associates assigned 7.2 million barrels of light oil reserves to the initial pool in addition to the 1 million barrels previously assigned.

Production from the Ogston play is from the Granite Wash zone at a 5,000-foot depth. A new oil battery is expected to be onstream during the first quarter of 1995, allowing year-round production at operating costs of less than \$3/bbl. A total of 8 wells are tied in to the Ogston battery. The battery will be connected to the Wabasca River Pipeline, of which AEC owns 19 percent.

#### Bigstone/Berland River



Plans for 1995 are to further explore AEC's 40.640 net acres of 100 percent-owned Ogston lands. Another 3-D seismic program will be completed and 6 Granite Wash wells are planned for this winter.

The EPRA is AEC's major conventional light oil exploration area. Over the years 1993 through 1995 production will have grown from 2,362 b/d to an expected 4,200 b/d. McDamel & Associates has assigned 15 million barrels of proven and probable AEC reserves to the EPRA.

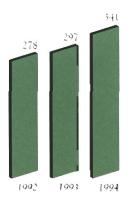
#### West Peace River Arch (WPRA)

The new 34-percent AEC-owned Bigstone West gas plant came onstream in December 1994. The ten 100-percent AEC-owned wells connected to the plant have an initial production capability of 20 MMctd of gas and 800 b/d of natural gas liquids. This field was placed on production within 20 months of the initial discovery. AEC continues to evaluate Cretaceous, Triassic and Devonian prospects on its 39,360 net acres of undeveloped land in the Bigstone/Berland River area. The potential value of this gas is enhanced by the Company's access to the area's processing capacity for both sweet and sour gas.

In the Flythe field, 4 new Halfway wells added production of 6 MMcfd, bringing total Hythe field production to 32 MMcfd. Through two large farm-ins AEC doubled its land base in the area without incurring high land sale costs. AEC continues to explore for Halfway gas on both sides of the Alberta/British Columbia border.

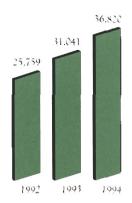
#### **Natural Gas Production**

(million cultic feet per day)



#### Oil and NGL Production

(barrels per day)



In Valhalla, a 10-well drilling program achieved a 70 percent success rate, resulting in 5 net oil wells and 27 BCFE of proven and probable gas, light oil and liquids reserves. Production from these new wells will increase when gas conservation facilities are operational in mid-1995.

Total natural gas production from AEC's properties in the WPRA is forecast to grow from 56 MMcfd in 1993 to 95 MMcfd in 1995, while oil and liquids production will have grown from 1,701 b/d to an expected 2,600 b/d. The WPRA is an important region for continuing exploration because of its multi-zone, liquids-rich gas potential, as well as the Company's extensive landholdings and existing infrastructure which facilitate rapid development and low operating costs.

#### East Central Alberta

Natural gas production from East Central Alberta is expected to double from 58 MMcfd in 1993 to 115 MMcfd in 1995. The growth has resulted primarily from the December 1993 start-up of the 55 MMcfd Caribou Lake plant on the Primrose Range. The cost efficiencies associated with the Company having two large central natural gas compression facilities on the Range resulted in average operating costs of only \$0.11/Mcf. Three horizontal gas wells were drilled at Primrose during 1994, which proved the applicability of the technology to shallow gas development.

Outside the Range, AEC maintained an active 1994 exploration program. A 20-well drilling program had a 90 percent success rate, resulting in 18 net wells and the addition of 12 BCFE of proven and probable reserves.

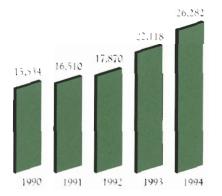
East Central Alberta has both development and exploration potential, with the main target being shallow, multi-zone Cretaceous gas reservoirs. AEC's second largest natural gas property, the Primrose Range has numerous development prospects. AEC controls all oil and gas access to the Alberta portion of the Range and has the rights to 500,000 net acres of land yet to be exploited.

#### Northwest Alberta Shallow Gas

The purchase of Stealth Resources in 1994 established a new AEC production centre in the Boyer area. Boyer gas production is expected to grow from 5 MMc(d in 1993 to 20 MMc(d in 1995 due to this acquisition of reserves as well as additional development of existing properties. Development in 1995 will comprise a 40-well winter drilling program and a 20-well tie-in program. The Company believes this property, comprised of 480,000 gross acres (320,000 net), has further development potential. Exploration in this area will benefit from the infrastructure provided by AEC's five operated plants.

#### **AEC Syncrude Production**

(harrels per day)



#### Suffield

A solid base of gas and oil production is provided by the Suffield area in southeastern Alberta. This long-life shallow gas area, which is AEC's largest producing property, accounted for 169 MMetd, or 50 percent, of 1994 natural gas production. By using horizontal drilling technology to achieve high recoveries of heavy oil, Suffield contributed 3,806 b/d, or 37 percent, of 1994 Canadian conventional liquids production. Natural gas operating costs were \$0.20/Mcf, and oil operating costs were \$2.72/bbl.

A 15-well drilling program had an 87 percent success rate resulting in 8 net oil wells and 2 net gas wells. Oil and gas proven and probable reserves increased by 5 million barrels and 8 billion cubic feet, respectively, as a result of drilling recompletions and improved reservoir performance. Drilling for deeper gas and further exploitation of heavy oil resources are planned for 1995.

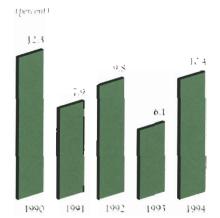
#### **SYNCRUDE**

#### THE AEC DISTINCTION

- 28-year proven light oil reserve life
- Most profitable Syncrude owner due to overriding royalty

AEC's investment in Synerude is comprised of a 13.75 percent working interest, plus an average 5.8 percent overriding royalty on another 6.25 percent of Synerude revenue. AEC's share of Synerude production increased by 19 percent, making a significant contribution to AEC's record total oil production and profits.

#### **AEC Return on Syncrude Capital**



#### Strategy

- Improve productivity
- Use new technology to reduce costs
- Acquire new leases
- Develop financially and technically sound, staged investment opportunities

#### Major Accomplishments

- Increased average daily production (AEC share) by 4,164 b/d to 26,282 b/d
- Reduced unit operating costs by \$0.20 to \$15/bbl
- Realigned the work force in order to reduce staff count by 500 employees to 3,600 by 1997
- Received Alberta Energy Resources
   Conservation Board approval to extend
   Syncrude operating permit by 7 years to
   2025 and to increase annual production by
   25 percent to 217,100 b/d
- Increased AEC reserves by 23 million barrels of light oil to 269 million barrels
- Acquired two high-quality surface mineable oil sands leases, with potential to add about 240 million barrels of light oil to AEC reserves

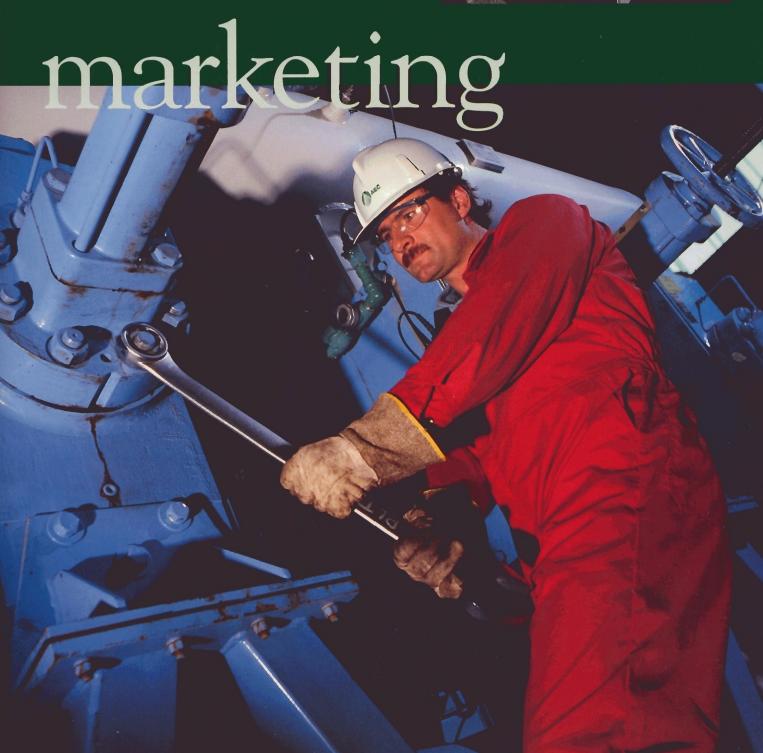
#### **Growth Opportunities**

During 1995, Syncrude expects to further increase production by 3 percent, which will increase AECs share to 27,200 b/d. Cost reduction initiatives will continue with the goal of decreasing unit costs by \$0.35/bbl. to \$14.65/bbl.

▶ Dennis Cornelson, Oil and Gas Senior Vice-President Marketing (centre) leads the marketing team which includes Rick Daniel, Manager Natural Gas Hub Services and Development, and Colleen McBain, Manager Natural Gas Supply and Trading.

▼ Gas storage at the AECO C HUB<sup>™</sup> – Canada's dominant storage facility – was expanded to 1.6 billion cubic feet per day of daily deliverability. Robert Schmunk is an Operator at the facility.





#### MARKETING

#### THE AEC DISTINCTION

- Trading copabilities focussed on optimizing oil and gas assets
- Leading position in Alberta gas storage and transportation control
- Largest non-utility, lowest-cost, state-of-theart gas market centre in North America
- Integrated morketing, storage, pipeline, and production team approach to developing business opportunities

#### **Natural Gas**

AEC is a leader in providing innovative marketing services and reliable gas supply to North American markets.

#### Strategy

- Increase the amount of produced gas marketed directly to achieve higher prices and to reduce marketing costs
- Trade to optimize the value of the Company's natural gas assets and realize price arbitrage opportunities
- Develop storage and transportation capacity to add value to AEC's own production and to profit from providing storage and other marketing services

#### **Major Accomplishments**

- The proportion of AEC's gas marketed directly grew from 25 percent to 40 percent, resulting in higher gas prices and reduced marketing costs.
- AEC's average produced gas price increased to \$1.88/MMBtu from \$1.76/MMBtu in 1993.

The resale of stored purchased gas rose from 42 MMcfd to 76 MMcfd. Unit margins declined due to the general decline in gas prices during 1994. Declining margins for gas purchased for immediate resale were more than offset by volume increases from 9 MMcfd to 34 MMcfd.

#### **Growth Opportunities**

During 1995, AEC's productive capacity will be increased to 385 MMcfd. AEC plans to increase its proportion of direct sales to almost 55 percent through further contract restructuring. Should weak markets continue. AEC is prepared to reduce its sales to as low as 335 MMcfd to avoid spot prices, while shutting in or injecting into storage an average of 50 MMcfd. About 70 percent of these reduced 1995 sales have been indexed to U.S. prices. Of the remaining sales, 17 percent reflect Canadian prices and 13 percent are fixed.

#### Crude Qil

#### Strategy

- Market directly 100 percent of crude oil production to take advantage of pipeline expansions and low marketing costs
- Optimize the value of the Company's crude oil assets through trading
- Develop new market, transportation and processing opportunities

#### **Major Accomplishments**

- AEC increased its sales of Syncrude and conventional crude oil and NGLs, with a more diversified portfolio.
- The Company's average price for crude oil and natural gas liquids increased from \$19.51/bbl to \$20.64/bbl.
- AEC negotiated a natural gas liquids marketing agreement with Kinetic Resources to improve NGL net backs.

#### **Growth Opportunities**

During 1995, sales of crude oil and NGLs are expected to increase to 38,100 b/d, with a larger proportion marketed directly to further enhance net backs and realize price arbitrage opportunities.

ABC Interest Land

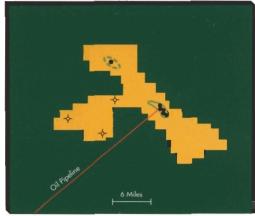
- O Pad
- Oil Well
- ₩ Gas Well
- ♦ Abandoned Well
- Oil Pipeline
- Neuquén Basin



#### Covunco



#### Estancia Vieja/Puesto Prado



#### **ARGENTINA**

#### THE AEC DISTINCTION

- · Control of large exploration land blocks
- Exposure to high-potential discoveries in on underdeveloped sedimentary basin
- Acquisition of producing oil properties with enhanced recovery potential

#### Strategy

AEC's strategy is to invest approximately 10 percent of annual capital expenditures in international oil and gas activities, with an initial concentration on Argentina. The Company's current Argentine focus is on the Neuquén Basin. The objective is to add to AEC's oil and gas reserves through acquisition, development and exploration. The Company will acquire large blocks of exploration land which have good lease renure and fiscal terms.

# AEC is investing about 10 percent of its annual capital budget on international oil and gas activity, with a current focus on Argentina. Roger Dunn, Vice-President (left) leads the international team which also includes Bab Patter, Manager International Exploration (right) and Glen Younghusband, Seniar Advisor.



#### Major Accomplishments

- Acquired 100 percent interest in the Estancia Vieja and Puesto Prado properties.
   The acquisition will add 1,300 b/d to AEC's 1995 light oil production and 95,760 acres of exploration land with 25-year lease tenure.
   The Company's share of reserves from these AEC-operated properties is estimated to be 4.2 million barrels.
- Completed reprocessing and interpretation of 633 miles of seismic data on the 281.621-acre Covunco exploration property which was acquired in December 1993.
- Concluded negotiations to acquire an additional oil and gas property, with closing expected by the end of February 1995
- Increased total petroleum and natural gas rights under lease to 377,381 acres

#### Growth Opportunities

During 1995, the Company's goal will be to create growth in exploration lands, reserves and production. Acquisition, development and exploration are expected to double reserves. Additional seismic will be done on the Covunco property to determine drilling locations. Four wells will be drilled – one exploration well on each of the Covunco and Puesto Prado lands and two development wells at Estancia Vieta. A suspended Covunco gas well will be tested to prove reserves.

# Supplemental Oil and Gas Operating Statistics

(invalidited)

| SALES   | Year   | Q4     | 1994<br>Q3 | ())    | Ql     | 1493   | 1992   | ]49]   | 1990   |
|---|--------|--------|------------|--------|--------|--------|--------|--------|--------|
| Produced Gas                                    | TC 31  | Ųτ     | ζ,         | Q2     |        |        |        |        |        |
| (million cubic feet per day)                    | 345    | 372    | 303        | 324    | 381    | 332    | 300    | 273    | 272    |
| Oil and Natural Gas Liquids<br>(borels per das) |        |        |            |        |        |        |        |        |        |
| Syncrude  | 26,282 | 26,724 | 29,690     | 22,915 | 25,753 | 22,118 | 17,870 | 16,510 | 15,534 |
| Conventional                                    | 9,267  | 10,056 | 9,611      | 8,805  | 8,577  | 7,939  | 6,886  | 5,419  | 6,148  |
| Natural Gas Liquids                             | 1,011  | 1,038  | 1,152      | 1,100  | 749    | 984    | 1,003  | 1,051  | 732    |
| Total Canada                                    | 36,560 | 37,818 | 40,453     | 32,820 | 35,079 | 31,041 | 25,759 | 22,980 | 22,414 |
| Argentina                                       | 260    | 1,032  | -          | _      |        | _      | _      | -      | _      |
| Total   | 36,820 | 38,850 | 40,453     | 32,820 | 35,079 | 31,041 | 25,759 | 22,980 | 22,414 |
|   |        |        | _          |        |        |        |        |        |        |
| PER-UNIT RESULTS (Western Canada)               |        |        |            |        |        |        |        |        |        |
| Produced Gas (5 per thousand enline peet)       |        |        |            |        |        | -      |        |        |        |
| Price   | 1.88   | 1.71   | 1.77       | 1.90   | 2.17   | 1.75   | 1.37   | 1.35   | 1.52   |
| Royalties                                       | 0.25   | 0.19   | 0.25       | 0.27   | 0.30   | 0.24   | 0.15   | 0.14   | 0.17   |
| Operating Costs                                 | 0.27   | 0.27   | 0.29       | 0.30   | 0.23   | 0.24   | 0.25   | 0,23   | 0.22   |
| Net Back  | 1.36   | 1.25   | 1.23       | 1.33   | 1.64   | 1.27   | 0.97   | 0.98   | 1.13   |
| Conventional Oil (S. ber Iswel)                 |        |        |            |        |        |        |        |        |        |
| Price   | 18.09  | 18.67  | 20.43      | 19.56  | 13.19  | 15.93  | 16.88  | 15.73  | 21.87  |
| Royalties                                       | 2.63   | 2.76   | 3.72       | 2.43   | 1.43   | 2.01   | 2.53   | 2.73   | 3.30   |
| Operating Costs                                 | 3.87   | 4.85   | 3.89       | 3.46   | 3.10   | 4.06   | 3.60   | 5.20   | 3.84   |
| Net Back  | 11.59  | 11.06  | 12.82      | 13.67  | 8.66   | 9.86   | 10.75  | 7.80   | 14.73  |
| Natural Gas Liquids (8 per banel)               |        |        |            |        |        |        |        |        |        |
| Price   | 15.05  | 15.65  | 17.42      | 13.68  | 12.51  | 15.71  | 14.79  | 14.52  | 16.09  |
| Royalties                                       | 3.98   | 5.17   | 2.74       | 4.99   | 2.75   | 4.04   | 4.12   | 3.94   | 1.74   |
| Net Back  | 11.07  | 10.48  | 14.68      | 8.69   | 9.76   | 11.67  | 10.67  | 10.58  | 14.35  |
| Syncrude (5 per banel)                          |        |        |            |        |        |        |        |        |        |
| Price, Net of Tariff                            | 21.76  | 22.60  | 23.26      | 23.62  | 17.43  | 20.97  | 22.79  | 22.67  | 26.85  |
| Gross Overtiding Royalty                        | 0.56   | 0.12   | 0.75       | 0.79   | 0.60   | 0.86   | 1.37   | 1.44   | 1.72   |
| Sulphur and Other Revenue                       | _      | -      | _          | _      | _      | (0.19) | (0.04) |        | 0.33   |
| Royalties                                       | 1.03   | 0.48   | 2.27       | 1.14   | 0.03   | 0.64   | _      | ~      | _      |
| Cash Operating Costs                            | 14.99  | 12.15  | 11.74      | 21.37* | 16.08  | 15.20  | 15.39  | 16.48  | 17.53  |
| Net Back  | 6.30   | 10.09  | 10.00      | 1.90   | 1.92   | 5.80   | 8.73   | 7.80   | 11.37  |

<sup>\*</sup> Due to coker 8-1 turnaround

# Supplemental Oil and Gas Operating Statistics

(taxatdited)

| GAS PRODUCTION BY AREA (million crabic feet per day) | Forecast<br>1995 | 1994 | 1993 | 1992 | [99] | 1495 |
|--|------------------|------|------|------|------|------|
| Suffield   | 155              | 169  | 178  | 189  | 200  | 214  |
| West Peace River Arch                                | 95               | 68   | 56   | 46   | 38   | 21   |
| East Central Alberta                                 | 115              | 92   | 58   | 38   | 33   | 16   |
| Northwest Shallow Gas                                | 20               | 9    | 5    | 3    | 3    | 3    |
| Other  | _                | 3    | _    | 2    | 4    | 19   |
| Total Field Capability                               | 385              | 341  | 297  | 278  | 278  | 273  |
| Storage (Injection) Withdrawal                       | (30-0)           | (7)  | 14   | 22   | (5)  | (1)  |
| Discretionary Sales Shut In                          | (20-0)           | _    | _    | _    | _    |      |
| Native Gas from Storage                              | _                | 11   | 21   | _    | -    | _    |
| Total Produced Gas Sales                             | 335-385          | 345  | 332  | 300  | 273  | 272  |

Note: 1995 sales levels will depend on market conditions and will range between 335 and 385 million cubic feet per day.

| PRODUCED GAS SALES BY CONTRACT (million ciduc (cet per days) |            |        |        |        |        |        |
|--|------------|--------|--------|--------|--------|--------|
| Western Gas Marketing  | 120        | 146    | 168    | 178    | 158    | 157    |
| Pan-Alberta Gas  | 35         | 38     | 38     | 44     | 37     | 37     |
| Progas   | 25         | 11     | 6      | 7      | 6      | _      |
| Long-Term Direct   | 75         | 72     | 49     | 19     | [9     | 24     |
| Alberta and Southern/Pacific Gas and                         | Electric - | 8      | 44     | 27     | 12     | 6      |
| Other  | 80-130     | 70     | 27     | 25     | 41     | 48     |
| Total  | 335-385    | 345    | 332    | 300    | 273    | 272    |
|  |            |        |        |        |        |        |
| PURCHASED GAS TRANSACTIONS (million cubic feet per day)      |            |        |        |        |        |        |
| Through Storage  | 70         | 76     | 42     | 77     | 46     | 6      |
| Immediate Resale   | 100        | 34     | 9      | _      | _      |        |
| OIL AND NGL PRODUCTION BY AREA ('transits per tan)           |            |        |        |        |        |        |
| Syncrude   | 27,200     | 26,282 | 22,118 | 17,870 | 16,510 | 15,534 |
| Suffield   | 3,600      | 3,806  | 4.186  | 4,036  | 3,062  | 3.411  |
| East Peace River Arch  | 4,200      | 3,917  | 2,362  | 1.700  | 1,591  | 1,622  |
| West Peace River Arch  | 2,600      | 1,800  | 1,701  | 1,827  | 1,591  | 1,154  |
| East Central Alberta   | 500        | 477    | 372    | _      | _      | _      |
| Other  | _          | 278    | 302    | 326    | 226    | 693    |
| Total Canada   | 38,100     | 36,560 | 31,041 | 25,759 | 22,980 | 22,414 |
| Argentina  | 1,300      | 260    | -      |        | -      | -      |
| Total  | 39,400     | 36,820 | 31,041 | 25,759 | 22,980 | 22,414 |

## **Supplemental Oil and Gas Operating Statistics**

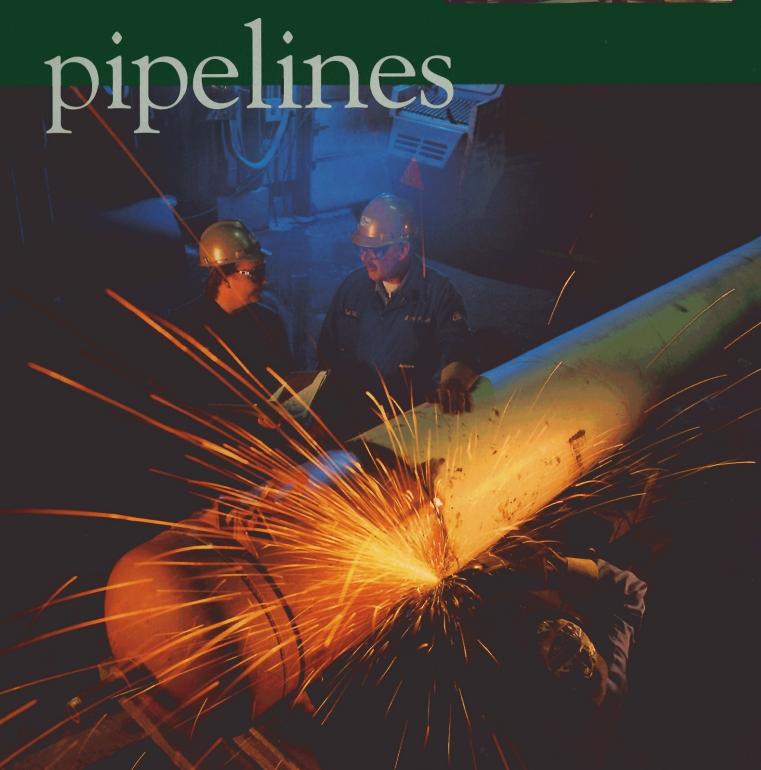
(townshied)

| UNDEVELOPED ACREAGE  |                      |                       |                     |                    |                      |
|--|----------------------|-----------------------|---------------------|--------------------|----------------------|
| (thousand actes)<br>Circoss  | 1004                 | 2,025                 | 1.005               | 3991<br>2.317      | 1942                 |
| Net  | 2,048<br>1,364       | 1,260                 | 1,975<br>1,084      | 1.286              | 1.183                |
|  | 1,707                | 1,2110                | 1,004               | 1,200              | 1,100                |
| RESERVES Observe Socialities   |                      |                       |                     |                    |                      |
| Gas (billion cubse (cd)  |                      |                       |                     |                    |                      |
| Proven   | 1,522                | 1.482                 | 1.461               | 1,485              | 1,398                |
| Probable   | 369                  | 321                   | 279                 | 254                | 282                  |
| Toral  | 1,891                | 1,803                 | 1.740               | 1.739              | 1,680                |
| Conventional Oil and Natural Gas Liquids (million bands)                 |                      |                       |                     |                    |                      |
| Proven   | 26.0                 | 18.8                  | 16.9                | 14.2               | 20.0                 |
| Probable   | 14.8                 | 8.9                   | 8.4                 | 8.2                | 6.8                  |
| Total  | 40.8                 | 27.7                  | 25.3                | 22.4               | 26.8                 |
| Syncrude (million barrels)   | 269                  | 246                   | 186                 | 193                | 100                  |
| Argentina Oil (million binels)   | 4.2                  |                       |                     |                    | _                    |
| Development Maintenance Acquisitions Total Finding and Development Costs | 3.3<br>66.3<br>237.4 | 12.1<br>17.6<br>140.3 | 8.7<br>11.1<br>67.8 | 8.4<br>3.2<br>98.6 | 18.1<br>7.0<br>130.0 |
| Total Finding and Development Costs Less Incentives                      | 237.4                | 140.3                 | 67.8                | 98.6<br>(2.8)      | (1.0                 |
| Net Conventional Oil and Gas Capital Investment                          | 237.4                | 140.3                 | 67.8                | 97.8               | 129.0                |
| Proven Reserves Added  | 27117                | 1 10                  |                     |                    | 15                   |
| Gas thillion cube next   |                      |                       |                     |                    |                      |
| Exploration Discoveries and Extensions                                   | 75.1                 | 73.1                  | 23.0                | 63.9               | 54.6                 |
| Revisions  | 17.4                 | 1.0                   | 35.0                | 113.7              | 22.8                 |
| Acquisitions   | 95.1                 | 67.9                  | 39.1                | 9.5                | 12.8                 |
| Total  | 187.6                | 142.0                 | 97.1                | 187.1              | 90.2                 |
| Conventional Oil and Natural Gas Liquids touthon have                    | 40                   |                       |                     |                    |                      |
| Exploration Discoveries and Extensions                                   | 8.5                  | 4.9                   | 2.3                 | 1.0                | 1.5                  |
| Revisions  | 3.5                  | (0.7)                 | 2.2                 | (4.6)              | 5.1                  |
| Acquisitions   | 0.1                  | 1.0                   | 1.1                 | 0.1                | 0.1                  |
| Total  | 12.1                 | 5.2                   | 5.6                 | (3.5)              | 6.7                  |
| Total Reserve Additions 10:1<br>(billion cubic feet of gus equivalent)   | 308.6                | 194.0                 | 153.0               | 152.0              | 157.0                |
| Finding and Development Costs  | 0.77                 | 0.72                  | 2.11                | 0.15               | 0.03                 |
| (\$ per thinward cubic feet equivalent) = 10:1                           | 0.77                 | 0.72                  | 0.44                | 0.65               | 0.83                 |
| - 6:1  | 0.91                 | 0.81                  | 0.52                | 0.59               | 1.00                 |

▶ AEC's pipeline investments provide a stable source of cash flow and earnings and the Company continues to seek new pipeline opportunities. Three members of the pipeline division are (from left) John Starratt, Manager Business Development; Bob Towler, Senior Vice-President Business Development, and Bernie Bradley, Senior Vice-President.

▼ Employees Bob Waldroff, Construction Inspector (left) and Rick Watters, Senior Engineer, work to ensure the safety and reliability of AEC's pipelines by the testing of pipeline welding procedures.





#### TRANSPORTATION, STORAGE AND PROCESSING

#### THE AEC DISTINCTION

- Generates long-term contractual revenue providing 20 percent of operating cash flow
- Will yield about \$90 million of 1995 operating cash flow, exceeding AEC's onnual dividends, interest, and debt repayments
- Provides unique financial strength

| Income Statement Unaudited (\$ millions) | 1994 | Pipeline      | s<br>1992    | (.<br>1994 | ias Stora<br>1993 | ge<br>[992   | 5u<br>1994 | addle ffi<br>1993 | ants<br>1992  |          | Syncrude<br>15 Opera<br>1993 |     |       | Transpo<br>e and Pr<br>1993 | oceenng    |
|--|------|---------------|--------------|------------|-------------------|--------------|------------|-------------------|---------------|----------|------------------------------|-----|-------|-----------------------------|------------|
| Revenue                                  | 81.3 | 82.3          | 84.2         | 21.6       | 4.5               | 0.9          | 61.9       | 52.1              | 39.4          | _        | _                            |     | 164.8 |                             |            |
| Operating Costs                          | 19.0 | 18.0          | 17.9         | 5.9        | 2.4               | 0.7          | 52.3       | 41.9              | 29.2          | _        | _                            | _   | 77.2  | 62.3                        | 47.8       |
| Operating G & A                          | 4.1  | 9.0           | 2.3          | 0.7        | 0.3               | -            | -          | _                 | -             | _        | _                            | _   | 4.8   | 9.3                         | 2,3        |
| Operating Cash Flow                      | 58.2 | 55.3          | 64.0         | 15.0       | 1.8               | 0.2          | 9.6        | 10.2              | 10.2          | _        |                              |     | 82.8  | 67.3                        | 74.4       |
| Depreciation, Depletion and Amortization | 13.5 | 15.0          | 16.1         | 4.1        | 0.9               | 0.1          | 1.7        | 1.7               | 1.7           | _        |                              | ~   | 19.3  | 17.6                        | 17.9       |
| Operating Income                         | 44.7 | 40.3          | 47.9         | 10.9       | 0.9               | 0.1          | 7.9        | 8.5               | 8.5           | _        | _                            | _   | 63.5  | 49.7                        | 56.5       |
| Equity Earnings                          | 2.9  | 2.8           | 2.3          | _          | _                 | -            | _          | _                 | _             | 3.1      | 4.2                          | 4.2 | 6.0   | 7.0                         | 6.5        |
| Divisional Income                        | 47.6 | 43.1          | 50.2         | 10.9       | 0.9               | 0.1          | 7.9        | 8.5               | 8.5           | 3.1      | 4.2                          | 4.2 | 69.5  | 56.7                        | 63.0       |
| Balance Sheet L naudited (\$mullions)    | Į o  | Pipeli<br>994 | nes<br>,1993 | [9         | Clas Std<br>94    | rage<br>1993 |            | straddle i        | Mants<br>1993 | Ut<br>19 | Syncru<br>thty Ope           |     | Stor  |                             | Processing |

| Balance Sheet                        | Pipelines    |               | <i>/</i> · · | Cias Storage |             | ≶traddle Plants |      | crude             | Total Transportation,<br>Storage and Processing |              |
|--------------------------------------|--------------|---------------|--------------|--------------|-------------|-----------------|------|-------------------|---|--------------|
| L naudited (\$ millions)             | 1604         | 1993<br>,1993 | 1994         | 1993         | 1994        | 1993            | 1994 | Operation<br>1993 | Storage ar                                      | 1993         |
| Assets                               |              |               |              |              |             |                 |      |                   |   |              |
| Current Assets                       | 21.0         | 24.0          | 2.7          | 3.9          | 5.6         | 7.3             | _    |                   | 29.3  | 35.2         |
| Investments                          | 32.7         | 30.4          | _            |              | -           | _               | 30.5 | 31.0              | 63.2  | 61.4         |
| Capital Assets                       | 207.4        | 213.9         | 109.3        | 63.9         | 16.7        | 18.4            | _    |                   | 333.4   | 296.2        |
| Deferred Charges<br>and Other Assets | 2.3<br>263.4 | 5.0<br>273.3  | J.2<br>113.2 | L5<br>69.3   | 0.3<br>22.6 | 0.4<br>26.1     | 30.5 | 31.0              | 3.8<br>429.7                                    | 6.9<br>399.7 |
| Liabilities                          |              |               |              |              |             |                 |      |                   | _   |              |
| Current Liabilities                  | 16.8         | 17.1          | 6.3          | 11.4         | 6.7         | 8.3             | _    | _                 | 29.8  | 36.8         |
| Long-Term Debt                       | 148.9        | 153.6         | 67.8         | 39.6         | 12.9        | 14.3            | _    |                   | 229.6   | 207.5        |
| Other Liabilities                    | 1.2          | 1.5           | 0.1          | 0.2          | _           |                 | _    | _                 | 1.3   | 1.7          |
| Deferred Income Taxes                | 26.3         | 31.2          | 15.1         | 3.8          | _           | _               | _    |                   | 41.4  | 35.0         |
| Capital Employed                     | 70.2         | 69.9          | 23.9         | 14.3         | 3.0         | 3.5             | 30.5 | 31.0              | 127.6   | 118.7        |
|                                      | 263.4        | 273.3         | 113.2        | 69.3         | 22.6        | 26.1            | 30.5 | 31,0              | 429.7   | 399,7        |

| Debt-to-Equity Ratio                   | 1994  | [993  | 1992  | 1993  | 1435  |
|--|-------|-------|-------|-------|-------|
| Transportation, Storage and Processing | 64:36 | 64:36 | 63:37 | 62:38 | 64:36 |

#### **Pipelines**

#### THE AEC DISTINCTION

- · Stable source of cash flow and earnings
- Rate base 90 percent non-regulated
- Owner and operator of three intra-Alberta oil pipeline systems, with interests in several other oil and gas pipelines
- Largest intra-Alberto oil pipeline operator

#### Strategy

Throughout 1994, AEC provided consistent, cost-effective service to its customers. AEC's main pipeline business strategies are:

- Maintain and expand cost-effective pipeline transportation services to existing and potential customers serviced by the Company's currently owned and operated systems
- Expand AEC's ownership and operatorship position into newly developed or acquired pipeline systems

#### Major Accomplishments

- Additional capacity was added to the wholly owned Alberta Oil Sands Pipeline (AOSPL) to ensure continuing reliable service to the Syncrude oil sands facility.
- The AOSPL agreement with Syncrude owners was renegotiated. The new agreement

is consistent with the recently approved Alberta Energy Resources Conservation Board (ERCB) extension of the Syncrude operating agreement.

A novel, in-line blending process was implemented on the AEC-owned Cold Lake Pipeline system. This new process reduces the overall cost to shippers of heavy oil while providing greater flexibility to meet market needs.

#### **Growth Opportunities**

More AOSPL capacity will be needed during 1995 to ensure that Syncrude's pipeline transportation needs are well served as plant production continues to grow.

AEC has filed an application with the ERCB for construction of a \$5 million extension to the Cold Lake Pipeline diluent system. This extension will service the expected expansion of the heavy oil business in the Cold Lake region of northeastern Alberta.

The Company will continue to seek new opportunities either to acquire or construct oil and gas pipelines.

| Pipeline Rate Base Summary            | AEC      |                   |      | Rate Base |      |                 |      | (7p  | erating Inc | ome  |      |
|---------------------------------------|----------|-------------------|------|-----------|------|-----------------|------|------|-------------|------|------|
| Unatedited (\$ millions)              | Interest | 1994              | 1993 | 1992      | [99] | 1990            | 1004 | 1903 | 1992        | [99] | 1590 |
| Alberta Oil Sands Pipeline            | 100%     | 71                | 69   | 57        | 63   | 69              | 6,6  | 4.6  | 9.0         | 10.4 | 11.2 |
| Cold Lake Pipeline                    | 100%     | 206               | 205  | 205       | 203  | 203             | 36.3 | 33.7 | 36.9        | 36.7 | 35.0 |
| Other                                 | Various  | 6                 | 7    | 9         | 10   | 11              | 1.8  | 2.0  | 2.0         | 2.3  | 2.5  |
| Total                                 |          | 283               | 281  | 271       | 276  | 283             | 44.7 | 40.3 | 47.9        | 49.4 | 48.7 |
|                                       | AEC      | Equity Investment |      |           |      | Equity Earnings |      |      |             |      |      |
|                                       | Interest | 1994              | 1993 | 1992      | 1991 | 1990            | 1994 | 1993 | 1992        | 1991 | 1000 |
| Iroquois Gas Transmission             | 6%       | 15.6              | 13.3 | 14.3      | 10.7 | 4.2             | 2.9  | 2.8  | 1.1         | 2.0  | -    |
| Pacific Coast Energy Corporation      | 50%      | 17.1              | 17.1 | 17.1      | 15.8 | 14.5            | _    | -    | 1.2         | 1.4  | 1.5  |
| Total                                 | <u>.</u> | 32.7              | 30.4 | 31.4      | 26.5 | 18.7            | 2.9  | 2.8  | 2.3         | 3.4  | 1.5  |
|                                       |          |                   |      |           |      |                 |      |      |             |      |      |
| Pipeline Throughput (million barrets) |          | aga               |      | 19-       | 2.5  | 3               | 992  | 1    | 991         |      | 1990 |
|                                       |          | 189               |      | 18        | 3    | 1               | 15   |      | 17 L        |      | 174  |

#### Gas Storage

#### THE AEC DISTINCTION

- Solid long-term contractual revenue
- Dominant gas storage facility in Canada
- Strategic location an NOVA mainline
- Low-cost storage operator
- State-of-the-art electronic information systems

#### Strategy

- Provide a full range of hub and storage services
- Maintain dominant market share
- Use information technology to ensure rapid, efficient customer service
- Maintain the lowest costs among all storage facilities

#### Major Accomplishments

- AECO CHUB \* gas storage was expanded from 1.3 BCFD and 66 BCF of working gas to 1.6 BCFD and 70 BCF of working gas. The incremental investment for this latest expansion was approximately \$30 million. About three-quarters of the total capacity will be used for third-party services, with the balance used for AEC trading and storage of produced gas.
- Operating cash flow from third-party services increased to \$15.0 million from \$1.8 million in 1993 and is expected to grow to approximately \$22 million in 1995. Over 90 percent of the fees from storage services are from firm contracts with terms of up to 20 years.

During the past year, AEC faced increased competition in the area of hub services. In response to both the competition and customer needs, AEC expanded its range of hub services to include the following:

- short-term and long-term firm storage
- platinum, gold, silver and bronze gas
- "parking" and "loaned gas" services

- free title exchange
- transportation exchange
- direct connection to NOVA delivery points
- supply backstopping

#### Growth Opportunities

During 1995, AEC will commune to pursue new gas storage investment opportunities to take advantage of changing natural gas and electric power markets. Work is underway to expand AECs hub services and trading activity to a North American market, including hub-to-hub services.

#### Straddle Plants

AEC owns one-half of Pan-Alberta Resources Inc. (PARI) which has a 50 percent interest in the Empress II natural gas liquids extraction plant that operates on a cost-of-service basis. As well, PARI profits from a share of natural gas liquids extracted from the Pan-Alberta gas stream processed by the Empress and Cochrane plants.

AEC entered into a joint venture with PanCanadian and Home Oil to develop a 1 BCFD reprocessing plant at Empress, Alberta to extract 9,600 b/d of natural gas liquids. This plant will capitalize on the following: AEC's substantial transportation, production and storage infrastructure near Empress; PanCanadian's ownership of Kinetic Resources, a major natural gas liquids marketing company, and the substantial combined gas supply of the partners. Efforts to secure additional gas supply and/or partners are continuing.

#### Syncrude Utility Operation

AEC owns a two-thirds interest in the AEC Power Ltd. 260-megawatt cogeneration facility which supplies steam and electricity to Syncrude.

| AECO C HUB™ Gas Storage Capacity        | Estimak<br>juus | 1994  | 1093  | 1495 | (94) | [955] |
|---|-----------------|-------|-------|------|------|-------|
| Working Gas (billion cubic feet)        | 85              | 70    | 53    |      |      |       |
| Withdrawal (million cubic feet per day) | 1,800           | 1,600 | 1,060 | 180  | 180  | 120   |

#### **ENVIRONMENT AND SAFETY**

AEC is committed to the principle of sustainable development, with concurrent goals of economic growth and environmental protection. AEC believes that environmental protection must be a priority in all of its operations. The Company meets, and strives to exceed, all applicable environmental laws and regulations.

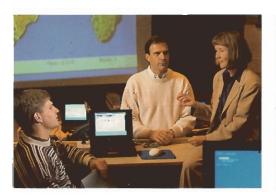
Within the Company's oil and gas and pipeline operations employees have well-established safety procedures. These include procedures for training, auditing, reporting of accidents and responding to emergencies. During 1994, the oil and gas division achieved a favourable Workers' Compensation rating which exceeded the oil and gas industry average.

#### **CORPORATE SERVICES**

#### THE AEC DISTINCTION

- Results-based compensation throughout
- Highly skilled employees
- Stable work force
- State-of-the-art information technology

AEC will be increasingly successful through having strong leaders, depth of technical expertise and creative employees who are action-oriented and focussed on results.



Computer literacy is expected at all levels of the organization, giving a tremendaus boost to efficiency and the ability to communicate rapidly and effectively. Drude Rimell, Vice-President Corporate Services (right) leads AEC's Information Technology teom. She and Hayward Walls, Manager Applications Services (left) and Art Tweten, Manager Technical Services, participated in a weekend session to update and train AEC management an current and future uses of technology within the Company.

The Company's performance management system has been revised, aligning the interests of the employee with the sharesholder. The new results-based system ensures:

- corporate goals are translated into meaningful objectives for each employee;
- employee results are assessed by both management and co-workers, based on those objectives, and
- employee rewards are based on both corporate and individual results.

AEC focuses on developing the very best leaders and highly-killed professionals, as well as effective systems to support them.

The Company has a sustained emphasis on managing costs in all areas. During 1994, AEC consolidated its corporate offices, significantly reducing future administrative costs. Organizing for effectiveness will be ongoing.

Fundamental to its cost reduction program is AEC's strategic use of information technology in critical areas of the oil and gas business. New ways to gain productivity from existing investment are being found. Systems activities during 1995 will focus on building on the state-of-the-art infrastructure already in place to increase success in the exploration, production and marketing areas.



Dan Smallwood, Manager Human Resources (left) and Marcel Preteau, Director Information Technology Services, teamed up to complete AEC's new results-based performance management system.

#### Management Discussion and Analysis

1% Management Discussion and Analysis on pages 26 through 29 is to be read in composition with the Audited Consolidated Financial Nationalis



During 1994, AEC increased its focus on care ail and gas investments. John Watson, Vice-President, Finance and Chief Financial Officer (second from left) led the team that completed the sale of Chieftain International, Inc. and Pan-Alberta Gas Ltd. Other teom members included (from left) Ron Westcott, Comptroller; Derek Bwint, Treasurer; Brian Fergusan, Director Corporate Relations and Corporate Secretary, and Wayne Halt, General Counsel.

#### **New Accounting Policy**

Effective December 31, 1994, the Company changed its method of accounting for jointly controlled companies and partnerships from the equity method to the proportionate consolidation method as recommended by the Canadian Institute of Chartered Accountants (CICA) accounting standard on Interests in Joint Ventures. This change has been applied on a retroactive basis and has resulted in no change to net earnings. The change added 592.2 million of non-recourse long-term debt to the balance sheet and increased the debt-to-equity ratio to 35:65 from 31:69.

#### Summary

#### 1994 Compared with 1993

Net earnings of \$100.5 million in 1994 were 10 percent higher than in 1993. This improvement was due to gams on the sale of investments and higher prices (partially a result of the lower Canadian dollar) for natural gas, pulp, and lumber which more than offset higher toreign exchange and interest expense and lower lumber volumes. Cash flow from operations was up 17 percent to \$294.8 million. This figure reflects the payment of cash income taxes in the amount of \$59.1 million (1993; \$51.2 million).

On a consolidated basis, revenues were up \$185.9 million to \$922.9 million. Operating expenses increased to \$423.6 million from \$370.1 million. The changes in revenue and operating costs primarily reflect increases from Syncrude, natural gas and forest products. In addition, reweiting included \$14.7 million from the gain on the sale of Pan-Alberta Gas Ltd. and Chiettain International. Inc. The cost

of gas purchased of \$84.5 million (1993; \$35.4 million) reflects increased marketing activity related to sales of purchased gas.

General and administrative expenses of \$18.9 million included \$1.7 million of office consolidation expenses, Interest expense, which increased by 43 percent to \$33.6 million, reflects a higher AEC awerage interest cost (1994: 5.9 percent, 1993; 5.0 percent), increased debt levels (1994: \$561.8 million, 1993: \$528.2 million) and lower interest income. Foreign exchange expense increased substantially to \$36,0 million from the 1993 amount of \$6.6 million. The 1994 amount includes \$22.3 million from the repairation of \$118.3 million of U.S. dollar debt. The balance of the increase results from the erosion of the U.S/Canadian exchange rate during 1994. Depreciation, depletion and amortization totalled \$161.7 million, compared with \$144.1 million, the increase related to higher volumes of natural gas and oil. Application of the ceiling test under the CICA guideline on full cost accounting resulted in an excess of more than \$300 million. Equity earnings for 1994 were \$6.0 million, down \$4.2 million from 1993, reflecting the sale of Pan-Alberta Gas in 1994. Income taxes increased by \$12.1 million to \$70.1 million and reflected the higher level of operating income in 1994 and an increase in non-deductible Crown royalties.

#### 1993 Compared with 1992

Record earnings and cash flow from operations were achieved in 1993, with net earnings increasing 117 percent to \$91.6 million and cash flow from operations increasing 14 percent to

\$251.4 million. Revenues increased 11 percent to \$737.0 million, with gains in oil and gas and forest products revenues more than offsetting the reduction in revenues from the sale of fertilizer, coal and drilling operations.

Operating expenses increased by 6 percent because the reduction attributable to the sale of fertilizer, coal and drilling was offset by an increase in oil and gas expenses resulting from volume gains and increased operating activities. The cost of natural gas purchased for resale totalled \$35.4 million, a 22 percent increase over 1992. Interest expense decreased by \$15.3 million reflecting lower debt balances and a lower average interest rate. Depreciation, depletion and amortization was reduced by \$4.8 million, primarily a result of the sale of assets. Income taxes increased from \$12.4 million to \$58.0 million reflecting the higher level of operating income in 1993. Cash flow from operations of \$251.4 million was reduced by cash income taxes, which increased to \$51.2 million from \$7.1 million in 1992, and did not include cash flow from assets which were sold in early 1993.

#### Oil and Gas

#### 1994 Compared with 1993

Oil and gas revenues, net of royalties, for 1994 increased by \$98.6 million to \$559.4 million. The accompanying table shows this increase on a product basis.

Natural gas prices increased to \$1.88/MMBtu from \$1.76/MMBtu as markets improved in the

| Oil and Gas Revenue Increase by Product 1994 Compared with 1993 (\$ millions) | Price  | Volume | Royalties<br>and Other | Total |
|---|--------|--------|------------------------|-------|
| Natural Gas   | 16.4   | 8.3    | (13.8)                 | 10.9  |
| Oil   |        | :      |                        |       |
| Conventional  | 7.3    | 7.7    | (3.0)                  | 12.0  |
| Syncrude  | 7.6    | 31.9   | (4.7)                  | 34.8  |
| Purchased Gas Sales   | (15.3) | 54.6   | -                      | 39.3  |
| Other   | _      | _      | 1.6                    | 1.6   |
|   | 16.0   | 102.5  | (19.9)                 | 98.6  |

| Oil and Gas Revenue Increase by Product<br>1993 Compared with 1992 (\$millions) | Price  | Volume | Royaltics<br>and Other | Total |
|---|--------|--------|------------------------|-------|
| Natural Gas   | 46.0   | 16.0   | (0.8)                  | 61.2  |
| Oil   |        |        | *                      |       |
| Conventional  | (2.8)  | 6.5    | 0.3 .                  | 4.0   |
| Syncrude  | (14.7) | 35.3   | (8.9)                  | 11.7  |
| Purchased Gas Sales   | 24.1   | (11.9) | -                      | 12.2  |
| Other   | - `    | _      | 0.9                    | 0.9   |
|   | 52.6   | 45.9   | (8.5)                  | 90.0  |

first part of 1994. Natural gas prices declined over the second and third quarters of 1994 as a surplus of natural gas developed in Western Canada. Natural gas prices improved towards the end of the year as the winter heating season commenced-

Natural gas revenue in 1993 included arbitration and decontracting settlements. Oil prices for Syncrude averaged \$21.76/bbl (1993: \$20.97/bbl) and prices for conventional oil averaged \$18.09/hbl (1993: \$15.93/bbl). The lower Canadian dollar led to improved oil prices despite the lower West Texas Intermediate (WTI) crude oil average of U.S. \$17.19/bbl in 1994 (1993: \$18.48/bbl). Volume increases for natural gas and conventional oil reflected new production from exploration and development activity. The Syncrude volume increase resulted from the inclusion of a full year of production from the additional 3.75 percent interest in Syncrude which AEC acquired on July 1, 1993. Purchased gas sales were higher as marketing trading activities increased.

The majority of produced natural gas was sold under short- and long-term contracts. Approximately 60 percent of the produced gas sales in 1994 were indexed to U.S. prices. At December 31, 1994, contracts were in place to resell 34 BCF of purchased natural gas during 1995 and 1996. The gas to complete the sales will be comprised of 24 BCF purchased under contracts in place and 10 BCF withdrawn from gas storage.

#### 1993 Compared with 1992

Oil and gas revenues, ner of royalties, of \$460.8 million for 1993 were \$90.0 million higher than in 1992. The accompanying table shows the increase on a product basis.

Natural gas prices increased to \$1.76/ MMBtu in 1993 from \$1.38/MMBtu as the surplus of supply eroded. Natural gas revenue in 1993 included \$15.2 million related to the settlement of a gas pricing arhitrarion and the decontracting of certain gas volumes. Oil prices declined; WTI averaged U.S. \$18.48/bbl in 1993 compared with U.S. \$20.57/bbl in 1992. Syncrude volumes increased by 24 percent, a result of record Syncrude production and the additional 3.75 percent interest in Syncrude. Purchased gas sales reflect increased trading activity.

Oil and gas total operating costs increased to \$221.1 million in 1994 from \$193.3 million in

Other

1993 and \$158.7 million in 1992. A substantial portion of the increase over the three-year period reflects the acquisition of the additional 3.75 percent interest in Syncrude. Natural gas per-unit operating costs averaged \$0.27/Mcf in 1994, a small increase over the 1993 and 1992 levels, as new fields came onto production. The Syncrude per-unit cash operating cost decreased from 1992 and 1993 levels to \$14.99/bbl in 1994, as Syncrude continued to focus on cost reduction.

#### Transportation, Storage and Processing

Revenue increased to \$164.8 million in 1994 from \$138.9 million in 1993 and \$124.5 million in 1992. Contributing to this increase was higher revenue from natural gas storage in 1994 as AEC expanded its storage capacity and customer base. The increase reflects storage revenue of \$21.6 million in 1994, compared with \$4.5 million in 1993 and \$0.9 million in 1992. Revenue from the natural gas extraction plant was higher due to increased throughput. Operating costs over the three-year period also were higher, reflecting the increased activity.

During 1994, the 25-year agreement signed in 1978 between Alberta Oil Sands Pipeline Ltd. (AOSPL) and the owners of Syncrude was replaced by a new agreement. The new agreement, which is retroactive to July 1, 1993, has an extended term equal to that of Syncrude's production permit (currently December 31, 2025). It also allows AOSPL to recover all operating costs, depreciation, current income taxes and interest charges on deemed debt and provides for an after-tax rate of return on deemed equity.

| Forest Products Revenue Increase by Prod<br>1994 Compared with 1993 (\$ millions) | Uct<br>Price        | Volume | Total  |
|---|---------------------|--------|--------|
| Lumber  | 16.1                | (7.9)  | 8.2    |
| MDF   | 5.4                 | 10.1   | 15.5   |
| Pulp  | 19.1                | 3.8    | 22.9   |
| Other   | _                   | 0.1    | 0.1    |
|   | 40.6                | 6.1    | 46.7   |
| Forest Products Revenue Increase by Prod<br>1993 Compored with 1992 (\$ millions) | <b>uct</b><br>Price | Volume | Tetal  |
| Lumber  | 25.5                | (1.2)  | 24.3   |
| MDF   | 5.6                 | 2.6    | 8.2    |
| Pulp  | (6.3)               | 2.3    | (4.0). |

24.8

#### Forest Products

Revenues increased to \$184.0 million in 1994 from \$109.7 million in 1992. The accompanying tables show the increase on a product basis.

As lumber industry capacity decreased and supply tightened over the 1992-1994 period, lumber prices recovered from a low in 1991. Medium density fibreboard (MDF) prices increased as world demand exceeded supply. Pulp prices rose as markets for newsprint and paper improved. Lumber volumes were lower in 1994 due to downtime associated with the installation of new equipment.

Operating costs over the three-year period are shown in the table below.

| Operating Co  | sts   |       |      |
|---------------|-------|-------|------|
| (\$ nullions) | 1994  | 1993  | 1992 |
| Lumber        | 57.3  | 52.8  | 49.4 |
| MDF           | 28.4  | 20.2  | 19.8 |
| Pulp          | 34.8  | 32.2  | 29.5 |
|               | 120.5 | 105.2 | 98.7 |

Lumber costs increased in 1994 primarily as a result of increased timber dues of \$4.3 million (1993: \$0.5 million), which reflected the change introduced by the Alberta Government in January 1994. MDF costs increased, a result of higher volumes and higher costs for raw materials. Pulp costs reflected higher volumes and chemical and energy cost increases.

The Company is entitled to U.S. Government refunds of countervailing duries on softwood lumber of Canadian \$1.5 million which were paid during the period July 14, 1992 to July 31, 1994. The refunds will be recorded as income when the cash is received.

#### Capital Resources and Liquidity

(0.9)

27.6

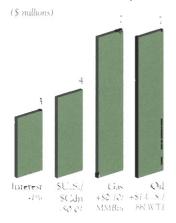
(0.9)

2.8

Capital investment of \$371.7 million was 42 percent higher than in 1993,

Oil and gas capital investment increased by 54 percent to \$283.5 million and included \$64.8 million for the acquisition of Srealth Resources Limited. Exploration capital investment totalled \$66.1 million, including \$14.6 million for land acquisition (1993: \$11.9 million). Expenditures for development were \$101.7 million, \$44.9 million more than in 1993. Expenditures in 1994 included costs related to the construction of the Bigstone West gas plant and additional drilling and well

1995 Sensitivities — Net Earnings and Cash Flow from Operations



completions at Hythe. Red Earth and Ogston. Expenditures in Argentina totalled \$22.6 million including the acquisition of a 1,300 b/d producing property.

Capital investment in transportation, storage and processing was \$58.6 million in 1994, including \$48.7 million for the expansion of gas storage.

Forest products capital investment of \$29.6 million included \$16.9 million for the expansion of the MDF plant. The expansion commenced in 1994 and is expected to be completed by mid-year 1995. Total cost for the expansion, which will increase the annual capacity of the MDF plant by 57 percent to 110 million square feet, is estimated to be \$36 million. A total of \$9.5 million was spent on the lumber mill, primarily for the installation of computer-controlled cutting equipment and a portal crane.

In January 1995, the Company acquired the rights to purchase until January 1996 its partner's 25 percent interest in the Slave Lake Pulp Partnership. The partner has certain rights to require the Company to purchase its interest in January 1996.

Long-term debt of \$561.8 million was \$33.6 million higher than in 1993. A portion of this increase reflects the lower Canadian dollar at year-end. The 1994 capital program was funded through cash flow from operations, cash received on sale of investments and debt. The loss of approximately \$5 million associated with the termination of the \$87.6 million U.S. Swap. Agreement in early January 1995 was provided

for in 1994. The average term to maturity of long-term debt is now 7 years with 84 percent unsecured. At year-end, approximately Canadian \$153 million and U.S. \$20 million were available in unused long-term lines of credit. Debt-to-cash flow for the oil and gas division was 1.2 times, unchanged from 1993.

The Company maintained its environmental programs to ensure compliance with environmental regulations.

#### Outlook

Results for 1995 are dependent, as noted in the sensitivities graph, on product prices, the U.S./Canadian exchange rate and interest rates, as well as ongoing operating activities. Gas prices are expected to decrease from the 1994 average due to extraordinarily mild winter weather, and sales may be reduced below productive capacity due to market conditions. Approximately 70 percent of produced gas sales will be indexed to U.S. prices. Oil prices should remain at 1994 levels. Interest rates are expected to increase from the 1994 average. Prices for wood products are expected to be comparable to 1994 prices, while pulp prices, on the other hand, are expected to increase.

Approximately \$90 million of the Company's 1995 operating cash flow will be generated from non-commodity-based investments in transportation, storage and processing. Although total 1995 capital investment will be dependent on cash flow, the majority of investment will be in oil and gas projects. The Company intends to complete the restructuring of its ownership in forest products in 1995.

February 15, 1995

#### Supplemental Financial Information

Unaudited (Restated - Sec Note 2, Page 39)

|  |       |       | 1924  |       |       | 1993  | 1992  | 1991  | 1995  |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| FINANCIAL STATISTICS                         | Year  | Q4    | Q3    | Q2    | Q1    |       | ,     |       |       |
| Net Earnings (\$ millums)                    | 100.5 | 19.4  | 41.6  | 22.3  | 17.2  | 91.6  | 42.2  | 13.8  | 53.6  |
| Per Share (8) - Basic                        | 1.36  | 0.25  | 0.59  | 0.29  | 0.23  | 1.23  | 0.53  | 0.12  | 0.72  |
| – Fully diluted                              | 1.34  | 0.23  | 0.59  | 0.29  | 0.23  | 1.21  | 0.53  | 0.12  | 0.72  |
| Cash Flow From                               |       |       |       |       |       |       |       |       |       |
| Operations (8 millions)                      | 294.8 | 71.6  | 83.3  | 65.0  | 74.9  | 251.4 | 219.9 | 151.0 | 205.3 |
| Per Share (§) – Basic                        | 4.07  | 0.95  | 1.17  | 0.90  | 1.05  | 3.52  | 3.11  | 2.15  | 3.00  |
| – Fully diluted                              | 3.88  | 0.93  | 1.10  | 0.86  | 0.99  | 3.3,3 | 2.98  | 2.04  | 2.92  |
| Shares                                       |       |       |       |       |       |       |       |       |       |
| Common Shares Outstanding (nullions)         | 74.5  | 74.5  | 74.4  | 70.7  | 70.1  | 70.0  | 69.4  | 68.0  | 66.8  |
| Average Common Shares Outstanding (millions) | 71.7  | 72.4  | 71.8  | 70.4  | 70.0  | 69.7  | 68.8  | 67.4  | 66.3  |
| Price Range, TSE (\$ per share)              |       |       |       |       |       |       |       |       |       |
| High   | 22.75 | 20.75 | 22.75 | 21.75 | 21.63 | 23.63 | 17.00 | 16,88 | 20.25 |
| Low  | 17.50 | 17.50 | 20.13 | 18.50 | 18.13 | 15.50 | 9.75  | 11.50 | 15.50 |
| Close  | 17.88 | 17.88 | 20.75 | 20.50 | 19.00 | 18.50 | 16.25 | 12.50 | 16.88 |
| Share Volume Traded (millions)               | 48.5  | 7.0   | 11.5  | 18.4  | 11.6  | 26.1  | 16.6  | 15.8  | 17.4  |
| Ratios                                       |       |       |       |       |       |       |       |       |       |
| Debt-to-Equity                               |       |       |       |       |       |       |       |       |       |
| Corporate                                    | 35:65 |       |       |       |       | 35:65 | 38:62 | 44:56 | 44:56 |
| Oil and Gas                                  | 21:79 |       |       |       |       | 21:79 | 26:74 | 37:63 | 36:64 |
| Transportation, Storage and Processing       | 64:36 |       |       |       |       | 64:36 | 63:37 | 62:38 | 64:36 |
| Debt-to-Cash Flow - Oil and Gas              | 1.2x  |       |       |       |       | 1.2x  | 1.7x  | 3.8x  | 2.6x  |
| Interest Coverage                            | 4.8x  |       |       |       |       | 5.3x  | 2.1x  | 1.3x  | 2.3x  |
| Return on Equity                             | 10.1% |       |       |       |       | 9.9%  | 4.5%  | 1.0%  | 6.1%  |
| Return on Capital                            | 6.8%  |       |       |       |       | 5.5%  | 3.4%  | 2.3%  | 4.4%  |
| Dividend (\$ per common share)               | 0.40  |       |       |       |       | 0.35  | 0.35  | 0.33  | 0.33  |

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#### **Supplemental Financial Information**

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Unaudited (Restated - See Note 2, Page 39)

SEGMENTED INFORMATION

Operating Income

Divisional Income

Equity Earnings

| (Smillions)     | (3    | as and No | ٤, ١٢, | Cor  | nventiona | (Oil |       | Syncrude | 2     | Marketin. | g and Into | mational | Tot   | al Oii and | Gas   |
|-----------------|-------|-----------|--------|------|-----------|------|-------|----------|-------|-----------|------------|----------|-------|------------|-------|
|                 | 1994  | J993      | 1992   | 1994 | 1993      | 1992 | 1994  | 1993     | 1992  | 1994      | 1993       | 1992     | 1994  | 1993       | 1992  |
| Revenue         | 245.4 | 231.8     | 157.6  | 61.2 | 46.2      | 43.0 | 214.1 | 174.6    | 157.8 | 90.8      | 49.9       | 36,5     | 611.5 | 502.5      | 394.9 |
| Royalties       | 33.4  | 30.7      | 17.7   | 8.9  | 5.9       | 6.4  | 9.8   | 5.1      |       | -         |            | •-       | 52.1  | 41.7       | 24.1  |
| Net Revenue     | 212.0 | 201.1     | 130,9  | 52.3 | 40.3      | 36.6 | 204.3 | 169.5    | 157.8 | 90.8      | 49.9       | 36.5     | 559.4 | 460.8      | 370.8 |
| Operating Costs | 34.5  | 29.4      | 26.9   | 13.2 | 11,9      | 11.6 | 142.2 | 126.9    | 101.4 | 1.9       | -          | -        | 191.8 | 168.2      | [39,9 |
|                 |       |           |        |      |           |      |       |          |       |           |            |          |       |            |       |

24.1 370.8 [39.9 Cost of Gas Purchased 84.5 35.4 24,5 84.5 35.4 29.0 Operating G&A 21.9 18.2 14.2 5.5 5.0 3.8 1.9 1.9 0.8 29.3 25.1 18.8 232.1 Operating Cash Flow 155.6 153.5 98.8 33.6 23.4 21.3 62.1 43.6 56.4 2.5 12.6 6.7 253.8 183.1 Depreciation, Depletion 111.6 and Amortization 93.6 86.5 79.814.4 11.7 13.1 14.9 13.4 32.4 0.7123.6 105.3 Future Site Restoration and Other 1.8 1.8 1.4 0.3 8.3 0.5 1.0 0.6 (0.1)3.1 2.7 1.8

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2,357.6 2,225.5 2.065.4

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127.1

117.8

121.0

3.2

76.0 1.6

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7.6

7.6

|  | 1994    | Oil and (<br>1993 | Эак<br>1992 | - 1   | oortation.<br>nd Process<br>1993 |       | Fc<br>1994 | rest Prodi<br>1993 | nets<br>1992 | 1994 | Other<br>1993 | 1992 | 1994    | Total<br>1993 | 1095    |
|--|---------|-------------------|-------------|-------|----------------------------------|-------|------------|--------------------|--------------|------|---------------|------|---------|---------------|---------|
| Revenue                                  | 611.5   | 502.5             | 394.9       | 164.8 | 138.9                            | 124.5 | 184.0      | 137.3              | 109.7        | 14.7 |               | 58.8 | 975.0   | 778.7         | 687.9   |
| Royalties                                | 52.1    | 41.7              | 24.1        | _     |                                  | _     | _          | -                  | -            | _    | -             | [.3  | 52.1    | 41.7          | 25.4    |
| Net Revenue                              | 559.4   | 460.8             | 370.8       | 164.8 | 138.9                            | 124.5 | 184.0      | 137.3              | 109.7        | 14.7 |               | 57.5 | 922.9   | 737.0         | 662.5   |
| Operating Costs                          | 191.8   | 168.2             | 139.9       | 77.2  | 62.3                             | 47.8  | 113.9      | 100.6              | 94.3         | -    |               | 41.3 | 382.9   | 331.1         | 323.3   |
| Cost of Gas Purchased                    | 84.5    | 35.4              | 29.0        | -     |                                  | * -   | -          | _                  | - :          | -    | -             | -    | 84.5    | 35.4          | 29.0    |
| Operating G&A                            | 29.3    | 25.1              | 18.8        | 4.8   | 9.3                              | 2.3   | 6.6        | 4.6                | 4.4          | -    | -             | 0.7  | 40.7    | 39,0          | 26.2    |
| Operating Cash Flow                      | 253.8   | 232.1             | 183.1       | 82.8  | 67.3                             | 74.4  | 63.5       | 32.1               | 11.0         | 14.7 | -             | 15.5 | 414.8   | 331.5         | 284.0   |
| Depreciation, Depletion and Amortization | 126.7   | 114.3             | 107.1       | 19.3  | 17.6                             | 17.9  | 9.5        | 9.8                | 10.4         | _    |               | 10,9 | 155.5   | 141.7         | 146.3   |
| Operating Income                         | 127.1   | 117.8             | 76.0        | 63.5  | 49.7                             | 56.5  | 54.0       | 22.3               | 0.6          | 14.7 |               | 4.6  | 259.3   | 189.8         | 137.7   |
| Equity Earnings                          | _       | 3.2               | 2.6 :       | 6.0   | 7.0                              | 6.5   | -          | -                  | -            | _    | _             | 2.9  | 6.0     | 18.2          | 12.0    |
| Divisional Income                        | 127.1   | 121.0             | 78.6        | 69.5  | 56.7                             | 63.0  | 54.0       | 22.3               | 0.6          | 14.7 |               | 7.5  | 265.3   | 200.0         | 149.7   |
| Less                                     |         |                   |             |       |                                  |       |            |                    |              |      |               |      |         |               |         |
| Corporate G&A*                           |         |                   |             |       |                                  |       |            |                    |              |      |               |      | 18.9    | 17.9          | 18.0    |
| Corporate DD&A                           |         |                   |             |       |                                  |       |            |                    |              |      |               |      | 6.2     | 2.4           | 2.6     |
| Interest, Net                            |         |                   |             |       |                                  |       |            |                    |              |      |               |      | 33.6    | 23.5          | 38.8    |
| Foreign Exchange†                        |         |                   |             |       |                                  |       |            |                    |              |      |               |      | 36.0    | 6.6           | 6.5     |
| Non-Recurring Item                       | 18      |                   |             |       |                                  |       |            |                    |              |      |               |      | _       |               | 29,2    |
| Income Taxes                             |         |                   |             |       |                                  |       |            |                    |              |      |               |      | 70.1    | 58.0          | 12.4    |
| Net Earnings                             |         |                   |             |       |                                  |       |            |                    |              |      |               |      | 100.5   | 91.6          | 42.2    |
| Property, Plant<br>and Equipment         | 283.5   | 183.7             | 73.5        | 56.3  | 69.3                             | 7.0   | 29.6       | 8.6                | 8.7          | -    |               | 2.3  | 369.4   | 260.6         | 91.5    |
| Investments                              | -       | _                 | -           | 2.3   | 1.0                              | 2.0   | _          | -                  |              | _    |               | 6.4  | 2.3     | 1.0           | 8.4     |
| Capital Additions                        | 283.5   | 183.7             | 73.5        | 58.6  | 69.3                             | 9.0   | 29.6       | 8.6                | 8.7          | _    | -             | 8.7  | 371.7   | 261.6         | 99,9    |
| Capital Assets                           | 1,489.1 | 1.393.2           | 1.320.2     | 396.6 | 357.6                            | 307.9 | 195.2      | 175.7              | 177.0        | -    |               | 57.1 | 2,080.9 | 1,926,5       | 1,862.2 |

Includes office consolidation

168.0

199.2

1,657-1 1,592.4 1,432.1

Other

ldentitiable Assets

111.9

33.1

429.7

42.1

399.7

27.6

335.5

75.6

270.8

57.7

233.4

53.6

230.6

<sup>\*</sup> Foreign exchange includes \$22.3 million related to the partial repatriation of \$U.S. debt

#### Supplemental Financial Information

Unaudited (Restated - See Note 2, Page 39)

| DIVISIONAL BALANCE SHEETS | Oil     | and Gas | Storage or | nd Processing | Forest Products |       | Total   |         |  |
|---------------------------|---------|---------|------------|---------------|-----------------|-------|---------|---------|--|
| (Smillions)               | 1994    | 1993    | 1994       | 1993          | 1994            | 1993  | 1994    | 1993    |  |
| Assets                    |         |         |            |               |                 |       |         |         |  |
| Current Assets            | 154.3   | 170.3   | 29.3       | 35.2          | 61.6            | 46.2  | 245.2   | 251.7   |  |
| Investments               | _       | 49.8    | 63.2       | 61.4          | _               | - '   | 63.2    | 111.2   |  |
| Capital Assets            | 1,489.1 | 1,343.4 | 333.4      | 296.2         | 195.2           | 175.7 | 2,017.7 | 1,815.3 |  |
| Deferred Charges          |         |         |            |               |                 |       |         |         |  |
| and Other Assets          | 13.7    | 28.9    | 3.8        | 6.9           | 14.0            | 11.5  | 31.5    | 47.3    |  |
|                           | 1,657.1 | 1,592.4 | 429.7      | 399.7         | 270.8           | 233.4 | 2,357.6 | 2,225.5 |  |
| Liabilities               |         |         |            |               |                 |       |         |         |  |
| Current Liabilities       | 155.3   | 154.0   | 29.8       | 36.8          | 55.4            | 41.4  | 240.5   | 232.2   |  |
| Long-Term Debt            | 232.8   | 223.8   | 229.6      | 207.5         | 99.4            | 96.9  | 561.8   | 528.2   |  |
| Other Liabilities         | 43.3    | 38.6    | 1.3        | 1.7           | _               | _     | 44.6    | 40.3    |  |
| Deferred Income Taxes     | 363.1   | 369.6   | 41.4       | 35.0          | 44.3            | 40.5  | 448.8   | 445.1   |  |
| Capital Employed          | 862.6   | 806.4   | 127.6      | 118.7         | 71.7            | 54.6  | 1,061.9 | 979.7   |  |
|                           | 1,657.1 | 1,592.4 | 429.7      | 399.7         | 270.8           | 233.4 | 2,357.6 | 2,225.5 |  |

Note: Corporate assets have been allocated to the divisions.

| CAPITAL INVESTMENT (5 millions)        | 1994  | 1993  | 1992 | 1991  | 1990  |
|--|-------|-------|------|-------|-------|
| Conventional Oil and Gas               |       |       |      |       |       |
| Western Canada                         | 237.4 | 140.3 | 63.5 | 94.7  | 128.6 |
| Argentina                              | 22.6  | _     | -    | _     |       |
| Syncrude                               | 18.9  | 36.0  | 8.3  | 15.8  | 13.9  |
| Transportation, Storage and Processing | 58.6  | 69.3  | 9.0  | 10.0  | 12.8  |
| Forest Products                        | 29.6  | 8.6   | 8.7  | 12.4  | 89.6  |
| Other                                  | 4.6   | 7.4   | 10.4 | 8.1   | 23.9  |
|  | 371.7 | 261.6 | 99.9 | 141.0 | 268.8 |

#### **Management Report**

The accompanying consolidated financial statements and all information in this annual report are the responsibility of Management. The financial statements have been prepared by Management in accordance with Canadian generally accepted accounting principles and include certain estimates that reflect Management's best judgements. Financial information contained throughout this annual report is consistent with these financial statements.

Management has developed and maintains an extensive system of infernal control that provides reasonable assurance that all transactions are accurately recorded, that the financial statements realistically report the Company's operating and financial results and that the Company's assets are safeguarded. The Company's Internal Audit department reviews and evaluates the adequacy of and compliance with the Company's internal controls. As well, it is the policy of the Company to maintain the highest standard of ethics in all its activities.

AEC's Board of Directors has approved the information contained in the financial statements. The Board fulfills its responsibility regarding the financial statements mainly through its Audit Committee.

Price Waterhouse, an independent firm of chartered accountants, was appointed by a vote of shareholders at the Company's last annual meeting to examine the consolidated imancial statements and provide an independent professional opinion.

G. Morgan

President and

Chief Executive Officer

J. D. Watson

Vice-President, Finance and Chief Financial Officer

## Auditors' Report

#### To the Shareholders of Alberta Energy Company Ltd.:

We have audited the consolidated balance sheets of Alberta Energy Company Ltd. as at December 31, 1994 and December 31, 1993 and the consolidated statements of earnings, retained earnings and changes in financial position for each of the years in the three-year period ended December 31, 1994. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management. as well as evaluating the overall financial statement presentation.

In our opinion, these consolidated tinancial statements present fairly, in all material respects, the financial position of the Company as at December 31, 1994 and December 31, 1993, and the results of its operations and the changes in its financial position for each of the years in the three-year period ended December 31, 1994, in accordance with generally accepted accounting principles.

**Chartered Accountants** 

frice Waterhouse

Calgary, Alberta February 7, 1995

## **Consolidated Statement of Earnings**

(\$ millions, except per share amounts)

| Year ended December 31            | Note<br>Reference |    | 1994   |    | 1993   |    | 1992*  |
|-----------------------------------|-------------------|----|--------|----|--------|----|--------|
| Revenues, Net of Royalties        |                   | \$ | 922.9  | \$ | 737.0  | \$ | 662.5  |
| Costs and Expenses                |                   |    |        |    |        |    |        |
| Operating                         |                   |    | 423.6  |    | 370.1  |    | 349.5  |
| Cost of gas purchased             |                   |    | 84.5   |    | 35.4   |    | 29.0   |
| General and administrative†       |                   |    | 18.9   |    | 17.9   |    | 18.0   |
| Interest, net                     | 3                 |    | 33.6   |    | 23.5   |    | 38.8   |
| Foreign exchange                  |                   |    | 36.0   |    | 6.6    |    | 6.5    |
| Depreciation, depletion and amort | ization           |    | 161.7  |    | 144.1  |    | 148.9  |
| Non-recurring items               | 4                 |    | _      |    | _      |    | 29.2   |
| Earnings Before the Undernoted    |                   |    | 164.6  |    | 139.4  |    | 42.6   |
| Equity earnings                   |                   |    | 6.0    |    | 10.2   |    | 12.0   |
| Income taxes                      | 5                 |    | (70.1) |    | (58.0) |    | (12.4) |
| Net Earnings                      |                   | s  | 100.5  | S  | 91.6   | ŝ  | 42.2   |
| Earnings per Common Share         |                   |    |        |    | :      |    |        |
| Basic                             |                   | \$ | 1.36   | S  | 1.23   | S  | 0.53   |
| Fully diluted                     |                   | \$ | 1.34   | \$ | 1.21   | \$ | 0.53   |

<sup>\*</sup> Includes office consolidation expenses.

# **Consolidated Statement of Retained Earnings**

| 10 | .77.                                    |  |
|----|---|--|
| 18 | millions)                               |  |
| 14 | 111111111111111111111111111111111111111 |  |

| Year ended December 31            | 1994        | 1993     | 1992       |
|-----------------------------------|-------------|----------|------------|
| Balance, Beginning of Year        | \$<br>314.9 | \$ 253.4 | \$ 240.8 - |
| Net Earnings                      | 100.5       | 91.6     | 42.2       |
| •                                 | 415.4       | 345.0    | 283.0      |
| Dividends - Preferred shares      | 3.0         | 5.8      | 5.8        |
| <ul> <li>Common shares</li> </ul> | <br>28.1    | 24.3     | 23.8       |
|                                   | <br>31.1    | 30.1     | 29.6       |
| Balance, End of Year              | \$<br>384.3 | \$ 314.9 | \$ 253.4   |

<sup>\*</sup> Restated - See Note 2

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# **Consolidated Balance Sheet**

(\$ millions)

| As at December 31   | Note<br>Reference | 1994             | 1993*              |
|---|-------------------|------------------|--------------------|
| Assets  |                   |                  |                    |
| Current Assets  |                   |                  |                    |
| Cash and short-term investments,                            |                   |                  | :                  |
| at cost which approximates market                           |                   | \$ 23.7          | \$ 81.4            |
| Accounts receivable and accrued revenue                     |                   | 154.0            | 121.5              |
| Inventories .   | 6                 | 67.5             | 48.8               |
|   |                   | 245.2            | 251.7              |
| Investments   | 7                 | 63.2             | 111.2              |
| Capital Assets  | 8                 | 2,017.7          | 1,815.3            |
| Deferred Charges and Other Assets                           | 9                 | 31.5             | 47.3               |
|   |                   | \$ 2,357.6       | \$ 2,225.5         |
| Bank indebtedness  Accounts payable and accrued liabilities | 10                | \$ 23.2<br>201.9 | \$ 23.7 (<br>164.9 |
| Accounts payable and accrued liabilities                    |                   | 201.9            | 164.9              |
| Income taxes payable  |                   | 4.4              | 39.2               |
| Current portion of long-term debt                           |                   | 11.0<br>240.5    | 4.4<br>232.2       |
| Long-Term Debt  | 11                | 561.8            | 528.2              |
| Other Liabilities   | 12                | 44.6             | 40.3               |
| Deferred Income Taxes                                       |                   | 448.8            | 445.1              |
|   |                   | 1,295.7          | 1,245.8            |
| Sharehalders' Equity  |                   |                  |                    |
| Share capital   | 13                | 673.3            | 662.5              |
| Retained carnings   |                   | 384.3            | 314.9              |
| Foreign currency translation adjustment                     |                   | 4.3              | 2.3                |
|   |                   |                  |                    |
|   |                   | 1,061.9          | 979.7              |

<sup>\*</sup> Restated - Sec Note 2

Approved by the Board:

Ettelitell Director R. F. Hashuyne Director

# Consolidated Statement of Changes in Financial Position

| (\$ | muuons, | except | per | snarc | amounts) |  |
|-----|---------|--------|-----|-------|----------|--|
|     |         |        |     |       |          |  |
|     |         |        |     |       |          |  |

| Year ended December 31                                  | 1994         | 1993*        | 1992*       |
|---|--------------|--------------|-------------|
| Operating Activities                                    |              |              |             |
| Net earnings  | \$<br>100.5  | \$<br>91.6   | \$<br>42.2  |
| Depreciation, depletion and amortization                | 161.7        | 144.1        | 148.9       |
| Deferred income taxes                                   | 11.0         | 6.8          | 5.3         |
| Dividends in excess of equity carnings                  | 0.2          | (1.2)        | (2.2)       |
| Other   | 21.4         | 10.1         | 25.7        |
| Cash Flow from Operations                               | 294.8        | 251.4        | 219.9       |
| Net change in non-cash working capital                  | (57.4)       | 59.6         | (5.8)       |
|   | 237.4        | 311.0        | 214.1       |
| Investing Activities                                    |              |              |             |
| Capital investment                                      | (304.6)      | (260.6)      | (91.5)      |
| Acquisition of Stealth Resources Limited                | (64.8)       | - ,          | _           |
| Additions to equity investments                         | (2.3)        | (1.0)        | (8.4)       |
| Proceeds on disposal of assets and investments          | 75.2         | 61.3         | 53.1        |
| Repayment of advances from affiliates                   | 1.1          | 3.0          | 6.7         |
| Investments and other                                   | (0.2)        | 4.1          | (3.4)       |
|   | (295.6)      | (193.2)      | (43.5)      |
| Dividends   |              |              |             |
| Preferred share dividends                               | (3.0)        | (5.8)        | (5.8)       |
| Common share dividends                                  | (28.1)       | (24.3)       | (23.8)      |
|   | (31.1)       | (30.1)       | <br>(29.6)  |
| (Decrease) Increase in Cash before Financing Activities | (89.3)       | 87.7         | 141.0       |
| Financing Activities                                    |              | 4            |             |
| Issue of long-term debt                                 | 215.0        | 111.9        | 116.8       |
| Repayment of long-term debt                             | (193.7)      | (144.9)      | (276.9)     |
| Preferred share conversion and redemption               | (75.0)       | _ ·          | _           |
| Issue of common shares                                  | 85.8         | 10.7         | 16.5        |
|   | 32.1         | (22.3)       | (143.6)     |
| (Decrease) increase in cash and short-term              |              |              |             |
| investments less bank indebtedness                      | \$<br>(57.2) | \$<br>65.4   | \$<br>(2.6) |
| Cash and short-term investments                         |              |              |             |
| less bank indebtedness, end of year                     | \$<br>0.5    | \$<br>57.7 . | \$<br>(7.7) |
| Cash Flow from Operations per Common Share              |              |              |             |
| Basic   | \$<br>4.07   | \$<br>3.52   | \$<br>3.11  |
| Fully diluted   | \$<br>3.88   | \$<br>3.33   | \$<br>2.98  |

<sup>\*</sup> Restated - See Note 2

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### (A) PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the accounts of Alberta Energy Company Ltd. (the "Company") and its subsidiaries, all of which are wholly owned.

Investments in jointly controlled companies, jointly controlled partnerships and unincorporated joint ventures are accounted for using the proportionate consolidation method, whereby the Company's proportionate share of revenues, expenses, assets and liabilities are included in the accounts.

Investments in companies and partnerships over which the Company has significant influence are accounted for using the equity method.

A listing of major subsidiaries, affiliates, unincorporated joint ventures and partnerships is on the inside back cover.

# (B) CAPITAL ASSETS

#### Oil and Gas

# Conventional

The Company accounts for conventional oil and gas properties in accordance with the Canadian Institute of Chartered Accountants' guideline on full cost accounting in the oil and gas industry.

All costs associated with the acquisition, exploration and development of oil and gas reserves are capitalized in cost centres on a country by country basis. Direct general and administrative costs related to exploration activities are capitalized.

Depletion and depreciation is calculated using the unit-of-production method based on estimated proven reserves, before royalties. For purposes of this calculation, oil is converted to gas on an energy equivalent basis. All capitalized costs are subject to depletion and depreciation including costs related to unproven properties as well as estimated future costs to be incurred in developing proven reserves.

Future removal and site restoration costs are estimated and recorded over approximately 20 years.

# **Notes to Consolidated Financial Statements**

Tabular amounts in \$ millions, unless otherwise indicated

A ceiling test is applied to ensure that capitalized costs do not exceed the sum of estimated undiscounted, unescalated future net revenues from proven reserves less the cost incurred or estimated to develop those reserves; related production, interest and general and administration costs; and an estimate for restoration costs and applicable taxes. The calculations are based on sales prices and costs at the end of the year. The Company has never taken a write down of capital assets as a result of the ceiling test.

#### Oil sands

Capital assets associated with surface mineable projects are accumulated, at cost, in separate cost centres. Substantially all of these costs are amortized using the unit-of-production method based on estimated proven developed reserves applicable to each project.

#### Transportation, Storage and Processing

Capital assets related to pipelines are carried at cost and depreciated using a straight-line method over the remaining term of each applicable pipeline service agreement.

Capital assets related to NGL extraction plant operations are carried at cost and depreciated using a straight-line method over the initial term of the cost-of-service contracts.

Capital assers related to gas storage facilities are recorded at cost and depreciated on a straight-line basis over 20 years.

#### Forest Products

Capital assets are depreciated on a straight-line basis over the useful life of the assets, which averages approximately 10 years for the lumber and medium-density fibreboard plant and 27 years for the pulp mill.

Reforesration costs are expensed as incurred.

#### Other

Capital assets are carried at cost and depreciated on a straight-line basis over the useful life of the assets.

# (C) FOREIGN CURRENCY TRANSLATION

Operations outside Canada are considered to be self-sustaining and to use their primary currency for recording substantially all transactions. The accounts of self-sustaining foreign subsidiaries are translared using the current rate method, whereby assets and liabilities are translated at year-end exchange rates while revenues and expenses are converted using average annual rates. Translation gains and losses relating to these subsidiaries are deferred and included in shareholders' equity.

Long-rerm debt payable in U.S. dollars is translated into Canadian dollars at the year-end exchange rate, with any resulting adjustment amortized using a straight-line method over the remaining life of the debt.

#### (D) PROJECT INVESTIGATION COSTS

Project investigation costs for new business opportunities are charged to earnings as incurred until such time as the commercial viability of the project is established. Subsequent expenditures are capitalized and amortized on a basis appropriate for the project.

#### (E) INVENTORIES

Inventories are valued at the lower of cost or estimated net realizable value.

#### (F) INTEREST CAPITALIZATION

Interest is capitalized during the construction phase of large capital projects.

#### (G) COMPARATIVE FIGURES

Certain 1993 and 1992 figures have been reclassified for comparative purposes.

#### 2. CHANGE IN ACCOUNTING POLICY

Effective December 31, 1994, the Company changed its method of accounting for jointly controlled companies and partnerships from the equity method to the proportionate consolidation method as recommended by the Canadian Institute of Chartered Accountants' accounting standard on Interests in Joint Ventures. This change has been applied on a retroactive basis and has resulted in no change to ner earnings.

# 3. INTEREST, NET

|                                   | <br>1994   | 1993       | 1992       |
|-----------------------------------|------------|------------|------------|
| Interest expense – long-term debr | \$<br>34.8 | \$<br>26.5 | \$<br>40.0 |
| Interest expense – orber          | 1.5        | 1.4        | 1.6        |
| Interest income                   | (2.7)      | (4.4)      | (2.8)      |
|                                   | \$<br>33.6 | \$<br>23.5 | \$<br>38.8 |

# 4. NON-RECURRING ITEMS

The 1992 non-recurring items include the pre-tax impact of additional depreciation and amortization related to certain non-strategic assets less the gain on exchange of convertible debentures and on the sale of Chieftain International, Inc. shares and Coal Valley assets. In addition, the carrying value of the ferrilizer assets was reduced to an estimated realizable amount.

# **Notes to Consolidated Financial Statements**

Tabular amounts in \$ millions, unless otherwise indicated

# 5. INCOME TAXES

|  |      | 1994   | 1993        | 1992       |
|--|------|--------|-------------|------------|
| Current  | \$   | 57.1   | \$<br>49.4  | \$<br>5.0  |
| Deferred   |      | 11.0   | 6.8         | 5.3        |
| Alberta royalty tax credit   |      | (1.9)  | (1.8)       | (1.8)      |
| Large corporations tax   |      | 3.9    | 3.6         | 3.9        |
| Income taxes   | \$   | 70.1   | \$<br>58.0  | \$<br>12.4 |
| The following table reconciles income taxes calcula at statutory rates with actual income taxes: | ated | :      |             |            |
| Earnings before income taxes   | \$   | 170.6  | \$<br>149.6 | \$<br>54.6 |
| Income taxes at statutory rate of 44.3%  | \$   | 75.6   | \$<br>66.3  | \$<br>24.2 |
| Effect on taxes resulting from:  |      |        |             | :          |
| Non-deductibility of crown payments and DD&A*  |      | 25.5   | 21.9        | 16.0       |
| Federal resource allowance   |      | (25.0) | (23.0)      | (16.1)     |
| Utilization of tax losses  |      | (6.4)  | (4.2).      | (11.0)     |
| Alberta royalty tax credit   |      | (1.9)  | (1.8)       | (1.8)      |
| Large corporations tax   |      | 3.9    | 3.6         | 3.9        |
| Equity carnings and other, net   |      | (1.6)  | (4.8)       | (2.8)      |
| Income taxes (Effective rate: 1994 - 41.1%, 1993 - 38.8%)  | \$   | 70.1   | \$<br>58.0  | \$<br>12.4 |

<sup>\*</sup> Depreciation, depletion and amortization

The Company's U.S. subsidiaries have approximately U.S. \$6.9 million of tax losses available which can be applied, with certain restrictions, against future taxable income earned in the U.S. The benefit of these tax losses, which will expire between 2001 and 2003, has not been recorded. The amount of capital assets without a tax base is \$162.4 million (1993 - \$128.3 million).

# 6. INVENTORIES

|                    | 1994        |                 |         |         |  |
|--------------------|-------------|-----------------|---------|---------|--|
|                    | Oil and Gas | Forest Products | Total   | Total   |  |
| Parts and supplies | \$ 13.9     | \$ 8.6          | \$ 22.5 | \$ 19.7 |  |
| Raw materials      | _           | 13.8            | 13.8    | 10.4    |  |
| Finished goods     | 0.5         | 10.3            | 10.8    | 8.4     |  |
| Gas in storage     | 20.4        | _               | 20.4    | 10.3    |  |
|                    | \$ 34.8     | \$ 32.7         | \$ 67.5 | \$ 48.8 |  |

# 7. INVESTMENTS

The following investments are accounted for using the equity method:

|  | Percent<br>Interest | 1994       | 1993        |
|--|---------------------|------------|-------------|
| AEC Power Ltd. (50% voting)                  | 66.67               | \$<br>30.5 | \$<br>31.0  |
| Chieftain International, Inc. (1993 - 21.6%) | _                   | _          | 39.0        |
| Pacific Coasr Energy Corporation             | 50                  | 17.1       | 17.1        |
| Pan-Alberta Gas Ltd. (1993 - 49.995%)        |                     | _          | 10.9        |
| Iroquois Gas Transmission System, L. P.      | 6                   | 15.6       | 13.2        |
|  |                     | \$<br>63.2 | \$<br>111.2 |

# 8. CAPITAL ASSETS

| Property, Plant<br>and Equipment | Cost      | 1994<br>Accumulated<br>DD&A* | Net       | 1993<br>Accumulat<br>Cost DD&A* |           | Net       |
|----------------------------------|-----------|------------------------------|-----------|---------------------------------|-----------|-----------|
| Oil and gas                      | \$2,462.7 | \$ 990.6                     | \$1,472.1 | \$ 2,248.7                      | \$ 924.3  | \$1,324.4 |
| Transportation, sto              | orage     |                              |           |                                 |           |           |
| and processing                   | 525.8     | 197.0                        | 328.8     | 470.2                           | 178.2     | 292.0     |
| Forest products                  | 273.6     | 78.4                         | 195.2     | 245.2                           | 69.5      | 175.7     |
| Other                            | 50.2      | 28.6                         | 21.6      | 45.6                            | 22.4      | 23.2      |
|                                  | \$3,312.3 | \$1,294.6                    | \$2,017.7 | \$3,009.7                       | \$1,194.4 | \$1,815.3 |

<sup>\*</sup> Depreciation, depletion and amortization

General and administrative expenses capitalized to oil and gas properties during the year amounted to \$6.6 million (1993 - \$6.7 million).

The prices used in the ceiling test evaluation at December 31, 1994, of the Company's Canadian conventional reserves were as follows:

Natural gas

\$ 1.88 per million Btu

Oil and natural gas liquids

\$18.44 per barrel

Effective July 1, 1994, the Company acquired all of the outstanding shares of Stealth Resources Limited, a company engaged in the exploration and development of oil and natural gas, for a total consideration of \$64.8 million. The acquisition has been accounted for using the purchase method with the results of operations being included in these financial statements from the date of acquisition. The cost of net assets acquired consists of:

| Capital assets    | \$<br>63.2 |
|-------------------|------------|
| Orher assets      | 4.3        |
| Other liabilities | (2.7)      |
| ,                 | \$<br>64.8 |

The acquisition was financed through the assumption of debr of \$13.7 million and cash of \$51.1 million.

#### 9. DEFERRED CHARGES AND OTHER ASSETS

|   | 1994       | 1993       |
|---|------------|------------|
| Unrealized foreign exchange loss, net of amortization | \$<br>20.0 | \$<br>37.3 |
| Deferred pension assets                               | 10.0       | 8.1        |
| Other   | 1.5        | 1.9        |
|   | \$<br>31.5 | \$<br>47.3 |

#### 10. BANK INDEBTEDNESS

Slave Lake Pulp Partnership, a 75 percent proportionately consolidated affiliate, has a working capital credit facility in rhe amount of \$37.5 million (75 percent) which is secured by a general assignment of accounts receivable and inventories. This facility is available, at the option of the borrower, in Canadian or U.S. dollars, LIBOR loans, Bankers' Acceptances, Letters of Credit or Letters of Guarantee, each with specified interest rares and fees where applicable. At December 31, 1994, the Company's share of the facility was drawn down by \$21.9 million (December 31, 1993 - \$23.2 million), which is included in bank indebtedness.

#### 11. LONG-TERM DEBT

| 11. LONG-TERM DEBT                                       |    | 1994       | 1993     |
|--|----|------------|----------|
| Alberta Energy Company Ltd.                              |    |            |          |
| Canadian dollar debt                                     |    |            |          |
| Revolving credit and term loan borrowings                | В  |            | :        |
| Term loans   |    | \$ 15.0    | \$ _ :   |
| Notes payable  |    | 206.8      | 36.9     |
| First Mortgage Sinking Fund Bonds                        | С  |            |          |
| Series A, 9 1/8%, due June 1997                          |    | - <u>`</u> | 8.4      |
| Series B, 9 1/4%, due June 1997                          |    |            | 10.2     |
| Mortgage, 11.75%, due Seprember 2000                     |    | - <u>:</u> | 4.8      |
| Unsecured debentures, 8.15%, due July 2003               |    | 100.0      | 100.0    |
| Unsecured debentures, 9.50%, due February 2000           | 1) | 25.0       |          |
| U.S. dollar debt   |    |            |          |
| Revolving credit and term loan borrowings                |    |            |          |
| Notes payable (1993 - U.S. \$118.3 million)              |    | _ :        | 156.7    |
| U.S. Swap Agreement, due June 1996 (U.S. \$87.6 million) | E  | 122.8      | 115.9    |
|  |    | 469.6      | 432.9    |
| Non-Recourse Long-Term Debt*                             |    |            |          |
| Canadian dollar debt                                     |    |            |          |
| Term loans   | F  | 14.3       | 15.8     |
| U.S. dollar debt   |    | •          |          |
| Project financing - notes payable (U.S. \$63.4 million)  | G  | 88.9       | 83.9     |
|  |    | 103.2      | 99.7     |
| Total long-term debt                                     |    | 572.8      | 532.6    |
| Current portion of long-term debt                        |    | 11.0       | 4.4      |
|  |    | \$ 561.8   | \$ 528.2 |

<sup>\*</sup> Amounts stated are AEC's proportionate share of debt of other entities

# (A) MANDATORY FIVE-YEAR DEBT REPAYMENTS

The minimum annual repayments of long-term debt required over each of the next five years are as follows:

|      | 1995 | 1996       | 1997 | 1998 | 1999   |
|------|------|------------|------|------|--------|
| <br> |      | \$105.7 \$ |      |      | \$ 5.7 |
|      |      |            |      |      |        |

#### (B) REVOLVING CREDIT AND TERM LOAN BORROWINGS

The Company has \$375 million of revolving credit and term loan facilities available with three banks, of which \$153 million was unutilized at year-end. Two facilities are fully revolving for a 364-day period with provision for extensions at the option of the lenders and upon notice from the Company. If not extended, one facility converts to a non-revolving reducing loan for a term of 6.5 years and the second for a term of 8 years. The third facility also is fully revolving, for a 2-year period, wirh provisions for yearly extensions at the option of the lender following notice from the Company. If not extended, it converts to a revolving reducing facility over seven years.

All rhree loan facilities are unsecured and available in Canadian and/or U.S. dollar equivalent amounts; they currently bear interest either at the lenders' rates for Canadian prime commercial or U.S. base rate loans, or at Bankers' Acceptance rates, or at LIBOR plus applicable margins.

Alenco Inc., a subsidiary of the Company, has a U.S. \$20 million unsecured revolving credit and term loan facility, none of which was utilized at year-end. This facility is guaranteed by the Company and is fully revolving until 1996 with provision for yearly extensions at the option of the lender following notice from Alenco Inc. If not extended, the facility converts to a revolving reducing facility to be repayable in full by the end of seven years.

Notes payable consist of Canadian dollar Commercial Papet and Bankers' Acceptances maturing at various dates with a weighted average interest rate of 5.96% (1993 - 3.85%). Notes payable shown as long-term debt represent amounts which are not expected to require the use of working capital during the year and are fully supported by the availability of term loans under the revolving credit facilities.

#### (C) FIRST MORTGAGE SINKING FUND BONDS

Alberta Oil Sands Pipeline Ltd. Mortgage Sinking Fund Bonds were redeemed effective March 31, 1994.

# (D) UNSECURED DEBENTURES

In August 1994, the Company established a Medium Term Note program for an aggregate offering of up to \$300 million under a shelf prospectus. During the year, the Company issued \$25 million in unsecured debentures bearing interest at 9.50% payable semi-annually. The debentures mature on February 15, 2000.

#### (E) U.S. SWAP AGREEMENT

The Company entered into a U.S. dollar swap agreement in 1991 which effectively converted Canadian \$100 million unsecured debentures, bearing interest at 10.50%, into U.S. dollar debt of \$87.6 million bearing interest at a rate set semi-annually. The average rate for 1994 was 4.73% (1993 - 3.68%). Effective January 6, 1995, this agreement was terminated, and Canadian \$100 million unsecured debentures remain outstanding bearing interest at 10.50% payable semi-annually until maturity at June 30, 1996.

#### (F) TERM LOANS

AEC has a 49.995 percent interest in Pan-Alberta Resources Inc. ("PARI") which has a non-recourse secured term credit facility which finances its investment in its natural gas liquids extraction plant joint venture. The term credit facility is secured by PARI's interest in the joint venture assets and certain related agreements. The debt is repayable over the initial term of the related joint venture contracts in equal monthly installments totalling \$1.5 million (49.995 percent) per year.

Canadian dollar loans bear interest at the lenders' rates for Canadian prime commercial loans or at Bankers' Acceptance rates plus applicable margins.

At year-end, outstanding obligations under the facility included Bankers' Acceptances (Canadian) and Canadian dollar loans of \$14.3 million (49.995 percent) (\$15.8 million in 1993).

#### (G) PROJECT FINANCING

AEC has a 75 percent interest in Slave Lake Pulp Partnership ("SLPP") which has project financing comprised of bank loans arranged with a syndicate of banks in the principal amount of U.S. \$63.4 million (75 percent). The credit agreement provides for quarterly principal repayments of \$1.1 million (75 percent) to June 30, 2006. In addition, commencing in 1999 and ending in 2006, SLPP must repay annually on account of outstanding principal an amount equal to 15 percent of the previous year's cash flow available for distribution. The balance of the loan becomes due on September 30, 2006. The borrower defetted mandatory principal repayments until December 31, 1994, in accordance with the provisions of the credit agreement.

The Province of Alberta (the "Guarantor") has guaranteed the repayment of the principal amount outstanding, to a maximum of Canadian \$72.0 million (75 percent), together with unpaid interest. In accordance with the terms of the Completion Agreement dated December 16, 1992, the Guarantor shall have no recourse to SLPP or the partners for any deficiency. The credit facility is secured by a fixed and floating charge over certain project assets. The financing is available, at the option of the borrower, in Canadian or U.S. dollar loans, LIBOR loans, Bankers' Acceptances or Letters of Credit, each with specified interest rates and fees where applicable. At December 31, 1994, the total principal amount consisted of U.S. \$63.4 million (75 percent) in LIBOR loans at a weighted average interest rate of 6.54% compared with an average rate of 5.21% in 1993.

#### 12. OTHER LIABILITIES

|   |      | 1994  |    | 1993 |
|---|------|-------|----|------|
| Future removal and site restoration costs | \$   | 21.5  | \$ | 17.7 |
| Long-term liabilities related to Syncrude |      | 13.8  |    | 12.9 |
| Deferted acquisition payable              |      | 5.0   |    | 5.0  |
| Other                                     |      | 4.3 . |    | 4.7  |
|   | . \$ | 44.6  | S  | 40.3 |

#### 13. SHARE CAPITAL

#### **AUTHORIZED**

| 20,000,000 | First Preferred Shares  |
|------------|-------------------------|
| 20,000,000 | Second Preferred Shares |
| 20,000,000 | Third Preferred Shares  |
| Unlimited  | Common Shares           |
| 5,000,000  | Non-Voting Shares       |
|            |                         |

| ISSUED AND OUTSTANDING                      | 1994<br>Number of Shares | Amount   | 1993<br>Number of Shares | Ameunt   |
|---|--------------------------|----------|--------------------------|----------|
| Second Preferred Shares, Series 2           |                          | 1 1111/2 | . Training the condition |          |
| 7.75% Deferred Convertible Redeemable       |                          |          |                          |          |
| with a paid up amount of \$25 per share     | 2,999,700                | \$ 75.0  | 2,999,700                | \$ 75.0  |
| Preferred shares redeemed for cash          | (161,793)                | (4.1)    | _                        |          |
| Preferred shares converted to common shares | (2,837,907)              | (70.9)   | -                        |          |
|   |                          | _        | 2,999,700                | 75.0     |
| Common Shares                               |                          |          |                          | `        |
| Balance, beginning of year                  | 69,993,447               | 587.5    | 69,388,861               | 576.8    |
| Issued on conversion of preferred shares    | 3,632,437                | 70.9     | _                        | _        |
| Shareholder Investment Plan                 | 662,842                  | 12.5     | 358,783                  | 7.3      |
| Employee Savings Plan                       | 23,111                   | 0.5      | 52,034                   | 1.0      |
| Employee Share Option Plan                  | 152,277                  | 1.9      | 193,769                  | 2.4      |
| Balance, end of year                        | 74,464,114               | 673.3    | 69,993,447               | 587.5    |
|   |                          | \$673.3  |                          | \$ 662.5 |

The Employee Share Option Plan provides for granting to employees of the Company and its subsidiaries options to purchase Common Shares of the Company. Each option granted under the plan expires after seven years and may be exercised in cumulative annual amounts of 25 percent on or after each of the first four anniversary dates of the grant.

At December 31, 1994, employee share options, exercisable between 1995 and 2001 were outstanding to purchase 2,469,079 (1993 - 2,265,356) Common Shares at prices ranging from \$12.04 to \$20.75 per share.

#### 14. SUPPLEMENTARY INFORMATION

#### (A) INVESTMENTS PROPORTIONATELY CONSOLIDATED

The Company conducts a substantial portion of its conventional oil and gas activity through unincorporated joint ventures which are accounted for using the proportionate consolidation method. In addition, the following investments are also accounted for using the proportionate consolidation method:

| Percent interest  | 1994   | 1993         | 1992   |
|---|--------|--------------|--------|
| Pan-Alberra Resources Inc.                                    | 49.995 | 49.995       | 49.995 |
| Slave Lake Pulp Partnership                                   | 75     | 75           | 75     |
| Syncrude Joint Venture  | 10     | 10           | 10     |
| AEC Oil Sands Ltd. (75% of AEC Cil Sands Limited Partnership) | 3.75   | 3.75         | 3.75   |
| Ethane Gathering System Joint Venture                         | 33.3   | 33.3         | 33.3   |
| Nitrogen Fertilizer   | _ :    | <del>.</del> | 25     |

The Company has included in its accounts the following aggregate amounts in respect of the above-listed jointly controlled companies, unincorporated joint ventures and jointly controlled partnerships:

|                            | 1994     | 1993     | 1992     |
|----------------------------|----------|----------|----------|
| Assets                     | \$ 551.9 | \$ 540.1 | \$ 578.8 |
| Liabilities                | 217.5    | 193.9    | 172.0    |
| Revenues, net of toyalties | 315.5    | 248.6    | 277.3    |
| Operating expenses         | 230.8    | 202.6    | 199.5    |

#### (B) PENSION PLANS

The Company has both a defined benefit pension plan and a defined contribution plan which cover substantially all employees. The defined benefit pension plan provides pension benefits upon retirement based on length of service and final average earnings. Defined contribution benefits are determined by the value of contributions and the return on investment of these contributions.

The cost of pension benefits earned by employees is determined using the projected unit credit method and is expensed as services are rendered. This cost is actuarially determined and teflects management's best estimate of the pension plan's expected investment yields and the expected salary escalations, mortality rates, termination dates and retirement ages of pension plan members. The plan is funded as actuarially determined in accordance with regulatory requirements through contributions to a trust fund. The costs of defined contribution pension benefits are based on a percentage of salary.

The cumulative difference between the amounts funded and expensed is reflected as a deferred asset in the consolidated balance sheet.

At December 31, 1994, the market value of defined pension fund assets was \$57.8 million (1993 - \$64.0 million) and the accrued pension liability, as estimated by the Company's actuaries, was \$36.4 million (1993 - \$43.3 million).

In addition, one of the Company's unincorporated joint ventures has a defined benefit pension plan. At December 31, 1994, the market value of the Company's share of pension fund assets was \$53.6 million and the Company's share of accrued pension liability, as estimated by the joint venture's actuaries, was \$54.9 million.

# (C) RELATED PARTY TRANSACTIONS

During the year, the Company sold approximately \$11.8 million (1993 - \$27.7 million) of natural gas to affiliates at market prices of which \$0.6 million (1993 - \$2.8 million) is included in accounts receivable at year end.

#### 15. SEGMENTED INFORMATION

|  |              |           |           |       | portation. |       |       |            |       |      |       |      |         |         |         |
|--|--------------|-----------|-----------|-------|------------|-------|-------|------------|-------|------|-------|------|---------|---------|---------|
| 4.5  |              | Oil and C |           |       | nd Process |       |       | rest Produ |       |      | Other |      |         | Total   |         |
| (\$ millions)                                | 1994         | 1993      | 1992      | 1994  | 1993       | 1992  | 1994  | 1993       | 1992  | 1994 | 1993  | 1992 | 1994    | 1993    | 1992    |
| Revenue                                      | 611.5        | 502.5     | 394.9     | 164.8 | 138.9      | 124.5 | 184.0 | 137.3      | 109.7 | 14.7 |       | 58.8 | 975.0   | 778.7   | 687.9   |
| Royalties                                    | 52.1         | 41.7      | 24.1      | -     | _          | _     | _     | _          |       | -    | _     | 1.3  | 52.1    | 41.7    | 25.4    |
| Revenue, net of royalti                      | es 559.4     | 460.8     | 370.8     | 164.8 | 138.9      | 174.5 | 184.0 | 137.3      | 109.7 | 14.7 | •     | 57.5 | 922.9   | 737.0   | 662.5   |
| Operating costs                              | 221.1        | 193.3     | 158.7     | 82.0  | 71.6       | 50.1  | 120.5 | 105.2      | 98.7  |      | -     | 42.0 | 423.6   | 370.1   | 349.5   |
| Cost of gas purchased                        | 84.5         | 35.4      | 29.0      | -     | -          | _     | -     | -          | ~~    | _    | -     | -    | 84.5    | 35.4    | 29.0    |
| DD&A   | 126.7        | 114.3     | 107.1     | 19.3  | 17.6       | 17.9  | 9.5   | 9.8        | 10.4  |      |       | 10.9 | 155.5   | 141.7   | 146.3   |
| Operating income                             | 127.1        | 117.8     | 76.0      | 63.5  | 49.7       | 56.5  | 54.0  | 22.3       | 0.6   | 14.7 |       | 4.6  | 259.3   | 189.8   | 137.7   |
| Equity earnings                              | _            | 3.2       | 2.6       | 6.0   | 7.0        | 6.5   | -     | -          | 1     | -    | ~     | 2.9  | 6.0     | 10.2    | 12.0 -  |
| Divisional income                            | 127.1        | 121.0     | 78.6      | 69.5  | 56.7       | 63.0  | 54.0  | 22.3       | 0.6   | 14.7 | _     | 7.5  | 265.3   | 200.0   | 149.7   |
| Less:  |              |           |           |       | "          |       | •     |            |       |      |       |      | _       |         |         |
| Corporate G&A*                               |              |           |           |       |            |       |       |            |       |      |       |      | 18.9    | 17.9    | 18.0    |
| Corporate DD&A                               |              |           |           |       |            |       |       |            |       |      |       |      | 6.2     | 2.4     | 2.6     |
| Interest, net                                |              |           |           |       |            |       |       |            |       |      |       |      | 33.6    | 23.5    | 38.8    |
| Foreign exchange                             |              |           |           |       |            |       |       |            |       |      |       |      | 36.0    | 6.6     | 6.5     |
| Non-recurring items                          | ,            |           |           |       |            | `     |       |            |       |      |       |      |         | -       | 29.2    |
| Income taxes                                 |              |           |           |       |            |       |       |            |       |      |       |      | 70.1    | 58.0    |         |
| Net earnings                                 |              |           |           |       |            |       |       |            |       |      |       |      | 100.5   | 91.6    | 42.2    |
| Identifiable assets                          | 1,657.1      | 1,592.4   | t.432.J . | 429.7 | 399.7      | 335.5 | 270.8 | 233.4      | 230.6 |      | _     | 67.2 | 2,357.6 | 2,225.5 | 2,065.4 |
| Additions to capital assa<br>and investments | ers<br>283.5 | 183.7     | 73.5      | 58.6  | 69.3       | 9,3   | 29.6  | \$.6       | 8.7   | _    |       | 8.7  | 371.7   | 261.6   | 99.9    |

Note: Corporate assets have been allocated to the divisions.

<sup>&</sup>quot; Includes office consolidation expenses

<sup>&</sup>quot;Oil and Gas" includes conventional oil and gas production and marketing, Argentina and Syncrude.

<sup>&</sup>quot;Transportation, Storage and Processing" includes pipelines, gas storage, straddle plants, and Syncrude utility operation

<sup>&</sup>quot;Forest Products" includes hamber, medium density fibreboard and pulp.

# **Corporate Information**

# **Board of Directors**

Mathew M. Baldwin President Embee Consulting Ltd. Edmonton. Alberta

Joan M. Donald Director and Officer Parkland Industries Ltd. Red Deer, Alberta

Richard F. Haskayne Chairman of the Board NOVA Corporation Calgary, Alberta

Hon. Donald S. Macdonald, P.C., C.C. Counsel
McCarthy Tétrault
Barristers and Solicitors
Toronto, Ontario

John E. Maybin Corporate Director Calgary, Alberta

Stanley A. Milner President and Chief Executive Officer Chieftain International, Inc. Edmonton, Alberta

David E. Mitchell, O.C. Chairman Alberta Energy Company Ltd. Calgary, Alberta

Gwyn Morgan President and Chief Executive Officer Alberta Energy Company Ltd. Calgary, Alberta

Valerie A.A. Nielsen, P.Geoph. Oil and Gas Consultant Calgary, Alberta

J. Harry Tims President and Chief Executive Officer McTavish, McKay and Company Limited Calgary, Alberta

H. Richard Whittall Corporate Director Vancouver, British Columbia

# **Senior Management**

Gwyn Morgan President and Chief Executive Officer

Roger D. Dunn Vice-President

Hector J. McFadyen Senior Vice-President

R. William Oliver Vice-President

Drude Rimell Vice-President, Corporate Services

John D. Watson Vice-President, Finance and Chief Financial Officer

Kenneth S. Aberle Director, Taxation

Derek S. Bwint Trassurer

Brian C. Ferguson
Director, Corporate Relations and Corporate Secretary

Wayne G. Holt General Counsel

Marcel F. Preteau Director, Information Technology Services

Ronald H. Wesrcott Comptroller

Richard H. Wilson Director, Public Affairs

#### Officers of Divisions

# **AEC Oil and Gas**

Dennis W. Cornelson Senior Vice-President, Marketing

Roger D. Dunn Senior Vice-President

Guy C.L. James Vice-President, Exploration

Allan F. Kiernan Senior Vice-President, Production

R. William Oliver Senior Vice-President

# **AEC Pipelines**

Bernie J. Bradley Senior Vice-President

Robert A. Towler Senior Vice-President, Business Development

# **Executive Office**

=3900, 421 - 7 Avenue S.W. Calgary, Alberta T2P 4K9 Phone: (403) 266-8111

# Registered Office

#1200, 10707 - 100 Avenue Edmonton, Alberta T5J 3M1 Phone: (403) 423-8333

# Transfer Agent and Registrar (Trustee)

Common Shares 10.50% Debentures (Trustee) 8.15% Debentures (Trustee) Medium Term Note Debentures (Trustee)

# The R-M Trust Company

Calgary, Vancouver, Regina, Winnipeg, Toronto, Montreal, Halifax

Questions relating to share certificates, estate settlements, duplicate mailings, the dividend reinvestment and share purchase plan, or other account information should be directed to R-M Trust's corporate trust offices in Calgary:

The R-M Trust Company
600 Dome Tower
333 - 7 Avenue S.W.
Calgary, Alberta T2P 2Z1
Phone: 1-800-387-0825
(foll free in Canada and Continental U.S.A.)

#### **Auditors (Financial)**

Price Waterhouse Chartered Accountants Calgary, Alberta

# Auditors (Oil and Gas Reserves)

McDaniel & Associates Consultants Ltd. Calgary, Alberta

# Stock Listing Symbol

**AEC** 

# Stock Exchange Listings

The Alberta Stock Exchange The Montreal Exchange The Toronto Stock Exchange Vancouver Stock Exchange

# Major Subsidiaries, Affiliates and Partnerships

|   | ,     |
|---|-------|
| A.E.C. Argentina S.A.                   | 100%  |
| AEC Energy Resources Ltd.               | 100%  |
| AEC Power Ltd. (50% voting)             | 66,7% |
| Alberta Oil Sands Pipeline Ltd.         | 100%  |
| Alenco Gas Services Inc.                | 100%  |
| Alenco Inc.                             | 100%  |
| Alenco Iroquois Pipelines Inc.          | 100%  |
| Alenco Petrochemicals Inc.              | 100%  |
| Alenco Pipelines Inc.                   | 100%  |
| Alenco Resources Inc.                   | 100%  |
| Blue Ridge Lumber (1981) Ltd.           | 100%  |
| Iroquois Gas Transmission System, L.P.  | 6%    |
| Pacific Coast Energy Corporation        | 50%   |
| Pan-Alberta Resources Inc. (40% voting) | 49.9% |
| Ranger Forest Products Ltd.             | 100%  |
| Slave Lake Pulp Partnership             | 75%   |
| Stealth Resources Limited               | 100%  |
|   |       |

#### **Major Joint Ventures**

| Ethane Gathering System     |       | 33.3%  |
|-----------------------------|-------|--------|
| Syncrude                    |       | 13.75% |
| Alberta Energy Company Ltd. | 10%   |        |
| AEC Oil Sands Ltd.          | 3.75% |        |
| (75% of AEC Oil Sands       |       |        |

# **Annual Meeting of Shareholders**

Limited Partnership's 5%)

Tuesday, April 4, 1995, at 3:00 p.m. local time Crystal Ballroom, Palliser Hotel 133 - 9 Avenue S.W. Calgary, Alberta

Shareholders of Alberta Energy Company Ltd. are encouraged to attend. Those unable to do so are asked to sign and return the form of proxy mailed with this report.

#### Additional Information

For additional investor relations information please contact Brian C. Ferguson, Director, Corporate Relations and Corporate Secretary, at the above Executive Office address.

### **Abbreviations**

| bbl   | barrel(s)                       |
|-------|---------------------------------|
| BCF   | billion cubic feett             |
| BCFD) | billion cubic feet per day      |
| BCFE  | billion cubic feett aquivallen: |
| b/d.  | barrels per days                |
| Btu   | British thermal unit            |
| Micfi | thousand eubic feet             |
| Mafel | thousand cubic feet per dec     |
| MMBiu | million British thermal with    |
| MMcf  | million subic feet              |
| MMga" | million subic feet per day      |
| NGLa  | national gas liquids            |
|       |                                 |