

# CREATING A LEADING FULL-CYCLE SERVICE PROVIDER





# **Important Information**

#### No Offer or Solicitation

This communication relates to a proposed merger and related transactions (the "Transactions") between Frank's International N.V. ("Frank's") and Expro Group Holdings International Limited ("Expro"). This communication is for informational purposes only and does not constitute an offer to sell or the solicitation of an offer to buy any securities or a solicitation of any vote or approval, in any jurisdiction, pursuant to the Transactions or otherwise, nor shall there be any sale, issuance, exchange or transfer of the securities referred to in this document in any jurisdiction in contravention of applicable law. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended.

#### **Important Additional Information**

In connection with the Transactions, Frank's intends to file relevant materials with the U.S. Securities and Exchange Commission (the "SEC"), including a registration statement on Form S-4 (the "Registration Statement"), which will include a proxy statement/prospectus of Frank's. After the Registration Statement has been declared effective by the SEC, a definitive proxy statement/prospectus will be mailed to the shareholders of the Frank's and Expro. SHAREHOLDERS OF FRANK'S AND EXPRO ARE URGED TO READ THE PROXY STATEMENT/PROSPECTUS (INCLUDING ALL AMENDMENTS AND SUPPLEMENTS THERETO) AND OTHER DOCUMENTS RELATING TO THE TRANSACTIONS THAT WILL BE FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT THE TRANSACTIONS. Such shareholders will be able to obtain free copies of the proxy statement/prospectus and other documents containing important information about Frank's and Expro once such documents are filed with the SEC through the website maintained by the SEC at http://www.sec.gov. Additional information is available on the Frank's website, www.franksinternational.com.

#### **Participants in the Solicitation**

Frank's and its directors and executive officers may be deemed to be participants in the solicitation of proxies from the shareholders of Frank's in connection with the Transactions. Expro and its officers and directors may also be deemed participants in such solicitation. Information regarding Frank's directors and executive officers is contained in the proxy statement for Frank's 2020 Annual Meeting of Shareholders, which was filed with the SEC on April 28, 2020, Frank's Annual Report on Form 10-K for the year ended December 31, 2020, which was filed with the SEC on March 1, 2021, and certain of its Current Reports on Form 8-K. You can obtain a free copy of these documents at the SEC's website at http://www.sec.gov or by accessing Frank's website at http://www.franksinternational.com. Other information regarding persons who may be deemed participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.





# **Forward-Looking Statements**

The foregoing contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. All statements, other than statements of historical fact, included in this communication that address activities, events or developments that Expro or Frank's expects, believes or anticipates will or may occur in the future are forward-looking statements. Words such as "estimate," "project," "predict," "believe," "expect," "anticipate," "potential," "create," "intend," "could," "may," "foresee," "plan," "will," "guidance," "look," "outlook," "goal," "future," "assume," "forecast," "build," "focus," "work," "continue" or the negative of such terms or other variations thereof and words and terms of similar substance that convey the uncertainty of future events or outcomes identify the forward-looking statements, although not all forward-looking statements contained in this communication specifically include, but are not limited to, statements, estimates and projections regarding the Transactions, pro forma descriptions of the combined company, anticipated or expected revenues, EBITDA, synergies or cost-savings, operations, integration and transition plans, opportunities and anticipated future performance. These statements are based on certain assumptions made by Frank's and Expro based on management's experience, expectations and perception of historical trends, current conditions, anticipated future developments and other factors believed to be appropriate. Forward-looking statements are not guarantees of performance.

Although Frank's and Expro believe the expectations reflected in these forward-looking statements are reasonable and are based on reasonable assumptions, no assurance can be given that these assumptions are accurate or that any of these expectations will be achieved (in full or at all) or will prove to have been correct. Moreover, such statements are subject to a number of assumptions, risks and uncertainties, many of which are beyond the control of Frank's, which may cause actual results to differ materially from those implied or expressed by the forward-looking statements. Such risks and uncertainties include the risk of the failure to obtain the required votes of Frank's and Expro's shareholders; the timing to consummate the Transactions; the risk that the conditions to closing of the Transactions may not be satisfied or that the closing of the Transactions otherwise does not occur; the failure to close the Transactions on the anticipated terms, including the anticipated ax treatment; the risk that a regulatory approval, consent or authorization that may be required for the Transactions in ot obtained in a timely manner or at all, or is obtained subject to conditions that are not anticipated; the occurrence of any event, change or other circumstances that could give rise to the termination of the merger agreement relating to the Transactions; unanticipated difficulties or expenditures relating to the Transactions; the obtained in a timely manner or at all, or is obtained subject to conditions that are not anticipated; the occurrence of any event, change or other circumstances that could give rise to the termination of the merger agreement relating to the Transactions; the obtained in a timely manner or at all, or is obtained subject to conditions; unanticipated difficulties or expenditures to combinate on of Frank's and Expro following the consummation of the Transactions; related matters; the ultimate timing, outcome and results of integrating the operations of Frank's and Expro following the consummation o

All such factors are difficult to predict and are beyond Expro's or Frank's control, including those detailed in Frank's annual reports on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K that are available on Frank's website at http://www.franksinternational.com and on the SEC's website at http://www.sec.gov. Any forward-looking statement speaks only as of the date on which such statement is made, and Expro and Frank's undertake no obligation to correct or update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by applicable law. Readers are cautioned not to place undue reliance on these forward-looking statements.





# **Today's Presenters**



Mike Kearney
Chairman, President
and Chief Executive Officer
Frank's International



Mike Jardon
Chief Executive Officer
Expro



Quinn Fanning
Chief Financial Officer
Expro



# **AGENDA**

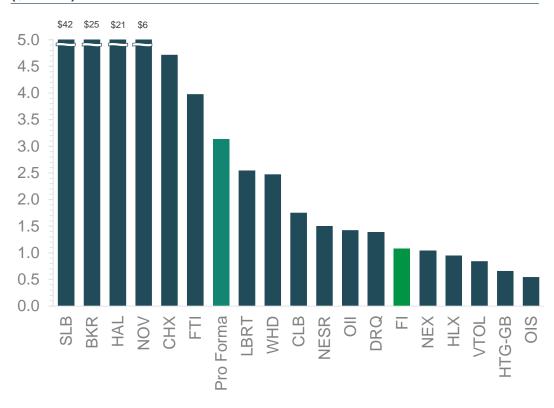
- Transaction Overview
- 2 Expro Today
- **3** Frank's Today
- The Powerful Potential of a Full-Cycle Leader



# A Compelling Opportunity for All Shareholders

- Transformative combination of iconic brands adds scale, breadth and stability
- Stock for stock combination allows for upside participation, as well as resiliency through a more diversified earnings base
- Enhanced technical capabilities to enable participation in the energy transition and contribute to a lower carbon future
- Net cash position and access to additional available liquidity will provide high degree of strategic flexibility
- Synergy opportunity includes \$70 million of annual cost savings within 3 years
- Proposed Management and Board of the combined company have significant oilfield experience and proven track records

# Illustrative Market Capitalization of Sector Companies (\$ billion)







## **Overview of the Transaction**



# Pro Forma Ownership & Considerations

- Transaction structured as a stock for stock strategic combination<sup>1,2</sup>
- Expro shareholders will own approximately 65% at closing
- Frank's shareholders will own approximately 35% at closing
- Transaction unanimously approved by directors present from both boards



#### Governance

- Expro CEO Mike Jardon will be CEO of combined company
- Frank's CEO Mike Kearney will be Chairman of combined company
- Expro to appoint 6 of 9 directors, including Mike Jardon
- Frank's to appoint 3 of 9 directors directors, including Mike Kearney



#### **Social**

- · Combined company to be named Expro; Frank's brand to be retained for well construction services
- Maintaining a significant presence in Houston, Lafayette, Aberdeen and other key locations around the world



# Path to Closing

- Frank's shareholder approval required; the Mosing Family representatives on the Frank's Board of Directors unanimously support the transaction
- Expro shareholder approval required; shareholders representing approximately two-thirds of Expro's ownership have agreed to vote for the transaction
- Transaction expected to close in Q3 2021 following regulatory, shareholder and other customary approvals
- Combined company expected to trade on NYSE under new symbol XPRO





<sup>(1)</sup> Fixed exchange ratio of 7.272 based on 60.8 million Expro shares and full share equivalents outstanding. Exchange ratio adjustment mechanism at closing provides for any potential in-the-money value of Expro's 5.8 million outstanding A and B warrants (exercise price of ~\$30.40 per Expro share)

## **Investment Rationale**

Transformative Combination of Iconic Brands Adds Scale, Breadth, Stability and Upside



Pro Forma
Company Has
Meaningful Scale,
with Pro Forma
Equity
Capitalization of
~\$3B



Diversified
Offering Across
Well Lifecycle and
Geo-Markets,
Providing Full
Cycle Revenue
Stability & Growth
Potential



Future Facing
Technologies
Better Position
Company for
Energy Transition



Significant Cost and Revenue Synergies to be Realized Over Three Years



Significant Net
Cash Balance;
Combined
Company
Generates Cash
with Significant
FCF Upside









# **Expro Today**



# **Expro is the Leading, Independent Provider of Well Flow Optimization Solutions**

# Nearly 50 years of market leadership in well flow optimization

- Founded in 1973
- Strong brand built on best-in-class safety and service quality, agility and responsiveness

# Blue-chip customer base with strong revenue visibility

- ~\$1bn in YE 2020 backlog
- Long standing relationships with major IOCs and NOCs

#### **Future facing technologies**

- Digitization facilitates better, faster decisions
- Technology enables operational excellence, reduced service delivery costs, and enhanced sustainability and safety

# Broad portfolio of offerings drives stable, diverse revenue mix

- ~50% revenue driven by customer opex (production optimization)
- Balanced mix of onshore and offshore

#### **Global operating footprint**

- ~4,000 people in >50 countries
- ~90% of revenue is outside of the United States

#### Focus on sustainability

- Advancing and developing technologies to maximize recovery, increase automation and reduce operating footprint
- Portfolio shift allows company to participate in energy transition





# Balanced Portfolio with Capabilities Across the Well Lifecycle

#### Well Flow Management

Proficiently gathering valuable well and reservoir data, with the utmost regard for well-site safety and environmental impact



Pipeline and

Flarestack

Well Test

Drill Stem Testing (DST)

Tubing Conveyed Perforating (TCP)

Fluids

Subsea Well Access

Ensuring safe well access and optimized production



Subsea Test Tree Assembly

Riserless Well Intervention System (RWIS)

Intervention Riser System (IRS) Well Intervention & Integrity

Innovative well intervention applications to capture well data, ensure wellbore integrity and maintain production

Mechanical Wireline

Wireless Wells

CoilHose

Galea™ Autonomous Intervention Cased Hole Applications

Permanent

Downhole M

Downhole Monitoring (PDM)

Octopoda™ Intelligent Intervention **Production Solutions** 

Fast-track, costeffective, early field production, optimization and enhancement systems



Early production

Offshore Production Units

Production enhancement Systems

Facility Upgrades

Operations and Maintenance

Water treatment

Meters





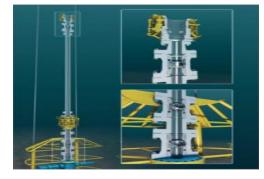


# **Technology as a Core Competency**

Returns-Focused Investment in Growth







#### **Market Opportunity**

Each 5% of market penetration adds nearly 15% to top line with attractive margins

**CoilHose Technology** 

#### Octopoda<sup>™</sup> Annulus Intervention

# Light Well Intervention

~\$2 Billion Annual Addressable Market<sup>1</sup>

#### **Solution**

Nitrogen lift and wellbore cleaning solutions, similar to Coiled Tubing

Annulus intervention and well integrity and solutions

Lightweight wire-through-water subsea well intervention solution

# Goal: 5 - 10% share

Value-Added Smaller, faster, and more efficient; thereby minimizing the loss of hydrocarbon production and reducing overall intervention costs

Unique solution to remediate well integrity issues, extend well production life and eliminate need for workovers

Cost effective commissioning, intervention and abandonment package for all types of subsea wells

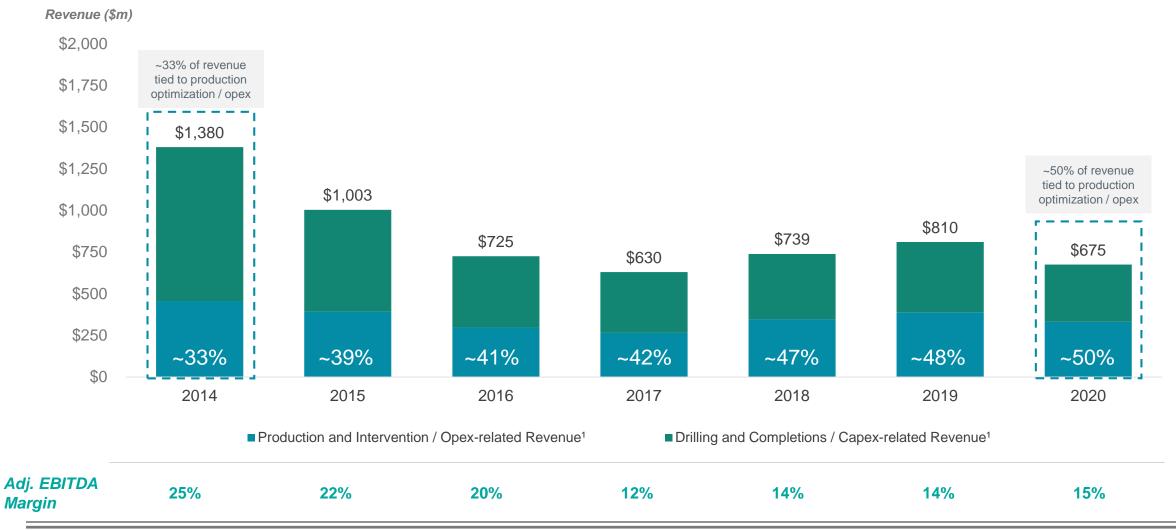
\$100m - \$200m annual revenue opportunity representing 5% - 10% market share





# **Strong Financial Profile and Performance**

No Debt | Defensible Positions | Resilient Through-Cycle Margins | Positioned for Market Recovery











# Frank's Today



# Frank's is Well Positioned for a Market Recovery





Operations in ~40 Countries spanning all major markets



Delivered positive free cash flow in extremely challenging 2020



Debt-free balance sheet with significant cash available



Substantial operating leverage



Attractive market exposure of ~80% Offshore, ~20% Onshore



~2,400 Employees Globally<sup>1</sup>





# Frank's is a Premier Well Construction Service Company

Comprehensive range of differentiated and highly engineered tubular running services, drilling technologies, tubular fabrication, and specialty well construction and intervention solutions with a focus on complex and technically demanding wells.

#### **Drilling & Tubulars**

Technologies that optimize, enable and derisk the drilling process



Downhole Service Tools

**Drilling Technologies** 

**Tubular Connectors** 

**Tubular Fabrication** 

#### Casing

Safely and efficiently encase the wellbore while enhancing long-term integrity



Casing Running Services

Torque Monitoring and Connection Integrity

Conductor Installation

Landing String & Drill Pipe Handling

#### **Completions**

Unique technologies that bring complex wells into production safely & efficiently



Completion Tubular Running & Handling

Completion Control Line Handling

Flow-back Tools

Rigless Intervention Services

#### Cementing

Specialty tools that improve efficiency and safety during cementing



Cement Heads & Line Makeup

**Downhole Cementing Tools** 

Retrievable Zonal Isolation Tools

**Drillable Service Tools and Interventions** 

Casing Accessories





# **Technology as a Core Competency**

Strong technology development capabilities with an attractive pipeline of emerging technologies focused on digital remote operations, automation and well integrity

Latest equipment suite features cutting-edge efficiency, facilitating remote operation, providing unmatched well integrity, and minimizing human intervention

Select featured technologies

#### **CENTRI-FI™**

Consolidation of controls for tubular running equipment into a single remotely operated digital tablet, optimizing efficiency and safety while dramatically reducing personnel

#### **iCAM®**

Artificial Intelligence powered connection analysis and automated tong control ensuring optimal connection integrity, reduced labor costs, and elimination of human error

#### iTONG™

Autonomous make-up of tubular connections using machine learning to consistently deliver optimal make-up parameters

#### Zero Marking

Industry-exclusive "zero" marking equipment for tubulars, ensuring optimal corrosion-resistant completion string integrity

**Technologies** 

# Premium Suite of Drilling Tools

Advanced performance drilling technologies enhance wellbore integrity, reduce drilling time and costs, and reach reserves that were previously inaccessible

#### Wireless SKYHOOK®

Industry-exclusive cement line make-up device increasing safety and efficiency through remote operations while reducing environmental risk

Multi-disciplinary team of 150+ engineers & associates

435 Patents & 100+ Patents Pending











# THE POWERFUL POTENTIAL OF A FULL-CYCLE LEADER

# **Combination Provides Multiple Avenues for Value Creation**

Combined company expected to generate cash out of the gate, with an opportunity to drive annual FCF of +\$150m by 2023E<sup>1</sup>



Well Lifecycle Exposure - Service mix provides through-cycle revenue opportunity, with significant upside to cyclical recovery



Growth Opportunity - Globally recognized iconic brands with complementary capabilities, operating footprints and customer relationships



Technology - Strategy to be focused on innovative technological solutions to aid sustainability goals



Synergies - Cost structure overlap is significant; synergies opportunity exceeds \$70m of annual cost savings within 3 years



Financial Profile - Strong balance sheet with attractive forward looking cash flow profile



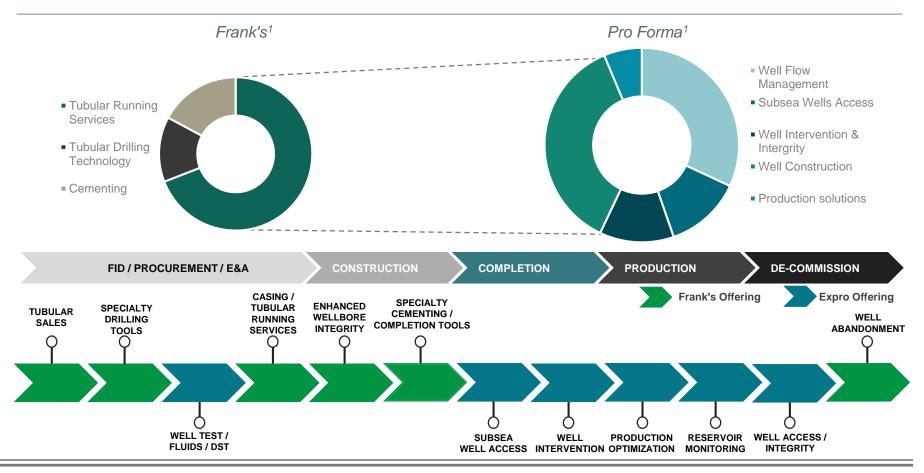


# **Further Extension of Well-Cycle Exposure**

Leading Positions in Large, Addressable Markets Across Well-Life and Customer Spend

Enhanced early
visibility into the
needs of customers
and a broader scope
of offerings across
the entire well
lifecycle

#### **Product Mix**







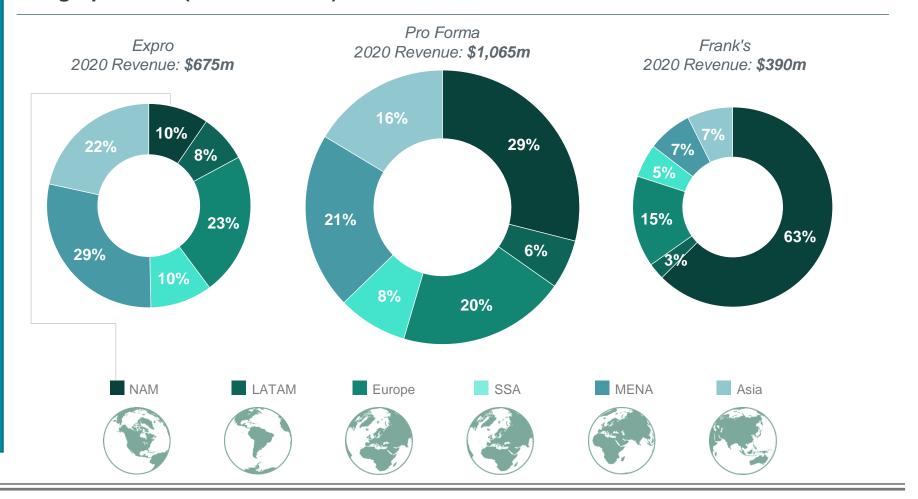
# Complementary Global Footprint to Expand Customer Relationships

With operations in +50 countries, the combined company is better positioned to support customers and manage costs

Frank's can leverage Expro's strong international presence

Expro will benefit from Frank's strong position in the Americas

#### **Geographic Mix (2020 Revenue)**

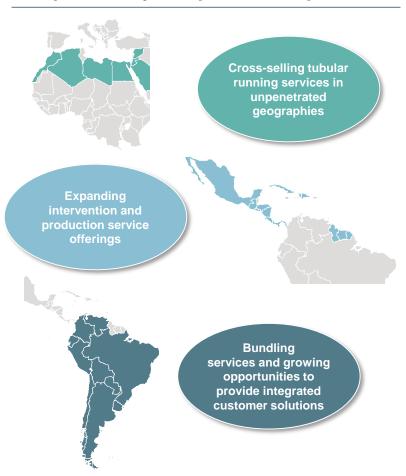






# Significant Growth Potential Across Geographies & Customers

#### **Complementary Footprint and Capabilities**



#### **And Blue-Chip Customers**





































#### **Create a Range of Opportunities**

Scale and Scope Increases Relevance to Customers

Enhanced Ability to Respond Quickly to Market Shifts

**Integrated Solutions Offering** 

Technology-Driven Operational Efficiencies

Pull-Through Revenue Opportunities





# **Differentiating Combined Technology Portfolio**

## **Expro Subsea Test Tree Cut and Seal Technology**

Latest subsea well intervention safety system solution which optimizes rig selection, ensures well integrity, and reduces cost Utilizing latest technology to provide customers with more reliable results

#### Frank's iCAM®

Al connection analyzed make-up ensuring optimal connection integrity and reduced manpower costs

## Expro Intelligent 4 Phase Separator

A compact system delivering reduced well clean up time and ultimately rig time

Providing customers with intelligently designed products to improve operational efficiency

## Frank's Leading Edge Down Hole Service Tools

A package of advanced tools designed to enhance well integrity & efficiency



#### Expro Galea™

Autonomous well intervention solution / reduced manpower / future artificial intelligence platform / NUI compatible

Leveraging machine learning to provide more well operations autonomy

#### Frank's iTONG™

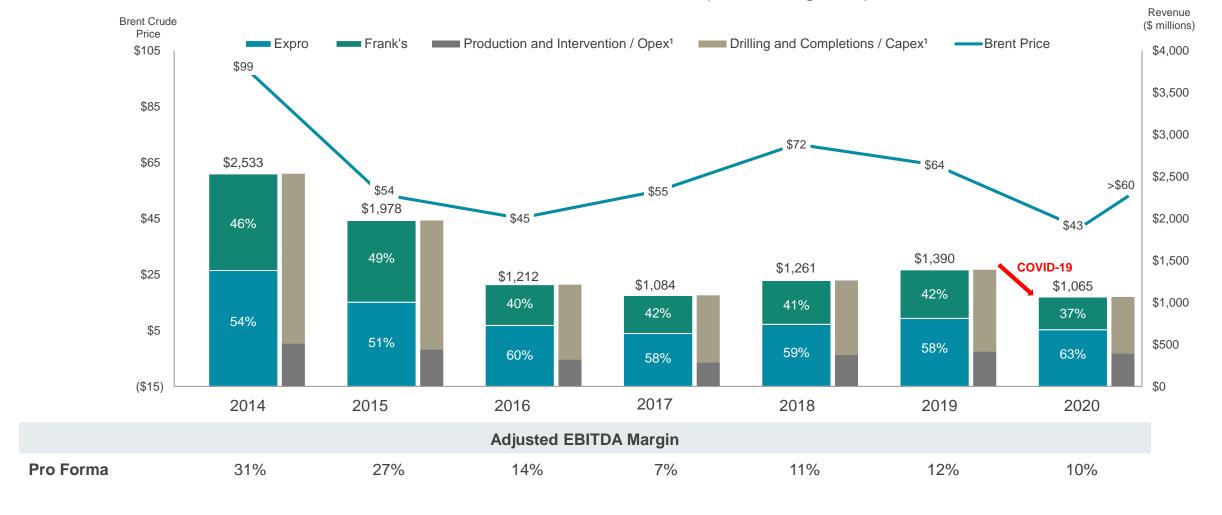
Autonomous make-up of tubular connections using machine learning to consistently deliver optimal make-up parameters





# Through-Cycle Resilience and Cyclical Recovery Upside

Balanced Pro Forma Revenue Mix; Recent Cost Outs Have Achieved Scope for Margin Expansion

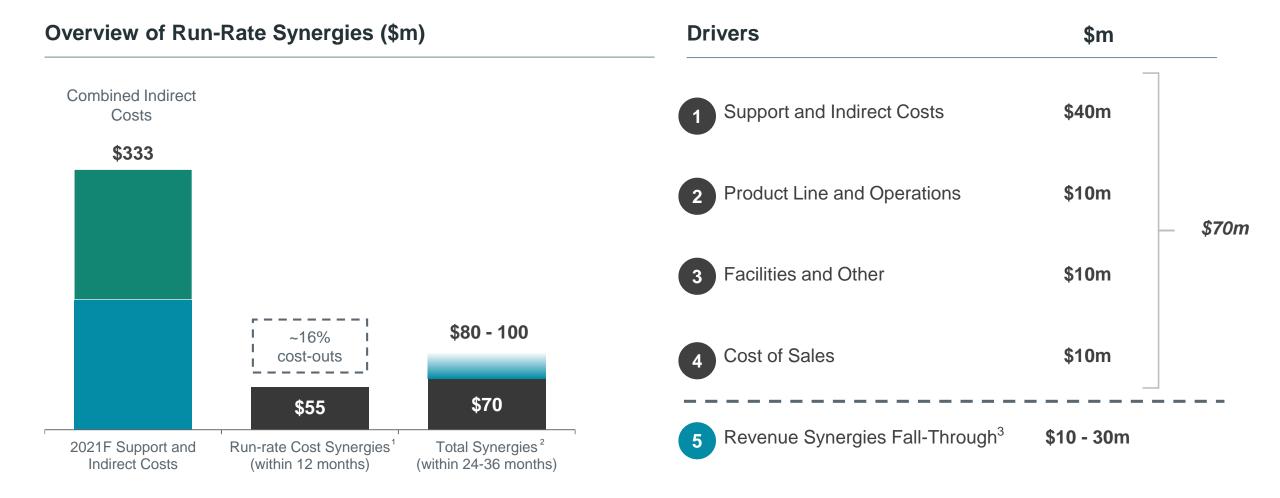






# **Substantial Synergies Create Near-term Value and Margin Expansion Opportunity**

High Confidence in Cost and Revenue Synergy Potential







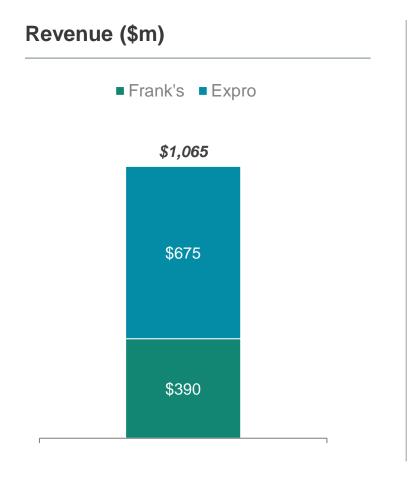
Run-rate cost synergies targeted within 12 months post closing

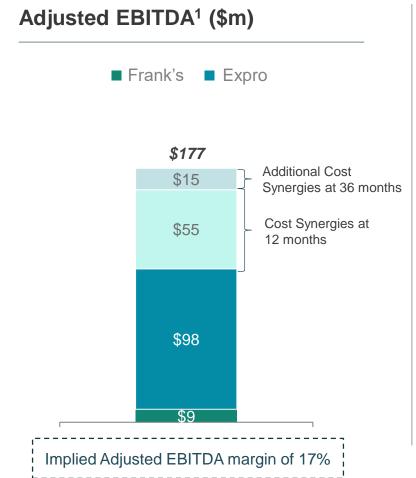
<sup>2)</sup> Run-rate total synergies targeted within 24 – 36 months post closing

Assumes 30 - 35% Adj. EBITDA fall-through; revenue synergies expected primarily through complementary customer relationships and operating footprints, increased time on rig, and greater exposure to the

# Meaningful Scale, Improved Profitability and Increased Free Cash Flow

Significant Degree of Operational Flexibility and Strategic Optionality





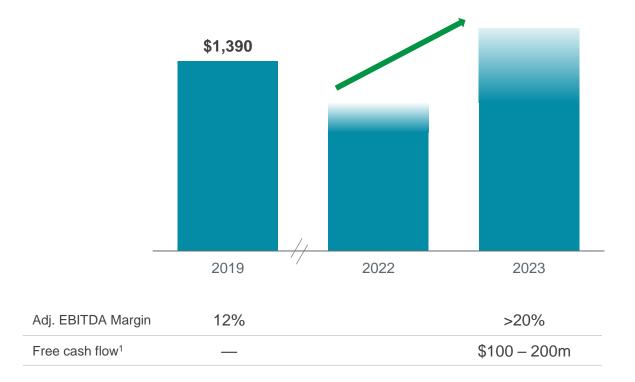






# **Illustrative Recovery Scenario**

#### Revenue (\$m)



#### **Scenario Assumptions**

- \$50-60 / bbl Brent through 2023
- Gradual stabilization in production services activity through 2021; D&C activity begins to recover in 2022
- ~\$55 million of estimated run-rate cost synergies realized by mid-2022
- \$15 million of estimated incremental cost synergies by 2023-2024
- \$10-30 million of estimated incremental Adj.
   EBITDA through revenue synergies by 2023-2024 (30-35% Adj. EBITDA fall-through)
- Significant revenue / margin upside with accelerated Brent pricing leading to additional activity and improved pricing





# **Continued Commitment to ESG Leadership**

Taking pride in being a responsible and transparent business that operates against a clear set of environmental, social and governance principles

**Environmental** 

Our Planet – Achieve net zero CO<sub>2</sub>e emissions by 2050 and a 50% reduction of carbon intensity by 2030

Our Services – Adopting and advancing technologies and adapting our services to participate in the energy transition and deliver on sustainability objectives of the Company and its clients

Social

Our Communities – Engagement with local communities to reduce the impact of our operations and to positively contribute to their environment where possible

Our People – Build on industry leading safety records; Attract, develop and retain the best talent to sustain a diverse, inclusive and performance-oriented working environment

Governance

Our Structure – No dual class shares, classified board, poison pill or supermajority provisions; Commitment to regular Board refreshment and Board diversity

Our Commitment – Performance based executive compensation in line with peers and aligns with all stakeholder interests to create strong returns







## Path to Close

## **March 2021**

Announce transaction

 Begin regulatory approval process

#### Q2 2021

S-4 expected to be filed in April

- Expro and Frank's shareholder votes
- Satisfy other customary closing conditions

#### Q3 2021

Transaction expected to close





# **Compelling Investment Rationale**

Transformative Combination of Iconic Brands Adds Scale, Breadth, Stability and Upside



Pro Forma
Company Has
Meaningful Scale,
with Pro Forma
Equity
Capitalization of
~\$3B



Diversified
Offering Across
Well Lifecycle and
Geo-Markets,
Providing Full
Cycle Revenue
Stability & Growth
Potential



Future Facing
Technologies
Better Position
Company for
Energy Transition



Significant Cost and Revenue Synergies to be Realized Over Three Years



Significant Net
Cash Balance;
Combined
Company
Generates Cash
with Significant
FCF Upside









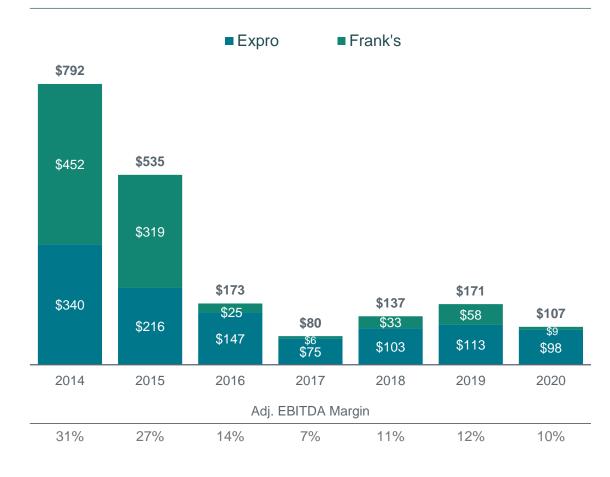
# Appendix

# Historical Pro Forma Revenue and Adjusted EBITDA

#### Revenue (\$m)



#### Adjusted EBITDA (\$m)

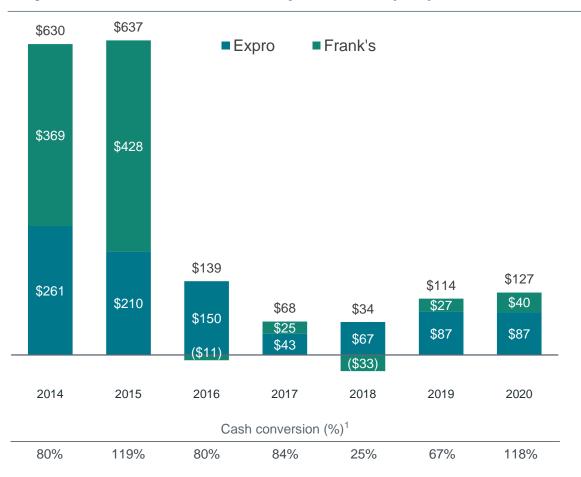






# **Historical Pro Forma Adjusted CFFO and Capex**

#### **Adjusted Cash Flow from Operations (\$m)**



#### **Capital Expenditures (\$m)**







## **Use of Non-GAAP Financial Measure**

This presentation includes the non-GAAP financial measures of Adjusted EBITDA, Adjusted EBITDA margin, Free cash flow and Adjusted cash flow from operations. These non-GAAP financial measures are presented because management believes these measures provide additional information relative to the performance of the companies' businesses. These metrics are commonly employed by financial analysts and investors to evaluate the operating and financial performance of the companies from period to period and to compare it with the performance of other publicly traded companies within the industry. You should not consider Adjusted EBITDA, Adjusted EBITDA margin, free cash flow and Adjusted cash flow from operations in isolation or as a substitute for analysis of each company's results as reported under GAAP. Because these non-GAAP financial measures may be defined differently by other companies in the industry, the presentation of these non-GAAP financial measures herein may not be comparable to similarly titled measures of other companies, thereby diminishing their utility.

The financial information for Expro in this presentation is unaudited.





# **Non-GAAP Reconciliations - Expro**

	Twelve Months Ended December 31,											
	 2014		2015		2016	2017	2018	2019	2020			
Adjusted EBITDA <sup>1</sup>	\$ 340	\$	216	\$	147 \$	75 \$	103 \$	113 \$	98			
Depreciation, amortization and impairment charges	(184)		(193)		(532)	(552)	(131)	(172)	(401)			
Restructuring	(3)		(17)		(26)	(14)	(7)	(4)	(14)			
Other income (expense) and exceptional items	-		(15)		(8)	(71) <sup>3</sup>	-	0	12 4			
Reorganization items / Gain on restructuring and extinguishment of debt	-		-		291 <sup>2</sup>	-	564 <sup>3</sup>	-	-			
Interest and finance expenses, net	(292)		(190)		(164)	(98)	(9)	(3)	(6)			
Income tax (expense) benefit	 (34)		(8)		(7)	(5)	(9)	1	3			
Net income (loss)	\$ (173)	\$	(207)	\$	(298) \$	(665) \$	512 \$	(65) \$	(307)			
Net income (loss)	(173)		(207)		(298)	(665)	512	(65)	(307)			
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:												
Impairment Charges	8		12		344	393	3	49	287			
Depreciation and amortization	180		187		198	165	128	123	114			
Gain on disposal of group of assets	-		-		-	-	-	-	(10) 4			
Exceptional provisions on Reorganization	-		-		-	71	-	-	-			
Equity share of income from joint ventures, net of dividends and margin eliminations	(6)		(1)		3	(1)	(4)	(3)	(8)			
Non cash interest and finance charges	107		68		54	9	9	-	-			
Reorganization items / Gain on restructuring and extinguishment of debt	-		-		(291)	-	(564)	-	-			
Income and deferred tax movements, net	(19)		(29)		(22)	(12)	(9)	(15)	(25)			
Unrealized foreign exchange	(4)		(2)		2	(0)	2	0	2			
Increase/(Decrease) in net working capital <sup>5</sup>	(20)		60		24	(3)	(19)	(13)	24			
Other	 (1)		4		(6)	0	(1)	5	(7)			
Net cash provided by (used in) operating activities (CFFO)	\$ 72	\$	90	\$	7 \$	(43) \$	58 \$	81 \$	70			
Cash paid during the period for Interest, net	186		102		117	72	2	1	3			
Restructuring charges	 3		17		26	14	7	4	14			
Adjusted CFFO <sup>6</sup>	\$ 261	\$	210	\$	150 \$	43 \$	67 \$	87 \$	87			
Cash Conversion % (Adjusted CFFO/Adjusted EBITDA)	77%		97%		101%	58%	65%	77%	89%			

- Adjusted EBITDA (A-EBITDA) is defined as net income (loss) adjusted for income taxes, interest and finance expenses, restructuring, other income (expense) and exceptional items, depreciation, amortization and impairments, reorganization items and gain on restructuring and extinguishment of debt. A-EBITDA in a non-GAAP measure and should not be considered in isolation or as a substitute for analysis of the Company's results as reported under GAAP.
   Represents the gain on restructuring and extinguishment of loan facility in exchange for equity shares.
- 2. Represents the gain (\$564m) recognized on settlement of liabilities upon the Company Reorganization in February 2018, in exchange of equity shares and warrants, net of transaction costs. Exceptional items (\$71m) primarily represent adjustments made to carrying value of assets and liabilities as part of fresh start accounting applied upon Reorganization.
- 4. Includes gain of \$10 million on divestment of a product line.
- 5. Represents movements in accounts receivables, inventories, accounts payable and other assets and liabilities.
- 6. Adjusted CFFO is defined as cash provided by (used in) operating activities adjusted for net interest paid and restructuring charges.





# **Investments and Free Cash Flow- Expro**

	Twelve Months Ended December									31,					
Investments	 2014		2015		2016	2017			2018		2019		2020		
Research and development <sup>1</sup>	\$ 11	\$	12	\$	6	\$	9	\$	12	\$	14	\$	10		
Capital expenditures															
Capex - Core Operations	224		119		47		47		52		101		74		
Capex - Qi and LWI <sup>2</sup>	-		-		-		-		-		3		29		
Investment in joint venture <sup>3</sup>	-		-		-		-		-		-		9		
Acquisition of business (Qi) and divestment of a product line	 -		-		-		-		-		48		(16)		
	 235		131		53		56		64		166		106		
Adjusted CFFO	\$ 261	\$	210	\$	150	\$	43	\$	67	\$	87	\$	87		
Capex - Core Operations	 (224)		(119)		(47)		(47)		(52)		(101)		(74)		
Free Cash Flow	37		91		103		(4)		15		(14)		13		
Core Capex % of Revenue	16%		12%		6%		8%		7%		12%		11%		





<sup>1.</sup> Research and development relates to spending for new product development and innovation and includes internal engineering, materials and third party service costs. R&D is expensed as incurred.

<sup>2.</sup> Represents material investments in new technologies/equipment to expand the company's service offering. Qi was acquired in July 2019 and post-acquisition investments are focused on coil hose and annulus intervention capabilities. LWI relate investments in riserless, light well intervention capabilities expected to be operational in H2 2021.

<sup>3.</sup> Represents company investment in equipment for a potential joint venture designed to increase the company's presence in a new market.

# **Quarterly Non-GAAP Reconciliations - Expro**

(\$ in millions)

							Inree iv	ionths i	cnaea,						
	31-Mar-19		30	Jun-19	30-Se	p-19	31-Dec-19	:	31-Mar-20	30-Jun-20		30-Sep-20		31-Dec-20	
Adjusted EBITDA <sup>1</sup>	\$	21	\$	28	\$	28	\$ 36	\$	29	\$	25	\$	23	\$	21
Depreciation, amortization and impairment charges		(30)		(32)		(31)	(78	)	(306)		(27)		(28)		(41)
Restructuring		(1)		0		(1)	(3	)	(1)		(5)		(5)		(3)
Other income (expense) and exceptional items <sup>2</sup>		-		0		1	(1	)	(1)		(0)		2		11
Interest and finance expenses, net		(2)		2		2	(5	)	4		(0)		(5)		(4)
Income tax (expense) benefit		(3)		3		(5)	6		10		(5)		(0)		(1)
Net income (loss)		(15)		2		(6)	(45	)	(265)		(13)		(13)		(16)
Net income (loss)		(15)		2		(6)	(45	)	(265)		(13)		(13)		(16)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:															
Impairment Charges		-		-		-	49		276		-		0		12
Depreciation and amortization		30		32		31	29		30		27		27		29
Gain on disposal of group of assets		-		-		-	-		-		-		-		(10)
Equity share of income from joint ventures, net of dividends and margin eliminations		(2)		(2)		(2)	3		(4)		(2)		(1)		(2)
Income and deferred tax movements, net		(1)		(12)		5	(6	)	(14)		(3)		(5)		(3)
Unrealized foreign exchange		0		(0)		1	(0	)	(3)		1		2		2
Increase/(Decrease) in net working capital <sup>3</sup>		(3)		(8)		(12)	11		(6)		4		32		(6)
Other		3		(2)		(2)	6		(6)		0		(3)		2
Net cash provided by (used in) operating activities (CFFO)	\$	12	\$	9	\$	15	\$ 46	\$	9	\$	14	\$	39	\$	8
Cash paid during the period for Interest, net		-		1		0	C		1		1		2		(0)
Restructuring charges		1		(0)		1	3		1		5		5		3
Adjusted CFFO <sup>4</sup>	\$	13	\$	9	\$	16	\$ 49	\$	11	\$	20	\$	46	\$	10
Cash Conversion % (Adjusted CFFO/Adjusted EBITDA)		62%		33%		57%	1369	6	37%		81%		202%		49%

Three Months Ended

Adjusted CFFO is defined as cash provided by (used in) operating activities adjusted for net interest paid and restructuring charges.





<sup>1.</sup> Adjusted EBITDA (A-EBITDA) is defined as net income (loss) adjusted for income taxes, interest and finance expenses, restructuring, other income (expense) and exceptional items, depreciation, amortization and impairments. A-EBITDA in a non-GAAP measure and should not be considered in isolation or as a substitute for analysis of the Company's results as reported under GAAP.

<sup>2.</sup> Represents unusual or infrequently occurring transactions which do not provide a useful measure of the underlying operating performance of the business. Q4 2020 includes gain of \$10 million on disposal of group of assets.

<sup>3.</sup> Represents movements in accounts receivables, inventories, accounts payable and other assets and liabilities.

# **Quarterly Investments and Free Cash Flow-Expro**

		Three Months Ended,														
Investments	31-N	31-Mar-19		Jun-19	30-Se	o-19	31-0	Dec-19	31-Mar-20		30-Jun-20		30-Sep-20		31-Dec-20	
Research and development <sup>1</sup>	\$	3	\$	3	\$	3	\$	5	\$	4	\$	3	\$	2	\$	2
Capital expenditures																
Capex - Core Operations		25		24		27		25		25		20		18		12
Capex - Qi and LWI <sup>2</sup>		-		0		1		2		5		10		7		7
Investment in joint venture <sup>3</sup>		-		-		-		-		-		-		3		6
Acquisition of business (Qi) and divestment of product line (Power Chokes)		-		-		48		-		-		-		-		(16)
		28		27		79		32		34		33		30		11
Adjusted CFFO	\$	13	\$	9	\$	16	\$	49	\$	11	\$	20	\$	46	\$	10
Capex - Core Operations	•	(25)	•	(24)	•	(27)	•	(25)	•	(25)	•	(20)	•	(18)	·	(12)
Free Cash Flow		(12)		(15)		(11)		24		(14)		0		28		(2)
Core Capex % of Revenue		14%		12%		13%		11%		12%		12%		12%		8%





<sup>1.</sup> Research and development relates to spending for new product development and innovation and includes internal engineering, materials and third party service costs. R&D is expensed as incurred.

<sup>2.</sup> Represents material investments in new technologies/equipment to expand the company's service offering. Qi was acquired in July 2019 and post-acquisition investments are focused on coil hose and annulus intervention capabilities.

LWI relate investments in riserless, light well intervention capabilities expected to be operational in H2 2021.

<sup>4.</sup> Represents company investment in equipment for a potential joint venture designed to increase the company's presence in a new market.

## Non-GAAP Reconciliations – Frank's

	Twelve Months Ended December 31,													
		2014		2015		2016		2017		2018		2019		2020
Net income (loss)	\$	229	\$	106	\$	(156)	\$	(159)	\$	(91)	\$	(235)	\$	(156)
Severance and other charges (credits)		-		35		46		75		(0)		50		33
Goodwill impairment		-		-		-		-		-		111		57
Interest income, net		(0)		(0)		(2)		(2)		(4)		(2)		(1)
Depreciation and amortization		90		109		114		122		111		93		70
Income tax expense (benefit)		75		37		(26)		73		(3)		24		(4)
(Gain) loss on disposal of assets		0		(1)		1		(2)		(1)		1		(1)
Foreign currency (gain) loss		17		6		11		(2)		6		2		0
Tax receivable agreement		-		-		-		(123)		1		(0)		-
Charges and credits:		-		-		-		-		-		-		-
Equity-based compensation expense		38		26		16		14		11		11		11
Merger and acquisition costs		-		-		14		0		0		-		-
Unrealized and realized (gains) losses		-		-		0		3		(2)		(0)		(1)
Investigation-related matters		1		1		6		6		5		4		2
Other		-		(2)		-		0		-		(1)		(1)
Total charges and credits		40		26		36		24		14		14		11
Adjusted EBITDA <sup>1</sup>	\$	452	\$	319	\$	25	\$	6	\$	33	\$	58	\$	9
Cash provided by (used in) in operating activities	\$	369	\$	428	\$	(11)	\$	25	\$	(33)	\$	27	\$	40
Less: Purchase of property, plant and equipment and intangibles <sup>2</sup>		173		100		42		22		56		37		28
Free Cash Flow <sup>3</sup>	\$	196	\$	328	\$	(53)	\$	3	\$	(89)	\$	(10)	\$	11

<sup>1.</sup> Adjusted EBITDA is defined as net income (loss) before interest income, net, depreciation and amortization, income tax benefit or expense, asset impairments, gain or loss on disposal of assets, foreign currency gain or loss, equity-based compensation, the effects of the tax receivable agreement, unrealized and realized gains or losses and other non-cash adjustments and other charges or credits.

<sup>3.</sup> Free cash flow is defined as net cash provided by (used in) operating activities less purchases of property, plant and equipment and intangibles.





<sup>2.</sup> Purchase of property, plant and equipment and intangibles has not been adjusted for asset sales

# **Quarterly Non-GAAP Reconciliations – Frank's**

	Three Months Ended													
		31-Mar-19		30-Jun-19		30-Sep-19		31-Dec-19		31-Mar-20		30-Jun-20	30-Sep-20	31-Dec-20
Net income (loss)	\$	(28)	\$	(15)	\$	(24)	\$	(168)	\$	(86)	\$	(34)	\$ (28)	\$ (8)
Severance and other charges (credits)		0		1		5		44		21		5	4	4
Goodwill impairment		-		-		-		111		57		-	-	-
Interest (income) expense, net		(1)		(0)		(1)		(1)		(1)		(0)	0	(0)
Depreciation and amortization		25		24		21		22		20		17	16	17
Income tax expense (benefit)		10		3		7		3		(16)		9	6	(4)
(Gain) loss on disposal of assets		0		0		1		0		0		(1)	(0)	(1)
Foreign currency (gain) loss		(0)		1		4		(2)		10		(2)	(2)	(6)
Tax receivable agreement		-		(0)		-		-		-		-	-	-
Charges and credits:		-		-		-		-		-		-	-	-
Equity-based compensation expense		3		3		3		3		2		4	3	3
Unrealized and realized (gains) losses		(0)		(0)		(1)		2		(2)		0	0	0
Investigation-related matters		1		1		1		0		1		0	1	0
Other		-		-		-		(1)		-		-	-	(1)
Total charges and credits		3		4		2		4		2		4	3	2
Adjusted EBITDA <sup>1</sup>	\$	10	\$	17	\$	16	\$	15	\$	7	\$	(2)	\$ (1)	\$ 5
Cash provided by (used in) in operating activities	\$	(30)	\$	12	\$	26	\$	19	\$	(22)	\$	26	\$ 21	\$ 14
Less: Purchase of property, plant and equipment and intangibles <sup>2</sup>		8		9		10		10		10		10	5	3
Free Cash Flow <sup>3</sup>	\$	(38)	\$	3	\$	16	\$	9	\$	(32)	\$	16	\$ 16	\$ 12

<sup>3.</sup> Free cash flow is defined as net cash provided by (used in) operating activities less purchases of property, plant and equipment and intangibles.





<sup>1.</sup> Adjusted EBITDA is defined as net income (loss) before interest income, net, depreciation and amortization, income tax benefit or expense, asset impairments, gain or loss on disposal of assets, foreign currency gain or loss, equity-based compensation, the effects of the tax receivable agreement, unrealized and realized gains or losses and other non-cash adjustments and other charges or credits.

<sup>2.</sup> Purchase of property, plant and equipment and intangibles has not been adjusted for asset sales

# **Glossary of Terms**

As shown on page 10

Cased Hole Applications – Downhole wireline tools and services deployed to perform a variety of services including the evaluation of well flow, reservoir performance and the condition of the wellbore and completion

**CoilHose** – A flexible hose deployed on a modular unit for well intervention for the purpose of lifting or cleaning wellbores with a much-reduced footprint and crew size as compared to traditional coiled tubing systems

**Drill Stem Testing (DST) –** Temporary completion of a wellbore to allow for evaluation of reservoir and flow parameters

Early production – Process equipment that enable wells to be produced quicker than full scale production facilities allowing operators to recognize cash flow as quickly as possible while continuing to obtain flow data

Facility Upgrades – Process facility upgrades designed to overcome changes with production parameters not anticipated at initial start-up of the field

Fluids - Group of services including wellsite and fixed laboratory sampling, analysis and flow measurement services to fully characterize reservoir and produced fluids

**GaleaAutonomous Intervention** – Fully automated well intervention equipment package that replaces convention wireline systems to remove wax, solids and asphaltenes from the wellbore without personnel on the wellsite

Intervention Riser System (IRS) – Rig deployed system that enables access to subsea trees to deploy a variety of wireline or coiled tubing intervention services to facilitate completion workover

Mechanical Wireline – Slickline or non-conductor braided wireline cable used to install or recover wellbore equipment such as plugs, gauges or valves as well as perform maintenance services including cleaning scale or removing debris from the wellbore

Meters – Flow measurement technology specifically designed to provide clamp-on or inline flow measurements of upstream oil and gas flow lines for the purpose of evaluating production performance

Octopoda Intelligent Intervention – System that allows the intervention of well annulus to remedy problems associated with sustained casing pressure

Offshore Production Units – Modular process equipment deployed to facilitate production of marginal, remote or late life fields on offshore fixed or mobile units

Permanent Downhole Monitoring (PDM) – Pressure and temperature gauges permanently installed in wellbore with communication to surface acquisition unit used to monitor reservoir and production performance

**Pipeline and Flarestack** – Systems for separation, fluids and solid handling complemented by specially designed flare systems that safely and quickly vaporize and burn off highly volatile liquids in operations ranging from routine pipeline maintenance blow-downs to emergency response

**Production enhancement systems** – Equipment designed to maximize the production of hydrocarbons from wells in later life, revitalizing production by overcoming system limitations or barriers

Riserless Well Intervention System – Fully integrated system that provides a safe and efficient method of gaining subsea well access using wire through water system deployed from a mono-hull vessel for all subsea well intervention requirements





# **Glossary of Terms (continued)**

As shown on page 10 (continued)

Subsea Test Tree Assembly (SSTTA) – Systems integral to subsea landing string run inside a marine riser that allows well operations during drill stem testing, well completion or intervention from a semi-submersible rig or drillship. The subsea test tree provides a dual barrier and an electro-hydraulic control system to rapidly shut-in and isolate the well and disconnect in case of emergency

**System Integrator** – Management and delivery of the complete scope of services during subsea well completion and intervention operations including subsea tree control, riser deployment and integration services

Tubing Conveyed Perforating (TCP) – Perforating guns deployed using tubing or coiled tubing in order to complete a well with high deviation, long completion intervals or underbalanced pressure

Water treatment – management of water produced as a component of production facility in order to facilitate disposal or reinjection

Well Test – Process of collecting a range of surface well flow data in order to determine reservoir characteristics and production parameters. This data is acquired utilizing a range of equipment installed temporarily at the wellsite facilitating flow and either dispose or storage of the produced fluids

Wireless Wells – Measurement and control technology that allows communications from surface to the wellbore to acquire pressure and temperature data or control downhole devices without the need to deploy wireline in the wellbore or with the completion



