

NEWS RELEASE TRANSMITTED BY CCN - A NEWSWIRE SERVICE OF ITG

FOR: CE FRANKLIN LTD.

AMEX SYMBOL: CFK

TSE SYMBOL: CFT

January 31, 2001

CE Franklin Announces Fiscal 2000 Year End Results

CALGARY, ALBERTA--

CE Franklin Ltd., Canada's largest energy supplier, announces a 52% growth in revenue and a substantial increase in earnings during fiscal 2000

(all results in Canadian Dollars)

CE FRANKLIN LTD. (TSE.CFT, AMEX.CFK) announced today its fiscal 2000 year end results.

Sales for the year ended December 31, 2000 increased 52.3% to \$368.8 million, as compared to \$242.2 million for the previous year. The improvement in sales during fiscal 2000 resulted in a \$6.9 million increase in net income to \$1.5 million (\$0.08 per share diluted) from a net loss of \$5.4 million (a loss of \$0.33 per share diluted) for 1999.

The company's sales were effected by an increase in drilling and completions activity in western Canada. In addition, the company experienced growth in non-traditional oilfield supply sectors such as oilsands mining, gas processing facilities, equipment fabricators, east coast offshore operations, pipeline construction and maintenance, international sales and the company's manufacturing division - CEF Technologies Ltd.

Gross margins in 2000 increased by 0.6% to 12.7% due primarily to improved margins in general supplies and tubulars as the marketplace moved away from the depressed pricing levels seen in 1999.

Selling, general and administrative expenses were \$35.3 million, a 12.4 % (\$3.9 million) increase over 1999 as a result of the 52.3% increase in sales, as well as the growth initiatives in non-traditional oilfield supply sectors.

"We are encouraged with the recovery in our results from fiscal 1999 to fiscal 2000," commented John Gilbank, Chairman and Chief Executive Officer, "and we anticipate further improvements in our performance for fiscal 2001. We will continue to broaden our product line and services into the non-traditional oilfield supply sectors, and continue to invest in our B2B eCommerce strategy. Today, routine orders are now being fulfilled using our eCommerce solution on a regular basis. We expect completions and construction work to remain strong in 2001 enabling us to continue capitalizing in our areas of leadership such as enhanced business relationships and eCommerce."

Conference Call Information

CE Franklin, has scheduled a conference call for Thursday, February 1, at 11:00 a.m. EST (9:00 a.m. MST) during which the 2000 annual results will be discussed. Please phone the conference call operator at 1-888-280-8349. John Gilbank,

Chairman and Chief Executive Officer will chair the call. Sam Secreti, Chief Financial Officer, and Tim Ritchie, Chief Information Officer, will also accompany Mr. Gilbank. A question and answer session will be included in the call. A taped version of the call will be available until midnight on Monday, February 5, by calling 1-888-509-0081. The call will also be webcasted live at Q1234.com.

#### About CE Franklin

CE Franklin, is Canada's largest distributor of supplies for the drilling, production, processing and pipelining of hydrocarbons. In addition to its complete range of production equipment, including artificial lift technology, the company sells pipe, valves, fittings and maintenance supplies and provides complete customer inventory procurement and management services through its 41 locations across Canada. The company also manufactures and packages specialized products for the energy industry and provides supply packages for projects in the hydrocarbon processing industry through its Piping Resources Division. CE Franklin's common stock trades on The Toronto Stock Exchange under the symbol CFT and on the American Stock Exchange under the symbol CFK. For additional information visit the website at [www.cefranklin.com](http://www.cefranklin.com).

This news release includes forward looking statements within the meaning of section 27A of the United States Securities Act of 1933 and Section 21E of the United States Securities Exchange Act of 1934. Although the Company believes that its expectations are based on reasonable assumptions, it can give no assurance that expected results will be achieved. Important factors that could cause actual results to differ materially from those in the forward looking statements herein include economic conditions, seasonality of drilling activity, commodity prices for oil and gas, currency fluctuations and government regulations, and other risks and uncertainties as described in the Company's 1999 Annual Report on Form 20-F as filed with the United States Securities and Exchange Commission.

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CE Franklin Ltd.  
Consolidated Balance Sheets  
As at December 31, 2000 and 1999

(in thousands of dollars)

|                          | December 31,<br>2000<br>U.S. \$ | December 31,<br>2000<br>Cdn. \$ | December 31,<br>1999<br>Cdn. \$ |
|--------------------------|---------------------------------|---------------------------------|---------------------------------|
| <b>Assets</b>            |                                 |                                 |                                 |
| <b>Current assets</b>    |                                 |                                 |                                 |
| Accounts receivable      | 42,531                          | 63,805                          | 52,281                          |
| Inventories              | 43,204                          | 64,815                          | 49,019                          |
| Income taxes recoverable | 2,729                           | 4,094                           | 5,207                           |
| Other                    | 1,558                           | 2,337                           | 383                             |
|                          | -----                           | -----                           | -----                           |
|                          | 90,022                          | 135,051                         | 106,890                         |
| <b>Capital assets</b>    | 13,014                          | 19,523                          | 19,132                          |

|   |         |         |         |
|---|---------|---------|---------|
| Goodwill, net of amortization<br>of Cdn. \$1,452 (U.S. \$968;<br>1999 - Cdn. \$1,138) | 7,376   | 11,066  | 11,380  |
| Other assets  | 341     | 512     | 706     |
|   | -----   | -----   | -----   |
|   | 110,753 | 166,152 | 138,108 |
|   | -----   | -----   | -----   |

Liabilities

|                                   |        |         |        |
|-----------------------------------|--------|---------|--------|
| Current liabilities               |        |         |        |
| Bank overdraft                    | 3,952  | 5,929   | 8,295  |
| Bank operating loan               | 31,996 | 48,000  | -      |
| Accounts payable                  | 27,593 | 41,395  | 26,440 |
| Accrued liabilities               | 11,931 | 17,900  | 18,037 |
| Current portion of long-term debt | 215    | 322     | 299    |
|                                   | -----  | -----   | -----  |
|                                   | 75,687 | 113,546 | 53,071 |
| Bank operating loan               | -      | -       | 36,500 |
| Long-term debt                    | 187    | 280     | 602    |
| Future income taxes               | 2,024  | 3,037   | 1,574  |
|                                   | -----  | -----   | -----  |
|                                   | 77,898 | 116,863 | 91,747 |
|                                   | -----  | -----   | -----  |

Shareholders' Equity

|                     |         |         |         |
|---------------------|---------|---------|---------|
| Capital stock       | 12,756  | 19,137  | 17,709  |
| Contributed surplus | 9,043   | 13,566  | 13,566  |
| Retained earnings   | 11,056  | 16,586  | 15,086  |
|                     | -----   | -----   | -----   |
|                     | 32,855  | 49,289  | 46,361  |
|                     | -----   | -----   | -----   |
|                     | 110,753 | 166,152 | 138,108 |
|                     | -----   | -----   | -----   |

CE Franklin Ltd.  
Consolidated Statements of Operations  
For the years ended December 31, 2000 and 1999

(in thousands of dollars)

|         |         |         |
|---------|---------|---------|
| 2000    | 2000    | 1999    |
| U.S. \$ | Cdn. \$ | Cdn. \$ |

|  |         |         |         |
|--|---------|---------|---------|
| Sales  |         |         |         |
| General supplies   | 135,053 | 202,607 | 140,313 |
| Tubulars   | 99,178  | 148,787 | 91,088  |
| CEF Technologies   | 11,576  | 17,366  | 10,804  |
|  | -----   | -----   | -----   |
|  | 245,807 | 368,760 | 242,205 |
|  | -----   | -----   | -----   |
| Cost of sales  |         |         |         |
| General supplies   | 112,672 | 169,030 | 117,948 |
| Tubulars   | 93,803  | 140,724 | 87,092  |
| CEF Technologies   | 8,237   | 12,357  | 7,755   |
|  | -----   | -----   | -----   |
|  | 214,712 | 322,111 | 212,795 |
|  | -----   | -----   | -----   |
| Gross profit   |         |         |         |
| General supplies   | 22,381  | 33,577  | 22,365  |
| Tubulars   | 5,375   | 8,063   | 3,996   |
| CEF Technologies   | 3,339   | 5,009   | 3,049   |
|  | -----   | -----   | -----   |
|  | 31,095  | 46,649  | 29,410  |
|  | -----   | -----   | -----   |
| Selling, general and<br>administrative expenses  | 23,544  | 35,321  | 31,431  |
|  | -----   | -----   | -----   |
| Earnings (loss) before<br>interest, tax, depreciation,<br>amortization and other expenses<br>(income) (EBITDA) | 7,551   | 11,328  | (2,021) |
| Other expenses (income)  |         |         |         |
| Depreciation and amortization  | 2,822   | 4,234   | 3,666   |
| Interest expense   | 2,206   | 3,309   | 3,210   |
| Loss (gain) on disposal<br>of capital assets   | 37      | 56      | 87      |
| Foreign exchange loss  | 173     | 259     | 38      |
| Other  | (29)    | (43)    | (33)    |
|  | -----   | -----   | -----   |
| Income (loss) before income<br>taxes   | 2,342   | 3,513   | (8,989) |
|  | -----   | -----   | -----   |
| Income tax expense (recovery)  |         |         |         |
| Current  | 367     | 550     | (4,954) |
| Future   | 975     | 1,463   | 1,404   |
|  | -----   | -----   | -----   |
|  | 1,342   | 2,013   | (3,550) |
|  | -----   | -----   | -----   |
| Net income (loss) for the year   | 1,000   | 1,500   | (5,439) |
|  | -----   | -----   | -----   |
| Net income (loss) per share  |         |         |         |
| Basic  | 0.06    | 0.09    | (0.33)  |
| Diluted  | 0.06    | 0.08    | (0.33)  |
| Weighted average basic number  |         |         |         |

|                       |            |            |            |
|-----------------------|------------|------------|------------|
| of shares outstanding | 16,993,647 | 16,993,647 | 16,627,231 |
|-----------------------|------------|------------|------------|

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CE Franklin Ltd.  
Consolidated Statements of Cash Flows  
As at December 31, 2000 and 1999

(in thousands of dollars)

|   | December 31,<br>2000<br>U.S. \$ | December 31,<br>2000<br>Cdn. \$ | December 31,<br>1999<br>Cdn. \$ |
|---|---------------------------------|---------------------------------|---------------------------------|
| Cash flows from operating activities                                    |                                 |                                 |                                 |
| Net income (loss) for the year  | 1,000                           | 1,500                           | (5,439)                         |
| Items not affecting cash -  |                                 |                                 |                                 |
| Depreciation and amortization   | 2,822                           | 4,234                           | 3,666                           |
| Loss (gain) on disposal of capital assets                               | 37                              | 56                              | 87                              |
| Future income taxes   | 975                             | 1,463                           | 1,404                           |
| Increase (decrease) of inventory reserves                               | (193)                           | (290)                           | 376                             |
|   | 4,641                           | 6,963                           | 94                              |
| Net change in non-cash working capital balances related to operations - |                                 |                                 |                                 |
| Accounts receivable   | (7,681)                         | (11,524)                        | (4,192)                         |
| Income tax recoverable  | 742                             | 1,113                           | (902)                           |
| Inventories   | (10,336)                        | (15,506)                        | (6,337)                         |
| Other current assets  | (1,302)                         | (1,954)                         | 229                             |
| Accounts payable  | 9,968                           | 14,955                          | 4,122                           |
| Accrued liabilities   | (91)                            | (137)                           | 11,446                          |
|   | (4,059)                         | (6,090)                         | 4,460                           |
| Cash flows from financing activities                                    |                                 |                                 |                                 |
| Issuance of shares  | 952                             | 1,428                           | 428                             |
| Increase (decrease) in bank operating loan                              | 7,665                           | 11,500                          | (10,300)                        |
| Increase (decrease) in bank overdraft                                   | (1,577)                         | (2,366)                         | 7,862                           |
| Decrease in obligations under capital lease                             | (199)                           | (299)                           | (239)                           |
|   | 6,841                           | 10,263                          | (2,249)                         |
| Cash flows from investing activities                                    |                                 |                                 |                                 |
| Decrease (increase) in marketable securities                            | -                               | -                               | 455                             |

|   |         |         |         |
|---|---------|---------|---------|
| Purchase of capital assets                          | (2,864) | (4,297) | (3,021) |
| Proceeds on disposal of capital assets              | 82      | 124     | 324     |
| Reduction of other assets                           | -       | -       | 31      |
|   | (2,782) | (4,173) | (2,211) |
| Change in cash and cash equivalents during the year | -       | -       | -       |
| Cash and cash equivalents - Beginning of year       | -       | -       | -       |
| Cash and cash equivalents - End of year             | -       | -       | -       |
| Cash paid during the year for                       |         |         |         |
| Interest on bank operating loan                     | 2,284   | 3,426   | 3,090   |
| Interest on long-term debt                          | 37      | 58      | 65      |
| Income taxes  | 69      | 104     | 232     |

Supplemental Information - Five Years of Financial Data

| (IN MILLIONS OF CDN DOLLARS)                   | 2000  | 1999  | 1998  | 1997  | 1996  |
|--|-------|-------|-------|-------|-------|
| Sales  |       |       |       |       |       |
| General Supplies                               | 202.6 | 140.3 | 180.9 | 219.0 | 140.4 |
| Tubulars                                       | 148.8 | 91.1  | 120.2 | 192.7 | 118.4 |
| CEF Technologies                               | 17.4  | 10.8  | 13.0  | 5.6   | 0     |
| Total Sales                                    | 368.8 | 242.2 | 314.1 | 417.3 | 258.8 |
| # of Oil Wells Drilled (excluding dry/service) | 5,466 | 2,516 | 4,039 | 8,681 | 6,095 |
| # of Gas Wells Drilled (excluding dry/service) | 8,929 | 5,998 | 4,257 | 4,664 | 3,539 |
| Gross Profit                                   |       |       |       |       |       |
| General Supplies                               | 33.6  | 22.4  | 34.4  | 41.8  | 27.5  |
| % of Sales                                     | 16.6% | 15.9% | 19.0% | 19.1% | 19.6% |
| Tubulars                                       | 8.1   | 4.0   | 7.2   | 12.4  | 7.0   |
| % of Sales                                     | 5.4%  | 4.4%  | 6.0%  | 6.4%  | 5.9%  |
| CEF Technologies                               | 5.0   | 3.0   | 3.3   | 2.3   | 0     |
| % of Sales                                     | 28.8% | 28.2% | 25.4% | 41.1% |       |
| Total Gross Profit                             | 46.6  | 29.4  | 44.9  | 56.5  | 34.5  |

|                                      |       |        |       |       |       |
|--------------------------------------|-------|--------|-------|-------|-------|
| % of Sales                           | 12.7% | 12.1%  | 14.3% | 13.5% | 13.3% |
| Selling, General &<br>Administrative | 35.3  | 31.4   | 35.1  | 32.1  | 22.3  |
| % of Gross Profit                    | 75.7% | 106.9% | 78.2% | 56.8% | 64.6% |

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|   |      |       |     |      |      |
|---|------|-------|-----|------|------|
| Earnings before interest, tax,<br>depreciation, amortization<br>and other expenses (income) |      |       |     |      |      |
| EBITDA  | 11.3 | (2.0) | 9.7 | 24.4 | 12.2 |

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|            |      |        |      |      |      |
|------------|------|--------|------|------|------|
| Net Income | 1.5  | (5.4)  | 2.2  | 11.2 | 6.7  |
| % of Sales | 0.4% | (2.2%) | 0.7% | 2.7% | 2.6% |

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|               |      |        |      |      |      |
|---------------|------|--------|------|------|------|
| EPS           |      |        |      |      |      |
| Basic         | 0.09 | (0.33) | 0.14 | 0.70 | 0.43 |
| Fully Diluted | 0.08 | (0.33) | 0.14 | 0.65 | 0.40 |

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|              |       |       |       |       |      |
|--------------|-------|-------|-------|-------|------|
| Total Assets | 166.2 | 138.1 | 127.7 | 162.5 | 87.9 |
|--------------|-------|-------|-------|-------|------|

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|                     |      |      |      |      |      |
|---------------------|------|------|------|------|------|
| Total Financed Debt | 48.6 | 37.4 | 46.8 | 51.4 | 13.0 |
|---------------------|------|------|------|------|------|

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|                                |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|
| Total Capitalization (Average) |       |       |       |       |       |
| Average Financed Debt          | 45.7  | 42.1  | 47.5  | 34.3  | 17.3  |
| % to Total Capitalization      | 48.5% | 47.0% | 48.0% | 45.3% | 35.0% |
| Average Equity                 | 48.4  | 47.4  | 51.5  | 41.5  | 32.1  |
| % to Total Capitalization      | 51.5% | 53.0% | 52.0% | 54.7% | 65.0% |
| Total Capitalization           | 94.1  | 89.4  | 99.0  | 75.8  | 49.4  |

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|   |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|
| Current Assets % of Total<br>Assets (Average) |       |       |       |       |       |
| Average Current Assets                        | 119.6 | 92.6  | 110.3 | 111.1 | 71.5  |
| Average Total Assets                          | 150.8 | 125.3 | 137.8 | 130.3 | 82.3  |
| %   | 79.3% | 73.9% | 80.1% | 85.3% | 86.9% |

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|                                    |      |      |      |      |      |
|------------------------------------|------|------|------|------|------|
| Days Sales Outstanding<br>(DSO)(1) |      |      |      |      |      |
| Average Accounts Receivable        |      |      |      |      |      |
| - Trade                            | 51.4 | 41.3 | 50.4 | 56.2 | 33.7 |
| DSO                                | 50.8 | 62.2 | 58.6 | 49.2 | 47.5 |

(1) (Average A/R/Sales)\*365 days

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|                                      |      |      |      |      |      |
|--------------------------------------|------|------|------|------|------|
| Bad Debt % to Accounts<br>Receivable |      |      |      |      |      |
| Bad Debt                             | 0.9  | 1.1  | 0.5  | 0.2  | 0    |
| Average Accounts Receivable          |      |      |      |      |      |
| - Trade                              | 51.4 | 41.3 | 50.4 | 56.2 | 33.7 |
| %                                    | 1.8% | 2.6% | 0.9% | 0.4% | 0.0% |

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|                   |       |       |       |       |       |
|-------------------|-------|-------|-------|-------|-------|
| Inventory Turns   |       |       |       |       |       |
| Cost of Sales     | 322.1 | 212.8 | 269.2 | 360.8 | 224.3 |
| Average Inventory | 57.9  | 43.2  | 53.9  | 49.0  | 31.7  |
| Inventory Turns   | 5.6   | 4.9   | 5.0   | 7.4   | 7.1   |

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|                      |      |      |      |      |      |
|----------------------|------|------|------|------|------|
| Inventory Writeoff % |      |      |      |      |      |
| Inventory Writeoffs  | 0.4  | 0.4  | 1.0  | 0.8  | 0.7  |
| Average Inventory    | 57.9 | 43.2 | 53.9 | 49.0 | 31.7 |
| %                    | 0.7% | 1.0% | 1.9% | 1.6% | 2.2% |

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|  |      |        |      |       |       |
|--|------|--------|------|-------|-------|
| ROI (after tax) = Return on Investment (2) |      |        |      |       |       |
| Interest after tax                         | 1.3  | 1.8    | 1.7  | 1.0   | 0.8   |
| ROI (after tax)                            | 2.9% | (4.0%) | 4.0% | 16.1% | 15.1% |

(2) Net Income + Interest After Tax

-----  
Average (Equity + Financed Debt)

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|  |      |         |      |       |       |
|--|------|---------|------|-------|-------|
| ROE (after tax) = Return on Equity (3) |      |         |      |       |       |
|  | 3.1% | (11.5%) | 4.3% | 27.0% | 20.9% |

(3) (Net Income/Average Equity)

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|                                  |        |         |        |      |      |
|----------------------------------|--------|---------|--------|------|------|
| Economic Value Added (EVA) (4)   |        |         |        |      |      |
| Weighted Average Cost of Capital | 10.0%  | 9.7%    | 9.5%   | 8.9% | 9.7% |
| EVA                              | (7.0%) | (13.7%) | (5.5%) | 7.2% | 5.3% |

(4) (ROI - Weighted Average Cost of Capital ((% financing from debt x cost of debt) + (% financing from equity x cost of equity)))

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Net income (loss) and shareholders equity as determined in accordance with Canadian GAAP differ from those determined in accordance with U.S. GAAP, due principally to the recording of certain restructuring expenditures as goodwill, the realization of certain deferred tax benefits and the change in tax rates, in compliance with Canadian GAAP. Under U.S. GAAP, the restructuring expenditures and change in tax rates would have been recorded in the statement of operations and the benefit of the deferred tax assets would have been recorded as a reduction of goodwill.

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Supplemental Information - Quarterly Financial Data

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| (IN MILLIONS OF CDN DOLLARS)  | Q1    | Q2    | Q3    | Q4    | 2000  |
|---|-------|-------|-------|-------|-------|
| <hr/>   |       |       |       |       |       |
| Sales   |       |       |       |       |       |
| General Supplies  | 50.6  | 41.0  | 51.4  | 59.6  | 202.6 |
| Tubulars  | 41.8  | 33.9  | 32.8  | 40.2  | 148.8 |
| CEF Technologies  | 4.9   | 3.7   | 3.8   | 4.9   | 17.4  |
| <hr/>   |       |       |       |       |       |
| Total Sales   | 97.4  | 78.7  | 88.0  | 104.7 | 368.8 |
| <hr/>   |       |       |       |       |       |
| # of Oil Wells Drilled<br>(excluding dry/service)   | 1,264 | 1,209 | 1,438 | 1,555 | 5,466 |
| # of Gas Wells Drilled<br>(excluding dry/service)   | 1,774 | 1,899 | 2,541 | 2,715 | 8,929 |
| <hr/>   |       |       |       |       |       |
| Gross Profit  |       |       |       |       |       |
| General Supplies  | 8.6   | 7.3   | 8.4   | 9.3   | 33.6  |
| % of Sales  | 17.0% | 17.8% | 16.4% | 15.6% | 16.6% |
| Tubulars  | 2.4   | 1.9   | 1.7   | 2.1   | 8.1   |
| % of Sales  | 5.7%  | 5.5%  | 5.3%  | 5.2%  | 5.4%  |
| CEF Technologies  | 1.7   | 1.5   | 0.8   | 1.0   | 5.0   |
| % of Sales  | 33.4% | 40.7% | 21.2% | 21.1% | 28.8% |
| <hr/>   |       |       |       |       |       |
| Total Gross Profit  | 12.6  | 10.7  | 10.9  | 12.4  | 46.6  |
| <hr/>   |       |       |       |       |       |
| % of Sales  | 13.0% | 13.6% | 12.4% | 11.9% | 12.7% |
| <hr/>   |       |       |       |       |       |
| Selling, General &<br>Administrative  |       |       |       |       |       |
|   | 8.5   | 8.4   | 8.8   | 9.6   | 35.3  |
| % of Gross Profit   | 67.5% | 79.1% | 80.1% | 77.3% | 75.7% |
| <hr/>   |       |       |       |       |       |
| Earnings before interest, tax,<br>depreciation, amortization<br>and other expenses (income) |       |       |       |       |       |
| EBITDA  | 4.1   | 2.2   | 2.2   | 2.8   | 11.3  |
| <hr/>   |       |       |       |       |       |
| Net Income  |       |       |       |       |       |
|   | 1.3   | 0.1   | 0.0   | 0.1   | 1.5   |
| % of Sales  | 1.3%  | 0.2%  | 0.0%  | 0.1%  | 0.4%  |
| <hr/>   |       |       |       |       |       |
| EPS   |       |       |       |       |       |
| Basic   | 0.08  | 0.01  | 0.00  | 0.00  | 0.09  |
| Fully Diluted   | 0.07  | 0.01  | 0.00  | 0.00  | 0.08  |
| <hr/>   |       |       |       |       |       |
| Total Assets  | 150.7 | 146.6 | 149.9 | 166.2 | 166.2 |
| <hr/>   |       |       |       |       |       |
| Total Financed Debt   | 41.4  | 45.2  | 46.7  | 48.6  | 48.6  |
| <hr/>   |       |       |       |       |       |
| Total Capitalization (Average)  |       |       |       |       |       |
| Average Financed Debt   | 43.7  | 46.1  | 46.1  | 46.8  | 45.7  |

|                           |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|
| % to Total Capitalization | 48.1% | 48.8% | 48.5% | 48.7% | 48.5% |
| Average Equity            | 47.0  | 48.3  | 48.9  | 49.3  | 48.4  |
| % to Total Capitalization | 51.9% | 51.2% | 51.5% | 51.3% | 51.5% |
| Total Capitalization      | 90.7  | 94.4  | 95.0  | 96.0  | 94.1  |

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Current Assets % of Total  
Assets (Average)

|                        |       |       |       |       |       |
|------------------------|-------|-------|-------|-------|-------|
| Average Current Assets | 116.8 | 112.1 | 115.5 | 133.8 | 119.6 |
| Average Total Assets   | 147.7 | 143.5 | 146.8 | 165.1 | 150.8 |
| %                      | 79.0% | 78.1% | 78.7% | 81.1% | 79.3% |

---

Days Sales Outstanding  
(DSO) (1)

|                             |       |       |       |       |       |
|-----------------------------|-------|-------|-------|-------|-------|
| Average Accounts Receivable |       |       |       |       |       |
| - Trade                     | 53.0  | 46.2  | 47.1  | 59.2  | 51.4  |
| Sales - annualized          | 389.4 | 314.7 | 352.1 | 418.8 | 368.8 |
| DSO                         | 49.6  | 53.5  | 48.9  | 51.6  | 50.8  |

(1) (Average A/R/Sales)\*365 days

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Bad Debt % to Accounts  
Receivable

|                             |      |      |      |      |      |
|-----------------------------|------|------|------|------|------|
| Bad Debt                    | 0.1  | 0.3  | 0.3  | 0.2  | 0.9  |
| Average Accounts Receivable |      |      |      |      |      |
| - Trade                     | 53.0 | 46.2 | 47.1 | 59.2 | 51.4 |
| %                           | 0.3% | 0.5% | 0.6% | 0.4% | 1.8% |

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Inventory Turns

|                            |       |       |       |       |       |
|----------------------------|-------|-------|-------|-------|-------|
| Cost of Sales              | 84.7  | 68.0  | 77.1  | 92.3  | 322.1 |
| Cost of Sales - annualized | 338.9 | 272.1 | 308.3 | 369.1 | 322.1 |
| Average Inventory          | 52.7  | 57.0  | 59.2  | 62.5  | 57.9  |
| Inventory Turns            | 6.4   | 4.8   | 5.2   | 5.9   | 5.6   |

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Inventory Writeoff %

|                     |      |      |      |      |      |
|---------------------|------|------|------|------|------|
| Inventory Writeoffs | 0.1  | 0.1  | 0.1  | 0.1  | 0.4  |
| Average Inventory   | 52.7 | 57.0 | 59.2 | 62.5 | 57.9 |
| %                   | 0.3% | 0.2% | 0.2% | 0.1% | 0.7% |

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ROI (after tax) = Return on  
Investment (2)

|                                    |      |      |      |      |      |
|------------------------------------|------|------|------|------|------|
| Interest after tax                 | 0.5  | 0.6  | 0.1  | 0.1  | 1.3  |
| Interest after tax -<br>annualized | 1.9  | 2.5  | 0.4  | 0.2  | 1.3  |
| Net Income - annualized            | 5.2  | 0.5  | 0.1  | 0.3  | 1.5  |
| ROI (after tax)                    | 7.8% | 3.2% | 0.5% | 0.5% | 2.9% |

(2) Net Income + Interest After Tax

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Average (Equity + Financed Debt)

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ROE (after tax) =  
Return on Equity (3)            11.0%    1.0%    0.1%    0.5%    3.1%

(3) (Net Income/Average Equity)

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Economic Value Added (EVA) (4)  
Weighted Average Cost  
of Capital                    9.7%    9.7%    10.2%    10.2%    10.0%  
EVA                            (1.9%)    (6.6%)    (9.7%)    (9.7%)    (7.0%)

(4) (ROI - Weighted Average Cost of Capital ((% financing from  
debt x cost of debt) + (% financing from equity x cost of  
equity)))

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FOR FURTHER INFORMATION PLEASE CONTACT:

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