



# Q2 2023 Earnings

August 2023

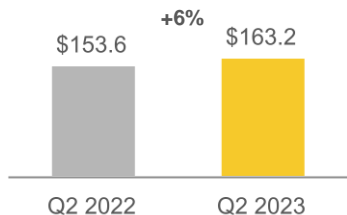
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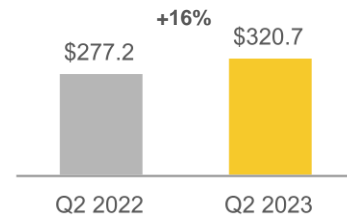
**Industry and Market Data:** This presentation has been prepared by Ranger and includes market data and other statistical information from third-party sources, including independent industry publications, government publications or other published independent sources. Although Ranger believes these third-party sources are reliable as of their respective dates, Management has not independently verified the accuracy or completeness of this information. Some data are also based on the management estimates and approximations derived from internal sources and the third-party sources described above.

# Q2 2023 Financial Summary

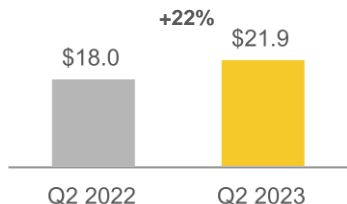
## Revenue Q2 (\$MM)



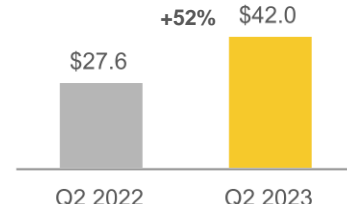
## Revenue YTD (\$MM)



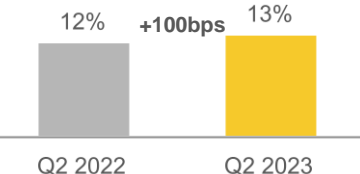
## Adjusted EBITDA Q2 (\$MM)



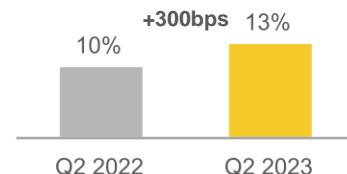
## Adjusted EBITDA YTD (\$MM)



## Adjusted EBITDA Margin Q2



## Adjusted EBITDA Margin YTD



## 2023 Highlights

- Strong year-over-year growth across all segments
  - Revenue up 16% y/y
  - Adjusted EBITDA up 52% y/y
  - Adjusted EBITDA Margin up +300 bps y/y
- Net Income of \$12.3 million, or \$0.49 per fully diluted share

## Q2 Capital Allocation

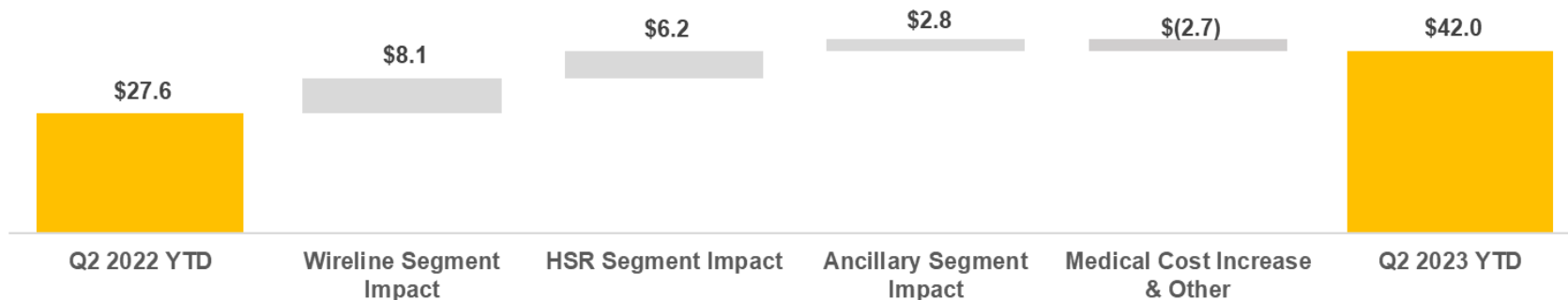
- Free cash flow of \$16 million with 37% of cash flows applied to share repurchase
- Debt of \$0.3 million, achieving net debt zero goal paying down over \$80 million in debt since March 31, 2022
- Repurchased 548,100 shares of Class A Common Stock for an aggregate \$5.9 million year to date

# Year over Year Performance Drivers

## Q2 YTD Revenue Bridge (\$MM)

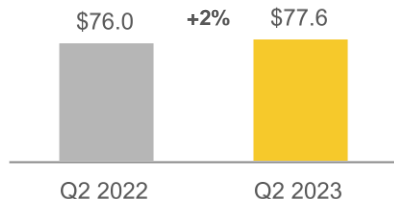


## Q2 YTD Adjusted EBITDA Bridge (\$MM)

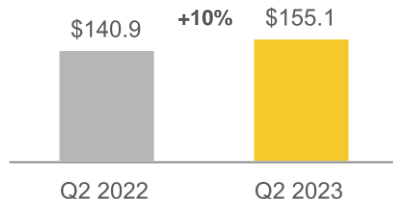


# High-Specification Rigs Segment Highlights

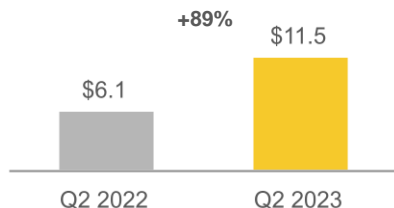
## Revenue Q2 (\$MM)



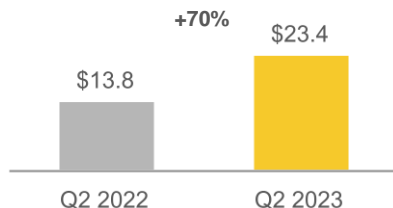
## Revenue YTD (\$MM)



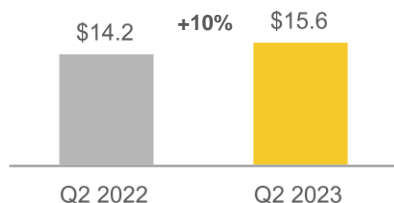
## Operating Income Q2 (\$MM)



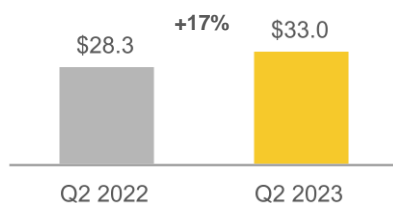
## Operating Income YTD (\$MM)



## Adjusted EBITDA Q2 (\$MM)



## Adjusted EBITDA YTD (\$MM)

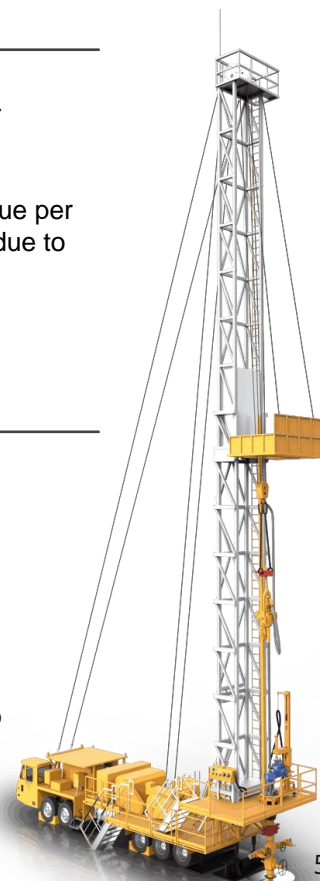


## Q2 Operational Results

- Adj. EBITDA improved 10% Y/Y due to better pricing and improved operating leverage
- Rig hours decreased Y/Y by 6,700, but revenue per rig hour increased by 9% from \$632 to \$687 due to increased pricing and operating efficiency

## 2023 YTD Operational Results

- Adj. EBITDA improved 17% Y/Y due to better pricing and operating leverage
- Revenue per rig hour increased by 14% from \$606 to \$688 with pricing resilience despite market conditions
- Successfully relocated gas exposed assets to oilier basins achieving strong utilization and pricing



# Wireline Services Segment Highlights

## Q2 Operational Results

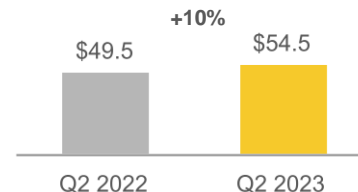
- Increased revenue by \$5 million and Adj. EBITDA by \$1.4 million year over year driven primarily by pricing and term improvements in completion services and activity levels in other service lines
- North region demonstrated continued strong track record with additional incremental improvements expected
- Pricing pressure with additional market capacity in the South region has stabilized with improving backdrop expected in future quarters

## 2023 YTD Operational Results

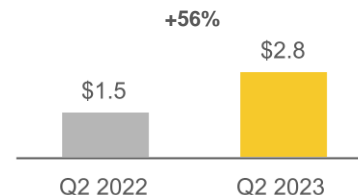
- Revenue increased 19% from \$88.1 million to \$104.4 million with associated improvement in Adj. EBITDA of \$7.4 million driven largely by incremental pricing and activity levels in non-completion service lines year over year
- Focused growth and business margin improvement plans should translate in second half of the year



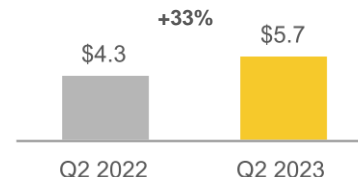
### Revenue Q2 (\$MM)



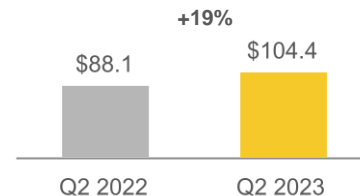
### Operating Income Q2 (\$MM)



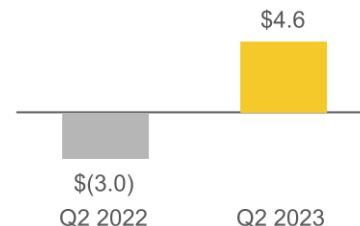
### Adjusted EBITDA Q2 (\$MM)



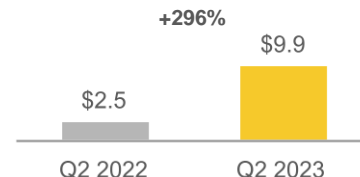
### Revenue YTD (\$MM)



### Operating Income YTD (\$MM)

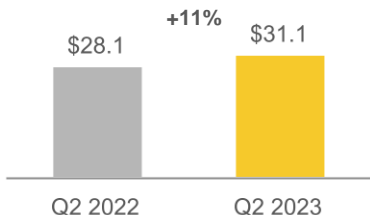


### Adjusted EBITDA YTD (\$MM)

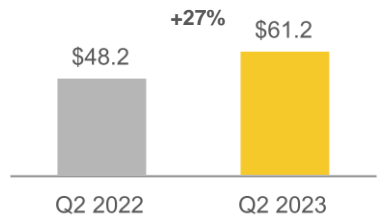


# Processing Solutions & Ancillary Services Segment Highlights

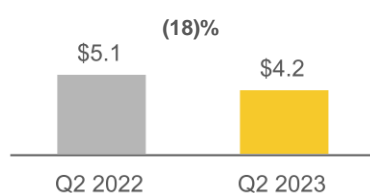
## Revenue Q2 (\$MM)



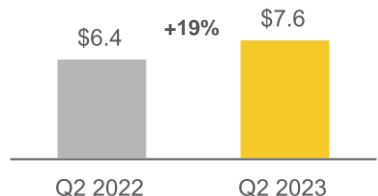
## Revenue YTD (\$MM)



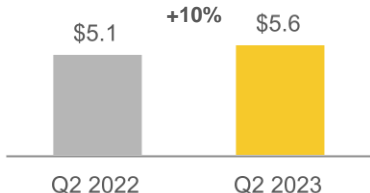
## Operating Income Q2 (\$MM)



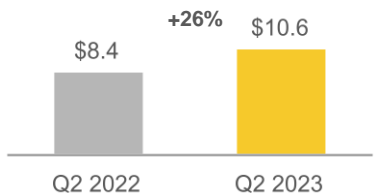
## Operating Income YTD (\$MM)



## Adjusted EBITDA Q2 (\$MM)



## Adjusted EBITDA YTD (\$MM)

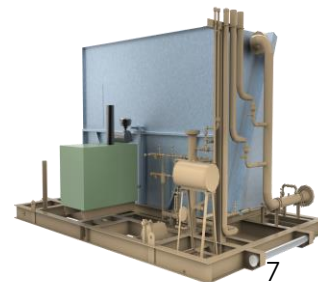


## Q2 Operational Results

- Revenues increased year-over-year due to pricing increases and higher operational activity predominately in coil tubing and plug and abandonment services
- Segment Adjusted EBITDA increased by \$0.5m primarily due to revenue growth

## 2023 YTD Operational Results

- Revenues increased year-over-year across all business lines due to increases in operational activity
  - Coil tubing +\$6.0m
  - Plug and abandonment services +\$4.9m
  - Logistics +\$1.1m
- Segment Adjusted EBITDA increased by \$2.2 million primarily due to revenue and gross profit margin growth



# 2023 Guidance – Q2 Update

- Asset utilization expected to improve in back half of the year with associated margin expansion
- Activity levels expected to ramp and peak in Q3, similar to prior year, before pull back as seasonality begins in Q4
- Adjusted EBITDA margins expected to improve with operating leverage and medical costs at more normalized levels
- Capital expenditures and leases expected of between \$25-35 million, or approximately 4% of revenue
- Anticipated free cash flow conversion of over 60%



|                        | <b>FY 2022 Actuals</b> | <b>Previous<br/>FY 2023 Guidance</b> | <b>Current FY 2023<br/>Guidance</b> | <b>Current 2023E Growth<br/>(% Change v. 2022)</b> |
|------------------------|------------------------|--------------------------------------|-------------------------------------|--|
| Revenue (\$MM)         | \$608.5                | \$685 - \$710                        | \$660 - \$680                       | + 8% - 12%   |
| Adjusted EBITDA (\$MM) | \$79.5                 | \$95 - \$110                         | \$92 - \$97                         | + 16% - 22%  |
| Free Cash Flow (\$MM)  | \$30.7                 | \$55 - \$70                          | \$55 - \$65                         | + 79% - 112%                                       |



# Capital Allocation Priorities

- Shifting focus from debt paydown to capital return strategy and growth opportunities
- Initiating a quarterly dividend program of \$0.05 per share during Q3 2023
- Continuing active share repurchase program initiated in Q1 2023
- Targeting accretive inorganic growth with priority to lower capital intensity services lines, in-basin scale and heavier production cycle focus



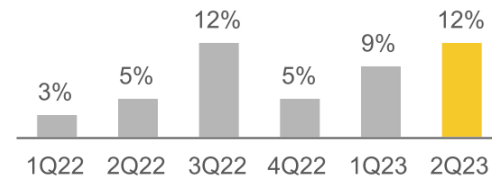
## Adjusted Net Debt (\$MM)<sup>(1)</sup>



## Free Cash Flow (\$MM)<sup>(1,3)</sup>



## TTM Return on Invested Capital<sup>(2)</sup>



1. See slide 13 for a reconciliation of Non-GAAP financial measures including Adjusted EBITDA, Free Cash Flow and Adjusted Net Debt.
2. TTM Return on Invested Capital is defined as Trailing Twelve-Month Net Income divided by the statistical mean value of combined debt and shareholders' equity for the beginning and end of the trailing twelve-month period.
3. Free cash flow in 4Q21 was negatively impacted by working capital needed to support Basic Asset Acquisition.

# Delivering Returns to Shareholders

## 2023 Announced Capital Return Strategy

Committed to returning at least 25% of free cash flows through share repurchases and dividends, balancing the remaining cash flows between growth opportunities and further repurchases dependent on market conditions and returns available

- \$35 million share repurchase authorization
- \$0.05 / share quarterly dividend when company achieves net debt zero

### Excerpt from Q4 2022 Earnings Call

*"Initiating Capital Return Framework: ...The Company believes that a share repurchase and dividend framework provides the best overall value creation potential for our investors and intends to return at least 25% of annual cash flows to investors going forward. To that end, the Board has authorized a \$35 million share repurchase program that can be utilized for up to 36 months. Additionally, the Board has approved a quarterly dividend of \$0.05 per share, which will be initiated once the Company achieves its goal of being net debt zero."*

## Second Quarter Capital Return Update

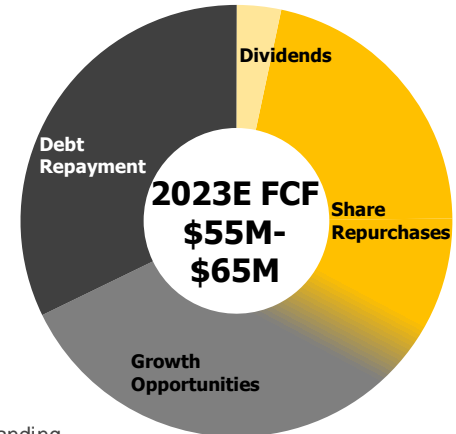
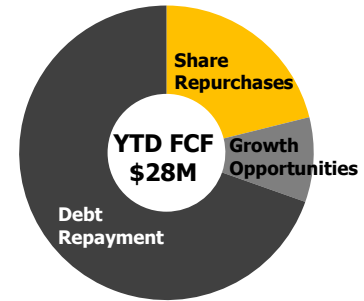
- Repurchased \$5.9 million or 508,700 shares<sup>(2)</sup>
- ~\$29 million of authorization remaining, or 20% of current float<sup>(3)</sup>
- Share repurchases to date represent 37% of second quarter free cash flow<sup>(1)</sup>
- Dividend program to be initiated this quarter at \$0.05 per share

1. Free cash flow as defined on slide 20

2. 508,700 shares of Class A common stock purchased in Q2 at an average of \$10.87 per share, representing 2% of shares outstanding

3. Based on shared price of \$10.49 and available float of 13.6mm shares

## 2023E Cash Flow Profile



# Investment Thesis

## Maximizing Returns Through Improved Asset Utilization

- Significant opportunity for continued profitability growth through improved asset utilization, supported by opportunity for organic market share growth in existing markets
- Attractive free cash flow generation creates multiple value creation opportunities:
  - **Shareholder Returns:** Sustainable quarterly dividend program, supplemented by \$35 million share repurchase program
  - **Self-Funded M&A:** Allows for pursuit of opportunistic M&A to create value through consolidation within existing end-markets and businesses

## Dynamic Business Model with Production-Focused Exposure and Completion Upside

- Exposure to oil and gas producers across major basins allows for strategic deployment and flexibility of asset utilization in response to changes in activity.
- Capital efficiency further maximizes operating leverage to drive above-industry returns through the cycle.
- Current E&P activity expected to remain consistent through 2023, with continued growth in 2024 and 2025 and a supportive long-term commodity price outlook.

# APPENDIX: SUPPLEMENTAL INFORMATION





## WELL SERVICES

- High-Spec Service Rigs
- Rig-Assist Snubbing
- Coiled Tubing
- Rental and Fishing
- Plug and Abandonment



## WIRELINE SERVICES

- Plug and Perf
- Pump-Down Services
- Cement and Casing Evaluation
- Intervention Services
- Pumping Services



## ANCILLARY SERVICES

- Fishing and Rentals
- Plug & Abandonment
- Natural Gas Processing & Conditioning

# RANGER BUSINESS OVERVIEW

# Non-GAAP Reconciliation: Adjusted EBITDA (\$MM)

Three Months Ended June 30, 2023

|  | High Specification Rigs |             | Wireline Services |            | Processing Solutions & Ancillary Services |            | Other           | Total          |
|--|-------------------------|-------------|-------------------|------------|---|------------|-----------------|----------------|
| <b>Net income (loss)</b>                   | \$                      | 11.5        | \$                | 2.8        | \$  | 4.2        | \$ (10.5)       | \$ 8.0         |
| Interest expense, net                      |                         | -           |                   | -          |   | -          | 0.9             | 0.9            |
| Income tax expense                         |                         | -           |                   | -          |   | -          | 0.1             | 0.1            |
| Depreciation and amortization              |                         | 4.1         |                   | 2.9        |   | 1.4        | 0.3             | 8.7            |
| <b>EBITDA</b>                              |                         | <b>15.6</b> |                   | <b>5.7</b> |   | <b>5.6</b> | <b>(9.2)</b>    | <b>17.7</b>    |
| Equity based compensation                  |                         | -           |                   | -          |   | -          | 1.2             | 1.2            |
| Loss on retirement of debt                 |                         | -           |                   |            |   |            | 2.4             | 2.4            |
| Gain on disposal of property and equipment |                         | -           |                   | -          |   | -          | (0.5)           | (0.5)          |
| Severance and reorganization costs         |                         | -           |                   | -          |   | -          | 0.2             | 0.2            |
| Acquisition related costs                  |                         | -           |                   | -          |   | -          | 0.9             | 0.9            |
| <b>Adjusted EBITDA</b>                     | \$                      | <b>15.6</b> | \$                | <b>5.7</b> | \$  | <b>5.6</b> | \$ <b>(5.0)</b> | \$ <b>21.9</b> |



# Non-GAAP Reconciliation: Adjusted EBITDA (\$MM)

Three Months Ended June 30, 2022

|  | High Specification<br>Rigs | Wireline Services | Processing<br>Solutions &<br>Ancillary Services | Other           | Total          |
|--|----------------------------|-------------------|---|-----------------|----------------|
| <b>Net income (loss)</b>                   | \$ 6.1                     | \$ 1.5            | \$ 5.1  | \$ (13.1)       | \$ (0.4)       |
| Interest expense, net                      | -                          | -                 | -   | 1.8             | 1.8            |
| Income tax benefit                         | -                          | -                 | -   | (0.8)           | (0.8)          |
| Depreciation and amortization              | 8.1                        | 2.8               | -   | 0.5             | 11.4           |
| Impairment of fixed assets                 | -                          | -                 | -   | 1.1             | 1.1            |
| <b>EBITDA</b>                              | <b>14.2</b>                | <b>4.3</b>        | <b>5.1</b>                                      | <b>(10.5)</b>   | <b>13.1</b>    |
| Equity based compensation                  | -                          | -                 | -   | 0.9             | 0.9            |
| Loss on disposal of property and equipment | -                          | -                 | -   | 2.1             | 2.1            |
| Gain on bargain purchase, net of tax       | -                          | -                 | -   | (2.8)           | (2.8)          |
| Acquisition related costs                  | -                          | -                 | -   | 0.5             | 0.5            |
| Severance and reorganization costs         | -                          | -                 | -   | 0.9             | 0.9            |
| Legal fees and settlements                 | -                          | -                 | -   | 3.3             | 3.3            |
| <b>Adjusted EBITDA</b>                     | <b>\$ 14.2</b>             | <b>\$ 4.3</b>     | <b>\$ 5.1</b>                                   | <b>\$ (5.6)</b> | <b>\$ 18.0</b> |

# Non-GAAP Reconciliation: Adjusted EBITDA (\$MM)

Six Months Ended June 30, 2023

|  | High Specification<br>Rigs | Wireline Services | Processing<br>Solutions &<br>Ancillary Services | Other            | Total          |
|--|----------------------------|-------------------|---|------------------|----------------|
| <b>Net income (loss)</b>                   | <b>\$ 23.4</b>             | <b>\$ 4.6</b>     | <b>\$ 7.6</b>                                   | <b>\$ (21.4)</b> | <b>\$ 14.2</b> |
| Interest expense, net                      | -                          | -                 | -   | 2.1              | 2.1            |
| Income tax expense                         | -                          | -                 | -   | 1.9              | 1.9            |
| Depreciation and amortization              | 9.6                        | 5.3               | 3.0   | 0.8              | 18.7           |
| <b>EBITDA</b>                              | <b>33.0</b>                | <b>9.9</b>        | <b>10.6</b>                                     | <b>(16.6)</b>    | <b>36.9</b>    |
| Equity based compensation                  | -                          | -                 | -   | 2.3              | 2.3            |
| Loss on retirement of debt                 |                            |                   |   | 2.4              | 2.4            |
| Gain on disposal of property and equipment | -                          | -                 | -   | (1.5)            | (1.5)          |
| Severance and reorganization costs         | -                          | -                 | -   | 0.4              | 0.4            |
| Acquisition related costs                  | -                          | -                 | -   | 1.5              | 1.0            |
| <b>Adjusted EBITDA</b>                     | <b>\$ 33.0</b>             | <b>\$ 9.9</b>     | <b>\$ 10.6</b>                                  | <b>\$ (11.5)</b> | <b>\$ 42.0</b> |



# Non-GAAP Reconciliation: Adjusted EBITDA (\$MM)

Six Months Ended June 30, 2022

|  | High Specification<br>Rigs | Wireline Services | Processing<br>Solutions &<br>Ancillary Services | Other            | Total           |
|--|----------------------------|-------------------|---|------------------|-----------------|
| <b>Net income (loss)</b>                   | <b>\$ 13.8</b>             | <b>\$ (3.0)</b>   | <b>\$ 6.4</b>                                   | <b>\$ (23.3)</b> | <b>\$ (6.1)</b> |
| Interest expense, net                      | -                          | -                 | -   | 3.9              | 3.9             |
| Income tax benefit                         | -                          | -                 | -   | (2.4)            | (2.4)           |
| Depreciation and amortization              | 14.5                       | 5.5               | 2.0   | 1.0              | 23.0            |
| Impairment of fixed assets                 | -                          | -                 | -   | 1.1              | 1.1             |
| <b>EBITDA</b>                              | <b>28.3</b>                | <b>2.5</b>        | <b>8.4</b>                                      | <b>(19.7)</b>    | <b>19.5</b>     |
| Equity based compensation                  | -                          | -                 | -   | 1.7              | 1.7             |
| Loss on disposal of property and equipment | -                          | -                 | -   | 1.1              | 1.1             |
| Gain on bargain purchase, net of tax       |                            |                   |   | (2.8)            | (2.8)           |
| Acquisition related costs                  | -                          | -                 | -   | 6.5              | 6.5             |
| Severance and reorganization costs         |                            |                   |   | 0.5              | 0.5             |
| Legal fees and settlements                 | -                          | -                 | -   | 1.1              | 1.1             |
| <b>Adjusted EBITDA</b>                     | <b>\$ 28.3</b>             | <b>\$ 2.5</b>     | <b>\$ 8.4</b>                                   | <b>\$ (11.6)</b> | <b>\$ 27.6</b>  |

# Non-GAAP Reconciliation: Free Cash Flows (\$MM)

|   | Six Months Ended |               |
|---|------------------|---------------|
|   | June 30, 2023    | June 30, 2022 |
| Net cash provided by operating activities | \$ 41.0          | \$ 7.8        |
| Purchase of property and equipment        | (12.9)           | (5.7)         |
| <b>Free Cash Flow</b>                     | <b>\$ 28.0</b>   | <b>\$ 2.1</b> |