

# **Investor Presentation**

March 2025





# **Disclaimer**

Cautionary Note Regarding Forward-Looking Statements. This presentation contains, and our officers and representatives may from time to time make, "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Forward-looking statements can be identified by words such as: "anticipate," "intend," "plan," "goal," "seek," "believe," "project," "estimate," "expect," "strategy," "future," "likely," "may," "should," "will" and similar references to future periods. Examples of forward-looking statements include, among others, statements we make regarding: (i) expected operating results, such as revenue growth and earnings, including changes upon the continued integration of CSI Compressco LP ("CSI Compressco") into our operations, and our ability to service our indebtedness; (ii) anticipated levels of capital expenditures and uses of capital; (iii) current or future volatility in the credit markets and future market conditions; (iv) potential or pending acquisition transactions or other strategic transactions, the timing thereof, the receipt of necessary approvals to close such acquisitions, our ability to achieve the intended operational, financial and strategic benefits from any such transactions; (v) expected synergies and efficiencies to be achieved as a result of the acquisition of CSI Compressco (the "CSI Acquisition"); (vi) expectations regarding the leverage and dividend profile as a result of the CSI Acquisition, including the amount and timing of future dividend payments; (vii) expectations of the effect on our financial condition of claims, litigation, environmental costs, contingent liabilities and government

Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not place undue reliance on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: (i) a reduction in the demand for natural gas and oil; (ii) the loss of, or the deterioration of the financial condition of, any of our key customers; (iii) nonpayment and nonperformance by our customers, suppliers or vendors; (iv) competitive pressures that may cause us to lose market share; (v) the structure of our Contract Services contracts and the failure of our customers to continue to contract for services after expiration of the primary term; (vi) our ability to successfully integrate any acquired businesses, including CSI Compressco, and realize the expected benefits thereof; (vii) our ability to fund purchases of additional compression equipment; (viii) a deterioration in general economic, business, geopolitical or industry conditions, including as a result of the conflict between Russia and Ukraine and the Israel-Hamas war, inflation, and slow economic growth in the United States; (ix) a downturn in the economic environment, as well as continued inflationary pressures; (x) international operations and related mobilization and demobilization of compression units, operational interruptions, delays, upgrades, refurbishment and repair of compression assets and any related delays and costs overruns or reduced payment of contracted rates; (xi) tax legislation and administrative initiatives or challenges to our tax positions; (xii) the loss of key management, operational personnel or qualified technical personnel; (xiii) our dependence on a limited number of suppliers; (xiv) the cost of compliance with existing and new governmental regulations, including climate change legislation, and associated uncertainty given the new administration as a result of the outcome of the 2024 election cycle; (xv) changes in trade policies and regulations, including the potential for increases or changes in duties, current and potentially new tariffs or quotas, including the new and rapidly evolving tariffs enacted in the first quarter of 2025; (xvi) the cost of compliance with regulatory initiatives and stakeholder pressures, including environmental, social and governance scrutiny; (xvii) the inherent risks associated with our operations, such as equipment defects and malfunctions; (xviii) our reliance on third-party components for use in our IT systems; (xix) legal and reputational risks and expenses relating to the privacy, use and security of employee and client information; (xx) threats of cyber-attacks or terrorism; (xxi) agreements that govern our debt contain features that may limit our ability to operate our business and fund future growth and also increase our exposure to risk during adverse economic conditions; (xxiii) volatility and/or elevated interest rates and associated central bank policy actions; (xxiii) our ability to access the capital and credit markets or borrow on affordable terms (or at all) to obtain additional capital that we may require; (xxiv) major natural disasters, severe weather events or other similar events that could disrupt operations; (xxv) unionization of our labor force, labor interruptions and new or amended labor regulations; (xxvi) renewal of insurance; (xxvii) the effectiveness of our disclosure controls and procedures; and (xxvii) such other factors as discussed throughout the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of our Annual Report on Form 10-K for the year ended December 31, 2024, filed with the U.S. Securities and Exchange Commission.

Any forward-looking statement made by us in this presentation is based only on information currently available to us and speaks only as of the date on which it is made. Except as may be required by applicable law, we undertake no obligation to publicly update any forward-looking statement whether as a result of new information, future developments or otherwise.

**Non-GAAP Financial Measures.** This presentation contains certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP"), including Adjusted Gross Margin, Adjusted Gross Margin percentage, Adjusted EBITDA, Adjusted EBITDA percentage, Discretionary Cash Flow and Free Cash Flow. Such non-GAAP measures should not be considered an alternative to, or more meaningful than, the most directly comparable measure of financial performance presented in accordance with GAAP. Moreover, such non-GAAP measures may not be comparable to similarly titled measures of other companies. However, we believe these non-GAAP financial measures provide useful information to investors because, when viewed with our GAAP results and the accompanying reconciliation, they provide a more complete understanding of our performance than GAAP results alone. See the Supplemental Slides for reconciliation of non-GAAP measures.

Industry & Market Data. The market data and certain other statistical information used throughout this presentation are based on independent industry publications, government publications or 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 and our management's understanding of industry conditions. 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.

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## **Kodiak Gas Services Overview**

# **POWERING**

Our Critical Energy Future

**\$3.2** billion **\$5.8** billion

Market Capitalization<sup>1</sup>

Enterprise Value1

4.5%

Dividend Yield1

4.4 million

Fleet Horsepower<sup>2</sup> ~7 years

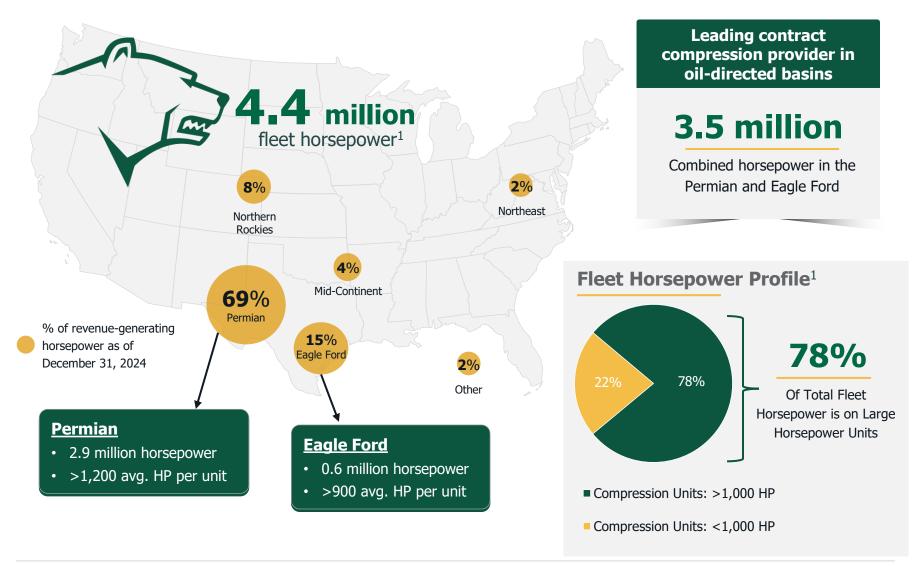
Average Age of Large Horsepower<sup>2</sup> ~97%

Fleet Utilization Rate<sup>2</sup>





# **Kodiak Contract Compression Fleet**





# **Kodiak Investment Thesis**



# **Constructive Industry Fundamentals**

- ► Highly visible, multi-year domestic natural gas demand growth
- ▶ Tight equipment market with industry-wide capital discipline



# **Compression Market Leader**

- ▶ 4.4 million HP compression fleet¹
- ► Market leader in the Permian



# **Robust Organic Investment Opportunities**

- ▶ 2025 new unit growth capex is fully contracted
- Compelling returns on new equipment deployments



# **Stable and Growing Cash Flow**

- ► Fixed-revenue contracts with inflation escalators
- $\sim$  1/3 of the fleet renews each year; reprices at market



# **Attractive Shareholder Return Program**

- ▶ 4.5% dividend yield; 8% dividend increase in 2024²
- ► Initiated a \$50 million share repurchase program<sup>3</sup>



<sup>&</sup>lt;sup>1</sup> Fleet statistics as of December 31, 2024

<sup>&</sup>lt;sup>2</sup> Dividend yield based on stock price as of March 13, 2025 and fourth quarter 2024 dividend of \$0.41 per share annualized

<sup>&</sup>lt;sup>3</sup> Announced share repurchase program on November 14, 2024

# Fourth Quarter & Full Year 2024 Highlights

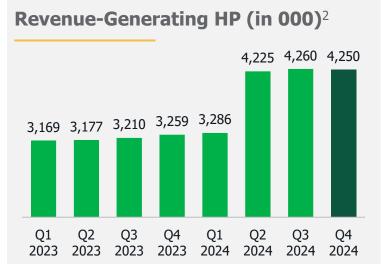


## **Fourth Quarter Highlights**

- Improved Contract Services Adjusted Gross Margin to 66.7%
- Increased fleet utilization to ~97%
- ► Divested ~33,000 HP of small horsepower compression units and exited operations in South America
- Repurchased \$15 million of stock during the fourth quarter
- ▶ Increased midpoint of 2025 Adjusted EBITDA guidance



New unit horsepower added in the quarter







<sup>1 \$</sup> in millions; Adjusted EBITDA and Discretionary Cash Flow are non-GAAP financial measures, see Supplemental Slides for reconciliations

<sup>&</sup>lt;sup>2</sup> Fleet statistics as of December 31, 2024

# **Continued Execution of Core Strategy**

Since closing the CSI Acquisition, Kodiak continues to streamline operations while emphasizing the core strategy—domestic large horsepower compression in oil-directed basins

	At Closing <sup>1</sup>	Current <sup>2</sup>	Comment
Countries	6	2	Optimizing growth and risk adjusted returns
Fleet Unit Count	7,402	5,069	Divested 129K HP (2,261 units) of lower margin, non-core units
Average HP per Revenue- Generating Unit	726	926	Large horsepower has stronger customer demand, higher utilization and generates superior margins than small horsepower
Contract Services AGM %	62%	67%	Pricing improvements; divestment of low- margin horsepower; synergy capture
Quarterly Adj. EBITDA	\$153M	\$169M	AGM improvement and SG&A synergies drive >10% Adjusted EBITDA increase



<sup>&</sup>lt;sup>1</sup> At Closing represents the combined fleet statistics and company financials of Kodiak and CSI Compressco. The Adjusted Gross Margin is the weighted average of Kodiak's Q1 2024 Compression Operations Adjusted Gross Margin and CSI Compressco's Q1 2024 contract services and equipment rentals revenues less cost of revenues. Certain changes were made to segment classification on closing and Kodiak's comparable segment is now named Contract Services <sup>2</sup> Current represents Kodiak's Q4 2024 financial results and fleet statistics as of December 31, 2024

# **Investing In Our Future**



## **BEARS**

## Academy

- >9,000 square foot, hands-on training facility
- ► Offers ~40 technical training courses
- Utilizes virtual reality training modules

## **IGNITE**

## **Development Program**

- ► Four-month internship program for entry level field technicians
- Weekly rotations provide exposure to various operations & geographies
- ► High conversion rate to full time roles

- ▶ Telemetry-enabled fleet
- Predictive analytics & machine learning
- Customized AI tools & technologies



**Hiring the Right People + Providing the Tools & Knowledge = Superior Execution** 



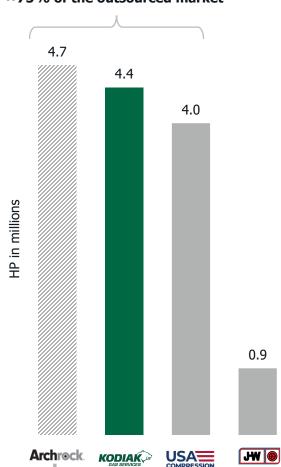
# **Industry Compression Capacity**

0.6

0.5

AXIP

Top 3 U.S. Contract
Compression Providers =
~75% of the outsourced market¹



U.S. Compression Market <sup>2</sup>	HP (in millions)	%
Outsourced (contract compression)	15	24%
Insourced (end user-owned)	48	76%
Total	63	100%

Natural Gas Compression Systems, Inc.



<sup>1</sup> Total fleet; Source: Spears & Associates Report: The Upstream Gas Compression Market as of March 2025; public filings as of February 28, 2025 and company reports <sup>2</sup> Installed compression; Source: Spears & Associates Report: The Upstream Gas Compression Market as of March 2025

0.4

**ENERFLEX** 

0.3

0.3

0.3

0.3

SERVICE FLOWCO

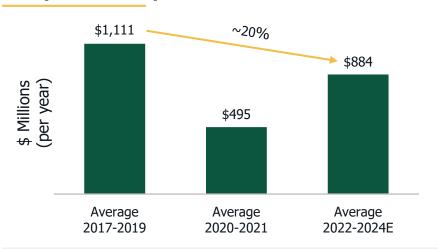
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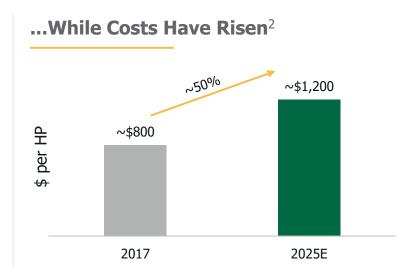
Other

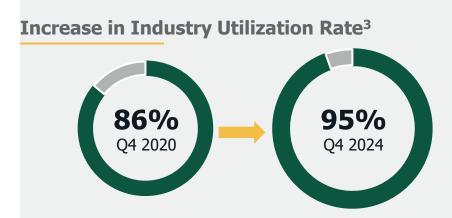
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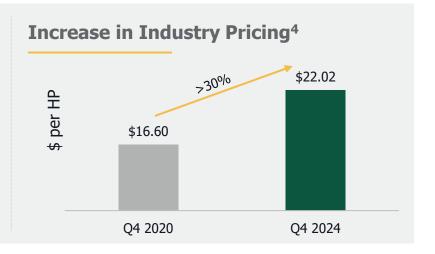
# **Compression Industry Tightness**

## **Compression CapEx is Below Historical Levels...**<sup>1</sup>









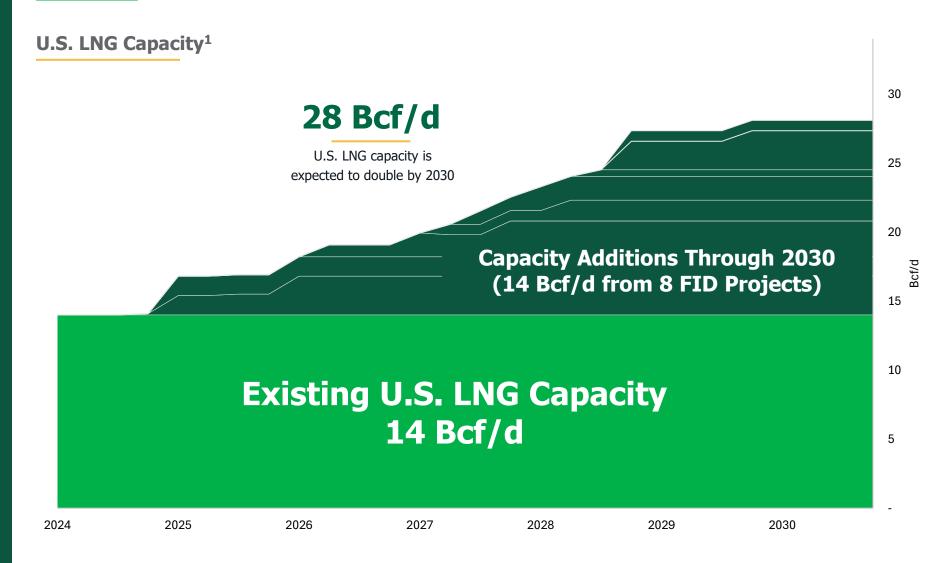


<sup>&</sup>lt;sup>1</sup> Company reports and management estimates; capital spending includes AROC, CCLP, KGS, NGS and USAC; 2024E represents the actuals for AROC, KGS, USAC and the midpoint of NGS's quidance

<sup>&</sup>lt;sup>2</sup> Management estimates

<sup>&</sup>lt;sup>3</sup> Calculated as the weighted average utilization rate as of period end for AROC, CCLP (Q4 2020 only) KGS, NGS (as of Q3 2024) and USAC <sup>4</sup> Calculated as the weighted average price during the guarter for AROC, KGS, NGS (as of O3 2024) and USAC

# **LNG** is Primary Driver of Gas Growth





# Power is Secondary Driver of Gas Growth

## >200%

YoY increase in new natural gas fired power plants in 2025<sup>1</sup>

## ~15%

CAGR through 2030 in electric demand from new datacenters<sup>2</sup>

**Rapidly Increasing Data Center Demand Presents Upside to Forecast** 

## >40%

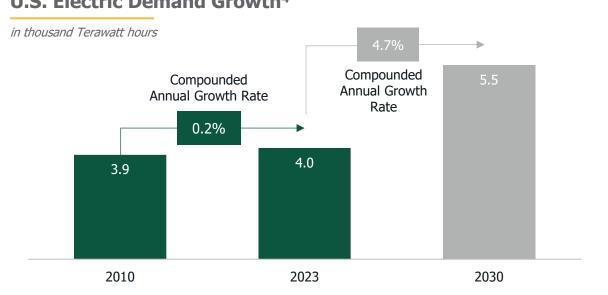
of U.S. electricity is natural gas-sourced<sup>3</sup>

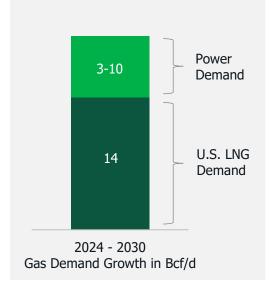


## 3-10 Bcf/d

Range of incremental power-related natural gas demand









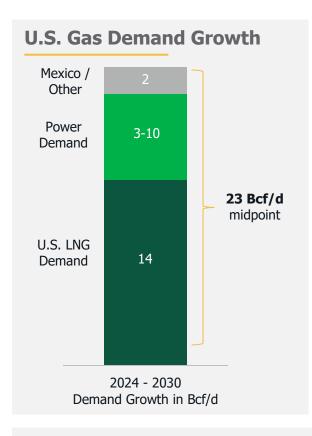
<sup>&</sup>lt;sup>1</sup> EIA Monthly Electric Generator Inventory Report December 2024

<sup>4</sup> EIA and BloombergNEF

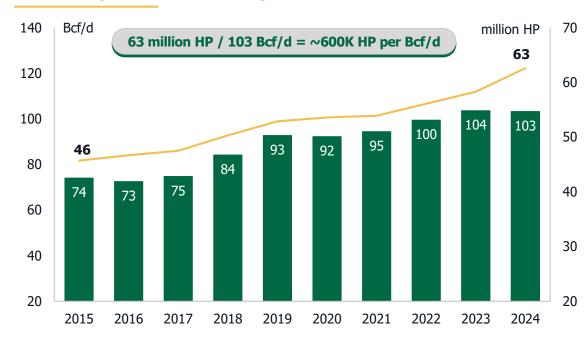
<sup>&</sup>lt;sup>2</sup> CBRE Research: North America Data Center Trends H1 2024

<sup>&</sup>lt;sup>3</sup> EIA Electric Power Annual dated October 17, 2024

# **Compression Growth Driven by Gas Growth**



## **U.S.** Compression Intensity<sup>1</sup>



U.S. Gas Demand Growth Through 2030 23 Bcf/d

X

Compression
Intensity
~600K HP per Bcf/d

=

Incremental HP Needed by 2030

~14 million



# Permian Gas Positioned for Long-Term Growth

Permian Basin



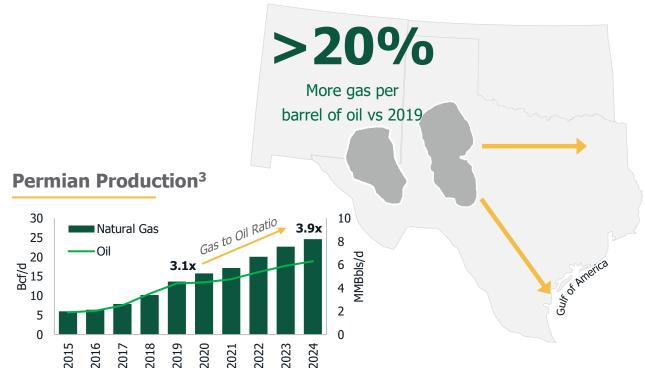
~50% of domestic drilling activity located in the Permian Basin<sup>1</sup>



**Increased** drilling activity in higher GOR areas



~10% CAGR gross gas production since 2020<sup>2</sup>



## Takeaway Projects<sup>4</sup>

Pipeline <sup>4</sup>	Capacity (Bcf/d)	Start Date
Gulf Coast Exp.	0.6	1H 2026
Blackcomb	2.5	2H 2026
Hugh Brinson	1.5	2H 2026
Total	>4.5	YE '26

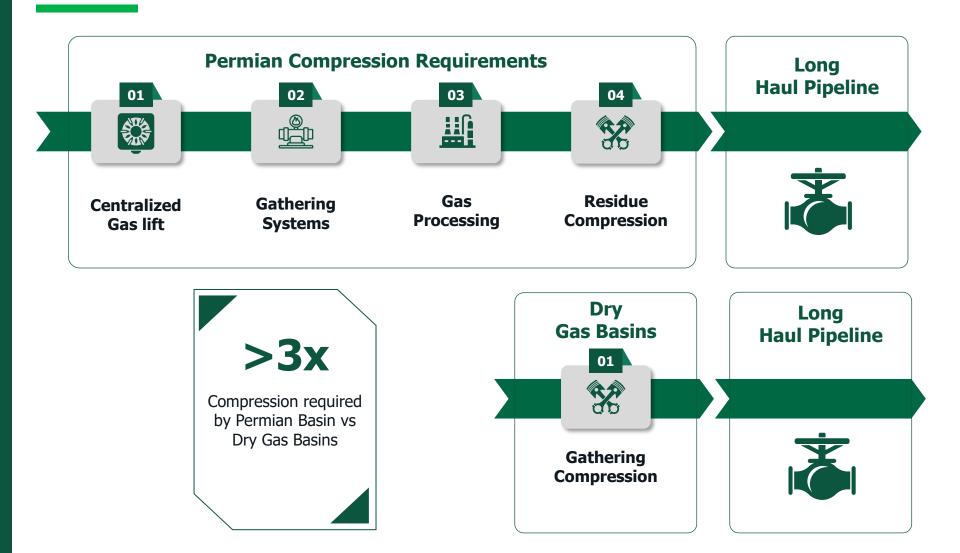


<sup>4</sup> Company reports

 $<sup>^1</sup>$  Source: Baker Hughes rig count as of February 28, 2025  $^2$  Source: EIA Short Term Energy Outlook as of February 28, 2025

<sup>&</sup>lt;sup>3</sup> Sourced from EIA Short-Term Energy Outlook. Gas to oil ratio is defined as Total Gas / Total Oil

# **Permian Compression Intensity**





# **Premier Customer Base**



## >50%

Revenue from top 10 customers<sup>1</sup>



## >60%

Revenue from investment grade rated customers<sup>1</sup>



## **Long-Term**

Relationships with top customers

**High Quality Customer Base<sup>2</sup>** 





















<sup>&</sup>lt;sup>1</sup> Based on total revenues for 2024

<sup>&</sup>lt;sup>2</sup> As of December 31, 2024

# **Contract Structure Supports Cash Flow**

01

Fixed monthly revenue with multi-year terms



Annual inflation index adjustments



Advance billing improves working capital cycle

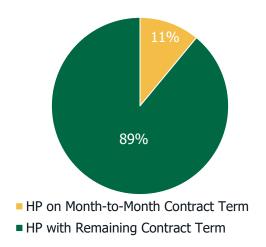


98% mechanical availability guarantee



Customer bears mobilization and demobilization costs

#### Percent of Contracts on Term<sup>1</sup>



### **Multi-Year Contract Terms**

2025 Typical Contract Term

3-5

Years



# **Capital Allocation Framework**

## **Adjusted EBITDA**

Targeting upper single digit % growth annually



#### **Cash Interest**

75% of total debt either fixed rate or swapped to fixed



#### **Cash Taxes**

NOLs provide significant tax shield



#### **Maintenance Capex**

Based on predictive analytics & hours

## **Discretionary Cash Flow**



#### **Shareholder Returns**

- ▶ \$0.41/share quarterly dividend with expected growth
- \$35 million remaining on 2025 share repurchase program<sup>1</sup>



#### **Growth CapEx**

- Compelling returns on new horsepower additions
- ► Targeting 3% 4% annual growth in horsepower

## **Positive Retained Cash Flow**

Leverage ratio of <=3.5x by year-end 2025



# 2025 Capital Plan

## **Full Year Capital Spending**

### **Growth CapEx**

- New compression units
- Methane mitigation systems



#### **Other CapEx**

- Safety-related unit upgrades
- Operational unit upgrades
- ► Technology systems
- ▶ Rolling stock/facilities

**Maintenance CapEx** 

#### 2025E New Units



Permian focused

~1,900 HP

Average horsepower per unit

>40%

Electric motor units





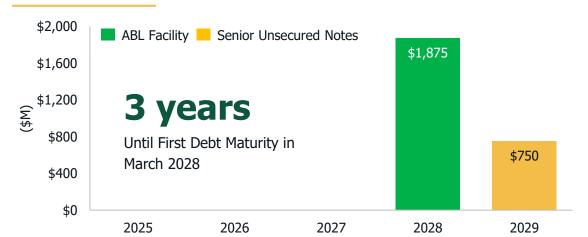
# **Strengthening Credit Profile**

# 3.9x 3.5x

YE 2025

## **Kodiak's Debt Maturity Profile<sup>1</sup>**

YE 2024



## **Kodiak's Credit Ratings<sup>2</sup>**

Corporate Rating	
Moody's	Ba3
<b>S&amp;P Global</b> Ratings	ВВ-
Fitch Ratings	ВВ





<sup>&</sup>lt;sup>1</sup> As of December 31, 2024

<sup>&</sup>lt;sup>2</sup> As of February 28, 2025

# **Contracted Cash Flow with Strong Margins**

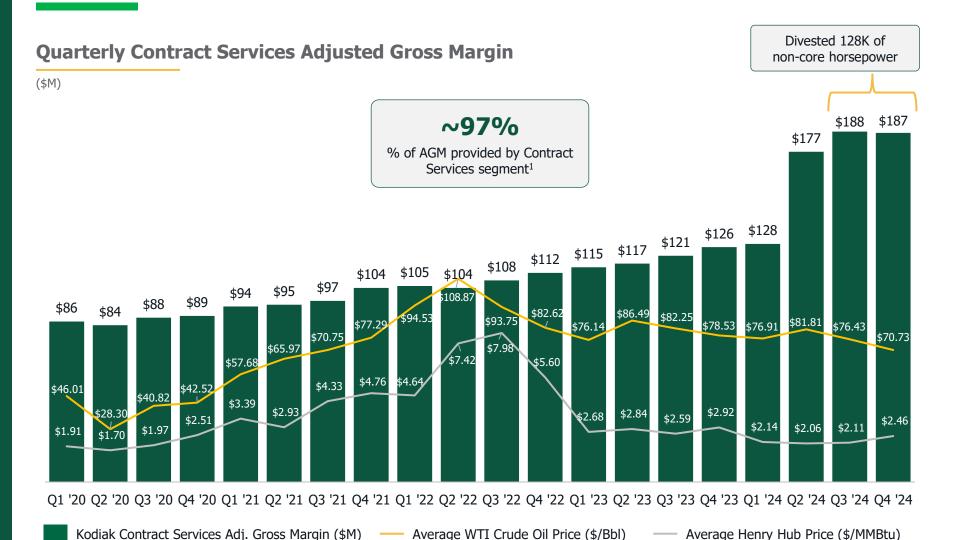
	Revenue	Multi-Year Contracts	Investment Grade Customers	Flexibility to Move Assets	Q4 2024 Adjusted Gross Margin <sup>2</sup>
Utilities <sup>1</sup>	Cost plus model	Yes	Mixed	No	44%
Pipelines <sup>1</sup>	Take-or-pay contracts / throughput charge	Yes	Yes	No	53%
Gathering & Processing <sup>1</sup>	Minimum volume commitments / Acreage dedication	Yes	Mixed	Limited	48%
KODIAK GAS SERVICES	Fixed-revenue contracts	Yes	>60%	Yes	62%



<sup>&</sup>lt;sup>1</sup> Utility peers consist of AEP, CEG, DUK, NEE, PCG & SRE. Pipeline peers consist of KMI & WMB. Gathering & Processing peers consist of TRGP, HESM & KNTK

<sup>&</sup>lt;sup>2</sup> Adjusted Gross Margin is a non-GAAP financial measure. Please see the Supplemental Slides for a reconciliation

# **Steady Business in Any Price Environment**



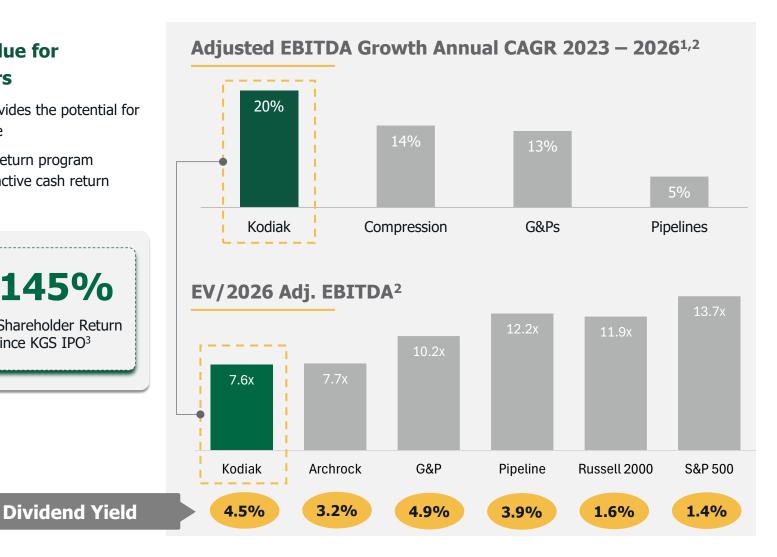


## **Attractive Valuation**

## **Creating Value for Shareholders**

- Valuation provides the potential for further upside
- Shareholder return program provides attractive cash return





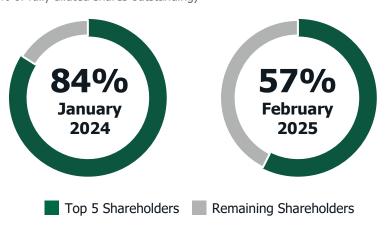


<sup>&</sup>lt;sup>1</sup> Based on Bloomberg consensus estimates as of March 13, 2025. Compression peers consists of AROC & USAC; G&P Peers consist of HESM, KNTK & TRGP; Pipeline peers consist of KMI & WMB. <sup>2</sup> Adjusted EBITDA is a non-GAAP financial measure, see Supplemental Slides for reconciliation

# **Increasing Liquidity & Buying Back Stock**

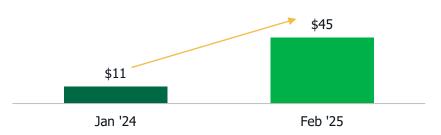
#### **Top 5 Shareholders**

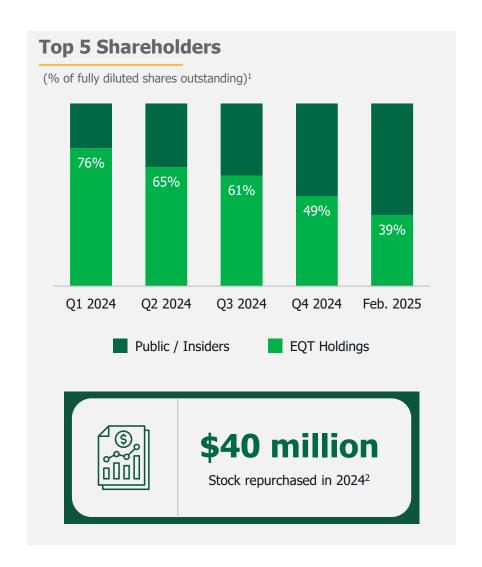
(% of fully diluted shares outstanding)1



## **Improved Shareholder Liquidity**

**Average Daily Trading Liquidity** (\$M)







<sup>&</sup>lt;sup>1</sup> Based on Kodiak's share count as of March 4, 2025. KGS ownership is as of February 28, 2025

<sup>&</sup>lt;sup>2</sup> Repurchased from EQT in private transactions on September 11, 2024 and November 18, 2024

# **Full-Year 2025 Guidance**

(All amounts below are in thousands except per share amounts and percentages)

	Low	High
Adjusted EBITDA (1)	\$ 685,000	\$ 725,000
Discretionary Cash Flow (1)(2)	\$ 425,000	\$ 450,000
Segment Information		
Contract Services Revenues	\$ 1,150,000	\$ 1,200,000
Contract Services Adjusted Gross Margin Percentage (1)	66%	68%
Other Services Revenues	\$ 160,000	\$ 180,000
Other Services Adjusted Gross Margin Percentage (1)	14%	17%
Capital Expenditures		
Growth Capital Expenditures	\$ 240,000	\$ 280,000
Maintenance Capital Expenditures	\$ 75,000	\$ 85,000







# **Reconciliation of Non-GAAP Financial Measures**

#### **Gross Margin to Adjusted Gross Margin**

(in thousands)	Q4 2023	Q3 2024	Q4 2024
Total revenues	\$225,980	\$324,647	\$309,519
Cost of operations (exclusive of D&A and SG&A)	(91,707)	(129,291)	(118,250)
Depreciation and amortization	(46,455)	(73,452)	(70,413)
Gross margin	\$87,818	\$121,904	\$120,856
Depreciation and amortization	46,455	73,452	70,413
Adjusted Gross Margin	\$134,273	\$195,356	\$191,269

#### **Net Cash Provided by Operating Activities to DCF and FCF**

(in thousands)	Q4 2023	Q3 2024	Q4 2024
Net cash provided by operating activities	\$62,627	\$36,878	\$118,485
Maintenance capital expenditures	(8,934)	(21,553)	(14,858)
Loss on extinguishment of debt	=	-	-
Severance expense <sup>1</sup>	=	2,243	(712)
Transaction expenses <sup>2</sup>	4,288	2,554	4,731
Change in operating assets and liabilities	19,058	84,479	1,732
Other <sup>3</sup>	(6,512)	(1,552)	(1,688)
Discretionary Cash Flow	\$70,527	\$103,049	\$107,690
Growth capital expenditures <sup>4</sup>	(60,472)	(65,115)	(71,086)
Proceeds from sale of assets	394	14,566	20,053
Free Cash Flow	\$10,449	\$52,500	\$56,657

#### **Net Income to Adjusted EBITDA**

(in thousands)	Q4 2023	Q3 2024	Q4 2024
Net income (loss)	\$(6,874)	\$(6,211)	\$19,600
Interest expense, net	40,484	53,991	51,280
Income tax (benefit) expense	5,305	(2,184)	15,547
Depreciation and amortization	46,455	73,452	70,413
Long-lived asset impairment	-	9,921	-
Loss on extinguishment of debt	-	-	-
(Gain) loss on derivatives	21,814	20,327	(17,790)
Equity compensation expense	2,462	3,905	5,594
Severance expense <sup>1</sup>	-	2,243	(712)
Transaction expenses <sup>2</sup>	4,288	2,554	4,731
(Gain) loss on sale of capital assets	(56)	10,376	20,409
Adjusted EBITDA	\$113,878	\$168,374	\$169,072

#### **Net Income to DCF and FCF**

(in thousands)	Q4 2023	Q3 2024	Q4 2024
Net income (loss)	\$(6,874)	\$(6,211)	\$19,600
Depreciation and amortization	46,455	73,452	70,413
Long-lived asset impairment	-	9,921	-
Change in fair value of derivatives	29,339	27,512	(11,985)
Loss on extinguishment of debt	-	-	-
Deferred tax provision	1,551	(2,283)	10,608
Amortization of debt issuance costs	2,296	3,133	3,890
Equity compensation expense	2,462	3,905	5,594
Severance expense <sup>1</sup>	-	2,243	(712)
Transaction expenses <sup>2</sup>	4,288	2,554	4,731
(Gain) Loss on sale of capital assets	(56)	10,376	20,409
Maintenance capital expenditures	(8,934)	(21,553)	(14,858)
Discretionary Cash Flow	\$70,527	\$103,049	\$107,690
Growth capital expenditures <sup>4,5</sup>	(60,472)	(65,115)	(71,086)
Proceeds from sale of capital assets	394	14,566	20,053
Free Cash Flow	\$10,449	\$52,500	\$56,657



## **Reconciliation of Non-GAAP Financial Measures**

#### **Gross Margin to Adjusted Gross Margin for Contract Services**

(in thousands)	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023	2Q 2023	3Q 2023	4Q 2023	1Q 2024	2Q 2024	3Q 2024	4Q 2024
Total Revenues	\$131,616	\$123,499	\$128,355	\$132,259	\$137,445	\$142,622	\$148,595	\$154,408	\$157,495	\$162,808	\$163,662	\$170,992	\$177,697	\$181,619	\$186,673	\$189,616	\$193,399	\$276,250	\$284,313	\$280,211
Cost of Operations (excluding D&A)	(45,899)	(39,045)	(39,897)	(43,110)	(43,269)	(47,929)	(51,124)	(50,491)	(52,937)	(58,336)	(55,872)	(58,570)	(62,770)	(65,017)	(65,470)	(63,835)	(65,882)	(99,333)	(96,617)	(93,184)
Depreciation and Amortization	(32,751)	(38,147)	(37,567)	(37,167)	(38,049)	(39,126)	(40,789)	(42,081)	(42,405)	(43,397)	(44,111)	(44,550)	(44,897)	(45,430)	(46,087)	(46,455)	(46,944)	(69,463)	(73,452)	(70,413)
Gross Margin	\$52,966	\$46,307	\$50,891	\$51,982	\$56,127	\$55,567	\$56,682	\$61,836	\$62,153	\$61,075	\$63,679	\$67,872	\$70,030	\$71,172	\$75,116	\$79,326	\$80,573	\$107,454	\$114,244	\$116,614
Depreciation and Amortization	32,751	38,147	37,567	37,167	38,049	39,126	40,789	42,081	42,405	43,397	44,111	44,550	44,897	45,430	46,087	46,455	46,944	69,463	73,452	70,413
Adjusted Gross Margin	\$85,717	\$84,454	\$88,458	\$89,149	\$94,176	\$94,693	\$97,471	\$103,917	\$104,558	\$104,472	\$107,790	\$112,422	\$114,927	\$116,602	\$121,203	\$125,781	\$127,517	\$176,917	\$187,696	\$187,027
Adjusted Gross Margin %	65.1%	68.4%	68.9%	67.4%	68.5%	66.4%	65.6%	67.3%	66.4%	64.2%	65.9%	65.7%	64.7%	64.2%	64.9%	66.3%	65.9%	64.0%	66.0%	66.7%

#### **Net income to Adjusted EBITDA**

(in thousands)	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
Net income (loss)	\$8,901	\$45,900	\$1,909	\$(12,343)	\$17,517	\$21,766	\$(6,874)	\$30,232	\$6,713	\$(6,211)	\$19,600
Interest expense, net	33,713	49,859	61,251	68,662	73,658	39,710	40,484	39,740	52,133	53,991	51,280
Income Tax (benefit) expense	2,781	14,337	596	(3,990)	5,851	7,904	5,305	9,875	2,336	(2,184)	15,547
Depreciation and amortization	43,397	44,111	44,550	44,897	45,430	46,087	46,455	46,944	69,463	73,452	70,413
Long-lived asset impairment	-	-	-	-	-	-	-	-	-	9,921	-
(Gain) loss on extinguishment of debt	-	-	-	-	-	6,757	-	-	-	-	-
(Gain) loss on derivatives	6,502	(51,862)	(6,144)	7,995	(34,934)	(15,141)	21,814	(19,757)	(6,797)	20,327	(17,790)
Equity compensation expense	-	-	352	879	29	2,544	2,462	2,848	5,311	3,905	5,594
Severance expense <sup>1</sup>	-	-	-	-	-	-	-	-	8,969	2,243	(712)
Transaction expenses <sup>2</sup>	1,600	-	770	201	1,072	440	4,288	7,880	17,387	2,554	4,731
(Gain) loss on sale of capital assets	-	(818)	(49)	17	(738)	-	(56)	-	(1,173)	10,376	20,409
Adjusted EBITDA	\$96,894	\$101,527	\$103,235	\$106,318	\$107,885	\$110,067	\$113,878	\$117,762	\$154,342	168,374	\$169,072





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