



PF HOLDINGS

NASDAQ: PFHC

2022 First Quarter Investor Presentation

June 2022

www.PFHoldingsCorp.com

Safe Harbor

Forward-Looking Statements

This presentation (and the oral statements made in connection therewith) includes forward-looking statements, which include, without limitation, statements that are predictive in nature, that depend upon or refer to future events or conditions or that include the words "may," "could," "plan," "project," "budget," "predict," "pursue," "target," "seek," "objective," "believe," "expect," "anticipate," "intend," "estimate," and other expressions that are predictions of or indicate future events and trends and that do not relate to statements of historical fact. Forward-looking statements include statements about our business strategy, our industry, our future profitability, our expected capital expenditures and the impact of such expenditures on our performance, the costs of being a publicly traded corporation and our capital programs.

A forward-looking statement may include a statement of the assumptions or bases underlying the forward-looking statement. We believe that we have chosen these assumptions or bases in good faith and that they are reasonable. You are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date they were made. You should also understand that it is not possible to predict or identify all such factors and should not consider the following list to be a complete statement of all potential risks and uncertainties. Factors that could cause our actual results to differ materially from the results contemplated by such forward-looking statements include:

- uncertainty regarding the timing, pace and extent of an economic recovery in the United States and elsewhere, which in turn will likely affect demand for crude oil and natural gas and therefore the demand for our services;
- the level of production of crude oil, natural gas and other hydrocarbons and the resultant market prices of crude oil, natural gas, natural gas liquids and other hydrocarbons;
- the severity and duration of world health events, including the outbreak of the novel coronavirus ("COVID-19") pandemic, related economic repercussions and the resulting severe disruption in the oil and gas industry and negative impact on demand for oil and gas, which has and may continue to negatively impact our business;
- a further decline or future decline in domestic spending by the onshore oil and natural gas industry;
- actions by members of the Organization of Petroleum Exporting Countries, Russia and other oil-producing countries ("OPEC+") with respect to oil production levels and announcements of potential changes in such levels;
- the political environment in oil and natural gas producing regions, including uncertainty or instability resulting from civil disorder, terrorism or war, such as the recent conflict between Russia and Ukraine, which may negatively impact our operating results;
- changes in general economic and geopolitical conditions;
- competitive conditions in our industry;
- changes in the long-term supply of and demand for oil and natural gas;
- actions taken by our customers, competitors and third-party operators;
- a decline in demand for proppant;
- our ability to obtain permits, approvals and authorizations from governmental and third parties, and the effects of or changes to U.S. government regulation;
- changes in the availability and cost of capital;
- our ability to successfully implement our business plan;
- large or multiple customer defaults, including defaults resulting from actual or potential insolvencies;
- the effects of consolidation on our customers or competitors;
- the price and availability of debt and equity financing (including changes in interest rates);
- our ability to complete growth projects on time and on budget;
- our ability to integrate and realize the benefits expected from the FTSI Acquisition, including any related synergies;
- introduction of new drilling or completion techniques, or services using new technologies subject to patent or other intellectual property protections;
- operating hazards, natural disasters, weather-related delays, casualty losses and other matters beyond our control;
- acts of terrorism, war or political or civil unrest in the United States or elsewhere;
- loss or corruption of our information or a cyberattack on our computer systems;
- the price and availability of alternative fuels and energy sources;
- federal, state and local regulation of hydraulic fracturing and other oilfield service activities, as well as E&P activities, including public pressure on governmental bodies and regulatory agencies to regulate our industry;
- the availability of water resources, suitable proppant and chemicals in sufficient quantities for use in hydraulic fracturing fluids;
- the effects of existing and future laws and governmental regulations (or the interpretation thereof) on us and our customers; and
- the effects of future litigation.

You should not place undue reliance on our forward-looking statements, which speak only as of the date they were made. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, changed circumstances or otherwise, unless required by law. These cautionary statements qualify all forward-looking statements attributable to us or persons acting on our behalf.

Industry and Market Data

This presentation has been prepared by the Company and includes market data and certain other statistical information from third-party sources, including independent industry publications, government publications and other published independent sources. Although we believe these third-party sources are reliable as of their respective dates, we have not independently verified the accuracy or completeness of this information. Some data is also based on our good faith estimates. The industry in which we operate is subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in these publications. Additionally, descriptions herein of market conditions and opportunities are presented for informational purposes only; there can be no assurance that such conditions will actually occur. Please also see "Forward-Looking Statements."



Recent Highlights and First Quarter 2022 Results

1Q22 Financial Results Exceeded Internal Expectations



*Closed on acquisition of FTS International
Completed IPO and began trading on NASDAQ*



Consolidated 1Q22 revenues were approximately \$345 million



1Q22 net income was \$24.1 million



*1Q22 Adjusted EBITDA⁽¹⁾ was ~\$91.5 million
(includes approximately one month of FTSI's results)*



Pro Forma⁽²⁾ 1Q22 Adjusted EBITDA was ~\$99.4 million



1Q22 average active fleet count was 21.7 fleets

⁽¹⁾Adjusted EBITDA is a financial measure not presented in accordance with generally accepted accounting principles ("GAAP"). Please see "Reconciliation of Non-GAAP Financial Measures" at the end of this presentation.

⁽²⁾Pro Forma for the FTSI acquisition, combined first quarter revenue and Adjusted EBITDA would have totaled \$421.6 million and \$99.4 million, respectfully. This measure assumes that FTSI was acquired on 1/1/2022.



Second Quarter and Full Year 2022 Outlook Metrics

Market Demand Continues to Increase



Estimated (est.) 2Q22 average active fleets = 31 fleets



Est. Q2 Annualized Adjusted EBITDA per fleet = \$23-\$25 million/ fleet



Est. FY22 CapEx between \$240 million and \$290 million

Balance Sheet

Overview of Balance Sheet

- **New ABL Credit Facility:** Resized existing ABL facility to \$200mm
 - Borrowings primarily incurred to finance the FTSI acquisition and refinance borrowings under ProFrac's old ABL Credit Facility
- **New term loan:** Issued a \$450mm term loan with maturity in 2025
 - Proceeds used to repay and terminate the outstanding indebtedness under the prior ProFrac term loan and fund the FTSI acquisition
- **First Financial Loan:** Entered into a \$30mm loan agreement in December 2021 with maturity in 2024

Long-term debt outstanding

(\$mm)	March 2022	Current
ABL Credit Facility	\$71	\$103
Term Loan	\$450	\$306
First Financial Loan	\$26	\$24
Related Party Debt	\$90	-
Other Indebtedness	\$11	\$8
Total debt	\$648	\$441

Disciplined Capex Deployment Strategy and Lower Maintenance Costs Relative to Peers

2022 Capital budget – Areas of focus⁽¹⁾

~\$240 - \$290



2022E

Capex philosophy

- ✓ Align growth capital expenditures with visible customer demand
- ✓ Strategically deploy new equipment in response to inbound customer requests and industry trends
- ✓ Analyze investments in new fleets – expect to have a simple payback of 2.0 years or fewer before investing

Capex strategy

- Electric-powered fleet buildout
- Continue Tier II engine to Tier IV dual fuel engine upgrades
- Reactivate hydraulic fracturing fleets
- Install mining and processing facilities at West Mungar, expected to be operational in 3Q22

We believe we have the most cost advantaged construction costs in the industry given our vertical integration, providing us the ability to retrofit and upgrade quicker and more efficiently than our peers

¹⁾ Excluding any potential acquisitions



PF HOLDINGS

NASDAQ: PFHC

Company Overview

www.PFHoldingsCorp.com

Company Overview

ProFrac is a growth-oriented, vertically integrated and innovation driven energy services company

ProFrac was founded in 2016 with the goal of becoming the go-to service provider for E&P companies' most demanding hydraulic fracturing needs while minimizing greenhouse gas (GHG) emissions and improving efficiency

One of the largest frac service providers in North America by HHP⁽¹⁾

- >1.7 million HHP across 34 conventional fleets
- 31 active fleets with capacity of ~1.5 million HHP

Emissions friendly conventional fleets equipped with new technologies

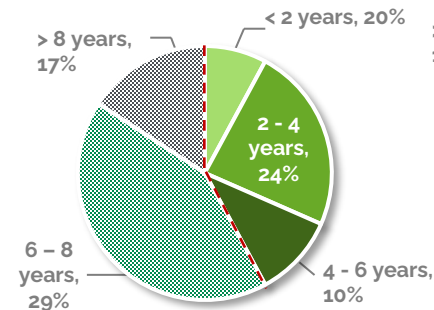
- Reduces the environmental impact of operations and increase efficiency

Vertically integrated business model and supply chain management allows for realization of competitive costs

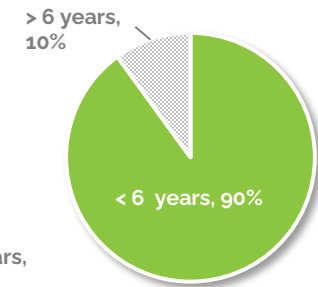
- Stimulation services, manufacturing and proppant production business segments
- Strategic investments and R&D focused on sustainably enhancing the economics of our operations

Portfolio of New and Upgraded Equipment

U.S. Average Frac Fleet Age⁽²⁾



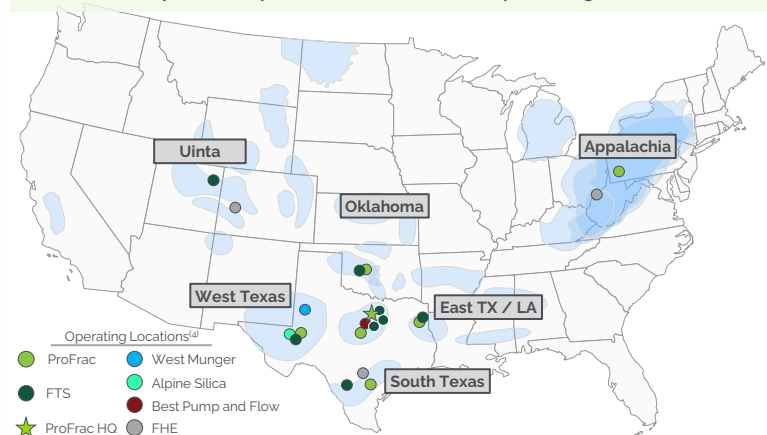
ProFrac (Excl. FTSI)⁽³⁾



Customer and Commodity Diversity Across L48

✓ No customer overlap prior to acquisition

✓ Exposure to both oil and oil producing areas



1) As of 3/31/22; 2) Per Rystad Energy as of March 2022; 3) Post FTSI acquisition, ~60% of the fleets of the pro forma company are less than 6 years old;

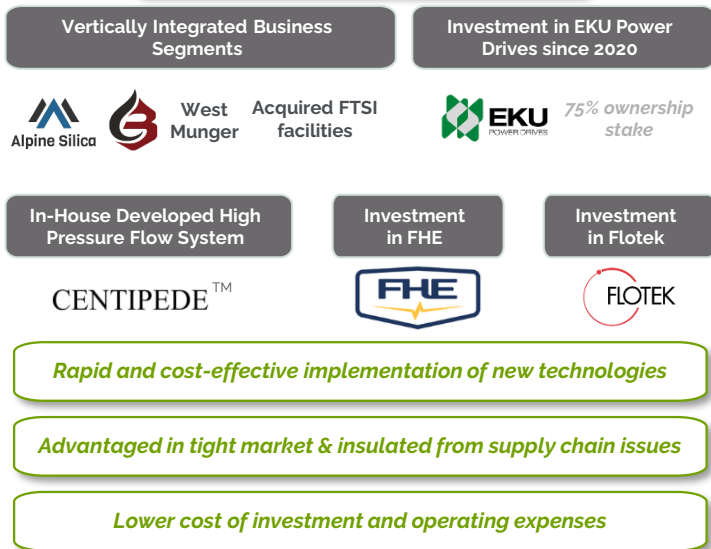
4) Includes corporate offices, service locations and storage yards

Pursuit of Operational Excellence Drives Sustainable Profitability

Sustainability Initiatives

- Agreement with USWS to acquire up to 20 licenses for Clean Fleet® tech
 - Expect deployment of first Clean Fleet in 2Q22 and have two more under construction
- Upgrading five-to-ten engines per month from Tier II to Tier IV dual fuel
- Installing proprietary ESCs on pumps to shut engines off between stages
- Strategic investment in Flotek for green downhole chemistry solutions
- Preferred equity investment in FHE for proprietary completion equipment
- Data and digital platforms provide real time insight to drive efficiency

Vertically Integrated Business Model

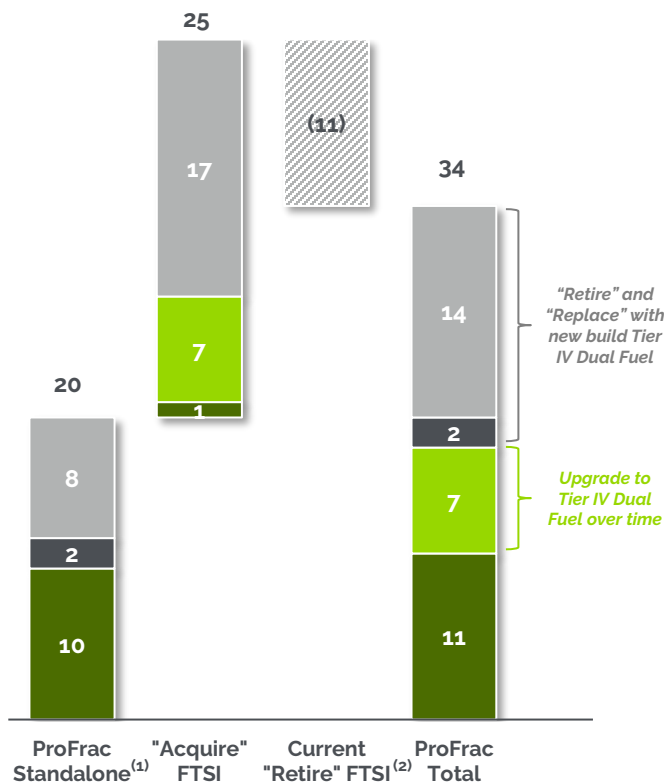


Retiring & Upgrading Older, Less Technologically Advanced Fleets

FTSI Case Study: "Acquire/Retire/Replace"

(Total conventional fleets)

■ Tier IV Dual Fuel ■ Tier II Dual Fuel ■ Tier IV Diesel ■ Tier II Diesel



ProFrac maintains flexibility & optionality to repurpose additional "Retire" HHP to active fleets should market conditions warrant

1) Pre-acquisition fleet mix; 2) Reflects retirement of 650,000 HHP acquired in the FTSI acquisition

ProFrac's Proven and Committed Growth Strategies

Acquire/Retire/Replace

- Acquire older generation diesel frac fleets at attractive prices
- Permanently retire old fleets, allowing for a more economic and efficient cannibalization, refurbishment and redeployment of equipment
- Replace fleets with cutting edge dual fuel or electric technology



Permanently retiring 650k HHP
Older generation FTSI Tier II diesel equipment

Leverage legacy FTSI equipment as spare parts
Allows full utilization of fleets & reduced cycle time

Accretively Expand Offering

Selectively invest to increase our scale and capabilities on the wellsite and diversify our operations

- Value capture through horizontal and vertical integration
- Manage supply chain to enhance margin
- Improve customer relationships



Continuously investing to improve operations

ProFrac's growth is focused on a full-cycle model that is further enabled by public company equity currency

Our growth strategies are intended to increase our scale and capabilities and diversify our operations by displacing older fleets, which we believe will yield improvements in emissions, operating efficiency, safety and profitability

Financial Investment Highlights and Philosophy

Investment Highlights & Philosophy

Premium Pricing

Justified by our **top-tier fleet, new technology** and **holistic suite of services** that we believe is responsive to our customers' evolving needs in the most demanding frac environments across the most active basins

Supply Chain Advantages

Provided by our **vertically integrated** business model and **supply chain management, standardized equipment, fuel cost savings** associated with next-gen frac fleets, and strong **digital capabilities**

Conservative Balance Sheet

Well positioned to maintain **flexibility through cycles** and **accelerate de-leveraging** following the IPO

Disciplined Investment Strategy

Focused on **advantaged technology** and an **accretive mix** of **organic** and **strategic consolidation** through our **multi-prong growth strategy** to “Acquire, Retire, and Replace” and **accretively expand our offerings**

Strong Cash Generation

Result of our **operational efficiency** and **lower capital requirements**, providing flexibility around capital allocation to **support future growth and shareholder returns** and a **strong balance sheet**

We are committed to generating superior returns, achievable through our strategic business structure

Completed Transformative Acquisition of FTS International

Delivers on core strategy while enhancing scale and vertical integration

Summary

- **Completed acquisition on March 4, 2022**
 - Creates one of the largest pressure pumping companies in the United States by active fleets or profitability
 - Enhances scale and market share by increasing ProFrac's presence from 4 to 6 regions
 - Diversifies ProFrac's customer base to include some of the larger independent E&P companies
 - Enhances vertically integrated business model with the addition of FTSI's manufacturing facility and in-house engine & transmission rebuild facility and expertise
 - ProFrac also completed the refinancing of its revolving credit facility and term loan in connection with the completion of the FTSI acquisition

- **Brings together two companies with a similar foundation and structure**
 - A significant portion of the employee population has worked together in the past, a characteristic that differentiates this transaction

"This transaction also reunites FTSI with the ProFrac management team, led by the Wilks family, familiar with FTSI's personnel, culture and equipment, who have the proven ability to leverage the Company's vertically integrated manufacturing capabilities across a larger platform."

– Ladd Wilks, CEO⁽¹⁾

Opportunities for Value Creation

- ✓ Potential **annual cost savings of \$55mm⁽²⁾**
- ✓ ProFrac permanently **retiring 650k HHP** of older generation FTSI Tier II diesel equipment
- ✓ Opportunity to **increase FTSI fleet profitability** to that of ProFrac's
- ✓ Leverage legacy FTSI equipment as **spare parts**, allowing **ProFrac to fully utilize its fleet** and **reduce cycle time**, improving return on invested capital

1) As reflected in 3/4/22 transaction close announcement; 2) Potential synergies calculated based on the differences between FTSI's historical third party costs associated with equipment repairs and rebuilds, and ProFrac's historical costs of conducting equivalent repairs and rebuilds in-house



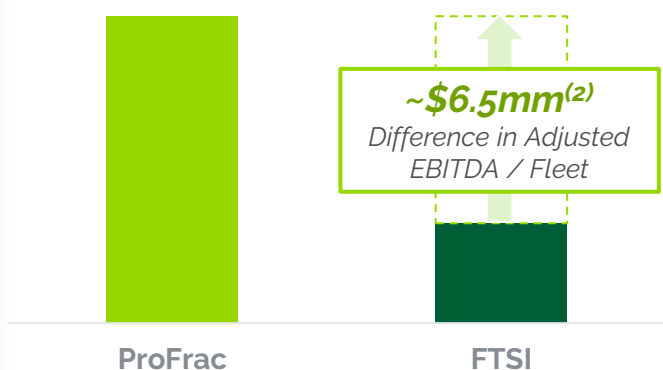
Captured Incremental Cash Flows for Legacy FTSI Fleets

2021 Adjusted EBITDA / Fleet (\$mm)⁽¹⁾

Leveraged an opportunity to increase FTSI's fleet profitability to that of ProFrac's

Illustrative pro forma upside potential as of YE 2021

~\$84mm⁽²⁾



Strong Pricing Expected to Continue

As a result of the acquisition and market improvements, ProFrac was able to bring the FTSI fleets to the same pricing levels as our legacy ProFrac fleets

FTSI will continue to benefit from ProFrac's commercial strategy, supported by ProFrac's ability to attract premium pricing, driven by:

- ✓ Top-tier operating fleets
- ✓ Ability to bundle and offer a suite of services
- ✓ Diversified customer base enhanced by acquisition of FTSI

Improve Return on Invested Capital

ProFrac's ability to utilize 650k HHP of retired legacy FTSI equipment as spare parts enables ProFrac to realize efficiencies, including reduced cycle time and full utilization of its fleet, capabilities it could not otherwise achieve on a standalone basis

Summary of Potential Synergies⁽³⁾

Category	Potential Annual Synergy
Cost of Sales	~\$35
Maintenance Capex	~\$10
SG&A	~\$10
Potential Annual Cost Reductions	~\$55

1) Adjusted EBITDA and Adjusted EBITDA per fleet are non-GAAP measures; reconciliation provided on page XX; 2) Illustrative calculation based on the difference between ProFrac Predecessor standalone 2021 Adjusted EBITDA / fleet and FTSI Successor standalone 2021 Adjusted EBITDA / fleet multiplied by 13 FTSI active fleets as of 11/4/21 as publicly disclosed in FTSI press release; 3) Potential synergies calculated based on the differences between FTSI's historical third party costs associated with equipment repairs and rebuilds, and ProFrac's historical costs of conducting equivalent repairs and rebuilds in-house

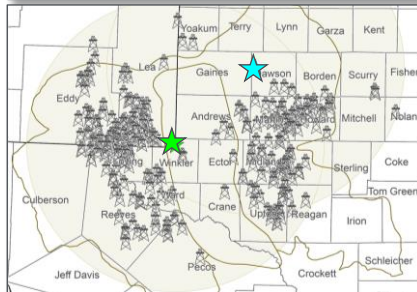
Vertical Integration Increase Overall Efficiencies

Manufacturing



- ✓ Operates a state-of-the-art manufacturing campus in Fort Worth, TX with multiple plants totaling >200,000 square feet
- ✓ Operates 130,000 sq. ft. new construction / refurbishment facility in Cisco, TX
- ✓ Added an additional manufacturing facility from the acquisition of FTSI
- ✓ Acquired an engine and transmission rebuild facility from FTSI that is licensed to provide warranty repairs on transmissions

Permian In-Basin Sand



- ★ **Alpine Silica:** ~3mm ton/yr sand mine and processing facility in Kermit, Texas, with 40.7 million tons of proved reserves as of December 31, 2021
- ★ **West Munger:** ~6,700 acres being developed into a sand mine near Lamesa, TX
 - In the process of installing mining and processing facilities that we expect to become operational in 3Q22
 - Will be one of only two sand mines in the Midland basin once operational
- ✓ **Alpine Silica and West Munger are located within 100 miles of ~98% of all horizontal rigs in the Permian Basin¹⁾, providing ProFrac with ready access to potential customers**

FHE

Preferred equity investment in a proprietary downhole and surface completion equipment provider



- ✓ Demonstrates ProFrac's commitment to vertical integration
- ✓ Access to innovative and proprietary completion equipment and related services
- ✓ Inventors of the innovative RigLock™ & FracLock™ universal wellhead connection technologies
- ✓ Enhances well completion efficiency and safety
- ✓ Reduces emissions

Flotek

Strategic investment in a technology-driven, specialty green chemicals and logistics provider



- ✓ Serves E&P operators and oilfield service companies across the well life cycle
- ✓ Demonstrates ProFrac's commitment to vertical integration
- ✓ Greater control over the supply chain
- ✓ Monetize our procurement demand
- ✓ Hedge against price increases through a cost plus contract

The integrated platform mitigates supply chain constraints, creates operational efficiencies for customers and allows ProFrac to capture a greater portion of the customers' development capital spending, positioning the company to maintain high equipment utilization rates, low emissions and attractive profitability

1) Enverus as of 3/22/2022

Leading Operating Performance Will Continue to be Rewarded by Our Customers

ProFrac's Commercial Strategy is Supported by Our Ability to Attract Premium Pricing

1

Top-Tier Operating Fleets

- New technology, upgraded equipment and in-house manufacturing allows ProFrac to operate cleaner and more efficient fleets in the most demanding well completion environments
- Positioned to leverage our strengths to capture market share in response to customer demand for more efficient and cleaner fleets
 - Standardized equipment allows for flexibility to easily shift equipment among operating areas

2

Ability to Bundle and Offer a Suite of Services

- Frac design and related services
- Frac sand and chemical supply
- Logistics coordination and real-time data reporting

3

Diversified Customer Base and Commodity Diversity

- Serve both leading private, midsize operators and larger independent E&P companies
- No customer overlap with FTSI prior to acquisition
- No single customer has more than three of our fleets contracted⁽¹⁾
- Balanced exposure to natural gas and oil producing areas

Our track record of consistently providing high-quality, safe and reliable service has enabled us to develop long-term partnerships with our customers, and we expect that our customers will continue to support our growth

¹⁾ As of 3/31/22



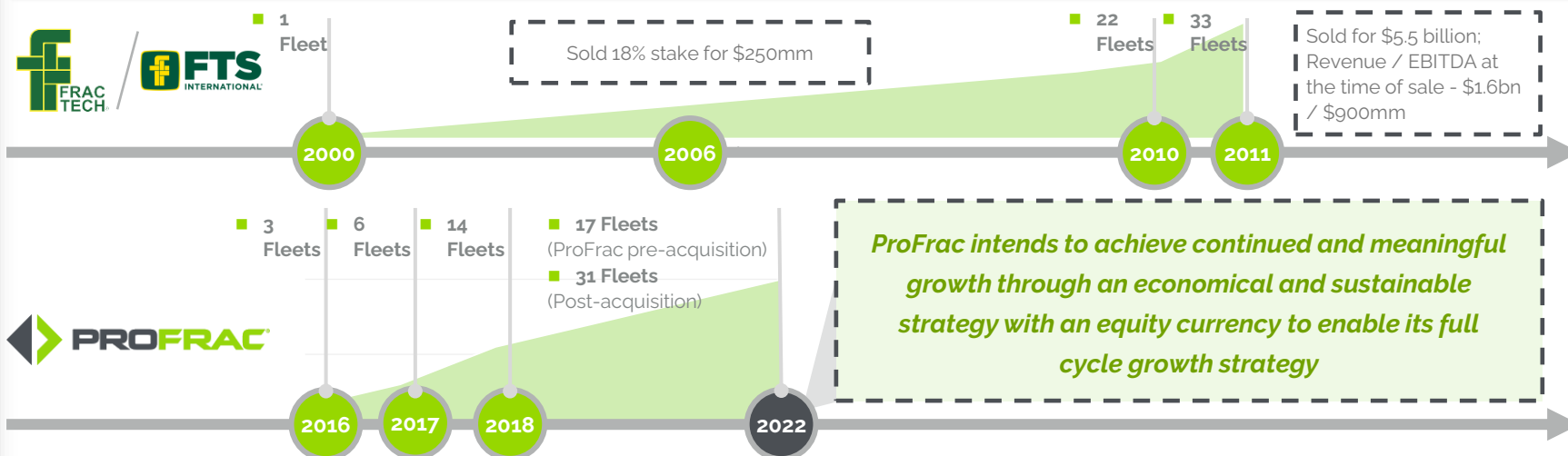
Experienced and Proven Management Team

Ladd Wilks	Lance Turner	Coy Randle	Matthew Wilks	Robert Willette
<i>Chief Executive Officer</i>	<i>Chief Financial Officer</i>	<i>Chief Operating Officer</i>	<i>Executive Chairman of the Board</i>	<i>Chief Legal Officer and Secretary</i>
				
<ul style="list-style-type: none"> • Served as the CEO since May 2016 • Breckenridge Geophysical – Vice President since February 2012 • Owns a controlling interest in two private E&P companies • Cisco Safe and 13 Foundation – Director • Wilks Brothers – Executive Officer • FTSI – Vice President of logistics (2008–11) 	<ul style="list-style-type: none"> • Served as Chief Financial Officer since March 2022 • Chief Financial Officer and Treasurer of FTSI from October 2015 to March 2022, upon the closing of the FTSI acquisition • FTSI – Joined in April 2014 • Ernst & Young LLP – Spent 11 years advising clients on buy-side and sell-side transactions 	<ul style="list-style-type: none"> • Served as COO since May 2018 • >39 years of experience in pumping services • Completions consultant (2 years) • FTSI – Various roles at FracTech / FTSI including COO (2010–15) and SVP of Operations (2008 – 10) • BJ Services – Held various roles over a 22 year career; last role being District Manager (Mineral Wells) 	<ul style="list-style-type: none"> • Served as Executive Chairman since May 2022 • – ProFrac – Previously – served as CFO and President • Wilks Brothers – VP of Investments • FTSI – VP of Logistics (2010–12) • Approach Resources – Director (2017–19) 	<ul style="list-style-type: none"> • Served as the Chief Legal Officer since August 2021 • ProFrac – General Counsel since October 2020 • CARBO Ceramics Inc. – SVP, General Counsel, Corporate Secretary, Chief Compliance Officer and ESG Officer (2017–20) • Texon L.P. – Previously served as the General Counsel and Corporate Secretary (2009–17)

Leading Management Backed by Experienced Sponsor

Dan and Farris Wilks have a proven history of founding and growing pressure pumping companies
 Combined, they have more than 75 years of experience in the energy and energy services sectors

Legacy of Significant Value Creation; Fleet Expansion



Other Sponsor Highlights



Deep Industry Operational Expertise in Frac and Related Frac Supply Chain



Strategic Bolt-on M&A and Consolidation Experience



Experience Building Companies From the Ground Up



ESG and Technology Focus



Family Alignment with Outside Investors



History of Significant Value Creation

Source: ProFrac provided information

Investment Highlights

ProFrac is a growth-oriented, vertically integrated and innovation-driven energy services company



High Performing Pressure Pumping Fleet that has Consistently Outperformed Peers
Focused on Cash Flow and Efficiency



Vertically Integrated Platform with In-House Manufacturing
Enhance Economics and Efficiency by Controlling More of the Pad



Operational Philosophy Underpinned by ESG-Focused Initiatives
Both Implemented and Realized



Two Prong Growth Strategy: Acquire/Retire/Replace & Scaling Vertical Integration
Equity Currency will Enable Full-Cycle Growth Strategy



Diversified Exposure to Oil and Gas Basins with a Loyal and Active Customer Base
Value Add Business Partner with Leading Market Share



Premier Management Team with Established Track Record
We Know Frac



Investor Contacts:

Lance Turner
Chief Financial Officer
investors@profrac.com
254-776-3722

Ken Dennard / Rick Black
PFHC@dennardlascar.com
713-529-6600

www.PFHoldingsCorp.com

Reconciliation of the non-GAAP financial measures
Adjusted EBITDA and Adjusted EBITDA per fleet to
the most directly comparable GAAP financial measure

(In thousands)	Three Months Ended		
	Mar. 31, 2022	Dec. 31, 2021	Mar. 31, 2021
Net income (loss)	\$ 24,126	\$ 5,132	\$ (25,989)
Interest expense, net	9,272	6,670	6,035
Depreciation, depletion and amortization	44,216	35,081	35,461
Income tax (provision) benefit	752	(48)	(25)
Loss on disposal of assets, net	(154)	2,305	2,207
Loss on extinguishment of debt	8,273	515	-
Bad debt expense, net of recoveries	5	(3,726)	-
Loss on foreign currency translation	12	133	-
Reorganization costs	55	2,060	-
Acquisition related expenses	13,019	-	-
Investment income	(8,100)	-	-
Severance charges	-	500	-
Other	-	(211)	-
Total adjusted EBITDA	\$ 91,476	\$ 48,411	\$ 17,689

Pro Forma Reconciliation of Adjusted EBITDA to Net Income (Loss)

Additional Selected Operating Data Condensed Pro Forma Results of Operations (Unaudited)

The following table reconciles Pro Forma Adjusted EBITDA for FTSI to net loss, which we consider to be the most directly comparable GAAP financial measure to Pro Forma Adjusted EBITDA for FTSI, presented as if the FTSI acquisition had occurred on January 1, 2022:

(In thousands)	<u>Three Months Ended</u>	
	<u>Mar. 31,</u>	
	<u>2022</u>	
Pro forma net loss	\$	(1,223)
Interest expense, net		13,761
Depreciation, depletion and amortization		56,788
Income tax (provision) benefit		752
Loss on disposal of assets, net		(159)
Loss on extinguishment of debt		8,273
Bad debt expense, net of recoveries		5
Loss on foreign currency translation		12
Reorganization costs		(74)
Acquisition related expenses		22,909
Investment income		(8,100)
Share based compensation		6,495
Pro forma adjusted EBITDA for FTSI	<u>\$</u>	<u>99,439</u>

