



INVESTOR RELATIONS

SEPTEMBER 2022

Forward Looking Statements and Non-GAAP Reconciliation

The statements made during this presentation, including the answers to your questions, may include information that the Company believes to be forward-looking statements within the meaning of the Private Securities Litigation Reform Act. Forward-looking statements involve risk and uncertainties that may cause actual results or events to differ materially from those expressed or implied in such statements. Those risks include, among other things, matters that the Company has described in its earnings release and in its filings with the Securities and Exchange Commission, including its most recent annual report on Form 10-K and subsequently filed quarterly reports on Form 10-Q. The Company does not undertake any ongoing obligation, other than that imposed by law, to publicly update or revise any forward-looking statements to reflect future events, information, or circumstances that arise after this presentation. In addition, this presentation contains time sensitive information that reflects management's best judgment only as of the date of this presentation.

Please see the Appendix for a reconciliation of all non-GAAP financial measures referenced in this presentation.

Overview: FET Makes It Happen

We don't drill the holes...

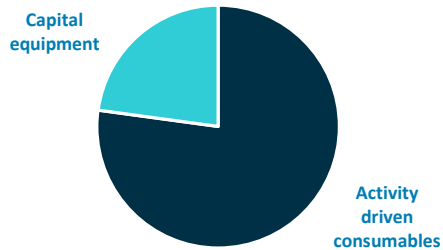
We don't stimulate the wells...

We don't produce the hydrocarbons...

**...but FET makes it happen by
providing value-added products and
solutions that increase the safety and
efficiency of energy production.**

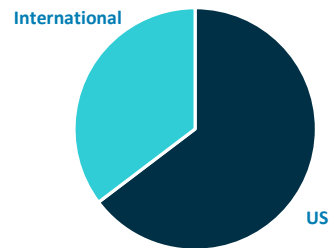


FET Revenue Profile



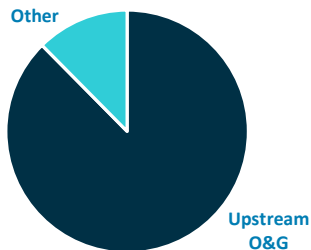
Purchase Cycle

- Short-cycle consumable revenues trend with activity
- Capital revenues driven by years of industry underinvestment and technological advancements



Geography

- US industry activity up 80% since the start of 2021 with expected continued growth*
- International more stable with cyclical investment by OPEC+ and Asian nations



Industry Sector

- “Other” includes refining, petrochemical, renewable energy, and emissions reduction

Note: All pie charts are revenue for the first six months of 2022

* U.S. rig count considered as a proxy for activity

Differentiated Portfolio Drives Revenue Growth



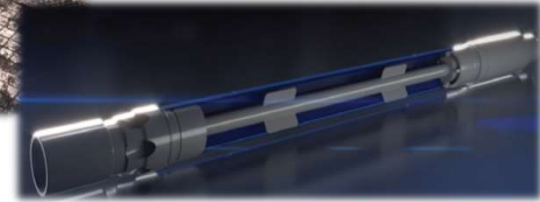
Cyclone



LR-11 Rescue Submarine



FR120 Iron Roughneck



Pump Saver Plus



Quality Wireline



Global Tubing

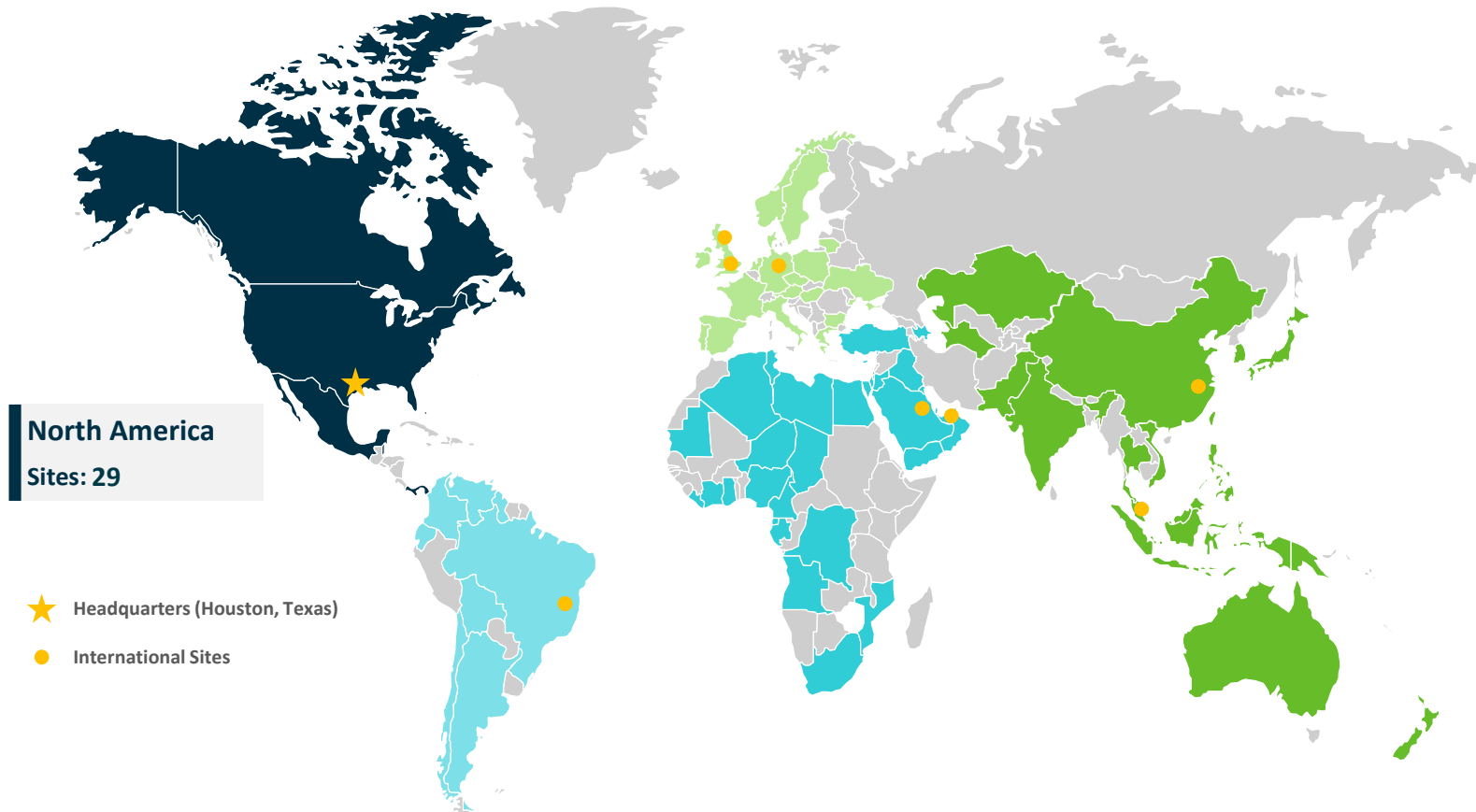


Serpent Series



Osprey

Extensive Global Reach with Optimized Footprint



Why FET?

Strengthening Market Conditions and Activity

Market fundamentals propelling investment in energy production

Revenue Growth

Revenue increasing with global activity and higher capital spend

Margin Expansion

EBITDA growing faster than revenue through operating leverage and portfolio optimization

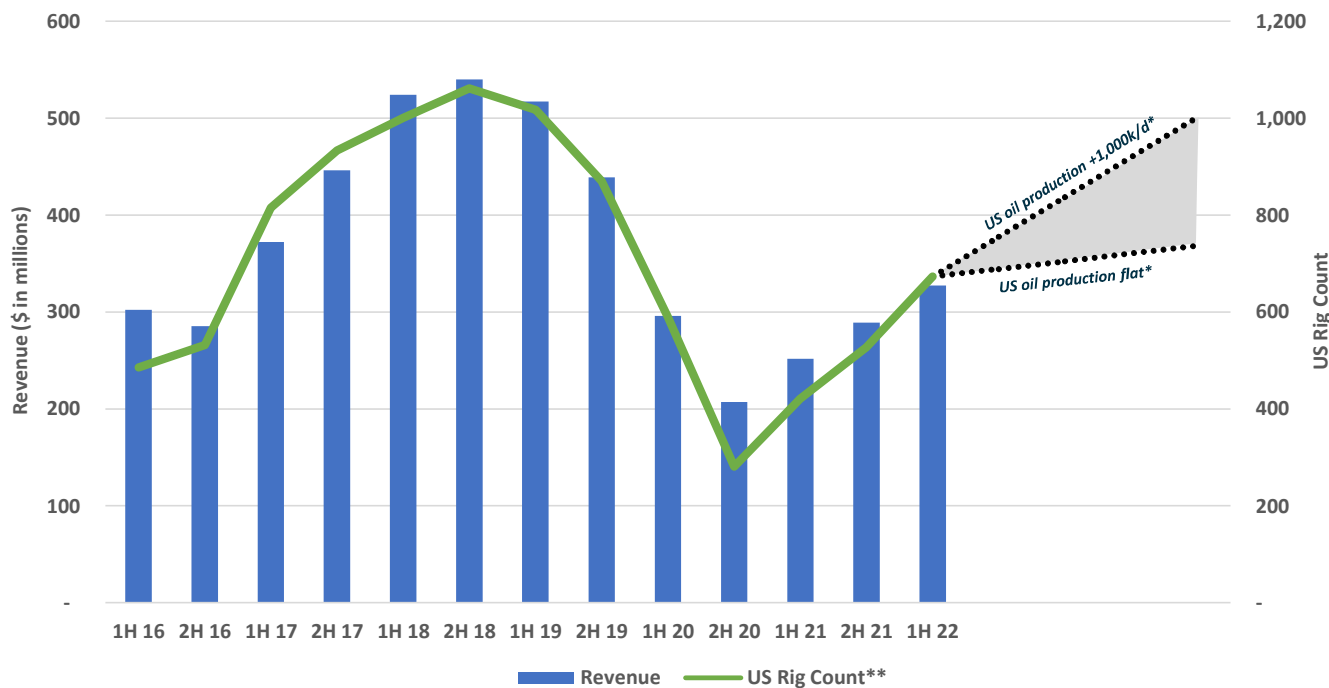
Free Cash Flow Generation

Strong EBITDA to free cash flow conversion through asset light model

Unlock Unrealized Shareholder Value

Value upside from net debt reduction and multiple expansion

Revenue Poised for Growth



Revenue Drivers

- Strengthening market conditions and increasing activity driving US and international revenue
- High asset utilization and years of underinvestment driving industry capital spending
- Strong backlog conversion supported with book-to-bill ratio of 1.15 per quarter since the end of 2020
- Business aligned to capture energy transition opportunities

* FET internal estimates of rig count required to achieve given oil production

** Source: Baker Hughes Rig Count; average daily rig count for US land and offshore over period indicated

Industry Capital Investment Required

“...record high industry-wide utilization...”

“...availability of fully crewed super spec rigs is almost non-existing...”

“...the market is essentially sold out for frac...”

“...availability of frac fleets is one of the main bottlenecks...”

“...near full utilization...”

“...global upstream spending will increase by 22% in 2022...”

Comments from pressure pumping and rig company’s 2Q22 earnings calls and Evercore ISI’s 2022 Global E&P Mid-Year Spending Outlook suggests an influx of capital investment will be needed to meet demand

“...NAM spending growth of 33%...”

“...Tier 1 super spec rig utilization is greater than 90%...”

“...plan to increase spending in 2023...”

“...fundamentals for E&P upstream spending are strong...”

“...new builds (super spec rig), we estimate the capital cost of rigs we build today exceeds \$30 million...”

“...supply is limited...”

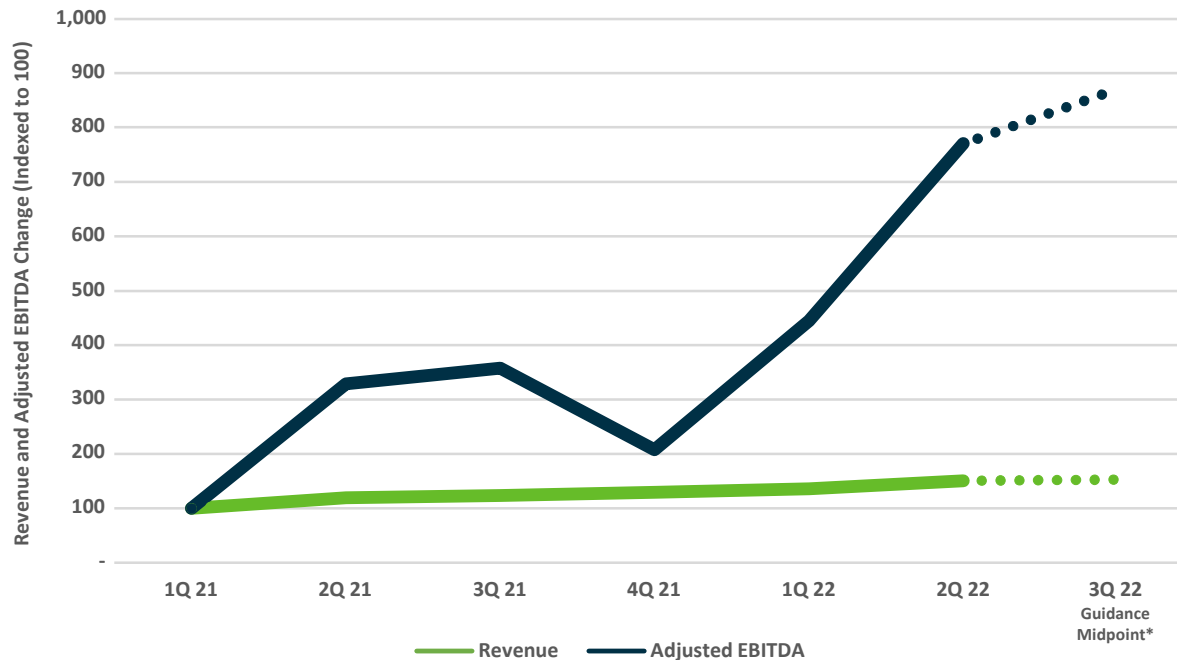
“...been progressively repricing the fleet (rigs)...”

“...effectively sold-out market...”

Business Alignment for Energy Transition



EBITDA Growth Outpacing Revenue



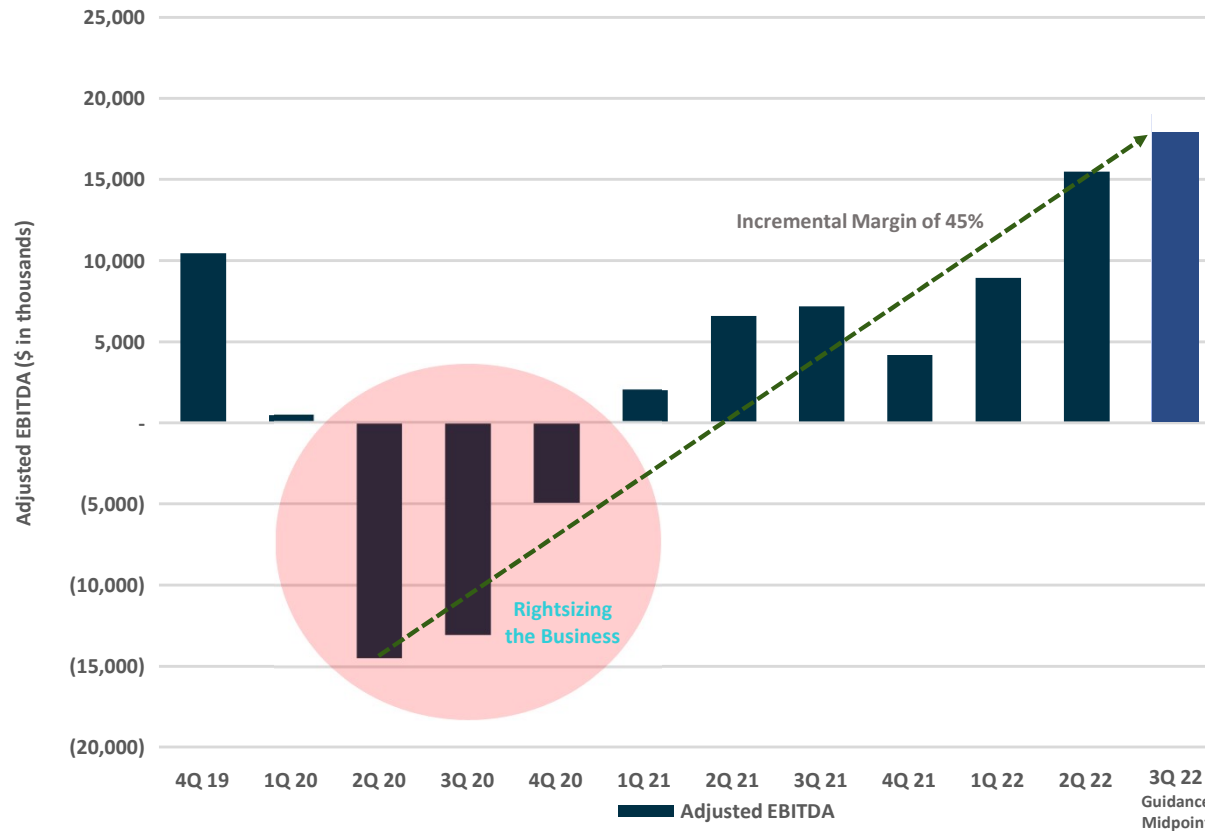
FET More Profitable Than Prior to the Pandemic

EBITDA Growth

- Operating leverage driving strong incremental EBITDA growth
- Continuous portfolio optimization focuses on differentiation, value recognition, and cash returns
- Net pricing gains in an inflationary environment

* FET guided 3Q 22 revenue to be between \$170 and \$180 million and Adjusted EBITDA to be between \$16 and \$19 million

Operating Leverage Driving EBITDA Growth



Operating Leverage

- ~50% greater EBITDA on lower activity compared to fourth quarter 2019
- Significant costs taken out in 2020
- Expect future incremental margins of 25-40%

Revenue and EBITDA growth with very little incremental cost

Note: Adjusted EBITDA for 4Q19 through 4Q20 proforma for divestiture of ABZ and QVA

Portfolio Optimization Creates Value

Portfolio Evaluated and Managed for Growth and Cash Returns

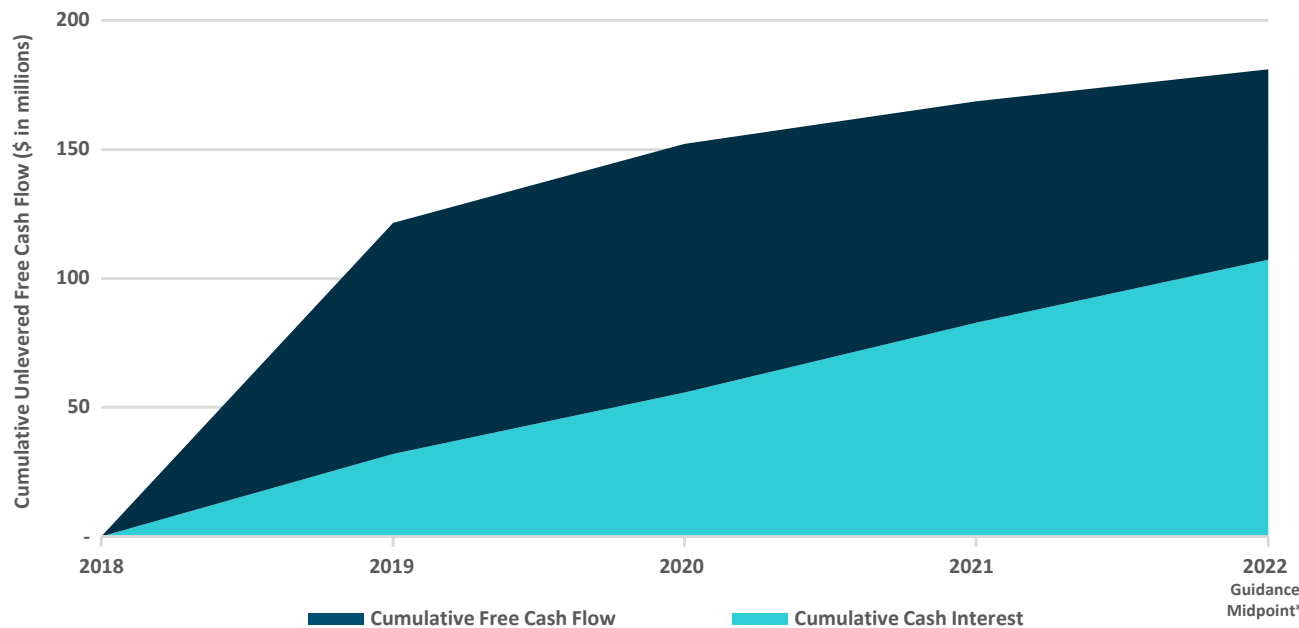
Differentiated Portfolio

- Market share leaders
- Consolidated niche markets
- Barriers to entry
- Strong contribution margins

Growth Portfolio

- Market share growth potential
- Markets ready for consolidation
- Ripe for technology disruption
- Improving contribution margins

Unlevered Free Cash Flow Growth



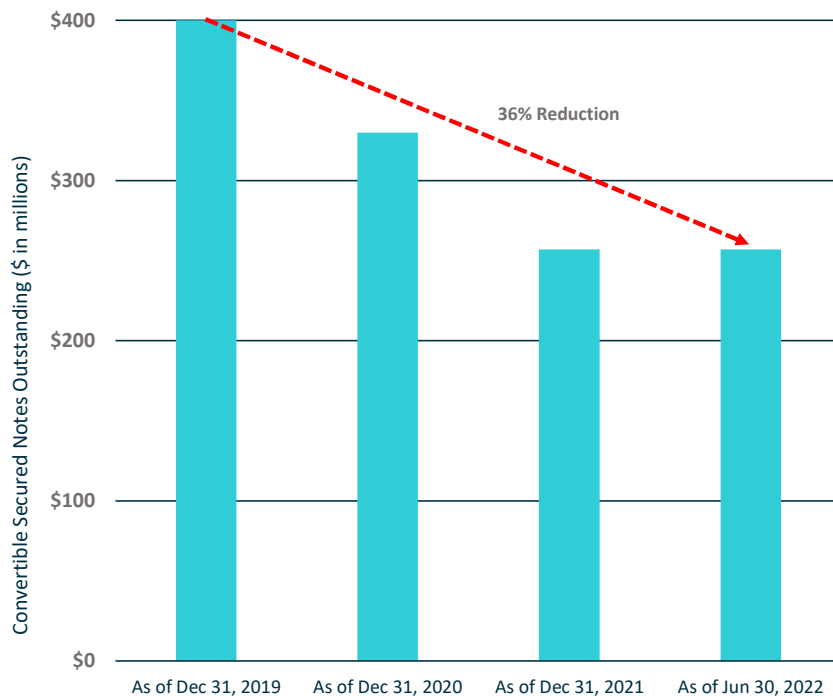
Free Cash Flow

- Capital-lite structure allows for strong EBITDA to free cash flow conversion
- Able to grow revenue ~50% from current levels with minimal capital expenditures
- Debt reduction frees up cash
- Strong liquidity position of \$141 million with cash and availability under the credit facility

Note: Unlevered free cash flow is defined as free cash flow plus cash interest on 2025 Notes.

* FET guided second half of 2022 free cash flow to be between positive \$30 and \$40 million

Value Creation with Debt Reduction and Conversion



Post-Conversion FET Share Price Scenarios

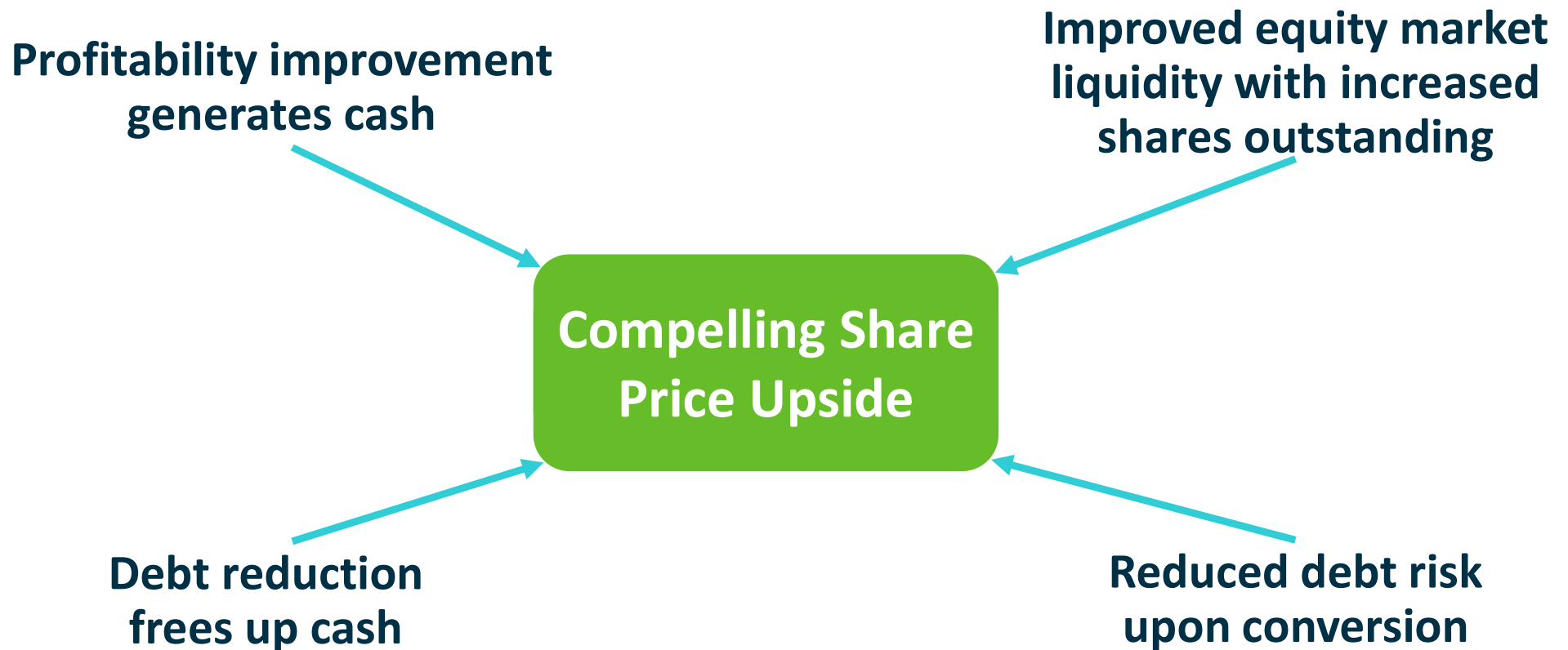
- Mandatory conversion*
- \$123 million (~47%) of debt converts to ~4.5 million shares
- Resulting in:
 - net debt of ~\$140 million
 - \$12 million cash interest reduction per year
 - leverage ratio less than 2x
- Potential share price scenarios based on 2022 EBITDA and EV/EBITDA multiples (see table below)

EV/EBITDA Multiple

| | | 7.0x | 8.5x | 10.0x |
|-------------|------|------|------|-------|
| 2022 EBITDA | \$50 | \$21 | \$28 | \$35 |
| | \$55 | \$24 | \$32 | \$40 |
| | \$60 | \$28 | \$36 | \$45 |

* Mandatory conversion if the average daily VWAP is equal to or greater than \$30 per share for 20 consecutive days

Unlock Unrealized Shareholder Value



Why FET?

Strengthening Market Conditions and Activity

Market fundamentals propelling investment in energy production

Revenue Growth

Revenue increasing with global activity and higher capital spend

Margin Expansion

EBITDA growing faster than revenue through operating leverage and portfolio optimization

Free Cash Flow Generation

Strong EBITDA to free cash flow conversion through asset light model

Unlock Unrealized Shareholder Value

Value upside from net debt reduction and multiple expansion

GET TO KNOW FET

Strong Leadership and Culture



Cris Gaut
Executive Chairman
of the Board



Neal Lux
President, CEO, and
Board Member



Lyle Williams
Executive VP and CFO



Paul E. Rowsey III
Chairman
E2M Partners, LLC



Louis A. Raspino
Former CEO
Pride International



Michael McShane
Former CEO
Grant Prideco



Evelyn Angelle
Former EVP & CFO



Dr. Emily Reichert, Ph.D.
CEO
Greentown Labs



John A. Carrig
Former COO
ConocoPhillips



John Schmitz
Chairman and CEO
Select Energy Services

Core Values



No one gets hurt

The safety of our employees and customers is our first priority, coupled with a healthy respect for the environment.

Integrity

In everything we do, in every interaction, both internally and externally, we strive to operate with the utmost integrity and mutual respect.

Customer focused

Our products enhance our customer's performance. We listen to their needs and work with them to solve their challenges.

Good place to work

We are committed to creating a workplace that fosters innovation, teamwork and pride. Every team member is integral to our success, and is treated equally and fairly.

Permeates All Areas of Our Company

History of Growth Through Acquisitions

2011



2012 - 2013



2014 - 2017



2018 - 2019



2021



Balanced Product Portfolio

Drilling & Downhole
(45% of 1H 22 Revenue)

Rig count & well complexity
Artificial lift spend
Int'l & offshore recovery

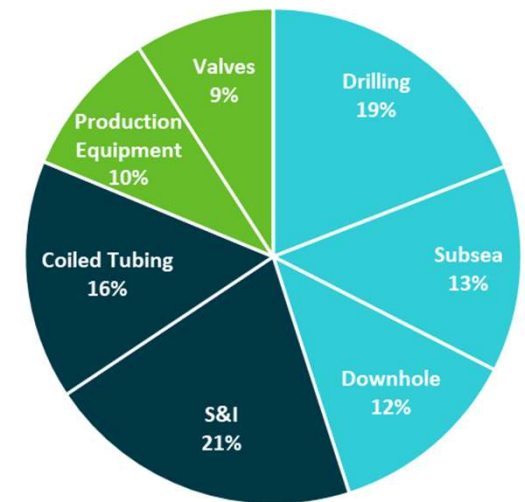
Completions
(36% of 1H 22 Revenue)

Well count
Completions intensity
Completions efficiency

Production
(19% of 1H 22 Revenue)

Midstream maintenance
Downstream and utility buildout
Well count

1H 22 Revenue - ~\$328 Million



FET Markets and Solutions

Drilling



Key Solutions

- Iron Roughnecks
- Mud Systems
- Catwalks & Torque Machines
- Pipe Handling

Subsea



Key Solutions

- ROV's
- Rescue Submarines
- Data Acquisition Software

Frac Solutions



Key Solutions

- Power Ends
- High Pressure Flexible Hose
- Manifold Systems
- Treating Iron

Multilift Solutions



Key Solutions

- ESP Sand Management
- ESP Cable Protection
- ESP Gas Protection

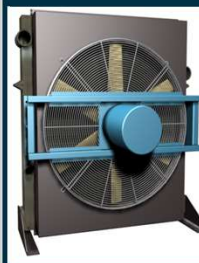
Intervention



Key Solutions

- Gresselless & Braded Wireline
- CT & Wireline PCE
- Hydraulic Latch Assemblies

Global Heat Transfer



Key Solutions

- Gas Compression Cooling
- Oil Coolers
- Air to Air Coolers

Global Tubing



Key Solutions

- DURACOIL Quench & Temper Coiled Tubing
- Coated Linepipe

Production Equipment



Key Solutions

- Upstream Equipment
- Gas Processing Equipment

Valves



Key Solutions

- Severe Service Valves
- Gate, Globe, Check
- Trunnion Mounted & Floating Ball Valves

APPENDIX

Capitalization Details

| <i>(\$ in millions)</i> | 1Q22 | 2Q22 |
|---|---------------|---------------|
| Cash & cash equivalents | \$ 21 | \$ 27 |
| 9.00% Convertible Notes Due August 2025 | 257 | 257 |
| Sr. secured ABL facility | - | 34 |
| Total debt | 257 | 291 |
| Less: cash & cash equivalents | 21 | 27 |
| Total net debt | 236 | 264 |
| Total equity | 315 | 308 |
| Total capitalization | 551 | 572 |
| Liquidity: | | |
| Cash | \$ 21 | \$ 27 |
| Availability ¹ | 141 | 114 |
| Total liquidity | \$ 162 | \$ 141 |

1) Availability for 1Q22 is borrowing base limit of \$159 million less \$18 million letters of credit. Availability for 2Q22 is borrowing base limit of \$162 million less \$34 million of borrowings outstanding and \$14 million letters of credit.

Reconciliation of Adjusted EBITDA

| (\$ in millions) | 2019 | 2020 | 2021 | Six months ended June 30, 2022 |
|---|--------------|----------------|--------------|-----------------------------------|
| EBITDA Reconciliation | | | | |
| Net Income attributable to common stockholders | \$ (567) | \$ (97) | \$ (83) | \$ 0 |
| Interest expense | 32 | 30 | 32 | 15 |
| Depreciation and amortization | 63 | 51 | 42 | 19 |
| Income tax expense (benefit) | (2) | (13) | 1 | 4 |
| Transaction and restructuring expenses & other | 12 | 39 | 10 | 5 |
| Gain on disposition of ABZ & QVA | - | (88) | - | - |
| (Gain) loss on extinguishment of debt | - | (73) | 5 | - |
| Inventory and other working capital adjustments | 5 | 94 | 5 | (2) |
| Goodwill and intangible asset impairment | 532 | 20 | - | - |
| Deferred loan costs written off | - | 2 | - | - |
| Gain realized on previously held equity investment | (2) | - | - | - |
| Loss / (gain) on FX, net | 5 | 6 | 0 | (19) |
| Acquisition related equity based compensation recorded by equity investment | - | - | - | - |
| Contingent consideration benefit | (5) | - | - | - |
| Stock-based compensation expense | 16 | 10 | 8 | 2 |
| Adjusted EBITDA | \$ 89 | \$ (19) | \$ 20 | \$ 24 |
| December 2020 Valves divestiture | (17) | (12) | - | - |
| Proforma Adjusted EBITDA | \$ 72 | \$ (31) | \$ 20 | \$ 24 |

Note: The Company believes EBITDA is useful to investors because it is an appropriate measure of evaluating operating performance and liquidity that reflects the resources available for strategic opportunities including, among others, investing in the business, strengthening the balance sheet, repurchasing the Company's securities, and making strategic acquisitions. In addition, EBITDA is a widely used benchmark in the investment community.

Reconciliation of Free Cash Flow

| (\$ in millions) | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 1Q22 | 2Q22 |
|--|---------------|---------------|---------------|---------------|--------------|----------------|----------------|-----------|-------------|----------------|----------------|----------------|
| Net cash provided by operations | 145 | 211 | 270 | 155 | 65 | (40) | 2 | 105 | 4 | (16) | (25) | (26) |
| Capital expenditures | (50) | (60) | (54) | (32) | (17) | (27) | (24) | (15) | (2) | (2) | (1) | (3) |
| Proceeds from sale of Property and equipment | 5 | 1 | 3 | 2 | 10 | 2 | 9 | - | 5 | 7 | 0 | 2 |
| Free cash flow, before acquisitions | \$ 101 | \$ 152 | \$ 219 | \$ 125 | \$ 58 | \$ (65) | \$ (12) | 90 | \$ 7 | \$ (11) | \$ (26) | \$ (26) |

Note: 2020 Free cash flow proforma for December 2020 Valves divestiture is (\$5) million

Note: The Company believes free cash flow, before acquisitions is an important measure because it encompasses both profitability and capital management in evaluating results.