



# **INVESTOR RELATIONS**

2021



### Forward Looking Statements

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. 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.



### Strong Leadership, Culture and Board



Cris Gaut
Chairman and CEO



Lyle Williams
Executive VP and CFO



Neal Lux
Executive VP and COO

Executive team has managed multiple industry cycles and maintain significant ownership stakes

Flat organization structure with an entrepreneurial culture

Independent board with extensive energy experience



### **World Needs More Energy**

Global GDP this year will exceed 2019 and then grow nearly 5% in 2022

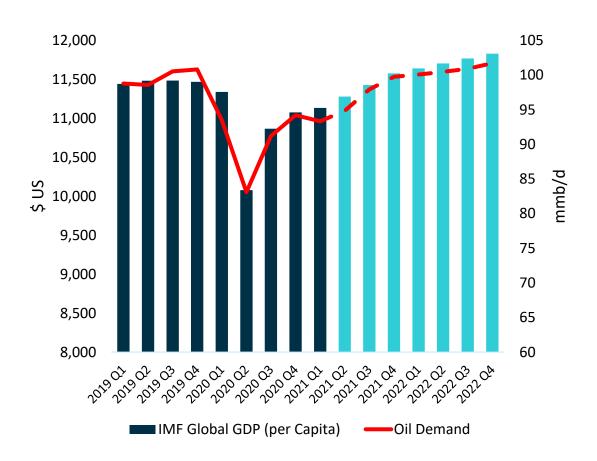
Energy demand will rebound and exceed prior highs

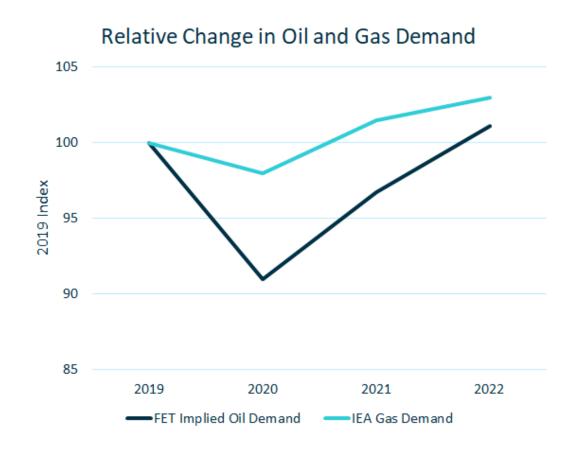
New energy supply will increase its share over decades

Significant installed base means fossil fuels required for many years



### **Demand Requires Investment**





Low-cost reserves (Middle East and US onshore) will attract the most investment



### Why FET?

Differentiated, highly engineered products and solutions

Leveraged to increasing global energy investment

Asset-lite, scalable business model

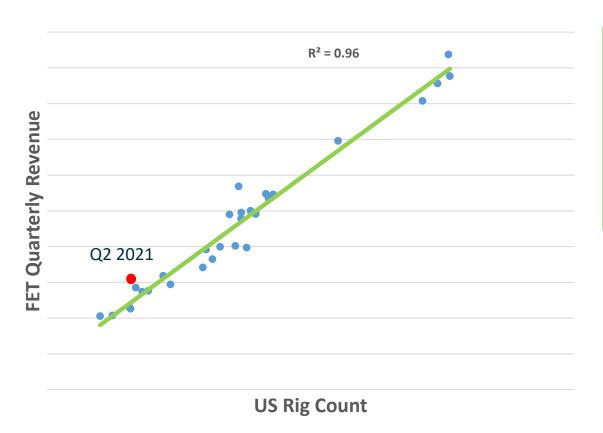
Poised for rapid growth

Undervalued

Well positioned for Energy Transition



#### Revenue and EBITDA Poised for Growth



|                                      |                         | 2022 US Oil Production<br>Scenarios |                          |  |  |  |
|--------------------------------------|-------------------------|-------------------------------------|--------------------------|--|--|--|
| (\$000's)                            | Q2 2021<br>(Annualized) | US Oil Prod<br>+0k/d                | US Oil Prod<br>+1,000k/d |  |  |  |
| Rig Count                            | 450                     | 551                                 | 754                      |  |  |  |
| Historical Revenue <sup>1</sup> (mm) | \$548                   | \$636                               | \$784                    |  |  |  |

EBITDA incremental margin range of 25% to 40%

Strong conversion of EBITDA to free cash flow

US needs 550 rigs to keep oil production flat



### Significant Discount Versus Prior Upcycle

|                                   | Q3 2016 | Q2 2021 |  |
|-----------------------------------|---------|---------|--|
| Rig Count                         | 479     | 450     |  |
| Annualized Revenue (mm)           | \$553   | \$550   |  |
| Annualized EBITDA (mm)            | (6)     | 26      |  |
| Share Price <sup>1</sup>          | \$397   | \$23    |  |
| EV / EBITDA Multiple <sup>2</sup> | 29x     | 6x      |  |

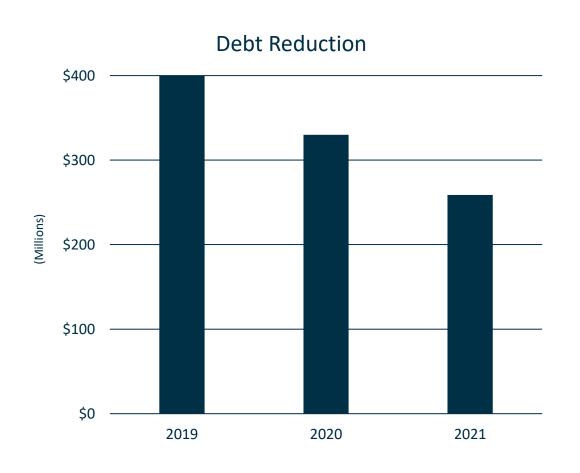
Stronger long-term outlook

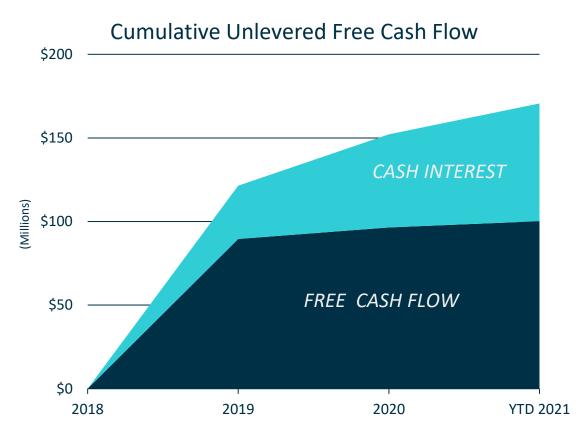
Massive improvement in profitability

Compelling upside versus historical valuation



#### **FET Free Cash Flow and Debt Reduction**







### Value Creation through Debt Conversion

#### Post-Conversion FET Share Price Scenarios

#### **EV/EBITDA Multiple 7**x 8.5x 10x **2022 EBITDA** \$50 \$27 \$34 \$42 \$55 \$39 \$30 \$47 \$60 \$43 \$34 \$52

Mandatory conversion strike price of \$30/share

\$117 mm (45%) of debt converts to ~4.3 million shares

Resulting net debt of ~\$82mm



### **Product and Solutions to Outperform**

#### **Differentiated Portfolio**

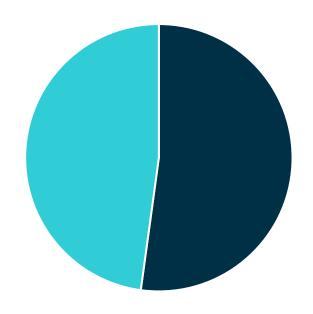
Market share leaders

Consolidated niche markets

Barriers to entry

Strong contribution margins

Generates ~50% of our revenue today<sup>(1)</sup>



#### **Growth Portfolio**

Room for market share growth

Markets ready for consolidation

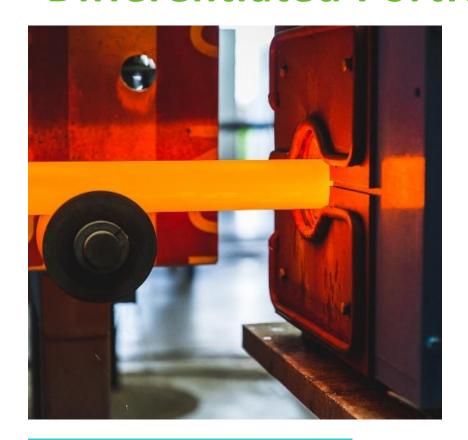
Ripe for technology disruption

Improving contribution margins

Will generate a larger portion of future revenue



### **Differentiated Portfolio**





**Global Tubing** 



### **Differentiated Portfolio**





**Multilift Solutions** 



### **Differentiated Portfolio**



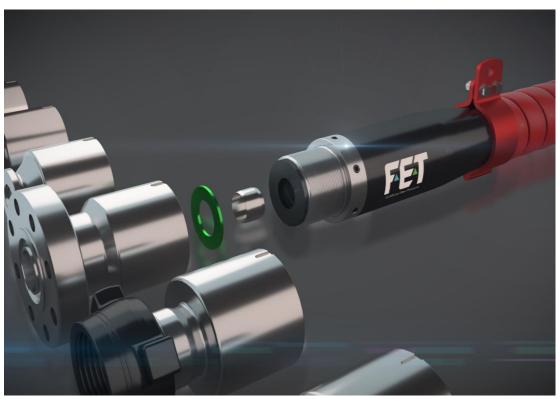


**Quality Wireline** 



### **Growth Portfolio**



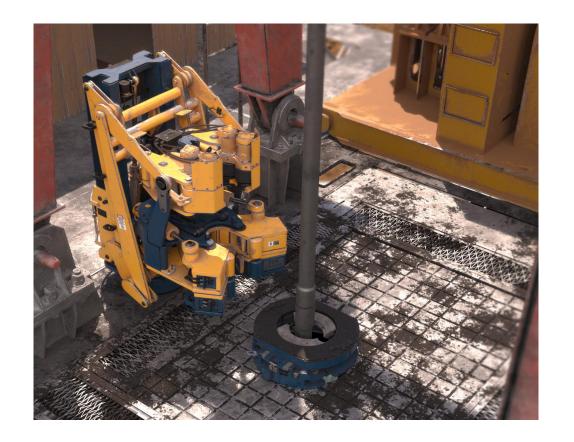


**Serpent Series** 



### **Growth Portfolio**





FR120



### **Growth Portfolio**





Offshore Wind & Defense



## **Energy Transition**

#### **Bio-diesel**

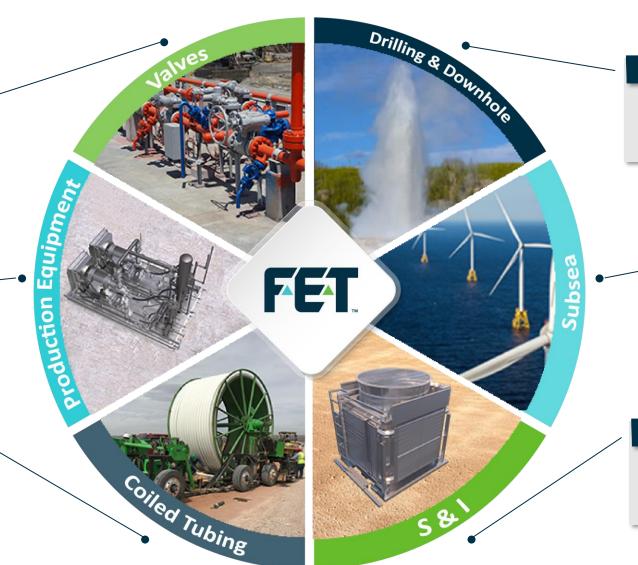
Certified valves facilitate biodiesel production

#### Methane Capture

Vapor recovery units capture and compress methane for sale

#### Carbon Capture

Coiled line pipe carries CO<sub>2</sub> for injection into storage



#### Geothermal

Casing hardware for severe conditions

#### Offshore Windfarm

ROVs and trenchers enable windfarm site preparation, construction and maintenance

#### **Dual Gas Blend**

High specification radiators and pumps reduce diesel use during oil & gas production

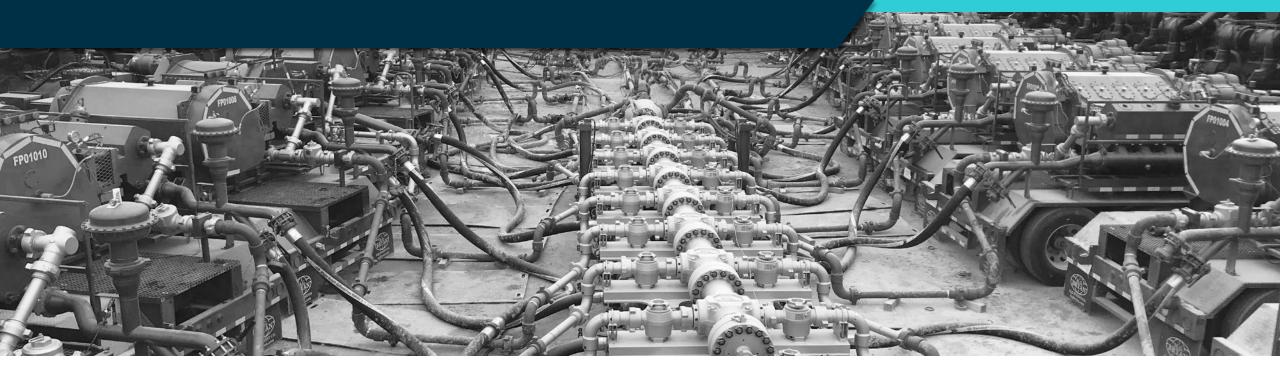


#### Generate Above Market Shareholder Returns

Innovate product portfolio serving traditional and renewable energy markets

Reinvest via energy transition development and consolidate existing markets

Return excess cash to shareholders

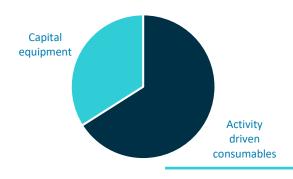




# **APPENDIX**

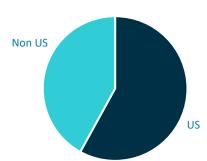


#### **FET Revenue**



#### **PURCHASE CYCLE**

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

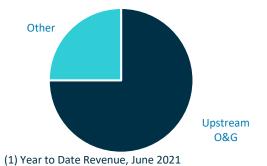


#### **GEOGRAPHY**

- US industry activity up over 90% over past four quarters with expected continued growth
- Non US more stable with cyclical investment by OPEC and Asian nations

#### **INDUSTRY SECTOR**

 Non-upstream markets include refining and petrochemical, defense, and products supporting renewable energy and carbon reduction





#### **Balanced Product Portfolio**

**Drilling & Downhole** 

(44% of 1H21 Revenue)

**Completions** 

(33% of 1H21 Revenue)

**Production** 

(23% of 1H21 Revenue)

Rig count & well complexity

Artificial lift spend

Int'l & offshore recovery

Well count

Completions intensity

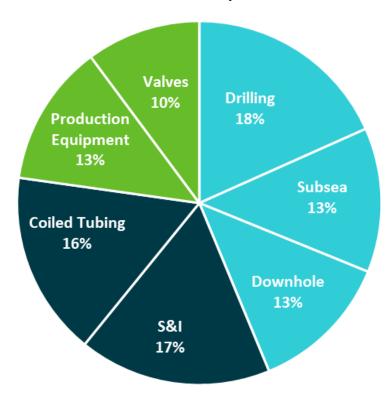
Completions efficiency

Midstream maintenance

Downstream and utility buildout

Well count

#### 1H21 Revenue - ~\$252 Million





## **Capitalization Details**

| (\$ in millions)                        | 1Q21  | 2Q21  |  |  |
|---|-------|-------|--|--|
| Cash & Cash Equivalents                 | \$101 | \$60  |  |  |
|   |       |       |  |  |
| 9.00% Convertible Notes Due August 2025 | 300   | 259   |  |  |
| Senior Secured ABL Facility             |       |       |  |  |
| Total Debt                              | 300   | 259   |  |  |
| Less: Cash & Cash Equivalents           | 101   | 60    |  |  |
| Total Net Debt                          | 199   | 199   |  |  |
|   |       |       |  |  |
| Total Equity                            | 382   | 362   |  |  |
| Total Capitalization                    | 581   | 561   |  |  |
|   |       |       |  |  |
| Liquidity:                              |       |       |  |  |
| Cash                                    | \$101 | \$60  |  |  |
| Availability (1)                        | 142_  | 126   |  |  |
| Total Liquidity                         | \$243 | \$186 |  |  |





## Reconciliation of Adjusted EBITDA

| (\$ millions)   | 2017    | 2017 2018 |          | 2020    | 1Q 21   | 2Q21    |  |
|---|---------|-----------|----------|---------|---------|---------|--|
| EBITDA Reconciliation   |         |           |          |         |         |         |  |
| Net Income attributable to common stockholders                              | \$ (59) | \$ (374)  | \$ (567) | \$ (97) | \$ (30) | \$ (22) |  |
| Interest expense  | 27      | 32        | 32       | 30      | 9       | 8       |  |
| Depreciation and amortization   | 65      | 75        | 63       | 51      | 11      | 11      |  |
| Income tax expense (benefit)  | 4       | (16)      | (2)      | (13)    | 2       | 1       |  |
| Transaction and restructuring expenses & other                              | 16      | 23        | 12       | 39      | 2       | 3       |  |
| Gain on disposition of ABZ & QVA  | -       | -         | -        | (88)    | -       | -       |  |
| (Gain) loss on extinguishment of debt                                       | -       | -         | -        | (73)    | 1       | 4       |  |
| Inventory and other working capital reserve                                 | 13      | 32        | 5        | 94      | 1       | 1       |  |
| Goodwill and intangible asset impairment                                    | 69      | 364       | 532      | 20      | -       | -       |  |
| Deferred loan costs written off   | -       | -         | -        | 2       | -       | -       |  |
| Gain realized on previously held equity investment                          | (120)   | (34)      | (2)      | -       | -       | -       |  |
| Loss / (gain) on FX, net  | 8       | (6)       | 5        | 6       | 4       | (1)     |  |
| Acquisition related equity based compensation recorded by equity investment | 6       | -         | -        | -       | -       | -       |  |
| Contingent consideration benefit  | -       | -         | (5)      | -       | -       | -       |  |
| Stock-based compensation expense  | (20)    | 20        | 16       | 10      | 2       | 2       |  |
| Adj. EBITDA   | \$ 9    | \$ 116    | \$ 89    | \$ (19) | \$ 2    | \$ 7    |  |

Note: 2020 Adj. EBITDA proforma for ABZ / QVA divestiture is (\$31) million

**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

| (\$ millions)  | 2012   | 2013    | 2014   | 2015   | 2016  | 2017    | 2018    | 2019 | 2020 | 1Q 21  | 2Q 21 |
|--|--------|---------|--------|--------|-------|---------|---------|------|------|--------|-------|
| Free cash flow, before acquisitions  Net cash provided by operations | 145    | 211     | 270    | 155    | 65    | (40)    | 2       | 105  |      | (1)    |       |
| Net cash provided by operations                                      | 143    | 211     | 210    | 155    | 65    | (40)    | 2       | 105  | 4    | (1)    | 4     |
| Capital expenditures, net  | (44    | .) (59) | (51)   | (30)   | (7)   | (25)    | (14)    | (15) | 3    | 1      | 0     |
| Free cash flow, before acquisitions                                  | \$ 101 | \$ 152  | \$ 219 | \$ 125 | \$ 58 | \$ (65) | \$ (12) | 90   | \$ 7 | \$ (0) | \$ 4  |

Note: 2020 Free cash flow proforma for ABZ / QVA divestiture is (\$5) million